

34

YEARS
1990 - 2024

ANNIVERSARY



THE WAY FORWARD

CORPORATE PROFILE



August 2024



THE WAY FORWARD

RELENTLESS DEVELOPMENT

INTENSIFICATION 2017-2025

- 2025-2026: GML Phase 2
- 2025: Nam Dinh Vu Phase 3
- 2023: Nam Dinh Vu Phase 2
- 2021: Gemalink Phase 1
- 2018: Nam Dinh Vu (Phase 1), Expansion of Binh Duong Port (Phase 2)
- 2017: Nam Hai Logistics, Mekong Logistics, Expansion of KGL & SCSC

EXPANSION 2002-2016

- 2014: Nam Dinh Vu, Nam Hai ICD, KGL, PDI Center
- 2012: DC2
- 2011: DC1
- 2008: GMD Tower, Nam Hai Port, Dung Quat Port
- 2010: Air Cargo Terminal
- 2003: Container Liner Transport
- 2002: IPO

BUILDING BASES 1990-2001

- 2000: No.2 Container Handling Volume
- 1997: Midstream operation
- 1995: Phuoc Long ICD Port
- 1990: Established

BUILDING BASES – FORMING FUTURE

Pioneer & Leader in Port - Logistics

Visionary Management & high-quality workforce

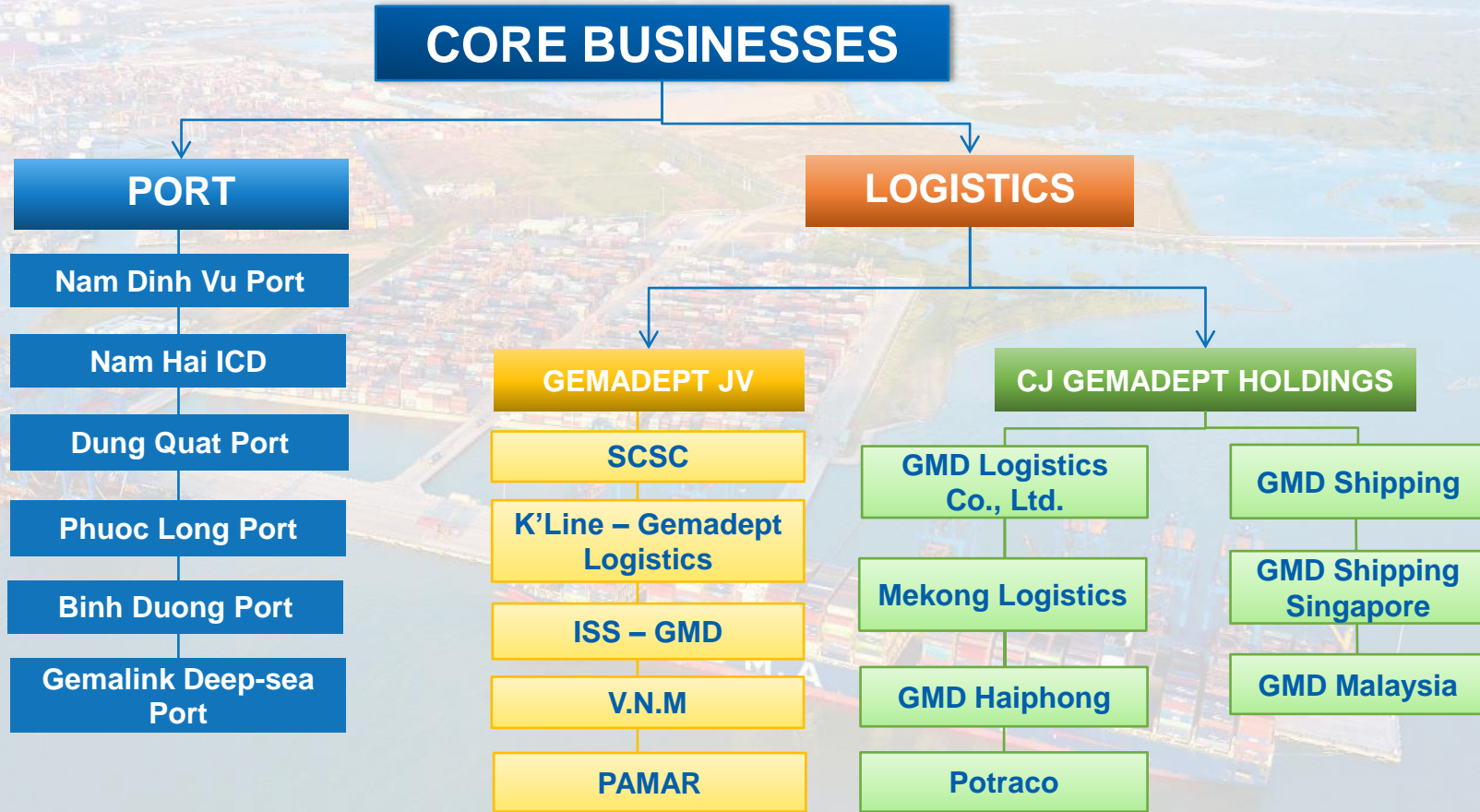
Strategic asset network & strong finance

