

## ■ Hapag-Lloyd Rate Recovery Program

March 17<sup>th</sup>, 2009

Dear Customer,

Since 2008 the shipping industry has been hit hard by significant rate erosion in all trades. As a result the industry is currently facing unprecedented low freight levels which no longer cover carriers' costs.

Hapag-Lloyd's mission is to offer an accustomed reliable service and a comprehensive liner network to our customers at all times. This is only possible if the return on investment allows operating on a reasonably economical basis.

Therefore, in line with the rate restoration programs in several major trades, Hapag-Lloyd needs to implement a rate increase for the following trades:

### **Within Latin America**

### **Between Latin America and North America**

### **Latin America to Asia**

### **A rate increase will be implemented as of May 1<sup>st</sup>, 2009:**

#### **WITHIN South America West Coast (Chile, Peru and Ecuador)**

- USD 100 per 20' container and USD 200 per 40' container.

#### **FROM South America West Coast (Chile, Peru)**

**TO Caribbean (Caribbean Islands, Central America, Venezuela, Colombia), South America East Coast (Brazil, Argentina, Uruguay, Paraguay) and Mexico**

- USD 100 per 20' container and USD 200 per 40' container.

#### **FROM South America West Coast (Chile, Peru, Ecuador)**

**TO North Asia, South Asia and Indian Sub-Continent**

- USD 200 per 20' container and USD 400 per 40' container.

**A rate increase will be implemented as of June 1<sup>st</sup>, 2009:**

**FROM Caribbean (Caribbean Islands, Central America, Venezuela, Colombia)**  
**TO South America East Coast (Brazil, Argentina, Uruguay, Paraguay), South America West Coast (Chile, Peru, Ecuador) and Mexico**

- USD 50 per 20' container and USD 100 per 40' container.

**WITHIN South America East Coast (Brazil, Argentina, Uruguay, Paraguay)**

- USD 50 per 20' container and USD 100 per 40' container.

**FROM South America East Coast (Brazil, Argentina, Uruguay, Paraguay)**  
**TO Caribbean (Caribbean Islands, Central America, Venezuela, Colombia), South America West Coast (Chile, Peru, Ecuador) and Mexico**

- USD 100 per 20' container and USD 200 per 40' container.

**FROM Caribbean (Caribbean Islands, Central America, Venezuela, Colombia)**  
**TO North America (USA, Canada)**

- USD 50 per 20' container and USD 100 per 40' container.

**FROM South America West Coast (Chile, Peru, Ecuador), South America East Coast (Brazil, Argentina, Uruguay, Paraguay) and Caribbean (Caribbean Islands, Central America, Venezuela, Colombia)**  
**TO North America (USA, Canada)**

- USD 100 per 20' container and USD 200 per 40' container.

**FROM North America (USA, Canada)**  
**TO South America West Coast (Chile, Peru, Ecuador), South America East Coast (Brazil, Argentina, Uruguay, Paraguay) and Caribbean (Caribbean Islands, Central America, Venezuela, Colombia) and Mexico**

- USD 50 per 20' container and USD 100 per 40' container.

**FROM Mexico**  
**TO South America West Coast (Chile, Peru, Ecuador) and South America East Coast (Brazil, Argentina, Uruguay, Paraguay)**

- USD 50 per 20' container and USD 100 per 40' container.

**FROM Mexico**  
**TO Caribbean (Caribbean Islands, Central America, Venezuela, Colombia)**

- USD 75 per 20' container and USD 150 per 40' container.

**FROM Caribbean (Caribbean Islands, Central America, Venezuela, Colombia)**  
**TO North Asia, South Asia and Indian Sub-Continent**

- USD 50 per 20' container and USD 100 per 40' container (for Metal Scrap only)

**FROM Mexico**  
**TO Indian Sub-Continent**

- USD 50 per 20' container and USD 100 per 40' container

**FROM South America West Coast (Chile, Peru, Ecuador)**  
**TO North Asia, South Asia and Indian Sub-Continent**

- USD 200 per 20' container and USD 400 per 40' container.

We look forward to a continuous and cooperative partnership with our customers based on the Hapag-Lloyd service and quality standards.  
In case you have any further questions, please contact your local Sales office.

Kind regards,  
Hapag-Lloyd AG