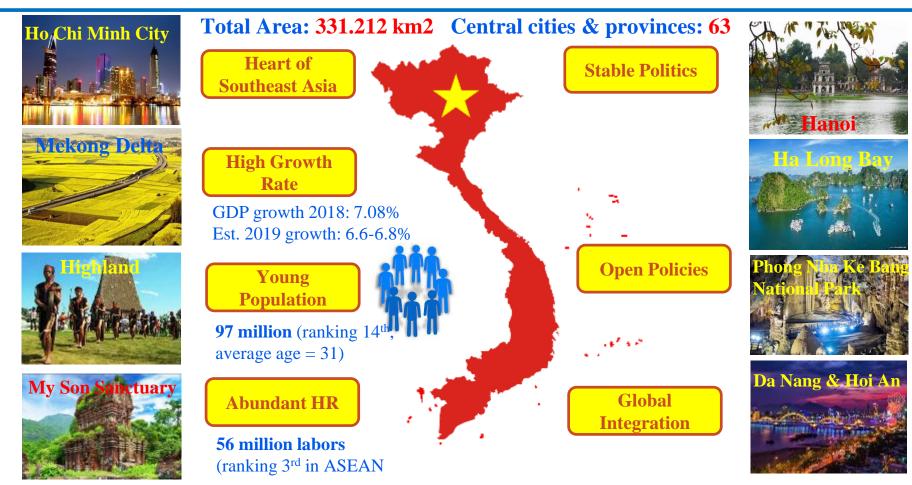


BEST GREETINGS FROM SAIGON NEWPORT CORPORATION



VIETNAM: AN ATTRACTIVE DESTINATION



VIETNAM ECONOMY

Source: Statistics of SNP & VLA

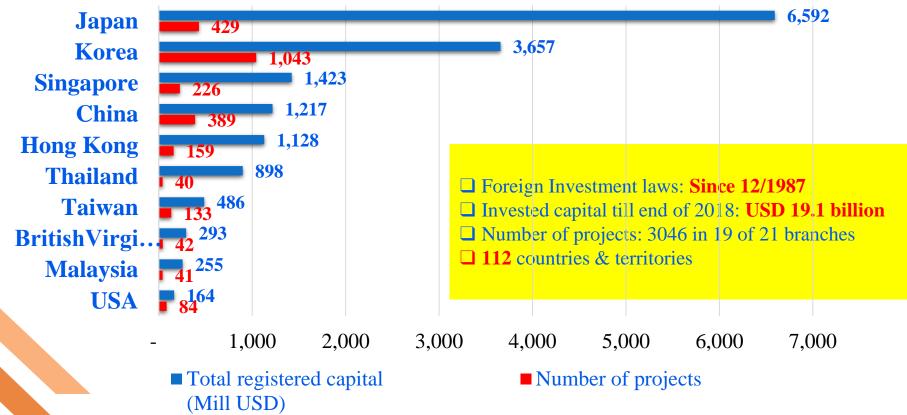


- Size of economy (at current prices): USD 5.553,5 billion
- GDP per capita: USD 2,587
- CPI 2018: compared to 2017 increased by **3.54%**
- Number of operating enterprises in 2018: 165.285
- Logistics companies: 4,000 companies providing domestic & international logistics services in which approximately 30 companies providing cross border logistics services

RELATIONSHIP BETWEEN VIETNAM AND THE WORLD



TOP 10 FDI COUNTRIES & TERRITORIES IN 2018



Source: Vietnam Customs

VIETNAM EXPORT - IMPORT

Source: MIT & GSO

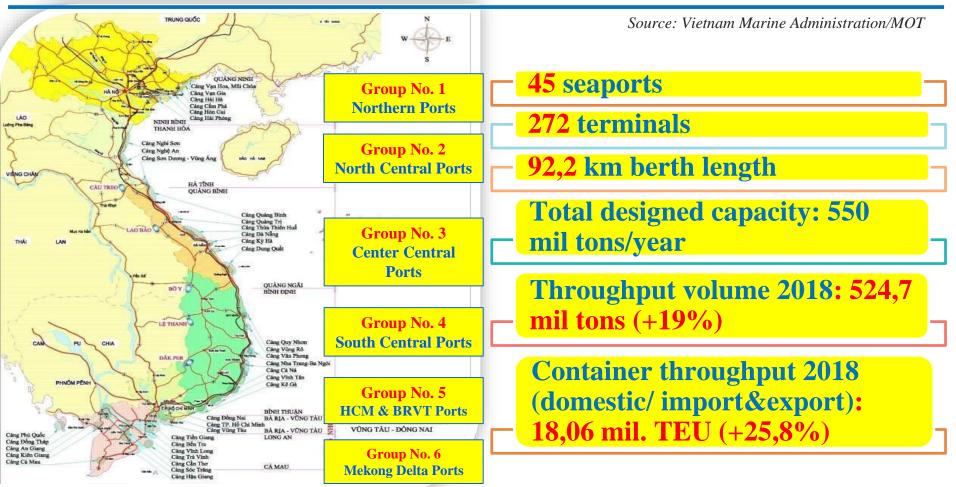
	2017				2018			
	EXP	ORT	IMPORT		EXPORT		IMPORT	
Market	Bill. USD	vs 2016 (%)	Bill. USD	vs 2016 (%)	Bill USD	vs 2017 (%)	Bill. USD	vs 2017 (%)
USA	41,59	8,2	9,2	5,8	47,53	14,3	12,75	36,4
EU	38,18	12,7	12,09	8,6	41,79	8	13,89	13,9
China	35,40	61,5	58,23	16,4	41,27	16,6	65,44	11,7
Asean	21,72	24,2	28,02	16,4	24,74	13,9	31,76	12,2
Japan	16,85	14,8	16,59	10,1	18,85	11,8	19,01	12
Korea	14,82	30	46,73	45,3	18,20	22,8	47,49	1,1
Hong Kong	7,58	24,6	1,66	11,1	7,95	4,9	1,54	-7,7
Taiwan	2,57	13,3	12,70	13,1	3,15	22,5	13,23	3,9

