



# ANALYST MEETING

## 3Q2019 RESULTS PRESENTATION

November 04<sup>th</sup> 2019





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# OUTLINE



01. KEY HIGHLIGHTS

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02. FINANCIAL & SALES PERFORMANCE

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03. BUSINESS UPDATES

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04. RECENT MARKET UPDATES

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05. Q&A SESSION



# 1. KEY HIGHLIGHTS



- ✓ Growth in consolidated net revenue of 42% to VND 9,551 billion in 9M2019 (yoy).
- ✓ Substantial increase in handed-over volume by 70% to 3,269 units (yoy). Accordingly, more projects were being delivered including The Sun Avenue, Sunrise Riverside, Richstar, Saigon Royal, Orchard Parkview, Newton Residence, and Victoria Village.
- ✓ Strong gross profit up by 30% to VND 2,685 billion (yoy)
- ✓ Improved debt/equity ratio to 1.17 from 1.36 at the beginning of the year



- ✓ Presales posted 4,676 units, a 9.7 fold increase (yoy), mostly attributable to strategic projects such as Aqua City, NovaWorld Phan Thiet, NovaWorld Ho Tram...
- ✓ Major projects consolidated to the Group in 9M2019: NovaWorld Ho Tram, Aqua City, NovaBeach Cam Ranh, NovaHills Mui Ne, and other projects.
- ✓ Continued replenishment of high-quality landbank, totaling 4,894 hectares



- ✓ Resolution to issue 18,608,933 shares under ESOP 2019, equivalent to 2% out of total outstanding shares, expected in 4Q2019
- ✓ Strategic partnerships with renowned international organizations and groups in golf and hospitality industry.
- ✓ Officially launched 03 real estate centers in NovaBeach Cam Ranh – Khanh Hoa Province. Hanoi, and Aqua City Project – Dong Nai Province





## 2. FINANCIAL & SALES PERFORMANCE

# FINANCIAL PERFORMANCE FOR 9M2019



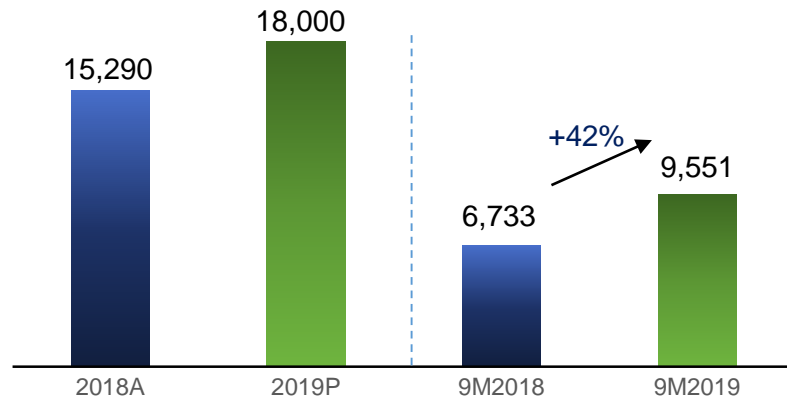
NET REVENUE VND Billion		GROSS PROFIT VND Billion		GROSS PROFIT MARGIN		PROFIT BEFORE TAX VND Billion	
3Q2019	9M2019	3Q2019	9M2019	3Q2019	9M2019	3Q2019	9M2019
<b>1,506</b> ▼ 38%	<b>9,551</b> ▲ 42%	<b>522</b> ▼ 21%	<b>2,685</b> ▲ 30%	<b>35%</b> ▲ 8pp	<b>28%</b> ▼ 3pp	<b>557</b> ▼ 30%	<b>1,881</b> ▼ 5%
3Q2018	9M2018	3Q2018	9M2018	3Q2018	9M2018	3Q2018	9M2018
2,443	6,733	661	2,071	27%	31%	803	1,970
PROFIT AFTER TAX VND Billion		NET PROFIT MARGIN VND Billion		EBITDA VND Billion		SG&A EXPENSES/ NET REVENUE VND Billion	
3Q2019	9M2019	3Q2019	9M2019	3Q2019	9M2019	3Q2019	9M2019
<b>287</b> ▼ 57%	<b>1,074</b> ▼ 24%	<b>19%</b> ▼ 8pp	<b>11%</b> ▼ 10pp	<b>417</b> ▼ 22%	<b>2,311</b> ▲ 38%	<b>23%</b> ▲ 12pp	<b>11.3%</b> ▲ 0.6pp
3Q2018	9M2018	3Q2018	9M2018	3Q2018	9M2018	3Q2018	9M2018
667	1,412	27%	21%	534	1,681	11%	10.7%

# REVENUE AND PROFIT OVERVIEW



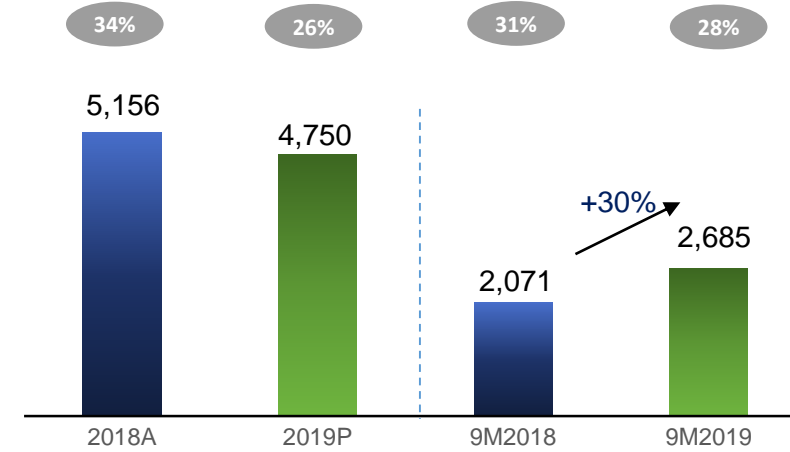
## Net Revenue

(VND bn)



