

REQUEST FOR PROPOSAL

Name of services: **Bonded Trucking Services in Europe from
AMS from June 2026 to May 2031**

Procuring Entity: **Vietnam Airlines JSC.**

Hanoi, May 11th, 2026

On behalf of VIETNAM AIRLINES JSC.

Nguyen Thanh Duong
Director of Cargo Marketing and Planning Department

TABLE OF CONTENTS

INVITATION FOR PROPOSAL.....	3
1. SCOPE OF SERVICES.....	4
2. SUPPLIER ELIGIBILITY	4
3. PRICE PROPOSAL	4
4. EVALUATION CRITERIA	5
4.1. Legal Eligibility, Supplier’s Experience and Technical Requirement:	5
4.2. Price for evaluation	8
5. PROPOSAL PREPARATION AND SUBMISSION	8
5.1. Proposal Preparation	8
5.1.1. General requirement	8
5.1.2. Contents of Proposal.....	8
5.2. Proposal submission.....	9
5.3. Validity of Proposal Documents.....	9
5.4. Proposal Clarification	9
6. PROPOSAL ASSESMENT:	10
6.1. Check the Legal Eligibility:	10
6.2. Supplier Capability, Experience and Technical Assesment:	10
6.3. Price Evaluation	10
6.4. Supplier Ranking	11
6.5. Negotiation with Suppliers	11
7. OTHER REQUIREMENTS.....	11
7.1. Supplier Selection Conditions.....	11
7.2. Rights of VNA	12
7.3. Confidentiality	12
7.4. Notification to Suppliers	12
7.5. Contract Discussion and Signing	12
7.6. Attachments	12

ABBREVIATIONS

EUR	Euro
VNA	Vietnam Airlines JSC.
RFP	Request for Proposal
FSC	Fuel Surcharge
GDPR	General Data Protection Regulation

Hanoi, May 11th, 2026

INVITATION FOR PROPOSAL

Vietnam Airlines JSC. (VNA) would like to send respectful welcome to your company and kindly invite you to attend our procurement package for bonded trucking services in Europe from AMS (Amsterdam Airport Schiphol, Netherlands), from **June 2026** to **May 2031**.

Request for Proposal is attached to this Invitation.

Please kindly submit Proposal Documents before 09:00 Vietnam time (GMT +7) on date **May 18th, 2026** via postal/courier/email (*email must not exceed 20MB*). Proposal Documents sent after this deadline shall be invalid and eliminated.

Address to receive the Proposal Documents:

Cargo Marketing and Planning Department

Vietnam Airlines JSC

Add: 200 Nguyen Son Street, Bo De Ward, Hanoi, Vietnam

Tel: +84 24 38732732 (ext. 2345)

E-mail:

Ms. Bui Hai Van – vanbh@vietnamairlines.com

Mrs. Nguyen Mai Huong - huongnguyenmai@vietnamairlines.com

For further information, please kindly contact above addresses.

On behalf of VIETNAM AIRLINES JSC.

Nguyen Thanh Duong
Director of Cargo Marketing and Planning Department

1. SCOPE OF SERVICES

- 1.1.** Supply bonded trucking services in Europe from AMS from **June 2026** to **May 2031** with total estimated quantity in five (05) years as provided in Template No.3 which is attached to this RFP.
- 1.2.** Requirements, conditions and value of Contract of bonded trucking services in Europe from AMS are in accordance with evaluation criteria in Section 4 of this RFP.
- 1.3.** This RFP contains requirements and information in respect to the services. This RFP is not a contract, does not create any commitment of VNA and does not oblige VNA to award a contract to an individual or organization, who has received the RFP.

This RFP is governed by and interpreted in accordance with the Laws of Vietnam.

