



THE WAY FORWARD



IR Newsletter

Q1 - 2022



GEMADEPT.COM.VN



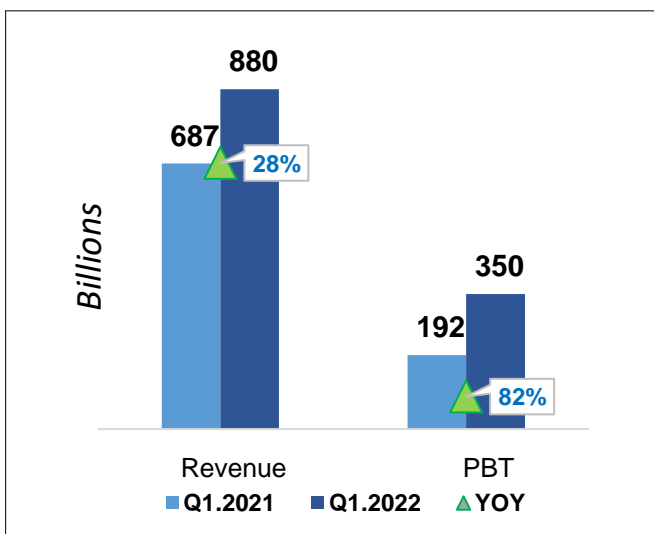
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BUSINESS RESULTS OF GEMADEPT IN Q1/2022

A STEADY GROWTH

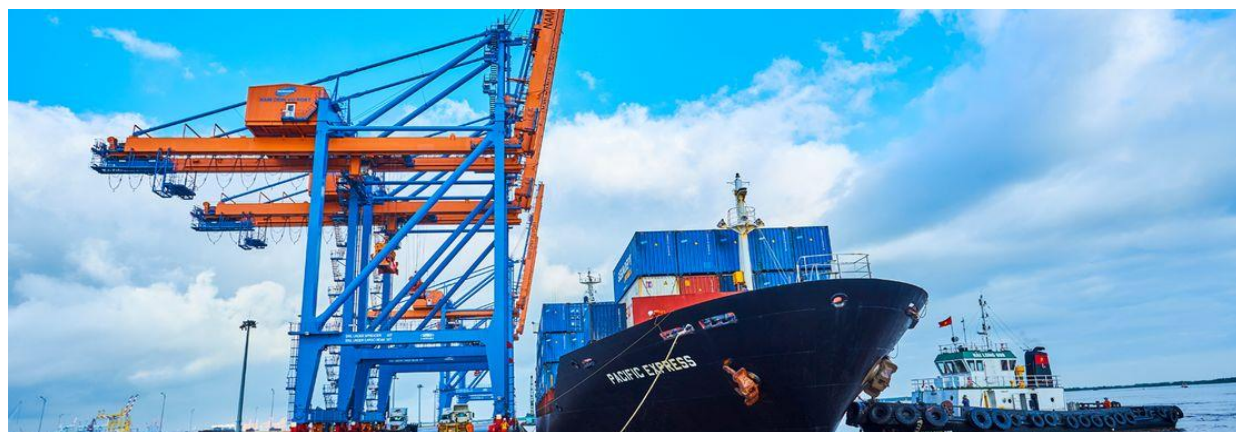
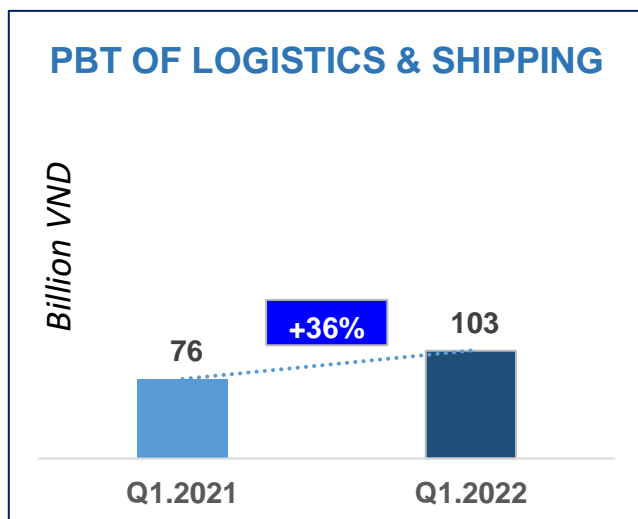
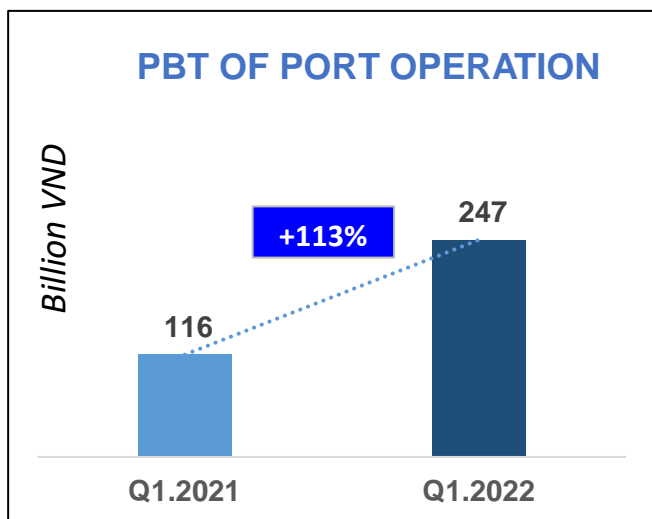


