



PHATDAT
CORPORATION
Real Estate Development

BEYOND THE LIMIT



INVESTOR PRESENTATION

NOVEMBER 2021



www.phatdat.com.vn



Stock code: PDR

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CORPORATE OVERVIEW

2

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KEY FINANCIAL INDICATORS



CAGR 51%

PDR targets VND 14,270 million in cumulative profit before tax (PBT) for the period of 2019 - 2023, a CAGR of 51%.

PIONEERING ENTERPRISE

Adapting the motto of developing projects highly compatible with the local development directions, PDR is a pioneering developer in Binh Duong, Binh Dinh and Quang Ngai markets.

LOCAL INSIGHTS

Apart from promoting properties' quality and influence, PDR diversifies its products by types that are well-suited to the specific needs of the majority of investors across the country.

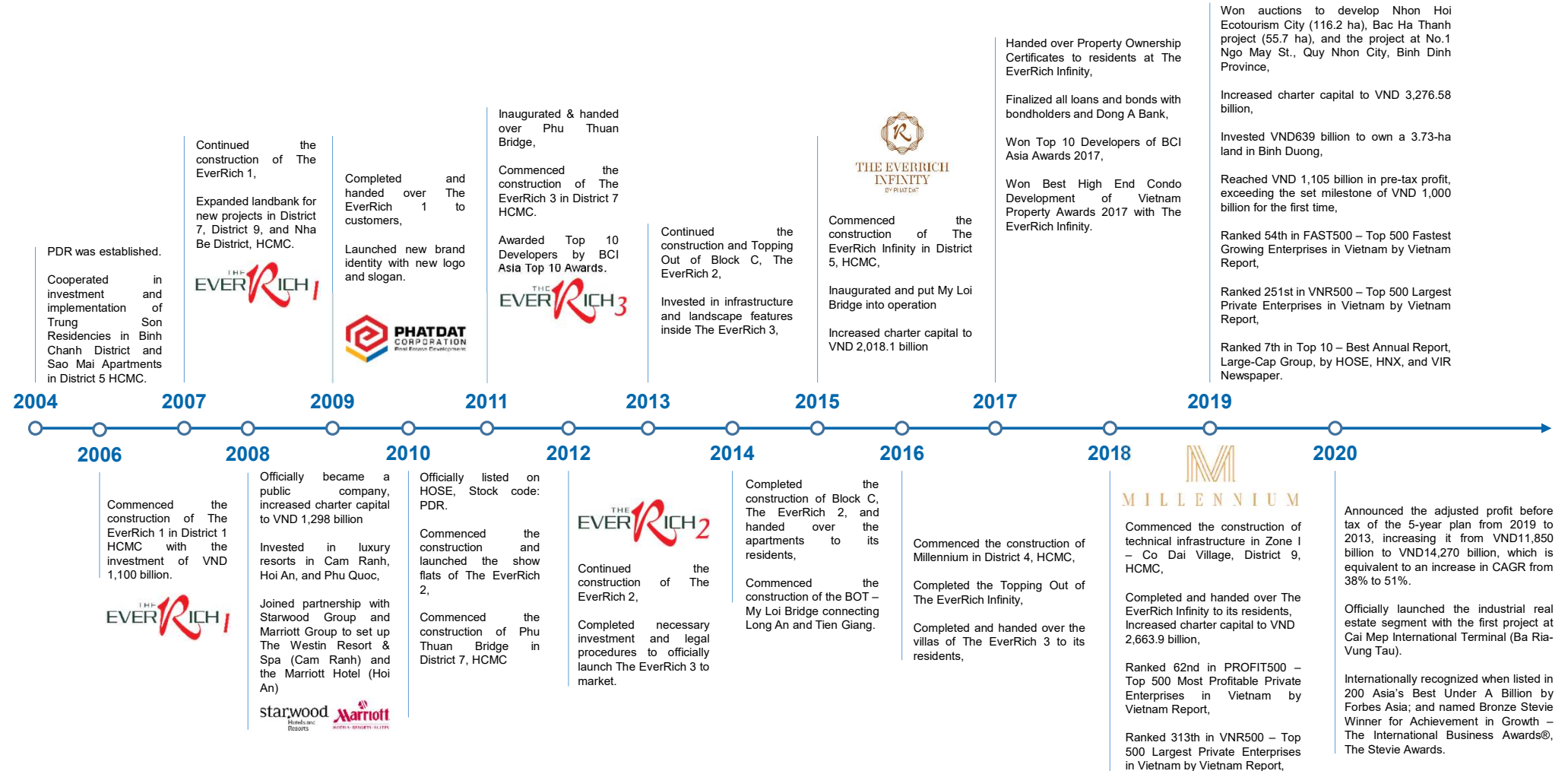
FLEXIBLE SALES STRATEGY

Impressive speed of sales/project completion

DIVERSIFIED LANDHOLDINGS

PDR advocates sustainable growth through diversifying its business lines (residential, industrial, township, mixed-use, high-rise, low-rise) and markets (Ho Chi Minh City, Da Nang, Binh Duong, BR - VT, Quang Ngai, Phu Quoc.)

MILESTONES



LEADERSHIP

BOARD OF DIRECTORS



Mr. NGUYEN VAN DAT
BOD CHAIRMAN

Founding shareholder and Chairman since 2004

Over 30 years experience in export-import and real estate development



Ms. TRAN THI HUONG
BOD VICE CHAIRWOMAN

Joined PDR since March 2006

Over 35 years of experience in finance and accounting management



Mr. NGUYEN TAN DANH
BOD VICE CHAIRMAN

Over 5 years of experience in real estate and investment fields



Mr. LE QUANG PHUC
BOD MEMBER

Over 20 years of experience in business management role and holding advisory position in major enterprises



Mr. BUI QUANG ANH VU
**BOD MEMBER CUM
CHIEF EXECUTIVE OFFICER**

Over 20 years of experience in business management & investment.



Mr. DOAN VIET DAI TU
**NON-EXECUTIVE
BOD MEMBER**

Over 30 years of working experience in financial consulting and investment fields



Mr. KHUONG VAN MUOI
INDEPENDENT BOD MEMBER

Over 30 years of experience in Architecture

A member of the Architect Association of Ho Chi Minh City



Mr. TRAN TRONG GIA VINH
INDEPENDENT BOD MEMBER

Over 15 years of experience in Human Resource Management and Human Resources Development for foreign and Vietnamese enterprises



Mr. LE MINH DUNG
INDEPENDENT BOD MEMBER

Over 20 years of experience in business management, marine business

LEADERSHIP

BOARD OF MANAGEMENT



Mr. BUI QUANG ANH VU
BOD MEMBER CUM
CHIEF EXECUTIVE OFFICER

Over 20 years of experience in
business management & investment.



Mr. NGUYEN THANH THAO
VICE PRESIDENT - FINANCE

Over 20 years of experience in
accounting and financial management.



Mr. DUONG HONG CAM
VICE PRESIDENT - INVESTMENT

Over 20 years of experience in real
estate investment.



Mr. NGUYEN DINH TRI
VICE PRESIDENT - CONSTRUCTION

Over 20 years of experience in
construction management.

