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# ORPORATE EXCELLE

### **GRAND OPENING A SERIES OF REAL ESTATE CENTERS**

FORMING STRATEGIC PARTNERSHIPS **AT BINH THUAN INVESTMENT PROMOTION CONFERENCE 2019** 

# **NEWSLETTER | NOVEMBER 2019**

CATEGORY

27 YEARS ESTABLISHMENT ANNIVERSARY

1992 - 2019

**CONSOLIDATED FINANCIAL RESULTS 3RD QUARTER 2019** -



Mercure Vung Tau Resor

### With the mission to **DEVELOPING COMMUNITY CREATING DESTINATION - BUILDING HAPPINESS**

Novaland Group is gradually the 13 provinces in the Mekong expanding the development of Delta to adapt to climate change resort tourism real estate products in accordance with Prime Minisin cities with great tourism poten-ter's Resolution 120/NQ-CP. tials such as Can Tho, Ba Ria - Accordingly, by 2030, the Mekong Vung Tau, Phan Thiet - Binh Thuan, Delta will be the no. 1 river desti-Cam Ranh - Khanh Hoa, etc. with nation in Asia, creating 300,000 the view to create many more attractive tourist destinations of international standard.

In the Mekong Delta, Novaland NovaWorld Mekong project in the and the Military Commercial Joint Stock Bank have jointly contributed funds for the Boston Consulting Group (BCG) – a leading consulting firm in the world, to develop a ism in the Mekong Delta, strongly Leisure tourism; Mice tourism. Tourism Development Strategy for activating tourism combined with

new jobs.

Based on BCG's strategy, Novaland is planning and implementing center of Can Tho City. This is a able tourist and resort destinasynchronous-large scale project of International standards that will change the perception of tour- ture & Sports tourism; Health &

agriculture and traditional activities; making Mekong a touristism destination of the world.

In Binh Thuan, Novaland has funded McKinsey & Company to formulate an orientation project on tourism development in Binh Thuan province. Accordingly, Binh Thuan province aims to become internationally recognized as a desirtion for the following purposes: Beach tourism & leisure; Adven-



Azerai Can Tho Resort

Currently, Novaland is implementing the NovaWorld Phan Thiet 1,000 ha project, NovaBeach Mui Ne project that bring many outstanding benefits to the community, such as: Theme park, water park, PGA school system, vocational schools, golf course, regional centre for clinics, hotels, resorts and many athlete training, water sport, flight other amenities. zone for hot air balloons, picnic

### NOVALAND'S MESSAGE



area, natural sea-water swimming pools, marina, theaters, traditional villages, traditional markets, food and beverage centers, conventional centers, commercial centers,

### DEG FINANCING TO DEVELOP NOVAWORLD MEKONG PROJECT

On 26 September 2019, Novaland Group has signed a partnership agreement with Deutsche Investitions - Und Entwicklungsgesellscheft Mbh (DEG - Reconstruction bank based in Germany specializing in funding and consulting private enterprises with projects that help improve social living conditions). Accordingly, DEG sponsors USD 20 million to develop Azerai Can Tho Resort (Au Island, Can Tho) – is the initial project of NovaWorld Mekong leisure and tourism complexes that Novaland Group will continue to develop in the Mekong Delta region. At the same time, DEG also signed a memorandum of understanding on providing f travel quality standard consulting services for the NovaWorld brand.

Experts from DEG will provide Business Support Services to Novaland, e.g. facilitating expert advice for training professional human resources and orienting the sustainable hotel management standards; while also consulting on environmental issues and effectively exploiting available resources in parallel with ecological development, to develop the chain of NovaWorld complexes, including NovaWorld Mekong, NovaWorld Phan Thiet and NovaWorld Ho Tram, to become the destinations for local and international visitors.

While announcing the partnership between DEG and Novaland, Mr. Bui Xuan Huy, CEO of Novaland Group expressed: "We look forward to strengthening the collaboration with professional experts to be able to develop NovaWorld Mekong in a sustainable way, contributing to local tourism development, creating new job opportunities, keeping workers to stay in their hometown and bringing high-level personnel to the Mekong Delta."