2. SUPPLIER ELIGIBILITY

- 2.1.** Supplier who provides or arranges with third party to provide bonded trucking services in Europe from AMS, must have Business Registration of transportation services or equivalent documents of supplier and/or subcontractor in accordance with effective law of the Netherlands. Supplier can be an independent business entrepreneur or an affiliate of a mother company.
- 2.2.** Supplier must have a valid license to operate bonded trucking services in Europe from AMS, or equivalent documents in accordance with the effective law of Netherlands, clearly indicating that the permitted scope of business which covers the services being selected by VNA.
- 2.3.** The person who signed the Letter of Proposal, Price Proposal, Questionnaire must be the legal representative of the Supplier (this must be shown on the Business Registration Certificate or an equivalent document announcing the position or internal authorization regulations). In case of authorization to sign the Proposal, the Supplier must provide a legally valid authorization document and the scope and duration of the authorization must be clearly stated (using Template No.2 in VNA's application documents).
- 2.4.** Supplier must not involve in any disputes, lawsuits, conflict of interests, or violation of contract with VNA.

3. PRICE PROPOSAL

- 3.1.** Price shall be quoted as specified in Template No.3 attached hereto.
- 3.2.** Proposal prices are the price provided in Supplier's Price Proposal to the RFP and are deducted discounts following discount rates on total value of contract written in Price Proposal or Letter of Discount (if any).
- 3.3.** In case supplier has Letter of Discount, it shall be (1) submitted together with the Price Proposal documents or (2) sent separately so that VNA receives the letter before the afore-mentioned deadline. In case (1), Supplier should notice VNA before the submission deadline or Supplier should list contents of Proposal Documents including this Letter of Discount.

3.4. Supplier shall provide adequate information in Price Proposal in accordance with Template No.3 attached to this RFP with ***signature of Supplier's legal representative and the company stamp***, including components of proposed price (handling rate, transportation cost, tax and fee...).

3.5. Currency of Price: EUR.

4. EVALUATION CRITERIA

4.1. Legal Eligibility, Supplier's Experience and Technical Requirement:

	Criteria content	Evaluation documents/basis	Quality Score	
			Pass	Fail
A	LEGAL CAPABILITY (for legal eligibility assesment)			
1	The supplier has legal and valid status.	- Business registration certificate	Satisfy	Dissatisfy
2	The scope of permitted business/service activities includes the services that VNA is currently selecting.	- Business licence or the document shows the services permitted for business operation, including the services VNA is currently selecting.	Satisfy	Dissatisfy
3	The supplier must provide proof that the legal representative signed the Proposal and Contract.	This must be shown on the business registration certificate or the document announcing the position or internal authorization regulations. In case of authorization to sign the Proposal: + A legally valid authorization document is required. + The scope and duration of the authorization must be clearly stated. (Use template 2 in VNA's application documents)	Satisfy	Dissatisfy
4	The supplier has no outstanding disputes with VNA at the time of selection.	List of Suppliers in Dispute with VNA, published by the Legal Department on VNA's electronic office system. (No documents required from Suppliers)	Satisfy	Dissatisfy
Only Suppliers who meet all the above-mentioned requirements ("Pass") will proceed to the next evaluation step.				
B	PROVIDING SERVICE CAPABILITY (for supplier experience, technical assesment)			
B1	Experience			
1	Number of years of experience in operating bonded trucking services in AMS: ≥ 5 years	Answers in the questionnaire; Presentation from the Supplier (if any)	Satisfy	Dissatisfy
2	Number of customer airlines: ≥ 3 airlines utilize bonded trucking services in AMS	Answers in the questionnaire; Presentation from the Supplier (if any)	Satisfy	Dissatisfy
B2	Technical			
1	Safety and service quality management			
1.1	Trucks shall comply with all mandatory technical safety standards, registration and inspection requirements, as well as security procedures imposed by the competent authorities at the place of operation.	Answers in the questionnaire;	Satisfy	Dissatisfy

