

Rotterdam, 17.06.2022

## Adjustment transport chain disruption surcharge with effect from 01.07.2022

Dear Ladies, dear Sirs,  
dear partners,

Now the first half of the year 2022 is nearly over. This first half of the year has undoubtedly brought all companies and all employees to their performance limits and beyond and, of course, also made massive demands on your teams.

Unfortunately, there are no signs of an end to the challenges in our industry - on the contrary: many discussions with customers, other operators and also some seaport terminals make it clear that the situation will not improve until summer 2023.

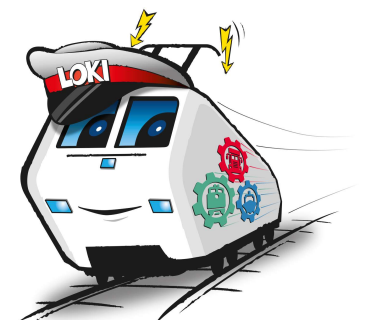
The situation could ease in a year at the earliest.... unfortunately, no one can guarantee this. Despite the (tried) measures taken by the German government, there are no real signs of an easing in the development of energy costs. The disruption of the supply chains, the cause of which is due at least in large part to the lockdown in China is making the work of all of us extremely difficult. Currently, probably 3 % of the world's container ship capacity is still waiting in China's ports.

You all experience the associated disruptions to transport chains on a daily basis.

Unfortunately, this also has the consequence that our (cost) situation is getting worse.

1. The already existing shortage of truckers, is further damaged by the loss of drivers/companies from Ukraine.
2. This, in turn, has caused an avalanche in the development of truckers' wages too.
3. The first two points are also characterized by an unprecedented rate of inflation.
4. The shortage of locomotive drivers and wagon masters is also not new to you.
5. Locomotives and wagons break down can't be put back into service due to lack of spare parts.
6. Less number of people want to or can't work in logistics, which also leads to an explosion in personnel costs.
7. The fact that the war in Ukraine is causing extreme increases in energy costs is something that all motorists notice when they fill up their cars.
8. But also, the electricity prices know only one direction: upwards.
9. We do not know any seaport terminal which is not caught by operational challenges. This clearly results in restrictions in the handling of the intermodal carriers. Trains that are already on the way have to be stopped and/or rerouted in some cases.

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10. Barge services is confronted with new, additional challenges:  
There is practically no longer a reliable schedule. Due to the great shortage of space in the seaports, but meanwhile also inland, it was necessary to "cargo opening" and "cargo closing". Some seaport terminals are now introducing "yard opening" for barges and also for trains. Depending on the volumes delivered and collected by the carriers, this YO is assigned after Cargo Opening. The aim is probably to achieve That the number of incoming and outgoing TEUs must be almost identical. This is understandable from the point of view of a terminal operator, but unfortunately rather impractical. In North Rhine-Westphalia in particular, we note a large imbalance: import = 40' / export = 20' and this even with a declining export volume.
11. It happens again and again that export containers are simply rescheduled to another ocean-going vessel, and we have to take the box back to Neuss.
12. The additional transport costs (now and then to the seaport) are always borne by the goods. But the previously scheduled importer can now not go inland, because the returning export box blocks the slot. Again, this is a significant additional workload that we can no longer reliably plan with the current number of employees.
13. We are currently trying very hard to strengthen our teams.
14. We have expanded our service in Rotterdam to 24/7 in order to be able to compensate for delays in the best possible way.
15. Due to the reduced number of export, it is no longer possible to balance the capacity of barges and trains = imbalance.
16. In order to keep the supply chains as stable as possible, trucking has to be increased at night and on weekends too.
17. Last but not least: The exciting planning of the rail-network operators to finally modernize the rail network after years of standstill. The consequence, even if you won't notice it: In some weeks, despite the same fixed costs, up to 50 % of the trains fail.

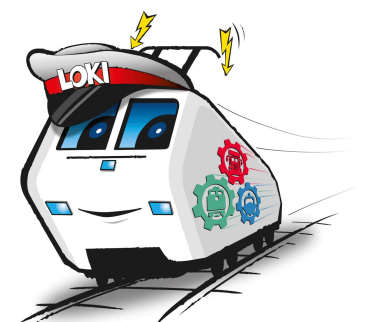
After much deliberation and intensive internal discussions, we are unfortunately forced not only to extend the previous transport chain disruption surcharge, but also to adjust it.

We kindly ask for your understanding, that we are forced to increase this surcharge to 25 € as of 1<sup>st</sup> July 2022. This regulation is valid until our recall.

We do not solve all challenges with it but contribute a part to keep the transport chains at least stable.

So far, even large providers are reducing their departure density on many routes - we want to continue to offer you the best possible service and keep your trust alive and confirmed.

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# Message from Loki

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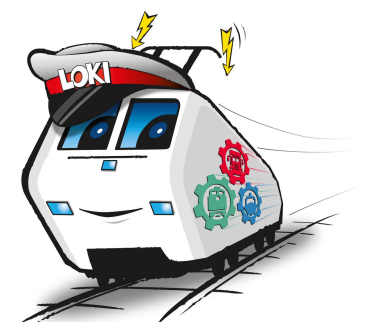
We hope that the situation will finally ease in the summer of next year. According to our information, new, very large container ships will then be taking to the seas, which should ease the situation at the seaports – or let's say: We hope. This should finally simplify the work for all of us and we can probably reduce the surcharges again or even eliminate them fully.

We need to join all our forces - without the transport industry, life will become even more difficult for everyone. We all bear a great responsibility - even if many people have still not really realized this.

Stay healthy.

With kind regards,

Optimodal Nederland B.V.



**Good. Better. Optimodal.**