

ANNEX 6. RATES

WEIGHT/VOLUME CONVERSION TABLE	
MEANS OF TRANSPORT	WEIGHT/VOLUME CONVERSION
AIR	1 M ³ = 167 KG
SEA	1 M ³ = 1 TON
LAND	1 M ³ = 300 KG

Surcharges for handling of hazardous goods

Hazardous goods will be transported according to ADR procedures (European Agreement concerning the International Carriage of Dangerous Goods by Road), RID agreements (Règlement concernant le transport International ferroviaire des marchandises Dangereuses), the IMDG code (International Maritime Dangerous Goods Code) and the DGR IATA code (Dangerous Goods Regulation). For details please consult the respective websites.

A surcharge of 20% will be added to the rates indicated below for such goods rates.

Extra costs

No extra costs are envisaged for last mile logistics services provided exclusively by Schenker Italiana S.p.A. at night or on holidays or weekends.

SEA FREIGHT

Rates for sea transport from Italy to country of origin (main ports)

The following **All-In Rates** for **FCL** (Full Container Load) do not include: D/O fee, port congestion charge, inspection fee, disinfection fee, fumigation charge, un-loading fee, legal commodity inspection fee, container dirtiness charge, container detention charge, duties, custom deposit, delayed declaration fee, late payment penalty, quality appraisal fee, animal & plant quarantine fee, empty container return fee.

- The following general terms and conditions apply
- In-Gauge goods only (Out-of-Gauge goods quoted separately upon specific request)

- goods only in dry or HQ container (reefer, flat rack, open top, hanging, etc. quoted separately upon specific request and details of goods)
- general cargo only. IMO exclusion (see supplement below), perishable, temperature controlled, out-of-gauge, reefer, etc. (see above)
- 35% supplement on IMO goods on all container items / 50% on all LCL items
- LCL maximum piece length 5.90 metres
- PSS at cost
- customs storage at cost
- customs visit at cost

The following costs are not included in the all-in rates indicated above:

- All origins/destinations:
 - Terminal Handling Charges (THC) – Italian port: EUR 175 / container (20', 40' GP, 40' HQ)
 - ISPS and B/L: EUR 50 / container (20', 40' GP, 40' HQ)
- USA and Canada
 - AMS / ACI for FCL shipments: EUR 25 / container (20', 40' GP, 40' HQ)
 - AMS / ACI for LCL shipments: EUR 20 / shipment

FCL SHIPMENTS Prices valid for 1 year												LCL SHIPMENTS Prices valid for 1 year
			Container 20'			Container 40'			Container 40' HC			1 ton = 1 m ³
Area of Origin	Port of Origin	Port of destination	Rate All in (\$/container)	BAF (\$/container)	CAF	Rate All in (\$/container)	BAF (\$/container)	CAF	Rate All in (\$/container)	BAF (\$/container)	CAF	Shipping rate (\$/ton)
Asia	Shanghai	Italy	\$1 447,20	\$495,00	12%	\$2 666,25	\$990,00	12%	\$2 733,75	\$1 089,00	12%	\$112,50
Asia	Mumbai	Italy	\$1 512,00	\$405,00	10%	\$2 801,25	\$810,00	10%	\$2 868,75	\$810,00	10%	\$112,50
Asia	Singapore	Italy	\$1 476,00	\$495,00	10%	\$2 801,25	\$990,00	10%	\$2 868,75	\$1 089,00	10%	\$112,50
Asia	Ho Chi Minh	Italy	\$1 620,00	\$495,00	10%	\$2 936,25	\$990,00	10%	\$2 870,10	\$1 089,00	10%	\$112,50
Asia	Tokyo	Italy	\$1 548,00	\$495,00	10%	\$2 936,25	\$990,00	10%	\$2 870,10	\$1 089,00	10%	\$112,50
Asia	Seul	Italy	\$1 548,00	\$495,00	10%	\$2 936,25	\$990,00	10%	\$2 870,10	\$1 089,00	10%	\$112,50
North America	New York	Italy	\$1 440,00	\$189,00	10%	\$2 700,00	\$378,00	10%	\$2 835,00	\$415,80	10%	\$112,50
North America	Los Angeles	Italy	\$2 016,00	\$450,00	10%	\$2 835,00	\$900,00	10%	\$2 970,00	\$990,00	10%	\$112,50
South America	Sao Paulo	Italy	\$1 440,00	\$189,00	10%	\$2 767,50	\$378,00	10%	\$2 902,50	\$415,80	10%	\$112,50
Africa	Alessandria	Italy	\$1 368,00	\$189,00	12%	\$2 497,50	\$378,00	12%	\$2 632,50	\$415,80	12%	\$112,50
Africa	Cape Town	Italy	\$1 440,00	\$270,00	12%	\$2 700,00	\$540,00	12%	\$2 767,50	\$594,00	12%	\$112,50
Africa	Mobasa	Italy	\$1 512,00	\$315,00	12%	\$2 801,25	\$630,00	12%	\$2 868,75	\$693,00	12%	\$112,50
Africa	Dakar	Italy	\$1 512,00	\$270,00	10%	\$2 801,25	\$540,00	10%	\$2 868,75	\$594,00	10%	\$112,50
Middle East	Dubai	Italy	\$1 476,00	\$360,00	10%	\$2 666,25	\$720,00	10%	\$2 801,25	\$792,00	10%	\$112,50

