



**PHATDAT**  
CORPORATION  
Real Estate Development

# IR NEWSLETTER

1Q  
2022



## RELENTLESS ASPIRATION

**PDR WON DOUBLE PRIZES AT THE AWARD CEREMONY  
OF VIETNAM'S 50 BEST-PERFORMING COMPANIES 2021**

**PHAT DAT IP CONSTANTLY EXPANDS ITS  
INVESTMENT IN DONG THAP**

**INCREASING MARKET POSITION,  
IMPROVING INVESTMENT RELATIONSHIPS**





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# HIGHLIGHTS

## PDR'S HIGHLIGHTED ACTIVITIES IN THE QUARTER



### PDR ORGANIZED THE 2022 ANNUAL GENERAL MEETING OF SHAREHOLDERS

On 26 March 2022, PDR held the 2022 Annual General Meeting of Shareholders (AGM) at Nikko Saigon Hotel, featuring the theme “Relentless aspiration.” At the meeting, the GMS approved 6 proposals for business performance in 2021 and development orientation in 2022.



### THE COMING PROJECT IN PHUOC HAI – BROUGHT BY PDR

On 23 March 2022, the Leadership of Phat Dat Real Estate Development Corporation (HoSE: PDR) held a groundbreaking ceremony for a large-scale project worth about VND 3,500 billion in Phuoc Hai Town. Backed up by PDR's renowned reputation for high-quality products, the project is expected to deliver great value to investors and tourists amid a dearth of high-quality hospitality accommodations in Ba Ria–Vung Tau Province (BR-VT).



### PHAT DAT IP CONSTANTLY EXPANDS ITS INVESTMENT IN DONG THAP

Following the Dung Quat Industrial Township project (Quang Ngai), Phat Dat Industrial Park Investment and Development JSC (PDI) continuously expands its investment into industrial park projects in Cao Lanh District (Dong Thap Province), mapping a total area of 2,000 hectares by 2030.



### PDR ACCOMPANIED HCMC FEDERATION OF BICYCLE AND MOTORBIKE SPORT

Accompanying the HCMC Federation of Bicycle and Motorbike Sport, Phat Dat Real Estate Development Corporation sponsored VND 2 billion to the Federation's activities in the New Year. To celebrate the upcoming Lunar New Year and the 1st Anniversary of Thu Duc City, in collaboration with the HCM City's Organizing Board of Major Holidays, the City's Department of Culture and Sports, and the municipal People's Committee, the Federation organized the Bicycle Racing with nearly 200 cyclists racing a 54-kilometer route. With the goal of creating a playground to improve people's health, the tournament is expected to be an annual event at a larger scale, drawing more amateur racers.



### PDR JOINED TRA VINH PROVINCE IN A TET PROGRAM FOR THE UNDERPRIVILEGED

Aiming at sustainable development with meaningful societal contributions, on 21st January 2022, Phat Dat Real Estate Development Corporation donated VND1 billion to the program “Happy Tet for the Underprivileged” through the Vietnam Fatherland Front of Tra Vinh Province.

In 2021, PDR also timely supported Tra Vinh Province in preventing and controlling the Covid-19 epidemic with a total donation value of more than VND1 billion.



### PDR WON DOUBLE PRIZES AT THE AWARD CEREMONY OF VIETNAM'S 50 BEST-PERFORMING COMPANIES 2021



Phat Dat was honored to win the Third Place in the Ranking of 2021 Vietnam's 50 Best-Performing Companies and the outstanding Billion-Dollar Enterprise Award 2020–2021, which was unveiled at the honoring ceremony hosted by Nhip Cau Dau Tu Magazine on 17th January 2022.

The awards are evaluated and ranked based on the assessment of businesses' results from 2020 to 2021, using three growth indicators: revenue, return on equity (ROE) and earnings per share (EPS).

This year's results have once again recognized Phat Dat's excellent development and governance capacity in the New Era 2019–2023.

### PHAT DAT CORPORATION: INCREASING MARKET POSITION, IMPROVING INVESTMENT RELATIONSHIPS

On 24 March 2022, the signing ceremony of investment cooperation between Phat Dat Real Estate Development Corporation (HoSE: PDR) and ACA Investments Pte. Ltd. (ACA) – a fund manager of Daiwa Securities Group Incorporation, was successfully held at PDR's head office. This ceremony is an important milestone that marks ACA's initial investment of 30 million USD in PDR after having strictly due diligence into Phat Dat's operations.

### BCI ASIA AWARDS RECOGNIZED PHAT DAT'S ACHIEVEMENT IN BOTH 2020 & 2021



At the BCI Asia Award 2020/2021 ceremony on 19 January 2022 at Sheraton Saigon Hotel, Phat Dat was one of the three investors named in the Top 10 Developers in Vietnam for both 2020 and 2021.

BCI Asia Awards is one of the most prestigious awards in the Asia-Pacific region to honor leading developers and architecture firms that have built and designed the greatest volume of buildings throughout the year.

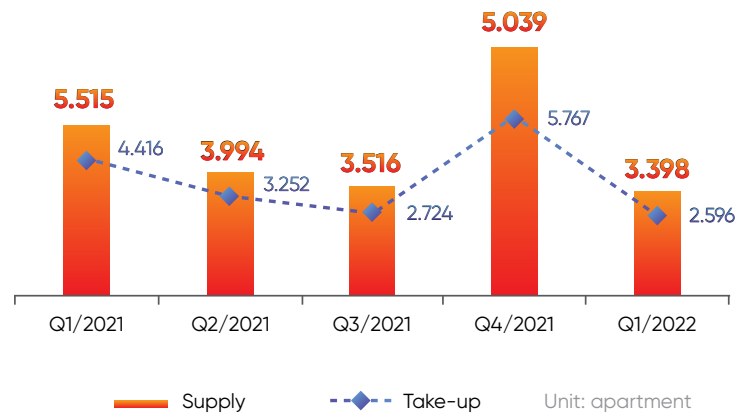
BCI Asia Awards is also considered an international forum of elite investors, architectural firms, contractors, manufacturers, and service providers. Seven Asian countries, including Hong Kong, Indonesia, Malaysia, the Philippines, Singapore, Thailand and Vietnam, hold the program each year.



# MARKET OVERVIEW IN 1Q2022

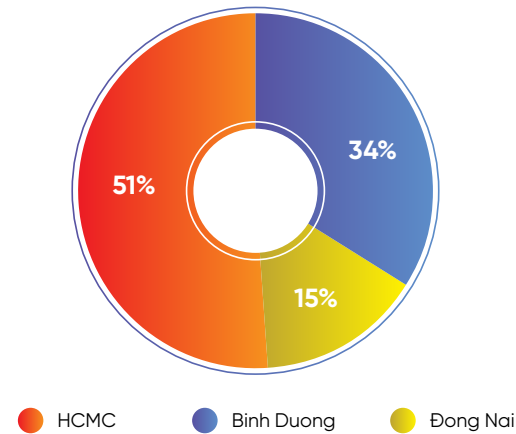
## APARTMENT MARKET IN HCMC AND NEARBY PROVINCES

By the end of 1Q2022, along with a lower absorption rate, apartment supply in HCMC and neighboring provinces decreased, equal to only 42% of the previous quarter (8,039 units) and 62% of the first quarter of 2021 (5,515 units). HCMC and Binh Duong continued to lead the market with 85% of the new supply.



