



PHATDAT
CORPORATION
Real Estate Development

IR NEWSLETTER

February 2024

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SECTION 1. ECONOMIC & SOCIAL LANDSCAPES

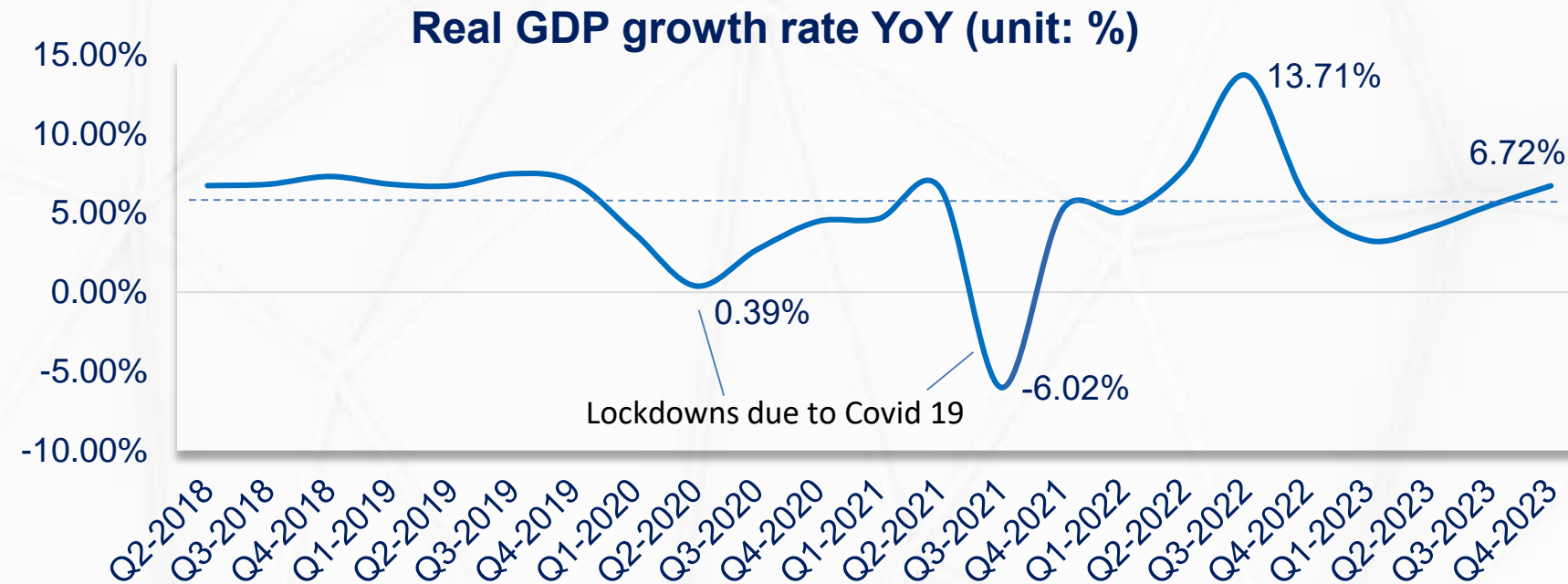


