

GENERAL PUBLIC TARIFF

v 3.3

Item	Services description	Nature	Unit of charge	Tariff (USD)		
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SECTION 1 CONTAINER SERVICES

Section 1.1	Standard Services	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
1.1.1	Standard Service to the Vessel - Services to the Vessel						
1.1.1.1	Use or rental of berth (Tariff per hour or fraction hour) (n1)	Regulated	Total LoA (m) x Hours	0.74	Exonerated		
1.1.2	Loading and Unloading Containers - STS Gantry Cranes (n2)						
1.1.2.1	Loading and Unloading Full 20 Foot Container	Regulated	Per move	15.00	Exonerated	79.75	14.36
1.1.2.2	Loading and Unloading Full 40 Foot Container		Per move	15.00	Exonerated	127.13	22.88
1.1.2.3	Loading and Unloading Empty 20 Foot Container		Per move	75.81	Exonerated		
1.1.2.4	Loading and Unloading Empty 40 Foot Container		Per move	113.71	Exonerated		
1.1.2.5	Complete cycle 20 Foot Transhipment Container (full or empty) within the Terminal (n3)		Per complete cycle	75.81	Exonerated		
1.1.2.6	Complete cycle 40 Foot Transhipment Container (full or empty) within the Terminal (n3)	Per complete cycle	113.71	Exonerated			
1.1.3	Loading and Unloading Containers - Without STS Gantry Cranes (n4)						
1.1.3.1	Loading and Unloading Full 20 Foot Container	Regulated	Per move	2.50	Exonerated	68.57	12.34
1.1.3.2	Loading and Unloading Full 40 Foot Container		Per move	1.25	Exonerated	105.35	18.96
1.1.3.3	Loading and Unloading Empty 20 Foot Container		Per move	56.85	Exonerated		
1.1.3.4	Loading and Unloading Empty 40 Foot Container		Per move	85.28	Exonerated		
1.1.3.5	Complete cycle 20 Foot Transhipment Container (full or empty) within the Terminal (n3)		Per complete cycle	56.85	Exonerated		
1.1.3.6	Complete cycle 40 Foot Transhipment Container (full or empty) within the Terminal (n3)	Per complete cycle	85.28	Exonerated			

(n1): Including docking and undocking. The total length of the ship to be confirmed by the "Ship's Particulars". The use of the berth as from the receipt of the first line of the vessel toward the bollard, to the undocking of the last line before vessel departure.
 (n2): This tariff is applicable to berths with STS gantry cranes. In these berths, loading/unloading operations of containers will be carried out with STS gantry cranes only.
 (n3): Transhipment containers are those which arrive and are shipped in vessels that operate in the North Terminal. The tariff includes loading/unloading in both ships (complete transhipment cycle). It includes two days of operative area use. Inter-terminals Transhipment containers are also invoiced according to described tariffs in this section (1.1.2.5, 1.1.2.6, 1.1.3.5 y 1.1.3.6), in which tariff applies per move rather than per complete cycle. It also includes cabotage containers that are discharged in one ship and are loaded onboard another vessel calling at the North Terminal. Containers discharged in berths with STS gantry cranes and are then loaded in vessels at berths without STS gantry cranes (or viceversa) will be charged with section 1.1.2 tariff.
 (n4): This is applicable only in those berths which do not have STS gantry cranes.