### 



### NOVALAND GROUP WAS HONORED AT THE ASIA PACIFIC ENTREPRENEURSHIP AWARDS - APEA 2019





On 10 October 2019, Novaland Group was honored at the Asia Pacific Entrepreneurship Awards 2019 as the winner of Corporate Excellence category. Following the theme of "Promoting comprehensive economic through sustainable business development", this year's award ceremony has identified 26 corporations and businessmen who received the Excellent Business Operations award. Firstly, held in 2007, the Asia Pacific Entrepreneurship Awards (APEA) has been the region's most prestigious by Enterprise Asia, a leading non-government organization in Asia, recognizes outstanding entrepreneurs and organizations for their constant initiative in sustainable development. This is the 13thAward Enterprise Asia has held presented in many Asian Pacific countries (Hong Kong, Singapore, India, China etc.)

### **GRAND OPENING A SERIES OF NOVALAND REAL ESTATE CENTERS**

On 31 August 2019, Novaland Cam Ranh Real Estate Trading Floor has been officially opened and put into operation at NovaBeach Cam Ranh Resort & Villas (Cam Hai Dong, Cam Lam, Khanh Hoa Province). At the same time, NovaBeach Cam Ranh model house and villa located at Bai Dai have been completed and ready for welcoming visitors.

### Ms. Cam Van (District 7, HCMC)

"My family quickly decided to select NovaBeach Cam Ranh's product on the occasion of Vu Lan Festival. The purchase of this product will serve as a gift for my parents. They will stay at the resort on annual holidays and earn extra income. Moreover, we trust Novaland brand and believe that Bai Dai will always be a distinctive attraction for many incoming tourists in the future."



Real Estate Exchange in Cam Ranh - Khanh Hoo

**2** On 14 September 2019, Novaland Real Estate Centre has been officially opened at 63 - 65 Ngo Thi Nham street, Hai Ba Trung Dist. in Hanoi. The new center acts as a bridge to help the Group timely introduce latest products and bring quality customer services on par with Novaland standards to the northern investors.

### Mr. Ngo Manh Tuan Ba Dinh, Hanoi

"Novaland is one of the most reputable real estate developers in Vietnam who embrace professional process from planning to developing in all its projects. The project at Bai Dai Cam Ranh is fantastic with both its design and living space being reasonable and environment-friendly."

### Supermodel Ky Han

"I'm extremely impressed by NovaBeach Cam Ranh Resort & Villas (Khanh Hoa). I think this condotel suits my family because we can come here to stay or rent the apartment to gain monthly income."

**3** On 12 October 2019, Novaland Group has officially launched the Real Estate Center at the Aqua City project, Bien Hoa City, Dong Nai Province. With the opening of this facility in Dong Nai Province, Novaland hopes to provide latest information about the Aqua City project to investors and customers, while also bring quality services in accordance with Novaland's standards to customers when they visit.





Ms. Truong Thi Nga (HCMC) "Aqua City is exactly a smart ecological urban township, providing an ideal living space. This is such a year-round green archipelago. The project is synchronously developed





Real Estate Center 63-65 Ngo Thi Nham, Hai Ba Trung, Ha No

Real Estate Center In Dong Nai

and planned from natural landscape to high-end utilities such as 5-star marina, multifunctional sports complex, school, hospital which satisfy families' demands of green living."

### FINANCIAL HIGHLIGHTS AND BUSINESS UPDATES FOR 9 MONTH 2019

dropped by VND 338 billion, existing projects. approximately 24% (YoY), primarily due to smaller gain from revaluation of NAV of the Company's interest in subsidiaries compared to the same period last year.

