The present “Local Conditions” apply to all sales of air cargo transportation departing from Switzerland, including services incidental thereto, by or on behalf of Air France Cargo and/or KLM Cargo (collectively referred to as “Carriers”). These Local Conditions specify the booking conditions and operational specificities which apply to the above-mentioned sales. It is reminded that transportation is governed by the Carriers’ General Conditions of Carriage which are available at any Carriers’ local Customer Service office or at www.afklcargo.com. Local Conditions may be modified at any time. We advise you to check regularly for updates in particular before any new booking. All bookings for air cargo transportation are subject to the Local Conditions effective at the time of booking and imply their full and entire acceptance by the shipper or its representing agent (hereinafter referred to as “Customer”).

1. RATES VALIDITY

- “All in Rates”: All-inclusive transportation rates based on the booking information, excluding ancillary services and any applicable taxes, levies, fees and other charges. Rates may be adjusted in the event of any change of the booking details.
- All in Market Rates are based on volume ratio 1:6 and valid for Lower Deck cargo. Main deck and BIG/OHG cargo may require tailor-made offer.
- All rates and other charges are charged according to the date of issue of the Air Waybill.
- It is compulsory to indicate on the AWB green copy the spot/ad hoc reference number given when booking. Eventual CCA requests will not be accepted if the spot/ad hoc reference number is missing on the AWB green copy.
- AWB origin is leading for which other charges are applied. Please check next to Switzerland other charges mentioned in this document, also the Dutch- and French other charges published with a complete overview on: https://www.afklcargo.com/GB/en/common/about_us/conditions.jsp?cookieNotificationAccept=1#module_2
- Variation HUM (Ashes and Coffin) will follow Variation Safe1 pricing. In case destination pricing is not available please contact our Customer Service for a tailor-made solution.
- Applicable rates, taxes, duties, fees and other charges are available at the Carriers’ local Customer Service office and may be modified at any time. We advise you to consult them regularly, in particular prior to making a booking.

2. BOOKING CONDITIONS

- All shipments must be booked in advance according to the conditions below unless otherwise agreed and confirmed in writing by the Carriers.
- Carriers may refuse to carry a shipment if no prior booking has been made or if information provided at booking is not in accordance with the shipment tendered to Carriers.
- All in Rates and capacity quotations are based on information provided at the time of booking and may be adjusted in case of any change made by the Customer. In such event, additional fees and specific conditions (which can be consulted with the Carriers) may apply.
- Customers must update bookings via Customer Service as soon as underlying shipment details are modified, in particular regarding the weight, volume or commodity type.
- Bookings should be made either online, by email, telephone or fax using the contact details shown below and indicate the air waybill number, the exact weight, volume and product type as well as, if applicable, any specific agreement reference:

<table>
<thead>
<tr>
<th>Customer Service and booking platform contacts</th>
</tr>
</thead>
<tbody>
<tr>
<td>E-booking</td>
</tr>
<tr>
<td>CPS/EDI (Air France Cargo/KLM Cargo only)</td>
</tr>
<tr>
<td>E-mail address</td>
</tr>
<tr>
<td>Telephone number</td>
</tr>
</tbody>
</table>

