



GEMADEPT CORPORATION



IR Newsletter

Q4 - 2021



GEMADEPT.COM.VN



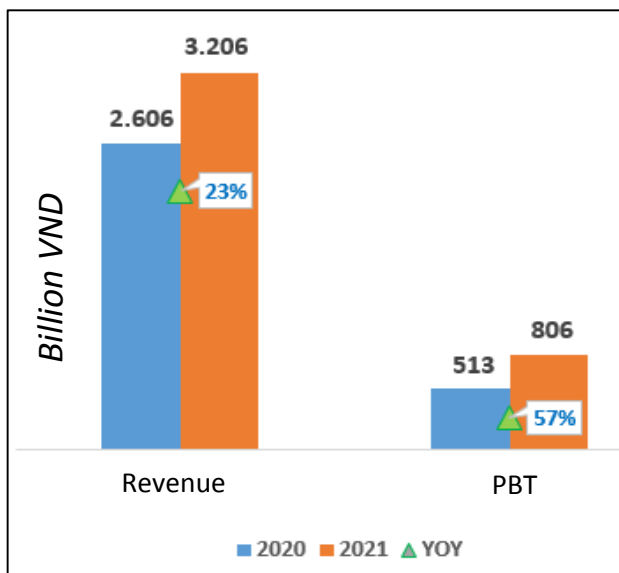
LINKEDIN.COM/COMPANY/GEMADEPT-CORPORATION/



FACEBOOK.COM/GEMADEPTCORP

GEMADEPT'S BUSINESS RESULTS IN 2021

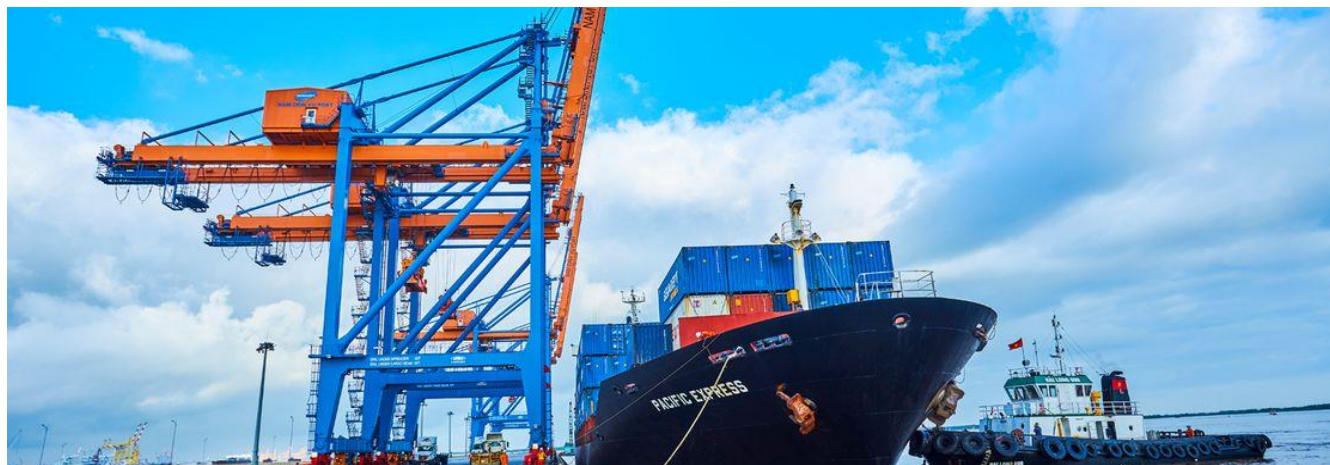
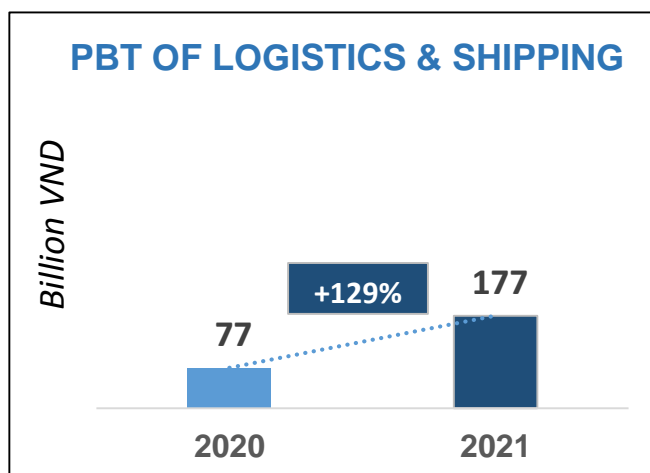
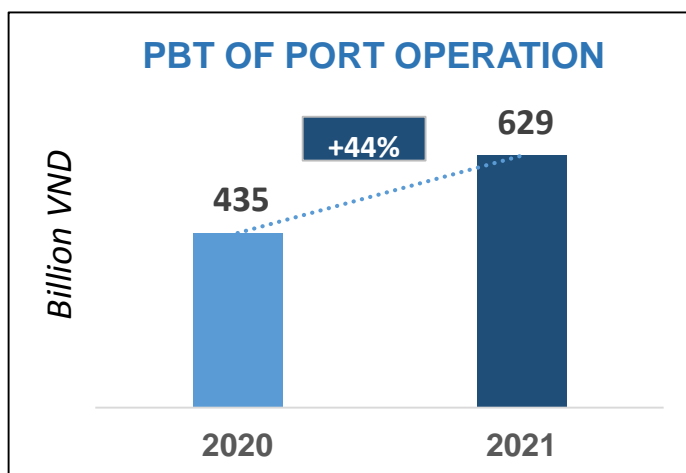
PBT BREAKTHROUGH, STRONG GROWTH OF + 57% YOY



