



PHATDAT
CORPORATION
Real Estate Development

IR NEWSLETTER

December 2024



Content



Section 1. Macroeconomic landscape

Page 2



Section 2. Market Overview

Page 5



Section 3. Phat Dat's News

Page 9

SECTION 1. MACROECONOMIC LANDSCAPE



Economic indicators



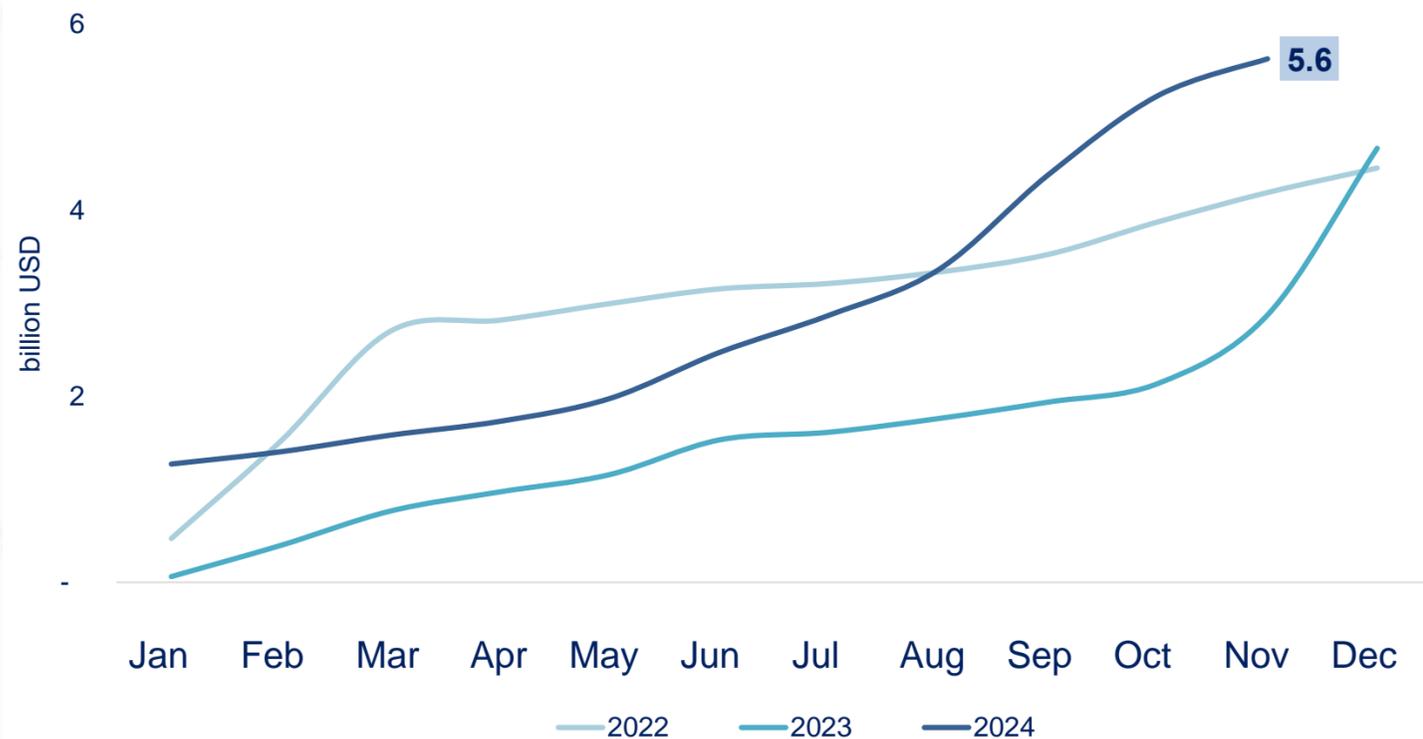
ECONOMIC INDICATORS



FDI in real estate reached record high in the first 11 months of 2024

- ❖ According to the latest data from the Ministry of Planning & Investment, Vietnam received USD 31.4 billion in FDI in the first 11 months of 2024, marking a new record.
- ❖ Registered FDI in the real estate sector reached USD 5.6 billion, a 95% increase compared to the same period last year, the highest level ever recorded.

