

IR NEWSLETTER

IQ2023



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1 | HIGHLIGHTS IN IQ2023

HIGHLIGHTS



PHAT DAT HELD THE WORKSHOP "CHANGE TO WEATHER THE STORM"

On January 16, 2023, Phat Dat held a workshop titled “Change to overcome the storm,” with over 300 employees from member companies in attendance. At the workshop, speaker Le Ba Thong shared many great insights about releasing energy, accepting changes to overcome difficulties, and expressing gratitude.

Mr. Nguyen Van Dat – Chairman of Phat Dat Group elaborated at the event: *“Although the real estate market and the global economy remain challenging in 2023, the Company has been prepared for it proactively. It is important for Phat Dat’s staff to unite, work together, believe in themselves, and believe in the management team. The Group will certainly develop further and create new heights in the coming time.”*

PDR CONTINUES ITS EARLY REDEMPTIONS OF BONDS WORTH VND 900 BILLION

Phat Dat Real Estate Development Corporation (HOSE: PDR) has just announced early redemptions of bonds with a total value of nearly VND 900 billion on January 17, 2023.

According to Phat Dat's financial statement for 4Q2022, after these bond settlements, Phat Dat's total debt is about VND 3,500 billion (compared to about 5,200 billion VND at the end of 3Q2022), including VND 1,600 billion bonds. Put in the same picture with Phat Dat's existing operating scale and assets, this debt figure would be seen as relatively safe for the Company's liquidity in 2023.



VIBRANT NEW YEAR KICK-OFF WITH CADIA QUY NHON

A festive event called "WELCOME THE GOD OF PROSPERITY – WELCOME SPRING FORTUNE" was held on January 31, 2023, at the Sale Gallery of Cadia Quy Nhon.

The vibrant atmosphere of the new year was celebrated through captivating lion dance performances, which aimed to bring good fortune to customers and investors. Attendees also had the chance to discover more about the emerging international symbol Cadia Quy Nhon and start off 2023 with fresh opportunities, triumphs, and prosperity.



HIGHLIGHTS



PHAT DAT CELEBRATED WOMEN'S DAY 8/3 WITH FUN AND EXCITING ACTIVITIES

As a highlight in its corporate culture, Phat Dat Real Estate Development Corporation (HOSE: PDR) celebrated Women's Day 8/3 with many exciting and vibrant activities. At the event, many meaningful gifts and wishes were presented to all female staff of Phat Dat. As an indispensable part of the Company's growth, our ladies always demonstrate a spirit of dynamism, enthusiasm, and creativity in outstandingly completing assigned tasks.



BINH DUONG PROVINCE HONORS PHAT DAT'S CONTRIBUTIONS TO THE COMMUNITY



Late March 2023, Binh Duong's Vietnam Fatherland Front announced the decision to commend, reward and present certificates of merit to organizations and individuals for their contributions to preventing and controlling the COVID-19 epidemic in the province.

Phat Dat Real Estate Development Corporation (HoSE: PDR), in particular, was recognized for its efforts for the community, particularly during the peak of the Covid-19 outbreak.

During the COVID-19 outbreak alone, Phat Dat donated more than 18 billion VND to the vaccine fund, medical equipment in-kind donations, frontline medical staff, and food aid for severely affected areas.

AWARDS



 TOP 10 CHỦ ĐẦU TƯ BẤT ĐỘNG SẢN NĂM 2023	
	CÔNG TY CỔ PHẦN VINHOMES
	CÔNG TY CỔ PHẦN ĐẦU TƯ NAM LONG
	CÔNG TY CỔ PHẦN TẬP ĐOÀN ECOPARK
	CÔNG TY CP ĐẦU TƯ VÀ KINH DOANH NHÀ KHANG ĐIỂN
	CÔNG TY CỔ PHẦN PHÁT TRIỂN BẤT ĐỘNG SẢN PHÁT ĐẠT
	CÔNG TY CỔ PHẦN TẬP ĐOÀN HÀ ĐO
	CÔNG TY TNHH PHÁT TRIỂN PHÚ MỸ HƯNG
	TỔNG CÔNG TY CP ĐẦU TƯ PHÁT TRIỂN XÂY DỰNG
	CÔNG TY CỔ PHẦN ĐẦU TƯ VĂN PHÚ - INVEST
	CÔNG TY CP ĐẦU TƯ VÀ PHÁT TRIỂN BẤT ĐỘNG SẢN AN GIA

Dữ liệu cập nhật đến ngày 31/12/2022

PHAT DAT IN TOP 10 PROPERTY DEVELOPERS 2023

Phat Dat (HoSE: PDR) was named among Top 10 Property Developers in 2023 by Vietnam Report. Accordingly, Phat Dat Real Estate Development Corporation ranked 5th, one place higher than in 2022. Other notable names in the Top 10 include Vinhomes, Nam Long Corporation, Ecopark Corporation, Khang Dien House, Ha Do Group, Phu My Hung Corporation, DIG Corporation, Van Phu – Invest, and An Gia Group.

