

**GENERAL PUBLIC TARIFF OF APM TERMINALS CALLAO S.A.**

v 9.2

Item	Services description	Nature	Unit of charge	Tariff (USD)				Special tariff (USD)			
CONTAINERS											
Section 1.1	Standard Services	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)	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	1.24	0% Rate			1.14	0% Rate		
1.1.2	Loading and Unloading Containers - STS Gantry Cranes (n2 and n3)										
1.1.2.1	Loading and Unloading Full 20 Foot Container		Per move	9.50	0% Rate	150.50	27.09	9.50	0% Rate	118.50	21.33
1.1.2.2	Loading and Unloading Full 40 Foot Container		Per move	9.50	0% Rate	230.60	41.51	9.50	0% Rate	182.00	32.76
1.1.2.3	Loading and Unloading Empty 20 Foot Container		Per move	125.00	0% Rate			113.50	0% Rate		
1.1.2.4	Loading and Unloading Empty 40 Foot Container	Regulated	Per move	185.00	0% Rate			167.50	0% Rate		
1.1.2.5	Complete cycle 20 Foot Transhipment Container (full or empty within the Terminal (n4))		Per complete cycle	139.00	0% Rate			111.50	0% Rate		
1.1.2.6	Complete cycle 40 Foot Transhipment Container (full or empty within the Terminal (n4))		Per complete cycle	210.00	0% Rate			166.50	0% Rate		
1.1.3	Loading and Unloading Containers - Without STS Gantry Cranes (n3 and n5)										
1.1.3.1	Loading and Unloading Full 20 Foot Container		Per move	5.30	0% Rate	132.70	23.89	5.30	0% Rate	100.00	18.00
1.1.3.2	Loading and Unloading Full 40 Foot Container		Per move	5.30	0% Rate	204.70	36.85	5.30	0% Rate	151.00	27.18
1.1.3.3	Loading and Unloading Empty 20 Foot Container	Regulated	Per move	103.00	0% Rate			96.50	0% Rate		
1.1.3.4	Loading and Unloading Empty 40 Foot Container		Per move	154.00	0% Rate			144.00	0% Rate		
1.1.3.5	Complete cycle 20 Foot Transhipment Container (full or empty within the Terminal (n4))		Per complete cycle	111.00	0% Rate			102.00	0% Rate		
1.1.3.6	Complete cycle 40 Foot Transhipment Container (full or empty within the Terminal (n4))		Per complete cycle	166.00	0% Rate			152.50	0% Rate		
(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.											
(n3) The containers whose dimensions are less than 20-foot containers will be charged with 20-foot container tariff. The containers whose dimensions are higher than 20-foot containers will be charged with 40-foot container tariff.											
(n4) 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 on 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.											
(n5) This is applicable only in those berths which do not have STS gantry cranes and in those cases when loading/unloading operations of containers will be carried out without STS gantry cranes.											
Section 1.2	Special Services to the Vessel (n6)	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
1.2.1	Hatches or Hold Lids (n7)										
1.2.1.1	Movement of ISO hatches	Regulated	Per move	0.00	0% Rate						
1.2.2	Restow of containers (n8)										
1.2.2.1	Restow same hold 20 foot standard container		Per container	0.00	0% Rate						
1.2.2.2	Restow same hold 40 foot standard container	Regulated	Per container	0.00	0% Rate						
1.2.2.3	Restow via quay 20 foot standard container		Per container	0.00	0% Rate						
1.2.2.4	Restow via quay 40 foot standard container		Per container	0.00	0% Rate						
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) (n8)	Non Regulated	Per Crane/Shift	2.500.00	0% Rate						
1.2.4	Use of Operational Area - Import Empty Containers (except Transhipment)										
1.2.4.1	48 hours (Free time included in Standard Service) (n9)	Regulated		Free							
1.2.4.2	Day 3 - 6 (Tariff per day)		Per TEU/day	10.00	0% Rate						
1.2.4.3	Day 7 (Price per day)	Non Regulated	Per TEU/day	15.00	0% Rate						
1.2.4.4	Day 8 onwards (Price per day)		Per TEU/day	15.00	0% Rate						
1.2.5	Use of Operational Area - Export Empty Containers (except Transhipment)										
1.2.5.1	72 hours (Free time) (n10)	Regulated		Free							
1.2.5.2	Days: 4 - 6 (Tariff per day)		Per TEU/day	10.00	0% Rate						
1.2.5.3	Day 7 (Price per day)	Non Regulated	Per TEU/day	35.00	0% Rate						
1.2.5.4	Day 8 onwards (Price per day)		Per TEU/day	15.00	0% Rate						
1.2.6	Use of Operational Area - Transhipment Full Containers										
1.2.6.1	48 hours (Free time included in Standard Service) (n11)	Regulated		Free							
1.2.6.2	Day 3 - 4 (Price per day)		Per TEU/day	16.00	0% Rate						
1.2.6.3	Day 5 - 6 (Price per day)	Non Regulated	Per TEU/day	25.00	0% Rate						
1.2.6.4	Day 7 onwards (Price per day)		Per TEU/day	33.00	0% Rate						
1.2.7	Use of Operational Area - Transhipment Empty Containers										
1.2.7.1	48 hours (Free time included in Standard Service) (n11)	Regulated		Free							
1.2.7.2	Day 3 - 4 (Price per day)		Per TEU/day	16.00	0% Rate						
1.2.7.3	Day 5 - 6 (Price per day)	Non Regulated	Per TEU/day	25.00	0% Rate						
1.2.7.4	Day 7 onwards (Price per day)		Per TEU/day	33.00	0% Rate						
1.2.8	Use of Operational Area For Empty pool - Empty containers (except Transhipment)										
1.2.8.1	Use of operational area for empty containers from empty pool (n12)	Non Regulated	Per TEU	Per agreement							
1.2.9	Special Container - empty and transhipment										
1.2.9.1	Loading/unloading and delivery of non ISO/OG (Additional) Container 20 and 40 foot (n7)	Regulated	Per container	0.00	0% Rate						
1.2.9.2	Treatment of Hazardous cargo containers IMO class 1 (n13)		Per TEU	244.00	0% Rate						
1.2.9.3	Treatment of Hazardous cargo containers IMO class S2, class 6.2 and class 7 (n13)		Per TEU	225.00	0% Rate						
1.2.9.4	Treatment of Hazardous cargo IMO 9 (n13)		Per TEU	100.00	0% Rate						
1.2.9.5	Treatment of Hazardous cargo other IMO classes (n13)	Non Regulated	Per TEU	139.00	0% Rate						
1.2.9.6	Supply of special equipment for handling 20' containers with oversized cargo in the container yard		Container-Move	164.00	0% Rate						
1.2.9.7	Supply of special equipment for handling 40' containers with oversized cargo in the container yard		Container-Move	272.00	0% Rate						
1.2.9.8	High Cube Containers 9'6" (n14)		Per container	19.00	0% Rate						
1.2.10	Complementary Services to stevedoring/unstevedoring										
1.2.10.1	Connection and disconnection service for reefer containers on-board vessels (n15)	Non Regulated	Per container	8.00	0% Rate						
1.2.11	Transhipment Reefer Containers										
1.2.11.1	Energy - container 20 and 40 foot (n6 y n16)	Regulated	Per Container/hour	0.00	0% Rate						
1.2.11.2	Inspection and monitoring - container 20 and 40 foot (n7 and n16)		Per Container/hour	0.00	0% Rate						
