

NOVA

LAND

CHO CUỘC SỐNG BÌNH SÁNG

**INVESTOR
PRESENTATION**



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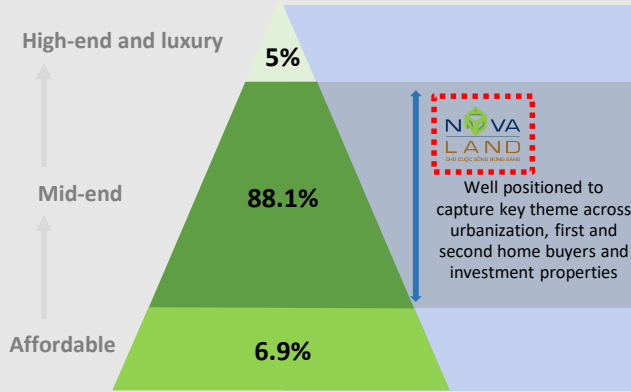
I. NOVALAND GROUP



THE FIRST MOVER AND THE LEADING, UNDENIABLE #1 RESIDENTIAL DEVELOPER IN HCMC



Target customers in the largest quartile of Vietnam's population by income.



2022 BUSINESS PLAN



#1 RESIDENTIAL DEVELOPER

- ✓ Established in 1992 and listed in 2016 (HSX – NVL), Novaland is Vietnam's leading pure-play real estate group with a market cap of USD 7.7 billion
- ✓ The largest land owner in HCMC and the South Vietnam: approx. 10,600 ha
- ✓ Total assets: USD 8.9 billion

FOCUS SEGMENTS

- ✓ With a product offering that focuses on mid-end to high-end residential segment, Novaland is well positioned to tap into the largest quartile of Vietnam's population by income, one of the most densely populated areas in Asia.

PROJECT DEVELOPMENT QUALITY

- ✓ Focus on medium to large scale residential projects with commercial components, township & hospitality/integrated resorts with entertainment facilities.
- ✓ Residential landbank of over 1,700 ha which is sufficient for new project development in the next 7 – 10 years.

STRONG BRAND RECOGNITION AND EXCELLENT TRACK RECORD

- ✓ Excellent track record with more than 75,000 units introduced to customers in the market since 2009
- ✓ Accumulating sold GDV since 2009 reach USD 10.8 billion

HIGH DEGREE OF EARNINGS VISIBILITY

- ✓ USD 7.8 billion of cumulative unbilled contracts' value to be recognized, resulting in decent visibility of earnings in upcoming years.

Source: Company information, as at 31 December 2021, USD/VND: 22,760
 (*) Net revenue from sales of goods, rendering of services, and project transfer.

DEVELOPMENT MILESTONES



FORMATION

EVOLUTION AND STRATEGIC GROWTH

EXPANSION

- **Thanh Nhon Commercial Company Limited** was established in the bio pharmacemie, veterinary medicine business.
- The company's second business was real estate development.

- **Restructured and consolidated company into 2 Groups:**
 - **ANOVA Corp.:** veterinary medicines, vaccines, animal feed, animal breeds and high-tech breeding solutions.
 - **Novaland Group:** real estate

- **Introduced the first high-rise project - Sunrise City** (District 7, HCMC) with total investment cost of USD 500 million
- Issued corporate bonds with total consideration of USD 100 million

- **Handed over 7 projects:** Galaxy 9 Residence, Icon 56, Lexington Residence, Tropic Garden Residence, Lucky Dragon Residence, Sunrise City, and The Prince Residence

- **Expanded into satellite cities and 'second homes' segment**
- Officially launched 2 projects: NovaHills Mui Ne Resort & Villas (Phan Thiet, Binh Thuan) and NovaBeach Cam Ranh Resort & Villas (Cam Ranh, Khanh Hoa)
- Grand opening 1 project: Nova Phu Sa Azerai Resort
- **Successfully raised USD 570 million and listed convertible bond on SGX**
- **Over 2,000 ha in landbank** ⁽³⁾

1992

2007

2009

2014

2015

2016

2018

2020

2021

- **M&A and introduced 9 new projects** with over 7,000 units in HCMC
- **M&A and introduced 11 new projects** with more than 12,700 units in HCMC

- **Officially listed on Ho Chi Minh Stock Exchange** with market capitalization of USD 1.2 billion
- **M&A and continued introducing 5 new projects** with more than 3,000 units in HCMC

- **Market Cap: USD 2.7 billion** ⁽¹⁾;
- **Total assets: USD 6.2 billion** ⁽¹⁾;
- Introduced Nova F&B, Nova E&M and partnership with ~30 leading sales agents;
- **Continuing M&A and introduced new phases of projects** such as Aqua City (Dong Nai Province); NovaWorld Phan Thiet (Binh Thuan Province) & NovaWorld Ho Tram (Ba Ria - Vung Tau Province);
- **Approx. 5,000 ha in landbank** ⁽³⁾

- **Market Cap: USD 7.7 billion** ⁽²⁾;
- **Total assets: USD 8.9 billion** ⁽²⁾;
- **Approximately 10,600 ha in landbank** ⁽³⁾;
- Further implementation of the second restructuring;
- Further implementation of focusing on the core business lines of investment and development of real estate projects in the mid-end and high-end segments;
- Listed convertible bonds on SGX for the second time;
- Launched Centara Mirage Resort Mui Ne (Binh Thuan);
- NovaWorld Phan Thiet project (Binh Thuan): Launched PGA Golf 18 hole Ocean Course, launched Waikiki and Ocean Residence sub-areas;
- Aqua City project (Dong Nai): Launched Aqua Marina – Marina Dock, launched Sun Harbor 1 sub-area;
- NovaWorld Ho Tram project (Ba Ria - Vung Tau): Launched Morito phase, and put Phase 1 of The Tropicana into operation

Company information.

- (1) As at 31 December 2020, USD/VND: 23,065
- (2) As at 30 December 2021, USD/VND: 22,760
- (3) Inclusive of under research land bank

MANAGEMENT TEAM WITH EXTENSIVE EXPERIENCES AND MARKET UNDERSTANDING



FOUNDER AND MAJOR SHAREHOLDERS



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

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

30+



MR. BUI CAO NHAT QUAN
B.A in Business Administration, Western Washington University, USA

- More than 15 years of senior experience in management and consulting in the property industry

15+

BOARD OF MANAGEMENT



MR. NGUYEN NGOC HUYEN
CEO

- Master of Engineering – Project and Construction Management
- Bachelor in Bridge & Highway Construction
- Approx. 20 years of experience in the field of construction management of civil works, design consultancy, development and management of key transport infrastructure projects

19+



MS. VO THI CAO LY
Deputy CEO

- Bachelor of Civil and Industrial Construction, University of Architecture Ho Chi Minh City
- Bachelor of Economics in Real Estate, University of Economics Ho Chi Minh City
- Approx. 15 years of experience in the field of construction management, development and real estate project management

14+



MS. DUONG THI THU THUY
Deputy CEO

- 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+

Source: Company information



Indicates years of experience in the relevant industry

BOARD OF DIRECTORS



MR. BUI XUAN HUY, MBA
Chairman of the BOD

- 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 25 years of senior experience in project developments

25+



MS. HOANG THU CHAU, MBA
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+



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 Magazine

20+



MR. LE QUOC HUNG
Independent BOD Member

- Master degree of diplomacy and international relations, Adviser of No Va Land Investment Group Corporation.
- Chairman of the Ho Chi Minh City Vietnam – France Friendship Association, Deputy Director of Ministry of Foreign Affairs Ho Chi Minh City, Director of Ministry of Foreign Affairs Ho Chi Minh City
- Member of the 8th Central Committee of the Communist Party of Ho Chi Minh City for the term 2005 – 2010 and Consulate General of Vietnam in San Francisco (United States of America)

20+



MS. NGUYEN MY HANH
Independent BOD Member

- Master of Public Managements
- Risk Assurance Director of PwC (Vietnam) Limited
- Chief Executive Officer of PwC Vietnam Cybersecurity Services Company Limited

12+

VISION, MISSION AND CORE VALUES



VISION

NOVALAND IS THE LEADING
REAL ESTATE DEVELOPER IN VIETNAM:

RESIDENTIAL REAL ESTATE
HOSPITALITY REAL ESTATE
INDUSTRIAL REAL ESTATE



MISSION

DEVELOPING COMMUNITY

CREATING DESTINATION

BUILDING HAPPINESS



CORE VALUES

EFFECTIVENESS

INTEGRITY

PROFESSIONALISM



REMAIN RESPONSIVE TO THE MARKET'S NEEDS, PRIORITIZING MARKETABILITY AND CONNECTIVITY OF THE PRODUCTS



RESIDENTIAL REAL ESTATE



HOSPITALITY REAL ESTATE



INDUSTRIAL REAL ESTATE

CENTRAL HCMC

SATELLITE TOWNSHIP

Focusing on high-end & mid-end income segment, selecting key areas of HCMC.

Product category:

- Apartment
- Integrated: Apartment - Office - Commercial - Service Complex
- Low-rise building: Villas, Townhouse, Shophouse

The synchronous and completed urban area that pursues "smart" and "environmentally friendly" standards on planning, architecture, and environment.

Product category:

- Villas, townhouse, shophouse
- Commercial - Service Complex

Focusing on potential tourism localities with developed infrastructure and convenient connections, building integrated resorts among tourism – hospitality – entertainment.

Product category:

- Hotels and Resorts
- Second home units (villas, townhouses, shophouse, etc.)
- Branded villas

Researching and developing industrial zones in provinces such as Ba Ria - Vung Tau, Dong Nai, Long An, Tay Ninh,...

