GEMADEPT CORPORATION (HSX: GMD)

Fire tests gold, adversity tests strength

Using the Sum of the parts (SoTP) method, we set a target price of **VND 71,000 per share** for GMD, with an expected cash dividend of **VND 2,000 per share**. This implies a total expected return of 28%, based on the closing price as of July 21, 2025. We recommend a **BUY** on GMD.

- ***Double-digit throughput growth at GMD's two core ports, driven by infrastructure expansion and rising trade flows in Vietnam's deepening supply chain.***
  - ***Nam Dinh Vu (NDV):*** *Container volume is forecast to grow at a CAGR of 10%, with further upside from Phase 3, though the ramp-up may be slower due to rising competition in Hai Phong.*
  - ***Gemalink (GML):*** *Output is expected to rise 2% YoY in 2025 from a high base, driven by pre-tariff import demand and market diversification. Phases 2A and 2B (2027 & 2030) will expand capacity, supporting an estimated CAGR of 11% during 2025–2029.*
- ***GMD's revenue is forecast to grow at a CAGR of 9% in the period 2025 – 2029 thanks to the container handling segment.***
  - ***Container handling:*** *Forecast to grow at a CAGR of 11%, driven by volume growth in Hai Phong and the South, along with rising service rates tied to the USD/VND exchange rate.*
  - ***Logistics:*** *Revenue is expected to reach VND 750 billion (+18% YoY) in 2025 from active vessel chartering, then remain flat through 2029 with stable ship leasing at USD 9,000/day.*
- ***Net profit margin is expected to remain stable at 30% in 2025 – 2029, despite a slight drop in gross margin caused by increased depreciation from NDV Phase 3. This will be offset by contributions from SCS and GML.***

For 2025, revenue is forecast to reach VND 5,075 billion (+5% YoY) and NPATMI to reach VND 1,595 billion (+10% YoY). The corresponding EPS is estimated at VND 3,709. After adjusting for one-off items in 2024 (including port liquidation profits/costs, a VND 412 billion provision for the rubber project, and VND 147 billion in compensation to a shipping line post-Typhoon Yagi), NPATMI is projected to grow by 5% YoY.

Risks to recommendations (see pages 45)

- ***Downside risk:*** *Prolonged US–China trade tensions could negatively impact global cargo volumes, further delays in GML Phase 2 implementation, and regulatory restrictions may prevent SCS from operating at Long Thanh International Airport.*
- ***Upside risk:*** *Government approval of higher container handling tariffs at deep-water ports, and establishment of free trade zones in Hai Phong and Cai Mep–Thi Vai may support throughput growth.*

Key financial ratios

Indicator (VND Bn)	FY2021	FY2022	FY2023	FY2024	FY2025F	FY2026F
Net revenue	3,206	3,898	3,846	4,832	5,075	5,366
YoY (%)	*23.1%*	*21.6%*	*-1.3%*	*25.6%*	*5.0%*	*5.7%*
EBITDA	1,094	1,423	1,501	1,715	1,765	1,763
NPAT-MI	612	994	2,251	1,455	1,595	1,619
YoY (%)	*65.0%*	*62.4%*	*126.4%*	*-35.3%*	*9.6%*	*1.5%*
NPAT-MI margin (%)	19.1%	25.5%	58.5%	30.1%	31.4%	30.2%
ROA (%)	5.7%	7.6%	16.6%	8.1%	8.7%	8.4%
ROE (%)	9.7%	14.4%	26.2%	11.8%	12.2%	11.8%
Basic EPS (VND)	2,031	3,298	7,357	3,516	3,797	3,854
Book value (VND)	20,967	22,981	28,050	29,909	31,108	32,653
Cash dividend (VND)	1,200	2,000	2,200	2,000	2,000	2,000
P/E (x)	25.31	14.96	9.78	19.78	18.69	18.41
P/BV (x)	2.3	2.0	2.5	2.2	2.3	2.2

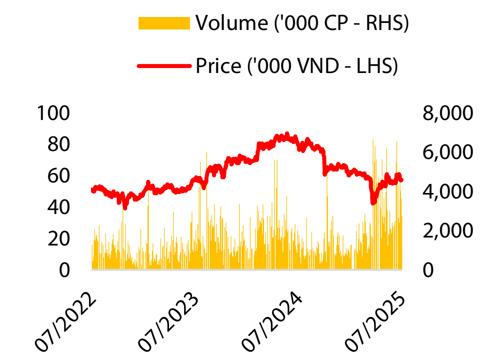
Source: GMD, RongViet Securities. Based on the closing price on 07/21/2025.

BUY **+28%**

Market price (VND)	57,000
Target Price (VND)	71.000
Cash dividend next 12 months	*2,000 VND*

Stock Information

Sector	Seaports
Market Cap (VND Bn)	24,035.0
Shares O/S (Mn)	420.2
Beta	1.1
Free Float (%)	85
52 weeks high	68,743
52 weeks low	40,841
Average trading volume (20 sessions)	3,073



Performance (%)

	3M	1Y	2Y
GMD	28.77	-11.93	27.36
VN30 Index	25.42	26.23	27.53
VN-Index	21.95	18.38	1.62

Major shareholders (%)

SSJ Consulting	7.17
KIM	5.99
ETF Dragon Capital	3.86
BoD	2.43
Others	80.55
Remaining foreign room (%)	*8.46*

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VALUATION

VALUATION OF PORT AND LOGISTICS SEGMENT – PARENT COMPANY AND SUBSIDIARIES

DCF Assumption	Value	Valuation summary	Unit: VND bn
WACC 2025	12.9%	DCF forecast duration	5 years
Effective tax rates	20.0%	Discounted free cash flow	13,232
Cost of Equity	15%	+ Cash & Short-term investment	3,728
Risk-free interest rates	3%	- Debt	1,831
Equity risk compensation	12%	**Equity value**	**15,128**
Beta	1.0		
Exit EV/EBITDA	9.0x		

Table 1: Sensitivity for fair value of equity (VND bn)

		Exit EV/EBITDA				
		7	8	9	10	11
WACC	10.9%	13,580	14,905	16,230	17,555	18,880
	11.9%	13,122	14,394	15,666	16,938	18,209
	12.9%	12,686	13,907	**15,128**	16,350	17,571
	13.9%	12,270	13,443	14,616	15,789	16,962
	14.9%	11,873	13,000	14,127	15,255	16,382

VALUATION OF GEMALINK – JOINT VENTURE

DCF Assumption	Value	Valuation summary	Unit: VND bn
WACC 2025	12.9%	DCF forecast duration	10 years
Effective tax rates	20.0%	Discounted free cash flow	18,324
Cost of Equity	15%	+ Cash & Short-term investment	579
Risk-free interest rates	3%	- Debt	4,050
Equity risk compensation	12%	**Equity value**	**14,852**
Beta	1.0		
Exit EV/EBITDA	10.0x		

Table 2: Sensitivity for fair value of equity (VND bn)

		Exit EV/EBITDA				
		8	9	10	11	12
WACC	10.9%	15,026	16,530	18,035	19,540	21,044
	11.9%	13,610	14,991	16,372	17,753	19,134
	12.9%	12,315	13,584	**14,852**	16,121	17,389
	13.9%	11,130	12,296	13,462	14,628	15,794
	14.9%	10,044	11,116	12,189	13,261	14,334

VALUATION OF SCS – JOINT VENTURE

The outcome of the operator selection for Terminal 1 at Long Thanh International Airport (LTIA) has mixed implications for SCS's long-term growth potential and intrinsic value. We have incorporated this uncertainty into our valuation through two scenarios – see more in the SCS valuation report.

- **Scenario 1** – SCS **is not** selected to operate at LTIA.
- **Scenario 2** – SCS is selected to be operate at LTIA.

We highly appreciate SCS's exploitation capacity and believe that the Company is leading in this race. However, the bidding process will always have potential surprises, so SCS's ability to participate is uncertain. Therefore, we combine both scenarios with a 50:50 ratio to determine the VCSH value of SCS.

Table 3: Summary of equity value of SCS (VND bn)

Scenario	Equity Value	Weighted	Contribution
Scenario 1 – Not Participating in LTIA	6,149	50%	3,075
Scenario 2 – Participation in LTIA	10,128	50%	5,064
Total			**8,139**

Source: RongViet Securities

VALUATION SUMMARY

GMD's short-term outlook faces headwinds from an uncertain global trade environment under President Donald Trump's second term and intensifying competition as four new ports are expected to commence operations in Lach Huyen in 2025. This period will be a test of GMD's resilience amid market volatility. Nevertheless, GMD is well-positioned to overcome short-term challenges, backed by its strategic presence in two major port clusters (Hai Phong and Cai Mep–Thi Vai) and its strong relationships with global shipping lines. Looking into the medium and long term, ample growth opportunities remain, with the Gemalink Phase 2 expansion seen as a key driver – acting as the "nucleus" for GMD's next growth trajectory.

Using the Sum-of-the-Parts (SoTP) valuation method, we set a target price of **VND 71,000 per share**, along with an expected dividend of **VND 2,000 per share**, implying a total expected return of 28% based on the closing price on July 21st, 2025. We recommend **BUY** on GMD.

Table 4: Summary of valuation by SoTP method

Component	Methods	Equity Value	GMD's Ownership	Contribution value
Parent companies and subsidiaries				**16,226**
Ports and Logistics	FCFF	15,128	100%	15,128
Rubber	Book Value	1,098	100%	1,098
Joint ventures and associates				**13,548**
SCSC	FCFF	8,139	36.24%	2,950
CJ GMD Logisitcs	Book Value	858	49.10%	421
CJ GMD Shipping	Book Value	332	51.00%	169
Gemalink	FCFF	14,852	65.13%	9,673
Others	Book Value	335		335
Other assets				**39**
Other investments	Book Value	39	100%	39
Total				**29,812**
No. of share outstanding (million shares)				420
Target price				**71,000**

Source: RongViet Securities

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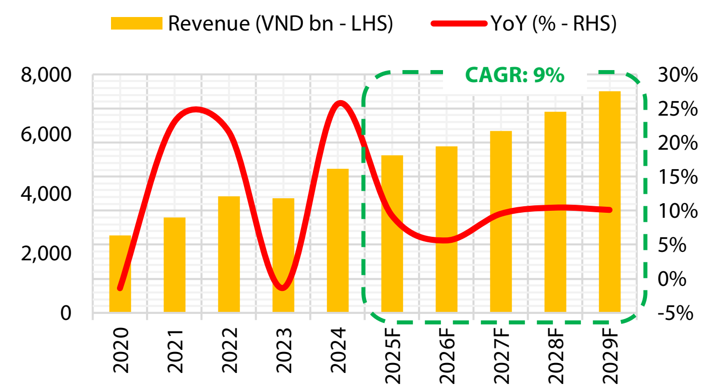
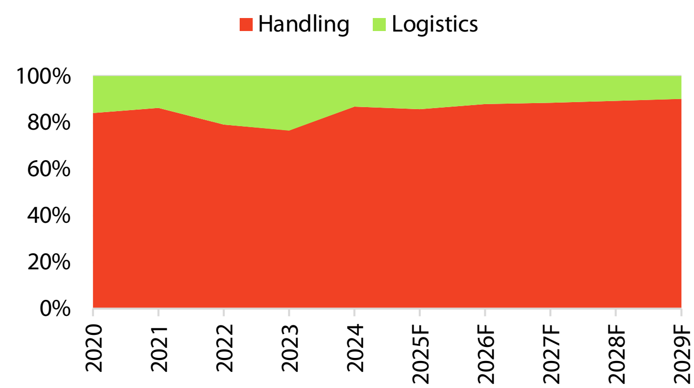
Revenue: *During the forecast period, GMD's revenue is expected to maintain a positive growth trajectory, primarily driven by the port operations segment, particularly container handling activities in Hai Phong and Ho Chi Minh City. Although the growth rate has moderated compared to the 2020–2024 period, the revenue structure has become more robust, supported by the core port platform and a partial recovery in the logistics and fixed-term shipping segments. Revenue is projected to grow at a CAGR of 9%, reaching approximately VND 5,075 bn in 2025 and VND 7,200 bn by 2029.*

Figure 1: GMD's revenue



Source: GMD, RongViet Securities

Figure 2: Proportion of revenue by segments



Source: GMD, RongViet Securities

Container handling: *GMD's seaport system is concentrated in two areas, Hai Phong and Ho Chi Minh City, with the latter contributing up to 97% of container handling revenue.*

- ***Hai Phong region:*** Revenue from this region grew at a CAGR of 24% during 2020–2024, driven by the downstream concentration of operations along the Cam River and the expansion of NDV (Phase 1 & 2).

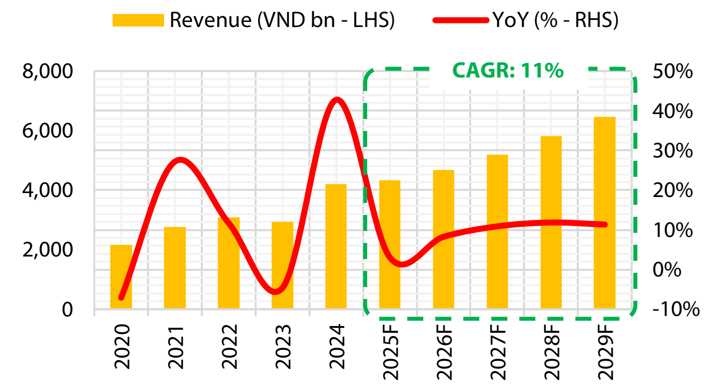
  For the 2025–2029 period, revenue from NDV is forecast to grow at a CAGR of 12%, rising from VND 2,300 billion in 2025 to VND 3,612 billion in 2029. Growth is expected to decelerate as new deep-water ports in Lach Huyen begin operations (see page 26).

  - Container volume at NDV is projected to grow at a CAGR of 10%, reaching 1.4 million TEUs in 2025 and 2.1 million TEUs in 2029. This reflects a slowdown from the 2020–2024 period, as MSC, a key partner of PHP at HTIT Terminal (Lach Huyen Berths 3 & 4), is expected to gradually shift three weekly service routes from NDV to HTIT.
  - Handling fees at NDV are expected to remain unchanged to maintain competitiveness. GMD's tariffs are higher than peers in Hai Phong, owing to its favorable location and newer, more advanced equipment. Fees are denominated in USD, and we have assumed an average 2% annual increase, in line with the projected USD/VND exchange rate trend.

- ***Binh Duong and Phuoc Long PIP port clusters:*** Revenue from these southern port clusters grew at a CAGR of 13% during 2020–2024, benefiting from the development of Gemalink (GML) and higher service floor rates under Circular 39/2023/TT-BGTVT. During the forecast period, revenue is projected to grow at a CAGR of 9%, reaching VND 1,980 billion in 2025 and VND 2,800 billion in 2029. (See page 27).
  - The cluster serves as a transit hub between southern industrial zones and GML Port before shipments are exported to the US and the EU. As such, volume growth is expected to be in line with GML, but slower – at a CAGR of 7% - due to indirect benefits and the fact that it is operating near 90% of its design capacity (1.36 million TEUs in 2024 vs. 1.55 million TEUs/year capacity).
  - While the cluster primarily handles domestic transshipment, most container cargo is ultimately exported to the US and the EU. Handling fees are denominated in VND and are subject to floor

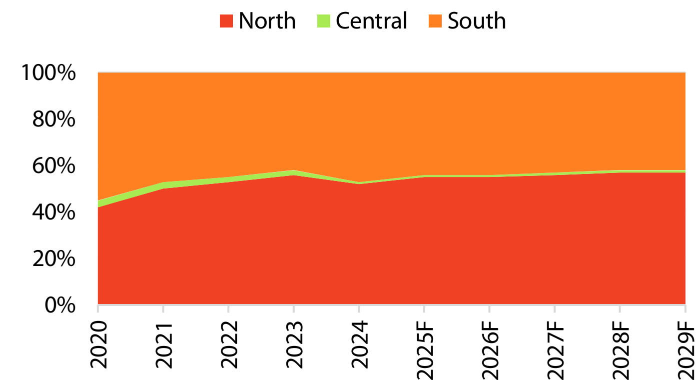
rates set under Circular 39/2023/TT-BGTVT. Therefore, we assume flat average pricing over the forecast period, as rates do not adjust with the USD/VND exchange rate.

Figure 3: Forecast revenue of container handling



Source: GMD, RongViet Securities

Figure 4: Estimated revenue share by region



Source: GMD, RongViet Securities

Logistics: *GMD's logistics subsidiaries provide three core services: cargo distribution, inland waterway and coastal transportation, and fixed-term ship chartering. Prior to 2018, logistics contributed over 50% of total revenue, but this figure declined to approximately 15% during 2018–2024, following GMD's partial divestment to CJ Group. As part of the deal, GMD sold 49% of Gemadept Shipping (retaining 50% voting rights) and 51% of Gemadept Logistics (retaining 49% voting rights), with a total transaction value of VND 1,800 billion. Beyond the cash proceeds, the deal helped streamline GMD's operating structure, allowing it to focus on core port operations and improve both operational efficiency and profit margins.* *(See page 19)*

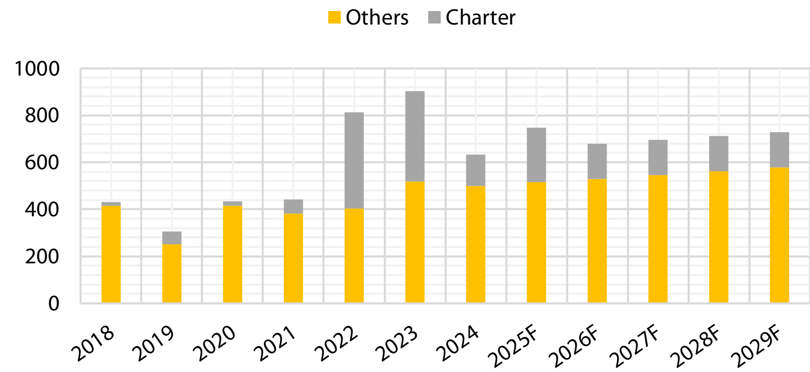
From 2020–2024, ship chartering revenue was highly volatile due to fluctuations in global charter rates (see page 23).

- In 2022, revenue surged 83% YoY to VND 812 billion, driven by high charter rates for Pride Pacific and Green Pacific, leased at USD 30,000/day and USD 26,200/day, respectively.
- However, in 2024, a global economic slowdown suppressed shipping demand, causing charter rates for both vessels to decline by approximately 70%, dragging logistics revenue down to VND 632 billion (-28% YoY).

The remaining logistics services – including cargo distribution and inland waterway transport – recorded modest but stable growth, with a CAGR of around 3% from 2018–2024. This growth trend is expected to persist through 2025–2029, with similar annual gains.

In 2025, term charter revenue is projected to rebound to VND 230 billion (+76% YoY), as both vessels are expected to be re-chartered at 45% higher rates and longer lease terms, averaging one year. From 2026–2029, GMD is assumed to continue leasing two vessels at an average rate of USD 9,000/day, in line with the long-term average during 2014–2024. This conservative assumption reflects ongoing oversupply pressures in the global shipping market and the aging condition of GMD's fleet.

