

CustomerInfo

Hapag-Lloyd (Latin America) Primary Surcharge Notice,
effective Jan 1, 2019

December 1, 2018

Dear Customer,,

In this edition of the Hapag-Lloyd Region Latin America Customer Primary Surcharge Notice we will cover the following topics for South / Latin America:

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Important Note:

This Newsletter provides an overview on the most significant developments related to the commercial business of Hapag-Lloyd (Latin 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.

Chairman of the Supervisory Board: Michael Behrendt
Executive Board: Rolf Habben Jansen (CEO), Nicolás Burr, Anthony J. Firmin, Joachim Schlotfeldt
Registered Office: Hamburg, Company Register: Amtsgericht Hamburg HRB 97937



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General

1. Bunker Charge (BUC) and Emergency Bunker Surcharge (EBS) for South / Latin America (import/ export) trades effective Jan 1st, 2018

Trade		USD/TEU	
From	To	BUC	EBS
Mexico WC	East Asia	360	131
Mexico WC	South, West, East Africa	683	187
Mexico West Coast	Indian Subcontinent	765	183
Mexico West Coast	Middle East	765	183
Mexico West Coast	North Europe	583	313
Mexico West Coast	Mediterranean	498	249
Mexico West Coast	Oceania	495	75
SAEC	East Asia	708	157
SAEC	Mediterranean	564	114
SAEC	North Europe (Excl SCAN/Baltic)	612	114
SAEC	SCAN/Baltic	612	114
SAEC	Central America, Caribbean	371	57
SAEC	Mexico	387	57
SAEC	SAWC	372	57
SAEC IRT	SAEC IRT	109	57
SAWC	East Asia	669	131
SAWC	Mediterranean	570	101
SAWC	North Europe (Excl SCAN/Baltic)	473	101
SAWC	SCAN/Baltic	473	101
SAWC	SAEC	513	57
SAWC	Central America, Caribbean	141	57
SAWC	Mexico	192	57
SAWC IRT	SAWC IRT	145	57
SAWC, SAEC	US, Canada	334	75
South America East Coast	Indian Subcontinent	829	183
South America East Coast	South and West Africa	729	158
South America East Coast	Middle East	829	183
South America West Coast	Middle East	760	183
South America West Coast	Indian Subcontinent	760	183
South America West Coast	South and West Africa	930	196

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From	To	BUC	EBS
East Asia	Central America, Caribbean	438	0
East Asia	SAEC	544	0
East Asia	SAWC	633	0
East Asia	Mexico	329	0
Indian Subcontinent	Central America, Caribbean	589	0
Indian Subcontinent	South America East Coast	737	0
Indian Subcontinent	South America West Coast	564	0
Indian Subcontinent	Mexico East Coast	571	0
Indian Subcontinent	Mexico West Coast	529	0
Mediterranean	Mexico Gulf Coast	425	222
Mediterranean	Mexico West Coast	498	249
Middle East	Mexico East Coast	571	0
Middle East	Central America, Caribbean	589	0
Middle East	South America East Coast	737	0
Middle East	South America West Coast	564	0
Middle East	Mexico West Coast	529	0
North Europe	Mexico West Coast	583	313
North Europe	Mexico Gulf Coast	428	236
South and West Africa	Central America, Caribbean	751	0
South and West Africa	South America East Coast	729	0
South and West Africa	South America West Coast	930	0
South, West, East Africa	Mexico EC	565	0
South, West, East Africa	Mexico WC	683	0
US Gulf	Mexico	26	76
US, Canada	SAWC, SAEC	332	76
USEC, Canada EC	Mexico	414	76
USEC, Canada EC, US Gulf	Central America, Caribbean	161	76
USWC, Canada WC	Central America, Caribbean	329	76
USWC, Canada WC	Mexico	170	76

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Trade		in USD per TEU		
From	To	BAF	EBS	BFF*
Oceania	Mexico West Coast	--		698
Oceania	Mexico Gulf Coast	--		698
Oceania	Central America, Caribbean	--		698
Oceania	SAWC	--		698
Oceania	SAEC	--		698

