



SOLUTION
SAVE 25%
TRANSPORTATION COSTS

**BY RAILWAY CONTAINER
LOGISTICS**

RATRACO SOLUTIONS TRANSPORT

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INTRODUCTION

RATRACO

Railway Transport and Trade Joint Stock Company (RATRACO) is a transport unit under Vietnam Railway Corporation. Established in 2000, through the process of formation and development efforts, RATRACO continuously expands the scale and business lines to meet promptly the diverse and changing needs of the market. After nearly 20 years of operation, the Company has achieved outstanding achievements. The RATRACO brand has been confirmed through the main business activities:

1. Transporting goods

- » Inland transport (full containers, shipments, freight, small cargoes)
- » Transportation international export-import Vietnam - China, Russia, EU
- » Transporting self-propelled cool containers
- » Transporting cars and petrol (types of cars P, NR)

2. Import and export service

- » Customs declaration agency
- » Entrusted export/import

VISION

With the capacity and background of nearly 20 years of experience in logistics, Ratraco aims to build the company to become a leading provider of logistics solutions and services in Vietnam, reach out to the region and the world and become a reliable partner of domestic and international customers.

MISSION

Building a multi-modal transportation system including road, rail, sea and air in combination with the distribution center system that spreads throughout Vietnam to meet the maximum service requirements of the Customer in national and international market.

To continuously improve the quality and services to optimize operation and costs for customers.

Based on the value of the solution, superior services create economic added value to contribute positively and promote economic flows and activities towards the benefit of the community and society.

CORE VALUES

Customer:

Customers are the motivation for Ratraco to always seek solutions and options, provide the best services and meet all customers' needs.

Human resource:

Human resource is the core foundation for the success of the business. We always try to create a professional environment, promote development, the desired goals of our employees based on equality values and respect for prices, treatment of each individual.

Integrity:

Integrity, transparency, ethics in business are the foundation for Ratraco's activities and work, we aim to a fair and transparent business environment.

Improvement:

Ratraco is always aware of the value of change and continuous improvement to bring the best service to customers and keep up to date with the changing trends of society. We always research and apply the technology in production, business activities. We focus on converting numbers to catch up with the era of economic 4.0.

HISTORY OF FORMATION AND DEVELOPMENT

On the first day of establishment with two precursors, the **Transport Service Center of VNR Union** and the **Mango Hotel**, RATRACO has become a professional transport and trade joint stock company. The company with the code **RAT** has been listed on the Hanoi Stock Exchange (HNX).

Currently, with the existing facilities, technical infrastructure and human resources, the Company is ready to meet the increasing requirements of the domestic and international transport market.

RATRACO has cooperated with many domestic and foreign units to develop production and business.

In addition to establishing joint venture companies, RATRACO also signed a lot of business cooperation contracts with domestic and foreign companies to seek opportunities and promote domestic and international railway freight transport.

Especially cooperating with **Fado**, a leading technology company to form a joint venture **RATRACO Solutions**, Ratraco has applied 4.0 technology in business operations.

2000
2005

- » **November 30th, 2000** The Ministry of Transport issued Decision No. 3676/2000/QĐ-BGTVT on the transformation of state enterprises: Mango Hotel and Transport Service Center under Vietnam Railway Union into Joint Stock Company.;
- » **01/2002** RATRACO was licensed to operate under the Business Registration Certificate No. 0103000776.;
- » **04/2004** Opening of the first specialized North-South freight train on VNR network.

2006
2010

- » Ratraco has cooperated with Vietnam Mineral Corporation to establish joint venture **LIVTRANS., JSC** and invested in building 02 new 5-star quality passenger ships.
- » Ratraco has cooperated with Nissin Japan Company to establish a joint venture: **NRGreenlines Logistics Company Limited** to exploit the market of Japanese-made enterprises in Vietnam.
- » Ratraco has received 171 P wagons carrying liquid; through the form of capital contribution of the Vietnam Railway Corporation, increasing the charter capital and increasing the ownership rate to 73%

2011
2014

- » Ratraco has cooperated with In Do Trans Logistics Corporation to establish **ITLRatraco** joint venture and exploit the market of Singaporean enterprises in Vietnam;
- » Ratraco has established subsidiaries 100% owned by RATRACO: Ratraco travel; Ratraco trading, Hanoi Ratraco logistics; Saigon Ratraco logistics specially in 2012, Ratraco was licensed by the Ministry of Transport as an eligible enterprise to participate in Freight Transport by Railways and transform the model from a service business to an enterprise exploiting the railway freight transport.
- » VNR Corporation has implemented the policy of reducing the percentage of controlling shares enterprises to 35%. Ratraco also raised its charter capital to 34 billion VND. The company successfully registered to be listed for trading on the Hanoi Stock Exchange with the trading code RAT;

