

TRANSPORTATION COSTS – EXPORTS AND IMPORTS TO VARIOUS PLACES AROUND THE WORLD.

Durban to Far East Ports and ex Beira to Durban.

| | <u>20ft</u> | <u>40ft</u> |
|-------------------------|------------------|------------------|
| FOB Beira to Penang | USD 1,200 | USD 2,400 |
| FOB Beira to Port Klang | USD 1,100 | USD 2,200 |
| FOB Beira to Singapore | USD 900 | USD 1.800 |

Above rates are quoted subjected to BAF, THCs and ancillary charges at Origin and at destination ruling at the time of shipment, and also to our local charges that are payable locally. Currently BAF is **USD 150** / 20ft and **USD 300** / 40ft

The rates below include trucking, Mozambique THC, Wharfage and Documentation fees in Beira.

FCA Blantyre / FOB Beira for Agriculture products.

USD 1200 / 20' light
USD 1200 / 20' heavy
USD 1450 / 40'

FCA Blantyre / FOB beira for other products (Non Agriculture)

USD 1250 / 20' light
USD 1250 / 20' heavy
USD 1525 / 40'

An international Haulier is available on contract that ferries goods to Beira.

Local charges:

Release fee of **USD 25** per bill of lading (if released in Malawi)

Communication fee of **USD 15** per bill of lading

Equipment Fees **USD 20** per 20ft and **USD 40** per 40ft

Source: Maersk Malawi Limited, Blantyre Office)

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RAIL IMPORTS AND EXPORTS RATES

CARGO RATES

EXPORTS

| COMMODITY | WEIGHT | BLANTYRE/LIMBE TO NACALA | LILONGWE TO NACALA |
|---------------|-------------------|--------------------------|--------------------|
| | | US\$ per tonne | US\$ per tonne |
| General Cargo | Up to 12.5 tonnes | 38.20 | 43.30 |
| General Cargo | Over 12.5 tonnes | 24.00 | 27.70 |

IMPORTS (DRY CARGO)

| COMMODITY | WEIGHT | BLANTYRE/LIMBE TO NACALA | LILONGWE TO NACALA |
|---------------|-------------------|--------------------------|--------------------|
| | | US\$ per tonne | US\$ per tonne |
| General Cargo | Up to 12.5 tonnes | 61.00 | 66.20 |
| General Cargo | Over 12.5 tonnes | 39.20 | 44.00 |

IMPORTS (WET CARGO)

| COMMODITY | WEIGHT | NACALA TO BLANTYRE | NACALA TO LILONGWE |
|-------------------|--------|--------------------|--------------------|
| | | US\$ per tonne | US\$ per tonne |
| Petrol | | 81.00 | 104.43 |
| Paraffin + JET A1 | | 70.39 | 82.12 |
| Diesel | | 70.39 | 82.12 |
| Edible Oils | | 78.00 | |

1. Minimum Tonnage per wagon - 15 tonnes
2. Light Cargo - Tonnage up to 12.5 Tonnes - small quantity and light
3. Heavy cargo - Tonnage over 12.5 Tonnes - large quantity

CONTAINER RATES

i) EXPORTS

LIMBE/BLANTYRE TO NACALA

6 Metre Container

| | TOTAL | CFM | CEAR |
|-------|-------|------|------|
| | US\$ | US\$ | US\$ |
| Up to | | | |

12 Metre Container

| | TOTAL | CFM | CEAR |
|--|-------|------|------|
| | US\$ | US\$ | US\$ |
| | | | |

| | | | |
|------------------|--------|--------|--------|
| 12.5 tonnes | 458.70 | 311.30 | 147.40 |
| Over 12.5 tonnes | 503.80 | 342.10 | 161.70 |

| | | |
|--------|--------|--------|
| 916.30 | 622.60 | 293.70 |
| 916.30 | 622.60 | 293.70 |

LILONGWE TO NACALA

| | TOTAL | CFM | CEAR |
|-------------------|--------|--------|--------|
| | US\$ | US\$ | US\$ |
| Up to 12.5 tonnes | 519.20 | 311.30 | 207.90 |
| Over 12.5 tonnes | 580.80 | 342.10 | 238.70 |

| TOTAL | CFM | CEAR |
|---------|--------|--------|
| US\$ | US\$ | US\$ |
| 1038.40 | 622.60 | 415.80 |
| 1038.40 | 622.60 | 415.80 |

ii) IMPORTS

NACALA TO BLANTYRE

6 Metre Container

| | TOTAL | CFM | CEAR |
|-------------------|--------|--------|--------|
| | US\$ | US\$ | US\$ |
| Up to 12.5 tonnes | 732.60 | 476.30 | 256.30 |
| Over 12.5 tonnes | 825.00 | 550.00 | 275.00 |

12Metre Container

| TOTAL | CFM | CEAR |
|---------|---------|--------|
| US\$ | US\$ | US\$ |
| 1648.90 | 1098.90 | 550.00 |
| 1648.90 | 1098.90 | 550.00 |