- Ex Europe shipments are accepted on a prepaid basis only. For shipments ex other countries, contact Carriers' Customer Service for any useful information on possible collect shipments and applicable collect charges.
- Depending on the destination, type and size of the cargo, contractual conditions (e.g. Part Charter Agreement) and specific limitations may apply. Any related information can be obtained from Carriers’ local Customer Service office.
3. ACCEPTANCE POLICY
- Customer is responsible for tendering shipments to Carriers "READY FOR CARRIAGE", in accordance with IATA resolutions and all applicable laws, regulations, procedures and policies of all applicable jurisdictions for shipments' itinerary (including but not limited to France, The Netherlands, European Union and United States of America).
- Shipments tendered to Carriers shall comply with all EU and U.S. export controls and sanctions laws regarding the country of origin and destination and sanctioned individuals and entities in such countries, and Customer will not cause Carriers to violate any such laws or engage in any transaction that could result in the imposition of sanctions on Carriers.
- Customer is responsible for determining export, transit and import licensing or permitting requirements for its shipments and for obtaining any required licenses and permits (including any required authorization for shipping U.S.-origin controlled cargo, dual-use items, military goods and/or technology).
- By tendering a shipment, Customer certifies that the documentation includes all required licenses and permits, that the statements in that documentation and any other information that the Customer provides relating to exportation and importation are complete, true, correct, and in compliance with the laws of the origin, transit and destination countries.
- Customer understands that civil and criminal sanctions including seizure and forfeiture may be imposed for failing to provide Carriers with all required documentation, licenses and permits, and for making inaccurate, false, or fraudulent statements, or for violating U.S., EU or other country laws regulating exports or imports.
- Customer further acknowledges and agrees that neither the Customer nor any consignee of the cargo is an EU Listed Person or a U.S. Specially Designated National or appears on another applicable sanctions list depending on the origin or destination of the cargo and that the consignee is authorized to receive the shipment.
- Specific guidelines may apply per product, which may be consulted at Carriers' local Customer Service offices. Shipments must be tendered by the latest acceptance time (referred to as "LAT") shown below.

<table>
<thead>
<tr>
<th>Origin &amp; Airline</th>
<th>Product</th>
<th>LAT* on FLIGHTS to CDG &amp; AMS</th>
<th>Day</th>
<th>LAT* on TRUCKS to CDG &amp; AMS</th>
<th>Day</th>
</tr>
</thead>
<tbody>
<tr>
<td>BSL AF</td>
<td>All Products 1) 2)</td>
<td>180 minutes before STD 3) N/A</td>
<td>1-5</td>
<td>18H00</td>
<td>1-5</td>
</tr>
<tr>
<td>BSL KL</td>
<td>All Products 1) 2)</td>
<td>18H00</td>
<td>1-5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GVA AF</td>
<td>All Products 1) 2)</td>
<td>90 minutes before STD 3) 5)</td>
<td>1-5</td>
<td>18H00</td>
<td>2,5</td>
</tr>
<tr>
<td>GVA KL</td>
<td>All Products 1) 2)</td>
<td>90 minutes before STD 3) 5)</td>
<td>1-5</td>
<td>18H00</td>
<td>2,5</td>
</tr>
<tr>
<td>ZRH AF</td>
<td>All Products 2)</td>
<td>90 minutes before STD 3)</td>
<td>1-5</td>
<td>16H30 4)</td>
<td>2-5</td>
</tr>
<tr>
<td>ZRH KL</td>
<td>All Products 2)</td>
<td>90 minutes before STD 3)</td>
<td>1-5</td>
<td>11H00 6)</td>
<td>1-5</td>
</tr>
<tr>
<td></td>
<td></td>
<td>17H30 4)</td>
<td>1-5</td>
<td>21H30**</td>
<td>6)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>17H30 4)</td>
<td>1-5</td>
<td>21H30**</td>
<td>6)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>17H30 4)</td>
<td>1-5</td>
<td>21H30**</td>
<td>6)</td>
</tr>
</tbody>
</table>

Above times are referred to as LAT (Last Acceptance Time)
* STD: Scheduled Time of Departure
**the day before
1) DGR/ICE Cargo must be delivered 1 hour before LAT
2) Please consult CSO office to know if Product is available from your Origin
3) LAT for the first flight leaving in the morning, ex all origins is the evening before
4) DGR/ICE Cargo must be delivered at 16.00 o'clock.
5) DGR/ICE for X-ray must be delivered 2 hours before LAT
6) DGR/ICE Cargo must be delivered at 10.30 o’clock

Local Conditions 01/08/2018
4. NO SHOW, CANCELLATION AND BOOKING DISCREPANCY FEES

To improve and maximize operational performance, Customers are required to tender shipments in accordance with the booking and to keep the Carrier informed at all times of the latest relevant booking information. The following fees will apply in case of major changes to the latest available booking:

<table>
<thead>
<tr>
<th>No show fee*</th>
<th>(For shipments that are not delivered before the LAT)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>35% of the total All-in Rate according to booking or 0.35 CHF per kilo of the shipment weight whichever is higher</td>
</tr>
</tbody>
</table>

* For deliveries after the LAT, Carriers will do their utmost to restore original forwarding plan. Additional costs incurred will be invoiced to the Customer at cost. Any missed connections due to the late tendering of a shipment will be subject to this no show fee.