2015
2020

- » Ratraco has signed a comprehensive cooperation agreement with China Railway Container Company - an organization to transport goods by container from Vietnam to China or transit through China to EU countries and vice versa..
 - » Ratraco has Invested and developed broadly in Railway Logistics Infrastructure: owning, managing and exploiting 02 yards with ten thousands of square meters at Dong Anh and Trang Bom station, investment in special-use container handling facilities and equipment; building advanced management software system;
 - » Ratraco issued separate convertible bonds and mobilized to increase charter capital to 65 billion in 2019 and to 89 billion in 2020.
- Especially in 2019: Cooperating with Fado.vn to establish a joint venture of Ratraco Solutions and applying 4.0 technology in production business operations to create innovative breakthroughs for sustainable development in the coming time.

RATRACO

DIRECT AFFILIATED UNITS TO RATRACO



TRANSPORTATION CAPACITY OF RATRACO



• Mc carriage transports all kinds of containers

• GG carriage for retail, parcels.
Mcc carriage for cool containers

• 40-ft DC, HC and 45-ft Containers and especially self-propelled cool container.

• NR carriage transports of cars and high H carriages.
Open top container transports all kinds of components and containers



• 150 semi-trailers.

1000 unloaded containers from 20ft - 40ft -45ft
• Specialized 50 tons and 25 tons cranes

• 200 Trucks with payload from 1 ton to 5 tons

• P carriage to transport petroleum, liquid goods



TRANSPORTATION CAPACITY OF RATRACO

- International Transport Dry Container / Cool Container Vietnam - China - EU - Russia - Kazakhstan and vice versa.



DOMESTIC TRANSPORT

(DRY CONTAINER, COOL CONTAINER, RETAIL GOODS, SPECIAL GOODS...)

Domestic container railway transport

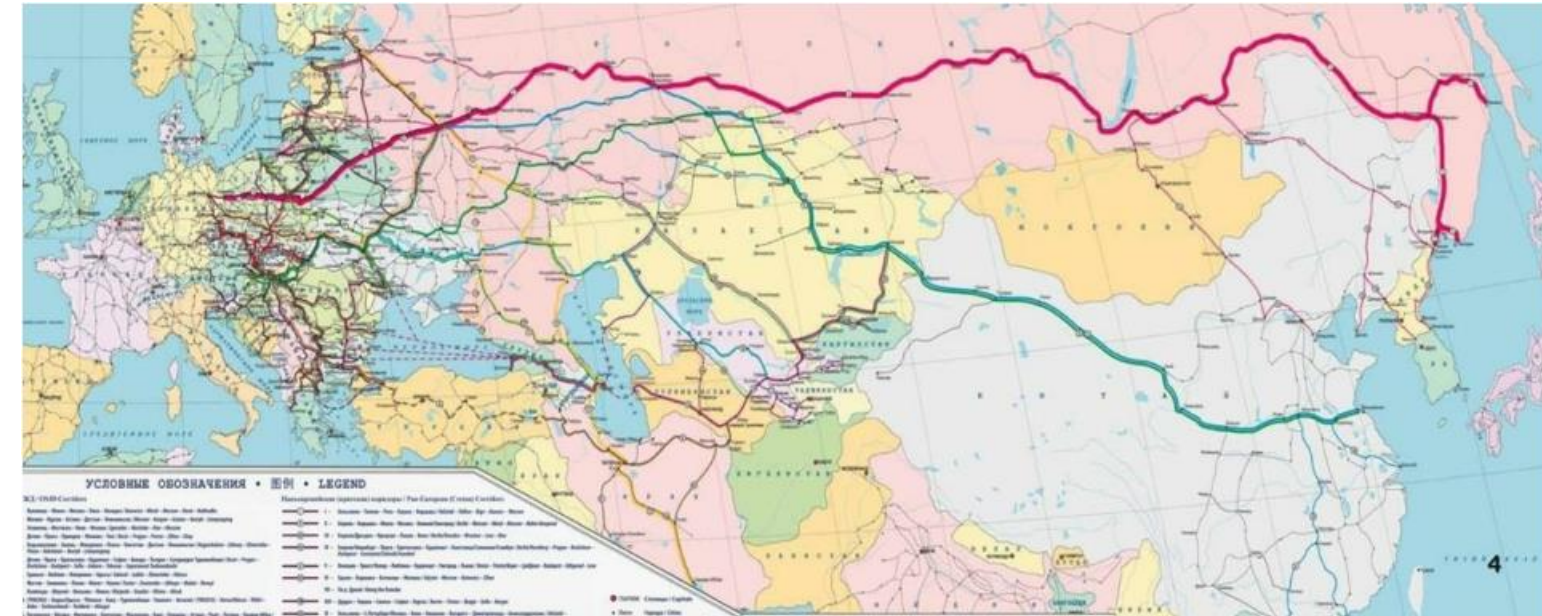
- Route Hanoi – HCMC 18 trains/1 week, Route Lao Cai – Haiphong 10 trains/1 week, Route Hanoi – Dong Dang 6 trains/1 week. The stations are in charge of handling containers on the route including: Dong Anh, Giap Bat, Vinh, Dong Hoi, Da Nang, Dieu Tri, Nha Trang, Trang Bom and Song Than.
- Container vehicles, tractors, trucks of all kinds to payload station transfer service to customer warehouses and domestic and multimodal transportation services combined railway, road, waterway.