Registered FDI in real estate sector



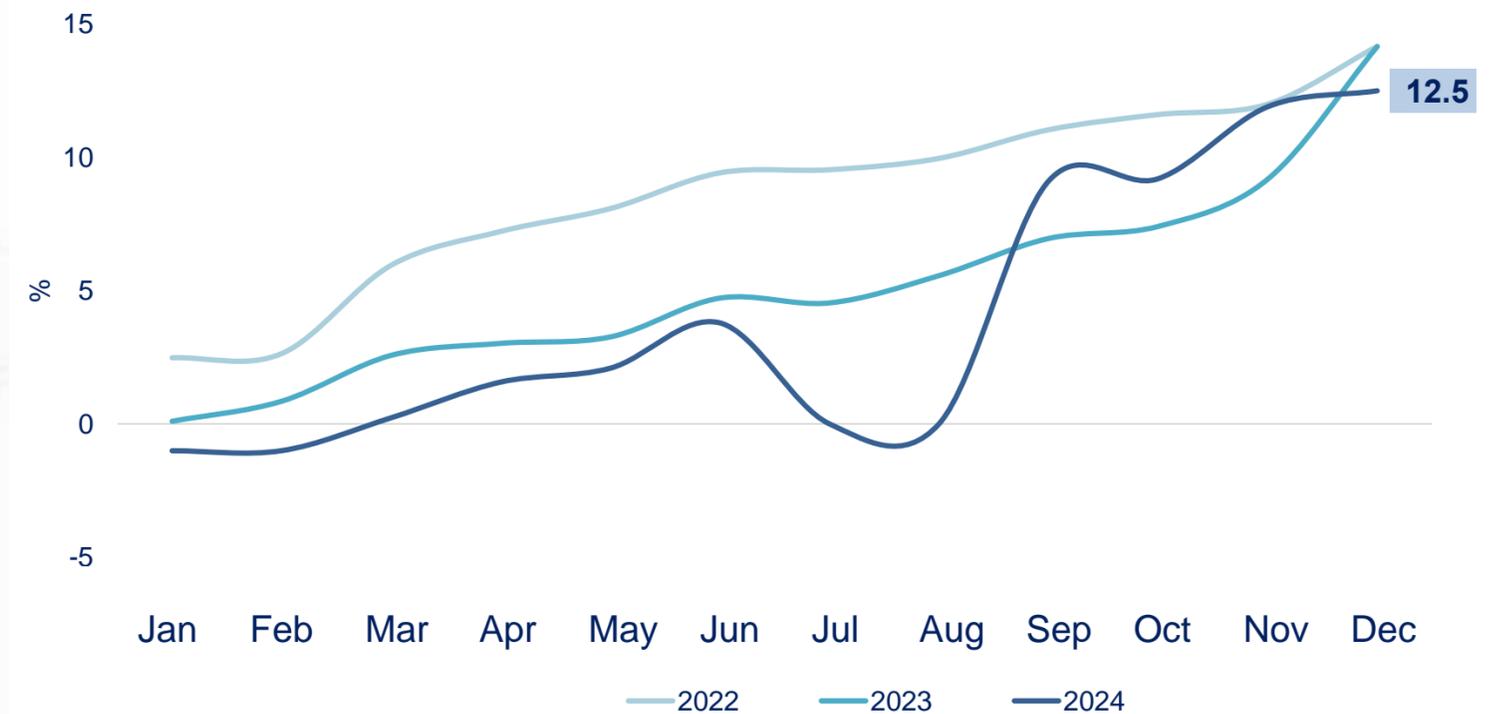
Source: Ministry of Planning & Investment



Credit growth reached 12.5% as of early December

- ❖ As of December 7, credit growth improved significantly, reaching 12.5% compared to the end of 2023. Loan activities expanded across all sectors.
- ❖ The State Bank of Vietnam set a credit growth target of 15% for 2024, promoting safe and effective credit expansion.

Credit growth (YTD)



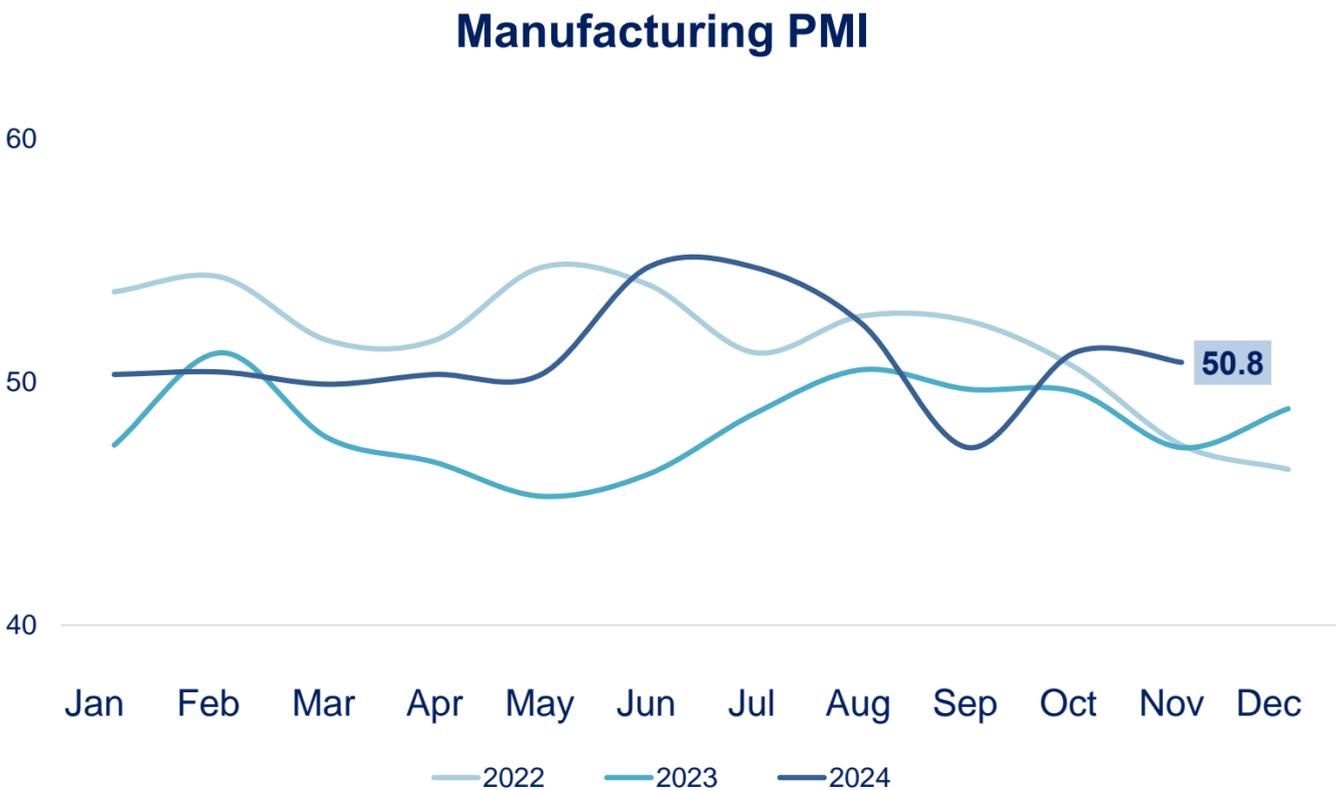
Source: State Bank of Vietnam, as of December 7, 2024

ECONOMIC INDICATORS

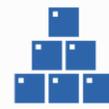


Manufacturing PMI showed slight growth in November

- ❖ Vietnam's Manufacturing PMI reached 50.8 in November, indicating that the manufacturing sector continues to recover following the impact of Typhoon Yagi.
- ❖ The recovery pace of the manufacturing sector has slowed due to declining export orders after the year-end peak season.