Total Import & Export Turnover in 2018: 480.171 billion USD (+12.15%)

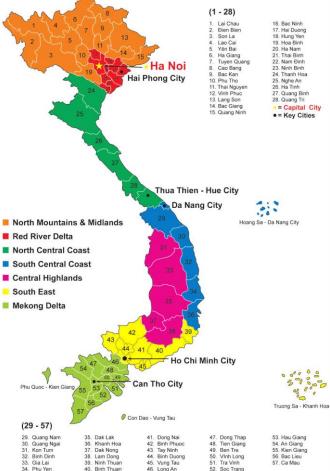


TỔNG CÔNG TY TÂN CẢNG SÀI GÒN SAIGON NEWPORT CORPORATION

VIETNAM SEAPORT NETWORK



VIETNAM ICD & LOGISTICS CENTER PLAN(1-28)by 2020 and orientation till 2030



Area	Logistics Center	Inland Clearance Depot (ICD)			
Northern	08	23			
Central & Highland	07	09			
South-Eastern	04	29			
Mekong Delta	02	02			
TOTAL	21	63			
Source: Decision No. 1012/0D-TTg & Decision No. 1201/0D-BGTVI					

Source: Decision No. 1012/QD-TTg & Decision No. 1201/QD-BGTVT



3 CORE BUSINESSES

PORT OPERATION



- 18 terminals (6 barging, 7 feeder & 5 deepwater terminals)
- **Total berth length: 8.519 m**
- ✤ 05 container depots
- ✤ 20 tugboats
 - ✤ 04 vessels for domestic shipping
 - Maritime supporting services
 - Towage and salvage services
 - Offshore transportation services...

SHIPPING & MARINE ECONOMY SERVICES



LOGISTICS

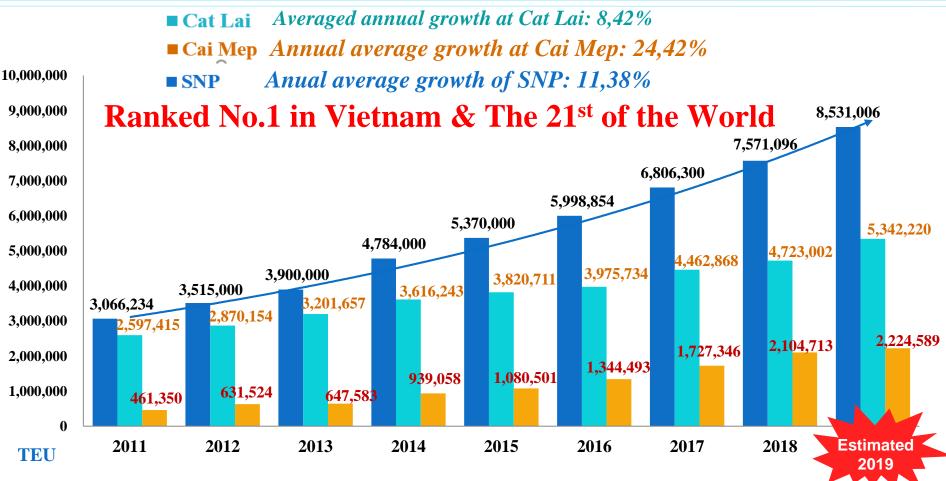


- 07 ICD (Inland Clearance Depot)
- 1,000,000 sqm of Warehouses
 (BWH, CFS, Non-bonded, DC)
- ✤ 322 ha of CY
- 1,000 container trucks
- ✤ 110 barges