Over 34 years of experience in the industry

Strong partnership with MNCs & Clients



CORE BUSINESS STRUCTURE



Port capacity

2 km berth length
3.6 mil. TEUs
2.0 mil. tons break bulk

DC

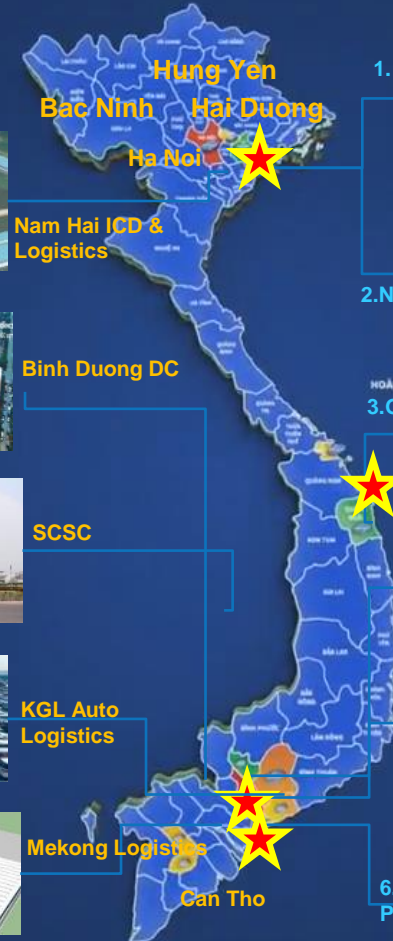
22 DCs /WHs
450,000 m²
10 Mil CBM /Tons in 2023

Air Cargo Terminal

52,000 m² apron area
27,000 m² cargo area
64,000 m² warehouse

Transportation

36 ocean and river ships
136 truck heads & 75 vans
5,500 TEUs of container boxes
Modern Equipment



