

09.10.2013

Ref. No. :

Subject : Our Announcement Dated 27.02.2013, ref. No. MIP.0101-7/402

With reference to MIP's announcement dated 27.02.2013 and ref. No. MIP.0101-7/402, concerning "Discount scale of import containers", MIP has decided to add the option of "Yearly Discount rates" as per below so as to provide financial and operational support to our customers.

According to the subject announcement, existing customers having signed the agreement, may switch their existing agreements to the "Yearly Discount Rates" option. Customers who have not signed any agreement may be able to sign a new agreement. Customers who choose to switch their existing agreements to "Yearly Discount rates" may increase their scales if they wish.

Import containers arriving to the port by vessel, being unstuffed inside the port area and leaving the port either by road or railway as laden container (in the exception of direct delivery/souspalan), will be subject to discount as per the rates indicated in the scale, provided that all conditions mentioned in the attached scale are covered in the two years agreement to be signed as per container volume (TEU) indicated in the attached scale.

All the conditions mentioned below must be met in the application of the discount scale herewith:

- 1- The agreement will be done with the companies or individuals whose names are mentioned in cargo owner (receiver) section of the service invoice and Customs declaration. Subsidiaries and affiliates will not be in the scope of the agreement.
- 2- The below mentioned discounts are valid for each year provided that the two year agreement is signed. Thus, so as to let the subject container volumes (TEU) become complete, a difference upto plus or minus 10% of the volumes can be carried forward between the years.
- 3- In the first year, the progress payment will be booked down as credit into the contract owner's company current account into two equal installments, the first one after six months and the second one after 12 months of the following year and will be offset from their subsequent service request. The progress payment of the second year will be paid at the end of the second year in lump payment. In case that the subject company provides a letter of guarantee in relation to this practice, the discount will be done starting from the first container and the date the agreement is signed.

- 4- In order to calculate the container volume (TEU), import containers which have been unstuffed in the port area and gating out of the port either by road or by railway with import or bonded warehouse declaration, will be taken into account.
- 5- The yearly discount rate based on the import container tariff, will be applied for the containers' first 120 days. Normal tariff conditions will be valid after the 121st day.
- 6- With reference to the subject announcement, the last application date to sign the agreement is 31.12.2013.
- 7- Regarding companies which have already signed the agreement, the container storage tariff effective 15 March 2013 will be fixed for them and companies that meet the agreement's conditions will not be affected by any tariff increases after this date with regard to import container storage tariff.

You are kindly requested to circulate the subject announcement to all your members.

Sincerely Yours  
İsmail Hakkı TAS  
General Manager

Enclosure \_\_\_\_\_ :

1. Copy of the discount scale

<b>Yearly Container Volume (TEU*)</b>	<b>Yearly Discount amount (USD)</b>	<b>Discount rate (%)</b>
1.000 – 1.750	<b>10.000</b>	<b>5 %</b>
1.751 – 2.500	<b>25.000</b>	<b>10 %</b>
2.501 – 4.500	<b>50.000</b>	<b>20 %</b>
4.501 – 6.500	<b>100.000</b>	<b>40 %</b>
6.501 – 12.500	<b>200.000</b>	<b>90 %</b>
12.501 – 18.500	<b>300.000</b>	<b>90 %</b>
18.501 and over	<b>400.000</b>	<b>90 %</b>

*\*(20 Feet Container = 1 TEU, 40 Feet Container = 2 TEU, 45 Feet Container = 2 TEU )*