



**PHATDAT**  
CORPORATION  
Real Estate Development

# IR NEWSLETTER

*April 2024*



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# SECTION 1. SOCIAL AND ECONOMIC LANDSCAPES



**Economic indicators**



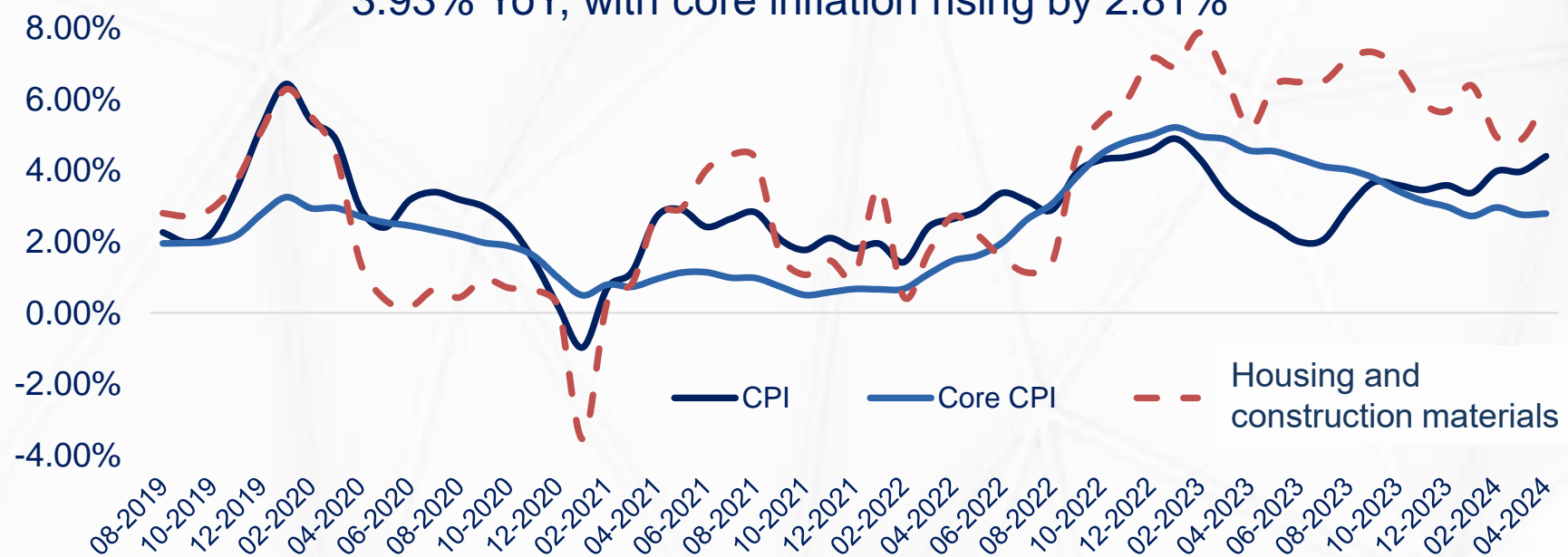
# ECONOMIC INDICATORS

The economy continues to maintain positive development momentum in all three sectors: agriculture, industry, and services. Accordingly, key pillars such as exports, imports, manufacturing, FDI, etc., have all experienced healthy growth.



## Consumer price Index (CPI) rebounded from its low base in 2023

On average for the first four months of 2024, CPI increased by 3.93% YoY, with core inflation rising by 2.81%



