

■ **Bunker Related Charges and Currency Adjustment Factor**
application from / to Asia and Oceania

December 1st, 2011

Dear Customer,

Please be informed about the Bunker Charge (BUC), Bunker Adjustment Factor (BAF) and Low Sulphur Fuel Surcharge (LSF) for the Asian **export trades** effective January 1st, 2012:

From	Trade To	in USD per TEU	
		BUC/BAF	LSF
East Asia	North Europe	770	15
Indian Subcontinent	North Europe	508	12
Middle East	North Europe	585	12
Oceania	North Europe	1,005	11
East Asia	Mediterranean	757	--
Indian Subcontinent	Mediterranean	501	--
Middle East	Mediterranean	410	--
Oceania	Mediterranean	838	--
East Asia / Indian Subcontinent	West Africa	967	--
Oceania	West Africa	1,244	--
East Asia / Indian Subcontinent	South Africa / Namibia / Mozambique	553	--
Oceania	South Africa / Namibia / Mozambique	774	--
Australia / New Zealand / Fiji	USA / Canada	1,120	--
New Caledonia / French Polynesia	USA / Canada	12.5% (*)	--
East Asia / Indian Subcontinent	Mexico (excl. Ensenada)	575	--
Middle East	Mexico Gulf Coast	939	--
Middle East	Mexico West Coast	991	--
Oceania	Mexico Gulf Coast	1,120	--
Oceania	Mexico West Coast	1,120	--
East Asia / Indian Subcontinent	Central America / Caribbean	766	--
Middle East	Central America / Caribbean	557	--
Oceania	Central America / Caribbean	1,120	--
East Asia / Indian Subcontinent	South America East Coast / South America West Coast	948	--
Middle East	South America East Coast / South America West Coast	913	--
Oceania	South America East Coast / South America West Coast	1,120	--

* of Sea freight

From	Trade To	BUC (in USD)			
		20'	40'	40'HC	45'
East Asia / Indian Subcontinent	Ensenada (Mexico)	430	538	605	681

- Bunker Fuel Factor (BFF)

for the Asian **export trades** effective January 1st, 2012:

From	Trade To	BFF (in USD)			
		20'	40'	40'HC	45'
East Asia / Indian Subcontinent	USEC / Canada EC / US Gulf	847	1059	1191	1341
East Asia / Indian Subcontinent	USWC / Canada WC	430	538	605	681

Remarks: Bunker charges from East Asia/Indian Subcontinent to US/Canada destinations change on quarterly basis. Current amounts are valid from October 1 through December 31, 2011.

- Currency Adjustment Factor (CAF)

for the Asian **export trades** effective January 1st, 2012:

From	Trade To	CAF
		%
East Asia / Indian Subcontinent	North Europe / Mediterranean	13.10 %
Middle East	North Europe / Mediterranean	12.03 %
Japan	USA	23.00 %
East Asia / Indian Subcontinent	Canada	7.00 %

Please be informed about the Bunker Charge (BUC), Bunker Adjustment Factor (BAF) and Low Sulphur Fuel Surcharge (LSF) for the Asian **import trades** effective January 1st, 2012:

From	Trade To	in USD per TEU	
		BUC/BAF	LSF
North Europe	East Asia	770	15
North Europe	Indian Subcontinent	534	12
North Europe	Middle East	585	12
Mediterranean	East Asia	757	--
Mediterranean	Indian Subcontinent	501	--
Mediterranean	Middle East	401	--
Mediterranean (excl. Fos)	New Zealand / Australia / Fiji	931	--
South Africa / Namibia / Mozambique	East Asia / Indian Subcontinent	553	--
South Africa / Namibia / Mozambique	Oceania	774	--
West Africa	East Asia / Indian Subcontinent	967	--
West Africa	Oceania	1,244	--
USEC / US Gulf / Canada EC	Middle East	997	-
USA / Canada	Australia / New Zealand	985 (*)	-
USA / Canada	Pacific Islands	1,203 (*)	-
USWC / Canada WC	Middle East	1,994	-
Mexico	East Asia / Indian Subcontinent	606	-
Mexico Gulf Coast	Middle East	811	-
Mexico West Coast	Middle East	1,078	-
Mexico Gulf Coast	Oceania	897	-
Mexico West Coast	Oceania	897	-
Central America / Caribbean	East Asia / Indian Subcontinent	860	-
Central America / Caribbean	Middle East	875	-
Central America / Caribbean	Oceania	897	-
South America East Coast / South America West Coast	East Asia / Indian Subcontinent	1,074	-
South America East Coast	Middle East	1,071	-
South America West Coast	Middle East	1,089	-
South America East Coast / South America West Coast	Oceania	1,109	-

* BAF for North America to Oceania changes on quarterly basis.

From	Trade To	in EUR per TEU	
		BUC	LSF
North Europe	Oceania	816	8
Fos (France Med)	New Zealand / Australia / Fiji	680	--

- Bunker Fuel Factor (BFF)

for the Asian import trades effective January 1st, 2012:

From	Trade To	BFF (in USD)		Temp. Contr.
		20'	40'	
USEC / US Gulf / Canada EC	East Asia / Indian Subcontinent	1149	1436	No
USEC / US Gulf / Canada EC	East Asia / Indian Subcontinent	1531	1914	Yes
USWC / Canada WC	East Asia / Indian Subcontinent	584	730	No
USWC / Canada WC	East Asia / Indian Subcontinent	823	1029	Yes

- Currency Adjustment Factor (CAF)

for the Asian import trades effective January 1st, 2012:

