



Tariff Incidence and Cross Commodity Comparison

Global Port Pricing Comparator Study

Port Authority price comparison across selected ports on selected commodities with publicly available information

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Table 7: Total NPA tariff deviation from the global average
across selected Commodities - 01/04/2012

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Figure 1: NPA port tariff deviation from the global average: Coal Study - 01/04/2012

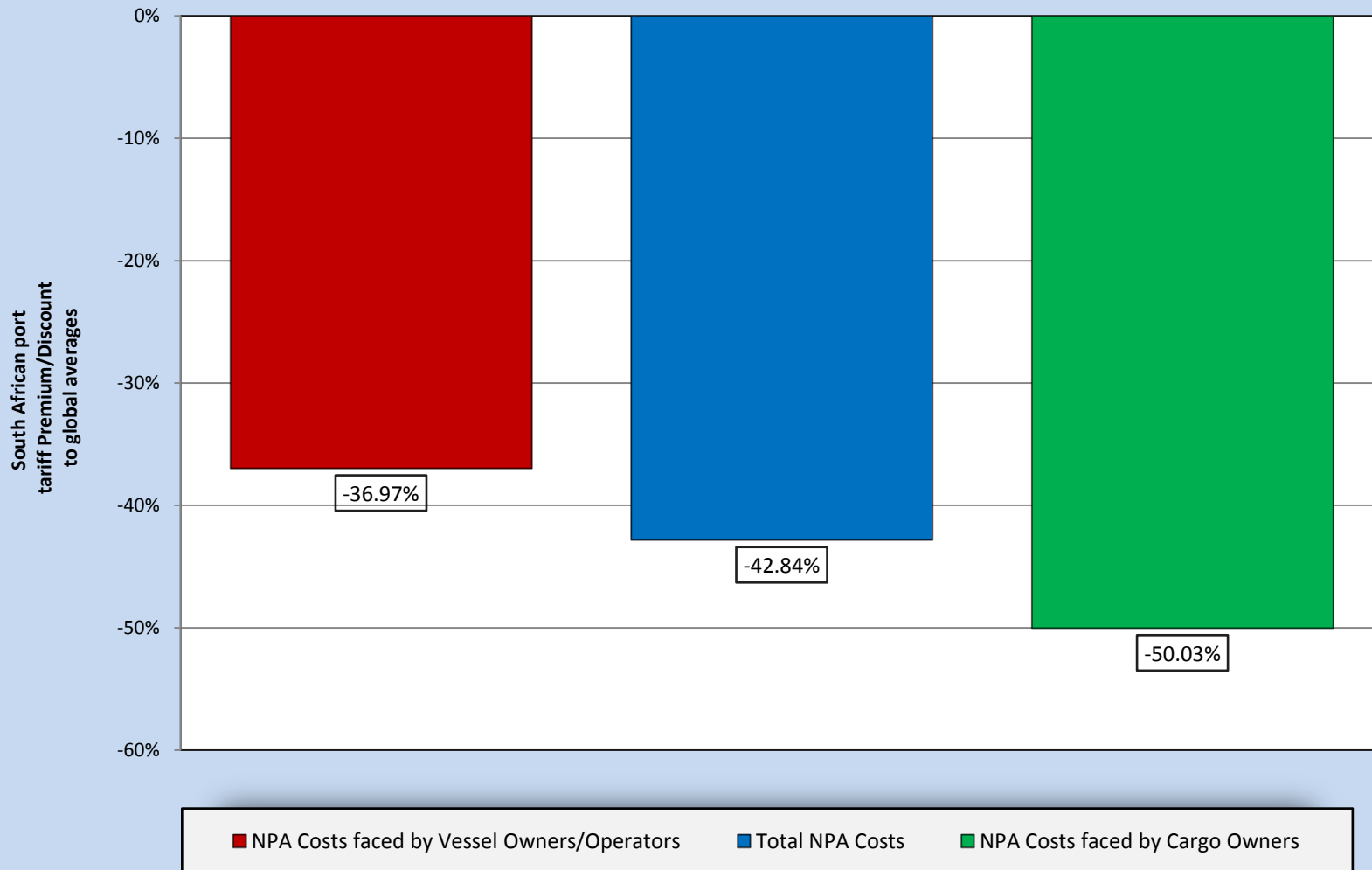


Table 1: NPA port tariff deviation from the global average: Coal Study - 01/04/2012

