



TỔNG CÔNG TY TÂN CẢNG SÀI GÒN  
SAIGON NEWPORT CORPORATION

**WARMLY WELCOME**

**TO SAIGON NEWPORT CORPORATION**





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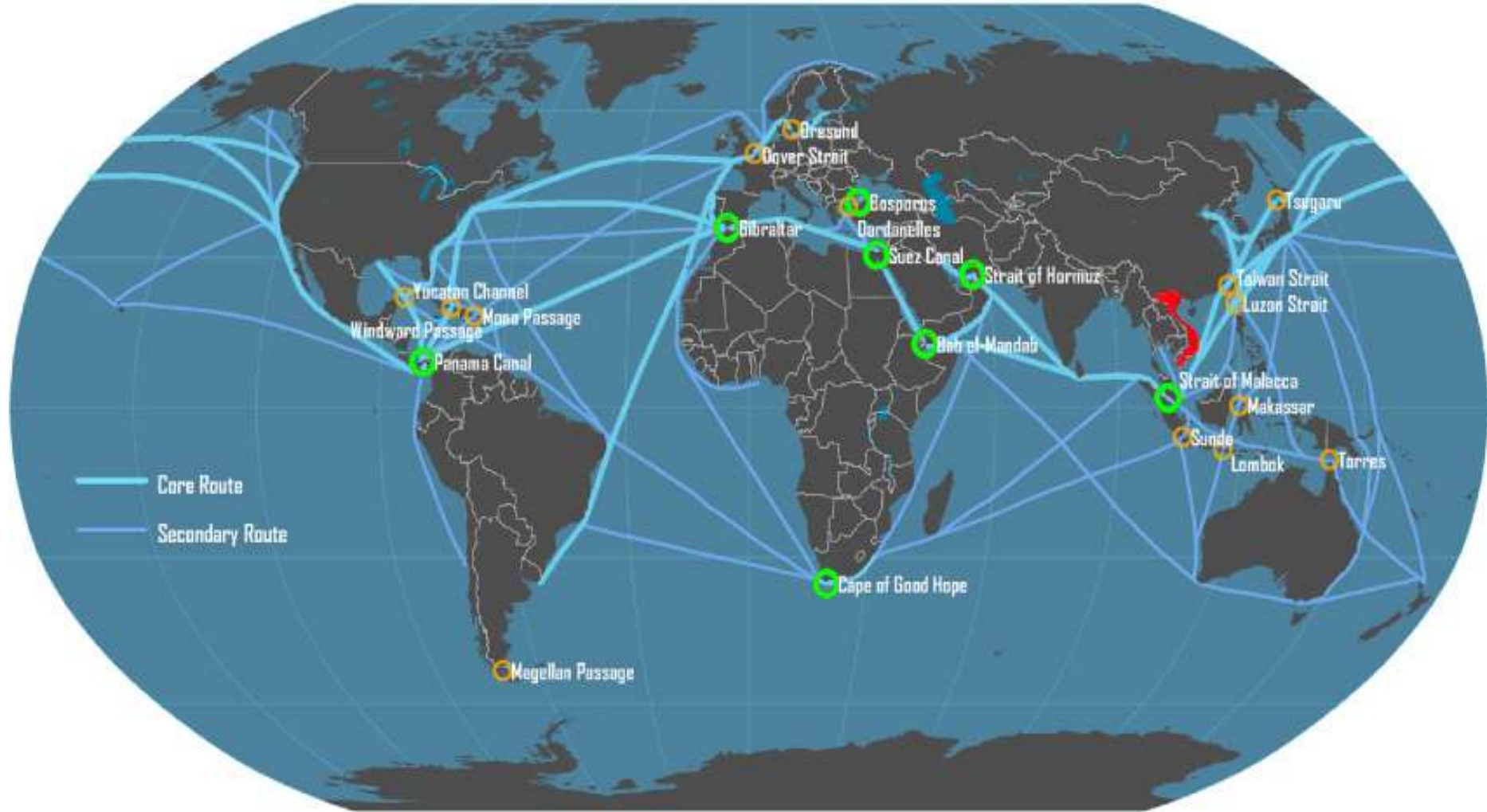
# THE BEST GREETING FROM SAIGON NEWPORT



ĐẾN VỚI TÂN CẢNG SÀI GÒN, ĐẾN VỚI CHẤT LƯỢNG DỊCH VỤ HÀNG ĐẦU  
COME TO SAIGON NEWPORT, COME TO THE BEST QUALITY SERVICES



# VIETNAM LOCATED BY THE INTERNATIONAL ROUTES



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# GENERAL INFORMATION ABOUT VIETNAM

Area : 331,000 sqkm  
Population : 91 million (2015)

2015

GDP Growth : 6.8%

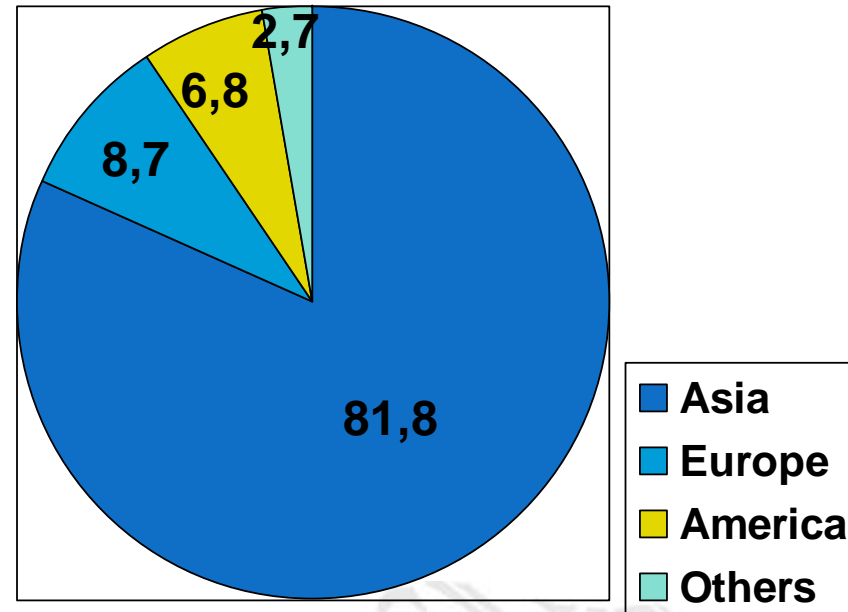
Export growth: 10% year on year



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# VIETNAM IMPORT (2014)

Continents	Imports	
	Value (Bil. USD)	%
Asia	108.1	81.8
Europe	11.44	8.7
America	8.98	6.8

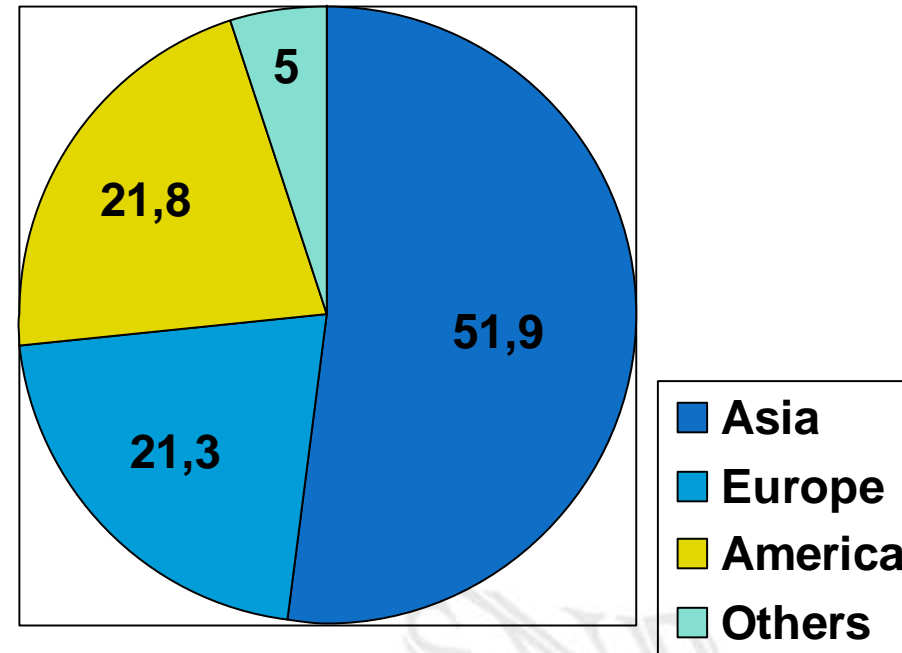


Source: Vietnam Customs



# VIETNAM EXPORT (2014)

Continents	Exports	
	Value (Bil. USD)	%
Asia	68.52	51.9
Europe	28.1	21.3
America	28.82	21.8

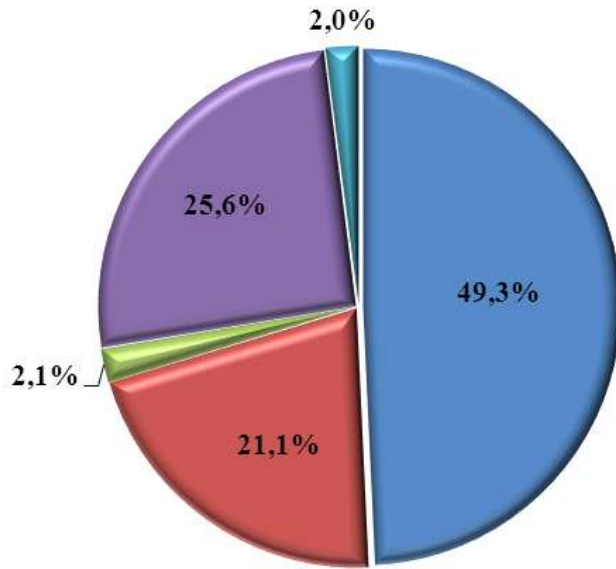


Source: Vietnam Customs

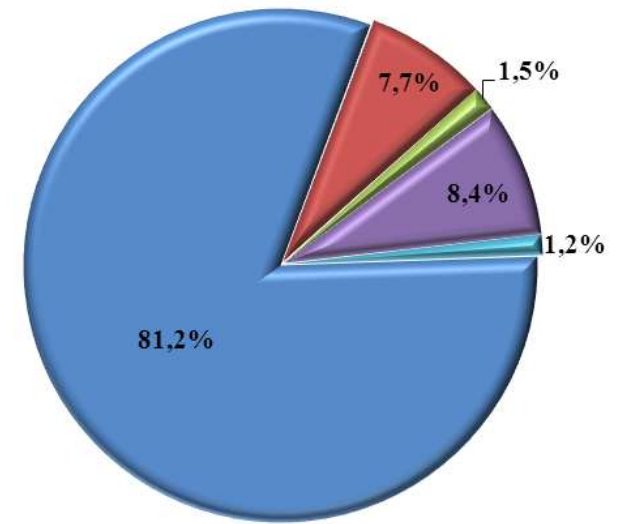


# VIETNAM IMPORT – EXPORT (11 MONTHS OF 2015)

## EXPORT



## IMPORT



■ Asia   ■ Europe   ■ Australia

■ America   ■ Africa

Source: Vietnam Customs



# RELATIONSHIP BETWEEN VIETNAM AND THE WORLD

- **Vietnam – Korea:** Early May 2015 Signed Free Trade Agreement (FTA) to gradually eliminate trade barrier in the next 15 years.
- **Vietnam – EAEU:** May 29, 2015 - Agreement on Free Trade Zone between the **EAEU** and Socialist Republic of **Vietnam** signed according to the results of the second session of the Eurasian Intergovernmental Council (Russia, Belarus, Kazakhstan, Armenia, Kyrgyzstan): Major export products: rice, seafood, textile, leather products, woods will abolish the tax altogether within 10 years.





# RELATIONSHIP BETWEEN VIETNAM AND THE WORLD

- **Vietnam – EU:** On 4/8/2015, the Free Trade Agreement between Vietnam and the European Union (EVFTA) has signed:
  - ❑ Vietnam will liberalize 65% of import duties on EU exports to Vietnam at entry into force, with the remainder of duties being gradually eliminated over a 10-year period.
  - ❑ EU duties will be eliminated over a 7-year period.



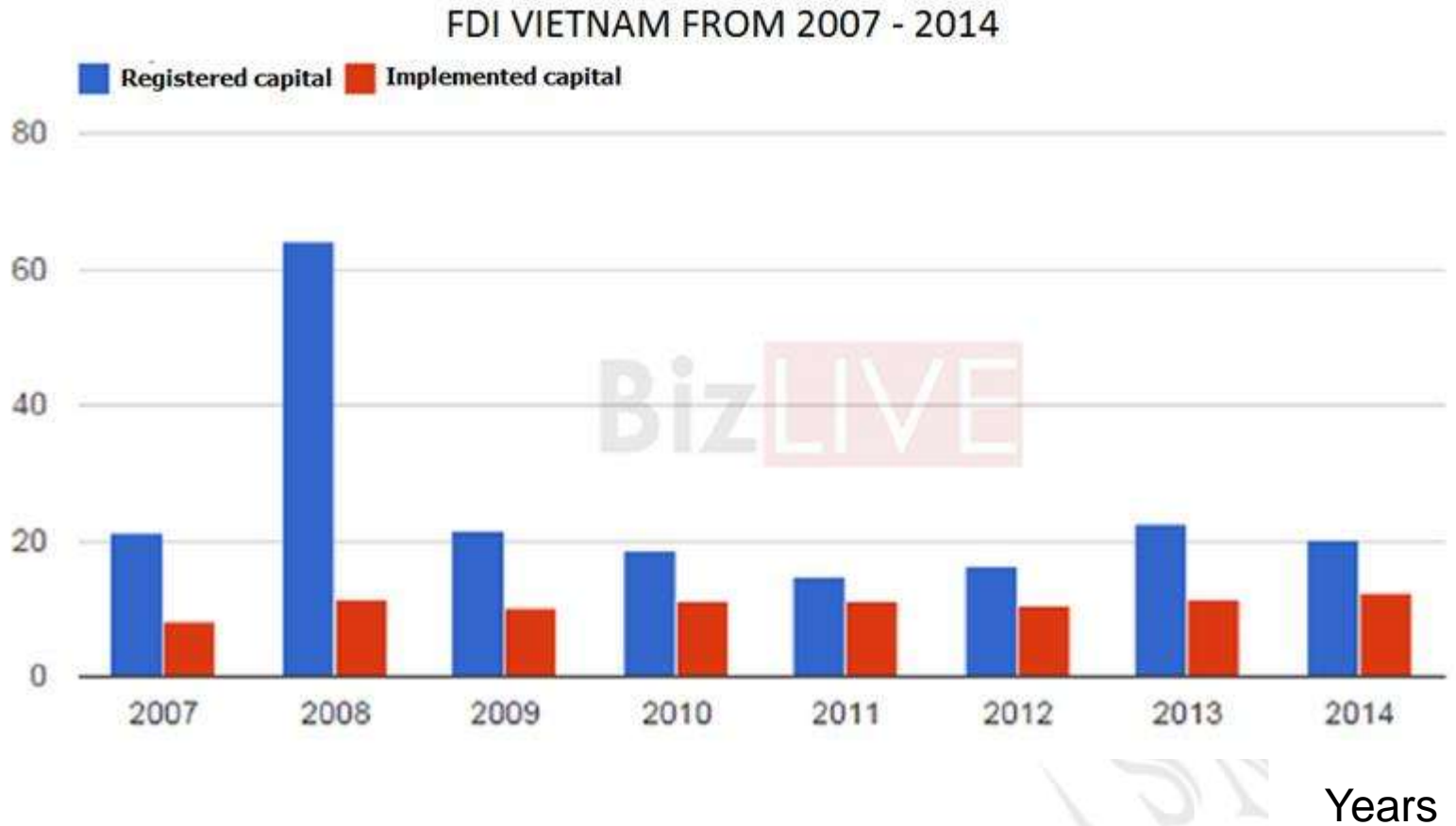
## Vietnam – TPP:

- 12 participating countries: Brunei, Chile, Singapore, New Zealand, Australia, Canada, Japan, Malaysia, Mexico, Peru, the United States, and Vietnam.
- TPP partner countries account for 40% GDP of the world and 26% world trade.
- TPP seeks to enhance trade and investment among the TPP partner countries, to promote innovation, economic growth and development, and to support the creation and retention of jobs.
- 05/10/2015, the TPP negotiations were successful.



