



NOVALAND GROUP INVESTOR PRESENTATION

December 2019



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1. OVERVIEW OF NOVALAND

NOVALAND - #1 RESIDENTIAL DEVELOPER IN HCMC

Established and relentlessly self-built competitive edges to become a dominant player



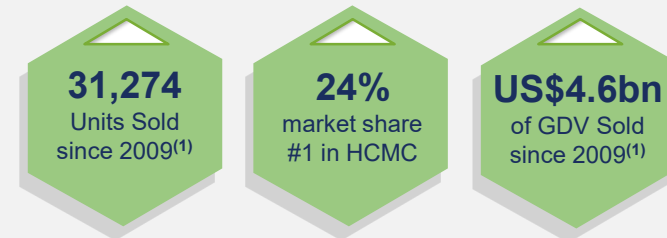
Source:
(1) Including projects under BCCs.
(2) As at 30 September 2019.

SNAPSHOT OF NOVALAND'S UNDISPUTED LEADERSHIP IN HCMC RESIDENTIAL MARKET

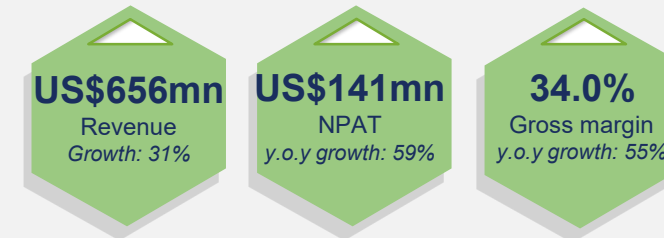


A leading developer of quality homes and real estate in Vietnam

A Undisputed market leader in HCMC



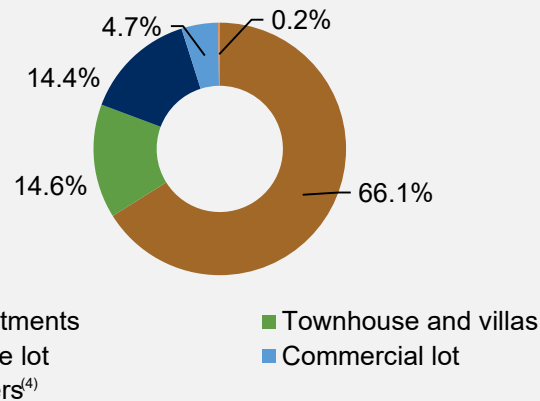
B 2018 key financial snapshot



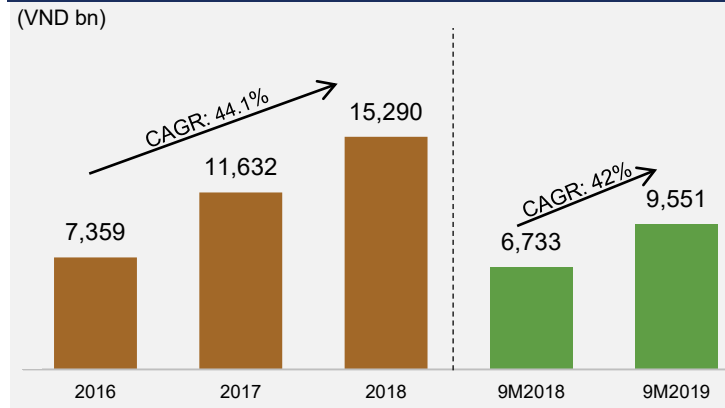
C 2019 business plan



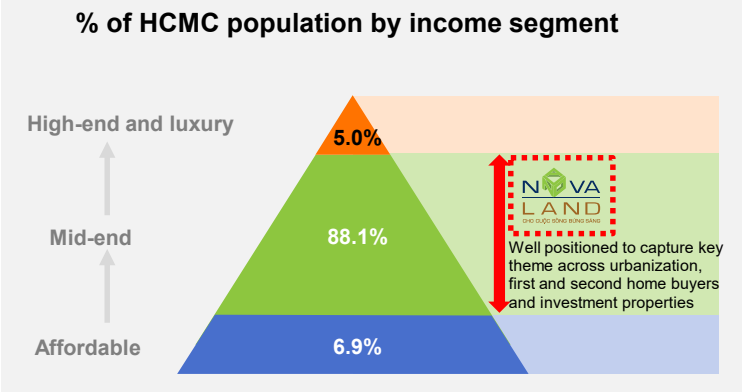
✓ Sales diversification across various product types⁽²⁾



✓ Industry-leading revenue growth



✓ Capturing the rising middle income opportunity



Note: US\$/VND: 23,303 used throughout the presentation unless stated otherwise.
 (1) As at 30 September 2019, including projects under BCCs, excluded Madison and Park Avenue.
 (2) As of FY2018.
 (3) Against FY2018 results.
 (4) Others includes tourism related properties and other urban developments.

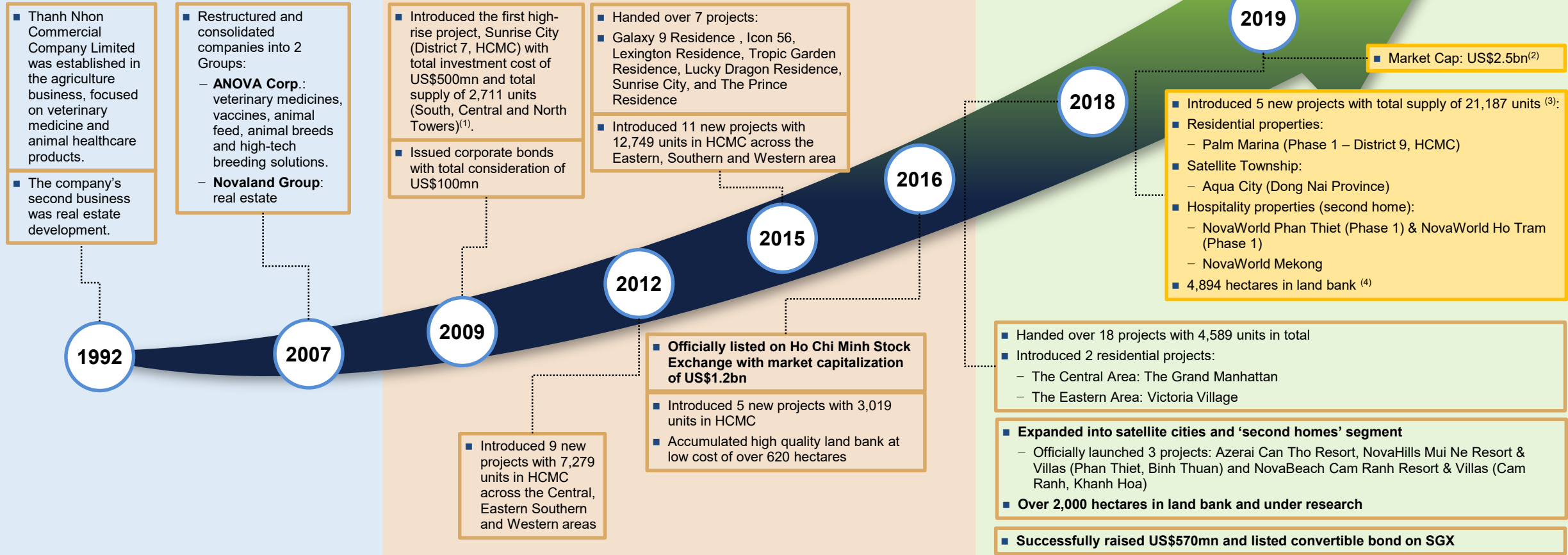
EVOLUTION AND GROWTH OF NOVALAND



FORMATION OF NOVALAND

STRATEGIC GROWTH AND CAPITALISATION OF NOVALAND






EXPANSION OF BUSINESS MODEL



(1) Company information.
 (2) As at 7 October 2019.
 (3) Excluding NovaWorld Mekong.
 (4) Including under research land

NOVALAND'S DIVERSIFIED PRODUCT SUITE



Theme	Urbanisation		Investment / Leisure
Product variants	City Living	Satellite Urban Areas	Second Homes Projects
			   NovaHill NovaBeach NovaWorld
Concept	<ul style="list-style-type: none"> Medium scale Grade “A” & “B” projects in HCMC 	<ul style="list-style-type: none"> Ecological, environmental friendly and smart technology satellite townships with good access to the CBD 	<ul style="list-style-type: none"> Second homes or investment properties in desirable leisure / tourism locations
Target market	<ul style="list-style-type: none"> Mid to high-end income population (>90% of HCMC's population) 	<ul style="list-style-type: none"> Mid to high-end income population 	<ul style="list-style-type: none"> Mid to high-end income population Upscale class, pensioners
Strategy	<ul style="list-style-type: none"> Primary focus on residential with some commercial and office-tel in central HCMC 	<ul style="list-style-type: none"> Increase exposure to fast growing satellite urban areas which are benefitting from continued infrastructure development 	<ul style="list-style-type: none"> First mover advantage into the investment / second home market to capture rising aspirational demand of the Vietnamese population Binh Thuan will allocate more land to build international universities.

NOVALAND STRATEGIC ROAD MAP



PHASE 1 2007 – 2017



Novaland Strategy

Focus on developing residential products in HCMC

Key Rationale

Build a stable base in HCMC while establishing a leading market position and brand

PHASE 2 2018 – 2025



Continue focusing on central residential real estate market in HCMC, expand into satellite urban areas and residence projects & integrated resort (second-homes)

First-mover advantage with strong foothold of satellite and second-home pipeline projects in major urbanizations and growing cities.

PHASE 3 Beyond 2025



From 2025, Novaland aims at four focus areas:

- Properties
- Tourism Destinations
- Infrastructure Development
- Finance

Developing an ecosystem with the aim to facilitate Novaland's residential community and add value to their investments into Novaland's projects.



2. RECENT DEVELOPMENTS

CURRENT UNDER DEVELOPMENT PROJECTS



Sunrise Cityview

GDV (USDmn)	142
Location / NSA (sqm)	Dist.7 / 15,720
Product type	High-rise residential
Launch / Handover start date	2Q15 / 4Q19
Take-up rate / ASP (US\$/sqm)	96.8% / 1,695
<ul style="list-style-type: none"> ■ Sunrise Cityview is a high-rise residential development located along Nguyen Huu Tho road and is closely situated to numerous entertainment areas including the famous Ben Thanh Market ■ Construction has been completed 	



The Botanica

GDV (USDmn)	55
Location / NSA (sqm)	Tan Binh Dist. / 9,028
Product type	High-rise residential
Launch / Handover start date	1Q15 / 3Q19
Take-up rate / ASP (US\$/sqm)	99.5% / 1,506
<ul style="list-style-type: none"> ■ The Botanica is a high-rise residential development located less than 5 minutes from the Tan Son Nhat airport and is also situated to numerous parks including the Gia Dinh park ■ Construction has been completed 	



Golf Park Residence

GDV (USDmn)	13
Location / NSA (sqm)	Dist.9 / 25,398
Product type	Townhouse
Launch / Handover start date	3Q15 / 4Q19
Take-up rate / ASP (US\$/sqm)	100% / 740
<ul style="list-style-type: none"> ■ Golf Park Residence is a townhouse project located only a 20-minute drive from the city center. Golf Park Residence is built with a full suite of entertainment resort facilities. ■ Construction has been completed 	



Botanica Premier

GDV (USDmn)	109
Location / NSA (sqm)	Tan Binh Dist. / 16,330
Product type	High-rise residential
Launch / Handover start date	1Q16 / 4Q19
Take-up rate / ASP (US\$/sqm)	98.4% / 1,691
<ul style="list-style-type: none"> ■ development situated close to the Tan Son Nhat airport and various highways providing convenient connections to downtown HCMC and beyond ■ Construction has been completed 	



Grand Manhattan

GDV (USDmn)	570
Location / NSA (sqm)	Dist. 1 / 14,002
Product type	High-rise residential
Launch / Handover start date	4Q18 / 4Q20
Take-up rate / ASP (US\$/sqm)	64.0% / 6,016
<ul style="list-style-type: none"> ■ The Grand Manhattan is a large scale residential development located close to Ben Thanh market, Nha Rong Wharf and the famous Nguyen Hue walking square ■ Construction expected to be completed in 3Q22 	



Victoria Village

GDV (USDmn)	252
Location / NSA (sqm)	Dist.2 / 42,777
Product type	High-rise residential
Launch / Handover start date	2Q17(1) / 3Q19(2)
Take-up rate / ASP (US\$/sqm)	84.9% / 5,358 2,064
<ul style="list-style-type: none"> ■ Victoria Village is a high-rise residential complex located along Dong Van Cong street in East HCMC and . is close situated to Thu Thiem urban center ■ Construction under progress with the villas expected to be completed by end 2019 	



The Palace Residence

GDV (USDmn)	555
Location / NSA (sqm)	Dist.2 / 49,660
Product type	Mixed development
Launch / Handover start date	2019
Take-up rate / ASP (US\$/sqm)	NA
<ul style="list-style-type: none"> ■ The Palace Residence is a mixed development located in the heart of An Phu, offering various luxury amenities to its residents. ■ Construction has not begun 	



Palm Marina

GDV (USDmn)	94
Location / NSA (sqm)	Dist.9 / 90,772
Product type	Villa, Townhouse
Launch / Handover start date	2019
Take-up rate / ASP (US\$/sqm)	NA
<ul style="list-style-type: none"> ■ Palm Marina is strategically located in the stylish Long Truong Ward, District 9 with an emphasis on modern waterfront living ■ Construction has not begun 	

Source: Company information, as at 30 September 2019. [Dashed Box] - Projects launching in 2019

- (1) ASP for villas (low-rise units)
(2) ASP for apartments (high-rise units)

RECENTLY LAUNCHED FIRST SATELLITE TOWNSHIP PROJECT (AQUA CITY)



Key amenities within Aqua City



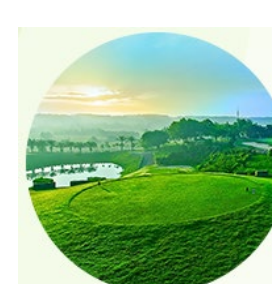
Shing Mark
Hospital



Son Tien Tourist
Area



Suoi Tien Theme Park



Long Thanh Golf
Club

AQUA CITY

■ Location	Bien Hoa – Dong Nai
■ Site area (hectares)	112.6
■ Product type and units	Shophouse: 350, townhouse: 486, semi-detached: 236, villa: 898
■ Launch date	2Q2019
■ Expected handover start date	2023
■ Total launch units/total supply	985/1,356
■ Take-up rate of total introduced units	58%
■ GDV (USDmn)	859
■ NSA (sqm)	532,638

Source: Company information, as at 30 September 2019.

