INVITATION FOR PROPOSAL

Package: **REPAIR & OVERHAUL FOR V2500 ENGINES DURING 2026-2030**

To: **MROs**

Vietnam Airlines JSC would like to invite MROs to join the bidding for Repair & Overhaul for V2500 of A321 fleet during 2026-2030. Details are as follows:

Request for Proposal (RFP) to be issued from 16:00 Jun 3rd 2026 to 16:00 Jun 8th 2026 (Vietnam time) at:

Vietnam Airlines JSC

200 Nguyen Son, Bo De Ward, Ha Noi, Viet Nam

Attention: Mr. Hoang Hai Ho

Director – Supply and Material Management Department

Repair & Overhaul for V2500 during 2026-2030; Supply Director

E-MAIL: hohh@vietnamairlines.com (+84-(0) 903424021);

tutranngoc@vietnamairlines.com (+84-(0) 904204499);

thinhle@vietnamairlines.com (+84-(0) 9042649025).

Details of the requirements on technical, commercial terms and related services are specified in the RFP attached hereinafter.

Deadline for Proposal Submission: 16:00 Jun 17th 2026

Please contact above address for further detailed information if needed.

Hanoi, Jun 3rd , 2026

On behalf of Vietnam Airlines JSC

Nguyen Chien Thang

PART I
GENERAL REQUIREMENTS

A. DEFINITIONS

VNA: Vietnam Airlines JSC

CAAV: Civil Aviation Authority of Vietnam

EASA: European Aviation Safety Agency

FAA: Federal Aviation Administration

MRO: Maintenance Repair Organizations

USD: United State Dollar

RFP: Request for Proposal

OEM Catalog List Price" or "**Manufacturer's Latest List Price:** means the latest published catalog price of the original Manufacturer.

Component: means the part designated by part number and serial number that may be removed/installed from/on an engine system and be tested/repaired/overhauled/modified/ exchanged (Rotable or Repairable)

Consumable: means a Part which can only be used once and is replaced irrespective of apparent condition during the course of removal, maintenance, repair, overhaul or inspection

Expendable: means any item which no authorized repair procedure exists and for which cost of repair would normally exceed that of replacement

LLP means a part with an approved limitation on use in cumulative flight hours or flight cycles, established by the OEM or the aviation authority.

LRU: Lines Replacement Unit – means Component replaceable at the aircraft level (i.e., has aircraft maintenance manual removal/installation instructions). For engines, typically refers to control system components that are replaced without removing the engine.

NTE: Not To Exceed

Heavy repair or Major repair or Refurbishment: is module separation, complete module disassembly, cleaning and full inspection of all parts, repair of the parts as necessary and reassemble of the modules. These operations are done with the instructions provided in the OEM Engine Manual and Cleaning, Inspection and Repair (CIR) Manual.

Repair or Medium repair is module separation, Partial disassembly to inspect and repair a particular area/section and to reassemble the engine. These operations are done with the instructions provided in the OEM Engine Manual and Cleaning, Inspection and Repair (CIR) Manual.

Repairable: means a Part of engine which may be economical to repair to a serviceable condition.

Rotable: means a Part of engine which may be economically repaired to a serviceable condition and which in the normal course of operations is repeatedly rehabilitated to a serviceable condition except when it is Beyond Economical Repair (BER).

BER (Beyond Economical Repair): means the price of repairing the part/engine exceed 65% of the then-current manufacture's catalog list for such part/engine.

TAT means Turn around time which is calculated from the date of engine induct MRO shop to the date the engine is serviceable and ready for shipment)

INSTRUCTIONS TO MROS

1. Documents Establishing MRO's Eligibility and Qualification

MRO shall furnish, as part of its Proposal, the following documents establishing the MRO's eligibility to the Proposal and its qualification to perform the Agreements if its Proposal is accepted:

- Copy of Certificate of Business Registration or document proving the lawful establishment issued by authorized office of the State of Participant's Nationality;
- Valid Approval by EASA and FAA for maintenance organization which repair and overhaul V2500 engine.
- Approval by CAAV for maintenance organization which repair and overhaul V2500 engine (if applicable). In case MRO has not been approved by CAAV, MRO have to confirm by writing to acquire CAAV certificate before entering the contract with VNA.
- Approval by Safety & Quality Dept of VNA (SQD) for maintenance organization which repair and overhaul V2500 engine. In case MRO has not been approved by SQD, MRO have to confirm by writing to acquire SQD approval before entering the contract with VNA.

2. Cost for Preparing Proposal

The MRO shall bear all costs associated with the preparation and submission of its Proposal.

3. Format and Signing of the Proposal

The "Letter of Proposal Submission" and clarification documents of the Proposal must be signed by a legal representative or the authorized representative of the MRO (Power of Attorney in Attachment 4 should be included). In addition, a company stamp is requested if MRO is a Vietnamese registered company.

The Proposal shall contain no interline, erasures or overwriting except as necessary to correct errors made by the MRO in which case such corrections shall be initialed by the person signing the Proposal.

4. Currency

The currency in the Proposal will be United States Dollars (USD).

5. Proposal Price

5.1 Proposal Price is the V2500 engine's Repair & Overhaul Package Price quoted by MRO in the Price and Major Term Form provided in Part II.

5.2 Handling fee and handling cap: shall be fixed during the term of contract.

6. Valid of the Proposal

The Proposal shall remain valid for at least 120 days from the deadline as stipulated in Item 11. Part I (Deadline for Submission of Proposal). A Proposal, which is valid for a shorter period

may be rejected by VNA and considered as non-responsive. In exceptional circumstances, VNA may seek the MRO's consent to an extension of validity with the Proposal's content remained unchanged. If MRO refuses to extend the Proposal's validity, the Proposal shall be rejected. The requests and the responses thereto shall be made in writing and sent by post or email.

7. The Rights of Use the Proposal

The MRO acknowledges that VNA must retain all documents submitted in response to this RFP to enable it to evaluate proposals and record keeping. Accordingly, documents are submitted by the MRO in response to this RFP on the basis that they will become the property of VNA and that VNA may use the information contained in those documents for evaluation purposes, the preparation of any subsequent Agreement, and may copy the documents for that purpose.

8. Clarification of RFP

The MRO may request VNA to provide further clarification, information to any point, which is not clear enough in the RFP. MRO's written request should be received by VNA no later than 03 working days prior to the deadline for submission of Proposal. VNA shall respond in writing to any request of clarification as soon as possible prior to the deadline for submission of Proposal.

9. Amendment of RFP

At any time prior to the deadline for submission of Proposal, VNA may, for any reason, add and/or amend some points in the RFP. The addition and/or amendment shall be notified in writing by email to all prospective MROs. VNA may, at its discretion, extend the deadline for submission of Proposal and the opening date of the Proposal, and VNA shall inform by email to MROs the above extension.

10. Submission of Proposal

The Proposal should be sent by express mail; by hand directly in a sealed envelope or by email (provided that full set of the proposal must be scanned from the original proposal in line with all requirements in the RFP) to the address mentioned in the Invitation letter of this RFP.

The sealed envelope shall include the original Proposal and the soft document files (scanned full set of the original Proposal and save files in a USB), duly marking the envelope as "ORIGINAL PROPOSAL". The outer of the envelope shall be:

- Name of the Proposal: Proposal for REPAIR & OVERHAUL FOR V2500 DURING 2026-2030
- Name and address of the MRO.
- Addressed to VNA in accordance with this RFP.
- Marked "DO NOT OPEN BEFORE 16:00 Jun 17th 2026".

VNA assumes no responsibility for the Proposal's misplacement or premature opening if the outer envelope is not sealed and marked as required.

11. Deadline for Submission of Proposal

"Deadline" means **16:00 Jun 17th 2026 (Hanoi time)** or other date to be announced by VNA by email.

Proposal must be received by VNA at the address mentioned in the Invitation Letter of this RFP before the Deadline. Any Proposal received by VNA after the Deadline may be rejected. However, for the benefit of VNA, VNA may, at its discretion, extend the deadline for submission Proposal. This extension shall be informed in writing to all MROs by email.