Source: Company information

PORTFOLIO OF NEARLY 50 PROJECTS



RESIDENTIAL REAL ESTATE IN CENTRAL HCMC



RESIDENTIAL REAL ESTATE IN SATELLITE TOWNSHIP



HOSPITALITY REAL ESTATE



STRONG ACQUISITION OF NEW LANDBANK IN PREMIUM LOCATIONS



2022 Landbank

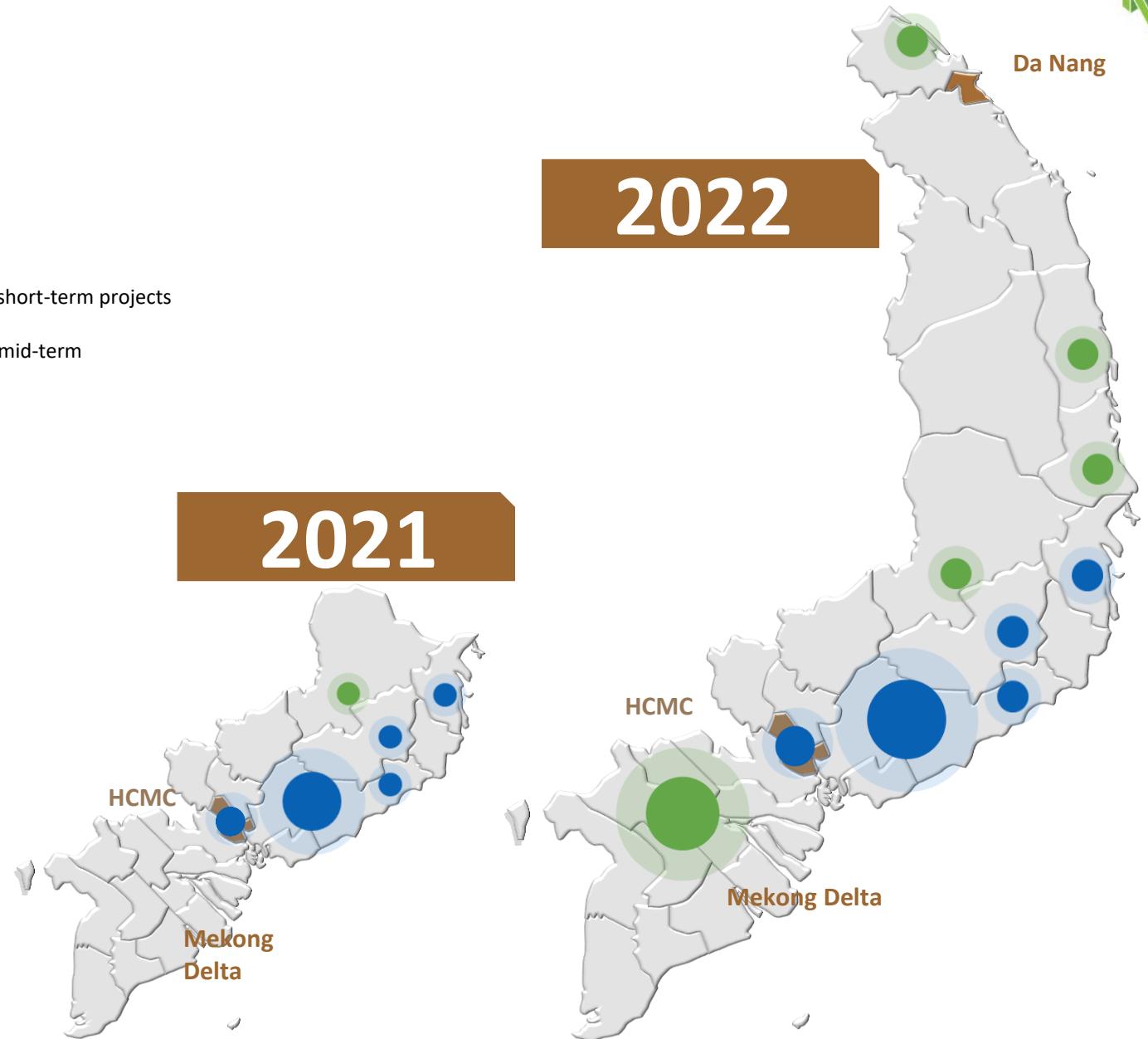
10,600 ha

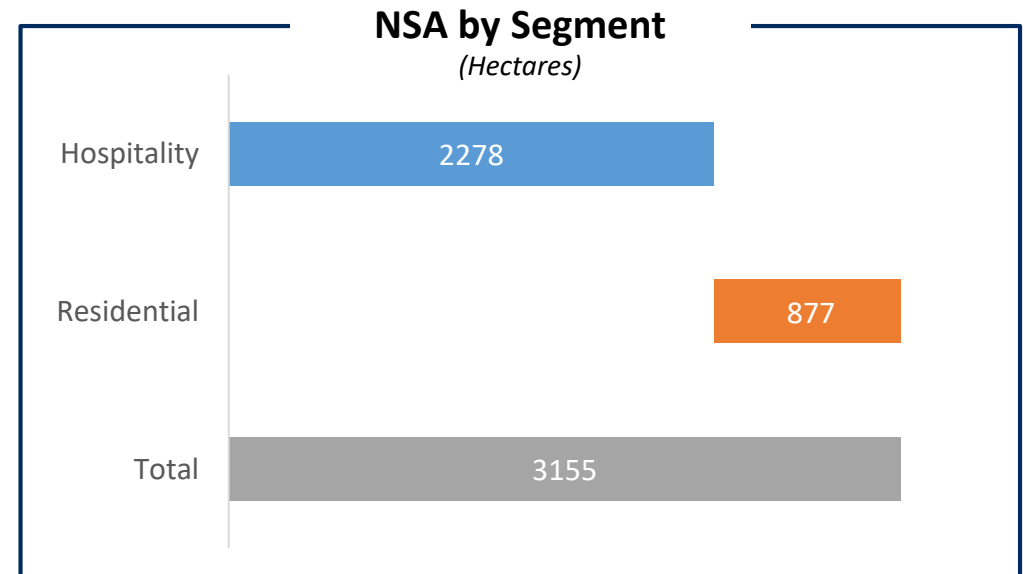
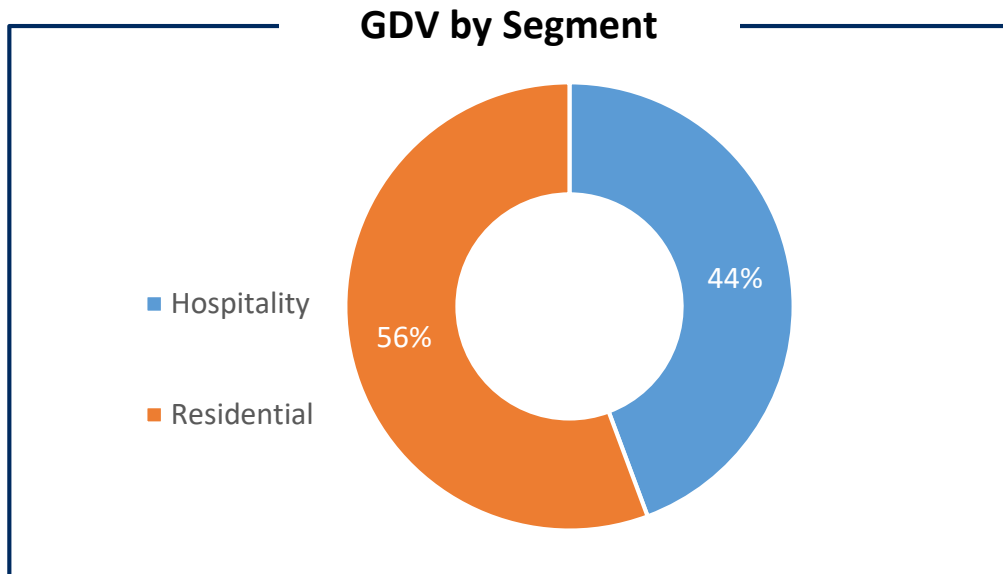
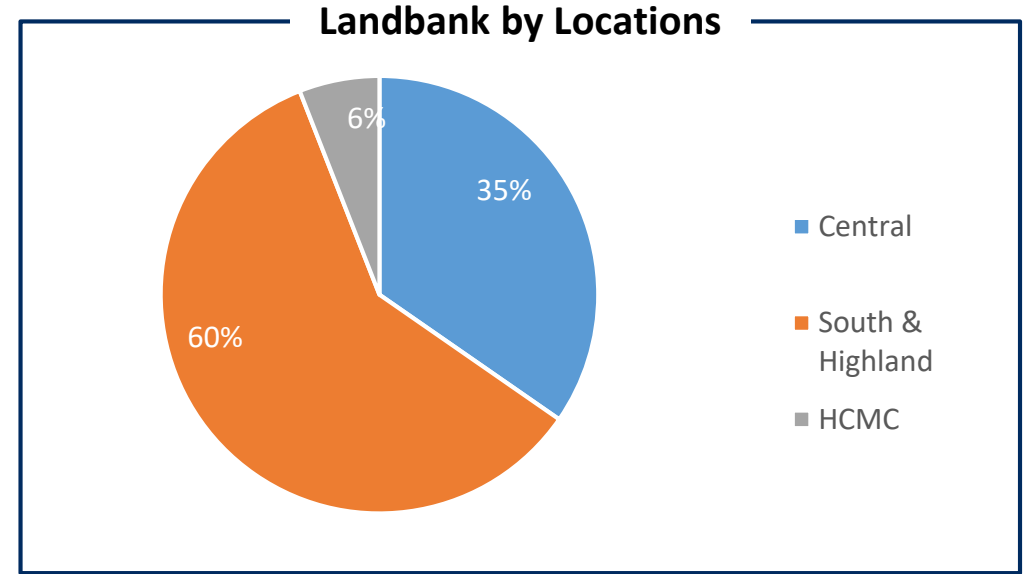
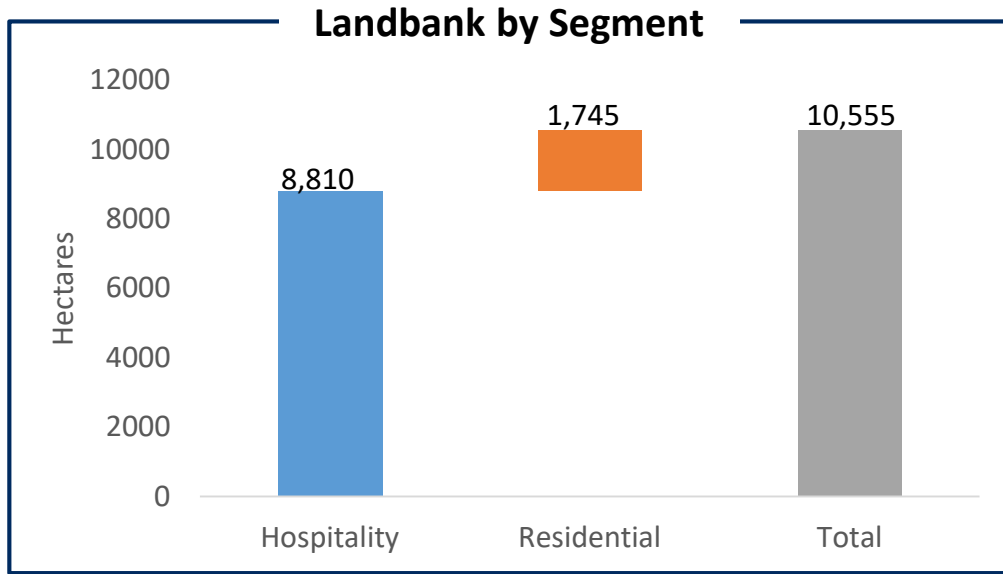
(+96% y-o-y)

New land acquired located in premium locations

- Lam Dong
- Binh Thuan
- Dong Nai
- Khanh Hoa
- Hue

- Existing and short-term projects
- Landbank in mid-term





II. INVESTMENT HIGHLIGHTS



INVESTMENT HIGHLIGHTS



Well positioned to benefit from Vietnam's favorable macroeconomic fundamentals and sector potential.



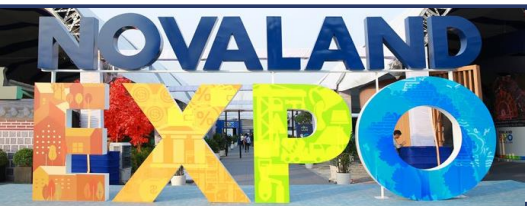
Successful expansion into new markets with high quality pipeline projects and land bank at strategic location.



Leading residential developer in HCMC with strong brand, established track record, and focused strategy.



Robust corporate governance and well-developed corporate structure towards sustainable growth.



Best-in-class sales force, quick turnover development process to accommodate strong cash flow.