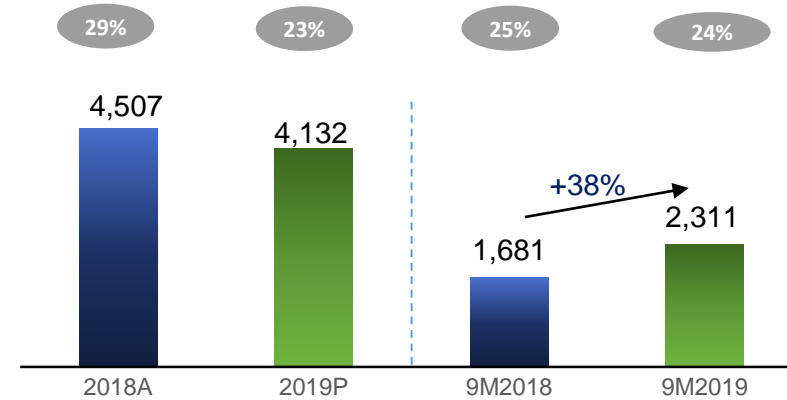
## Gross Profit

(VND bn)



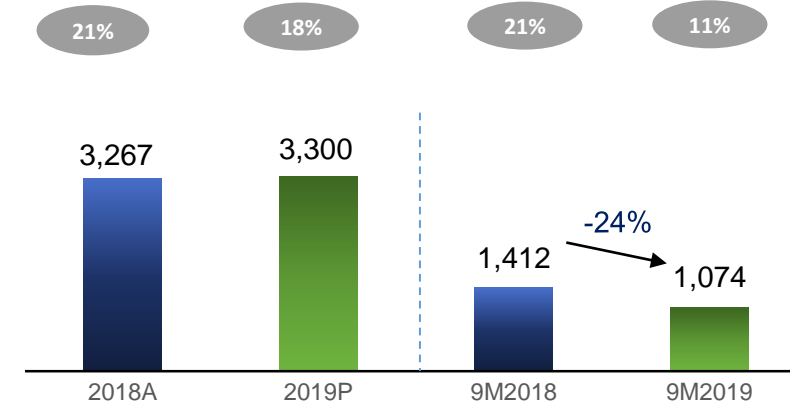
## EBITDA

(VND bn)



## NPAT

(VND bn)



