



**PHATDAT**  
CORPORATION  
Real Estate Development

# IR NEWSLETTER

4Q  
2021

**Fitch**Ratings

**BCI** ASIA  
AWARDS 2020 & 2021  
TOP 10 DEVELOPERS

MSCI 

 INTERNATIONAL  
FINANCE

**WORLD  
-  
CLASS  
STATUE**

PDR CONTINUOUSLY WINS PRESTIGIOUS  
AND REPUTABLE AWARDS IN 2021

FITCH RATINGS AFFIRMS PHAT DAT'S IDR AT 'B';  
OUTLOOK STABLE

PDR ENTERS MSCI FRONTIER MARKETS INDEX  
THE AFFIRMATIVE ATTRACTION TO FOREIGN INVESTORS





CGI of Nhon Hoi New City (Binh Dinh)

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PDR AND ASTRAL CITY ‘TAKE UP’ VARIOUS PRESTIGIOUS INTERNATIONAL REAL ESTATE AWARDS

Last November, at the announcement ceremony of Vietnam Property Awards – VPA 2021, PDR and Astral City were honored with various awards in prominent categories. Specifically, PDR won two awards voted by the Judge Panel related to sustainability (ESG) and corporate social responsibility (CSR), namely Special Recognition in ESG and Special Recognition for CSR. Astral City alone has earned three awards in terms of quality, scale, and design of the apartment segment, including Best Condo Development, Best Condo Architectural Design, and Best Condo Landscape Architectural Design.



FITCH RATINGS AFFIRMS PHAT DAT’S IDR AT ‘B’; OUTLOOK STABLE

Being affirmed an ‘Outlook Stable’ by Fitch Ratings, PDR has showcased its healthy financial indicators and the position of a strongly-growing property developer in Vietnam. By actively participating in this credit rating, PDR has bolstered its creditworthiness and increased transparency in line with international standards.

PDR ENTERS MSCI FRONTIER MARKETS INDEX – THE AFFIRMATIVE ATTRACTION TO FOREIGN INVESTORS

Satisfying strict selection criteria, PDR is the only Vietnamese constituent newly added into MSCI Frontier Markets Index. The index is the most important among MSCI frontier market indices, which is the preferred benchmark of various active investment funds with multi-billion-dollar assets under management.

PDR WINS THE FIRST PRIZE IN TOP 10 BEST ANNUAL REPORTS 2020

Phat Dat Real Estate Development Corporation (Stock code: PDR) was honored with the First Prize in Top 10 Best Annual Reports 2020 for the large-cap group of the Vietnam Listed Company Awards, which are held annually by the Vietnam Investment Review in collaboration with HOSE.

Featuring the theme ‘Beyond the Limits,’ PDR’s Annual Report 2020 illustrates perseverance in the face of adversity to achieve breakthrough goals and scale new heights.



PDR CONTINUOUSLY WINS PRESTIGIOUS AND REPUTABLE AWARDS IN 2021

Also, in November 2021, Phat Dat was honored a series of awards in the field of real estate investment and development, typically: ‘Top 50 Vietnam Best Profitable’ evaluated by Vietnam Report in collaboration with VietNamNet News – a unit under the Ministry of Information and Communications, and ‘Vietnam Top 10 Best Integrated Property Developers’ under the 2021 Outstanding Property Developer category announced by Nhip Cau Dau Tu Magazine.



PDR IN COLLABORATION WITH KPMG VIETNAM ON CORPORATE MANAGEMENT CONSULTANCY

To improve competitive edges and boost sustainable development, PDR joins partnership with KPMG – a prestigious global organization in auditing and consulting, to work toward effective management solutions that are suitable for the given objectives and business strategy.



SAMTY CORPORATION (JAPAN) AND PHAT DAT (PDR) STRENGTHEN UP THE PARTNERSHIP

In order to further the partnership and open up cooperation opportunities, in December 2021, Samty Corporation’ Vice Chairman visited Vietnam and underwent post-entry quarantine to have face-to-face meetings with PDR.

The two parties conducted thorough working sessions with detailed discussions on future strategic cooperation, thus, opening up opportunities for PDR in international relationships.



PDR IMPLEMENTS THE ENTERPRISE RESOURCE PLANNING SYSTEM ON AN SAP-BASED SOLUTION

After the implementation process, PDR has completed phase I of the ERP (Enterprise Resource Planning) system on an SAP-based solution. For PDR, putting this system into operation is an advance in planning, implementing, and controlling business activities in the current age of digital transformation.



PHAT DAT CORPORATION ENGAGES ACTIVELY IN DIALOGUE WITH LOCAL AND FOREIGN INVESTORS

In late November, Phat Dat Real Estate Development Corporation, in collaboration with Maybank Kim Eng and HSC, successfully organized a virtual Investor Conference, attracting the attention of many professional investors at home and abroad.

The conference shed light on the big picture of Phat Dat’s business situation during the epidemic, outlooks and development orientations in key business sectors, and a vision for 2022.