Section 1.2	Special Services to the Vessel (n5)	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
1.2.1	Hatches or Hold Lids (n6)						
1.2.1.1	Movement of ISO hatches	Regulated	Per move	0.00	Exonerated		
1.2.2	Restow of containers (n6)						
1.2.2.1	Restow same hold 20 foot standard container	Regulated	Per container	0.00	Exonerated		
1.2.2.2	Restow same hold 40 foot standard container		Per container	0.00	Exonerated		
1.2.2.3	Restow via quay 20 foot standard container		Per container	0.00	Exonerated		
1.2.2.4	Restow via quay 40 foot standard container		Per container	0.00	Exonerated		
1.2.3	Increase of container productivity with Mobile Harbor Cranes (MHC)						
1.2.3.1	Supply of MHC to increase productivity during loading/unloading container operations (price per shift or shift fraction) (n7)	Non Regulated	Per Crane/Shift	1,787.22	Exonerated		
1.2.4	Use of Operational Area - Import Empty Containers (except Transhipment)						
1.2.4.1	48 hours (Free time included in Standard Service) (n8)	Regulated		Free			
1.2.4.2	Day: 3 - 6 (Tariff per day)	Non Regulated	Per TEU/day	1.58	Exonerated		
1.2.4.3	Day 7 - onwards (Price per day)		Per TEU/day	10.21	Exonerated		
1.2.5	Use of Operational Area - Export Empty Containers (except Transhipment)						
1.2.5.1	72 hours (Free time) (n9)	Regulated		Free			
1.2.5.2	Days: 4 - 6 (Tariff per day)	Non Regulated	Per TEU/day	1.58	Exonerated		
1.2.5.3	Days: 7 onwards (Price per day)		Per TEU/day	10.21	Exonerated		
1.2.6	Use of Operational Area - Transhipment Full Containers						
1.2.6.1	48 hours (Free time included in Standard Service) (n10)	Regulated		Free			
1.2.6.2	Day: 3 - 10 (Tariff per day)	Non Regulated	Per TEU/day	3.16	Exonerated		
1.2.6.3	Day: 11 - onwards (Price per day)		Per TEU/day	15.32	Exonerated		
1.2.7	Use of Operational Area - Transhipment Empty Containers						
1.2.7.1	48 hours (Free time included in Standard Service) (n10)	Regulated		Free			
1.2.7.2	Day: 3 - 10 (Tariff per day)	Non Regulated	Per TEU/day	1.58	Exonerated		
1.2.7.3	Day: 11 - onwards (Price per day)		Per TEU/day	15.32	Exonerated		
1.2.8	Special Container						
1.2.8.1	Loading/unloading and delivery non ISO/OOG (Additional) Container 20 and 40 foot (n6)	Regulated	Per container	0.00	Exonerated		
1.2.8.2	High Cube Containers 96" (n11)	Non Regulated	Per container	10.00	Exonerated		
1.2.9	Transhipment Reefer Containers						
1.2.9.1	Energy - container 20 and 40 foot (n6 and n12)	Regulated	Per Container/hour	0.00	Exonerated		
1.2.9.2	Inspection and monitoring - container 20 and 40 foot (n6 and n12)		Per Container/day	0.00	Exonerated		
1.2.9.3	Energy - container 20 and 40 foot (n13)	Non Regulated	Per Container/day	38.81	Exonerated		
1.2.9.4	Inspection and monitoring - container 20 and 40 foot (n13)		Per event	15.32	Exonerated		
1.2.10	Re-stow Reefer Containers (n14)						
1.2.10.1	Energy supply for re-stow reefer containers	Non Regulated	Per container	60.00	Exonerated		
1.2.11	Traction Service for Inter-terminal Transhipment Containers						
1.2.11.1	Inter-terminal Transport of Transhipment Containers (n15)	Non Regulated	Per container	20.43	Exonerated		

(n5): All the other services applying to all types of vessels are available in section 7 of this Tariff Schedule.
 (n6): Applicable to all users that necessarily require the service(s), according to conditions established in the Tariffs Regulation and Commercial Policy of APM Terminals Callao S.A.
 (n7): Charge of this price is applicable whenever service is required by users and is aimed to increase productivity of loading/unloading container operations above productivity levels set forth in the Concession Agreement. This price is applicable per MHC unit and per shift (or shift fraction) of 8 hours. In case productivity is increased by initiative of APM Terminals Callao S.A. and with no user request, productivity increase cost is under responsibility of APM Terminals Callao.
 (n8): Free time to run as from the end of complete discharge operation of the ship.
 (n9): 72 Free hours to run as from the period cargo is located in the Terminal yard for shipment. Storage time ends with vessel final ETB sent to the users.
 (n10): Free time to run as from the end of complete discharge operation of the vessel or from the moment the container is located in the Terminal yard for shipment.
 (n11): This service covers additional capacity of containers yard or stacks of empty containers (all traffic) and full transhipment containers. Price is independent from the number of storage days at the Terminal.
 (n12): Tariff applicable until day 10th of storage (inclusive).
 (n13): Price applicable as from 11th day onward.
 (n14): This is applicable to re-stow containers via quay, including inspection and monitoring if necessary. This is an one time payment to be applicable for total energy supply period to re-stow reefer containers.
 (n15): Service that involves moving the container between port terminals from the North Terminal to the South Terminal whenever a container is unloaded via the North Terminal and it is required to be shipped via the South Terminal and/or viceversa.