SEA FREIGHT

Rates for sea transport from Italy to country of origin (main ports)

FCL SHIPMENTS Prices valid for 1 year												LCL SHIPMENTS Prices valid for 1 year
			Container 20'			Container 40'			Container 40' HC			1 ton = 1 m ³
Area of Origin	Port of Origin	Port of destination	Rate All in [\$/container]	BAF [\$/container]	CAF	Rate All in [\$/container]	BAF [\$/container]	CAF	Rate All in [\$/container]	BAF [\$/container]	CAF	Shipping rate [\$/ton]
Europe	Italy	Shanghai	\$1.008,00	\$261,00	12%	\$1.417,50	\$522,00	12%	\$1.512,00	\$730,80	12%	\$90,00
Europe	Italy	Mumbai	\$1.080,00	\$450,00	10%	\$1.518,75	\$900,00	10%	\$1.620,00	\$1.260,00	10%	\$90,00
Europe	Italy	Singapore	\$1.080,00	\$261,00	10%	\$1.518,75	\$522,00	10%	\$1.620,00	\$730,80	10%	\$90,00
Europe	Italy	Ho Chi Minh	\$1.152,00	\$261,00	12%	\$1.620,00	\$522,00	12%	\$1.728,00	\$730,80	12%	\$90,00
Europe	Italy	Tokyo	\$1.116,00	\$261,00	10%	\$1.569,38	\$522,00	10%	\$1.674,00	\$730,80	10%	\$112,50
Europe	Italy	Seul	\$1.116,00	\$261,00	10%	\$1.569,38	\$522,00	10%	\$1.674,00	\$730,80	10%	\$112,50
Europe	Italy	New York	\$720,00	\$315,00	10%	\$1.012,50	\$630,00	10%	\$1.080,00	\$882,00	10%	\$90,00
Europe	Italy	Los Angeles	\$1.008,00	\$585,00	10%	\$1.417,50	\$1.170,00	10%	\$1.512,00	\$1.638,00	10%	\$90,00
Europe	Italy	Sao Paolo	\$720,00	\$261,00	10%	\$1.012,50	\$522,00	10%	\$1.080,00	\$730,80	10%	\$112,50
Europe	Italy	Alessandria	\$957,60	\$225,00	12%	\$1.346,63	\$450,00	12%	\$1.436,40	\$630,00	12%	\$67,50
Europe	Italy	Cape Town	\$1.008,00	\$495,00	12%	\$1.417,50	\$990,00	12%	\$1.512,00	\$1.386,00	12%	\$90,00
Europe	Italy	Mobasa	\$1.080,00	\$711,00	12%	\$1.518,75	\$1.422,00	12%	\$1.620,00	\$1.990,80	12%	\$90,00
Europe	Italy	Dakar	\$1.058,40	\$495,00	10%	\$1.488,38	\$990,00	10%	\$1.587,60	\$1.386,00	10%	\$90,00
Europe	Italy	Dubai	\$1.080,00	\$360,00	10%	\$1.518,75	\$720,00	10%	\$1.620,00	\$1.008,00	10%	\$90,00

