



PHATDAT
CORPORATION
Real Estate Development

IR NEWSLETTER

March 2024



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SECTION 1. ECONOMIC AND SOCIAL LANDSCAPES



Economic indicators

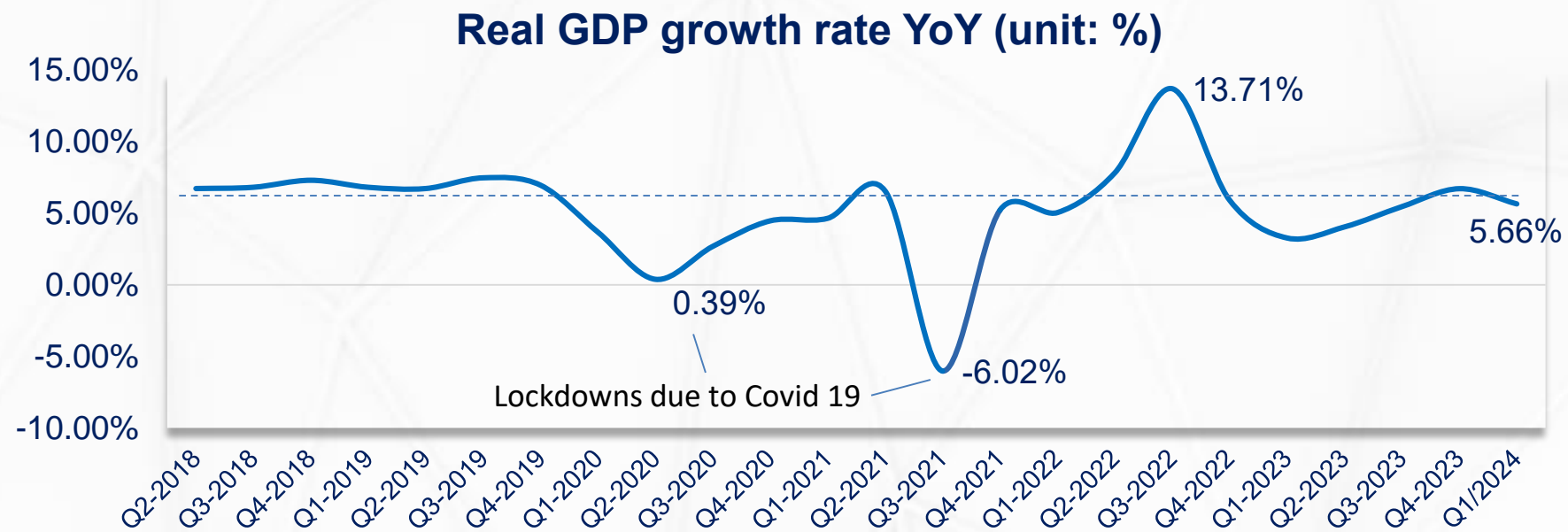


ECONOMIC INDICATORS



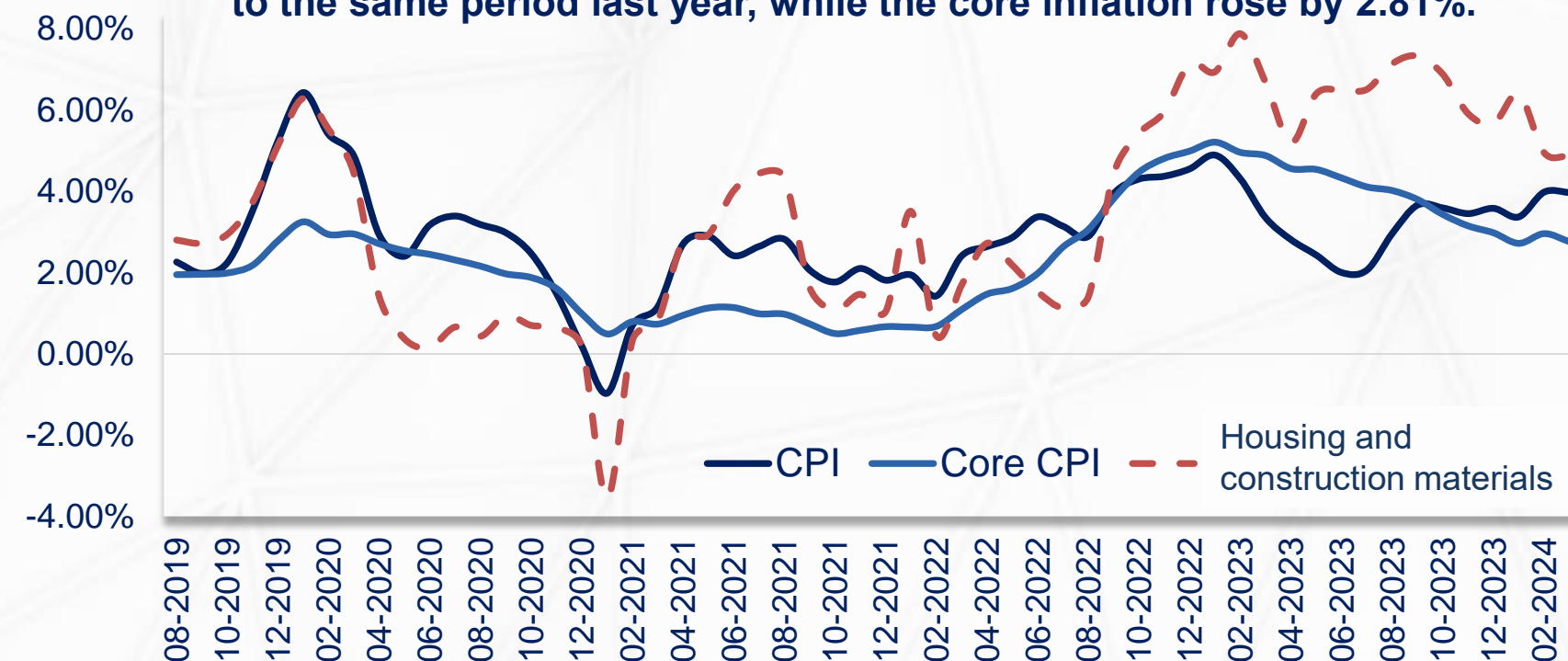
Gross domestic product (GDP)

The estimated GDP growth for 1Q2024 is +5.66% YoY, surpassing the growth rates of Q1s in 2020 - 2023 and exceeding the highest Q1, which was 5.6%.



Consumer price index (CPI)

In 1Q2024, the Consumer Price Index (CPI) increased by 3.77% compared to the same period last year, while the core inflation rose by 2.81%.