1. WELL POSITIONED TO BENEFIT FROM VIETNAM'S FAVORABLE MACROECONOMIC FUNDAMENTAL AND SECTOR POTENTIAL.

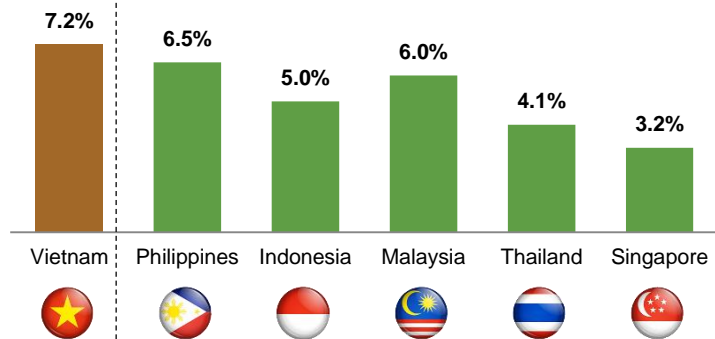


1.1 IMPROVING MACROECONOMIC ACCOMMODATES HIGH PENETRATION POTENTIAL



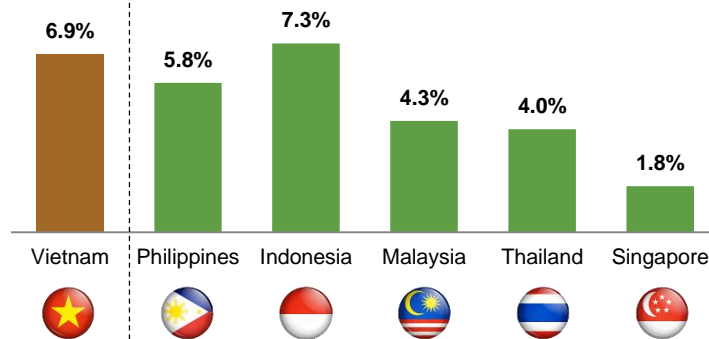
THE FASTEST GROWING ECONOMY IN ASEAN

GDP Growth (2019)

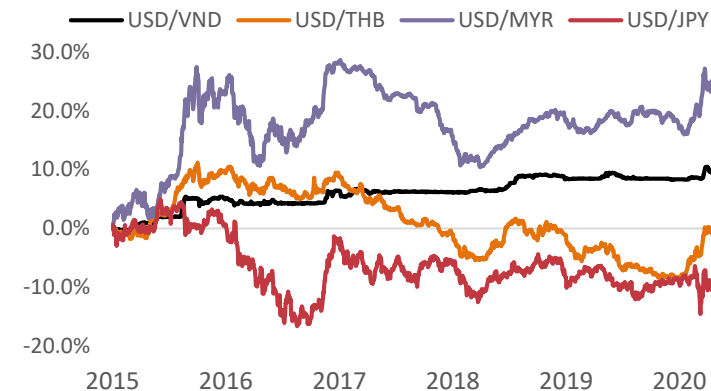


FAST-GROWING DISPOSABLE INCOME COMPARED TO MOST ASEAN PEERS

(2018A-2029E)

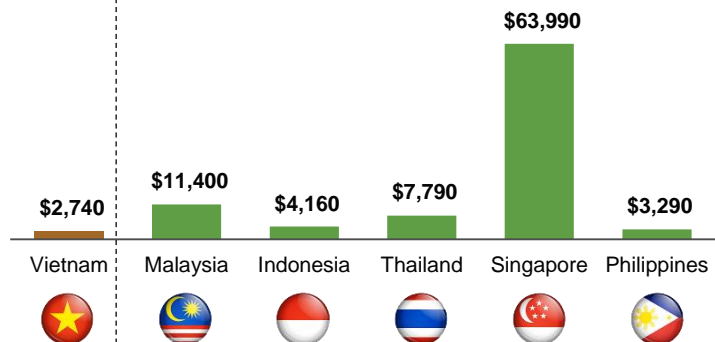


RELATIVELY STABLE VND PERFORMANCE VS. OTHER ASEAN CURRENCIES⁽¹⁾



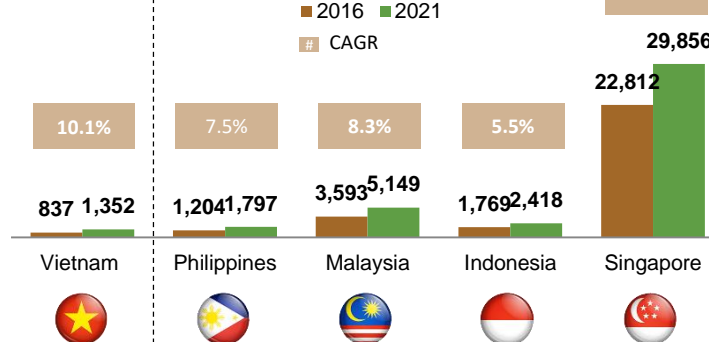
GDP PER CAPITA OF VIETNAM

GDP per capita (2019)



MIDDLE INCOME POPULATION* IN ASEAN⁽¹⁾

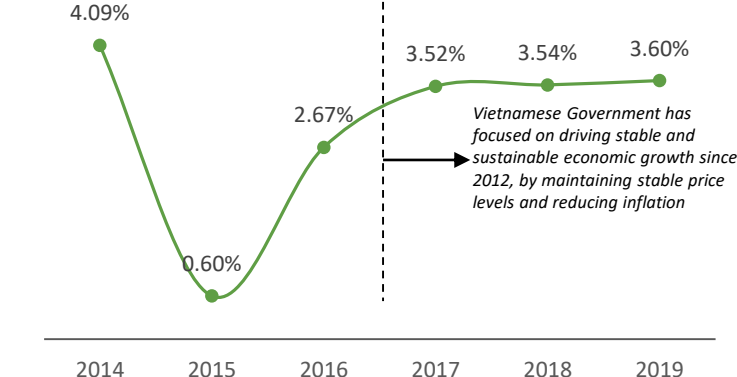
Disposable income projections, USD per capita, 2016-2021



* 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 MACROECONOMICS ENVIRONMENT

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

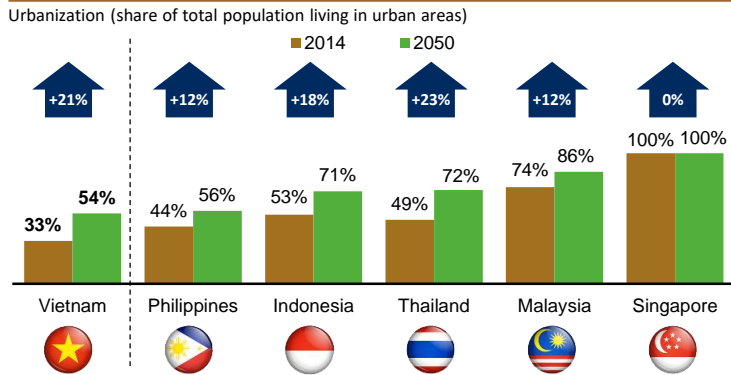
Note: Data is updated for latest information as of January 2020

(1) CEIC, GSO

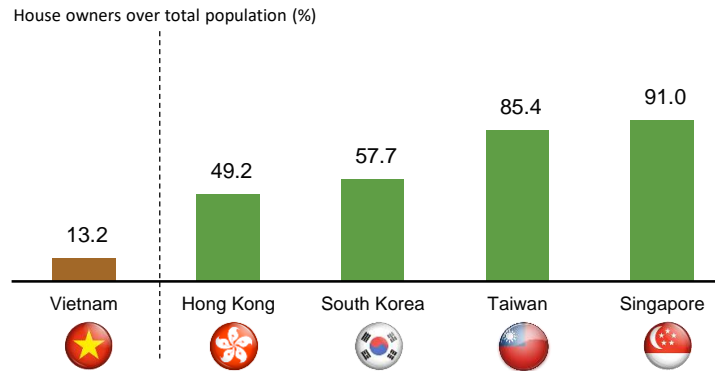
1.2 VIETNAM'S RESIDENTIAL MARKET IS POISED FOR SOLID GROWTH



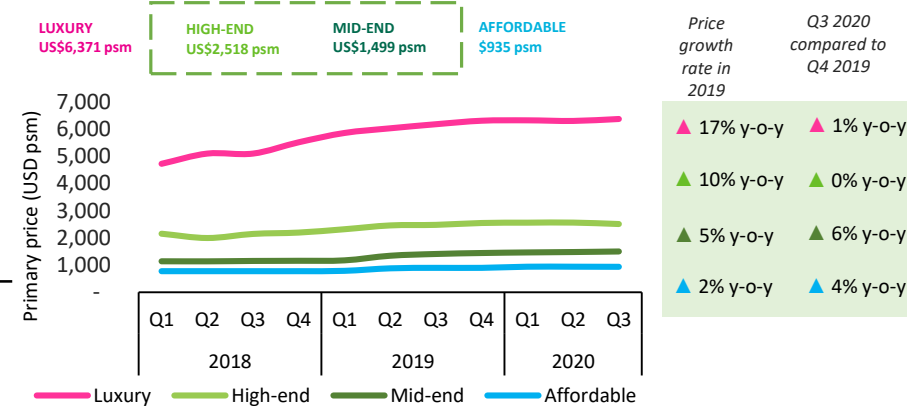
ONE OF THE HIGHEST RATES OF URBANIZATION IN ASEAN



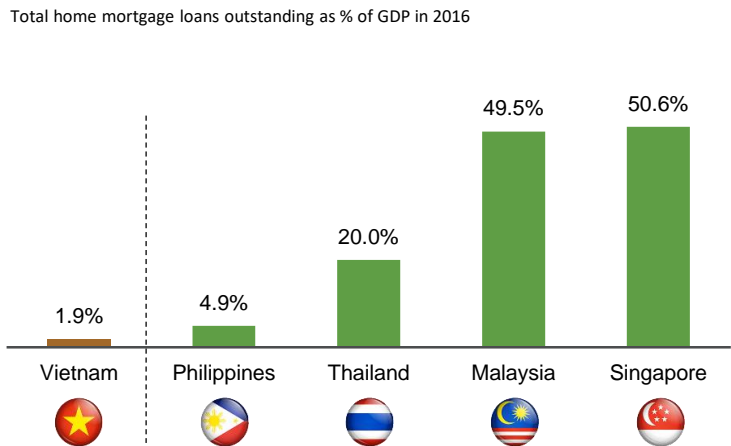
LOWEST HOUSE OWNERSHIP RATIO (*)



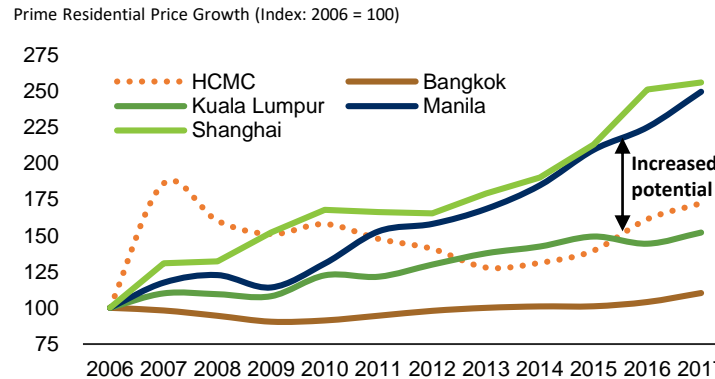
HCMC apartment average selling price remains high



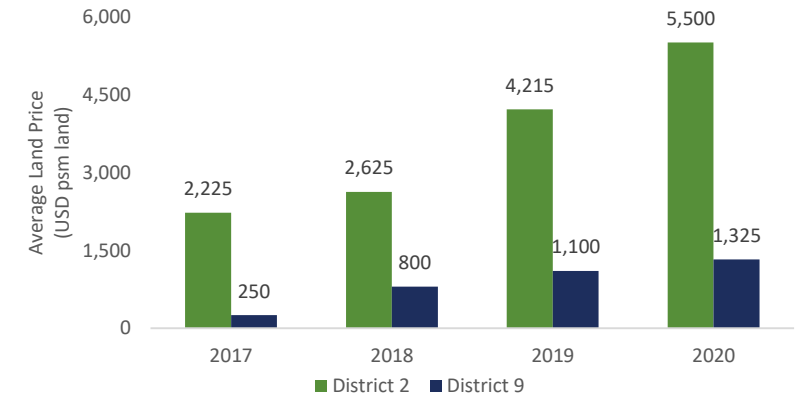
VIETNAM'S MORTGAGE MARKET IS SIGNIFICANTLY UNDERPENETRATED COMPARED TO REGIONAL PEERS



VIETNAMESE RESIDENTIAL PRICES HAVE SIGNIFICANT POTENTIAL AND ROOM TO GROW



LAND PRICE INCREASED SIGNIFICANTLY IN EASTERN HCMC



ROBUST RESIDENTIAL MARKET IN VIETNAM WITH HCMC'S MARKET A KEY DRIVER

Source: JLL Research; Economist Intelligence Unit (EIU); Global Insights, Bloomberg, Trading Economics, VnEconomy, Company Information, CBRE Market Outlook 2020

(*) the total number of house owners is based on solid house owners solely in Vietnam, as of April, 2020.