<table>
<thead>
<tr>
<th>Cancellation fees*</th>
<th>(For cancellations within 24 hours of the LAT)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bookings above 2 tons or 10 m3 and under 10 tons or 60 m3</td>
<td>15% of the total All-in Rate according to booking or 0.25 CHF per kilo of the shipment weight whichever is higher</td>
</tr>
<tr>
<td>Bookings of 10 tons or 60 m3 or more</td>
<td>25% of the total All-in Rate according to booking or 0.30 CHF per kilo of the shipment weight whichever is higher</td>
</tr>
</tbody>
</table>

*Booking updates within 24 hours before LAT, for shipments above 2 tons or 10 m3 and involving more than 25% decrease in chargeable weight will be subject to cancellation fees mentioned above for shipments above 2 tons or 10m3.

<table>
<thead>
<tr>
<th>Booking discrepancy fees*</th>
<th>(If significant discrepancy between chargeable weight at booking versus chargeable weight at acceptance)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Low show for bookings above 2 tons or 17 m3</td>
<td>If more than 30 % reduction in chargeable weight as booked: 50% of the difference between the total All-in Rate quoted at the time of booking and the total All-in Rate calculated at acceptance of the shipment or 0.35 CHF per kilo of the shipment, whichever is higher. Shipment may be carried on another flight for flight optimization reasons at discretion of Carriers.</td>
</tr>
<tr>
<td>Low show for bookings above 10 tons or 60 m3 or more</td>
<td>If more than 20 % reduction in chargeable weight as booked: 50% of the difference between the total All-in Rate at the time of booking and the total All-in Rate calculated at acceptance of the shipment or 0.35 CHF per kilo, whichever is higher. Shipment may be carried on another flight for flight optimization reasons at discretion of Carriers.</td>
</tr>
<tr>
<td>High show for bookings above 17 m3</td>
<td>If volume at acceptance is higher than booked, the All-in Rate of the shipment may be adjusted. Shipment may be carried on another flight due to capacity limitations. No ad-hoc fees will apply.</td>
</tr>
<tr>
<td>Shipment booked as pre-build unit but delivered before LAT as loose cargo</td>
<td>0.15 CHF per kilo (chargeable weight). Shipment may be carried on another flight due to handling limitations (MO)</td>
</tr>
</tbody>
</table>

In case of disputes concerning the above-mentioned fees recorded by Carriers, the burden of proof in supporting a potential error of calculation lies with the Customer.

5. OTHER CHARGES

The commodity type, handling and delivery of goods may give rise to other import/export charges which can be obtained from your local Customer Service office.

As a courtesy, please see below an overview for all export charges’ details ex Switzerland:

- Administrative
  CCA fee: CHF 100.00 per shipment (DH) for any amendment on AWB.
  POD fee: CHF 60.00 per shipment (DJ)
- Dangerous Goods
  o DGR Normal (RA): charge for which a DGR declaration check is required – 110 CHF per AWB
    Special Handling Codes: RBl, RBM, REX, RCX, RGX, RXB, RXC, RXD, RXE, RXG, RXS, RNG, RCL, RFG, RFL, RFS, RSC, RFW, ROX, ROP, RPB, RIS, RCM, RMD, RLM, RLI, RSB, RRY, RRW, RPG, DGD, CAO
    or Product labels: Variation DGR, Variation DGR CAO or Variation DGR PLUS
  o DGR Light (RA): charge for Dangerous goods for which no DGR declaration check is required – 35 CHF per AWB
    Special Handling Codes: ICE*, REQ, RDS, ELI, ELM, MAG, RRE.
    *Dry Ice is to be considered as DGR Light.

