



Company Report: Phat Dat Real Estate Development Corporation (HOSE: PDR)

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Update on the 2025 Annual General Meeting – June 27, 2025

KEY HIGHLIGHTS

Phat Dat (PDR) enters the 2025–2026 period with expectations of a significant improvement in profitability, driven by legal progress and plans to launch a series of key projects. At the same time, the addition of land banks in Ho Chi Minh City and Binh Duong expands the medium- to long-term growth potential, while cash flow risks are well managed through strategic partnerships and project transfers.

Strategic orientation: In the short term (2025–2026), Phat Dat Real Estate Development Corporation (HoSE: PDR) will prioritize accelerating sales and project handovers across six flagship developments.

About financial arrangements for projects development: Addressing concerns about capital pressure amid investment expansion, Mr. Nguyễn Văn Đạt, Chairman of Phát Đạt's Board of Directors, stated that the company expects to generate approximately **VND 10,000 billion in revenue soon after transferring the Bắc Hà Thanh (Bình Định) project and the Thuận An 1 and Thuận An 2 projects (Bình Dương)** to partners.

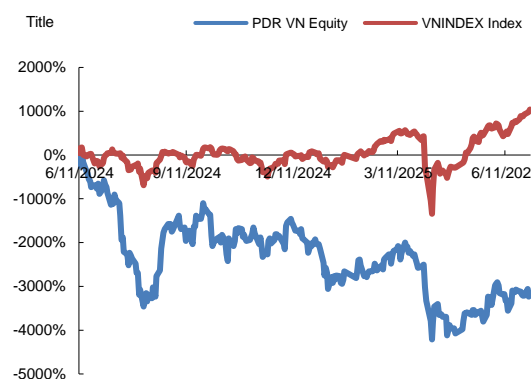
2025 business plan: For 2025, Phát Đạt has set a revenue target of VND 3,300 billion, a 2.5-fold increase compared to the previous year. Pre-tax and after-tax profits are projected to reach VND 910 billion and VND 728 billion, respectively, representing a nearly fivefold increase over the results achieved in 2024.

Recommendation:	FOLLOW
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Target price	
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Current price (02/07/2025)	17,750
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Price return (1y return)



Stock price change	1 M	3 M	1Y
Price change %	2.9%	-9.7%	-26.7%
Comparison with VN-index	6.3%	-5.2%	-16.8%
Average (VND)	17,789	16,975	19,657

Source: Bloomberg, Guotai Junan (VN)

Outstanding shares (million)	907.24
Market Capitalization. (VND b)	16,103.42
3-Month Average Trading Volume ('000)	9,371.81
Highest/Lowest Price 52w (VND)	24550 / 15050

Source: Bloomberg, Guotai Junan (VN).

Major shareholder	Nguyễn Văn Đạt 38.15%
Free float (%)	50.00%
ROE 2024	1.39%

UPDATE ON THE 2025 AGM AND PRELIMINARY ASSESSMENT

Phat Dat (PDR) enters the 2025–2026 period with expectations of a significant improvement in profitability, driven by legal progress and plans to launch a series of key projects. At the same time, the addition of land banks in Ho Chi Minh City and Binh Duong expands the medium- to long-term growth potential, while cash flow risks are well managed through strategic partnerships and project transfers.

1. 2025 AGM Updates

On the morning of June 27, Phat Dat Real Estate Development Corporation (Phat Dat; HoSE: PDR) successfully held its 2025 Annual General Meeting of Shareholders, with key highlights as follows: Strategic orientation:

In the short term (2025–2026), Phat Dat Real Estate Development Corporation (HoSE: PDR) will prioritize accelerating sales and project handovers across six flagship developments:

Project	Location	Product	Legal and project implementation update
Bắc Hà Thanh	Bình Định	Land plots, villas, shophouses, and a commercial center	Launched and currently in the handover phase
Thuận An 1 & 2	Bình Dương	Two high-rise residential and commercial buildings	Thuận An 1: Foundation acceptance in progress to finalize legal procedures; ready for launch within this year. Thuận An 2: Scheduled for continued development in 2026.
Poulo Condor	Côn Đảo	Condotel	1/500 planning approved in Q3 2023; currently finalizing construction permit procedures
Serenity Phước Hải	BR - VT	Resort real estate	1/500 planning approved; legal documentation being finalized; expected to commence operations between 2025–2026.
Tropicana Bến Thành–Long Hải	BR - VT	Resort real estate	1/500 planning approved; ongoing completion of legal procedures; expected to commence operations from 2026.
Hàn Riverside – Khu phức hợp Như Nguyệt	Đà Nẵng	Resort real estate	Company is focusing on obtaining 1/500 planning approval

At the General Meeting, Chairman Nguyễn Văn Đạt announced two key updates to shareholders:

- The company received approval for two projects in Thủ Dầu Một City, Bình Dương, under Resolution 171. The Bình Dương Provincial People's Council has greenlit these projects as pilot initiatives, spanning a total of 45 hectares. This land is suitable for high-rise

developments, with the project scale being 11 times larger than the Lapura project (formerly known as Astral City).

