



THE WAY FORWARD

GEMADEPT NEWS

“Docking for Information”

December 2024



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E-COMMERCE TRENDS SHAPING THE LOGISTICS MARKET IN SOUTHEAST ASIA

MERRY CHRISTMAS

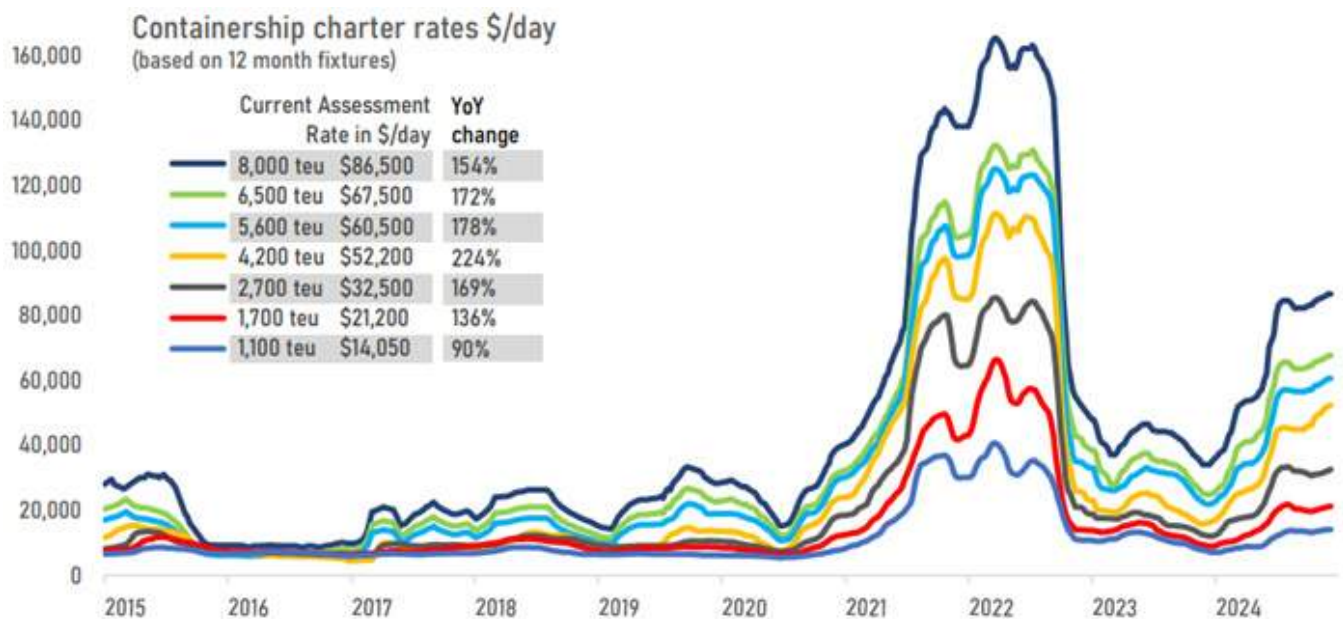
& Happy New Year





MARITIME MARKET BRIEF

Container freight rates are still on track to stage a December rally, with price competition on the transpacific route remains very keen with none of the main carriers willing to give up market share ahead of the alliance reshuffle in February.



Carriers' efforts to push ahead with various rate hikes in November and December giving the carriers an improved bargaining position ahead of the new contract negotiations for 2025.

Carriers appetite for new tonnage continues to push charter rates higher. Apart from raiding the depleted charter market for additional tonnage, carriers have returned to the newbuilding market in droves with Maersk confirming a 20 ship order on top of additional charter deals as it tries to narrow the self-created gap with MSC. The orderbook ratio has rebounded to 27% from 20% in June on the back of more than 3.8m teu of new capacity that has been ordered in the last 6 months alone.

The published schedules for February shows a large number of blanked sailings that will coincide with the port Chinese New Year slack period, but also reflects the partners' tonnage shortage. The Premier Alliance partners (ONE, HMM and Yang Ming) also postponed the launch of 2 FE-USWC services from February to May due partly to the lack of available ships.

WORLD NEWS



VIETNAM, SOUTH KOREA AND THAILAND SET TO PROFIT FROM NEW TRUMP TARIFFS

Containerised cargo imports into the US from Asia have continued to grow over the last 7 years despite the introduction of US import tariffs since 2018.