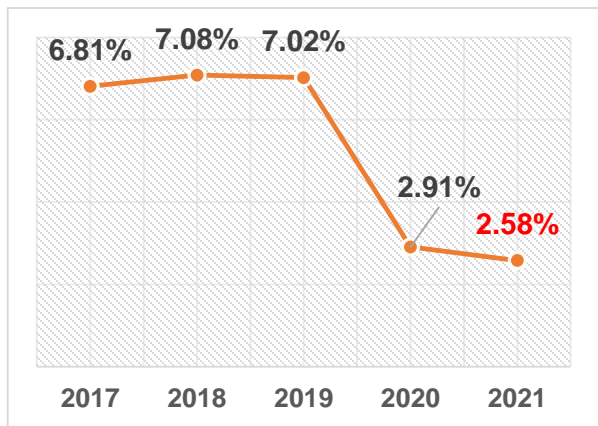
	2021	2020
Gross Profit Ratio	36%	36%
EBIT Ratio	25%	20%
EBITDA Ratio	41%	41%

	Results in 2021	% completion of scenario 1	% completion of scenario 2
Revenue	3,206	114%	119%
PBT	806	115%	128%

PORT – LOGISTICS & SHIPPING SECTOR EXCEEDED THE PLAN



GDP GROWTH IN 2021



GDP growth rate in the period 2017 – 2021 (%)

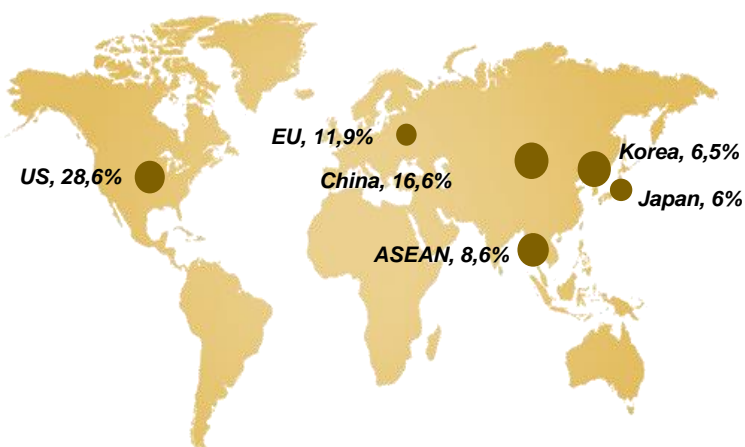
Gross domestic product (GDP) in the fourth quarter of 2021 is estimated to **increase by 5.22%** over the same period in 2020, reversing to increase again after the decline of the previous quarter, making a positive contribution to the GDP of the whole year.

