



THE WAY FORWARD



IR Newsletter

Q4 - 2022



GEMADEPT.COM.VN

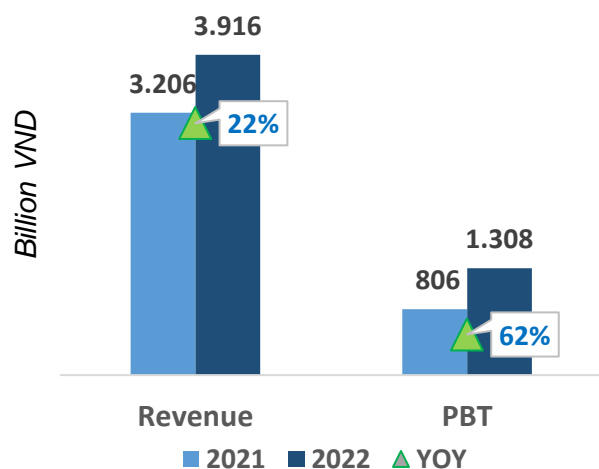


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GEMADEPT'S BUSINESS RESULTS IN 2022 OUTSTANDING COMPLETION

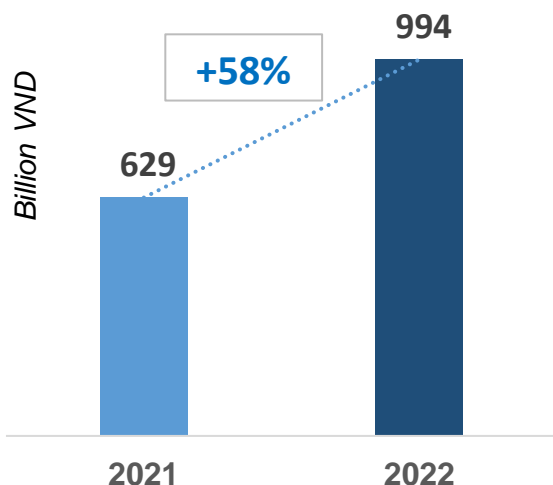


	2022	2021
Gross Profit Ratio	42%	36%
PBT Ratio	33%	25%
EBITDA Ratio	46%	41%

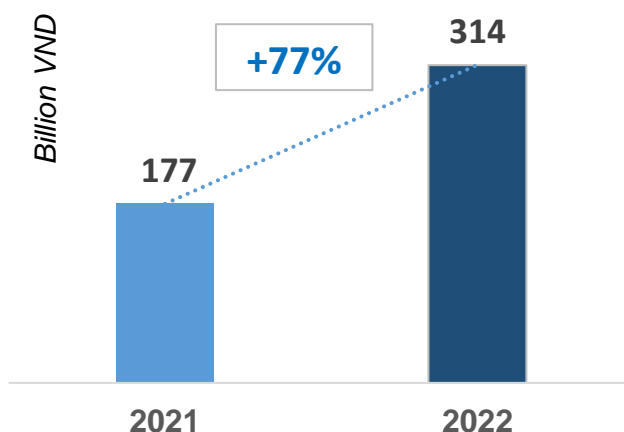
Target	2022	2022 target approved by AGM	Completion rate of AGM registration
Revenue	3.916	103%	102%
PBT	1.308	131%	109%

FLEXIBLE AND EFFICIENT

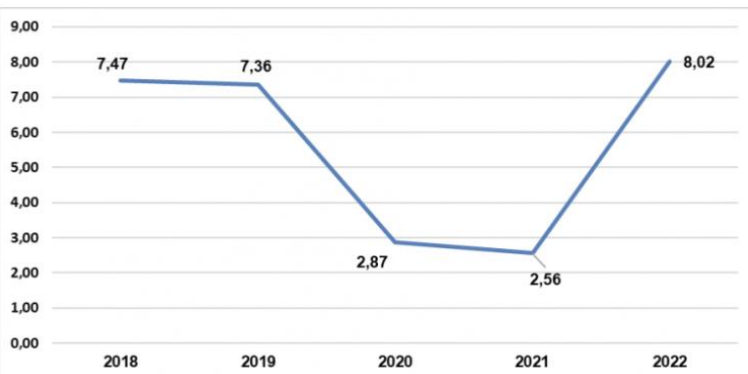
PBT OF PORT OPERATION



PBT OF LOGISTICS & SHIPPING



VIETNAM GDP GROWTH IN 2022



GDP growth rate in the period 2018-2022 (%)

