

INVESTORS RELATION NEWSLETTER

QUARTER 3 of 2021



- Market Overview
- Business results
- Highlights

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MARKET OVERVIEW Q3/2021

- Vietnam Economic Overview
- Real Estate Market Overview
- Real Estate Market Outlook

02

BUSINESS RESULT Q3/2021

- Business Results
- Shareholder Structure, Stock Price Movements
- Securities Issuance

03

HIGHLIGHTS Q3/2021

- Update the situation of senior personnel
- Update project status
- Technology-based business activities
- Corporate Social Responsibility (CSR) activities





01

- Vietnam Economic Overview
- Real Estate Market Overview
- Real Estate Market Outlook

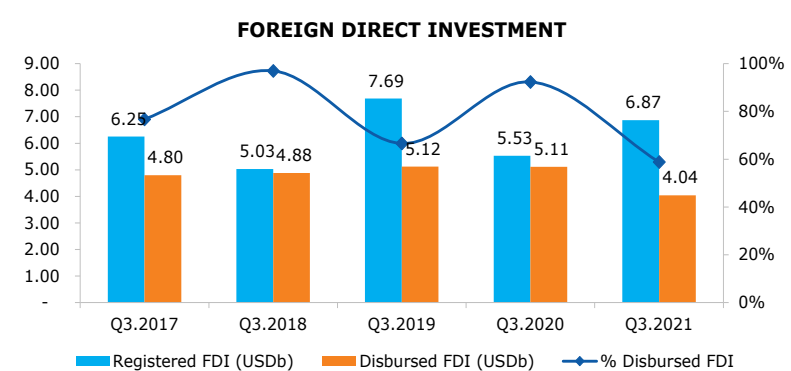
Sapphire

PARK VIEW

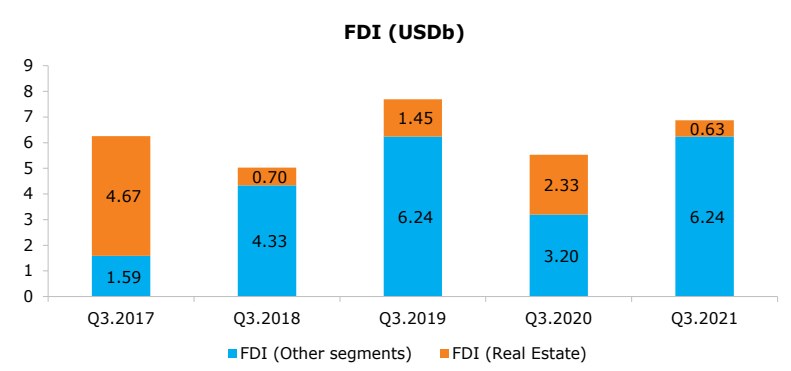
VIETNAM ECONOMIC OVERVIEW QUARTER 3/2021



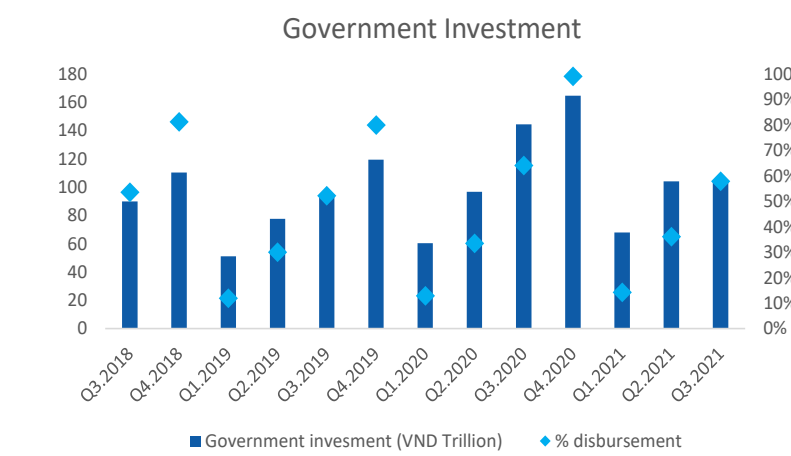
Q3-21 GDP had decreased 6.17% Q-o-Q due to the 4th Covid-19 outbreak which had severely impacted every segments of the economy. Though the negative growth is inevitable as the majority of the economics was suspended during the lockdown, the actual result appears to be much worse.