	Q1.2022	Q1.2021
Gross Profit Ratio	40%	38%
PBT Ratio	40%	28%
EBITDA Ratio	54%	46%

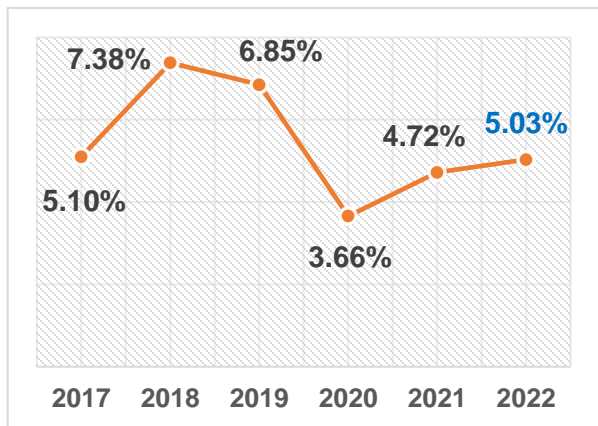
	2022	% completion of AGM target	% completion of BOD target
Revenue	880	▲ 23%	▲ 23%
PBT	350	▲ 35%	▲ 29%

Unit: Billions

PBT OF CORE BUSINESSES GROWS STRONGLY



GDP GROWTH OF VIETNAM IN Q1/2022



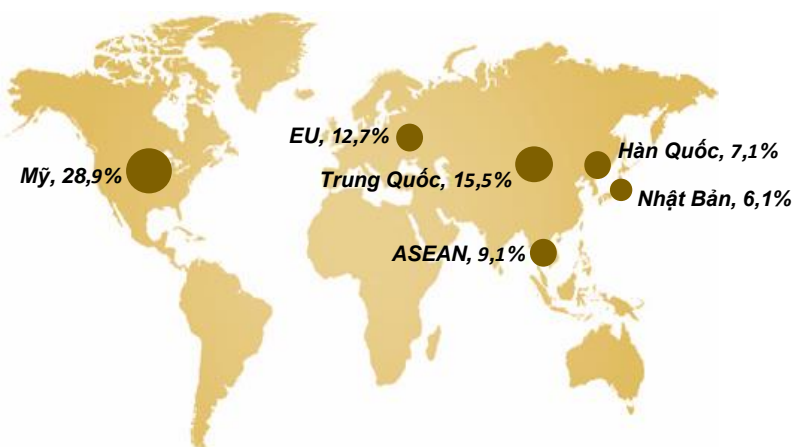
GDP growth rate in Q1 in the period 2017-2022 (%)

Gross domestics product (GDP) in the first quarter of 2022 **increased by 5.03%** over the same period in 2021, the highest in the past 3 years, since the outbreak of the Covid-19 pandemic.

The economy in the first 3 months of 2022 has achieved many positive results with most industries and fields tend to recover and grow again. However, they won't be completely recovered as before the pandemic.

