

Long An International Port Providing a solution to the logistical challenges in Southern Vietnam

Presented by:

Cuong Nguyen (Marcus)

Business Development Director

Long An International Port

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Did you know?

It makes sense to add another
1,000,000 TEU capacity near
Ho Chi Minh City



Long An International Port launched its
Container Handling Services
24 June 2023

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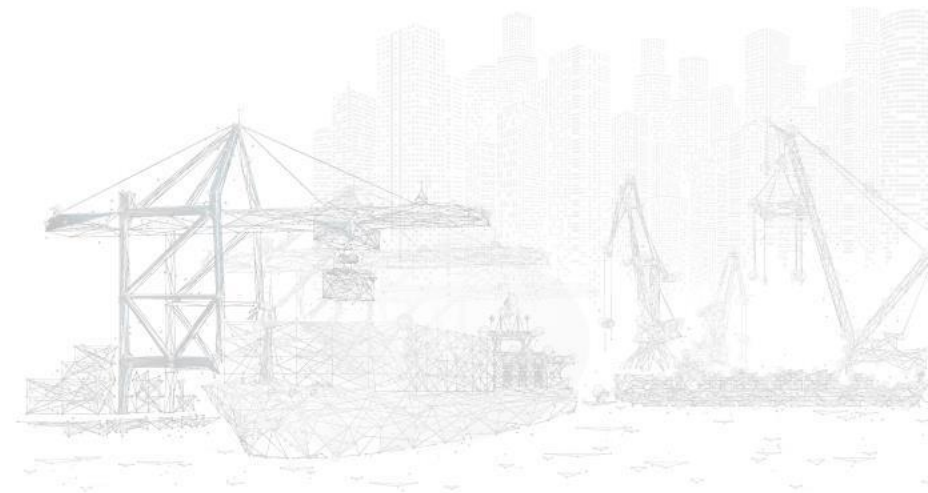
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Providing a solution to the logistical challenges