12. Modification and Withdrawal of the Proposal

MRO may modify or withdraw its Proposal after Proposal's submission, provided that the modification or written notice of withdrawal is received by VNA prior to the deadline for submission of Proposal.

The MRO shall not modify its Proposal or propose additional proposal terms after the deadline for submission of Proposal - if not requested by VNA.

13. Opening the Proposal

VNA shall open the Proposal at VNA's head office after the Deadline.

14. Evaluation of Proposal

Proposal shall be evaluated in accordance with Part III "Evaluation" enclosed in this RFP. The final selection is subject to certain conditions including but not limited to VNA management's approval.

Proposals should be prepared and submitted by potential MROs in accordance with the requirements laid down in this RFP.

The potential MRO is required to complete and submit several information gathering schedules set out in Part II of this RFP, which are critical to the evaluation process.

All proposals which comply with this RFP will be assessed in accordance with the evaluation criteria and process set out in this RFP.

15. Clarification of Proposal

To assist the evaluation of Proposal, VNA may require the MRO to clarify its Proposal. The request for clarification and the response shall be in writing. VNA shall use the final proposal after clarification for evaluation and decision.

16. General Conditions

VNA reserves the rights to accept or reject any Proposal, and to annul the Proposal process and reject all Proposals at any time prior to award of Agreement, without thereby incurring any liability to the affected MRO or any obligation to explain the affected MRO of the grounds for the VNA's action. VNA shall inform the MROs in the case of annulling all the Proposals or the selection process.

17. Additional Proposal

In additional to standard formal requirement provided in Part II in which MRO is required to complete, MRO can offer additional proposal (like NTE, CAP...) at Part II, Point III in accordance with removal and workscope provided in Part II, Attachment 1.

VNA will only consider for further evaluation if that additional proposal comply VNA requirements and its cost elements and advantage can be converted for evaluation purpose.

PART II: PRICE SCHEDULE FORM

MRO IS REQUIRED TO STUDY CAREFULLY THIS PART AND COMPLETE ALL PRICING FORM PROVIDED FROM TABLE 1 TO TABLE 7 HEREUNDER IN WHICH THE MRO OFFER THEIRS PROPOSAL TO THE REQUIRED REPAIR STRUCTURE OF TIME AND MATERIAL AND NOT TO EXCEED (NTE) PRICE. VNA MAY REJECT THE PROPOSAL WHICH DOES NOT MEET THE REQUIREMENT HEREUNDER.

I. Standards Service Requirement

1. VNA fleets status and operation

N/A

2. Engine Removal plan, Shop Slots

2.1 Engine removal plan

The removal plan and estimate workscope are provided in Attachment 1. Timing of shop visits and final workscope will be at the Vietnam Airlines's discretion. Vietnam Airlines will share its removal plan, and associated assumptions, and communicate any changes in operational parameters and other factors that may affect the projected removal plan.

2.2 Engine Shop Slot availability

As Vietnam Airlines intends to enter into Non-exclusive Agreements and does not commit a specific number of engines to any particular MRO facility, the MRO is not required to provide a firm slot commitment at this bidding stage.
Instead, the MRO is required to provide information regarding their estimated engine shop slot availability and capacity that can be offered to VNA during the 2026-2030 period. The MRO is also required to detail the current overhaul slot capacity for each of the maintenance locations proposed.

3. Workscope agreement and documentation

3.1 Workscope agreement

Minimum Performance Restoration/Overhaul workscope is defined in Attachment 1, with a release life (hours and cycles) in accordance with the engine shop visit requirement of that particular engines and confirmed by VNA prior to shop visit.

3.2 Documentation requirements

Immediately following a shop visit, a comprehensive record of work performed will be provided to VNA which is to include the following, at a minimum:

- FAA 8130, EASA Form 1 and CAAV Form 1
- AD compliance statement
- SB Status
- Shop Visit Findings Report
- Shop Visit DFPs
- LLP back to birth traceability and life statement
- Checking in / Checking out / Missing parts list
- Engine Test Performance Report
- Post Test Video Borescope report, images & video.

- Incoming inspection report
- Certification of any serialized or time-controlled parts installed
- Statement that "NO PMA parts or part with Non-OEM approved repair without VNA's approval were fitted during this shop visit"
- Status of V2500-A5 "C" check equalization work
- Detail of all repairs embodied on each Fan Blade at current shop visit and the total number of each repair already performed on each Fan Blade.
- Detail of all installed HPT1 and HPT2 Blades and Vanes including P/N, S/N and status.
- Module status at incoming and outgoing
- LLP status including M-Flange at incoming and outgoing
- LRU status at incoming and outgoing
- Fan Blade status at incoming and outgoing

4. Time and material price

4.1 Fixed Labor and standard consumable

All Prices, rates, and conditions quoted by MROs in these Tables shall be quoted as prices for the year 2027. For the subsequent years during the Agreement term, these prices shall be subject to an annual economic escalation. The MRO is strictly required to provide the explicit escalation formula and a maximum annual escalation cap (ceiling rate) applicable to these prices. VNA reserves the right to reject any Proposal if the MRO fails to provide a clear escalation formula and cap, or requires additional conditions which VNA is not able to control and evaluate.

4.1.1 Fixed Labor and standard consumable

Table 1 to Table 3 hereunder are described MRO's offers for Fixed Labor and standard consumable which is need to determine the standard Fixed Labor and consumable for each engine workscope.

Any additional work out of Table 1, Table 2 and Table 3 will be at actual labor based on the shop man hour rate provided by MRO in Table 5. For clarification, VNA may request to breakdown the actual labor cost.

4.1.2 QEC/Accessories

Table 4 hereunder are described MRO's offers for Fixed Labor and standard consumable which required for bench test QEC and Accessories attached to engine.

The identified engine may be visited shop in partial QEC/Accessories configuration. The MRO is requested to: (i) inspect QEC and any Accessories attached to engine at no charge and (ii) make available configuration up to engine testing configuration and certificate release at no additional cost to Vietnam Airlines.

In the case that after the test/inspection, there will be a defect resulting to repair such LRUs, then the repair cost will have consisted of the cost of these tests. In other words, the test fee will be zero when fault is found, the MRO only charge VNA the repair cost.

4.2 New Material replacement

Item B, point 1 Table 5 hereunder is described MRO's offers for theirs discount (if applicable) and handling charge for new material (Non-LLP) replacement. The discount of new material replacement shall be made under .....% price reduction of the OEM Catalog List Price. If MRO cannot offer discount for new parts replacement, MRO will put 0% of discount.

The CAP for Handling charge offered by MRO on new material replacement in any case will not exceed 6500 USD per Line items or 5500 USD per Single item.

4.3 Used material and exchange.

Item C point 1 and item E point 1 in Table 5 hereunder are described MRO's offers for Used and Exchange Material.

The use of used material will be permitted during repair/overhaul where it is mutually agreed to be cost effective to VNA and meets the requirements of the WPG build release expectation and the lease. The used material price in any case will not exceed 70% of the OEM Catalog List Price. The handling charge for used material replacement shall be made under .....% of the OEM Catalog List Price. The CAP for Handling charge offered by MRO on used Material replacement in any case will not exceed 6500 USD per Line items or 5500 USD per Single item.

Exchange material will be based on 1:1 basis under standard exchange (repair cost plus exchange fee). The exchange fee shall be made under ...% of the OEM Catalog List Price. The CAP for exchange fee offered by MRO will in any case not exceed 6500 USD per Line items or 5500 USD per Single item.

The use of used or Exchange material will be accepted only on like for like or better basis with regard to life and utility. The Non incident statement, back to birth histories may be required by VNA for approval.

4.4 LLP replacement

4.4.1 New LLP replacement

Item B point 2 Table 5 hereunder is described MRO's offers for discount and handling charge for LLP replacement.

The discount of new LLP replacement shall be made under .....% price reduction of the OEM Catalog List Price. If MRO cannot offer discount for LLP replacement, MRO will put 0% of discount for LLP.

The handling charge for LLP replacement shall be made under .....% of the OEM Catalog List Price of that LLP. The CAP for Handling charge offered by MRO on new LLP replacement in any case will not exceed 5500 USD per Item.