Source: GSO

IMPORT & EXPORT OF GOODS



Ratio of Vietnam's major export markets

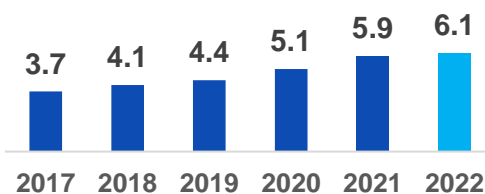
The total import and export in Q1/2022 reached **USD 176,35 billion, up by 14.37%** over the same period in 2021.

87.77 bil USD
Import
+ 15.9%

88.58 bil USD
Export
+12.9%

Source: GSO

CARGO THROUGHPUT VIA VIETNAM'S PORTS



Total cargo throughput via Vietnam's ports in Q1 of period 2017-2022 (mil TEUS)

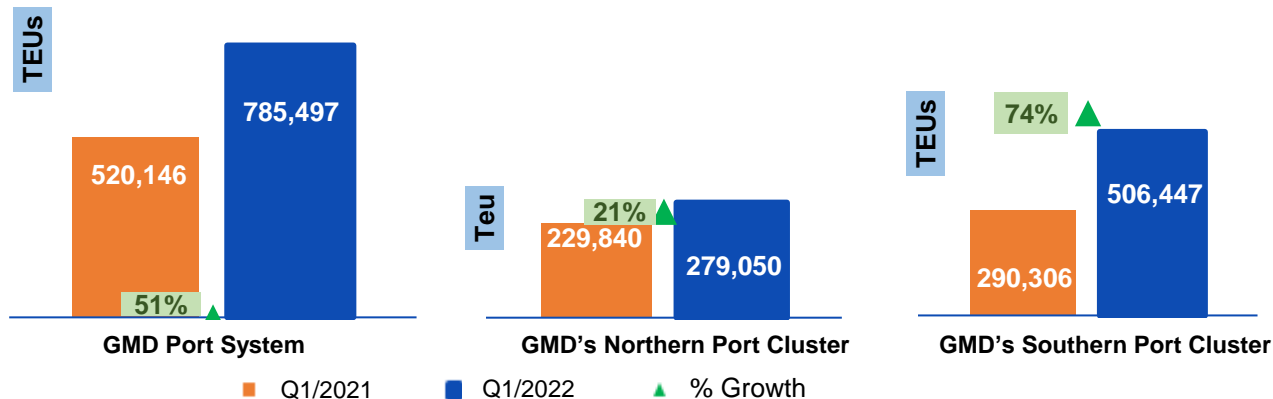


+2%
Container
volume

The total throughput of Vietnam's ports in Q1/2022 reached over **177 mil tons, up by 3%** over the same period in 2021. Particularly, the volume of container through seaports was estimated at more than **6 millions TEUs**, up to **2%** compared to the same period in 2021

