



# PROFILE

ALS CORPORATION

Simplify Logistics

Multiply Values

# ALS CORPORATION

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## THE LEADING OF AVIATION LOGISTICS

## | ALS

In 2007, ALS was established by three founding shareholders: Vietnam Airlines Corporation (Vietnam Airlines), International Investment Trade and Services Limited Liability Company (ILS), and Noi Bai Cargo Services Joint Stock Company (NCTS).

## | ALSW

2014, ALS underwent restructuring, and ALS Warehouse Service Ltd. (ALSW) was established to develop logistics solutions for businesses in Hanoi. ALSW operates the Off - Airport Cargo Terminal service and other functional services such as document storage, cold storage, etc.

## | ALSB

2009, the first subsidiary, ALS Bac Ninh Ltd. (ALSB), was established in Yen Phong Industrial Park, Bac Ninh. ALSB provides cargo handling services at the Off- Airport cargo terminal for Samsung Electronics Vietnam (SEV) in Bac Ninh.

## | ALS - SDS

In 2016, ALS collaborated with Samsung SDS to establish ALS-SDS JSC., which provides forwarding services.

## | KHANG VIET HA

In 2021, Khang Viet Ha Joint Stock Company became a subsidiary. The company specializes in developing warehousing and cargo handling services at Huu Nghi Quan Border Gate - Lang Son.

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# FORMATION & DEVELOPMENT MILESTONE

## | ALSE

In 2012, ALS East Hanoi Joint Stock Company (ALSE) was established in VSIP Bac Ninh Industrial Park, Bac Ninh province, specializing in serving cargo at the Off - Airport Cargo Terminal for customers such as LG, Nokia, Microsoft, and Foxconn.

## | CLC

In 2017, Century Logistics Corporation (CLC) joined the group and became a subsidiary company. CLC operates the Off - Airport Cargo Terminal at Yen Phong Industrial Park, Bac Ninh, for Samsung SDV.

## | TNG

In 2023, TNG Solutions Limited Liability Company joined the Etruck brand, enhancing the multi-point service network and connecting service points. Etruck specializes in developing road transport solutions (domestic and cross-border).

## | ALSC

2013, ALS established ALS Cargo Terminal JSC. (ALSC) at Noi Bai International Airport. ALSC is responsible for ground handling services for international airlines operating in Vietnam, including Korean Air, Cathay Pacific, Japan Airlines, China Airlines, UPS, etc. ALSC is one of the three cargo terminals providing these services at Noi Bai Airport.

## | ALSI

In 2018, ALS Infrastructure Investment Ltd. (ALSI) was established to focus on developing industrial and logistics infrastructure.

## | ALAC

In 2023, ALAC Logistics Joint Stock Company became an affiliate company of ALS. The core service is freight forwarding, transportation and integrated logistics solutions.





