



6 February 2015

Dear Valued Customer

CONTAINER TARIFFS: 1 APRIL 2015

Although container volumes have not performed according to expectations during the past year, Transnet Port Terminals continued with its initiative to rapidly upgrade and modernise its Container Terminals' handling capacities and capabilities in order to improve its service levels.

Transnet Port Terminals has continued to deliver on its promise of providing capacity ahead demand within the context on the Market Demand Strategy. This commitment is characterised by the following initiatives:

- The commissioning of two rail mounted gantries and the introduction of diesel electric straddle carriers into Durban Container Terminal. Two additional twin lift ship to shore container cranes will be deployed on the East Quay during the last quarter of this year
- The completion of the Cape Town Container Terminal expansion project with the delivery of two additional twin lift ship to shore container cranes and associated yard equipment
- The Ngqura Container Terminal has now been fully resourced as a 1.5m teu facility

Transnet Port Terminals' investment in its people and the introduction of enhanced business and operational processes, like the introduction of our National Planning Centre will ensure that these initiatives translate into improved service delivery for our valued customers.

Over and above the challenge of capital recovery in the economic climate of stagnant volumes Transnet Port Terminals is experiencing current operating cost pressures, necessitating the revision of container tariffs for Container and RO-RO, Breakbulk and Agricultural Terminals by 9.5% with effect from 1 April 2015. Enclosed are the revised tariff lists.

Transnet Port Terminals will continue to work with our Customers and Industry at large with the view to continuously striving to meet service expectations.

As a valued Customer we would like to take the opportunity to thank you for your support and look forward to continuing our journey of collaboration.

Kind regards

Michelle Phillips
General Manager: Commercial and Planning
Transnet Port Terminals

A division of
Transnet SOC Ltd
 Registration Number 1990/000900/30

Kingsmead Office Park
 Stalwart Simelane Street
 Durban 4001

PO Box 10124
 Marine Parade, Durban
 South Africa 4065

www.transnet.net
 Tel +27 31 308 8333

Directors

LC Mabaso (Chairperson) B Molefe* (Group Chief Executive) Y Forbes GJ Mahlalela PEB Mathekga N Moola ZA Nagdee
 VM Nkonyane MR Seleke SD Shane BG Stagman PG Williams A Singh* (Chief Financial Officer)
 *Executive

Group Company Secretary

ANC Ceba