Source: Vietnam Maritime Administration

GEMADEPT PORT SYSTEM ACHIEVE BREAKTHROUGH IN OUTPUT



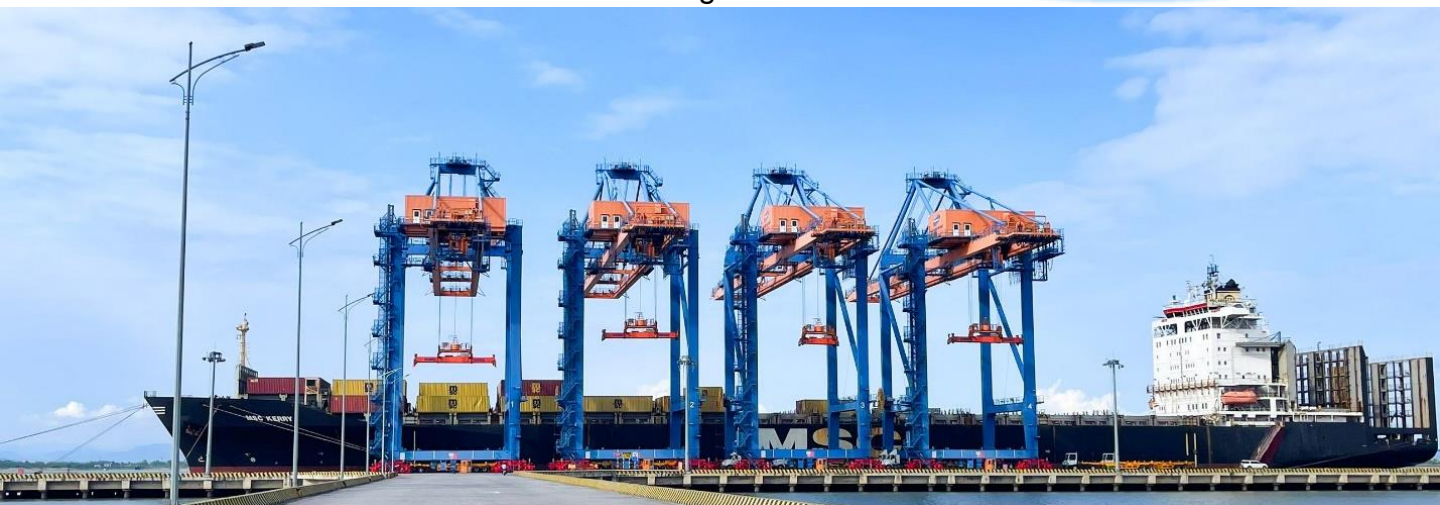
Throughput in the Q1/2022 continues to grow positively, Gemadept steadily advance in the next quarters

- In Q1/2022, the economy maintained its recovery, manufacturing was boosted, and the global supply chain was gradually opened up. However, the conflict between Ukraine and Russia has raised the raw material prices, creating a major disruption to growth. However, Gemadept has maintained and ensure the entire supply chain and smooth cargo flow 24/7, continuing to achieve impressive results in Q1/2022. In particular, in March, Gemalink Int'l Port has operated passed 1 million TEUs after only 1 year of operation, setting a new record in Vietnam's port industry.
- The container throughput via GMD's port system reached more than **785,000 TEUs** in Q1/2022, up by **51%** over the same period. For GMD's Hai Phong port group alone, the throughput grew by **21%**, higher than the regional average.
- For GMD's Southern port group, the volume increased by an impressive **74%** over the same period, a positive contribution from the new mega-port Gemalink.
- The throughput of Dung Quat Port recorded a decrease due to the decrease in volume of the whole region.

Top 3
Hai Phong port cluster

Top 2
Cai Mep port cluster

Top 2
Quang Ngai port



GEMALINK PORT RECEIVES 1 MILLION TEUS ONLY AFTER ONE YEAR OF OPERATION

On March 29, 2022, Gemalink Deep-sea Port held an event to welcome the 1,000,000th TEU at the Port only after one year of operation with the participation of the BOD of Gemadept Corporation and Gemalink Port, representatives of shipping lines CMA-CGM, EVERGREEN, COSCO - OOCL, MAERSK, etc., media agencies and port staff. The ceremony took place in a joyful and exciting atmosphere, marking a remarkable milestone in the operation of Gemalink Int'l Port.

This is a new record not only for Gemadept but also for the Vietnam's port industry as a port reached the throughput of 1 million TEUs right in the first year of operation.

Currently, Gemalink is speeding up to prepare the final steps to quickly start the construction of phase 2, ready to put into operation from the beginning of 2024, creating a strong momentum to promote Vietnam's marine economy.

GEMALINK PORT WELCOMES EVERGREEN SHIPPING LINE

On April 5, 2022, Gemalink was honored to welcome MV EVER LOADING - the first vessel of Evergreen to call at the Port. The MV EVER LOADING has a total length of 335m and a capacity of 8,452 TEUs, carrying the mission of connecting East Asia to South American countries.

Early of Q.2/2022, Gemalink continues to attract the support of the world's leading shipping lines. With the dedication, professionalism and great efforts of all employees, along with the investment in advanced equipment, and the expansion of the port's area, Gemalink brings outstanding services and is a reliable destination for partner shipping lines in the Cai Mep port cluster.

NAM DINH VU PORT WELCOMES THE LARGEST CONTAINER VESSEL IN THE DINH VU PENINSULAR

On April 30, 2022, Nam Dinh Vu Port continued to set a record of successfully receiving and operating the M/V MSC KERRY belonging to the world's largest shipping company, MSC (Mediterranean Shipping Company).