GDP in 2021 of the whole Vietnamese economy is estimated to **increase by 2.58%** compared to 2020.

The economy is gradually recovering and adapting to the complicated changes of the Covid-19 pandemic.

Source: GSO

IMPORT AND EXPORT OF GOODS



The total import and export value of goods in 2021 reached **668,55 bil USD**, up by **22,6%** over the same period in 2020.

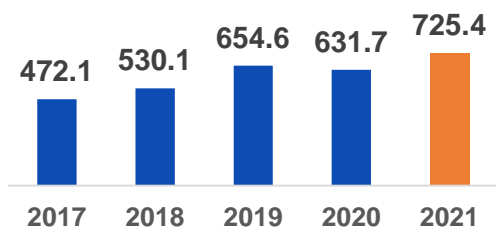
USD 332.23
Bil
Import
+ 26,5%

USD 336.31
Bil
Export
+ 19%

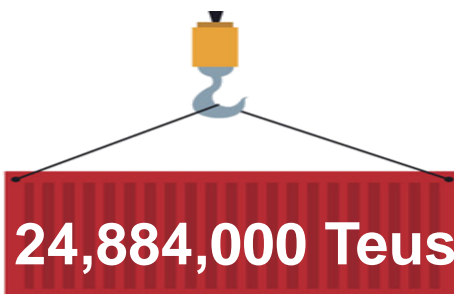
Source: GSO

Proportion of Vietnam's main import-export markets

CARGO THROUGHPUT VIA VIETNAM'S PORTS



Total cargo throughput via Vietnam's ports in the period 2017-2021 (mil tons)

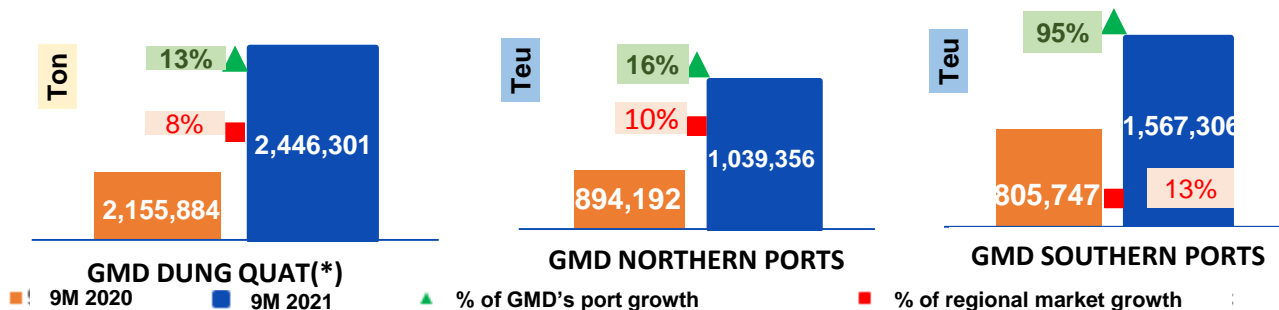


+6%
Container
volume

The total cargo throughputs of Vietnam's seaports in 2021 reached over **725,4 million tons**, up by **2%** over the same period in 2020. The container cargo especially reached to over 24 million TEUs, an increase of **6%** over the same period last year.

