



**PHATDAT**  
CORPORATION  
Real Estate Development

# IR NEWSLETTER

*July 2024*



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# SECTION 1. SOCIAL & ECONOMIC LANDSCAPES



**Economic indicators**

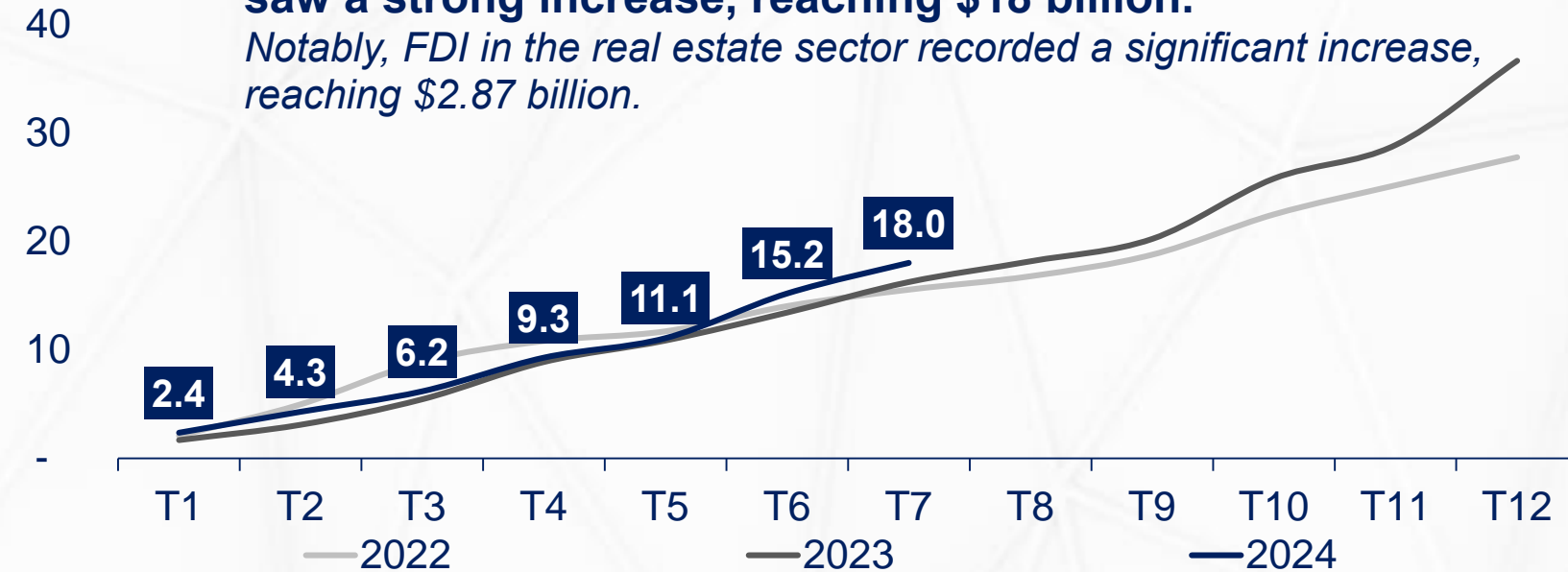


# ECONOMIC INDICATORS



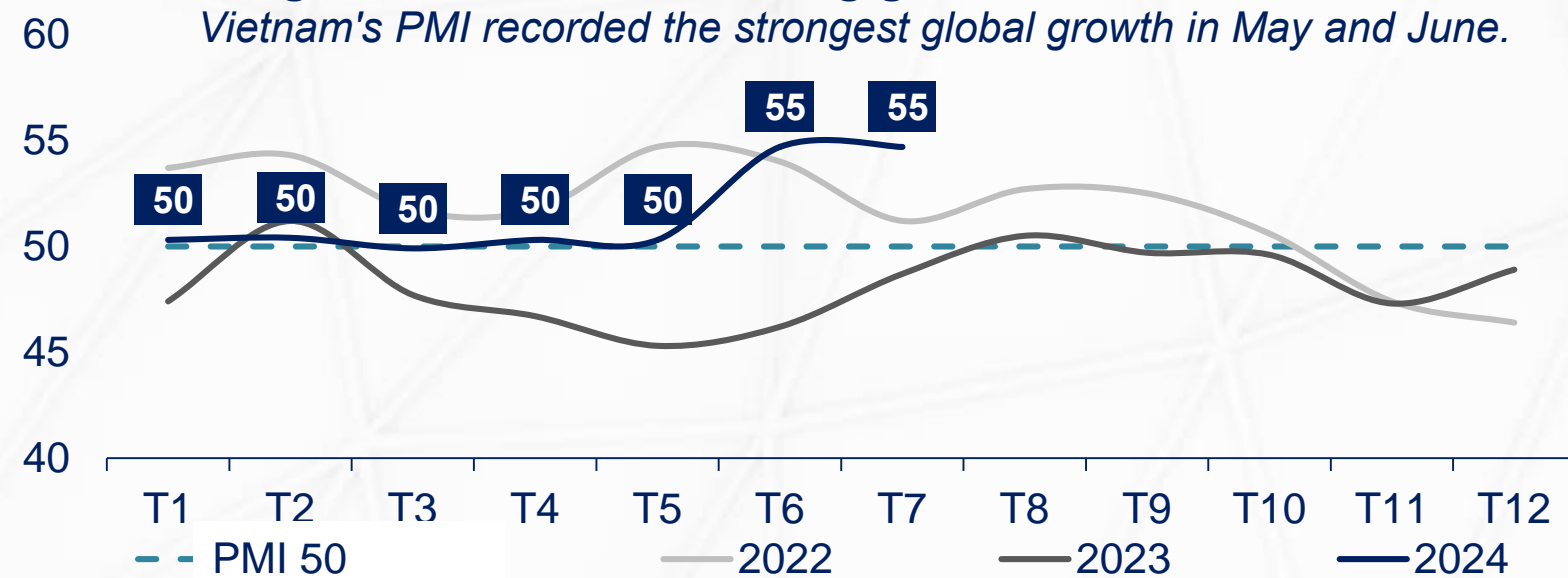
## Total registered FDI reached \$18 billion in the first 7 months