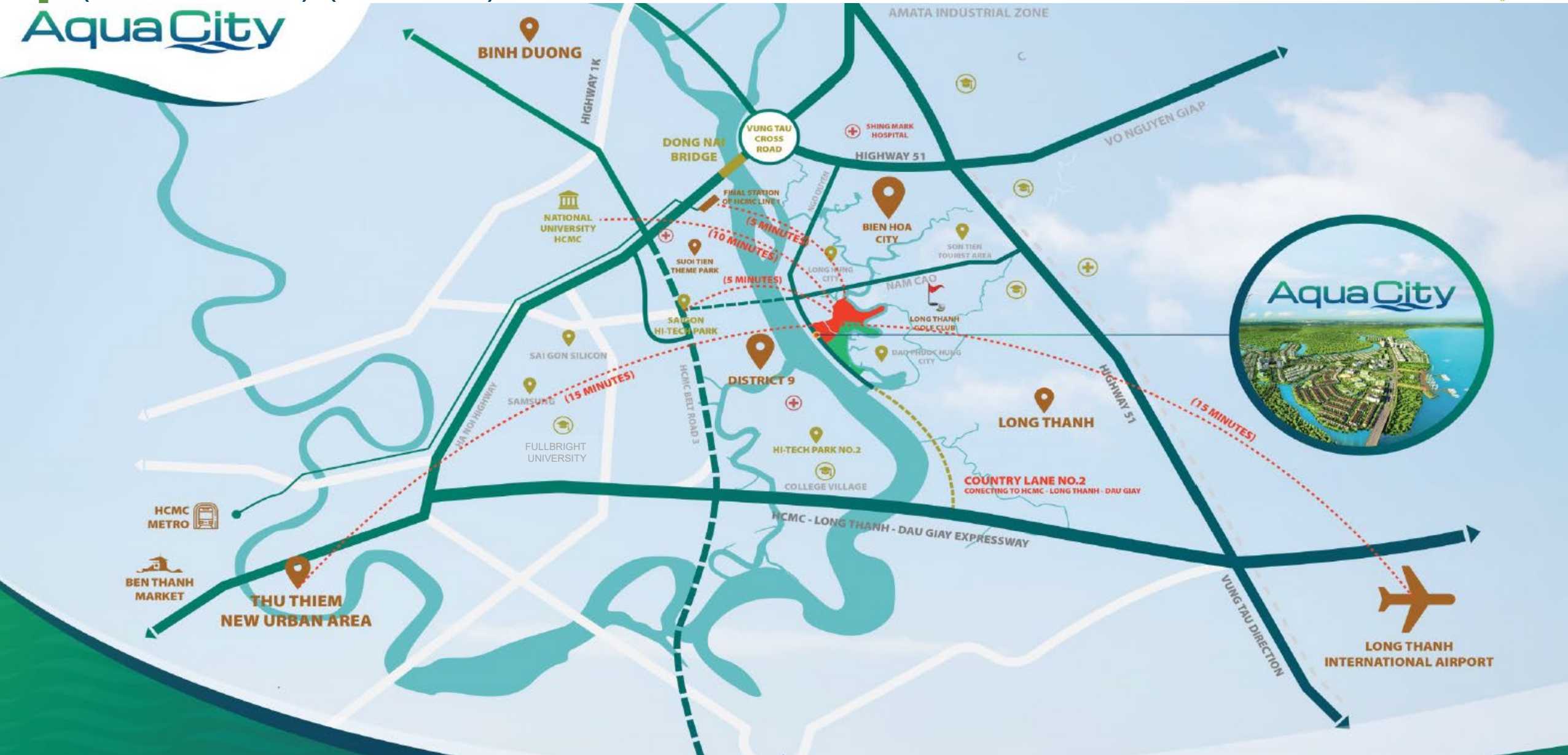
UPCOMING PROJECT IN DONG NAI

■ Location	Bien Hoa – Dong Nai (Next to Aqua City)
■ Site area (hectares)	81
■ Product type and units	Shophouse: 115, townhouse: 640, villa: 775, others: 9
■ Launch date	TBU
■ Expected handover start date	TBU
■ Take-up rate of total introduced units	TBU
■ GDV (USDmn)	TBU
■ NSA (sqm)	330,906

RECENTLY LAUNCHED FIRST SATELLITE TOWNSHIP PROJECT (AQUA CITY) (CONT'D)



AquaCity



RECENTLY LAUNCHED SECOND HOME PROJECTS



NovaWorld HỒ TRÀM



■ Location	Ba Ria - Vung Tau
■ Total site area (hectares)	1000
■ Product type	Villa, townhouse, shophouse
■ Launch date	2Q19
• 1 st phase – The Tropicana (100 ha)	3Q19
• 2 nd phase – Sakura Beach (21 ha)	
■ Expected handover start date	1Q22
■ Date of consolidation into Novaland (The Tropicana)	3Q19
■ Operators	Lotte, Shilla, Nikko, Accor
■ GDV (USDmn)	653
■ NSA (sqm)	268,477



NovaBeach CAM RANH RESORT & VILLAS



■ Location	Cam Ranh - Khanh Hoa
■ Site area (hectares)	22.6
■ Product type and units	26 Bungalows, 182 villas and 1,780 condotels
■ Launch date	4Q18
■ Expected handover start date	3Q21
■ Date of consolidation into Novaland	2Q19
■ Operators	Minor (2018 villas), Lotte, Cantara
■ GDV (USDmn)	304
■ NSA (sqm)	140,147



Source: Company information, as at 30 September 2019.

RECENTLY LAUNCHED SECOND HOME PROJECTS



NovaHills MUI NE RESORT & VILLAS



■ Location	Mui Ne - Binh Thuan
■ Site area (hectares)	40
■ Product type	603 villas + 1 shophouse
■ Launch date	4Q18
■ Expected handover start date	2Q20
■ Date of consolidation into Novaland	2Q19
■ Operator	TBU
■ GDV (USDmn)	235
■ NSA (sqm)	69,446



NovaWorld PHAN THIẾT



■ Location	Phan Thiet - Binh Thuan
■ Site area (hectares)	986
■ Product type	Villa, shophouse, retail
■ Launch date	2Q19
■ Expected handover start date	1Q22
■ Date of consolidation into Novaland	4Q19
■ Operators	Accor, Marriott, Shilla
■ GDV (USDmn)	4,574
■ NSA (sqm)	3,279,233



- 
- ❖ Prime location: Binh Thuan is **the Core of the Golden Tourism Triangle** Nha Trang – Da Lat – HCMC
 - ❖ **Synchronous infrastructure development:** new Phan Thiet international airport and Dau Giay-Phan Thiet Expressway connecting the destination to Ho Chi Minh City market of 15 million people.
 - ❖ Binh Thuan is well known for its year-round **crystal clear water, white sand, golden sunshine and tropical climate.**
 - ❖ NovaWorld Phan Thiet is consulted by **McKinsey** to create an attractive destination with facilities of the highest international standards, appealing to the well-offs and retirees.
 - ❖ A world class 1,000-ha residence & integrated resort complex that supplies **20,000 second homes** along with multiple hotels and resorts operated by reputable international brands
 - ❖ Over **200 world-class facilities** including **250-ha sports complex** (Golf, Football, Iron Man marathon, sports yard, trekking forest, Olympic sports)
 - ❖ NovaWorld Phan Thiet's **value has increased** rapidly along with the progress of the Expressway and the project's facilities.

NOVAWORLD PHAN THIET DEVELOPMENT MASTER PLAN

PROJECTS STARTED HANDING OVER SINCE 2018



Wilton Tower

GDV (USDmn)	57
Location	Binh Thanh Dist.
NSA (sqm)	7,169
Launch date	3Q15
Handover start date	2Q18
Take-up rate	100%
ASP (US\$/sqm)	1,537



Saigon Royal

GDV (USDmn)	146
Location	Dist.4
NSA (sqm)	6,669
Launch date	2Q16
Handover start date	4Q18
Take-up rate	99.5%
ASP (US\$/sqm)	2,924



Newton Residence

GDV (USDmn)	41
Location	Phu Nhuan Dist.
NSA (sqm)	2,807
Launch date	2Q16
Handover start date	4Q18
Take-up rate	96.8%
ASP (US\$/sqm)	2,313



Richstar

GDV (USDmn)	166
Location	Tan Phu Dist.
NSA (sqm)	27,802
Launch date	4Q15
Handover start date	4Q18
Take-up rate	99.7%
ASP (US\$/sqm)	1,319



Orchard Parkview

GDV(USDmn)	70
Location	Phu Nhuan Dist.
NSA (sqm)	9,184
Launch date	3Q15
Handover start date	4Q18
Take-up rate	99.8%
ASP (US\$/sqm)	1,493



Sun Avenue

GDV (USDmn)	334
Location	Dist.2
NSA (sqm)	38,073
Launch date	1Q15
Handover start date	3Q18
Take-up rate	98.7%
ASP (US\$/sqm)	1,832



Sunrise Riverside

GDV (USDmn)	328
Location	Nha Be
NSA (sqm)	39,305
Launch date	3Q15
Handover start date	3Q18
Take-up rate	76.4%
ASP (US\$/sqm)	1,497



Golden Mansion

GDV (USDmn)	105
Location	Phu Nhuan Dist.
NSA (sqm)	15,129
Launch date	3Q15
Handover start date	2Q18
Take-up rate	99.7%
ASP (US\$/sqm)	2,016



3. KEY INVESTMENT HIGHLIGHTS

KEY INVESTMENT HIGHLIGHTS



1

Well positioned to benefit from favorable macroeconomic factors and sector fundamentals

2

#1 residential developer in HCMC with strong brand, established track record, and focused strategy

3

Successful and highly scalable expansion into new markets, with strong visible growth underpinned by high quality pipeline and land bank

4

Low risk and capital efficient business model supported by strong cash flow generation capabilities

5

Proven and experienced management team with strong execution track record and guided by strong corporate governance policies



01. WELL POSITIONED TO BENEFIT FROM POSITIVE COUNTRY AND SECTOR FUNDAMENTALS

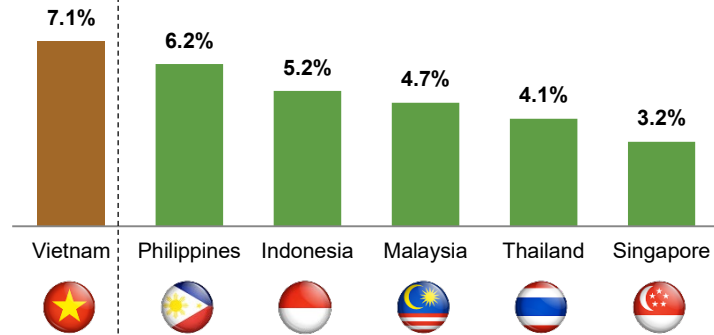


1. WELL POSITIONED TO BENEFIT FROM FAVORABLE MACROECONOMIC FACTORS



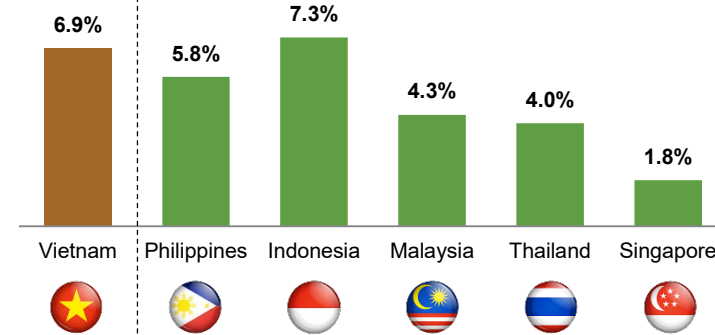
THE FASTEST GROWING ECONOMY IN ASEAN

GDP Growth (2018)