2. THE LEADING RESIDENTIAL DEVELOPER IN HCMC WITH STRONG BRAND, ESTABLISHED TRACK RECORD AND FOCUSED STRATEGY



2.1 PURE PLAY REAL ESTATE DEVELOPER WITH FOCUSED STRATEGY



FOCUSED STRATEGY

- Focus on mid-end to high-end residential segments at strategic locations.
- Diversified product suite includes residential real estate in the central (HCMC) and satellite township (provinces near HCMC) and hospitality real estate (tourism destinations).
- Always stay ahead of competitors with comprehensive market knowledge studied by an experienced in-house research & development team.

LAND ACQUISITIONS

- Focus on large scale projects with close-to complete legal status in **prime locations**.
- Access to **high quality land at competitive valuation**.
- Proven ability to acquire land bank with convenient access to the transportation system, the supporting infrastructure, which generates appreciation potential.

DEVELOPMENT & OPERATION

- Project development team manages all aspects of site development, project construction and quality control, including review and approval of construction plans and progress.
- Outsource almost all construction activities to both domestic and international contractors.
- Control and maintain high brand reputation by contracting with reputable contractors.

SALES FORCE

- Novaland is the unique developer with a dedicated in-house sales force and leveraged selective external sales agents for sales diversification.
- Post-sell services capturing and enhancing customers' loyalty.
- Premium services to more than 250,000 customers through NovaLoyalty Program – Platinum, Diamond, Gold, and Titanium.



2.2 CENTRAL REAL ESTATE PORTFOLIO COMPRISES OF RESIDENTIAL PROJECTS DISTRIBUTED ALONG HCMC'S MAJOR TRANSPORTATION ROUTES



OVER 40 PROJECTS ALONG MAIN AVENUES IN THE HEART OF HCMC



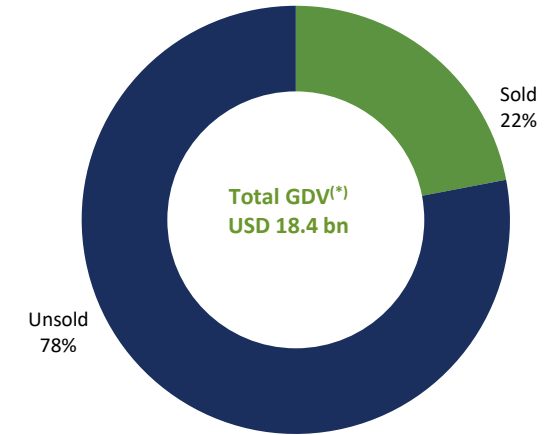
Source: Company information, 1Q2021

Note: As at 31 March 2021, USD/VND: 23,065

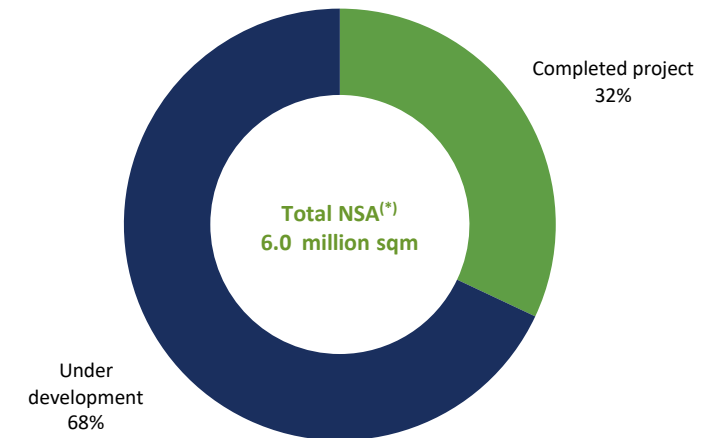
(*) GDV is the project's total revenue.

(*) NSA is the project's Net Sellable, inclusive of all floor area comprising internal walls, mezzanines, hallways, bathrooms and exclusive of common spaces, patios, balconies.

GDV FOR COMPLETED AND UNDER DEVELOPMENT PROJECTS



NET SALEABLE AREA



2.4 CURRENT DEVELOPMENT RESIDENTIAL PROJECTS IN HO CHI MINH CITY WITH HIGH ABSORPTION RATE



THE GRAND MANHATTAN

CENTRAL AREA – DISTRICT 1

GDV (USD million)	710
NSA (sqm)	98,408
Product type	Condominium Commercial
Launch date	4Q18
Expected handover	2021
Take-up rate	50%



PALM MARINA

EASTERN AREA – DISTRICT 9

GDV (USD million)	109
NSA (sqm)	40,212
Product type	Villa Townhouse
Launch date	2Q19
Expected handover	4Q22
Take-up rate	88%



THE PALACE RESIDENCE

EASTERN AREA – DISTRICT 2

GDV (USD million)	443
NSA (sqm)	168,292
Product type	Condominium Commercial
Launch date	4Q18
Expected handover	2Q22
Take-up rate	63%



VICTORIA VILLAGE

EASTERN AREA – DISTRICT 2

GDV (USD million)	285
NSA (sqm)	93,641
Product type	Condominium Villa, Shophouse
Launch date	2Q17
Expected handover	3Q19
Take-up rate	83%



3. SUCCESSFUL AND STRONG
EXPANSION INTO NEW
MARKETS WITH HIGH
QUALITY PIPELINE PROJECTS
AND LAND BANK AT
STRATEGIC LOCATIONS



3.1 LEADING DEVELOPER IN VALUE ADDING TO HOME BUYERS



PHASE 1:
RESIDENTIAL PRODUCTS IN HCMC
(2007-2017)

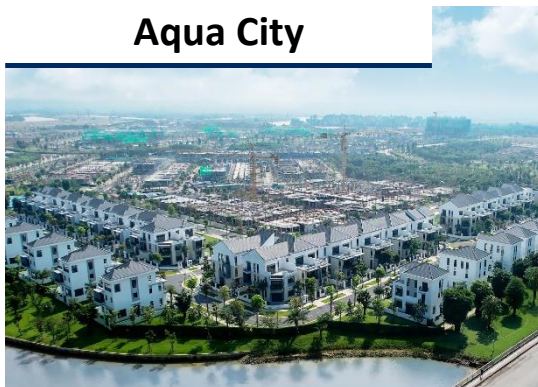
PHASE 2:
EXPANDING DEVELOPMENT
(2018-2025)

	Timeline	2018-2021	2022 schedule
	<p>Residential Real Estate (Main Projects)</p>	<p>NSA: 98,408 m² No. of units: ~1,800 GDV: USD710 mil</p> <p>NSA: 93,641 m² No. of units: ~1,210 GDV: USD285 mil</p> <p>NSA: 2,800,000 m² No. of units: ~14,800 GDV: USD8.2 bil</p>	<p>Project in Dong Nai NSA: 1,700,000 m² GDV: USD6.1 bil</p>
	<p>Hospitality Real Estate (Main Projects)</p>	<p>NSA: 600,000 m² No. of units: ~3,150 GDV: USD1.6 bil</p> <p>NSA: 3,300,000 m² No. of units: ~18,700 GDV: USD7.5 bil</p>	<p>Hospitality project in Coastal Central Vietnam GDV: USD5.1 bil No. of units: ~13,300</p> <p>Hospitality project in Central Highlands GDV: USD500 mil</p>

3.2 AQUA CITY



Aqua City



Aqua Riverside City



Aqua Waterfront City



Phoenix Island



Source: Company information

Key Metrics	Total NSA: 493,097 sqm Total planned units: 2,116 Launched @70% Take-up @90%	Total NSA: 360,584 sqm Total planned units: 1,757 Launched @87% Take-up @91%	Total NSA: 383,776 sqm Total planned units: 2,701 Launched @67% Take-up @95%	Total NSA: 1,350,140 sqm Total planned units: 7,456 Launched @41% Take-up @83%
Construction Permits	Done	Done	Done	2Q2022
Infrastructure	1st phase: 100%	The Elite 1: 100%	Expected 2Q2022	
Completed	58 sample model houses, Clubhouse Forest, Park 1, parks in internal areas, embankment	- The Elite 1: 227 structural-finished low-rise houses, Clubhouse, outdoor sport area, embankment - Marina		Land clearance, backfilling
Under Construction	Townhouses (2 zones to-be-handed-over), Shopping mall, Clubhouse Garden, Clubhouse River, parks	Infrastructure of other zones, embankment, sport complex, hardscape	Infrastructure, backfilling, embankment, houses in Zone 2, entertainment complex	Background processing, nursery, temp electricity Bridge No.2 66%
Expected handover	From 4Q2020	From 4Q2021	From 2Q2023	2023 - 2024

3.3 NOVAWORLD PHAN THIET



Villas and Clubhouse



Shophouses



Amenities



Source: Company information

Key Metrics	Total NSA: 3,286,255 sqm Total planned units: 18,699 Launched @38% Take-up @74%		
Construction Permits	Done	Done	Done
Infrastructure	95%	100%	1 st phase: 100% 2nd phase: 56%
Completed	228 villas, 44 units (semidetached, townhouses), 1 clubhouse	115 units (71 units handed over)	Admin center, Au Lac Do restaurant, Marina restaurant, Iconic Nam statue, square Sport fields 1st phase, Ocean golf course
Under Construction	1 clubhouse 81%, 259 units 80% (semidetached, townhouses), 22 sample model houses 82%		Garden golf course 97%, Sport fields 2nd phase 30%, CITIGYM 80%, Movenpick Hotel 50%
Expected handover	From 2Q2021	From 1Q2021	From 1Q2021

3.4 NOVAWORLD HO TRAM



Tropicana



Habana Island



Wonderland



Source: Company information

Key Metrics	Total NSA: 389,934 sqm Total planned units: 1,919 Launched @85% Take-up @67%	Total NSA: 89,268 sqm Total planned units: 394 Launched @37% Take-up @74%	Total NSA: 36,839 sqm Total planned units: 271 Launched @100% Take-up @66%
Construction Permits	Done	3Q2022	Done
Infrastructure	100%	100% for sample model houses	Under construction (95%)
Completed	Finished: 41 seaside villas, 62 seaside shophouses, 11 hillside shophouses, Ocean Pool, lagoon, Koko coffee	13 sample model houses (12 villas + 1 mansion), embankment, marina, connecting road	Backfilling for all areas, sample model houses (4 villas, 17 shophouses, sales gallery), embankment, sand filling and surroundings decoration
Under Construction	+ Structure-finished: 101 seaside villas, 59 hillside shophouses, 24 mockup lagoon villas, Welcome Center, Tropicana Park, kid & gym, seaside road + M-Gallery Babylon Hotel (70%), Lake coffee (80%), Shark restaurant (65%)	Infrastructure for all areas, low-rise units (wait for permits)	36 villas (90%), 106 villas (20%), 64 shophouses (85%), 34 shophouses (15%), hotel pool (85%), wastewater treatment station (50%), public restroom (90%)
Expected handover	From 2Q2021	From 4Q2023	From 3Q2022

3.4 NOVAWORLD HO TRAM



Happy Beach



Morito



Source: Company information

Key Metrics	Total NSA: 48,830 sqm Total planned units: 332 Launched @100% Take-up @78%	Total NSA: 34,813 sqm Total planned units: 227 Launched @37% Take-up @60%
Construction Permits	Partially	Done
Infrastructure	100% for sample model houses and seaside area	100% for sample model houses and seaside area
Completed	Sample model houses (18 shophouses, 9 townhouses), embankment, seaside road	Sample model houses (17 shophouses, 6 townhouses), embankment, seaside road
Under Construction	Seaside area 1st phase (72 townhouses, shophouses, shopvillas)	Entrance gate, parks in sample and seaside areas, all hillside area
Expected handover	From 3Q2022	From 2Q2022

