

Køge, July 2018

## **Price Adjustment effective 13 August 2018**

Dear customer,

In view of the sharply increased pressure on capacity and the announced restrictions on truck parking along the Danish road network, we regret to have to implement a minor price adjustment effective 13 August 2018.

### **Capacity**

Through 2018, NTG Nordic A/S has experienced a predominant lack of capacity and a gradually increasing price pressure from our suppliers.

This is due to a number of reasons, including a widespread shortage of drivers in Europe as well as declining production with the haulage contractors (increased road congestion, major road works and a greater demand for fixed and slot times, all of which are factors that hamper productivity).

### **Parking restrictions**

Danish politicians have announced restrictions on drivers' possibility to spend the statutory weekly rest periods at Danish rest areas, and parking restrictions have already been introduced at rest areas along the Danish motorways.

In continuation of this, the EU Commission has threatened Denmark with a lawsuit, if Denmark maintains the amended parking rules, as these rules are expected to have a particularly hard impact on foreign EU haulers taking on transport assignments in the Nordic countries, among others. Thus, the change in Danish parking rules will contribute to unequal competition and "unjustified indirect discrimination".

At the same time, NTG Nordic A/S is investigating the possibility of assisting our suppliers with alternatives, but at present the conclusion is that this approach would lead to increased costs for the hauler – and for NTG Nordic A/S.

This is due to detours in connection with weekend resting, lack of opportunity to efficiently utilize driving time, more expensive parking, etc.

In continuation of the amended restrictions, the penalty charges for violating the parking ban have been increased by several hundred percent effective 1 January 2019.

### **Price adjustment**

In view of the above, we therefore find ourselves forced to make a minor change to the price agreement. Until further notice, the price adjustment of 5.4% will appear as a separate line on the invoice.

Should any of the above give rise to questions, please do not hesitate to contact your usual contact person at NTG Nordic A/S.

Yours sincerely,

Michael Larsen  
CEO