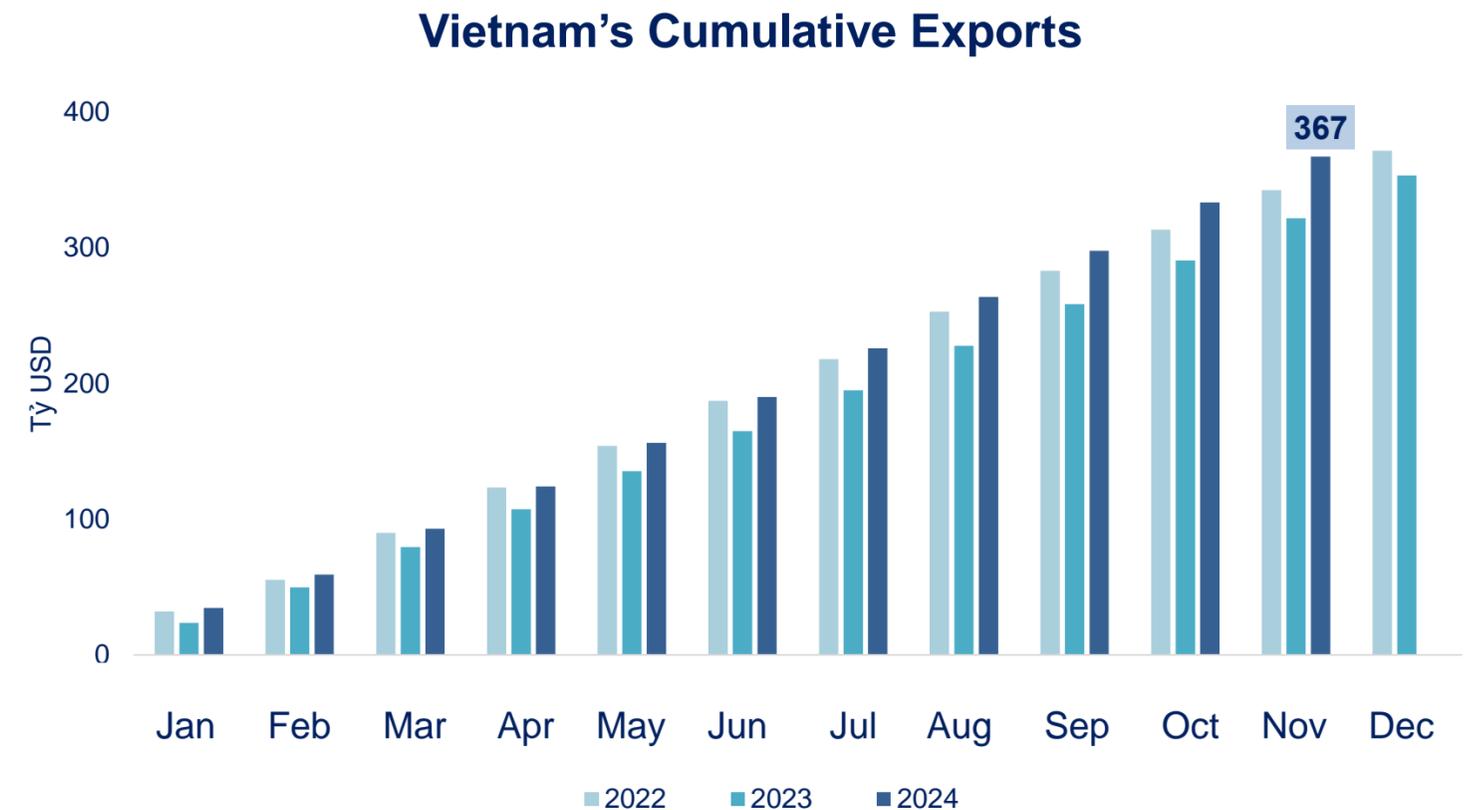


Source: Fed, S&P Global



Exports surpassed USD 350 billion for the first time in 11 months

- ❖ Vietnam's export activities remain a key economic highlight, sustaining a growth rate of 14%–18% throughout 2024.
- ❖ In the first 11 months, Vietnam's total export turnover reached USD 367 billion, up 14.8% compared to the same period in 2023.



Source: General Statistics Office

SECTION 2. MARKET OVERVIEW



Real estate market



Stock market

REAL ESTATE MARKET



National Assembly passed key Laws and Resolutions on real estate to address market challenges

- ❖ The National Assembly approved the revised Law amending and supplementing several provisions of the Law on Planning, the Law on Investment, the Law on Public-Private Partnership Investment, and the Law on Procurement. Notably, this includes the resumption of BT projects.
- ❖ The National Assembly also passed a resolution on managing the real estate market and developing social housing.



Pilot implementation of commercial housing projects through land use rights agreements

- ❖ On November 30, with 86.64% of delegates in favor, the National Assembly officially approved a resolution on piloting the implementation of commercial housing projects through land use rights agreements, either owned or acquired.
- ❖ This pilot program is expected to create opportunities to increase the supply of commercial housing, especially in urban areas where lands for new developments are limited.



