



# IR NEWSLETTER Q4/2024

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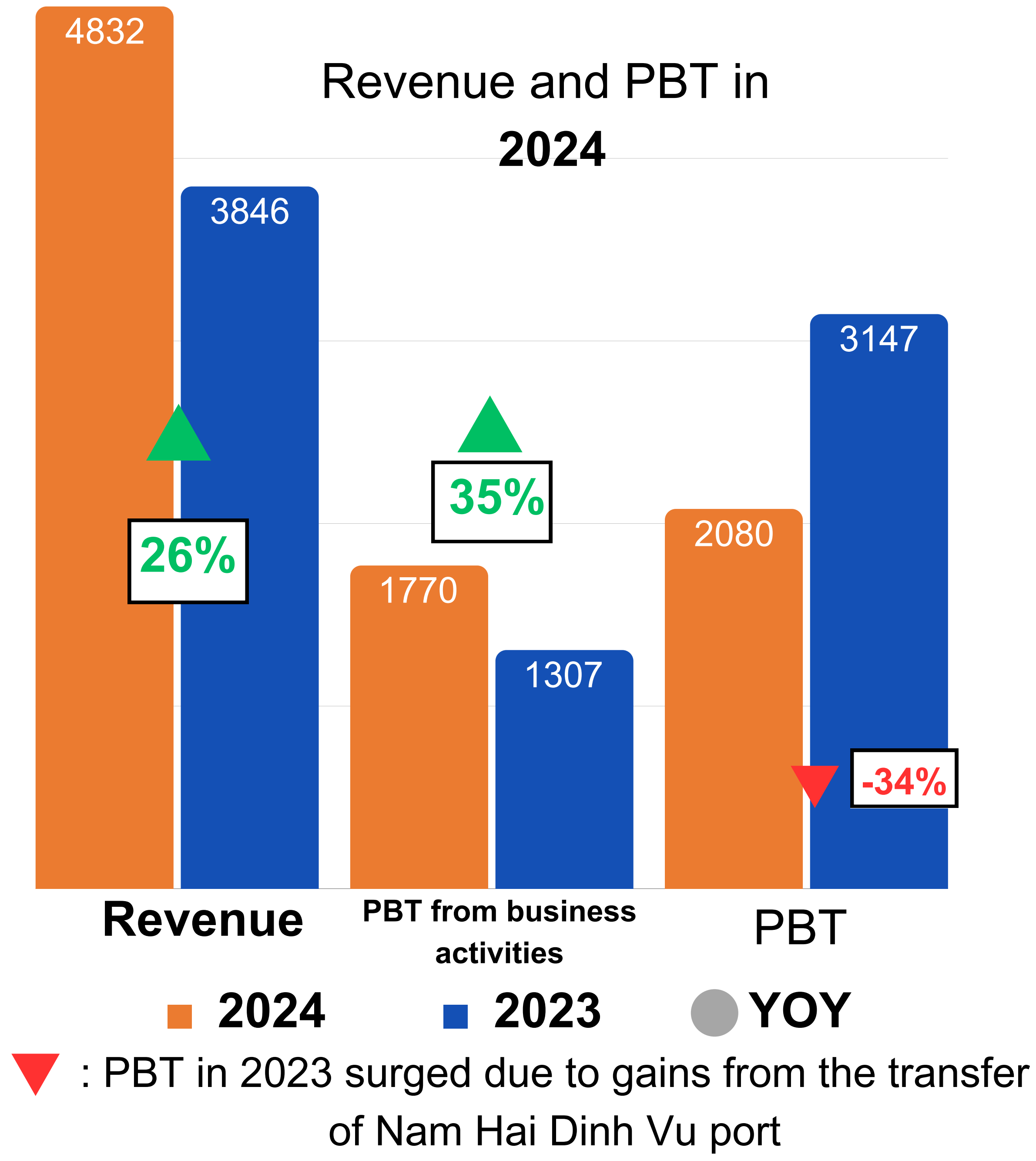
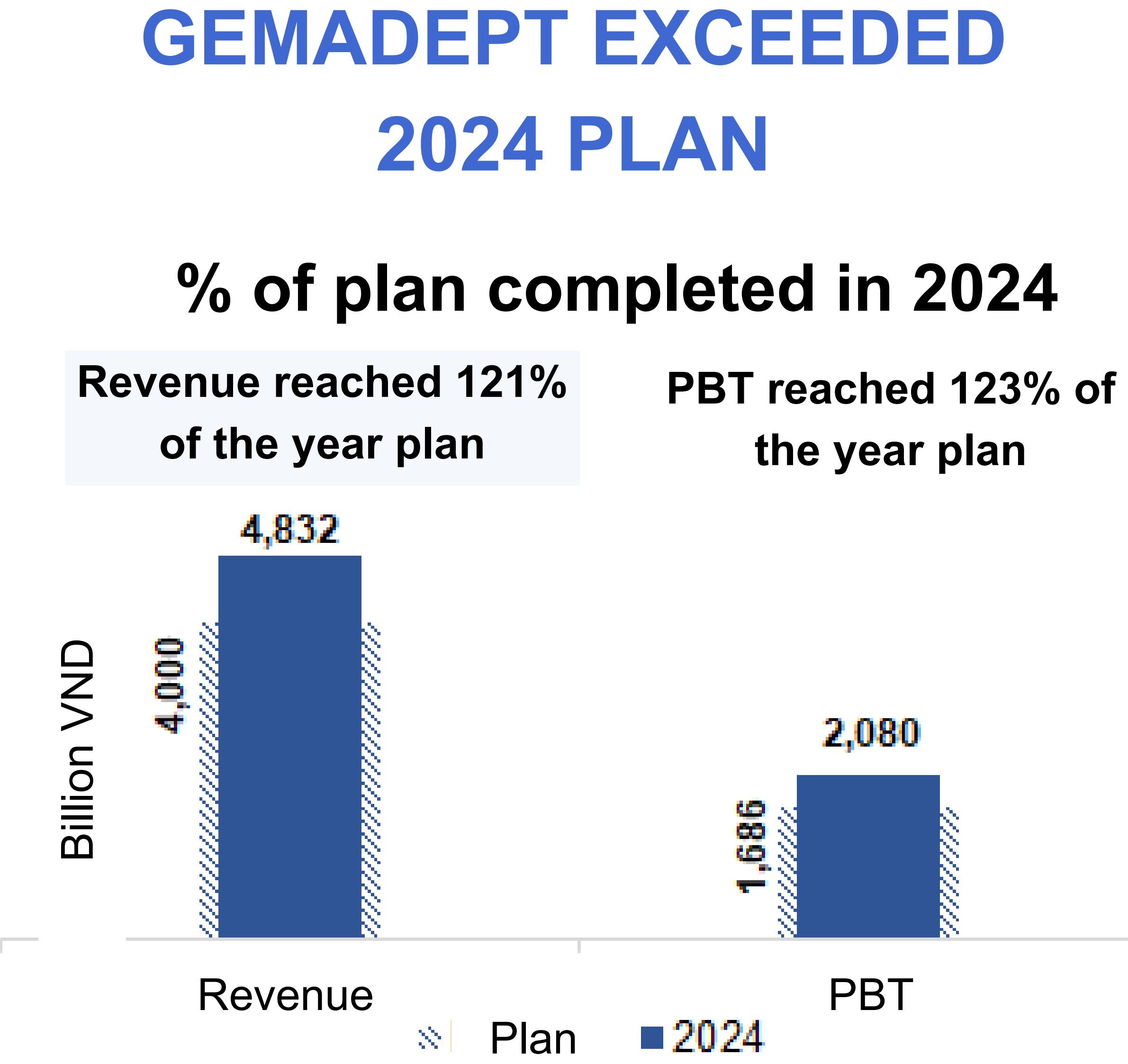
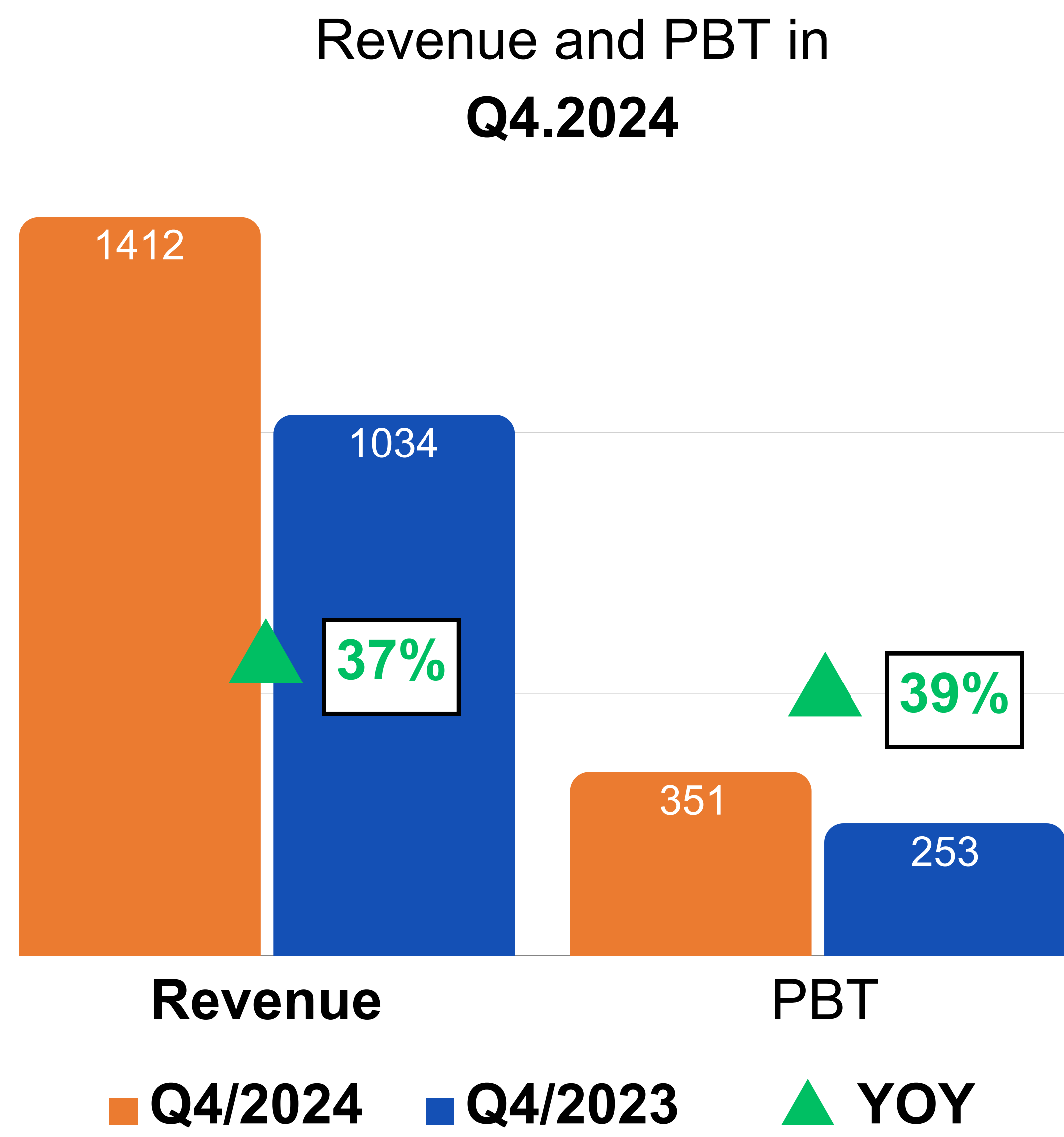


