



THE WAY FORWARD



IR Newsletter

Q2 - 2022



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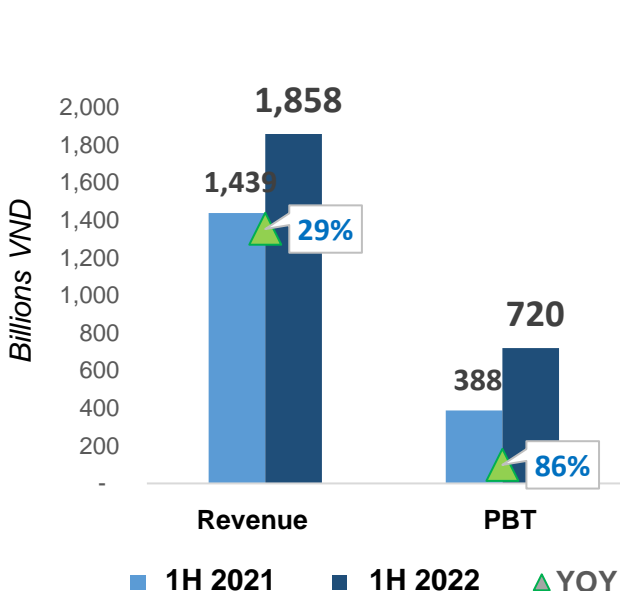
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BUSINESS RESULTS OF GEMADEPT IN 1H/2022

A STEADY GROWTH



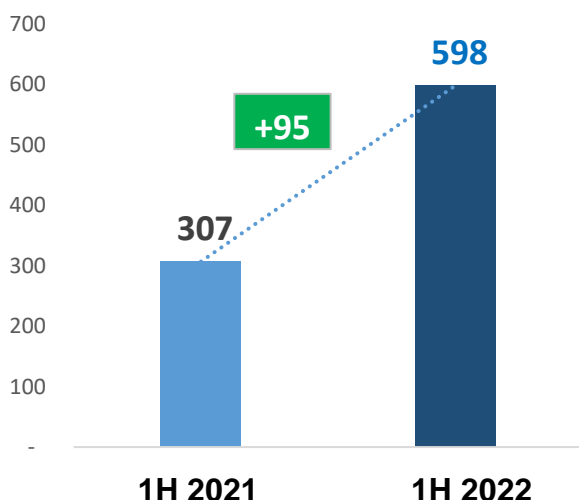
	1H 2022	1H 2021
Gross Profit Ratio	42%	40%
PBT Ratio	39%	27%
EBITDA Ratio	52%	44%

	1H 2022	% completion of AGM target	% completion of BOD target
Revenue	1.858	49%	48%
PBT	720	72%	60%