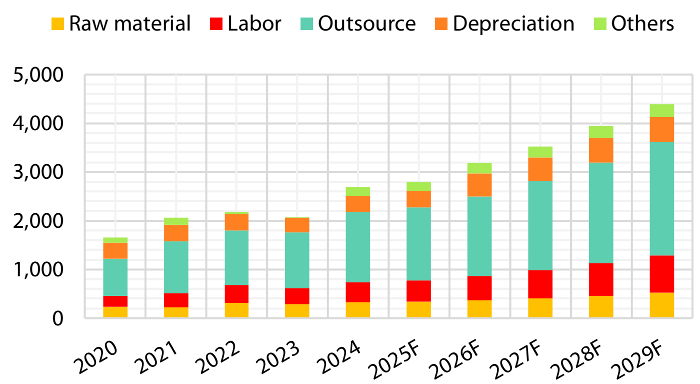
Figure 5: Forecast of revenue logistics (VND bn)



Source: GMD, RongViet Securities

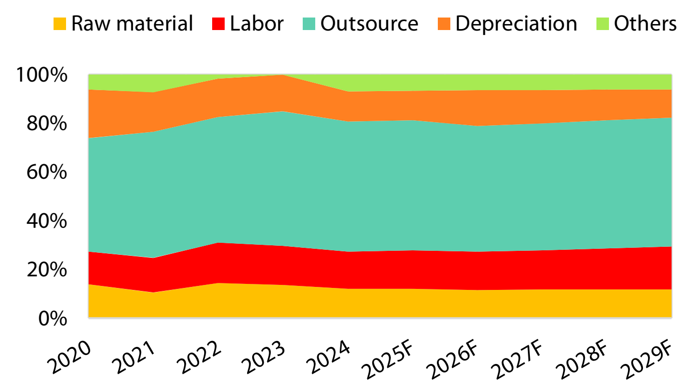
COGS structure: *The largest components in GMD's expense structure are outsourced services (53%), labor costs (15%), and depreciation (12%). Outsourcing expenses are primarily related to core port operations. GMD contracts a fleet of inland waterway vessels for towing, piloting, and vessel guidance, and leases forklifts and tractors to transport containers from the quayside to the yard and inland depots. Among these, outsourced services and labor costs are the key variable components, accounting for 30% and 8% of total revenue, respectively. We expect these ratios to remain stable, in line with historical levels. For fixed cost, depreciation expenses are expected to increase from 2026, when Phase 3 of NDV port becomes operational. As a result, COGS are projected to reach VND 2,800 billion in 2025 and VND 4,400 billion in 2029, reflecting a CAGR of 12% in 2025–2029.*

Figure 6: COGS by factors (VND bn)



Source: GMD, RongViet Securities

Figure 7: COGS structure by factor



Source: GMD, RongViet Securities

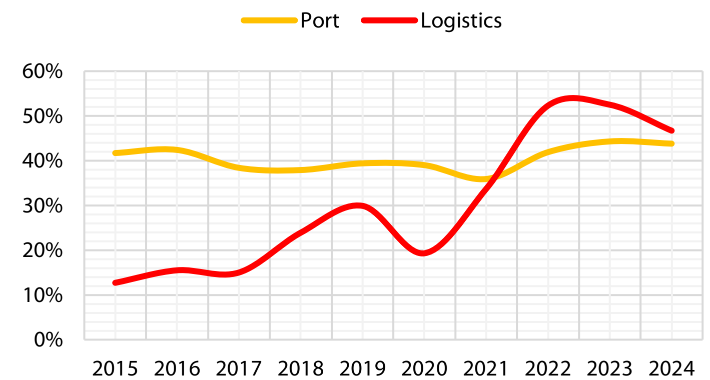
Gross profit margin: *Based on projected COGS, gross profit is expected to reach VND 2,270 billion in 2025 and VND 2,800 billion by 2029, implying a CAGR of 5.5% over the forecast period. As COGS is projected to grow at a faster rate than revenue – mainly due to a sharp increase in depreciation expenses starting in 2026 – gross margin is expected to decline slightly, yet remain relatively stable at around 40%. This stability contrasts with the prior period, as charter rates are now forecast to stay flat, reducing volatility.*

Port operations: The gross profit margin of port operations has historically remained high and stable, averaging approximately 40% over the past decade. This reflects the structural nature of the port industry, where significant barriers to entry and infrequent new competition help preserve high margins across the sector.

Logistics Activities: During 2020–2023, the gross margin for logistics services showed high volatility, ranging from 19% to 52%, driven by fluctuations in freight rates, operating models, and the cost structure between different types of operations (e.g., self-operated vs. leased vessels).

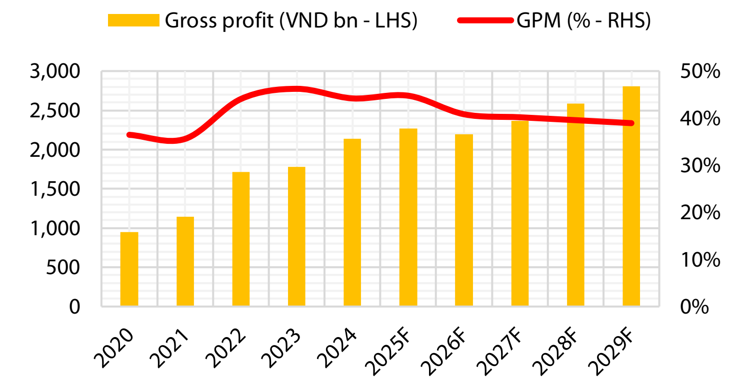
Term chartering typically yields a much higher gross margin than self-operation, as its cost base is limited to crew expenses and depreciation, excluding fuel costs – which normally account for 30–40% of total transportation revenue. As a result, term charter activities usually deliver gross margins in the 60–70% range.

Figure 8: Gross margin by segment in the past (%)



Source: GMD, RongViet Securities

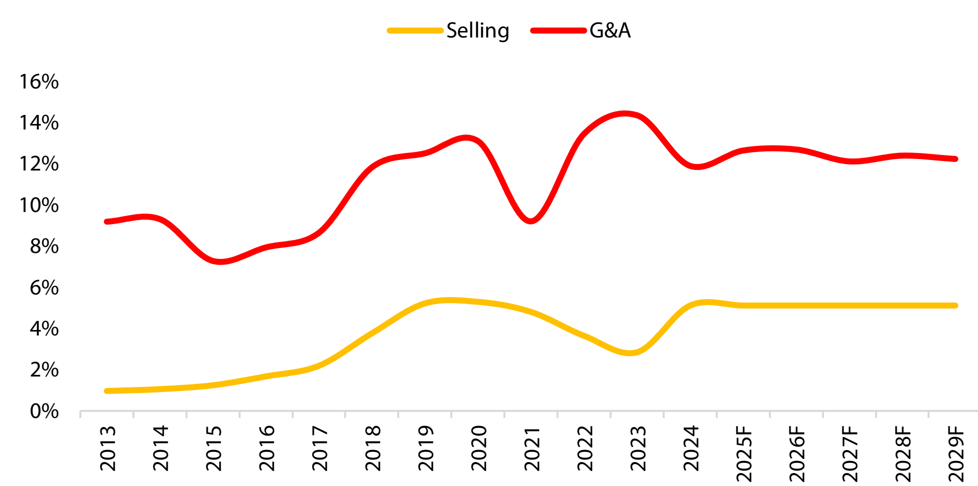
Figure 9: GMD's gross profit



Source: GMD, RongViet Securities

SG&A expenses: Over the past five years, SG&A expenses have remained stable, ranging from 17% to 18% of net revenue. During 2022–2023, outsourcing costs and other cash expenses spiked, accounting for 7% of revenue. These were classified by the Board of Directors as non-recurring items. By 2024, this cost group had normalized, falling to approximately 5% of net revenue. Looking ahead, we expect GMD's SG&A ratio to remain stable at 17%–18% in the coming years.

Figure 10: SG&A/Net Revenue Ratio (%)



Source: GMD, RongViet Securities

Gain/loss from JVs

Joint ventures and associates play a strategic role in GMD's business model. Among them, **Saigon Cargo Service Corporation (HSX: SCS)** and **Cai Mep Gemadept – Terminal Link Port JSC (Gemalink)** are the two key contributors, with GMD holding 36.24% and 65.13% economic interests, respectively (GMD owns 50% of Gemalink's voting rights, classifying it as a joint venture).

- **SCS – GMD's "Golden Egg".** In 2020–2024, SCS consistently delivered high profitability, with a net profit margin averaging 67%. Net profit grew at 11% per year, rising from VND 464 billion in 2020 to VND 693 billion in 2024, accompanied by stable cash dividends of VND 5,000–8,000/share. This investment contributes steady cash flow and accounts for approximately 20% of GMD's NPAT.

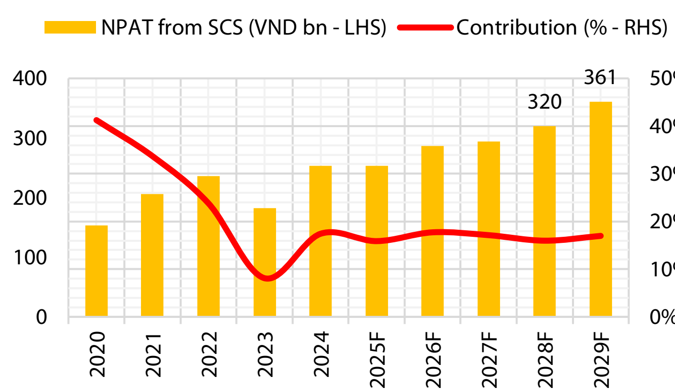
  Looking ahead, SCS's profit may face fluctuations once Long Thanh International Airport (LTIA) becomes operational from 2027 if it is not selected as an operator. However, given its strong air cargo capabilities, we assume SCS will participate in LTIA operations, with an expected average profit contribution of 18% during the forecast period (See page 29).

- Gemalink – The core of long-term growth. Gemalink plays a central role in GMD's strategy to elevate its position in Vietnam's seaport sector. Since its launch, the port has outperformed, operating at 115% of its design capacity, leveraging its strong competitive advantages. Between 2021 and 2024, container throughput grew at a CAGR of 29%, rising from 1.15 million TEUs in 2021 to 1.73 million TEUs in 2024 – significantly outpacing the 9% CAGR of the broader Cai Mep – Thi Vai (CMTV) port cluster. In 2024, Gemalink recorded a profit of VND 843 billion, 32 times higher compared to the SPLY, driven by surging volume and incresing in deep-water port container handling service charges.

  Phase 2A of Gemalink is expected to commence construction in Q4-FY25, while Phase 2B will begin once Phase 2A reaches 80% utilization. Total investment for both phases is estimated at USD 300 million, with commissioning targeted in 2027 and 2030, respectively.

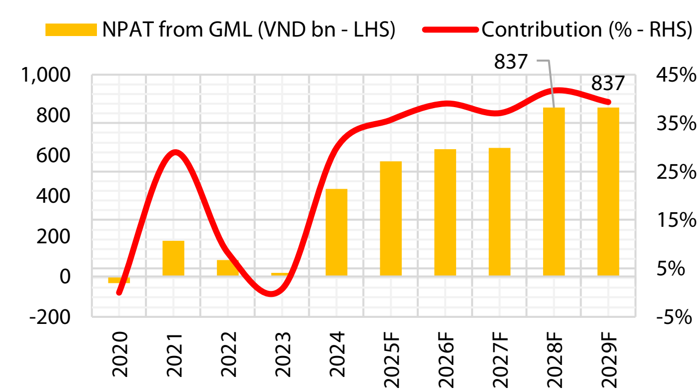
  We forecast GML's profit to grow at a CAGR of 15% over the next decade, driven by the phased expansion and increasing throughput. (See page 29)

Figure 11: Proportion of profit from SCS in GMD's NPAT



Source: GMD, SCS, RongViet Securities

Figure 12: Proportion of profit from GML in GMD's NPAT



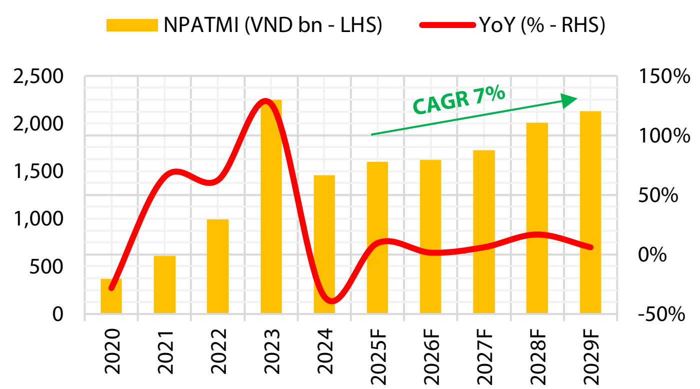
Source: GMD, RongViet Securities

NPAT-MI: During 2020–2024, NPAT-MI achieved a CAGR of 41%, primarily driven by the strong performance of its associate companies, as highlighted above. In addition, this period featured two major divestment deals – Nam Hai Dinh Vu Port (NHDV) and Nam Hai Port, completed in 2023 and 2024, respectively – generating a combined EBT of VND 2,160 billion for GMD (see page 19).

These divestments are not only one-off contributors to profit but also have a lasting impact on NPATMI margin. Port operations in Hai Phong have since been restructured, shifting to a port where GMD now holds a 60% stake, down from 85% previously. As a result, the minority interest in consolidated NPAT rose sharply from 13% in 2022 to approximately 28% in 2023–2024. Despite this dilution, NPAT-MI margin continued to expand, supported by the strong and consistent contributions from its two key JVs.

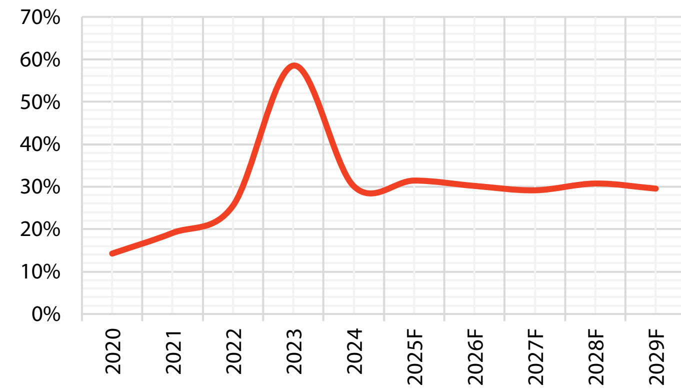
In the period of 2025 – 2029, the net profit margin is forecast to remain stable at around 30%, and NPATMI is forecasted to grow at a CAGR of 7%.

Figure 13: NPATMI



Source: GMD, RongViet Securities

Figure 14: NPATMI margin (%)



Source: GMD, RongViet Securities

Key asset highlights

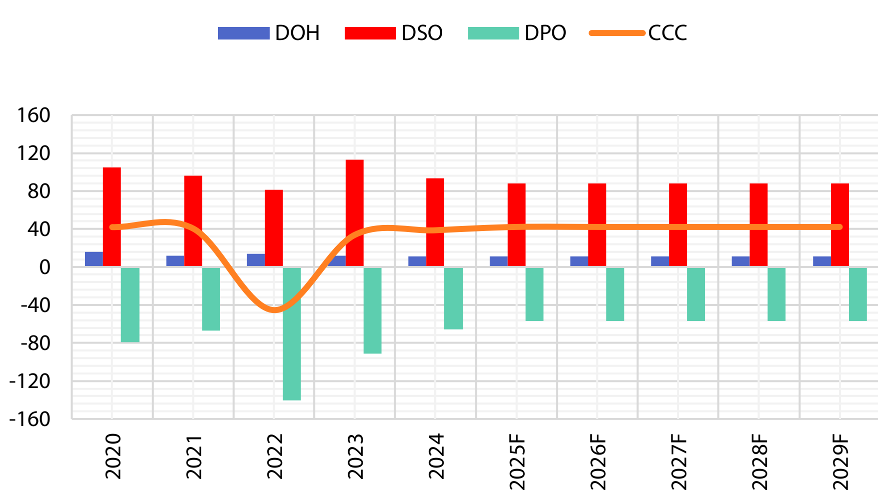
Working capital: GMD's port services business model inherently limits the need for large inventories, with inventory days remaining stable at 10–13 days over the years. However, days sales outstanding (DSO) has historically been high, averaging 110 days over the past decade. This is primarily due to the industry-specific nature of the business, including: Advance payments for port infrastructure construction contractors, and dividend receivables from associate company SCS. In 2023, receivables surged further due to outstanding debt from VSC related to a divestment transaction.

During the forecast period, GMD aims to reduce DSO to approximately 90 days, with the breakdown as follows: Receivables from shipping lines are expected to average 60 days, aligning with the global average for seaport operators and dividend receivables from SCS are projected at around 30 days.

In theory, average DSO for shipping lines ranges from 30 to 45 days. However, major global carriers such as Maersk, Hapag-Lloyd, COSCO, and Evergreen often leverage their market power to negotiate longer payment terms – typically 60 to 90 days. These carriers effectively extend their payment cycles, using the port's working capital to enhance their own liquidity and competitive edge in customer acquisition and capacity expansion.

On the other hand, days payable outstanding (DPO) currently averages 88 days, mostly tied to equipment suppliers involved in the NDV development phase. Upon completion of the port, GMD expects its DPO to normalize to around 57 days, consistent with international industry benchmarks.

Figure 15: Forecast of efficiency ratio (days)



Source: GMD, RongViet Securities

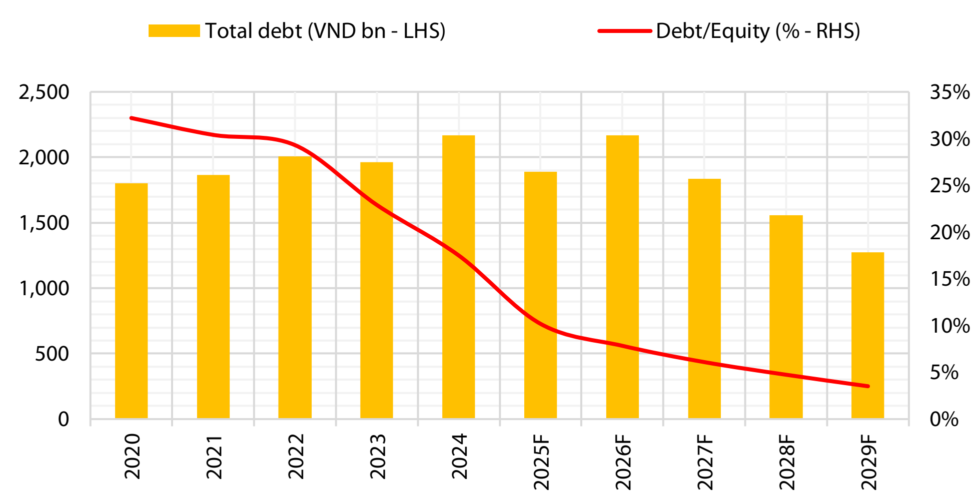
Capital expenditure: The port business model requires substantial upfront investment in fixed infrastructure such as wharves, piers, and logistics systems, making it capital-intensive. These form the core assets of GMD and entail recurring costs for maintenance, dredging, and equipment renewal.

We estimate that GMD spends approximately VND 200 billion per year on equipment maintenance and upgrades, and we assume this spending will remain stable over the forecast period. Additionally, GMD allocates around VND 40 billion annually to its rubber afforestation project. This cost is expected to decline in the long term, contingent upon the project's successful divestment.

In 2025, GMD plans to make a major investment in Phase 3 of the Investor Port, with a total estimated capital expenditure of VND 2,800 billion. No other large-scale infrastructure projects are planned for the remainder of the forecast period.

Capital structure: GMD maintains a sound capital structure, with a debt portfolio primarily composed of long-term liabilities, which is well-aligned with the capital-intensive nature of fixed asset investments. Following the rights issue in 2024, the company holds approximately VND 5,000 billion in cash and short-term financial assets, accounting for 28% of total assets. This strong liquidity position provides GMD with sufficient financial capacity to undertake new projects, such as Phase 3 of NDV, without the need for additional borrowings. As a result, we expect the debt-to-equity ratio to gradually decline, supported by steady debt repayments under existing loan agreements.

Figure 16: GMD's debt



Source: GMD, RongViet Securities

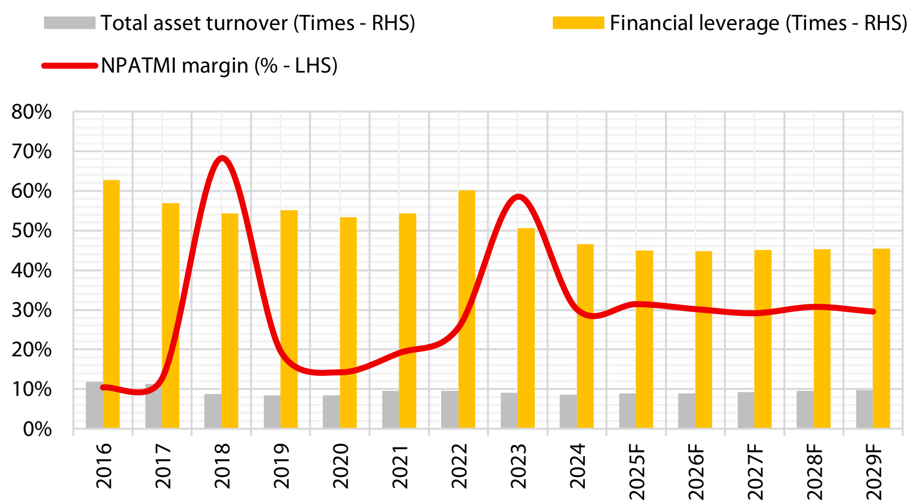
Return on equity (ROE)

GMD's ROE has fluctuated within the range of 6%–14% during 2016–2024, except for 2018 and 2023, when ROE spiked to 31% and 26%, respectively, due to extraordinary gains from the divestments of the logistics segment and NHDV port. Looking ahead, ROE is expected to stabilize at around 12%, reflecting sustained capital efficiency. We apply the three-factor DuPont framework to assess ROE performance:

- ***Net profit margin:*** As previously stated, net profit margin is forecast to remain stable at 30% during the 2025–2029 period, supported by resilient core operations and contributions from associates.
- ***Total asset turnover:*** This indicator remains low, at approximately 0.3x, meaning that for every VND 1 of assets, only VND 0.3 is generated in revenue – typical for capital-intensive port operators with large-scale fixed assets and long capital recovery cycles. However, asset turnover is expected to improve slightly in the forecast period as Phase 3 of NDV ramps up capacity, enhancing economies of scale and asset productivity.

