

## North Europe - South America Westcoast Service – New “SW” Service

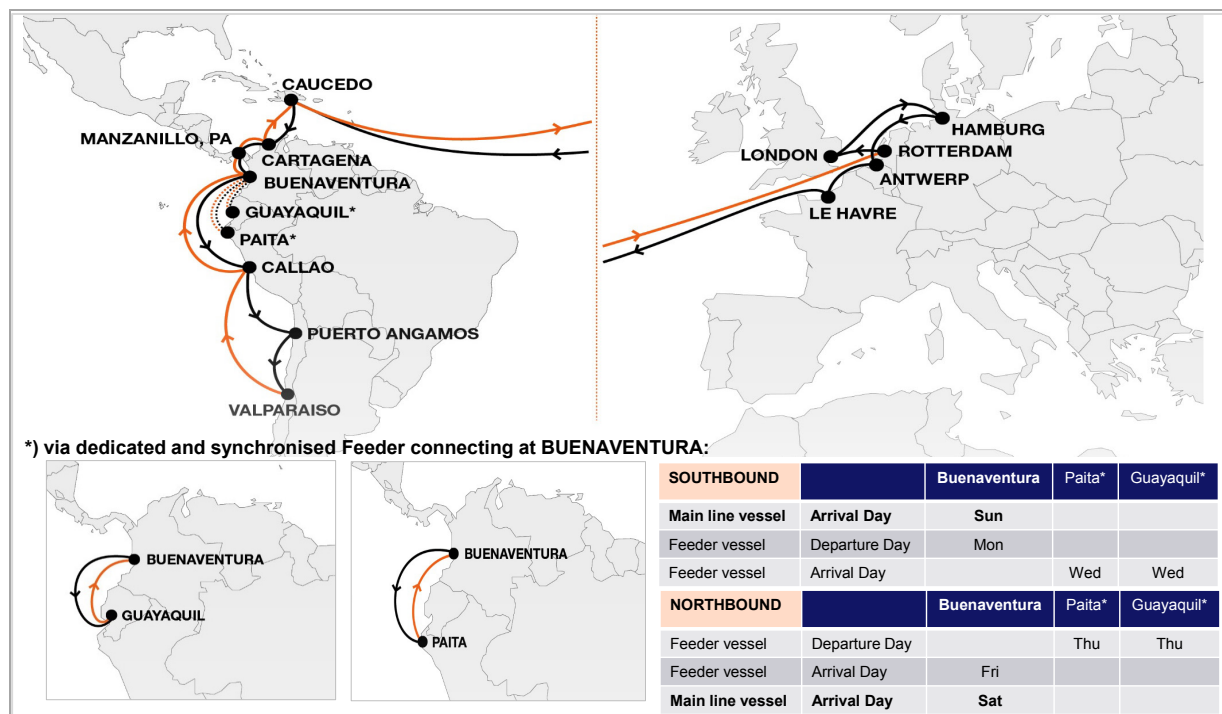
November 4, 2016

Dear Customer,

In our continued efforts to provide you with high value service, we are pleased to announce our new **SW Service**. We will consolidate all our present services from North Europe to South America Westcoast. The new SW Service is planned to commence on **February 8, 2017** in Valparaíso, Chile with the northbound departure of our new and one of the most modern ships deployed in this trade M/V Valparaíso Express (voyage 701N). Consequently, the first southbound sailing begins on March 7, 2017 in Rotterdam with the same vessel, M/V Valparaíso Express (voyage 710S).

The new SW Service, the only dedicated service in this trade and covering the major markets in North Europe, the Caribbean and Westcoast South America, will be a weekly service with fixed scheduled arrivals and departures. Hapag-Lloyd, as the main vessel provider will operate four out of nine most modern and homogeneous vessels with a capacity of approx. 10,500 TEU and 2,100 reefer plugs each. In addition, the new SW Service will deploy also two dedicated feeder vessels covering Paíta in Peru and Guayaquil in Ecuador, synchronised with the mainline vessel in Buenaventura, Colombia.

### The new rotation of the service will be as follows:



The new SW Service will offer you mainly direct connections and highly competitive transit times in both directions:

## Transit Time (in days) – Southbound

From / to		Caucedo	Cartagena	Manzanillo, PA	Buenaventura	Guayaquil*	Paita*	Callao	Pto. Angamos	Valparaíso
	Arrival Day	Sun	Tue	Thu	Sun	Wed	Wed	Fri	Mon	Wed
Rotterdam	Tue	18	20	22	25	28	28	30	33	35
London	Thu	17	19	21	24	27	27	29	32	34
Hamburg	Fri	14	16	18	21	24	24	26	29	31
Antwerp	Mon	12	14	16	19	22	22	24	27	29
Le Havre	Wed	10	12	14	17	20	20	22	25	27

## Transit Time (in days) – Northbound

From / to		Rotterdam	London	Hamburg	Antwerp	Le Havre
	Arrival Day	Tue	Thu	Fri	Mon	Wed
Pto. Angamos	Mon	28	30	31	34	36
Valparaíso	Wed	25	27	28	31	33
Callao	Mon	21	23	24	27	29
Paita*	Wed	19	21	22	25	27
Guayaquil*	Wed	19	21	22	25	27
Buenaventura	Sat	17	19	20	23	25
Manzanillo, PA	Mon	14	16	17	20	22
Cartagena	Wed	13	15	16	19	21
Caucedo	Fri	10	12	13	16	18

\*) via Feeder connecting at Buenaventura

We will provide you in due course with further and important information about the new SW Service.

We are looking forward to continue the valuable relationship and the reliable service we have been providing to you.

Kind regards,

Hapag-Lloyd AG