4.4.2 Used LLP replacement and exchange

The used LLP may be accepted by VNA during engine shop visit.

Item C point 2 and item E point 2 in Table 5 hereunder are described MRO's offers for Used and exchange LLP. To clarify, the Used and Exchanged LLP shall be calculated in following formula:

Used LLPs installed shall be charged in accordance with the following:

- Used LLP price = OEM Catalog list price x (remaining Cycle of used LLP /LLP life)

The handling charge for used LLP replacement shall be made under .....% of the OEM Catalog List Price of that LLP. The CAP for Handling charge offered by MRO on used LLP replacement in any case will not exceed 5500 USD per Item.

Exchange LLPs installed shall be charged/credited, in accordance with the following:

- Exchange LLP debit/credit(*) = OEM Catalog list price x (installed LLP remaining life – replaced LLP remaining life)/LLP life

  (*) with positive result, VNA shall be charged the amount. With negative result, Vietnam shall be credited the amount.

  No Exchange fee applied to Exchange LLPs.

The use of used LLPs and the supporting paperwork will require approval by VNA and the relevant engine lessor prior installing on engine. Where used life limited parts are accepted to use on VNA engines, the following paperwork are required:

- Documents providing traceability back to birth of the LLP.
- A statement of disclosure to certify that the LLP has not ever been involved in any incidents or accidents during its operational life. The component(s) was not obtained from a military source or was not previously fitted to a state aircraft as deemed by Article 3 of the Chicago Convention.
- Meets the requirements of the WPG build release expectation and the lease.

4.5 Repair parts

Item D point 1 Table 5 hereunder is described MRO's offers for their in-house.

The MRO is required to attach to their Proposal the valid public in-house capability list which applicable to part repaired in-house.

If the part is not available in MRO's in-house repair Catalog list price, the repair price will be at actual labor & materials based on the shop man hour rate provided by MRO in item A Table 5 and for clarification, VNA may request to breakdown the actual labor cost.

4.6 Subcontractor

Item D point 2 Table 5 hereunder is described MRO's offers for subcontractor policy.

The MRO may subcontract some of the Services to another subcontractor as necessary to accomplish the requirements under this Agreement. The subcontract repair cost will be at Subcontractor invoice plus handling charge. The CAP for handling charge will not exceed 5000 USD per subcontractor invoice. The subcontractor invoice will based on subcontractor in-house repair Catalog list price issued by sub-contractor (if applicable). If the part is not available in subcontractor's repair Catalog list price, then the actual subcontract labor and materials for that part/component shall be applied. For clarification, VNA may request to provide subcontractor in-house repair Catalog list price or breakdown the actual labor cost.

4.7 NTE Pricing

MRO is required to offer the Not-To-Exceed (NTE) price for any cost elements, subject to the inclusion and exclusion given in Table 7 to accomplish the engine workscope(s) set forth in Table 7.

MRO is also required to provide escalation for NTE price. To support MRO in evaluating and offering NTE price, the following information are provided:

- Removal plan and Preliminary workscope provided in Attachment 1
- Details of NTE inclusion and exclusion are attached to Table 7.
- No limitation on scrap rate are applicable.

4.8 Sourcing material

Item F Table 5 hereunder is described MRO's offers for Material supplied by VNA.

a. The MRO is to source all material requirements for the engine shop visits and does allow VNA to supply Customer Sourced Materials at VNA discretion. The handling charge will be applied for material supplied by VNA, CAP at 2000 USD per shipment.

b. MRO will not discriminate Customer Sourced Materials to MRO Sourced Materials (including but not limited to part warranty) provided that Customer Sourced Materials meet MRO inspection criteria"

4.9 Scrap parts

Title to all replaced and scrapped parts shall remain with VNA. Where parts need to be scrapped, costs associated with this activity will be invisible to VNA. MRO is requested to provide, at no cost, storage house to keep scrapped parts for at least 18 months from the removal date and shall only discard or scrap these parts upon receiving prior written confirmation from VNA.

4.10 Buy back

Where serviceable LLPs are removed but are not re-installed to a VNA engine, VNA may wish to be credited a fair market price for the remaining stub life. Any proposal must include an offer to re-buy these components, to which VNA has discretion. This is to be accounted to the final shop visit invoice.

5. MRO Performance

5.1 Maintenance Location

The MRO is to disclose the maintenance shop visit locations that the engine repair/overhaul will be performed. In cases that the MRO has several locations available for allocation, the MRO shall provide indication of the planned location for VNA agreement.

5.2 On-wing service support

The bid should include a level of On-Wing Support including the capability to perform on site engine repairs where appropriate.

5.3 Help desk, AOG support

The MRO should confirm that they would provide a 24 x 7 support facility for AOG and in-service defect rectification with English speaking personnel.

5.4 Shop visit inspection

Vietnam Airlines will send representatives to shop visit table inspection and reserves the right to use third party shop visit management companies to act on their behalf.

6. Warranty and Guarantee

6.1 Warranty:

The MRO warrants to Vietnam Airlines that the Maintenance Services will be performed in a workmanlike manner.
Item 1 Table 6 hereunder is described MRO's offers for theirs commitment on warranty.

VNA REQUIRE THE MINIMUM WARRANTY FOR EITHER THREE THOUSAND AND FIVE HUNDEROUS (3500) FLIGHT HOURS AFTER FIRST OPERATE, OR TWO THOUSAND (2000) FLIGHT CYCLE, OR FIFTTEEN (15) MONTHS AFTER FIRST INSTALLATION, WHICHEVER OCCURS FIRST.

Where OEM warranty claims or credit notes are applicable, these shall be administered by the MRO at no extra cost and Vietnam Airlines reserves the right to process these warranties directly.

6.2 EGT Margin Guarantee

Proposals should contain a minimum EGTM expectation post Performance Restoration (Hot Section) and test cell defined as a V2533-A5 rating EGT Margin.
On the basis that EGTM is a key quality indicator at a shop visit. VNA will require to contract a minimum EGTM post hot section limit whereby a re-induction of the engine is mandatory. A compensation is required in case EGT margin does not achieve the required EGT margin:

- EGT margin (workscope of Refurbishment):
  - ≥24°C: No Penalty
  - 21-23°C: $5000 per degree
  - ≤20°C: FOC re-induction

6.3 TAT Guarantee

Item 2 Table 6 hereunder is described MRO's offers for their commitment on turnaround time.
The turnaround time (TAT) will start from the induction date to the date the engine is ready to return. The MRO is required to propose their minimum guaranteed TAT in their Proposal in accordance with the respective workscope levels.
The proposal shall explicitly include the MRO's compensation policy and penalties in the event that the guaranteed TAT is overrun. It is the expectation of Vietnam Airlines that in the event of a TAT overrun, the MRO will guarantee the provision of an equivalent spare engine (free of rental charges, transportation, and administration costs) and/or apply a daily penalty charge (liquidated damages) for any day in exceedance of the committed TAT due to the MRO's fault.
The MRO's proposed guaranteed TAT and penalty/compensation conditions will be thoroughly evaluated by VNA and will strictly serve as key criteria for ranking the MRO in the Priority Tier List for engine allocation.

7. Tax

It is VNA's expectation that the MRO shall be responsible for any tax imposed by the local Government and sub-contractor's government where the company/organization of the MRO/sub-contractor is located, and VNA shall be responsible for any tax imposed by the Vietnamese Government.
However, the MRO is permitted to propose their own tax terms, conditions, and allocations based on their specific policies and local regulations within their Proposal.

8. Shipping

Item 3 Table 6 hereunder is described MRO's offers for shipping term and condition for engine shipping from and to VNA/s main base in Noi bai (NBA) and Tan Son Nhat (SGN) Airport

The shipping term and conditions are required to follow Incoterm 2020. VNA will cover insurance of engine to and from delivery to MRO. MRO will cover Insurance and liability during engine in shop.