	Criteria content	Evaluation documents/basis	Quality Score	
			Pass	Fail
1.2	Safety and quality certifications/accreditations	At least one of the following certifications is required: TAPA TSR, ISO9001, ISO28000; or equivalent documents, to demonstrate your safety and service quality management system	Satisfy	Dissatisfy
1.3	Trucks shall comply with applicable emission standards and environmental requirements as mandated by the competent authorities at the place of operation.	At least one of the following certifications is required: EURO5-6 or equivalent regulations in other jurisdictions.	Satisfy	Dissatisfy
1.4	Trucks are equipped with customs sealing capability; GPS tracking devices; a secure cargo compartment	Answers in the questionnaire;	Satisfy	Dissatisfy
1.5	Having procedures for cargo counting/ planning during loading/unloading, and handover documentation with the Cargo Handling Company at origin/destination, to ensure no cargo loss/miss at the origin warehouse, during transportation, or misdelivery to the wrong destination warehouse. Please provide <i>the procedures and form of documents</i> .	Answers in the questionnaire;	Satisfy	Dissatisfy
1.6	Mandatory truck parking/rest stops are located in secure areas, with CCTVs surveillance, or certified under TAPA or equivalent standards.	Answers in the questionnaire;	Satisfy	Dissatisfy
1.7	The estimated truck arrival time is communicated to the Cargo Handling Company at the origin/destination at least 60 minutes prior to arrival.	Answers in the questionnaire;	Satisfy	Dissatisfy
2	Operational capability			
2.1	Having the capability to provide/ arrange bonded trucking services for VNA transportation demand as specified in Template No. 3 of the Request for Proposal,	Answers in the questionnaire;	Satisfy	Dissatisfy
2.2	Having <i>truck schedule</i> , including days of service, standard departure and arrival times, destinations, distances, and bonded trucking days, if applicable.	As specified in Template No. 3 of the Request for Proposal, Sectors with quantities greater than 0 are mandatory; others are optional.	Satisfy	Dissatisfy
2.3	Having the capability to provide/ arrange bonded trucking services for <i>special cargo</i> (e.g. DG, VUN, PER, etc.), and provide relevant details and rates, if applicable.	Answers in the questionnaire;	Satisfy	Dissatisfy
2.4	Having the capability to provide/ arrange with third party to <i>clear customs</i> for transfer cargo at the airports of truck origin and destination	Answers in the questionnaire;	Satisfy	Dissatisfy

	Criteria content	Evaluation documents/basis	Quality Score	
			Pass	Fail
2.5	Having the capability to provide/ arrange handling services at truck destinations for bonded trucking services: acceptance, load/ unload, delivery...	Answers in the questionnaire; List of handling companies and their contacts.	Satisfy	Dissatisfy
2.6	Having <i>cargo tracking measures</i> , with information updates provided as soon as possible, via website, email, or other applicable channels.	Answers in the questionnaire;	Satisfy	Dissatisfy
2.7	Where required by local authorities: Having capability to provide/ arrange IATA EDI FFM cargo messages via SITA and email to cargo handling agents at VNA online destinations.	Answers in the questionnaire;	Satisfy	Dissatisfy
2.8	Having the capability to provide/ arrange with your GHA at truck destinations to send FSU (RCF, DIS, NFD, DLV) messages to our SITA address: CHACSVN . Format of messages as described in the Cargo Interchange Message procedures Manual.	Answers in the questionnaire;	Satisfy	Dissatisfy
2.9	Acceptance of VNA's standard contract terms and conditions (<i>see Attachment 1 and Attachment 2</i>), including:	Answers in the questionnaire;	Satisfy	Dissatisfy
	- Payment terms			
	- Liability and compensation terms			
	- Responsibility for services performed by subcontractors (if any)			
	- Contract termination provisions			
	- Confidentiality of contract information			
- GDPR (in accordance with applicable local regulatory requirements) <i>see Attachment 2</i>				
B3	<i>Other requirements</i>			
1	Terms of payment: acceptable of monthly payment within 30 days after receiving valid invoice for actual usage of cargo handling services.	Answers in the questionnaire;	Satisfy	Dissatisfy
2	Supplier commits to providing financial invoices for each payment period. An invoice set will include the main invoice, supporting documents explaining the amount on the main invoice at MAWB level (if applicable), and must be in English as well as be able to be extracted in an Excel format.	Answers in the questionnaire;	Satisfy	Dissatisfy

	Criteria content	Evaluation documents/basis	Quality Score	
			Pass	Fail
3	Invoices, financial documents shall be valid, lawful and complied with governments' regulations and Tax offices	Answers in the questionnaire;	Satisfy	Dissatisfy
Only Suppliers who meet all the above-mentioned requirements ("Pass") will proceed to the next evaluation step.				