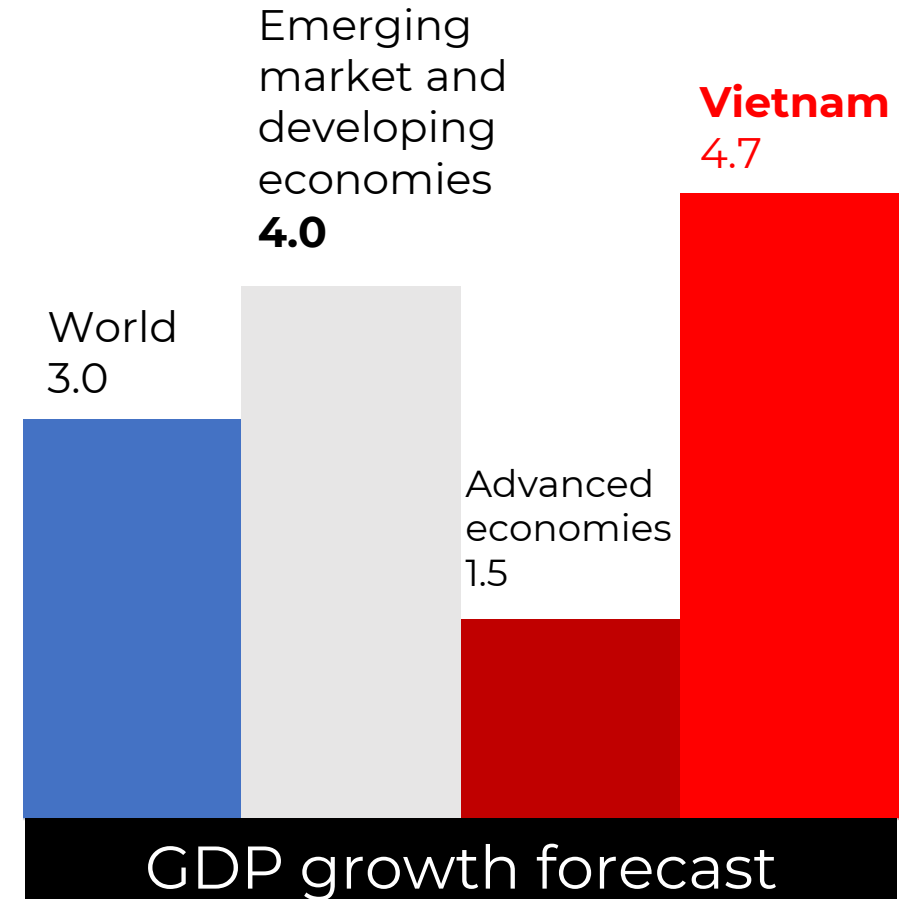
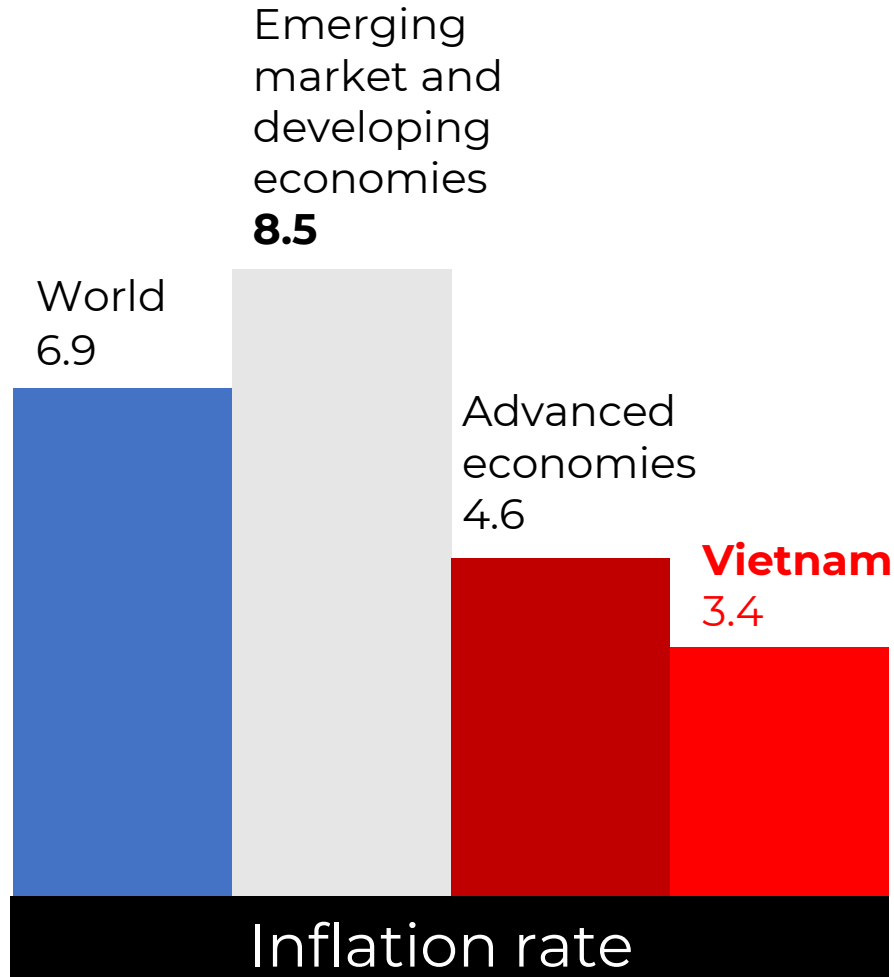
01

Vietnam's strong growth fundamentals

*Despite global headwinds,
Vietnam has outstanding
potential*



Global Trade Challenges & Turbulence



VND GDP Growth Rate (% per year)