# VIETNAM AND FDI

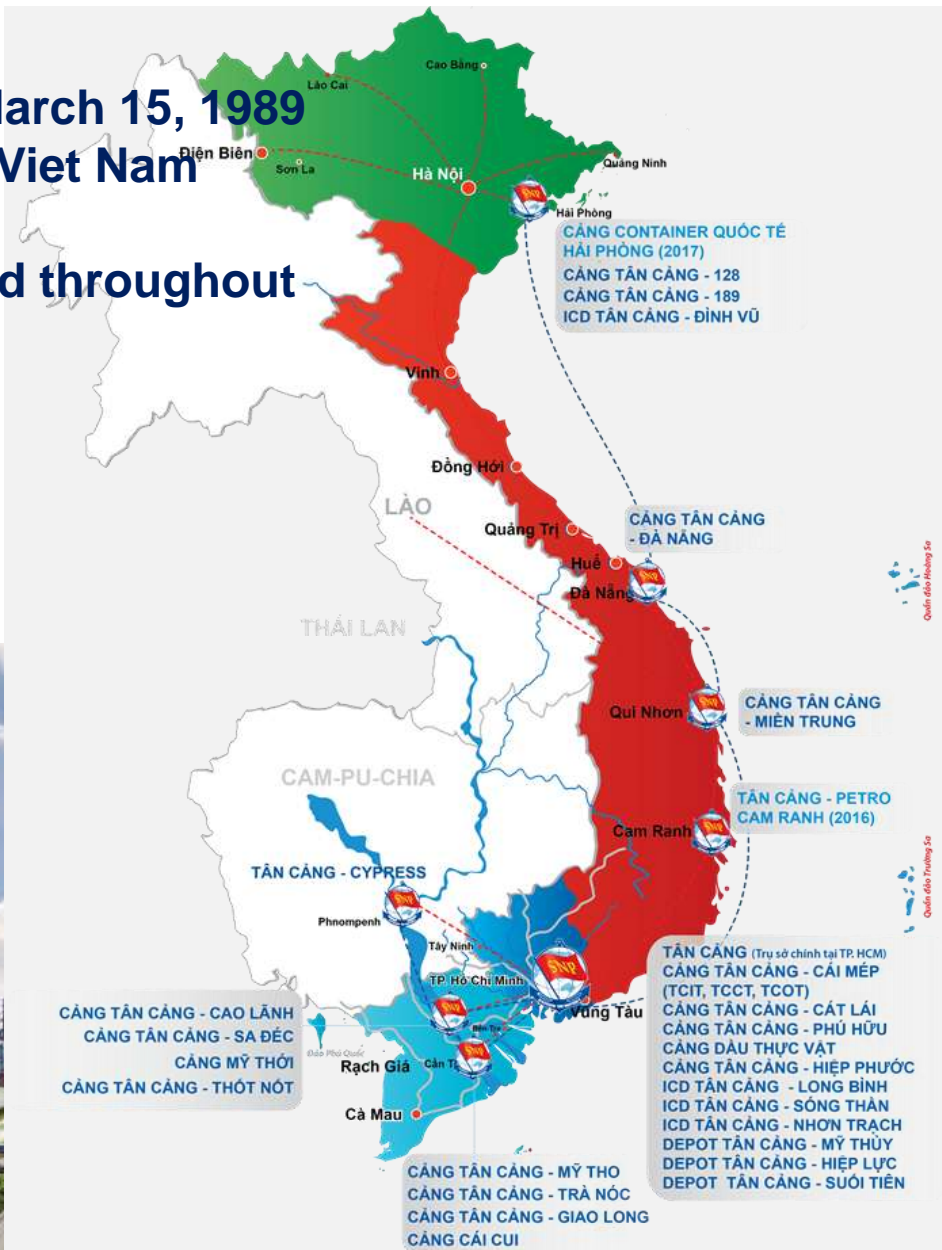
Billion \$



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# SAIGON NEWPORT CORPORATION

- ✓ State-owned enterprise, founded in March 15, 1989
- ✓ **Headquartered** in Ho Chi Minh City – Viet Nam
- ✓ **Branches and subsidiaries** are located throughout the country

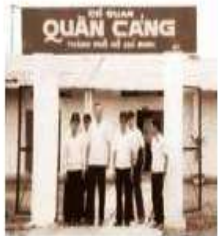


1989

*Started brand  
Saigon Newport*

Saigon Newport was established on 15 March 1989 in accordance with the Decision No 352/TTG by the Prime Minister, Vietnam People Navy, Minister of Defense

Saigon Navy Port Located in HoChiMinh City



1992

*Redirect strategy to  
exploit container terminal*

1 premises  
Tan Cang Terminal in HCM City



2004 - 2005

*Conversion and  
Development model*

Since December 2006, the company has transformed into a holding company. On 9 February 2010, Saigon Newport Company became Saigon Newport Corporation in accordance to the decision No 418/QĐ-BQP by the Defense Minister.

3 premises:  
Tan Cang Terminal in HCM City  
Tan Cang - Cat Lai in HCM City  
Song Than - ICD in Binh Duong Province



2014 - NOW

*Integration and  
reaching to the world*

Headquarter: 722 Dien Bien Phu Street, Ward 22, Binh Thanh District, Ho Chi Minh City

Saigon Newport Corporation is active in most key economic regions of the country with 30 premises.

Saigon Newport occupy over 85% market share in container in-export in the HCM City and over 50% market share, confirming its leading position in the field of container terminal operators specialized business services and ports in Vietnam.

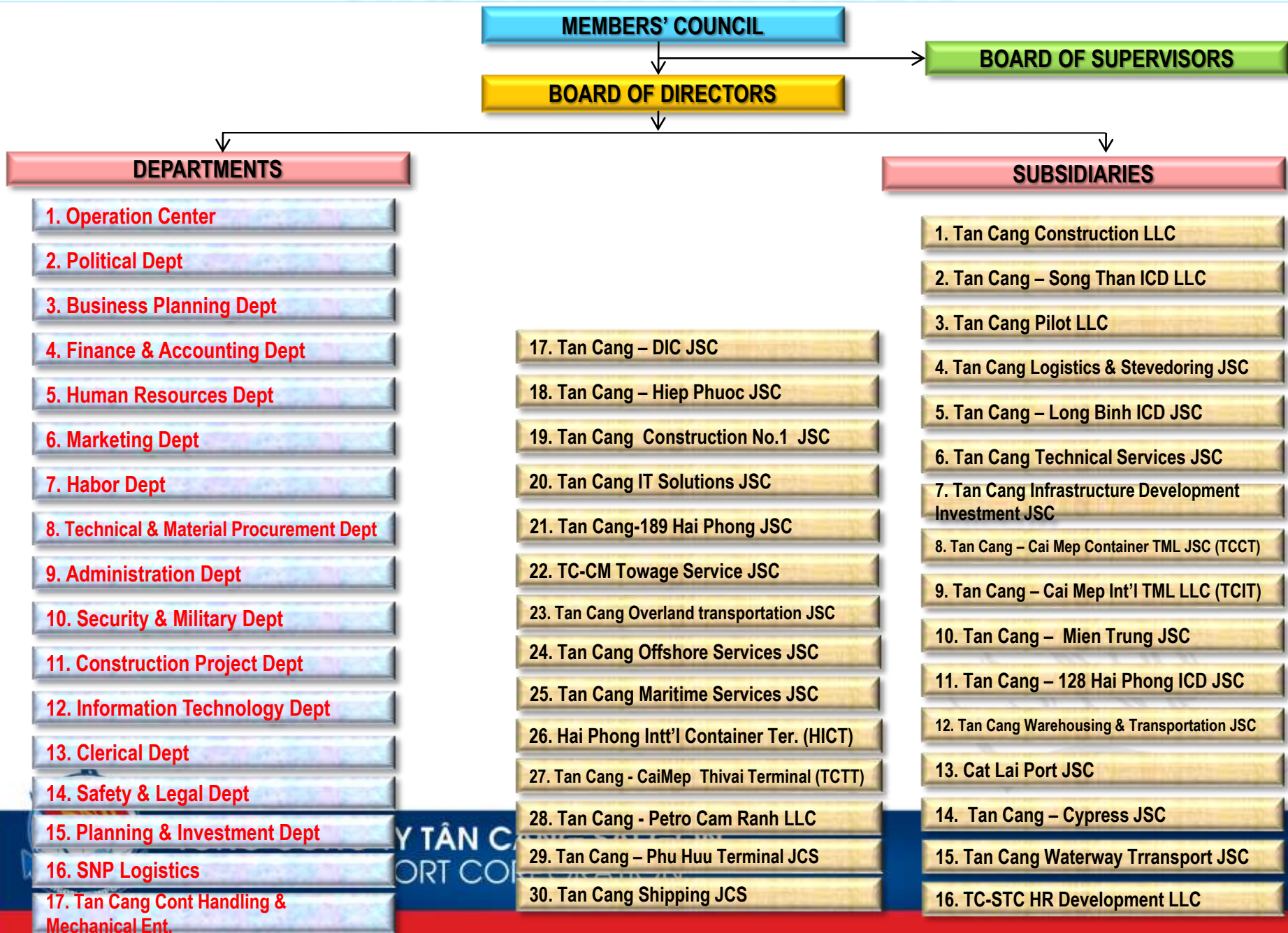
SNP logistics is recognized as the leading logistics companies in Vietnam (top 20 logistics enterprises in 2014).

Domestic shipping is put into operation from 2014 to reach the revenue high, always full of loaded - ship, promises more growth potential.



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**SAIGON NEWPORT CORPORATION**

# ORGANIZATION CHART



# 3 CORE BUSINESSES

## PORT OPERATION (since 1989)



## LOGISTICS SERVICES (since 2012)



## DOMESTIC SHIPPING (since 2014)



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# PORT FACILITIES ( 16 TERMINALS)



Barge terminals:  
06 units

- Tan Cang – Sa Dec
- Tan Cang – Cao Lanh
- Tan Cang – My Tho
- Tan Cang – Tra Noc
- Tan Cang – Cai Cui
- Tan Cang – Thot Not



Feeder terminals:  
06 units

- Tan Cang – Cat Lai
- Tan Cang – Hiep Phuoc
- Tan Cang – Phu Huu
- Vegetable Oil Terminal
- Tan Cang – 128
- Tan Cang – 189

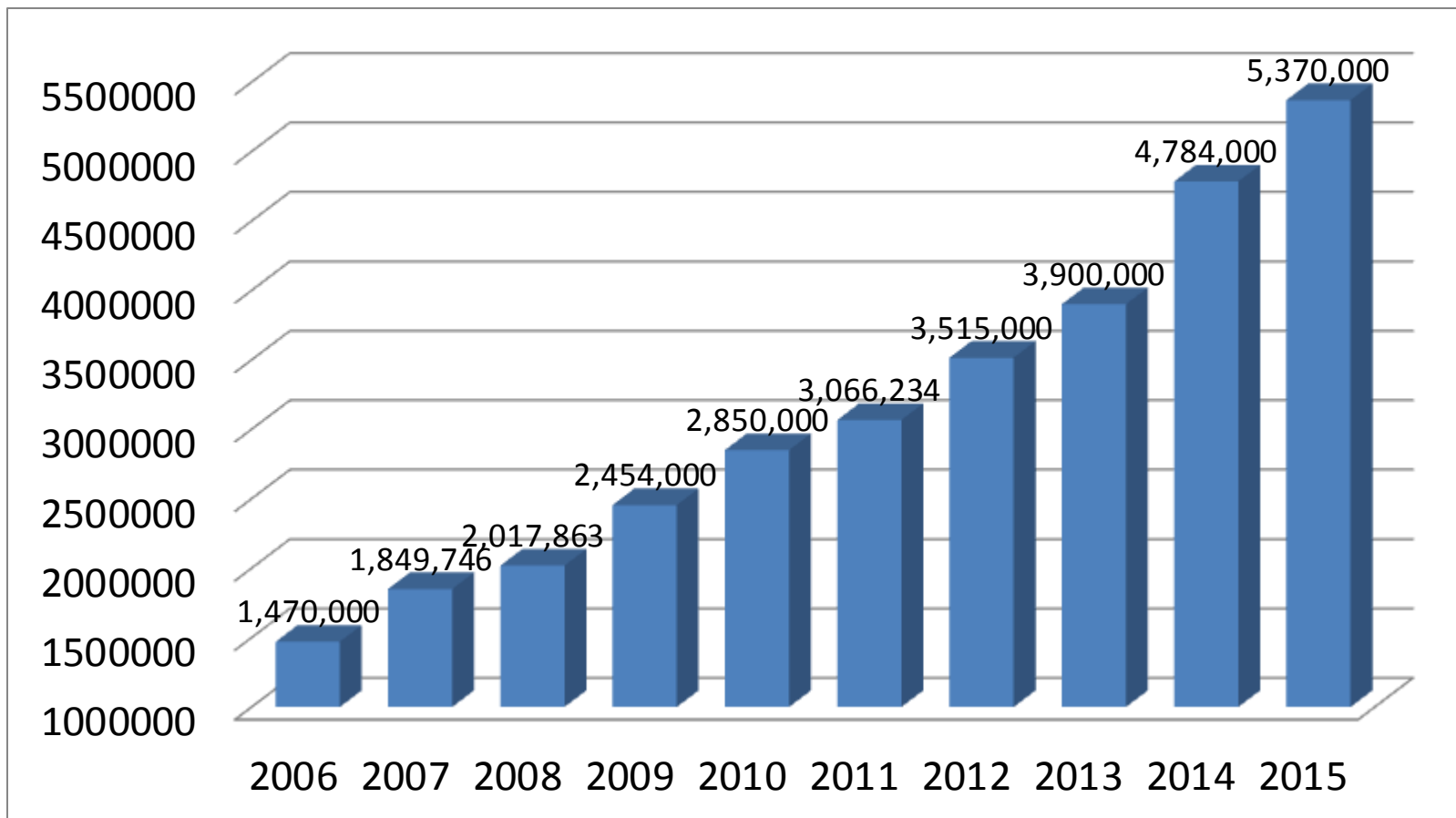


Deep water  
Terminals:04 units

- Tan Cang – Cai Mep  
Terminals (TCCT + TCIT  
+ TCTT)
- Hai Phong International  
Container Terminal  
(HICT)



# CARGO VOLUME GROWTH YEARLY (TEU)



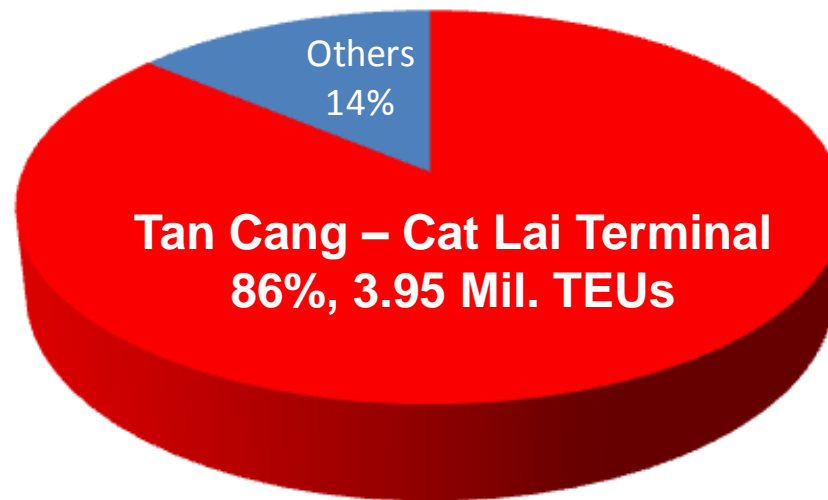
**No.1 in Vietnam & Ranked 29<sup>th</sup> of The World**



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# VOLUME SHARE IN HOCHIMINH CITY AREA

