



THE WAY FORWARD



# IR Newsletter

## Q3 - 2022



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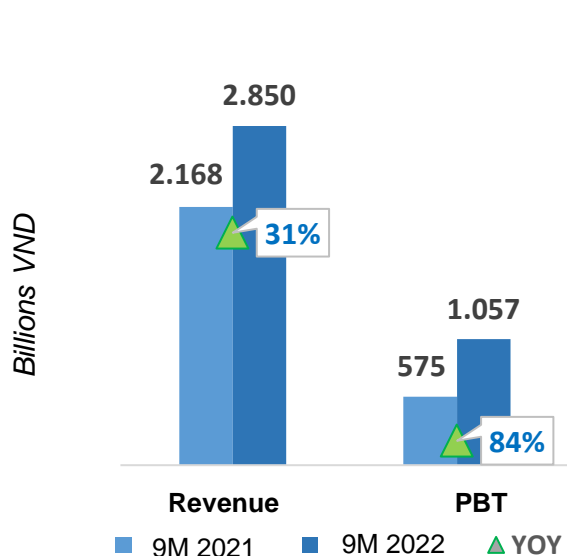


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## BUSINESS RESULTS OF GEMADEPT IN 9M/2022 CONFIRMING THE INTERNAL SPIRIT

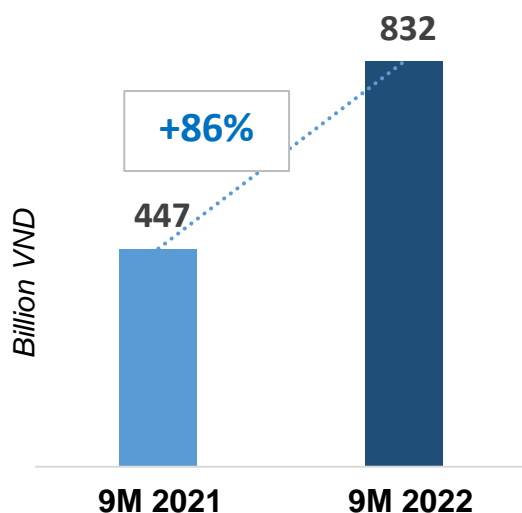


	9M 2022	9M 2021
Gross Profit Ratio	42%	39%
PBT Ratio	37%	27%
EBITDA Ratio	50%	44%

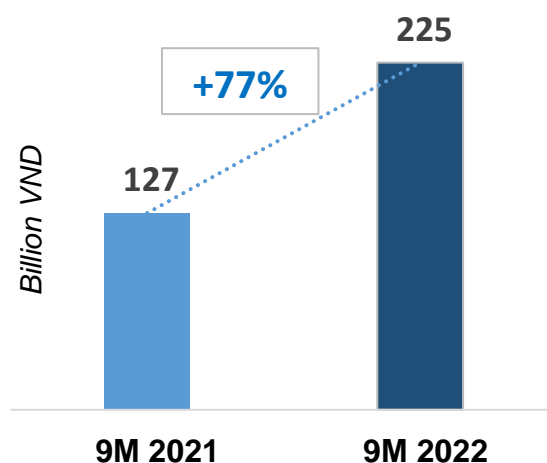
	9M 2022	% completion of AGM target	% completion of BOD target
Revenue	2.850	75%	74%
PBT	1.057	106%	88%

