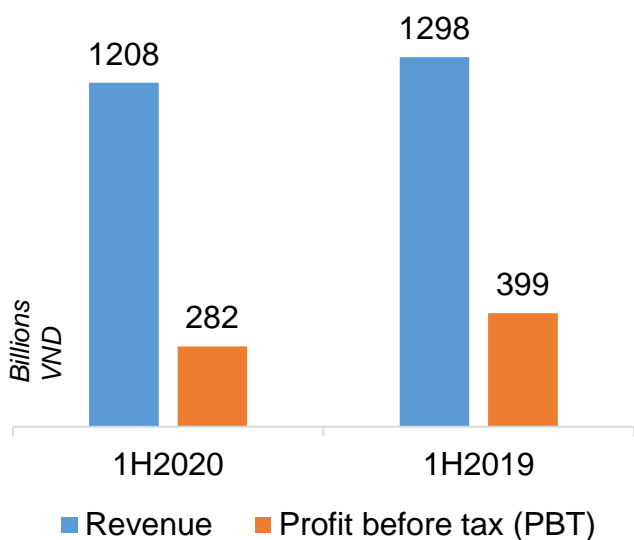


# IR NEWSLETTER

1H/2020

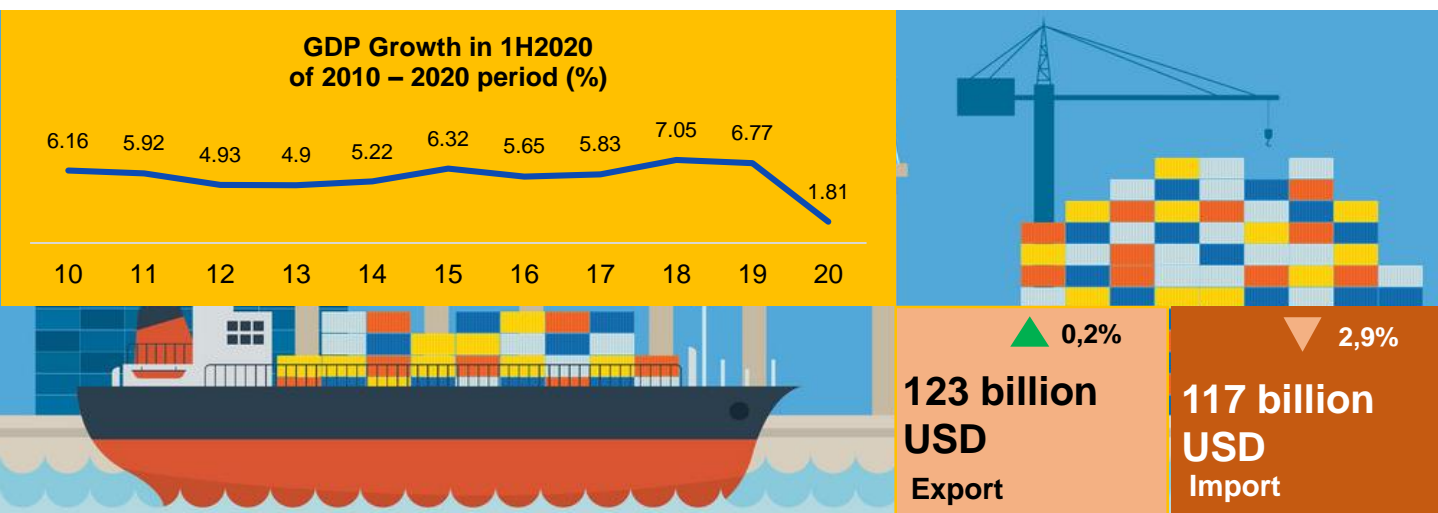


## GEMADEPT’S BUSINESS RESULTS IN 1H2020

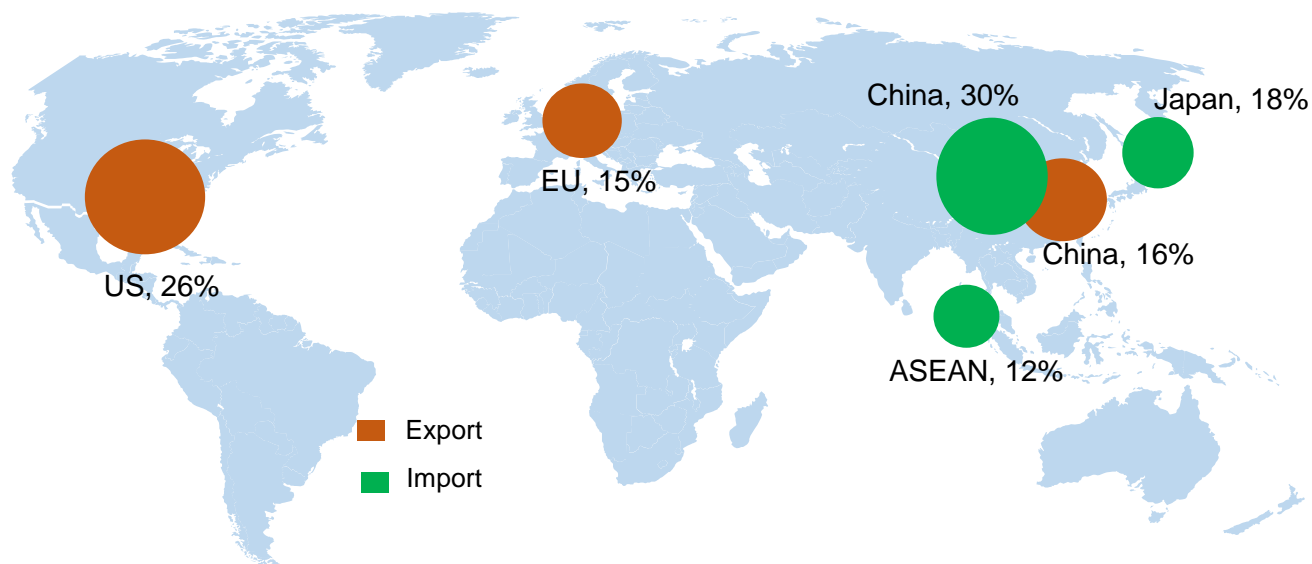


	1H2020	1H2019
Net revenue Yoy Growth	(7%)	(0.1%)
Gross Profit Margin	41%	40%
PBT Margin	23%	31%
EBITDA Margin	46%	50%

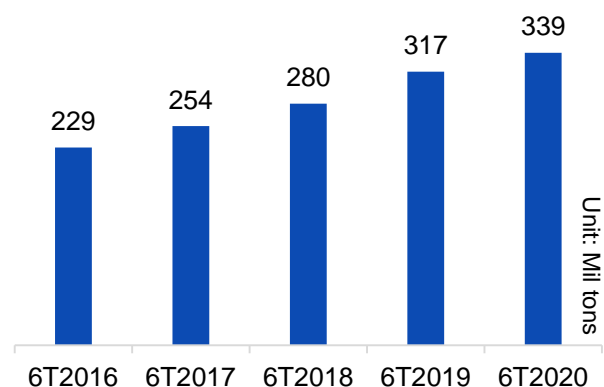