The above **All-In Rates** for **FCL** (Full Container Load) do not include:

D/O fee, port congestion charge, inspection fee, disinfection fee, fumigation charge, un-loading fee, legal commodity inspection fee, container dirtiness charge, container detention charge, duties, custom deposit, delayed declaration fee, late payment penalty, quality appraisal fee, animal & plant quarantine fee, empty container return fee.

- The following general terms and conditions apply
- In-Gauge goods only (Out-of-Gauge goods quoted separately upon specific request)
- goods only in dry or HQ container (reefer, flat rack, open top, hanging, etc. quoted separately upon specific request and details of goods)
- general cargo only. IMO exclusion (see supplement below), perishable, temperature controlled, out-of-gauge, reefer, etc. (see above)
- 35% supplement on IMO goods on all container items / 50% on all LCL items
- LCL maximum piece length 5.90 metres
- PSS at cost
- customs storage at cost
- customs visit at cost
-

The following costs are not included in the all-in rates indicated above:

- All origins/destinations:
 - Terminal Handling Charges (THC) – Italian port: EUR 175 / container (20', 40' GP, 40' HQ)

- ISPS and B/L: EUR 50 / container (20', 40' GP, 40' HQ)
- USA and Canada
 - AMS / ACI for FCL shipments: EUR 25 / container (20', 40' GP, 40' HQ)
 - AMS / ACI for LCL shipments: EUR 20 / shipment

AIR FREIGHT

				NOLI AEREI		
				167 kg = 1 cbm		
Area di Origin	Country of Origin	Airport of Origin	Destination Airport	Currency	Minimum taxable [\$ / spedizione]	Flat shipment rate [\$ / Kg]
Far East	Giappone	Tokyo	Malpensa	\$ - USD	67,50	€ 3,06
Far East	Cina	Shanghai	Malpensa	\$ - USD	81,00	€ 2,12
Far East	Cina	Hong Kong	Malpensa	\$ - USD	72,00	€ 1,80
Far East	Singapore	Singapore	Malpensa	\$ - USD	54,90	€ 2,61
Far East	Thailandia	Bangkok	Malpensa	\$ - USD	58,50	€ 3,01
Far East	India	Mumbai	Malpensa	\$ - USD	41,40	€ 1,62
Far East	Pakistan	Islamabad	Malpensa	\$ - USD	117,00	€ 2,88
Far East	Bangladesh	Dhaka	Malpensa	\$ - USD	36,00	€ 2,16
Far East	Indonesia	Jakarta	Malpensa	\$ - USD	46,80	€ 3,78
Far East	Korea	Cheongju	Malpensa	\$ - USD	45,00	€ 1,62
Far East	Malesia	Kuala Lumpur	Malpensa	\$ - USD	103,50	€ 6,12
Far East	Vietnam	Ho Chi Ming	Malpensa	\$ - USD	68,85	€ 3,51
North America	Canada	Toronto	Malpensa	\$ - USD	95,40	€ 2,70
North America	USA - east coast	Newark	Malpensa	\$ - USD	45,00	€ 1,71
North America	USA - west coast	Los Angeles	Malpensa	\$ - USD	48,60	€ 1,75
North America	Messico	Mexico City	Malpensa	\$ - USD	112,50	€ 1,62
Oceania	New Zealand	Wellington	Malpensa	\$ - USD	67,50	€ 3,24
Oceania	Australia	Sydney	Malpensa	\$ - USD	45,00	€ 2,88

Rates excluding fuel surcharge (currently \$1.10-\$1.40 per kg).

The applied rate is the greater of:

- Taxable Minimum \$/shipment;
- Rate [\$ / kg] x shipped weight [kg];
- Shipped volume [cbm] x 167 [kg / cbm] x Rate [\$ / kg]

The above Flat Rates for Air Freight do not include:

Agent charge, duties, custom deposit, delayed declaration fee, late payment penalty, quality appraisal fee, animal & plant quarantine fee, fumigation charges, legal commodity inspection fee, terminal charge, airline EDI charge, trucking fee.

