

La Spezia 4th August, 2017

Dear Valued Customer,

We would like to take this opportunity to update you regarding the present situation at La Spezia Container Terminal - due to unprecedented volumes LSCT is currently experiencing, we are consequently finding it a challenge to maintain the level of service you have come to expect. Whilst the growth in volume is welcome and good news for all, the scale of such an increase, both in full and empty moves, was not foreseen during this seasonal upturn.

We predict this scenario is likely to continue for at least the next two weeks and we are working hard to minimise any impact and disruption in order to return to normal as quickly as possible. Considering such growth in volume, and in order to prepare LSCT, we have implemented the following actions:

- Increased the labour-pool in time for the peak-season
- Full deployment of additional labour-pool is about to be completed
- This will help fulfil some short-falls in gang requirements

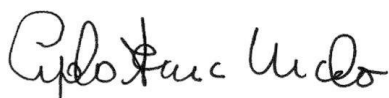
LSCT has defined some initiatives to increase internal yard capacity:

- about 300 teus more with the repositioning of fuel station (end-Aug)
- about 450 teus more with the warehouse demolition in Artom area (end-Oct)
- about 200 teus more with the demolition of a building in Paita area (end-Nov)
- about 400 teus more with the first step of a Port Authority civil works (end-Dec) in Ravano area (we are in discussion in order to advance this dead line)
- we are analysing to increase yard spaces both in off-dock facilities and in land-side terminals (as Contship Italia Group, we plan to open an additional inland terminal, connected by rail with LSCT, to increase overall capacity in response to demand)

LSCT is continuously deploying more resources to meet the increased demand and therefore seek your help and support by ensuring where possible your ships arrive on window and that the stowage is conducive to a good crane split.

Finally, the management and staff of LSCT would like to apologise for any inconvenience during this time.

Sincere regards



Franco Cupolo
General Manager
La Spezia Container Terminal

