



**PHATDAT**  
CORPORATION  
Real Estate Development

# IR NEWSLETTER

*August 2024*



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# SECTION 1. MACROECONOMIC LANDSCAPE



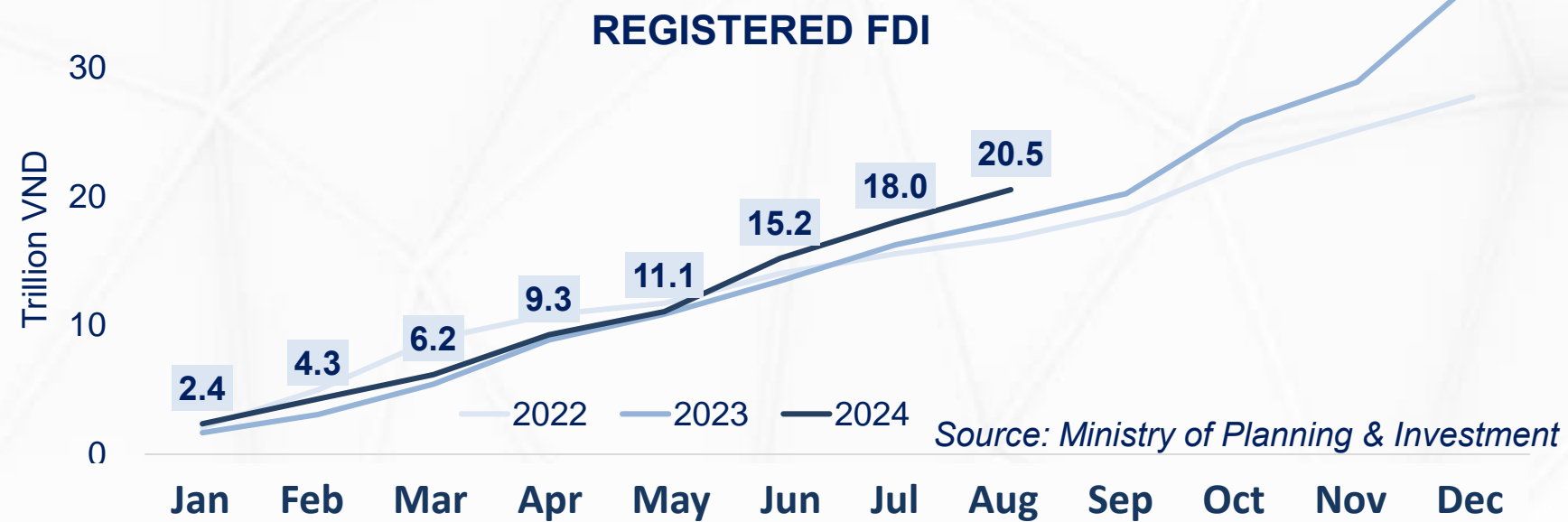
