

IR NEWSLETTER

4Q2023



CONTENT

Highlights

Page 03

Market overview

Page 07

Business performance

Page 12

PDR shares

Page 12

Project information

Page 16



1 | HIGHLIGHTS IN 4Q2023

HIGHLIGHTS



BAC HA THANH PROJECT BY PHAT DAT GRANTED CONSTRUCTION PERMIT

ON DECEMBER 6, 2023, BINH DINH DEPARTMENT OF CONSTRUCTION ISSUED CONSTRUCTION PERMIT NO. 11/GPXD FOR BAC HA THANH RESIDENTIAL AND URBAN RENOVATION PROJECT BY PHAT DAT REAL ESTATE DEVELOPMENT CORPORATION.

Earlier, on October 17, 2023, Construction Permit No. 08/GPXD was granted by the Binh Dinh Department of Construction, specifically for public works and technical infrastructure (including green spaces, parks, and transportation) on an 114,292.2 m2 site (allocated land without associated land use fees).

Situated in Phuoc Thuan Ward, Tuy Phuoc District, Binh Dinh Province, Bac Ha Thanh Residential and Urban Renovation Project spans 43.16 hectares, with a substantial investment of approximately VND 2.343 trillion. The project is progressing rapidly in the implementation of permitted items.



HIGHLIGHTS



CGI of Thuan An High-rise Residential Complex

PHAT DAT'S THUAN AN 1 HIGH-RISE RESIDENTIAL COMPLEX RECEIVES CONSTRUCTION PERMIT

ON DECEMBER 26, 2023, BINH DUONG DEPARTMENT OF CONSTRUCTION GRANTED A CONSTRUCTION PERMIT FOR THE THUAN AN 1 HIGH-RISE RESIDENTIAL COMPLEX IN THUAN GIAO WARD, THUAN AN CITY, BINH DUONG PROVINCE.

Aligned with the approved 1/500 planning outlined in the preceding Decision 4544/QĐ-UBND by the People's Committee of Thuan An City, the project is envisioned to accommodate approximately 3,811 residents within 2,753 apartments, reaching a maximum height of 39 floors (and 3-4 basement levels). This high-rise residential complex integrates commercial and service facilities, boasting comprehensive infrastructure in alignment with the surroundings.

With the Construction Permit No. 4668/GPXD, Thien Long Building Real Estate Investment & Z Development JSC, Phat Dat's subsidiary as well as the project's developer, has been granted official authorization to initiate the construction in phases. The initial phase encompasses the construction of the foundation, piles, and perimeter walls.

This crucial milestone serves as the foundation for Phat Dat to accelerate the construction to early launch this project in IIQ2024 and satisfy the increasing housing demand in the market. The project is also significant in developing the modern, prosperous Thuan An City in Binh Duong Province.



PHAT DAT SUCCESSFULLY ISSUES OVER 67 MILLION SHARES, REALIZING ITS GOAL OF CLEARING BOND DEBTS

Having submitted a valid dossier as announced by the SSC, on November 23, 2023, Phat Dat Real Estate Development Corporation (HOSE: PDR) announced the results of its private share offering, aligning with the 2023 AGM's resolutions.

The total number of shares successfully issued amounted to 67,164,621, representing 100% of the total privately offered shares. All privately placed shares will be subject to a one-year transfer restriction from the conclusion of the offering period.

At the offering price of VND10,000 per share, Phat Dat successfully garnered VND671.6 billion from investors. The Company allocated all the proceeds to settle the principal and interest of bonds issued in 2021 and 2022, clearing all outstanding bonds by the close of 2023.



PHAT DAT RECOGNIZED AMONG TOP 10 LISTED COMPANIES FOR BEST CORPORATE GOVERNANCE IN 2023



A representative from PDR received the award of Top 10 listed companies with best CG.

Securing a position among the Top 10 Listed Companies for Best Corporate Governance underscores Phat Dat's unwavering commitment to transparency by delivering comprehensive information to investors, shareholders, and customers in recent years.



PHAT DAT OFFICIALLY COMMENCES THE CONSTRUCTION OF BAC HA THANH PROJECT

Phat Dat Real Estate Development Corporation (HOSE: PDR) held the groundbreaking ceremony and officially started construction of Bac Ha Thanh Urban Area in Binh Dinh. This project spans over 43.16ha and involves an investment of over VND 2,343 billion.

Nestled along National Highway 19, at the core of the newly envisioned urban zone in Tuy Phuoc District, the project is integral to the northwest expansion plan of Quy Nhon City. This strategic location holds immense potential for the development of functional urban areas within Binh Dinh Province, benefiting from well-established transportation infrastructure.



Bac Ha Thanh Residential and Urban Renovation Project in Phuoc Thuan Ward, Tuy Phuoc District, Binh Dinh Province.



Bac Ha Thanh Urban Area is attached with great importance to generate substantial revenue for PDR in 2024.

Following the groundbreaking ceremony, Phat Dat proceeded with the approved construction phases and will soon launch the project to the market. This project is attached with great importance to generate substantial revenue, paving the way for PDR to develop upcoming projects included in its strategic plans.

Possessing substantial land banks in high-demand markets and readily available resources, following the groundbreaking ceremony for Bac Ha Thanh in Binh Dinh, Phat Dat has plans for a rollout of large-scale projects in 2024, scattering across Binh Duong, Ba Ria - Vung Tau, Da Nang, and other strategic locations.



PHAT DAT AND MB BANK INK A COLLABORATION AGREEMENT TO FUND THUAN AN 1&2



Under this agreement, Phat Dat and MB Bank are committed to reinforcing their collaboration, aiming to establish a comprehensive partnership to fully leverage the potential and strengths of both entities.

On November 17, 2023, Phat Dat Real Estate Development Corporation (HOSE: PDR) and Military Commercial Joint Stock Bank (MB Bank) inked a comprehensive collaboration agreement to provide credit facilities to the developers and customers involved in Phat Dat's projects.

The focal point of this collaboration is the Thuan An 1 & 2 high-rise residential complex, spanning an impressive 4.47 hectares. Strategically positioned in the heart of Thuan An City, the project connects significant industrial zones in Binh Duong Province. Having successfully navigated all legal procedures, the project boasts an investment exceeding VND 10.8 trillion to offer a diverse range of products such as apartments, shop-houses, and townhouses.