SUPPLY AND TAKE-UP BY QUARTER

Absorption totaled 2,596 units, approximately 76% of the newly launched supply, 45% of the previous quarter (5,767 units) and 59% of the same period last year (4,416 units). Grade B apartments made up 63% of the entire open-sale stock in the first quarter of 2022, mainly in the western part of the city. The primary selling price climbed by around 2% to 5% compared to the previous quarter, but the secondary selling price remained relatively unchanged.



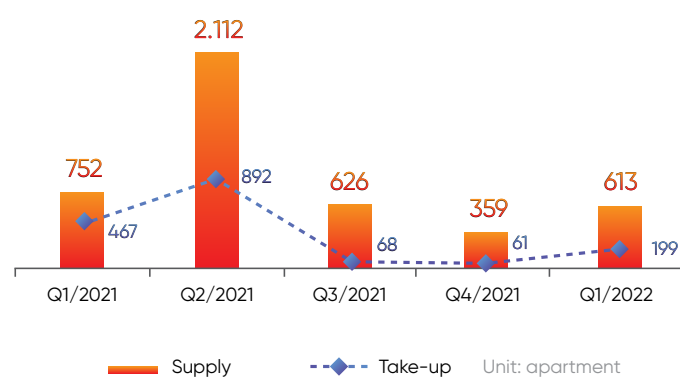
NEW SUPPLY BY LOCALITY

Source: DKRA

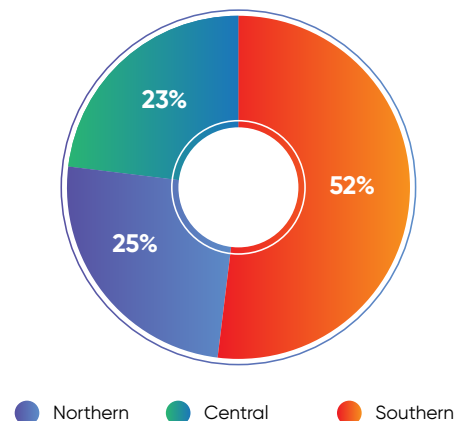
## HOSPITALITY PROPERTY MARKET IN NEARBY PROVINCES

The condotel market welcomed 613 units from four new developments in 1Q2022, a rise of 71% over the previous quarter but a fall of 18% over the same period in 2021. The southern region, Ba Ria - Vung Tau in particular, accounted for 52 percent of the new supply on the market. The absorption rate reached 32% of new stock or 199 units, 3.3 times higher than in the fourth quarter of 2021 but only 43% of the same period in 2021.

According to DKRA, projects operated and managed by international operators recorded a 23% higher selling price compared to domestically-run projects. Successful transactions were also higher in internationally-run facilities, accounting for 86% of total sales in the quarter, with a sales period lasting 3-4 months. In addition, over the past time, the Ministry of Natural Resources and Environment has proposed to amend regulations governing the issue of ownership certificates for condotels, officetels, and resort villas. This adjustment is expected to solve the problem of ownership certificate issuance for hospitality real estate in the coming time.



SUPPLY AND TAKE-UP BY QUARTER



NEW SUPPLY BY REGION

Source: DKRA

## INDUSTRIAL REAL ESTATE MARKET IN SOUTHERN PROVINCES

Despite the pandemic, foreign investors remain optimistic about Vietnam's economy and the investment market in the new normal. The manufacturing and processing industry accounted for USD 5.3 billion, or 60% of total investment capital. There are 84 new projects with registered capital of \$2.1 billion and 150 existing projects with a total capital increase of \$2.8 billion. The South market dominated with 87.7% of total newly registered FDI in the manufacturing sector, followed by the North with 10.9%. According to JLL, thanks to the new wave of FDI investment flowing into Vietnam after reopening and the expanding production need of existing businesses, land prices in the South continued to reach new peaks with an average of 120 USD/m<sup>2</sup>/lease cycle, up 9% over the

same period last year. Binh Duong Province enjoys a 63% market share worth US\$1.38 billion, thanks to Lego's investment in VSIP III. Previously expected projects have officially been put into operation, significantly adding to the supply of industrial land and ready-built factories in the first quarter of 2022, reaching 26,724 hectares and 3.8 million sqm, respectively. In the southern region, aside from location and cost, the emergence of green IP models and the application of smart technology into management and operation are of great interest and projected to provide competitive advantages in the future to attract investment.



## MARKET OUTLOOK IN 2Q2022

New supply in 2Q2022 is projected to be 5,500 apartments from the HCMC market and 1,200 apartments from the Binh Duong market, while new supply in other provinces will be relatively scarce. Grade A and Grade B apartments will lead the market. Primary selling prices may increase because of the pressure of raw material costs, while the secondary selling price will not change much compared to the first quarter of 2022.





BUSINESS PERFORMANCE IN 1Q2022

BUSINESS RESULTS

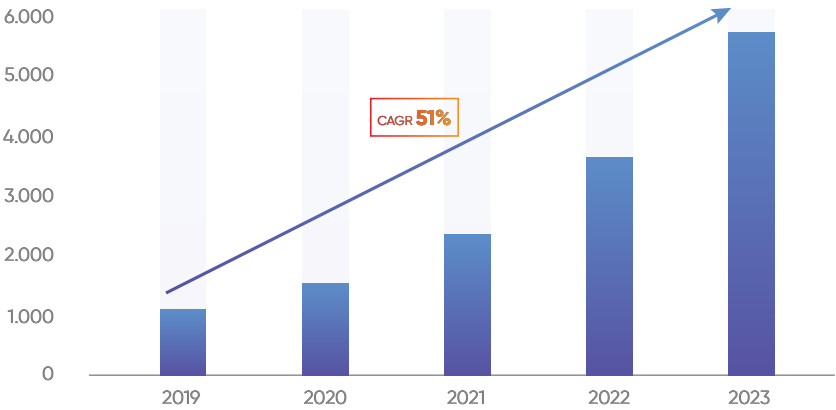
The General Meeting of Shareholders approved the 2022 business plan target at the 2022 AGM. Accordingly, 2022's revenue and profit targets are set in conformity with the accumulated pre-tax profit target of VND 14,270 billion in the New Era Strategy from 2019 to 2023.

