



**IR NEWSLETTER**  
**3<sup>rd</sup> QUARTER OF 2021**

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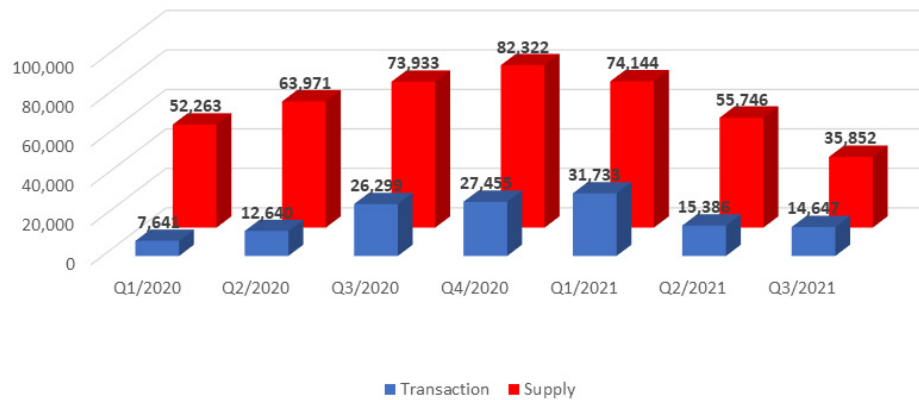


### HOUSING ESTATE MARKET

Because of the effect of Covid-19 4<sup>th</sup> wave, almost real estate development projects across the country have had to suspend construction, buying - selling real estate activities are affected. However, real estate still attracts a lot of attention from customers and investors during the epidemic. Especially, land plots product which has been always considered as a safe area in storing assets and has high potential for price appreciation.

Customers and Investors have gradually been used to attending online launch sale and marketing, although the rate of registration and ordering via Online is not really high but it has also increased higher than the previous time.

Chart of the supply/transactions of housing estate product across the Country of 3<sup>rd</sup> Quarter of 2021 compared with other quarters



(Source: Vietnam National Real Estate Association)

### RESORT & HOTEL REAL ESTATE

In the past time, although resort and hotel real estate was almost paralyzed due to social distancing, many tourist facilities did not have revenue. However, resort and hotel real estate development projects still show positive signs. The number of products being offered for sale in the market in Q3 reached 7,206 products, transactions reached 2,280 products. Equivalent to an absorption rate of 31.6%.



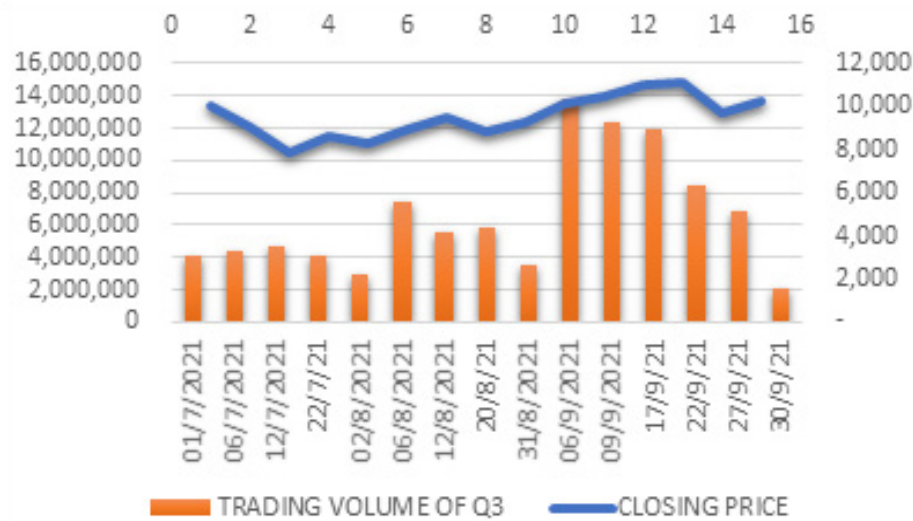
Novotel Phu Quoc Resort

Some provinces/cities have recorded products for sale including: Quang Ninh, Phu Quoc, Khanh Hoa, Da Nang, Quang Nam, Phu Yen, Binh Thuan, Thanh Hoa... In which, Quang Ninh is an area, has the best absorption rate.