- ***Financial leverage:*** Consistent with industry peers, GMD maintains stable and ample operating cash flows, with modest financial leverage. The average debt-to-equity ratio was 1.7x during 2016–2024, given low working capital requirements and borrowing primarily allocated to major infrastructure investments. From 2025 onward, leverage is projected to decline gradually to 1.4x, as the Company has no plans for large new investments, thereby reducing the need for additional debt financing.

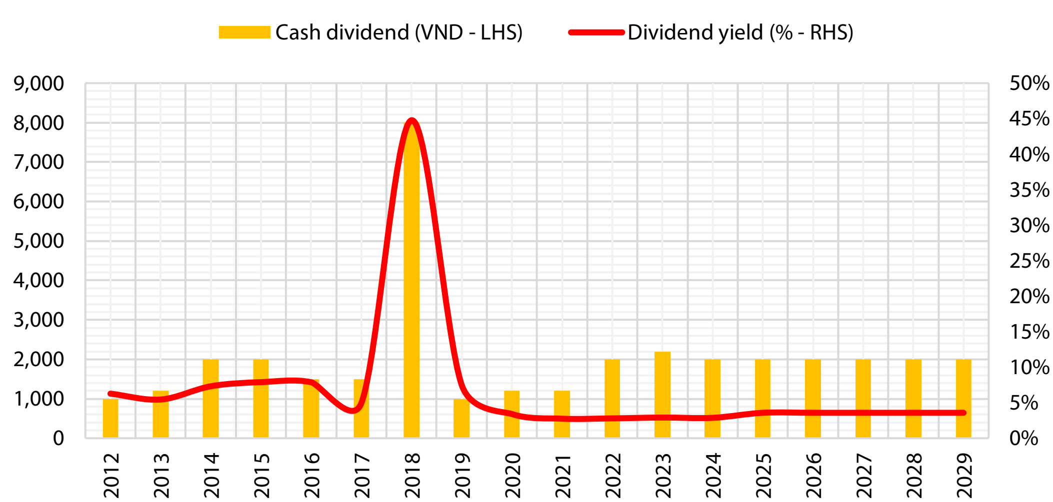
Figure 17: Dupont ROE



Source: GMD, RongViet Securities

Cash dividend: GMD has historically maintained a cash dividend payout in the range of VND 1,500–2,000 per share annually. An exception occurred in 2018, when GMD distributed an additional VND 6,500 per share following a one-off gain of VND 1,800 billion from the divestment of its logistics segment to CJ Group, as noted earlier. For 2025, the company plans to pay a cash dividend of VND 2,000 per share. Based on the closing price as of July 21, 2025, this implies a dividend yield of approximately 3.6%. We expect GMD to maintain this dividend policy throughout the forecast period. However, this yield is lower than the Vietcombank's current one-year term deposit rate (4.6%), indicating that GMD may not be suitable for investors pursuing a dividend income strategy.

Figure 18: Dividend plan



Source: Bloomberg, RongViet Securities

Treasury share buyback plan: a short-term catalyst

As proposed at the 2025 AGM, BOD has submitted a plan to repurchase treasury shares using share capital surplus. If implemented, the company's charter capital would decrease from VND 4,202 billion to VND 3,992 billion. The reduction in outstanding shares will result in an expected dividend yield of approximately 4.5%, which remains below the threshold for a dividend-focused investment strategy.

- ***Number of shares expected to be repurchased:*** 21 million shares.
- ***Expected purchase price:*** The market price decreased by less than 1.5 times the book value at the latest time. GTSS in Q1-FY25 is 30,000 VND. GMD will make a buyback if the market price drops below 45,000 VND.
- ***Expected acquisition value:*** VND 945 billion.

Table 5: Income statement

INCOME STATEMENT	2021	2022	2023	2024	2025F	2026F	2027F	2028F	2029F
Revenue	839	851	705	1,037	1,153	1,313	830	836	856
COGS	187	153	170	236	259	294	217	229	242
Gross profit	**652**	**698**	**535**	**801**	**894**	**1,019**	**613**	**608**	**614**
SG&A expenses	78	57	52	71	77	87	59	59	61
Other cash expenses	1	0	1	1	1	1	1	1	1
EBITDA	**628**	**685**	**526**	**773**	**855**	**971**	**593**	**588**	**593**
Non-Operating expenses	2	3	2	3	3	4	2	2	2
Gain (loss) on asset sales	0	0	0	1	1	1	1	1	1
Interest income	35	59	88	57	61	67	59	70	59
Interest expenses	-	-	-	-	-	-	-	-	-
Earning before taxes (EBT)	**605**	**697**	**569**	**783**	**873**	**995**	**610**	**615**	**610**
Provision for taxes	42	50	70	90	175	199	122	123	122
Equity earnings in affiliates	-	-	-	-	-	-	-	-	-
Minority interest	-	-	-	-	-	-	-	-	-
Net income	**564**	**646**	**498**	**693**	**698**	**796**	**488**	**492**	**488**
Net margin	67.2	75.9	70.7	66.8	60.6	60.6	58.8	57.8	57.0
EPS (VND per share)	**10,329**	**6,401**	**4,963**	**6,863**	**4,405**	**4,349**	**4,833**	**4,405**	**4,349**

Source: GMD, RongViet Securities

Table 6: Balance sheet statement

BALANCE SHEET	2021	2022	2023	2024	2025F	2026F	2027F	2028F	2029F
ASSETS									
Operating cash	58	51	163	317	321	450	286	315	341
Short-term invesments	480	860	899	954	954	954	954	900	900
Account receivable (AR)	312	85	96	111	126	144	91	92	94
Inventory	-	-	-	-	-	-	-	-	-
Other current assets	1	4	4	6	6	7	5	5	5
Current assets	**851**	**1,000**	**1,163**	**1,388**	**1,408**	**1,555**	**1,335**	**1,312**	**1,340**
Net PPE	499	491	477	446	411	376	341	305	270
Investment in affiliates	-	-	-	-	-	-	-	-	-
Intangibles	1	1	0	0	0	-	-	-	-
Long-term assets	65	64	64	63	63	63	63	63	63
Non-current assets	**564**	**555**	**540**	**509**	**474**	**439**	**404**	**368**	**333**
Total assets	**1,416**	**1,556**	**1,703**	**1,898**	**1,882**	**1,994**	**1,739**	**1,680**	**1,672**
LIABILITIES									
Short-term notes	-	-	-	-	-	-	-	-	-
Account payable	8	4	12	6	7	8	6	6	7
Other current liabilities	157	114	346	478	461	526	333	335	343
Current liabilities	**164**	**118**	**358**	**484**	**469**	**534**	**339**	**341**	**349**
Non-current liabilities	**2**	**4**	**6**	**8**	**7**	**9**	**6**	**6**	**6**
Total liabilities	**166**	**122**	**364**	**492**	**475**	**542**	**344**	**347**	**355**
MINORITY INTEREST									
Minority interest	-	-	-	-	-	-	-	-	-
SHARE HOLDER'S EQUITY									
Preferred stock	72	72	72	72	72	72	72	72	72
Common stock	507	939	944	949	949	949	949	949	949
Retained earnings	618	423	315	370	372	416	359	298	282
Other equity accounts	52	-	8	15	15	15	15	15	15
Shareholder's equity	**1,249**	**1,434**	**1,339**	**1,406**	**1,407**	**1,451**	**1,395**	**1,333**	**1,317**
Total Equity	**1,416**	**1,556**	**1,703**	**1,898**	**1,882**	**1,994**	**1,739**	**1,680**	**1,672**

Source: GMD, RongViet Securities

APPENDIX 1 – FINANCIAL ANALYSIS AND FORECAST FOR 2025 – 2029 (Back to Table of Contents)

Table 7: Forecast revenue by segments (VND bn)

REVENUE	2021	2022	2023	2024	2025F	2026F	2027F	2028F	2029F
PORT	**2,762**	**3,086**	**2,942**	**4,201**	**4,328**	**4,686**	**5,195**	**5,811**	**6,469**
YoY Growth	*27%*	*12%*	*-5%*	*43%*	*3%*	*8%*	*11%*	*12%*	*11%*
Weighted	*86%*	*79%*	*77%*	*87%*	*85%*	*87%*	*88%*	*89%*	*90%*
LOGISTICS	**443**	**811**	**903**	**632**	**747**	**681**	**696**	**713**	**730**
YoY Growth	*8%*	*83%*	*11%*	*-30%*	*18%*	*-9%*	*2%*	*2%*	*2%*
Weighted	*14%*	*21%*	*23%*	*13%*	*15%*	*13%*	*12%*	*11%*	*10%*
Total	**3,206**	**3,898**	**3,846**	**4,832**	**5,075**	**5,366**	**5,892**	**6,524**	**7,199**
YoY Growth	*23%*	*22%*	*-1%*	*26%*	*5%*	*6%*	*10%*	*11%*	*10%*

Source: GMD, RongViet Securities

Table 8: Profitability ratios

UNIT: VND Bn	2021	2022	2023	2024	2025F	2026F	2027F	2028F	2029F
GROSS PROFIT	**1,142**	**1,718**	**1,778**	**2,135**	**2,272**	**2,191**	**2,368**	**2,582**	**2,803**
Gross profit margin	*36%*	*44%*	*46%*	*44%*	*45%*	*41%*	*40%*	*40%*	*39%*
YoY Growth	*20%*	*50%*	*3%*	*20%*	*6%*	*-4%*	*8%*	*9%*	*9%*
SG&A EXPENSES	**449**	**667**	**661**	**822**	**901**	**956**	**1,015**	**1,142**	**1,249**
SG&A/REVENUIE	*14%*	*17%*	*17%*	*17%*	*18%*	*18%*	*17%*	*17%*	*17%*
YoY growth	*-6%*	*48%*	*-1%*	*24%*	*10%*	*6%*	*6%*	*13%*	*9%*
EBIT	**704**	**1,017**	**1,097**	**1,303**	**1,359**	**1,224**	**1,340**	**1,425**	**1,538**
EBIT Margin	*22%*	*26%*	*29%*	*27%*	*27%*	*23%*	*23%*	*22%*	*21%*
YoY Growth	*54%*	*44%*	*8%*	*19%*	*4%*	*-10%*	*9%*	*6%*	*8%*
NPATMI	**612**	**994**	**2,251**	**1,455**	**1,595**	**1,619**	**1,717**	**2,005**	**2,127**
Net margin	*19%*	*25%*	*59%*	*30%*	*31%*	*30%*	*29%*	*31%*	*30%*
YoY Growth	*65%*	*62%*	*126%*	*-35%*	*9,6%*	*1,5%*	*6%*	*17%*	*6%*

Source: GMD, RongViet Securities

Table 9: Efficiency ratios

WORKING CAPITAL	2021	2022	2023	2024	2025F	2026F	2027F	2028F	2029F
Days AR on hands	95.8	81.2	113.2	93.3	88.2	88.2	88.2	88.2	88.2
Day Inventory on hands	12.1	13.8	12.0	11.3	11.0	11.0	11.0	11.0	11.0
Day AP	67.3	140.4	91.4	65.9	57.0	57.0	57.0	57.0	57.0

Source: GMD, RongViet Securities

Table 10: Cash dividend

	2021	2022	2023	2024	2025F	2026F	2027F	2028F	2029F
Cash dividend (VND/share)	1,200	2,000	2,200	2,000	2,000	2,000	2,000	2,000	2,000
Dividend payout ratio	69.6%	43.1%	34.7%	62.9%	55.2%	54.6%	51.6%	44.0%	41.3%
Dividend yield	2.5%	2.9%	3.4%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%

Source: GMD, RongViet Securities

APPENDIX 2 – COMPARABLE COMPANIES IN THE SEAPORT INDUSTRY (Back to Table of Contents)

For benchmarking and valuation purposes, in this report, we reference 11 listed companies operating in the river port and deep-water port segments with business models similar to GMD.

Vietnam Container Shipping Joint Stock Company (VSC VN Equity): A pioneer in container port operations, logistics, and shipping services since 1985. VSC owns three ports along the Cam River – Green Port, Nam Hai Dinh Vu, and VIP Green – making it one of the top three container port operators in Hai Phong and a major competitor to GMD.

Dinh Vu Port Investment & Development JSC (DVP VN Equity): A subsidiary of Hai Phong Port, DVP operates Dinh Vu port, serving feeder ships that connect to international transshipment ports. Known for stable earnings and an attractive dividend policy (payout ratio of 50–70%).

Da Nang Port JSC (CDN VN Equity): Operates warehousing and port logistics in Central Vietnam. With over 1,700 meters of quay and capacity of 12 million tons/year, CDN is also a pioneer in digital port operations and is leading the expansion of Lien Chieu Port.

Hai Phong Port JSC (PHP VN Equity): Operates multiple ports including Chua Ve, Dinh Vu, Tan Vu (river ports) and HTIT (deep-water port). The total container handling capacity is projected to reach 3.2 million TEUs/year by March 2025.

INTL CONTAINER TERM SVCS INC (ICT PM Equity): One of the world's leading independent port operators with over 30 terminals in 19 countries, focusing on deep-water ports. Notable assets include terminals in Manila, Brazil, Mexico, and Africa.

JIANGSU LIANYUNGANG PORT -A (601008 CH Equity): Operates 22 wharves with capacity for vessels up to 400,000 DWT. Plays a key role in China's Eurasian logistics corridor, with strong sea–rail intermodal capacity.

CHINA MERCHANTS PORT HOLDING (144 HK Equity): Manages over 130 wharves in China and 46 overseas ports in 26 countries. A top 5–10 global port operator with over 30 years of experience, deeply integrated in international logistics networks.

HUTCHISON PORT HOLDINGS TRUST (HPHT SP Equity): Operates deep-water container terminals in Hong Kong and Shenzhen, along with inland ports in Jiangmen and Nanhai. Part of Hutchison Whampoa Group, with strong operational scale in the Pearl River Delta.

WESTPORTS HOLDINGS BHD (WPRTS MK Equity): Manages five deep-water container terminals at Port Klang, Malaysia. Handles over 10 million TEUs/year and is expanding capacity to 28 million TEUs. Operates with nearly 30 years of experience.

QINGDAO PORT INTERNATIONAL-A (6198 HK Equity): Operates five port zones with over 90 deep-water terminals, capable of handling containers, bulk cargo, oil, and LNG vessels. A key international gateway in Northeast China.

TIANJIN PORT CO LTD-A (600717 CH Equity): One of the world's top 10 largest ports, with 192–217 wharves, serving as a logistics hub for the Jing-Jin-Ji region. Specializes in general cargo, bulk, and container handling, with over 60 years of operation.

Table 11: Financial indicators of port operators in the same industry

Indicator	2019	2020	2021	2022	2023	2024	Industry Average
Weighted	**15%**	**15%**	**15%**	**15%**	**20%**	**20%**	
Days of receivable							
Average	60.1	59.0	49.7	43.9	40.5	38.2	47.6
Median	55.9	48.0	42.3	38.0	38.4	34.3	42.2
Days of Inventory							
Average	8.53	9.13	8.01	7.90	8.18	7.94	8.3
Median	8.29	8.91	7.02	6.96	7.33	7.33	7.6
Days of payable							
Average	85.0	83.2	74.8	84.6	91.8	98.9	87.3
Median	27.7	23.1	25.2	27.1	32.3	23.6	26.6
Gross margin (%)							
Average	39.3%	39.4%	40.5%	40.9%	39.8%	41.5%	40.3%
Median	34.5%	35.8%	36.2%	37.3%	36.3%	36.9%	36.2%
EBITDA margin (%)							
Average	49.5%	44.0%	44.7%	42.7%	42.2%	43.8%	44.3%
Median	40.0%	39.8%	37.8%	35.4%	37.0%	37.0%	37.7%
Net margin (%)							
Average	24.8%	22.4%	26.5%	25.5%	24.7%	27.0%	25.2%
Median	18.3%	22.0%	23.0%	23.5%	22.3%	27.6%	23.0%
EV/EBITDA							
Average	8.6x	9.4x	8.6x	7.9x	8.6x	9.4x	8.8x
Median	8.6x	8.5x	7.1x	6.9x	8.1x	7.4x	7.8x
P/E							
Average	72.2x	35.1x	15.1x	13.2x	18.1x	14.1x	26.8x
Median	10.6x	14.1x	12.3x	12.x	12.1x	14.3x	12.6x
P/B							
Average	1.6x	1.7x	2.x	1.6x	1.7x	2.2x	1.8x
Median	1.1x	1.3x	1.8x	1.2x	1.3x	1.2x	1.3x
P/S							
Average	3.0x	3.1x	3.2x	2.6x	2.9x	3.4x	3.0x
Median	2.6x	3.0x	2.7x	2.3x	2.2x	2.9x	2.6x

Source: Fiinx, Bloomberg, RongViet Securities

APPENDIX 3 - VALUE CHAIN ANALYSIS (Back to Table of Contents)

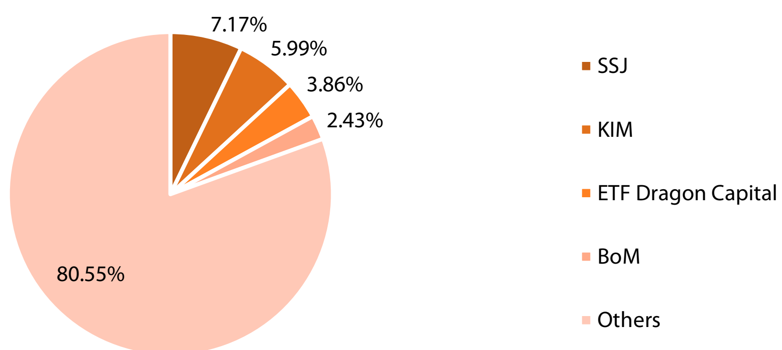
Company Overview

Gemadept Corporation (HSX: GMD) was established in 1990 under the Vietnam Maritime Corporation (Vinalines). It was one of the first three state-owned enterprises to undergo equitization in 1993, and its shares were officially listed on the Ho Chi Minh Stock Exchange (HOSE) in 2002.

GMD's shareholder structure is relatively dispersed, with the presence of both strategic and financial investors. The two notable major shareholders are SSJ Consulting (Vietnam) Co., Ltd. and Korea Investment Management (KIM). Additionally, several passive investment funds managed by Dragon Capital hold stakes in GMD as part of their VN-Index tracking portfolios.

- SSJ Consulting is a joint venture between Sumitomo Corporation, a leading Japanese conglomerate, and Japan Overseas Infrastructure Investment Corporation for Transport & Urban Development (JOIN) – a state-backed Japanese institution specializing in infrastructure investments abroad.
- Korea Investment Management (KIM) is a Korean asset management company with over 18 years of experience in the Vietnamese capital market, focusing on long-term equity investments in fundamentally strong companies.

Figure 19: Shareholder structure of GMD



Source: Bloomberg, Fiinx, RongViet Securities

The journey to becoming a leading port operator in vietnam

Over the past 35 years, Gemadept Corporation (GMD) has established itself as a leading player in Vietnam's port and logistics ecosystem. With a port network spanning from North to South, GMD's facilities are strategically located along key economic corridors, serving as gateways for Vietnam's integration into global trade.

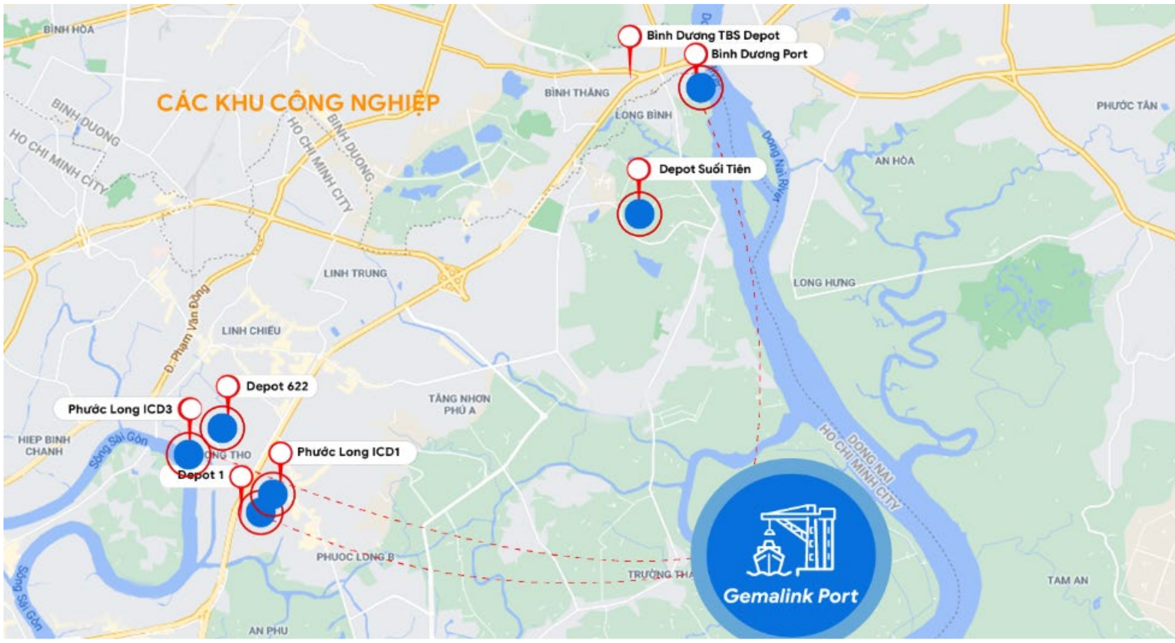
Pre-2007: Laying the foundation in the southern region

GMD was officially established with an initial charter capital of VND 6.2 billion, primarily operating as a maritime agent and broker. This early stage laid the groundwork for GMD's expansion into port infrastructure and logistics.