(billion USD) **The total FDI registered in the first 7 months of the year saw a strong increase, reaching \$18 billion.**  
 Notably, FDI in the real estate sector recorded a significant increase, reaching \$2.87 billion.



## PMI accelerated in June and July

**PMI increased sharply in June and July, corresponding to a high level of manufacturing growth.**  
 Vietnam's PMI recorded the strongest global growth in May and June.



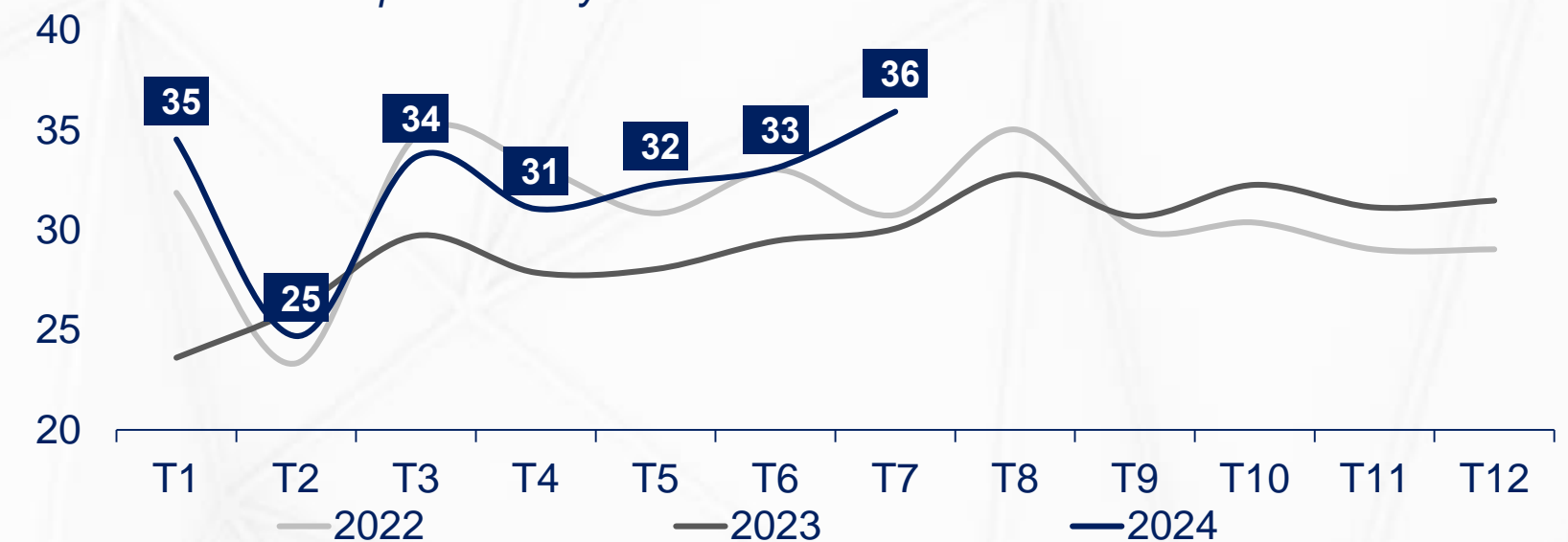
## Credit increased in late Q2, following the economic recovery trend

(%) **Credit growth reached 6.0% in June 2024**  
 Credit growth began its uptrend in line with economic growth since Q2.2024.