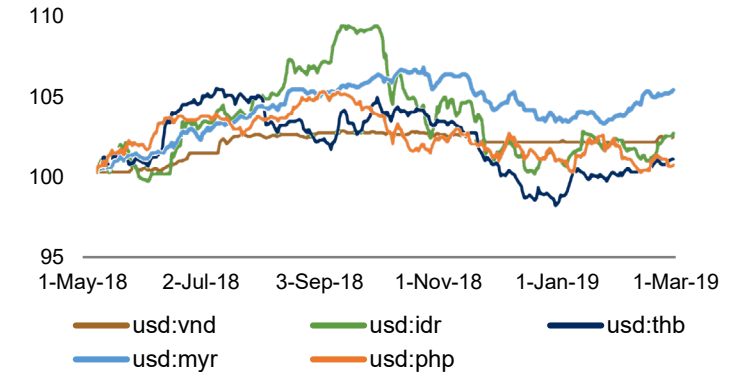


FAST-GROWING DISPOSABLE INCOME COMPARED TO MOST ASEAN PEERS

(2018A-2029E)

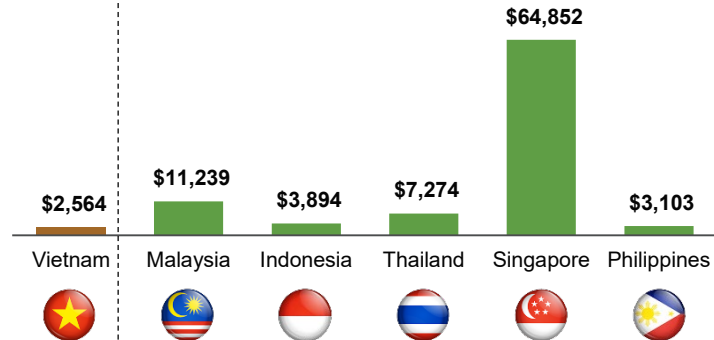


RELATIVELY STABLE VND PERFORMANCE VS. OTHER ASEAN CURRENCIES⁽¹⁾



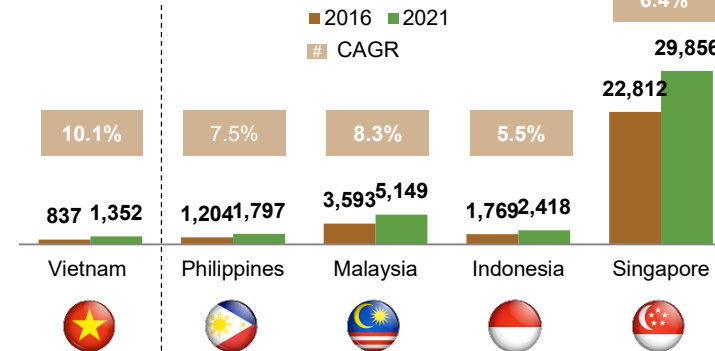
GDP PER CAPITA OF VIETNAM

GDP per capita (2018)



MIDDLE INCOME POPULATION* IN ASEAN⁽¹⁾

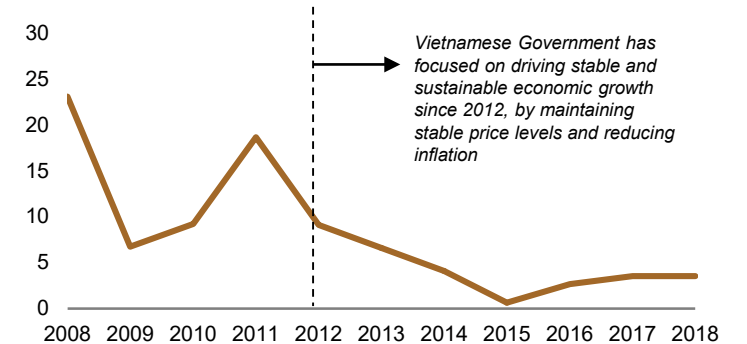
Disposable income projections, US\$ per capita, 2016-2021



* Middle 60% of the population

INFLATION UNDER CONTROL

Inflation growth (%)



VIETNAM'S ECONOMY IS CHARACTERIZED BY BEING THE FASTEST GROWING IN ASEAN WITH A STABLE INFLATIONARY ENVIRONMENT

Source: World Economic Forum, SAP independent industry report; Economist Intelligence Unit (EIU).

Note: Data is updated for latest information as of June 2019.

(1) From Business Monitor International (BMI) Database, cited in PwC's "The Future of ASEAN -Time to Act", 2018. ASEAN's middle-income segment is defined as US\$10 to US\$100 in daily expenditure

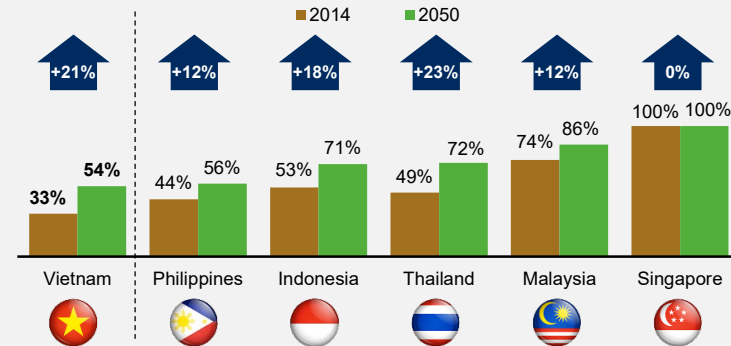
1. VIETNAM'S RESIDENTIAL MARKET IS POISED FOR FURTHER GROWTH, WITH HCMC'S MARKET A KEY DRIVER



ROBUST RESIDENTIAL MARKET IN VIETNAM

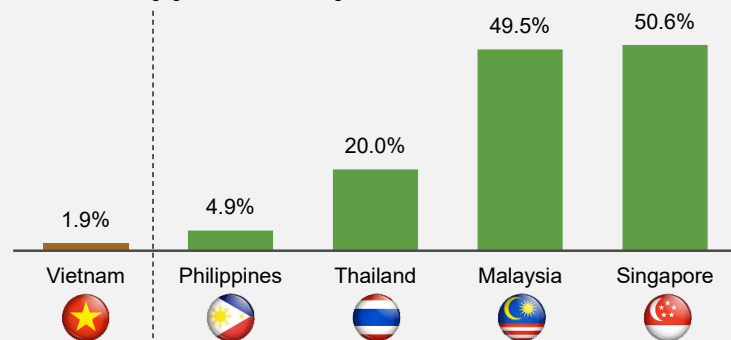
ONE OF THE HIGHEST RATES OF URBANIZATION IN ASEAN

Urbanization (share of total population living in urban areas)



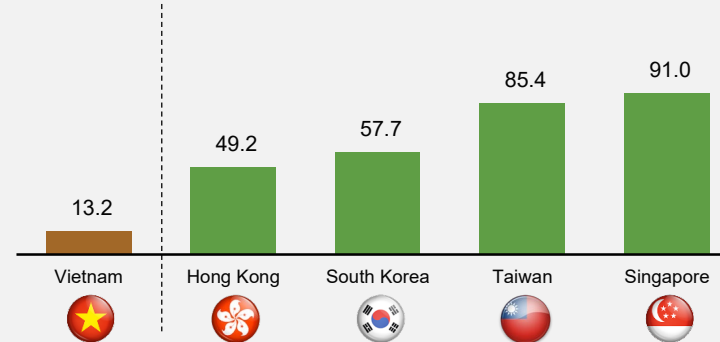
VIETNAM'S MORTGAGE MARKET IS SIGNIFICANTLY UNDERPENETRATED COMPARED TO REGIONAL PEERS

Total home mortgage loans outstanding as % of GDP in 2016



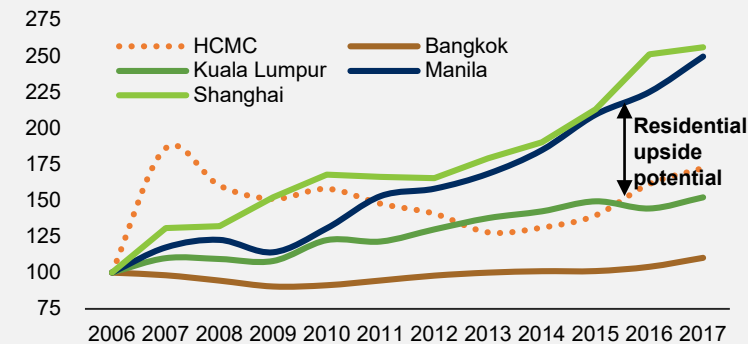
LOWEST HOUSE OWNERSHIP RATIO (*)

House owners over total population (%)



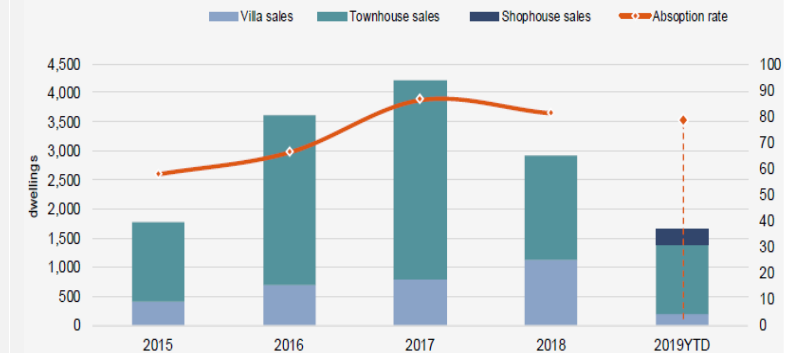
VIETNAMESE RESIDENTIAL PRICES HAVE SIGNIFICANT ROOM TO RUN

Prime Residential Price Growth (Index: 2006 = 100)



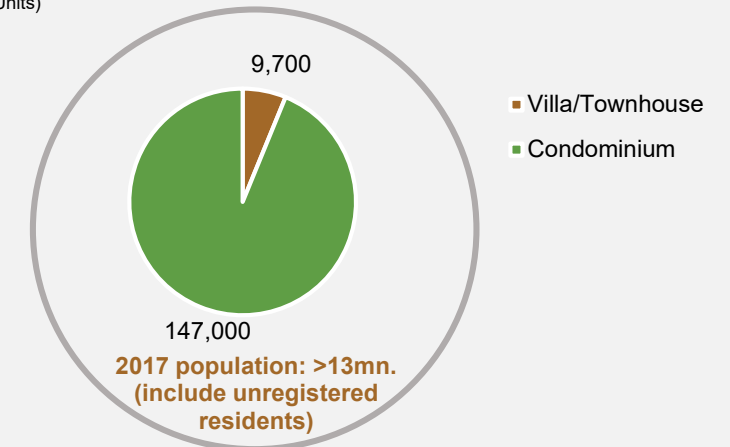
HCMC'S MARKET A KEY DRIVER

LANDED PROPERTY MARKET – LIMITED SUPPLY – STRONG ABSORPTION RATE



COMPLETED STOCK VS. HCMC POPULATION

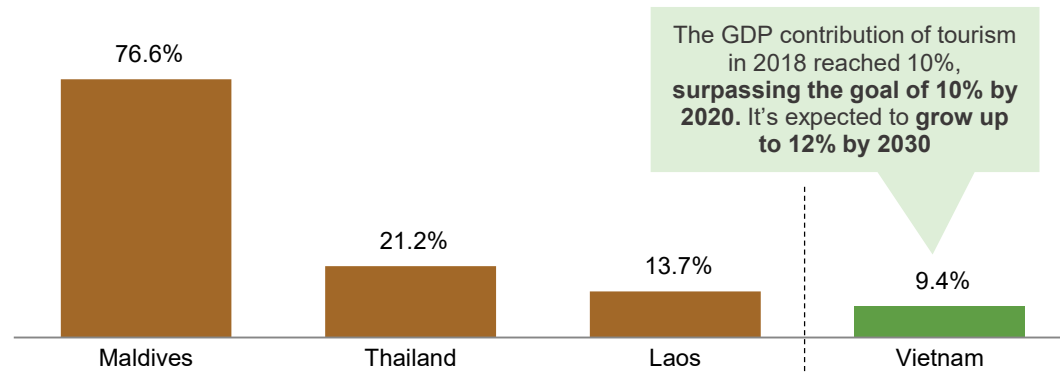
(Units)



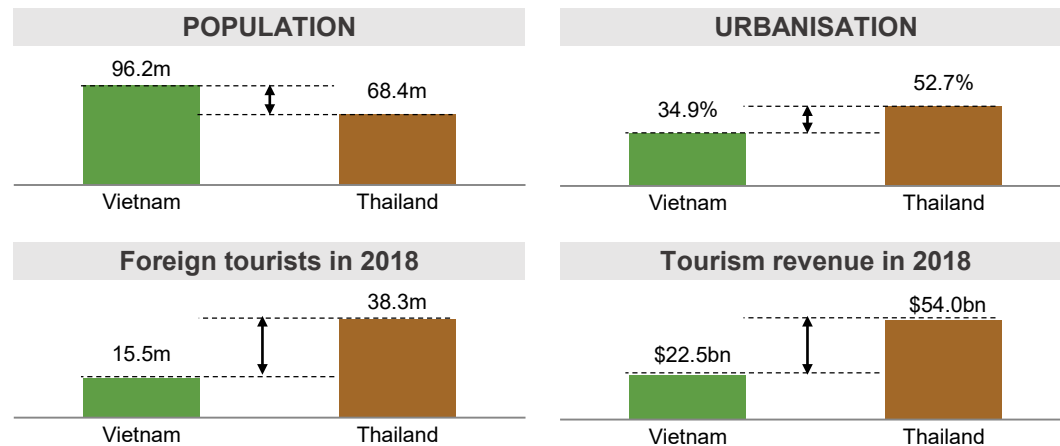
1. VIETNAM'S ADVANTAGEOUS NATURAL LANDSCAPE AND GOVERNMENT INCENTIVE ARE KEY DRIVERS FOR LONG TERM TOURISM GROWTH



VIETNAM CAN SIGNIFICANTLY BOOST ITS CONTRIBUTION OF TOURISM TO GDP FORECAST FOR 2019



...ALLOWING VIETNAM TO ACHIEVE ITS POTENTIAL



VIETNAM IS POISED TO BENEFIT FROM ITS DIVERSE NATURAL ASSET AND FAVORABLE LANDSCAPE



Vietnam ranks ^{32nd} globally (out of 120 countries) in terms of the volume and attractiveness of its natural and cultural resources

Vietnam is home to eight UNESCO World Heritage sites and features premier urban tourism destinations, such as Binh Thuan, Ba Ria Vung Tau, Cam Ranh, Ninh Thuan, etc.

