

*Hanoi, January 31<sup>st</sup>, 2020*

## **COMPETITIVE OFFER DOCUMENTS NO.01**

**Package No.01: Purchase of Imported Coal for 1<sup>st</sup> time of 2020**  
**(PACKAGE NO.01/QI/2020)**

### **I. ELIGIBLE SUPPLIER**

#### **1. Documents prove eligible Suppliers:**

The Supplier has been granted an enterprise registration certificate (or equivalent document) issued by a competent authority (certified copy);

#### **2. Supplier's Financial capacity:**

- Financial statements for the year 2017, 2018 (audited ones) and first 6 months of 2019 (not required to be audited) to prove the Supplier's financial good standing (certified copies):
  - + The net asset value of the Supplier in the year 2017, 2018 and first 6 months of 2019 should be positive (>0);
  - + Annual profit after tax of the Supplier in the year 2017 and 2018 must be positive (>0).
- From 2017 to 2019, the Supplier successfully supplied total quantity of coal equal to or greater than Vinacomin-Northern Coal Trading Joint Stock Company (VNCT)'s required quantity as mentioned in this document. The Supplier must submit one of the below documents to prove that they successfully supplied coal:
  - + Purchaser's confirmation letter (certified copy);
  - + Bill of Lading (certified copies) (in case the Supplier's name is not mentioned on the Bill of Lading of any shipment, certified copies of Certificate of Origin issued by the competent authority for the said shipment must be provided)

### **II. TECHNICAL REQUIREMENTS**

#### **1. General requirements**



- Name of commodity: Oversea-produced coal with typical Net calorific value of **6,400 kcal/kg (NAR)**.
- Loading port: Oversea ports.
- Discharging port: Cam Pha port, Quang Ninh, Viet Nam.
- Term of delivery (Incoterms 2010): CFR Cam Pha Port, Quang Ninh, Viet Nam
- Quantity: **180,000 MT +/- 10%.**  
(The Supplier is entitled to offer the quantity equal to or more than VNCT's required quantity, but the quoted quantity must be within +/-10% tolerance)
- Vessel size: Any cargo size at Seller's option which must be consistent with current regulations of Port Authority at the discharging port. The Seller will be responsible for any delay in waiting for anchoring point at the anchorage and waiting for permission to enter the discharging port.
- The lowest price that the Supplier quote shall be chosen. Nevertheless, VNCT shall remain the rights to have the final decision of choosing the Supplier.
- Shipment time (at loading port): February – March, 2020.

## 2. Coal Specifications:

Item No.	Name of commodity	Specifications	Analysis standards (ISO standards)	Typical value	Rejection limit
01	Overseas-produced coal with typical Net calorific value of 6,400 kcal/kg (NAR)	Total Moisture	As Received basis	10%	Above 13.5%
		Ash content	Air dried basis	8%	Above 13%
		Total Sulphur	Air dried basis	0.35%	Above 0.9%
		Volatile matter	Air dried basis	2-4%	Above 6%
		Net Calorific value	As Received basis	6,400 kcal/kg	Under 6,000 kcal/kg
		Size 0-13mm		90%	None
		Ash fusion temperature (in reduced environment): T1 (Deformation) and T3 (Hemispherical)		T1 $\geq 1,250^{\circ}\text{C}$ T3 $\geq 1,380^{\circ}\text{C}$	None



### Price Adjustment:

Should the actual Calorific Value be higher or lower than typical level then the invoice price shall be adjusted according to the following formula:

$$\text{Adjusted price} = \frac{\text{Actual Calorific Value}}{\text{Guaranteed Calorific Value}} \times \text{FOB Price} + \text{Freight}$$

### 3. Basic conditions of vessel:

- a. The vessel should be seaworthy, capable of anchoring and discharging Coal at Discharging Port;
- b. The vessel should have at least 4 cranes in good working conditions x min 20 tons each;
- c. The vessel should be classified as Lloyd's Classification 100 A1 or equivalent by an international Classification Society;
- d. The vessel are capable of self trimming, single deck bulk carriers having a security system and associated security equipment necessary to comply with ISPS Code, all in safe and good working order;
- e. The vessel should not more than 20 years of age (the age being calculated from the year when the vessel was launched until 2020), unless agreed by VNCT in writing;
- f. The Over the Age Premium (OAP) shall not apply to vessels under 16 years of age. For vessels over 16 years old, the Over the Age Premium shall be borne by the Supplier;
- g. The vessel should be fully covered by P&I throughout the duration of the voyage by a member of the international group of P&I club, or other P&I club acceptable to the charterer as the case may be;
- h. The vessel should comply with the regulations on sanctions of the US, the United Nations and other countries and territories; comply with ISPS Code, domestic and international maritime regulations;
- i. The vessel should not have nationality of embargoed countries and territories;
- j. The vessel is compliant with all Legal Requirements at the Discharging Port, pertaining to the passage to the Discharging Port, and at the Discharging Port.