1. Nam Hai ICD



2. Nam Dinh Vu Port



3. GMD Dung Quat Port



4. Binh Duong Port



5. Phuoc Long ICD

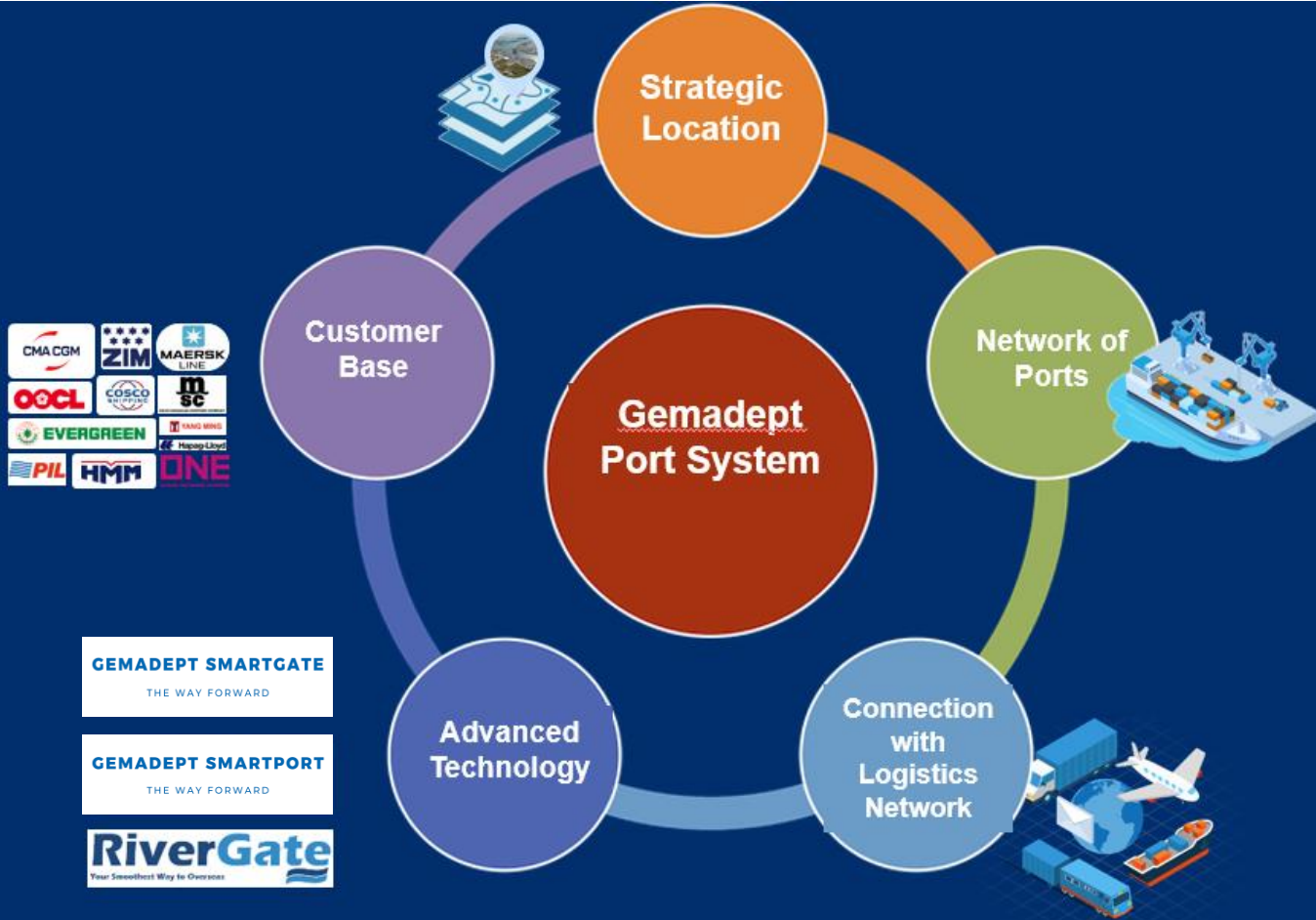


6. Gemalink deep-sea Port



INTEGRATED LOGISTICS NETWORK





IMPORT AND EXPORT



Total import and export value of Vietnam in **first 6 months** reached **USD 368,5 Billion**, **increase 15.7%** over the **same period in 2023**.



2 largest import-export markets of Vietnam first 6 months 2024

IN JUNE 2024:

IMPORT TURNOVER

was estimated at **USD 30.15 billion**, **increasing 13.1%** over the same period of 2023

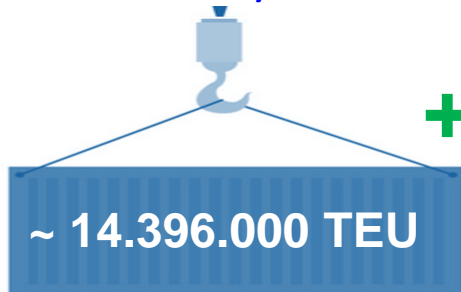
EXPORT TURNOVER

was estimated at **USD 33.09 billion**, **increasing 10.5%** over the same period of 2023

GMD PORT THROUGHPUT GROWTH IN 6M/2024

CONTAINER CARGO VOLUME VIA VIETNAM PORTS

IN 6M/2024



+22%

Container
Cargo

The total seaport throughput in Vietnam in 6M/2024 was estimated at **421 million tons**, increase of about 16% over the same period 2023. Meanwhile, container cargo estimated at over **14 million TEUs**, **increase** of about **22%**.