The ranking, resulting from the independent evaluation of Vietnam Report based on scientific and objective principles, is to recognize and honor the pillar real estate enterprises with many accomplishments in providing products to customers and exerting an impressive image among the public and investors.

Despite facing general difficulties in the real estate industry, Phat Dat still maintains its core operations with its flagship projects. Phat Dat has implemented a proactive strategy of restructuring finances and products to cope with market difficulties. The Company has built flexible financial solutions to meet practical demands and focuses on projects with high absorption rates in promising markets.

This recognition once again proves PDR's position in the real estate industry. Earlier, Phát Đạt was also voted among the top 10 best places to work in the real estate industry in 2022.



2 | MARKET OVERVIEW IN IQ2023

APARTMENT MARKET IN HCMC AND NEARBY PROVINCES

New apartment supply in HCMC and nearby provinces decreased sharply, with a 67% QoQ and 59% YoY decline in IQ2023. Ho Chi Minh City remained the market leader, accounting for 80.01% of the new supply in the quarter.

The Grade B apartment segment had the highest share of new supply, comprising 56.2% of the total, primarily located in northern HCMC.

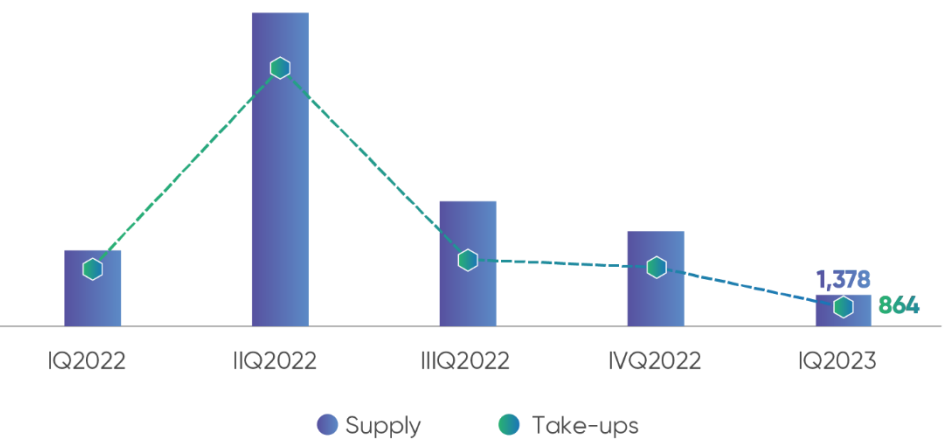
The overall market demand decreased significantly compared to the end of 2022, with a low absorption rate ranging from 19% to 38% for each launch.

To stimulate demand, developers have offered high discounts for fast payment transactions and extended payment schedules.

The primary price remains unchanged while the secondary price and liquidity decreased. Specifically, the secondary selling price fell by 1% - 6% compared to the end of 2022. Sellers of projects nearing completion or the end of grace periods for loan payments tend to increase discount rates to complete transactions quickly and avoid bank interest.

New supply and take-ups in HCMC and nearby provinces

Source: DKRA

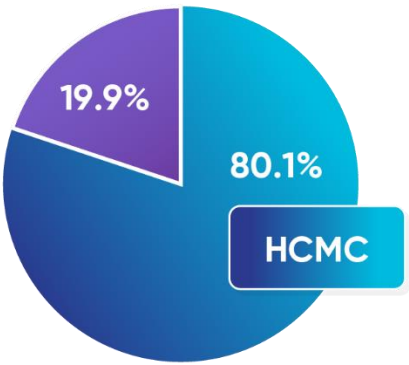


New supply by locality

Source: DKRA

Unit: %

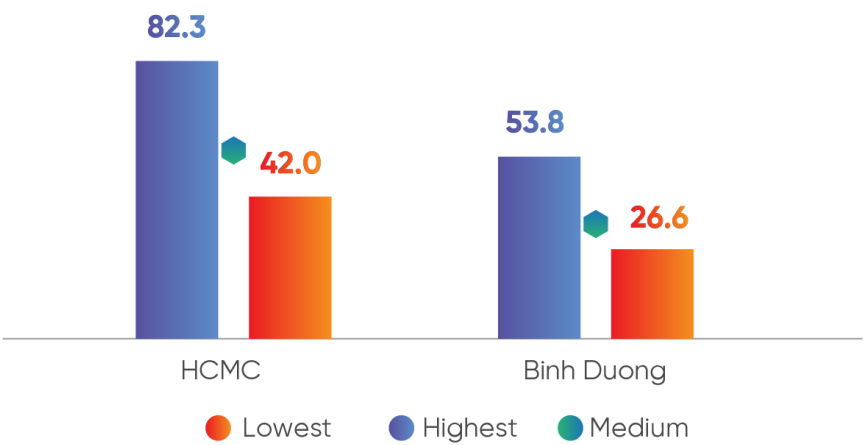
- HCMC
- Binh Duong
- Dong Nai
- BR-VT
- Long An
- Tay Ninh



Selling price of new project by locality

Source: DKRA

Unit: million VND/m² (VAT)



HOSPITALITY REAL ESTATE MARKET IN SATELLITE PROVINCES – VILLAS

Supply continued its decline since the middle of IIQ2022, a decrease of approximately 96% compared to the same period last year.