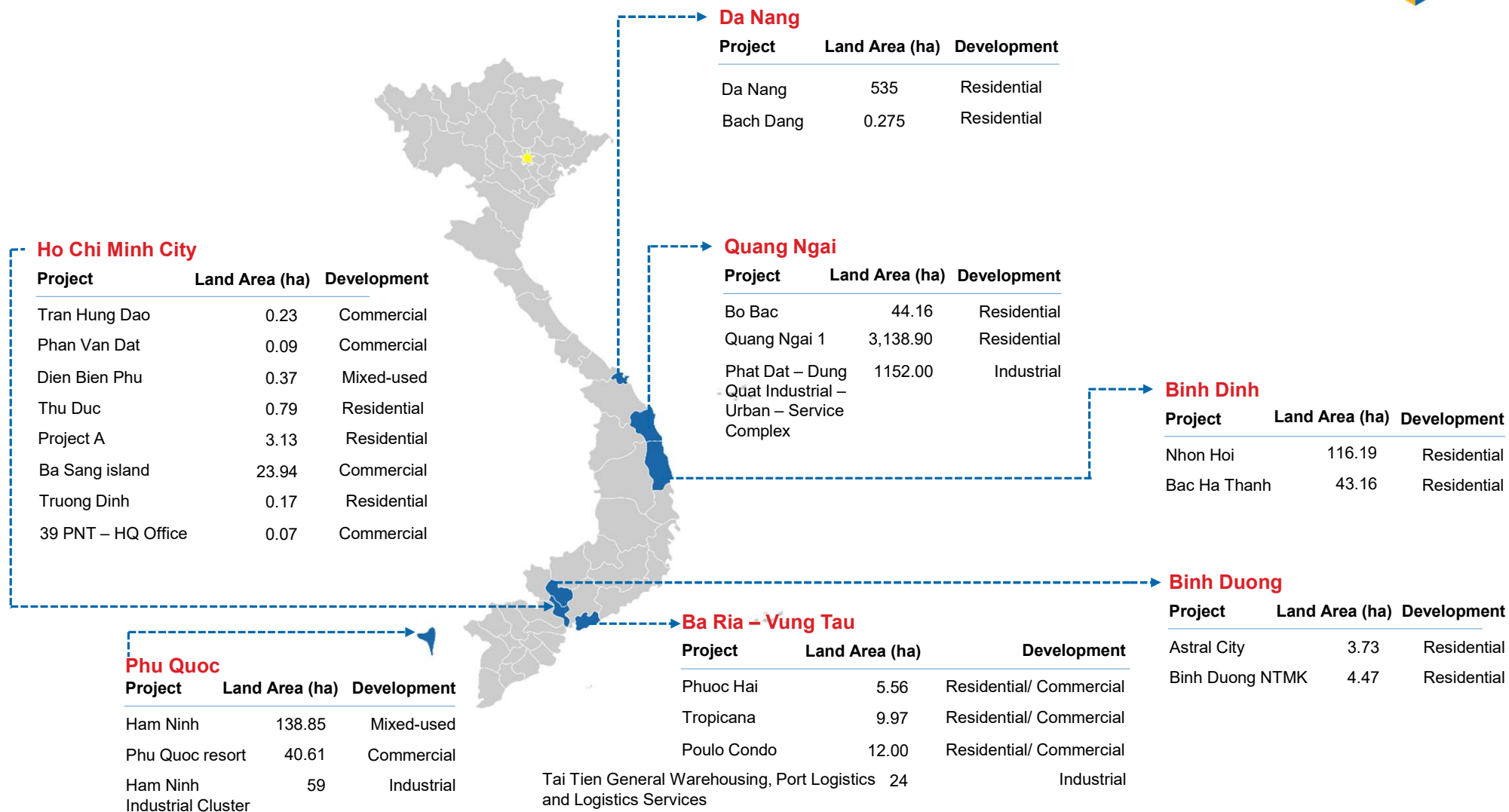
STRATEGY

SUSTAINABLE GROWTH BASED ON MULTI PILLAR SECTORS

Under the 2021-2025 5-year plan, PDR's targets to become a top 5 property developer in Vietnam through 3 major business lines

| | |
|-----------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  Residential | <ul style="list-style-type: none"> — To focus on urban redevelopment and new urban development opportunities — To provide and develop a diversified line of products and services, including: <ul style="list-style-type: none"> • High-end apartments (HCMC) • Well-planned township (second-tier cities) • Vacation properties (major tourist destinations such as Phu Quoc, Binh Dinh, and Ba Ria – Vung Tau) |
|  Industrial Township | <ul style="list-style-type: none"> — To develop industrial parks and residential properties with modern infrastructure to capitalize on the wave of factory relocation to Vietnam — To mobilize resources from domestic and foreign investors and contribute to the socio-economic development, urbanization, and betterment of local working environment — Focus on Southern and Central Coast of Vietnam, where PDR had successful initiation of its Nhon Hoi Binh Dinh project in Nhon Hoi Economic Zone |
|  Warehouse/ Logistics | <ul style="list-style-type: none"> — To acquire land bank in key economic zones, strategically located near international airports and seaports — To build industrial and logistics real estate of international standard that caters the leasing needs of international and local partners — To build a network of factories and warehouses, which can provide logistics solutions for different customers/ investors |

DIVERSIFIED LAND BANK AS THE FOUNDATION FOR SUSTAINABLE PROFIT GROWTH





INVESTMENT HIGHLIGHTS

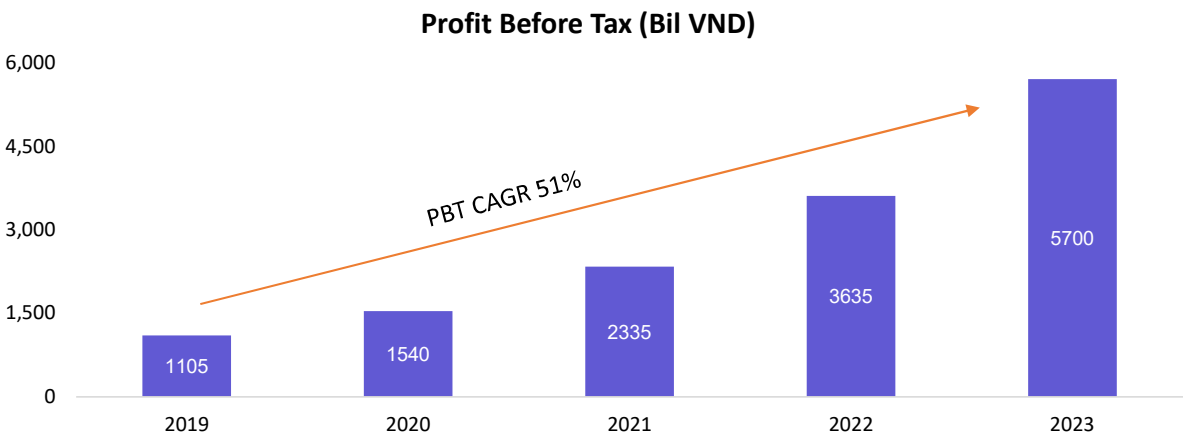
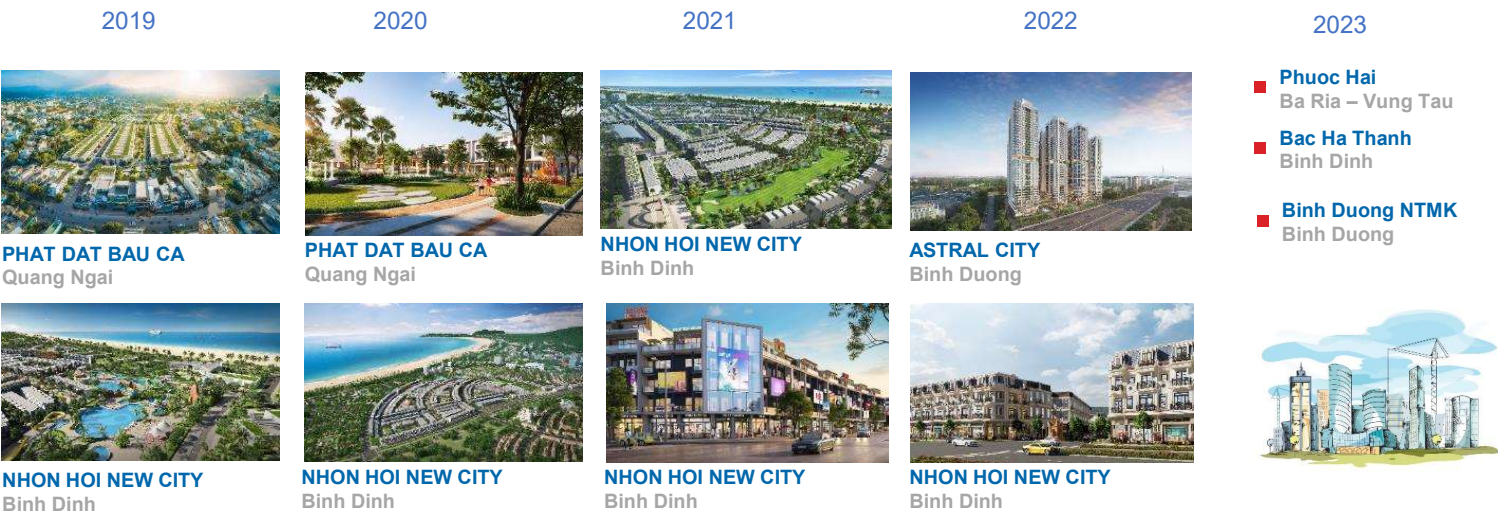
PDR's abbreviated success formula:

Only focus on developing real estate projects at prime locations with proven legal compliance, clear prospects of profitability and swift cash flow



CUMULATIVE PBT TARGET AT VND 14,270 BILLION FOR 2019 – 2023

PROJECTS TO GENERATE REVENUE TO 2023



**A LEADING
RESIDENTIAL PROPERTY DEVELOPER**





INVESTMENT HIGHLIGHTS

1

A LEADING
RESIDENTIAL PROPERTY
DEVELOPER



1.1 RESIDENTIAL REAL ESTATE AS THE CORE BUSINESS LINE

Residential real estate is the mainstay of PDR's revenue and profit in the period of 2019 - 2023. Assessing the financial situation, legal progress and market demand, PDR plans "overlapping" projects to maintain sustainable growth.

