

■ **General Rate Increase - Ecuador to North Europe**

March 3, 2010

Dear Customer,

We would like to inform you that Hapag-Lloyd will increase rates in the trade from Ecuador to North Europe by:

- **USD 150 per TEU** for dry cargo with effect from **April 1, 2010**
- **USD 200 per TEU** for reefer cargo with effect from **April 1, 2010**

For any further information kindly contact your local Hapag-Lloyd sales office.

Kind regards,

Hapag-Lloyd AG