

## Expeditors' Bid Submission Conditions

Expeditors is pleased to submit our response to your request for proposal/quotation (“**Bid**”).

Despite anything to the contrary stated in the Bid documents:

1. We are responding to your request based upon our standard terms and conditions of service (which are consistent with industry standard terms and country specific trading conditions and tariffs) unless the parties have signed a services agreement that already covers the Bid service scope.
2. Our pricing model is based upon the estimates of minimum volume and service level requirements requested. If these pricing assumptions change materially, our quotation may need to be adjusted.
3. Expeditors performs our services in compliance with all applicable laws. As a U.S. person, Expeditors must comply with U.S. sanctions and trade restrictions related to certain countries and regions (such as Cuba, Iran, Syria, North Korea, Russia, Venezuela and the Luhansk, Donetsk, and Crimea regions of Ukraine). Unless all necessary government authorizations and licenses are obtained, Expeditors cannot facilitate or assist in any way with the supply of goods or services to such places, including turning over goods to another forwarder, regardless of the origin of the goods. Expeditors may also require an End User Certificate from you and from other companies involved in your shipments.
4. The pricing and service commitments are prepared upon the understanding that Expeditors will not inherit any employees, or be required to absorb or indemnify for any employee costs, as a result of the proposed transaction.
5. The information contained in our Bid response is proprietary and confidential to Expeditors and may not be manipulated, disclosed, copied, or disseminated without our prior written consent, except as necessary for you to review and analyze our Bid response.