MB Bank will deliver an all-encompassing financial solution for the project, committing over VND 6 trillion for the developers and customers who are investing in properties within the project.

The collaboration on the Thuan An 1 & 2 project marks the initiation of future projects under discussion, including Bac Ha Thanh Urban Area (Binh Dinh) and the project at 223 Tran Phu Street (Da Nang City). This partnership is expected to yield advantages for all stakeholders involved."

The comprehensive cooperation with MB Bank empowers Phat Dat in many ways, fortifying its financial resilience, ensuring progress in construction and handover, and bolstering competitiveness in the market. Moreover, bank guarantee offered by MB Bank will facilitate customers' investing in the project and optimizing their investment.



Mr. Bui Quang Anh Vu – CEO of Phat Dat Real Estate Development Company, and Mr. Le Hoa Thuan – Director of MB Bank, Saigon Branch, shake hands on the collaboration.



PHAT DAT BRINGS BONDS TO ZERO & PREPARES FOR ROBUST RECOVERY

On December 25, 2023, Phat Dat Real Estate Development Corporation (HOSE: PDR) officially cleared its bond debts by settling the remaining bonds. With unwavering determination, the company successfully concluded all bond settlements, a distinctive case in the challenging real estate industry.

Throughout the diligent process of devising optimal solutions and conditions to address challenges in the face of common difficulties, Phat Dat embraced a resolute commitment to safeguard our credibility and fulfill our responsibilities to bondholders, steering clear of any delays or deferments. The attributes of credibility, responsibility, capability, and determination exhibited under pressure have earned Phat Dat the trust and respect of its partners.

With resolute efforts, Phat Dat is executing proactive plans for business recovery. In 2024, the Company has a portfolio of at least 6 projects that meet optimal conditions for launch, projecting a total revenue exceeding VND 40,000 billion. These projects focus on key offerings such as apartments, land plots, and hospitality properties.



Mr. Bui Quang Anh Vu – CEO of Phat Dat, elaborated:

“At present, Phat Dat’s exclusive concentration is on projects aligned with genuine housing needs, aiming to achieve the highest market absorption rate.”

Navigating through challenging periods and consistently reinforcing its standing with partners, investors, and customers, this juncture signifies Phat Dat's moment to embark on a new chapter. With a tenacious yet prudent approach, the company is poised to advance, prioritizing efficiency, sustainability, and the pursuit of new milestones.



2 | MARKET OVERVIEW IN 4Q2023

APARTMENT MARKET IN HO CHI MINH CITY AND NEARBY PROVINCES

In 2023, both the new supply and primary supply for the entire market witnessed significant declines, plummeting by 60% and 68%, respectively, when compared to the figures from 2022. This marked the lowest level observed in the past 5 years, with project concentrations notably in Ho Chi Minh City (HCMC) and Binh Duong.

Ho Chi Minh City took the lead in the overall market, contributing 64% to the total primary supply for the year 2023, with a predominant share stemming from projects in the eastern part of HCMC.

Although demand experienced a modest uptick in the second half of the year, the year-end statistics for 2023 revealed that the consumption rate only reached about 44% of the entire market's primary supply. This figure represents the lowest level compared to the average recorded from 2020 to 2022, which ranged between 68% and 87%.

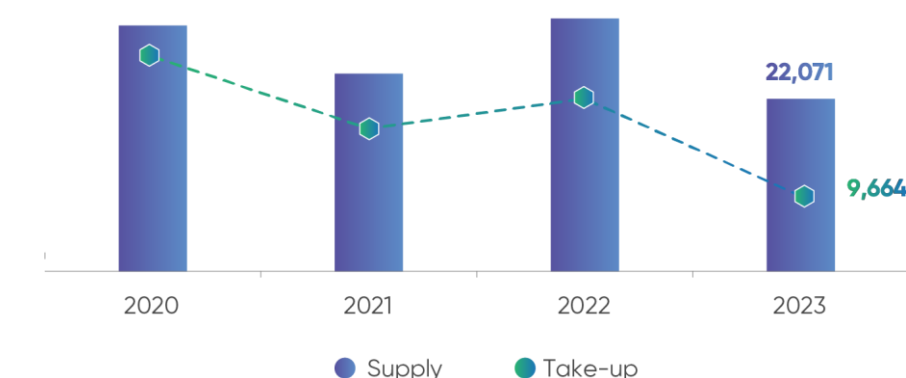
Primary consumption centered around mid-range projects, characterized by prices ranging from 40 to 55 million VND/m², legal completion, rapid construction progress, and convenient connectivity to the city center.

While primary selling prices remained relatively stable throughout the year, developers actively implemented various incentives, such as payment discounts and grace periods, to stimulate transactions. In contrast, secondary liquidity remained at a low level, and selling prices were observed to decrease by 3% to 8% compared to the end of 2022. This trend was particularly notable in projects undergoing legal processing or facing construction delays.

