



♀ 65 Nguyen Du, Ben Nghe Ward, District 1, HCMC









Abbreviation

	Association of Chartered Certified
ACCA	Accountants
ACMF	ASEAN Capital Markets Forum
ADB	Asian Development Bank
AGM	Annual general meeting of shareholders
ASEAN	Association of Southeast Asian Nations
AUM	Asset under management
BOD	Board of Directors
CAGR	Compound annual growth rate
CBD	Central business district
CEO	Chief Executive Officer
CMIR	Capital markets and Investor relations
CPA	Certified Public Accountants
CPI	Consumer price index
CRO	Chief Risk Officer
CSR	Corporate social responsibility
EB	Executive Board
EBIT	Earnings before interest and tax
EBITDA	Earnings before interest, taxes,
	depreciation and amortization Excellence In Design For Greater
EDGE	Efficiencies
EGM	Extraordinary general meeting
ERP	Enterprise resource planning
FDI	Foreign direct investment
FS	Financial statement
GDP	Gross domestic product
GFA	Gross floor area
GSM	General shareholders' meeting
На	Hectare
НСМС	Ho Chi Minh City
HR	Human resource
HSX	Ho Chi Minh City Stock Exchange
IA	Internal audit
IFC	International Finance Corporation
IT	Information technology
JSC	Joint stock company
KPI	Key performance indicator
M&A	Mergers and Acquisitions
N.A	No applicable
NPL	Non-performing loan
NVL	Stock ticker of Novaland Group

Price-to-Book
Price-to-Earnings
Performance management system
PricewaterhouseCoopers Vietnam
Quarter
Quality assurance
Risk management
Return on assets
Return on equity
Return on sales
System application programing
Supervisory Board
State Bank of Vietnam
Small and medium enterprise
Sales and purchase agreement
Square meter
State Securities Commission of Vietnam
US Dollar
Vietnam Dong
 Vietnam Securities Depository

PB

PE

PMS

PwC Q QA RM ROA ROE ROS SAP SB SBV **SME SPA** Sqm SSC USD VND **VSD**

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25 YEARS ANNIVERSARY OFNOVALAND GROUP

The year 2017 marks the 25th anniversary of Novaland Group. From the very beginning, the Group has innovated to provide customers with the best products for the goal of contributing to a civilized and modern community.



Vision

To be a highly regarded, world-class real estate group, with strong and sustainable growth, contributing to a happy and prosperous society.



Mission

Our projects not only focus on square meters of construction, but also we design and create advanced communities with modern lifestyle and facilities, delivering a consistently higher standard of living for ourselves and for society.



Core values

INTEGRITY - EFFICIENCY - PROFESSIONALISM

2 Annual Report 2016

Key figures for 2016

Achieved the highest level ever and increased by

6,673

2015

10% over the same period in 2015

Unit: Billion VND

CAGR of 62%

2,802

2014

Projects

~10 million sqm (of which 5.5 million sqm of land bank)

NET PROFIT

~ USD 1.6 billion Market capitalization (as of December 31, 2016)

Unit: Billion VND

CAGR of 51%

16,094

2014

Growing of 37% over the same period in 2015

TOP 10 SHARES Representing MSCI Vietnam Index (*) and MSCI Vietnam Investable Market Index (IMI) (**)

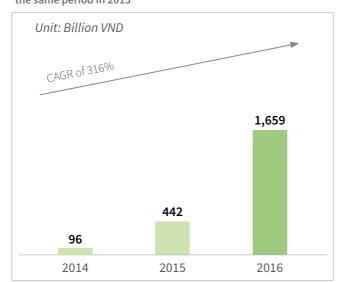
apartments in HCMC

NET REVENUE

7,359

AFTER TAX

Achieved a record growth rate of 275% over the same period in 2015



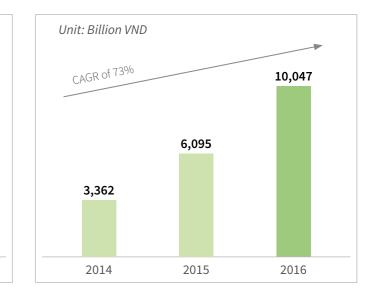
TOTAL ASSETS

36,527

2016

OWNER'S EQUITY

Growing of 65% over the same period in 2015

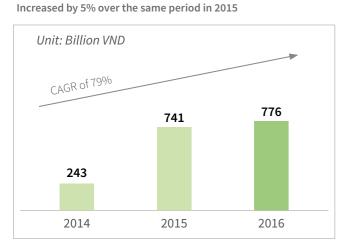


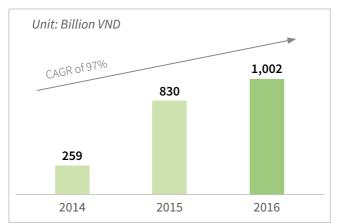
EBIT

2016

EBITDA

Increased by 21% over the same period in 2015





ROA

Achieved a record growth rate of 152% over the same period in 2015

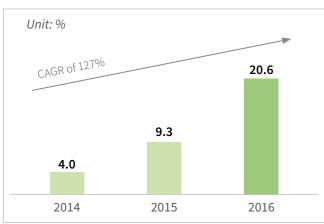
2015

26,570



(*) MSCI Vietnam Index: The Index consists of 10 share constituents and covers approximately 85% of the market capitalization. It is designed by ${\it MSCI}\ to\ measure\ the\ performance\ of\ large\ and\ middle\ market\ capitalization$ segments of the Vietnam market.

Achieved a record growth rate of 122% over the same period in 2015



(**) MSCI Vietnam Investable Market Index - IMI: The Index consists of 31 share constituents and covers approximately 99% of the market capitalization. It is designed by MSCI to measure the performance of middle and small market capitalization segments of the Vietnam market.

Source: Novaland Group

Financial highlights 2014-2016

Unit: Billion VND

BALANCE SHEET	2016	2015	2014
Current assets	30,289	18,133	14,353
Cash and cash equivalents	3,337	3,859	2,779
Short-term investments	965	819	207
Short-term receivables	9,636	6,059	3,135
Inventories	15,790	7,159	8,151
Other current assets	561	237	81
Long-term assets	6,238	8,437	1,741
Long-term receivables	912	3,306	965
Fixed assets	149	88	69
Investment properties	1,945	1,083	395
Long-term assets in progress	285	1,069	86
Long-term investments	375	1,585	21
Other long-term assets	2,572	1,306	205
TOTAL ASSETS	36,527	26,570	16,094
Liabilities	26,480	20,475	12,732
Short-term liabilities	15,011	13,354	9,907
Long-term liabilities	11,469	7,121	2,825
Owner's equity	10,047	6,095	3,362
TOTAL RESOURCES	36,527	26,570	16,094



Unit: Billion VND

INCOME STATEMENT	2016	2015	2014
Revenue	7,369	6,693	2,817
Net revenue	7,359	6,673	2,802
Cost of sales	(5,776)	(5,333)	(2,327)
Gross profit	1,583	1,340	475
Net operating profit	2,184	636	117
Net other (expense)/income	6	(28)	13
Net accounting profit before tax	2,190	608	130
Net profit after tax	1,659	442	96

FINANCIAL PERFORMANCE INDICATO	RS	2016	2015	2014
Liquidity ratios				
Current ratio	Times	2.0	1.4	1.4
Quick ratio	Times	1.0	0.8	0.6
Capital structure ratios				
Total debt to Total assets ratio	Times	0.72	0.77	0.79
Debt to Equity ratio	Times	2.6	3.4	3.8
Capacity ratios				
Inventory turnover	Turnover	0.5	0.7	0.3
Asset turnover	Turnover	0.2	0.3	0.2
Profitability ratios				
After-tax profit margin	%	22.5	6.6	3.4
ROE	%	20.6	9.3	4.0
ROA	%	5.3	2.1	0.8
ROS	%	29.7	9.5	4.2
Gross profit margin	%	21.5	20.1	17.0

Source: Novaland Group

Year in brief

JAN

- Groundbreaking ceremony for Serai Nova Phu Sa Resort in Con Au, Can Tho: The project consists of 30 bungalows and 47 time-share villas, along with dozens of facilities, marking a new milestone of Novaland Group in the hospitality industry.
- Groundbreaking ceremony and announcement of Botanica Premier, located at 108 Hong Ha, Ward 2, Tan Binh District, HCMC: This was one of the Company's largest projects in Western
- Novaland Group sponsored over VND 1.4 billion for People's Committees in HCMC, through community support and educational activities, contributing to build a better way of life for the City's residents.

- Announcement of Saigon Royal Residence, located at 34-35 Ben Van Don Street, Ward 12, District 4, HCMC: Given its prime location, this apartment, office-tel and commercial complex overlooks the downtown, Ben Nghe Canal and Saigon River.
- Announcement of Newton Residence and Lakeview City: Newton Residence is strategically located at the junction of Truong Quoc Dung and Nguyen Trong Tuyen Streets, in Phu Nhuan District, adjacent to Nguyen Van Troi arterial road.
- Announcement of Lakeview City, a 30 ha township, located on the frontage road along Long Thanh - Dau Giay Expressway.







- Opening new Show flats for The Sun Avenue Residence, 67 Mai Chi Tho, District 2, HCMC, providing customers with opportunities to experience luxury packages and build customer trust as well.
- Novaland Group organized a series of activities such as the Children's Festival for Residents of Lexington Residence and visitors, Show flat visits of The Sun Avenue Residence and Shopping day.

- The "Stylish living with Novaland" was organized by Novaland Group from May 20-22, 2016 in HCMC. The Exhibition attracted over 12,000 visitors, providing them with a wealth of first hand information about Novaland Group's ongoing and upcoming projects.
- Opening the Real estate Trading floor in District 2: This venue is designed to facilitate customers in transaction inquiries and project visits, especially the Company's projects in Eastern HCMC.

■ Topping out Tropic Garden Residence (Block A): Along with Lexington

Residence, Tropic Garden Residence is part of a group of projects in Eastern HCMC developed by Novaland Group, conveniently connected to many other projects in District 2, especially those under development, such as Lakeview City.



MAY

- Opening of Golf Park Residence's Show flat: It is a complex of villas and townhouses in Long Thanh My Ward, District 9, HCMC.
- Opening of the Show flat of Botanica Premier at 108 Hong Ha, Ward 2, Tan Binh District, HCMC. The Show flat provides customers a firsthand look at smart home technology exemplifying classy, modern interior design, remote management and wirelessly controlled home equipment, as well as the convenient security monitoring system.
- The "Novaland Friendship Golf Tournament 2016" was an exceptional sporting event, organized for the first time by Novaland Group as a thank you to supportive partners. On this special occasion, Novaland Group



also donated VND 2.2 billion to the Heart and Eye Surgery Program of the Southwest Association for the poor and mobilized VND 785 million from its 21 partners for Ms. Nhe's Scholarship Fund.

Residence: This is a key large scale project in Eastern HCMC included high-class apartment, office-tel and commercial.

Announcement of Tower 4

Central Tower of The Sun Avenue

8 Annual Report 2016

Year in brief

AUG

Novaland Group conducted many community support activities throughout the Country, such as the Citadel's Learning Promotion Festival in Can Tho City and the Sports Festival of the People's Committee of HCMC. The diversity of Novaland Group's community support activities revealed its practical contributions to society.



ОСТ



- Being awarded Southeast Asia's Best of the Best Residences for Lakeview City: The Award is presented in Southeast Asia by Dot Property, Asia's leading property portal.
- Novaland Group donated 5,000 sets of warm clothing to under privileged children in 5 flooded provinces in Central Vietnam.





- Topping out Lucky Dragon at Do Xuan Hop Street, District 9, HCMC.
- Grand opening the Real estate Trading floor District 3 at 205 Cach Mang Thang Tam Street, HCMC.
- The "Discover Novaland's Journey" at Gem Center, District 1, HCMC. This was also an opportunity for Novaland Group to sincerely thanks to its customers for their trust and support over the time.
- Joining hands with the community to bring happiness to all on occasion of the end of 2016, Novaland Group conducted many charitable activities in HCMC as well as several other provinces.

- Sponsoring the "Connecting the Volunteers 2016" Program with the participation of the Group's employees.
- Sponsoring the "Compassion" in District 3, HCMC.
- Sponsoring HCMC Women's Volleyball Team.
- Donating Christmas and Tet gifts to children in HCMC.
- On December 28, 2016, Novaland Group officially listed on HSX with 589,369,234 shares and a total value of VND 5,893,692,340,000. This was a special event and a great honor for the Company, marking the beginning of a new journey for Novaland Group.

SEP

- On the occasion of Novaland's 24th Anniversary (September 18, 1992 - September 18, 2016), the "Discovering Novaland's Journey" ran from September to the end of October 2016. Over 20,000 customers were attracted to the Event and thousands of prizes were awarded.
- Topping out Orchard Garden at 128 Hong Ha Street, Ward 9, Phu Nhuan District, HCMC: Continuing to affirm consumers and investors in the quality and progress of the Group's projects.
- Novaland Group conducted many community support activities, including the program "For Our Maritime Territory" which supported officers, soldiers and people of the Spratly Islands and DK1 Oil Rig.





NOV :..

- Novagroup Leadership Center was officially opened on November 2, 2016 in collaboration with the FPT Academy to carry out Novaland's training plans. The Center was established to develop and provide human resources with talents for the Group, increasing employee productivity, building up the next generation leaders to continue sustainable product and service quality improvement.
- Novaland Group officially launched its ERP System to further enhance professionalism, directly improving the departmental operational efficiency.
- Novaland Group continued to conduct a variety of charitable activities in education and community support.
 - Donating Galaxy Nursery to the People's Committee of District 4, HCMC;
 - Awarding the "Supporting the Valedictorians" scholarships;
 - Sponsoring the "Kindness and Compassion" in District 2, HCMC;



- Sponsoring the "Walk for the Poor" program in Phu Nhuan District, HCMC;
- Sponsoring the "City of Compassion Connecting Love" by donating gifts to poor households in Cu Chi and Can Gio District, HCMC for Tet holiday.

Awards and Accolades

Novaland Group has been recognized with numerous prestigious national and international awards, demonstrating the Group's continuing efforts in creating the highest quality products located at strategic locations, creating advanced living communities in comfortable, modern environments and contributing to the sustainable development of the whole society.



BCI Asia Top 10 Developers Awards

Novaland Group was selected as one of Top 10 Real Estate Developers in the BCI Asia Awards. This was the 4th consecutive time that Novaland Group was chosen as one of the most prominent real estate developers in Hong Kong, Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam.

Hosted by: BCI
Accepted in: May 2016



Top Brands

This was the second year Novaland Group was honored with Top Brands in Vietnam. The Award was presented by Global Trade Alliance (Global GTA), The Institute of Economic Research and Databank Center 1.

Hosted by: Global GTA, The Institute of Economic Research and Databank Center 1

Accepted in: October 2016



Asia Best Employer Brand Awards

Novaland Group was honored at the 7th Asia Best Employer Brand Awards 2016. It was presented by Employer Branding Institute, World HRD Congress and Stars of the Industry Group with the support of the strategic partner CHRO Asia and The Asia Confederation of Businesses.

Hosted by: Employer Branding Institute, World HRD Congress and Stars of the Industry Group, CHRO Asia and The Asian Confederation of Businesses **Accepted in:** August 2016



Vietnam HR Awards

Novaland Group was the only Vietnamese company in the Top three and honored in 3 categories: Good Working Environment, Excellent HR Planning and Recruitment and Good Compensation and Benefit Policies. Vietnam HR Awards 2016 was presented by The Newspaper of Labor and Social Affairs in collaboration of Talentnet, under the auspices of the Ministry of Labor, Invalids and Social Affairs.

Hosted by: Newspaper of Labor and Social Affairs of Talentnet Accepted in: September 2016



Southeast Asia's Best of the Best Residences

Lakeview City in District 2 was honored with Southeast Asia's Best of the Best Residences, along with other projects from Thailand, Malaysia, Philippines, etc. The event was presented by Dot Property, Asia's leading property portal.

Hosted by: Dot Property - Asia's leading property portal **Accepted in:** October 2016



Top 50 Vietnam The Best

Novaland Group was honored in the List of Top 50 Vietnam The Best of 2016, presented by Vietnam Report. Ranking criteria are based on revenue, growth rate, business operation efficiency and contributions to the Government budget.

Hosted by: Vietnam Report **Accepted in:** December 2016



Trusted Brands

Novaland Group was honored with Trusted Brands 2016. The Award was held by Vietnam Enterprise Institute in collaboration with InterConformity Assessment and Certification Company (Germany, EU).

Hosted by: Vietnam Enterprise Institute in collaboration with InterConformity Assessment and Certification Company (Germany, EU) Accepted in: December 2016



The Most Favorite Vietnamese Brands and Golden Brands in Real Estate

Novaland Group was honored with The Most Favorite Vietnamese Brands 2016 and Golden Brands in Real Estate by Saigon Giai Phong Newspaper. The Award recognized and honored the Group's contributions to the community and the country's development.

Hosted by: Saigon Giai Phong Newspaper **Accepted in:** January 2017



"Best of the Best" - Category
"The Best Property Developer
of the Year"

Novaland Group was honored for the first time with Best of the Best 2016. "The Best Property Developer of the Year" category. This is an important annual event hosted by The Robb Report Vietnam honoring the most popular premium brands in Vietnam.

Hosted by: Robb Report Magazine **Accepted in:** January 2017



Integrating and Developing Enterprise Award

Novaland Group was honored with Integrating and Developing Enterprise 2016 by The Ministry of Industry and Trade Interdisciplinary Steering Committee for International Economic Integration and the Editorial Board of the Communist Review. The Award recognized the Group's efforts in constantly innovating and improving service quality in the integration and development process.

Hosted by: International Economic Integration, Editorial Board of the Communist Review

Accepted in: January 2017

Key projects in 2016

2016 was an incredible year of Novaland Group. The launch of 4 key new projects with over 3,100 units comprised of apartments, townships, office-tels and commercials was significantly contributing to the success of the Group



In 2016, for the first time, Novaland Group introduced new product segments, including semi-detached villas, townhouses and shop houses in Lakeview City, which resonated within the real estate market in HCMC. The Company launched 4 key projects in 2016, including of Saigon Royal Residence (Central - District 4), Lakeview City (Eastern - District 2), Newton Residence (Western - Phu Nhuan District) and Botanica Premier (Western - Tan Binh District) with a high absorption rate of approximately 70%, contributing to Novaland Group's success in 2016. Along with those, the outstanding projects were The Tresor Residence (Central - District 4), The Sun Avenue Residence (Eastern - District 2), Sunrise Riverside (Southern - Nha Be) and RichStar (Western - Tan Phu District), etc. They have provided a solid base for achieving sustainable earnings to fulfill Novaland Group's medium and long-term business goals.



Saigon Royal Residence



Lakeview City



Newton Residence



Botanica Premier



The Tresor Residence



The Sun Avenue Residence



Sunrise Riverside



RichStar

Projects launched in 2016

Saigon Royal Residence, District 4



Overview

Saigon Royal Residence is a mixed-use development of Apartment - Office-tel -Commercial located in a favorable location in District 1, HCMC's most bustling area. Every apartment enjoys excellent city center views, Ben Nghe Canal and Saigon River. The project is located on the frontage of Ben Van Don Street, District 4 and is part of a 930 ha HCMC Center Project, with short connections via Mong Pedestrian Bridge and Khanh Hoi Bridge to HCMC's financial and commercial center, including the SBV, HSX, Ben Thanh Market, Nha Rong Wharf, etc. As such, Saigon Royal Residence possesses a prime location at the City's Southern gateway to the bustling center, known as the "Wall Street" of District 1, accentuating Novaland Group's long-term investment strategy.

Project details

Owner: Nha Rong Investment and Commercial JSC (A Subsidiary of Novaland Group)

Location: 34-35 Ben Van Don Street, Ward 12, District 4, HCMC

Scales:

 Development type 	Apartment, Office-tel, Commercia
• Land area	6,669 sqn
• GFA	73,566 sqn
 Number of storeys 	3.
 Nunber of units 	76
 Unit size 	55, 80, 90, 100, 110, 170 sqn

Launched:April 2016Units sold:68% as of end of December 2016Legal status:1:500-scale model and construction permitExpected completion date:Q1/2019

Lakeview City, District 2



Overview

Lakeview City, Novaland's very first township project, is located on Song Hanh Street frontage in District 2. The 30 ha site is accessible via Long Thanh - Dau Giay Expressway and Hanoi Highway, the township development will be among the first to embrace a unique healthy live-work-play lifestyle. The integrated township includes villas, townhouses and shophouses with a variety of commercial facilities and institutional complex. Lakeview City is expected to offer Residents a very convenient living environment when completed.

The project's master plan boasts an abundant 60% of space dedicated as green and public, set off by a 3.6 ha lake improving the micro climate and freshening air. Targeting to the middle class, the 1st phase of the Township is expected to be delivered in Q1/2017.

Project details

Owner: The 21st Century International Development JSC (A Subsidiary of Novaland Group)

Location: Frontage of Long Thanh - Dau Giay Expressway, An Phu Ward, District 2, HCMC

Scales:

scales:	
 Development type 	Township, Commercial
 Land area 	301,060 sqm
• GFA	341,558 sqm
 Number of units 	988
 Unit size 	270 sqm

Launched: April 2016 **Units sold:** 57% as of the end of December 2016 **Legal status:** 1:500-scale model and construction permit **Expected completion date:** Phase 1: Q1/2017





Projects launched in 2016

Newton Residence, Phu Nhuan District



Overview

The Newton Residence is located in a strategic location at the heart of Phu Nhuan District, precisely at the intersections of Truong Quoc Dung, Nguyen Trong Tuyen and Nguyen Van Troi Streets. This is a complex of apartments, commercials, office-tels with high end internal facilities including restaurants, café, kindergartens, gyms, swimming pools, spas, supermarkets, etc. This project's soul is the fresh and cool living environment, provided by the City's nearby green expanses of Hoang Van Thu Park, Gia Dinh Park and the lush grounds of Military Base 7. The Newton Residence is sophistically and ergonomically designed, optimizing usage, ensuring natural light in all rooms, as well as great panoramic views. The limited number of apartments ensures high commercial value for the project.

Project details

Location:	38 Truong Quoc Dung Street, Ward 8, Phu Nhuan District, HCMC
Scales:	
 Development type 	Apartment, Office-tel,
	and Commercial
 Land area 	2,732 sqm
• GFA	24,588 sqm
 Number of storeys 	20 - 22
 Number of units 	247
 Unit size 	75, 95, 100 sqm

Launched:April 2016Units sold:39% as of end of December 2016Legal status:1:500-scale model and construction permitExpected completion date:Q1/2019





Q4/2018

Overview

Located near Gia Dinh Park, next to Tan Son Nhat International Airport and at the intersection of major routes such as Pham Van Dong and Hong Ha Streets, the Botanica Premier is a high-end apartment project with convenient traffic connections to other Districts, including Go Vap, Binh Thanh, Phu Nhuan Districts and District 10. Its most striking feature is the "Smart Home" design, with integrated automated remote control and monitoring systems in every apartment, providing Residents with a convenient and modern lifestyle.

Project details

Owner: Nova Sasco Co., Ltd.

(A Subsidiary of Novaland Group)

Location: 108-112B-114 Hong Ha Street, Ward 2, Tan Binh District, HCMC

Scales:• Development type

Expected completion date:

Development type Apartment, Office-tel, and Commercial
 Land area 16,848 sqm
 GFA 94,443 sqm
 Number of storeys 20
 Number of units 1,109

Number of units
 Unit size
 50, 55, 65, 70, 90 sqm

Launched:January 2016Units sold:67% as of end of December 2016Legal status:1:500-scale model and construction permit





Outstanding projects in 2016

The Tresor Residence, District 4



Overview

Located at Ben Van Don Street, The Tresor Residence possesses a strategic location facing the SBV and the "Wall Street" of District 1, as well as iconic buildings like HSX and Bitexco Tower, among others. The project offers many advantages over other projects including a modern overflow pool, gyms, an open garden café, children's playground, lounge, as well as luxury restaurants and a commercial center. The Tresor Residence promises a relaxing and comfortable living environment with natural light and air-flow in all rooms, logical arrangement of internal facilities and advanced technology to improve the Resident's quality of life.

Project details

Phu Viet Tin Co., Ltd. Owner: (A Subsidiary of Novaland Group)

Location: 39 Ben Van Don Street, Ward 12, District 4, HCMC

cales:	
 Development type 	Apartment, Office-tel
	and Commercia
 Land area 	6,202 sqm
• GFA	64,738 sqm
 Number of storeys 	33 (Block 1), 18 (Block 2
 Number of units 	723
• Unit size	60, 65, 75, 120 sqm

December 2014 Launched: Units sold: 88% as of end of December 2016 Legal status: 1:500-scale model and construction permit **Expected completion date:** Q4/2017



The Sun Avenue Residence, District 2



Gia Phu Real Estate Co., Ltd.

Overview

The Sun Avenue Residence, An Phu Ward, District 2, is located at the administrative center of Thu Thiem and stretches over 500 meters alongside Mai Chi Tho Avenue. This location ensures convenient traffic connections, surrounded by arterial routes including Long Thanh - Dau Giay Expressway, the Inner Belt Road and is directly connected to Thu Thiem Tunnel, which leads to downtown District 1. The Sun Avenue Residence enjoys all modern facilities of Thu Thiem New Urban Area such as a sports complex, financial culture, leisure and tourism center. The spacious design with panoramic views over the greenery and waterways of the City center optimizes the value of the modern high style living space. Moreover, the sophisticated and innovative design also highlight the open, unrestricted views. With its contemporary, cozy and sophisticated design, The Sun Avenue Residence offers its Residents a true sense of a futuristic lifestyle.

Project details

Owner:

	<u> </u>
Location:	28 Mai Chi Tho Street, An Phu Ward,
	District 2, HCMC
Scales:	
 Development type 	Apartment, Office-tel,
	and Commercial
 Land area 	38,385 sqm
• GFA	268,363 sqm
 Number of storeys 	28 - 30
 Number of units 	2,880
 Unit size 	55, 75, 90, 105 sqm
Launched:	January 2015

Units sold: 69% as of end of December 2016 **Legal status:** 1:500-scale model and construction permit **Expected completion date:** Q1/2018



Outstanding projects in 2016

RichStar, Tan Phu District

Sunrise Riverside, Nha Be

Overview

The Sunrise Riverside is located at Nguyen Huu Tho Street, Phuoc Kien Ward, Nha Be District, HCMC, with convenient traffic connections, surrounded by arterial roads. Major infrastructure projects including the tunnel and the overpass at the intersection Nguyen Van Linh and Nguyen Huu Tho Streets are expected to be completed in 2018, almost at the same time as the completion and handover of Sunrise Riverside. Sunrise Riverside is located within the Tran Thai residential area, bordered by Saigon South residence and only 5 kilometers away from the administrative center of the City, enjoying the progressive infrastructure and the synchronized planning, being easily connected to Sunrise City and modern external facilities such as Lotte Mart, SC Vivo City, FV Hospital and many international schools, are formed a civilized and fashionable township. The development consists of 8 towers laid out in a 'V' shape, each with full modern internal facilities including a playground, supermarket, health care services and a 2,250 sqm swimming pool highlighting the design. Sunrise Riverside Residents will enjoy fresh air thanks to its location adjacent to Rach Dia River.



Project details

Anh Sao Real Estate Co., Ltd. Owner:

Location: Nguyen Huu Tho Street, Phuoc Kien Ward, Nha Be, HCMC

Scales:

Apartment, Office-tel, Development type Commercial Land area **39,305** sqm • GFA **283,420** sqm Number of storeys 20 - 25 Number of units 3,117 • Unit size **55, 70, 80, 90, 95, 120** sqm

Launched: September 2015 Units sold: 45% as of the end of December 2016 Legal status: 1:500-scale model and construction permit

Expected completion date: Q2/2018



Overview

The RichStar complex has a frontage stretching over 250 meters in the center of Tan Phu District, located at the intersection of Hoa Binh and To Hieu Streets with convenient traffic connections thanks to surrounding arterial roads: Luy Ban Bich (the first underground electrical grid route in Tan Phu District), The Tan Hoa - Lo Gom canal and the HCMC Southwest gateway. RichStar is surrounded by modern external facilities including Aeon Mall, Co.op Mart, Big C, various schools, English centers, banks, hospitals, cinemas and Dam Sen Park, providing residents with maximum comfort and an enhanced quality of life. Along with the advantages local infrastructure, RichStar also possesses many high-class facilities including a 1,700 meters overflow pool, gym, restaurants, cafés and community center.

Project details

Owner: Nova Richstar JSC (A Subsidiary of Novaland Group)

Location: 278 Hoa Binh Street, Hiep Tan Ward, Tan Phu District, HCMC

Scales:

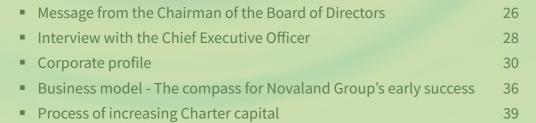
Scales:	
 Development type 	Apartment and Commercia
 Land area 	27,031 sqn
• GFA	208,138 sqn
 Number of storeys 	2:
 Number of units 	1,95
 Unit size 	50, 65, 80, 90, 95 sqn

Launched: November 2015 Units sold: 65% as of end of December 2016 Legal status: 1:500-scale model and construction permit **Expected completion date:** Q4/2018











Message from the Chairman of the Board of Directors



Mr. Bui Thanh NhonChairman of the Board of Directors

Every country has its own mighty iconic brands. With our Core values of "Intergrity - Efficiency - Professionalism", Novaland Group has been doing its best to become a strong real estate group thriving in line with the Country. The Group's success promises to provide its shareholders with outstanding values.

Dear Valued Shareholders, Investors and Partners,

On December 28, 2016, Novaland was officially listed on HSX, marking a new milestone for Novaland on the occasion its 25th anniversary.

The Annual Report of 2016 is an opportunity for Novaland to transparently communicate the state of the Company. At Novaland, all activities have been based on our Core values: Integrity - Efficiency - Professionalism. Integrity is expressed by being responsible; thinking and doing exactly what we say, not being deceitful for our own benefits and not causing harm to others. Efficiency is expressed specifically through the business results. Professionalism facilitates the focus of our expertise in achieving the best results for our clients and ourselves.

Novaland is a reliable brand engaging in real estate development and investment, providing a wide range of products at strategic locations in HCMC. To mark its 25-year milestone, Novaland Group successfully overcame market challenges with outstanding results. In 2016, Net

revenue reached VND 7,359 billion, an increase of 10% compared to the same period last year; Total assets of VND 36,527 billion, an increase of 37% year on year.

Thanks to effective risk management and flexible strategies, Novaland overcame the global crisis in 2008. The focus on medium-scale projects with high liquidity associated to available infrastructure facilities in strategic locations of HCMC has supported Novaland in the its development stage even during the crisis. Since its first project - Sunrise City in District 7, over 40 projects have been developed by Novaland through the end of 2016.

In 2015, thanks to a professional, honest and productive team, Novaland met the target of supplying 5,000 medium and high-class apartments, before entering the 2nd phase. Novaland is currently enhancing additional commercial investment and hospitality as its long-term sustainable development strategy to generate stable cash flow for years to come.

Before entering the 2nd phase, Novaland is currently enhancing additional commercial investment and hospitality as its long-term sustainable development strategy to generate stable cash flow for years to come.

With the advantage of pioneering prompt M&A activities, Novaland's business performance will be very stable, continuing through the end of 2020, achieving target projections for 2017 and 2018 based on projects sold in 2014, 2015 and 2016. Thanks to our land bank of more than 10 million sqm of GFA, Novaland will continue its development for the next 5 years.

Sustainable development is the guiding principle of our business operations. We fully comply with laws and environmental protection regulations, supporting the interests of the community and so on. All activities are based on honesty to provide consumers with high quality services, products and time-added values.

For shareholders, Novaland commits to profitable operation, providing shareholders with consistently satisfactory returns paired with truthful, timely and transparent information.

At Novaland, human resources are the most precious assets to develop and preserve. Novaland strives to create the best working environment for all employees. In 2016, Novaland was honored with 3 HR Awards: Working Environment; Human Resources Planning and Recruitment; Salary and Benefit Policies. In 2016, Novaland Group also established Novagroup Leadership Center, as part of human resource development strategy to manage talents, provide qualified employees, strengthen staff quality, build future leaders, improve corporate governance and ensure that human resources

remains a valued business component. The improvement of benefits, compensation and positive remuneration policies for employees was implemented in tandem with a series of internal projects, organized by consulting units to reestablish processes, KPI and SAP, with the goal of making Novaland become the best workplace in Vietnam. Additionally, we are also working to implement Paperless Office Strategy in 2018.

On behalf of the BOD, I sincerely wish to thank Shareholders and Investors for your trust with Novaland and joining us on our path to become "a highly regarded world-class real estate group, with strong and sustainable growth, contributing to a happy and prosperous society."

Yours sincerely,

Bui Thanh Nhon

Chairman of the Board of Directors

Interview with the Chief Executive Officer



Mr. Phan Thanh Huy Chief Executice Officer

Could you please share some information about Novaland Group's 25-year journey to achieve current performance?

At the HSX listing cermemony, Novaland's Founder, Mr. Bui Thanh Nhon, stated that: Over the past 25 years, the achievements shown by figures have not made us as proud as building a very specific culture. This culture has manifested itself as Novaland's Core values: Integrity - Efficiency - Professionalism and has become the baseline for all Novaland activities. Integrity is the honesty, which has helped us to strengthen our team, respect laws, not deceive customers and shareholders and not go against the public interest in order to ensure sustainable development.

One of our most memorable milestones was the year 2009 when Novaland Group officially kicked off the Sunrise City in District 7, HCMC with an investment capital of USD 500 million. This is a model complex project with worthy service quality which has marked and built the reputation of Novaland in the field of real estate investment and development in HCMC.

Up to now, Novaland has completed 6 complex projects and owns a portfolio of over 40 projects with diversified products including apartment, office-tel, commercial, villa, town house, hospitality, etc. at key strategic locations in HCMC and other provinces.

Novaland's official listing on HSX on December 28, 2016 was a significant event, marking milestone of Novaland on a new journey signifying that Novaland is now ready for the integration phase.

There are many large domestic and foreign companies joining Vietnam real estate market, how can Novaland stand out from its rival companies?

Our decisive factor to succeed in the market is making a difference. We do not call them "rivals", we actually care about their results to build a suitable strategy for our development plan. Novaland Group's business philosophy is to always be consumer-focused in every activity. We always place ourselves in the customer's position while developing products to bring clients the most practical benefits. Our belief is that, the trust given to Novaland by customers is an important factor contributing to Novaland's current success. So far, Novaland has attracted over 120,000 customers who seek out what we offer, generating more than 15,000 loyal customers. In particular, trust connects trust, with more than 50% of successful transactions in recent years, coming via word of mouth from previously satisfied customers.

We believe that development must align with quality. At Novaland Group, we "grow up with quality", controlling the quality of services and products to meet customer needs. The motto "Customer First" matching with our Core values of "Integrity - Efficiency - Professionalism", which is consistently shown during the comprehensive customer service and care process.

Novaland's difference and main marketplace advantage is that the Group has developed its own team of over 600 real estate consultants with top skills, professional working style and dedication to honesty which always put the customer's benefits top priority while advising and conducting transactions.

We have built a consistent and suitable corporate culture throughout the system. As I shared, we develop with quality in mind. Product quality and customer satisfaction are always the most accurate measure of sustainable development, the success and reputation of Novaland's brand name

We have dedicated our resources and shown our devotion to investing in Transaction offices and Show flat, both in size, quantity and quality, with 1 Representative office, 10 Trading floors and 3 Branches in almost every District in HCMC. This effort is aimed to creating the maximum customer convenience in order to access our products and seek information. We always look for ways to give our customers the highest quality products and services.

❖ Novaland has recruited more than 2,200 employees, over 600 real estate consultants and a network of Representative offices, Trading floors, Branches across HCMC. Such a great network! How do you control the quality of their work to improve the Group's performance through innovation and talent management?

We have built a consistent and suitable corporate culture throughout the system. As I shared, we develop with quality in mind. Product quality and customer satisfaction are always the most accurate measure of sustainable development, the success and reputation of Novaland's brand name.

Over 25 years of development, we have proudly built a dedicated team who have close attachment to the organization, being highly disciplined, highly qualified, fitting into a very specific corporate culture. Novaland Group has good training and staff relations policies to ensure that staff are well-prepared to serve clients, all looking in one direction and developing with our common corporate culture, proudly overcoming difficulties and training themselves to become highly productive people. We understand that human resource is the Group's most precious asset. Therefore, the Novagroup Leadership Center was opened to train people with Integrity - Efficiency - Professionalism in mind to timely meet the development needs of Novaland, especially during the integration period.

❖ The market in 2017 is forecasted fierce competition, how has Novaland planned to cope with difficulties appropriately during the integration period?

For us, internal forces are important. Preparing financial resources, improving cash flow, enhancing professional management teams, building systems and processes, managing risks, etc. are our core focus. On the 25-year sustainable development stage, Novaland has trained a professional team for project development and management, financial management, risk management, technology application, process and system building in accordance with international standards.

For healthy capital resource, Novaland listed on HSX on end December 2016. Novaland's development strategy consists of 3 phases: Phase 1 (2007-2015), focused on developing 5,000 housing products for the market; Phase 2 (2016-2025), continues to be based on core housing products, Novaland developes more commercial and hospitality to achieve a stable daily cash flow; Phase 3 (2025 and beyond), Novaland will expand its area and focus on developing smart townships with modern utilities and infrastructure connections.

The reversion of the hospitality is now also one of the new developments of Novaland Group. To ensure the interests of customers and investors, Novaland is very cautious in choosing and developing this new portfolio. Many opportunities are opened with ideal locations and high profitability index for projects in Can Tho, Vung Tau, Da Lat, Da Nang, etc.

With home field advantage and careful preparation, we are ready for the integration period and will grow with the development of the Country. Gradually, Novaland will become a world-class international real estate Group with a prestigious position on the international stage, strong development linkages within Vietnam and the ability to contribute to the creation of happy and prosperous lives in the community.

Thank you!

Corporate profile

Overview

Business Registration Certificate No.: 0301444753

Charter capital: VND 5,961,992,340,000

Owner's equity:
VND 10,046,890,137,071

Address: Novaland Group Office Building,

65 Nguyen Du, Ben Nghe Ward,

District 1, HCMC

■ Telephone: 0906 35 38 38

■ Email: info@novaland.com.vn

Website: www.novaland.com.vn

Stock ticker:
NVL



has been a prominent company in real estate investment and development in Vietnam. Throughout its 25 years of operation, Novaland Group has become a prestigious real estate investment and development company with diversified portfolios covering apartment, townhouse, villa, commercial, office-tel, township and hospitality. These projects are located at strategic locations in HCMC and other provinces in Vietnam.

Established on September 18, 1992 (formerly known as Thanh Nhon Trading Co., Ltd.), Novaland Group

Novaland Group currently has over 40 projects, which includes 6 completed projects of mid and high end complexes that have been handed over and are now in use. Novaland always understands consumer interests while developing a new project and creating criteria that meet international standard for each project, in order to offer the best products for customers and ensure the positive results of long-term investment. Novaland's projects have been equipped with the following 5 key elements: (1) Strategic locations with diversified facilities; (2) Reasonable and competitive prices (3) Rational planning and design (4) Well-managed quality and construction progresses (5) Guaranteed liquidity capability and high profitability. Therefore, its products have gained the customer trust through time, such as: Sunrise City (District 7), The Sun Avenue Residence and Lakeview City (District 2), Icon 56 (District 4), The Prince Residence (Phu Nhuan District) and many more.

Code of conduct

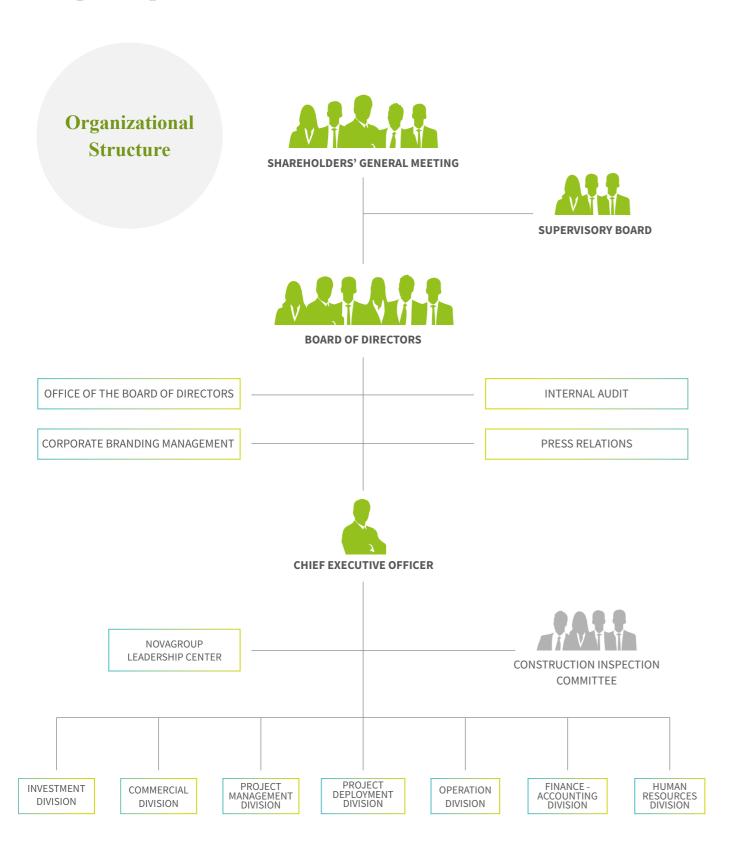
Each corporation has a unique culture. At Novaland, the BOD and the BOM are responsible for taking care of the employees and each employee is responsible for taking care of our customers by providing excellent products and advanced customer services. Novaland is a professional and highly consistent team. Behaviors must comply with this Code of conduct. Everybody has the right to their own freedom but they must not adversely affect others.

This special culture is clearly represented in its Code of conduct and regulated by the standard ethical behavior in order to preserve Novaland's Core values: **Integrity - Efficiency - Professionalism**. This Code of conduct regulates basic rules, ethical standards and conduct that the Group expects all of its employees to observe and implement in their daily activities. Besides that, these regulations also reflect the commitment between Novaland Group and its customers, partners, shareholders and the State.

Novaland's staff, customers, partners and shareholders can visit our website: https://www.novaland.com.vn/en-US/about-us to learn more about the Code of conduct and contact us at 0903 999 119 or email to nvl@novaland.com.vn to share any information about any situation that may violate Novaland Group's Code of conduct.

Office building of Novaland Group at 65 Nguyen Du st., District 1, HCMC

Corporate profile



Business lines and location

BUSINESS LINES

Under the Business Registration Certificate, the Group is operating in the following industries:

No.	Business lines	Code based on VSIC (Level 4)
1	Real estate trading Detail: Property sales , according to Item 1, Article 10, Law on Real Estate Trading	6810 (Main)
2	Building construction Detail: High-rise buildings (CPC 512)	4100
3	Advisory, brokerage, real estate auction and auction of land use rights Details: Brokerage, advisory, advertisement, property management, trading floors	6820
4	Consulting related to computers and computer management systems Detail: Computer services and other related services (CPC 841 - 845, 849)	6202
5	Management consultancy Detail: Management consulting (CPC 865, excluding financial, accounting and legal consultancy)	7020
6	Architectural and engineering activities and technical consultancy Detail: Project management, supervision and construction inspection	7110
7	Railway and road construction Detail: Civil constructions (CPC 513)	4210
8	Demolition Detail: Deconstruction services (CPC 5112)	4311
9	Construction completion Detail: Completion of high-rise buildings (CPC 517)	4330
10	Other specialized construction activities Detail: Other construction services (CPC 515, 518)	4390
11	Other specialized construction activities Detail: Other construction services (CPC 515, 518)	3700
12	Handling and disposal of non-hazardous waste Detail: Handling and disposal of wastes (CPC 9402) (not at the headquarters)	3821
13	Repair of electronic and optical equipment Detail: Repair, maintenance of mechanism (excluding ships, aircraft or vehicles and other transport equipment) (CPC 633) (except for mechanical processing, recycling, electroplating at the headquarter)	3313
14	Short-stay accommodation Detail: Short-stay accommodation (CPC 64110) (not at the headquarters)	5510

BUSINESS LOCATION

Until 2016, Novaland Group has developed more than 40 real estate projects of various types, focusing on the locations in HCMC and other provinces such as Can Tho.

Novaland Group currently has a network of 10 Trading floors located at strategic locations in most of the Districts in HCMC, which makes it more convenient for its customers. In the near future, The Group will expand its network to other places in HCMC as well as other provinces nationwide to provide better customer service.

Corporate profile

History and **Development** 2011

Groundbreaking: Tropic Garden, No. 49, Road 66, adjacent to Nguyen Van Huong Street, Thao Dien Ward, District 2, HCMC

2012

Handed over: Sunrise City -South Towers, 23-25-27 Nguyen Huu Tho Street, Tan Hung Ward, District 7, HCMC

1992

Established: Thanh Nhon Trading Co., Ltd.

1995

Completed 9 villas for rent in Thao Dien Ward, District 2, HCMC

Joined with Filipino partner to create Bio-Pharmachemie Joint Venture Company, expanding the local and international distribution network of veterinary medicine

2007

Restructured and merged Subsidiaries operating in 2 key fields:

- ANOVA Corporation: Operating in the field of cattle farming, cattle feed, veterinary medicine, vaccines and developing a value chain for safe, traceable food
- Novaland Group: Operating in the real estate field

2009

Charter capital: VND 1,200 billion

Groundbreaking: Sunrise City, Nguyen Huu Tho Street, District 7, HCMC

2013

Announced 2 projects:

- The Prince Residence: 17-19-21 Nguyen Van Troi Street, Phu Nhuan District, HCMC
- Lexington Residence: 67 Mai Chi Tho Street, An Phu Ward, District 2, HCMC

2014

Charter capital: VND 2,300 billion

Developed 7 Projects: Galaxy 9 Residence, Icon 56, Rivergate Residence, The Sun Avenue Residence, Lucky Palace, GardenGate Residence and Orchard Garden

Operation network: 12 Trading floors in HCMC

2015

Charter capital: VND 3,682 billion Total assets: VND 26,570 billion

Handed over 6 projects: Galaxy 9 Residence, Icon 56, Lexington Residence, Tropic Garden Residence, Sunrise City and The Prince Residence

Developed 10 projects: Golf Park Residence, Sunrise Cityview, Sunrise Riverside, Kingston Residence, Golden Mansion, Orchard Parkview, The Botanica, RichStar, Madison* and The Park Avenue*

2016

Charter capital: VND 5,962 billion Total assets: VND 36,527 billion

Announced 4 Projects:

Saigon Royal Residence, Lakeview City, Newton Residence and Botanica Premier

Operation network: 1 Representative office, 10 Trading floors, 3 Branches - Trading floors

(*) Collaborative project

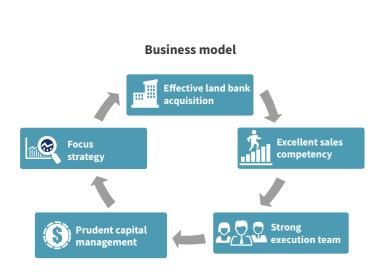
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Business model

The compass for Novaland Group's early success

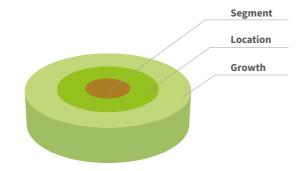
During 25 years of development, Novaland is now a prestigious real estate investment and development Group. 2016 was a highly successful year for the Company thanks to the efforts and determination of the Management Board and all employees. Listing on HSX on December 28, 2016 marks the beginning of a new journey for Novaland Group. From the very early days, the Group has applied a dynamic and active business model bringing great success and promising development and achievement. There are 5 basic elements of Focus strategy, Effective land bank acquisition, Excellent sales competency, Strong execution team and Prudent capital management to produce synergy and bring success to the Group.

With years of experience developing real estate, the Management Board makes consistent decisions according to each development period in relation to land acquisition, construction, product launch and delivery. The Group executes a Focus strategy to ensure its business model operating swiftly and effective cost control, which leads to success in providing customers with good products at competitive prices.



1. Focus strategy

Aiming to become "a highly regarded world-class real estate group with strong and sustainable growth, contributing to a happy and prosperous society", the Management Board has designed a Focus strategy in its business model. The Company has focused on mid and high end segments with high quality living spaces in strategic locations across HCMC. Novaland Group's development types are included of residential, township, office-tel, commercial and hospitality.



2. Effective land bank acquisition

In order to lower the COGS and increase product absorption rate, Novaland's M&A activities focus on acquiring potential projects of medium scale with complete legal status at prime locations to shorten project development process in order to effectively reduce expenses. The experienced team conducts comprehensive due diligence and deal structure, helping Novaland Group successfully obtain the target projects.

To ensure an efficient M&A process, Novaland Group's land bank is mostly accessed by:

Proactive search for potential project sites

Comprehensive due diligence and deal structure

Speedy transfer

Strong competitive advantages

(1) Buying back from private companies wishing to restructure their business systems; (2) Buying shares of state-owned enterprises which would like to divest from non-core businesses; (3) Acquiring from real estate developers in need of restructuring their project portfolio; (4) Projects which are NPL to be cleared bad debt.

The process of buying projects and land banks is successfully conducted through bilateral negotiations thanks to Novaland Group's reputation and strong growth. These competitive advantages have been proven over time.

3. Excellent sales competency

Differing from most competitors, who usually hire sales via real estate brokers, Novaland Group constantly develops its own sales team through a strict selection process, professional criteria and practical training courses. The Group's sales team is able to consult a variety of customers, recommend suitable properties and provide financial support packages through partnership banks as per client demand. Novaland now possesses a sales team of more than 600 staffs providing one-stop service to clients to find the appropriate products and financial arrangements. In 2016, Novaland Group's sales team excellently met their targets with more than 8,000 units sold, accounting approximately 23% of HCMC's market share, according to CBRE Vietnam.

The dedicated market research team has been actively mornitoring market trends and providing accurate, on-time information for the Management Board to make investment decisions, launch schedules and sale strategies. As a real estate developer, Novaland remains awaring that the

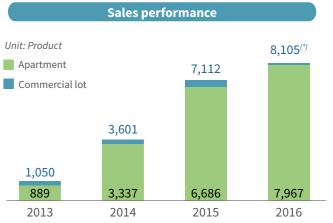
operation and project management are crucial factors to customer decision. Therefore, Novaland Group has joined with Proman Property Management Company, with a team of professional and highly experienced employees in order to provide the project management services to keep properties well-maintained after delivery. It also supports an ideal environment for its citizen and the surrounding areas.



600+ Sales specialists

10 Real estate trading floors (HCMC)

1st Vietnamese real estate developer with successful sales training system



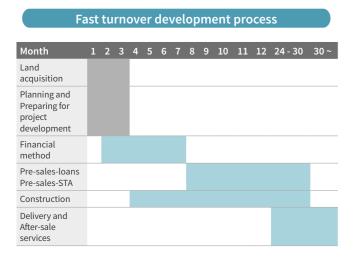
(*) Including 588 products from Collaborative projects

Source: Novaland Group

Business model

The compass for Novaland Group's early success

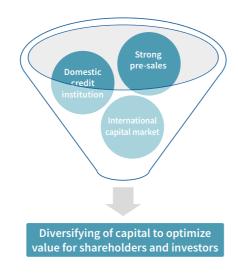
4. Strong execution team



Novaland Group mobilizes all human resources to optimize project deployment timeline from the beginning of land acquisition to delivery and after-sale services of over 30 months. This shows the Company's ability to develop projects quickly and effectively. The project development cycle has been optimized by the professional real estate team overseeing the process from construction supervision, QA, engineering and architecture to diversify capital and bring products with the highest financial efficiency to customers and investors as well.

Novaland builds and maintains close relationships with dosmetic and international contractors such as Hoa Binh Corporation, Coteccons, Cofico, American General Construction, etc. to manage the quality, technique and construction process with the goal of providing customers with appropriate products. Novaland Group's vast real estate business experience optimizes construction costs by directly contracting with many sub contractors, instead of one sole contractor. This deployment process has helped Novaland's market acceptance, high absorption rate and maximize financial performance.

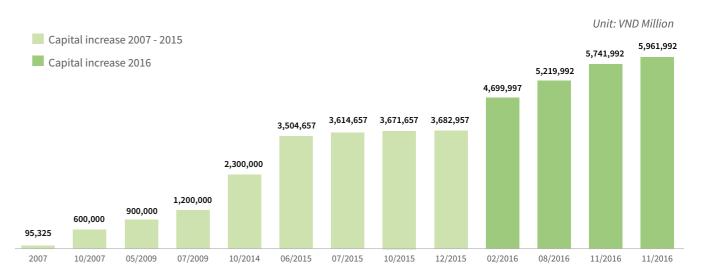
5. Prudent capital management



Novaland Group has successfully built its own financial structure based on the independent cash flow of each project via Subsidiaries and Associates. Each legal entity manages a specific project from the beginning to the end. Novaland Group chooses the appropriate time to increase shares in these entities and consolidates them into the Company via merger transactions.

The Group's largest advantage is strong pre-sale process through the launch of several successful projects thanks to its prestigious brand name. This assures financial capability to execute project construction and maximize value of shareholders and investors. Novaland Group has built good relationships with domestic and international credit institutions in order to favorably arrange the fund as needed and easily approach international capital market to diversify financial structure through loans or bond issuance. To diversify financial structure, Novaland Group actively approaches international capital market by issuing convertible preferred shares, convertible bonds, converted loans and ordinary shares.

Process of increasing Charter capital



No.	Year	Raising capital from issuance	Charter capital after issuance	Issuance method	Par value (VND/ share)	Number of issued shares
1	2007	N.A	95,325,000,000	Initial Charter capital	N.A	N.A
2	October 2007	504,675,000,000	600,000,000,000	Private placement	10,000	50,467,500
3	May 2009	300,000,000,000	900,000,000,000	Share issuance to increase Charter capital using Owner's capital	10,000	30,000,000
4	July 2009	300,000,000,000	1,200,000,000,000	 Share issuance for existing shareholders Share issuance to increase Charter capital using Owner's capital 	10,000	30,000,000
5	October 2014	1,100,000,000,000	2,300,000,000,000	Share issuance for existing shareholders	10,000	110,000,000
6	June 2015	1,204,657,610,000	3,504,657,610,000	 Shares issuance to increase Charter capital using Owner's capital Share issuance for paying dividends Share issuance for existing shareholders 	10,000	120,465,761
7	July 2015	110,000,000,000	3,614,657,610,000	Private placement of convertible dividend preferred shares	10,000	11,000,000
8	October 2015	57,000,000,000	3,671,657,610,000	Private placement of convertible dividend preferred shares	10,000	5,700,000
9	December 2015	11,300,000,000	3,682,957,610,000	Private placement of convertible dividend preferred shares	10,000	1,130,000
10	February 2016	1,017,039,570,000	4,699,997,180,000	Share issuance for existing shareholders	10,000	101,703,957
11	August 2016	519,995,160,000	5,219,992,340,000	Share issuance to increase Charter capital using Owner's capital	10,000	51,999,516
12	November 2016	522,000,000,000	5,741,992,340,000	Private placement	10,000	52,200,000
13	November 2016	220,000,000,000	5,961,992,340,000	Converting convertible dividend preferred shares into ordinary shares	10,000	22,000,000

Source: Novaland Group



Market capitalization (as of December 31, 2016)

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Development strategy 2017-2025	46



Novaland Group's SWOT analysis

The SWOT analysis is to recommend issues need to be changed and improved for the Company's sustainable development in short, medium and long-term in a highly competitive market economy

STRENGTHS

- Reputable real estate company: Novaland's capacity has been affirmed through 6 completed projects
 - (1) Accurate commitment-based progress
 - (2) Qualified products
- Obvious competitive advantage over competitors in the market:
 - (1) Being affordable and high quality
 - (2) Ability to finish projects on committed schedule
 - (3) Reasonable number of projects
- Large and diverse land banks through effective M&A activities: Land banks are accumulated at reasonable prices in prime locations
 - (1) Facilitating the development when the market has positive signals
 - (2) Ensuring stable cash flow for at least 5 coming years
- Experienced Management Board: The Group's senior Management Team has a number of years of universal experience in both local and international real estate business and construction management
- Firm foundation based on management system:
 - (1) Professional operation and management system building for functional departments
 - (2) Sustainable development strategy with social orientation and environment protection
- Project development on the basis of timing optimization and effective cost control:
 - (1) Development process is standardized and functional departments demonstrate reliable expertise as well
 - (2) State-of-the-art technology is applied for execution,

- construction management, design and operation of the building
- (3) Outstanding sales team of well-trained and professional people, attractive selling policy together with smooth coordination with local banks for financial support to customers
- Focus strategy: There are segments of mid and high end residentials, townships, office-tels, hospitality which ensure all resources are completely invested in the key business
- Prudent capital management: Novaland was formally listed on December 2016 to diversify methods of raising capital and look for more resources to ensure stable funding for timely project development in any situation.

WEAKNESSES

- Merely focus on mid and high-end segments:
 Project progress is vulnerable in case of a decreasing market demand
- Lack of product variety: Developing only on real estate for sale which is easily affected by unfavorable housing market conditions
- Lack of products ensuring stable cash flow: By 2016, the Group has entered into phase 2 of its development strategy aiming at diversifying of its product portfolio to hospitality and real estate for lease
- Business lines demand strong financial resources as well as a huge land bank: Vulnerable to operational risks caused by the ecomomic downturn.



OPPORTUNITIES

- Promising macroeconomy and political stability: Real estate market is expected to enter its stable growth period from 2017
- The Group's land bank is concentrated mainly in HCMC: To take advantage of economic growth and golden population structure at the commercial hub of Vietnam
- The Group is diversifying development segment by penetrating new markets: Da Nang, Can Tho, etc. for revenue and profit optimization
- Housing demand always exists in the mid-tier housing segment: In Vietnam, floor area per capita is as low as 20 spm/person compared to China's 30 sqm/ person and 33-35 sqm/person in developed countries (According to the Ministry of Construction - 2015 figures)
- In HCMC, GDP per capita has been increasing: From 2011 to 2015, GDP per capita in HCMC has average grown by 9.6% per annum. In 2016, it reached approximately USD 5,500/person/year (According to HCMC People's Committee)
- In Vietnam, demand for housing ownership, especially for apartment ownership from foreigners is augmenting the domestic demand: As soon as the guideline of Real Estate Law number 66/2014/QH13 is issued, it will positively support the demand.

THREATS

- Progress of real estate projects: It will always be affected by legal procedures, market and economic situation
- Increasing competitive pressure: High supply of mid and high end products from well-known developers and even newcomers when the market has shown signs of recovery
- Possible difficulties in capital mobilization: Rasing capital will depend on loans and presales if the market shows negative signals
- The economy has unpredictable changes in 2017:
 After a number of economic and political events all over
 the world in 2016, international agreements that are
 under negotiation will suffer from their direct impacts,
 having effects on the Vietnamese economy, including
 the real estate market
- Growing too fast in the short term: This is also defined as an obvious challenge to ensure the efficiency of corporate governance, product quality, service administration while human resources fail to catch up with development speed. Over the past years, the Group has been focusing on human resources training with the aim to ensure consistent quality of products and services. The Company are at the same time gradually meets the standards of the ASEAN Corporate Governance Scorecard.

Novaland brand positioning



NOVALAND - BRAND OF COMMITMENT AND TRUST

From the beginning, Novaland Group has constantly strived to build itself into a brand committed to high quality products and services.

The concept "Customer First" is instilled into each employee, bringing the highest benefits and most practical experience in the market

Positioning products in the mid and high-end segment, Novaland Group has kept pace with social development trends, anticipatied customers' needs to design and develop a range of projects that boost Novaland's brand position in the market. A wide range of product including apartments, officetels, commercial lots, townships, villas and resorts have captured the consumers' attention and trust, because of distinctive features, functions and practical benefits. "Brighten lives" - the desire to create good value from products and services, is our brand message that we always shoot for demonstrating Novaland's commitment to customers and community.

One of the key factors contributing to customer trust is sincere throughout daily activities, tailor-made services, high quality product, competitive prices as our commitment to clients. The concept "Customer First" is instilled into each employee, bringing the highest benefits and most practical experience in the market.

We continue to develop and implement appropriate marketing and communication strategies for our products and services. At Novaland, communication plans are always focused on thorough, strict and professional planning, investment and implementation to ensure customers and shareholders being provided with accurate and timely information. Ongoing trust from customers and the community for our professionalism and information transparency significantly contributes to Novaland's brand equity.

With an impressive 8,000 plus units selected in 2016, Novaland posted an encouraging result that proving the customer confidence. It's a prerequisite for helping Novaland continue to become a world-class real estate corporation, making significant contributions to the growth of Vietnamese community and society.