NET REVENUE  
VND 10,700 billion

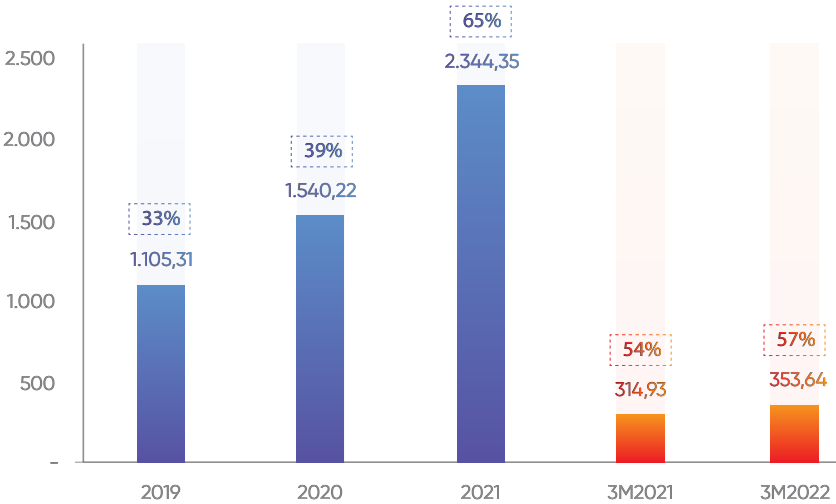
PROFIT BEFORE TAX  
VND 3,635 billion

PROFIT AFTER TAX  
VND 2,908 billion

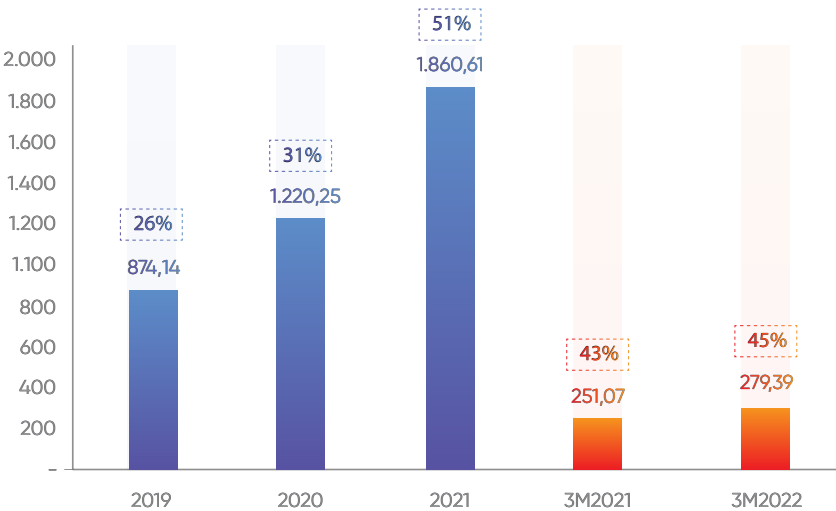
In the first three months of 2022, PDR recorded a cumulative revenue of VND 625.45 billion, up 6.7% over the same period, mainly from Zone 4 of Nhon Hoi Ecotourism City, Binh Dinh Province. Profit before tax reached VND 353.64 billion, up 12.3% over the same period and 10% of the given target for 2022.



2019-2023 CUMULATIVE PRE-TAX PROFIT AIMING AT VND 14,270 BILLION



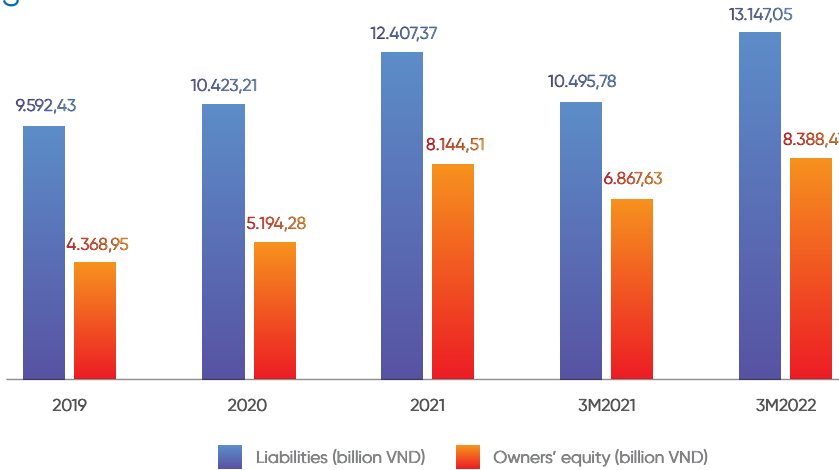
PROFIT BEFORE TAX (VND BILLION)



PROFIT AFTER TAX (VND BILLION)

MAINTAINING STABLE FINANCIAL STATUS

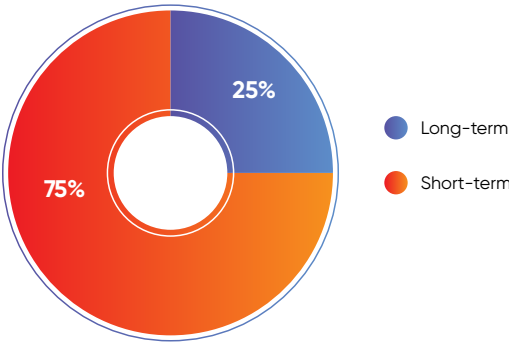
Capital development is an important task of real estate developers. By late of 1Q2022, PDR raised the total capital to VND 21,535.52 billion, an increase of 4.8% compared to the end of 4Q2021.



RESOURCES

Entering 2022, PDR continues its debt restructuring strategy shifting from short-term to long-term and focusing on the international bond market with preferential capital costs. Specifically, short-term loans accounted for 25.4% of total liabilities, equivalent to VND 1,222.56 billion and down 6.2%. Meanwhile, long-term loans accounted for 74.6% of total liabilities, reaching VND 3,593.1 billion and up 310.7% over the same period. PDR advocates using resources from loans on a prudent basis, directly serving the purposes of project development and land bank expansion, ensuring financial safety ratios.

In 1Q2022, PDR carried a bond issue worth VND 300 billion to finance the implementation of PDR's projects. Especially on 24 March 2022, PDR signed an investment cooperation agreement with ACA Investments, a fund manager of Daiwa Securities Group Incorporation in Japan. Accordingly, ACA made an initial investment of USD 30 million in PDR through an unsecured loan with the right to convert into ordinary shares via private placement. The convertible loan has a 3-year term, a preferential interest rate of 8%/year and a conversion price of VND 120,000/share, equivalent to a market cap of VND 60,000 billion. From the partnership with ACA and the stable outlook 'B' credit rating from Fitch Ratings - the world's leading prestigious credit rating agency, PDR has proven its ability to comply with strict regulation of international investment funds.



