

■ **Bunker Charge (BUC) and Currency Adjustment Factor (CAF) application from/to South Africa and West Africa**

December 01, 2016

Dear Customer,

Please be informed about the following Bunker Charge (BUC), Low Sulphur Fuel Surcharge\* (LSF) and Currency Adjustment Factor (CAF) for South African and West African export trades effective January 1, 2017:

| From                              | Trade To                          | in USD per TEU |     | in EUR per TEU |     |
|-----------------------------------|-----------------------------------|----------------|-----|----------------|-----|
|                                   |                                   | BUC            | LSF | BUC            | LSF |
| South Africa, Namibia, Mozambique | Oceania                           | 290            | --  | --             | --  |
| West Africa                       | Oceania                           | 464            | --  | --             | --  |
| West Africa                       | South Africa, Namibia, Mozambique | 113            | --  | --             | --  |
| West Africa                       | North Europe                      | --             | --  | 224            | 18  |
| South Africa, Namibia, Mozambique | North Europe                      | 236            | 20  | --             | --  |
| South & West Africa               | USA, Canada                       | 545            | 21  | --             | --  |
| South Africa, Namibia, Mozambique | West Africa                       | 113            | --  | --             | --  |
| South Africa, Namibia, Mozambique | East Asia & Indian Subcontinent   | 135            | --  | --             | --  |
| West Africa                       | East Asia & Indian Subcontinent   | 438            | --  | --             | --  |
| South & West Africa               | Caribbean / Central America       | 573            | --  | --             | --  |
| South & West Africa               | South America West Coast          | 697            | --  | --             | --  |
| South & West Africa               | South America East Coast          | 568            | --  | --             | --  |
| West Africa                       | Mediterranean                     | --             | --  | 224            | --  |
| South Africa, Namibia, Mozambique | Mediterranean                     | 247            | --  | --             | --  |
| South & West Africa               | Mexico East Coast                 | 393            | --  | --             | --  |
| South & West Africa               | Mexico West Coast                 | 496            | --  | --             | --  |

| From        | Trade To      | Currency Adjustment Factor (CAF) |
|-------------|---------------|----------------------------------|
|             |               |                                  |
| West Africa | North Europe  | 9.00 %                           |
| West Africa | Mediterranean | 9.00 %                           |

For South African and West African **import trades** following amounts are charged effective January 1, 2017:

| From                              | Trade To                          | in USD per TEU |     | in EUR per TEU |     |
|-----------------------------------|-----------------------------------|----------------|-----|----------------|-----|
|                                   |                                   | BUC            | LSF | BUC            | LSF |
| Oceania                           | South Africa, Namibia, Mozambique | 290            | --  | --             | --  |
| Oceania                           | West Africa                       | 464            | --  | --             | --  |
| North Europe                      | West Africa                       | --             | --  | 289            | 18  |
| North Europe                      | South Africa, Namibia, Mozambique | 236            | 20  | --             | --  |
| North Europe                      | Indian Ocean Islands              | --             | --  | 200            | 18  |
| USA, Canada                       | South & West Africa               | 545            | 21  | --             | --  |
| West Africa                       | South Africa, Namibia, Mozambique | 113            | --  | --             | --  |
| South Africa, Namibia, Mozambique | West Africa                       | 113            | --  | --             | --  |
| East Asia & Indian Subcontinent   | South Africa, Namibia, Mozambique | 135            | --  | --             | --  |
| East Asia & Indian Subcontinent   | West Africa                       | 438            | --  | --             | --  |
| South America West Coast          | South & West Africa               | 697            | --  | --             | --  |
| South America East Coast          | South & West Africa               | 568            | --  | --             | --  |
| Caribbean / Central America       | South & West Africa               | 573            | --  | --             | --  |
| Mexico East Coast                 | South & West Africa               | 393            | --  | --             | --  |
| Mexico West Coast                 | South & West Africa               | 496            | --  | --             | --  |
| Mediterranean                     | South Africa                      | 247            | --  | --             | --  |
| Mediterranean                     | West Africa                       | --             | --  | 243            | --  |
| Mediterranean                     | Indian Ocean Islands              | 147            | --  | 135            | --  |

| From  | Trade To                                 | Currency Adjustment Factor (CAF) |
|---|--|----------------------------------|
|   |  |                                  |
| Mexico and USA  | South & West Africa, Namibia, Mozambique | 1.0 %                            |
| Canada  | South & West Africa, Namibia, Mozambique | USD 7 per 20' – USD 11 per 40'   |
| South America East Coast, Central America and Caribbean | South & West Africa                      | 5.0 %                            |
| North Europe  | West Africa                              | 11.00 %                          |
| Mediterranean   | West Africa                              | 11.00 %                          |
| North Europe  | Indian Ocean Islands                     | 11.00 %                          |
| Mediterranean   | Indian Ocean Islands                     | 11.00 %                          |

\* The above LSF amounts does not apply to shipments with the origin or destination in the Baltic/Scandinavia\*\* . This will be charged with an additional USD 35 or Euro 31 per TEU on top of the North Europe amounts.

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

■ **Emergency Bunker Surcharge (EBS) application from/to South Africa and West Africa**

Please be informed about the following Emergency Bunker Surcharge (EBS) for inbound and outbound shipments from/to South Africa and West Africa effective January 1, 2017:

| From/to                           | Trade   |  | Emergency Bunker Surcharge (EBS) |
|-----------------------------------|---|--|----------------------------------|
|                                   | To/From   |  |                                  |
| South & West Africa               | USA, Canada   |  | --                               |
| South Africa, Namibia, Mozambique | East Asia & Indian Subcontinent   |  | --                               |
| West Africa                       | East Asia & Indian Subcontinent   |  | --                               |
| South & West Africa               | South America East Coast, South America West Coast, Central America and Caribbean |  | --                               |

- 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 office.

Kind regards,

Hapag-Lloyd AG