

## DXG – Analyst meeting note

DXG held an analyst meeting on 14/3/2022 with the following highlights:

- **Brokerage service:** Target to sell 50,000 units in 2022 and reach 40% of market share compared with 35% in 2021 given market recovery and expansion of subsidiaries Dat Xanh Mien Bac, Dat Xanh Mien Trung, Dat Xanh Mien Tay and Linkgroup mainly in the south of Vietnam via openings of additional 20 brokerage service agencies.
- **Gem Premium project:** This project will be expanded from 6.7ha to 15ha by adding Gem Riverview project (2.6ha) and surrounding land areas that DXG is acquiring. This high-end project has a GDV of VND63trn and is expected to be launched at the end of 2023. It includes 19 blocks, 7,500 condos, 1 hotel, 1 office building and 1 mall.
- **DXH Airport City project:** This new 152ha project in Dong Nai has a better location and GDV that is 3.8 times higher than Gem Sky World project.
- **Property development:** In 2022, DXG will continue to sell Gem Sky World and launch 4 new projects Gem Riverside, Lux Star, Opal Cityview and DX Homes Parkview with details in the table below.
- **Expected land bank:** 4,148ha, up by 81% compared to the same period last year thanks to the adding of large-scale urban area projects under research such as Gem Diamond Bay in Ninh Thuan (915ha), DXH Opal Green City in Binh Phuoc (300ha), Gem City Riverside in Quang Nam (278ha), etc.
- **Expected 2022 NPATMI target:** VND1,400bn, up by 21% compared to 2021 and equivalent to 98% of our forecast.

**Table: Expected new projects launched in 2022**

Project	Location	Land area (ha)	GFA ('000 sqm)	Number of blocks	Expected number of units	GDV (VNDbn)	Expected launch
Gem Riverside	HCMC	6.7	381	12	3,200	21,000	2Q2022
Lux Star	HCMC	1.1	81	n/a	n/a	3,888	4Q2022
Opal Cityview	Binh Duong	1.0	146	n/a	n/a	4,672	3Q2022
DX Homes Parkview	Binh Duong	5.0	679	9	6,800	21,728	3Q2022

**Comment:** We will soon have an update report for DXG given the restart of Gem Riverside project and expected new selling prices of Gem Premium and other projects.

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