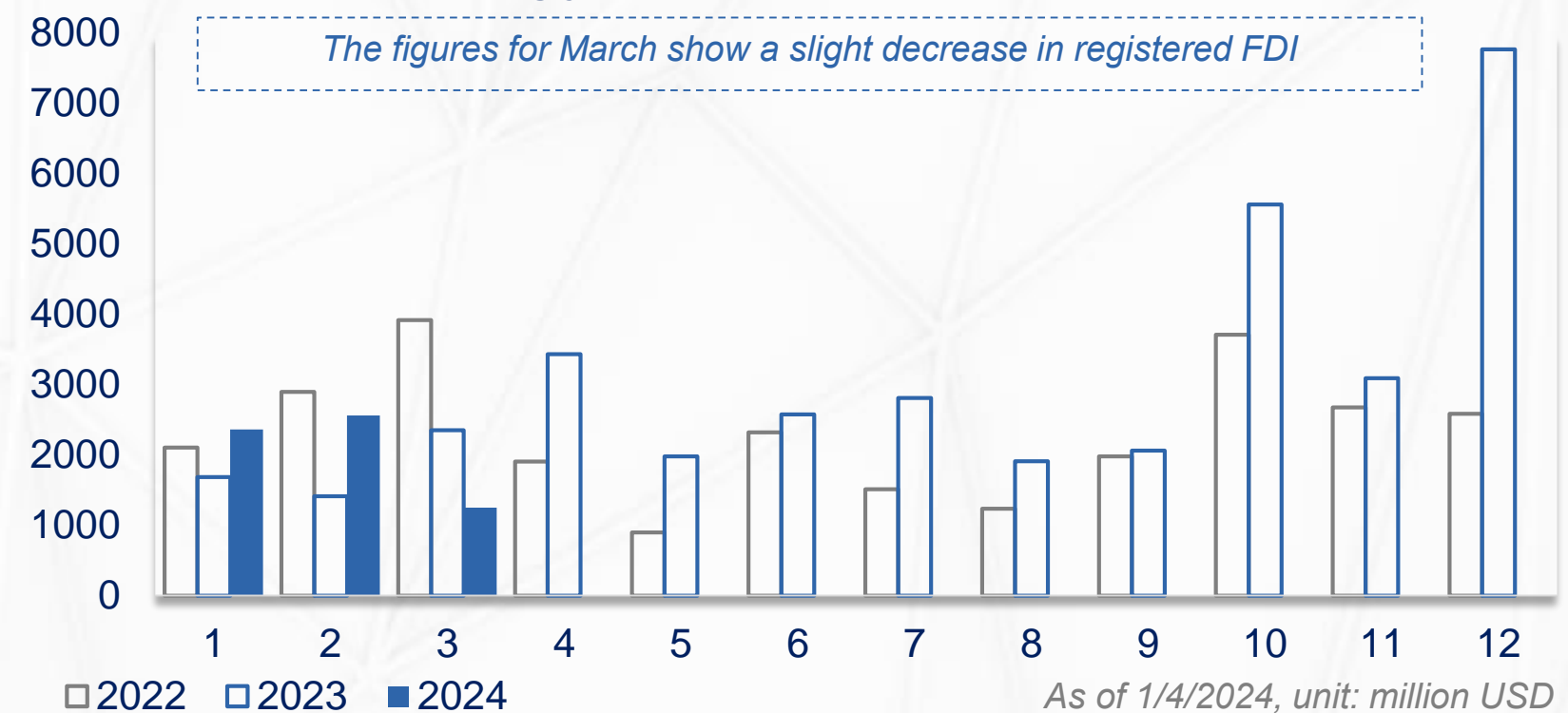


FDI earned the spotlight in 1/2024

Total FDI into Vietnam
\$6.17 billion \uparrow 13.4%

Real estate accounted for \$1.58 billion, representing 25.6% of the total registered FDI, which is 2.1 times higher compared to the same period.

FDI flowed strongly into Vietnam in the first 3 months of 2024



Despite the limited flow of global commercial investment and capital, Vietnam continues to be an attractive destination for FDI, evidenced by its consistent growth over the years.

SECTION 2. MARKET OVERVIEW



Real estate market



Stock market



REAL ESTATE MARKET



The Land Law may come into effect earlier

The Prime Minister has recently instructed ministries and sectors to promptly draft detailed decrees guiding the implementation of the amended Land Law (Land Law 2024). This provides the basis for the Government to propose to the National Assembly to allow the law to **take effect from July 1, 2024, instead of January 1, 2025, as previously passed earlier this year.** ([Read more](#)).