THE WAY FORWARD



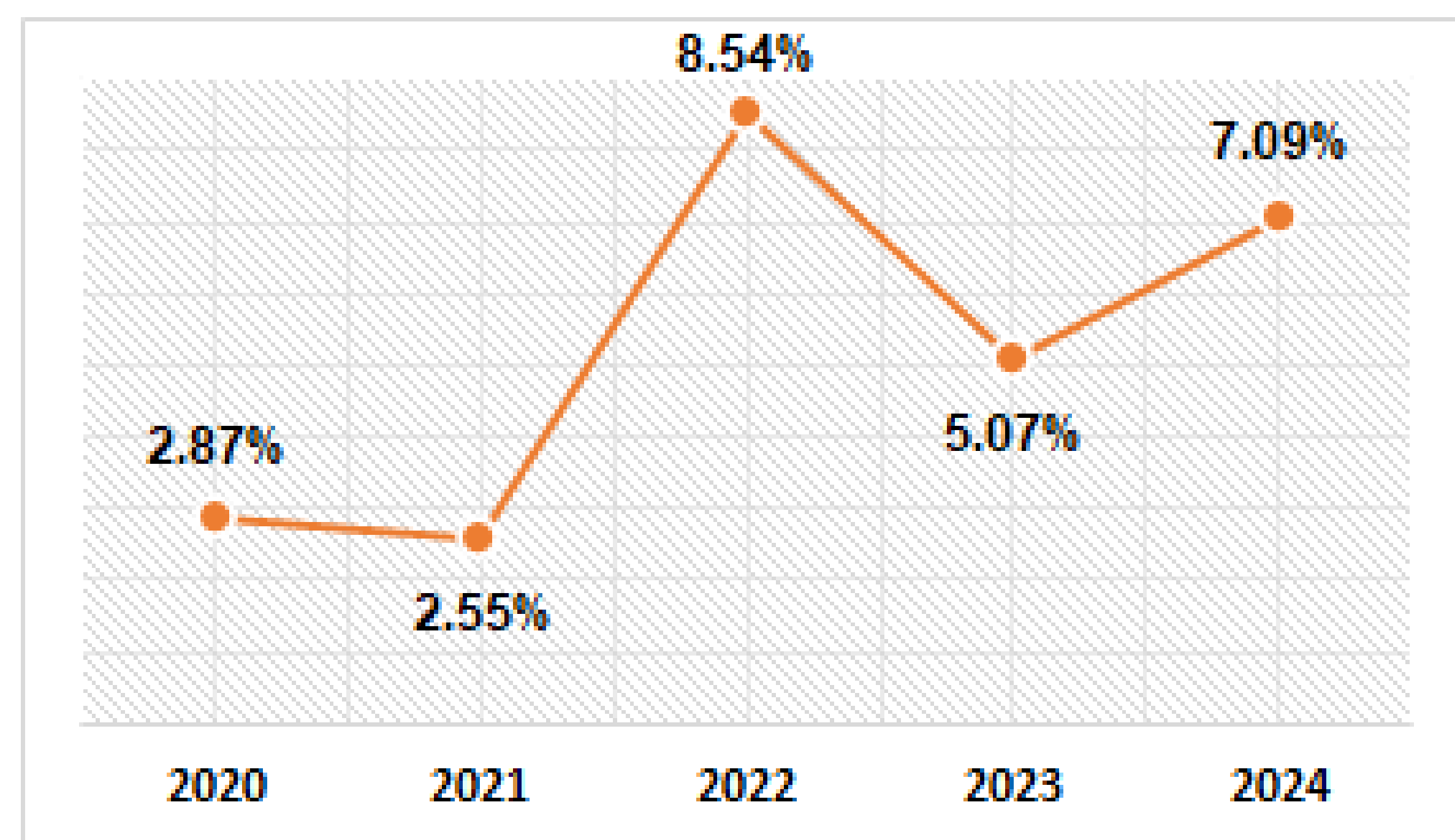
	2024	2023
Gross Profit Margin	45%	46%
PBT Margin (*)	35%	34%
EBITDA Margin (*)	48%	48%

