



# COMPETENCY PROFILE PROSHIP LOGISTICS







## OPEN LETTER FROM THE FOUNDER

"First of all, Proship Joint Stock Company would like to send our best wishes and greetings to the Investor, Customers and Partners.

Proship Logistics was founded in 2015 by young experts passionate about technology and logistics, with the goal of building a new modern logistics ecosystem, applying technology to optimize efficiency and enhance customer experience.

Starting in Ho Chi Minh City, Proship quickly expanded nationwide, providing multimodal transportation services, full-package logistics and operational management software to thousands of businesses.

With the motto of Creativity - Transparency - Professionalism, Proship aims to become the leading technology logistics enterprise in ASEAN by 2027.

Proship's mission is to provide Logistics and multimodal transportation solutions, bringing high value to users and expanding domestic and international cooperation opportunities, affirming the position of Vietnamese enterprises in the global market."

lui

CEO Nguyen Duy Toan



### MR. NGUYEN DUY TOAN

**CEO & Founder**Proship Joint Stock Company

**General Director** 

Ratraco Solutions Transport Company Limited



## CORE VALUES



### **MISSION**

- O1. Committed to connecting trade and freight with the most optimal multimodal transport solution
- Providing value and efficient, reliable, cost-effective transportation solutions to customers
- O3. Contribute to enhancing Vietnam's competitiveness in the global supply chain
- O4. Put customer benefits first and constantly improve service quality

### **VISION**

- Aim to become the leading multimodal transport company in Vietnam
- Pioneering the application of 4.0 technology in the field of E-Logistics
- O3. Constantly innovating and creating to bring the most advanced and efficient transportation solutions
- Contribute to promoting the development of Vietnam's Logistics industry, making Vietnam a regional and world Logistics center.



### LEGAL DOCUMENTS











**Business** license

**Road transport** license

intermodal transport

Vietnam - Laos Vietnam - Cambodia intermodal transport

Member of the Vietnam **Logistics Business Association (VLA)** 



## MILESTONES & FUTURE DEVELOPMENT

### 2015

- Establishment of Proship Joint Stock Company
- Launch of e-commerce delivery app

### 2017

- **Expanded to 15 branches**
- More than 200
   employees in 11
   provinces and cities

### 2018

 Open more North-South transportation services

### 2019

 Open more rail container transport services

### 2024

- Open Cambodia office
- Winning bid for Yes4all Cai Mep ILH bonded warehouse project
- Open customs brokerage service
- Invest in refrigerated containers

### 2023

- Invest in double decker trucks
- Open service specializing in transporting motorbikes nationwide

### 2020

Establishment of Ratraco
 Solutions Joint Venture
 Company

### 2025

- Open office in the US
- Establishment of SEAL Company
- Exploitation of Cai Mep ILH bonded warehouse
- Launch of Container Truck Calling
   App

### Plan 2026

- Open Vietnam US CFS warehouse to collect LCL goods for exported furniture
- Invest in more containers

### **Future goals**

 Proship will constantly innovate to develop dramatically in the future...



## **ECOSYSTEM OF MEMBER COMPANIES 2025**



E - LOGISTICS PARTNER



Proship Transport Joint Stock
Company (Member Unit)





Ratraco Solutions
Transport Company
Limited (Joint Venture)