Nam Dinh Vu Port has organized the deployment of welcoming M/V MSC KERRY safely, handling cargo in just 13 hours with the port's handling capacity up to 80 mph (using 04 QCs); the total cargo throughput reached 1,700 TEUs.

With an impressive record operating the M/V MSC KERRY, Nam Dinh Vu Port once again affirms its capacity to receive and operate the largest container vessels in Dinh Vu area (LOA 240m, 48,000 DWT), and continues to

mark a milestone in setting a new record for the port operation.



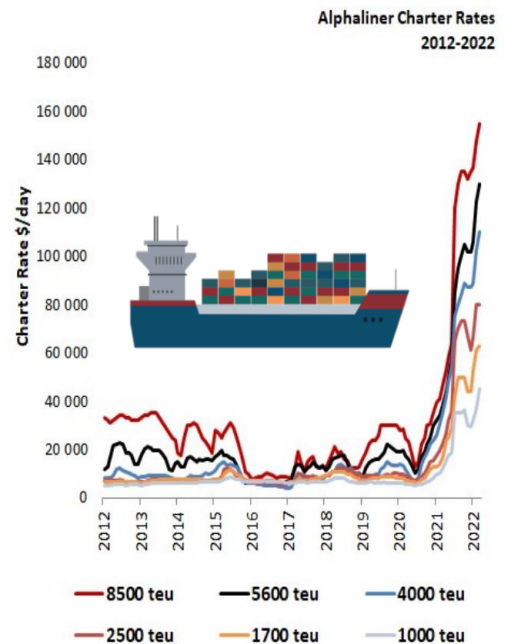
GEMADEPT'S NORTHERN PORT CLUSTER OFFICIALLY PUT THE TERBERG FLEET INTO OPERATION

After about 6 months of receiving and completing the registration procedures, insurance, recruitment of additional personnel and training, etc., on the morning of February 22, 2022, a fleet of 30 specialized Terberg tractors and trailers have been officially put into operation at Northern port cluster by Gemadept.

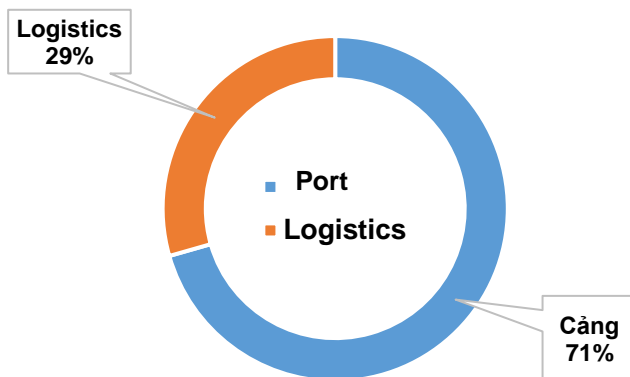
The fact that Gemadept put a professional and modern fleet of vehicles into operation contributes to improving loading and unloading capacity, ensuring cargo safety, minimizing environmental impacts, and at the same time improving the quality of services provided to customers using Gemadept's integrated Port and Logistics ecosystem.

SHIPPING AND LOGISTICS ACTIVITIES – AMAZING BREAKTHROUGHS

- In Q.1/2022, continued global political and economic uncertainties with the Russia-Ukraine conflict and Net Zero policy in China caused difficulties in inflation, prices, and confidence.
- In the ship charter market in Q1/2022, the charter rates continued to increase rapidly, reaching historic highs, but tended to stabilize again after many consecutive weeks of increasing.
- In the first quarter of 2022, Vietnam's economic growth led to a strong recovery of Shipping and Logistics activities. As an enterprise that actively contributes to maintaining the flow of domestic goods as well as the flow of trade with other countries, Gemadept has well seized the opportunities coming from the development of the market, recognized the business results that exceeded the plan and continued to improve its position on all business sectors of the Company.



PBT FROM CORE BUSINESS ACTIVITIES IN Q1/2022



Business results in Q1.2022:

- Logistics and Shipping activities have contributed about **29%** to EBT of business activities of Gemadept.

