

These Local Sales Conditions apply to all sales of air cargo transportation departing from **Vietnam** including services incidental thereto, by or on behalf of Emirates SkyCargo. These Local Sales Conditions set out the specific booking and operational conditions which apply to Emirates SkyCargo cargo transportation sales in **Vietnam**.

We reserve the right to modify these Local Sales Conditions at any time and without notice we therefore, advise you to check the latest document regularly for updates and in particular, prior to making any new bookings.

Carriage of Cargo by Emirates SkyCargo is governed by the following:

- (i) Conditions of Carriage for Cargo and Conditions of Contract as displayed on the back of the Air Waybill can also be found at; <https://www.skycargo.com/conditions-of-carriage/>
- (ii) Local Sales Conditions, as applicable by country

These Local Sales Conditions are governed by and in accordance with the above mentioned conditions. Except as otherwise stated, in the event of any discrepancies and/or inconsistencies the order of precedence shall be as listed above (i) to (ii).

The Shipper and/or the representing Agent (referred to as “Customer” hereinafter) are deemed to accept the above mentioned documents in full for all bookings for Carriage of Cargo by Emirates SkyCargo.

Rate Applicability

Emirates SkyCargo rates for cargo transportation are based on the booking information provided by Customer, excluding any applicable surcharges, taxes, levies, fees, and other charges (e.g., related to screening, customs, DGR handling, etc.). Rates may be modified in the event of any change in the booking details. All rates are based on the issuance date of the Air Waybill (AWB).

The Emirates SkyCargo rates applicable for each booking are based on the country of and point of sale in **USD** excluding fuel surcharge. The calculation of the applicable fuel surcharge will be as per the fuel surcharge mechanism available at <https://www.skycargo.com/shipping-services/fuel-index/>

Emirates SkyCargo reserves the right to terminate rates on the published tariff sheet with one (1) week’s notification. Emirates SkyCargo also reserves the right to amend, add or subtract surcharges (subject to applicable laws and regulations) on fuel, security, or external cost factors beyond its control and any such changes will be published with seven (7) days’ notice.

Weight breakpoints are only applicable for Emirates SkyCargo’s net-rates, as specified on the published tariff sheet.

1. Spot/Ad hoc Quotes

A spot or ad hoc quote is a one-time rate offered based on shipment details provided at time of the quote. All spot or ad hoc quotes are valid for seven (7) days only and should be accepted and booked within that period to avail the quote price.

The spot or ad hoc quote reference numbers should be provided at the time of booking to avail the spot or ad hoc quote rate. Capacity on spot or ad hoc based cargo is subject to availability and approval by Emirates SkyCargo.

2. Charges Collect

The Emirates SkyCargo team at your respective station(s) will specify the applicability of Charges Collect by destination.

3. Other Charges

Applicable surcharges, taxes, duties, fees and other charges are applicable as mentioned in this document (see Annexure 1) or through your local Emirates SkyCargo office. We advise you to consult them regularly in case of changes, and particularly, prior to making a booking.

Ground Handling Agents (“GHA”) may apply additional charges not included in the surcharges and other charges specified in this document. Please check with the local Emirates SkyCargo office for details.

4. Booking Conditions

Cargo shipment bookings for Emirates SkyCargo should be made in accordance with the terms of the Local Sales Conditions, either online via www.SkyCargo.com or via other contracted booking portals, or via a direct connection (system-to-system), by email, or by telephone using the contact details of the Emirates SkyCargo customer service office at your respective station(s).

Find your local Emirates SkyCargo office details on <https://www.skycargo.com/contact-us?tab=2>.

5. LTA, Low-Show and No-Show Policy

5.1. LTA

A Large Tonnage Agreement (LTA) is an agreed signed document required for shipments over:

- (i) Five (5) tonnes or more on a passenger flight
- (ii) Ten (10) tonnes or more on a full freighter

Cancellation, No-Show, and Low-Show charges will be applied as per Emirates SkyCargo’s LTA policy.

<i>Notice of Cancellation by Customer</i>	<i>Agreed Compensation Payable by Customer</i>
Less than 96 hours but more than 72 hours written notice before the agreed Cut-Off time for the booking	50% of the total charges (including air freight rates and any other charges)
Less than 72 hours but more than 48 hours written notice before the agreed Cut-Off time for the booking	75% of the total charges (including air freight rates and any other charges)
Less than 48 hours written notice before the agreed Cut-Off time for the booking	100% of the total charges (including air freight rates and any other charges)

5.2. Low-Show Policy

A Low-Show is where the chargeable weight on the booking is reduced by more than **one (1) tonne** without giving a notice of at least **forty-eight (48)** hours (or 2 working days) before departure. The tonnage reduction is the difference between the tendered chargeable weight and the chargeable weight of the last booking confirmation. In this instance, Emirates SkyCargo will charge **50%** of the tonnage reduction at the booked rate on freight amount as per booked product.