9. Payment term and schedule

Item 4 Table 6 hereunder is described MRO's offers for payment terms.
VNA suggest the MRO to offer the payment terms in following example:

- First invoice:
  + By the Letter of Credit (LC), the amount of LC to be offered by MRO.
- Final invoice: 30 days from the date of receipt of the full detailed final invoice.

If MRO request LC Confirm, then MRO will bear confirming cost, VNA will bear only issuing cost.

10. Supply of Lease Engine

VNA does have spare engines. The MRO is required as optional to include the provision of a short-term lease engine as part of their proposal for unscheduled removals.

The following is a summary of the lease engine requirements:

- Engine model: V2533-A5
- Thrust rating: 33,000lbs
- QEC/Accessories configuration: TBD
- Delivered with an EASA or FAA Authorized Release Certificate

II. Pricing Form for Completion

1. Fixed Price for Engine Modules

All Prices, rates, and conditions quoted by MROs in Tables 1, 2, 3, and 4 shall be firm and fixed at the time of quoting as prices for the year 2027. For the subsequent years during the Agreement term, these prices shall be subject to an annual economic escalation. The MRO is strictly required to quote prices based on this criterion and must provide the explicit escalation formula along with a maximum annual escalation cap (ceiling rate) within their Proposal.

Table 1: Fixed Price for Engine Modules

The workscope levels for modules stated in this table are defined in V2500-A5 EMMP.
The fixed prices listed include all works and standard expendable parts & consumable materials (including, but not limited to removal/reinstallation of sub modules from/into major modules, assembly/disassembly, inspection, test...) necessary to accomplish the maintenance action required for the equipment, modules except as otherwise stated, regardless of the condition of the equipment, excluding engines that have been involved in an accident, extreme environmental conditions, or other abnormal operating conditions, and those subjected to occurrences not associated with ordinary use, such as, but not limited to, acts of war, rebellion, seizure, military, paramilitary, or other belligerent acts. The work will be accomplished in accordance with the manufacturer's applicable engine manual, eMMP and approved technical data.

NO.	MODULE	ATA	Visual Check (USD)	Level 1 (USD)	LEVEL2 (USD)						Level 3 (USD)
					2.1	2.2	2.3	2.4	2.5	2.9	
1	Fan Module	72-31-00									
2	LPC	72-32-00									
3	IGB	72-32-00									
4	Fan case, fan frame, 2.5 bleed	72-32-00									
5	HPC	72-41-00									
6	Diffuser group	72-42-00									
7	Combustor sub group	72-42-00									
8	No.4 bearing compartment	72-43-00									
9	HPT 1st NGV	72-44-00									
10	HPT rotor & stator Assy	72-45-00									
11	LPT	72-50-00									
12	TEC	72-50-00									
13	AGB (EGB)	72-60-00									

Table 2: Fixed Price for Engine Module Sectionalization:
Fixed Price for Engine Module Sectionalization includes the labor & material:

- *Require for disassembly and reassembly of respective modules defined in this section;*
- *Require for removal, visual inspection & installation of QEC mounted on the relevant modules;*
- *Require for removal, installation of accessories mounted on the relevant modules.*

NO.	MODULE SPLIT	FIX PRICE (USD)
1	INTERMEDIATE CASE FROM FAN CASE & LPC	.....USD
2	HPC FROM INTERMEDIATE CASE	.....USD
3	DIFFUSER FROM HPC	.....USD
4	HPT 1st NGV FROM DIFFUSER	.....USD
5	HPT FROM HPT 1st NGV	.....USD

6	LPT FROM HPT	.....USD
7	TEC FROM LPT	.....USD
8	AGB	.....USD

Table 3: Fixed Price for Common Engine works

NO.	DESCRIPTION	FIX PRICE (USD)
1	Incoming inspection (including Borescope inspection)	.....USD
2	Final engine test (including all labor, fuel, oil and test cell usage)	.....USD
3	Outgoing inspection	.....USD
4	Engine preparation for shipment	.....USD

Note:

The identified engines may be provided to the MRO for shop visit in a partial QEC/Accessories/ Components configuration. The MRO is to make available configuration up to a full QEC/Accessories/ Components to support engine testing and certification release.

Table 4: Fixed price for Accessories

ATA	PART DESCRIPTION	FIXED PRICE FOR QEC/ACCESSORIES BENCH TEST (USD)
24-21-42	COOLER I.D.G. OIL	.....USD
36-11-57	CABIN AIR SOLENOID VALVE	.....USD
71-51-49	PROBE HEATER RELAY BOX	.....USD
73-12-41	FUEL PUMP	.....USD
73-13-41	FUEL SPRAY NOZZLE (F/N)	.....USD
73-13-42	FUEL DIVERTER RETURN VALVE	.....USD
73-13-43	FLOW DIVIDER VALVE (FDV)	.....USD
73-22-34	ELECTRONIC ENGINE CONTROL	.....USD
73-22-38	DEDICATED ALTERNATOR STATOR	.....USD
73-22-52	FUEL METERING UNIT (FMU)	.....USD
73-31-17	FUEL FLOW TRANSMITTER	.....USD
74-11-38	IGNITION EXCITER	.....USD
74-21-43	IGNITION LEAD	.....USD
75-22-41	ACAC	.....USD
75-23-51	HPT STG. 10 AIR MAKE UP VALVE	.....USD
75-23-51	HPT STG. 10 AIR MAKE UP SOLENOID	.....USD
75-24-51	ACC VALVE	.....USD
75-24-52	ACC ACTUATOR	.....USD
75-31-42	LPC BLEED MASTER ACTUATOR	.....USD
75-31-43	LPC BLEED SLAVE ACTUATOR	.....USD

75-32-41	VSV ACTUATOR	.....USD
75-32-51	SOLENOID VALVE	.....USD
75-32-52	STG. 7 BLEED VALVE	.....USD
75-32-53	HPC STG 10 SOLENOID VALVE	.....USD
75-32-54	HPC STG. 10 BLEED VALVE	.....USD
77-32-15	VIBRATION TRANSDUCER	.....USD
79-21-42	ACOC - AIR COOLED OIL COOLER	.....USD
79-21-43	FCOC - FUEL COOLED OIL COOLER	.....USD
79-21-51	OIL COOLER AIR MODULATING VALVE	.....USD
79-22-41	OIL SCAVENGE PUMP	.....USD
79-23-51	#4 BRG. COMPART. SCAVENGE VALVE	.....USD
79-31-15	TRANSMITTER OIL QTY	.....USD
80-13-41	PNEUMATIC STARTER	.....USD
80-13-51	STARTER VALVE	.....USD
71-20	FRONT ENGINE MOUNT	.....USD
71-20	AFT ENGINE MOUNT	.....USD
71-50	ELECTRIC HARNESS INCLUDING FIRE WIRE	.....USD
77-21	EGT SYSTEM	.....USD
24	IDG	.....USD
29	HYDRAULIC PUMP	.....USD

Note:
MRO shall not charge inspection fee for any QEC/LRU attached to engine
In the case that after the test/inspection, there will be a defect resulting to repair such LRUs, then the repair cost will have consisted of the cost of these tests. In another words, the test fee will be zero when fault will have been found, the MRO only charge VNA the repair cost.