**ALS**  
AVIATION LOGISTICS

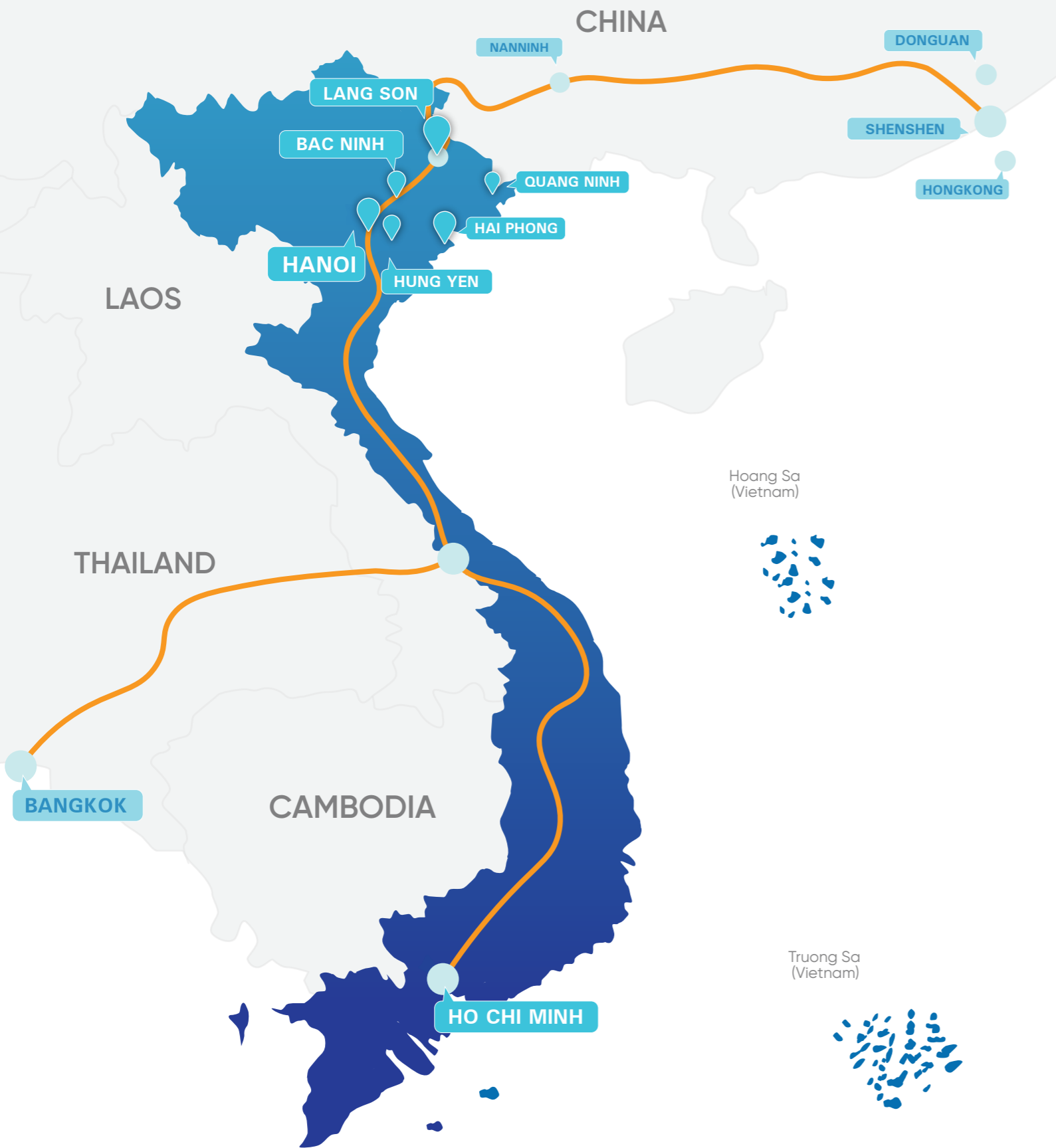
## FORMATION & DEVELOPMENT MILESTONE

### FROM NOW ON,

ALS has undergone nearly 20 years of development with a diversified strategy - not only increasing infrastructure and service facilities but also enriching the service portfolio to bring about a comprehensive and flexible ecosystem for partners and investors in the Vietnamese market.

Positioned in Vietnam, a burgeoning logistics market garnering significant attention from global conglomerates, ALS understands the necessity of establishing a robust platform, a multifunctional ecosystem, and scalable readiness to serve. ALS has progressively upgraded and enhanced its service ecosystem to facilitate the swift handling and connectivity of goods for businesses.





 <p><b>01</b> Cargo terminal at Noibai Airport</p>		
 <p><b>05</b> Off-airport cargo terminal</p>	 <p><b>01</b> International express handling Customs service center</p>	
	 <p><b>02</b> Document warehouse</p>	 <p><b>02</b> Cold storage</p>
 <p><b>01</b> Bonded warehouse</p>		



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## **ALS HAS UNDERGONE A PHASED TRANSFORMATION AND RESTRUCTURING OF ITS SYSTEM WITH SOLUTION GROUPS**