From	To	In EUR per TEU	
		BUC	EBS
East Med	Central America, Caribbean	349	0
Mediterranean	SAEC	434	0
Mediterranean	SAWC	360	0
West Med, Turkey, Greece	Central America, Caribbean	222	0
North Europe (Excl SCAN/Baltic)	Central America, Caribbean	528	0
SCAN/Baltic	Central America, Caribbean	528	0
North Europe (Excl SCAN/Baltic)	SAEC	268	0
SCAN/Baltic	SAEC	268	0
North Europe (Excl SCAN/Baltic)	SAWC	564	0
SCAN/Baltic	SAWC	564	0

- The EBS applies to ALL cargo where the BUC is included or fixed.
- The EBS changes will be announced with requested/appropriate notice.

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**2. Low Sulfur Fuel Surcharge Summary for South / Latin America
(import/export) effective Jan 1st, 2018:**

Trade		in USD per TEU
From	To	LSF
Central America, Caribbean	Mediterranean	--
Central America, Caribbean	North Europe (Excl SCAN/Baltic)	35
Central America, Caribbean	SCAN/Baltic	70
Central America, Caribbean	South and West Africa	--
Central America, Caribbean	USEC, Canada EC, US Gulf	20
Central America, Caribbean	USWC, Canada WC	35
Mexico	US Gulf	25
Mexico	USEC, Canada EC	35
Mexico	USWC, Canada WC	45
Mexico Gulf Coast	North Europe	47
Mexico Gulf Coast	Mediterranean	--
Mexico West Coast	North Europe	38
Mexico West Coast	Mediterranean	--
SAEC	Mediterranean	--
SAEC	North Europe (Excl SCAN/Baltic)	30
SAEC	SCAN/Baltic	65
SAWC	Mediterranean	--
SAWC	North Europe (Excl SCAN/Baltic)	30
SAWC	SCAN/Baltic	65
SAWC, SAEC	US, Canada	35
South America East Coast	South and West Africa	--
South America West Coast	South and West Africa	--

Table continues on the next page...

Trade		in EUR per TEU
From	To	LSF
North Europe	Central America, Caribbean	30
North Europe	SAEC	25
North Europe	SAWC	25

***Scan/ Baltic comprises Denmark, Norway, Sweden, Finland, Russia, Latvia, Estonia, Lithuania, Poland.

3.Currency Adjustment Factor (CAF) effective Jan 1st, 2018:

Trade		in USD per TEU		
From	To	20'	40'	%
Central America, Caribbean	North Europe	--	--	5,00%
SAEC	North Europe	--	--	--
SAEC	Mediterranean	--	--	--
Central America, Caribbean	Mediterranean	--	--	5,00%
SAEC	South and West Africa	--	--	--
North Europe	Mexico	--	--	1,00%
Mediterranean	Mexico	35	53	--

4.General Rate Increase (GRI) summary reminder:

Rate Recovery Plan				
From	To	Effective Date	Amount	Remarks
East Asia	Caribbean, East Coast of Central America, Panama, Gulf of Mexico and Progreso	15-Jan-2018	USD 1050 / 20' and USD 1500 / 40'	sailing date
East Asia	Mexico, West Coast of Central America and West Coast of South America	15-Jan-2018	USD 750 / 20' and USD 1500 / 40'	sailing date
East Asia	Caribbean, East Coast of Central America, Panama, Gulf of Mexico and Progreso	1-Feb-2018	USD 1050 / 20' and USD 1500 / 40'	sailing date
East Asia	Mexico, West Coast of Central America and West Coast of South America	1-Feb-2018	USD 750 / 20' and USD 1500 / 40'	sailing date
Ecuador	Chile / Argentina	1-Feb-2018	USD 300	per Reefer Ctr
USEC	SAWC	19-Jan-2018	USD 75 per 20' / USD 150 per 40'	dry and reefer

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

Kind regards,

Hapag-Lloyd AG

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