- ***Phuoc Long Port (PIP):*** In 1997, GMD launched Vietnam's first inland port, Phuoc Long ICD – a pioneer in its network. Strategically located on Hanoi Highway, the port is equipped with a CY (Container Yard) system and depot infrastructure that links to key industrial zones and major transport routes in the South.
- ***Binh Duong Port:*** Established in 2002 with the goal of easing traffic congestion in Ho Chi Minh City and promoting trade in the Binh Duong – Dong Nai – Vung Tau economic triangle. Currently, Binh Duong Port serves as a vital connection between southern industrial parks and the Gemalink deep-water port, playing a key role in GMD's southern logistics strategy.

- ***Fleet investment:*** To expand its value chain and reinforce its competitive position, GMD invested in fleet development. By 2007, the company owned five ocean-going container vessels and eleven S1 and S2 inland vessels (suitable for operations in waters with wave heights up to 2 meters). GMD also established four shipping routes, servicing domestic and intra-Asian markets.

Figure 20: Binh Duong Port currently functions as the main transit point connecting southern industrial zones with Gemalink deep-water port.



Source: GMD, RongViet Securities

Period from 2007 – 2015: "Northward Expansion Strategy"

Ports in Hai Phong are located along the Cam River – an international maritime gateway for Northern region. The city is in close proximity to key economic centers such as Hanoi, Quang Ninh, and major industrial zones in Thai Nguyen, Bac Ninh, and Hung Yen. GMD's investment in Hai Phong marked a pivotal step in capturing the region's strong growth potential.

- ***Nam Hai Port:*** GMD's first step in the northern region. Established in 2009, Nam Hai Port laid the foundation for GMD to expand its investments and develop other projects in Hai Phong. With a total investment of approximately VND 400 billion, the port is located in the upper reaches of the Cam River and is capable of handling vessels of up to 10,000 DWT, equivalent to a carrying capacity of 800–1,000 TEUs. Its designed throughput capacity is 150,000 TEUs per year.
- ***Nam Hai Dinh Vu Port:*** Within just one year of operation, Nam Hai Port exceeded its designed capacity and maintained an average utilization rate of 130% for four consecutive years. In response to rising import-export demand in Hai Phong, GMD continued expanding to ease the load on Nam Hai Port and enhance overall operational capacity. Strategically located near Dinh Vu Industrial Park, in front of Bach Dang Bridge, NHĐV features a deep draft and wide turning basin, accommodating various shipping lines. With an investment of over VND 1,000 billion – three times the scale of Nam Hai Port – NHĐV can handle vessels up to 40,000 DWT (2,000–3,000 TEUs) and has a designed capacity of 500,000 TEUs per year.

During this period, GMD also invested in a port in the Central region and increased transportation capacity.

- ***Dung Quat Port*** primarily serves bulk cargo such as wood chips, steel, sand, and cement, and commenced operations in late 2008. Located within the Dung Quat Economic Zone and Chu Lai Open Economic Zone, the port plays a vital role in facilitating trade in the central region. However, due to its considerable distance from major economic centers, import-export demand in this area remains relatively low, and GMD has opted not to expand port investments in this region.

- ***Fleet expansion:*** GMD expanded its river fleet to strengthen inland waterway connectivity, particularly along the Mekong Delta–Cambodia route, thereby boosting throughput at southern ports. By the end of 2015, GMD's fleet included 3 sea-going vessels and 17 S1/S2-class river vessels – representing a reduction of 2 sea vessels but an increase of 6 river vessels compared to the previous period.

Period from 2016 to present: Strategic focus, corporate restructuring, and international expansion ***(Back to page 5)***

Since 2016, GMD has concentrated on developing its port network and post-port warehousing infrastructure to complete an end-to-end logistics supply chain – from port operations to final delivery. In parallel, the company has actively divested from low-margin segments to optimize resource allocation.

- ***Divestment of the shipping segment:*** Amid challenges in the maritime transport segment – characterized by declining freight rates, oversupply-driven competition, and fuel price volatility – GMD divested 49% of its stakes in Gemadept Shipping and Gemadept Logistics to strategic partner CJ Group, with a total transaction value of VND 1,800 billion.

  CJ Group is a Korean multi-industry corporation, founded in 1953, headquartered in Seoul. Starting from the food sector, CJ Group has expanded its operations to many important industries, including: food, logistics, entertainment, and pharmaceuticals.

- ***Investment in NDV Port – Streamlining the port network in Cam River' downstream*** (Back to page 8)

  NDV Port was developed to relieve the load on Nam Hai and NHDV Ports, which have consistently operated at 30% above their designed capacity since commissioning. Strategically located in the non-tariff zone and Nam Dinh Vu Industrial Park – right at the maritime gateway – the port features a deep draft and a wide turning basin (figure 21), capable of accommodating vessels up to 48,000 DWT. This is GMD's largest port project in Hai Phong, spanning 65 hectares, with seven berths totaling 1.5 kilometers in length. It has a designed handling capacity of nearly 2 million TEUs and 3 million tons of bulk cargo per year. The total investment is VND 6,200 billion, implemented in three phases:

  - ***Phase 1:*** Total investment of approximately VND 1,700 billion. This phase comprises two berths with a combined length of 440 meters and a design capacity of 500,000 TEUs/year. It commenced operations in May 2018.
  - ***Phase 2:*** With an investment of about VND 1,700 billion, this phase began operations in May 2023. It extended the total berth length to 880 meters, enabling simultaneous docking of 4–5 feeder vessels, and raised the design capacity to 1.2 million TEUs/year.
  - ***Phase 3:*** This final phase, with a total investment of VND 2,800 billion, officially broke ground in October 2024 and is expected to enter operation by October 2025. Upon completion, it will mark the full realization of the NDV Port project.

Figure 21: The full development of Nam Dinh Vu port

Source: GMD, RongViet Securities

Divestment at NHDV and Nam Hai ports: In 2023 and 2024, GMD completed the divestment of NHDV and Nam Hai Port, at a time when Phase 1 of NDV had reached only 75% of its designed capacity after five years in operation. The relocation of shipping lines from NHDV and Nam Hai to NDV helped GMD optimize port operations, improve efficiency, and reduce operating costs (see page 27).

- *In Q2-FY2023, Viconship (HSX: VSC), Doan Huy Trading & Investment Co., Ltd., and Huy Hoang Metal Trading & Import Export Co., Ltd. jointly spent VND 3,200 billion to acquire 100% ownership of NHDV Port, in which GMD held an 84.66% stake. From Q3-FY2023, GMD no longer holds any ownership in NHDV, recognizing an EBT of VND 1,850 billion.*
- *In Q1-FY2024, GMD completed the sale of its entire stake in Nam Hai Port to Nhat Viet JSC (Vietsun), recording a pre-tax profit of VND 325 billion.*

- ***GML – The deep-water hub driving gmd's strategic positioning:*** GML is the largest deep-water port in Vietnam, located in the Cai Mep – Thi Vai (CMTV) economic zone. It serves as a critical transit hub for two of the world's most vital shipping routes: the Trans-Pacific (Asia–US) and the Far East–Europe (Asia–EU) lines. Acting as the primary southern gateway to global trade, GML plays a pivotal role in strengthening GMD's positioning in the international logistics network. With a total area of 72 hectares, a wharf length of 1.5 km, and a designed capacity of 3 million TEUs/year, GML has a total investment of USD 630 million, implemented in two phases:
  - ***Phase 1:*** With a total investment of approximately USD 330 million, Phase 1 features an 800-meter berth capable of simultaneously accommodating two mother vessels and one feeder vessel. The designed handling capacity is 1.5 million TEUs per year, and the terminal has been in commercial operation since January 2021.
  - ***Phase 2:*** After three years of operation, Phase 1 of GML exceeded its design capacity, necessitating the expansion into Phase 2. This phase carries a total investment of USD 300 million, and is divided into Phase 2A and 2B. Phase 2A is scheduled to commence construction in Q4-FY25. Phase 2B will follow in Q2-FY26, contingent upon Phase 2A reaching 70% capacity utilization. Each sub-phase is expected to be operational 15 months after the start of construction.

Figure 22: GML Port ranks among the world's Top 19 largest ports, capable of accommodating vessels up to 250,000 DWT (equivalent to 24,000 TEUs – the largest class of container ships currently in operation)

Source: GMD, RongViet Securities

Business model (Back to Table of Contents)

GMD is organized according to the group model, directly owns 16 subsidiaries and 10 joint venture companies, linking operations in two main fields: seaports and logistics. In addition, GMD also has investment projects outside the industry such as rubber forest planting and real estate. Currently, GMD is trying to find suitable partners to divest investment projects outside the industry.

Table 12 : The system of subsidiaries and associates directly owned by GMD

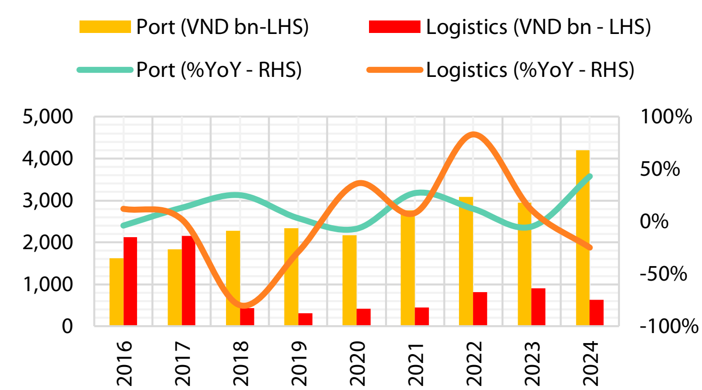
Ownership form	Company	Sector	Ownship	Voting rights
Subsidiaries	NDV Port JSC	Port Operation	62.1%	62.1%
	Nam Hai ICD JSC	Port Operation	100%	100%
	GMD Dung Quat Port JSC	Port Operation	81.2%	81.2%
	Phuoc Long ICD JSC	Port Operation	100%	100%
	Truong Tho Port Services JSC	Logistics	46%	54%
	Pacific Marine Services Co., Ltd.	Logistics	100%	100%
	ISS Gemadept JSC	Logistics	51%	51%
	Pacific Shipping Agency Co., Ltd.	Logistics	100%	100%
	Pacific Rubber Industrial Co., Ltd.	Forestry	100%	100%
	Pacific Ngoc Co., Ltd.	Forestry	100%	100%
	Pacific Hoa Sen JSC	Forestry	100%	100%
	Pacific Plantation JSC	Forestry	100%	100%
	VNM Multimodal JSC	Logistics	100%	100%
	Gemadept Infra JSC	Other	50%	50%
	GMD Vung Tau JSC	Logistics	70%	70%
	GMD Mien Trung JSC	Logistics	80.1%	80.1%
Joint ventures	CJ GMD Logistics Holdings Co., Ltd.	Logistics	49.1%	49.1%
	CJ GMD Shipping Holdings Co., Ltd.	Logistics	51%	50%
	Cai Mep GMD - Terminal Link JSC	Port Operation	65.1%	50%
	SCSC	Aviation	36.2%	36.2%
	K Line - GMD Logistics Co., Ltd.	Logistcs	50%	50%
	Golden Globe Co., Ltd.	Other	40%	40%
	Qua Cau Vang Trading Co., Ltd.	Other	45%	45%
	Food Processing JSC	Other	26.6%	26.6%
	Minh Dam tourist JSC	Other	40%	40%
	Vung Tau Commercial Port JSC	Logistics	26.8%	26.8%

Source: GMD, RongViet Securities

Business segment (Back to Table of Contents)

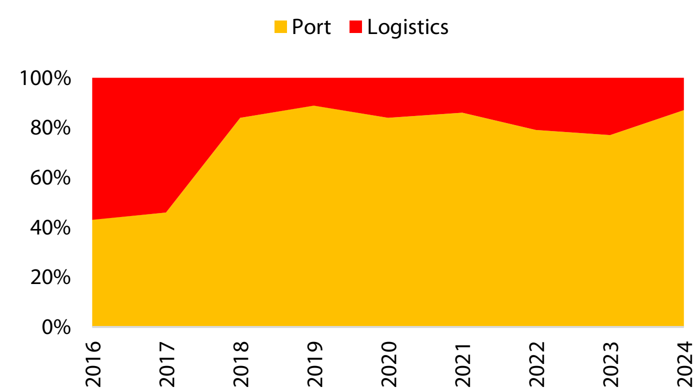
GMD focuses on two core business segments: port operations and logistics. In the period 2018 - 2024, revenue from port operations grew at a CAGR of 11%, consistently contributing around 84% of total revenue. Meanwhile, logistics accounted for the remaining 16%. From 2018, following the divestment of its logistics segment to strategic partner CJ Group, revenue from this segment has declined notably.

Figure 23: Revenue by segment



Source: GMD, RongViet Securities

Figure 24: Revenue structure by segment (%)



Source: GMD, RongViet Securities

Port operation segment

GMD operates a nationwide port network, comprising four seaports – Nam Dinh Vu, Dung Quat, Binh Duong, and Gemalink – and two inland container depots (ICDs), Phuoc Long and Nam Hai. These ports span from the northern to the southern region, forming an integrated logistics chain. Inland ports serve as key hinterland facilities, helping reduce container yard (CY) congestion at seaports. Revenue in this segment is primarily derived from stevedoring services – transferring containers between ships, yards, and trucks.

Table 13: Port system overview

Port Name	Business Areas	Form of Ownership	Design capacity
Nam Dinh Vu	Port operations, stevedoring, warehousing	Subsidiary	500,000 TEU/year
Nanhai ICD	Warehousing and storage of goods	Subsidiary	1,000,000 TEU/year
Phuoc Long ICD	Warehousing and storage of goods	Subsidiary	400,000 TEU/year
Dung Quat	Bulk cargo handling	Subsidiary	2.5 million tons/year
Binh Duong	Inland port operations, multimodal transport	Indirectly owned subsidiary	500,000 TEU/year
Gemalink	Deep-water port operations, stevedoring	Joint ventures and associates	1,500,000 TEU/year

Source: GMD, RongViet Securities

Import process in port operation (opposite to export) (figure 25)

(1) Vessel arrival & cargo declaration: Container vessels dock at the port. The captain or shipping agent submits a cargo manifest to the port authority and customs office, specifying the number of containers, type of cargo, and destinations for resource allocation (equipment and manpower).

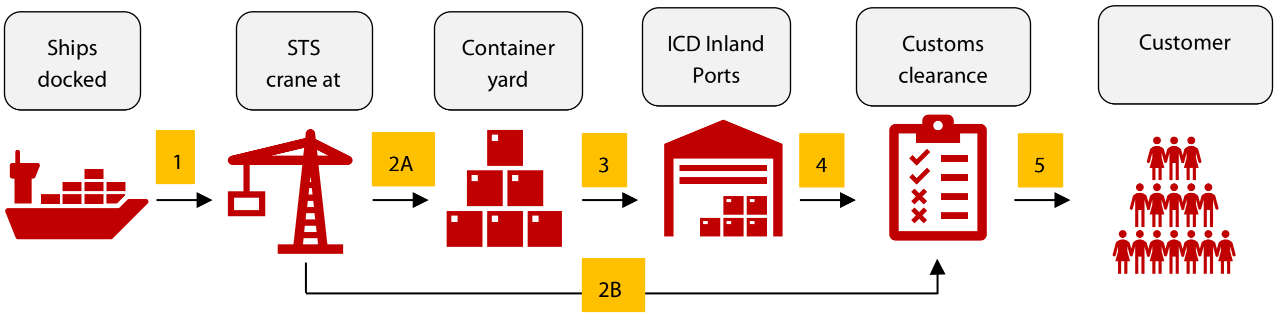
(2) Unloading containers from vessel: (2A) Ship-to-yard: Ship-to-shore (STS) cranes unload containers to the port's container yard. (2B) Ship-to-clearance: In some cases, containers are directly unloaded to the shipping line's trucks to proceed with customs procedures. Rubber-tyred gantry (RTG) cranes manage container stacking in the yard.

(3) Inland Transfer to ICDs: Due to limited storage space at seaports, containers are transferred via trucks to nearby ICDs to ease yard congestion and extend dwell time flexibility.

(4) Customs clearance: Customs officers inspect containers and verify documents. Clearance may take place either at the seaport or at the ICD, depending on the logistics setup.

(5) Final delivery: Once cleared, containers are delivered to the consignee or unloaded for distribution via smaller vehicles. Empty containers are returned to the ICD or port for reuse.

Figure 25: Port operation process for imported goods



Source: RongViet Securities

Logistics (Return to page 5)

Logistics segment includes six main services, including: Air cargo terminal, Distribution center, Super-heavy cargo, Inland sea – waterway transportation, Cold chain logistics and Automobile logistics. However, most of these services fall under JVs businesses. In GMD's consolidated financial statements, the majority of logistics revenue comes from warehousing, trucking, and maritime services.

Table 14: GMD's ecosystem of logistics services. To avoid duplication, we only recognize companies with direct ownership of these services

Type of ownership	Company Name	Ownership	Voting rights	Business Areas
Subsidiaries	Company Name Truong Tho Transport Services Joint Stock Company	46%	54%	Cargo handling
	ISS GEMADEPT CO., LTD	51%	51%	Freight forwarding & customs clearance services (inbound & outbound ports)
	Pacific Shipping Company Limited	100%	100%	Road freight / trucking services
	V.N.M General Transportation Services Co., Ltd.	100%	100%	Maritime services (shipping, container vessel chartering, shipping line agency, etc.)
	Central Gemadept Joint Stock Company	98%	100%	Warehousing & Road freight transportation
Joint ventures and associates	CT CJ GEMADEPT LOGISTICS HOLDINGS LTD	49%	49%	Warehousing, distribution centers, goods storage, cold chain logistics, sea freight, oversized & heavy cargo transportation
	CJ GEMADEPT SHIPPING HOLDINGS **(GSC) LTD**	51%	50%	Sea freight, vessel chartering, freight forwarding
	Saigon cargo service corporation	36%	36%	Air cargo terminal operations
	K Line Logistics Co., Ltd. – Gemadept	50%	50%	Road transportation services

Source: GMD, RongViet Securities

About the fleet: GMD currently owns four container vessels, of which it directly owns and operates two vessels, Green Pacific and Pride Pacific, which were invested in 2018.

Table 15: GMD's fleet

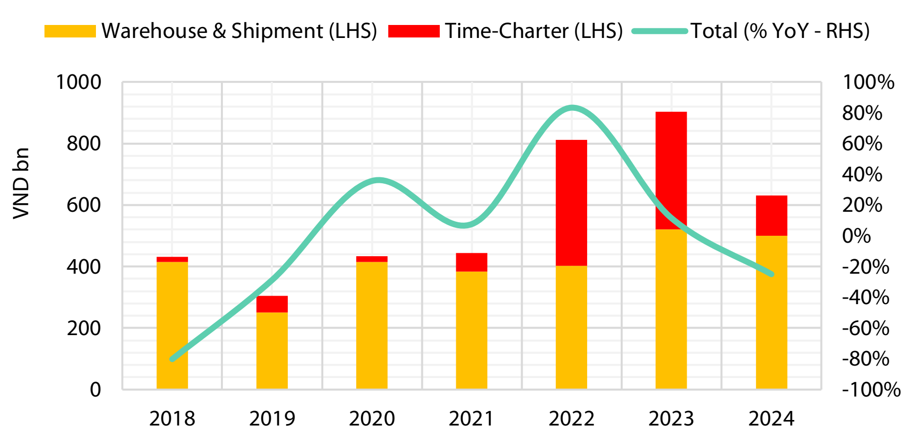
STT	Vessel	Tonnage (DWT)	Capacity (TEU)	Notes	Owner	Operators
1	Stellar Pacific	9,900	656	Demolition in 2012		
2	Great Pride	12,000	538	Demolition in 2012		
3	Pacific Gloria	11,050	700	Liquidation in 2016		
4	Pacific Pearl	11,065	700	Liquidation in 2018		
5	Pacific Grace	12,370	850	Active	GSC	GSC
6	Pacific Express	11,120	750	Active	GSC	GSC
7	Green Pacific	15,200	1,060	Active	GMD	GMD
8	Pride Pacific	15,210	1,055	Active	GMD	GMD

Source: GMD, RongViet Securities

In the period 2018 – 2024, logistics revenue will achieve a CAGR of 7%. The COGS is generally relatively stable, achieving a CAGR of 5%, but the gross margin has fluctuated sharply due to the volatility in TC rates:

- In 2018, revenue reached VND 426 billion (-80% YoY) due to GMD's restructuring, which narrowed the low-profit fields. GMD transferred shares in GMD Logistics and GMD Shipping to CJ Group. GMD only holds 50% of the voting rights after divestment.
- In 2022, revenue grew by 83% YoY, reaching VND 812 billion. In the context of high TC rates, GMD has leased Pride Pacific and Green Pacific vessels at rates of 30,000 USD/day and 26,200 USD/day, respectively. Thanks to the long charter contract, logistics revenue continues to remain high in 2023.
- In 2024, due to the impact of the global economic slowdown, TC rates fell sharply. The rental price of the two vessels Pride and Green is reduced by about 70% respectively compared to the previous contact. Logistics revenue reached VND 632 billion (-28% YoY).

