

■ **General Rate Increase**

East Asia to Mexico, Central America & West Coast of South America

November 15, 2011

Dear Customer,

We would like to inform you that with effect from **December 15, 2011** Hapag-Lloyd will increase rates for all cargoes and all container types from East Asia to Mexico, Central America and West Coast of South America by:

- **USD 600 per TEU**

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

Kind regards,

Hapag-Lloyd AG