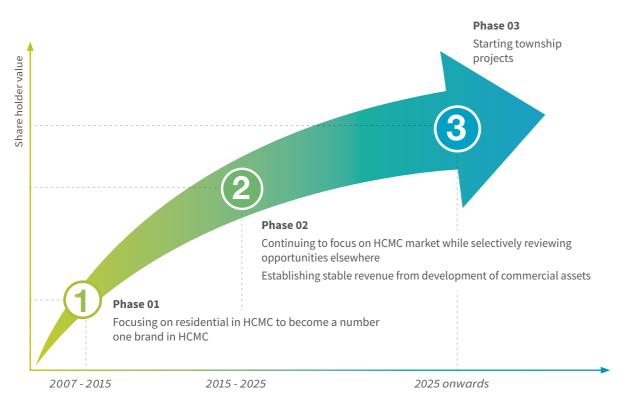


Development strategy 2017-2015

Novaland Group has officially joined in real estate since 2007, has shown its impressive growth, becoming one of the leading real estate developers in HCMC. Since starting in 2009 with Sunrise City in District 7, the Group is developing more than 40 projects, mostly in central HCMC and other major cities.

Novaland's development strategy is divided into 3 phases, focusing on the development of different products during each phase. Novaland has now successfully accomplished the 1st phase, concentrating

on medium and high end apartments, becoming the leading property developer in HCMC. In phase 2, we continue to focus on key apartment products, expanding to commercials, modern townships including various indoor and outdoor utilities as well as hospitality in provinces with high tourism potential. During phase 3 (2025 onwards), Novaland Group will expand its development areas to focus on smart townships with various utilities and modern infrastructure connections.



Source: Novaland Group

One factor which contributing to Novaland Group's success and enhancing market value is its strategy to focus on real estate projects located in strategic locations with mid and high end segments and a special emphasis on liquidity and utility for its residents. This focus strategy helps the Company win customer and partner trust, contributing to Novaland's high market share in HCMC.

At the end of 2015, Novaland Group accomplished the 1st goal in its development strategy, by handing over 5,000 units. Beginning with Sunrise City in District 7, a number of following projects have been handed over including Tropic Garden, Lexington Residence, Icon 56, Galaxy 9 Residence, Lucky Dragon and The Prince Residence.

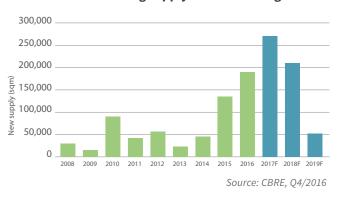
Following the success of Phase 1, Novaland Group is grouping its resources for Phase 2 of 2015 to 2025, continuing to increase development activities simultaneously, expanding to other provinces such as Can Tho, Da Nang, Vung Tau and others. The Company's current land bank includes around 10 million sqm of GFA, sufficient for the Company to develop projects for the next 5 years. It is expected that, by 2020, Novaland Group's operation will remain stable with positive business performance forecasts. According to regulations on accounting, revenue and profit in the coming years will be reported based on sales results of the last 3 financial years.

Projects developed by Novaland Group have been upgraded in size, with some projects covering up to 30-50 ha, such as Lakeview City (30 ha in District 2, announced mid last year), Water Bay (30 ha in District 2 to be announced), Harbor City (50 ha in District 8, to be announced soon). These projects demonstrate a shift in Novaland's product structure. Beginning with apartments, Novaland has moved into townhouses and villas, developing them into mini townships. This shift serves market needs, demonstrating Novaland's market understanding, capturing the needs of consumers, retaining the traditional notion of housing, augmented by higher standards with diversified utilities for buyers.

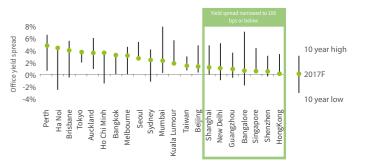
Novaland Group also develops commercial and hospitality in addition to key housing products, with the goal of ensuring future stable cash flow. According to CBRE and Savills, the office leasing market shows a very high potential with high occupancy rates approximately 95-97%, however the supply is limited, especially in A & B class buildings in downtown areas. Profit rates from office leasing are estimated at around 8-10% per year, a rather attractive rate compared to that from other property types, offering long-term stability.

Following the success of Phase 1, Novaland Group is grouping its resources for Phase 2 from 2015 to 2025.

HCMC office building supply forecast through 2019



Office building investment yield versus ten year Government Bond yield



Source: CBRE, Q4/2016

In 2016, the hospitality was identified as a shining star in Vietnam property market, with a series of prominent projects launched by the big names in the industry. Also this year, the number of international tourists to Vietnam exceeded 10 million visitors, equivalent to a growth rate of 26% over the last year. At the same time, more management efforts from authorities in order to improve service quality and promote the development of tourism industry via visafree policies for several European countries, easing casino regulations, etc. It is expected to generate an increase in tourism and has created a variety of opportunities for the hospitality segment, in coming years.

Novaland's strategic plan is to set new business targets firmly after 2025, creating of foundation for the next development phase which focuses on township development not only in HCMC but also in other provinces.



Products have been handed over

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BOARD OF DIRECTORS



Mr. BUI THANH NHON

Chairman

Date of first appointment as Chairman: October 10, 2007 Length of service as Chairman: 9 years 2 months Share ownership: 21.17%.

Other Chairmanships (excluding Subsidiaries and the Holding Company):

- Novagroup Corporation
- Diamond Properties JSC
- Anova Corporation
- Nova Mclub JSC.

Accountabilities and responsibilities:

Being responsible for organizing, implementing and supervising AGM and BOD Resolutions, implement duties and rights under the authority of the Chairman of the BOD as prescribed by the Company Charter and Internal Corporate Governance Regulation.

Qualifications:

- Bachelor of Agriculture
- Graduated from the Executive MBA Program, HSB-TUCK, Dartmouth College, USA
- Started as one of the first private companies in HCMC in the 1980s
- Member of the Young Presidents' Organization (YPO) and the World Presidents' Organization (WPO).



Mr. BUI CAO NHAT QUAN

Deputy Chairman of the BOD and Deputy CEO

Date of first appointment as Deputy Chairman: October 26, 2016

Length of service as Deputy Chairman: 2 months
Date of first appointment as Deputy CEO: July 2, 2015
Length of service as Deputy CEO: 1 year 5 months
Share ownership: 5.26%.

Other BOD Memberships (excluding Subsidiaries and the Holding Company):

- Novagroup Corporation
- Diamond Properties JSC
- Nova Mclub JSC.

Accountabilities and responsibilities:

Being responsible for supervising, directing, expediting, deploying and implementing the duties and rights under the authority of the BOD and BOM in investment and trading operations.

Qualifications:

Bachelor of Business Administration - Western Washington University, USA.



Mr. PHAN THANH HUY

Member of the BOD and CEO

Date of first appointment as Member of the BOD: July 21, 2016 Length of service as Member of the BOD: 5 months

Date of first appointment as CEO: July 9, 2015

Length of service as the CEO: 1 year 5 months

Share ownership: 0.01%.

Accountabilities and responsibilities:

Being responsible for supervising, directing, expediting, deploying and implementing duties and rights under the authority of the BOD and CEO in the whole business operations.

Qualifications:

Doctor of Business Administration (DBA) - Apollos University, USA.



Ms. HOANG THU CHAU

Member of the BOD and Deputy CEO

Date of first appointment as Member of the BOD: November 11, 2016

Length of service as the Member of the BOD: 1.5 months

Date of first appointment as Deputy CEO: December 3, 2012

Length of service as Deputy CEO: 4 years

Share ownership: 0%.

Other Chairmanships (excluding Subsidiaries and the Holding Company):

Dong Tay Real Estate Investment JSC

Accountabilities and responsibilities:

Being responsible for supervising, directing, expediting, deploying and implementing the duties and rights under the authority of the BOD and the BOM in finance and accounting.

Qualifications:

Bachelor of Economics - Finance and Accounting.



Ms. CONG HUYEN TON NU MY LIEN

Independent Member of the BOD

Date of first appointment as Independent Member of the BOD: July 21, 2016

Length of service as the Independent Member of BOD: 5 months

Share ownership: 0%.

Accountabilities and responsibilities:

Being responsible for supervising, organizing and managing activities related to operations and human resources.

Qualifications:

- Master's Degree of Business Administration (MBA) - University of Maastricht, The Netherlands
- Member of the ACCA.

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CORPORATE GOVERNANCE STRUCTURE

Novaland Group's governance structure is organized and managed under the Point A, Provision 1, Article 134 of the Enterprise Law and Law on Securities, encompassing the GSM, BOD, SB and CEO.

The GSM is Novaland Group's highest decision-making unit. This yearly meeting is comprised of all shareholders with voting rights, deciding issues as prescribed by law and the Company Charter. Additionally, the main responsibilities of GSM are to appoint and dismiss Members of the BOD and SB as well.

The BOD is the Company's key management unit with full authority on behalf of the Company to make decisions, implement rights and obligations which are outside the GSM's responsibility. The BOD has responsibilities to implement the GSM's Resolutions and operations. It is also responsible for interpreting with the SB on financial conditions and the legitimacy of the operations. The BOD consists of 5 Members as prescribed by the Company Charter and each Member serves a term of 5 years.

The SB is independent of the BOD and BOM. The SB is elected by the GSM to supervise all Novaland Group businesses and operations, on behalf of the GSM, directly report to the GSM, including BOD and CEO supervision. The SB consists of 3 Members with 5-year terms, as prescribed in the Company Charter.

CEO is appointed by the BOD, responsible to the GSM and BOD for implementing assigned duties and obligations and reporting upon request. The BOM supports the CEO in Company operations. The BOM consists of 6 Deputy CEOs and 1 Chief Accountant. The Deputy CEO and Chief Accountant are appointed upon the recommendation of CEO. The Company's BOM are qualified persons with many years of real estate business operational experience.

Typical activities of the BOD in 2016

In 2016, the BOD's operations were complied with the Company Charter, Internal Corporate Governance Regulations promulgated on November 24, 2016 and the applicable laws. The current structure of the BOD in the period of 2016-2021 is comprised of 5 Members and Chairman appointed by the BOD. This structure also includes 1 Independent Board Member to maintain the balance and harmony between the Executive Members and Independent Member, showing equality and transparency of the BOD. Separation in the roles of Chairman and CEO has shown the independence and clear hierarchy between the BOD and CEO in order to ensure fair decision making and high responsibility of the BOD. Members of the Board are assigned to supervise, direct, expedite, deploy and implement the duties and rights under the authority of the BOD. Independent Member of the BOD performs duties of supervising and controlling activities of the Group to ensure independence and objectivity.

In 2016, the BOD ceaselessly managed, directed, deployed and supervised the operations in accordance with their duties. In doing so, performance was achieved to affirm Novaland's brand value. The BOD completed their task of capital raising and successfully listing the Novaland stocks on HSX. This effort resulted in market capitalization ranking in the Top of real estate business sector, Top 10 of stocks representing MSCI Vietnam Index and MSCI Vietnam Investable Market Index (IMI).

The BOD was assessed by Members according to their assigned duties and obligations in terms of preparation, participation, guidance and decision-making over the course of the year. The professionalism and efficiency contributed by each BOD Member, was also used in this yearly assessment. Novaland Group's BOD assessment method was combined with self-assessment and cross-assessment via internal discussions.

With the support of the ADB, according to some initiatives of the ACMF, the ASEAN Corporate Governance Scorecard was deployed to assess the corporate governance of the listed companies in the region. Realizing, analyzing and assessing Novaland Group's weaknesses, in 2016, the BOD requested the BOM to develop and build a dedicated team of qualified analysts to enhance management quality and operations in both short and long term. The BOD instructed the BOM to implement the corporate governance principles with higher standards and quality via 5 criteria:

- (1) Ensuring the rights of shareholders;
- 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.

Gearing up for extensive integration into the world's economy, while maintaining and affirming Novaland's position, ensuring sustainable development and not pursuing short term benefits, the BOD recommended and established the Sustainable Development Committee. With the support of the PwC, data is accurately collected, analyzed and evaluated to provide a sustainable development report reflected the actual situation of the Group. This will be a basis for the experienced experts

in diversified fields of the Committee to strategically consult to Novaland Group.

On November 2016, the BOD established the Novagroup Leadership Center to provide employees with intensive information and understanding to enhance their competence and ethics in order to build a strong successor team with 1 current management position being replaced by 1-2 available people for its sustainable development. In 2016, Novaland Group cooperated with The Dale Carnegie Institute in organizing 8 "Leadership Makes Breakthrough" training courses for 165 high ranked leaders and managers. In order to implement a major training plan for leaders, the Center also partnered with the FPT University's Institute of Business Administration by deploying a Mini MBA Program for high-ranked leaders and managers, with the expectation of establishing 4 to 5 more such Programs in 2017. In addition to the longterm training courses, the Novagroup Leadership Center organized Management Reading programs and Sharing Workshops applying knowledge gained from reading to reality. The Company is also in the process of designing Mentoring Program (Experience Sharing) in early 2017 for high ranked directors and senior managers.

In general, the Company has fully complied with all existing regulations on corporate governance. Novaland officially became a Public Company on December 8, 2016 and listed its shares on HSX on December 28, 2016. The establishment of Committees under the BOD including the Personnel Committee, Remuneration Committee, Audit Committee, etc. has been planned and thoroughly completed in 2017 as scheduled and being followed the criteria of ASEAN Corporate Governance Scorecard as set by the BOD.

(*) Please refer the Organizational Structure of Novaland Group at page 32

BOD meetings in 2016

In 2016, the BOD organized 117 meetings and promulgated 87 Resolutions and Decisions to execute the GSM's Resolutions; supervised the process of implementation of the BOD's Resolutions, in addition to direct the CEO and BOM in managing the Group's daily business activities. Board Members sufficiently attended all BOD's meetings, gave suggestions and made decisions in line with their authorities.

No.	Resolution/ Decision no.	Date	Main content	
1	02/2016/QD-NVLG	January 7, 2016	Submitting for GSM approval of share issuance to existing shareholders (collecting written opinions)	
2	03/2016/QD-NVLG	January 19, 2016	Increasing capital and appointing a representative for the equity portion in Nova Sagel Co., Ltd.	
3	06/2016/QD-NVLG	February 2, 2016	Registration to increase Charter capital	
4	08/2016/QD-NVLG	February 22, 2016	Purchasing additional shares and appointing a representative for the equity portion in Nova Festival JSC	
5	09/2016/QD-NVLG	February 23, 2016	Appointing representative for the equity portion in subsidiary	
6	135/2016/QD-NVLG	March 1, 2016	Appointing Deputy CEO	
7	38/2016/QD-NVLG	March 23, 2016	Getting approval of share transfer in Nova Lexington Real Estate JSC, Nova Galaxy Real Estate JSC and The Prince Residence JSC	
8	14/2016/QD-NVLG	March 28, 2016	Contributing additional capital and appointing the representative for the equity portion of No Va Land One Member Co., Ltd.	
9	16/2016/QD-NVLG	March 29, 2016	Contributing capital to establish subsidiary	
10	35/2016/QD-NVLG	March 30, 2016	Getting approval of the Appendix signing for the Nam Rach Chiec Project with 21st Century International Development JSC	
11	42/2016/QD-NVLG	May 17, 2016	Purchasing shares and appointing the representative for the equity portion in subsidiary	
12	44/2016/QD-NVLG	May 27, 2016	Receiving share transfer and appointing the representative for the equity portion in Tuong Minh Investment and Real Estate Co., Ltd.	
13	153/2016/QD-NVLG	June 1, 2016	Changing the legal authorized representative managing the shares in Thanh Nhon Land JSC	
14	54/2016/QD-NVLG	June 10, 2016	Receiving share transfer and appointing a representative for the equity portion in Nova Princess Residence JSC	
15	56/2016/QD-NVLG	June 14, 2016	Contributing additional capital and appointing the representative for the equity portion in Novaland Agent One Member Co., Ltd.	
16	57/2016/QD-NVLG	June 14, 2016	Receiving share transfer and appointing the representative for the equity portion in Nova Rivergate Co., Ltd.	
17	61/2016/QD-NVLG	May 30, 2016	Early repurchasing of Novaland Group's bond issued on June 11, 2015	
18	62/2016/QD-NVLG	June 9, 2016	Guaranteeing bank loans	
19	95/2016/QD-NVLG	June 21, 2016	Getting approval of private placement of bond	
20	68/2016/QD-NVLG	June 22 2016	Purchasing additional shares and appointing the representative for the equity portion in Nova My Dinh Land JSC	
21	67/2016/QD-NVLG	June 27, 2016	Changing the representative for the equity portion in Nova Phu Sa Ecotourism JSC	
22	69/2016/QD-NVLG	June 27, 2016	Changing the representative for the equity portion in Sai Gon Housing and Infrastructure Development JSC	
23	76/2016/QD-NVLG	June 27, 2016	Transferring shares in subsidiary	
24	70/2016/QD-NVLG	June 28, 2016	Changing the legal authorized representative managing the shares in No Va Land One Member Co., Ltd.	
25	77/2016/QD-NVLG	June 28, 2016	Receiving share transfer and appointing the representative for the equity portion in Nova Nippon JSC	
26	73/2016/QD-NVLG	June 29, 2016	Changing the representative for the equity portion in Nova Thao Dien Co., Ltd.	

No.	Resolution/ Decision no.	Date	Main content	
27	74/2016/QD-NVLG	June 29, 2016	Changing the representative for the equity portion in Nova Phuc Nguyen Real Estate Development and Investment Co., Ltd.	
28	78/2016/QD-NVLG	June 29, 2016	Receiving share transfer and appointing the representative for the equity portion in Phuoc Long Investment and Development Co., Ltd.	
29	79/2016/QD-NVLG	June 29, 2016	Purchasing shares and appointing the authorized representative in Nova Galaxy Land JSC	
30	80/2016/QD-NVLG	June 29, 2016	Purchasing shares and appointing the authorized representative in Nova Phu Sa Investment and Development JSC	
31	81/2016/QD-NVLG	June 29, 2016	Receiving share transfer and appointing the representative for the equity portion in No Va Con Au Land Investment Co., Ltd.	
32	83/2016/QD-NVLG	June 30, 2016	Appointing the representative for the equity portion in Nova Princess Residence JSC	
33	84/2016/QD-NVLG	June 30, 2016	Appointing the representative for the equity portion in Tuong Minh Real Estate and Investment Co., Ltd.	
34	85/2016/QD-NVLG	June 30, 2016	Appointing the representative for the equity portion in Khai Hung Real Estate Co., Ltd.	
35	86/2016/QD-NVLG	June 30, 2016	Changing the authorized representative managing the shares in Novaland Agent One Member Co., Ltd.	
36	89/2016/QD-NVLG	June 30, 2016	Appointing the representative for the equity portion in Nova Lucky Palace Co., Ltd.	
37	90/2016/QD-NVLG	June 30, 2016	Appointing the representative for the equity portion in Mega Housing JSC	
38	92/2016/QD-NVLG	June 30, 2016	Changing the authorized representative managing the shares in Nova Nam A Co., Ltd.	
39	96/2016-QD-NVLG	July 1, 2016	Using asset to guarantee for Nova An Phu Co., Ltd.	
40	113/2016/QD-NVLG	July 1, 2016	Getting approval of share transfer in Khai Hung Real Estate Co., Ltd.	
41	109/QĐ-HDQT	July 4, 2016	Getting approval of shareholders list for the AGM	
42	94/2016-QD-NLLG	July 6, 2016	Appointing the representative for the equity portion in Vuong Cung Real Estate Investment Co., Ltd.	
43	108/2016-QD-NVLG	July 15, 2016	Transferring shares in Nova Lexington Real Estate JSC	
44	91/2016/QD-NVLG	July 22, 2016	Changing the authorized representative managing the shares in Nova Dong Hai JSC	
45	102/2016-QD-NVLG	July 22, 2016	Changing the representative for the equity portion in Nova Festival JSC	
46	112/2016-QDĐ-NVLG	July 22, 2016	Changing the authorized representative managing the shares in Nova Lexington Real Estate JSC	
47	103/2016-QD-NVLG	July 27, 2016	Changing the representative for the equity portion in Nova Sasco Co., Ltd.	
48	132/2016-QD-NVLG	July 28, 2016	Contributing additional capital and appointing the representative for the equity portion in No Va Thao Dien Co., Ltd.	
49	110/2016/QD-NVLG	July 29, 2016	Closing the list of shareholders for issuing shares from premium	
50	111/2016/QD-NVLG	August 1, 2016	Registration to increase Charter capital	
51	144/2016-QD-NVLG	August 1, 2016	Getting approval for bond issuance of the Novaland Group	
52	125/2016-QĐ-NVLG	August 3, 2016	Changing the representative for the equity portion in Nova An Phu Co., Ltd.	
53	134/2016-QD-NVLG	August 3, 2016	Contributing additional capital and appointing the representative for the equity portion in Khai Hung Real Estate Co., Ltd.	
54	136/2016/QD-NVLG	August 17, 2016	Appointing the representative for the equity portion in Thanh Nien Vung Tau JSC	
55	144A/2016-QD-NVLG	August 23, 2016	Approving of business cooperation with No Va Con Au Land Investment Co., Ltd.	

BOD Meetings (continued)

No.	Resolution/ Decision no.	Date	Main content	
56	177/2016-QD-NVLG	September 1, 2016	Approving of amending bond issuance plan of the Novaland Group	
57	150/2016-QD-NVLG	September 8, 2016	Receiving share transfer and appointing the representative for the equity portion in No Va Con Au Land Investment Co., Ltd.	
58	151/2016/QD-NVLG	September 9, 2016	Contributing additional capital and appointing the representative for the equity portion in No Va Con Au Land Investment Co., Ltd.	
59	174/2016/QD-NVLG	September 26, 2016	Changing the representative for the equity portion in Nova Sagel Co., Ltd.	
60	181/2016/NQ	September 28, 2016	Approving of the temporary appointment of Members of the BOD	
61	178/2016/QD-NVLG	September 30, 2016	Changing the representative for the equity portion in Vuong Cung Real Estate Investment Co., Ltd.	
62	179/2016/QD/NVLG	October 5, 2016	Approving of receiving transferred assets in Phu Nhuan District, HCMC	
63	182/2016/QD-NVLG	October 6, 2016	Appointing Deputy CEO	
64	184/2016/QD-NVLG	October 17, 2016	Dissolving the branch of the Novaland Group	
65	185/2016/QD-NVLG	October 17, 2016	Dissolving the branch of the Novaland Group	
66	189/2016/QD-NVLG	October 19, 2016	Approving of private placement	
67	198a/2016/NQ-NVLG	October 26, 2016	Appointing Deputy Chairman of the Novaland Group	
68	207/2016/QD-HĐQT	November 9, 2016	Approving the amended list of investors participating in the 2016 private placement	
69	209/2016-NQ-NVLG	November 11, 2016	Approving of the temporary appointment of Member to the BOD	
70	203/2016/QD-HĐQT	November 16, 2016	Registration to increase Charter capital after private placement	
71	212/2016-QD-NVLG	November 17, 2016	Authorizing the signing of documents, records for bank guarantee of project at 128 Hong Ha, Ward 9, Phu Nhuan District, HCMC	
72	216/2016/QD/NVLG	November 23, 2016	Approving to receive the transferred project at 128 Hong Ha, Ward 9, Phu Nhuan District, HCMC	
73	216A/2016/QD/NVLG	November 23, 2016	Promulgating the Information disclosure regulation	
74	212/A/QD-HĐQT	November 24, 2016	Approving the conversion of convertible dividend preferred shares and registration to increase the Charter capital after the conversion	
75	220/2016-QD-NVLG	November 24, 2016	Promulgating the Corporate governance regulation	
76	219/2016-QD-NVLG	November 25, 2016	Approving the dossier of stock listing registration	
77	226A/2016-QD-NVLG	December 1, 2016	Early repurchasing Novaland Group's bonds issued on November 27, 2015	
78	225/2016-QD-NVLG	December 6, 2016	Approving the option of exchanging collateral for the bond package issued on November 20, 2015	
79	224/2016-QD-NVLG	December 7, 2016	Approving the option of exchanging collateral for the bond package issued on August 3, 2016	
80	221/2016-QD-NVLG	December 12, 2016	Approving the dossier of stock listing registration of the Novaland Group	
81	222/2016-QD-NVLG	December 12, 2016	Pledging deposit at Vietinbank to guarantee for Nova An Phu Co., Ltd.	
82	223/2016-QD-NVLG	December 13, 2016	Approving the issuance of bonds of Novaland Group	
83	226b/2016-QD-NVLG	December 21, 2016	Approving the reduction of contributed capital at Phuoc Long Development and Investment Co., Ltd	
84	227/2016-QD-NVLG	December 22, 2016		
85	228/2016-QD-NVLG	December 27, 2016	Transferring share and appointing the representative for the equity portion in Nova Sasco Co., Ltd.	
86	229/2016-QD-NVLG	December 27, 2016	Approving liquidation of documents related to a project in An Phu Ward, District 2, HCMC	
87	230/2016/NQ-NVLG	December 28, 2016	Approving the BOD and SB's remuneration for 2016	

Source: Novaland Group

Mr. Bui Thanh Nhon - Chairman of the BOD opened the first trading day by striking the "Gong" at the listing ceremony on December 28, 2016



The results of implementation of GSM's Resolutions

In 2016, the BOD effectively deployed and implemented the GSM's Resolutions, especially those related to the capital mobilization plan for improving financial capacity by: (1) supporting the Company in M&A activities to expand the land bank for sustainable development strategy, (2) continuing to develop all uncompleted projects to deliver quality houses as scheduled. In 2016, capital raising target was effectively achieved, helping Novaland reinforce its strength and self-confidence to take part in the promising securities market with many challenges. In February 2016, the BOD successfully executed the 10th time Charter capital increase from VND 3,682,957,610,000 to VND 4,699,997,180,000 by issuing shares to existing shareholders. In August 2016, the BOD decided to issue shares to increase the Charter capital to VND 5,219,992,340,000 using Owners' capital. Last but not least, in November 2016, the BOD successfully executed 2 phases of capital raising with a total of VND 742 billion by private placement and conversion of convertible preferred shares into common shares to increase the Charter capital to VND 5,961,992,340,000.

Novaland Group became a shining star in the market when it successfully carried out the private placement to global prestigious investors before its shares were officially listed on HSX in December 2016. Novaland Group issued 52.2 million shares at price of VND 50,000 per share, with the order book oversubscribed by 2 times, 50% of which were from foreign investors. With the effective leadership of both the BOD and the BOM, in 2016, Novaland Group officially became a Public Company and Listed Company on December 8, 2016 and December 28, 2016 respectively. This was an important milestone of Novaland Group after one decade of operations in real estate field.



SUPERVISORY BOARD

Supervisory Board membership and its structure

Supervisory Board was nominated and elected by the GSM in accordance with the Company Charter, Corporate Governance Regulation and applicable laws. The existing structure of the SB for the 2016-2021 period is composed of 3 Members.



Ms. NGUYEN THI MINH THANH

Chief Supervisor

Date of first appointment as Chief Supervisor: July 13, 2015 Length of service as Chief Supervisor: 1 year 5 months Share ownership: 0%

Qualifications: Bachelor's Degree in Economics - HCMC University of Economics, Member of the ACCA, Certificate of the Vietnam Association of Certified Public Accountants (VACPA).



Mr. NGUYEN VU DUY

Member

Date of first appointment as Member of the SB: July 21, 2016 Length of service as Member of the SB: 5 months Share ownership: 0%

Qualifications: Bachelor's Degree in Economics - HCMC University of Economics, Member of the ACCA, Certificate of the Vietnam Association of Certified Public Accountants (VACPA).



Ms. NGUYEN ANH THI

Member

Date of first appointment as Member of the SB: July 21, 2016 Length of service as Member of the SB: 5 months Share ownership: 0%

Qualifications: Master of Law, Lawyer.

Activities of the Supervisory Board in 2016

In 2016, the SB coordinated with the BOD and the BOM to implement the supervision of the BOD and the BOM's management activities under its authorities:

- The SB was invited to attend and express its opinions at the Executive Board's meetings.
- The SB received documents and information as prescribed by the Enterprise Law on the right to be provided information: Resolutions, Decisions and information related to Company operations were submitted upon the SB's request.

The SB successfully organized 2 meetings in August and December 2016 with participation of all Members. The meetings were about promulgating SB's Internal Regulation and remuneration. Concurrently, the SB inspected and reviewed key operations and transactions, alerted issues of potential risks and received BOM's feedbacks on managing those risks during private placement and listing preparation.

After reviewing the annual FS 2016 audited by PwC, the SB recognized excellent results of business operations in 2016 with the higher growth rate of Total assets, Owner's equity, Revenue and Profit year on year. Separate and consolidated FS 2016 were audited by PwC Vietnam with an unqualified opinion.



BOARD OF MANAGEMENT



Mr. PHAN THANH HUY

CEO

(Refer to "Member of the BOD")

Novaland officially became a Public Company on December 8, 2016 and listing its shares on HSX on December 28, 2016. This is an important milestone in its decade-long history in the real estate segment





Mr. BUI CAO NHAT QUAN

Deputy CEO

(Refer to "Member of the BOD")



Ms. HOANG THU CHAU

Deputy CEO

(Refer to "Member of the BOD")



Mr. BUI XUAN HUY
Deputy CEO

Date of first appointment as Deputy CEO: December 1, 2015

Length of service as Deputy CEO: 1 year Share ownership: 0.004%

Qualifications: Civil engineer and Industrial management, HCMC University of Technology.



Mr. LE HONG PHUC
Deputy CEO

Date of first appointment as Deputy CEO: July 6, 2015 Length of service as Deputy CEO: 1 year 5 months Share ownership: 0%

Qualifications: Master of Business Administration, CFVG.



Mr. ERIC CHAN HONG WAI

Deputy CEO

Date of first appointment as Deputy CEO: March 1, 2016 Length of service as Deputy CEO: 10 months

Share ownership: 0%

Qualifications: Bachelor's Degree in Finance-Accounting, Sunway University, Malaysia; Member of the ACCA.



Ms. VO THI THU VAN

Deputy CEO

Date of first appointment as Deputy CEO: October 6, 2016

Length of service as Deputy CEO: 2 months Share ownership: 0%

Qualifications: Master's Degree, University of New South Wales.

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TRANSACTIONS, REMUNERATION AND BENEFITS OF THE BOARD OF DIRECTORS, SUPERVISORY BOARD AND BOARD OF MANAGEMENT

Salary, bonus of the BOD and BOM

Total salaries and	Salary (VND)	Bonus (% Profit after tax)
bonuses of the BOD	17.338.244.848	0.182%
and BOM	,,,,,	

Source: Novaland Group

Remuneration of the BOD and the SB

Pursuant to the 2015 AGM's Resolution no. 115/2016-NQ-NVLG dated July 21, 2016, total expected remuneration of the BOD and SB in 2016 would not exceed VND 2,000,000,000.

Pursuant to the BOD's Resolution no. 230/2016/NQ-NVLG dated December 28, 2016, total actual remuneration of the BOD in 2016 was VND 280,000,000 in which the remuneration of Chairman and Members of the Board were VND 30,000,000 and VND 15,000,000 per Quarter accordingly.

Pursuant to the SB's Meeting minutes no.113/2016/BB-BKS dated December 27, 2016, total actual remuneration of the SB in 2016 was VND 48,000,000, in which remuneration of Chief Supervisor and Members of the SB were VND 6,000,000 and VND 3,000,000 per Quarter respectively.

Income structure of the BOD's Members

No.	Member of the BOD	Position	Salary (%)	Bonus (%)	Remuneration (VND)	Length of service
1	Mr. Bui Thanh Nhon	Chairman	91.61%	8.39%	120,000,000	From January 1, 2016 to December 31, 2016
2	Mr. Bui Cao Nhat Quan	Deputy Chairman, Deputy CEO	89.19%	10.81%	25,000,000	From July 21, 2016 to December 31, 2016
3	Mr. Phan Thanh Huy	BOD's Member, CEO	77.60%	22.40%	25,000,000	From July 21, 2016 to December 31, 2016
4	Ms. Hoang Thu Chau	BOD's Member, Deputy CEO	68.40%	31.60%	10,000,000	From November 11, 2016 to December 31, 2016
5	Ms. Cong Huyen Ton Nu My Lien	BOD's Independent Member	None	None	25,000,000	From July 21, 2016 to December 31, 2016
6	Mr. Bui Xuan Huy	BOD's Member, Deputy CEO	85.11%	14.89%	5,000,000	From September 28, 2016 to November 10, 2016
7	Mr. Vo Dinh Cuong	BOD's Member	None	None	35,000,000	From January 1, 2016 to July 20, 2016
8	Mr. Nguyen Hieu Liem	BOD's Member	None	None	35,000,000	From January 1, 2016 to September 27, 2016

Source: Novaland Group

Income structure of the SB's Members

No.	Member of the SB	Position	Salary (%)	Bonus (%)	Remuneration (VND)	Length of service
1	Ms. Nguyen Thi Minh Thanh	Chief Supervisor	None	None	24,000,000	From January 1, 2016 to December 31, 2016
2	Mr. Nguyen Vu Duy	Member	None	None	5,000,000	From July 21, 2016 to December 31, 2016
3	Ms. Nguyen Anh Thi	Member	None	None	5,000,000	From July 21, 2016 to December 31, 2016
4	Mr. Tra Trong Nghia	Member	None	None	7,000,000	From January 1, 2016 to July 20, 2016
5	Mr. Pham Huu Quoc	Member	None	None	7,000,000	From January 1, 2016 to July 20, 2016

Source: Novaland Group

Income structure of the BOM's Members

No.	Member of the BOM	Position	Salary (%)	Bonus (%)	Remuneration (VND)	Length of service
1	Mr. Phan Thanh Huy	CEO	Refer to "N the B		None	From January 1, 2016 to December 31, 2016
2	Mr. Bui Cao Nhat Quan	Deputy CEO	Refer to "N the B		None	From January 1, 2016 to December 31, 2016
3	Ms. Hoang Thu Chau	Deputy CEO	Refer to "N the B		None	From January 1, 2016 to December 31, 2016
4	Mr. Bui Xuan Huy	Deputy CEO	Refer to "N the B		None	From January 1, 2016 to December 31, 2016
5	Mr. Eric Chan Hong Wai	Deputy CEO	91.83%	8.17%	None	From March 1, 2016 to December 31, 2016
6	Mr. Le Hong Phuc	Deputy CEO	91.67%	8.33%	None	From January 1, 2016 to December 31, 2016
7	Ms. Vo Thi Thu Van	Deputy CEO	91.74%	8.26%	None	From October 6, 2016 to December 31, 2016

Source: Novaland Group

Stock transactions of internal shareholders

Novaland Group officially became a Listed Company as of 28 December 2016, the internal shareholders have always committed to hold shares as prescribed by HSX's Regulations and Law on Securities. Novaland Group has never received any notification or documents related to changing the shares held by Members of the BOD, SB, BOM, Chief Accountant, major Shareholders and their related parties.

Corporate governance analysis

versus the ASEAN Corporate Governance Scorecard



Effective corporate governance is a prerequisite condition to improve the Company business operations and meet its strategic goals for sustainable development. The Company always insists on full compliance with the code of corporate governance in accordance with applicable regulations. Furthermore, the Company is gradually learning, improving and applying higher standards based on the ASEAN Corporate Governance Scorecard. The Company's Chairman has set the vision and required the serious implementation of the entire Boards in order to protect the rights of shareholders, provide equitable treatment of shareholders, focus on the roles of stakeholders, conduct disclosure and transparency and ultimately completely fulfill responsibilities of the Board.

THE FOLLOWING MATTERS HAVE BEEN IMPLEMENTED

Green:> = 70% Compliance	Novaland	The policy	Information	Information	Current	Current	Notes
Yellow: 30% -70% Compliance	Group has	has been implemented	disclosure	disclosure in English	compliance of Vietnamese	compliance of Novaland	
Red: <= 30% Compliance	this policy	implemented		in English	enterprises	Group	
Y: Yes							
NY: Not Yet							
A. The rights of shareholders							
Does the Company allow shareholders to elect each BOD Member?	Υ	Υ	Υ	Υ	Red	Green	
2. Does the Company disclose the nomination and voting procedures and declare both before the GSM?	Υ	Υ	NY	NY	Green	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
3. Does the Company disclose the voting results including approval, disapproval, and vacant papers for each proposal for the most recent GSM?	Y	Υ	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
4. Does the Company disclose the list of BOD Members who attended the most recent GSM?	Υ	Y	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
5. Did the Chairman attend the most recent GSM?	Y	Y	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
6. Did the CEO attend the most recent GSM?	Υ	Υ	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
7. Did the Company organize the most recent GSM in an easy to reach location?	Υ	Υ	Υ	Υ	Green	Green	
8. Did the Company vote by poll (as opposed to by show of hands) for all resolutions at the most recent GSM?	Υ	Υ	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
9. Does the Company treat its shareholders equally in regards to share acquisition for all shareholders?	Not happen	Not happen	Not happen	Not happen	Red	Green	
10. Is there any evidence of barriers or impediments that prevent shareholders from consulting or communicating with one another?	Not happen	Not happen	Not happen	Not happen	Red	Green	
11. Does the Company include additional content on the agenda without advance notification on the GSM/extraordinary GSM?	Not happen	Not happen	Not happen	Not happen	Red	Green	
12. Do shares have multiple voting rights?	Not happen	Not happen	Not happen	Not happen	Red	Green	
13. Issuing of additional shares?	Υ	Υ	Υ	Υ	Green	Green	
14. Amending Company's internal regulations?	Υ	Υ	Υ	Υ	Green	Green	
15. Do shareholders have the right to participate in the transfer of all or substantially assets, which results in the sale of the Company?	Υ	Υ	Υ	Υ	Green	Green	
16. In cases of mergers, acquisitions and/ or takeovers requiring shareholders' approval, does the Board Member appoint an independent party to evaluate the fairness of the transaction price?	Υ	Y	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
17. Does the latest GSM meeting minutes show that the shareholders have opportunities to raise their questions or address their issues?	Y	Υ	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016

Corporate governance analysis versus the ASEAN Corporate Governance Scorecard

THE FOLLOWING MATTERS HAVE BEEN IMPLEMENTED (continued)

Green:> = 70% Compliance Yellow: 30% -70% Compliance Red: <= 30% Compliance Y: Yes	Novaland Group has this policy	The policy has been implemented	Information disclosure	Information disclosure in English	Current compliance of Vietnamese enterprises	Current compliance of Novaland Group	Notes
NY: Not Yet B. Fair treatment of shareholders							
1. Where the Company has more than one class of shares, does the Company publicize the voting rights attached to each class of shares (through the Company website/ reports/ HSX/ the regulator's website)?	Y	Y	Y	Y	Red	Green	
2. Do the Company's ordinary shares have one vote for one share?	Υ	Υ	Υ	Υ	Green	Green	-
3. Are the profiles of the BOD's Members (at least age, academic qualification, date of first appointment, experience, and directorships in other listed companies) in seeking election/re-election included?	Υ	Y	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
4. Are the auditors seeking appointment/reappointment clearly identified?	Υ	Υ	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
5. Is the amount payable for final dividends disclosed?	Υ	Y	NY	NY	Yellow	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
6. Are letters with power of attorney to attend the GSM easily provided?	Υ	Y	NY	NY	Green	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
7. Are the BOD's Members required to report their share transactions within 3 business days?	Υ	Υ	Y	Υ	Green	Green	
8. Does the Company disclose stakeholder transactions in such a manner to ensure that such transactions are reasonable and in accordance with the market mechanism?	Y	Υ	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
9. Does the Company have policies and/ or rules prohibiting BOD's Members and employees to benefit from knowledge that is not generally available to the market?	Y	Υ	Y	Υ	Green	Green	
10. Are BOD's Members required to disclose their interest in transactions and any other conflicts of interest?	Υ	Υ	Υ	Y	Green	Green	
11. Are there stakeholder transactions providing financial support to non-subsidiaries?	Not happent	Not happent	Not happent	Not happent	Yellow	Green	
12. Has the Company been found guilty of insider trading related to BOD's, BOM's Members and employees of the Company within the past 3 years?	Not happent	Not happent	Not happent	Not happent	Red	Green	
13. Is there any case that does not comply with relevant laws or regulations and rules related to significant or material stakeholder transactions over the past 3 years?	Not happent	Not happent	Not happent	Not happent	Red	Green	

Green:> = 70% Compliance Yellow: 30% -70% Compliance Red: <= 30% Compliance Y: Yes	Novaland Group has this policy	The policy has been implemented	Information disclosure	Information disclosure in English	Current compliance of Vietnamese enterprises	Current compliance of Novaland Group	Notes
NY: Not Yet							
C. Roles of stakeholders							
Does the Company issue a policy that stipulates the existence and scope of the Company's efforts to address customers' welfare?	Υ	Υ	Υ	Υ	Yellow	Green	
2. Does the Company disclose a policy that explains supplier/contractor selection practice?	Υ	Υ	Υ	Υ	Red	Green	
3. Does the Company disclose a policy that describes the Company's efforts to ensure that its value chain is environmentally friendly or is consistent with promoting sustainable development?	Y	Y	Y	Y	Yellow	Green	
4. Does the Company disclose a policy that elaborates the Company's efforts to interact with the communities in which they operate?	Υ	Υ	Υ	Υ	Yellow	Green	
5. Does the Company disclose a policy that describes the Company's anti-corruption programs and procedures?	Υ	Y	Υ	Y	Red	Green	
6. Customer health and safety	Υ	Υ	Υ	Υ	Yellow	Green	
7. Supplier/Contractor selection and criteria	Υ	Υ	Υ	Υ	Red	Green	
8. Does the Company explicitly disclose the health, safety and welfare policy for its employees?	Υ	Υ	Υ	Υ	Red	Green	
9. Does the Company have a separate corporate responsibility report/section or sustainability report/section?	Υ	Υ	Υ	Υ	Yellow	Green	
10. Does the Company have training and development programs for its employees?	Υ	Υ	Υ	Υ	Yellow	Green	
11. Does the Company have procedures for complaints by employees concerning illegal including corruption and unethical behavior?	Υ	Υ	Υ	Υ	Red	Green	
12. Does the Company have a policy or procedure to protect an employee/person who reveals illegal/unethical behavior from retaliation?	Υ	Υ	Υ	Υ	Red	Green	
13. Does the Company have a reward/ compensation policy that accounts for the performance of the Company beyond short- term financial measures?	Y	Y	Υ	Y	Yellow	Green	
14. Are there any legal violations regarding labor/ employment/ consumer/ bankruptcy/ trade/ competition or environmental issues?	Not happen	Not happen	Not happen	Not happen	Red	Green	
15. Does the Company incur administrative sanctions related to labor/human resources / customer / debt / trade/ competition or environmental issues from the management body?	Not happen	Not happen	Not happen	Not happen	Red	Green	
16. Does the Company implement the principles of writing consolidated reports for the annual report?	Υ	Y	Υ	Y	Red	Green	
17. Does the Company disclose the information on its employees' training and development programs?	Y	Υ	Υ	Υ	Yellow	Green	

Corporate governance analysis
versus the ASEAN Corporate Governance Scorecard

THE FOLLOWING MATTERS HAVE BEEN IMPLEMENTED (continued)

Green:> = 70% Compliance Yellow: 30% -70% Compliance Red: <= 30% Compliance Y: Yes	Novaland Group has this policy	The policy has been implemented	Information disclosure	Information disclosure in English	Current compliance of Vietnamese enterprises	Current compliance of Novaland Group	Notes
NY: Not Yet							
D. Disclosure and transparency							
1. Does the information on shareholders reveal the identity of beneficial owners, holding 5% shares or more?	Y	Υ	Υ	Υ	Green	Green	
2. Does the Company disclose details of the holding company, subsidiaries, associates, joint ventures and special purpose enterprises/vehicles (SPEs)/SPVs)?	Y	Υ	Υ	Υ	Green	Green	
3. Key risks	Υ	Υ	Υ	Υ	Green	Green	
4. Company objectives	Υ	Υ	Υ	Υ	Green	Green	
5. Financial performance indicators	Υ	Υ	Υ	Υ	Green	Green	
6. Non-financial performance indicators	Υ	Υ	Υ	Υ	Yellow	Green	
7. Number of BOD's meetings held during the year	Υ	Υ	Υ	Υ	Green	Green	
8. Does the annual report contain a statement confirming the Company's full compliance with the code of corporate governance and where there is non-compliance, identify and explain reasons for each such issue?	Υ	Y	Y	Υ	Red	Green	
9. Does the Company disclose its share transactions by insiders?	Υ	Υ	Υ	Υ	Green	Green	
10. Quarterly report	Υ	Υ	Υ	Υ	Yellow	Green	
11. Company website	Υ	Υ	Υ	Υ	Green	Green	
12. Analyst's briefing	Υ	Υ	Υ	Υ	Red	Green	
13. Media briefings/press conferences	Υ	Υ	Υ	Υ	Red	Green	
14. Are the annual audited financial statements released within 120 days from the end of the financial year?	Υ	Υ	Υ	Y	Yellow	Green	
15. Is the annual report released within 120 days from the end of the financial year?	Υ	Υ	Υ	Υ	Yellow	Green	
16. Is the true and fairness of the annual financial statements affirmed by the BOD's and/or BOM's Members of the Company?	Y	Υ	Υ	Υ	Green	Green	
17. Business operations	Υ	Υ	Υ	Υ	Green	Green	
18. Financial statements (current and prior years)	Υ	Y	Υ	Y	Green	Green	
19. Materials provided in briefings to analysts and media	Υ	Υ	NY	NY	Red	Yellow	
20. Shareholding structure	Υ	Υ	Υ	Υ	Green	Green	
21. Group corporate structure	Υ	Υ	Υ	Υ	Green	Green	
22. Downloadable annual report	Υ	Υ	Υ	Υ	Green	Green	
23. Company's constitution (Company's internal regulations, memorandum and charter)	Υ	Υ	Υ	Υ	Red	Green	

Green:> = 70% Compliance	Novaland	The policy		Information	Current	Current	Notes
Yellow: 30% -70% Compliance	Group has	has been	disclosure	disclosure	compliance of Vietnamese	compliance of Novaland	
Red: <= 30% Compliance	this policy	implemented		in English	enterprises	Group	
Y: Yes							
NY: Not Yet							
24. Whistleblowing policy	Υ	Υ	Υ	Υ	Red	Green	
25. Does the Company disclose CEO's remuneration?	Υ	Υ	Υ	Υ	Red	Green	
26. Does the Company have at least one female Independent BOD Member?	Υ	Υ	Υ	Υ	Red	Green	
27. Does the Company disclose the direct and indirect shareholdings of major shareholders?	Υ	Υ	Υ	Υ	Red	Green	
28. Does the Company disclose the direct and indirect shareholdings of BOD's Members?	Υ	Υ	Υ	Υ	Red	Green	
29. Does the Company disclose the direct and indirect shareholdings of BOM's Members?	Υ	Υ	Υ	Υ	Red	Green	
30. Biographical details (at least age, qualifications, date of first appointment, relevant experience, and any other directorships of listed companies) of BOD's Members	Y	Υ	Y	Υ	Red	Green	
31. Training and/or continuing education program attended by each BOD's Member	Υ	Υ	Υ	Υ	Red	Green	
32. Attendance details of each BOD's Member in respect of meetings held	Υ	Υ	Υ	Υ	Yellow	Green	
33. Remuneration details of each BOD's Member	Υ	Υ	Υ	Υ	Yellow	Green	
34. Does the Company disclose the name of the related party and relationship for each material/significant related party transaction?	Υ	Υ	Υ	Υ	Green	Green	
35. Does the Company disclose the nature and value for each material/significant related party transaction?	Υ	Υ	Υ	Υ	Green	Green	
36. Notice of GSM and/or extraordinary GSM	Υ	Υ	NY	NY	Yellow	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
37. Meeting minutes of AGM and/extraordinary GSM	Υ	Υ	NY	NY	Red	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
38. Does the Company disclose the contact details (telephone, fax and email) of the Investor relations?	Υ	Υ	Υ	Υ	Yellow	Green	
39. Did the Company receive a "qualified opinion" in its external audit report?	Not happen	Not happen	Not happen	Not happen	Red	Green	
40. Did the Company receive an "adverse opinion" in in its external audit report?	Not happen	Not happen	Not happen	Not happen	Red	Green	
41. Did the Company receive "disclaimer opinion" in in its external audit report?	Not happen	Not happen	Not happen	Not happen	Red	Green	
42. Did the Company amend the prior financial statements due to other reasons than changes in accounting policy?	Not happen	Not happen	Not happen	Not happen	Red	Green	

Corporate governance analysis
versus the ASEAN Corporate Governance Scorecard

THE FOLLOWING MATTERS HAVE BEEN IMPLEMENTED (continued)

Green:> = 70% Compliance Yellow: 30% -70% Compliance Red: <= 30% Compliance Y: Yes	Novaland Group has this policy	The policy has been implemented	disclosure	Information disclosure in English	Current compliance of Vietnamese enterprises	Current compliance of Novaland Group	Notes
NY: Not Yet							
E. Responsibilities of the Board							
1. Does the Company have a vision and mission statement?	Υ	Υ	Υ	Υ	Green	Green	
2. Has the BOD reviewed the vision and mission/strategy in the last financial year?	Υ	Υ	Υ	Y	Red	Green	
3. Does the BOD's Members monitor/ oversee the implementation of the corporate strategy?	Υ	Y	Υ	Y	Yellow	Green	
4. Are the details of the Code of conduct disclosed?	Υ	Υ	Υ	Υ	Green	Green	
5. Does the Company disclose that all BOD's Members, senior management and employees are required to comply with the code?	Y	Υ	Υ	Υ	Green	Green	
6. Does the Company disclose how to implement and monitor the Code of conduct?	Υ	Y	Y	Υ	Green	Green	
7. Does the BOD's Members meet at least 6 times a year?	Υ	Υ	Υ	Υ	Green	Green	
8. Has each of BOD's Members attended at least 75% of all the Board meetings held during the year?	Υ	Υ	Υ	Υ	Yellow	Green	
9. Does the Company require a minimum quorum of at least 2/3 for Board decisions?	Υ	Y	Υ	Y	Red	Green	
10. Does the Company disclose its remuneration (fees, allowances, benefits and other emoluments) policy/practices (the use of short term and long-term incentives and performance measures) for its BOD's Executive Members and CEO?	Υ	Υ	Υ	Υ	Red	Green	
11. Is there disclosure of the fee structure for non-executive BOD's Members?	Υ	Υ	Υ	Υ	Red	Green	
12. Do the shareholders or the BOD approve the BOD's Executive Members and/or the senior executives?	Υ	Y	NY	NY	Green	Green	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
13. Does the Company disclose the internal control procedures/risk management system which are in place?	Υ	Y	Υ	Υ	Yellow	Green	
14. Does the annual report disclose that the BOD's Members has conducted a review of key internal controls including operation, finance and compliance and risk management system?	Y	Y	Y	Y	Red	Green	
15. Does the Company disclose how key risks are managed?	Υ	Υ	Υ	Υ	Yellow	Green	
16. Does the annual report contain a statement from the BOD or Audit Committee commenting on the adequacy of the Company's internal controls/risk management system?	Υ	Υ	Υ	Y	Red	Green	

Green:> = 70% Compliance	Novaland	The policy		Information	Current	Current	Notes
Yellow: 30% -70% Compliance	Group has	has been	disclosure		compliance of		
Red: <= 30% Compliance	this policy	implemented		in English	Vietnamese enterprises	of Novaland Group	
Y: Yes						o.oup	
NY: Not Yet							
17. Are the roles and responsibilities of the Chairman clearly stated?	Υ	Υ	Υ	Υ	Red	Green	
18. Does the Company have a policy that encourages the BOD's Members to attend ongoing or continuous professional education programs?	Y	Υ	Y	Υ	Red	Green	
19. Does the Company have any BOD's Independent Member who serve on a total of more than 5 Boards of publicly listed companies?	Not happen	Not happen	Not happen	Not happen	Yellow	Green	
20. Is there any evidence that the Company has not complied with the rules and regulations of listing in the prior year in addition to regulations on the disclosure of information?	Not happen	Not happen	Not happen	Not happen	Red	Green	
21. Is there any case of a BOD's Non-executive Member resigning and raising any concern regarding management?	Not happen	Not happen	Not happen	Not happen	Red	Green	
22. Does the Company not clearly identify who is a BOD's Independent Member?	Identified	Identified	Identified	Identified	Yellow	Green	
23. During the past 2 years has any BOD's Member or senior executive served as an employee or as a partnership member of an existing independent auditing firm?	Not happen	Not happen	Not happen	Not happen	Red	Green	
24. Does the Company have a separate internal audit function?	Υ	Υ	Υ	Υ	Yellow	Green	
25. Do different persons assume the roles of chairman and CEO?	Υ	Υ	Υ	Υ	Green	Green	
26. Is the Chairman the CEO of the Company for the past three years?	Υ	Υ	Υ	Υ	Green	Green	
27. Does the board of directors/commissioners conduct an annual performance assessment of the CEO/Managing Director/President?	Υ	Υ	NY	NY	Red	Yellow	
28. Is an annual performance assessment conducted of the BOD/commissioners?	Υ	Υ	NY	NY	Red	Yellow	
29. Is an annual performance assessment conducted of BOD Member/commissioner?	Υ	Y	NY	NY	Red	Yellow	
30. Are the types of decisions requiring board of directors/commissioners' approval disclosed?	Υ	Υ	Υ	Υ	Green	Green	
31. Does the Company have any BOD Executive Member serving on more than 2 BODs of the listed companies outside the Group?	Not happen	Not happen	Not happen	Not happen	Green	Green	
32. Does the Company have a BOD's Independent Member who has served for more than 9 years or for 2 terms (or longer) with the same authority?	Not happen	Not happen	Not happen	Not happen	Green	Green	

Corporate governance analysis
versus the ASEAN Corporate Governance Scorecard

THE FOLLOWING MATTERS NEED TO BE IMPROVED IN THE SHORT TERM

Green:> = 70% compliance Yellow: 30% -70% compliance Red: <= 30% compliance Y: Yes NY: Not yet	Novaland Group has this policy	Policy has been implemented	Information disclosure	Information disclosure in English	Current compliance of Vietnamese enterprises	Current compliance of Novaland Group	Notes
A. The rights of shareholders							
1. Do shareholders have the opportunity evidenced by an agenda to approve remuneration (fees, allowances, benefit in kind and other emoluments) or any increases in remuneration for the BOD's Non-executive Members?	Υ	NY	NY	NY	Green	Yellow	
2. Do the meeting minutes of the most recent GSM record questions and answers?	NY	NY	NY	NY	Red	Red	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
3. Does the disclosure of the outcome of the most recent GSM include its resolutions?	Υ	Y	NY	NY	Yellow	Yellow	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
4. Does the Company provide the rationale and explanation for each issue that require shareholders' approval in the notice of GSM/documents and/or the accompanying financial statements?	Y	Υ	NY	NY	Red	Yellow	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
5. Did the Chairman of the Audit Committee attend the most recent GSM?	NY	NY	NY	NY	Red	Red	
6. Does the Company disclose that it has appointed an independent party to count and/or validate the votes at the GSM?	NY	NY	NY	NY	Red	Red	
7. Does the Company make publicly by the next working day the voting results for all resolutions at the most recent GSM?	Y	Y	NY	NY	Red	Red	Information disclosure has not been carried out as the Company just became a Public Company on December 8, 2016
8. Do the Company provide at least 21- day notice for all resolutions before GSM?	NY	NY	NY	NY	Red	Red	To be implemented in AGM 2017
9. Does the Company publicly disclose policy to encourage shareholders including institutional shareholders to attend the GSM or engagement with the Company operations?	Y	Υ	NY	NY	Yellow	Yellow	
10. Does each resolution in the most recent GSM deal with only one item. There is no bundling of several issues into the same resolution	Y	Υ	NY	NY	Yellow	Yellow	It is separated, but the same contents are gathered together
11. Shareholder agreement	Happen	Happen	Happen	Happen	Red	Red	
12. Voting restrictions	Happen	Happen	Happen	Happen	Red	Red	

Green:> = 70% compliance	Novaland	Policy	Information	Information	Current	Current	Notes
Yellow: 30% -70% compliance	Group has	has been	disclosure		compliance of		Notes
Red: <= 30% compliance	this policy	implemented		English	Vietnamese	of Novaland	
Y: Yes					enterprises	Group	
NY: Not yet							
B. Equitable treatment of sharehold	ders						
1. Is the Company's notice of the most recent GGSM fully translated into English and published on the same date as the local-language version?	Υ	NY	NY	NY	Red	Red	
2. Does the Company disclose stakeholder transactions in such a manner to ensure that such transactions are reasonable and in accordance with the market mechanism?	Y	Y	NY	NY	Red	Yellow	
3. Does the Company have a policy requiring BOD's Members not to participate in the Board meeting when they are conflicted?	NY	NY	NY	NY	Red	Red	
4. Does the Company have policies on loans to BOD's Members or forbidding this practice or ensuring that they are being conducted at arm's length basis and at market rates?	Y	NY	NY	NY	Green	Yellow	
C. Roles of stakeholders							
1. Describes how creditors' rights are safeguarded?	Υ	Υ	NY	NY	Red	Yellow	
2. Does the Company provide contact details via the Company's website or annual report which stakeholders included customers, suppliers, general public and etc. can use to voice their concerns and/or complaints for possible violation of their rights?	Y	NY	NY	NY	Red	Yellow	
D. Disclosure and transparency							
1. Dividend policy	Υ	Υ	NY	NY	Red	Red	
2. Are audit fees disclosed?	Υ	Υ	NY	NY	Red	Red	
3. Are non-audit fees disclosed?	Υ	Υ	NY	NY	Red	Red	
4. Does non-audit fees exceed audit fees?	Υ	Υ	NY	NY	Yellow	Yellow	
5. Does the Company disclose its policy covering the review and approval of significant related transactions?	Υ	Υ	NY	NY	Red	Yellow	
E. Responsibilities of the Board							
1. Does the Company disclose its corporate governance policy / Board charter?	NY	NY	NY	NY	Red	Red	
2. Are the roles and responsibilities of the BOD clearly stated?	NY	NY	NY	NY	Red	Red	
3. Are the BOD meetings scheduled before the start of financial year?	Υ	NY	NY	NY	Red	Red	
4. Are documents for BOD's meetings provided to the Board at least 5 business days in advance?	Y	Υ	NY	NY	Red	Yellow	

Corporate governance analysis
versus the ASEAN Corporate Governance Scorecard

THE FOLLOWING MATTERS WHICH NEED TO BE IMPROVED IN THE SHORT TERM (continued)

Green:>= 70% compliance Yellow: 30% -70% compliance Red: <= 30% compliance Y: Yes NY: Not yet	Novaland Group has this policy	Policy has been implemented	Information disclosure	Information disclosure in English	Current compliance of Vietnamese enterprises	Current compliance of Novaland Group	Notes
5. Is the Company secretary trained in legal, accountancy or company secretarial practices?	NY	NY	NY	NY	Red	Red	
6. Does the Company disclose a BOD diversity policy?	NY	NY	NY	NY	Red	Red	
7. Are the BOD' Independent Member independent to the Executive Board and major shareholders?	Y	NY	NY	NY	Red	Red	
8. Does the Company have a term limit of 9 years or less for its BOD' Independent Member?	NY	NY	NY	NY	Red	Red	
9. Does the Company have a Human Resources Committee?	NY	NY	NY	NY	Red	Red	
10. Does the Human Resources Committee comprise of a majority of BOD' Independent Members?	NY	NY	NY	NY	Red	Red	
11. Is the Chairman of the Human Resources Committee a BOD's Independent Member?	NY	NY	NY	NY	Red	Red	
12. Does the Company disclose the regulation/ governance structure/charter of the Human Resources Committee?	NY	NY	NY	NY	Red	Red	
13. Did the Human Resources Committee meet at least twice a year?	NY	NY	NY	NY	Red	Red	
14. Is the attendance of Members of Human Resources Committee meetings disclosed?	NY	NY	NY	NY	Red	Red	
15. Does the Company have a Remuneration Committee?	NY	NY	NY	NY	Red	Red	
16. Does the Remuneration Committee comprise of a majority of BOD's Independent Members?	NY	NY	NY	NY	Red	Red	
17. Is the Chairman of the Remuneration Committee a BOD's Independent Member?	NY	NY	NY	NY	Red	Red	
18. Does the Company disclose the regulation/ governance structure/charter of the Remuneration Committee?	NY	NY	NY	NY	Red	Red	
19. Did the Remuneration Committee meet at least twice a year?	NY	NY	NY	NY	Red	Red	
20. Is the attendance of Members at Remuneration Committee meetings disclosed?	NY	NY	NY	NY	Green	Red	
21. Does the Company have an Audit Committee?	NY	NY	NY	NY	Red	Red	
22. Does the Audit Committee comprise entirely of BOD's Non-Members with a majority of Independent Members?	NY	NY	NY	NY	Red	Red	
23. Is the Chairman of the Audit Committee a BOD's Independent Member?	NY	NY	NY	NY	Yellow	Red	
24. Does the Company disclose the regulation/ governance structure/charter of the Audit Committee?	NY	NY	NY	NY	Yellow	Red	
25. Does the annual report disclose the profile or qualifications of the Audit Committee Members?	NY	NY	NY	NY	Red	Red	

Green:> = 70% compliance Yellow: 30% -70% compliance Red: <= 30% compliance Y: Yes	Novaland Group has this policy	Policy has been implemented	Information disclosure	Information disclosure in English	Current compliance of Vietnamese enterprises	Current compliance of Novaland Group	Notes
NY: Not yet	, and a substantial control control control	nu sono no no convento no noncono no n	ana na manana na man	Longranoronaronaronaronaron		ononononononononononono anono	
26. Does at least one of the BOD's Independent Member of the Committee have accounting expertise (accounting qualification or experience)?	NY	NY	NY	NY	Red	Red	
27. Did the Audit Committee meet at least 4 times a year?	NY	NY	NY	NY	Red	Red	
28. Is the attendance of Members at Audit Committee meetings disclosed?	NY	NY	NY	NY	Green	Red	
29. Does the Audit Committee have primary responsibility for recommendation on the appointment and removal of the external auditor?	NY	NY	NY	NY	Green	Red	
30. Does the Company disclose the criteria used in selecting new BOD's Members?	NY	NY	NY	NY	Red	Red	
31. Does the Company disclose the process followed in appointing new BOD's Members?	NY	NY	NY	NY	Red	Red	
32. Are all the BOD's Members re-elected at least once every 3 years?	NY	NY	NY	NY	Red	Red	
33. Do BOD's Independent Non-executive Members receive options of performance shares or bonus shares?	NY	NY	NY	NY	Green	Red	
34. Is the head of internal audit identified or, if outsourced, is the name of the external firm disclosed?	NY	NY	NY	NY	Red	Red	
35. Does the appointment and removal of the internal auditor require the approval of the Audit Committee?	NY	NY	NY	NY	Yellow	Red	
36. Does the Company disclose how the BOD's Members plans for the succession of the CEO/Managing Director/Chairman and key management?	Y	Υ	NY	NY	Red	Yellow	
37. Does the Company disclose the process followed in conducting the Board assessment?	Υ	Υ	NY	NY	Red	Yellow	
38. Does the Company disclose the criteria used in the Board assessment?	Υ	Υ	NY	NY	Red	Yellow	
39. Does the Company disclose the process followed in conducting the BOD's Member assessment?	Υ	Υ	NY	NY	Red	Yellow	
40. Does the Company disclose the criteria used in the BOD's Member assessment?	Υ	Υ	NY	NY	Red	Yellow	
41. Is an annual performance assessment conducted of the Board Committees?	NY	NY	NY	NY	Red	Red	
42. Is the Human Resource Committee comprised of all BOD's Independent Members?	NY	NY	NY	NY	Red	Red	
43. Does the Human Resource Committee implement the process of determining the quality of BOD's Members in accordance with the strategic orientation of the Company?	NY	NY	NY	NY	Red	Red	
44. Does the Company have a separate Risk Management Committee?	NY	NY	NY	NY	Red	Red	

Corporate governance analysis

versus the ASEAN Corporate Governance Scorecard

THE FOLLOWING MATTERS NEED TO BE IMPROVED IN THE LONG TERM

Green:> = 70% compliance Yellow: 30% -70% compliance Red: <= 30% compliance Y: Yes NY: Not yet	Novaland Group has this policy	Policy has been implemented	Information disclosure	Information disclosure in English	Current compliance of Vietnamese enterprises	Current compliance of Novaland Group	Notes
A. The rights of shareholders							
1. Does the Company pay (interim and annual) dividends in an equitable and timely manner; that is, all shareholders are treated equally and paid within 30 days after being (i) declared for interim dividends and (ii) approved by shareholders at GSM for annual dividends?	NY	NY	NY	NY	Red	Red	
2. Does the Company provide non-controlling shareholders a right to nominate candidates for the BOD's Members?	NY	NY	NY	NY	Green	Red	
3. Does the Company allow for voting in absentia?	NY	NY	NY	NY	Green	Red	
4. Does the Company allow for voting in absentia by secured electronic method at the GSM?	NY	NY	NY	NY	Red	Red	
5. Does pyramidal ownership and/or cross-ownership structure exist?	Happen	Happen	Happen	Happen	Green	Red	
B. Equitable treatment of shareholder	'S						
1. Does the Company release its notice of GSM with detailed agendas and explanatory circulars, as announced to the HSX, at least 28 days before the date of the meeting?	NY	NY	NY	NY	Red	Red	
2. Does the Company has an explanation of the dividend policy been provided?	NY	NY	NY	NY	Red	Red	
3. Does the Company have a policy requiring a Committee of BOD's Independent Members to review significant related transactions to determine whether they are in the best interests of the Company and its shareholders?	NY	NY	NY	NY	Green	Red	
D. Disclosure and transparency							
1. Are the audited annual financial statements released within 60 days from the financial yearend?	NY	NY	NY	NY	Red	Red	
E. Responsibilities of the Board							
1. Does the BOD's Non-executive Members meet separately at least once a year without any Executives present?	NY	NY	NY	NY	Red	Red	
2. Does the Company have orientation programs for new BOD's Members?	NY	NY	NY	NY	Red	Red	
3. Do BOD's Independent Members make up at least 50% of the BOD' ones?	NY	NY	NY	NY	Red	Red	
4. Has the Company set a limit of 5 Board seats that a BOD's Independent Member/Non-executive Member may hold simultaneously?	NY	NY	NY	NY	Red	Red	
5. Is the Chairman a BOD's Independent Member?	NY	NY	NY	NY	Red	Red	
6. Does at least one BOD's Non-executive Member have prior working experience in the major sector that the Company is operating in?	NY	NY	NY	NY	Yellow	Red	

Green:> = 70% compliance Yellow: 30% -70% compliance Red: <= 30% compliance Y: Yes NY: Not yet	Novaland Group has this policy	Policy has been implemented	Information disclosure	Information disclosure in English	Current compliance of Vietnamese enterprises	Current compliance of Novaland Group	Notes
7. Does the Company use headhunters or other independent sources of candidates (such as BOD Member databases set up by BOD Member Institutes or shareholder associations) while seeking candidates for the Board?	NY	NY	NY	NY	Red	Red	
8. Do BOD's Non-executive Independent Members make up at least 50% of the BOD' ones?	NY	NY	NY	NY	Red	Red	
9. Does the Company Secretary play an important role in supporting the BOD?	NY	NY	NY	NY	Red	Red	

Source: Based on ASEAN Corporate Governance Scorecard 2015-2016 which is an initiative under the ACMF supported by ADB.