Source: Vietnam Maritime Administration

GEMADEPT'S PORT SYSTEM FLEXIBLY ADAPT TO THE PANDEMIC

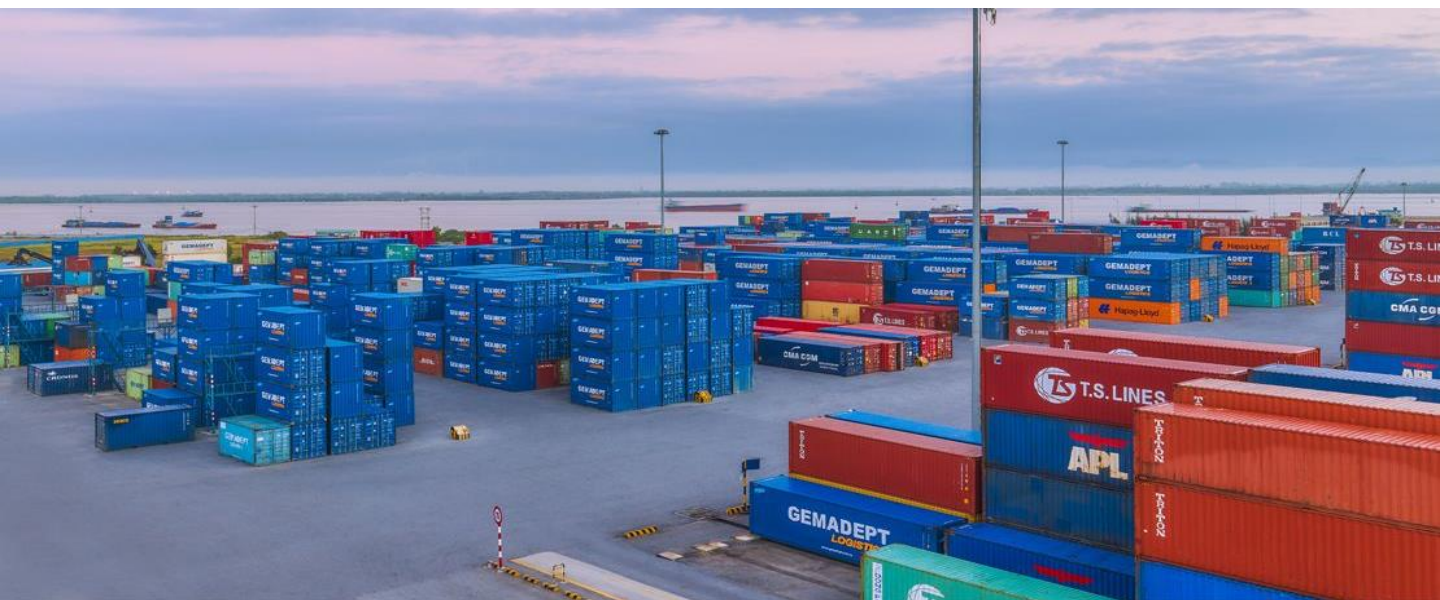


Maintaining a positive growth momentum, Gemadept confidently and firmly steps into the New Year of the Tiger

- In Q4/2021, the Covid-19 pandemic with the new strain 'Omicron' still threatening the supply chain as well as the world and Vietnam's economy, Gemadept has made efforts to connect and constantly maintaining the entire supply chain and the flow of goods from North to South while achieving impressive results in 2021.
- The container throughput via GMD's port system reached more than 2.6 million TEUs, up by 53% over the same period. For GMD's Hai Phong port group alone, the throughput grew by 16%, higher than the regional average. For GMD's Southern port group, the volume increased by an impressive 95% over the same period, a positive contribution from the new megaport Gemalink.
- In the bulk cargo segment, GMD Dung Quat's output grew by 13% - higher than the region, continuing to reinforce its top 2 position in the Central region.

+53%

Container throughput via
Gemadept's Port System



GEMADEPT KICKED OFF THE CONSTRUCTION OF NAM DINH VU PORT PHASE 2 IN SPRING 2022

On December 28, 2021, the Board of Directors of Gemadept ports in Hai Phong and their partner - Sao Do Investment Group Joint Stock Company - held the Groundbreaking Ceremony of Phase 2 of the Nam Dinh Vu port project.

