



**THE WAY FORWARD**

**35**  
YEARS

1990 - 2025  
ANNIVERSARY



# CORPORATE PROFILE

*February 2025*

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## **VIETNAM**

The Emerging Gateway Port  
of the World

## **GEMADEPT**

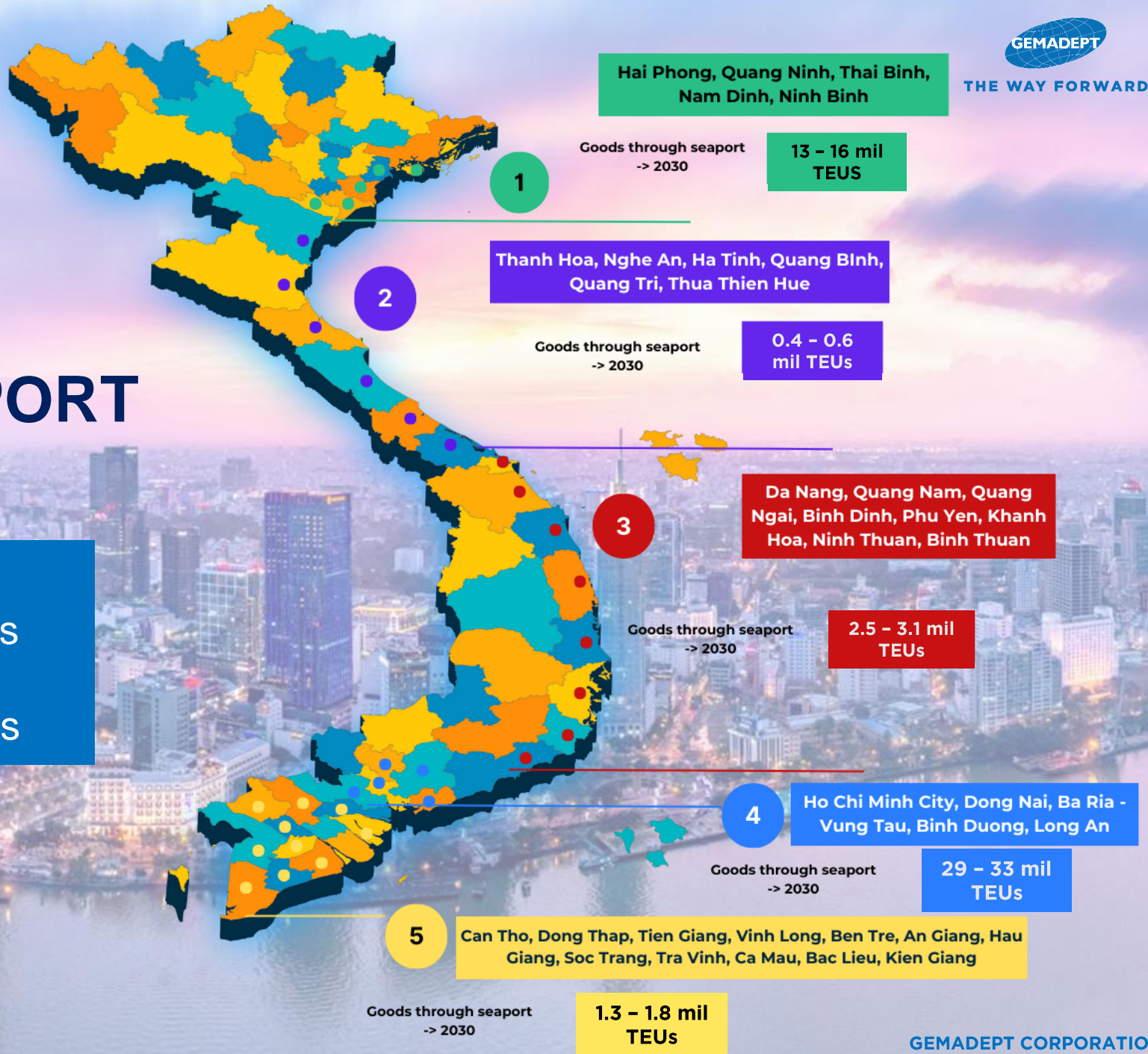
The Leading Port & Logistics  
Corporation in Vietnam

**USEFUL INFORMATION &  
BEYOND**



# VIETNAM THE NEW GATEWAY PORT OF THE WORLD

**VISION TO 2030**  
**Volume - 1,330 to 1,612 bil Tons**  
**~ 46,3 to 54,5 mil TEUs**  
**Container Transit - 4.1Mil TEUs**



# VIETNAM ECONOMY AT A GLANCE



Total import and export value of Vietnam in 2024 reached **USD 786,29 Billion, increasing 15.4%** over the same period in 2023.

IMPORT	EXPORT
<b>+16.7%</b>	<b>+14.3%</b>
USD 380.76 Bil	USD 405.53 Bil

## IN DECEMBER 2024:

### IMPORT TURNOVER

was estimated at USD 35.01 billion, **increasing 16.7%** over the same period of 2023

### EXPORT TURNOVER

was estimated at USD 35.53 billion, **increasing 12.8 %** over the same period of 2023





# GEMADEPT

*The Leading Port & Logistics  
Corporation in Vietnam*



RELENTLESS DEVELOPMENT

## INTENSIFICATION 2017 - 2025

- 2026-2028: 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



**Pioneer & Leader in Port - Logistics**

**Visionary Management & high-quality workforce**

**Strategic asset network & strong finance**

**Over 35 years of experience in the industry**

**Strong partnership with MNCs & Clients**



**Gemadept with the Pioneer spirit on business sectors:**

- ✓ Deploying container services in Vietnam
- ✓ Opening the first ICD, with mid-stream operation
- ✓ Becoming the 1<sup>st</sup> joint stock company to invest in Air-cargo terminal
- ✓ Green-house gas emission inventory & reporting / Securing green capital