5.8%

GDP forecast FY 2023

4.24% 

Actual GDP Q1-Q3 2023

	2022	2023		2024	
		April	September	April	September
Southeast Asia	5.6	4.7	4.6	5.0	4.8
Brunei Darussalam	-1.6	2.5	2.8	2.8	2.5
Cambodia	5.2	5.5	5.3	6.0	6.0
Indonesia	5.3	4.8	5.0	5.0	5.0
Lao People's Democratic Republic	2.5	4.0	3.7	4.0	4.0
Malaysia	8.7	4.7	4.5	4.9	4.9
Myanmar	2.0	2.8	2.8	3.2	3.2
Philippines	7.6	6.0	5.7	6.2	6.2
Singapore	3.6	2.0	1.0	3.0	2.5
Thailand	2.6	3.3	3.5	3.7	3.7
Timor-Leste	3.2	3.1	2.8	3.0	2.9
Viet Nam	8.0	6.5	5.8 	6.8	6.0



YOUNG LABOR FORCE

providing active talent and competitive cost compared to neighboring countries



32.5 years old

average age in Vietnam

GROWING MIDDLE CLASS



2x by 2030

Additional 36 million pop. will change the consumption trends in Vietnam

Vietnam is an attractive destination for manufacturers looking to relocate their production due to the diversification of supply chains in the region



Apple

has 11 factories run by its Taiwanese partners in Vietnam. Four of them, Foxconn, Luxshare, Pegatron, and Wistron, are expanding.



Samsung

has just completed construction of a US\$220-million research and development center in Hanoi, its largest in Southeast Asia.



Xiaomi

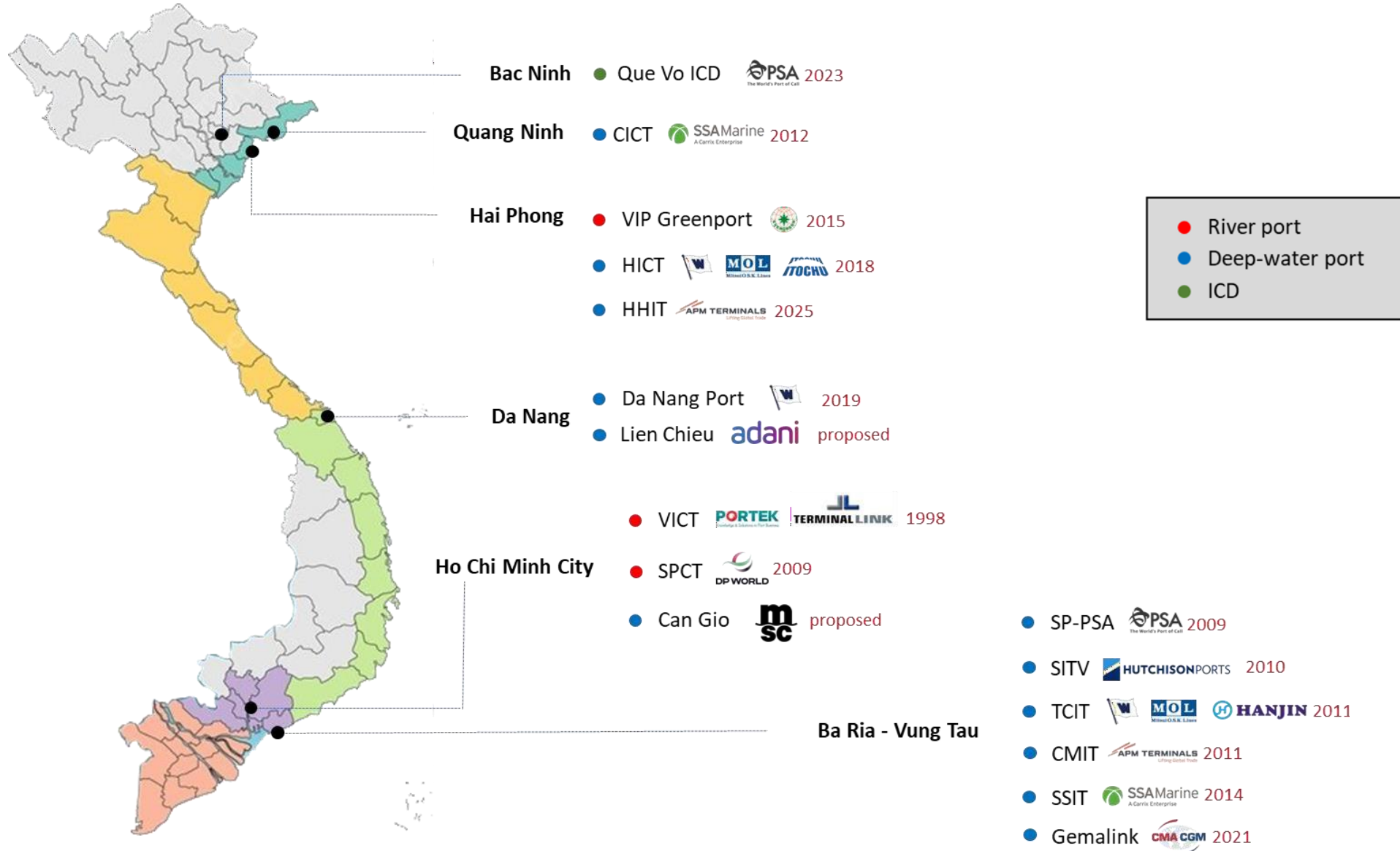
moved part of its production to Vietnam, with the first batch of its 'made-in-Vietnam' devices debuting July 2022.