Source: Vietnam Maritime Administration & VPA

GEMADEPT PORT SYSTEM'S THROUGHPUTS MARKET SHARE IN 6M/2024

GMD PORT SYSTEM
THROUGHPUTS

1,994,000 TEUs

NORTH SYSTEM

17%

581,000 TEU

CENTRAL SYSTEM

30%

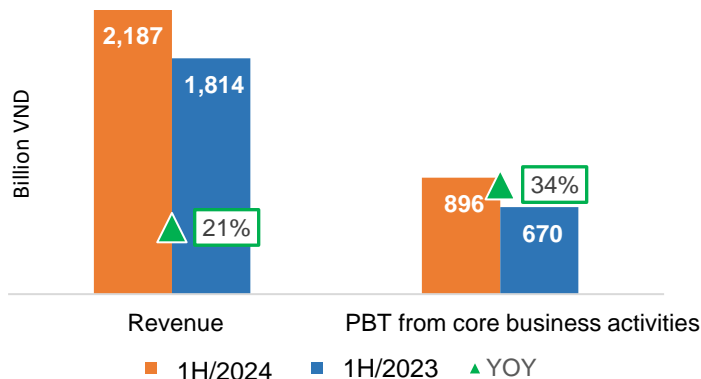
885,000 TON

SOUTH SYSTEM

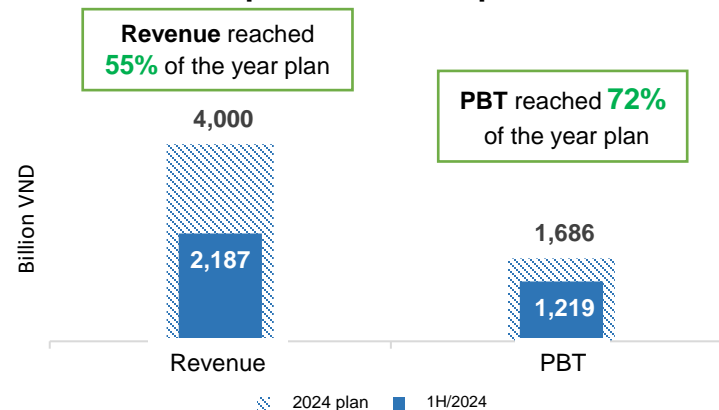
27%

1,413,000 TEU

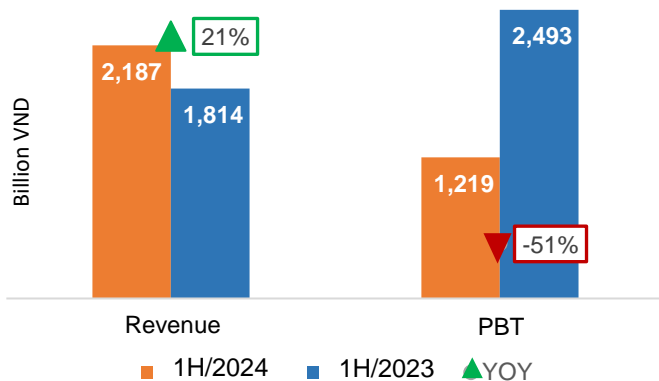
Revenue and PBT from core business activities in 1H/2024



% completion of 2024 plan



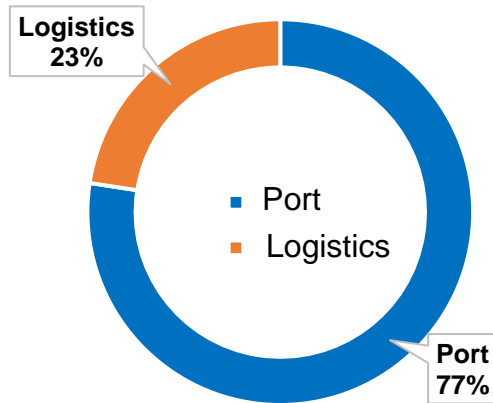
Revenue and total PBT in 1H/2024



	1H2024	1H2023
Gross Profit Margin	45%	49%
PBT Margin (*)	41%	37%
EBITDA Margin (*)	53%	51%

(*) Excluding profit from capital transfer of the port

PBT FROM CORE BUSINESS ACTIVITIES IN 1H/2024



BUSINESS RESULTS IN 1H/2024

Port operation has contributed **77%**.
Logistics and Shipping activities have contributed about **23%** to PBT of the business activities of Gemadep.