Phase 2 not only contributes more than half a million TEUs per year, but also extends the berth to nearly 1 km. Moreover, the project possesses a great competitive advantage in attracting and receiving cargo flows thanks to its position as the first gateway port from the sea, has good infrastructure and transport connections.

According to the plan, phase 2 of Nam Dinh Vu will be completed and put into operation in early 2023, together with phase 2 of Gemalink deep-sea Port at the Cai Mep port cluster, Ba Ria-Vung Tau province, will double the cargo handling capacity of the Gemadept port system.

GEMADEPT NORTHERN PORT SYSTEM IS EQUIPPED WITH 6 MORE PANAMAX STS CRANES

Timely seizing the opportunities from the potential Northern market, especially when the pandemic situation has been well controlled, resonating with the increasing demand of partners in the region, creating a strong impetus for the development of import and export activities, Gemadept quickly adapted through the implementation of drastic and synchronous plans, focusing on developing and modernizing the port infrastructure and equipment to increase operating capacity.

Accordingly, on September 8, 2021, Gemadept signed the contract for the first 3 cranes and then signed for the next 3 on January 20, 2022

bringing the total of 6 additional Panamax STS cranes for Nam Dinh Vu Port and Nam Hai Dinh Vu Port



IMPLEMENTATION OF NEW SERVICES AND IMPROVE CUSTOMER EXPERIENCE

In early October 2021, Gemadept launched a new service to promote import and export activities of the Northern region with the name: EXPRESS TRUCKING SERVICE. With this new service, Gemadept will provide empty containers from Ho Chi Minh City for goods at the Northern industrial zones, unloading at Gemadept Port System - a port block specializing in the operating vessels on the US/EU route, promptly serving the demand for goods at the end of the year. Lead time is shortened to 5-6 days, ensuring punctuality and safety for all customers' goods.

CONTINUOUSLY WELCOMING VESSELS WITH HUGE TONNAGE

At the end of October 2021, Gemadept port system gladly welcomed vessels with large tonnage at Nam Dinh Vu and Gemalink ports. Specifically: Nam Dinh Vu Port has received and safely operated the MV MSC Banu of MSC, LOA 231m, with a tonnage of 42,000 DWT on October 25, 2021; Only 3 days later, Gemalink port continued to receive the MV Merete Maersk with a total length of LOA up to 399m, capacity of 214,121 DWT, equivalent to more than 18,200 TEU. At the end of November 2021, Nam Dinh Vu Port continued to successfully operate the first vessel of the 'S5' service line to dock - MV SATTHA BHUM of RCL shipping line with a hull length of 211m and a tonnage of 39,000 DWT.

Leading
Domestic
routes

Top 2
Vietnam –
Cambodia route

#1
Mekong Delta
route

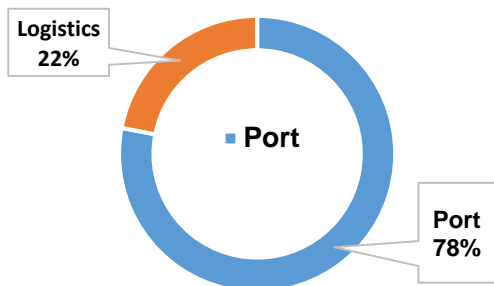
Shipping market situation and Logistics in the world.

2021 is perceived as a historic year for the world container shipping market. In the fourth quarter of 2021, the rental price as well as the transaction price of ships continued to increase, reaching the highest level ever, and there has been no sign of weakening yet.

In 2021, Shipping and Logistics company have a spectacular growth. Business performance exceeded the plan and the Company's position is strengthening on all routes with the leading market share of North-South shipping route, Top 2 market share in the major route of Vietnam - Cambodia and number 1 in the inland waterway transport route of Mekong river.