Source: DKRA

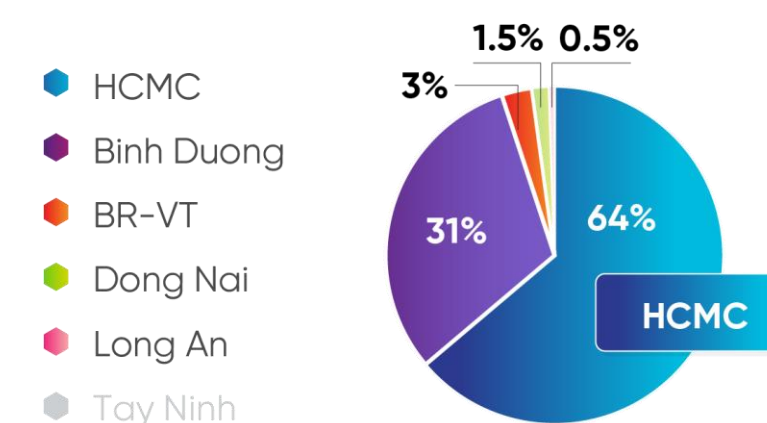
New supply and take-up by quarter

Unit: apartment



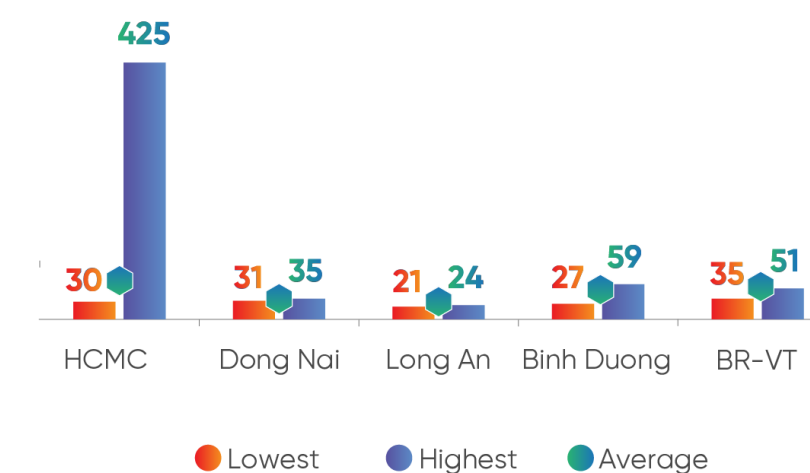
New supply by locality

Unit: %



Primary selling price

Unit: million VND/m² (VAT)





HOSPITALITY REAL ESTATE MARKET IN HCMC & NEARBY PROVINCES - RESORT VILLAS

The supply trend persisted in a downward trajectory, experiencing a 42% decrease over the same period. The majority of this supply originated from the inventory of projects previously introduced to the market, while the emergence of new projects remained constrained, amounting to only 6% compared to 2022.

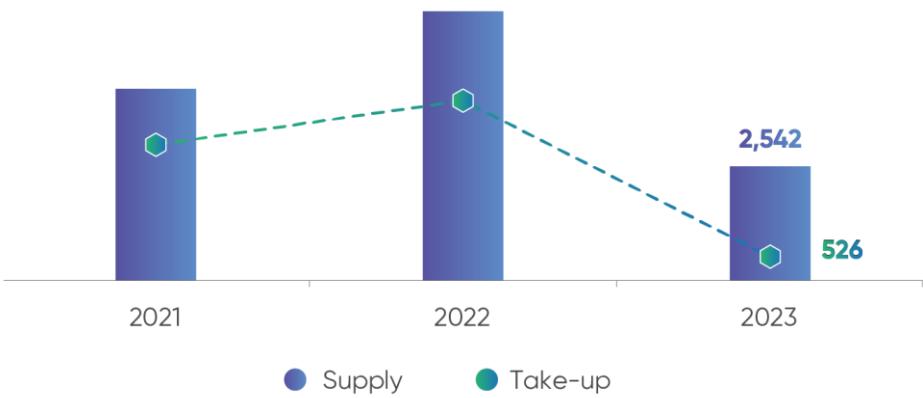
The overall market demand remained low, with primary consumption at 13% over the same period - the lowest in the last decade. Transactions were mostly from projects with selling prices below VND 15 billion/unit, complete legal status and developers with robust financial capacity.

The Central region maintained its leading position, constituting 36% of the total supply and a staggering 86% of the total primary consumption in the market. Despite the challenging market conditions, the primary selling price level held steady over the same period, remaining at a high range of VND 6 billion to 155.7 billion per unit. Various sales policies, including profit sharing/commitment, interest rate support, grace periods, and quick payment incentives, were implemented to boost liquidity. However, their effectiveness fell short of expectations.

Source: DKRA

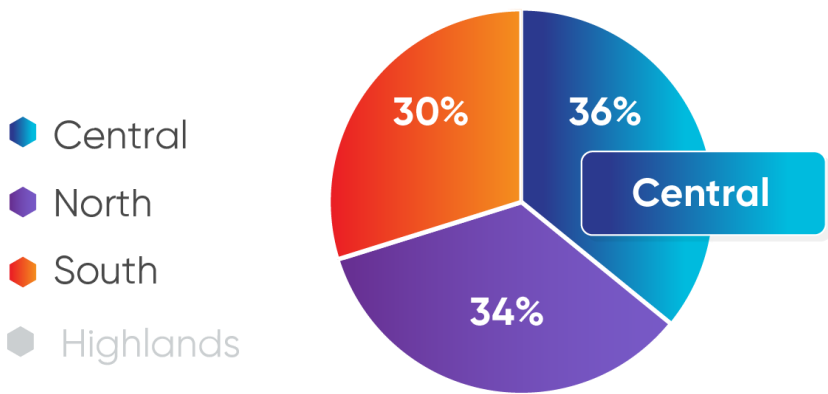
New supply and Take-up by quarter

Unit: Villa



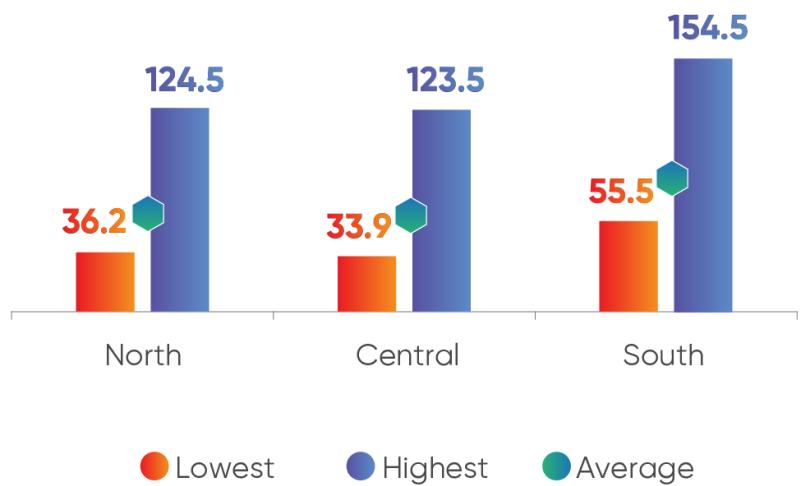
New supply by region

Unit: %



Primary selling price by region

Unit: billion VND/unit (VAT)



HOSPITALITY REAL ESTATE MARKET IN HCMC & NEARBY PROVINCES - CONDOTEL

Primary supply experienced a decrease of more than 3% over the same period in 2022, mainly from existing projects previously launched. The introduction of new projects was limited, attributed to legal obstacles and developers' cautious approach amid the prevailing challenging context.