Source: Financial Statements as of September 30<sup>th</sup> 2019

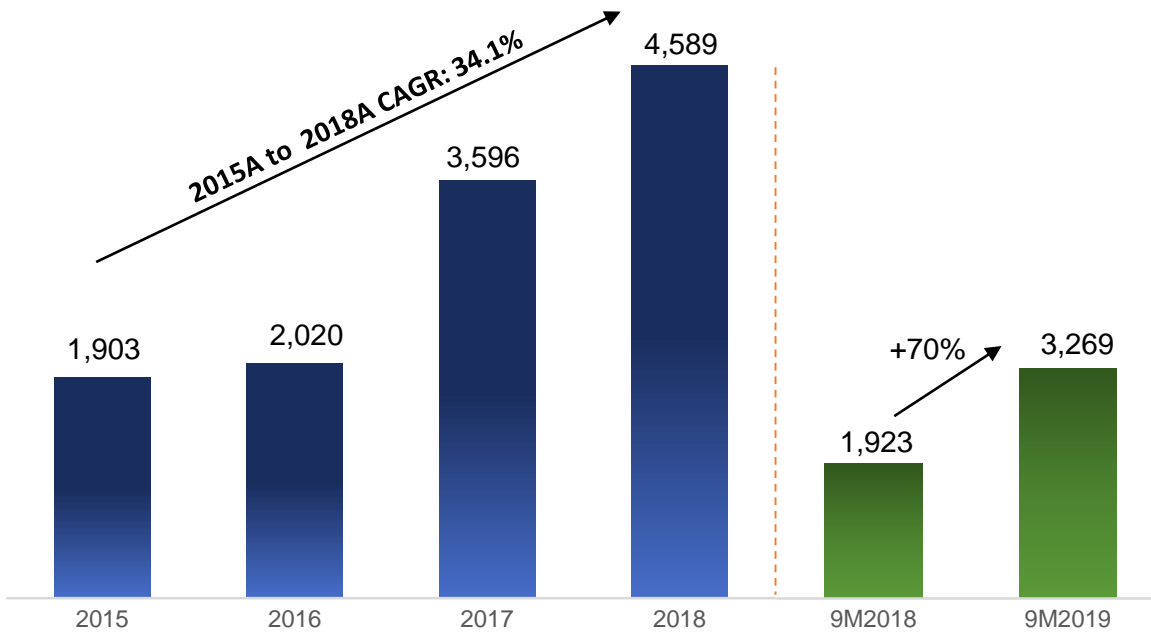
● Margin ratio

# HANDOVER UNIT

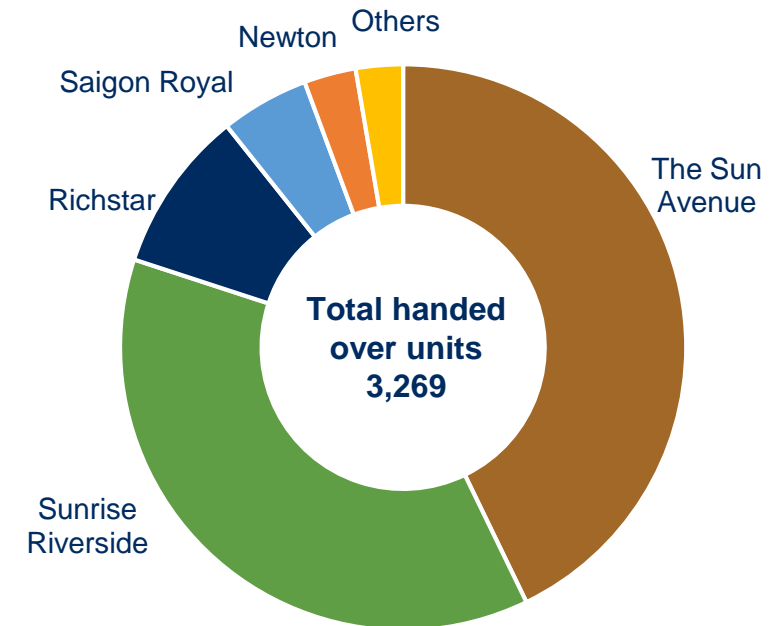


## Number of Handover Units

(Units)



## Handover Projects



**3,269 Handover Units In 9M2019 Corresponding To 55% Of 2019 Business Plan**

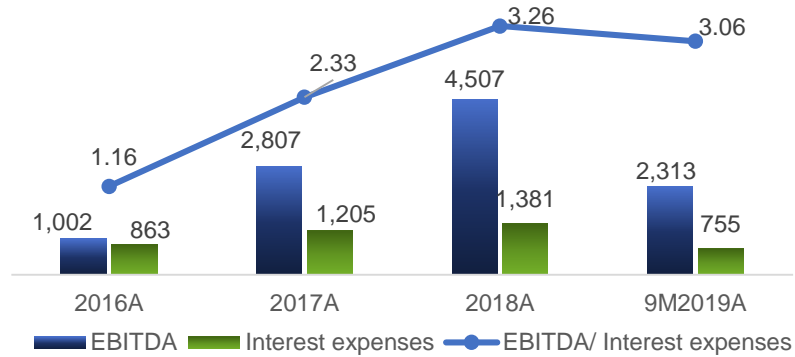


# FINANCIAL HIGHLIGHTS



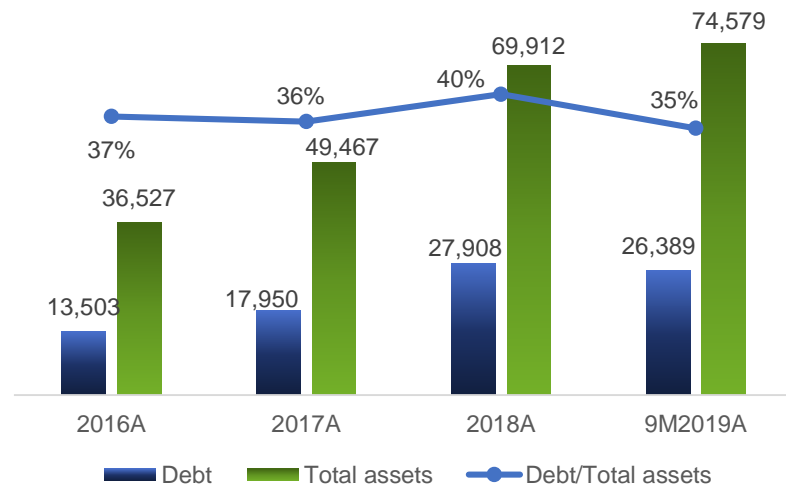
## EBITDA/ Interest expenses

(VND bn)



## Debt/ Total assets

(VND bn)



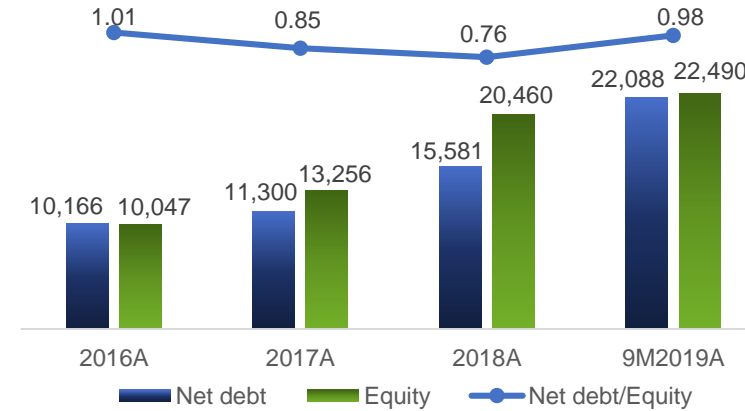
Source: Company Financial Statements as of September 30<sup>th</sup> 2019

(\*) Debt = long-term borrowings + short-term borrowings

(\*\*) Net debt = long-term borrowings + short-term borrowings – cash and cash equivalent

