

August 1st, 2008

Terminal Handling Charge (THC) for North Europe

Dear Customer,

Please be informed that Hapag-Lloyd will implement new **Terminal Handling Charges** (THC) for North Europe as from October 1st, 2008.

The repealed block-exemption for Liner Shipping Conferences from the EU competition law, taking effect in October 2008 is creating a need for us to rollout our own sea freight additional.

In Europe we had various THC's in each port and for each trade, as agreed in the individual Conferences. For the future we have decided to harmonize these different charges and to simplify procedures leading to one THC for every country in North Europe.

As you are aware, the Container Terminal Capacity in North Europe has tightened over the past years and our terminal costs have therefore increased considerably.

Also the energy cost for power provision have increased on the terminals in addition to reduced free times and the costs for monitoring of reefer containers by the terminal operators.

As a result, we have adjusted our THC levels to reflect the developments in our terminal contracts and will implement separate THC's for Reefer containers.

Please find below our new THC levels, which are valid for import and export cargo effective **October 1st, 2008**.

We will keep you closely informed about further developments and ask you to address all upcoming questions to your nearest Sales office.

Kind regards,

Hapag-Lloyd AG

Hapag-Lloyd Terminal Handling Charges (THC) for North Europe

These THC's are applicable for import and export cargo and for all ports in the below specified countries effective October 1st, 2008 and are charged per container.

	Standard Container	Reefer Container
Germany	EUR 210	EUR 320
Netherlands	EUR 200	EUR 290
Belgium	EUR 160	EUR 250
France	EUR 175	EUR 265
United Kingdom	GBP 120	GBP 180

In above countries IMO containers are charged like 'Standard Container'.

	Standard Container	IMO Container	Reefer Container
Russia (St. Petersburg and Kaliningrad)	USD 220	USD 350	USD 300
Latvia	EUR 75	EUR 100	EUR 100
Lithuania	EUR 75	EUR 100	EUR 100
Estonia	EUR 60	EUR 85	EUR 85
Norway	NOK 825	NOK 1.100	NOK 1.100
Finland	EUR 95	EUR 95	EUR 180
Ireland	EUR 160	EUR 160	EUR 240
Poland	USD 100/20' USD 130/40'	USD 100/20' USD 130/40'	USD 260/20' USD 280/40'
Denmark	DKK 930	DKK 930	DKK 1.525
Sweden	SEK 1.125	SEK 1.125	SEK 1.505

The respective Charge Codes are *Terminal Handling Charge Origin* (THO) and *Terminal Handling Charge Destination* (THD).