The overall market demand reached its lowest point in the past 5 years, with primary consumption reaching 32% compared to the same period in 2022. Most new projects faced sluggish sales, with over 50% of primary projects failing to record any transactions.

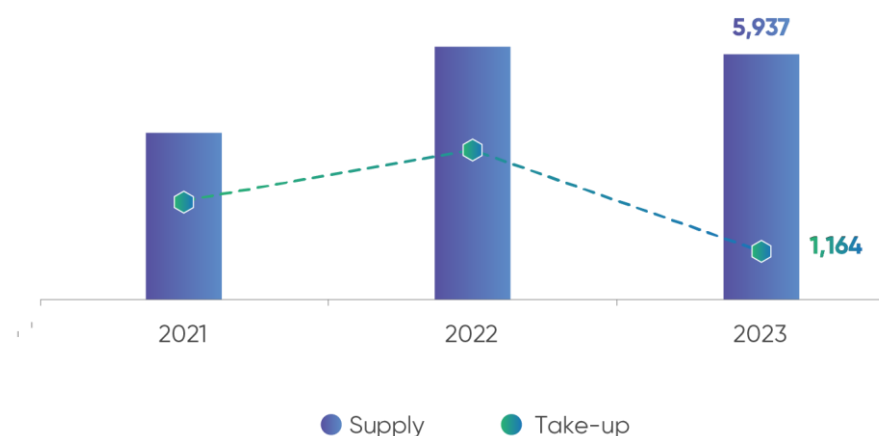
The Central region retained its leading position, contributing to 58% of the total primary supply and 41% of the total primary consumption nationwide.

Market liquidity remained low, with transactions centered on projects possessing complete legal status, developed by financially robust developers, and having a total value of less than VND 3 billion per unit.

The primary price level remained unchanged from the previous year, anchored at a high level due to high input costs. However, policies facilitating cash flow, such as extended payment schedules, grace periods, and interest rate support, continued to be widely employed to stimulate market demand.

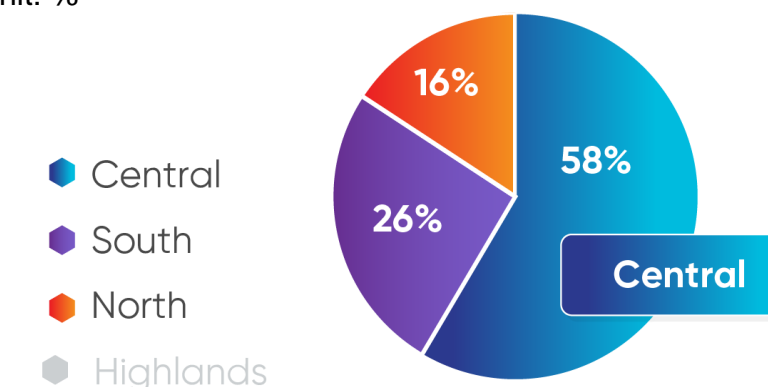
New supply and take-up by quarter

Unit: Condo unit



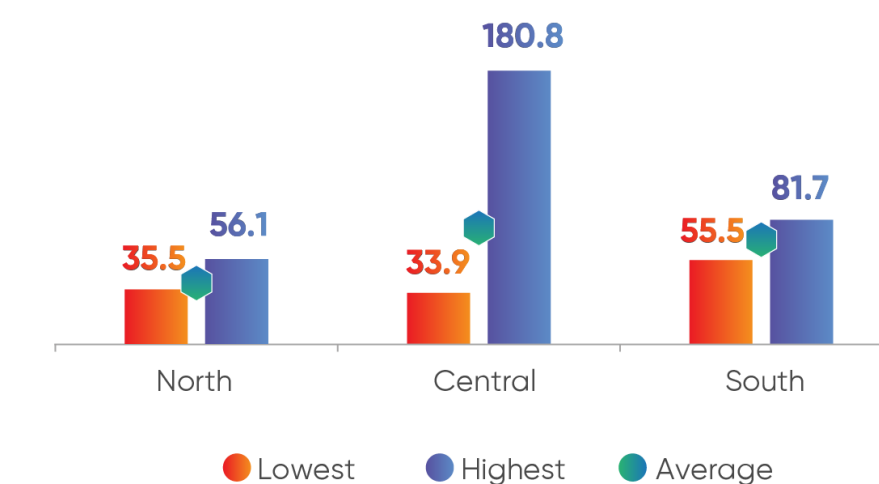
New supply by region

Unit: %



Primary selling price by region

Unit: million VND/m² (VAT)



MARKET OUTLOOK

APARTMENT

New supply is expected to increase compared to 2023, ranging between 12,000 and 15,000 units. The majority of this supply is in some key regions, with HCMC leading at 8,000 to 10,000 units, followed by Binh Duong with 4,000 to 6,000 units, Dong Nai and BR - VT each contributing 300 to 500 units, and Long with 200 to 300 units.

The Grade A apartment segment may account for a significant portion of the supply in the HCMC market, while Grade B and C apartments will continue to dominate in Binh Duong and neighboring provinces.

Market supply and demand are predicted to remain relatively stable compared to the end of 2023. Advancement is anticipated from the third quarter onward, as legal policies permeate the market, removing legal obstacles and fostering economic recovery prospects.

Market liquidity will be centered on affordable housing projects, meeting genuine housing needs, with prices around VND50 million/m² in HCMC or less than VND35 million/m² in Binh Duong and neighboring provinces.

The primary price level is expected to show minimal fluctuations or slight upward adjustments due to pressure from input costs. Promotional strategies, including quick payment discounts and grace periods, will persist in stimulating the market.

In the short term, liquidity and secondary prices are unlikely to experience sudden changes. However, significant decreases in "cut-loss" transactions and selling prices may occur, as many buyers who leveraged their finances have restructured or sold off assets during 2020-2030.