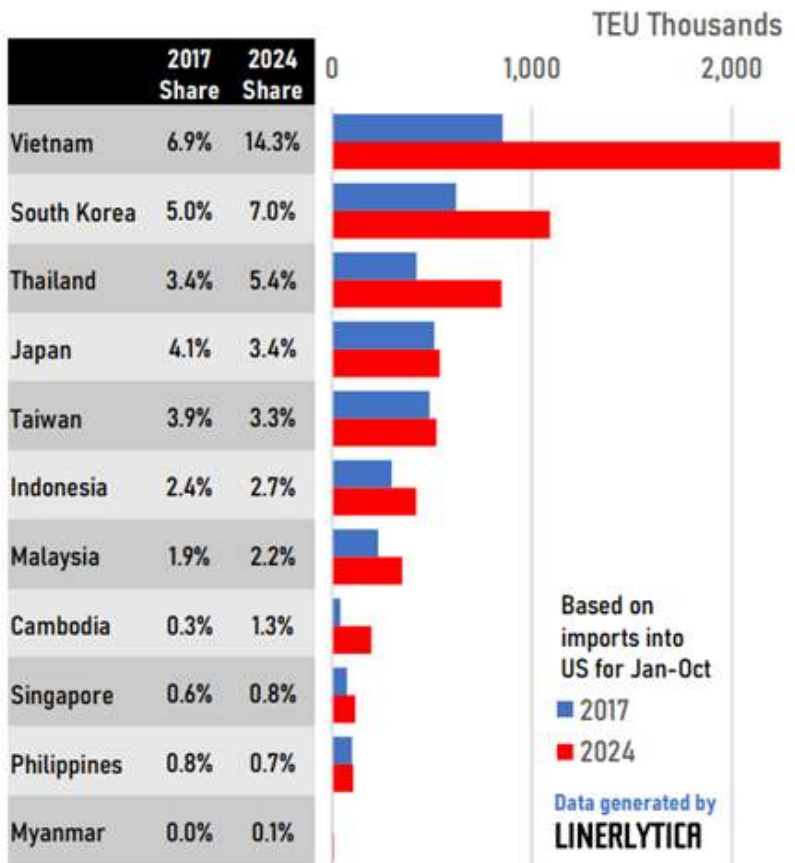
Overall cargo growth grew by 3.5% on a compounded basis between 2017 and 2024 with all Asian origins recording positive cargo growth, including China that posted growth of 0.8% during the period.

Although China's share of total US imports from Asia decreased from 70.4% in 2017 to 58.9% in 2024, it remains the largest origin country of container cargo to the US. Other Far East Asia origins recorded mixed

performances with Vietnam, South Korea, Thailand and Cambodia generating the largest growth in volumes and market share gains.

Japan, Taiwan and Philippines saw their market share shrink, while Indonesia, Malaysia and Myanmar only recorded marginal gains as they failed to capitalize on China's losses during the last 7 years.

US Transpacific Container Volumes Breakdown by Origin excl China



VIET NAM NEWS

IMPORT – EXPORT FIGURES FOR THE FIRST 11 MONTH OF 2024

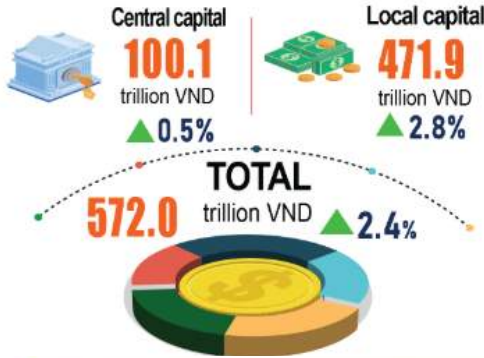
INFOGRAPHIC

ENTERPRISE REGISTRATION STATUS IN 11 MONTHS OF 2024



INVESTMENT

Investment capital from the State budget in 11 months of 2024



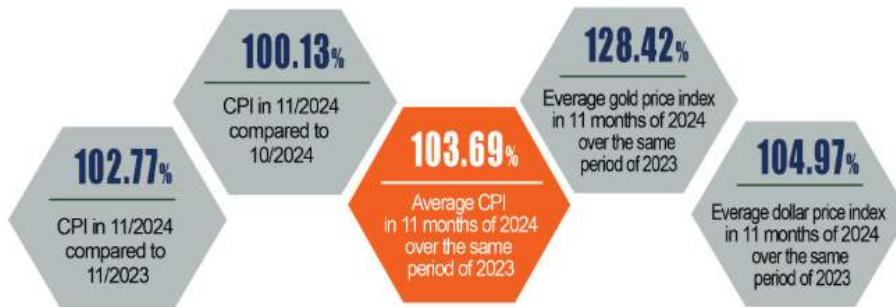
Foreign investment (FDI) from 1/1 to 30/11/2024