Figure 26: Revenue from the logistics segment



Source: GMD, RongViet Securities

Table 16: GMD's time charter schedule

Vessel	Start date	Period (months)	TC rate (USD/day)
Pride Pacific	Oct-2018	6	7,650
	May-2019	6	6,750
	Nov-2019	6	6,750
	Apr-2021	10	9,600
	Apr-2022	23	30,000
	Jun-2024	4	8,750
	Nov-2024	9	12,000
Green Pacific	Feb-2022	16	26,200

Jul-2023	6	6,100
Jul-2024	6	8,900
Jan-2025	12	13,000

Source: Linerlytica, RongViet Securities

APPENDIX 4 –SUBSIDIARIES OUTLOOK (Back to Table of Contents)

Port operation – Hai Phong area with Nam Dinh Vu port (Back to page 4)

In Hai Phong, GMD recorded significant progress during the 2020–2024 period, primarily driven by infrastructure expansion in the lower reaches of the Cam River. As a result, revenue in this phase achieved an impressive CAGR of 24%.

Entering the 2025–2029 period, we forecast that NDV will maintain a strong double-digit CAGR of approximately 12%, reaching VND 2,300 billion in 2025 and VND 3,612 billion by 2029. However, growth is expected to slow considerably as new deep-water ports in Lach Huyen become operational.

- **Container throughput:** NDV's container volume is projected to grow at a CAGR of 10%, reaching 1.4 million TEUs in 2025 and 2.1 million TEUs by 2029. Currently, NDV operates three weekly service routes for MSC, the strategic partner of PHP at HTIT (Lach Huyen Terminals 3 & 4). The gradual shift of MSC's operations to HTIT is expected to directly impact NDV's performance.

  GMD's market share in Hai Phong is projected to decline by 96 bps YoY, from 18.5% to 17.5% in 2025, and further to 16.7% in 2029, due to (1) rapid market expansion from new deep-water terminal output, and (2) customer migration to HTIT.

  - **Forecast for downstream Cam River Port volume**

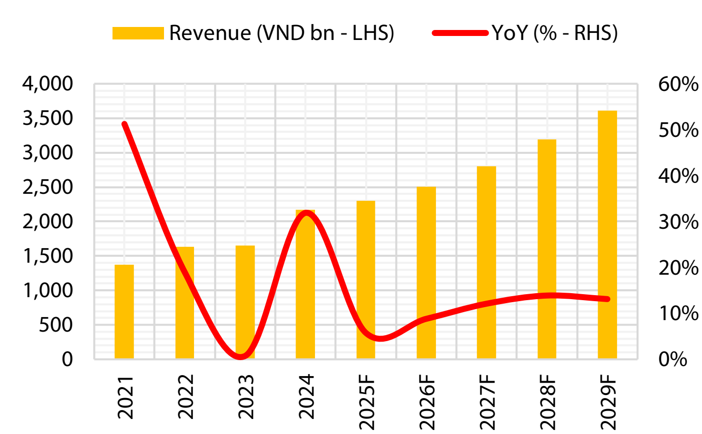
    Based on projected throughput in Hai Phong region (see page 37), we forecast that ports located in the downstream Cam River will handle approximately 4.4 million TEUs in 2025 and 5.5 million TEUs by 2029.

    A structural shift from upstream to downstream terminals and from river ports to deep-water terminals has been a dominant trend over the past decade (see page 41).

    Historical data show that HICT (Lach Huyen Terminals 1 & 2) has expanded its market share by an average of 300 bps/year since its launch in 2018. With HHIT (Terminals 5 & 6) and HTIT entering operations, we estimate that the average market share expansion of the deep-water port cluster will be ~450 bps per year. While total capacity is increasing 2.3x, market share gains are not linear due to direct competition among HICT, HHIT, and HTIT.

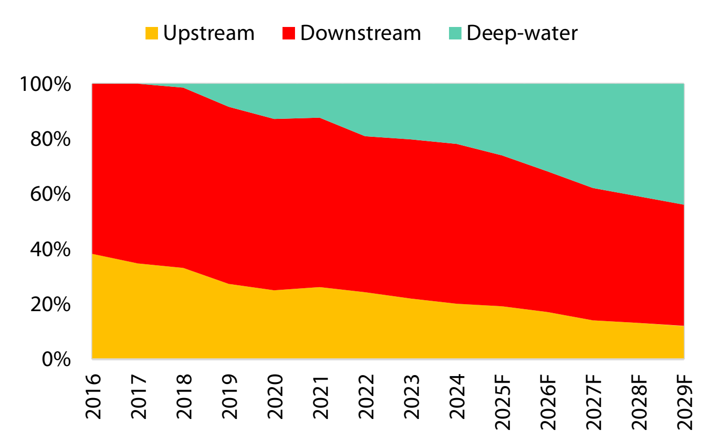
    Although downstream ports will face competitive pressure, they are expected to partially benefit from the continued upstream-to-downstream migration. Therefore, the downstream cluster is forecast to lose market share at an average rate of 280 bps per year during the forecast period.

Figure 27: GMD's revenue forecast in Hai Phong



Source: GMD, RongViet Securities

Figure 28: Market share by port group shows the trend of shifting from upstream to downstream of the Cam River



Source: GMD, RongViet Securities

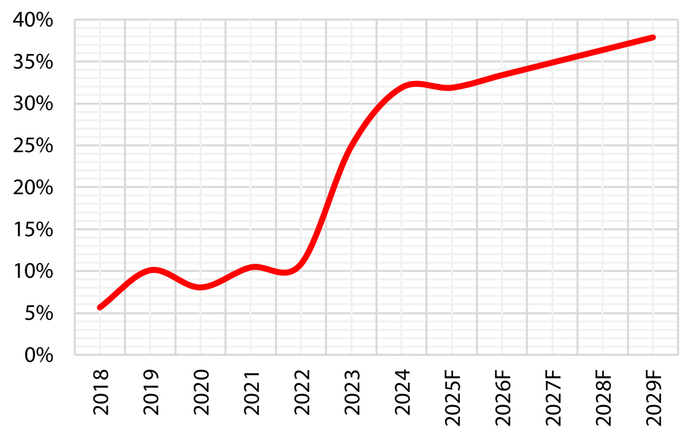
- **Forecast of GMD's market share in the dowstream Cam River port**

GMD's market share in the downstream area has increased significantly from 26.6% in 2022 to 31.9% in 2024, reflecting the effectiveness of its strategic direction.

- The strategy of consolidating resources in the downstream reaches of the Cam River to capitalize on the ongoing shift from upstream to downstream (see page 18).
- The favorable location of the Nam Dinh Vu (NDV) Port enhances GMD's competitiveness (see page 41), enabling it to attract customers from surrounding ports. Since August 2024, GMD has added three new service routes from SITC shipping line, a strategic partner of Dinh Vu Port).

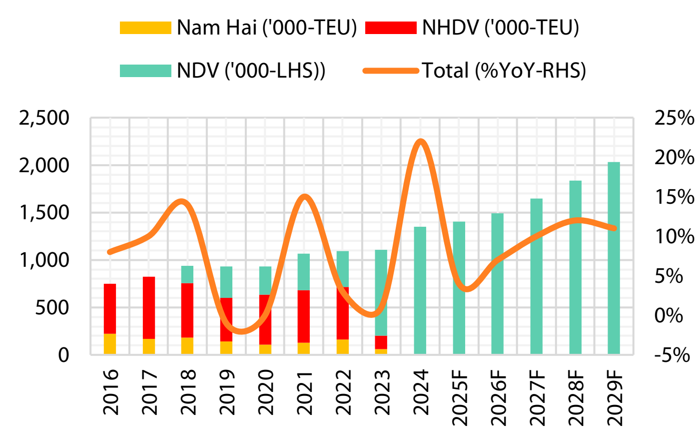
We expect GMD to maintain its competitive advantage and continue expanding market share in the downstream region, with an average annual increase of 150 basis points. This outlook is supported by the planned capacity expansion from 1.2 million TEU/year to 2 million TEU/year, as Phase 3 of NDV Port enters operation in October 2025. This implies that NDV is expected to reach 100% of its design capacity within four years of operation..

Figure 29: Forecast of GMD's market share downstream



Source: GMD, RongViet Securities

Figure 30: Forecast of GMD's output in Hai Phong (%)



Source: GMD, RongViet Securities

- **Container handling fee:** Given the highly competitive landscape in Hai Phong and the fact that GMD's service prices remain at a relatively high level compared to regional peers, we believe GMD is unlikely to raise container handling fees in order to preserve its current competitive positioning.

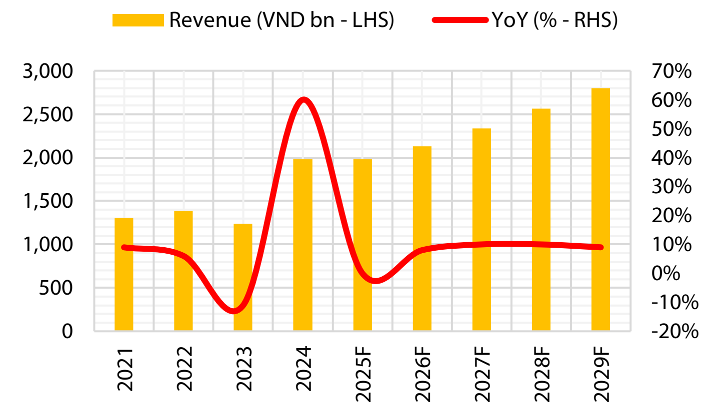
  Handling fees for import-export containers are quoted in USD, so we assume the average unit price will increase by approximately 2% per year, reflecting adjustments in the USD/VND exchange rate.

Port operation – Southern region: Binh Duong and Phuoc Long PIP cluster (Back to page 4)

In the southern region, the Binh Duong and Phuoc Long PIP port cluster is estimated to have achieved a CAGR of 13% during 2020–2024, benefiting from the strong growth momentum of GML deep-water port, and the adjustment of the container handling fee framework. We forecast that this port cluster will maintain a CAGR of 9% during 2025–2029, reaching VND 1,980 billion in 2025 and VND 2,800 billion in 2029, respectively.

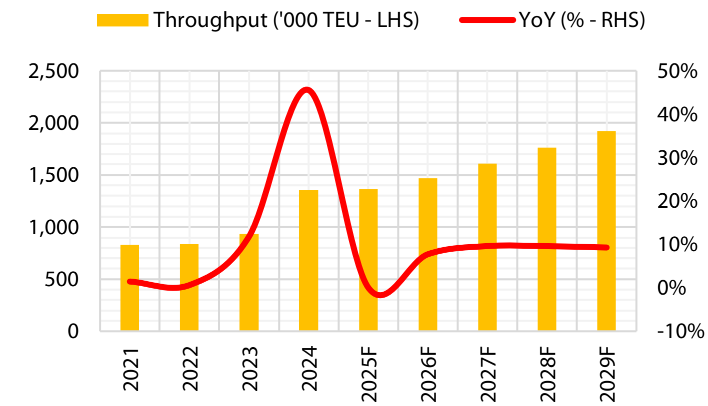
- The port cluster serves as a strategic link and transshipment hub between southern industrial parks and GML Port before containers are exported to the US and the EU markets. Therefore, throughput growth is in phase with output at GML. However, the growth momentum will be slower than GML because these two ports only benefit indirectly, having operated at 90% of the design capacity.

Figure 31: Revenue forecast of the southern port cluster



Source: GMD, RongViet Securities

Figure 32: Forecast volume of the southern port cluster



Source: GMD, RongViet Securities

- Container handling fees in this region are quoted in VND, therefore we assume that the average unit price will remain flat throughout the forecast period, without any price increase linked to USD/VND exchange rate fluctuations.

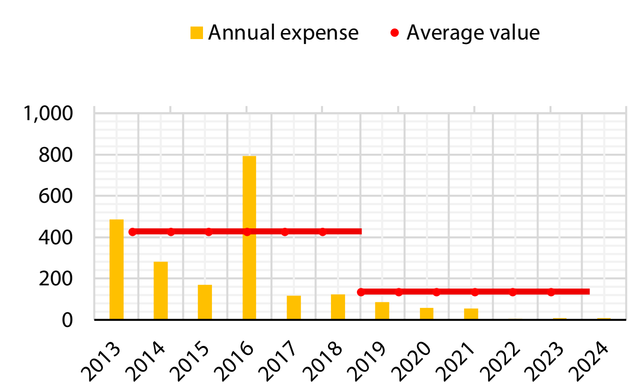
Rubber forest plantation segment (Back to Table of Contents)

Since 2013, GMD has been allocated up to 30,000 hectares of contiguous land by the Cambodian Government for rubber plantation development. After more than a decade of implementation, the rubber trees have reached satisfactory standards in terms of circumference and height. Four subsidiaries involved in this segment include: Hon Ngoc Pacific JSC, Hoa Sen Pacific JSC, Pacific Pride JSC, and Pacific Rubber Industry One Member Co., Ltd.

However, the project has not yet entered the commercial exploitation phase and therefore has not generated revenue to date. During the first six years, GMD invested an average of VND 330 billion per year for initial development activities such as seedling cultivation and machinery procurement. Over the past six years, the company has spent approximately VND 40 billion per year on routine maintenance activities such as tree care (weeding, fertilizing), forest protection, and operational management, in order to ensure the long-term development trajectory of the project (figure 33).

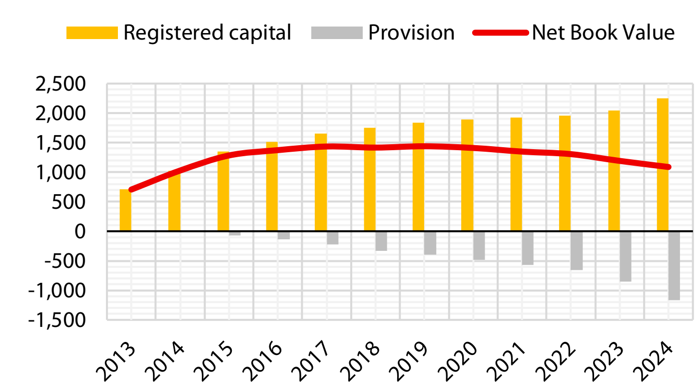
In May 2025, GMD officially signed a business cooperation agreement with Chu Se – Kampong Thom Rubber JSC to continue advancing the project. As detailed information regarding the structure and value of this deal has yet to be disclosed, we do not factor in any future potential gains from the transaction in our valuation model. Instead, we rely on the book value of the rubber plantation segment as a basis for estimating its contribution to GMD's overall valuation.

Figure 33: Annual expenses for rubber projects (Billion VND)



Source: GMD, RongViet Securities

Figure 34: Accumulation of registered capital and provision of rubber companies (VND bn)



Source: GMD, RongViet Securities

APPENDIX 5 – OUTLOOK FOR JOINT VENTURES AND ASSOCIATES (Back to Table of Contents)

AIR CARGO SEGMENT – SAIGON CARGO SERVICE CORPORATION (HSX: SCS) (Return to page 7)

Currently, GMD holds a 36.24% stake in SCS, comprising a direct ownership of 33.42% and an indirect 2.82% through its subsidiary, V.N.M General Transport Services Co., Ltd.

The outcome of the selection for the operator of Terminal 1 at Long Thanh International Airport (LTIA) could have mixed implications for SCS's long-term growth potential and intrinsic valuation. We have implemented the SCS valuation report in two scenarios – see the SCS valuation report.

- **Scenario 1** – SCS **is not** selected to operate at LTIA.
- **Scenario 2** – SCS **is** selected to be exploited at LTIA.

We highly appreciate SCS's exploitation capacity and believe that the Company is leading in this race. However, the bidding process will always have potential surprises, so SCS's ability to participate is uncertain. Accordingly, we apply a probability-weighted valuation approach, assigning a 50:50 weighting to each scenario to derive SCS's equity value.

Table 17: Summary of equity value of SCS (VND BN)

Scenario	Equity value	Weighted	Contribution
Scenario 1 – Not Participating in LTIA	6,149	50%	3,075
Scenario 2 – Participation in LTIA	10,128	50%	5,064
Total			**8,139**

Source: RongViet Securities

PORT OPERATION SEGMENT – CAI MEP GEMADEPT PORT JOINT STOCK COMPANY – TERMINAL LINK (GEMALINK) (Return to page 7)

GML is a joint venture between GMD and French shipping line CMA CGM. Although GMD holds a 65.15% ownership stake, its voting rights are limited to 50%, and therefore, GML is not consolidated into GMD's financial statements.

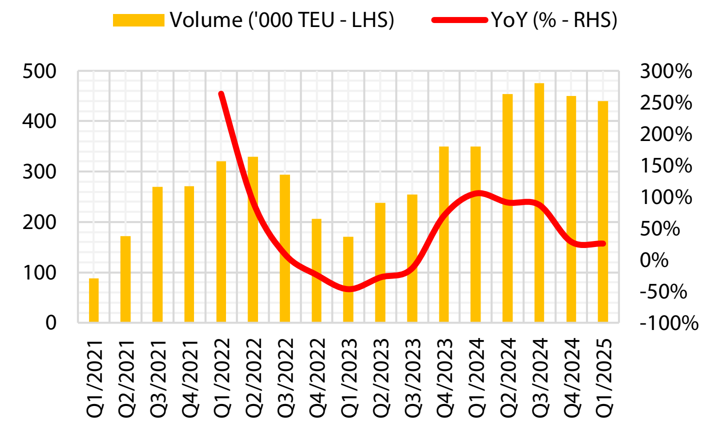
Within just over three years of operations, GML has exceeded 115% of its designed capacity, reflecting its strong competitive advantage (see page 43). Between 2021–2024, container throughput grew at a CAGR of 29%, significantly outperforming the regional average.

In the early stage of exploitation, GML was heavily dependent on the CMA-CGM partner and was negatively affected by the quiet transportation market in 2023, causing business results to not really break through. In addition, low loading and unloading prices also lead to fluctuations in profits, with alternating profits/losses between quarters.

The transformation comes from 2024, with GML reporting VND 843 billion in net profit (up 32 times YoY). This surge is attributed to two key factors: a substantial rise in container volume and an increase in handling tariffs at deep-water ports.

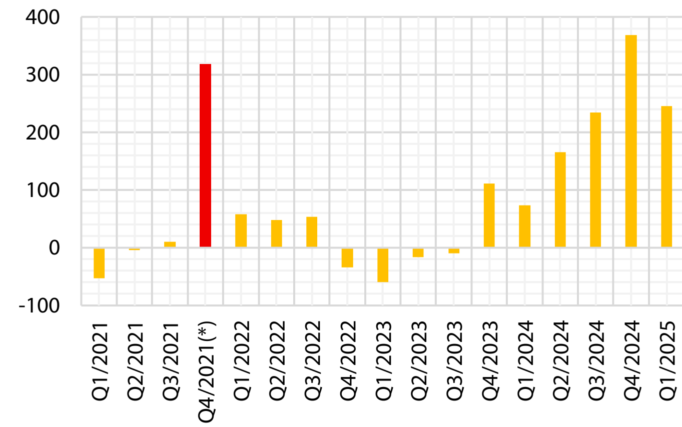
- Container throughput reached 1.73 million TEU (+71% YoY), driven by momentum in 2H2023, when GML attracted additional major carriers from Premier Alliance (formerly The Alliance Ocean) and Ocean Alliance (Evergreen, COSCO, OOCL – same alliance as CMA CGM). In addition, congestion at transshipment ports in Asia also contributes to the increase in cargo to the CMTV area.
- GML adopted a new tariff schedule with a 10% increase, aligned with Circular 39/2023/TT-BGTVT effective from January 1, 2024. This circular permits a 10% adjustment in container handling rates at deep-water ports compared to Circular 54/2018/TT-BGTVT (see page 46). As a result, gross profit margin improved significantly, due to the increase in service prices while operating costs did not fluctuate accordingly.