Market demand reached its lowest level in the past decade, with only a marginal increase of 2% over the same period. Sales of new projects were sluggish, while existing projects struggled to generate transactions, with more than 80% of total primary projects recording no sales.

Selling prices remained unchanged compared to the previous quarter and the same period last year, ranging from 3.1 to 167.8 billion VND per unit. However, due to cash flow pressure, many projects offered discounts of up to 50% for fast payment.

To stimulate market demand in the challenging context, developers continued various incentives such as interest rates, grace periods, and profit/revenue-sharing schemes.

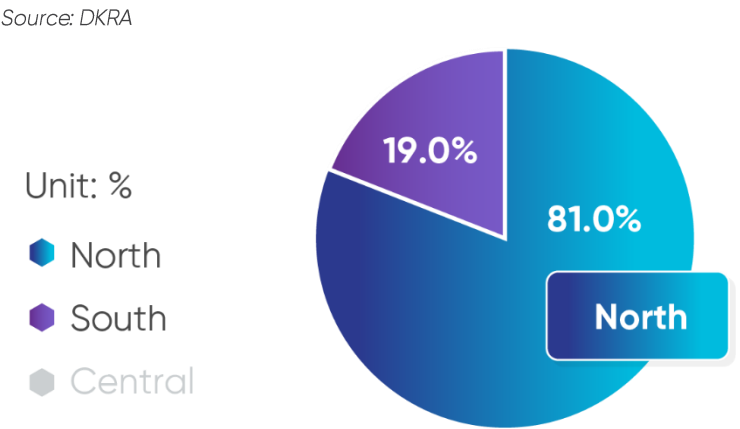
Although measures to ease credit tightening have been introduced recently, they have yet to effectively address the market's capital requirements. Market liquidity has plummeted, leading many projects to extend their sales period due to insufficient funds and failure to meet expected booking targets.

The revenue-sharing scheme is gradually replacing the profit-sharing scheme, as projects adopting revenue-sharing schemes are gaining popularity among customers due to their transparency.

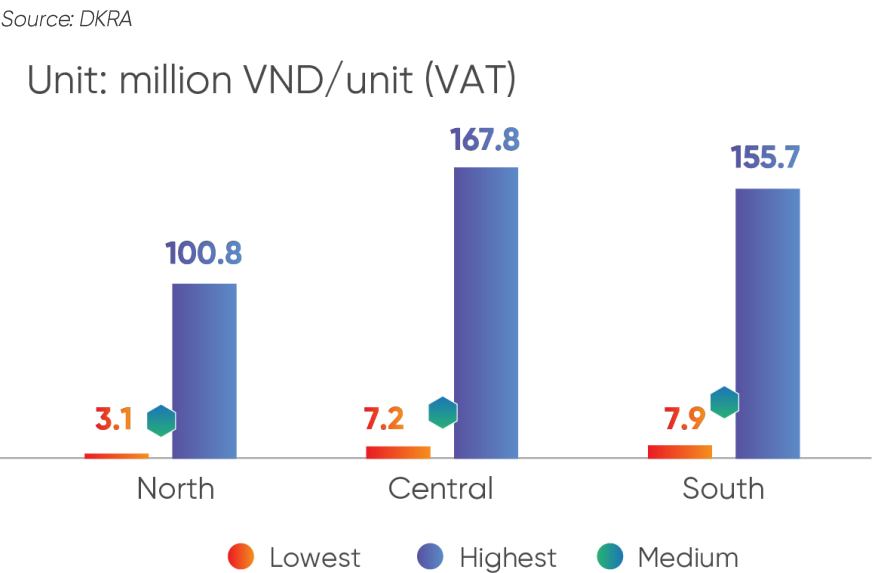
New supply and take-ups



New supply by region



Primary selling price by region



HOSPITALITY REAL ESTATE MARKET IN SATELLITE PROVINCES – CONDOTEL

Supply experienced a sharp decline of approximately 70% compared to the same period in 2022, resulting in limited supply during the quarter. Developers faced difficulties launching sales as bookings fell short, leading to postponements or cancellations.

Market demand reached its lowest point in the past decade, with only a slight increase of 3% compared to the same period. Most projects faced sluggish sales as cautious customers prioritized holding onto their cash during this volatile period.

Earlier measures to alleviate obstacles in the real estate market have not effectively resolved liquidity issues. Investors faced challenges accessing credit and encountered difficulties with bond maturities, which had a negative impact on the overall market.

Although primary prices remained relatively stable compared to the previous quarter, they increased by 15% to 20% over the same period due to pressures from rising input costs, inflation, and high-interest rates. However, these price increases were accompanied by incentives such as interest rates, grace periods, and profit/revenue-sharing schemes. Additionally, different sale periods within the same project featured varying selling prices, with increases ranging from 2% to 5% (with each period spanning 3-4 months).