The ASEAN Corporate Governance Scorecard is an assessment based on the OECD Principles of Corperate Governance and enterprise governance laws of the 6 participating ASEAN Member Countries including Malaysia, Singapore, Thailand, Indonesia, Philipines and Vietnam. Each Country may choose up to 100 listed companies to evaluate



Internal Audit

Key control



Internal Audit Department acts as a support unit of the BOD, under its management but is not appointed by this Board. Internal Audit is responsible for objectively and independently assessing risk management system, supervisory procedures and corporate governance activities that have been designed and implemented by the Management Board to achieve the following targets:

- Risks are recognized and controlled appropriately
- Employees' activities are complied with current policies, standards, operating procedures, applicable laws and regulations
- Resources are effectively used and properly protected
- Programs, plans and objectives are accomplished
- Quality and continuous improvement are emphasized in the control
- Important legal issues effecting the Group are identified and appropriately addressed
- Opportunities to improve control process, profitability ratios and Company image can be communicated to the appropriate management level

Internal Audit methodology

The Internal Audit methodology not only meets requirements of compliance testing, but also provides an Internal Audit focusing on business operations

Defining scope and level

of defense

activities

with high quality, leading to the Group's added values. **Internal Audit Process Internal Audit planning Audit trail implementation Internal Audit** Risk Internal Audit General implemeting and understanding assessment planning reporting Determining focus of Internal elements Studying Group's risk Internal Audit plan management process External elements

Implementing risk

assessment

Planning Internal audit

Setting up plan for each audit trail

- Analysing process
- Developing and running Audit program
- Reporting

Source: Novaland Group

Operation standard

The Internal Audit Department is organized and operated in accordance with Internal Audit Regulations and Internal Audit Manual issued on the basis of the Internal Audit standards set forth by the Institute of Internal Auditors - IIA.

The independence of the Internal Audit Department is reflected by its position in the Group's governance model.

- The Internal Audit Director directly reports to the Group's highest level of corporate governance - the BOD
- The BOD approves the 3-year and annual audits
- Reports of each audit are submitted to the BOD and CEO accordingly

Internal auditors are regularly trained through practical work and professional certificates including ACCA and CPA Vietnam

Internal Audit activities in 2016

The Internal Audit ensured adequate internal control and risk management systems within the Group. Based on operational procedure risk assessment and the BOD's interest level, the Internal Audit Department prioritized audits of twice a year, annually, every 2 years and every 3 years for the Company procedures and develops a 3-year and annual audit plan.

To assist Novaland Group's Management Board in assessing and supervising ongoing control procedure and its efficiency, the Internal Audit Department completed audit procedures as its annual plan with specific attention to:

- Studying involved processes
- Identifying and assessing risks related to the process
- Assessing control procedure adequacy and effectiveness
- Providing recommendations for better management and operation (where applicable)

Action plans to improve control systems recommended by the Internal Audit were carried out by defined responsible persons with detailed timeline in order to contribute to timely prevention and mitigation of potential risks which may adversely affect the Company achievements.

Internal Audit plan in 2017

Besides the Company's procedure audit under approved plan, the Internal Audit Department will launch a project audit with scope ranging from planning to completion and delivery with below focus:

- Inspecting project performance control effectiveness
- Monitoring control compliance related to project performance
- Proposing solutions for process and work efficiency improvement

The efficiency of the Internal Audit Department is defined as a top priority. In order to secure resources for the coming year's working plan, more staff has been recruited with focusing on internal training and the assistance of reputable training partners.

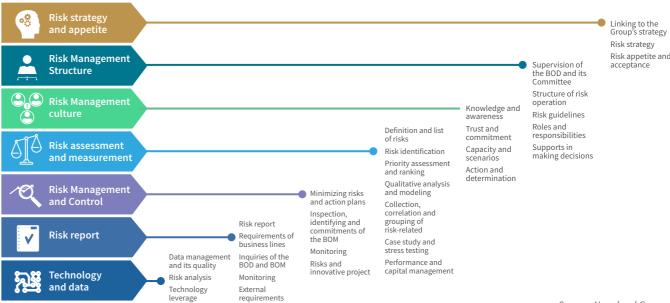


Risk Management

A top priority

RISK MANAGEMENT OBJECTIVES From the earliest times, Novaland's Management Board has defined risk management as a top priority, ensuring business objectives based on sustainable development strategy. In 2015, Novaland together with the leading consulting firm KPMG, developed and implemented a risk management system with structure, policies and procedures in accordance with ISO 31000 and COSO 2004 standards. The Company assigned CEO as head of risk management and senior management level for responsibilities of critical risks. These actions raise the Company's risk awareness, building a dynamic risk management culture, which spreads to each employee, operation and all daily activities as well.

Novaland's Risk Management Framework is built of 7 key elements:

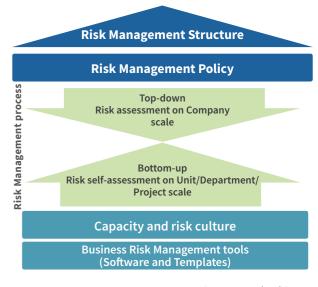


Source: Novaland Group

Novaland's Risk Management Framework is designed to achieve 3 goals:

- Risk awareness: Risk Management is designed structurally and principally to provide the Management Board with tools for better and more consistent Risk Management, elimination of silo-thinking and resource prioritization with the aim of managing critical risks that hinder the Company from its achievements for sustainable development.
- Responsibility for risk: Risk Management Framework provides a clear responsibility of management structure for various types of risks including strategy, finance, operations and compliance and their risk management solutions or plans. Moreover, Risk Management Framework guarantees that its information are adequately and promptly reported and used as basis for decision-making and accountability at relevant levels. When risk management responsibility has been properly determined, performance of each unit, department or individual will be more objectively controlled.
- Dynamic Risk Management: A "no accident" culture is built for Risk Management. Upon identifying critical risks, an effective risk monitoring mechanism will follow warning signs and early analyzed potential risks, thereby ensuring an effective Risk Management Process in order to get expected risk level.

Novaland's Risk Management Framework is illustrated as follows:



Source: Novaland Group

Risk Management

A top priority

RISK MANAGEMENT STRUCTURE

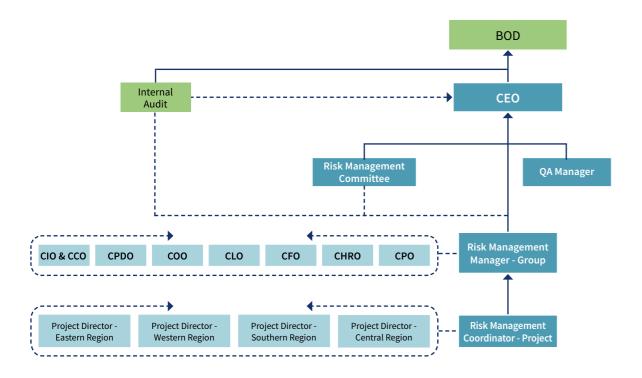
Novaland's Risk Management Model is composed of 3 defensive lines integrated into its organizational chart, strictly applied from the Holding Company to its Member ensure consistency and continuity.

- The 1st defensive line: Units/Departments/Projects are primarily responsible for risk owners and management in all day-to-day operations.
- The 2nd defensive line: Risks are managed through collection and analysis of risk information from various sources by monitoring departments such as QA, Risk and Process Management Departments. The CRO is

responsible for setting up policies, procedures and risk management tools to make sure Risk Management Framework is comprehensively implemented within the Company.

 The 3rd defensive line: The Internal Audit Department is responsible for measuring the Risk Management effectiveness within the Company. The BOD has the highest accountability to make sure risks are managed.

Based on the 3 defensive lines as above, Novaland's risk structure is illustrated below:





Risk Management departments (The 2nd defensive line)

Independent assessment and inspection department (The 3rd defensive line)

- CIO & CCO: Chief Investment Officer & Chief Commercial Officer
- CPDO: Chief Project Director Officer
- COO: Chief Operation Officer
- CLO: Chief Legal Officer
- CFO: Chief Finance Officer
- CHRO: Chief Human Resource Officer
- CPO: Chief Property Officer

Source: Novaland Group

RISK MANAGEMENT PROCESS



Source: Novaland Group

MANAGING CRITICAL RISKS AT NOVALAND GROUP

Risk of non-diversified products

Novaland focuses on mid and high-end property for sale which is vulnerable to an unfavorable market of this segment. However, by 2016, Novaland started the 2nd phase of its product diversity development strategy. In addition to the core product, Novaland has expanded to commercial and hospitality at other markets such as Da Nang and Can Tho, creating a more stable daily cash flow and reaching diversified customer segments.

Risk of insufficient land bank for project development

Novaland currently focuses on developing projects in HCMC where land banks are run out of stock, especially in the CBD. In order to secure land bank over the next 5 years, in the period of 2015 - 2016, the Company acquired a huge land bank which have been equivalent to 10 million sqm of GFA until now.

Environmental risk

As a project developer, Novaland has always focused on minimizing environmental impact in daily business activities including investment, project development, asset management and office management. Negative environmental impact reduction is carried out through project environmental impact assessment, efficient and economical use of resources such as energy, water, construction materials (non-baked, recycled, light materials) beginning with design, pollution control including standardized waste water treatment and waste treatment as well. It will contributes to Novaland's long-term performance and sustainable development.

Orchard Garden is the first of its kind, among 6 real estate projects in Vietnam to receive The Green Certificate EDGE in 2016 by IFC - World Bank. This outstanding achievement will be the good background for Novaland's continued efforts of sustainable development, environmental protection and effective resource use.

Risk Management

A top priority

MANAGING CRITICAL RISKS AT NOVALAND GROUP (continued)

Legal risk

Novaland's business has been influenced by laws, policies and regulations of Vietnam Government included of Law on Enterprises, Securities Law, Commercial Law, Construction Law, Investment Law, Land Law, Housing Law and Real Estate Business Law. In particular, Real Estate Business Law, Housing Law and Investment Law were issued by the National Assembly at the end of 2014, being effective from July 1, 2015 have had a direct effect on the Group's business operations: (1) Each property development business must be guaranteed by a credit institution for their obligation to its project completion and product delivery to the client, (2) Before signing sale and purchase agreements to clients, the mortgage if any will be modified for non-mortgage assets.

As the Vietnam legal system of laws and guidelines is still in the process of completing, it may be amended to adapt to the economic development. Changes in domestic legal and regulatory systems may affect the Company's business plan and operations. In order to forecast and respond in a timely manner and support the Company adapting to policy changes, Novaland has organized a specialized Internal Legal Team which regularly keeps the Company's Management Board and related divisions updated about new regulations.



Risks of appropriate labor supply, recruitment and retention of talents

At Novaland, HR has always been the most important resource contributing to the Company's sustainable development. Having talents that meet the Company's development requirements is an important goal. In a market which is relatively abundant in labor lacking of capable and qualified ones, there is a high risk of not attracting and retaining the best qualified personnel with high potential, experience and skill.

In response, the Company has developed a work environment improvement program to be the best one in the market by focusing on recruitment, compensation with competitive advantages, an effective training strategy and HR development plan. The Company, as a result, was awarded the Asia Best Employers Brand Award 2016. This is a prestigious award judged by experienced HR professionals at Asia and the world. In addition, the Company also won 3 HR Awards 2016 in Vietnam for their best HR policies: Excellent HR Planning and Recruitment, Effective Compensation and Benefit Policies and Great Work Environment. These prizes, the first HR strategy awards in Vietnam, were awarded by Talentnet and Newspaper of Labor and Social Affairs.

Above all, Novaland has succeeded in recruiting, retaining and developing qualified personnel to meet their job requirements.

Law compliance and legal risk management



Officially listed on the stock exchange in December 2016 with an outstanding reputation in the real estate sector, the Novaland Group's Management Board is constantly aware of the importance of legal compliance, being governed by State Agency's policies. Novaland Group's Subsidiaries and Affiliates aim to effectively control and mitigate legal risks.

In 2016, Novaland Group built a strong "legal barrier", by establishing highly specialized Internal Legal Departments to focus on implementing key tasks:

- (1) Ensuring compliance with law, procedures and internal regulations in all investment activities
- (2) Ensuring legal compliance during implementation and construction of real estate projects
- (3) Ensuring compliance with laws and internal governance rules in all daily operations.

In 2016, the Group's legal system focused its specific activities to contribute a successful year of Novaland Group in many aspects:

- (1) Closely collaborating with related professional departments to thoroughly evaluate projects before investment. The evaluation includes legal issue review to ensure law compliance in investments
- (2) Preparing legal documents related to investment activities in order to ensure the compliance with procedures and regulations on investment activities while respecting standards and practices in business investment
- (3) Establishing, monitoring and supervising the implementation of all legal procedures involving to property development to ensure project progress on schedule and conform with regulations
- (4) Periodically updating regulations, legal documents, guidelines and policies of the Government Agency to entire staffs for compliance activities.

Novaland Group's legal system developed and implemented in 2016 was a firm foundation to run its business safely and effectively. Sustainable development strategy has been applied in line with its vision and mission set forth for all Novaland employees.

Investor relations

and Shareholder information

2016 was an exceptional year for Novaland Group which officially integrated into the local financial market and prepared to conquer the future stage of development. On December 28th, 2016, Novaland Group was officially listed on the HSX with the stock ticker NVL, becoming the second largest real estate company in terms of market capitalization. The reference price on the first trading date was VND 50,000/share and increased to the ceiling price of VND 60,000/share thereafter. By the end of December 2016, the price was closed at VND 60,100/share, risen 20.2% compared to the first trading date, reaching a market capitalization of approximately VND 35,400 billion, be equivalent to USD 1.6 billion.

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Charter capital:	VND 5,961,992,340,000
Par value:	VND 10,000/ share
Number of outstanding shares:	596,199,234 shares
Types of shares:	Ordinary shares and Convertible preferred shares
Number of listed shares:	589,369,234 shares
Total value of listed share:	VND 5,893,692,340,000
Number of unlisted shares:	6,830,000 shares
Total value of unlisted share:	VND 68,300,000,000
Number of restricted shares:	389,782,024 shares
Number of unrestricted shares:	199,587,210 shares

Shareholder structure as of December 30, 2016

No.	Shareholders	Number of shareholders	Number of shares	Proportion (%)
I.	Major shareholders (owning 5% or more)	4	389,690,448	65.36%
1	Domestic	4	389,690,448	65.36%
2	Foreign	0	0	0.00%
II.	Other shareholders	1,239	206,508,786	34.64%
1	Domestic	1,210	143,122,846	24.01%
2	Foreign	29	63,385,940	10.63%
	TOTAL	1,243	596,199,234	100%

Source: Novaland Group

Shareholders owning 5% or more of share capital as of December 30, 2016

No.	Shareholders	Address	Number of shares	Proportion (%)
1	Novagroup Corporation	315 Nam Ky Khoi Nghia Street, Ward 7, District 3, HCMC	151,287,055	25.37
2	Diamond Properties JSC	36-38 Nguyen Van Troi Street, Ward 15, Phu Nhuan District, HCMC	80,870,286	13.56
3	Mr. Bui Thanh Nhon	313B Nam Ky Khoi Nghia Street, Ward 7, District 3, HCMC	126,197,583	21.17
4	Mr. Bui Cao Nhat Quan	315 Nam Ky Khoi Nghia Street, Ward 7, District 3, HCMC	31,335,524	5.26
	TOTAL		389,690,448	65.36

Source: Novaland Group

List of shareholders who are Members of the BOD, BOM, SB, Chief Accountant and major shareholders as their related parties holding shares in the Company as of December 30, 2016

No.	Name	Position	Number of shares	Proportion (%)
. Bo	ard of Directors	-		
1	Mr. Bui Thanh Nhon	Chairman	126,197,583	21.17
2	Mr. Bui Cao Nhat Quan	Deputy Chairman cum Deputy CEO	31,335,524	5.26
3	Mr. Phan Thanh Huy	Board Member cum CEO	68,682	0.01
4	Ms. Hoang Thu Chau	Board Member cum Deputy CEO	0	0
5	Ms. Cong Huyen Ton Nu My Lien	Independent Board Member	0	0
I. Bo	oard of Management			
1	Mr. Phan Thanh Huy	CEO	68,682	0.01
2	Mr. Bui Cao Nhat Quan	Deputy CEO	31,335,524	5.26
3	Ms. Hoang Thu Chau	Deputy CEO	0	0
4	Mr. Bui Xuan Huy	Deputy CEO	22,894	0.004
5	Mr. Le Hong Phuc	Deputy CEO	0	0
6	Mr. Eric Chan Hong Wai	Deputy CEO	0	0
7	Ms. Vo Thi Thu Van	Deputy CEO	0	0
II. S	upervisory Board			
1	Ms. Nguyen Thi Minh Thanh	Chief Supervisor	0	0
2	Mr. Nguyen Vu Duy	Member	0	0
3	Ms. Nguyen Anh Thi	Member	0	0
v. Cł	nief Accountant			
1	Ms. Tran Thi Thanh Van	Chief Accountant	0	0
/. Ma	jor shareholders as related parties t	o Members of the Board of Directors, Board of M	anagement and Supe	rvisory Board
1	Novagroup Corporation	Major shareholders related to Members of the BOD	151,287,055	25.37
2	Diamond Properties JSC	Major shareholders related to Members of the BOD	80,870,286	13.56

Source: Novaland Group

List of owners of the restricted shares

No.	Individual/Institution	Position/Relationship	Number of shares	Proportion (%)
1	Novagroup Corporation	Major shareholders related to the BOD's Members	151,287,055	25.37
2	Diamond Properties JSC	Major shareholders related to the BOD's Members	80,870,286	13.56
3	Mr. Bui Thanh Nhon	Chairman	126,197,583	21.17
4	Mr. Bui Cao Nhat Quan	Deputy Chairman cum Deputy CEO	31,335,524	5.26
5	Mr. Phan Thanh Huy	Board Member cum CEO	68,682	0.01
6	Mr. Bui Xuan Huy	Deputy CEO	22,894	0.004
	TOTAL		389,782,024	65.37

Source: Novaland Group

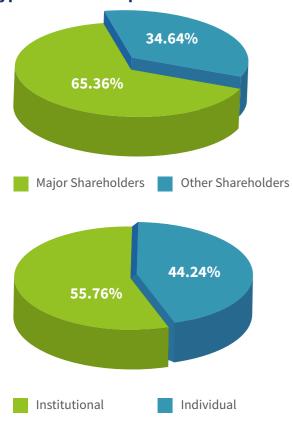
Investor relations

and Shareholder information

Shareholder structure by geographical distribution



Shareholder structure by types of ownership



Source: Novaland Group

Novaland Group has officially entered a new phase of development which the founding shareholders need capital contributions from the others. In addition to effective operations, attracting potential investors continues to be the most important. With the goal of capital structure adjustment without being over dependent on bank loans to manage risk if the Sin crisis reoccurred and to have a healthy capital, Novaland Group has been prepared to be listed since 2008. However, due to the stock market crash, the listing had been postponed. Novaland Group became a Listed Company at the end of 2016 after diligent and methodic preparation. The Company has paid attention to Capital Market and Investor Relations (CMIR) activities through approximately 250 meetings with domestic and international investors from many countries including the UK, Cayman Islands, Dubai, Korea, Hong Kong, Singapore, Malaysia, the USA, Japan and Thailand. While maintaining trust with existing shareholders and simultaneously raising fund from new investors, Novaland Group also successfully organized roadshows in the world's top financial markets located at Singapore and Hong Kong in June and September 2016 respectively.

At Novaland Group, all activities must be based on the principles of integrity for sustainable development. Personnel are instructed not to follow short-term benefits, ensuring the long-term interests of shareholders and investors. The BOD and BOM always emphasize the value of corporate governance via training programs for each Member of the BOD, SB and BOM with specific roadmaps and long-term goals. The plans to set up dedicated committees to support the most effective corporate governance is strongly concerned. The goal is accompanied by proper attention to CMIR activities - an effective tool for enhancing corporate value including: (1) building up shareholder strategies, (2) disclosing information in sufficiently, clearly and accurately way to satisfy investor demands of information, benefiting both the Group and its shareholders. In preparation for becoming a public and listed company at the end of 2016, CMIR Department has successfully build a dedicated team to connect the Group with investors, supporting Novaland's brand image within the investment community. CMIR has been set up on a solid base with its Code of conduct of "Honesty, Timeliness

and Transparency" aligning with the Company's Core values of "Integrity, Efficiency and Professionalism".

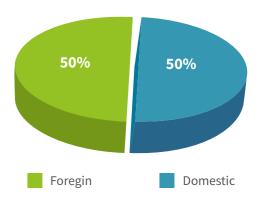
Thanks to the real estate and stock markets' positive signs of recovery in 2016, Novaland Group received much consideration from domestic and foreign financial institutions, investment banks, securities companies, as well as investment funds. The Group has seized upon opportunities to introduce potential upcoming projects. In addition, Novaland's sustainable development and strategic orientation has been also primary concerns of investors. Novaland Group has established a Sustainable Development Committee with experience and expert consultants in international market in association with PwC's professional advisory support. The Management Board also has reasonable development strategic direction in medium and long-term to increase profit margin through product diversification and restructuring, cash flow improvement, investment rearrangement, human resource strengthening, advanced technology implementation and others.

In addition to internal resources, the Group has been collaborating with major investors to improve its position and power. In 2016, Novaland successfully carried out capital raising up to VND 2,279 billion equivalent to USD 102 million with Phase 1 in February, Phase 2 in August, Phase 3 and 4 in November of increasing by VND 1,017 billion, VND 520 billion, VND 522 billion and VND 220 billion respectively. In particular, Novaland Group successfully executed private placement for well-known global institutional investors before being listed in December. The Company initial listing price could have been VND 65,000/share and all shares could have been sold at the price of VND 56,000/share thanks to adequate subscription. However, GIC - the Government of Singapore Investment Corporation registered buying price of VND 50,000/share with large amounts and commitment to long-term relationship, the selling price of VND 50,000/ share was selected for strategic shareholders. This decision is also in line with Novaland Group's sustainable development strategy, which is profitable to investors and alleviates the price pressure of moving up. This event has proven Novaland to be a prestige brand recognized by financial markets. Big names such as VinaCapital, Dragon Capital, Credit Suisse, GIC and JP Morgan have officially collaborated with Novaland Group in long-term strategy for sustainable development commitments.

Number of issued shares	52.2 million shares
Issue price	VND 50,000/share
Time of issue	November 2016
Subscription rate	2 times
Total value	VND 2,610 billion equivalent to USD 117 million

Source: Novaland Group

14 Institutional Investors



Source: Novaland Group

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Investor relations

and Shareholder information

Novaland Group's Management Board is always pay attention to the shareholders' opinions and demands through direct meetings, investor conferences, site visits and enabling investors to access information fully and accurately. In 2016, Novaland Group built a solid foundation for executing successful listing, providing transparent and accurate information to support shareholders and investors making right decisions for their investments:

- (1) Selecting and working with professional, prestigious and experienced consultants for both private placement and listing
- (2) Issuing comprehensive procedure of information disclosure in compliance with the provisions in the Circular 155/2015/TT-BTC of the Ministry of Finance guiding information disclosure in the stock market dated October 6th, 2015, other relevant legal documents and in accordance with the principles of the current Corporate Governance Regulation
- (3) Developing a crisis management plan to avoid negative rumors adversely affect the Group's share price
- (4) Conducting training sessions of insider trading applicable to the whole employee ensuring information transparency to meet the requirement of Equitable treatment with shareholders in accordance with standards of ASEAN Corporate Governance Scorecard
- (5) Organizing a series of meetings with major domestic and foreign investors to raise fund for the Group expansion
- (6) Providing information proactively to investors on business operation, financial health, project portfolio, sales capacity and etc.
- (7) Opening official channels to support investors such as annual reports, FS, website, video clips, presentations and analysis articles by reputable experts and etc.



Novaland Group officially communicate with shareholders and investors via the Group's Authorized Speaker to ensure the legality and validity of information using the following means of communication:

- (1) AGM, EGM (if necessary)
- (2) Meetings with shareholders and investors
- (3) Meetings with securities analysts and the media press
- (4) Presentations on the Company's business activities
- (5) Site visits
- (6) Annual reports
- (7) Press releases
- (8) Information disclosure required by SSC, HSX and VSD $\,$
- (9) Website: www.novaland.com.vn

In order to take advantage of opportunities to promote the Novaland brand to investors, the Management Board actively participated in lots of seminars and events conducted by reputable organizations and popular securities companies in 2016.

Notable Seminars and Events 2016

Time	Seminars/Events	Host	Country
	Vietnam Access Day	VCSC	Vietnam
Quarter 1	Fearless Forecast 2016	CBRE	Vietnam
	CLSA ASEAN Forum 2016	HSC	Thailand
	"What's New and What's Next in Vietnam's Real Estate Market"	JLL	Vietnam
Quarter 2	Big Breakfast Q2.2016	CBRE	Vietnam
	Vietnam Property Market	JLL	Vietnam
	M&A Vietnam Forum 2016	VIR	Vietnam
	The conference of real estate mortgages including land use rights at overseas banks	HOREA	Vietnam
Quarter 3	Ho Chi Minh Quarter 3 of 2016 Market Insights Event	CBRE	Vietnam
	CLSA Vietnam Conference	HSC	Vietnam
	VinaCapital 2016 Investor Conference	VinaCapital	Vietnam
	CBRE Customer Conference	CBRE	Vietnam
	Savills Customer Conference	Savills	Vietnam
Quarter 4	Forbes Conference Real Estate 2016: Building The Future	Forbes	Vietnam
	Vietnam Economic Outlook for 2017	HSC	Vietnam
	ASEAN Corporate Governance Scorecard	HSX - IFC	Vietnam

Source: Novaland Group



Novaland Trading floor at 65 Nguyen Du Street, District 1, HCMC

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and Shareholder information

In 2017, in order to have sufficient financial resources to expand land bank, diversify project portfolio, and "maximize the benefits for shareholders and investors", CMIR continues to enhance capacity and leverage experience to maintain good relations with existing shareholders, attract more potential investors, contributing to the value of the Novaland brand in regional and global markets.

Typical Foreign Investors of Novaland Group in 2016







VinaCapital is a leading real estate development and investment management company focused on Vietnam market, with a diversified portfolio of nearly USD 2 billion in AUM. VinaCapital was established in 2003 with experienced management team, specializing in international finance and investment.

Dragon Capital is an integrated investment group exclusively focusing on the Vietnam capital market. Founded in 1994 with initial capital of USD 16 million, the Company currently manages 10 investment funds with AUM over USD 1 billion. Dragon Capital is currently one of the most experienced investment funds in Vietnam.

Founded in 1856, Credit Suisse is one of the most prestigious investment banks globally. Credit Suisse Group AG, with total assets of USD 325 billion, is a financial service headquartered in Zürich, Switzerland. The Bank operates in 3 areas of Investment Banking, Private Banking and Asset Management.

Up to December 31, 2016, Novaland Group currently has 6,830,000 convertible preferred shares that have not been converted into ordinary shares. The conversion plan for convertible preferred shares to ordinary shares was approved in Resolution No. 120/2016-NQ-NVLG on July 21, 2012 with the following details:

Form of conversion	Preferred shares will be converted into ordinary shares by the request of the preferred shareholders with the ratio of 1 preferred share to 3 ordinary shares
Sources of issuance	Share premium
Eligible subscriber	The owner of preferred shares at the time of conversion
Timing	Expected from Q4 2016 to Q1 2019 as scheduled commitment to shareholders holding preferred shares

In addition, according to Resolution No. 122/2016-NQ-NVLG on July 21, 2016, Novaland Group has approved the issue of ordinary shares for loan conversion with the following details:

Purpose of issue	Convert the loan under the "Finance Documents", enabling the Lenders or Lenders' Representative to change the type of investment by owning the Company's shares
Type of share	Ordinary share
Par value	VND 10,000/share
Number of shares expected to convert	Maximum of 70,000,000 shares
Form of conversion	As stated in the "Finance Documents"
Expected increase in Charter capital	Maximum VND 700,000,000,000
Method of issuance	Private placement of ordinary shares for loan conversion
Eligible subscriber	Being the Lenders or Lenders' Representative who have a demand of loan conversion in accordance with the provisions in the "Finance Documents"
Calculation of conversion ratio	Conversion ratio is specified in the "Finance Documents". Accordingly, the Lenders and the Company agree to the market capitalization at a minimum of USD 1,000,000,000 and the Lenders' ownership after the maximum conversion of X% on the total number of shares issued and the Company's maximum conversion prior to private placement with X, is determined according to the following formula: $ X = O / (O + V) $ $ O = \text{Maximum USD } 100,000,000 \text{ (actually USD } 60,000,000) $ $ V = \text{USD } 1.000.000.000.000 $
Adjustment in conversion ratio	In order to ensure Lenders' investment value, in the case of average market capitalization of the Company 20 days after listing is less than USD 1,100,000,000, the conversion ratio of the Lenders will be adjusted to the following formula: X = O / V X = Maximum ownership of Lenders at the Company after the conversion O = Maximum USD 100,000,000 (actually USD 60,000,000) V = Market capitalization determined on the 20-day volume weighted average price (VWAP 20) since the listing date
Timing	At the request of Lenders specified in the Finance Documents Within 6 months from the time determining the VWAP 20 value of NVL shares, Lenders have the right to convert the loan into ordinary shares. In case Lenders do not require loan conversion, the Company has the right to request Lenders to convert up to 50% of the loan value into shares. The Company is obliged to carry out the necessary procedures for private placement of ordinary shares for loan conversion as the request of the parties in the Finance Documents

Contact us: Capital Markets and Investor Relations Department

Novaland Group, 7th Floor, 65 Nguyen Du Street, Ben Nghe Ward, District 1, HCMC Director of Capital Markets and Investor Relations: Mr. Phan Le Hoa Telephone: (84) 906 35 38 38 | Email: ir@novaland.com.vn



Learning and Development

Attracting and retaining talents

Novaland Management Board's most concern and attention have been Learning and Development to create a culture of learning for employees at all levels. This benefit has been highly appreciated by both management and staff levels at Novaland Group

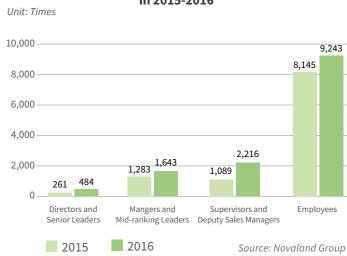


In 2016, the Company established the **Novagroup Leadership Center**, previously the Department of Learning and Development. The Center operates separately from the Human Resources Department, under the supervision of the BOD. Training activities and staff development will be closely associated with Novaland Group's business strategy and KPI for each specific period of time with this new organizational structure. The training programs were designed based on strengths of each Department/Division, employee development plan and the annual assessment results of training needs.

One of the Leadership Center's primary responsibilities is to train and develop a middle to senior management level teams which is called succession planning. In 2016, Novaland Group cooperated with The Dale Carnegie Institute in organizing 8 three-day training courses of "Leadership Breakthrough" for 165 Mid to Upper Level Management. In addition, the Company also partnered with the FPT University's Institute of Business Administration to open a training course of "Mini MBA" for Senior Leaders and Directors with the expectation of 4 to 5 in 2017. To improve coaching quality and encourage discourse with lecturers, each class will consist of approximately 30 students, being taught 13 subjects about 230 hours per class. Besides classroom training, The Leadership Center also organized Management Reading Programs and Workshops for practical application of theory. Furthermore, the Center is in the process of designing and implementing a **Mentoring** Program - Experience Sharing in early 2017 for level of Directors and Senior Managers.

Senior Leaders

Total participants of training courses in 2015-2016



Chairman's vision not only concentrates on senior management training, but also sets a clear direction for all staffs comprising managers, supervisors and employees. One staff member will experience at least 3 training courses on soft skills, technical skills, knowledge updating and internal working procedures. Specifically in 2016, The Leadership Center organized more than 100 soft skill and specialist skill training courses for all levels, with 89,110 hours of training for more than 13,000 participants. Additionally, 149 employees were elected to participate in more than 40 external training courses with a total of 4,195 training hours. The training programs have been tied to the actual work experience, which requires trainees to practically apply what they've learned and evaluate training effectiveness thereafter. In 2016, the average participant logged in 40 training hours.

Training hours in 2015-2016 Unit: Hours 70,000 62,676 59,426 60,000 50,000 40,000 2015 2016 30,000 20,000 13,377 10,101 8,269 6,535 10,000 1.386 2,957 Source: Novaland Group Supervisors and Directors and Managers and Employees

Mid-ranking Leaders Deputy Sales Managers

Learning and Development

Attracting and retaining talents



Novaland Group has always make a point of introducing new staffs to its history, tradition, culture, Code of conduct, Core values, operation regulations, personnel policies, IT systems, products and services and etc. for their best performances. In 2016, The Leadership Center organized 11 Staff Orientation Programs for more than 700 newcomers. In addition to orientation, Novaland Group also has a 2-week per month training programs specifically designed for new Real Estate Consultants. In pursuit of building a strong and professional sales team,

differentiating Novaland Group from others, in 2016, The Leadership Center organized 11 training courses for more than 300 new Real Estate Consultants, including 273 official participants and dozens of observers who take interest in some specific subjects related to their current positions.

Thanks to Novaland

to be a big family with success.

enthusiasm and ambition in training

strategy, each staff is simultaneously

working while improving knowledge

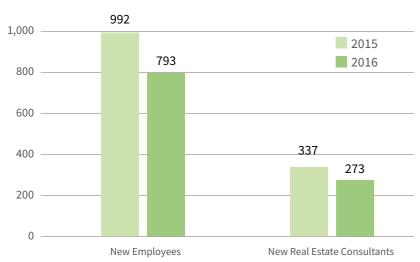
and developing skills making Novaland

(Note: The number of training hours and

participants in 2016 were lower due to a higher

Group's

Staff Orientation Programs



number of new recruits in 2015 for speedy growth of the Company. In 2016, the Company dedicated to sustainable development and

Source: Novaland Group employee quality)

Information technology



Novaland Group appreciates the prominent role of IT in the Company's daily operations as well as procedures. The integration of IT tools, applications, services, using of smart mobile devices and web-based technology has provided a better support in corporate governance, business administration, developing and providing value-added services to customers. The essential activities of both IT infrastructure and information security have been investment priorities since 2016. In particular, Human Resources Management System - HRMS and Enterprise Resource Planning - ERP which were 2 important applications have being used.

Infrastructure systems were continuously upgraded and expanded in which backbone systems satisfy communication needs between data center and projects, trading centers and main office. The Group Data Center has been transferred to internationally standard with stable broadband connection to meet the long-term expansion requirements. Cloud computing technology and wireless mobile networks have been simultaneously using to serve a mobile working environment which actively contributes to the Company's long-term development. The ERP system with specific solutions for the sole real estate industry directly applying to the Company has been deployed by the world's leading IT Groups. This integrated solution will manage investment, project development, trading and financial accounting, while providing administrative

information accurately and timely to support the Executive Board for their quick decision making. The system is designed according to international standards, with highly secured separate user access and business procedure protection to make sure accuracy of the information. In parallel, HRSM is based on the cloud platform applying the best practices by leading companies around the world. The application of HRMS precisely ensures the human resources management, while providing each employee and management levels with a tool to effectively manage key targets and capacities.

Novaland Group's top priority is making information security for customers, investors, shareholders and employees. The Group implemented the safety management information system in accordance with ISO/IEC 27001:2013 standard and confidential security for personal computers and mobile devices. All employees must adhere to the principles of confidentiality for accessing information and communication channels in compliance with Novaland's IT policies, processes, regulations and manual.

Novaland Group's ceaseless investment in construction and application of high technology plays a major role in improving the governance efficiency and sustainable development.

Human resources

The most valuable asset





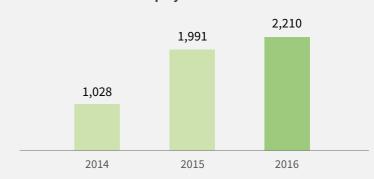
At Novaland Group, each member plays a strategic role. Novaland Group's market position has proven its leadership in human resources.

Management Board has been actively recruiting senior management levels with extensive experience in leading corporations to develop the Company's strategies. Contemporaneously, Novaland Group has actively solved management shortages by fostering and training lower levels to be mature and knowledgeable to get bigger roles as soon as possible. The Company's Human Resources planning and recruiting success in a sensitive market of real estate is concentrated on 3

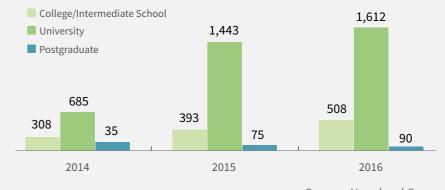
factors comprising (1) Compensation policies with attractive and competitive benefits, (2) Employer brand name from company brand, product quality to candidate assessment and etc. and (3) The Company's vision, mission and Core values.

Staff has grown continuously in terms of both quantity and quality contributing to Novaland Group's success





Levels of education in 2014-2016



Source: Novaland Group

Human resources

The most valuable asset

For Novaland Group, on behalf of the Company, Sales Team has given satisfaction to customers for the whole process of consultant, transaction, loan assistance, delivery and property management. Additionally, the Group has succeeded in promoting a spirit of support and collaboration among colleagues in compliance to its regulations, resulting in respectful and gracious attitudes in communication. The Group's sustainable development depends on worthy investment in quality resources, modern technology applications such as SAP (Systems, Applications and Products), BIM (Building Information Modeling) and international standards of customer service processes and so on.

At Novaland Group, both the BOD and BOM realize that human resources is the most valuable asset put at the top of its priority in all business operations.

Salaries, bonuses and benefits are constantly enhanced for improving the staffs' material and spiritual lives. It is a key factor for the Group's continuous development and success. Novaland Group's compensation and benefit policies have provided added value at inception stage. Payroll and salary scales are built in detailed, systematic and competitive according to Mercer Job Evaluation Management System and in comparison to the market conditions to attract more candidates from large corporations and multinational companies. The Company's basic salary is presently competitive to others in the same field. KPI has been set up with clear targets, creating fairness and equality in the workplace. The effective PMS assessment system has been built with the assistance of KPMG to manage and evaluate individual and departmental performance effectively. The Group is also investing to build a personnel information management system based on the cloud platform used by the world-leading firms to support management, planning, assessment and staff development.

Remuneration and benefit policies are diversified with high-reward policies and profit-sharing schemes suitable to particular industry. These benefits help to attract and retain talents, making Novaland Group stand out among its peers. Appropriate commission plan, flexible work hours, professional apprenticeship training, quarterly performance reviews and so on are exceeded industry standards.

Novaland Group employees are prioritized to use project facilities nearby. There has been an ESOP for long-term devoted staffs with consecutive good performance.



Novaland is Home

With over 2,200 staff at the end of 2016, Novaland Group has succeeded in building a friendly working environment as their second home where employees can have job satisfaction.

The assessment, appointment, recognition and rewards are based on the employee capacity represented by actual results. The Group currently sets up numerous human resources management strategies to help all employees build their career paths in Novaland Group. These well planned preparations are connected to Company vision and culture as well.

Trust is foundation for development

Novaland Group has built trust with employees before creating the best work environment in its development strategy. The HR Department has consistently organized activities such as HR Roadshow, Nova Radio and competition programs that apply its Code of conduct and the Company's Core values of Integrity, Efficiency and Professionalism. The Group also annually conducts internal employee engagement survey enabling the collection of employees' opinions and aspirations to measure the connection indicators.

In 2016, the Company was honored by domestic and international HR organizations:

- i) Novaland Group was the only company in Vietnam to receive the Asia Best Employer Brand Awards 2016 from the Employer Branding Institute. This prestigious award is approved by experienced professionals in human resources in Asia and throughout the world.
- ii) Novaland Group was honorably awarded with 3 Vietnam HR Awards 2016 simultaneously for Vietnamese companies with the best HR policies:
 - Excellent HR Planning and Recruitment
 - Good Compensation and Benefit Policies
 - Good Working Environment

This is the sole HR Award in Vietnam via Talentnet licensed from The Singapore HR Awards of the Singapore Human Resources Institute in collaboration with the Newspaper of Labor and Social Affairs - the official speaker of the Ministry of Labor, Invalids and Social Affairs.

iii) Novaland Group was elected as one of the Vietnam 100 Best Places To Work by Anphabe.com - a professional management social network, ranking number 2 in the field of real estate, architecture and design.



Market share of sold apartments in HCMC in 2016

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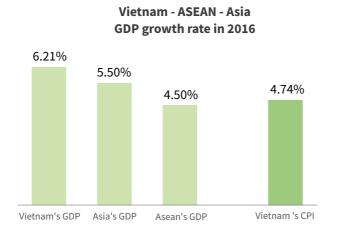




VIETNAM ECONOMIC LANDSCAPE IN 2016

According to the latest Doing Business Report 2017 by World Bank ranking, in 2016, Vietnam jumped 9 spots year on year to the 82nd of 200 countries. In particular, the significant growth in key performance indicators was the Minority Investor Protection Index, which jumped 31 spots from the 118th to 87th. This has been the evidence of the Government's improving business environment for more effective and sustainable economic growth. At the same time, enterprises themselves are demonstrating reasonable interest in shareholder rights and equitable treatment of shareholders to develop a transparency and effectiveness in corporate governance code.

In 2016, some key important macroeconomic indicators led to encouraging positive changes, generating a prerequisite for long-term economic stability. GDP growth rate is estimated to be increased by 6.2% compared to 2015, lower than the target of 6.7%, however, still double the world's average and leading Asia and ASEAN regions. The real estate business was increased by 4%, reaching the highest level in 5 years. The size of Vietnam economy in 2016 at current prices was approximately USD 202 billion and GDP per capita was estimated at USD 2,179. Inflation was remained within the 5% target set by the National Assembly and the CPI by the end of December 2016 increased 4.74% over the same period.



Source: Vietnam Television News

In 2016, Vietnam's export surplus surged back when the trade balance described a positive change, posting a USD 2.6 billion in trade surplus. Export and import turnovers in 2016 were estimated at USD 175.9 billion and USD 173.3 billion, up 8.3% and 4.6% year on year accordingly. Foreign exchange reserves were considered to be the highlight of the year, reaching a

peak of USD 41 billion and the highest ever. Increased foreign exchange reserves will contribute to stabilize macro-economy, build confidence in the VND and limit dollarization. Most importantly, it indirectly contributed to lower the bond interest rates in international markets, reducing the cost of foreign government loans.

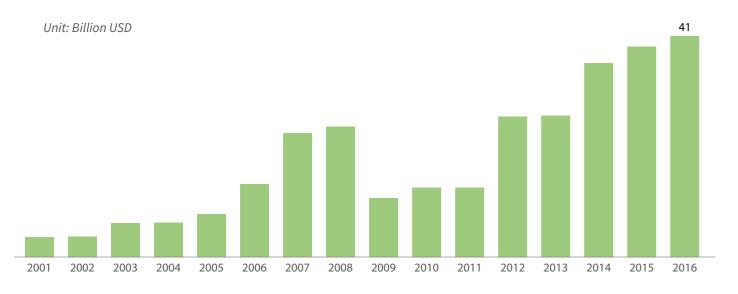
Vietnam Export and Import 2014 - 2016



Report of the Board of Directors

VIETNAM ECONOMIC LANDSCAPE IN 2016 (continued)

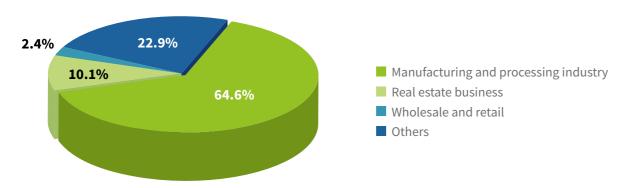
Vietnam Foreign Exchange Reserves in 2001 - 2016



Source: Government Office, SBV, ADB

Another achievement of Vietnam's economy in 2016 was FDI attraction. Vietnam attracted more than USD 20.9 billion and disbursement of FDI in 2016 was estimated at USD 15.8 billion, an increase of 9% over 2015, reaching the top of FDI disbursement during years. Promising real estate market attracted FDI of more than USD 1.5 billion, accounting for about 10.1% of the FDI structure by sector.

Structure of FDI by Sector

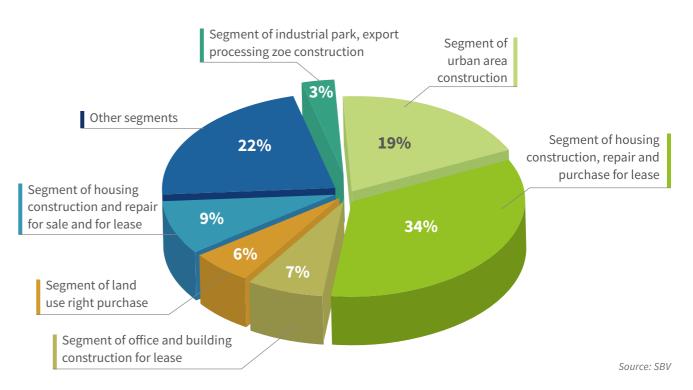


Source: General Statistics Office of Vietnam

REAL ESTATE MARKET RECOVERY AND PROSPECTS

2016 marked a promising year for the Vietnam real estate market which most segments have shown the growth in price and liquidity and property investment was quite exciting. According to a report by the Ministry of Construction, the total value of real estate inventory nationwide as of December 2016 was about VND 31,842 billion and significantly decreased by VND 19,047 billion year on year. According to HoREA statistics, property asking price in the primary market increased by 5-7% while the secondary market also increasing by 10-15%. Outstanding loans for real estate industry continued to increase as compared to 2015, reaching VND 426,181 billion, a surge of 8.5%. Annual overseas remittance which was considered to be the major contribution for the property market also stayed strong. According to the SBV, about 21% of annual overseas remittances which reaching roughly USD 10 -13 billion/year have been used to invest in the real estate market.

Credit structure in each real estate segment 2016



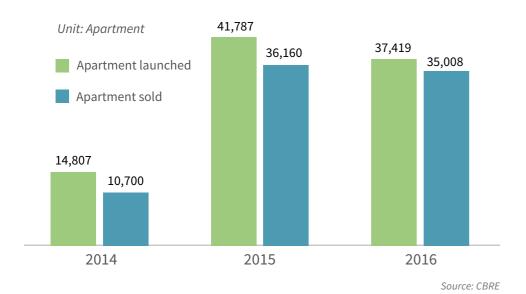
Report of the Board of Directors

REAL ESTATE MARKET RECOVERY AND PROSPECTS (continued)

The Government has also made positive moves to support its growth while ensuring its safety with the issuance of Circular No. 06/2016/TT-NHNN. Accordingly, the SBV changed the risk weight for mortgage loans from 150% to 200% instead of 250% as its draft and taking effect as of January 1, 2017. The SBV also shortened the short-term financing of medium and long-term loans, and its rate remains unchanged at 60% through December 31, 2016, then gradually being reduced to 50% as of January 1, 2017 and to 40% from January 1, 2018.

In 2016, according to CBRE, HCMC's apartment sold of 35,008 out of 37,419 apartment launched, accounted for 94%, a significant increase as compared to 87% in 2015 and 72% in 2014. The market was active and transactions considerably augmented at the end of the year. Not only were developers actively launching more products with flexible payment schemes but also were banks offering a variety of financial solutions to attract more customers. In particular, in 2016, supply difference among segments was approaching reasonable levels with the number of mid-end projects jumping to 50% of the total supply, high-end and low-end ones with 27% and 23% respectively; as compared to 2015 of highend projects accounting for the majority with approximately 40% in the primary market. In HCMC, according to HoREA, property inventory is at VND 5,954 billion, down VND 4,153 billion to 2015.

Number of apartments launched and sold in HCMC in 2014-2016



"NOVALAND - BRIGHTEN LIVES" - FROM ORIENTATION TO REALITY

Based on the Company's FS 2016 audited by PwC Vietnam - one of the world's leading auditing firms, most of key indicators exceeded its expectations. The BOD acknowledged the BOM's contribution to the Company's outstanding achievement and the staffs' effort to complete tasks assigned to each department. Accordingly, Net revenue increased by 9.3% and 10.3% compared to the target and year on year correspondingly; Profit after tax achieved a record growth rate of 275% over the same period in 2015, exceeding the forecast by 0.5%. Regarding to the Profitability Ratios, ROE was exceeded 3.5% its plan and impressively increased by 122% year on year.

Business plan in 2016

Unit: Billion VND

No.	Item	Unit	Unit 2015 2016 I	2016		Increase /
				Plan	Actual	(Decrease) compared to plan (%)
1	Net revenue	Billion VND	6,673	6,735	7,359	9.3
2	Profit before tax	Billion VND	608	2,208	2,190	(0.8)
3	Profit after tax	Billion VND	442	1,650	1,659	0.5
4	Owners' equity	Billion VND	6,095	10,500	10,047	(4.3)
5	After-tax profit margin	%	6.6	24.5	22.5	(8.2)
6	ROE	%	9.3	19.9	20.6	3.5

Source: Novaland Group

In order to achieve targets in 2016, the BOD conducted a total of 117 meetings and issued 87 Resolutions accordingly to implement the AGM's decisions. Based on these Resolutions, the BOD successfully assessed the Company performance on day-to-day basis.

In the 1st Quarter of 2016, the BOD issued a Resolution to increase the Charter capital to VND 4,700 billion, on the same time implementing M&A activities to expand the Company's land bank. Its concentration in Quarter 2 was still on M&A strategy - one of the key components for Novaland Group's business model to make earlier success. The BOD continued to make decision in investing in a large number of companies to become its Subsidiaries and Affiliates to enhance its strength and scale in the long run.

After years of careful preparation for the Company launching of its 2nd phase in business strategy of 2015-2025, the Company officially announced its first township project - Lakeview City in District 2, HCMC. At present, Novaland Group's staff has been working overtime to meet its commitment of handing over the first houses in Quarter 1 of 2017 and strengthen Novaland brand in the market. As part of its sustainable development strategy with positive public values, 60% of its land area is dedicated to public facilities and green space. Additionally, high-grade schools of international standards have been integrated within the project adding to a high quality of life for future residents. This project has been awarded Southeast Asia's Best of the Best Residences by Dot Property - a leading Asian real estate portal. The award is selected based on a variety of criteria, honestly assessed to ensure fairness and accuracy. Such criteria include site visits, as well as customer interviews and local and regional property experts' assessment.

Report of the Board of Directors

"NOVALAND - BRIGHTEN LIVES" FROM ORIENTATION TO REALITY (continued)

Following the guideline of Sustainable Development Committee which was established in 2016 under the direction of the BOD, Novaland Group wishes to reinvent HCMC with green, clean and comfortable living environment. For the first time, in 2016, Novaland Group was honored with the EDFC Certificate from IFC - World Bank for its Orchard Garden Project in Phu Nhuan District. To get the EDGE Certificate, Novaland Group demonstrated the potential to reduce the water, energy consumption and energy required to produce materials by at least 20% compared to typical buildings. This new effort has been prioritized for the subsequent projects as its commitment to customers and community for a high standard of living in connection with the natural environment.

In the 3rd Quarter, the BOD continued to implement the Resolutions of AGM to increase the Charter capital to VND 5,220 billion. Also, as part of phase 2-development strategy in 2015-2025, in addition to the list of 23 projects under construction in HCMC, the Company has made the first step into the hospitality segment. Serai Nova Phu Sa Resort in

Can Tho City is expected to be a model for luxurious resorts in Western Region which is a great potential for the tourism industry in Mekong Delta. Also for a long-term vision, Novaland Group has been carrying out a variety of M&A deals to build up its land bank for hospitality. Both product restructuring and diversification will support the Company in generating sustainable income, mitigating risks and increasing added values for different customer segments.

In the 4th Quarter, the BOD promptly made important decisions concerning private placement, which was considered a milestone of 2016, by increasing the Charter capital to VND 5,962 billion. The last destination of 2016 was the event of official listing on HSX on December 28, 2016. Novaland currently is the 2nd largest in term of market capitalization in the real estate market and was selected as one of the Top 10 stocks representing for MSCI Vietnam Index and MSCI Vietnam Investable Market Index (IMI), marking a new milestone in the company history.

THE BOD'S SUPERVISION ON THE BOM AND OTHER DEPARTMENTS UNDER THE MANAGEMENT OF THE BOD

Chairman of the Board always pays special attention and respect to the corporate culture. A good leader not only possesses expertise and experience in management but also in ethics. Therefore, in 2016, the BOD directed the BOM and all staffs to carry out the study, implementation and application of its Code of conduct in daily operations which ensure all members must understand the Company's Core values of **Integrity, Efficiency and Professionalism**. Toward this goal, 5 indispensable indicators were created by the BOD in 2016 for effective corporate governance code as follows:

- (1) To protect the rights of shareholders
- (2) To provide equitable treatment of shareholders
- (3) To focus on the roles of stakeholders
- (4) To conduct disclosure and transparency
- (5) To completely fulfill responsibilities of the Board.

BOD's appropriate changes in development strategy, improvement of corporate structure and management policies enabled the BOM to propose the suitable action plan. In 2016, CEO's monthly reports and unscheduled reporting requirements in any abnormalities were maintained as well. In order to ensure productivity, Chairman of the Board and the SB regularly and irregularly inspected the implementation of the AGM and BOD' Resolutions, integration to the corporate governance regulations and ASEAN Corporate Governance Scorecard.

The BOD annually sets the appropriate strategic direction, developing Novaland Group toward global standards and in line with market trend. In order to meet the rapid growth and ensure operational efficiency and professionalism, the BOD focused on reviewing and supplementing quality indicators, business processes and providing directional strategies for CEO to achieve these goals. Typical improvements in 2016 included risk management, application of advanced technology in construction,

property management, environmental protection and etc. to ensure the Novaland's long-term goals.

At Novaland, human resources are the most precious assets to develop and preserve. In 2016, the Company established the Novagroup Leadership Center with one of its primary responsibilities is to train and develop a middle to senior management level teams which is called succession planning. Chairman's vision not only concentrates on senior management training, but also sets a clear direction for all staffs comprising managers, supervisors and employees. In November, under the BOD's direction, the CEO also successfully implemented the Enterprise Resource Planning (ERP) Project.