## 2015

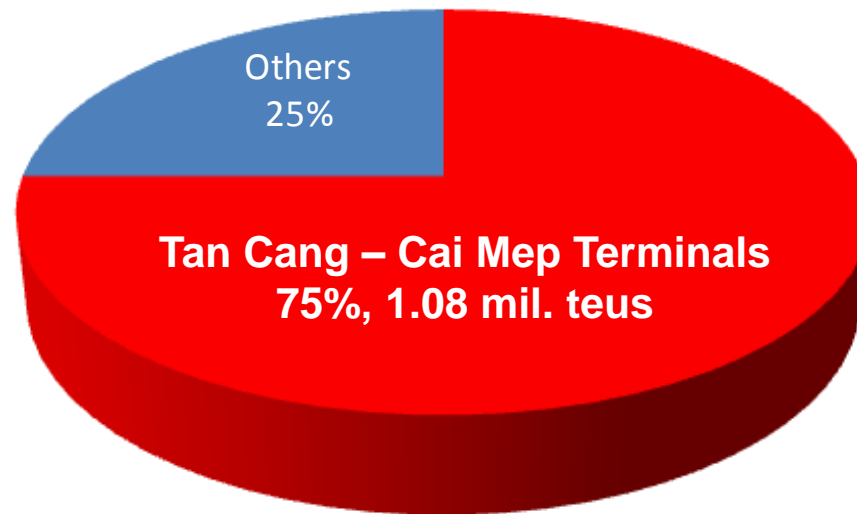


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SNP

# MARKET SHARE IN DEEP-WATER PORT AREA

## 2015

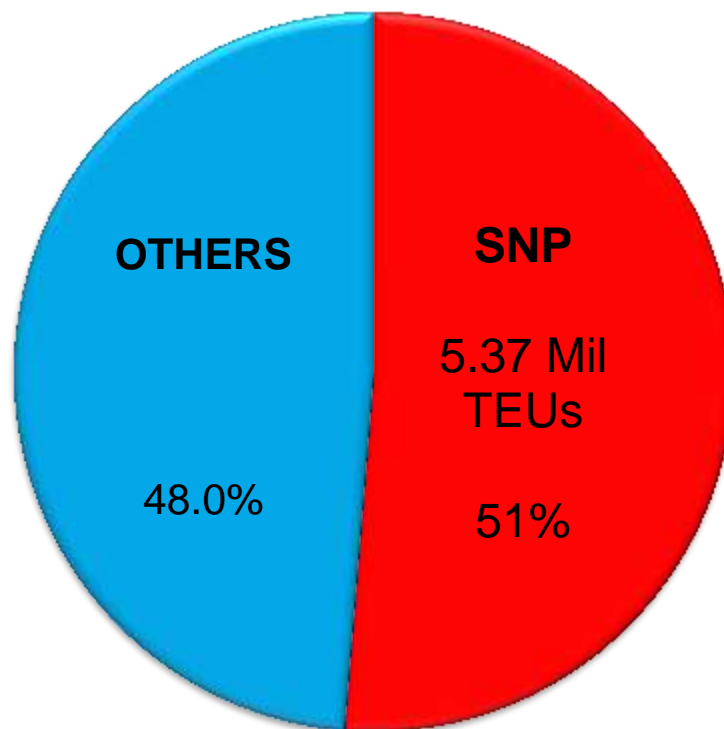


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# MARKET SHARE OF WHOLE VIETNAM

## 2015



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
**SAIGON NEWPORT CORPORATION**

# TAN CANG - CAT LAI TERMINAL



**SAIGON NEWPORT'S PREMISES**  
IN SOUTHERN KEY ECONOMIC AREA OF VIETNAM



**Tan Cang - Cat Lai TML**



Zone	Area (ha)	Investment (USD)	Capacity (TEU)	Completion Date
Zone 1	100	100,000,000	100,000	2015
Zone 2	100	100,000,000	100,000	2015
Zone 3	100	100,000,000	100,000	2015
Zone 4	100	100,000,000	100,000	2015
Zone 5	100	100,000,000	100,000	2015
Zone 6	100	100,000,000	100,000	2015
Zone 7	100	100,000,000	100,000	2015
Zone 8	100	100,000,000	100,000	2015
Zone 9	100	100,000,000	100,000	2015
Zone 10	100	100,000,000	100,000	2015
Zone 11	100	100,000,000	100,000	2015
Zone 12	100	100,000,000	100,000	2015
Zone 13	100	100,000,000	100,000	2015
Zone 14	100	100,000,000	100,000	2015
Zone 15	100	100,000,000	100,000	2015
Zone 16	100	100,000,000	100,000	2015
Zone 17	100	100,000,000	100,000	2015
Zone 18	100	100,000,000	100,000	2015
Zone 19	100	100,000,000	100,000	2015
Zone 20	100	100,000,000	100,000	2015
Zone 21	100	100,000,000	100,000	2015
Zone 22	100	100,000,000	100,000	2015
Zone 23	100	100,000,000	100,000	2015
Zone 24	100	100,000,000	100,000	2015
Zone 25	100	100,000,000	100,000	2015
Zone 26	100	100,000,000	100,000	2015
Zone 27	100	100,000,000	100,000	2015
Zone 28	100	100,000,000	100,000	2015
Zone 29	100	100,000,000	100,000	2015
Zone 30	100	100,000,000	100,000	2015
Zone 31	100	100,000,000	100,000	2015
Zone 32	100	100,000,000	100,000	2015
Zone 33	100	100,000,000	100,000	2015
Zone 34	100	100,000,000	100,000	2015
Zone 35	100	100,000,000	100,000	2015
Zone 36	100	100,000,000	100,000	2015
Zone 37	100	100,000,000	100,000	2015
Zone 38	100	100,000,000	100,000	2015
Zone 39	100	100,000,000	100,000	2015
Zone 40	100	100,000,000	100,000	2015
Zone 41	100	100,000,000	100,000	2015
Zone 42	100	100,000,000	100,000	2015
Zone 43	100	100,000,000	100,000	2015
Zone 44	100	100,000,000	100,000	2015
Zone 45	100	100,000,000	100,000	2015
Zone 46	100	100,000,000	100,000	2015
Zone 47	100	100,000,000	100,000	2015
Zone 48	100	100,000,000	100,000	2015
Zone 49	100	100,000,000	100,000	2015
Zone 50	100	100,000,000	100,000	2015



# TAN CANG - CAT LAI TERMINAL

**The biggest and most modern container terminal in Vietnam**

**130 HA, 1.5 KM of BERTH**



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**SAIGON NEWPORT CORPORATION**

# TAN CANG - CAT LAI TERMINAL

**The biggest and most modern container terminal in Vietnam**



TOTAL AREA	1,300,000SQM (130 ha)
NUMBER OF BERTH	07 (+01 FOR BARGE)
LENGTH OF BERTH	1,424 m
QUAYSIDE CRANES	20
RTG 6+1	60
TERMINAL TRACTORS	200
MAXIMUM VESSEL ACCOMODATED	45,000 DWT (max 2,900 TEU)
DEPTH AT BERTH	-12m
DEPTH OF NAVIGATION CHANNEL	-8.5m (WITHOUT HIGH TIDE -3m)
DESIGNED CAPACITY/ YEAR	4.6 MILLIONS TEU
CY CAPACITY	75,000 TEU
NUMBER OF VESSEL/ WEEK	60 (IN & OUT)
VOLUME OF 2014	3.6 MILLIONS TEU



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# INTRA-ASIA FEEDER

## 60 ships / week FROM CAT LAI ( Hochiminh City)



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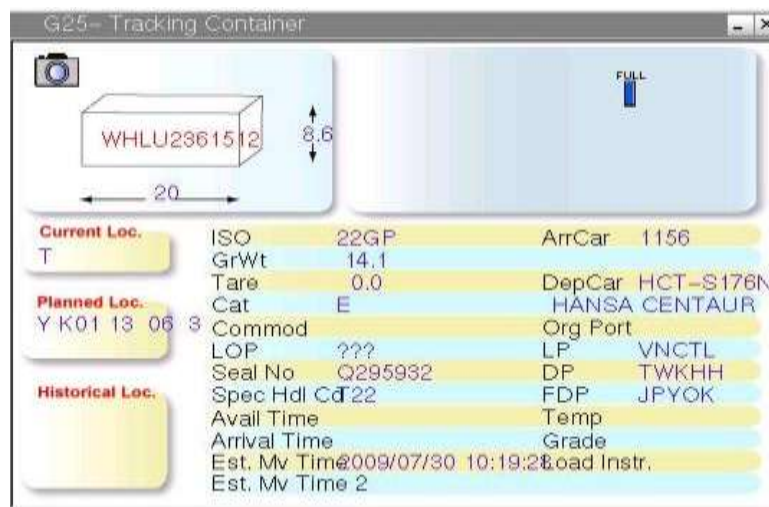
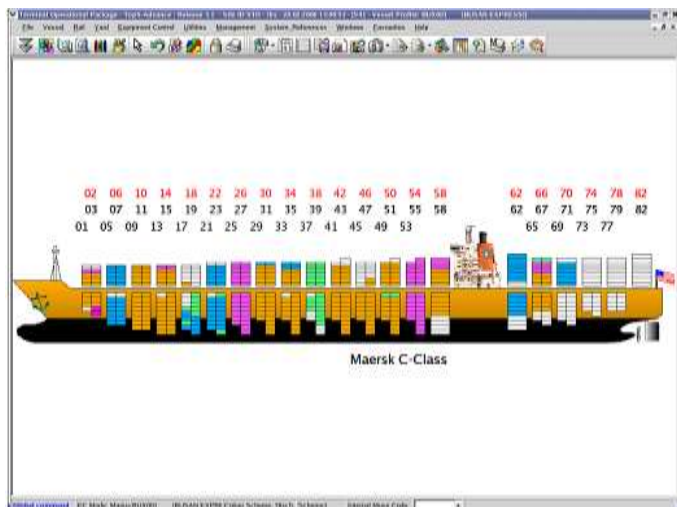
# TERMINAL OPERATION SYSTEM

## SOFTWARE USED FOR TERMINAL OPERATION

**TOPX (2008) and TOPO-VN (2015)** (Terminal Operation Package System) provided by Real time Business Solution - RBS / Australia

Functions:

- ✓ Shipside and CY auto planning
- ✓ Container handling equipment assignment
- ✓ Real time container location report
- ✓ Wireless devices/hand-held/DGPS
- ✓ PORT – shipping lines is linked by EDI



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# TERMINAL VALUE ADDED SERVICES

## VINACGS/ VCIS (2014)

- ✓ Integrated to e-Customs
- ✓ Declaration via internet
- ✓ E - Manifest
- ✓ Linked with X-ray container scanner for customs inspection
- ✓ E – Banking & Mobile Banking svc
- ✓ E-Port via Internet & Mobile phone

<http://co-pt.saigonnewport.com.vn>



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# TAN CANG-PHU HUU TERMINAL



TAN CANG  
PHU HUU



SAIGON NEWPORT'S PREMISES  
IN SOUTHERN KEY ECONOMIC AREA OF VIETNAM



Tan Cang - Phu HUU  
TML

- ✓ **Location:** Phu HUU ward, Dist 9, Hochiminh city, Vietnam
- ✓ **Total area:** 26 ha with total 540m berth for vessel up-to-36,000dwt
  - ✓ Phase 1: 320m
  - ✓ Phase 2: +220m
- ✓ **Waterdraft:** -12m
- ✓ **Equipment:** 05 gantry cranes
- ✓ **Full capacity:** 1.9 mil teu/ year
- ✓ **Operation:** Q2/2016
- ✓ **Using the same operation system as Cat Lai Terminal**



01km

# TAN CANG – HIEP PHUOC TERMINAL



**SAIGON NEWPORT'S PREMISES  
IN SOUTHERN KEY ECONOMIC AREA OF VIETNAM**



**Tan Cang – Hiep Phuoc TML**



Province	Terminal Name	Terminal Code	Terminal Type
Tây Ninh	Tân Cảng - Cypress	TCIT	Container
Long Bình	Tân Cảng - Long Bình	TCCT	Container
Sông Thành	Tân Cảng - Sông Thành	TCOT	Container
Ca Mau	Tân Cảng - Trà Nóc		General
Mỹ Tho	Tân Cảng - Mỹ Tho		General
Cái Mép	Tân Cảng - Cái Mép		General
Hiep Phuoc	Tân Cảng - Hiep Phuoc		General
ITC	Tân Cảng - ITC		General
Cat Lai	Tân Cảng - Cát Lái		General
Sa Dec	Tân Cảng - Sa Đéc		General
Cao Lãnh	Tân Cảng - Cao Lãnh		General
Mỹ Thời	Cảng Mỹ Thời		General



# TAN CANG – HIEP PHUOC TERMINAL



**Maiden call:** 15/12/2014

**Grand Opening:** 19/5/2015

**Scale & capacity:** 19.13 ha (at the intersection of Soai Rap River & Dong Dien River)

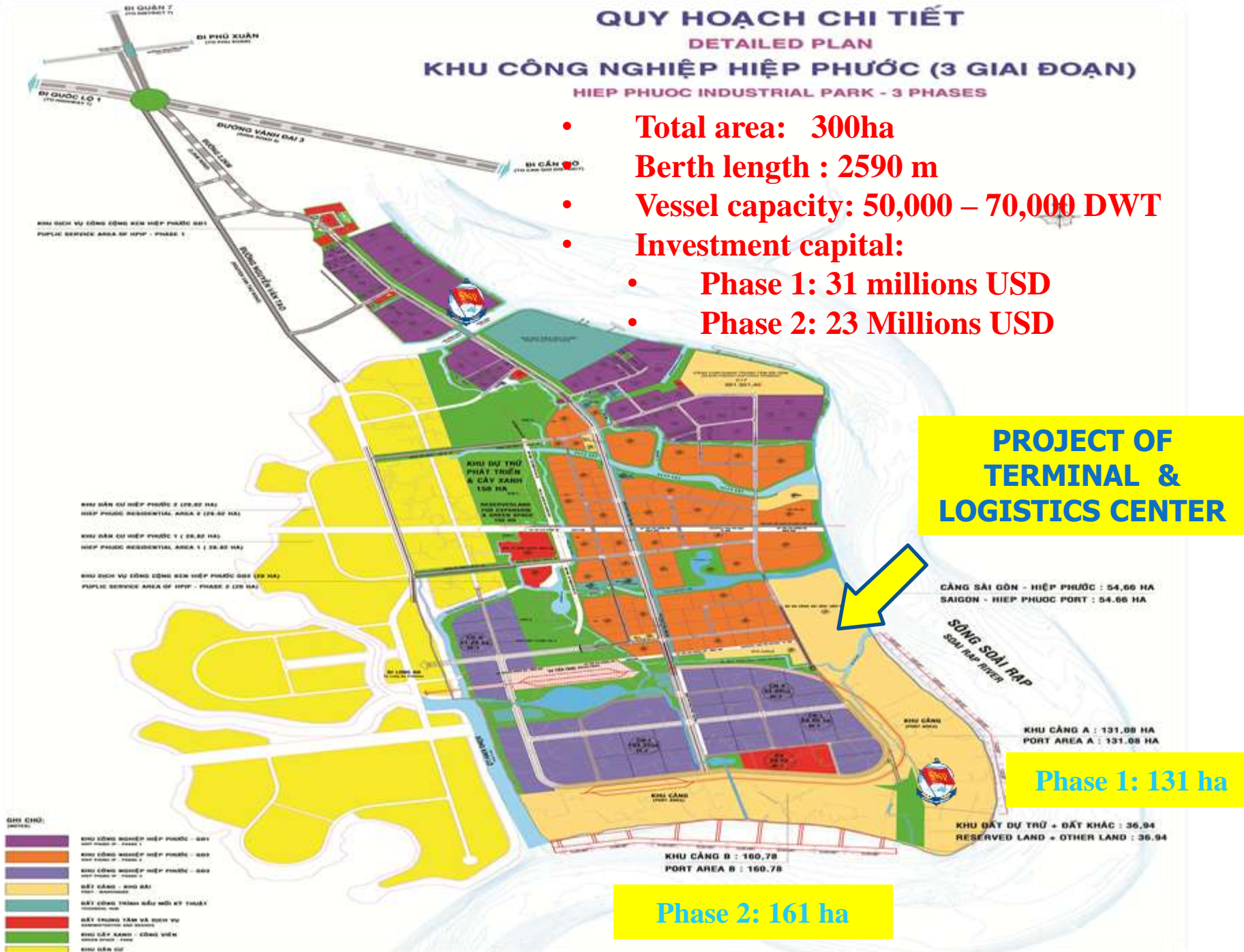
- **Berth length:** 420m (Soai Rap River) & 273m (Dong Dien River)
- **Vessel capacity:** 50,000-DWT vessel (Soai Rap River) & 2,000 DWT barge (Dong Dien River)



