

Commerical Proposal – 49er's

Ex Japan – Oman

Description	Charges	Unit Of Measurement
Deliver the container to venue	1,015.42 USD	container
Pick up the container from venue and transfer to port	1,015.42 USD	container
Cranage on Delivery Window from 30th July to 2nd August	1,128.26 USD	container
Ocean freight FOB Tokyo to Sohar port	5,043.48 USD	container
Basic Handling Charge	338.48 USD	declaration
MDS arrangement	56.43 USD	P.Pick up
On site supervision by SSE Japan	338.48 USD	person/day
Agent Handling fee	169.25 USD	B/L
Export Documents (EOR Schenker Japan)	225.66 USD	invoice
B/L Fee	112.84 USD	B/L
THC at POA	541.57 USD	container
Re-export Customs Clearance (included 2 line items)	394.89 USD	clearance
Thereafter 12000 JPY per 4 lines	135.41 USD	additional 4 lines
Documentation Fee export (including 2 pages)	56.43 USD	invoice
Supervision by another staff - SSE UK	691.83 USD	person/day

In case of deliveries/pick up outside normal working hours (Mon-Fri 08:00-17:00)

NOT included charges	11,263.85 USD	
Cranage Except Delivery Window 3rd till 5th Aug 21.	3,723.20 USD	day
Carnet ATA clearance (35.000 JPY)	394.89 USD	ATA Carnet
Thereafter 1.000 JPY per page	11.30 USD	page
Customs examination		
Duties and Taxes		
Courier fee - if needed	45.14 USD	courier

Ex Greece – Oman – To Be Advised

Inbound Oman

Description	Charges	Unit Of Measurement
Temporary Import Clearance Charges	525.00 USD	Per B/L
Import Declaration Charges	40.00 USD	Per B/L
CCRO, Shipping Lines Charges, Port Charges	485.00 USD	per container
Crane Charges	450.00 USD	per 2-hour usage
Container Handling	250.00 USD	per container
Boat Import Permit's (2 Permit)	110.00 USD	per Boat H.S. Code
Supervision (Onsite)	130.00 USD	person/day
Transportation (Sohar Port to Mussanah)	420.00 USD	per container
NOT included charges	2,410.00 USD	
Customs Deposit 5% +VAT 5% Of CIF value - To Be Advanced	At actuals	Per B/L

Outbound Oman – Barcelona

Description	Charges	Unit Of Measurement
Transportation (Mussanah to Sohar Port)	420.00 USD	per container
Re-export Clearance Charges	525.00 USD	Per B/L
Export Declaration Charges	40.00 USD	Per B/L
Crane Charges	450.00 USD	per 2hrs use max
Container Handling	250.00 USD	per container
Boat Export Permit (One 1 Permit)	55.00 USD	per Boat H.S. Code
Supervision (On site)	130.00 USD	person/day
Export THC	395.00 USD	per container
Ocean freight FOB Ex-Port of Sohar to Barcelona, Spain	4,233.00 USD	per container
Custom & VAT Deposit Refund Fee	275.00 USD	Per Invoice

Outbound Oman – Miami

Description	Charges	Unit Of Measurement
Transportation (Mussanah to Sohar Port)	420.00 USD	per container
Re-export Clearance Charges	525.00 USD	Per B/L
Export Declaration Charges	40.00 USD	Per B/L
Crane Charges	450.00 USD	per 2hrs use max
Container Handling	250.00 USD	per container
Boat Export Permit (One 1 Permit)	55.00 USD	per Boat H.S. Code
Supervision (Onsite)	130.00 USD	person/day
Export THC	395.00 USD	per container
Ocean freight FOB Ex-Port of Sohar & Salalah to Miami, USA	8,311.00 USD	per container
Custom & VAT Deposit Refund Fee	275.00 USD	Per Invoice

Summary of Key Benefits

- DB Schenker is a global logistics provider with a worldwide network of branch offices incorporating all means of transport (national and international land transport, air and ocean freight) allowing for uniquely designed and integrated supply chains
- Tailor made logistics solutions for our local market using all the benefits of our strong international network
- Strong financial background and operational stability even in uncertain times
- DB Schenker's size and buying power in the market can balance out in parts the instability of tariffs and systems on the freight market
- Prepared for major changes in H&S environment, specifically for the event world
- Innovations and systems mitigate risks and improve organizer's internal processes
- State-of-the art technology and innovations
- DB Schenker provides a competence team for this special task consisting out of
 - 2 experienced country organizations with many years of expertise in working on special projects and
 - Dedicated control tower and experienced key account manager
 - DB SCHENKER*sportsevents* global network with an outstanding reputation and references over the last 20 years
 - DB SCHENKER*sportsevents* Global and Regional Management team supporting functions throughout all stages of the project

In- & Excludings : Basic premises

Due to the pandemic impact the ocean freight market is undergoing massive fluctuations. Despite our best efforts, the current market is highly volatile, the rates provided should be considered indicative.