2.3.1.3	Days: 11 - 20 (Tariff per day or fraction day)	Non Regulated	Per ton/day			2.50	0.45
2.3.1.4	Days: 21 - onwards (Tariff per day or fraction day)		Per ton/day			4.00	0.72

Section 2.4 Special Service of Temporary Depot - Services to the Cargo		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
2.4.1	Temporary Depot Integrated Service - All traffic (n37)						
2.4.1.1	Break Bulk Cargo - Includes use of operational area until day 10		Per ton			25.00	4.50
2.4.1.2	Use of operational area from days 11 – 20 (Price per day of day fraction)	Non Regulated	Per ton/day			1.50	0.27
2.4.1.3	Use of operational area from day 21 onwards and other services (n38)						

(n37): This is applicable whenever APM Terminals Callao S.A. is appointed as Temporary Depot (code 3014) after cargo has been previously coordinated and accepted by APMTTC (Subject to space availability). It includes the Standard Service (total or cargo portion as per maritime contract terms), use of operational area until day 10, temporary depot documentation emission (volante) and transmission to Customs. First three calendar days are free of charge and are part of the Standard Service.

(n38): Price of section 2.3.1.4. is applicable for use of operational area of Temporary Depot service from day 21 and 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 Other Special Services to Break Bulk Cargo (Port Terminal & Temporary Depot) - Services to the Cargo		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
2.5.1	Use of Simple Depot - All traffic (n39)						
2.5.1.1	Days: 1 - 30 (Price per month or fraction month)		Per m2			10.21	1.84
2.5.2	Special Cargo						
2.5.2.1	Loading/Unloading of project cargo without mobile harbor crane (n40)		Per ton or m3			13.09	2.36
2.5.2.2	Loading/Unloading of project cargo with mobile harbor crane (n40)	Regulated	Per ton or m3			13.90	2.50
2.5.2.3	Special treatment to hazardous cargo using equipment and additional personnel - direct treatment (n41)		Per ton			11.07	1.99
2.5.2.4	Special treatment to hazardous cargo using equipment and additional personnel - indirect treatment (n41)		Per ton			18.99	3.42
2.5.3	Cargo Handling and horizontal movement operations						
2.5.3.1	Additional Movement to Standard Service in the terminal as per request of the user or competent authority		Per ton			3.06	0.55
2.5.3.2	Handling for registry of break bulk cargo (n42)		Per ton			3.06	0.55
2.5.3.3	Deconsolidation/Consolidation of break bulk cargo with MAFIs (n43)	Non Regulated	Per MAFI			200.00	36.00
2.5.3.4	Deconsolidation/Consolidation of MAFIs (n44)		Per MAFI	50.00	9.00		
2.5.4	Other services						
2.5.4.1	Additional weighing (This does not include extra movement)	Non Regulated	Per truck			20.43	3.68
2.5.5	Productivity increase for loading and unloading operations (n45)						
2.5.5.1	Productivity higher or equal to 305 tons-hour		Per ton			8.36	1.50
2.5.5.2	Productivity higher or equal to 406 tons-hour	Regulated	Per ton			8.84	1.59
2.5.5.3	Productivity higher or equal to 610 tons-hour		Per ton			9.78	1.76

(n39): 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 Callao 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 unloaded 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. Space is subject to availability.

(n40): This is applicable to all cargo that cannot be transferred by its own means, weighing over 35 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.

(n41): Tariff corresponds to loading and unloading operations of hazardous break bulk cargo (IMO) whenever additional equipment and/or personnel is to be provided as per Port Authority regulation or upon request of the user. Tariffs of sections 2.5.2.3 and 2.5.2.4 include Standard Service to break bulk cargo. If 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 to be 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.

(n42): This refers to handling of cargo using forklifts and/or gangs for the registry or inspection of cargo. This service shall be provided upon request of the user (cargo owner or consignee) or the authorities.

(n43): This 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 invoiced to the cargo consignee.

(n44): This is applicable for assembly/placing or disassembly/separating of MAFIs for its delivery to the shipping line. This is invoiced to shipping lines.

(n45): This service is applicable whenever such service is required by the user and is aimed to increase the productivity for loading and unloading operations of break bulk cargo above the productivity levels set forth in the Concession Agreement. This includes Standard Service tariff to break bulk cargo and such service shall be charged to the Cargo consignee otherwise detailed in the maritime shipping agreement. If productivity is increased by decision of APM Terminals Callao S.A. without the user request, no charge will be applicable to the user.