4.2. Price for evaluation

VNA shall evaluate the price of Proposals which satisfy all legal capability, experience and technical requirements. The determination of the evaluation price is mentioned in Sub-section 6.3 of this RFP.

5. PROPOSAL PREPARATION AND SUBMISSION

5.1. Proposal Preparation

5.1.1. General requirement

- a. Proposal Documents and other discussion documents between VNA and Supplier relating to Price Proposal shall be written in English.
- b. Proposal Documents provided by Supplier should be typed and printed in uneraseable ink, numbered pages in consecutive order. Letter of proposal, Authorisation Letter (if any), Price proposal, Questionnaire for supplier and other complimentary documents (if any) must bear ***the signature of the Supplier's legitimate representative*** (i.e the legal representative or an authorized person with Authorisation letter as guided in Template no.2) ***and stamped*** (if any). ***In case of authorization, the Supplier must enclose with it the documents proving the eligibility of the authorized person prescribed in the datasheet.*** Words which are omitted, added or replaced on the original printed ones are only considered to be valid if authoriser who signs in the Letter of Proposal signs beside changes and stamp (if any).
- c. The Supplier(s) must bear all costs related to participating in the selection process.

5.1.2. Contents of Proposal

Proposal documents prepared by Supplier shall comprise of the followings:

- (1) Business Registration of bonded trucking services at AMS or equivalent documents in accordance with effective law of Netherlands (*see more in Sub-section 2.1*);
- (2) License to operate bonded trucking services at AMS, or equivalent documents in accordance with the effective law of Netherlands, clearly indicating that the permitted scope of business which covers the services being selected by VNA (*see more in Sub-section 2.2*);
- (3) Legal documents or references (if any) demonstrating that the person who issued the Letter of Authorisation, or who signed the Letter of Proposal, Price Proposal, and other related documents, is the legal representative of the Supplier (*see more in Sub-section 2.3*);

- (4) Letter of Proposal in the form of Template No.1 attached to this RFP with ***signature of Supplier's legal representative and the company stamp***;
- (5) Letter of Authorization (if any) in the form of Template No.2 attached to this RFP (*see more in Sub-section 2.4*) with ***signature of Supplier's legal representative and the company stamp***;
- (6) Price Proposal template in the form of Template No.3 attached to this RFP with ***signature of Supplier's legal representative and the company stamp***;
- (7) Answers to the Questionnaires for Bonded trucking company (with ***signature of Supplier's legal representative and the company stamp***) and submit all supporting documents, evidentiary materials and/or examples as specifically requested for each corresponding item as referenced in the Questionnaire (attached to this RFP);
- (8) Draft contract;
- (9) Other supporting documents (if any).

5.2. Proposal submission

Supplier submits the Proposal Documents to VNA by sending directly or via postal/courier/email (*email must not exceed 20MB*) provided that VNA receives them before the submission deadline which is shown on the page of Invitation for Proposal of this RFP. Proposal Documents received after this deadline shall be invalid and eliminated. In case Supplier sends more than one version of the Proposal Documents and/or sending to VNA by both methods: directly or via postal/courier/email, and those Proposal Documents all arrive before the proposal submission deadline, VNA will evaluate the version of the Proposal Documents which was received at the latest by VNA.

VNA shall acknowledge receipt of the document as soon as it comes.

Address to receive the Proposal Documents:

Cargo Marketing and Planning Department

Vietnam Airlines JSC

Add: 200 Nguyen Son Street, Bo De Ward, Hanoi, Vietnam

Tel: +84 24 38732732 (ext. 2345)

E-mail: Ms. Bui Hai Van – vanbh@vietnamairlines.com

Mrs. Nguyen Mai Huong - huongnguyenmai@vietnamairlines.com

5.3. Validity of Proposal Documents

Validity of Proposal shall be at least 60 days from the submission deadline which is shown on the page of Invitation for Proposal of this RFP.