Seal Transportation
Solutions Joint Stock
Company

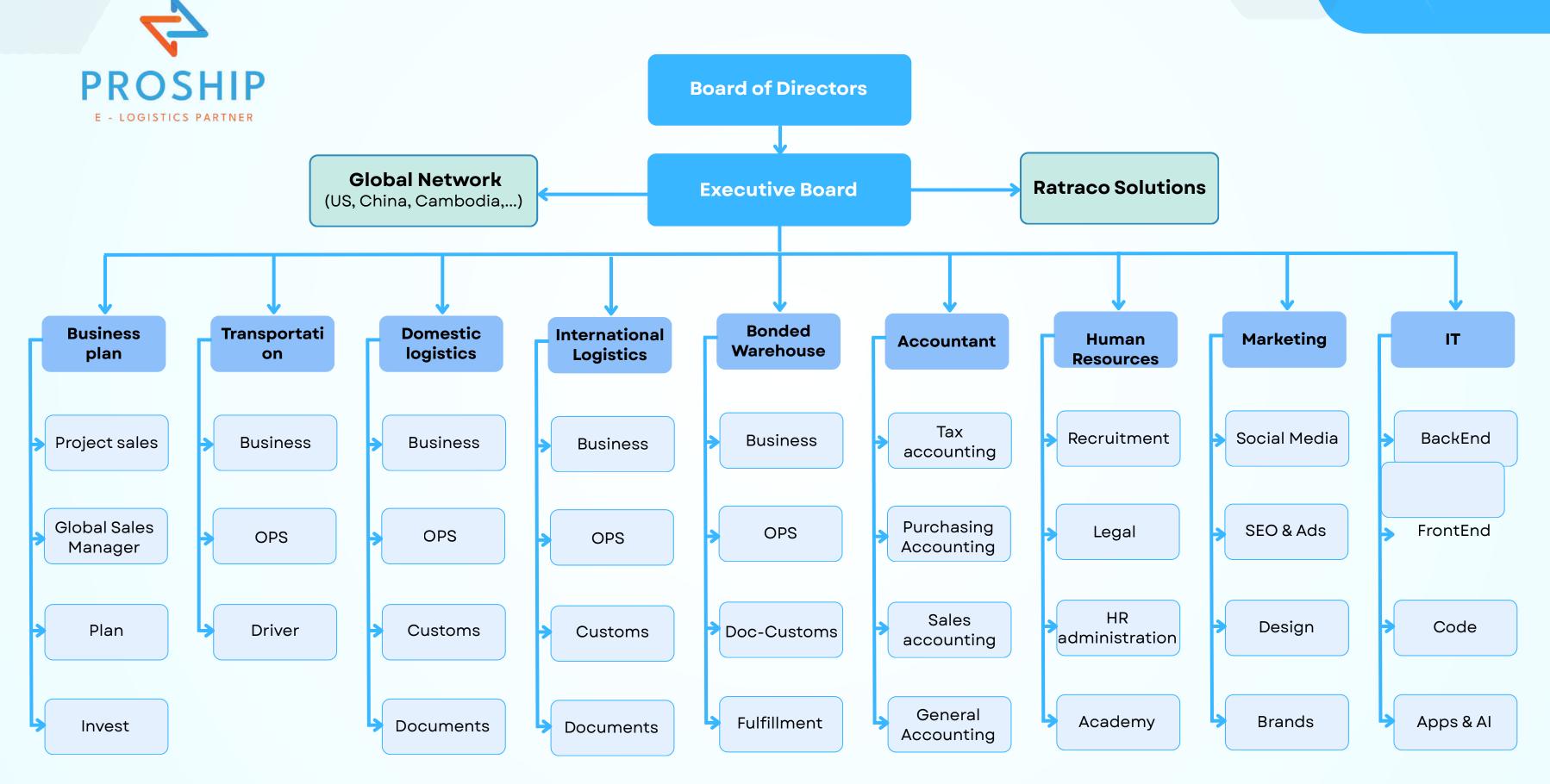


## **FADOExpress**

Fado Express Vietnam Joint Stock Company



## ORGANIZATIONAL STRUCTURE





## **LEADERSHIP TEAM**



MR. PHAM TAN DAT Chairman



MR. NGUYEN DUY TOAN Vice chairman & CEO



MR. HOANG TRONG THANH Vice Chairman



MR. HA ANH QUOC Deputy CEO



MR. PHAN NGUYEN TAM
HOANG THONG
Logistics Director



MR. DAM HUY BINH Sales Director



MR. NGUYEN DUY MIEN Trucking Director



## GLOBAL LOGISTICS NETWORK



#### **Q** Head office

#### Fado Tower

- 161/1-3 Cong Hoa, Ward 12, Tan Binh, HCMC, VN
- +84 93 9999 247
- +84 909 344 247

