

AUTORIDAD DEL CANAL DE PANAMÁ EXECUTIVE VICE PRESIDENCY FOR OPERATIONS

ADVISORY TO SHIPPING No. A-17-2017

June 2, 2017

TO: All Shipping Agents, Owners, and Operators

SUBJECT: Proposed Modifications to the Panama Canal Tolls Structure

On May 25, 2017, the Board of Directors of the Panama Canal Authority (ACP) approved a proposal to modify the Panama Canal tolls for the Container, the LPG and the LNG market segments, and reassign container/breakbulk vessels. The decision was made after a thorough analysis of the utilization and current productivity of the Neopanamax locks, and feedback obtained from clients during the Canal Administrator's recent visits to customers in Asia, Europe and North America. The formal proposal was issued on June 1, and the planned implementation date is October 1, 2017.

The proposal offers more attractive rates per loaded TEUs applicable on the return voyage for the container segment, but only to those Neopanamax vessels deployed on the Canal route in the head haul and the back haul legs, and when: (1) the utilization rate is higher or equal to 70 percent in the northbound transit, and (2) the time lapse between the northbound and the southbound transit is not greater than 25 days. In order to promote the use of the services provided by the local transportation hub, any additional days that the vessel requires to perform port-related activities in Panamanian port terminals will not be added to the 25 day period.

The proposal also modifies the tolls charged to LPG and LNG vessels, but the unit of measurement remains unchanged, as they have proven to be in accordance with industry standards.

Additionally, the proposal reassigns vessels classified by the ACP as container/breakbulk into the "general cargo" segment, as these vessels are currently part of the "others" segment. This reassignment will result in more attractive tariffs for customers in this category, as general cargo tolls are lower. This change is made in response to requests submitted by customers during the 2015 tolls hearing and consultation process, and also the fact that container/breakbulk vessels operate in a manner similar to that of general cargo vessels.

In accordance with established rules, the ACP invites all interested parties to participate in the consultation process, which will commence immediately after publication and will extend until 4:15 p.m. (local time), July 3, 2017. During this period, the ACP will consider all correspondence received and welcomes written data, opinions, or statements from interested parties in Spanish or English. For correspondence submittal instructions, please refer to item 6 of Annex A of the published proposal, available at www.pancanal.com/peajes/.

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The public hearing will be held at 9:00 a.m. (local time), July 5, 2017, Panama City, Panama, where additional comments and opinions will be considered. As in the past, the ACP will take into account all comments received during the consultation and public hearing process, and will make changes as deemed necessary.

For more information, or to obtain an electronic copy of the proposal in both languages, you may visit www.pancanal.com/peajes/.

We appreciate your business and look forward to your participation in this process and trust these modifications will result in an improved service for your future transits through the Panama Canal.

ORIGINAL SIGNED

Esteban G. Saenz Executive Vice President for Operations