## Exports aim for a new record in the second half of 2024

(billion USD) **Exports continued its sharp rise.**  
 June's exports reached \$36 billion, growing 20% compared to the same period last year.



Source: FiinProX, General Department of Customs, General Statistics Office, Ministry of Planning and Investment, etc.

# SECTION 2. MARKET OVERVIEW



**Real estate market**



**Stock market**

# REAL ESTATE MARKET



## Several important real estate laws and decrees take effect from august 1

- ❖ According to the law project approved by the National Assembly, three laws related to the real estate market—Land Law, Housing Law, and Real Estate Business Law—will come into effect on August 1, 2024. These laws are expected to serve as a "catalyst" to stabilize and promote the real estate market's development.
- ❖ Decree No. 71/2024/NĐ-CP dated June 27, 2024, by the Government, which regulates land prices, will take effect from the date the Land Law No. 31/2024/QH15 becomes effective (August 1, 2024).

[\(Read more\)](#).



## Business Results of Real Estate Companies in Q2/2024

- ❖ Revenues of real estate companies continued to reflect the low season, as main business activities are still waiting for the three Real Estate Laws to take effect from August 1.
- ❖ Revenue slightly decreased, but profits increased compared to the same period last year and Q1 this year. These profits were mainly recognized from financial activities such as asset liquidation, selling subsidiaries, and project sales.