2. Material

Table 5: Material term and conditions

Item	DESCRIPTION	RATES &CHARGES
A	**LABOUR**	
1	Labour Rate	
B	**NEW MATERIAL**	
1	Non-Life Limited Parts	
1.1	Discount	
1.2	Handling Fee	
1.3	Handling Cap (per single item)	
1.4	Handling Cap (per line items)	

2	Life Limited Parts	
2.1	Discount	
2.2	Handling Fee	
2.3	Handling Cap	
C	**USED MATERIAL**	
1	Non-Life Limited Parts	
1.1	Discount	
1.2	Handling Fee	
1.3	Handling Cap (per single item)	
1.4	Handling Cap (per line items)	
2	Life Limited Parts	
2.1	Discount	
2.2	Handling Fee	
2.3	Handling Cap	
D	**REPAIR CHARGES**	
1	In-house repair	
2	Sub-Contract	
2.1	Handling Fee (per sub-contractor invoice)	
2.2	Handling Cap (per sub-contractor invoice)	
E	**EXCHANGE PARTS**	
1	Non-Life Limited Parts	
1.1	Handling Fee	
1.2	Handling Cap (per single item)	
1.3	Handling Cap (per line items)	
2	Life Limited Parts	
F	**CUSTOMER SUPPLIED MATERIAL**	
1	Supplied CIP airport nearest MRO's facility	
1.1	Handling Fee	
1.2	Handling Cap (per single item)	
1.3	Handling Cap (per line items)	

3. Other Finance terms

Table 6: Other terms and conditions

Item	Description	MRO proposal	Remark
1	**Warranty**		
2	**Turn Around Time (TAT) – Calendar days**		
3	**Delivery and Redelivery (incoterm 2020)**		
3.1	Delivery Term		
3.2	Redelivery Term		
4	**Payment terms**		

4.1	First invoice		
4.2	Final invoice		
4.3	Other option provided by MRO		

Table 7: NTE Price

Subject to the removal plan provided in Attachment 1 and the Inclusions and Exclusions hereunder, the MRO is required to offer the Not-To-Exceed (NTE) prices for cost elements other than LLP replacement cost as prices for the year 2027, to accomplish each engine group workscopes provided below. For the subsequent years during the Agreement term, these NTE prices shall be subject to an annual economic escalation. The MRO is strictly required to provide the explicit escalation formula along with a maximum annual escalation cap (ceiling rate) within their Proposal.

VNA request MRO to fill up the NTE prices for baseline workscope in section 1 and all the applicable module workscope levels in section 2

Table 7.1: NTE non-LLP Shop Visit 3 *

NTE Price for non-LLP Shop Visit 3										
Section 1: NTE for baseline workscope		Section 2: NTE for each applicable module level								
Module	Baseline Workscope	Module	1	2.1	2.2	2.3	2.4	2.5	2.9	3
Fan Module	3	Fan Module								
LPC	3	LPC								
FBC/IGB	2.2	FBC/IGB								
Fan case and fan frame	2.9	Fan case and fan frame								
HPC	2.1	HPC								
Diffuser group	2.3	Diffuser group								
Combustor sub group	3	Combustor sub group								
No.4 bearing compartment	2.9	No.4 bearing compartment								
HPT 1st NGV	2.9	HPT 1st NGV								
HPT rotor & stator Assy	2.9	HPT rotor & stator Assy								
LPT	1	LPT								
TEC	2.3	TEC								
EGB	3	EGB								
Total Price										

Table 7.2: NTE non-LLP Shop Visit 4 *

NTE Price for non-LLP Shop Visit 4										
Section 1: NTE for baseline workscope		**Section 2: NTE for each applicable module level**								
Module	**Baseline Workscope**	**Module**	**1**	**2.1**	**2.2**	**2.3**	**2.4**	**2.5**	**2.9**	**3**
Fan Module	2.3	Fan Module								
LPC	1	LPC								
FBC/IGB	2.2	FBC/IGB								
Fan case and fan frame	1	Fan case and fan frame								
HPC	2.1	HPC								
Diffuser group	2.3	Diffuser group								
Combustor sub group	3	Combustor sub group								
No.4 bearing compartment	3	No.4 bearing compartment								
HPT 1st NGV	2.9	HPT 1st NGV								
HPT rotor & stator Assy	2.9	HPT rotor & stator Assy								
LPT	1	LPT								
TEC	2.3	TEC								
EGB	1	EGB								
Total Price										

Table 7.3: NTE non-LLP Shop Visit 5 *

NTE Price for non-LLP Shop Visit 5										
Section 1: NTE for baseline workscope		**Section 2: NTE for each applicable module level**								
Module	**Baseline Workscope**	**Module**	**1**	**2.1**	**2.2**	**2.3**	**2.4**	**2.5**	**2.9**	**3**
Fan Module	3	Fan Module								
LPC	1	LPC								
FBC/IGB	2.2	FBC/IGB								
Fan case and fan frame	1	Fan case and fan frame								
HPC	2.1	HPC								
Diffuser group	2.3	Diffuser group								
Combustor sub group	3	Combustor sub group								
No.4 bearing compartment	2.9	No.4 bearing compartment								
HPT 1st NGV	2.9	HPT 1st NGV								
HPT rotor & stator Assy	2.9	HPT rotor & stator Assy								
LPT	1	LPT								
TEC	2.3	TEC								
EGB	3	EGB								
Total Price										

Table 7.4: NTE LLP 2 A5 Shop Visit*

NTE Price for LLP 2 A5 Shop Visit										
Section 1: NTE for baseline workscope		Section 2: NTE for each applicable module level								
Module	Baseline Workscope	Module	1	2.1	2.2	2.3	2.4	2.5	2.9	3
Fan Module	2.3	Fan Module								
LPC	2.9	LPC								
FBC/IGB	2.3	FBC/IGB								
Fan case and fan frame	1	Fan case and fan frame								
HPC	2.1	HPC								
Diffuser group	3	Diffuser group								
Combustor sub group	3	Combustor sub group								
No.4 bearing compartment	2.9	No.4 bearing compartment								
HPT 1st NGV	2.9	HPT 1st NGV								
HPT rotor & stator Assy	2.9	HPT rotor & stator Assy								
LPT	3	LPT								
TEC	2.3	TEC								
EGB	1	EGB								
Total Price										

Table 7.5: NTE LLP 1 S1 Shop Visit*

NTE Price for LLP 1 S1 Shop Visit										
Section 1: NTE for baseline workscope		**Section 2: NTE for each applicable module level**								
Module	**Baseline Workscope**	**Module**	**1**	**2.1**	**2.2**	**2.3**	**2.4**	**2.5**	**2.9**	**3**
Fan Module	2.3	Fan Module								
LPC	2.9	LPC								
FBC/IGB	2.3	FBC/IGB								
Fan case and fan frame	1	Fan case and fan frame								
HPC	2.9	HPC								
Diffuser group	3	Diffuser group								
Combustor sub group	3	Combustor sub group								
No.4 bearing compartment	2.9	No.4 bearing compartment								
HPT 1st NGV	2.9	HPT 1st NGV								
HPT rotor & stator Assy	2.9	HPT rotor & stator Assy								
LPT	3	LPT								
TEC	2.3	TEC								
EGB	2.2	EGB								
Total Price										

***Baseline Workscope**

Baseline workscope for each applicable engine shop visit category, including NTE non-LLP Shop Visit 3, NTE non-LLP Shop Visit 4, NTE non-LLP Shop Visit 5, NTE LLP 2 A5 Shop Visit, and NTE LLP 1 S1 Shop Visit, is defined in the relevant baseline workscope table (the "Baseline Workscope").

Non-LLP Shop Visit 3 means an engine's third hot section refurbishment visit after production.

Non-LLP Shop Visit 4 means an engine's forth hot section refurbishment visit after production.

Non-LLP Shop Visit 5 means an engine's fifth hot section refurbishment visit after production.

LLP 2 A5 means an A5 engine's second LLP replacement visit after production.

LLP 1 S1 means the first LLP replacement visit of an S1 engine after production.

Workscope Expansion

In the event that the module workscope level for any applicable engine shop visit category is expanded before induction, for any reason, from the Baseline Workscope, the price adjustment shall be calculated as the difference between the Fixed Price of the actual (expanded) workscope level and the Fixed Price of the original Baseline Workscope level for the affected module(s), as set forth in the corresponding Workscope Expansion Section. This incremental price shall be payable in addition to the total price set forth in the Baseline Workscope. Post-induction workscope expansion shall be for the MRO's account

Workscope Reduction

In the event that the module workscope level for any applicable engine shop visit category is reduced at any time, for any reason, from the Baseline Workscope, the price adjustment shall be calculated as the difference between the Fixed Price of the original Baseline Workscope level and the Fixed Price of the actual (reduced) workscope level for the affected module(s), as set forth in the corresponding Workscope Expansion Section. This calculated difference shall be deducted from the total price set forth in the Baseline Workscope.

