

Effective from 1 Apr 2021**

Incoterm: FOB Yantian/Guangdong Ports
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FX	7.08
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Charges	Cost Driver	Flexport Cost (CNY) in Market Place	Mark-up	New Rate Base - Tier 1 (CNY)	New Rate Negotiated - Tier 2 (CNY)	New Rate Fully Adopted - Tier 3 (CNY)
Terminal Handling Charge	20'	¥918	11%	¥1,020	¥1,020	¥1,020
Terminal Handling Charge	40' / 40'HC	¥1,515	12%	¥1,700	¥1,700	¥1,700
Terminal Handling Charge	45'	¥1,885	15%	¥2,170	¥2,170	¥2,170
Equipment (EIR)	Per CNTR	¥35	43%	¥50	¥50	¥50
Seal Fee	Per CNTR	¥35	43%	¥50	¥50	¥50
VGM	Per CNTR	¥103		¥155	¥155	¥155
AMS / ACI / ENS	Per HB/L	¥36		¥245	¥245	¥245
Handling	Per HB/L	¥253		¥300	¥300	¥0
Document	Per HB/L	¥475	5%	¥500	¥500	¥500

Extra Services (if required)						
Telex	Per HB/L	¥345	1%	¥350	¥0	¥0
Export Customs Clearance	Per Entry	¥200	10%	¥220	¥220	¥220

Additional Charges (if applicable)

Note: Additional Charges will be passed through if incurred; **If HBL release method changes (i.e. Express HBL to Telex Release), BL Amendment Fee (CNY 450) will incur. If HBL details amendment needed, AMS Amendment will incur in addition to BL Amendment (CNY 450 + USD 45).

BL Amendment Fee	Per HB/L	CNY 450	CNY 450	CNY 450	CNY 450
AMS Amendment	Per HB/L	USD 45	USD 45	USD 45	USD 45
Late SI Submission Fee	Per HB/L	CNY 500	CNY 500	CNY 500	CNY 500
Extra Loader (XL) Cancellation Charge	Per Container	USD 1,500	USD 1,500	USD 1,500	USD 1,500

Incoterm: EXW Yantian/Guangdong Ports
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Charges	Cost Driver	Flexport Cost (USD)	Mark-up	New Rate Base - Tier 1 (USD)
Terminal Handling Charge	20'	\$130	11%	\$144
Terminal Handling Charge	40' / 40'HC	\$214	12%	\$240
Terminal Handling Charge	45'	\$266	15%	\$306
Equipment (EIR)	Per CNTR	\$5	40%	\$7
Seal Fee	Per CNTR	\$5	40%	\$7
VGM	Per CNTR	\$15		\$22
AMS / ACI / ENS	Per HB/L	\$5		\$35
Handling	Per HB/L	\$36		\$42
Document	Per HB/L	\$67	6%	\$71

Extra Services (if required)				
Telex	Per HB/L	\$49		\$49
Export Customs Clearance	Per Entry	\$28	11%	\$31

Additional Charges (if applicable)

Note: Additional Charges will be passed through if incurred; **If HBL release method changes (i.e. Express HBL to Telex Release), BL Amendment Fee (USD 64) will incur. If HBL details amendment needed, AMS Amendment will incur in addition to BL Amendment (USD 64 + USD 45).

BL Amendment Fee	Per HB/L	USD 64	USD 64
AMS Amendment	Per HB/L	USD 45	USD 45
Late SI Submission Fee	Per HB/L	USD 70	USD 70
Extra Loader (XL) Cancellation Charge	Per Container	USD 1,500	USD 1,500

Incoterm: FCA
Yantian/Guangdong Ports

Charges	Cost Driver	Flexport Cost (USD)	Mark-up	New Rate Base - Tier 1 (USD)
Terminal Handling Charge	20'	\$130	11%	\$144
Terminal Handling Charge	40' / 40'HC	\$214	12%	\$240
Terminal Handling Charge	45'	\$266	15%	\$306
Equipment (EIR)	Per CNTR	\$5	40%	\$7
Seal Fee	Per CNTR	\$5	40%	\$7
VGM	Per CNTR	\$15		\$22
AMS / ACI / ENS	Per HB/L	\$5		\$35
Handling	Per HB/L	\$36		\$42
Document	Per HB/L	\$67	6%	\$71

Extra Services (if required)				
Telex	Per HB/L	\$49		\$49
Export Customs Clearance	Per Entry	\$28	11%	\$31

Additional Charges (if applicable)

Note: Additional Charges will be passed through if incurred; **If HBL release method changes (i.e. Express HBL to Telex Release), BL Amendment Fee (USD 64) will incur. If HBL details amendment needed, AMS Amendment will incur in addition to BL Amendment (USD 64 + USD 45).

