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Novaland joins hands to control spread of COVID-19

**AQUA CITY LAUNCHES
THE VALENCIA**
With Mediterranean Style



The perspective of secondhome Tropicana - NovaWorld Ho Tram (Ba Ria - Vung Tau)

NOVALAND ATTRACTIVE TO FOREIGN INVESTORS, WHY?

Novaland Group, a leading real estate developer in Vietnam, received the second disbursement of US\$101 million from the international syndicated loan worth \$250 million in late March 2020.

The first disbursement of \$149 million took place in the fourth quarter of 2019. Credit Suisse AG (Singapore) is the Originated Mandated Arranger and Bookrunner (OMLAB).

In a time when the whole world is very volatile, including global financial markets, the continued disbursement of this international syndicated loan by international commercial banks demonstrated their strong confidence in Vietnam's market and

real estate sector, and Novaland in particular. More encouragingly, the group of foreign banks participating this time includes a number of banks which have either never invested or invested a modest amount in Vietnam or Novaland.

Mr. Troy Griffiths, Deputy Managing Director of Savills Vietnam, said: "Globally, financial markets have been experiencing considerable volatility: stock markets have fluctuated with wide daily amplitude, the volatility index has reached the high level since the 2008 financial crisis, market liquidity has been exhausted, etc."

In this comprehensive context, the second disbursement of \$101 million from international commercial banks with competitive interest rate to Novaland has created impressive attention on the capital market.

"This drawdown affirms the investors' strong conviction in the development and project execution capability of Novaland," Mr. Griffiths added.

Determining that capital from international commercial banks offer bigger loans than non-bank institutions, with longer terms and lower interest rates, (including hedging cost), since 2019, Novaland has focused its necessary resources on taking advantage of this funding source.

The transaction of \$250 million drew major attention and was oversubscribed by 14 major international commercial banks. Notably, this transaction is highly complicated, requires that Novaland be competent in many aspects, approval processes which involved many parties, levels and senior appraisers.

Through this transaction, the involved international commercial banks also showed trust in Novaland's strategy, with a focus on three key product lines,

including residential projects in Ho Chi Minh City, satellite townships, and hospitality real estate projects based on a total landbank of nearly 5,000 ha, which is sufficient for the Group to develop in the next 10-15 years.

While facing the Covid-19 pandemic, the Group has been simultaneously implementing numerous solutions to ensure continuous business operations with a focus on analyzing and creating financial scenarios, including: (i) strengthen cash and cash-equivalents management, forecast and optimize cash flow in different market scenarios; (ii) optimize operating expenditures; (iii) and enhance relationships and provide timely information to local and foreign investors and financial institutions. In addition, Novaland has quickly activated a business contingency plan to ensure uninterrupted operation of the Company and customer transactions, such as (1) establishing the Covid-19 Anti-epidemic Steering Committee; (2) implementing measures to protect customers, partners and employees through the application of information technology; (3) planning and providing financial scenarios; and (4) stabilizing customers, contractors and suppliers in the new situation.

"Novaland highly appreciates the investors' strong confidence and commitment to Vietnam and Novaland with this syndicated loan second disbursement, especially in this extraordinary time," said Mr. Bui Xuan Huy, CEO of Novaland. "We strongly believe Novaland is well-prepared not only to overcome this difficult situation with our tested experiences and advanced planning, but also to thoroughly take advantage of the opportunities presented to us during this challenging period. We will work more diligently and harder to retain the invaluable trust of our customers, partners and investors in Novaland, and successfully achieve our mission and vision," Huy said.



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1Q 2020 BUSINESS RESULTS

In 1Q 2020, the Company recognized VND 489 billion for profits before tax and VND 303 billion for net profit after tax, up by 6% y-o-y; Pro-forma consolidated revenue, including revenue from sales of goods and rendering of services and financial income was VND 1,925 billion.

