

Dear Sir,

We make reference to the above matter and the road shows, whereby the Tariff Proposals for the year 2018/19 were presented.

It is noted the proposed tariff increases is broken down as :

- i. Marine Services to be increased by 10%
- ii. Containers Cargo Dues: Imports & Exports increase is at 7.88%
- iii. Bulk Commodities is at 9.00%
- iv. Automotive Tariff at 5.00%

The weighted average is at 8.45 % across the board.

We must bring to the Regulator's attention the currently the Inflation is at approx.5.5%, therefore an increase above inflation will impede the costs of doing business, since all the above costs whether Marine and Cargo Dues will be passed onto the Customer and ultimately the consumer from the service providers, being the Shipping Lines agents for Marine services and Cargo Dues, Landing, Handling, etc to the Exporters and Importers.

Further, we must also highlight the average growth rates in the economy is presently at not even 0.5 % year to date,
So one can see these increases proposed, will certainly give rise to further inflation in an Economy that's faltering currently.

These Increases will also have an impact on labour, since the increases will create additional operating costs,
which Labour falls within.

We must therefore, advise the Proposed Tariff Increases is being viewed as Increasing Operating Expenses
for very limited Service delivery, Inflationary and not in keeping with the general Economic growth proposed for 2018/2019 period.

We trust the submission will advise the Regulator in making an informed decision in terms of the Proposed Tariff Rates for 2018/2019 period.

Regards,

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