DIEN BIEN PHU, HCMC

- Location: Binh Thanh District, HCMC
- Area: 0.37 ha
- Type: High-class apartment
- Launch: 2024

Bo Bac, Quang Ngai

- Location: Quang Ngai
- Area: 44.16 ha
- Type: Land lot & Shophouse
- Launch: 2024

Astral City, Binh Duong

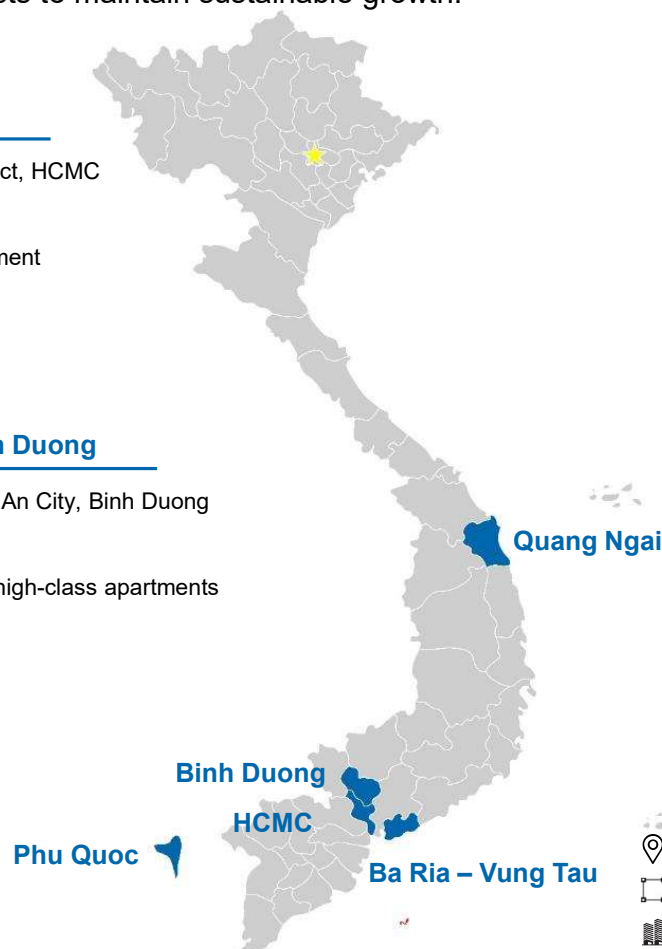
- Location: Thuan An City, Binh Duong
- Area: 3.73ha
- Type: 4,966 high-class apartments
- Launch: 2021

Ham Ninh, Phu Quoc

- Location: Phu Quoc, Kien Giang
- Area: 138.85 ha
- Type: Detatched house, villa, tourist apartment
- Launch: In the pipeline

Phuoc Hai, Ba Ria – Vung Tau

- Location: Phuc Hai Town, Dat Do Commune
- Area: 5.56 ha
- Type: Tourist apartment area
- Launch: 2022



1.2 PDR'S THREE PILLARS OF SUSTAINABLE GROWTH IN RESIDENTIAL SECTOR

URBANIZATION

- The urbanization strategy focuses on tier-2 cities with strong economic potentials and gradually develops these into metropolitans.
- PDR has had initial success in its first urbanization project. In 2019, PDR launched the project 'Nhon Hoi Binh Dinh,' which was well received by the market.
- Coastal cities/regions with high tourism and development potentials include Quang Ngai, Phu Quoc, Binh Dinh, Ba Ria-Vung Tau and Binh Duong province.



NEW URBAN DEVELOPMENT

- Acquiring land banks in key locations following urban development planning of major cities. The main focus will be on lands with clear legal records.
- PDR has had initial success in its first urbanization project.
- Strategies to develop mid- and high-end real estate products.

URBAN RENOVATION

- Redeveloping run-down buildings in prime locations and in new 'urban planning.'
- These buildings will be redeveloped into high-rise buildings targeting the high-end segment.
- Central locations, namely District 1, District 3, District 4, and Binh Thanh District.

1.3 HIGHLY RECOMMENDED PRODUCT QUALITY AND BRAND REPUTATION

PDR's product quality and brand reputation are highly recommended in the industry. PDR has cooperated with international and local companies throughout development processes and thus has a track record of delivering projects on time.

SALES AND OPERATION



DEVELOPMENT PARTNERS



DESIGNING & CONSTRUCTION



THE EVERRICH 1



| | |
|-------------------|---------|
| Launch | 10/2006 |
| Expected handover | 12/2009 |
| Actual handover | 11/2009 |

MILLENNIUM



| | |
|-------------------|---------|
| Launch | 05/2016 |
| Expected handover | Q2/2018 |
| Actual handover | 06/2018 |

THE EVERRICH INFINITY



| | |
|-------------------|---------|
| Launch | 01/2025 |
| Expected handover | 04/2017 |
| Actual handover | 11/2016 |

Z4 – NHON HOI NEW CITY



| | |
|-------------------|---------|
| Launch | 10/2006 |
| Expected handover | 12/2009 |
| Actual handover | 11/2009 |

1.3 HIGHLY RECOMMENDED PRODUCT QUALITY AND BRAND REPUTATION

ACHIEVED AWARDS



Vietnam Top 10 Developers



Vietnam Property Awards



Top 50 Vietnam Best Growth in 2021



Top 50 Prestigious and Effective Public Companies in 2021



Best Residential Real Estate Developer Vietnam 2021



Top 10 most reputable property developers 2021



Vietnam's 50 Best-performing Companies



INVESTMENT HIGHLIGHTS

2.

PROVEN CAPACITY IN PROJECT DEVELOPMENT
ACROSS CITIES AND PROVINCES



2.1 SUCCESSFULLY EXPANDING INTO THE CENTRAL COASTAL MARKET

NHON HOI ECOTOURISM CITY

This large-scale project is a contributor to changing the appearance of Quy Nhon. The development of Nhon Hoi Ecotourism City creates a new impetus for developing the economy, cultural tourism, and lifestyle of this dynamic city.

PDR is one of the businesses that play a crucial role in the Nhon Hoi Ecotourism City project. Zone 2, Zone 4 and Zone 9 developed by PDR recently are the most prominent items in this huge project.

Nhon Hoi Ecotourism City owns a prime location and convenient infrastructure thanks to arterial traffic routes and international flight routes, which will become a destination for investors and eternal-natural-value seekers.



2.1 SUCCESSFULLY EXPANDING INTO THE CENTRAL COASTAL MARKET

NHON HOI ECOTOURISM CITY



ZONE 2

| | |
|-------------------|----------------------------------------------------------------------------------------------|
| Location | National Route 19B, Zone 2, Nhon Ly Commune, Quy Nhon City, Binh Dinh Province. |
| Land area | 360,908 sqm |
| Total investment | VND 9,123.5 billion |
| Prodduct area | 215,878 sqm |
| Products | 1,927 land lots, including 1,425 lots for attached house and 502 lots for attached shophouse |
| Time for selling | 4Q2019 |
| Time for transfer | 3Q2020 |



ZONE 4

| | |
|-------------------|------------------------------------------------------------------------------------------------------------------|
| Location | National Route 19B, Zone 4, Nhon Ly Commune, Quy Nhon City, Binh Dinh Province. |
| Land area | 341,594 sqm |
| Total investment | VND 7,495 billion |
| Prodduct area | 145,247 sqm |
| Products | 1,308 land lots, including 916 lots for attached house and 347 lots for shophouse; mixed-use apartment building. |
| Time for selling | 2Q2019 |
| Time for transfer | 3Q2019 |



ZONE 9

| | |
|-------------------|--------------------------------------------------------------------------------------------------------------|
| Location | National Route 19B, Zone 9, Nhon Ly Commune, Quy Nhon City, Binh Dinh Province. |
| Land area | 459,832 sqm |
| Total investment | VND 8,551 billion |
| Prodduct area | 283,595 sqm |
| Products | 2,406 land lots including 2,055 lots for attached house, 351 lots for villa and mixed-use apartment building |
| Time for selling | 2Q2019 |
| Time for transfer | 3Q/2020 – 4Q2020 |

2.2 THE CORE OF A NUCLEI CITY

ASTRAL CITY

Thoroughly invested and developed by PDR, Astral City has attracted market attention since its inception and is currently one of the most exciting projects for investors in Binh Duong and surrounding provinces.

Astral City is a brand that features Binh Duong 1 Commercial enter and luxury apartment Complex and Binh Duong 2 Commercial center and luxury apartment complex.

Astral City provides a rich and lively living environment well-equipped with technical and social infrastructure.