### 4. Discharging conditions:

- Discharging port: Cam Pha port, Vietnam (Hon Net anchorage area, Cam Pha City, Quang Ninh Province, Viet Nam); port capable of satisfying a minimum draft of 12m (*in case the vessel has to wait for high tide to meet*

*saltwater draft higher than 12.0m then waiting time for high tide should not be counted as laytime);*

- Maximum discharging rate: maximum 8,000 MT/day for 24 consecutive hours (including holidays, Saturdays and Sundays);
- Despatch/Demurrage rate: should be in line with the international freight market at the time of vessel nomination but in all cases shall not exceed USD 7,500/15,000/day.

**5. Payment terms:**

Usance payable at sight Letter of Credit (UPAS LC)

**6. Inspection at loading port to be carried out by:**

SGS or equivalent reputable international inspection organization.

### **III. OFFER REQUIREMENT**

**1. Documents prove eligible commodity:**

- 1.1 Letter of intent and commitment of origin of goods issued by coal Supplier/ coal Producer (**Form No.02-Letter of intent and commitment regarding origin of commodity**). The letter must be sent in both English and Vietnamese (1 original and 2 copies for each language);
- 1.2 Supplier's commitment that cargo shall be loaded on board from oversea loading ports and transported to Cam Pha port, Vietnam for direct supply to VNCT based on the agreed schedule; cargo is not allowed to be discharged on any means of transportation and/or warehouse/stockyard before being delivered to VNCT (**Form No.03-Letter of intent and commitment regarding transportation of commodity**). The commitment must be sent in English and Vietnamese (1 original and 2 copies for each language).

**2. Offer for imported coal:**

- 2.1 Contents of Offer: **Form No.01 - Quotation for imported coal.**
- 2.2 Currency used in Offer document: USD (United States Dollars).
- 2.3 Language used in Offer documents: Bilingual (English and Vietnamese).
- 2.4 Number of versions: 1 original and 2 copies for each language. All offer documents are bound into booklet, paged numbers (Paging is applied only for Form No.01, Form.02 and Form No.03) and put in a



sealed envelope. On the surface of the sealed envelope, there must be a label written as follows: "COMPETITIVE OFFER DOCUMENTS NO.1" "PACKAGE NO.01 PURCHASE OF IMPORTED COAL FOR 1<sup>ST</sup> TIME OF 2020" "ORIGINALS" and "COPIES".

2.5 Required validity of Offer: until 24:00 dated 21/02/2020 (Viet Nam time).

2.6 Venue and deadline for submitting Offer document:

Deadline: by 15:00 dated 07/02/2020 (Vietnam time).

Venue:

Vinacomin-Northern Coal Trading Joint Stock Company (VNCT)

No.5 Phan Dinh Giot Street, Phuong Liet Ward, Thanh Xuan District, Ha Noi, Vietnam.

*(Offer documents to be reached to VNCT's office at the above-mentioned address by 15:00 of 07/02/2020)*

2.7 Time for opening Offer document: from 15:30 dated 07/02/2020 at VNCT's office (No.5 Phan Dinh Giot Street, Phuong Liet Ward, Thanh Xuan District, Ha Noi, Vietnam)

- **Note:**

- Required Competitive Offer Documents:

- (1) Form No.01 - Quotation for Imported coal (1 original and 2 copies for each language);

- (2) Form No.02 - Letter of intent and commitment regarding origin of commodity (1 original and 2 copies for each language);

- (3) Form No.03 - Letter of intent and commitment regarding transportation of commodity (1 original and 2 copies for each language);

- (4) Enterprise registration certificate (certified copy);

- (5) Financial Statement for 2017 and 2018 (audited ones) and for the first 6 months of 2019 (not required to be audited) (certified copies);

- (6) Documents proving that from 2017 to 2019, Supplier successfully supplied the total quantity of coal equal to or greater than Vinacomin-Northern Coal Trading Joint Stock Company (VNCT)'s required quantity as mentioned in this document (certified copies)

- All the Offer documents can be submitted in copied one provided that all the original/ certified copy documents must be submitted to VNCT in case the Coal Supplier is awarded.

- In case the Supplier is selected but fails to sign/ perform or fulfill the signed contract, that Supplier will not be allowed to participate in the next 03

(three) months' Competitive offer packages and/or Bidding packages issued by VNCT.

