

Section 1.3 Special Service of Use of Operational Area (Port Terminal) - Services to the Cargo. Table with columns: Nature, Unit of charge, Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV), Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV). Includes sub-sections 1.3.1 and 1.3.2 regarding Import Full Containers and Export Full Containers.

(n21) Tariffs and prices set forth in sub-section 1.3.1 and 1.3.2 are applicable to those containers that have been discharged/loaded via the North Terminal as per conditions established in the Consession Contract. (n22) Free time to use the area of complete cargo discharge operation of the vessel. Calculation of use of operational area starts from the date and hour of complete cargo discharge from vessel and finishes when container is withdrawn from the yard. (n23) Free time period is 72 hours as established when the container is placed in the container yard for shipment. Calculation of use of operational area (storage) ends with vessel's Estimated Time of Berthing (ETB) to be communicated to users. For purposes of computation of storage free time storage and blicable storage, it should be taken in consideration the so-called "Billete ETB" that is published in the "Container Ship Programme" option on our website and defined in the Tariffs Regulation and Commercial Policy of APM Terminals Calles S.A.

Section 1.4 Temporary Depot Integrated Service for Import Containers (n24). Table with columns: Nature, Unit of charge, Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV), Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV). Includes sub-sections 1.4.1 through 1.4.3.

(n24) This shall be applicable when APM Terminals Calles S.A. has been nominated as Temporary Depot (0014). Service includes Cargo Portion of Standard Service, use of operational area until the 10th day, documentation revision, temporary depot documentation emission (voltage), customs transmission. Calculation of use of operational area is from the date of complete cargo discharge of the vessel and finishes when the container is withdrawn from the container yard. First two days (48 hours) are free of charge and are included within the standard service. (n25) This shall be applicable when APM Terminals Calles S.A. has been nominated as Temporary Depot (0014). Service includes Cargo Portion of Standard Service, use of operational area until the 7th day, documentation revision, temporary depot documentation emission (voltage), customs transmission. Use of operational area is calculated from the date the container is placed in the container yard until the Estimated Time of Berthing (ETB) of the vessel. For purposes of computation of storage free time storage and blicable storage, it should be taken in consideration the so-called "Billete ETB" that is published in the "Container Ship Programme" option on our website and defined in the Tariffs Regulation and Commercial Policy of APM Terminals Calles S.A. First two days (48 hours) are free of charge and are included within standard service. (n26) This shall be applicable when APM Terminals Calles S.A. has been nominated as Temporary Depot (0014). Service includes Cargo Portion of Standard Service, use of operational area until the 10th day, documentation revision, temporary depot documentation emission (voltage), customs transmission. Use of operational area is calculated from the date the container is placed in the container yard until the Estimated Time of Berthing (ETB) of the vessel. For purposes of computation of storage free time storage and blicable storage, it should be taken in consideration the so-called "Billete ETB" that is published in the "Container Ship Programme" option on our website and defined in the Tariffs Regulation and Commercial Policy of APM Terminals Calles S.A. First two days (48 hours) are free of charge and are included within standard service. (n27) This shall be applicable when APM Terminals Calles S.A. has been nominated as Temporary Depot (0014). Service includes Cargo Portion of Standard Service, use of operational area until the 10th day, documentation revision, temporary depot documentation emission (voltage), customs transmission. Use of operational area is calculated from the date the container is placed in the container yard until the Estimated Time of Berthing (ETB) of the vessel. For purposes of computation of storage free time storage and blicable storage, it should be taken in consideration the so-called "Billete ETB" that is published in the "Container Ship Programme" option on our website and defined in the Tariffs Regulation and Commercial Policy of APM Terminals Calles S.A. First two days (48 hours) are free of charge and are included within standard service.

Section 1.5 Other Special Services for Containers (Port Terminal & Temporary Depot) - Services to the Cargo. Table with columns: Nature, Unit of charge, Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV), Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV). Includes sub-sections 1.5.1 (Special Cargo), 1.5.2 (Reefer Containers), and 1.5.3 (Carro Handling and horizontal movement operations).