SUSTAINABLE GROWTH IN GEMADEPT ACTIVITIES

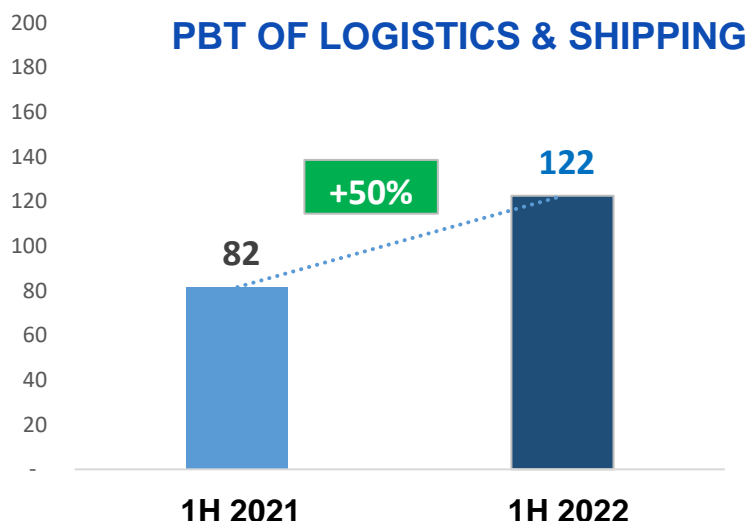
Billion VND

PBT OF PORT OPERATION

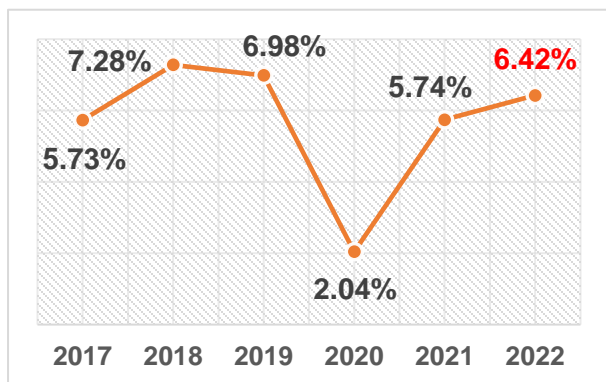


Billion VND

PBT OF LOGISTICS & SHIPPING



GDP GROWTH OF VIETNAM IN 1H2022



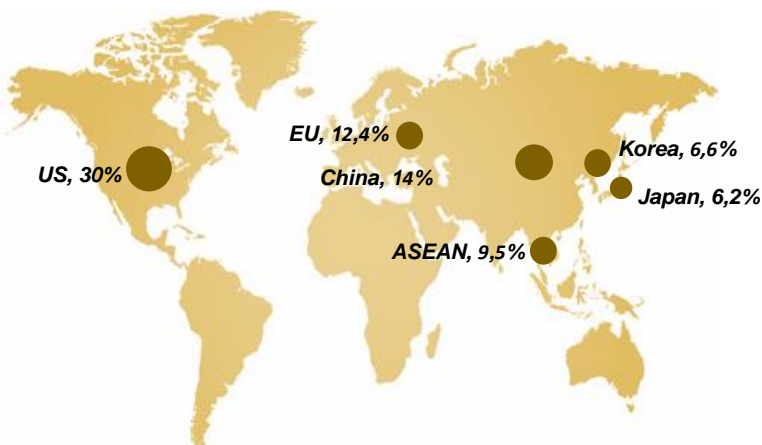
GDP growth rate in 1H in the period 2017-2022 (%)

Gross domestics product (GDP) in the 1H 2022 **increased 6,42%** over the same period in 2021, the highest growth in the past 3 years.

In the first 6 months of 2022, the economy has recovered strongly, the demand for commodity production increased, while the supply was disrupted, causing prices in the international market to tend to increase sharply.

Source: GSO

IMPORT & EXPORT OF GOODS



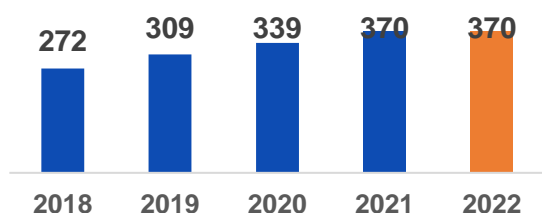
Ratio of Vietnam's major export markets

The total import and export in 1H2022 reached **USD 371.17 Bil**, up by **17.19%** over the same period in 2021.

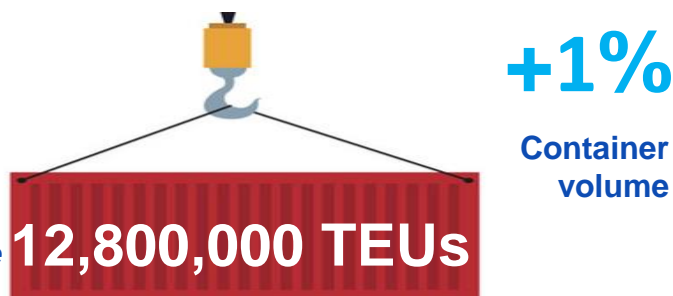
185.94 Bil USD	185,23 Bil USD
Import	Export
+ 17,3%	+15,5%

