

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

November 15, 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 eastbound trade from North Continent and Mediterranean to East Asia.

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

- To East Asia Base Ports: USD 675 per 20'GP and USD 675 per 40'GP / 40'HC
- To Japan Base Ports: USD 750 per 20'GP and USD 825 per 40'GP / 40'HC

These base rates are subject to the following surcharges:

- **Bunker related charges** (please click [here](#)) – included (except LSF)
- **Security related charges** (please click [here](#)) – included
- **Origin Terminal Handling charges** (please click [here](#)) – included
- **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 from West Mediterranean base ports**, subject to applicable surcharges will be:

- To East Asia Base Ports: USD 300 per 20'GP and USD 300 per 40'GP / 40'HC

These base rates are subject to the following surcharges:

- **Bunker related charges** (please click [here](#)) – included
- **Security related charges** (please click [here](#)) – included (except TSO/TSD)
- **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 from East Mediterranean, Black Sea and North Africa base ports**, subject to applicable surcharges will be:

- To East Asia Base Ports: USD 600 per 20'GP and USD 900 per 40'GP / 40'HC

These base rates are subject to the following surcharges:

- **Bunker related charges** (please click [here](#)) – included
- **Security related charges** (please click [here](#)) – included (except TSO/TSD)
- **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 North Europe and Mediterranean to all East Asia 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 Japan, 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