Tariff categories	Average tariff in US\$	RSA tariffs in US\$	South African port tariff premium/discount to global averages
NPA Costs faced by Vessel Owners/Operators	\$44,078.66	\$27,780.94	-36.97%
Total NPA Costs	\$124,307.83	\$71,049.64	-42.84%
NPA Costs faced by Cargo Owners	\$86,588.58	\$43,268.69	-50.03%

Figure 2: NPA port tariff deviation from the global average: Iron Ore Study - 01/04/2012

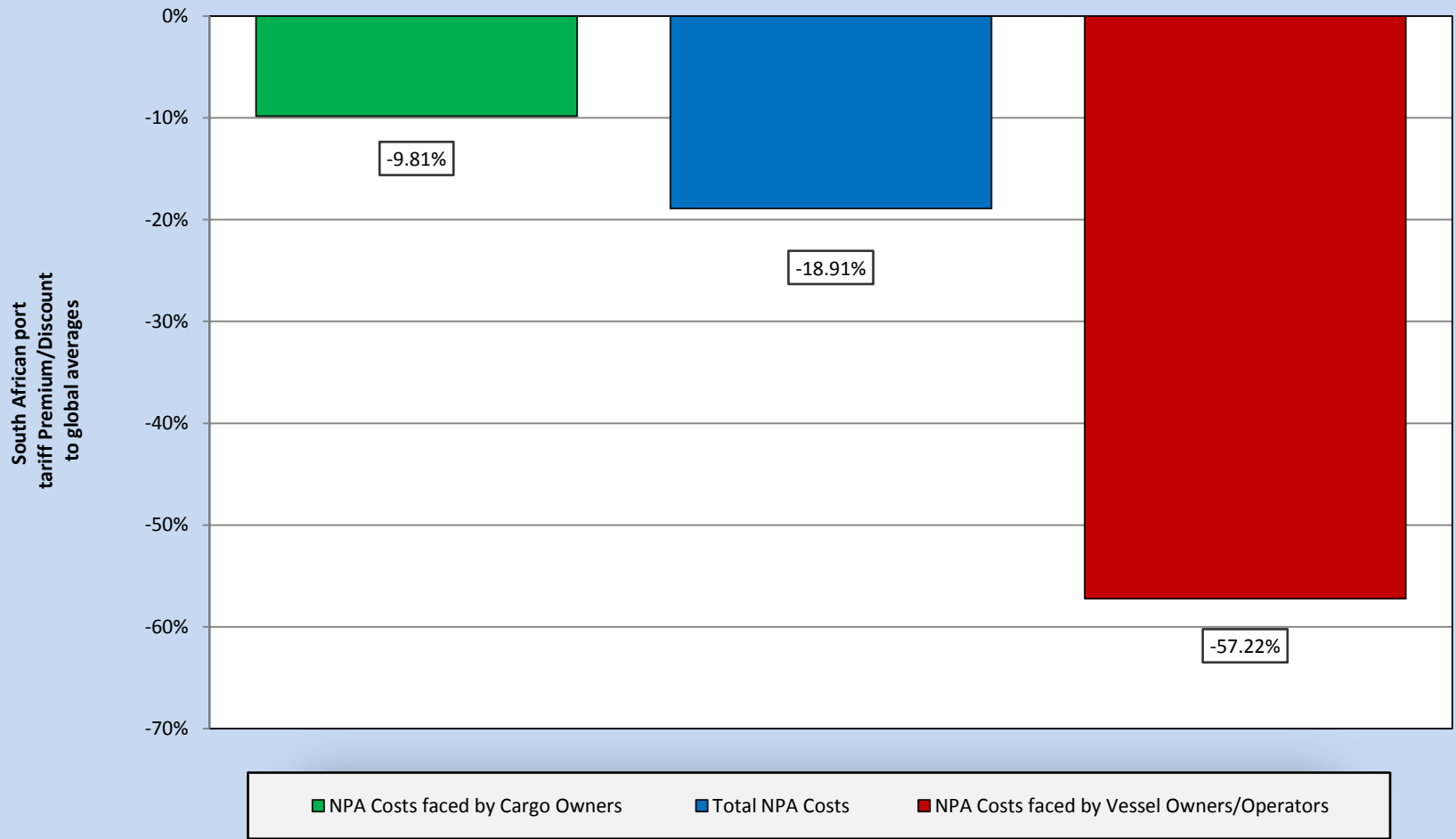


Table 2: NPA port tariff deviation from the global average: Iron Ore Study - 01/04/2012

Tariff categories	Average tariff in US\$	RSA tariffs in US\$	South African port tariff premium/discount to global average
NPA Costs faced by Cargo Owners	\$180,616.91	\$162,890.19	-9.81%
Total NPA Costs	\$257,113.17	\$208,489.86	-18.91%
NPA Costs faced by Vessel Owners/Operators	\$106,599.08	\$45,599.67	-57.22%

Figure 3: NPA port tariff deviation from the global average: Automotive Study - 01/04/2012