Report presented by Vu Hong Thanh, Chairman of the National Assembly's Economic Committee.

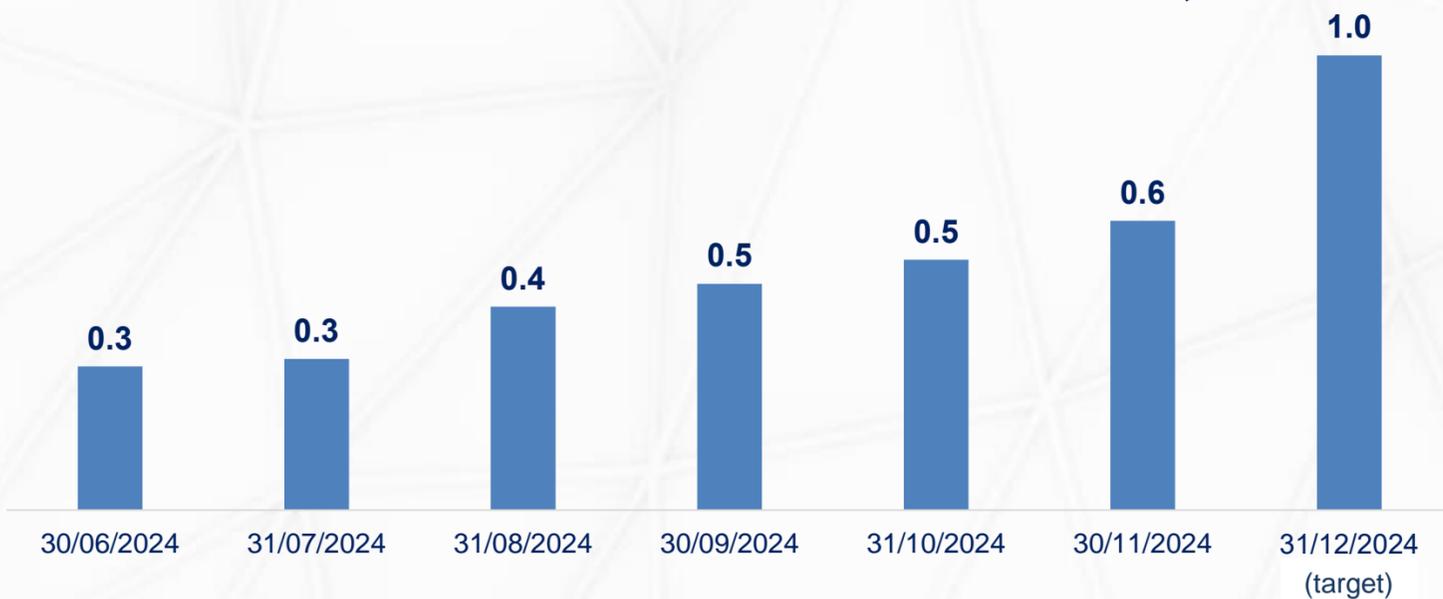
REAL ESTATE MARKET



Public investment in southern Vietnam accelerated at the end of 2024, setting high growth targets for 2025

- ❖ According to the Ministry of Finance, as of the end of November 2024, disbursed public investment capital reached VND 410.953 trillion, achieving 60.43% of the plan. This means over VND 300 trillion in public investment is expected to be disbursed in December.
- ❖ Several expressway projects in the South are being expedited, alongside the anticipated operation of Metro Line No. 1, projected to commence in December 2024.
- ❖ Long Thanh Airport is targeted by the Prime Minister for preliminary completion by December 31, 2025, and operational launch before February 28, 2025.

