



THE WAY FORWARD

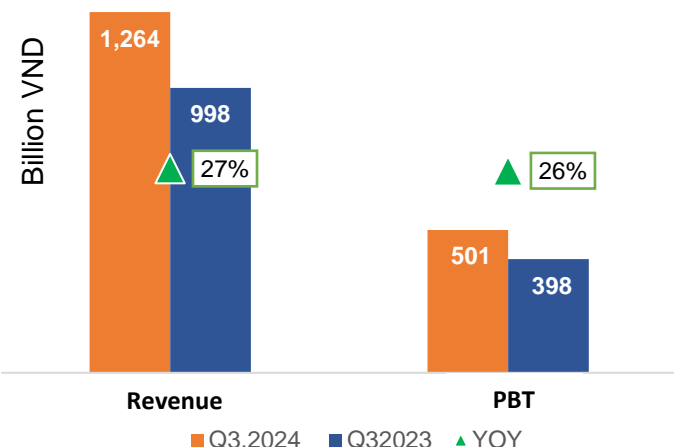


# IR Newsletter

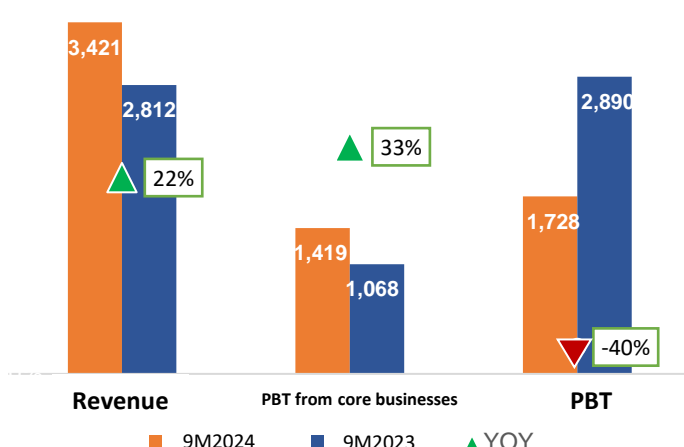
## Q3 - 2024

## GEMADEPT BUSINESS RESULTS IN 9M/2024

**Revenue & PBT**  
Q3.2024

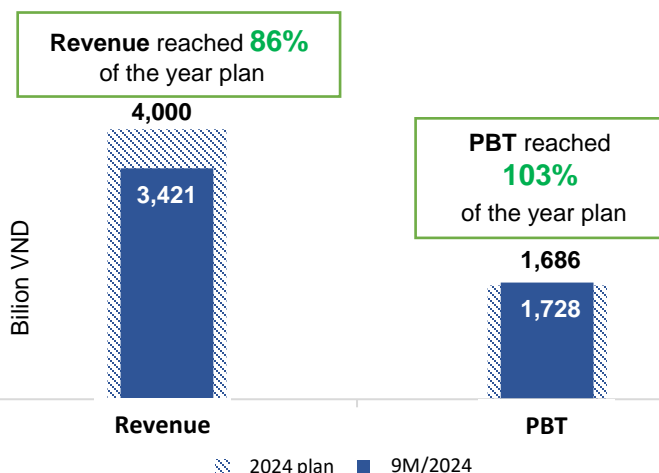


**Revenue & PBT**  
9M/2024



**% Completion of plan**

	9M/2024	9M/2023
Gross Profit Margin	45%	48%
PBT Margin (*)	41%	38%
EBITDA Margin (*)	54%	52%

