

Ref NO: OD/21/190/26

DATE: 28 April 2026

Sub: SEALED QUOTATION(S) Re-INVITATION FOR PROCUREMENT OF AVIATION (Jet A-1) FUEL at HKG/ VHHH (Hong Kong International Airport)

Dear Managers, Fuel, Sales & Marketing

NEPAL AIRLINES CORPORATION (herein called as Buyer) , hereby re-invites SEALED QUOTATION(S) for Into-Plane Fuel price differential ,preferably in USD/USG, from Aviation Fuel Suppliers/Retailers for supply of Jet A-1 Fuel to Nepal Airlines Aircraft(s) at the following location(s) on 24 months Agreement basis, with provision for further contract extension and contract termination with 45 days' notice period.

ESTIMATED FUEL UPLIFTMENT in Tons/Million USG, in the below table, are purely estimates and covers for total fuel uplift at the airport over a 2 year period and are subject to change with the flight schedule changes and operational requirements like A/C change and others.

AIRPORT (ICAO CODE)	ESTIMATED UPLIFTMENT (TONS/MILLION USG)	CONTRACT PERIOD
Hong Kong International Airport/HKG/ (VHHH)	5277310 USG /(5.277Million USG)(or 16038 Tons) Approx.	01 May 2026 to 30 Apr 2028 (Both Days Inclusive)

The Sealed Quotation(s) should be in accordance with the following details:

1) QUALIFICATION OF THE FUEL SUPPLIER/FUEL SERVICE PROVIDER (herein called as "SELLER")

- SELLER must have Aviation Fuel Supply Experience of 2 years or more.
- SELLER must have valid license and or documents to conduct Fuel Supply Business and the evidence of which must be enclosed along with the Sealed Quotation documents as enclosures. (MoU between parties)/Agreement with major supplier
- SELLER and/or it's Into Plane Agent (ITP) should have valid quality Certification from the appropriate authority.
- SELLER and/or it's Into Plane Agent must have aviation fuel supplying facility at airport for which the sealed quotation has been sought. SELLER to mention the name of the ITP at the airport through which the ATF shall be supplied to NAC registered aircraft along with the document that verifies the above justification of the SELLER.
- SELLER and/or it's Into Plane Agent/Fuel Service provider shall maintain during the term of the agreement an airline aviation general third party liability



insurance for a combined single limit of \$ 1,000,000,000 (USD 1 Billion) for each occurrence.

- SELLER must participate in the SEALED QUOTATION(S) directly. No agent or broker will be allowed for SEALED QUOTATION(S) OFFER, negotiation or any type of communication.

2) QUOTATION SUBMISSION & PROCESSING FEES:

A SELLER Shall submit their bid PHYSICALLY in a Sealed Envelope ONLY and may download the bidding documents for physical submission from <https://www.nepalairlines.com.np/notices>

Sellers should deposit the cost of processing , a non-refundable fee of NPR 20,000.00 (Rupees Twenty Thousand Only) or Equivalent amount in USD. Sellers, submitting their offers, should deposit the cost of processing fee in the following Rajaswa (revenue) account as specified below.

Information to deposit the cost of processing fee in Bank:

Name of the Bank: Nepal Bank Limited

Name of Office: Nepal Airlines Corporation

Office Account no.: Current A/C No. 002-001-00509938-000001

SWIFT: NEBLNPKA

OR

Name of the Bank: **Himalayan Bank Limited**

Name of Office: **Nepal Airlines Corporation**

Office Code no. :

Office Account no.: **00300406330048 (USD Account)**

SWIFT: **HIMANPKA**

3) Price Escalation/De-Escalation Mechanism:

For the purpose of the above, Nepal Airlines have the following established and approved fuel price adjustment formula :

Fuel Price Formula: MOPS or MOPAG(Previous Month Average) + Platts Premium(if applicable) for Previous Month+ Fixed Differential(Margin) DTF(Duties, Taxes and Fees) or Thru,put charges(Airport Taxes and Levies and other charges if any as per actual).