*Sincerely yours,*

**Vinacomin-Northern Coal Trading  
Joint Stock Company (VNCT)**



**Ngo Quang Trung  
General Director**

1101.9.12.14.11

## Form No.01 - QUOTATION FOR IMPORTED COAL

Name of Supplier:

Address:

Tel No.:

Fax No.:

Email:

1. Type and quality specifications of coal:

- Name of commodities: ... ..
- Coal quality specifications:

No.	Name of commodity	Specifications	Analysis standard (ISO standard)	Typical value	Rejection limit
01	Oversea-produced coal with typical Net calorific value of ... kcal/kg (NAR)	Total Moisture	As received basis	...	...
		Ash Content	Air dried basis	...	...
		Total Sulfur	Air dried basis	...	...
		Volatile matter	Air dried basis	...	...
		Net Calorific Value	As Received basis	...	...
		Size 0-13mm		...	...
		Ash fusion temperature (in reduced environment): T1 (Deformation) and T3 (Hemispherical)			

**Price Adjustment:**



Should the actual Calorific Value be higher or lower than typical level then the invoice price shall be adjusted according to the following formula:

$$\text{Adjusted price} = \frac{\text{Actual Calorific Value}}{\text{Guaranteed Calorific Value}} \times \text{FOB Price} + \text{Freight}$$

2. Quantity: ... .. MT +/- 10%
3. Loading port: ... ..
4. Discharging port: Cam Pha Port, Quang Ninh, Viet Nam
5. Terms of Delivery (Incoterms 2010): ... ..
6. Price: ... .. USD/MT
7. Shipment time at loading port: ... ..
8. Delivery schedule: ... ..
9. Cargo size: ... ..
10. Commitment on vessel particulars: ... ..
11. Discharging rate: ... .. MT/day
12. Demurate/ Despatch rate: ... .. USD/day
13. Payment method: ... ..
14. Inspection company at loading port: ... ..
15. Valid Period of the Offer: ... ..
16. Other requirements (if any): ... ..

**Authorized representative of Supplier**  
(Full name, position, signature and seal)



**Form No.02-LETTER OF INTENT AND COMMITMENT  
REGARDING ORIGIN OF COMMODITY**

We ... having head office at ... hereby commit to supply coal with the below-mentioned requirements to participate in the Competitive-offer package of coal supply to Vinacomin-Northern Coal Trading Joint Stock Company:

1-Name of goods: ... ..

2-Quantity: ... .. MT +/- 10% (shipping tolerance at the Supplier's option)

3-Shipment time at the loading port: ... ..

Specifications		Analysis standard (ISO standard)	Typical value	Rejection Limit
Overseas-produced coal with typical Net calorific value of ... kcal/kg (NAR)	Total Moisture	As received basis	...	...
	Ash Content	Air dried basis	...	...
	Total Sulfur	Air dried basis	...	...
	Volatile matter	Air dried basis	...	...
	Net Calorific Value	As Received basis	...	...
	Size 0-13mm		...	...
	Ash fusion temperature (in reduced environment): T1 (Deformation) and T3 (Hemispherical)			

We commit that the above coal source originated from ... ..

...  
**Authorized representative of Supplier**  
(Full name, position, signature and seal)

THAI  
C  
W  
P.H.

**Form No.03 -LETTER OF INTENT AND COMMITMENT  
REGARDING TRANSPORTATION OF COMMODITY**

We ... having head office at ... hereby commit to supply coal with the below-mentioned requirements to participate in the Competitive-offer package of coal supply to Vinacomin-Northern Coal Trading Joint Stock Company:

1-Name of goods: ... ..

2-Quantity: ... .. MT +/- 10% (shipping tolerance at the Supplier's option)

3-Shipment time at the loading port: ... ..

Specifications		Analysis standard (ISO standard)	Typical value	Rejection Limit
Overseas-produced coal with typical Net calorific value of ... kcal/kg (NAR)	Total Moisture	As received basis	...	...
	Ash Content	Air dried basis	...	...
	Total Sulfur	Air dried basis	...	...
	Volatile matter	Air dried basis	...	...
	Net Calorific Value	As Received basis	...	...
	Size 0-13mm		...	...
	Ash fusion temperature (in reduced environment): T1 (Deformation) and T3 (Hemispherical)			



We hereby commit that the above-mentioned cargo shall be loaded on board from oversea loading ports and transported to Cam Pha port, Vietnam for direct supply to Vinacomin – Northern Coal Trading Joint Stock Company based on the agreed schedule; cargo is not allowed to be discharged on any means of transportation and/or warehouse/stockyard before being delivered to Vinacomin – Northern Coal Trading Joint Stock Company./.

**Authorized representative of Supplier**  
(Full name, position, signature and seal)