(\*) Excluding capital gains from asset transfers





## VIETNAM'S GDP GROWTH IN 2024



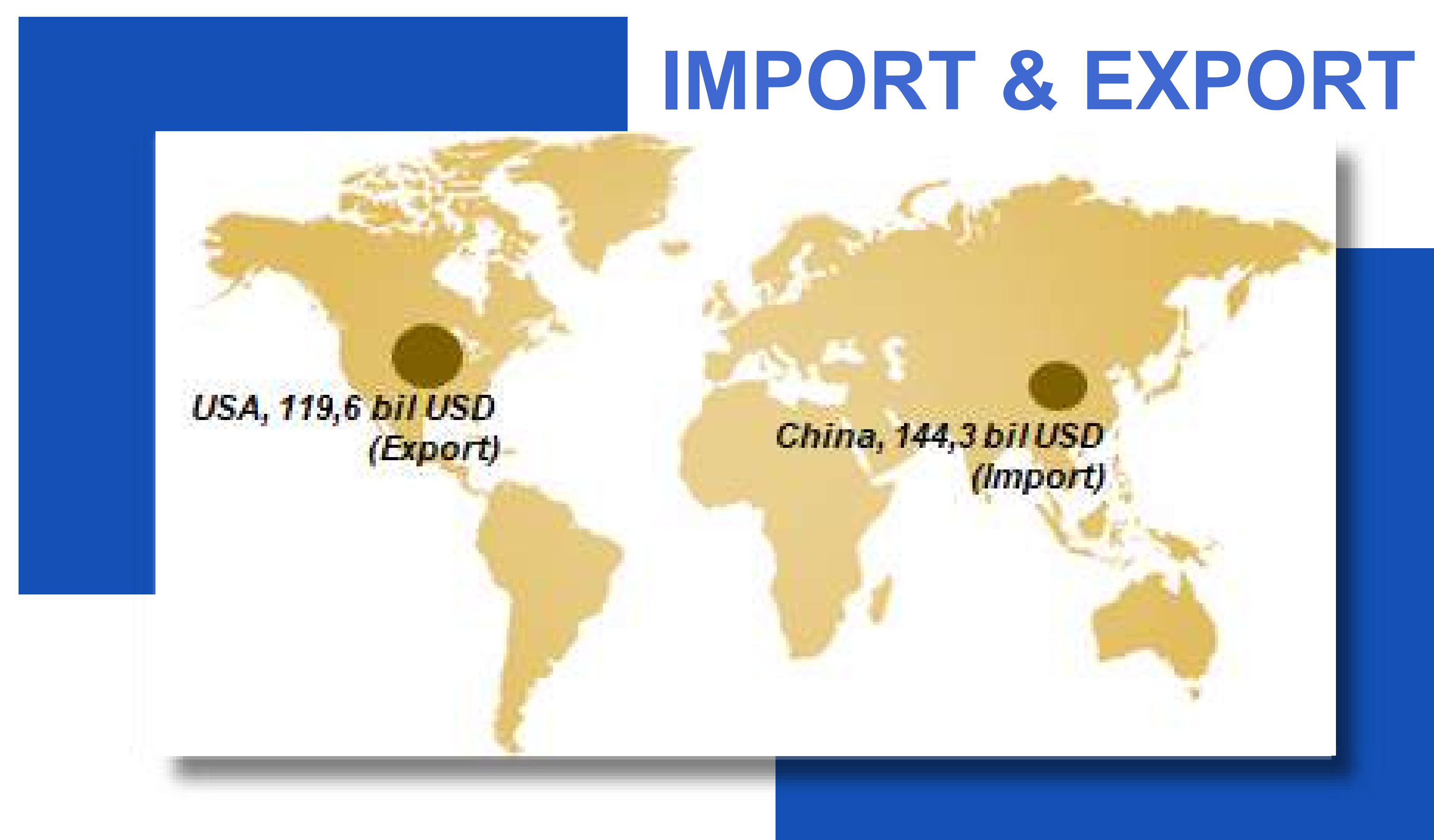
GDP growth rate in the period  
2020 – 2024 (%)

The Gross Domestic Product (GDP) in 2024 increased by **7,09%** compared to the same period in 2023, just below the 8.54% growth rate of 2022 in the 2020-2024 period.

Growth momentum continued in Q4 2024, with rising quarterly figures, despite challenges including global economic and political volatility and Typhoon Yagi.

