

Definition of Payment Terms for European Countries

It is our aim, to continuously improve our products as well as our service to you. This includes the **correct and timely preparation of invoices**. In order to avoid misunderstandings and resulting invoice corrections, we kindly ask you:

- To **refrain from using INCO terms** instead of payment terms in your Shipping Instructions
- To add specific information regarding **payment terms** in the remarks field of your Shipping Instructions and stipulate precisely, particularly for Terminal Handling Charge Destination (**THD**) and Destination Landfreight (**DLF**), whether the **charges** shall be **prepaid or collect** – this will help us to ensure correct invoicing.

If not mentioned differently by you, we will make use of our definition of prepaid and collect as follows:

Freight Prepaid

All charges are prepaid excluding Terminal Handling Destination and Destination Land Freight related charges

Origin Land Freight	}	Prepaid
Terminal Handling Origin		
Sea Freight		
Terminal Handling Destination	}	Collect
Destination Land Freight		

Freight Collect

All charges are collect excluding Origin Land Freight and Terminal Handling Origin related charges

Origin Land Freight	}	Prepaid
Terminal Handling Origin		
Sea Freight	}	Collect
Terminal Handling Destination		
Destination Land Freight		

We appreciate your support in this matter, which will assist in providing a **better service to you**. In case of further questions on the above, please do not hesitate to contact your nearest Hapag-Lloyd Customer Service office.