

Lagga, Sweden, 1 October 2011

Dear Customer,

I am writing to inform you that we will be increasing our prices by 3% on our standard leasing rates (excluding the e2) from April 1<sup>st</sup> 2012.

The adjustment is due to inflationary pressures to our cost base. In the last two years, headline Consumer Price Index (CPI) rates have risen 4.8% in the USA and 3.7% in Europe. Even so, we have been able to avoid raising our prices since April 2010. We achieved this in spite of our business being particularly exposed to rising fuel costs. However the medium term outlook is now such that we are forced to act.

We have done everything possible to ensure that the new pricing causes as little disruption to your business as possible. Specifically we have taken the following steps:

We continue to operate internal business efficiency and optimization programs which have enabled us to pass on a lesser price increase of 3% compared to headline CPI inflation figures. We provide six months notice of the price increase rather than the mandatory three months identified under the MLA. We have also formalized a new policy that future tariff adjustments will be announced in the October of the preceding year to take effect the following April. Although we use CPI as a guide, we base our pricing on our specific cost structure.

Any orders, which commence on or before March 31<sup>st</sup> 2012, will be honored according to current prices.

The new price list, which comes into effect on April 1<sup>st</sup> 2012, will be published on our web site in due course.

These price increases are necessary to allow Envirotainer to continue to provide the high levels of service and support you are accustomed to. We value you greatly as a customer and look forward to our successful, ongoing working relationship.

Should you have any questions regarding the new standard leasing rate, please do not hesitate to contact your sales representative.

Yours,



Niklas Prager, CEO