5.4. Proposal Clarification

- a. When considering that any content of this RFP needs to be clarified, the Supplier shall send a written request directly or by email/courier (*email must not exceed 20MB*) to VNA at the address provided in Sub-section 5.2 **at least four (04) working days** prior to the proposal submission deadline. VNA shall clarify such

content(s) by sending a document or information clarifying the RFP directly or by email/courier to all Suppliers who have received the RFP.

- b. When necessary, VNA may modify this RFP (including the extension of proposal submission deadline, if necessary) by sending a document modifying the RFP directly or by email/courier (*email must not exceed 20MB*) to all Suppliers who have received the RFP at least three (03) working days prior to the proposal submission deadline. 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/courier to all Suppliers the above extension.
- c. During the assessment process, VNA might ask Supplier to clarify contents of the Proposal Documents (including clarification of abnormal prices) and add documents in the case of shortage of documents (Business Registration, suitable professional certificates and others) following to all mentioned requirements which do not change basic contents of the submitted proposal and proposed price.
- d. Clarification could be done through direct meetings between the two parties (VNA invites Supplier to discuss directly, content of meeting should be recorded in written; or indirectly (VNA sends written requirement of clarification and Supplier also responses in written). In the written request should regulate deadline for supplier to clarify. In case, VNA does not receive answer before deadline or the supplier's clarification does not meet requirements, VNA shall consider and take necessary actions in accordance with effective current laws.

6. PROPOSAL ASSESMENT:

VNA shall open the Proposal(s) at VNA's head office 30 minutes after the submission deadline as specified in the page of Invitation for Proposal of this RFP.

Steps of Proposal Assesment shall be as follows:

6.1. Check the Legal Eligibility:

- a. Validity of submission time of Proposal Documents regulated in Sub-Section 5.2.
- b. Supplier's legal eligibility regulated in Section 2 (after clarifying and adding required documents).
- c. Legal eligibility (signature, time) of the Letter of Proposal, Letter of Authorization (if any), Price Proposal and questionnaire regulated in Sub-Section 5.1.
- d. Validity of Proposal Documents regulated in Sub-Section 5.3.
- e. Validity, suitability (responsiveness) of goods/services as required in Section 1.

Proposal shall be eliminated and not allowed to be considered if supplier does not meet one of above-mentioned criteria.

6.2. Supplier Capability, Experience and Technical Assesment:

VNA assesses Supplier's Capability, Experience and Technical in accordance with assessment criteria in Section 4 and follows the assessment method of "Pass/Fail". Supplier's Proposal Documents shall be considered "Passed" if **all Supplier's Capability, Experience and Technical requirements are met.**

6.3. Price Evaluation

- a. The determination of Evaluated Price is conducted using the following formular:

$$G_{DG} = G - G_1$$

In which:

G = Proposal Price ± Error Corrections ± Differences Rectification – Discount (if any)

G₁ = Credit Support of Supplier to VNA (if any)

- b. The process for determining the Evaluated Price:

Step 1: Base on the Proposal, the initial determination of the Evaluated Price will be made, followed by ranking and inviting Suppliers for negotiation.

Step 2: Based on the negotiation results, the final Evaluated Price will be determined, Suppliers will be ranked again, and the selected supplier will be decided.

6.4. Supplier Ranking

Supplier with eligible Proposal Documents, and meeting all requirements on Capability, Experience and Technical aspects of the RFP will be ranked based on the Evaluated Price as referenced in Sub-section 6.3. The Supplier with the lowest final Evaluated Price will be ranked first while the Supplier with the highest final Evaluated Price will be ranked lowest.

6.5. Negotiation with Suppliers

VNA has the right to negotiate with ranking suppliers who meet the following requirements: (i) Eligible Proposal Documents, (ii) Capability and experience, (iii) Technical requirements and (iv) the Evaluated price should be equal to or lower than the planned budget for the services package, in order to achieve more favorable price, technical, commercial, and other conditions. The negotiation is implemented based on the following documents:

- (1) Proposal and all clarification documents (if any) of supplier(s);
- (2) RFP.