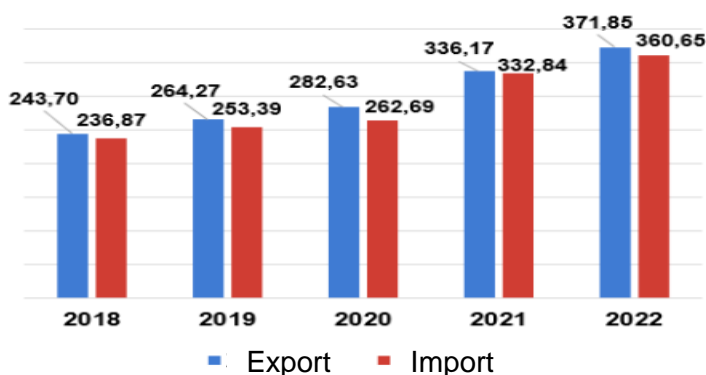
Gross domestic product (GDP) in 2022 increased by **8.02%** compared to the previous year, reaching the **highest growth** in the period 2011-2022 due to the recovery of the economy.

Socio-economics in 2022 was affected in the context of the world economy's rapid and unpredictable changes, increasing risks to financial markets, currency, energy security and global food supply.

In general, the country's socio-economic development in 2022 has prospered in most fields, many industries have recovered strongly with high growth rates.

Source: GSO

IMPORT & EXPORT OF GOODS



Import and export of goods in the period 2018 – 2022 (Bil USD)

The total import and export in 2022 reached **USD 732,5 Bil**, up by **9.5%** over the same period in 2021 - becoming a bright spot of Vietnam's economy

360,65 Bil USD

Import

+ 8,4%

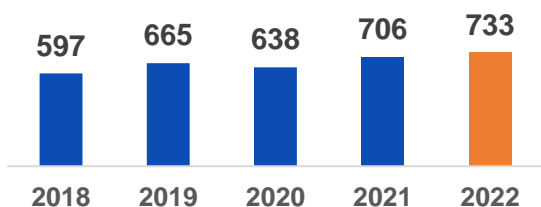
371,85 Bil USD

Export

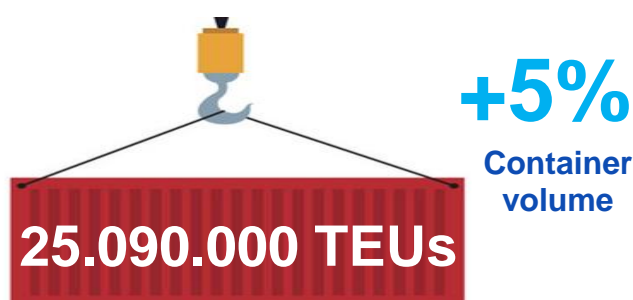
+10,6%

Source: GSO

CARGO THROUGHPUT VIA VIETNAM'S PORTS



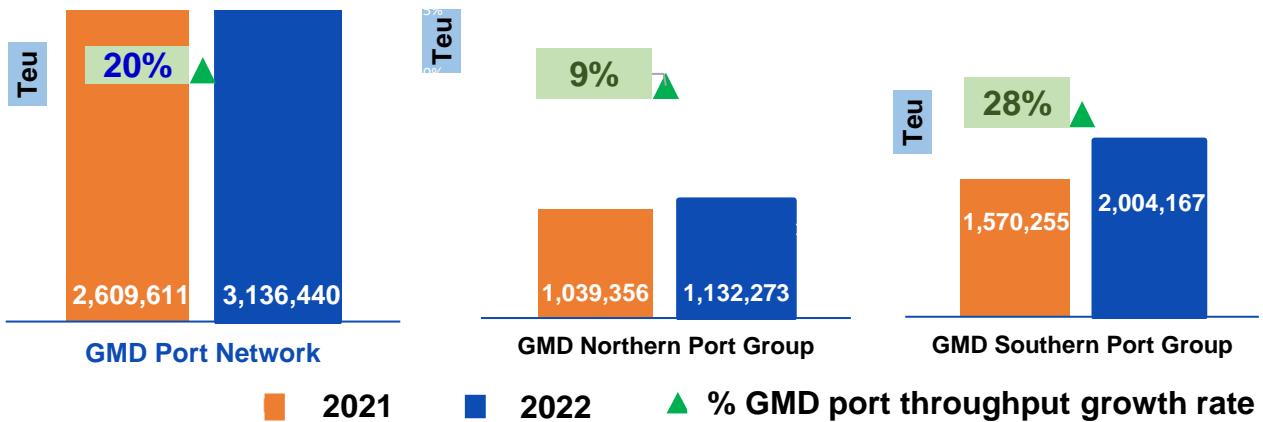
Total cargo throughput via Vietnam's ports in the period 2018-2022 (Mil TEUs)