**Economic indicators**



# ECONOMIC INDICATORS



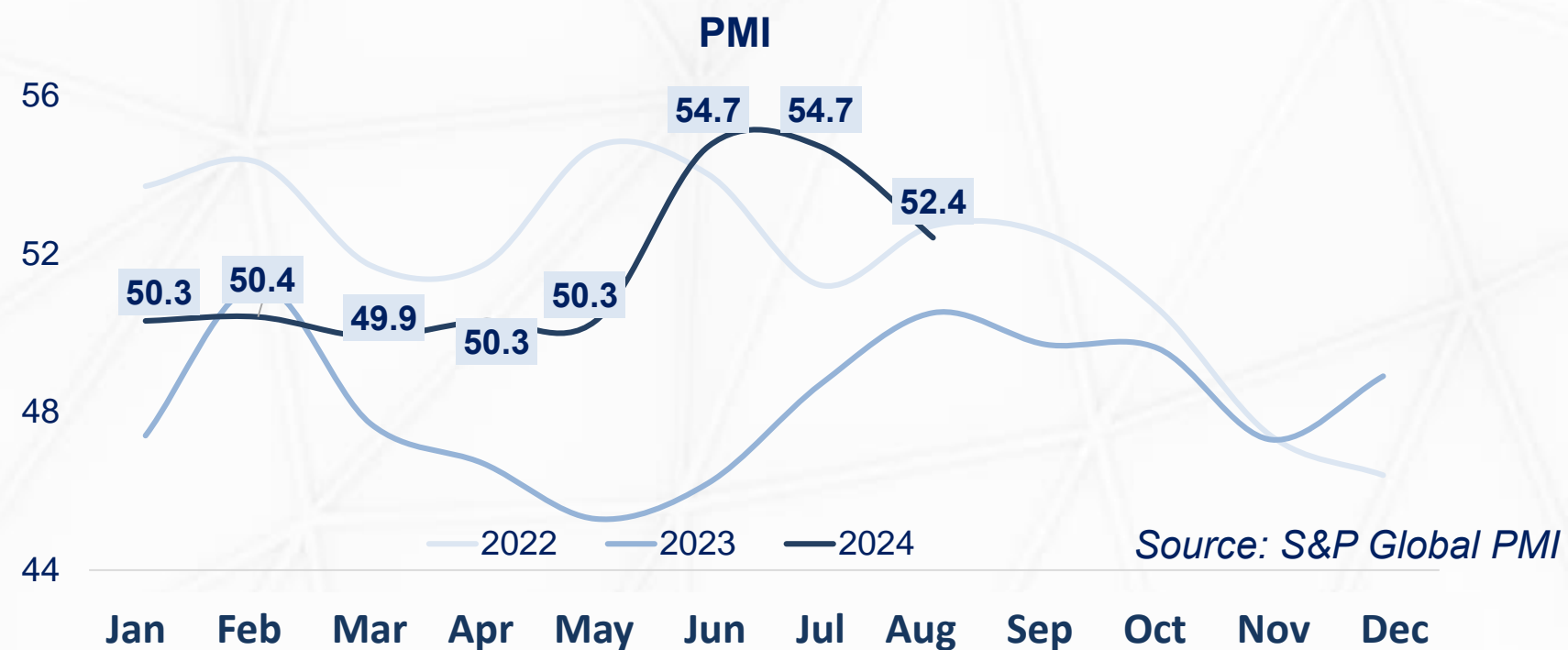
Total FDI in the first 8 months of the year reached a record high, exceeding USD 20 billion.



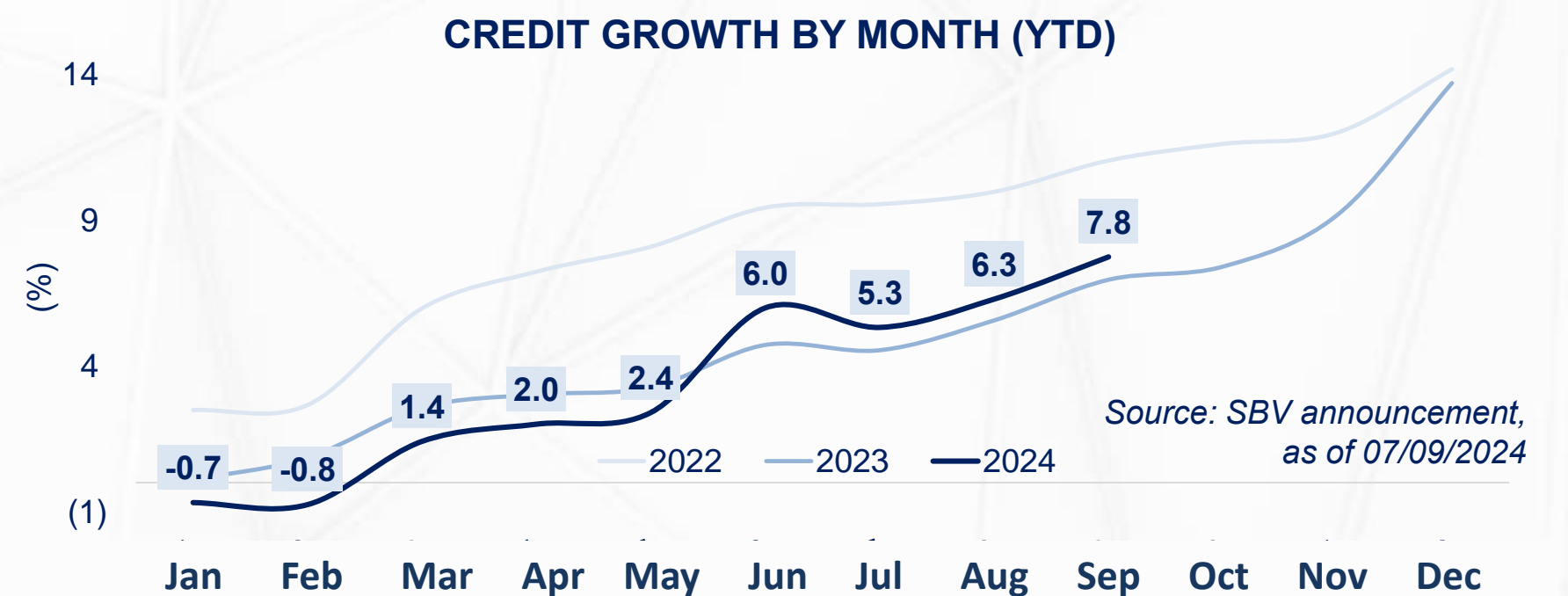
Exports heading towards a new record, reaching \$37.6 bn in August.