After evaluating the RFPs and ranking the suppliers in accordance with Sub-section 6.4, VNA shall take the lead in inviting suppliers to negotiate, specifically:

- In case there are three or more suppliers satisfying the negotiation condition as above, VNA shall negotiate with the three highest-ranking suppliers.
- In case there are less than three suppliers satisfying the negotiation condition as above, VNA shall negotiate with all such suppliers.

Negotiation email:

Ms. Bui Hai Van – vanbh@vietnamairlines.com

Mrs. Nguyen Mai Huong - huongnguyenmai@vietnamairlines.com

7. OTHER REQUIREMENTS

7.1. Supplier Selection Conditions

The Supplier with the lowest final Evaluated Price after negotiation will be ranked first and selected.

7.2. Rights of VNA

VNA reserves the rights to reject any or all Proposals and to annul the selection process at any time prior to the contract execution, without thereby incurring any liability to the affected Supplier(s) and without assuming any obligation to explain to Supplier(s) about the reasons of such decision. VNA shall inform Supplier(s) in case of annulling all Proposals or the selection process.

In case the information initially declared by the Supplier(s) is found to be incorrect, VNA reserves the rights to reject any or all Proposals and to annul the selection process at any time prior to the contract execution, without thereby incurring any liability to the affected Supplier(s).

7.3. Confidentiality

VNA and the Supplier(s) (hereinafter individually referred to as a “Party” and may be collectively referred to as the “Parties”) acknowledge and confirm that all the documents, including but not limited to: (i) the RFP, (ii) The proposal of the Supplier(s); (iii) and/or any written materials exchanged by VNA and the Supplier(s) in connection with the above-mentioned documents are confidential. VNA and the Supplier(s) shall maintain the secrecy and confidentiality of all such documents. The Parties commit not to disclose to any third party without the written approval by the other Party.

7.4. Notification to Suppliers

After receiving the approved decision of selected supplier, VNA will send out written notification to all suppliers who submitted proposals without explaining reasons for unselected suppliers.

Notification with details of time, avenue of negotiation and attached draft of contract will be sent to selected supplier.

7.5. Contract Discussion and Signing

Negotiation and completion to sign contract will base on the approved decision of selected supplier, Invitation for Proposal, Proposal Documents of selected supplier and draft of contract.

7.6. Attachments

- (1) Template No.1: Letter of Proposal
- (2) Template No.2: Letter of Authorization
- (3) Template No.3: Price Proposal
- (4) Questionnaires for Bonded trucking company
- (5) Attachment 1: VNA’s standard contract terms and conditions
- (6) Attachment 2: Draft of GDPR

Template No.1

LETTER OF PROPOSAL

Location, date

To: Vietnam Airlines JSC.
(hereinafter called VNA)

After studying your RFP and its revised versions dated _____ which we received, we, _____ [*name of supplier*], commit to provide you “**Bonded trucking services in Europe from AMS (Amsterdam Airport Schiphol, Netherlands) from June 2026 to May 2031**” subject to the regulations stipulated in your RFP with the amount in attached price proposal.

If our proposal is chosen, we commit to provide or arrange you the cargo handling and trucking services as regulated in our signed contract.

We commit to have no dispute, lawsuit, conflict of interest or unsolved breach of contract with VNA and be neither undergoing dissolution process, under bankruptcy, nor incurred bad debts as prescribed by law.

By signing below, we confirm that the information and commitment given in and together with this Proposal are true, complete and accurate.

Our Proposal is valid within at least 60 days since 09:00 (GMT +7) on date **May 18th, 2026**.

On behalf of [SUPPLIER’S NAME]⁽¹⁾
[Please insert your name, title, sign and stamp]

Note:

- (1) If supplier’s legal representative authorizes his/her sub-level staff to sign above Letter of proposal , he/she must attach the Authorization Letter in accordance with the Template No. 2 hereafter. If supplier’s business Regulations and/or Decision of establishing its branches and/or other documents relating to authorizing sub-level staffs to sign Letter of proposal, supplier must attach scanned files of relevant documents (supplier does not need to issue the Authorization Letter in accordance with the Template No. 2 hereafter).