Developers continued to widely adopt revenue-sharing schemes, recognizing their popularity among customers thanks to business efficiency and transparent cash flow management.

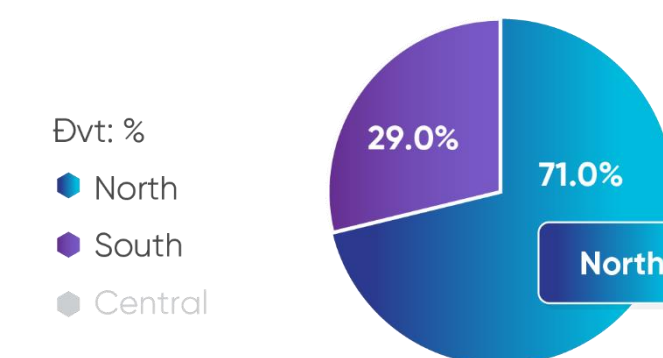
New supply and take-ups

Source: DKRA



New supply by region

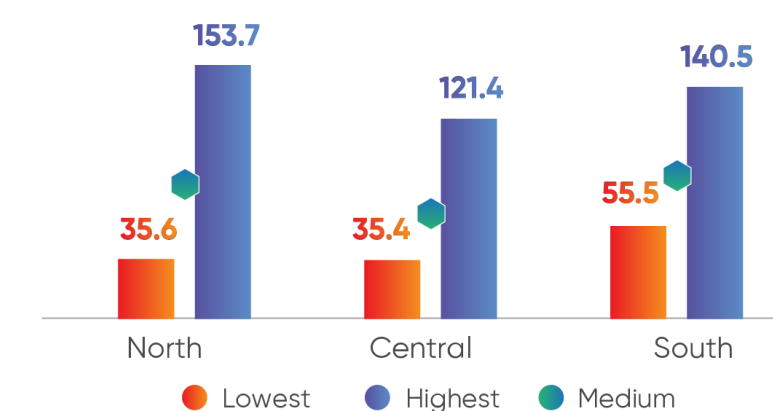
Source: DKRA



Primary selling price by region

Source: DKRA

Unit: million VND/unit (VAT)



MARKET OUTLOOK

APARTMENT

The market may face a shortage of new apartment supply. Supply in Ho Chi Minh City may double compared to IQ2023, at about 2,000 - 2,500 units, while new apartments may reach about 500 - 1,000 units in Binh Duong, about 200 units in Long An and 350 units in BR-VT.

Policies aimed at loosening restrictions and reducing interest rates by the State Bank may help recover general demand and liquidity in both the primary and secondary markets. However, immediate changes are unlikely to occur in the short term.

Grade A segment may continue its dominance in Ho Chi Minh City while neighboring provinces may experience an influx of new supply primarily from Grade B and C.

Grade C apartments and affordable housing is anticipated to increase due to the involvement of large investors and dismantling policies such as Resolution 33 and the Amended Land Law.

Given the pressures from input costs, loan interest, and project legal expenses, the primary selling prices are expected to remain relatively high.



HOSPITALITY REAL ESTATE

Condotel supply is expected to increase compared to IQ2023, ranging from 300-350 units. New stock mainly comes from BR-VT, Binh Dinh and Quang Ninh.

Similarly, villas may experience a slight increase in supply with around 100-150 units, primarily located in Kien Giang.


Townhouse/shophouse supply is expected to increase, ranging from 150-200 units, also mainly in Kien Giang.

The overall market demand may increase slightly compared to IQ2023, but there might not be many changes or signs of a recovery in the short term.

The primary price may remain stable, as it would be difficult to have strong price fluctuations. Promotion or discount policies focusing on fast payment with own capital will be widely applied in IIQ2023.

The revenue-sharing scheme may continue its influence instead of the profit-sharing program as before.



A background image showing a close-up of two hands shaking in a firm grip, symbolizing a business deal or agreement. The image is overlaid with a dark blue semi-transparent filter.

3 | BUSINESS PERFORMANCE IN IQ2023

BUSINESS RESULTS IN IQ2023

NET REVENUE

(including financial incomes)

