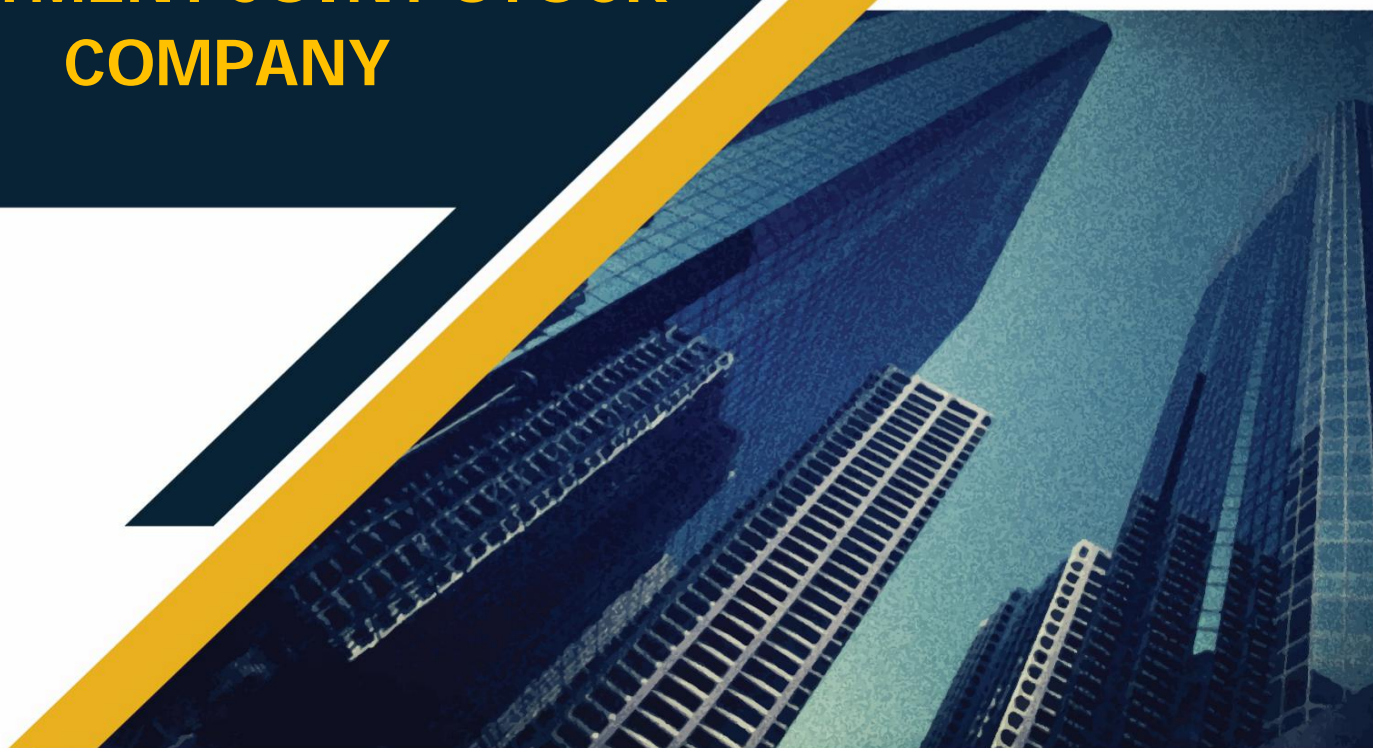




CTCP BẤT ĐỘNG SẢN & ĐẦU TƯ **VRC**

# **VRC REAL ESTATE AND INVESTMENT JOINT STOCK COMPANY**



Tháng 7 -2019

## I. COMPANY PROFILE

### 1. Introduction

Vietnamese name: **CÔNG TY CỔ PHẦN BẤT ĐỘNG SẢN VÀ ĐẦU TƯ VRC**

English name: VRC Real Estate and Investment Joint Stock Company

Symbol: VRC

Stock code: VRC

Official logo:



CTCP BẤT ĐỘNG SẢN & ĐẦU TƯ VRC

Charter capital: 500.000.000.000 Dong

Headquarter: Floor 20<sup>th</sup>, Sunny Tower, 259 Tran Hung Dao Street, Co Giang Ward, District 1, Ho Chi Minh City

Telephone: 0283.8375.572 Fax: 0283.8375.571

Email: *hotline@vrc.com.vn*

Website: *vrc.com.vn*

Certificate of Business registration: No 3500101523 was issued the first time in October 20, 2005 by the Department of Planning and Investment of Ba Ria - Vung Tau, and was amended the 14<sup>th</sup> on 20/12/2017

Main business sectors: Real estate business; financial investment; M&A.