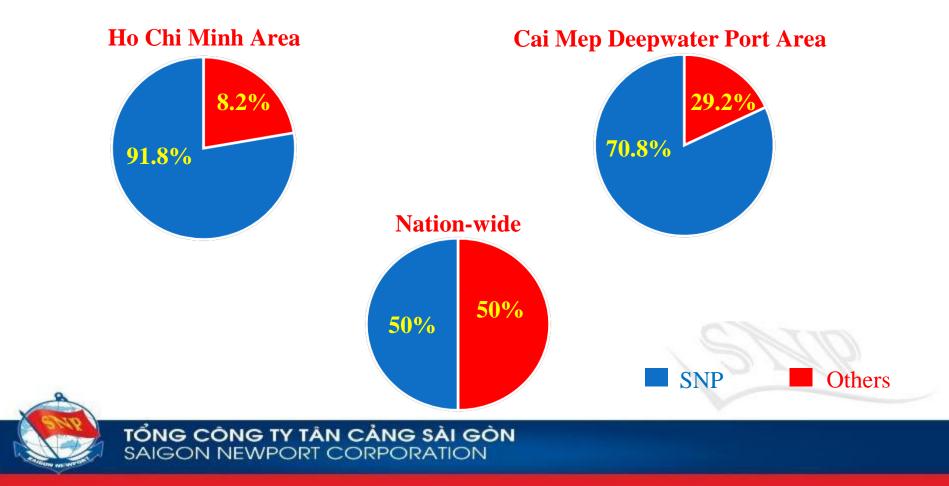
PORT OPERATION OVERVIEW (18 TMLs)



CONTAINER THROUGHPUT (excluded barging service)



MARKET SHARE 2018 (excluded barging services)



TAN CANG - CAT LAI TERMINAL

The biggest and most modern container terminal in Vietnam

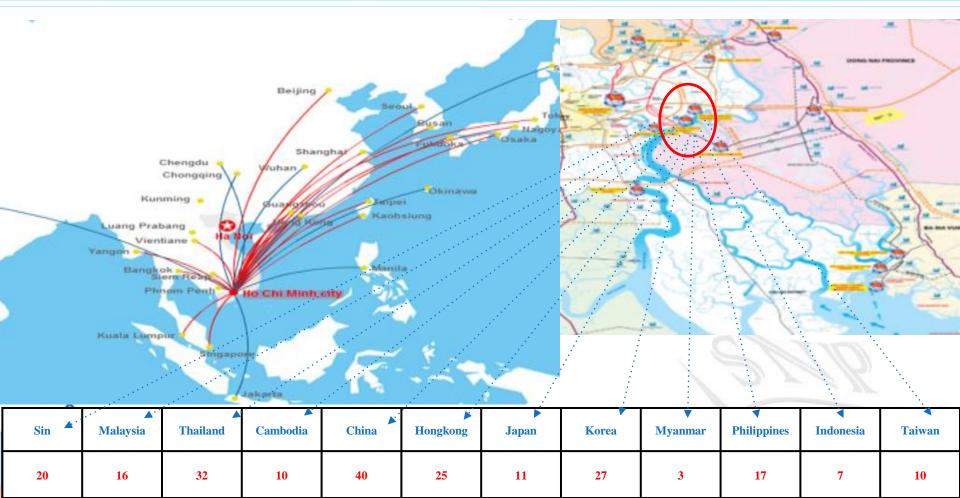
2017



PERMITTED NIGHT NAVIGATION

Draft	<195m	195m ->210m	>210m
<9.5m	permitted night navigation	permitted night navigation with mandatory channel guiding boat	restricted night navigation
9.51-10m	permitted night navigation	able to access from 03:00 - 15:30 (instead of 5:00 to 14:00) and must have tugboats to navigate to buoy No 58 in accordance with regulation of PA.	restricted night navigation
>10m	restricted night navigation	restricted night navigation	restricted night navigation
James and a start of the start			

WEEKLY INTRA-ASIA ROUTES FROM TCCL



LAYOUT OF TCCL TERMINAL

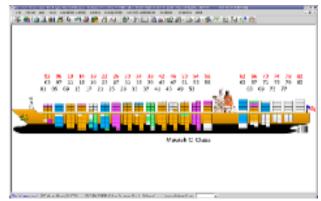


IT APPLICATION

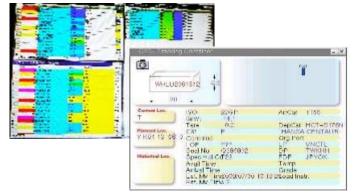
TOPX and TOPO-VN (Terminal Operation

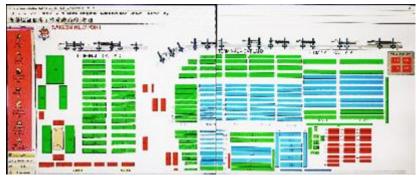
Package System) provided by Real time Business