- There are positive business results in most service segments. Warehouse utilization ratio is maintained at a good level. New transport routes are deployed effectively.
- Ending 2021 with the boom of the Shipping sector, the demand for domestic and international freight in Q1.2022 has not shown any signs of cooling down. With favorable market and the initiative to seize opportunities from Gemadept, EBT has **steadily** increased by **234%** over the same period.

GEMADEPT COMPLETED THE TRANSPORTATION OF 17 METRO TRAINS OF THE BEN THANH – SUOI TIEN LINE

As of May 6, 2022, 17/17 metro trains of metro line 1 (Ben Thanh - Suoi Tien) have arrived in Ho Chi Minh City. Ho Chi Minh City Urban Railway Management Board said that going through a difficult period in 2021, when the Covid-19 pandemic broke out, relevant units had coordinated to find possible solutions to overcome many difficulties, ensuring the safe import of 17 Metro trains with a total of 51 carriages.

With carefully prepared plans, right after the ship had just arrived at the port, the first carriage was quickly being unloaded and put onto the specialized vehicle of Gemadept – the transport contractor for Metro project No. 1. In the afternoon of May 6, all 6 carriages were continued to be loaded on Gemadept's transport equipment, ready for the port security to do customs clearance. According to the plan, from 0:00 on May 6 to dawn on May 7, the first 3 trains were transported to Long Binh depot (Thu Duc City). The remaining trains were continued to be transported on May 8.

Until now, Gemadept has coordinated safe and fast transportation for a total of 17 trains with 51 carriages of the Metro Line 1 project.

This year alone, Ho Chi Minh City has welcomed a total of 6 trains, including 4 in March and 2 in May.

As the leading project cargo solution provider in Vietnam, Gemadept is proud to participate and contribute important milestones in the national key projects as well as serving major projects in neighboring countries.



GEMADEPT AND SCSC ORGANIZED A DIGITAL TRANSFORMATION EXPERIENCE SHARING WEBINAR

Deploying in a series of internal training programs of Gemadept Corporation, on March 3, 2022, the Company's Human Resources Department had organized a Webinar to exchange and share experiences on technology improvement with SCSC through the theme **"Innovation experience at SCSC"**.

During the discussion, the speakers along with the participants actively exchanged experiences and content related to IT application to improve the quality of work as well as business efficiency in the global digitalization trend.