## POWERFUL GROWTH

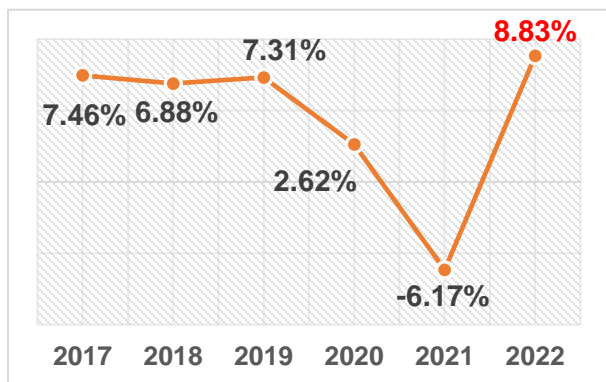
### PBT OF PORT OPERATION



### PBT OF LOGISTICS & SHIPPING



## GDP GROWTH OF VIETNAM IN 9M 2022



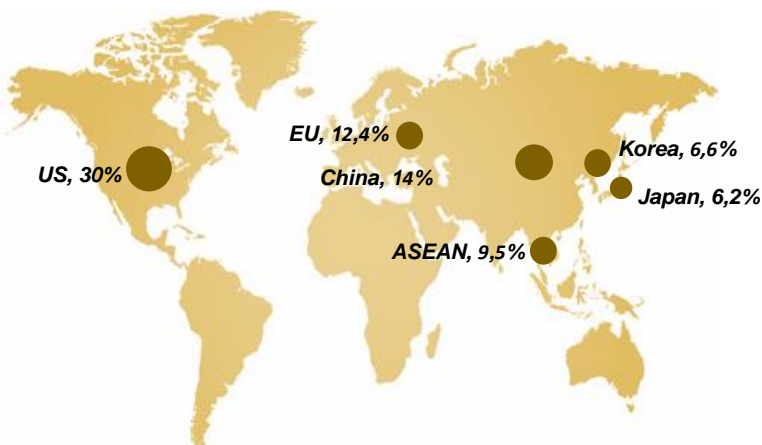
GDP growth rate in 9M in the period 2017-2022 (%)

Gross domestics product (GDP) in the 9M 2022 **increased 8,83%** over the same period in 2021, the highest growth of 9M in the period 2011 - 2022.

Socio-economics in the first 9 months prospered in most fields. Production and business activities in Q.3/2022 grew strongly compared to the same period in 2021 (when many localities across the country had to implement prolonged social distancing).

Source: GSO

## IMPORT & EXPORT OF GOODS



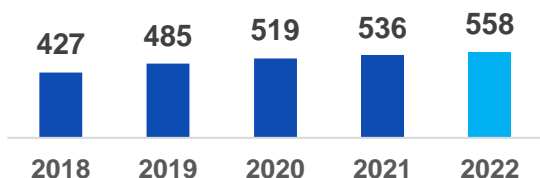
Ratio of Vietnam's major export markets

The total import and export in 9M2022 reached **USD 558,52 Bil**, up by **15.1%** over the same period in 2021.

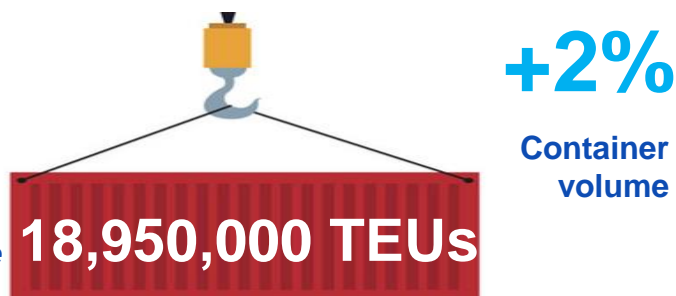
276 Bil USD	282,52 Bil USD
Import	Export
+ 13%	+17,3%

Source: GSO

## CARGO THROUGHPUT VIA VIETNAM'S PORTS



Total cargo throughput via Vietnam's ports in the 9M of period 2017-2022 (Mil TEUs)