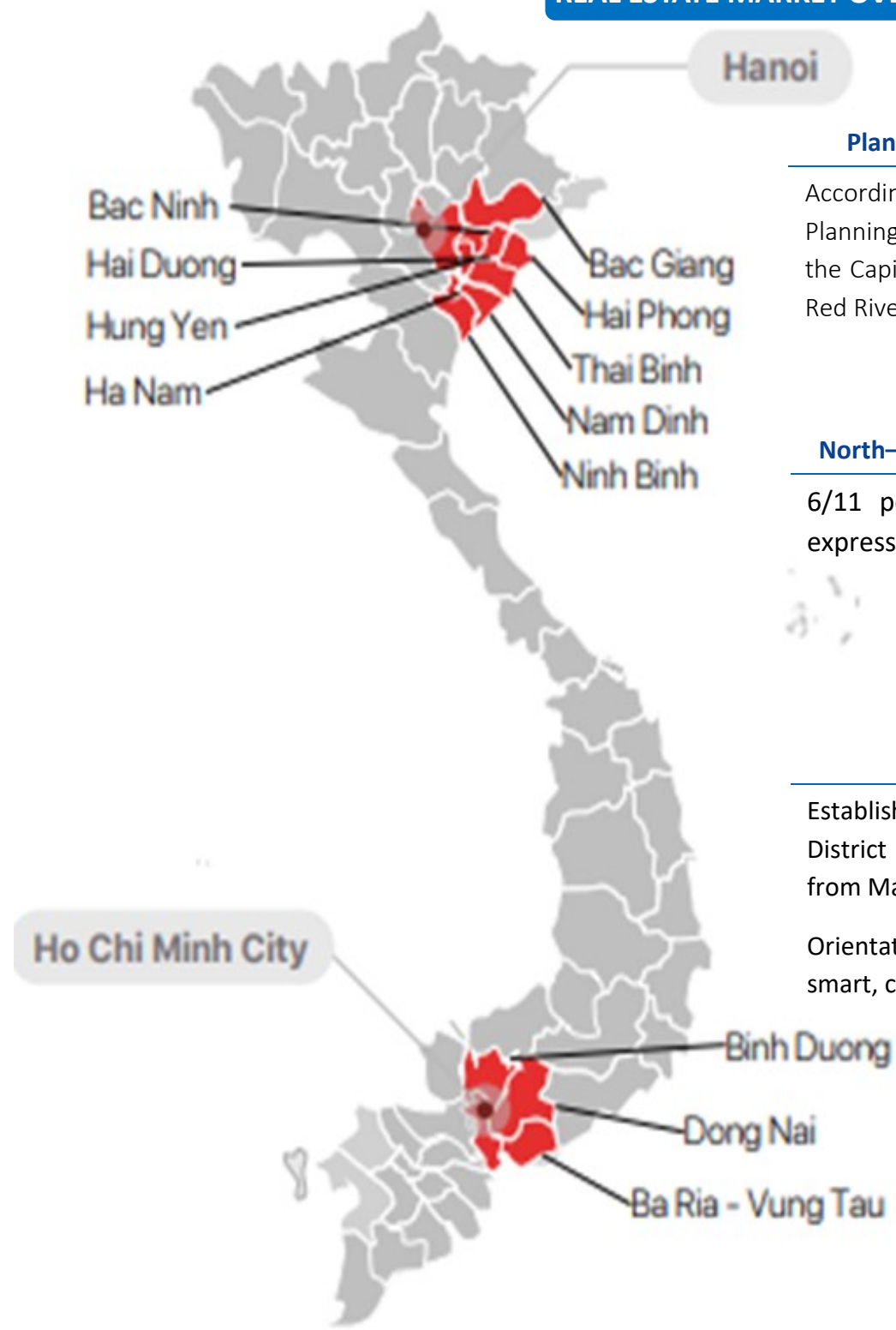
FDI By the end of Sep-21, FDI disbursement declined by 6.88% YoY, accounting for only 57% of the registered FDI.



Social distancing in many provinces and cities disrupted **Government Investment** disbursement. Nevertheless, in Quarter 4, Decision 63/NQ-CP will help accelerate the disbursement for public sector. The target is to achieve 95-100% of disbursement plan. At the moment, Government's national projects such as Long Thanh International Airport, North-South High-way are slow in disbursement due to lack of construction material and difficulty in land clearance.



REAL ESTATE MARKET OVERVIEW QUARTER 3/2021



Planning to build a new bridge

According to the Transportation Planning to 2030, with a view to 2050, the Capital will build new bridge across Red River.

North-South Expressway (Vietnam)

6/11 portions of the North-South expressway was implemented.

Thu Duc City

Establishing Thu Duc City includes: District 2, District 9, Thu Duc District from March 1, 2021.

Orientation to become Smart City, smart, creative, knowledgeable.

Ho Chi Minh City

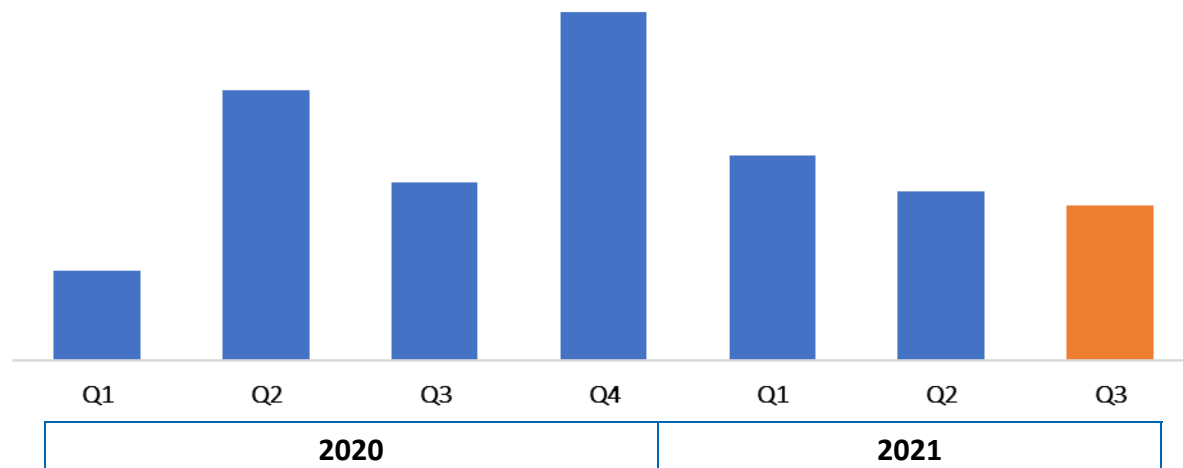
Southwestern provinces

11 highway projects are taking place in accordance with national 10-year strategy including: the commencement of Trung Luong - My Thuan highway (2022); the initiation of My Thuan - Can Tho highway,...