1.2.11.3	Energy - container 20 and 40 foot (n17)	Non Regulated	Per Container/hour	69.00	0% Rate						
1.2.11.4	Inspection and monitoring - container 20 and 40 foot (n17)		Per event	25.00	0% Rate						
1.2.12	Re-stow Reefer Containers (n18)										
1.2.12.1	Energy supply for re-stow reefer containers	Non Regulated	Per container	71.00	0% Rate						
1.2.13	Additional inspection of seals										
1.2.13.1	Additional inspection or revision of seals (n19)	Non Regulated	Per seal	12.00	0% Rate						
1.2.14	Traction Service for Inter-terminal Transhipment Containers										
1.2.14.1	Inter-terminal Transport of Transhipment Containers (n20)	Non Regulated	Per container	40.00	0% Rate						
(n6) At the other services applying to all types of vessels are available in section 7 of this Tariff Schedule.											
(n7) Applicable to all users that necessarily require the services, according to conditions established in the Tariffs Regulation and Commercial Policy of APM Terminals Callao S.A.											
(n8) 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 additional to standard service without gantry crane. 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 S.A.											
(n9) Free time to run as from the end of complete discharge operation of the ship.											
(n10) 72 Free hours to run as from the period cargo is located in the Terminal yard for shipment. Storage time ends with vessel ETB sent to the users. For purposes of computation of storage free time storage and billable storage, it should be taken in consideration the so-called "Billable 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 Callao S.A.											
(n11) 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.											
(n12) This is applicable to those containers that are not subject to storage fees in accordance to corresponding agreement with APM Terminals Callao S.A. Price is independent from the number of storage days.											
(n13) In the event that a container carries several classes of IMO cargo, the higher price amount of IMO classes will be applicable as one side charge. Price of subsection 1.2.9.4 does not apply for containers of F1 and IMO Class 9.											
(n14) 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.											
(n15) This price is applicable to all discharged or shipped containers through the Terminal including restow containers (via quay and in the same hold), that require such service. This is applicable for this operation, whether it is connection or disconnection.											
(n16) Tariff applicable until day 10h of storage (inclusive).											
(n17) Price applicable as from 11h day onward.											
(n18) 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 provided to re-stow reefer containers.											
(n19) This is applicable to those cases where there is a difference between seal information provided by APM Terminals Callao S.A. and information from the user, for additional services requested by the user. In the event APM Terminals Callao S.A. originals seal discrepancy no charge will be applicable. Not applicable as well for loading controls.											
(n20) Service that involves moving the container between port a Terminal to the South Terminal where a container is unloaded via the North Terminal and it is required to be shipped via the South Terminal and/or viceversa.											
Section 1.3	Special Services of Use of Operational Area (Port Terminal) - Services to the Cargo	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
1.3.1	Use of Operational Area - Import Full Containers (except Transhipment) (n21)										
1.3.1.1	48 hours to import and/or discharge container (Free time included in Standard Service) (n22)	Regulated									
1.3.1.2	Day 3 - 6 (Tariff per day)		Per TEU/day			27.00	4.86				
1.3.1.3	Day 7 (Price per day) container 20 and 40 foot		Per TEU			75.00	13.50				
1.3.1.4	Days: 8 - 10 (Price per day)	Non Regulated	Per TEU/day			35.00	6.30				
1.3.1.5	Days: 11 - 20 (Price per day)		Per TEU/day			35.00	6.30				
1.3.1.6	Days: 21 - 28 (Price per day)		Per TEU/day			35.00	6.30				
1.3.1.7	Day 29 onwards (Price per day)		Per TEU/day			35.00	6.30				
1.3.2	Use of Operational Area - Export Full Containers (except Transhipment) (n21)										
1.3.2.1	72 hours to export and/or loading container (Free time) (n23)	Regulated									
1.3.2.2	Days: 4 - 6 (Tariff per day)		Per TEU/day			27.00	4.86				
1.3.2.3	Day 7 (Price per day) container 20 and 40 foot		Per TEU			75.00	13.50				
1.3.2.4	Days: 8 - 10 (Price per day)	Non Regulated	Per TEU/day			35.00	6.30				
1.3.2.5	Days: 11 - 20 (Price per day)		Per TEU/day			35.00	6.30				
1.3.2.6	Days: 21 - 28 (Price per day)		Per TEU/day			35.00	6.30				
1.3.2.7	Day 29 onwards (Price per day)		Per TEU/day			35.00	6.30				
(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 Concession Contract.											
(n22) Free time to run as from the end 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 to run as from the date 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 billable storage, it should be taken in consideration the so-called "Billable 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 Callao S.A.											
Section 1.4	Temporary Depot Integrated Service for dry import containers (n24)	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
1.4.1	20' Container - Includes use of area until the 10th day		Per container			227.00	40.86				
1.4.1.2	40' Container - Includes use of area until the 10th day	Non Regulated	Per container			298.00	53.64				
1.4.1.3	Use of area during days 11 - 20 (Price per day) (n25)		Per TEU/day			15.00	2.70				
1.4.1.4	Use of area during days 21 - 28 (Price per day) (n25)		Per TEU/day			20.00	3.60				
1.4.1.5	Use of area from 29th day onwards and other services (n25)					See section 1.3.1.7 and others from section 1.5					
1.4.2	Temporary Depot Integrated Service for dry export containers (n26)										
1.4.2.1	20' Container - Includes use of area until the 7th day		Per container			178.00	32.04				
1.4.2.2	40' Container - Includes use of area until the 7th day		Per container			249.00	44.64				
1.4.2.3	Use of area during days 8 - 10 (Price per day) (n27)	Non Regulated	Per TEU/day			7.00	1.26				
1.4.2.4	Use of area during days 11 - 20 (Price per day) (n27)		Per TEU/day			9.00	1.62				
1.4.2.5	Use of area during days 21 - 28 (Price per day) (n27)		Per TEU/day			20.00	3.60				
1.4.2.6	Use of area from 29th day onwards and other services (n27)					See section 1.3.2.7 and others from section 1.5			</		