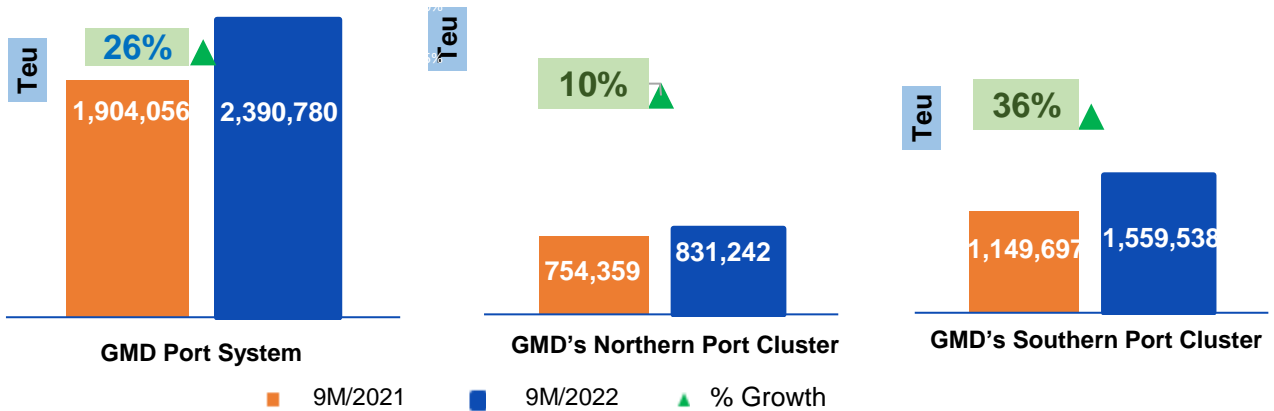


The total throughput of Vietnam's ports in 9M 2022 reached **557,5 Mil tons**, up by **5%** over the same period in 2021. The volume of container through seaports was estimated at almost **19 Mil TEUs**, up **2%** compared to the same period.

Source: Vietnam Maritime Administration; Estimated by GMD



## GEMADEPT PORT SYSTEM' CONTINUOUS IMPRESSIVE GROWTH



**With impressive growth in volume, Gemadept port system continues to hold the leading position in the market**

- During the first nine months of 2022, the escalating conflict between Russia and Ukraine had a significant impact on the recovery of the global economic. The international market has many unfavorable movements, inflation remains high, interest rates increase in many countries, leading to a decrease in world economic growth compared to reports released. before. Going beyond all efforts, Gemadept continues to record impressive volume growth, with a focus on the Southern region.
- Actively and flexibly responding to the complicated developments of the world economic situation, Gemadept continued to maintain the flow of goods, maintain the growth momentum and achieved impressive results. Gemadept especially focuses on investing in modern equipment to improve operation productivity, at the same time perfecting the integrated ecosystem of Ports and Logistics.
- Container throughput through the entire Gemadept port system reached nearly **2,400,000 TEUs** in 9M 2022, an increase of **26%** over the same period last year with the volume growth of Hai Phong and the South of ports reaching **10%** and **36%** respectively over the same period.



## GEMALINK WELCOMED THE DELEGATION OF PPAP INTERNATIONAL PORT

On September 24, 2022, Gemalink welcomed the delegation of PPAP International Port (Phnom Penh Autonomous Port, Cambodia) to visit and learn about the operation process at Gemalink Port.

PPAP Port is an international port under the supervision of the Ministry of Public Works and Transport & the Ministry of Economy and Finance of Cambodia. This is the focal point to help provinces along the Mekong River do business and distribute goods to other provinces in Cambodia.



The delegation's visit to Gemalink went well with the goal of developing long-term transport and logistics policies as well as creating favorable regional cooperation conditions between the two countries. As one of the leading enterprises in the Port and Logistics industry in Vietnam, Gemadept is honored to receive the attention from PPAP International Port and other international entities.

In the coming time, Gemadept will continue to develop production and business activities, promote and connect the flow of goods between Vietnam and Cambodia in particular and the world in general.

## NAM DINH VO PORT WELCOMED "GIANT" PROJECT CARGO SHIP

On September 21, 2022, Nam Dinh Vu Port successfully received the project cargo ship Dong Bang Giant 02 of with LOA of 145.5 m and a hull width of up to 38 m.