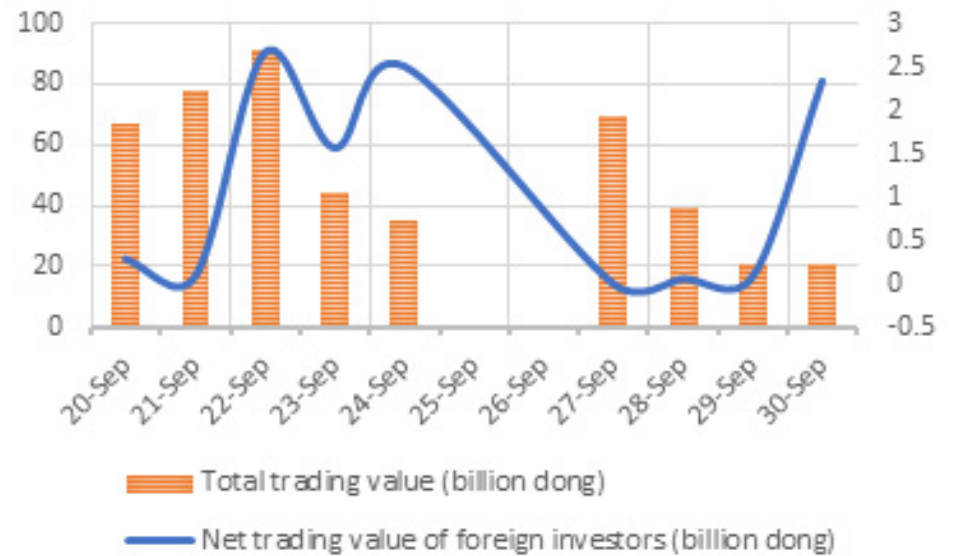
It can be said that this is still the product line that investors are interested in and looking for investment. Especially, the products have full and clear legality, meet the conditions and standards of the tourism and resort environment, are well invested in infrastructure, have a convenient traffic location, and are invested by highly reputed investors in the market. Besides, investors still believe in the development of tourism economic sector in Vietnam will take off and sublimate in the coming years.

**HNX 30****2.650  
MILLION DONG**Market Capitalization  
on 30<sup>th</sup> September, 20201**11.100VND**Maximum closing price  
on 22<sup>nd</sup> September, 20201**257.339.985**Total Shares  
Outstanding**3.883.797**Average trading  
volum/session**7.700VND**Minimum closing price on  
19<sup>th</sup> July, 2021

## 01. STOCK INFORMATION

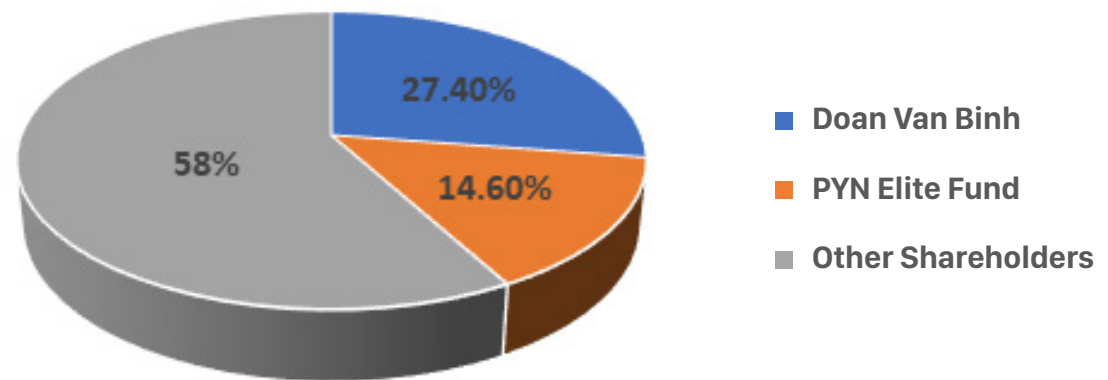


CEO Stock Price Chart 3<sup>rd</sup> Quarter of 2021



Trading value of Foreign investors for 10 sessions

## 02. SHAREHOLDER STRUCTURE



Third quarter 2021 Business results of CEO Group, revenue reached 135.7 billion dong. In the third quarter, the enterprise lost 58.8 billion dong. Accumulated from the beginning of 2021, the CEO Group achieved a revenue of 452.3 billion VND.