Illustrative Example for NTE Adjustment Calculation

To ensure full transparency and avoid any ambiguity regarding the price adjustment mechanism, the final Not-To-Exceed (NTE) Price for a specific engine shop visit shall be calculated based on the net difference between the Fixed Prices of the levels defined in Section 2 (Expansion/Reduction Grid) relative to the original Baseline.

Hypothetical Scenario (Based on Table 7.1 - Shop Visit 3):

Original Total NTE Baseline Price (Section 1): $1,000,000

Module 01 (FAN): Baseline Level 3 (Grid Price: $150,000)

Module 05 (HPC): Baseline Level 2.1 (Grid Price: $80,000)

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1. Workscope Reduction Case (Module 01 - FAN)

Actual Level at engine removal: Level 1 (Grid Price: $30,000)

Adjustment Calculation: Baseline price ($150,000) – Actual level price ($30,000) = $120,000 (Deduction).

2. Workscope Expansion Case (Module 05 - HPC)

Actual Level at engine removal: Level 2.9 (Grid Price: $200,000)

Adjustment Calculation: Actual Level Price ($200,000) – Baseline price ($80,000) = $120,000 (Additional Charge).

---

3. Final Adjusted NTE Calculation

Final NTE Price = Total Baseline Price + (Total Expansions - Total Reductions)

Calculation: $1,000,000+($120,000 - $120,000) = $1,000,000

For clarification, the engines serial number and its correspondence Preliminary group Workscope are listed below:

Preliminary group Workscope	ENGINE SERIAL NUMBER
Non-LLP Shop Visit 3	V13012, V15365, V15419, V15099, V15961, V15894, V15797, V16421, V16460, V16442, V16540, V15928, V16456, V16523, V15963, V16357, V15828, V16380, V16423, V16001, V16382, V16391, V15795, V16692, V15826, V15851, V16558
Non-LLP Shop Visit 4	V12817, V12507, V13110
Non-LLP Shop Visit 5	V11743
LLP 2 A5 Engine Shop Visit	V11697, V11694, V11752, V11696
LLP 1 S1 Engine Shop Visit	V17416, V16464, V16347, V16806, V16814, V17128, V17882, V17911, V17963, V17130, V17909, V17874, V17951

NTE Inclusions:

- Fixed Labor and Standard Consumable (based on Table 1,2,3) in compliance with verified workscope set forth in Table 7 and Part I.
- Total routine, non-routine labour and common material costs to accomplish the engine workscope(s) set forth in Table 7.
- Compressor Wash.
- Individual AD and SB (cat 1-4) including but not limited to rework of parts where part is removed per defined workscope.
- HPC Rotor / Stator Tip Grind and Laser Measurement.
- Visual inspection and functional Checks of Accessories.
- All Replacement, exchange, repair/overhaul in-house and subcontractor, including handling charge. No limitation on scrap rate are applicable.
- Repairs & replacements of major cases up to $100,000 per item

- Long term preservation.
- Provision of Full QEC/Accessories/Components for test including installation, removal and recertification.
- Engine shop documentation, including Dirty Finger Print (DFP).

NTE Exclusions:

- LLPs replacement cost, including handling charge provided in section 4.4 of this Part.
- Parts damaged as a result of FOD, accidents, incidents, catastrophic failure, or operation outside the manufacturer's operating / handling manual.
- Repair/replacement of Fan blades, including handling charge
- Replacement of PMA parts which came with engine.
- Repair, Overhaul and replacement Accessories, QEC, EBU, BFE, Nacelle Items including handling charge
- Repairs & replacements of major cases beyond $100,000 per item. For clarification, if the repair/replacement cost exceed $100,000, VNA shall pay the exceedance (for example, if the repair/replacement cost is $120,000, VNA will pay $20,000)
- Incorporation of SBs above Category 4

All parts and repairs must be approved by the Original Equipment Manufacturer (OEM). No parts made under Parts Manufacturing Authority (PMA). Any repairs conducted under either FAA Designated Engineering Representative (DER) or EASA Design Organization Authority (DOA) will need approval from VNA.

III. Additional Proposal

MRO to provide

Attachment 1: Removal plan and workscope

No	ESN	Removal date	Wsc	Fan	LPC	FBC	FC&FF	HPC	Diffuser	CBC	No.4 BRG	NGV	HPT	LPT	TEC	EGB	LLP to Replace
1	V17416	24-Jan-27	LLP	2.3	2.9	2.3	1	2.9	3	3	2.9	2.9	2.9	3	2.3	2.2	All except 6B1404, 2A4802
2	V16464	15-Feb-27	LLP	2.3	2.9	2.3	1	2.9	3	3	2.9	2.9	2.9	3	2.3	2.2	All except 6B1404, 2A5001
3	V16347	23-Feb-27	LLP	2.3	3	3	1	3	3	3	3	2.9	2.9	3	2.3	3	All except 6B1404, 2A4157, 2A5001, 2A4802
4	V16806	31-Mar-27	LLP	3	3	3	1	3	3	3	3	3	3	3	2.3	3	All
5	V16814	18-Apr-27	LLP	3	3	3	2.9	3	3	3	3	3	3	3	2.3	3	All
6	V13012	29-Jun-27	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	NIL
7	V17128	30-Jul-27	LLP	2.3	3	3	1	3	3	3	3	2.9	2.9	3	2.3	3	All except 2A5001
8	V17882	05-Aug-27	LLP	2.3	2.9	2.3	1	2.9	3	3	2.9	3	3	3	2.3	2.2	All except 6B1404
9	V17911	10-Aug-27	LLP	2.3	2.9	3	1	3	3	3	3	2.9	2.9	3	2.3	2.2	All except 2A5001
10	V17963	11-Dec-27	LLP	2.3	2.9	3	1	3	3	3	3	2.9	2.9	3	2.3	2.2	All except 2A5001
11	V17130	26-Dec-27	LLP	2.3	3	3	2.9	3	3	3	3	2.9	2.9	3	2.3	3	All except 2A5001
12	V17909	28-Dec-27	LLP	2.3	2.9	2.3	1	2.9	3	3	2.9	2.9	2.9	3	2.3	2.2	All except 6B1404, 2A5001
13	V17874	23-Feb-28	LLP	2.3	2.9	3	1	3	3	3	3	2.9	2.9	3	2.3	2.2	All except 6B1404, 2A5001
14	V12817	05-Apr-28	HSR4	2.3	3	2.2	1	2.1	2.3	3	3	2.9	2.9	1	2.3	2.2	NIL
15	V11743	01-Jun-28	HSR5	3	1	2.2	1	2.1	2.3	3	2.9	2.9	2.9	1	2.3	3	NIL
16	V12507	02-Jul-28	HSR4	3	1	2.2	1	2.1	2.3	3	3	2.9	2.9	1	3	1	NIL
17	V17951	10-Sep-28	LLP	2.3	2.9	2.3	1	2.9	3	3	2.9	2.9	2.9	3	2.3	2.2	All except 2A5001
18	V15365	05-Nov-28	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	NIL
19	V11697	10-Nov-28	LLP	3	2.9	2.3	2.9	2.9	3	3	3	2.9	2.9	3	3	1	All except 2A5001, 2A3423, 2A3437, 3A3047
20	V15419	20-Feb-29	HSR3	3	3	3	2.9	2.1	2.3	3	2.9	2.9	2.9	1	2.3	3	NIL
21	V15099	26-Mar-29	HSR3	3	3	2.2	2.9	2.1	2.3	3	3	2.9	2.9	1	2.3	3	NIL
22	V15961	29-May-29	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157, 2A4802, 3A0963
23	V15894	05-Jun-29	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	NIL
24	V13110	29-Aug-29	HSR4	3	1	2.2	1	2.9	2.3	3	3	2.9	2.9	1	3	1	NIL
25	V15797	15-Sep-29	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	3	3	2A4157
26	V16421	06-Nov-29	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157
27	V16460	22-Nov-29	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157