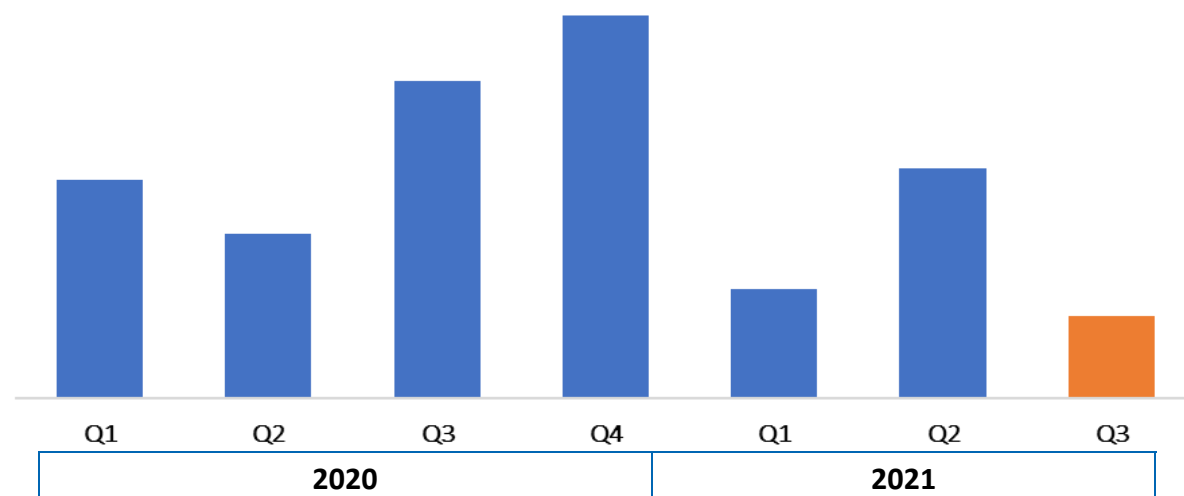
Long Thanh Airport

Commencement: 01/2021
Total investment: 109.1K bil VND
Expecting to be completed in 2025.

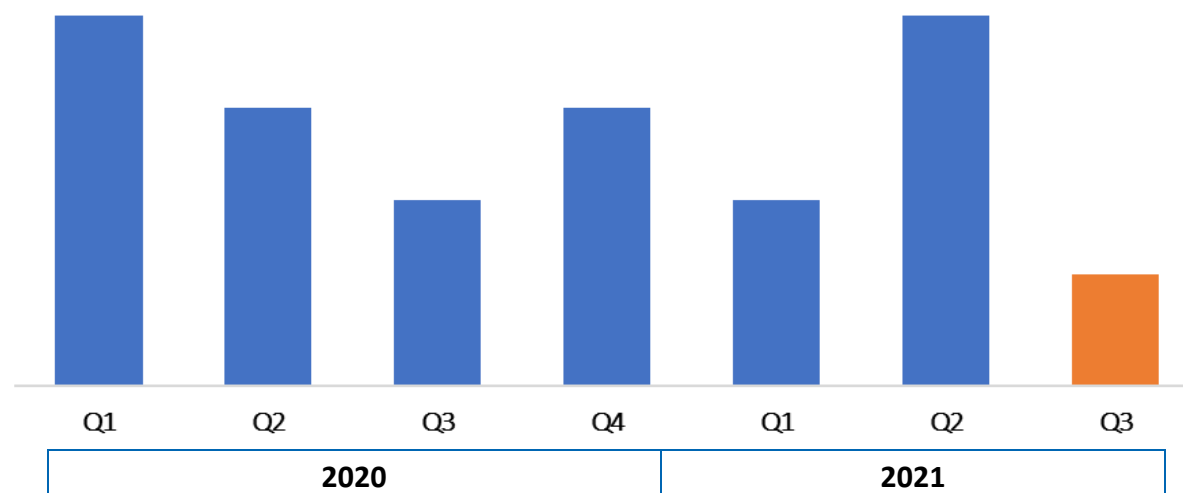
No. of new apartments for sale in the Northern of Vietnam



No. of new apartments for sale in the Central of Vietnam



No. of new apartments for sale in the Southern of Vietnam



Source: DXG

REAL ESTATE MARKET OUTLOOK AT THE END OF 2021

Supply

New supply growth rate remains unchanged and at a low level as a consequence of social distancing continuation in several provinces in Vietnam while fear of the new lockdown remains high.

Transaction

Covid-19 caused the declination in many economic sectors, introducing investment opportunities to the capital and real estate markets, signaling strong market activities.

Price

In addition to the impact of Covid-19, real estate prices are also affected by increases in input costs: land prices, construction materials...causing price hike in Q4.2021.

- With that regards, the Apartment prices will continue to receive attention due to real demand and attractive return resulting from price hike
- Rental prices remain stable
- While market will recover strongly in which the pandemic is constrained.

Demand

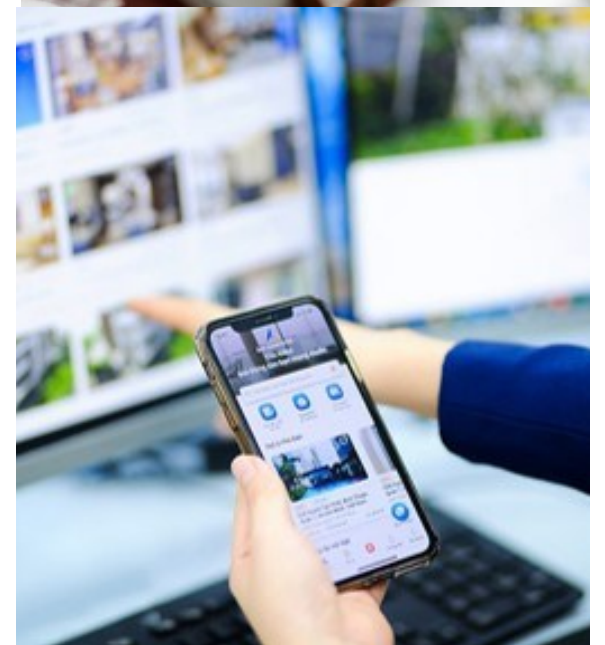
Demand remains at high level due to :

- The increased vaccination rate.
- Economic recovery post lockdown.
- Strong market sentiment post lockdown

Digital transformation trend

Presently, PropTech is an inevitable trend in the market, which helps project developers and real estate brokers to change and to adapt to the new era.

This is both a difficult period and an opportunity for businesses to create new products for customers and also a race for companies with strong financial potential to invest in real estate technology.