LEGO

celebrated breaking ground at its new US \$1 billion factory in the Binh Duong Province in Vietnam. The factory will employ 4,000 people over the next 15 years.

FDI from Global Carriers & Port Operators in Vietnam



02

Logistical Challenges in Southern Vietnam

Amidst the strong forecasts, the port landscape in Vietnam is not without challenges



National level

- Overcapacity of small ports
- infrastructure improvement is slow
- Bad & narrow roads, no rail connection and lack of highways
- Not enough deep-sea capacity
- Not enough state budget for port development

In Mekong Delta

- Higher concentration of facilities around HCMC
- No logistics hub offering fully-integrated services



Upcoming terminal projects

Projects		Remarks
1	Lach Huyen area - Berth No. 3 & 4	Under construction
2	Lach Huyen area - Berth No. 5 & 6	Under construction
3	Lach Huyen area - Berth No. 7 & 8	Under investment
4	Nam Do Son area	Start-up phase
5	Lien Chieu area	Start-up phase
6	Tran De - Soc Trang area	Start-up phase
7	The next berth in Lach Huyen area	
8	Nghi Son seaport - Thanh Hoa province expansion project	
9	Cai Mep Ha wharf & logistics area	
10	Other seaports according to the "Detailed plan for groups of seaports, ports, wharfs, floating terminals, water areas in the period of 2021 - 2030, with a vision to 2050"	

Challenges for the ports in Southern Vietnam

Mekong Delta Ports

- | | |
|----------------------|------------------------|
| 1 TÂN CẢNG GIAO LONG | 8 CẦN THƠ - HOÀNG DIỆU |
| 2 TÂN CẢNG CAO LÃNH | 9 TÂN CẢNG CÁI CUI |
| 3 TÂN CẢNG SA ĐÉC | 10 CẦN THƠ - CÁI CUI |
| 4 PHƯỚC KHANG | 11 VIMC HẬU GIANG |
| 5 MỸ THỜI | 12 LEE & MAN |
| 6 TÂN CẢNG THỐT NỐT | |
| 7 TÂN CẢNG TRÀ NÓC | |

Southeastern Ports

- | |
|--|
| A CÁI MÉP: SSIT, GEMALINK |
| B CÁI MÉP: TCCT/ TCIT, CMIT, TCTT |
| C PHÚ MỸ: SITV, SP-PSA |
| D TP.HCM: SP-ITC, TC PHÙ HỮU, TC CÁT LÁI |
| E TP.HCM: CSG-KHÁNH HỘI, CSG-TÂN THUẬN, BẾN NGHÉ, VICT, CẢNG LOTUS |
| F NHÀ BÈ: TC HIỆP PHƯỚC, CSG-HIỆP PHƯỚC, SPCT |

