

■ **Bunker Charge (BUC) and Currency Adjustment Factor (CAF) application from/to North Europe**

October 31, 2011

Dear Customer,

Please be informed about the following Bunker Charge (BUC), Low Sulphur Fuel Surcharge (LSF) and Currency Adjustment Factor (CAF) for North European **export trades** effective December 1, 2011:

From	Trade To	in USD per TEU		in EUR per TEU	
		BUC	LSF	BUC	LSF
North Europe	USA and Canada East Coast / Canada Crossborder / USA Gulf Coast	364	11	--	--
North Europe	USA, Canada and Mexico West Coast	767	11	--	--
North Europe	Mexico East Coast	571	11	--	--
North Europe	Oceania	--	--	775	8
North Europe	Mediterranean	--	--	250	8
North Europe	West Africa	--	--	506	8
North Europe	South Africa, Namibia, Mozambique	546	11	--	--
North Europe	East Asia	733	15	--	--
North Europe	Indian Subcontinent	502	12	--	--
North Europe	Middle East	549	12	--	--
North Europe	Central America, Caribbean	--	--	675	8
North Europe	South America East Coast	--	--	437	8
North Europe	South America West Coast	--	--	772	8
North Europe	North Europe IRT	--	--	87	8

From	Trade To	CAF
North Europe	East Asia & Indian Subcontinent	14.38 %
North Europe	Middle East	12.39 %
North Europe	USA & Canada	USD 101 per 20ft / USD 147 per 40ft
North Europe	Mexico	5.0 %

For North European **import trades** following amounts are charged effective December 1, 2011:

Trade		in USD per TEU		in EUR per TEU	
From	To	BUC	LSF	BUC	LSF
USA and Canada East Coast / Canada Crossborder/ USA Gulf Coast	North Europe	364	11	--	--
USA, Canada West Coast and Mexico West Coast	North Europe	767	11	--	--
Mexico East Coast	North Europe	571	11	--	--
Oceania	North Europe	950	11	--	--
Mediterranean	North Europe	--	--	250	8
Turkey & Greece	United Kingdom	GBP 218	GBP 7	--	--
West Africa	North Europe	--	--	418	8
South Africa, Namibia, Mozambique	North Europe	546	11	--	--
East Asia	North Europe	733	15	--	--
Indian Subcontinent	North Europe	478	12	--	--
Middle East	North Europe	549	12	--	--
Central America, Caribbean	North Europe	651	11	--	--
South America East Coast	North Europe	698	11	--	--
South America West Coast	North Europe	742	11	--	--

Trade		CAF
from	to	
East Asia & Indian Subcontinent	North Europe	14.38 %
Middle East	North Europe	12.39 %
USA & Canada	North Europe	USD 101 per 20ft / USD 147 per 40ft
Mexico	North Europe	5.0 %
South America East Coast, Central America and Caribbean	North Europe	5.0 %

■ **Emergency Bunker Surcharge (EBS) application from/to North Europe**

Please be informed about the following Emergency Bunker Surcharge (EBS) for inbound and outbound shipments from/to North Europe effective December 1, 2011:

Trade		Emergency Bunker Surcharge (EBS)
From/to	To/From	
North Europe	East Asia, Indian Subcontinent, Middle East	USD 341 / TEU
North Europe	USA and Canada East Coast	USD 212 / TEU
North Europe	USA and Canada West Coast	USD 358 / TEU
North Europe	Mexico West Coast	USD 361 / TEU
North Europe	Mexico, East Coast	USD 285 / TEU

Trade		Emergency Bunker Surcharge (EBS)
From	To	
North Europe	Central America, Caribbean, South America East Coast and South America West Coast	EUR 196 / TEU
Central America, Caribbean, South America East Coast and South America West Coast	North Europe	USD 277 / TEU
Mediterranean	North Europe	EUR 132 / TEU
Turkey & Greece	United Kingdom	GBP 106 / TEU

- The surcharge applies to ALL cargo where the BUC is included or fixed
- The surcharge does NOT apply to any business that is currently being charged full BUC, floating per HL tariff

We will keep you closely informed about further developments.

For further information please contact your local Hapag-Lloyd sales representative.

Kind regards,

Hapag-Lloyd AG