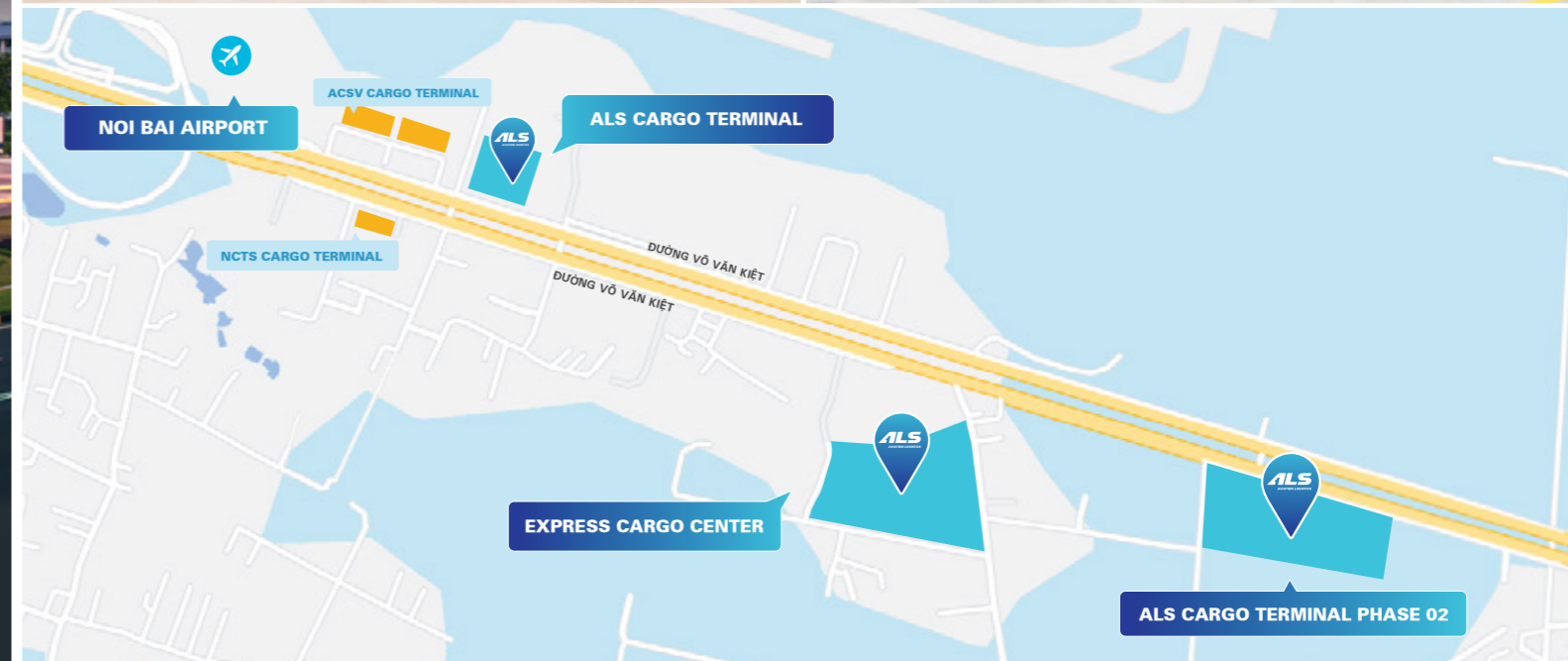
## CARGO HANDLING SOLUTIONS AT BORDER CROSSINGS

These are critical solutions at key cargo transit points connecting Vietnam and the world, contributing to ensuring efficient, rapid, and seamless multimodal cargo transportation (air, road, and sea) processes.

- Cargo terminal at Noi Bai Airport
- International express handling customs service center
- The logistics center at Huu Nghi Border Gate, Lang Son







### Cargo terminal at Noibai Airport

Noi Bai International Airport is the largest international airport in Northern Vietnam, primarily serving the capital city of Hanoi and its surrounding areas. It ranks as the second busiest airport in Vietnam, following only Tan Son Nhat International Airport. Noi Bai Airport is poised to become one of the largest air cargo transit hubs in Southeast Asia and Asia. It boasts excellent connectivity and is near the Vietnam-China border via road. In 2023, Skytrax voted Noi Bai the best airport in Asia. The cargo throughput at Noi Bai is estimated to reach a capacity of 1 million tons per year.

At Noi Bai Airport, three independent cargo terminals are operating: NCTS, ALSC, and ACSV. The ALS cargo terminal (operated by ALSC) is the newest, equipped with modern facilities, efficient infrastructure, and extensive service experience.

### It specializes in serving major international airlines

The terminal is located adjacent to the RAMP side, ensuring easy and quick access to aircraft. The Outbound area (1st floor) and Inbound area (2nd floor), as well as handling counters (3rd floor), are separately arranged but remain conveniently situated within the same building.

The cargo monitoring system operates 24/7, directly connecting with cargo management software for terminals (Hermes Cargo Management System), allowing for scientific management, professional service delivery, and safety and security while minimizing risks.