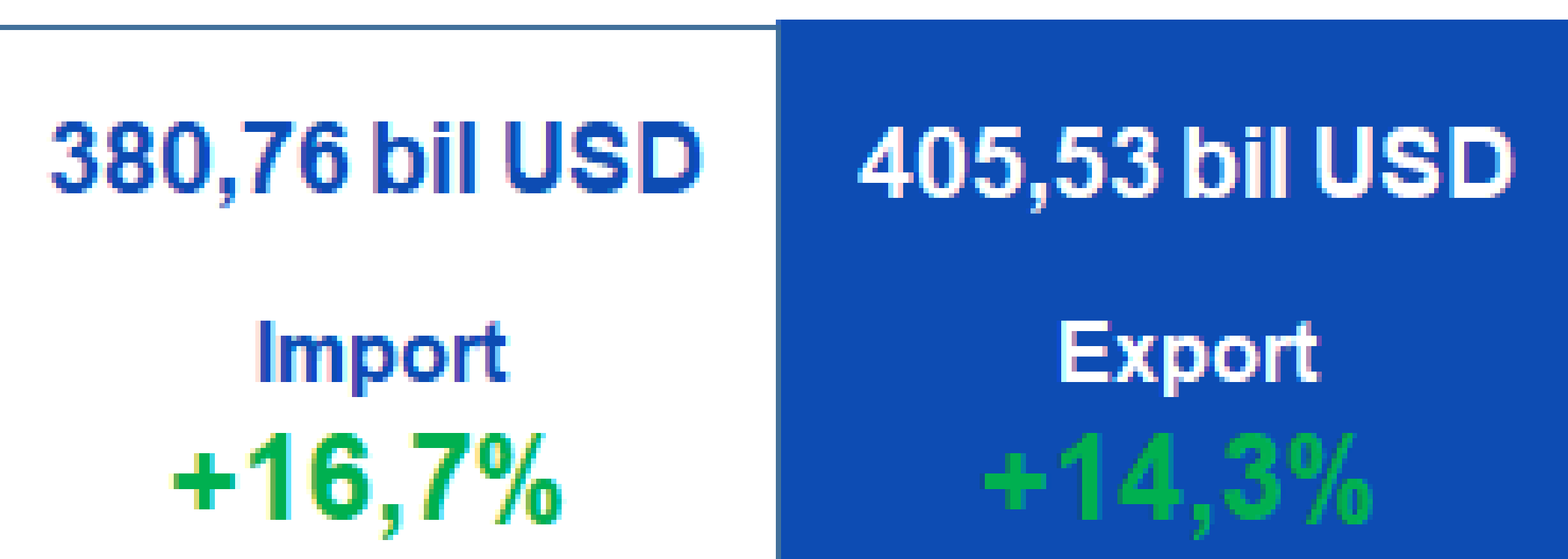
Source: General Statistics Office

## IMPORT & EXPORT OF GOODS



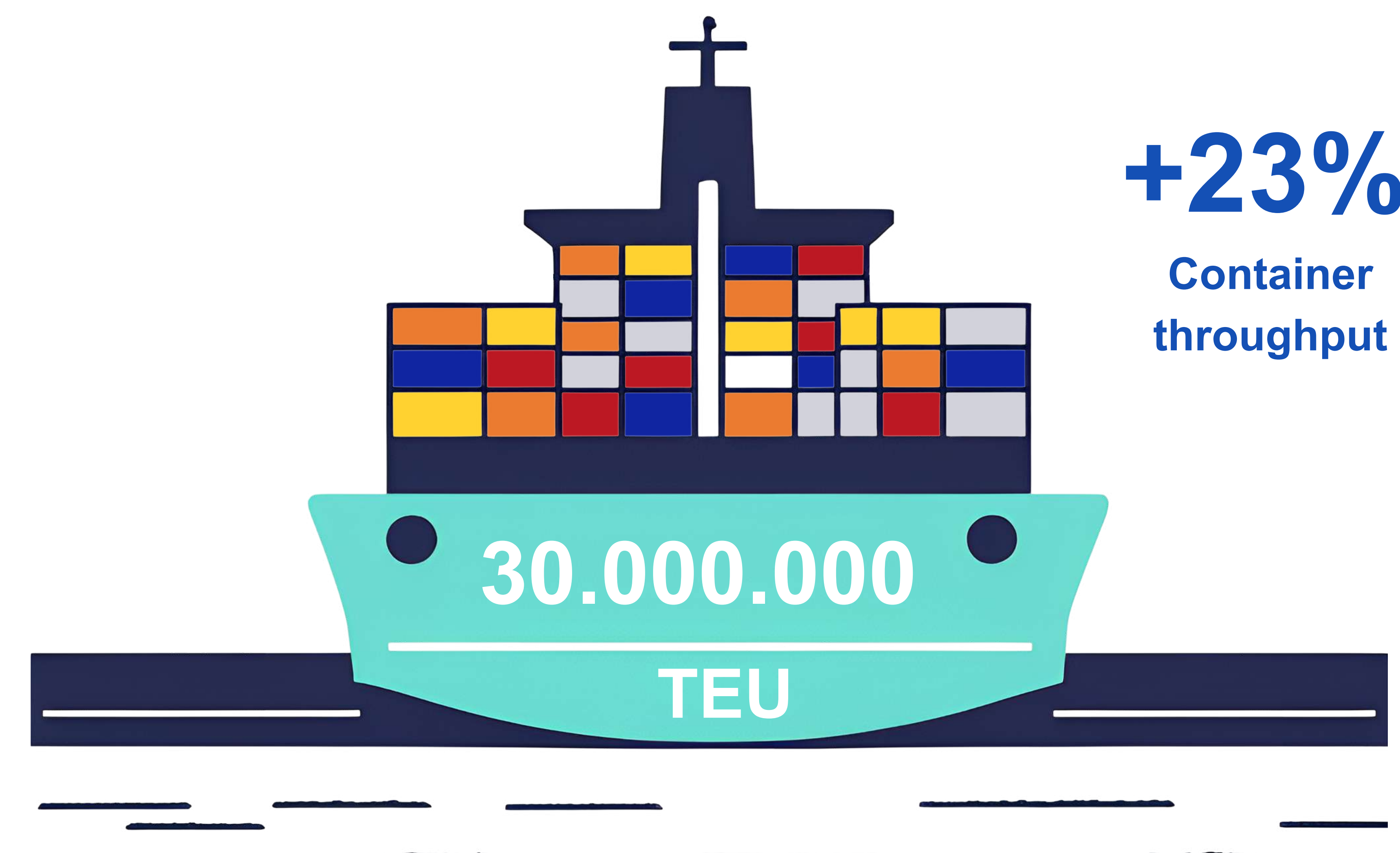
The 2 largest import-export markets of Vietnam in 2024

The total imports and exports in the 2024 reached **786,29 bil USD**, increased by **15,4%** over the same period.



Source: General Statistics Office

## CARGO THROUGHPUT VIA VIETNAM'S PORTS



In 2024, the estimated total volume of port throughput reached **30 million TEUs**, **increased by 23%** compared to the same period in 2023

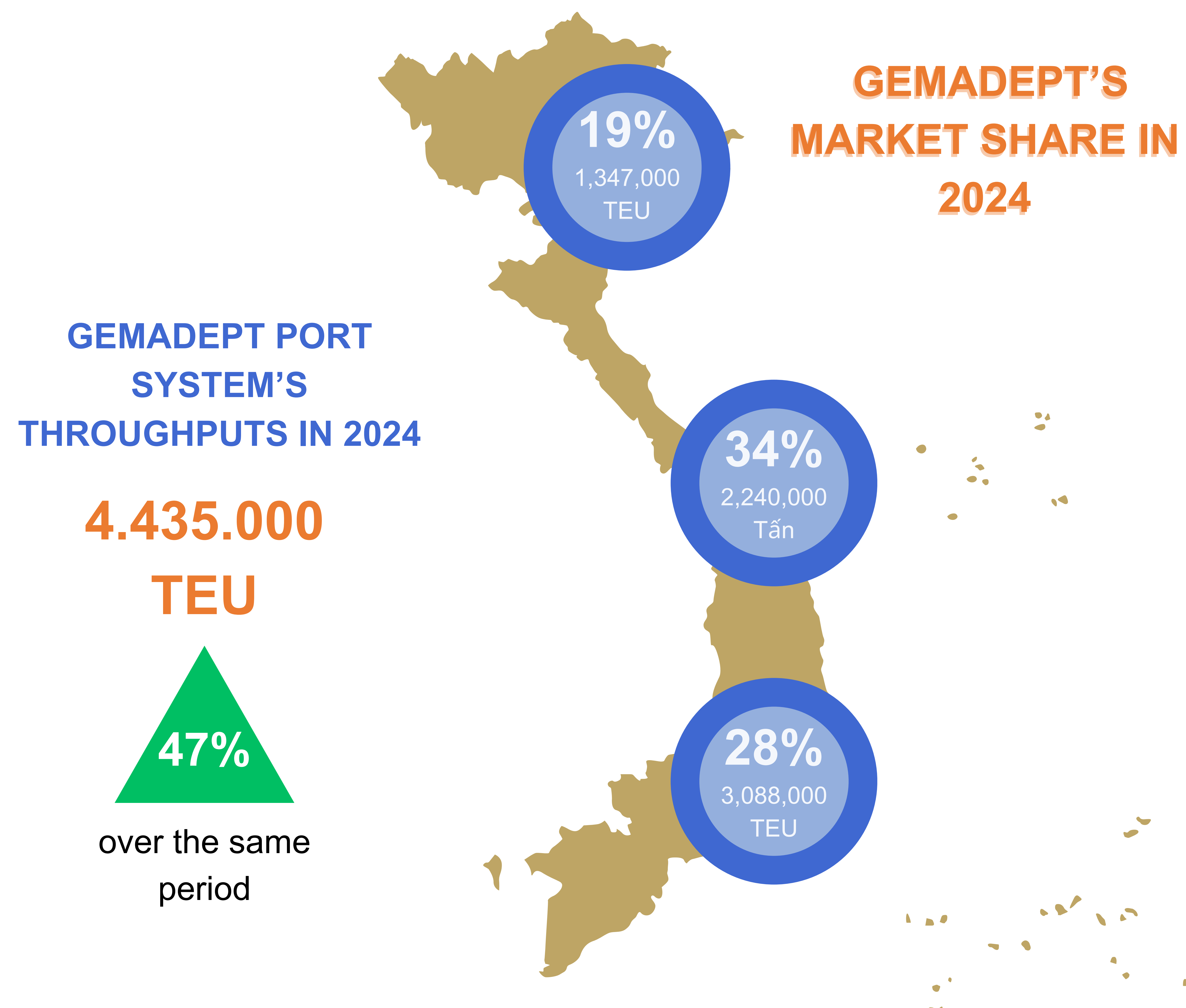
Source: Estimated based on data reference from Vietnam Maritime Administration and Vietnam Seaport Association





## GEMADEPT STEPS INTO A NEW ERA

The global economy in 2024 is predicted to be resilient, with inflation kept at a moderate level and global trade beginning to recover. However, the economic landscape remains volatile with persistent risks. Vietnam continues to maintain the highest growth rate in the region, positively influenced by open international cooperation mechanisms, with manufacturing supported by foreign direct investment, fiscal policy, and increased domestic public investment.



