

Hapag-Lloyd (Latin America) June 2018 Primary Surcharge Notice, effective July 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 (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 South / Latin America (import/ export) trades effective July 1, 2018:

From	Trade To	USD/TEU	
		BUC	EBS
Central America, Caribbean	Middle East	733	73
Central America, Caribbean	East Asia	484	51
Central America, Caribbean	Indian Subcontinent	733	73
Central America, Caribbean	Mediterranean	468	42
Central America, Caribbean	North Europe (Excl SCAN/Baltic)	371	42
Central America, Caribbean	SCAN/Baltic	371	42
Central America, Caribbean	South and West Africa	658	63
Central America, Caribbean	USEC, Canada EC, US Gulf	151	30
Central America, Caribbean	USWC, Canada WC	275	30
Central America, Caribbean	Mexico	161	23
Central America, Caribbean	SAWC	131	23
Central America, Caribbean	SAEC	297	23
Central America, Caribbean	Oceania	408	75
Central America, Caribbean IRT	Central America, Caribbean IRT	136	23
Mexico	US Gulf	77	30
Mexico	USEC, Canada EC	347	30
Mexico	USWC, Canada WC	126	30
Mexico	Central America, Caribbean	201	23
Mexico	SAEC	394	23
Mexico	SAWC	209	23
Mexico East Coast	Indian Subcontinent	489	73
Mexico EC	East Asia	567	51
Mexico EC	South, West, East Africa	474	63
Mexico Gulf Coast	Middle East	489	73
Mexico Gulf Coast	North Europe	395	203
Mexico Gulf Coast	Mediterranean	392	189
Mexico Gulf Coast	Oceania	408	75
Mexico WC	East Asia	305	51
Mexico WC	South, West, East Africa	568	72
Mexico West Coast	Indian Subcontinent	659	73
Mexico West Coast	Middle East	659	73
Mexico West Coast	North Europe	535	265
Mexico West Coast	Mediterranean	454	205
Mexico West Coast	Oceania	408	75

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Trade		USD/TEU	
From	To	BUC	EBS
SAEC	Oceania	575	75
SAEC	East Asia	613	62
SAEC	Mediterranean	502	48
SAEC	North Europe (Excl SCAN/Baltic)	538	48
SAEC	SCAN/Baltic	538	48
SAEC	Central America, Caribbean	329	23
SAEC	Mexico	343	23
SAEC	SAWC	330	23
SAEC IRT	SAEC IRT	96	23
SAWC	Oceania	575	75
SAWC	East Asia	580	51
SAWC	Mediterranean	506	42
SAWC	North Europe (Excl SCAN/Baltic)	406	42
SAWC	SCAN/Baltic	406	42
SAWC	SAEC	448	23
SAWC	Central America, Caribbean	124	23
SAWC	Mexico	166	23
SAWC IRT	SAWC IRT	125	23
SAWC, SAEC	US, Canada	285	30
South America East Coast	Indian Subcontinent	719	73
South America East Coast	South and West Africa	812	78
South America East Coast	Middle East	719	73
South America West Coast	Middle East	653	73
South America West Coast	Indian Subcontinent	653	73
South America West Coast	South and West Africa	634	63
North Europe	Mexico West Coast	535	265
North Europe	Mexico Gulf Coast	395	203
Mediterranean	Mexico Gulf Coast	392	189
Mediterranean	Mexico West Coast	454	205
East Asia	Central America, Caribbean	365	0
East Asia	SAEC	455	0
East Asia	SAWC	527	0
East Asia	Mexico	274	0
East Med	Central America, Caribbean	298	0
Indian Subcontinent	Central America, Caribbean	500	0
Indian Subcontinent	South America East Coast	616	0
Indian Subcontinent	South America West Coast	477	0
Indian Subcontinent	Mexico East Coast	498	0
Indian Subcontinent	Mexico West Coast	448	0

Trade		USD/TEU	
From	To	BUC	EBS
South and West Africa	Central America, Caribbean	658	--
South and West Africa	South America East Coast	812	--
South and West Africa	South America West Coast	634	--
US Gulf	Mexico	24	32
US, Canada	SAWC, SAEC	283	32
USEC, Canada EC	Mexico	351	32
USEC, Canada EC, US Gulf	Central America, Caribbean	138	32
USWC, Canada WC	Central America, Caribbean	282	32
USWC, Canada WC	Mexico	145	32
Middle East	Mexico East Coast	498	0
Middle East	Central America, Caribbean	500	0
Middle East	South America East Coast	616	0
Middle East	South America West Coast	477	0
Middle East	Mexico West Coast	448	0

Trade		in USD per TEU		
From	To	BAF	EBS	BFF*
Oceania	Mexico West Coast	--	0	595
Oceania	Mexico Gulf Coast	--	0	595
Oceania	Central America, Caribbean	--	0	595
Oceania	SAWC	--	0	595
Oceania	SAEC	--	0	595

Trade		EUR/TEU	
From	To	BUC	EBS
Mediterranean	SAEC	366	0
Mediterranean	SAWC	284	0
East Med	Central America, Caribbean	298	0
North Europe (Excl SCAN/Baltic)	Central America, Caribbean	462	0
North Europe (Excl SCAN/Baltic)	SAEC	203	0
North Europe (Excl SCAN/Baltic)	SAWC	478	0
SCAN/Baltic	Central America, Caribbean	462	0
SCAN/Baltic	SAEC	203	0
SCAN/Baltic	SAWC	478	0
West Med, Turkey, Greece	Central America, Caribbean	199	0

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

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

Trade		in USD per TEU
From	To	LSF
Mexico West Coast	North Europe	38
Mexico Gulf Coast	North Europe	42
Central America, Caribbean	North Europe	30
SAEC	North Europe	30
SAWC	North Europe	30
Central America, Caribbean	SCAN/Baltic	65
SAEC	SCAN/Baltic	65
SAWC	SCAN/Baltic	65
Central America, Caribbean	USEC, Canada EC, US Gulf	20
Central America, Caribbean	USWC, Canada WC	35
SAWC, SAEC	US, Canada	35
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
North Europe	Mexico Gulf Coast	42
North Europe	Mexico West Coast	38
Mediterranean	Mexico Gulf Coast	--
Mediterranean	Mexico West Coast	--
Middle East	South America East Coast	--

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Trade		in USD per TEU
From	To	LSF
East Asia	SAEC	--
East Asia	Mexico	--
Middle East	Mexico East Coast	--
Middle East	Mexico West Coast	--
Mediterranean	SAEC	0
South and West Africa	South America West Coast	--
South and West Africa	South America East Coast	--
US, Canada	SAWC, SAEC	35
US Gulf	Mexico	20
USEC, Canada EC	Mexico	35
USWC, Canada WC	Mexico	40
Middle East	Central America, Caribbean	--
East Asia	Central America, Caribbean	--
East Med	Central America, Caribbean	--
South and West Africa	Central America, Caribbean	--
USEC, Canada EC, US Gulf	Central America, Caribbean	20
USWC, Canada WC	Central America, Caribbean	35

Trade		in EUR per TEU
From	To	LSF
Mediterranean	SAWC	--
Mediterranean	SAEC	--
West Med, Turkey, Greece	Central America, Caribbean	--
North Europe	Central America, Caribbean	25
North Europe	SAEC	25
North Europe	SAWC	25
Central America, Caribbean	SCAN/Baltic	65
SAEC	SCAN/Baltic	65
SAWC	SCAN/Baltic	65

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

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

From	Trade To	in USD per TEU		
		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

Sincerely,

Hapag-Lloyd AG