Solution - RBS / Australia



TOPX (effective 2008)	TOPO-VN (effective 2015)
	- Manage, store and provide all of the container-related information
	- Improve the customer interacts' quality with port
terminals	- Manage containers exactly, provide data of container volume, support fee collection





IT APPLICATIONS & VALUE ADDED SERVICES

- ✓ Integrated to e-Customs (VINACCS/VCIS), enable customers to process online Declaration
- \checkmark E Banking & Mobile Banking svc
- ✓ E-Port via Internet & Mobile phone 100% application for exported container from 1st April, 2017 and 100% for imported containers from 1st April, 2018
- ✓ Automated Customs Inspection System: since August 24th 2018
- \checkmark Shall be applied Block chain technology.
- ✓ eDO Electronic Delivery Order:
 - 100% applied for MCC transport (Sealand Asia) from Oct 1st 2018.
 - 100% applied for Maersk Line from November 5th 2018
 - 100% applied for Safmarine from November 6th 2018.





Construction of Ball	BHT HA	Descence No.	Contensor not.	Devotes Type	American		Towark at 1
PH01111111	81.1	2194946# 3	123455#642	EXPORT:	1.03	UBD	08/10/2
PROTECTION.	64.2	Sharpice 2	2345675-ob#	EXPORT	2.03	USID	28/10/2
PHO1111111	BL 2	Involce 3	51111888888	MANJAL	2.00	450	25/11/2
PH01111111	84.4	Invoice 4	000000kaxkx	EXPORT	5.00	050	18/02/2
PH01111111	84.5.	Invoice 5	22222866666	EXPORT	5.00	450	18/02/2
PHO1111111	84, 6	Drubite 6	\$3333WW	EXPORT	5.05	USD	02/04/2
EH01111111	84, 2	211-10108-7	\$886572207	EXPORT	8.00		27/02/2
PH01111111	BL B	2muticle B	5986572205	EXPORT	600.00	UED	27/02/3



SNP EXPECT TO APPLY eDO WITH ALL LINERS

TAN CANG – HIEP PHUOC TERMINAL



Discharged/ Loaded on board at TCHP: waive barging charge between TCHP and Cat Lai/ associated ICDs; 50% LOLO, etc.

TAN CANG-CAI MEP DEEP-WATER TMLS



Able to receive vessels from 160,000 DWT (14,000 teu)

Location: Phu My town, Ba Ria – Vung Tau Province. Pilotage: Distance from Vung Tau Pilot Station: 18 N.M (1.5 hour)

> TẬN CÁNG - Mỹ THO TÂN CÁNG - TRÀ NÓC

TÂN CĂNG - BÔNG THÂN TÂN CĂNG - LONO BINH CĂNG TĂN CĂNG - CĂT LÁI TÂN CÂNG - CĂT LÁI TÂN CÂNG - TIC TÂN CÂNG - NIỆP PILƯÔC TÂN CÂNG - CĂI MỆP (TCIT, TCCT, TCOT)

CAI MEP DEEPWATER PORT AREA

Container terminal Bull/general purpose	Lot	Name	Draft	Opt. time	Weekly Call	Share holder
Products terminal	N	SITV	12 m	08/2010	0	Hutchison Ports, SICC
	Ι	SP-PSA	12m	05/2009	0	Saigon Port, Vinaline, PSA
N N N Pal	Н	тсст	14m	06/2009	0	SNP
SP-PSA International Terminal	G	ТСІТ	14m	01/2011	8	SNP, MOL, HJT, WHL
	Е	CMIT	14m	04/2011	5	Saigon Port, Vinaline, APMT
in the second se	– D	ТСТТ	14m	Q1/2014	6	SNP
	С	SSIT	14m	08/2018	4	Saigon Port, Vinaline, SSA
Limit of UK Admiraty Chart 1016 bortyn	В	Gemalink	14m	02/2019 Resume contract		Gemadept, CMA- CGM
5 10m		Cai Mep Downstream	14m	Waiting for approval		22

TCIT + TCCT



Major calling lanes at TCIT

Name of service lanes	Starting time of vessels phased in	Operating carriers	Capacity of vessel (Teu)	Rotation
PVC	06-Apr-17	CMA, COS, OCL, EMC	13,200	ASIA – US (WC)
PS2	04-Apr-17	MAE, MSC, HDM	10,000	ASIA – US (WC)
PS3	12-Apr-17	ONE, HLC, YML	10,000	ASIA – US (WC)
EC4	12-Apr-17	ONE, HLC, YML	14,000	ASIA – US (EC)
EC5	09-Apr-17	ONE, HLC, YML	10,000	ASIA – US (EC)
PN2	08-Apr-17	ONE, HLC, YML	6,500	ASIA- CANADA
FE5	05-Apr-17	ONE, HLC, YML	14,000	ASIA – EUR
NS1	06-May-18	WHL, IAL	2,500	INTRA - ASIA