ECONOMIC INDICATORS



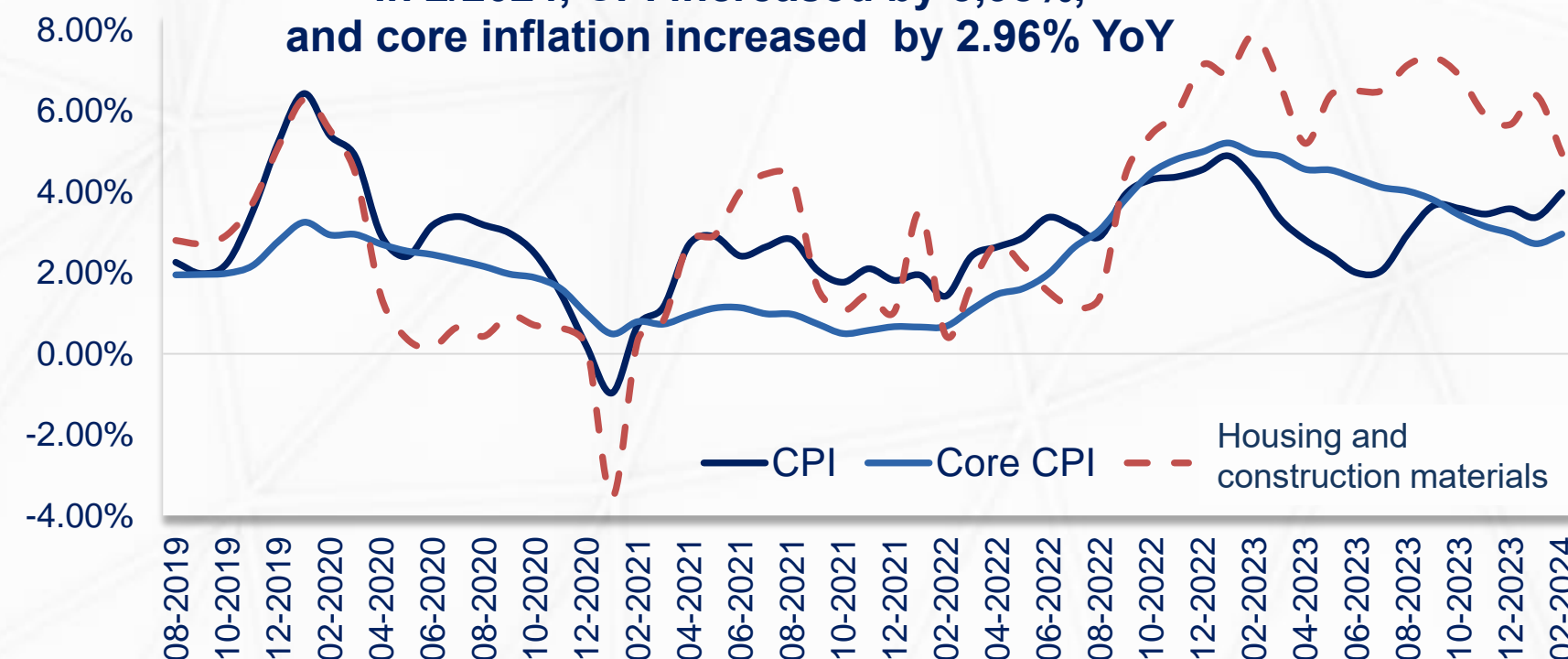
Gross domestic product (GDP)

Macro-economy was stable, and the economy continued its recovery in the first 2 months of 2024



Consumer price index (CPI)