Figure 35: GML's quarterly volume



Source: GMD, RongViet Securities

Figure 36: GML's quarterly net profit (Billion VND)



Source: GMD, RongViet Securities, (*) Q4-FY21 – estimated GML recorded an extraordinary profit of VND 320 bn due to changes in accounting currencies

Typically, seaports can operate at 30–40% above their designed capacity, meaning GML Phase 1 still has short-term growth potential. However, the remaining headroom is limited and may compromise the overall operational efficiency of the port. Operating beyond design capacity poses risks of congestion, extended vessel waiting times, and deterioration in service quality.

Given that no major disruptions are expected in the global supply chain (see page 37), we believe that GML's expansion plan for Phase 2 will proceed as scheduled. Phases 2A and 2B are expected to operations in 2027 and 2030, respectively. Once completed, GML's total design capacity will double from 1.5 million TEUs/year to 3.0 million TEUs/year.

We forecast GML's business performance over a 10-year horizon to fully capture the port's growth potential (table 18). In the 2025–2034 period, container throughput, revenue, and net profit are projected to grow at CAGR of 9%, 11%, and 15%, respectively – reaching 3.7 million TEUs, VND 8,325 billion in revenue, and VND 3,071 billion in net profit by 2034.

Table 18: Forecast of GML's results

Indicator (VND bn)	2025F	+/- YoY	2026	+/- YoY	CAGR 2030 - 2034	Assumptions
Container throughput ('000 TEU)	1,765	2%	1,855	5%	7%	In 2025, output is expected to grow slightly on a high base. The reason is the rush to export before reciprocal tariffs take effect. GML also added four new service routes to Africa, Canada, Brazil, and Europe. From 2026 onward, throughput is forecast to gradually recover. The global supply chain is expected to stabilize. GML has strong competitiveness. Long-term demand for import and export is rising. We forecast container throughput to grow at a CAGR of 7% in 2030–2034. This means each phase (2A and 2B) will reach 100% of its design capacity after about three years of operation.
Handling fee (USD/TEU)	66		66			We assume GML will maintain handling prices at the ceiling level of Circular 39/2023/TT-BGTVT. Service prices in VND are assumed to rise by 2% per year, following the USD/VND exchange rate.
Net sales	**3,330**	**4%**	**3,571**	**7%**	**9%**	
Container handling	3,027	4%	3,246	7%		
Logistics	303	4%	325	7%		We assume revenue from post-port services (warehousing, customs, etc.) accounts for 10% of total container handling revenue.
EBITDA Margin	*49%*		*48%*			Based on data from 2022–2024, we estimate the EBITDA margin at 49%. This margin is assumed to remain stable during the forecast period. It is in line with global deep-water port operators. We view this margin level as reasonable, as it is broadly in line with the average EBITDA margin of global deep-water port operators.
EBITDA	**1,629**	**5%**	**1,726**	**6%**	**9%**	
Depreciation	-449	0%	-449	0%		
EBIT	**1,180**	**6%**	**1,277**	**8%**	**13%**	**Most of the depreciation expenses related to Phase 1's machinery and equipment are expected to end by 2031, resulting in a higher CAGR for EBIT compared to EBITDA.**
Interest expense	-209	-21%	-199	-5%		
PBT	**971**	**15%**	**1,078**	**11%**	**15%**	**After Phase 2A, GML's capital will improve significantly. We assume GML can invest in Phase 2B without using debt. Interest expenses will drop sharply during 2030–2034. As a result, PBT CAGR will be higher than EBIT CAGR.**
Tax expenses	-97		-108			GML enjoys CIT incentives. Tax rate is 0% for the first four years and 10% for the next nine years (50% reduction). From 2025, GML enters the 9-year period with a 10% tax rate.
NPAT	**874**	**4%**	**971**	**11%**	**15%**	

Source: RongViet Securities

Table 19: FCFF Free Cash Flow

Indicator (VND bn)	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
NPAT	874	971	977	1,285	1,434	1,580	1,862	2,442	2,744	3,071
+ Depreciation	449	449	631	631	826	826	826	504	504	504
- Change in WC	127	29	85	104	86	72	77	76	83	94
- CAPEX	-1,435	-2,290	-120	-1,510	-2,349	-120	-120	-120	-120	-120
FCFF	**-240**	**-900**	**1,402**	**301**	**-175**	**2,213**	**2,490**	**2,750**	**3,046**	**3,362**

Source: RongViet Securities

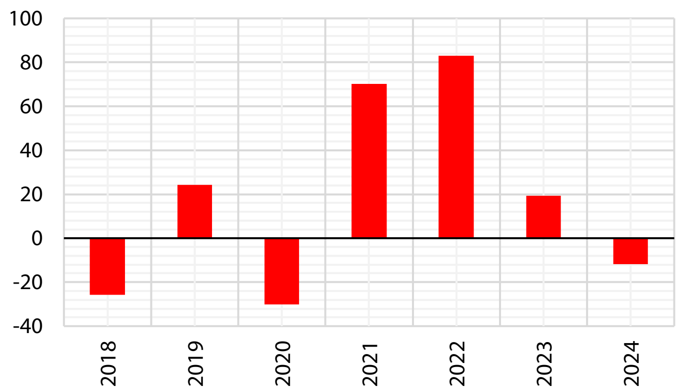
LOGISTICS SEGMENT

CJ Gemadept Shipping and CJ Gemadept Logistics were established in 2018 following the divestment of Gemadept Shipping and Logistics to CJ Group.

CJ Gemadept Shipping (GSC): provides container shipping services across domestic and intra-Asian routes. GSC owns and operates a fleet of river vessels and two ocean-going ships: Pacific Grace and Pacific Express.

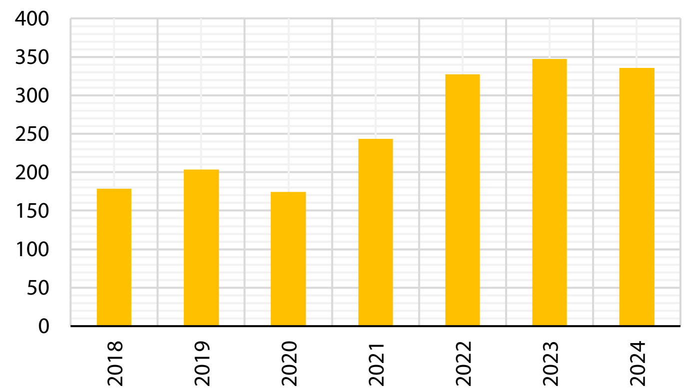
During 2021–2022, the company experienced a surge in net profit thanks to soaring freight rates and time-charter prices, driven by global supply chain disruptions and Suez Canal congestion. Profit later normalized as market conditions stabilized.

Figure 37: NPAT of CJ Gemadept Shipping (VND bn)



Source: GMD, RongViet Securities

Figure 38: Book value of CJ Gemadept Shipping (VND bn)

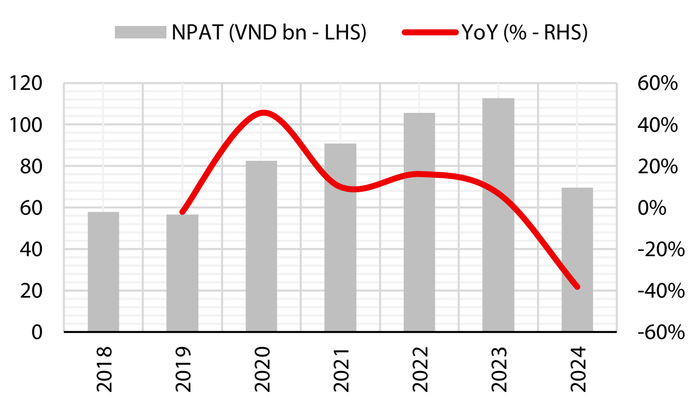


Source: GMD, RongViet Securities

CJ Gemadept Logistics operates a network of distribution centers and warehouses with a total area of over 450,000 m^2, located in key economic hubs such as Ho Chi Minh City, Binh Duong, Can Tho, Hau Giang, Hanoi, Hai Phong, Bac Ninh, Hung Yen, Hai Duong, Da Nang, and Quy Nhon. The company serves a wide range of goods including FMCG, F&B, retail chains, furniture, electronics, raw materials, and auto components.

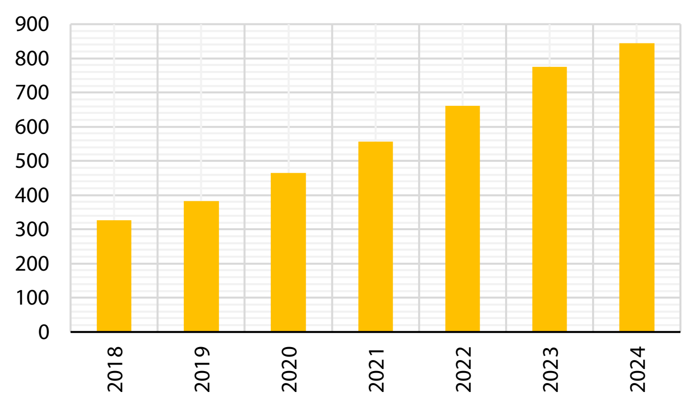
Its mission is to complement GMD's integrated logistics chain from suppliers to end customers. From 2019 to 2024, the company recorded a CAGR of 3% in net profit, in line with the CAGR of GMD's overall logistics segment.

Figure 39: NPAT of CJ Gemadept Logistics



Source: GMD, RongViet Securities

Figure 40: Book value of CJ Gemadept Logistics (VND bn)



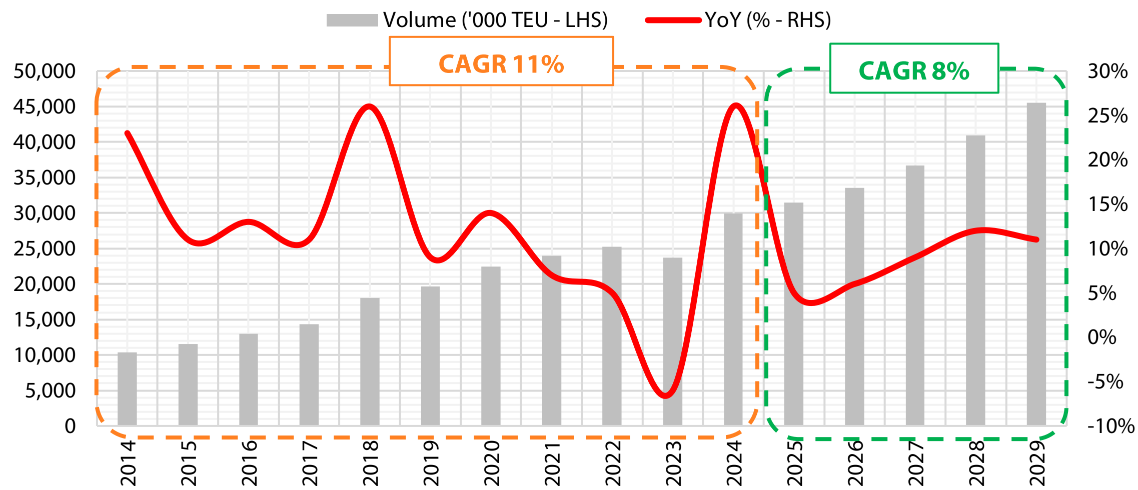
Source: GMD, RongViet Securities

APPENDIX 6 – SEAPORT INDUSTRY OUTLOOK (Back to Table of Contents)

Vietnam's seaport industry faces short-term challenges but is expected to gradually recover

Using a top-down approach, we forecast Vietnam's container throughput to grow at a CAGR of 8% during the forecast period, reaching 30.9 million TEUs in 2025 and 42.4 million TEUs in 2029.

Figure 41: Container throughput in Vietnam



Source: Vinamarine, RongViet Securities

This projection is based on the following assumptions:

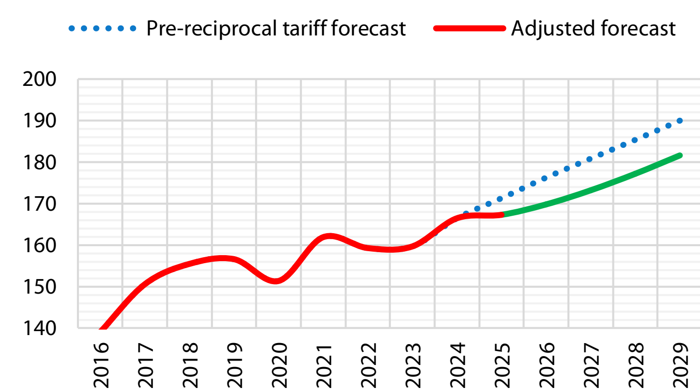
- **Global container flow is forecast to grow at a CAGR of 2.1% in 2025–2029**

  The outlook for global trade in 2025 remains uncertain due to tariff barriers and volatile trade policies under President Donald Trump's second term.

  According to updated news on current the US tariff policies, organizations such as the WTO, Drewry, and Clarkson expect global container flow to remain flat YoY in 2025. Most major maritime research institutions have revised down their growth forecasts to 2.3–2.7% as of early 2025. Therefore, we project global volume to reach 167 million TEUs, flat YoY.

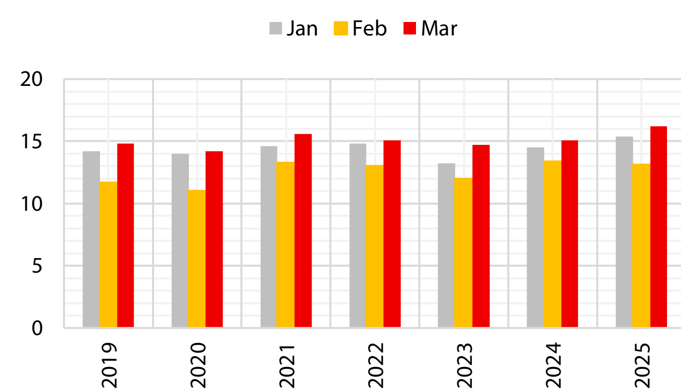
  In Q1-FY25, global container flow reached 45 million TEUs, up 4.2% YoY (figure 43). This suggests a likely contraction in container volume during 2H2025 as new tariff policies gradually take effect across the global economy.

Figure 42: Forecast of container flow



Source: WTO, Drewry, Unctad, RongViet Securities

Figure 43: Global container cargo flow transported in Q1-FY25

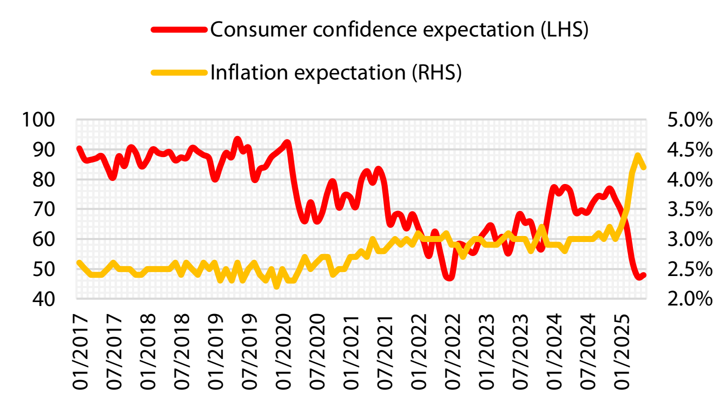


Source: Container Trades Statistics, RongViet Securities

- After the announcement of the imposition of reciprocal tariffs, the forecast for global goods flows is revised down because US economic indicators are sending negative signals about consumer demand in 2H2025 (figure 44).
  - In the April 2025 survey by the University of Michigan, the consumer confidence index dropped sharply to 47.3 – the lowest since 2017. Inflation expectations for the next 12 months also surged to 4.4%.
  - Market sentiment slightly improved when the US and China temporarily postponed additional tariffs. In the May 2025 survey, consumer confidence rose slightly to 47.9, and inflation expectations fell to 4.2%. However, overall consumer confidence remains very weak.
- Another leading economic indicator for global trade suggests further weakening in 2H2025. US inventory levels are not low, and pre-import effects before July 9, 2025 will likely reduce import demand in 2H2025.
  - In 2023, Vietnam's trade activity slowed as US retailers had stockpiled goods since late 2022. This was shown through higher downstream inventories compared to upstream. (figure 45)
  - As of Q2-FY25, inventory in both downstream and upstream sectors is shrinking, reflecting a steady clearance process. However, the current levels are still not low enough to trigger large-scale import waves.
  - Ahead of the reciprocal tariff deadline on July 9, 2025, there may be a short-term import "sprint" to the US, temporarily driving up inventories. However, this is only an immediate effect.
  - Since the 2022 surge, US businesses have become more flexible in inventory control, maintaining moderate levels. Trade demand is expected to recover more sustainably from 2026, once inventory levels fall and the restocking cycle begins.

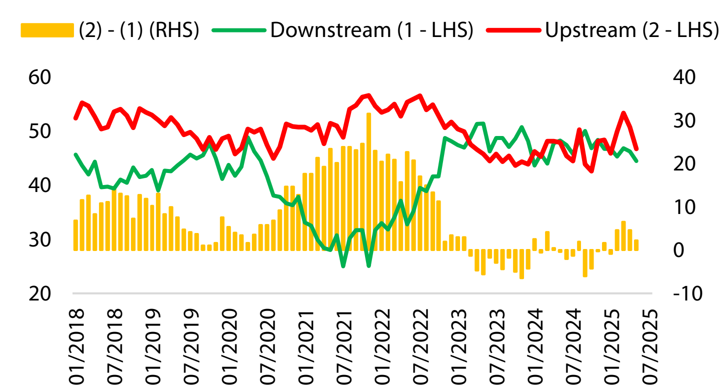
Separating the downstream inventory component from the total provides insight into upstream (input material supply) and downstream (retail production) inventory levels. A positive day spread indicates low inventory downstream and restocking upstream. A low or negative reading suggests increasing downstream inventory and slowing demand, implying that upstream is entering a destocking phase.

Figure 44: Survey on US Consumer confidence expectations and Inflation expectations



Source: University of Michigan, RongViet Securities

Figure 45: Inventory levels in the US



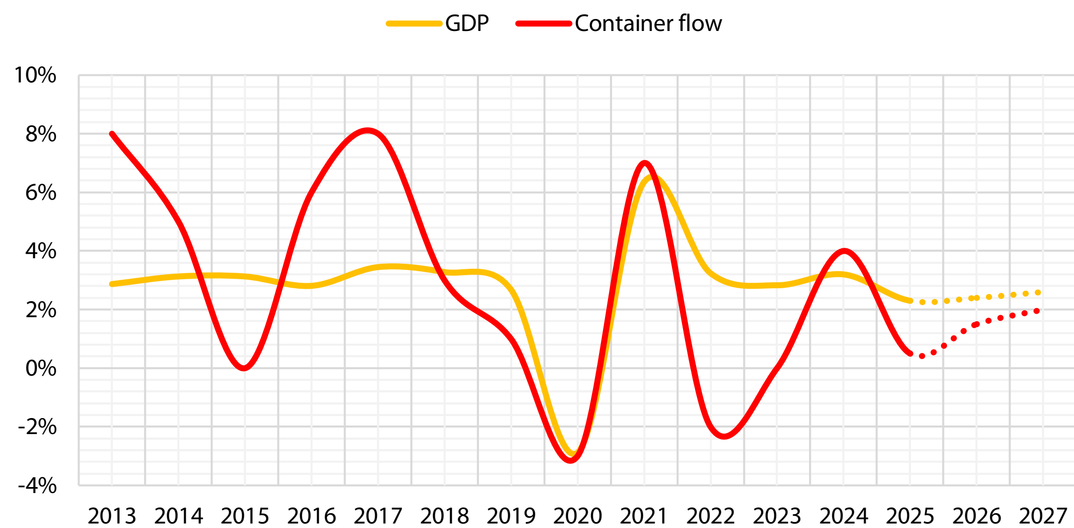
Source: MacroMicro, RongViet Securities

- Global economic growth is expected to return to its long-term trajectory, serving as an "anchor" to support global trade demand.
  - While the correlation between GDP growth and global trade flows is weakening, trade continues to fluctuate in sync with GDP and at a stronger rate. This trend is shaped by

protectionism, supply chain shifts, and structural dynamics in major economies (US, EU, China). However, global trade remains more sensitive to growth cycles.

- According to the World Bank, global GDP is projected to recover steadily, rising 2.3–2.6% during 2025–2027, driven by cooling inflation and looser monetary policy, thereby boosting investment – a driver of high import demand.