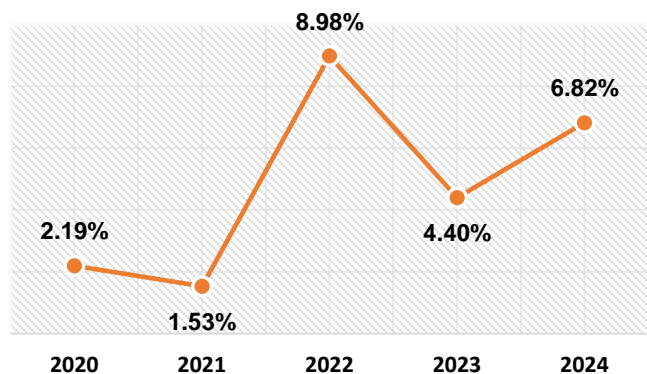


(\*) Excluding profit from capital transfer of the port





## VIETNAM'S GDP GROWTH IN 9M/2023



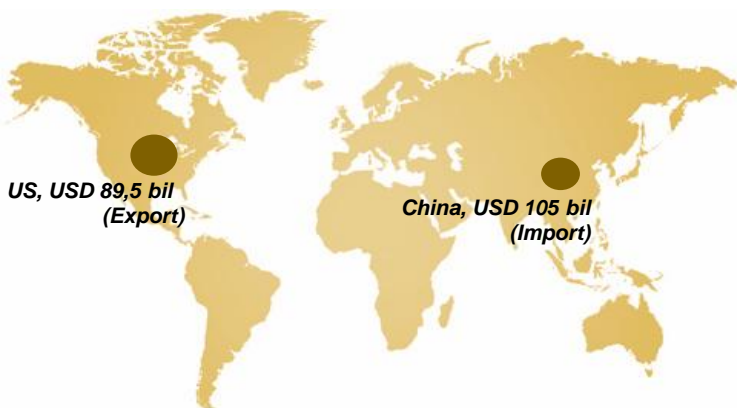
GDP growth rate in the first 9 months, period 2020 - 2024 (%)

The Gross Domestic Product (GDP) in **9M/2024** increased by **6,82%** compared to the same period in 2023, just lower than the 8.98% growth rate of 9M/2022 in the period 2020-2024.

The socio-economic situation continued to grow in Q3 and 9M of 2024, with the following quarter outperforming the previous one, despite the devastating impact of Typhoon No. 3 in September 2024.

Source: GSO

## IMPORT & EXPORT OF GOODS



The total imports and exports in the 9M/2024 reached **USD 578,47 bil**, **increased by 16,3%** compared to the same period in 2024.

**USD 278,84 bil**

**Import**

**+17,3%**

**USD 299,63 bil**

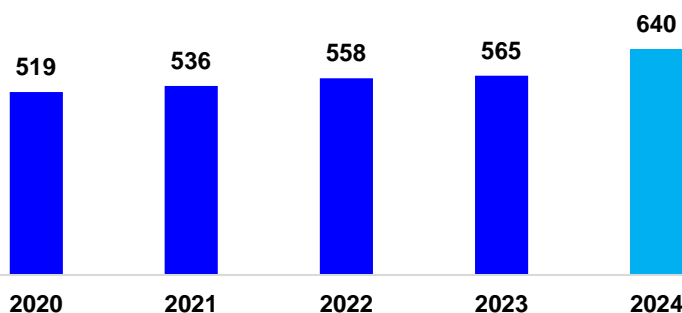
**Export**

**+15,4%**

Source: GSO

The 2 largest import-export markets of Vietnam in 9M/2024

## CARGO THROUGHPUT VIA VIETNAM'S PORTS



The total volume of port throughput in 9M during the period 2020 – 2024 (million tons)

**+19%**

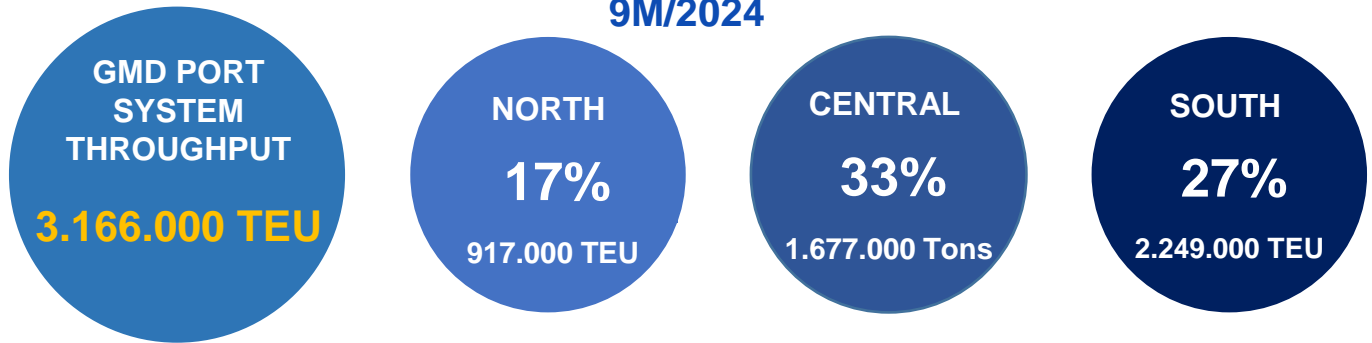
**Container throughput**

**> 22.000.000 TEU**

In the 9M/2024, the estimated total volume of port throughput reached over 640 mil tons, increased by 14% compared to the same period in 2023. Container cargo throughput reached over **22 mil TEU**, **increased by 19%** over the same period.

