Dear Customer,

As you are aware, the new SOLAS Regulation regarding container Verified Gross Mass (VGM) came into force since **July 1, 2016**. In view of this, we would like to remind you on the importance of accuracy in your VGM transmission as follows:

- Declare an **accurate weight** including the tare weight. Do not estimate the VGM, instead please make use of the SOLAS method 1 (weighing) or 2 (calculation). Wrongly declared VGMs may cause lives to be at risk and unsafe transportation.
- Submit your VGM on time and take into consideration the local VGM cut-off time. We recommend sending us your VGM as soon as your container is packed and sealed.
- Breach of the SOLAS Regulation as per national law will result in **penalties and fines**.
- Asia comprises of Australia, New Zealand, Pacific Islands, Cambodia, Myanmar, Thailand, Vietnam, India, United Arab Emirates, Iraq, Bahrain, Jordan, Pakistan, Saudi Arabia, Sudan, Kuwait, Qatar, Oman, Bangladesh, Sri Lanka, Singapore, Malaysia, Philippines, Brunei, Japan, South Korea, Macau and Hong Kong.

In conjunction with the above Hapag-Lloyd will implement the following VGM Fees with effect from **December 1, 2016**:

<table>
<thead>
<tr>
<th>Charge / Charge Code</th>
<th>Scope of Application</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Late VGM Submission (VLS)</td>
<td>If VGM is submitted after VGM closing but still acceptable on a planned vessel.</td>
<td>USD 50 per Container</td>
</tr>
<tr>
<td>Incorrect VGM Declaration (VWD)</td>
<td>If a terminal or Hapag-Lloyd detects weight discrepancy or wrongly declared VGM during the transport.</td>
<td>USD 200 per Container</td>
</tr>
</tbody>
</table>

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

Kind Regards,

Hapag-Lloyd AG