The estimated total port throughput in 2022 is **733,18 million tons**, up **4%** over the same period in 2021. Container cargo throughput in 2022 is estimated over **25,09 million TEUs**, up **5%** over the same period.

Source: Vietnam Maritime Administration

GEMADEPT PORT SYSTEM EXCEEDS 3 MILLION TEUs



Container throughput through Gemadept port system has attained a new record - reaching more than **3,000,000 TEUs** for the whole year of 2022, an increase of **20%** compared to the previous year with the volume growth rate of Hai Phong and Southern port group reaching **9%** and **28%** over the same period.

GEMADEPT ACTIVELY AND FLEXIBLY LEADING THE INDUSTRY TREND

- The global economy is still experiencing unpredictable developments. However, Gemadept continues to promote its role as the leading player in the Port - Logistics industry, perform well the assigned tasks, gain efficiency in business performance and contribute to the business community and society.
- Gemadept is committed to sustainable development, particularly green and smart port development. The Company focuses on investing, researching, and developing a business development roadmap based on ESG standards - the core foundation and development trend of businesses. Since then, the Company has achieved impressive results in Q.4 in particular and in 2022 overall, while also laying the groundwork for it to progress toward meeting its long-term strategic development goals.



NAM DINH VU PORT PHASE 2 READY FOR OPERATION

Nam Dinh Vu Port (NDV) recently welcomed 9 modern RTG cranes on December 13, 2022. This event marks a significant step towards the completion of phase 2 at NDV Port, which is scheduled to go into operation in Q.1/2023.

This is considered to be the most modern generation of e-RTG gantry cranes on the market, manufactured by Japanese company - Mitsui E&S Machinery - specializing in manufacturing the world's leading port equipment.

The new RTG cranes at Nam Dinh Vu Port operate entirely on grid electricity, reducing energy emissions and in line with the current trend of sustainable "green" port operation.

Accelerating the completion of phase 2 of the Port demonstrates Nam Dinh Vu Port's and Gemadept Corporation's great efforts to improve operational efficiency, expand the Port - Logistics ecosystem, meet the needs of customers and partners, aim to optimize production and business efficiency and contribute to economic development.



GEMALINK QUICKLY REACHING 2 MILLIONS TEUs SINCE COMING INTO OPERATION

Gemalink achieved 1 million TEU throughput in 10 months of operation in 2022. As a result, Gemalink has quickly grown to 2 million TEU since its inception.

Although the market economic situation in 2022 was very volatile, Gemalink in particular and Gemadept in general always strive to overcome difficulties in order to achieve impressive results in revenue and volume, ensuring the flow of goods in the country and around the world, and strengthening the leading position in the port operation and logistics industry.



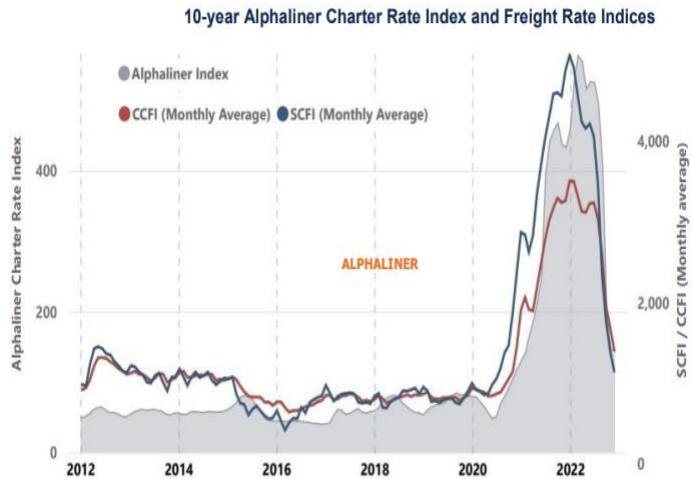
GEMADEPT IS PERMITTED BY THE MINISTRY OF TRANSPORTATION TO RESEARCH THE HAI PHONG LINE

The Ministry of Transport has just sent an official dispatch to the People's Committee of Hai Phong City; Vietnam Maritime Administration; Gemadept Corporation relating to the proposal to research and upgrade the Hai Phong flow, the section from Hai Phong International Container Terminal to Dinh Vu port area.

