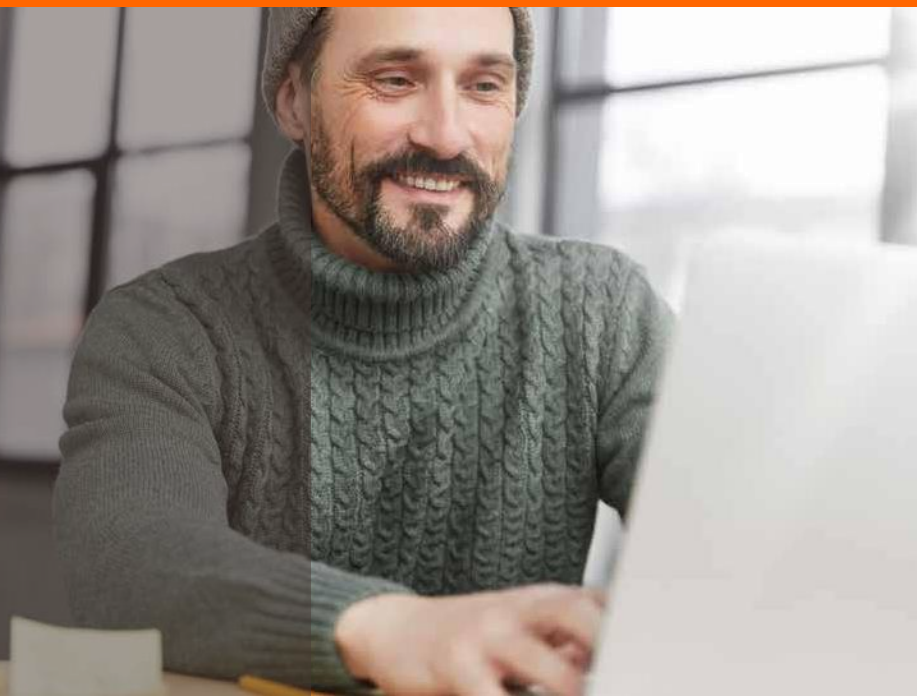


# Quality Freight Product:

Get security, stay flexible.



## Uncertainties? There are already enough in the world.

Long term contracts should give you the confidence to plan ahead. Secure a set allocation at a fixed rate for efficient planning and reduced operational constraints.

### Your Benefits

#### Fixed or Dynamic Price\*

Know how much you spend: Your freight rate is fixed or dynamic during the contract period.



#### Loading & Equipment Guarantee

Enjoy a Loading & Equipment Guarantee that protects your shipment from rollovers from the initially booked vessel.



#### Secure Flexibility

Flexibility is a must. Therefore, overbooking is allowed to ensure uptake to the agreed allocation.



#### Mutual Commitment

That's a given. For your peace of mind, you get compensated if the space/volume commitments are not met.



### What you need to know

- **Price:** we honor your contract compliance by offering you a competitive price, fixed or dynamic, for 12 months or beyond. Surcharges apply according to our tariff.
- **Guarantee:** highest priority loading on the entire route, with guaranteed equipment and space, both in our shuttle and mainline services.
- **Flexibility:** you're allowed a 10% overbooking margin on your weekly commitment\*\*.
- **Visibility:** track your performance with a daily report available through the NYSHEX app.
- **Transparency:** experience full visibility of your contract compliance with your monthly or quarterly reconciliation, powered by NYSHEX.
- **Compliance:** as mutual commitment, we agree on 100% contract compliance\*\*\* and a compensation fee in case one of the parties does not meet the commitment.

### You can sign your QFP for:

- All Cargo Types\*
- Available on all Hapag-Lloyd services

\* Subject to further evaluation

\*\* Subject to space availability

\*\*\* Different commitment levels subject to evaluation