Heating up real estate market in some areas

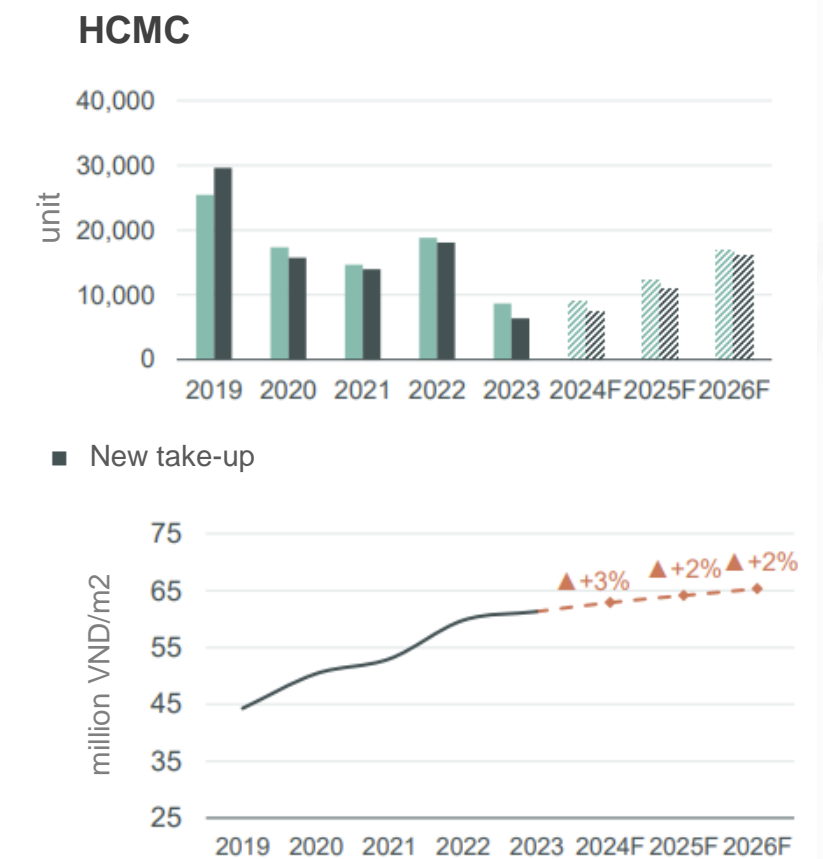
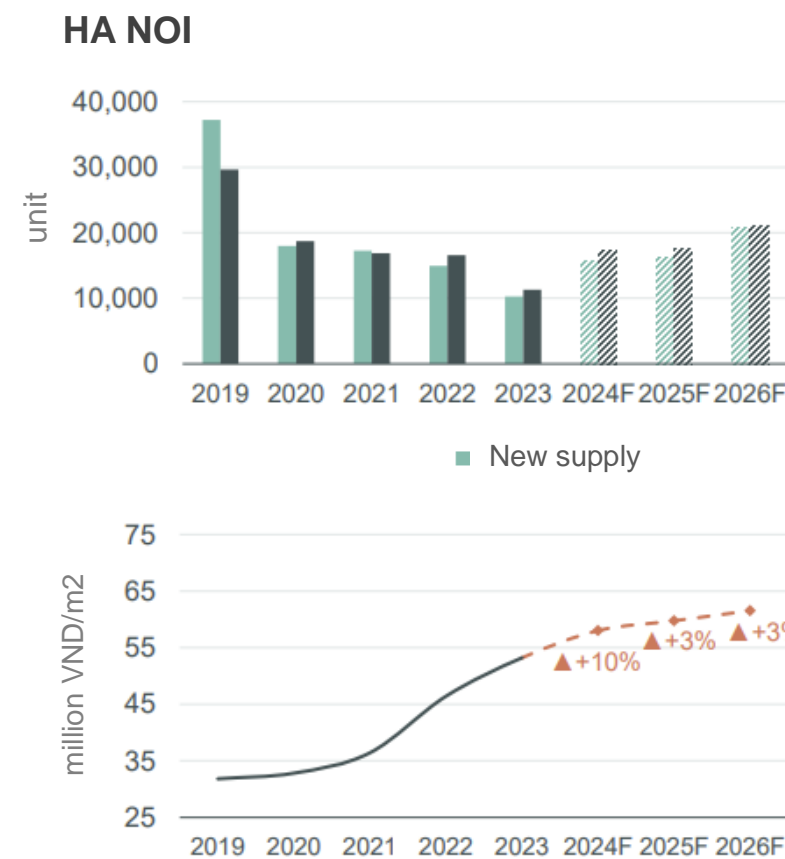
- Suburban districts of Hanoi (such as Chuong My, Me Linh, Dong Anh) are auctioning lands, heating up the market ([Read more](#)).
- Investment capital is returning to the real estate market in Hanoi, with transactions in land plots and landed properties being quite active (Some areas in Dong Anh have seen price increases of 10-15% compared to the start of 2024 ([Read more](#))).



Positive forecasts from CBRE

CBRE has provided forecasts for the apartment market:

- Supply in Hanoi is expected to **recover** in 2024 and witness vibrant sales activities (estimated at over 18,000 units). Absorption rates remain good.
- **Primary selling prices** in Hanoi & Ho Chi Minh City **continue to increase (Hanoi +10% YoY, HCMC +3% YoY)** due to the market expecting new supply in the high-end segment.