## Exchange rate posed great pressure in April

### USD/VND exchange rate

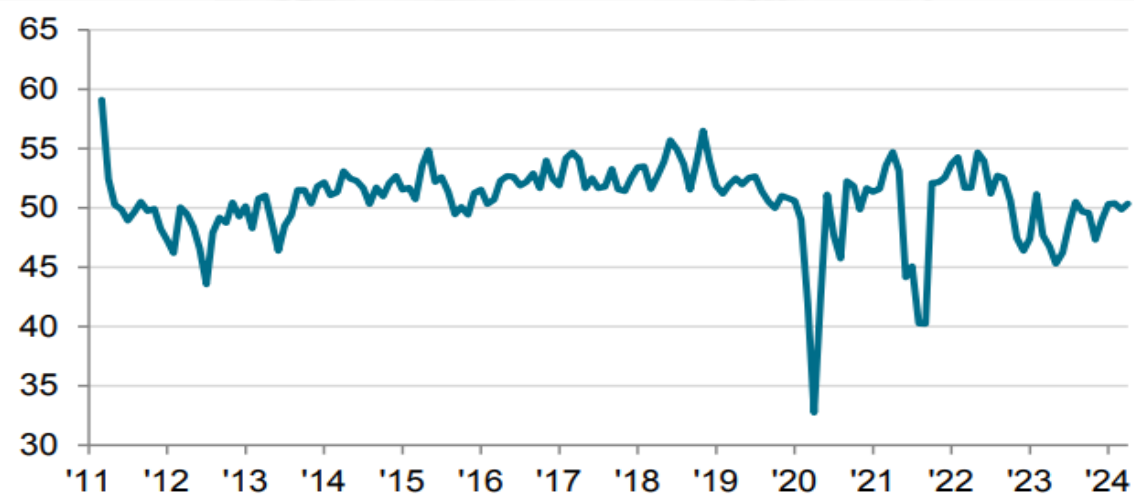


As of April 26, 2024, the USD/VND exchange rate is trading at 25,453 (VCB selling), depreciating by 4.6% against the USD since the beginning of the year.



## PMI - the number of orders increased strongly in April

PMI rose to 50.3 in April 2024 from 49.9 in March.



This marks the third consecutive growth period since the beginning of the year, with the fastest growth rate since August 2022

Source: S&P Global PMI  
Data collected from April 11 to April 22, 2024

# SECTION 2. MARKET OVERVIEW



**Real estate market**



**Stock market**



# REAL ESTATE MARKET



## Real estate transactions continued to recover

According to DKRA:

- In April, **new apartment supply surged**, marking a 3.8-fold increase from the previous month and a 2.8-fold increase compared to April 2023.
- **The absorption rate hit around 51%**, with transactions mainly in projects with completed legal procedures and rapid construction, fostering buyer confidence.
- To boost market demand, developers are extensively implementing policies like early payment discounts, extended payment terms, and promotional gifts.



## Foreign capital inflows into real estate surge

- According to the General Statistics Office, in the first 4 months of this year, FDI capital registered in the real estate business reached \$1.6 billion, **a four-time increase YoY**.
- According to Cushman & Wakefield's forecast, there will be a large amount of foreign capital poured into the Vietnamese real estate market in 2024 – 2026. This institution regards Vietnam as an emerging market for lucrative investments. ([Read more](#)).



**07** projects

- 01 new project
- 06 new phases of existing projects

**New supply**  
**1,597** units

↑ 2.8 times YoY



Absorption rate

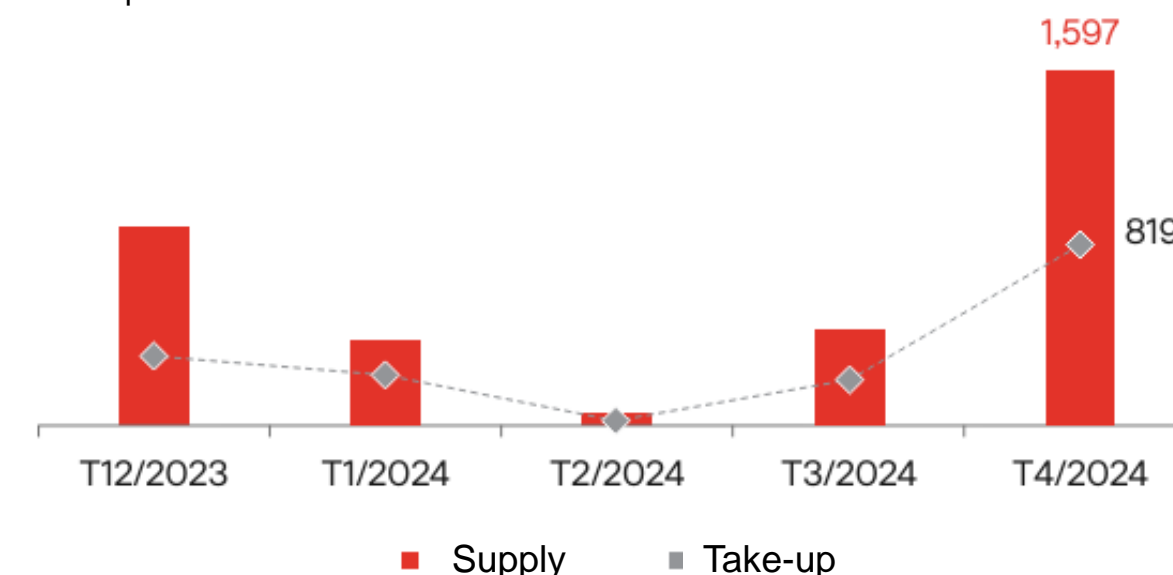
**51%**

**New take-ups**  
**819** units

↑ 1.7 times YoY

## New supply and take-up by months

Unit: apartment



Source: Residential real estate market report for HCMC & nearby areas in Q4/2024.

