

CustomerInfo

North America Primary Surcharge Notice,
effective December 1, 2018

October 30, 2018

Dear Customer,

In this edition of the Hapag-Lloyd Region North America Customer Primary Surcharge Notice, we will cover the following topics:

■ General

- | | |
|---|---|
| 1. Monthly Bunker Charge (BUC) and Emergency Bunker Surcharge (EBS) development summary | 2 |
| 2. Monthly Currency Adjustment Factor (CAF) development summary | 3 |
| 3. Low Sulfur Fuel (LSF) development summary | 3 |

■ Transpacific Westbound (including Oceania) From North America

- | | |
|---|---|
| 4. Bunker Charge (BFF / BUC / BAF) for the North America to Asia trades | 4 |
| 5. Bunker Charge (BAF) for North America to Oceania | 4 |

■ Transpacific Eastbound To North America

- | | |
|--|---|
| 1. Monthly Bunker Fuel Factor (BFF) from East Asia and Indian Subcontinent countries | 5 |
| 2. Monthly Bunker Charge (BUC) from Middle East countries | 5 |

Important Note:

This Newsletter provides an overview of the most significant developments related to the commercial business of Hapag-Lloyd (America). Please note that all changes that do require a legal 30-day notice are duly filed and announced in the respective Public Tariffs and this document shows some of these changes for informational purposes only. This document, in no way, replaces the application of the Public Tariff.

General

1. Bunker Charge (BUC) and Emergency Bunker Surcharge (EBS) for America export trades effective from **October 1, 2018**, until **December 31, 2018**:

North America

From	Trade To	in USD per TEU	
		BUC	EBS
USEC, US Gulf, Canada EC	North Europe	273	173
US and Canada West Coast	North Europe	566	296
USEC, US Gulf, Canada EC	Mediterranean	384	203
US and Canada West Coast	Mediterranean	671	331
US and Canada West Coast	South, West, East Africa	707	--
USEC, US Gulf, Canada EC	South, West, East Africa	707	--
US, Canada	SAWC, SAEC	323	68
US Gulf	Mexico	26	68
USEC, Canada EC	Mexico	402	68
USWC, Canada WC	Mexico	165	68
USEC, Canada EC, US Gulf	Central America, Caribbean	158	68
USWC, Canada WC	Central America, Caribbean	321	68
USEC, US Gulf, Canada EC	Middle East	285	--
USWC, Canada WC	Middle East	550	--
North America IRT	North America IRT	389	0
Mexico West Coast	Middle East	744	163
Mexico West Coast	North Europe	566	296
Mexico West Coast	Mediterranean	481	232
Mexico West Coast	Oceania	477	75
Mexico West Coast	Indian Subcontinent	744	163
Mexico Gulf Coast	Mediterranean	415	212
Mexico Gulf Coast	North Europe	418	226
Mexico Gulf Coast	Middle East	570	163
Mexico Gulf Coast	Oceania	477	75
Mexico EC	East Asia	653	113
Mexico	US Gulf	87	67
Mexico	USEC, Canada EC	396	67
Mexico	USWC, Canada WC	142	67
Mexico	Central America, Caribbean	228	50
Mexico	SAEC	440	50
Mexico	SAWC	238	50
Mexico EC	South, West, East Africa	551	--
Mexico WC	South, West, East Africa	661	--
Mexico WC	East Asia	346	113

- The EBS applies to ALL cargo where the BUC is included or fixed.
The EBS does NOT apply to any business that is currently being charged full BUC, floating per HL tariff.
- The EBS changes will be announced with requested/appropriate notice.