In 2/2024, CPI increased by 3,98%, and core inflation increased by 2.96% YoY

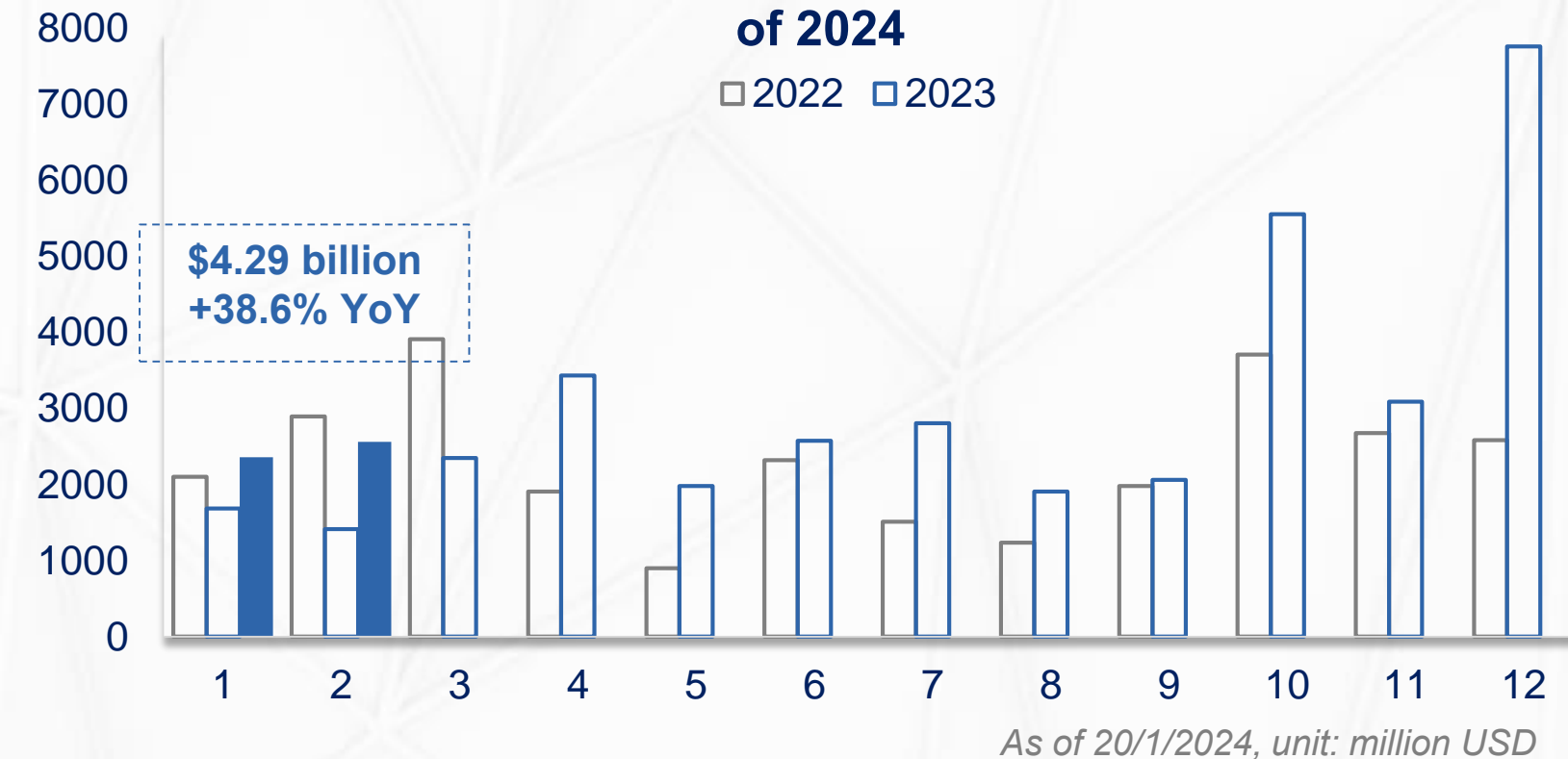


Foreign direct investment (FDI)

In the first two months of the year, FDI into Vietnam reached \$4.29 billion, ↑ 38.6%

Real estate sector accounted for \$1,41 billion, or 32.7% of total registered FDI, 3.5 times higher than the same period last year.

FDI flowed strongly into Vietnam in the first 2 months of 2024



Both new projects and newly registered capital are increasing significantly, which is a very positive signal and is expected to fuel Vietnam's growth in 2024 and 2025.

SECTION 2. MARKET OVERVIEW



Real estate market



Stock market

REAL ESTATE MARKET



Big developers acquire lands earlier this year

According to VnExpress, *many real estate enterprises are actively making moves to acquire lands* with proposals for new projects or acquisition of old projects across the country.
([Read more](#)).



Market sentiment for real estate recovers

According to the real estate market report for January 2024 by Batdongsan.com.vn, compared to the same period in 2023, market interest has increased by about 66%, **indicating that market sentiment has undergone positive changes.**

Increases in Jan 2024 compared to Jan 2023 (YoY)

Full-page
search queries,
unit: index

▲ 66%

Full-page
new posts,
unit: index

▲ 52%

**Positive signs in both
supply and demand**

Source: Real estate market report for Jan 2024 by Batdongsan.com.vn

STOCK MARKET

PDR

As of 29/02/2024

29,000 **↑**
VND
+ 3.6%
MoM

Beta	1.71
EPS	1,007.2
P/E	28.79
BVPS	12,887
P/B	2.25

11.799
+ 15.7% MoM
Average trading
volume in February
(million shares/day)