ALS cargo terminal is certified for service capabilities with international and domestic certifications such as IATA/RA3/TAPA/SLA upon airline request and safety and ground handling certifications.

 Handling capacity of **350,000 tons**

 Operating area of **60,000 sqm**





ĐƯỜNG CAO TỐC NỐI CẦU NHẬT TÂN VỚI SÂN BAY NỘI BÀI

ALS cargo terminal  
Phase 02



Capacity  
**700.000 tons**

Moreover, ALS continues to research and invest in the ALS Cargo Terminal Phase 02, expanding service capacity to 700,000 tons annually and adding specialized areas to serve express delivery and e-commerce cargo.





### International express handling customs service center

With the current situation of cargo terminals nearing maximum capacity, to expand cargo handling capabilities for the three cargo terminals at the Noi Bai border gate area, ALS has developed specialized solutions for Express Delivery and E-commerce cargo, facilitating customs clearance at the International express handling customs service center located within the airport's air cargo service area. This breakthrough solution effectively addresses the issue of expedited cargo release compared to conventional cargo handling.

Here, cargo handling services at the cargo terminal are ensured, including ULD handling and aviation security screening directly inside the center before being transferred to the terminal and loaded onto the aircraft. With the support of customs and aviation security agencies, activities conducted outside the terminal zone significantly optimize the terminal's capacity, reducing delays caused by large cargo volumes during peak periods.

**This initiative stands as a pioneering innovation, expanding the operational capacity of the gateway area for diverse cargo types to and from Vietnam. It's poised to meet the demands of the forthcoming logistics 4.0 era and the burgeoning e-commerce market in Vietnam.**

### FUNCTIONS



01

It is emerging as a hub for processing and handling cargo for global express companies such as DHL, UPS, FedEx.

02

It conducts ULD build-up operations to connect with cargo terminals, loading completed ULDs onto aircraft, and optimizing cargo handling and transportation times.

03

It plays a pivotal role as a customs clearance location for e-commerce goods, including those transported by road and air, and becoming the largest facility in the northern region.







ALS recognizes this as a critical point that needs to be improved. Leveraging its resources and operational experience at border crossings, ALS invests in constructing a logistics center within the Dong Dang Economic Border Gate area,

covering an area of  
**6.900**  
sqm

with a capacity to handle  
**9.000**  
vehicles/ month

and over  
**600.000**  
cargo tons per year



**ALS'S LOGISTICS CENTER**

is located within the Dong Dang Economic Border Gate area in Lang Son province, just 1.2 kilometers from border marker No.1116.

**The logistics center at HUU NGHI Border Gate, Lang Son**

The HUU NGHI International Border Gate in Lang Son province is Vietnam's largest land border gate with China. Positioned within the Nanning - Lang Son - Hanoi - Hai Phong Economic Corridor, it underscores the "two corridors, one economic belt" initiative between China and Vietnam. As a pivotal nexus, the HUU NGHI border gate fosters crucial relations among China, Vietnam, and ASEAN countries. HUU NGHI handles approximately 80% of the import and export cargo among Lang Son province's six operational border gates. Annually, the HUU NGHI border gate witnesses about 180,000 vehicles transporting goods.

Currently, at the HUU NGHI border gate area, there is only one cargo processing center where all cargo handling, processing, and transfer activities occur. With the logistics market experiencing steady growth of 10% per year, the infrastructure serving import-export cargo circulation needs is becoming overloaded. A shortage of machinery and equipment and a lack of international standards significantly impact the speed and quality of logistics service supply chains to meet industrial production flow requirements. This leads to container congestion and prolonged cargo congestion, causing inconvenience to goods, shippers, customers, and carriers, resulting in cargo damage, increased costs, and extended transit times.

**FUNCTIONS**

Customs declaration area; Cargo inspection area, equipped with specialized container scanning machines; Container consolidation yard; Specialized vehicle consolidation yard; Warehouses for consolidation and collection of outsourced goods; others.

**SERVICES**

Customs-supervised warehousing; bonded warehousing; Customs clearance and declaration services; Cargo inspection services; Cargo transload yard services, and others.