02

- Business Results
- Shareholder Structure, Stock Price Movements
- Securities Issuance



BUSINESS RESULT IN QUATER 3/2021

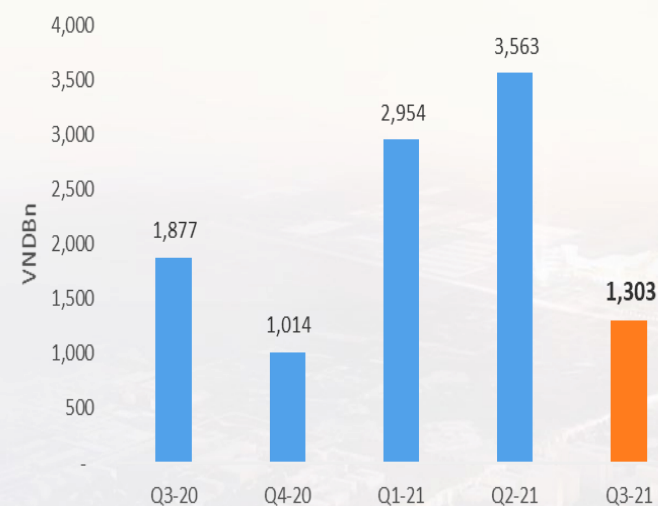
Business results in 9M/2021

- In Q3.2021, the company achieved VND 1,303 billion in terms of revenue, declining 30% compared to same period in 2020. In 9 months of 2021, the Group recognized a revenue of VND 7,820 billion equivalents to 87% of the target.
- Due to the negative effects from the Covid-19 taking place at the end of the Q2, the social distancing has directly affected sales activities throughout the Group; however, the Group recognized PATMI in the third quarter of 2021 at VND 52 billion, and the accumulated PATMI in 9 months at VND 882 billion, equivalents to 65.3% of the Target
- The business results in service were mainly contributed by Dat Xanh Mien Bac and Dat Xanh Mien Trung, which were less affected by the fourth Covid wave.

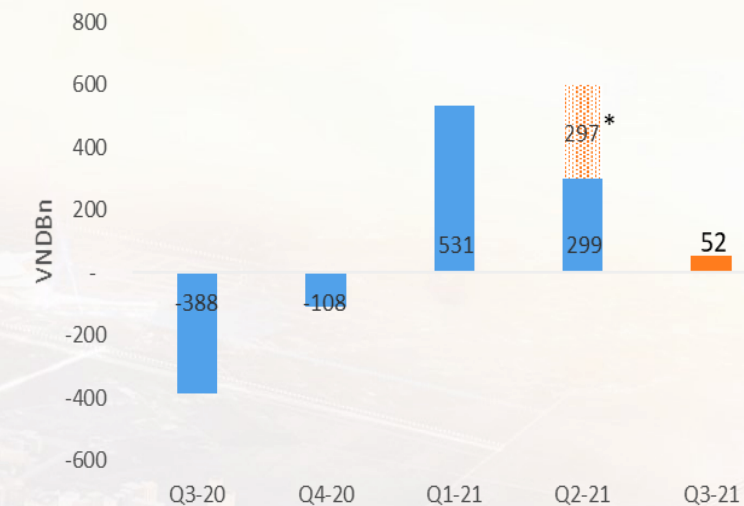
Projects Development in Quarter 3/2021

- Handing over the turn-key houses of Gem Sky World
- The handover of Opal Boulevard project has been completed.
- Opal Skyline has now officially sold out and completed the construction of the 4th floor.

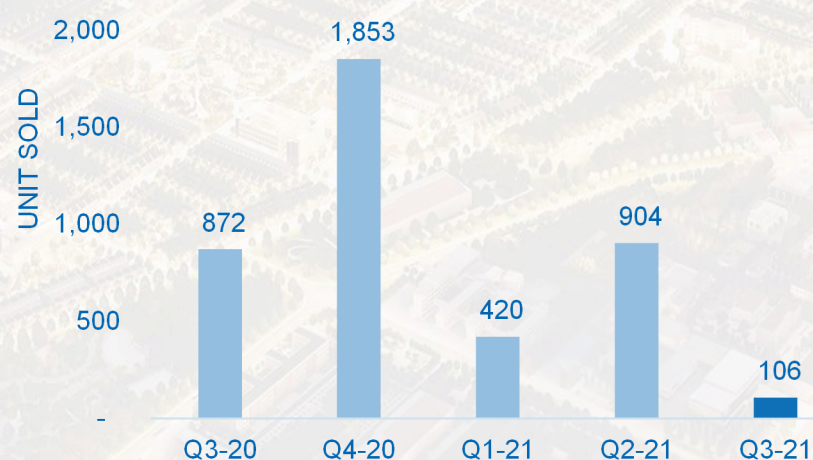
Quarterly Revenue



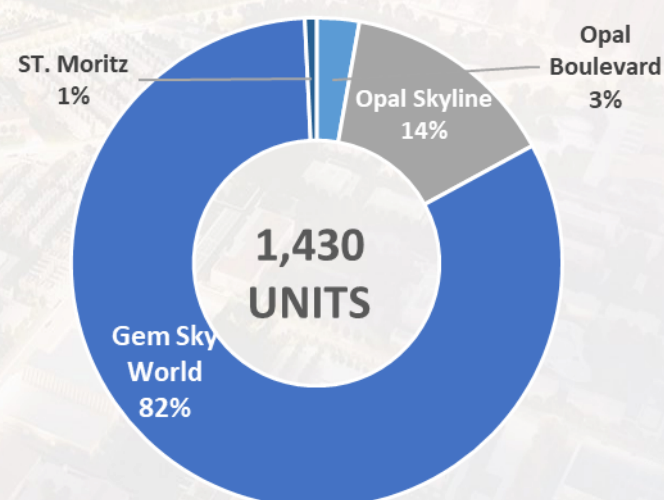
Quarterly PATMI



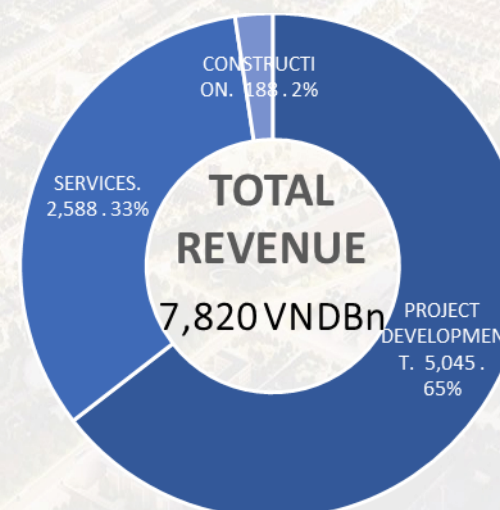
Quarterly Unit (Project Development)