Template No.2

LETTER OF AUTHORIZATION⁽¹⁾

Today, ____ [date], in ____ [city]

I am _____ [name, identity number or passport number, title of the supplier's legal representative], the legal representative of _____ [supplier's name], whose registered office at _____ [address], officially authorize _____ [name, identity number or passport number, title of the authorized person] in writing to implement the following tasks in the process of bidding the cargo handling services **in Europe from AMS (Amsterdam Airport Schiphol, Netherlands) from June 2026 to May 2031** held by Vietnam Airlines JSC:

- [- To sign the Letter of Proposal;
- To sign the Price Proposal;
- To sign written documents to make a business deal with VNA in the bidding process including other clarification and explanation writings of the Proposal Documents;
- To participate in negotiating and completing contract;
- To sign the contract with VNA if being chosen.]⁽²⁾

Above-mentioned authorized person solely implement tasks within the scope of authorization as a legal representative of _____ [Supplier's name]. _____ [Supplier's name] are entirely responsible for tasks performed by ____ [name of the authorized person] within the scope of authorization.

This letter is valid within at least 90 days since 09:00 (GMT +7) on date **May 18th, 2026**. This Letter of Authorization is published in ____ [number] copies with the same legal value, the authorizer keeps ____ [number] copies, the authorized person keeps ____ [number] copies.

The authorized person

*(Insert name, title, sign and stamp
(if any))*

The authorizer

*(Insert name of supplier's legal
representative, title, sign and stamp)*

Notes:

(1) In case of authorisation, original Letter of authorisation must be sent to VNA along with the Letter of Proposal as regulated in Section 5 Sub-section 5.1.1. The supplier's legal representative authorise vice level or sub-level staffs, to branch directors, heads of supplier's representative offices to implement one and/or some above listed jobs. In this case of authorisation, used stamp can be stamp of the supplier or of department relevant to the authorised person. This authorised person is not allowed to re-authorise to others.

(2) The scope of authorisation is decided by the authoriser, including one or some above listed jobs.

Template No.3

PRICE PROPOSAL

Quantity and price of the package **“Bonded trucking services in Europe from AMS (Amsterdam Airport Schiphol, Netherlands) from June 2026 to May 2031”**

No.	From AMS to	Số lượng Estimated quantity for 5 years in chargeable weight											Đơn giá (EUR) Rate (EUR)								
		Tối thiểu hàng rời Min. LTL		Hàng rời LTL	1 POS	2 POS	3 POS	Nguyên xe Full truck		Tổng Total chargeable weight	Gross weight	T1 doc	Min.	LTL	1 POS	2 POS	3 POS	Full truck	Handling at dest.	FSC in February 2026	T1 clearance at dest.
		ea	kg	kg	ea/kg	ea/kg	ea/kg	ea	kg	kg	kg	ea	ea	kg	ea	ea	ea	ea	kg	%	ea
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
1	FRA	27	5.400	464.600	-	-	-	43	430.000	900.000	765.000	225									
2	LHR	10	2.000	158.000	-	-	-	14	140.000	300.000	255.000	75									
3	CDG	10	2.000	158.000	-	-	-	14	140.000	300.000	255.000	75									
4	MXP	10	2.000	158.000	-	-	-	14	140.000	300.000	255.000	75									
5	VIE	10	2.000	158.000	-	-	-	14	140.000	300.000	255.000	75									
6	MUC	10	2.000	158.000	-	-	-	14	140.000	300.000	255.000	75									
7	PRG	6	1.200	98.800	-	-	-	8	80.000	180.000	153.000	45									
8	LGG	6	1.200	98.800	-	-	-	8	80.000	180.000	153.000	45									
9	BRU	6	1.200	98.800	-	-	-	8	80.000	180.000	153.000	45									
10	LUX	4	800	59.200	-	-	-	6	60.000	120.000	102.000	30									
...	...	-	-	-	-	-	-	-	-	-	-	-									
TOTAL		99	19.800	1.610.200	-	-	-	143	1.430.000	3.060.000	2.601.000	765									