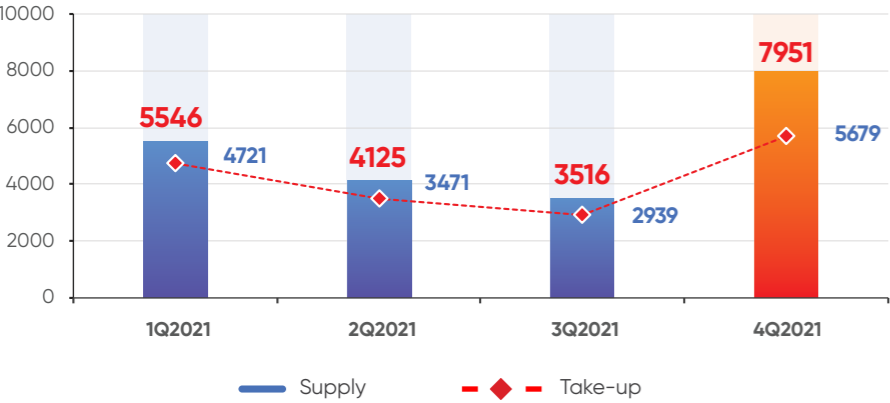
Apartment market in HCMC and nearby provinces



In 4Q2021, the apartment market stocked up 7,951 units, and occupancy reached 5,679 units. Thus, after a prolonged period under the influence of the pandemic, the fourth quarter witnessed signs of market recovery with doubles in supply and take-ups.

Overall, compared to 2020, the supply side and new take-ups struggled under negative impacts in 2021. The rising primary price level, input costs, and insufficient new supplies are believed to be the major drivers of the price increase.

Source: DKRA

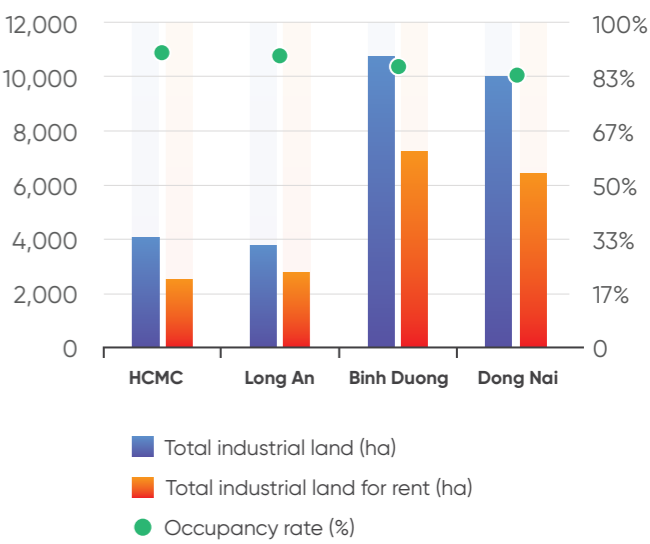


SUPPLY AND TAKE-UP BY QUARTER

Industrial real estate market in southern provinces

In 2021, the industrial property market was challenged with two Covid-19 outbreaks, and the supply chain was interrupted in the third quarter due to anti-epidemic regulations in many provinces and cities across the country. However, when the epidemic protection measures were eased in 4Q2021, the market recovered quickly. According to CBRE, in this quarter, occupancy rates in HCMC, Long An, Binh Duong and Dong Nai reached 87.3%, up 0.11% YoY. Warehouse supply increased sharply in key industrial areas. Thanks to improved transport infrastructure, the industrial real estate market in Binh Thuan, Ba Ria - Vung Tau, Binh Phuoc, Tay Ninh, Tien Giang, Vinh Long recorded strong growth.

Source: CBRE



SOUTHERN INDUSTRIAL REAL ESTATE MARKET, SUPPLY AND OCCUPANCY RATE



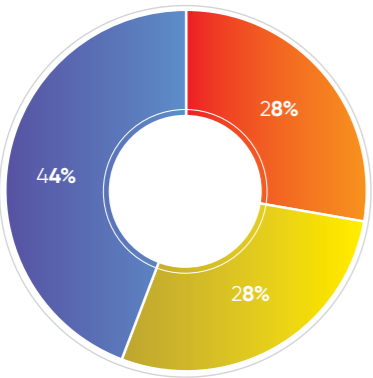
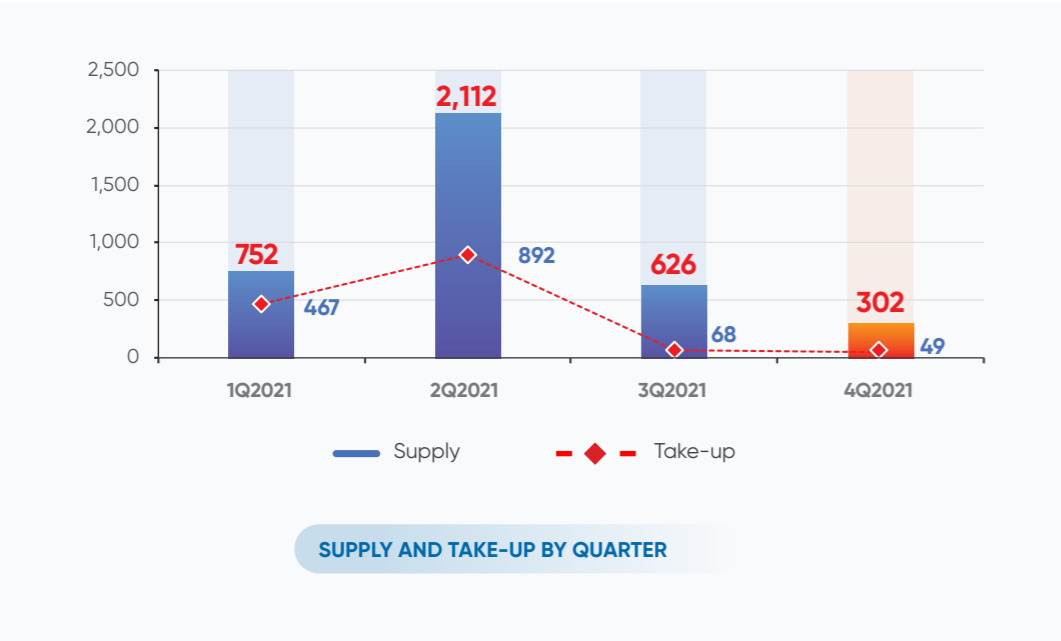
Hospitality property market – Condotel

In 2021, the condotel segment welcomed 11 projects open for sale (including 9 new projects and next phases of 2 existing projects), adding 3,792 units to the market. In the last quarter, the market is still affected by the pandemic outbreak starting from early 3Q2021, with only 302 newly-added units and 49 new occupancy, the lowest figures compared to the previous three quarters.