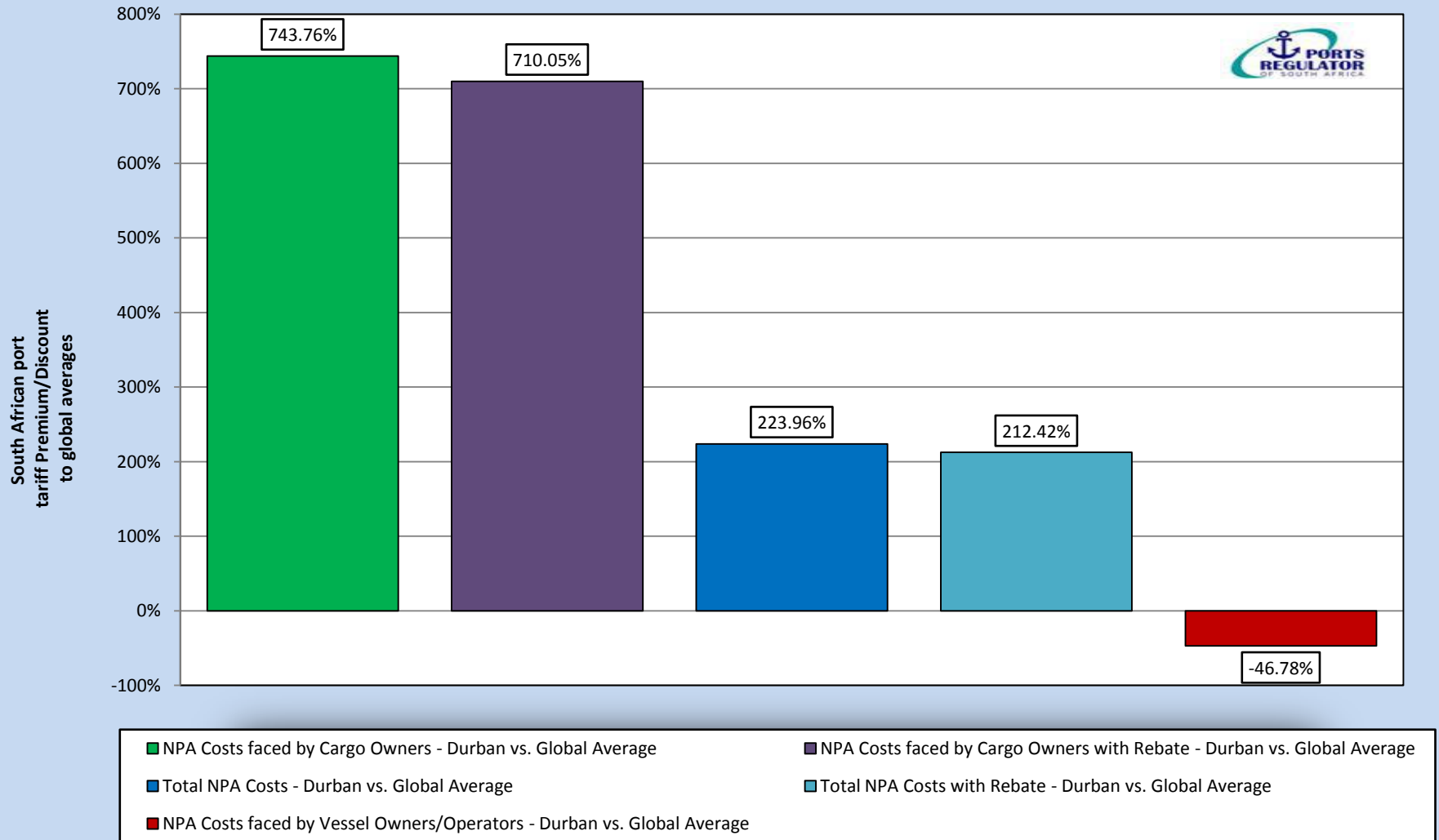