GEMALINK INT'L PORT OFFICIALLY IMPLEMENTED SMARTPORT APPLICATION

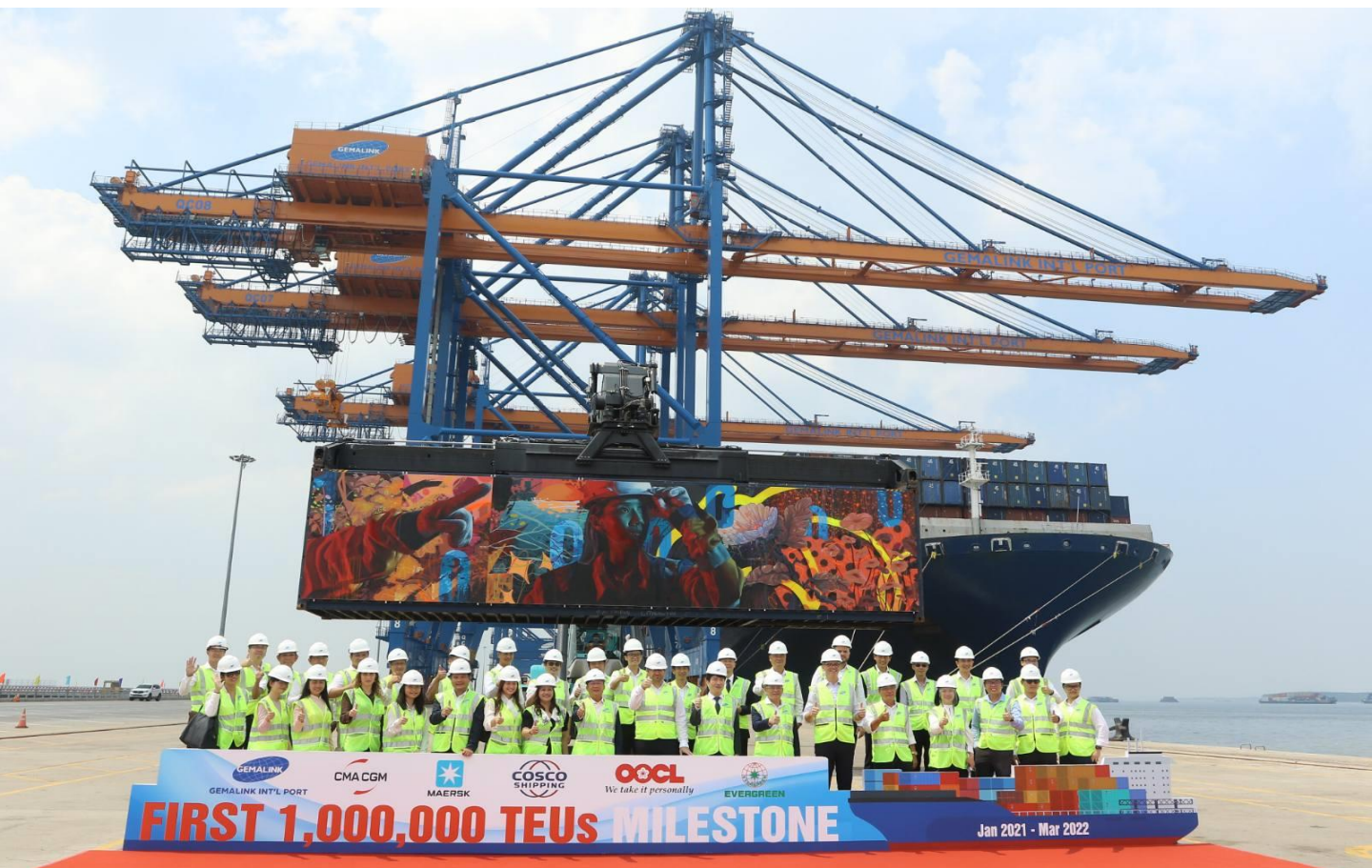
Since the beginning of April 2022, Gemalink Deep-sea Port has officially deployed Smartport application. This will help customers save a lot of time, costs and enjoy many other benefits.

In the future, Gemadept will continue to deploy Smartport to the entire Port network of the Company, providing optimal values to customers in the process of using and experiencing Gemadept's services.



GEMALINK INT'L PORT – HIGHLIGHTS OF Q.1/2022

- **Gemalink welcomes new services:** In Q.1/2022, Gemalink Deep-sea Port has welcomed new services connecting directly to the Port from major shipping lines. On April 5, 2022, Gemalink welcomed the vessel EVER LOADING - the first vessel of Evergreen to call at the Port, connecting from East Asia to South American countries. On April 26, 2022, Gemalink continued to welcome the first shipments of Transfar Shipping to the Port, then connected to their destination, the United States. In average, Gemalink Port receives 5 service routes per week.
- **On April 1, 2022, Gemalink officially launched the Smartport application:** Instead of customers having to come to the Port, wait in line just to pay in cash and creat orders, Gemalink has officially deployed the Smartport application, helping customers save time, costs and provide many other utilities. The application has a variety of features, bringing optimal values to customers in the process of using the service and always innovate to improve service quality and business efficiency.
- **Targets in 2022:** Gemalink aims to fill up phase 1 capacity right in 2022, its second year of operation. In addition, the preparation of necessary procedures to be able to start phase 2 of the project will be soon completed. The goal is to put phase 2 of the Port into operation in early 2024 with the capacity nearly doubling phase 1, reaching up to 2 Mil TEUs.



GEMALINK GIAI ĐOẠN 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 additional berth, and a capacity of up to 1.5 Mil TEUs, the completion of this phase 2 with the total capacity of nearly 3 million TEUs will open up many new opportunities for Gemalink Deep-sea Port.
- The investment capital for phase 2 is about 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 – had held the Groundbreaking Ceremony of Phase 2 of the Nam Dinh Vu port project
- It is being implemented on schedule. By the end of Q1/2022, the progress reached 25% of the total construction volume of the whole project.