No. employees: 25

### 2. History of development

#### 2.1 Summary of history

VRC Real Estate and Investment joint stock company, formerly known as Vung Tau- Con Dao Special Contruction Enterprise was established in August 1980. This is one of the earliest contruction enterprises in Ba Ria- Vung Tau Province. In 19/12/1992, company changed the name to Ba Ria- Vung Tau Invesment and Contruction Company.

In 13/06/2005, the company was stockpiled according to Decision No. 1816 QD-UB of People's Committee of Ba Ria-Vung Tau Province with the name Ba Ria- Vung Tau Contructrion Joint Stock Company. In 09/01/2008, company was renamed as Vung Tau Contruction and Real Estate Company.

In 19/07/2010, Company was registered for listing on Ho Chi Minh Stock Exchange (HOSE) with stock code VRC.

In 2011, VRC increased charter capital to 145.047.620.000 Dong.

In 26/04/2017, Company was renamed again as VRC Real Estate and Investment Joint Stock Company with orientation of concentrating on Real estate and Investment. Company also increased charter capital to 500 billion Dong in 2017. Besides that, Company established and owned 100% of VRC Saigon Co., Ltd to deploy Babylon Garden Apartment Project in District 7, Ho Chi Minh City, and invested 66.06% of charter capital of ADEC Joint Stock Company.

In June 2018, VRC relocated headquarter from Vung Tau to Ho Chi Minh City.

In December 2018, VRC invested in My Xuan Ship Building and Port-service Joint Stock Company with 49% charter capital.

## 2.2 Achievements and Rewards

For 40 years establishment and development, VRC Real Estate and Investment JSC is one the pioneers in the field of construction and real estate project development in Ba Ria- Vung Tau Province.

Company has been awarded with many noble titles, medals and certificates of merit by Party, Government, Ministries and Departments like:

- Gold medals in Vietnam High Quality Construction of Construction and Construction Trade Union Ministry in 1991 and 1997.
- In 2008, VRC Real Estate and Investment JSC was the top 200 Enterprises, which were awarded "2008 Vietnamese Gold Star Award" and Certificate of merit of National Committee for International Economic Cooperation. Also in this year, the Central Committee of Vietnamese Young Business Association awarded VRC with the "Gold Star of South East Vietnam 2008".
- Company was voted as the prerepresentative Brand of Contruction 2011 by customers.



Giải thưởng Sao Vàng Đất Việt 2008



Bằng khen thành tích xuất sắc về công tác ATVSLĐ năm 2009





TOP 200 doanh nghiệp đạt giải thưởng "SAO VÀNG ĐẤT VIỆT 2008"



Giải thưởng Sao Vàng Đông Nam Bộ 2008



Năm 2011 đạt danh hiệu thương hiệu tiêu biểu ngành xây dựng.

### 3. Information of Subsidiary/ Affiliated Companies

#### 3.1 VRC Saigon Real Estate Joint Stock Company:

**VRC Saigon Real Estate JSC**, formerly known as VRC Saigon Real Estate Co., Ltd, was established in June 2017 with Certificate of Business registration No 0314423020, was issued on by Department of Planning and Investment Ho Chi Minh City on 02/06/2017 and was amended 15<sup>th</sup> on 29/06/2018.

- Address: Floor 20<sup>th</sup>, Sunny Tower, 259 Tran Hung Dao Street, Ward Co Giang, District 1, HCMC
- Charter capital: 310.000.000.000 Dong.
- Main business sectors: Real estate investment and development.
- Deploying project: Babylon Garden Residential Area in ward Phu Thuan, district 7

#### 3.2 ADEC Joint Stock Company:

ADEC JSC is equitized from Construction and Architecture ADC owned by government. The company works with Certificate of Business Registration No 0300515472, was issued by Department of Planning and Investment Ho Chi Minh City on 07/04/2005 and was amended 14<sup>rd</sup> on 27/12/2018.