5 – 10 minutes

Dong An Residence
Binh Hoa Residence
eHome 4 Residence

VSIP 1 IP
Dong An 1 IP
Song Than IP
Linh Trung 2 IP

15 – 20 minutes

Hoa Lan Residence
An Phu Residence
Phu My Hiep Residence
Vinh Phu 2 Residence

VSIP IP
Viet Huong IP
Binh Duong IP
Tan Dong Hiep A IP

30 minutes

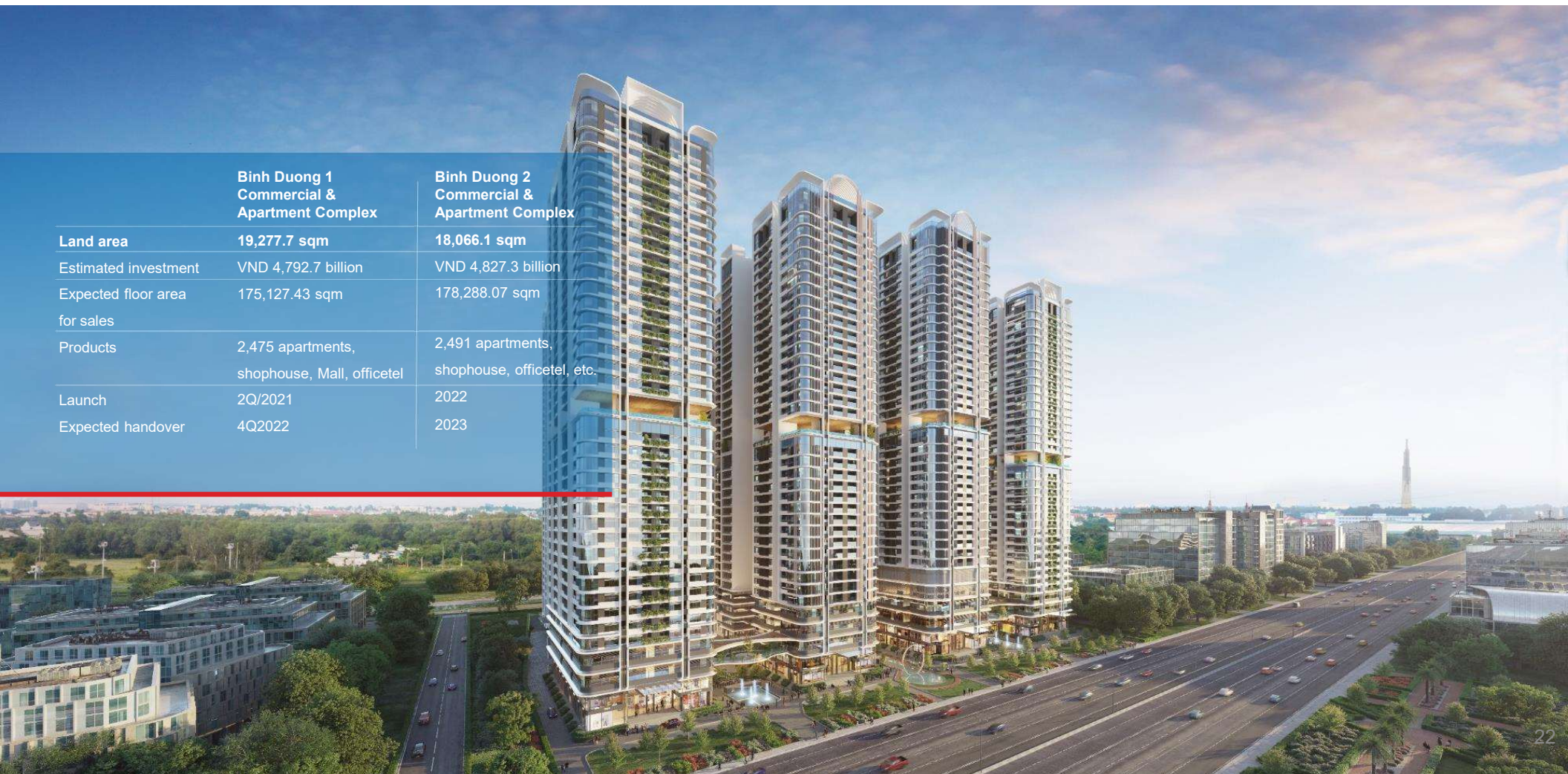
Suoi Tien Theme Park
Thuy Chau Ecotourism
Tan Son Nhat Golf Course
Vietnam Golf & Country Club



2.2 THE CORE OF A NUCLEI CITY

ASTRAL CITY

| | Binh Duong 1 Commercial & Apartment Complex | Binh Duong 2 Commercial & Apartment Complex |
|----------------------------------|---------------------------------------------------|---------------------------------------------------|
| Land area | 19,277.7 sqm | 18,066.1 sqm |
| Estimated investment | VND 4,792.7 billion | VND 4,827.3 billion |
| Expected floor area for sales | 175,127.43 sqm | 178,288.07 sqm |
| Products | 2,475 apartments, shophouse, Mall, officetel | 2,491 apartments, shophouse, officetel, etc. |
| Launch | 2Q/2021 | 2022 |
| Expected handover | 4Q2022 | 2023 |





INVESTMENT HIGHLIGHTS

3

INDUSTRIAL TOWNSHIP
A NEW SPEARHEAD DEVELOPMENT



INDUSTRIAL REAL ESTATE DEVELOPMENT STRATEGY

PDR'S THREE INDUSTRIAL PROJECTS EXPECTEDLY LAUNCHED IN 2023, TARGETING TECHNOLOGY, CONSUMER, PHARMACEUTICAL AND LOGISTICS COMPANIES



TAI TIEN WAREHOUSE, PORT LOGISTICS, AND LOGISTICS SERVICES

| | |
|-----------------|-----------------------------------------------------------------|
| Location | Ba Ria – Vung Tau |
| Area (ha) | 24 |
| Type | Warehousing, Logistics, Container warehouse, rooftop solar farm |
| Expected launch | 2022 |



DAU TIENG 1 & 4 URBAN – SERVICE – INDUSTRIAL AREA

| | |
|-----------------|---------------------------------------------------------------------------------|
| Location | Binh Duong |
| Area (ha) | 4,535 |
| Type | Industrial land, Warehousing, Logistic, Container warehouse, rooftop solar farm |
| Expected launch | 2023 |

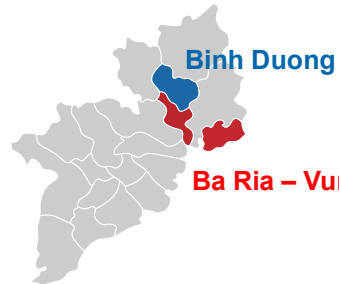


HOA NHON IP

| | |
|-----------------|----------------------------------------------------------------------------------|
| Location | Da Nang City |
| Area (ha) | 360 |
| Type | Industrial land, Warehousing, Logistics, Container warehouse, rooftop solar farm |
| Expected launch | 2023 |

SOUTHERN INDUSTRIAL PARKS

MAJOR INFRASTRUCTURE IN HCMC AND NEARBY PROVINCES



Dau Tieng 1 Project

Ba Ria – Vung Tau

Thi Vai – Cai Mep project

24 ha (Land Area)

BINH DUONG

BA RIA – VUNG TAU

Both provinces are located in the key economic quadrangle including Binh Duong, Dong Nai, Ba Ria Vung Tau, and HCM City

- Connecting Ho Chi Minh City via Ring Road 3
- 30-40 km from Tan Son Nhat Airport
- 80-100 km from Cai Mep International Terminal

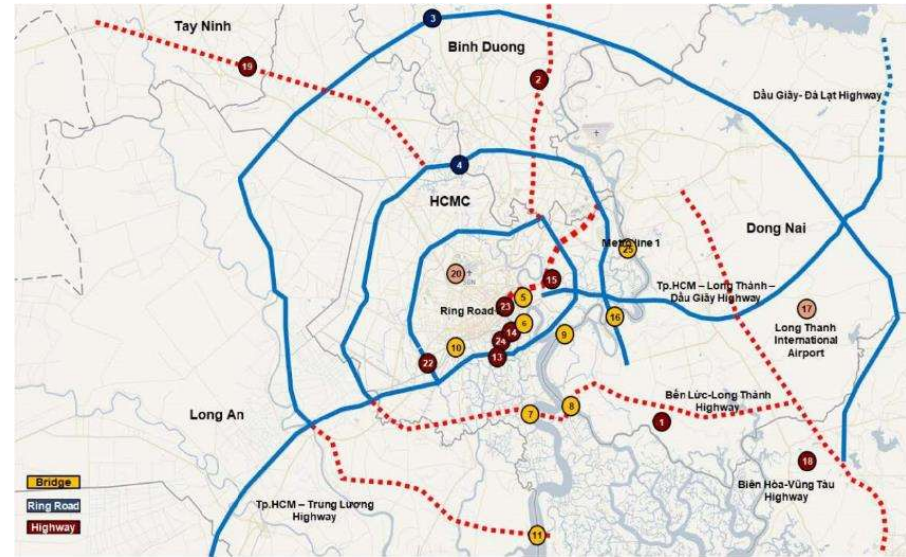
- Connecting HCMC via National Route 51B
- 80-85 km from Tan Son Nhat Airport
- 10-15 km from Cai Mep International Terminal

- Population: 2.46 million
- Area: 2,695 km²
- Provincial Competitiveness Index (PCI): 66.09 (6th)

- Population: 1.15 million
- Area: 1,981, km²
- Provincial Competitiveness Index (PCI): 64.02 (21st)

- Active industrial Parks: 29
- Average rent: 125 USD/sqm
- Main industries: Electronics, metal and mechanical engineering, pharmacy, technology, advanced manufacturing.

- Active industrial Parks: 13
- Average rent: 110 USD/sqm
- Main industries: Petroleum, heavy metals, chemical industry, logistics.



2021

- 23** | Nguyen Huu Canh Str. Renovation
- 24** | Nguyen Thi Thap Str. Renovation
- 5** | Thu Thiem 2 Bridge
- 12** | Metro line 1

2022

- 2** | HCMC – Chon Thanh Highway
- 6** | Tthu Thiem 4 Bridge
- 13** | Nguyen Van Linh-Nguyen Huu Tho Intersection
- 18** | Bien Hoa-Vung Tau Highway
- 22** | Ring Road 2

2023

- 4** | Ring Road 3
- 15** | Ha Noi Highway Expansion
- 5** | Nhon Trach Bridge
- 1** | Ben Luc-Long Thanh Highway

2024

- 3** | Ring Road 4
- 9** | Cat Lai Bridge
- 25** | Vam Cai Sut Bridge

2025

- 19** | HCMC-Moc Bai Highway
- 20** | Tan Son Nhat Expansion



Accessibility



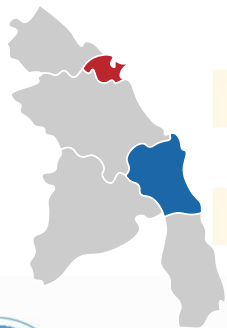
Overview



Industrial Parks

CENTRAL INDUSTRIAL PARKS

MAJOR INFRASTRUCTURE PROJECTS IN THE CENTRAL KEY ECONOMIC AREA AND THE BIGGEST HEAVY INDUSTRIAL CENTER IN THE CENTRAL



DA NANG

Hoa Nhon Project 150ha (Land Area)

QUANG NGAI

Dung Quat Project 1152ha (Land Area)



Accessibility

DA NANG

- The city is located in the central key economic region
- Currently connecting to other cities via Da Nang International Airport and Tien Sa Deep Water Port.
- The expressway is under construction and will be completed in 2021-2030 in phases.