GREATNESS

The Way Forward



# PORT & LOGISTICS ECOSYSTEM



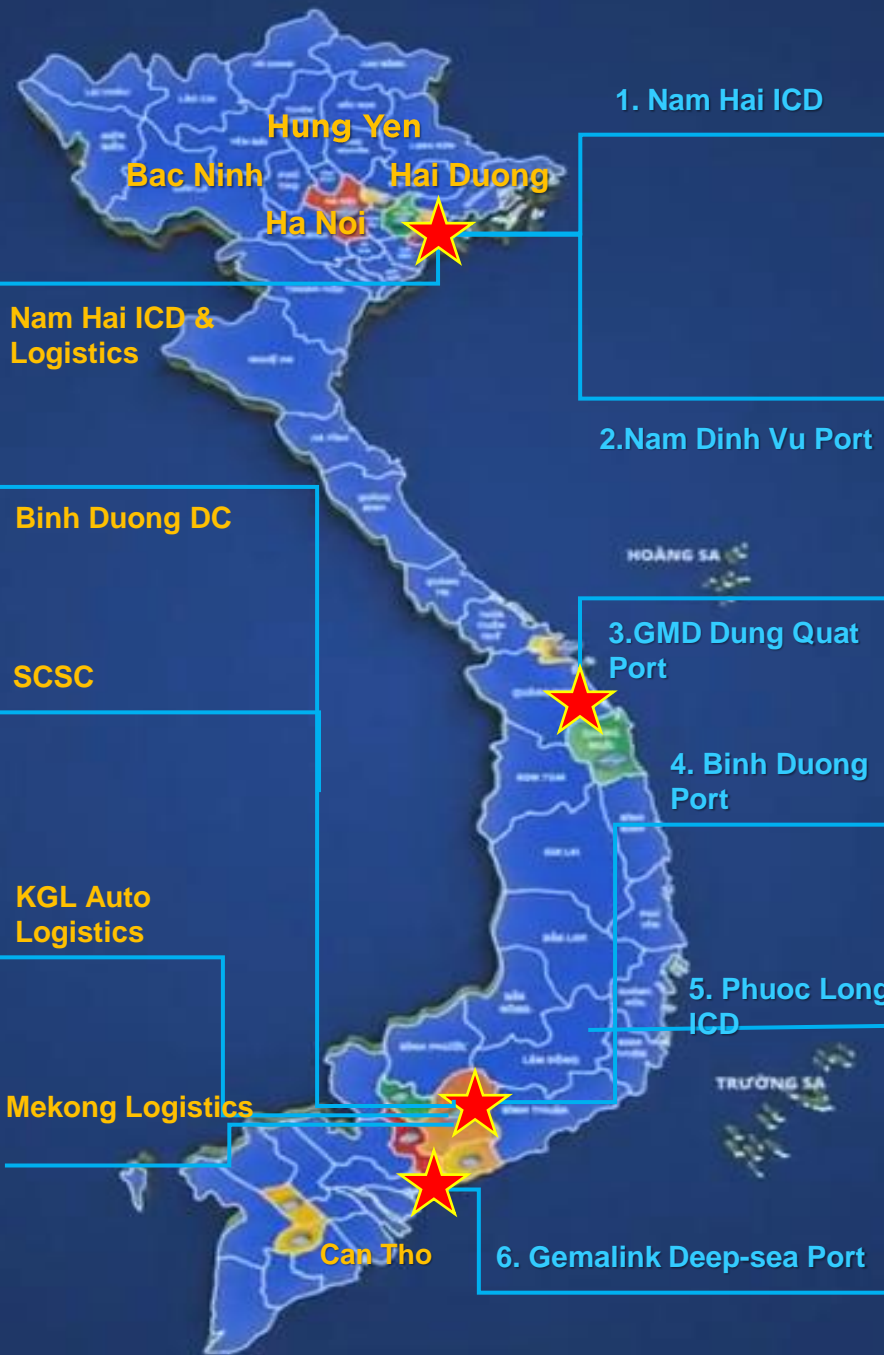
**LOGISTICS SYSTEM**

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

**DC**  
24 DCs /WHs  
450,000 m2  
10 Mil CBM /Tons in 2024

**Air Cargo Terminal**  
52,000 m2 apron area  
27,000 m2 cargo area  
64,000 m2 warehouse

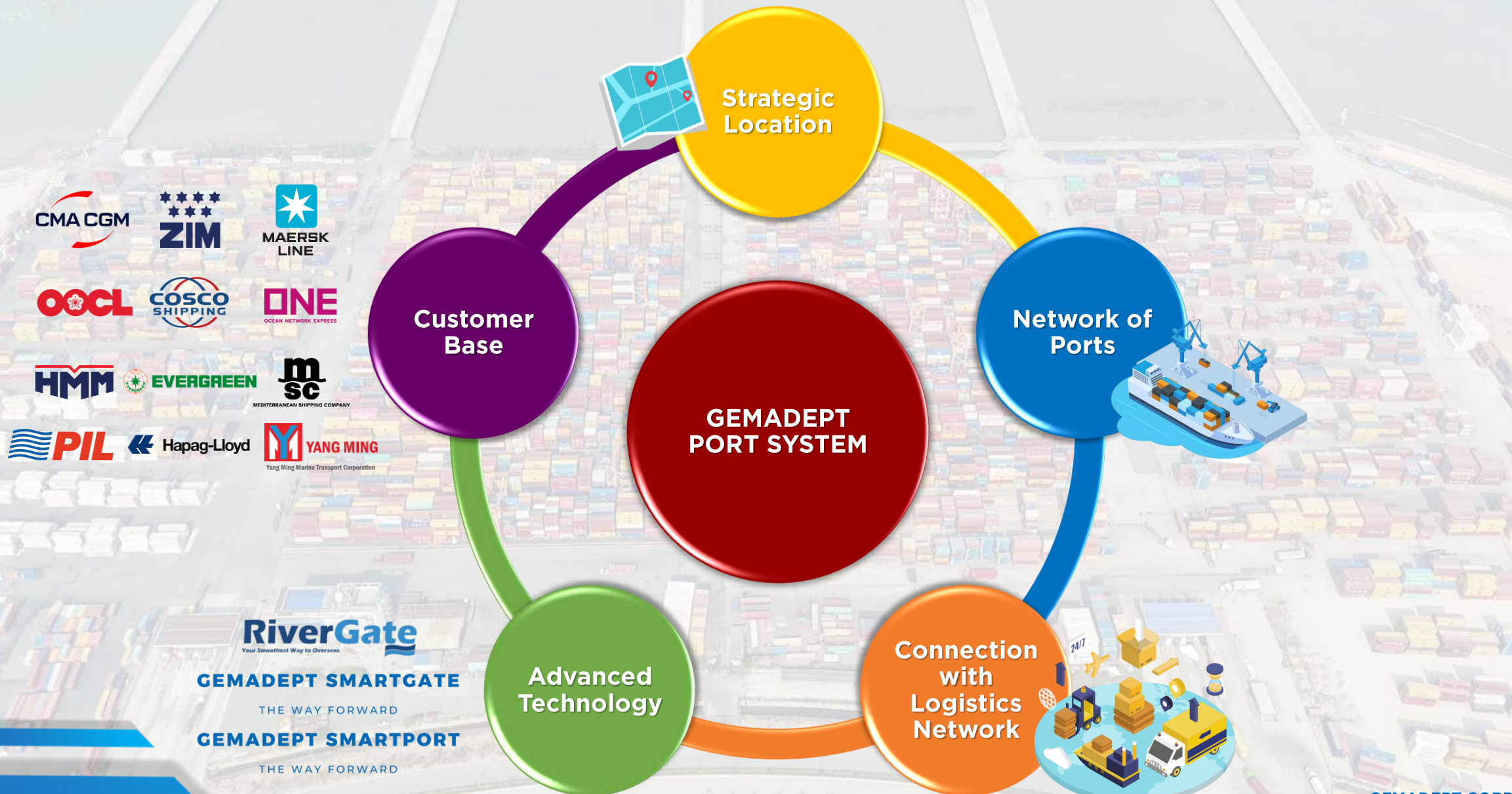
**Transportation**  
36 ocean and river ships  
136 truck heads & 75 vans  
5,500 TEUs of container boxes  
Modern Equipment