**Signs of real estate market recovery are becoming more evident.**

# STOCK MARKET

As of April 26, 2024

**PDR** HOSE  
**26,450** VND

Beta	1.47
EPS	1,024
P/E	25.83
BVPS	12,957
P/B	2.07

52-week highest (VND/share)	32,950
52-week lowest (VND/share)	11,600
52-week average volume (million shares)	12.83
Outstanding shares (million shares)	738.81

**11,351**

Average trading volume in April  
(million shares/day)

**8.61%**

Foreign ownership

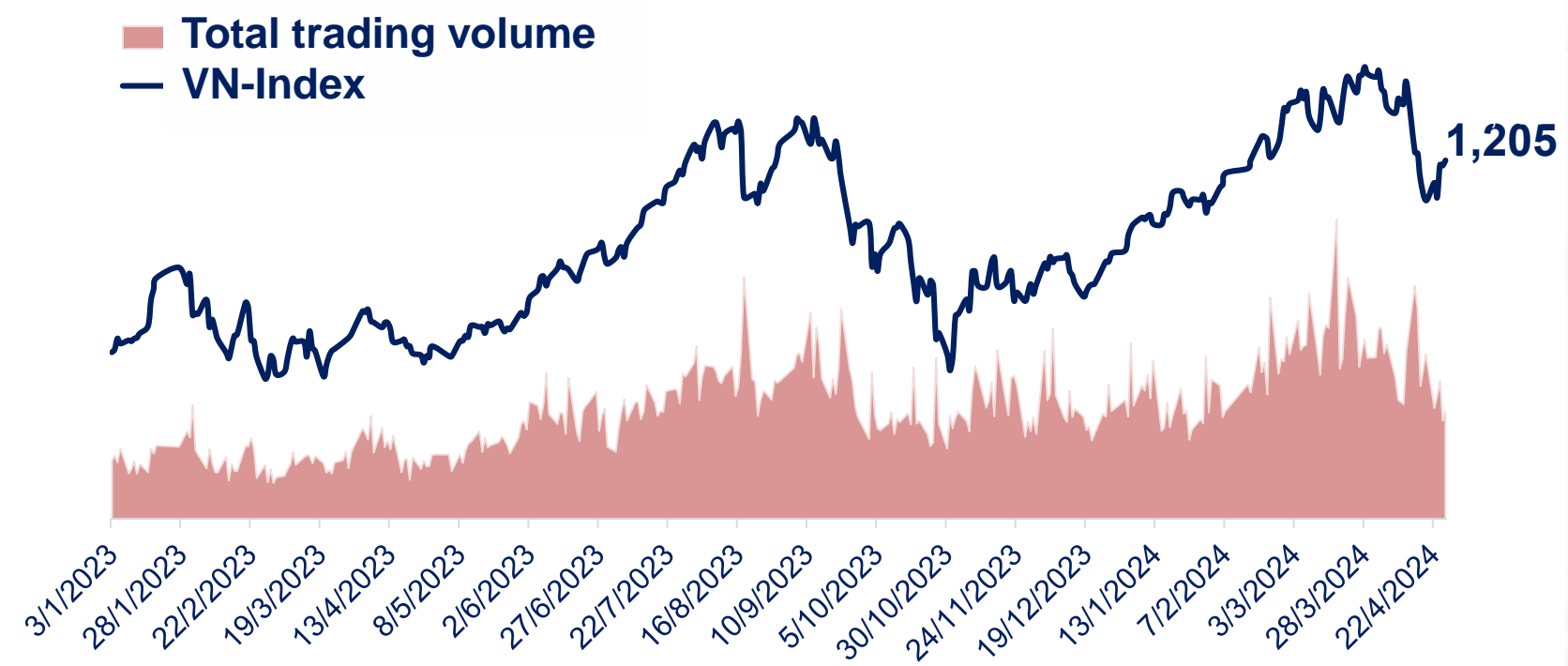
**19,541**

Market capitalization  
(billion VND)