192.3

Billion VND

PRE-TAX PROFIT

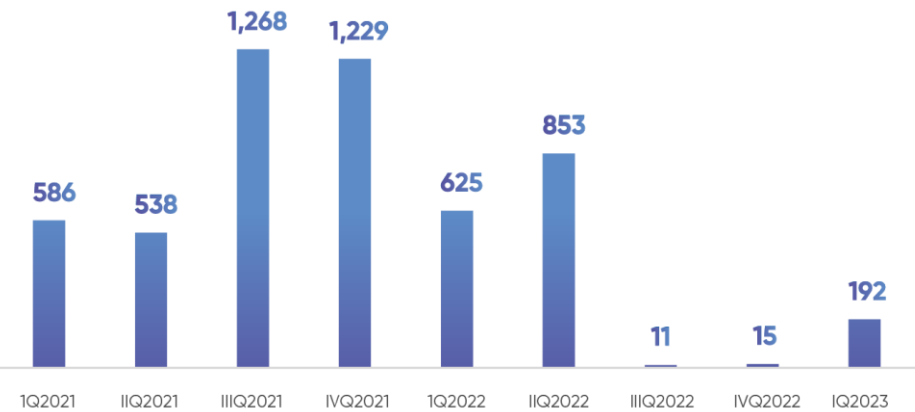
31

Billion VND

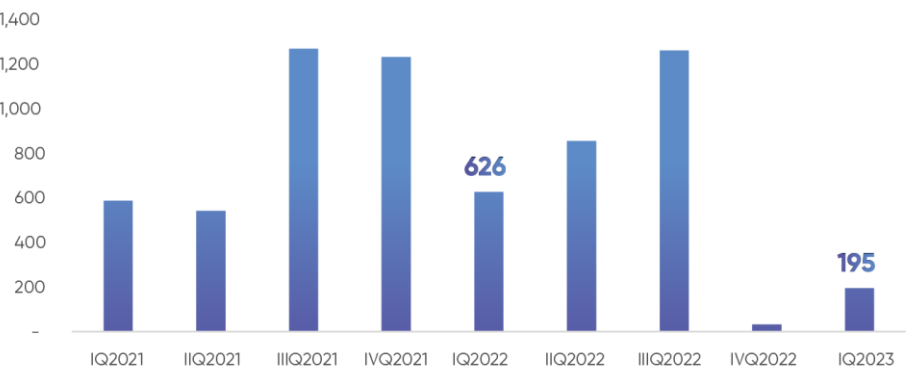
Due to the challenging market, revenue in the first quarter relied on PDR’s existing major residential projects.

Owning a large and diversified land bank is an important factor, providing the Company with flexibility to overcome challenges and realize business goals.

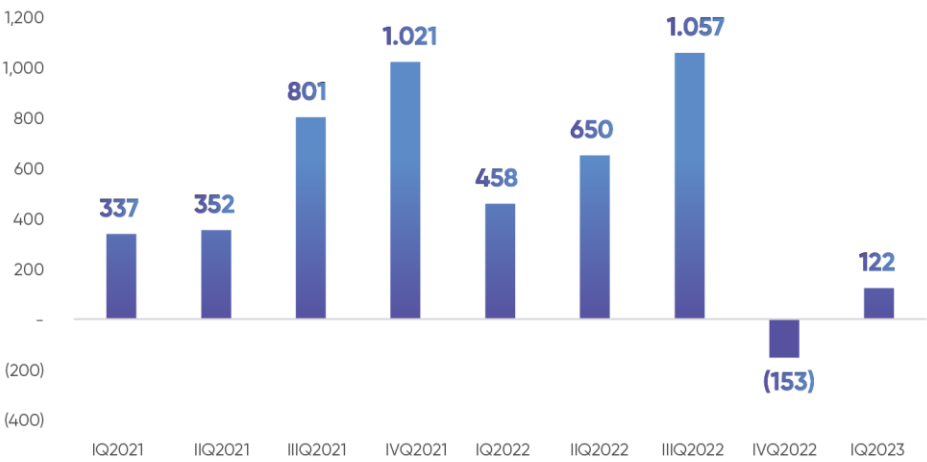
Net revenue (billion VND)



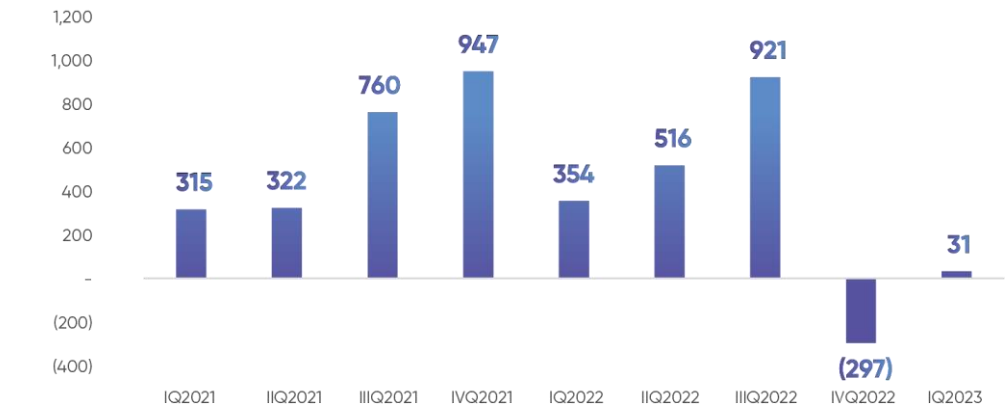
Total revenue (billion VND)



EBITDA (billion VND)



Pre-tax profit (billion VND)