Source: Vietnam Maritime Administration

## GEMADEPT PORT SYSTEM'S THROUGHPUTS & MARKET SHARE IN 9M/2024



## GEMADEPT AND SUSTAINABLE DEVELOPMENT

- The world economy in the first 9 months of 2024 continued to face many challenges. Geopolitical tensions remained a persistent threat, disrupting energy and financial markets. The increasing fragmentation of global markets and technology is reshaping the international landscape, hindering economic growth in many countries. Nonetheless, the global economic outlook remains positive, with growth accelerating and the gap between economies narrowing compared to earlier in the year. International organizations forecast global economic growth in 2024 to increase by 0.1 to 0.3 percentage points compared to previous forecasts, reflected in the growth of the volume of goods and services trade due to increased exports from Asia and North America.
- Asia's economy has grown more stably thanks to the recovery of domestic demand, increased investment, and export growth. Vietnam has stood out with sustained export growth, a rebound in the real estate sector, and supportive fiscal and monetary policies that have attracted steady foreign direct investment.
- Gemadept has achieved a significant milestone, surpassing **3 million TEUs** in cargo volume through its system in the first nine months of the year, representing a remarkable **50% increase** compared to the same period last year. With unpredictable fluctuations, the Company always strives, maintains a high level of focus, flexibly takes advantage of all market opportunities, and promotes the potential, role, and advantages of the domestic maritime industry.
- In September, Nam Dinh Vu Port and Binh Duong Port successfully obtained international certifications for occupational health and safety, environmental management systems, aligned with ISO 45001 and ISO 14001 standards, as well as the green port program set by the Vietnam Maritime Administration.



## NAM DINH VU PORT OFFICIALLY COMPLETES THE HAI PHONG MARITIME CHANNEL UPGRADE PROJECT

The project “Upgrading Hai Phong Maritime Channel from Hai Phong International Container Terminal (HICT) to the Nam Dinh Vu Port,” invested in by Nam Dinh Vu Port – a member of Gemadept Corporation, has been completed after five months as committed with the Ministry of Transport and the Vietnam Maritime Administration.

Despite the challenges of natural conditions during construction, on July 27, 2024, Northern Vietnam Maritime Safety Corporation (VMS North) issued a maritime notice recording a new depth of -8.5m at chart datum(as per Maritime Notice No. 225/2024/TBHH-TCTĐATHHMB).

This official announcement marks a milestone for Hai Phong port cluster, enhancing its competitive capacity in regional maritime transport. It allows large vessels up to 48,000 DWT to fully load, bringing numerous economic benefits, attracting development and investment, and providing impetus for industries, manufacturing, logistics services, and port operations in Hai Phong and the northern region.



## NAM DINH VU PORT SAFELY HANDLING OOG SHIPMENTS FROM THE RAS LAFFAN PETROCHEMICALS PROJECT

On August 24, 2024, Nam Dinh Vu Port officially successfully received a critical module shipment from the Ras Laffan Petrochemicals (RLPP)\* project.

Five modules received by Nam Dinh Vu Port has the height equivalent to 6-storey building, weighing over 500 tons each on average. Notably, the heaviest module weighs up to 720 tons, requiring meticulous preparation and specialized equipment for safety transport and handle.

This notable event marks a new achievement in the Port’s capacity to receive and handle super large and heavy cargo, while also affirming the pivotal role of Gemadept Corporation in connecting the global supply chain.

## GEMADEPT DUNG QUAT INTERNATIONAL PORT AWARDED PRESTIGIOUS GPAS 2024 ASIAN GREEN PORT AWARD

On October 24, 2024, Gemadept Dung Quat International Port, a crucial link in Gemadept's Port-Logistics service chain, was honored at the **Asia Green Port Award GPAS 2024**.

The Green Port Award System (GPAS) is a **green evaluation system** based on a set of criteria: Commitment and willingness, Action and implementation, and Efficiency and effectiveness of green initiatives.

Gemadept Dung Quat Port has shown a strong commitment to sustainability by investing in energy-efficient technologies, implementing pollution control measures, practicing effective waste management, and protecting biodiversity.