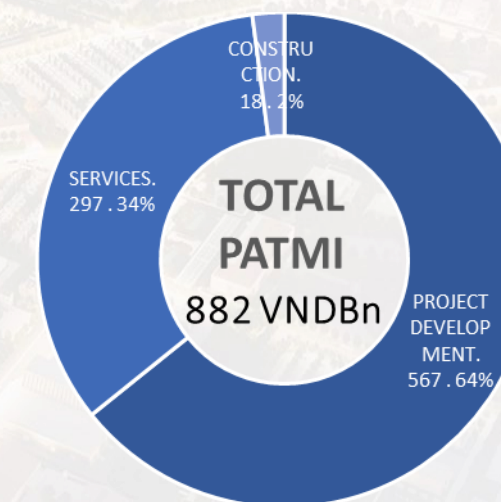
Unit Contribution by Project



Revenue Structure 9M/2021



Revenue Structure 9M/2021

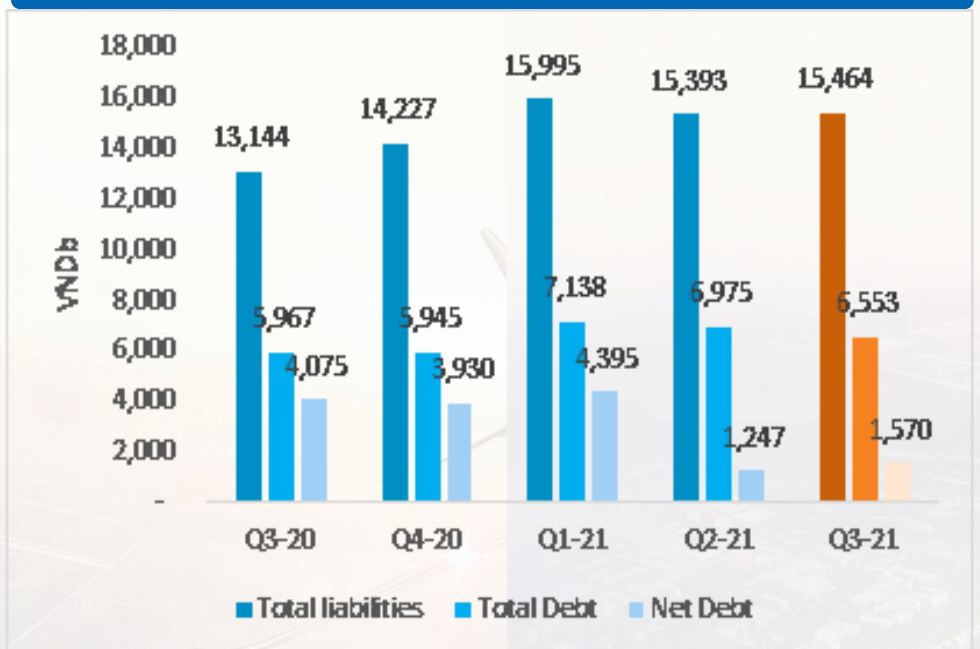


Financial Highlight Q3/2021

ASSET SIZE



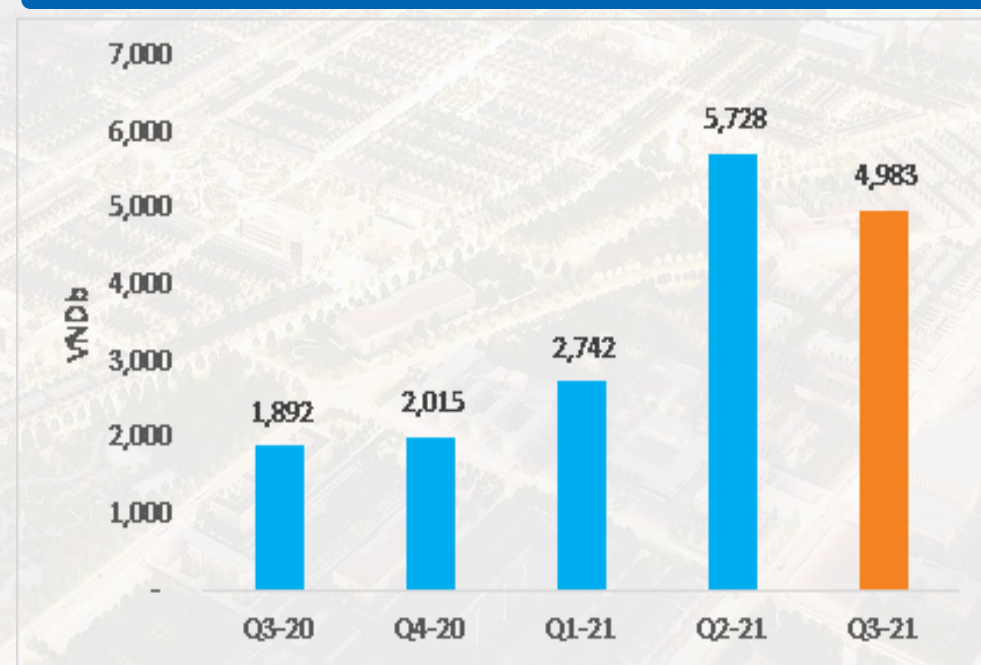
LIABILITIES



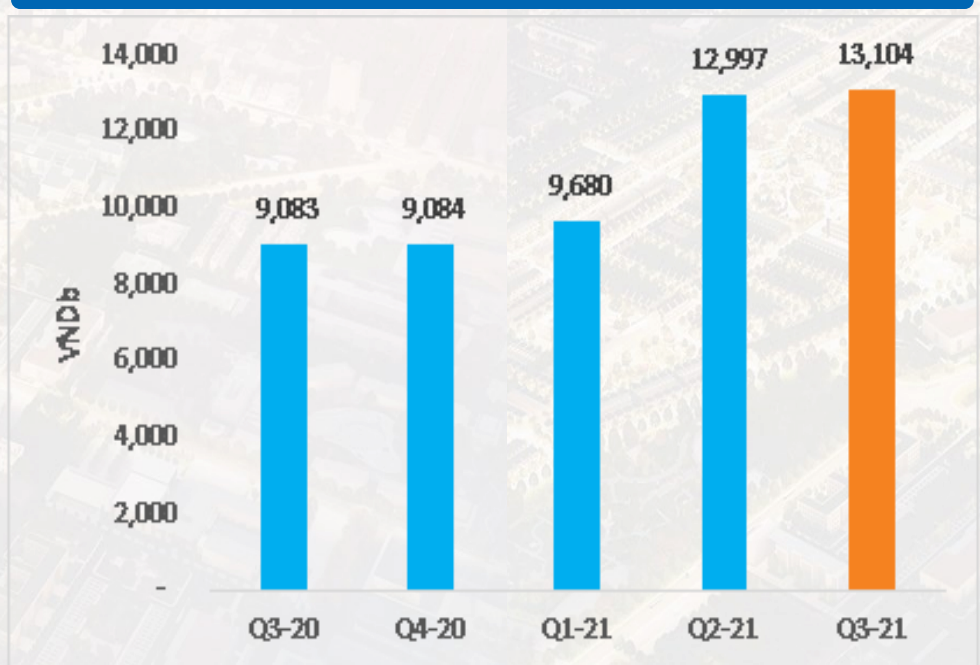
LOAN OVER EBITDA RATIO



CASH & CASH EQUIVALENT SIZE



EQUITY



REVENUE OVER LOAN RATIO



SHAREHOLDER STRUCTURE, STOCK PRICE MOVEMENTS

Shareholders Information

No of shareholders	Jul-21	Aug-21	Sep-21
1. Domestic	34,710	33,103	33,359
Individual	34,617	33,005	33,266
Organization	93	98	93
2. Foreign	483	470	472
Individual	388	374	375
Organization	95	96	97
Total	35,193	33,573	33,831

Stock Information

Basic ratios at 15/10/2021	
Market Capitalization (Mil VND)	12,844,452
Volume of listed shares	520,034,667
Shares Outstanding	518,287,181
Average Volume in 30 days	4,737,582
Highest price in 52 weeks (VND)	28,900
Lowest price in 52 weeks (VND)	11,400
Remaining foreign room (stock)	103,598,887

Stock Price in 06 months

MA10 MA20 MA50 MA100



SECURITIES ISSUANCE

Progress of securities issuance

International Bonds

Expected amount: 7,000 billion VND

Issuance plan: Issuing international bonds of max USD 300 million

Target investors: Foreign professional investment organizations in the US, Europe and Asia

Status: Credit rating reached B/Stable (Fitch) and B2 (Moody). Information will be update to investors in the near future

Bonus stock

Time: 3rd quarter of 2021

Expected amount: 0 VND

Issuance plan: Issuing 77.7 million bonus shares

Target investors: Existing shareholders as of September 10, 2021

Status: Completed the procedures for reporting the results of issuance, securities registration and additional listing in October 2021

Charter capital after issuance: VND 5,977 billion

ESOP

Time: 4th quarter of 2021

Expected amount: 70 billion VND

Issuance plan: Issuing 7 million shares

Target investors: Selected Employees

Status: Information will be update to investors in the near future

Private Placement

Time: 4th quarter of 2021

Expected amount: 4,000 billion VND

Issuance plan: Issuing 200 million shares

Target investors: professional securities investors

Status: Information will be update to investors in the near future

Charter capital after ESOP & private placement: 8,408 billion VND





