

Pruksa Announces 2021 Year Plan, Aiming to Achieve 32,000 Million Baht Highlighting "A Year of Value" Strategy that delivers real value to customers. Create Healthcare Business Synergy to build Comprehensive Community in Residential.

February 22, 2021- Pruksa shows confidence in market growth, announcing its 2021 year plan, targeting to achieve the revenues of 32,000 million baht and open 29 new projects worth 26,630 million baht, along with the backlog of approximately 22,000 million baht. The Company also highlights its latest strategy, A Year of Value to deliver the truly insightful and real value to customers. Plan to create Healthcare business synergy in the residential projects. In addition, Pruksa is proceeding to approve the dividend of 0.96 baht per share for 2020.

Mr. Piya Prayong, Chief Executive Officer, Pruksa Real Estate Public Company Limited, revealed that "the overall trends of real estate market in 2021 involves many factors that need to be closely monitored, ranging from the economy, export and tourism sectors. Particularly, COVID-19 both in Thailand and abroad, as well as the adequate provision of vaccine, is the determining factor for the real estate market. Still, Pruksa believes that this year overall market will go up 9% from the previous year, with the target to achieve the sales and revenue of 32,000 million baht, growing 45% and 9% respectively from 2020. Pruksa Real Estate plans to launch 29 residential projects valued 26,630 million baht, comprising 17 town house projects, 8 single detached house projects and 4 condominium projects.

Besides, Pruksa also highlighting, "A Year of Value," strategy that digging into the in-depth understanding of customers' needs as well as readiness to deliver products that best cater to their need. The goal is not only to deliver a residence but also offers other values to fulfill various needs of customers such as leasing for restaurants and lifestyle malls in the community. The most importance is the business synergy with ViMUT Hospital, another Pruksa's subsidiary, to bring Healthcare Business into the Pruksa community, by opening NURSING HOME, SENIOR CARE and HOME HEALH CARE, in order to create the most livable community in response to customers' lifestyle in all dimensions.

Pruksa has reached 21,968 million baht sales in 2020, with the total revenue of 29,244 million baht and 2,771 million baht net profit. The Company launched 13 new residential projects which has seen the total Backlog of 21,940 million baht, with 41% decrease in inventory from the



end of 2019. In particular, Q4 2020, the pricing strategy complemented with the Hero Projects (the remarketing of high potential residential projects) account for up to 9,584 million baht revenue, or 51% increase from Q3. The sales in Q4 stood at 5,807 million baht, soaring 409% from the sales in Q4 2019.

Capitalizing on the tremendous success of the previous quarter, the Company proceeds with its successful pricing and promotion strategies. Pruksa Real Estate kicks off Q1 with the campaign "PRUKSA FREE FEST," offering an exclusive free move-in for up to 36-month period or 0% interest free up to 36 months or free common area fee up to 36 months (Conditions as specified by each project) only for customers who book and transfer the ownership within 31 March 2021, which Pruksa covers all expenses incurred in this part. Over 1,000 residential units nationwide, which are townhouse projects, single-detached house and condominium projects participate in this attractive PRUKSA FREE FEST campaign, worth over 3,377 million baht in total. Therefore, this campaign would certainly help stimulate the decision and ease burdens for all customers. In addition, the government measure to extend the period to reduce transfer and mortgage fees to 0.01%, serves as an additional privilege for customers. However, Pruksa sees that if government expands the ceiling to 3-5 million baht price range, it could pervasively stimulate the real estate sector and support Thai people who seek to buy homes.

The overall performance of 2020 has led Pruksa to approve the dividend of 0.96 per share by paying the interim dividend of 0.31 baht per share. The remaining dividend for this round of 0.65 per share will be submitted for approval at the Annual General Meeting of Shareholders to be held on April 2021.

Dr. Kritawit Lertusahakul, Chief Executive Officer of ViMUT Holdings Public Company Limited revealed the progress of ViMUT Phaholyothin Hospital that "the Hospital is ready to open for service in May 2021." ViMUT Phaholyothin Hospital is an 18-storey building on 4-Rai land located in Bangkok's Central Business District, on Phaholyothin Road next to Saphan Kwai intersection. As a 236-bed Tertiary Care hospital accredited by JCI Hospital Standards, ViMUT Phaholyothin Hospital provides highly specialized treatments that involves advanced and complex procedures performed by medical specialists in state-of-the-art facilities at an affordable



price. Specialized tertiary care centers at ViMUT Phaholyothin Hospital include Orthopedic Center, Cardiac Center, Neurological Center, Comprehensive Diabetes center and Geriatric Center specifically in response to the needs of aging society. The Hospital also focuses on NCDs (Non-communicable diseases), that has high statistical significance and tendency to increase rapidly, providing Family Medicine Doctors who are available to holistically take care of the family members. Also, there are Transitional care offered to improve care transitions from the hospital to home, as well as Nursing Home for patients who need a higher level of specialty care. For the continuous growth and advancement of its hospital business, ViMUT Hospital has invested in Theptarin Hospital on Rama IV Road, a well-known hospital specializing in diabetes center of excellence operated by a team of medical experts and extensive expertise, while expanding its effort in fostering health care prevention and treatment for the society.