**PORT SYSTEM**



# GEMADEPT'S COMPETITIVE ADVANTAGES IN PORT OPERATION



Strategic Location

Network of Ports

Connection with Logistics Network

Advanced Technology

Customer Base

GEMADEPT PORT SYSTEM

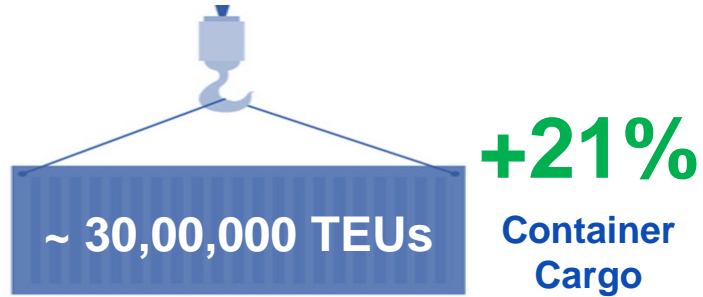
- CMA CGM
- ZIM
- MAERSK LINE
- OOCL
- COSCO SHIPPING
- ONE OCEAN NETWORK EXPRESS
- HMM
- EVERGREEN
- MSC MEDITERRANEAN SHIPPING COMPANY
- PIL
- Hapag-Lloyd
- YANG MING Yang Ming Marine Transport Corporation

**RiverGate**  
Your Smoothest Way to Overseas

**GEMADEPT SMARTGATE**  
THE WAY FORWARD

**GEMADEPT SMARTPORT**  
THE WAY FORWARD

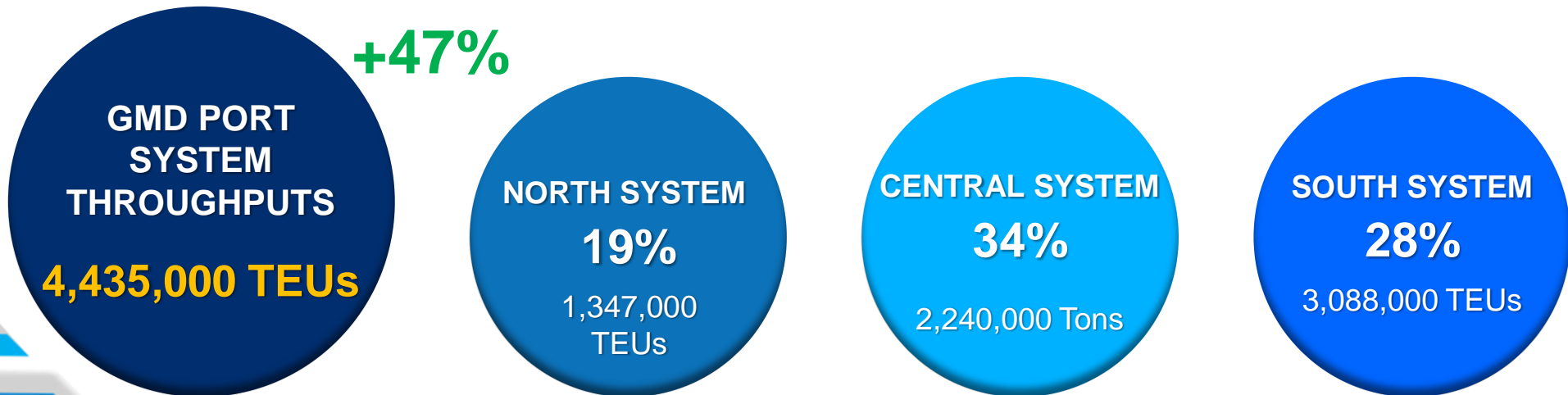
## CONTAINER CARGO VOLUME VIA VIETNAM PORTS IN 2024



The total seaport throughput in Vietnam in 2024 was estimated at **864.4 million tons**, increasing about **14%** over the same period 2023. Meanwhile, container cargo estimated at approximately **30 million TEUs**, increasing about **21%**.