Figure 46: Forecast for global GDP growth and container flow



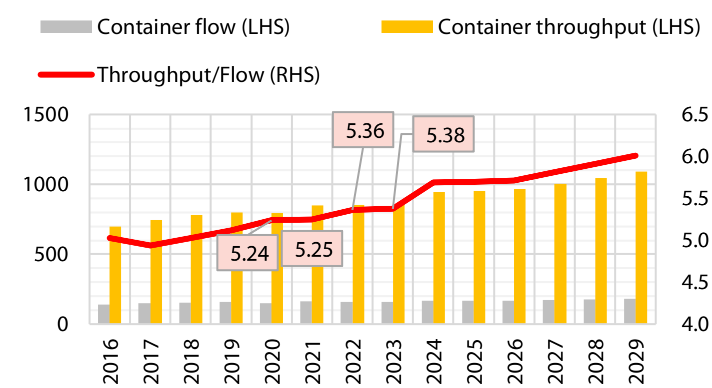
Source: World Bank, Unctad, RongViet Securities

- **Projected container throughput globally**

  Global port container throughput is expected to grow at a CAGR of 2.3% during 2025–2029. Output is projected to reach 918 million TEUs in 2025 and 1,006 million TEUs in 2029.

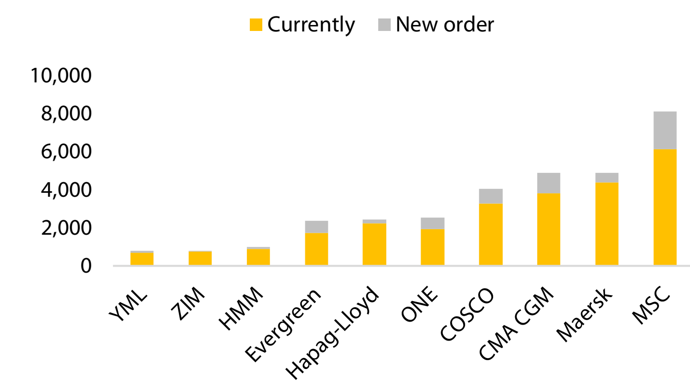
  - *We use the output/flow index to correlate container shipping traffic with annual container throughput. This index reflects that a container may pass through several intermediate ports (transshipment, temporary import–re-export, etc.) before reaching its final destination.*
  - From 2013 to 2024, the index increased by an average of 0.1 points per year. This indicates rapid global port system development. Additionally, as shipping lines scale up, they expand their service networks by adding routes and more ports to their schedules. As a result, the supply chain is more extended and inter-regional connectivity improves.
  - However, in 2021 and 2023, two major trade disruptions occurred: supply chain breakdowns from China's Zero-COVID policy, and a global inflation surge. Consequently, the output/flow index remained flat.
  - In 2025, carriers are expected to need 1–2 years to adjust ship schedules and restructure services due to two factors disrupting the supply chain: (1) the U.S. applies docking fees on ships built in China, and (2) rising trade tensions between the U.S. and China.
  - Based on historical data and the current context, we assume the output/flow index will stay flat during 2025–2026, then resume a 0.1-point average annual increase from 2027 to 2029.

Figure 47: Container volume through ports globally is forecast to continue to maintain growth momentum



Source: RongViet Securities

Figure 48: Supply expansion of shipping lines

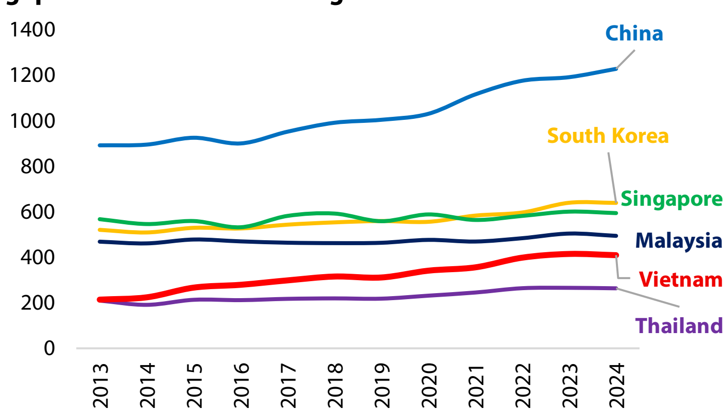


Source: Alphaliner, RongViet Securities

- **Vietnam has become more integrated into the global supply chain, forming the basis for projecting a 20 bps annual increase in its market share of global cargo throughput during 2025–2029.**
  - Vietnam is now a major manufacturing hub in the global supply chain. Its low labor costs support labor-intensive industries such as electronics, textiles, agriculture, and fisheries. Since the US–China trade war began in 2018, Vietnam's favorable location – at the heart of Southeast Asia and next to China, the world's factory – has helped it attract FDI (see page 38).
  - Vietnam's Logistics Performance Index (LSCI)(*) has made strong progress in the last 10 years, rising from 214 points in 2013 to 410 points in 2024 (figure 49). This equates to an average market share gain of 20 bps per year, excluding 2021 and 2023, which were affected by COVID-19 and global inflation. With limited room for supply chains to shift elsewhere (see page 38), Vietnam is expected to maintain its upward market share trajectory.

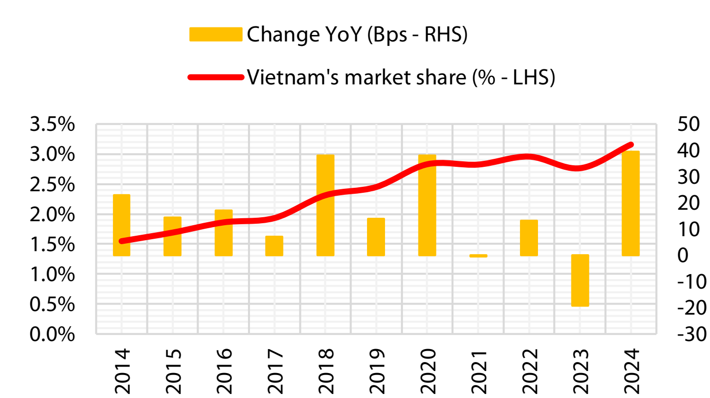
(*) The LSCI index is used in maritime transport to assess a country's connectivity to the global container shipping network. Countries with higher scores offer shorter cargo handling times, less port congestion, lower costs, and more reliable services for shipping lines. The index is based on six criteria: (1) Number of ships calling per week, (2) Total operational capacity, (3) Number of service routes, (4) Number of shipping lines, (5) Largest vessel size per route, (6) Number of directly connected ports.

Figure 49: Vietnam's connectivity index gradually narrows the gap with countries in the region



Source: Unctad, RongViet Securities

Figure 50: Changing container market share through Vietnam in the global supply chain



Source: RongViet Securities

Projected container volume through Vietnam's two main port clusters

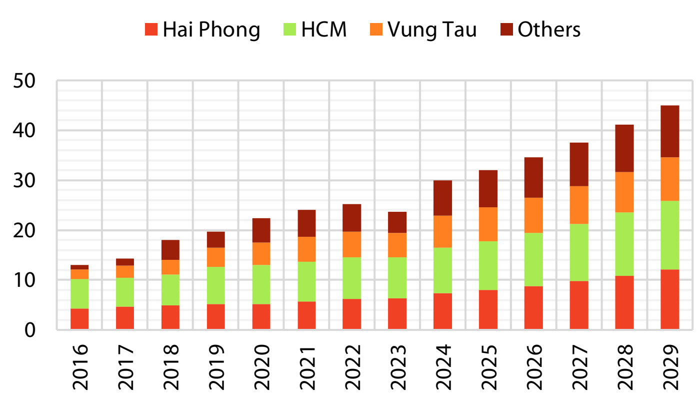
Two new ports – HTIT (Lach Huyen Berths 3 & 4) and HHIT (Lach Huyen Berths 5 & 6) – will begin operation in 2025. Total capacity in the Hai Phong area will increase from 8.5 million TEUs/year to 12.2 million TEUs/year. With the added capacity, Hai Phong will have more room to open new service routes and intensify competition among deep-water ports nationwide. As a result, Hai Phong's market share is expected to expand.

- **Hai Phong:** We project container throughput to grow at a CAGR of 11% during 2025–2029. Each year, Hai Phong gains 50 bps in market share by attracting cargo away from Cai Mep – Thi Vai deep-water port. Container volume is expected to reach 8 million TEUs in 2025 and 12.1 million TEUs by 2029. (return to page 26)

  Before 2025, Hai Phong had only one deep-water port – HICT (Lach Huyen Berths 1 & 2) – which operated at full capacity. Service routes reached their limit, and container cargo had to be moved to the South to ensure timely delivery. The addition of two new ports will increase vessel calls and allow goods to be shipped directly from Hai Phong, eliminating the need for southbound transfer.

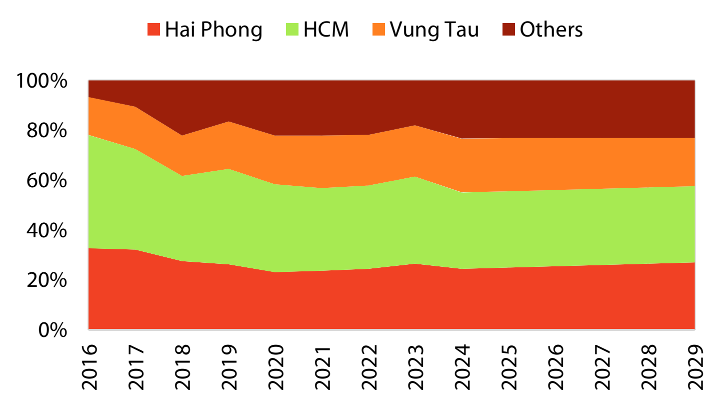
- **Cai Mep – Thi Vai:** We project container throughput to grow at a CAGR of 6% during 2025–2029. This is lower than the national growth rate due to a shrinking market share as Hai Phong's two new deep-water ports come online. Projected throughput will reach 6.6 million TEUs in 2025 and 8.4 million TEUs in 2029.

Figure 51: Container volume through each region of Vietnam



Source: VPA, RongViet Securities

Figure 52: Container market share through each region of Vietnam



Source: VPA, RongViet Securities

APPENDIX 7 – VIETNAM'S ROLE IN THE GLOBAL SUPPLY CHAIN (Back to Table of Contents)

Vietnam has established itself as a key manufacturing and trade hub within the global value chain. While the imposition of reciprocal tariffs by the US may impact the competitiveness of Vietnamese goods in this market, the tariff gap remains relatively modest compared to regional peers such as Cambodia, Indonesia, and Bangladesh. Furthermore, although the US is the largest consumer market, it is not the only destination for Vietnamese exports. As such, we believe that a complete shift of the global supply chain away from Vietnam is unlikely. (Return to page 30)

Table 20: Summary of criteria for assessing Vietnam's capacity in the supply chain

Quota	Assess
FDI inflows	FDI enterprises play a pivotal role in Vietnam's trade activities. Vietnam ranks second only to Singapore in Southeast Asia in terms of FDI inflows, with a stable CAGR of 6% from 2015 to 2024.
Supply chain relocation costs	The high cost associated with relocating supply chains serves as a stabilizing factor for manufacturers, discouraging capital withdrawal. The estimated cost of switching production locations ranges from 60% to 125% of the original investment, depending on the industry.
Critical commodity groups	According to the US officials, labor-intensive products such as textiles, footwear, and seafood – though low in value – account for a large share of container throughput at ports. These goods are not the main targets of the US tariffs. Despite their lower value, they are estimated to represent up to 60% of port volumes due to their high shipment frequency.
Trade Agreement	Vietnam benefits from a broad and high-quality network of FTAs, including with the EU, UK, Japan, and South Korea – markets known for their strict standards but high trade value. This provides a strong foundation for export diversification.

Source: RongViet Securities

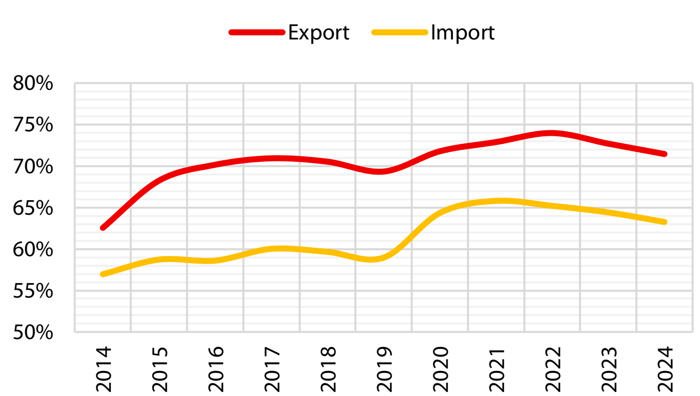
FDI in Vietnam **(Return to page 36)**

The FDI sector plays a vital role in Vietnam's trade, accounting for over 65% of exports and 55% of imports over the past decade (Figure 53). This reflects investors' long-term confidence in the country's business environment.

DI inflows are driven by both internal strengths – such as policies, labor, and infrastructure – and global factors like supply chain shifts since the US–China trade war. As a result, Vietnam has become one of Asia's leading manufacturing hubs.

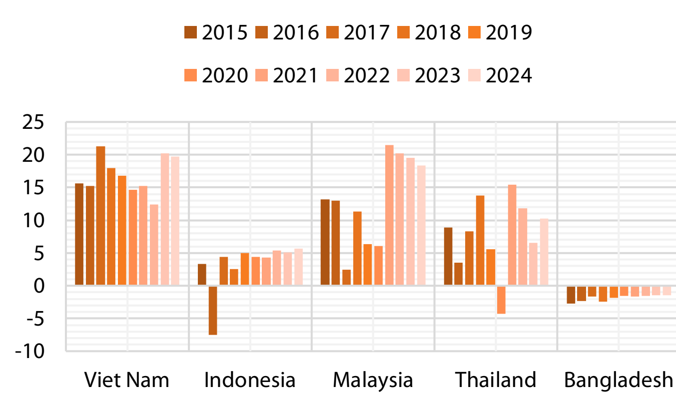
Within Southeast Asia, Vietnam currently ranks second after Singapore in terms of annual FDI inflows. In contrast, Bangladesh, despite having lower labor costs, has experienced a continuous decline in FDI due to political instability.

Figure 53: FDI plays an important role in Vietnam's trade activities



Source: Fiinx, RongViet Securities

Figure 54: FDI inflows in some Asian countries (USD bn)



Source: Bloomberg, RongViet Securities

High supply chain relocation costs act as a constraint

Relocation costs are a key indicator of the difficulty in shifting supply chains. In Vietnam, high switching costs help maintain stability for manufacturers, ports, and logistics systems – limiting capital outflows in the face of external shocks such as reciprocal tariffs or changes in trade policy. This reinforces the view that Vietnam's supply chain position is unlikely to be affected in the short term.

Relocation costs typically fall into three categories:

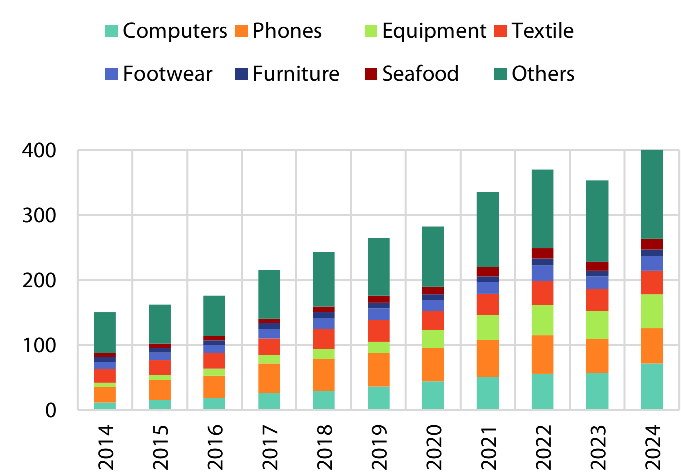
- ***Process cost:*** Covering the search, evaluation, and onboarding of new suppliers. These are time- and resource-intensive, carrying operational risks, and typically account for 5–15% of project investment.
- ***Financial costs:*** The most significant component (50–80%), including contract termination fees, equipment relocation, new investment, training, compliance costs, and initial setup in a new location. Actual costs can exceed estimates.
- ***Invisible costs:*** Productivity losses, delivery delays, revenue drops, supplier network disruptions, and the loss of skilled labor.

Low-Value, High-Volume goods likely to remain in vietnam

In 2024, Vietnam's top export categories – computers, electronics, phones, and components – generated USD 72.5 billion (+26% YoY) and USD 53.9 billion (+3% YoY), accounting for 19% and 14% of total exports, respectively.

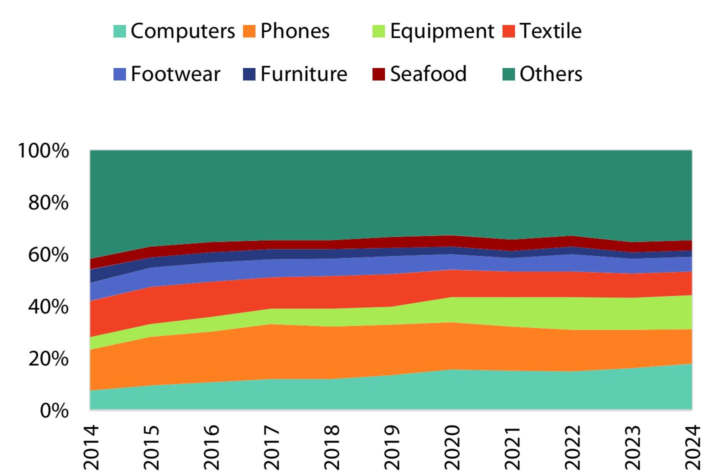
Meanwhile, labor-intensive sectors like textiles (USD 37 billion, +11%), footwear (USD 23 billion, +13%), furniture (USD 16 billion, +20%), and seafood (USD 10 billion, +12%) collectively contributed 21.2% of total export value. Despite lower export value, these goods dominate container volumes due to sea transport reliance – estimated at up to 60% of throughput. Maintaining these industries is therefore critical to port output and supply chain continuity.

Figure 55: Vietnam's export value by type of goods (USD bn)



Source: Customs, RongViet Securities

Figure 56: Proportion of Vietnam's exports by type of goods



Source: Customs, RongViet Securities

According to the US Treasury Secretary, American tariffs primarily target strategic sectors such as semiconductors, computers, and pharmaceuticals to promote reshoring of high-tech industries. In contrast, labor-intensive sectors like textiles, leather, and footwear are expected to remain concentrated in Asian countries.

We believe Vietnam continues to be a trusted manufacturing hub for global fashion brands, based on the following factors:

- **Competitive labor force:** Industry discussions indicate that Vietnam not only offers low labor costs but also a highly skilled workforce – second only to China and outperforming peers like Bangladesh and India.
- **Positive assessment by the ILO:** The International Labour Organization highlights the adaptability and skill acquisition of Vietnamese workers, particularly women in the garment sector. Their dexterity, attention to detail, and adherence to production discipline enable them to meet the stringent requirements of international buyers, including in high-complexity, high-quality orders.

FTA network enhances vietnam's competitive edge

Vietnam ranks among the most trade-open economies globally, with over 15 free trade agreements, including next-generation FTAs such as CPTPP, EVFTA, and RCEP. This extensive FTA network strengthens Vietnam's position as a regional production hub by facilitating export growth and market access.

Table 21: Comparison of trade agreements of some countries in the region

Country	Multilateral Agreements	Bilateral Agreements	Comment
Vietnam	9	8	Vietnam has a broad and high-quality FTA network, including with the EU, UK, Japan, and South Korea – demanding but high-value markets. However, its raw material supply still depends heavily on China, a key rival of the US.
Indonesia	8	6	The country benefits from natural resources such as coal and palm oil and has leveraged the RCEP agreement to boost exports in these sectors. However, limited highway infrastructure – with only around 35% meeting standards – continues to reduce its appeal to foreign investors.
Malaysia	7	10	Although its annual FDI is comparable to Vietnam's and it has a larger number of FTAs, most of the capital inflows are high-quality and concentrated in semiconductor manufacturing.
Thailand	7	8	The country lacks major FTAs with key markets such as the EU and the US. Combined with political instability and an aging population, it struggles to attract FDI at the level of Vietnam.
Bangladesh	2	1	Benefiting from generous tax exemptions under the GSP for less developed European countries, it has become a competitor to Vietnam in this market. However, this preferential treatment is expected to expire in 2026. Overall, Vietnam's FTAs are superior in both number and quality.

