

Novaland's 4Q2024 Analyst Meeting

Novaland (HOSE: NVL) held 4Q2024 Analyst Meeting on 02/27/2025 with the following highlights:

- **Potential reversal of provision from paid land use fees for the Lakeview City Project, but the specific amount remains undisclosed.** Specifically, after the HCMC announced the decision on determination the land use fees difference value between the two land plots Lakeview City and 30.2ha Binh Khanh in December 2020, NVL paid additional VND53 bn in land use fees related to the Lakeview City in 2016. However, under Resolution 170/2024, there may be adjustments to the amount NVL is required to pay. As a result, starting from April 1, 2025, the total land use fees payable for the project will be reassessed. However, the exact amount has not yet been determined, as further guidance from the government is still awaited for the implementation of the Resolution.
- **2024 Results:** Revenue was USD330 mn (+90% YoY) and loss after tax was USD172 mn mainly due to provision for land use fee payment for the Lakeview City according to land price table of 2017.
 - o **Sales performance:** NVL sold 347 units with a total value of USD111 mn in 2024. Accumulatively at YE2024, NVL have sold over 44,900 units with a total value of USD12.2 bn and unbilled revenue of USD8.8 bn. For Aqua City, there are over 3,600 units unsold units with a total value of over VND97 trn.
 - o **Financial status:** At YE2024, NVL had total debts balance of VND61.2 trn, up by 5% YoY mainly due to higher local bank loans. Of which, around VND36.4 trn will be due in 2025, VND6.8 trn due in 2026, VND11.8 trn in 2027 and the remainder will be due after 2027. According to NVL, local banks continues to support the company in terms of debt restructure and offer VND18 trn of credit line for construction. Regarding foreign debts, NVL will continue to negotiate with lenders to delay maturity date by 2-3 years. For local bonds, the company will continue to negotiate with lenders to delay maturity date by 2-3 years and/or convert bond balance to real estate, etc.

Outstanding debts (Unit: VND bn)	YE2023	YE2024	YoY Change
Local bank loans	26,095	28,933	+10.9%
Foreign debts	21,101	21,834	+3.4%
Retail bonds	10,892	10,473	-3.8%
Total	58,088	61,240	+5.4%

Source: NVI

- **Projects handover:** In 2024, NVL handed over nearly 1,400 units and recorded revenue of USD313 mn.
- **The details of handover in 2024** are as following:

Project	Unit handed over	Revenue (USD mn)
Sunrise Riverside	490	36
Aqua City	413	109
Novaworld Phan Thiet	350	93
Novaworld Ho Tram	88	43
Palm City	56	32
Total	1,397	313

Source: NVL

- **Remaining receivables from sold units:** VND98 trn of remaining receivables from sold units, of which NVL expects to collect VND13.7 trn in 2025 and the majority in 2026. For Aqua City, remaining receivables at YE2024 was VND62.7 trn.

- **2025 outlook:**

- **New launch:** For 2025, the company plans to launch around 500 units from ongoing projects, Park Avenue (expect to have construction permit in March 2025 and launch in June 2025) and high-rise component of Palm City (expect to have construction permit in June 2025 and launch in 3Q2025).

- **Home ownership certificates:** In 2025, the company expects to issue over 6,900 home ownership certificates in HCMC at Sunrise Riverside (3,007), The Sun Avenue (2,894), Kingston Residence (406), Orchard Garden (246), Lucky Palace (208) and Sunrise City North (170).
- **2025 Targets:** Novaland set revenue target at USD836 mn (+153% YoY) and NPAT at USD58 mn which does not include expected reversal of provision from Lakeview City project.
- **2025 Capex:** NVL expects to spend VND11 trn for construction. Decision on land use fees for Novaworld Phan Thiet is expected to be approved in 2Q2025 and NVL plans to pay the land use fees in 2025.
- **2025 Delivery:** NVL expects to deliver over 3,000 units in 2025, 12,200 units in 2026 and 6,900 units in 2027.

Project	Number of units expected to deliver in 2025
Novaworld Phan Thiet	944
Aqua City	825
Novaworld Ho Tram	572
Sunrise Riverside	532
Grand Manhattan	130
Palm City	64
Total	3,067

Source: NVL

Comment: The Resolution 170/2024 which will take effect from April 1st 2025 is expected to remove some obstacles in project approval process for Novaland in specific and for the residential property sector in general. We expect the company will gradually recover from its financial difficulties and accelerate construction in key projects from 2Q2025 given remaining receivables from sold units, VND18 trn credit line from local banks for construction and expected reversal of provision for Lakeview City. We expect the residential property sector will recover faster in 2025-2026 compared with 2023-2024, however, the recovery pace is not evenly distributed among developers and it is likely that presales of healthy and qualified developers will improve in this year while those of weak developers may not see significant improvement.