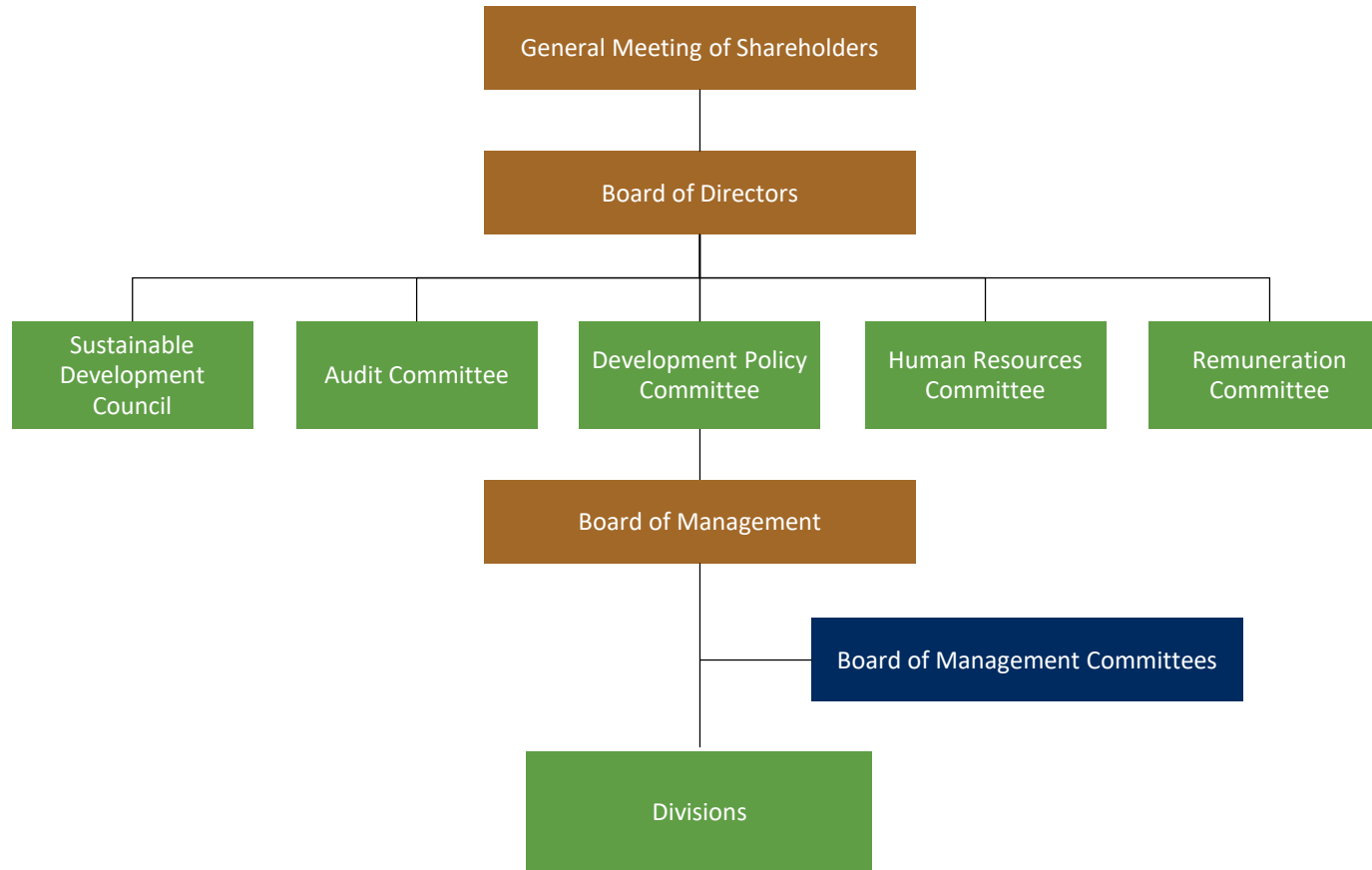
4. ROBUST CORPORATE GOVERNANCE AND WELL-DEVELOPED CORPORATE STRUCTURE TO SUPPORT PATH TOWARDS SUSTAINABLE GROWTH



4.1 WELL-ESTABLISHED CORPORATE GOVERNANCE PRACTICES



ORGANIZATION STRUCTURE



CORPORATE PRINCIPLES


1. Ensuring the rights of shareholders
2. Equitable treatment of shareholders under any circumstances
3. Role of stakeholders in order to create prestige for the Novaland brand in the market
4. Disclosure and transparency with higher standards
5. Maintain the highest sense of responsibility of the BOD





4.2 NOVALAND'S APPROACH TOWARDS SUSTAINABLE DEVELOPMENT



SUSTAINABLE DEVELOPMENT STRATEGIC DIRECTIONS OF 2020-2025

- 

Further implementation of its **Strategy in phase 2** – focusing on “Real Estate Investment and Development”.
- 

Together with other members of NovaGroup, Nova Service Group and Nova Consumer Group, step by step perfect the utility service ecosystem, **in order to create livable residential areas and excellent tourist destinations**, contributing to Vietnam’s mark on the world tourist map.
- 

Quickly activate the response scenario, thereby stabilizing business activities, operating the Group and at construction sites.

THE 4Ps OF SUSTAINABLE DEVELOPMENT STRATEGY

1. PERFORMANCE

Sustainable performance and growth

3. PLANET

Management of environmental impacts



2. PEOPLE

Investment in human resources development

4. PARTNERSHIP

Creation and sharing of common values through partnerships

SUSTAINABLE DEVELOPMENT STRATEGIC ROADMAP



2007-2017

Focus on developing residential real estate products in Ho Chi Minh City.



2018-2025

Continue to focus on the Central Residential Real Estate market in Ho Chi Minh City, develop the Satellite Residential Real Estate and Hospitality Real Estate.

Develop value-added services and ecosystems serving the residential community of Novaland.



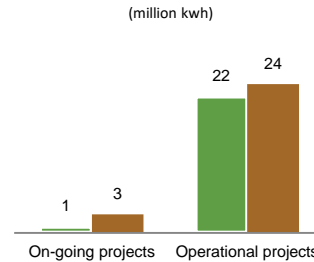
4.3 ENVIRONMENT, SOCIAL, AND GOVERNANCE (ESG) FRAMEWORK



ENVIRONMENTAL

- During project implementation, Novaland **applies a variety of measures for natural resource uses and environmental protection** according to Environmental Impact Assessment Report and the Environmental Management Plan
- Novaland monitors the delivery of environmental and social measures during the construction process and operations

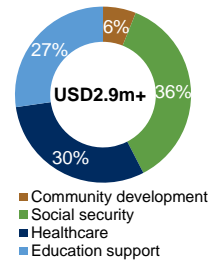
Electricity consumption 2020



SOCIAL

- Corporate Social Responsibility (“CSR”) programs are centered around four main pillars: **community development, education, health and social security**
- Novaland Group has also actively cooperated with **local government agencies, non-governmental organizations, partners and local people** to build awareness and community capacity

2020 CSR Funding Breakdown



GOVERNANCE

- Novaland’s governance is **represented in all of its business activities**, and complies with international standards and practices
- **Management framework**, policy, and process for critical sustainable development topics assist the group’s management in performance assessment and improvement

Governance Framework



SUSTAINABLE DEVELOPMENT COUNCIL (“SDC”)



MR. PHAM PHU NGOC TRAI
Chairman

- Founder & Chairman, Global Integration Business Consultants
- Chairman, Masan Nutri Science
- Chairman, Rolex Vietnam



MR. PHILIP YEO LIAT KOKO
Senior Advisor

- MBA, Harvard Business School
- Chairman, Economic Development Innovations Singapore
- Chairman, Accuron Technologies



MR. LAI CHUN LONG
Advisor

- MBA, UCLA
- Advanced Management Program, Harvard Business School
- Corporate Advisor, Temasek International Advisors Pte. Ltd.



MS. LAM THI NGOC HAO
Member of Committee

- ACCA fellow member
- CFA charter holder, CPA, Australia and Vietnam
- Audit partner, the HCMC office of KPMG Vietnam

- Founded in 2016, SDC is independent in advising the Board in reviewing and approving the Group’s sustainable development targets, policies and action plans, and creating values
- The ultimate purpose is to prepare Novaland with necessary policies, standards, systems and people to identify and comply with international standards and practices in economic, environmental and social terms

NOVALAND IS THE 10TH MOST SUSTAINABLE BUSINESS IN VIETNAM IN 2 CONSECUTIVE YEARS⁽¹⁾

Source: Company information.

(1) Based on Corporate Sustainability Index compiled by the Vietnam Chamber of Commerce and Industry.

5. BEST-IN-CLASS SALES FORCE
AND QUICK TURNOVER
DEVELOPMENT PROCESS
ACCOMMODATE STRONG
CASH FLOW GENERATION



Aqua City Project (Dong Nai)