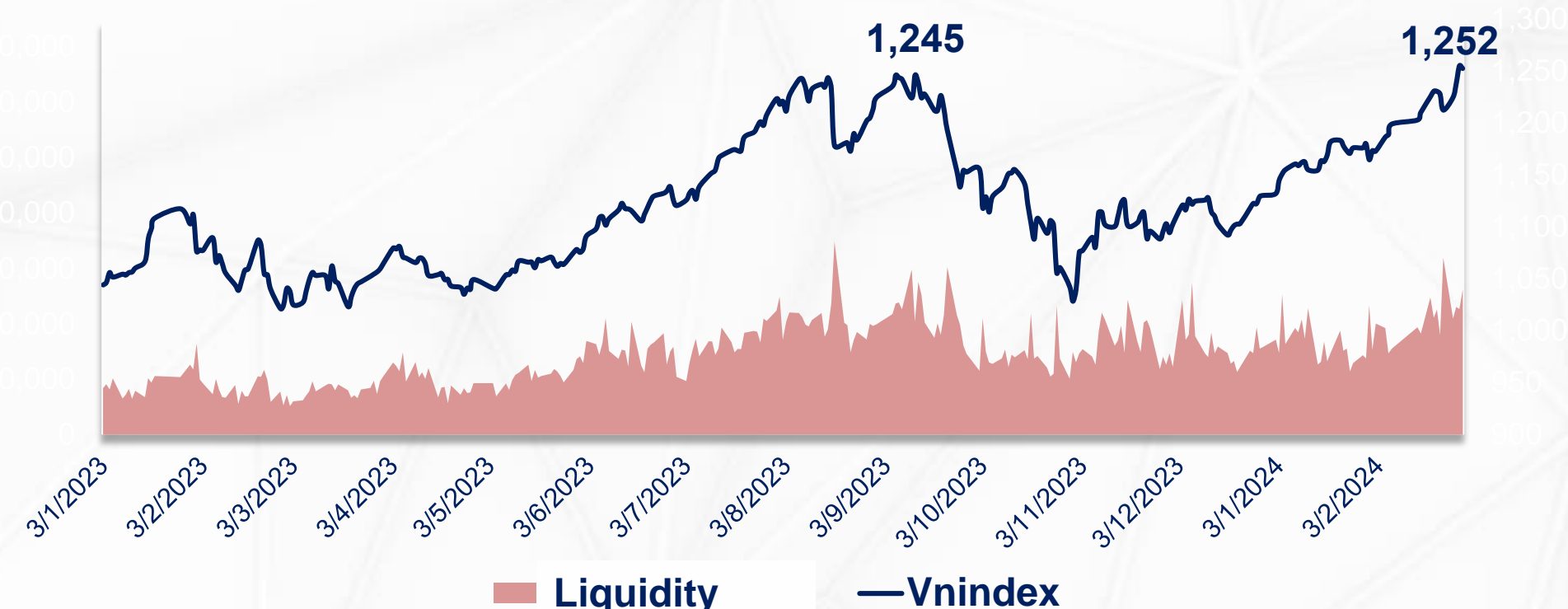
21,425.5
Market cap
(billion VND)

53.63 (7.26%)
Foreign room
(million shares)