Retail goods transport

- Flexible pricing policy and cost optimization
- Using VTDS software and the reporting system to update order status
- Station system, warehouse handling and packaging operations at stations Dong Anh, Giap Bat, Da Nang, Song Than, Trang Bom.
- A system of vehicles with different loads to serve the needs of transit and meet Door to Door services according to customer requirements.



INTERNATIONAL TRANSPORT



International container transport

- Ratraco has cooperated with Chinese, Russian, and Kazakh railway partners to organize the international container transport of on the Asia-Europe Railway.
- Ratraco provides a multimodal transport service that effectively combines road and rail on the North-South line with international routes;
- Along with transportation activities, Ratraco provides customs declaration, quarantine services,... for imported and exported goods on international railways.
- Ratraco organizes 3 pairs of trains to transport containers every week on the Dong Anh and Yen Vien routes to Nam Ninh, China and vice versa with an output of over 1,200 TEU / month.
- Types of goods in transit: Electronics, textiles, footwear, cosmetics and frozen food products, fruits;
- Ratraco is currently transporting goods from Vietnam to third countries such as Mongolia, Kazakhstan, Uzbekistan, Russia, Tajistan, Poland, Germany, UK,...

CUSTOMS DECLARATION

RATRACO TRADING brings to customers
Customs declaration services for all types:

- Import and Export Business
- Import and export processing
- Export / import production for export
- On-spot export and import
- Temporary export and re-import
- Temporary import and re-export
- Transit
- Tax-free and tax-exempt investment import and export



* To advise customers on the appropriate type of customs declaration, calculate other related costs and tax policies, regulations of other countries exported from Vietnam, provide translation customs tax declaration at the place of destination, at ICDs and border gates over the whole territory and update procedures quickly and accurately;

* To combine effectively between international transport through countries such as China, Kazakhstan, Uzbekistan, Mongolia, Russia, EU,...

* Thanks to international trade trends, trade between countries increasingly developing, RATRACO SOLUTIONS always takes advantage of opportunities and bring great value to our customers.

TECHNICAL SPECIFICATIONS OF SELF-PROPELED COOL CONTAINER

Type of container	Tare weight (kg)	Maximum total weight (kg)	Volume (m3)	Outside size Length * Weight * Height (mm)	Inside size Length * Weight * Height (mm)	Allowed stacked up weight (kg)	Voltage (V)	Endurable temperature outside (°C)	Oil tank volume (L)	Temperature control range in container (°C)	Consecutive propelled time	Features
40ft	6400 (Full oil tank)	34000	64	12192×2438×2896	11468×2290×2528	68000	380	-40~+80	800	-29~+27	It depends on goods and the outside temperature about 16-20 days	There are intelligent functions such as 2-way information provision, automatic monitoring, remote control.
45ft	6900-7180 (Full oil tank)	34000	74.5/73.8	13716×2438×2896	12716/12598×2294×2554	68000	380	-40~+80	400/470/543	-29~+27	It depends on goods and the outside temperature about 16-20 days	

SELF-PROPELED COOL CONTAINER TRANSPORT

Cool container transport services:

- Multimodal cool container transport from the South to North in Vietnam.
- Multimodal cool container transport from Vietnam to China.
- Multimodal cool container transport to China transit exported to a third country (Mongolia, Kazakhstan, Uzbekistan, Russia, Tajistan, Brazil, Germany, England.)
- Customs declaration and quarantine agent. Entrusted export/import.

