

26 December 2017

To: Shipping Agents

Port of Ashdod in WPSP

We are pleased to announce that within our participation in World Ports Sustainability Program (WPSP, formerly WPCI), Ashdod Port Company extends the validity of the ESI financial incentive until 31 December 2018.

ESI (Environmental Ship Index) is an international program, administrated by IAPH, aiming to promote cleaner ships and reduce harmful emissions, by rewarding operators whose vessels exceed current environmental performance standards and regulations .

The financial incentive will be granted to seagoing ships under the following terms:

- Incentive will be granted to Container, Ro-Ro, GC (Bulk/Break-bulk) and Cruise vessels with a valid ESI certificate (sent in advance to APC), and a total ESI score of 31 points or higher.
- The ESI score to obtain the incentive is the ESI score as published on the official [WPSP website](#), valid at the time and date of vessel arrival to the Port of Ashdod.
- Incentive is given once per operational call, in which the ship loaded and/or unloaded cargo or passengers at a quay in the Port of Ashdod.
- The amount of the incentive is calculated according to the ship's length and ESI, as described in the following appendix.
- Validity: From 1 January 2018 to 31 December 2018.
- APC reserves the right to change incentive terms, 60 days notice.

Sincerely,

Eli Bar Jossef  
VP Business Customers

cc:

Mr. Isaac Blumenthal, CEO  
Mr. Eyal Rozenbaum, VP Finance  
Mr. Yehuda Heimlich, Business Dev. and Environmental Director  
Mr. Ram Shoval, Head of Customer Service Department  
Mrs. Eti Elashvili, Sales Manager  
Mrs. Efrat Cohen, Marketing Manager  
Mrs. Shoshanit Lev Ari, Head of Billing Department  
The Chamber of Shipping of Israel

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Appendix

**ESI Incentive Formula**

The calculating formula of the height of the incentive is:

$$\text{Incentive [ILS]} = \frac{ESI}{100} \times \text{Maximum Amount}$$

Ship's Length	Maximum Amount per Call
100 – 150 m	1,000 ILS
151 – 200 m	2,000 ILS
201 – 250 m	3,000 ILS
251 – 300 m	4,000 ILS
301 m and up	5,000 ILS

Example:

Ship's ESI: 40.0, Ship's Length: 280m, Maximum Amount: 4,000 ILS.

$$\text{Incentive [ILS]} = \frac{40.0}{100} \times 4,000 = 1,600 \text{ ILS}$$