"Assign the Vietnam Maritime Administration according to its competence to closely coordinate with the Department of Transport of Hai Phong City and related agencies to guide and support Gemadept Corporation in the process of researching and upgrading the Hai Phong flow (from turning area from Hai Phong International Container Terminal to Dinh Vu port area); promptly report to the Ministry of Transport issues that are beyond its authority", the official dispatch of the Ministry of Transport stated.

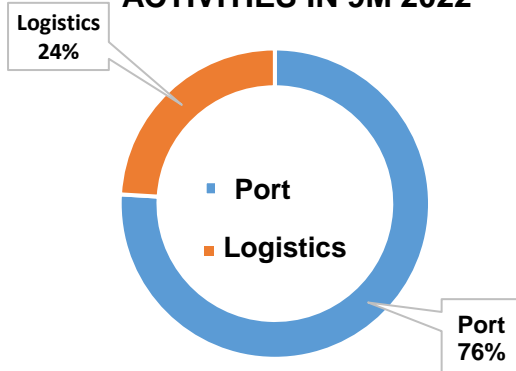
SHIPPING AND LOGISTICS ACTIVITIES CHANGES IN 2022

- In the second half of 2022, container shipping demand slowed due to weaker global consumption amid high inflation and the Ukraine war. In addition, the Zero-Covid policy in China also clogs the flow of goods. The loosening of restrictions of the Zero-Covid policy by China in late 2022 - early 2023 is expected to increase demand for goods and soon resolve port congestion in some areas of the country.
- The charter market shows signs of stability when the large tonnage poured in from the second half of 2023 continues to cause the charter price to decrease. However, the 1-year charter rate is forecasted to remain higher than the average charter price for the period 2009-2019.
- The reliability of vessel schedules improved strongly in the second half of the year and the forecast remained positive.



- In the international market, container freight rates fell on the spot market. Rates peaked in March 2022 and continued to decline for the rest of 2022.

PBT FROM CORE BUSINESS ACTIVITIES IN 9M 2022



Business results in 2022:

Logistics and Shipping activities have contributed about **24%** to PBT of the business activities of Gemadept.

- **Logistics revenue recorded a slight increase of 8%**, combined with optimizing production and business performance, resulting in an **11% increase in PBT**. The constant expansion of warehouse and storage system, the efficient fleet of new trucks, and the trust of existing customers are few of the key factors in the field of Logistics steadily completing the plan.
- Shipping activities maintained positive results according to favorable market movements. Although the growth rate was somewhat cooled down compared to the previous year, with the flexible management in responding to market fluctuations, the Shipping activities have excellently exceeded the year plan and achieved a growth of **38% in PBT** compared to the same period last year.

SCSC was honored in the “Top 50 Vietnam’s Best Performing Companies 2022”

On December 1, 2022, Nhip Cau Dau Tu (NCDT) Magazine held the Special Event: Investment Conference named "Vietnam Economy - The Brightest Star" & Honor Ceremony for ‘Top 50 Vietnam’s Best Performing Companies in the decade’.

This is the largest-scale event with the participation of government leaders, financial institutions, domestic and foreign experts: Mr. Do Nhat Thanh - Deputy Editor-in-Chief of NCDT Magazine, Prof. David Dapice – Leading Expert on Development Economics in Southeast Asia, Harvard Kennedy School, Dr. Nguyen Xuan Thanh - Member of Economic Advisory Group of the Prime Minister, Dr. Can Van Luc - Member of the National Monetary and Financial Policy Advisory Council, Mr. Murli Maiya - CEO of J.P Morgan's Asia-Pacific Financial Services Division, Mr. Dominic Scriven - Chairman of the Board of Directors of Dragon Capital Group Ltd... and leaders of leading enterprises in Vietnam

With impressive indicators such as compound annual growth rate SR-CAGR: 7.5%, ROE: 52.3%, Stock Return: 28.4%, this year, SCSC is honored for the 4th time in a row in the Top 50 Best Performing Companies in Vietnam 2022. SCSC has been and is one of the bright 'Stars' contributing to make Vietnam's economy become the 'Brightest Star' of the region and the world in terms of growth rate and development potential.