...AND RECENT FAVOURABLE GOVERNMENT POLICIES...



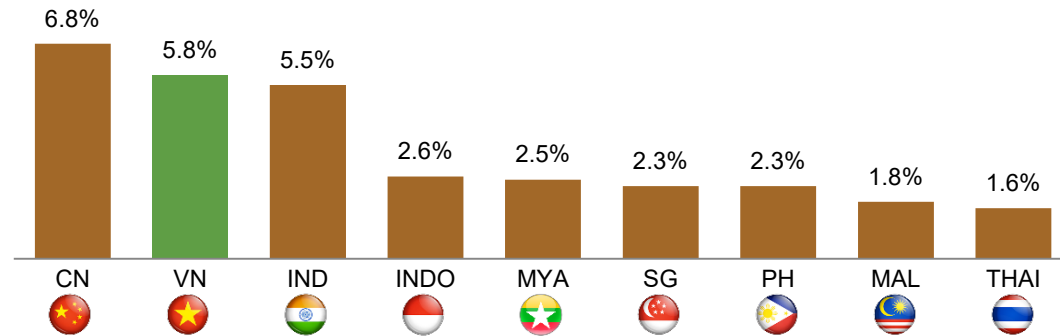
IMPROVING DEMAND-SUPPLY DYNAMIC WILL REQUIRE MORE HOTELS TO KEEP UP WITH GROWTH IN POTENTIAL

1. VIETNAM'S RESIDENTIAL & HOSPITALITY SEGMENTS TO BE FURTHER SUPPORTED BY THE SWATHE OF INFRASTRUCTURE DEVELOPMENTS



VIETNAM A KEY LEADER'S SEA INFRASTRUCTURE SPENDING

2016 Infrastructure spending⁽¹⁾ as a % of GDP



- ✓ **Biggest spender** in Southeast Asia on infrastructure investment
- ✓ Infrastructure investments targeted at attracting foreign investments
- ✓ **HCMC** to benefit from significant infrastructure investment
- ✓ **HCMC: 5 new highway projects ongoing** with 2 metro lines under construction
- ✓ Infrastructure projects will contribute to development of real estate markets and **higher capital values** in key cities
- ✓ Novaland's projects located near many recent and upcoming **key infrastructure developments**

Source: CBRE.
(1) Public and private sector infrastructure investment in 2016 as a % of GDP.

KEY INFRASTRUCTURE PROJECTS



HCMC's Metro Line #1



PPP: North South Expressway



Thu Thiem No. 2, No.4 Bridge



Long Thanh International Airport



Dau Giay – Phan Thiet Express Way



Vinh Tan (Phan Thiet) Seaport



Phan Thiet Airport



HCMC – Can Tho Railway



02. #1 RESIDENTIAL
DEVELOPER IN HCMC
WITH STRONG BRAND
AND ESTABLISHED
TRACK RECORD, AND
FOCUSED STRATEGY

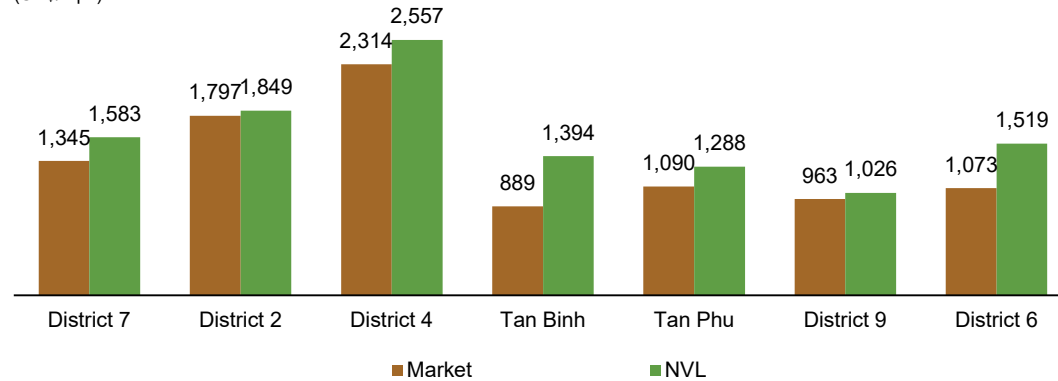


2. OUR DEVELOPMENTS COMMAND A PREMIUM AND HAVE BEEN WIDELY RECOGNIZED IN THE INDUSTRY



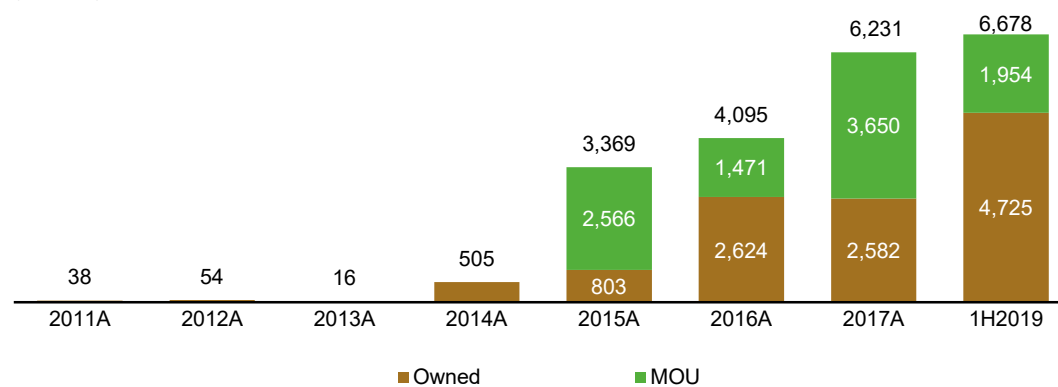
NOVALAND'S PROPERTIES COMMAND A PREMIUM OVER MARKET DUE TO ITS REPUTABLE BRAND⁽¹⁾

(US\$/sqm)



SIZEABLE LAND BANK IN HCMC TO PROPEL NEXT PHASE OF GROWTH

('000 sqm)



Source: Company information, Savills.

(1) As at 1Q2018, Savills' average selling price for each district in HCMC was compared against the performance of one of Novaland's assets in the same district. These specific properties were subject to comparison: Sunrise Central, Water Bay, Saigon Royal, Botanica, Richstar, Lucky Dragon and Lucky Palace.

NOVALAND GROUP HAS BEEN CREDITED AND RECOGNIZED WITH NUMEROUS PRESTIGIOUS NATIONAL AND INTERNATIONAL AWARDS THROUGH MANY YEARS



BEST VIETNAM EQUITY-LINKED DEAL"
HOLDING BY THE ASSET MAGAZINE IN
2018



DOT PROPERTY
BEST DEVELOPER VIETNAM
2019



TOP 10 BEST DEVELOPER 2019 IN
VIETNAM AWARDED BY VNREPORT



VNSI

TOP 20 LISTED COMPANIES IN
VIETNAM SUSTAINABILITY INDEX



NOVALAND GROUP ON ITS FIRST TIME
PARTICIPATING IN THE CONTEST WAS
HONORED IN TOP 6 ANNUAL REPORT,
TOP 10 ANNUAL REPORTS WITH BEST
CORPORATE GOVERNANCE CONTENT
AND TOP 10 SUSTAINABLE
DEVELOPMENT REPORT



NOVALAND WAS AWARDED FOR 2
PROJECTS NAMELY THE SUN AVENUE
AND LAKE VIEW CITY (DISTRICT 2) IN
IMPORTANT CATEGORIES



VIETNAM'S TOP 10 DEVELOPERS ONE
OF THE MOST PRESTIGIOUS AWARDS
OF THE ASIAN CONSTRUCTION
INDUSTRY RECOGNISED BY BCI ASIA
AWARDS



TOP 40 MOST VALUABLE BRANDS
NAMED BY FORBES VIETNAM

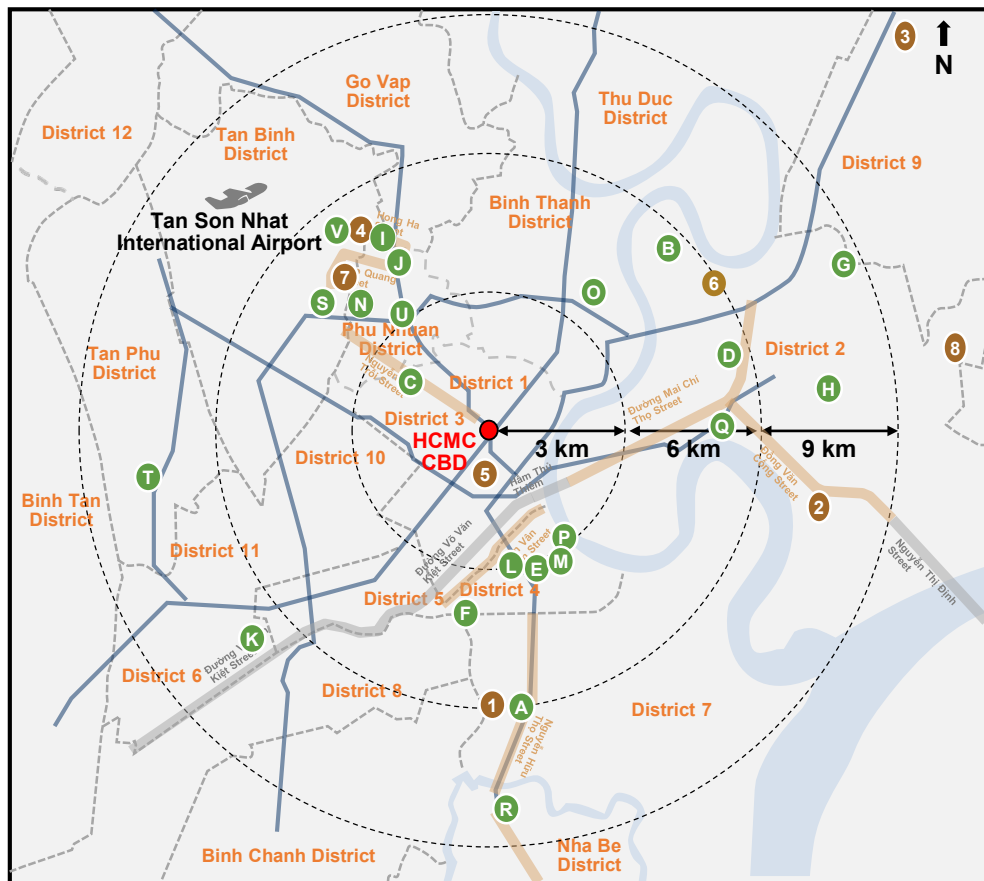


NOVALAND IS THE FIRST VIETNAMESE
PROPERTY BRAND NAME AT THE ASIA
RESPONSIBLE ENTREPRENEURSHIP
AWARDS

2. RESIDENTIAL PORTFOLIO LOCATED IN HCMC PRIME LOCATIONS



HO CHI MINH CITY



Source: Company information.

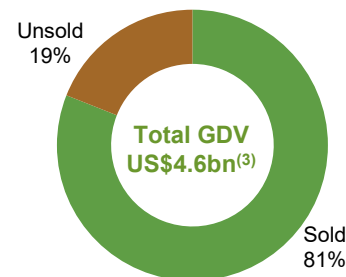
Note: As at 30 September 2019, US\$/VND: 23,303

(1) 22 completed projects.

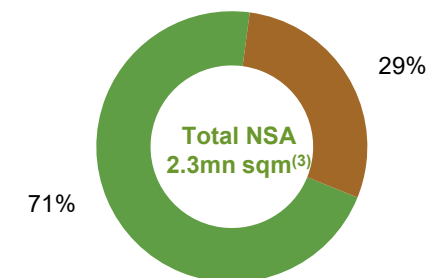
(2) 8 projects under development.

(3) Not including project Madison, Park Avenue.