- All of Phát Đạt's Build-Transfer (BT) projects, though not yet reflected in the company's share valuation, have achieved significant positive outcomes. Notably, the Ho Chi Minh City People's Committee has agreed to allow Phát Đạt to proceed with the Cổ Đại BT project, with land allocation at Cù Lao Bà Sang in exchange.

As a result, Phát Đạt has successfully expanded its land bank in Southern Vietnam to over **6,200** hectares.

Additionally, Phát Đạt has entered into strategic partnerships with major entities, including Realty Holdings, Thanh Bình Phú Mỹ, Big4, and Gempire – Mai Việt Land, broadening its network and enhancing its business execution capabilities.

About financial arrangements for projects development:

Addressing concerns about capital pressure amid investment expansion, Mr. Nguyễn Văn Đạt, Chairman of Phát Đạt's Board of Directors, stated that the company expects to generate approximately **VND 10,000 billion in revenue soon after transferring the Bắc Hà Thanh (Bình Định) project and the Thuận An 1 and Thuận An 2 projects (Bình Dương)** to partners. Specifically, the total value of the Thuận An 1 and 2 projects is approximately VND 5,200 billion, with the transfer of an 80% stake potentially yielding over VND 4,000 billion, while retaining a 20% equity interest.

Notably, in the past year, PDR successfully issued 134 million shares to existing shareholders, raising over VND 1,343 billion, thereby increasing the company's charter capital to VND 9,072 billion.

2025 business plan:

For 2025, Phát Đạt has set a revenue target of VND 3,300 billion, a 2.5-fold increase compared to the previous year. Pre-tax and after-tax profits are projected to reach VND 910 billion and VND 728 billion, respectively, representing a nearly fivefold increase over the results achieved in 2024.

Dividend policy:

Regarding the profit distribution plan, in 2025, Phát Đạt intends to distribute a dividend to shareholders from the 2024 after-tax profit in the form of shares at an 8% ratio. Additionally, the company plans to issue 18 million shares under the 2025 Employee Stock Ownership Plan (ESOP) at a preferential price of VND 10,000 per share.

In 2026, Phát Đạt projects a dividend payout from the accumulated after-tax profit as of December 31, 2025, at a rate of 17% of charter capital, **comprising 5% in cash and 12% in shares**, reflecting a strategy that balances cash flow and capital growth.

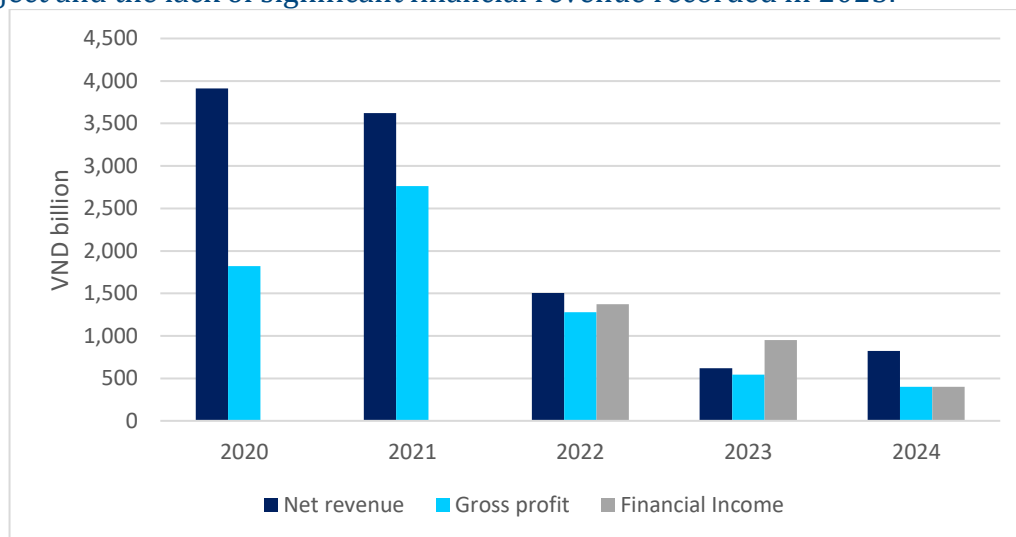
2. 1Q2025 Earnings Update:

Improved revenue and profit thanks to Bắc Hà Thanh Project handover in Q1/2025:

In Q1 2025, Phát Đạt (PDR) recorded revenue of nearly VND 438 billion, a 170% increase year-on-year, primarily driven by the handover of products from the Bắc Hà Thanh project. The gross profit margin of this project improved to 40%, up from 36.5% in the previous quarter. Net profit in Q1

2025 saw a slight decline of 3.8% year-on-year due to the absence of significant financial revenue contributions, though it marked a strong recovery from the low base of the prior quarter. Receivables from the Bắc Hà Thanh project decreased by 12% compared to the beginning of the year, equivalent to 35% of the total revenue PDR recognized from the project.

During the 2022-2024 period, when new project launches and handovers underperformed, the company's profits were supported by financial revenue from the continuous liquidation of investment contributions, a source of profit deemed unsustainable. In 2024, PDR's profit plummeted by 77% year-on-year due to underwhelming product handovers from the Bắc Hà Thanh project and the lack of significant financial revenue recorded in 2023.



Source: PDR, GTJAS VN

1H2025 preliminary result:

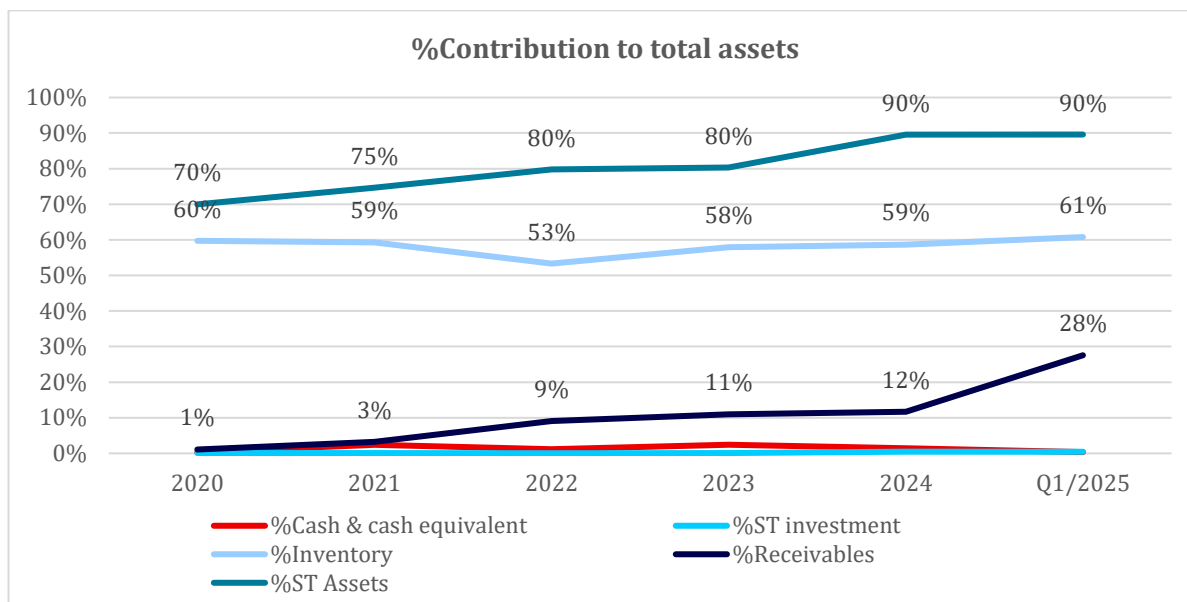
Sharing insights on the business performance for the first half of the year, Mr. Bùi Quang Anh Vũ, CEO, stated: "In Q2, the company achieved revenue of VND 520 billion and an after-tax profit of VND 66 billion, bringing the total profit for the first half to VND 117 billion. Business results for the second half will be driven by the Bắc Hà Thanh (Quy Nhơn Iconic) project, the transfer of shares in subsidiaries, and other service segments."

We believe that with legal progress at the Thuận An 1 and 2 projects (having received land use fee notices and expecting to complete financial obligations and commence sales in H2 2025), coupled with accelerated handovers at the Bắc Hà Thanh project, PDR is poised to record positive profit growth in 2025-2026, improving significantly from the very low base in 2024.

3. Financial situation

Phát Đạt's Q1 2025 financial report indicates certain signs of improvement, reflecting efforts in financial restructuring and the accelerated implementation of key projects. However, the company continues to face significant pressures related to liquidity and liabilities obligations.

