



GMD Update – BUY

May 6, 2025



Hung Nguyen

(+84 28) 7300 7000 (x1047)

hungnt@acbs.com.vn

Company Update

Recommendation

BUY

HOSE: GMD

Seaport

Target price (VND) 73,800

Market price (VND) 53,200

Expected share price return 38.7%

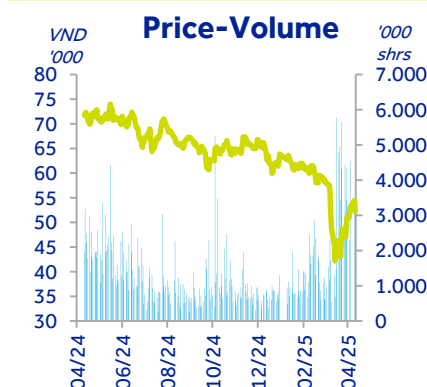
Expected dividend yield 1.4%

Expected total return 40.1%

Stock performance (%)

	YTD	1M	3M	12M
Absolute	-19.9	11.8	-14.3	-23.1
Relative	-18.1	9.3	-12.1	-26.5

Source: Bloomberg



Ownership

SSJ Consulting Co., Ltd.	7.1%
ETF DCVFMVN Diamond	5.4%
Le Thuy Huong	4.9%
KIM Vietnam Growth Equity	2.2%
Tmam Vietnam Equity	1.8%

Stock Statistics 6-May-25

Bloomberg code GMD VN

52-week range (VND) 42,200 - 74,778

Shares O/S (m) 420

Mkt cap (VND bn) 21,934

Mkt cap (USD m) 841

Foreign room left (%) 9.3

Est. free float (%) 93.1

3m avg daily vol (shrs) 1,921,997

VND/USD 26,090

Index: VNIndex / HNX 1,241.9/212.9

GEMADEPT CORPORATION (GMD VN)

Gemadep (GMD) reported solid Q1/2025 results, driven by robust core revenue and earnings performance, underpinned by continued growth in container throughput across its port clusters. Gross margin remained stable at 44%, in line with Q1/2024. Looking ahead, the Phase 3 expansion of Nam Dinh Vu Port, scheduled to commence operations in early 2026, is expected to be a key growth driver over the medium term. While the company faces rising competition in the Hai Phong area and potential tariff risks from the U.S., the extent of impact remains unclear. Management has prepared contingency measures, and as such, we maintain our 2025–2026 earnings forecasts unchanged at this stage, with a target price of VND 73,800 per share and a cash dividend of VND 1,000 per share. The total expected return is 40.1% based on the closing price of VND 53,200 per share as of May 6, 2025, maintaining our Buy recommendation.

Q1/2025 financial results: GMD posted revenue of VND 1,277 bn (+27% YoY). Gross profit reached VND 561.6 bn (+27.4% YoY), with gross profit margin of 44%, on par with Q1/2024. However, pre-tax profit came in at VND 583.1 bn, marking a 17.6% decline YoY due to the absence of one-off gains from port divestments recorded last year. Excluding this non-recurring item, core pre-tax profit grew significantly by 56.8% YoY. These results represent 26.1% and 29.3% of our revenue and pre-tax profit forecasts for 2025, respectively.

Container throughput growth remained strong across GMD's key ports, specifically: Nam Dinh Vu Port handled 360,000 TEUs (+30% YoY), Phuoc Long-Binh Duong processed approximately 300,000 TEUs (+6.8% YoY), while Gemalink recorded 440,000 TEUs (+25.7% YoY). As a result, the port operation segment delivered revenue and gross profit of VND 1,138 bn (+35% YoY) and VND 501.6 bn (+37.8% YoY), respectively. Gross profit margin improved to 44.1%, up 9% from Q1/2024.

Income from subsidiaries and associates surged to VND 227 bn (+131.9% YoY), primarily driven by the performance of Gemalink Port. As of Q1/2025, the book value of GMD's investment in Gemalink increased to VND 2,286.7 bn, up VND 159.5 bn from the beginning of the year.

Growth prospects in 2025–2027 will be supported by the launch of Nam Dinh Vu Phase 3, expected to begin operations in early 2026. Once operational, it will boost the port cluster's total capacity from 1.2 million TEUs to 1.8 million TEUs annually — a 50% increase from current levels.