SECTION 4 SOLID BULK CARGO											
Section 4.1	Standard Service	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
<b>4.1.1</b>	<b>Standard Service to the Vessel - Services to the Vessel</b>										
4.1.1.1	Use or rental of berth (Tariff per hour or fraction hour) (n1)	Regulated	Total LoA (m) x Hours	1.24	0% Rate			1.14	0% Rate		
<b>4.1.2</b>	<b>Standard Service to Solid Bulk Cargo - Services to the Cargo</b>										
4.1.2.1	Loading or Unloading of Solid Bulk	Regulated	Per ton			6.44	1.16			5.60	1.01
<b>Section 4.2</b>	<b>Special Services - Services to the Vessel</b>										
<b>4.2.1</b>	<b>Hatches or Hold Lids(n6)</b>										
4.2.1.1	Movement of ISO hatches	Regulated	Per move		0.00	0% Rate					
<b>Section 4.3</b>	<b>Special Services - Services to the Cargo</b>										
<b>4.3.1</b>	<b>Remove/place of artificial separation in vessel's hold</b>										
4.3.1.1	Remove of artificial separation in vessel's hold	Regulated	Per operation			1,650.00	297.00			1,500.00	270.00
<b>4.3.2</b>	<b>Use of Operational Area - All traffic</b>										
4.3.2.1	Days: 1 - 5 (Price time - included in Standard Service) (n66)	Regulated					Free				
4.3.2.2	Days: 6 - 15 (Price for whole period or fraction period)		Per ton			2.90	0.52				
4.3.2.3	Days: 16 - 30 (Price for whole period or fraction period)	Non Regulated	Per ton			4.00	0.72				
4.3.2.4	Days: 31 - onwards (Price per day or fraction day)		Per ton/day			0.40	0.07				
<b>4.3.3</b>	<b>Other services</b>										
4.3.3.1	Additional weighing (Extra movement is not included) (n67)	Non Regulated	Per truck			21.00	3.78				

