



THE WAY FORWARD



IR Newsletter

Q1/2024



GEMADEPT.COM.VN

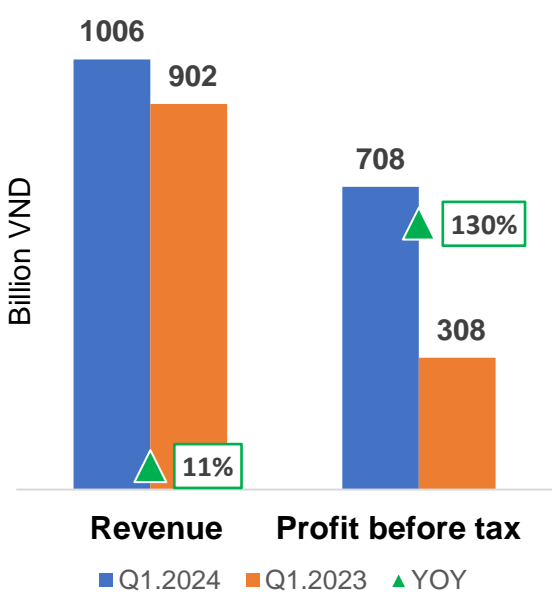


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GEMADEPT'S BUSINESS RESULT IN Q1/2024



	Q1.2024	Q1.2023
Gross Profit Margin	44%	47%
PBT Margin	70%	34%
EBITDA Margin	84%	50%

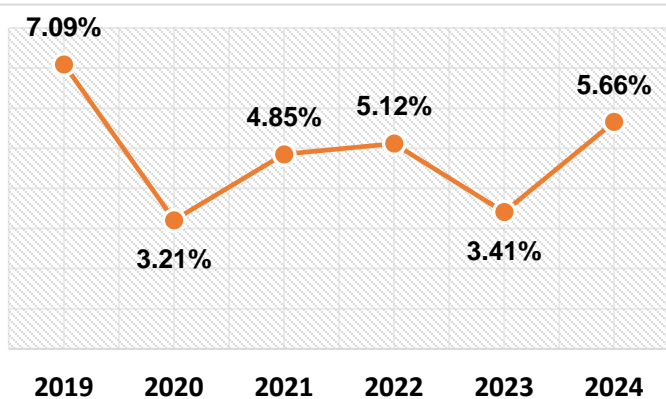
A PROMISING START

Gemadept started 2024 strong with **positive business growth**. Signals of market recovery, combined with effective business operations and appropriate development strategies created the Company's breakthrough profit in the first quarter of 2024.

This positive result continues to affirm Gemadept's leading position in Vietnam's seaport and logistics industry.



VIETNAM'S GDP GROWTH IN Q1/2024



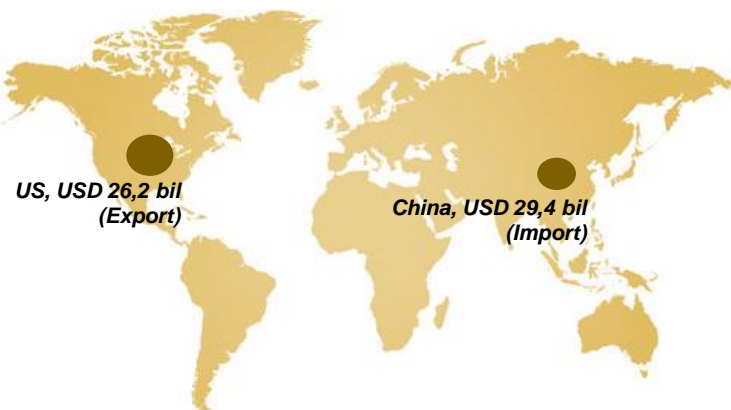
GDP growth rate in Q1/2024,
Period 2019 – 2024 (%)

The Gross Domestic Product (GDP) in Q1/2024 **increased by 5.66%** compared to the same period in 2023, higher than the growth rate of the first quarter of 2020 - 2023.

The economy and society in Q1/2024 remain unstable, facing even more difficulties because of several factors: rising political conflicts in many world regions, the ongoing Red Sea crisis, global inflation falling below the target levels set by central banks, loosened global financial conditions despite weak credit growth, and China's sluggish economic recovery, which negatively impacts global trade.

Source: GSO

IMPORT & EXPORT OF GOODS



The total imports and exports in Q.1/2024 reached **USD 178,04 bil**, **increased by 15,5%** compared to the same period in 2023.

