

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

January 31, 2012

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 March 1, 2012:

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	389	11	--	--
North Europe	USA, Canada and Mexico West Coast	826	11	--	--
North Europe	Mexico East Coast	605	11	--	--
North Europe	Oceania	--	--	850	8
North Europe	Mediterranean	--	--	276	8
North Europe	West Africa	--	--	558	8
North Europe	South Africa, Namibia, Mozambique	586	11	--	--
North Europe	East Asia	773	15	--	--
North Europe	Indian Subcontinent	536	12	--	--
North Europe	Middle East	587	12	--	--
North Europe	Central America, Caribbean	--	--	698	8
North Europe	South America East Coast	--	--	462	8
North Europe	South America West Coast	--	--	803	8
North Europe	North Europe IRT	--	--	95	8

From	Trade To	CAF
North Europe	East Asia & Indian Subcontinent	11.71 %
North Europe	Middle East	9.54 %
North Europe	USA & Canada	USD 85 per 20ft / USD 125 per 40ft
North Europe	Mexico	5.0 %

For North European **import trades** following amounts are charged effective March 1, 2012:

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	389	11	--	--
USA, Canada West Coast and Mexico West Coast	North Europe	826	11	--	--
Mexico East Coast	North Europe	605	11	--	--
Oceania	North Europe	1013	11	--	--
Mediterranean	North Europe	--	--	276	8
Turkey & Greece	United Kingdom	GBP 229	GBP 7	--	--
West Africa	North Europe	--	--	462	8
South Africa, Namibia, Mozambique	North Europe	586	11	--	--
East Asia	North Europe	773	15	--	--
Indian Subcontinent	North Europe	510	12	--	--
Middle East	North Europe	587	12	--	--
Central America, Caribbean	North Europe	684	11	--	--
South America East Coast	North Europe	732	11	--	--
South America West Coast	North Europe	784	11	--	--

Trade		CAF
from	to	
East Asia & Indian Subcontinent	North Europe	11.71 %
Middle East	North Europe	9.54 %
USA & Canada	North Europe	USD 85 per 20ft / USD 125 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 March 1, 2012:

Trade		Emergency Bunker Surcharge (EBS)
From/to	To/From	
North Europe	East Asia, Indian Subcontinent, Middle East	USD 387 / TEU
North Europe	USA and Canada East Coast	USD 237 / TEU
North Europe	USA and Canada West Coast	USD 417 / TEU
North Europe	Mexico West Coast	USD 420 / TEU
North Europe	Mexico, East Coast	USD 319 / TEU

Trade		Emergency Bunker Surcharge (EBS)
From	To	
North Europe	Central America, Caribbean, South America East Coast and South America West Coast	EUR 224 / TEU
Central America, Caribbean, South America East Coast and South America West Coast	North Europe	USD 315 / TEU
Mediterranean	North Europe	EUR 158 / TEU
Turkey & Greece	United Kingdom	GBP 124 / 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