### Net Revenue and Post-Tax Profit of 13 Real Estate Companies



Source: Financial Statements of companies

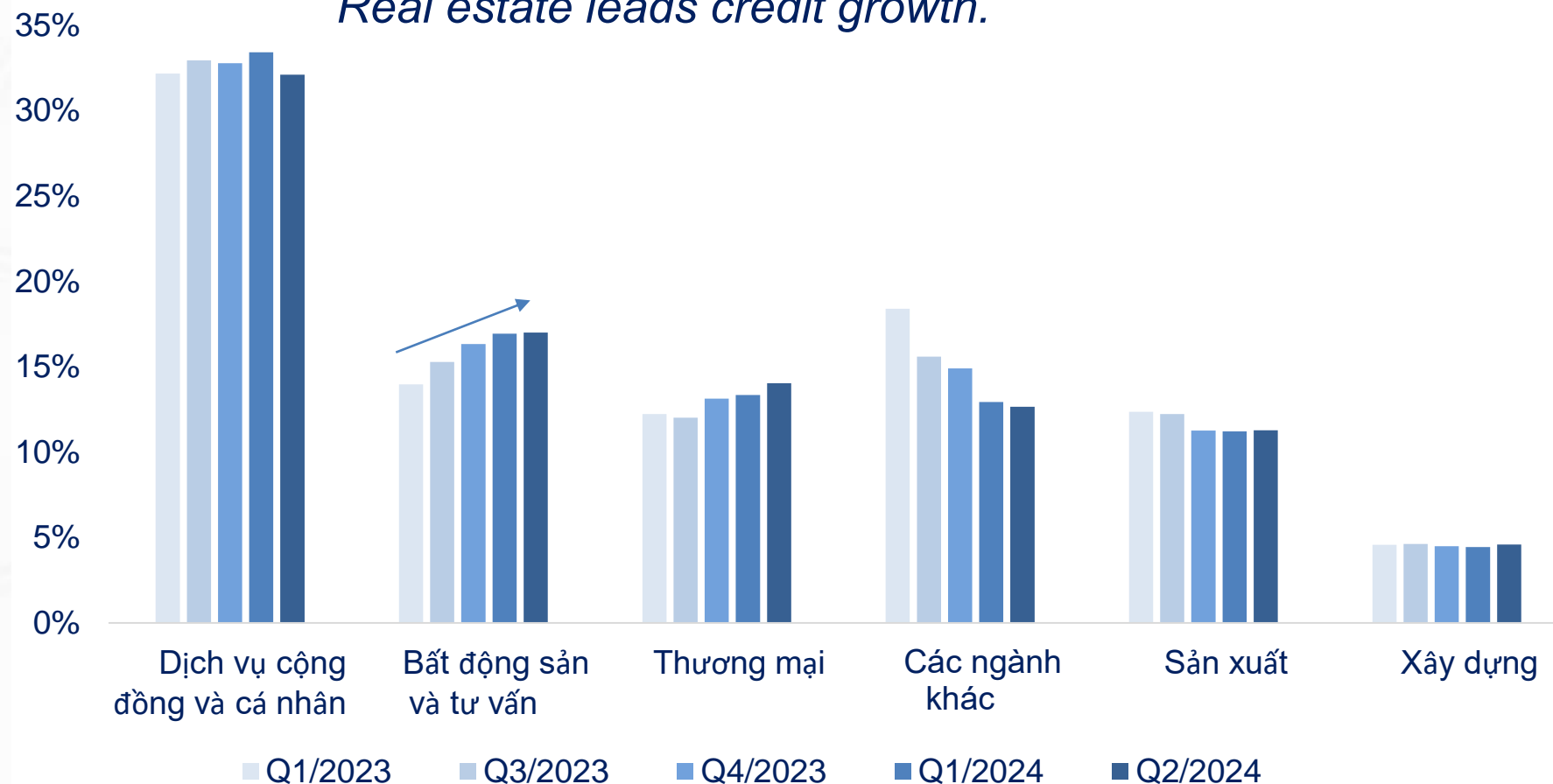
# REAL ESTATE MARKET



## Real Estate Credit Shows Positive Growth

- ❖ According to data released by the State Bank of Vietnam, as of June 30, credit growth reached 6% compared to the end of 2023.
- ❖ In particular, real estate and consulting services played a leading role in driving credit growth, reflecting the recovery of real estate companies as well as the borrowing demand from real estate buyers.

**Customers' loans from bank by category**  
*Real estate leads credit growth.*



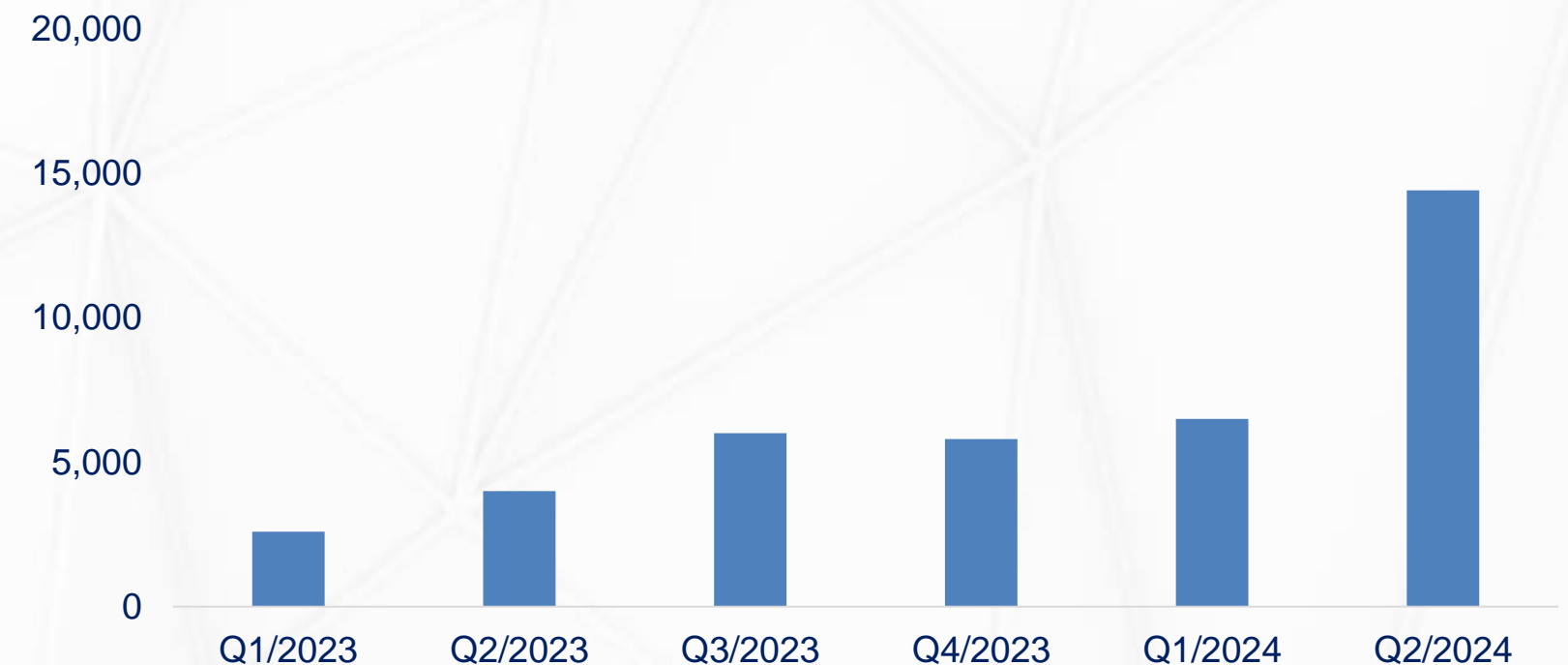
Source: Financial statements of the 8 biggest commercial banks



## The market is expected to maintain its recovery in H2.2024

- ❖ The recovery in the first half of 2024 was uneven, with stronger growth in segments driven by real housing demand, particularly in the northern market.
- ❖ Both supply and demand in the real estate market are expected to improve in the second half of 2024.
- ❖ The loosening policies of the State Bank and the new laws are expected to open a new development cycle for real estate.

