

# Sai Gon Thuong Tin Real Estate Joint Stock Company

TTC Tower, 253 Hoang Van Thu, Ward 2, Tan Binh Dist., Ho Chi Minh

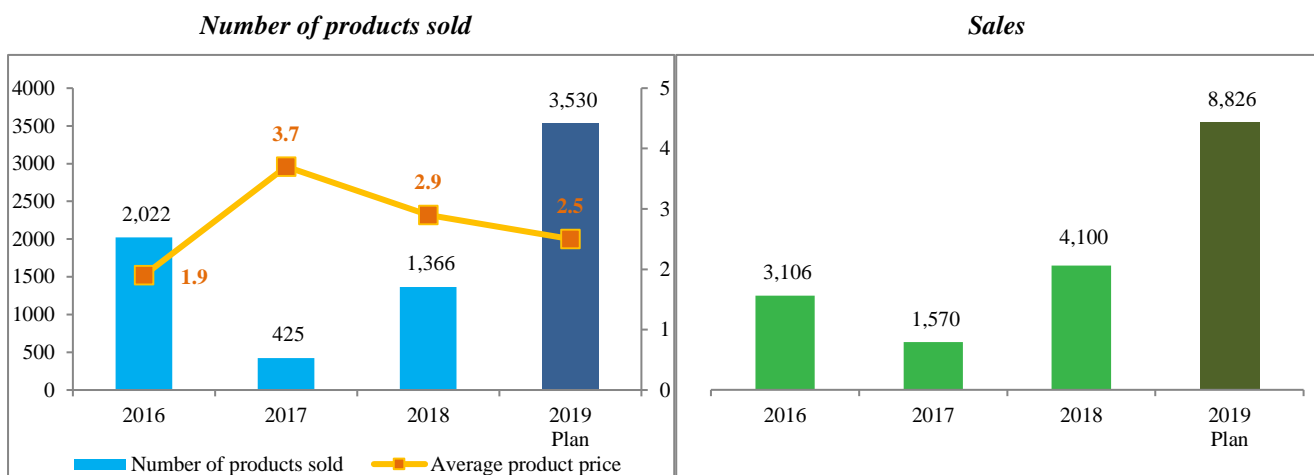
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## TTC LAND ANNOUNCED THREE NEW PROJECTS WITH TOTAL EXPECTED REVENUE OF OVER VND15,000 BILLION

TTC Land (*HOSE: SCR*), launched three new projects in Ho Chi Minh Real Estate market including Charmington Dragonic, Charmington Golf & Life, and Jamona Eco. According to TTC Land's strategic orientation, Charmington product line will serve high-end segment while Jamona product line will serve mid-end and high-end segment. According to its 2019 plan, TTC Land expects to sell 3,530 products with sales equivalent to VND 8,826 billion, increased 159% and 116%, respectively over the same period. Thus, each product sold by TTC Land will have an average price of about VND 2.5 billion for 2019. These three projects are expected to contribute 1,350 products, accounting for 38% of the expected sale volume in the year and sales will reach nearly VND 3,100 billion, accounting for 35% of the plan set by the Company.



Source: TTC Land

### Charmington Dragonic - Worthy investment location at the Central Business District (CBD)

In June 2018, TTC Land completed the acquisition of Charmington Dragonic Project owner with total land area 5,077 m<sup>2</sup>. The CBD currently has almost no landbank because most projects have been owned and are under the implementation process. With its central location with 360-degree view to the whole city, Charmington Dragonic is expected to continue to maintain Charmington brand with expected revenue of about VND 2,600 billion, fully recognized in 2022. The Project has a total investment of approximate VND1,700 billion with 69,427m<sup>2</sup> Gross Floor Area (GFA), delivering 420 high-end commercial apartments to the market. Particularly in 2019, estimated sales of Charmington Dragonic Project is expected to reach VND 1,900 billion, equivalent to 73% total expected revenue of the Project.

### Jamona Eco - Green life for middle-class customers

Jamona Eco, a project owned by TTC Land, was officially approved by the Company Resolution of capital contribution to establish TTC Land Hung Dien Real Estate Investment Joint Stock Company with charter capital of VND 1,359 billion in December 2018. With an abundant land bank up to 8 hectares located in the South City Area, the Project focuses on the "green life" factor and addresses most of the living environment related needs thanks to the sustainable urban development model

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with a density of trees 25 times higher than the CBD. The Project GFA is 370,967 m<sup>2</sup> with 806 products. The Project has a total investment of VND 1,231 billion and is expected to be handed over in 2021. Jamona Eco is expected to bring more than VND 1,100 billion in sales in 2019 and contribute to Accounting Revenue of the whole complex of VND 7,134 billion from 2021-2025.

## Charmington Golf & Life - Utilities of the elite

Immediately after Hung Dien Project, TTC Land continues to receive transfer and own Hoa Dong Complex Project with a total area of 5.3 hectares, located in the South City New Urban Area. With 3 sides adjacent to the river, Charmington Golf & Life provides the market with the largest density of green areas in the region, covering 81% of the project area. This is a closed compound area consisting of 124 low-rise high-end apartments, one of the recent popular apartment models, from 1 to 3 bedrooms in combination with the Golf Driving Range utility on the project campus. Charmington Golf & Life has a total investment of nearly VND 1,100 billion with a total construction floor area of 22,854 m<sup>2</sup>. In addition to estimating revenue recognition from apartment sales, this is also an annual business project. The Project is expected to recognize revenue of about VND 150 billion per year and ensure stable and long-term profit for TTC Land for many consecutive years. It is estimated that the total revenue for this project is VND 6,070 billion, starting to be recognized in 2022.