This "giant" module belongs to a complex of equipment installed at a refinery and petrochemical plant in Malaysia, a product of cooperation between Amec Engineering Corporation and Samsung Engineering Corporation (SECL) OF Korea. The project has completed the legal procedures and went into operation with a 10-year cooperation agreement, located right in Nam Dinh Vu Industrial Park - Hai Phong, so it is extremely convenient when Nam Dinh Vu Port became a strategic partner of the project. This event once again affirms the Port's ability to organize diversified and professional cargo operation.

## NAM HAI DINH VO PORT WELCOMED HS1 SERVICE, A COOPERATION BETWEEN VASI AND CMA – CGM

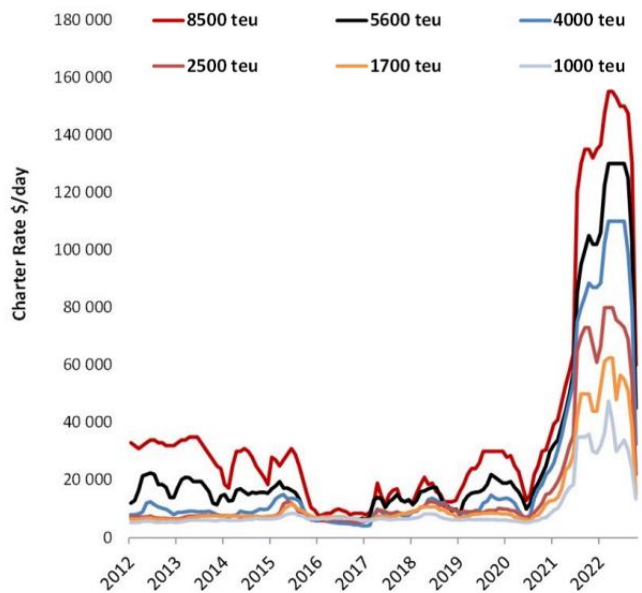
On September 13, 2022, the CAPE FLORES 001S (LOA: 155m, 1200TEUs) on the HS1 service (Haiphong Singapore Feeder 1), a cooperation between Vasi Shipping lines and CMA-CGM, docked at Nam Hai Dinh Vu port. The route of HS1 service is as follow: SIN – HPH – SIN.

The new service not only shows the increase in demand for Intra-Asia shipping from Hai Phong area, but also shows the confidence of shipping lines in the recovery of the market and the operational capacity of Nam Hai Dinh Vu Port.



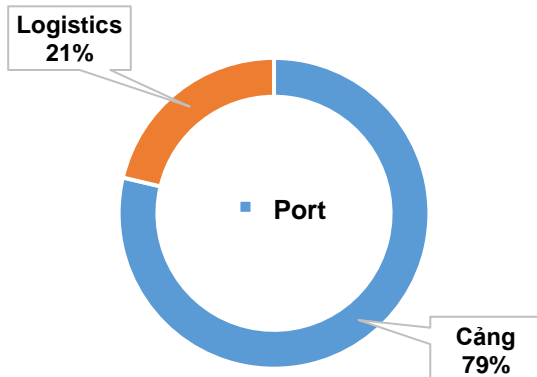
## SHIPPING AND LOGISTICS ACTIVITIES CHANGES IN 9M 2022

- In the international market, the freight rates unexpectedly dropped by 30-50% in just one month and dropped 30-60% lower than the peak set in March 2022, according to the report by SSI Research.
- Despite the escalation in the cost of building new containers, orders continue to grow at Asian shipyards. Current orders have reached 27.9% of total operating capacity, according to Alphaliner.
- After two years of facing difficulties in international freight transportation due to increasing consumer demand and the limited ability of shipping companies to respond, the supply chain congestion has finally shown signs of cooling down



Charter rates by vessel size /day. Source: Alphaliner

### PBT FROM CORE BUSINESS ACTIVITIES IN 9M 2022



### Business results in 9M 2022:

- Logistics and Shipping activities have contributed about **21%** to PBT of the business activities of Gemadept.