(n32) In the event that a container carries several classes of IMO cargo, the higher price amount of IMO classes will be applied as one side charge. Price of service (subsection 1.5.1.4) does not apply for ammunition (n35) IMO Class 5.1 unless the user requires the service. (n33) The price of this service (subsection 1.5.1.3) does not apply for Fishmeal - IMO Class 9 previously declared as such in the Container Announcement List (CAL) for shipping as per procedures. (n34) This service covers additional capacity of container yard or stacks of full containers (except transshipment). Price is independent from the number of storage days at the Terminal. This is not applicable for containers of Temporary Depot service (section 1.4 services). (n35) Applicable to all users that necessarily require the services, according to conditions established in the Tariffs Regulation and Commercial Policy of APM Terminals Calles S.A. (n36) This is applicable until the day of storage also. This tariff is applicable to all containers that are loaded or discharged via the Mulipurpose North Terminal, except for transshipment and re-stow containers. (n37) This tariff is applicable from 7 months of storage (when APMTC is not been appointed Temporary Depot). Whenever APMTC is appointed as Temporary Depot, price is applicable until day 8th onwards. (n38) Service includes the use of Mobile Harbour Cranes per a period of 4 hours. For deconsolidations, service also includes the separation of the cargo that is located inside the container (flat rack or another) and placing the cargo on the truck or unit assigned by the consignee (or representative). In the event of consolidations, it comprises the reception of the cargo from trucks or the transport unit of the consignee (or representative) and the consolidation of the cargo or its placement inside the container (flat rack or another). This is subject to Mobile Harbour Cranes' availability. (n39) It is charged to each breakdown BL, mother, BL, son or BL, grandson. (n40) Respective labels shall be placed according to cargo classification as per IMDG code for export operations. For import operations, placing of label shall take place wherever a discharged container does not have a label or corresponding label, in such case, removal of labels will take place. Label removal shall also take place when containers are returned for their reutilization or in those cases when these do not correspond to IMDG code, for changing the correct label instead. (n41) Weighing of containers shall be executed at the facilities of the North Terminal as per request of the user (cargo owner or consignee) or the authorities. The charge of this service is applicable for containers that suffered no modification (from physical inspection or other reason), and which additional weighing result does not vary more than 3% of registered weight from standard service weighing. (n42) This service shall not be applicable for shipping, unloading or transport services for import containers set forth in Section 1.1.2 and 1.1.3 of current Tariff Schedule.

SECTION 2 BREAK BULK CARGO SERVICES

Section 2.1 Standard Service to the Vessel - Services to the Vessel. Table with columns: Nature, Unit of charge, Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV), Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV). Includes sub-sections 2.1.1 (Standard Service to the Vessel) and 2.1.2 (Standard Service for Break Bulk Cargo).

(n43) Vessel portion of this tariff includes transference of the cargo from vessel to the quay, lashing/unlashing and tally. Payment of Vessel portion will be applicable to the shipping line or cargo consignee, upon conditions set forth in the maritime shipping contract. If vessel portion of this tariff is charged to the cargo consignee, then IGW (IVG) shall be applicable to this tariff. (n44) This is applicable to the cargo that is re-stowed in the same hold (level) or in another hold (level) of the vessel which in both cases cargo requires to be temporarily transferred to the quay. (n45) Price of service includes 3 free days of storage which applies after completion of cargo discharge operation of the vessel.

Section 2.3 Special Service of Use of Operational Area (Port Terminal) - Services to the Cargo. Table with columns: Nature, Unit of charge, Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV), Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV). Includes sub-sections 2.3.1 (Use of Operational Area - All traffic) and 2.3.2 (Use of Operational Area - Break Bulk cargo).

Section 2.4 Temporary Depot Integrated Service - All traffic (n46). Table with columns: Nature, Unit of charge, Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV), Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV). Includes sub-sections 2.4.1 (Break Bulk Cargo) and 2.4.2 (Use of operational area from days 21 onwards and other services (n47)).

(n46) This is applicable when APM Terminals Calles S.A. is appointed as Temporary Depot (code 0014) after cargo has been previously contracted and accepted by APMTC (Subject to space availability). It includes the Standard Service cargo portion, use of operational area until day 10, temporary depot documentation emission (voltage) and transmission to Customs. First three calendar days are free of charge and are part of the Standard Service. (n47) Price of section 2.3.1.4 is applicable for use of operational area of Temporary Depot from day 21 onwards. For the other services, tariffs and prices of sections from 2.5.2 to 2.5.4 are applicable independently from the number of storage days of break bulk cargo in the Terminal.