The southern region is the main contributor to the total supply of which, 44% is condotel or villa, and 38% is in Ba Ria Vung Tau. Projects from reputable developers and 5-star international operation and management companies are preferable.

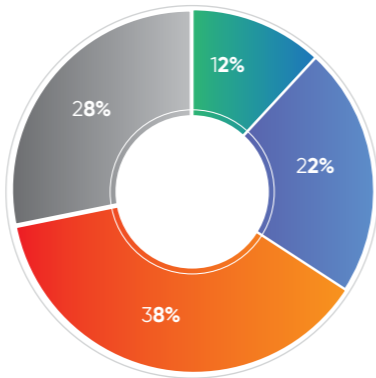


Source: DKRA



The North The Central The South

SUPPLY BY REGION



Phu Tho Quang Binh Ba Ria - Vung Tau Others

SUPPLY BY LOCALITY

Source: DKRA

Market outlook in 1Q2022

As for the apartment market, in 2020, new supply is expected to strongly increase with about 28,000 new apartments, mainly from HCMC (approx.18,000 units) and Binh Duong Province (approx. 10,000 units). After 2 years under constraints, demand will heat the market. The primary prices may continue the uptrend from 2021 due to the rising input costs (land prices, construction materials, etc.)

As for the hospitality property market, supply may rise in condotel and villa compared to 2021, mainly from Binh Thuan, Binh Dinh, and Ba Ria Vung Tau. Primarily, transactions may focus on new projects of renowned major developers.

Despite the impact of the COVID-19 epidemic, the industrial real estate market will sustain significant growth momentum in the long run, with existing tenants extending their operations. Multinational firms continue to promote green production and sustainable growth; in particular, smart eco-industrial parks are employing sophisticated technology to benefit tenants in the long run.



Ho Tram road (Photo: thanhhienvn)



Ho Tram from above (Photo: ngoisao.net)

## Business results

 Closing the fourth quarter of 2021, PDR recorded

**REVENUE**  
**VND 1,228 billion**

**PRE-TAX PROFIT**  
**VND 947 billion**

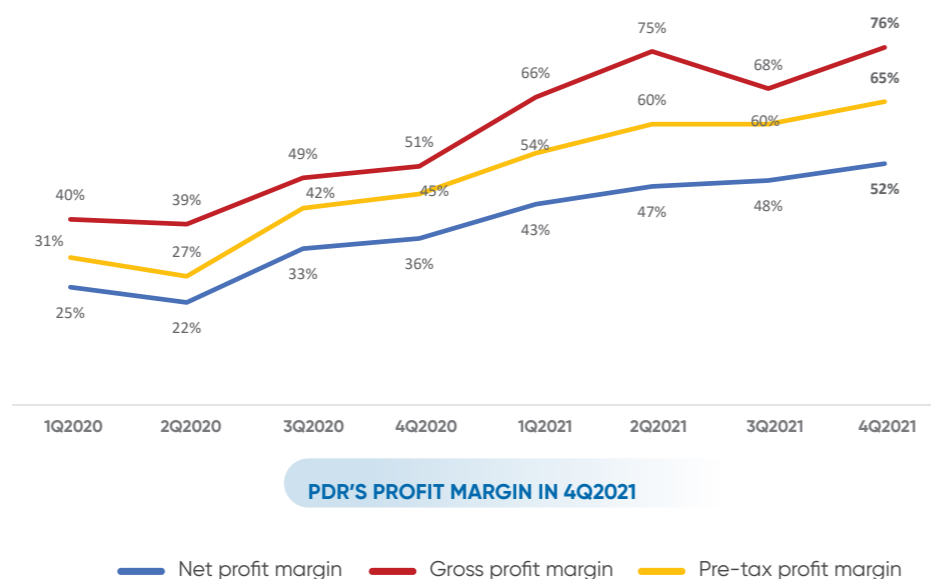
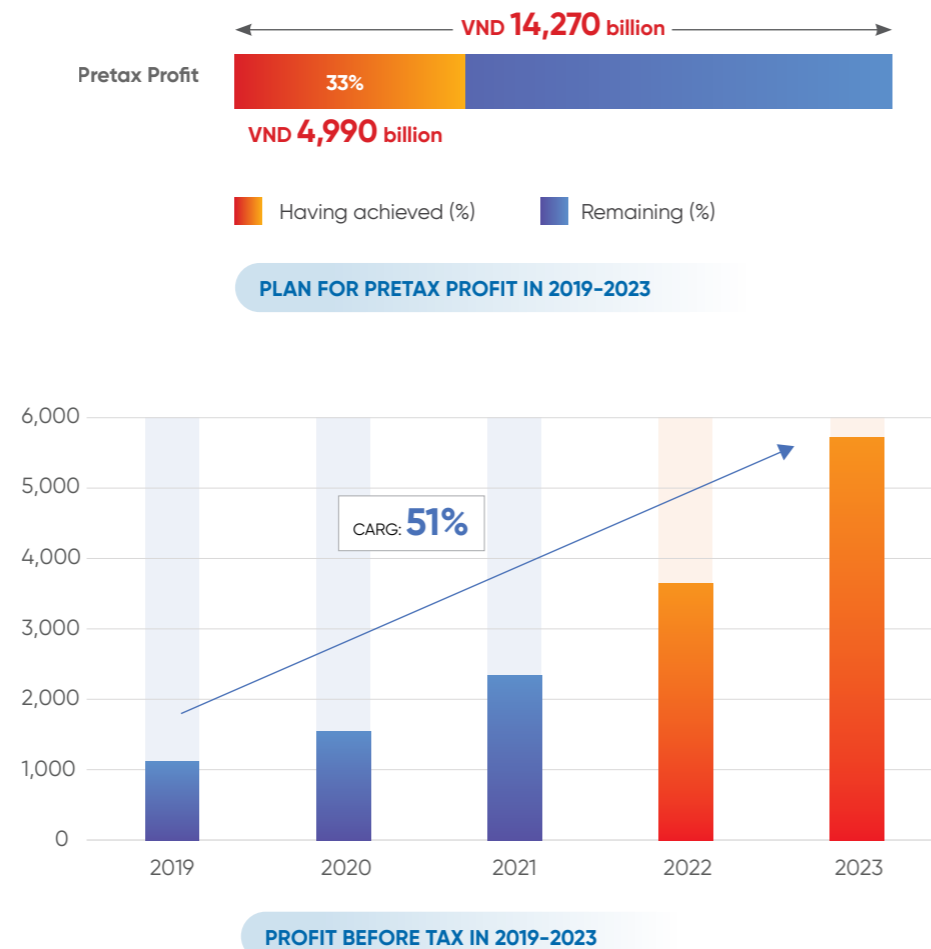
**INCREASE YOY**  
**50%**