Source: GSO

CARGO THROUGHPUT VIA VIETNAM'S PORTS



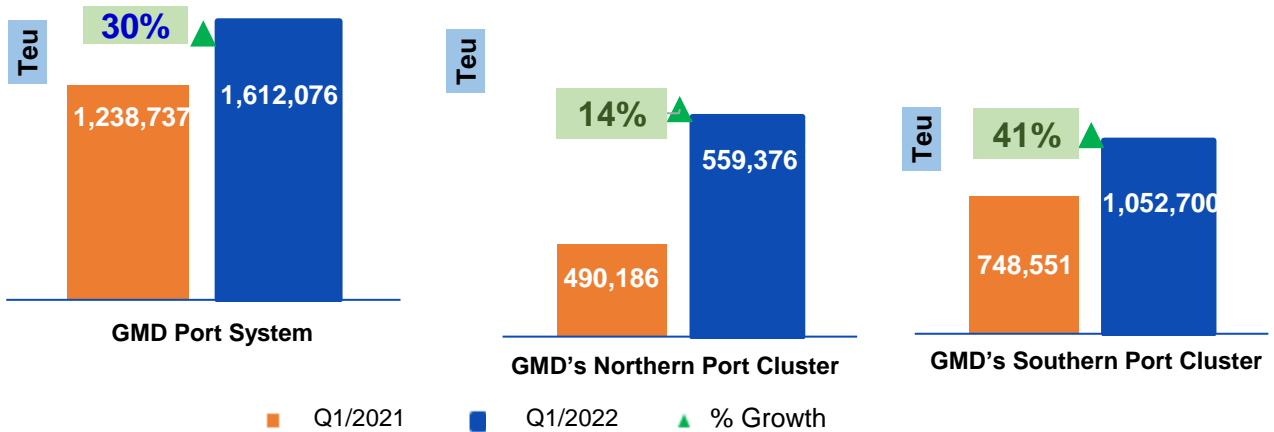
Total cargo throughput via Vietnam's ports in the 1H of period 2017-2022 (Mil TEUs)



The total throughput of Vietnam's ports in 1H 2022 reached **370,898 Mil tons**, up by **2%** over the same period in 2021. The volume of container through seaports was estimated at more than **12,807 Mil TEUs**, up **1%** compared to the same period.

Source: Vietnam Maritime Administration

GEMADEPT PORT SYSTEM' CONTINUOUS IMPRESSIVE GROWTH



With impressive growth in volume, Gemadept continues to maintain its leading position in the market

- In the first 6 months of 2022, the global economy recovered positively after the pandemic, and the global supply chain gradually improved. However, fuel prices are fluctuating and rising continuously due to the embargo on Russian oil which has also made a significant impact on the global economy. With determination and flexible responses, Gemadept continues to maintain the cargo flow with growth and impressive results.
- The container throughput via GMD's port system reached more than **1,600,000 TEUs** in the 1H2022, **up by 30%** over the same period. with the volume growth of Hai Phong and Southern ports reaching **14%** and **41%** respectively over the same period. In which, Gemalink Deep-sea Port continues to make positive contributions to the total output of GMD's port system.
- In the bulk cargo segment, the output of Dung Quat Port recorded a decrease due to the general situation of the whole region.

Top 3
Hai Phong port cluster

Top 2
Cai Mep port cluster

Top 2
Quang Ngai port



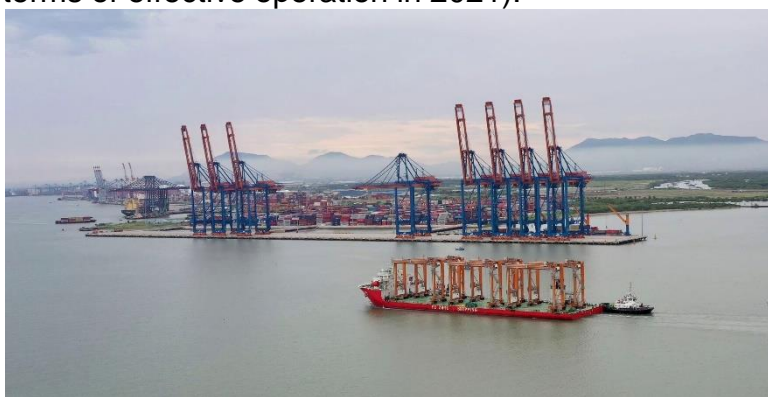
GEMADEPT PORT INVESTED IN 6 MORE MORDERN E-RTG CRANES

On the morning of June 28, 2022, Gemalink Deep-sea Port continued to welcome 6 more modern E-RTG cranes, bringing the total number of E-RTGs of the Port to 24 until now.

Along with 8 super STS cranes, Gemalink's system of 24 e-RTG cranes uses 100% of the grid electricity (Full electric) and is synchronously connected to the DGPS system, CATOS port management software and other new information technology platforms such as Smartport, Rivergate, etc., contribute to improving the optimal operation activities, synchronized operation, saving time and energy, and at the same time limiting noise pollution, air pollution and reducing carbon emissions to the lowest levels.

With a design length of 1.5 km of berth (including 370m of berth dedicated to feeder ships and river ships), 8 STS cranes, 5 FCC cranes, and 24 e-RTGs, Gemalink Port is the one with the most modern infrastructure and equipment and has the most advantageous position in the Cai Mep port cluster (which was ranked 11th in the world in terms of effective operation in 2021).