**NET REVENUE (VND billion)** 

As at 30 September 2019, the The total handover volume in equity reached VND 24.490 billion, Company continued its steady 9M2019 was 3,269 units, increased by 7% and 10%, respecgrowth and posted strong rise in increased by 1,346 units (70% YoY) tively compared to as at 31 year-to-date- net revenue from and completed 55% of 2019 December 2018. In the first 9 sales of goods and rendering of target. Strong contributors were months of 2019, the Company services compared to 9M2018, The Sun Avenue, Sunrise Riverside, increased its investments in subsidiachieved VND 9,551 billion, an Richstar, Saigon Royal, Orchard ary companies, payment of increase of 42% (YoY). Com- Parkview, Newton Residence, matured debts. Cash and cash pared to 9M2018, gross profit and Victoria Village. In remaining equivalent as at 30 September reached VND 2,685 billion, months of the year, the Group will 2019 recorded at VND 4,301 billion. increased by 30%. Net profit after accelerate handing over process Total borrowings are being monitax (NPAT) was VND 1,074 billion, and recognize revenue from tored at a stable rate, was VND

> As at 30 September 2019, total assets of the Company reached VND 74,579 billion, total owner's

26,389 billion, slightly dropped by 5% compared to 31 December 2018.

**GROSS PROFIT (VND billion)** 





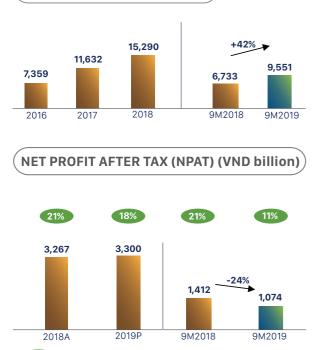
### Trading summary

Price VND63,800 as at 30 September 2019	10 Day	20 Day	30 Day	1 Month	3 Month	6 Month	12 Month
Average daily volume ('000)	363	401	451	401	477	482	486
Average daily trading value (VND'000)	22,648	24,921	28,011	24,921	28,961	28,708	29,659
Total volume traded (m)	3.6	8.0	13.5	8.0	31.0	60.7	120.9
% of total shares outstanding	0.4%	0.9%	1.5%	0.9%	3.3%	6.5%	13.0%
Share Price							
Highest traded price (VND)	65,000	65,000	65,100	65,000	65,100	65,100	74,700
Lowest traded price (VND)	61,000	60,700	60,700	60,700	57,500	55,000	53,700
Performance over the period	(0.3%)	2.7%	2.7%	2.4%	5.1%	14.3%	(1.5%)
Index outperformance over the period	(0.3%)	1.0%	1.2%	1.1%	1.9%	12.7%	0.1%
Average closing price (VND)	62,640	62,250	62,233	62,250	60,800	59,548	61,534
Market cap (VND bn)	59,363						
Market cap (USD bn)	2.55						

Source: Bloomberg (\*) Convertible rate at 1USD = 23,303VND

### Analyst's recommendations on NVL stock

Securities FIRMS	Recommendations	Expected share price (VND)	Released date	
ACB Securities Co. Ltd (ACBS)	Hold	63,755	06/09/2019	
Viet Capital Securities (VCSC)	Hold	64,000	12/08/2019	
Source: VCSC, ABCS				



### Net Profit After Tax/Net Sales

On 17 October, 2019, the Board with Deutsche Investitions - Un NovaWorld Mekong leisure and 4Q2019.

In 3Q2019, Novaland Group has signed a partnership agreement

of Director approved to issue Entwicklungsgesellscheft Mbh (DEG - tourism complexes that Novaland 18,608,933 shares under ESOP Reconstruction bank based in Group will develop in the Mekong 2019, equivalent to 2% out of Germany and specializing in Delta region. The success of this total outstanding shares. The funding and consulting private capital market transaction has issue time is expected to be in enterprises with projects that help affirmed the prestige and perforimprove social living conditions). DEG financed Novaland with USD 20 million for the Azerai Can Tho Resort, the initial project of

mance of Novaland, thus, the Group continuously received supports from international financial institutions well as local partners.