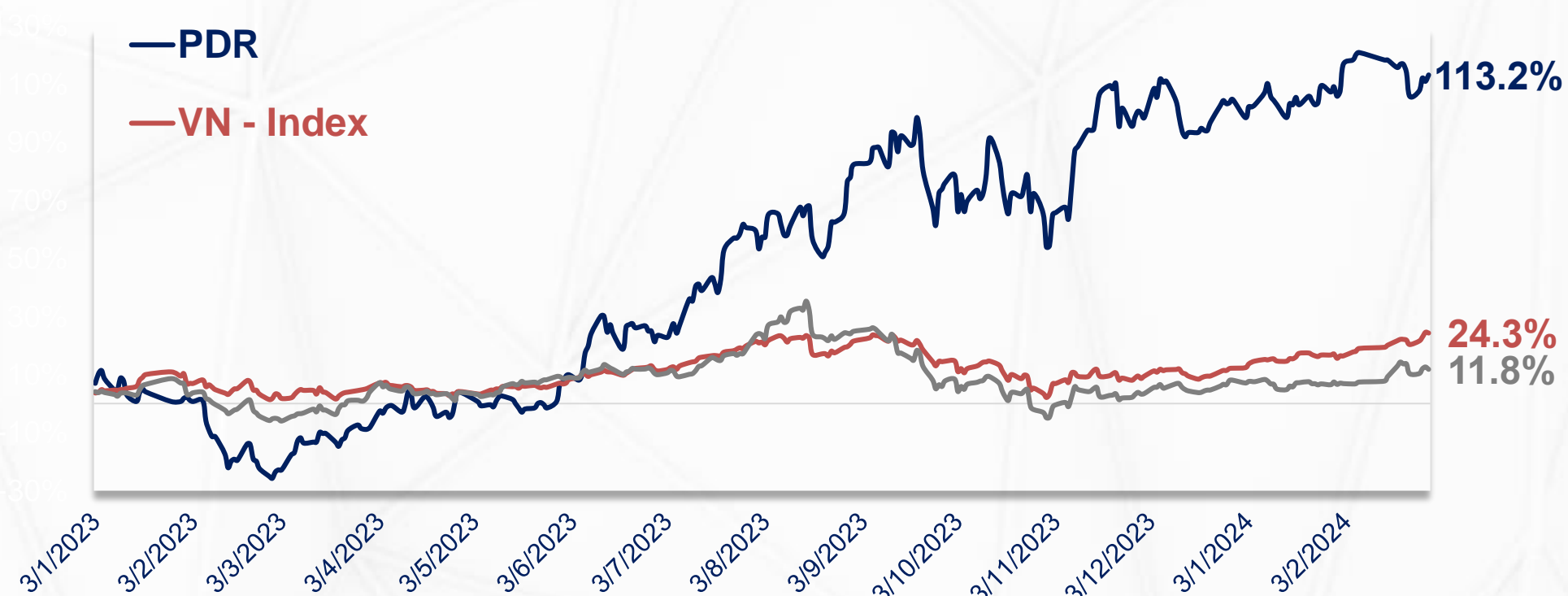
45%
Free float



VN – Index surpassed 2023's peak with positive liquidity



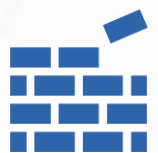
PDR's performance since 2023 outperformed the market



SECTION 3. PHAT DAT'S NEWS



2024 Stock Market Development Mission Conference



Updates on Bac Ha Thanh's progress



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2024 STOCK MARKET DEVELOPMENT MISSION CONFERENCE

On February 28th, in Hanoi, Prime Minister Pham Minh Chinh chaired the 2024 Stock Market Development Mission Conference, where PDR was privileged to be among the invited enterprises..

In presenting the overview of the Vietnam stock market (VSM) in 2023 and outlining the prospects for 2024, Chairwoman of the State Securities Commission, Vu Thi Chan Phuong, stated:
"In 2023, the market continued to affirm its role as an efficient capital mobilization channel for the economy."

For 2024, several key tasks and solutions are set to achieve:

Deployment of the Stock Market Development Strategy until 2030 and Directive No. 1360/CD-TTg.

Safe & transparent management and operation of the stock market, facilitating foreign capital inflows and aiming for market upgrades.

Strengthening supervision, law enforcement, and accelerating the application of information technology.

Product diversification and promotion of public offerings.

Enhancing information dissemination and propaganda efforts.



"In 2024, foundations shall be established for the long-term development of the stock market, thereby aiding in the realization of economic development objectives and strategies for the year." - Statement by Chairwoman Vu Thi Chan Phuong of the State Securities Commission.



Chairman Nguyen Van Dat

Summary of PDR Chairman's Speech at the Conference

Acknowledging the role of the stock market in capital mobilization

*"In 2023, Phat Dat successfully secured capital through private placement of shares with professional securities investors, amassing over VND 670 billion. Additionally, Phat Dat has submitted documentations for a stock issuance to existing shareholders, anticipating a fundraising of about VND 1.34 trillion in 2024. **The proceeds enabled Phat Dat to settle corporate bonds worth VND 2.5 trillion in a timely manner or before maturity, thereby reducing bond debt to zero by the end of 2023.**"*

Appreciations to the competent agencies and investors:

"In 2023, the Prime Minister directed resolutely and introduced numerous policies and solutions to address difficulties in the real estate and capital markets. Additionally, thanks to the Securities Commission's measures and the trust of investors, Phat Dat successfully raised capital, helping the company effectively address liquidity issues and financial restructuring."

PDR's suggestions at the conference

- 1 Continuing supportive policies to streamline legal procedures for the real estate market.
- 2 Refining the legal framework to develop the corporate bond market and introducing policies that incentivize and support long-term investors in the corporate bond market.
- 3 Promoting the synchronized implementation of solutions to expedite the stock market's upgrading process.