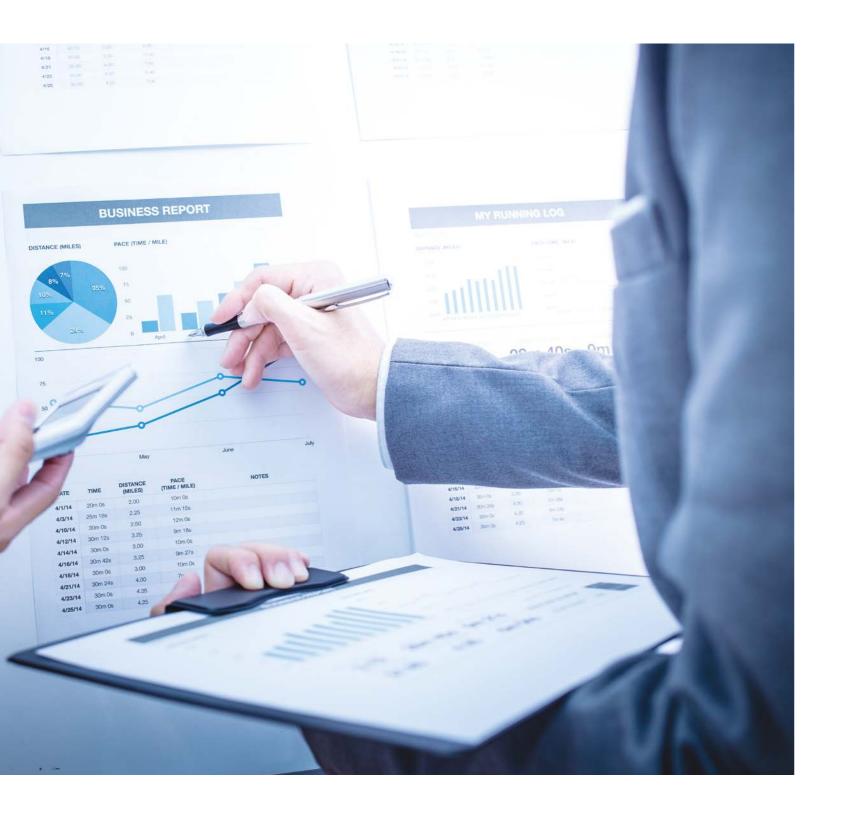
Business plan for the coming year

No.	Key indicators	Unit	2016	2017 Projection	
			implementation	Value	(+/-) % compared to 2016
1	Net revenue	Billion VND	7,359	17,528	138
2	Profit before tax	Billion VND	2,190	4,800	119
3	Profit after tax	Billion VND	1,659	3,144	90
4	Owners' equity	Billion VND	10,047	14,000	39
5	ROE	%	20.6	26.1	27

Source: Novaland Group

With the motto "Customers First" in 2017, the BOD is consistently determined to enthusiastically and sincerely customer service, not only from product quality and delivery commitment, but also in terms of customer service mindset spreading on the whole teams in Novaland Group. The Company employees will be united in a common goal, perpetuating Novaland as a valuable brand and building a sustainable development of "Novaland - Brighten lives".

Report of the Supervisory Board



The SB's structure

The SB's Members:

No.	Full name	Position	Length of service	Ownership percentages of voting rights (as of December 30, 2016)
1	Ms. Nguyen Thi Minh Thanh	Chief Supervisor	From January 1, 2016 to December 31, 2016	0%
2	Mr. Pham Huu Quoc	Member	From January 1, 2016 to July 20, 2016	0%
3	Mr. Tra Trong Nghia	Member	From January 1, 2016 to July 20, 2016	0%
4	Ms. Nguyen Anh Thi	Member	From January 1, 2016 to December 31, 2016	0%
5	Mr. Nguyen Vu Duy	Member	From July 21, 2016 to December 31, 2016	0%

The SB's activities in 2016

These key activities of the SB were conducted in 2016 as follows:

- Supervising the Company operation and management of the BOD and BOM in accordance to the Internal Audit procedures with the support of the Internal Audit Team;
- Reviewing the compliance with the Company Charter, the AGM and BOD's Resolutions and other internal procedures and regulations as well;
- Reviewing major activities and transactions for private placement to become a Public Company;
- Reviewing major activities and transactions for the listing application on HSX;
- Highlighting key risks associated with private placement and listing application and getting the BOM's report to monitor those risks;
- Reviewing the 2016 audited FS by PwC;
- Making the 2017 working plan for SB.

In 2016, the SB conducted the below official meetings:

No.	Date	Main contents		
1	August 24, 2016	Discussion about the structure and operation of the SB		
2	December 27, 2016	Discussion about the remuneration of the SB in 2016		

In addition, the SB's Members regularly communicated via emails, phones to fulfill the assigned scopes of work. Within their responsibilities and rights, the SB also attended the BOM and other related departments' meetings to supervise their activities.



KPMG is currently collaborated with Novaland Group to implement the "Control Room" Project which will assist the BOM in monitoring the project timelines, construction quality and budgets.

Report of the Supervisory Board

Assessment of the management activities of the BOD and BOM

Results of supervision on the BOD's activities

- In 2016, the BOD conducted regular and periodic meetings in accordance to the Company Charter.
- The BOD' Members with their highest responsibilities provided strategic plans and decisions aligning with the AGM Resolutions of 2016.
- Resolutions and Decisions in relation to the Company operation were also issued by the BOD in accordance to the Law on Enterprises, the Company Charter to achieve business performance as well as its strategy.

Results of supervision on the BOM's activities

- In 2016, despite the Vietnamese economy recovery, there were a number of difficulties and challenges which impacted the Company operation. The BOM promptly kept up with the market trend, responded to customers' feedback to make improvements in efficiency and profitability ratios.
- In addition, KPMG was appointed as a consulting firm to review and propose solutions for internal procedures in investment, procurement, corporate governance, risk management and etc. KPMG is currently implementing the "Control Room" Project which will assist the BOM in monitoring the project timelines, construction quality and budgets.
- Furthermore, to adapt to the quantity and quality of growth and ensure the sustainable development, advanced software systems such as SAP ERP, Archer, BIM Revit, Endpoint Security, etc. have been comprehensively invested to improve the corporate governance of the Company.

The BOM complied with their rights and obligation as stipulated in the Company Charter, internal Regulations, the BOD's Resolutions and Decisions to meet the directions and objectives approved by the AGM 2016.

Assessment of the cooperation between the SB and BOD, BOM

- The SB well performed their functions of supervising under the BOD and BOM together supported and coordinated.
- There is no feedback from shareholders regarding the BOM's management activities.



Assessment of the Company's financial figures and business operation in 2016

After reviewing the 2016 audited FS by PwC, the SB recognized the 2016 financial results as follows:

Unit: Billion VND

No.	Key figures	Dec 31, 2015	Dec 31, 2016	%
1	Total assets	26,570	36,527	37%
2	Total resources	6,095	10,047	65%
No.	Key figures	Fiscal year 2015	Fiscal year 2016	%
3	Net revenue	6,673	7,359	10%
4	Net profit before tax	608	2,190	260%
5	Net profit after tax	442	1,659	275%

The Company achieved a good financial performance in 2016 in term of Total assets, Equity, Revenue and Profit being higher than 2015.

The 2016 Separate and Consolidated FS were audited by PwC Vietnam with an unqualified opinion.

THE SB'S WORKING PLAN 2017

In 2017, the SB will maintain regular and periodic supervision in accordance with the Company Charter. The SB will simultaneously continue to improve method of operation, strengthen inspection and supervision on construction, business operations and financial accounting based on the BOD and BOM activities as detailed as follows:

- Checking the implementation of the AGM Resolutions.
- Reviewing and analyzing mid-year and annual FS based on reviewed and audited figures to reveal unusual circumstances and their solutions accordingly (if any).
- Monitoring and supervising risk management in order to timely detect emerging risks and strictly control critical risks, especially ones related to the project implementation including budget management, bidding, procurement for the project, etc.
- Coordinating with the Internal Audit Department in supervising compliance with the Group's operating procedures and regulations. Further reviewing and pointing out shortcomings in the Group's processes, regulations and operation to improve its effectiveness and performance.

- Collaborating with the independent auditor to supervise audit quality and timely update audit results.
- Discussing with the independent auditor about (i) major changes in significant items in the FS; (ii) records of the independent auditor after completion of reviewed and audited FS and (iii) contents of the management letter after the annual audit and 6-month review.
- Performing other tasks according to the functions of the SB such as review and amendment of the Charter, Regulations of the Group which are no longer suitable.

Stable Revenues and new record of Profit after tax

Opening a new chapter in 2016, Novaland Group became a Listed Company with new challenge of self-improvement to further develop the Novaland brand as the vision and mission conceived from the beginning by the Chairman. The dynamic business model has been flexible applied by Novaland Group subject to market changes to support the Company becoming one of the leading real estate developers in HCMC.

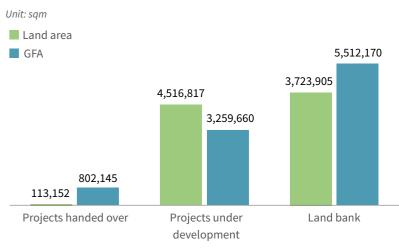
Developing mid and high-end projects in prime locations at HCMC has been its focus strategy throughout the development process.





From a Private Company with its first project, facing difficulties but still sticking to its goal, Novaland Group is currently in the process of owning over 40 projects in HCMC and other potential provinces of tourism development. In which, 6 of them have been completed and handed over as our commitment to clients on progress and quality with over 6,100 units and an average absorption rate of 99%; 24 projects have been under development and launched to the market with over 27,000 apartments and townhouses; 18 projects of land bank to support the long-term development of Novaland Group with GFA of about 5.5 million sqm. The current land bank of Novaland Group has reached nearly 10 million sqm of GFA, ensuring stable Revenue and Profit for at least the next 5 years.

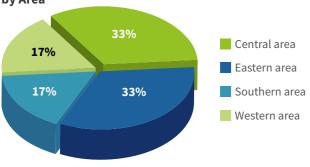
Land area structure of Novaland Group as of December 31, 2016



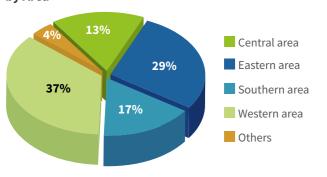
Source: Novaland Group

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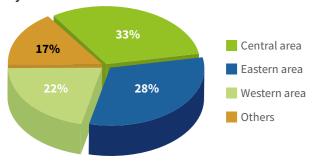
Structure of the number of projects handed over by Area



Structure of the number of projects under development by Area



Structure of the number of land bank projects by Area



Source: Novaland Group

Projects handed over are mainly concentrated in the Eastern and Central areas and projects under development are located in the Western and Eastern areas. In the long-term development strategy, land bank projects being invested by Novaland continue to be focused in the Central and Eastern areas, especially the expansion to potential tourism cities as the 2nd phase of business strategy in the period of 2015 - 2025. Based on this structure, Novaland Group is currently expanding land banks across key locations in HCMC in which the Central area is very limited of land bank and the Eastern area is the key for real estate development in HCMC with a series of infrastructure and transportation projects.

In addition to the projects continued to be handed over to customers, Novaland Group has officially announced 4 new projects, contributing to the market of over 3,100 units including Residential, Township, Officetel and Commercial in 2016. As a real estate developer with prestige and capacity, all its new projects have obtained a positive reception from customers. The absorption ratio of new projects by the end of 2016 was 60%, which significantly shown the market attractiveness of the Novaland's products. Sales also increased steadily across all areas, with the highest ones in the Central and Eastern areas. Among more than 8,000 units selected by customers in 2016, 4 new projects launched to the market were accounted for 24%.

In 2016, with the strong development of Eastern and Western areas of HCMC and being ahead of the curve, the M&A activities have focused on the Eastern and Western areas during times as exposed in Novaland Group's projects under development. The Eastern and Western areas have had an outstanding number of projects.

Lakeview City, its pioneer township project with a scale of over 30 ha, a highlight in the Eastern area, is synchronously invested with the standard design and full facilities to embrace a unique healthy lifestyle for its Residents and surroundings. Although being announced in April 2016, the absorption rate reached approximately 60% by the year end and the 1st phase will be handed over in the 1st Quarter of 2017. This first township project of the Group will be a basis for launching the next ones to the market.

Lakeview City is a perfect combination of townhouses, shophouses and villas, typically shophouses are mixed-use development of residential and commercial. With the advantage of high liquidity and reasonable profitability, the product promises to generate significant Revenue for Novaland Group in the coming years. In economic integration, with high demand of business expansion for retail spaces at affordable prices and convenient location, shophouses will be an effective investment for customers. Novaland Group has built shophouses with flexible and suitable design, including a ground floor and several ones. These products are located in prime locations such as Lakeview City (District 2), Golden Mansion (Phu Nhuan District) and etc.

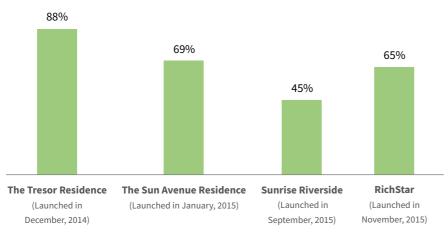
Projects launched in 2016

No.	Area	District - Street	Project	Time	Absorption rate (%)
1		District 4 - Ben Van Don	Saigon Royal Residence	April	68
2	Eastern area	District 2 - An Phu	Lakeview City	April	57
3	Western area	Phu Nhuan District - Truong Quoc Dung	Newton Residence	April	39
4	Western area	Tan Binh District - Hong Ha	Botanica Premier	January	67

Source: Novaland Group

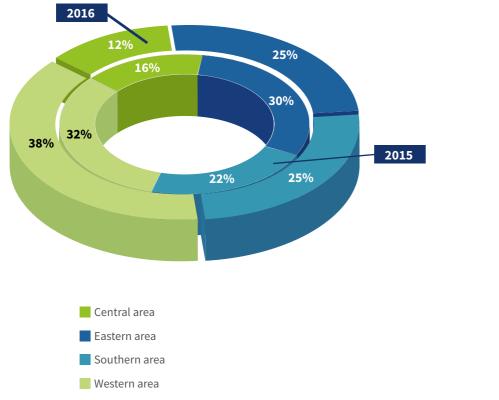
In addition, in 2016, there was outstanding contribution of Novaland typical projects in the market with an absorption rate of approximate 70%, such as The Tresor Residence (Central area - District 4), The Sun Avenue Residence (Eastern area - District 2), Sunrise Riverside (Southern area - Nha Be) and RichStar (Western area - Tan Phu District) will be handed over in 2017 and 2018.





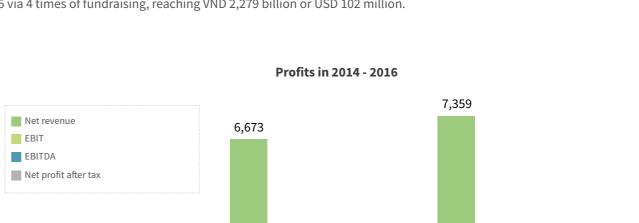
Source: Novaland Group

Structure of units selected by customers by area in 2015-2016



Source: Novaland Group

For real estate business, Revenue is recognized when products are handed over to customers. Thanks to stable sales of previous years, in 2016, Revenue and Net revenue increased to VND 7,369 billion and VND 7,359 billion respectively. Net revenue increased by 10% year on year, exceeding 9% compared to its target. In 2016, EBITDA reached about VND 1,002 billion, corresponding to an increase of 21% over the same period last year. Profit after tax reached VND 1,659 billion, marking a record growth rate of 275% year on year. Total assets at the end of 2016 reached VND 36,527 billion, an increase of 37% compared to the end of 2015, of which the Owner's equity was VND 10,047 billion, a surge of 65% compared to end 2015 via 4 times of fundraising, reaching VND 2,279 billion or USD 102 million.



830

741

2015

Source: Novaland Group

1,002

776

2016

1,659

Total assets and Owner's equity in 2014 - 2016

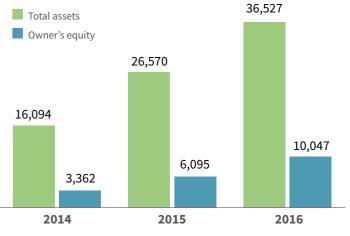
Along with the existing product categories comprising Residential, Officetel, Commercial, Novaland Group marked a great progress to expand to Township and Hospitality. It aimed to product diversification to meet customer needs, improve profitability and limit the risk of "putting all the eggs in one basket". Hospitality projects have also being invested in provinces with potential for tourism such as Serai Nova Phu Sa Resort at Can Tho and other land bank projects in the process of M&A implementation.

2,802

243

2014

259



Source: Novaland Group

Reasonable cost control, impressive improvement of Profitability Ratios

Revenue structure in 2014-2016 by Product Types

Unit: Million VND

	2014	Percentage (%)	2015	Percentage (%)	2016	Percentage
Net revenues	2,801,811	100.00	6,673,435	100.00	7,359,181	100.00
Apartment			5,890,171	88.26	5,633,337	76.5
Officetel	2,733,531	97.56	78,235	1.17	142,371	1.9
Commercial			41,806	0.63	821,925	11.2
Others	68,280	2.44	663,223	9.94	761,548	10.4

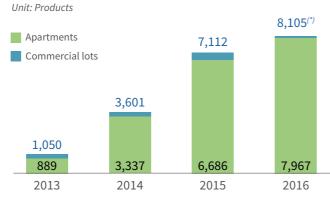
Source: Novaland Group

In 2016, Net revenues recorded an impressive figure of VND 7,359 billion, increased by 10.2% year on year. Apartment Revenue reached VND 5,633 billion, accounting for 76.5% of total, thanks to Novaland Group's project delivery of Galaxy 9 Residence, Icon 56 (District 4), Lexington Residence, Tropic Garden - Phase 1, 2 (District 2), Lucky Dragon Residence (District 9), Sunrise City - North (District 7), The Prince Residence (Phu Nhuan District). In 2016, Novaland recorded a remarkable contribution of commercial segment including commercial and office-tel of 11.2% or VND 822 billion compared to 0.63% or VND 42 billion in 2015. Revenues from commercial rapidly increased by the product launch of Galaxy 9 Residence, Icon 56 (District 4), Lexington Residence (District 2), Sunrise City - North (District 7), The Prince Residence (Phu Nhuan District). Its commercial products are available in a variety of sizes, with an average of 20 sqm for small lots and up to 70 sqm or 95 sqm for larger ones. The Company's commercials which have been always attractive to customers could be bought and owned for 50 years. Along with the recovery of the world economy in general and Vietnam in particular, the commercial segment is expected to have a good move thanks to the presence of retail companies coming from Japan, Korea and Thailand.

Net revenues from officetel grew slightly by 1.9% of total, corresponding to VND 142 billion. The officetel segment is considered to be a multi-purpose office model with a two-in-one combination of a modern office with private elevator

and overnight accommodation with common areas of from 25 sqm to 37 sqm. In Vietnam, this model is a relatively new product, however, it is the main direction in the market thanks to providing a cost-effective and time-saving solutions to SMEs as well as start-ups. Understanding market trend, Novaland Group has become one of the pioneers of officetel in most projects such as Rivergate Residence (District 4), Lexington Residence, The Sun Avenue Residence (District 2), Orchard Parkview, Newton Residence, Botanica Premier (Tan Binh District) and etc. In 2016, over 8,000 units were selected by customers, meeting target and accounting for 23% of HCMC' market share.

Number of units sold in 2012-2016



(*) Including 588 units from Novaland's Collaborative projects

Source: Novaland Group

In addition, Novaland Group's Revenues from others also contributed 10.4% of total Revenues in 2016, equivalent to VND 762 billion, was slightly up to 2015, mainly from: (1) property leasing: houses, apartments, commercial areas, parking spaces; (2) rendering of services: project development consultancy, sale consultancy via real estate exchange, and (3) other rendering of services: generated from Affiliated companies that Novaland Group cooperates to develop projects.

Gross profit margin structure in 2014 - 2016 by Product Types

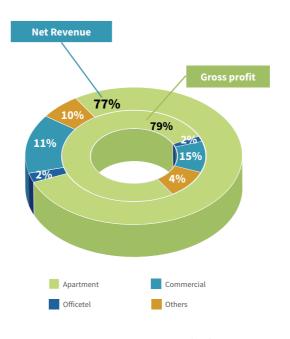
Unit: Million VND

	2014	Percentage (%)	Gross profit/ Net revenue (%)	2015	Percentage (%)	Gross profit/ Net revenue (%)	2016	Percentage (%)	Gross profit/ Net revenue (%)
Gross profit	475,371	100.00	16.97	1,339,863	100.00	20.08	1,583,080	100.00	21.51
Apartment				1,331,832	99.40	23.07	1,251,207	79.03	22.21
Officetel	477,629	100.48	17.05	(1,558)	(0.12)	N.A	36,210	2.28	25.43
Commercial			7,854	7,854	0.59	18.79	230,139	14.54	28.00
Others	(2,258)	(0.48)	(0.08)	1,735	0.13	0.22	65,524	4.15	8.60

Source: Novaland Group

The Gross profit margin is a very useful index to make a comparison in the same industry. The Group's Gross profit margin slightly improved from 20.1% in 2015 to 21.5% in 2016 to make Profitability Ratios better in general.

Ratio of Net revenue and Gross profit margin by Product Types in 2016

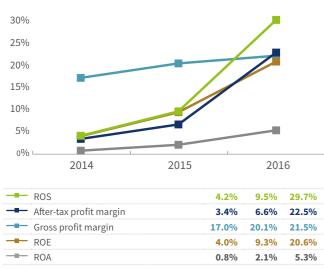


Source: Novaland Group

Along with maximizing sale results, diversifying project portfolio and improving product structure for the best profit growth, Novaland Group has also paid attention to its financial strength by improving cash flow, redistributing investment, creating a solid capital foundation to maximize shareholder value. Comparing to previous years, Novaland Group's Profitability Ratios had outstanding improvements.

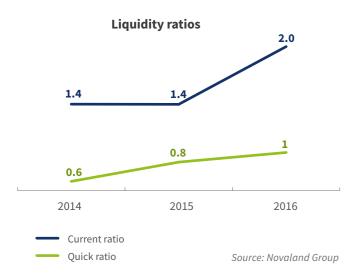
ROS reached 29.7%, surging 213% and 607% compared to 2015 and 2014 respectively. Accordingly, in 2016, After tax profit margin gained 22.5%, escalating 241% and 562% compared to 2015 and 2014 correspondingly. ROE and ROA touched 20.6% and 5.3%, growing 122% and 152% year on year while industry averages were only about 12% and 4% accordingly. Achieving impressive improvements in Profitability Ratios is thanks to taking advantages and reasonable allocation of resources, effective implementation of projects, superior sale capabilities and current favorable interest rates for the real estate businesses.

Profitability Ratios



Source: Novaland Group

In addition, Novaland Group always concentrates to the ability to pay off its debt obligations via the improvement of Liquidity Ratios each year. In 2016, the Quick Ratio increased 1,0 times compared to 0,8 and 0,6 times in 2015 and 2014 respectively, with significant improvement over the years. In addition, the Current Ratio was maintained at 2,0 times compared to 1,4 times in 2015. Novaland's Liquidity Ratios were relatively better than its peers and always guaranteed at a safe level, which has been demonstrated the Company's maintenance of stability of liquidity and commitment to its shareholders and investors.



In 2016, Novaland Group had suitable plans to control costs to achieve its goals. As a result, Novaland succeeded in controlling the COGS and selling expenses slightly down from VND 239 billion to VND 165 billion while Net revenues increased by 10% year on year. In addition, The Company' payables in 2016 increased by 29.3% to 2015 as Novaland Group implemented a series of projects in 2015 and 2016 to accelerate sales for recording Revenues and Profits in the coming years. In 2016, Novaland Group has been developing and in the process of owning 40 projects including land bank, with GFA over 10 million sqm, ensuring Revenues and Profits in the next 5 years.

In general, Novaland Group controlled Short-term liabilities without major differences between 2015 and 2016. Short-term borrowing and finance lease liabilities increased to VND 5.596 trillion in 2016 from VND 2.513 trillion in 2015 mainly from third parties. They were unsecured in short-term maturity of only 5 months and an interest rate of merely 4.5% - 5.4% per year. Its Long-term liabilities was up to VND 11,469 billion in 2016, mostly from bond issuance to strengthen financial resources in M&A activities and expand land bank for sustainable development.

In 2016, NVL shares were highlighted in the stock market when it was selected as one of the Top ten stocks representing MSCI Vietnam Index and MSCI Vietnam Investable Market Index (IMI). This has been both advantage and challenge for Novaland when the Management Board must maintain the position of NVL shares in the market. By the end of December 2016, the price was closed at VND 60,100/share, risen 20.2% compared to the first trading date, reaching a market capitalization of approximately VND 35,400 billion, be equivalent to USD 1.6 billion. Novaland Group has become the second largest real estate company in terms of market capitalization. Its P/E and P/B ratios reached 17.6 times and 3.5 times accordingly.

In order to meet the fast growth, the BOM understands that corporate governance, organizational structure and policies need to be improved to ensure the stability and efficiency in long-term profitability. This requires building a scientific, efficient and professional corporate governance structure. Vietnam is integrating into the world economy, signing many global trade agreements, hence, per an initiative of the ASEAN Capital Markets Forum (ACMF) with the support of ADB, the ASEAN Corporate Governance Scorecard was developed to

Liabilities in 2014-2016

Unit: Million VND

No.	Key indicators	December 31, 2014	December 31, 2015	December 31, 2016
ı.	SHORT-TERM LIABILITIES	9,906,274	13,354,624	15,011,224
1	Short-term borrowings and finance lease liabilities	1,645,839	2,513,143	5,595,770
2	Short-term trade accounts payable	414,518	822,691	1,505,728
3	Short-term advances from customers	3,441,450	8,146,870	5,954,806
4	Taxes and other payables to the State budget	391,922	193,391	122,954
5	Payable to employees	35,964	92,448	172,542
6	Short-term accrued expenses	853,400	826,579	666,763
7	Other short-term payables	3,093,281	738,841	983,763
8	Short-term unearned revenue	23,075	2,301	2,202
9	Provision for short-term liabilities	-	11,664	-
10	Bonus and welfare funds	6,825	6,696	6,696
II.	LONG-TERM LIABILITIES	2,825,091	7,120,575	11,468,962
1	Other long-term payables	804,739	1,475,712	2,048,219
2	Long-term borrowings and finance lease liabilities	2,020,352	5,480,587	7,907,494
3	Long-term unearned revenue	-	72,396	35,481
4	Deferred income tax liabilities	-	91,880	1,477,768
	LIABILITIES (I+II)	12,731,365	20,475,199	26,480,186

Source: Novaland Group

assess the corporate governance of listed companies in the region. Most Vietnamese companies have not meet the governance standards under this scorecard and no Vietnamese enterprise has entered the Top 50 ASEAN listed companies. Recognizing shortcomings of Novaland Group, in 2016, the Executive Board took initiative in building an analyst team to improve its corporate governance to meet the ASEAN standards in a timely and feasible manners.

In 2016, with the Core values of Integrity - Efficiency - Professionalism, Novaland Group applied a standard internal control system to ensure its business operations being transparent, compliant with domestic laws and in accordance with international practices. Novaland Group's FS have been prepared in accordance with Vietnamese Accounting Standards (VAS) and audited by PwC, the world's leading auditing firm. Besides, Novaland Group has paid great attention to risk management by collaborating with the world's leading consultancy firm - KPMG to develop and implement a risk management

system including structure, policies and procedures in accordance with ISO 31000 and COSO 2004. The Members of the BOD and BOM have reviewed key controls comprising operation, finance, compliance and risk management systems. The Sustainable Development Committee was also established with international experts being its advance consultants and PwC's support to assist the BOM in strategic planning. This was also one of the greatest accomplishments of governance and management in 2016.

With strong fundamentals in 2016, Novaland Group continues a breakthrough planning with Net revenue up to 138% compared to actual figures in 2016. Net revenue is expected to achieve VND 17,528 billion primarily from delivery of 4,700 units in HCMC.

M&A activities

Effective land bank acquisition for sustainable development

Novaland Group's M&A overview in 2016

Novaland has gained market attention in launching the "M&A wave" of real estate that has been active in recent years. Successful acquisition, collaboration and development of projects have improved its revenues and gained a large market share in the mid and high-end segments in HCMC. With its great effort and effective operation, Novaland has become a leading real estate developer in terms of both position and prestige. Beginning with Sunrise City in 2009 and only 4 projects in 2013, with a dynamic business model including M&A strategy, Novaland Group has been involved in more than 40 projects for development and collaboration in all districts of HCMC and other provinces with rich tourism potential such as Can Tho.

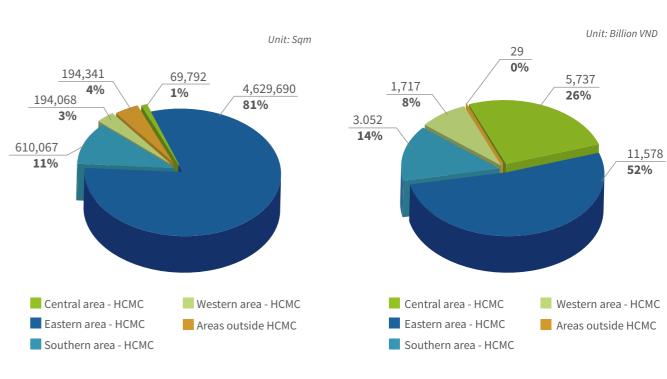


M&A activities implemented in 2016

Area	Location	Investment cost (Billion VND)	Percentage (%)	Land area (sqm)	Percentage (%)
Central area - HCMC	District 1, District 4	5,737	26	69,792	1
Eastern area - HCMC	District 2, Binh Thanh District	11,578	52	4,629,690	81
Southern area - HCMC		3,052	14	610,067	11
	Phu Nhuan, Tan Binh, Tan Phu District	1,717	8	194,068	3
Outside HCMC	Can Tho	29	0	194,341	4
Total		22,113	100	5,697,958	100

Structure of land area by Region in M&A activities in 2016

Structure of investment cost by Region in M&A activities in 2016



Source: Novaland Group

M&A Activities

Effective land bank acquisition for sustainable development

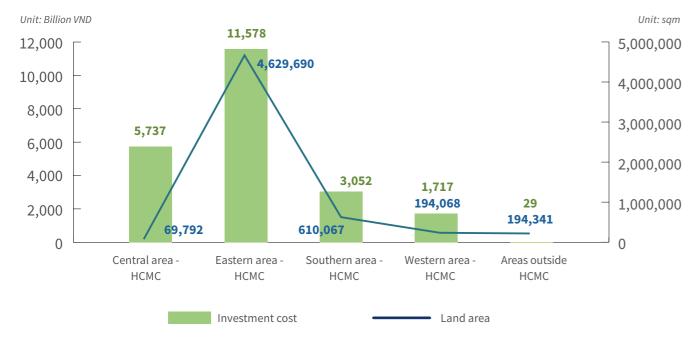
Central area - HCMC: With typical projects developed and completed such as Galaxy 9 Residence, Icon 56 and Rivergate Residence, Novaland Group will constantly focus on Effective land bank acquisition in Districts 1 and 4 to confirm its brand positioning with projects in prime locations, especially CBD.

Eastern area - HCMC: The Eastern area is currently a strategic location in HCMC thanks to strong infrastructure development in recent years. Novaland Group currently owns diversified product portfolio and maintains M&A activities to expand land bank with large-scale projects in Eastern area. This will be a great advantage compared to its peers in HCMC. With the investment criteria concentrating to quality, comfort, high class facilities and environmental standards for the local community, the Eastern area is promised to be the strategic area for Novaland Group's M&A activities in the future.

Southern and Western areas - HCMC: Novaland Group have been invested and developed a typical projects with full amenities especially nearby center, airport, green parks and etc. They are located in the center of the Western area such as Phu Nhuan, Tan Binh and Tan Phu Districts. Southern area - an important area for its M&A activities with District 6, 7 and Nha Be District has shown infrastructure development such as North-South Road Corridor, Ring Road No.2 and especially Phu My Hung Urban Area.

Areas outside HCMC: According to 2016 statistics, Can Tho is welcoming the same number of tourists as Phu Quoc, however, the number of tourists staying in Phu Quoc is higher. Can Tho is becoming an ideal destination for tourists to discover and experience the pleasures of the West Region. It is expected to be a promised city to attract trillions of VND from leading real estate developers. In early 2016, Novaland Group officially invested in Can Tho with Serai Nova Phu Sa Resort as its first step into the hospitality industry.

Structure of land area and investment cost by Region in M&A activities in 2016



Source: Novaland Group

Outstanding projects were invested and developed in 2016

Novaland continued to develop and expanded its business by effective land bank acquisition, collaboration with reputable and potential partners to implement large-scale townships in HCMC. With limited land bank in CBD, Novaland's huge one has been ensured its sustainable development in real estate market. The success of active and effective M&A activities in recent years confirm its leading in the real estate market in the South Region to ensure the long-term strategy of Novaland Group.

In addition to carrying out M&A deals in prime locations of Central HCMC such as Saigon Royal Residence District 4, Novaland Group had achievement in acquisitions and partnerships to develop large-scale projects in the Eastern area such as Lakeview City, Palm Marina with land area of over 30 ha in District 2 and 300 ha in District 9 respectively. Besides, there were also other projects in the Eastern area and Harbor City in District 8 - Southern area with land area of over 100 ha and 50 ha respectively.

Remarkable large-scale project in 2016 was Lakeview City, which has been seen as an auspicious beginning for its 2nd phase of development. The Company has been building new integrated townships with decent standard of living, outstanding utilities, complete transportation system and etc. not only for its Residents but also for surrounding neighborhoods.





M&A Activities

Effective land bank acquisition for sustainable development

Investment orientation in 2017

In 2017, the real estate market is estimated to maintain its sustainable development as it did 2 years ago. However, under the impact of the world and domestic economies along with new issued policies, there will be some difficulties appear. In the context of limited land bank, new established real estate companies, who has large land bank will gain competitive advantage. Novaland Group's Management Board has focused on M&A activities in HCMC's strategic sites with affordable price and complete legal status. At the same time, Novaland Group will continue to develop projects with a total GFA of 5.5 million

sqm in all areas to generate stable revenue and profit in the next 5 years.

Through M&A activities, investment and development of the large-scale, high-end hospitality projects will be promised to provide the community and society with value-added services, encourage entertainment and tourism. In 2017, it is forecasted to be another great year for Novaland Group.

No.	Projects	Area	Land area (sqm)	GFA (sqm)
1	Project A		2,750	24,669
2	Project E		13,814	117,419
3	Project G		3,214	28,926
4	Project J	Central area	14,002	167,440
5	Project K		18,000	162,985
6	Project N		2,250	18,000
7	Project C	Eastern area	1,782,900	1,764,691
8	Project F		50,000	360,950
9	Project H		97,055	601,741
10	Project I		830,308	1,591,922
11	Project M		42,777	178,364
12	Project B		5,722	51,501
13	Project D		91,121	118,453
14	Project L	Western area	5,047	64,754
15	Project O		260,779	150,000
16	Project P	Da Lat	459,600	17,184
17	Project Q	Vung Tau	6,975	69,405
18	Project R	Da Nang	37,591	23,766
	Total		3,723,905	5,512,170

Source: Novaland Group

Activities of Subsidiaries

and Associates

In 2016, Novaland Group carried out a series of M&A deals to increase its land bank and develop a system of 38 Subsidiaries and 5 Associates. By the end of 2020, Novaland Group' businesses will achieve its targets as recorded Revenues and Profits of 2017 and 2018 have been based on projects sold in 2014, 2015 and 2016. The Group' land bank has been satisfactory to develop for the next 5 years. However, M&A activities has been focusing on for effective land bank acquisition, product diversification in order to ensure a stable cash flow and long-term sustainable development goals in upcoming years.

Novaland Group's 38 Subsidiaries

No.	Company	Actual contributed Charter capital (VND)	% of ownership	% of voting rights	Address	Main business line
1	No Va Land Investment JSC	1,700,000,000,000	69.90	69.90	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
2	Nova Thao Dien Co., Ltd.	890,000,000,000	100.00	100.00	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
3	No Va Festival Corporation	184,000,000,000	94.02	94.02	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
4	No Va Land Co., Ltd.	81,600,000,000	100.00	100.00	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
5	Nova Saigon Royal Real Estate Investment Co., Ltd.	327,426,000,000	99.99	99.99	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
6	Nova Phu Sa Ecotourism JSC	6,000,000,000	99.00	99.00	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
7	Sai Gon Housing and Infrastructure Development JSC	6,000,000,000	98.00	98.00	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
8	Nova Lucky Palace Co., Ltd.	200,000,000,000	100.00	100.00	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
9	The Prince Residence JSC	189,000,000,000	99.81	99.81	19-21 Nguyen Van Troi, Ward 12, Phu Nhuan District, HCMC	Real estate trading
10	Thanh Nhon Real Estate JSC	50,000,000,000	98.00	98.00	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
11	Nova Galaxy Real Estate JSC	168,000,000,000	99.98	99.98	9 Nguyen Khoai, Ward 1, District 4, HCMC	Real estate trading
12	Nova Lexington Real Estate JSC	367,500,000,000	99.90	99.90	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
13	Nova Phu Sa Investment and Development JSC	6,000,000,000	99.98	99.98	36-38 Nguyen Van Troi, Ward 15, Phu Nhuan District, HCMC	Real estate trading
14	Nova Sagel Co., Ltd.	367,000,000,000	73.98	74.00	36-38 Nguyen Van Troi, Ward 15, Phu Nhuan District, HCMC	Real estate trading
15	Novaland Agent Co., Ltd.	20,000,000,000	100.00	100.00	65 Nguyen Du, Ben Nghe Ward, District 1, HCMC	Real estate trading
16	Phuoc Long Investment and Development Co., Ltd.	330,000,000,000	99.99	99.99	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading

Activities of Subsidiaries

and Associates

Novaland Group's 38 Subsidiaries (continued)

No.	Company	Actual contributed Charter capital (VND)	% of ownership	% of voting rights	Address	Main business line
17	Vung Tau Youth Hotel and Travel JSC	45,000,000,000	65.00	65.00	117 Thuy Van, Thang Tam Ward, Vung Tau City, Ba Ria - Vung Tau	Real estate trading
18	Nova Richstar JSC	724,000,000,000	99.99	99.99	241 Hoa Binh, Hiep Tan Ward, Tan Phu District, HCMC	Real etate trading, warehouse and factory for Lease
19	Nova Nippon JSC	20,000,000,000	99.98	99.98	65 Nguyen Du, Ben Nghe Ward, District 1, HCMC	Real estate trading
20	Khai Hung Real Estate Co., Ltd.	3,774,125,000,000	99.99	99.99	36-38 Nguyen Van Troi, Ward 15, Phu Nhuan District, HCMC	Real estate trading
21	Nova Nam A Co., Ltd.	292,000,000,000	74.00	74.00	36-38 Nguyen Van Troi, Ward 15, Phu Nhuan District, HCMC	Real estate trading
22	Nova Sasco Co., Ltd.	430,000,000,000	74.00	74.00	36-38 Nguyen Van Troi, Ward 15, Phu Nhuan District, HCMC	Real estate trading
23	No Va My Dinh Land JSC	20,000,000,000	99.98	99.98	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
24	Hung Duc Real Estate Co., Ltd.	6,000,000,000	70.00	70.00	19-21 Nguyen Van Troi, Ward 12, Phu Nhuan District, HCMC	Real estate trading
25	Thanh Nhon Investment Real Estate Co., Ltd.	5,000,000,000	98.00	100.00	65 Nguyen Du, Ben Nghe Ward, District 1, HCMC	Real estate trading
26	Nova An Phu Co., Ltd.	20,000,000,000	90.00	90.00	65 Nguyen Du, Ben Nghe Ward, District 1, HCMC	Real estate trading
27	Nova Phuc Nguyen Real Estate Development and Investment Co., Ltd.	190,000,000,000	99.99	99.99	39-39B Ben Van Don, Ward 12, District 4, HCMC	Real estate trading
28	Tuong Minh Investment and Real Estate Co., Ltd.	299,670,000,000	99.99	99.99	36-38 Nguyen Van Troi, Ward 15, Phu Nhuan District, HCMC	Real estate trading
29	The 21st Century International Development JSC	2,534,458,265,952	98.96	98.97	24 Mai Chi Tho, An Phu Ward, District 2, HCMC	Real estate trading
30	Phuong Dong Building JSC	182,000,000,000	99.89	99.90	1W Dien Bien Phu, Ward 25, Binh Thanh District, HCMC	Real estate trading
31	Nova Rivergate Co., Ltd.	800,000,000,000	99.90	99.90	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
32	Thanh Nien Real Estate JSC	530,000,000,000	99.70	99.80	151 Ben Van Don, Ward 6, District 4, HCMC	Real estate trading
33	Nova Princess Residence JSC	300,000,000,000	99.90	99.90	146 Nguyen Van Troi, Ward 8, Phu Nhuan District, HCMC	Real estate trading
34	Phu Viet Tin Co., Ltd.	190,000,000,000	99.89	99.90	39-39B Ben Van Don, Ward 12, District 4, HCMC	Real estate trading
35	Nha Rong Investment and Commercial JSC	327,426,000,000	99.96	99.97	34-35 Ben Van Don, Ward 12, District 4, HCMC	Real estate trading
36	Mega Housing JSC	20,000,000,000	84.99	84.99	315 Nam Ky Khoi Nghia, Ward 7, District 3, HCMC	Real estate trading
37	Mega Tie Co., Ltd.	191,400,000,000	62.89	74.00	36-38 Nguyen Van Troi, Ward 15, Phu Nhuan District, HCMC	Real estate trading
38	Vuong Cung Real Estate Co., Ltd.	20,000,000,000	99.99	99.99	36-38 Nguyen Van Troi, Ward 15, Phu Nhuan District, HCMC	Real estate trading

Novaland Group's 5 Associates

1Phu Dinh Port JSC370,000,000,00027.6427.6414 Street No. 1 Ho Hoc Lam, Ward 16, District 8, HCMCSupport activities related to transportation, real estate trading2Nova Dong Hai JSC10,000,000,00049.9949.9965 Nguyen Du, Ben Nghe Ward, District 1, HCMCReal estate trading3Sai Gon Electronics and Industrial Service JSC16,043,692,00033.3133.31762 National Highway 1A, Commune 5, Thanh Xuan Ward, District 12, HCMCElectronics components and telecommunications trading4Ben Thanh Housing Development Co., Ltd.80,000,000,00025.0025.0065 Nguyen Du, Ben Nghe Ward, District 1, HCMCReal estate trading5Saigon Golf JSC200,000,000,00049.0050.0041 Nguyen Van Ba, Binh Tho Ward, Thu Duc District, HCMCReal estate trading	No.	Company	Actual contributed Charter capital (VND)	% of ownership	% of voting rights	Address	Main business line
Ward, District 1, HCMC 3 Sai Gon Electronics and Industrial Service JSC 4 Ben Thanh Housing Development Co., Ltd. 80,000,000,000 49.00 Saigon Golf JSC Ward, District 1, HCMC Ward, District 12, HCMC Commune 5, Thanh Xuan Ward, District 12, HCMC Commune 5, Thanh Xuan Ward, District 12, HCMC Someone 5, Thanh Xuan Ward, District 12, HCMC Commune 5, Thanh Xuan Ward, District 12, HCMC Someone	1	Phu Dinh Port JSC	370,000,000,000	27.64	27.64	Lam, Ward 16, District 8,	related to transportation, real
Industrial Service JSC Commune 5, Thanh Xuan Ward, District 12, HCMC Ben Thanh Housing Development Co., Ltd. 80,000,000,000 25.00 25.00 65 Nguyen Du, Ben Nghe Ward, District 1, HCMC Saigon Golf JSC 200,000,000,000 49.00 50.00 41 Nguyen Van Ba, Binh Tho Ward, Thu Duc Commune 5, Thanh Xuan telecommunications trading Commune 5, Thanh Xuan telecommunications trading Components and telecommunications trading Real estate trading	2	Nova Dong Hai JSC	10,000,000,000	49.99	49.99	0,,,	Real estate trading
Development Co., Ltd. Ward, District 1, HCMC Saigon Golf JSC 200,000,000,000 49.00 50.00 41 Nguyen Van Ba, Binh Tho Ward, Thu Duc	3		16,043,692,000	33.31	33.31	Commune 5, Thanh Xuan	components and telecommunications
Tho Ward, Thu Duc	4	0	80,000,000,000	25.00	25.00	0,,,	Real estate trading
	5	Saigon Golf JSC	200,000,000,000	49.00	50.00	Tho Ward, Thu Duc	Real estate trading

Source: Novaland Group

In 2016, Novaland Group had no policy for multi-business strategy, hence, its Subsidiaries and Associates mainly operated in real estate field. The Group concentrated on developing projects, brokerage and investment in real estate. The timely completion and handover of the projects has contributed to recording revenue and driving profitable growth for Novaland Group during the year.

Besides Holding Company' projects of Tropic Garden Residence, Icon 56 and Lucky Dragon Residence, typical projects invested by the Subsidiaries were also completed and recorded revenue in 2016 as follows:

No.	Company	Project	Location
1	Nova Galaxy Real Estate JSC	Galaxy 9 Residence	District 4, HCMC
2	Nova Lexington Real Estate JSC	Lexington Residence	District 2, HCMC
3	No Va Land Investment JSC	Sunrise City Central and North	District 7, HCMC
4	The Prince Residence JSC	The Prince Residence	Phu Nhuan District, HCMC

Source: Novaland Group

Activities of Subsidiaries

and Associates

Many projects have been developed during 2016 to be completed and handed over in upcoming years will contribute to Novaland's revenues as follows:

No.	Company	Project	Project location	Estimated time
1	Thanh Nien Real Estate JSC	Rivergate Residence	District 4, HCMC	2017
2	Phu Viet Tin Co., Ltd.	The Tresor Residence	District 4, HCMC	2017
3	Nha Rong Investment and Commercial JSC	Saigon Royal Residence	District 4, HCMC	2019
4	The 21 st Century International Development JSC	Lakeview City The Water Bay	District 2, HCMC	2017 2019
5	Phuong Dong Building JSC	Wilton Tower	Binh Thanh District, HCMC	2018
6	Nova Lucky Palace Co., Ltd.	Lucky Palace	District 6, HCMC	2017
7	Phu Dinh Port JSC	Harbor City	District 8, HCMC	Phase 1: 2017
8	No Va Festival Corporation	GardenGate Residence	Phu Nhuan District, HCMC	2017
9	Nova Sagel Co., Ltd.	Golden Mansion	Phu Nhuan District, HCMC	2017
10	Nova Princess Residence JSC	Kingston Residence	Phu Nhuan District, HCMC	2018
11	Nova Nam A Co., Ltd.	Orchard Parkview	Phu Nhuan District, HCMC	2018
12	Nova Sasco Co., Ltd.	Botanica Premier	Tan Binh District, HCMC	2018

Source: Novaland Group

Associates which contributed to the Group' revenues included Ben Thanh Housing Development Co., Ltd. and Sai Gon Electronics and Industrial Service JSC. The others have not been yet due to theirs under development projects in District 8 and 9 of HCMC.



"Customers first" - From orientation to reality

Novaland Group's business philosophy is customer-centric for its daily activities, from product development to delivery and operation. Novaland teams always serve with honesty and dedication to bring the most practical benefits to customers and the community.

With 4 new projects launching in 2016 and 16 projects trading on the market, Novaland Group's sale events always attract thousands of customers and investors' attention. In particular, the Exhibition "Stylish living with Novaland" and "Discover Novaland journey" held in May 2016 and September - November 2016 fascinated more than 12,000 visitors and 20,000 participants correspondently.

In 2016, over 8,000 products were successfully selected, more than 50% were existing customer referrals to reaffirm the rightfulness of the "Customers First" in Novaland daily activities and customer service as well.

The Company' achievements along with customer benefits:

❖ To ensure construction progress and product quality

One of the key factors contributing to the customers' confidence and satisfaction is that the Group always fulfills its commitments on progress, quality and services. Sunrise City - a large scale project with investment capital of USD 500 million is an outstanding one. It was a challenging period of time in its life as the project was launched under the circumstances of the global financial crisis in 2008. Nevertheless, the Management Board were consistent with its goal and made the right decision to continue and complete the project as planned. The Company, therefore, had to bear high interest rates and faced the risk of surplus product inventory in the market. By overcoming obstacles and catching opportunities, Novaland Group has built up its reputation and fundraised for further project cooperation and development.

❖ To diversify product to meet customer needs

Aiming to create a humanitarian community, Novaland Group Teams flexibly implement the dynamic business model to diversify its product range from apartment, officetel to townhouse, shophouse and villa with smart utilities, being located at strategic sites. Theirs dedicated designs are not only beautiful but also safe for children and good for health. With reasonable asking price offered, Novaland' products ensure the benefits for either settlement or rental purposes.

Overall satisfaction with information demand

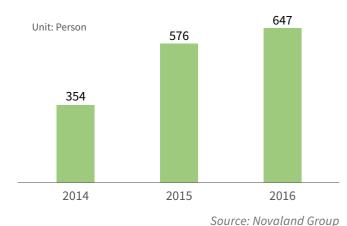
Highly aware of its responsibility to transparency, Novaland Group always provides the most recent and relevant information to its customers, investors and shareholders. Information on projects, services, new policies, reports, etc. are constantly updated through various channels such as brochures, leaflets, media, corporation website, mailboxes, hotlines, exhibitions, events, etc. and particularly through direct consultation of the Group's professional consultants, which have created the connection and interaction between the Novaland and its customers

Professional and dedicated consulting team

To make the difference with its peers in the market, Novaland Group has developed a team of highly qualified consultants working with professional and honest manner while delivering consultant services and conducting transactions.

"Customers first" - From orientation to reality

Number of real estate consultants in 2014 - 2016



The Group has properly invested in the training process for its Consultant Team not only in recruitment period but also daily works

- All of its consultants have full-time training in theory for 1 month before being allowed to approaching customers. Trainees salesman have a month of practice on real estate trading floors to ensure adequate professional expertise in consulting and other customer service activities.
- Training courses on soft skills such as presentation skill, persuasion skills, tele-sales skill, communication skills and etc. are monthly held with in-depth topics of market knowledge, feng-shui and so on.

By continuous training programs and workshops throughout the year, the Consultant Team is always oriented to the motto "Customers First" along with customers' interests via the processes of information approach, purchasing and delivery.

Widespread network of trading floors

To facilitate easy access to products, lots of effort and resources has been devoted in terms of scale, quantity and quality via investment and improvement of Trading floor and Show Flat systems. The Company had 1 representative office, 10 trading floors and 3 Branches - Trading floors all over the City, including District 1, 2, 4, 7, 11, Phu Nhuan, Tan Binh, Tan Phu and Nha Be.

Service chain for customers and residents - A journey of adding value

The motto "Customers First" along with the core values Integrity - Efficiency - Professionalism are consistently shown throughout the processes of customer care and service.

Comprehensive reception services, after-sale services and customer services

- High quality of reception service.
- Procedures of deposit contract, SPA or assignment agreements will be promptly completed within 2 to 10 days.
- Flexible services to save time and ensure safety for customers, such as notarizing documents at trading floors, signing contracts at convenient location for customers and etc.
- With widespread knowledge of law, the Contract and Aftersales Team explains in detail all SPA terms and conditions to satisfy customers before their making decision of buying a valuable property.
- Clients will be constantly updated on the progress of construction, payment scheme... as well as being offered site visits as requested by the Contract and Aftersales Team.
- For customer satisfaction on product delivery, the Aftersales and QA Teams will have comprehensive inspections as well as promptly respond to complaints or customer referrals to interior design companies on request.

Rental and transferal services

Novaland Agent was officially introduced in September 2016 for rental, transferal services, financial advisory, legal advice and property management of Novaland's products. It helps to enhance the liquidity of property investments while saving time for customers.

Latest product information, site visit experience and appropriate financial advisory will be offered to clients who would like to repurchase products in the secondary market or ask for leasing services from Novaland.

Property management service

Novaland Group has its professional property management company to ensure a high-class standard of living with safety as its top priority:

"Hard" values

- Completed management, inspection, supervision and maintenance of equipment and public areas.
- Comprehensive package of service with 24/7 availability for interior repairs, laundry, cleaning and etc.
- Professional team for managing customer complaints.
- Novaland Care application for all its residents to quickly and conveniently interact via smart devices.
- Professional internal audit team for quality control. Surveys of property management have been conducted twice a year in order to make timely adjustments.

"Soft" values

- Annual special events for residents such as Summer Book Fair, Children's Swimming Competition, International Women's Day, International Children's Festival, Mid-Autumn Festival, Halloween, Christmas, Tet Festival and etc.
- Special programs to enhance safety awareness and protection of public utilities such as Safety live, Emergency escape and rescue and etc.
- Thoughtful customer service on the residents' anniversary.
- Resident's comments or complaints responding timely within 24 hours and etc

The continuous efforts of Novaland teams have considerably improved the "quality" and "quantity" of customer services with the market best practices, as well as making a difference and increasing competitiveness of Novaland brand in the market.

Reaching new heights

Novaland Group will continue to improve the quality of the customer and resident services in order to standardize all processes of the value-added service chain aligning with "Customers First" motto, such as:

- Completing the customer data management system
 CRM.
- Establishing a call center to facilitate interaction between customers and developers.
- Improving customer care services and resolving complaints in a timely manner.

Product development and market expansion strategies are important steps to show the initiative of the Group. Positive feedback from the market in recent years have been a powerful source of motivation for Novaland Group to continue improving its product and service quality and get ready to conquer new markets with different product lines in Da Nang, Can Tho, Vung Tau and etc

Product quality and customer satisfaction are always the most accurate measure for the success and sustainable development of Novaland Group.

Quality assurance

Commitment to project quality for good products and enhancing customer's confidence have successfully done by the Group throughout development process and delivery procedure. There have been 6 completed projects for delivery with consistent quality since 2012 along with positive feedback from customers being the Company' QA performance. QA management is based on the Company's Core values of **Integrity - Efficiency - Professionalism**, with details as follow:

All stakeholders

Review the Quality Control

- (1) Integrity and compliance: Being based on policies, principles, regulations and laws
- (2) Jurisdiction: Being reviewed and approved in accordance with principles
- (3) Data security and accuracy: Data must be accurate, useful, reliable and relevant in the timely manner
- (4) Efficiency and performance: Activities must be effective, efficient and value-added.

The entire QA process of Novaland Group has been developed by the QA Team which includes QA Professionals and closely monitored by its top-level management. The following procedure has been applied to optimize its quality management system for on time delivery as commitment:

Start Design Management Team Develop project's technical guidelines Foreign Architects Optimize design, architectural space and attraction Project Management Board Develop project quality management plans BOM Review and Approve Approved Project Implementation Team Technical instructions Construction drawings Contract terms Finish

Regularly review and update

Product quality assurance to improve the Company's image has been taken seriously by both its leaders and staffs. In particular, the QA Team' efforts have impressively contributed to improving product "quality" and "quantity" to mitigate risks, make a difference and increase the competitiveness of the Novaland brand in HCMC real estate market.

In 2017, the Group plans to handover further 12 projects in accordance with committed timeline. QA Team, therefore, have been working around the clock in coordination with other departments at the early stage of bidding, pre-construction, development and delivery. The Team is required to choose the best materials and equipment under the supervision of reputable contractors with effective and professional construction solutions.

In 2017, the performance of QA Team must be achieved to provide customers with the safe and high quality products, contributing to the sustainable development of the Company as follows:

- 1. To conduct internal verification and provide training for relevant departments for quality assurance.
- 2. To manage and maintain the quality and safety policies throughout each and every project.





Products for sale

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Corporate social responsibility

Since establishment in 1992, Novaland Group not only is recognized via business achievements, but also is one of companies maintaining meaningful CRS activities. Throughout the years, the Group has initiated, sponsored and participated in many practical social programs, supporting a wide range of people, including children, economically disadvantaged individuals and the elderly in many provinces across the Country.

Social activities are as part of its responsibility to contribute to the long-term and sustainable development of Vietnamese society. In 2016, Novaland Group has funded over VND 26 billion through hundreds of the community support programs, supporting more than 22,000 beneficiaries.

***** Education, culture and sports

In building a good life for future generations with a quality education and learning opportunities offered, Novaland Group has sponsored many scholarship programs. Ms. Nhe Scholarship Fund, the "Connecting volunteers 2016" Program and many others have supported thousands of economically disadvantaged children in many provinces, especially Dong Thap Province, giving them an opportunity to continue their education. The Group also sponsored sports activities, health and fitness programs for the community and Government Agencies such as the "HCMC Women's Volleyball Team in 2016" and etc.



Community support

With a business philosophy of contributing to a better life for the community, active participation in community support has become a vibrant culture of Novaland Group. Accompanying support programs of caring for families with meritorious services to the revolution, funding heart and eye surgeries for the poor, participating in social activities, such as the Program "For our maritime territory" are only a few of the Group's regular on going activities.

In 2017, Novaland Group will continue its CSR activities as a big mission. Participating in the annual programs of "Tet-gifts for the poor", building houses for economically disadvantaged families and families with meritorious services to the Revolution, infrastructure investment for some key areas in HCMC, building medical aid stations and schools, providing Nova Talent Fund to outstanding students and start-ups, funding Ms. Nhe Scholarship and etc. will be significant and practical CSR plans in order to contribute to a better life for the community.

The Group's CSR is also demonstrated through practical activities for its employees such as taking care of the employees and its beloved ones, sustainable development strategy oriented and creating a good working environment for employees and so on. The Group is always concerned with developing a competitive compensation and welfare policies for its employees. Ensuring a stable life for its employees is also a way Novaland aiming to contribute to community and society.

















Environmental protection

Towards sustainable development

Green buildings to protect the environment, reduce human impacts on nature for community wellbeing are becoming real estate projects' orientation worldwide. Novaland Group, with its mission of "design and create advanced communities with modern lifestyle and facilities, delivering a consistently higher standard of living for ourselves and for society", understands that property development must go hand in hand with environmental protection. The Group, therefore, is always concerned with complying to environmental laws and regulations while striving to research and apply new technologies to supply green buildings with water and energy saving, making use of natural light and ventilation. It is not only in order to meet customer expectations but also be in line with the market trend.



Environmental risks potentially affecting the Company' business operations and sustainable development

The Group takes priority over environmental risks in its daily business operations. Accordingly, environmental risks are likely to have a negative impact on the business performance, brand reputation and sustainable development objectives of Novaland Group.

- Business performance: Project implementation faces lots of environmental risks, such as noise and landslides, which affect the health, safety and assets of nearby residents, as well as to keep workers safe on site. These risks will obviously affect the project progress, compensation cost and other related ones.
- Brand reputation: Environmental risks impact on natural environment of the project area as well as the local community which harm the Company' reputation of the second largest listed real estate company in term of market capitalization on the HSX, representing for MSCI Vietnam Index and MSCI Vietnam Investable Market Index (IMI).
- Sustainable development objectives: Novaland Group focuses on establishing and implementing long-term plans to limit the environmental risks that may affect its sustainable growth.

Achievements in 2016

In compliance with environmental laws and regulations, implementing CSR activities, managing material resources as well as energy and water consumption, Novaland Group has initially achieved some great results in environmental protection - one of the indicators of the Group's sustainable development.

All assessment steps and mitigation measures are being implemented in each and every project of Novaland Group to minimize the impact on the environment and human health. The measure of environmental quality at the construction site has been done periodically and properly by the 3rd party. Its dedicated specialist team is responsible for managing all safety and environmental operations, coordinating with construction contractors to issue timely warnings and directions to minimize the risks of environmental sanitation at the construction sites and the surrounding community as well, ensuring healthy and safety lives for workers and nearby residents.

Novaland Group is one of a few leading real estate developers to be awarded the EDGE Certificate of IFC - World Bank in projects' designing and execution with the objective of minimizing 20% of total energy and water consumption and material resources. In 2016, Orchard Garden has consumed 21% less of energy, 23% less of water and 33% less of natural resources. Orchard Garden's achievement will be its confidence to apply for the others to save at least 20% of resources, energy and water through the application of EDGE criteria of green building by IFC - World Bank.

In addition, the Group is currently applying green technologies and processes in the development of ongoing projects with criteria of materials, environment and energy:

- Developing and applying the insulation level of walls and glass to meet the national standard of QCVN 09:2013/BXD on energy efficiency in buildings.
- (2) Using low-e insulating glass to save electricity costs and lower the need of air conditioning, currently being applied to all projects of Novaland Group.
- (3) Using unburned materials which are environmentally friendly for construction efficiency instead of traditional bricks affecting the natural resources of the country.

Novaland's environmentally friendly green buildings have been offering sustainable benefits and safety for residents, being one of the initial achievements of Novaland Group in 2016

Novaland Group also devotes itself to environmental protection to the Group's office buildings:

- (1) Researching and proposing solutions for direct drinking water supply at the office for healthy reason and reduce the cost of bottled water, limiting the use of plastic bottles for environmental protection and building a green and dynamic brand.
- (2) Researching and installing the solar panel for public area lighting, reducing building operational and maintenance costs, protecting the environment and building a green brand.