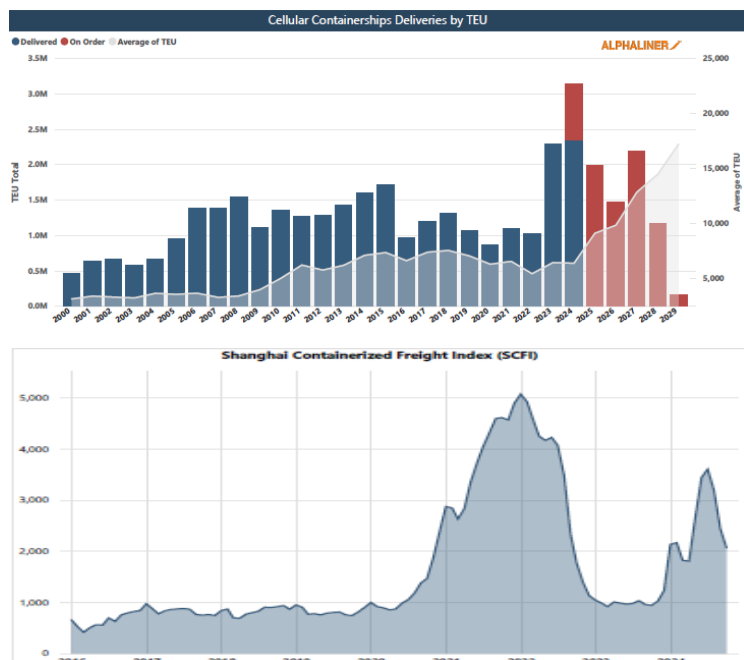
## THE LOGISTICS MARKET

• Global trade growth for goods and container shipping services slowed down in September and the first 9M of 2024 due to the post-peak season market.

• The shipping market is volatile, affected by war in the Middle East, conflicts in the Red Sea region, strikes at US ports, and cargo congestion due to erratic and severe weather...

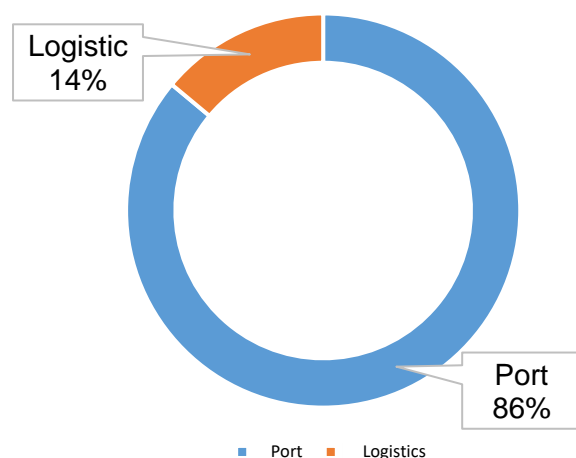
• Newbuilding deliveries reached a record high, with a surge in new vessel supply in anticipation of the realignment of shipping alliances in January 2025. The charter market was active with numerous new charters and renewals being signed

• The significant surge in freight rates in Q2 2024 has generally started to adjust downward. Prolonged transit times have impacted the demand for cargo, especially on the Asia-Europe and Asia-North America routes.



## PERFORMANCE OF GEMADEPT LOGISTICS

### PBT FROM CORE BUSINESS ACTIVITIES IN 9M/2024



### BUSINESS RESULTS IN 9M/2024

Logistics and Shipping activities have contributed about **14%** to **PBT of the business activities** of Gemadept

- Gemadept always focuses on improving service quality, optimizing costs, diversifying product sources, and providing the best services and solutions to customers..
- Gemadept is striking a balance between acquiring new customers and retaining existing ones by providing excellent customer service.



## **CJ GEMADEPT IMPLEMENTED THE PROCESS IMPROVEMENT CONSULTING SERVICE AND UPGRADED THE WMS SYSTEM AT MEKONG LOGISTICS**

Mekong Logistics (MKL) – a member company within the Gemadept ecosystem, is a comprehensive logistics service provider with a state-of-the-art cold storage system. CJ Gemadept is honored to have partnered with MKL to enhance operational processes and upgrade their Warehouse Management System (WMS).

CJ Gemadept Logistics' expert team analyzed MKL's operations, identifying areas for improvement. By implementing tailored solutions, they have enhanced MKL's operational efficiency and optimized processes.