HOSPITALITY REAL ESTATE

The Condotel supply is anticipated to decrease in 2024, ranging between 800 and 1,000 units, predominantly found in BR -VT and Quang Ninh.

The supply of resort villas is expected to remain consistent with 2023, comprising about 250 to 300 units and concentrated mainly in Hoa Binh.

Similarly, the supply of resort townhouses/shophouses is expected to remain at 2023 levels, introducing around 200 to 300 units to the market, with a primary concentration in Kien Giang.

The overall market demand in this segment continues to experience a downward trend, showing no signs of immediate recovery in the short term.

Primary selling prices are projected to remain stable, with minimal fluctuations expected in 2024. The market will see the continued widespread adoption of discount policies, interest rate supports, grace periods, rental commitments, and various promotional measures throughout the year.

The hospitality real estate market is foreseen to face challenges in making a breakthrough in 2024, and the downward trend is likely to persist for the next 3-5 years.



3 | BUSINESS PERFORMANCE IN 4Q2023

BUSINESS RESULTS OF 4Q2023

NET REVENUE
4Q2023

68
Billion VND

PROFIT
AFTER TAX
4Q2023

283
Billion VND

The robust fourth-quarter profits were primarily attributed to financial revenue. Demonstrating remarkable growth in the last quarter, PDR has successfully achieved its profit after tax target for 2023.

NET REVENUE
2023

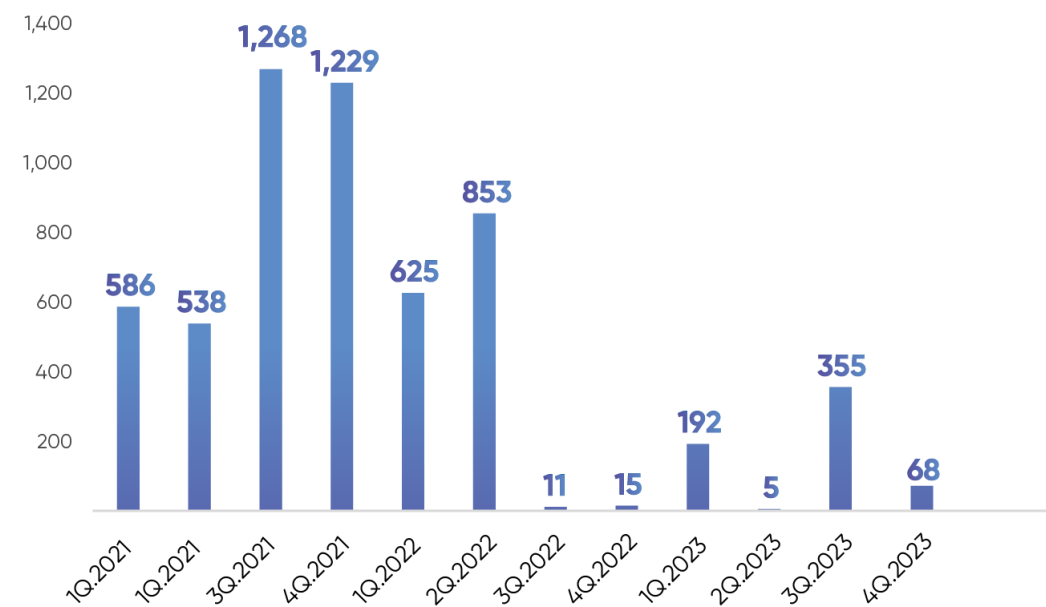
618
Billion VND

PROFIT
AFTER TAX
2023

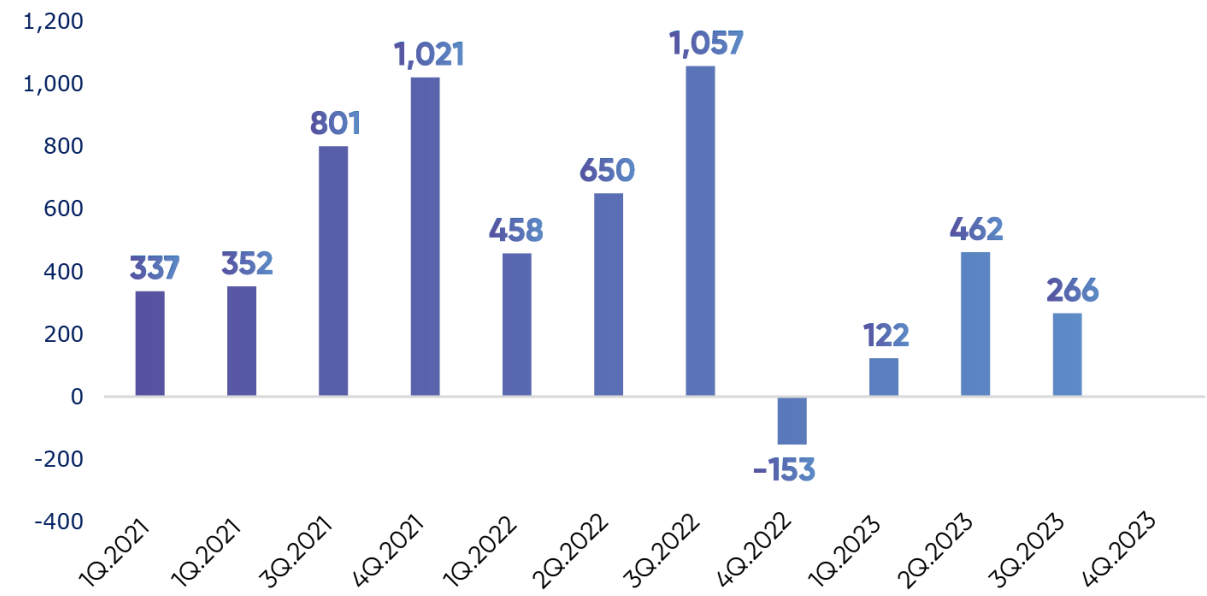
682
Billion VND

The diverse land banks and numerous projects under construction, each with legal completion, serve as a solid foundation and driving force for PDR's strong future development.