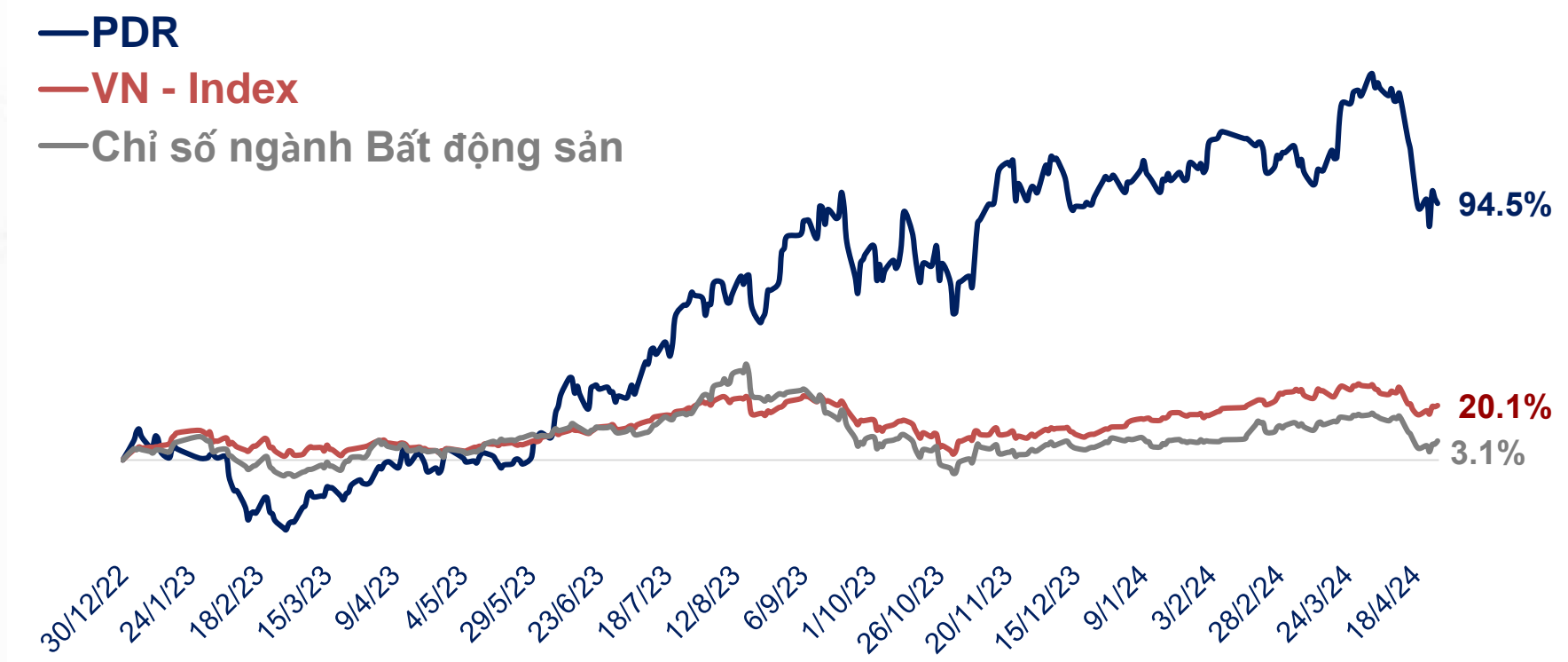
**45%**

Free float

VN-Index declined by 5.81% in April after reaching its peak.



PDR still outperformed VN-Index



## SECTION 3. PHAT DAT'S NEWS



**PDR's partner – Realty Holdings**



**The cooperation with Realty Holdings**





# PDR'S PARTNER - REALTY HOLDINGS



## Business capabilities

- Realty Holdings has established an **extensive sales network**, positioned to act as the master agent for medium to large-scale real estate projects by utilizing an **efficient wholesale strategy**. Additionally, it places emphasis on real estate services such as market research, project development consultancy, marketing and sales.
- Each project initiated by Realty Holdings is backed by a firm dedication to quality, comprehensive sales plans, team development, and innovative technological integration to gain a competitive edge.



*A vision to become the leading real estate business in Vietnam by offering comprehensive commercial solutions by 2030.*



## The leadership

*Realty Holdings is led by an experienced and dynamic leadership team, including Board Chairwoman Dang Thuy Duong, Board Vice Chairman Nguyen Tra Giang, CEO Nguyen Thanh Tam, and CMO Doan Ai Vy, all experienced veterans in the real estate market who have held strategic positions in domestic and international enterprises such as Unilever, Pfizer, Ernst & Young, Phu My Hung, Vingroup, Novaland, Bamboo Capital Group, and Khai Hoan Land.*

*With strong financial resources, business capabilities, and a high-quality workforce, the cooperation between Realty Holdings and Phat Dat will open a new chapter in delivering real estate products of high value and quality to customers.*

# THE COOPERATION WITH REALTY HOLDINGS



*Thuan An 1 & 2 High-rise Residential complex in Binh Duong*



*Bac Ha Thanh Residential Area in combination with urban gentrification in Binh Dinh*

*Thanks to its strong financial capacity and effective implementation capabilities, Realty Holdings will become the wholesaler of PDR's two key projects. The cooperation signing ceremony is scheduled for May 12, 2024, and will be updated on Phat Dat's website.*



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# Thank you!

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

[\*\*PDR ANNOUNCEMENTS\*\*](#)

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