EXPORT AND IMPORT OF GOODS IN 11 MONTHS OF 2024



PRICE INDEX



FOREIGN DIRECT INVESTMENT (FDI) IN THE FIRST 11 MONTH OF 2024

FOREIGN INVESTMENT

- Total registered capital: Reached nearly 31.4 billion USD, a 1% increase compared to the same period in 2023.
- Actualized FDI: Achieved 21.68 billion USD, an 7.1% increase year-on-year.
- New projects: 3,035 new projects were granted investment certificates, a 1.6% increase year-on-year.
- Increased registered capital: Exceeded 9.93 billion USD, a significant 40.7% increase year-on-year.

INVESTMENT PARTNERS

- Singapore emerged as the largest investor with 9.14 billion USD, accounting for over 29.1% of the total registered capital, a 53.7% increase compared to the same period in 2023.
- South Korea followed with over 3.89 billion USD, accounting for 12.4% of the total registered capital, a 9% decrease compared to the same period.
- Subsequently were China, Hong Kong, and Japan.
- In terms of the number of projects, China led with the highest number of new investment projects (accounting for 28.3%).

LOCALITIES ATTRACTING FDI

- Bac Ninh took the lead with nearly 5.04 billion USD in registered capital, accounting for 16% of the country's total, more than triple the same period.
- Followed by Quang Ninh with over 2.29 billion USD, accounting for 7.3% of the total registered capital, a 26.3% decrease compared to the same period.
- Ho Chi Minh City ranked third with over 2.28 billion USD in registered capital, accounting for nearly 7.3% of the total.
- Subsequently were Hai Phong, Hanoi, Binh Duong, and others.

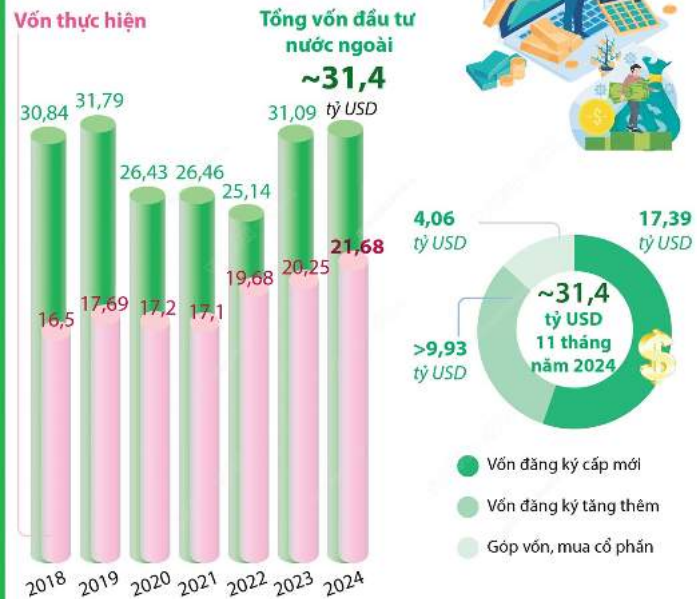
IMPORT-EXPORT ACTIVITIES

- FDI sector trade surplus:
 - + Including crude oil: 45.2 billion USD
 - + Excluding crude oil: over 43.5 billion USD
- Domestic enterprises' trade deficit: over 22.1 billion USD

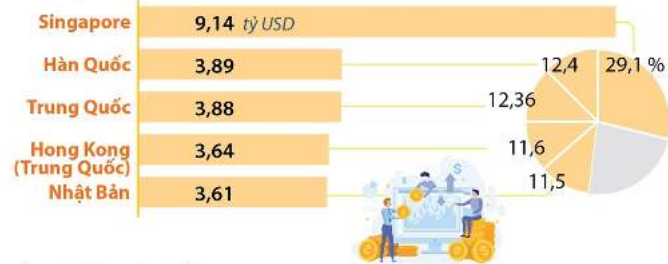
11 THÁNG NĂM 2024 TỔNG VỐN ĐẦU TƯ NƯỚC NGOÀI ĐĂNG KÝ VÀO VIỆT NAM ĐẠT GẦN 31,4 TỶ USD