QUANG NGAI

- The largest heavy industry center in the central region
- Dung Quat Industrial Township included in the Dung Quat Economic Zone is a magnet for FDI
- A vital traffic hub with National Highway 1A, North-South railway, and Quang Ngai - Da Nang expressway running through the province



Overview

- Population: 1.2 million
- Area: 1,285.4 km2
- Provincial Competitiveness Index (PCI): 70.12 (5th)

- Population: 1.3 million
- Area: 5,135.2 km2
- Provincial Competitiveness Index (PCI): 63.2 (36th)



Industrial Parks

- Active industrial parks: 7
- Average rent: 95 USD/sqm
- Main industries: Mechanical assembly, high-tech and advanced production

- Active industrial parks: 8
- Average rent: 75 USD/sqm
- Main industries: Heavy industries



2021

- 8 | Cam Kim Bridge
- 13 | National Road 1 Expansion

2022

- 11 | Western Ring Road

2024

- 12 | Western Ring Road 2
- 10 | Tien Sa Port Phase 2

2025

- 7 | National Road 14 Expansion
- 9 | Lien Chieu Sea Terminal
- 1 | Da Nang Airport Expansion
- 6 | North - South National Road

2025 - 2030

- 2 | Ky Ha Sea Port Expansion
- 3 | Tam Hiep Port Expansion
- 4 | Chu Lai Airport Expansion
- 5 | An Hoa Port Conversion



INVESTMENT HIGHLIGHTS

4.

ROBUST FINANCIAL HEALTH

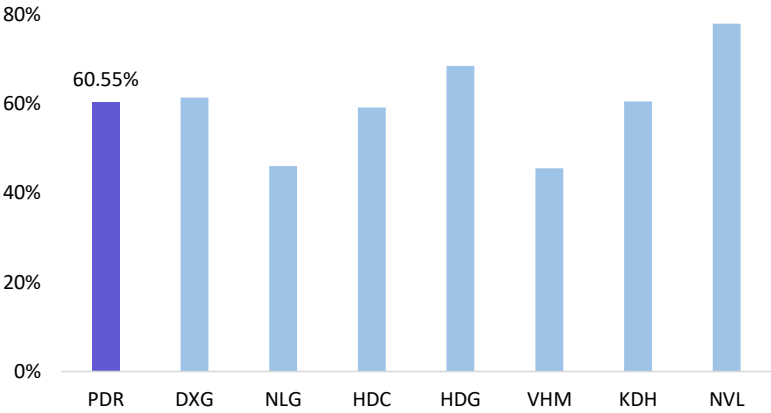


INVESTMENT HIGHLIGHTS

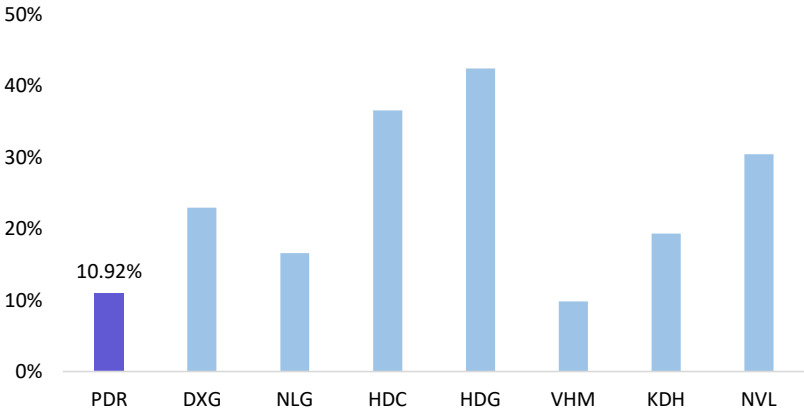
AMONGST THE LOWEST DEBT RATIOS IN THE REAL ESTATE INDUSTRY



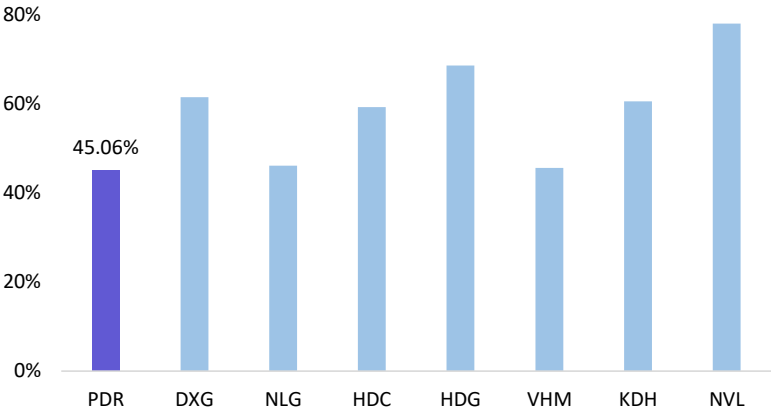
Total Liabilities/Total Assets



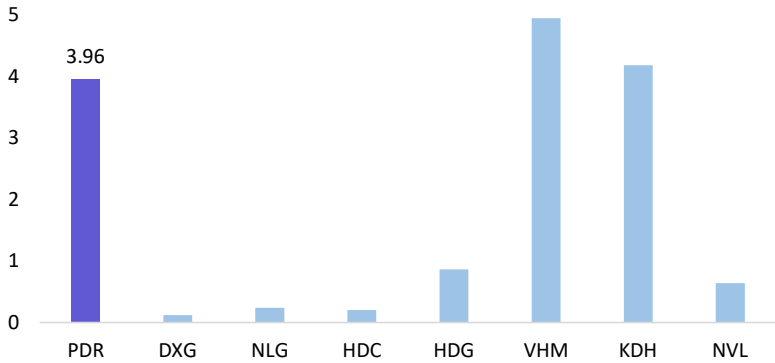
Debts/Total Assets



Adjusted Liabilities/Total Assets (Exc E2,E3)



EBITDA/Short-term Debt



INVESTMENT HIGHLIGHTS

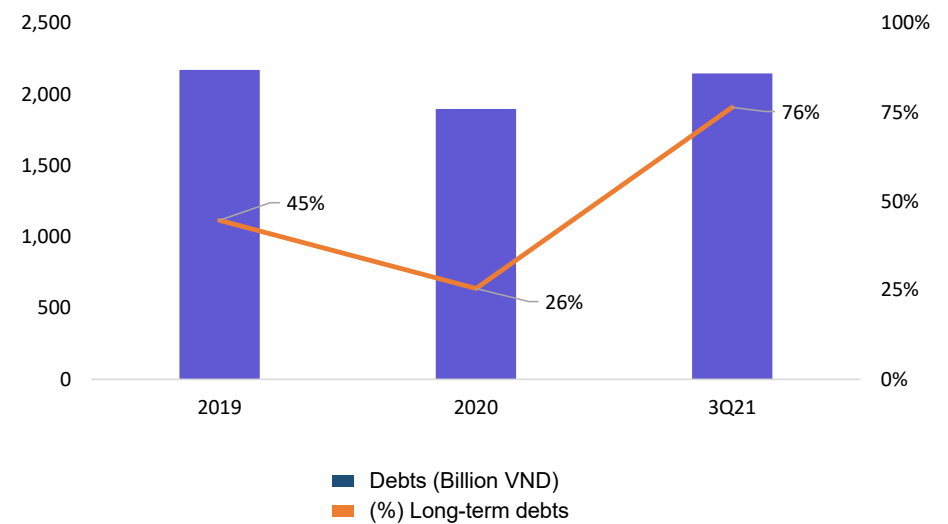
DEBT OVERVIEW

PDR focuses on restructuring debts from short-term to long-term with reasonable interest rates, taking advantage of international capital markets.