- Unsecure Cargo Charges
  o For Unsecure cargo delivered you will be invoiced by AF-KL Cargo CHF 0.15 per actual kg with a minimum of CHF 75.00 and a maximum of CHF 435.00 per AWB (SC)

- Other Charges AAMS
  The complete list of destinations requiring AAMS Compliance are available on this link:
  o In case of FHL2 transmission of HAWBs data: 3.65 CHF / FHL (HAWB) (CG)
  o In case of Air France-KLM Cargo manual trasmission of HAWBs data: 20.50 CHF / HAWB (CC)
  o No charge in case of direct transmission of HAWBs data from third party filler.

- Variation SAFE 1
  - Air France Handling fee (Other charge code VA)* - Applicable: export/transit/via Paris (CDG, ORY)

<table>
<thead>
<tr>
<th>Chargeable Weight per MAWB</th>
<th>CHF per MAWB</th>
<th>AIR FRANCE*</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-99 KG</td>
<td>248</td>
<td></td>
</tr>
<tr>
<td>100-199 KG</td>
<td>303</td>
<td></td>
</tr>
<tr>
<td>200-499 KG</td>
<td>359</td>
<td></td>
</tr>
<tr>
<td>+500 KG</td>
<td>1048</td>
<td></td>
</tr>
</tbody>
</table>

- KLM Handling fee (Other charge code VA)* applicable as per following chart:

<table>
<thead>
<tr>
<th>Chargeable Weight per MAWB</th>
<th>CHF per MAWB</th>
<th>KLM</th>
<th>all destinations*</th>
<th>*except Africa, French Caribbean and Indian Ocean</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-99 KG</td>
<td>27</td>
<td>27</td>
<td>27</td>
<td></td>
</tr>
<tr>
<td>above or equal 100 KG</td>
<td>81</td>
<td>271</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Variation ART WITNESS – KLM only (WA)
  o 188 CHF per shipment to be applied when ART shipment is from or transferred via our HUB SPL – KL only – and guided by the customer on this request

- Variation LIVE (AFKL)
  o Charges for live animal shipments: CHF 60.00 / AWB (LA)
  o Additional kennel acceptance charge applicable ex ZRH only: 140CHF per shipment (LA). In case a same day connection cannot be made and overnight stay in ZRH is requested storage charges (per 24 hours or part thereof) apply: CHF 100.00 per kennel or piece (LA).
  For other Live Animals shipments, please contact our Customer Service.

- Variation LIVE KLM ONLY
  o SPL related costs per LIVE operations: CHF 66.00 / AWB (LE)
  o Inspection charges for LIVE pets (cats/dogs) for SPL transit shipments: CHF 83.00 per health certificate (DV)
- **Variation FASHION (UE)**
  Secured containers for hanging garments: CHF 90.00 / AWB

- **T1 Emission ex-works pick up (CH)**
  CHF 85.00 per shipment

- **Import tax for shipments to Nigeria and Chad**
  - **Nigeria:** 5 NGN / kg on actual weight. The total amount to be converted in CHF, based on weekly exchange rate, and exposed on MAWB (GT).
  - **Chad** – 0.16 CHF / kg on actual weight (GT)

- **Shipments to Caracas: Handling - Security Fees and Government Tax**
  Handling and Security fees for Shipments to Caracas (CCS): 0.05 CHF/KG on chargeable weight to be exposed in AWB (MP).
  Government Tax as per June 8th 2015: 0.09 USD / KG on actual weight. The total amount is to be converted in CHF based on weekly exchange rate and exposed in AWB (GT).

- **Ghana Aviation Safety charges**
  An Aviation Safety Charge of USD 0.02 per actual Kg is to be applied for all Ghana inbound cargo on, as from December 1st 2016.
  The total amount is to be converted in CHF based on weekly exchange rate and exposed in AWB (GT).