Source: Vietnam Maritime Administration & VPA

## GEMADEPT PORT SYSTEM'S THROUGHPUTS, MARKET SHARE IN 2024





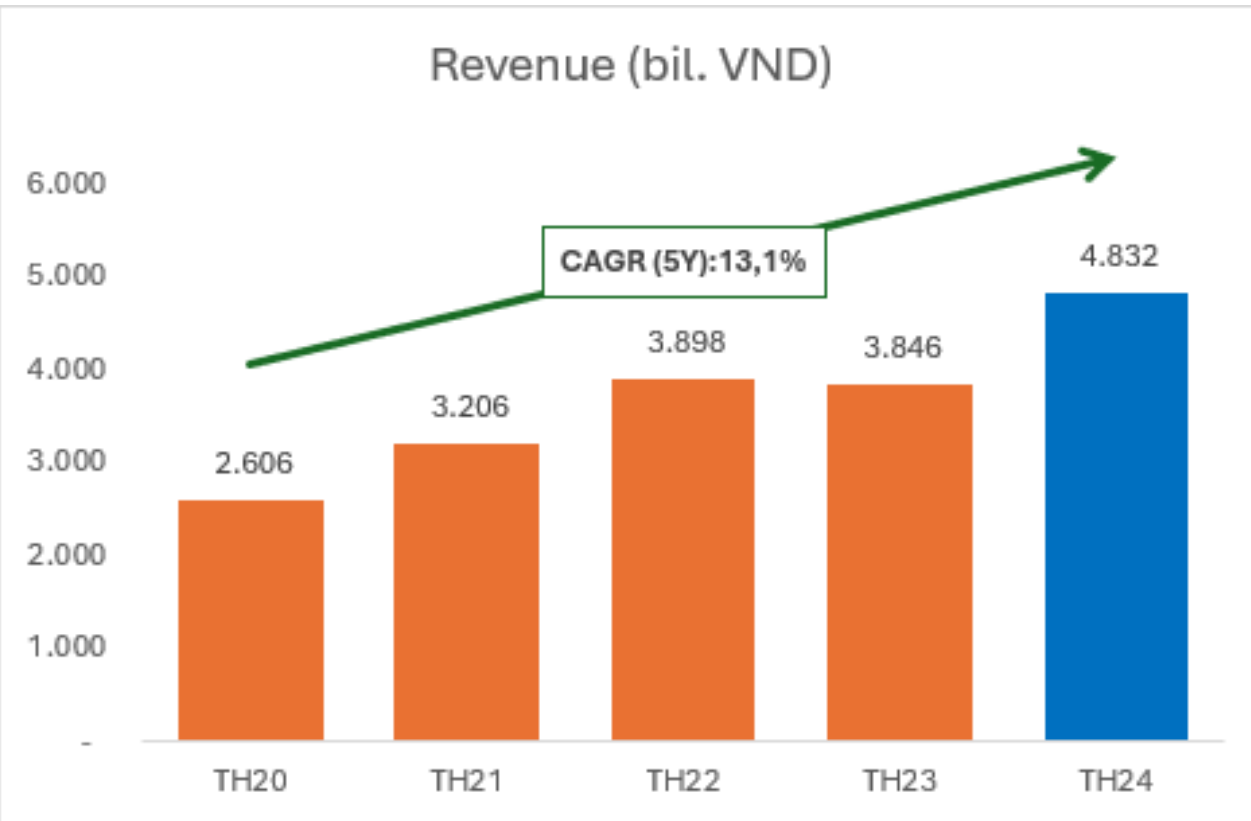


# FINANCIAL PERFORMANCE

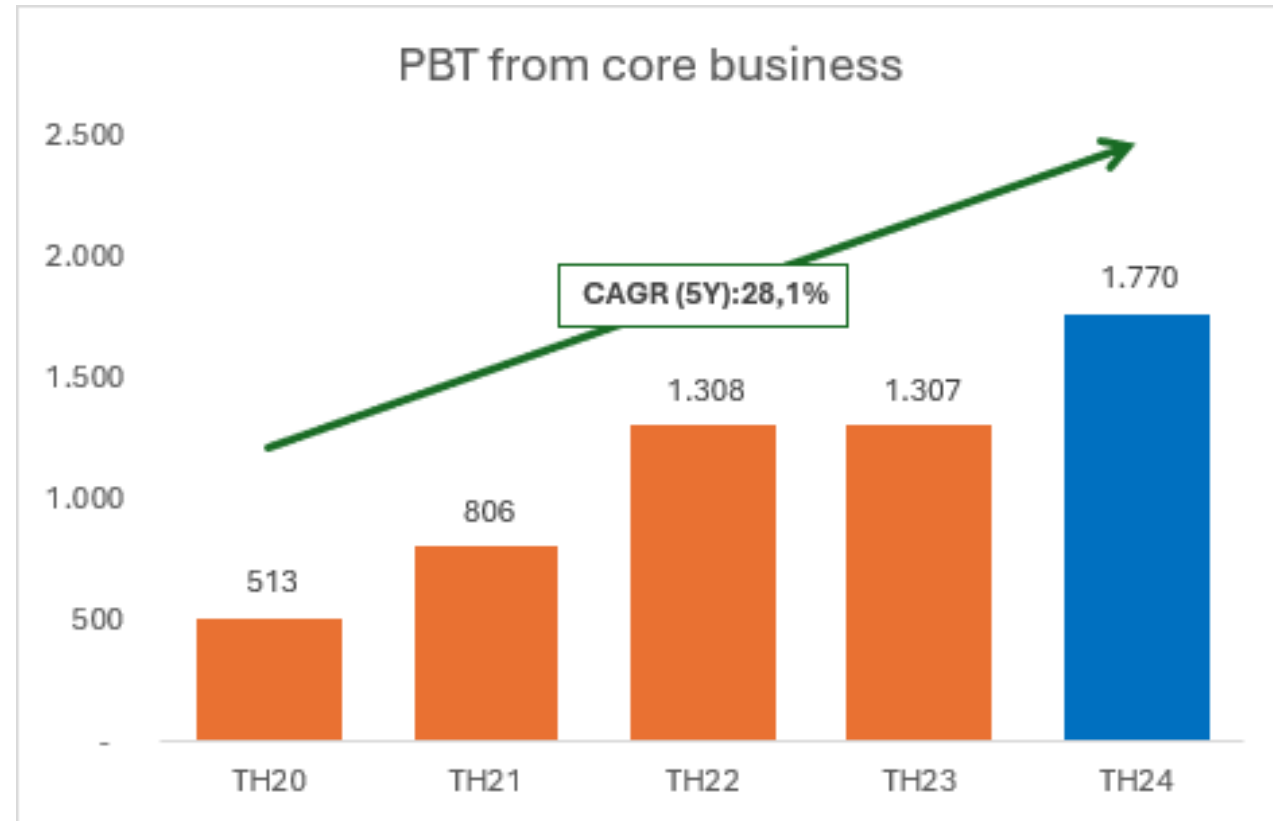


# GEMADEPT FINANCIAL PERFORMANCE IN THE LAST 5 YEARS

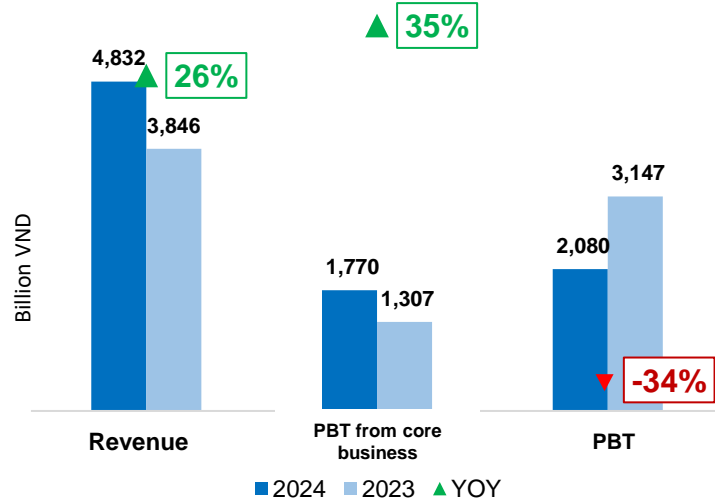
## REVENUE GROWTH



## PBT GROWTH FROM CORE BUSINESS (EXCLUDING CAPITAL TRANSFERS)



## Revenue and PBT in 2024

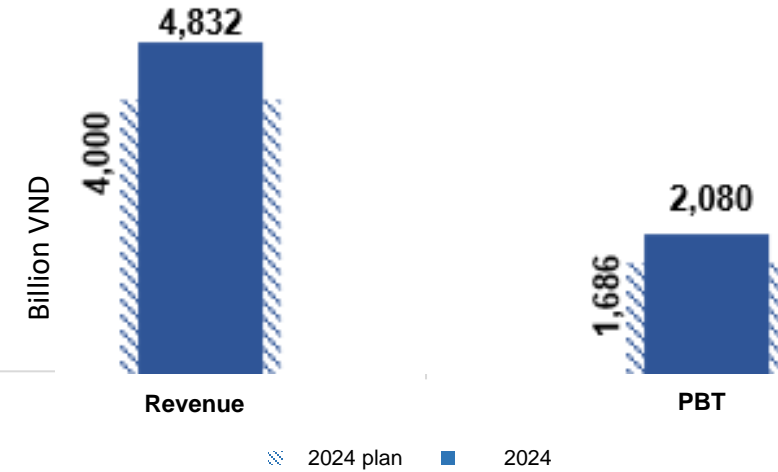


▼ PBT in 2023 increased significantly due to profits from the transfer of Nam Hai Dinh Vu port

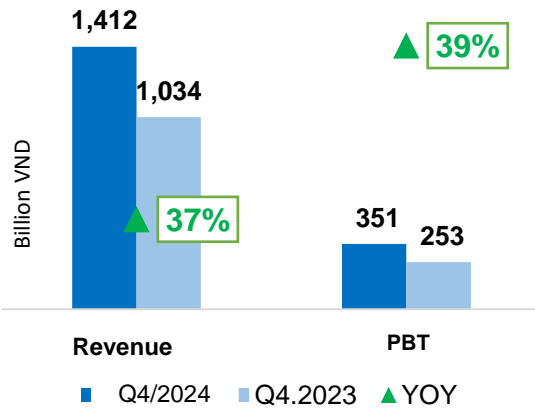
## % Completion of 2024

Revenue reached **121%** of the year plan

PBT from core businesses reached **123%** of the year plan



## Revenue and PBT In Q4.2024



	2024	2023
Gross Profit Margin	45%	46%
PBT Margin (*)	37%	34%
EBITDA Margin (*)	48%	48%

(\*) Excluding profit from capital transfer of the port

1

## Nam Dinh Vu Phase 3



- **Nam Dinh Vu Port Phase 3** is planned to be put into operation by end of 2025.
- Scale: 25ha
- Berth length: 660m
- **Increase** 600K TEUs + 30K tons of bulk cargo
- Investment: 2,800B VND

2

## Gemalink Phase 2A



- **Gemalink Phase 2** is planned to be put into operation from 2026
- Cooperation with strategic partners
- Scale: 11ha
- Berth length: 150m
- **Increase** 600K TEUs
- Investment: 150M USD

3

## OTHER PROJECTS



- **Enhancing Port – Logistics Ecosystem:** Ports, Logistics Centers, ICDs, Air cargo terminals, IZs, etc.