(n66): Free days are given to goods which use abutting towers and slits.

(n67): 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)	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
<b>5.1.1</b>	<b>Standard Service to the Vessel - Services to the Vessel</b>										
5.1.1.1	Use or rental of berth (Tariff per hour or fraction hour) (n1)	Regulated	Total LoA (m) x Hours	1.24	0% Rate			1.14	0% Rate		
<b>5.1.2</b>	<b>Standard Service to Liquid Bulk Cargo - Services to the Cargo</b>										
5.1.2.1	Loading or Unloading of Liquid Bulk	Regulated	Per ton			3.28	0.59			2.50	0.45
<b>Section 5.2</b>	<b>Special Services - Services to the Cargo</b>										
<b>5.2.1</b>	<b>Use of Contention Barriers</b>										
5.2.1.1	Use of Contention Barriers (Tariff per day or fraction day) (n68)	Regulated	Per day			1,250.00	225.00			1,160.00	208.80

(n68): 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 replacing 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)	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
<b>6.1.1</b>	<b>Standard Service to the Vessel - Services to the Vessel</b>										
6.1.1.1	Use or rental of berth (Tariff per hour or fraction hour) (n1)	Regulated	Total LoA (m) x Hours	1.24	0.22			1.14	0.21		
<b>6.1.2</b>	<b>Standard Service per Passenger</b>										
6.1.2.1	Standard Service per Passenger (n69)	Regulated	Per Passenger			14.27	2.57			13.01	2.34

(n69): Children under 12 years old and crew members are not subject to charge.