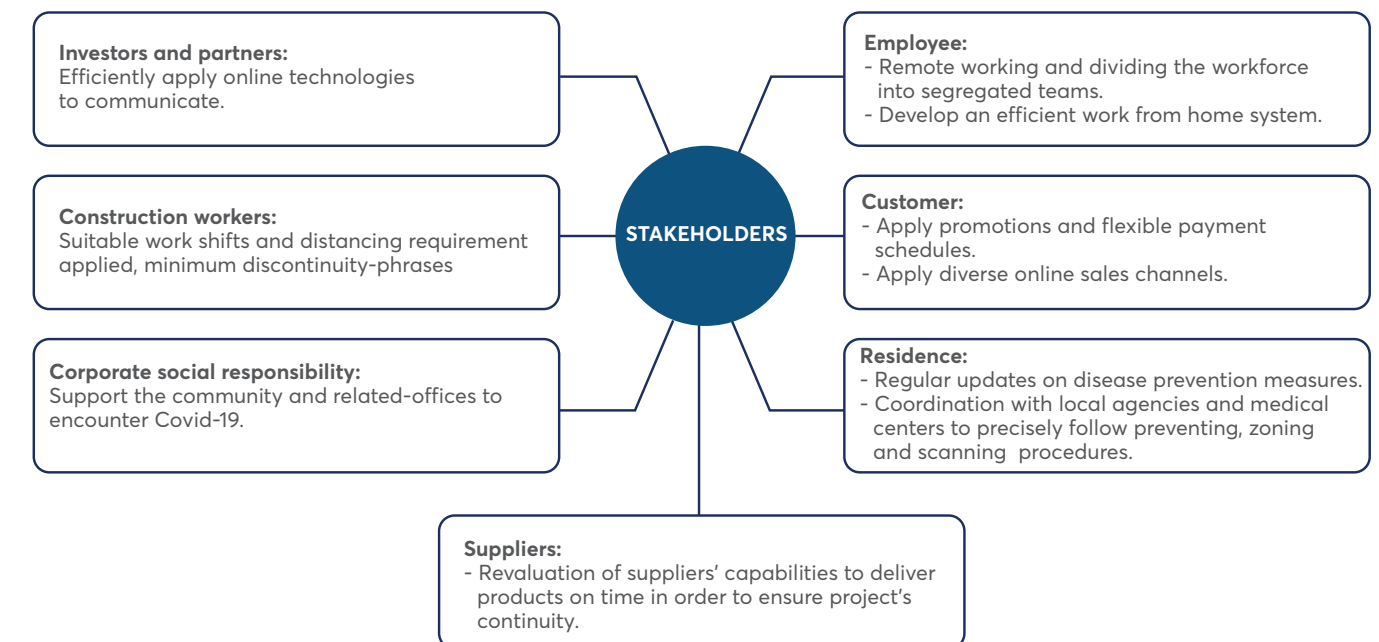
As at March 31ST, 2020, Novaland's total assets were VND 92,270 billion, up by approximately 2.6% compared to December 31st, 2019, of which Inventories

were VND 58,551 billion, mostly attributed to under construction projects (inclusive of the Company's under construction land bank). Cash and cash equivalent, deposits at commercial banks were VND 4,338 billion.

In 1Q 2020, the Company has received more than VND 1,500 billion from domestic commercial banks and has been approved credit line for M&A transactions of upcoming projects in 2020.

NOVALAND'S RESPONSES TO COVID-19

Business Contingency Plan (BCP) measures for stakeholders



Various Financial Measures in response to Covid-19

1	Develop stress test financial model to ensure stability of financial performance, cash flows and debt obligations.
2	Actively manage and cut operating expenses. Organizational restructuring in various segments (operational activities, sales performance, online technology implications)
3	Review sales programs to adapt with market conditions.
4	Pro-actively review and negotiate with partners for payment schedule extension, ensure project's construction progress is carried on timely.
5	Increase capital market activities, especially on approved credit line.
6	Liquidity is maintained at a stable position, thanks to good cash flows management and investors' continuous confidence and commitment to Novaland.

AQUA CITY INTRODUCES THE VALENCIA

MEDITERRANEAN STYLE

The Valencia, located in the smart, eco-friendly Aqua City urban area, is inspired by the design of a Spanish Mediterranean coastal city. According to the architects in charge of designing Aqua City, The Valencia has lots of similarities to the beautiful cities of Spain, such as year-round warm, sunny weather and an enclosed system of big rivers.

The Valencia is designed in a smart way, with modern, concentrated amenities and shophouse blocks embracing the center and sitting along main streets; while housing blocks located along chess-board-pattern axes are not only airy, but also easily connected to Aqua City's center and riverside path. Through such planning, future residents will have modern, exciting amenities just steps away, while still enjoying the peaceful, cool atmosphere of their own house.

As a subdivision of Aqua City, The Valencia is surrounded by an array of high-end facilities. The project's main street will connect the subdivision to the rest of Aqua City, including the Aqua Sport Complex,

Aqua Mall and Aqua Marina. The sport complex will create an ebullient atmosphere and host an amazing range of experiences, such as an indoor multipurpose amusement sport center with over 10,000 seats, where music, fashion, art shows and international exhibitions will take place, in addition to modern services like shopping centers, hotels and clubhouses.

Residents will also have ample space to experience a peaceful life thanks to a large network of natural attractions, including a 1.2-hectare central park and nearly 2 kilometers of riverfront paths in the shade of ancient trees. There's also a kayak wharf where residents can freely row along green, cool rivers on the weekend.