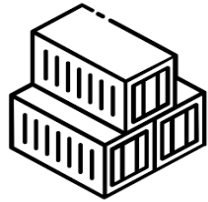


Vessel Types:

- MOTHER VESSELS
- FEEDER
- BARGE

Challenges for Mekong Delta

EXPORTED GOODS



17-18

million tons/year



80%

of exported goods in the MD go through the South East port cluster



Estimated cost increase

5-10 USD/ton



20 USD/ton

Cost of transporting rice from Can Tho to HCMC port



350-600 USD/container

(20-40 ft)

Cost of transporting shrimps & fish from Can Tho to HCMC port

Average transit times from Mekong Delta



BY ROAD

Cần Thơ **3 hrs** Long An International Port

Cần Thơ **8 hrs** Vung Tau Ports



BY WATERWAY

Cần Thơ **24 hrs** Long An International Port

Cần Thơ **28 hrs** HCMC Ports

Cần Thơ **36 hrs** Vung Tau Ports

03

Long An Province Potential

*Strategic location connecting HCMC,
southeastern Vietnam, and the 12
provinces of Mekong Delta with the world*



Strong growth potential



GDP

Q1-Q3 '23

+4.24%

FY 2022

+8.02%



GRDP

+4.93%

+8.46%

Source: General Statistics Office (gso.gov.vn),
Long An Province (longan.gov.vn)

Increasing FDI



Q1-Q3 2023: **82** FDI projects, total registered capital of **\$550 million**.

Growing number of industrial parks

Total Southern Region

>100 industrial parks



Ongoing infrastructure developments

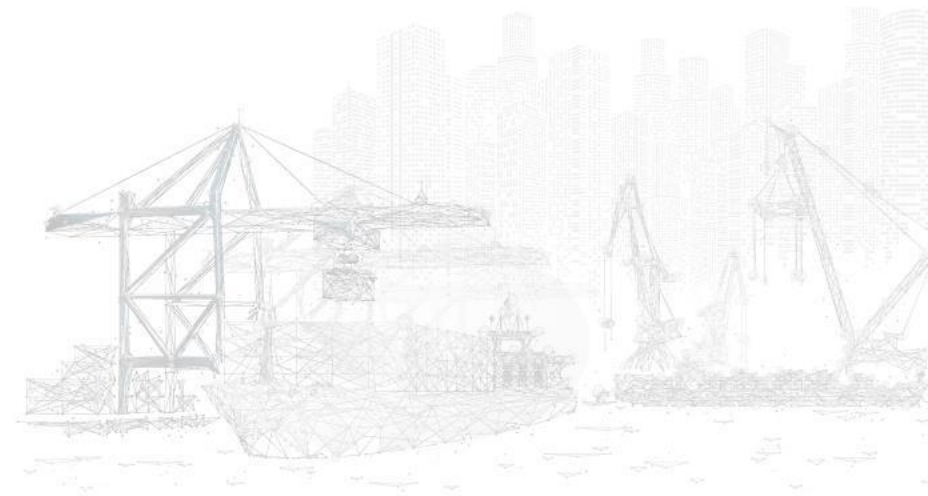
Shortening transit times between Long An, Ho Chi Minh City, and the Southern Key Economic Region