This is also the third year in the 'New Era' Strategy with:

**ACCUMULATED PRE-TAX PROFIT REACHED:**  
**VND 4,990 billion**

### PROFITABILITY

Although the national economic conditions have imposed uncertainties, profit margin in 4Q2021 has significantly improved over the same period thanks to the well-implemented wholesale model and revenue from projects in Nhon Hoi Ecotourism City – Nhon Hoi Economic Zone, Binh Dinh Province.



### CONTINUOUSLY INCREASE VALUE FOR SHAREHOLDERS

In 2021, PDR made every effort to improve profit margin and maintain a healthy balance sheet, thereby improving return on equity (ROE), reaching 28% in 2021. Specifically, thanks to an effective capital policy, PDR gradually reduced the financial leverage ratio to 2.7x from 3.1x in 2020 and maintained an effective asset utilization ratio of 20%.

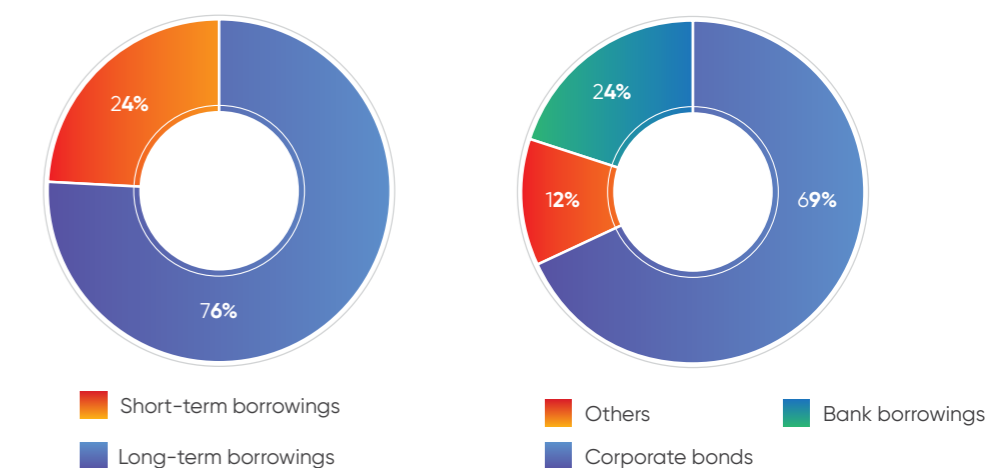


### LOAN STRUCTURE

In 4Q2021, PDR had 3 bond issuances worth VND 925 billion to fuel project implementation. PDR had a total of 9 bond issuances throughout the year, adding a total of VND 2,300 billion to the operating capital to achieve the 2019-2023 pre-tax profit target at VND 14,270 billion.

Issue date	Issuance No.	Issue value (billion VND)	Coupon	Maturity
2nd December 2021	The Seventh	475	12%/year	2nd December 2023
8th December 2021	The Eighth	300	12%/year	8th December 2023
16th December 2021	The Ninth	150	12%/year	16th December 2023

In 2021, PDR focused on debt restructuring, shifting from short-term to long-term borrowings. Specifically, the proportion of long-term loans in total debts increased from 25.53% in 2020 to 76% in 2021. The shifting has enabled the Enterprise's healthy financial indicators, relieving pressure on short-term capital flow and putting the Enterprise at ease during project implementation process.



Business Outlook

The Company expects to maintain its growth momentum with an expected 51% CAGR in pre-tax profit for the period 2019-2023, following a multi-pillar model.

Residential real estate

Focusing on urban gentrification opportunities, especially in young local administrative/financial centers.

- Diversifying markets and product lines, specifically:
- High-end apartments/Branded Residences in CBDs of key municipals.
  - Well-designed and high-quality Townships in administrative center of tier-2 cities.
  - Resort properties in national tourist destinations such as Da Nang, Phu Quoc, Binh Dinh, and Ba Ria - Vung Tau.