The Valencia especially suits families with kids, as they can study at an internationally-standardized inter-grade school system, from kindergarten to high-school, right in the area.



Inhouse sport entertainment complex - Aqua Arena



Caption: The Valencia is located located in the smart, eco-friendly Aqua City urban area 1,000.hectares in the East of Hochiminh City

— THE VALENCIA —
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www.aquacity.com.vn

OWNING APARTMENT, OWNING AQUA CITY

Aqua City introduces its "Owning Apartment, Owning Aqua City" program for customers who own apartments in Districts 1, 2, 7, 9, Bình Thạnh and Thủ Đức in HCMC. Under this program, customers can pay just VND630 million (\$2,550) in advance and invest in Deluxe Green House, paying the rest in monthly instalments of VND60 million for six years. The expected handover time is three years.

In addition, from February 25 to June 30, shareholders who own 1,000 shares of Novaland Group and maintain it for six consecutive months will receive a direct incentive of VND55 million when buying Aqua City properties. The program will go hand in hand with other incentives for project customers.

For more information, please call **0943797979**.

TTC ENERGY SIGNED A STRATEGIC COOPERATION WITH NOVALAND GROUP

Novaland Group has signed a strategic agreement with TTC Energy, which will invest, instal, operate and maintain a solar energy system to fuel public amenities. TTC Energy will also develop smart technological solutions using solar energy to run Smart Town, a part of Aqua City.

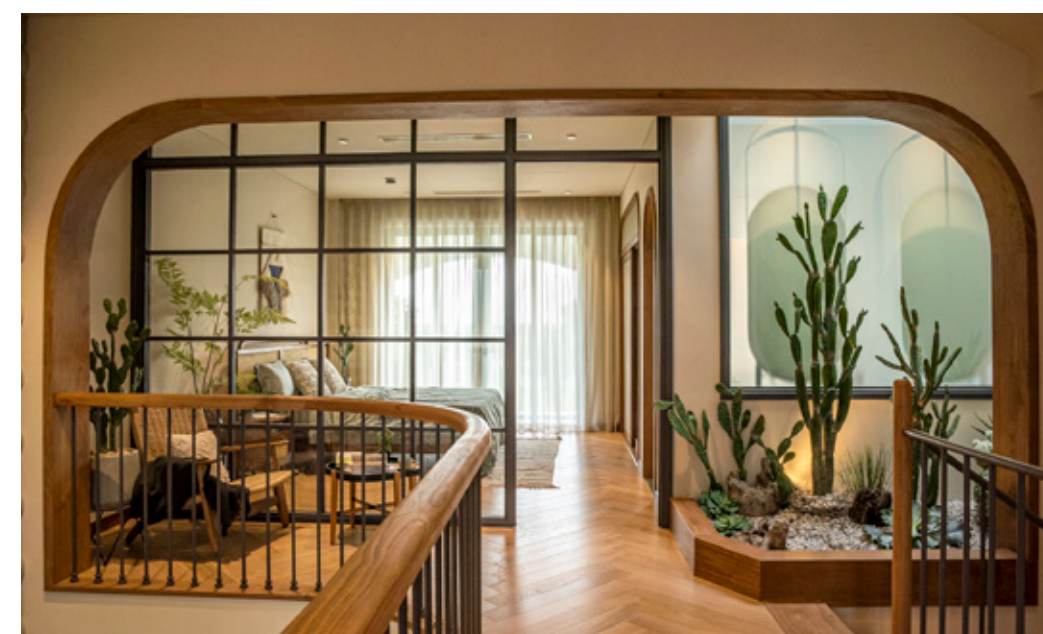
Smart Town is a model of urban area based on the smartness tendency through investment in comprehensive infrastructure and meticulousness in every details so as to bring into full play the functions of optimal energy use both inside and outside of residences. This philosophy is meant to provide

homeowners with maximum conveniences and safety while still focusing on environment-friendliness.

Smart Town is a model smart urban area will combine with innovation district of Ho Chi Minh City.



COMING EVENT OPENING DELUXE GREEN HOUSE SHOW UNIT



Hotline: 0943 79 79 79

NATURAL

STYLE IN THE DESIGN OF NOVAWORLD HO TRAM RESORT VILLAS

Taking full advantage of primitive materials and unique architecture, The Tropicana at NovaWorld Ho Tram bears the hallmarks of tropical style and harmonious nature.

Thanks to their modern, tropical design style, the second homes at NovaWorld Ho Tram are perfectly adapted to sunny, tropical conditions while ensuring modern luxuries. Most villas have no more than two floors, which aids natural ventilation. Their elongated design brings fresh air to every room.