Location	Segment	Type	Land area (ha)	Floor area (m <sup>2</sup> )	No. of products	Investment (Bil. dong)	Revenue (Bil. dong)	Expected publication	Expected handover
<b>Charmington Dragonic Project</b>									
Central area	High-end	Apartment, commercial	0.5	69,427	420	1,700	2,600	Q1 2019	2022
<b>Jamona Eco Project</b>									
South area	Mid-end and high-end	Apartment	8.0	370,967	806	1,231	7,134	Q1 2019	2021
<b>Charmington Golf &amp; Life Project</b>									
South area	High-end	Apartment, Golf Driving Range	5.3	22,854	124	1,100	6,070	Q1 2019	2022
<b>Total</b>			<b>13.8</b>	<b>463,248</b>	<b>1,350</b>	<b>4,031</b>	<b>15,804</b>	<b>Q1 2019</b>	<b>2021-2022</b>

Source: TTC Land

TTC Land currently owns 27 projects that have been handed over, developed with nearly 17,000 diversified products, serving over 105,000 customers. The Company handed over 14 projects with 6,459 products in the middle and high-end segments with apartments, townhouses and commercial products, concentrated 47% in the South Area, 30% in the East Area and 23% in the West Area. For ongoing projects, the total land area is 95 hectares, including 13 projects and 10,406 middle and high-end apartments, townhouses, and commercial areas with a total investment of up to VND 27,742 billion, equivalent to approximately USD 1.2 billion. Projects will be handed over from 2019-2022 to recognize stable revenue for the Company.

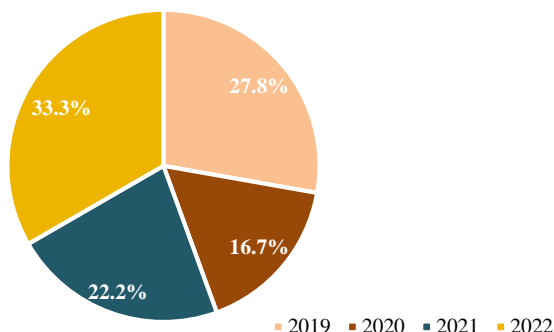
## Delivery structure 2019-2022

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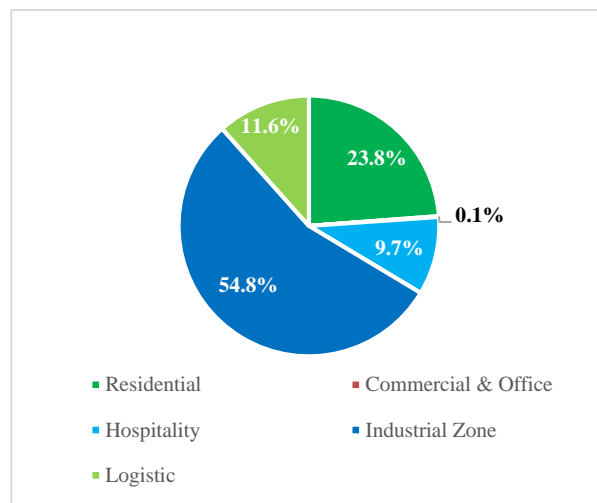
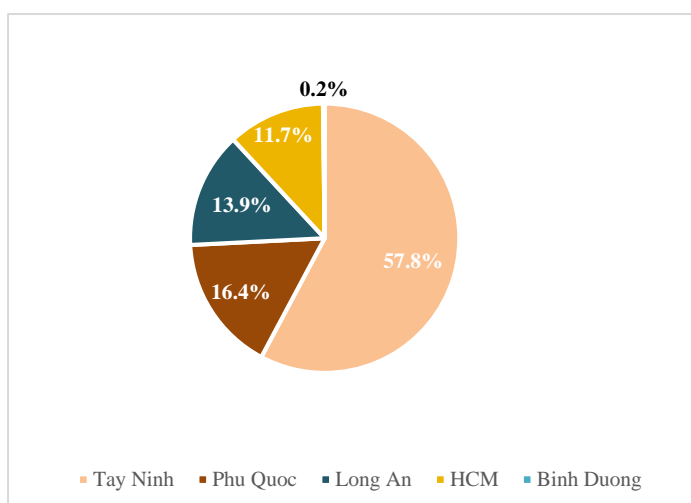


Source: TTC Land

In 2019, Residential will still be TTC Land's main product type with estimated revenue of about 92% in the structure, decreased by 7% compared to 2018 to receive the new revenue sources from various types of commercial floor leasing. The Company's residential land bank to be developed in Ho Chi Minh City has still about 207 hectares, accounting for 12% of the total land bank to be developed and the land bank for residential real estate nationwide accounts for about 24% of the land bank to be developed.

**Land bank structure to be developed by Provinces/Cities**

**Land bank structure to be developed by product types**



Source: TTC Land

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