Debt Structure (2019 - 3Q21)

| BILLION VND | 2019 | 2020 | 3Q21 |
|-------------|----------|----------|----------|
| Bonds | 1,534.14 | 704.88 | 1,369.27 |
| Bank loans | 115.08 | 572.15 | 678.50 |
| Other loans | 522.68 | 621.78 | 100.00 |
| TOTAL | 2,171.90 | 1,898.80 | 2,147.77 |

Debt structure shifting to long-term

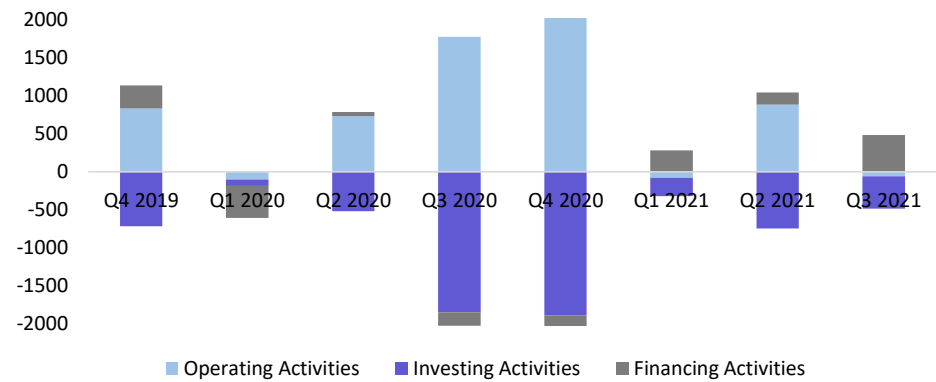


INVESTMENT HIGHLIGHTS

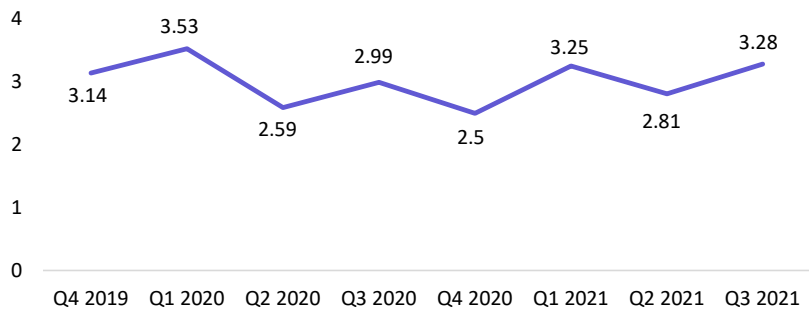
HEALTHY CASH FLOWS AND LIQUIDITY RATIO



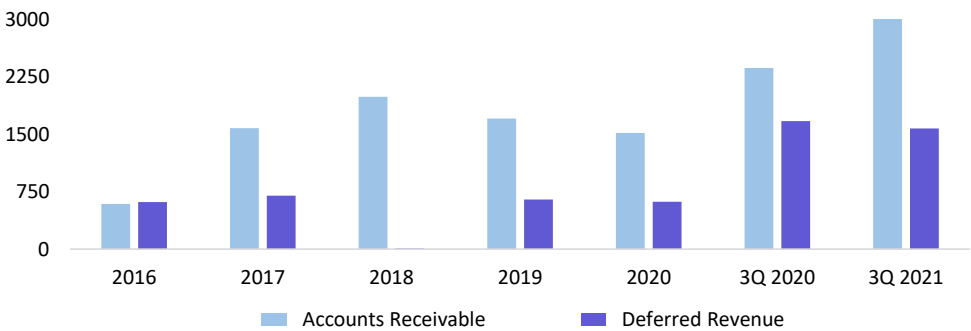
Cash Flows



Current Ratio



Working Capital Position

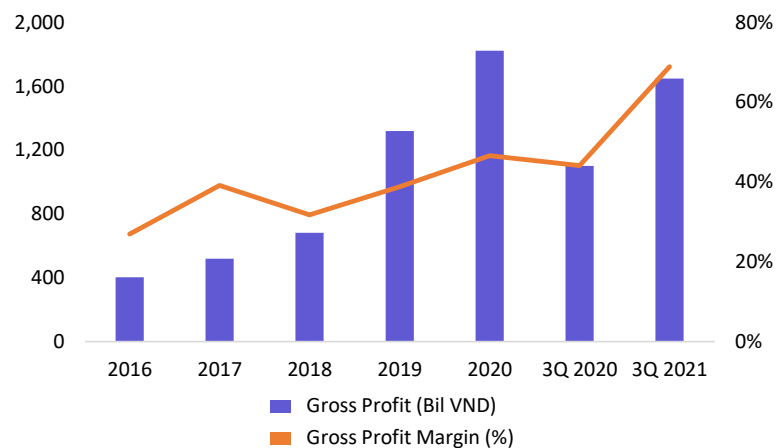


INVESTMENT HIGHLIGHTS

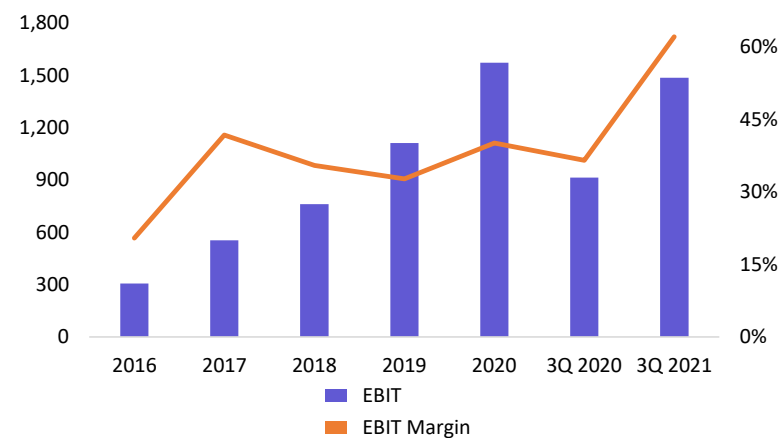
PROFIT TARGETS



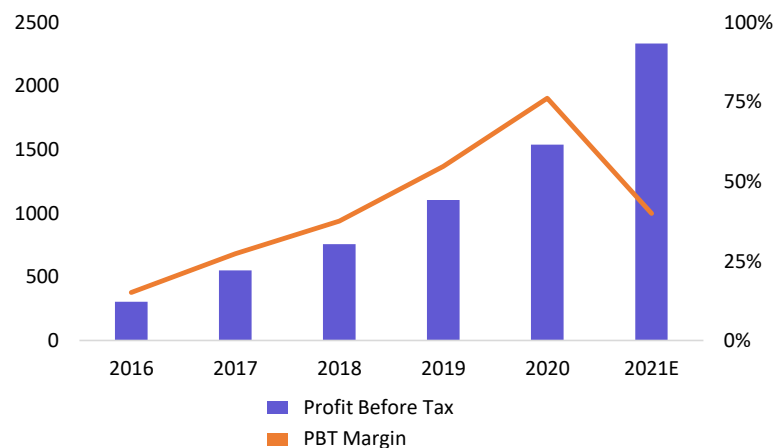
Gross Profit & Gross Profit Margin



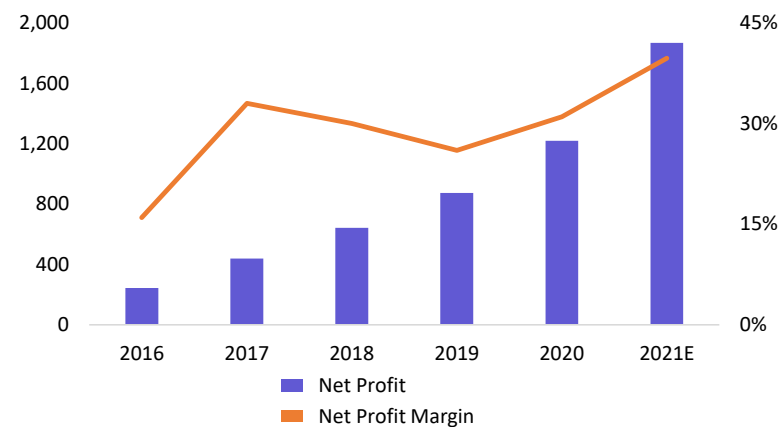
EBIT & EBIT Margin



Profit Before Tax & PBT Margin



Net Profit & Net Profit Margin

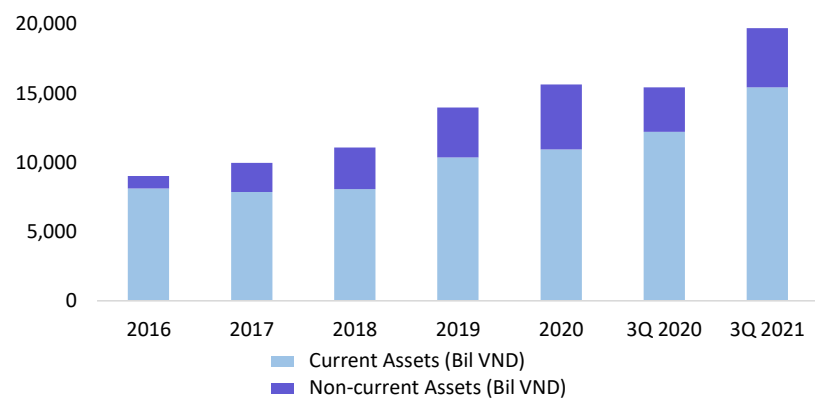


INVESTMENT HIGHLIGHTS

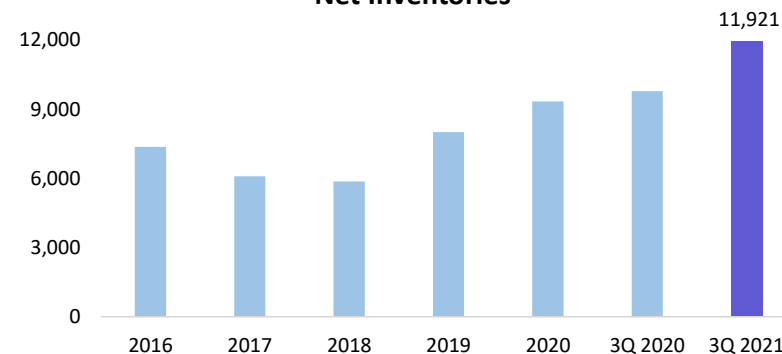
BALANCE SHEET OVERVIEW



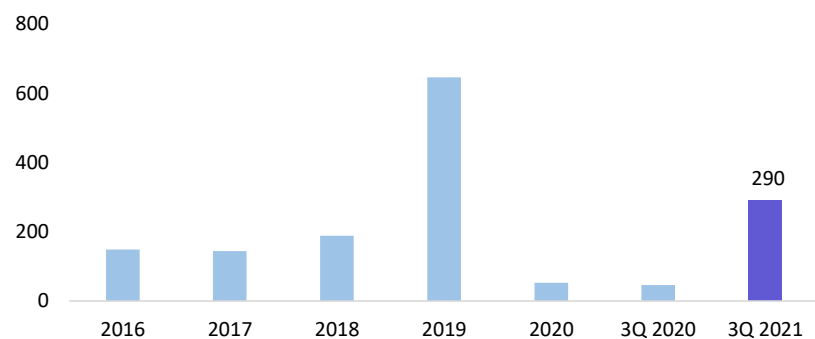
Total Assets



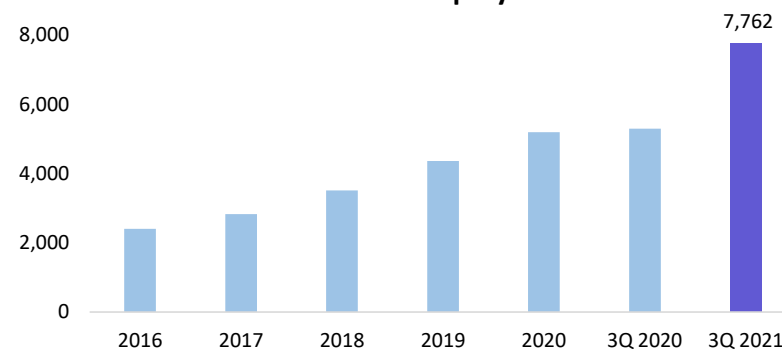
Net Inventories



Cash & Cash Equivalents



Owners' Equity





INVESTMENT HIGHLIGHTS

5.

SOLID CORPORATE GOVERNANCE
FOR SUSTAINABLE DEVELOPMENT



5.1 THE IMPORTANCE OF TRANSPARENT AND EFFICIENT CORPORATE GOVERNANCE

PDR selectively adheres to international standards for corporate governance reporting and sustainability reporting



G20/OECD Principles of
Corporate Governance



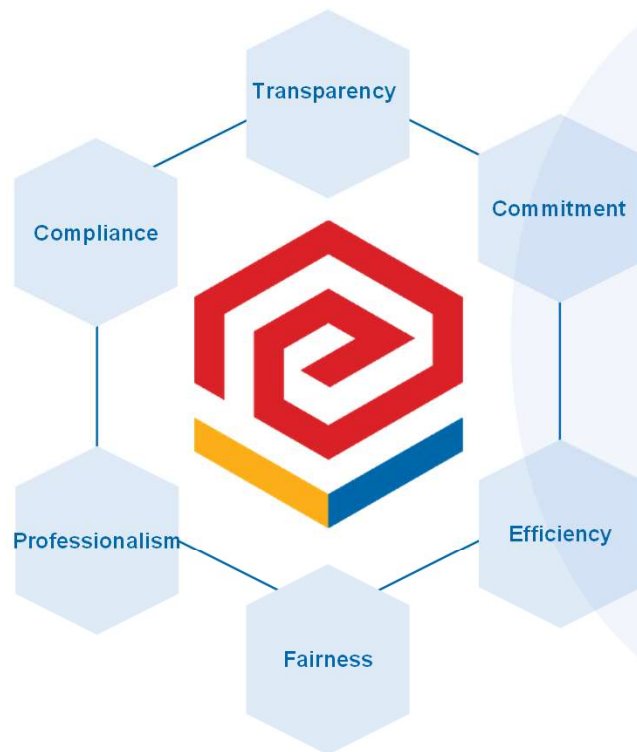
ASEAN Corporate Governance
Scorecard



GRI Standards for Sustainability
Reporting

5.2 SOLID CORPORATE GOVERNANCE

PDR's principles follow the OECD's in promoting effective governance and ensuring fairness for shareholders and stakeholders through a transparent disclosure mechanism. The responsibilities of the Board of Directors are assessed following the ASEAN Corporate Governance Scorecard.



- 1** Identifying the roles, responsibilities, structures and consistent BOD leadership
- 2** Targeting high growth yet also ensuring sustainability
- 3** Fully complying with applicable laws and business morality
- 4** Protecting the stakeholders' related rights in harmony with PDR's benefits
- 5** Ensuring the equal and fair rights of shareholders and investors at all levels
- 6** Disclosing information in a timely and transparent manner
- 7** Proactively assessing all benefits, conflicts, threats, and risks
- 8** Establishing a supervision and reporting mechanism toward compliance and effectiveness

5.3 THREE PRINCIPLES OF SUSTAINABLE GROWTH STRATEGY

Real estate development businesses can exert a significant impact on the natural-social environment and the life of the community in both positive and negative directions. PDR's commitment toward sustainable development is carried out on three principles:

1 RESPONSIBLE DEVELOPMENT

- All construction projects must deliver positive values to residents and the locality.
- Existing natural conditions and landscapes must be protected at the maximum level. Master planning, design, and architectural capabilities will be employed to create harmony between the two.
- Construction ratio/green space is ensured at an ideal proportion.