DEBT MATURITY STRUCTURE AS OF 31 MARCH 2022

ABOUT THE CONVERTIBLE FOREIGN LOAN

- ✓ Lender: ACA Investments
- ✓ Loan value of \$30 million with a 3-year term
- ✓ No collaterals
- ✓ Fixed interest rate: 8%/year
- ✓ Conversion price of VND 120,000/share, equal to VND 60,000 billion in market cap



BUSINESS PERFORMANCE IN 1Q2022

BUSINESS OUTLOOK



NHON HAI ECOTOURISM CITY

	Zone 4	Zone 9
Location	National Route 19B, Section 4, Nhon Ly Commune, Quy Nhon City, Binh Dinh Province	
Site area	341.594m2	459.832m2
Estimated investment	VND 7,495 billion	VND 8,551 billion
Product floor area	145,247m2	283,595m2
Product type	1,308 land lots, including 961 attached residential lots and 347 lots for shop-house and mixed-use apartments...	2,406 products, including 2,055 attached residential lots and 347 lots for villas and mixed-use apartments...
Open for sales	2Q2019	2Q2019
Handover	4Q2021	4Q2021

2022'S PRE-TAX  
PROFIT TARGETING  
VND 3,635 billion



ASTRAL CITY

	Astral City 1	Astral City 2
Location	National Route 13, Binh Duc Quarter, Binh Hoa Ward, Thuan An City, Binh Duong Province	
Site area	19,277.7 m2	18,066.1 m2
Estimated investment	Approx. VND 6,697.4 billion	
Product floor area	• 160,102 m2 for apartments • 14,918 m2 for commercial and office space	• 163,165 m2 for apartments • 14,997.5 m2 for commercial and office space
Product type	2,475 apartments and 14,918 m2 for shophouses and officetels	2,475 apartments and 14,997.5 m2 for shophouses and officetels
Open for sales	1Q2022	
Handover	Expectedly in 4Q2022	



PHUOC HAI PROJECT

Location	Phuoc Hai Town, Dat Do Commune, BRVT Province
Site area	73,842 m2, including: + Mountain-side section: 55,569.8 m2, + Seaside section: 18,272.2 m2
Estimated investment	Mountain-side section: about VND 6,170 billion, Seaside section: about VND 2,300 billion
Product area	Tourist apartments in mountain-side section (GFA: 273,740 m2, NSA: 224,732 m2) Seaside villas (GFA: 2,700 m2), Seaside hotel (GFA: 20,676.1 m2)
Product type	Tourist apartment, shophouse, hotel, vacation villa, etc.
Open for sales	2Q2022
Handover	Expectedly from 4Q2022



THUAN AN HIGH-RISE COMPLEX (NGUYEN THI MINH KHAI STREET)

	THUAN AN 1	THUAN AN 2
Location	Thuan An City, Binh Duong Province	
Site area	18,370.5 m2	26,216.1 m2
Estimated investment	VND 9,374 billion	
Product floor area	• Apartments: ~ 370,278 m2 • Commercial-service area: ~ 18,497 m2 • Shophouses: ~ 9,449 m2 • Others: ~ 3,222 m2	
Product type	Apartment, Commercial-service space, shophouse, etc.	
Open for sales	3Q2022	
Handover	3Q2024	



IR ACTIVITIES IN 1Q2022

PDR SHARES

92,700 VND

Share price as of 1st April 2022

492,771,916

Number of outstanding shares (shares)

37%

Free float rate

3,796,845

Daily trading volume in 1Q2022 (share)

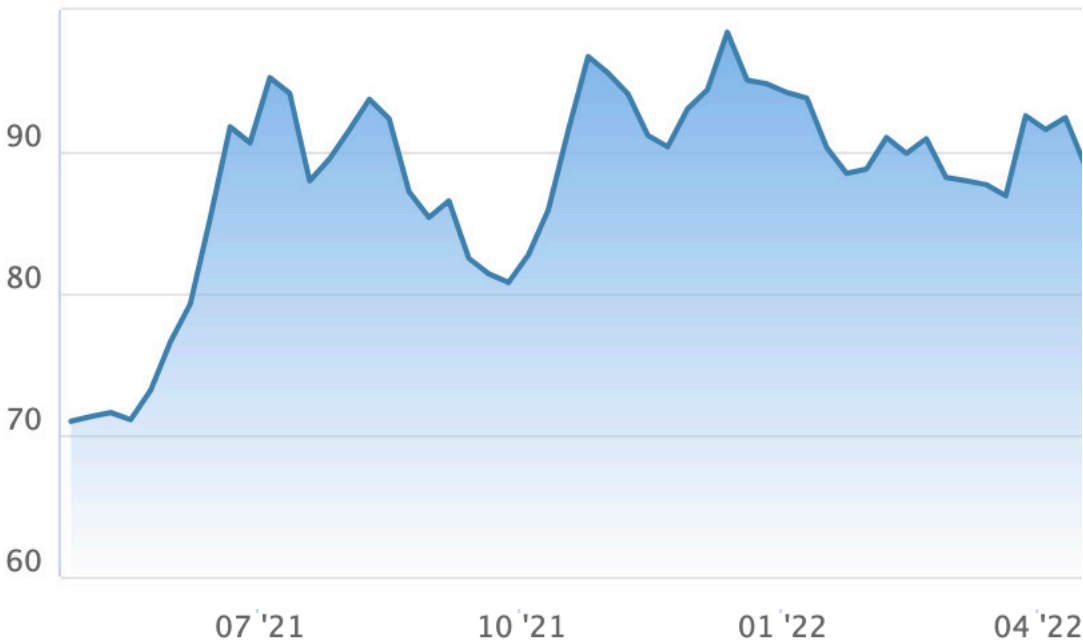
45,680

Market capitalization (billion VND)

4,867

Charter capital (billion VND)

In 1Q2021, PDR stock was traded within VND 85,000 – VND 94,800, closing at VND 92,700 per share, a decrease of 2.6% QoQ. Liquidity remained stable at 3.8 million shares/session.



CORPORATE EVENTS

January 2022

7th January	Site visit
17th January	PDR was honoured in Vietnam’s 50 Best-Performing Companies
19th January	Bci Asia Awards Recognized Phat Dat’s Achievement in 2020 & 2021