	22%	28%	34%	31%	28	%		
			5,158	-	+30%			
	1,583	3,257		2,071	2,6	85		
_	2016	2017	2018	9M20	18 9M2	2019		
	<b>(</b>	ross Marg	in					
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5000								
0	2016	A	2017A	2018A	9M2019	ÐA		



### **NOVALAND GROUP RECEIVED "THE BEST INVESTOR RELATIONS" AWARD**

At the IR Awards 2019 Ceremony organized by Vietstock in collaboration with Finance and Life (FiLi.vn), Novaland Group was honored in the TOP 3 Listed companies that have the best investor relations (IR) voted by reputable financial institutions.

> Held for 9 consecutive years, the annual IR Awards 2019 honors investor relations best practices among Vietnam listed companies, that seek to raise awareness among listed companies of the IR activities. The Awards significantly contributes to the improvement of transparency and efficiency of Corporate Governance practices, towards the development of not only the listed companies specifically but also the Vietnam securities market as a whole. From the list of 259 listed companies meeting strict requirements for information disclosure in 2019, Novaland continued to successfully pass further voting rounds and named in Top 3 listed companies with the best IR activities appraised by reputable financial institutions.

The year thus far has been a momentous year for Novaland, with substantial transformations in IR activities. As one of the largest real estate developers in Vietnam, Novaland is committed to implement the best IR practices with high level of transparency, efficiency and effectiveness. In particular, all of the Group's policies and activities towards its shareholders and investors are not only in compliance with Vietnamese regulations, but always striving to meet international standards, such as the ASEAN Corporate Governance Scorecard.

### **INVESTOR RELATIONS ACTIVITIES 3Q2019**





TOP 3 listed companies with the best IR activities appraised by reputable financial institutions

### **2 SUCCESSFUL EVENTS**

Analysts Meeting 2Q2019 (2 August) and Earnings Call 2Q2019 (5 August) were successfully held with the attendance of more than 80 representatives from national and international securities firms and established investment funds, as well as many existing and potential investors of the Group.





### LWORKED WITH 49 GROUPS OF INTER-**NATIONAL & NATIONAL INVESTORS**

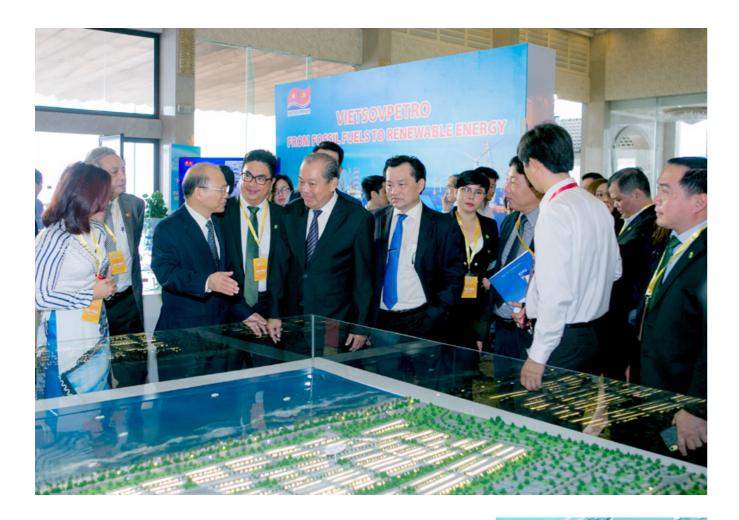
The Group has been organizing many conference calls and site visits to Novaland projects in HCMC and neighboring provinces for national and international investors/partners.

Novaland representatives participated the HOSE - Daiwa Vietnam Corporate Day 2019 held in Japan (26-27 August) and Hong Kong (26 September), as well as other non-deal roadshows to update investors on financial results and business performance.



### Binh Thuan is well-positioned to become A REGIONAL AND GLOBAL TOURIST DESTINATION

At Binh Thuan Investment Promotion Conference on 22 September, local and national government officials, joined with many foreign and domestic experts to discuss and set out a strategic plan for Binh Thuan to achieving tourism development targets.



### Permanent Deputy Prime Minister, Mr. Truong Hoa Binh

Decision No. 1772/QD-TTg dated on and more attractive destinations."