#### **Q** HaNoi Branch

#### Ratraco Tower

- 95 Le Duan, Ward Cua Nam, Amon Kiem Dist, Hanoi, VN
- +84 909 238 247
  - +84 906 353 247

#### Q Cambodia Branch

## No. 23, Street 566, Sangkat Beoung Kak1, Khan Toul Kok, Phnom Penh, Cambodia

**\** +84 902 581 247

#### **Q** Laos Branch

- Km2 Village SalaVan

  Oistrict, Salavan
- Province, Laos
- **\** +84 909 238 247

#### **O** US Branch

#### 17870 Castleton Street

- Suit #210, City Of Industry, CA 91748, USA
- 840-333-0438 x101 840-266-2291 (Direct)

#### **O** China Branch

- Nanning South Railway
- Station, Nanning,
  Guangxi, China
- **\** +84 902 736 863





## **SERVICES & PRODUCTS**





### ROAD TRANSPORT

- North-South short-haul trucking
- Vietnam Laos, Vietnam -Cambodia International Transport
- Dry refrigerated container
- Optimized Multi-stop Logistics



### RAIL TRANSPORT

- North South domestic container
- International Container
   Transport
- Dry refrigerated container



- Sea freight forwarding
- Bulk cargo services
- Cross Border Shipping
   VN US (LGB/LAX, NYC)
   VN- China /EU ...



- Air freight
- Consolidation service
- Air cargo
- Cross Border Shipping
- Customs declaration



## CAI MEP BONDED WAREHOUSE

- Bonded warehouse for rent
- Storage and clearance
- Loading and unloading, storing goods
- Domestic delivery by motorbike, car





## PROSHIP TRANSPORT JSC



## CHINA - VIETNAM - LAOS - CAMBODIA - THAILAND JOINT STOCK COMPANY







## PROSHIP TRANSPORT JSC



### SPECIALIZING IN REFRIGERATED GOODS TRANSPORTATION

### DOMESTIC COLD GOODS NORTH AND SOUTH









### INTERNATIONAL COLD GOODS (EXPORT FRUIT)











## **DOMESTIC ROAD TRANSPORT**













# RAIL LOGISTICS SOLUTIONS

- Rail shipping costs are 25% lower than road containers
- Reefer container service has a profit margin ~30% higher than regular containers
- Major customers: LC Food, CP Food, TTC Sugar, Bibica, Bel, DKSH, Unifarm, Nutri Care, Highlands Coffee,...
- O4. Wide network coverage from North to South, international connections (USA, China, Russia, Kazakhstan...)









# RATRACO SOLUTIONS TRANSPORT COMPANY LIMITED



Currently, Ratraco ships are operating transportation services to many developed areas:



Vietnam - China



Vietnam - Mongolia



Vietnam - Central Asian countries



Vietnam - Russia



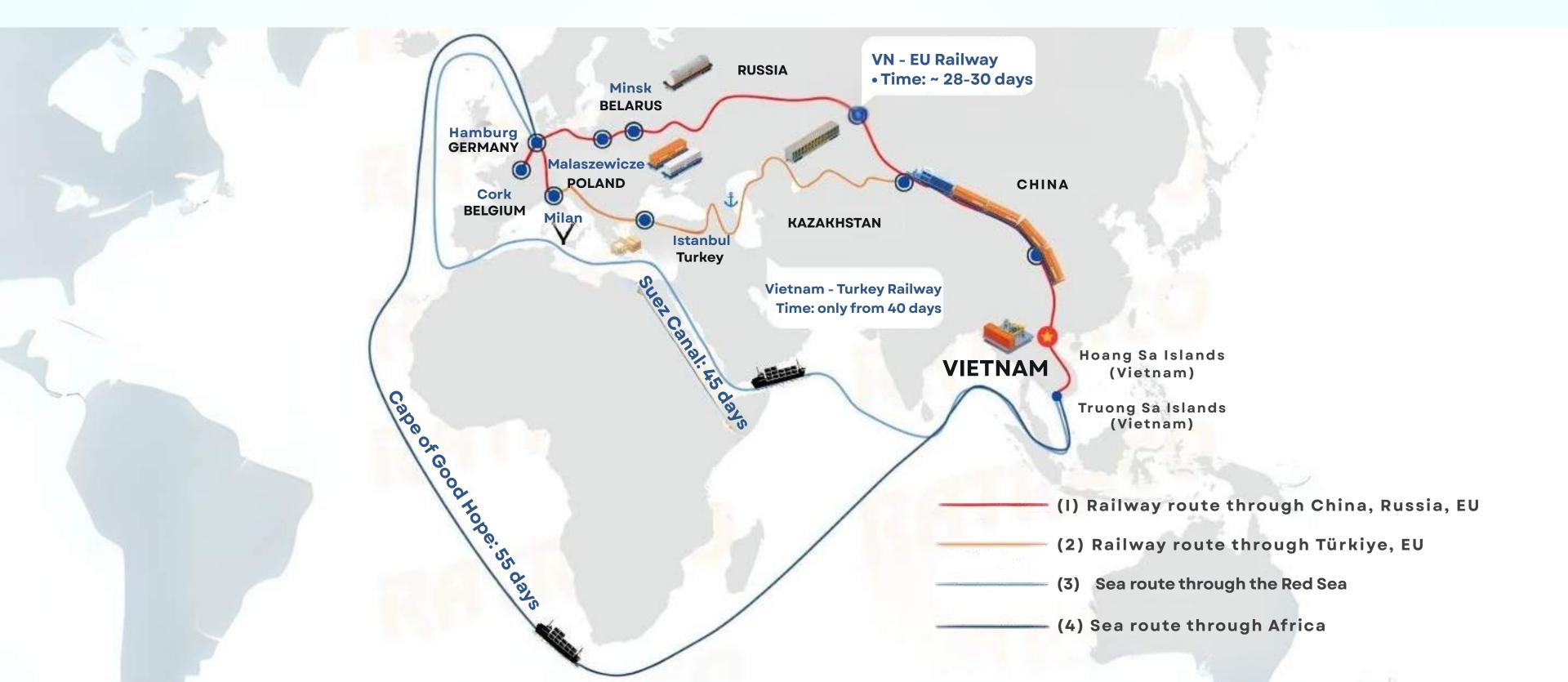
Vietnam - EU countries





## VIETNAM - EUROPE IMPORT & EXPORT TRANSPORT SOLUTIONS







# RAIL TRANSPORT - INTERNATIONAL TRANSPORTATION



### First train

Transporting fresh coconuts for official export to China



### **Launch Ceremony**

International train transporting export goods from Song Than Station to China



## SEAL TRANSPORTATION SOLUTIONS JOINT STOCK COMPANY



### SEAL's Current Offerings - Integrated Sea & Air Freight Solutions



Project cargo



Bulk cargo services



Ocean freight



Air freight



Customs brokerage



Shipping agency





# TRANSPORT OVERHEAVY AND OVERSIZE CARGO



### 01. Route technical consultation & survey

- Shipping route evaluation
- Optimal solution combining road, rail and inland sea

### 02. Specialized transportation

- Super long, super heavy goods (transformers, turbines, boilers...)
- Specialized vehicle
- Reefer container transport by rail

### 03. Bonded & Transit Warehouse

- Storage at Cai Mep ILH (25,000m2)
- Consolidation, repackaging, inspection
- Support for deferring import tax for temporarily imported and re-exported goods







03

# FADO EXPRESS VIETNAM JOINT STOCK COMPANY

**FADOExpress** 

FadoExpress specializes in providing international shipping services between countries and Vietnam.

Transport of goods, documents, samples, etc.

Export goods through the world's largest ecommerce platforms such as Amazon, eBay, Alibaba.com...