	2022	2023	2024	2025F	2026F
Net Sales (VND bn)	3,898	3,846	4,833	4,893	5,238
Growth (%)	22%	-1%	26%	1%	7%
EBITDA (VND bn)	1,832	3,676	2,625	2,572	2,782
Growth (%)	40%	101%	-29%	-2%	8%
Profit after-tax	1,161	2,505	1,905	1,768	1,859
Growth (%)	61%	116%	-24%	-7%	5%
EPS (bonus-adjusted, VND)	2,805	6,050	4,602	4,271	4,491
Growth (%)	61%	116%	-24%	-7%	5%
ROE (%)	15%	28%	16%	12%	12%
ROA (%)	10%	19%	12%	10%	9%
Net debt/EBITDA (x)	1.1	0.5	0.8	0.7	0.5
EV/EBITDA (x)	16.7	8.3	11.6	11.9	11.0
P/E (x)	22.0	10.2	13.4	14.4	13.7
P/B (x)	2.5	2.1	2.2	1.8	1.6
DPS (VND)	1,200	1,200	1,000	1,000	1,000
Dividend yield (%)	3%	3%	1.6%	1.9%	1.9%

Risks and factors affecting the outlook:

1. **Rising pressure from competitions:** The total container handling capacity in Hai Phong region is expected to reach 11.5 million TEUs/year by 2025 (+33.5% YoY), and 13.9 million TEUs by 2027 (+61.2% compared to 2024), driven by the upcoming operations of new terminals (Berths 3–4, 5–6, and 7–8) in Lach Huyen port area. This expansion is likely to intensify competition, placing pressure on both capacity utilization and handling tariffs at existing ports. However, we believe this risk will not uniformly impact all port clusters along Cam River. Port selection from shipping companies tend to vary depending on factors such as port location, vessel type, and target markets, specifically:

	Upper stream	Midstream	Downstream	Lach Huyen
Ports	Hai An, Tan Cang 128, Chua Ve, Transvina, Xanh	Tan Vu, Dinh Vu, VIMC Dinh Vu, PTSC Dinh Vu	Nam Dinh Vu, Xanh VIP, Nam Hai Dinh Vu	Berth 1&2, berth 3&4, berth 5&6
Type of cargo	Container cargo, bulk cargo, general cargo	Container cargo	Container cargo	Container cargo
Average draft at bearth (m)	6.5	7-12	14-16	16.5
Maximum vessel size (DWT)	20,000	50,000	50,000	200,000
Main shipping routes	Domestic	Intra-Asia, regional, or domestic	Intra-Asia, regional, or domestic	Inter-regional

Sources: VSC, ACBS

1. **U.S. Tariff risk:** In 2024, the share of export cargo bound for the U.S. was estimated at around 32% at Gemalink Port, compared to just 10% at Nam Dinh Vu. According to the management, southern Vietnam's U.S.-bound exports are primarily composed of wood products, furniture, and textiles — categories that represent a relatively small portion of Vietnam's total export value and are less likely to face steep tariffs compared to electronics. Therefore, even if U.S. trade measures are imposed, the overall impact on Gemalink is expected to be limited.

Additionally, management has prepared a contingency plan to divest a 24% stake in Gemalink (reducing its ownership to 51%) in the event of escalating geopolitical or trade tensions.

Short-term driven revenue factor: Vietnam's import-export activity is projected to remain resilient through Q3/2025, supported by a "front-loading" effect — as U.S. buyers accelerate purchases ahead of potential tariff enforcement. This trend may help cushion GMD's short-term performance from any adverse impacts.

Earnings forecast: We maintain our 2025 forecast unchanged at this point, with revenue projected at VND 4,893 bn (+1.2% YoY) and after-tax profit at VND 1,768 bn (–6.5% YoY). With a target price of VND 73,800 per share by the end of 2025 and an expected cash dividend of VND 1,000 per share, the total expected return is 40.1% based on the closing price of VND 53,200 on May 6, 2025, maintaining a Buy recommendation.

CONTACTS

Ho Chi Minh City Head Office

117 Nguyen Dinh Chieu, Dist. 3, Ho Chi Minh City
Tel: (+84 28) 7300 7000
Fax: (+84 28) 7300 3751

Hanoi Office

10 Phan Chu Trinh, Hoan Kiem Dist., Ha Noi
Tel: (+84 4) 3942 9395
Fax: (+84 4) 3942 9407

RESEARCH DEPARTMENT

Head of Research

Trang Do

(+84 28) 7300 7000 (x1041)
trangdm@acbs.com.vn

Manager – Properties

Truc Pham

(+84 28) 7300 7000 (x1043)
trucptt@acbs.com.vn

Manager – Financials

Hung Cao

(+84 28) 7300 7000 (x1049)
hungcv@acbs.com.vn

Manager – Consumer-related, Technology

Chi Luong

(+84 28) 7300 7000 (x1042)
chiltk@acbs.com.vn

Associate – Oil & Gas

Hung Phan

(+84 28) 7300 7000 (x1044)
hungpv@acbs.com.vn

Associate – Industrials

Trung Tran

(+84 28) 7300 7000 (x1045)
trungtn@acbs.com.vn

Associate – Utilities

Toan Pham

(+84 28) 7300 7000 (x1051)
toanpd@acbs.com.vn

Associate – Macro & Money Market

Minh Trinh Viet

(+84 28) 7300 7000 (x1046)
minhtvh@acbs.com.vn

Associate – Construction

Dat Do

(+84 28) 7300 7000 (x1048)
datdt@acbs.com.vn

Associate – Logistics

Hung Nguyen

(+84 28) 7300 7000 (x1047)
hungnt@acbs.com.vn

Analyst – Technical

Huu Vo

(+84 28) 7300 7000 (x1052)
huuvp@acbs.com.vn

INSTITUTIONAL CLIENT DIVISION

Director

Huong Chu

(+84 28) 7300 7000 (x1083)
huongctk@acbs.com.vn
groupis@acbs.com.vn

Associate

Huynh Nguyen

(+84 28) 7300 6879 (x1088)
huynhntn@acbs.com.vn

DISCLAIMER

Our Recommendation System

BUY: Expected prospective total return (including dividends) in VND will be 20% or more within 12 months