The continued investment in these 6 new generation e-RTG cranes contributes to enhancing the efficiency in operation, further improving the capacity of cargo clearance, the quality of services provided, as well as meeting the demand for the throughput growth of Gemalink Port in the near future.



BINH DUONG PORT OFFICIALLY GO-LIVE THE SMARTORT PORTAL APPLICATION

From July 15, 2022, Binh Duong Port officially launched the Smartport operation application with the goal of bringing a convenient experience, simplifying processes and procedures, helping customers save time and costs, and at the same time synchronizing with the Gemadept port system nationwide.

The orders to be executed on the app include unloading empty containers, delivering empty containers, unloading cargo containers, etc.



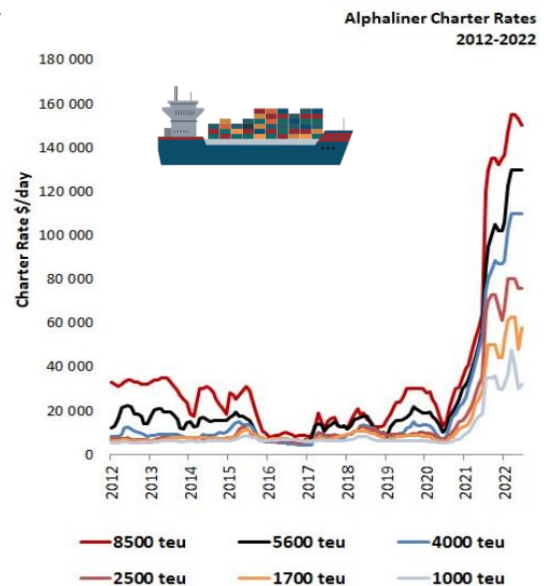
THE GENERAL STATISTICS OFFICE VISITED GEMALINK DEEP-SEA PORT

On July 8, 2022, the delegation of the General Statistics Office (GSO) led by Ms. Nguyen Thi Huong - General Director of GSO, visited and worked at Gemalink International Port. Accompanying the delegation were Mr. Le Ngoc Khanh - Vice Chairman of Ba Ria - Vung Tau Provincial People's Committee and representatives of relevant Departments.

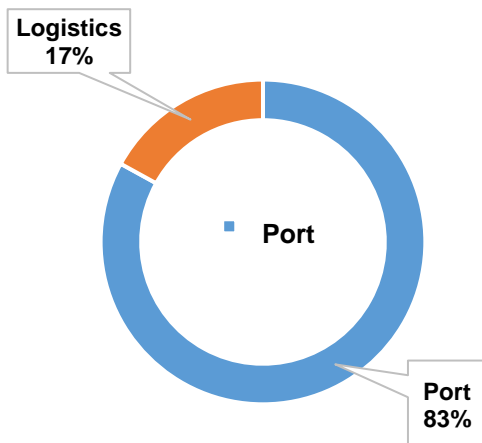
The Company is very honored to welcome the GSO delegation as well as the provincial leaders and having their interest for Gemalink Port in particular and Gemadept Corporation in general. With the greatest determination, the Company strives towards sustainable development, improve service quality, and actively contribute to the development of the Port-Logistics industry.

SHIPPING AND LOGISTICS ACTIVITIES – A BREAKTHROUGH IN GROWTH

- By the end of the second quarter of 2022, container throughput via Shanghai port has recovered positively, nearly reaching pre-lockdown level, clearing cargo congestion in the region. The Russia-Ukraine conflict continues to intensify, putting pressure on inflation and global supply chains.
- Chartering rates in the second quarter as well as the first half of 2022 continue to anchor at historic highs.
- In the first half of 2022, Vietnam's economy continues to grow, creating a strong recovery momentum for the Shipping and Logistics activities, but that also comes with difficulties due to high inflation. Gemadept, with the strength of an extensive Port - Logistics integrated ecosystem, with the spirit of Overcoming Obstacles and Doing the Best, has persistently develops its core business, maintain and continue to strengthen the Company's leading position in the market.



PBT FROM CORE BUSINESS ACTIVITIES IN 1H2022



Business results in 1H2022:

- Logistics and Shipping activities have contributed about **17%** to PBT of the business activities of Gemadept.