Industrial real estate

Embracing the industrial shift of FDI enterprises, Phat Dat focuses on developing industrial parks and residential real estate, backed up by modern infrastructure (following the Industrial Township model).

Seeking investment opportunities from domestic and foreign investors, Phat Dat promotes a harmonious balance between corporate interests and social responsibility, contributing to socio-economic development, urbanization, and working environment for local workers under applicable guidelines and policies.



Warehouse/Logistics

Primarily expanding landholdings in key economic regions, especially areas near international airports or seaports.

Researching and establishing industrial and logistics service centers aligned with international standards to satisfy rental and service needs of domestic and foreign clients.

Forming a network of factories, production facilities, and accompanying services to provide comprehensive logistics solutions for a diverse set of customers/investors.



Development Strategy

PDR owns a diverse land bank in CBDs and future emergent urban areas. In particular, PDR's landholdings stretch across the Central Coast and economic axis revolving around Ho Chi Minh City. PDR always abides by a set of mandatory criteria for its landholding expansion, including:

- Satisfying full legal basis
- On the axis of local socio-economic development that are ready in transportation, tourism facilities, and trading access to other major cities
- Possessing favorable conditions for quick project development.

CLUSTER 1 CENTRAL COAST

As an integral part of PDR's real estate ecosystem, each project built by PDR is leading in scale compared to other developments in the region as well as its economic benefits to the local community.

Specifically, PDR's real estate ecosystem connects 3 key tourism and industrial provinces of the Central Coast, namely Da Nang, Quang Ngai, and Binh Dinh. PDR initially approaches small projects with high certainty, and if they are positively welcome in the local market, PDR will implement bigger projects on a larger scale.



Currently, PDR has a magnificent land facing three road frontages on the most extravagant and lively thoroughfare in Da Nang City. Capitalizing on the local tourism potential, PDR plans to develop branded residences aimed at the high-end segment, including luxury apartments and a 5-star hotel, in limited quantities. The project marks the first presence of PDR in Da Nang and serves as a stepping stone for major tourism and industrial projects in the city.



The residential projects of Bo Bac and Quang Ngai 1 and a total scale of up to 62 hectares.



After setting a firm footprint in Quang Ngai, PDR expedited the expansion of its land bank to the neighboring provinces. In which, PDR has built a 120-hectare project cluster that includes Bac Ha Thanh Urban Area and Nhon Hoi Ecotourism City. Nhon Hoi Ecotourism City, in particular, is the key source of revenue for PDR in 2020 and 2021.

CLUSTER 2 THE ECONOMIC AXIS REVOLVING AROUND HCMC AND THE SOUTHERN KEY ECONOMIC REGION

Apart from the central coastal region, where PDR has built a name with successful projects, PDR's primary markets include Binh Duong and Ba Ria-Vung Tau. Because of the necessity to create tourism cities surrounding HCMC, PDR strongly values the potentials of these locations in the coming time.



With a total investment of VND 9,600 billion, PDR is developing Astral City in Thuan An City, Binh Duong. Astral City is situated at the core of a vital urban hub in a favorable geographical location, connecting residential areas to Song Than and Linh Trung 2 IPs, among others. In addition, Astral City's site on National Road 13 provides easy access to Ho Chi Minh City.

PDR's next goal is to complete the Binh Duong Nguyen Thi Minh Khai project, strengthening PDR's position in the country's most important industrial region.

PDR has added tourism real estate projects to its ecosystem in the neighboring Ba Ria - Vung Tau (BRVT) with three products: Phuoc Hai, Tropicana, and Poulo Condor.

Compared to the whole country, the Southern Key Economic Region accounts for only 20% of the population but generates 45% of the GDP and 40% of the national budget, of which 4 localities are in the leading group in terms of budget contribution to the Central Government. Particularly, Ba Ria-Vung Tau is one of the provinces with advantages in developing marine economic sectors. Seaports and tourism are included in the four economic pillars determined in the VII Provincial Party Congress Resolution, the office term 2020-2025. Aware of the local development policy, PDR confidently develops a complex of 3 tourism projects in the promising tourist gateway for outbound visitors.

95,200 VND

Share price as of 31st December 2021

492,771,916	37%	4,681,608	4,700,748
Outstanding shares (shares)	Free float rate	Average daily trading volume in the quarter (shares)	Average trading volume in December (shares)
3,866 VND/ share	22.87%	24.62	4,867
EPS LTM	Total share dividend paid for 2021	P/E	Charter capital (billion VND)

At the end of 4Q2021, PDR stock was traded within VND84,000 – VND99,000, closing at the 95,200 VND/share, an increase of 16.4% QoQ. Liquidity remained stable at 4.7 million shares/session. In the fourth quarter, PDR issued shares to Employees at all levels under the 2021 ESOP.

In comparison to the beginning of 2021, PDR stock price has recorded a cumulative increase of 168.34%, outperforming the earnings of VN-INDEX (48.03%) and VN30 (57.42%), reflecting a marked improvement in profitability and the enterprise’s intrinsic values.



