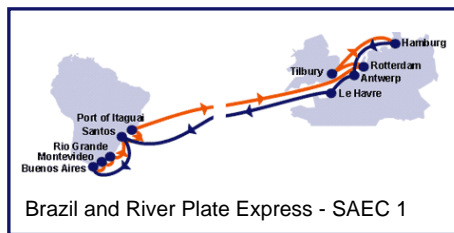
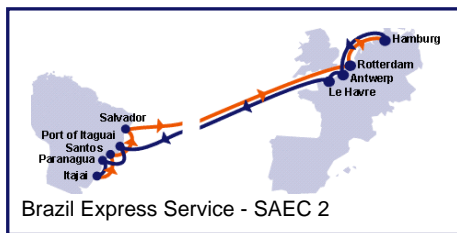


July 14<sup>th</sup>, 2008

## Business Plan for South America East Coast (SAEC)



Dear Customer,

Please be informed about the implementation of following charges for South America East Coast:

**Peak Season Surcharge (PSS) of EUR 150 per TEU**

Valid from August 1<sup>st</sup> - Valid until further notice

**General Rate Increase (GRI) of EUR 250 per TEU**

Valid from September 1<sup>st</sup>

To cover the high demand and to ensure smooth transportation we will implement these charges to reflect the increasing tight space situation.

We will keep you closely informed about further developments.

kind regards,

Hapag-Lloyd