Manufacturing PMI has shown strong growth for 3 months in a row.



Credit growth in September accelerated, reaching 7.8%.



# SECTION 2. MARKET OVERVIEW



**Real estate market**



**Stock market**



# REAL ESTATE MARKET



Land plot segment in HCMC and nearby provinces is projected to see an improvement in supply in Q3.

- ❖ The availability of new land plots in Q3 2024 is expected to increase significantly compared to the first two quarters, with around 450 to 550 plots, primarily in areas like Binh Duong and Long An.
- ❖ Market liquidity continues its upward trend, with HCMC’s neighboring areas anticipated to lead the market.

Supply and take-up by quarter

Unit: land lot

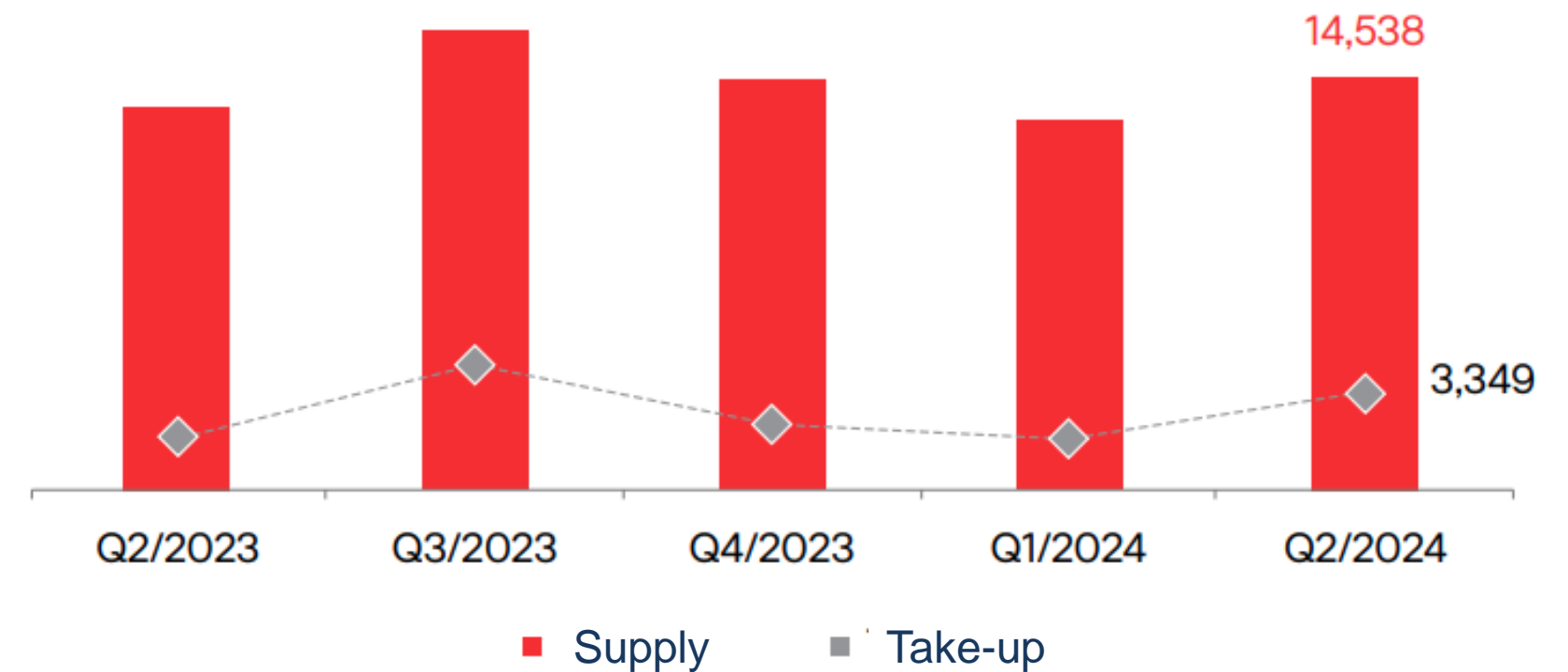


Apartment segment in HCMC and nearby provinces will see a recovery in both supply and take-up.

- ❖ "The market is expected to see continued recovery in both supply and demand. New supply is forecasted to rise compared to Q2 2024, with an estimated 2,500 to 3,500 units, primarily in HCMC and Binh Duong.
- ❖ The high-end apartment segment (Grade A) continues to dominate in Ho Chi Minh City, while Grade B and C apartments are leading new supply in the surrounding provinces."

Supply and take-up by quarter

Unit: land lot



Source: DKRA Group

# STOCK MARKET

As of 30/08/2024

**PDR** HOSE  
**21,550** VND

|      |        |
|------|--------|
| Beta | 2.45   |
| EPS  | 677.08 |
| P/E  | 33.08  |
| BVPS | 12,538 |
| P/B  | 1.79   |

|   |        |
|---|--------|
| 52-week highest (VND/share)                     | 29,770 |
| 52-week lowest (VND/share)                      | 17,000 |
| 52-week average volume (million shares per day) | 10.848 |
| Outstanding shares (million shares)             | 873.14 |

**11,361**

Average trading volume in August  
(million shares/day)