Third quarter enterprise had to be facing with many difficulties due to the spread of Covid-19, making the business activities of CEO Group at key investment areas such as Hanoi, Ha Nam, Quang Ninh, Phu Quoc, Kien Giang, etc are all affected. Because of the impact of the epidemic, business results of enterprises still could not recover as before, however, the trend of loss in the third quarter has decreased compared to the previous quarter.

During this period, CEO Group also applied appropriate measures to reduce costs and maintain optimal operations so that the financial position still recorded some positive points such as: Cash flow from investment operations are positive 56 billion dong; Cash and cash equivalents are positive 59 billion dong, total assets of the enterprise are now over 7 trillion dong.

Although the 4<sup>th</sup> quarter still forecast to have many difficulties due to the impact of the epidemic, with careful preparation in the new normal condition, in addition based on the results achieved from the beginning of the year to the end of Quarter III/2021 and the wave of economic recovery in general as well as the prospect of the real estate industry in particular, CEO Group believes that the business results will have positive progress and achieve strong growth in the last months of the fiscal year.

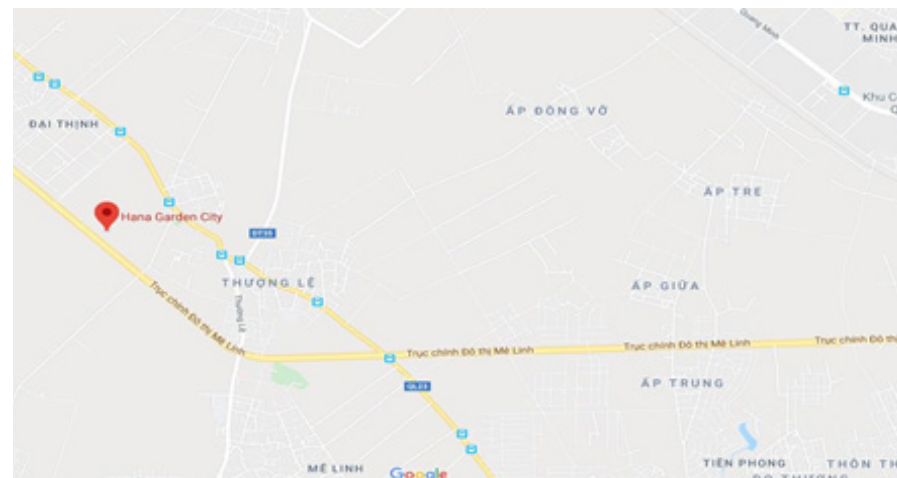




# CEOHOMES HANA GARDEN

CEOHOMES Hana Garden urban area has a scale of 20.3 hectares located in Dai Thinh - Me Linh - Van Khe, Me Linh, Hanoi, next to the new administrative center of Me Linh district. Inspired by the famous Central Park in New York, USA, CEOHOMES Hana Garden is oriented to become a livable green urban area, which harmoniously combines the bustling life of the city with the nature lifestyle.

The project consists of 3 subdivisions: Hoang Lan, Hoang Yen, Ngoc Lan, with various types of products, including villa, semi-detached villa, commercial townhouses, apartments, mixed-use office building, social housing are developed synchronized, modernity, and integrated multi-utilities. Located in a prime location in Me Linh, CEOHOMES Hana Garden is a pioneering project to unlock the potential of the North Hanoi area, contributing to changing the scene of Me Linh district, upgrading social infrastructure, opening a new high-class, ideally life and near the nature.



# RIVER SILK CITY



Located at the Eastern gateway of Phu Ly city, Ha Nam province, 50km far from Hanoi capital, River Silk City is an urban area project was built follow the model of a satellite city of Hanoi capital with luxurious and modern architecture, the complex works and service are fully convenient and reach international standard.

River Silk City has an area of 126 hectares divided into two zones (Northern Chau Giang and South Chau Giang); nearly 3,000 villas, townhouses, semi-detached villa; The estimated population size is 19,000 people. The urban area is planned into an overall functional space, modern infrastructure, and worthy utilities, providing residents with a high standard living environment, including: Townhouses; Commercial townhouses; Commercial and service Zone; Eco-villa area; Adjacent houses; Amusement Parks; High-rise complex Zone. All promise to create a romantic city with modern breath and style, a fresh living environment, close to nature, true to the name "River Silk City - Prosperous Community".

