

Bunker Related Charges and Currency Adjustment Factor Application from/to Middle East, Indian Subcontinent and Africa – Amendment 2

February 04, 2018

Dear Customer,

Please be informed about the Bunker Charge (BUC), Bunker Fuel Factor (BFF), Low Sulphur Fuel Surcharge (LSF) and Emergency Bunker Surcharge (EBS) for the <u>Middle</u> <u>East trades</u>, effective March 1, 2018 as follows:

Export Trades:

Bunker Charge (BUC)

| Trade | | |
|-----------------------------------|---|---------|
| From | То | USD/TEU |
| Indian Subcontinent | North Europe* | 268 |
| Middle East | North Europe* | 293 |
| Indian Subcontinent | Mediterranean | 214 |
| Middle East | Mediterranean | 170 |
| Indian Subcontinent & Middle East | South Africa, Namibia, Mozambique, Angola | 148 |
| Indian Subcontinent & Middle East | West Africa | 461 |
| Middle East | Central America, Caribbean | 494 |
| Indian Subcontinent | Central America, Caribbean | 494 |
| Middle East | South America East Coast | 607 |
| Middle East | South America West Coast | 468 |
| Indian Subcontinent | South America East Coast | 607 |
| Indian Subcontinent | Mexico East Coast | 492 |
| Indian Subcontinent | Mexico West Coast | 442 |
| Middle East | Mexico East Coast | 492 |
| Middle East | Mexico West Coast | 442 |

| Trade | | | BUC i | n USD | |
|---------------------|--------------------------|-----|-------|--------|-----|
| From | То | 20' | 40' | 40' HC | 45' |
| Indian Subcontinent | Ensenada (Mexico) | 480 | 533 | 533 | |
| Middle East | USEC, US Gulf, Canada EC | 325 | 650 | | |
| Middle East | USWC, Canada WC | 579 | 1,158 | | |



Bunker Fuel Factor (BFF)

| Trade | | | BFF (i | n USD) | |
|---------------------|--------------------------|-----|--------|--------|-----|
| From | То | 20' | 40' | 40' HC | 45' |
| Indian Subcontinent | USEC, US Gulf, Canada EC | 680 | 756 | 851 | 957 |
| Indian Subcontinent | USWC, Canada WC | 386 | 429 | 483 | 543 |

Currency Adjustment Factor (CAF)

| Trade | | in | in USD per TEU | | |
|---------------------|-----------------------------|-----|----------------|-------|--|
| From | То | 20' | 40' | % | |
| Indian Subcontinent | North Europe, Mediterranean | | | 4.59% | |
| Middle East | North Europe, Mediterranean | | | 3.48% | |
| Indian Subcontinent | Canada | | | | |
| Middle East | USEC, US Gulf, Canada EC | | | | |
| Indian Subcontinent | USEC, US Gulf, Canada EC | | | | |
| Middle East | USWC, Canada WC | | | | |

Low Sulphur Fuel Surcharge (LSF)

| | Trade | USD/TEU |
|-----------------------------------|---|---------|
| From | То | USD/TEU |
| Indian Subcontinent | North Europe* | 20 |
| Middle East | North Europe* | 25 |
| Indian Subcontinent | Mediterranean | |
| Middle East | Mediterranean | |
| Indian Subcontinent & Middle East | South Africa, Namibia, Mozambique, Angola | |
| Indian Subcontinent & Middle East | West Africa | |
| Middle East | Central America, Caribbean | |
| Indian Subcontinent | Central America, Caribbean | |
| Middle East | South America East Coast | |
| Middle East | South America West Coast | |
| Indian Subcontinent | South America East Coast | |
| Indian Subcontinent | Mexico East Coast | |
| Indian Subcontinent | Mexico West Coast | |
| Middle East | Mexico East Coast | |
| Middle East | Mexico West Coast | |