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
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# QUY HOẠCH CHI TIẾT DETAILED PLAN KHU CÔNG NGHIỆP HIỆP PHƯỚC (3 GIAI ĐOẠN) HIEP PHUOC INDUSTRIAL PARK - 3 PHASES

- Total area: 300ha
- Berth length : 2590 m
- Vessel capacity: 50,000 – 70,000 DWT
- Investment capital:
  - Phase 1: 31 millions USD
  - Phase 2: 23 Millions USD



**PROJECT OF  
TERMINAL &  
LOGISTICS CENTER**



**Phase 1: 131 ha**

**Phase 2: 161 ha**

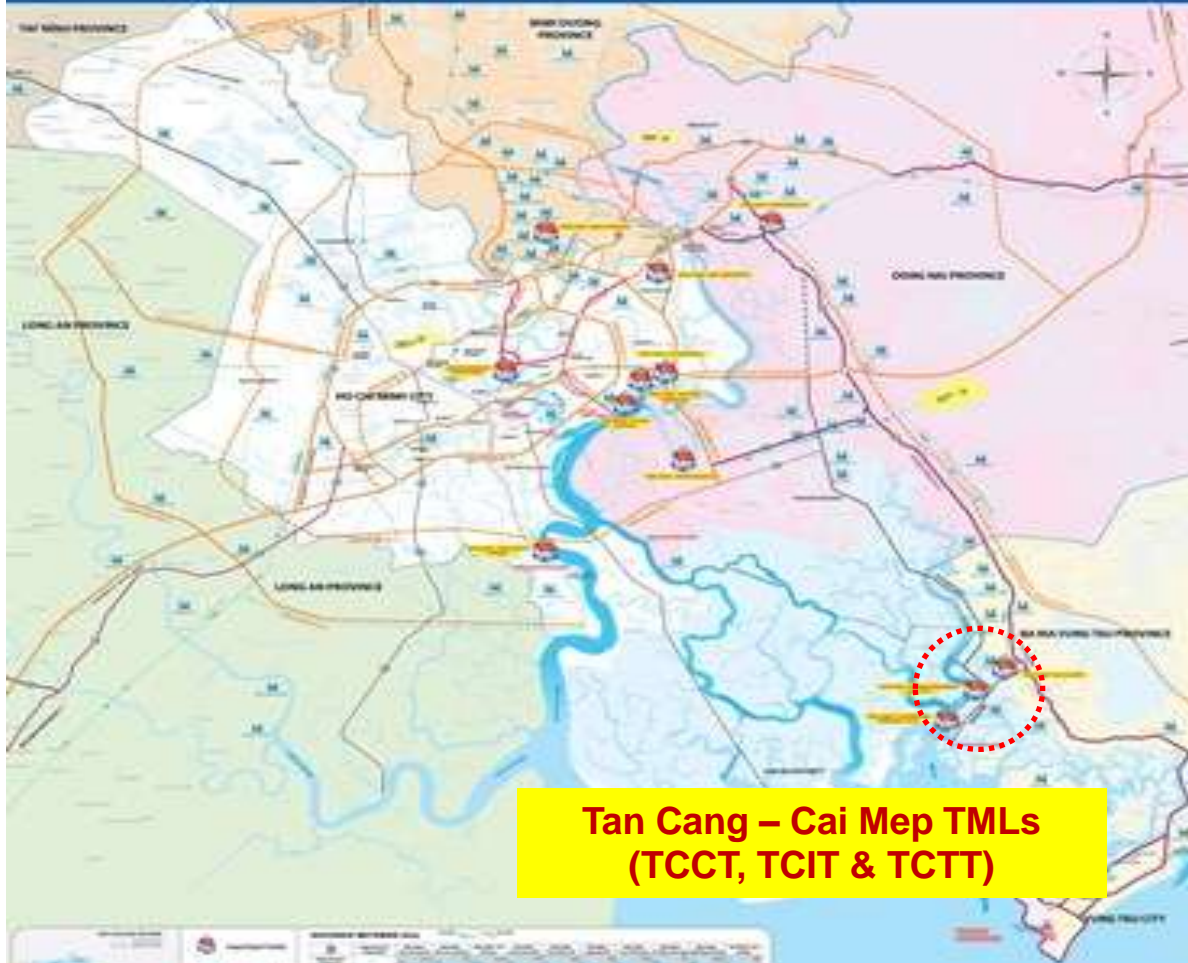
**GIẢI THÍCH (EXPLANATION)**

	KHU CÔNG NGHIỆP HIỆP PHƯỚC - GIAI ĐOẠN 1 (HIEP PHUOC INDUSTRIAL PARK - PHASE 1)
	KHU CÔNG NGHIỆP HIỆP PHƯỚC - GIAI ĐOẠN 2 (HIEP PHUOC INDUSTRIAL PARK - PHASE 2)
	KHU CÔNG NGHIỆP HIỆP PHƯỚC - GIAI ĐOẠN 3 (HIEP PHUOC INDUSTRIAL PARK - PHASE 3)
	ĐẤT CẢNG - KINH SÁI (PORT LAND - SAIGON)
	ĐẤT CÔNG TRƯỜNG SỬ DỤNG XÂY DỰNG (CONSTRUCTION SITE LAND)
	ĐẤT TRUNG TÂM VÀ DỊCH VỤ (CENTRAL AND SERVICE LAND)
	KHU CẤP KINH - CÔNG VIÊN (OFFICE AND WORKER QUARTERS)
	KHU SỬ DỤNG KHÁC (OTHER LAND)

# TAN CANG-CAIMEP DEEP-WATER TERMINALS



**SAIGON NEWPORT'S PREMISES**  
IN SOUTHERN KEY ECONOMIC AREA OF VIETNAM

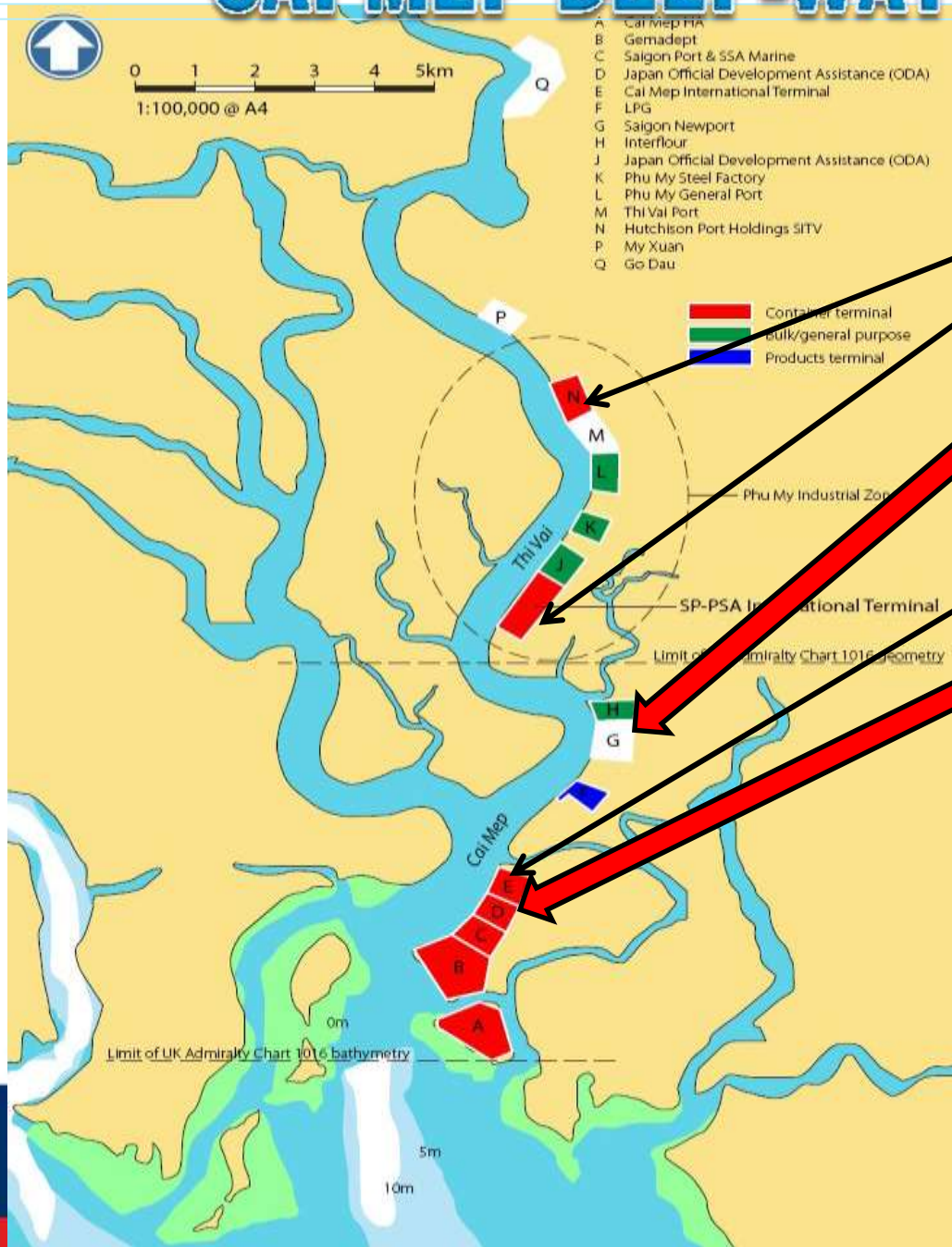


**Tan Cang – Cai Mep TMLs  
(TCCT, TCIT & TCTT)**

Terminal Name	Area	Capacity (TEU)	Depth (m)	Length (m)	Width (m)	Area (ha)	Investment (USD)	Start Year	Completion Year
TCCT	...	...	...	...	...	...	...	...	...
TCIT	...	...	...	...	...	...	...	...	...
TCTT	...	...	...	...	...	...	...	...	...



# CAI MEP DEEP-WATER TERMINALS



- A Cai Mep HA
- B Gemadept
- C Saigon Port & SSA Marine
- D Japan Official Development Assistance (ODA)
- E Cai Mep International Terminal
- F LPG
- G Saigon Newport
- H Interflour
- J Japan Official Development Assistance (ODA)
- K Phu My Steel Factory
- L Phu My General Port
- M Thi Vai Port
- N Hutchison Port Holdings SITV
- P My Xuan
- Q Go Dau

Loc	Name	Draft	Opt. time	Shareholders
N	SITV	12 m	7/2010	
I	SP-PSA	12 m	6/2009	
G	TCCT (SNP)	14 m	6/2009	SNP
G	TCIT (SNP)	14 m	01/2011	SNP, MOL, Hanjin, Wanhai
E	CMIT	14 m	04/2011	
D	TCTT (SNP)	14 m	Q1/ 2014	
C	SSIT	14 m	Sleeping	
B	Gemalink	14 m	Postponed	
A	Cai Mep Downstream	14 m	Cancelled	



# 03 DEEP-WATER TERMINALS OF SNP

## TAN CANG – CAI MEP (TCIT & TCCT) OVERVIEW



7 Callings / week



## TAN CANG – CAIMEP THIVAI TERMINAL (TCTT) OVERVIEW



3 Callings / week

# TCIT ( SNP+MOL+HANJIN+ WANHAI)



TONG CONG TY TAN CANG SAIGON  
SAIGON NEWPORT CORPORATION

# TCIT



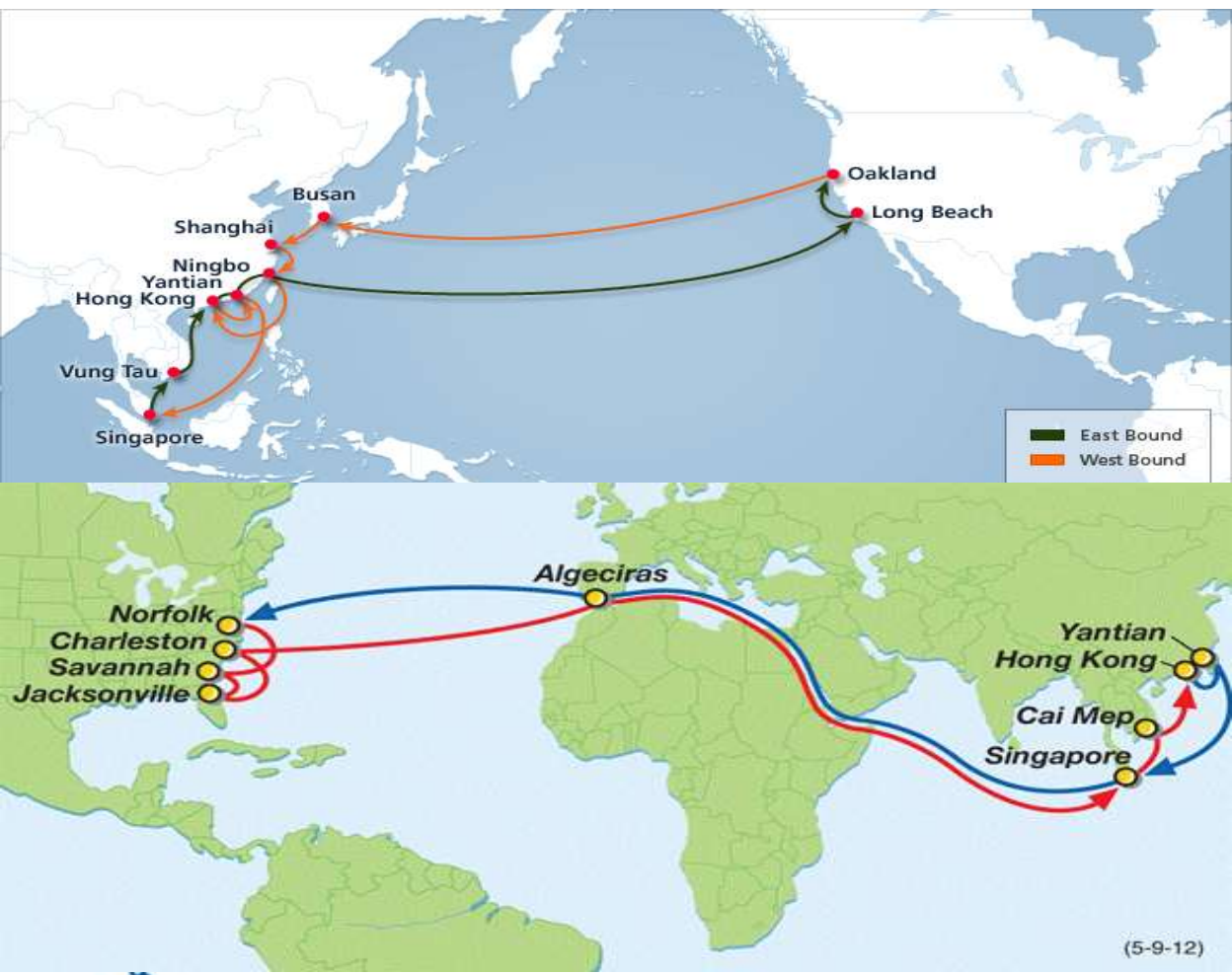
# TCTT (TAN CANG – CAIMEP THIVAI TERMINAL)