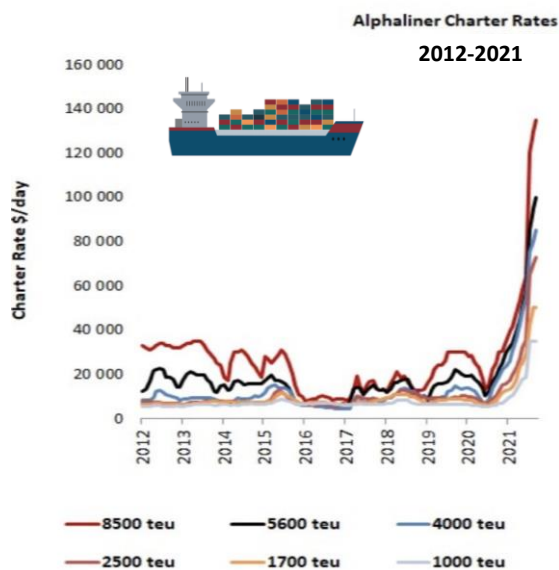
Logistics continues to grow.

PBT from normal business activities in 2021



2021 performance:

- Logistics and shipping activities have contributed 22% in PBT thanks to general business activities of Gemadept.
- Overcoming the vibrant 2021, the Logistics recorded an increase in revenue and pre-tax profit of 26% and 4% respectively. Immediately after social distancing, logistics activities have accelerated: expanding the customer system to effectively control costs. Besides, the constant diversification of new service types is also a key factor in boosting business results. GMD Hai Phong made a strong impression when exceeding 34% of the set profit plan. GMD Logistics has reached the target of 2021 with the joint efforts of all employees by all measures to maximize production and business efficiency, and maintain operational safety throughout the supply chain.
- The year 2021 marks a strong return of Shipping activities with PBT growing up to 500% over the same period. Thanks to the flexibility to make good use of market factors, Shipping activities had a vibrant year when far exceeding the business plan.



GEMADEPT CONTINUES TO LEAD THE TOP 10 PRESTIGE LOGISTICS COMPANIES IN 2021

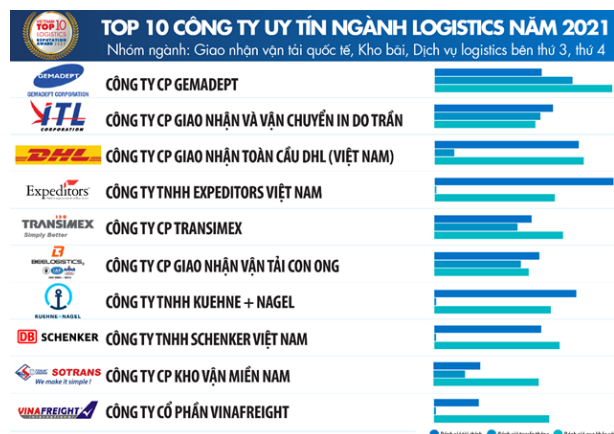
On December 17, 2021, Vietnam Report officially announced the list of Top 10 prestigious Logistics companies in 2021. Accordingly, Gemadept Corporation was once again honored as the leading enterprise in "Top 10 prestigious logistics companies in 2021 - international freight forwarding, warehousing, third-party logistics services".

The outbreak of the COVID-19 pandemic in 2021 has seriously affected the Vietnamese and global economy, putting businesses in a very difficult situation, logistics enterprises are no exception.

The fact that once again leading the Top 10 prestigious Logistics companies in 2021 has proven the will, determination and efforts of Gemadept people, always being proactive in creating, offering outstanding solutions and continuing to promote opportunities for investment in development and construction of seaports and logistics, upgrading infrastructure and equipment to serve Vietnam's import-export and manufacturing industries.

Overcoming the difficulties of 2021, Gemadept continues to expand its distribution center system, develop logistics services in every aspects to be able to serve customers optimally.

Besides, international trade agreements such as CPTPP, EVFTA, RCEP... will be important boost to production and import-export activities of the whole country in general and Logistics enterprises like Gemadept in particular. With projects that have been actively deployed and expanded, Gemadept is ready to move faster and deeper into the global value chain, worthy of its role as one of the leading enterprises in Port operation and Logistics of Vietnam.