Corporate events

October

20th October	Fitch Ratings affirmed Phat Dat’s IDR at ‘B’; Outlook Stable.
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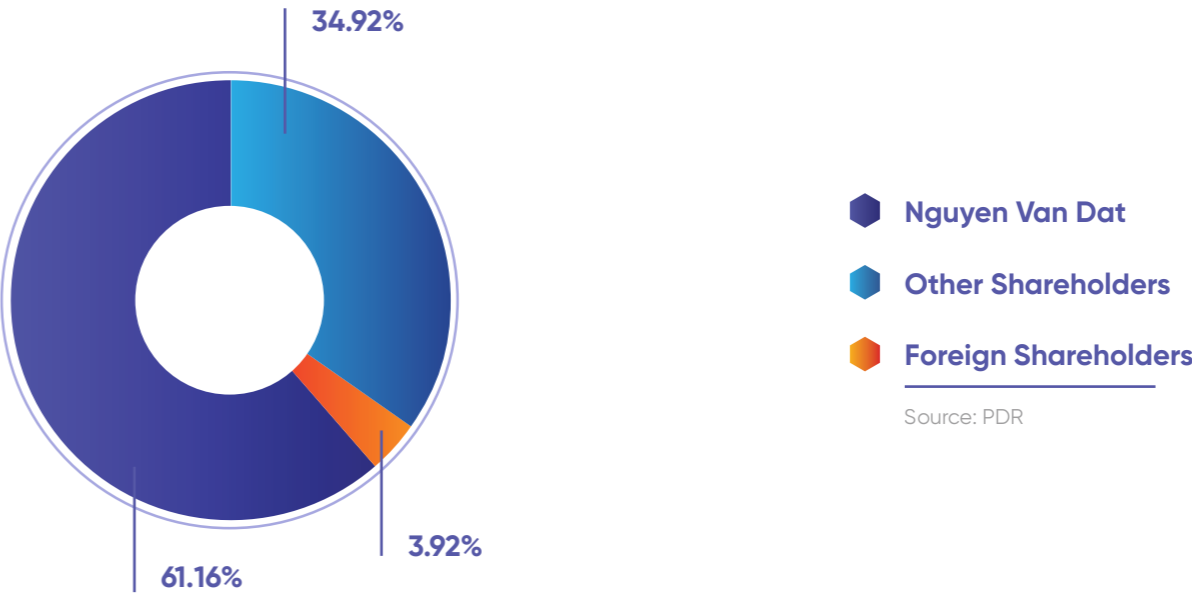
November

15th November	Participated in Corporate Access event for professional investment funds in the Asia – Pacific region organized by Maybank Kim Eng.
19th November	Issued 6,000,000 shares under the Employee Stock Onwership Plan.
29th November	Signed the partnership agreement on Corporate Management with KPMG