USD 84,98 bil

Import

13.9%

USD 93,06 bil

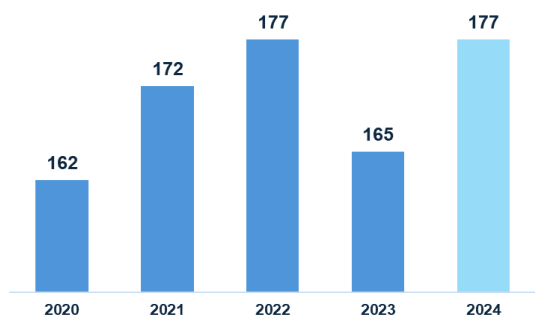
Export

17%

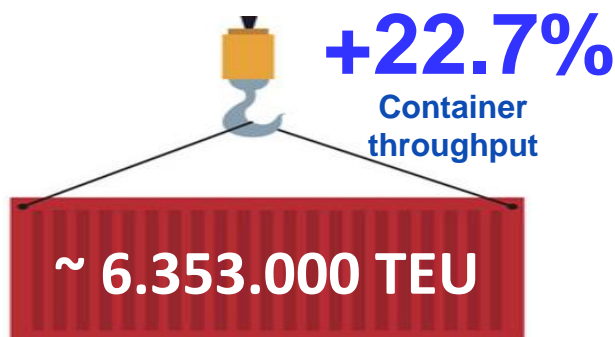
Source: GSO

The 2 largest import - export markets of Vietnam in Q1/2024

CARGO THROUGHPUT VIA VIETNAM'S PORTS



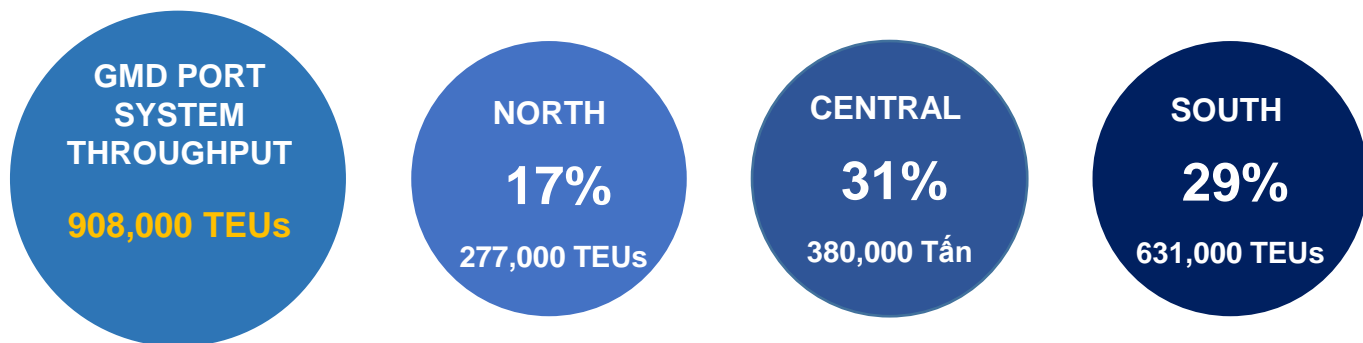
The total volume of port throughput in Q1, during the
period 2019 – 2024 (million tons)



Total cargo throughput at seaports in Q1/2024 reached **177 million tons**, **up 7.56%** from the same period in 2023. Containerized cargo throughput at seaports reached **6.353 million TEU**, **up 22.7%** from the same period.

Source: Estimates based on data from the Vietnam Maritime Administration and VPA

GEMADEPT PORT SYSTEM'S THROUGHPUTS & MARKET SHARE IN Q1/2024



GEMADEPT POSITIVELY MOVING FORWARD

- Q.1/2024 still has many risks and unpredictable developments in geopolitics, economics, technology, climate change... with the level and scope of influence increasing in the first months of the year. These factors affect the world economy in the first quarter and forecasts for the whole year 2024. Specifically, most international organizations have lowered their forecasts for global economic growth in 2024: The United Nations (UN) comments that in the context of prolonged risks and instability, global GDP growth is expected to slow from 2.7% in 2023 to 2.4% in 2024; The World Bank (WB) also estimates that global growth in 2024 will reach 2.4%, down from 2.6% in 2023; The Organization for Economic Cooperation and Development (OECD) estimates that global GDP in 2024 is forecast to reach 2.9%, lower than the growth rate of 3.1% in 2023.
- In contrast to the low growth trend of the previous year, international organizations forecast that Vietnam's growth in 2024 will be higher than in 2023. Specifically, the World Bank forecasts Vietnam's growth to reach 5.5% in 2024, up from 4.7% in 2023. The UN and AMRO both predict Vietnam's growth in 2024 to reach 6.0%, higher than the forecasts of 4.7% and 5.1% for 2023..
- Gemadept port system throughput sees positive development with container throughput reaching over **908,000 TEUs** in the first three months of the year, **up 56%** compared to the same period in 2023. This demonstrates the company's efforts to overcome challenges, maximize market opportunities, and contribute to the growth of the domestic maritime industry through various solutions.
- On January 18, 2024, Gemadept Corporation and Gemalink Deep-sea Port were both honored in the Top 10 prestigious companies in the Port and Logistics industry in 2023.