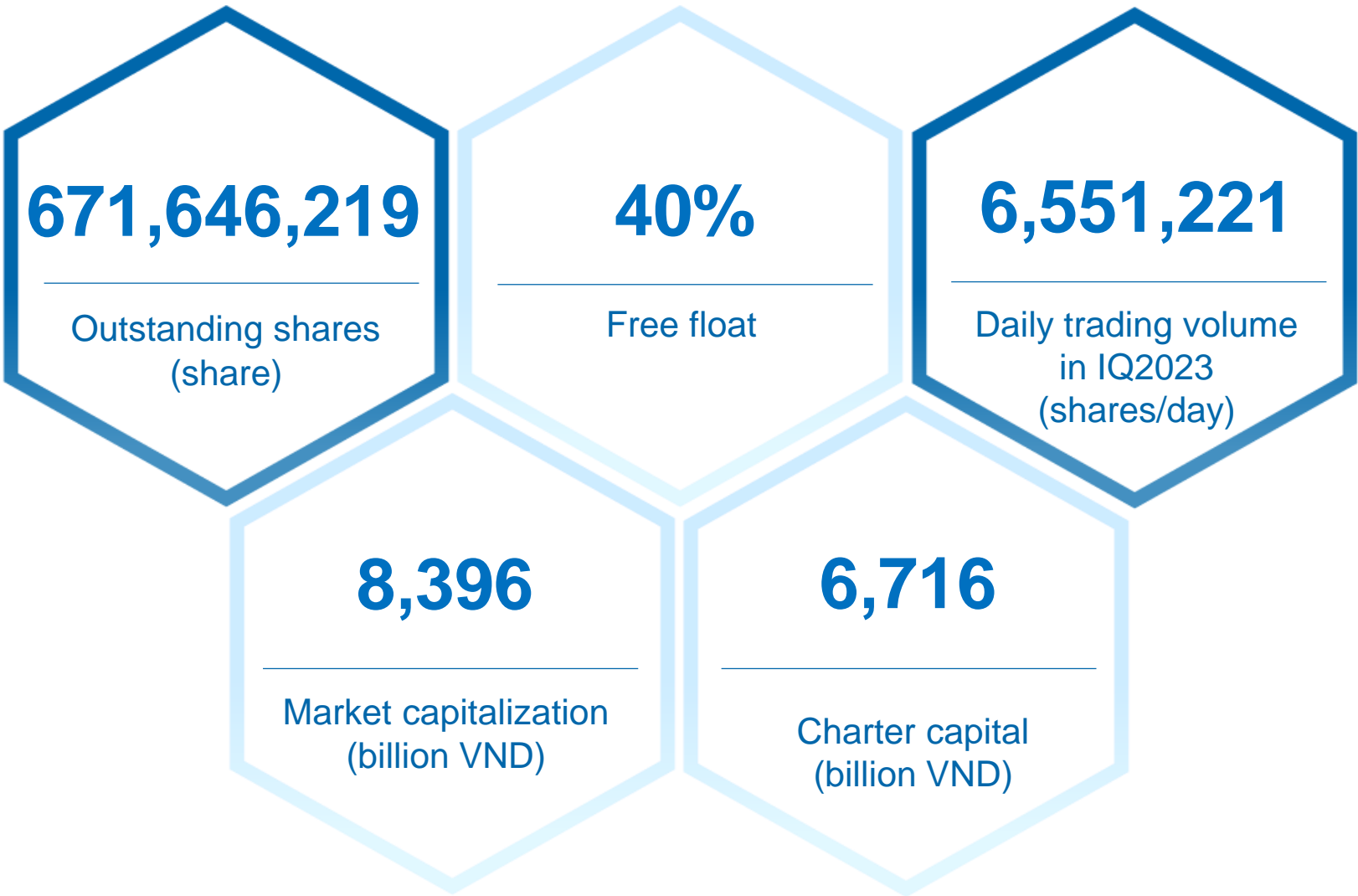


4 | **PDR
SHARE**

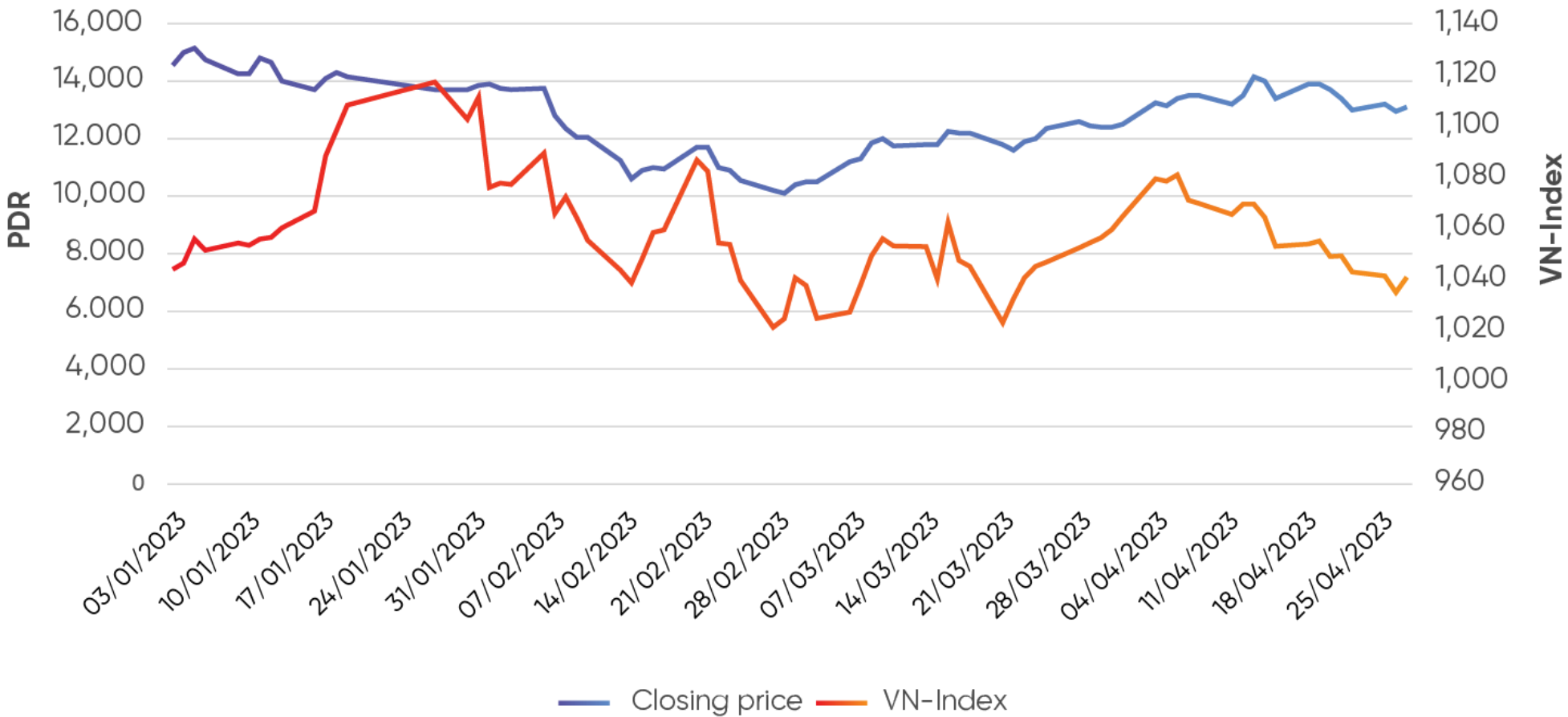
PDR SHARE

12,500VND

SHARE PRICE
(March 31, 2023)



Stock price movement





PDR'S EFFORTS TO SETTLE BONDS BEFORE MATURITY

In the first quarter of 2023, Phat Dat Real Estate Development Corporation (HOSE: PDR) demonstrated its strong financial position by proactively redeeming bonds ahead of schedule.

Despite the challenges faced by the real estate market, Phat Dat achieved a positive cash flow of 931 billion VND during this period. This allowed the company to allocate 1,003 billion VND towards loan settlements and early bond redemptions. These proactive bond settlements have contributed to lowering Phat Dat's Loan/Equity ratio from 0.48 at the beginning of the year to 0.42.

In line with the company's strategic focus on portfolio restructuring and recognizing positive signs of recovery in the real estate market, Phat Dat has outlined plans to launch several exciting projects. Notable among these are the Ngo May beachfront hotel and apartment complex, as well as the Bac Ha Thanh residential area, among others.



