

■ **General Rate Increase – East Asia to Mexico, Central America, West Coast of South America, Panama and Caribbean**

December 15, 2011

Dear Customer,

We would like to inform you that Hapag Lloyd will be increasing rates from East Asia to Mexico, Central America, West Coast of South America, Panama and the Caribbean as follows:

With effect from **January 5th, 2011** Hapag-Lloyd will increase rates for all cargo and all container types from East Asia (excluding Taiwan) to Mexico, Central America and West Coast of South America (Excluding Colombia Pacific) by:

■ **Rate Increase from East Asia (Excluding Taiwan)**

| To | Per Teu |
|--|---------|
| Mexico, Central America & West Coast of South America (Excluding Colombia Pacific) | 500 |

With effect **January 15th, 2011** Hapag Lloyd will increase rates for all cargo and container types from Taiwan to Mexico, Central America and West Cost of South America by:

■ **Rate Increase from Taiwan**

| To | Per Teu |
|--|---------|
| Mexico, Central America & West Coast of South America. | 500 |

With effect **January 15th**, Hapag Lloyd will increase rates for all cargo and container types from East Asia to Colombia by:

■ **Rate Increase from East Asia to Colombia**

| To | Per Teu |
|------------------|---------|
| Colombia Pacific | 500 |

With effect **January 1st** Hapag Lloyd will increase rates for all cargo and container types from East Asia to Panama and the Caribbean basin (except Puerto Rico and Colombia Atlantic) by:

- **Rate Increase from East Asia**

| To | USD / 20' | USD / 40' |
|---------------------------|-----------|-----------|
| Panama and the Caribbean. | 560 | 800 |

With effect **January 15th** Hapag Lloyd will increase rates for all cargo and container types from East Asia to Puerto Rico and Colombia Atlantic by:

- **Rate Increase from East Asia**

| To | USD / 20' | USD / 40' |
|-----------------------------------|-----------|-----------|
| Puerto Rico and Colombia Atlantic | 560 | 800 |

For further information please contact your local Hapag-Lloyd sales representative.

Kind regards,

Hapag-Lloyd AG