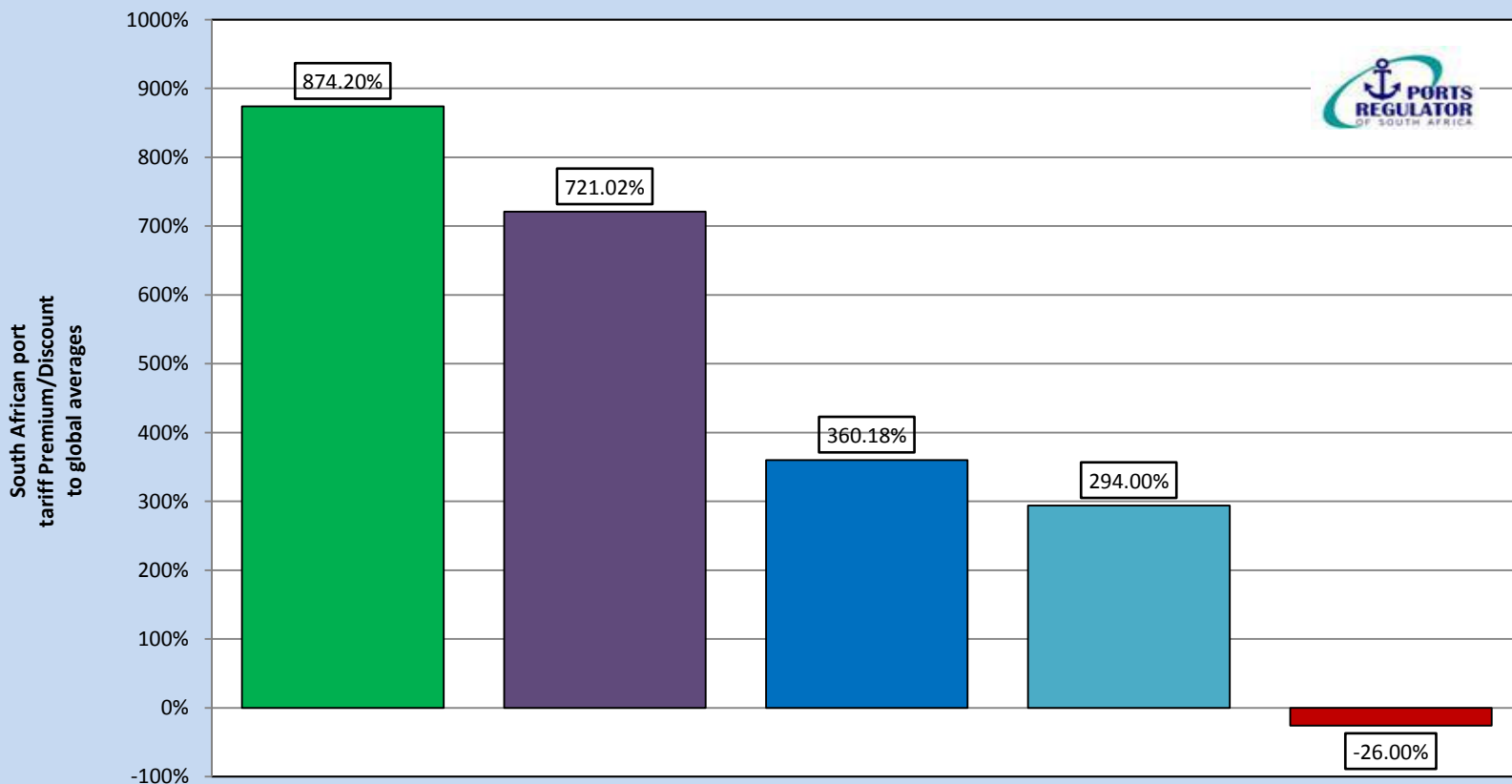