GDV for completed and under development projects



Net Saleable Area



SIGNIFICANT BOOST IN CONNECTIVITY WILL ACCELERATE DEMAND FOR PIPELINE PROJECTS

● Completed project⁽¹⁾

— Metropolitan lines

— Major roads

● Under development⁽²⁾

A – Sunrise City	E – Icon 56	T – Richstar	C – Prince Residence	G – Lucky Dragon	L – Rivergate	P – Saigon Royal	V – Golden Mansion
R – Sunrise Riverside	M – The Tresor	K – Lucky Palace	U – Newton Residence	D – Lexington Residence	F – Galaxy 9	N – Kingston Residence	O – Wilton Tower
H – Lakeview City	Q – Sun Avenue	J – Garden Gate	S – Orchard Parkview	I – Orchard Garden	B – Tropic Garden		
1 – Sunrise Cityview	2 – Victoria Village	3 – Golf Park Residence	4 – Botanica Premier	5 – The Grand Manhattan	6 – The Palace Residence	7 – The Botanica	8 – Palm Marina

2. RECENT LAUNCHES DEMONSTRATE ROBUST DEMAND

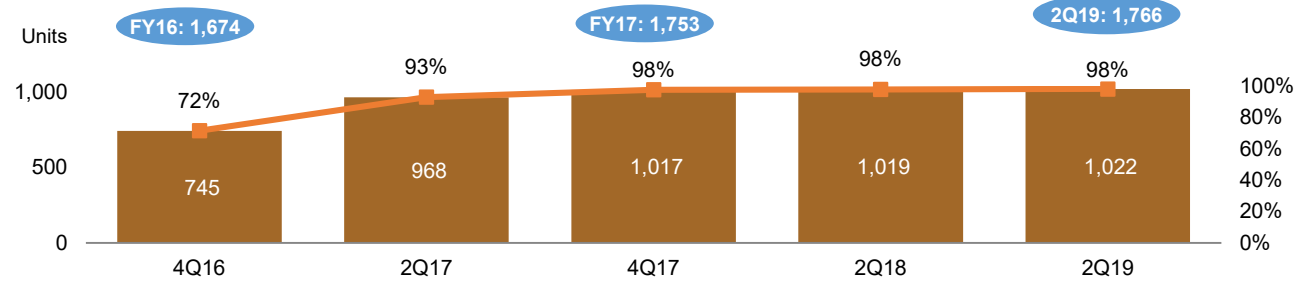


Botanica Premier



Launch: 1Q16

- Mid-end mid-scale project
- GDV: US\$ 109mn
- Projected handover: 4Q19

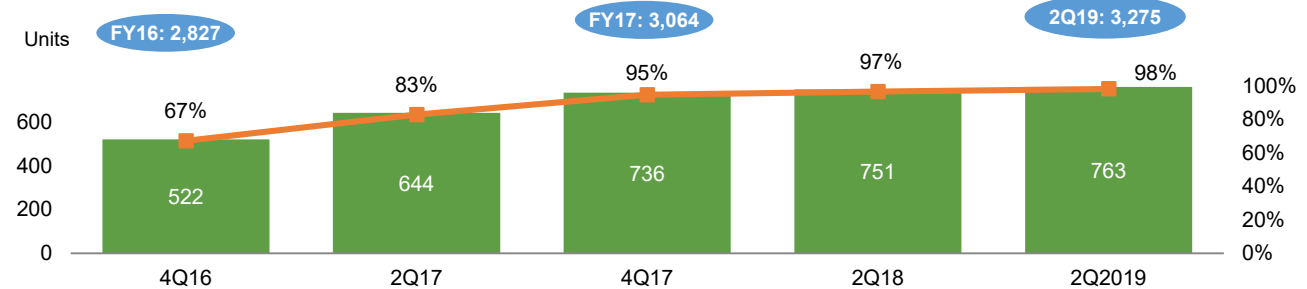


Saigon Royal



Launch: 2Q16

- High-end mid-scale project
- GDV: US\$153mn
- Projected handover: 4Q18

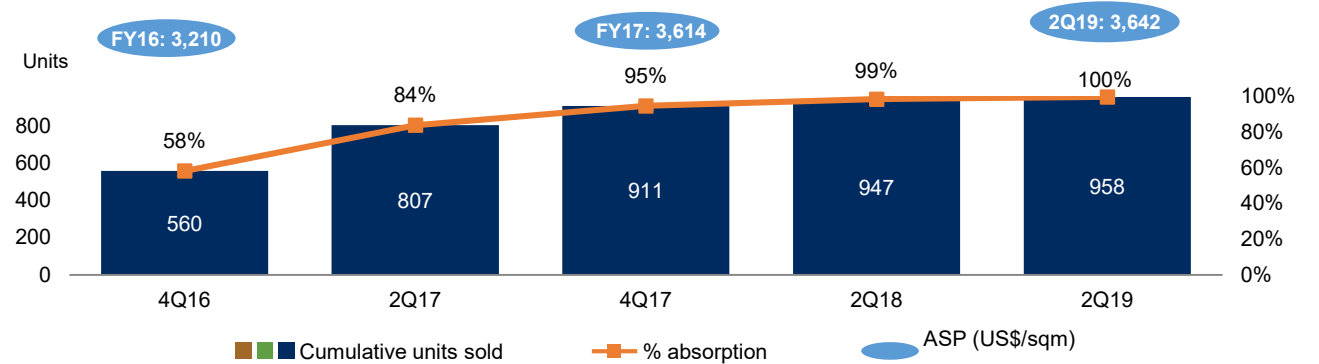


Lakeview City



Launch: 2Q16

- Low-rise large-scale project
- GDV: US\$ 361mn
- Projected handover: 1Q17 to 4Q18



Source: Company information.

Note: US\$/VND: 23,300 for all periods.

ASP for apartments (Botanica Premier and Saigon Royal) and Villas (Lakeview City).



03. SUCCESSFUL AND HIGHLY SCALABLE EXPANSION INTO NEW MARKETS WITH STRONG VISIBLE GROWTH UNDERPINNED BY HIGH QUALITY LANDBANK



3. ACCESS TO PRIME LAND BANK WITH SIGNIFICANT DEVELOPMENT POTENTIAL



LAND BANK & UNDER RESEARCH

4,894 HECTARES

TOTAL ESTIMATED GDV
~USD24.2 BN



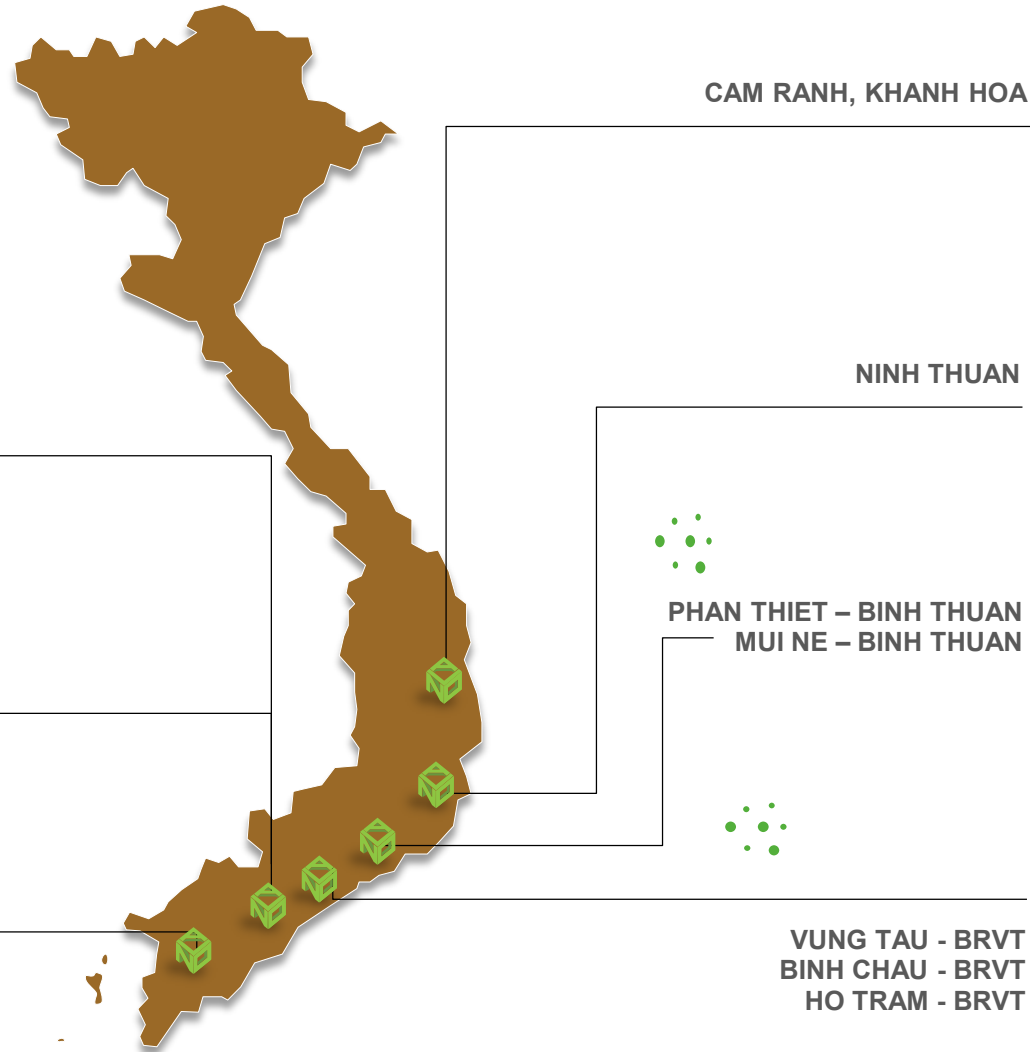
DONG NAI



HCMC (~700HA)



CAN THO



CAM RANH, KHANH HOA



NINH THUAN



PHAN THIET - BINH THUAN
MUI NE - BINH THUAN



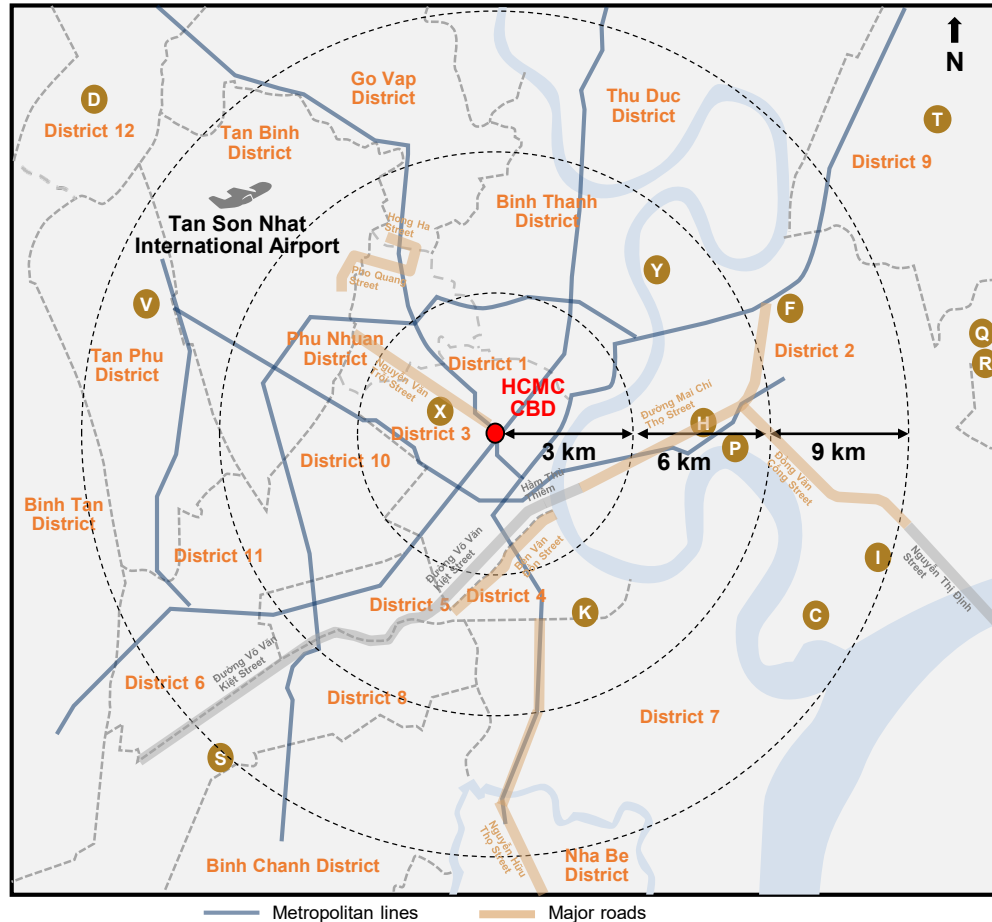
VUNG TAU - BRVT
BINH CHAU - BRVT
HO TRAM - BRVT

Note: The total land bank includes projects that are being owned or researched or expecting to be acquired into the Group.