- Nam Dinh Vu Port Cluster
- Nam Hai ICD
- Hai Minh Port Services

- ❑ **Total capacity:** 2M TEUs
- ❑ **Total area:** 65HA
- ❑ **Total berth length:** 1.5 KM
- ❑ **Total investment of Phase 3:**  
VND 2,800 Bil
- ❑ **Put into operation phase 3:**  
2025







- **Location:** Haiphong Maritime channel
- **Status:** Completed in July 2024
- Channel depth **before** the project: **-7m CD**
- Channel depth **after** the project completion: **-8.5m**
- **Purpose of the project:** Enabling larger vessels (up to 50,000 DWT partially loaded) to access Nam Dinh Vu port cluster



World Bank: 2024 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**







❑ Investors: GMD/CMA-CGM (75%/25%)

❑ Total area: 72 Ha

❑ Total capacity: 3M TEUs

❑ Berth length: 1.5 Km

❑ Vessel size: 250,000DWT – 25.000 TEUs

❑ Total investment for Phase 2A: \$ 150M

❑ Put into operation Phase 2: 2026 - 2028



# KEY SHIPPING PARTNERS






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.
- Reducing road load and logistics costs by **60-70%**
- Reducing Mekong Delta channel dredging costs.
- **2 ships per week**, aiming to form a container bus.





1

## SAIGON GEM



- **Location:** CBD, District 1, HCMC
- **Status:** Completing legal formalities/ negotiating with potential investors to divest

2

## VIENTIANE HOTEL



- **Location:** Vientiane, Laos
- **Status:** Looking for potential investors to divest