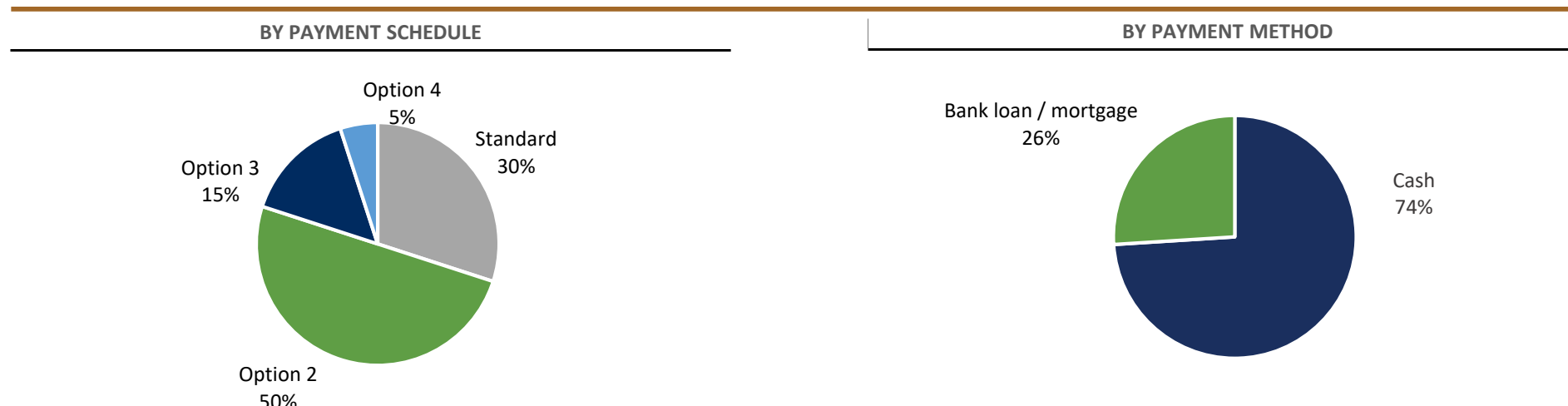
5.1 ACCELERATED PAYMENTS BY CUSTOMERS SUPPORT STRONG CASHFLOW GENERATION



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

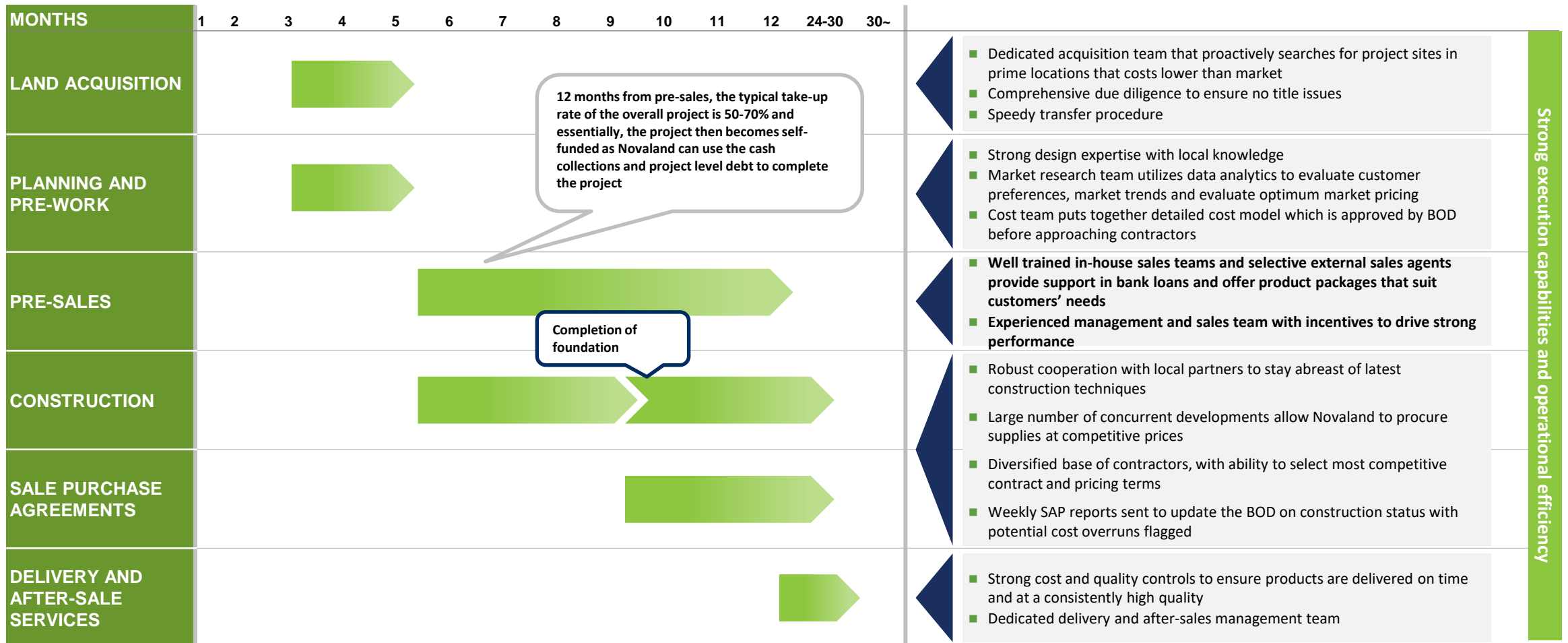


APPROXIMATELY 70% OF NOVALAND'S CUSTOMERS MAKE PAYMENT ON ACCELERATED BASIS

5.2 BEST-IN-CLASS SALES FORCES, QUICK TURNOVER DEVELOPMENT PROCESS ACCOMMODATE HEALTHY CASH FLOW



FAST TURNOVER DEVELOPMENT PROCESS



Source: Company information



III.

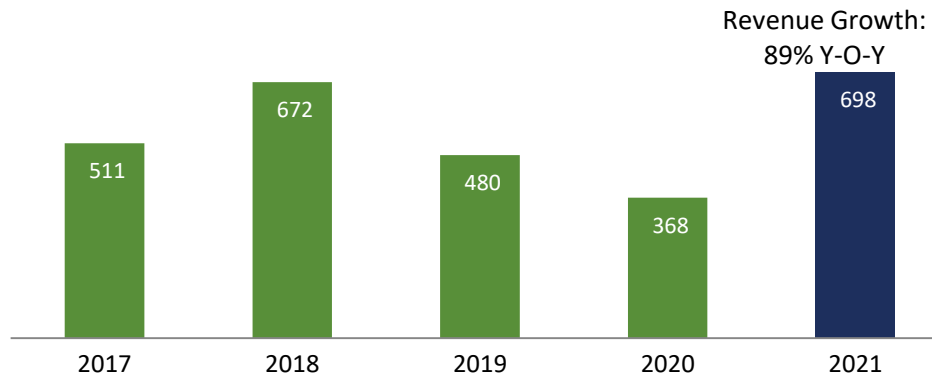
**FINANCIAL
HIGHLIGHTS**

MANVA
LAND

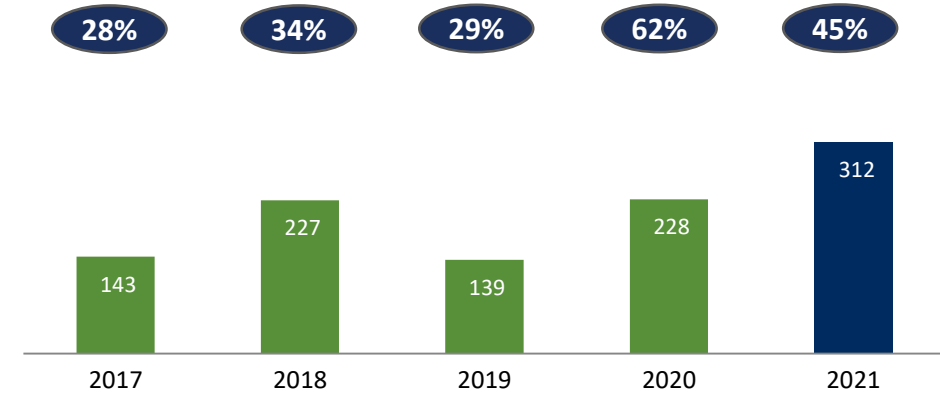
FINANCIAL HIGHLIGHTS – REVENUE UP 89% Y-O-Y



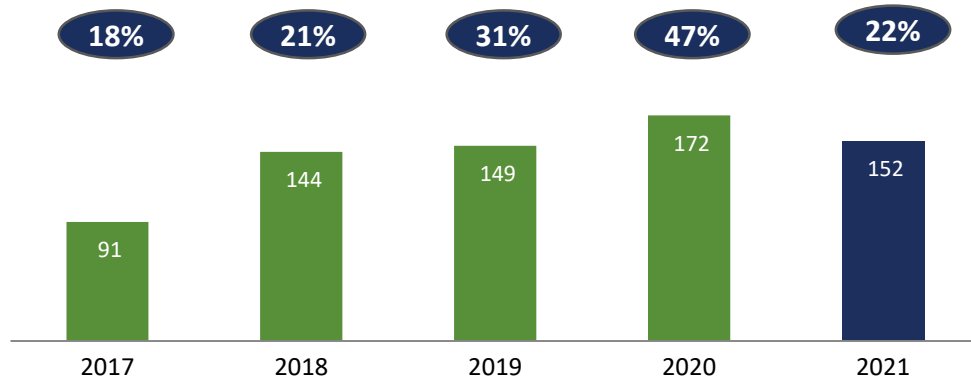
Net Revenue (USD m); CAGR 2017 – 2021: 8%



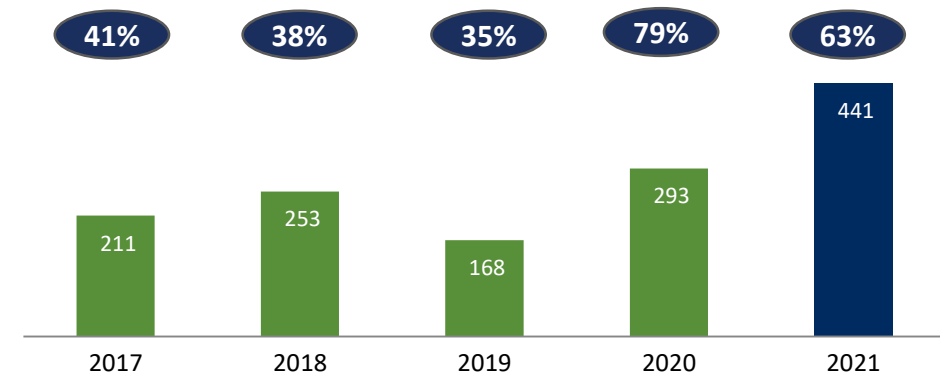
Gross Profit (USD m); CAGR 2017 – 2021: 22%



NPAT (USD m); CAGR 2017 – 2021: 14%



EBITDA (USD m); CAGR 2017 – 2021: 20%



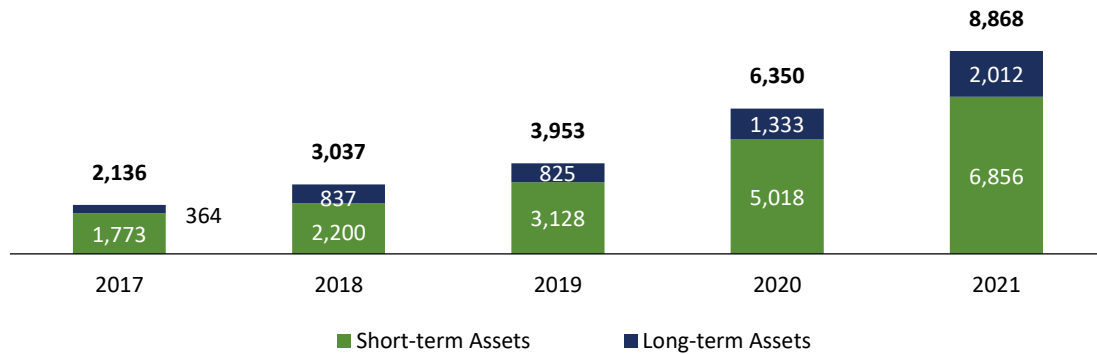
● Margin ratio

Source: Company Information, as at 31 Dec 2021. USD/VND: 22,760. Net revenue, Gross profit. EBITDA from sales of goods, rendering of services, and project transfer.

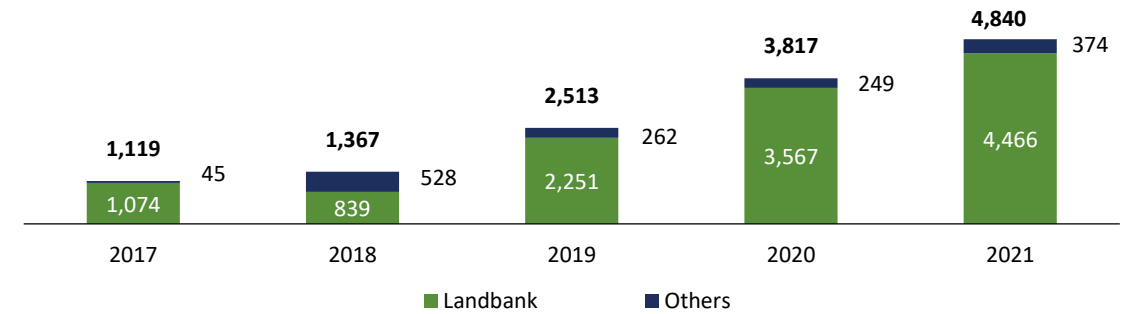
BALANCE SHEET SNAPSHOT



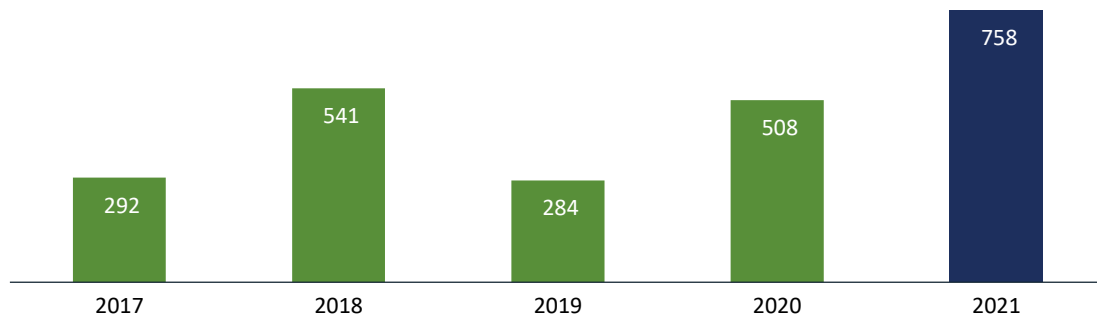
Total Assets (USD m); CAGR 2017 – 2021: 43%



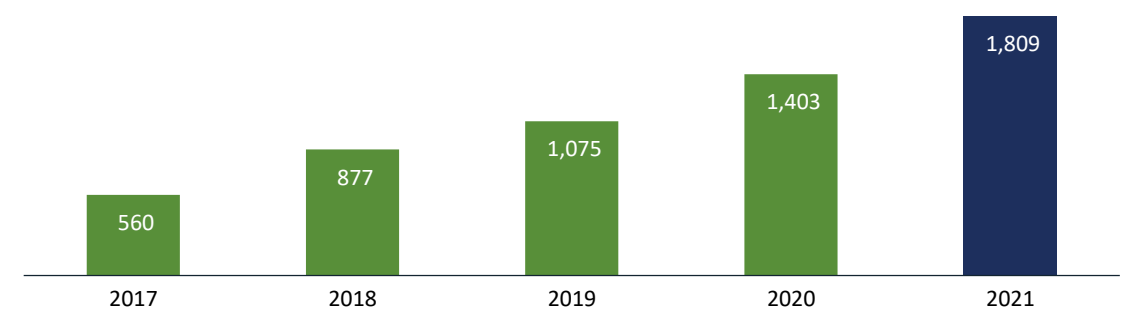
Inventories (USD m); CAGR 2017 – 2021: 44%