## MARKET OVERVIEW 1H2020



## TOP 3 LARGEST IMPORT AND EXPORT MARKETS OF VIETNAM



## TOTAL CARGO THROUGHPUT IN VIETNAM'S PORTS

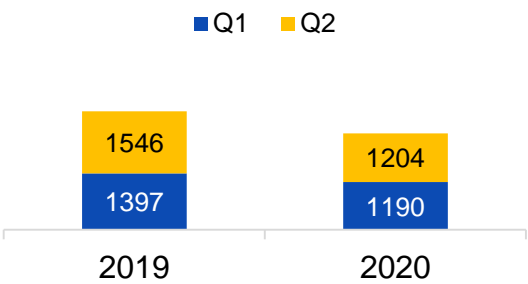


## TOTAL CONTAINER THROUGHPUT IN VIETNAM'S PORTS INCREASED BY 8% YOY

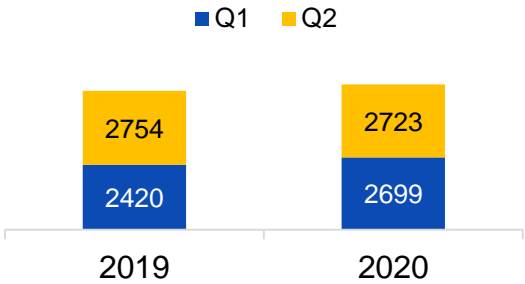


CONTAINER CARGO TRANSPORTATION MARKET BY AREA 1H2020

Container throughput in Hai Phong area (Thousand TEUs)

