

LOCAL CONDITIONS ex Guangzhou FROM 1/July/2018

The present “Local Conditions” apply to all sales of air cargo transportation departing from CAN, 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

- “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.
- 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:

Customer Service and booking platform contacts	
E-booking	CPS
E-mail address	customer-service.can@afklcargo.com
Fax Number	+86 20 36052155
Telephone Number	+86 20 36055803 / 36055802

- Shipments are accepted on a prepaid basis only. 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.

PRODUCT	PAX FLIGHT	CARGO FLIGHT
EQUATION / EQUATION HEAVY VARIATION	3 hours before STD*	No Freighter ex CAN
DIMENSION / General Cargo / Other Cargo	6 hours before STD*	No Freighter ex CAN
	Upon request based on commodity type	No Freighter ex CAN

* STD: Scheduled Time of Departure

4. NO SHOW, CANCELLATION AND BOOKING DISCREPANCY POLICY

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:

4.1 No Show fees**

No show	Applicable Fee
To Europe	100% of all-in rate to hub based on initial booked weight. The weight will count in dead freight calculation in case of BSA booking.
Beyond Europe	100% of all-in rate to final destination based on initial booked weight. The weight will count in dead freight calculation in case of BSA booking.

** Shipments delivered later than LAT may be considered as no show and are subject to the above no show fee. Carriers will do their utmost to restore original forwarding plan. Missed connections due to late deliveries by Customer are subject to the above no show fee.

- The no show fee applies to AWB booked weight for loose delivery and to Pallet booked weight for prepack delivery.
- In case of a mix pre-pack pallet (including freight to Europe and freight to beyond Europe), the applicable no show fee will be as follows:
 - 100% of all-in rate to hub for Europe bound cargo
 - 100% of all-in rate to destination for beyond Europe cargo

4.2 Cancellation fees

Booking of One ULD or loose shipment larger than 1700kg or 10CBM	
Cancellation made at the latest	
6 hours before LAT	CNY 2/kg on initial booked weight. The weight will not count in dead freight calculation in case of BSA booking.

Booking of Two ULD or more	
Cancellation made at the latest	
24 hours before LAT	CNY 3/kg on initial booked weight. The weight will not count in dead freight calculation in case of BSA booking.

4.3 Booking discrepancy

Booking discrepancy type	Applicable Fee
Low show for one position	If acceptance weight is lower by 20% or more than the weight shown in the latest booking: CNY 2 per kilo apply on the weight difference. The pallet may be rebooked by the carrier for flight optimization purposes. Only actual weight will count in dead freight.
Low show for any of 2 positions or more on the same flight	If acceptance weight is lower by 20% or more than the total weight shown in the latest booking: CNY 2 per kilo apply on the weight difference. The pallet(s) may be rebooked by the carrier for flight optimization purposes. Only actual weight will count in dead freight.
High show for one position or more on the same flight	If acceptance weight is higher by 20% or more than the total weight shown in the latest booking update: The pallet(s) may be rebooked by the carrier for flight optimization purposes. Only actual weight will count in dead freight.

In case of disputes concerning above-mentioned fees recorded by Carriers, the burden of proof in supporting the contradiction of the check records lies with the Customer.

5. OTHER CHARGES**

AF/KL Export Other Charges in CNY (Effective 1 May 2018)

OC Code	Carrier	OC Description	Amount (CNY)	Charged per	Minimum Charge	Remarks
CB	AF	Completion/Preparation of documents	1500	Per Shipment	N/A	Applicable on shipment missing CUIT and HCC code on MAWB to Argentina.
CC	AF	Manual Data Entry	135	Per HAWB	N/A	N/A
CG	AF	Electronic Processing of data for custom purposes	21	Per FHL	N/A	N/A
CH	AF	Airway Bill Fee (Clearance and handling)	90	Per Shipment	N/A	N/A
DH	AF	CCA Charge	500	Per Shipment	N/A	Charges due amendment of AWB details
DJ	AF	Proof Of Delivery Charge	400	Per Shipment	N/A	N/A
GT	AF	Government Tax	0.5	Actual Weight	N/A	Government Tax for shipments to ABV, LOS, PHC, and ACC
GT	AF	Government Tax	0.6	Actual Weight	N/A	Government Tax for shipments to CCS
GT	AF	Government Tax	1.5	Actual Weight	N/A	Government Tax for shipments to NDJ
MP	AF	Handling and Security Fee	0.6	Chargeable Weight	N/A	Handling and Security charge for shipments to CCS
RA	AF	Dangerous Goods – Light DG Check	105	Per Shipment	N/A	Light DG Check, when no check / declaration is needed. SHC: ICE, REQ, RDS, ELI, ELM, MAG, RRE
RA	AF	Dangerous Goods – Normal DG Check	840	Per Shipment	N/A	Normal DG Check, when a check / declaration is needed. SHC: 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
SA	AF	Transborder fee	5.84	Chargeable Weight	N/A	Charges for Delivery services, transborder fee into POG

VA	AF	Valuable Cargo Handling	1763	Per Shipment	N/A	Safe 1 (VAL) shipments below 100kg to all destinations.
VA	AF	Valuable Cargo Handling	2155	Per Shipment	N/A	Safe 1 (VAL) shipments between 100kg and 199KG to all destinations.
VA	AF	Valuable Cargo Handling	2547	Per Shipment	N/A	Safe 1 (VAL) shipments between 200kg and 499KG to all destinations.
VA	AF	Valuable Cargo Handling	7444	Per Shipment	N/A	Safe 1 (VAL) shipments above 500kg to all destinations.

**The Other Charges overview above is not exhaustive and is subject to change at any time.

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.

7. OTHER LOCAL SPECIFICITIES

- Special conditions apply to Block Space Agreements. Please refer to the BSA contract documents for further details.
- The volume ratio used for chargeable weight calculation is 1 CBM = 166.66kg. However shipments including overhang pieces (OHG) will be quoted and charged on a case by case basis.
- Pivot weights per contour types are available upon request from carriers' customer service departments.
- All price agreements (BSA, Price Only Agreements, Ad-hoc rates) are to be treated as confidential and shall not be disclosed by one party without the prior written consent of the other party.

Air France Cargo, KLM Cargo and Martinair Cargo are the cargo divisions of respectively Société Air France, KLM Royal Dutch Airlines and Martinair Holland N.V.

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 public company organised and existing under the laws of The Netherlands, having its head office at Amsterdamseweg 55, 1182GP Amstelveen, The Netherlands.

Martinair Holland N.V, a public company organised and existing under the laws of The Netherlands, having its head office at Piet Guilonardweg 17, 1117 EE, Schiphol-Oost, The Netherlands.