Table 3: NPA port tariff deviation from the global average: Automotive Study - 01/04/2012

Tariff categories	Average tariff in US\$	RSA tariffs in US\$	South African port tariff premium/discount to global average
NPA Costs faced by Cargo Owners - Durban vs. Global Average	\$31,724.64	\$267,678.93	743.76%
NPA Costs faced by Cargo Owners with Rebate - Durban vs. Global Average	\$31,724.64	\$256,986.03	710.05%
Total NPA Costs - Durban vs. Global Average	\$92,682.83	\$300,253.57	223.96%
Total NPA Costs with Rebate - Durban vs. Global Average	92682.83	289560.68	212.42%
NPA Costs faced by Vessel Owners/Operators - Durban vs. Global Average	\$61,211.41	\$32,574.65	-46.78%

Figure 4: NPA port tariff deviation from the global average: Container Study - 01/04/2012

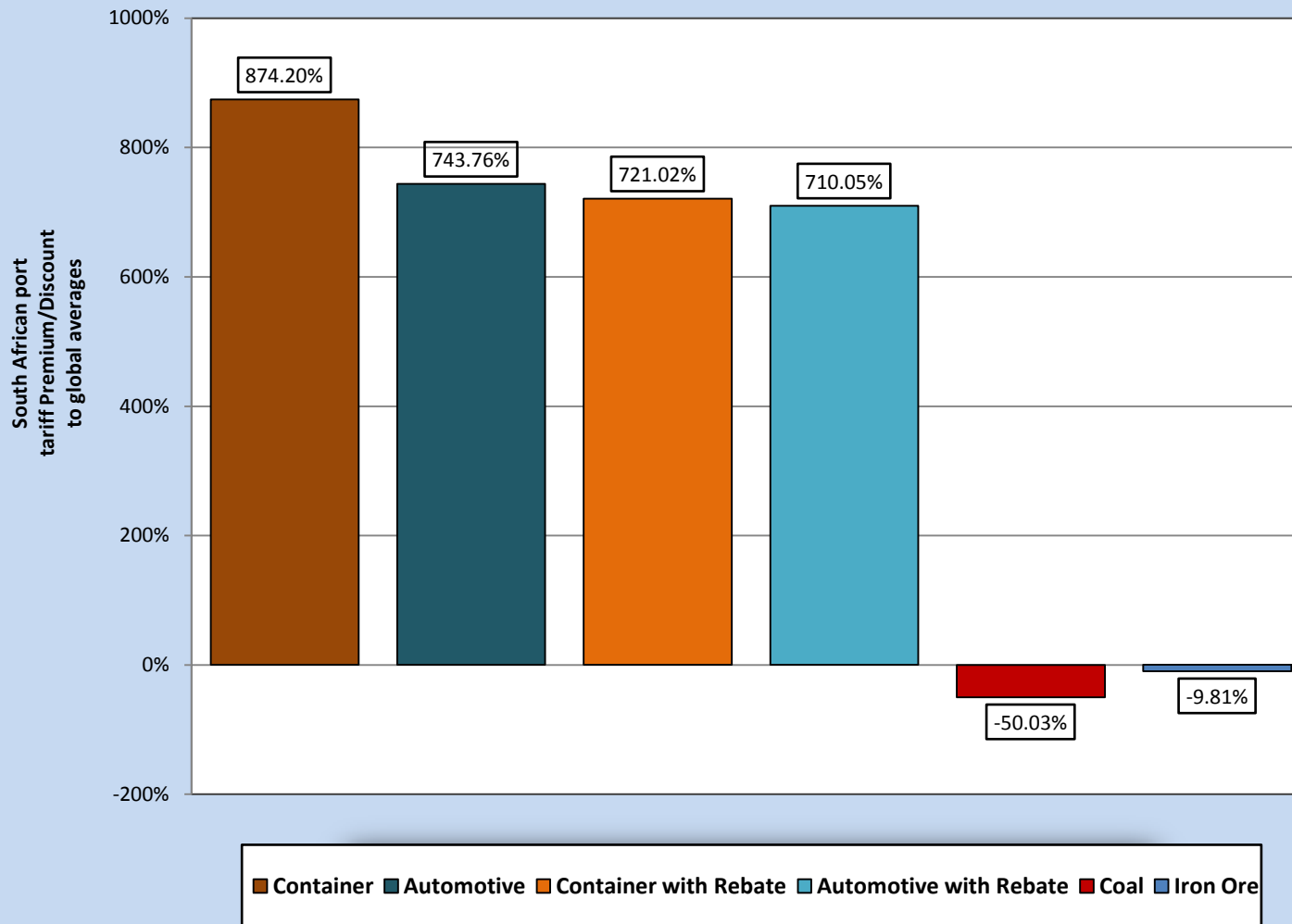


- NPA Costs faced by Cargo Owners - Durban vs. Global Average
- NPA Costs faced by Cargo Owners with Rebate - Durban vs. Global Average
- Total NPA Costs - Durban vs. Global Average
- Total NPA Costs with Rebate - Durban vs. Global Average
- NPA Costs faced by Vessel Owners/Operators - Durban vs. Global Average

Table 4: NPA port tariff deviation from the global average: Container Study - 01/04/2012

Tariff categories	Average tariff in US\$	RSA tariffs in US\$	South African port tariff premium/discount to global average
