



LoTSA Workshop

LoTSA 2.0 workshop **Special announcements**



- ACP informed that the current customer ranking method will remain the same for 2026.
- Starting 2026, ACP announced that the previous priority given to LNG vessels is period 1.a will be valid again.
- Introducing new LoTSA 2.0:
- 6-month packages instead of annual packages.
- Different auctions offered the same day.
- 1 package less for Full containers – reasons given:
 - Market research
 - Maintain the service level and meet the operational needs of all customers

LoTSA 2.0 workshop



September
Announcement

October 26
Start the LoTSA agent
management

October 28
Sealed bid auction

November 15
Start of booking requests

January 4
Start of reservation date

Full containers	LNG/LPG	No LoTSA customers
8 customers LoTSA	12 customers LoTSA	8 customers (3 vehicle carriers, 1 dry bulk, 1 LPG, 1 LNG and 1 Full container)
Requests: - More flexibility - Dates adjustments - Cancellations - Preference for semester packages	This segment value: Flexibility, better slots management and digital platforms with more visibility.	Reason for non-participation: Lack of flexibility in dates, costs, number of vessels and the uncertain in slots availability for neopanamax vessels.
4 LoTSA customers (50%) value the certainty and flexibility, 3 (37.5%) value the certainty, 1 (12.5%) value the flexibility.	5 LoTSA customers (41.7%) value the certainty and flexibility, 3 (25%) value the certainty, 2 (16.7%) value the flexibility	Customer need: flexibility in change of dates and direction.
Proposals for cancellations: 4 (50%) proposed a differentiated rate based on days cancellation done in advance, 3 (37.5%) proposed defer slots.	Proposals for cancellations: 9 (75%) proposed a differentiated rate based on days cancellation done in advance	
Change of date: 87.5% proposed extending the 2 days for change of date	Change of date: 83.3% proposed extending the 2 days for change of date	