**Number of residential real estate transactions across quarters**



Source: Vietnam association of real estate brokers

# STOCK MARKET

As of 31/07/2024

**PDR** HOSE  
**19,000** VND

Beta	1.49
EPS	677.1
P/E	25.55
BVPS	12,536
P/B	1.38

52-week highest (VND/share)	29,770
52-week lowest (VND/share)	18,552
52-week average volume (million shares per day)	11.170
Outstanding shares (million shares)	873.14

**5,234**

Average trading volume in July  
(million shares/day)

**6.80%**

Foreign ownership

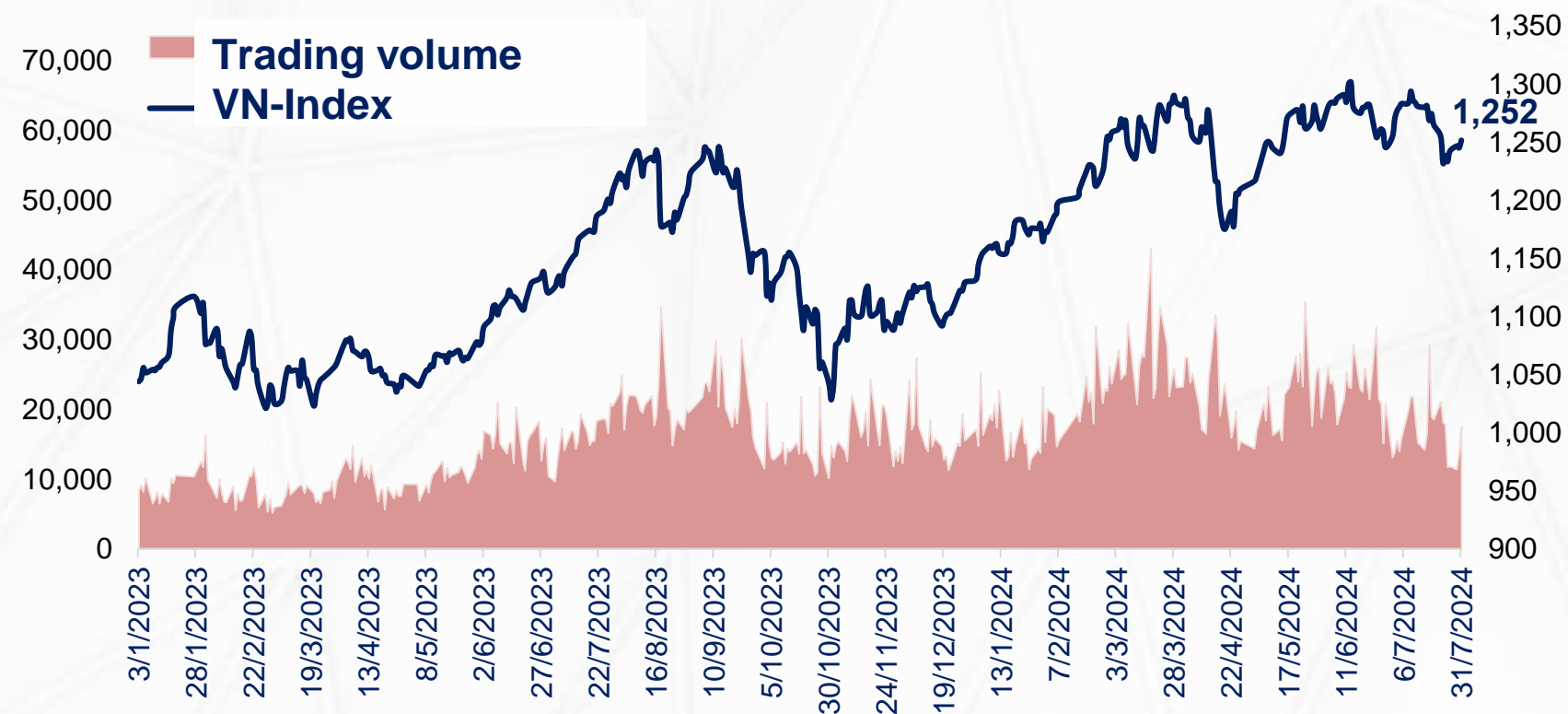
**15,105**

Market cap  
(billion VND)