Novaland's environmentally friendly green buildings have been offering sustainable benefits and safety for residents, being one of the initial achievements of Novaland Group in 2016. A good example would be Lakeview City, which is designed and constructed with typical criteria to be an intelligent and sustainable township. The project has a 3.6 halake to regulate rainfall to prevent flooding and improve the microclimate to create a clean environment for the Residents and surroundings. The project has also applied of green and intelligent technologies, such as on tap faucet water filter system, solar cell phone charger, solar lighting system for public areas and clubs and wastewater treatment system for green parks.

Moreover, Orchard Garden design and implementation have satisfied the EDGE green building certification by IFC - World Bank for Preliminary Certification. All criteria under the Group responsibility have been fulfilled. The design team is currently developing guidelines for its Residents to ensure the appropriate installation of energy-efficient and water-efficient appliances as its accountabilities. It is expected to continuous environmental protection standards for the building in use as in the construction phase, creating an ideal living environment for Residents who have trusted and chosen Novaland' products to be "place to settle down".

Application of advanced technologies in construction



Application of advanced technologies in design

At Novaland Group, Research and Development Department is responsible for conducting research and evaluating advanced technologies and solutions for concrete and time saving such as bubble desk, top-base foundation solution applied to low-rises on soft soil, smart home technology, security camera and building management systems - BMS.

In 2016, the Group has also applied building information modeling - BIM in design phase and design management with the assistance of experienced specialists to improve efficiency.

Application of advanced technologies in construction

The Management Board has been aware of and concentrated to the application of advanced technologies in construction for on time delivery along with quality commitment. Being focus on mechanization in construction and proactively prevention of the impact of weather on construction progress, Novaland Group has deployed advanced construction solutions on soft soil, such as the Japan's sotobory technology for time saving. Many advanced technologies in construction have been applied by Novaland Group in 2016:

- (1) The Design Department in collaboration with the contractor has studied the use of floor slabs for floors and diaphragm walls to speed up the progress of construction, prevent water penetration and so on. This technology has been experimentally applied for the first time at The Sun Avenue Residence and Lucky Palace, Gardengate Residence and The Botanica thereafter, having the most significant impact in accelerating the project's progress and achieving results.
- (2) The feasibility of application of prefabrication techniques in construction for low rises and using wall panels instead of brick walls to shorten the construction progress and solving the workforce shortage in construction industry. Novaland Group has actively cooperated to the leading construction contractors to build prefabricated homes in the coming years.
- (3) Researching on the application of high-strength steel, welded-steel fabric in design and construction in order to save cost and time. This technology is currently in use at The Botanica, Lucky Palace and The Sun Avenue Residence.
- (4) Studying the smart parking system for its construction efficiency and parking solution for the residents and nearby community, as well as increasing value added of its high-end projects.
- (5) Studying of application electromagnetic stoves instead of a central gas system. It is highly appreciated for superiority and safety thanks to its protection against fire and explosion in its high-rise buildings.



Professional employees

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Message from the **Chief Executive Officer**



Mr. Phan Thanh Huy - Chief Executive Officer

Dear Shareholders and Stakeholders.

The year 2016 has been marked by many successful development and important milestones towards a sustainable real estate business. Novaland has officially listed on HSX on December 28, 2016 under the ticker of NVL and has become one of the leading real estate companies with approximate VND 35,400 billion or USD 1.6 billion market capitalization as of 31 December 2016.

To ensure effective business and sustainable growth as well as meeting full responsibilities as a Listed Company, we have emphasized communications and understanding with our stakeholders. Our Core values "Integrity - Efficiency - Professionalism" have been demonstrated in daily activities through our business model which rigorously engages with stakeholders in a mutual partnership. We have maintained our strong commitment to measure our impact in any business decision to deliver great products and services and to build trust with stakeholders.

Our vision is to be a highly regarded world-class real estate group, with strong and sustainable growth, contributing to a happy and prosperous society

Our vision is to be a "highly regarded world-class real estate group, with strong and sustainable growth, contributing to a happy and prosperous society". We recognize that we must invest in sustainability-driven growth which has been embedded into the heart of our business, in our strategy for the short, medium and long term.

Furthermore, following the national strategy for green growth developed by the Government of Vietnam in alignment with the 17 Sustainable Development Goals (SDGs) of the United Nations, we are planning to address critical sustainability issues under specific goals which are not only the priorities to our business but also key concerns to our stakeholders.

Our Sustainable Development Report this year will provide details of our approach to operate as a socially responsible business that creates long-lasting values to our stakeholders. For the first time, we have prepared the Report in accordance with the Global Reporting Initiative (GRI) guidelines, a widely-recognized framework for sustainability reporting that enhance transparency

and accountability. The Report is also aligned with IFC Environmental and Social Guideline with additional reference to the GRI sector supplement for the Construction and Real Estate, marking another step forward in our unwavering pursuit of greater sustainability.

We would like to express our greatest gratitude and appreciation to our stakeholders, customers and society for all their invaluable support. We welcome any further comment and feedback to discuss any aspects of the Report.

Sincerely,

Mr. Phan Thanh Huy Chief Executive Officer





This is the first Sustainable Development Report published by Novaland Group. This Report provides information on the sustainability aspects of the Company's performance and progress in economic, environmental and social dimensions for the financial period January 1, 2016 to December 31, 2016.

In this Report, a stakeholder-led materiality assessment was implemented to identify 14 aspects as being the most material in accordance with the Core option requirements of the G4 GRI guidelines.

Scope and boundaries

Novaland's main business have been run in Vietnam and the Report boundary has considered Novaland and its Subsidiaries. The details of its financial and corporate governance performance as a whole will be disclosed in the Annual Report.

Novaland is committed to expanding the scope and boundary of the Report in order to meet the changing needs of all its stakeholders in the future.

How to navigate this Report

The Report is structured as followed: General disclosure describing our sustainability approach and governance and followed by Specific standard disclosure including Environment (Managing our impacts), Social (Creating shared value) and Economic (Ensuring sustainability-driven growth).

Contact information

Mr. Le Nguyen Quoc Sy 65 Nguyen Du Street, Ben Nghe Ward, District 1, HCMC Phone: 0906 35 38 38 | Fax: (08) 377 52 999



About Novaland Group

Company Profile

Our successes were built upon determination, passion and the relentless pursuit of the essence of innovation. Throughout its 25 years of operation, Novaland has become a prominent real estate developer with diversified portfolios covering condos, villas, shop houses, commercial lots, officetels and hospitality. Our projects are located in strategic sites in HCMC and other provinces in Vietnam.

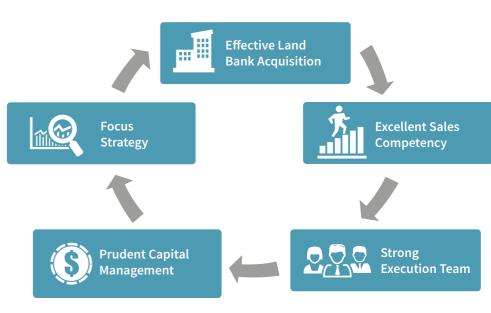
With a sustainable development strategy and focused direction, we have gradually realized our ambition to be a "highly regarded world-class real estate group, with strong and sustainable growth, contributing to a happy and prosperous society". Novaland Group has a portfolio of more than 40 projects with diversified products such as villas, town houses, shop houses, apartments, officetels, commercial lots and etc. which have gained a reputation among our customers. There are more than 100,000 customers coming to visit and trading, of which more than 50% of successful transactions came from existing customers' referrals.

In 2017, Novaland Group expects to continue to hand over 12 projects launched in 2014, 2015 and 2016. With revenue recognition standards of the real estate sector, Novaland Group forecasts a Net revenue of VND 17,528 billion and Profit after tax of VND 3,144 billion. This will be a solid foundation for Novaland Group to bring more added value to its stakeholders as well as to take further important steps in achievement of the SDGs.

Business model

Novaland's business model is to combine 5 factors including Effective land bank acquisition, Excellent sale competency, Strong execution team, Prudent capital management and Focus strategy. Chairman, the Company' Founder and management team believe that Company' as well as shareholders' values will be maximized when these components are well-managed and harmony developed.

Business model



Further details on our company and businesses can be found in Chapter 1 of our Annual Report 2016.

Our approach to sustainability and governance

Sustainability governance

Risk management is one of the top priorities at Novaland Group and it is embedded in our day-to-day activities, across all business units and staff levels, to ensure that the achievement of business objectives being aligned with sustainable development requirements. We have successfully developed and implemented a risk management system that satisfies the strict requirements of ISO 31000 and COSO 2004.

Overview of Novaland's sustainability strategy

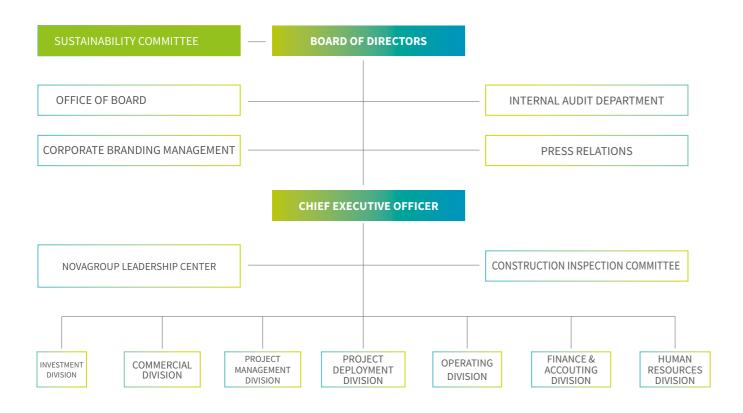
In alignment with our vision, mission and business strategy, our sustainability strategy is taking care of our stakeholders in the 3 core areas of: 1) Creating long-term value through investment in sustainability-driven growth (Economic dimension), 2) Protecting and sharing with others (Social dimension) and 3) Managing our impacts (Environmental dimension).

Novaland's sustainability governance

Following the Chairman direction, in 2016, Novaland's Sustainable Development Committee was formed of external members, with expertise covering environment, innovation, business development, compliance/corporate governance, CSR/community, workplace practices/health and wellness and stakeholder relations. The Committee directly reports to the BOD.

Novaland's Sustainable Development Committee is responsible for supporting alignment between the Company and the Board on the Company's sustainability goals, reviewing and providing business strategies linked to the Company's sustainability programs, policies, partnerships, activities and goals to ensure consistency.

The Committee has also appointed a Sub-Committee to develop initiatives to support Novaland's sustainability agenda.



SUSTAINABLE DEVELOPMENT COMMITTEE



Mr. PHILIP YEO LIAT KOK

Senior Advisor

Mr. Yeo is Chairman of Economic Development Innovations Singapore (EDIS) (www.edis.sg), an economic development management services company. EDIS provides strategic advice and undertakes the development and management of integrated industrial and urban areas with an emphasis on job creation and industrial cluster development.

Mr. Yeowas Chairman of Accuron Technologies (www. Accuron. com), a global technology group with core competencies in precision manufacturing, material processing, systems design, integration serving the aerospace, electronics and medical industries.

Mr. Yeo was an Independent Director on the BOD of Hitachi Ltd (www.hitachi.com), City Development Ltd (www.cdl.com. sg), Kerry Logistics (www.cdl.con.sg).

Mr. Yeo was Chairman of SPRING (Standards, Productivity and Innovation for Growth), Singapore Government's enterprise development agency whose mission is to develop SMEs.

He was ex-Chairman of Agency for Science, Technology and Research (www.astar.edu.sg) and Economic Development Board (www.edb.gov.sg), and Senior Advisor for Science and Technology in the Ministry of Trade and Special Advisor for Economic Development in the Prime Minister's Office.

Mr. Yeo holds a Bachelor of Applied Science (Industrial Engineering) and an honorary Doctorate in Engineering from University of Toronto of Canada; Master of Science (System Engineering) from University of Singapore; Master of Business Administration from Harvard University of United States of America; honorary Doctorate in Medicine from Karolinska Institute of Sweden; honorary Doctorate of Science from Imperial College of United Kingdom; honorary Doctor of Letters from National University of Singapore; and honorary Doctor of Law from Monash University of Australia.



Mr. LAI CHUN LOONG

Advisor

Mr. Lai Chun Loong is currently Corporate Advisor to Temasek International Advisors Pte. Ltd.

Mr. Lai started his career at Chartered Industries of Singapore (CIS) in 1968. He hold positions of Managing Director from 1983 to 1989. Concurrently, he was Managing Director of Singapore Technology Corporation

He was appointed President of CIS in 1989.

In September 1993, Mr. Lai moved to head Sembawang Industrial Pte Ltd. serving as its Deputy Chairman and President.

Mr. Lai was the Founding Chairman of the Vietnam - Singapore Industrial Park (VSIP) in 1996. He assisted to bring FDI into VSIP and other business sectors in Vietnam. For his contributions to Vietnam, Mr. Lai was awarded the Friendship Medal by the President of Vietnam in 2006.

Mr. Lai served in numerous community activities over the past 35 years and is currently a Patron of Clementi Constituency.

He served as a Member of the Management Council of the German - Singapore Institute from 1982 to 1989. He was a Member of the Board of Governors of the Singapore Polytechnic from 1983 to 1992. He was the Chairman of the National Automation Master Plan Committee under EDB from 1987 to 1988.

Mr. Lai was awarded a Public Service Medal (PBM) in 1992.

Mr. Lai graduated with a Bachelor in Engineering (Mechanical) from the University of Auckland under a Colombo Plan Scholarship in 1967. He holds a MBA Degree from the University of California, Los Angeles in 1980 and completed the Advanced Management Program at Harvard University in 1987.

Source: Novaland Group

Our sustainability approach

SUSTAINABLE DEVELOPMENT COMMITTEE



Mr. PHAM PHU NGOC TRAI

Chairman

- Founder and Chairman, GIBC
- Chairman, Masan Nutri Science JSC
- Chairman, Rolex Vietnam Co., Ltd.
- Chairman of Advisory Board, VinaCapital
- Senior Editor Advisor, Forbes Vietnam
- Chairman, Leading Business Club (LBC)

Mr. Pham Phu Ngoc Trai - Chairman of Global Integration Business Consultants (GIBC), a company which was established with the mission of facilitating the integration and sustainable growth of Vietnam enterprises. He has more than 30 years of experience in various FMCGs businesses including SOEs, joint-ventures and foreign companies, spanning across Vietnam and countries worldwide.

Mr. Trai held the position of Chairman and CEO of Saigon Food Processing Company (Foodexco), General Director of SPco Holdings Pte Ltd, International Beverages J.V Company (IBC), before being appointed to the President and CEO of PepsiCo Vietnam, Vice President - Corporate Affairs in Asia Pacific. He was among the very first Vietnamese senior leader in charge of regional business in a leading multi-national company. Under his leadership, PepsiCo Vietnam had consecutively won 4 prestigious DMK awards - the most honorable award of Pepsico International.

Apart from his business leadership, Mr. Trai is also known as a pioneer of CSR in Vietnam. He has been elected to leadership posts at several reputable Charity and Business Associations, Non-Governmental Organization including the Leading Business Club, the Saigon Times Foundation, Sponsoring Association for Poor Patients in HCMC, Saigon Golf Association.



Ms. LAM THI NGOC HAO

Member of Committee

- ACCA Fellow Member
- CFA Charter holder
- Certificated Public Accountants, Australia
- Certificated Public Accountants, Vietnam

Ms. Hao is an audit partner in the HCMC office of KPMG Vietnam. She has been working with KPMG for more than 18 years and was involved in a wide range of external audit assignments which include statutory audits under local regulations and annual audits of FS of local and multinational clients. These audits require awareness of Vietnamese Accounting Standards, International Financial Reporting Standards and corporation systems.

Ms. Hao is currently leading Private Business which aims to support fast growing businesses to overcome challenges through planning and managing the growth. She manages a team consists of dedicated experts and professionals, with in depth global strategy, corporate structure, process, procedures, system and developing professional management practices.



Mr. LAU BOON TUAN

Member of Committee

Mr. Lau has extensive experience in managing businesses in South East Asia especially in Vietnam.

In Vietnam, when he was the Finance Director of Pepsi-Cola International, he was one of the key team members to explore business opportunities in Vietnam in 1992. He was part of the team who identified potential joint venture partners and negotiated on the overall structure of the shareholding for Pepsi-Cola Vietnam which went into operation successfully within 4 hours of the US embargo being lifted in 1994.

In 2008, he was appointed General Director of Fullerton Financial Holding (FFH) in Vietnam through the setup of a finance company as well as an acquisition of a local bank. After he sealed the deal with all regulatory approvals in 2011, he was the first foreign CEO to be appointed to run the local bank, Mekong Development Bank.

Before joining FFH, in 2005, he was appointed as the Group CEO of Singapore Post Limited (SingPost) where he improved Sing Post's Net income over 3 years with a CAGR

growth rate of 15%. As a result, SingPost stock priced raised up 41% during his tenure and its market cap exceeded USD 2 billion. SingPost became the 40th largest listed company in the Singapore Stock Exchange in terms of market cap during that period.

In his career over more than 30 years, he held different key positions starting at PriceWaterhouse, Finance Director at Pepsi International, COO of Yeo Hip Seng (Singapore), CEO of CitiBank Consumer Bank Thailand, Group CEO of Singapore Post Ltd., Head of Vietnam Fullerton Financial Holdings (wholly owned subsidiary of Temasek Singapore) and CEO of Mekong Development Bank.

Mr. Lau graduated from University of Western Australia with a Bachelor of Commerce Degree.



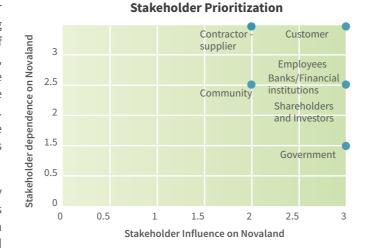
Our sustainability approach

Stakeholder Engagement

Stakeholder engagement plays an important role in our business and helps build positive perceptions contributing to our smooth operation. We have set up a variety of communication channels such as surveys and meetings, some specifically tailored for each type of stakeholder. We adapt to each group in order to facilitate a constructive dialogue and seek feedback during these engagements. Information is exchanged via these channels to provide stakeholders with necessary information that addresses any critical concerns.

We are committed to responsibility and accountability in transparent, timely and fact-based communications with respect to stakeholders' interest in our decision making. These elements are critical to build trust and close relationships based on mutual respect and risks management in our business. Over the past year, we have developed our engagement processes that focus on improving communication and obtaining feedback from stakeholders.

We recognize the importance of knowing who our stakeholders are, our impacts on them, their dependency on us and their needs and expectations along the entire value chain. Key stakeholders include our customers, banks and financial institutions, shareholders and investors, employees, contractors and suppliers, Government and local community.





Identify Prioritize

- Identify all relevant groups, including internal and external stakeholders and those who are directly and indirectly affected our operations.
- Rank stakeholders based on the impact they faced and their influence on the business operation.
- Develop the engagement plan for the most stakeholders based on their rankings.
- Implement the engagement plan.
- Set up mechanisms and procedures for receiving feedback and concerns.
- Determine the main issues and solutions in a responsive action plan.

Review

- Evaluate feedback and concerns raised by different groups of stakeholders.
- Make adjustments and continuous improvements for the implementation periodically.

Our sustainability approach

Stakeholder Engagement

Stakeholder	Engagement platforms	Examples of issues that were brought up by stakeholders	Novaland's actions to meet stakeholders expectation
Customer	Meetings; survey questionnaires; events; publications.	 Product and service responsibility and commitment Communication with customer Responsible and sustainable sourcing 	 Product quality control over quality management system, green and sustainable solutions Customer oriented management that meet customer satisfaction with increasing demand and lifestyle
Bank	Meetings and presentations; questionnaires; information disclosure; press release	 Economic performance and payments to capital providers Compliance and transparency in information disclosure Sustainable lending and investment 	 Good credit rating and financial standing Enterprise-wide risk management system, corporate governance strengthening and transparency Sustainable projects; for example, green building and sustainable construction application
Contractor/ Supplier	Meetings; surveys, information disclosure system; media release.	 Sharing of resources to enhance contractor competitiveness advantage Occupational health and environmental management and compliance 	 Build effective partnership with contractors/ suppliers Ensure contractor/supplier follow company quality policy and industry best practice
Employee	Bi-annual meetings; employee survey; training programs; publication; roadshow; integrity hotline.	 Employment, employee wages and working conditions, remuneration and rewards Employee motivation, trainings and education program for career development Occupational health and safety 	 Remuneration and benefits Training and education programs – regularly conducted based on needs assessment. Novaland Leadership Center in order to leverage self-esteem and self discipline Occupational health and safety program Enhancing working facilities
Shareholder and Investor	Meetings and presentations; workshops; events; newsletter; press release and disclosure over stock exchange	 Economic performance and returns for the shareholders Compliance and transparency in information disclosure Strategy and agenda for sustainability to ensure corporate social responsibility 	 Market position and diversification Enterprise-wide risk management system and corporate governance strengthening Green building and sustainable construction application
Local community	Reporting; interview; media; newsletters; publications	 Community development programs local infrastructure development Employment and job opportunities for local people Timely and responsible responses to community's complaints 	 Increase community investment and engage community in development planning Collaboration and capacity building for local community Complaint and grievance mechanism
Government	Meeting and consultation, inspection; representation;	 Generation of economic growth through jobs creation, tax payments Socio-economic development programmes for communities Environmental and social impact management 	 Contribution for community development programmes at different levels Strict compliance with government policies and regulations Periodic meetings with local authorities

Our sustainability approach

Materiality assessment

Sustainability across the value chain

With our activities extending from sourcing to production, distribution, marketing and sales, right through to waste disposal, we recognize that having a good understanding of our value chain and related elements is critical to ensure the effectiveness and sustainability of our business.

Material aspects are the basis for the Company to address stakeholders' concerns keeping us well informed of stakeholders' evolving needs and positioning our business to maximize opportunities. We have developed our process for defining material aspects from identifying and prioritizing sustainability related aspects based on our assessment of the impact on business and the results of stakeholder engagement, as well as validating and reviewing stage.

We first identified key social and environmental issues associated with our current and future business strategy, across our value chain. In addition to reviewing the key megatrends impacting the real estate sector, we conducted a materiality workshop with senior executives across our businesses.

Understanding what's the most important to our stakeholders

In the process of materiality assessment, we also identified our stakeholders across the Novaland's value chain and prioritized them according to their strategic importance to our business, considering both the impact and dependency on us. To identify our key stakeholder groups, we considered the degree of impact of each group on Novaland, on the other hand, to what extent these groups depend on our business. The groups with both high impact on Novaland and significant dependence on its business were identified as Novaland's key stakeholders.

Accordingly, we then performed a stakeholder perception assessment for each of the 14 issues in order to set those issues of most significant concern to our stakeholders.

As our first Sustainable Development Report, we agreed that this initial assessment would be performed internally, based on the experienced views of those closest to the stakeholders as proxies for stakeholders' perception assessment.

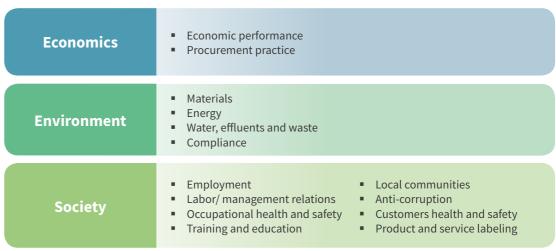
Understanding what's the most important to our business

In terms of importance to our business, each issue was assessed based on its level of actual or potential impact on our business value (i.e. revenue, cost and reputation), as well as the likelihood of issues arising.

Those issues identified as being of both high concern to stakeholders and importance to our business. Both of medium concern to stakeholders and our business were selected as our material issues.

Overall, we identified 14 issues of importance and relevance to our current and future business, illustrated below:





Dentify Prioritize Validate Review

- A preliminary evaluation is carried out to identify key issues that arise that are associated with business operation and stakeholders' concerns
- Each aspect is scored accordingly based on stakeholders interest and our business.
- The material aspects chosen are validated by middle management
- The management reviews materiality assessment with adjustment for appropriateness to align with business strategy



Being consistent with the purpose, enhancing corporate sustainability responsibility is a strategic orientation for the development of the Group. Novaland does not want and never gets caught up in the immediate benefits, we build long-term customer trust with professional quality and prestige. With a strategy for sustainable development, Novaland always aligns the stakeholders' interest with business development. We are always aware of our social responsibility through effective business, stable employment, products and creating good services for society

Building green buildings and protecting the environment will help reduce human impacts on the natural environment while protecting the well-being of residents. This has been attracting greater concern and become a trend among real estate groups all over the world. Novaland Group, with a mission of "Our projects not only focus on square meters of construction, but also we design and create advanced communities with modern lifestyle and facilities, delivering a consistently higher standard of living for ourselves and for society", understands that project development must always go hand in hand with environmental protection. The Group always complies with environmental protection regulations and researches to create green buildings that save energy, water and are full of natural light, in order to meet customers' expectations and development trends of the real estate industry. Novaland Group is one of the few leading real estate companies to adopt the Green Building Certification EDGE of IFC - World Bank in project design and construction with the objective of reducing up to 20% its material, power and water consumption. In 2016, Orchard Garden utilized 21% less energy, 23% less water and 33% less resources. Orchard Garden' achivement in 2016 will be the foundation for Novaland Group to continue to execute future projects targeted at saving at least 20% of resources, energy and water resources through applying the green building scheme criteria of EDGE.

Our sustainability performance for the reporting period over the 3 pillars will be presented in the following sections.

Environment Managing our impact

MATERIALS

As a real estate developer, attention is always given to the reduction of the environmental impact of the Novaland Group in all its business activities, such as investment, real estate development, property management, and office management. Monitoring the environmental impact through the efficient use of resources such as energy, water and noise reduction contributes to our long-term performance and sustainable development activities. Innovation activities have had a positive effect on reducing the impact of air pollution and have always been promoted and applied in projects, and are an indispensable element in the Group's business.

Indicator	Unit	Total
G4-EN1: Materials		
Steel	Ton	611,031.24
Concrete	m^3	393,132.32
Sand	m^3	611,674.30
Brick	Ton	32,109.54

Novaland has considered a range of initiatives and solutions including:

- (1) Develop and apply a method to calculate the insulation level of enclosure walls and glass that meets the National Energy Conservation standard QCVN 09/2013-BXD;
- (2) Low-emissivity insulating glass helps residents save electricity and reduces the need for air conditioning. This process is currently being applied to all projects of Novaland Group;
- (3) Incorporation of non-fired, environmentally-friendly materials, using less energy in production and more efficient construction in place of traditional bricks that are adversely affecting the country's natural resources.

Altermative materials	Unit	Total
Lightweight brick and panel ratio	%	30.75
Artificial wood ratio	%	100.00
LED bull ratio	%	44.00

Source: Novaland Group

Indicators:

G4-EN1: Materials used by weight or volume

G4-EN2: Percentage of materials used that are

recycled input materials

Impacts of construction materials to our revenue and profit

As Novaland is operating in the construction industry, construction materials account for 55-65% of our investment. Hence, any fluctuation in material cost can have a huge impact to our revenue and profit. However, this risk is mitigated by fixed price escalation contracts with qualified suppliers. Thus, fluctuations in material cost do not have much impact on the cost of goods sold.

Impacts of materials used

We are aware that a lot of building materials including raw materials are consumed during construction which generate a negative impact to the environment. One of initiative to mitigate this impact is reducing using natural resources.

We have gradually shifted to lightweight brick, non-fired brick, lightweight construction panel from fired brick, in accordance to the law and regulations. Floorings made of artificial wood, or milled wood, husk, sawdust, etc, replace natural wood. In many aspect, artificial wood is superior to natural wood. Other advantages of artificial wood are less warping than natural wood, better water resistance and abrasion resistance while boasting equivalent beauty and lower costs. Hence, we use manmade wood for flooring at all of our projects.

Moreover, by using these materials, we encourage the building material industry to recycle waste from construction and other industries to produce many types of environment-friendly products. These will finally help to save natural resources and resolve environmental problems.

Environment

Managing our impact

ENERGY

Currently, the energy crisis and climate change have become greatest challenges with a direct impact on sustainability of the businesses that highly depend on energy. Thus, Novaland adheres to energy and environmental conservation policies that aim to enhance energy efficiencies and reduce environmental impacts from energy consumption.

Following green building standards it starts from a very early stage, with planning of the location to architectural design to the stage of implementation and being able to achieve energy efficiency.

According to the Vietnam Green Building Council (VGBC) buildings account for more than 30% of total energy consumption in fast-growing economies like Vietnam, and so improving energy efficiency in new buildings is critical.

The average energy intensity in our project is 160 kwh/sqm/year, much lower than in residential buildings in HCMC and we aim to reduce by 20% the energy intensity in our upcoming projects in the years to come.

It is the nature of the construction industry for most energy consumed in our operation to be for equipment operation, transportation, and system operation. Hence, we always optimize the operating time, transport distance at high efficiency, and use new equipment in order to save energy and control exhaust emissions. Furthermore, we optimize the window wall ratio (wwr), currently 30-40%, using low emissivity high performance windows to reduce solar radiation and heating, ventilation and air conditioning demands, or solar photovoltaic application.

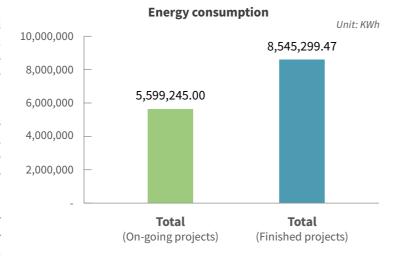
In addition, we apply new technology in buildings management such as we use building management system (BMS) that continuously controls electric equipment operating times and therefore maximizes the efficiency of energy consumption. For lighting, we use LED instead of fluorescent bulbs and compact bulb to save energy. Energy efficient pumps are utilized for ventilation and water supply.

Indicators:

G4-EN3: Energy consumption within the organization

CRE1: Building energy intensity

Indicator	Unit	Total (On-going projects)	Total (Finished projects)
G4-EN3: Energy			
Energy consumption in construction/ operation			8,545,299.47
DO Oil consumption	Liter	1,206,487.00	25,804.60
G4-EN5: Energy intensity	KwHr/ sqm	160.61	



1,206,487.00 Unit: Litre 1,000,000 800,000 600,000 400,000 200,000 25,804.60

Total

(On-going projects)

Diesel Oil consumption

Source: Novaland Group

Total

(Finished projects)

WATER

Water scarcity is now obviously in the spotlight as an issue that governments and all business sectors need to seriously respond to. In the real estate sector, the emerging water risks have brought a number of challenges with major implications for companies that need to adopt water management practices and start developing action plans to address this issue.

Novaland fully recognizes the importance of water for our business operations and has been committed to our water management goals, which aim to strategically manage water risks by reducing water consumption through a number of methods and initiatives.

We save water during construction by controlling water supply during raw construction. During building operation, control of water consumption can be conducted by supervising water consumption for tree watering and using toilets with water saving sensor. For public areas, this can be done using water meter, with the operation by specialized staff that have specialized training.



We save water during construction by controlling water supply during raw construction

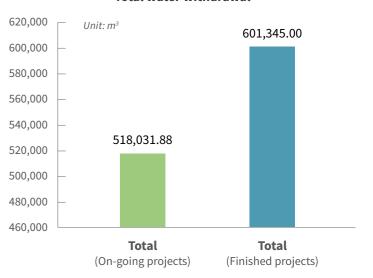
Indicators:

G4-EN8: Total water withdrawal by source

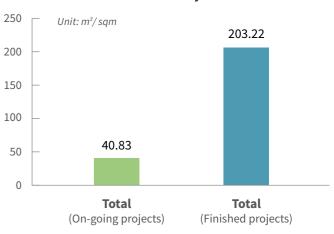
G4-CRE2: Building water intensity

Indicators	Unit	Total (On-going projects)	Total (Finished projects)
G4-EN8: Total water withdrawal by source	m³	518,031.88	601,345.00
Water intensity	m³/sqm	40.83	203.32

Total water withdrawal



Water intensity



Source: Novaland Group

Environment

Managing our impact

EFFLUENTS AND WASTE

Indicators:

G4-EN22: Total water discharge by quality and destination **G4-EN23:** Total weight of waste by type and disposal method

Rapid industrialization, urbanization and economic growth have brought major environmental challenges and waste management has become one of the primary urban environmental issues that all business are now being forced to address. The construction industry is regarded as one of the largest producers of waste and clearly has a role to play in reducing environmental impacts caused by ineffective waste management.

As one of our material issues, Novaland has been committed to developing approaches to efficiently use construction materials and reduce the generation of waste throughout the value chain. We fully recognize that effective waste management does not only minimize environmental impacts, but also creates several opportunities to innovate and collaborate with stakeholders to create sustainable values for all.

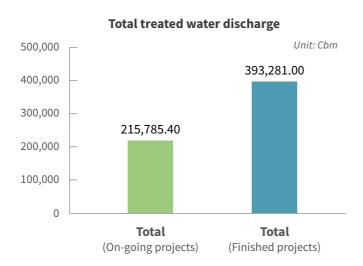
The collection, sorting and processing of construction waste is conducted with cooperation between Novaland's Quality Control and contractors. Contractors would have contracts with transporters to transport waste, which is to be processed and/or buried, as regulated.

Novaland has plan for reuse to decrease the amount of construction waste. One of the indicators used to measure waste reduction in construction in accordance with LEED v.4 is as followed:

Diversion rate		Total waste diverted from landfill (kg)	- x 100
Diversion rate	_	Total waste produced by project	X 100



Indicators	Unit	Total (On-going projects)	Total (Finished projects)
G4-EN22: Total water discharge by quality and destination			
Total treated water discharge	m³	215,785.40	393,281.00
Total weight of hazardous waste (G4-EN23)	Ton	1,267.34	225.00
Total of household waste (G4-EN23)	Ton	13,979.99	11,266.60





COMPLIANCE

G4-EN29: Monetary value of significant fines and total number of non-monetary sanctions for non-compliance with environmental laws and regulations



Indicators:

Novaland recognizes that ensuring compliance is one of our social responsibilities and a critical factor to the sustainability of our business

Novaland recognizes that ensuring compliance is one of our social responsibilities, and a critical factor to the sustainability of our business. We have been conducting our business strictly in alignment with stakeholder inclusiveness principles and have effective business management processes that are transparent and traceable. Regarding environmental matters, we do not only comply with environmental regulations, but also aim to be a model for professionalism, transparency and good governance to create trust amongst our stakeholders.

We always comply with environmental regulations and other requirements from Department of Resources and Environment. We sorted waste into different categories including hazardous waste, household waste and etc. and make waste collection contracts with functioning units. Sewage has been treated to meet environmental standards during construction and operation. The status is reported to relevant functioning authorities every six months. We ensure that treated sewage meets Vietnamese standards and regulations related to the environment.

We also comply with noise management regulations. We use new technology in construction and in concrete casting for walls, columns and flooring in order to reduce noise and dust released in wall construction and painting; this also helps reduce waste and broken bricks. Before being put into operation, buildings are equipped with noise reduction technology. We choose equipment with noise at the permitted level in order to meet standards and improve occupants' quality of life.

Novaland Group 167

Source: Novaland Group

Social

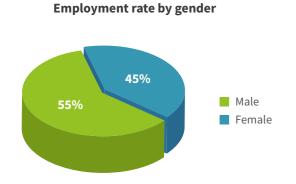
Creating shared value

EMPLOYMENT

At Novaland, human resources are valuable assets. Building up the business capacity to enhance working conditions and living standards and to develop career path is our approach to share value with our employees. Hence, we are able to attract, develop and retain a strong workforce, which plays the key role in our sustainable development.

The total number of staff continues to increase due to our business expansion. In order to meet this requirement, we continue to apply remuneration at high levels along with policies on rewards, security & welfare, empowerment, transparency and equality. Currently, 55% of our employee are male and the rest is female. The rate of returning to work after maternity leave is 98% thanks to our gender equality policy.

Number of employees by age 80.0% 60.0% 47% 47% 37% 20.0% Age < 30 Age 30 - 50 Age > 50



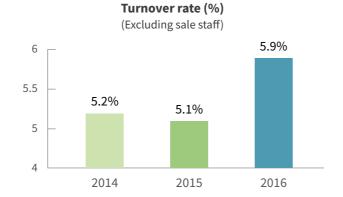
Indicators:

G4-LA1: Total number and rates of new employee and employee turnover

G4-LA2: Benefits provided to full-time employees that are not provided to temporary or part-time employees, by significant locations of operation

Novaland faces a challenge in ensuring stable employment. In order to address this problem, we track turnover accurately by providing parting employees with surveys to identify any specific reasons related to our employment benefits. Besides continuing to hire the best employees, we increase investment in education and training to strengthen our human resources.

In 2016, Novaland's total number of new hires was 793. The voluntary turnover rate excepting for sales people was at 5.9%, relatively low in the Vietnam labor market where it can be as high as 13.3% according to a survey conducted by Talentnet, Mercer. This is sufficient for turnover and our human resource needs.



Source: Novaland Group

Salary, reward, security and welfare

Novaland's remuneration policies follow high standard of the market being comparable to current policies of other professional service firms.

We have set up a performance management system which is useful in both rewarding excellent staff and refining unqualified staff.

Policies on salaries, rewards, security and welfare, proper remuneration, empowerment, justice and transparency, are being developed in conjunction with internal Group projects by working with consultants to establish processing systems such as KPI, SAP, etc. The reward structure is based on the employee evaluation system and efficient working management. All systems aim to ensure sustainable development for Novaland to become the best and the happiest workplace in Vietnam.



Ideal working place at Novaland Group



Novaland Group was awarded Vietnam HR Awards 2016

Social

Creating shared value

LABOR-MANAGEMENT RELATIONS

People management

With the goal of building a healthy and effective work environment, both physically and mentally, all Novaland Membersareableto develop their abilities and individualities. Novaland continually improves and enhances the working environment through specific actions:

Building the business culture

- 1. At Novaland, all Members workings are for one purpose: To be a highly regarded, world-class real estate group, with strong and sustainable growth, contributing to a happy and prosperous society.
- All employees' activities are based on the Core values of "Integrity - Efficiency - Professionalism" and the application of the Code of conduct in all aspects of work to offer customers the very best products and services.
- 3. Allemployees have the courage to take responsibilities, ensure their work efficiency, sacrifice their personal interests and commit to the common good. All of them know that the success of the Group will bring happiness and prosperity to the Community and help employees to enhance their own values through their affirmed jobs opportunities, income improvement and job advancement.

The relationship between employees and the Company has been built based on voluntary will and compliance with Labor Law:

- Labor contracts are developed based on Labor Law and requirements for each position
- Every employee's right is ensured and secured in accordance with the Labor Law
- The Labor Agreement is communicated throughout Novaland to every employee
- Any change in policies or procedures that may affect Novaland's employees will be promptly communicated and is published widely in our internal communication channels (email, portal, wallpaper, radio online, poster and roadshow).

Indicators

G4-LA4: Minimum notice periods regarding operational changes, including whether these are specified in collective agreements



Collective Labor Agreement

Registered in December 2015

According to: Labor Law, Novaland HR policy, under the agreement of the BOD and Labor Union (Representatives of Labors).

Labor Relations is responsible for ensuring the employees' rights being properly and adequately fulfilled in the spirit of the Collective Labor Agreement.

Besides roadshow or training of employees, we open a channel on portal to seek feedback about policies and procedures issued. Our staff members are encouraged to provide ideas for improving our business operation. The reward for a very valuable idea is at least VND 300,000.

For big changes in operation which influence most workers, like ERP system implementation, we set up the organizational change management team to manage the impacts of new business processes and changes in organizational structure at the early stage. This team not only provides the information about the changes but also conducts change impact assessment to mitigate negative impacts.



Safe and health management

Ensuring a safe working environment is our top priority. We recruit professional experts who are responsible for the whole operative management to ensure safety in the workplace and at Novaland's project sites.

In particular, we created a comprehensive framework to manage health and safety risks at construction sites including policies, procedures, manual and rules. In order to manage this risk, we apply 3 levels of risk management: Contractor, Project Management Office and QA.

The first level is the Contractor. They have to propose occupational health and safety methods for our approval before commencing construction. They are required to assign certified health and safety officers who supervise implementation of safety and health methods at the construction sites.

The second level is our Project Management Office. We designate a health and safety engineer who is responsible for daily checks of the health and safety compliance of the Contractor. At this level, the Contractor is fostered to guarantee health and safety by reward and punishment rule agreed with Contractor.

The third level is our QA Department. This Department will audit the health and safety compliance of all Contractors on projects.

Indicators:

G4-LA5: Percentage of total workforce represented in formal joint management-worker health and safety committees that help monitor and advise on occupational health and safety programs

G4-LA6: Type of injury and rates of injury, occupational diseases, lost days, absenteeism and total number of work-related fatalities

Indicator	Unit	Total			
G4-LA6: Occupational Health and Safety					
Injury rate (IR)	%	0,05			
Occupational disease (ODR)	%	0,07			
Lost days (LDR)	%	0,07			
Absenteeism (AR)	%	0,16			
Total working hours	hour	15.289.746,00			
LAV		03 cases/3,000 workers			

Source: Novaland Group

Project quality management is implemented to support all project staff members to fulfill their obligations, assisting in the achievement of determined progress, construction quality and health and environmental safety.

By strictly applying a safety management system following international standard OHSAS with every contractor, we have managed to significantly reduce the rate of accident in construction sites, ensuring a low injury rate of 0.05% per 200,000 working hours.





Indicators:

G4-LA5: Percentage of total workforce represented in formal joint management-worker health and safety committees that help monitor and advise on occupational health and safety programs.

G4-LA6: Type of injury and rates of injury, occupational diseases, lost days, absenteeism and total number of work-related fatalities



Novaland's Employees join teambuilding

Leade

OCCUPATIONAL HEALTH AND SAFETY (continued)

Employee health and safety

Novaland Group's employees have been trained and offered full and constantly updated knowledge on workplace safety to ensure that employees understand how to keep themselves safe and do so at all times in order to uphold Novaland reputation.

A safe working environment contributes to improving the employee health and happiness index. Therefore, Novaland Group specially focuses on building its periodic health check-ups, care and insurance policy and making sure the Company's working hour framework be appropriate to the specific jobs.

The safety and health policies are an essential part of risk management and Novaland Group highly appreciates the essential role of increasing employee productivity and spirit.

We have several programs to ensure the best standards of health and safety for all our employees as follows:

- Annual health checks for employees
- 24/7 insurance for employees for better health care services
- Full health insurance offered to every employee including new joiners.
 100% of employees receive annual health checks. In the case of occupational disease, the Company assists in arranging by a suitable position
- Doctors and specialists are invited to provide direct consultancy to Novaland's employees
- New employees receive training on safety during orientation
- There are frequent fire safety drills
- Staff specializing in safety are available at every construction site to ensure every staff member conforms to the "Protection is better than cure" motto.
- Posters on occupational safety are present in all workplaces and construction sites

Accordingly, the health and safety of our employees have been closely monitored and we will work together to improve our programs to have better support the greater well-being of our people.



The grand opening of Mini MBA Program of NovaGroup Leadership Center

TRAINING AND EDUCATION

At Novaland Group, we value our people as a fundamental factor and key success driver of the organization. We thus seek to provide our people with opportunities to grow and develop themselves to reach their full potential. Novaland regards training and education as our issue of great importance and we will work closely with our people to develop learning approaches that meet their development needs.

Highlights of training and development strategy

With long-term commitment to contribute to Vietnam's human resources development, Novaland has established our training and development strategy with several programs designed to build and grow quality workforces for the future.

At individual level, we have develop training courses for individual development based on competency dictionary. These courses are available to all of our employees. We have also been working to build a reading and self-training culture through various programs, including of learning from Books, 5 min training a week stories, projects for

Indicators:

G4-LA9: Average hours of training per year per employee

G4-LA10: Programs for skills management and lifelong learning that support the continued employability of employees and assist them in managing career endings

G4-LA11: Percentage of employees receiving regular performance and career development reviews, by gender and by employee category

developing great work of Your Future with Novaland, constructive feedback and recommendations for the Group's development. This aims to develop a learning environment for our employees to seek for further opportunities to learn by themselves. We also set the required training time for all employees without significant differentiation amongst gender or other conditions as follows:

- Total training time for male and female employees only differentiate by 10-15%.
- Total training average training hours for an employee, regardless of their gender, do not deviate for more than 5% from the Group's average.

In addition, our employees can learn from their colleagues and top management level through our internal training courses, cohesion programs, experience sharing during extracurricular activities for their new knowledge and technology update. For management level, experience and exposure are the most valued skills in thier career development. At Novaland, we never cease to train our teams of talents, helping them grow to be great leaders with readiness to lead the Company in the future.

TRAINING AND EDUCATION (continued)

Highlights of training and development strategy (continued)

At organization level, we developed our training center Novagroup Leadership Center in order to develop training programs to improve specializations and professional skills. In 2016, our Center set up 11 Orientation Training Courses for more than 700 new staffs and 11 Training Courses for 349 new sales staff comprising of 273 official employees and 76 observers.

Alongside with our training programs, we have been developing new learning methods that offers our employees more opportunities to learn. One of our most prominent initiatives is E-learning program, which is an internet-based method allowing them to study new skills and knowledge at their own schedule. Some courses will become available in 2017.

According to the analysis of our training budget, the main training method of 2015 was public training while being in-house training in 2016, which was designed to better



Training courses for Novaland's Employees

suit the needs of staff. With the strategy of optimizing potential internal human resources, in-house training is still an important method, accounting for more than 70% of total training time in 2016, and yet, it is also the most cost-saving one of the 3 methods utilized by Novaland.

Indicators:

G4-LA9: Average hours of training per year per employee

G4-LA10: Programs for skills management and lifelong learning that support the continued employability of employees and assist them in managing career endings

G4-LA11: Percentage of employees receiving regular performance and career development reviews, by gender and by employee category

Improvements to effective impact assessment of Individual Performance Plan (IPP) and Performance Management System (PMS) tools

In order to keep talents, Novaland Group always endeavors to develop and implement consistent policies for rewarding and high pay to individuals and teams with excellent achievements which is done fairly and transparently through PMS. Launched in July 2015, PMS has replaced the IPP program with a number of outstanding features that can be judged on productivity and behavior. Setting a maximum of 8 goals per employee has helped them remember their core targets for execution and management also finds it easier to track, evaluate and rank employees.

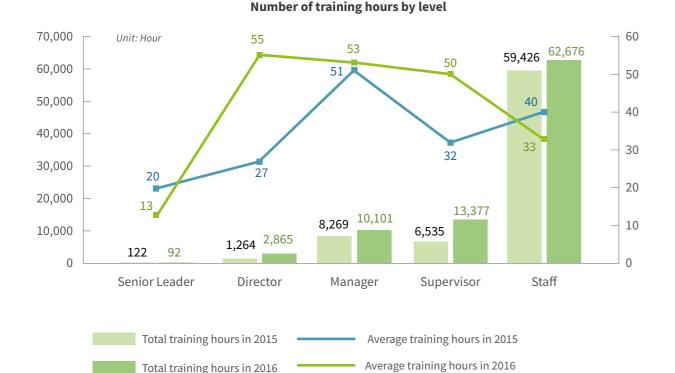
In addition, the PMS also allows for the development of individual goals that are closely aligned with team goals at the Division level and Group's ones. During the implementation of PMS, there is always a constant direct communication among staff, management and higher levels. The classification, balance of all evaluation results also apply to the following rates of 5% (Copper - worst rating), 10% (Silver), 65% (Gold), 15% (Diamond) and

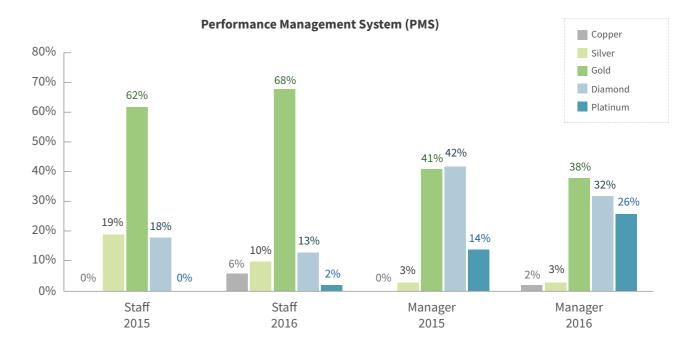
5% (Platinum). The Individual Development Plan (IDP), succession plan and Performance Improvement Plan (PIP) are also built from the results of PMS.

With a focus and clear direction in our policy, Novaland presents the performance assessment for our employees. The results are consistent in all levels; there has been a shift towards Gold, Diamond and Platinum from 2015 to 2016.

PIP is a 3-month challenge program for positions rated Copper. During 3 months within PIP, each individual would receive help from management level and human resources in their underperforming aspects.

After the 2015 PMS, Novaland built our IDP for our Succession Team, starting from March 2016. By December 2016, more than 84% of employees in the program had completed their development plan and been assigned into positions determined in the plan.





Source: Novaland Group

LOCAL COMMUNITIES

Corporate Social Responsibility (CSR)

Novaland Group always considers sharing values with society as a must-have in our responsibility to the community, regarded as one of our key stakeholders. We aim to contribute to long-term and sustainable development in Vietnam society.

To Novaland, sharing values to society is in our responsibility to the community and to long-termed sustainable development. As our business development depends on domestic economic growth, we identify that our success is recognized not only by our business outcomes but also the level and the responsibility manifested in our community contribution.

Novaland demonstrates its responsibility to the community through sponsorship of people in difficulty, reduction of the impacts of natural disasters and support of cultural and arts activities that aims to nurture and promote Vietnamese culture. We also encourage our employees to actively participate in charity activities and help people in misfortune.

To build a strong community, we continuously cooperate with Local Government, partners and local residents to raise awareness and develop community competencies.

Novaland's total spending on CSR is approximately VND 41 billion. There were more than 32,000 beneficiaries from programs for the period of 2013 - 2016

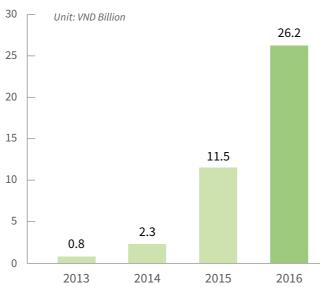


Scholarships and gifts for poor pupils at Long Khanh B Commune, Hong Ngu District, Dong Thap Province

To be always determined and consistent with our goals, develop sustainably with community and raise enterprises' social responsibility is our orientation for development. This is also Novaland's promise to our customers to society and to the community

(From the Novaland Chairman's message)

Funding support



Source: Novaland Group



Handing-over sharing house at Long Khanh A Commune, Hong Ngu District, Dong Thap Province

Novaland's community contributions focus on 3 main areas:

Community support (supporting destitute people, protecting the environment, honor war veterans): Novaland has various activities including giving gifts for impoverished children on Christmas and Lunar New Year, setting up a charity walk to donate to the impoverished people and providing help to people living in flooded areas.

Healthy lifestyle (medicine, sports): Novaland sponsored heart surgeries for poor patients, covered expenses for sport teams as well as sponsored departmental and regional sport days.

Education and culture: Novaland provided scholarships and financially supported learning encouragement activities, including the Ms. Nhe Scholarship Fund which has sponsored hard working poor students in Dong Thap during 11 consecutive years.

No.	Sponsored category	Amount (VND Billion)
1	Community support	12
2	Healthy lifestyle (medicine, sports)	7
3	Education and culture	7

Sponsorship in main category

27%

Community support

Healthy lifestyle (medicine, sports)

Education and culture

Source: Novaland Group

Indicators:

G4-S01: Percentage of operations with implemented local community engagement, impact assessments and develop programs

G4-S02: Operations with significant actual and potential negative impacts on local communities

In 2016, Novaland has contributed more than VND 26 billion to charity and community support programs by governmental organizations and departments and charity organizations in HCMC, Ben Tre, Can Tho, Dong Thap, Quang Nam, etc. The contributions are dedicated to supporting poor families designated for preferential treatment policy, poor and near-poor people, lonely older people, children in special hardship and many other meaningful honoring programs.

The estimated number of beneficiaries in 2016 is more than 22,000 people.

We are dedicated to the development of the Vietnamese business environment. From 2017, Novaland will contribute to the leading prestige business open forum "CEO - Key to success" where all relevant stakeholders including senior management experts, social psychologists, community committees and etc. are together engaged to share values and build sustainable initiatives for the long term healthy business environment.

To keep on going with our strong commitment to the community development, in 2017, Novaland will continue to in-depth contribute to the social security and community development of the country.

ANTI-CORRUPTION

Indicators:

G4-S03: Total number and percentage of operations assessed for risks related to corruption and the significant risks identified **G4-S04:** Communication and training on anti-corruption policy and procedures

Corruption has been formally recognized as a key obstacle to the development and prosperity of countries and organizations. Anti-corruption thus has been one of the main agendas in public policy. Novaland, as one of the Country's key business leaders, has placed high importance on anti-corruption policies and been working on a number of initiatives and practices to address this issue as well as promoting a culture of ethics and transparency within our organization.

In 2016, Novaland published its Code of conduct, which defines regulations on ethics and anti-corruption practice. The goal is for Novaland's employees to understand and fully commit to it. Specifically, the code requires Novaland staffs to:

- Frequently update and declare personal relationship
- Not take advantage of their positions to collude with other individuals and/or organizations to harm Novaland reputation
- Business gifts if they cannot be declined must be handed over to the Administration Department
- The Code of conduct also requires contractors of an ethical work environment by not offering bribery, commissions or any other forms of bribery to Novaland's staffs.

The Ethics Hotline works 24/24 with the objective of receiving news about any unethical behaviors. The hotline plays a major role in creating the ethical work environment in Novaland.



"Prevention is better than cure", Novaland has conducted various internal campaigns and training courses for every employee in order to achieve a unified mindset and conduct:

- Training courses are for both staff and senior management
- New staff also receive specific training alignment with Novaland's values
- Standard conduct is frequently communicated to all employees through several channels, from direct communication to stories and sharing
- There are various competitions and awards for ethics and anti-corruption conducts.

All of these activities are developed to instruct Novaland's employees about the standard of ethical conduct; most important of all, Novaland would like to protect its customers' benefits through this.

Novaland has a dedicated Internal Audit and Compliance Teams with a number of methods to check and inspect the activities of Novaland's staffs and contractors in order to discover potential misconduct.

At Novaland, corruption has never been condoned. Any corrupt conduct, sooner or later, would be uncovered under Novaland's effective inspection system.

CUSTOMER HEALTH AND SAFETY

The policy on product quality has been set out by the Group's Governance, based on the goal of sustainable development and enhance product and service quality.

From the design stage, we are always committed to selecting professional and reputable design consultants who are experienced and knowledgeable about the market and the natural conditions and climate in Vietnam. Based on our principle of customer orientation, we place customer satisfaction at the heart of our work, coming from customers' actual needs; through survey and research activities, customer and community relationships and customer satisfaction measurement. We design products and apartments that make the most of natural sources of light, ensuring all apartments are exposed to the outside, with rational ventilation and circulation options. From there, we create product lines that are appropriate to the market orientation and customer segments.

The process of selecting construction contractors and material suppliers is also an important step to ensure pre-determined quality standards. To Novaland Group, quality is of prime concern so we always choose reputable contractors that have a lot of experience in construction and develop strategic partnership policies on the principle of mutual benefits. Products handed over to our customers must be as they are agreed in contracts.

Indicators:

G4-PR1: Percentage of significant product and service categories for which health and safety impacts that are assessed for improvements

Novaland has established a team of high-quality project managers who are knowledgeable about techniques as well as standards to supervise contractors' construction activities. We have developed quality management procedures to ensure that the progress and quality of construction and issues related to safety, environmental sanitation and fire prevention being in place. These procedures, along with contractors' capabilities and professionalism are to deliver projects as scheduled with guarantee of quality.

As a leading company in the real estate development industry, customers' health and safety is one of our top priority. We have been striving to develop products with uncompromising quality to align with customers' expectations. Novaland has thus developed quality and safety policies according to regulations and international standards with which we strictly comply.

Novaland's products always meet health and safety standards. To be specific, Novaland's products meet requirements for:

- Fire safety
- Disability access
- Customer health



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CUSTOMER HEALTH AND SAFETY (continued)

Indicators:

G4-PR1: Percentage of significant product and service categories for which health and safety impacts that are assessed for improvements

Green buildings for sustainable development

According to World Green Building Council 2016 (WGBC) - Developing Markets Accelerate Global Green Growth, there was a clear trend in the greening the urban development and investment focus on green buildings.

The acceptance activity before delivery is of special attention. We organize QA team to accept products before handing them over to tenants. Acceptance criteria are based on standards and ideas referred by our customers. Construction errors or defects are thoroughly treated and carefully tested to ensure that they meet requirements. Only then are products eligible for being handed over.

After product handing over, our Customer Service Department will receive customer feedbacks and requests and promptly transfer them to related departments that handle those customer issues.

The Customer Care Department will also conduct satisfaction surveys and collect customer feedbacks on products and services in order to further improve the customer service quality. Novaland always focuses on managing customer and community relationships. Proman Company is a strategic partner of the Novaland Group,

which specializes in building management services and continuity in operating technical systems to ensure stable operational functions of the system. Proman also organize security activities, technical and hygiene services to meet the residential and travel needs of building tenants.

The Proman Property Management Company is also a division of direct contact with clients, which listens to opinions and suggestions from residents to organize them and provide feedbacks to the Group. Proman is also the unit to assist residents in solving problems after product delivery and issues related to local government and support the provision of related utility services such as payments for water, gas, cable TV service, internet and etc.

In addition, we are also committed to provide timely utility services inside the building from the early stage, such as swimming pool, gym, children's playground, mini supermarket, maid provision service, etc. in order to meet the needs of residents, once they live in the buildings.

PRODUCT AND SERVICE LABELING

Product and Service labeling G4-PR3

Currently, Novaland always requests full disclosure of labeling, origin and technical specifications of construction materials and equipment for Novaland's projects.

Sourcing information is only used as assurance for technical requirements (for example: some products are required to have European origins). Novaland needs to utilize this information to protect the environment (for example: using local materials, information on the distance from the material's origin to the construction site, which directly correlates to harms to the environment due to the transport distance and the shipping process).

Energy (kWh/sqm/year) 80 70 Heating energy Cooling energy 17 60 50 22 40 Common (kWh SAVINGS (20 4 Lighting Hot water 17 Cooking ENERGY 10 Base case Virtual energy Improved case Virtual energy for for comfort as (Orchard Garden) improvement as Source: Novaland Group



Novaland Group's Lakeview City is expected to be handed over in the 1st Quarter of 2017

Indicators:

G4-PR3: Type of product and service information required by the organization's procedures for product and service information and labeling, and percentage of significant product and service categories subject to such information requirements

G4-PR5: Results of surveys measuring customer satisfaction

Product and service labeling - Construction and real estate sector supplement CRE8

So far, we have an Orchard Garden that meets the EDGE standard by the IFC - World Bank for Preliminary Certification. All criteria that are Novaland's responsibility have been fulfilled. Our Design Team is producing a guide book to help Orchard Garden occupants in installing suitable appliances which falls under customers' responsibility. The project uses low-emissivity heat insulating glass, which is supposed to help reduce the need for air conditioning and hence, electricity consumption. Water, electricity and resource consumption of Orchard Garden are 21%, 23% and 33% lower, respectively. Our achievements with Orchard Garden in 2016 are the base for Novaland's hope and faith in future projects. Novaland goal is to save at least 20% of resources, electricity and water by applying IFC - EDGE.

Besides, our Lakeview City is designed and constructed with our goal of producing a smart and sustainable neighborhood. That can be achieved by constructing a 3.6ha regulator lake that is able to coordinate and regulate precipitation and tides, and hence it can help prevent flooding, improve the micro-climate and life quality in the surrounding area. Furthermore, various green and smart technologies are also introduced in the project, such as purified tap water, solar energized lighting and phone charger station, a solar energized lighting system for public space and a club, a water processing system that can process grey water into clean water for trees.

Social

Creating shared value

PRODUCT AND SERVICE LABELING

(continued)

Customer services with the aim "Customer First"

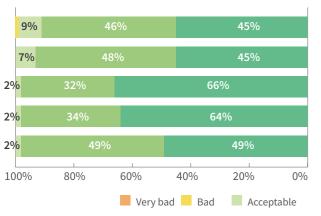
"Customer First" is built based on the awareness of each Novaland employee. We are always dedicated to taking care of customers by providing suitable and high quality products and services at reasonable prices that are in line with our commitments. All aim at bringing the highest satisfaction to customers, and attaining the community's trust so that Novaland can develop and become a worldclass, prestigious Real Estate Group

After sale service

In the spirit of our service motto dedication "Customer First", Novaland constantly applies multiple customer care programs for customers, residents, shareholders, and partners, offering an abundance of diversified benefits. The Group has always worked together with its service partners to provide more add-on services to customers. The office networking and the 10 sales offices in HCMC provide customers easy access to the Group's services and facilitate Novaland staff in giving efficient services to customers.