The following general terms and conditions apply :

- Rates provided in USD as specified in the RfP
- Rates applicable to General Cargo
- The rates provided are not applicable to Hazardous Goods / DGR, Oversize

Goods, Perishable Goods

- Current fuel surcharge: €1.15/kg (adjusted according to LH carrier fuel costs)
- Security fees: €0.15/kg
- Fuel surcharge applied: to taxable weight
- Peak Season surcharge (if any): at cost per HAWB
- Rates apply to: ATA Mil (Airport to Milano Airport)
- Weight/volume ratio: 1 m3 = 167 Kg
- Air Freight rates apply to: to real weight or taxable rate specified on HAWB, whichever is greater.
- Rates applicable to consolidated air cargo service
- The rates specified do not apply to the following services:
 - a) Direct Shipment
 - b) Back/Back Shipment
 - c) OBC (on board courier)
 - d) Flash / Urgent
- Air carriers used: at DB Schenker discretion
- Customs storage: not included in tables. Will be charged per receipt.

TARIFFS FROM ITALIAN LOGISTICS HUB TO EXPO WAREHOUSE

Note: 1 trip equals 1 full truck load (FTL)

	Type	Route	Unit	Rate
a	Air Inbound	MXP-Magazzino Expo	trip	€ 192,00
a	Air Inbound	FCO-Magazzino Expo	trip	€ 816,00
b	Air Outbound	Magazzino Expo - MXP	trip	€ 192,00
b	Air Outbound	Magazzino Expo - FCO	trip	€ 720,00
c	Sea Inbound	Porto Nord (es Genova)- Magazzino Expo	trip	€ 432,00
c	Sea Inbound	Porto Sud (es Napoli)- Magazzino Expo	trip	€ 960,00
d	Sea Outbound	Magazzino Expo - Porto Nord (es Genova)	trip	€ 432,00
d	Sea Outbound	Magazzino Expo - Sud (es Napoli)	trip	€ 1.152,00
e	Road Inbound	Interporto Nord (es Verona) - Magazzino Expo	trip	€ 432,00
e	Road Inbound	Interporto Sud (es Nola) - Magazzino Expo	trip	€ 960,00
f	Road Outbound	Magazzino Expo - Interporto Nord (es Verona)	trip	€ 432,00
f	Road Outbound	Magazzino Expo - Interporto Sud (es Nola)	trip	€ 1.152,00

CONTAINER STORAGE RATES

Container storage (in Italy only - only for dry containers and not IMO): from the second month on, the cost shall be agreed with companies based on real need

	Type	Unit of measure	rate	Note
a	Storage (over 10 working days)	container 20'	container/month	€ 200,00
b	Storage (over 10 working days)	container 40'	container/month	€ 400,00

WAREHOUSE RATES

	Type		Unit	Note	Rate
a	Unloading incoming freight	Pallettized goods	plt ⁽¹⁾	Minimum 1 plt	€ 4,37
b	Unloading incoming freight	Voluminous goods ⁽³⁾	m ³	Minimum 1 m3	€ 4,85
c	Storage (over 5 working days) ⁽²⁾	Pallettized goods	plt/month		€ 5,82
d	Storage (over 5 working days) ⁽²⁾	Not pallettized goods	m ³ /month		€ 8,73
e	Storage of valuable goods		plt/month ⁽⁴⁾	Minimum 1 plt for 10 days	€ 9,70
f	Preparation	Pallettized goods	plt ⁽¹⁾	Minimum 1 plt	€ 3,88
g	Preparation	Voluminous goods ⁽³⁾	m ³	Minimum 1 m3	€ 4,37
h	Picking and packing	Packaged goods	Std package	Minimum 5 packages	€ 0,49

Vehicle loading is included in delivery rates

All items under a) and b) will be subject to x-ray inspection when they arrive at the warehouse

