

HCMC, 22 April 2017

BUSINESS PLAN AND KEY TARGETS 2017, PROFIT DISTRIBUTION PLAN 2017

To: Shareholders Meeting of Nam Long Investment Corporation

On behalf of the Board of Management, I would like to present the Business Plan 2017, the Profit Distribution Plan 2017 as follows:

I. Business Plan 2017:

After analyzing the market trends and the Company's resources, the Management would like to propose the Business Plan 2017 with programs and objectives as follows:

1. Fundamentals

- Complete the development and handover of current projects (Ehome 3 – Block A, Fuji Residences, Ehome S – Phu Huu, Kikyo Valora, Camellia Garden and Dalia Garden)
- Successfully launch Kikyo Residence, the Greenhill, Mizuki Park (Nguyen Son) and Hoang Nam
- Secure the investors for Hoang Nam and Long An project.
- Strengthen Marketing&Sales – Focus on strategies of Valora product (50% revenue)
- Focus on developing and expanding commercial properties sector to generate the stable revenue and income in future.

2. Value creation

- Continuously strengthen Group Management via Group Centralization focusing on HR, Finance and Investment.
- Standardize operating procedures (SOPs) as well as implement a new integrated IT system.

3. Growth

- Develop new land bank in 2017 to successfully launch 1,500 units of apartments and 400 units of villa in 2018/2019
- Explore business relationships with NLG strategic partners
- Continue to enhance NLG share price and liquidity
- Prepare the roadmap to become \$1 billion company by 2020



II. Key Targets 2017 and Profit Distribution Plan 2017

After analyzing the market trends and the Company's resources, the Management would like to propose the Business Plan 2017 with key targets as follows:

1. Target Revenue and Profit

Bil VND

No	Objectives	BP 2017	% vs 2016
1	Net revenue	3,562	41%
2	Profit after tax	655	69%
3	Net profit after minority interests	503	46%

2. Profit Distribution Plan 2017:

Bil VND

No	Items	Year 2017
1	Net profit to company's shareholders	503
2	Appropriation	
	- Appropriation to Bonus fund (5%)	25
	- Appropriation to Welfare fund (2%)	10
3	Profit after appropriation	468
4	- Cash dividend 5% (Based on share capital amount 1,421,145,100,000)	71
5	- Stock dividend 15% (Based on share capital amount 1,421,145,100,000)	213
6	Retained earnings 2017	183

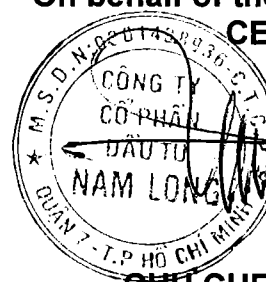
Dividend proposal for 2017:

- 2017 dividend is planned 5%/par value by cash and 15%/par value by stocks equivalent to 57% of profit after tax for parent's shareholders 2017
- Dividend 2017 shall be executed as below:
 - 1st payment: 2.5% cash dividend advance, equivalent to VND35.5 Bil; plan to pay in Quarter 4.2017
 - 2nd payment: 2.5% cash dividend payment and 15% stock dividend plan will execute in Quarter 2. 2018 after AGM 2018's approval.

Total dividend plan: **VND 284 bil**

Respectfully submitted,

On behalf of the Management
CEO



CHU CHEE KWANG