Novaland pays special attention to building operations management. This is a difficult and complicated task that requires all employees to be patient and always to meet customer demand.

Novaland Group is dedicated to delivering high quality services to customers more quickly and favorably so that Novaland's service products can be truly meaningful and help to "brighten lives".



Indicators:

G4-PR3: Type of product and service information required by the organization's procedures for product and service information and labeling and percentage of significant product and service

G4-PR5: Results of surveys measuring customer satisfaction

PR5: Results of surveys measuring customer

Customers are the number one interest of Novaland. We always study customers' needs, expectation and satisfaction before, during and after sales. The result is that 98.1% customers rated Novaland's service as "Good" or "Very Good" in our survey of more than 400 customers in December 2016 which is proof for Novaland's effort to serve our customers.

Furthermore, Novaland has biannual activities to visit and listen to customers' feedback. From these, we sit down with management service providers to establish initiatives to improve our services.

Above all, as we are aware of Novaland' fast growth, our Customer Service Department was founded in December 2016. Alongside developing strategies and building a culture of excellent customer service in Novaland in the 2017-2020 period, our Customer Service Department will also work with other departments in improving customer experience.

Our motto for 2017: "Customer First" is the direction that Novaland's employees always follow in order to achieve perfection in our customer care.



Economic

Ensure a sustainability driven growth

ECONOMIC PERFORMANCE

Indicators:

G4-EC1: Direct economic value generated and distributed

G4-EC2: Financial implications and other risks and opportunities for the organization's activities due to climate change

G4-EC3: Coverage of the organization's defined benefit plan obligations



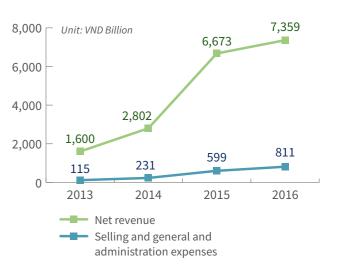
EC1: Direct economic value generated and distributed

Novaland targets the segment of middle and upper-middle class, which leads to an effective land bank acquisition strategy with medium-scale projects in attractive locations

In order to meet this market demand, we provide good quality, reasonable price and prompt delivery of residential real estate. The Company's Net revenue rocketed from VND 1,600 billion in 2013 to VND 7,359 billion in 2016 with CAGR of 66%. This trend is expected to remain at a relatively high level thanks to the support from Government to build up a sustainable real estate market growth and our solid internal resources including our land bank of 5.5 million sqm GFA to develop in the next 5 years.

Along with keeping the Revenue augmenting for 4 years, Novaland continues to control selling and general and administration expenses, which account for 7-11% of revenue. We optimize our business model through 5 well-managed and harmoniously developed areas including focus strategy, land acquisition, sales, development process and capital management. In addition, we established a strong network with local banks, construction companies, suppliers and service providers, as well as the ability to work with Government to facilitate our business.

Net revenues and Operating expenses



Source: Novaland Group

Source: Novaland Group

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Economic

Ensure a sustainability driven growth

ECONOMIC PERFORMANCE (continued)

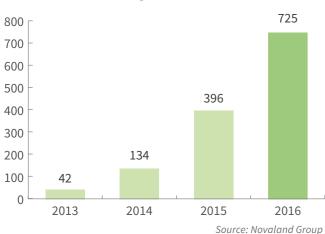
Employee wage and benefits

Employees are not only our stakeholders but also a critical element for our sustainable development. Apart from our commitment to provide the best workplace, we continue to increase labor income competitively in the current labor market.

In 2016, Novaland spent VND 725 billion on salaries and wages with an increase of 83% from last year's spending. Besides, Novaland Group is one of the businesses that takes special care of their employees by providing very attractive and competitive benefits, in comparison to the market norms. With a total of 2,210 employees, the average annual salary and wage of Novaland's employees is VND 328 million, equivalent to VND 27 million/month per person, a very competitive figure in the current labor market.

By investing in human resources development, we believe that we will be able to continue increase the benefits to our employee at a higher level.

Total wages and benefits



Total wages: Remuneration package, including payments to Governmental Organizations (such as labor tax, unemployment tax and unemployment subsidy representing workers).

Total benefits: Normal contributions such as retirement plan, insurance, company travelling vehicles and personal health and other supporting amount such as housing, education subsidies and severance pay.

Indicators:

G4-EC1: Direct economic value generated and distributed

G4-EC2: Financial implications and other risks and opportunities for the organization's activities due to climate change

G4-EC3: Coverage of the organization's defined benefit plan obligations

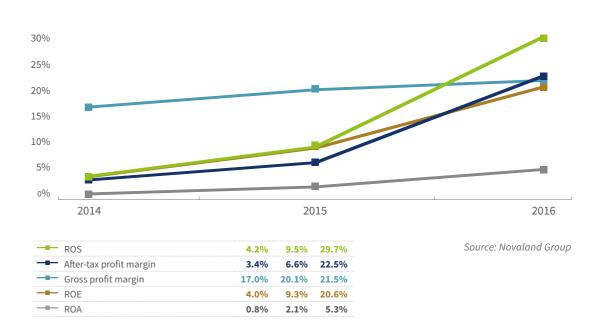
We continue to manage our capital prudently, actively sustaining our growth as a commitment to enhance our capital provider's interests.

In 2016, Novaland paid VND 53 billion in preferred share dividends, in accordance with its agreement with shareholders. In 2015, Novaland issued share for paying dividend to increase its Charter capital from VND 2,300 billion to VND 3,682 billion. In 2013 and 2014, Novaland did not pay dividend in order to reinvest and implement M&A activities. The merger and development of a series of projects in key positions in HCMC make its brand to be the leader in HCMC.

Besides, Novaland had to pay creditors VND 863 billion in interest expense, augmented by 146% year on year due to the implementation of various projects in 2015 and 2016 with the aim of increasing revenue. With that strategy, revenue enjoyed a remarkable growth, reaching VND 6,673 billion in 2015 and VND 7,359 billion in 2016, equivalent to a growth of respectively 138% and 163% compared to 2014.

For capital structure adjustment to avoid overdependence on bank loans, manage risks in case of economic downturn and raise fund for healthy development, Novaland had been well-prepared and ready for listing since 2008; however, the listing was delayed due to the securities market fell into recession. After many efforts of prudent and careful preparation, Novaland Group became a listed company at the end of 2016.

Profitability Ratios

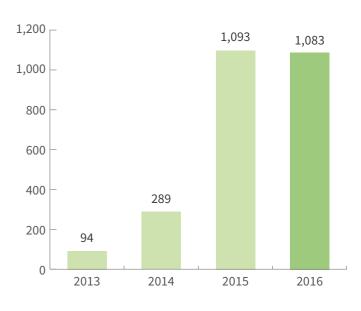


Payment to Government

We recognize that tax is part of our overall corporate social responsibility, as well as our fundamental compliance.

In 2015 and 2016, Novaland contributed respectively VND 1,093 billion and VND 1,083 billion to the Government in taxes, which showed significant increases from those in 2013 and 2014. The tax payment in 2015 and 2016 respectively reached a record increase of 278% and 275% from 2014's. In which, Novaland's Business income tax was paid at VND 432 billion in 2016, increased by 229% from 2015. It is shown that when the Company expands its business and achieves positive outcomes, there will be positive changes in tax payments to the Government. Novaland Group always fulfills its tax obligations contributing to the Country development.

Novanland's total tax payment



Source: Novaland Group

Economic

Ensure a sustainability driven growth

ECONOMIC PERFORMANCE (continued)

EC2: Financial implications and other risks and opportunities for the organization's activities due to climate change

Novaland is fully aware of impacts of climate change to our development and our responsibilities to next generation. In particular, Vietnam's environment continues to suffer higher impacts of climate change causing significant damage to its infrastructure and economic growth. As the real estate industry having high sensitivity to economic growth and infrastructure, the uncertainty of these factors affects Novaland's sustainable development. Novaland actively manages these risks not only through construction method and management but also via contributions to the achievement of the Country's green growth goals.



Natural disaster	Risk	Effects	Prevention
Storm, flood	 Delay in construction and/ or supply progress Increasing threat to safety at construction sites Flooding construction site/ buildings 	 Lengthening construction time to increas construction cost, operation expenses and compensation Negative impacting to Novaland reputation 	 Using the most up-to-date construction methods and materials to speed up construction progress Selecting high-quality, reputable contractors that are able to apply new construction technology Actively controlling procurement schedule in order to prevent risks
Sea level rise	Erosion of coastal areas/ low-lying areas	Loss of propertiesIncreased cost of land leveling	 Researching topography of new project area in consideration of sea level rise phenomena Cooperating with reputable design consultant to minimize impact in long term
Increased temperatures	Heat-related illness	 Decreased productivity of employees at construction site Increasing medicine/insurance fee 	 Encouraging employees do sport/ regular exercise and healthy activities in order to have good health Investing in green area for new project Appling green building standard and using environment-friendly building materials

PROCUREMENT PRACTICE

As a leading real estate developer in Vietnam, with our fast growing projects throughout all the districts Ho Chi Minh and other provinces such as Can Tho and Da Nang, we buy direct raw materials with a huge volume and require quick lead times. Failure in supply chain will seriously impact our product quality and company reputation. Thus, sustainability of supply chain is very critical. We believe that building up a strong supply chain is an integral part of delivering quality products to our customers, leading our long-lasting development. Therefore, we develop and strengthen partnership with our suppliers based on a win-win strategy.

In particular, we focus on local suppliers that generate employment and income in local communities, minimize environmental impacts and stimulate the domestic economy. As a result, almost 98% of our suppliers are from Vietnam. We have preferential policy to sourcing and procure 100% from local suppliers if they are available and gradually we substituted imported materials with domestic ones. Furthermore, we have developed a comprehensive tool to assess vendors. It covers criteria (legal obligation, financial capacity, business scale, quality control system, environmental and safety maintenance) in connection with supplier assessment procedures. In terms of compliance, we always request suppliers to provide the certificate of origin and source of their raw material supply for imported products. These measures have been applied to prevent us from buying illegal products and materials.

Indicators:

G4-EC9: Proportion of spending on local suppliers at significant locations of operation



One of our sustainable supply chain strategies is that we encourage the bulk purchase concept to stabilize prices, while maintaining the continuity of the supply chain. We provide the annual purchase forecast in advance so that the suppliers can plan their raw materials and production accordingly. From this, we proceed with the principal contract with some strategic suppliers.

Furthermore, we aim to maintain a good relationship with the supplier via win-win communication. By reviewing the performance at the year end, we allow both parties to express their constructive feedback on how the corporation could be better.

	Location	Quantity	Ratio (%)	Contract value with VAT	Value (%)
Overseas supplier	Asia	13	1.97	4,667,065,758	0.20
Domestic supplier	Vietnam	647	98.03	2,371,938,504,707	99.80
TOTAL		660	100	2,376,615,559,465	100

Source: Novaland Group

Performance of the year 2016

7,359
Billion VND of Net revenue

36,527

40+
Projects
In the most dynamic areas

Handed over more than 6,100 Products

+2,200

>100,000

NOVALAND KEY PERFORMANCE RESULTS

- ❖ VND 7,359 billion Net revenue
- ❖ VND 36,527 billion Total assets
- 40+ Projects in the most dynamic areas
- ❖ 10 Real estate trading floors across HCMC
- 6,100+ Products handed over
- 2,200+ Professional employees
- **100,000+** Customers
- **❖** Top 10 Property Developer by BCI ASIA
- 1 Green building with IFC EDGE Standard
- Asia Best Employer Brand Awards 2016
- **\$ 89,100 Training hours**
- **22,000 People receiving support and benefit from our CSR programs**

Novaland's successes have been recognized by various awards and prizes, both domestically and internationally, showing its tireless efforts to provide quality products at strategic locations and commit to sustainable development.

GRI G4 content index

For "In accordance: Core"

This Report is developed in accordance with GRI G4 "core" requirements.

GENERAL STANDARD DISCLOSURES

G4-1 Message from the CEO Page 150 RGANISATIONAL PROFILE G4-3 Name of organization Page 153 - About Novaland (In "Company profile") G4-4 Primary brands, products and services Page 153 - About Novaland G4-5 Location of the organization's headquarters Page 152 - About Our Report (Information on key contact)	Not assure
RGANISATIONAL PROFILE G4-3 Name of organization Page 153 - About Novaland (In "Company profile") G4-4 Primary brands, products and services Page 153 - About Novaland G4-5 Location of the organization's headquarters Page 152 - About Our Report	Not assure
G4-3 Name of organization Page 153 - About Novaland (In "Company profile") G4-4 Primary brands, products and services Page 153 - About Novaland G4-5 Location of the organization's headquarters Page 152 - About Our Report	
(In "Company profile") G4-4 Primary brands, products and services Page 153 - About Novaland G4-5 Location of the organization's headquarters Page 152 - About Our Report	
G4-5 Location of the organization's headquarters Page 152 - About Our Report	
Ountries where the organization operates and names of countries where either the organization has significant operations or that are specifically relevant to the sustainability topics covered in the report	
Nature of ownership and legal form Novaland, used to be a Private Companies became a Public Company on Decem 8, 2016 and has been listed on Hisince December 28, 2016. (Please response to "Investor relations and Sharehold Information" in the Annual Report 201	ber HSX efer der
G4-8 Markets served Page 153 - About Novaland (In "Company profile")	
G4-9 Scale of the organisation Page 150 - Message from the CEO	
Breakdown of workforce Page 168 - Employment	
Percentage of total employees covered by Page 170 (In "Collective labour") collective bargaining agreements	
Describe the organization's supply chain Page 153 - About Novaland	
Report any significant changes during the reporting period regarding the organization's size, structure, ownership or its supply chain Please refer the section "Investor relation and Shareholder Information" at page and "Report of the BOM" at page 116 Annual Report 2016	86
Addressing the precautionary approach or Page 154 - Our sustainability approach principle	1
External charters, principles or initiatives Information is mentioned throughout endorsed report	the
Membership of associations and advocacy No information organizations	

GRI G4 content index

GENERAL STANDARD DISCLOSURES

Profile Disclosure	Description	Reference page / Explanations	External Assurance
G4-17	Report coverage of entities included in the consolidated financial statements	Please refer the section "General Information" of Audited consolidated FS for the year 2016 at page 196	
G4-18	Process for defining the report content and the aspect boundaries	Page 160 - Materiality assessment	
DENTIFIED N	MATERIAL ASPECTS AND BOUNDARIES		
G4-19	Material aspects identified	Page 160-161	
G4-20	For each material aspect, report the aspect boundary within the organization	No information	
G4-21	For each material aspect, report the aspect boundary outside the organization	No information	
G4-22	The effect of any restatements of information provided in previous reports	Not relevant since this is the first report of Novaland	Not assured
G4-23	Significant changes from previous reporting periods in the scope and aspect boundaries	Not relevant since this is the first report of Novaland	Not assured
TAKEHOLDE	R ENGAGEMENT		
G4-24	List of stakeholder groups engaged by the organization	Page 159	
G4-25	Basis for identification and selection of stakeholders	Page 158	
G4-26	Approaches to stakeholder engagement	Page 159	
G4-27	Response to key topics and concerns raised	Page 159	
EPORT PRO	FILE		
G4-28	Reporting period	Page 152	
G4-29	Date of most recent previous report	Not relevant since this is the first report of Novaland	
G4-30	Reporting cycle	Not relevant since this is the first report of Novaland	
G4-31	Contact point for questions	Page 152	
G4-32	'In accordance' option, the GRI content index and external assurance	Page 189-193	

GENERAL STANDARD DISCLOSURES

Profile Disclosure	Description	Reference page / Explanations	External Assurance		
REPORT PROI	FILE (continued)				
G4-33	Policy and current practice regarding external assurance	No information			
GOVERNANCE					
G4-34-G4-55	Governance structure of the organization	Page 154			
ETHICS AND INTEGRITY					
G4-56	Values, principles, standards and norms of behavior such as code of conduct and code of ethics	Page 170 and 173			

SPECIFIC STANDARD DISCLOSURES

Profile Disclosure	Indicators	Descriptions	Reference page / Explanations	External Assurance
ECONOMIC				
Aspect				
1 Economic	GA EC1	Direct economic value generated and distributed	Dago 102 104	

Aspect			
1. Economic Performance	G4-EC1	Direct economic value generated and distributed	Page 183-184
	G4-EC2	Climate change effects on organization's financial implications, on other risks and opportunities for the organization's activities	Page 186
	G4-EC3	Coverage of the organization's defined benefit plan obligations	Page 184
2. Procurement Practices	G4-EC9	Proportion of spending on local suppliers at significant locations of operation	Page 187

ENVIRONMENTAL

Aspect			
1. Materials	G4-EN1	Materials used by weight or volume	Page 163
	G4-EN2	Percentage of materials used that are recycled input materials	Page 163
2. Energy	G4-EN3	Energy consumption within the organization	Page 164
	G4-EN5	Energy intensity	Page 164
	G4-EN6	Reduction of energy consumption	Page 164
	CRE1	Building energy intensity	Page 164

GRI G4 content index

SPECIFIC STANDARD DISCLOSURES

Profile Disclosure	Indicators	Descriptions	Reference page / Explanations	External Assurance					
ENVIRONMENTA	ENVIRONMENTAL (continued)								
Aspect									
3. Water	G4-EN8	Total water withdrawal by source	Page 165						
	CRE2	Building water intensity	Page 165						
4. Effluents and	G4-EN22	Total water discharge by quality and destination	Page 166						
Waste	G4-EN23	Total weight of waste by type and disposal method	Page 166						
5. Compliance	G4-EN29	Monetary value of significant fines and total number of non- monetary sanctions for non-compliance with environmental laws and regulations	n- Page 167						
SOCIAL									
Aspect									
1. Employment	G4-LA1	Total number and rates of new employee hires and employee turnover by age group, gender and region	Page 168						
	G4-LA2	Benefits provided to full-time employees that are not provided to temporary or part-time employees, by significant locations of operation	Page 168						
2. Labour Management Relations	G4-LA4	Minimum notice periods regarding operational changes, including whether these are specified in collective agreements	Page 169						
3. Occupational Health and Safety	G4-LA5	Percentage of total workforce represented in formal joint management-worker health and safety committees that help monitor and advise on occupational health and safety programs	Page 170						
3. Occupational Health and Safety	G4-LA6	Type of injury and rates of injury, occupational diseases, lost days, and absenteeism, and total number of work-related fatalities, by region and by gender	Page 170						
(continued)	G4-LA7	Workers with high incidence or high risk of diseases related to their occupation	Page 171						
	G4-LA8	Health and safety topics covered in formal agreements with trade unions	Page 171						
4. Training and Education	G4-LA9	Average hours of training per year per employee by gender, and by employee category	Page 172						
	G4-LA10	Programs for skills management and lifelong learning that support the continued employability of employees and assist them in managing career endings	Page 172						
	G4-LA11	Percentage of employees receiving regular performance and career development reviews, by gender and by employee category	Page 173						

SPECIFIC STANDARD DISCLOSURES

Profile Disclosure	Indicators	Descriptions	Reference page / Explanations	External Assurance					
SOCIAL (continu	SOCIAL (continued)								
Aspect	Aspect								
5. Local Communities	G4-S01	Percentage of operations with implemented local community engagement, impact assessments, and development programs	Page 176-177						
	G4-S02	Operations with significant actual and potential negative impacts on local communities	Page 183						
6. Anti- corruption	G4-S03	Total number and percentage of operations assessed for risks related to corruption and the significant risks identified	Page 178						
	G4-S04	Communication and training on anti-corruption policy and procedures	Page 178						
	G4-S05	Confirmed incidents of corruption and actions taken	Page 178						
7. Compliance (social)	G4-S08	Monetary value of significant fines and total number of non-monetary sanctions for non- compliance with laws an regulations	Page 178						
8. Customer Health and Safety	G4-PR1	Percentage of significant product and service categories for which health and safety impacts that are assessed for improvements	-						
	G4-PR2	Total number of incidents of non-compliance with regulations and voluntary codes concerning the health and safety impacts of products and service during their life cycle, by type of outcomes	Page 179-180						
9. Product and Service Labelling	G4-PR3	Type of product and service information required by the organization's procedures for product and service information and labeling, and percentage of significant product and service categories subject to such information requirements	Page 181-182						
	G4-PR5	Results of surveys measuring customer satisfaction	Page 181-182	2					
	CRE8	Type and number of sustainability certification, rating and labeling schemes for new construction, management, occupation, and redevelopment. Monetary value of significant fines for non-compliance with laws and regulations concerning the provision and use of products and services	Page 181						



Net revenue in 2016

 Consolidated Financial Statements for the year 2016

 Shorten separate Financial Statements for the year 2016

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CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR 2016 **CORPORATE** INFORMATION

Business Registration Certificate

No. 054350 dated 18 September 1992 was initially issued by the Department of Planning and Investment of Ho Chi Minh City and the 38th amended Business

Registration Certificate No. 0301444753 dated 24 November 2016.

Board of Management Mr. Bui Thanh Nhon Chairman

Mr. Bui Cao Nhat Quan Vice Chairman

(from 26 October 2016)

Mr. Phan Thanh Huy Member

(from 21 July 2016)

Ms. Hoang Thu Chau Member

(from 11 November 2016)

Ms. Cong Huyen Ton Nu My Lien Member

(from 21 July 2016)

Mr. Nguyen Hieu Liem Member

(to 28 September 2016)

Mr. Vo Dinh Cuong Member

(to 21 July 2016)

Board of Supervision Ms. Nguyen Thi Minh Thanh Chief Supervisor

Mr. Nguyen Vu Duy Member (from 21 July 2016)
Ms. Nguyen Anh Thi Member (from 21 July 2016)
Mr. Pham Huu Quoc Member (to 21 July 2016)

Mr. Tra Trong Nghia Member (to 21 July 2016)

Board of General Directors Mr. Phan Thanh Huy General Director

Mr. Bui Cao Nhat Quan

Ms. Hoang Thu Chau

Mr. Bui Xuan Huy

Mr. Le Hong Phuc

Mr. Eric Chan Hong Wai

Deputy General Director

Mr. Eric Chan Hong Wai

Ms. Vo Thi Thu Van (from 1 March 2016)

Ms. Vo Thi Thu Van Deputy General Director

(from 6 October 2016)

Legal representative Mr. Bui Thanh Nhon Chairman

Registered office 313B - 315 Nam Ky Khoi Nghia Street, Ward 7, District 3,

Ho Chi Minh City, Vietnam

Operation office 65 Nguyen Du Street, Ben Nghe Ward, District 1

Ho Chi Minh City, Vietnam

Auditor PricewaterhouseCoopers (Vietnam) Ltd.

CORPORATE INFORMATION (continued)

STATEMENT OF THE RESPONSIBILITY OF THE BOARD OF GENERAL DIRECTORS OF THE COMPANY IN RESPECT OF THE CONSOLIDATED FINANCIAL STATEMENTS

The Board of General Directors of No Va Land Investment Group Corporation ("the Company") is responsible for preparing the consolidated financial statements which give a true and fair view of the financial position of the Company and its subsidiaries (together, "the Group") as at December 31, 2016 and of the results of its operations and cash flows for the year then ended. In preparing these consolidated financial statements, the Board of General Directors is required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent; and
- prepare the consolidated financial statements on a going concern basis unless it is inappropriate to presume that the Group will continue in business.

The Board of General Directors is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the financial position of the Group and which enable consolidated financial statements to be prepared which comply with the basis of accounting set out in Note 2 to the consolidated financial statements. The Board of General Directors is also responsible for safeguarding the assets of the Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

APPROVAL OF THE CONSOLIDATED FINANCIAL STATEMENTS

I hereby approve the accompanying consolidated financial statements as set out on pages 200 - 275 which give a true and fair view of the financial position of the Group as at December 31, 2016 and of the results of its operations and cash flows for the year then ended, in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of consolidated financial statements.

System and applicable regulations on CONG TY CONG TY CO PHÂN TẬP ĐOÀN ĐẦU TƯ ĐỊA ỐC NO VA

Chairman

Ho Chi Minh City, SR Vietnam

10 March 2017

INDEPENDENT AUDITOR'S REPORT

TO THE SHAREHOLDERS OF NO VA LAND INVESTMENT GROUP CORPORATION



We have audited the accompanying consolidated financial statements of No Va Land Investment Group Corporation and its subsidiaries (together "the Group") which were prepared on December 31, 2016 and approved by the Chairman on 10 March 2017. The consolidated financial statements comprise the consolidated balance sheet as at December 31, 2016, the consolidated income statement and the consolidated cash flow statement for the year then ended, and explanatory notes to the consolidated financial statements including significant accounting policies, as set out on pages 206 - 275.

THE BOARD OF GENERAL DIRECTORS'S RESPONSIBILITY TO THE CONSOLIDATED FINANCIAL STATEMENTS

The Board of General Directors of the Company is responsible for the preparation and the true and fair presentation of these consolidated financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of consolidated financial statements and for such internal control which the Board of General Directors determines is necessary to enable the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on the consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical standards and requirements, plan and perform the audit in order to obtain reasonable assurance as to whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including an assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and true and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of General Directors as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

AUDITOR'S OPINION

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at December 31, 2016, its financial performance and cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of consolidated financial statements.

For and on behalf of PricewaterhouseCoopers (Vietnam) Ltd.

Nguyen Hoang Nam Audit Practising Licence No. 0849-2013-006-1 Authorised signatory

Report reference number: HCM5721 Ho Chi Minh City, 10 March 2017 Cao Thi Ngoc Loan Audit Practising Licence No. 3030-2014-006-001

As indicated in Note 2.1 to the consolidated financial statements, the accompanying consolidated financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than SR Vietnam, and furthermore their utilisation is not designed for those who are not informed about SR Vietnam's accounting principles, procedures and practices.

CONSOLIDATED BALANCE SHEET

Form B 01 – DN/HN

As at December 31,

Code	ASSETS	Note	2016 VND	2015 VND
100	CURRENT ASSETS		30,288,729,450,391	18,133,289,908,529
110	Cash and cash equivalents	4	3,336,969,432,791	3,859,710,163,282
111	Cash		808,215,895,293	805,375,183,664
112	Cash equivalents		2,528,753,537,498	3,054,334,979,618
120	Short-term investments		964,822,616,829	818,888,056,357
123	Investments held to maturity	5(a)	964,822,616,829	818,888,056,357
130	Short-term receivables		9,635,748,057,226	6,058,945,996,358
131	Short-term trade accounts receivable	6	333,223,529,420	420,931,792,461
132	Short-term prepayments to suppliers	7	936,793,642,253	283,928,585,866
135	Short-term lending	8	3,313,658,593,511	1,267,616,016,535
136	Other short-term receivables	9(a)	5,065,734,101,184	4,092,329,912,657
137	Provision for doubtful debts – short term	10	(13,661,809,142)	(5,860,311,161)
140	Inventories	11(a)	15,789,641,948,072	7,158,828,473,488
141	Inventories		15,795,037,614,256	7,201,718,027,433
149	Provision for decline in value of inventories		(5,395,666,184)	(42,889,553,945)
150	Other current assets		561,547,395,473	236,917,219,044
151	Short-term prepaid expenses	12(a)	51,738,280,747	62,376,783,190
152	Value Added Tax to be reclaimed	20(b)	381,804,313,170	80,608,375,548
153	Other taxes receivable	20(a)	128,004,801,556	93,932,060,306

CONSOLIDATED BALANCE SHEET (continued)

Form B 01 – DN/HN

As at December 31,

Code	ASSETS (continued)	Note	2016 VND	2015 VND
200	LONG-TERM ASSETS		6,238,346,263,606	8,437,118,726,514
210	Long-term receivables		911,972,303,351	3,306,248,186,210
212	Long-term advances to suppliers		953,750,090	147,000,000
216	Other long-term receivables	9(b)	911,018,553,261	3,306,101,186,210
220	Fixed assets		148,823,215,155	87,792,452,983
221	Tangible fixed assets	13	120,180,246,302	60,086,312,739
222	Cost		162,134,437,319	95,306,706,054
223	Accumulated depreciation		(41,954,191,017)	(35,220,393,315)
227	Intangible fixed assets	14	28,642,968,853	27,706,140,244
228	Cost		30,025,329,118	28,423,682,881
229	Accumulated amortisation		(1,382,360,265)	(717,542,637)
230	Investment properties	15	1,945,013,110,252	1,082,785,523,673
231	Cost		2,022,070,991,658	1,116,651,068,799
232	Accumulated depreciation		(77,057,881,406)	(33,865,545,126)
240	Long-term assets in progress		285,199,310,593	1,069,151,366,643
241	Long-term work in progress	11(b)	233,819,522,165	-
242	Construction in progress	16	51,379,788,428	1,069,151,366,643
250	Long-term investments	5(b)	374,785,832,914	1,584,992,869,261
252	Investments in associates, joint ventures		371,670,632,914	1,526,233,919,261
253	Investments in other entities		3,115,200,000	58,758,950,000
260	Other long-term assets		2,572,552,491,341	1,306,148,327,744
261	Long-term prepaid expenses	12(b)	288,077,446,389	160,651,074,570
262	Deferred income tax assets	38(a)	66,869,015,901	25,612,519,257
269	Goodwill	17	2,217,606,029,051	1,119,884,733,917
270	TOTAL ASSETS		36,527,075,713,997	26,570,408,635,043

CONSOLIDATED BALANCE SHEET (continued)

Form B 01 - DN/HN

As at December 31,

		As at December 31,		
Code	RESOURCES	Note	2016 VND	2015 VND
300	LIABILITIES		26,480,185,576,926	20,475,199,219,625
310	Short-term liabilities		15,011,223,881,816	13,354,623,721,533
311	Short-term trade accounts payable	18	1,505,728,428,659	822,690,590,358
312	Short-term advances from customers	19	5,954,806,119,381	8,146,870,114,590
313	Tax and other payables to the State Budget	20(b)	122,954,010,058	193,390,774,652
314	Payable to employees	21	172,542,007,199	92,448,123,775
315	Short-term accrued expenses	22	666,762,531,707	826,578,979,746
318	Short-term unearned revenue		2,201,411,807	2,300,539,353
319	Other short-term payables	23(a)	983,763,264,057	738,841,288,807
320	Short-term borrowings and finance lease liabilities	24(a)	5,595,769,743,653	2,513,142,521,645
321	Provision for short-term liabilities		-	11,664,423,312
322	Bonus and welfare funds		6,696,365,295	6,696,365,295
330	Long-term liabilities		11,468,961,695,110	7,120,575,498,092
336	Long-term unearned revenue		35,480,545,489	72,396,304,425
337	Other long-term payables	23(b)	2,048,219,507,098	1,475,711,799,129
338	Long-term borrowings and finance lease liabilities	24(b)	7,907,493,558,081	5,480,587,851,378
341	Deferred income tax liabilities	38(a)	1,477,768,084,442	91,879,543,160
400	OWNERS' EQUITY		10,046,890,137,071	6,095,209,415,418
410 411	Capital and reserves Owners' capital		10,046,890,137,071 5,961,992,340,000	6,095,209,415,418 3,682,957,610,000
411a	- Ordinary shares with voting rights	25, 26	5,893,692,340,000	3,504,657,610,000
411b	- Preference shares	,	68,300,000,000	178,300,000,000
412	Share premium	26	2,174,026,445,400	882,598,605,400
421	Undistributed earnings	26	952,449,830,514	550,370,777,697
421a	 Undistributed post-tax profits of the previous years 		496,880,777,697	134,948,113,685
421b	- Post-tax profit of current year		455,569,052,817	415,422,664,012
429	Non-controlling interests	27	958,421,521,157	979,282,422,321
440	TOTAL RESOURCES		36,527,075,713,997	26,570,408,635,043

Nguyen Ngoc Bang

Preparer

Tran Thi Thanh Van Chief Accountant CÔNG TY CỔ PHẨN TẬP ĐOÀN ĐẦU TƯ ĐỊA ỐC NO VA Bui Thanh Nhon

Bui Thanh Nhon Chairman 10 March 2017

The notes on pages 206 - 275 are an integral part of these consolidated financial statements.

CONSOLIDATED INCOME STATEMENT

Form B 02 – DN/HN

Year ended December 31,

Code		Note	2016 VND	2015 VND	
01	Sales		7,369,463,145,396	6,692,627,652,016	
02	Less deductions		(10,282,224,581)	(19,192,626,026)	
1 0	Net sales	30	7,359,180,920,815	6,673,435,025,990	
10	Net sales	30	1,333,100,320,013	0,013,433,023,330	
11	Cost of sales	31	(5,776,101,411,561)	(5,333,572,153,182)	
20	Gross profit		1,583,079,509,254	1,339,862,872,808	
21	Financial income	32	2,523,042,548,253	334,610,510,102	
22	Financial expenses	33	(1,115,230,030,171)	(440,474,549,151)	
23	- Including: Interest expenses	33	(863,073,263,518)	(351,425,428,041)	
24	Profit sharing from investments in joint ventures and associates		498,537,487	992,746,135	
25	Selling expenses	34	(165,484,975,281)	(238,914,350,343)	
26	General and administration expenses	35	(641,600,989,722)	(359,824,463,054)	
30	Net operating profit		2,184,304,599,820	636,252,766,497	
31	Other income	36	44,524,814,573	32,757,004,998	
32	Other expenses	37	(39,125,801,538)	(60,896,807,714)	
40	Net other income/(expenses)		5,399,013,035	(28,139,802,716)	
50	Net accounting profit before tax		2,189,703,612,855	608,112,963,781	
51	Business income tax - current	38(b)	(327,371,479,437)	(204,312,351,202)	
52	Business income tax – deferred	38(a)	(202,982,820,440)	37,959,337,948	
60	Net profit after tax		1,659,349,312,978	441,759,950,527	
	Attributable to:				
61	Owners of the parent company		1,665,077,557,360	415,422,664,012	
62	Non-controlling interests		(5,728,244,382)	26,337,286,515	
70	Earnings per share	28(a)	3,396	1,374	
71	Diluted earnings per share	28(b)	3,059	1,168	
	-		0:0301444 5.3		

Nguyen Ngoc Bang Preparer Tran Thi Thanh Van Chief Accountant Bui Thanh Nhon Chairman 10 March 2017

Cổ PHẨN

The notes on pages 206 - 275 are an integral part of these consolidated financial statements.

CONSOLIDATED CASH FLOW STATEMENT

(INDIRECT METHOD)

Form B 03 - DN/HN

Year ended December 31,

Cod	e Note	2016 VND	2015 VND
	CACH ELOWIC EDOM ODERATING ACTIVITIES		
01	CASH FLOWS FROM OPERATING ACTIVITIES	2 100 702 612 055	COO 112 OC2 701
01	Net profit before tax	2,189,703,612,855	608,112,963,781
02	Adjustments for: Depreciation, amortisation and goodwill allocation	226,331,076,287	68,393,673,167
02	(Reversal)/provisions	(41,356,813,092)	51,972,653,196
03	Unrealised foreign exchange losses	34,551,090,149	21,879,821,943
05	Profits from investing activities	(2,228,127,795,722)	(331,279,777,789)
06	Interest expense, bonds issuance costs	910,387,721,293	359,337,521,058
08	Operating profit before changes in working capital	1,091,488,891,770	778,416,855,356
09	Decrease/(increase) in receivables	3,960,297,279,419	(4,625,495,394,936)
10	Decrease in inventories	93,805,533,648	279,858,958,947
11	(Decrease)/increase in payables	(3,561,263,899,138)	1,953,335,836,895
12	Increase in prepaid expenses	(99,019,085,556)	(120,603,156,057)
14	Interest paid	(849,017,262,276)	(519,785,506,480)
15	Business income tax paid	(431,733,905,624)	(47,093,302,287)
17	Other payments on operating activities	-	(128,200,000)
20	Net cash inflows/(outflows) from operating activities	204,557,552,243	(2,301,493,908,562)
	CASH FLOWS FROM INVESTING ACTIVITIES		
21	Purchases of fixed assets and other long-term assets	(215,251,612,635)	(33,647,160,381)
22	Proceeds from disposals of fixed assets and long-	15,646,566,319	9,187,362,668
23	term assets Loans granted, purchases of debt instruments of other entities	(7,672,922,664,879)	(6,399,955,276,371)
24	Collection of loans, proceeds from sales of debt instruments of other entities	6,258,296,050,163	6,462,652,418,650
25	Investments in other entities	(7,218,477,119,177)	(3,288,764,833,329)
26	Proceeds from divestment in other entities	2,048,210,045,846	-
27	Dividends and interest received	180,791,013,185	300,231,743,455
30	Net cash outflows from investing activities	(6,603,707,721,178)	(2,950,295,745,308)

CONSOLIDATED CASH FLOW STATEMENT (continued)

(INDIRECT METHOD)

Form B 03 – DN/HN

Year ended December 31,

Code		Note	2016 VND	2015 VND
31 33	CASH FLOWS FROM FINANCING ACTIVITIES Proceeds from issue of shares and capital contribution Proceeds from borrowings		3,985,340,870,000 12,884,785,455,043	2,034,337,610,000 7,012,431,454,579
34	Repayments of borrowings		(10,939,826,576,518)	(2,714,683,880,779)
36	Dividends paid		(54,639,219,932)	-
40	Net cash inflows from financing activities		5,875,660,528,593	6,332,085,183,800
50	Net (decrease)/increase in cash and cash equivalents		(523,489,640,342)	1,080,295,529,930
60 61	Cash and cash equivalents at beginning of year Effect of foreign exchange differences	4	3,859,710,163,282 748,909,851	2,779,414,633,352
70	Cash and cash equivalents at end of year	4	3,336,969,432,791	3,859,710,163,282

Nguyen Ngoc Bang

Preparer

Tran Thi Thanh Van Chief Accountant CỔ PHẨN
TẬP ĐOÀN ĐẦU TƯ
ĐỊA ỐC
NO VA

Bui Thanh Nhon Chairman 10 March 2017

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2016

Form B 09 - DN/HN

1 GENERAL INFORMATION

No Va Land Investment Group Corporation ("the Company") is a joint stock company which was established in SR Vietnam pursuant to Business registration certificate No. 054350 which was issued by the Department of Planning and Investment of Ho Chi Minh City on 18 September 1992 and the 38th amended Business registration certificate No. 0301444753 dated 24 November 2016. The Company is formerly known as Thanh Nhon Trading Limited, which was established and operated under the Business registration certificate as above.

The Company's stock was officially listed on Ho Chi Minh City Stock Exchange ("HOSE") on December 28, 2016 with stock symbol "NVL" pursuant to Decision no 500/QD-SGDHCM issued by General Director of HOSE on December 19, 2016.

The principal activities of the Company are real estate trading; civil and industrial construction; providing design and management consultancy services; providing real estate brokerage services.

The principal activities of the Group are residence project development; real estate trading; civil and industrial construction; providing design and management consultancy services; providing real estate brokerage services.

The representative offices and branches of the Group include:

- Representative office
 23 Nguyen Huu Tho, Tan Hung Ward, District 7, Ho Chi Minh City, Vietnam
- Branch of No Va Land Investment Group Corporation Novaland Group Real Estate Exchange 23 Nguyen Huu Tho, Tan Hung Ward, District 7, Ho Chi Minh City, Vietnam
- Branch of No Va Land Investment Group Corporation Novaland District 1 Real Estate Exchange 65 Nguyen Du Street, Ben Nghe Ward, District 1, Ho Chi Minh City, Vietnam
- Branch of No Va Land Investment Group Corporation Novaland Phu Nhuan Real Estate Exchange 36 – 38 Nguyen Van Troi, Ward 15, Phu Nhuan District, Ho Chi Minh City, Vietnam

The normal business cycle of the Group's projects is 36 months.

As at December 31, 2016, the Company had 38 subsidiaries and 5 associates as follows:

Form B 09 – DN/HN

STATEMENTS CONSOLIDATED FINANCIAL

GENERAL INFORMATION (continued))

FOR THE YEAR ENDED 31 DECEMBER 2016

				9107		CTOZ	
2	Name	Place of incorporation and operation	Principal activity	% of ownership	% of voting rights	% of ownership	% of voting rights
	I – Subsidiaries						
П	No Va Land Investment Joint Stock Company	Ho Chi Minh City	Real estate trading	06.69	06.69	06.69	06.69
7	No Va Thao Dien Company Limited	Ho Chi Minh City	Real estate trading	100.00	100.00	86.66	99.98
co	No Va Festival Corporation	Ho Chi Minh City	Real estate trading	94.02	94.02	78.00	78.00
4	No Va Land Company Limited	Ho Chi Minh City	Real estate trading	100.00	100.00	100.00	100.00
2	Nova Saigon Royal Real Estate Investment Company Limited	Ho Chi Minh City	Real estate trading	66.66	66.66	00.66	99.00
9	Nova Phu Sa Ecotourism Joint Stock Company	Ho Chi Minh City	Real estate trading	00.66	00.66	00.66	99.00
_	Sai Gon Housing And Infrastructure Development Joint Stock Company	Ho Chi Minh City	Real estate trading	98.00	98.00	98.00	98.00
∞	Nova Lucky Palace Company Limited	Ho Chi Minh City	Real estate trading	100.00	100.00	66.66	66.66
6	The Prince Residence Joint Stock Company	Ho Chi Minh City	Real estate trading	99.81	99.81	99.80	99.80
10	Thanh Nhon Real Estate Joint Stock Company	Ho Chi Minh City	Real estate trading	98.00	98.00	98.00	98.00
11	Nova Galaxy Real Estate Joint Stock Company	Ho Chi Minh City	Real estate trading	86.66	86.66	06.66	06.66
12	Nova Lexington Real Estate Joint Stock Company	Ho Chi Minh City	Real estate trading	06.66	06.66	06.66	06.66
13	Nova Phu Sa Investment and Development Joint Stock Company	Ho Chi Minh City	Real estate trading	86.66	86.66	51.00	51.00
14	Nova Sagel Company Limited	Ho Chi Minh City	Real estate trading	73.98	74.00	92.53	92.53
15	Novaland Agent Company Limited	Ho Chi Minh City	Real estate trading	100.00	100.00	100.00	100.00
16	Phuoc Long Investment and Development Company Limited	Ho Chi Minh City	Real estate trading	66.66	66.66	99.63	99.63
17	Vung Tau Youth Hotel and Travel Joint Stock Company	Ho Chi Minh City	Real estate trading	65.00	65.00	65.00	65.00
			Real estate trading,				
18	Nova Richstar Joint Stock Company	Ho Chi Minh City	Warehouse and factory for lease	66.66	66.66	85.21	06.66
19	Nova Nippon Joint Stock Company	Ho Chi Minh City	Real estate trading	86.66	86.66	00.09	00.09
20	Khai Hung Real Estate Company Limited	Ho Chi Minh City	Real estate trading	66.66	66.66	99.91	99.91
21	Nova Nam A Company Limited	Ho Chi Minh City	Real estate trading	74.00	74.00	74.00	74.00
22	Nova Sasco Company Limited	Ho Chi Minh City	Real estate trading	74.00	74.00	74.00	74.00
23	No Va My Dinh Land Joint Stock Company	Ho Chi Minh City	Real estate trading	86.66	86.66	86.66	86.66

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Form B 09 – DN/HN

CONSOLIDATED FINANCIAL STATEMENTS (continued) 100NOTES

FOR THE YEAR ENDED 31 DECEMBER 2016

GENERAL INFORMATION (continued)

				2016		2015	
<u>8</u>	Name	Place of incorporation and operation	Principal activity	% of ownership	% of voting rights	% of ownership	% of voting rights
	I – Subsidiaries (continued)						
25	Thanh Nhon Investment Real Estate Company Limited	Ho Chi Minh City	Real estate trading	98.00	100.00	98.00	100.00
26	Nova An Phu Company Limited	Ho Chi Minh City	Real estate trading	90.00	90.00	ı	ı
27	Nova Phuc Nguyen Real Estate Development and Investment Company Limited	Ho Chi Minh City	Real estate trading	66.66	99.99	ı	ı
28	Tuong Minh Investment and Real Estate Company Limited	Ho Chi Minh City	Real estate trading	66.66	66.66	1	1
29	The 21st Century International Development Joint Stock Company	Ho Chi Minh City	Real estate trading	98.96	98.97	50.00	50.00
30	Phuong Dong Building Joint Stock Company	Ho Chi Minh City	Real estate trading	68.66	06.66	1	ı
31	Nova Rivergate Company Limited	Ho Chi Minh City	Real estate trading	06.66	06.66	1	ı
32	Thanh Nien Real Estate Joint Stock Company	Ho Chi Minh City	Real estate trading	99.70	99.80	1	1
33	Nova Princess Residence Joint Stock Company	Ho Chi Minh City	Real estate trading	06.66	06.66	1	1
34	Phu Viet Tin Limited Company	Ho Chi Minh City	Real estate trading	68.66	06.66	ı	1
35	Nha Rong Investment and Commercial Joint Stock Company	Ho Chi Minh City	Real estate trading	96.66	76.96	ı	1
36	Mega Housing Joint Stock Company	Ho Chi Minh City	Real estate trading	84.99	84.99	49.90	49.90
37	Mega Tie Company Limited	Ho Chi Minh City	Real estate trading	62.89	74.00	1	1
38	Vuong Cung Real Estate Investment Company Limited	Ho Chi Minh City	Real estate trading	66.66	66.66	1	ı
	II - Associates						
,		-	Support activities related to	i d	i I	1	i i
Н	Phu Dinh Port Joint Stock Company	Ho Chi Minh City	transportation, real estate trading	27.64	27.64	27.91	27.91
7	Nova Dong Hai Joint Stock Company	Ho Chi Minh City	Real estate trading	49.99	49.99	49.00	49.00
Μ	Sai Gon Electronics and Industrial Service Joint Stock Company	Ho Chi Minh City	Electronic components and telecommunication trading	33.31	33.31	33.31	33.31
4	Ben Thanh Housing Development Company Limited	Ho Chi Minh City	Real estate trading	25.00	25.00	25.00	25.00
Ŋ	Sai Gon Golf Joint Stock Company	Ho Chi Minh City	Real estate trading	49.00	50.00	77.42	79.00

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

Form B 09 - DN/HN

2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

2.1 Basis of preparation of consolidated financial statements

The consolidated financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of consolidated financial statements. The consolidated financial statements have been prepared under the historical cost convention.

The accompanying consolidated financial statements are not intended to present the financial position and results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Vietnam. The accounting principles and practices utilised in Vietnam may differ from those generally accepted in countries and jurisdictions other than Vietnam.

2.2 Fiscal year

The Group's fiscal year is from 1 January to December 31,.

2.3 Currency

The consolidated financial statements are measured and presented in Vietnamese Dong ("VND").

Transactions arising in foreign currencies are translated at exchange rates ruling at the transaction dates. Foreign exchange differences arising from these transactions are recognised in the consolidated income statement.

Monetary assets and liabilities denominated in foreign currencies at the consolidated balance sheet date are respectively translated at the buying and selling exchange rates at the consolidated balance sheet date of the commercial bank where the Group regularly trades. Foreign currencies deposited in bank at the balance sheet date are translated at the buying exchange rate of the commercial bank where the Group opens the foreign currency accounts. Foreign exchange differences arising from these translations are recognised in the consolidated income statement.

2.4 Basis of consolidation

The Group prepared its consolidated financial statements in accordance with Circular 202/2014/TT-BTC - Guiding on the preparation and presentation of consolidated financial statements.

Subsidiaries

Subsidiaries are all entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

Form B 09 – DN/HN

Form B 09 - DN/HN

2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.4 Basis of consolidation (continued)

Subsidiaries (continued)

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any non-controlling interest. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the income statement.

Inter-company transactions, balances and unrealised gains and losses on transactions between group companies are eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

Non-controlling transactions and interests

The Group applies a policy for transactions with non-controlling interests as transactions with external parties to the Group.

Non-controlling interests ("NCI") are measured at their proportionate share of the acquiree's identifiable net assets at date of acquisition.

The divestment of the Group's interest in a subsidiary that does not result in a loss of control is accounted for as transactions with owners. The difference between the change in the Group's share of net assets of the subsidiary and any consideration paid or received of divestment of the Group's interest in a subsidiary is recorded directly in the undistributed earnings under equity.

Joint ventures and associates

Joint ventures are contractual arrangements whereby two or more parties undertake an economic activity which is subject to joint control.

Associates are all entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in joint ventures and associates are accounted for using the equity method of accounting and are initially recognised at cost. The Group's investment in joint ventures and associates includes goodwill identified on acquisition, net of any accumulated impairment loss.

The Group's share of its joint ventures' and associates' post-acquisition profits or losses is recognised in the consolidated income statement, and its share of post-acquisition movements in reserves is recognised in consolidated reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in a joint venture or associate equals or exceeds its interest in the joint venture or associate, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the joint venture or associate.

Accounting policies of joint ventures and associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.4 Basis of consolidation (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

Joint ventures and associates (continued)

Unrealised gains and losses on transactions between the Group and its joint ventures and associates are eliminated to the extent of the Group's interest in the joint ventures and associates. Accounting policies of joint ventures and associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

2.5 Goodwill

Goodwill represented on the consolidated financial statements is initially measured at cost being the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary/ associate at the date of acquisition. If the cost of a business combination is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the consolidated income statement. After initial recognition, goodwill is measured at cost less any accumulated armotisation. Goodwill on acquisitions of subsidiaries is recognised as an asset and is amortised on the straight-line basis over its estimated period of benefit but not exceed 10 years.

Goodwill on acquisitions of investments in joint ventures and associates is included in the carrying amount of the investments at the date of acquisition. The Group does not amortise this goodwill.

On disposal of the investments in subsidiaries or associates, the attributable amount of unamortised goodwill is included in the determination of the profit or loss on the disposal.

Goodwill is tested annually for impairment and carried at cost less accumulated amortisation less accumulated impairment losses. If there is evidence that the impairment during the year is higher than the annual goodwill charge, the Group records the impairment immediately in the accounting period.

2.6 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash at bank, cash in transit, demand deposits and other short-term investments with an original maturity of three months or less.

2.7 Trade receivables

Trade receivables are carried at the original invoice amount less an estimate made for doubtful receivables based on a review by the Board of General Directors of all outstanding amounts at the year end. Bad debts are written off when identified.

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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

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2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.8 Inventories

Property acquired or being constructed for sale in the ordinary course of business, rather than to be held for rental or capital appreciation are recognised as inventories. Inventories are stated at the lower of cost and net realisable value. The cost of inventories includes cost of land and construction costs of infrastructure and apartments, direct expenditures and other overhead expenses incurred in bringing the inventories to their present location and condition. Net realisable value represents the estimated selling price less all estimated costs to completion and costs to be incurred in marketing, selling and distribution. Provision is made, where necessary, for obsolete, slow-moving, defective inventory items and where cost is higher than net realisable values.

2.9 Investments

(a) Investments held to maturity

Investments held to maturity are investments which the Group's Board of General Directors has positive intention and ability to hold until maturity.

Investments held to maturity include term deposits, loans held to maturity for interest earning and other held to maturity investments. These investments are accounted for at cost less provision.

Provision for diminution in value of investments held to maturity is made when there is evidence that part or the whole of the investment is uncollectible.

(b) Investments in joint ventures and associates

Investments in joint ventures and associates are accounted using the equity method when preparing the consolidated financial statements (Note 2.4).

(c) Investments in equity of other entities

Investments in equity of other entities are investments in equity instruments of other entities without controlling rights or co-controlling rights, or without significant influence over the investee. These investments are initially recorded at cost. Provision for diminution in value of these investments is made when the entities make losses, except when the loss was anticipated in their business plan before the date of investment.

2.10 Fixed assets

Tangible and intangible fixed assets

Fixed assets are stated at historical cost less accumulated depreciation/ amortisation. Historical cost includes expenditure that is directly attributable to the acquisition of the fixed assets.

2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.10 Fixed assets (continued)

Depreciation and amortisation

FOR THE YEAR ENDED 31 DECEMBER 2016

Fixed assets are depreciated and amortised using the straight-line method so as to write off the cost of the assets over their estimated useful lives. The estimated useful lives of the assets are as follows:

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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

Buildings	5 - 7 years
Machinery	3 - 7 years
Motor vehicles	6 - 10 years
Office equipment	3 - 7 years
Software	2 - 7 years
Trade mark	3 years
Others	3 - 4 years

Land use rights with indefinite useful life are recorded at historical cost and are not depreciated.

Disposals

Gains and losses on disposals are determined by comparing net disposal proceeds with the carrying amount and are recognised as income or expense in the income statement.

Construction in progress

Properties in the course of construction for production, rental or administrative purposes, or for purposes not yet determined, are carried at cost. Cost mainly includes software development, designing fees and construction costs of show house and office. Depreciation of these assets, on the same basis as other fixed assets, commences when the assets are ready for their intended use.

2.11 Leased assets

Leases of property, plant and equipment where the lessor has transferred the ownership at the end of the lease period, and transferred substantially the risks and rewards, are classified as finance leases. Finance leases are capitalised at the inception of the lease at the lower of the fair value of leased property or the present value of the minimum lease payments. Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The corresponding rental obligations, net of finance charge, are included in long-term borrowings. The interest element of the finance cost is charged to the income statement over the lease period. The property, plant and equipment acquired under finance leasing contracts are depreciated over the shorter of the estimated useful life of the assets or the lease term. However, if there is reasonable certainty that the lessee will obtain ownership by the end of the lease term, depreciation is calculated over the estimated useful life of the assets.

Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the income statement on a straight-line basis over the period of the lease.

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2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.12 Investment properties

Cost of an investment property means the amount of cash or cash equivalents paid or the fair value of other consideration given to acquire the investment property at the time of its acquisition or completion of construction.

Depreciation

Investment properties are depreciated on the straight-line method to write off the cost of the assets over their estimated useful lives. The estimated useful lives of the investment properties are as follows:

Buildings 6 - 50 years

Land use rights with indefinite useful life are recorded at historical cost and are not amortised.

The Group does not depreciate the investment properties held for price appreciation. Impairment of investment properties held for price appreciation is recognised when there are objective evidences of the impairment in the value of investment properties compared to the market price and the impairment allowance can be estimated reliably. Impairment allowance is recorded to cost of sales.

Disposals

Gains or losses on disposals are determined by comparing net disposal proceeds with the net book value and are recognised as income or expense in the income statement.

2.13 Prepaid expenses

Prepaid expenses include short-term and long-term prepayments on the balance sheet and are mainly prepaid land rental, office rental, tools and equipment already put to use, sales commissions. Prepaid expenses are recorded at historical cost and allocated to expenses using the straight line method over the allocation period, except for sales commissions which are allocated to expenses on the basis of matching with revenue recorded when the Group has handed over significant risks and rewards of ownership to the buyers.

2.14 Payables

Classifications of payables are based on the nature of economic transactions occurred.

Payables are classified into long-term and short-term payables on the balance sheet based on remaining period from the balance sheet date to the maturity date.

2.15 Accrued expenses

Accrued expenses include liabilities for goods and services received in the period but not yet paid for due to pending invoice or insufficient records and documents. Accrued expenses are recorded as expenses in the reporting period.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.16 Borrowing costs

Borrowing costs that are directly attributable to the construction or production of any qualifying assets are capitalised during the period of time that is required to complete and prepare the asset for its intended use. Other borrowing costs are recognised in the income statement when incurred.

2.17 Borrowings

Borrowings and finance lease liabilities with payment period of more than 12 months from the date of the financial statements are presented as long-term loans and finance lease liabilities. Borrowings and finance lease liabilities fall due for settlement within the next 12 months from the date of the financial statements are presented as short-term loans and finance lease liabilities. Borrowing expenses directly relates to the borrowings (other than payable interest), such as expenses for verification, audit, application... are recognised in the income statement when incurred. Where these expenses arise from borrowings for purposes of investment, construction or production of assets in progress, they shall be capitalized in accordance with the accounting policy stated in Note 2.16.

2.18 Provisions

Provisions are recognised when: the Group has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provision is not recognised for future operating losses.

Provisions are measured at the expenditures expected to be required to settle the obligation. If the time value of money is material, provision will be measured at the present value using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as an interest expense.

2.19 Provision for severance allowances

In accordance with Vietnamese labour laws, employees of the Group who have worked regularly for full 12 months or longer, are entitled to a severance allowance. The working period used for the calculation of severance allowance is the period during which the employee actually works for the Group less the period during which the employee participates the unemployment insurance scheme in accordance with the labour regulations and the working period for which the employee has received severance allowance from the Group.

The severance allowance is accrued at the end of the reporting period, on the basis that a half of an average monthly salary per each working year. The average monthly salary used for calculating the severance allowance is the employee's average salary for the six-month period prior to the balance sheet date.

This allowance will be paid as a lump sum when the employees terminate their labour contracts in according with current regulations.

2.20 Unearned revenue

Unearned revenue mainly comprises the amounts that customers paid in advance for one or many accounting periods for asset leases. The Group records unearned revenue for the future obligations that the Group has to conduct.

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SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.21 Convertible bonds

Convertible bonds are bonds that may be converted into ordinary shares of the same issuer under the conditions identified in the bond issuance plan.

At initial recognition, the Group calculates and determines separately the value of the debt component and equity component of convertible bonds using the effective interest rate method. The debt component of convertible bonds is recorded as a liability; equity component (share options) of convertible bonds is recorded as an owners' equity item. Subsequently, the Group regularly records bond interest using the effective interest rate. The costs of issuing convertible bonds are deducted to the bond's liability component and allocated to financial expenses/ capitalised on straight line basis.

At maturity, the equity component which is a share option is transferred to the share premium account regardless whether the bond holder exercised the option or not.

2.22 Share capital

Contributed capital of the shareholders is recorded according to actual amount contributed. Contributions from owners are recorded according to par value of the share.

Share premium is the difference between the par value and the issue price of shares and the difference between the repurchase price and re-issuing price of treasury shares.

Share conversion options on bonds is the value of the equity component of the convertible bonds at the reporting date. The value is defined as the difference between the total sums received from the issuance of convertible bonds and the value of the debt component of convertible bonds. At initial recognition, the value of share conversion options on bonds is recorded separately in owners' capital. At the bond maturity, this option is transferred to share premium.

Undistributed earnings record the Group's results (profit, loss) after business income tax at the reporting date.

2.23 Appropriation of net profit

Net profit after income tax could be distributed to owners/ shareholders after approval at General Meeting, and after appropriation to other funds in accordance with the Group's charter and Vietnamese regulations.

Bonus and welfare fund

The bonus and welfare fund is appropriated from the Group's net profit as proposed by the Board of Management and subject to the shareholders' approval at the Annual General Meeting. This fund is set aside for rewarding, increasing general benefits and improving the welfare for officers and employees.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.24 Revenue recognition

(a) Revenue from sale of real estate

Revenue from sale of real estate is recognised in the income statement when the real estate sale has been completed and the Group has handed over significant risks and rewards of ownership to the buyer. Revenue from the sale of real estate is recognised in the income statement when all five (5) following conditions are satisfied:

- The real estate has been completed, and the Group has transferred to the buyer the significant risks and rewards of ownership of the real estate;
- The Group no longer holds the right to manage the real estate as real estate's owners or the right to control the real estate:
- The amount of revenue can be measured reliably;
- · The Group has received or enables to receive economic benefits from the sales of the real estate; and
- The costs incurred or to be incurred in respect of the real estate can be measured reliably.

(b) Sale of services

Revenue from the sale of services is recognised in the income statement when the services are rendered, by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided. Revenue from the sale of services is only recognised when all four (4) following conditions are satisfied:

- The amount of revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the Group;
- The percentage of completion of the transaction at the balance sheet date can be measured reliably; and
- The costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

(c) Interest income

Interest income is recognised on an earned basis.

(d) Dividend income

Income from dividend is recognised when the Group has established the receiving right from investees.

2.25 Sales deductions

Sales deductions include trade discounts, sales returns and allowances. Sales deductions incurred in the same period of the related sales of products, goods and services are recorded as deduction of revenue of that period.

Sales deductions for products, goods or services which are sold in the period but are incurred after the balance sheet date but before the issuance of the consolidated financial statements are recorded as deduction of revenue of the period.

FOR THE YEAR ENDED 31 DECEMBER 2016

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2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.26 Cost of sales

Cost of goods sold or cost of services are cost of finished goods, merchandises, materials sold or services provided during the period, and recorded on the basis of matching with revenue and on prudent concept.

2.27 Financial expenses

Finance expenses are expenses incurred in the period for financial activities including interest expenses, expenses of borrowing and issuing bonds, losses incurred when selling foreign currencies, losses from foreign exchange differences and payment discounts.

2.28 Selling expenses

Selling expenses represent expenses that are incurred in the process of selling products, goods, and providing services, which mainly include publicity, display, promotions, advertising expenses and sale commissions.