- **Argentina Customs Regulations**
  All cargo with an Argentinian destination must report on all MAWBs or HAWBs (in case of consolidation) the following information:
  - **CUIT number** of the consignee must be clearly identified in "handling Information " segment of the MAWBs or HAWBs
  - **HCC number** (Harmonized Commodity Code - minimum of 6 numerical characters) or **HS code** must be clearly identified in the "nature and quantity goods" segment of the MAWBs or HAWBs
    For shipments with final destination MONTEVIDEO (MVD), SANTIAGO CHILE (SCL), QUITO (UIO), transiting through Buenos Aires, only the HCC or HS code is mandatory.
    At the same time a fee of 163.00 CHF per shipment for non-compliance of above requirements will be applicable (CB).

- **Turkey Customs Regulations**
  All cargo with a turkey destination must report on MAWBs of HAWBs (in case of consolidation) the following information:
  - Consignee Tax Nr. in Consignee section
  - HTS Code of product in Nature and Quantity section.

- **Blue Crown Other Charge applicable in case of tailor-made requested service (MT).**
  Rate per shipment quoted on ad hoc basis by Customer Service.
### Local Conditions

**AIR FRANCE Cargo and KLM Cargo Specificity:** Active and Passive solution's rental fee (see table here below) are included to Fresh1/Pharma Active-Passive ALL IN container cost. Still additional services may be separately charged as per below details.

<table>
<thead>
<tr>
<th></th>
<th>RKN - T2</th>
<th>RKN e1</th>
<th>C-Safe RKN</th>
<th>RAP - T2</th>
<th>RAP - e2</th>
<th>C-Safe RAP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Daily rate</strong>&lt;sup&gt;*&lt;/sup&gt; (MV)</td>
<td>235.00 CHF</td>
<td>588.00 CHF</td>
<td>324.00 CHF</td>
<td>371.00 CHF</td>
<td>1559.00 CHF</td>
<td>883.00 CHF</td>
</tr>
<tr>
<td><strong>5 days min rental</strong>&lt;sup&gt;*&lt;/sup&gt; (MV)</td>
<td>1175.00 CHF</td>
<td>2940.00 CHF</td>
<td>1620.00 CHF</td>
<td>1855.00 CHF</td>
<td>7795.00 CHF</td>
<td>8179.00 CHF</td>
</tr>
<tr>
<td><strong>Pivot weight Damage waiver</strong> (optional)</td>
<td>755 kg</td>
<td>755 kg</td>
<td>755 kg</td>
<td>1700 kg</td>
<td>1700 kg</td>
<td>1700 kg</td>
</tr>
<tr>
<td></td>
<td>NA</td>
<td>210.00 CHF</td>
<td>210.00 CHF</td>
<td>NA</td>
<td>310.00 CHF</td>
<td>530.00 CHF</td>
</tr>
</tbody>
</table>

**Active Opticooler**

<table>
<thead>
<tr>
<th></th>
<th>RKN</th>
<th>RAP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Daily rate</strong>&lt;sup&gt;*&lt;/sup&gt; (MV)</td>
<td>441.00 CHF</td>
<td>1059.00 CHF</td>
</tr>
<tr>
<td><strong>5 days min rental</strong>&lt;sup&gt;*&lt;/sup&gt; (MV)</td>
<td>2205.00 CHF</td>
<td>5295.00 CHF</td>
</tr>
<tr>
<td><strong>Tare weight container (kg)</strong></td>
<td>670</td>
<td>1140</td>
</tr>
<tr>
<td><strong>Chargeable weight container (kg)</strong></td>
<td>755</td>
<td>1700</td>
</tr>
</tbody>
</table>