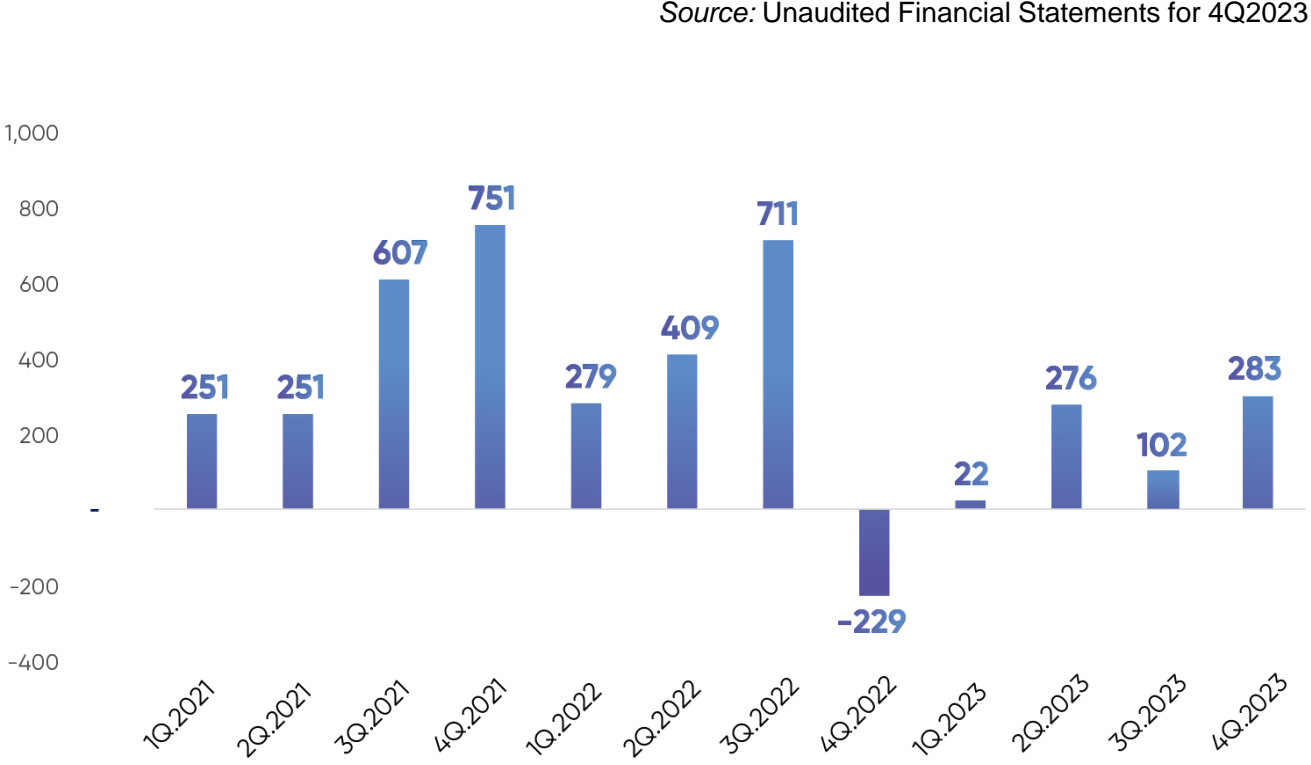
Net revenue (billion VND)



EBITDA (billion VND)



Profit after tax (billion VND)



Source: Unaudited Financial Statements for 4Q2023

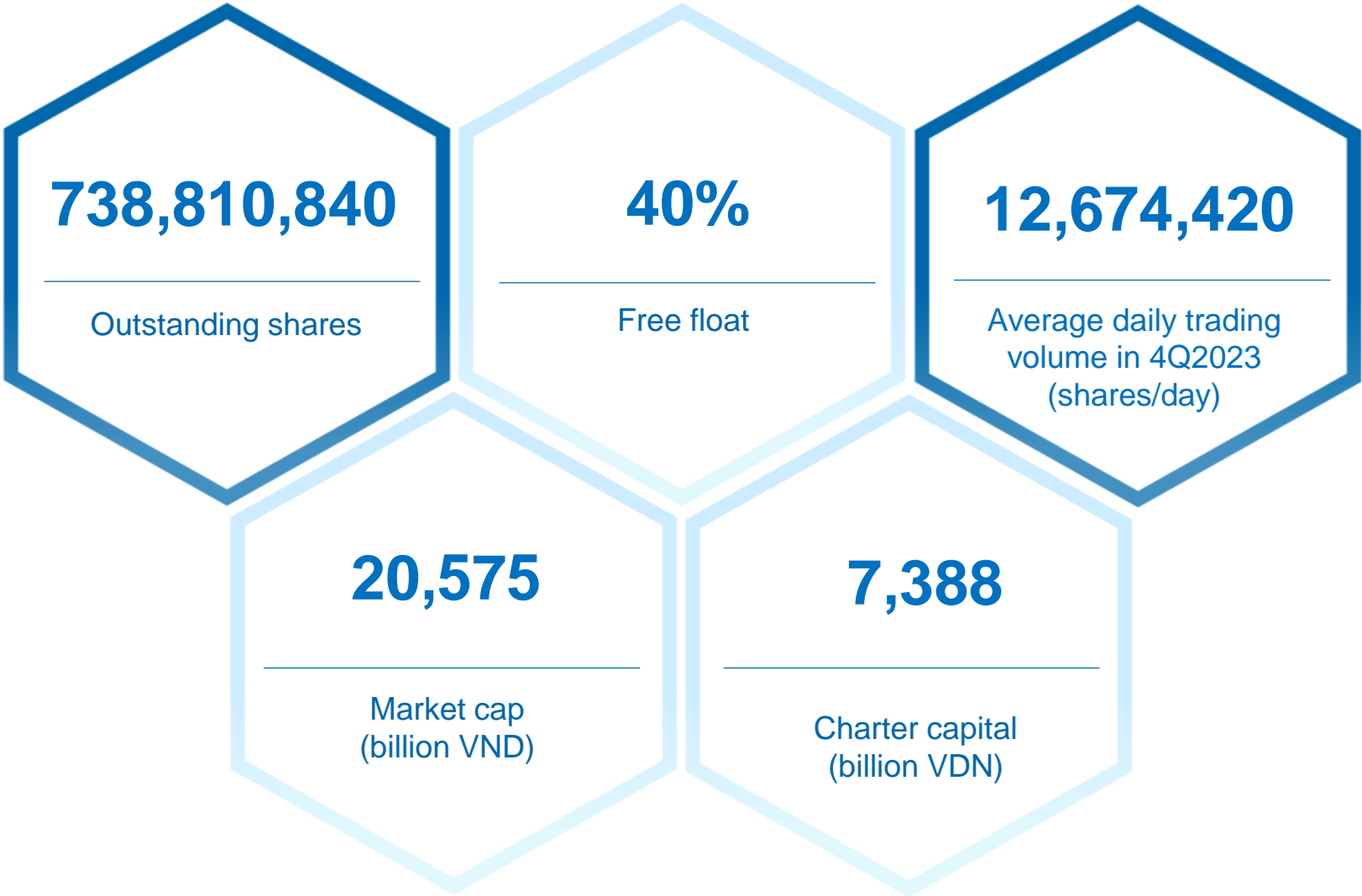
The background is a dark blue gradient featuring faint, stylized financial charts. On the left, there are vertical bars of varying heights, some with horizontal dotted lines extending from them. On the right, there are several curved lines that sweep upwards and to the right, resembling a line graph or a series of data trends. The overall aesthetic is modern and professional, typical of a corporate financial report.