## GEMADEPT, GEMALINK PORT, NAM DINH VU PORT, AND SCSC JOINTLY HONORED IN "TOP 10 REPUTABLE LOGISTICS COMPANIES IN 2024"



Recently, Gemadept Corporation and its three member units – Gemalink Deep Sea Port, Nam Dinh Vu Port, and SCSC Air Cargo Terminal – were all honored to receive the "Top 10

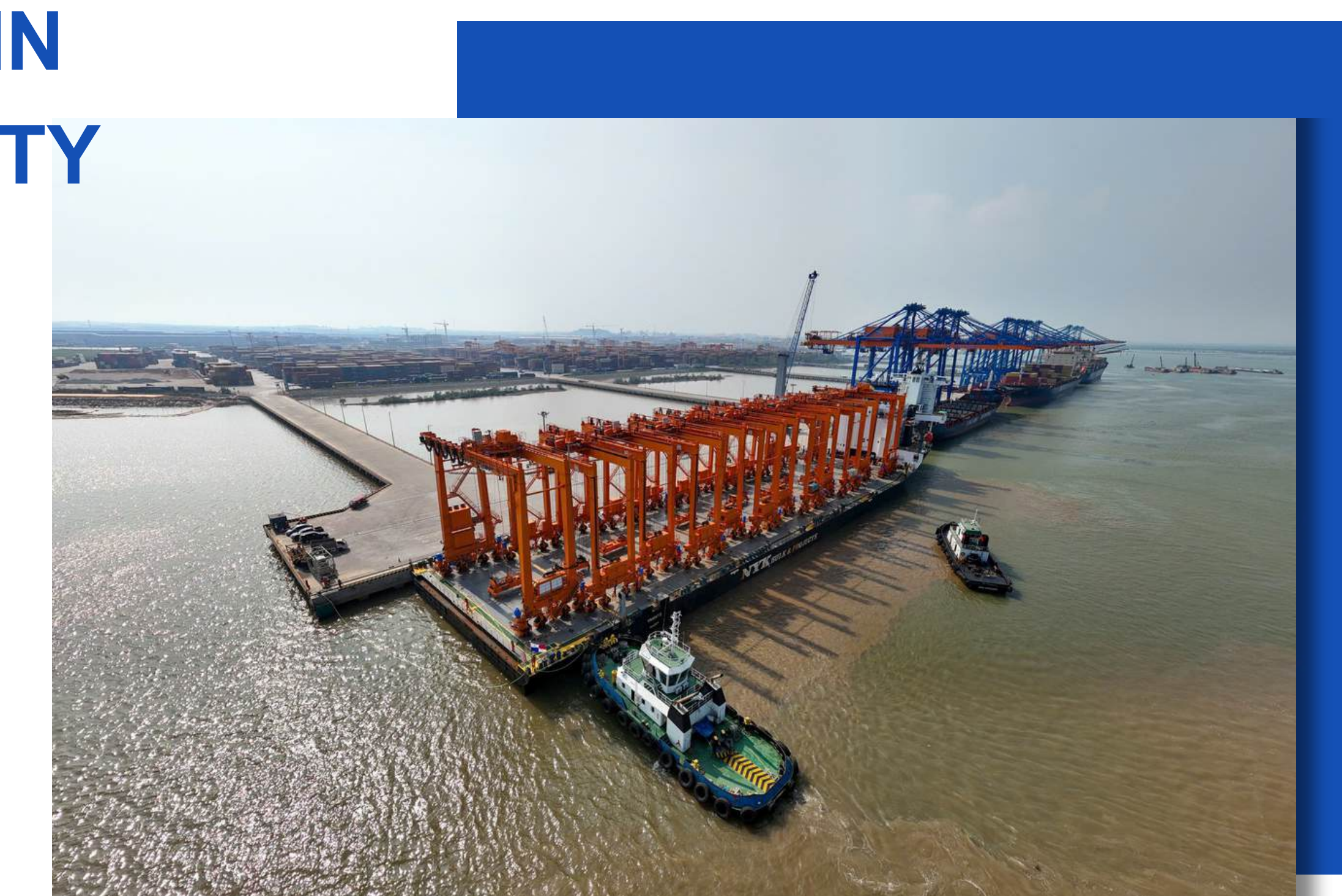
Reputable Logistics Companies in 2024" award. Among them, Gemadept has consistently ranked at the top of the Top 10 Reputable Logistics Companies list for many years.

This is an important milestone, not only recognizing the achievements that Gemadept and its member units have attained throughout the Company's development process, affirming their pioneering position, and promoting a modern and sustainable port and logistics ecosystem in Vietnam."

## GEMADEPT CONTINUES TO INVEST IN INCREASING PORT SYSTEM CAPACITY

In November 2024, Gemadept received 12 additional RTG cranes for Nam Dinh Vu Port. This is part of Gemadept's plan to increase capacity and synchronize port infrastructure, leveraging its advantages and optimally meeting market demand.

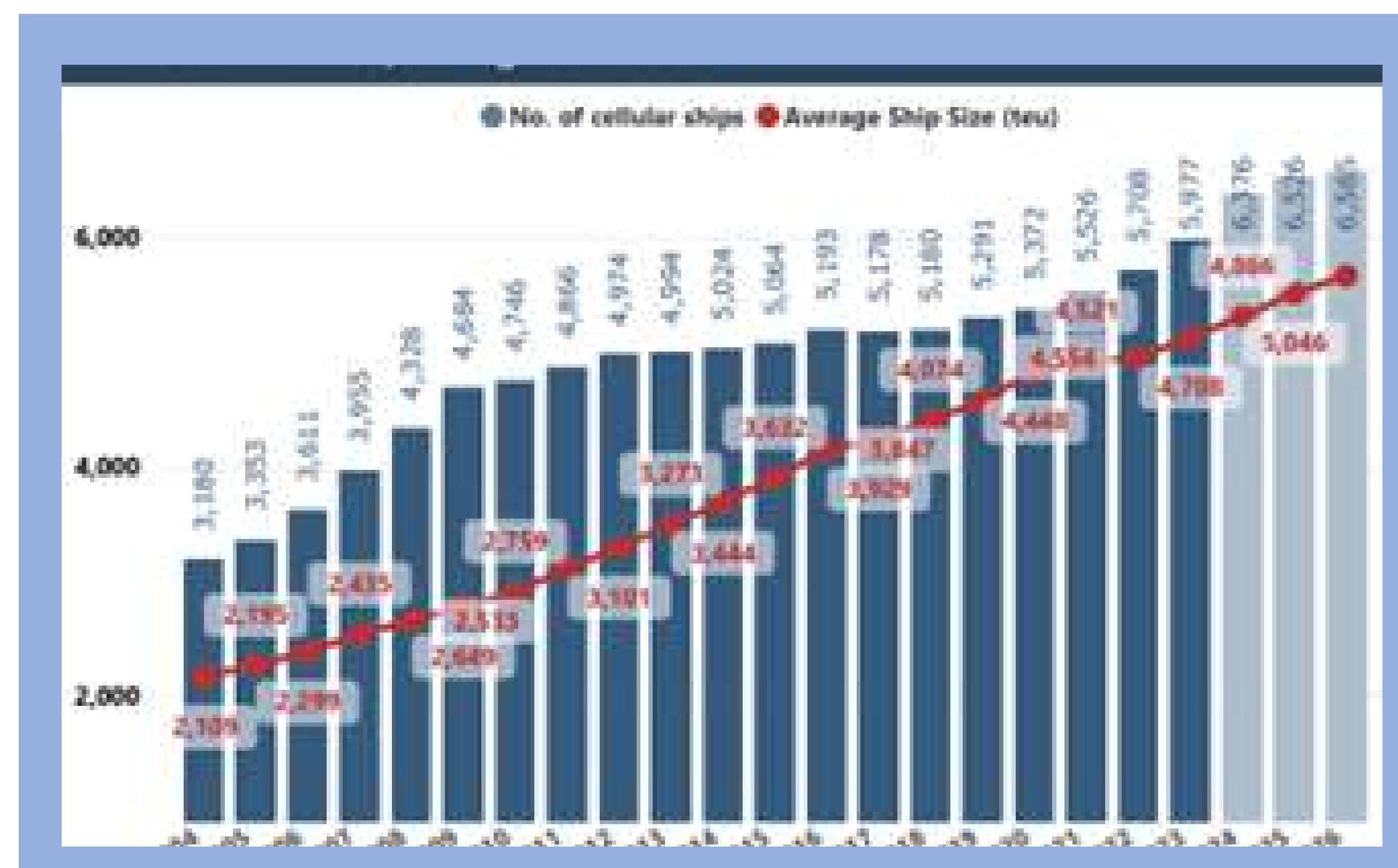
The investment of 10 additional RTGs for Nam Dinh Vu Port and the addition of 2 RTGs for Binh Duong Port will contribute to a significant increase in loading and unloading capacity, shorten handling time, and enhance the port and logistics operations efficiency of the units.