Số liệu tính đến 30/11/2024

Vốn đầu tư nước ngoài 11 tháng qua các năm



CƠ CẤU ĐẦU TƯ THEO QUỐC GIA/VÙNG LÃNH THỔ



Nguồn: Bộ Kế hoạch và Đầu tư

infographics.vn



GEMADEPT NEWS

TOP 20 BEST ANNUAL REPORTS FOR 2 CONSECUTIVE YEARS

LỄ TRAO GIẢI
CUỘC BÌNH CHỌN DOANH NGHIỆP NIÊM YẾT 2024
TOP 20 BÁO CÁO THƯỜNG NIÊN TỐT NHẤT
NHÓM NGÀNH PHI TÀI CHÍNH



Recently, at the 17th Annual Vietnam Listed Companies Awards in 2024, Gemadept Corporation was once again honored to be included in the Top 20 companies with the best annual reports in the market.

The Vietnam Listed Company Awards (VLCA) is a prestigious annual event jointly organized by the Ho Chi Minh City Stock Exchange (HOSE), Hanoi Stock Exchange (HNX), and Dau Tu Newspaper. VLCA aims to encourage listed companies to improve the quality of their reporting, enhance transparency, and adopt advanced corporate governance practices.

Following nearly 6 months of rigorous evaluation, a panel of experts selected 44 outstanding listed companies from a pool of 500 on both HoSE and HNX, recognizing their excellence in annual reporting, corporate governance, and sustainable development. Gemadept once again secured a spot in the Top 20 companies with the best annual reports in the non-financial category, highlighting its commitment to transparency and timely disclosure. Gemadept's annual report not only adheres to all regulatory requirements but also offers a holistic view of the company's growth strategy, financial performance, and positive impact on the maritime sector and broader community.

VIETNAM LOGISTICS FORUM 2024

On the morning of December 2, 2024 in Ba Ria - Vung Tau province, the Ministry of Industry and Trade, in collaboration with the People's Committee of Bà Rịa - Vũng Tàu province, organized a plenary session of the Vietnam Logistics Forum 2024 with the theme "Free Trade Zones - A Breakthrough Solution for Logistics Development."



ÔNG NGUYỄN THANH BÌNH
TỔNG GIÁM ĐỐC TẬP ĐOÀN GEMADEPT



The plenary session had the honor of welcoming Prime Minister Phạm Minh Chính along with the participation of ministers, leaders of ministries, agencies, localities, and a large number of domestic and international delegates, totaling over 2,000 attendees both in-person and online.

With the theme "Free Trade Zones - A Breakthrough Solution for Logistics Development", this year's forum has affirmed the central role of these special zones in modernizing and enhancing the competitiveness of Vietnam's logistics industry.

Mr. Nguyen Thanh Binh, General Director of Gemadept Corporation, proposed the development of a Free Trade Zone in Bà Rịa - Vũng Tàu, taking advantage of its seaports, airports, and transportation infrastructure to transform the province into a major economic center in the region.

By providing high-quality logistics services, Gemadept has been contributing to helping Vietnamese businesses enhance their competitiveness in the international market, bringing Vietnamese goods to the world.

LỄ RA MẮT HIỆP HỘI LOGISTICS VÀ CẢNG BIỂN TỈNH BÀ RỊA - VŨNG TÀU



GEMADEPT NEWS

GEMADEPT ECO SYSTEM AND NEW RECORDS

2024 is a year with many challenges and unpredictable fluctuations in the maritime market, but it also opens up opportunities for Gemadept ports' team to demonstrate its determination and efforts, maintain its position, and continuously grow strongly.

KHAI THÁC
219,76
GMPH
26 TIẾNG

With the tireless efforts of all members, along with the trust and companionship of customers and partners, both Gemalink Int'l Port and Nam Dinh Vu Port have continuously improved service quality to enhance customers experience. In November, amid year end peak season in Cai Mep, a record is achieved by Gemalink team, reaching the productivity of 219.76 GMPH within 26 hours with M/v APL ESPLANADE (LOA 368.5m) on the JAX (US - Asia) service route.