**6.73%**

Foreign ownership

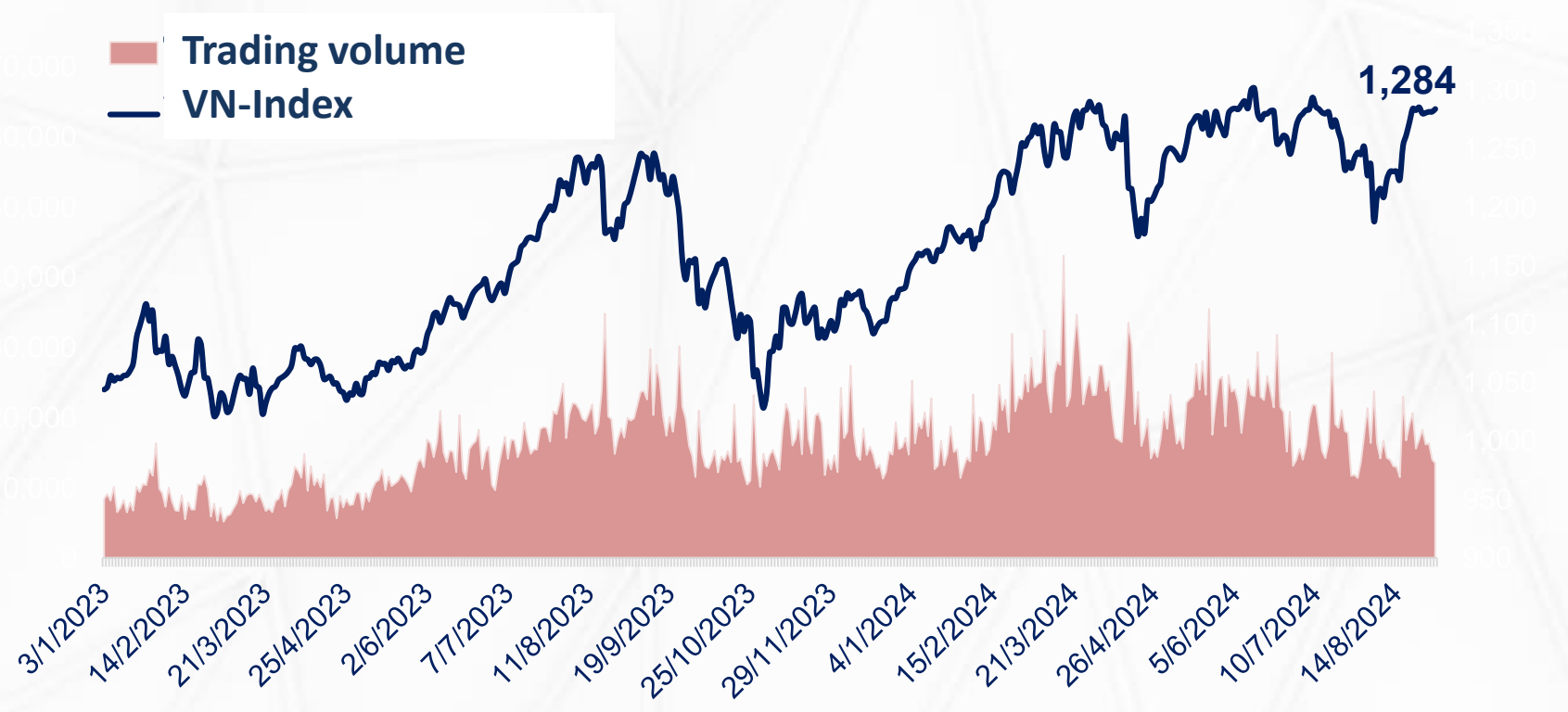
**19,558**

Market cap  
(billion VND)