Reaffirming Phat Dat's determination

*The additional capital and the full repayment of corporate bonds to zero have expedited **the financial restructuring faster than planned, with a safe debt structure, creating a solid financial foundation for Phat Dat's development in the coming years.***

*"The stock market has indeed become an effective capital channel, enabling companies like **Phat Dat to access additional capital for investing in potential projects, expanding business operations, and creating more employment opportunities.**"*

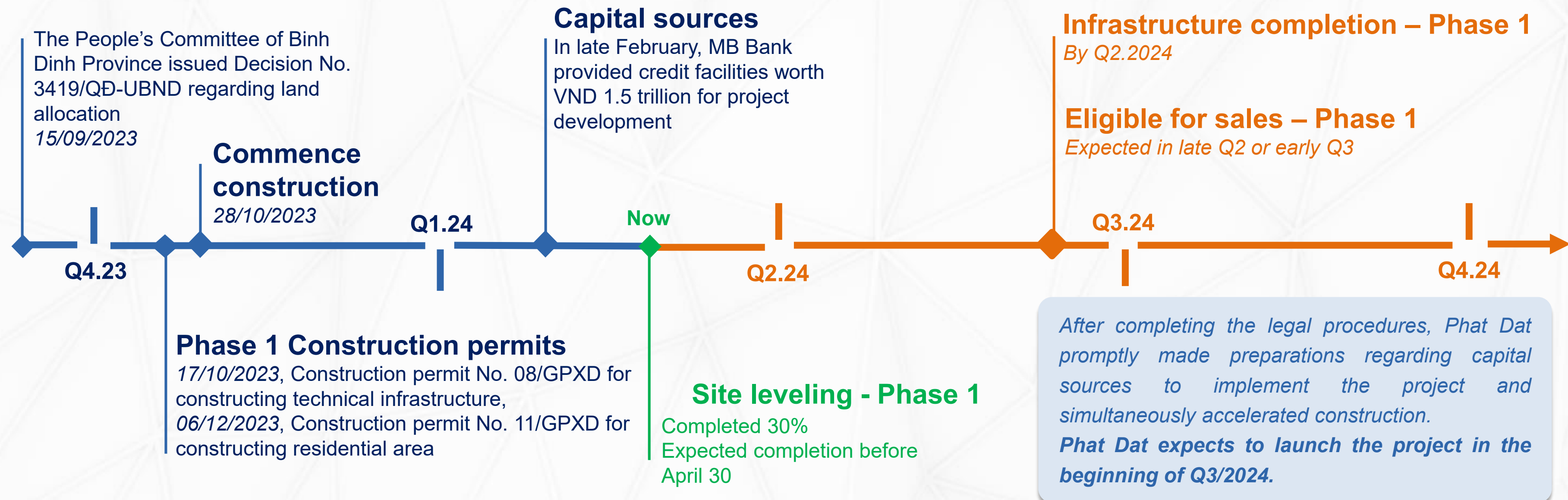
From the presentation of Mr. Nguyen Van Dat – PDR Chairman, attending the 2024 Stock Market Development Mission Conference

UPDATES ON BAC HA THANH'S PROGRESS

Project information

- ❖ **Area: 431,604.96 m²**, including:
 - Phase 1: 212,992 m²
 - Phase 2: 218,612.96 m²
- ❖ **Development type:** land plot, townhouse, shop-house
- ❖ **Expected revenue of Phase 1:** VND 2 trillion
- ❖ **Expected sales:** 2024-2025

Project progress



UPDATES ON BAC HA THANH'S PROGRESS



Photos taken at the site on 02/03/2024

The project is in the site leveling phase. **As of March 2, 2024, the estimated progress of site leveling has reached over 30%. Personnel and machinery are being mobilized** for continuous construction work at the site, aiming to expedite the progress to launch the project at the earliest possible time.

Bac Ha Thanh is one of three key projects that PDR will launch for sale in 2024, alongside Thuan An (Binh Duong) and Cadia Quy Nhon (Binh Dinh).



Thank you!

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[PDR ANNOUNCEMENTS](#)

CONTACT



(+8428) 3898 6868



IR_PDR@phatdat.com.vn