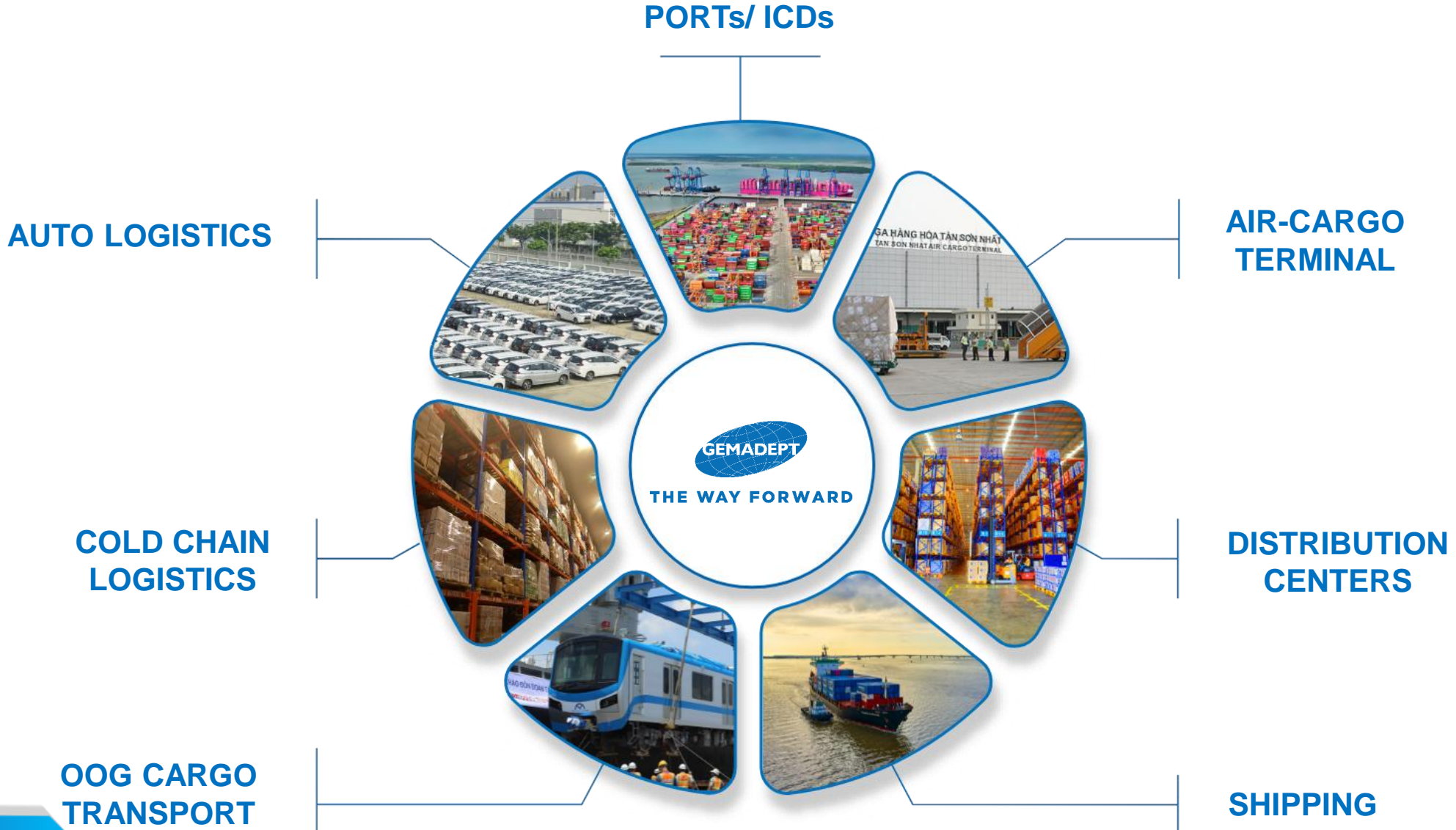
3

## AFFORESTATION PROJECT

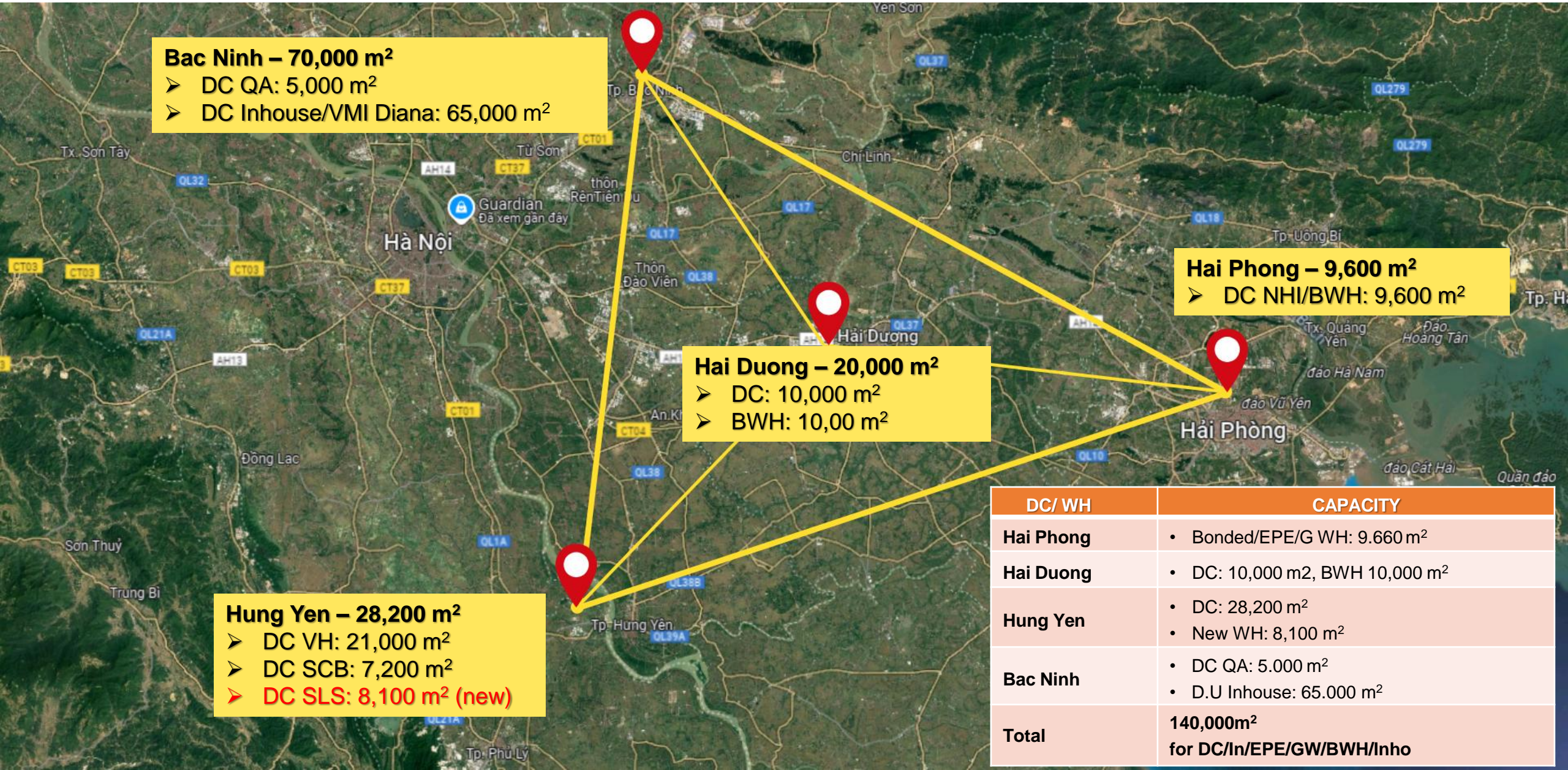


- **Location:** Cambodia
- **Status:** Negotiating with potential investors to divest

