

**TO: 1. CEO  
2. Commercial Department  
3. Freight Transportation  
4. Head of Financial Department**

**CC: 1. BoD Members  
2. Law and Compliance  
Services Department**

Following the Board Decision 240/5/23-01-2019, I hereby announce the Decision of the Board of Directors of TRAINOSE made on the issue described below, at the Board meeting held on 10/12/2020, in anticipation of the approval of the Minutes by the Board of Directors.

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**ITEM 5: Commercial and tariff measures for domestic and international freight transport of TRAINOSE S.A. for the year 2021**

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**DECISION (274/5/10-12-2020)**

**The Board of Directors**, having taken into consideration a) the presentations of the CEO, the Head of the Commercial Department and the Head of the Freight Transportation, and b) the written recommendation with Prot. No. 22.936/20/T10 prepared by the Freight Transportation, duly signed by the Head of the Freight Transportation, the Head of the Commercial Department and the CEO, which was made available to the Board members prior to the present meeting and is attached to the minutes of this meeting, after extended discussion among the members of the Board of Directors, **hereby decides:**

**A.** To approve the framework of commercial and tariff measures for the domestic and international freight transport of TRAINOSE for the year 2021, as presented in the written recommendation with Prot. no. 22.936/20/T10 attached to these minutes and hereunder:

1. For the calculation of the carriage charges of conventional transport, both international (import, export and transit) and domestic freight transport, shall apply the tariffs provided for the Greek route and the applicable provisions of the "Europe – Asia" Tariff for the transport of goods by rail (TEA), UIC No. 9291.00.
2. For the calculation of the carriage charges, both international (import, export and transit) and domestic transport by units of intermodal (combined) transport (UTI), shall apply

the carriage charges provided for the Greek route and the applicable tariff provisions of the "Europe – Asia" Tariff for the transport of goods by rail (TEA), UIC No. 9291.01.

3. For the calculation of accessory charges, shall apply the provisions of the "Europe – Asia" Tariff for the transport of goods by rail (TEA), UIC No. 9291.00 and in accordance with the "Tariff for the Transport of Goods", shall be applied.
4. For reasons of commercial interest, and at the same time taking into account the cost of the specific transport, the following discounts shall be provided by TRAINOSE, subject to the approval of the Managing Director/CEO of the Company, for block trains transports both in conventional wagons and also with Units of Intermodal (combined) Transport (UTI) and for all distances on the Greek network: (i) depending on the chargeable weight or the number of UTIs (20 feet containers) – discount up to 15 %; (ii) depending on the mileage on the Greek network – discount up to 20 %.
5. At the same time, considering the reduced costs for transport on electrified lines of the Greek network (using electric engines), an additional discount of up to 50 %, depending on the participation of electrified route in the total freight transport distance concerned shall be granted by TRAINOSE, after approval of the Managing Director/CEO of the Company, both in conventional transport and in transport with units of intermodal (combined) transport (UTI) and only in the case of block train transport.
6. By the term of a block train, in the case of transport with full wagons of a customer/organizer, shall be understood, first of all, the train with a minimum chargeable weight of 750 tons. For the gross weight and length of a block train shall apply the conditions laid down on the routes of that train in relation to the distances.
7. By the term of a block train, in the case of units of intermodal (combined) transport (UTI), shall be understood, first of all, a train with at least 56 containers of 20' (loaded or empty). When the train contains 40', 45' and 20' containers or only 40' and 45' containers, the containers 40' and 45' will be considered as two 20' containers. For the gross weight and length of a block train shall apply the conditions laid down on the routes of that train in relation to the distances.
8. Exceptionally, due to the special specifications of the line concerned (gradient of the line, etc.) and after approval of the Managing Director/CEO of the Company, it is possible to apply the conditions (discounts) provided for the carriage of goods by block train and for transport with a lower minimum chargeable weight or a lower number of units of intermodal (combined) transport (UTI), while taking into account the cost of the specific transport.

Moreover, it is possible, after approval by the Managing Director/CEO of the Company, to offer a total carriage charge per distance for transport with block trains, considering the cost of the specific transport, as well.

In particular, for transport by block trains of the same customer/organizer, which will be run in the Greek network simultaneously loaded to both directions, it is possible, after approval of the Managing Director/CEO of the Company, to offer for the transport to one of the two distances, a discount of up to 50 % on the carriage charge provided for the individual loaded freight distance, taking into account also the cost of the specific transport.

9. For container transports within the iCS service, to be forwarded on the Thriasio/Ikonio – Thessaloniki/Sindos route and vice versa, shall continue to apply the carriage charges provided in accordance with the iCS service tariff list.

10. Conventional transport by single wagons shall be effected solely by means of route trains such as these shall at all times be determined and in the case of carriage of goods by single wagons, which shall, at the request of the customer, be operated on exceptional routes, payable shall be the carriage charges resulting from the chargeable weight of 750 tons, irrespective of the actual weight of the goods transported, i.e. in accordance with the provisions for transport by block trains.

In case of transport by single wagons, but with specific route trains services (specific route and route day), it is possible, after approval by the Managing Director/CEO of the Company, to offer discounts up to the level of the discounts provided for block trains, while taking into account the cost of the specific transport.

11. Units of intermodal (combined) transport (UTI) shall only be operated by route trains such as these shall be determined each time and, in the case of UTIs with single wagons, which shall be operated, at the customer's request, on exceptional routes, payable shall be the resulting carriage charge for 56 containers of 20', regardless of the actual quantity of transported UTIs, i.e. in accordance with the provisions for transport by block trains.

In case of UTIs transport with single wagons, but with specific route trains (specific route and route day), it is possible, after approval by the Managing Director/CEO of the Company, to offer discounts up to the amount of the discounts provided for block trains, while taking into account the cost of the specific transport.

12. For the payment of the carriage charges and accessory ones on the Greek route, TRAINOSE should implement, after the approval of the Managing Director/CEO of the Company, both in the domestic and international transport, the system of central pricing. In case of applying the system of central pricing, the prescribed procedure such as e.g. depositing a bank letter of guarantee should be followed strictly.

**B.** To authorize the CEO/Managing Director of the Company/ and or the Head of the Commercial Department/and/or the Head of the Freight Transportation to proceed to any necessary action in order to implement, execute e.t.c the above commercial and tariff measures for domestic and international freight transport of TRAINOSE S.A. for the year 2021.

**Attesting to the accuracy of this document,**

A handwritten signature in blue ink, appearing to read "M. J. Tran et al.", is centered on the page.

**The Secretary of the BOD**