The market has passed its lowest in 2023 and is entering a period of recovery.

STOCK MARKET

As of 29/03/2024

PDR HOSE

31,850 VND
+ 9.8 % MoM

| | |
|------|----------|
| Beta | 1.10 |
| EPS | 1,007.4 |
| P/E | 31.61 |
| BVPS | 12,887.2 |
| P/B | 2.47 |

14,235.4
+ 20.6 % MoM

Average trading volume in March
(million shares/day)

8.82%

23,531

45%

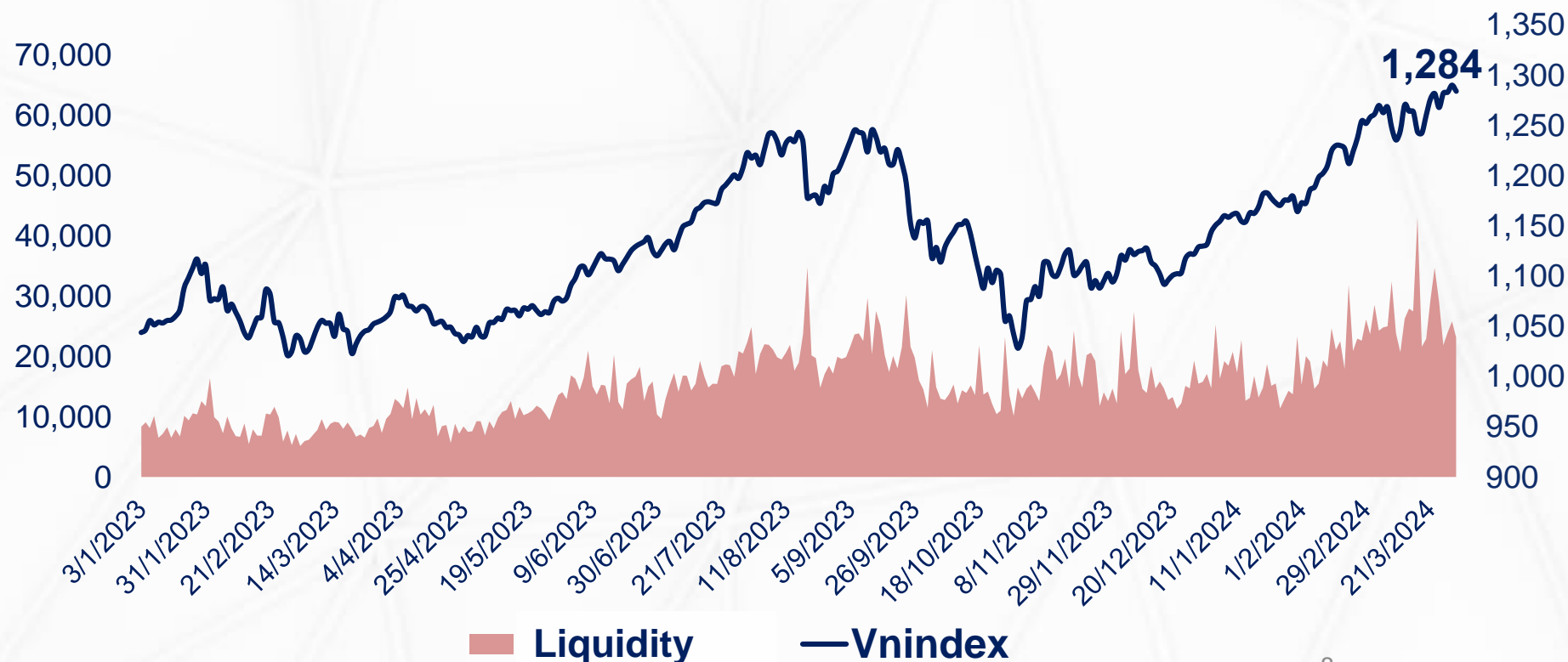
Foreign ownership

Market cap
(billion)