03

- Update the situation of senior personnel
- Update project status
- Technology-based business activities
- Corporate Social Responsibility (CSR) activities

UPDATE THE SITUATION OF SENIOR PERSONNEL

Based on the Group's development strategy for the period of 2021—2030, in October 2021, the Group arranged and assigned senior management corresponding to each segment of the Group's businesses. Accordingly, the DXG Board of Directors currently consists of 5 members with the leadership of Chairman Luong Tri Thin - Founder of the Group.

The Group's Board of Management consists of 9 members with the General Director being Mr. Bui Ngoc Duc, the remaining members include 06 positions of Deputy General Director in charge of each specialized segment, Acting Chief Financial Officer and Chief Accountant of the Group.

MR. LUONG TRI THIN

Chairman of the Board of Directors

Founded DXG in 2003

Over 20 years of management experience



Other members of the Board of Directors



Mr. Tran Viet Anh
Vice Chairman of the Board of Directors, Independent Member
Over 15 years of experience in real estate development and finance Currently on the Board of Directors for Sam Holdings



Mr. Bui Ngoc Duc
Member of the Board of Directors, cum General Director
MBA degree from Malaysia Open University
Over 21 years of experience in construction project management



Ms. Do Thi Thai
Member of the Board of Directors
Over 16 years of experience in accounting
In-charge of DXG's overall operations (IT, accounting, legal, procedure)



Mr. Ha Duc Hieu
Member of the Board of Directors
Master's degree in Finance & Banking from University of Economics HCMC
Over 18 years of experience in Finance and Securities

Board of Management



Mr. Bui Ngoc Duc
General Director
MBA degree from Malaysia Open University
Over 21 years of experience in construction project management



Mr. Luong Tri Thao
Deputy General Director
Over 21 years of experience in real estate business
In-charge of DXG's project legality and external relation department



Mr. Le Hao
Deputy General Director
Over 20 years in architectural design and project planning
In-charge of DXG's project development & construction department



Ms. Do Thi Thai
Deputy General Director
Over 16 years of experience in accounting
In-charge of DXG's overall operations (IT, accounting, legal, procedure)