"As one of localities with enough 18 December 2018 by the Prime Minisopportunities and conditions to ter regarding the overall planning of develop sustainable, green and clean Mui Ne Binh Thuan t by 2025 – with tourism, Binh Thuan should attract the vision towards 2030. Tourism more strategic investors with an aim development needs to closely connect to create a driving force for the local with high-tech farming and sea-island tourism; effectively implement nature, creating lots of better products





Chairman of the Binh Thuan provincial People's Committee, Mr. Nguyen Ngoc Hai

"For the time to come, together with sustainable socio-economic development orientations, we are committed to transform Binh Thuan Province to become an attractive and secure investment destination with useful public administrative services, focusing on infrastructure development investment and improving human resources trainings and living environment quality."



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### **REAL ESTATE TREND**





### Marco Breu - Managing Director of McKinsey & Company Vietnam

"Binh Thuan Province can consider growing its adventure and sports tourism offerings, and venture into other types of tourism such as health and wellness, and business and leisure travel. More importantly, with serious ambitions of *¬becoming* a leading tourism destination, Binh Thuan Province must take into consideration sustainability factor, in terms of -balancing tourist arrivals with larger structural and environmental considerations, in order to support tourism growth in long term."

### **Bui Thanh Nhon**

### - Chairman of the Board of **Directors, Novaland Group**

"Binh Thuan province needs to enhance the process of reducing plastic pollution, protecting the environment along the riverbank, canals and beaches; coupled with training professional workforce for tourism and propagandize friendly culture to welcome visitors."

### **NOVALAND STRIKES STRATEGIC PARTNERSHIPS WITH INTERNATIONAL CORPORATIONS TO DEVELOP GOLF TOURISM**

At Binh Thuan Investment Promotion Conference 2019, with the presence of government officials, Novaland signed strategic partnerships with Professional Golfers' Association of America (PGA) on golf training programs and developments; and International Management Group (IMG) - a leading global corporation specializing in developing, training, as well as organizing golf tournaments at golf courses developed by Novaland.

### Arjun Chowdri, Chief Innovation Officer of the PGA, expressed:

"PGA brand is always proud of its professional and high-ranking values in the golf field in specific and global sports in general. We are incredibly excited to partner with such a well-renowned corporation like Novaland and hope the collaboration between the association and Novaland will improve the position of local golf tourism, providing rich and attractive products, extending tourists' staying, thereby bringing more sources of jobs and sustainable income, socio-economic benefits. I think that this partnership will bring great values to the community and aim to sustainable business growth for both parties."

At this event, the Company also inked a partnership with the French Accor multinational hospitality group - with prominent names Ibis, Novotel, All Seasons, Sofitel, Pullman, Mercure, etc. Accordingone of the world's largest brands Iy, Accor will be the operator for Novaland's hospitality properties located in coastal provinces including Binh Thuan. Through collaboration with international hospitality operators, Novaland aims to bring world class amenities, services and experience to local and international visitors.





NovaWorld PHAN THIFT

SÀN GIAO DICH BẤT ĐÔNG SẢN NOVALAND



NHÀ PHÁT TRIỂN DỰ ÁN

• Tai Tp. Hồ Chí Minh 26 Mai Chí Tho, P. Bình Khánh, Quân 2, TP.HCM 0938 221 226

### ĐÓN SÓNG ĐẦU TƯ NHÀ PHONG CÁCH Mỹ



## NHÂN NGAY **IPHONE 11**

MAX PRO 256G

KHI SỞ HỮU SECOND HOME NOVAWORLD PHAN THIET

trong năm đầu

Thanh toán các năm tiếp theo

chỉ 1.5% tháng

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respective of Novaworld Ho Tram

### **NOVAWORLD HO TRAM INTRODUCES ECOLOGICAL TOWNHOUSE THE TROPICANA**

Accommodating the tropical weather characteristics, "Ecological townhouse" - the latest second home product line of The Tropicana -NovaWorld Ho Tram has taken full advantage of the terrain and integrated green trees and lakes into the landsacpe in order to create specific characteristics of each product.

introduces "affordable" investment solutions to satisfy urban residents' demand for living near the nature without extremely hot or cold during weekends.