Top Clients In top Terminal

The infrastructure of TCIT

	Current	End of 2019	
CY Capacity	45,000 TEUs	-	
Berth Length	890m	-	
Depth Alongside (m)	-14m channel access -16.8m water depth alongside	-	
Quayside Crane	Total 9 cranes: + 6 units: height 40m above rail, 55m outreach (20 rows) + 3 units: height 33m above rail, 50m outreach (18 rows)	Total 10 cranes: + 1 units: height 46m above rail, 65m outreach (24 rows) + 6 units: height 40m above rail, 55m outreach (20 rows) + 3 units: height 33m above rail, 50m outreach (18 rows)	
Cranes at CY	20 e-RTGs (6+1)	22 e-RTGs (6+1)	
Barge Quay Cranes	3 berths * 3 cranes	-	
Reach Stackers	6 units	-	
Terminal Tractors	66 internal trucks	71 internal trucks	
Reefer Plug	1,080 plugs	-	
Turning Basin	500m	-	
CY Utilization	80%	-	
Berth Utilization (mother vessel)	70%	-	

TCIT + TCCT

Biggest deep water terminal in Viet Nam Second largest after Tan Cang Cat Lai in term of cargoes volume



TCIT + TCCT

Biggest deep water terminal in Viet Nam Second largest after Tan Cang Cat Lai in term of cargoes volume



TAN CANG CAI MEP - THI VAI TERMINAL (TCTT)

Total Area	480,000 sqm
Berth Length	600 m
Draft channel/	-14m/
Depth Alongside	-16.1 m
Crane at CY	15 units: e-RTGs (6+1)
	7 units
	(03 units with height of
Quay Crane	43m, outreach 65m, 24
	rows)
	Super post panama
Terminal Trailer	30 units with chassis
Reefer Plug	486 units
Vessel size	160,000-DWT
	(or 14,000-TEU) and over
Designed Capacity	1,000,000 TEU/year

6 services/week: JTV1, JID, TPV, TP17, AWE4, AEU7





TỔNG CÔNG TY TÂN CẢNG SÀI GÒN SAIGON NEWPORT CORPORATION

TCTT & TCIT CO-OPERATION POLICY

Two terminals have internal co-operation agreement and same policies. Shipping lines can sign contracts with each terminal but can send vessels to each terminal or both in case of congestion or big size vessels.





TAN CANG - CAI CUI TERMINAL

Location: 9°59'8"N 105°49'49"E Total area: 7 ha

- Near rich cargo resources
- Easy to access industrial zones in Mekong Delta Area.
- Logistics Center Connection by waterway
- Berth length 180m; 02 Liebherr cranes.
- CY Capacity 765 TEU, Empty CY 1.000 TEUs.
- 02 Warehouses, each warehouse 3.024m².
- Channel depth: -6,5m; Vessel size: 20,000 DWT









CENTRAL OF VIETNAM

The road connects the three **Indochina countries**

TAN CANG – MIEN TRUNG TERMINAL



Location: Quy Nhon City, Binh Dinh Scale & capacity:

- \checkmark Total area: 25,000 m²
- ✓ Berth length: 160m (01 berth),
- \checkmark Channel chart datum:-10m
- ✓ Vessel capacity: 15,000-DWT
- ✓ Throughput capacity: 400,000 MTs
- ✓ Launch time: Feb. 2011
- ✓ 02 cranes over 35 tons, be able to handle OOG/BBK and project cargoes

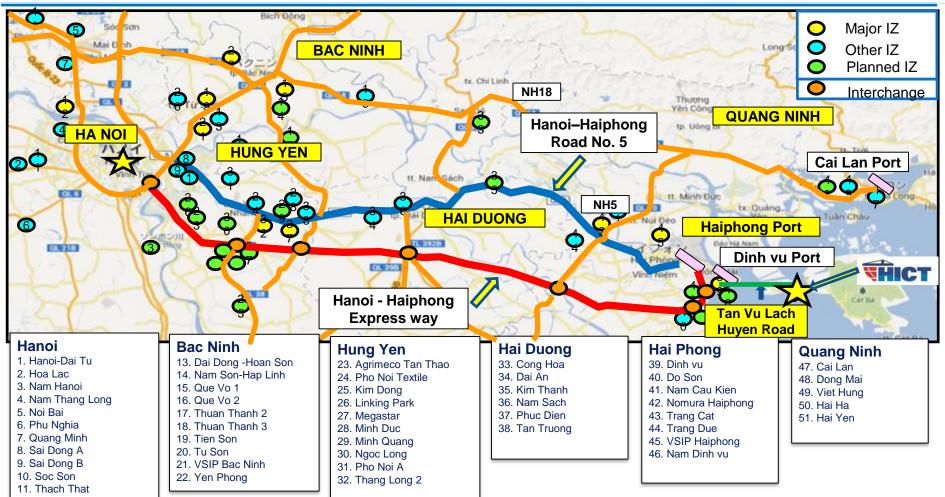






TỔNG CÔNG TY TÂN CẢNG SÀI GÒN SAIGON NEWPORT CORPORATION

MAP OF NORTHERN IZs





HAI PHONG INT'L CONTAINER TERMINAL (HICT)

