

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

August 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 October 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	373	11	--	--
North Europe	USA, Canada and Mexico West Coast	784	11	--	--
North Europe	Mexico East Coast	585	11	--	--
North Europe	Oceania	--	--	748	8
North Europe	Mediterranean	--	--	243	8
North Europe	West Africa	--	--	495	8
North Europe	South Africa, Namibia, Mozambique	562	11	--	--
North Europe	East Asia	748	15	--	--
North Europe	Indian Subcontinent	515	12	--	--
North Europe	Middle East	564	12	--	--
North Europe	Central America, Caribbean	--	--	687	8
North Europe	South America East Coast	--	--	450	8
North Europe	South America West Coast	--	--	788	8
North Europe	North Europe IRT	--	--	85	8

From	Trade To	CAF
North Europe	East Asia & Indian Subcontinent	17.38 %
North Europe	Middle East	15.15 %
North Europe	USA & Canada	USD 123 per 20ft / USD 180 per 40ft
North Europe	Mexico	5.0 %

For North European **import trades** following amounts are charged effective October 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	373	11	--	--
USA, Canada West Coast and Mexico West Coast	North Europe	784	11	--	--
Mexico East Coast	North Europe	585	11	--	--
Oceania	North Europe	964	11	--	--
Mediterranean	North Europe	--	--	243	8
Turkey & Greece	United Kingdom	GBP 213	GBP 7	--	--
West Africa	North Europe	--	--	410	8
South Africa, Namibia, Mozambique	North Europe	562	11	--	--
East Asia	North Europe	748	15	--	--
Indian Subcontinent	North Europe	490	12	--	--
Middle East	North Europe	564	12	--	--
Central America, Caribbean	North Europe	668	11	--	--
South America East Coast	North Europe	716	11	--	--
South America West Coast	North Europe	764	11	--	--

Trade		CAF
from	to	
East Asia & Indian Subcontinent	North Europe	17.38 %
Middle East	North Europe	15.15 %
USA & Canada	North Europe	USD 123 per 20ft / USD 180 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 October 1, 2011:

Trade		Emergency Bunker Surcharge (EBS)
From/to	To/From	
North Europe	East Asia, Indian Subcontinent, Middle East	USD 350 / TEU
North Europe	USA and Canada East Coast	USD 221 / TEU
North Europe	USA and Canada West Coast	USD 375 / TEU
North Europe	Mexico West Coast	USD 378 / TEU
North Europe	Mexico, East Coast	USD 299 / TEU

Trade		Emergency Bunker Surcharge (EBS)
From	To	
North Europe	Central America, Caribbean, South America East Coast and South America West Coast	EUR 205 / TEU
Central America, Caribbean, South America East Coast and South America West Coast	North Europe	USD 289 / TEU
Mediterranean	North Europe	EUR 125 / TEU
Turkey & Greece	United Kingdom	GBP 101 / 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