5.3. No-Show Policy

A No-Show is a booking that is not cancelled or rebooked at least **forty-eight (48)** hours (or 2 working days) before departure, or which is delivered after the cut-off time. Any cancellation of a confirmed booking, will result in a **100%** cancellation penalty. In case of a No-Show, the AWB will be frozen and cannot be reused. The applicable No-Show fee will be charged to the AWB used for the booking on freight amount as per booked product.

6. Cut-Off Time

The customer is responsible for tendering the shipment to the carrier as “Ready for Carriage” according to the terms stipulated in Article 3 of the Emirates SkyCargo - General Conditions of Carriage for Cargo.

Shipments departing **Vietnam** must be tendered before the cut-off time indicated below. Cut-off times may vary based on size, product and station in the country of origin.

HANOI (HAN)			
<i>Product</i>	<i>Built-up Unit (BUP)</i>	<i>Loose</i>	<i>Additional Information</i>
General Cargo	STD – 3 hours	STD – 4 hours	-
Priority Cargo	STD – 3 hours	STD – 2 hours*	*STD – 4 hours if more than 100kg
Special Products	STD – 3 hours	STD – 3 hours	-
SAIGON (SGN)			
<i>Product</i>	<i>Built-up Unit (BUP)</i>	<i>Loose</i>	<i>Additional Information</i>
General Cargo	STD – 6 hours	STD – 6 hours	-
Priority Cargo	STD – 5 hours	STD – 5 hours*	*STD – 6 hours if more than 100kg
Special Products	STD – 6 hours	STD – 6 hours	-

RCS and Documentation formalities must be completed prior to the above-mentioned cut-off timings.

7. Export Trucking

Drop-off location Cargo acceptance conditions

- The acceptance of transport by the carrier or its service provider from a shipper/shipper’s agent at drop off location (offline) does not imply that the cargo is ready to uplift.
- Cargo will be uplifted on a booked flight after completing all acceptance, security and safety requirement checks at Carrier’s gateway station after unloading of the cargo from the truck.
- Should the acceptance check fail at Carrier’s gateway station, the shipper or shipper’s agent is responsible to ensure cargo is make ready for acceptance or return it back at their own cost with no liability to Carrier.

8. Claims and/or Complaints

All claims and/or complaints (including requests to investigate temperature deviations) should preferably be sent through the Emirates SkyCargo customer support portal - <https://www.skycargo.com/feedback-and-complaints/>

9. Invoicing and Payments

Any dispute in the invoice amount should be notified to the carrier immediately or up until 90 days of the invoice date. If the dispute is not raised within this period, the invoice shall be deemed to have been accepted. A CCA can be raised up to a maximum of 12 months from AWB issue date and subjected to a CCA Fee.

A Charges Correction Advice ("CCA") fee of **USD 100** will apply on all CCA's when issued post 90 days (based on invoice date).

Invoice queries should be addressed to your respective station:

HANOI	skycargoHAN@emirates.com
SAIGON	skycargoSGN@emirates.com

Annexure 1 - Other Charges Applicable

CODE	DESCRIPTION	ORIGIN	DESTINATION	PRODUCT CODE	SPECIAL HANDLING CODE (SHC)	CURRENCY	CHARGE	CHARGE BY	ADDITIONAL INFORMATION	EFFECTIVE FROM	VALID TILL
CB	MAWB Manual Data Entry	VN	World Wide	-	-	USD	7.50	Per MAWB	-	01-Jul-22	31-Dec-99
CC	HAWB Manual Data Entry	VN	World Wide	-	-	USD	7.50	Per HAWB	-	01-Jul-22	31-Dec-99
CD	HAWB Electronic Transmission	VN	World Wide	-	-	USD	2.50	Per HAWB	-	09-Feb-22	31-Dec-99
CG	MAWB Electronic Transmission	VN	World Wide	-	-	USD	2.50	Per MAWB	-	09-Feb-22	31-Dec-99
DK	India HUM Release Order	VN	IN	GCR (Emirates AirFreight)	HUM	USD	39.00	Per MAWB	-	10-May-22	31-Dec-99
IN	Erbil Insurance	VN	EBL	-	-	USD	0.16	Per Kg (Chg Wt.)	-	06-Dec-15	31-Dec-99
MC	Trivandrum Handling Charges	VN	TRV	-	-	USD	0.06	Per Kg (Chg Wt.)	-	10-May-22	31-Dec-99
MI	Dhaka Royalty	VN	DAC	-	-	USD	0.01	Per Kg (Chg Wt.)	-	20-Oct-16	31-Dec-99
MV	AVI Arriving Under PETS Passport	VN	AU	PET	-	USD	185.00	Per MAWB	-	10-May-22	31-Dec-99
MV	AVI Arriving Under PETS Passport	VN	NZ	PET	-	USD	185.00	Per MAWB	-	10-May-22	31-Dec-99
RC	Referral of Charge	VN	World Wide	-	RGX-RCX-RXS-RXG-RXE-RXD-RXC-RXB-SWP-MUW.	USD	50.00	Per MAWB	-	15-Sep-22	31-Dec-99
RF	Remit Following Collection Fee - Oman Government Approval	VN	OM	-	MUW-SWP-RXS	USD	170.00	Per MAWB	-	20-Nov-22	31-Dec-99
RF	Remit Following Collection Fee - Oman Government Approval	VN	OM	-	RRE-RRY	USD	130.00	Per MAWB	-	20-Nov-22	31-Dec-99
RF	Remit Following Collection Fee - Saudi Arabia	VN	SA	-	VAL	USD	45.00	Per MAWB	-	01-Dec-22	31-Dec-99
RF	Remit Following Collection Fee - Saudi Arabia	VN	SA	-	DIP/RBM/RCM/RXC/RFG/RF/RF/S/RFW/RGX/RIS/RLI/RMD/RNG/RDP/RX/RPB/RPG/RRW/RRY/RSC/RXB/RXC/RXD/RXE/RXG/RXS	USD	45.00	Per MAWB	-	01-Dec-22	31-Dec-99
RF	Remit Following Collection Fee - Jordan	VN	JO	-	MUW-SWP-RXS	USD	56.00	Per MAWB	-	20-Nov-22	31-Dec-99
TR	Transit Handling	VN	DXB	PET & AVI	-	USD	0.00	Per MAWB	-	10-May-22	31-Dec-99
TR	Transit Handling	VN	World Wide	PET	-	USD	Minimum \$94 for one piece. \$26 for additional piece.	Per MAWB	-	04-Jun-22	31-Dec-99
TR	Transit Handling	VN	World Wide	AVI	-	USD	189.00	Per MAWB	Excluding Commodities: 1024-1026-1054-1059-1091-1093-E0004-E0005-E0006-E0012	22-May-23	31-Dec-99
VB	Destination Valuable Handling Charges	VN	MCT	VAL	-	USD	40.00	Per MAWB	-	10-May-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	SA	VAL	-	USD	133.00	Per MAWB	-	15-Sep-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	IST	VAL	-	USD	125.00	Per MAWB	-	10-May-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	KWI	VAL	-	USD	13.00	Per MAWB	-	20-May-23	31-Dec-99
VB	Destination Valuable Handling Charges	VN	LCA	VAL	-	USD	60.00	Per MAWB	-	20-May-23	31-Dec-99
VB	Destination Valuable Handling Charges	VN	AMM	VAL	-	USD	56.00	Per MAWB	-	04-Jun-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	ATH	VAL	-	USD	34.00	Per MAWB	-	10-May-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	DE	-	-	USD	337.00	Per MAWB	FRA - Import Charges applicable for Product VAL and VUN and SHC - RXS / MUW / SWP	10-May-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	COK	VAL	-	USD	55.00	Per MAWB	-	15-Sep-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	CCU	VAL	-	USD	55.00	Per MAWB	-	15-Sep-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	BLR	VAL	-	USD	55.00	Per MAWB	-	15-Sep-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	TRV	VAL	-	USD	55.00	Per MAWB	-	15-Sep-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	EG	VAL	-	USD	100.00	Per MAWB	-	15-Sep-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	SG	VAL	-	USD	58.00	Per MAWB	-	15-Sep-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	LON	VAL	-	USD	262.00	Per MAWB	-	15-Sep-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	PRG	VAL	-	USD	21.00	Per MAWB	-	15-Sep-22	31-Dec-99
VB	Destination Valuable Handling Charges	VN	ROM	VAL	-	USD	199.00	Per MAWB	-	01-Nov-21	31-Dec-99
VB	Destination Valuable Handling Charges	VN	MIL	VAL	-	USD	177.00	Per MAWB	-	01-Nov-21	31-Dec-99
VB	Destination Valuable Handling Charges	VN	BRU	VAL	-	USD	530.00	Per MAWB	-	01-Nov-21	31-Dec-99
XD	Surcharge / Premiums - Security Surcharge	VN	World Wide	-	-	USD	0.02	Per Kg (Gross Wt.)	-	05-Jul-16	31-Dec-99
XD	Surcharge / Premiums - Security Surcharge	HAN	World Wide	-	-	USD	0.00	Per Kg (Gross Wt.)	-	06-Nov-19	31-Dec-99