NOTES

1. a pallet (plt) is a pallet with standard dimensions 120 cm x 80 cm x 160 cm. Freight with smaller dimensions will be assessed as one pallet. If pallets are larger, the ratio of the larger pallet to a standard pallet will be applied. In order to ensure proper handling, transport and storage, freight arriving on pallets of non-standard dimensions (e.g. 100 cm x 100 cm, 100 cm x 120 cm) will be transferred to standard Euro pallets (120 cm x 80 cm) with costs billed to Participant. Hourly Re-Packing rates listed under Value-Added Services will be applied (see table below)
2. Storage rates are applied from the sixth day on. Freight stored for 5 days or less is considered transiting freight. After the fifth day, a one-month storage rate is applied. After the first month, 15-day storage rates are applied for any fraction of a 15-day period (e.g. after 1 month and 1 day of storage, the Participant is charged for 1 month and 15 days)
3. Voluminous goods are defined as follows: The sum of length + width + height is greater than 2 metres or one of the dimensions is greater than 1.5 metres.
4. For storage lasting less than one month, a rate proportional to the fraction of the month or a minimum rate corresponding to 10 days is applied, whichever is greater.

Specifically, the following sub-activities are included in the above incoming freight unloading operations:

- Security check of incoming goods
- Goods receiving (checks by Official Logistics Provider are limited to ensuring correspondence between goods and order, acceptance and unloading)

- X-ray inspection of incoming goods
- Storage
- Inventorying (periodic and final)
- Order management via the collaborative application platform
- Goods reprocessing (repacking on pallets, etc.)
- Management of supporting documentation.

Specifically, the following sub-activities are included in the above outgoing goods preparation and loading operations:

- Cross docking
- Picking and preparation of outgoing orders
- Goods reprocessing (repacking on pallets, etc.)
- Preparation of goods for loading onto vehicles and associated safety/ security management.
- Loading of vehicles in secured areas
- Load sealing
- Management of supporting documentation

DELIVERY RATES

Delivery rates include vehicle loading and unloading

Rates for deliveries to the Expo Site of orders received by 18:00 (6:00pm) with same-night deliveries						
	Type		Weight range (if applicable)	Units	Rate	Note
a	Delivery from warehouse to users on Expo Site (orders placed no later than 18:00 for same-night delivery)	Pallettized goods		100 kg	€ 6,79	Weight/volume ratio (minimum) 1m3=300kg. Minimum invoice amount: 1m3
	Delivery from warehouse to users on Expo Site (orders placed no later than 18:00 for same-night delivery)	Packaged goods	0-20 kg	Shipment	€ 7,28	
b	Delivery from warehouse to users on Expo Site (orders placed no later than 18:00 for same-night delivery)	Packaged goods	20- 30 kg	Shipment	€ 10,67	
	Delivery from warehouse to users on Expo Site (orders placed no later than 18:00 for same-night delivery)	Packaged goods	> 30 kg	100 kg	€ 6,79	Weight/volume ratio (minimum) 1m3=300kg. Minimum invoice amount: 1m3
	Delivery of voluminous goods from warehouse to users on Expo Site (orders placed no later than 18:00 for same-night delivery)	Not-pallettized goods		100 kg	€ 6,79	Weight/volume ratio (minimum) 1m3=400kg. Minimum invoice amount: 1m3
Rates for urgent deliveries to Expo Site (within 3 hours or order)						
	Type		Weight range (if applicable)	Units	Rate	Note
c	Urgent deliveries (within 3 hours)	Pallettized goods		100 kg	€ 13,58	Weight/volume ratio (minimum) 1m3=300kg. Minimum invoice amount: 1m3
	Urgent deliveries (within 3 hours)	Packaged goods	0-20 kg	shipment	€ 14,55	
	Urgent deliveries (within 3 hours)	Packaged goods	20- 30 kg	shipment	€ 21,34	
	Urgent deliveries (within 3 hours)	Packaged goods	> 30 kg	100 kg	€ 13,58	Weight/volume ratio (minimum) 1m3=300kg. Minimum invoice amount: 1m3
	Urgent deliveries (within 3 hours) of voluminous goods	Not-pallettized goods		100 kg	€ 13,58	Weight/volume ratio (minimum) 1m3=400kg. Minimum invoice amount: 1m3

