

# IR NEWSLETTER Q3 - 2023



Items	9M 2022 (Bil VND)	9M 2023 (Bil VND)	News
Total Revenue	696.8	575.5	Global growth is projected to fall from an estimated 3.5 percent in 2022 to 3.0 percent in 2023. A challenging external environment and weaker domestic demand is leading to a slowdown in economic growth in Vietnam. Vietnam's economic growth slowed from 8% in 2022 to 4.2% in the first 9 months of 2023. It forecasts a moderate growth of 4.7% in 2023.
Gross Profit	533.2	390.9	
Profit before tax (PBT)	527.1	422.5	
Gross margin	81.3%	77.3%	
PBT margin	80.4%	83.5%	

## TOTAL 9M2023 VOLUME

Volume	Year		
	9M2019	9M2022	9M2023
Total volume (Ton), incl:	161,479	172.927	136.316
• International cargo	122,813	139.710	97.838
• Domestic cargo	38,666	33.217	38.478
Growth (%) v/s 9M2019		+7.1%	-15.6%



Compared with the same period in 2019, total volume in September 2023 decreased by 15.6%. In the same period in 2022 total volume recovered and increased by 7.1% compared to the time before Covid-19. International goods decreased sharply compared to pre-Covid (-20%), while domestic cargo volume have recovered compared to pre-Covid.

IATA expect full year 2023 global traffic to reach 87.8% of 2019. IATA also expect the industry to recover fully to the 2019 level in 2024.

## 1. SCSC – 1 of 50 best listed companies in 2023 honoured by Forbes Vietnam

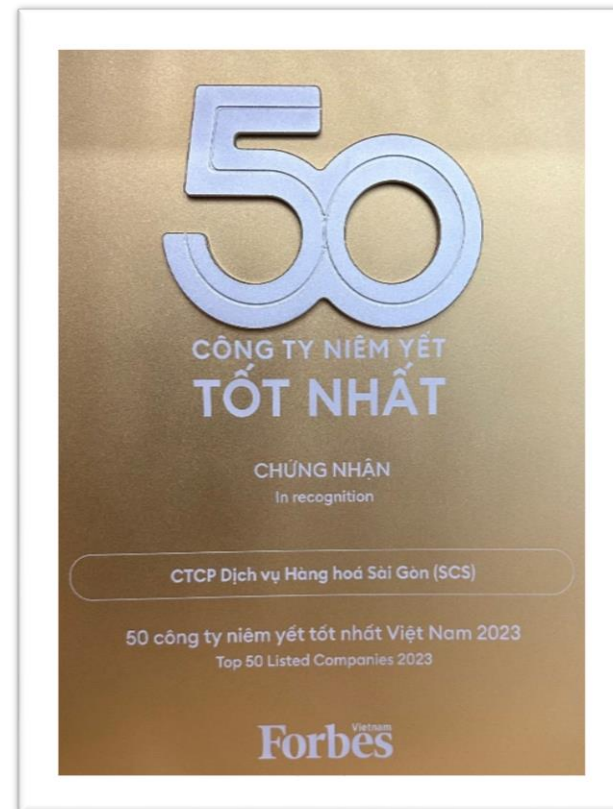
On August 17<sup>th</sup>, 2023, the ceremony to honour "50 best listed companies in Vietnam 2023" was held together with Forbes Vietnam's annual Business Forum with the theme "Innovation of growth model".

Saigon Cargo Services Corporation (SCSC) has been honoured for the third time in a row in the ranking of 50 best listed companies in 2023 and is one of the five representatives in logistics.

The year 2022 took place in the context of the world economy facing difficult challenges those have been reducing the opportunity to import-export goods of Vietnam.

In that unfavourable circumstances, SCSC still achieved positive business results in 2022. Compared to 2021, total revenue increased by 4.2%, profit before tax increased by 15.1%.

The global economic growth forecast in 2023 is still lower than the growth rate in 2022. Faced with challenges, SCSC continues to make the best efforts to overcome difficulties to reach bigger goals in the future.



## ***2. SCSC receive the certificate of competence to provide professional training***

In fact, SCSC's managerial staff and instructors tried their best effort to fulfill all of the requirements and CAAV has granted to SCSC "the Certificate of competence to provide professional training for aviation personnel" No. 14/GCN-CHK attached by the Decision Letter No. 1953/QD-CHK of CAAV dated 14/9/2023.

This is one of SCSC's great achievements in 2023. SCSC is absolutely qualified to provide professional training for aviation personnel not only to SCSC internal staff but also to other entities in compliance with government legal regulations.



### ***3. Phase 2 investment***

On September 28, 2023, one Elevating Transfer Vehicle (ETV) of the Material Handling System (MHS) provided by Loedige Group (Germany) arrived at SCSC Air Cargo Terminal. This is one of the investment items of phase 2 to increase the capacity of SCSC from 200 thousand tons/year to 350 thousand tons/year.



*Existing MHS system*

Loedige has supplied all Air Cargo Handling equipment for the SCSC Cargo Terminal in 2010/2011 (Phase 1), including the high bay storage rack with level 1 & 2 storage decks (out of 4 levels), 1x Elevating Transfer Vehicle (ETV). The current scope (Phase 2) is adding level 3 & 4 storage decks (completed in November 2022) and another ETV to the existing Cargo Terminal / High Bay Storage Rack.

The schedule of installation from Oct to Nov 2023 by Loedige specialists.



*Goods are loaded onto transport equipment at the Loedige factory*



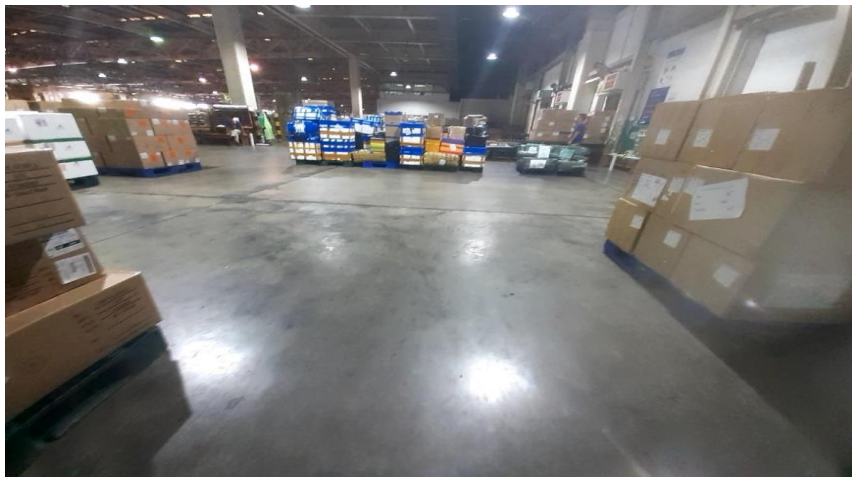
*Goods are unloaded at the SCSC Cargo Terminal*

## ***4. Campaign to clean up the world in 2023 – Joining hands to act for a cleaner world***

Implementing the campaign to clean up the world at Tan Son Nhat International Airport, SCSC has organized many activities to propagate and mobilize SCSC staff to raise awareness about environmental protection. SCSC always encourage SCSC staff to collect the plastic waste and nylon for recycling to improve our working environment.



*Activities to propagate the environmental awareness*



*To improve and keep all areas clean*



*Cleaning and collecting waste*