

Company Name:
Contact Person:
Address:
Phone and Email Address:
City, Date

Road Export Price Offer

Dear,

The road freight rate and quotation standards to be presented to you will be prepared solely based on the booking details submitted through the MyKN Booking system. Therefore, it is important to ensure that your export shipment bookings are fully completed via the e-Booking platform. The relevant freight rate and quotation standards are attached for your information.

We would be pleased to offer you quality service with over 78,000 experienced personnel and 1,400 units of ISO 9001 certified Kuehne+Nagel offices in more than 100 countries around the world.

You have the opportunity to track all your shipments with Kuehne+Nagel online via our digital platform [myKN](#), using the intermediate bill of lading number at the [myKN Track](#) address. Upon your request, we can register you as a member of our global digital platform myKN, which covers all your shipments, and instantly provide you with all special (shipping documents - special references) shipment information. Once set up, the documents for all your shipments will be stored electronically in our myKN system for six months and the periodic reporting feature will help reduce your office workload. Simply contact us for setting up myKN. Our relevant authorized personnel will assist you with the setup as soon as possible.

Nacora Sigorta Brokerliđi A.Ş. (NACORA) is a business partner that provides the most accurate and professional solutions for all your transport insurance needs, serving exclusively Kuehne+Nagel. With its wide global network and fast service quality, it will be your greatest aid in protecting your shipments and your company's interests against the daily risks that are an indispensable part of foreign trade. With simple procedures carried out by the relevant operators, the insurance process will be implemented quickly and your policies will be delivered to you.

We invite you to visit the [Kuehne+Nagel Türkiye](#) website for all our other products and solutions.

Kind regards,
Kühne + Nagel Nakliyat. Ltd. Şti.

Customer representative:
Name and surname:

Offer date	
Validity period	.../.../... - .../.../...
Incoterm	
Type of goods	
Value of goods	
Tonnage information	
Stackable/non-stackable information	

Phone number:

Email address:

Freight offer FTL

Loading	
Unloading	
Exchange rate	
Freight	
CCA	
Express difference	
Transit time	

Freight offer LTL

Loading

Unloading

Min

-1000 kg

-2000 kg

-3000 kg

-5000 kg

-7000 kg

-10000 kg

+10000 kg

KN Sure

With help of Kuehne+Nagel's unique expertise and volumes, Nacora Insurance Brokerage Inc. (hereinafter referred to as NACORA) is able to offer our customers competitive transport insurance solutions. KN Sure, an insurance policy specially designed by NACORA for Kuehne+Nagel customers, allows you to benefit from the advantages of transport insurance. Our insurance specialists within the **NACORA** International Insurance Brokers Group, present in 30 countries, provide tailored, flexible insurance solutions to meet your specific needs.

During transport, goods are exposed to the risk of unforeseen events (such as fire, explosion, theft, general average, storm, flood, and other weather-related perils and hazards) beyond reasonable control, which may adversely affect your core operations. Regardless of whether transportation is carried out by road, rail, air, or sea, the carrier's liability is always limited, usually based on weight per kilogram. In addition to local and international law, the conventions governing your transport contracts often exclude or limit the compensation you may claim as a customer.

With KN Sure options, your goods are insured up to the insured value under the Institute Cargo Clauses (all risks), regardless of whether the carrier is at fault.

You can choose from among KN Sure's options the one that best meets your needs and expectations.

- **KN Sure SPOT** is the insurance coverage offered for one-time shipments.
- **KN Sure FLEX** is the insurance coverage that automatically includes all shipments made by Kuehne+Nagel and offers flexibility to cancel at any time.

Insurance operations are carried out by the expert insurance broker, Nacora Sigorta Brokerliđi A.Ş. Since 1972, the **NACORA International Insurance Brokers Group** has specialized in providing transport insurance solutions to protect the interests of shipowners, exporters, importers, manufacturers, trading companies, and cargo owners worldwide. Operating under the global logistics company Kuehne+Nagel Group, **NACORA** is capable of serving clients with business risks in multiple regions of the world through its presence in over 30 countries worldwide.

Please inform your customer representative to benefit from NACORA's advantageous cargo transport insurance program.