Emergency Bunker Surcharge (EBS)

| Trade | | |
|-----------------------------------|---|---------|
| From | То | USD/TEU |
| Indian Subcontinent | North Europe* | 45 |
| Middle East | North Europe* | 45 |
| Indian Subcontinent | Mediterranean | 45 |
| Middle East | Mediterranean | 45 |
| Indian Subcontinent & Middle East | South Africa, Namibia, Mozambique, Angola | |
| Indian Subcontinent & Middle East | West Africa | |
| Middle East | Central America, Caribbean | |
| Indian Subcontinent | Central America, Caribbean | |
| Middle East | South America East Coast | |
| Middle East | South America West Coast | |
| Indian Subcontinent | South America East Coast | |
| Indian Subcontinent | Mexico East Coast | |
| Indian Subcontinent | Mexico West Coast | |
| Middle East | Mexico East Coast | |
| Middle East | Mexico West Coast | |
| Middle East | East Asia | 40 |
| Middle East | Oceania | 55 |
| Indian Subcontinent | East Asia | 28 |
| Indian Subcontinent | Oceania | 52 |

Please note: Shipments with origin or destination in Baltic/Scandinavia (except Poland) will be charged with additional USD 25 per TEU. Scandinavia/Baltic comprises Denmark, Norway, Sweden, Finland, Russia, Latvia, Estonia, Lithuania and Poland



Import Trades:

Bunker Charge (BUC)

| Trade | | |
|---|-----------------------------------|-----|
| From | То | |
| North Europe | Indian Subcontinent | 301 |
| North Europe | Middle East | 243 |
| Mediterranean | Indian Subcontinent | 260 |
| Mediterranean | Middle East | 170 |
| South Africa, Namibia, Mozambique, Angola | Indian Subcontinent & Middle East | 148 |
| West Africa | Indian Subcontinent & Middle East | 461 |
| Central America, Caribbean | Middle East | 725 |
| Central America, Caribbean | Indian Subcontinent | 725 |
| South America East Coast | Middle East | 711 |
| South America West Coast | Middle East | 646 |
| South America East Coast | Indian Subcontinent | 711 |
| South America West Coast | Indian Subcontinent | 646 |
| Mexico East Coast | Indian Subcontinent | 482 |
| Mexico West Coast | Indian Subcontinent | 651 |
| Mexico Gulf Coast | Middle East | 482 |
| Mexico West Coast | Middle East | 651 |
| USEC, US Gulf, Canada EC | Middle East | 242 |
| USWC, Canada WC | Middle East | 466 |

Bunker Fuel Factor (BFF)

| Trade | | BFF in USD | | Temp. | |
|--------------------------|---------------------|------------|-------|--------|--|
| From | То | 20' | 40' | Contr. | |
| USEC, US Gulf, Canada EC | Indian Subcontinent | 700 | 874 | No | |
| USEC, US Gulf, Canada EC | Indian Subcontinent | 900 | 1,125 | Yes | |
| USWC, Canada WC | Indian Subcontinent | 385 | 481 | No | |
| USWC, Canada WC | Indian Subcontinent | 510 | 637 | Yes | |

Currency Adjustment Factor (CAF)

| Trade | | | USD/TEU | |
|-----------------------------|---------------------|-----|---------|-------|
| From | То | 20' | 40' | % |
| North Europe, Mediterranean | Indian Subcontinent | | | 4.59% |
| North Europe, Mediterranean | Middle East | | | 3.48% |
| USA | Middle East | | | 2% |
| Canada | Middle East | 20 | 25 | |
| USA | Indian Subcontinent | | | 0% |
| Canada | Indian Subcontinent | | | 0% |



Low Sulphur Fuel Surcharge (LSF)

| | Trade | | |
|---|-----------------------------------|---------|--|
| From | То | USD/TEU | |
| North Europe | Indian Subcontinent | 20 | |
| North Europe | Middle East | 25 | |
| Mediterranean | Indian Subcontinent | | |
| Mediterranean | Middle East | | |
| South Africa, Namibia, Mozambique, Angola | Indian Subcontinent & Middle East | | |
| West Africa | Indian Subcontinent & Middle East | | |
| Central America, Caribbean | Middle East | | |
| Central America, Caribbean | Indian Subcontinent | | |
| South America East Coast | Middle East | | |
| South America West Coast | Middle East | | |
| South America East Coast | Indian Subcontinent | | |
| South America West Coast | Indian Subcontinent | | |
| Mexico East Coast | Indian Subcontinent | | |
| Mexico West Coast | Indian Subcontinent | | |
| Mexico Gulf Coast | Middle East | | |
| Mexico West Coast | Middle East | | |
| USEC, US Gulf, Canada EC | Middle East | | |
| USWC, Canada WC | Middle East | | |