One special aspect of The Tropicana's

design is the dark, sloping roof, which falls in line with the natural landscape and surrounding vegetation, creating a feeling of living in a tropical space. This architectural style not only guarantees constant ventilation, but also shows the architects' desire to maximize vertical convection effects, so hot air moves up and away through large windows. The special composition of the roof also helps to maintain the indoor temperature at a comfortable level.



The Tropicana's tropical design style brings nature to second homes.

Website: novaworldhotram.vn
Hotline: 0909 888 886



Natural materials are a highlight in the design of The Tropicana villas



Each bedroom is designed with large glass panes, which increase visibility and connect residents to nature.



A corner of private, peaceful space in The Tropicana villa.

A natural wood style in every architectural feature

In the spirit of optimizing local natural conditions, our architects have focused on wood elements in each design feature..

For architects, the wood style in the tropical design of The Tropicana has two meanings. Firstly, furniture made of wood, grindstone, iron and copper maintains its original color and rough surface and composition without perfect layers, creating a feeling of being in nature, corresponding with the spirit of tropical design. Secondly, the simple design will help home owners easily enjoy an image of the beautiful outdoors, rather than being tangled up in modern, polished equipment.

"Our design does not have lots of colors, but the wood features help home owners completely enjoy and feel the natural beauty through wide-open windows," said one design representative.

Accordingly, all of the designs conform to a "tropical forest" theme with materials sourced locally, such as natural stone, wood and cement. Living rooms with an open ceiling receive ample sunlight during the day, while home owners can sit on a sofa to enjoy the moonlight at night. The room is highlighted by a large pumice stone wall, creating a sense of simplicity and nature. The two main pillars of each house are skillfully hidden behind the unique shapes of two ancient trees.

A Jacuzzi on the second floor is based on simplicity and surrounded by trees in order to ensure privacy for owners. The kitchen island and dining table are connected in order to preserve space. This area is highlighted by a naturally-colored plank table, together with rattan chairs and decorations. Details like the mirror frame, dressing table and sinks are made of natural planks or grindstone, contributing to the design aesthetic.

PROJECT PROGRESS



NOVAHILLS MUI NE RESORT & VILLAS

Phan Thiet - Binh Thuan

Finishing the rough of the Villas



NOVAWORLD HO TRAM

Ba Ria - Vung Tau

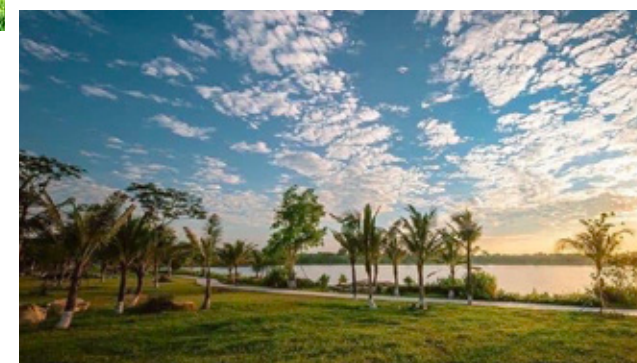
Finishing Tropicana shophouses



AQUA CITY

Bien Hoa - Dong Nai

Finishing show unit and landscape



NOVAWORLD PHAN THIET

Phan Thiet - Binh Thuan

Finishing show unit's interior; ocean view golf course under construction; Coffee shop & reception area are under construction, expected to be put into operation in July 2020



Hon Gio road is started construction with 27m width, 2.8km length



Representatives of Novaland Group presents ventilators to the People's Hospital 115

NOVALAND JOINS HANDS TO CONTROL SPREAD OF COVID-19

Responding to the programme on "Mobilising all people to support the fight against COVID-19" launched by the Government and the Vietnamese Fatherland Front, Novaland has donated and called on their partners and companies to join hands to give more support to prevent and control the epidemic.

Novaland had donated over VND6 billion to support the fight against COVID-19 in HCM City and other provinces, such as Binh Thuan.

Novaland Group late last week handed over healthcare equipment worth VND 10 billion (US\$430,000) to the People's Hospital 115 in HCM City. The equipment includes two blood purification machines, five ventilators, and two negative pressure isolation rooms.

The Group has set up an epidemic prevention board to outline business contingency plans to control risks in the whole group, including their office buildings, transaction centres, constructions, hotels and apartment buildings. The Group has been carrying out many solutions to prevent the epidemic so that its staff and customers are able to work and make transactions in safe conditions

In addition, Novaland teamed up with various partners, including NutiFood Nutrition Food JSC, Charitable Assistance Fund CP Vietnam, Giau Thuan Co., Ltd., Colusa Miliket Foodstuff JSC, and Vietnam Health Channel as well as the Centre for Youth Social Work have presented 5,000 gift packages to people in difficult circumstances in Ho Chi Minh City.



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