## THE LOGISTICS MARKET

- In 2024, global trade in goods and container shipping services is trending towards Asian countries with positive growth in volume and market share.
- The shipping market is experiencing many freight rate fluctuations due to the impact of various factors such as geopolitical conflicts, the situation in the Red Sea, strikes at US ports, changes in maritime alliances, and new US trade policies in the 2025-2029 period.
- The global container fleet grew strongly by nearly 30% compared to 2020. Charter rates have risen sharply with idle capacity at an all-time low. Vessel tonnage maintains an upward trend to optimize operational efficiency



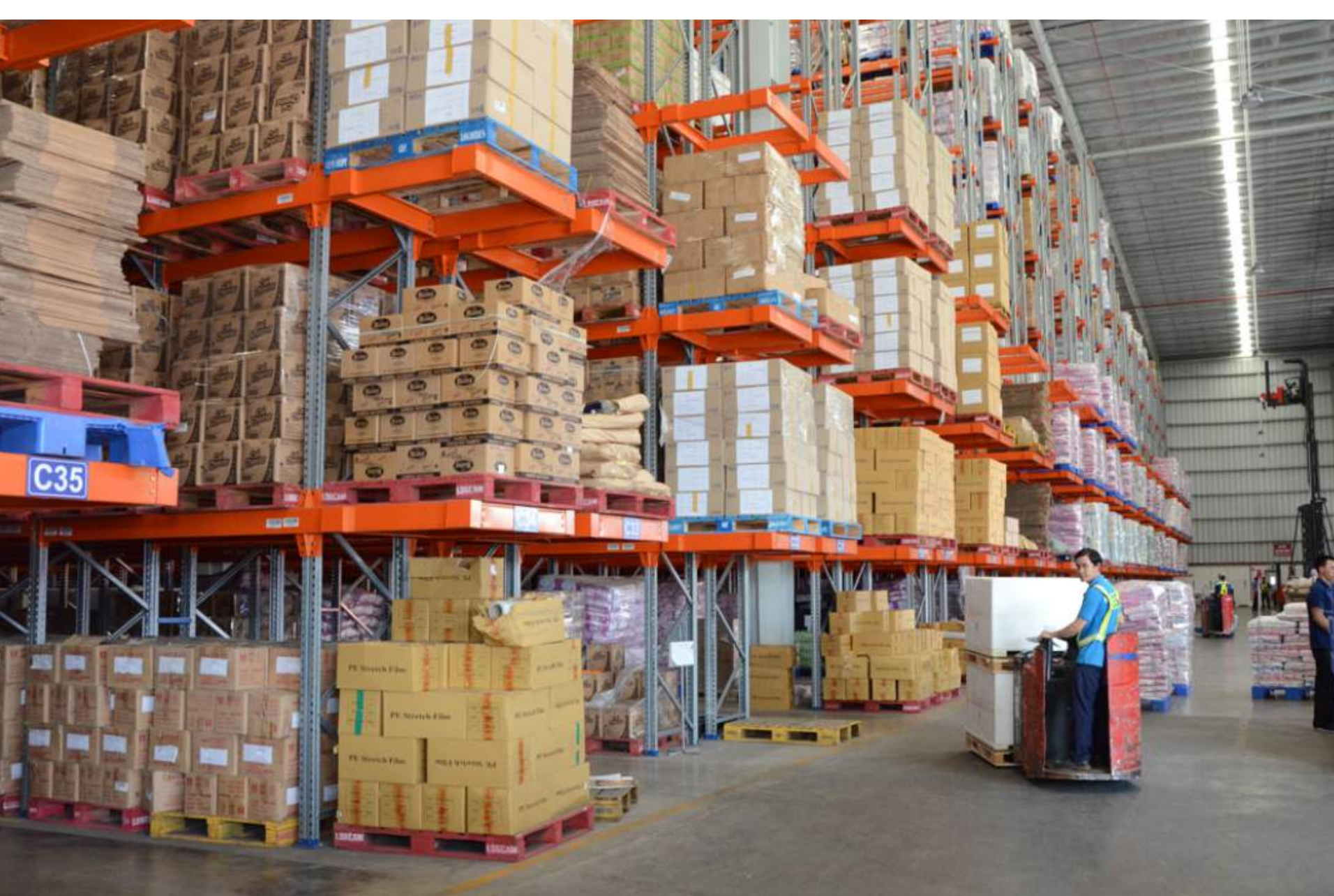
## MEKONG LOGISTICS BREAKS GROUND ON PHASE 2 OF THE LOGISTICS CENTER PROJECT

On the morning of October 18, 2024, Mekong Logistics, a strategic joint venture between Minh Phu Group – a leading group in Vietnam's seafood industry, and Gemadept, a company that owns and operates a Port and Logistics Ecosystem from North to South, officially commenced phase 2 of the Logistics Center project in Hau Giang.



The project not only builds infrastructure but also demonstrates Mekong Logistics' strategic vision in creating a complete logistics ecosystem, promoting sustainable economic development for the region

## GEMADEPT LOGISTICS ACTIVITIES



Gemadept always focuses on improving service quality, optimizing costs, diversifying cargo sources, and providing the best services and solutions for customers. Gemadept strengthens the development of new customers, in parallel with taking care of and developing close relationships with existing customers