General Terms

1. The freight and service charges subject to this offer shall be paid in advance unless otherwise agreed by a special written contract with you.
2. Payments must be made in the currency specified on the invoice. Our service fees are payable in advance on the date the invoice is issued, unless otherwise agreed in writing by a separate contract or current account agreement between the parties. In cases where there is a separate written contract or current account agreement between the parties, payment must be made no later than the due date agreed upon, starting from the invoice date. You may make your payments by bank transfer and obtain your bill of lading with the receipt.
3. If there is a separate agreement regarding payment terms between you and us, a late payment interest invoice will be issued at a monthly rate of 2% on any unpaid debt from the due date until the date of actual payment.
4. If the limit defined for you within the scope of the payment term agreement is exceeded, services will only be provided upon advance payment from the date the limit is exceeded. If we refuse to provide service due to failure to make such an advance payment, all responsibility shall lie with you, and this shall not be interpreted as a breach of contract on our part.
5. Our offer is valid for standard 13.6 ldm tarpaulin truck loads up to a maximum of 20,000 kg. It is not valid for over-dimensional cargo, ADR goods, shipments requiring refrigerated vehicles, or convoy loads.
6. Our freight offer is valid for shipments with charges payable in Türkiye. Our freight offer does not include loading, unloading, waiting costs, cargo insurance, customs clearance abroad, and import customs duties of the goods unless explicitly stated otherwise.
7. For bulk goods, the calculation is based on 1 ldm = 1750 kg / 1 cbm = 333 kg. In pricing, the higher value between bulk and actual weight units will apply.
8. For loading and dispatch within the same week, a reservation confirmation must be given at least 2–3 days in advance.
9. The free time is 1 calendar day for loading and 1 calendar day upon vehicle arrival for unloading; for each calendar day exceeded per vehicle, a waiting fee of €200 will be charged.
10. Loads valued at €300,000 or more will be subject to convoy escort when passing through Bulgaria, which will incur an additional cost. The expense of convoy with receipt will be invoiced to you in addition to the freight charge. To avoid any issues in such cases, we kindly request that you inform us in advance of high cargo values.

11. Loading the goods onto the vehicle is the responsibility of the exporting company, while unloading at the destination is the responsibility of the receiving company. If unloading is requested from our side in any case, any additional costs incurred will be notified to you and invoiced separately. To avoid any delays, please ensure that cranes or similar loading equipment are prepared in advance.
12. If the organization is canceled after the freight offer is approved by the customer, buyer and/or seller, the full cost of the unused space will be charged to the company that issued the loading instruction. To avoid such issues, we kindly ask you to notify us at least 24 hours in advance if a loading is to be canceled.
13. If incorrect weight declarations by your company result in penalties during weighbridge checks at transit customs, the penalties charged to us will be invoiced to you with a receipt.
14. Goods to be transported must be properly packaged to prevent damage during transit. Our company cannot be held liable for any loss or damage caused by insufficient packaging.
15. Kuehne+Nagel will maintain liability insurance within the scope of limited liability principles to cover its service-related responsibilities. Kuehne+Nagel does not guarantee or undertake that existing or future security risks such as war, uprising, rebellion, military coup or similar events occurring in Iran, Israel, Qatar, the United Arab Emirates and surrounding countries will be covered under insurance. Cargo insurance is not included in our offer. Upon request, you may contact your customer representative to discuss suitable cargo insurance solutions with our partner, NACORA.
16. For partial shipments, all pallets or parcels arriving at our warehouse or picked up from your address must be labeled with sender, recipient, and other relevant details.
17. In tiered pricing, the lowest amount of the upper tier cannot be lower than the highest amount of the lower tier. If it is lower, the highest amount of the lower tier will apply.
18. When loading occurs at the shipper's address and under their supervision, all penalties due to vehicle overloading, imbalance, or similar reasons will be invoiced to the shipper.
19. As a freight forwarder, the services offered in this proposal by Kuehne+Nagel are subject to our **standard commercial terms and conditions** based on the [FIATA Model Rules](#) that is in the PDF link, and our responsibilities as a forwarder are subject to the limitations and exceptions set forth in these rules. These rules are an annex and integral part of this quotation. Upon request, a printed copy of these rules can be provided to you.
20. Shippers and receivers are responsible for complying with all applicable legal requirements related to trade controls, embargoes, customs, and foreign trade restrictions in both the country of origin and the country of destination (including transit countries). Kuehne+Nagel, as the carrier and/or freight forwarder, shall not bear any liability for losses, damages, or penalties arising from incomplete or

misleading information provided by the shipper and/or consignee; such liabilities will be borne by and charged to the responsible party.