SECTION 3 RO-RO CARGO SERVICES

Section 3.1 Standard Service		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
3.1.1	Standard Service to the Vessel - Services to the Vessel						
3.1.1.1	Use or rental of berth (Tariff per hour or fraction hour) (n1)	Regulated	Total LoA (m) x Hours	0.74	Exonerated		
3.1.2	Standard Service to Ro-Ro Cargo						
3.1.2.1	Loading or Unloading of Ro-Ro Cargo (n46)	Regulated	Per ton	3.50	Exonerated	26.50	4.77

(n46): Vessel portion of this tariff will be charged to the Shipping line (or representative), unless maritime shipping contract indicates otherwise. If Vessel portion of this tariff is charged to the cargo consignee, then IGV (IVA) shall be applicable to this tariff.

Section 3.2 Special Services - Services to the Vessel		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
3.2.1	Re-stow of Ro-Ro cargo						
3.2.1.1	Re-stow via vessel		Per ton	3.00	Exonerated		
3.2.1.2	Re-stow via quay (n47)	Regulated	Per ton	5.25	Exonerated		

(n47): 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.

Section 3.3 Special Service of Use of Operational Area (Port Terminal) - Services to the Cargo		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
3.3.1	Use of Operational Area - All traffic (n48)						
3.3.1.1	Days: 1 - 3 (Free time - included in Standard Service)	Regulated				Free	
3.3.1.2	Days: 4 - 10 (Price for total period or fraction period)					40.00	7.20
3.3.1.3	Days: 11 - onwards (Price per day or fraction day)	Non Regulated	Per ton			15.00	2.70

(n48): Prices of this section are applicable to all types of vehicle and machinery.

Section 3.4 Special Service of Temporary Depot - Services to the Cargo		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
3.4.1	Temporary Depot Integrated Service - All traffic (n49)						
3.4.1.1	Ro-Ro cargo in general - Includes use of operational area until day 10		Per ton			65.00	11.70
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 (n50)						

(n49): This is applicable whenever APM Terminals Callao S.A. is appointed as Temporary Depot (code 3014) after cargo has been previously coordinated and accepted by APMTTC (Subject to space availability). It includes the Standard Service (total or cargo portion as per maritime contract terms), use of operational area until day 10, temporary depot documentation emission (volante) and transmission to Customs. First three calendar days are free of charge and are part of the Standard Service. Prices of this section are applicable to all types of vehicles and machinery.

(n50): Prices of section 3.5 apply to other services of Temporary Depot, independently from the number of storage days of RoRo cargo.

Section 3.5 Other Special Services to Ro-Ro Cargo (Port Terminal & Temporary Depot) - Services to the Cargo		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
3.5.1	Servicios de manipuleo en zonas de almacenamiento						
3.5.1.1	Handling for registry of Ro-Ro cargo (n51)	Non Regulated	Per ton			10.21	1.84
3.5.1.2	Extra movement of Ro-Ro cargo (n52)		Per ton			2.04	0.37
3.5.2	Deconsolidation/Consolidation						
3.5.2.1	Deconsolidation/Consolidation of Ro-Ro cargo with MAFIs (n53)	Non Regulated	Per MAFI			200.00	36.00
3.5.2.2	Deconsolidation/Consolidation of MAFIs (n44)		Per MAFI	50.00	9.00		

(n51): This refers to handling of cargo using gangs and/or equipment for the registry or inspection of the cargo, as per request of the user, (cargo owner or consignee), or authorities.

(n52): 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.

(n53): This is applicable for special treatment to Ro-Ro cargo in the storage area in order to separate/dispatch/unload or place/load RoRo cargo from metallic platforms (called MAFI trailers). This is invoiced to the cargo consignee.

SECTION 4 SOLID BULK CARGO

Section 4.1 Standard Service		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
4.1.1	Standard Service to the Vessel - Services to the Vessel						
4.1.1.1	Use or rental of berth (Tariff per hour or fraction hour) (n1)	Regulated	Total LoA (m) x Hours	0.74	Exonerated		
4.1.2	Standard Service to Solid Bulk Cargo - Services to the Cargo						
4.1.2.1	Loading or Unloading of Solid Bulk	Regulated	Per ton			3.94	0.71

Section 4.2 Special Services - Services to the Vessel		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
4.2.1	Hatches or Hold Lids(n6)						
4.2.1.1	Movement of ISO hatches	Regulated	Per Move	0.00	Exonerated		

Section 4.3 Special Services - Services to the Cargo		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
4.3.1	Use of Operational Area - All traffic						
4.3.1.1	Days: 1 - 5 (Free time - included in Standard Service) (n54)	Regulated				Free	
4.3.1.2	Days: 6 - 15 (Price for whole period or fraction period)					2.75	0.50
4.3.1.3	Days: 16 - 30 (Price for whole period or fraction period)	Non Regulated	Per ton			4.00	0.72
4.3.1.4	Days: 31 - onwards (Price per day or fraction day)		Per ton/day			0.40	0.07
4.3.2	Other services						
4.3.2.1	Additional weighing (Extra movement is not included) (n55)	Non Regulated	Per truck			20.43	3.68

(n54): Free days are given to goods which use absorbing towers and silos.