Section 2.5 Additional Services to Break Bulk Cargo (Port Terminal & Temporary Depot) - Services to the Cargo. Table with columns: Nature, Unit of charge, Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV), Vessel (Tariff), Vessel (IGV), Cargo (Tariff), Cargo (IGV). Includes sub-sections 2.5.1 (Use of Simple Depot - All traffic (n48)), 2.5.2 (Special Cargo), 2.5.3 (Cargo Handling and horizontal movement operations), and 2.5.4 (Other services).

(n48) This service refers to receiving Break Bulk cargo, placing it in a designated area and storing it for a period agreed by the exporter or importer and APM Terminals Calles S.A. This is applicable for Break Bulk cargo that will be finally shipped as another type of cargo (in containers mainly) or for another cargo that has been unladen in container and is then stored as Break Bulk. Standard service shall not be provided to Break Bulk cargo in this case. Tariff for this service is applicable as Simple Depot only. Spaces are subject to availability. (n49) This is applicable to all cargo that cannot be transferred by its own means, weighing over 30 tons or being over 50 m3 per unit. The unit of charge shall be applicable to the larger measure between tonnage and dimension in m3. Tariff shall be charged to the shipping line or cargo consignee according to the maritime shipping contract. (n50) Tariff corresponds to loading and unloading operations of hazardous break bulk cargo (IMB) whenever additional equipment and/or personnel is to be provided as per Port Authority regulation or upon request of the user. Tariffs of sections 2.5.2 and 2.5.2.4 include Standard Service to break bulk cargo. Additional equipment and personnel are not to be provided, then Standard Service tariff to break bulk cargo shall be applicable. Under direct treatment, import hazardous cargo is delivered to the user. In the berth (next to the ship) immediately after being discharged. Under indirect treatment, import hazardous cargo is delivered to the user at the storage area. (n51) This refers to handling of cargo using forklifts and/or pumps for the receipt or reception of cargo. This service shall be provided upon request of the user (cargo owner or consignee) or the authorities. (n52) Price is applicable for special treatment to break bulk cargo in the storage yard in order to separate/dispatch/unload or place/load break bulk cargo from metallic platforms (called MAFI trailers). This is provided to the cargo consignee. (n53) Service includes the use of Mobile Harbour Cranes, for special treatment of Break Bulk cargo at the operational area, for the period of 8 (four) hours in order to separate/withdraw/discharge and place/load break bulk cargo from metallic platforms (Refered to as MAFI trailer). Price is provided to the Cargo Consignee, being applicable in those cases where Mobile Harbour Cranes are required for less than four-hour (4) periods. This is subject to Mobile Harbour Cranes' availability. (n54) This is applicable to assembly/disassembly or dismantling/separating of MAFI for its delivery to the shipping line. This is included to shipping lines.