Together with our experts from product / trade lane management ocean freight our rates are reflecting the current level but additionally provide an outlook of the future rate level to best of our knowledge, in order to support Oman Sail.

We strongly believe that full transparency and working in partnership are the best preconditions to navigate together through these challenging times.

Therefore, we would like to commit to Oman Sail on full transparency and continuous share of the market situation for providing best possible pricing whilst delivering the high standard services we agreed on.

Furthermore, Oman Sail can be assured that the dedicated team and special product divisions remain in place and operational even in the uncertain time.

In case of considerable changes in the price structure resulting but not limited to unforeseeable events, political, fiscal, legal changes or market fluctuation from the indicated level, we reserve the right as well as commit ourselves to adjust the rates.

Specific OCEANFREIGHT conditions

- Vol-Ratio 1 cbm = 1000 kg (ocean freight maincarriage)
- Direct vessels will be used whenever is possible; carrier and ports of our choice
- Surcharges for road transport of containers + 25% if merchandise exceeds 23 tons. (container weight not included)
- Ocean freight rates apply to general cargo, no overweight (+20 tns) /no oversized (OOG)/no high value (+450.000 eur)
- All rates are valid for general cargo only
- Trucking in Japan, Greece, Oman from venue to port or vice versa - booking to be informed 1-2 days in advance
- Trucking cancellation conditions in Japan, Greece, Oman: 100% will occur once truck arrived at pick up location

Included services

- Administration and handling charges
- Key Account Manager for the project duration
- Supervision onsite at venue by local/international resources

- Deliver the container to venue and transfer the container to seaport or vice versa
- 2 hrs free loading time / unloading time
- Cranage per 2hrs use max, for unloading and loading the container at venue
- Issuing of Bill of Ladings
- Insurance premiums for general liability and freight forwarder's liability
- Export Terminal Handling Charges, Carrier Handling Fees in origin countries and Import/Export Terminal Handling Charges, Carrier Handling Fees in Oman.
- Export custom clearance in origin countries and Import/Export customs clearance in Oman (1 Invoice/container)
- Customs clearance at departure/arrival countries based on proforma invoice at max. 2 HS codes to be indicated by customer
- Documentation fee (including 2 pages)
- Completion of MDS process in Japan
- Actual Ocean freight, fuel, BAF/CAF, all in
- Deliveries and pick up in Japan and Greece in normal working hours (08:00-17:00) in working days.

Excluded services

- Local Tax for local services part
- Customs duties, VAT & Taxes
- Customs deposit & VAT in Oman (5% & 5% CIF value)
- HS Codes over 2 in Japan
- Encoding HS codes according to TARIC (to be provided by shipper)
- Customs inspection charge export origin country and import/export in Oman (quotes to be provided -Cost varies - depending on an inspection)
- Customs fines due to wrongful information/packing beyond our responsibility
- Handling Fee to apply of import license (for medicine, medical equipment, medical related goods and etc.)
- Any additional charge at origin or destination due cargo's nature (certificates, permits, inspections, authorizations, fumigation, etc)

- Translation of documents
- Courier fee - if needed (for original document, example ATA Carnet)
- Carnet ATA clearance in Japan/Greece
- Surcharges for loadings / deliveries on weekends, public holidays or between 05.00 pm - 08.00 am
- Special handling equipment for loading or unloading at venues, not mentioned
- Loading, lashing, securing, blocking and bracing of cargo is for shipper's account as well as cold chain maintenance
- Waiting time exceeding 2 hrs
- Arrival charges at Barcelona and Miami ports, TBQ
- Sniffing charges if cargo is not x-rayable, in excess of max. dims or in case of x-ray dark alert (quotes to be provided on demand at airport by handling company)
- Express / emergency handling charges
- Demurrage, Detention at ports (if occur)
- Surcharge in case of terminal detects that declared weight is not the correct one
- Surcharges for hazardous, perishable temperature controlled or oversized cargo
- Olympic specific security surcharges, authorisation, permits
- Any new taxes or fees announced by organizers, governments and/or authorities
- Increase of official outlays, such as carrier security and fuel surcharges, BAF/CAF
- Unpacking Service
- Fumigation of wooden cargo (if required) + 20%
- Empty case handling
- Extraordinary maneuvers or additional costs caused by circumstances beyond our responsibility and control
- Project Management
- Travel expenses as per layout for key account / project manager required onsite
- Lock down surcharge

A handwritten signature in blue ink, consisting of a stylized 'S' followed by a vertical line and a small loop at the bottom.

Additional Services

DB SCHENKER **sportsevents** can provide the following additional services, but not limited to, on request; these and further services require prior check and approval of our key account manager. Additional services will be performed once quotation is accepted by Oman Sail.