# 03 DEEP-WATER TERMINALS OF SNP

	<b>TCCT &amp; TCIT</b>	<b>TCTT</b>
<b>Total Area</b>	<b>600,000 sqm</b>	<b>480,000 sqm</b>
<b>Berth Length</b>	<b>890m</b>	<b>600 m</b>
<b>Draft / Depth Alongside</b>	<b>-14m channel access -16.8 m water depth alongside</b>	<b>-14m channel access -15 m water depth alongside</b>
<b>Quayside Crane</b>	<b>Total 9 units: + 6 units: height 40m above rail, 55m outreach (20 rows) + 3 units: height 33m above rail, 50m outreach (18 rows)</b>	<b>4 units: height 40m above rail, 55m outreach (20 rows)</b>
<b>Crane at CY</b>	<b>20 units: e-RTGs (6+1)</b>	<b>15 units: e-RTGs (6+1)</b>
<b>Barge Quay Crane</b>	<b>1 gantry crane &amp; 1 fixed crane</b>	
<b>Reach Stacker</b>	<b>3 units</b>	
<b>Terminal Trailer</b>	<b>48 units with chassis</b>	<b>20 units with chassis</b>
<b>Reefer Plug</b>	<b>1,410 units</b>	<b>486 units</b>
<b>Vessel capacity</b>	<b>130,000-DWT (or 10,000-TEU)</b>	<b>160,000-DWT (or 11,000-TEU)</b>
<b>Annual Capacity</b>	<b>1,650,000 TEU</b>	<b>1,000,000 TEU</b>
<b>Construction time</b>	<b>Late 2008</b>	<b>2008</b>
<b>Opening Date</b>	<b>15 Jan., 2011</b>	<b>Q1/ 2014</b>

# DIRECT MARTIME ROUTES BETWEEN VIETNAM & USA



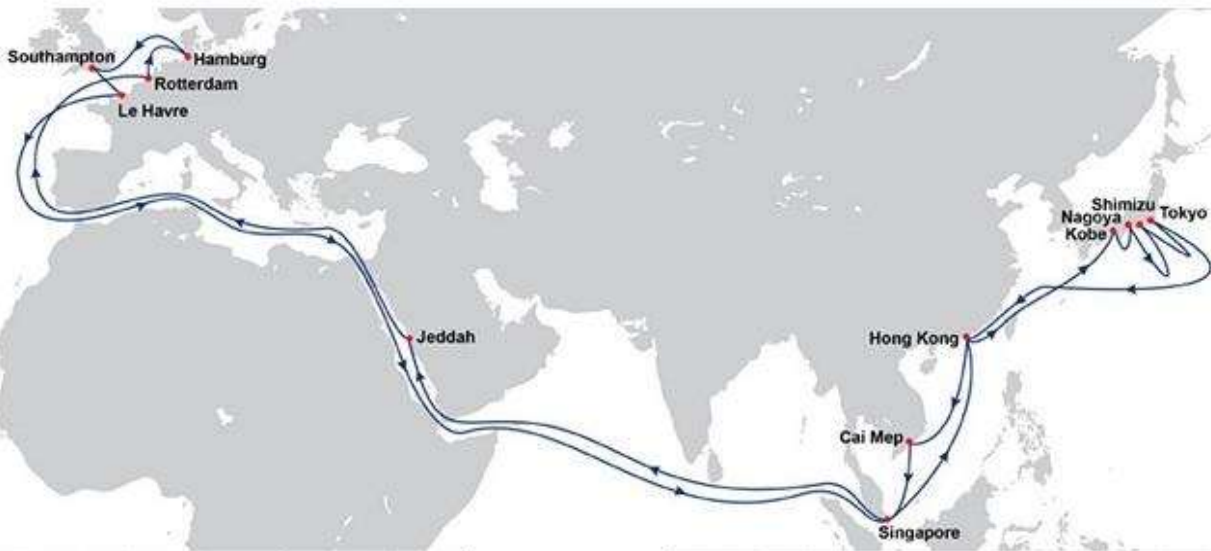
**US East Coast: = 31 days & US West Coast : 18 – 21 days**



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**SAIGON NEWPORT CORPORATION**

# DIRECT ROUTES FROM VIETNAM TO EUROPE

## Loop 1



Transit Time (Days)					
Asia to Europe (Westbound)					
From/To		Rotterdam	Hamburg	Southampton	Le Havre
Kobe	Sun	35	37	40	42
Nagoya	Tue	33	35	38	40
Shimizu	Tue	33	35	38	40
Tokyo	Thu	31	33	36	38
Hong Kong	Tue	28	28	31	33
Cai Mep	Fri	23	25	28	30
Singapore	Mon	20	22	25	27
Jeddah	Thu	10	12	15	17

Transit Time (Days)							
Europe to Asia (Eastbound)							
From/To		Singapore	Hong Kong	Kobe	Nagoya	Shimizu	Tokyo
		Wed	Mon	Sat	Mon	Tue	Wed
Rotterdam	Mon	30	35	40	42	43	44
Hamburg	Thu	27	32	37	39	40	41
Southampton	Sun	24	29	34	36	37	38
Le Havre	Tue	22	27	32	34	35	36

**T/S time to EU: 23 - 30 days**



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
**SAIGON NEWPORT CORPORATION**

# TERMINAL SYSTEM OF SNP IN THE MEKONG DELTA



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
SAIGON NEWPORT CORPORATION



# TAN CANG – MIEN TRUNG TERMINAL IN THE CENTRAL OF VIETNAM



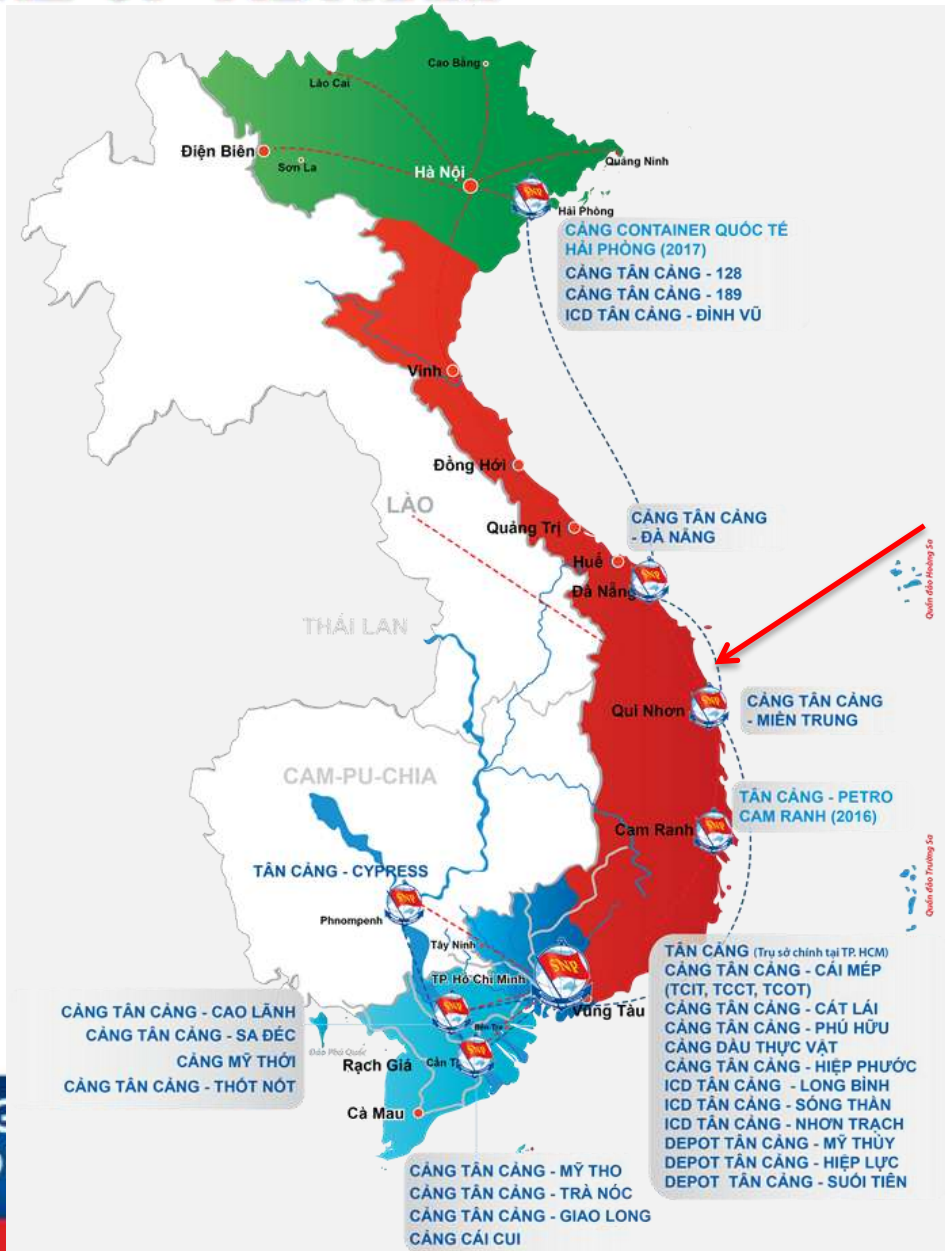
**Location:** Quy Nhon City, Binh Dinh Province

## Scale & capacity

- ✓ Total area: 110,000sqm
- ✓ Berth length: 147m (01 berth),
- ✓ Water depth:-10m
- ✓ Vessel capacity: 15,000-DWT
- ✓ Throughput capacity: 400,000 MTs
- ✓ Launch time: Feb. 2011

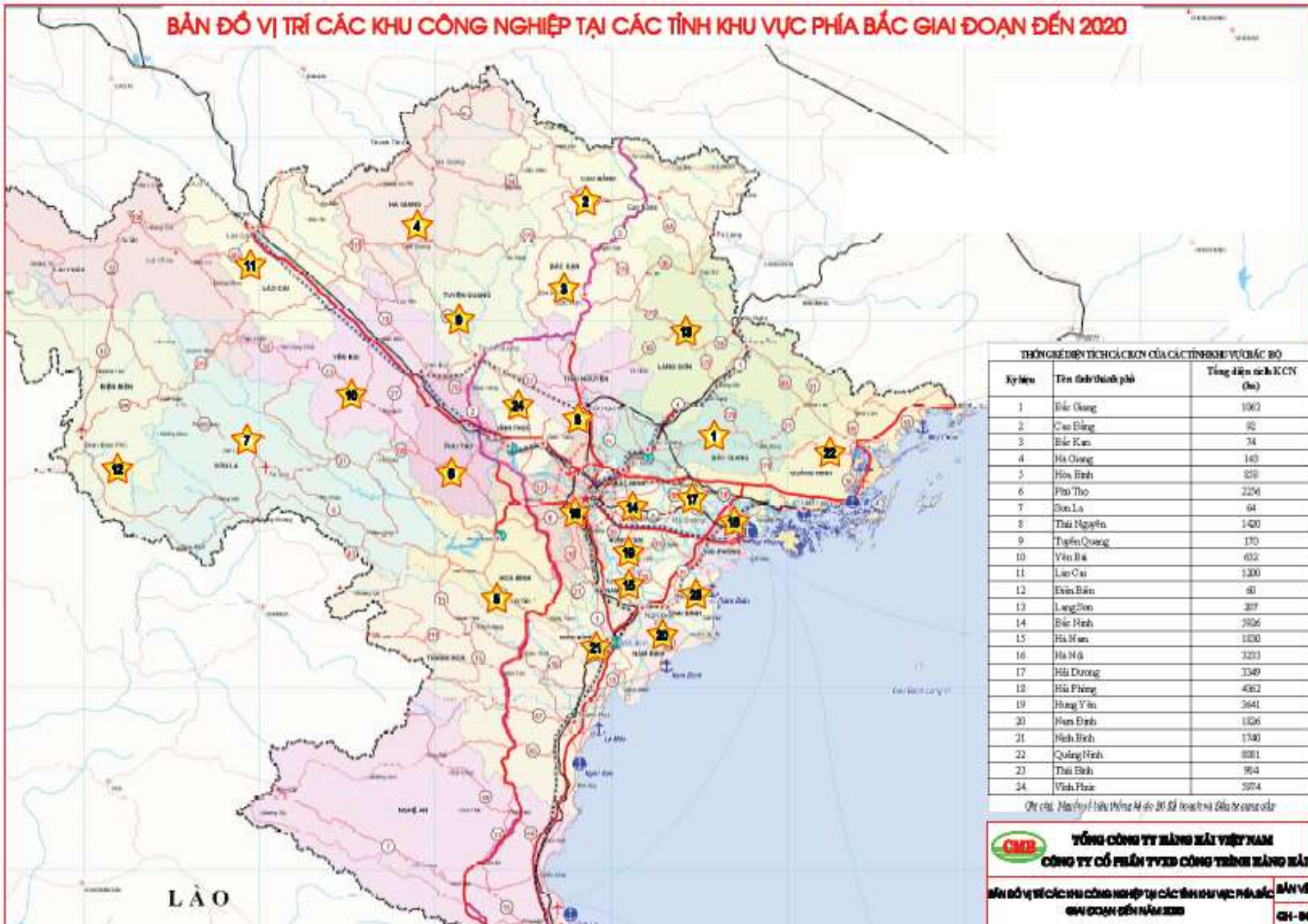


**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
**SAIGON NEWPORT CORPORATION**



# MAP OF NORTHERN IPS

BẢN ĐỒ VỊ TRÍ CÁC KHU CÔNG NGHIỆP TẠI CÁC TỈNH KHU VỰC PHÍA BẮC GIAI ĐOẠN ĐẾN 2020



THÔNG TIN DIỆN TÍCH CÁC KCN CỦA CÁC TỈNH KHU VỰC PHÍA BẮC

Ky hiệu	Tên tỉnh/thành phố	Tổng diện tích KCN (ha)
1	Bắc Giang	1060
2	Cao Bằng	92
3	Bắc Kạn	74
4	Hà Giang	143
5	Hòa Bình	329
6	Phú Thọ	2224
7	Sơn La	64
8	Thái Nguyên	1400
9	Tuyên Quang	170
10	Yên Bái	632
11	Lào Cai	1300
12	Điện Biên	40
13	Lạng Sơn	307
14	Bắc Ninh	3026
15	Hà Nam	1830
16	Hà Nội	3223
17	Hải Dương	3349
18	Hải Phòng	4362
19	Hưng Yên	3641
20	Nam Định	1826
21	Ninh Bình	1740
22	Quảng Ninh	8381
23	Thái Bình	954
24	Vĩnh Phúc	3274

Chú thích: Nguồn số liệu thống kê là số liệu kế hoạch và đã thực hiện được

**CMD** TỔNG CÔNG TY KINH DOANH VÀ DỊCH VỤ  
CÔNG TY CỔ PHẦN TƯ VẤN CÔNG TRÌNH KINH DOANH

BẢN ĐỒ VỊ TRÍ CÁC KHU CÔNG NGHIỆP TẠI CÁC TỈNH KHU VỰC PHÍA BẮC  
ĐẾN GIAI ĐOẠN ĐẾN NĂM 2020

BẢN VẼ  
GH-01

# 03 TERMINALS of SNP in HAI PHONG



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
**SAIGON NEWPORT CORPORATION**

# TAN CANG - 128 TERMINAL

## Scale & capacity

- ✓ Total area: 160,000sqm;
- ✓ CY area: 61,000 sqm;
- ✓ Warehouse: 8,000 sqm
- ✓ Berth length: 430m; vessel capacity: 10,000-DWT
- ✓ Equipment: 01 gantry crane, 02 slewing cranes, 04 RTG, 234 refer plugs