Public investment disbursement as of November 30, 2024

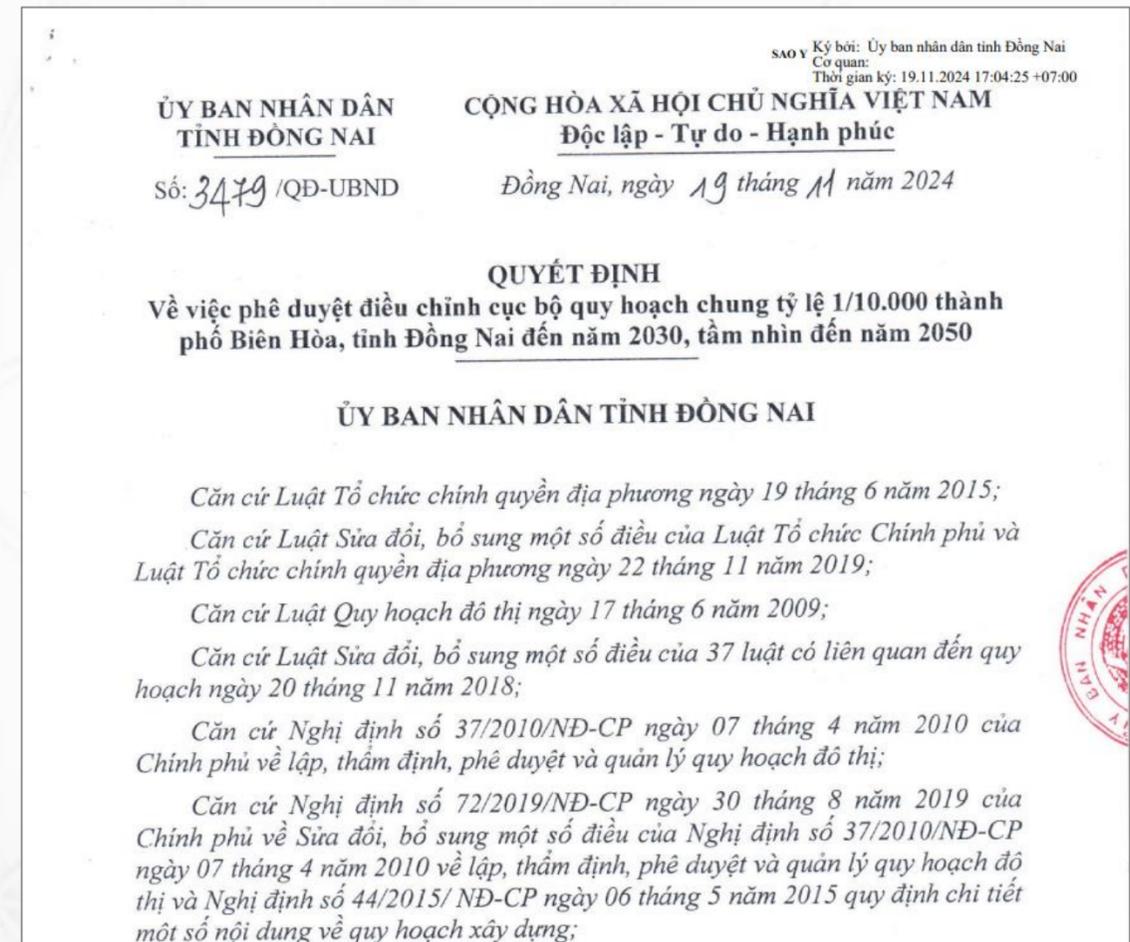


Source: Ministry of Finance



Government focuses on resolving challenges for numerous real estate enterprises

- ❖ On November 19, Vo Tan Duc, Chairman of Dong Nai's Provincial People's Committee, signed Decision No. 3479 approving a partial adjustment to the 1:10,000 master plan of Bien Hoa City.
- ❖ The adjustment focuses on population scale and land use targets in sub-area C4, located in Long Hung Commune, Bien Hoa City.



STOCK MARKET

As of 05/12/2024

PDR HOSE
21,800 VND

Beta	1.91
EPS	568
P/E	43.65
BVPS	12,664
P/B	1.72

52-week highest (VND/share)	29,770
52-week lowest (VND/share)	17,000
52-week average volume (million shares per day)	10.569
Outstanding shares (million shares)	873.14

10,122

Average trading volume in November
(million shares/day)

6.82%

Foreign ownership

19,645

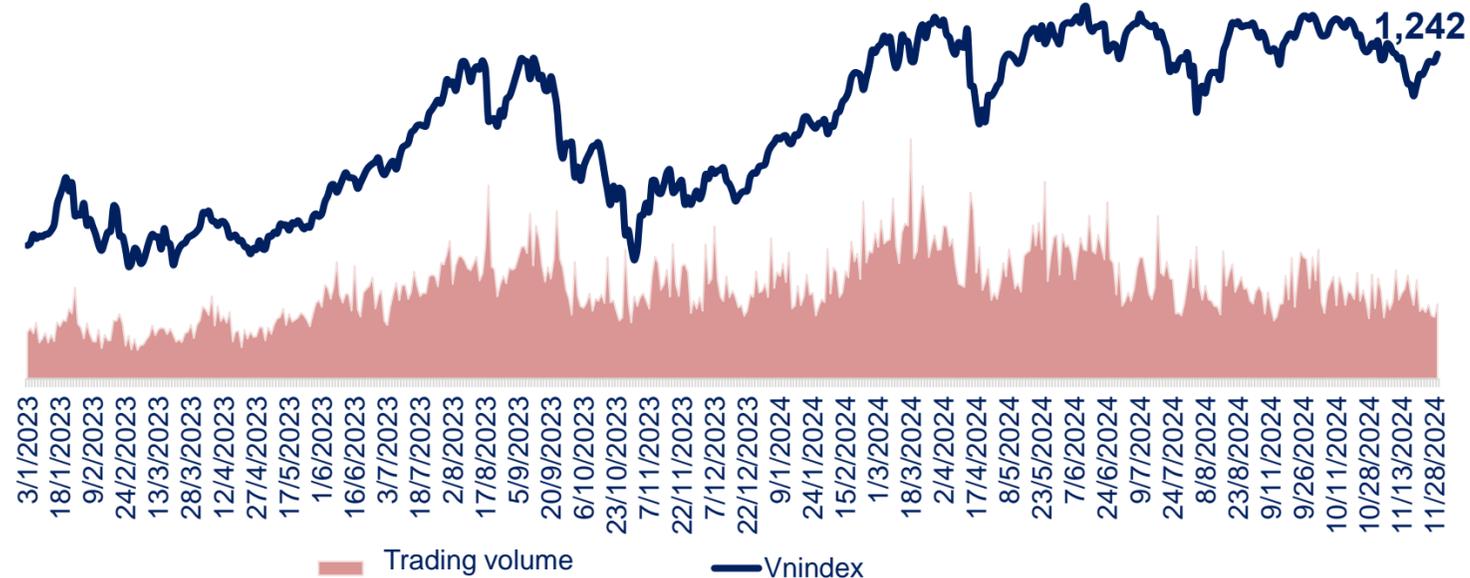
Market cap
(billion VND)