- Logistics revenue is steady with its **double-digit growth (13%)**. The occupancy rate of warehouses remains stable. The transportation of OOG goods continues to record growing results, ensuring safe and efficient transportation.
- Continuing to take advantage of the market with high transportation demand, Shipping activities recorded a **17%** increase in revenue. Simultaneously, with the determination to manage costs well, PBT increased impressively by **100%** over the same period.

GEMADEPT PROPOSED SOLUTIONS TO IMPROVE THE LOGISTICS SERVICE CHAIN FOR AGRICULTURE PRODUCTS IN THE MEKONG DELTA REGION

On the morning of May 26, 2022, the Vietnam Logistics Business Association (VLA), the Vietnam Chamber of Commerce and Industry (VCCI) Can Tho branch (VCCI Can Tho), and the Business Forum Magazine co-organized the Forum with the topic: "Improving the Logistics Service Chain for Agricultural Products in the Mekong Delta Region".

The Forum gathered many big and small enterprises to discuss and find solutions to develop and link the logistics service chain for the agricultural product industry in the Mekong Delta. At the Forum, a representative of Gemadept participated as an active member of VLA and is the leading large Port - Logistics enterprise in the country.

Speaking in the discussion session Improving Logistics infrastructure, Ms. Truong Thi Kim Lien - Director of Gemadept Can Tho made a proposal to remove difficulties and develop cold storage infrastructure for businesses from the success of the cold storage model of Mekong Logistics (belonging to Gemadept's comprehensive integrated Port - Logistics ecosystem).



GEMADEPT SUCCESSFULLY LAUNCHED THE PHUOC LONG 68

On June 8, 2022, Phuoc Long Port once again successfully launched the feeder ship Phuoc Long 68 with a capacity of 248 TEUs, belonging to the largest generation of river ships in the market.

Phuoc Long 68 was built at Binh Trieu Shipyard and has the same design as the PL60/62/64 Gemadept ships that have been launched successfully before.

In order to meet the growing needs of the Vietnamese market as well as customers, Gemadept continues to invest in the most advanced river ships, develop more services and optimize the Port-Logistics ecosystem towards a strong and sustainable development.

GEMADEPT COOPERATED WITH ASL TO OPEN A NEW DEPOT

On May 17, 2022, the Northern Gemadept system cooperated with ASL (Asean Seas Line) to open a new Depot in Hai Phong, thereby saving customers time and money when coming to pick up ASL's empty containers.

Putting into operation the ASL GEMADEPT DEPOT helps increase convenience for customers when picking up ASL empty containers, and at the same time increases connectivity to ports within Gemadept's Northern system (Nam Dinh Vu, Nam Hai Dinh Vu, Nam Hai ICD & Nam Hai).

Gemadept will continue to invest in expanding the Port - Logistics ecosystem, associating and synergizing with partners to bring outstanding values to customers.

GEMALINK AND DEVELOPING MOVEMENTS

➤ Gemalink kick-off the SEED FOR SEA Project

On June 10, 2022, the delegation of Gemalink International Port and Gemadept Corporation, with the support of the Tra Vinh Provincial Government as well as the contribution of local people, organized the Kick-off Ceremony of the Seed for Sea Project – Sowing the seeds of the sea. The Seed for Sea project is a project initiated by Gemalink Port to contribute to providing solutions to combat climate change, greening bare land, conserving biodiversity, and protecting the living environment for citizens.

➤ CM-TV port cluster ranks 11th in the world in terms of efficient ports

On May 25, the World Bank and S&P Global Market Intelligence announced the CPPI (Container Port Performance Index) for 370 global container ports. Accordingly, Cai Mep deep-sea port cluster is ranked 11th on the CPPI (according to the average statistical calculation of all 5 ship sizes). The development of Gemalink Deep-sea Port as a pioneer port in the development of the Green Port - Smart Port model in Cai Mep - Thi Vai area has been, is and will continue to contribute positively to the operational efficiency of the Cai Mep - Thi Vai port area in particular and of the seaport industry of Vietnam and the World in general.

➤ Gemalink welcomes new services

On July 15, 2022, there was a ceremony to welcome the M/V Cosco Denmark to Gemalink Port for the first time, with a length of 366m LOA and tonnage of 154,400 DWT. This new service is the recognition and appreciation of COSCO in particular and the world shipping lines in general for the service quality of Gemalink Deep-sea Port, which is a reliable destination on the maritime maps of partner shipping lines.