### ECOLOGICAL TOWNHOUSE **NOVAWORLD HO TRAM**

Owning a Ecological townhouse priced from only VND666 millior

Offer a tour to Europe

- Get an Iphone 11 Max Pro 256G - Special payment schedule with just 15%

 Bank loan without paying interest, principal and early redemption penalty Located alongside the coastal line stretching from Binh Chau to Loc An with an area of over 1,000 hectares, NovaWorld Ho Tram is a ing distance with cool and fresh multi-functioned complex project meeting the demands for relaxation, leisure and experience.

NovaWorld Ho Tram satisfies various needs of all family members. It is expected to become From October 2019, the project the top destination for family vacations. The Tropicana owns calm sea, temperate weather season. The unique feature of this terrain is that it has not only sea but also natural lakes and forest which are perfectly geomantic. for both adults and children such Therefore, "Ecological Townhouse" model entirely lying in such an ecological complex full of leisure, relaxation and tourism utilities etc.) family amusement center, becomes unique and rare in second home product lines available in the market.

In The Tropicana second home "Ecological Townhouse"

show house, homeowners have their own garden in the house. There is an around 15-meter walkair in front. Right after second home blocks is a natural forest which brings a "primeval" atmosphere into relaxation villas.

Moreover, parents and their children will experience ecological services such as "bathing under the forest", becoming real farmers at Organic farm or kayaking to enjoy thrilling feelings. Furthermore, the project sets up a chain of modern utility system full of relaxation and leisure activities as 4 F&B areas with international brands, water park, sports center (tennis court, basketball court, yoga & spa center, ocean aquarium restaurant, jungle resort...

> 0909 888 886 novaworldhotram.vn



### Codotels attraction **NOVABEACH CAM RANH RESORT & VILLAS**

launches codotels product lines priced from VND1.8 billion and VND600 million first payment, flexible payment by 1.5% per month with a guaranteed interest rate of 8% from day one until the unit is handed over.

In order to attract more investors Developed into relaxation and in the hospitality market, Nov- leisure complex and operated by aBeach Cam Ranh Resort & Villas international operators, the 22.6ha development includes villas, bungalows, two luxury hotel towers with attractive program such as only 1,700 condo-tels. Every condo-tel unit has an area of 35m2 and larger.

> NovaBeach Cam Ranh Resort & Villas will come with all the amenities of an international standard

### Businesswoman - Mrs Vietnam, Thu Hoai

"I have been travelling to many beaches around the world and reckon that only Bai Dai - Cam Ranh has such a beautiful soft and white sand-bank and warm water - extremely valuable and rare! I think it is for sure will become an ideal destination for international tourists.

With year-long expertise in property investment, I know that condo-tels at NovaBeach Cam Ranh have lots of advantages, from the position, fully-equipped product to prestige of service developers, operators and mangers.

I decide to invest in a large number of NovaBeach Cam Ranh condotels not only to aim at their long-term added value but also to offer a high-quality relaxation-leisure destination for my own clients and partners."

### HOSPITALITY REAL ESTATE

resort such as swimming pool facing the sea, park, children's playground, tennis court and yoga room, spa, and kayaking. The food and beverage area will offer a unique and exciting experience within the project area.



# AquaCity

### SMART ECOLOGICAL URBAN TOWNSHIP IN DONG NAI



# **"Green living heaven"** within our reach

### INTER-REGIONAL CONNECTION POSITION

Located in southern Bien Hoa City - Dong Nai, Aqua City owns not only an inter-regional connection position but also a standardized ecological planning, bringing into play natural advantages in order to create a nature-friendly but modern living space.



### **EXCLUSIVE GREEN LIVING**

On a large-scale area surrounded by a large river system of Dong Nai province, including Buong River, Trong River as well as canals, Aqua City is developed into a "City of water source", bringing residents a truly living space.