NPA Costs faced by Cargo Owners - Durban vs. Global Average	\$26,965.19	\$262,693.90	874.20%
NPA Costs faced by Cargo Owners with Rebate - Durban vs. Global Average	\$26,965.19	\$221,389.31	721.02%
Total NPA Costs - Durban vs. Global Average	\$62,414.89	\$287,217.80	360.18%
Total NPA Costs with Rebate - Durban vs. Global Average	\$62,414.89	\$245,913.21	294.00%
NPA Costs faced by Vessel Owners/Operators - Durban vs. Global Average	\$33,140.93	\$24,523.90	-26.00%

Figure 5: Total NPA tariff deviation from the global average faced by cargo owners across selected commodities: 01/04/2012



**Table 5: NPA tariff deviation from the global average faced by cargo owners
across selected commodities: 01/04/2012**

Tariff categories	Average tariff in US\$	RSA tariffs in US\$	RSA port tariff premium/discount to global average
Container	\$26,965.00	\$262,693.90	874.20%
Automotive	\$31,724.64	\$267,678.93	743.76%
Container with Rebate	\$26,965.00	\$221,389.31	721.02%
Automotive with Rebate	\$31,724.64	\$256,986.03	710.05%
Coal	\$86,588.58	\$43,268.69	-50.03%
Iron Ore	\$180,616.91	\$162,890.19	-9.81%

NPA tariff deviation from the global average faced by vessel owners/operators across selected commodities: 01/04/2012