GROUNDBREAKING CEREMONY FOR THE HAI PHONG MARITIME CHANNEL UPGRADE PROJECT

On January 31, 2024, the groundbreaking ceremony for the "Upgrade of the maritime channel from the Hai Phong International Container Port turning basin to Nam Đình Vũ Port" project was held at Nam Dinh Vu Port.

Pioneering Vietnam's Port and Logistics growth, Gemadept recognizes its business responsibility by actively collaborates with the Ministry of Transport and Maritime Administration to develop Hai Phong's maritime infrastructure.

Gemadept's research led to a proposal for a navigation channel upgrade project to the Ministry of Transport. Aiming for a deeper channel (-7m to -8.5m) to accommodate larger vessels (48,000 DWT), the project gained Ministry approval for upgrading the Hai Phong channel (turning basin to Nam Dinh Vu port).

As the project investor, Nam Dinh Vu Port has meticulously prepared and followed all necessary procedures. Construction began on January 31, 2024, with an expedited three-month timeline for completion. This will allow the upgraded channel to be operational by June 2024, serving Nam Dinh Vu Port.



NAM DINH VU IMPROVES OPERATION CAPACITY TO BETTER SERVE OOG CARGO

To better serve shipping lines transporting oversized and project cargo, Nam Dinh Vu Port, in line with Gemadept's policy, has invested in new world-class mobile crane equipment. This will enhance the port's handling capacity and improve service quality.

The Gottwald crane, supplied by Konecranes, boasts an impressive capacity. With a maximum lifting capacity of 125 tons and a reach of 49 meters (equivalent to handling 15 rows of containers), it can accommodate Panamax-sized vessels. Additionally, the crane features a modern diesel engine that optimizes fuel consumption, minimizes environmental impact.

The installation and testing process took place within 35 days to officially put into operation from April 25, 2024.

GEMALINK HONORED TO WELCOME BRVT PROVINCIAL LEADERSHIP DELEGATION

On February 5, 2024, Gemalink was honored to welcome a delegation from the Provincial Party Committee, Departments, and Agencies led by Mr. Pham Viet Thanh, Member of the Central Executive Committee, Secretary of the Provincial Party Committee, and Chairman of the BR-VT Provincial People's Council.

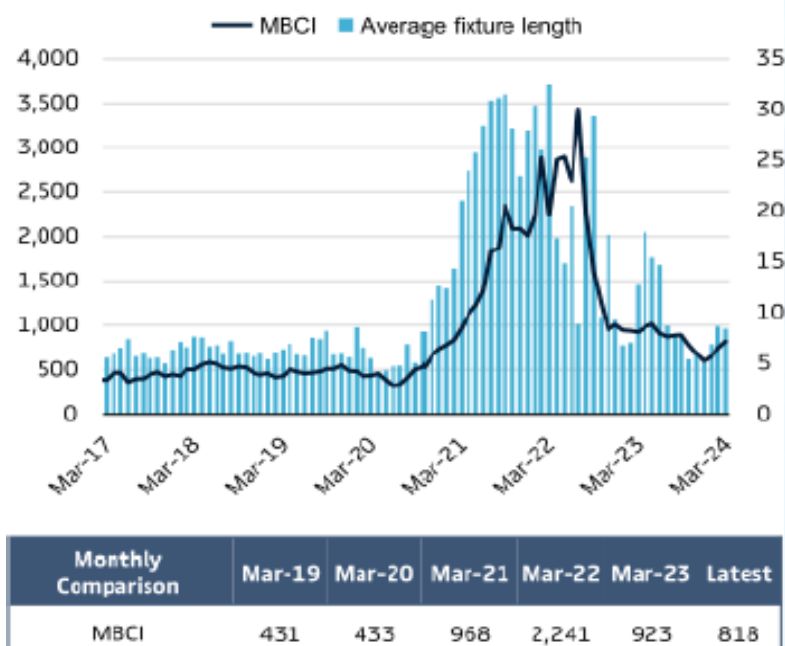
Mr. Cao Hong Phong, Gemalink Port's Deputy Director, reported 2023 performance and 2024 plans to the Provincial Party Secretary. He highlighted welcoming 311 cargo vessels, including 15 of the world's largest shipping lines