# TAN CANG - 189 TERMINAL

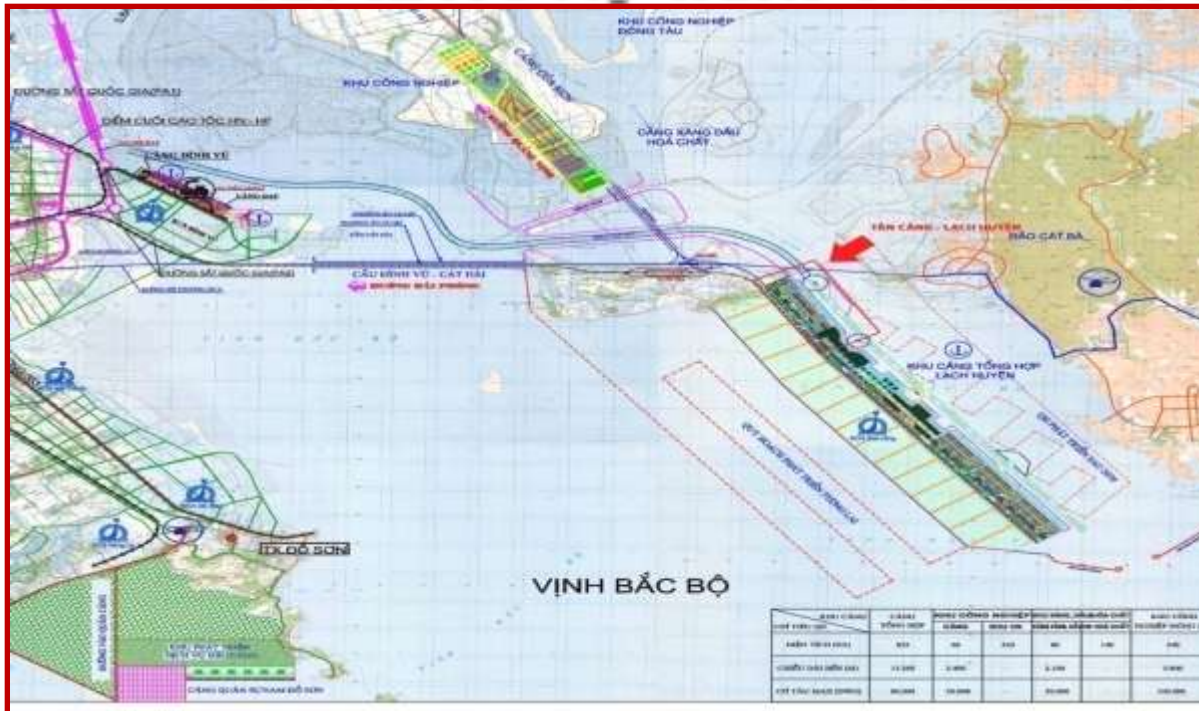
## Scale & capacity

- ✓ Total area: 160,000sqm;
- ✓ CY area: 107,000 sqm;
- ✓ Warehouse: 700 sqm
- ✓ Berth length: 710 m; vessel capacity: 10,000-DWT
- ✓ Equipment: 01 gantry crane, 01 fixed quayside crane, 05 RTG



# HAIPHONG INT'L CONTAINER TERMINAL (HICT)

**The first Deep Water Terminal of SNP in the North**



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

Total area: 56.99 ha (44.99 ha CY)

750 m berth length (02 Berths)

Draft alongside: -14 m

## Scale & capacity

- ✓ Vessel capacity: 130,000 DWT (10,000 teu)
- ✓ Barge berth: 150 teu barge
- ✓ Terminal annual capacity: 1.100.000 teus

**Est. Operation: March 2018**



# Haiphong Int'l Container Terminal (HICT)

**The first Deep Water Terminal of SNP in the North**



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
**SAIGON NEWPORT CORPORATION**

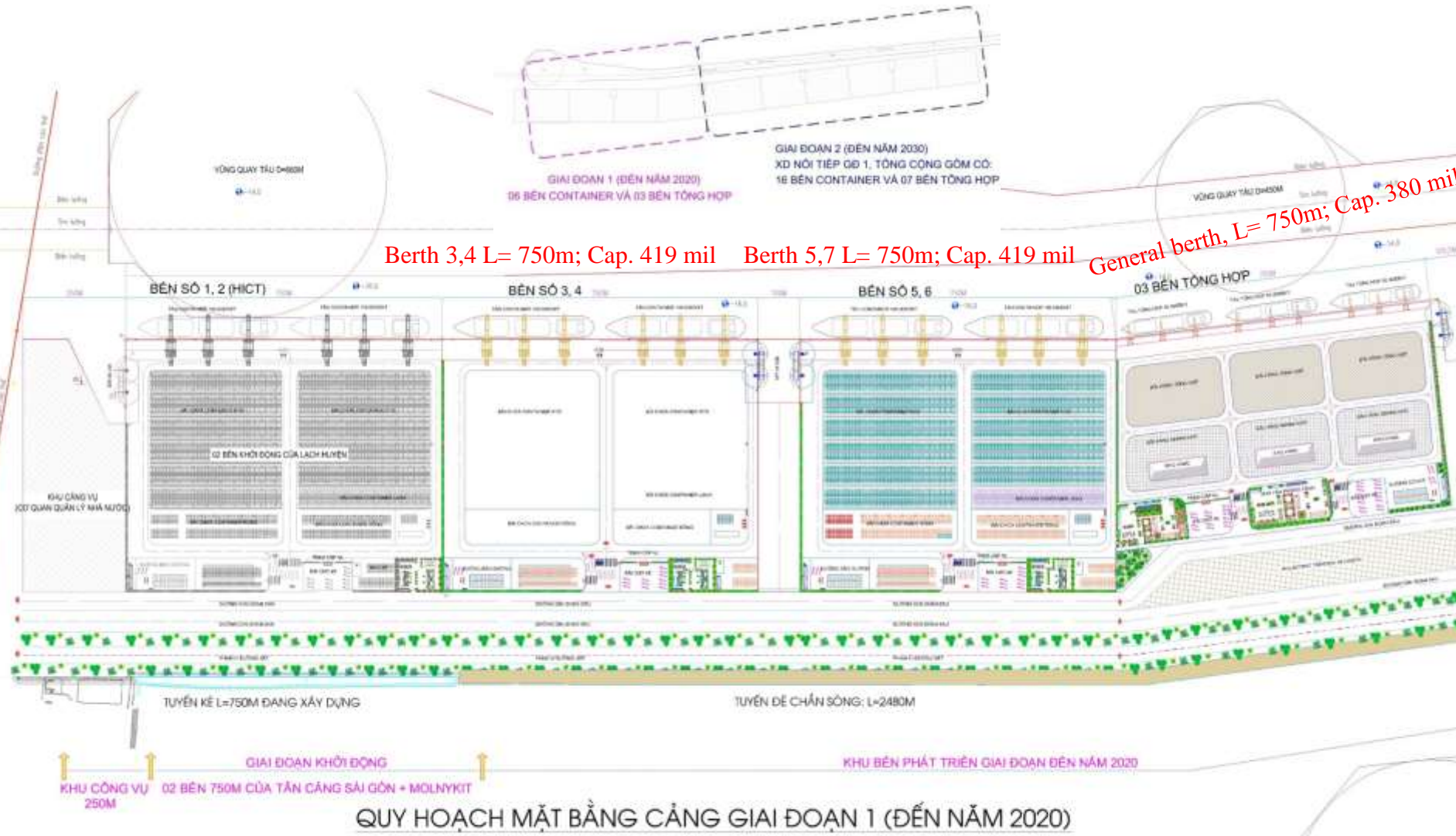
# Tancang Lach Huyen Break Bulk Terminal Hai Phong



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
**SAIGON NEWPORT CORPORATION**

# INVITATION FOR INVESTMENT THE DEEP WATER PORT PROJECT IN HAIPHONG CTY

## SƠ HỌA TỔNG THỂ QH CẢNG LẠCH HUYỆN



Berth 3,4 L= 750m; Cap. 419 mil    Berth 5,7 L= 750m; Cap. 419 mil

General berth, L= 750m; Cap. 380 mil

## QUY HOẠCH MẶT BẰNG CẢNG GIAI ĐOẠN 1 (ĐẾN NĂM 2020)



# LOGISTICS SERVICES



**Barging service**

## LOGISTICS SERVICES



**Trucking Services**



**ICD services**



**Warehousing services**

# TAN CANG – SONG THAN ICD

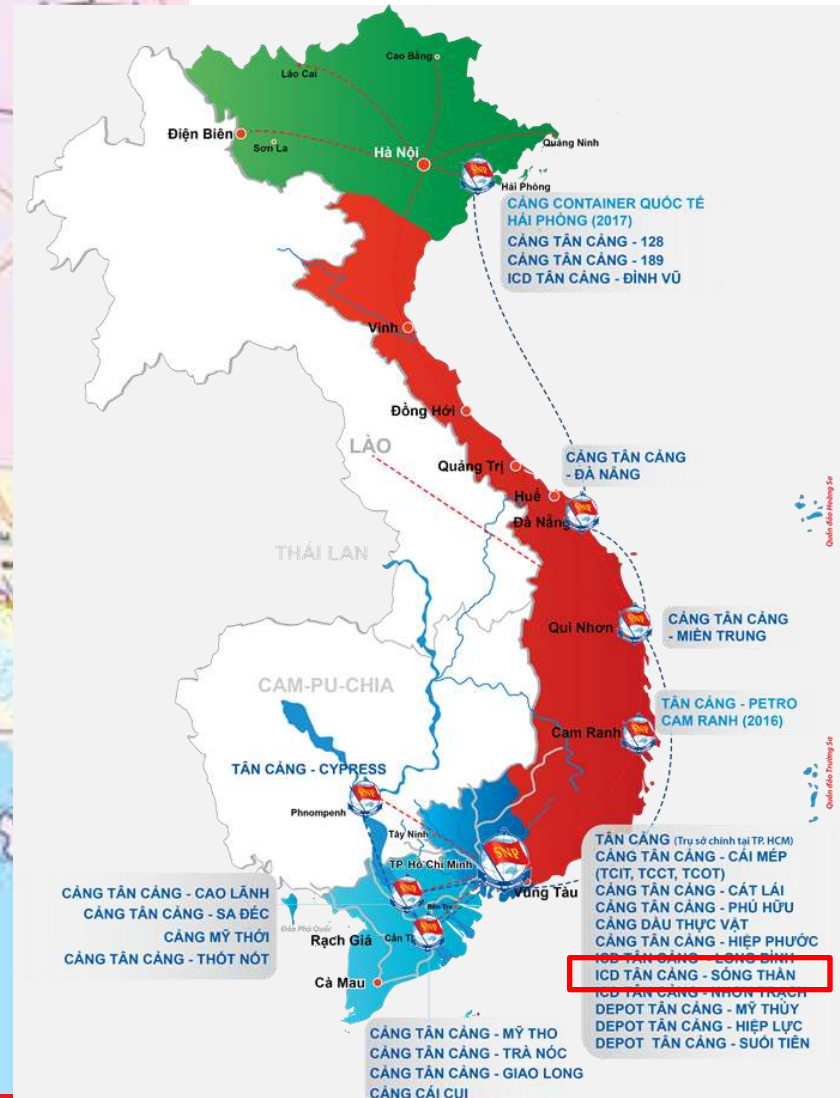


**SNP**  
LOGISTICS

ONE - STOP SERVICES, MULTI BENEFITS



**SAIGON NEWPORT'S PREMISES**  
IN SOUTHERN KEY ECONOMIC AREA OF VIETNAM



# LAYOUT OF SONG THAN ICD



**SNP**  
LOGISTICS

ONE - STOP SERVICES, MULTI BENEFITS

## Location

Binh Duong Province

- ✓ Total area: 50 Ha
- ✓ CY area: 300,000sqm
- ✓ WHS area: 160,000sqm



ICD TÂN CẢNG - SÔNG THẦN

## Functions

- ✓ CFS warehouse
- ✓ Domestic warehouse
- ✓ Bonded warehouse
- ✓ Empty container depot
- ✓ Customs clearance point



# TAN CANG - LONG BINH ICD

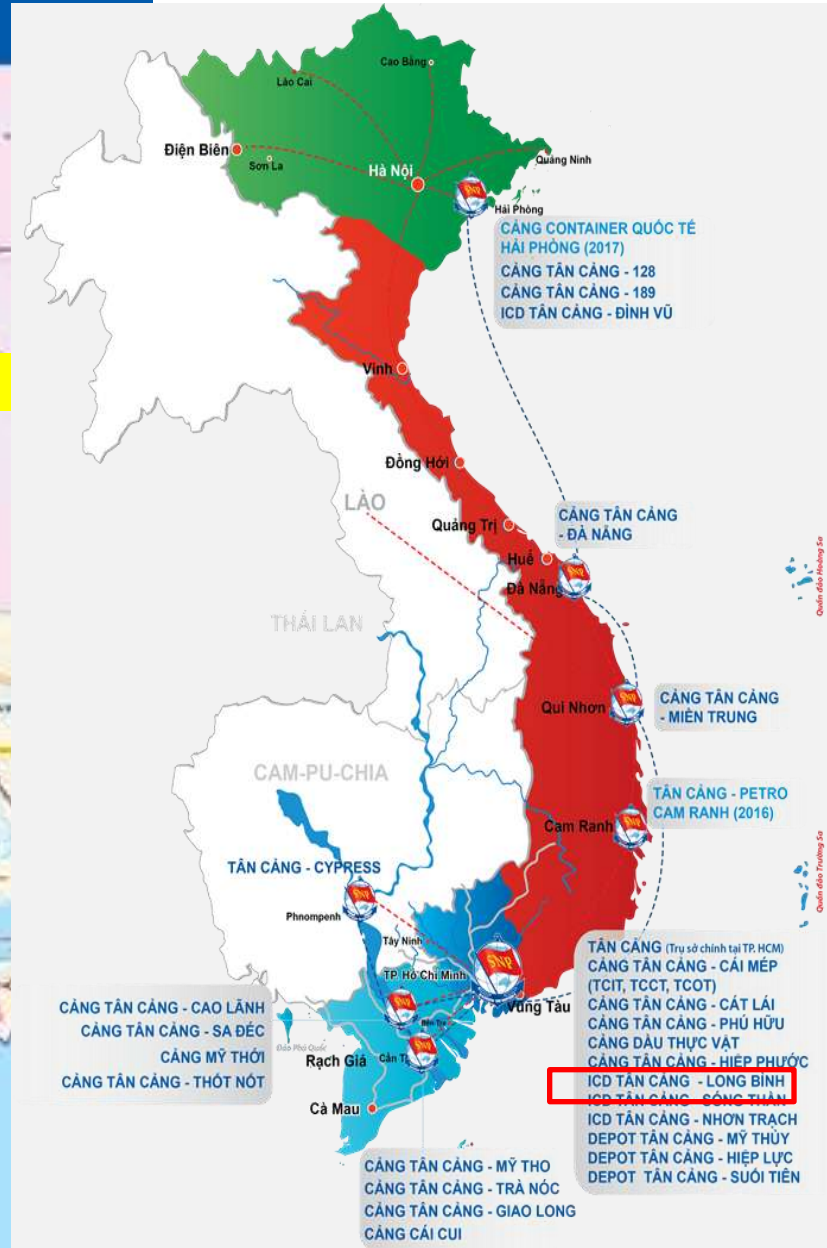


**SAIGON NEWPORT'S PREMISES**  
IN SOUTHERN KEY ECONOMIC AREA OF VIETNAM

**Area : 300 Ha**



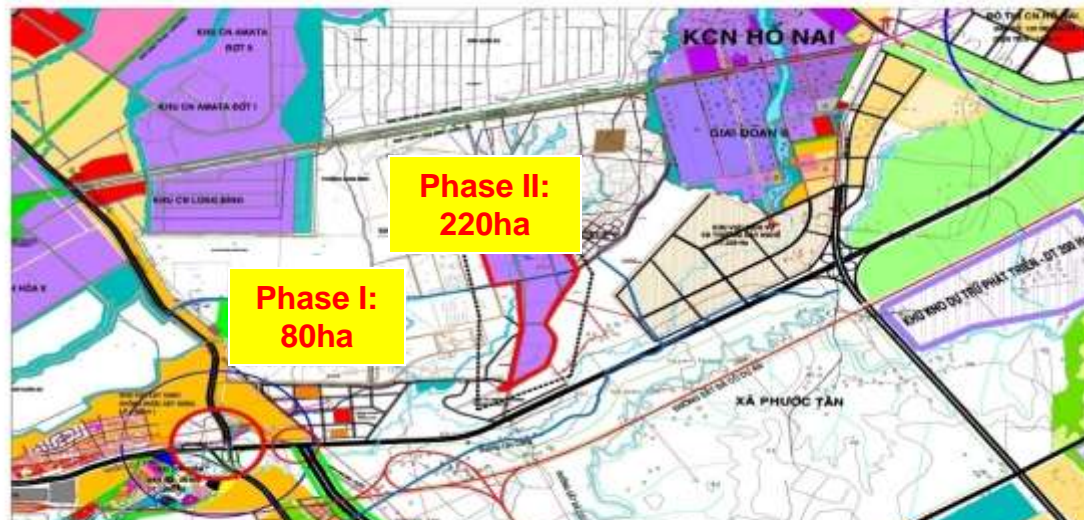
**Tan Cang - Long Binh ICD**



# TAN CANG-LONG BINH ICD

## Functionalities

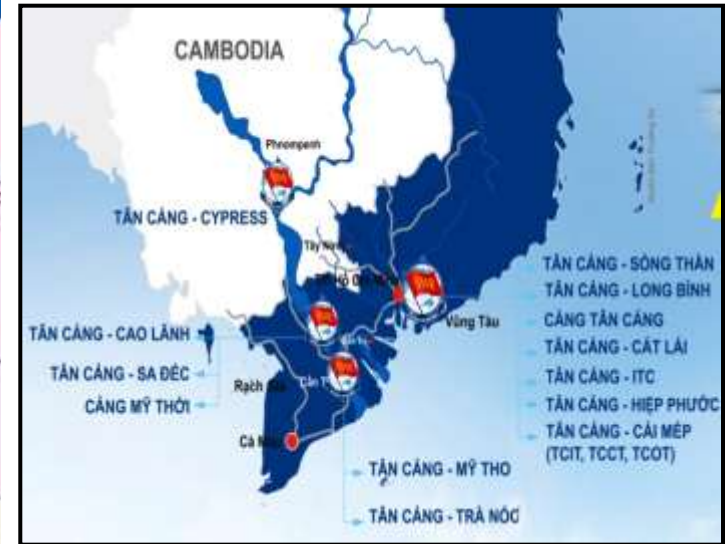
- ✓ CFS warehouse
- ✓ Bonded warehouse
- ✓ Total area : 300 Ha
- ✓ Warehouse: 410,000 sqm