RO-RO CARGO SERVICES												
SECTION 3	Standard Service	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)	
3.1.1 Standard Service to the Vessel - Services to the Vessel	Standard Service	Regulated	Total LoA (m) x Hours	1.24	0% Rate			1.14	0% Rate			
	3.1.1.1 Use or rental of berth (Tariff per hour or fraction hour) (n1)											
	3.1.2 Standard Service to Ro-Ro Cargo	Regulated	Per ton	3.50	0% Rate	37.00	6.66	3.50	0% Rate	32.50	5.81	
3.1.2.1 Loading or Unloading of Ro-Ro Cargo (n5)												
(n5) Vessel portion of this tariff will be charged to the Shipping line (representative), unless maritime shipping contract indicates otherwise. If Vessel portion of this tariff is charged to the cargo consignee, then IGV (IWA) shall be applicable to this tariff.												
3.2.1 Re-stow of Ro-Ro cargo	Special Services - Services to the Vessel	Regulated	Per ton	41.50	0% Rate			40.00	0% Rate			
	3.2.1.1 Re-stow via vessel											
	3.2.1.2 Re-stow via quay (n56)							80.00	0% Rate			
	3.2.2 Transhipment of Ro-Ro cargo	Non Regulated	Per ton	71.60	0% Rate							
3.2.2.1 Transhipment of Ro-Ro cargo - Complete cycle (n57)												
(n56) This is applicable to the cargo that is re-stowed in the same hold (level) or in another hold (level) of the vessel which in both cases cargo requires to be temporarily transferred to the quay.												
(n57) Price of service includes 3 free days of storage which applies after completion of cargo discharge operation of the vessel.												
3.3.1 Use of Operational Area - All traffic (n58)	Special Service of Use of Operational Area (Port Terminal) - Services to the Cargo	Regulated	Per ton	42.00	7.56							
	3.3.1.1 Days: 1 - 3 (Free time - included in Standard Service)											
	3.3.1.2 Days: 4 - 10 (Price for total period or fraction period)											
3.3.1.3 Days: 11 - onwards (Price per day or fraction day)	Non Regulated	Per ton	15.60	2.81								
(n58) Phases of this section are applicable to all types of vehicle and machinery.												
3.4.1 Temporary Depot Integrated Service - All traffic (n59)	Special Service of Temporary Depot - Services to the Cargo	Regulated	Per ton	70.00	12.60							
	3.4.1.1 Ro-Ro cargo in general - Includes use of operational area until day 10											
	3.4.1.2 Use of operational area from day 11 onwards (Price per day or fraction day)	Non Regulated	Per ton/day	10.00	1.80							
3.4.1.3 Other services (n60)												
See section 3.5												
(n59) This is applicable whenever APM Terminals Calles S.A. is appointed as Temporary Depot (code 3714) after cargo has been previously coordinated and accepted by APMTIC (Subject to space availability). It includes the Standard Service cargo portion, use of operational area until day 10, temporary depot documentation/mission (variate) and transmission to Customs. First three calendar days are free of charge and any of the Standard Service. Prices of this section are applicable to all types of vehicles and machinery.												
(n60) Phases of section 3.5 apply to other services of Temporary Depot, independently from the number of storage days of Ro/Ro cargo.												
3.5.1 Handling Services in Storage area	Other Special Services to Ro-Ro Cargo (Port Terminal & Temporary Depot) - Services to the Cargo	Regulated	Per ton	10.50	1.89							
	3.5.1.1 Handling for ready of Ro-Ro cargo (n61)											
	3.5.1.2 Extra movement of Ro-Ro cargo (n62)			2.10	0.38							
	3.5.2 Deconsolidation/Consolidation											
	3.5.2.1 Deconsolidation/Consolidation of Ro-Ro cargo with MAFIs (n63)						276.00	49.68				
3.5.2.2 Deconsolidation/Consolidation of Ro-Ro cargo on MAFI's with Mobile Harbour Cranes (Price per shift or fraction shift) (n64)	Non Regulated	Per Shift			1,250.00	225.00						
3.5.2.3 Deconsolidation/Consolidation of MAFI's (n64)		Per MAFI	83.00	14.94								
(n61) This refers to handling of cargo using gantry and/or equipment for the registry or inspection of the cargo, as per request of the user, (cargo owner or consignee), or authorities.												
(n62) Additional movement of Ro-Ro cargo between two points within the Multipurpose North Terminal facilities which is not included in the Standard Service, and upon request of the user, (cargo owner or consignee) or competent authority.												
(n63) This is applicable for special treatment to Ro-Ro cargo in the storage area in order to separate/stack/unload or placeload Ro/Ro cargo from metallic platforms (called MAFI's trailers). This is included to the cargo consignee.												
(n64) Service includes the use of Mobile Harbour Cranes for special treatment of Ro-Ro cargo: all operational area, for the period of four (04) hours in order to separate/unload/discharge and placeload Ro-Ro cargo from metallic platforms (Referred to as MAFI's trailer). Price is invoiced to the Cargo Consignee, being applicable in those cases where Mobile Harbour Cranes are required for less than four-hour (4) periods. This is subject to Mobile Harbour Cranes' availability.												
SOLID BULK CARGO												
4.1.1 Standard Service to the Vessel - Services to the Vessel	Standard Service	Regulated	Total LoA (m) x Hours	1.24	0% Rate			1.14	0% Rate			
	4.1.1.1 Use or rental of berth (Tariff per hour or fraction hour) (n1)											
	4.1.2 Standard Service to Solid Bulk Cargo - Services to the Cargo	Regulated	Per ton	6.44	1.16					5.60	1.01	
4.1.2.1 Loading or Unloading of Solid Bulk												
4.2.1 Hatches or Hold Lids(n6)	Special Services - Services to the Vessel	Regulated	Per move	0.00	0% Rate							
	4.2.1.1 Movement of ISO hatches											
4.3.1 Remove/place of artificial separation in vessel's hold	Special Services - Services to the Cargo	Regulated	Per operation	1,650.00	297.00					1,500.00	270.00	
	4.3.1.1 Remove of artificial separation in vessel's hold											
	4.3.2 Use of Operational Area - All traffic											
	4.3.2.1 Days: 1 - 5 (Free time - included in Standard Service) (n65)											
	4.3.2.2 Days: 6 - 15 (Price for whole period or fraction period)											
4.3.2.3 Days: 16 - 30 (Price for whole period or fraction period)	Non Regulated	Per ton	2.90	0.52								
4.3.2.4 Days: 31 - onwards (Price per day or fraction day)		Per ton/day	4.00	0.72								
4.3.3 Other services					0.40	0.07						
4.3.3.1 Additional weighing (Extra movement is not included) (n66)	Non Regulated	Per truck			21.00	3.78						
(n65) Free days are given to goods which use absorbing towers and silos.												