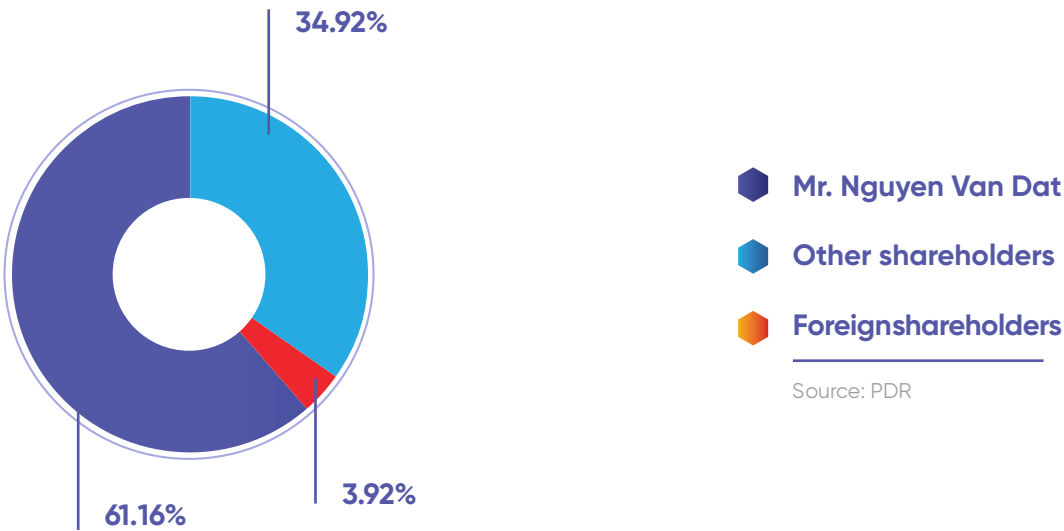
February 2022

18th February	Annual analyst meeting, featuring the theme “Relentless aspiration”
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March 2022

2nd March	Vietnam Corporate Day conference
11th March	Corporate Access webinar with representatives of CTBC bank
14th March	Corporate Access webinar with representatives of Cathay United Bank
23rd March	Phuoc Hai project’s Ground breaking ceremony (Ba Ria – Vung Tau)
24th March	Agreement signing ceremony with ACA Investments
26th March	2022 Annual General Meeting

