

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

From	Trade To	in USD per TEU	
		BUC	EBS
Mexico West Coast	Middle East	651	65
Mexico West Coast	North Europe	487	217
Mexico West Coast	Mediterranean	414	165
Mexico West Coast	Oceania	351	75
Mexico Gulf Coast	Mediterranean	357	154
Mexico Gulf Coast	North Europe	364	172
Mexico Gulf Coast	Middle East	482	65
Mexico Gulf Coast	Oceania	351	75
Mexico EC	East Asia	559	45
Mexico	US Gulf	76	26
Mexico	USEC, Canada EC	343	26
Mexico	USWC, Canada WC	124	26
Mexico	Central America, Caribbean	198	20
Mexico	SAEC	389	20
Mexico	SAWC	208	20
Mexico EC	South & West Africa	467	--
Mexico WC	South & West Africa	560	--
South America East Coast	Middle East	711	65
SAEC	Mediterranean	497	43
SAEC	North Europe (Excl SCAN/Baltic)	533	43
SAEC	Central America, Caribbean	326	20
South America East Coast	South and West Africa	627	--
SAEC	Mexico	339	20
SAEC	Oceania	478	75
South America West Coast	Middle East	646	65
SAWC	Mediterranean	502	38
SAWC	Mexico	164	20
SAWC	North Europe (Excl SCAN/Baltic)	402	38
SAWC	Central America, Caribbean	122	20
SAWC	Oceania	478	75
South America West Coast	South and West Africa	804	--
SAEC	SAWC	323	20
SAWC	SAEC	438	20
SAEC	East Asia	606	55
SAWC	East Asia	573	45
SAWC, SAEC	US, Canada	281	26

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From	Trade To	in USD per TEU	
		BUC	EBS
Central America, Caribbean	Middle East	725	65
Central America, Caribbean	East Asia	477	45
Central America, Caribbean	Mediterranean	463	38
Central America, Caribbean	North Europe (Excl SCAN/Baltic)	368	38
Central America, Caribbean	South and West Africa	652	--
Central America, Caribbean	USEC, Canada EC, US Gulf	149	26
Central America, Caribbean	USWC, Canada WC	272	26
Central America, Caribbean	Oceania	351	75
Central America, Caribbean	Mexico	159	20
Central America, Caribbean	SAWC	130	20
Central America, Caribbean IRT	Central America, Caribbean IRT	134	20
Central America, Caribbean, SAWC	SAEC	294	20
SAEC IRT	SAEC IRT	94	20
SAWC IRT	SAWC IRT	123	20
North Europe	Mexico Gulf Coast	364	172
Mediterranean	USEC, US Gulf, Canada EC	329	217
Mediterranean	Mexico Gulf Coast	357	154
Mediterranean	Mexico West Coast	414	165
Middle East	South America East Coast	607	0
East Asia	SAEC	448	0
East Asia	Mexico	270	0
Middle East	Mexico East Coast	492	0
Middle East	Mexico West Coast	442	0
Mediterranean	SAEC	367	35
South and West Africa	South America West Coast	804	--
South and West Africa	South America East Coast	627	--
US, Canada	SAWC, SAEC	279	28
US Gulf	Mexico	24	28
USEC, Canada EC	Mexico	346	28
USWC, Canada WC	Mexico	143	28
Middle East	Central America, Caribbean	494	0
East Asia	Central America, Caribbean	359	0
East Med	Central America, Caribbean	301	25
South and West Africa	Central America, Caribbean	652	--
USEC, Canada EC, US Gulf	Central America, Caribbean	136	28
USWC, Canada WC	Central America, Caribbean	278	28

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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	286	40
Mediterranean	SAEC	367	35
West Med, Turkey, Greece	Central America, Caribbean	200	25
North Europe (Excl SCAN/Baltic)	Central America, Caribbean	464	35
North Europe (Excl SCAN/Baltic)	SAEC	205	30
North Europe (Excl SCAN/Baltic)	SAWC	481	45
SCAN/Baltic	Central America, Caribbean	464	40
SCAN/Baltic	SAEC	205	35
SCAN/Baltic	SAWC	481	50

- 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 March 1, 2018:

From	Trade	in USD per TEU
	To	LSF
Mexico West Coast	North Europe	38
Mexico Gulf Coast	North Europe	42
Central America, Caribbean	North Europe (Excl SCAN/Baltic)	30
SAEC	North Europe (Excl SCAN/Baltic)	30
SAWC	North Europe (Excl SCAN/Baltic)	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
Mexico	US Gulf	20
Mexico	USEC, Canada EC	35
Mexico	USWC, Canada WC	40
SAWC, SAEC	US, Canada	35
Mediterranean	Mexico Gulf Coast	--
Mediterranean	Mexico West Coast	--
Middle East	South America East Coast	--
East Asia	SAEC	--
East Asia	Mexico	--
Middle East	Mexico East Coast	--
Middle East	Mexico West Coast	--
Mediterranean	SAEC	--
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 LSF
	To	
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	0
South and West Africa	Central America, Caribbean	--
USEC, Canada EC, US Gulf	Central America, Caribbean	20
USWC, Canada WC	Central America, Caribbean	35

From	Trade	in EUR per TEU LSF
	To	
Mediterranean	SAWC	--
West Med, Turkey, Greece	Central America, Caribbean	--
North Europe (Excl SCAN/Baltic)	Central America, Caribbean	25
North Europe (Excl SCAN/Baltic)	SAEC	25
North Europe (Excl SCAN/Baltic)	SAWC	25
SCAN/Baltic	Central America, Caribbean	55
SCAN/Baltic	SAEC	55
SCAN/Baltic	SAWC	55

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

3. Currency Adjustment Factor (CAF) effective March 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	40	62	--

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