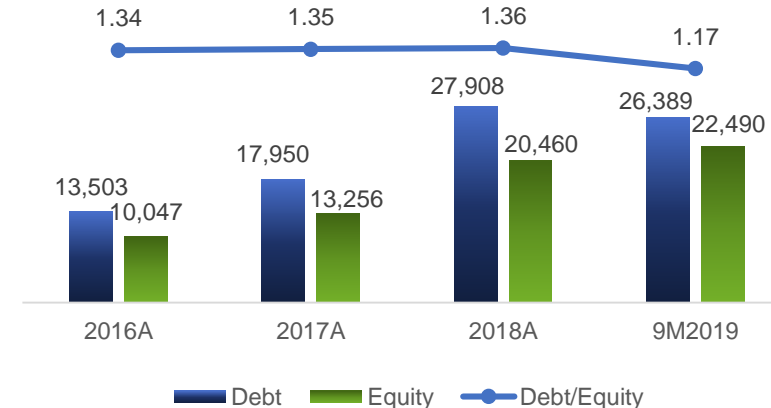
## Net debt/ Equity

(VND bn)



## Debt/ Equity

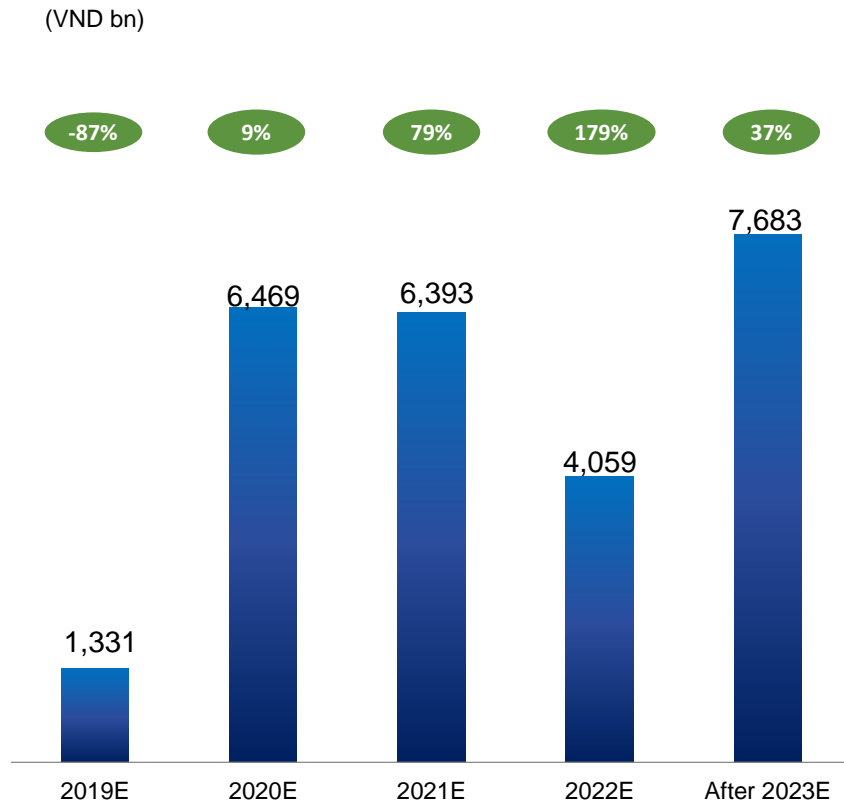
(VND bn)



# DEBT PROFILE

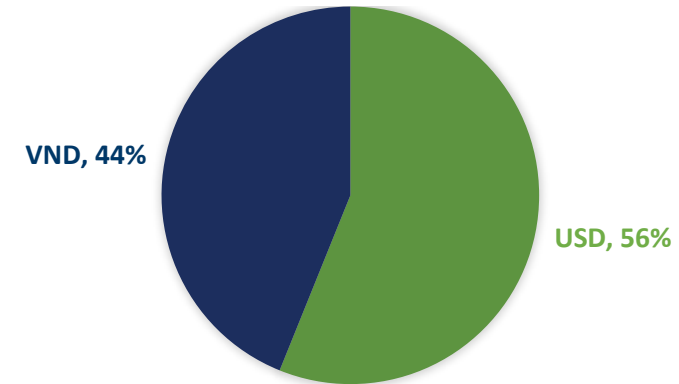


## Debt Maturity Schedule(\*) as at September 30<sup>th</sup> 2019

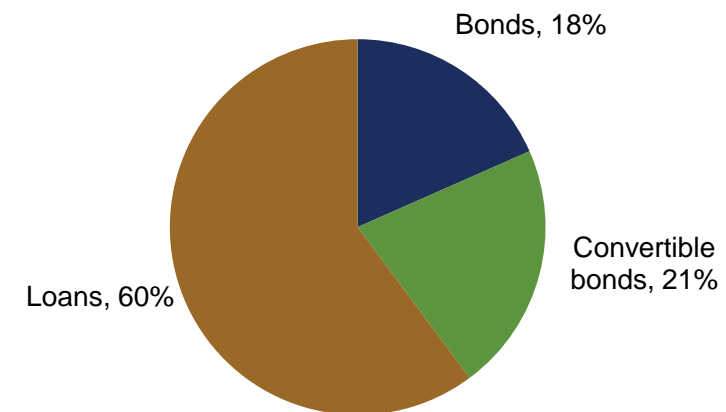


**Cash and Cash Equivalents are VND 4,301 billion as at 30/09/2019**

## Debt Breakdown By Currency



## Type of Debt



Source: Company information, September 30<sup>th</sup> 2019

(\*) Excluding VND 455 bn of borrowings from third party and bond issuance cost  
 # % change as at December 31<sup>st</sup> 2018