28	V16442	26-Nov-29	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	NIL
29	V16540	05-Dec-29	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157
30	V15928	15-Dec-29	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	2.2	2.3	3	2A4802, 3A0963, 5A1762
31	V16456	10-Jan-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	5A0895
32	V16523	24-Jan-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157, 2A4802, 3A0963
33	V15963	10-Feb-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	NIL
34	V16357	12-Feb-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157, 2A4802
35	V15828	01-Mar-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157
36	V16380	07-Mar-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157
37	V16423	24-Mar-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	NIL
38	V16001	01-Apr-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	NIL
39	V11694	20-Apr-30	LLP	3	2.9	2.3	2.9	2.9	3	3	2.9	3	3	3	2.3	1	All
40	V11752	04-May-30	LLP	2.3	2.9	2.3	1	2.1	3	3	3	2.9	2.9	3	3	1	All except 5A1948, 6B1404, 6B1419, 2A4157, 2A5001, 2A3423, 2A4802
41	V16382	21-May-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157
42	V16391	02-Jun-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157
43	V15795	06-Jun-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	2A4157
44	V16692	26-Jun-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	2.2	2.3	3	3A0963
45	V15826	01-Aug-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	3	3	2A4157
46	V15851	01-Nov-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	3	3	NIL
47	V11696	26-Nov-30	LLP	3	2.9	2.3	2.9	2.9	3	3	3	2.9	2.9	3	3	1	All except 6B1404, 2A5001
48	V16558	20-Dec-30	HSR3	3	3	3	2.9	3	2.3	3	3	2.9	2.9	1	2.3	3	NIL

Note: ***This removal schedule is established for the purpose of planning consideration only. The actual removal schedule, quantity, and removed engine serial numbers (SN) shall depend on VNA's operation and are subject to VNA's final decision. VNA intends to enter into Agreements with qualified MRO partners on a non-exclusive basis. VNA does not commit to a specific number of engines to be inducted at any particular MRO facility. At the time of engine removal, VNA reserves the right to award the engine to the shop that provides the best overall evaluation (including but not limited to cost, turnaround time, and technical performance) at VNA's sole discretion.***

- HSR3: Hot section Refurbishment – 3rd visit
- HSR4: Hot section Refurbishment – 4th visit
- HSR5: Hot section Refurbishment – 5th visit

- LLP Replacement: Hot section Refurbishment and LLP replacement SV.
- Any LLP replacement provided in this removal plan are subjected to new part replacement.

Attachment 2: Scrap Rate

N/A

4. OTHER FORMS

Attachment 3: Form of Letter of Proposal Submission

To: Vietnam Airlines JSC

After studying your RFP dated .....2026, we, "... name of *MRO...*" has understood clearly the RFP and we would like to submit a Proposal attached.

If our Proposal is accepted, we undertake to execute the Agreements in accordance with the RFP and our Proposal.

Our Proposal is valid until ..... (Validity for 120 days from Proposal opening date).

We also understand that VNA shall not be responsible to explain whichever Proposal has not been accepted.

MRO Name
Authorized person signature

Name: .....
Title: .....

Attachment 4: Form of Power of Attorney

To: Vietnam Airlines JSC

Today, dd ____ mm ____ yy ____, at ____

I am [*name and title of legal representative of MRO*], is a legal representative of [*MRO's name*], registered at [*address of MRO*], by this letter to authorize to [*name and title of person authorized*] performing the followings during Proposal participant of the package "V2500 engine's Repair & Overhaul from 2026-2030" organized by Vietnam Airlines JSC:

- To sign Proposal application form;
- To sign all document and correspondence to communicate with VNA during time of Proposal participate including but not limited to request for clarification of the Request for Proposal and letter for clarification of MRO's Proposal;
- To attend to the process of contract negotiation and completing;
- To sign request/recommendation letter in the case the MRO desire to request/recommend on Proposal.

The authorized person mentioned above only undertake duties that are in authorization scope as a legal representative of [*MRO's name*]. We [*MRO's name*] are responsible for such kind of duties undertaken by [*name of authorized person*] in the scope of authorization.

This power of attorney is valid from dd ____ to dd ____mm yy.

MRO's Name
Authorized person signature

Name: .....
Title: .....

Attachment 5: Application Form

CONTACT POINT FOR MRO TO SUBMIT ACCEPTANCE PROCEDURES FORM

1. **Contact point:**

Safety - Quality Standard Division

Safety and Quality Department

Vietnam Airlines Joint Stock Company

Mr. Nguyen Vu Phong

E-mail: phongnguyenvu@vietnamairliness.com

Tel: (84-4) 38 732 732 ext. 2918

2. **Application Form for SDQ-VNA's approval:**

Attachment 6: Form of Draft of contract

(To be prepared by MRO)

1. Product Prices
2. Payment Term
3. Delivery Conditions
4. Warranty
5. Product Support Services
6. Technical Assistance
7. Applicable Law
8. Effectiveness, Validity and Termination
9. Appendixes (if any)
10. ....

Part III - Evaluation

I. Main principles for evaluating Proposal submitted by prospective MRO:

All documents enclosed in set of MRO's Proposal, are integral parts of MRO's Proposal. In case there is any discrepancy of one factor (relating to the same criteria) between two or more documents enclosed in MRO's set of Proposal, VNA shall take into calculation and evaluation the highest prices/rates (for cost elements), or the worst/disadvantage conditions for VNA, in order to avoid risk for VNA.

II. Evaluation on Proposal

The Proposal shall be evaluated in the following 03 major steps:

Step 1: Evaluation on Eligibility Requirement

Step 2: Evaluation on Technical and Commercial Compliance

Step 3: Evaluation on Financial and Commercial

During evaluation, if proposal is unclear or fails to meet any requirement, VNA shall clarify or request MRO to confirm its acceptance. Any prospective MRO refuses this request, the MRO's Proposal shall be not considered accordingly.

1. Evaluation on Eligibility Requirement

MROs will nominate either "C" for Comply fully or "NC" for Non-Comply for all criteria provided in Table 8 –Eligibility Matrix. VNA requires MROs to comply with all mandatory criteria **(M)**. Any **(M)** items not complied with the requirement will eliminate the MROs from the Technical and Finance evaluation step

Table 8 – Eligibility Matrix

No	Criteria	Status (C/NC)	Comment
1	Having Letter of Proposal Submission signed by a legal representative or an authorized person of the MRO. **(M)**		
2	Proposal Submission time meets deadline and Validity of Proposal meets requirement of at least 120 days from the deadline of submission **(M)**		
3	Copy of Certificate of Business Registration or document proving the lawful establishment issued by authorized office of the State of Participant's Nationality; **(M)**		
4	Power of Attorney - if any (Attachment 4, Part II) **(M)**		
5	Price schedule form must comply to VNA requirement detailed at Table 1 to Table 7 of Part II. **(M)**		
6	Having valid Documents Establishing MRO's eligibility and qualification as requested in Item 1, Part I of this RFP:		
	Have full overhaul capability of maintenance for V2500 engines. **(M)**		
	Valid EASA and FAA Certificate for V2500 **(M)**		
	Valid CAAV Certificate for V2500 prior contract.		
	Approval by Safety & Quality Dept of VNA for maintenance organization which repair and overhaul V2500 engine before entering the contract with VNA. In case the MRO has not been approved by SQD-VNA, then at the time of Proposal submission, the MRO is required to fill in all Application Forms as per Form VNA-MNT-F05-01 and confirm to acquire VNA approval before entering the contract with VNA.		

	(*) Guideline of Supplier Acceptance Procedures and submission form to VNA's Safety & Quality Dept are as per Form VNA-MNT-F05-01 attached. **(M)**		

2. Evaluation on Technical and Commercial Compliance

MROs will nominate either **"C"** for Comply fully or **"NC"** for Non-Comply for all criteria which is detailed in Part II: Price Schedule Form and provided in Table 9 – Technical and Commercial Compliance Matrix below. VNA requires MROs to comply with all mandatory criteria **(M)**. Any **(M)** items not complied with the requirement will eliminate the MROs from the Financial evaluation phase.