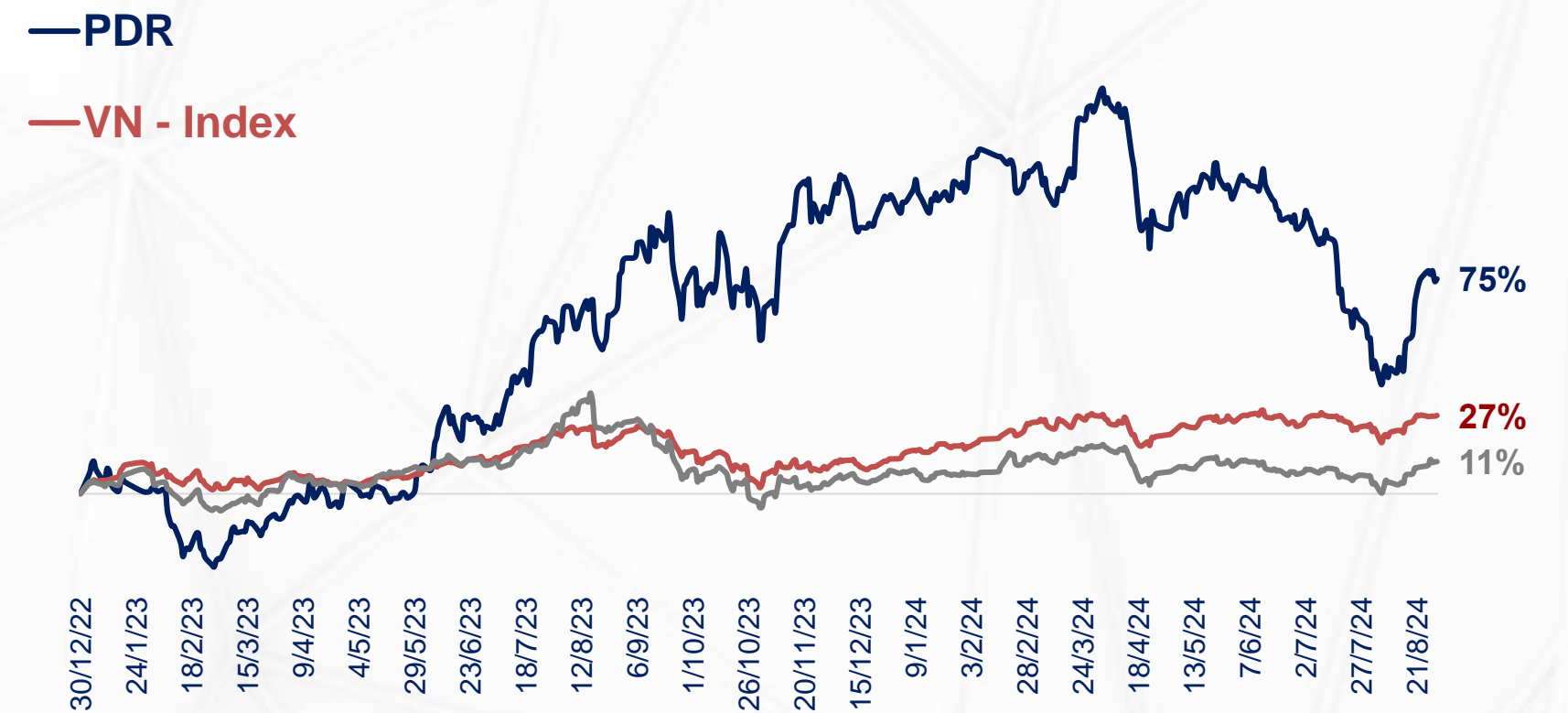
**45%**

Free float

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



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



## SECTION 3. PHAT DAT'S NEWS



**Bac Ha Thanh – Ready for sale launch**



**Phat Dat's strategy in Industrial Real Estate**



**Phat Dat to conduct a private share issuance for its partner ACA.**





# BAC HA THANH PROJECT TO BE READY FOR SALE AFTER SETTLING LAND USE FEES

- ❖ The Bac Ha Thanh Project is expected to fulfill its financial obligations in September, making it eligible for sale afterward.
- ❖ With a comprehensive strategic partnership with Realty Holding to distribute all project products, Bac Ha Thanh can accelerate sales, generating cash flow for Phat Dat in Q4/2024 – Q1/2025.



➤ Key PDR projects in 2024 are on track to complete legal procedures and go on sale as planned.

# STRATEGIC COOPERATION BETWEEN PHAT DAT AND THANH BINH PHU MY

- ❖ On September 8, 2024, Phat Dat and Thanh Binh Phu My Joint Stock Company officially signed a strategic partnership agreement to develop industrial, logistics, residential and commercial real estate projects.
- ❖ Phat Dat and Thanh Binh Phu My will collaborate to develop and construct industrial parks (IPs) following a model of eco-friendly, and IT-integrated industrial zones, similar to the current model of Phu My 3 Specialized Industrial Park (PM3 SIP).

## About Thanh Binh Phu My JSC

- The developer of Phu My 3 SIP, Vietnam’s first and only specialized industrial park, spanning over 1,000 hectares.