(n66) This service shall be provided within facilities of Multipurpose North Terminal as per request of user or authorities. (Extra) movement of solid bulk cargo is requested from its stacking area to the Gates area. Such service does not include extra movement service.												
LIQUID BULK CARGO												
5.1.1 Standard Service to the Vessel - Services to the Vessel	Standard Service	Regulated	Total LoA (m) x Hours	1.24	0% Rate			1.14	0% Rate			
	5.1.1.1 Use or rental of berth (Tariff per hour or fraction hour) (n1)											
	5.1.2 Standard Service to Liquid Bulk Cargo - Services to the Cargo	Regulated	Per ton	3.28	0.59					2.50	0.45	
5.1.2.1 Loading or Unloading of Liquid Bulk												
5.2.1 Use of Contention Barriers	Special Services - Services to the Cargo	Regulated	Per day	1,250.00	225.00					1,160.00	208.80	
	5.2.1.1 Use of Contention Barriers (Tariff per day or fraction day) (n67)											
(n67) This is applicable for the use of contention barriers during loading and unloading operations of hazardous substances and/or goods such as hydrocarbons and other liquid bulk. Service includes placing and unloading contention barriers as well as cleaning and drying of contention barriers. Tariff of this service during loading/unloading operations of hazardous liquid bulk shall be applicable to the cargo consignee, unless otherwise detailed in the maritime shipping contract.												
PASSENGERS												
6.1.1 Standard Service to the Vessel - Services to the Vessel	Standard Service	Regulated	Total LoA (m) x Hours	1.24	0.22			1.14	0.21			
	6.1.1.1 Use or rental of berth (Tariff per hour or fraction hour) (n1)											
6.1.2 Standard Service per Passenger		Regulated	Per Passenger			14.27	2.57			13.01	2.34	
6.1.2.1 Standard Service per Passenger (n68)												
(n68) Children under 12 years old and crew members are not subject to charge.												
OTHER COMMON SERVICES TO THE VESSEL (n69)												
7.1.1 Use of Contention Barriers	Special Services - Services to the Vessel	Regulated	Per dia	1,250.00	225.00					1,160.00	208.80	
	7.1.1.1 Use of Contention Barriers (Tariff per hour or fraction hour) (n70)											
7.1.2 Hold Cleaning (n71)		Non Regulated	Per gang/Shift	510.00	91.80							
7.1.2.1 Vessel Holds cleaning (price per gang-shift or fraction) (n72)												
7.1.2.2 Unloading of solid waste (price per M3 or fraction) (n73)		Non Regulated	Per M3	255.00	45.90							
7.1.3 Sludge Management												
7.1.3.1 Oil Waste Management (n74)		Non Regulated	Per truck	1,326.00	238.68							
7.1.3.2 Unloading of solid waste (price per M3 or fraction) (n75)		Non Regulated	Per M3	357.00	64.26							
7.1.4 Other services												
7.1.4.1 Water supply (n76)		Non Regulated	Per ton	8.70	1.57							
7.1.4.2 Phone service		Non Regulated	Per activity									
(n69) Services applicable to all type of vessel.												
(n70) This is applicable for the use of contention barriers during fuel supply operations to the vessel. Service includes placing and unloading contention barriers as well as cleaning and drying service. Tariff for contention barriers shall be applicable to the shipping line or its representative.												
(n71) This service will apply to users named "Clients of ordinary service" which refers to loading or discharge operations per vessel call, and in case of discharge and loading operations of incompatible goods of same vessel call, in other words, to discharging and loading operations of incompatible goods of same vessel call, in other words, to discharging cargo not compatible with products to be loaded. This includes vessel hold cleaning service (price of section 7.1.2.1 of Tariff Rates) and unloading of solid waste (price of section 7.1.2.2), as result of cleaning process, and it does not include washing of holds.												
(n72) This service refers to picking up solid waste onboard the vessel such as materials from lash/unlash/unlashing (wood, cardboard and others) as well as other authorized solid wastage (wastage of shipped or unloaded cargo, etc.).												
(n73) This refers to unloading solid waste onboard the vessel such as materials from lash/unlash/unlashing (wood, cardboard and others) as well as other authorized solid wastage (wastage of shipped or unloaded cargo, etc.). Service includes temporary stores in the terminal facility if necessary, as well as final waste disposal. Minimum invoice shall be US\$ 255.												
(n74) Price of this service includes collection and final disposal of oily waste from vessel.												
(n75) This service refers to discharging or collecting from vessels recoverable waste from vessels, such as: plastic, plastic or metal rods, wood, cardboard, paper, magazines, and any other of the same type. Price of service applies to those cases where APM Terminals Calles S.A. does not carry out vessel hold cleaning service. Minimum invoice shall be US\$ 357.												
(n76) This shall be provided according to the Terminal's berth/pier capacity and shall be charged to the shipping line or representative.												
COMMERCIAL POLICIES (n77)												
8.1.1 Cancellation of container loading and withdraw of container (n78)	For containers	Non Regulated	Per container			200.00	36.00					
	8.1.1.1 20' Container											
8.1.1.2 40' Container						250.00	45.00					
8.1.2 Cancellation of break bulk and ro-ro cargo loading (n79)												
(n77) For further details on the scope and conditions of applicable discounts, offers and promotions, see Chapter V of Tariffs Regulation and Commercial Policy of APM Terminals Calles S.A. published on website: www.apmterminals.com .												
(n78) This is applicable whenever the user (consignee, representative or shipping line) withdraws a container after cancelling container loading. Price covers resource costs involved in standard service cancellation and container withdrawal. In this case standard service tariff shall not be applicable. It applies for full containers. Tariffs of section 1.3 (use of operating area) are applied if the container stays more than 48 hours.												
(n79) This is applicable whenever the user (consignee, representative or shipping line) withdraws the cargo that has not been shipped due to overbooking, stack weight, slow limitations, change of vessel, among others. Standard service (cargo portion) shall be charged as well as the use of operating area (Port Terminal). For use of operating area, the tariffs stated in section 2.3.1 and 3.3.1 shall be applicable if break bulk and ro-ro cargo stay longer than the free time granted by the standard service for these kinds of cargo.												

