

API - NEWSLETTER

3rd Quarter – 2017

OPERATING ACTIVITIES

PROJECT PROGRESS

APEC ROYAL PARK HUE

By the end of the 3rd Quarter of 2017, Royal Park Hue has constructed 80% of the infrastructure of Phase 1 (11.6 ha). Our aim in Q4/2017 is to complete the entire infrastructure of Phase 1 in order to promote sales in Q4/2017 and Q1/2018. Meanwhile, 50 villas and shop houses have been finished the civil works. They are expected to be handed over to customers in Q4/2017. On 15 August 2017, Royal Park Hue officially opened its service area including swimming pool, gym and sauna. The event captured the attention of Hue's people and brought hundreds of local residents and customers to the project every day.

Currently, we are urgently preparing for the inauguration of the first apartment building – **Sakura Tower** in Q1/2018. Sakura tower is going to provide nearly 250 high-class apartments, targeting to middle-class customers and young families in Hue City who wish to experience a comfortable and modern lifestyle.

SALES

By the end of October 2017, APEC Hue sold out 74 houses which generated a total revenue of VND 140 billion. The cash-in amount from the sold-out items has reached VND 60 billion, doubling the Q2/2017's figure.



APEC ROYAL PARK BAC NINH

The project has completed its rough construction and MEP works, marking by its roofing ceremony held on 12 August 2017. At present, we are trying our best to implement its finishing work to meet the highest quality and the safest standards. Especially, the Diamond Tower, which is going to be operated under the condo-hotel model, is being designed and supervised with 5-star standard. There is going to a chain of high-class services such as Gym, Spa, Restaurant, Swimming pool.... The project is being monitored rigidly by APAVE supervision consultancy agency, ensuring the schedule of apartment handover in Q4/2017 and Q1/2018.

In September 2017, APEC Bac Ninh – the owner of the project, signed a cooperation agreement with HG Hospitality, a leading hotel management company in Vietnam for the purpose of ensuring the 5* service quality of the hotel. Right now, we are making our best effort every day to prepare for the grand opening of the hotel in the first quarter of 2018.

SALES

By the end of October 2017, sales of Royal Park Bac Ninh has reached 93% of total apartments with the value of VND 872 billion. The cash inflow to the company has been VND 533 billion so far.



APEC DA HOI

In the 3rd quarter of 2017, the first phase (19.5ha) of the Da Hoi project continued to be urgently completed its infrastructure system including roads, lighting and hard electricity system, clean water system as well as project landscape. The project is expected to be completed its entire phase 1 (19.5ha) in Q4/2017.

The service area was officially opened on 01 August 2017 drawing attention of all Da Hoi people. So far, 10 customers have completed their construction and moved their to live and produce in the project. Da Hoi is gradually transforming and proving itself to be a new green urban area with open space and entertainment facilities, thoroughly solving environmental problems for local residents.

SALES

In July 2017, 26 new lots of land have been put for sale. The average area of a lot is 500 m2. By the end of Q3, the number of sold items was 10, bringing in revenue of VND 23 billion and increasing the total revenue of Da Hoi in 2017 up to VND 103 billion.



CORPORATE ANNOUNCEMENT

A periodic BOD meeting was successfully held in Q3/2017. One of the important solutions made by the meeting was the detailed plan of ESOP in 2017. There will be 1,770,000 shares to be distributed to the company employees in Q4/2017 under this plan.



CONSOLIDATED INCOME STATEMENT FOR NINE-MONTH PERIOD ENDED 30 SEPTEMBER 2017

Unit: VND

ITEMS	NINE-MONTH PERIOD ENDED 30/09/17	NINE-MONTH PERIOD ENDED 30/09/16
Revenue from operating activities	128,732,369,585	44,492,037,248
In which: - Revenue from real estate segment	126,899,113,197	8,020,632,054
Cost of goods sold and services rendered	77,374,479,125	38,215,160,276
Gross profit from operating activities	51,357,890,460	6,276,876,972
Financial income	3,978,066,530	2,642,128,854
Financial expenses	1,937,369,243	637,563,966
Profit/(Loss) from associates	942,029,327	-
Selling expense	170,700,468	-
GA expense	9,709,481,987	7,030,680,350
Net profit from operating	44,460,434,619	1,250,761,510
Other profit/(loss)	51,822,443	60,923,978
Profit before tax	44,512,257,062	1,311,685,488
CIT expense	10,374,694,643	765,100,613
Profit after tax	34,137,562,419	546,584,875
EPS	938	15

CONTACT**(Ms) Nguyen Thi Ngoc Van**

Phone: 098 3767525

IR Department
bodsecretary@apec.com.vn**(Ms) Tran Thi Dat**

Phone: 090 474748

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