- With over 10 years of experience in developing eco-friendly, smart industrial parks, integrating information technology in management and operations, featuring modern, synchronized infrastructure that meets international standards, and offering a diverse service ecosystem.
- The total investment attracted to Phu My 3 SIP exceeds USD 3.4 billion (~VND 81,600 billion).
- PM3 SIP has drawn renowned and reputable multinational corporations from developed countries, including Ashley and Mi-Jack from the US; Nitori and Marubeni Corporation from Japan; BOE Technology Group from China; GS from South Korea; and Trelleborg and Fuchs Group from Europe, among others.



**Strategic cooperation with Thanh Binh – Phu My JSC marks a significant step forward in Phat Dat's industrial real estate development strategy.**

# PRIORITY GIVEN TO THE SHARE ISSUANCE FOR DEBT-TO-EQUITY CONVERSION WITH ACA

➤ Phat Dat temporarily postpones the implementation of the dividend-paying share issuance to focus on issuing shares for debt-to-equity conversion with ACA.

- ❖ Phat Dat plans to issue over 34 million shares at VND 20,000 each.
- ❖ These shares will be used to convert VND 20,000 of debt per share, helping to resolve a USD 30 million loan from ACA Vietnam Real Estate III LP (Cayman Islands, UK).
- ❖ The loan was intended for investment in the Serenity Phuoc Hai Project, a 5.56-hectare development featuring tourism apartments, shophouses, resort villas, and hotels.



*"Phat Dat will soon execute the debt conversion with ACA Vietnam Real Estate III LP through the issuance of shares," said Mr. Nguyen Van Dat during the Analyst meeting, streaming on August 16, 2024.*



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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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