COMMERCIAL POLICIES

DISCOUNTS, OFFERS AND PROMOTIONS

Discounts, offers and promotions are commonly accepted practices that answer to compensatory circumstances which shall be determined by APM TERMINALS CALLAO S.A. in compliance with the principle of non-discrimination, equality, neutrality, prohibition of price transference and free election. In this regard, APM TERMINALS CALLAO S.A. shall generally establish the following commercial practices of discounts, offers and promotions:

Discounts

Discounts shall be effective during the period established by APM TERMINALS CALLAO S.A. User shall consider the possibility that discounts may not be renewed.

Promotions and/or temporary offers

APM TERMINALS CALLAO S.A. may temporarily provide, as part of its commercial policy, offers and/or promotions, as long as permanent equivalent conditions remain.

For cases foreseen in Section 5.1.1 and 5.1.2 of Tariff's Regulation and Commercial Policy, APM TERMINALS CALLAO S.A. shall publish on its website the effective term for temporary discounts, promotions and/or offers with details for the acknowledgement of users. APM TERMINALS CALLAO S.A. shall also publish termination date or modification of discounts, promotion and/or offers on its website on time.

CRITERIA FOR THE APPLICATION OF DISCOUNTS, OFFERS AND PROMOTIONS

APM TERMINALS CALLAO S.A. shall provide discounts, offers and/or promotions to less of current Tariffs and/or Prices applicable to the Vessel and/or the Cargo considering the following criteria:

- Cost benefit evaluation
- Market competitiveness
- Promotion of those services that could not have been provided without the application of discounts and/or promotions.
- Generation for more demand of services provided to Vessels, Cargo and others.
- Generation of more productivity.

In the case of Services provided to Vessels discounts, offers and/or promotions shall be established according to docking frequency, cargo volume and other criteria that are applicable by its nature.