Emergency Bunker Surcharge (EBS)

| Trade | | |
|---|-----------------------------------|-----------|
| From | То | _ USD/TEU |
| North Europe | Indian Subcontinent | 45 |
| North Europe | Middle East | 45 |
| Mediterranean | Indian Subcontinent | 45 |
| Mediterranean | Middle East | 45 |
| South Africa, Namibia, Mozambique, Angola | Indian Subcontinent & Middle East | |
| West Africa | Indian Subcontinent & Middle East | |
| Central America, Caribbean | Middle East | 65 |
| Central America, Caribbean | Indian Subcontinent | 65 |
| South America East Coast | Middle East | 65 |
| South America West Coast | Middle East | 65 |
| South America East Coast | Indian Subcontinent | 65 |
| South America West Coast | Indian Subcontinent | 65 |
| Mexico East Coast | Indian Subcontinent | 65 |
| Mexico West Coast | Indian Subcontinent | 65 |
| Mexico Gulf Coast | Middle East | 65 |
| Mexico West Coast | Middle East | 65 |
| USEC, US Gulf, Canada EC | Middle East | |
| USWC, Canada WC | Middle East | |



Please be informed about the Bunker Charge (BUC) for the <u>Intra Middle East trades</u> effective March 1, 2018:

| Trade | | BUC (ir | USD) |
|---------------------|---------------------|---------|------|
| From | То | 20' | 40' |
| Indian Subcontinent | Middle East | 147 | 294 |
| Middle East | Indian Subcontinent | 313 | 626 |
| Middle East | Middle East | 62 | 124 |
| Indian Subcontinent | Indian Subcontinent | 313 | |

Please be informed of the Currency Adjustment Factor (CAF) for <u>Intra Middle East trades</u> effective March 1, 2018:

| Trade | | CA | CAF (in USD) | | | |
|---------------------|---------------------|-----|--------------|----|--|--|
| From | То | 20' | 40' | % | | |
| Indian Subcontinent | Middle East | | | 0% | | |
| Middle East | Indian Subcontinent | | | 0% | | |
| Middle East | Middle East | | | 0% | | |
| Indian Subcontinent | Indian Subcontinent | | | 0% | | |

Please note: Shipments with origin or destination in Baltic/Scandinavia (except Poland) will be charged with additional USD 25 per TEU. Scandinavia/Baltic comprises Denmark, Norway, Sweden, Finland, Russia, Latvia, Estonia, Lithuania and Poland

Please be informed of the Emergency Bunker Surcharge (EBS) for <u>Intra Middle East</u> trades effective March 1, 2018:

| Trade | | EBS (| in USD) |
|---------------------|---------------------|-------|---------|
| From | То | 20' | 40' |
| Indian Subcontinent | Middle East | 15 | 30 |
| Middle East | Indian Subcontinent | 15 | 30 |
| Middle East | Middle East | 15 | 30 |
| Indian Subcontinent | Indian Subcontinent | 15 | 30 |



Please be informed about the Bunker Charge (BUC), Bunker Fuel Factor (BFF), Low Sulphur Fuel Surcharge (LSF) and Emergency Bunker Surcharge (EBS) for the **African trades**, effective March 1, 2018 as follows:

Exports

Bunker Charge (BUC) & Low Sulphur Fuel Surcharge (LSF)

| Trade | | USD/TEU | | EUR/TEU | |
|---|-----------------------------------|---------|-----|---------|-----|
| From | То | BUC | LSF | BUC | LSF |
| South Africa, Namibia, Mozambique, Angola | Oceania | 350 | | | |
| West Africa | Oceania | 562 | | | |
| West Africa | North Europe | | | 249 | 20 |
| South Africa, Namibia, Mozambique, Angola | North Europe | 325 | 24 | | |
| South & West Africa | USA and Canada | 631 | 24 | | |
| South & West Africa | Mexico EC | 467 | | | |
| South & West Africa | Mexico WC | 560 | | | |
| South Africa, Namibia, Mozambique, Angola | West Africa | 137 | | | |
| West Africa | Mediterranean | | | 249 | |
| South Africa, Namibia, Mozambique | Mediterranean | 339 | | | |
| South Africa, Namibia, Mozambique, Angola | East Asia | 148 | | | |
| West Africa | East Asia | 461 | | | |
| South Africa, Namibia, Mozambique, Angola | Indian Subcontinent & Middle East | 148 | | | |
| West Africa | Indian Subcontinent & Middle East | 461 | | | |
| Central America, Caribbean | South and West Africa | 652 | | | |
| South and West Africa | South America East Coast | 627 | | | |
| South and West Africa | South America West Coast | 804 | | | |



Imports

Bunker Charge (BUC) & Low Sulphur Fuel Surcharge (LSF)

| Trade | | USD/TEU | | EUR/TEU | |
|-----------------------------------|---|---------|-----|---------|-----|
| From | То | BUC | LSF | BUC | LSF |
| Oceania | South Africa, Namibia, Mozambique, Angola | 350 | | | |
| Oceania | West Africa | 562 | | | |
| North Europe | West Africa | | | 322 | 20 |
| North Europe | South Africa, Namibia, Mozambique, Angola | 325 | 24 | | |
| USEC, US Gulf, Canada EC | South & West Africa | 631 | 24 | | |
| Mexico EC | South & West Africa | 467 | | | |
| Mexico WC | South & West Africa | 560 | | | |
| West Africa | South Africa, Namibia, Mozambique, Angola | 137 | | | |
| Mediterranean | South Africa, Namibia, Mozambique | 339 | | | |
| Mediterranean | West Africa | | | 270 | |
| North Europe | Indian Ocean Islands | | | 241 | 20 |
| Mediterranean | Indian Ocean Islands | 192 | | 160 | |
| East Asia | South Africa, Namibia, Mozambique, Angola | 148 | | | |
| East Asia | West Africa | 461 | | | |
| Indian Subcontinent & Middle East | South Africa, Namibia, Mozambique, Angola | 148 | | | |
| Indian Subcontinent & Middle East | West Africa | 461 | | | |
| Central America, Caribbean | South and West Africa | 652 | | | |
| South America East Coast | South and West Africa | 627 | | | |
| South America West Coast | South and West Africa | 804 | | | |



Emergency Bunker Surcharge (EBS) application for export and import shipments from/to South Africa and West Africa

| Trade | | | |
|-----------------------------------|---------------------------------|-------|--|
| From/to | To/From | – EBS | |
| South & West Africa | USA, Canada | | |
| South Africa, Namibia, Mozambique | East Asia & Indian Subcontinent | | |
| West Africa | East Asia & Indian Subcontinent | | |
| South & West Africa | Central America and Caribbean | | |
| South & West Africa | South America East Coast | | |
| South & West Africa | South America West Coast | | |

- 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

The FAK base rates as well as Security related surcharges; Peak Season surcharges (if applicable) and Terminal Handling Charges (THCs) remain unchanged and can be found here.

Currency Adjustment Factor (CAF)

| | Trade | in USD | in USD | | in EUR | in EUR | |
|------------------------------|-----------------------------------|--------|--------|----|--------|--------|----|
| From | То | 20' | 40' | % | 20' | 40' | % |
| Mexico & USA | South Africa, Namibia, Mozambique | | | 6% | | | |
| Canada | South Africa, Namibia, Mozambique | 37 | 57 | | | | |
| North Europe / Mediterranean | West Africa | | | | | | 5% |
| West Africa | North Europe | | | | | | 5% |
| West Africa | Mediterranean | | | | | | 5% |
| North Europe | Indian Ocean Islands | | | | | | 5% |
| Mediterranean | Indian Ocean Islands | | | | | | 5% |

Other local charges and contingency surcharges may apply.

Important Note:

Please note that all changes, which 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