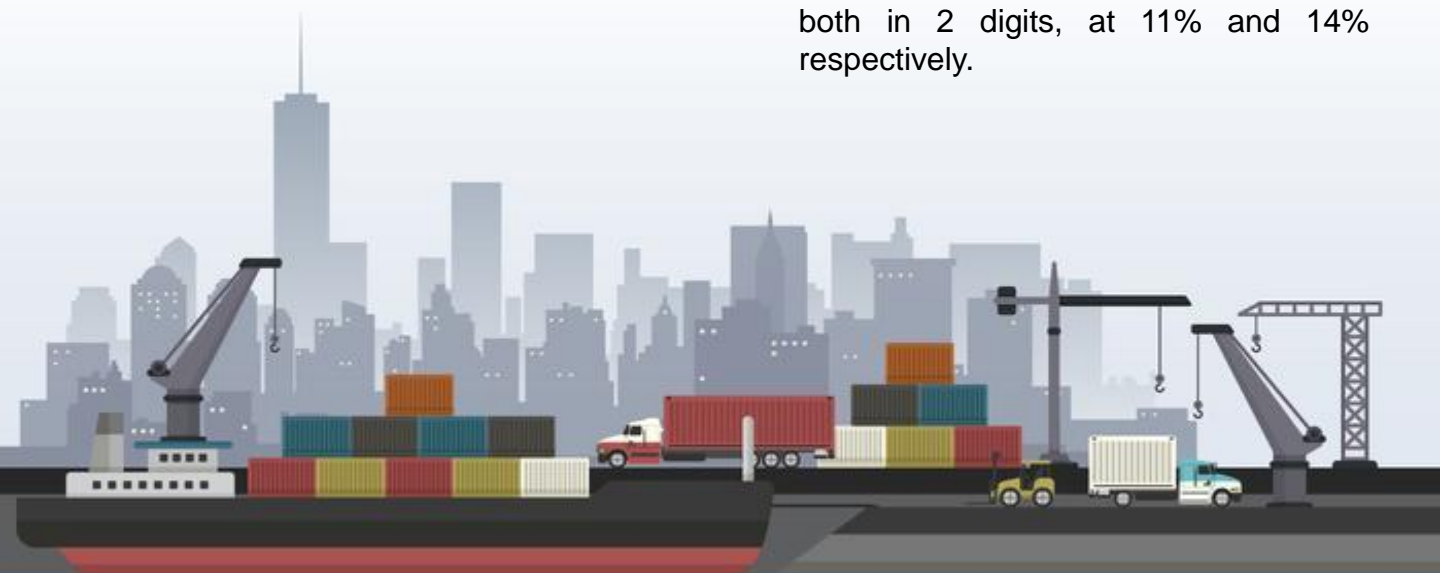


Container throughput in Southern region (Thousand TEUs)



Area	YoY Growth	QoQ Growth 2020	QoQ Growth 2019
North	(19%)	1%	11%
South	5%	1%	14%

- In Hai Phong Area, the container throughput decreased by 19% in 1H2020 YoY; Meanwhile, in the South, the container throughput increased by 5% YoY thanks to the volume growth in Cai Mep area.
- Under the influence of Covid-19 pandemic, the QoQ cargo growth rate of 2020 is significantly lower than the previous year's growth rate. Specifically, the growth rate in Q2/2020 compared to Q1/2020 in both regions are at an increase of 1%. In 2019, the growth rates in the North and the South were both in 2 digits, at 11% and 14% respectively.





## GEMADEPT'S PORTS MADE GREAT EFFORTS IN THE CONTEXT OF SOCIAL DISTANCING DUE TO THE PANDEMIC

### GMD's ports

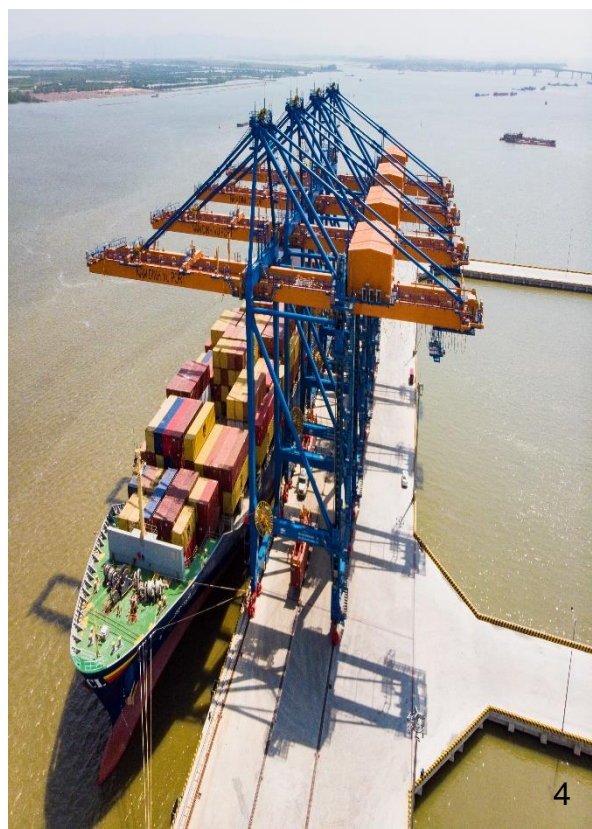
GMD Port Areas	Cargo YoY growth in 1H2020
North	(6%)
Central	(10%)
South	(1%)
Total container throughput	(5%)