SHAREHOLDER STRUCTURE

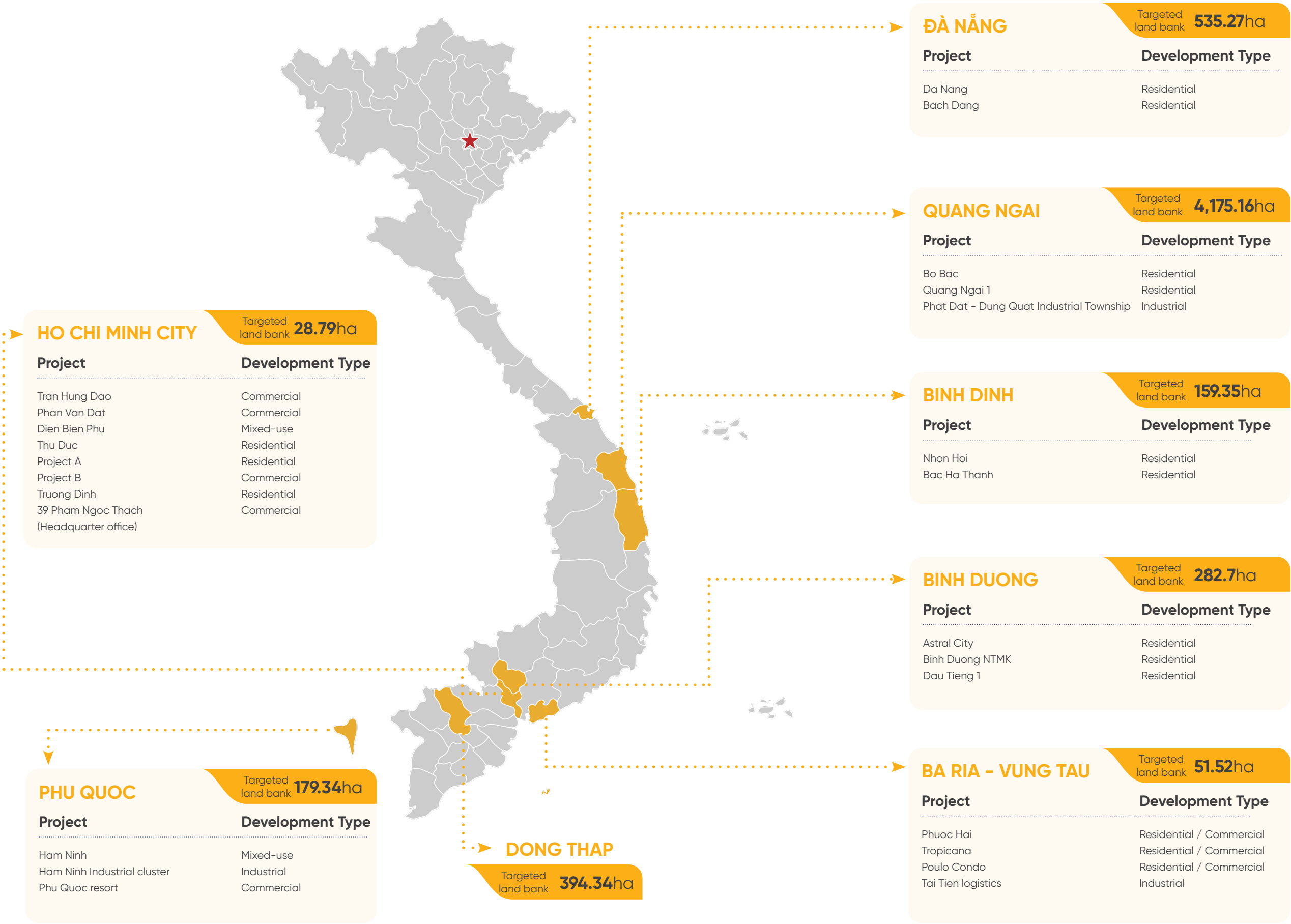


Source: PDR



PROJECT INFORMATION

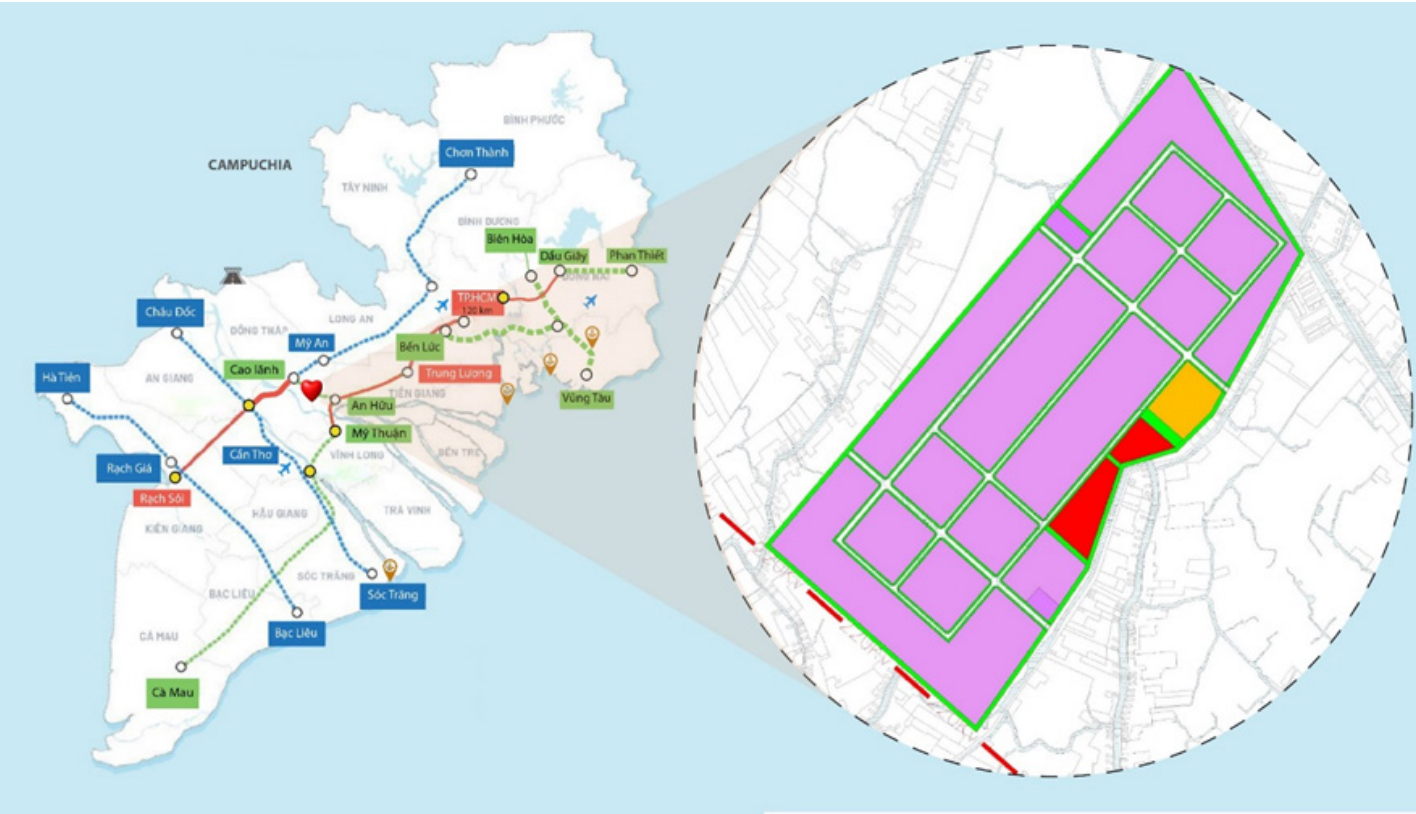
PROJECT MAP





PROJECT INFORMATION

FEATURED PROJECTS



Cao Lanh II Industrial Park (Dong Thap)

Located at an intersection of the An Huu – Cao Lanh Expressway, Cao Lanh II Industrial Park owns a favorable geographical position with existing road and waterway traffic, precisely 15km from Trung Luong – My Thuan Expressway; 120km from HCMC and 56km from Can Tho. As in the country's largest fruit and fishery growing area with an abundant labor force, Cao Lanh II is geared toward the intensive and symbiotic industrial zone model. This IP will attract deep processing industries of agricultural and aquatic products while developing logistics facilities, including warehouses, storage and preservation of raw materials and finished products and distribution networks via roads and waterways. Thus, it will ensure sustainable development and adaptation to climate change through the agricultural value chain, adding value to the province's agricultural products.

Project information

- Location**  
Intersection No. 850, An Huu-Cao Lanh Expressway, My Long Commune, Cao Lanh District, Dong Thap Province
- Development type**  
Industrial Township
- Scale**  
300 ha and an expanded 600 ha



Phuoc Hai project

The Phuoc Hai project enjoys a road frontage on Vo Thi Sau Street, Phuoc Hai Town, Dat Do District, BR-VT Province. With the expected construction in March and sales from May 2022, the project is oriented into a complex featuring various products such as tourist apartments, shophouses, hotel, resort villas, etc., alongside a rich chain of utilities to satisfy all customer needs.

Project information

- Location**  
Phuoc Hai Town, Dat Do Commune, BR-VT
- Product type**  
Tourist apartments, shophouses, hotel, resort villas
- Scale**  
73,842m2
- Expected investment:**  
VND 3,491 billion



PROJECT INFORMATION

ONGOING PROJECTS

No.	Project	Location	Area	Product Type	Progress
I	ONGOING PROJECTS				
1	Hoa Tien Eco-city	Da Nang	535 ha	Townhouse, villa, apartment, hotel	<ul style="list-style-type: none"><li>• Completing the concept design report by late 2021.</li><li>• Updating the planning idea of the 650ha urban area into the general planning of Hoa Tien commune.</li></ul>
2	233 Tran Phu project	Da Nang	0.273 ha	Apartment, commercial & services, hotel	<ul style="list-style-type: none"><li>• Consolidating project planning targets</li></ul>
3	Office Building on Pham Ngoc Thach Str.	District 3, HCMC	0.067 ha	Office building	<ul style="list-style-type: none"><li>• Obtaining construction permit</li><li>• Completing interior, architecture and landscape concepts</li><li>• Undergoing basement construction</li></ul>
4	Mixed-use urban area in Duc Minh and Duc Chanh, Mo Duc Commune	Quang Ngai	159 ha	Township	<ul style="list-style-type: none"><li>• Completing the 1/2000-scale concept planning</li></ul>
5	Mixed-use urban area in Duc Phong, Mo Duc Commune	Quang Ngai	231 ha	Township	<ul style="list-style-type: none"><li>• Completing the 1/2000-scale concept planning</li></ul>
6	Mixed-use urban area in Duc Minh, Mo Duc Commune (Bidding)	Quang Ngai	31 ha	Township	<ul style="list-style-type: none"><li>• Completing the concept planning</li></ul>
7	Mixed-use urban area in Binh Tan Phu, Binh Hoa and Binh Hai (Binh Son Commune)	Quang Ngai	234 ha	Township	<ul style="list-style-type: none"><li>• Coordinating with Dung Quat Economic Zone Management Board to adjust the general planning of Dung Quat Economic Zone for 2035-2050</li><li>• Waiting for approval of the general plan of Dung Quat Economic Zone as a basis for the design proposal.</li></ul>
8	Mixed-use urban area across Binh Son Commune (Binh Chau and Binh Tan Phu) and Tinh Hoa Commune	Quang Ngai	2,409 ha	Township	<ul style="list-style-type: none"><li>• Coordinating with Dung Quat Economic Zone Management Board to adjust the general planning of Dung Quat Economic Zone for 2035-2050.</li><li>• Waiting for approval of the general plan of Dung Quat Economic Zone as a basis for the design proposal.</li></ul>
9	Bo Bac Residential Area in combination with urban gentrification	Quang Ngai	42.01 ha (including 41.63 new construction)		<ul style="list-style-type: none"><li>• Waiting for appraisal opinions on project investment policy</li><li>• Adjusting detailed project planning</li></ul>
10	Nhon Hoi Ecotourism City – Binh Dinh Province Zone 9	Binh Dinh	116.1 ha		
10.1	Zone 4		45.9 ha*	Township (low-rise section and apartment)	Adjusting the planning for the high-rise section. Maintaining the status quo for the low-rise section.