3. LAND BANK LOCATED IN PRIME LOCATIONS OF HCMC AND EXPECTED TO APPRECIATE IN VALUE



HO CHI MINH CITY



Land bank	Location	Land area (m ²)	Status
C Project C	Dist. 2	1,360,000	Owned
D Project D	Dist. 12	91,121	MOU
F Project F	Dist. 2	49,660	Owned
H Project H	Dist. 2	96,015	Owned
I Project I	Dist. 2	801,092	Owned
K Project K	Dist. 4	31,527	Owned
P Project P	Dist. 2	302,240	Owned
Q Project Q	Dist. 9	1,380,000	MOU
R Project R	Dist. 9	1,580,000	Owned
S Project S	Dist. 8	500,475	Owned
T Project T	Dist. 9	321,000	MOU
X Project X	Dist.3	4,531	MOU
Y Project Y	Dist.2	3,748	Owned
V Project V	Tan Phu Dist.	157,046	MOU
Others		33,772	
Total HCMC land bank		6,712,227	
Estimated GDV		USD9.8 bn	

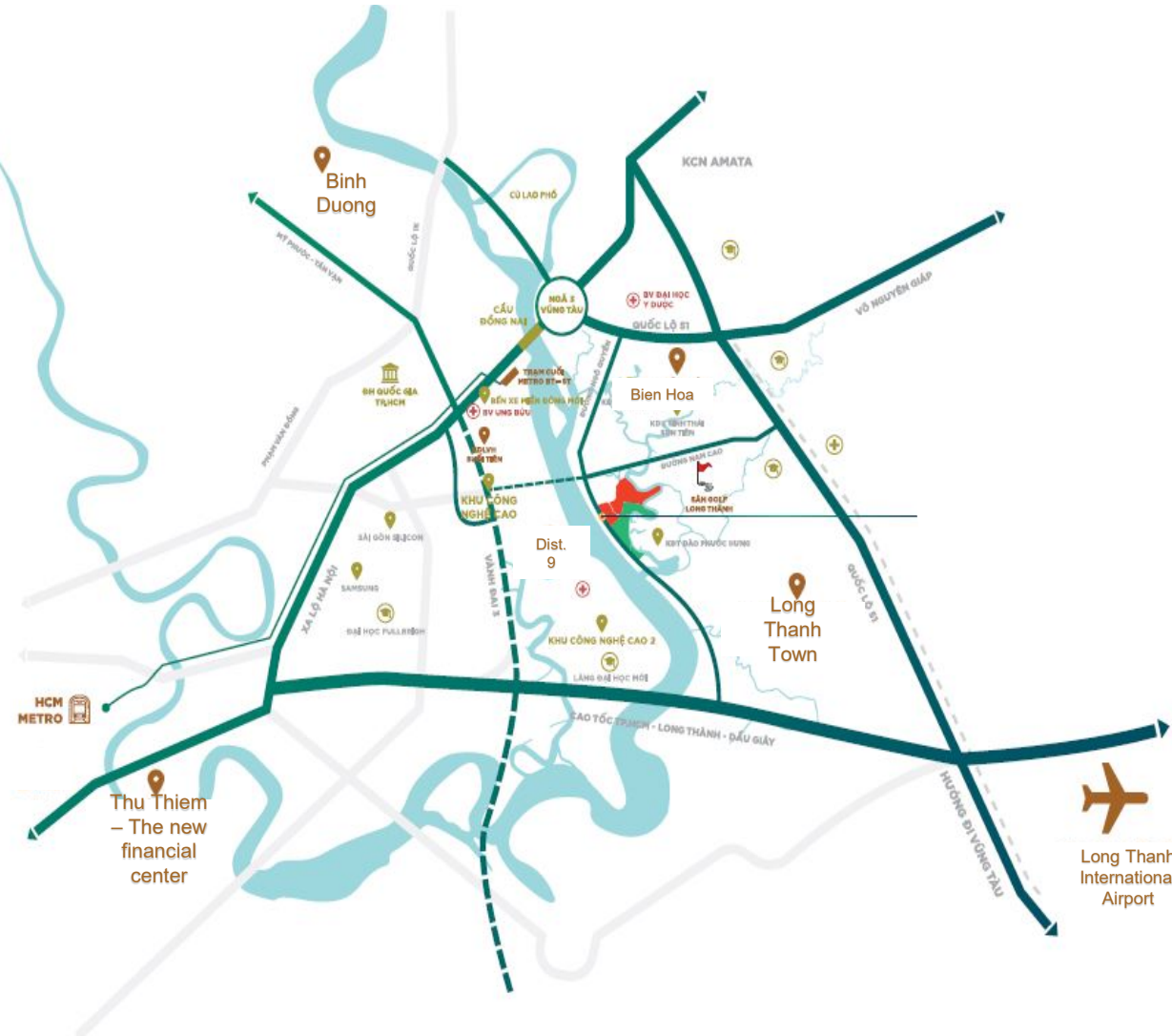
PRIME LANDBANK IS EXPECTED TO FURTHER APPRECIATE IN VALUE GIVEN PROXIMITY TO UPCOMING METRO LINE.

Source: Company information. As of September 30th 2019.

(*): Not including Project I

(**): Land bank includes projects that are acquired or being researched or expect to be acquired into the Group

3. SUCCESSFULLY SECURED VALUABLE LAND BANKS IN PRIME LOCATIONS FOR SATELLITE URBAN DEVELOPMENT



Ho Chi Minh City is promoting the infrastructure development in eastern area and surrounding provinces to reduce population density. In the near future, the connection from HCMC to Dong Nai, Ba Ria – Vung Tau, etc. will be remarkably convenient.

Taking advantage of these potentials, Novaland aims to develop a number of ecological and smart technology satellite townships, creating green space and balanced lifestyles for the residents.



3. TAILORED STRATEGY FOR SECOND-HOME INVESTMENT PROPERTIES TO ADDRESS MARKET OPPORTUNITIES WITH CORE NOVALAND STRENGTHS



MARKET OPPORTUNITY

- ✓ Following the vision to 2030, the Government has defined tourism is Vietnam's key economic sector and chosen many Binh Thuan, Ninh Thuan, Phan Thiet, and Khanh Hoa provinces to promote tourism business development.
- ✓ Binh Thuan, Ninh Thuan, Phan Thiet, and Khanh Hoa are well known for all year round crystal clear water, white sand, golden sunshine and tropical climate. Express way will soon to be development and shorten time travel.
- ✓ Currently, there's a relatively fragmented local market with no clear market leader in some attractive second home regions in the country. Improved infrastructure, government incentives together with the growth of Novaland ecosystem will encouraged the opportunity to create complementary businesses which will result in synergistic value creation.

NOVALAND STRENGTHS

- ✓ Novaland follows the residence projects & integrated resorts model and captures a large addressable market to provide a breadth of quality offerings to customers, continues to expand its core strength and expertise in property development and M&A execution, introducing second home products such as villas, bungalows, townhouses, shop houses, condotels with added value to customers' long term investments through the amenities of the ecosystem **NovaTourism**.
- ✓ First-mover advantage with strong foothold of hospitality pipeline projects in major second-home markets (Binh Thuan, and Ba Ria - Vung Tau), giving Novaland a track record in positioning its assets.
- ✓ **NovaTourism** will support the strong growing potentials of Binh Thuan and is composed of a range of modern facilities and services across accommodation, tourism promotion, travel services, transport & logistics, F&B, creation and shopping.



NOVAHILLS MUI NE WAS LAUNCHED IN Q4/2018 AND HAS SOLD 90% OF THE TOTAL UNITS AS OF SEPTEMBER 2019



NOVAWORLD PHAN THIET WAS INTRODUCED IN Q2/2019 AND HAS SOLD ALMOST 2,000 UNITS AS OF SEPTEMBER 2019

3. SELF BUILT BRANDS AND STRATEGY LEVERAGE INTERNATIONAL OPERATORS' DISTRIBUTION CHANNELS



NovaHill

Each NovaHills project has a scale of less than 100ha, located in areas with hilly landscapes, including a full range of utility services such as accommodation, food, shopping, and amusement parks - entertainment with appropriate scale



NovaBeach

Each NovaBeach project has a scale of less than 100ha, located in coastal areas, including a full range of utility services such as accommodation, food, shopping, and entertainment with appropriate scale



NovaWorld

Each NovaWorld cluster has a scale of 100ha or more, and follow a main theme, creating a unique highlight for tourism in key localities such as Ba Ria - Vung Tau and Phan Thiet - Binh Thuan, Quang Nam

PARTNERS

A Z E R A I



MINOR
HOTELS



LOTTE
HOTELS & RESORTS

THE SHILLA
HOTELS & RESORTS



CENTARA
HOTELS & RESORTS



04. LOW RISK AND CAPITAL EFFICIENT BUSINESS MODEL SUPPORTED BY STRONG CASH FLOW GENERATION CAPABILITIES

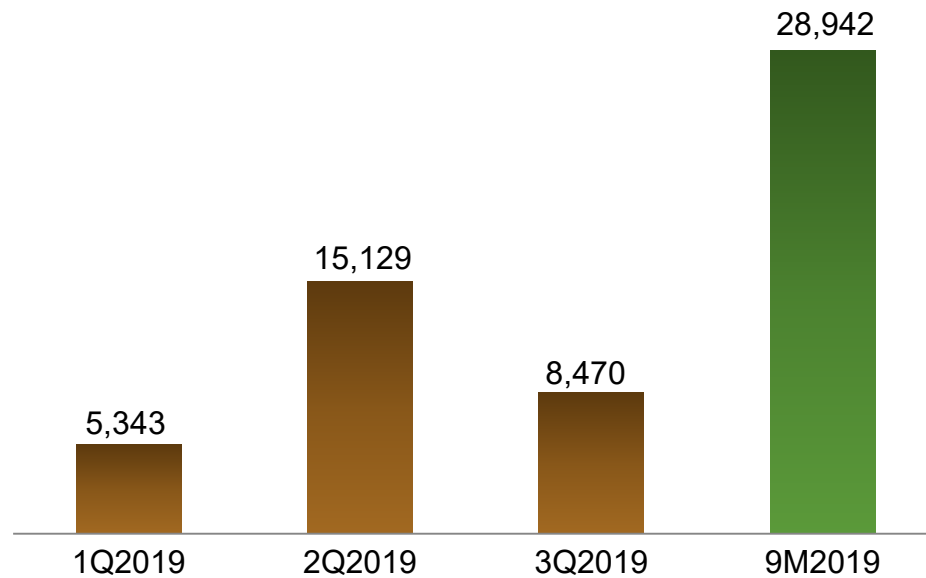


4. SALES PERFORMANCE



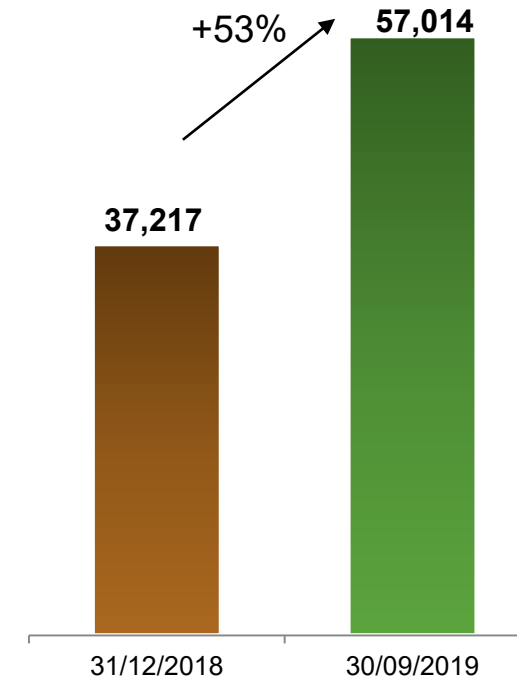
PRESALES VALUE⁽¹⁾ (9M2019)

(VND bn)



TOTAL UNBILLED CONTRACTUAL VALUE AS AT 9M2019

(VND bn)



UNBILLED SALES UNDERPINS HIGH REVENUE VISIBILITY IN 2020-2021

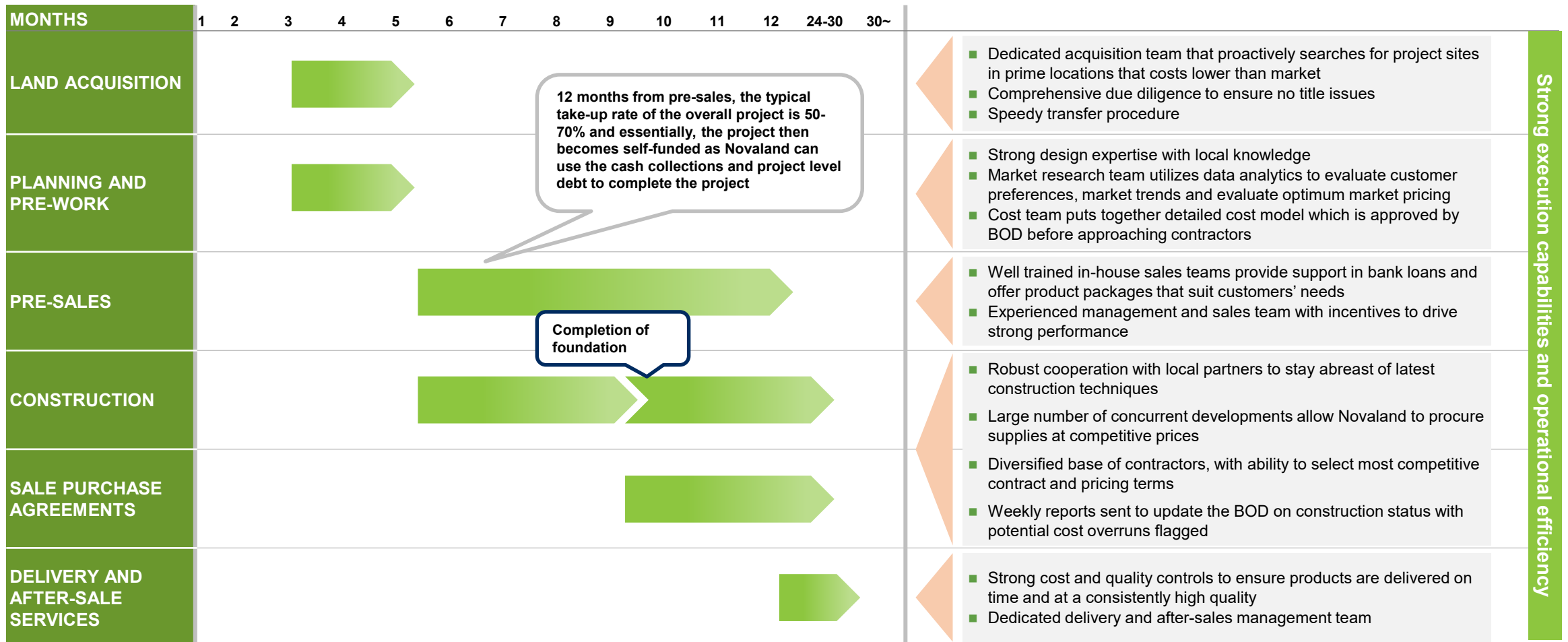
Source: Company information as at 30 September 2019