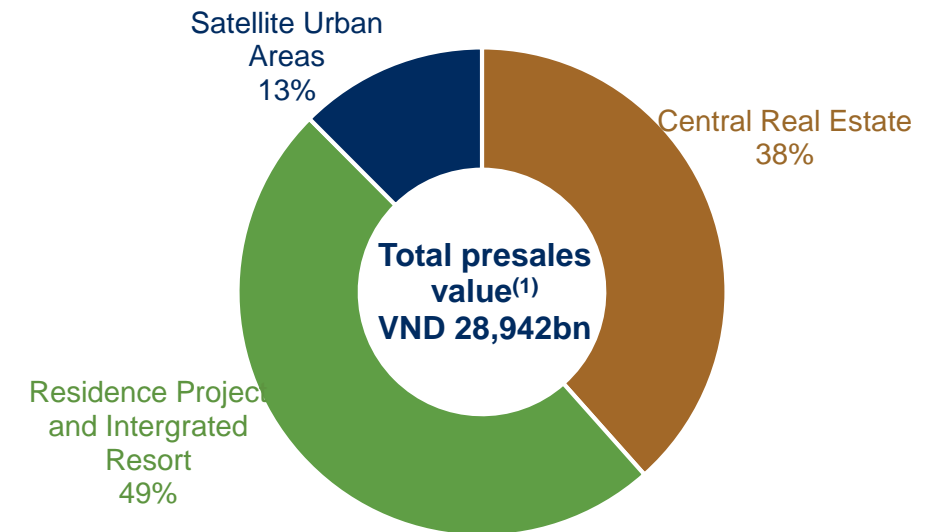
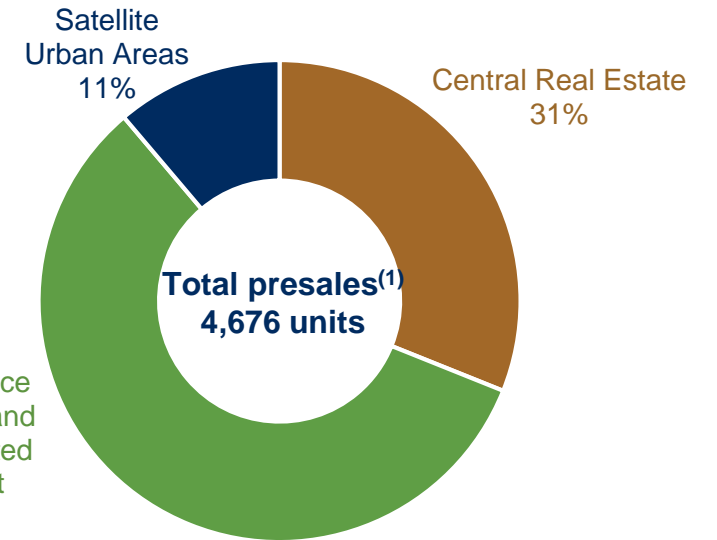
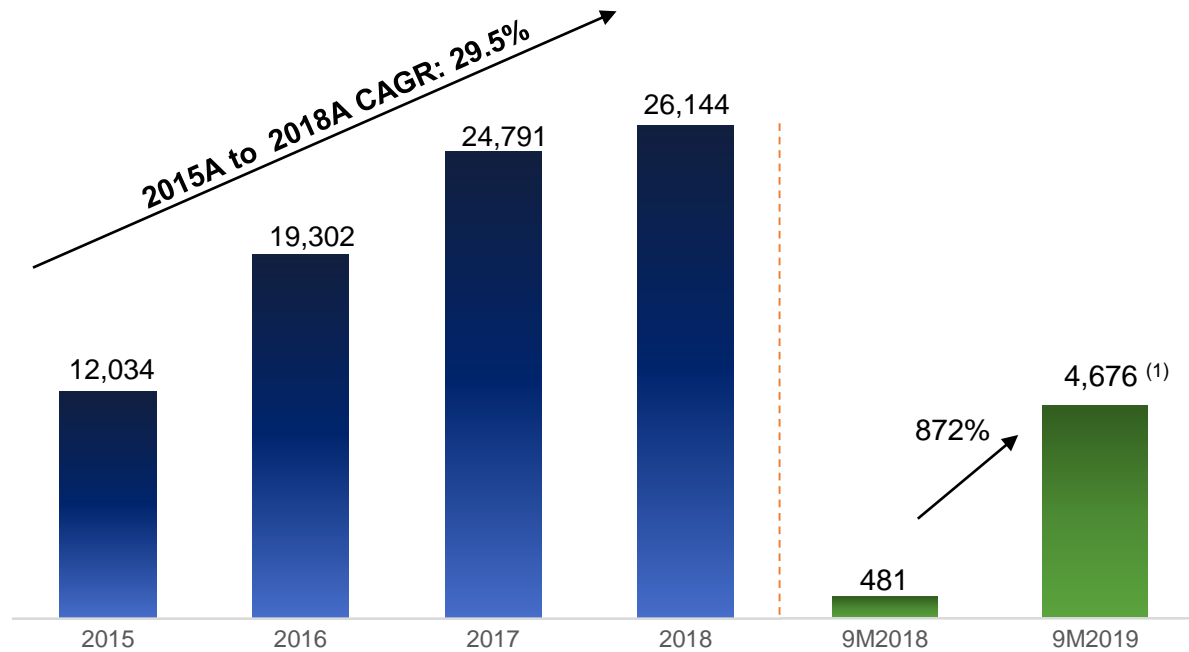


# SALES PERFORMANCE



## Presales Performance

Cumulative presales (Units)