GEMADEPT SUCCESSFULLY ORGANIZED THE AGM OF 2022



On the morning of April 25, Gemadept successfully held the 2022 Annual General Meeting of Shareholders (AGM). At the meeting, Mr. Nguyen Thanh Binh, General Director of Gemadept said that the 4th wave of Covid-19 pandemic has caused a serious interruption in the supply chain, leading to many disturbances on the activities of the business community last year.

With flexible policies and best efforts to overcome

the difficulties of the pandemic, Gemadept reached the targets of 2021 with many positive highlights, such as the throughput through the port system increased by 53%, especially with the active contribution of Gemalink Deep-sea Port, officially put into operation at the beginning of the year.

In 2022, Gemadept sets a business plan including having the revenue of VND 3,800 billion and profit before tax of VND 1,000 billion, up by 19% and 24% respectively compared to the implementation in 2021. Besides, the Board of Management has registered to strive for a revenue of VND 3,850 billion and profit before tax of VND 1,200 billion, an increase of 20% and 49% respectively compared to the performance in 2021.

Gemadept has been and will continue to invest in expanding and enriching a diversified and extensive Port and Logistics integrated ecosystem in the coming time, aiming at the vision of 2025.

GEMADEPT PARTICIPATED IN THE SOCIO-ECONOMIC DEVELOPMENT PLAN IN HCMC TO 2030 SEMINAR

In the morning of March 22, Ho Chi Minh City held a seminar **"Consulting with investors and propose solutions to implement the city's socio-economic development plan until 2030"**.

At the seminar, the representative of the industry is Gemadept Corporation. Mr. Nguyen Thanh Binh, General Director of the Company, gave a speech as a leading enterprise in the field of Port and Logistics, making contributions to the development of the Logistics system and supply chain of Ho Chi Minh City worthy of the position of the City named after Uncle Ho.

The leaders of Ho Chi Minh City listened and expressed their appreciation on Gemadept's positive contributions to the City.

GEMADEPT CREATING INTERNSHIP OPPORTUNITIES FOR STUDENTS RECEIVING THE COMPANY'S SCHOLARSHIPS

Right at the beginning of the new spring, on January 14, 2022, Gemadept officially launched the scholarship program **"Accompanying you - Capturing the future 2021-2023"** to light up Vietnamese talents. The selected students, in addition to receiving scholarships worth VND 15 million/school year, are also recognized as trainees of the Company.

Over the years, Gemadept has always created many internship opportunities for generations of students from leading prestigious universities in the country. Moreover, graduates who meet recruitment requirements also have the opportunity to become full-time employees at the Company Head-office and subsidiaries in many provinces and cities of the country.

GEMADEPT WITH EFFORTS IN TAKING CARE OF INVESTORS

In the first months of 2022, Gemadept's Investor Relations activities continued to be dynamic and positive. Including the successful organization of the General Meeting of Shareholders in 2022 with the high consensus of the Shareholders, the approval of targets and business plans for the whole year as well as the development period towards the vision of 2025.

Besides, Gemadept regularly coordinates with reputable securities companies such as SSI, Maybank Kim Eng, HSC, VCSC, JP Morgan, Rong Viet, Ban Viet, etc. to organize seminars, meetings, investor conferences attracting the attendance of many shareholders and investors who are interested in Gemadept's activities.



Via the meetings, investors exchanged information related to Gemadept's business activities, ESG (social, environment, corporate governance), orientation, and development plans in coming period, the implementation progress of key projects, how flexible the Company respond to broken supply chains, high fuel prices, and inflation due to the impact of China's Zero Covid policy, the war between Russia and Ukraine, etc. Investors are especially interested in the progress of construction of Gemalink Deep-sea Port phase 2 and Nam Dinh Vu Port cluster phase 2.

In the meetings and conferences, representatives of the Board of Directors of the Company and the Investor Relations Department has enthusiastically answered to investors' questions, which has been 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 can conveniently access up-to-date information about Gemadept through the Company's Website system, the web portal of the Securities and Exchange Commission, the Ho Chi Minh City Stock Exchange, the mass media and Social Network, etc. In addition, shareholders and investors can directly contact the Investor Relations Department for support and replies.

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