The project has completed and handed over to customers the products in phase 1,2,3 and now is currently implementing legal procedures of phase 4,5,6.





# SONASEA VAN ĐON HARBOR CITY



Sonasea Van Don Harbor City resort tourism complex is located in Ha Long commune, Van Don district, Quang Ninh province - an area with extremely beautiful terrain with a beach stretching 2.2km. The terrain gradually rises from 10m to 375m (hill top) overlooking Bai Tu Long Bay, which is convenient for building a 5-star resort.

The natural beauty, rich history and unique cultural features of Van Don are an endless inspiration source for Sonasea Harbor City Van Don to inherit, bringing the most quintessential features into architectural design.

The resort complex includes high-class products, services and facilities:  
- International hotel, Condotel resort apartments, coastal resort villas and international convention center. - A series of 5-storey commercial townhouses

and high-rise mixed buildings located next to the crowded commercial port area. - High-class villas include sea-view villas and mountainside villas. - Forest Park - a place to preserve the wild features of Van Don's nature with a diverse flora and fauna. - Complex of services, complex works of entertainment, unique cultural experiences. - The first modern tourist marina in the North of Vietnam, with international standard quality and service.

On 26<sup>th</sup> October, 2021, the Event SNEAK PEAK DEFINED HOMELIDAY PRODUCTS, ANNOUNCING INFORMATION OF WYNDHAM GARDEN SONASEA VAN DON PROJECT was launched explosively with more than 700 Sales attendees and 13 Agents and Strategic Alliances. The project started accepting bookings from 26<sup>th</sup> October for 182 beach villa products with an area of 120m<sup>2</sup> - 500m<sup>2</sup> (Shop Villas, Garden View Villas, Ocean View Villas, Beach Front Villas)

## PROGRESS

- Completed the basic technical infrastructure of phase 1
- Completed of construction and has been implementing to hand over to customers of Singapore Shoptel subdivision



- Preparing to deploy the Bali-style beach villa area managed by international brand Wyndham Garden Sonasea Van Don.



- Completed and ready to use the Sonasea Long Beach beach area

### 01. INTERNAL ACTIVITIES

Organize activities towards the 20<sup>th</sup> anniversary of the founding of CEO Group



**19** giải thưởng với tổng giá trị hơn **30.000.000 VNĐ**

**Tự hào MÀU ÁO CEOGROUP**

**NỘI DUNG CUỘC THI**

- Những kỷ niệm đáng nhớ, ấn tượng, đầy tự hào tại Tập đoàn CEO;
- Những cảm xúc, cảm nghĩ cá nhân về Tập đoàn, Ban Lãnh đạo hoặc đồng nghiệp tại Tập đoàn CEO;
- Những câu chuyện về tầm gương tiêu biểu tại Tập đoàn CEO;

**HÌNH THỨC THỂ HIỆN: KHÔNG GIỚI HẠN**

VIẾT, VẼ, CHỤP ẢNH, SÁNG TẠC NHẠC, LÀN PHUY

Thời hạn nộp bài dự thi: **Đến hết 31/8/2021**  
 Địa chỉ nhận bài dự thi: [bantruyenthong@ceogroup.com.vn](mailto:bantruyenthong@ceogroup.com.vn)  
 Chi tiết cuộc thi truy cập: Website <http://ceogroup.com.vn> hoặc quét mã QR.

**CEOGROUP\_20**  
Cuộc đua Hashtag

Gọi **VOTE** ngay – QUÀ liên tay

01 Giải Nhất 3.000.000 VNĐ	01 Giải Nhì 2.000.000 VNĐ	01 Giải Ba 1.000.000 VNĐ	05 Giải Khuyến khích 500.000 VNĐ
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Sử dụng Facebook cá nhân đăng tải bài đăng/ảnh ảnh/clip/ video ngắn chia sẻ cảm nghĩ về CEO Group gắn kèm từ hashtag #CEOgroup\_20 để được tính điểm.

Từ ngày 1 - 22/8/2021: Thi sinh đăng tải và kêu gọi bình chọn cho bài dự thi.