4 | **PDR
SHARES**

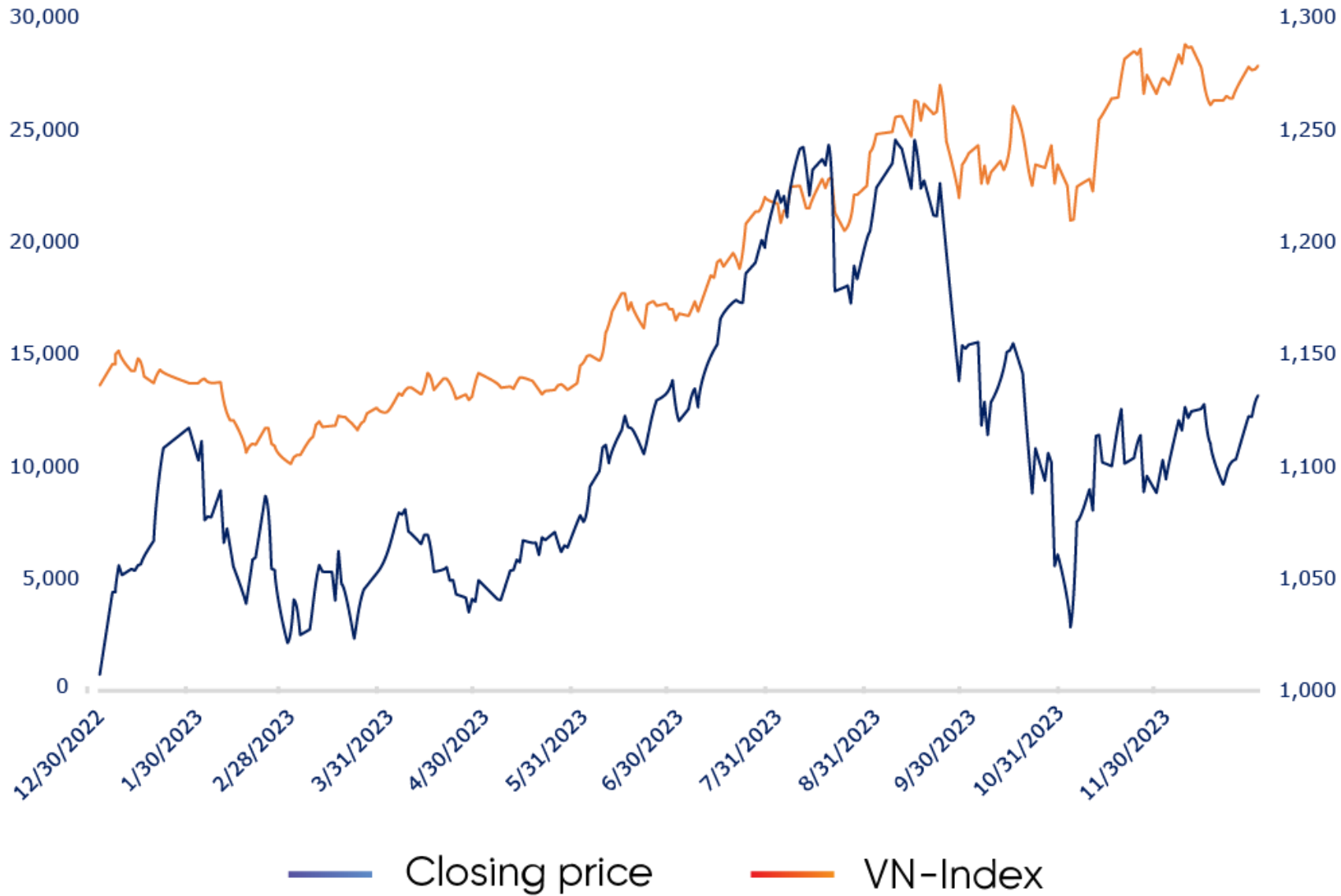
PDR SHARES

27,850VND

AS OF
DECEMBER 29, 2023



Price movement



Source: FiinX, as of December 29, 2023



5 | PROJECT INFORMATION

PROJECT MAP

HO CHI MINH CITY

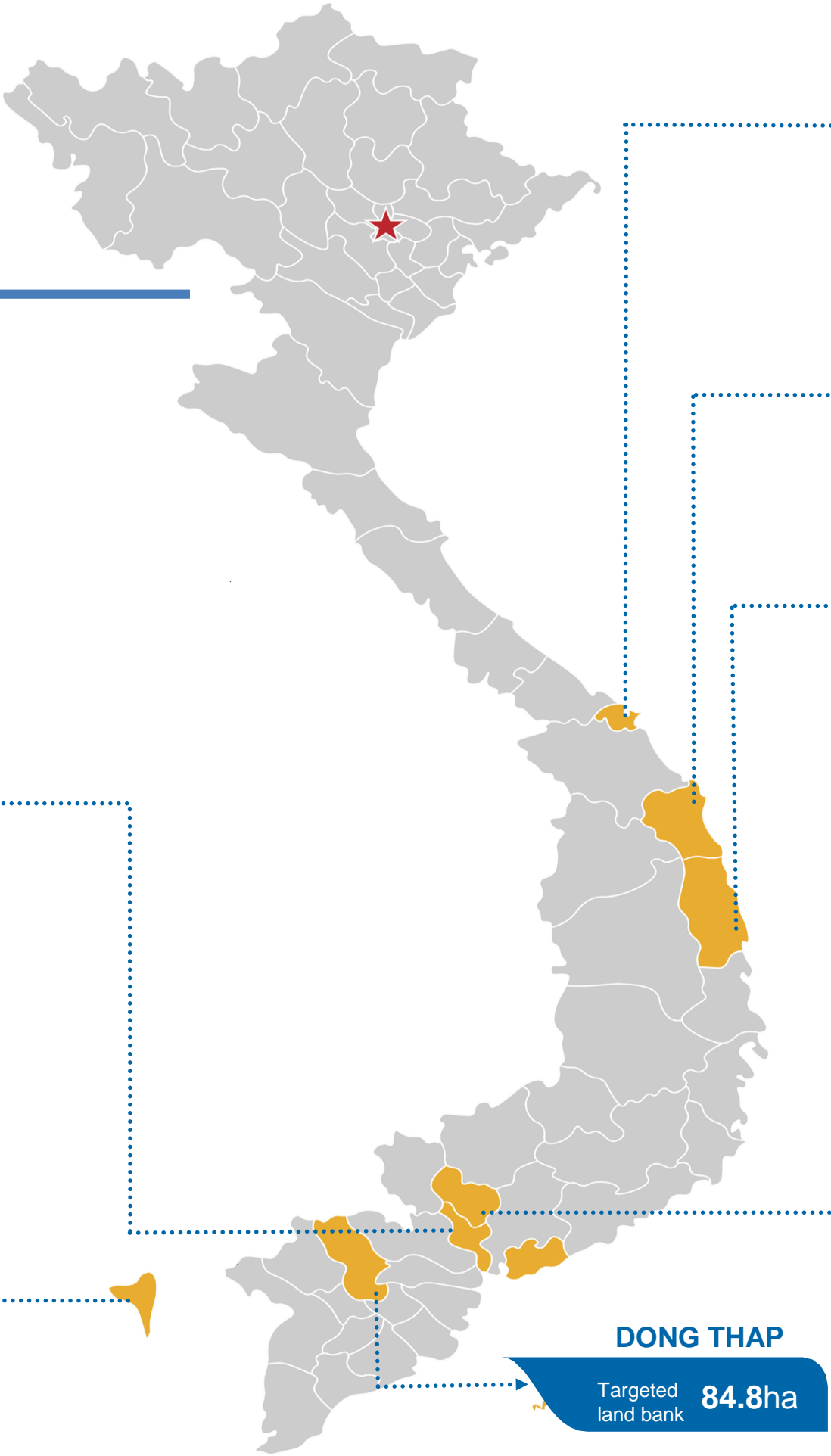
Targeted land bank28.96ha

Project	Development type
Tran Hung Dao	Commercial
Phan Van Dat	Commercial
Thu Duc	Mixed-use
Project A	Residential
Project B	Residential
Truong Dinh	Commercial
39 Pham Ngoc Thach (Head office building)	Residential

PHU QUOC

Targeted land bank120.3ha

Project	Development type
Ham Ninh	Mixed-use
Phu Quoc resort	Commercial



DA NANG

Targeted land bank535.87ha

Project	Development type
Hoa Tien Urban Area	Residential
No. 223 Tran Phu	Residential
Han Riverside – Nhu Nguyet	Residential

QUANG NGAI

Targeted land bank3,113.34ha

Project	Development type
Bo Bac	Residential
Quang Ngai 1	Residential

BINH DINH

Targeted land bank159.87ha

Project	Development type
Nhon Hoi	Residential
Bac Ha Thanh	Residential
No. 1, Ngo May	Residential

BINH DUONG

Targeted land bank278.96ha

Project	Development type
Binh Duong NTMK	Residential
Others	Residential

BA RIA – VUNG TAU

Targeted land bank29.35ha

Project	Development type
Phuoc Hai	Residential / Commercial
Tropicana	Residential / Commercial
Project in Con Dao	Residential / Commercial

DONG THAP

Targeted land bank84.8ha



FEATURED PROJECT

THUAN AN HIGH-RISE COMPLEX (NTMK)