SECTION 7 OTHER COMMON SERVICES TO THE VESSEL (n70)											
Section 7.1	Special Services - Services to the Vessel	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
<b>7.1.1</b>	<b>Use of Contention Barriers</b>										
7.1.1.1	Use of Contention Barriers (Tariff per hour or fraction hour) (n71)	Regulated	Per dia	1,250.00	225.00			1,160.00	208.80		
<b>7.1.2</b>	<b>Hold Cleaning (n72)</b>										
7.1.2.1	Vessel Holds cleaning (price per qant/shft or fraction) (n73)		Per qant/SHFT	510.00	91.80						
7.1.2.2	Unloading of non-hazardous solid waste (price per M3 or fraction) (n74)	Non Regulated	Per M3	255.00	45.90						
7.1.2.3	Unloading of hazardous solid waste (price per M3 or fraction) (n75)		Per M3	400.00	72.00						
<b>7.1.3</b>	<b>Sludge Management</b>										
7.1.3.1	Oily Waste Management (n76)		Per truck	1,326.00	238.68						
7.1.3.2	Unloading of solid waste (price per M3 or fraction) (n77)	Non Regulated	Per M3	357.00	64.26						
7.1.3.3	Management of Hazardous solid waste (price per M3 or fraction) (n78)		Per M3	500.00	90.00						
<b>7.1.4</b>	<b>Other services</b>										
7.1.4.1	Water supply (n79)	Non Regulated	Per ton	8.70	1.57						
7.1.4.2	Phone service	Non Regulated	Per activity								

(n70): Services applicable to all type of vessels.

(n71): This is applicable for the use of contention barriers during fuel supply operations to the vessel. Service includes placing and replacing contention barriers as well as cleaning and drying service. Tariff for contention barriers shall be applicable to the shipping line or its representative.

(n72): 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 compatible goods per vessel call. Service shall not be applicable 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 services (price of section 7.1.2.1 of Tariff Rates) and unloading of solid waste (price of section 7.1.2.2 and/or 7.1.2.3), as result of cleaning process, and it does not include washing of holds.

(n73): This service refers to picking up solid wastage onboard the vessel such as materials from lashing/unlashing (wood, cardboard and others) as well as other authorized solid wastage (wastage of shipped or unshipped cargo, etc.)

(n74): This refers to unloading solid waste onboard the vessel such as materials from lashing/unlashing (wood, cardboard and others) as well as other authorized solid waste (wastage of shipped or unshipped cargo, etc.) not classified as dangerous. Service includes temporary store in the terminal facility if necessary, as well as final waste disposal. Minimum invoice shall be USD 255.

(n75): This refers to unloading hazardous solid wastage onboard the vessel from the cleaning of the ship's holds and final disposal of oily waste from vessel. Minimum invoice shall be USD 400.

(n76): Price of this service includes collection and final disposal of oily waste from vessel.

(n77): This service refers to discharging or collecting from vessels recoverable waste from vessels (such as: plastics, plastic or metal rods, wood, cardboard, paper, magazines and any other of the same type), not classified as dangerous. Price of service applies to those cases where APM Terminals Callao S.A. does not carry out vessel hold cleaning service. Minimum invoice shall be USD 357.

(n78): This service refers to discharging or collecting from vessels hazardous solid waste. Service includes temporary store in the terminal facility if necessary, as well as final waste disposal. Price of service applies to those cases where APM Terminals Callao S.A. does not carry out vessel hold cleaning service. Minimum invoice shall be USD 500.

(n79): This shall be provided according to the Terminal's berthier availability or capacity and shall be charged to the shipping line or representative.