Table 9 – Technical and Commercial Compliance Matrix

No	RFP	Criteria	Status (C/NC)	Comment
1		Shop experience provided by number of V2500 repaired and overhauled in last 5 years.		
2	2.	Engine Removal Plan, Shop Slots		
3	2.1	Engine Removal Plan		
4	2.2	Engine Shop Slot		
5	3.	Workscope agreement and documentation		
6	3.1	Workscope agreement		
7	3.2	Documentation Requirement **(M)**		
8	4.	Time and Materials price		
9	4.1	Fixed Labor and standard consumable		
10	4.1.1	Fixed Labor and standard consumable		
11	4.1.2	QEC/Accessories		
12	4.2	New Material replacement **(M)**		
13	4.3	Used Serviceable Material **(M)**		
14	4.4	LLP replacement (including discount and compensation) **(M)**		
15	4.5	Repair parts **(M)**		
16	4.6	Subcontractor **(M)**		
17	4.7	NTE Pricing (Inclusions & Exclusions agreed/accepted) **(M)**		
18	4.8	Sourcing Material		
19		4.8 (a)		
20		4.8 (b)		
21	4.9	Scrapped Parts		
22	4.10	Buy back		
23	5.	MRO Performance		
24	5.1	Maintenance Locations **(M)**		
25	5.2	On-wing service support		
26	5.3	Help desk, AOG support		
27	5.4	Shop Visit Table Inspections & Support		
28	6.	Guarantee & Warranty		
29	6.1	Warranty **(M)**		
30	6.2	EGT Margin Guarantee **(M)**		
31	6.3	TAT Guarantee **(M)**		
32	7	Tax		
33	8	Shipping		
34	9	Payment term and schedule		
35	10	Supply of Lease engine		

3. Evaluation on Financial and Commercial

Table 10 – Financial/Commercial Assessment Matrix

VNA will review and evaluate in details all terms and conditions as proposed, and take into Price Evaluation the following elements:

No	RFP	Criteria
G1	4.4	LLP replacement (Including discount and handling)
G2	4.7	NTE pricing (Inclusions & Exclusions agreed/accepted)
G3	8	Shipping
G4	9	Payment term and schedule
G5	6.3	TAT
G6		Other commercial support (if any) which can be evaluated.

VNA shall evaluate all financial and commercial conditions by establishing evaluation price which is offered by MRO after correction of any errors (including arithmetical and typing errors), adjustment of discrepancies (if any). The financial and commercial conditions are taken to the same level of evaluation before making comparison.

Correction of errors: if there are any arithmetical or typing errors in the Proposal, the errors will be rectified by VNA.

Adjustment of discrepancies means the adjustment of insufficient or excess contents in terms of the requirements as stated in VNA's RFP. Accordingly, the insufficient content price shall be added or the excess content price shall be deducted in accordance with the principle that, VNA shall take one of the following data (whichever the higher) into calculation: (i) the highest offering price of same content from other MRO; or (ii) the referenced price of same content from the current VNA's contract for Repair/Overhaul on V2500 engines, subject to annual escalation 5%/year starting from contract signing year.

Escalation:

+ If the MRO offers the firmed and fixed price during the term of the contract, the firmed and fixed price will be taken into account for further evaluation.
+ If the MRO offers the quoted price with an annual escalation under a formula with a CAP, the CAP will be taken into account for further evaluation.
+ If the MRO offers the quoted price with an annual escalation under a formula but without a CAP, a default economic escalation rate determined at VNA's sole discretion for the financial evaluation of all applicable costs will be taken into account for further evaluation.

VNA will convert the following terms and conditions into evaluation price. Evaluated price (Gdg) will be the collective price and determined as follows:

Gdg = G1+G2+G3+G4+/-G5+/-G6

- **G1**: The collective LLP replacement cost of 48 engines provided in Attachment 1.
- **G2**: The collective NTE price of 48 engines provided in Attachment 1.
- **G3**: The collective transportation cost of 48 engines provided in Attachment 1, subject to the Shipping term and condition provided by the MRO and market survey by VNA. If MRO request VNA to take responsibility for the transportation cost but the MRO shop locate in difference countries and the MRO cannot fix one repair shop to repair VNA's engine, the evaluation of transportation will be based on the location in which the transportation cost is highest.

$$G3 = \sum_{n=1}^{48}(T1 + T2)$$

- T1: Estimate transportation cost for 1 engine shipment from VNA to MRO. If MRO cover the transportation cost on this route, T1 will be zero.
- T2: Estimate transportation cost for 1 engine shipment from MRO back to VNA. If MRO cover the transportation cost on this route, T2 will be zero.

If MRO provide credit support for transportation, the amount of credit support will be deduct from G4

- **G4**: The collective Opportunity cost in connection with payment terms for 48 engines provided in Attachment 1.

$$G4 = \sum_{n=1}^{48}(R * A * B * I + F)$$

- R: Preliminary repair cost of each engine based on removal plan and workscope provided in Attachment 1.
  - R = LLP replacement cost + NTE price
- A: Total amount is requested by MRO to pay in advance or amount is requested for LC before the services completion date (redelivery date)
- B: Number of days to be calculated for advanced payment (Bank guarantee required) or letter of credit (LC) withdrawing after the services completion/redelivery. If MRO require LC Confirm, MRO shall be required to cover the confirmation fee):
  - B= 40 days if LC applied or B = (TAT – T1 +45) applied for advanced payment. T1 is number days from induction date to the requirement date of advanced payment.
- I: USD short-term loan rate to be estimated 5%/year (365 days per year, prorated basic).
- F: LC fee applied if LC is required.

  F= F1 +F2
  - F1: LC issuing fee (0.4% x R, min: 50$ and max: 2000$).
  - F2: LC commission fee (0.2% x R, min: 20$ and max: 500$) for each LC requirement.

  In case MRO offer payment term of TTR 30 days after invoicing date, then G4 will be zero

  If MRO request LC Confirm, the confirming cost will be added into G4.

- **G5**: The evaluated penalty cost for Turn-Around Time (TAT) overrun for 48 engines. To ensure operational reliability, VNA sets a baseline standard TAT expectation of 90 calendar days. If the MRO's committed TAT exceeds this baseline, a financial penalty shall be added to the evaluated price to reflect the potential loss of aircraft utilization. G5 shall be calculated using the following formula:

  G5 = 48 * (M - 90) * $3,000

  Where:

  M: The guaranteed TAT (in calendar days) committed by the MRO in their Proposal.

  If M ≤ 90 days, then G5 = 0.

- **G6**: Add or reduce for any cost elements if offered by MRO in principle to ensure highest possible certainty for VNA, and any additional credits and supports which VNA is able to control and evaluate the associated costs.

  In case MRO has other credits and/or supports, MRO is kindly requested to revert all these exceeded credits/supports by adjusting directly to the fixed prices in Tables or by a direct cash credit amount (in form of a fix discount amount or percentage) to each engine shop visit.

4. Evaluation on Additional Proposal

VNA shall evaluate all financial and commercial conditions of additional Proposal after clarification, correction of any errors (including arithmetical and typing errors) and adjustment of discrepancies (if any).

VNA shall convert all advantage, financial and commercial conditions to evaluation price and will make compare to formal proposal provided in article 3 above to make decision.

5. Grade the Proposals and make the selection

VNA will select participating MROs that fully satisfy the Eligibility, Technical, and Commercial requirements specified in this RFP to sign **Non-exclusive General Terms Agreements (GTA)**.
For clarity, the ranking of MROs based on the Total Evaluated Price (Gdg) calculated from the Financial and Commercial Evaluation phase will strictly serve as the Priority Tier List for engine allocation.
In case multiple MROs have the same evaluated prices, the following priority will be considered:

- The MRO who offers the lowest total collective price of G1 and G2.
- The MRO who offers the shortest guaranteed TAT.
- The MRO who has the nearest repair shop (lowest transportation risk/time).
- Considerations of long-term business relationship and past performance.

Specific Engine Allocation Process after sign GTA: Following the execution of the GTAs, for each specific engine removal, VNA will issue a specific request to MROs having GTA with VNA to submit their final offers. The MROs shall provide their firm commitments on shop slot availability, guaranteed TAT, and any other additional commercial supports for that particular engine. VNA will evaluate these final offers and make the ultimate selection decision based on these factors, in conjunction with the established Priority Tier List.