Giá trị Value											Trucking schedule from AMS			Destination handling Address			
Min.	LTL	1 POS	2 POS	3 POS	Full truck	Total Freight charge	Handling at destination	FSC on freight charge	T1 clearance at dest.	Total	Days	STD	STA	Name & Address	Phone	Email	Opening time/ SITA
EUR	EUR	EUR	EUR	EUR	EUR	EUR	EUR	EUR	EUR	EUR	1,2,3,4,5,6,7						
(23)=(3)*(14)	(24)=(5)*(15)	(25)=(6)*(16)	(26)=(7)*(17)	(27)=(8)*(18)	(28)=(9)*(19)	(29)	(30)=(12)*(20)	(31)=(21)*(29)	(32)=(13)*(22)	(33)	(34)	(35)	(36)	(37)	(38)	(39)	(40)
-	-	-	-	-	-	-	-	-	-	-							
-	-	-	-	-	-	-	-	-	-	-							
-	-	-	-	-	-	-	-	-	-	-							
-	-	-	-	-	-	-	-	-	-	-							
-	-	-	-	-	-	-	-	-	-	-							
-	-	-	-	-	-	-	-	-	-	-							
-	-	-	-	-	-	-	-	-	-	-							
-	-	-	-	-	-	-	-	-	-	-							
-	-	-	-	-	-	-	-	-	-	-							
-	-	-	-	-	-	-	-	-	-	-							

****Additional transport routes proposed by the Supplier, beyond VNA's mandatory requirements (encouraged):***

Suppliers are encouraged to propose additional transport routes that they are capable of providing/arranging beyond VNA mandatory requirements. The more routes proposed, the better, in order to accommodate potential ad-hoc demands of VNA.

2. Other relating fee, charges: special cargo fee (DG, VUL, ...), waiting fee, return empty ULD fee ...

Please provide fee, charges that are not mentioned and describe how they are applied. Any not provided fee, charges... shall NOT be constituted to the total amount of purchase and NOT be mentioned in the Agreement.

For FSC, please advise in details the mechanism for FSC, data source (e.g. reference link for fuel prices, ...), table of fuel price ~ FSC % applied.

3. Validity of All rates in Template No.3

Please confirm that all rates and surcharges in Template No.3 will remain fixed for the 5-year contract term, except for adjustable surcharges (FSC).

If not, the Supplier shall clearly specify in Template No.3 the applicable rates for each period, including the effective period and the basis of any adjustment (*e.g. percentage or fixed amount for each period*). All adjustments must be clearly calculated and fully detailed in Template No.3 to enable VNA to evaluate the total proposal value based on the estimated quantity for 5 years (in chargeable weight).

4. Value calculating method:

* Value **Total Freight Charge (29)** = (3)*(14) + (5)*(15) + (6)*(16) + (7)*(17) + (8)*(18) + (9)*(19)

* Value **Total Charge (33)** = Total Freight Charge + Total Fee (Handling at destination charge + FSC + T1 doc DEST...)
= Total Freight Charge (29) + Total Fee [(12)*(20) + (21)*(29) + (13)*(22) + ...]

Note:

- Currency: EUR

- All rates in this Template No.3 are encouraged to be fixed throughout the contract period (05 years) and will be fully incorporated into the SGHA to be signed between VNA and the selected Supplier.

- All rates in this Template No.3 are **ALL-IN RATES** included carbon emissions fee, tax, all cost of providing vehicles to the designated point at VN GHA's warehouse in AMS and others in Europe, loading/ unloading shipment onto/ off vehicles and other fee/ toll (except for FSC).

- The evaluation of the Proposal by VNA will be based solely on the prices quoted in this Template, regardless of whether prices are mentioned elsewhere in the Supplier's Proposal. Therefore, please list all service fees that the Supplier intends to charge VNA in this Template. Any services not specified in the above table may be freely added in this Template No.3.
- Discount rate (%): specify in numbers and letters;
- Supplier commits to meet requirements of Bonded Trucking services in accordance with technical evaluation criteria in Sub-section 4.1 – RFP or Supplier could provide specific offer following requirements regulated in Sub-section 4.1;
- Supplier is encouraged to offer beneficial conditions to VNA. VNA will consider these conditions when evaluating Proposal Documents of Supplier in Section 6.

Legal representative of the Supplier

(Insert name, title, sign and stamp)