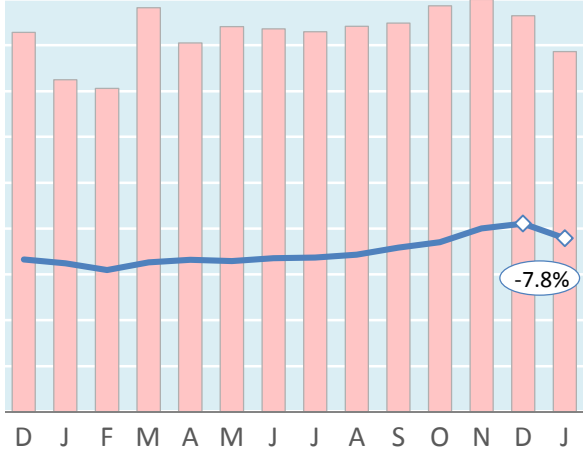


## Actual Yields against Volume Development

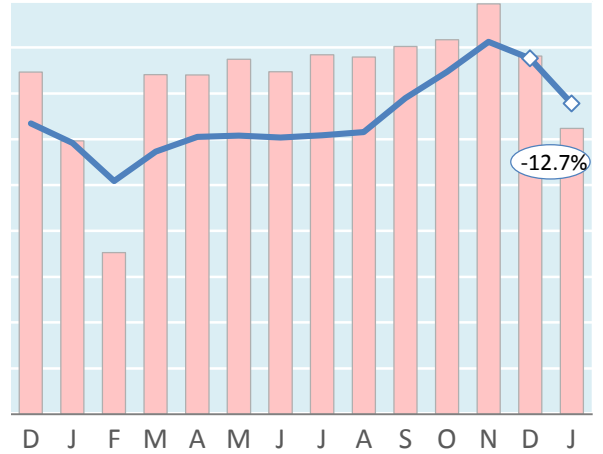
Latest 14 months — Actual yield including charges (in USD) ■ Chargeable weight development

### Worldwide



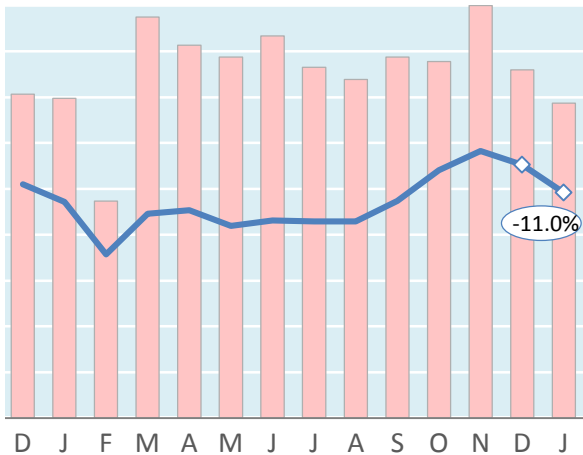
Dec '16 = \$1.66 Dec '17 = \$2.05 Jan '18 = \$1.89

### Hong Kong to USA



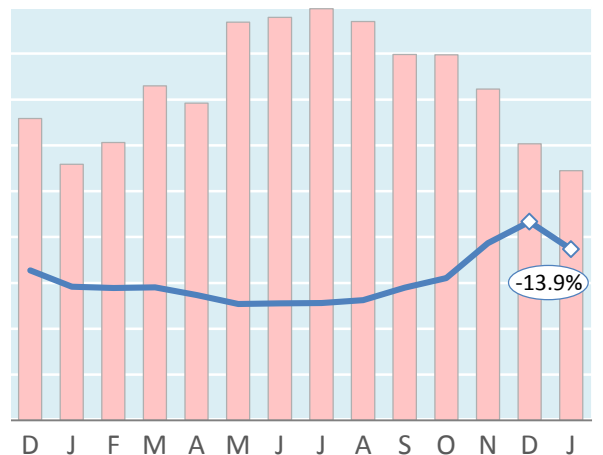
Dec '16 = \$3.17 Dec '17 = \$3.88 Jan '18 = \$3.39

### Shanghai to Germany



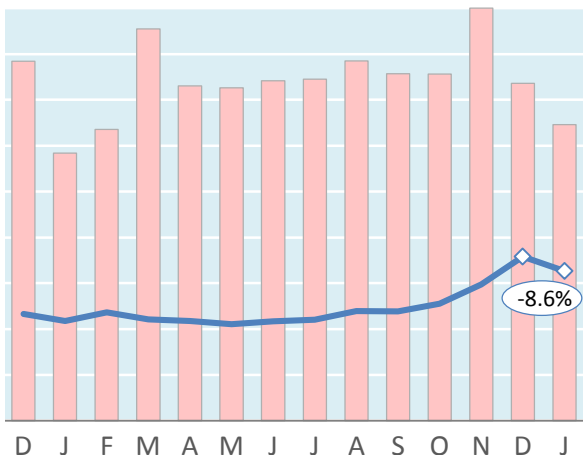
Dec '16 = \$2.55 Dec '17 = \$2.76 Jan '18 = \$2.46