**Solid sales of 9M2019 made up ~ 72% of 2019 Business Plan**

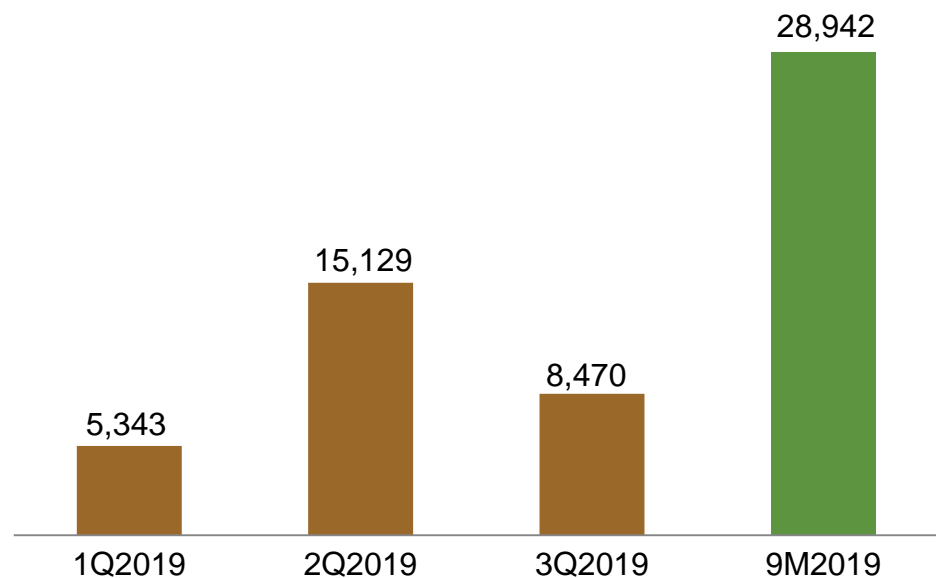
Source: Company information, September 30<sup>th</sup> 2019  
(1) Including projects under BCCs

# SALES PERFORMANCE (CONT')



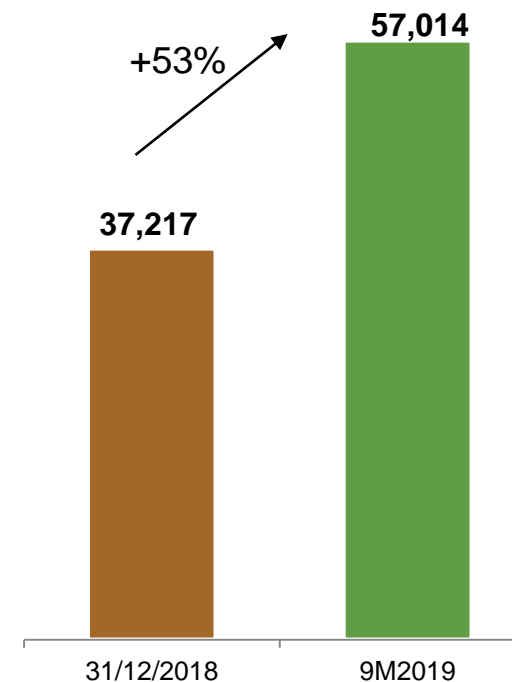
## PRESALES VALUE<sup>(1)</sup> (9M2019)

(VND bn)



## TOTAL UNBILLED CONTRACTUAL VALUE AS AT 9M2019

(VND bn)



**Unbilled sales underpins high revenue visibility in 2020-2021**

Source: Company information as of September 30<sup>th</sup> 2019

(1) Including projects under BCCs





# 3. BUSINESS UPDATES





# HANDED OVER PROJECTS IN 9M2019(\*)



Sun Avenue	
■ Location	Dist.2
■ Land area (sqm)	38,073
■ Launch date	1Q15
■ Handover date	3Q18
■ Takeup rate	99.5%
■ ASP (USD)	2,002



Saigon Royal	
■ Location	Dist.4
■ Land area (sqm)	6,669
■ Launch date	2Q16
■ Handover date	4Q18
■ Takeup rate	98.7%
■ ASP (USD)	3,518



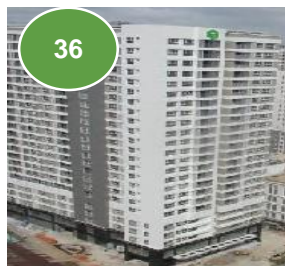
Sunrise Riverside	
■ Location	Nha Be
■ Land area (sqm)	39,305
■ Launch date	3Q15
■ Handover date	3Q18
■ Takeup rate	84.4%
■ ASP (USD)	1,824



Newton Residence	
■ Location	Phu Nhuan Dist.
■ Land area (sqm)	2,807
■ Launch date	2Q16
■ Handover date	4Q18
■ Takeup rate	94.8%
■ ASP (USD)	2,775



Richstar	
■ Location	Tan Phu Dist.
■ Land area (sqm)	27,802
■ Launch date	4Q15
■ Handover date	4Q18
■ Takeup rate	99.9%
■ ASP (USD)	1,413



Orchard Parkview	
■ Location	Phu Nhuan Dist.
■ Land area (sqm)	9,184
■ Launch date	3Q15
■ Handover date	4Q18
■ Takeup rate	98.7%
■ ASP (USD)	1,614

Source: Company information as of September 30<sup>th</sup>, 2019

(\*) refers to the handover for revenue recognition, other projects being handed over in 9M2019: Victoria Village, The Tresor, Rivergate Residence, Lakeview City, Wilton, Golden Mansion, Lucky Palace, Sunrise City, Kingston Residence and Icon 56