CONTINUOUSLY LAUNCHING THE 2 BIGGEST RIVER SHIPS IN VIETNAM – PHUOC LONG 64 AND PHUOC LONG 66

These are the two river ships that Gemadept has recently invested in and built to improve its waterway transport capacity. In 2021, Gemadept has in turn launched and put into operation 4 ships. Currently, the Company continues to build 2 more ships, which are planned to be launched in 1H/2022.

These are river ships of the generation of self-propelled river ships with the capacity of 248 TEU, which are the

largest and most advanced river ships in Vietnam.



SCSC HAS BEEN HONORED AMONG TOP “50 BEST PERFORMANCE COMPANIES IN VIETNAM” IN 2020-2021

The ranking of "50 most effective business companies in Vietnam" (TOP 50) of the year 2020-2021 has just been announced. Saigon Cargo Services Joint Stock Company (SCSC) is once again honored to be named in this list. Notably, this is the 3rd time SCSC has been honored in the TOP 50 Ranking.

Well catching market tendency during the pandemic period, SCSC has been building an air-cargo terminal of international standards, applying information technology and operating excellently to meet strict requirements of the aviation industry and airlines in the world.

GEMALINK BUSILY RECEIVING VESSELS ON WELCOMING YEAR OF REN YIN

- With the growth rate of cargo throughput via Cai Mep area continuing to remain high and the abundant cargo volume of partner shipping lines, Gemalink Port had a successful first year of operation, recording the throughput of nearly 800,000 TEUs. In the fourth quarter and the days leading up to the Lunar New Year, the CY yards were filled up with containers and the Port operated at maximum capacity, day and night, constantly busy in non-stop operation. January 2022 has marked Gemalink's output surpassing 100,000 TEUs/month, the largest output since the port came into operation.
- Smart port operation system has been promoted and deployed, ready to operate with full functions from the first months of 2022, bringing outstanding benefits and values to partner shipping lines and import and export customers.
- The company aims to fill the capacity of phase 1 of Gemalink as soon as possible in 2022. Besides, the preparation of necessary procedures to be able to start phase 2 of this super project is urgently completed. The goal is to put phase 2 of the port into operation at the end of next year with the capacity nearly doubling phase 1.



GEMALINK PHASE 2

- Currently, Gemalink phase 1 is in the process of expanding and is expected to be completed by the end of April 2022. At the same time, the Company is in the process of implementing procedures and arranging capital to deploy phase 2 in 2022.
- With a scale of 39 ha, 350m of berth, and a capacity of up to 900,000 TEUs, the completion of this phase 2 will increase the total capacity of the Port to 2,400,000 TEUs and open up many new opportunities for Gemalink deep-sea port.
- The investment capital for phase 2 is USD 200 million.



NAM DINH VU PHASE 2

- The scale of the project includes an area of 22-44ha, 440-1,100m of berth, and has a capacity of 600,000 - 1,200,000 TEUs.
- The investment capital for the project is VND 1,700-4,500 billion.
- On December 28, 2021, the Board of Directors of Gemadept's ports group in Hai Phong and their partner - Sao Do Investment Group Joint Stock Company - held the Groundbreaking Ceremony of Phase 2 of the Nam Dinh Vu port project.



GEMADEPT CONTINUES TO ACCOMPANY WITH THE CFA RESEARCH CHALLENGE 2021-2022

After more than 3 months of competition, surpassing more than 100 excellent students from 19 prestigious universities, the 4 best teams from 4 universities: Hanoi Foreign Trade University, RMIT University Ho Chi Minh City, Banking Academy, Foreign Trade University, Ho Chi Minh City continued to compete in the final round of the CFA Institute Research Challenge on January 15, 2022.

The final round was dramatic, with Gemadept selected as the Subject Company for this 2021-2022 season, the presentations from the 4 teams were all highly valued by the Jury, the team's capacity and RMIT University City. Ho Chi Minh has excellently won the title of Champion of the national final round to represent Vietnam to advance to the upcoming Asia Pacific regional competition.