PROJECT INFORMATION

ONGOING PROJECTS

No.	Project	Location	Area	Product Type	Progress
I	ONGOING PROJECTS				
11	Bac Ha Thanh Residential Area in combination with urban gentrification	Binh Dinh	43.16 ha	Township (low-rise section)	Proceeding basic construction procedures
12	Ham Ninh Handicraft Cluster	Phu Quoc	59.16 ha	Mixed-use	<ul style="list-style-type: none"><li>• Proceeding basic construction procedures</li><li>• Conducting the seletion of consulting options for EIA report and fire safety design</li></ul>
13	Residential, handicraft village and commune center of Ham Ninh	Phu Quoc	79.69 ha	Mixed-use	<ul style="list-style-type: none"><li>• Having obtained the 1/200-scale planning</li><li>• Prepare an action plan for basic construction procedures</li></ul>
14	Doan Anh Duong Ecotourism Area (formerly known as Vung Bau)	Phu Quoc	40.6 ha; including 16.79 ha of phase 1	Hospitality	Continuing the land handover procedures
15	Astral City	Binh Duong	3.73 ha	Residential	Completing the adjustments to the fire safety design and pre-feasibility study.
16	Binh Duong Tower	Binh Duong	4.46 ha	Residential	<ul style="list-style-type: none"><li>• Implementing related legal work</li><li>• Completing the Architectural concept design</li><li>• Carrying out designs for façade and landscape concepts and show flat</li></ul>
17	Phuoc Hai project	Ba Ria Vung Tau	5.56 ha	Residential/ Commercial	<ul style="list-style-type: none"><li>• Submitting suggestions for fire safety at the basic design stage.</li><li>• Completing architectural concept design</li><li>• Completing apartment interior design.</li><li>• Deploying the designs of the show flat, facade, utilities, and landscape</li><li>• Reviewing opinions of stakeholders to complete the design.</li></ul>
18	Ben Thanh Long Hai Tourist Area (Tropicana)	Ba Ria Vung Tau	997 ha	Residential/ Commercial	Conducting the bid call for planning consultation
19	Poulo Condor tourist area	Ba Ria Vung Tau	12 ha	Residential/ Commercial	Adjusting to the general planning
20	Tai Tien General Warehouse, Port logistics and logistics services	Ba Ria Vung Tau	24 ha	Industrial	Continuing legal procedures for investment to proceed construction
21	Cao Lanh II Industrial Park	Dong Thap	300 ha	Industrial land, ready-built factory, warehouse	Supplementing to the general planning of the province and IP development plan
22	Cao Lanh III Inudstrial Park	Dong Thap	94.34 ha	Industrial land, ready-built factory, warehouse & port services	Supplementing to the general planning of the province and IP development plan
23	Dung Quat Industrial Township	Quang Ngai	1,067 ha	Industrial land, ready-built factory, warehouse & town-ship	Adjusting to the general planning of Dung Quat Economic Zone



PROJECT INFORMATION

ONGOING PROJECTS

No.	Project	Location	Area	Product Type	Progress
II	BT PROJECTS				
1	Internal technical infrastructure of Zone I (Co Dai Area)	District 9, HCMC	84.1 ha		Carrying out legal procedures
2	Phan Dinh Phung Sports Center	District 3, HCMC	1.4 ha		Carrying out legal procedures
3	Hospital for Traumatology and Orthopedics	Binh Chanh District, HCMC	3.7 ha		



CGI of Doan Anh Duong Ecotourism Area (Phu Quoc)



CGI of Binh Duong Tower



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



CGI of Internal technical infrastructure of Zone I - Co Dai Area (Thu Duc City)



CGI of Ngo May Complex (Quy Nhon)



FEATURED EVENTS IN 1Q2022

INTERNAL ACTIVITIES



DIGITAL TRANSFORMATION SEMINAR

On 19 February 2022, Phat Dat Real Estate Development Corporation held the “Digital Transformation” seminar, overviewing the digital transformation trend in the 4.0 era. At the seminar, practical lessons were shared, and the right digital transformation mindset was enlightened toward the Enterprise’s long-term and sustainable development.

‘NUTRITION FOR THE SKIN’ WORKSHOP

To engage employees and celebrate International Women’s Day, Phat Dat Real Estate Development Corporation organized a health workshop featuring the theme “Nutrition for the skin” for all female colleagues. The workshop provided practical information on skincare for women and taking care of covid-infected children at home.

PHOTOJOURNALISM OF FEMININE BEAUTY ON 8TH MARCH 2022

Celebrating International Women’s Day on 8th March, BOD Chairman, Trade Union and male colleagues in Phtat Dat Real Estate Development Corporation presented fresh flowers and best wishes to all female colleagues.

EXTERNAL ACTIVITIES

SITE VISIT

On 7 January 2022, Phat Dat hosted an analyst site visit with over 30 analysts from financial firms and investment funds in attendance. Mainly, guests toured and experienced a typical completed project – The EverRich Infinity, and visited the construction sites of Astral City and Binh Duong Tower. Thanks to this program, analysts gained a thorough understanding of PDR’s project development capabilities and business model as it gears toward one of the leading real estate developers in Vietnam.



CSR ACTIVITIES

PDR continued its communal activities and donated nearly **VND 6 billion** to organizations and individuals in difficult circumstances during the first 3 months of 2022, stretching from Quang Ngai, Binh Dinh, Phu Yen to Ho Chi Minh City, Dong Thap, Tra Vinh.

AREA	TIME	AMOUNT	RECIPIENT
Quang Ngai	January	350,000,000	Ethnic minority boarding high school in Quang Ngai Province
Dong Thap	January	500,000,000	Dong Thap’s Provincial Fatherland Front
HCMC	January	500,000,000	Ho Chi Minh City Youth Union
HCMC	January	200,000,000	Thanh Nhan–HTV volunteer group
HCMC	February	2,000,000,000	HCMC’s Department of Culture and Sports – HCMC Federation of Bicycle and Motorbike Sport
Tra Vinh	February	1,000,000,000	Tra Vinh’s Provincial Fatherland Front
Tra Vinh	February	150,000,000	Management Board of Tra Vinh Economic Zone
Phu Yen	February	50,000,000	Song Hinh Commune, Phu Yen Province
Binh Dinh	February	250,000,000	Binh Dinh’s Provincial Mobilization Board of the Fund for the Poor
Binh Dinh	February	100,000,000	Hoai An’s Red Cross Society
Binh Dinh	February	250,000,000	Le Binh Thanh
HCMC	February	200,000,000	Phu Nhuan Hospital
Quang Ngai	February	200,000,000	Vo Hong Son Center
Tra Vinh	February	20,000,000	People’s Committee of Truong Long Hoa Commune

PDR ACCOMPANIES HCM CITY FEDERATION OF BICYCLE AND MOTORBIKE SPORT

Accompanying the HCMC Federation of Bicycle and Motorbike Sport, Phat Dat Real Estate Development Corporation (Stock code: PDR) sponsored VND 2 billion to the Federation’s activities in the New Year. To celebrate the upcoming Lunar New Year and the first Anniversary of Thu Duc City, in collaboration with the HCM City’s Organizing Board of Major Holidays, the City’s Department of Culture and Sports, and the municipal People’s Committee, the Federation organized the Bicycle Racing with nearly 200 cyclists racing a 54-kilometer route. With the goal of creating a playground to improve people’s health, the tournament is expected to be an annual event at a larger scale, drawing more amateur racers.



