



December, 2017

Dear Valued FedEx® Customer:

With the beginning of the Christmas season celebrations we hope that the remainder of your 2017 is filled with great learnings and opportunities.

In order to continue strengthening and grow our commercial bonds and help you plan an even better 2018, we want to inform you of our new rates and adjustments that will be effective January 1st, 2018. You can access the 2018 Rate sheets and the changes in surcharges, ancillaries, special handling and other factors that may affect your shipping rate them at [fedex.com](http://fedex.com).

As news we want to highlight the following:

- **Third party Billing surcharge:** effective January 22<sup>nd</sup>, 2018 a surcharge of 2.5% of total shipment charges.
- **Lower rates** for some European destinations as a result of our expansion in that region.

We invite you to check our operation schedules during the festivities in order to coordinate in advance your shipping needs and thus exceed your customers' expectations.

We thank you as always for your trust in FedEx and wish you happy holidays.

Sincerely,

A handwritten signature in black ink, appearing to read "D. Miller", with a long horizontal line extending to the right.

Donald J. Miller  
Vice President Marketing  
Latin America & Caribbean Division  
FedEx Express