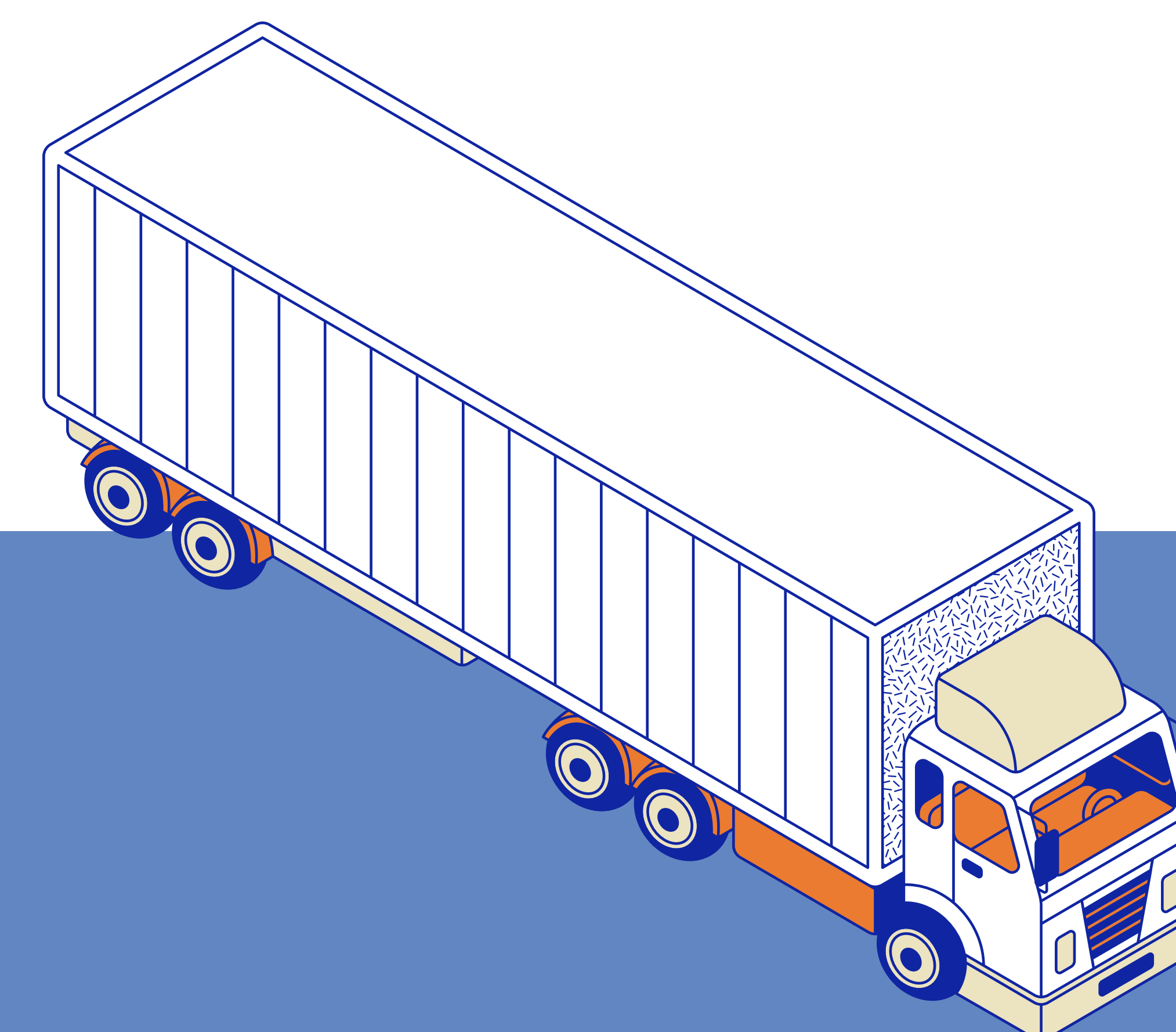


## CJ GEMADEPT LAUNCHES STRATEGIC DISTRIBUTION CENTER IN BINH DUONG



Amidst the constantly changing global supply chain, the need for modern and efficient warehouses and distribution centers is a vital factor for many businesses. Grasping this trend, CJ Gemadept is proud to launch its state-of-the-art Logistics Center in Binh Duong.

CJ Gemadept's Binh Duong Logistics Center is located in a key industrial park, a convenient location to connect the entire southern region, linking to seaports, city centers and airports... Thereby, the Binh Duong Logistics Center contributes to helping businesses shorten delivery times, optimize costs and improve supply chain efficiency.







GEMALINK INT'L PORT

## 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.

Gemalink's Phase 1 was inaugurated in 2021 and is among the world's top 19 ports capable of accommodating mega-vessels up to 250,000 DWT

Gemalink Port's Phase 2 will be operational from 2026-2028



The total capacity of the whole project : 3 mil TEUs



NAM DINH VU PORT

## NAM DINH VU PORT CLUSTER PHASE 3

With the completion of Phase 3, Nam Dinh Vu Port will become **the largest and most modern river port in Northern Vietnam**. The Port's expansion will upgrade infrastructure and improve operational efficiency. As a crucial link in the region, Nam Dinh Vu Port will continue to contribute to economic growth and social development

Nam Dinh Vu Port phases 1 and 2 are currently operating at **maximum capacity**, with an average output of over 100,000 TEU per month

Nam Dinh Vu Phase 3 will be operational from **the end of 2025**



The total capacity of the whole project: 2 mil TEUs





## GEMADEPT FORMALLY EXPRESSES GRATITUDE TO CUSTOMERS AND PARTNERS

On November 26, 2024, Gemadept formally held its 2024 Customer Appreciation Party with the participation of nearly 600 guests who were partners and loyal customers. The event was an opportunity for Gemadept to express its deep gratitude to its partners and customers who have

accompanied the Company throughout its development journey.

Gemadept, acknowledging its partners and customers, shared its 2024 achievements and unveiled 2025 plans focused on key projects, port and logistics growth, and technological advancements for enhanced efficiency and customer satisfaction.

## STRATEGIC PARTNERSHIP BETWEEN GEMADEPT CORPORATION AND BIDV BANK

On December 17, 2024, in Hanoi, Gemadept Corporation and Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) jointly signed a Memorandum of Understanding on Comprehensive Strategic Cooperation, marking a significant milestone,

elevating the bilateral cooperative relationship between the two leading enterprises in Port - Logistics and banking finance in Vietnam.

Following the signing ceremony, both parties will establish project subcommittees to implement the plans concurrently. The guiding principle for all decisions and actions will be: Sustainability - Substance - Comprehensiveness – Efficiency. Gemadept's ultimate goal is to continuously bring customers and partners integrated products and diversified, optimal and effective financial services.



## GEMADEPT CEO SPOKE AT THE VIETNAM LOGISTICS FORUM 2024

At the Vietnam Logistics Forum 2024, themed "Free Trade Zones, Breakthrough Solutions to Promote Logistics Growth," held on December 2nd, leading experts and business leaders expressed their views on promoting investment attraction in Ba Ria - Vung Tau province.

Speaking at the Forum, Mr. Nguyen Thanh Binh, General Director of Gemadept Corporation, emphasized the importance of Free Trade Zones (FTZs) for economic growth. He proposed that Ba Ria - Vung Tau take advantage of its modern infrastructure and seaports to develop FTZs, attract investment, promote international logistics, and support sustainable development. This will help the province increase exports and attract FDI in industries and logistics

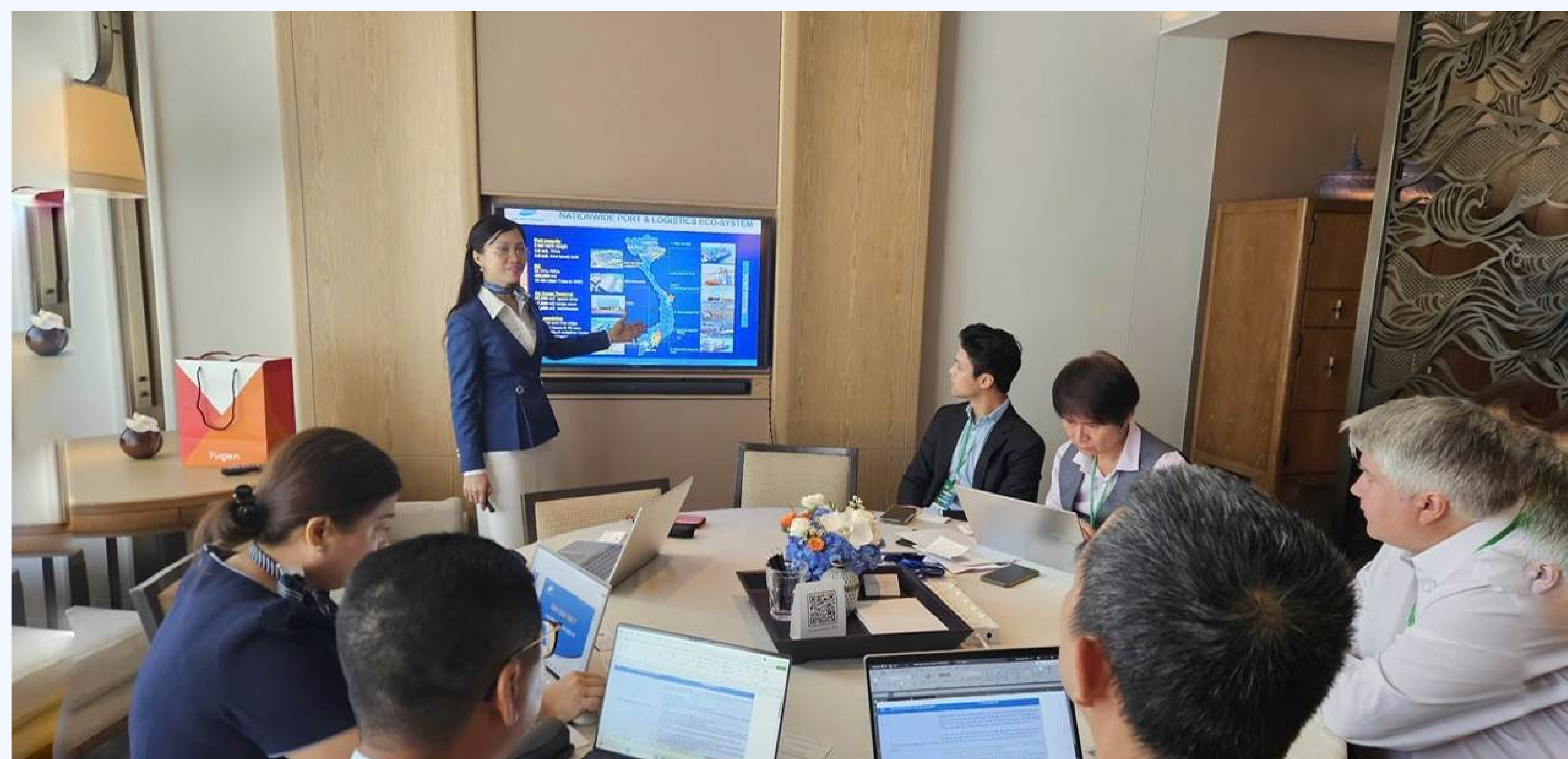
## GEMADEPT DUNG QUAT INTERNATIONAL PORT AWARDED PRESTIGIOUS GPAS 2024 ASIAN

On October 24, 2024, in Malaysia, Gemadept Dung Quat International Port, a vital component of Gemadept's Port-Logistics network, was honored with the GPAS 2024 Asian Green Port Award.