- **Projects update:**

Project	Location	NSA (sqm)	Total units	Progress
The Grand Manhattan	HCMC	98,381	1,054	Had construction permit. Expect to deliver from 4Q2025 Tower A1: construct to 27 th floor Tower A2: topping out Tower A3: topping out
Victoria Village	HCMC	93,449	1,208	Completed legal documents. Completed 100% low-rise houses. Expect to deliver high-rise from 1Q2026
Palm City	HCMC	40,212	178	Completed legal documents. Completed 100% construction. Deliver from 4Q2023.
Aqua City	Dong Nai	493,681	2,113	Had construction and sales permits. Had 1/10000 master plan. Accumulatively delivered 903 units from 4Q2020. Detailed 1/5000 master plan of subdivision C4: approved costs, waiting for a complete amendment Adjustment 1/500 Plan: expect to be issued in 2Q2025
Aqua Riverside City	Dong Nai	340,533	1,850	Had construction and sales permits. Accumulatively delivered 336 units from 4Q2021. Detailed 1/5000 master plan of subdivision C4: approved costs, waiting for a complete amendment Adjustment 1/500 Plan: expect to be issued in 2Q2025
Aqua Waterfront City	Dong Nai	383,776	2,701	Had construction and sales permits. Accumulatively delivered 56 units from 2Q2024. Detailed 1/5000 master plan of subdivision C4: approved costs, waiting for a complete amendment

				Adjustment 1/500 Plan: expect to be issued in 2Q2025
Aqua Marina	Dong Nai	142,532	763	Waiting for construction permit. Completed waste water treatment station, Aqua Marina Square, embankment. Completed 21 shophouses and expect to deliver from 1Q2026. Detailed 1/5000 master plan of subdivision C4: approved costs, waiting for a complete amendment Adjustment 1/500 Plan: expect to be issued in 2Q2025
Phoenix Island	Dong Nai	1,338,646	6,351	Waiting for construction permit. Constructing infrastructure. Completed 100% land filling and Bridge No.2 (Phoenix Bridge). Expect to deliver from 3Q2026. Detailed 1/5000 master plan of subdivision C4: approved costs, waiting for a complete amendment Adjustment 1/500 Plan: expect to be issued in 2Q2025
Novaworld Ho Tram - Tropicana	Ba Ria-Vung Tau	389,805	1,946	Completed 100% infrastructure, 141 seaside units, 126 shophouses, 213 houses. 303 houses and M-Gallery Babylon Hotel, hillside farm are under construction. Accumulatively delivered 266 units from 2Q2021.
Novaworld Ho Tram – Habana Island	Ba Ria-Vung Tau	89,268	404	Completed 80% infrastructure. Completed 12 villas, 1 mansion and 56 shophouses. 83 villas and 116 houses are under construction. Accumulatively delivered 5 units from 4Q2024.
Novaworld Ho Tram - Wonderland	Ba Ria-Vung Tau	36,839	271	Completed 100% infrastructure and 271 low-rise houses. Movenpick hotel is under construction up to 12 th floor. Accumulatively delivered 150 units from 2Q2023.
Novaworld Ho Tram – Happy Beach	Ba Ria-Vung Tau	48,830	332	Had partially construction permit. Completed model houses and seaside area. Clubhouse, 1 st phase of 106 houses and 2 nd , 3 rd , 4 th phases of 226 houses are under construction. Expect to start deliver from 2Q2025.
Novaworld Ho Tram - Morito	Ba Ria-Vung Tau	34,813	210	Had construction permit. Completed 100% model houses and seaside area. Clubhouse, 1 st phase of 115 houses and 2 nd phase of 95 houses are under construction. Expect to start deliver from 3Q2025.
Novaworld Ho Tram – Binh Chau onsen	Ba Ria-Vung Tau	1,105,720	517	Had partially construction permit. Completed 27 model houses and infrastructure for safari. Expect to start deliver from 3Q2025.
Novaworld Phan Thiet	Phan Thiet	3,286,255	18,907	Had construction permit. Completed 1,527 villas, 5 clubhouses, 115 shophouses, 1 st phase of Wonderland resort, K-town resort, Movenpick Hotel. Expect to receive land use fees decision in 2Q2025. Under construction of: Subdivision 3 (1,728 units), subdivision 4 (1,161 units), Subdivision 5 (886 units), subdivision 6 (270 units), subdivision 7 (32 units), clubhouses 3.5 and 3.6. Accumulatively delivered 1,196 villas and 109 shophouses from 2Q2021.

Source: NVL

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