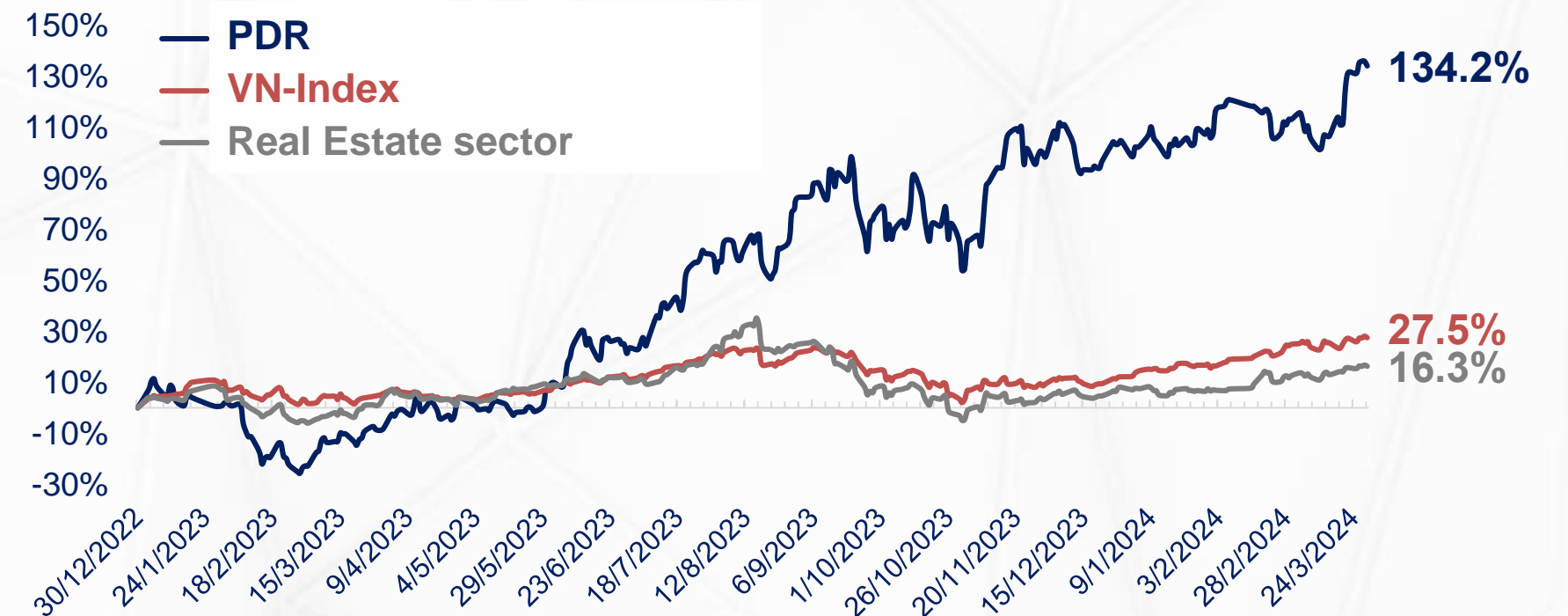
Free float

| | |
|---|--------|
| 52-week highest (VND/share) | 32,100 |
| 52-week lowest (VND/share) | 11,600 |
| 52-week average volume (million shares) | 12.57 |
| Outstanding shares (million shares) | 738.81 |

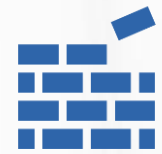
VN-Index continued its upward trend in March, surpassing 1280



PDR's performance has outperformed the market since 2023



SECTION 3. PHAT DAT'S NEWS



Updates on Thuan An 1's progress



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UPDATES ON THUAN AN 1'S PROGRESS

Project information

| | |
|-----------------------|--|
| Location | Thuan An City, Binh Duong Province |
| Area | 44,677 m ² , including: <ul style="list-style-type: none">• Thuan An 1: 18,147 m²• Thuan An 2: 26,530 m² |
| Product | Apartment, shophouse |
| Expected sales | 2024 - 2027 |

Thuan An 1 is included in one of the four key projects that Phat Dat is launching this year, alongside Bac Ha Thanh (Binh Dinh), Cadia Quy Nhon (Quy Nhon), and Poulo Condor (Con Dao, Ba Ria – Vung Tau).