- Thanks to the large development space and outstanding service quality, logistics activities recorded double-digit growth in both revenue and profit. In addition to increasing cooperation with new customers, expanding the network of warehousing and transportation services in the Central region, Gemadept's logistics activities continue to attract trust and expanding contract services from existing large customers as well as new customers..
- The demand for domestic freight has been continuously maintained at a high level since the beginning of the year, which has contributed to Shipping activities recording positive results. Seizing opportunities well and flexibly diversifying revenue sources in the context of volatile market are the basis for Shipping activities to steadily exceed 9M business plan.



## THE POTENTIAL OF VIETNAM PORTS INDUSTRY AND THE ADVANTAGES OF GEMADEPT

At the periodic C2C seminar held by HSC Securities on September 29 with the theme "The potential of Vietnam's port industry and the advantages of Gemadept", Gemadept's Board of Directors commented on the long-term potential of Vietnam's port industry and Gemadept's advantages and sustainable development orientation.

Mr. Nguyen Thanh Binh, General Director of Gemadept shared, in 2021, container throughput through Vietnam's seaports reached about 24 million TEUs. Particularly in the first 8 months of 2022, the whole country recorded 17.1 million TEUs. Thus, the country's container output is even higher than that of Japan (about 23 million TEUs/year).

Particularly for Gemadept, with the advantage of owning the leading Port - Logistics ecosystem in Vietnam, investing in modern equipment, and a large and potential network of customers and partners, the Company recorded positive business results even in a volatile market period and continued to step firmly into a new period of development with potential for sustainable growth in the future.



## GEMADEPT'S SMARTPORT CONTINUES POLIERING THE TREND OF "SMART LOGISTICS" IN HAI PHONG

From May 2021, Gemadept pioneered to launch and deploy SmartPort application at Nam Hai Dinh Vu port and Nam Dinh Vu port in Hai Phong. At that time, the Covid-19 pandemic was breaking out. Right at the time of implementation, Gemadept's SmartPort has quickly received many praises and supports from partners and customers.

Heading towards digital transformation, Gemadept has been using "SmartPort" technology in Hai Phong as a pioneering step for logistics activities in the city and towards a dream of "Smart Logistics" for the market of Vietnam.

## CJ-GEMADEPT ORGANIZED THE OPEN FOOTBALL TOURNAMENT FOR THE FIRST TIME

The official football tournament was held in the early morning of September 18, 2022 at Depo football field (Binh Duong) with the participation of 12 teams from departments of CJ Gemadept Logistics, CJ Gemadept Shipping and guests who are customers and partners of the company.

The teams played with all their might, showing their bravery and high spirit of teamwork. The tournament ended successfully.

Although the event took place for only 1 day, but with the sportsmanship of the teams, the team has strengthen the team spirit, improve the health of the company's employees, working towards the completion of further goals and outstanding efforts in 2023.