(1) Including projects under BCCs

3. FAST TURNOVER DEVELOPMENT PROCESS SUPPORTED BY UNPARALLELED EXECUTION CAPABILITIES, MAXIMISING CASH FLOW



FAST TURNOVER DEVELOPMENT PROCESS



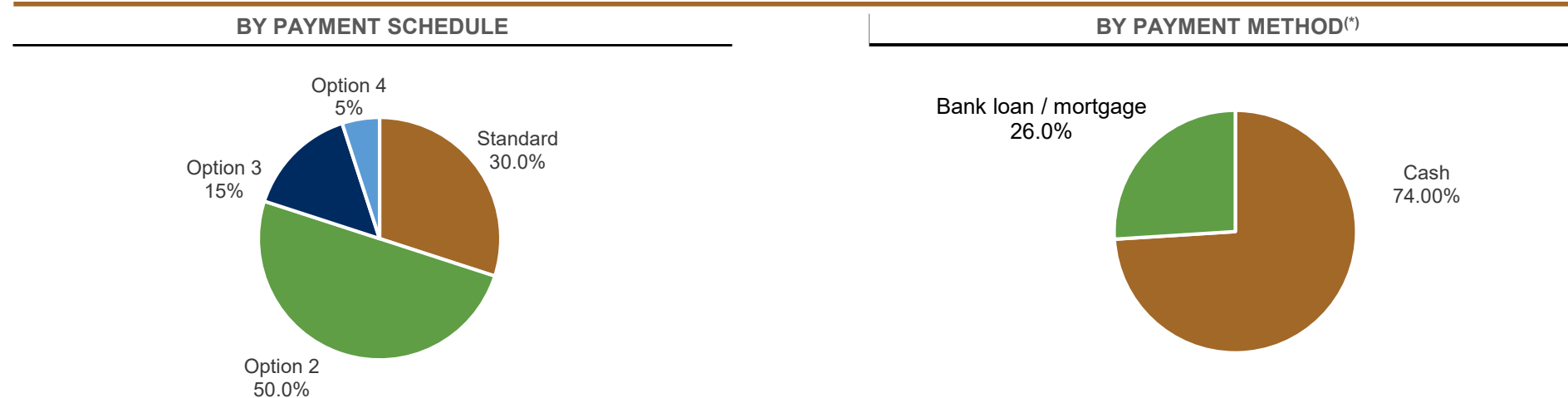
4. ACCELERATED PAYMENTS BY CUSTOMERS SUPPORT STRONG CASHFLOW GENERATION



PAYMENT SCHEDULES

	Standard	ACCELERATED – HIGHER UPFRONT PAYMENTS WITH DISCOUNT		
		Option 2	Option 3	Option 4
FOUNDATION	Up to 30%	45-55%	50-90%	>90%
SUPERSTRUCTURE	Up to 70%	Up to 70%	–	–
DELIVERY		Up to 95%		
LAND USE RIGHTS CERTIFICATE		100%		
DISCOUNT	–	3-4%	5-7%	8-12%

CUSTOMER PAYMENTS BREAKDOWN – FOR ALL PROJECTS



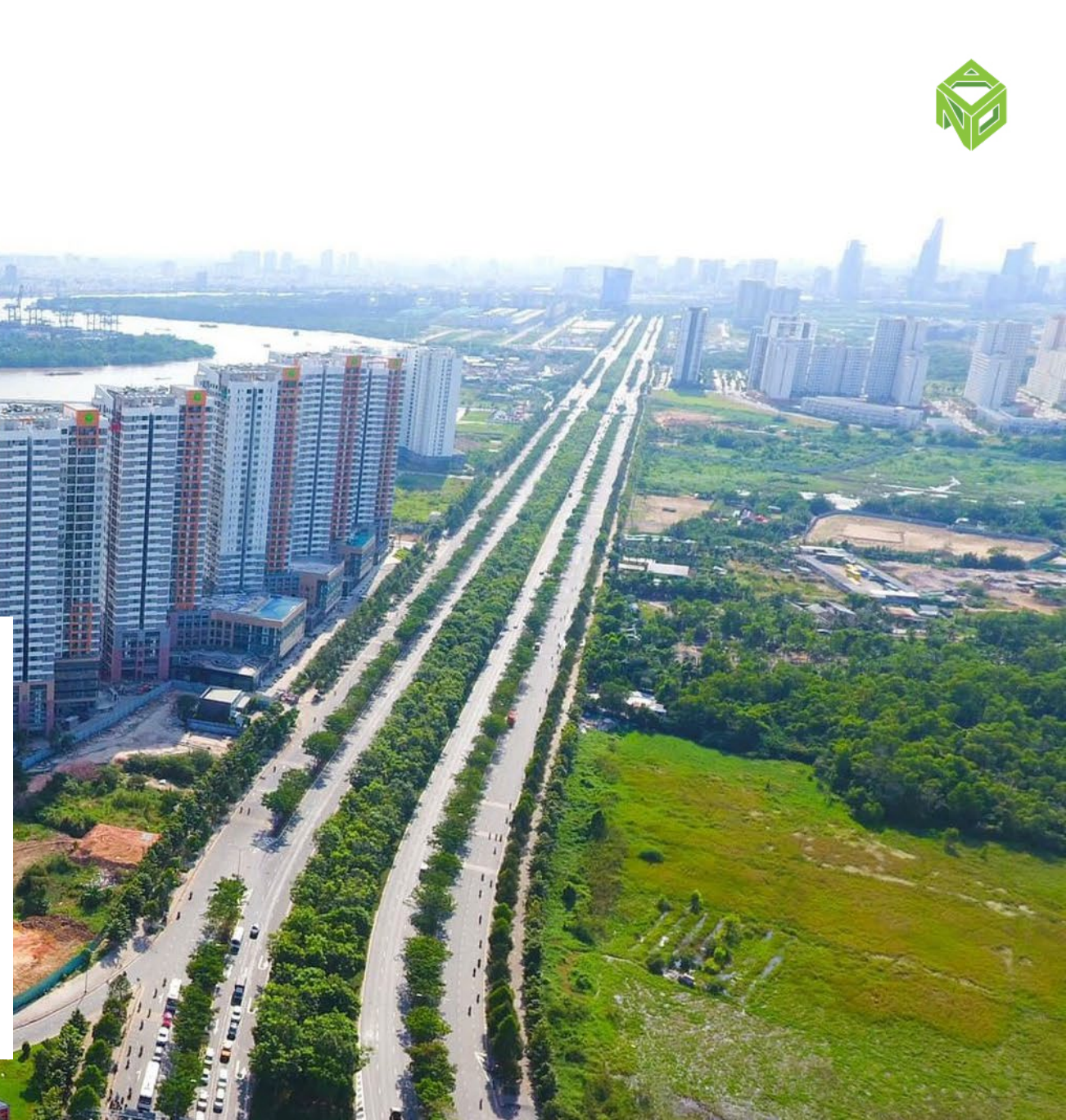
APPROXIMATELY 70% OF NOVALAND'S CUSTOMERS MAKE PAYMENT ON ACCELERATED BASIS

Source: Company information.

(*) information updated as at 30 September 2019



05. PROVEN AND EXPERIENCED
MANAGEMENT TEAM WITH
STRONG EXECUTION TRACK
RECORD AND GUIDED BY SOLID
CORPORATE GOVERNANCE
PRACTICES



EXPERIENCED MANAGEMENT TEAM WITH STRONG EXECUTION TRACK RECORD



FOUNDER, CHAIRMAN AND MAJOR SHAREHOLDERS



MR. BUI THANH NHON, MBA
Chairman of the Board of Directors (BOD)

- Executive MBA, HSB-TUCK, Dartmouth College (USA)
- Member of YPO and WPO
- Founder of the Company

30+



MR. BUI CAO NHAT QUAN

- B.A, Western Washington University, USA, in Business Administration
- More than 15 years of senior experience in management and consulting in the property industry

15+

BOARD OF DIRECTORS



MR. BUI XUAN HUY, MBA
Chief Executive Officer, BOD Member

- Executive MBA, FHNW University of Applied Sciences and Arts, Northwestern Switzerland
- B.S, HCMC University of Polytechnic (Vietnam), in Construction Engineering and Industrial Management
- More than 20 years of senior experience in project developments

20+



MR. PHAM TIEN VAN
Independent BOD Member

- Used to be Director General of Vietnam Ministry of Foreign Affairs, Ambassador extraordinary and plenipotentiary at Republic of Korea.
- Has led negotiations, consultant for reputable companies such as Charmvit Group, Posco E&C, AIC Group, Samsung Group, Viet Nam Golf Magazin

20+



MS. HOANG THU CHAU, MBA
Deputy General Director, Chief Financial Officer, BOD Member

- Executive MBA, FHNW University of Applied Sciences and Arts, Northwestern Switzerland
- B.A, Van Lang University (Vietnam), in Accounting and Finance
- Over 18 years of senior experience at Novaland Group, setting up the accounting system of the Company

18+



MS. NGUYEN THANH BICH THUY
Independent BOD Member

- A Strategist and Senior Executive with over 20 years of international experience
- Has led negotiations, provided advisory services for the highest levels of political, government and corporate leaders across the globe including Asia, US, Europe and the Middle East

20+

OTHER SENIOR MANAGEMENT



MS. DUONG THI THU THUY
Chief Commercial Officer

- B.S, HCMC University of Economics (Vietnam), in Economics
- More than 17 years of senior experience in sales management and consulting in the property industry

17+



MR. DUONG HONG CAM
Chief Investment Officer

- Executive MBA, Asian Institute of Technology (AIT)
- B.S, HCMC University of Polytechnic (Vietnam), in Construction Engineering
- More than 10 years of experience in consultancy and project management, especially in residential property
- More than 10 years of experience in the property industry at reputable real estate corporations

16+

Indicates years of experience in the relevant industry

Source: Company information.



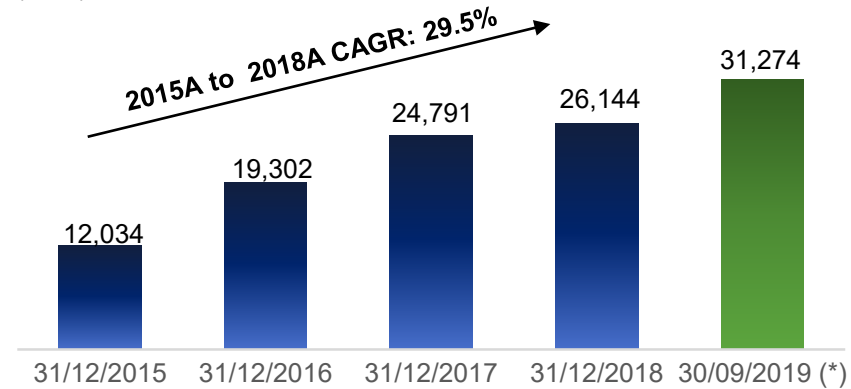
4.KEY FINANCIAL HIGHLIGHTS

SALES PERFORMANCE



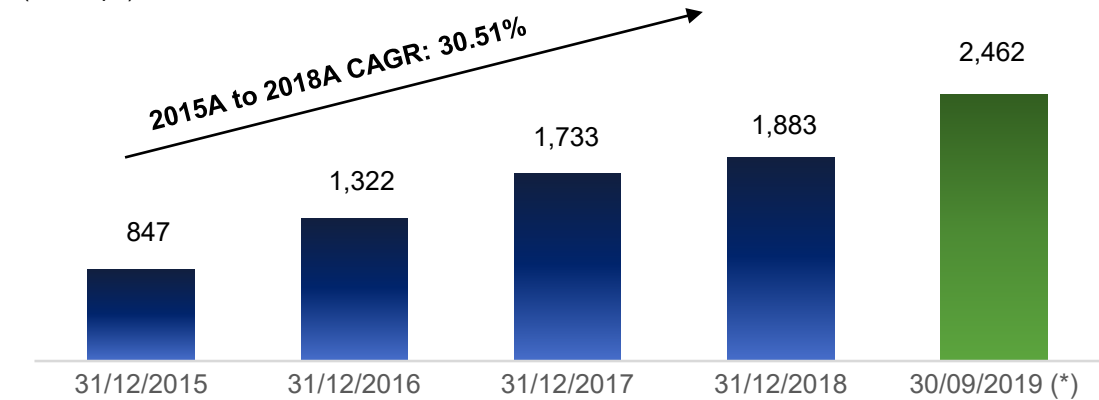
CUMULATIVE SALES PERFORMANCE

(Units)