2023-2025 PLAN - MAJOR PROJECTS



NDV 3

- Currently being developed to put into operation from 2025
- Cooperation to develop Nam Dinh Vu Phase 3
- **Scale: 25ha; 660m berth length; increase 600K TEUs + 30K tons bulk throughput; 2,800B VND**



GML 2A

- Develop Gemalink phase 2 from 2024, putting into operation from 2025-2026
- Cooperation with partners to develop Gemalink phase 2
- **Scale of GML 2A: 11 ha; 150m berth length; increase 600k TEUs throughput; \$150M USD**



NEW PROJECTS

- Develop new projects: Logistics Centers, ICDs in the South, **scale ~10ha**
- Focus on ports, Air cargo terminals, ICDs, Logistics Centers, Distribution Centers, IZs, etc.

GEMADEPT PORT SYSTEM IN THE NORTH



NAM DINH VU – THE LARGEST RIVER PORT CLUSTER IN THE NORTH



NAM DINH VU – PHASE 2

VESSEL SIZE: 48,000 DWT



TOTAL CAPACITY (3 PHASES): 2M TEUS
TOTAL BERTH LENGTH : 1.5 KM

TOTAL AREA : 65 HA

NAM DINH VU – PHASE 2

**NAM DINH VU PORT PHASE 1&2 CAN ACCOMMODATE
5 FEEDERS AT THE SAME TIME**



- **Location:** Haiphong maritime channel, from HICT turning basin to Nam Dinh Vu port (buoy pair area "29"- "30" to buoy pair area "43"- "46")
- **Project scale:**
 - Channel length: **L = 5,9 km**
 - Channel bottom width: **B = 80m**
 - Current dredging depth: **-7m CD**
 - Dredging depth after project completion: **- 8.5m CD**
- Construction time: Feb-July/2024.
- The dredging and maritime announcement has been completed.



GEMALINK

- No of Berth: 3 + 370m
- Vessel size: Up to 25,000 TEUs
- Capacity:
 - ❑ 1.5M TEUs (Phase 1)
 - ❑ 3M TEUs (Full phase)



CAI MEP AREA MAP



World Bank: 2023 Cai Mep port cluster is ranked
#7 among the most effective ports in the world



GEMALINK INTERNATIONAL PORT

The **largest** deep-sea port in Vietnam

TOP 19 ports in the world capable of accommodating the largest mega-ships up to **250,000 DWT**



GEMADEPT

THE WAY FORWARD

GEMALINK INTERNATIONAL PORT



GEMALINK PHASE 2



INVESTOR

- Gemadept: 75%
- CMA CGM: 25%

BERTHS:

- 1 more main berth
- Nearly 500m feeder berth

VESSEL SIZE:

- 250,000DWT
- 25,000 TEUs

CAPACITY:

- 1.5 Mil TEUs

OPERATION:

- From 2025 - 2026

AREA

- 39 ha

Over 3M TEUs since Gemalink official opening



Gemalink breaks depth record with - 16,5m draft



The vessel **CSCL PACIFIC OCEAN** (IMO: 9695133, MMSI 477712800) is a Container Ship built in 2014 (8 years old) and currently sailing under the flag of **Hong Kong**.