Source: RongViet Securities

APPENDIX 8 – GMD'S COMPETITIVENESS IN THE TWO MAIN SEAPORT AREAS OF VIETNAM (Back to Table of Contents)

HAI PHONG AREA (Return to page 26)

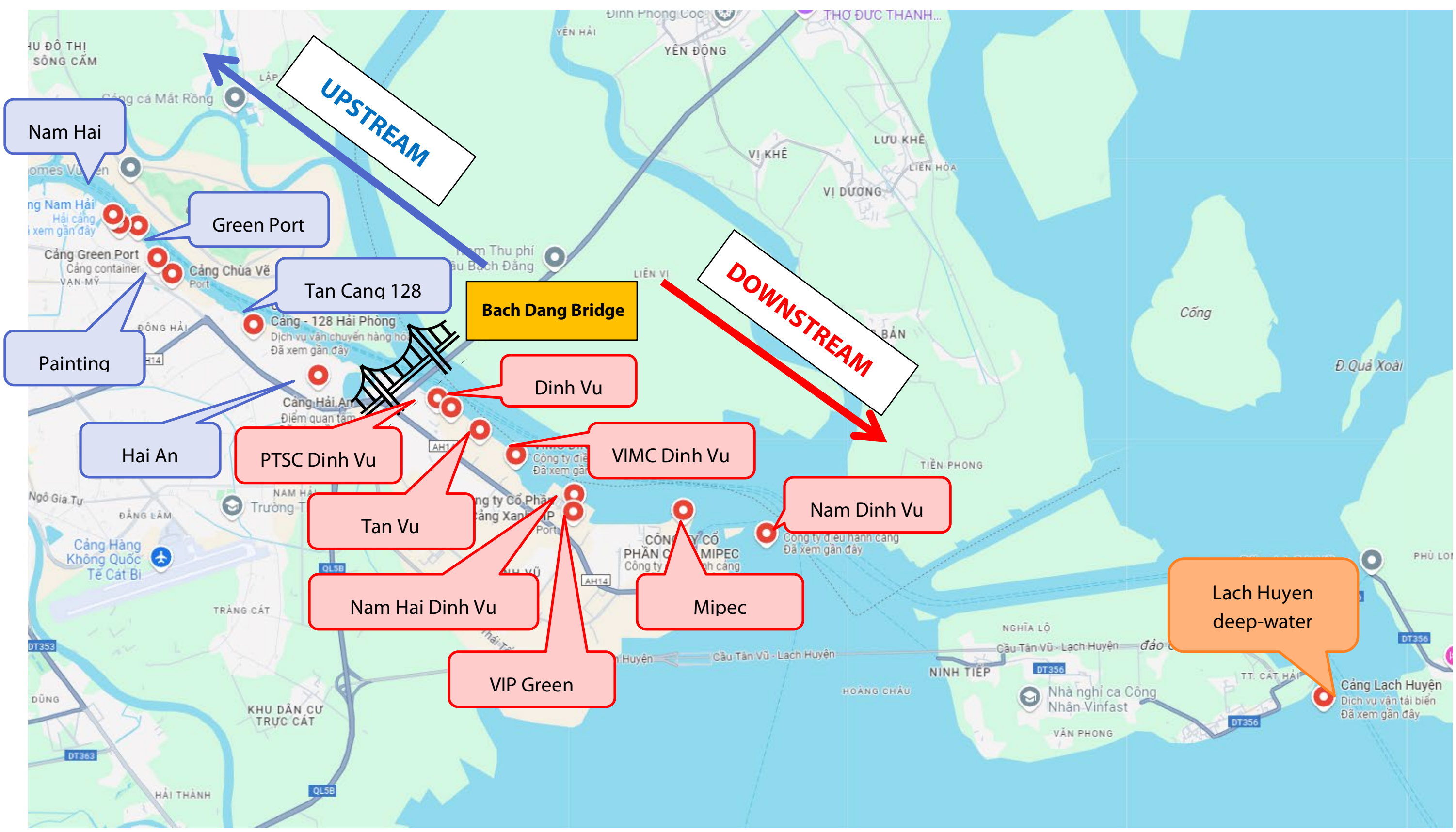
The shift of Hai Phong's port system is clearly moving from the upper Cam River to the lower Cam River, and especially toward the Lach Huyen area. Compared to upstream, downstream ports offer a prime location that supports business optimization and aligns with shipping lines' development strategies:

- Upstream ports are limited by channel depth and turning basins, making it difficult for vessels over 30,000 DWT to operate flexibly. In contrast, downstream ports fully meet the requirements to receive large vessels, helping improve throughput and reduce cost per shipping unit.
- The location near the river mouth shortens the voyage, saving fuel and travel time.
- Since the Bach Dang Bridge opened, vessel traffic to the upstream area has become more restricted—especially for ships over 20,000 DWT—further accelerating the shift downstream.

Given similar indicators, Lach Huyen port clearly holds superior advantages over river ports and fits the trend of deploying larger vessels by global shipping lines.

However, container handling service charges at river ports are about 30–40% lower than at deep-water ports. This makes them suitable for carriers operating intra-Asia routes. Meanwhile, deep-water ports mainly serve direct exports to the US and Europe. This cost advantage allows river ports to maintain positive long-term growth.

Figure 57: Container seaport system in Hai Phong

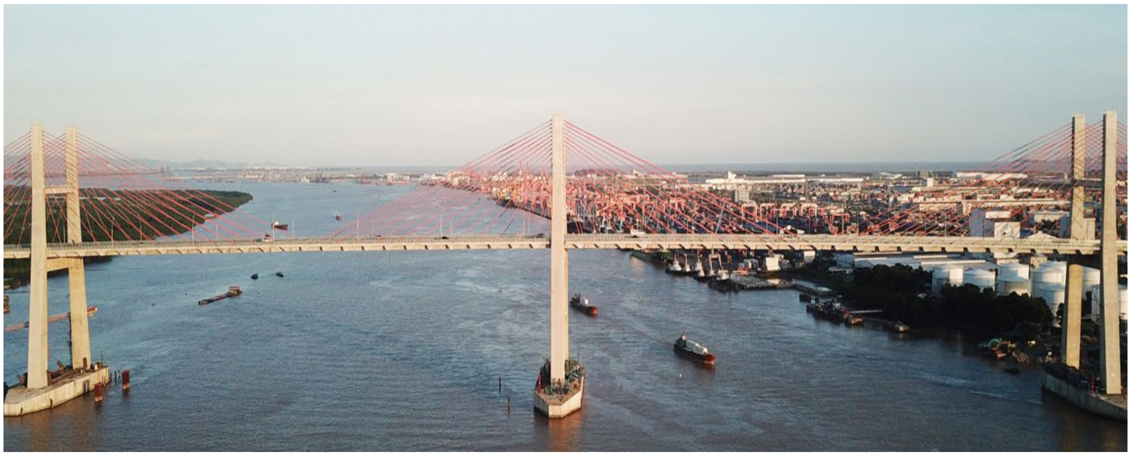


Source: Google Maps, RongViet Securities

Bach Dang River intersects with the Pha Rung shipping channel and the Cam River, an area with high traffic density, including vessels up to 40,000 DWT and inland watercraft moving in a complex pattern. Pier T29 of the

Bach Dang Bridge is positioned in the middle of the Cam River and is only equipped with an anti-collision system designed for 20,000 DWT vessels, making it difficult to ensure safety in case of a collision. Therefore, operating ports located upstream of the Bach Dang Bridge is considered the optimal choice for shipping lines.

Figure 58: Port differentiation in Hai Phong following the opening of Bach Dang Bridge



Source: Quang Ninh newspaper, RongViet Securities

High competitiveness can help GMD expand its market share among downstream ports

In 2024, GMD invested VND 80 billion to upgrade the Ha Nam Canal, increasing the navigational depth from -7.5m to -8.5m from the estuary to the NDV Port. The deeper water level allows shipping lines to optimize cargo volume during transport.

As of now, the Ha Nam Canal has enhanced NDV Port's competitiveness over other downstream river ports. NDV is the only port with an entry channel depth of -8.5m and a berth depth of -9.5m, enabling it to receive the region's largest vessels of up to 48,000 DWT.

However, this is not an exclusive advantage. In Q3-FY24, Viconship (HSX: VSC) was approved by the Ministry of Transport (now Ministry of Construction) to upgrade the same canal, with implementation expected in 2025. VSC's port has infrastructure and technology nearly equivalent to GMD. Once completed, the renovation will narrow the functional gap between the two ports.

Overall, GMD still holds a competitive edge over other river ports in Hai Phong.

Figure 59: GMD completes Ha Nam Canal dredging, enhancing NDV Port's competitiveness

Source: GMD, RongViet Securities

Table 22: Comparison of technical information of container ports in Hai Phong

Port Name	Maximum vessel size (DWT)	Number of wharves	Depth in front of berth (m)	Entrance Depth (m)
River Port				
Nam Hai	10,000	1	-7.6	-7.1
Green Port	25,000	2	-8.5	N/A
Painting Pagoda	10,000	5	-8.7	N/A
Tan Cang 128	15,000	1	-7.5	N/A
Hai An	25,800	1	-7.5	-7.0
PTSC Dinh Vu	20,000	1	-8.0	N/A
Dinh Vu	20,000	2	-8.7	-7.5
Tan Vu	40,000	5	-9.0	-7.6
VIMC Dinh Vu	40,000	1	-8.2	-7.1
Nam Hai Dinh Vu	42,000	2	-8.3	-7.2
VIP Green	42,000	2	-8.5	-7.2
Mipec	3,000	1	-8.5	-7.0
Nam Dinh Vu	48,000	4	-9.5	-8.5
Lach Huyen deep-water port				
HICT (Terminals 1 & 2)	145,000	2	-16.0	-13.0
HTIT (Terminals 3 & 4)	100,000	2	-16.0	-13.0
HHIT (Terminals 5 & 6)	165,000	2	-16.8	-12.8

Source: Hai Phong Port Authority, RongViet Securities

CAI MEP – THI VAI AREA (Return to page 29)

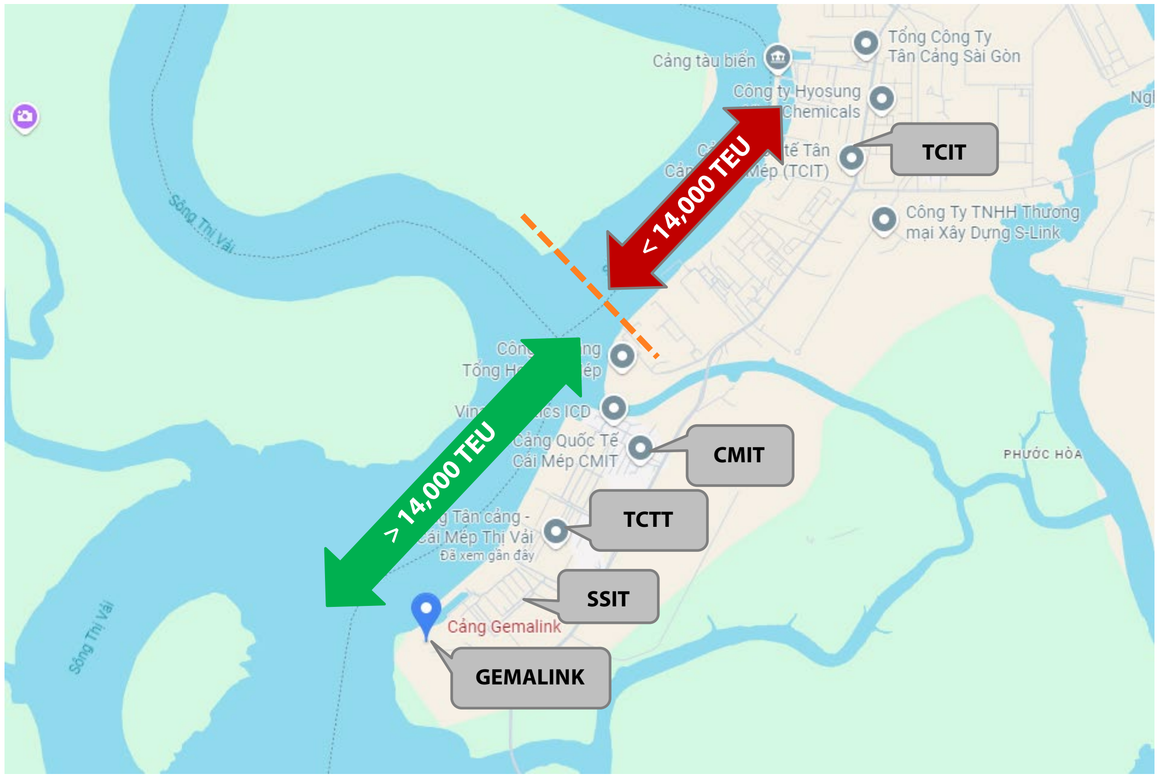
Vietnam's deep-water ports all list loading and unloading prices at the ceiling price of Circular 39/2023/TT-BGTVT, so the basic competitive factors are exploitation capacity and geographical location.

Deep-water ports require substantial investment, possess strong long-term growth potential, and generate significant economic value. As a result, they always attract attention from international shipping companies. Besides the basic competitive factors mentioned above, the market share of strategic partners also plays a critical role in determining a port's competitiveness.

With those criteria, it is easy to see that GML port holds stronger competitiveness than other ports in the region:

- ***Favorable geographical location:*** GML is located at the mouth of the Thi Vai River, with a channel depth of up to -16.5m and a wide turning basin. It is capable of receiving the world's largest vessels today, with tonnage up to 200,000 DWT (equivalent to 20,000 TEUs).
- ***Optimized design for handling operations:*** GML has a berth length of 990 meters – the second largest in the CMTV area. It includes an 800m wharf and a 190m domestic cargo bridge, allowing simultaneous handling of two mother vessels while separating domestic operations. This design enables flexible parallel handling of import-export and domestic transshipment. Once Phase 2 is completed, GML will become the largest port in the region in terms of infrastructure scale.
- ***Strong customer base of major global shipping alliances.*** *GML serves the world's largest shipping line alliances. Following alliance restructuring* (see also Analyst Pinboard – Restructuring of the shipping line alliance), Ocean Alliance (including CMA-CGM) holds the largest global market share. Meanwhile, MSC – the fastest-expanding carrier – is collaborating with the Premier Alliance to operate the Asia-Europe route, which has been transferred from CMIT to GML.
- Strategic partnerships are a key growth driver for deep-water ports: For example, SSIT port, which shares similar location and design as GML, has not achieved proportional operating efficiency because its strategic partner, SSA Marine, only specializes in terminal operations and does not own a strong fleet to bring cargo to the port. After 7 years of operation, SSIT has only reached about 46% of its design capacity.

Figure 60: Major container ports in the CMTV area



Source: GMD, Google Maps, RongViet Securities

Table 23: Information on some major ports operating container cargo in the CMTV area

Port Name	Maximum vessel size (DWT)	Number of wharves	Main berth length (m)	Strategic Partners
TCTT (formerly TCOT)	160,000	1	300	N/A
TCIT	160,000	2	320	MOL, Wanhai, Hanjin
CMIT	160,000	1	600	APM Terminal
SSIT	200,000	3	600	SSA Marine
GML	200,000	2	800	CMA – CGM

Source: Vung Tau Port Authority, RongViet Securities

APPENDIX 9 – RISKS TO RECOMMENDATIONS (Back to Table of Contents)

In the context of ongoing global economic uncertainty, prolonged geopolitical conflicts, and rapid changes in Vietnam's development direction and policy administration, we recognize several potential risk factors that could significantly affect GMD's business outlook in the medium to long term.

These risks are currently not fully reflected in the target price due to uncertainties in implementation timing. We will update these factors as soon as official information becomes available.

Downside risk

- ***A decline in global goods flows and fragmented trade flows if US-China tensions escalate***. In such a case, low-cost Chinese goods may seek alternative consumer markets to the U.S., prompting other countries to adopt greater protectionism to support domestic industries.
- ***GML's Phase 2 expansion project may be delayed.*** Although identified as a core project since 2021, implementation has not begun. The original plan was to simultaneously construct sections 2A and 2B, but section 2B has yet to receive a permit for wharf extension. For 2025, GML has decided to proceed with phase 2A independently. However, there is still a possibility of further delays, potentially resulting in GMD's medium-term volume and revenue growth falling short of expectations.
- ***SCS is not granted the right to operate at LTIA*** – leading to a devaluation of the associate company, as we forecast long-term negative growth due to the shift of international goods traffic from Tan Son Nhat Airport to Long Thanh.

Upside risk

- ***Increase container handling service charges***. In February 2025, GMD proposed to the Ministry of Transport (now the Ministry of Construction) and the Vietnam Maritime Administration to increase loading and unloading fees at deep-water ports. Circular 39/2023/TT-BGTVT, effective from February 15, 2024, already raised fees by 10% compared to the previous regulation. However, Vietnam's current tariffs are still significantly lower than regional peers, despite similar infrastructure investments and somewhat better service quality. A tariff increase would allow GML to improve revenue and expand profit margins, as input costs are not expected to rise proportionally. (See page 46).
- ***Hai Phong and the CMTV cluster are expected to become Free Trade Zones (FTZs) in the near future,*** in line with the Government's strategy to develop FTZs following international models, with Da Nang as the pilot project before national expansion. The investor port is strategically located in the planned FTZ area of Hai Phong, and GMD is also seeking approval to invest in Cai Mep Ha FTZ. The official approval of Da Nang as an FTZ on June 16, 2025 strengthens expectations for wider adoption of the model, thereby creating opportunities to attract more transshipment cargo, on-site manufacturing and processing, boost volume growth, and expand GMD's value-added service chain. (see Analyst Pinboard – Free Trade Zone)

APPENDIX 10 – CONTAINER HANDLING SERVICE CHARGES ACCORDING TO CIRCULAR 39/2023/TT-BGTVT (Back to Table of Contents)

Circular 39/2023/TT-BGTVT allowing an increase in container handling rates took effect on February 15, 2024. The container handling rate bracket increased by 10% compared to Circular 54/2018/TT-BGTVT. (return to page 29)

For the river port area in Hai Phong, ports no longer need to reduce prices to compete, and most listed rates now fall within the regulated price bracket (table 24).

Deep-water ports are listed at the ceiling price of the bracket, but this level remains about 50% lower than the average rates of other countries in the region (table 25). (Return to page 45)

Table 24: Price bracket of container handling services in Vietnam

Hai Phong Area	Import Export Container (USD/Teu)	
	Ship – Yard	Ships – Cars
Framework according to Circular 39	**36 – 53**	**32 - 42**
listed at the port		
Green Port	46	41
Painting Pagoda	39	36
Hai An	45	40
Tan Cang 189	42	39
PTSC Dinh Vu	36	32
Dinh Vu	45	40
Tan Vu	42	39
Nam Hai Dinh Vu	46	41
VIP Green	46	41
Nam Dinh Vu	46	39
Framework according to Circular 54	***33 – 53***	***26 – 42***
Deep-water port area	**Import Export Container (USD/Teu)**	
	Import & Export	**Transshipment**
Framework according to Circular 39	**57 – 66**	**34 - 40**
Listed at the port		
CMIT	66	40
SSIT	66	40
Gemalink	66	40
HICT	66	40
Framework according to Circular 54	***52 – 60***	***31 - 36***

Source: Circular 39/2023/TT-BGTVT, Circular 54/2018/TT-BGTVT, Company website, RongViet Securities

Table 25: Freight rates at deep-water ports of countries in the region

Port Name	Country	USD/TEU
Tanjung Pelepas	Malaysia	71
Port Klang	Malaysia	69
Port of Singapore	Singapore	190
Ningbo	China	75
Busan	South Korea	95
Tokyo Ohi Container Terminal	Japan	263
Average		**127**

Source: Company website, RongViet Securities

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Ratings	BUY	ACCUMULATE	REDUCE	SELL
Total Return including Dividends in 12-month horizon	>20%	5% to 20%	-20% to -5%	<-20%

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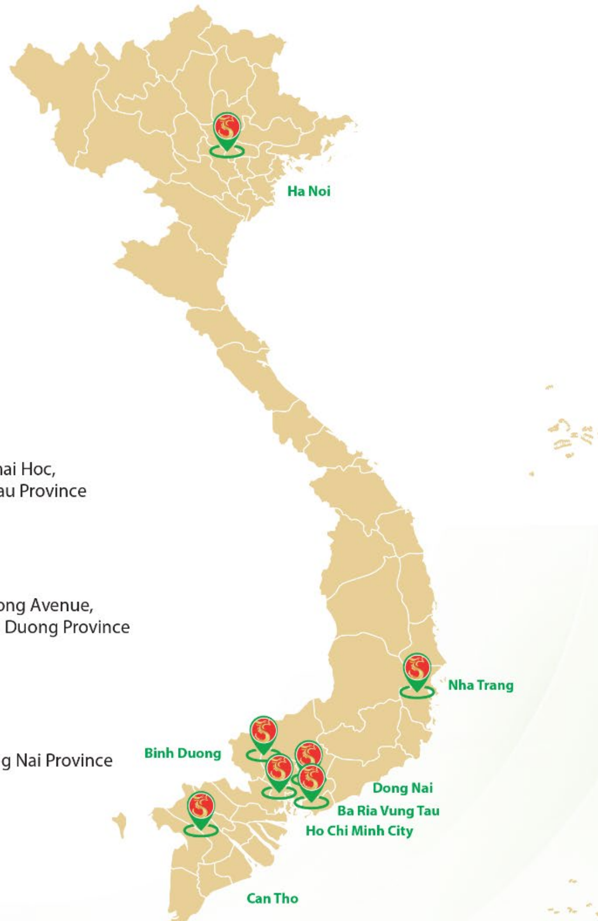

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