

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

December 1, 2010

Dear Customer,

Please be informed about the Bunker Charge (BUC), Low Sulphur Fuel Surcharge (LSF) and Currency Adjustment Factor (CAF) for North European **export trades** effective January 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	283	11	--	--
North Europe	USA, Canada and Mexico West Coast	593	11	--	--
North Europe	Mexico East Coast	448	11	--	--
North Europe	Oceania	--	--	588	8
North Europe	Mediterranean	--	--	192	8
North Europe	West Africa	--	--	364	8
North Europe	South Africa, Namibia, Mozambique	429	11	--	--
North Europe	East Asia	569	15	--	--
North Europe	Indian Subcontinent	393	12	--	--
North Europe	Middle East	430	12	--	--
North Europe	Central America, Caribbean	--	--	577	8
North Europe	South America East Coast	--	--	337	8
North Europe	South America West Coast	--	--	646	8
North Europe	North Europe IRT	--	--	67	8

From	Trade To	CAF
North Europe	East Asia & Indian Subcontinent	13.95 %
North Europe	Middle East	12.63 %
North Europe	USA & Canada	USD 100 per 20ft / USD 150 per 40ft
North Europe	Mexico	5.0 %

For the North European **import trades** following amounts are charged effective January 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	283	11	--	--
USA, Canada West Coast and Mexico West Coast	North Europe	593	11	--	--
Mexico East Coast	North Europe	448	11	--	--
Oceania	North Europe	731	11	--	--
Mediterranean	North Europe	--	--	192	8
Turkey & Greece	United Kingdom	GBP 166	GBP 7	--	--
West Africa	North Europe	--	--	324	8
South Africa, Namibia, Mozambique	North Europe	429	11	--	--
East Asia	North Europe	569	15	--	--
Indian Subcontinent	North Europe	374	12	--	--
Middle East	North Europe	430	12	--	--
Central America, Caribbean	North Europe	516	11	--	--
South America East Coast	North Europe	561	11	--	--
South America West Coast	North Europe	569	11	--	--

Trade		CAF
from	to	
East Asia & Indian Subcontinent	North Europe	13.95 %
Middle East	North Europe	12.63 %
USA & Canada	North Europe	USD 100 per 20ft / USD 150 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 Emergency Bunker Charge (EBS) for inbound and outbound shipments from/to North Europe effective January 1, 2011:

Trade		Emergency Bunker Surcharge (EBS)
From/to	To/From	
North Europe	East Asia, Indian Subcontinent, Middle East	USD 182 / TEU
North Europe	USA and Canada EC	USD 131 / TEU
North Europe	USA and Canada WC	USD 184 / TEU
North Europe	Mexico WC	USD 187 / TEU
North Europe	Mexico, EC	USD 162 / TEU

Trade		Emergency Bunker Surcharge (EBS)
From	To	
North Europe	Central America, Caribbean, South America East Coast and South America West Coast	EUR 99 / TEU
Central America, Caribbean, South America East Coast and South America West Coast	North Europe	USD 146 / TEU
Mediterranean	North Europe	EUR 74 / TEU
Turkey & Greece	United Kingdom	GBP 64 / 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