Joint Venture: SNP (51%) + MOL (17.5%) + WANHAI (16.5%) + ITOCHU(15%)



The First Deep-water Terminal in the North of Vietnam



HAI PHONG INT'L CONTAINER TERMINAL (HICT)









HICT BERTH WINDOW

	Sun Mon		ı	Tue	Wed	Thu	Fri	Sat
		5		6				
			2			4	3	
No.				Service	Description			Starting
1	Sealand "SE2" (HICT/DAN/QIN/TJP/SIN)							26/Jun/2018
2	Pendulum-KMTC-ZIM-EMC "FIVE" by 6,000 TEU vsl (HICT/QID/SHA/NBO/DCB/PKL/NAV/MUN/HAZ/CLB/PKL/SIN) 29/Jun/2018							29/Jun/2018
3	Sealand "SE1" (HICT/HCMC/SIN/TJP/SHV/LCB/SIN) 06/Jul/2018 -							
4	WHL-COSCO-IAL-OOCL-ONE, "CI3" by 4,300 TEU vsl (HICT/SHA/NGB/HKG/SHK/SIN/PKL/MAA/KAT/PKL/SIN) 17/Aug/2018						17/Aug/2018	
5	WHL-COSCO-PIL "CP1" by 12,000-14,600 TEU vesselsEnd of Apr(HICT/NanSha/HKG/YTA/HKG/YTN/Long Beach/Oakland/YTNEnd of Apr							
6	ONE-YML-HLC "PN2" by 8,000 TEU vessels (HICT/YTN/Tacoma/Vancouver/KHH/SIN/LCB/VUT) End of Apr						End of Apr	

MASTER PLAN OF LACH HUYEN PORT



Original Image: Revised Master Plan of Lach Huyen Port Project authorized by Peoples' Committee of Hai Phong City in Jun-2016

HICT VS EXISTING TERMINALS

No.	Items	HICT	River Terminals	Note
Ι	Facility			
1	Channel chart datum	- 14.0 m	- 7.0 m	without tide
2	Depth along side berth	- 16.0 m	- 7.5m	- do
3	Turning Basin	660 m	250-350m	Depth -14.0m
II	Ship to Shore Crane			
4	Waterside Outreach	65 m	< 40m	*51m in 2018
5	Lifting height above rail	46 m	< 36m	*40m in 2018
6	Lifting capacity	< 65 MT	50MT	2x20' twin
III	Vessel Operation			
7	Largest size	14,000 Teus	< 1,800 Teu	*6,000 TEU
8	Navigational condition	Tide effects in case actual draft >13m	Restricted by tide almost all cases	
9	Loadable cargo volume	up to full load	less than full load	
IV	Service Route			
10	Direct long haul trades	available	unavailable	save 5 to 7 days

HANDLING EQUIPEMT SCHEDULE IN HICT

Item	Arrival	Handover	
STS x 3 (1 st batch)	10-Dec-2018	End of Mar 2019	
eRTG x 8 (2 nd batch)	20-Dec-2018	End of Mar 2019	
STS x 3 (2 nd batch)	18-Jan-2019	End of Mar 2019	
eRTG x 8 (3 rd batch)	12-Mar-2019	Apr 2019	
Macgregor x 2 (Barge cranes)	04-Dec-2018	Jan-2019	







HAI PHONG INT'L CONTAINER TERMINAL (HICT)

Infrastructure fee in at all terminal in Hai Phong
Charge for import/ export 20' cont & 40' cont: 250,000 VND & 500,000 VND 16 transaction points throughout the city for direct payment, including one that is located at HICT.
1 🗸

*Additional incentive:

• Current - end 2019: Discount 50% LOLO charge for customers using Eport and 30% LOLO charge for other customers



02 FEEDER TERMINALS SUPPORTING HICT

TAN CANG - 128 TERMINAL

- Total area: 165,000 m²
- CY: 107,000 m²; Reefer plug: 400 units
- Warehouse: 5,000 m²
- Berth length: 422m;
- Vessel capacity: 15,000-DWT
- Equipped: 06 slewing cranes, 08 RTG