LoTSA 2.0 workshop



Reduction of the
time horizon

Reduction of
packages

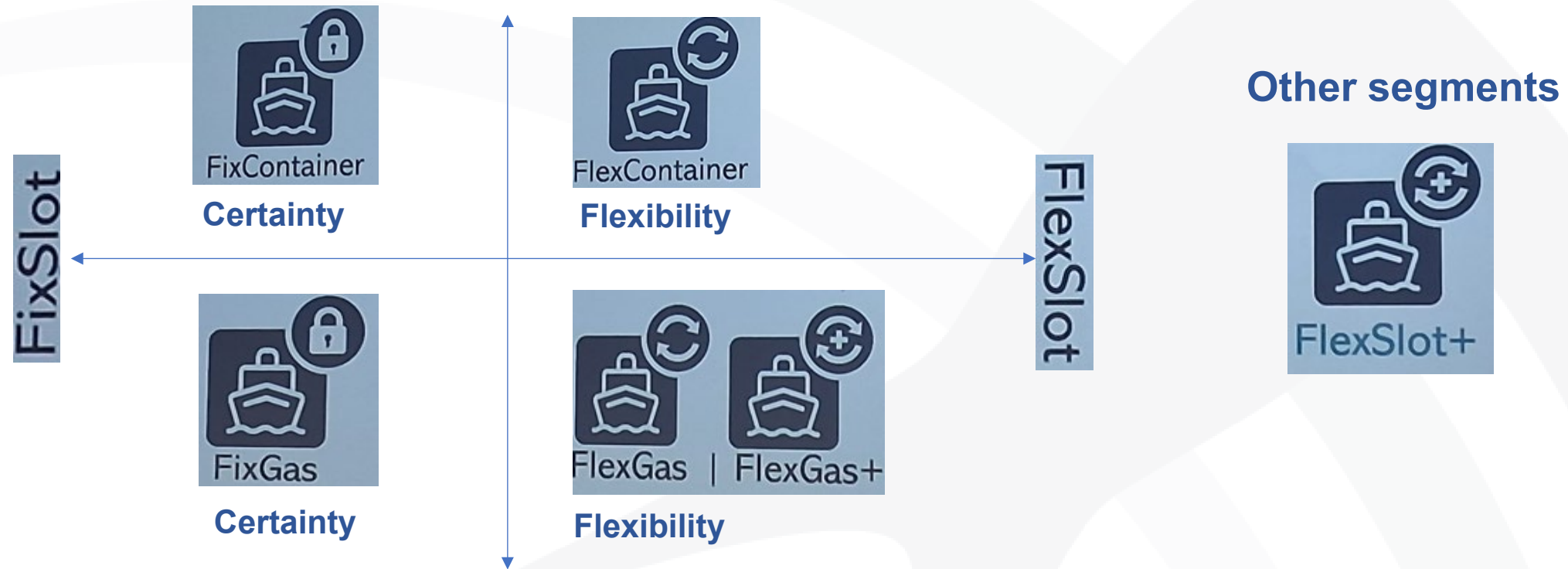
Segmentation by
Service attribute

Inclusion of new
market segments

Changes in
cancellation policy

New benefits

Reduction in the
duration of the
competition



LoTSA 2.0 workshop



Reduction from 4 to 3 slots on average per day

LoTSA 1.0

Market Segment	Offers	Packages	Slots Sold	Average Slots Sold (6 Months)	Average Daily Slots
Container Ships	1	7	728	364	2.0
	2	7	364	182	1.0
Subtotal		14	1,092	546	3.0
LNG/LPG	3	6	144	72	0.4
	4*	9	108	54	0.3
	6	9	96	48	0.3
Subtotal		24	348	174	1.0
Other Segments	5	1	6	3	0
Total		30	1,440	723	4.0

LoTSA 2.0

Market Segment	Offers	Packages	Slots to be Offered	Average Daily Slots
Container Ships	1	4	208	1.1
	2	6	156	0.9
Subtotal		10	364	2.0
LNG / LPG	3	8	48	0.3
	4	8	96	0.5
	5	2	24	0.1
Subtotal		18	168	0.9
Other Segments	6	2	12	0.1
Total		30	544	3.0

- ▶ One slot from the LoTSA offer is reduced, **specifically for container vessels**, in alignment with market expectations for FY2026.
- ▶ The slot proportion for gas carriers remains unchanged.
- ▶ The number of slots for other segments is increased.

LoTSA 2.0 workshop **Full containers**



LoTSA 1.0

Packages	Weekly slots		Total
7	N	26	182
	S	26	182
7	N	26	182
Total			546

- ▶ Base price: \$200,000.00
- ▶ 1 change of date up to 2 days requested at least with 8 days prior arrival deadline.
- ▶ 100% cancellation fee

LoTSA 2.0



Packages	Weekly slots		Total
4	N	26	104
	S	26	104
Total			208

- ▶ Base price: \$ TBA
- ▶ 1 change of date up to 5 days requested at least with 5 days prior arrival deadline. Additional change subject to a fee.



Packages	Weekly slots		Total
3	N	26	78
3	S	26	78
Total			156

- ▶ Base price: \$ TBA
- ▶ Probability of deferring or advancing slot allocation that doesn't exceed the period, Only one slot per week allowed.
- ▶ 2 change of date up to 5 days requested at least with 5 days prior arrival deadline. Additional change subject to a fee

- ✓ Customer with a higher bid will have priority in the later ready time
- ✓ Cancellations: 80% if cancelled with 15 days or more in advance. Otherwise, it will be 100%.
 - ✓ Club LoTSA eliminated.

Important: Customer with higher bids will have priority in date selection. They informed that Form 4611 used in LoTSA 1.0 Will not be used for 2.0.

LoTSA 2.0 workshop **LPG / LNG**



LoTSA 1.0

Packages	Weekly slots		Total
6	S	2	72
9	S	1	54
9	N/S	1	48
Total			174

- ▶ Base price: \$200,000.00
- ▶ 1 change of date up to 2 days requested at least with 8 days prior arrival deadline.
- ▶ 100% cancellation fee

LoTSA 2.0



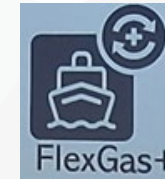
Packages	Weekly slots		Total
4	N	1	24
4	S	1	24
Total			48

- ▶ Base price: \$ TBA
- ▶ 1 change of date up to 5 days requested at least with 5 days prior arrival deadline. Additional change subject to a fee.



Packages	Weekly slots		Total
4	N	2	48
4	S	2	48
Total			96

- ▶ Base price: \$ TBA
- ▶ Probability of deferring or advancing slot allocation that doesn't exceed the period, Only one slot per week allowed.
- ▶ 2 change of date up to 5 days requested at least with 5 days prior arrival deadline. Additional change subject to a fee



Packages	Weekly slots		Total
2	N/S	2	24
Total			24

Slot NB or SB – Customer convenience

- ✓ Customer with a higher bid will have priority in the later ready time
- ✓ Cancellations: 80% if cancelled with 15 days or more in advance. Otherwise, it will be 100%.
 - ✓ Club LoTSA eliminated.

Important: Customer with higher bids will have priority in date selection. They informed that Form 4611 used in LoTSA 1.0 Will not be used for 2.0.