## GEMALINK FIRMLY STAND WITH CUSTOMERS AND PARTNERS

### ➤ **Gemalink welcomed CMA-CGM KIMBERLY vessel powered by LNG**

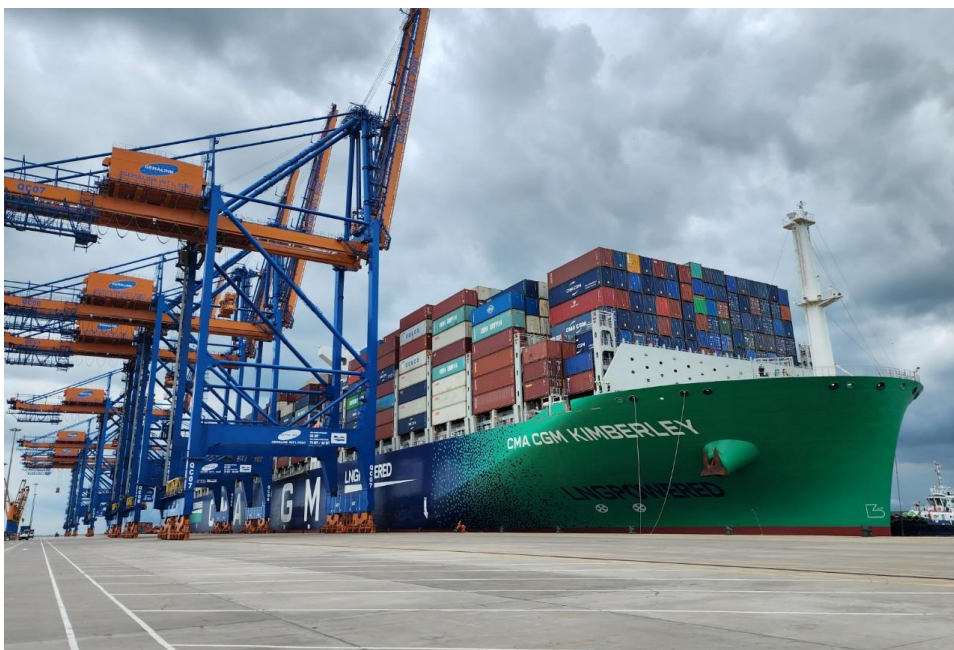
On September 22, 2022, Gemalink welcomed the CMA-CGM Kimberly (LOA: 366m, 15000 TEUs), belonging to CMA-CGM's fleet of 6 most modern LNG ships in the world, docking for the first time in Vietnam. This vessel uses LNG energy source with much lower emissions into the atmosphere than fossil fuels such as oil or coal, contributing to minimizing pollution and protecting the green atmosphere. Gemadept always accompanies shipping lines towards a green future in business and production environment as well as for society.

### ➤ **COSCO super vessel docked at Gemalink International Port**

On October 1, 2022 (National Day of the People's Republic of China), Gemalink welcomed the super vessel CSCL PACIFIC OCEAN V.049W belonging to COSCO shipping line docking at the port. CSCL PACIFIC OCEAN is 400m long and 59m wide, currently being one of the largest super container ships in the world. Gemalink deep-sea Port always focuses on investing in infrastructure, modern equipment and the people to always be ready to welcome the world's largest ships to Cai Mep area and dock at Gemalink, connecting directly to the US, Europe and the whole Intra-Asia region.

### ➤ **Gemadept welcomes Maersk Line's Rainbow container to Vietnam**

On August 21, 2022, Gemadept's vessel successfully transported Maersk Line's first 40-ft Rainbow container to Vietnam in the #InclusionAllTheWay campaign to raise awareness of diversity and inclusion (D&I) in the working environment. Since its establishment, on the journey of joining hands to build a better world, Gemadept is honored to cooperate with Maersk Line in this very meaningful project, with the transportation of 40-ft Rainbow containers on board of Phuoc Long 06, Vietnam - Cambodia voyage. Gemadept will accompany Maersk Line and its customers and partners, contributing to spreading human values, building a fair, diverse and harmonious working environment (D&I) throughout Asia and around the world.





## GEMALINK PHASE 2

- In the last months of 2022, Gemadept is completing the construction procedures and arranging capital to deploy the construction of phase 2 of Gemalink Port in the first 6 months of 2023, ready to put phase 2 into operation from 2024 & 2025, meeting the growing needs of the market and partner shipping lines.
- 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 will bring the total capacity of the Port to 3 million TEUs.
- The investment capital for Phase 2 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 900,000 - 1,200,000 TEUs.
- The investment capital for the project is USD 75 million.
- Phase 2 of NDV is being implemented on schedule. Currently, the project is under construction and has completed more than 70% of the total construction of the project.
- The yard of NDV Port phase 2 is being urgently constructed to put the port into operation right in Q1.2023



## GEMADEPT RUN 2022 - THE WAY FORWARD CONNECTING AND SPREADING THE LOVE

In order to promote cultural beauty and spread good humanistic values to join hands to build the community, Gemadept Run 2022 has took place in Sala Urban Area, Thu Duc City on October 29, 2022, attracting the enthusiastic participation of hundreds of employees, customers, partners, etc.