GEMALINK PHASE 2

- The company is in the process of carrying out procedures and arranging capital to deploy the construction of phase 2 of Gemalink Port in the second half of 2022, ready to put it into operation from 2024, meeting the needs of customers.
- With an expanded scale of 39ha, 700m of berth and an increase in the handling capacity of phase 2 to 1.5 million TEUs, the completion of phase 2 project will bring the total capacity of the Port to 3 million TEUs, opening up many new opportunities for Gemalink Deep-sea Port.
- The investment capital for Phase 2 with an increased capacity of 1.5 million TEUs is about 300 million USD.



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.
- Phase 2 of NDV is being implemented on schedule. Currently, the project is under construction and has completed more than 50% of the total construction of the project.
- The yard of NDV Port phase 2 is being urgently constructed.
- 9 equipped e-RTG gantry cranes are being assembled and completed at Mitsui E&S Machinery Factory in Japan.



GEMADEPT REPRESENTS THE PORT AND LOGISTICS INDUSTRY IN THE VIX50 2022

On June 3, 2022, Vietnam Report Joint Stock Company (Vietnam Report) officially announced the Top 50 Prestigious and Efficient Public Companies in 2022 (VIX50). This is the result of an objective, scientific and independent research of Vietnam Report, officially published in domestic and foreign media.



Overcoming difficulties and challenges of the economy and market in the first half of 2022, Gemadept recorded spectacular revenue and profit growth over the same period. Entering the peak season of the industry at the end of the year, Gemadept employees wholeheartedly race to the finish line according to the set business plan.

Gemadept has been and continues to focus on developing the green port and smart port model through digitizing the port operation and logistics processes, and at the same time, focusing on ESG (Environment - Society - Governance) factors, working towards a sustainable and lasting business development.

GEMADEPT AND SCSC WERE JOINTLY HONORED IN FORBES' TOP 50 BEST LISTED COMPANIES IN 2022

On June 6, 2022, Forbes Vietnam announced the "50 Best Listed Companies" in 2022, including 138 honored businesses.

With impressive business results, Gemadept Corporation was honored for the 6th time in the Forbes 50 - 50 Best Listed Companies in 2022. The joy is doubled when Saigon Cargo Services Corporation (SCSC) was also honored for the second time on this list.



GEMADEPT PROPOSED SOLUTIONS FOR HUMAN RESOURCES DEVELOPMENT FOR VIETNAM PORTS

On July 8th, 2022, Vietnam Chamber of Commerce and Industry (VCCI) in collaboration with the Australian Embassy in Vietnam and the Vietnam Australia Human Resource Development Program (AUS4KILL) organized the Workshop 'The future of Vietnam's seaports and the need for human resource development'.

Ms. Tang Thi Phuong Anh, Head of the Company's Human Resources Department, said that information technology application skills are very important for workers in the port operation industry.

Another equally important factor is the high discipline and the attitude of the employees, eager to learn and not afraid of difficulties.

GEMADEPT JOINED INVESTORS DAY AT HSC EMERGING VIETNAM 2022 & MANY OTHER DYNAMIC IR ACTIVITIES

On June 16th and 17th, 2022, representatives of the BOM and the Investor Relations Department of Gemadept Corporation (GMD) had the face-to-face meeting with investors and portfolio managers of financial funds at the Emerging Vietnam 2022, held by HSC.

This year, the face-to-face format has been resumed after 2 years of social-distancing due to the Covid-19. The event has attracted not only investors in the Vietnamese stock market, but also foreign investors and financial funds from many developed countries around the world such as the United States, Europe, Japan, Singapore, Hong Kong, Taiwan, Korea, and Thailand.

Gemadept and HSC also coordinated to organize the Company's port and logistics sites for investors at Gemadept Song Than Distribution Center in Binh Duong and Gemalink Deep-sea Port in the Cai Mep port cluster at the Ba Ria – Vung Tau province.



Ba Ria - Vung Tau Journalists Association organizes a field trip for members at Gemalink Port

On June 30th, the delegation of the Provincial Journalists Association led by Mr. Phan Duc Hien, Chairman of the Association visited Gemalink International Port, one of the largest and most modern deep-sea ports in the country.

Joining the delegation was Ms. Do Nguyen Hoang Dung, Acting Editor-in-Chief of Ba Ria - Vung Tau Newspaper; Ms. Huynh Thi Lien, Deputy Director of Provincial Radio and Television Station and reporters of central and local press agencies in the province.



Gemalink International Port was honored to welcome the "Delegation of General Statistics Office" and the "Logistics Industry Reference Council" to visit & work at the Port.



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