- Address: Floor 20<sup>th</sup>, Sunny Tower, 259 Tran Hung Dao Street, Co Giang Ward, District 1, HCMC
- Charter capital : 371.363.290.000 Dong
- Main business sector: Real Estate Development
- Deploying projects:
  - Phu My ward Residential area, District 7 Project
  - ADC Long An Residential area Project
  - Nha Be New Urban Project

#### 3.3 My Xuan Ship Building and Port-Service Joint Stock Company

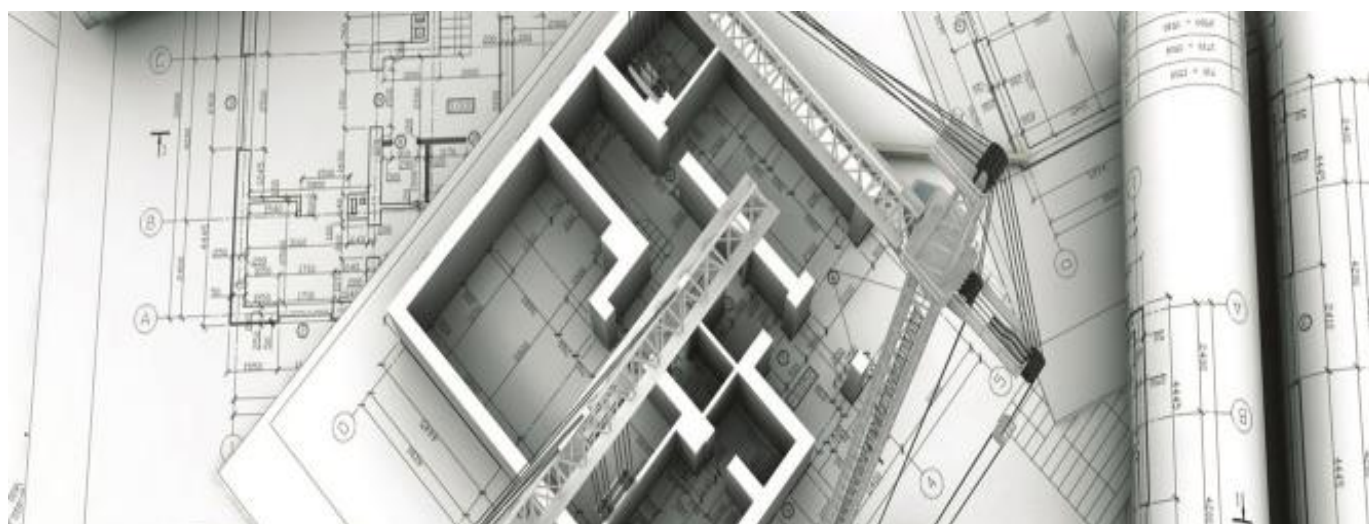
- Address: 54 Vo Thi Sau Street, Ward 2, Vung Tau City, Ba Ria- Vung Tau Province
- Charter capital: 180.000.000.000 Dong
- The company works with Certificate of Business Registration, was first issued on 01/09/2006, and was amended 11<sup>rd</sup> on 23/08/2018
- Main project: General and Container My Xuan Port

## 4. Business Performance

Unit: Million Dong

	Year 2014	Year 2015	Year 2016	Year 2017	Year 2018
<b>Total Asset</b>	<b>235.638</b>	<b>230.036</b>	<b>255.703</b>	<b>1.017.457</b>	<b>1.419.083</b>
Revenue	44.487	133.274	47.626	81.007	36.964
EBIT	1.560	(5.420)	2.470	99.441	359.623

## 5. Oriented Development



VRC aims to become a dynamic, fast and sustainable economic group in principle: COOPERATION – DEVELOPMENT – SUSTAINABILITY. We focus on investment, development of potential real estate projects; Looking for M & A opportunities for businesses, breakthroughs that create sustainable values for the society. To achieve the above objectives, we set out the key tasks for 2016-2020 as follows:

1. Enterprise innovation, innovative thinking
2. Develop human resources, strengthen the management
3. Promote professional investment activities, the effectiveness
4. Do your best in every job, every project and investment project
5. Use the capital effectively
6. Increase value for shareholders, customers and partners

## II. EXPERIENCE AND CAPACITY

### 1. List of project

#### 1.1 Typical projects company has contracted to construct

- Administration Center of Ba Ria- Vung Tau Province
- Intourco Hotel and Restaurant
- Green Hotel
- Office building of BIDV Bank
- Sammy Hotel
- Southern Seafood Breeds Center
- Craft Supermarket Vung Tau
- 800 seats hall of the Oil and Gas Viet Xo
- BR-VT Capital Department
- BR-VT Investment Department
- BR-VT Statistic Department
- Le Quy Don High School, BR-VT
- Long Toan Nursery School
- CORA Supermarket, Dong Nai Province
- Con Dao Fishing Port, Dong Nai Province

#### 1.2 Typical projects company has been investor

- Thuy Van beach project, Vung Tau city
- 52G Ward 10 Vung Tau City Project
- Commercial Center Tan Thanh
- High-class 16 Floors Apartment 145 Phan Chu Trinh
- High-class 22 Floors Apartment Thuy Van, Vung Tau
- Hotel complex- 22 floors Apartment- 172 Hoang Hoa Tham
- Residential complex area project, district 7
- ...