The above fuel price formula shall be used for fuel price adjustment on a monthly basis. Sellers to provide Fuel price Notifications to Nepal Airlines in the first week on each English calendar month.



4) Fuel price Component Allocation Table:

ANNEX B

Airport	MOPS/MOPAG (Previous Month Average) Price USD/USG	MOPS/MOPAG Premium (if applicable) (Previous Month) USD/USG	Differential (Margin) USD/USG	Duties, taxes and fees and others (as per actual) USD/USG or as mentioned in local currency	Other Fees as applicable (USD/USG)	INTERNATIONAL FINAL Fuel price (USD/USG)

5) Taxes/fees and 3rd Party Charges

Duties, taxes and fees, 3rd party charges, and all levies, to be shown as a separate line item in a table for the offer price. The format of the fuel price table shall be as per Annex B. Source of exchange rate for taxes/fees in currency other than USD shall be clearly mentioned and notifications of same shall be shared with NEPAL AIRLINES as per invoicing frequency.

6) Fixed Differential (Margin)

Fixed Differential shall be quoted for the entire contract period and will remain fixed through the currency of contract which will be part of the contract price for a respective location.

7) Conversion Factor/Exchange Rate

Conversion rate and factors from : (a) LTR to USG, (b) MT to USG shall be clearly mentioned at the time of submission of Sealed Quotation(s).

8) Payment/Credit Terms

Please indicate credit period and invoicing frequency clearly in your offer, unless otherwise indicated in the offer and fuel supply agreement, credit period shall always be counted from date of invoice. The credit terms (credit limit and credit period) shall also be considered during evaluation.



9) Discounts/Rebates on Expedited Payments

Please state clearly your offer for discounts/rebates in case of settlement of invoice(s) before due date. This will also be used to choose among the supplier when they have the exactly same offer for price.

10) Currency of Payment

USD or the applicable local currency of seller's country. Buyer shall make its best effort to pay in USD. However, when the context requires for local currency payment for the Buyer(for example funds available in THB/MYR/INR/AED,etc) due to depleting USD reserves in our bank accounts or any other unforeseen circumstances, Seller shall accept the payments in local currency for which the airport is located.

11) Mode of payment & Name of The Bank(s)

Please state clearly your preferred mode of payment. (Pre-Payment/Post Payment) and Bank(s) details in USD or applicable local currency, and credit limit and credit period

12) Invoicing Frequency & Mode

Seller shall invoice the Nepal Airlines (Buyer) on weekly basis for all fuel delivered to Buyer. Invoices shall state costs of product, differential, taxes, duties and any other charges as separate line items

13) Price Notification Frequency

The Fuel price Notification shall be made available to the Buyer during the first week of each English Calendar month and the same shall be valid for the entire month for all fuel purchases made by the Buyer, provided there is no error in the in the fuel price notification, that largely impacts the fuel invoices issued to the Buyer.

Due to various iterations in the calculations, there might be a difference of +/- 0.01 USD per KL from the actual invoiced price due to rounding offs and exchange rate conversions. Buyer may ask the Seller to correct the invoices, when the differences seem very high and Seller shall rectify such errors in the invoice.

14) SEALED QUOTATION(S) EVALUATION CRITERIA

The Sealed Quotation(s) for award of contract will be evaluated for lowest quote taking into account the impact of following parameters.

- Platt's Market Quoted(MOPS/MOPAG) Previous Month Average
- Platts Premium(Previous Month)-if applicable and quoted by the Seller
- Fixed Differential(Margin)
- Duties, Fees & taxes and other levies
- Opportunity Cost/Saving of funds in case of advance payment or offered credit period and discount and rebates for payments made before due date.

- Opportunity Cost/Saving of funds in case of advance payment or offered credit period and discount and rebates for payments made before due date.