LoTSA 2.0 workshop Other segments

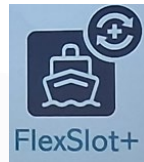
Full containers, LPG and LNG can't bid for this offer

LoTSA 1.0

Packages	Weekly slots		Total
1	S	1	3
Total			3

- ✓ Base price: \$200,000.00
- ✓ 1 change of date up to 2 days requested at least with 8 days prior arrival deadline.
- ✓ 100% cancellation fee

LoTSA 2.0



Packages	Weekly slots		Total
2	N/S	1	12
Total			3

- ✓ Base price: \$ TBA
- ✓ Slot NB or SB – Customer convenience
- ✓ Probability of deferring or advancing slot allocation that doesn't exceed the period. Only one slot per week allowed.
- ✓ 1 change of date up to 5 days requested at least with 5 days prior arrival deadline. Additional change is subject to a fee
- ✓ Customer with a higher bid will have priority in the later ready time
- ✓ Cancellations: 80% if cancelled with 15 days or more in advance. Otherwise, it will be 100%. Club LoTSA eliminated.

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LoTSA 2.0 workshop **Summary of offers**



Market segment	Offer name	Direction	# of packages	Frequency	Slots per package	Slots per direction	
						NB	SB
Full containers	FixContainer	NB and SB	4	2 per week	52	26	26
Full containers	FlexContainer	NB	3	1 per week	26	26	-
Full containers	FlexContainer	SB	3	1 per week	26	-	26
LNG/LPG	FixGas	NB	4	1 per month	6	6	-
LNG/LPG	FixGas	SB	4	1 per month	6	-	6
LNG/LPG	FlexGas	NB	4	2 per month	12	12	-
LNG/LPG	FlexGas	SB	4	2 per month	12	-	12
LNG/LPG	FlexGas+	NB and SB	2	2 per month	12	Subject to customer selection	
Others*	Flexslot+	NB and SB	2	1 per month	6		

*Excluding Full containers, LPG and LNG.

LoTSA 2.0 workshop



Recap of previous table – CODES “544 slots”

FIX CONTAINER CERTEZA			
LOT-F-FIX	Cupos		Total
	N	S	
LOT-F-FIX-NS-01	26	26	52
LOT-F-FIX-NS-02	26	26	52
LOT-F-FIX-NS-03	26	26	52
LOT-F-FIX-NS-04	26	26	52
Cupos por dirección	104	104	208
TOTAL DE CUPOS	208		

FLEX CONTAINER FLEXIBILIDAD				
LOT-F-FLEX-N	Cupos	LOT-F-FLEX-S	Cupos	Total
			S	
LOT-F-FLEX-N-01	26	LOT-F-FLEX-S-01	26	52
LOT-F-FLEX-N-02	26	LOT-F-FLEX-S-02	26	52
LOT-F-FLEX-N-03	26	LOT-F-FLEX-S-03	26	52
Cupos por dirección	78	Cupos por dirección	78	156
TOTAL DE CUPOS	78	TOTAL DE CUPOS	78	156

168	
LOT-A-FLEX+S	Cupos
	N ó S
LOT-A-FLEX+S-01	6
LOT-A-FLEX+S-02	6
Cupos por dirección	12
TOTAL DE CUPOS	12

364									
FIX GAS					FLEX GAS				
LOT-L-FIX-N	Cupos	LOT-L-FIX-S	Cupos	Total	LOT-L-FLEX-N	Cupos	LOT-L-FLEX-S	Cupos	Total
LOT-L-FIX-N-01	6	LOT-L-FIX-S-01	6	12	LOT-L-FLEX-N-01	12	LOT-L-FLEX-S-01	12	24
LOT-L-FIX-N-02	6	LOT-L-FIX-S-02	6	12	LOT-L-FLEX-N-02	12	LOT-L-FLEX-S-02	12	24
LOT-L-FIX-N-03	6	LOT-L-FIX-S-03	6	12	LOT-L-FLEX-N-03	12	LOT-L-FLEX-S-03	12	24
LOT-L-FIX-N-04	6	LOT-L-FIX-S-04	6	12	LOT-L-FLEX-N-04	12	LOT-L-FLEX-S-04	12	24
Cupos por dirección	24	Cupos por dirección	24	48	Cupos por dirección	48	Cupos por dirección	48	96
TOTAL DE CUPOS	24	TOTAL DE CUPOS	24	48	TOTAL DE CUPOS	48	TOTAL DE CUPOS	48	96

LoTSA 2.0 workshop



Example of package allocation

Example 1: if there are 6 packages and 7 bids of 7 customers, and the 2 last bids are the same, wins the 1st bid received.

Example 2: if there are 6 packages and 7 bids of 7 customers, and the 2 last bids are **not** the same, wins the higher bid.

Example 3: if there are 6 packages and 9 bids of 5 customers, each customer wins a package, and the other will be assigned individually based of the higher bids.