# PORT & LOGISTICS ECOSYSTEM







**Bac Ninh – 70,000 m<sup>2</sup>**

- DC QA: 5,000 m<sup>2</sup>
- DC Inhouse/VMI Diana: 65,000 m<sup>2</sup>

**Hai Phong – 9,600 m<sup>2</sup>**

- DC NHI/BWH: 9,600 m<sup>2</sup>

**Hai Duong – 20,000 m<sup>2</sup>**

- DC: 10,000 m<sup>2</sup>
- BWH: 10,00 m<sup>2</sup>

**Hung Yen – 28,200 m<sup>2</sup>**

- DC VH: 21,000 m<sup>2</sup>
- DC SCB: 7,200 m<sup>2</sup>
- **DC SLS: 8,100 m<sup>2</sup> (new)**

DC/ WH	CAPACITY
Hai Phong	• Bonded/EPE/G WH: 9.660 m <sup>2</sup>
Hai Duong	• DC: 10,000 m <sup>2</sup> , BWH 10,000 m <sup>2</sup>
Hung Yen	• DC: 28,200 m <sup>2</sup> • New WH: 8,100 m <sup>2</sup>
Bac Ninh	• DC QA: 5.000 m <sup>2</sup> • D.U Inhouse: 65.000 m <sup>2</sup>
<b>Total</b>	<b>140,000m<sup>2</sup></b> for DC/In/EPE/GW/BWH/Inho



# INTEGRATED LOGISTICS PORT NETWORK IN THE SOUTH

DC	CAPACITY
Song thanh	<ul style="list-style-type: none"> <li>• 50,000 m<sup>2</sup></li> <li>• 80,000 plt</li> <li>• Rack 5 – 8 level</li> <li>• VNA Technology</li> </ul>
An Thanh	<ul style="list-style-type: none"> <li>• 34,000 m<sup>2</sup></li> <li>• 24,000 plt</li> <li>• 4 ton floor loading</li> </ul>
Other	<ul style="list-style-type: none"> <li>• 100,000 m<sup>2</sup></li> </ul>









# TRANSPORTATION & DISTRIBUTION



City logistics fleet



Inter-site transfer



Haulage



Project Cargo

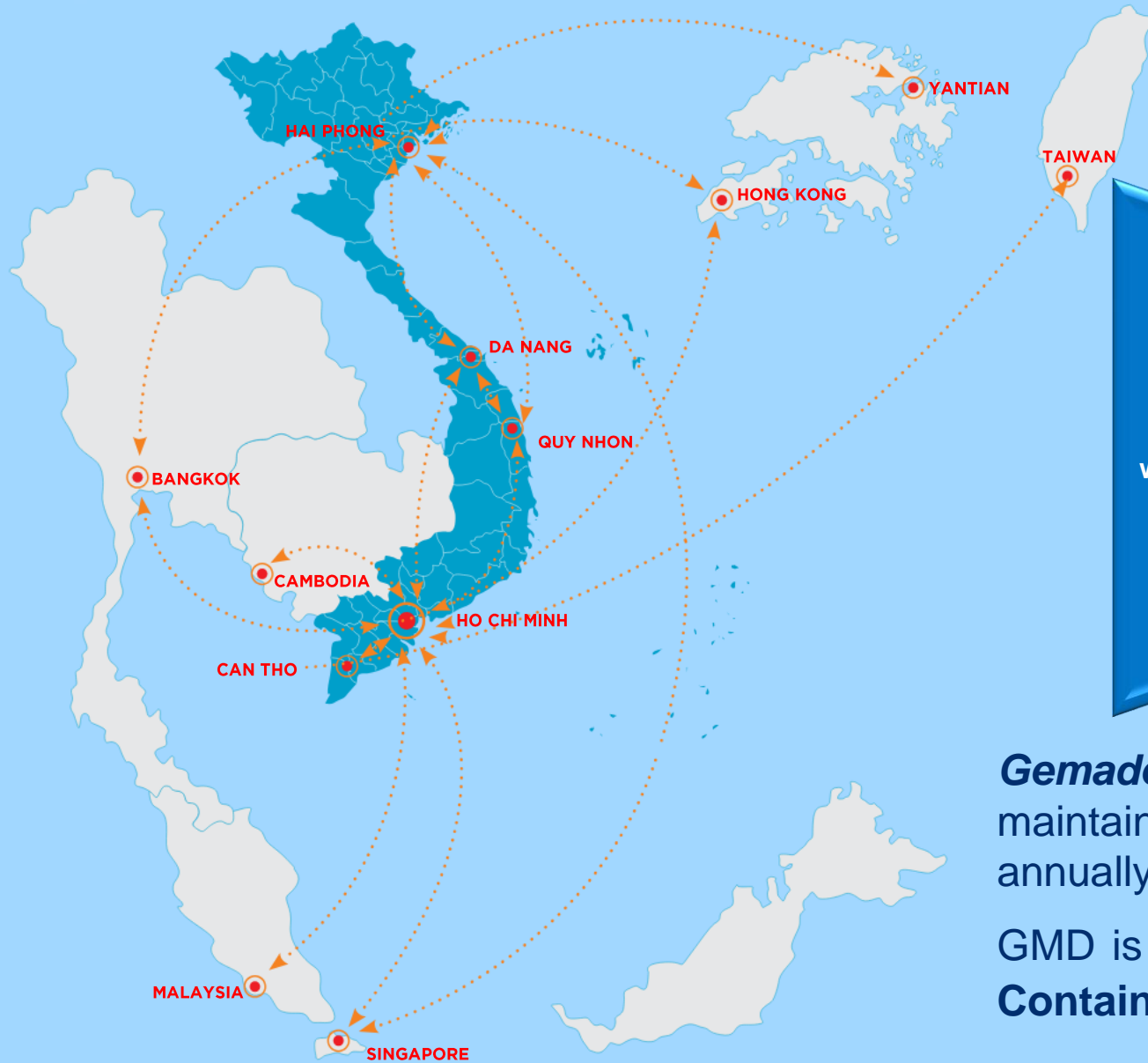


Temperature control truck



Barging





TOP 1  
in the inland  
waterway transport  
in Mekong Delta

Leading player  
in the inland  
waterway  
transport in  
Vietnam

Leading players  
in waterway  
transport market  
Vietnam -  
Cambodia route

*Gemadep Shipping* has outperformed competitors and maintained a strong utilization of more than 90% annually...