### 1.3 Pictures of projects



#### Office Building of BIDV Bank

Investor: Vung Tau BIDV Bank

Execution time: 2004



#### Hotel-Apartment Complex Hoang Hoa Tham

is located in the center of Bai Sau on Hoang Hoa Tham Street. The project is the complex of the four-star luxury hotel with 108 rooms and the high-class building with 234 apartments.

- Address: 172 Hoàng Hoa Thám, Ward 2, Vung Tau City
- Land area: 4.060 m<sup>2</sup>
- Total floor area: 36.732 m<sup>2</sup>
- No of floor: 23 floors
- Total investment: 472 billion Dong
- Progress: Finished.





With 6.2 ha total land area, **Tan Thanh district's commercial center** located in front of National Highway 51, in Phu My town, Tan Thanh district, BR-VT province. The project combines shopping centers, fresh markets with residential areas and houses.

- Land area: 6.2 ha is allocated as follow:
  - + Residential land: 1.6 ha (04 blocks with 115 houses, 01 block with 6.5 apartments with 136 apartments;
  - + Land for trade centers and fresh markets 1.4 ha
  - + Land for traffic, green trees, yards: 3.2 ha
- Population: 1.000 people
- Total investment capital: 220,5 billion Dong



**16 Floor Apartment Phan Chu Trinh** is located on an area of 1.124m<sup>2</sup>. The project has been completed and put into use since 2008.

- Address: 145 Phan Chu Trinh, ward 2, Vung Tau City
- Land area: 1,124 m<sup>2</sup>
- Total floor area 8,640 m<sup>2</sup>
- No of floor: 16 floors (01 basement, 02 service floors, 14 residential floors with 84 apartments)
- Total investment capital : 115 billion Dong



**22 floors Bai Sau Apartment** was built on the land area of 2,236m<sup>2</sup>. The project has been completed and put into use.

- Address: Thuy Van Street, Vung Tau City
- Completed date: 25/09/2011
- Scale: 207 apartments, 02 floors of hotel.
- Total Floor Area: 28,779.1m<sup>2</sup>
- Total investment capital : 250 billion Dong.



### **Vung Tau Craft Supermarket project**

Investor: People's Committee of BR-VT Province

Project value: 21 billion Dong

Execution time: 2008 – 2009



### **Green Hotel**

Investor: General Corporation of the Army

Project value: 18.69 billion Dong

Execution time: 2010





**The Sammy Hotel Vung Tau** was recognized by the Ministry of Construction - Vietnam Construction Workers' Union as a high quality project and awarded the gold medal for quality Standard: 4-star hotel