With the desire to continue to give the best support and companionship to the Champion Team, on January 27, 2022, Gemadept held an intimate meeting with representatives of the Competition Organizing Committee and the Team RMIT at the Company's head office.

The face-to-face meeting with representatives of Gemadept's Board of Directors was really a favorable opportunity for the RMIT team to dig deeper into the potential of the Port and Logistics market, and at the same time to gain insight and more comprehensively about Gemadept as a leading enterprise in the industry.



GEMADEPT AWARDS SCHOLARSHIPS, LIGHTENING VIETNAMESE TALENTS

Right at the beginning of the new spring, on January 14, 2022, Gemadept officially launched the scholarship program "*Đồng hành cùng bạn – Năm bắt tương lai*" 2021-2023 to light up Vietnamese talents.

After 3 rounds of assessing profiles, talking on the phone and intensive interview with nearly 240 candidates, Gemadept has selected 60 excellent individuals to award scholarships with a total value of up to VND 1.2 billion.

The program also created favorable conditions for students who have scholarships representing 6 schools to share their thoughts, aspirations, ambitions and plans for their future work and career.

GEMADEPT ACTIVELY JOINS AND SUPPORTS THE PANDEMIC CONTROL AND PREVENTION IN HCMC

On the morning of November 17, 2021, the Vietnam Fatherland Front Committee of HCMC celebrated the 91st anniversary of the founding of the National United Front of Vietnam - Traditional Day of the Vietnam Fatherland Front and a preliminary review of the 4th phase of Covid-19 prevention and control with the participation of City leaders, leaders of the Vietnam Fatherland Front, other delegates and guests. On this occasion, Gemadept Corporation was honored to receive a certificate of merit from the Vietnam Fatherland Front Committee for its positive contributions to the pandemic control and prevention.



GEMADEPT CONTINUES TO ATTRACT MANY PRESTIGIOUS INVESTORS

- In the last months of 2021, Ho Chi Minh City gradually recovering its economy, entering a new normal. GMD's IR activities are still actively promoting the role of a bridge between the Company and domestic and foreign investors interested in the Company's business activities. The IR department regularly cooperates with reputable securities organizations such as SSI, Maybank Kim Eng, HSC, VCSC, JP Morgan, Rong Viet, etc. to organize seminars, online meetings, and investment conferences attracting the attendance of many shareholders and investors.
- Via the meetings, investors have raised their queries relating to Gemadept's business activities, orientations and development plans in the coming period, the progress of key projects, the flexible responses of the Company to the Covid-19 pandemic, the raising of seaport floor tariff, etc. Investors are particularly interested in the progress of the construction of Gemalink Deepsea Port phase 2 and Nam Dinh Vu Port cluster phase 2.
- The representatives of the Company's BOD and the Investor Relations Department have answered the investors' questions enthusiastically, thoroughly and fully. This is highly appreciated by shareholders and investors. At the same time, as the leading listed company in the market, Gemadept always adheres to regulations on transparency and public information disclosure in the market. Shareholders and investors has all the access to the most up-to-date information about Gemadept through the Company's Website, the web portal of the State Securities Commission of Vietnam, the Ho Chi Minh Stock Exchange, etc. as well as contacting Gemadept's Investor Relations Department directly for enquiries.
- During the period when the whole country gradually returning to a new normal, field visits to the Port and Logistics centers of Gemadept are resumed so that investors could see and feel the rhythm of the Company's workforce with their own eyes. Investors witness busy atmosphere of the nonstop operation throughout the Company's integrated Port - Logistics ecosystem, aiming at sustainable development and contributing to the development of the country, bringing benefits and values to those who accompany Gemadept.





GEMADEPT CORPORATION



GEMADEPT CORPORATION

Contacts:

GEMADEPT CORPORATION ***IR Department***

FL.19, 6 Le Thanh Ton, Ben Nghe Ward,
District1, HCM City

Email: ir@gemadept.com.vn

Website: www.gemadept.com.vn