**NEWPORT'S PREMISES**  
KEY ECONOMIC AREA OF VIETNAM



**Tan Cang – Nhon Trach ICD**

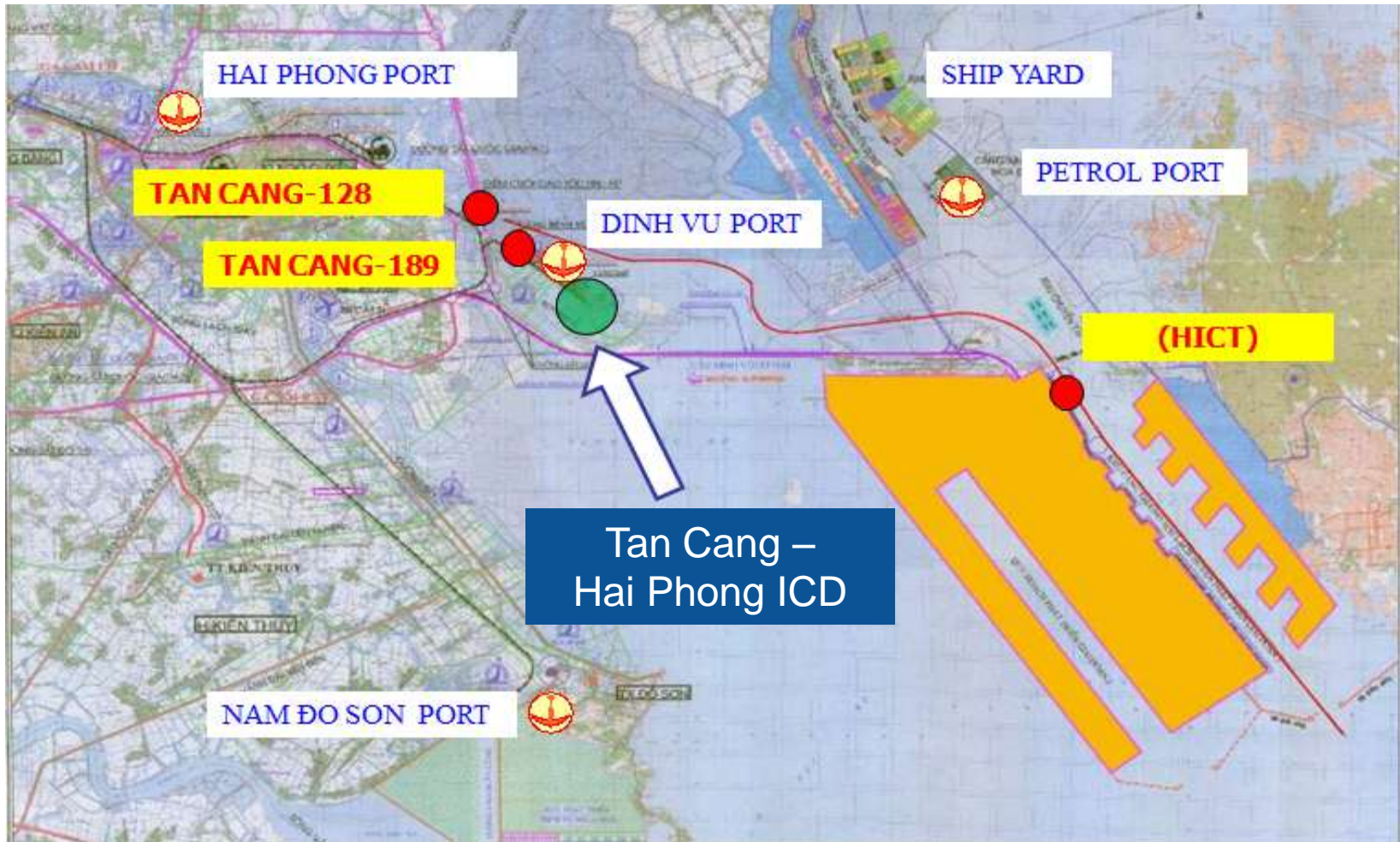


- Location:** Ho Chi Minh City  
(8km by waterway to Tan Cang – Cat Lai Terminal)
- Scale & capacity:** Total area: 11.2 ha
- Major equipment:** 02 Fixed quayside crane
- Function:**
- Empty container depot
  - Barge quay
  - Bulk/bagged cargo - stuffing/unstuffing berth

TECHNICAL SPECIFICATIONS	
Area	11.2 ha
Capacity	10,000 TEU
Equipment	2 Fixed quayside cranes
Services	Empty container depot, Barge quay, Bulk/bagged cargo handling

# TAN CANG – HAI PHONG ICD

- **Location:** Minh Phuong IP, Dong Hai 2 Ward, Hai An District, Hai Phong City
- **Scale:** 29.55 ha
- **Business activities:** Logistics activities
- **Total investment:** 300 billion VND



# TAN CANG – HAI PHONG ICD

Location: Dinh Vu Industrial Zone, Hai Phong city

Total area: 30 ha

Capacity: 800,000 teu/ year

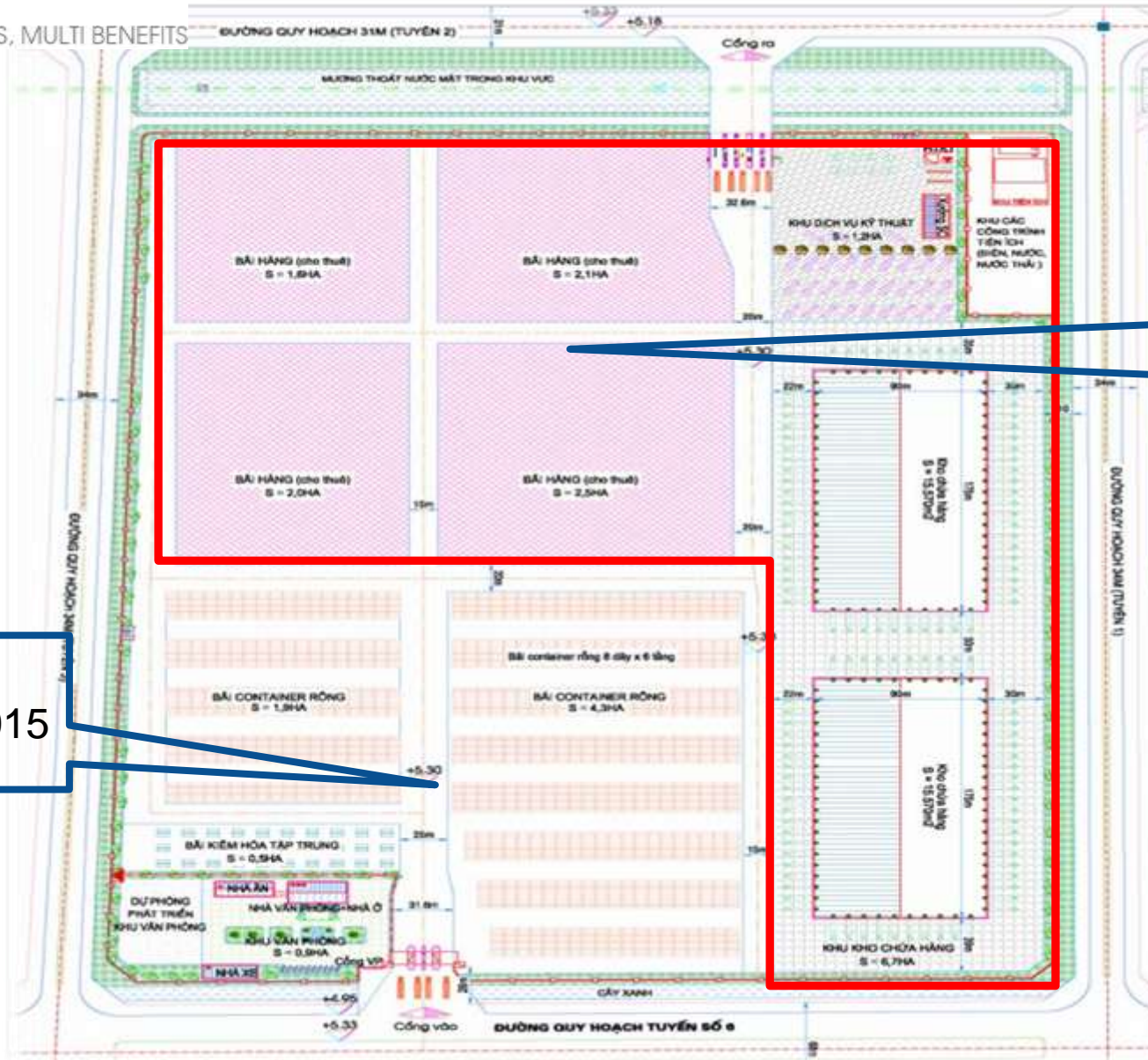
Activities:

- Container services
- Warehouse services
- Logistics services
- Customs clearance point





# TAN CANG – HAI PHONG ICD



Phase 2  
Investment  
required

Open in  
August 2015

# LOGISTICS FACILITIES



**500 trucks**

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**Vietnam – Laos – Cambodia**

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**80 Barges , Real-time GPS Tracker**

---

**Customers:**



**ANT Group**



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
**SAIGON NEWPORT CORPORATION**

# WAREHOUSE SERVICES

CFS, Bonded warehouse  
230,000 sqm



General warehouse  
265,000 sqm



Dangerous cargo warehouse  
1,600 sqm



Cool warehouse  
3,500 sqm



TỔNG CÔNG TY TÂN CẢNG SÀI GÒN  
SAIGON NEWPORT CORPORATION

# SNP WAREHOUSE NETWORK

## 500,000 sqm nationwide

- Bonded WHS: 170.000 sqm
- General WHS: 265.000 sqm
- CFS WHS: 60.000 sqm
- Dangerous cargo WHS: 1.600 sqm
- Cool WHS: 3.500 sqm

**TAN CANG-LONG BINH ICD**  
350,000 sqm  
Multi-function WHS

**PHUC LONG ICD**  
1,000 sqm  
Bonded WHS

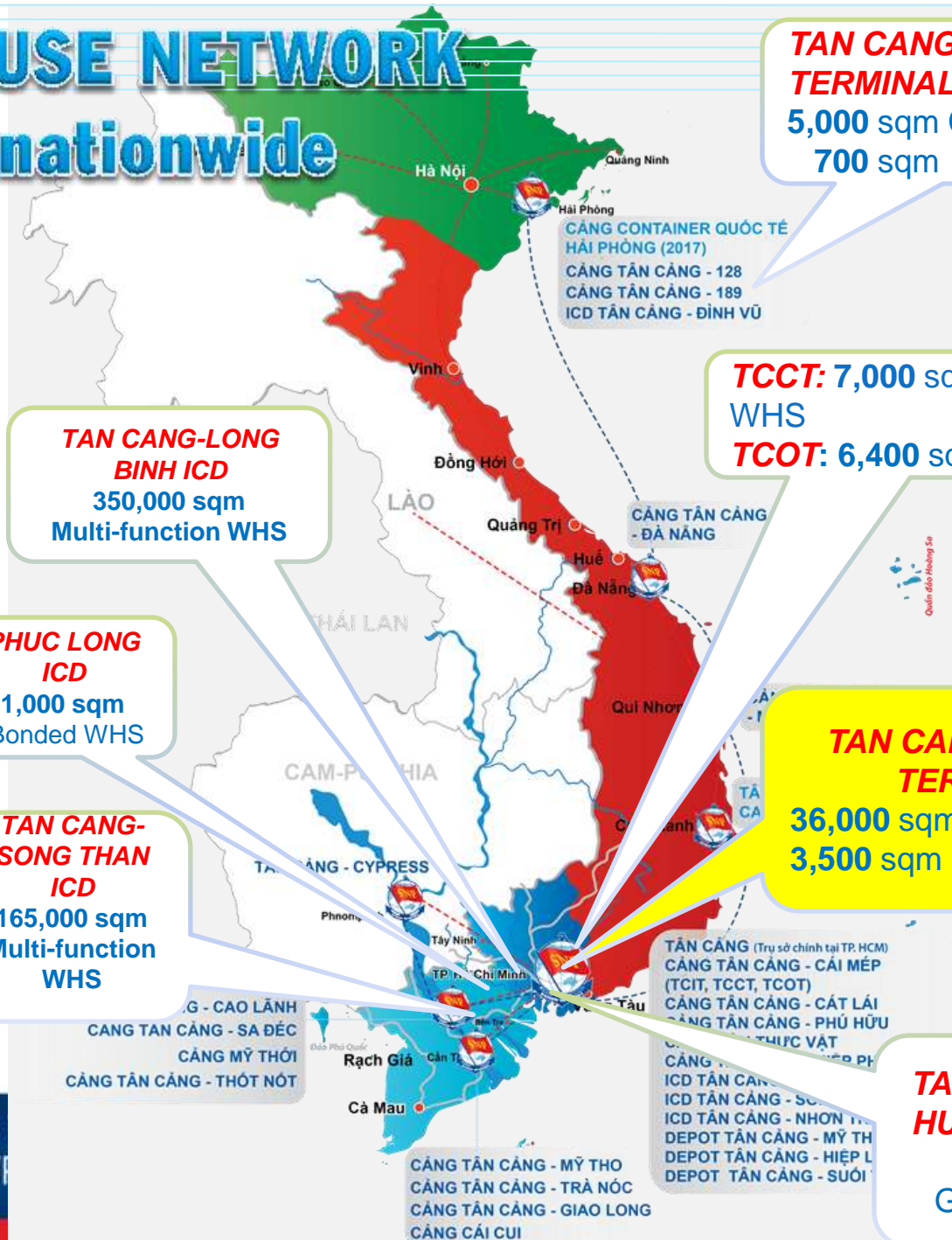
**TAN CANG-SONG THAN ICD**  
165,000 sqm  
Multi-function WHS

