

APPROVED
with the Order № 5
dated 13th of January 2017

**Terms of application of the common rates for the freight-forwarding services
for arranging international transportation of containers via Vostochny port
and the rates for additional services**

1. The rates are valid for the cargoes delivered from the foreign ports to Vostochny port under FOML bill of lading and delivered afterwards to the station of destination by rail.

2. The rates include ocean freight, discharging from the vessel in port Vostochny, port forwarding, rail freight and providing container (for transportation in FESCO containers).

3. The rates are valid for transportation of general cargo and are not applicable to transportation of hazardous cargo, cargo that require special temperature maintenance (perishable goods), cargoes in flexi-tank containers and tank containers.

4. The rates are valid for the cargo which passes customs clearance by means and at the expense of the Client.

The rates for the cargo which passes customs clearance at the station of destination include charges for arranging transit declaration of the cargoes under customs transit procedure and the fee for arranging preliminary information of the customs authorities. In case transportation is arranged by two or more bills of lading then the fee for arranging the additional transit declaration is charged at the amount of RUR 2323 (subject to VAT 0%) per each additional declaration.

The rates for the cargo which passes customs clearance in Vostochny port do not include the fee for arranging preliminary information of the customs authorities at the amount of RUR 1500 per container (subject to VAT 0%).

5. The rates may be reconsidered in case of the increase/implementation of the charges at the moment of the cargo acceptance for transportation.

6. The weight of one cargo package (item) in container should not exceed 1.500 kgs.

7. Container gross-weight (which is calculated as the sum of the cargo weight and container weight) should not exceed the conventional container weight mentioned on the CSC plate. At the same time the gross-weight of containers which are dispatched by rail should not exceed 30'480 kgs.

8. Charges in port of loading which are not included into the rates:

8.1. The rates do not include:

- heavy weight surcharge (as per forwarder's rates);
- consolidation fee in Chinese ports of loading USD 80 per 20/40-foot container;
- OTHC of CNY 750/1145 per 20/40-foot container for shipments from Chinese ports (except Hong Kong), HKD 1800/2650 per 20/40-foot container for shipments from Hong Kong port, USD 75/110 per 20/40-foot container for shipments from Haiphong/Hochiminh ports, JPY 28491/40982 per 20/40-foot container shipments from Japan ports, KRW 115000/159000 per 20/40-foot container for shipments from Pusan port, TWD 5600/7000 per 20/40-foot container for shipments from Taiwan ports;

- documentation fee IDR 100000 per bill of lading, AFS surcharge USD 30 per bill of lading in Jakarta port, documentation fee USD 10 per bill of lading, TRF fee USD 30 per bill of lading and LTHC surcharge USD 95/145 per 20/40-foot container in Surabaya port, documentation fee USD 10 per bill of lading and TRF fee USD 10 per bill of lading in Belawan port, LTHC surcharge MYR 405/600 per 20/40-foot container, EDI fee MYR 30 per bill of lading and documentation fee MYR 160 per bill of lading in Port Klang, LTHC surcharge MYR 350/520 per 20/40-foot container, EDI fee MYR 30 per bill of lading and documentation fee MYR 170 per bill of lading in Pasir Gudang port, LTHC surcharge MYR 405/600 per 20/40-foot container, EDI fee MYR 30 per bill of lading and documentation fee MYR 350/535 per 20/40-foot container in Penang port, documentation fee USD 45 per bill of lading in Manila port, documentation fee USD 65 per bill of lading for shipments from the USA ports, as well as other possible local charges in port of loading.

8.2. The rates do not include documentation fee CNY 450 per bill of lading for shipments from Dalian, Qingdao, Shanghai and Ningbo ports, CNY 500 per bill of lading for shipments from

ports of Tianjin, Xiamen, Guangzhou and Shenzhen, CNY 625 per bill of lading for shipments from Hong Kong port.