(n55): 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.

SECTION 5 LIQUID BULK CARGO

Section 5.1 Standard Service		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
5.1.1	Standard Service to the Vessel - Services to the Vessel						
5.1.1.1	Use or rental of berth (Tariff per hour or fraction hour) (n1)	Regulated	Total LoA (m) x Hours	0.74	Exonerated		
5.1.2	Standard Service to Liquid Bulk Cargo - Services to the Cargo						
5.1.2.1	Loading or Unloading of Liquid Bulk	Regulated	Per ton			1.18	0.21

Section 5.2 Special Services - Services to the Cargo		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
5.2.1	Use of Contention Barriers						
5.2.1.1	Use of Contention Barriers (Tariff per day or fraction day) (n56)	Regulated	Per day			429.09	77.24

(n56): 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 unplacing 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.

SECTION 6 PASSENGERS

Section 6.1 Standard Service		Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
6.1.1	Standard Service to the Vessel - Services to the Vessel						
6.1.1.1	Use or rental of berth (Tariff per hour or fraction hour) (n1)	Regulated	Total LoA (m) x Hours	0.74	0.13		

6.1.2	Standard Service per Passenger						
6.1.2.1	Standard Service per Passenger (n57)	Regulated	Per Passenger			8.43	1.52

(n57) Children under 12 years old and crew members are not subject to charge.

SECTION 7	OTHER COMMON SERVICES TO THE VESSEL (n58)						
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Section 7.1	Special Services - Services to the Vessel	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
7.1.1	Use of Contention Barriers						
7.1.1.1	Use of Contention Barriers (Tariff per hour or fraction hour) (n59)	Regulated	Per day	429.09	77.24		
7.1.2	Other services						
7.1.2.1	Water supply	Non Regulated	Per ton	6.00	1.08		
7.1.2.2	Phone service	Non Regulated	Per activity	Per quote			
7.1.2.3	Unloading of solid waste (n60)	Non Regulated	Per M3	80.00	14.40		

(n58) Services applicable to all type of vessels.

(n59) This is applicable for the use of contention barriers during fuel supply operations to the vessel. Service includes placing and unplacing contention barriers as well as cleaning and drying service. Tariff for contention barriers shall be applicable to the shipping line or its representative.

(n60) This refers to unloading or receiving recoverable waste from vessels, such as: plastics, plastic or metal cords, wood, cardboard, paper, magazines, and any other of the same type. Minimum invoice shall be USD 80.00

SECTION 8	COMMERCIAL POLICIES (n61)						
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(n61): For further details on the scope and conditions of applicable discounts, offers and promotions, see Charter V of Tariffs Regulation and Commercial Policy of APM Terminals Callao S.A. published on website: www.apmterminalscallao.com.pe

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 fees 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/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 CONTRACT

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 Hatches)
Re-stowage of containers (Hold or via quay)
Shipping/unloading and delivery no ISO/OOG (Additional) - container 20 and 40 foot
Horizontal movement in the Multipurpose North Terminal
Handling of Cargo per registry (with or without forklifts)
Reefer energy
Reefer inspection and monitoring
Assembling and disassembling of clip system on reefer Gensets

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 Clause 8.14 of the Concession Contract.

TERMINATION OF SHIPMENT

Whenever a shipping line, Cargo consignee or its representative, after "Cut-Off" term is over, requests termination of a shipment within Standard Service framework, due to reasons such as "overbooking", "stack weight", stowage limitations, change of vessel or similar situations; and afterwards he requests the shipment of his cargo; this shall be considered as a new Standard Service has been requested.

In addition to this, whenever the cargo consignee, his representative or the shipping line requests to pick up a container that had not been shipped, it shall be considered as a new Standard Service to pay.

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 Superintendence 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:

- a) Standard Services - Import: Before the cargo is picked up from the Terminal.
- b) Standard Services - Export: when the appointed date is requested in order to enter the cargo to the Terminal for its shipment.
- c) Special Services - Import: When the appointed date is requested to pick up the cargo from the Terminal.
- d) 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.

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