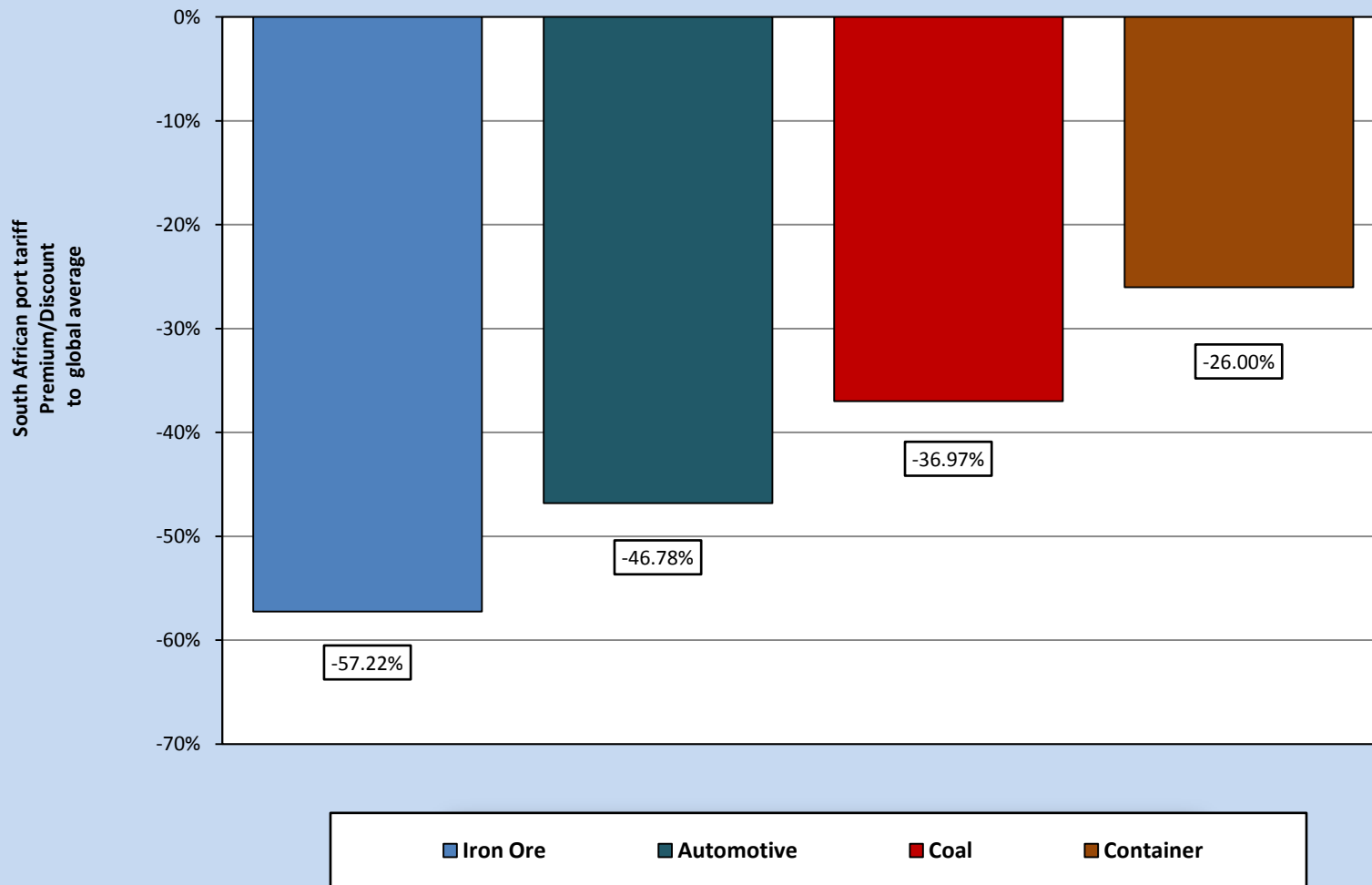
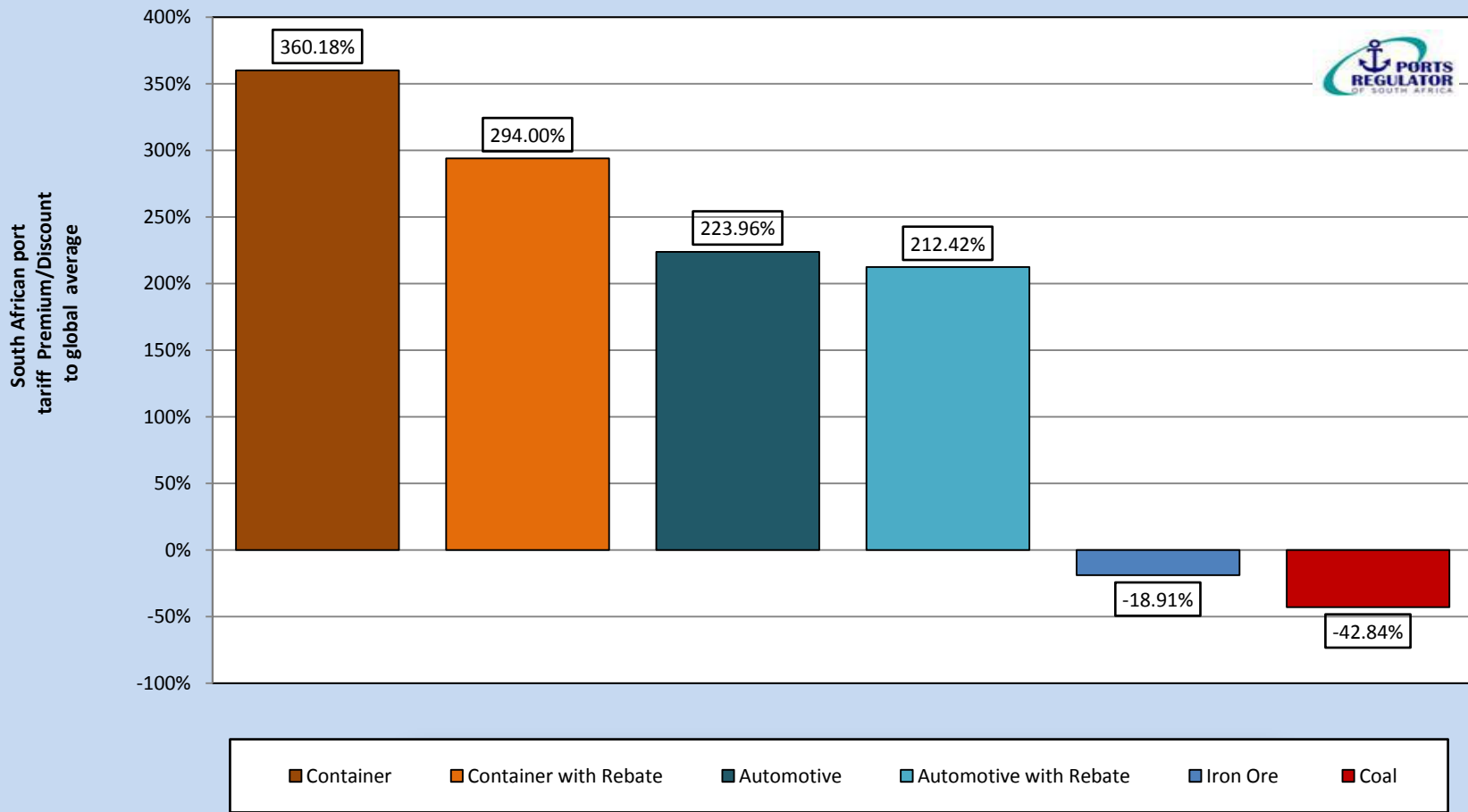


Table 6: NPA tariff deviation from the global average faced by vessel owners/operators across selected commodities: 01/04/2012

Tariff categories	Average tariff in US\$	RSA tariffs in US\$	RSA port tariff premium/discount to global average
Iron Ore	\$106,599.08	\$45,599.67	-57.22%
Automotive	\$61,211.41	\$32,574.65	-46.78%
Coal	\$44,078.60	\$27,780.94	-36.97%
Container	\$33,140.93	\$24,523.90	-26.00%

**Figure 7: Total NPA tariff deviation from the global average across selected commodities:
01/04/2012**



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01/04/2012**

Tariff categories	Average tariff in US\$	RSA tariffs in US\$	RSA port tariff premium/discount to global average
Container	\$62,414.89	\$287,217.80	360.18%
Container with Rebate	\$62,414.89	\$245,913.21	294.00%
Automotive	\$92,682.83	\$300,253.57	223.96%
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