Gemalink Port aims to connect not only the Cai Mep - Thi Vai area but also Binh Duong, Dong Nai, and Ho Chi Minh City to improve its operation capacity and anticipate the growth trend in commodities in the coming years.

THE LOGISTICS MARKET

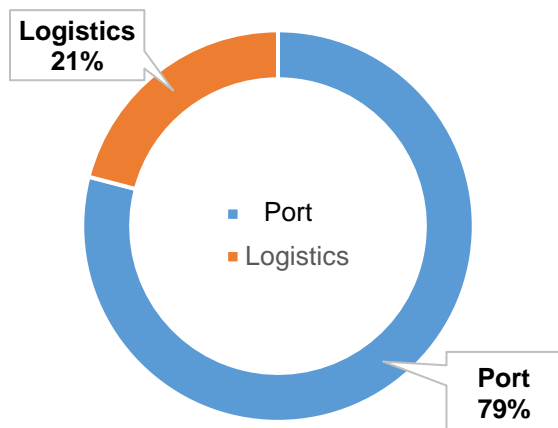
- Handovers of new vessels are actively proceeding, and the supply of new ships is increasing. However, this is not enough to meet market demand, mainly due to the increased diversion of vessels from the Suez Canal to the Cape of Good Hope.
- Container ship charter prices continue to increase, except for the vessel segment under 1,200 TEU.
- Freight prices increased in the first month of 2024 but have now basically been adjusted downward, especially on Asia - Europe and Asia - North America routes.

MB Container Index (MBCI) & Fixture Length
Index, Jan 95 = 1,000 (lhs), months (rhs)



GEMADEPT'S LOGISTICS ACTIVITIES

PBT FROM CORE BUSINESS ACTIVITIES IN Q.1/2024



BUSINESS RESULTS IN Q1/2024

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

- Amidst challenging market conditions, Gemadept is prioritizing efficiency, cost optimization, supply diversification, and delivering exceptional customer service to become proactive and adaptable.
- Gemadept enhances the development of new customers, in parallel with caring for and developing stronger relationships with existing customers.

TECHNOLOGY SOLUTIONS FOR ADJUSTING CLAMPING FORCE OF CARTON CLAMP FORKLIFT TRUCKS FOR ELECTRONICS GOODS

In warehouse operations, the handling and lifting of electronics goods demand absolute precision and safety. A major challenge that customers often face is how to adjust the clamping force of clamp trucks to suit each type of goods without compromising their safety and integrity..

CJ Gemadept Logistics has developed a data and sensor-based automatic adjustment system. This system not only eliminates the human factor from the adjustment process entirely but also ensures absolute accuracy and safety.

Furthermore, each type of goods is assigned a specific clamping force setting within the WMS system. When a clamp truck approaches goods identified by its LPN (License Plate Number), the system automatically recognizes the item and applies the corresponding force setting, eliminating the need for driver intervention.

CJ Gemadept Logistics' innovation automates clamping force, provides real-time error alerts, and proactively prevents incidents for ultimate safety of goods and employees.

This technology solution empowers customers to achieve multiple benefits: optimized cargo safety, enhanced operational performance, and minimized risks. CJ Gemadept Logistics remains committed to continuous investment and development, bringing the most advanced solutions to the future of logistics.

CONTRIBUTING TO THE FMCG AND E-COMMERCE INDUSTRY

The **FMCG** (Fast-Moving Consumer Goods) and e-commerce industry in Vietnam is witnessing explosive growth, leading to an increasing need for warehouses to store and distribute goods. However, warehouse supply is currently limited, leading to challenges for online retailers and FMCG manufacturers.

CJ Gemadept Logistics has a warehouse system exceeding 500,000 square meters. Strategically located across Vietnam, these facilities enable efficient goods delivery and connection to key consumption areas. CJ Gemadept utilizes advanced WMS technology for secure information management and employs modern equipment to ensure overall safety and efficiency.

Thereby, **CJ Gemadept Logistics** continues to improve service quality, earning the trust of businesses in the FMCG and E-commerce industries and becoming their chosen partner.