- Provision of dedicated warehouse space
We can provide facilities on a short and / or long-term basis for this project in different locations for competitive rates
- Provision of Material Handling Equipment and manpower in any venue for unloading and loading of equipment's

Terms & Conditions

The entire transport chain door-door is coordinated exclusively by the product division of DB SCHENKER **sportsevents** (all effected countries).

Our quotation is based on the information as per your request.

All transactions are based on our Standard Trading Conditions. Schenker Khimji's LLC is a member of the International Federation of Freight Forwarders Association (FIATA). In the absence of a separate contract signed by both parties, on all our services the FIATA Model Rules for Freight Forwarding Services shall apply. A copy is available upon request or can be accessed via <https://www.dbschenker.com/om-en/meta/terms-and-conditions>. No other terms will apply. Insurance is arranged only upon request.

Payment term is 30 days after invoice date, unless otherwise agreed.

Effective 16th April 2021, VAT will be applicable in Sultanate of Oman and will be charged at cost. ** In case of a change in the VAT rate the prices will be amended accordingly.

Ocean freight services are based on the tariffs and other charges (as the case may be) of the NVOCC SCHENKER Ocean Ltd and will be provided strictly on the terms and conditions as expressly set out or referenced in the Bill of Lading of SCHENKER Ocean Ltd, which is subject to the laws and exclusive jurisdiction of Hong Kong.

This quotation applies to general cargo only and does not cover any special cargo such as but not limited to: refrigerated, hazardous, perishable, non-stackable, oversized, overweight unless it is explicitly mentioned.

The chargeable weight for ocean freight shall be at 1000 kgs per cbm with a minimum of 1 (one) cbm.

All performed charges are based on current terms and calculated on today's valid tariffs, wages and exchange rates subject to available capacity, equipment and bookings made in time.

VGM (Verified Gross Mass) Administration Charges are included/excluded in/from our offer. Any additional charges occurring after gate-in will be debited as per outlay.

Schedules or transit time(s) provided in the quotation are estimates only and not binding on Schenker's Khimji LLC. They are based on information supplied by the operating carriers and are subject to change due to port/airport congestion, technical problems, failed screening, bad weather or any other reason beyond the control of Schenker's Khimji LLC.

All charges and surcharges are quoted based on provided shipment details and may be subject to change if shipment details are revised. If any additional fees or charges are imposed by the carrier or other third party before shipment or during transportation, are payable by the Customer in addition.

The quotation is subject to space and equipment availability. Transport of special cargo is subject to carrier's acceptance.

Marine Insurance is arranged only upon request.

Shipper must provide full set of documents required by the carrier and/or custom authorities.

All quotations and/or offers are based on assumption and/or implied representation by the Customer that goods are packed and marked by the Customer for safe transportation.

The Customer is responsible and shall indemnify Schenker's Khimji's LLC for and against all duties, taxes, deposits and charges made by any authority for the shipment and/or any permit fees, fines or penalties which may be levied on the shipment.

Any quotations and invoices will be in the currency of the issuing country, unless otherwise specified within the quotation. For services which are based on foreign currencies, the rate of exchange on the date of service applies.

Schenker's Khimji's LLC shall in no event be liable for:

- Valuables or dangerous goods unless declared as such at the time of conclusion of the contract
- Loss following delay unless expressly agreed in writing
- Loss of or damage to the goods due to inherent defect of the goods
- Acts or omissions of Customer, its agents or any third party that the Customer employs
- Improper packing or marking of the goods, unless the packing is part of the services provided.

All invoices shall be paid without any reduction or deferment on account of any claim, counterclaim or set-off.

Our quotations are based on today's current valid tariffs and become void if acceptance is not declared in written within 5 calendar days.

Schenker's Khimji LLC shall not be liable for any delay, any failure in the performance of any services, any rate increase if and to the extent that such delay or failure or rate increase is caused by any event of force majeure, including but not limited to any Act of God, natural disaster, adverse weather conditions, disease, epidemic, plague, quarantine restrictions, war, terrorism, riot, civil commotion, strike, industrial action, trade or economic sanctions, or any other circumstances beyond its reasonable control.

Our quotation for your shipment is based on the current air and ocean freight schedules. We reserve the right to adjust our quotation unilaterally at any later stage in case of further, unpredictable events caused, or in any way related to, the COVID-19 pandemic.

All transactions are based on our Standard Trading Conditions.

Pandemic Clause:

Customer shall reimburse DB Schenker for any increase in costs actually incurred by DB Schenker for resources and/or activities supporting the services for Customer in relation to Covid-19 or similar pandemic impacts, such as but not limited to, delays, changes, reductions in capacity, cancellations or any other type of disruptions on the supply side or new laws, etc, not known to DB Schenker at the moment of conclusion of this Agreement.

Our proposal is an estimation, subject to final proposal

Thank you

For Schenker Khimji's LLC



Richard Van Schie
(Managing Director – Oman)



Sandeep Kumar
(Head Of Airfreight & FE)

Muscat, 08. July 2021