With dedication and extensive experience in warehouse system implementation, CJ Gemadept has not only completed but also exceeded expectations in the WMS upgrade project at Mekong Logistics. The advanced solutions, perfect synchronization, and superior efficiency have positioned Mekong Logistics to face any challenges and seize new opportunities in the cold storage logistics industry. CJ GMD is proud of this successful collaboration and remains committed to supporting Mekong Logistics on their journey toward sustainable development.

## **CJ GEMADEPT PARTICIPATES IN THE 8TH TES GLOBAL WORKSHOP OF CJ LOGISTICS**

The TES Global Workshop is a collaborative event where advanced logistics technologies, best practices, and detailed information are shared among the CJ Logistics headquarters and its four global subsidiaries: CJ Logistics America (USA), CJ Darcl (India), CJ Gemadept (Vietnam), and CJ Century (Malaysia).

As one of the leading logistics companies in Vietnam, CJ Gemadept brought innovative ideas and solutions to this workshop. At the event, CJ Gemadept focused on discussing and presenting the implementation of a toolset named CJ Insight – a system of automated data analysis tools to enhance efficiency in warehousing and freight services. These tools will help the company optimize inventory management, improve transport processes, and increase warehouse operation efficiency. By collecting and analyzing real-time data, CJ Gemadept can forecast demand, optimize transport routes, and arrange warehouse layouts more efficiently, thereby reducing costs and improving the quality of logistics services.

In the future, CJ Gemadept will continue to invest in researching and developing new technologies, while closely collaborating with domestic and international partners to deliver optimal logistics solutions. Participating in global workshops like TES Global is a strategic move for CJ Gemadept to assert its position in the logistics industry, not only in Vietnam but also in the international market.



## GEMALINK AND THE EXCITING ACTIVITIES IN Q3/2024

### ➤ GEMALINK PROUDLY WELCOMED THE CMA-CGM ALHAMBRA

On 17/10/2024, Gemalink proudly welcomed the CMA-CGM ALHAMBRA (length: 205m). As the newest vessel in the fleet, completed and commissioned in 2024, the ALHAMBRA features a modern, environmentally friendly design. Notably, the CMA-CGM ALHAMBRA is powered by clean LNG (Liquefied Natural Gas), demonstrating a commitment to sustainable development and adhering to strict international environmental regulations. Gemalink is continuously developing to accommodate larger and more modern vessels, enhancing service quality to meet the evolving needs of our customers.

### ➤ GEMALINK IS HONORED TO WELCOME THE WALMART US AND EXPEDITORS DELEGATION TO VISIT THE PORT

On 05/08/2024, Gemalink had the pleasure of welcoming delegations from Walmart US and Expeditors. The visitors were impressed by Gemalink's modern infrastructure and its commitment to a "green port" vision. The meeting took place in a warm and enthusiastic atmosphere as both parties expressed keen interest in the development and potential of Gemalink Port, identifying numerous opportunities for future growth and collaboration.

### ➤ GEMALINK ACHIEVES A NEW HIGHEST HANDLING RECORD PER VESSEL - CMA CGM T. ROOSEVELT IN THE CAI MEP - THI VAI REGION

At the beginning of July, Gemalink proudly welcomed the CMA CGM T. Roosevelt (Length: 336m, Capacity: 14,414 TEU) on the SUEZ service, marking a significant achievement for the terminal. For the first time in the Cai Mep - Thi Vai region, and specifically at Gemalink, an unprecedented exceptional volume of over 20,400 TEU has been achieved. This event marks a new milestone, recording the highest handling volume on a single vessel at Gemalink and the Cai Mep - Thi Vai region. This event not only stands as a testament to Gemalink's position as a premier deep-sea port in Vietnam, but also showcases our cutting-edge capabilities and unwavering commitment to global trade facilitation.





## GEMALINK DEEP-SEA PORT PHASE 2

- Gemalink is completing related procedures and securing capital to commence construction, aiming to put phase 2A into operation from 2026, meeting the growing needs of the market and partner shipping lines.
- Phase 2 of Gemalink Port continues to be studied for investment in phases, aligning with market growth, optimizing resources, and meeting the needs of shipping lines and import-export customers.