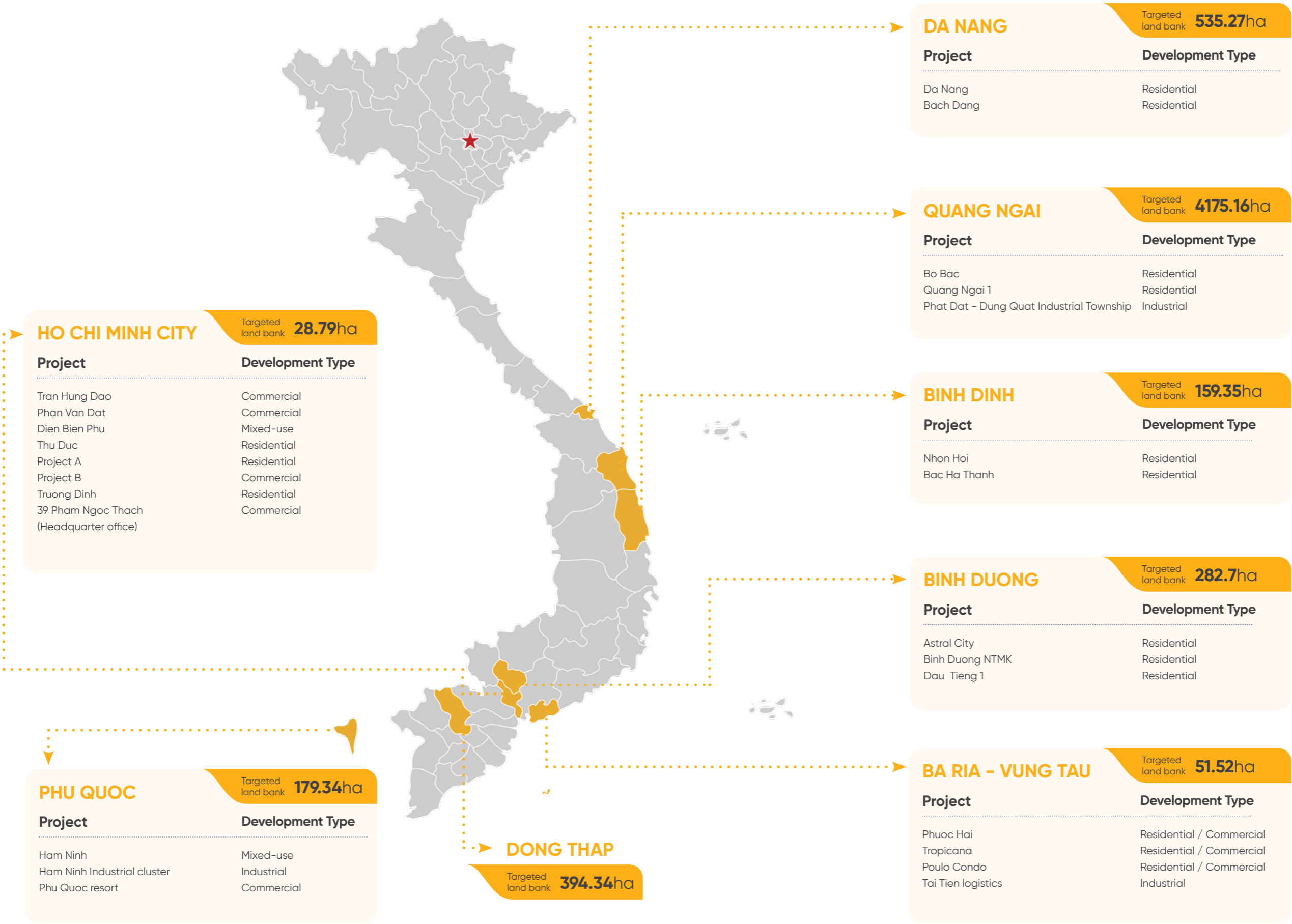
December

3rd December	Participated in Corporate Access Conference themed “Vietnam Bouncing back from COVID” organized by HSC.
23rd December	Completed 3 corporate share issuances (the seventh, eighth, and ninth) worth VND 925 billion
26th December	Work directly with SAMTY Group on future strategic cooperation in 2020
28th December	Won the First Prize in Top 10 Best Annual Reports 2021 for the large-cap group of the annual Vietnam Listed Company Awards co-hosted by HSX and VIR.

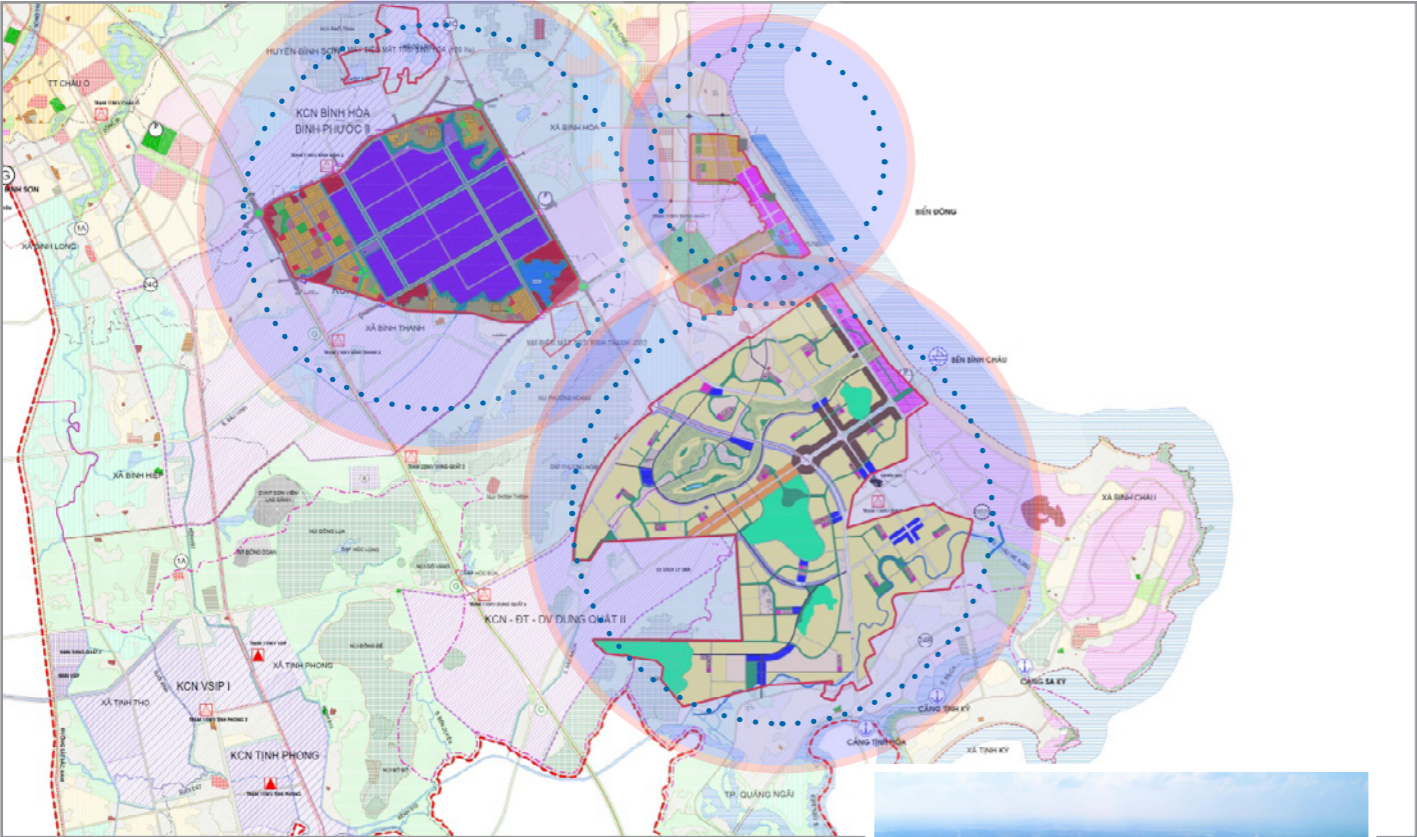
Shareholder structure



Source: PDR



Featured projects



Phat Dat – Dung Quat Industrial Township

Phat Dat – Dung Quat Industrial Township is modeled on an integrated industrial township, satisfying the growing manufacturing demand while also providing urban services such as residential utilities with green open space, which ensures a healthy and balanced lifestyle for experts, workers and local residents, linking industrial park development with urbanization, creating a foundation for the sustainable development for the enterprise and local community.

Located in Dung Quat Economic Zone, Phat Dat – Dung Quat Industrial Township inherits not only a convenient transportation network but also many tax incentives of an economic region.



Project information

- Location**  
Dung Quat Economic Zone, Quang Ngai Province
- Development Type**  
Industrial Township
- Total area**  
1,152 hectares



Astral City

Located in a prime location facing National Route 13, Astral City highlights the excitement of the largest financial avenue in the industrial capital Binh Duong with an array of commercial space, shop houses and high-end cinema.