Cash & Cash Equivalents (USD m); CAGR 2017 – 2021: 27%



Owner's Equity (USD m); CAGR 2017 – 2021: 34%

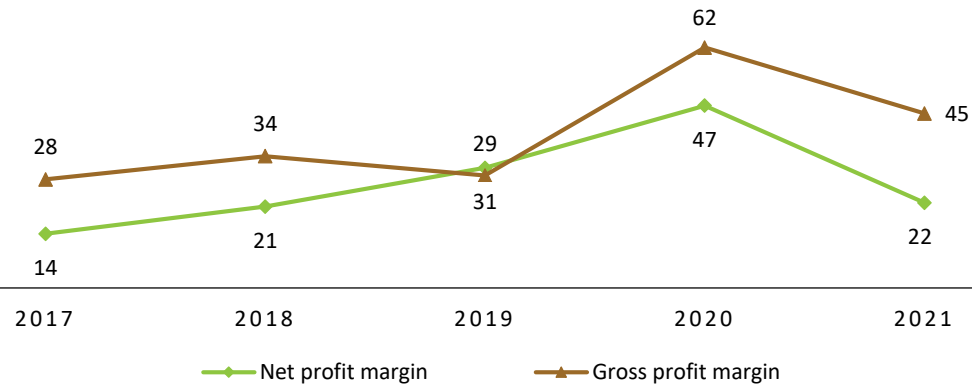


Source: Company Information, as at 31 Dec 2021. USD/VND: 22,760.

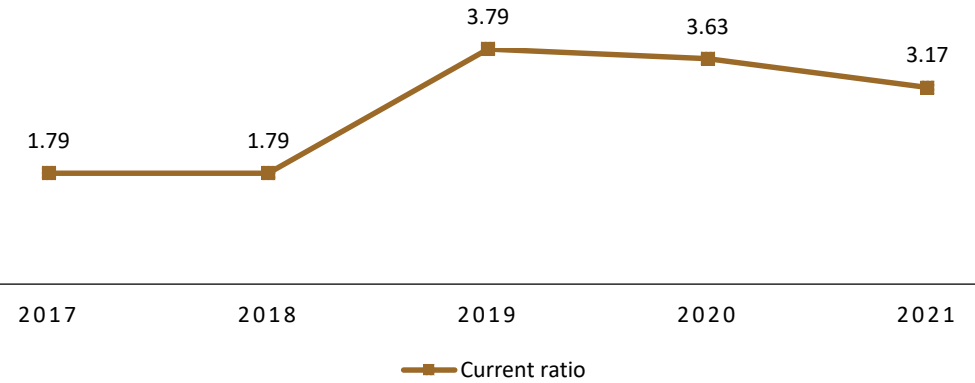
KEY CREDIT METRICS



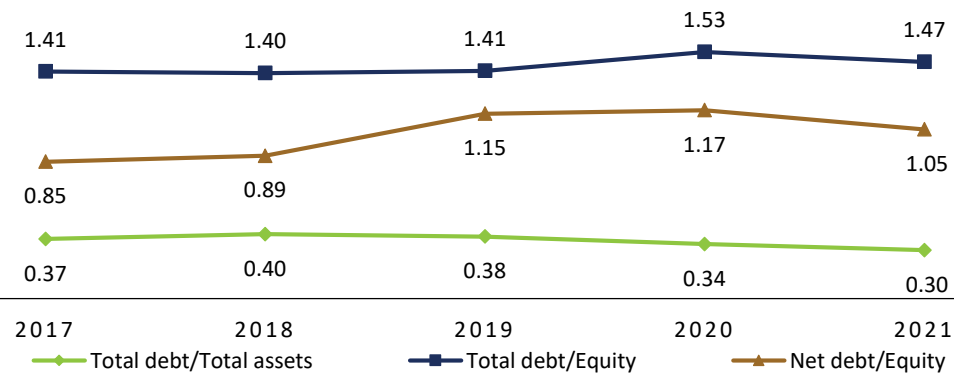
Profitability Ratio Remains High (%)



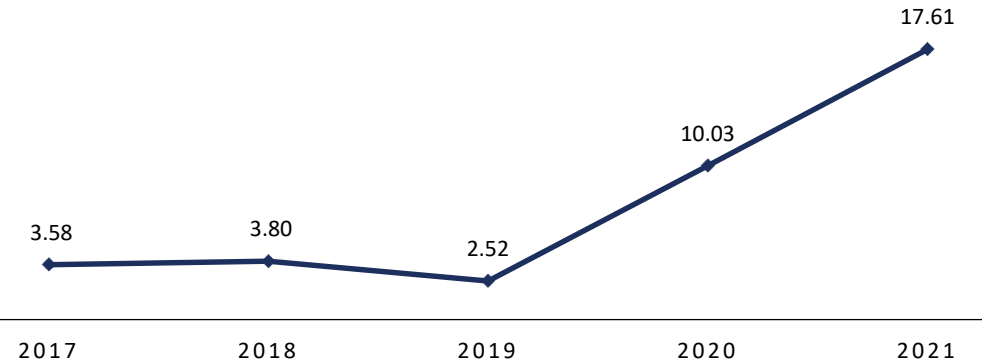
Liquidity Remains Healthy (times)



Stable Leverage Ratios (times)



Interest Coverage Ratio Keeps Improving (times)

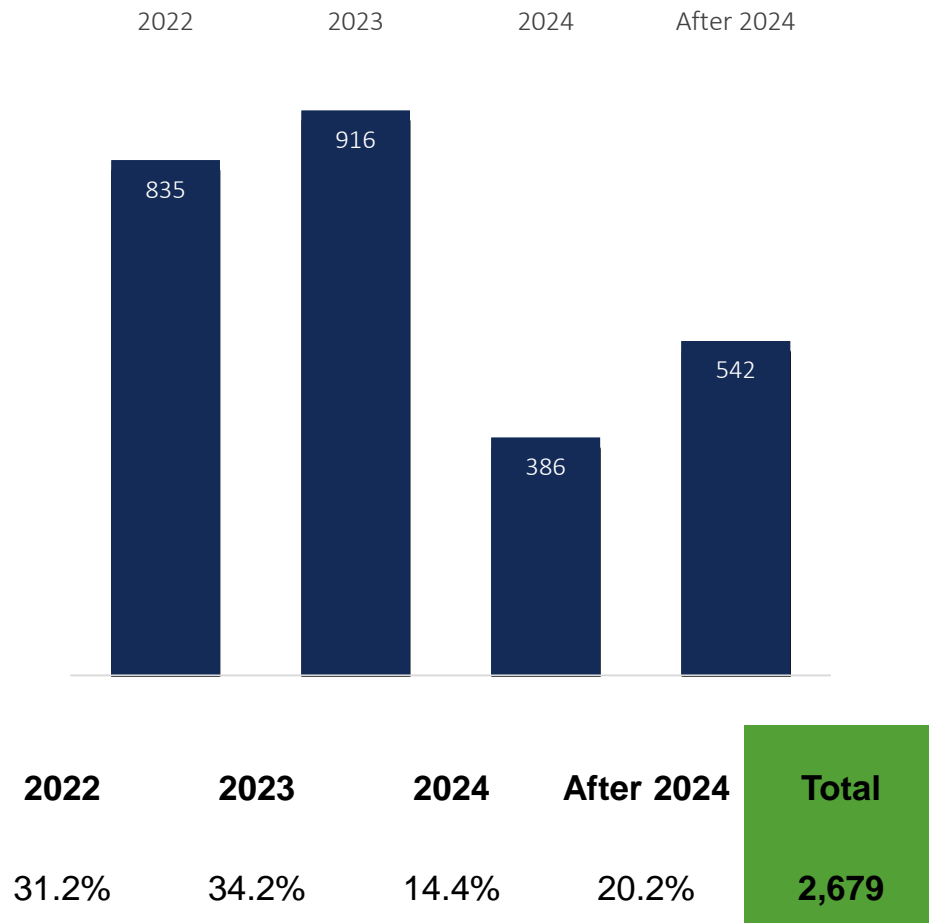


Source: Source: Company Information, as at 31 Dec 2021. USD/VND: 22,760. Net revenue, EBIT and Gross profit from sales of goods, rendering of services, and project transfer.

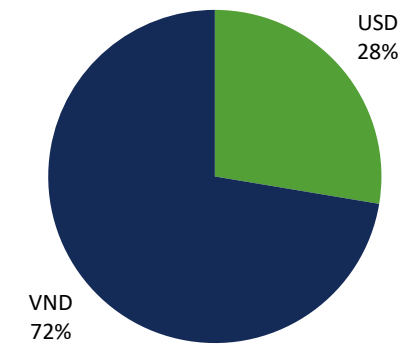
Note: Adjusted EBIT = EBIT + Financial Income



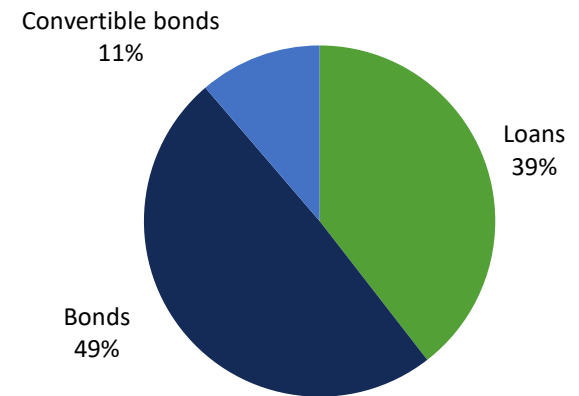
Debt Maturity Schedule (USD m)



Debt By Currency Mix (%)



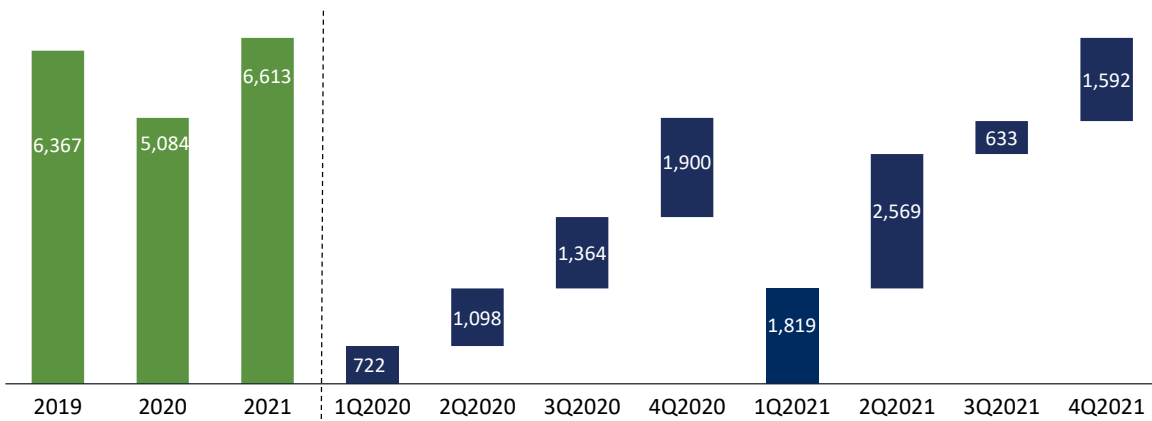
Debt Structure (%)