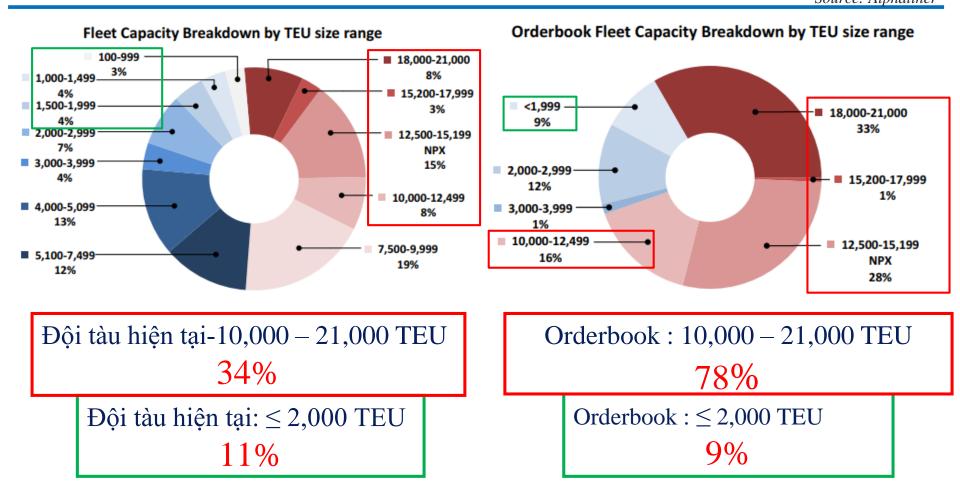
Two feeder terminals and HICT serve customers and facilitate import & export of cargos in the north of Vietnam with more values

TAN CANG - 189 TERMINAL



- Total area: 105,000 m²;
- Reefer plugs: 216 units
- Berth length: 160 m
- Vessel capacity: 15,000 DWT
- Berth depth: 7.6 m
- Equipped: 01 gantry crane, 02 fixed quayside crane, 05 RTG

UPSIZING TREND OF CONTAINER VESSELS Source: Alphaliner



LOGISTICS NETWORK





......





Transportation









TAN CANG SONG THAN ICD – LOGISTICS CENTER OF BINH DUONG

Total area: **500,000 m**²

- ≻ Warehouse: 223,000 m²
- ≻ CY: 85,000 m²
- ➤ Services:
- + Warehouses and distribution centers
- + Customs broker.
- + Container transportations
- + Warehouse value added services.





TAN CANG LONG BINH ICD – Biggest ICD in Vietnam

✓ Total area: 235 Ha

\checkmark Warehouse: 500,000 m²

- **Bonded Warehouses**
- **Container Yards**
- **Distribution Centers**
- Value Added Services:
- Trucking
- Customs clearance

Located in the center of many industrial parks in HCMC, Dong Nai and Ba Ria Vung Tau

Good connection with terminals, national road and ariport $=> \cos t$ and time saving





TAN CANG - NHON TRACH ICD

Location: Nhon Trach Dist, Dong Nai Province

(8km by waterway to TCCL, next to Nhon Trach IZ)

Total area: 27 Ha

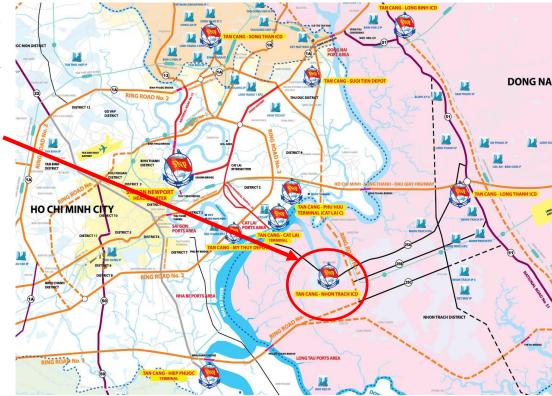
Berth: 320m (2 berths)

Barge capacity: 1,500 DWT

Major equipment: 02 Fixed quayside crane

Annual capacity: 300,000 TEU **Function**:

- Empty container depot
- Barge quay
- Bulk/bagged cargo stuffing/unstuffing berth





TAN CANG – TAY NINH ICD

Location:

- Moc Bai Border Crossing EZ, Ben Cau Dist, Tay Ninh Province
- ✓ Total area: 16.5 ha

Services

- General, CFS, Bonded Warehousing services
- Customs Inspection Area
- Empty container Depot, M&R
- Truck and chassis M&R, Oil and Gas supply





Distance from:

- Cat Lai Terminal: 100 km
- Cai Mep Terminal: 164 km
- Phnom Penh, Cambodia: 170 km
- Bavet Ips: 8km
- Phuoc Dong IDz: 22km
- Trang Bang IDz: 27km
- Southeast Cu Chi & Cha La IDz: 37km

TAN CANG – QUE VO ICD (BAC NINH)

- Location: in Duc Long and Chau Phong Commune, Que Vo District, Bac Ninh Province, adjacent to National way No.18 and near Que Vo IP2.
- Total area: 30 ha