Mr. Nguyen Truong Son
Deputy General Director
MBA degree from Maastricht University, Netherlands
Over 16 years of experience in real estate project analysis



Le Van Hung
Deputy General Director
Over 18 years of experience in real estate business
In-charge of DXG's investment department



Duong Van Bac
Deputy General Director
Master's degree in Banking & Finance from CFVG
Over 10 years of experience in investment & finance, with deep knowledge in valuation, financial and money markets

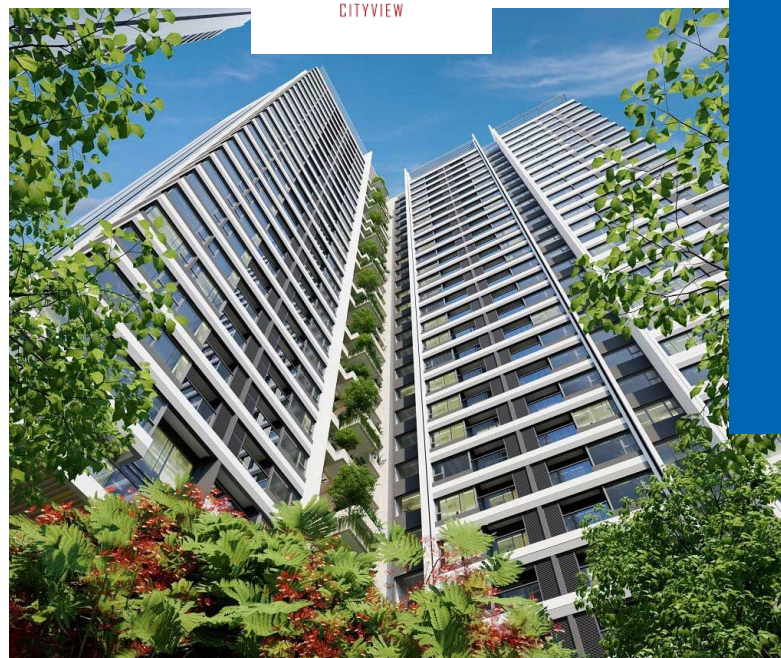


Mr. Le Tran Hong Phuc
Acting Chief Financial Officer
Master of Science in Finance
Over 14 years of in various senior positions covering financial and money market, bond issuance, corporate finance and risk management



Ms. Bui Thanh Thao
Chief Accountant
Major in Finance and Accounting from Open University, HCMC
Over 8 years of experience in accounting and auditing

UPDATE PROJECTS STASTUS



As of August 2021, despite the lockdown, the Group has managed to introduce Opal Cityview via DXS online platform called Real Agent.



On August 25, 2021, after 5 months of starting construction, the project has completed 100% of the foundation and is in the process of constructing the 5th floor of the project.



Following the surge of real estate market in Dong Nai province, DXG is working relentlessly to complete the construction site amid the high real estate demand in second-tier cities.

The first 25 shophouses of Gem Sky World have been completed and handed over to partners and agents. (Real image in 6/2021).



On April 8, 2021, DXG and Phuoc Thanh held the Topping-out ceremony of ST.Moritz at the Pham Van Dong Street, Thu Duc District.



TECHNOLOGY-BASED BUSINESS ACTIVITIES

Real Agent

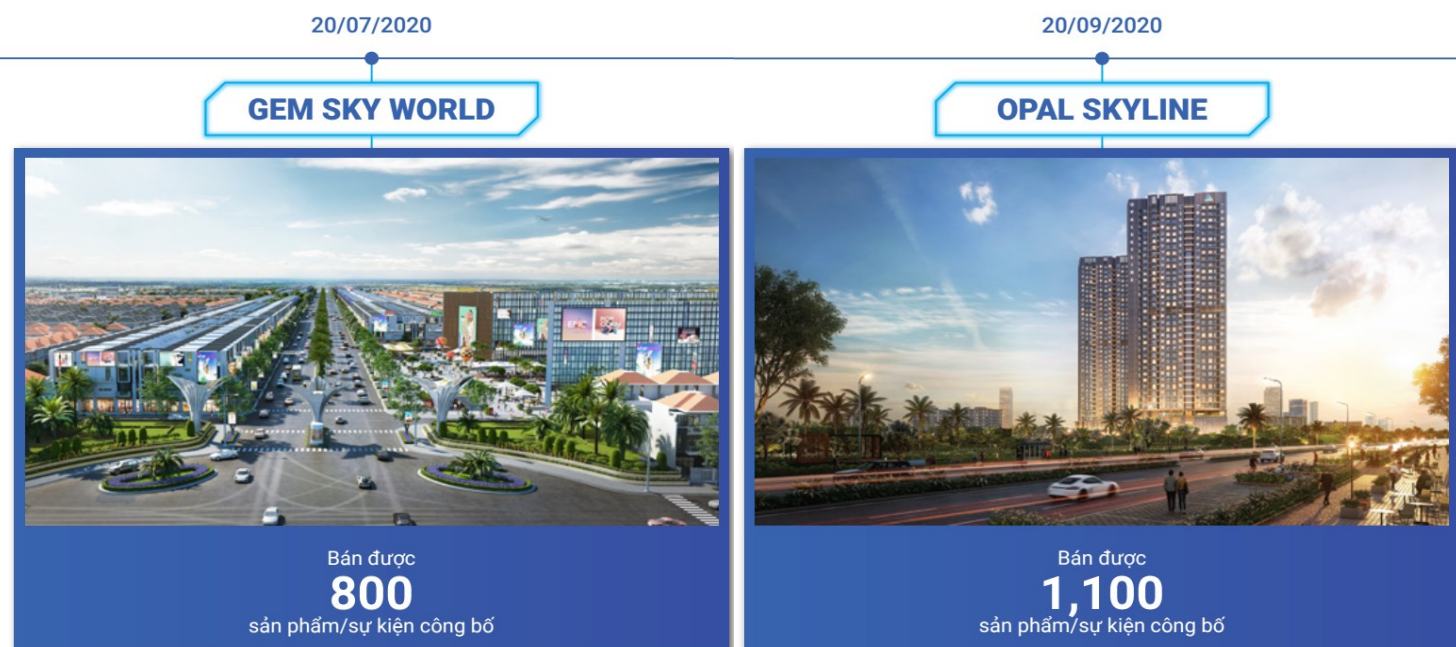
In the real estate business, the need to "see with your own eyes, touch with your own hands" has always been a major influencing factor in customers' decision-making, but is currently limited because of COVID-19 pandemic. Most of businesses have rapidly adapted to the new normal by transforming traditional sales methods to digital sales via application.

