



## CORONAVIRUS

Currently, Coronavirus is a serious problem, has a strong global influence, and it is also one of the primary concerns around the world.

In Vietnam, the Government has made great efforts on controlling the spread of coronavirus. As of April 5, Vietnam recorded only a total of 240 coronavirus infections, of which no deaths and nearly half of complete recoveries. However, Vietnamese Government is not subjective and continues to tightly control this disease. On April 1st, Vietnamese Government issued a law on "social distancing and self-isolation". This is not a blockade, all economic activities are still operating normally. The meaning of this law is to require all people to limit going out, direct contact and just going to work, shopping for really necessary demands.

### OVERALL

The Covid-19 pandemic is affecting all people and businesses around the world. The most heavily affected business sectors include aviation, manufacturing, hotels, resorts, etc.

For TCH, the company does not have any operations and products which are directly affected. Therefore, TCH has maintained stable all business activities. Specifically, the company has divided personnel into 02 groups and worked in rotation benevolently to ensure system safety. Sales operations of US trucks and real estate are conducted online for current time. Construction activities at the real estate projects of company are still taking place but at a limited scale and speed to ensure safety.

The company will publish the positive financial statements of for 4Q19 and FY2019 in the end of this April.

### OUTSTANDING ACTIVITIES



On March 25, 2020, Hoang Huy has been officially approved by Hai Phong City to become the investor for a social housing project in An Dong commune. This is a construction project on an area of 30,593.5 m<sup>2</sup>, total investment is VND 646.6 billion. The main goal of the project is to build social housing for sale, contributing to meet the increasing demand for social housing in Hai Phong City.

Hoang Huy has previously successfully implemented the Pruksa Town project with a scale of 20.6 ha. This is a very successful real estate project of the company with a reasonable planning, many utilities for thousands of apartments with affordable prices for low-income people in the city.



TCH has now sold out products in two projects Gold Tower in Hanoi Capital and Hoang Huy Mall in Hai Phong City and also collected 60% of products value.

The company currently only has to complete constructing and handing over to the customers. The expected time for handing over is in July this year, then the company will account the majority of profits for these two projects. TCH is preparing to start 2 projects Hoang Huy Commerce and Hoang Huy Grand Tower in up-coming time.

### POST-COVID-19 STRATEGIES

With the advantage of plentiful land bank, TCH will allocate and design products more in line with the demands of the housing market in the post-covid-19 context. Specifically, the company is planning to implement more small & medium-sized houses / apartments, providing utilities to meet potential customers especially for middle-income people. This will be a key strategy to stabilize the growth of revenue and profits of TCH. TCH is researching to build an application for online marketing and sale of real estate product.

With powerful financial potential, no net debt and a list of potential projects, TCH determined that current context is a golden opportunity for the company to grow strongly after the covid-19 epidemic was controlled and finished.