In Hai Phong, along with the advantages of Ha Nam canal, Nam Dinh Vu port team also continuously manage to keep the operating quality of the year, successfully completed series of plans for receiving and releasing ships, optimized calling berth utilization coefficient, waiting time reduced to almost zero, ensuring absolute safety, even against the strength of super typhoon Yagi, guarantee commitments with all Main Line Operators - Customers on productivity and service quality. Release import and export goods as quickly as possible, constantly improve operational capacity time by time, join hands to promote the logistics chain value and country's economy to grow further.



GEMADEPT NEWS

CONTINUES TO UPGRADE PORT FACILITY

In November, Gemadept has just received a shipment of 12 Rubber-Tired Gantry Cranes (RTGs) at Nam Dinh Vu and Binh Duong Port. The RTGs have synchronous specifications with lifting capacity of 40.6 tons, lifting height of 18.1m (equivalent to 5+1), plus a generator system mounted on the crane to ensure 100% operation even while there is a power grid failure.



This acquisition is part of Gemadept's strategic plan to upgrade and synchronize the eco port system infrastructure, aiming to boost the port's competitiveness and meet growing demands of the market.

Investing in 10 more RTGs for Nam Dinh Vu port and 2 RTGs for Binh Duong port will contribute to significantly increasing the operational productivity, shortening cargo handling time and enhancing cargo clearance capacity through the Gemadept port ecosystem.



GEMADEPT NEWS

CUSTOMERS APPRECIATION PARTY 34 YEARS OF PARTNERSHIP AND DEVELOPMENT



On November 26th, Gemadept successfully hosted the 2024 Customer Appreciation Party, welcoming nearly 600 esteemed guests. Attendees included representatives from main lines operators, import-export enterprises, financial institutions, banks, logistics companies, technology partners, and other domestic and international organizations. This special occasion provided an opportunity to express profound gratitude to valued partners and customers who always firmly support the company throughout its development journey.

34
YEARS
ANNIVERSARY
1990 - 2024

Looking forward, Gemadept shared vision and development plans for 2025. The company is advancing two key projects: Nam Dinh Vu Port phase 3 and Gemalink Deep-Sea Port phase 2. Concurrently, Gemadept is committed to investing in technology and automation to enhance operational efficiency and optimize customer experiences.

In addition, Gemadept always charting a path toward sustainable logistics solutions, aiming to reduce environmental impact and meet international sustainability standards. The company's leadership reaffirmed its commitment to fostering strong, collaborative partnerships to achieve shared growth in the future.

The 2024 Customer Appreciation Party has brought a positive and lasting impression on all participants, contributed to further strengthening bonds between stakeholders on a new journey of moving forward together as the theme of this year's event: **"Together We Grow."**

LOGISTICS SPOTLIGHT

E-COMMERCE TRENDS

SHAPING THE LOGISTICS MARKET IN SOUTHEAST ASIA

In recent years, the e-commerce sector has undergone rapid transformations, achieving remarkable growth rates. According to Tech Collective, Southeast Asia's e-commerce market is projected to generate \$116.5 billion in revenue in 2024. Experts suggest that several e-commerce trends will shape the region's market:

The Evolution of B2B2C

Large e-commerce retailers have historically faced challenges in reaching end consumers effectively. In the near future, retailers are expected to increasingly adopt the B2B2C model, collaborating with local merchants to bridge the gap. This approach not only bolsters local economies but also enables large retailers to scale their operations. Simultaneously, it offers local merchants opportunities to engage in e-commerce growth while providing consumers with access to a diverse range of products at competitive prices.

Social Commerce Redefining E-commerce

E-commerce now has a new sibling: social commerce. This sales model has gained popularity across Southeast Asian countries in recent years. Online shopping platforms leverage users' social networks to expand reach and build trust in the products offered.

Retailers recognize two major advantages of social commerce over traditional platforms. First, brands can connect with customers more effectively through influencers. Second, consumers are less price-sensitive when purchasing decisions are influenced by social factors.

New Support Partners

While creating products is one challenge, selling them is another. This explains the rise of a new generation of e-commerce enablers. These companies assist brands by promoting products, building and managing online stores, providing customer support, solving issues, and delivering other critical services.

Such partners can make or break a brand, particularly in today's competitive landscape. To generate traction and demand, brands need strong online visibility, which requires the specialized expertise that e-commerce enablers offer.





THE WAY FORWARD



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