04

Providing a solution to the logistical challenges

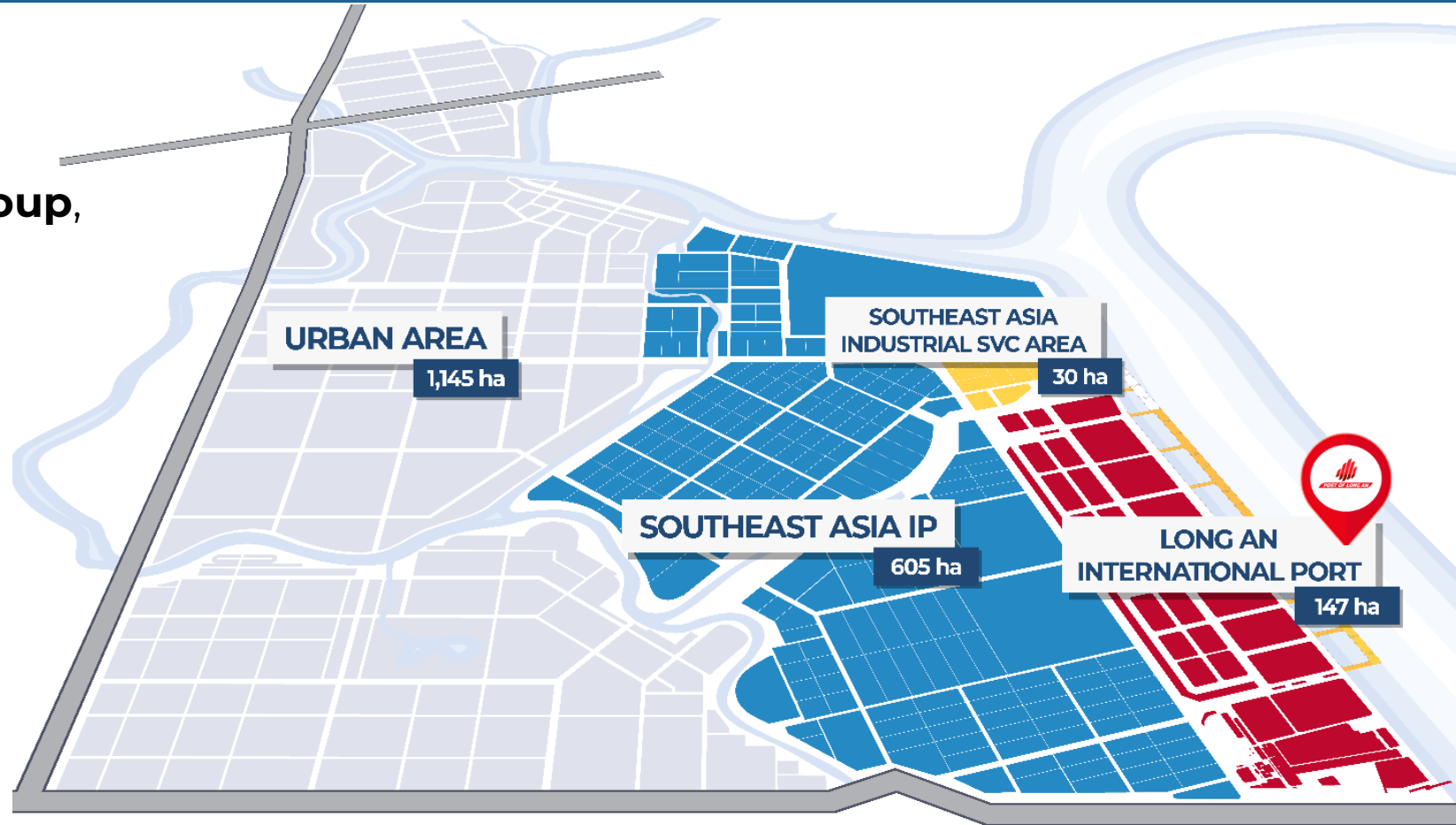
*Long An International Port's
dual approach*



Developing an entire ecosystem

Flagship project of the master development plan of **Dongtam Group**, investing in **modern equipment, technology and systems**.

The project cluster spans a total of **1,935 ha** in **Can Giuoc District, Long An Province**.