## NAM DINH VU PORT PHASE 3

- Nam Dinh Vu Port consists of 3 phases: Phase 1 has been put into operation since 2018, Phase 2 has been put into operation since mid-2023, and Phase 3 is currently under construction.
- Nam Dinh Vu Port Phase 2 is currently operating at maximum capacity (1.2 million TEUs) with the Port's current output equivalent to 100,000 TEUs/month.
- Nam Dinh Vu Phase 3 with a total investment of about 2,500 billion VND. When completed, the total capacity of Nam Dinh Vu Port Cluster will reach more than 2 million TEU, meeting the growing needs of partner shipping lines and the northern market.



## GEMADEPT RUN – THE WAY FORWARD 2024: PIONEERING FOR HEALTH AND THE FUTURE GENERATIONS

On the morning of 27/10/2024, at Sala Urban Area, Ho Chi Minh City, the annual race "**Gemadepth Run - The Way Forward**" organized by Gemadepth Corporation officially took place, attracting thousands of athletes to participate.

With an unwavering spirit of continuous effort to carry on the '**Pioneering Runs**' for health, to break through and overcome challenges together, the annual 'Gemadepth Run - The Way Forward 2024' aims to build a strong community in both physical and mental aspects, providing the best experiences for each participant while spreading humanitarian values to the community

The Gemadepth Run - The Way Forward 2024 is more than just a sporting event; it's a journey to build better versions of ourselves and more sustainable values for the community and society.



## GEMADEPT HAS ONCE AGAIN BEEN RECOGNIZED IN THE LIST OF ASIA'S BEST UNDER A BILLION COMPANIES BY FORBES IN 2024

On October 23, 2024, representatives of Gemadepth attended the Forbes Asia Best Under A Billion awards ceremony in Hong Kong. This event recognizes the top-performing businesses in Asia with annual revenue below one billion US dollars.

In this year's Forbes Asia's Best Under a Billion list, Gemadepth is one of two representatives from Vietnam, demonstrating the Company's capacity, flexibility, and perseverance in a challenging business environment.

Being honored by Forbes Asia for the second consecutive time is a strong motivation for Gemadepth's continuous efforts over the past 34 years. With a modern Port and Logistics network, the Company has been actively contributing to the development of the Vietnamese economy and the Asian region in general.

## GEMADEPT CORPORATION HONORED IN "TOP 10 REPUTABLE AND EFFECTIVE PUBLIC COMPANIES IN 2024"

On 22/5/2024, Vietnam Report Joint Stock Company (Vietnam Report) officially announced the VIX50 Ranking - Top 50 Reputable and Effective Public Companies in 2024. .

This is the result of scientific, objective, and independent research, published in both domestic and international media.

With persistent efforts, Gemadepth has achieved its business targets and exceeded its commitments to shareholders in 2023.

Being honored in the Top 10 Reputable and Effective Public Companies in 2024 is a strong motivation for the Company to continue striving and delivering even better value to customers, partners, shareholders, and the community.



## FORGING STRONGER TIES WITH SHAREHOLDERS AND INVESTORS

In the first nine months of 2024, Gemadept's Investor Relations activities continued to attract significant interest from investors. The Company has collaborated with reputable securities firms such as SSI, HSC, VietCap, and Ban Viet to organize meetings with shareholders and investors, analyst meetings, and participated in major investment conferences with the attendance of Gemadept's executive board and Investor Relations department.

Through the discussions, investors were updated on the Company's production and business results, development orientation and plans in the coming period, progress of key projects, ESG work, digital transformation, etc.

Representatives from the Company's Executive Board and Investor Relations department shared information on the macroeconomy, market trends, strategy, and business operations, which were of great interest to shareholders and investors. They also listened to and valued the feedback from shareholders and investors to continuously improve operational efficiency.

### GEMADEPT HONORED TO PARTICIPATE IN THE 31ST CITIC CLSA INVESTOR FORUM

The CITIC CLSA Investors' Forum is a large-scale event held annually. This year, the event took place from September 9 to 12, 2024 in Hong Kong, attracting more than 1,000 senior executives from more than 400 leading companies, along with more than 2,000 investors worldwide. Gemadept was honored to represent Vietnamese enterprises at this forum.

The Company's representatives engaged in a productive dialogue with investors, addressing their concerns and questions. This helps to optimize operational efficiency and multiply the value for all parties. This also contributes to the common development efforts of the Vietnamese, regional, and world economies..

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 updated 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 quarterly IR newsletters and timely disclosure of important information, etc. In addition, shareholders and investors can contact the Investor Relations Department directly for support and connections to relevant parties.





## Contacts:

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