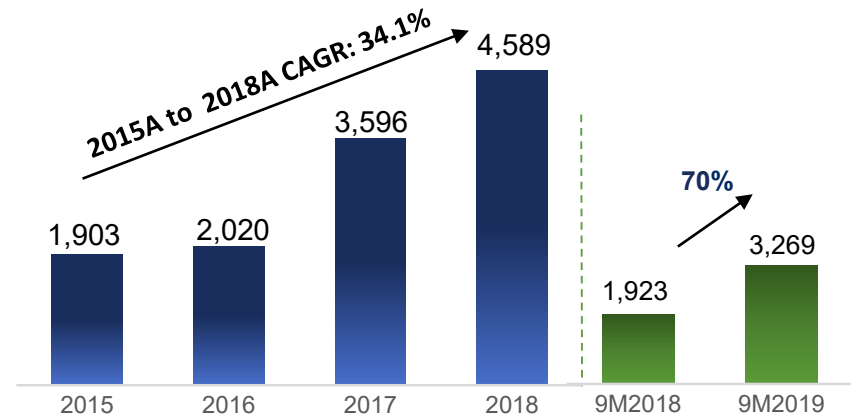
CUMULATIVE SALES NSA

('000 sqm)



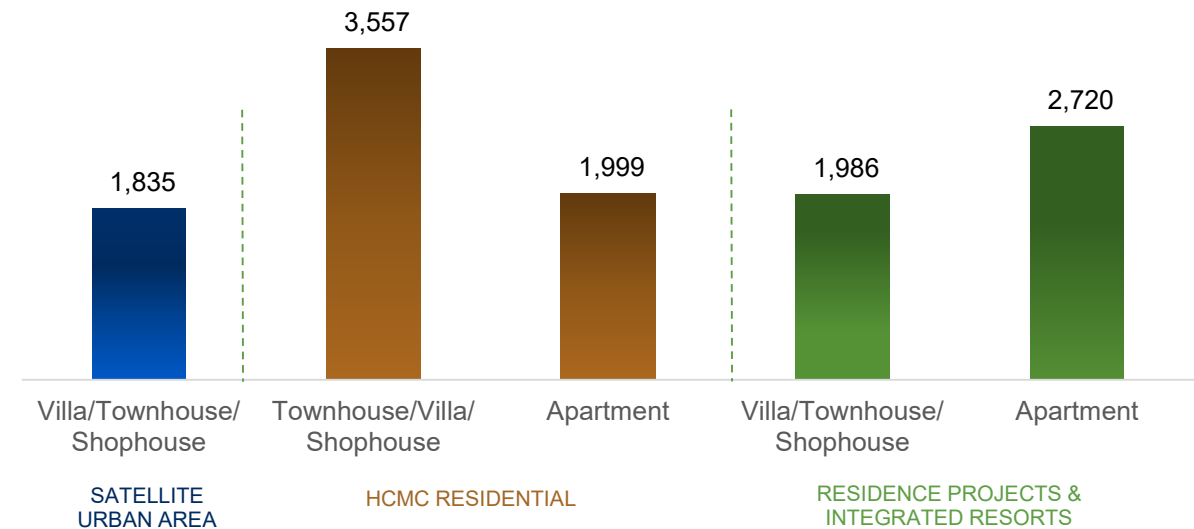
HANDED OVER UNITS

(Units)



AVERAGE SELLING PRICE⁽¹⁾

(USD/m²)



Source: Company information as at 31 October 2019

(1) Including projects launched and handed over since 2017. USD/VND: 23,303.

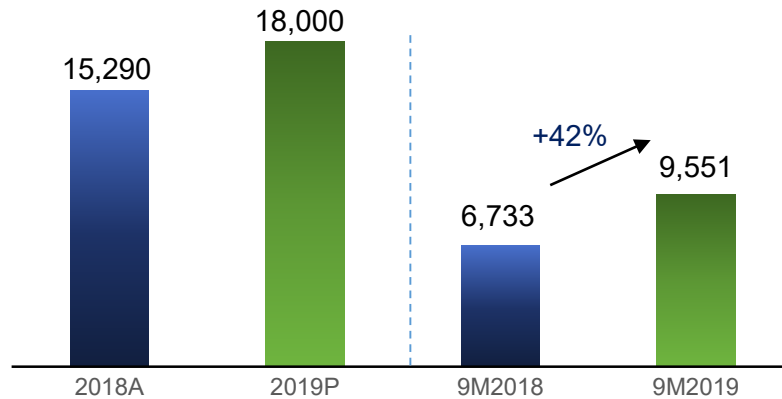
(*) Including projects under BCCs

GROWTH OF REVENUE AND PROFIT



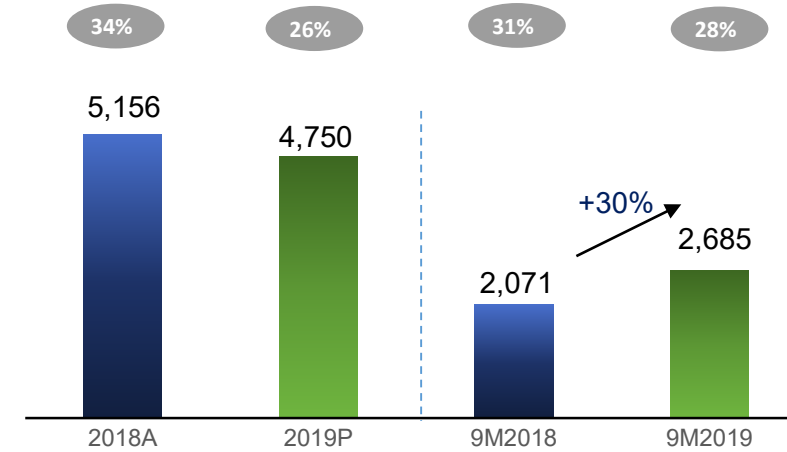
NET REVENUE

(VND bn)



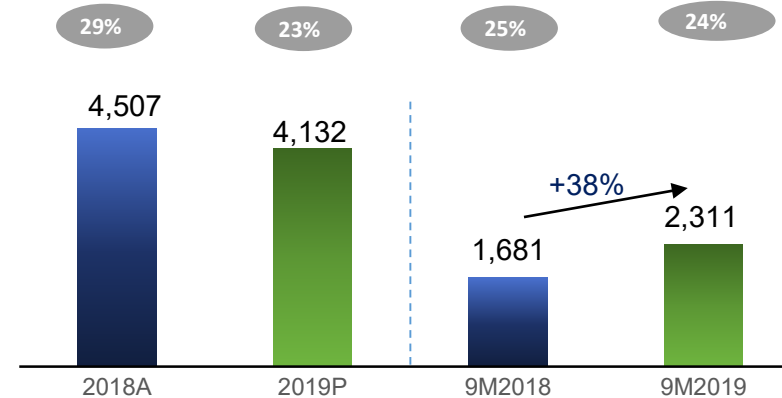
GROSS PROFIT

(VND bn)



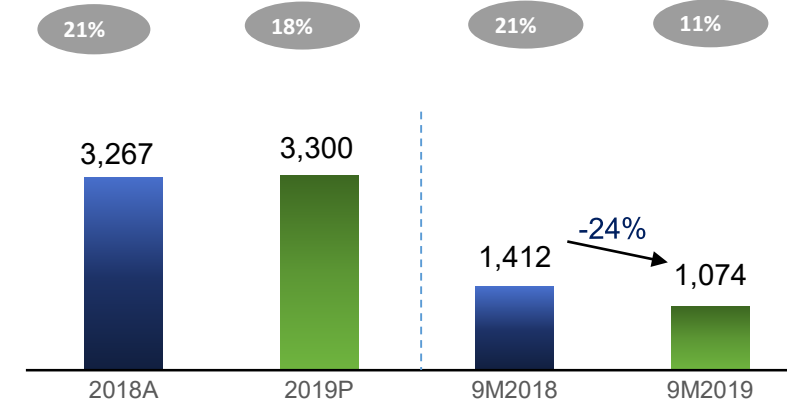
EBITDA

(VND bn)



NPAT

(VND bn)



Source: Financial Statements as at 30 September 2019

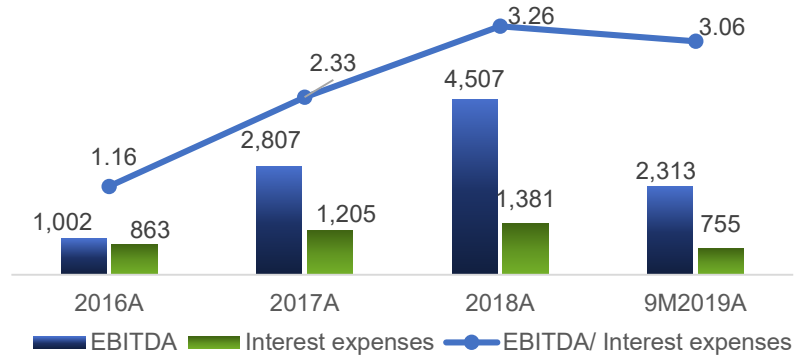
● Margin ratio

KEY CREDIT METRICS



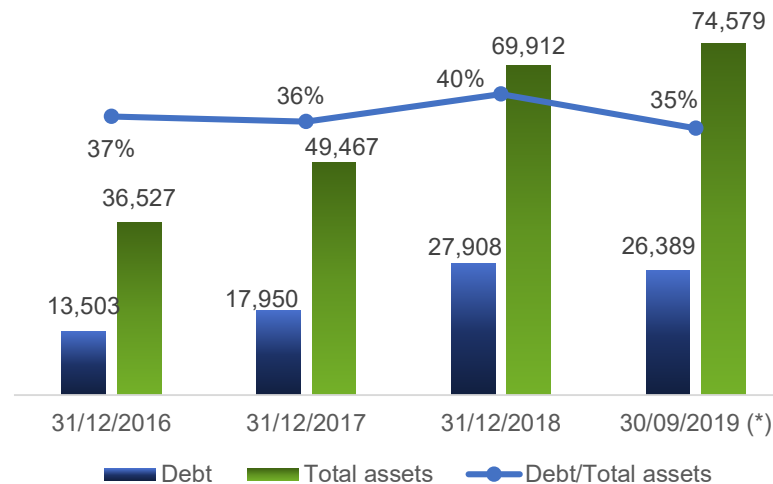
EBITDA/ INTEREST EXPENSES

(VND bn)



DEBT/ TOTAL ASSETS

(VND bn)



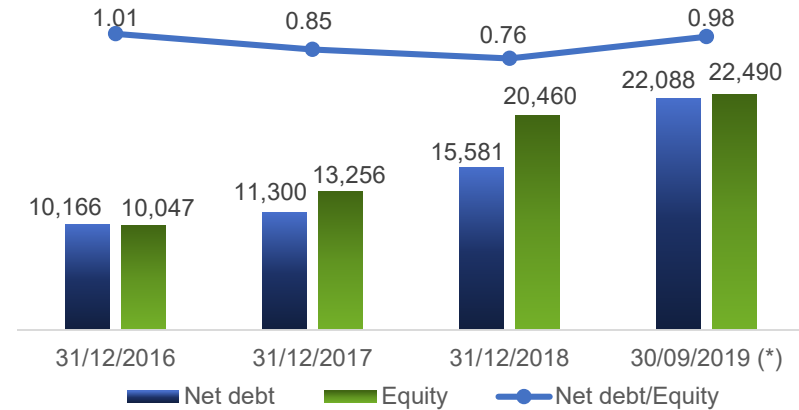
Source: Company Financial Statements as at 30 September 2019

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

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

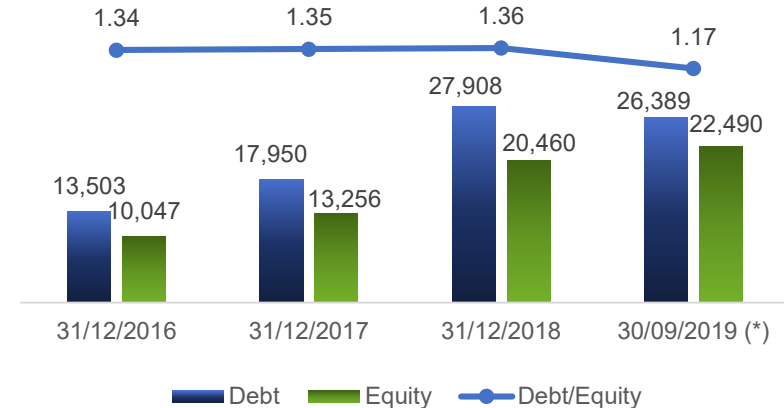
NET DEBT/ EQUITY

(VND bn)



DEBT/ EQUITY

(VND bn)





THANK YOU