

MOL Liner
27/F, Tower 1, Ever Gain Plaza,
88 Container Port Road,
Kwai Chung, N.T., HK
15 May 2013

Subject: General Rate Increase – Asia–Europe Westbound

Dear Valued Customer,

Asia-Europe Westbound rate levels have been subject to fierce rate erosion since the failure of the 15 April Rate restoration, this erosion is still on-going and has led to rates reaching unsustainable levels.

In order to preserve our service standards in terms of frequency, scope and capacity both during the low and peak seasons it is imperative rates are brought up to sustainable levels. In order to do so we have decided on 2 separate approaches for the Mediterranean and North Europe as per below:

Effective from **1 June 2013** (Bill of Lading date) the below GRI level will be applicable for cargo moving from Far East Asia (including South East Asia and Japan) to the Mediterranean (East- and West Med, Black Sea & North Africa) :

- **USD 750 per TEU**

Effective from **1 July 2013** (Bill of Lading date) the below GRI level will be applicable for cargo moving from Far East Asia (including South East Asia and Japan) to Northern Europe (Including UK/Ireland, Scandinavia & Baltic) :

- **USD 750 per TEU**

The above GRI's are applicable to all commodities and equipment types.

If you have any questions do not hesitate to contact your local sales office. Contact details can be found on our website www.molpower.com.

Yours faithfully,

MOL Management