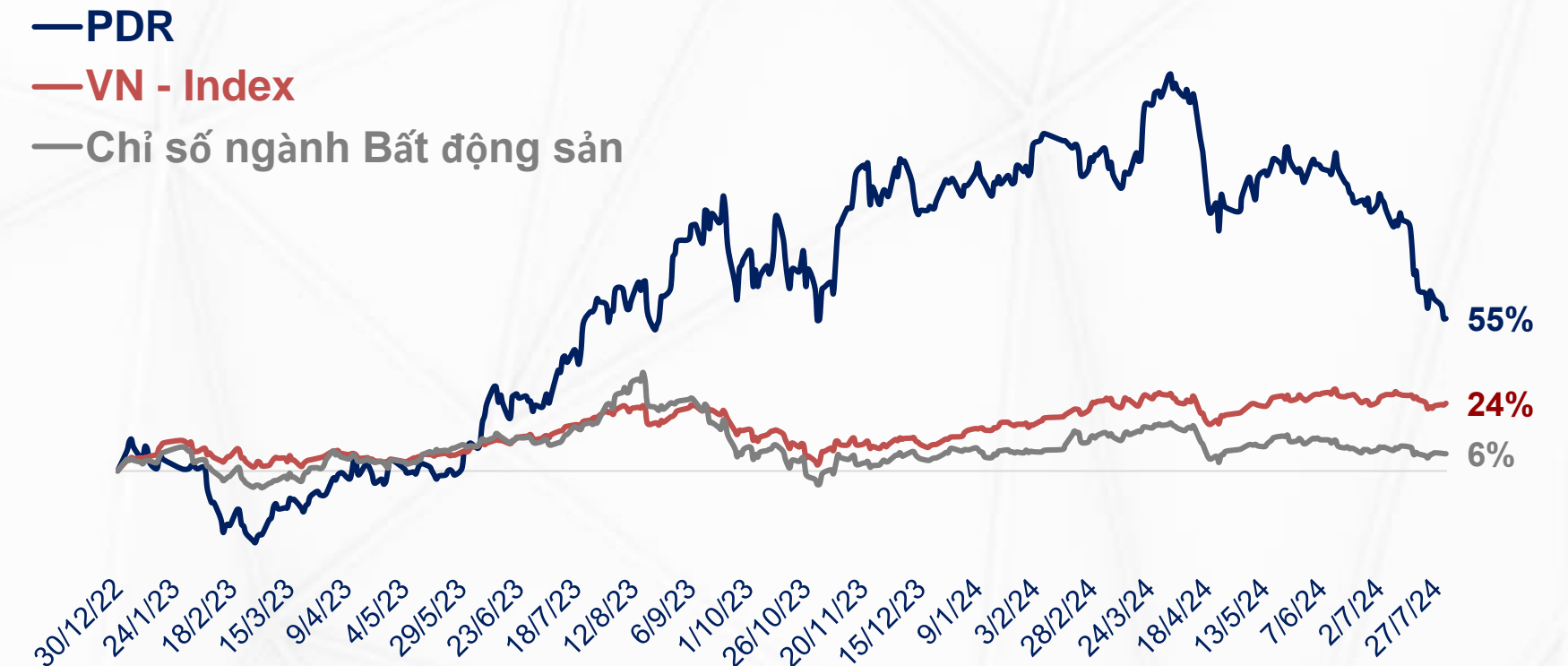
**45%**

Free float

**VN – Index recovered slightly at the end of July**



**PDR's Performance Compared to VN-Index and Real Estate Sector**





# SECTION 3. PHAT DAT'S NEWS



Key projects are progressing on schedule



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# KEY PROJECTS IN 2024 ENTERING THE CONSTRUCTION AND COMPLETION PHASE

➤ Phat Dat's key projects planned for late 2024 – 2025 are nearing the final stages of legal approval.



*“At Phat Dat, we have thoroughly examined this issue and are diligently working to finalize the land use fees for our projects. We anticipate that Bac Ha Thanh Urban Area in Binh Dinh and Thuan An High-Rise Residential Complex in Binh Duong will have their land use fees resolved in the third and fourth quarters of this year, respectively.*

*With our meticulous preparations, I am confident that Phat Dat’s projects will be among the first to have their land use fees processed. Additionally, Phat Dat has secured necessary financial resources to fulfill all obligations for these projects.”*

*- stated **Mr. Bui Quang Anh Vu**, CEO of Phat Dat Real Estate Development Corporation, in a recent interview.*