In the event of Services provided to the Cargo, discounts, offers and/or promotions shall be established according to cargo volume and other criteria that are applicable by its nature.

Discounts, offers and/or promotions are addressed to all duly incorporated and formally represented User.

SPECIAL SERVICES WITH DISCOUNTS FIXED IN THE CONCESSION AGREEMENT

APM TERMINALS CALLAO S.A. shall provide the following Special Services established in the Concession Contract with a hundred per cent discount (100%), whenever the User requests this as complementary service to the Standard Service:

- Hatch mobilization (ISO Hatch)
- Re-stowage of containers (hold or via quay)
- Shipping/unloading and delivery to ISO/COC (Additional) - container 20 and 40 foot
- Horizontal movement in the Multipurpose North Terminal
- Handling of Cargo per registry (with or without forklift)
- Reefers energy
- Reefer inspection and monitoring
- Assembling and disassembling of clip system on reefers Ganets

These Special Services shall be provided considering principles set forth in the Tariff's Regulation and Commercial Policy, and the Concession Contract, so APM TERMINALS CALLAO S.A. and the User may not bridge rules and practices that may alter competition of Terminal Services, or that implies abusive and inefficient behaviours. For such reason, above detailed port services shall be provided as per regular and reasonable operations that Foreign Trade demands.

Description details of each service are included in Chapter VII of Services Summary of the Tariff's Regulation and Commercial Policy.

RESERVE OF GUARANTEED BERTHING WINDOW

Space may be reserved for Vessel's docking provided that this has been previously arranged between APM TERMINALS CALLAO S.A. and the shipping lines as per terms and conditions set forth in the Operations Regulations and procedures from the Berthing Window Reservation for Regular Service Vessels, established within Cause 8.14 of the Concession Contract.

APPLICATION OF TAX ON GENERAL SALES (IGV)

The rates and prices of standard and special services based at zero percent (0%) rate, which by version 4.0 of Tariff Scheme were listed as exempt from VAT, refer to those services according to the VAT Law considered as exports of services. Rate of 0% will apply as long as the User is considered under the category "International Cargo Carrier". Other than that the current rate of VAT amounting to 18% will apply.

PAYMENT CONDITIONS

Currency of Payment: Tariff and prices in American Dollars (US\$) may be cancelled in Nuevos Soles (S/.) according to the exchange rate indicated by Superintendencia of Bank, Insurance and AFP (SBS) at the date of payment.

Form of Payment: Payments may be through bank account transference, deposit or by check in the same bank that for this purpose will be assigned by APM TERMINALS CALLAO S.A.

Date of Payment: Payments shall be done according to the following considerations:

- Standard Services - Import: Before the cargo is picked up from the Terminal.
 - Standard Services - Export: when the appointed date is requested in order to enter the cargo to the Terminal for its shipment.
 - Special Services - Import: When the appointed date is requested to pick up the cargo from the Terminal.
 - Special Services - Export: At the moment the service is requested.
- e) In those services rendered as per specific contracts subscribed between APM TERMINALS CALLAO S.A. and a customer, payment conditions shall be executed according to the terms established in the Contract.

OFFERS

(1) SPECIAL OFFER FOR DRY CARGO CONTAINERS IN APM TERMINALS CALLAO'S TEMPORARY DEPOT

Dear customers and users,

APM Terminals Callao (APMTC) has set special offers for the containers processed as Temporary Depot (code 3014) that meet the requirements below, according to the type of operation. These offers include an extension of free storage period:

1. Extension of free days - dry cargo import

- Target group: Importers of dry cargo containers (consignees or its representatives -customs brokers, logistics operators, etc.).

- Segment: Importers who address dry cargo to APMTC's Temporary Depot.

- Temporary offer: Importers of dry cargo (consignees or its representatives -customs brokers, logistics operators, etc.) who guarantee minimum amounts equal to or greater than 200 and 800 containers through the APMTC's Temporary Depot will be granted an extension of the operating area (taking into account the 10 days including in the Integrated Service of Import Temporary Depot, sections 14.1.1 and 1.4.1.2 of the Tariff List) as follows:

(i) ≥ 250 containers = 10 extra free days

(ii) ≥ 800 containers = 20 extra free days

- (i) (≥ 250 containers): Effective from May 6, 2020 to April 30, 2021.

- (ii) (≥ 800 containers): Effective from June 12, 2020 to April 30, 2021.