## LOGISTICS SOLUTIONS AT ALS LOGISTICS CENTERS



ALS's strategy is to establish logistics centers that provide services at key national economic locations and as convenient hubs for the cargo flow from Vietnam to the world and vice versa. ALS runs integrated logistics centers primarily in the northern region, with rapid and robust cargo turnover. Understanding the demand for speedy cargo release and consolidation via air transport, ALS introduces the concept of Off-Airport cargo terminals to cater to businesses at these logistics centers.

The Off-Airport cargo terminal solution brings numerous outstanding benefits for customers:

- 01 Shortens the time for weighing, security screening, and customs procedures. The entire process of export-import-customs clearance for goods takes place at these centers.
- 02 Facilitates consolidation and packing of cargo.
- 03 It saves time and costs when transporting goods to the airport.
- 04 Consequently, businesses can easily manage their supply chain operations quickly and efficiently.



ALS has established seven integrated logistics centers in Northern Vietnam, ensuring convenient geographical locations close to the cargo source to deliver services timely:

**LOT CN05, YP6 ROAD, YEN PHONG INDUSTRIAL PARK, YEN PHONG DISTRICT, BAC NINH.**

**Functions:** Cargo handling at Off - Airport Cargo Terminal, including aviation security screening, customs procedures, bonded warehousing, transportation services, and value-added services.

**DUK THUONG ICD, HOAI DUC DISTRICT, HANOI.**

**Functions:** Cargo handling at Off - Airport Cargo Terminal, ICD, customs procedures, transportation services, pharmaceutical storage, and value-added services.

**NO. 17 PHAM HUNG STREET, MY DINH 2 WARD, NAM TU LIEM DISTRICT, HANOI.**

**Functions:** Cargo handling at Off - Airport Cargo Terminal, customs procedures, transportation services, document storage services, and value-added services.



**LOT CN 1-1, YP6 ROAD, YEN PHONG INDUSTRIAL PARK, DONG PHONG COMMUNE, YEN PHONG DISTRICT, BAC NINH.**

**Functions:** Cargo handling at Off - Airport Cargo Terminal, customs procedures, transportation services, sorting automation according to requirements, and value-added services.

**LOT CN20 - 03, YEN PHONG INDUSTRIAL PARK, DONG PHONG COMMUNE, YEN PHONG DISTRICT, BAC NINH.**

**Functions:** Cold and cool temperature-controlled warehousing services, cold chain distribution center, cold transportation services, and value-added services.

**NO. 10, ROAD 5, VSIP BAC NINH INDUSTRIAL PARK, PHU CHAN WARD, TU SON CITY, BAC NINH.**

**Functions:** Cargo handling at Off - Airport Cargo Terminal, customs procedures, transportation services, and value-added services.

**NO. 200/8 NGUYEN SON STREET, BO DE WARD, LONG BIEN DISTRICT, HANOI.**

**Functions:** Cargo handling at Off - Airport Cargo Terminal, customs procedures, transportation services, and value-added services.





## LOGISTICS CONNECTION SOLUTIONS

With the solid resources for handling goods at border gate crossings and logistics centers, ensuring seamless cargo is crucial. Therefore, ALS develops solutions for connectivity and support:



### Customs clearance services

Customs procedures in any country are always challenging for global companies, including those shifting manufacturing to Vietnam.

Customs declaration requires a team with deep knowledge of regulations, documents, and systems. ALS simplifies the import-export customs clearance procedures, facilitating the smooth goods flow. ALS ensures swift handling of customs procedures for imports and exports according to each specific requirement, ensuring completeness, accuracy, and legality. With its expertise, ALS simplifies the import-export customs clearance process, facilitating the smooth flow of goods. It swiftly handles customs procedures for imports and exports according to each requirement, ensuring completeness, accuracy, and legality.



Consultancy for free on customs code types to benefit from tax incentives for each type of goods.



Electronic customs declaration, performed on behalf of the owners to work with customs or other relevant agencies.



Each year, the ALS takes over 300,000 customs declaration forms for various types of goods (green line / yellow line/ red line) and a diverse range of commodities.





### Domestic trucking services

Transportation is the backbone of logistics. Transportation services serve as the thread connecting logistics infrastructures within and beyond ALS. Domestic trucking service allows customers to transport large volumes of goods at lower costs thanks to the seamless technological infrastructure and real-time tracking of cargo status at all ALS service points. Easy tracking at every stop is an advantage for customers utilizing ALS's service ecosystem.

