



PDR NEWSLETTER

Q3/2018



1 PDR HIGHLIGHT NEWS

- ◆ Top 3rd listed companies for the best IR performance in 2018 (Mid - Cap category).
- ◆ 14th anniversary of the company.

2 REAL ESTATE MARKET NEWS

2.1 | Apartment on HCMC market: limited new supply

- 10 projects will be launched of next phases and 14 new projects will be provided 7,700 units for apartment market.
- The amount of transaction of the whole market is decreased 30% QoQ and 13% YoY. Those trades of A grade apartments increasing in 58% QoQ.

2.2 | Office on HCMC market: strong performance

- The total GFA of the office remain approximately 1.8 million/sqm, increasing 1% QoQ and 6% YoY.
- The overall performance is continued to improve, the office rental is grew up 3% QoQ and 7% YoY. The rental prices of all the grade is up, especially A grade office.

2.3 | Villa/Townhouse market at HCMC: scarce supply

- Approximately 650 units of small-scale projects are on sale. These transactions decreased 66% QoQ and 67% YoY due to scarce supply.
 - The primary land lot supply had high absorption rate at 64%. Suburban districts took the lead in the field due to low investment entry.

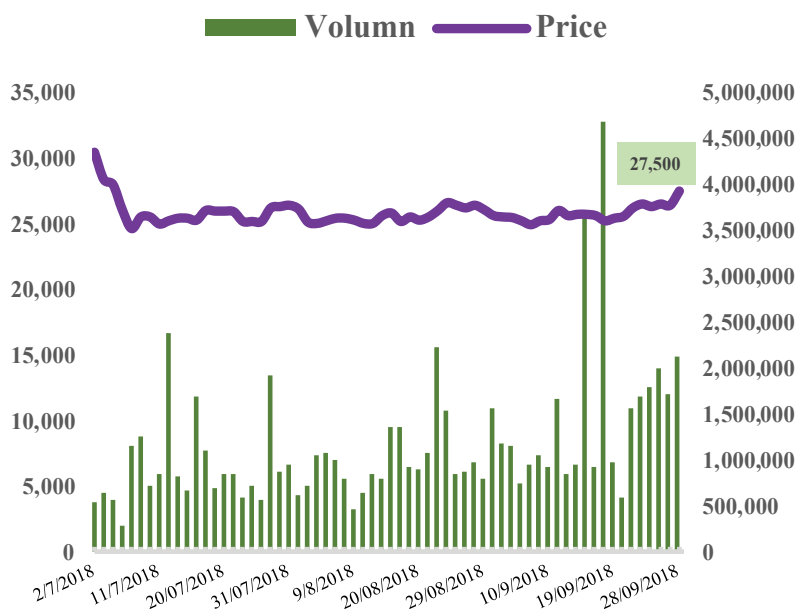
Source: Q3/2018 - Savills

STOCK INFORMATION

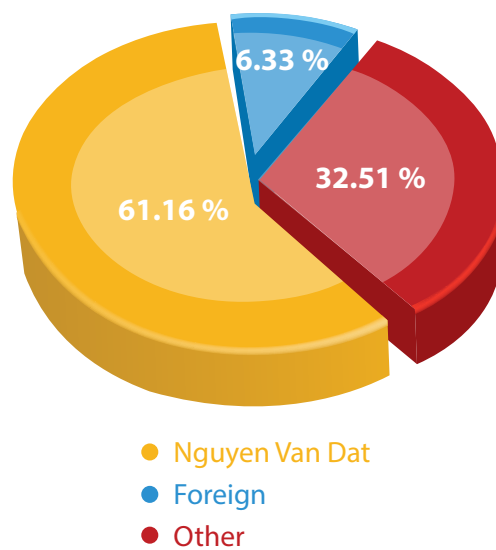
28 th Sept, 2018	Unit	PDR
Price	VND	27,500
Price range	VND	24,600 – 30,500
Monthly average trading volume	Share	1,416,341
Quarterly average trading volume	Share	1,144,200
EPS 2017	VND	1,982
Book value 2017	VND	12,734
P/E 2017	Lần	12,9
Market capitalization	Bil VND	7,326
Charter capital	Bil VND	2,664
Outstanding shares		266,389,007
Foreign ownership rate		49%
Free float rate		40%
Stock dividend		

Source: Vietstock.vn

STOCK CHART



SHAREHOLDER STRUCTURE



Source: September, 2018



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CONSTRUCTION PROGRESS



MILLENNIUM PROJECT

The hand over completed 88% apartment and preparing to set up children's playground.

Location: District 4, HCMC
Site area: 7,328 sqm
Products : 653 luxury apartments, 387 office-tels, 17 shophouses
Total investment: VND 2,600 bil

PHAT DAT BAU CA RESIDENTIAL PROJECT

Completed 95% of site clearance, 90% of electricity - underground water system, 90% of lightening system, 90% of transportation system, and 80% landscape.