> International express delivery of heavy items, e-Express delivery, FDA food,...







## CAI MEP INTERNATIONAL **LOGISTICS HUB**

### 01. Cai Mep ILH - modern logistics center

Deployed at Cai Mep - Thi Vai deep-water port cluster, Proship plays the role of exclusive partner in operation and service provision.

### **02.** Direct connection to US, EU, Asia

With convenient infrastructure and transportation, the project helps businesses optimize costs, shorten transaction time, and improve competitiveness.

### 03. Infrastructure scale

- Bonded warehouse: 25,000m<sup>2</sup>
   Wharf: Length 400m
- CFS warehouse: 5,000m<sup>2</sup>
- Container yard: 100,000m²
- Bonded Yard: 10,000m<sup>2</sup>

- Ship capacity: 3,000 DWT
- Equipment: 02 shore cranes







## **BONDED WAREHOUSE PROJECT**





Signing ceremony of cooperation "Bonded warehouse solutions - Optimizing supply chain for Import-Export enterprises" at Cai Mep Port 2024



### **BONDED WAREHOUSE SERVICES**

Dry port services; Warehouse services



Lifting service



Processing & Assembly



Customs procedures on the spot



Cai Mep
ILH



Transportation; Trucking



Import-Export entrustment,
Disinfection





Fulfillment Services



### **BUSINESS MODEL**

## BONDED WAREHOUSE OPERATION PROCESS

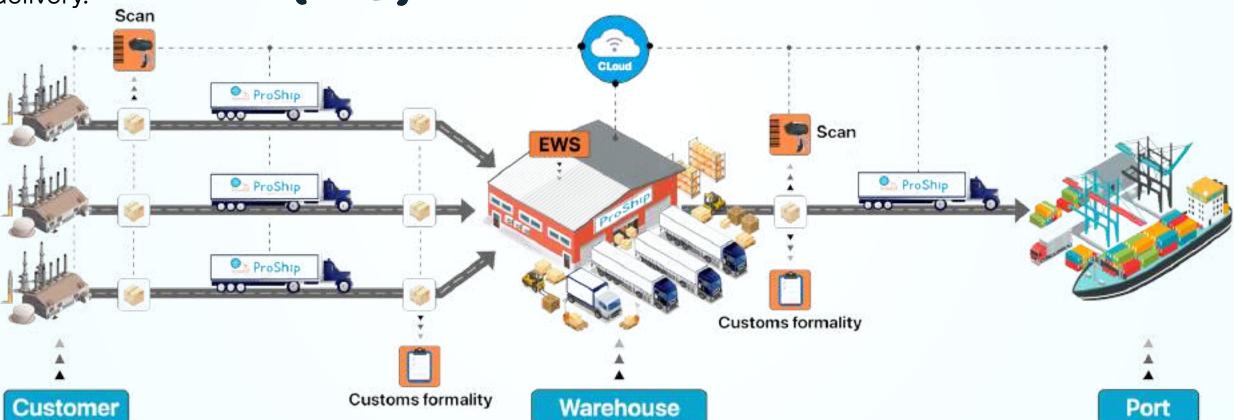
Proship played a key role in the bonded warehouse project, implementing the entire E-Logistics system, from warehouse management and order processing to last-mile distribution and delivery.



#### **BUSINESS MODEL**

Using digital technology to exploit infrastructure to provide optimal logistics management solutions to improve business efficiency





### **PROCESSING CAPACITY**

With a modern system and highly specialized team, Proship has strong and flexible capacity, can handle thousands of orders per day, flexibly meeting all business expansion needs.