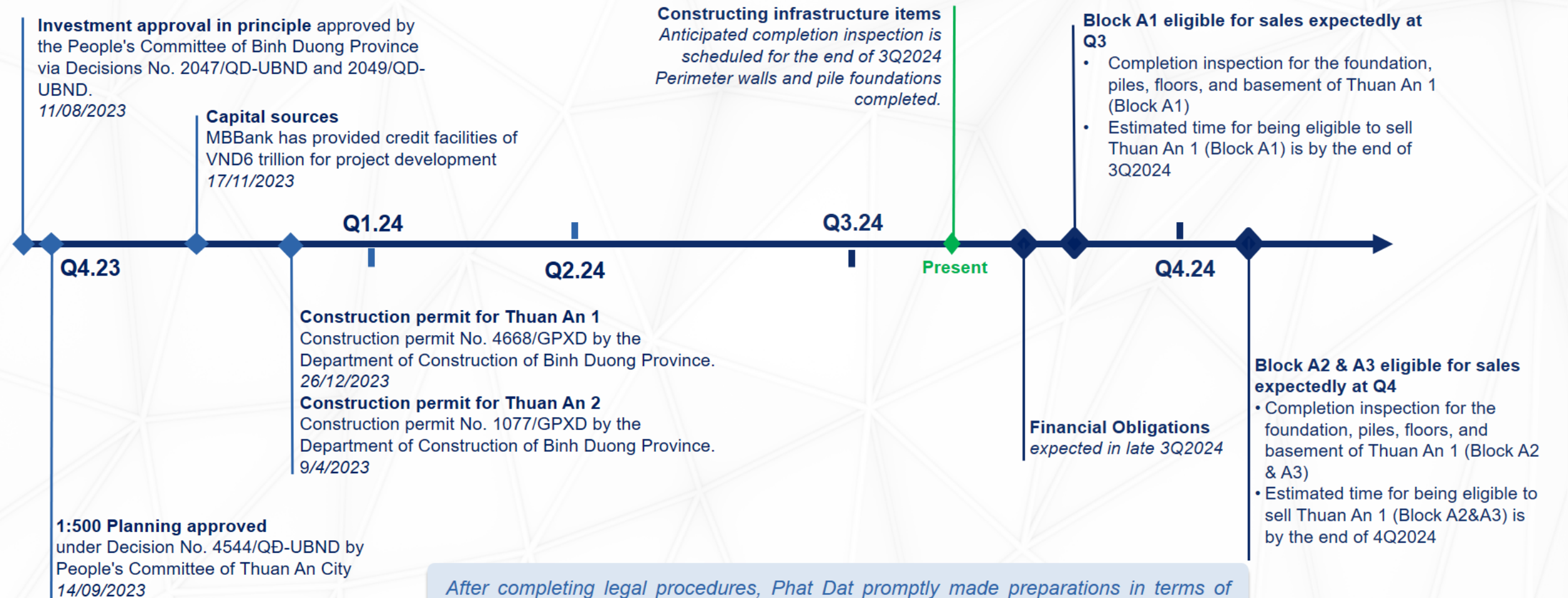
# KEY PROJECTS IN 2024 ENTERING THE CONSTRUCTION AND COMPLETION PHASE

➤ The completion of legal procedures and the sales launch for Phat Dat’s key projects in 2024 is only a matter of time.

- ❖ Phat Dat received all necessary construction permits for the foundation, piling, and structure of Thuan An 1 Tower (1.8 ha).
- ❖ Thuan An 2 Tower (2.65 ha) received its construction permit on July 2, 2024.
- ❖ The Company is rapidly progressing with the technical infrastructure and foundation piling for Thuan An 2 to ensure timely completion.
- ❖ Electrical, water systems, and other utilities are being implemented in parallel.

## PROGRESS UPDATES ON THUAN AN 1 & 2

<p style="text-align: center; margin: 0;"><b>PROJECT INFORMATION</b></p>	<p style="margin: 0;">Area: 44,677 m<sup>2</sup>, including:</p> <ul style="list-style-type: none"> <li>• Thuan An 1: 18,147 m<sup>2</sup></li> <li>• Thuan An 2: 26,530 m<sup>2</sup></li> </ul>	<p style="margin: 0;">Product: Land plot, Apartment, shophouse</p> <p style="margin: 0;">Expected revenue: VND 1.5 trillion</p> <p style="margin: 0;">Expected sales: 2024 - 2027</p>
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After completing legal procedures, Phat Dat promptly made preparations in terms of capital, while also expediently commencing construction. It is anticipated that Phat Dat will be able launch sales of Thuan An by the end of 3Q2024.

# KEY PROJECTS IN 2024 ENTERING THE CONSTRUCTION AND COMPLETION PHASE

## ➤ Latest Progress Update of Bac Ha Thanh Residential Area as of July 2024

- ❖ Phat Dat's Bac Ha Thanh project has obtained construction permits and is currently in Phase 1 of technical infrastructure construction.
- ❖ The construction is on schedule, with some elements advancing to Phase 2.
- ❖ To date, over 852,000 cubic meters of soil have been filled and leveled, reaching 96% of the Phase 1 volume. Internal roads are ahead of schedule and have moved into Phase 2.
- ❖ As of August 2, 2024, the number of units that have had their first, second, and third floors completed are 57/92, 41/92, 37, and 34/92 units, respectively.