CJ GEMADEPT LOGISTICS ADDED 15 TRUCKS, READY TO SERVE THE YEAR-END PEAK SEASON

The event of handing over 15 trucks in December, bringing the total number of trucks CJ Gemadept Logistics (GLC) owns to 93 trucks, is an important milestone for GLC's development phase, marking the first serious investment in infrastructure with strong commitments on service quality as well as ensuring to meet the needs of the rapidly increasing number of orders at the end of the year from GLC to customers.

With the investment in vehicles, equipment and experience in freight transport, GLC can commit to bringing satisfaction, as well as ensuring guarantee on time, service quality, flexibility at the best level for customers.

GEMADEPT IS PROUD TO BE IN THE TOP 10 PRESTIGE LOGISTICS ENTERPRISE 2022

On November 30, 2022, Vietnam Report JSC (Vietnam Report) officially announced the Top 10 prestigious Logistics companies in 2022.

The Top 10 prestigious Logistics companies in 2022 list is built on scientific and objective principles.

With a logistics network in 6 areas providing comprehensive and optimal solutions for customers, Gemadept continues to be in the Top 3 leading enterprises in the Top 10 prestigious Logistics companies Ranking in 2022.

GEMALINK COMPLETES 2022 WITH OUTSTANDING ACHIEVEMENTS

➤ **Gemalink – One of the seaports with the deepest draft in Vietnam**

On December 19th 2022, the Southern Vietnam Maritime Safety Corporation announced the technical specifications of the water area in front of Gemalink Deep-sea Port phase 1, reaching a depth of 16.5 meters. With a water depth of 16.5 meters in front of the berth, Gemalink deep-sea port is one of the seaports with the deepest draft in Vietnam, and with this specification, Gemalink port is one of the few seaports has a strong attraction to shipping lines, especially those operating mother vessels with a tonnage of up to 250,000DWT - the world's largest container vessel size to optimize operational efficiency nowadays.

➤ **OOG shipments are still being safely exploited at Gemalink port.**

On December 21, 2022, Gemalink port successfully received and unloaded: Catamaran two-hull yacht (transport route: VNVUT - USHOU) and 6 hydraulic distribution pipes: STEAM MANIFOLD and DUCTING (transport route: VNVUT - KRPUS) on board CMA CGM TANCREDI - 0PGE1E1MA of CMA-CGM operator. With the special size and special nature of OOG goods, these shipments were especially noticed during the exploitation process and were successfully and safely loaded and unloaded under the smooth coordination of the departments in charge, affirms Gemalink's ability to handle diverse goods, along with modern equipment.

➤ **Gemalink closes 2022 with the CMA CGM vessel and impressive volume**

On December 31 2022, CMA CGM MAGELLAN is the last vessel to leave Gemalink Port, bringing the last shipments of 2022 across the ocean to ports around the world. Closing a difficult and challenging year in 2022, Gemalink "closes the door" with very impressive operation on this ship with the volume up to 8,518 TEUs, opening up Gemalink's hope in 2023, which is a promising year that made great strides in the maritime, the import-export and the logistics industries.



GEMALINK PHASE 2

- Gemalink Port continues to complete the procedures for implementing the construction permit of Gemalink Port's phase 2, ready to put into operation in 2024 & 2025, meeting the market's and partner shipping lines' growing demand.
- The completion of phase 2 will bring the Port's total capacity to 3 million TEUs, with an expanded scale of 39ha, 700m of berth, and an increase in the handling capacity of phase 2 to 1.5 million TEUs, will create a strong breakthrough for Gemalink Deep-sea Port.
- The investment capital for Phase 2 is about 300 million USD.
- The Southern Vietnam Maritime Safety Corporation announced the technical specifications of the water area in front of Gemalink Deep-sea Port phase 1 on December 19, 2022, reaching the depth of 16.5 meters. On December 22, 2022, the vessel CSCL PACIFIC OCEAN with a draft of 16m has docked at Gemalink port.