8.3. The rates include 10 calendar days for demurrage/detention of containers in North China ports, calculated from the day of empty container release from terminal/depot. Demurrage/detention for outbound is counted from the first day after the free time expired till the day laden unit will be loaded onboard, thereupon Customer pays:

- a) from 11th till 17th day – USD 7/20 per 20/40-feet container per day;
- b) from 18th till 30th day – USD 14/40 per 20/40-feet container per day;
- c) over 30 days – USD 28/80 per 20/40-feet container per day;

8.4. The rates include 5 calendar days for detention of containers in Hong Kong port, calculated from the day of empty container release from terminal/depot. Detention for outbound is counted from the first day after the free time expired till the day laden unit will be returned to nominated terminal, thereupon Customer pays:

- a) from 6th till 10th day – HKD 150/250 per 20/40-feet container per day;
- b) over 10 days – HKD 200/400 per 20/40-feet container per day;

The rates include 9 calendar days for demurrage of containers in Hong Kong, calculated from the day of the container returned to terminal. Demurrage for outbound is counted from the first day after the free time expired till the day laden container will be loaded onboard, thereupon Customer pays:

- a) from 10th till 17th day – HKD 125/250 per 20/40-feet container per day;
- b) over 17 days – HKD 250/500 per 20/40-feet container per day.

8.5. The rates include 5 calendar days for detention of containers in South China ports, calculated from the day of empty container release from terminal/depot. Detention for outbound is counted from the first day after the free time expired till the day laden unit will be returned to nominated terminal, thereupon Customer pays:

- a) from 6th till 10th day – CNY 100/200 per 20/40-feet container per day;
- b) over 10 days – CNY 200/400 per 20/40-feet container per day.

The rates include 9 calendar days for demurrage of containers in South China ports, calculated from the day of the container returned to terminal. Demurrage for outbound is counted from the first day after the free time expired till the day laden container will be loaded onboard, thereupon Customer pays:

- a) from 10th till 17th day – CNY 125/250 per 20/40-feet container per day;
- b) over 17 days – CNY 250/500 per 20/40-feet container per day.

8.6. The rates include 18 calendar days for detention of containers in South Korea, calculated from the day of empty container release from terminal/depot. Detention for outbound is counted from the first day after the free time expired till the day laden container will be loaded onboard, thereupon Customer pays:

- a) from 19th till 30th day – USD 7/15 per 20/40-feet container per day;
- b) from 31st till 40th day – USD 15/30 per 20/40-feet container per day;
- c) over 40 days – USD 30/60 per 20/40-feet container per day.

8.7. The rates include 5 calendar days for detention of containers in Japan, calculated from the first minute of the day of empty container release from terminal/depot excluding Saturdays, Sundays, and legal holidays. Detention for outbound is counted from the first day after the free time expired till the day laden unit will be returned to nominated terminal, thereupon Customer pays:

- a) from 6th till 10th day – JPY 900/1450 per 20/40-feet container per day;
- b) over 10 days – JPY 1800/2900 per 20/40-feet container per day.

8.8. The rates include 10 calendar days for detention of containers in Vietnam, calculated from the day of empty container release from terminal/depot. Detention for outbound is counted from the first day after the free time expired till the day laden unit will be returned to nominated terminal thereupon Customer pays USD 6/12 per 20/40-feet container per day.

8.9. The rates include 7 calendar days for detention of containers in Taiwan, calculated from the day of empty container release from terminal/depot. Detention for outbound is counted from the first day after the free time expired till the day laden unit will be returned to nominated terminal, thereupon Customer pays TWD 400/800 per 20/40-feet container per day.

The rates include 9 calendar days for demurrage of containers in Taiwan, calculated from the day of the container returned to terminal. Demurrage for outbound is counted from the first day after the free time expired till the day laden container will be loaded onboard, thereupon Customer pays TWD 400/800 per 20/40-feet container per day.

8.10. The rates include 10 calendar days for demurrage/detention of containers in Indonesia, calculated from the day of empty container release from terminal/depot. Demurrage/detention for outbound is counted from the first day after the free time expired till the day laden unit will be loaded onboard, thereupon Customer pays:

- a) from 11th till 20th day – USD 5/10 per 20/40-feet container per day;
- b) over 20 days – USD 15/30 per 20/40-feet container per day.

8.11. The rates include 10 calendar days for demurrage/detention of containers in Malaysia, calculated from the day of empty container release from terminal/depot. Demurrage/detention for outbound is counted from the first day after the free time expired till the day laden unit will be loaded onboard, thereupon Customer pays:

- a) from 11th till 20th day – USD 5/10 per 20/40-feet container per day;
- b) over 20 days – USD 15/30 per 20/40-feet container per day.

8.12. The rates include 10 calendar days for demurrage/detention of containers in Singapore, calculated from the day of empty container release from terminal/depot. Demurrage/detention for outbound is counted from the first day after the free time expired till the day laden unit will be loaded onboard, thereupon Customer pays:

- a) from 11th till 20th day – USD 5/10 per 20/40-feet container per day;
- b) over 20 days – USD 15/30 per 20/40-feet container per day.