2. Currency Adjustment Factor (CAF) effective **December 1, 2018**:

From	Trade To	in USD per TEU		
		20'	40'	%
Canada & USA	North Europe	27	41	--
USA	South Africa, Namibia, Mozambique	--	--	4%
Canada	South Africa, Namibia, Mozambique	22	34	--
USA	West Africa	--	--	4%
Canada	West Africa	22	34	--
USA	Mediterranean	--	--	1%
Canada	Mediterranean	16	25	--
Mexico	North Europe	--	--	1%
Mexico	South Africa, Namibia, Mozambique	--	--	4%
Mexico	West Africa	--	--	4%
Mexico	Mediterranean	--	--	1%

3. Low Sulfur Fuel Surcharge, effective from **October 1, 2018**, until **December 31, 2018**:

From	Trade To	in USD per TEU
		LSF
USEC, US Gulf, Canada EC	North Europe	75
US and Canada West Coast	North Europe	98
USEC, US Gulf, Canada EC	Mediterranean	38
US and Canada West Coast	Mediterranean	47
USEC, US Gulf, Canada EC	South, West, East Africa	23
US and Canada West Coast	South, West, East Africa	23
USEC, US Gulf, Canada EC	Middle East	30
USWC, Canada WC	Middle East	40
Mexico West Coast	North Europe	38
Mexico Gulf Coast	North Europe	42
Mexico	US Gulf	20
Mexico	USEC, Canada EC	35
Mexico	USWC, Canada WC	40
US, Canada	SAWC, SAEC	35
US Gulf	Mexico	20
USEC, Canada EC	Mexico	35
USEC, Canada EC, US Gulf	Central America, Caribbean	20
USWC, Canada WC	Central America, Caribbean	35
USWC, Canada WC	Mexico	40
US, Canada	US, Canada	50

****Shipments with origin or destination in Baltic/Scandinavia *will be charged with additional USD 35 or Euro 30 per TEU. Scan/Baltic comprises Denmark, Norway, Sweden, Finland, Russia, Latvia, Estonia, Lithuania, Poland**

From	Trade To	LSF in USD	
		20'	40'
USEC, US Gulf, Canada EC	East Asia	41	51
USWC, Canada WC	East Asia	26	33
USA & Canada*	Australia & New Zealand	20	40
USA & Canada	Pacific Islands	20	40

Transpacific Westbound (including Oceania) from North America

1. Bunker Charge (BFF) effective from **October 1, 2018**, until **December 31, 2018**.
BUC to Middle East effective from **October 1, 2018** to **December 31, 2018**:

From	Trade To	Trade		Validity	Charge Name	Charge Code	Temp. Contr.
		20'	40'/45'				
USEC, US Gulf, Canada EC	East Asia, ISC	841	1051	31-Dec-18	Bunker Fuel Factor	BFF	No
USEC, US Gulf, Canada EC	East Asia, ISC	1043	1304	31-Dec-18	Bunker Fuel Factor	BFF	Yes
USWC, Canada WC	East Asia, ISC	453	566	31-Dec-18	Bunker Fuel Factor	BFF	No
USWC, Canada WC	East Asia, ISC	578	723	31-Dec-18	Bunker Fuel Factor	BFF	Yes
North America East Coast and US Gulf	Middle East	285	570	31-Dec-18	Bunker Charge	BUC	...
North America West Coast	Middle East	550	1100	31-Dec-18	Bunker Charge	BUC	...

2. Bunker Charge (BAF) for North America to Australia/New Zealand and to Pacific Islands effective from **October 1, 2018**, until **December 31, 2018** are as follows:

From	Trade To	in USD per TEU	
		BAF*	Validity
USA & Canada	Australia & New Zealand	698	31-Dec-18
USA & Canada	Pacific Islands	698	31-Dec-18

All above charges in USD

Transpacific Eastbound to North America**1. Monthly Bunker Fuel Factor (BFF) & Low Sulfur Fuel (LSF)**

Bunker Charge (BFF) including LSF component, is effective from **October 1, 2018**, until **December 31, 2018**:

From	To	USD / 20'	USD / 40'	USD / 40' HC	USD / 45'
East Asia and Indian Subcontinent countries	West Coast Port of Discharge	436	484	545	613
	East Coast Port of Discharge	765	850	956	1,076

2. Monthly Bunker Charge (BUC) & Low Sulfur Fuel (LSF)

Bunker Charge (BUC) including LSF component, is effective from **October 1, 2018**, until **December 31, 2018**:

From	To	USD / 20'	USD / 40'
Middle East countries	West Coast Port of Discharge	684	1,368
	East Coast Port of Discharge	411	822

For further information, please contact your local Hapag-Lloyd office.

Kind regards,

Hapag-Lloyd (America) LLC.
as agent of Hapag-Lloyd AG