Location: Quang Ngai Province
Site area: ~7,71 ha
Products : 377 land lots
Total investment: VND 300 bil



THE INTERNAL INFRASTRUCTURE CONSTRUCTION PLOT I PROJECT (CO DAI PLOT):

Constructing design is approval by the Ministry of Transportation and the project is prepared for further construction progress.

Location: District 9, HCMC
Site area: ~84,15 ha
Total investment: VND 936,1 bil

REAL ESTATE PROJECTS SUMMARY

No.	Project	Location	Site area	Product	Total investment (Bil VND)	Estimated construction	Status
1	Phat Dat Bau Ca Residential	Quang Ngai	~ 7,71 ha	Land lot	300	Q4/2018	Determining financial obligations
2	Vung Bau eco-tourism plot (Phu Quoc)	Kien Giang	~ 40,6 ha	Hotel, resort	1,727	Q1/2020	Applying for approval of 1/500 master plan
3	Ba Sang island	District 9, HCMC	~ 23,94 ha	Eco-tourism plot combined with entertainment plot	n/a	Q1/2020	Procedures for land allocation are being implemented
4	Bo Bac residential combined urban refurbishment	Quang Ngai	~ 42,17 ha	Land lot, commercial	n/a	Q1/2020	Proposal project
5	Residential village and Ham Ninh Center (Phu Quoc)	Kien Giang	~79,7 ha	Residential plot	4,103	Q1/2021	Applying for approval of 1/500 master plan
6	Handicraft area Ham Ninh (Phu Quoc)	Kien Giang	~59,2 ha	Small- Industrial Clusters	1,006	Q1/2021	Applying for approval of 1/500 master plan
TỔNG CỘNG			~253,32 ha				

BT PROJECTS SUMMARY

No.	Project	Location	Total investment (Bil VND)	Estimated construction	Estimated complete	Status
1	The internal infrastructure construction plot I project (Co Dai plot)	District 9, HCMC	936,1	Q4/2018	Q4/2019	Launching construction
2	Constructing Phan Dinh Phung sport center	District 3, HCMC	1,954	Q4/2018	Q4/2020	Signed investment agreement

DEVELOPMENT ACTIVITIES

I. IR ACTIVITIES



- On 12th July 2018, Mr. Bui Quang Anh Vu – Deputy General Director Investment Department had meeting with analyst team of Mirae Asset Securities (Vietnam) LLC at PDR Office.

- On 28th Sept 2018,

At “ Emerging Vietnam 2018” event was organized by Ho Chi Minh Securities Corporation (HSC), PDR had meeting with Korea Investment Management Fund and PXP Vietnam Asset Management Fund.





II. INTERNAL ACTIVITIES

BUILD UP THE CORPORATE CULTURE

- On 28th July 2018, PDR hold conference for regular labor union conversation. [\(See more\)](#)

- On 7th Sept 2018, PDR celebrated 14th anniversary (2004-2018) in Singapore and established the PhatDat Group with seven subsidiaries. [\(See more\)](#)



WELFARE POLICY

- On 19th Sept 2018, PDR hold an honor ceremony for senior officers.

HUMAN DEVELOPMENT

- On 29th Sept 2018, PDR hold a training program about management system for staffs.



III. EXTERNAL ACTIVITIES

PR AND MARKETING ACTIVITIES



- On 17th July 2018, PDR received the certificate from Chairman of HCMC People's Committee.
(See more)

- On 23rd July 2018, PDR received the certificate from the Minister of Finance.
(See more)

COMMUNITY ACTIVITIES

Total : VND 214,300,300

- The installation of the interior of semi-boarding Tra Xinh Secondary School is sponsored by PDR - Quang Ngai: VND 50,000,000
- Sponsoring 100% 3D bus station design services in HCMC: VND 10,000,000
- Sponsoring the disadvantaged adults in District 7, HCMC: VND 13,300,300
- Sponsoring Phu Hoa Orphanage in Quang Ngai Province: VND 30,000,000
- Sponsoring Mr.Thanh - Quang Ngai Province: VND 60,000,000
- Sponsoring Agent Orange victims in Binh Chanh District, HCMC: VND 51,000,000



EDITORIAL BOARD:

PUBLIC AFFAIRS DEPARTMENT

Contact IR:

Name: NGUYEN THI HUYEN TRAM (Ms.) - Investor Relation Specialist

Email: tram.nguyen@phatdat.com.vn

Tell: (+8428) 3773 2222 - ext 423

PHAT DAT REAL ESTATE DEVELOPMENT CORPORATION


Office: 422 Dao Tri street, Phu Thuan Ward, District 7, HCMC

Tell: (+8428) 3773 2222 - **Fax :** (+8428) 3773 8908

Website: www.phatdat.com.vn

Please Investors/Shareholders see more details at link below:

PDR DISCLOSURE



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