GEMALINK RIDES THE WAVE TO A STRONG Q1/2024

➤ GEMALINK CONTINUOUSLY WELCOMES ULTRA LARGE CONTAINER VESSELS AT THE START OF 2024

Gemalink welcomed the mega-vessel ONE Intelligence, part of THE Alliance's service line, on its maiden port call on January 10, 2024. Subsequently, on January 17, 2024, Gemalink successfully handled another mega-vessel, HANOI EXPRESS, also of THE Alliance's FE3 service line.. Gemalink's success handling mega-vessels fuels infrastructure expansion and operational upgrades to attract major lines, strengthening Vietnam's global supply chain.

➤ MEGA-VESSEL HMM LE HAVRE CALLING AT GEMALINK PORT FOR IN ITS FIRST TRIP

On February 21, the ship HMM LE HAVRE with a length of 399.9m, tonnage of 232,606 DWT, belongs to the group of super ships with a carrying capacity of 24,000 TEU. With a loading and unloading capacity of 176 moves/hour at Gemalink, the HMM Le Havre was released quickly as planned.

➤ GEMALINK WELCOMES SENIOR LEADERSHIP DELEGATION FROM COSCO GROUP

Continuing a series of successful events, Gemalink welcomed a high-level delegation from COSCO Group in early March. Led by Mr. Zhang Yong, Vice President of the Group, the delegation included representatives from regional COSCO offices. They met with representatives of Gemadept's Board of Directors and Gemalink Port's Board of Directors. The meeting, held in a formal atmosphere, facilitated the exchange of valuable information and updates on strategic developments and future plans.

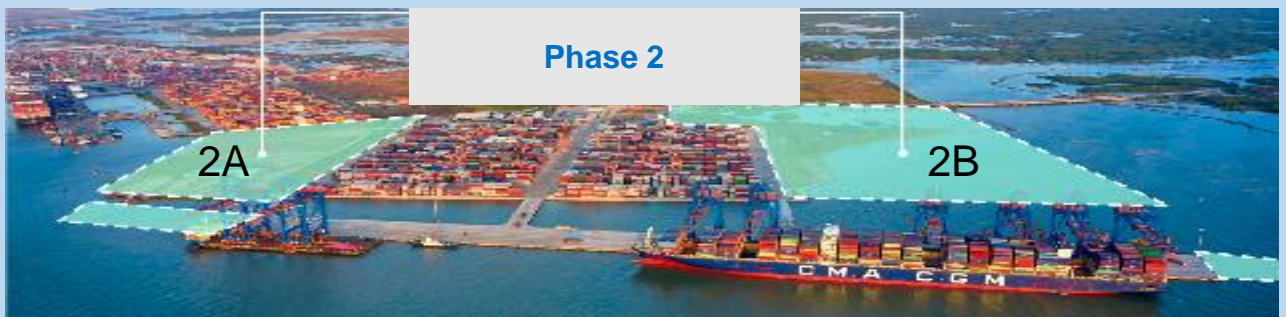
➤ THE NETHERLANDS EMBASSY DELEGATION VISITED GEMALINK

On March 20, 2024, Gemalink was honored to welcome a delegation from the Dutch Embassy and representatives of Dutch port and logistics companies, led by Ms. Wampie Libon, Director of International Business Affairs at the Dutch Ministry of Foreign Affairs. The successful meeting opened up promising opportunities for future bilateral cooperation between Gemalink and Dutch partners, aiming towards sustainable development and the application of advanced technologies in the port industry.



GEMALINK DEEP - SEA PORT PHASE 2

- Gemalink Port is completing all related procedures and securing capital to commence operations for the second phase from 2024 and 2025, meeting the growing demands of the market and shipping line partners
- In Phase 2, Gemalink Port continues research and investment in each appropriate stage of the growing market and optimizes resources to develop Gemalink Deep-sea Port into the most efficient and modern port in the region
- In Q1/2024, Gemadept recorded an output of 355.451 TEU, a 112% increase compared to the same period, with the strong support of partnering shipping lines and their new services since Q4/2023.



NAM DINH VU PORT PHASE 3

- Nam Dinh Vu Port includes three phases: The first phase implemented since 2018, and the second phase implemented since mid 2023. The third phase is currently speeding up the procedures to start construction.
- Gemadept expects the construction of the third phase of Nam Dinh Vu Port to be in Q3/2024, with an approximate total investment of 2,500 billion dong to develop it into the biggest river port in the Northern region. After completion, the total capacity of Nam Dinh Vu Port will reach 2 million TEU, a 67% increase compared with the current capacity.