POSITION & VOYAGE DATA



Track on Map

Add Photo

Add to fleet

Suez Canal, Egypt
ETA: Jan 5, 18:00

Predicted ETA	
Distance / Time	
Course / Speed	309.8° / 19.0 kn
Current draught	15.9 m
Navigation Status	Under way
Position received	11 hours ago
IMO / MMSI	9695133 / 477712800
Callsign	VRNV5
Flag	Hong Kong
Length / Beam	400 / 59 m

Singapore, Singapore
ATD: Dec 25, 08:00 UTC

The sample inland waterway transport route map

- **70 - 75%** of the annual import and export goods of the Mekong Delta region is transported to the Port Clusters in Ho Chi Minh City and Cai Mep - Thi Vai.
- Besides reducing road load and logistics costs by **60-70%**, inland waterway transport also helps to reduce dredging of channels to maintain large ships entering the Mekong Delta.
- With **2 ships per week**, aiming to form a container bus.





THE WAY FORWARD

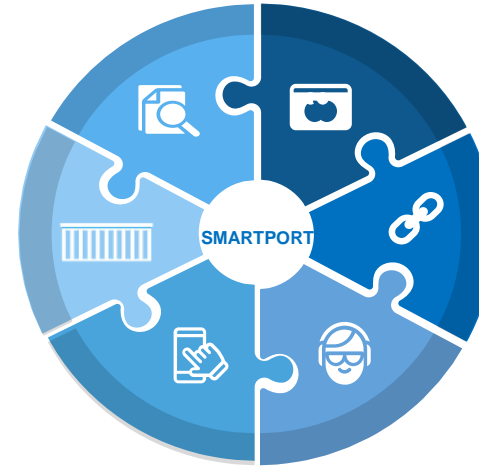
DIGITAL TRANSFORMATION



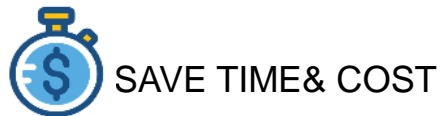
SMARTPORT APPLICATION

FEATURES

- ✓ ONLINE PAYMENT
- ✓ ONLINE BOOKING
- ✓ ONLINE TRACKING
- ✓ MOBILE APP – DRIVER CONNECTION
- ✓ EDO – MLOS CONNECTION
- ✓ 24/7 HELPDESK SUPPORT



BENEFITS





REPORTING

create operations reports including congestion times, visits efficiency and barge reliability.



NOTIFICATION

stay informed about your cargo and barge visits with an automated notification system.



CLOUD-COMPUTING

easy to keep track with all real-time activities in every devices whether web-platform or mobile apps.