NACALA TO LILONGWE

| | TOTAL | CFM | CEAR |
|-------------------|--------|--------|--------|
| | US\$ | US\$ | US\$ |
| Up to 12.5 tonnes | 794.20 | 476.30 | 317.90 |
| Over 12.5 tonnes | 916.30 | 550.00 | 366.30 |

| TOTAL | CFM | CEAR |
|---------|---------|--------|
| US\$ | US\$ | US\$ |
| 1831.50 | 1098.70 | 732.60 |
| 1831.50 | 1098.70 | 732.60 |

iii) IMPORT (EMPTY CONTAINERS)

NACALA TO BLANTYRE

| | TOTAL | CFM | CEAR |
|------------|--------|--------|--------|
| | US\$ | US\$ | US\$ |
| Containers | 330.00 | 225.00 | 105.00 |

| TOTAL | CFM | CEAR |
|--------|--------|--------|
| US\$ | US\$ | US\$ |
| 660.00 | 450.00 | 210.00 |

NACALA TO LILONGWE

| | TOTAL | CFM | CEAR |
|------------|--------|--------|------|
| | US\$ | US\$ | US\$ |
| Containers | 415.00 | 225.00 | 90 |

| TOTAL | CFM | CEAR |
|--------|--------|--------|
| US\$ | US\$ | US\$ |
| 830.00 | 450.00 | 380.00 |

iv) EXPORT (EMPTY CONTAINERS)

BLANTYRE TO NACALA

6 Metre Container

| | TOTAL | CFM | CEAR |
|------------|--------|--------|-------|
| | USD | US\$ | US\$ |
| Containers | 175.00 | 125.00 | 50.00 |

12 Metre Container

| TOTAL | CFM | CEAR |
|--------|--------|--------|
| US\$ | US\$ | US\$ |
| 350.00 | 250.00 | 100.00 |

LILONGWE TO NACALA

| | TOTAL | CFM | CEAR |
|------------|--------|--------|-------|
| | US\$ | US\$ | US\$ |
| Containers | 220.00 | 125.00 | 95.00 |

| TOTAL | CFM | CEAR |
|--------|--------|--------|
| US\$ | US\$ | US\$ |
| 440.00 | 250.00 | 190.00 |

EMPTY CONTAINERS

| | | |
|-------------------|-----|-----|
| Blantyre - Nacala | 175 | TEU |
| Blantyre - Nacala | 350 | FEU |
| Lilongwe - Nacala | 220 | TEU |
| Lilongwe - Nacala | 440 | FEU |

| | | |
|-------------------|-----|-----|
| Nacala - Lilongwe | 415 | TEU |
| Nacala - Lilongwe | 830 | FEU |
| Nacala - Blantyre | 330 | TEU |
| Nacala - Blantyre | 660 | FEU |

NACALA TO BLANTYRE

| WET CARGO (LIQ) | | |
|-------------------|------------|-----------|
| Petrol | UD\$ 81.00 | per tonne |
| Paraffin + Jet A1 | US\$ 70.39 | per tonne |

NACALA - LILONGWE

| WET CARGO (LIQ) | |
|-----------------|-----------|
| US\$ 104.43 | per tonne |
| US\$ 82.12 | per tonne |

| | | |
|-------------|------------|-----------|
| Diesel | US\$ 70.39 | per tonne |
| Edible Oils | US\$ 78.00 | per tonne |

| | |
|------------|-----------|
| US\$ 82.12 | per tonne |
| | |

Source : The Central East African Railways Company Limited

F. PORT CHARGES

Wharfage and shorehandling;

20' container US\$ 240

40' container US\$ 360

G. STORAGE OF LOADED CONTAINER

Storage at Port as per THA tariff

Storage at MCC: First 22 days free thereafter

US\$ 1 0/day/TEU for 3 0 days then

US\$ 15 /day / TEU.

For 40' container double the charges but same grace period.

STORAGE CHARGES

At port as per THA tariff.

At MCC - Saloon - First 22 days free, then US\$ 5/day for 30 days then US\$ 8/day. Pick-Up - First 22 days free, then US\$ 10/day for 30 days then US\$ 14/day. Minibus - First 22 days free, then US\$ 12/day for 30 days then US\$ 18/day. Truck - First 22 days free, then US\$ 30/day for 30 days then US\$ 45/day.

H. PORT CHARGES

Wharfage and shorehandling

Wharfage : 1.0% of CIF value

Shorehandling : US\$ 3.5/tonne

I. LABOUR

The Government will not interfere in employers' choice of workforce. Furthermore, the Government recognizes that investments may require expertise not available in Malawi. Accordingly, it will continue to make Temporary Employment Residence Permits for expatriate personnel readily available for key positions in investments.

J. ENCOURAGEMENT OF EXPORT-ORIENTED INVESTMENTS

To encourage export-oriented investments, the Government will offer incentives competitive to those found in other countries. At present, these incentives include:

- (a) an income tax allowance based on export sales of non-traditional products (i.e. products other than tobacco, tea, sugar and coffee);
- (b) rebates of import duties, surtaxes, and local taxes on most inputs used in production of export.

In addition, the Government is considering establishing other incentives, including export financing and guarantee schemes, further developing a manufacturing-in-bond programme, creating export processing zones, and introducing measures to eliminate the payment of duties at the time of importation.