45%

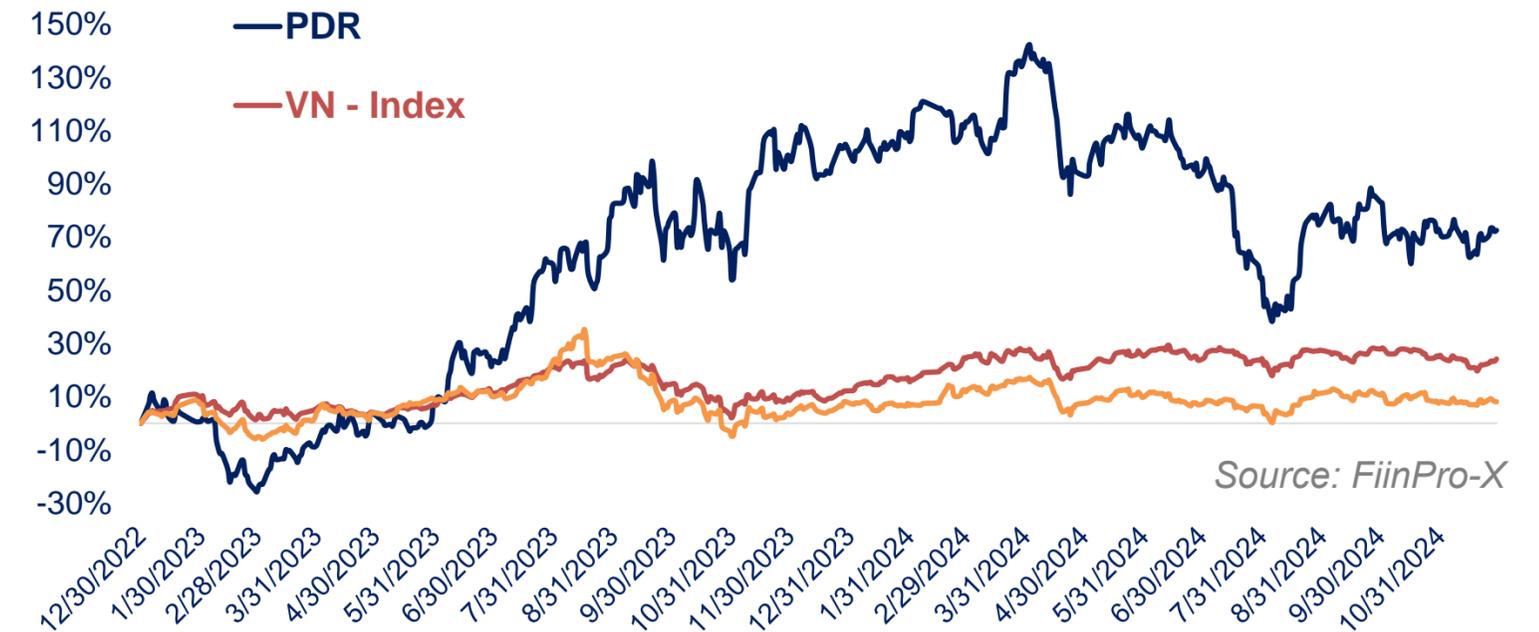
Free float



VN-Index declined in November



Performance of PDR compared to VN-Index & real estate sector index



Source: FiinPro-X

SECTION 3. PHAT DAT'S NEWS



Quy Nhon Iconic – full legality, standard planning, ready for sales



Phat Dat signs agreements with real estate distribution partners



Thuan An 1&2: construction progress update



Quang Ngai resolves obstacles for Phat Dat's 450ha industrial park project



PDR named among top 2 Employers of Choice 2024 in real estate – leasing sector



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QUY NHON ICONIC – FULL LEGALITY, STANDARD PLANNING, READY FOR SALES

FULL LEGALITY

STANDARD PLANNING



No.	Legalities	Status
1	Approved 1/500 master plan and land use zoning map (detailed construction planning – 1/500 scale)	✓
2	Approved results of land-utilizing investment project selection	✓
3	Land allocation (Phase 1)	✓
4	Land allocation (Phase 2)	✓
5	Land allocation (Phase 3)	✓
6	Construction permit	✓
7	Approval for subdividing and selling plots	✓
8	Land use right certificate (Phase 1)	✓
9	Confirmation of completed financial obligations (Phase 1)	✓
10	92 shop-houses eligible for sale	✓

- ❖ **On December 3, 2024, Phat Dat marked the return of its PDR real estate brand with the much-anticipated product selection event for Quy Nhon Iconic (the trade name for the Bac Ha Thanh Residential Area).**
- ❖ **All 181 products offered in the first selection round were fully registered. All winning participants are eagerly awaiting permission to fulfill financial obligations to secure their products. Many strategic partners and customers have expressed interest in additional registration opportunities for product selection.**