21. Notwithstanding any other provision of this offer, Kuehne+Nagel shall in no event be liable to you or any third party for loss of profit, income, savings, use, goodwill, business, or any consequential or indirect damages arising from or related to the services offered herein.
22. Force majeure conditions are reserved in our offer. Force majeure refers to an extraordinary event or circumstance beyond the control of the parties, the occurrence of which could not have been foreseen in advance, such as war, strike, demonstration, civil commotion or rebellion, impossibility of performance or severe difficulty in performance due to legal or factual reasons, or natural disasters like hurricanes, floods, earthquakes, volcanic eruptions, pandemics, which prevent one or both parties from fulfilling their contractual obligations. The merchant shall pay Kuehne+Nagel, in addition to the freight, for any rerouting or delay expenses and costs caused by force majeure, as well as any other cost increases arising from force majeure regardless of their nature.
23. For the purposes of this clause, "war risk" shall mean war, threat of war, civil war, uprising, acts of terrorism, sabotage, piracy, blockade, political or military conflicts, interventions by state or non-state actors, and other security risks of a similar nature. Kuehne+Nagel shall not be held liable, in transportation operations carried out or to be carried out in Iran, Israel, Qatar, the United Arab Emirates and the surrounding regions and/or at the borders of these regions, for any delays, direct or indirect damages, additional costs, impediments to delivery or other operational disruptions that have arisen or may arise due to circumstances beyond its control, including but not limited to port closures, cargo being discharged or abandoned by the shipowner/charterer/carrier/agent, route deviations, delays at border crossings, damage to transport infrastructure, loss of or damage to the cargo, or similar events, where such circumstances occur directly or indirectly as a result of war risks. The Cargo Interest acknowledges and agrees that, in such circumstances, Kuehne+Nagel shall be entitled, without requiring any further consent or instruction from the Cargo Interest, to implement alternative transportation, storage or routing solutions and to select alternative routes as well as alternative means and methods of transportation. Kuehne+Nagel shall also have the right, where it reasonably determines that transportation in the said regions cannot be carried out safely, to suspend the transportation operation, designate an alternative place of delivery, discharge the cargo at a safe location, or terminate the transportation entirely. Kuehne+Nagel shall also be entitled, for the purpose of complying with any instructions, recommendations or regulations issued by the relevant governmental authorities, customs and/or port authorities, international organizations or insurers, to change the transportation route, designate an alternative place of delivery, or discharge the cargo at an alternative location. Any additional costs, damages, expenses, taxes and duties that may arise in this context shall be borne by Cargo Interest. Any route deviations, alternative transportation or discharge operations carried out pursuant to this clause shall not be deemed a breach of contract or an unlawful deviation. The Cargo Interest acknowledges that the transportation in question may be carried out in regions

involving war and security risks and confirms that it is responsible for arranging insurance coverage for the cargo against such risks. The Cargo Interest further acknowledges and agrees to indemnify Kuehne+Nagel against any claims that may be asserted by third parties, including but not limited to the actual carrier and the driver of the means of transport, arising from the measures taken or actions carried out by Kuehne+Nagel pursuant to this clause.