Your One-Stop, Cost-Saving Port & Logistics Hub



Container Handling



Bulk & General Cargo



Warehousing & Yard Storage



Customs Brokerage

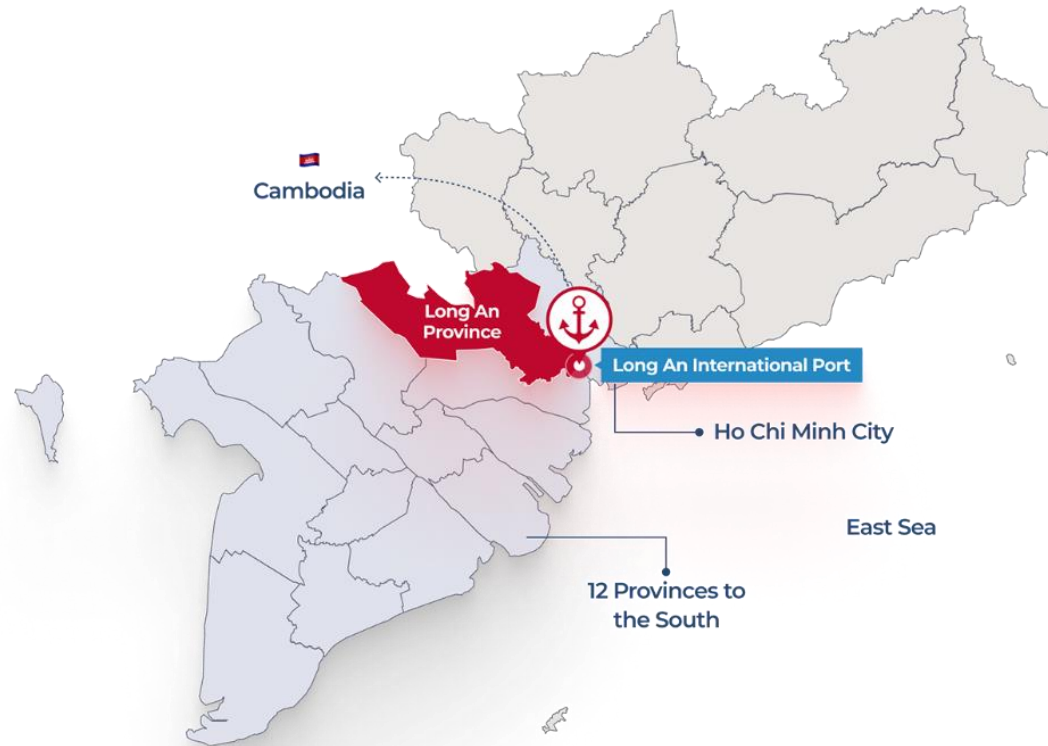


Barge & Truck Transportation



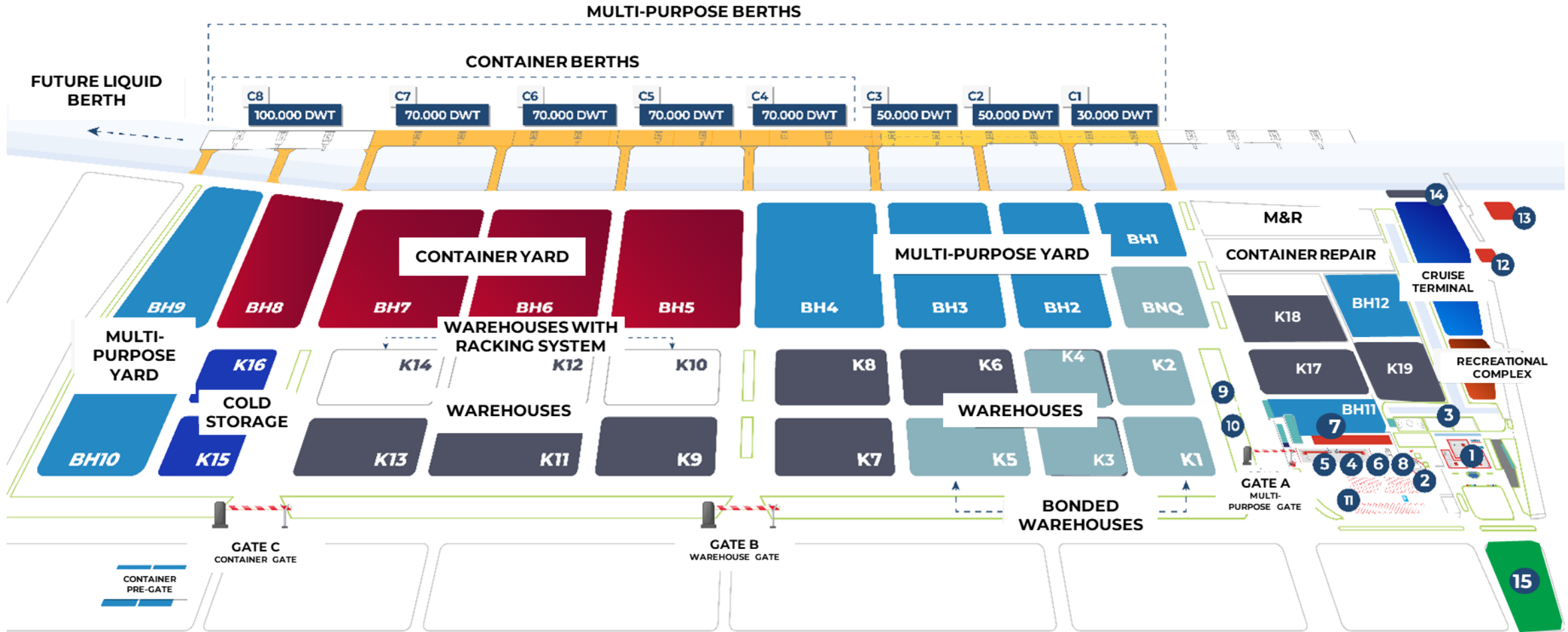
International Freight Forwarding

- Strategic location connecting HCMC, southeastern Vietnam, and the 12 provinces of Mekong Delta with the world
- No infrastructure surcharge
- Capable of receiving large vessels from 70,000 to 100,000 DWT
- Overall cost savings



- Continuously upgraded management and operations technology systems
- 100% new and modern equipment, facilities, and huge truck fleet
- Massive warehouse and yard space up to 1Mil m² for varieties of cargo

The only large-scale international logistics hub and port in the Mekong Delta with design capacity of 3Mil TEU and 10Mil tons general cargo



- | | | | | |
|-----------------|-------------------------------|------------------|------------------------------|---|
| ① HEAD OFFICE | ④ DRIVERS' LOUNGE & WASH AREA | ⑦ RESIDENCE HALL | ⑩ FIRE STATION | ⑬ HCMC MARITIME PORT AUTHORITY REP OFC |