NAM DINH VU PHASE 2

- The project covers an area of 22-44ha, has a berth length of 440-1,100m, and a capacity of 900,000 - 1,200,000 TEUs.
- The project's investment capital is USD 75 million.
- Phase 2 of NDV is being implemented on schedule. By the end of December, the ongoing project has completed more than 90% of the total project construction volume.
- The NDV Port phase 2 yard is being built quickly in order to open the port in Q1.2023 as planned.



Gemadep won the Outstanding Progress Award

On December 2, 2022 Gemadep Corporation was honored to receive the "Outstanding Progress Award" in the poll of Vietnam Listed Company Awards 2022, organized by the Ho Chi Minh City Stock Exchange (HoSE), Hanoi Stock Exchange (HNX), and Dau tu chung khoan Newspaper.

It is known that the award category "Outstanding Progress Award" aims to recognize the efforts of enterprises in information transparency, increasing the ability to deliver information to investors, encouraging businesses to apply international standards and practices on Corporate Governance, etc.

In the context of changing global investment activities, investors are increasingly interested in many aspects of businesses, requiring businesses to disclose information more clearly, transparently and fully.

Gemadep received the "Outstanding Progress Award" in the Annual Report category, demonstrating the Company's continuous improvement and efforts to disclose information to stakeholders in a transparent and accurate manner, pioneering in innovation and integration, and working toward sustainable development.



Gemadep and the loving spring journey 2023

Starting the series of volunteer activities every New Year, on December 29 2022, Gemadep's volunteer group made a meaningful annual social work trip at the end of the year to visit, encourage and give loving Tet gifts in the hands of adults and children who are being cared for at Chanh Phu Hoa Social Protection Center, Ben Cat Town, Binh Duong Province.

Continuing the journey of generous hearts, on January 15, 2023, Gemadep Dung Quat International Port's volunteer team came to meet and give gifts to people living in the Minh Long district of Quang Ngai Province during the Lunar New Year charity program in the Central region. The Company actively organizes volunteer activities to assist people in remote areas in enjoying a warm and joyful spring.

Not only are Gemadep people working tirelessly day and night to ensure the safety of production and business in the Port and Logistics ecosystem throughout the Lunar New Year, contributing to the timely delivery of goods to all Vietnamese families and children, but they are also spreading the love, helping to light up hope for the less fortunate across the country, promoting the beautiful Vietnamese tradition of mutual caring.



GEMADEPT CONTINUOUSLY WELCOME INVESTORS IN THE LAST MONTHS OF 2022

Gemadep's IR activities continue to be active in the last months of 2022, with the Company regularly coordinating with reputable organizations and securities companies such as SSI, HSC, VCSC, JP Morgan, and others to organize meetings and investment conferences that attract a large number of shareholders and investors.

Through the meetings, investors raised many questions related to Gemadep's business activities and ESG issues, social environment, corporate governance, orientation and development plan in the coming period, the progress of key projects, the flexibility to respond to supply chain disruptions, the fear of rising inflation, and the Russia-Ukraine War. Investors are especially interested in construction progress of Gemalink Deep Water Port phase 2 and Nam Dinh Vu Port cluster phase 2.

As a leading listed company in the market, Gemadep always adheres to regulations on transparency and public information disclosure in the market. Shareholders and investors can conveniently access the most up-to-date information about Gemadep through the Company's Website, the web portal of the Securities and Exchange Commission, the Ho Chi Minh City Stock Exchange, etc. or directly contact Gemadep Investor Relations Department for enquiries.

GEMADEPT CELEBRATED APPRECIATION PARTY 2022 WITH PARTNERS AND SHAREHOLDERS FOR 32 YEARS OF COMPANIONSHIP AND DEVELOPMENT

On the evening of November 25, 2022, Gemadep Corporation held an event for 32 years of companionship and development with the participation of customers and partners.

Nearly 400 guests attended the event, including representatives from Gemadep's shipping lines, logistics customers, importers and exporters, domestic and foreign enterprises and organizations, as well as the Board of Directors and employees.



Gemadep Corporation is always mindful and determined to turn the Company's values into action by creating benefits and customer satisfaction, taking partners as the centre for all development efforts. I believe that with the power of cohesion and synergy, we will get through the challenges ahead to manage new achievements together in the future.

To express the heartfelt appreciation for the Company's customers' and partners' valuable cooperation, Gemadep Corporation is dedicated to continuing to make every effort to be your dependable companion."

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