24. The Customer guarantees that all transactions and shipments proposed to Kuehne + Nagel by the Customer are authorized for export, transit or import under all applicable U.S., E.U. and national customs and trade control laws and regulations. The Customer acknowledges that it is responsible for determining the licensing and permit requirements for all goods imported into, exported from, re-exported from, in-transit through, or transferred within any country in accordance with applicable laws, rules, and regulations. The Customer also represents and warrants that neither the Customer, its owners, nor any parties involved in the Customer's transactions are subject to any export control or sanctions restrictions. The Customer shall review all documents and declarations prepared and/or submitted to any government agency and/or third party and shall immediately notify Kuehne + Nagel of any errors, discrepancies, misstatements, or omissions in any declaration filed on behalf of the Customer by Kuehne + Nagel. While preparing and submitting customs entries, export declarations, import declarations, applications, documents and/or export/transit/import data to any governmental authority and/or third party, Kuehne + Nagel will rely on the accuracy of all customer data, including but not limited to customs, import control, transit control, export control, sanctions-related information and associated documents, provided by the customer (the customer's client or suppliers included). The Customer shall specifically provide in writing for each commodity: the customs classification number, customs valuation, country of origin, export control classification number including any applicable U.S. export control classification, and any required export, re-export, transit or import licenses and permits, or applicable license or permit exemptions. The Customer acknowledges that Kuehne + Nagel is not the Exporter or Importer of Record, Fiscal Representative, End Buyer, or End User and that it cannot sign or certify any official forms requiring the signature of such parties. The Customer agrees to exercise reasonable care to ensure the accuracy of all such information and shall indemnify and hold harmless Kuehne + Nagel and all its affiliates for any claims, liabilities or damages arising from the Customer's failure to disclose or from any false or inaccurate statements reasonably relied upon by Kuehne + Nagel. The Customer confirms that it has a non-transferable, affirmative authority to disclose all necessary information to import, export, or enter goods. The Customer shall compensate and protect Kuehne + Nagel for/from all demands and losses that may arise due to Customer's acts within this Compensation Letter.
25. Customer warrants that (a) Customer and its owners as well as all parties to Customer's shipments and transactions, including their respective owners, and (b) Customer's transactions for which Kuehne + Nagel ("KN") provides the services, are not subject to any applicable US, EU or national customs, import, export, trade control or sanctions laws and regulations that would prohibit such services. Customer shall supply KN, in writing, with all documents and information including, but not limited to, commodity classification numbers, customs valuations, country of origins,

export control classification numbers and any required export, re-export, transit or import licenses permits, authorisations or exemptions (“Customer Data”) necessary for KN to provide the services in accordance with applicable laws and regulations. Customer warrants that the Customer Data is complete and accurate. Customer shall immediately advise KN of any errors, discrepancies, incorrect statements or omissions in Customer Data filed by KN on Customer’s behalf with Customs and other authorities or third parties. Customer acknowledges that KN is not the Exporter of Record, Importer of Record, Fiscal Representative, Ultimate Consignee or End-User and that KN is unable to sign government forms on behalf of such parties. Customer shall indemnify and hold harmless KN and all KN affiliates from all claims, expenses, losses, penalties and damages, including reasonable attorneys’ fees, arising from or in connection with Customer’s failure to comply with obligations in this clause .

26. Customer warrants that (a) Customer and its owners as well as all parties to Customer’s shipments and transactions, including their respective owners, and (b) Customer’s transactions for which Kuehne + Nagel (“KN”) provides the services, are not subject to any applicable US, EU or national customs, import, export, trade control or sanctions laws and regulations that would prohibit such services.
27. Customer shall supply KN, in writing, with all documents and information including, but not limited to, commodity classification numbers, customs valuations, country of origins, export control classification numbers and any required export, re-export, transit or import licenses permits, authorisations or exemptions (“Customer Data”) necessary for KN to provide the services in accordance with applicable laws and regulations.
28. Customer warrants that the Customer Data is complete and accurate. Customer shall immediately advise KN of any errors, discrepancies, incorrect statements or omissions in Customer Data filed by KN on Customer’s behalf with Customs and other authorities or third parties
29. Customer acknowledges that KN is not the Exporter of Record, Importer of Record, Fiscal Representative, Ultimate Consignee or End-User and that KN is unable to sign government forms on behalf of such parties
30. Customer shall indemnify and hold harmless KN and all KN affiliates from all claims, expenses, losses, penalties and damages, including reasonable attorneys’ fees, arising from or in connection with Customer’s failure to comply with obligations in this Letter of Indemnification.

Legal Disclaimer

In matters not covered by our Standard Terms and Conditions, which are based on the FIATA (International Federation of Freight Forwarders Associations) Model Rules, or where there is a conflict with mandatory legal provisions, the provisions of the CMR (Convention on the Contract for the International Carriage of Goods by Road) and relevant articles of the Turkish Commercial Code shall apply to road transport services. The liability stated in the CMR insurance policy applies separately under the FIATA Rules for logistics and warehousing services, under the bill of lading's special conditions for maritime transport (provided these do not conflict with the mandatory provisions of the Hague-Visby Rules), and under the CIM (Convention Internationale Concernant le Transport des Marchandises par Chemin de Fer.) for rail transport (excluding countries at war), as well as in accordance with the relevant legal regulations and international conventions applicable to the type of transport.