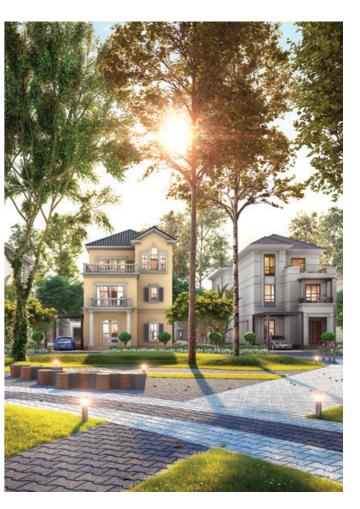
20 km Riverway

70% Area reserved for green space and common utilities





Aqua City is now launching luxurious detached villas The Grand Villas with multiple options.



### **DIVERSIFIED AMENITIES – UPLIFTING LIVES**

Apart from being a green heaven, Aqua City also applies modern and comprehensive amenities, bringing an ideal and convenient living space, meeting leisure and healthy needs for residents such as children's amusement park, modern swimming pool, 5-star marina, kayak station, 2.2ha indoor and outdoor sports center.

Aqua Sport Complex 2.2ha 5-star marina Car musem CityGym School Clubhouse Aqua Central Mall Riverside Park 

### **CONSTRUCTION PROGRESS OF HOSPOTALITY PROPERTIES**





NovaBeach Cam Ranh Resort & Villas Bai Dai – Cam Ranh, Khanh Hoa completed show house and welcome visitors from September 2019





**NovaWorld Phan Thiet** Tien Thanh Commune – Phan Thiet, Binh Thuan Show house under construction – Expected to welcome visitors from January 2020



### CONSTRUCTION PROGRESS

### NOVALAND GROUP'S **RELENTLESS EFFORTS FOR A SUSTAINABLY DEVELOPING** COMMUNITY

Although the property market is always full of challenges, Novaland is aware of its corporate social responsibilities. Apart from its effective business results and looking after staff's living conditions, Novaland has been implementing a series of CSR activities.



In the morning of 15 August 2019, Novaland Group collaborated with Standing Committee of Fatherland Front – Management Board of "For the poor" Fund to offer 90 Nguyen Huu Tho scholarships to underprivileged students in District 8. This encouraged their spirit of overcoming difficulties in studying ahead of school year 2019-2020.

This was drawn from the sum VND 500 million of "For the poor" Fund, this scholarship awarding ceremony followed a series of education and social security activities which have been carried out since early this year such as offering Tet gifts to poor and nearly poor households, underprivileged residents of ethnic minority groups and poor hard working students in District 4 and Nha Be District.



In the morning of 30 August 2019, from the sponsor-systems and 273 rainwater reservoirs for 75 small ship of VND 5 billion from multiple corporations, in schools in Ba Tri District, providing national stanwhich Novaland sponsored VND 2 billion, the dards clean water to nearly 35 thousand teachers program "Clean Water for Schools" has been com- and students. pleted and officially operated. 75 water cleaning

In 2019 Team Building program, Novaland's staff enthusiastically participate sea environment protection movement in a meaningful and practical way by collecting garbage along the seacoast as well as contributing to 300 bicycles to underprivileged students in Xuyen Moc, Ba Ria Vung Tau.



On 07 September, with the purpose of bringing a heartwarming Full Moon to the unfortunate children, Novaland employees participated in a number of activities, including hosting Full Moon event, giving presents to more than 500 children at orphanages in Dist. 3, 6, 10, 12, Tan Binh, Binh Thanh... Hundreds of presents including mooncakes, lanterns, milks, necessities,...were handed directly to the children.





In the morning of 10 October 2019, "House of at Phuoc Long Xuan Phu. The program was gratitude handing-over ceremony" at Giong launched and executed by Giong Trom District Trom Ben Tre occurred with joys and excitement People's Committee with a budget of VND1 billion of leaders and residents, especially 25 households sponsored by Novaland Group.