GMD is operating **36** ocean & river ships and the big **Container fleet**.

**Top 2** in the field of project cargo  
**1,000 tons** handling capability

- Multimodal transport for container, general cargo and OOG cargo
- Specialist in Heavy lifts transportation in Vietnam, Laos, Cambodia
- Reaching the most difficult topography

*and has carried out a number of strategic projects...*



*Ben Thanh – Suoi Tien Metro*



*Formosa Steel Plant - Viet Nam*



*Ninh Binh Fine Coal Based Urea Plant*



*Duyen Hai 3 Thermal Power Plant*



*The largest single cold storage  
in Southeast Asia*



## Operation since 2016

- Storage Capacity: 50,000 pallets, including of 9 independent warehouses
- Kind of rack: Double deep
- Loading bay: 24 gates
- MHE: 24 vehicles
- Temperature control: -20°C to +20°C
- High-end storage standards, meeting all the requirements in food preservation
- International standards of HSSE





- Managed by **Gemadept**
- **Highest** profit margin in the industry
- GMD's ownership: 32.25%
- 200,000 tons/year – The **1<sup>st</sup> modern** air-cargo Terminal in Vietnam.
- **Largest** capacity in South Vietnam



- **The first and only private company** that owns and operates such a large air cargo terminal
- **No.2 largest players** in a duopoly market at Tan Son Nhat International Airport
- **52,000sqm** apron area accommodating 3 Boeing 747-400F and 8 Boeing 737 at the same time
- **27,000sqm** cargo area
- **64,000sqm** for warehouse, parking and office area



- 54 truck-docks platform and 400 truck parking lots
- **Hermes – Cargo Management System of UK**
- Perishable Center with total 10 cool cells controlled by IT system in adjustable temperatures
- Large x-ray screening machine
- ETV (Elevating Transfer Vehicle) system
- Rack system for loose export-import cargo pallets in storing
- Security warehouses; Special cargo rooms
- CCTV system with 150 color cameras to control terminal operation and comply with TAPA-A requirements.

## KEY CLIENTS





# KLINE – GEMADEPT CAR LOGISTICS CENTER

<b>Location :</b>	<b>Long Hau IZ, Long An Province</b>
<b>Area :</b>	<b>55,000sqm (subject to further expansion)</b>
<b>Services :</b>	<b>Pre-delivery Inspection for CBU cars</b>
<b>Clients :</b>	<b>Isuzu, Honda, Ford, Mercedes...</b>



*The 1<sup>st</sup> modern Car Logistics Center in Vietnam*





THE WAY FORWARD



# DIGITAL TRANSFORMATION





**ONLINE BOOKING**

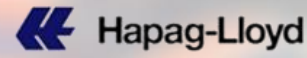
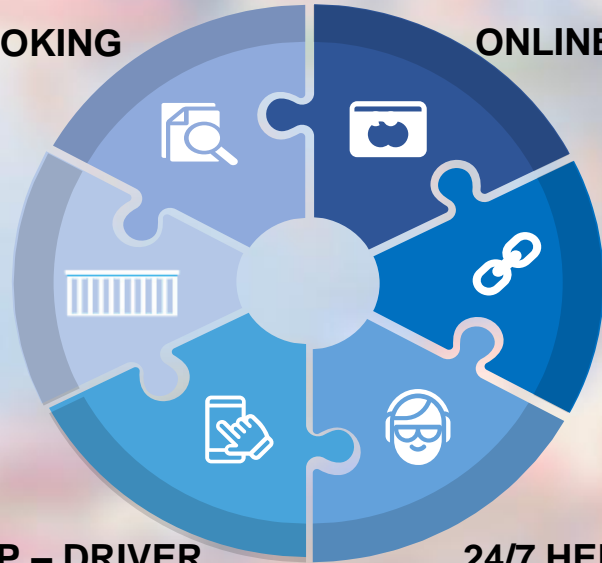
**ONLINE PAYMENT**

**ONLINE TRACKING**

**EDO – MLOS CONNECTION**

**MOBILE APP – DRIVER CONNECTION**

**24/7 HELPDESK SUPPORT**



**SAVE TIME & COST**



**SAFETY IN COVID**



**COMPLETE DOCUMENT PROCESS**





### 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





**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%







**GREEN**  
Developing towards  
a sustainable future.





## ❖ COMMITMENT TO SUSTAINABLE DEVELOPMENT

- Greenhouse Gas Emission Inventory and Reporting
- Environmentally friendly practices and technologies
- Developing Green Ports and utilizing cutting-edge solutions



**HSBC VIETNAM AND GEMADEPT CORPORATION SIGNED SUSTAINABILITY LINKED LOAN AGREEMENT**



**THE 1ST VIETNAM PORT OPERATOR IMPLEMENTED GHG EMISSIONS INVENTORY AND REPORTING.**



**INITIATIVES IN REFORESTATION & ENVIRONMENT ACTIVITIES**



# PRESTIGIOUS ACHIEVEMENTS



TOP 500 LARGEST  
ENTERPRISES IN VIETNAM -  
VNR



TOP 500 MOST PROFITABLE  
COMPANIES – PROFIT 500



TOP 50 MOST PRESTIGIOUS &  
EFFECTIVE PUBLIC  
COMPANIES – VIX50



TOP 50 BEST LISTED  
COMPANIES



ASIA'S BEST UNDER A  
BILLION



TOP 10 PRESTIGIOUS  
COMPANIES IN THE  
PORT & LOGISTICS INDUSTRY



HONORED ON THE  
INFORMATION DISCLOSURE  
BEST PRACTICES IN 2024



# 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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