# handed over units  
ASP including 10%VAT



# UPDATING ON RECENT PROJECTS



## CONTINUE TO INTRODUCE



**THE GRAND  
MANHATTAN**



**PALACE RESIDENCE**



**NOVABEACH  
CAM RANH**



**AQUA CITY**



**NOVAWORLD HO TRAM**



**NOVAWORLD  
PHAN THIET**

## COMING INTRODUCTION



**SAIGON BROADWAY &  
WATERBAY**



**VICTORIA PARK**



**GOLF VIEW**



**NGAN HIEP 1 & 2**



## LANDBANK & UNDER RESEARCH

# 4,894 HECTARES

## 14%

HCM RESIDENTIAL



## 15%

SATELLITE URBAN AREAS



## 71%

RESIDENCE PROJECTS & INTERGRATED RESORT



COMPARED TO 4Q2018, TOTAL LANDBANK HAS **INCREASED FROM 2,650HA TO 4,894HA**, MAJORITY BY ADDITIONAL CONTRIBUTION OF LANDBANK NEARBY HCMC FOR **SATELLITE URBAN AREAS AND RESIDENCE PROJECTS & INTERGRATED RESORT.**



# LANDBANK UPDATES



## 14%

### CENTRAL REAL ESTATE



Projects	Location	Area (ha)
Project C	Dist. 2	136.0
Project I		80.1
Project F		5.0
Project H		9.6
Project P		30.2
Project X	Dist. 3	0.5
Project K	Dist. 4	3.2
Project S	Dist. 8	50.0
Project T	Dist. 9	32.1
Project R		158.6
Project Q		138.0
Project D	Dist. 12	9.1
Project V	Tan Phu Dist.	15.7
Others		3.1
<b>Total</b>		<b>671.2</b>
<b>Est. GDV (USD billion)</b>		<b>9.8</b>

## 71%

### RESIDENCE PROJECTS & INTEGRATED RESORT



<b>Total area (ha)</b>	<b>3,500.4</b>
<b>Est. GDV (USD billion)</b>	<b>8.2</b>

## 15%

### SATELLITE URBAN AREA



<b>Total area (ha)</b>	<b>722.3</b>
<b>Est. GDV (USD billion)</b>	<b>6.2</b>

THE TOTAL ESTIMATED GDV APPROXIMATELY USD **24.2** BN



# UPDATES ON UNDER DEVELOPMENT PROJECTS – SATTELITE URBAN AREAS



## AquaCity

- New real estate center introduced.
- New phrases are launching, attracting huge attention from investors.
- Model units are expected to be opened for visitors by 12/2019.
- Infrastructures and green parks are under construction.

**523 units**

Bookings during 9M2019

Total: 1,970 units



[www.trovanland.com.vn](http://www.trovanland.com.vn)



# UPDATES ON UNDER DEVELOPMENT PROJECTS – RESIDENCE PROJECTS & INTERGRATED RESORT



## **NovaBeach Cam Ranh Resort & Villas Khanh Hoa Province**

Model House completed. open for visitors since 09/2019



## **NovaWorld Phan Thiet Binh Thuan Province**

Model House is under construction. expected to open for visitors in 01/2020



## **NovaWorld Ho Tram Ba Ria – Vung Tau Province**

Model House is under construction. expected to open for visitors in 1H2020





# RECENT OPERATIONAL ACTIVITIES



## NEW REAL ESTATE CENTERS LAUNCHES – LOCATED FROM NORTH TO SOUTH

A variety of Novaland Real Estate Centers have been officially launched in Ha Noi, Khanh Hoa and Dong Nai. The new centers of which locations are outside of Ho Chi Minh City and in strategic destinations, are considered as a bridge to bring quality and timely services to customer nationwide.



## BINH THUAN 2019 INVESTMENT PROMOTION CONFERENCE – STRATEGIC PARTNERSHIPS

Novaland has formed new partnerships with:

- PAG - The Professional Golfers' Association of America.
- IMG - the International Management Group.
- Accor - the French multinational hospitality group.

Through collaboration with international hospitality operators, Novaland aims to bring world class amenities, services and experience to local and international visitors.



# NOVALAND EXPO

TRIỂN LÃM BẤT ĐỘNG SẢN NOVALAND  
CÙNG CÁC THƯƠNG HIỆU UY TÍN HỘI TỤ

Novaland Expo & Trusted Brands



**BẤT ĐỘNG SẢN**  
Real Estate



**VẬT LIỆU XÂY DỰNG**  
**NỘI NGOẠI THẤT**  
Interior-Exterior  
Building Supply



**TÀI CHÍNH**  
**NGÂN HÀNG**  
Banking  
& Finance



**LƯU TRÚ**  
**PHONG CÁCH SỐNG**  
Hospitality  
& Lifestyle



**THỂ THAO**  
**GIẢI TRÍ**  
Sports  
& Entertainment



**5**

DAYS



**20,000+**

PARTICIPANTS



KEYNOTES AND PANEL  
SESSIONS



**10+**

INDUSTRIES  
(PRODUCTS, SERVICES)



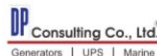
STRATEGIC  
COOPERATION



**200**

MASS MEDIA UNITS

## STRATEGIC PARTNERS OF NOVALAND







# 4. RECENT MARKET UPDATES





# VIETNAM ECONOMY AT A GLANCE 9M2019



GDP  
GROWTH RATE



**7.0** %

↑ 0.02 ppt

TRADE  
SURPLUS



**5.9** BILLION \$

N/A

FDI



(Registered FDI)