With a contemporary architectural style, Astral City is developed to become a high-class commercial and apartment complex.

Having met all precautions measures against the pandemic Astral City has been resumed and accelerated with highly-intensive 3-shift work, ensuring both epidemic prevention and the expected handover in 2022.



Project information

- Location**  
National Route 13, Binh Duong City
- Development Type**  
Residential
- Total area**  
3.73 hectares

No.	Project	Location	Site Area	Development Type	Project progress
I	ONGOING REAL ESTATE PROJECTS				
1	Pham Ngoc Thach Office Building	District 3, HCMC	0.067 ha	Office building	<ul style="list-style-type: none"><li>• Under construction</li><li>• Updates on landscape design</li></ul>
2	Phat Dat – Dung Quat Industrial Township	Quang Ngai	1152 ha	Industrial	<ul style="list-style-type: none"><li>• Developing IZ Planning</li></ul>
3	Bo Bac Residential Area in combination with urban gentrification	Quang Ngai	53.95 ha (including 44.16 ha for new structures)		<ul style="list-style-type: none"><li>• Carrying out bidding procedures to select investors</li></ul>
4	Nhon Hoi Ecotourism City	Binh Dinh	116.1 ha	Township	
4.1	Zone 4 – High-rise apartment section				<ul style="list-style-type: none"><li>• Having obtained the hotel land use right certificate</li></ul>
5	Bac Ha Thanh Residential Area in combination with urban gentrification	Binh Dinh	43.16 ha	Township	<ul style="list-style-type: none"><li>• Implementing basic construction procedures</li></ul>
6	Astral City (including 2 projects)	Binh Duong	3.73 ha	Residential	<ul style="list-style-type: none"><li>• Implementing construction with highly-intensive 3-shift work</li></ul>
7	Binh Duong Tower (including 2 projects)	Binh Duong	4.46 ha	Residential	<ul style="list-style-type: none"><li>• In the the application process for project investment policies</li></ul>
8	Phuoc Hai (Tai Tien) project	Ba Ria – Vung Tau	5.56 ha	Residential/Commercial	<ul style="list-style-type: none"><li>• Having Completed legal investment procedures.</li><li>• Working on the 1/500 Planning documents</li></ul>
9	Ben Thanh Long Hai Tourism Area (Tropicana)	Ba Ria – Vung Tau	9.86 ha	Residential/Commercial	<ul style="list-style-type: none"><li>• Implementing basic construction procedures</li></ul>
10	Poulo Condor project	Ba Ria – Vung Tau	12 ha	Residential/ Commercial	<ul style="list-style-type: none"><li>• Revising designs,</li><li>• Implementing basic construction procedures</li></ul>
11	Tai Tien port logistics services and warehouse	Ba Ria – Vung Tau	24 ha	Industrial	<ul style="list-style-type: none"><li>• Developing IZ Planning</li></ul>
12	Residential, Handicraft Area and Center of Ham Ninh Commune	Phu Quoc	79.69 ha	Mixed-use	<ul style="list-style-type: none"><li>• Having completed and submitted the 1/2000 planning for approval</li></ul>
13	Doan Anh Duong Ecotourism Area (formerly known as Vung Bau)	Phu Quoc	40.6 ha; including 16.79-ha Phase I	Resort	<ul style="list-style-type: none"><li>• Continuing land transfer procedures</li></ul>
14	Ham Ninh Industrial Cluster	Phu Quoc	59.16 ha	Industrial	<ul style="list-style-type: none"><li>• Carrying out land acquisition procedures</li></ul>

Ongoing projects (continued)

No.	Project	Location	Site Area	Development Type
II	ONGOING BT PROJECTS			
1	Technical infrastructure of Zone 1 (Co Dai Area)	Thu Duc district, HCMC	84.1 ha	BT project
2	Phan Dinh Phung Sports Center	District 3, HCMC	1.4 ha	BT project
3	The Traumatology & Orthopaedics Hospital project	Binh Chanh District, HCMC	3.7 ha	BT project



CGI of Zone 4 – Nhon Hoi Ecotourism City (Binh Dinh)



CGI of Phan Dinh Phung Sport Center (District 3, HCMC)



CGI of Technical infrastructure of Zone 1 (Co Dai Area)

Internal activities



CELEBRATING VIETNAMESE WOMEN'S DAY 20/10 – FEATURING “FLORAL SWEET”

Celebrating Vietnamese Women's Day on 20th October, Phat Dat Group organized the group photo contest “Floral sweet” for female colleagues and the Floral Display Contest for male staff.

The program is an opportunity to show the charm of Female Colleagues and the ingenuity of Male colleagues in the company, thereby bringing meaningful, engaging, and relaxing activities after work.

External activities



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Community activities

TOTAL VALUE FOR COMMUNITY ACTIVITIES IN Q4 2021



- Donation to the Women's Union of Tra Vinh province
- In-kind donation of medical equipment to Tra Vinh Provincial People's Committee
- Donation to Truong Long Hoa Commune People's Committee, Tra Vinh province
- Donation to Vo Hong Son Disability Parenting Center (Quang Ngai)

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For more information, kindly visit the Website of Phat Dat Real Estate Development Corporation  
at the link below:

**PDR – INFORMATION DISCLOSURE**

This IR newsletter is prepared by Phat Dat Real Estate Development Corporation (PDR). The content of this newsletter is for the purpose of providing information to institutional and individual investors/shareholders. PDR makes every effort to ensure the transparency, completeness, and accuracy of the information presented in this newsletter. However, this information is not an offer or advice to buy or sell PDR shares. Therefore, this newsletter should be best considered as a reference only.

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