8.13. The rates include 10 calendar days for detention of COC containers in India, calculated from the day of empty container release from terminal/depot. Detention for outbound is counted from the first day after the free time expired till the day laden unit will be returned to nominated terminal, thereupon Customer pays:

- a) from 11th till 20th day – USD 5/10 per 20/40-feet container per day;
- b) over 20 days – USD 15/30 per 20/40-feet container per day.

8.14. The rates include 10 calendar days for demurrage/detention of containers in Thailand, calculated from the day of empty container release from terminal/depot. Demurrage/detention for outbound is counted from the first day after the free time expired till the day laden unit will be loaded onboard, thereupon Customer pays:

- a) from 11th till 20th day – USD 5/10 per 20/40-feet container per day;
- b) over 20 days – USD 15/30 per 20/40-feet container per day.

8.15. The rates include 10 calendar days for demurrage/detention of containers in Philippines, calculated from the day of empty container release from terminal/depot. Demurrage/detention for outbound is counted from the first day after the free time expired till the day laden unit will be loaded onboard, thereupon Customer pays:

- a) from 11th till 20th day – USD 5/10 per 20/40-feet container per day;
- b) over 20 days – USD 15/30 per 20/40-feet container per day.

8.16. The rates include 4 calendar days for detention of containers in the USA, calculated from the day of empty container release from terminal/depot. Detention for outbound is counted from the first day after the free time expired till the day laden unit will be returned to nominated terminal, thereupon Customer pays:

- a) from 5th till 9th day – USD 100 per 20/40-feet container per day;
- b) over 9 days – USD 140 per 20/40-feet container per day.

The rates include 7 calendar days for demurrage of containers in the USA, calculated from the day of the container returned to terminal. Demurrage for outbound is counted from the first day after the free time expired till the day laden container will be loaded onboard, thereupon Customer pays:

- a) from 8th till 11th day – USD 75 per 20/40-feet container per day;
- b) over 11 days – USD 140 per 20/40-feet container per day.

8.17. The rates are subject to availability of containers in port of loading. Sorting fee USD 75 per container may be charged for release of 20-feet HPL container in South China ports.

8.18. In case shipper's side requests for a correction of a bill of lading, CNY 450 for shipments from Dalian, Qingdao, Shanghai and Ningbo ports, CNY 500 for shipments from ports of Tianjin, Xiamen, Guangzhou and Shenzhen, HKD 625 for shipments from Hong Kong port, USD 30 for shipments from other ports per each correction notice will be charged accordingly.

9. Charges concerned with arranging port forwarding in Vostochny and with transportation by rail which are not included into the rates:

9.1. Customer should provide preliminary information in 3 (three) business days before the arrival of the goods to Vostochny, and also provide duly performed cargo documentation

(Commercial Invoice, Packing List, the data which are consistent with the corresponding bill of lading):

- within four (4) calendar days from the date of the vessel's arrival at Vostochny for cargo, which passes the import customs clearance at Vostochny port;
- within two (2) calendar days from the date of the vessel's arrival at Vostochny for cargo, which passes the import customs clearance at the station of destination.

9.2. The rates include 20 days storage on a terminal in Vostochny for containers dispatched in container block-trains and 14 days storage for other shipments, calculated from the date of acceptance of container at the terminal, which is required for arranging customs formalities and dispatch of container by railway.

In case of exceeding the above-mentioned normative storage period, the following expenses are applied, beginning with the 21st (15th) day from the date of acceptance of container at the terminal till the day of container's dispatch by rail (subject to VAT 0%):

- a) from the 21st (15th) till the 30th day – USD 23.00/46.00 per 20/40-foot container per day;
- b) over 30 days - USD 49.90/99.90 per 20/40-foot container per day.

9.3. In case of transportation of the cargo which requires lashing or approval of its dispatch by rail, the rates are subject to the storage charges indicated till a day of completing of the procedures concerned with the cargo lashing or receiving the approval for its dispatch by rail from Vostochny;

9.4. The following charges are applied for the cargo requiring lashing according to the "Technical conditions of the cargo stowage and lashing in containers":

- a) RUR 5300 per 20/40-foot container is paid for the inspection of the cargo inside container (without the cargo unloading) (subject to VAT 0%);
- b) RUR 23185/34340 per 20/40-foot container is paid for lashing of the cargo inside container in accordance with the technical terms with approving in the railway bill (except cargo "steel") except installation of the shield (subject to VAT 0%);

9.5. In case of arranging transportation of cars and loaders the lashing and terminal handling costs as well as shipping insurance cost should be added to the rates.