LoTSA 2.0 workshop **Recap of changes**



Type of Service	LoTSA 1.0	LoTSA 2.0
Base Amount	\$200,000	Variable
Cancellation ≥ 15 days	100% of LoTSA reservation	80% of LoTSA reservation
Cancellation ≥ 2 days ≤ 14 days	100% of LoTSA reservation	100% of LoTSA reservation
Cancellation < 2 days	100% of LoTSA reservation + 250% of its regular reservation (Rate 1050.IBN1) – If the vessel does not arrive within the next 7 days of its reservation date.	100% of LoTSA reservation + 250% of its regular reservation (Rate 1050.IBN1) – If the vessel does not arrive within the next 7 days of its reservation date.
No submission of booking request	100% of LoTSA reservation and processed manually	100% of LoTSA reservation and required to enter a reservation to be billed automatically.
Handling of cancelled slots	CLUB LOTSA Offered to Lotsa customers of the same market segment for 24 hrs. If no interest within 24 hrs, it remains available up to 72 hrs before the required arrival time. If not awarded, it goes to regular auction.	CLUB LOTSA removed Held until day 15 and offered to LoTSA clients through a sealed bid. Considering the highest bidders. If no interest, it goes to Competition of Period 2.
Substitution – number of requests	Unlimited requests	Unlimited requests
Substitution – reservation fee	Non-LoTSA vessel assumes LoTSA amount	Non-LoTSA vessel assumes LoTSA amount
Substitution > 2 days before required arrival date	No cost	No cost
Substitution ≤ 2 days before required arrival date	Not permitted	Not permitted
Swap – number of requests	Unlimited requests	Unlimited requests
Swap – reservation fee	If both vessels are LoTSA, no charge. If both vessels are regular reservation, the regular reservation pays 1% of its original reservation amount.	If both vessels are LoTSA, no charge. If both vessels are regular reservation, the regular reservation pays 1% of its original reservation amount.
Swap between LoTSA slot and regular slot > 14	No cost (1% of the regular fee doesn't apply)	No cost (1% of the regular fee doesn't apply)
Swap between LoTSA slot and regular slot ≤ 14	1% of the regular fee apply	1% of the regular fee apply
Swap ≤ 2 days	Not permitted	Not permitted

LoTSA 2.0 workshop **Recap of changes**

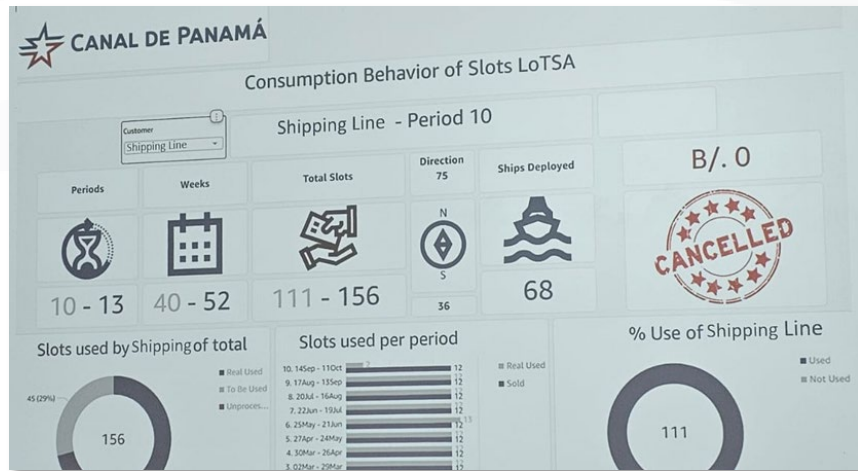


Type of Service	LoTSA 1.0	LoTSA 2.0
Date change – number of requests	1 request permitted	1 to 2 requests permitted depending on the offer
Date change > 60 days	Not permitted	Not permitted
Date change ≥ 8 days ≤ 60 days	No cost	No cost
Date change – number of days to move	Maximum of 2 days after the original LoTSA booking date	Maximum of 5 days after the original LoTSA booking date
Deadline to request Date Change	Permitted: Date change ≥ 8 days ≤ 60 days, > 60 days not permitted	Permitted: Date change ≥ 8 days ≤ 40 days, < 5 days permitted with additional cost
Transit in advance	No cost	No cost
Just in time		
Same day transit		
Defer / Postpone		More than 5 days to postpone your slot. Request: 15 days before the required arrival time of the original booking. Subject to operational availability.
Advance slot		Advance slot up to 15 days before the original booking date. Request: 15 days before the required arrival time of the original booking. Subject to operational availability.

LoTSA 2.0 workshop - Upgrades



◀ Changes in website – for LoTSA



◀ ACP new staff for LoTSA

◀ New channels of communication