Rates for delivery to the Expo Site of orders received after 18:00 (6:00pm) with next-night delivery						
	Type		Weight range (if applicable)	Units	Rate	Note
a bis	Delivery from warehouse to users on Expo Site (orders placed no later than 18:00 for next-night delivery)	Palletized goods		100 kg	€ 5,97	Weight/volume ratio (minimum) 1m ³ = 300kg . Minimum invoice amount: 1m ³
b bis	Delivery from warehouse to users on Expo Site (orders placed no later than 18:00 for next-night delivery)	Packaged goods	0-20 kg	Shipment	€ 6,31	
	Delivery from warehouse to users on Expo Site (orders placed no later than 18:00 for next-night delivery)	Packaged goods	20- 30 kg	Shipment	€ 8,73	

Employees of the Official Logistics Provider are responsible for unloading the vehicle at the individual pavilions or clusters; they are not required to position goods inside Participants' store rooms or deliver to upper floors. This may be requested from the Official Logistics Provider as a value added service.

Each Participant must guarantee the presence of an employee or delegated staff during unloading to check that the goods are intact and match the order. The Participant's staff is also responsible for moving the goods promptly into the Pavilion.

The Participant Logistics Manager or his/her staff must also make sure the waybill is signed to confirm that the items have been delivered and correspond to the order.

CUSTOMS CLEARANCE OPERATIONS RATES

Type	Unit	Rate
Customs assistance rates for extra-EU goods	Shipment	€ 100,00

SURCHARGES FOR HAZARDOUS GOODS

Indicate the hazardous goods handling surcharge (%) for each rate zone

Reference	Area	% increase for hazardous goods	Note
1	Sea freight	20%	
1 - bis	Accessory charges		
1 - ter	From Italian Logistics Hub to Expo Warehouse	20%	
1 - quater	Container storage	20%	
2	Warehouse rates	20%	
3	Delivery to Expo Site rates	20%	
4	Customs Clearance Operations	0%	

VALUE ADDED SERVICE RATES

VALUE ADDED SERVICES				
Equipments rental with operator (where needed)		Units	Rate	Note
Fork lift	Up to 4 tons	day	€ 605,78	1 day = 8 consecutive hours
	From 5 to 8 tons	day	€ 783,08	1 day = 8 consecutive hours
	From 9 to 12 tons	day	€ 908,17	1 day = 8 consecutive hours
Mobile cranes	Up to 50 tons	day	€ 1.534,63	1 day = 8 consecutive hours
	From 51 to 100 tons	day	€ 2.503,87	1 day = 8 consecutive hours
	Over 100 tons	day	€ 2.988,49	1 day = 8 consecutive hours
Other equipments	Transpallet	hours	€ 24,63	
Vehicles	Cherry Picker (max height 16 m)	day	€ 310,28	1 day = 8 consecutive hours
	Scissor Lift (max height 10 m)	day	€ 165,48	1 day = 8 consecutive hours
Other services		Unit	Rate	
Quality Control	Quality Assurance / Quality Control service to ensure that products leaving the warehouse have no defects that could compromise their display or sale..	Hour	€ 20,00	
Stock management and delivery planning	Pavilion stock management service, delivery planning (daily, weekly or monthly) from Expo Warehouse	Hour	€ 20,00	
Porterage services	Handling of furnishings/equipment into the pavilion	Hour	€ 18,00	
Re-packing	Unpacking and re-packing of articles to prepare them for display. The service includes re-packing of products to support their launch and/or promotion	Hour	€ 18,00	
Product assembly / Kit Creation / Custom packing	Assembly of finished products from components (e.g. installation of accessories or batteries in the package for the finished product, insertion in packages of personalized documents, brochures, instructions, etc.) to produce standardized or personalized products to meet display needs.	Hour	€ 18,00	
Labelling	Product labelling (product or secondary packaging). Included are labels (e.g. safety labels), price stickers or other promotional labels.	Hour	€ 18,00	
Garment processing	Full service garment processing to ready them for sales in stores, unpacking and de-shrouding, steam pressing, hanging and folding.	Hour	€ 18,00	