Real Agent platform with preeminent features designed optimally for real estate management, distribution and brokerage: E-sales kit, leads management, booking collection, priority assembly, transactions events and after sales, statistical reports, etc.

Real Agent has assisted real estate businesses in achieving impressive business results with successful projects: Charm City, Opal Sky, Gem Sky World, and The Rivana. Total sales of over 3,000 products on the first day of sale.



Real Agent has offered business solutions for partners with the aims to lower the initial investment with easy application. Featured by the booking automation and 24/7 quick payments, Real Agent processes transaction 10 times faster than traditional methods. In addition, two new products are also under development. Real Developer mainly serves investors in project and agency management while Careplus takes care of customers after purchasing a project. Last but not least, buyers can directly interact with the investor to request or offer to resell, consign, rent their real estate.



Sales activities on Real Agent Platform

On July 31, 2021, DXS held an event to directly register for Tecco Felice Homes by Real Agent, attracting more than 10,000 attendees. The event was an unexpected success in which more than 500 customers desire to buy while a limited number of houses of 200 units were introduced.

On August 11, 2021, DXS held an online Talkshow "CHIEN TUONG DAT XANH - The Story of Job", exclusively designed for Dat Xanh's Managers

The program with Speaker Team, who are leaders from regions across the Vietnam, brought a lot of experience and practical lessons to attendees such as selecting, training and leading the team. Besides, the process of transforming business activities from direct to online and the coordination and activation of Technology - Marketing - Business is also impacted in order to lead the market in a new trend, maintain the position of "Vietnam's No.1 Real Estate Distributor".



CORPORATE SOCIAL RESPONSIBILITY (CSR) ACTIVITIES

When the whole country struggles against the pandemic, Dat Xanh Group has been made effort to ensure the work of its employees, who always accompany with the Group. In addition, the Group's leaders is always concerned about the difficulties of the frontline forces against the epidemic, and the patients exhausted to fight the pandemic

With fierceness and urgency, Dat Xanh Group rapidly implemented the negotiation and transportation of machinery from foreign partners. In less than half a month, the Group has donated nearly 300 High-flow nasal cannula (HFNC) oxygen, 2 X-ray machines to local People's Committees to promptly distribute to medical units.

Supporting
23 VND bil for Covid-19 Vaccine fund

Supporting The epidemic prevention work in Duc Hoa - Long An and Cam Lam - Khanh Hoa

Supporting
5 VND bil for Bac Giang Central Committee the Vietnam Fatherland Front

60 VND Billion

Supporting for ATM - Oxygen of the Young Entrepreneurs Association

Supporting
30 VND bil for emergency medical equipment in HCMC, Dong Nai, Binh Duong, Binh Phuoc, Long An and Ben Tre

Supporting **300** HFNC high flow oxygen ventilators, **2** portable X-ray machines



The Covid-19 pandemic is a challenge and a strong testament to the will, spirit and solidarity in Vietnam. Along with the pioneering of the front-line forces, Vietnamese businesses and entrepreneurs are also fighting on both fronts, both economic and health aspects.

Sharing about the Group's community activities, Chairman Luong Tri Thin said: "As a business operating in the real estate market for a long time, Dat Xanh Group always brings the peace and joy for community. Therefore, Dat Xanh has always focused on volunteering and supporting the community, not only social responsibility but also the kindness of Dat Xanh Group. Hopefully, Vietnam will win the pandemic as soon as possible"



DAT XANH FUND SPREAD KINDNESS TO THE COMMUNITY

Summarising the Fund's activities until August 20, 2021, The Fund has received from more than 150 Dat Xanh employees, with a total of more than 1.3 billion VND. Currently, the Fund has given cash to nearly 15 Dat Xanh employees, totaling more than 100 million VND. In addition, Fund donated 60 oxygen cylinders, 300 N95 medical masks, 300 boxes of medical gloves, 12 computers, and 12 printers to the Binh Thanh District. The Fund has donated nearly 200 essential gifts to people in the isolation area of Binh Hoa Ward, Thu-an An City, Binh Duong Province.

Dat Xanh Fund hopes that its meaningful activities will help to spread happiness and love to people who are going through difficult times. The Fund will expand its support activities in order to "leave no one behind" in the epidemic. DXG will overcome obstacles and defeat the epidemic by relying on the power of solidarity and togetherness.




DAT XANH'ERS ARE DETERMINED TO BREAK THROUGH ALL LIMITS AFTER SOCIAL DISTANCE

Because the most important factor in any business is the human, the Group has taken advantage of the earliest source of vaccines for all employees in order to protect workers and prepare for the new normal.

After more than two months of working from home and adhering to the city's social distancing regulations, Dat Xanh's employees returned to work at the DXO building on October 4 with a sense of excitement and energy. They are prepared to accelerate and make a spectacular breakthrough in order to meet the entire year's goal.

Previously, the Group had cleaned, disinfected, and administered a quick Covid-19 test to all employees on the list who were scheduled to work at the office; 100% of the employees received negative results.

Dat Xanh Group prioritized technological development by developing and deploying the Careplus medical declaration app for employees, partners, and customers. DXG also installed QR code recognition devices, body temperature cameras, and a one-door entrance in the building's main lobby and parking garage to strictly control the daily volume of people in and out. DXG always ensures adequate ventilation and a safe working distance.



DAT XANH GROUP

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Note:

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We are not liable for the accuracy of this forecast information or any investment decisions made in reliance on it.