Investor: Hong Kong - Việt Nam joint venture

Address: Thuy Van Street, Vung Tau City

No of rooms: 119 rooms



### **Administration Center of Ba Ria Vung Tau Province**

Investor: Department of Construction of Ba Ria - Vung Tau Province

Project value: 115 billion Dong

Execution time: 2011



### **Intourco Hotel and Restaurant**

Investor: Vung Tau International Tourist JSC

Project value: 30 billion Dong

Execution time: 2012



### **Southern Seafood Breeds Center**

Investor: Ministry of Agriculture and Rural Development

Zone: Zone A+ Zone B

Execution time: 2012

## 2. Deploying project

### BABYLON GARDEN RESIDENTIAL AREA PROJECT PHU THUAN WARD, DISTRICT 7

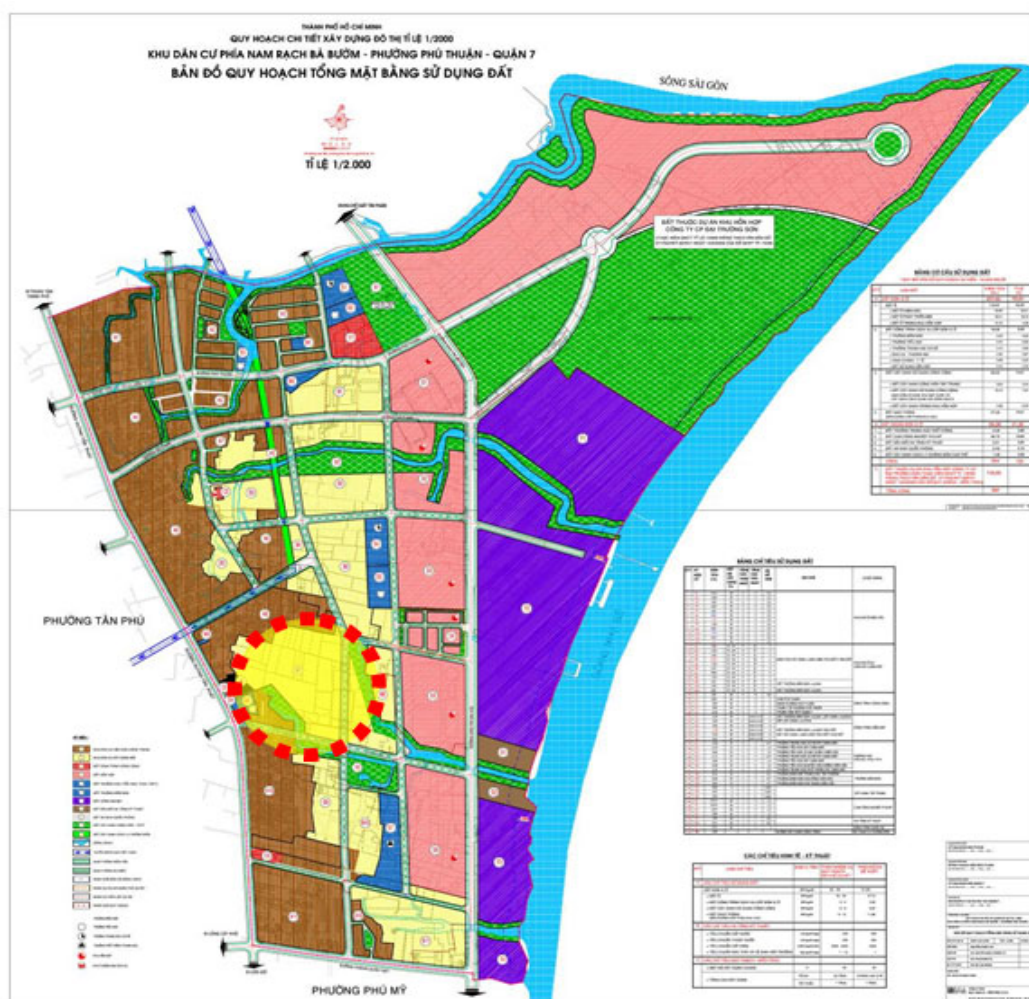
Investor: VRC Saigon Real Estate JSC

#### LOCATION:

The project is located in Phu Thuan ward, district 7 and the boundary is defined as follow:

- + Eastern: adjacent to branch 3 of Cay Me canal
- + Western: adjacent to existing residential area
- + Southern: adjacent to residential area project of Hacota Company
- + Northern: adjacent to existing residential area and the 24m wide planning road

The project is located in the center of District 7 in the residential area of Saigon South. Residents will take only 5-10 minutes to go to the People's Committee District 7, Phu My Hung urban area, RMIT International University, International School of Canada, FV Hospital, Red Nose park, Saigon Exhibition Center, Phu My Bridge...