The GPAS 2024 award is a testament to the "greening" efforts of Dung Quat Port in particular and the Gemadept Port - Logistics Ecosystem as a whole in developing the Green Economy model in Vietnam and the region.







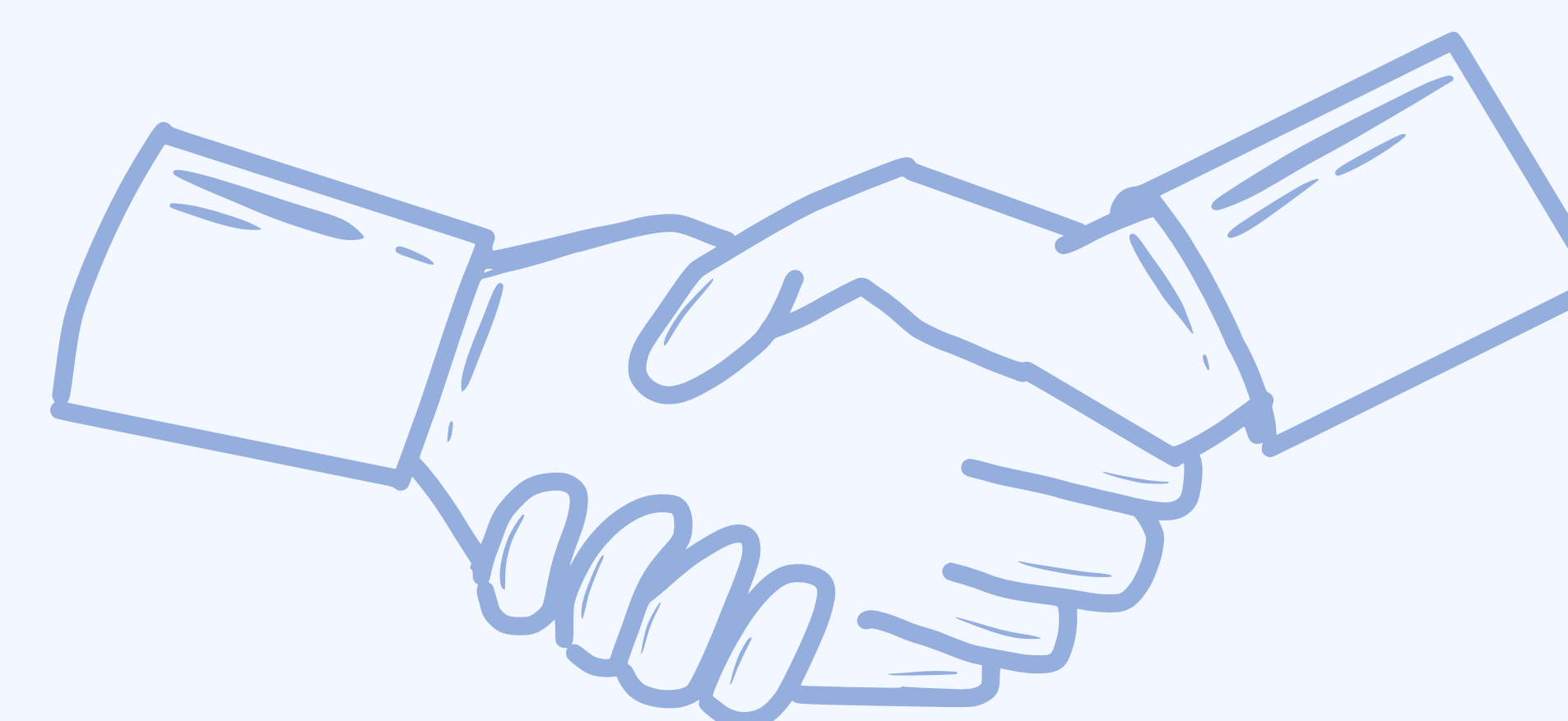
## STRENGTHENING CONNECTIONS WITH SHAREHOLDERS AND INVESTORS

In 2024, Gemadept's investor and shareholder relations activities continued to be vibrant and diverse, attracting the attention and trust of domestic and international shareholders and investors. Gemadept directly organized and co-organized with reputable organizations and securities companies such as SSI, HSC, VietCap, etc., meetings with shareholders and investors, analysts; while also participating in large-scale investment conferences with the participation of Gemadept's leadership and Investor Relations Department.

Through conferences and exchanges, Gemadept's representatives updated on the market situation, the Company's business performance, development orientations and plans in the coming period, the progress of key projects, ESG efforts, digital transformation, etc., while also answering questions and receiving feedback from shareholders and investors to further improve Gemadept's operational efficiency and increase value for stakeholders



Gemadept attended "Yuanta Thailand Investment Insights 2025" International Conference



## GEMADEPT'S IR ACTIVITIES IN 2024



Gemadept Makes Top 20 Best Annual Reports for 2 Consecutive Years



Gemadept Participates in the Green Port 2024 Symposium



## GEMADEPT KICKS OFF ACTIVITIES TO CELEBRATE 35 YEARS OF ESTABLISHMENT

### SPREADING HAPPINESS TO CHILDREN IN MOUNTAINOUS REGIONS WITH “GEMADEPT RUN”

#### COMPUTER LAB FOR STUDENTS - KHANH YEN THUONG PRIMARY SCHOOL

With the joint efforts of all Gemadept Run 2024 athletes and the connection of the Vietnam National Volunteer Center (VVC), the computer lab of Khanh Yen Thuong School has been equipped with computers, giving highland children the opportunity to access modern technology.

For 390 students of Tay, Mong, and Dao ethnic groups, this is a significant transformation. From using photocopied papers to simulate keyboards, the children can now directly type and explore the world of technology right in their own classroom. The eager eyes and joyful smiles of the children best illustrate the value that the program brings.



### WELCOMING SPRING 2025 AT GEMADEPT'S PORTS



Spring, the season of budding trees and hope, is knocking on every door, bringing a joyful and bustling atmosphere to every street. Joining in that joyful atmosphere, Gemadept Corporation's port units have also put on a "new coat", radiant with the colors of spring, ready for a promising and prosperous 2025.

With a strategic vision, high determination, and a spirit of solidarity, Gemadept will continue to affirm its position as one of the leading enterprises in the field of port operation and logistics in Vietnam.



### GEMADEPT CELEBRATES ITS 35TH ANNIVERSARY AND THE ARRIVAL OF SPRING 2025

On January 9th, 2025, Gemadept formally organized the 2025 Spring Festival and marked the 35th anniversary of the Company's establishment.

Attending this particularly meaningful event were the Company's leadership, more than a thousand employees connecting from the North and South via a television bridge, and especially the presence of generations of staff who were once attached to Gemadept. All together, everyone reviewed the 35-year journey full of pride and looked forward to a bright future, accompanying and developing with the country.







**THE WAY FORWARD**

**GEMADEPT CORPORATION**  
**Investor Relations Department**

19th Floor, No.6 Le Thanh Ton Street, Ben Nghe Ward, District 1,  
HCMC

Email: [ir@gemadep.com.vn](mailto:ir@gemadep.com.vn)

Website: [www.gemadep.com.vn](http://www.gemadep.com.vn)