2024 TREE PLANTING CEREMONY AT NAM DINH VU PORT

On the morning of March 25, 2024, at Nam Dinh Vu Port (belonging to Gemadept Corporation), the Port's Board of Directors held the launching of the 2024 Tree Planting Ceremony.

At the ceremony, more than 100 trees including coconut and casuarina trees were planted, covering a 500m² area behind the port. These beneficial trees have outstanding growth, are wind resistant, friendly to the soil of the reception area and are low maintenance.

Nam Dinh Vu Port is heading towards a comprehensive growth: meeting production goals and ESG criteria. This appropriate balance promotes the quality and speed of the enterprise's sustainable growth. "Sustainable growth" has always been a core value throughout Gemadept and Nam Dinh Vu Port's operating process.



GEMADEPT PROUDLY PARTNERS WITH VALOMA IN LOGISTICS KNOWLEDGE TRAINING PROGRAM FOR UNIVERSITY AND COLLEGE LECTURERS

From the 28th to 30th of March, the Vietnam Association for Logistics Manpower Development (VALOMA) had successfully organized the **Logistics Training Program** for university and college lecturers. The program was held simultaneously at Hanoi and Ho Chi Minh City and attracted nearly 100 lecturers from nearly 30 universities and colleges across the nation.

With the responsibility of a Port and Logistics enterprise, Gemadept is pleased to accompany organizations and associations in coordinating and attracting universities, colleges, lecturers and logistics enterprises with the same mission of improving quality training in logistics, contributing to the long-term development of the industry and the country's economy.

NAM DINH VU PORT'S EXCITING FOOTBALL FRIENDLY MATCH MARKS 33rd ANNIVERSARY OF HAI PHONG MARITIME PORT AUTHORITY

On April 5, 2024, Nam Dinh Vu Port hosted a friendly football match between its staff and the Hai Phong Maritime Port Authority in commemoration of the latter's 33rd anniversary. The event fostered camaraderie and physical activity among participants.

The match unfolded in a vibrant and lively atmosphere, fueled by enthusiastic cheers from fans of both teams. The players displayed their talents, showcasing impressive skill and beautiful plays that captivated the audience.

Throughout the match, the audience could sense the spirit of solidarity, exchange, and mutual learning between the two teams. Through sports activities, the solidarity and bond between the staff of Nam Dinh Vu Port and Hai Phong Maritime Port Authority became even stronger and closer than ever.

INVESTORS APPLAUD GEMADEPT'S EFFORTS IN OVERCOMING OBSTACLES

On 27/02/2024, Gemadept Corporation (Stock code: GMD) attended the 2024 Vietnam Access Day (VAD 2024) Investor Conference organized by Vietcap Securities Joint Stock Company (Vietcap).

VAD 2024 is an annual event that attracts the attention of hundreds of domestic and foreign investors along with the top listed companies in Vietnam. It is a place to exchange information about business activities and market updates and look for new cooperation and investment opportunities.

During the period of worldwide economic fluctuations, Gemadept remains steadfast with their business strategy of flexibility and creativity in operation, improving procedures, focusing on digitizing and reducing carbon emissions to move towards a sustainable growth. At VAD 2024, Gemadept has attracted many attention from investors with their presentation on business performance and results in 2023, oriented development in 2024 and strategic projects such as phase 3 of Nam Dinh Vu Port, Hai Phong's Ha Nam channel upgrade, and the second phase of Gemalink Deep-sea Port. The Company always values and accompanies its shareholders and investors, ensuring transparency of information, open communication, addressing concerns, and actively welcoming suggestions and contributions from all parties.

As a part of activities at VAD 2024, investors visited Gemalink Deep-sea Port at Ba Ria - Vung Tau province. There, the representative of Gemalink Port had introduced and updated the investors on the activities of the Port. In 2023, Gemalink Deep-sea Port had recorded impressive milestones of welcoming the world's largest vessels with capacity up to 24000 TEU.

Through the investor conference, Gemadept's Board of Directors was able to understand and stay updated with the investors, shareholders and all related parties' expectations. The Company is committed in its pursuit of business development, upholding its corporate responsibility, striving to live up to its role as a leading enterprise in Vietnam's port and logistics industry, and earning the trust of domestic and international investors..



Contacts:

GEMADEPT CORPORATION **Investor Relations Department**

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

Email: ir@gemadept.com.vn

Website: www.gemadept.com.vn