9.6. The rates are subject to following fees concerned with possible customs procedures, which should be done by the customs' request:

- a) RUR 19130/26770 per 20/40-foot container is paid for unloading/loading services under the customs inspection (subject to VAT 0%);
- b) RUR 58600/88880 per 20/40-foot container is paid for unloading/loading services under the customs inspection (100% inspection) with the cargo sorting by articles, nomenclature, sizes, types etc (subject to VAT 0%);
- c) RUR 5300 per 20/40-foot container is paid for the cargo inspection services without unloading from container (subject to VAT 18%);
- d) RUR 2090 per 20/40-foot container is paid for container weighing services (subject to VAT 0%);
- e) RUR 2100 per one weighting on the electronic scales is paid for the weighing services of the cargo units upto 2 tons, RUR 2980 per one weighting is paid for the weighing services of the cargo units from 2 to 10 tons (subject to VAT 0%);
- f) RUR 2860 per 20/40-foot container is paid for container repositioning within the inspection-examination area (IDK) (subject to VAT 0%);
- g) RUR 2850 per 20/40-foot container is paid for radiation control if it is required for the certain cargo (subject to VAT 18%);
- h) RUR 2850 per 20/40-foot container is paid for container inspection without opening (subject to VAT 18%);
- i) RUR 630 per 20/40-foot container is paid for conclusion (certificate) on the establishment of phytosanitary condition of regulated products (subject to VAT 0%).

9.7. In case of installation of the shield after opening of container during of the customs inspection and other operations the Quarantine certificate is required; expenses concerned with its execution will be charged by fact in accordance with the vendor's invoices.

9.8. In case a radiation level of a commodity exceeds Russian standard radiation level for it, the rates are subject to all fees and storage charges mentioned in article 9.2 which will occur before the client/consignee solves the question with the corresponding authorities.

9.10. The rates are subject to any other incremental/emergency surcharges that may be applicable at time of shipment.

9.11. The rates include 15 days free from demurrage charges in port Vostochny being calculated from the moment of containers' discharge from the vessel till passing documents to the terminal for dispatch by rail. The day is counted as a period of time from 0 to 23:59 hours of the local time, herewith the incomplete day is considered as complete. Upon expiration of this period the Client should pay the following fees for each day of container extra demurrage (till the moment the documents are passed for dispatch) in accordance with the Forwarder's/Forwarder's Agent invoice (subject to VAT 18%):

from 1st till 10th day – USD 10/15 per 20'/40' container per day;

over 10 days – USD 15/25 per 20'/40' container per day.

9.12. The rates include 10 days of container free from detention charges calculated from the moment of laden container arrival at the railway station of destination. The day is counted as a period of time from 0 to 23:59 hours of the local time, herewith the incomplete day is considered as complete. Upon expiration of this period the Client should pay the following fees for each day of container extra detention (including the day of returning empty cleaned container to the Forwarder's Agent) (subject to VAT 18%):

from 1st till 10th day – USD 10/15 per 20'/40' container per day;

over 10 days – USD 15/25 per 20'/40' container per day.

9.13. The rates are not valid for transportation of the cargo which is subject to fortified convoy (including automobiles and its parts, tobacco-products and cargo shipped by or addressed to the embassies and permanent residences of the foreign countries).

10. Conversion of the charges from the rate currency to the currency of payment.

10.1. Conversion of the charges stipulated in US dollars into the Russian Rubles:

The Forwarder issues invoice to the Client in US dollars for the services stipulated in US dollars; payment is arranged in Russian Rubles by the Russian Central Bank exchange rate at the date of payment. The date of payment is the date when the funds are credited to the Forwarder's account.

The cost of the arranged services stipulated in US dollars is determined in Russian Rubles by the Russian Central Bank exchange rate at the date of receiving prepayment (the date when the funds are credited to the Forwarder's account), if no prepayment – at the date of the service arrangement.

10.2. Conversion of the charges stipulated in Russian Rubles into the US dollars:

The cost of the services concerned with forwarding in Vostochny port, with transportation by rail and with arranging terminal handling and trucking which is stipulated in Russian Rubles is calculated into the US Dollars by the exchange rate of the Russian Central Bank at the date of the invoice issue.