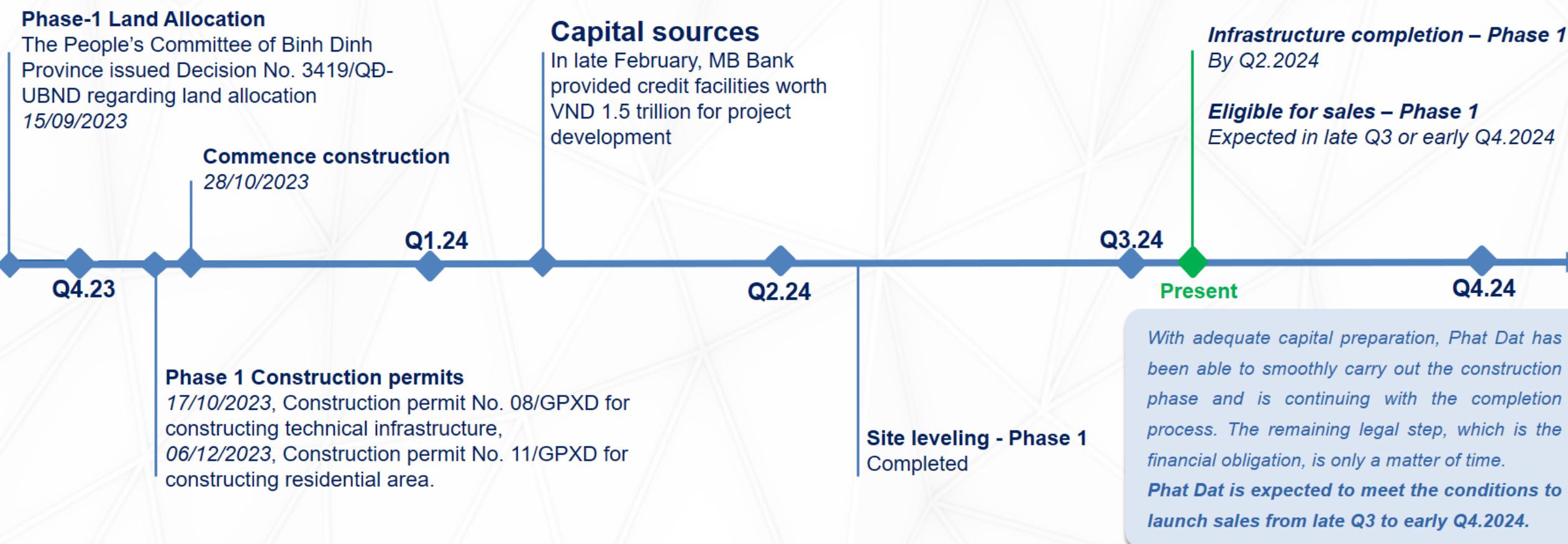
## UPDATES ON BAC HA THANH'S PROGRESS

### Project information

- ❖ **Area: 431,604.96 m<sup>2</sup>**, including:
  - Phase 1: 212,992 m<sup>2</sup>
  - Phase 2: 218,612.96 m<sup>2</sup>

- ❖ **Development type:** land plot, townhouse, shop-house
- ❖ **Expected revenue of Phase 1:** VND 2 trillion
- ❖ **Expected sales:** 2024-2025

### Progress



# KEY PROJECTS IN 2024 ENTERING THE CONSTRUCTION AND COMPLETION PHASE

## PDR's key projects in the second half of 2024 - early 2025

- ❖ Bac Ha Thanh and Thuan An 1 & 2 are key projects for Phat Dat in the second half of 2024.
- ❖ The progress is on schedule, with sales expected to begin at the end of the year.
- ❖ Both projects have received investment licenses and are only awaiting the completion of financial obligations.
- ❖ Phat Dat is expected to fulfill these obligations by the end of Q3 2024.

Project	Location	Area (ha)	Product	CGI	On-site photo (July)
<b>Bac Ha Thanh Residential Area in combination with urban gentrification</b>	National Road 19, Phuoc Thuan Commune, Tuy Phuoc District, Binh Dinh Province	43.16	Land plots for townhouse, Villas & shophouses		
<b>Thuan An 1 &amp; 2 High-rise Residential Complex</b>	Nguyen Thi Minh Khai Street, Hoa Lan 1 Quarter, Thuan Giao Ward, Thuan An City, Binh Duong Province	4.46	Apartments, commercial space and shophouses		
<b>Cadia Quy Nhon</b>	No. 01, Ngo May Street, Nguyen Van Cu Ward, Quy Nhon City, Binh Dinh Province	0.52	Hotel, tourist apartments, shophouses		
<b>Poulo Condo</b>	Bai Vong Street, Co Ong Village, Con Dao Island District, Ba Ria-Vung Tau Province	12	Tourist apartments, villas, hotel		



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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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