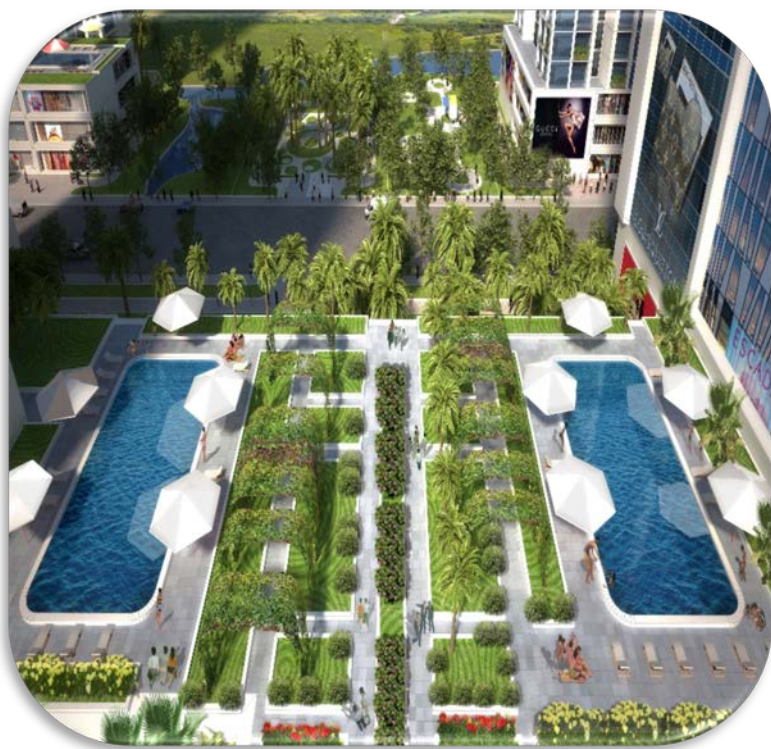




#### PROJECT SCALE:

- Land Area: 50,256 m<sup>2</sup>
- Construction density: 40 - 43%
- Progress: Completed the compensation and 100% clearance.
- The project includes the following functions:
  - + Residential area: Apartments
  - + School and public service area
  - + Administration
  - + Trade Center and entertainment area
  - + Green park
  - + Parking basement







## Investor: ADEC JSC

The project is located in front of 15B Street (Nguyen Luong Bang Street), 48m wide.



## PROJECT SCALE:

- Area: 79,330 m<sup>2</sup>
- Functional subdivision:
  - + A group of adjacent houses
  - + Garden houses
  - + Villas
  - + Apartment building
  - + School
  - + Green Park





## PROGRESS:

- Completed compensation and clearance
- Completed to build infrastructure of low-rise houses area
- Constructing low-rise houses (total 274 houses), 20-30 units each phase.
- High-rise apartment building: Transfer/ cooperate with partners
- Education area: Transfer/ cooperate with partners









## 2.3 ADEC LONG AN RESIDENTIAL AREA

Investor: ADEC JSC

- Location: In front of Long An Hospital (Zone A), ward 3, Tan An city, Long An province.
- Total land area: 95,621 m<sup>2</sup>
- Functional subdivision:
  - + Residential land: Adjacent houses
  - + Market, Parking Slots
  - + Public land
  - + Land for reserve development
  - + Water treatment area

Progress:

- + People's Committee of Long An province decided to delegate 2.6 ha land area.
- + Completed infrastructure construction and subdivision phase 1 with 172 land units.













## Investor: ADEC JSC

- 
- 4 DISTRICT
- TAN THUAN EXPORT PROCESSING ZONE
- KHU ĐÔ THỊ THỦ THIÊM
- KHU ĐÔ THỊ PHU MY HUNG
- GOLF COURSE PLANNING
- KHU ĐÔ THỊ MÔI GIỚI
- ĐI KHU CÔNG NGHIỆP HIỆP PHƯỚC
- VỊ TRÍ DỰ ÁN
- DỰ ÁN SUNRISE CITY
  - SIÊU THỊ LOTTE
  - ĐẠI HỌC TON DUC THANG
  - ĐẠI HỌC RMIT
  - DỰ ÁN KENTON
  - DỰ ÁN HOANG ANH GIA LAI
  - DỰ ÁN PHU LONG
  - DỰ ÁN PHU HOANG ANH
  - DỰ ÁN SADECO
  - ĐẠI LỘ NGUYỄN VĂN LINH
  - KHU B - DỰ ÁN PHU MY HUNG
  - UBND HUYỆN NHÀ BÈ





## 2.5 GENERAL AND CONTAINER MY XUAN PORT

### Investor: My Xuan Ship Building and Port-service Joint Stock Company

- Location: Left bank of Thi Vai river, My Xuan commune, Tan Thanh district, BR - VT province
  - + Northern: adjacent to Port route with a length of 739m;
  - + Southern: adjacent to Thi Vai River with a length of 800m;
  - + Western: adjacent to Vinalines Ship Building Factory with a length of 655m;
  - + Eastern: adjacent to General My Xuan Port with a length of 655m;
- Capacity: the port can receive general ships, container ships **with 50.000-80.000 DWT**, and the throughput capacity of the port is **10-12 million tan per year** (2.5 million ton of bulk cargo per year and 800.000 TEUs per year)
- Purpose: Loading and unloading general cargos and containers.
- Area: **50.3ha**, be able to expand **20-30ha** for port and **100ha** for industrial zone.
- Contract term: **50 years** since Certificate of Business Registration was first issued on 01/09/2006
- Progress: Completed compensation and area clearance, implemented mine clearance, prepare to level the ground of the project.