Total container throughput of GMD's port system in 1H2020



Despite the general influence of the Covid-19 pandemic, especially in the period of social distancing, Gemadept's ports have made great determination and efforts to maintain stable operation and business activities. Details are as follows:

- The ports in Central and Southern regions contributed 48% to the Company's total net revenue, up by 2% YoY. In the Central and Southern regions, Phuoc Long Port (PIP) and Binh Duong port continued to maintain good business performance in 1H2020 with the cargo volume only slightly decreased by 1% YoY. Gemadept Dung Quat Port, which specializes in handling bulk cargoes for China and Japan routes, was more affected than other ports with the cargo volume decreased by 10% YoY.
- The Hai Phong port area, which mainly serves Intra-Asia shipment and transshipment to Europe, was directly affected by the Covid-19 pandemic. Container throughput of GMD ports in this area in 1H2020 decreased by 6% YoY. The revenue from GMD ports in the North contributed 30% to the total net revenue of the Company. In particular, in Q2, with the efforts to find solutions to expand the market and diversify services, Nam Hai port deployed a new service route to serve shipping lines that are foreign partners. In addition, Nam Hai Dinh Vu Port has completed the wharf upgrade, becoming the first port in the Dinh Vu area to handle ships of 48,000 DWT - determined to provide shipping lines with diversified and outstanding services in the Northern region in the trend of increasing ship size as well as timely catching the cargo flow from the upstream area.



# Gemalink port project progress

## GEMALINK: SUCCESSFULLY INSTALLED TWO MOST MODERN STS CRANES IN THE WORLD, READY TO OPERATE BY THE END OF THIS YEAR

- In early July 2020, the first two STS cranes arrived at Gemalink International Port and were installed on the main berth safely. This is the first time the generation of tallest and most modern container cranes in the world appears in Vietnam.
- Produced by Doosan, Korea, the world's leading Company in the field of mechanical manufacturing including port equipment, the STS cranes equipped for Gemalink Port are designed with 92m in height, 150m in length, 27m in width, weighing over 1,700 tons, and have the reach of 24+2 container rows. From shore, the crane can reach 70m out to the ocean, lift 2 containers of 20 ft at the same time or bulk cargo and project cargo of 65 tons and 85 tons.
- Gemalink Port is designed to be a Smart Port. Through the software system, all information and data during the crane operation will be sent directly to the Port Operation Center, ensuring the control to each container position on the yard, through which the port operation become synchronous, efficient and safe to provide customers with the best quality service.
- According to the Company's plan, the construction and installation of all 6 STS cranes, 18 RTG cranes and other facilities of Gemalink Port will be completed in October, ready for a test run from November 2020. When the entire crane equipment is into commercial operation, Gemalink Port's phase 1 capacity will be 1,5 million TEUs/year. By the end of July, the completion of infrastructure construction reached nearly 95% and the superstructure and equipment reached over 70%.



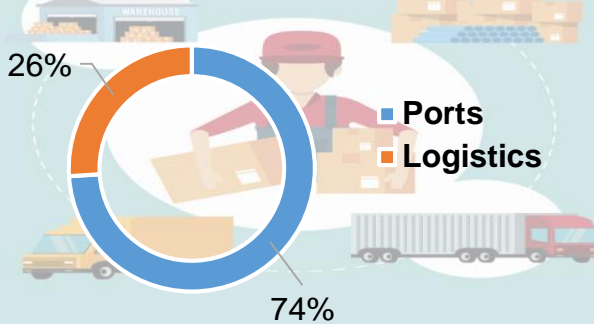
## THE FRENCH AMBASSADOR VISITED GEMALINK PROJECT



- Also in early July, the Ambassador Extraordinary and Plenipotentiary of the French Republic to Vietnam, Mr. Nicolas Warnery, the French General Consulate in Ho Chi Minh City, Mr. Vincent Floreani, and many other French officials visited Gemalink deep-sea port. When completed, Gemalink will become one of the Top 19 largest deep-sea ports in the world and the largest seaport in Vietnam, contributing significantly to boosting the country's economic growth with the implementation of free trade agreements such as CPTPP and EVFTA.