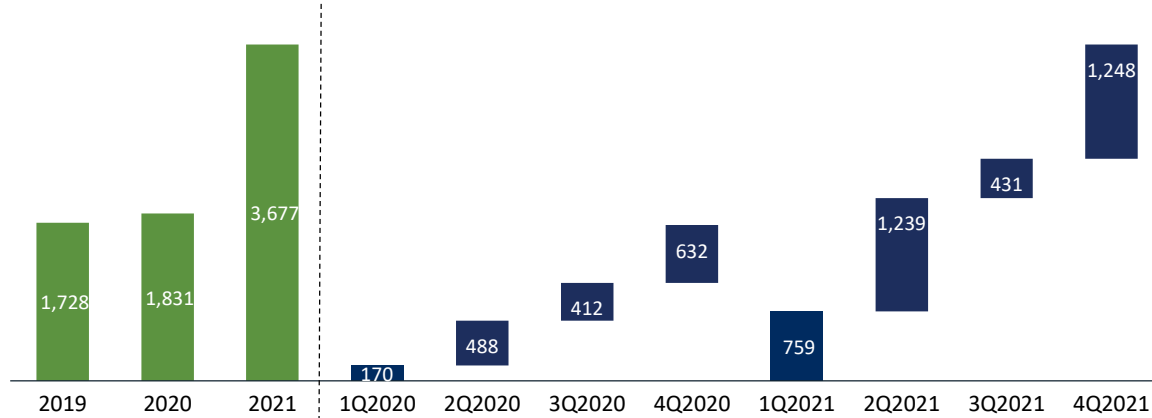
STRONG PRESALES IN 2021 DESPITE SEVERE LOCKDOWN



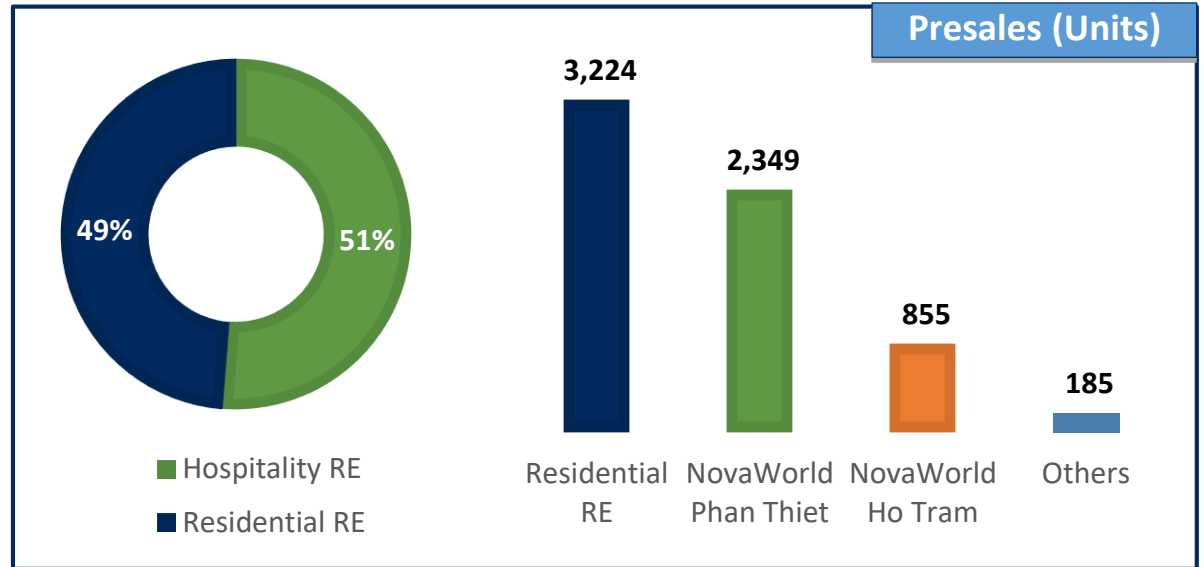
Presales Performance (Units); 30% y-o-y



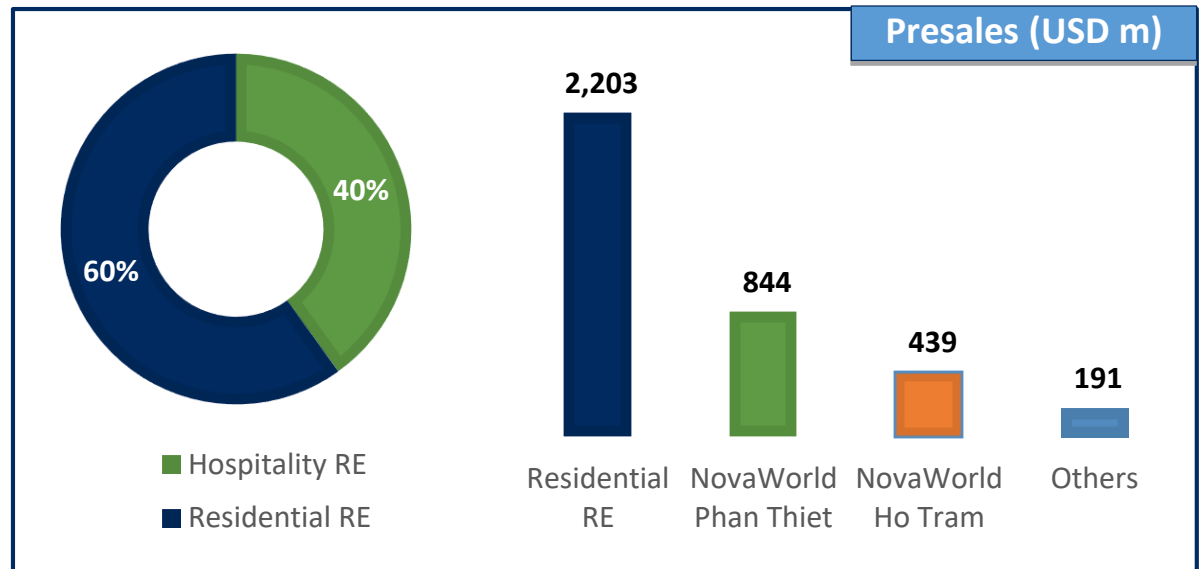
Contractual Value - Presales (USD m); 101% y-o-y



Presales (Units)



Presales (USD m)

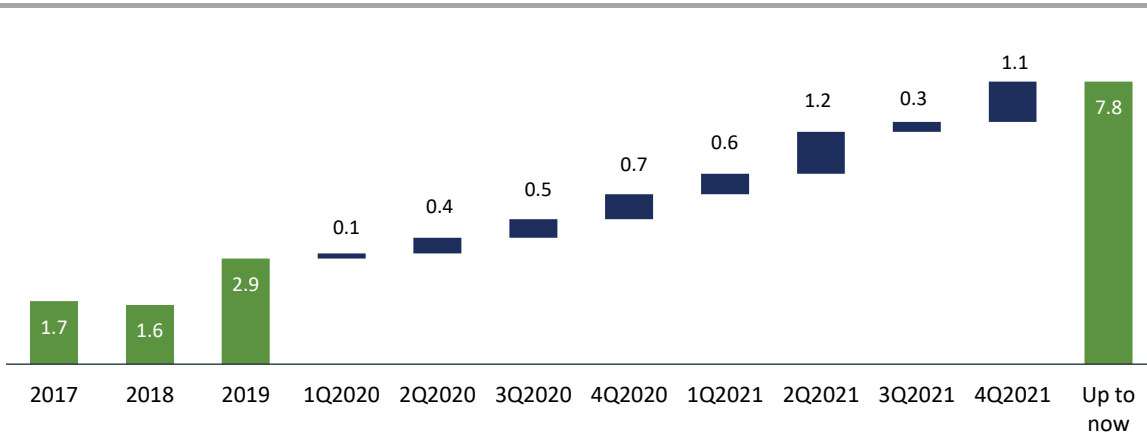


Source: Company information, as at 31 Dec 2021. USD/VND: 22,760

UNBILLED REVENUE REACHED USD 7.8 BILLION



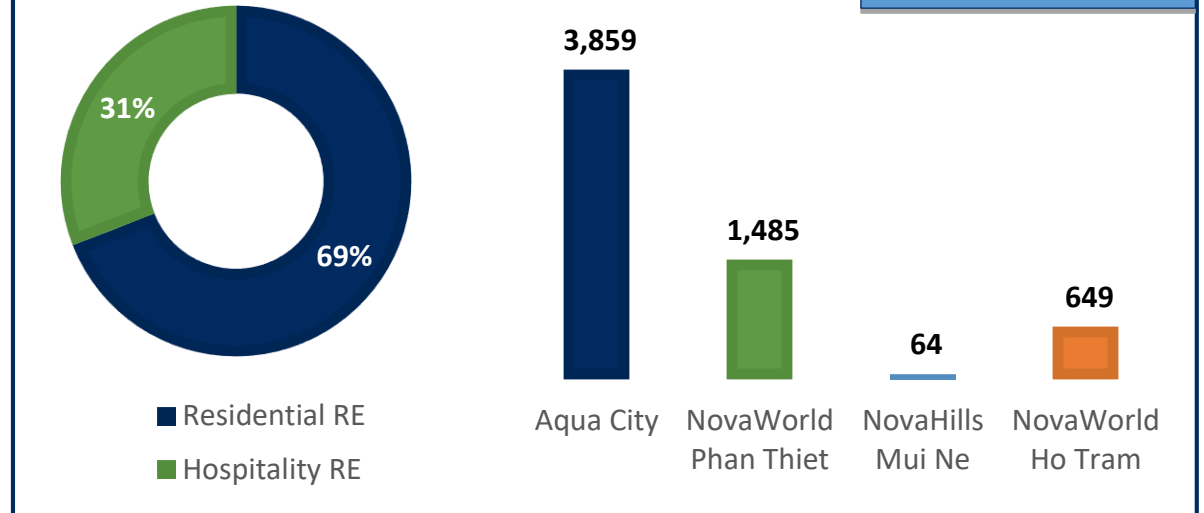
Unbilled Revenue (USD b)



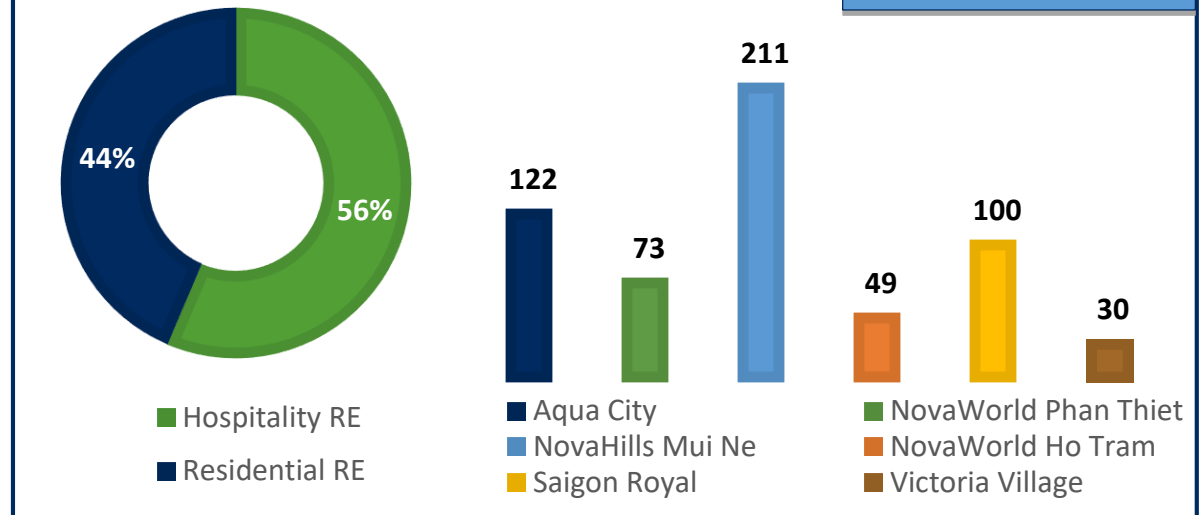
Units Handed Over in 2021



Unbilled (USD m)



Revenue (USD m)



Source: Company information, as at 31 Dec 2021. USD/VND: 22,760



THANK YOU

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