Gemadept's race emphasizes the message of **Pioneering in Physical Health – Pioneering in Mental Health – Pioneering for Future Generations.**

Additionally, Gemadept also launched the charity program Pioneer for future generations' knowledge in a voluntary manner. Participants of Gemadept Run 2022 can go through the race registration portal to donate to the Library of Dreams - Education Fund for Children in Vietnam.

Every donation, no matter how small, can make a big different. The contributions from the participants of Gemadept Run 2022 will help disadvantaged children in regions across the country opportunities access a major source of knowledge, preparing them to join the developing rhythm of Vietnam and the world.

## GEMADEPT RANKING RAISE IN TOP 500 MOST PROFITABLE ENTERPRISES IN VIETNAM 2022

On October 25, 2022, in Hanoi, Vietnam Report cooperated with VietnamNet Newspaper and other media units to organized the ceremony of honoring and awarding the prize "**Top 500 Most Profitable Enterprises in Vietnam 2022 – PROFIT500**".

As the big enterprise in the port and logistics industry, Gemadept is honored to be present in the PROFIT500 Rankings for many years in a Row. This continues to affirm the business performance as well as the prestige of the Company.



## GEMADEPT CONTINUES THE IMPLEMENTATION OF TRAINING PROGRAMS FOR MANAGERS

Within the scope of Gemadept's project to develop the successor team, the Company's Training Department has worked with leading prestigious partners in the market to design appropriate training programs, including: CRESTCOM and PACE.

On September 14, 2022, in collaboration with partners PACE and CRESTCOM, the training program for Gemadept's managers, Boards of Directors and employees of Gemadept was officially opened.

Through the training course, Gemadept's managers continue to cultivate and promote an effective culture at work as well as in life.



## GEMADEPT PAYS SPECIAL ATTENTION TO ACTIVITIES CONNETING TO INVESTOR

In the first 9 months of 2022, Gemadept's investor relations activities continued to be vibrant and active. Once the pandemic has been stabilized, having direct meetings and contacts with investors and shareholders has resumed regularly. Gemadept has organized and coordinated with reputable securities companies such as SSI, HSC, JP Morgan, etc. in seminars, analyst meetings, investor conferences, etc. and has garnered a lot of attention. interest and participation of stakeholders.

During the discussions, investors were very interested in Gemadept's business results, orientations and development plans in the coming period, progress of key projects, ESG (Environmental, Social, Governance) works, sea freight rates, inflation issues, impacts from the Russia-Ukraine conflict, etc. Investors were particularly interested in the progress of Gemalink deep-sea Port phase 2 and Nam Dinh Vu Port phase 2.

Through the meetings, investors highly appreciated the dedication, the openness and the transparency of information from the representatives of the Company's Board of Directors and the Investor Relations Department. Investors' inquiries were clarified and answered quickly. As a leading listed company in the market, Gemadept always adheres to regulations on transparency, public information disclosure in the market, and pays special attention to activities connecting with shareholders and investors.

## GEMALINK RECEIVES INTERESTS FROM EXPERTS WITHIN AS WELL AS OUTSIDE OF THE INDUSTRY

In 9M2022, Gemadept was honored to receive a lot of attention from not only investors but also experts inside and outside the industry as well as delegations to visit and work with the Company.

On August 26, 2022, Gemalink welcomed the delegation of Professor Doctor of Science Nguyen Ngoc Tran to visit Gemalink. The delegation was very satisfied with The result when learning about the geographical location as well as the Port's operating capacity.



Gemalink on September 24, 2022 also had the honor to welcome a delegation of PPAP International Port (Phnom Penh Autonomous Port, Cambodia) to visit and learn about the operation process at Gemalink Port.

Investor relations activities and the reception of delegations to visit and work of Gemadept took place bustlingly and it is an honor for the Company to receive the attention from investors as well as experts. In the coming time, the Investor Relations Department will continue to promote activities that will regularly update information about the Company to the market.



## Contacts:

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