QUY NHON ICONIC – FULL LEGALITY, STANDARD PLANNING, READY FOR SALES

FULL LEGALITY

STANDARD PLANNING

Ensuring premium location: adjacent to cities, rivers and roads

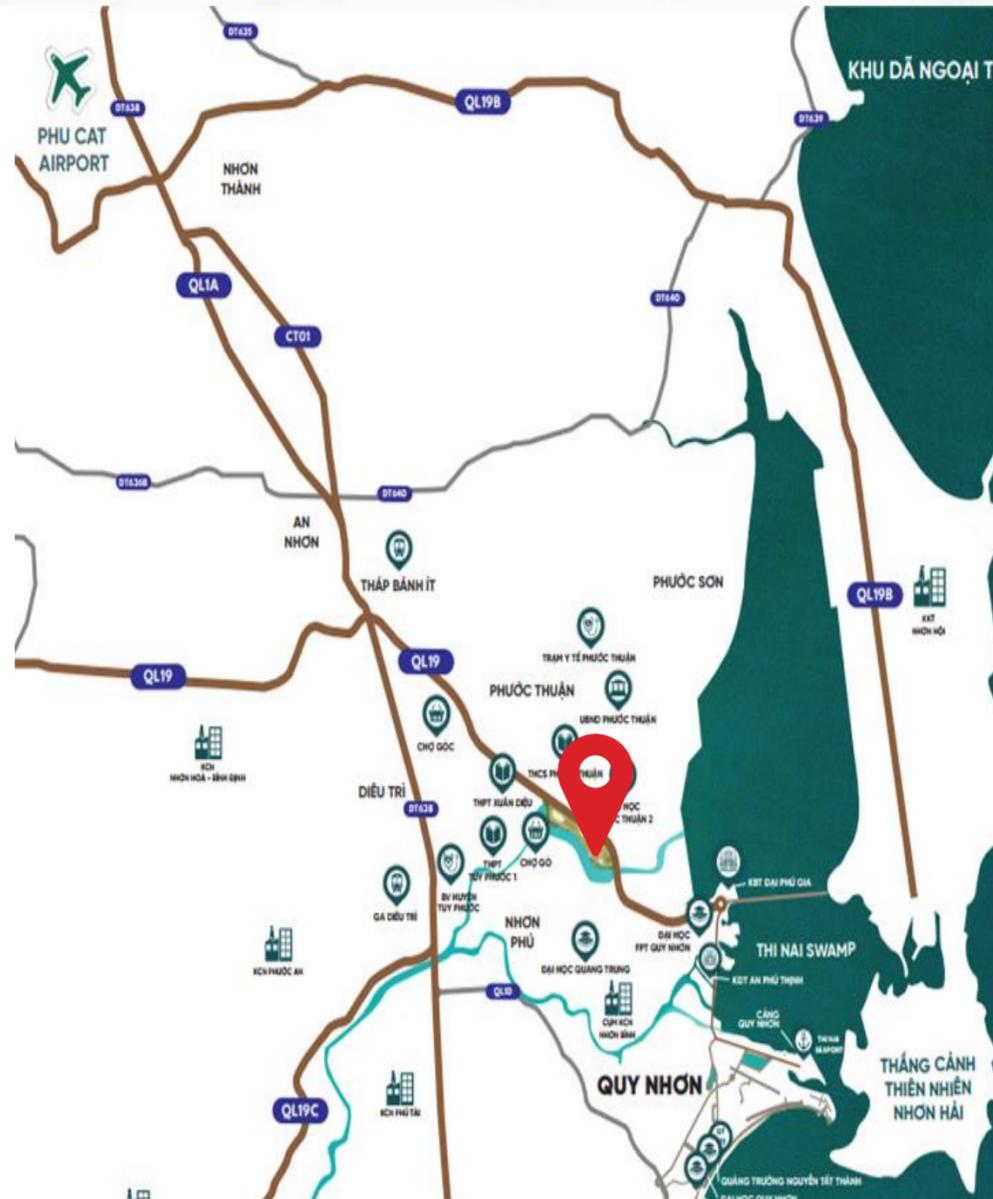
Ensuring Green Living Space: 25m²/person

Location

Address: National Highway 19, Phuoc Thuan Commune, Tuy Phuoc District, Quy Nhon City, Binh Dinh Province

Regional Connectivity

- Located on **National Highway 19**
- **10 minutes** to Quy Nhon City center
- **10 minutes** to the intersection with National Highway 1 heading to Gia Lai
- **20–30 minutes** to Phu Cat Airport, coastal and eco-tourism areas at Thi Nai Lagoon
- **10–30 minutes** to major industrial clusters



43.16 HA
TOTAL AREA

1422 units
DIVERSE PRODUCT OFFERINGS

45
ECO-FRIENDLY FACILITIES

25m²/person
GREEN SPACE DENSITY

3 HA
QUY NHON'S LARGEST SEASIDE PARK

PHAT DAT SIGNS AGREEMENTS WITH REAL ESTATE DISTRIBUTION PARTNERS

- ❖ **Realty Holdings JSC:** Responsible for product development consulting, marketing and distribution for **Quy Nhon Iconic** (commercial name of Bac Ha Thanh Residential Area).
- ❖ **Big Four Real Estate Strategy Investment and Consulting JSC:** Assigned to strategize business planning, marketing, and branding for **Thuan An 1&2 High-rise Residential Complex** (Binh Duong), **Poulo Condor Resort Complex** (Ba Ria–Vung Tau) and **Serenity Phuoc Hai Resort Complex** (Ba Ria–Vung Tau).
- ❖ **G.Empire Group and Mai Viet Land Consortium:** Granted exclusive distribution and marketing for two major projects in Da Nang and Binh Dinh: **Nhu Nguyet Commercial-Service Complex** (Da Nang) and **Ngo May Commercial-Service Complex** (Q1 Tower) in Quy Nhon.



➤ ***With a team of seasoned experts, Phat Dat's distribution partners will deliver comprehensive solutions, from strategy development and implementation monitoring to sales policy consulting, ensuring optimal business performance for its projects.***