PDR JOINS TRA VINH PROVINCE IN A TET PROGRAM FOR THE UNDERPRIVILEGED

Aiming at sustainable development with meaningful societal contributions, on 21st January 2022, Phat Dat Real Estate Development Corporation (Stock code: PDR) donated VND1 billion to the program “Happy Tet for the Underprivileged” through the Vietnam Fatherland Front of Tra Vinh province, bringing a happy and prosperous Tet to the poor, near-poor, and difficult households.

In 2021, PDR also timely supported Tra Vinh Province in preventing and controlling the Covid-19 epidemic with a total donation value of more than VND1 billion.







## PHAT DAT AND ITS EFFORTS CONTRIBUTING TO POST-PANDEMIC ECONOMIC RECOVERY

**In 2021, the brand name Phat Dat Corporation (HOSE: PDR) had positively pervaded the investor community as well as the domestic and international capital markets. Efforts to overcome difficulties in the face of adversity and companionship with localities across the country to resume economic activities after the COVID-19 pandemic are portrayed in the international Nikkei Asia Magazine and published to promising markets such as Japan, UK, USA, Singapore, Taiwan, Australia, Thailand, etc.**

### BY NIKKEI ASIA

Over the past two years, Vietnam has experienced numerous ups and downs as a result of Covid-19. Like other countries around the world, its economy has been hit by infections, domestic lockdowns, border closures, and a global slowdown.

Yet, through this period, Vietnam's real estate sector has proved to be surprisingly resilient. According to Cushman & Wakefields, apartment prices in Ho Chi Minh City increased by 90 per cent from 2017 to 2020, while industrial land rentals rose by 10 per cent in 2020. And the real estate sector has managed to keep a high year-on-year growth momentum, despite the challenges.

The encouraging figures come on the back of Vietnam's relatively sterling performance in the midst of a global pandemic. While many countries in the region slipped into recession, Vietnam's economy still managed to post a positive growth of more than 2 percent.

As a result, analysts are forecasting healthy growth in Vietnam even as the world slowly recovers from the Covid-19 crisis. Its GDP is expected to grow by 6 percent or so in 2022, making it one of the fastest-growing economies across Asia. Together with ongoing strong demand for both residential and industrial property, it makes the opportunities in Vietnam's real estate sector look most promising.

This is where Phat Dat Real Estate Development Corporation, an award-winning property developer, comes in. With a market capitalisation of more than US\$2 billion (at end-2021), Phat Dat is part of the VN30 Large-Cap group, and it is planning to contribute to Vietnam's burgeoning economy.

Tapping its expertise in coastal real estate development and leaning on a firm belief in the strong potential of Vietnam's real estate sector, the developer is forging ahead in its strategy of investing in provinces across Vietnam, from residential and industrial to warehousing and logistics.

### BUILDING UP LIVING VALUES IN VIETNAM

Demand for residential property across Vietnam – especially along the coastal regions – has been promising. In fact, shortages in supply and overwhelming demand have been reported, thanks to strong interest from both foreign investors and local citizens, and earlier delays in construction.

Whether it's affordable homes or luxury abodes, more homes are needed across Vietnam. The country's middle class is expanding rapidly as a result of economic progress; some 1.5 million to 2 million people are estimated to join this group every year, further increasing the demand for real estate.

Phat Dat is thus aiming to take advantage of urban renewal and development opportunities in emerging administration and financial centres across the country, with an eye on expanding its operating markets and diversifying its portfolio. Among other developments, it plans to build high-end apartments in Ho Chi Minh City, well-planned townships in second-tier cities, and related infrastructure in popular tourist destinations such as Da Nang, Binh Dinh, Quang Ngai, Phu Yen, Ba Ria-Vung Tau, and Phu Quoc; particularly mentioning the project at No. 223 Tran Phu Street in Da Nang City, Bac Ha Thanh Residential Area in Binh Dinh Province, Bo Bac Residential Area in Quang Ngai Province, Poulo Condor, Tropicana, and Phuoc Hai projects in Ba Ria Vung Tau Province, and Binh Duong Tower in Binh Duong Province, among others.



### GROWING VIETNAM'S INDUSTRY

Vietnam has become a go-to location for manufacturers as a low-cost, high-quality alternative to countries in the region. Indeed, many companies have moved their production to the country, giving a boost to the country's foreign investment as well as the industrial property market. Such growth is driving demand for industrial parks along with the expansion and upgrading of the accompanying supporting infrastructure.

Previously, since August 2020, Phat Dat has gradually invested in expanding its reach into the industrial real estate segment, which will be one of the main pillars in Phat Dat's development plans over the next few years, as it seeks to capitalise on Vietnam's potential in drawing foreign investment and expanding domestic production. At the moment, PDR already has plans to launch three industrial projects in 2023, including the Tai Tien General Warehousing, Port Logistics and Logistics Services in Ba Ria Vung Tau; the Dau Tieng Industrial Township in Binh Duong; and Cao Lanh Industrial Parks in Dong Thap. Like its other developments, these industrial parks and residential properties will feature the latest infrastructure while also ensuring that the company will contribute to Vietnam's socio-economic development sustainably.

### SUPPLYING VIETNAM'S WAREHOUSING AND LOGISTICS NEEDS

With the growth in manufacturing and production, quality warehousing and logistics support facilities will be sorely needed to ensure that producers, distributors and exporters are well linked to transport and trade hubs.

Anticipating such needs, Phat Dat is planning to acquire and accumulate land banks in key economic zones, especially those that are strategically located near international airports and seaports. These areas will facilitate the developer's plans to build logistics real estate of international standards that are required by international and local partners. Phat Dat's range from factory networks and warehouses to associated infrastructure that enable the running of comprehensive logistics solutions for customers and investors.

### JOINTLY RECOVERING VIETNAM'S ECONOMY

With its firm foundation, broad experience and detailed plans, Phat Dat hopes to make full use of the opportunities abounding in Vietnam as the country looks forward to post-pandemic growth. Backed by its expertise in real estate business, it believes that it has a strong prospect of success and an integral part to play in boosting Vietnam's economy in the long term.



Astral City in Binh Duong Province



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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**

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**PHATDAT**  
**CORPORATION**  
Real Estate Development

**CONTACT:**

IR Director

Ms. Dang Hoa Quynh

☎ (+8428) 2226 6868 (Ext: 625) ✉ quynh.dang@phatdat.com.vn