- Requirements: The minimum amount of 250 containers will be recorded from May 6, 2020 to April 30, 2021, and the minimum amount of 800 containers will be recorded from June 12, 2020 to April 30, 2021. To that effect, importers should provide the APMTC's commercial area with the projections of the containers to be imported within the above-mentioned periods in order to determine the availability of space in the terminal. If at the end of such periods the minimum amounts required for this offer is not achieved, APMTC will charge the extra days following the ten days including in the service "Temporary Depot", according to the tariff list (section 1.4.1) in force at the moment of verification.

- This offer is subject to availability of space determined by APMTC.

2. Extension of free days - Dry cargo export

- Target group: Exporters of dry cargo.

- Segment: Exporters of dry cargo containers (forwarders or its representatives -customs brokers, logistics operators, etc.).

- Temporary offer: Exporters/forwarders or its representatives -customs brokers, logistics operators, etc.) who guarantee minimum amounts of more than 300, 800, and 3000 containers using the APMTC's Temporary Depot will be granted an extension of the operating area use (taking into account the 7 days including in the Integrated Service of Export Temporary Depot, sections 1.4.2.1 and 1.4.2.2 of the Tariff List), according to the table below:

(i) > 300 containers = 3 extra free days

(ii) > 800 containers = 8 extra free days

(iii) $> 3,000$ containers = 13 extra free days

- Effective from May 6, 2020 to April 30, 2021.

- Requirements: The amounts of more than 300, 800, and 3000 containers will be recorded from May 6, 2020 to April 30, 2021. To that effect, exporters should provide the APMTC's commercial area with the projections of the containers to be exported within the above-mentioned period order to determine the availability of space in the terminal. If at the end of such period the minimum volume required for this offer is not achieved, APMTC will charge the extra days following the seven days including in the service "Temporary Depot", according to the tariff list (section 1.4.2) in force at the moment of verification.

- This offer is subject to availability of space determined by APMTC.

(2) SPECIAL OFFER FOR FISHMEAL IN HIGH-CUBE CONTAINERS

Dear customers and users,

APM Terminals Callao (APMTC) has set that containers with fishmeal to be shipped will not be charged with the tariff of "high-cube containers" special service, subsection 1.5.1.7. This offer will be in force from July 1, 2020 to December 31, 2020.

3) SPECIAL OFFER FOR BREAK BULK CARGO - LOADING AND UNLOADING OF PROJECT OR OVERSIZED CARGO

Dear customers and users,

APM Terminals Callao (APMTC) has set special offers for break bulk cargo that meet the requirements below. These offers include a discounted tariff of the operative area use:

1. Discounted tariff of the operative area use - Project or oversized break bulk cargo to be loaded/unloaded

- Target group: Exporters or forwarders (or its representatives - customs brokers, logistics operators, etc.) and importers or consignees (or its representatives -customs brokers, logistics operators, etc.) of break bulk cargo destined for or coming from other port terminals nationwide or worldwide.

- Segment: Exporters/forwarders or Importers/consignees of break bulk cargo that load or unload project or oversized cargo greater than 100 m³ per package.

- Temporary offer: Exporters/forwarders or Importers/consignees who load or unload project or oversized cargo greater than 100 m³ per package will be granted 100% discount on the operative area use of break bulk cargo within days 4 to 10 (100% discount on the tariff of Section 2.3.1.2 of the Tariff List).

- Effective from September 1, 2020 to January 31, 2021.

- Requirements: Exporters/forwarders or Importers/consignees shall confirm the amount of m³ and tons to be load through APMTC. Each package should be greater than 100 m³.

- This offer will be subject to availability confirmed by APMTC.

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The regulated tariffs of standard container services with special offers of sections 1.1.2 and 1.1.3 and those corresponding to the ship (ship portion of full containers for loading/unloading, empty containers for loading/unloading and transshipment containers - full and empty-) of this Tariff Schedule will be in force until June 30, 2021.

The remaining regulated tariffs with promotion for standard services (use of berth, cargo portion of full containers for loading/unloading, standard service of break bulk cargo, standard service of ro-ro cargo, standard service of solid bulk cargo, standard service of liquid bulk cargo and standard passenger service) and for special services (re-stowage of break bulk and ro-ro cargo, loading/unloading of project cargo, special treatment of dangerous break bulk cargo, use of contentment barriers and removal of artificial separation) shall remain in force until September 30, 2020.

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