ALS's domestic transportation service operates under the trademark - Etruck. Etruck brings solutions closer to cargo sources, such as inside factories, industrial parks, etc., satisfying customers at the touchpoints and always ensuring cargo safety throughout the journey. The fleet is managed systematically, with experienced drivers rigorously trained to be ready for requests of loading and unloading at designated factory, cluster, and industrial park locations.







Cross-border trucking services

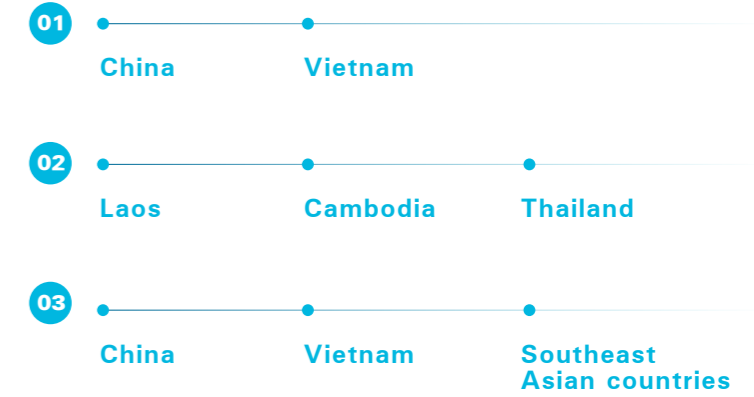


Cross-border trucking services

Geographically advantage with a 1,400km-long border provides many logistics opportunities through border crossings between Vietnam and neighboring countries. Cross-border transportation helps

- Enhance and expand the continuity of the regional supply chain
- Balance speed and transportation costs
- Reduce handling activities and costs between multimodal transportation methods such as air, road, sea, and rail.

Round-trip transportation and import-export customs declaration services:



Forwarding services

ALS's forwarding services are operated by ALS SDS Joint Stock Company, a joint venture between ALS and Samsung SDS that was established in 2016. ALS SDS specializes in air freight services, maintaining its position in the top 5 largest forwarder companies serving international airlines in the Vietnamese market.

**Functions:** forwarding, charter booking, GSA/CSA, warehousing, customs clearance.





## INVESTMENT PROJECTS

ALS keeps looking for opportunities to explore and develop niche markets. We continuously research and innovate to create practical solutions, contributing to the overall development of the national logistics sector. Through investment and research activities based on market trends and realities, ALS always identifies its pioneering role.

One of ALS's focused research projects is the **Ngo Quyen Industrial Cluster investment project in Hung Yen province**

It's one of the ALS subsidiary's notable industrial real estate products. The project aims to provide high-quality industrial products that align with local economic development plans and contribute to the industrial economy.



