

■ **Rate Announcement – Far East Westbound**  
**East Asia to North Continent and Mediterranean**

November 16, 2016

Dear Customer,

In a continued effort to provide you with a high level of service and uninterrupted services and equipment supply Hapag-Lloyd announces an increased FAK (Freight All Kinds) rate for all non-DG cargoes for standard container types on westbound trade from East Asia to North Continent and Mediterranean.

Valid for sailings commencing on **December 1, 2016** onwards and until further notice, Hapag-Lloyd's **FAK rate to North Continent and West Mediterranean** will be:

- **USD 1300 per 20' Container**
- **USD 2500 per 40' Container**
- **USD 2600 per 40' High Cube Container**

These base rates are subject to the following surcharges:

- **Bunker related charges** (please click [here](#)) – included (except LSF)
- **Security related charges** (please click [here](#)) – applies
- **Origin Terminal Handling charges** (please click [here](#)) – applies
- **Destination Terminal Handling charges** (please click [here](#)) – applies
- **Peak Season Surcharge** (please click [here](#)) – not applicable  
Hapag-Lloyd will make a further price announcement before any such surcharge becomes effective.
- Local charges and contingency charges may apply.

Valid for sailings commencing on **December 1, 2016** onwards and until further notice, Hapag-Lloyd's **FAK rate to East Mediterranean, Black Sea and North Africa** will be:

- **USD 1650 per 20' Container**
- **USD 3200 per 40' Container**
- **USD 3300 per 40' High Cube Container**

These base rates are subject to the following surcharges:

- **Bunker related charges** (please click [here](#)) – included (except LSF)
- **Security related charges** (please click [here](#)) – applies
- **Origin Terminal Handling charges** (please click [here](#)) – applies
- **Destination Terminal Handling charges** (please click [here](#)) – applies
- **Peak Season Surcharge** (please click [here](#)) – not applicable

Hapag-Lloyd will make a further price announcement before any such surcharge becomes effective.

- Local charges and contingency charges may apply.

All of the foregoing is applicable for all shipments from East Asia to all North Continent and Mediterranean destinations. Out ports will be subject to the prevailing transport additional in Europe and in Asia.

North Europe comprises North West Continent, the U.K., Scandinavia, Baltic and European ports of Russia.

Mediterranean comprises the West Mediterranean, East Mediterranean, Black Sea and North Africa.

East Asia comprises, Republic of Korea, Taiwan, Hong Kong, China (PRC), Macao, Singapore, Malaysia, Indonesia, Thailand, Philippines, Laos, Cambodia, Vietnam, Brunei and Russian Pacific Ports of Vladivostok and Vostochny.

For further information, please contact your local Hapag-Lloyd office.

Kind regards,

Hapag-Lloyd AG