5 | PROJECT INFORMATION

PROJECT MAP

Targeted land bank

28.96ha

HO CHI MINH CITY

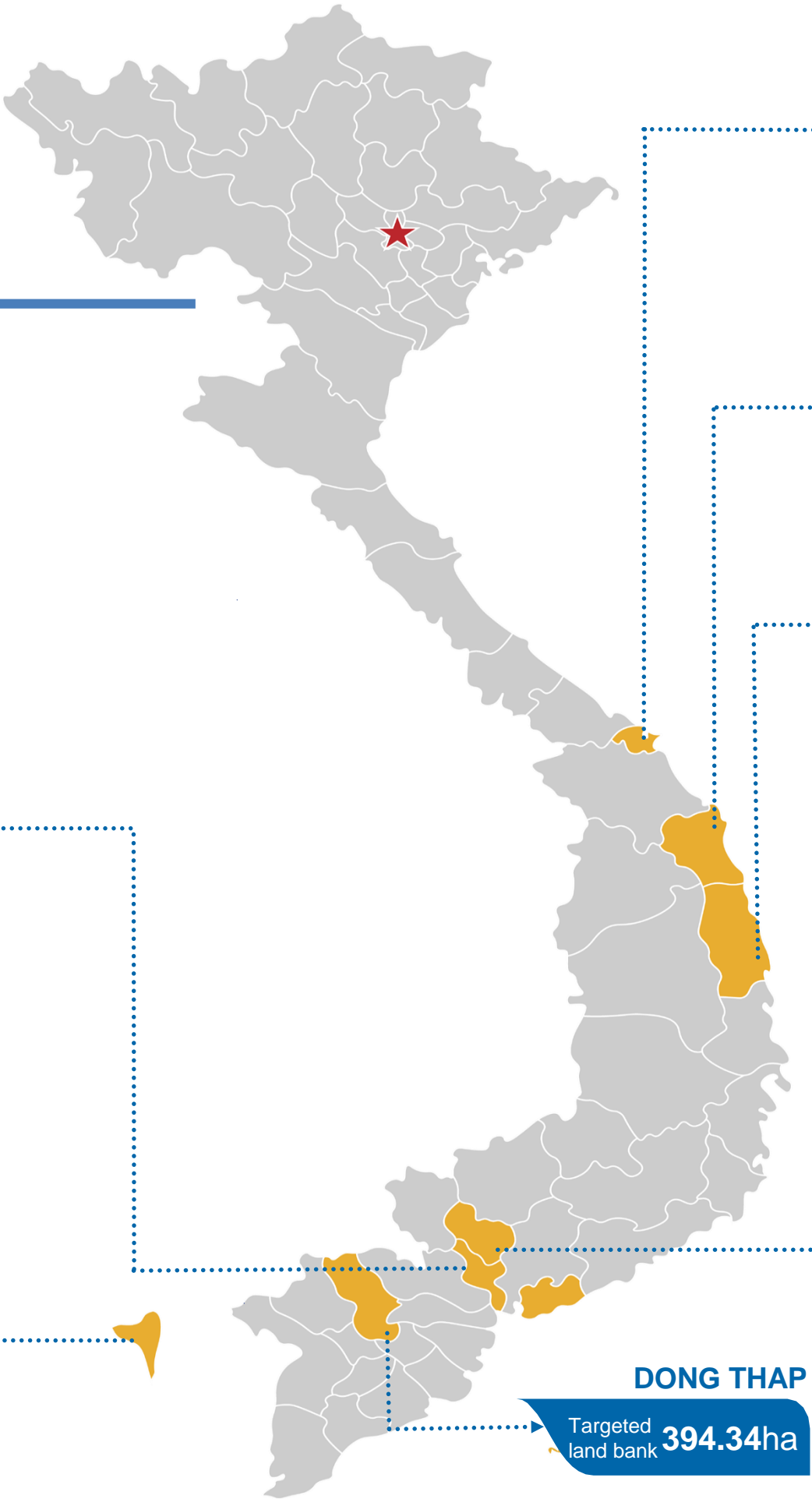
Project	Development type
Tran Hung Dao	Commercial
Phan Van Dat	Commercial
Thu Duc	Mixed-use
Project A	Residential
Project B	Residential
Truong Dinh	Commercial
39 Pham Ngoc Thach <i>(Head office building)</i>	Residential

Targeted land bank

179.34ha

PHU QUOC

Project	Development type
Ham Ninh	Mixed-use
Ham Ninh Industrial Cluster	Industrial
Phu Quoc resort	Commercial



Targeted land bank

535.87ha

DA NANG

Project	Development type
Hoa Tien Urban Area	Residential
No. 223 Tran Phu	Residential

Targeted land bank

4,180.30ha

QUANG NGAI

Project	Development type
Bo Bac	Residential
Quang Ngai 1	Residential
Phat Dat – Dung Quat Industrial Township	Industrial

Targeted land bank

159.87ha

BINH DINH

Project	Development type
Nhon Hoi	Residential
Bac Ha Thanh	Residential
No. 1, Ngo May	Residential

Targeted land bank

282.7ha

BINH DUONG

Project	Development type
Binh Duong NTMK	Residential
Others	Residential

Targeted land bank

72.65ha

BA RIA – VUNG TAU

Project	Development type
Phuoc Hai	Residential / Commercial
Tropicana	Residential / Commercial
Project in Con Dao	Residential / Commercial
Logistics project	Industrial

Targeted land bank

394.34ha

DONG THAP



FEATURED PROJECT

CADIA QUY NHON

Located at the heart of the city center square with a stunning view of the sea, Cadia Quy Nhon stands out as a unique landmark. It's conveniently located near bustling roads such as An Duong Vuong - Xuan Dieu, Nguyen Tat Thanh, and Dien Hong, making it a key in connecting tourist attractions and hundred-year-old traditional craft villages in the culturally-rich region.

The project is set to feature a luxury hotel and condotel, with construction expected to begin in IIQ2023. Once launched for sale, Cadia Quy Nhon is poised to become a lucrative investment and highly sought-after tourism destination in Quy Nhon.



Location

No. 1, Ngo May Street,
Nguyen Van Cu Ward,
Quy Nhon City,
Binh Dinh Province



Product type
Beachfront condotel
and 5-star hotel



Area
5,246 m²



Expected investment
Approx. 1,726 billion VND

THANK YOU!



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

[PHAT DAT REAL ESTATE DEVELOPMENT CORPORATION](#)

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