

## Hapag-Lloyd (Latin America) March 2018 Primary Surcharge Notice, effective April 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 April 1, 2018:**

From	Trade To	in USD per TEU	
		BUC	EBS
Mexico West Coast	Middle East	651	64
Mexico West Coast	North Europe	487	217
Mexico West Coast	Mediterranean	414	165
Mexico West Coast	Oceania	406	75
Mexico West Coast	Indian Subcontinent	651	64
Mexico Gulf Coast	Mediterranean	357	154
Mexico Gulf Coast	North Europe	364	172
Mexico Gulf Coast	Middle East	478	64
Mexico Gulf Coast	Oceania	406	75
Mexico EC	East Asia	558	44
Mexico	US Gulf	75	26
Mexico	USEC, Canada EC	343	26
Mexico	USWC, Canada WC	124	26
Mexico	Central America, Caribbean	196	18
Mexico	SAEC	386	18
Mexico	SAWC	208	18
Mexico EC	South & West Africa	463	56
Mexico WC	South & West Africa	561	66
Mexico WC	East Asia	299	44
Central America, Caribbean	Middle East	725	64
Central America, Caribbean	East Asia	476	44
Central America, Caribbean	Mediterranean	463	36
Central America, Caribbean	North Europe	366	36
Central America, Caribbean	South and West Africa	648	57
Central America, Caribbean	Indian Subcontinent	725	64
Central America, Caribbean	USEC, Canada EC, US Gulf	149	26
Central America, Caribbean	USWC, Canada WC	272	26
Central America, Caribbean	Oceania	406	75
Central America, Caribbean	Mexico	158	18
Central America, Caribbean	SAWC	129	18
Central America, Caribbean	SAEC	292	18
Central America, Caribbean IRT	Central America, Caribbean IRT	133	18

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Trade		in USD per TEU	
From	To	BUC	EBS
SAEC	Mediterranean	496	41
SAEC	North Europe	530	41
SAEC	Central America, Caribbean	323	18
SAEC	Mexico	337	18
SAEC	Oceania	559	75
SAEC	East Asia	604	53
SAEC	SAWC	320	18
SAEC IRT	SAEC IRT	94	18
SAWC	Mediterranean	501	36
SAWC	North Europe	400	36
SAWC	Oceania	559	75
SAWC	East Asia	572	44
SAWC	SAEC	434	18
SAWC	Mexico	164	18
SAWC	Central America, Caribbean	122	18
SAWC IRT	SAWC IRT	122	18
SAWC, SAEC	US, Canada	281	26
South America East Coast	South and West Africa	625	56
South America East Coast	Indian Subcontinent	709	64
South America East Coast	Middle East	709	64
South America West Coast	Indian Subcontinent	643	64
South America West Coast	Middle East	643	64
South America West Coast	South and West Africa	801	70
Central America, Caribbean	SCAN/Baltic	366	36
SAEC	SCAN/Baltic	530	41
SAWC	SCAN/Baltic	400	36
North Europe	Mexico Gulf Coast	364	172
Mediterranean	Mexico Gulf Coast	357	154
Mediterranean	Mexico West Coast	414	165
Middle East	South America East Coast	605	0
East Asia	SAEC	447	0
East Asia	Mexico	268	0
Middle East	Mexico East Coast	489	0
Middle East	Mexico West Coast	442	0
Mediterranean	SAEC	0	0
South and West Africa	South America West Coast	801	--
South and West Africa	South America East Coast	625	--
US, Canada	SAWC, SAEC	279	28
US Gulf	Mexico	24	28
USEC, Canada EC	Mexico	347	28
USWC, Canada WC	Mexico	143	28
Middle East	Central America, Caribbean	494	0

From	Trade		in USD per TEU	
	To	BUC	EBS	
East Asia	Central America, Caribbean	357	0	
East Med	Central America, Caribbean	0	0	
South and West Africa	Central America, Caribbean	648	--	
USEC, Canada EC, US Gulf	Central America, Caribbean	136	28	
USWC, Canada WC	Central America, Caribbean	278	28	

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

From	Trade		in EUR per TEU	
	To	BUC	EBS	
Mediterranean	SAWC	279	0	
Mediterranean	SAEC	360	0	
West Med, Turkey, Greece	Central America, Caribbean	195	0	
North Europe	Central America, Caribbean	456	0	
North Europe	SAEC	197	0	
North Europe	SAWC	471	0	
SCAN/Baltic	Central America, Caribbean	456	0	
SCAN/Baltic	SAEC	197	0	
SCAN/Baltic	SAWC	471	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 April 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
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 April 1, 2018:

From	Trade To	in USD per TEU		
		20'	40'	%
Central America, Caribbean	North Europe	--	--	5,00%
SAEC	North Europe	--	--	5,00%
SAEC	Mediterranean	--	--	5,00%
Central America, Caribbean	Mediterranean	--	--	5,00%
SAEC	South and West Africa	--	--	--
North Europe	Mexico	--	--	1,00%
Mediterranean	Mexico	45	70	--

### 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