Total investment of  
**20 million USD**



Covering an area of  
**30 hectares**



**NGO QUYEN INDUSTRIAL PARK**

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# EXPERIENCE



INTERNATIONAL AIRLINES



FACTORIES, FDIS



GLOBAL LOGISTICS COMPANIES, FORWARDERS



CASE STUDY



Strategic Collaboration of ALS – DHL



Strategic Collaboration of ALS – Samsung





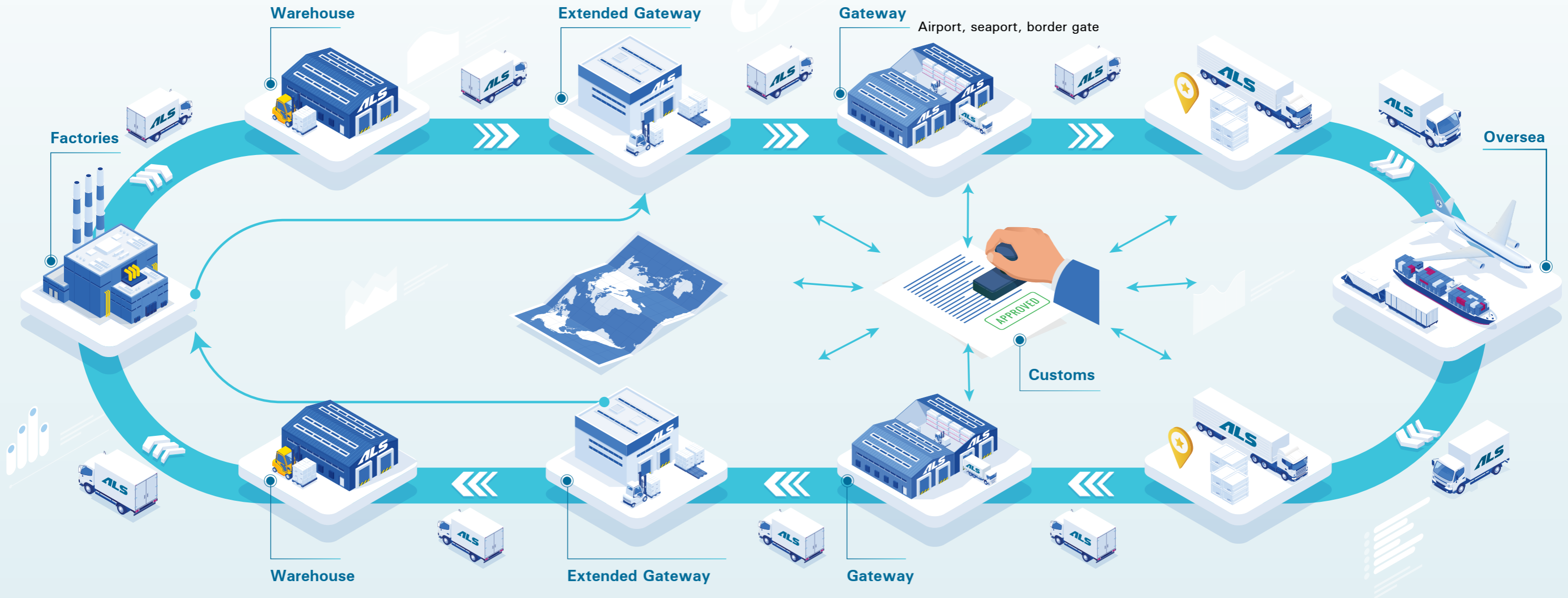
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## TECHNOLOGY AND INNOVATION



# TECHNOLOGY



In the National Digital Transformation Program until 2025, with a vision to 2030 approved by the Prime Minister, logistics is one of the eight prioritized sectors focused on digital transformation. This is the clearest evidence of the significant impact of digital transformation and technology on the efficiency of service operations and productivity enhancement for logistics companies.

Accordingly, ALS's robustly centralized management activities consider **TECHNOLOGY AND HUMANS** to be the two core factors for investment. ALS focuses on creating and building effective connectivity platforms between links in the supply chain, refining document processing, and data streamlining.

**OPERATION APPLICATION** **infor** **AOMS** **hermes** **ETRUCK**  
Logistics Technologies Ltd We Connect

**MANAGEMENT APPLICATION** **SAP S/4 HANA** **Office 365**

**REPORT & BUSINESS INTELLIGENCE** **Power BI** **ORACLE**  
DATA WAREHOUSING

**PLATFORM AND DATA BASE** **Microsoft** **FORTINET** **CISCO SYSTEMS**



## TEAM AND EXPERTISE



**2000 employees**



Human resources are the critical factor that helps ALS maintain its position and enhance competitiveness. With nearly 2000 employees, ALS builds a dynamic, proactive environment that encourages innovation and creativity.

### WELL-TRAINED & QUALIFIED OPERATION STAFF

- Courses regulated by IATA are trained by the ALS Training Center (certified by IATA).
- Fundamental and specialized logistics vocational courses.
- Aviation safety and security courses are regulated by the Civil Aviation Authority of Vietnam.

### ORIENTED MANAGEMENT TEAMS

- Advanced vocational courses for management and leadership teams.
- High-level strategic forums and talk shows.
- Access to leading experts both domestically and internationally.
- Utilization of platform management tools, up-to-date market research data, and decision support.



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# ACHIEVEMENTS

MEMBERSHIP



VIETNAM LOGISTICS FORUM

ALS was recognized as one of the outstanding enterprises making significant contributions at the Vietnam Logistics Forum 2023, awarded by the Ministry of Industry and Trade of Vietnam.



NETWORK OF MEMBER COMPANIES AND PARTNERSHIPS

ALS has established a network of member companies and partnerships with up to 11 entities, including newly formed entities, mergers & acquisitions, and joint ventures with international partners.

AVERAGE GROWTH





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**AVIATION LOGISTICS CORPORATION**

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