Photos taken at the site on March 25, 2024



**Dự án Thuận An 1.
25/3/24, 07:33**

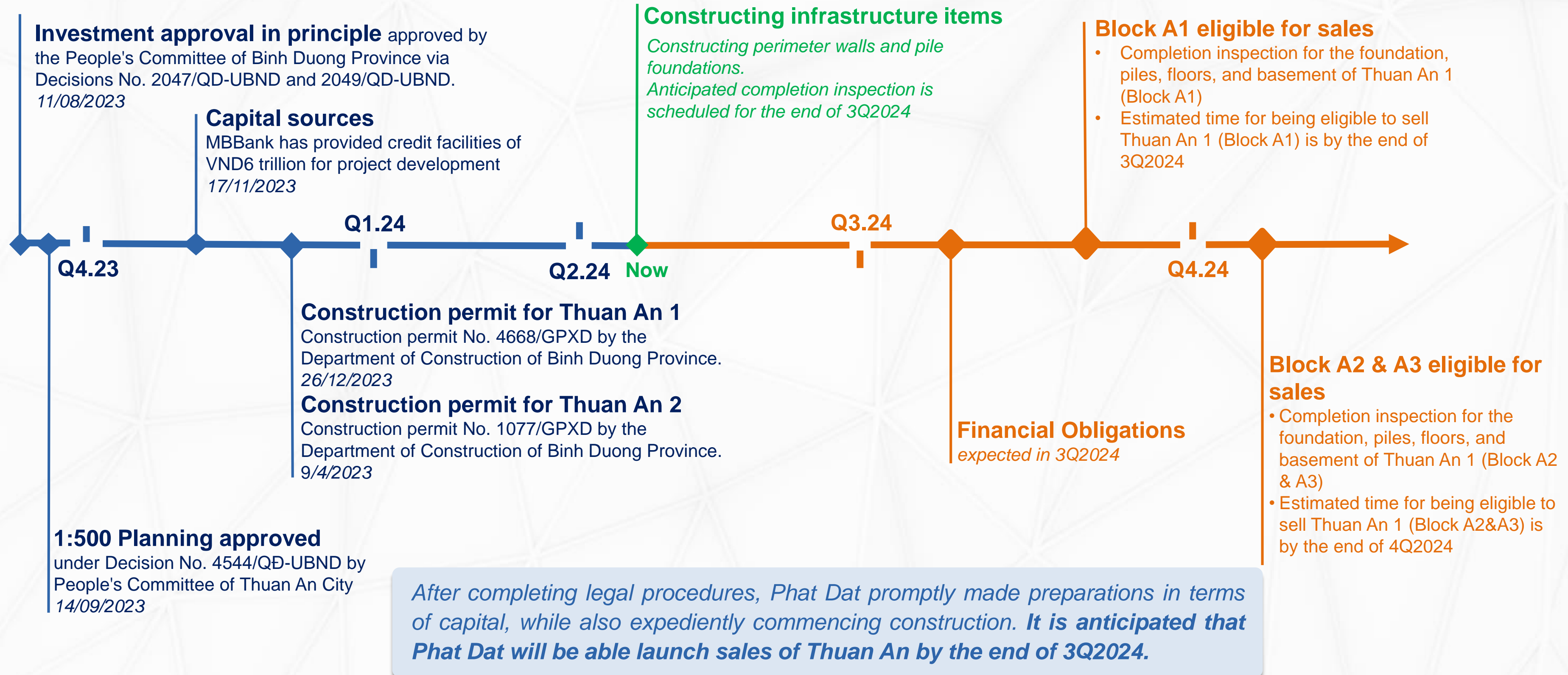
Construction of perimeter walls and related infrastructure is speeding up in preparation for sales at the end of 3Q2024.



**Dự án Thuận An 1.
25/3/24, 07:34**

UPDATES ON THUAN AN 1'S PROGRESS

Project's progress





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Thank you!

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[**PDR ANNOUNCEMENTS**](#)

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