

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

Trade		in USD per TEU	
From	To	BUC	EBS
Mexico West Coast	Middle East	590	--
Mexico West Coast	North Europe	440	170
Mexico West Coast	Mediterranean	377	128
Mexico West Coast	Oceania	351	75
Mexico Gulf Coast	Mediterranean	326	123
Mexico Gulf Coast	North Europe	330	138
Mexico Gulf Coast	Middle East	422	--
Mexico Gulf Coast	Oceania	351	75
Mexico EC	East Asia	499	--
Mexico	US Gulf	69	0
Mexico	USEC, Canada EC	308	0
Mexico	USWC, Canada WC	113	0
Mexico	Central America, Caribbean	178	0
Mexico	SAEC	355	0
Mexico	SAWC	186	0
Mexico EC	South & West Africa	411	--
Mexico WC	South & West Africa	495	--
South America East Coast	Middle East	645	--
SAEC	Mediterranean	460	0
SAEC	North Europe (Excl SCAN/Baltic)	488	0
SAEC	Central America, Caribbean, SAWC	299	0
South America East Coast	South and West Africa	571	--
SAEC	Mexico	311	0
SAEC	Oceania	478	75
South America West Coast	Middle East	583	--
SAWC	Mediterranean	464	0
SAWC	Mexico	150	0
SAWC	North Europe (Excl SCAN/Baltic)	362	0
SAWC	Central America, Caribbean	113	0
SAWC	Oceania	478	75
South America West Coast	South and West Africa	734	--
SAEC	East Asia	551	--
SAWC, SAEC	US, Canada	253	0

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Trade		in USD per TEU	
From	To	BUC	EBS
Central America, Caribbean	Middle East	653	--
Central America, Caribbean	East Asia	434	--
Central America, Caribbean	Mediterranean	425	0
Central America, Caribbean	North Europe (Excl SCAN/Baltic)	339	0
Central America, Caribbean	South and West Africa	594	--
Central America, Caribbean	USEC, Canada EC, US Gulf	134	0
Central America, Caribbean	USWC, Canada WC	248	0
Central America, Caribbean	Oceania	351	75
Central America, Caribbean	Mexico	145	0
Central America, Caribbean	SAWC	119	0
Central America, Caribbean IRT	Central America, Caribbean IRT	121	0
Central America, Caribbean, SAWC	SAEC	271	0
SAEC IRT	SAEC IRT	87	0
SAWC IRT	SAWC IRT	112	0
Mediterranean	Mexico Gulf Coast	326	123
Mediterranean	Mexico West Coast	377	128
Middle East	South America East Coast	535	0
East Asia	SAEC	398	0
East Asia	Mexico	239	0
Middle East	Mexico East Coast	447	0
Middle East	Mexico West Coast	396	0
Mediterranean	SAEC	0	0
South and West Africa	South America West Coast	734	--
South and West Africa	South America East Coast	571	--
US, Canada	SAWC, SAEC	251	0
US Gulf	Mexico	22	0
USEC, Canada EC	Mexico	310	0
USWC, Canada WC	Mexico	128	0
Middle East	Central America, Caribbean	443	0
East Asia	Central America, Caribbean	318	0
East Med	Central America, Caribbean	0	0
South and West Africa	Central America, Caribbean	594	--
USEC, Canada EC, US Gulf	Central America, Caribbean	122	0
USWC, Canada WC	Central America, Caribbean	250	0

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From	Trade To	in USD per TEU	
		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 To	in EUR per TEU	
		BUC	EBS
Mediterranean	SAWC	257	0
West Med, Turkey, Greece	Central America, Caribbean	180	0
North Europe (Excl SCAN/Baltic)	Central America, Caribbean	438	0
North Europe (Excl SCAN/Baltic)	SAEC	179	0
North Europe (Excl SCAN/Baltic)	SAWC	447	0

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

From	Trade		in USD per TEU LSF
		To	
Mexico West Coast		North Europe	37
Mexico Gulf Coast		North Europe	33
Central America, Caribbean		North Europe (Excl SCAN/Baltic)	25
SAEC		North Europe (Excl SCAN/Baltic)	25
SAWC		North Europe (Excl SCAN/Baltic)	25
Central America, Caribbean		SCAN/Baltic	55
SAEC		SCAN/Baltic	55
SAWC		SCAN/Baltic	55
Central America, Caribbean		USEC, Canada EC, US Gulf	20
Central America, Caribbean		USWC, Canada WC	30
Mexico		US Gulf	20
Mexico		USEC, Canada EC	30
Mexico		USWC, Canada WC	35
SAWC, SAEC		US, Canada	30
Mediterranean		Mexico Gulf Coast	33
Mediterranean		Mexico West Coast	42
Middle East		South America East Coast	--
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	--

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From	Trade		in USD per TEU
	To		LSF
US, Canada	SAWC, SAEC		30
US Gulf	Mexico		20
USEC, Canada EC	Mexico		30
USWC, Canada WC	Mexico		35
Middle East	Central America, Caribbean		--
East Asia	Central America, Caribbean		--
East Med	Central America, Caribbean		0
South and West Africa	Central America, Caribbean		--
USEC, Canada EC, US Gulf	Central America, Caribbean		20
USWC, Canada WC	Central America, Caribbean		30

From	Trade		in EUR per TEU
	To		LSF
Mediterranean	SAWC		--
West Med, Turkey, Greece	Central America, Caribbean		--
North Europe (Excl SCAN/Baltic)	Central America, Caribbean		20
North Europe (Excl SCAN/Baltic)	SAEC		20
North Europe (Excl SCAN/Baltic)	SAWC		20

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

### 3. Currency Adjustment Factor (CAF) effective February 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	29	45	--

### 4. General Rate Increase (GRI) summary reminder:

	Rate Recovery Plan				
	From	To	Effective Date	Amount	Remarks
General Rate Increase	East Asia	East Coast South America	1-Dec-2017	USD 600 per container	
	East Asia	Caribbean, East Coast of Central America, Panama, Gulf of Mexico and Progreso	1-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	1-Jan-2018	USD 750 / 20' and USD 1500 / 40'	sailing date
	India (via Atlantic)	Mexico, Central America, Caribbean, Panama and South America	1-Jan-2018	USD 100 / 20' and USD 200 / 40'	
	East Asia	East Coast South America	15-Dec-2017	USD 600 per container	
	Asia	Chile (ACD Arica)	1-Jan-2018	USD 200/20', USD 300/40' Std/HC, USD 500 40'HC non op RFR/RFR	Arbitrary

Kind Regards,

Hapag-Lloyd AG