
EIL Falkland Commercial Rate Card — CLP and GBP

Reference GBP conversions added to the original commercial rate card

Contents

Contents.....	3
Punta Arenas–Falkland Islands Route	3
EIL COMMERCIAL RATE CARD.....	3
1. Purpose of the rate card	4
2. Service summary	4
3. Value proposition.....	4
4. Rates by cargo type.....	5
5. Additional services.....	6
6. Commercial benefits for the customer	6
7. Service scope.....	7
INCLUDED.....	7
SUBJECT TO QUOTATION OR ADDITIONAL VALIDATION	7
8. Commercial conditions.....	7
9. Information required for quotation.....	8
10. Quotation request	8

Punta Arenas–Falkland Islands Route

EIL COMMERCIAL RATE CARD

Integrated land and sea supply solution coordinated by EIL

Currency: Chilean pesos (CLP) and British pounds sterling (GBP)

Exchange rate used for “reference”: 1 GBP = CLP \$1,239.35. GBP amounts are indicative, rounded to the nearest pound, and must be confirmed at the time of quotation.

1. PURPOSE OF THE RATE CARD

This document sets out EIL's commercial proposal for the supply service between Punta Arenas and the Falkland Islands. The solution includes the receipt, consolidation and land transportation coordination of cargo, together with sea transportation to Port Stanley.

2. SERVICE SUMMARY

ITEM	CONDITION
Route	Punta Arenas – Falkland Islands
Destination	Port Stanley
Logistics operator	EIL
Vessel	MN Danstar
Estimated transit	20 to 25 days maximum, from receipt at the EIL warehouse until arrival at Port Stanley
Mode	Land cargo consolidation and sea transportation
Volume benefit	Preferential rates for applicable categories over 150 m ³
Port costs	Included in the stated rates, at origin and destination

3. VALUE PROPOSITION

EIL offers an integrated logistics solution to improve the continuity and predictability of supply between Punta Arenas and Port Stanley. The service centralizes receipt, consolidation, inland transportation and sea shipment, allowing the operation to be organized and the costs associated with each shipment to be optimized.

The proposal includes differentiated rates according to cargo type and volume transported, with preferential conditions for applicable categories over 150 m³. It also allows for general cargo, construction materials, vehicles, machinery, dangerous goods, frozen cargo and scrap metal returns.

4. Rates by cargo type

CARGO TYPE	RATE PER M ³ (CLP)	RATE PER M ³ (GBP)	RATE OVER 150 M ³ (CLP)	RATE OVER 150 M ³ (GBP)	REMARKS
General cargo — dry and breakbulk	\$180,000	£145	\$144,000	£116	Preferential volume condition
Construction cargo	\$180,000	£145	\$162,000	£131	Preferential volume condition
Vehicles and pickup trucks	\$180,000	£145	Not applicable	Not applicable	Regular rate applies
Vans, minibuses, buses and trucks	\$200,000	£161	Not applicable	Not applicable	Regular rate applies
Machinery	\$230,000	£186	Not applicable	Not applicable	Subject to dimensions and operating conditions
Dangerous goods	\$180,000	£145	\$170,000	£137	Requires prior classification and documentation
Frozen cargo — dry reefer	\$190,000	£153	\$180,000	£145	Subject to availability and refrigeration requirements
Scrap metal return	\$150,000 per m ³ / ton	£121 per m ³ /ton	\$100,000 per m ³ /ton	£81 per m ³ / ton	According to cargo type and condition

The amounts are expressed in Chilean pesos and include port costs at origin and destination. The GBP amounts are reference conversions based on the exchange rate stated in this document. The final rate will be confirmed according to volume, weight, dimensions, nature of the cargo, space availability and shipment date.

5. Additional services*

SERVICE	RATE (CLP)	RATE (GBP)
10-foot container rental	\$600,000	£484
20-foot container rental	\$800,000	£646
10-foot reefer container rental	\$1,000,000	£807
20-foot reefer container rental	\$1,500,000	£1,210
Strapping band per unit	\$10,000	£8
Consolidation of 10-foot container	\$150,000	£121
Consolidation of 20-foot container	\$220,000	£178

The contracting of additional services will depend on the type of cargo, equipment availability and the specific requirements of each shipment. ***Net Values**

6. Commercial benefits for the customer

TRANSPARENT RATES

Differentiated price structure according to cargo type, volume and operating requirements.

SAVINGS THROUGH CONSOLIDATION

Preferential conditions for applicable categories on shipments exceeding 150 m³.

INTEGRATED SOLUTION

A single operator coordinates receipt, consolidation, land transportation and sea shipment.

COVERAGE FOR DIFFERENT TYPES OF CARGO

Alternatives for general cargo, construction, vehicles, machinery, dangerous goods, frozen cargo and scrap metal returns.

COST OPTIMIZATION

Possibility of contracting containers and consolidation services according to the needs of each shipment.

GREATER PREDICTABILITY

Estimated operating period of 20 to 25 days maximum, considering receipt at the EIL warehouse and arrival of the vessel at Port Stanley.

PORT COVERAGE

Port costs at origin and destination are included in the stated rates.

SUPPLY CONTINUITY

Cargo consolidation enables a regular flow of supplies and the efficient distribution of logistics costs.

7. Service scope

SERVICE INCLUDED

- Coordination of cargo receipt at the EIL warehouse, Punta Arenas.
- Cargo consolidation according to compatibility and availability.
- Coordination of inland transportation and sea shipment.
- Operational management until the vessel arrives at Port Stanley.
- Port costs at origin and destination, according to the stated rates.

SUBJECT TO QUOTATION OR ADDITIONAL VALIDATION

- Transport insurance.
- Storage.
- Special handling and demurrage.
- Documentation or permits for dangerous goods.
- Cold chain.
- Delivery after arrival at Port Stanley.
- Taxes, duties or other third-party charges.
- Special services not expressly included.

8. Commercial conditions

- Rates are expressed in Chilean pesos and reference conversions are shown in British pounds sterling.
- The exchange rate used for the GBP reference values is 1 GBP = CLP \$1,239.35 (Subject to change).
- GBP amounts are indicative and will be confirmed using the applicable exchange rate at the time of formal quotation.
- The “over 150 m³” condition applies exclusively to categories showing a preferential rate.
- Categories indicated as “Not applicable” retain the regular rate.
- The final rate will be confirmed based on complete cargo information.
- The service is subject to space availability on the MN Danstar and cargo acceptance.
- Dangerous, frozen or special cargo requires prior review.

- The shipment date, price validity and payment terms will be stated in each formal quotation.
- The rates and conditions must be validated before a formal quotation is issued.

9. Information required for quotation

To prepare a quotation, the following information is required:

- Cargo type and description.
- Total volume in m³.
- Weight and dimensions.
- Number of packages, pallets, vehicles, machines or containers.
- Temperature conditions.
- Classification and documentation for dangerous goods.
- Estimated delivery date to the EIL warehouse or required shipment date.
- Additional services.
- Destination and delivery requirements in Port Stanley.

10. Quotation request

EIL – Commercial Department

Email: _

Telephone:

Rate card validity: _

Version: _____

This document is commercial in nature and is subject to confirmation of rates, operational availability and the specific conditions of each shipment.

EIL FALKLAND COMMERCIAL RATE CARD