2.29 General and administration expenses

General and administration expenses represent expenses for administrative purposes which mainly include salary expenses of administrative staffs (salaries, wages, allowances,...); social insurance, medical insurance, labour union fees, unemployment insurance of administrative staff, expenses of office materials, tools and supplies, depreciation of fixed assets used for administration, provision for bad debts, outside services and other cash expenses.

2.30 Dividend distribution

Dividend of the Group is recognised as a liability in the Group's consolidated financial statements in the period in which the dividends are approved by the Group's General Meeting of shareholders.

2.31 Current and deferred income tax

Income taxes include all income taxes which are based on taxable profits including profits generated from production and trading activities in other countries with which the Socialist Republic of Vietnam has not signed any double taxation agreement. Income tax expense comprises current tax expense and deferred tax expense.

Current income tax is the amount of income taxes payable or recoverable in respect of the current year taxable profits at the current year tax rates. Current and deferred tax should be recognised as an income or an expense and included in the profit or loss of the period, except to the extent that the tax arises from a transaction or event which is recognised, in the same or a different period, directly in equity.

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. Deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of occurrence affects neither the accounting nor the taxable profit or loss. Deferred income tax is determined at the tax rates that are expected to apply to the financial year when the asset is realised or the liability is settled, based on tax rates that have been enacted or substantively enacted by the balance sheet date.

Deferred income tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

2.32 Related parties

Enterprises and individuals that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control with, the Group, including holding companies, subsidiaries and fellow subsidiaries are related parties of the Group. Associates and individuals owning, directly or indirectly, an interest in the voting power of the Group that gives them significant influence over the enterprise, key management personnel, including directors of the Group and close members of the family of these individuals and companies associated with these individuals also constitute related parties.

In considering the related party relationship, the Group considers the substance of the relationship not merely the legal form.

2.33 Segment reporting

A segment is a component which can be separated by the Group engaged in providing products or services (business segment), or providing products or services within a particular economic environment (geographical segment). Each segment is subject to risks and returns that are different from those of other segments. A reportable segment is the Group's business segment or the Group's geographical segment.

Segment reporting is prepared and presented in accordance with accounting policies applied to the preparation and presentation of the Group's consolidated financial statements in order to help users of consolidated financial statements understand and evaluate the Group's operations in a comprehensive way.

2.34 Accounting estimate

The consolidated financial statements have been prepared in accordance with Vietnamese Accounting Standards requires the Directors to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of assets and contingent liabilities at the date of the financial statements as well as the amounts of revenues and expenses for the reporting period. Although the accounting estimate is made all the knowledge of the Board of General Directors, the actual results may differ from those estimates.

3 BUSINESS COMBINATION

(a) Acquisition of a group of companies: Nova Rivergate Company Limited ("Rivergate") and Thanh Nien Joint Stock Company ("Thanh Nien")

In June 2016, the Group completed the acquisition of 99.9% interest in Rivergate with a consideration of VND936,201,410,000. Through this acquisition, the Group also controlled Thanh Nien because Rivergate held 99.8% interest in Thanh Nien.

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BUSINESS COMBINATION (continued)

(a) Acquisition of a group of companies: Nova Rivergate Company Limited ("Rivergate") and Thanh Nien Joint Stock Company ("Thanh Nien") (continued)

This business combination impacts to the net assets of the Group at the acquisition date as follows:

	Book value at acquisition date	Fair values adjustment	Fair values recognised at acquisition date
	VND	VND	VND
Assets			
Cash and cash equivalents	26,568,523,345	-	26,568,523,345
Short-term receivables	720,835,870,211	-	720,835,870,211
Inventories	589,197,100,100	674,684,409,233	1,263,881,509,333
Other assets	30,596,372,524	-	30,596,372,524
	1,367,197,866,180		2,041,882,275,413
Liabilities			
Short-term borrowings and finance leases liabilities	820,620,875,073	-	820,620,875,073
Other liabilities	282,382,191,880	-	282,382,191,880
Deferred tax liabilities	-	134,936,881,847	134,936,881,847
	1,103,003,066,953		1,237,939,948,800
Total identifiable net assets	264,194,799,227		803,942,326,613
Goodwill			134,686,409,868
Non-controlling interests			(2,427,326,481)
Purchase consideration transferred			936,201,410,000
Cash acquired			(26,568,523,345)
Net cash outflow on acquisition			909,632,886,655

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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3 BUSINESS COMBINATION (continued)

(b) Acquisition of Phu Viet Tin Company Limited ("Phu Viet Tin")

In June 2016, a subsidiary of the Group completed the acquisition of 99.9% interest in Phu Viet Tin with a consideration of VND976,187,315,000.

This business combination impacts to the net assets of the Group at the acquisition date as follows:

	Book value at acquisition date	Fair values adjustment	Fair values recognised at acquisition date
	VND	VND	VND
Assets			
Cash and cash equivalents	6,044,547,619	-	6,044,547,619
Short-term receivables	833,642,806,637	-	833,642,806,637
Inventories	448,226,346,036	793,556,971,530	1,241,783,317,566
Other assets	24,958,122,791	-	24,958,122,791
	1,312,871,823,083		2,106,428,794,613
Liabilities			
Short-term borrowings and finance leases liabilities	990,316,435,328	-	990,316,435,328
Other liabilities	138,941,731,071	-	138,941,731,071
Deferred tax liabilities	-	158,711,394,306	158,711,394,306
_	1,129,258,166,399		1,287,969,560,705
Total identifiable net assets	183,613,656,684		818,459,233,908
Goodwill			158,530,685,672
Non-controlling interests			(802,604,580)
Purchase consideration transferred			976,187,315,000
Cash acquired			(6,044,547,619)
Net cash outflow on acquisition			970,142,767,381

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BUSINESS COMBINATION (continued)

(c) Acquisition of a group of companies: Tuong Minh Investment and Real Estate Company Limited ("Tuong Minh") and Phuong Dong Building Joint Stock Company ("Phuong Dong")

In May 2016, the Group completed the acquisition of 99.99% interest in Tuong Minh with a consideration of VND325,665,604,000. Through this acquisition, the Group also controlled Phuong Dong because Tuong Minh holds 99.9% interest in Phuong Dong.

This business combination impacts to the net assets of the Group at the acquisition date as follows:

	Book value at acquisition date	Fair values adjustment	Fair values recognised at acquisition date
	VND	VND	VND
Assets			
Cash and cash equivalents	5,521,815,805	-	5,521,815,805
Short-term receivables	276,772,613,313	-	276,772,613,313
Inventories	195,683,834,280	158,727,871,488	354,411,705,768
Other assets	2,880,617,564	-	2,880,617,564
	480,858,880,962		639,586,752,450
Liabilities			
Short-term borrowings and finance leases liabilities	329,364,060,285	-	329,364,060,285
Other liabilities	11,716,175,104	-	11,716,175,104
Deferred tax liabilities	-	31,745,574,298	31,745,574,298
	341,080,235,389		372,825,809,687
Total identifiable net assets	139,778,645,573		266,760,942,763
Goodwill			59,230,370,957
Non-controlling interests			(325,709,720)
Purchase consideration transferred			325,665,604,000
Cash acquired			(5,521,815,805)
Net cash outflow on acquisition			320,143,788,195

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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3 BUSINESS COMBINATION (continued)

(d) Acquisition of Nova Princess Residence Joint Stock Company ("Princess")

In May 2016, the Group completed the acquisition of 99.9% interest in Princess with a consideration of VND366,707,530,000.

This business combination impacts to the net assets of the Group at the acquisition date as follows:

	Book value at acquisition date	Fair values adjustment	Fair values recognised at acquisition date
	VND	VND	VND
Assets			
Cash and cash equivalents	13,430,575,435	-	13,430,575,435
Short-term receivables	296,110,556,872	-	296,110,556,872
Inventories	585,068,287,996	93,022,117,585	678,090,405,581
Other assets	30,686,419,304	-	30,686,419,304
	925,295,839,607		1,018,317,957,192
Liabilities Short-term borrowings and finance leases liabilities Deferred tax liabilities	590,607,650,858	18,604,423,517	590,607,650,858 18,604,423,517
Other liabilities	41,854,839,614	-	41,854,839,614
	632,462,490,472		651,066,913,989
Total identifiable net assets	292,833,349,135		367,251,043,203
Goodwill			(176,262,160)
Non-controlling interests			(367,251,043)
Purchase consideration transferred			366,707,530,000
Cash acquired			(13,430,575,435)
Net cash outflow on acquisition			353,276,954,565

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BUSINESS COMBINATION (continued)

(e) Acquisition of The 21st Century International Development Joint Stock Company ("The 21st Century")

In September 2015, the Group completed the acquisition of 99.91% interest in Khai Hung Real Estate Company Limited ("Khai Hung") and then owned 50% interest in The 21st Century with the first consideration paid of VND1,306,822,860,000. As at December 31, 2015, according to the Board of General Directors, the Group did not control The 21st Century through acquisition of Khai Hung at this stage and this investment was presented under the equity method.

In April 2016, Khai Hung completed the additional acquisition of 32.46% interest in The 21st Century with the second consideration of VND2,648,988,523,362. Through this acquisition, the Group held 82.46% interest in The 21st Century and controlled this company. After gaining over the control, the Group made additional acquisition of 16.51% interest to own 98.97% interest in The 21st Century.

This business combination impacts to the net assets of the Group at the acquisition date as follows:

	Book value at acquisition date	Fair values adjustment	Fair values recognised at acquisition date
	VND	VND	VND
Assets			
Cash and cash equivalents	376,257,092,308	_	376,257,092,308
Held to maturity investments	18,000,000,000	_	18,000,000,000
Other short-term receivables	907,768,712,503	_	907,768,712,503
Inventories	2,104,937,242,463	3,292,667,844,679	5,397,605,087,142
Other long-term receivables	1,332,959,320,000	-	1,332,959,320,000
Other assets	203,349,930,441	_	203,349,930,441
other assets	4,943,272,297,715		8,235,940,142,394
Liabilities	.,,,,		0,200,010,212,001
Short-term borrowings and finance lease liabilities	1,356,433,940,111	-	1,356,433,940,111
Deferred tax liabilities	-	658,533,568,936	658,533,568,936
Other liabilities	1,184,925,960,838	-	1,184,925,960,838
	2,541,359,900,949		3,199,893,469,885
Total identifiable net assets	2,401,912,396,766		5,036,046,672,509
Goodwill			1,343,458,274,347
Non-controlling interests			(883,226,302,773)
Purchase consideration transferred			5,496,278,644,083
First consideration in 2015 under the equity method			1,306,006,026,645
Revaluation of the investments in associate at the acquisition date (*)			1,541,284,094,076
Second consideration in 2016			2,648,988,523,362
Cash acquired			(376,257,092,308)
Net cash outflow on acquisition (**)			3,578,737,457,699

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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3 BUSINESS COMBINATION (continued)

(e) Acquisition of The 21st Century International Development Joint Stock Company ("The 21st Century") (continued)

- (*) This is the difference in revaluation of the initial investment of the Group in The 21st Century. The initial investment was presented as investments in associate as at December 31, 2015. The initial investment was revalued at fair value at the time the Group obtained the control of The 21st Century.
- (**) Net cash outflow on acquisition has been included VND1,306,822,860,000 paid out in 2015.

(f) Acquisition of Nha Rong Investment and Commercial Joint Stock Company ("Nha Rong")

In July 2016, No Va Con Au Company Limited (renamed as Nova Saigon Royal Real Estate Investment Limited Company since 15 September 2016) completed the acquisition 99.97% interest in Nha Rong with the total consideration of VND917,226,186,551. Through this acquisition, the Group held 99.96% interest in Nha Rong and also controlled this company.

This business combination impacts to the net assets of the Group at the acquisition date as follows:

	Book value at acquisition date	Fair values adjustment	Fair values recognised at acquisition date
	VND	VND	VND
Assets			
Cash and cash equivalents	235,095,106	-	235,095,106
Other short-term receivables	300,382,869,614	-	300,382,869,614
Inventories	300,124,352,684	742,841,000,000	1,042,965,352,684
Other assets	6,463,930,091	-	6,463,930,091
	607,206,247,495	-	1,350,047,247,495
Liabilities			
Short-term borrowings and finance lease liabilities	475,898,662,638	-	475,898,662,638
Other liabilities	13,642,613,461	-	13,642,613,461
Deferred tax liabilities		148,568,200,000	148,568,200,000
_	489,541,276,099		638,109,476,099
Total identifiable net assets	117,664,971,396		711,937,771,396
Goodwill			205,448,339,075
Non-controlling interests			(159,923,920)
Purchase consideration transferred			917,226,186,551
First consideration in 2015			50,583,750,000
Revaluation of the investments in associate at the acquisition date			55,767,289,431
Second consideration in 2016			810,875,147,120
Cash acquired			(235,095,106)
Net cash outflow on acquisition			861,223,802,014

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3 BUSINESS COMBINATION (continued)

(g) Acquisition of a group of companies: Mega Housing Joint Stock Company ("Mega Housing") and Mega Tie Limited Company ("Mega Tie")

In July 2016, the Group completed the acquisition of 84.99% interest in Mega Housing with the total consideration of VND16,794,040,800. Through this acquisition, the Group also controlled Mega Tie because Mega Housing holds 74.00% interest in Mega Tie.

This business combination impacts to the net assets of the Group at the acquisition date as follows:

	Book value at acquisition date	Fair values adjustment	Fair values recognised at acquisition date
	VND	VND	VND
Assets			
Cash and cash equivalents	195,522,248	-	195,522,248
Other short-term receivables	195,053,025,659	-	195,053,025,659
Inventories	24,827,909,687	-	24,827,909,687
Other assets	2,583,838,623	-	2,583,838,623
	222,660,296,217		222,660,296,217
Liabilities Short-term borrowings and finance leases liabilities Other liabilities Total identifiable net assets	164,110,000,000 2,685,981,059 166,795,981,059 55,864,315,158	-	164,110,000,000 2,685,981,059 166,795,981,059 55,864,315,158 11,879,710,890
Goodwill			(50,949,985,248)
Non-controlling interests			
Purchase consideration transferred			16,794,040,800
First consideration in 2015 Revaluation of the investments in associate at the acquisition date			2,354,880,585 440,560,215
Second consideration in 2016			13,998,600,000
Cash acquired			(195,522,248)
Net cash outflow on acquisition			16,157,958,337

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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3 BUSINESS COMBINATION (continued)

(h) Acquisition of Vuong Cung Real Estate Company Limited ("Vuong Cung")

In July 2016, Group completed the acquisition of 99.99% interest in Vuong Cung with the total consideration of VND19,998,000,000.

This business combination impacts to the net assets of the Group at the acquisition date as follows:

	Book value at acquisition date	Fair values adjustment	Fair values recognised at acquisition date
	VND	VND	VND
Assets			
Cash and cash equivalents	312,826,517	-	312,826,517
Other short-term receivables	18,679,961,110	-	18,679,961,110
Other assets	892,384	-	892,384
Total identifiable net assets	18,993,680,011	-	18,993,680,011
Goodwill			1,006,219,357
Non-controlling interests			(1,899,368)
Purchase consideration transferred			19,998,000,000
Cash acquired			(312,826,517)
Net cash outflow on acquisition			19,685,173,483

4 CASH AND CASH EQUIVALENTS

	2016	2015
	VND	VND
Cash on hand	679,014,510	436,098,315
Cash at bank	807,536,880,783	804,939,085,349
Cash equivalents (*)	2,528,753,537,498	3,054,334,979,618
	3,336,969,432,791	3,859,710,163,282

^(*) Cash equivalents are term deposits in Vietnamese Dong at commercial banks with original maturity of 3 months or less and earn an interest rate from 4.5% to 5.5% per annum (at December 31, 2015: from 4% to 5.5% per annum).

As at December 31, 2016, cash and cash equivalents of VND1,137,281 million (at December 31, 2015: VND730,339 million) were pledged as collateral assets for the bank loans and VND943,271 million (at December 31, 2015: VND863,455 million) were managed by bank under purpose of borrowings for each project.

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INVESTMENTS 2

Investments held to maturity

(a)

	2016		3100	
	Cost	Carrying value	Cost	Carrying value
	QNA	QNA	QNA	QNA
erm deposits	964,822,616,829	964,822,616,829	818,888,056,357	818,888,056,357

The term deposits represent bank deposits in VND with original maturity of more than three months and less than one year at the commercial banks and earn interest at the rate ranging from 5.7% to 6.8% per annum (2015: from 5% to 7.3% per annum).

As at December 31, 2016, the term deposits of VND1,537 million (2015: VND42,783 million) were used as collateral assets for the bank loans of the Group and VND960,536 million (2015: 0 VND) were managed by bank under purpose of borrowings for each project.

Equity investments in other entities (*q*)

	Provision	VND	ı		1
2015	Fair value	NN	1,526,233,919,261	58,758,950,000	1,584,992,869,261
	Cost	VND	1,526,233,919,261	58,758,950,000	1,584,992,869,261
	Provision	VND	1	1	1
2016	Fair value	NN	371,670,632,914	3,115,200,000	374,785,832,914
	Cost	NND	371,670,632,914	3,115,200,000	374,785,832,914
			Investments in associates (i)	Other long term investments (ii)	

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

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FOR THE YEAR ENDED 31 DECEMBER 2016

INVESTMENTS (continued) 2

Investments in other entities (continued) (*q*)

Investments in associates

		20	2016		20	2015	
Name	The principal activity	Cost	Fair value	Provision	Cost	Fair value	Provision
		VND	VND	VND	VND	VND	VND
The 21st Century International Development Joint Stock Company	Real estate trading		*)	1	1,342,635,516,042	*	1
Phu Dinh Port Joint Stock Company	Service supporting in relation to transportation, real estate trading	133,176,686,804	*	1	93,097,780,664	*	•
Sai Gon Golf Joint Stock Company	Real estate trading	150,598,742,092	*)	1	1	*	1
Ben Thanh Housing Development Company Limited	Real estate trading	63,560,189,142	*	1	60,600,000,000	*	1
Sai Gon Electronics and Industrial Service Joint Stock Company	Electronic and telecommunication trading	14,297,950,313	*	1	14,999,154,301	*)	•
Nova Dong Hai Joint Stock Company	Real estate trading	10,037,064,563	*)	1	10,003,418,179	*	ı
Mega Housing Joint Stock Company	Real estate trading	ı	*)	ı	2,929,644,563	*	ı
Nova Bac Nam 79 Joint Stock Company	Real estate trading	•	*	I	1,968,405,512	*	1
		371,670,632,914	I	1	1,526,233,919,261		1

As at December 31, 2016 and December 31, 2015, the Group was not able to disclose the fair value of these investments as they have not been listed in the stock market. As a result, their fair values information was not available. (*)

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INVESTMENTS (continued) 5

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(b) Investments in other entities (continued)

(i) Investments in associates (continued)

Movements in the investments in associates during the year were as follows:

	2016	2015
	VND	VND
Opening balance	1,526,233,919,261	15,787,773,973
Increase in additional investments	40,000,000,000	1,509,249,113,126
Profit sharing from investments in associates	498,537,487	992,746,135
Transfers from subsidiaries to associates	150,598,742,092	-
Additional investments to gain control	(1,342,290,520,919)	-
Others	(3,370,045,007)	204,286,027
Closing balance	371,670,632,914	1,526,233,919,261

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

INVESTMENTS (continued)

VND * * * VND VND 5,060,000,000 50,583,750,000 3,115,200,000 58,758,950,000 4.76 11.80 1.00 VND VND * VND 3,115,200,000 3,115,200,000 Real estate trading Customer products trading Nam A Footwear Import Export Joint Stock Company Nha Rong Investment and Commercial Joint Stock Company

As at December 31, 2016 and December 31, 2015, the Group did not disclose the fair value of these investments as they have not been listed in the stock market. There was no fair value information available of these investments.

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Investments in other entities (continued) Other long-term investments * (*q*) (ii) 2

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SHORT-TERM TRADE ACCOUNTS RECEIVABLE

	2016	2015
	VND	VND
Trade receivables from sale of real estate		
Third parties (*)	319,117,669,711	331,021,543,478
Trade receivables from rendering services		
Third parties (*)	14,105,859,709	87,710,248,983
Related parties (Note 41(b))	-	2,200,000,000
	14,105,859,709	89,910,248,983
Total	333,223,529,420	420,931,792,461

^(*) As at December 31, 2016 and December 31, 2015, there were no third party customers accounting for 10% or more of total the short-term trade accounts receivable balance. Provisions for short-term trade accounts receivable are presented at Note 10.

7 SHORT-TERM PREPAYMENTS TO SUPPLIERS

	2016	2015
	VND	VND
Related parties (Note 41(b))	52,000,000,000	-
Third parties	884,793,642,253	283,928,585,866
Tan Ky Construction Real Estate Trading Corporation	143,924,098,922	-
An Phu An Real Estate Company Limited	111,343,000,000	188,100,000
Florida Yachts International Company	93,757,653,303	-
American General Construction Company Limited	91,561,366,686	69,707,013,747
Construction and Building materials Joint Stock Company	75,996,448,616	-
Sai Gon General Service Corporation	46,070,042,873	43,610,714,560
Hoa Binh Construction & Real Estate Corporation	40,952,056,606	-
Phat Loc Construction Consultant Corporation	30,200,000,000	-
Mechanical Works And Construction Investment Joint	24,899,541,263	-
Stock Company No.9		
No.14 Construction Joint Stock Company	19,536,322,940	-
Ha Lo Trading Company Limited	17,036,498,056	10,429,972,561
Schindler Viet Nam Company Limited	16,539,669,467	-
Vietnam Festival Travel Company Limited	-	26,550,000,000
Others	172,976,943,521	133,442,784,998
	936,793,642,253	283,928,585,866

Provisions for short-term prepayments to suppliers are presented at Note 10.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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8 SHORT-TERM LENDING

(a) Short-term lending

	2016	2015
	VND	VND
Related parties (Note 41(b))	43,420,000,000	418,601,000,000
Third parties (*)	3,270,238,593,511	849,015,016,535
CQ89 Real Estate Investment and Development Limited Company	2,106,700,000,000	-
Gia Phu Real Estate Investment Limited Company	311,580,408,814	311,580,408,814
Song Giang Investment and Development Limited Company	255,380,000,000	-
Phu Viet Tin Limited Company	-	160,716,923,359
Thanh Nien Real Estate Joint Stock Company	-	264,578,474,492
Others	596,578,184,697	112,139,209,870
	3,313,658,593,511	1,267,616,016,535

^(*) These are the short-term loans to third parties which are unsecured and earn interest at rate from 5.0% to 12.2% per annum (at December 31, 2015: from 5.3% to 12.5% per annum). The maturity of these loans are from 3 to 12 months.

As at December 31, 2016 and December 31, 2015, there was no balance of short-term lending which was past due or not past due but impaired.

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OTHER RECEIVABLES

Other short-term receivables

	2016		2015	
	Cost	Provision	Cost	Provision
	VND	VND	VND	VND
Deposits for shares acquisition (*)	912,750,000,000	-	2,977,080,000,000	-
Deposits for the contract related				
to investment consultancy				
services (**)	2,600,713,192,246	-	246,400,000,000	-
Project development and				
investment co-operation (***)	248,061,940,913	-	274,397,440,716	-
Deposits for project transfers	233,420,000,000	-	172,650,239,160	-
Interest receivables from term deposits and lending	182,157,995,996	-	63,461,821,762	-
Deposits	125,996,829,272	_	15,583,525,000	_
•				
Advances for project	366,734,361,189	-	1,413,807,911	-
Others	395,899,781,568	-	341,343,078,108	-
	5,065,734,101,184		4,092,329,912,657	

In which, the balances with related parties and third parties were as follows:

Third parties	4,705,049,035,768	-	1,627,137,525,908	-
Related parties (Note 41(b))	360,685,065,416	-	2,465,192,386,749	-
	5,065,734,101,184		4,092,329,912,657	

- These deposits for share acquisition of companies which the Group is investing, these deposits will be recognised as investments in subsidiaries or associates as the Group completes share transfers.
- This balance represents deposits as an amount guaranteed for the investment consultancy agreements with partners that are mainly in relation to SSR Real Estate Investment and Development Limited Company and Trung Son A Real Estate Investment and Development Limited Company. According to the agreements, the partners will consult, identify and select appropriate projects, consulting fee will be paid based on the percentage of successful transactions.
- Balance represents project development and investment co-operation with related parties and third parties. These amounts will be repaid in full to the Group at the end of the projects. The Group will be entitled to a fixed interest amount annually; in addition, the Group will receive profits at the end of the projects in accordance with agreed sharing ratio in the agreement.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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OTHER RECEIVABLES

Other long-term receivables

	2016		2015	
	Cost	Provision	Cost	Provision
	VND	VND	VND	VND
Deposits for the contract related to investment consultancy services (Note 9(a))	-	-	2,337,600,000,000	-
Project development and investment co-operation (Note 9(a))	782,536,582,050	-	964,336,582,050	-
Others	128,481,971,211	-	4,164,604,160	-
	911,018,553,261		3,306,101,186,210	-

(***) Details of the amounts related to development and investment cooperation are presented in Note 9(a).

In which, the balances with related parties and third parties were as follows:

Third parties	504,619,777,261	-	2,899,702,410,210	-
Related parties (Note 41(b))	406,398,776,000	-	406,398,776,000	-
	911,018,553,261		3,306,101,186,210	

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DOUBTFUL DEBTS

10

		2016				2015		
	Cost	Recoverable amount	Provision	Number of overdue days	Cost	Recoverable amount	Provision	Number of overdue days
	VND	VND	VND	Days	VND	VND	VND	Days
Short-term trade account receivables that are past due								
Vietnam Joint Stock Commercial Bank for Industry and Trade (*)	26,004,993,270	18,203,495,289	7,801,497,981	Below 1 year	'	1	,	1
Short-term prepayments to suppliers that are past due								
North Phi Kha Commerce Service Manufacturing Company Limited	5,860,311,161	1	5,860,311,161	Above 3 years	5,860,311,161	1	5,860,311,161	Above 3 years
	31,865,304,431	18,203,495,289	13,661,809,142		5,860,311,161	1	5,860,311,161	

Joint Stock Commercial Bank for Industry and Trade consolidated financial statements, amount receivable from Vietnam

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

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INVENTORIES 11

Inventories

	2016		20:	15
	Cost	Provision	Cost	Provision
	VND	VND	VND	VND
Properties in construction progress (i)	15,127,829,614,894	-	3,238,919,778,815	-
Properties in construction	487,034,387,442	(5,395,666,184)	3,714,486,289,961	
completion (ii)				(42,889,553,945)
Property merchandises	176,783,952,157	-	248,311,958,657	_
Tools and equipments	3,389,659,763	-	-	-
	15,795,037,614,256	(5,395,666,184)	7,201,718,027,433	(42,889,553,945)
Provision for decline in value of inventories	(5,395,666,184)		(42,889,553,945)	
	15,789,641,948,072		7,158,828,473,488	

Movements in the provision for decline in value of inventories during the year were as follows:

	2016	2015
	VND	VND
Opening balance	(42,889,553,945)	(8,441,635,222)
Increase	(1,728,453,945)	(41,744,288,054)
Reversal	39,222,341,706	7,296,369,331
Closing balance	(5,395,666,184)	(42,889,553,945)

- (i) As at December 31, 2016, the properties in construction progress mainly include land costs, construction costs, consulting and designing fees and other costs relating to the projects.
- (ii) As at December 31, 2016, the balance presents the properties in construction completion for sale.

As at December 31, 2016, inventories of the Group valued of VND2,314,035 million (as at December 31, 2015: VND1,948,497 million) were pledged as collateral assets for loans.

Total amount of interest expenses capitalised into value of inventories during the year was VND111,971 million (as at December 31, 2015: VND21,452 million).

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11 INVENTORIES (continued)

(b) Long-term work in progress

The balance represents the value of properties in construction progress of projects located in Ho Chi Minh City. These projects are in progress of completing the paper works due to changes in usage purpose.

12 PREPAID EXPENSES

(a) Short-term prepaid expenses

	2016	2015
	VND	VND
Tools and equipments	2,482,258,721	1,851,719,257
Deferred expenses	49,256,022,026	60,525,063,933
	51,738,280,747	62,376,783,190

(b) Long-term prepaid expenses

	2016	2015
	VND	VND
Interest expenses from issuing bonds	92,425,330,834	-
Office renovation	52,001,544,127	39,079,022,851
Tools and equipments	21,268,916,161	23,908,525,990
Others deferred expenses	122,381,655,267	97,663,525,729
	288,077,446,389	160,651,074,570

Movements in long-term prepaid expenses during the year were as follows:

	2016	2015
	VND	VND
Opening balance	160,651,074,570	97,148,602,621
Increase	246,211,242,829	211,551,302,099
Transfers from construction in progress (Note 16)	15,667,954,697	-
Allocation	(134,452,825,707)	(148,048,830,150)
Closing balance	288,077,446,389	160,651,074,570

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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

TANGIBLE FIXED ASSETS

	Plant and Buildings	Machinery	Motor Vehicles	Office equipments	Other fixed assets	Total
	VND	VND	VND	VND	VND	VND
Historical cost						
As at 1 January 2016	13,223,361,505	7,304,888,753	49,620,988,474	24,595,738,870	561,728,452	95,306,706,054
Reclassification	1	8,168,553,500	1	(8,228,243,500)	59,690,000	•
New purchases	39,746,072,552	2,765,289,613	36,087,175,637	7,311,835,413	343,200,000	86,253,573,215
Increase from acquisition subsidiaries	1	54,336,364	1,089,371,818	197,561,881	444,090,909	1,785,360,972
Transfers from construction in progress (Note 16)	6,173,813,491	1	3,177,536,000	ı	1	9,351,349,491
Disposals	(9,581,077,800)	(1,033,877,356)	(18,627,470,894)	(397,217,272)	(401,818,182)	(30,041,461,504)
Decrease from liquidation of subsidiaries	1	1	(335,000,000)	(94,272,727)	(91,818,182)	(521,090,909)
As at December 31, 2016	49,562,169,748	17,259,190,874	71,012,601,035	23,385,402,665	915,072,997	162,134,437,319
Accumulated depreciation						
As at 1 January 2016	(8,766,741,505)	(2,020,455,123)	(14,847,550,531)	(9,331,495,550)	(254,150,606)	(35,220,393,315)
Reclassification	1	(5,548,382,903)	1	5,581,504,019	(33,121,116)	•
Charge for the year	(1,544,454,918)	(3,199,430,827)	(8,630,645,695)	(5,289,786,262)	(308,259,431)	(18,972,577,133)
Increase from acquisition of subsidiaries	1	(54,336,364)	(247,337,925)	(117,949,925)	(91,376,258)	(511,000,472)
Disposals	1,564,971,846	511,824,374	10,197,721,269	150,014,453	207,323,217	12,631,855,159
Decrease from liquidation of subsidiaries	1	I	27,916,665	10,942,424	79,065,655	117,924,744
As at December 31, 2016	(8,746,224,577)	(10,310,780,843)	(13,499,896,217)	(8,996,770,841)	(400,518,539)	(41,954,191,017)
Net book value						
As at 1 January 2016	4,456,620,000	5,284,433,630	34,773,437,943	15,264,243,320	307,577,846	60,086,312,739
As at December 31 2016	40 815 945 171	6 948 410 031	57 512 704 818	14 388 631 874	514 554 458	120 180 246 302

Cost of fully depreciated tangible fixed assets but still in use was VND24,543 million (2015: VND10,783 million).

ere were no tangible fixed assets pledged as collateral assets for the bar

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14 INTANGIBLE FIXED ASSETS

	Land use rights	Trade mark	Software	Total
	VND	VND	NN	QNA
Historical cost				
As at 1 January 2016	25,400,891,068	30,000,000	2,992,791,813	28,423,682,881
Reclassification	ı	112,225,000	(112,225,000)	
New purchases	ı	ı	1,721,646,237	1,721,646,237
Decrease from liquidation of subsidiaries			(120,000,000)	(120,000,000)
As at December 31, 2016	25,400,891,068	142,225,000	4,482,213,050	30,025,329,118
Accumulated amortisation				
As at 1 January 2016	1	(14,999,982)	(702,542,655)	(717,542,637)
Reclassification	ı	(18,704,168)	18,704,168	
Charge for the period		(66,112,500)	(718,705,128)	(784,817,628)
Decrease from liquidation of subsidiaries	1		120,000,000	120,000,000
As at December 31, 2016	1	(99,816,650)	(1,282,543,615)	(1,382,360,265)
Net book value				
As at 1 January 2016	25,400,891,068	15,000,018	2,290,249,158	27,706,140,244
As at December 31, 2016	25,400,891,068	42,408,350	3,199,669,435	28,642,968,853

As at December 31, 2016, Cost of fully depreciated intangible fixed assets but still in use was VND167 million (2016: VND287 million). There were no intangible fixed assets pledged as collateral assets for bank loans granted to the Group.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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15 INVESTMENT PROPERTIES FOR LEASING

	Land use rights	Buildings	Buildings and structures	Infrastructure	Total
	QNA	VND	QNA	NN	VND
Historical cost					
As at 1 January 2016	44,138,299,530	85,023,755,031	52,444,906,363	935,044,107,875	1,116,651,068,799
Reclassification	49,078,589,103	(85,023,755,031)	970,989,273,803	(935,044,107,875)	•
Transfers from inventories	63,841,776,091	1	930,892,792,594	ı	994,734,568,685
Transfers from construction in progress (Note 16)		ı	10,819,815,083	ı	10,819,815,083
Transfers to inventories		1	(100, 134, 460, 909)	1	(100,134,460,909)
As at December 31, 2016	157,058,664,724	1	1,865,012,326,934	1	2,022,070,991,658
Accumulated amortisation					
As at 1 January 2016	ı	(2,692,840,232)	(3,366,317,261)	(27,806,387,633)	(33,865,545,126)
Reclassification	•	2,692,840,232	(30,499,227,865)	27,806,387,633	•
Charge for the year	1	1	(44,894,791,220)	ı	(44,894,791,220)
Transfers to inventories	1	I	1,702,454,940	I	1,702,454,940
As at December 31, 2016		•	(77,057,881,406)	1	(77,057,881,406)
Net book value					
As at 1 January 2016	44,138,299,530	82,330,914,799	49,078,589,102	907,237,720,242	1,082,785,523,673
As at December 31, 2016	157,058,664,724	1	1,787,954,445,528	1	1,945,013,110,252

As at December 31, 2016, there were no investment properties pledged as security for bank borrowings and bonds issued by the Group (2015: VND335,159 million).

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CONSTRUCTION IN PROGRESS 16

	2016	2015
	VND	VND
Purchase of fixed assets	6,133,252,000	4,424,673,000
Construction in progress	41,953,674,197	1,059,296,972,604
Overhaul of fixed assets	3,292,862,231	5,429,721,039
	51,379,788,428	1,069,151,366,643

Movements in the construction in progress during the year were as follows:

	2016	2015
	VND	VND
Opening balance	1,069,151,366,643	85,775,562,901
Purchases	461,819,737,956	1,046,091,846,378
Transfers to tangible fixed assets (Note 13)	(9,351,349,491)	(59,386,097,912)
Transfers to investment properties for leasing (Note 15)	(10,819,815,083)	(3,329,944,724)
Transfer to inventories	(1,434,713,119,624)	-
Transfers to long-term prepaid expenses (Note 12)	(15,667,954,697)	-
Decrease due to impact of business combination	(7,861,433,012)	-
Other decreases	(1,177,644,264)	-
Closing balance	51,379,788,428	1,069,151,366,643

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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GOODWILL 17

	2016	2015
	VND	VND
Opening balance	1,119,884,733,917	102,371,310,691
Increase (*)	1,917,657,294,239	1,077,165,190,569
Decrease due to disposal of subsidiaries (**)	(597,391,461,867)	-
Allocation	(222,544,537,238)	(59,651,767,343)
Closing balance	2,217,606,029,051	1,119,884,733,917

(*) Details of goodwill arising from business combinations during the year and estimated allocation period are as below:

	Goodwill	Allocation period
	VND	Year
21st Century International Development Joint Stock Company	1,343,458,274,347	10
Nha Rong Investment and Commercial Joint Stock Company	205,448,339,075	10
Phu Viet Tin Limited Company	158,530,685,672	10
Nova RiverGate Limited Company	138,103,693,941	10
Phuong Dong Building Joint Stock Company	31,780,744,978	10
Tuong Minh Real Estate Investment Limited Company	27,449,625,979	10
Mega Tie Company Limited	10,928,628,686	10
Mega Housing Joint Stock Company	951,082,204	10
Vuong Cung Real Estate Company Limited	1,006,219,357	10
	1,917,657,294,239	

Details of goodwill arising from business combinations are presented in Note 3.

(**) Decrease in goodwill is mainly relating to divestment of group of subsidiaries including: Attland Corporation, Ha An Commercial Investment And Service Joint Stock Company, Me Linh Invest Joint Stock Company and Quang Truong Me Linh Investment Joint Stock Company (formerly known as Sabeco Pearl Investment Joint Stock Company).

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FOR THE YEAR ENDED 31 DECEMBER 2016

SHORT-TERM TRADE ACCOUNTS PAYABLE

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822,690,590,358

	2016	2015
	VND	VND
Third parties		
Henry Enterprise Group Company Limited	679,680,395,588	-
Hoa Binh Real Estate and Investment Joint Stock Company	84,896,786,277	47,320,961,601
Cotec Building Joint Stock Company	81,672,729,738	132,393,794,691
Binh Dinh Building Joint Stock Company	42,444,326,009	-
Nova Home Joint Stock Company	41,374,058,935	-
Delta Civil and Industrial Construction Company Limited	30,676,894,152	-
Tai Viet Tin Construction Company Limited	30,575,354,224	-
Kien Phu Gia Limited Company	26,009,925,066	-
American General Construction Company Limited	21,883,830,416	-
P&M Commercial Refrigeration Service Company Limited	21,185,801,357	56,390,952,963
Hoang Phuc Investment Construction Housing Development Company Limited	20,000,000,000	104,311,242,881
No.1 Construction Joint Stock Company	-	25,275,609,131
Tan Son Nhat Airlines Service Joint Stock Company	7,338,988	55,380,000,000
South Rubber Industry Joint Stock Company	-	17,750,000,001
Others	425,320,987,909	382,707,069,895
Related parties (Note 41(b))	-	1,160,959,195

As at December 31, 2016 and December 31, 2015, the Company had no short-term trade accounts payable overdue.

1,505,728,428,659

19 SHORT-TERM ADVANCES FROM CUSTOMERS

The short-term advances from customers are advances from customers according to the property transfer agreements of the Group's projects. The amount is recognised as revenue when the Group completes and hands over properties to customers.

As at December 31, 2016 and December 31, 2015, there were no customers accounting for 10% or more than 10% in total balance of short – term advances from customers.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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20 TAXES AND OTHER RECEIVABLES FROM AND PAYABLES TO THE STATE BUDGET

(a) Tax and other receivables from the State Budget

	2016	2015
	VND	VND
Business income tax temporarily paid 1%	83,142,669,324	88,668,142,493
Overpaid business income tax	24,830,306,933	5,215,059,598
Overpaid value added tax	20,031,825,299	-
Others	-	48,858,215
	128,004,801,556	93,932,060,306

(b) Tax and other payables to the State Budget

	2016	2015
	VND	VND
Business income tax	36,614,066,025	126,344,426,169
Value added tax	82,859,123,162	61,868,885,936
Personal income tax	3,413,359,127	5,157,860,240
Others	67,461,744	19,602,307
	122,954,010,058	193,390,774,652

TAXES AND OTHER RECEIVABLES FROM AND PAYABLES TO THE STATE BUDGET (CONTINUED) 20

(*q*)

The movement of tax and other payables to the State Budget during the year were as below:

	As at 1.1.2016	Arose during the year	Netted off	Settled during the year	Impact of business	As at 31.12.2016
	QNA	QNA	VND	NN	NN	NND
(a) Tax payables						
Business income tax	126,344,426,169	322,024,940,688	(45,507,042,865)	(366,248,257,967)	1	36,614,066,025
Value added tax on domestic sales	61,868,885,936	637,093,155,189	(268,363,460,899)	(347,739,457,064)	1	82,859,123,162
Personal income tax	5,157,860,240	80,116,441,836	ı	(82,672,807,623)	811,864,674	3,413,359,127
Others	19,602,307	200,964,356,473	ı	(200,900,283,783)	(16,213,253)	67,461,744
Total	193,390,774,652	1,240,198,894,186	(313,870,503,764)	(997,560,806,437)	795,651,421	122,954,010,058
(b) Tax receivables						
Business income tax temporary paid 1%	(88,668,142,493)	5,904,448,514	44,708,804,185	(45,087,779,530)	'	(83,142,669,324)
VAT to be reclaimed	(80,608,375,548)	(557,139,384,956)	314,217,571,454	33,349,255,250	(91,623,379,370)	(381,804,313,170)
Overpaid value added tax	1	ı	ı	(20,031,825,299)	1	(20,031,825,299)
Overpaid business income tax	(5,215,059,598)	(114,390,311)	798,238,680	(20,397,868,127)	98,772,423	(24,830,306,933)
Others	(48,858,215)	ı	I	1	48,858,215	ī
Total	(174,540,435,854)	(551,349,326,753)	359,724,614,319	(52,168,217,706)	(91,475,748,732)	(509,809,114,726)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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PAYABLES TO EMPLOYEES

	2016	2015
	VND	VND
Salary	161,463,623	1,142,118,477
13 th month salary, bonus	172,380,543,576	91,306,005,298
	172,542,007,199	92,448,123,775

SHORT-TERM ACCRUED EXPENSES

	2016	2015
	VND	VND
Constructions costs	401,605,406,335	717,348,665,541
Interest expenses	201,705,978,172	85,197,671,541
Others	63,451,147,200	24,032,642,664
	666,762,531,707	826,578,979,746

In which, the balances with related parties and third parties were as follows:

Third parties	666,184,072,854	826,356,732,600
Related parties (Note 41(b))	578,458,853	222,247,146
	666,762,531,707	826,578,979,746

23 OTHER PAYABLES

Other short-term payables

	2016	2015
	VND	VND
Deposits for purchases of apartments and commercial units Maintenance fund payables (i) Payable for transfer of project	26,679,764,500 253,397,315,185	412,957,077,187 231,404,553,527 60,000,000,000
Project development and investment co-operation (Note23(b)(*))	270,000,000,000	-
Advances received (ii)	311,488,843,401	-
Others	122,197,340,971	34,479,658,093
	983,763,264,057	738,841,288,807

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23 OTHER PAYABLES (continued)

(a) Other short-term payables (continued)

- The maintenance fund payables represent 2% of the total net value of the contract which the Group collected from the residents for the maintenance of apartments. This amount will be transferred to the Residence Committee when the Residence Committee is established.
- (ii) This is advances from Nova Home Joint Stock Company with no interest and collateral assets.

(b) Other long-term payables

	2016	2015
	VND	VND
Project development and investment co-operation (*)	2,044,034,432,000	1,472,949,631,299
- Third parties	1,764,824,432,000	139,990,311,299
- Related parties (Note 41(b))	279,210,000,000	1,332,959,320,000
Others	4,185,075,098	2,762,167,830
	2,048,219,507,098	1,475,711,799,129

(*) The balance represents the capital contribution for project development and investment cooperation from third parties and related parties. The Group is obliged to refund this amount in full to counter parties at the end of the projects. The Group shall pay fixed interest to partners annually. In addition, the Group shall share profits arising from the projects in accordance with agreed sharing ratio in agreements at the end of the projects.

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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

BORROWINGS AND FINANCE LEASE LIABILITIES

		As at 1.1.2016	Increase	Decrease	Current portion of long-term borrowings	As at 31.12.2016
		NN	NN	VND	VND	QNA
(a)	Short-term borrowings					
	- Bankloans (*)	1,922,213,521,645	1,210,834,377,962	(2,477,013,521,645)	540,500,000,000	1,196,534,377,962
	- Bonds (**)	580,989,000,000	•	(580,989,000,000)	1,296,000,000,004	1,296,000,000,004
	 Borrowing from third parties (***) 	ı	5,783,416,262,200	(2,689,645,896,513)		3,093,770,365,687
	 Borrowings from related parties (Note 41(h)) 	9,940,000,000	32,449,000,000	(32,924,000,000)	ı	9,465,000,000
		2,513,142,521,645	7,026,699,640,162	(5,780,572,418,158)	1,836,500,000,004	5,595,769,743,653
(p)	Long-term borrowings					
	- Bank loans (*)	317,434,758,361	3,294,522,528,504	(1,119,478,158,360)	(540,500,000,000)	1,951,979,128,505
	- Bonds (**)	4,435,802,093,017	4,132,882,336,563	(3,824,070,000,000)	(1,296,000,000,004)	3,448,614,429,576
	 Borrowing from third parties (***) 	676,200,000,000	2,590,900,000,000	(760,200,000,000)	1	2,506,900,000,000
	 Borrowings from related parties (Note 41(b)) 	51,151,000,000	ı	(51,151,000,000)	1	
		5,480,587,851,378	10.018,304,865,067	5.480,587,851,378 10,018,304,865,067 (5.754,899,158,360) (1,836,500,000,004)	(1.836.500,000,004)	7,907,493,558,08

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24 BORROWINGS AND FINANCE LEASE LIABILITIES (continued)

(*) Details of closing balance of short-term bank loans are as follows:

	2016	2015
	VND	VND
(a) Short-term borrowings		
Saigon Thuong Tin Commercial Joint Stock Bank – Transaction Center (i)	250,000,000,000	-
Saigon Thuong Tin Commercial Joint Stock Bank (ii)	160,000,000,000	-
Tien Phong Commercial Joint Stock Company - Sai Gon Branch (iii)	140,500,000,000	140,500,000,000
Southeast Asia Commercial Joint Stock Bank – Ho Chi Minh City Branch (iv)	181,200,000,000	440,978,000,000
Joint Stock Commercial Bank for Foreign Trade of Vietnam - Nam Sai Gon Branch (v)	150,153,000,000	99,997,000,000
Viet Capital Commercial Joint Stock Bank - Gia Dinh Branch(vi)	98,828,896,087	75,000,000,000
Southeast Asia Commercial Joint Stock Bank (vii)	65,852,481,875	241,836,098,505
Tien Phong Commercial Joint Stock Company - Sai Gon Branch (viii)	150,000,000,000	-
National Citizen Bank – Transaction Center	-	449,989,000,000
Saigon Thuong Tin Commercial Joint Stock Bank	-	235,913,423,140
Nam A Commercial Joint Stock Bank - Ham Nghi Branch - Phu My Hung Office	-	100,000,000,000
Nam A Commercial Joint Stock Bank - Dong Nai Branch	-	75,000,000,000
Viet A Commercial Joint Stock Bank - Head Office	-	63,000,000,000
	1,196,534,377,962	1,922,213,521,645

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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24 BORROWINGS AND FINANCE LEASE LIABILITIES (continued)

	2016	2015
	VND	VND
(b) Long-term borrowings		
Vietnam Joint Stock Commercial Bank for Industry and Trade - Ho Chi Minh City Branch (ix)	1,206,433,940,112	-
Sai Gon Thuong Tin Commercial Joint Stock Bank – Transaction Center (i)	250,000,000,000	-
Tien Phong Commercial Joint Stock Bank – Sai Gon Branch (viii)	250,000,000,000	-
Vietnam Prosperity Joint Stock Commercial Bank – Ho Chi Minh City Branch (x)	200,000,000,000	-
Joint Stock Commercial Bank for Foreign Trade of Vietnam – Soc Trang Branch (ix)	45,545,188,393	-
Tien Phong Commercial Joint Stock Bank	-	140,500,000,000
Sai Gon Thuong Tin Commercial Joint Stock Bank	-	176,934,758,361
	1,951,979,128,505	317,434,758,361

- (i) These are borrowings in Vietnamese Dong under a credit facility of VND500,000,000,000,000, maturing in twenty-four (24) months from the date of drawdown. The principal is repaid on three-month basis since the thirteenth (13th) month. These borrowings bear an interest rate of 10% per annum for the first six-month period and at a rate of the thirteen-month saving deposits from individuals in Vietnamese Dong (paid in arrears) plus a margin of 3% per annum from the seventh (7th) month onwards. These borrowings are used to jointly invest with Nova Sasco Company Limited in order to develop Botanica Premier project. These borrowings are guaranteed by 16,700,000 shares of the Company owned by shareholders.
- (ii) These are borrowings in Vietnamese Dong under a credit facility of VND200,000,000,000,000 for a term of twelve (12) months to finance working capital of the Group. The interest rates of these borrowings are specified in each loan drawdown. As at December 31, 2016, the outstanding balance of these borrowings was VND160,000,000,000, bearing an interest rate of 10% per annum for the first six-month period. The interest rate applied for the period from the seventh (7th) month onwards will be defined as the interest rate of the thirteen-month saving deposits from individuals in Vietnamese Dong (paid in arrears) plus a margin of 3% per annum, adjusted for every three (3) months. These borrowings are guaranteed by 6,700,000 shares of the Company owned by shareholders.
- (iii) These loans are in Vietnamese Dong with maturing in 2017 and bearing an interest rate of 9.7% per annum. These loans are secured by: Properties owned by IVC Company Limited, third parties, that land is located at 100, Map No. 68 Truong Sa Street, Hoa Hai Ward, Ngu Hanh Son District, Da Nang; the shares of shareholders in No Va Land Investment Group Corporation; the receivables from the contract of deposit, capital contribution and trading apartments, commercial floor under the project of complex and trading service at the address of 104 Pho Quang Street, Ward 2, Tan Binh District, Ho Chi Minh City which is owned by No Va Land Investment Group Corporation.

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BORROWINGS AND FINANCE LEASE LIABILITIES (continued)

- These are borrowings in Vietnam Dong under a credit facility of VND441,678,000,000 for a term of twelve (12) months from the loan agreement signing date on 25 May 2016 to finance working capital and deposits for share transfers of the Group. The interest rates of these borrowings are specified in each loan drawdown and equal to interest rate of collateral term deposits plus a margin of 1.1% per annum. These borrowings are guaranteed by the term deposit contract of VND185,888,000,000 owned by No Va Land Investment Group Corporation.
- These are borrowings in Vietnamese Dong under a credit facility of VND250,000,000,000 for a term of twelve (12) months to finance working capital of the Company. Interest rates are being specified in each drawdown. As at December 31, 2016, the Group had the outstanding balance of VND150,153,000,000 which bears an interest rate of 7% per annum. These borrowings are guaranteed by deposit contracts at the lender ensuring the total value of collateral assets over the outstanding balance, at all time, not exceed 10%.
- This is a borrowing in Vietnamese Dong with a credit limit of VND100,000,000.000 for a term of six (6) months. Its interest rate will be determined specifically for each drawdown. As at December 31, 2016, the Group had outstanding balance of VND98,828,896,087 from this facility at an interest rate of 8.7% per annum. This loan is unsecured.
- These are borrowings in Vietnamese Dong with an initial credit facility of VND116,000,000,000 and then increasing to VND300,000,000,000 since 14 June 2016, maturing in twelve (12) months since the drawdown date. At December 31, 2016, the Group had the outstanding balance of VND65,852,481,875 including VND35,852,481,875 at an interest rate of 9.3% per annum and VND30,000,000,000 at an interest rate of 9.15% per annum. These borrowings are secured by: 16,707,807 shares of Phu Dinh Port Company owned by following parties: 8,377,850 shares owned by No Va Land Investment Joint Stock Company; 7,496,967 shares owned by Bach Hop Real Estate Co., Ltd.; 416,495 shares owned by No Va Con Au Company Limited (renamed as: Nova Saigon Royal Real Estate Investment Company Limited); 416,495 shares owned by Phuoc Long Investment and Development Company Limited.
- These are borrowings in Vietnamese Dong with a credit limit of VND400,000,000,000, which are due for repayment within thirty-six (36) months since the drawdown date. The principal and interest are paid on a three-month basis since the thirteenth (13th) month. Interest rate is fixed at 9.5% per annum and adjusted for every three months equivalent the corporate lending rate for twelve (12) months plus a margin of 1.7% per annum. The collateral assets include: real estate owned by I.V.C Limited Company, located at lot No.100, Truong Sa Street, Ngu Hanh Son District, Da Nang City; all capital contributed of the Company into Nova Nam A Company Limited with the value of VND216,080,000,000; ownership rights in Orchard Parkview project including assets formed on the land, trade receivables and rights of project formed in the future; and 22,173,000 shares of the Company owned by shareholders.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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BORROWINGS AND FINANCE LEASE LIABILITIES (continued)

- These are borrowings in Vietnamese Dong with a credit limit of VND3,400,000,000,000, which are due for repayment within fourty-eight (48) months duration since the first drawndown on 3 August 2016. The interest rates of these borrowings are equal to basic interest rate plus a margin of 4% per annum. These borrowings are secured by the total value of assets formed in the future of Binh Khanh Project.
- These are borrowings in Vietnamese Dong with a credit limit VND200,000,000,000 for a period of thirty-six (36) months duration since the first drawndown on 22 August 2016. The interest rate of these borrowings is 11% per annum and adjusted every three (3) months. These borrowings were secured by 7,650,000 shares of the Company owned by shareholders.
- These are borrowings in Vietnamese Dong with a credit limit of VND250,000,000,000 for a term of sixty (60) months to finance working capital of Con Au Eco-tourism Park Project. This borrowing bears a fixed interest rate of 9.4% per annum for the first thirty-six-month period since the first drawdown date. The interest rate applied from the thirty-seventh (37th) month onwards will be defined as the interest rate of the twenty-four-month deposits from individuals in Vietnamese Dong plus a margin of 3.6% per annum. The borrowings are secured by the land use rights, building ownership and other assets attached to the land belonging to Con Au Eco-tourism Park Project.

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FOR THE YEAR ENDED 31 DECEMBER 2016

24 BORROWINGS AND FINANCE LEASE LIABILITIES (continued)

Details for the balances of issued bonds are as follows:

	Long-term Borrowings	NN	,			3,280,000,000,000	250,000,000,000	350,000,000,000	1	300,000,000,000	ı	300,000,000,000	(44,197,906,983)	4,435,802,093,017
As at December 31, 2015	Current portion of long-term borrowings	VND	,			ı	1	1	1	ı	(580,989,000,000)	1		(580,989,000,000)
As	Principal	NN	,			3,280,000,000,000	250,000,000,000	350,000,000,000		300,000,000,000	580,989,000,000	300,000,000,000	(44,197,906,983)	5,016,791,093,017
ç	Long-term Borrowings	NN	450 000 000 000			1,732,000,000,000	400,000,000,000	500,000,000,000	300,000,000,000	100,000,000,000	1	ı	(33,385,570,424)	3,448,614,429,576
As at December 31, 2016	Current portion of long-term borrowings	VND	(000 000 000)			1	(600,000,000,000)				ı	•	3,999,999,996	(1,296,000,000,004)
As	Principal	VND	1150 000 000 000	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		1,732,000,000,000	1,000,000,000,000	500,000,000,000	300,000,000,000	100,000,000,000	1		(37,385,570,420)	4,744,614,429,580
			Bonds issued at discount Techcom Securities Limited Company (i)		Bonds issued at par Vietnam Joint Stock Commercial Bank for Industry	and Trade (ii)	Military Joint Stock Commercial Bank (iii)	Techcom Securities Limited Company (iv)	Bao Viet Commercial Joint Stock Bank (v)	Tien Phong Commercial Joint Stock Bank (iii)	Vietnam Joint Stock Commercial Bank for Industry and Trade	Vietnam Prosperity Joint Stock Commercial Bank	Bond issuance costs	

as the initial bonds buyer, include: Bonds issued at discount to Techcom Securities Limited

 Ξ

maturing in annum and ber : Package of bonds with par value of VND700,000,000,000 at the price of VND634,173,582,430, bearing interest at a rate of 0% September 2017. These issued bonds were pledged by shares of the Company owned by shareholders.

of bearing inter VND389,419,211,877, be: owned by shareholders. Package of I April 2018. T

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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24 BORROWINGS AND FINANCE LEASE LIABILITIES (continued)

- (ii) Bonds issued at par value in Vietnamese Dong to Vietnam Joint Stock Commercial Bank for Industry and Trade Ho Chi Minh City Branch, including:
 - Package of bonds with a par value of VND2,000,000,000,000, maturing in May 2019 and bearing an interest rate from 10.5% to 10.8% per annum. The outstanding balance of these bonds at December 31, 2016 was VND996,000,000,000 and fully repaid prior to the maturity date by the Company on 12 January 2017; and
 - Package of bonds with a par value of VND736,000,000,000, maturing in August 2020, bearing an interest rate of 10% per annum for the first three months. The interest rate will be adjusted for every three months at the interest rate of the twelve-month deposit from individuals (paid in arrears) in Vietnamese Dong plus a margin of 4% per annum.

These facilities are secured by shares of the Company owned by shareholders, receivable rights relating to a project developed by the Company, capital contribution of the Company in Khai Hung Real Estate Limited Company ("Khai Hung") and a part of capital contribution of Khai Hung in The 21st Century Investment Development Joint Stock Company.

- (iii) Bonds issued at par value in Vietnamese Dong to Military Joint Stock Commercial Bank North Sai Gon Branch, include:
 - Package of bonds with a par value of VND500,000,000,000, maturing in 2019, bearing an interest rate of 10% per annum for the first year period. The interest rate applied for the remaining period will be defined as a reference rate plus 3.5% per annum. The reference rate is calculated by average of the interest rate offered for twelve-month deposits from individuals in Vietnamese Dong (paid in arrears) by four (4) banks including: Bank for Investment and Development of Viet Nam, Joint Stock Commercial Bank for Foreign Trade of Vietnam, Vietnam Joint Stock Commercial Bank for Industry and Trade and Military Joint Stock Commercial Bank. These bonds are secured by the collateral assets including: development rights of Golden Mansion Project and shares of the Company owned by shareholders. The purpose of issuing these bonds is to expand operating scale and to contribute capital in the principal contract with Nha Rong Investment Trade Joint Stock Company to develop Saigon Royal Residence project. On 29 November 2016, Military Joint Stock Commercial Bank North Sai Gon Branch transferred bonds of VND100,000,000,000,000 to Tien Phong Commercial Joint Stock Bank pursuant to Bond sale purchase agreement No. 29112016/Novaland-Group/TPB-MB.
 - Package of bonds with a par value of VND600,000,000,000,000, maturing in January 2019, bearing an interest rate of 10% per annum for the twelve (12) months. The interest rate applied for remaining period will be defined as a reference rate of plus 3.5% per annum. The reference rate is calculated by average of the interest rates offered for the twelve-month deposits from individuals in Vietnamese Dong (paid in arrears) for the same period by four (4) banks including: Bank for Investment and Development of Vietnam, Joint Stock Commercial Bank for Foreign Trade of Vietnam, Military Commercial Joint Stock Bank and Vietnam Bank for Agriculture and Rural Development. These bonds are secured by receivable rights and properties formed in the future of Sunrise City project; land use rights and properties formed on two land lots of 913.8 m2 and 2,261.5 m2 located in Thao Dien Ward, District 2, Ho Chi Minh City; 13,750,000 shares of the parent company owned by shareholders; 73% of shares of Nova Sagel Company Limited owned by the parent company and deposit contracts of VND112,078,549,232 in Military Commercial Joint Stock Bank. The purpose of issuing these bonds is to expand operating scale of the Group. At the date of these consolidated financial statements, the Group had fully repaid these bonds and all collateral assets were released to the Group.

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24 BORROWINGS AND FINANCE LEASE LIABILITIES (continued)

- Bonds issued at par value in Vietnamese Dong with a par value of VND500,000,000,000,000 to Techcom Securities Limited Company as the initial bonds buyer, maturing in December 2018, bearing an interest rate of 10.9% per annum for the two (2) first interest periods. The interest rate applied for the remaining period will be defined as a reference rate plus 4.5% per annum. The interest will be adjusted for every six (6) months from the issuance date to the maturity date. The reference rate is calculated by average of the interest rates offered for the twelve-month deposits from individuals in Vietnamese Dong (paid in arrears) for the same period by four (4) banks including: Bank for Investment and Development of Vietnam Transaction Center 1, Joint Stock Commercial Bank for Foreign Trade of Vietnam Transaction Center, Vietnam Joint Stock Commercial Bank for Industry and Trade Ha Noi City Branch and Vietnam Bank for Agriculture and Rural Development Transaction Center. These bonds are secured by shares of the Company's shareholders.
- (v) Bonds issued at par value in Vietnamese Dong to Bao Viet Joint Stock Bank Head Office, maturing on 28 January 2018, bearing an interest rate of 10.25% per annum for the first two interest periods since January 2016. The interest rate applied for the remaining period will be defined as a reference rate plus 3.6% per annum. The reference rate is calculated by average of the interest rate offered for twelve-month deposits from individuals in Vietnamese Dong (paid in arrears) by four (4) banks including: Bank for Investment and Development of Viet Nam, Joint Stock Commercial Bank for Foreign Trade of Vietnam, Vietnam Joint Stock Commercial Bank for Industry and Vietnam Bank for Agriculture and Rural Development. These bonds are secured by collateral assets including shares of the Company owned by the Company's shareholders. The purpose of issuing these bonds is to invest in Orchard Garden Project, Gardengate Project, Botanica Project, Orchard Parkview Project and other projects of the Group.
- (***) Details for the balances of third parties and related parties are as follows:

	2016	2015
	VND	VND
(a) Short-term borrowings		
Nova Home Joint Stock Company	3,093,770,365,687	-

These are loans in Vietnamese Dong, maturing in 5 months, bear interest at the rate from 4.4% to 5.4% per annum and are unsecured.