Fuel Price Formula: MOPS or MOPAG(Previous Month Average) + Platts Premium(if applicable) from Previous Month+ Fixed Differential(Margin) DTF(Duties, Taxes and Fees) or Thru,put charges(AirportTaxes and Levies and other charges if any as per actual),

16) Submission of SEALED QUOTATION(S)

Your SEALED QUOTATION(S) must reach by 1700 Hrs Nepal Standard Time on 13th May 2026 in a sealed envelope and delivered through courier at the following address.

DIRECTOR
OPERATIONS DEPARTMENT
HEAD OFFICE, NEPAL AIRLINES CORPORATION
4TH FLOOR, NAC BUILDING
NEW ROAD GATE, KANTIPATH
KATHMANDU, NEPAL
TEL: +977-1-4222268; FAX: +977-1-1-4225348
E-MAIL: dir.od@nac.com.np; bijay.kumar@nac.com.np

And/or alternatively, our International Offices abroad may also receive your Sealed Quotations and help you reach your offer at above address citing very less submission time of 15 days and time taken by courier companies to deliver the documents.

ENVELOPE SHOULD BE MARKED 'CONFIDENTIAL' AND 'SEALED QUOTATION(S) FOR SUPPLY OF JET FUEL at HKG'

Please acknowledge the message by e-mail.

17) Terms of Offer

After final award of contract no change in terms and conditions mentioned in original offer shall be accepted unless deemed appropriate by NEPAL AIRLINES. In case of contravention NEPAL AIRLINES reserves the right to reject the offer or SEALED QUOTATION(S). This right shall be without prejudice to any remedy available under the terms of offer.

18) SEALED QUOTATIONS Offer VALIDITY

The offer should remain valid up to 31st May 2026. Buyer may request to add additional offer validity period under unforeseen circumstances and Seller shall adhere to such requests from Buyer to stand a chance for evaluation proceedings.

19) **Extension of Agreement After End of Contract Period Validity**

Seller to state clearly your offer for the extension of your agreement beyond contract period as specified in this SEALED QUOTATION(S) INVITATION. Buyer may request for extension of the aviation fuel supply agreement to the Seller. As per mutual understanding, both parties may agree to

20) **Opening of SEALED QUOTATIONS**

SEALED QUOTATIONS will be opened on the day after the LAST DAY OF SUBMISSION OF SEALED QUOTATION(S) in the presence of the concerned COMMITTEE MEMBERS within NEPAL AIRLINES premises. In case of holiday(s), it will be opened on the subsequent business day.

21) NEPAL AIRLINES reserves the right to accept or reject any or all offers or divide among more than one supplier at any stage, any time without assigning any reason & any liability whatsoever.

22) NEPAL AIRLINES kindly requests you to fill ANNEX A and ANNEX B (Fuel price Component Allocation Table), attached along with this Quotation Invitations, and provide us with the supporting documents accordingly.

23) For any query, please feel free to contact at below given address.

TEL: +977-1-4222268; FAX: +977-1-1-4225348

E-mail: bjjay.kumar@nac.com.np

Thanking you

For: Nepal Airlines Corporation

Director,
Operations Department

ANNEX A

S.NO:	DATE: 28 th Apr 2026	PARTICULARS	YES	NO	N/A
1		AVIATION FUEL SUPPLY EXPERIENCE (Minimum 2 years or more of Fuel supply experience at any international airport). Sellers are required to submit their experience and business portfolio in office letter head to validate this.			
2		VALID LICENSE AND/OR DOCUMENTS, to Conduct Fuel Supply Business. Sellers are required to attach all document to validate this.			
3		Valid Quality Certification from The Appropriate Authority. Sellers are required to attach all document to validate this.			
4		Seller and/or it's ITP must have own supplying Facility at Airport. Sellers are required to attach all document to validate this.			
5		Airline Aviation General Third-Party Liability Insurance of USD 1 Billion. Sellers are required to attach all document to validate this.			
6		Bank Voucher for cost of processing fee for Sealed Quotation Offers submitted. Sellers are required to attach all document to validate this.			

Note:

- 1) ANNEX A MUST be duly signed and/or stamped with official seal.
- 2) The party participating in the Quotation process shall submit the attested copy of the document(s) through courier.