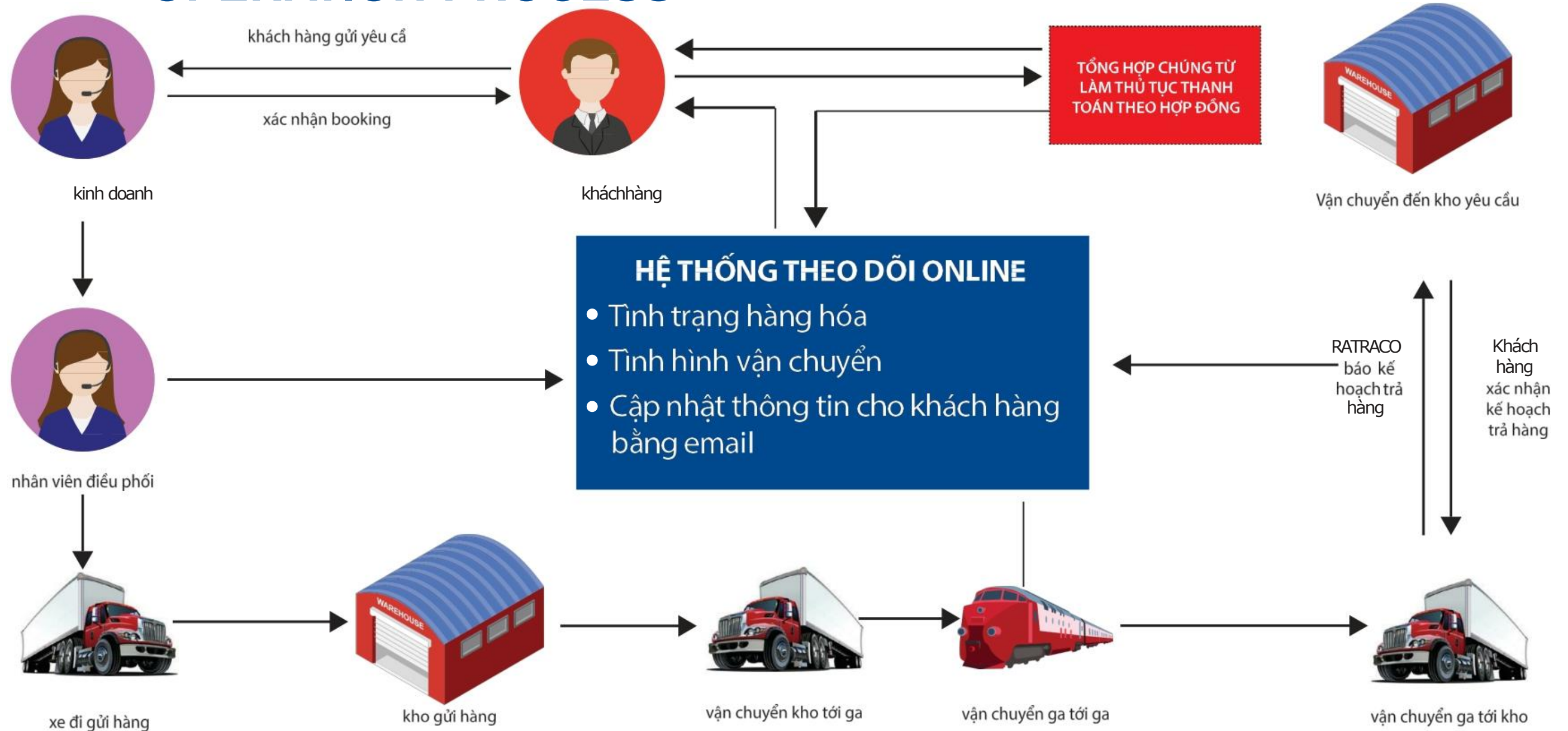


Ratraco Solutions' advantages of self-propelled cool container transportation

- 25% lower cost than road, sustainable.
- New self-propelled container offers good product preservation quality.
- Online control 24/24, with remote temperature control center.
- Goods are safe with 100% insurance during transport to the Customer
- Fixed train schedule, daily departure, guaranteed time.



OPERATION PROCESS



APPLY 4.0 TECHNOLOGY IN LOGISTICS MANAGEMENT



Manage forwarding, transport and storage of goods



To position and update status of each row of goods



Privacy of each customer

CUSTOMER RIGHTS

- To serve in accordance with professional operating procedures and well-trained staff and regularly combine international governance capabilities and management team's understanding of the domestic market..
- Modern facilities and equipment for cargo handling meet international container handling standards with a full range of specialized and modern handling equipment.
- Diversified methods of forwarding goods: moved parcels, whole pallets or entire containers.
- To provide flexible transportation solutions (Door - Door, Door - Station, Station - Station and Station - Door).
- Ratraco TMS information technology system is set up safely and stably to help customers update and monitor throughout the process.
- Diversified and competitive transport quotation meets special requirements,...
- Exact delivery / receipt time of goods according to the committed KPI.
- Fixed train schedule every day off with frequency (10/7) -10 pairs of trains / 7 days.
- Forwarding liability insurance with a total compensation value of up to \$ 300,000 / loss case.
- Full-service entrusted import and export services are convenient and reduce product costs.

OUR CUSTOMERS



CONTACT INFORMATION

No	Service	Contact	Number
1	Domestic and international road and railway services		
2	Trade service		
3	Customs declaration agents		
4	Commercial and non-commercial advertising business		
5	Transporting cars and motorcycles.		
6	Transporting self-propelled refrigerated containers domestically and internationally.		

RATRACOSolutions
Railway Innovation