## TRANSPORTATION SERVICES

Multimodal transport: Road, rail, air, sea. Contract Logistics Provider (CLP)







## MANAGEMENT SYSTEM & TECHNOLOGY



## **High technology**

- O1. Internal OMS, WMS system, integrated with CRM helps save costs, optimize operations
- O2. GPS positioning system & realtime route tracking, temperature
- O3. Customer portal: order tracking, reconciliation, online documents
- O4. Al supports customer care & optimizes customs declaration process



### **Advanced model**

- O1. Providing full service: transportation warehouse procedures technology
- Optimize costs by route and type of goods
- Expanding smart logistics of cosystem through joint ventures & strategic partnerships
- O4. Support businesses to build flexible, transparent and efficient supply chains



### SYSTEM INTERFACE



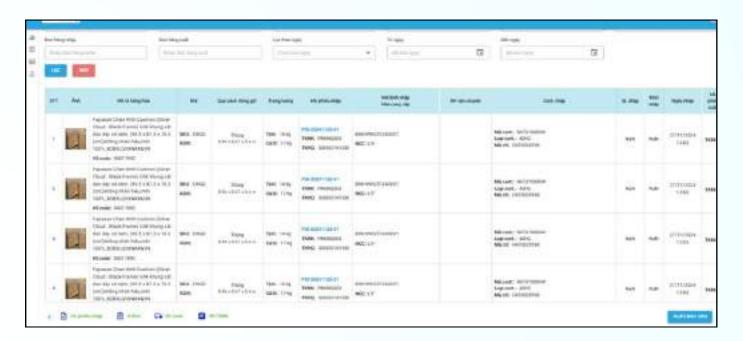
Optimize management methods with software solutions – providing businesses with tailored management systems to ensure cost efficiency.



### Manage goods by SKU



Warehouse delivery documents



### **Export - import - inventory management**



Warehouse management



### SYSTEM INTERFACE

Track shipments via GPS and manage temperature remotely with the Proship app - ensuring product safety and cost efficiency.







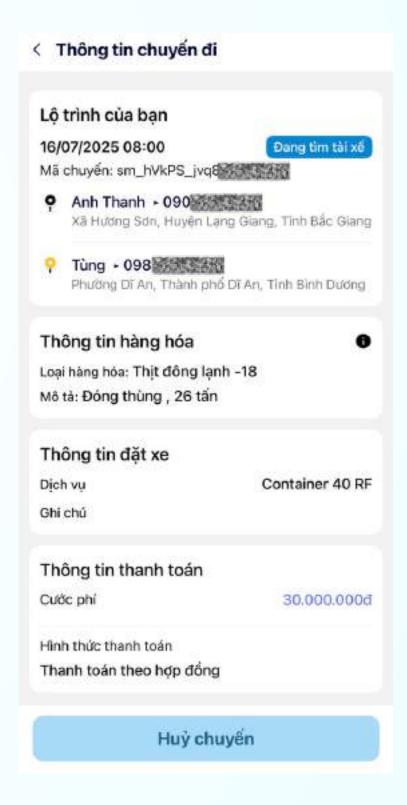


## **PROSHIP Service Application**

transport services, refrigerated trucks, cargo trucks, rail and sea freight, as well as customs clearance and logistics.









# BENEFITS FOR BUSINESSES WHEN COOPERATE WITH PROSHIP

## Comprehensive warehouse solutions & services

Optimize storage, distribution, and customs procedures through bonded warehouses and integrated services.

### Optimized - fast

Optimize storage, logistics and procedure costs; shorten delivery time

## Rapid expansion thanks to comprehensive network

Benefit from Proship's transportation network connecting ports, warehouses, and consumers

## Fulfill large orders, multi-channel

Increase the ability to meet large orders and multiple markets

## Flexible in consolidation & operation

Actively collect goods from many suppliers & flexibly split orders





## E-Logistics Training & Human Resources Development Center

A hub for discovering talent and nurturing the next generation of leaders for Proship in the digital era.

Focused on equipping learners with essential skills for modern E-Logistics, including:

- Operating TMS, WMS, and OMS systems
- Order tracking, data analysis, and dashboard visualization
- Coordinating container transport, warehousing, and multimodal logistics
- Digitizing logistics processes and optimizing real-world operations

Aligning training with operational needs – growing from within the business itself.



## **TYPICAL CUSTOMERS**































### FEATURED PARTNERS













