

Logistics - Freight Forwarding Project

- Hard Savings:** 70,000 EUR vs. target 12,000 EUR
- Extended Payment term:** from 75 EM to 105 EM
- Rebate based on volume** vs. no rebate from last contract.

Vendor name	Payment term
HH OOCL LOGISTICS VIETNAM	105EM
VAN TAI - CTY CP VT BIEN	105EM
PHAN VINAFCO	105EM
VAN MIEN NAM - Sotrans	105EM

	VND	EUR
	9,211,565,493	364,093
	7,859,949,013	310,670
	1,351,616,480	53,424
	3%	13,491
	91,728,572	3,626
Total Saving 2017	-	70,540.54

OOCL		Vinafco		Sotrans		Vinaship	
Volume	Cash back %	Volume	Cash back %	Volume	Cash back %	Volume	Discount %
800 cont/year	1%	400 cont/year 16000 tons/year	1%	600 cont/year 200 cont/year	1%	200 cont/year	0%
>1200 cont/year	1.50%	>600 cont/year >20,000 tons/year	1.50%	>1680 cont/year	1.50%	>200 cont/year	0%