- Natural resources will be used effectively. Pollution is managed at pre-construction and during construction stages.
- New and modern techniques and technologies are chosen to minimize energy and natural resources consumption during project operation stages

2 HUMAN CARE

- Creating living spaces which would bring long-term happiness
- Taking care of our employees to have positive people who can create the best products
- Creating and leading a positive and humane lifestyle for employees, customers, residents and the community.

3 COMMUNAL ASSISTANCE

- Supporting activities for those who face difficulties. Reducing hunger and poverty shall increase social stability.
- Paying attention to education, training, and providing scholarships for individuals who have goodwill, talent, and effort to help them change their lives and build the future, creating and spreading good values in future developments to the community.
- Sponsoring and joining hand in the healthy spirit and cultural activities, which are necessary for local residents, especially where PDR has business activities

5.4 PROACTIVELY STUDY NEW TRENDS AND COMPLY WITH ESG REQUIREMENTS FOLLOWING INTERNATIONAL PRINCIPLES

In order to keep up with international development trends, PDR actively establishes its Sustainability Report based on the GRI standard. Along with business development, activities supporting PDR’s actions toward the Sustainable Development Goals were compatibly expanded.

SHARING BENEFITS

Sharing economic values with stakeholders through practical contributions to the State budget, social community, taking care of employees' life, etc.

| Distributed Economic Value | Unit: Billion VND |
|------------------------------|-------------------|
| Staff salary and benefits | 108.08 |
| Payments to fund provider | 23.05 |
| Payments to the state budget | 319.97 |
| Investment for the community | 17 |

SUSTAINABLE DEVELOPMENT

Recognizing the direct impact of real estate development activities on the environment, PDR advocates using alternative materials selectively and effectively, conforming to international trends on green constructions

| Alternative Materials | Total 2019 | Total 2020 | Total 2021 |
|-------------------------------------------------------------------------------|------------|------------|------------|
| Ratio of replacement of baked bricks with light bricks/light partition plates | 50% | 55% | 60% |
| Ratio of use of manufactured wood (apartment flooring) to natural wood | 100% | 100% | 100% |
| Ratio of use of Led in replacement of flourescent and compact bulbs | 90% | 95% | 100% |



INVESTMENT HIGHLIGHTS

6.

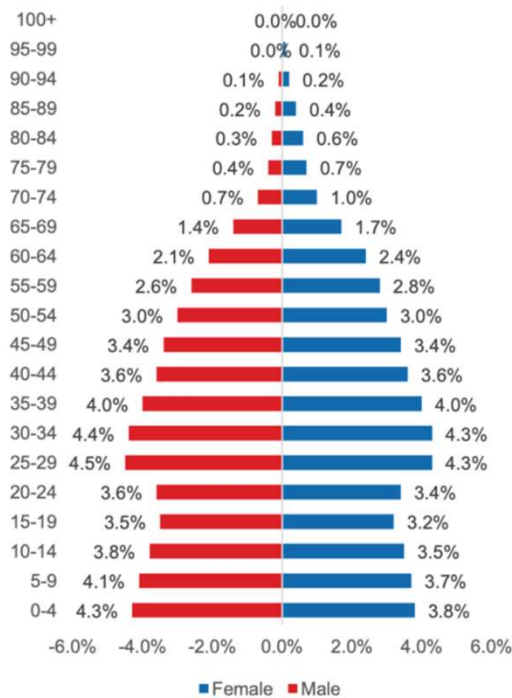
FAVORABLE MACRO ENVIRONMENT



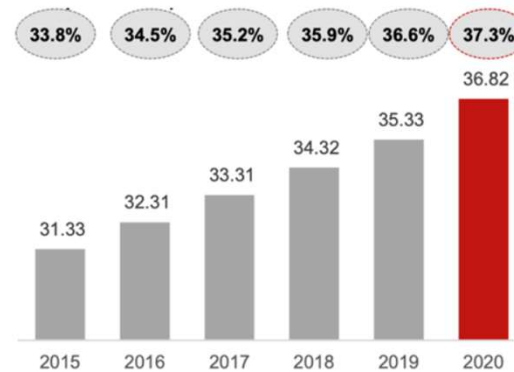
6.1 GOLDEN POPULATION STRUCTURE PROMOTES THE DEVELOPMENT OF RESIDENTIAL & TOURISM REAL ESTATE

Vietnam's residential and tourism real estate market is backed up by the young population structure, the speedy urbanization gradually catching up with neighboring countries, and the growing middle-income class. Specifically, Vietnam has a golden population structure, with about 70% of the population under 45 and more than 1 million people adding to urban areas each year.