| ② FLAG POLE | ⑤ CAFETERIA | ⑧ BORDER POLICE | ⑪ PARKING LOT 1 | ⑭ CAN GIUOC - CAN GIO (HCMC) FERRY TERMINAL |
| ③ SPORTS CENTER | ⑥ CLINIC | ⑨ CUSTOMS OFFICE | ⑫ BORDER GATE CUSTOMS BRANCH | ⑮ GAS STATION |

Equipment & Facilities

6 STS (13-16 rows outreach)



18

RTGs



420

Reefer plugs



60

Tractors



2

Reach stackers



2

Slewing cranes (40-ton)



1

Empty handler



4

Forklifts



Container Handling Capability

Capacity
2024-2025
1,000,000 TEU



7 berths
with continuous berth
length of **1,670 m**,
capable of handling
up to **70,000 DWT**



Modern equipment
STS & RTG cranes
100% Japan-made



Future expansion
3,000,000 TEU

Our Solution: Fuelling and Taking Advantage of Growth Fundamentals





Home to the tallest flagpole in Indochina (Vietnam Record Association)



Xin cảm ơn!

Thank you

Contact Us:

No 68 Provincial Road 830, Vinh Hoa Hamlet,
Tan Tap Commune, Can Giuoc District, Long An Province
Tel: +84 28 3997 2979 | Hotline: 1900 7068
E-mail: cuongnguyen@longanport.com

longanport.com