TC Que Vo ICD <-> HICT, TC 128, TC 189

Duong river $(3km) \rightarrow Kinh$ Thay river (50 km) \rightarrow Cam river $(30km) \rightarrow$ Bach Dang river $(11km) \rightarrow$ Ha Nam channel $(21km) \rightarrow$ HICT

Function: Combined loading and unloading for domestic container consolidation for HICT terminal, ICD services, Logistics center in Bac Ninh

TAN CANG - HA NAM ICD





Location: Close to 1A National Road and Phap Van -Cau Gie - Ninh Binh highway (located between Ha Nam and Ha Noi industrial zones) Area: 10ha

Services:

- ✓ ICD, Warehousing services, Distribution center)
- \checkmark Customs declaration;
- \checkmark Empty Container services
 - Multimodal Transport (Domestic and International Transport, Freight, Rail, Road and Inland Freight Transport)



TAN CANG – HAI PHONG ICD



Activities:

- Container Depot, M&R services
- Warehousing services
- Logistics services
- Customs clearance point

• Location: Minh Phuong IP, Dong Hai 2 Ward, Hai An District, Hai Phong City

- Near Hai Phong Hanoi Express way
- At center of Dinh Vu Idz
- Scale: 30 ha
- **Business activities:** Logistics center and main hinterland for HICT
- Total investment: 300 billion VND
- Open in August 2015
- Capacity: 800,000 teu/ year



TAN CANG – DA NANG DEPOT



CÁNG CÁI CUI

LOGISTICS FACILITIES



1,000 tractors & 1,239 trailers Vietnam – Laos – Cambodia



110 Barges , Real-time GPS Tracker (Domestic market = 70%, Int'l market= 50%)



~ 1,000,000 m² Warehouses: CFS, Bonded, General WH, Distribution Centers



SNP Feeder-barging Services

New Port – Cypress



My Tho

International VIETNAM - CAMBODIA 7 Sailings / week 50% share of Cambodia market

Cat Lai TML

Tan Cang - Cao Lanh TML Tan Cang - Sa Dec TMI

My Thoi Port

Phnom Per

BARGING SERVICE

ra Noc TML

Tan Cang - Thot Not TML

TC Waterway Transport



9

Domestic Mekong Delta – Cat Lai – Cai Mep 70% market share of domestic barging

Tan Cang - Cai Cui TML

TCCT, TCIT & TCTT Tan Cang - Giao Long TML

Google

SHIPPING & MARINE ECONOMY SERVICES Connecting: North – Central – South - SIN

Operate 04 domestic voyages/ week and 01 voyage between



Maritime supporting service Towage and salvage services Offshore transportation services





Operate 4 voyages/ week

- Hai Phong HCM Hai Phong
- Hai Phong Cai Mep HCM Hai Phong
- Hai Phong Cai Cui HCM Hai Phong
- HCM Da Nang Hai Phong International voyage/ week

Fleet (Vessel Capacity: 700 teu): *M/v Tan Cang Pioneer M/v Tan Cang Foundation M/v Tan Cang Glory M/v Tan Cang Victory*

MARINE ECONOMY SERVICES



NEAR SHORE MARITIME SERVICES

- Towage Services for Tankers
- Towage Services for Oil Rigs
- Oil Spill Response Services



Oil Rigs Towing Services



OFFSHORE SERVICES

- Guard, Security, Escort & Chase Vessels
- AHT/ AHTS Vessels; Salvages & rescues
- Offshore Survey & Diving Services



Oil Spill Response & Control Services

OTHER BUSINESSES



Pilot service

- 30 senior marine pilots
- 02 first-class pilots
- 02 second-class pilots
- 03 third-class pilots









Qualified crew management & manning service





TAN CANG – STC TRAINING CENTER





Tailor-Made Courses

- Port Operation And Management
- Logistics Supply chain
- English
- Study tours and Practical Learning At Saigon Newport's premises
- Occupational Safety, Health and Environment
- E-Learning
- Simulator Systems

Coordinating Partners

- Da Nang Port, Vung Ang Viet-Lao Port
- MEC Port (Myanmar)
- Total Cambodge (Cambodia)
- Lee & Man Co. Limited, Kocks Crane GMBH Co.
- Vietnam Logistics Institute
- Can Tho University, RMIT University, Hoa Sen University, Ton Duc Thang University



Location: Tan Cang – Cat Lai Terminal



A CUSTOMER ORIENTED & CENTERED CORPORATION

"Come to Saigon Newport, Come to The Best Service Quality"





Customer Care Center + 84-18001188 (Free Charge) Online: 24/7

NO. 1 IN TOP 20 LOGISTICS COMPANIES IN VIETNAM

2016

2017



2018





TỔNG CÔNG TY TÂN CẢNG SÀI GÒN SAIGON NEWPORT CORPORATION

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VIETNAM VALUE AWARD







SAIGON NEWPORT CORPORATION

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