THUAN AN 1&2: CONSTRUCTION PROGRESS UPDATE

Thuan An 1&2 – 28/11/2024

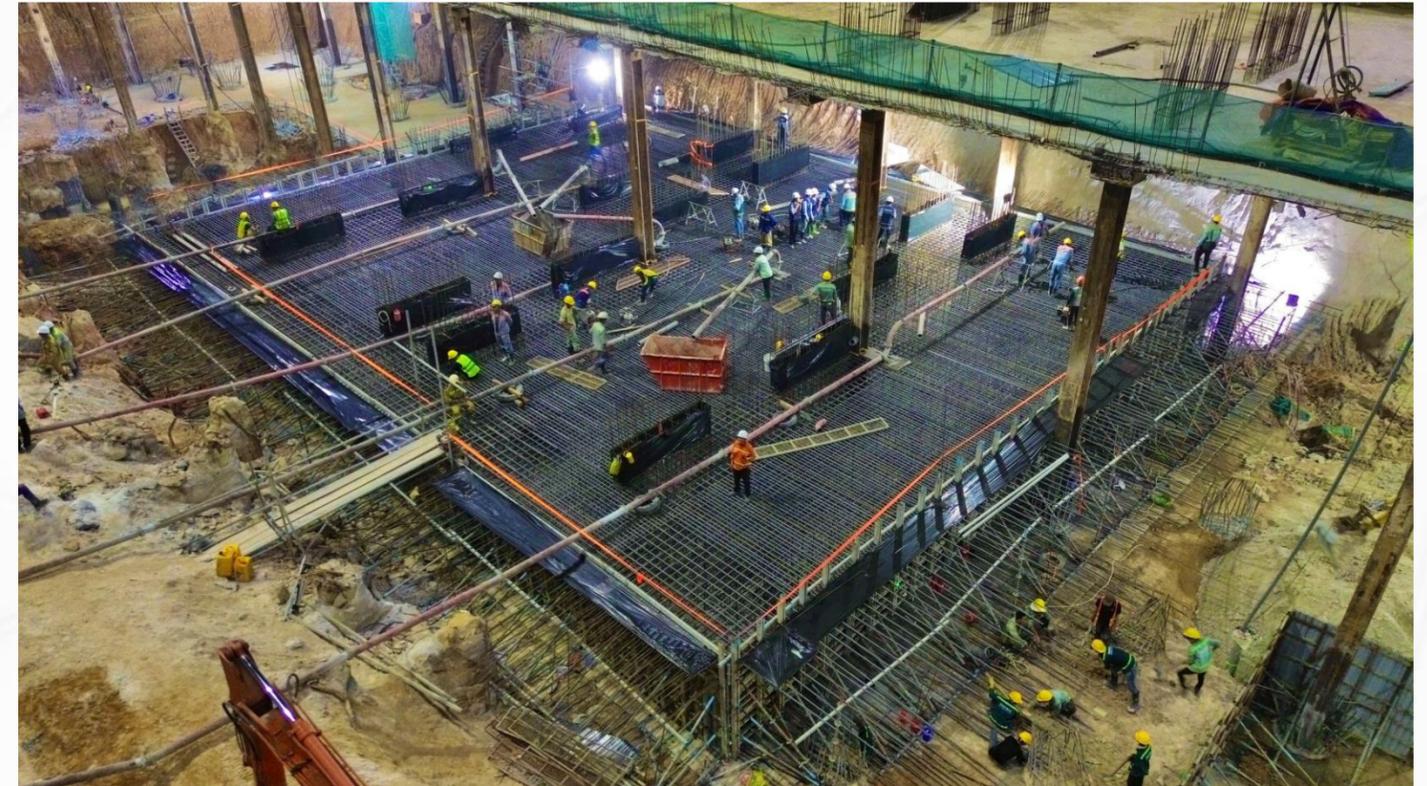
A1 Tower

- ❖ Completed concrete lining for B3's basement zones;
- ❖ Completed concrete foundation for zone 1 & concrete pit for zone 4;
- ❖ Excavation work for basement B3 ongoing, with 80% completion.



A2 & A3 Towers

- ❖ Continued construction of general piles, with 27/406 piles completed.
- ❖ Completed the construction of perimeter walls for towers A2 and A3.



➤ ***Thuan An 1&2 project reported promising construction progress in November. The project is expected to launch for sale in Q1 2025 and will serve as a flagship development for PDR during the 2025–2026 period.***

QUANG NGAI RESOLVES OBSTACLES FOR PHAT DAT'S 450HA INDUSTRIAL PARK PROJECT

- ❖ On November 26, the People's Committee of Quang Ngai Province held a press conference and directed the resolution of issues related to Phat Dat – Dung Quat 2 Industrial Park, developed by Phat Dat, to ensure the completion of procedures and project progress.



Phat Dat's representative speaking at the meeting



Phat Dat – Dung Quat 2 Industrial Park

➤ ***The project satisfies investment attraction criteria, land allocation and leasing requirements. However, some public infrastructure works still require clearance to transfer the land to the investor.***

PHAT DAT HONORED IN TOP 50 ENTERPRISES WITH BEST CORPORATE GOVERNANCE

- ❖ Phat Dat Real Estate Development Corporation has been recognized among the Top 50 Enterprises with Best Corporate Governance (VNCG50).
- ❖ This achievement highlights the Company's success in implementing updated governance standards and its commitment to creating sustainable, transparent, and long-term value.



➤ *The VNCG50 is a prestigious award announced at the 7th Corporate Governance Forum, organized by the State Securities Commission in collaboration with the International Finance Corporation (IFC) and the Association of Chartered Certified Accountants (ACCA). Notably, Phat Dat is the only real estate company featured on this list.*

PDR NAMED AMONG TOP 2 EMPLOYERS OF CHOICE 2024 IN REAL ESTATE – LEASING SECTOR

- ❖ PDR has been honored as one of the Top 2 Employers of Choice in Real Estate – Leasing (Large Enterprises). This recognition is part of the “Employer of Choice (EOC) 2024” awards program announced by CareerViet.



- *The annual non-profit program, initiated in 2013 by CareerViet in collaboration with market research firm Amco Vietnam, gathers valuable insights about the labor market and analyzes current labor trends. It also celebrates the most admired employer brands in Vietnam each year.*



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Thank you!

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[**PDR ANNOUNCEMENTS**](#)

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