### Amsterdam to USA



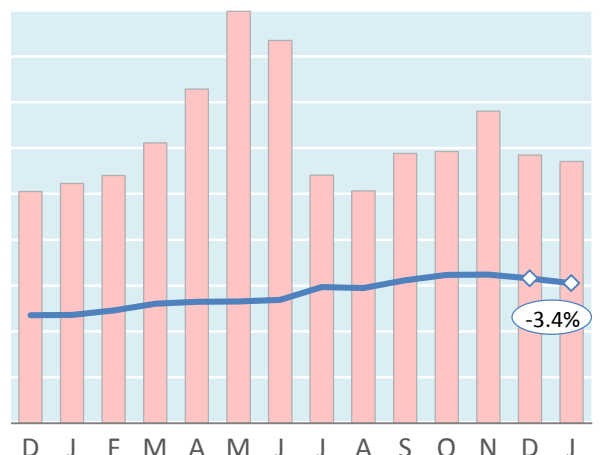
Dec '16 = \$1.64 Dec '17 = \$2.17 Jan '18 = \$1.87

### Frankfurt to China



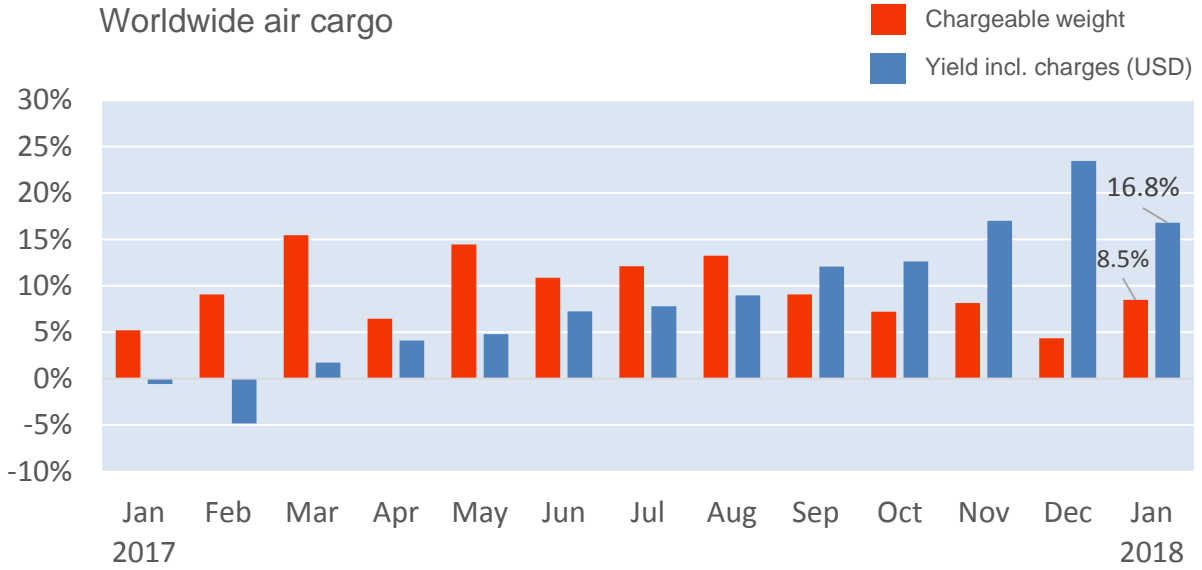
Dec '16 = \$1.17 Dec '17 = \$1.79 Jan '18 = \$1.63

### Mumbai to UK



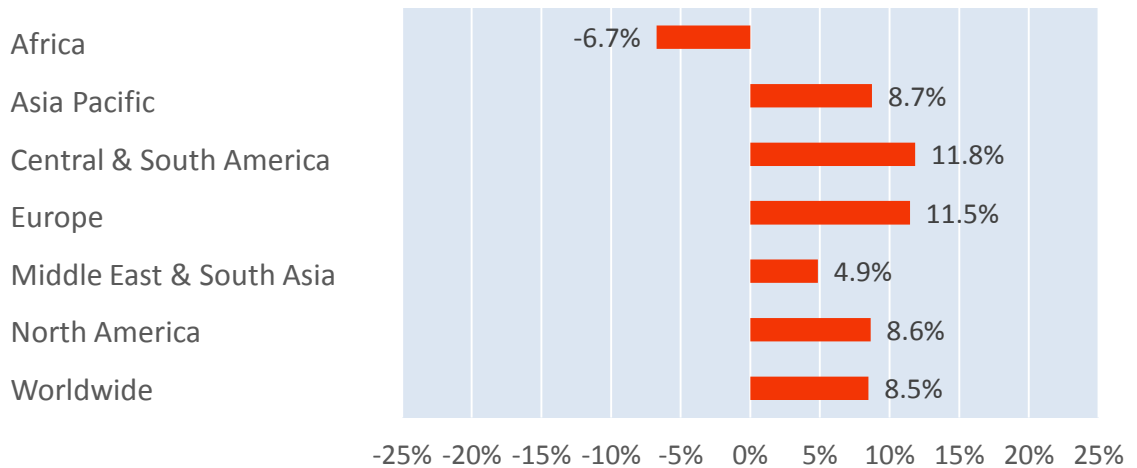
Dec '16 = \$1.18 Dec '17 = \$1.58 Jan '18 = \$1.52

## Monthly Change Year-on-Year - Weight and Yield



## Monthly Change Year-on-Year – Weight per Origin Region

Chargeable weight (Jan 2018)



## Monthly Change Year-on-Year – Weight per Product Category

Chargeable weight (Jan 2018)