From	Trade To	CAF (in USD)		
		20'	40'	%
North Europe / Mediterranean	East Asia / Indian Subcontinent	--	--	13.10 %
North Europe / Mediterranean	Middle East	--	--	12.03 %
USA	Korea	--	--	0.00 %
USA	Taiwan	--	--	7.00 %
USA	Singapore	--	--	22.00 %
USA	Middle East	--	--	13.00 %
Canada	East Asia / Indian Subcontinent	--	--	7.00 %
Canada	Middle East	80	120	--

Please be informed about the Bunker Adjustment Factor (BAF) for the **Intra Asia trades** effective January 1st, 2012:

Trade		BAF per TEU (in USD)	Temp. Contr.
From	To		
East Asia (excl. Japan)	Persian Gulf	492	No
East Asia (excl. Japan)	Persian Gulf	680	Yes
Japan	Persian Gulf	368	No
Japan	Persian Gulf	560	Yes
Indian Subcontinent	Persian Gulf	492	No
Indian Subcontinent	Persian Gulf	680	Yes
Persian Gulf	East Asia (excl. Japan)	55	No
Persian Gulf	East Asia (excl. Japan)	242	Yes
Persian Gulf	Japan	184	No
Persian Gulf	Japan	376	Yes
East Asia (excl. Japan)	Red Sea	658	-
Japan	Red Sea	658	-
Red Sea	East Asia (incl. Japan)	73	-
East Asia (excl. Japan)	Indian Subcontinent	492	No
East Asia (excl. Japan)	Indian Subcontinent	680	Yes
Japan	Indian Subcontinent (excl. Sri Lanka)	368	No
Japan	Indian Subcontinent (excl. Sri Lanka)	560	Yes
Indian Subcontinent	Indian Subcontinent	55	No
Indian Subcontinent	Indian Subcontinent	242	Yes
Indian Subcontinent	East Asia (excl. Japan)	55	No
Indian Subcontinent	East Asia (excl. Japan)	242	Yes
Indian Subcontinent	Japan	37	No
Indian Subcontinent	Japan	228	Yes
East Asia (excl. Japan)	East Asia (excl. Japan)	66	-
East Asia	Japan	160	-
Japan	East Asia	160	-
North East Asia	Australia	625 (*)	-
South East Asia / Indian Subcontinent	Australia	390	-
New Zealand	Australia	203	-
North East Asia	New Zealand	700	-
Japan	New Zealand	700	-
South East Asia / Indian Subcontinent	New Zealand	390	-
Australia	New Zealand	255	-
Australia	Asia	197	-
New Zealand / Fiji	Asia	700	-
Australia	Pacific Islands	275	-
New Zealand	Fiji	250	-
New Zealand	French Polynesia	32.16 %	-

* BAF for North East Asia to Australia effective December 24, 2011.

- Currency Adjustment Factor (CAF)

for the **Intra Asia trades** effective January 1st, 2012:

From	Trade To	CAF (in USD)	
		20'	40'
East Asia	East Asia (excl. Japan)	35	55
East Asia	Japan	130	195
Japan	East Asia	130	195

■ Emergency Bunker Surcharge (EBS) application from/to Asia and Oceania

Please be informed about the Emergency Bunker Charge (EBS) for inbound and outbound shipments from/to Asia and Oceania effective January 1st, 2012:

From Asia / Oceania :

From	Trade To	EBS per TEU (in USD)
East Asia	North Europe	378
Indian Subcontinent	North Europe	378
Middle East	North Europe	378
East Asia	Mediterranean	378
Indian Subcontinent	Mediterranean	378
Middle East	Mediterranean	378
East Asia / Indian Subcontinent	South Africa / Namibia / Mozambique	378
East Asia	West Africa	378
Indian Subcontinent	West Africa	378
East Asia / Indian Subcontinent	Mexico	315
Middle East	Mexico Gulf Coast	315
Middle East	Mexico West Coast	315
Oceania	Mexico West Coast	75
Oceania	Mexico Gulf Coast	75
East Asia / Indian Subcontinent	Central America / Caribbean	315
Middle East	Central America / Caribbean	315
Oceania	Central America / Caribbean	75
East Asia / Indian Subcontinent	South America East Coast/ South America West Coast	315
Middle East	South America East Coast	315
Oceania	South America East Coast	75
Oceania	South America West Coast	75

To Asia / Oceania :

Trade		EBS per TEU (in USD)
From	To	
North Europe	East Asia	378
North Europe	Indian Subcontinent	378
North Europe	Middle East	378
Mediterranean	East Asia	378
Mediterranean	Indian Subcontinent	378
Mediterranean	Middle East	378
Mediterranean (excl. Fos)	New Zealand / Australia / Fiji	444
South Africa / Namibia / Mozambique	East Asia / Indian Subcontinent	378
West Africa	East Asia / Indian Subcontinent	378
Mexico	East Asia / Indian Subcontinent	315
Mexico Gulf Coast	Middle East	315
Mexico West Coast	Middle East	315
Mexico Gulf Coast	Oceania	75
Mexico West Coast	Oceania	75
Central America / Caribbean	East Asia / Indian Subcontinent	315
Central America / Caribbean	Middle East	315
Central America / Caribbean	Oceania	75
South America East Coast / South America West Coast	East Asia / Indian Subcontinent	315
South America East Coast	Middle East	315
South America West Coast	Middle East	315
South America East Coast	Oceania	75
South America West Coast	Oceania	75

- The Surcharge applies to ALL cargo where the BUC is included or fixed.
- The Surcharge does NOT apply to any business that is currently being charged full BUC, floating per HL tariff.

Important Note:

Please note that all changes which do require a legal 30 day notice are duly filed and announced in the respective Public Tariffs. This document does not replace the application of the Public Tariff.

Kind regards,

Hapag-Lloyd AG