	2016	2015
	VND	VND
(b) Long-term borrowings		
Credit Suisse AG- Singapore Branch (i)	1,367,400,000,000	676,200,000,000
GW Supernova Pte,Ltd. (ii)	1,139,500,000,000	-
	2,506,900,000,000	676,200,000,000

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

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24 BORROWINGS AND FINANCE LEASE LIABILITIES (continued)

(i) In July 2016, the Company, the facility agent and guarantee agent – Credit Suisse AG, Singapore Branch, signed a loan agreement with a credit facility of US\$100,000,000 and interest at a rate of LIBOR plus 5% per annum. The loan duration is thirty (30) months from the first date of drawdown ("termination date") and interest is repayable every three (3) months. If the initial public offering of shares of the Company ("Company IPO") does not occur by the termination date, the Company must pay all amounts due and owning in cash. In contrast, if the Company IPO occurs at any time prior to or on the termination date, the Company or lender may elect to convert the loan into shares pursuant to the provisions of the Share Repayment Agreement. At the time of conversion, the Company will issue ordinary shares as requested by the lender. As at December 31, 2016, the Board of General Directors of the Company estimated that the value of the convertible debt component was the same with the principal of the borrowing. Accordingly, there was no equity component recognised. In addition, the Company stock was officially listed on Ho Chi Minh City Stock Exchange ("HOSE") on 28 December 2016 with stock symbol "NVL".

As at December 31, 2016, the outstanding amount of US\$60,000,000, equivalent to VND1,367,400,000,000. In case the debt conversion option is excercised, the maximum shares to be converted will be 33,459,554 shares of the Company. As at the date of these consolidated financial statements, the loan was under conversion process.

(ii) This borrowing is denominated in US dollar from GW Supernova PTE Ltd., with a credit facility of U\$\$50,000,000, maturing in thirty (30) months since the first date of drawdown (December 2016), including a portion of non-convertible borrowing amounting to U\$\$20,000,000 and the other portion of convertible borrowing amounting to U\$\$30,000,000. The borrowing bears an interest rate of 6% per annum and is repayable every six (6) months. The principal is repaid at the maturity date. The borrowing is unsecured. The lender may elect to convert the convertible borrowing component into shares of the Company at any time after ten (10) months since the first drawndown or six (6) months since the conversion date of the borrowing from Credit Suisse AG, Singapore Branch (Note 21(***)(i)), depending on which date comes first. As at December 31, 2016, the Board of General Directors of the Company estimated that the value of the convertible debt component was the same with the principal of the borrowing. Accordingly, there was no equity component recognised.

As at December 31, 2016, this borrowing is fully disbursed. In case the debt conversion option is excercised, the maximum shares to be converted will be 15,723,325 shares of the Company. As at the date of these consolidated financial statements, the loan had not yet been converted.

25 OWNERS' CAPITAL

(a) Number of shares

	201	2016 2015		5
	Ordinary shares	Preference shares	Ordinary shares	Preference shares
Number of shares registered	589,369,234	6,830,000	350,465,761	17,830,000
Number of shares issued	589,369,234	6,830,000	350,465,761	17,830,000
Number of existing shares in circulation	589,369,234	6,830,000	350,465,761	17,830,000

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25 **OWNERS' CAPITAL** (continued)

Movement of share capital

	Ordinary shares	Preference shares	Total
As at 1 January 2015	230,000,000	-	230,000,000
New shares issued	120,465,761	17,830,000	138,295,761
As at December 31, 2015	350,465,761	17,830,000	368,295,761
Preference shares conversion	33,000,000	(11,000,000)	22,000,000
New shares issued	205,903,473	-	205,903,473
As at December 31, 2016	589,369,234	6,830,000	596,199,234

Par value per share: VND10,000.

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MOVEMENTS IN OWNERS' EQUITY 26

- T	000000000000000000000000000000000000000	007 177 000 771 0		000000000000000000000000000000000000000	
(1,209,508,504,543)	(1,209,508,504,543)	1	1	1	Change in ownership of subsidiaries (vi)
(53,490,000,000)	(53,490,000,000)	•	1	1	Dividends paid for reference shares (v)
1,665,077,557,360	1,665,077,557,360	1	1	1	Profit for the year
•	1	(220,000,000,000)	(110,000,000,000)	330,000,000,000	Converting preference shares to ordinary shares (iv)
2,553,423,000,000	1	2,031,423,000,000	1	522,000,000,000	Issuance of ordinary shares (iii)
•	1	(519,995,160,000)	1	519,995,160,000	Bonus shares from share premium (ii)
1,017,039,570,000	1	•	1	1,017,039,570,000	Issuance of ordinary shares (i)
5,115,926,993,097	550,370,777,697	882,598,605,400	178,300,000,000	3,504,657,610,000	As at December 31, 2015
(559,617,378)	(559,617,378)	•	1	1	Other decreases
415,422,664,012	415,422,664,012	•	•	1	Profit for the year
•	(195,500,000,000)	•	1	195,500,000,000	Dividends paid by shares
•	•	(34,500,000,000)	1	34,500,000,000	Bonus shares from share premium
1,059,680,000,000	•	881,380,000,000	178,300,000,000	1	Issuance of preference shares
974,657,610,000	1	•	1	974,657,610,000	Issuance of ordinary shares
2,666,726,336,463	331,007,731,063	35,718,605,400	ı	2,300,000,000,000	As at 1 January 2015
VND	QN>	VND	QN/	VND	
Total	Post-tax Undistributed earnings	Share premium	Preference shares	Ordinary shares	

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26 MOVEMENTS IN OWNERS' EQUITY (continued)

- (i) According to the Resolution of the General Meeting dated 3 February 2016, the Company issued 101,703,957 ordinary shares in cash for existing shareholders with proportion of each 1,000 shares has the right to purchase additional 342 new shares. As a result, the charter capital increased from VND3,682,957,610,000 to VND4,699,997,180,000.
- (ii) According to the Resolutions of the General Meeting dated 21 July 2016, the Company issued 51,999,516 ordinary shares from share premium for existing shareholders. As a result, the charter capital increased from VND4,699,997,180,000 to VND5,219,992,340,000.
- (iii) According to the Resolution of the General Meeting dated 3 November 2016, the Company issued 52,200,000 ordinary shares under private placement. The charter capital increased from VND5,219,992,340,000 to VND5,741,992,340,000 to supplement the business and investment capital and enhance the investment capability.
- (iv) According to the Resolution of the General Meeting dated 21 July 2016, the Company converted 11 million convertible preference shares into 33 million ordinary shares using the share premium. As a result, the charter capital increased from VND5,741,992,340,000 to VND5,961,992,340,000.
- (v) According to the Resolution of the Company's Annual General Meeting ("AGM") on 21 July 2016, the AGM approved dividend payment to the holders of the preference shares on 21 June 2016 pursuant to the provisions of dividend payment agreement with these shareholders after one year since the issuance date.
- (vi) These are adjustments impacting to owners' capital (post-tax undistributed earnings) due to change in ownership percentage of the parent company in subsidiaries as the parent already gained over control. Details of these effects are as below:

Subsidiaries	Post-tax undistributed earnings increase/(decrease)
	VND
The 21st Century International Development Joint Stock Company	(1,071,517,104,543)
Nova Lexington Real Estate Joint Stock Company	(70,000,000,000)
The Prince Residence Joint Stock Company	(36,000,000,000)
Nova Galaxy Real Estate Joint Stock Company	(32,000,000,000)
Nova Sasco Limited Company	8,600,000
	(1,209,508,504,543)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

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27 NON - CONTROLLING INTERESTS

The non-controlling interests represent the holdings of the other shareholders for the value of the net assets and results of operations of the subsidiaries at period end:

	2016	2015
	VND	VND
Details:		
Charter capital	871,671,325,519	906,263,386,453
Other funds	406,052	406,052
Post tax undistributed earnings	86,749,789,586	73,018,629,816
Non-controlling interests	958,421,521,157	979,282,422,321

Movements in non-controlling interests are as below:

	2016	2015
	VND	VND
Opening balance	979,282,422,321	695,618,952,488
Net (loss)/profit allocated to non-controlling interest for the year	(5,728,244,382)	26,337,286,515
Acquisition of new subsidiaries	940,280,003,133	122,002,167,784
(Decrease)/increase due to change ownership percentage during the year	(456,762,798,943)	128,370,663,429
Decrease due to divestment of subsidiaries	(498,392,904,795)	-
Decrease due to dividends received	(1,149,219,932)	-
Others	892,263,755	6,953,352,105
Closing balance	958,421,521,157	979,282,422,321

28 EARNINGS PER SHARE

(a) Basic earnings per share

Basic earnings per share is calculated by dividing the net profit attributable to shareholders after deducting the bonus and welfare funds by the weighted average number of ordinary shares outstanding during the year, excluding ordinary shares repurchased by the Group and held as treasury shares:

	2016	2015
The Group's net profit after tax (VND)	1,665,077,557,360	415,422,664,012
Dividend on preference shares (VND)	(53,490,000,000)	-
Net profit attributable to shareholders (VND)	1,611,587,557,360	415,422,664,012
Weighted average number of ordinary shares in issue (shares)	474,606,674	302,268,407
Basic earnings per share (VND)	3,396	1,374

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28 EARNINGS PER SHARE (continued)

(b) Diluted earnings per share

Diluted earnings per share is calculated by dividing the net profit attributable to shareholders, which already subtracted the bonus and welfare fund, by the weighted average number of ordinary shares outstanding during the year and the ordinary shares expected to be issued:

	2016	2015
The Group's net profit after tax (VND)	1,665,077,557,360	415,422,664,012
Net profit attributable to shareholders (VND)	1,665,077,557,360	415,422,664,012
Weighted average number of ordinary shares (shares)	474,606,674	302,268,407
Potential shares (shares) (*)	69,672,879	53,490,000
Weighted average number of ordinary shares including potential shares (shares)	544,279,553	355,758,407
Diluted earnings per share (VND)	3,059	1,168

^(*) There are potential shares with assumption they will be converted by the Group in the future from convertible loans and the preference shares (Note 24 and Note 26).

29 OFF BALANCE SHEET ITEMS

	2016	2015
Gold (tael of gold)	4.4	2.4
Foreign currencies US\$	13,854,560	2,361

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

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30 REVENUE

	2016	2015
	VND	VND
Sales from sale of real estate and rendering of services		
Sale of real estate	6,641,625,495,259	6,029,404,819,161
Rendering of services for corporate management and project development consultancy	633,507,895,302	101,538,533,394
Sales from leasing properties	82,387,768,792	48,985,025,044
Others	11,941,986,043	512,699,274,417
	7,369,463,145,396	6,692,627,652,016
Sales deductions		
Trade discounts	(887,416,113)	-
Sales returns	(9,394,808,468)	(19,192,626,026)
	(10,282,224,581)	(19,192,626,026)
Net sales from sale of real estate and rendering of services		
Net sales of real estate	6,631,343,270,678	6,010,212,193,135
Net sales of rendering of services for corporate management and project development consultancy	633,507,895,302	101,538,533,394
Net sales from leasing properties	82,387,768,792	48,985,025,044
Others	11,941,986,043	512,699,274,417
	7,359,180,920,815	6,673,435,025,990

31 COST OF SALES

	2016	2015
	VND	VND
Cost of real estate sold	5,096,423,899,209	4,571,608,087,441
Cost of rendering of services for corporate management and project development consultancy	603,834,889,042	221,140,937,815
Cost of leasing properties	66,989,670,540	26,831,105,401
Others	8,852,952,770	513,992,022,525
	5,776,101,411,561	5,333,572,153,182

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FINANCIAL INCOME

	2016	2015
	VND	VND
Interest income from deposits	184,209,664,925	166,312,385,637
Interest income from lending	173,413,124,016	166,424,941,603
Foreign exchange gains	24,182,746,881	1,274,535,046
Dividend income	269,040,000	106,608,200
Revaluation of investments at each business combination stage (*)	1,597,491,943,722	
Interest income from shares transfer (**)	457,368,734,563	-
Interest from bargain purchase	3,593,546,233	-
Others	82,513,747,913	492,039,616
	2,523,042,548,253	334,610,510,102

- (*) This is the revaluation of the initial investment of the Group in The 21st Century, Nha Rong and Mega House at the time the Group controlled these companies (Note 3).
- (**) This amount is mainly relating to divestment of group of subsidiaries including: Attland Corporation, Ha An Commercial Investment And Service Joint Stock Company, Me Linh Invest Joint Stock Company and Quang Truong Me Linh Investment Joint Stock Company (formerly known as: Sabeco Pearl Investment Joint Stock Company).

33 FINANCIAL EXPENSES

	2016	2015
	VND	VND
Interest expenses	863,073,263,518	351,425,428,041
Interest expenses from investment cooperation	55,285,496,805	20,954,977,441
Net loss from foreign currency translation at year-end	34,551,090,149	21,879,821,943
Payment discounts	17,124,316,699	29,731,722,799
Realised foreign exchange losses	14,501,149,994	5,920,632,148
Cost of issuing bonds	47,314,457,775	7,912,093,017
Loss from divestment of subsidiary	4,660,910,103	-
Others	78,719,345,128	2,649,873,762
	1,115,230,030,171	440,474,549,151

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

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34 SELLING EXPENSES

	2016	2015
	VND	VND
Staff costs	53,200,987,158	60,386,828,013
Material, package costs	370,452,973	1,014,398,957
Tools and supplies	1,971,773,920	5,378,422,000
Depreciation expense	2,270,015,328	2,012,031,499
Outside services expenses	87,710,106,551	140,135,898,409
Other cash expenses	19,961,639,351	29,986,771,465
	165,484,975,281	238,914,350,343

35 GENERAL AND ADMINISTRATION EXPENSES

	2016	2015
	VND	VND
Staff costs	197,367,837,877	141,503,990,849
Tools and supplies	710,598,349	2,187,934,766
Stationary expenses	3,807,245,822	11,226,489,499
Depreciation expense	5,110,069,954	6,729,874,325
Tax and other fees	4,622,911,716	2,488,407,311
(Reversal)/making provisions	(962,925,331)	17,524,734,473
Outside services expenses	111,745,823,728	59,186,633,189
Other cash expenses	96,654,890,369	59,324,631,299
Goodwill allocation (Note 17)	222,544,537,238	59,651,767,343
	641,600,989,722	359,824,463,054

36 OTHER INCOME

	2016	2015
	VND	VND
Collection of penalties on contract violation	23,579,521,375	19,215,879,748
Gains on disposal of fixed assets	3,706,526,952	913,331,955
Income from sales of tools and scrap	2,909,410,023	-
Others	14,329,356,223	12,627,793,295
	44,524,814,573	32,757,004,998

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37 OTHER EXPENSES

	2016	2015
	VND	VND
Penalty expenses on contract violation	18,752,961,278	36,847,509,988
Losses on disposal of fixed assets	7,068,050,084	913,711,815
Others	13,304,790,176	23,135,585,911
	39,125,801,538	60,896,807,714

38 BUSINESS INCOME TAX

(a) Deferred income tax

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same taxation authority.

Movements in deferred income tax are as follows:

	2016	2015
	VND	VND
Deferred tax assets	25,612,519,257	5,193,698,958
Deferred tax liabilities	(91,879,543,160)	
Opening balance	(66,267,023,903)	5,193,698,958
Income statement (credited)/charge	(202,982,820,440)	37,959,337,948
Impact of business combination during the year (*)	(1,151,100,042,904)	(10,372,053,367)
Impact of divestments in subsidiaries	9,445,191,457	-
Adjustment for business combination of previous year (**)	-	(98,887,178,510)
Others	5,627,249	(160,828,932)
Closing balance	(1,410,899,068,541)	(66,267,023,903)
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In which:	CC 0C0 01F 001	25 612 510 257
Deferred tax assets	66,869,015,901	25,612,519,257
Deferred tax liabilities	(1,477,768,084,442)	(91,879,543,160)

The deferred income tax assets and liabilities mainly arise from the temporary differences relating to unrealised profits from business combination.

The Group uses tax rate of 20% in year 2016 (2015: 20%) for determining deferred tax assets and deferred tax liabilities.

Deferred income tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

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38 BUSINESS INCOME TAX (CONTINUED)

(a) Deferred income tax (continued)

- (*) This is deferred tax liabilities arising from the business combination during the year (Note 3).
- (**) This is adjustment to recognise the deferred income tax arising from difference between carrying value and fair value of identifiable net assets of subsidiaries acquired by the Group in 2014 and it was adjusted in 2015.

(b) Business income tax - current

The tax on the Group's profit before tax differs from the theoretical amount that would arise using the applicable tax rate of 20% (2015: 22%) as follows:

	2016	2015
	VND	VND
Net accounting profit before tax	2,189,703,612,855	608,112,963,781
Tax calculated at a rate of 20% (2015: 22%)	437,940,722,571	133,784,852,032
Effect of:		
Income not subject to tax	(53,808,000)	-
Goodwill allocation	33,513,574,009	11,930,353,469
Expenses not deductible for tax purposes	13,942,509,249	2,768,371,076
Tax losses utilisation	(8,632,161,914)	(3,752,294,375)
Under provision from previous years	-	1,895,942,297
Temporary difference from previous years for which deferred tax liabilities was not recognised	190,977,184	2,768,343,205
Tax losses for which no deferred income tax asset was recognised	73,024,221,592	16,229,693,211
Impact of changes in tax rates	(6,621,042,363)	727,752,339
Gain from shares transfers of subsidiaries	(12,770,051,538)	-
Sharing profits from associates	(99,707,497)	-
Gain from subsidiaries acquisitions	(718,709,247)	-
Adjustment business income tax expense from previous years	637,775,831	-
Business income tax charge (*)	530,354,299,877	166,353,013,254
Charged/(credited) to income statement:		
Business income tax - current	327,371,479,437	204,312,351,202
Business income tax - deferred (Note 38(a))	202,982,820,440	(37,959,337,948)
	530,354,299,877	166,353,013,254

^(*) The business income tax charge for the period is based on estimated taxable income including the elimination of the assessable income charge determined by the Group. The records has yet to be audited by the tax authorities.

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39 COST OF OPERATION BY FACTOR

	2016	2015
	VND	VND
Construction costs and land costs	13,923,563,008,197	4,571,608,087,441
Labour costs	250,568,825,035	261,184,110,040
Outside services expenses	199,455,930,279	199,960,756,638
Depreciation expense and goodwill allocation	287,196,723,219	91,844,278,613
Other cash expenses	128,095,882,500	89,695,679,329
	14,788,880,369,230	5,214,292,912,061

40 ADDITIONAL INFORMATION FOR THE ITEMS OF CASH FLOWS THE STATEMENT

(a) Non-cash transactions affect the cash flows statement:

	2016	2015
	VND	VND
Bonus shares from share premium	519,995,160,000	34,500,000,000
Conversion of preference shares into ordinary shares	330,000,000,000	18,809,620,000
Dividends paid by shares	-	195,500,000,000

(b) Amount of borrowings actually withdrawn during the year

	2016	2015
	VND	VND
Proceeds from borrowings following normal borrowing contracts	8,839,287,576,255	2,760,552,454,579
Issuing bonds	4,045,497,878,788	4,251,879,000,000

(c) Amount of borrowings actually repaid during the year

	2016	2015
	VND	VND
Repayments for borrowings following normal borrowing contracts	(7,155,826,576,518)	(2,133,694,880,779)
Repayments for bonds	(3,784,000,000,000)	(580,989,000,000)

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41 RELATED PARTY DISCLOSURES

During the year, the following transactions were carried out with related parties:

Relationship	Name
Associate	Sai Gon Electronics and Industrial Service Joint Stock Company
Associate	Phu Dinh Port Joint Stock Company
Associate	Nova Dong Hai Joint Stock Company
Associate	Ben Thanh Housing Development Company Limited
Associate	Sai Gon Golf Joint stock Company
Shareholder	Mr. Bui Thanh Nhon
Shareholder	Mr. Bui Cao Nhat Quan
Related Individual	Ms. Cao Thi Ngoc Suong
Related Individual	Mr. Bui Phan Phu Loc
Company owned by the shareholder	BNP Global Real Estate Joint Stock Company
Major shareholder of a subsidiary	Him Lam Joint Stock Company

(a) Related party transactions

During the year, the following transactions were carried out with related parties:

i) Sales of goods and services

	2016	2015
	VND	VND
Nova Dong Hai Joint Stock Company	357,045,455	137,500,000
Nova Bac Nam 79 Joint Stock Company (**)		2,200,000,000
Mega Housing Joint Stock Company (*)		15,400,000
BNP Global Real Estate Joint Stock Company		158,400,000
Truc Van Investment Consultancy Service Joint So (former name: Nova Investment Joint Stock Com		29,568,000
	357,045,455	2,540,868,000
ii) Purchase of services		
Ben Thanh Housing Development Company Limi	ted 25,873,944,785	9,584,604,740
Sai Gon Electronics and Industrial Service Joint S	tock Company -	5,788,102,947
Phu Dinh Port Joint Stock Company	9,880,143,090	-
Truc Van Investment Consultancy Service Joint So (former name: Nova Investment Joint Stock Com		3,964,300,000
	35,754,087,875	19,337,007,687

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RELATED PARTY DISCLOSURES (continued)

(a) Related party transactions (continued)

		2016	2015
		VND	VND
iii)	Lending		
	Sai Gon Electronics and Industrial Service Joint Stock Company	43,420,000,000	1,560,000,000
	BNP Global Real Estate Joint Stock Company	-	538,150,000,000
	Truc Van Investment Consultancy Service Joint Stock Company (former name: Nova Investment Joint Stock Company) (**)	-	250,445,000,000
	Nova Bac Nam 79 Joint Stock Company (**)	-	172,800,000,000
	Mega Housing Joint Stock Company (*)	-	4,600,000,000
	Mr. Bui Cao Nhat Quan	-	66,550,555,278
	Mr. Nguyen Hieu Liem	-	30,000,000,000
		43,420,000,000	1,064,105,555,278
iv)	Payment for Lending		
	Mr. Bui Thanh Nhon	16,550,000,000	6,700,000,000
	Mr. Bui Cao Nhat Quan	14,581,000,000	5,834,000,000
	Mr. Bui Phan Phu Loc	11,020,000,000	3,660,000,000
	Mrs. Cao Thi Ngoc Suong	9,000,000,000	3,000,000,000
		51,151,000,000	19,194,000,000
v)	Payment for investment co-operation		
	The 21st Century International Development Joint Stock Company (*)	-	160,000,000,000
	Ben Thanh Housing Development Company Limited	-	40,660,000,000
	Sai Gon Electronics and Industrial Service Joint Stock Company	-	5,950,239,160
		-	206,610,239,160
vi)	Deposits		
	Sai Gon Electronics and Industrial Service Joint Stock Company	5,000,000,000	-
	Mr. Bui Cao Nhat Quan	57,436,400,000	-
		62,436,400,000	-
vii)	Collection of deposit		
	Mr. Dui Cao Nhat Quan	E7 426 400 000	
	Mr. Bui Cao Nhat Quan	57,436,400,000	-

41 RELATED PARTY DISCLOSURES (continued)

(a) Related party transactions (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

		2016	2015
		VND	VND
viii)	Advance payment		
	Mr. Bui Thanh Nhon	29,062,157	267,492,788,594
	Mr. Bui Cao Nhat Quan	10,444,530	627,067,955
		39,506,687	268,119,856,549
ix)	Collection of advance		
	Mr. Bui Thanh Nhon	928,394,256	281,840,505,604
	Mr. Bui Cao Nhat Quan	744,299,660	190,445,447
		1,672,693,916	282,030,951,051
x)	Compensation of key management		
X)	Compensation of key management		
	Gross salaries and other benefits	25,579,078,297	8,622,219,185

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

(b) Year end balances with related parties

		2016	2015
i)	Short-term trade accounts receivable (Note 6)	VND	VND
	Nova Bac Nam 79 Joint Stock Company (**)	F	2,200,000,000
		-	2,200,000,000
ii)	Prepayments to suppliers (Note 7)		
	Sai Gon Electronics and Industrial Service Joint	52,000,000,000	-
	Stock Company	52,000,000,000	-
iii)	Short-term lendings (Note 8) Sai Gon Electronics and Industrial Service Joint	40,400,000,000	4.500.000.000
	Stock Company	43,420,000,000	1,560,000,000
	Hanh Phuc Real Estates Joint Stock Company	-	324,821,000,000
	Mega Housing Joint Stock Company (*)	-	4,600,000,000
	Nova Bac Nam 79 Joint Stock Company (**)	-	87,620,000,000
		43,420,000,000	418,601,000,000

FOR THE YEAR ENDED 31 DECEMBER 2016

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RELATED PARTY DISCLOSURES (continued)

(b) Year end balances with related parties (continued)

		2016	2015
		VND	VND
iv)	Other short-term receivables (Note 9(a))		
	The 21^{st} Century International Development Joint Stock Company (*)	-	2,405,380,000,000
	Sai Gon Golf Joint Stock Company	300,000,000,000	-
	Ben Thanh Housing Development Company Limited	41,330,603,446	42,457,801,723
	Sai Gon Electronics and Industrial Service Joint Stock Company	19,354,461,970	15,721,397,797
	Mr. Bui Thanh Nhon	-	899,332,099
	Mr. Bui Cao Nhat Quan	-	733,855,130
		360,685,065,416	2,465,192,386,749
v)	Other long-term receivables (Note 9(b))		
	Him Lam Joint Stock Company	405,000,000,000	405,000,000,000
	Ben Thanh Housing Development Company Limited	1,398,776,000	1,398,776,000
		406,398,776,000	406,398,776,000
vi)	Short-term trade accounts payable (Note 18)		
	Truc Van Investment Consultancy Service Joint Stock Company (former name: Nova Investment Joint Stock Company)	-	622,600,000
	Sai Gon Electronics and Industrial Service Joint Stock Company	-	407,198,000
	Ben Thanh Housing Development Company Limited	-	131,161,195
		-	1,160,959,195

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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41 RELATED PARTY DISCLOSURES (continued)

(b) Year end balances with related parties (continued)

		2016	2015
**/		VND	VND
vii)	Short-term accrued expenses (Note 22)		
	Nova Dong Hai Joint Stock Company	476,902,153	31,927,778
	Ben Thanh Housing Development Company Limited	101,556,700	-
	Mr. Bui Thanh Nhon	-	15,239,792
	Mr. Bui Cao Nhat Quan	-	156,644,493
	Ms. Cao Thi Ngoc Suong	-	8,287,500
	Mr. Bui Phan Phu Loc	-	10,147,583
		578,458,853	222,247,146
····	Other leng term payables (Note 22(h))		
viii)	Other long-term payables (Note 23(b))		
	The 21st Century International Development Joint Stock Company (*)	-	1,332,959,320,000
	Sai Gon Golf Joint Stock Company	279,210,000,000	-
		279,210,000,000	1,332,959,320,000
ix)	Short- term borrowings (Note 24(a))		
	Nova Dong Hai Joint Stock Company	9,465,000,000	9,940,000,000
x)	Long-term borrowings (Note 24(b))		
)			
	Mr. Bui Thanh Nhon	-	16,550,000,000
	Mr. Bui Cao Nhat Quan	-	14,581,000,000
	Ms. Cao Thi Ngoc Suong	-	9,000,000,000
	Mr. Bui Phan Phu Loc	-	11,020,000,000
		-	51,151,000,000

^(*) During the year and until December 31, 2016, these companies became into subsidiaries and were consolidated in the consolidated financial statements of the Group.

^(**) During the year and until December 31, 2016, these companies were no longer related parties of the Group.

FOR THE YEAR ENDED 31 DECEMBER 2016

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42 COMMITMENTS UNDER OPERATING LEASES

The future minimum lease payments under non-cancellable operating leases are as follows:

	2016	2015
	VND	VND
Within one year	53,136,534,887	42,755,249,786
Between two and five years	94,247,338,548	114,836,627,948
Over five years	335,786,527,210	348,676,662,697
	483,170,400,645	506,268,540,431

43 CAPITAL COMMITMENTS

Capital expenditure contracted for at the balance sheet date but not recognised in the consolidated financial statements is as follows:

	2016	2015
	VND	VND
Construction costs of project	6,207,364,208,252	1,018,544,721,194

44 SEGMENT REPORTING

Business activity segments:

As the Group's revenue and profit are mainly derived from the business activities of the real estate while other sources of revenue are not material as a whole, the Board of General Directors accordingly believes that the Group's real estate and supporting activities for real estate are in a sole business segment only.

Geographical segments:

The Group's activities are mainly segmented by domestic activities. The Group does not monitor its operation results, fixed assets, other non-current assets or non-cash major expenses by the geographical areas of customers.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

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45 COMPARATIVE FIGURES

Certain immaterial comparative figures have been reclassified to conform to the current year's presentation.

46 EVENTS AFTER THE BALANCE SHEET DATE

As at the date of these consolidated financial statements, the Group had fully repaid bonds issued at par value in Vietnamese Dong to Vietnam Joint Stock Commercial Bank for Industry and Trade - Ho Chi Minh City Branch and Military Bank - North Sai Gon Branch with a par value of VND 960,000,000,000 and 600,000,000,000. Accordingly, all assets secured for this borrowing were unpledged (Note 24(b).

The consolidated financial statements were approved by the Chairman on 10 March 2017.

Nguyen Ngoc Bang Preparer

Tran Thi Thanh Van Chief Accountant Cổ PHẨN TẬP ĐOÀN ĐẦU TƯ ĐỊA ỐC NO VA Bui Thanh Nhon

CÔNG 1

Bui Thanh Nhor Chairman 10 March 2017



SHORTEN SEPARATE FINANCIAL STATEMENTS FOR THE YEAR 2016 CORPORATE INFORMATION

Business registration certificate

No. 054350 dated 18 September 1992 was initially issued by the Department of Planning and Investment of Ho Chi Minh City and the 38th amended Business registration certificate No. 0301444753 dated 24 November 2016.

Board of Management

Mr. Bui Thanh Nhon Chairman

Mr. Bui Cao Nhat Quan Vice Chairman

(from 26 October 2016)

Mr. Phan Thanh Huy Member

(from 21 July 2016)

Ms. Hoang Thu Chau Member

(from 11 November 2016)

Ms. Cong Huyen Ton Nu My Lien Member

(from 21 July 2016)

Mr. Nguyen Hieu Liem Member

(to 28 September 2016)

Mr. Vo Dinh Cuong Member

(to 21 July 2016)

Chief Supervisor

Board of Supervision

Ms. Nguyen Thi Minh Thanh

Mr. Nguyen Vu Duy Me

Member

(from 21 July 2016)

Ms. Nguyen Anh Thi Member

(from 21 July 2016)

Mr. Pham Huu Quoc Member

(to 21 July 2016)

Mr. Tra Trong Nghia Member

(to 21 July 2016)

Board of General Directors

Mr. Phan Thanh Huy

General Director

Mr. Bui Cao Nhat Quan Ms. Hoang Thu Chau Deputy General Director
Deputy General Director

Mr. Bui Xuan Huy Mr. Le Hong Phuc Deputy General Director

Deputy General Director

Mr. Eric Chan Hong Wai

Deputy General Director

(from 1 March 2016)

Deputy General Director

(from 6 October 2016)

Legal representative

Mr. Bui Thanh Nhon

Ms. Vo Thi Thu Van

Chairman

Registered office

313B - 315 Nam Ky Khoi Nghia Street, Ward 7, District 3,

Ho Chi Minh City, Vietnam

CORPORATE INFORMATION (continued)

Operation office

65 Nguyen Du Street, Ben Nghe Ward, District 1, Ho Chi Minh City, Vietnam

Representative office

23 Nguyen Huu Tho, Tan Hung Ward, District 7, Ho Chi Minh City, Vietnam

Branch of No Va Land Investment Group Corporation

- Novaland Group Real Estate Exchange

23 Nguyen Huu Tho, Tan Hung Ward, District 7, Ho Chi Minh City, Vietnam

Branch of No Va Land Investment Group Corporation

- Novaland District 1 Real Estate Exchange

65 Nguyen Du Street, Ben Nghe Ward, District 1, Ho Chi Minh City, Vietnam

Branch of No Va Land Investment Group Corporation

- Novaland Phu Nhuan Real Estate Exchange

36 – 38 Nguyen Van Troi, Ward 15, District Phu Nhuan, Ho Chi Minh City, Vietnam

Auditor

PricewaterhouseCoopers (Vietnam) Ltd.

CORPORATE INFORMATION (continued)

STATEMENT OF THE RESPONSIBILITY OF THE BOARD OF GENERAL DIRECTORS OF THE COMPANY IN RESPECT OF THE SEPARATE FINANCIAL STATEMENTS

The Board of General Directors of No Va Land Investment Group Corporation ("the Company") is responsible for preparing the separate financial statements which give a true and fair view of the financial position of the Company as at December 31, 2016 and the results of its operations and cash flows for the year then ended. In preparing these separate financial statements, the Board of General Directors is required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent; and
- prepare the separate financial statements on a going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Board of General Directors is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the financial position of the Company and which enable separate financial statements to be prepared which comply with the basis of accounting set out in Note 2 to the separate financial statements. The Board of General Directors is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of frauds and other irregularities.

APPROVAL OF THE SEPARATE FINANCIAL STATEMENTS

I hereby approve the accompanying separate financial statements as set out on pages 282 - 287 which give a true and fair view of the financial position of the Company as at December 31, 2016 and of the results of its operations and cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of financial statements.

Users of these separate financial statements of the Company should read them together with the consolidated financial statements of the Company and its subsidiaries ("the Group") for the year ended December 31, 2016 in order to obtain full information of the financial position and results of operations and cash flows of the Group.

Bui Thanh Nhon Chairman

CÔNG TY CỔ PHẨN TẬP ĐOÀN ĐẦU TƯ ĐỊA ỐC

Ho Chi Minh City, SR Vietnam 10 March 2017

INDEPENDENT AUDITOR'S REPORT



TO THE SHAREHOLDERS OF NO VA LAND INVESTMENT GROUP CORPORATION

We have audited the accompanying separate financial statements of No Va Land Investment Group Corporation ("the Company") which were prepared on December 31, 2016 and approved by the Chairman on 10 March 2017. The separate financial statements comprise the balance sheet as at December 31, 2016, the income statement and cash flow statement for the year then ended, and explanatory notes to the separate financial statements including significant accounting policies, as set out on pages 6 to 70.

THE BOARD OF GENERAL DIRECTORS' RESPONSIBILITY TO THE SEPARATE FINANCIAL STATEMENTS

The Board of General Directors of the Company is responsible for the preparation and the true and fair presentation of these separate financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of financial statements and for such internal control which the Board of General Directors determines is necessary to enable the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on the separate financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical standards and requirements, plan and perform the audit in order to obtain reasonable assurance as to whether the separate financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate financial statements. The procedures selected depend on the auditor's judgment, including an assessment of the risks of material misstatement of the separate financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the Company's preparation and true and fair presentation of the separate financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of General Directors, as well as evaluating the overall presentation of the separate financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

AUDITOR'S OPINION

In our opinion, the separate financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2016, its financial performance and cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of financial statements.

For and on behalf of PricewaterhouseCoopers (Vietnam) Ltd.

Nguyen Hoang Nam Audit Practising Licence No. 0849-2013-006-1 Authorised signatory

Report reference number: HCM5698 Ho Chi Minh City, 10 March 2017 Cao Thi Ngoc Loan Audit Practising Licence No. 3030-2014-006-1

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SEPARATE BALANCE SHEET

FOR THE YEAR ENDED 31 DECEMBER 2016

As at December 31,

Code	ASSETS	2016 VND	2015 VND
100	CURRENT ASSETS	11,309,645,554,183	6,606,632,855,495
110	Cash and cash equivalents	2,153,027,696,086	1,811,176,648,805
111	Cash	472,905,282,697	337,493,760,746
112	Cash equivalents	1,680,122,413,389	1,473,682,888,059
120	Short-term investments	763,286,000,000	223,896,934,838
123	Investments held to maturity	763,286,000,000	223,896,934,838
130	Short-term receivables	5,560,440,373,728	2,805,659,735,055
131	Short-term trade accounts receivable	84,012,548,202	209,914,924,417
132	Short-term prepayments to suppliers	168,329,639,170	139,184,645,057
135	Short-term lending	979,893,920,814	954,840,832,154
136	Other short-term receivables	4,328,204,265,542	1,501,719,333,427
140	Inventories	2,610,152,630,939	1,685,560,987,384
141	Inventories	2,610,152,630,939	1,685,560,987,384
150	Other current assets	222,738,853,430	80,338,549,413
151	Short-term prepaid expenses	34,273,189,647	46,895,847,541
152	Value Added Tax to be reclaimed	127,296,421,310	-
153	Other taxes receivable	61,169,242,473	33,442,701,872

SEPARATE BALANCE SHEET (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

As at December 31,

Code	ASSETS (continued)	2016 VND	2015 VND	
200	LONG-TERM ASSETS	12,518,233,917,576	9,704,973,709,760	
210	Long-term receivables	907,906,778,261	1,900,799,229,210	
216	Other long-term receivables	907,906,778,261	1,900,799,229,210	
220	Fixed assets	119,757,184,853	61,948,280,736	
221	Tangible fixed assets	91,174,216,022	34,273,807,170	
222	Cost	116,042,582,070	55,066,397,021	
223	Accumulated depreciation	(24,868,366,048)	(20,792,589,851)	
227	Intangible fixed assets	28,582,968,831	27,674,473,566	
228	Cost	29,773,073,718	28,106,427,481	
229	Accumulated amortisation	(1,190,104,887)	(431,953,915)	
230	Investment properties	308,170,066,254	49,078,589,102	
231	Cost	316,018,036,048	52,444,906,363	
232	Accumulated depreciation	(7,847,969,794)	(3,366,317,261)	
240	Long-term assets in progress	280,223,268,503	14,194,103,852	
241	Long-term work in progress	233,819,522,165	-	
242	Construction in progress	46,403,746,338	14,194,103,852	
250	Long-term investments	10,742,536,587,895	7,608,091,903,895	
251	Investments in subsidiaries	10,529,415,042,895	7,428,970,958,895	
252	Investments in associates, joint ventures	210,006,345,000	176,005,745,000	
253	Investments in other entities	3,115,200,000	3,115,200,000	
260	Other long-term assets	159,640,031,810	70,861,602,965	
261	Long-term prepaid expenses	158,664,158,238	69,885,729,393	
262	Deferred income tax assets	975,873,572	975,873,572	
270	TOTAL ASSETS	23,827,879,471,759	16,311,606,565,255	

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SEPARATE BALANCE SHEET (continued)

FOR THE YEAR ENDED 31 DECEMBER 2016

As at December 31,

	As de Determiner 32,		
Code	RESOURCES	2016	2015
		VND	VND
300	LIABILITIES	14,612,306,536,789	11,470,011,244,577
310	Short-term liabilities	7,870,294,471,354	5,441,559,622,026
311	Short-term trade accounts payable	279,143,774,099	116,212,349,069
312	Short-term advances from customers	2,237,975,628,156	3,851,807,461,235
313	Tax and other payables to the State Budget	2,693,533,635	80,241,814,047
314	Payable to employees	167,232,393,967	68,894,417,127
315	Short-term accrued expenses	368,158,915,150	146,458,103,401
318	Short-term unearned revenue	143,941,448	141,291,993
319	Other short-term payables	754,774,450,500	128,985,721,354
320	Short-term borrowings and finance lease liabilities	4,053,475,469,104	1,042,122,098,505
322	Bonus and welfare funds	6,696,365,295	6,696,365,295
330	Long-term liabilities	6,742,012,065,435	6,028,451,622,551
337	Other long-term payables	240,952,447,466	2,050,403,529,529
338	Long-term borrowings and finance lease liabilities	6,501,059,617,969	3,978,048,093,022
400	OWNERS' EQUITY	9,215,572,934,970	4,841,595,320,678
410	Capital and reserves	9,215,572,934,970	4,841,595,320,678
411	Owners' capital	5,961,992,340,000	3,682,957,610,000
411a	- Ordinary shares with voting rights	5,893,692,340,000	3,504,657,610,000
411b	- Preference shares	68,300,000,000	178,300,000,000
412	Share premium	2,174,026,445,400	882,598,605,400
421 421a	Undistributed earnings - Undistributed post-tax profits of the previous years	1,079,554,149,570	276,039,105,278
421a 421b	- Post-tax profit of current year	222,549,105,278 857,005,044,292	42,849,468,355
4210 440	, ,		233,189,636,923
440	TOTAL RESOURCES	23,827,879,471,759	16,311,606,565,255

Oo Phuong Thuy

10 March 2017

Do Phuong ThuyTrPreparerCh

Tran Thi Thanh Van Chief Accountant NO VA

Cổ PHẨN

Bui Thanh Nhon Chairman

SEPARATE INCOME STATEMENT

Year ended at December 31,

Code		2016 VND	2015 VND
01	Sales	3,739,648,758,345	2,031,336,399,272
01	Jates	3,133,040,130,343	2,031,330,333,212
02	Less deductions	(6,776,714,246)	
10	Net sales	3,732,872,044,099	2,031,336,399,272
11	Cost of sales	(3,368,590,289,217)	(1,322,461,258,236)
20	Gross profit	364,281,754,882	708,875,141,036
21	Financial income	1,446,337,089,286	198,005,677,996
22	Financial expenses	(812,634,467,272)	(250,578,112,537)
23	- Including: Interest expenses	(677,897,599,474)	(207,608,287,937)
25	Selling expenses	(17,966,476,584)	(175,913,925,861)
26	General and administration expenses	(129,282,004,958)	(178,115,092,595)
30	Net operating profit	850,735,895,354	302,273,688,039
31	Other income	24,313,394,126	13,203,373,246
32	Other expenses	(18,044,245,188)	(14,129,482,919)
40	Net other income/(expenses)	6,269,148,938	(926,109,673)
50	Net accounting profit before tax	857,005,044,292	301,347,578,366
51	Business income tax – current	-	(66,416,950,133)
52	Business income tax - deferred	-	(1,740,991,310)
60	Net profit after tax	857,005,044,292	233,189,636,923

Do Phuong Thuy Preparer

10 March 2017

Tran Thi Thanh Van Chief Accountant **Bui Thanh Nhon** Chairman

CỔ PHẨN TẬP ĐOÀN ĐẦU TƯ

SEPARATE CASH FLOW STATEMENT

(INDIRECT METHOD)

For year ended at December 31,

Code		2016	2015
_couc		VND	VND
	CASH FLOWS FROM OPERATING ACTIVITIES		
01	Net profit before tax	857,005,044,292	301,347,578,366
OI.	Adjustments for:	031,003,077,232	301,341,310,300
02	Depreciation and amortisation	16,679,619,532	6,868,779,326
04	Unrealised foreign exchange losses	33,704,935,561	22,845,450,890
05	Profits from investing activities	(1,332,454,210,667)	(192,150,041,253)
06	Interest expense	677,897,599,474	207,608,287,937
08	Operating profit before changes in working capital	252,832,988,192	346,520,055,266
09	Increase in receivables	(1,891,404,222,956)	(2,954,026,813,232)
10	(Increase)/decrease in inventories	(1,388,040,945,405)	32,633,800,390
11	(Decrease)/increase in payables	(2,424,522,605,043)	3,498,505,134,613
		(60,965,550,427)	
12	Increase in prepaid expenses	(579,758,818,599)	(80,440,286,243)
14	Interest paid		(158,196,604,480)
15	Business income tax paid	(67,153,094,070)	(74,908,559,107)
17	Other payments from operating activities	-	(128,200,000)
20	Net cash (outflows)/inflows from operating activities	(6,159,012,248,308)	609,958,527,207
	CASH FLOWS FROM INVESTING ACTIVITIES		
21	Purchases of fixed assets and other long-term assets	(160,785,964,624)	(22,530,559,071)
22	Proceeds from disposals of fixed assets and other long-term assets	10,245,671,963	200,500,000
23	Loans granted, purchases of debt instruments of other entities	(2,912,909,048,050)	(3,840,232,785,906)
24	Collection of loans, proceeds from sales of debt		
	instruments of other entities	2,348,466,894,228	2,976,353,471,125
25	Investments in other entities	(5,187,538,384,000)	(4,968,406,345,000)
26	Proceeds from divestment in other entities	2,053,093,700,000	-
27	Dividends and interest received	1,362,270,232,641	111,249,345,330
30	Net cash outflows from investing activities	(2,487,156,897,842)	(5,743,366,373,522)

SEPARATE CASH FLOW STATEMENT (continued)

(INDIRECT METHOD)

Year ended at December 31,

Code		2016 VND	2015 VND
	CASH FLOWS FROM FINANCING ACTIVITIES		
31	Proceeds from issue of shares	3,570,462,570,000	2,015,527,990,000
33	Proceeds from borrowings	12,547,797,361,811	6,269,740,369,584
34	Repayments of borrowings	(7,078,344,802,819)	(1,761,704,063,088)
36	Dividends paid	(53,490,000,000)	-
40	Net cash inflows from financing activities	8,986,425,128,992	6,523,564,296,496
50	Net increase in cash and cash equivalents	340,255,982,842	1,390,156,450,181
60	Cash and cash equivalents at beginning of year	1,811,176,648,805	421,020,198,624
61	Effect of foreign exchange differences	1,595,064,439	-
70	Cash and cash equivalents at end of year	2,153,027,696,086	1,811,176,648,805
		0301444	

Do Phuong Thuy Preparer

10 March 2017

Tran Thi Thanh Van Chief Accountant **Bui Thanh Nhon** Chairman

CỔ PHẨN TẬP ĐOÀN ĐẦU TƯ

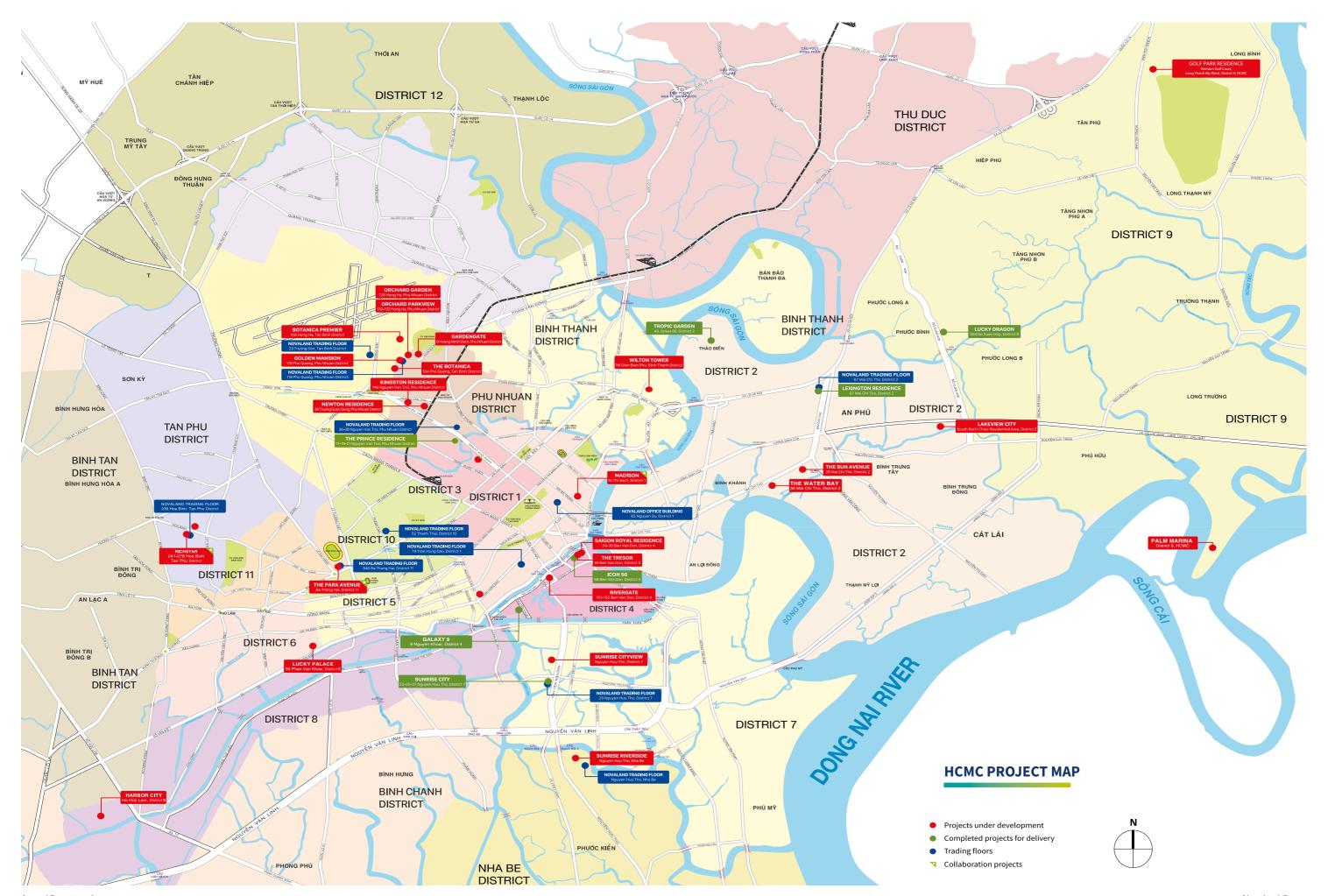
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Novaland Group 287



PROJECT PORTFOLIO-



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Project Portfolio



14 Palm Marina

15 Wilton Tower

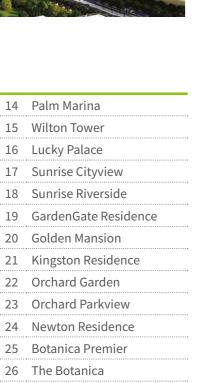
16 Lucky Palace 17 Sunrise Cityview 18 Sunrise Riverside

20 Golden Mansion 21 Kingston Residence 22 Orchard Garden 23 Orchard Parkview 24 Newton Residence 25 Botanica Premier 26 The Botanica 27 RichStar 28 Madison (*)

29 The Park Avenue (*)



1	Galaxy 9 Residence
2	Icon 56
3	Lexington Residence
4	Tropic Garden Residence
5	Sunrise City
6	The Prince Residence
7	Rivergate Residence
8	Saigon Royal Residence
9	The Tresor Residence
10	The Sun Avenue Residence
11	The Water Bay (Binh Khanh)
12	Lucky Dragon Residence
13	Golf Park Residence





TOWNSHIP

1	Lakeview City
	···
2	Harbor City







OFFICE-TEL

1	Lexington Residence
2	Sunrise City
3	The Prince Residence
4	Rivergate Residence
5	Saigon Royal Residence
6	The Tresor Residence
7	The Sun Avenue Residence
8	Wilton Tower
9	Sunrise Cityview
10	Sunrise Riverside
	- Carringe raverside
11	GardenGate Residence

11	GardenGate Residence
11	GardenGate Residence Golden Mansion
11 12 13	GardenGate Residence Golden Mansion Orchard Garden
11 12 13 14	GardenGate Residence Golden Mansion Orchard Garden Orchard Parkview
11 12 13 14 15	GardenGate Residence Golden Mansion Orchard Garden Orchard Parkview Newton Residence Botanica Premier

COMMERCIAL

1	Galaxy 9 Residence
2	Icon 56
3	Lexington Residence
4	Sunrise City
5	The Prince Residence
6	Rivergate Residence
7	Saigon Royal Residence
8	The Tresor Residence
9	Lakeview City
10	The Sun Avenue Residence
11	Wilton Tower
12	Lucky Palace
13	Sunrise Riverside
14	Harbor City
15	GardenGate Residence
16	Golden Mansion
17	Kingston Residence
18	Orchard Garden
19	Orchard Parkview
20	Newton Residence
21	Botanica Premier
22	The Botanica
23	RichStar
24	Madison (*)
25	The Park Avenue (*)

HOSPITALITY

1 Serai Nova Phu Sa Resort

(*) Collaborative project (*) Collaborative project

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Project Portfolio

(*) The ownership rate of Novaland Group in these projects is the future target rate after completing the acquisition of these projects

Project name	Developer	Type of business entity	NLV's ownership (%)	Area	Location	Land area (sqm)	GFA (sqm)	Number of floors	Number of apartments	Products sold as of December 31, 2016	Absorption rate (%)	Delivery
COMPLETED PROJECTS BE	EING HANDED OVER TO CUSTOMERS											
1. Galaxy 9 Residence	Nova Galaxy Real Estate JSC	Subsidiary	99.98			6,288	51,590	21	522	522	100	Quarter 4/2015
. Icon 56	Novaland Group		100.00	Central area	District 4	2,904	29,758	25	312	307	98.4	Quarter 4/2015
. Lexington Residence	Nova Lexington Real Estate JSC	Subsidiary	99.90			21,356	148,641	25	1,493	1,491	99.9	Quarter 4/2015
. Tropic Garden Residence	Novaland Group		100.00	Eastern area	District 2	25,027	133,821	27	815	813	99.8	Quarter 4/2014
. Sunrise City	No Va Land Investment JSC	Subsidiary	69.90	Southern area	District 7	52,933	398,954	31 - 35	2,794	2,778	99.4	Quarter 3/2012
. The Prince Residence	The Prince Residence JSC	Subsidiary	99.81	Western area	Phu Nhuan District	4,644	39,381	22	526	502	95.4	Quarter 4/2015
					-	113,152	802,145		6,462	6,413	99.2	
PROJECTS UNDER DEVELO	PMENT											
. Rivergate Residence	Thanh Nien Real Estate JSC	Subsidiary	99.70			7,069	77,991	27 - 33	976	879	90.1	Quarter 3/2017
. Saigon Royal Residence	Nha Rong Investment and Commercial JSC	Subsidiary	99.96			6,669	73,566	33	767	522	68.1	Quarter 3/2017 Quarter 1/2019
The Tresor Residence	Phu Viet Tin Co., Ltd.	Subsidiary	99.89	Central area	District 4	6,202	64,738	Area 1: 33 Area2: 18	723	633	87.6	Quarter 4/2017
.0. Lakeview City	The 21st Century International Development	Subsidiary	98.96		•	301,060	341,558	Townhouse	988	560	56.7	Phase 1: Quarter 1/201
1. The Sun Avenue Residence	Gia Phu Real Estate Co., Ltd.		99.90 (*)		District 2	38,385	268,363	28 - 30	2,880	1,974	68.5	Quarter 1/2018
2. The Water Bay (Binh Khanh)	The 21 st Century International Development	Subsidiary	98.96		DISTRICT 2	302,240	532,779	19 - 22	4,612	Not yet open for sale	NA	Quarter 1/2019
3. Lucky Dragon Residence	Novaland Group		100.00	Eastern area		8,760	19,789	13	158	144	91.1	Low rise: Handed over High rise: Quarter 1/20
4. Golf Park Residence	Novaland Group		69.90		District 9	25,398	27,938	Townhouse	95	76	80	Quarter 1/2017
5. Palm Marina	Saigon Golf Co., Ltd.	Subsidiary	77.42		-	Area A: 1,380,500 Area B: 1,586,407	Area A: NA Area B: NA	Townhouse	Area A: NA Area B: NA	Not yet open for sale	NA	Quarter 4/2018
6. Wilton Tower	Phuong Dong Building JSC	Subsidiary	99.89		Binh Thanh District	7,169	49,980	22	551	439	79.7	Quarter 1/2018
7. Lucky Palace	Nova Lucky Palace Co., Ltd.	Subsidiary	100.00	•	District 6	3,876	50,168	33	564	525	93.1	Quarter 2/2017
8. Sunrise Cityview	Nhat Hoa Real Estate JSC		99.90 (*)		District 7	15,152	120,898	36 - 37	1,349	925	68.6	Quarter 2/2018
9. Harbor City	Phu Dinh Port JSC	Associate	27.91	Southern area	District 8	500,475	639,312	Townhouse	3,240	Not yet open for sale	NA	Quarter 4/2017
0. Sunrise Riverside	Anh Sao Real Estate Co., Ltd.		99.90 (*)		Nha Be	39,305	283,420	20 - 25	3,117	1,416	45.4	Quarter 2/2018
1. GardenGate Residence	No Va Festival Corporation	Subsidiary	94.02			4,887	48,094	21	418	399	95.5	Quarter 3/2017
2. Golden Mansion	Nova Sagel Co., Ltd.	Subsidiary	73.98		Phu Nhuan District	15,129	86,367	22	726	554	76.3	Quarter 4/2017
3. Kingston Residence	Nova Princess Residence JSC	Subsidiary	99.90			4,580	40,845	22	395	326	82.5	Quarter 1/2018
4. Orchard Garden	Novaland Group		100.00			4,303	29,835	18	427	423	99.1	Quarter 1/2017
5. Orchard Parkview	Nova Nam A Co., Ltd.	Subsidiary	74.00	Western area		9,270	64,200	24	503	382	75.9	Quarter 3/2018
6. Newton Residence	Merufa-Nova Co., Ltd.		99.90 (*)			2,732	24,588	20 - 22	247	97	39.2	Quarter 1/2019
7. Botanica Premier	Nova Sasco Co., Ltd.	Subsidiary	99.90 (*)			16,848	94,443	20	1,109	745	67.2	Quarter 4/2018
8. The Botanica	Novaland Group		100.00		Tan Binh District	9,028	54,160	Area A: 20 Area B: 14	710	597	84.1	Quarter 3/2017
9. RichStar	Nova RichStar JSC	Subsidiary	99.99	-	Tan Phu District	27,031	208,138	22	1,953	1,274	65.2	Quarter 4/2018
0. Serai Nova Phù Sa Resort	Novaland Group		100.00	Western Region	Can Tho City	194,342	58,490	NA	30 Bungalow 47 Villas	Not yet open for sale	NA	Phase 1: Quarter 2/201
Total						4,516,817	3,259,660		26,585	12,890	48.5	
	G HANDED OVER AND UNDER DEVELOPME	NT				4,629,969	4,061,805		33,047	19,303	58.4	
COLLABORATION PROJECT	TS				-							
. Madison	No Va 79 Madison Co., Ltd.			Central area	District 1	2,362	23,617	17	188	130	69.1	Quarter 2/2018
. The Park Avenue	No Va Bac Nam 79 JSC			Western area	District 11	8,937	89,374	32	869	458	52.7	Quarter 1/2018
TOTAL OF COLLABORATIVE	F PROJECTS					11,299	112,991		1,057	588	55.6	

Operation Network



OFFICES

Headquarters: Novaland Group's Office Building

65 Nguyen Du, Ben Nghe Ward, District 1, HCMC

Representative office

23 Nguyen Huu Tho, Tan Hung Ward, District 7, HCMC

Branches - Trading floors

- Branch office Trading floor at District 7
 Nguyen Huu Tho, Tan Hung Ward, District 7, HCMC
- **2. Branch office Trading floor at District 1**65 Nguyen Du, Ben Nghe Ward, District 1, HCM
- **3.** Branch office Trading floor at Phu Nhuan District 36-38 Nguyen Van Troi, Ward 15, Phu Nhuan District, HCMC

TRADING FLOORS

Trading floors

- 1. Novaland Real estate Trading floor District 1
 65 Nguyen Du, Ben Nghe Ward, District 1, HCMC
- 2. Novaland Real estate Trading floor District 1
 79 Tran Hung Dao, Cau Ong Lanh Ward,
 District 1, HCMC
- 3. Novaland Real estate Trading floor District 2
 Tower E, Lexington Residence, 67 Mai Chi Tho,
 An Phu Ward, District 2, HCMC
- **4. Novaland Real estate Trading floor District 7**Tower V5 4th Floor, Sunrise City, 23 Nguyen Huu Tho,
 Tan Hung Ward, District 7, HCMC
- 5. Novaland Real estate Trading floor District 10 52 Thanh Thai, Ward 12, District 10, HCMC
- **6. Novaland Real estate Trading floor District 11** 940 Ba Thang Hai, Ward 15, District 11, HCMC
- Novaland Real estate Trading floor

 Phu Nhuan District

 36-38 Nguyen Van Troi, Ward 15,

 Phu Nhuan District, HCMC
- Novaland Real estate Trading floor
 Tan Phu District
 239 Hoa Binh, Hiep Tan Ward, Tan Phu District, HCMC
- Novaland Real estate Trading floor Nha Be
 Nguyen Huu Tho, Phuoc Kien Ward, Nha Be District,
 HCMC
- **10. Novaland Real estate Trading floor District 3** 205 Cach Mang Thang 8, District 3, HCMC

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