Thuan An High-Rise Complex (NTMK) graces the prominent Nguyen Thi Minh Khai street in Thuan Giao, Thuan An, Binh Duong, strategically positioned a mere 5km from the heart of Thu Dau Mot city.

This ambitious project boasts a total investment of 10,515 billion VND, encompassing an array of offerings such as apartments, commercial services, shophouses, and internal amenities. Anticipated to emerge as an ideal place, the complex is poised to cater to the discerning needs of both residence and development in one of the nation's highest-income provinces.



Location

Nguyen Thi Minh Khai,
Thuan Giao, Thuan An,
Binh Duong



Development

Apartment, commercial
service, Shophouse, etc.



Gross Floor Area
442,623 m2



Estimated investment
About VND 10,515 billion

THANK YOU!



This IR newsletter is prepared by Phat Dat Real Estate Development Corporation (PDR). The content of this newsletter is for the purpose of providing information to institutional and individual investors/shareholders. PDR makes every effort to ensure the transparency, completeness, and accuracy of the information presented in this newsletter. However, this information is not an offer or advice to buy or sell PDR shares. Therefore, this newsletter should be best considered as a reference only. PDR does not bear any responsibility for the mentioned information posted by others for any purposes.

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

[PHAT DAT REAL ESTATE DEVELOPMENT CORPORATION](#)

CONTACT:

IR Director - Ms. Huyen Trang



(+8428) 2226 6868 (Ext: 522)



trang.cao@phatdat.com.vn