SECTION 8 COMMERCIAL POLICIES (n80)											
Section 8.1	For containers	Nature	Unit of charge	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)	Vessel (Tariff)	Vessel (IGV)	Cargo (Tariff)	Cargo (IGV)
<b>8.1.1</b>	<b>Cancellation of container loading and withdraw of container (n81)</b>										
8.1.1.1	20' Container	Non Regulated	Per container			200.00	36.00				
8.1.1.2	40' Container		Per container			250.00	45.00				
<b>8.1.2</b>	<b>Cancellation of break bulk and ro-ro cargo loading (n82)</b>										

(n80): 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.apmterminals.com](http://www.apmterminals.com).

(n81): 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.

(n82): This is applicable whenever the user (consignee, representative or shipping line) withdraws the cargo that has not been shipped due to overbooking, stack weight, slot 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 terminal service to 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 policies 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 Tariffs 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 establish 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 users 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, offer 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 Hatches)

Re-stowage of containers (Hold or via quay)

Shipping/loading and delivery no ISCC/DCC (Additional) - container 20 and 40 foot

Horizontal movement in the Multipurpose North Terminal

Handling of Cargo per registry (with or without forklifts)

Reeler energy

Reeler inspection and monitoring

Assembling and disassembling of clip system on reeler Genests

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 affect 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 Tariffs 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 line 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.

##### 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 19% 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. The first two offers (1.1 and 1.2) include an extension of free storage period and the third promotion (1.3) includes a discount on the price of the integrated temporary deposit service.

#### 1.1 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 250 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 1.4.1.1 and 1.4.1.2 of the Tariff List) as below:

(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; this accounting will be made even if the user decides to demand the service after May 6, 2020. 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.

#### 1.2. 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; this accounting will be made even if the user decides to demand the service after May 6, 2020. 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 in 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.

#### 1.3 Discount on Integrated Service Price - Dry Cargo Import

- Target group: General Users (importers/consignees or its representatives –customs brokers, logistics operators, etc- and other users) of containers with dry import cargo.

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

- Temporary offer: Users of import containers with dry cargo who guarantee minimum amounts equal or more than 800 and 1,150 containers using the APMTC's Temporary Depot will be granted a discount on the price of the Integrated Service of Import Temporary Depot (sections 1.4.1.1 and 1.4.1.2 of the Tariff List), according to the table below:

(i) ≥ 800 to 1,149 containers = USD 40 discount from the price indicated in sections 1.4.1.1 and 1.4.1.2 of the Tariff List

(ii) ≥ 1,150 containers = USD 50 discount from the price indicated in sections 1.4.1.1 and 1.4.1.2 of the Tariff List

- Effective from October 1, 2020 to January 31, 2021

- Requirements

The minimum volumes of special offer (i) (≥ 800 up to 1,149 containers) and (ii) (≥ 1,150 containers) will be recorded from October 1, 2020 until January 31, 2021; this accounting will be done even if the user decides to demand the service after October 1, 2020. To that effect, users should provide the APMTC commercial area with the projections of containers to be imported within the above-mentioned period, in order to determine the availability of space in the Terminal. If at the end of such period the minimum amounts required for this offer is not achieved, APMTC will charge the prices established in the service "Temporary Depot" for dry import containers, according to the tariff list (sections 1.4.1 and 1.4.1.2) in force at the moment of verification.

For those users who apply for this special offer after October 1, 2020 the discount of USD 40 or 50 will not be retroactive. In these cases, despite the fact that containers are counted from October 1, 2020 until January 31, 2021, the discount applies only to those containers mobilized from the day of acceptance by APM Terminals Callao S. A. of the user's request for this promotion. The discount of USD 40 or USD 50 does not apply to those containers that have been mobilized between October 1, 2020 and the day before the date of acceptance by APM Terminals S. A. of the user's request to access this special offer.

- 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 container" 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 m<sup>3</sup> per package.

- Temporary offer: Exporters/forwarders or Importers/consignees who load or unload project or oversized cargo greater than 100 m<sup>3</sup> 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 m<sup>3</sup> and tons to be load through APMTC. Each package should be greater than 100 m<sup>3</sup>.

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

Published and updated on 15/09/2020

Applicable as from 01/10/2020

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 contention barriers and removal of artificial separation) shall remain in force until December 31, 2020.

Please visit our website: [www.apmterminalscallao.com.pe](http://www.apmterminalscallao.com.pe)