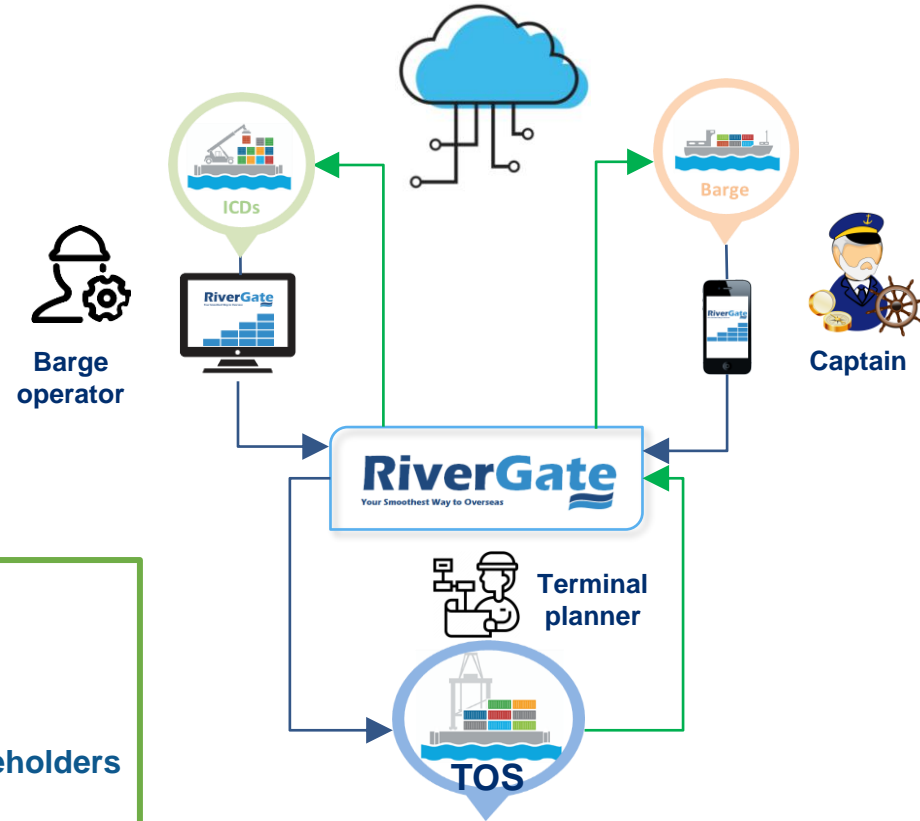
SOLUTIONS

Minimize barge waiting times

Optimize berth planning.

Saving Cost & Time for all stakeholders

CLOUD-COMPUTING Real-time database



INNOVATION IN PORT OPERATION

CMMS MAXIMO



Software program that centralizes maintenance-related information and facilitates the processes of maintenance operations



Facilitates the process of maintenance operations and helps **optimize** the use and availability of physical equipment

CHESS CATOS



CHESS software consists of yard truck pooling, job scheduling and real time routing and dispatching

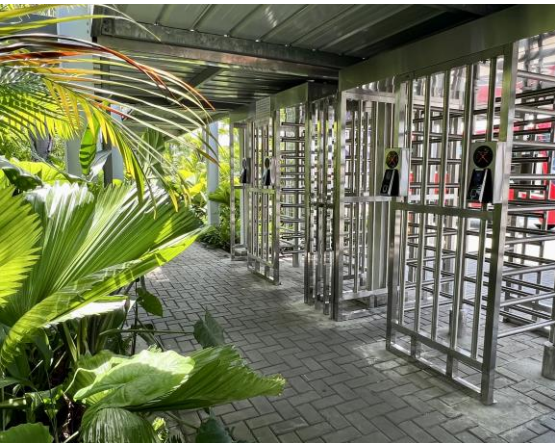


Optimize the fleet of trucks and trailers and reduce distances by 10 to 20%





- ✓ Organize a training course to increase awareness about **carbon** emission reduction
- ✓ The **1st** Vietnam port operator implemented GHG emissions inventory and reporting.
- ✓ Applying Green Port Standards by Vietnam Maritime Bureau.





4000
mangrove tree has been planted



TARGET **50-hectare** mangrove forest by 2025
Carbon Sequestration Estimated over **50** tCO₂e per year
=>>> Receive Carbon Credit



HSBC VIETNAM AND GEMADEPT CORPORATION SIGN SUSTAINABILITY LINKED LOAN AGREEMENT



LỄ KÝ KẾT/ SIGNING CEREMONY THỎA THUẬN TÀI TRỢ LIÊN KẾT BỀN VỮNG SUSTAINABILITY LINKED LOAN AGREEMENT



In a joint effort to create sustainable value for the community, HSBC and Gemadept Corporation signed a Sustainability Linked Loan Agreement on May 28, 2024

NON-CORE ASSETS: DIVESTING

Under legal formalities and design; negotiating with potential investors



Maintaining the planted area;
Looking for potential partners/investors.

Looking for partners, potential investors



GEMADEPT'S RECENT AWARDS & ACTIVITIES HIGHLIGHT



Gemadep appears in Forbes Asia's Best Under a Billion 2023



Gemadep nominated for Top 10 Best IR activities 2024



Gemadep Corporation honored in "Top 10 Reputable and Effective Public Companies in 2024"



Gemadep was honored 3 prestigious awards at the Vietnam Listed Company Awards 2023

FOCUS ON BENEFITS OF STAKEHOLDERS AND ESG CRITERIA



- Effective Business Results for Sustainable Development
- Environment – Social – Governance
- Corporate Culture & HR Promotion
- Ever increasing values for all stakeholders

MISSION – VISION – CORE VALUES



Mission:

To promote the economic growth and create added values for the country, the corporation and partners through comprehensive service chain and outstanding solutions.

Vision:

To become a leading corporation in Vietnam in Port and Logistics integrated ecosystem.

Core values:

Nationalism – Pioneer – Responsibility – Integrity – Innovation – Connection.





THE WAY FORWARD

THANK YOU

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