Từ ngày 23/8 - 24/8/2021: Thúc tiến cấp như kết quả bài dự thi để loại bình chọn của nhà vào group CEO Family để BTC tặng huy chương.

Tham gia ngay group CEO Family để **HÀM CẾC** nhận thông tin liên lạc  
<https://www.facebook.com/groups/ceogroupfamily>

Chi tiết cuộc thi truy cập: Website <http://ceogroup.com.vn>

**SHARK TANK CEO**

Cuộc thi đề xuất sáng kiến **KHÔNG THỂ BỎ LỠ**

**13 giải thưởng SIÊU HẤP DẪN**

**1** sáng kiến  
**2** giải thưởng với tiêu chí **CỰC ĐƠN GIẢN\***

Deal thưởng trực tiếp và SHARK nhận quyền lợi **KHÔNG GIỚI HẠN\***

Thời hạn nộp bài dự thi **Đến hết 31/8/2021**

Địa chỉ nhận bài dự thi qua mail: [bantruyenthong@ceogroup.com.vn](mailto:bantruyenthong@ceogroup.com.vn)  
 hoặc trực tiếp tại Ban Truyền thông Tập đoàn CEO (tầng 5, Tháp CEO)  
 Chi tiết cuộc thi truy cập: Website <http://ceogroup.com.vn> hoặc quét mã QR.

**CEO CHALLENGE 15 DAYS!**  
1/8/2021 - 15/8/2021

**#PLANK**

Vượt qua thử thách – Nhận quà cực oách

Mỗi ngày, thi sinh ghi lại video quá trình luyện tập và cập nhật tới đa 02 video qua trình luyện tập tốt nhất trên file driver do Ban tổ chức cung cấp.

Ban Tổ chức sẽ tổng hợp số liệu và tấn suất tham dự của thi sinh trong tổng 15 ngày làm căn cứ xét duyệt thưởng.

Đăng ký dự thi ngay trước ngày 31/7/2021 để được cấp ô dù hiệu driver hoặc kèm hồ trợ tiếp Ban Truyền thông qua email [bantruyenthong@ceogroup.com.vn](mailto:bantruyenthong@ceogroup.com.vn)

**10 GIẢI THƯỞNG VỚI GIÁ TRỊ 10.000.000 VNĐ**

Chi tiết cuộc thi truy cập Website <http://ceogroup.com.vn>

## 02. COMMUNITY ACTIVITIES



- On 13<sup>th</sup> August, 2021, General Director Mr. Doan Van Minh represented for CEO Group to donate 10 billion Dong for Covid-19 Vaccine Fund through Vietnam Fatherland Front.



- In September, 2021, CEO Group organized giving gifts and supported necessities for more than 170 workers stuck in Hanoi and Quang Ninh province because of Covid-19 epidemic.



- On 31<sup>st</sup> August, 2021, Mr. Ta Van To – Permanent Deputy General Director, on behalf of CEO Group presented for Nam Tu Liem District many medical equipments for the prevention and control of Covid-19 including: 250 protective suits, 2,500 N95 masks and 200 boxes of medical gloves with total value equivalent to more than 100 million Dong.



- On 27<sup>th</sup> September, 2021, Mr. Tran Trung Ket – Deputy General Director of CEO Phu Quoc was on behalf of CEO Group to present the Steering Committee for Covid-19 prevention and control of Phu Quoc City (Kien Giang province) 10,000 atigen rapid test kits.

### 03. REWARDS



## TOP 500 LARGEST VIETNAMESE ENTERPRISES IN 2020

TOP 10 VIETNAM PROPERTY DEVELOPERS;  
BEST WESTERN PREMIER SONASEA PHU QUOC WAS ONE OF THE

TOP 10 BEST RESORT PROJECTS IN 2020;

5-STAR NOVOTEL PHU QUOC RESORT HAS WON  
2021 HAUTE GRANDEUR GLOBAL AWARDS IN 2 CATEGORIES:

- BEST BEACH RESORT (VIETNAM) AND
- BEST RESORT SERVICE (VIETNAM)

Sonasea Van Don Harbor City has been one of Top 10 of the most outstanding and attractive real estate projects & Top 10 potential real estate resort projects in 2021





#### CONTACT INFORMATION

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