**Passive**

<table>
<thead>
<tr>
<th></th>
<th>VA-Q-tec Twin</th>
<th>VA-Q-tec EU</th>
<th>VA-Q-tec XL</th>
<th>VA-Q-tec USC</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Daily rate</strong>&lt;sup&gt;*&lt;/sup&gt; (MV)</td>
<td>530.00 CHF</td>
<td>382.00 CHF</td>
<td>500.00 CHF</td>
<td>441.00</td>
</tr>
<tr>
<td><strong>5 days min rental</strong>&lt;sup&gt;*&lt;/sup&gt; (MV)</td>
<td>2650.00 CHF</td>
<td>1910.00 CHF</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Tare weight container (kg)</strong></td>
<td>800</td>
<td>410</td>
<td>660</td>
<td>525</td>
</tr>
<tr>
<td><strong>Chargeable weight container (kg)</strong></td>
<td>934</td>
<td>440</td>
<td>742</td>
<td>575</td>
</tr>
</tbody>
</table>

* Additional fees: DGR fees, re-icing, batteries, express order, cancellation order, change order.

**Express Order Fee per container** (MC)

- Order placed 3 days or less prior to start of use 300.00 CHF except C-Safe RAP (647.00 CHF)

**Cancellation Fee per container** (MC)

- If placed max 3 working days prior to start of use : 500 CHF except for C-Safe RAP (1294 CHF)
- If placed within/less than 3 working days before the start of use, full amount (including rental) is charged.

**Change Order Fee per booking** (MC)

- Changes to the Order 3 days or less (Calendar days) prior to planned start of use 85.00 CHF for all containers except C-safe RKN (165CHF/booking) and C-safe RAP 118.00 CHF

**Pharma Active dry-ice replenishment and battery change charges on request of the customer** (MX)

- 117.00 CHF/AWB

**DGR Fee**

- See AF-KL official rates (mentioned at page 3)

For quotations and for more information, please contact your local Sales Manager or the ISM Pharma

Local Conditions
- **Operational procedure transborder fee Port Gentil-POG via Libreville-LVB (Gabon)**

  Shipments for Port Gentil (POG): forwarded from Libreville (LBV) by Sea. Requirements:

  - Final destination on AWB must be POG
  - To be mentioned on AWB in the Handling box “Transbordement par F S L”
  - The following add-on, 0.88 CHF/Kg per Chargeable Weight (without a minimum), must be mentioned in the Due Carrier Box with SA Code
  - Note: AVI and HUM forbidden on forwarding LBV-POG

6. **INVOICING AND PAYMENT**

Invoices are issued on the basis of the booking information, the air waybill, its electronic equivalent and adjustments made at acceptance in the event of discrepancies between the shipment details at booking and those at acceptance.

Carriers’ invoices will be handled via CASS or other available industry payment facilities agreed with the Customer. In case CASS is not available, the Customer can open an account locally by entering into a specific contractual agreement with the Carriers.

If the Customer wishes to dispute any invoiced amount, it shall notify the Carriers immediately and in any event within six (6) months of the invoice date. If Customer does not notify Carriers of a dispute within such time period, the invoice shall be deemed accepted.

Fees will be invoiced by update of conditions as per applicable air waybill or on a separate invoice.

7. **ULD PIVOT WEIGHTS AS PER IATA STANDARD:**

- **LDC (container)** 717 kg – volume: 4.3 m³
- **LDP (lower deck)** 1667 kg – volume: 10 m³
- **Pallet Wingout (OHG lower deck):** 1750 kg – volume: 10.5 m³
- **MDP (main deck)** 3000 kg – volume: 18 m³

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*Air France Cargo and KLM are the cargo divisions of respectively Société Air France and KLM Royal Dutch Airlines.*

*Société Air France, joint stock company organized and existing under the laws of France, registered with “Registre du Commerce et des Sociétés” of Bobigny under n° 420 495 178, whose head office is at 45 rue de Paris 95747 Roissy CDG Cedex, France.*

*KLM Royal Dutch Airlines, a limited liability company organised and existing under the laws of The Netherlands, having its head office at Amsterdamseweg 55, 1182GP Amstelveen, The Netherlands.*

*All rates provided by Carriers to Customer including market rates, price quotes and negotiated rates (together “AFKL Rates”) are confidential and the property of AFKL. AFKL Rates shall not be disclosed to any third party without AFKL’s prior written consent. Carriers may make available AFKL Rates via third party price comparison tools.*