Cơ cấu tài sản – Hàng tồn kho tiếp tục chiếm tỷ trọng áp đảo



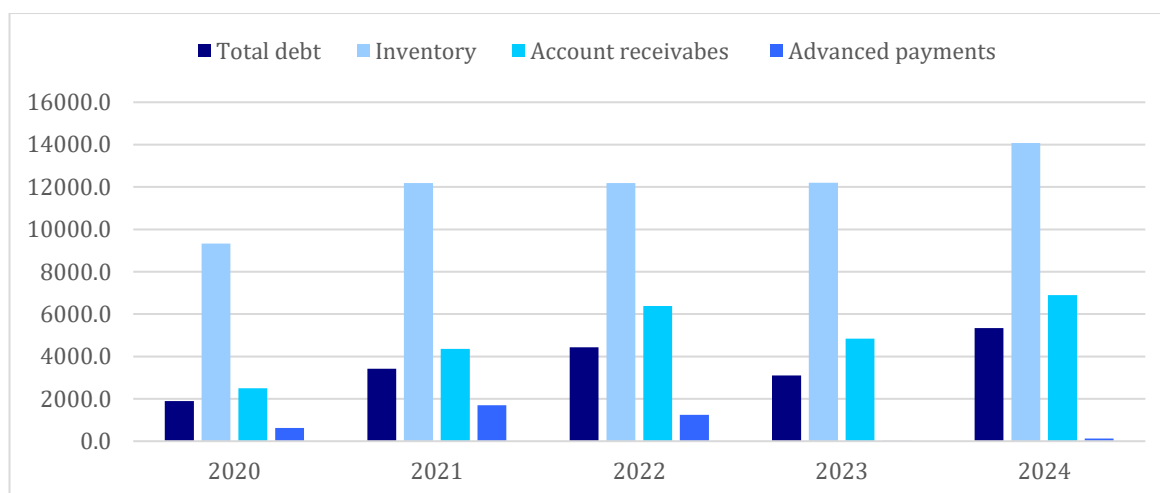
Source: PDR, GTJAS VN

As of the end of Q1 2025, inventory continues to account for a significant portion of total assets (approximately 61%), primarily concentrated in key projects:

- The EverRich 2 (3,598 VND bn);
- Thuận An Project (2,786 VND bn);
- Tropicana Bến Thành Long Hải (1,994 VND bn);
- Phước Hải project (1,523 VND bn);
- Bắc Hà Thanh project (1,513 VND bn);
- Hàn River - Đà Nẵng Project (640 VND bn);...

Cash and short-term financial investments remain at a very low level, accounting for less than 2% of total assets. Additionally, short-term receivables make up 28% of total assets, reflecting that operating cash flow heavily depends on the ability to recover funds from partners and customers.

Liabilities:



Source: PDR, GTJAS VN

As of the end of Q1 2025, total liabilities stood at VND 11,986 billion, of which financial borrowings accounted for approximately VND 5,337 billion, and payables related to The EverRich 2 and The EverRich 3 projects totaled VND 5,547 billion (pertaining to obligations to fulfill state regulatory requirements for transferring the projects to Big Gain, not monetary obligations).



From 2020 to 2024, borrowings, inventory, and receivables consistently increased, primarily tied to ongoing project developments and receivables from project transfers to companies within the ecosystem. Meanwhile, advances from buyers have grown slowly or declined, reflecting legal bottlenecks that have limited project launches and sales recognition.

We expect recent progress in resolving legal issues to serve as a “key” in unlocking the significant pent-up inventory, enabling the company to improve its financial position.



STOCK RATING

Benchmark index: **VN – Index.**

Investment horizon: **6 to 18 months**

SUGGESTION	DEFINITION
Buy	Expected rate of return $\geq 15\%$ Or firm/major with a positive outlook
Accumulation	Expected rate of return from 5% to 15% Or firm/major with a positive outlook
Neutral	Expected rate of return from -5% to 5% Or Company/with a neutral outlook
Underweight	Expected rate of return from -15% to -5% Or firm/major with a negative outlook
Sell	Expected rate of return $< -15\%$ Or firm/major with a negative outlook

MAJOR RATING

Benchmark index: **VN – Index**

Investment horizon: **6 to 18 months**

Rating	Definition
Outstanding	The industry 's average rate of return exceeds the VN-index by more than 5% Or positive industry outlook
Neutral	The industry's average rate of return relative to the VN-index ranges from -5% to 5% Or neutral industry outlook
Inefficient	The industry's average rate of return smaller than the VN-index by about -5% Or negative industry outlook

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