## LOGISTICS AND SHIPPING STRIVE TO ENSURE BUSINESS EFFICIENCY

Profit before tax from normal business activities 1H2020



Generally for 1H2020:

- The rate of Gross profit from Logistics activities reached 35%, an increase of 6% over the same period.
- Logistics and Shipping contribute about 26% to PBT from normal business activities.

- As for the Logistics sector, the cumulated 1H2020 NPAT of this activity increased by 144% over the same period. In which, some business units had impressive business results, such as Mekong Logistics achieved 1H2020 EBIT 8% higher than the plan.
- In the second quarter of 2020, CJ GMD Logistics officially operated the first distribution center in Da Nang. With an area of 6,300 m<sup>2</sup> and a capacity of about 8,400 pallets, the distribution center is managed by a specialized and modern Warehouse Management System. This is one of many projects in the strategy to expand the network and scale of the logistics operations in 2020. In mid-April, the Logistics unit also successfully launched a distribution center service with a flexible racking system and the use of Digital Assistant System management software for a major Korean partner in the retail industry in HCMC.
- In addition to the business activities, the Logistics units have also deployed several technology applications to allow online services to limit exposure, reducing the risk of pandemic transmission; for example: online booking and payment, etc.
- In the Shipping sector, CJ GMD Shipping maintains a good ratio of vessel utilization (with an average of 85% - higher than the market average of ~60%) and is in Top 2 market share of domestic and river vessels in the context of higher competitive market and complicated COVID-19 pandemic. GMD Shipping continues to make efforts to ensure the routes, improve operational efficiency, strengthen Sales and Marketing, and attract more supports from clients. Services connecting to Cambodia and Can Tho have performed well.







## GEMADEPT STRENGTHENED COACHING SKILL FOR MANAGEMENT

At the end of May 2020, the HR department of GMD cooperated with the Corporate Training Solutions (CTS) to organize a training course of Coaching skills for 21 staff members that are management at all levels at the Head office, combined with extended online training for more than 100 management of HO and the units. Effective coaching is one of the key missions of the Cultural Construction project in 2020; and among the Company's KPIs.

## GEMADEPT STARTED SALES AND MARKETING TRAINING PROGRAM 2020

On July 20, 2020, the kick-off ceremony of the Sales and Marketing Training Program 2020 took place with the attendance of the Board of Directors of the Company, the Training Board, heads of departments and units, and especially, the 27 young and dynamic Sales and Marketing candidates participating in this training course.

The training program was built with 65% of internal training undertaken by internal experts of GMD, combined with 35% of external training in cooperation with prestigious training organizations such as CTS, Brain Coach, PACE. The program is expected to be completed after 5 months with specialized knowledge training modules; training of soft skills, culture; on-job training and direct coaching.



## GEMADEPT SUCCESSFULLY ORGANIZED THE ANNUAL GENERAL MEETING 2020

On the morning of June 22, 2020, GMD held the Annual General Meeting (AGM) 2020 at the Rex Hotel, 141 Nguyen Hue St, District 1, Ho Chi Minh City with the participation of 148 shareholders representing 75,74% of the total current number of voting shares in the Company. GMD's AGM 2020 was a great success. Targets, production plans of 2020 and related contents were approved by the General Meeting of Shareholders with maximum consensus.



Following the success of the GMD's AGM, the affiliates of the Company have in turn successfully held the AGM from June 26 to June 30, 2020, including Gemadept Dung Quat International Port and GMD's ports in Hai Phong.