BL Amendment Fee	Per HB/L	USD 64	USD 64
AMS Amendment	Per HB/L	USD 45	USD 45
Late SI Submission Fee	Per HB/L	USD 70	USD 70
Extra Loader (XL) Cancellation Charge	Per Container	USD 1,500	USD 1,500

** Under FCA Incoterm, origin trucking should be billed to Shipper.

Incoterm: FOB
Hong Kong

							FX	7.75
Charges	Cost Driver	ICC (HKD)	Mark-up	Tier 1 (HKD)	Tier 2 (HKD)	Tier 3 (HKD)		
Terminal Handling Charge	20'	\$2,275	0%	\$2,275	\$2,275	\$2,275		
Terminal Handling Charge	40' / 40'HC	\$3,070	0%	\$3,070	\$3,070	\$3,070		
Terminal Handling Charge	45'	\$3,840	0%	\$3,840	\$3,840	\$3,840		
Equipment (EIR)	Per CNTR	-	-	-	-	-		
Seal Fee	Per CNTR	\$78	15%	\$90	\$90	\$90		
VGM	Per CNTR	\$100	15%	\$115	\$115	\$115		
AMS / ACI / ENS	Per HB/L	\$235	0%	\$235	\$235	\$235		
Handling	Per HB/L	\$261	15%	\$300	\$300	\$0		
Document	Per HB/L	\$517	15%	\$595	\$595	\$595		

Extra Services (if required)						
Telex	Per HB/L	\$304	15%	\$350	\$0	\$0
Export Customs Clearance	Per Entry	\$261	15%	\$300	\$300	\$300

Additional Charges (if applicable)

Note: Additional Charges will be passed through if incurred; **If HBL release method changes (i.e. Express HBL to Telex Release), BL Amendment Fee (HKD 650) wil incur. If HBL details amendment needed, AMS Amendment will incur in addition to BL Amendment (HKD 650 + USD 45).

BL Amendment Fee	Per HB/L	HKD 650	HKD 650	HKD 650	HKD 650
AMS Amendment Fee	Per HB/L	USD 50	USD 50	USD 50	USD 50
Late SI Submission Fee	Per HB/L	HKD 600	HKD 600	HKD 600	HKD 600
Extra Loader (XL) Cancellation Charge	Per Container	USD 1,500	USD 1,500	USD 1,500	USD 1,500

Incoterm: EXW
Hong Kong

Charges	Cost Driver	ICC (USD)	Mark-up	Tier 1 (USD)
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Terminal Handling Charge	20'	\$294	0%	\$294
Terminal Handling Charge	40' / 40'HC	\$396	0%	\$396
Terminal Handling Charge	45'	\$495	0%	\$495
Equipment (EIR)	Per CNTR	-	-	-
Seal Fee	Per CNTR	\$10	15%	\$12
VGM	Per CNTR	\$13	15%	\$15
AMS / ACI / ENS	Per HB/L	\$30	0%	\$30
Handling	Per HB/L	\$34	15%	\$39
Document	Per HB/L	\$67	15%	\$77

Extra Services (if required)

Telex	Per HB/L	\$39	15%	\$45
Export Customs Clearance	Per Entry	\$34	15%	\$39

Additional Charges (if applicable)

Note: Additional Charges will be passed through if incurred; **If HBL release method changes (

BL Amendment Fee	Per HB/L	USD 84	USD 84
AMS Amendment	Per HB/L	USD 50	USD 50
Late SI Submission Fee	Per HB/L	USD 77	USD 77
Extra Loader (XL) Cancellation Charge	Per Container	USD 1,500	USD 1,500

Incoterm: FCA
Hong Kong

Charges	Cost Driver	ICC (USD)	Mark-up	Tier 1 (USD)
Terminal Handling Charge	20'	\$294	0%	\$294
Terminal Handling Charge	40' / 40'HC	\$396	0%	\$396
Terminal Handling Charge	45'	\$495	0%	\$495
Equipment (EIR)	Per CNTR	-	-	-
Seal Fee	Per CNTR	\$10	15%	\$12
VGM	Per CNTR	\$13	15%	\$15
AMS / ACI / ENS	Per HB/L	\$30	0%	\$30
Handling	Per HB/L	\$34	15%	\$39
Document	Per HB/L	\$67	15%	\$77

Extra Services (if required)

Telex	Per HB/L	\$39	15%	\$45
Export Customs Clearance	Per Entry	\$34	15%	\$39

Additional Charges (if applicable)

Note: Additional Charges will be passed through if incurred; **If HBL release method changes (i.e. Express HBL to Telex Release), BL Amendment Fee (USD 84) will incur. If HBL details amendment needed, AMS Amendment will incur in addition to BL Amendment (USD 84 + USD 50).

BL Amendment Fee	Per HB/L	USD 84	USD 84
AMS Amendment	Per HB/L	USD 50	USD 50
Late SI Submission Fee	Per HB/L	USD 77	USD 77
Extra Loader (XL) Cancellation Charge	Per Container	USD 1,500	USD 1,500

** Under FCA Incoterm, origin trucking should be billed to Shipper.