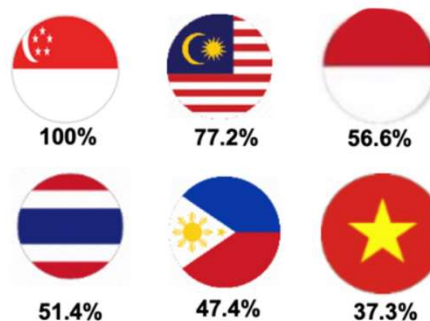
Vietnam Population Pyramid (2020)



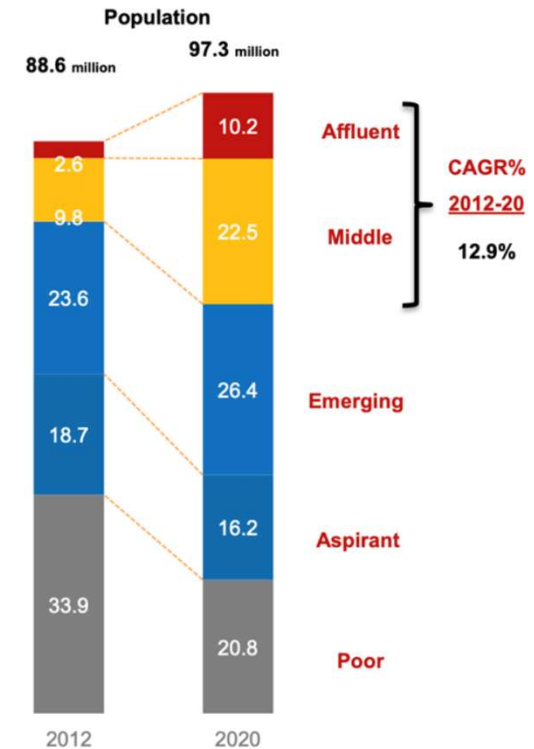
Urban Population & Urbanization Rate (2015-2020)



Urbanization rates by ASEAN countries (2020)



Population Structure by Income (2012 & 2020)

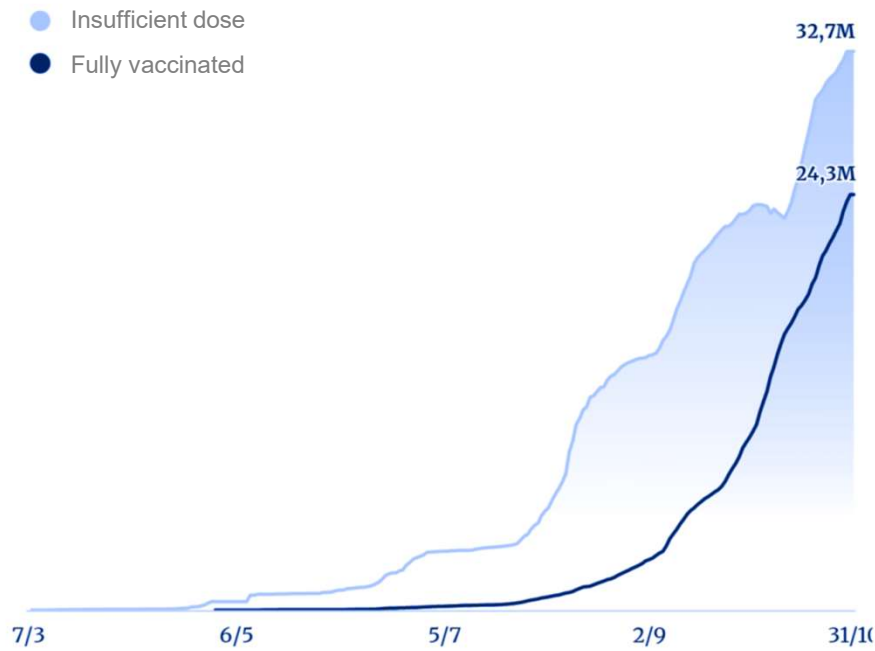


Source: GSO, WorldBank Data Fact Book, BCG – Vietnam and Myanmar (Southeast Asia's New Growth Frontiers)

6.2 KEY INDUSTRIAL AREAS WITH HIGH VACCINATION COVERAGE

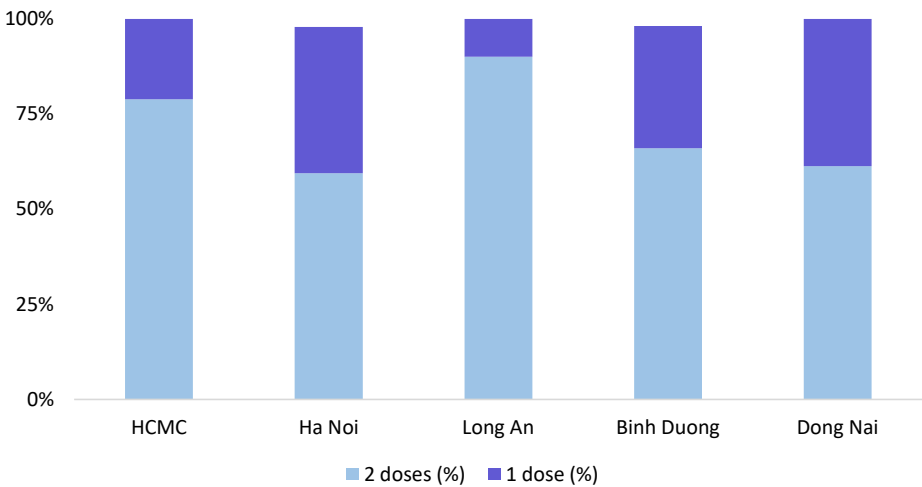
Key industrial areas such as Ho Chi Minh City, Hanoi, Binh Duong, Dong Nai, and Long An have a high vaccination coverage compared to the whole country. This is a premise for expanding labor and goods transshipment activities, thereby removing supply chain bottlenecks and increasing operating capacity in industrial zones.

Total number of people vaccinated



As of 31/10/2021

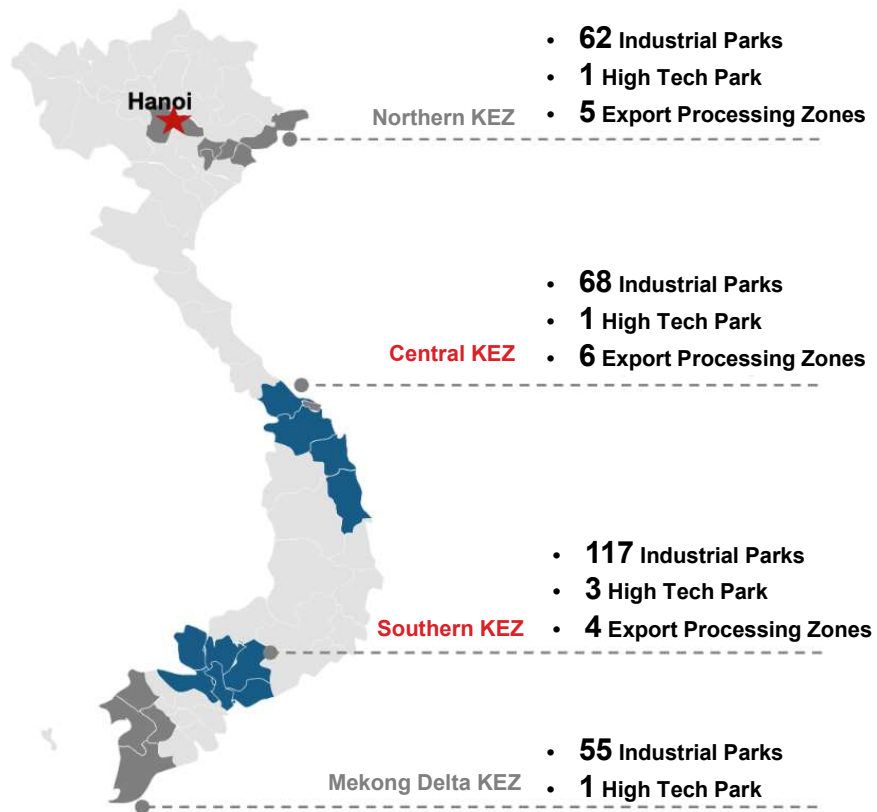
Vaccination Coverage (%)



As of 29/10/2021
Source: The Health Ministry

6.3 SOUTHERN IZS ARE THE DRIVING FORCE BEHIND VIETNAM'S ECONOMY

Vietnam has 4 Key Economic Zones (KEZs) in 24 provinces. In 2020, the southern and central economic zones contributed to 46.4% of the country's GDP and 60.4% of the total GRDP of the 4 KEZs.



Industrial land supply and occupancy rate