**TAN CANG-128 TERMINAL**  
5,000 sqm CFS WHS  
700 sqm General WHS

**TCCT: 7,000 sqm General WHS**  
**TCOT: 6,400 sqm CFS WHS**

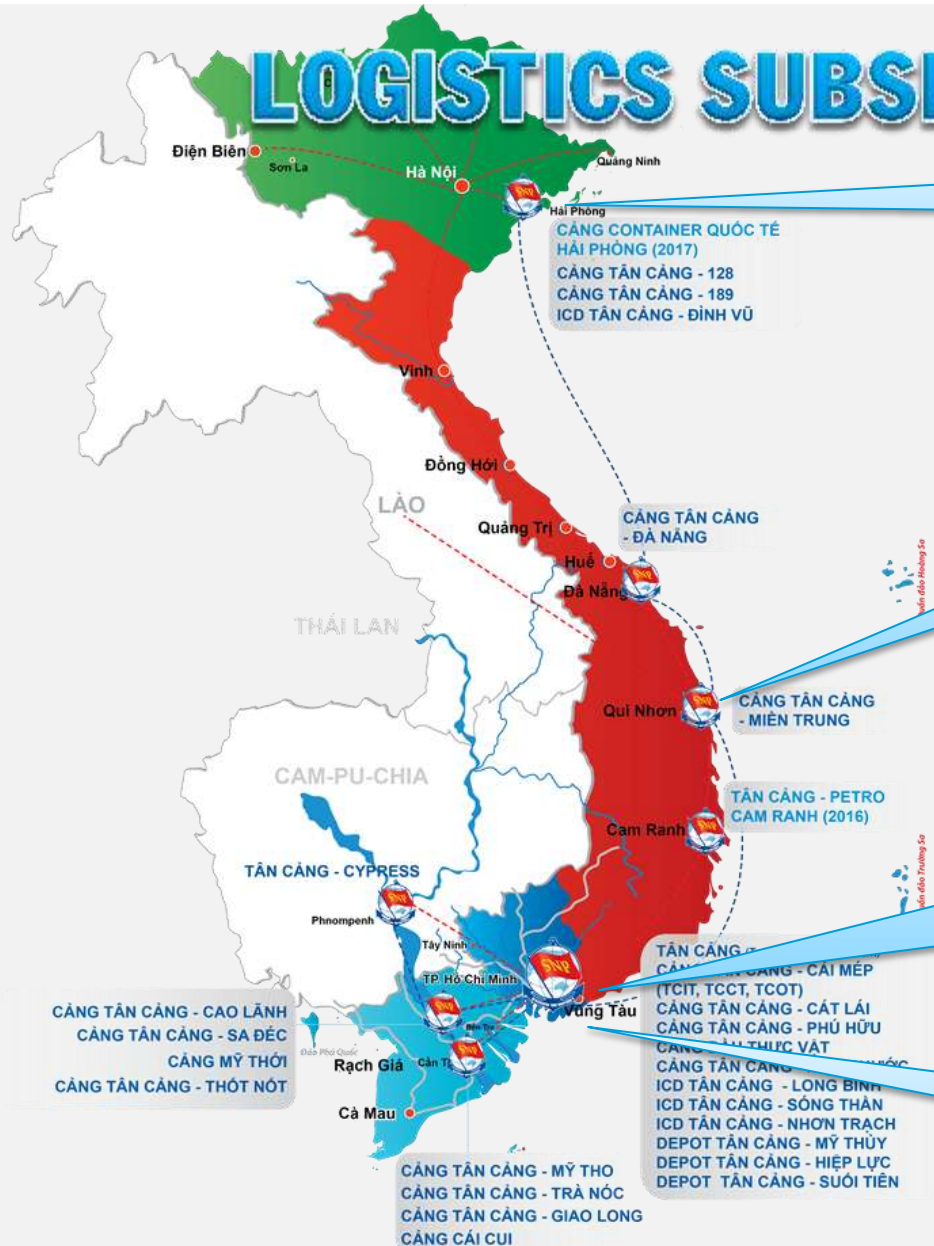
**TAN CANG-CAT LAI TERMINAL**  
36,000 sqm CFS WHS  
3,500 sqm General WHS

**TAN CANG-PHU HUU TERMINAL**  
2.500 sqm  
General WHS



**TỔNG CÔNG SAIGON NEWPORT**

# LOGISTICS SUBSIDIARIES



Northern Logistics JCS

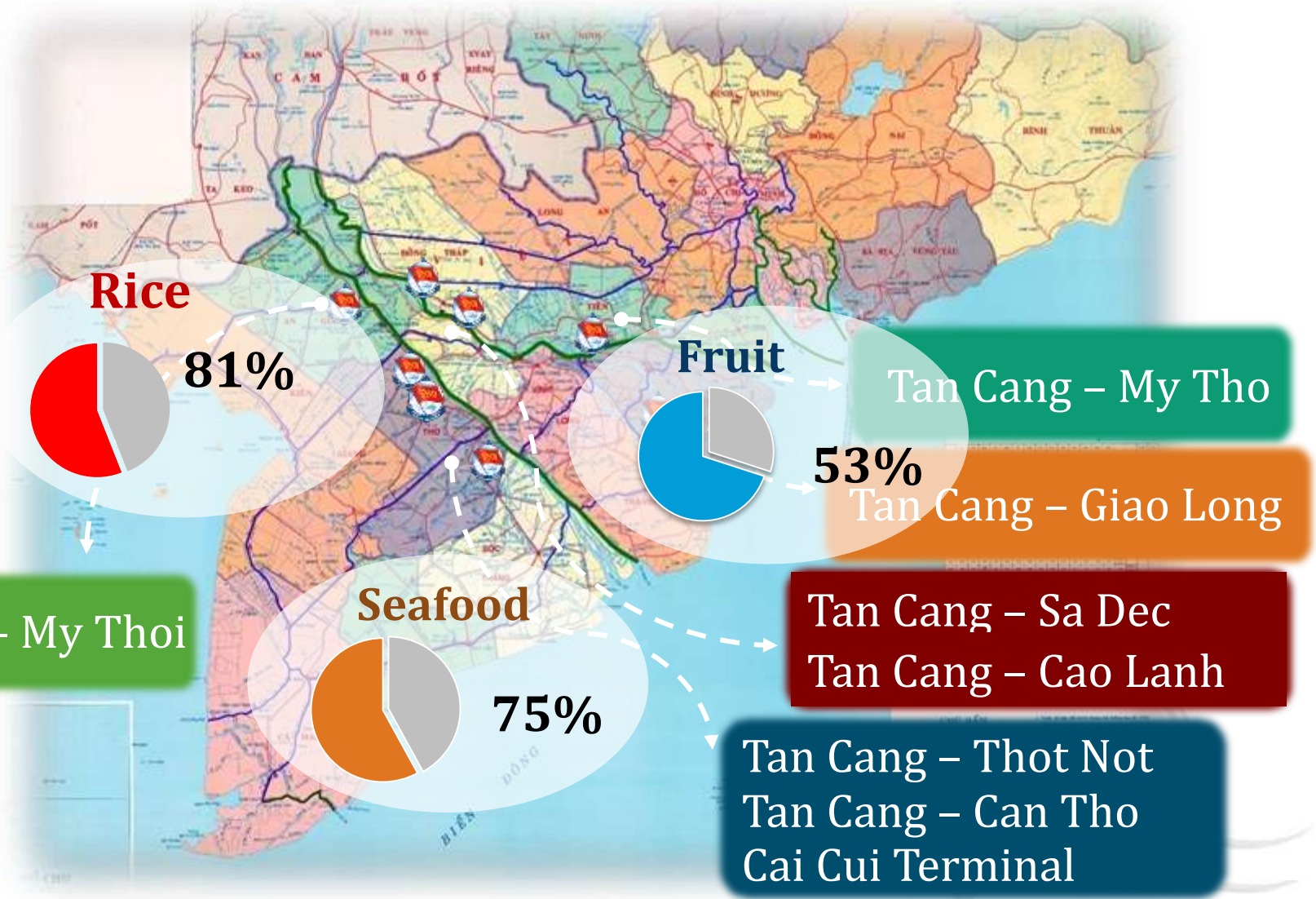
Central Logistics JCS

Tan Cang – Vung Tau Logistics JSC  
 Tan Cang – Hiep Phuoc Logistics JSC

Tan Cang – Mekong Logistics JSC



# SNP LOGISTICS NETWORK IN THE MEKONG DELTA



Tan Cang - My Tho

Tan Cang - My Tho

Tan Cang - Giao Long

Tan Cang - Sa Dec  
Tan Cang - Cao Lanh

Tan Cang - Thot Not  
Tan Cang - Can Tho  
Cai Cui Terminal



# SNP Feeder-barging Services

Phnom Penh  
CAMBODIA



New Port – Cypress JSC  
**VIETNAM - CAMBODIA**  
**5 Sailings / week**  
**50% share of Cambodia market**



Tan Cang Waterway Transport JSC  
**Mekong Delta – Cat Lai – Cai Mep**

**70% marketshare of domestic barging**

- Vietnam Seaport Association(VPA)
- Vietnam Chamber of Commerce & Industry (VCCI)
- International Federation of Freight Forwarders Associations (FIATA)
- Vietnam Logistics Business Association (VLA)
- WCA,...



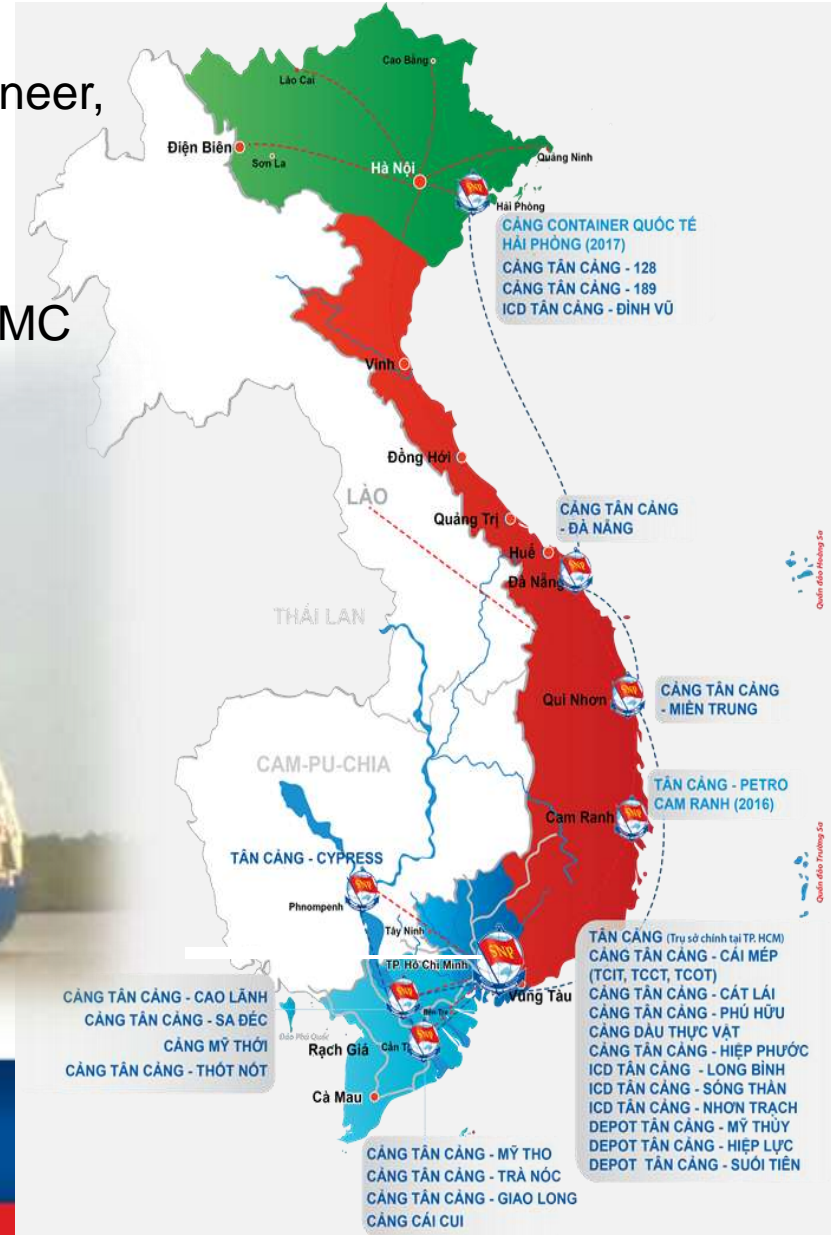


# DOMESTIC SHIPPING SERVICES

## Connecting: North – Central - South

Fleet: m/v Bien Dong Trader, m/v Tan Cang Pioneer,  
m/v Tancang Foundation, m/v Tan Cang Glory  
➔ 4 sailings/ week  
Vessel Capacity: 600 teu  
Route: Hai Phong – Da Nang – Quy Nhon –HCMC

Website: [www.newportlines.com.vn](http://www.newportlines.com.vn)



# LOGISTICS CHAIN



**SNP**  
LOGISTICS

ONE - STOP SERVICES, MULTI BENEFITS

## BARGING



## SEA FREIGHT



## RAIL FREIGHT



## TRUCKING

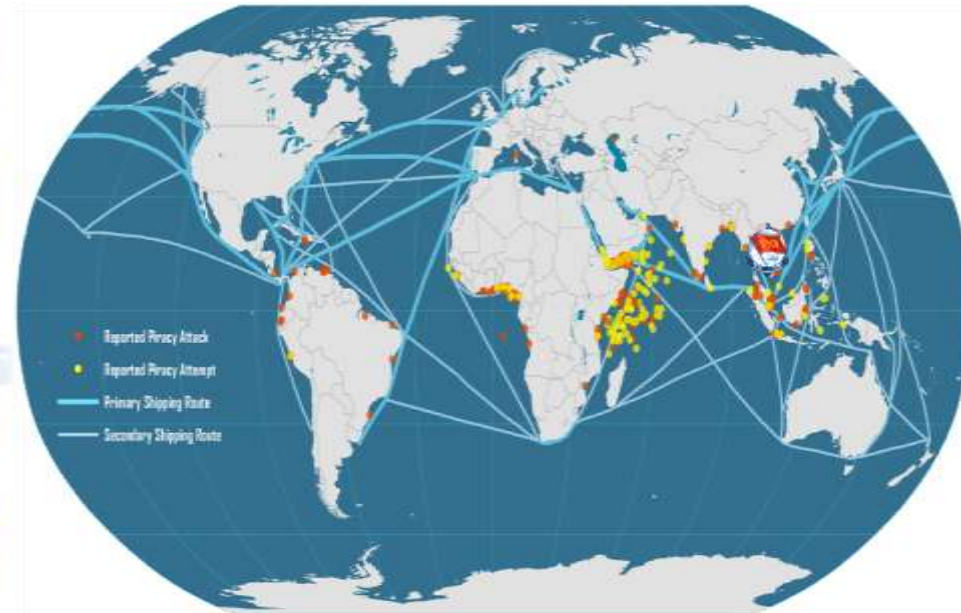
## AIR FREIGHT



## WAREHOUSING & DISTRIBUTION

## SUPPLY CHAIN MANAGEMENT

## CUSTOMS BROKER



Website: [www.saigonnewportlogistics.com](http://www.saigonnewportlogistics.com)



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**SAIGON NEWPORT CORPORATION**

# AND OTHER BUSINESSES



## Pilot service

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



## 20 tugboats



## Real estate service



## Construction service



## Technical service



## IT service



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**SAIGON NEWPORT CORPORATION**

# OFF-SHORE SERVICES



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
**SAIGON NEWPORT CORPORATION**

# TAN CANG – STC TRAINING CENTER



**Port Logistics Simulator® (PLS)  
Transport Chain Simulator® (TCS)**

**16 stations, 32 positions, 1 or 2 students per station**



**Location: Tan Cang – Cat Lai Terminal**



# CUSTOMER CARE CENTER

**Hotline: +84-18001188 (free of charge)**

## **Non-stop working:**

- *Support customers*
- *Consulting*
- *Introduce and advise customers about SNP's services (terminal, logistics and shipping services)*



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
**SAIGON NEWPORT CORPORATION**

# COMPETITIVE ADVANTAGES OF SNP



**TỔNG CÔNG TY TÂN CẢNG SÀI GÒN**  
SAIGON NEWPORT CORPORATION

# No. 1 IN TOP 20 LOGISTICS COMPANIES IN VIETNAM



2014



2015

SNP was ranked No. 1 in Top 20 Logistics Companies in Vietnam for 2 continuous years.



TỔNG CÔNG TY TÂN CẢNG SÀI GÒN  
SAIGON NEWPORT CORPORATION



# VIETNAM VALUE AWARD



TỔNG CỤC SAIGON



It's great doing business with you...



## **SAIGON NEWPORT CORPORATION**

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**SAIGON NEWPORT CORPORATION**