OUTPERFORM: Expected prospective total return (including dividends) in VND will be from 10% to 20% within 12 months

NEUTRAL: Expected prospective total return (including dividends) in VND will be from -10% to 10% within 12 months

UNDERPERFORM: Expected prospective total return (including dividends) in VND will be from -20% to -10% within 12 months

SELL: Expected prospective total return (including dividends) in VND will be less than -20% within 12 months

Analyst Certification(s)

We, the author(s) of this report, hereby certify (1) that the views expressed in this research report accurately reflect our personal views about any or all of the subject securities or issuers referred to in this research report and (2) no part of our compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

Important Disclosures

ACBS and/or an affiliate thereof (hereby collectively called ACBS) did or may seek to do business with companies covered in this report as its routine business. ACBS's proprietary trading accounts may have a position in such companies' securities. As a result, the investor should be aware that ACBS may have a conflict of interest from time to time.

ACBS produces a variety of research products including, but not limited to, fundamental analysis, equity-linked analysis, quantitative analysis, and trade ideas. Recommendations contained in one type of research product may differ from recommendations contained in other types of research products, whether as a result of differing time horizons, methodologies, or otherwise.

Disclaimer

This report is provided for information purposes only. ACBS makes no express or implied warranties, and expressly disclaims all warranties of merchantability or fitness for a particular purpose or use with respect to any data included in this report. ACBS will not treat unauthorized recipients of this report as its clients. Prices shown (if any) are indicative and ACBS is not offering to buy or sell or soliciting offers to buy or sell any financial instrument. **Without limiting any of the foregoing and to the extent permitted by law, in no event shall ACBS, nor any affiliate, nor any of their respective officers, directors, partners, or employees have any liability for (a) any special, punitive, indirect, or consequential damages; or (b) any lost profits, lost revenue, loss of anticipated savings or loss of opportunity or other financial loss, even if notified of the possibility of such damages, arising from any use of this report or its contents.** Other than disclosures relating to ACBS, the information contained in this report has been obtained from sources that ACBS believes to be reliable, but ACBS does not represent or warrant that it is accurate or complete. The views in this report are subject to change, and ACBS has no obligation to update its opinions or the information in this report.

Some parts of this report reflect the assumptions, views and analytical methods of the analysts who prepared them, and ACBS is not responsible for any error of their works and assumptions. ACBS may have issued, and may in the future issue, other reports that are inconsistent with, and reach different conclusions from, the information presented in this report.

The analyst recommendations in this report reflect solely and exclusively those of the author(s), and such opinions were prepared independently of any other interests, including those of ACBS. This report does not constitute personal investment advice or take into account the individual financial circumstances or objectives of the investors who receive it. The securities discussed herein may not be suitable for all investors. ACBS recommends that investors independently evaluate each issuer, securities or instrument discussed herein and consult any independent advisors they believe necessary. The value of and income from any investment may fluctuate from day to day as a result of changes in relevant economic markets (including changes in market liquidity). The information herein is not intended to predict actual results, which may differ substantially from those reflected. Past performance is not necessarily indicative of future results.

This report may not be distributed to the public media or used by the public media without prior written consent of ACBS. Otherwise it will be considered as illegal. The breacher shall compensate fully to ACBS any loss or damage which arises from such breach (if any).

In the event that the distribution and/or receipt of this report is prohibited by the investor's jurisdiction, the investor shall dismiss this report immediately otherwise it will be at his/her own risks.

ACBS does not provide tax advice and nothing contained herein should be construed to be tax advice. Accordingly, the investors should seek advice based on their particular circumstances from an independent tax advisor. This report may contain links to third-party websites. ACBS is not responsible for the content of any third-party website or any linked content contained in a third-party website. Content contained on such third-party websites is not part of this report and is not incorporated by reference into this report. The inclusion of a link in this report does not imply any endorsement by ACBS. Access to any third-party website is at the investor's own risks, and the investor should always review the terms and privacy policies at third-party websites before submitting any personal information to them. ACBS is not responsible for such terms and privacy policies and expressly disclaims any liability for them.

© Copyright ACBS (2025). All rights reserved. No part of this report may be reproduced in any manner without the prior written permission of ACBS.