(FDI Disbursement)

**26.2 / 14.2**

↑ 3%

↑ 7.3% BILLION \$

CREDIT  
GROWTH



**8.4** %

↓ 1.1 PPTS

MORTGAGE  
RATE



**11** %

Stable

INTERNATIONAL  
VISITORS



**12.8** MILLION

↑ 11%

Source: Savills – Market Brief Vietnam 9M2019

# THE HCMC RESIDENTIAL MARKET



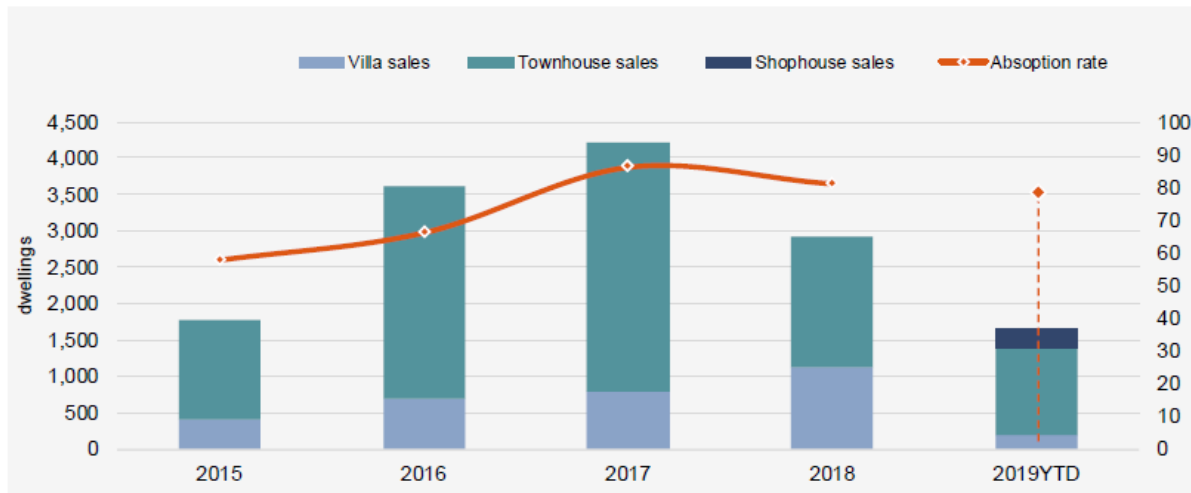
## LIMITED SUPPLY – STRONG ABSORPTION RATE

- Apart from the official launch of Vinhomes' project, which has been put on the market under soft launch 2 years ago, the market continue to witness limited supply due to prolonged approval process.
- As the consequences, both apartment and landed property markets had strong sales and absorption rate.

## OUTLOOK – STRONG MARKET SENTIMENT

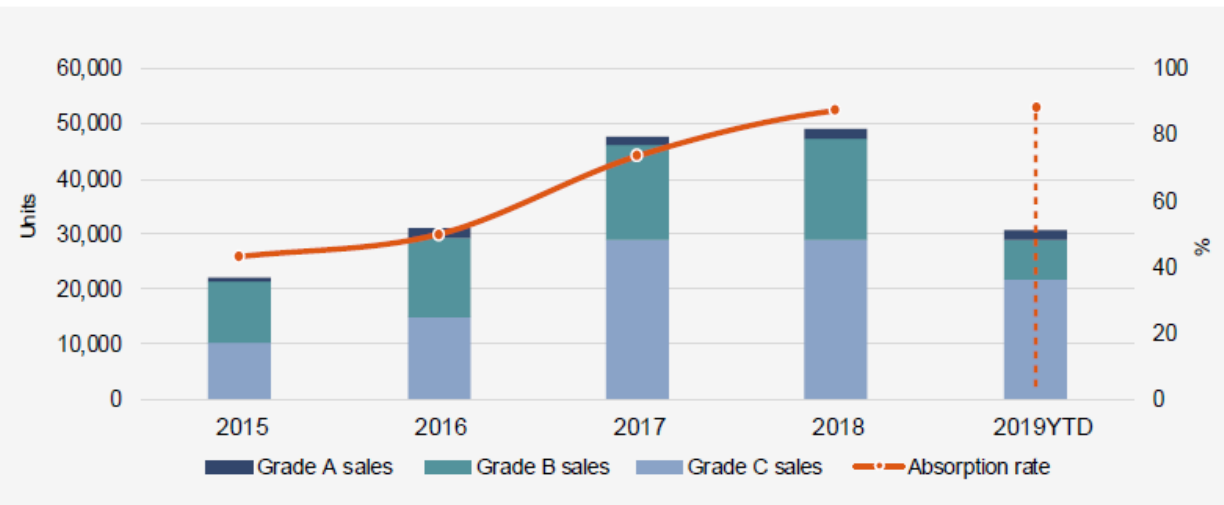
- In apartment market, because of the government's tight control in granting land use rights and construction licences, the projected supply pipeline in 2020 is subject to greater uncertainty and varies between 40,000 and 50,000 units.
- In landed property market, because of the government's tight control in granting land use rights and construction licences, the projected supply pipeline in 2020 is subject to greater uncertainty and varies between 40,000 and 50,000 units.

### Landed Property Market



Source Savills Research and Consultancy

### Apartment Market



Source: Savills Market Brief - Vietnam 9M2019, JLL - HCMC Market Outlook 9M2019



# 5. Q&A SESSION







# THANK YOU

## Contact information

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