**Forbes** Vietnam

DANH SÁCH 50 CÔNG TY NIỀM YẾT TỐT NHẤT NĂM 2020

Ngành	Tên công ty	Mã
Bán lẻ	CTCP Đầu tư Thế giới Di Động	MWG
	CTCP Vàng bạc Đá quý Phú Nhuận	PNJ
	Tập đoàn Xăng dầu Việt Nam	PLX
Bất động sản	CTCP Đầu tư Nam Long	NLG
	CTCP Đầu tư Kinh doanh nhà Khang Điền	KDH
	CTCP Tập đoàn Đất Xanh	DXG
	CTCP Tập đoàn Hà Đô	HDG
	Tổng công ty Phát triển đô thị Kinh Bắc – CTCP	KBC
Bảo hiểm	CTCP PVI	PVI
	Tập đoàn Bảo Việt	BVH
Chứng khoán	CTCP Chứng khoán Bản Việt	VCI
	CTCP Chứng khoán SSI	SSI
Công nghệ	CTCP FPT	FPT
Dược phẩm	CTCP Dược Hậu Giang	DHG
	CTCP Imexpharm	IMP
	CTCP Pymepharco	PME
	CTCP Xuất nhập khẩu Y tế Domesco	DMC
Logistics	CTCP Gemadept	GMD
Hàng gia dụng và tiêu dùng	CTCP Bột giặt LIX	LIX
	CTCP May Sông Hồng	MSH
	CTCP Tập đoàn Thiên Long	TLG
	CTCP Tập đoàn Hóa Chất Đức Giang	DGC
Nông nghiệp	CTCP Tập đoàn Dabaco Việt Nam	DBC
	CTCP Tập đoàn PAN	PAN
	CTCP Vĩnh Hoàn	VHC
Ngân hàng	Ngân hàng TMCP Á Châu	ACB
	Ngân hàng TMCP Kỹ thương Việt Nam	TCB
	Ngân hàng TMCP Phát triển TP.HCM	HDB

## GEMADEPT HAS BEEN HONORED IN THE TOP 50 BEST LISTED COMPANIES OF 2020 BY FORBES

On June 1, 2020, Forbes Vietnam officially announced the “List of the 50 best-listed companies” in 2020. This is the 8th time that Forbes Vietnam has made this list in the context of the strong impact of the COVID-19 on Vietnam and the world's economy. Gemadept Corporation (GMD) is honored for the 4th time by the Forbes in the list of 50 best-listed companies in Vietnam. It's even more meaningful when this year GMD celebrates 30 years of establishment and development (1990-2020). The fact that Forbes Vietnam honored GMD as the only enterprise representing the Logistics industry on the list has once again shows the recognition to GMD's positive contributions to the country's economy and society, as well as affirming its potential and the sustainable development.



## GEMADEPT IN TOP 15 MID CAP COMPANIES IN SELECTION OF IR AWARDS 2020

STT	MCK	Sàn	Tên Công ty
1	DRC	HOSE	CTCP Cao su Đà Nẵng
2	DXG	HOSE	CTCP Tập đoàn Đất Xanh
3	GEX	HOSE	Tổng Công ty cổ phần Thiết bị Điện Việt Nam
4	GMD	HOSE	CTCP Gemadept
5	HCM	HOSE	CTCP Chứng khoán Thành phố Hồ Chí Minh
6	HDC	HOSE	CTCP Phát triển Nhà Bà Rịa - Vũng Tàu
7	HSG	HOSE	CTCP Tập đoàn Hoa Sen
8	KBC	HOSE	Tổng Công ty Phát triển Đô thị Kinh Bắc - CTCP
9	KSB	HOSE	CTCP Khoáng sản và Xây dựng Bình Dương
10	PPC	HOSE	CTCP Nhiệt điện Phả Lại
11	PVD	HOSE	Tổng Công ty cổ phần Khoan và Dịch vụ khoan Dầu khí
12	PVS	HNX	Tổng Công ty cổ phần Dịch vụ Kỹ thuật Dầu khí Việt Nam
13	TCM	HOSE	CTCP Dệt may - Đầu tư - Thương mại Thành Công
14	VGC	HOSE	Tổng Công ty Viglacera - CTCP
15	VPI	HOSE	CTCP Đầu tư Văn Phú - INVEST

In 2020, Gemadept is honored to be in the Top 15 listed companies in the Mid Cap group (with the capitalization from VND 1,000 billion to VND 10,000 billion) excellently get into the IR voting round of the IR Awards 2020.

Gemadept has affirmed its improved investor relations activities, making these activities an important bridge connecting the Company with the investor community, building trust and enhancing the close relationships among the parties.

## GEMADEPT WELCOMES INVESTMENT FUNDS IN QUARTER 2/2020

In Q2, Gemadept's Investor Relations Department cooperated with BIDV Securities Company to hold a meeting with many large prestigious domestic and international funds such as VinaCapital, VFM, Kingsmead AM, Bao Viet Fund, Cathay, etc.

Gemadept representatives updated the investors on the business situation, market trends in the context of Covid-19 pandemic and prospects for 2020-2021.





## Contact Information:

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