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HOLDING

1Q25 OPPORTUNITY DAY  
PRUKSA HOLDING PLC  
MAY 14, 2025



SHAPING HOMES, ENHANCING **Well-Being**

ใส่ใจเพื่อทั้งชีวิต “อยู่ดี มีสุข”

## AGENDA



### GROUP PERFORMANCE & FINANCIAL RESULTS

Jintana Insee

Acting GCFO, Pruksa Holding



### REAL ESTATE UPDATES

Dhira Thongwilai

CEO, Pruksa Real Estate



### HEALTHCARE UPDATES

Dr. Suvanich Triamchanchoochai

Hospital Director, ViMUT Hospital





## GROUP PERFORMANCE & FINANCIAL RESULTS

Jintana Insee

Acting GCFO, Pruksa Holding

# 1Q25 GROUP SNAPSHOT

## GROUP PERFORMANCE

**3,705**

THB MILLION (v 11% YoY)

### TOTAL REVENUE

- Real estate hit by economic slowdown and loan rejections
  - Premium housing showing signs of saturation
    - No new condo transfers this quarter
- Improved YoY performance in healthcare despite low season

**30.6%** (32.0%)

### GPM

- Stable YoY, improved QoQ gross profit (excl. land sales)
  - Decline in price-driven strategies
  - YoY profit growth in the healthcare business

**0.30x** (0.31x)

### NET GEARING RATIO

- Solid financial health
- Divestment from non-core, non-profitable businesses

## BUSINESS INITIATIVES

### EXPANSION INTO RELATED BUSINESS

- Introducing 'Plantnery by IHC' - Pruksa's construction expertise in delivering quality, fast, and budget-controlled custom homes (THB10-30 mn)

### SUSTAINABILITY APPROACH

- Intensification of wellness living strategy
- Perfect score in anti-corruption from FTSE Russell ESG, above industry average
- Elevating Thailand's construction industry with green solution innovations

### EARTHQUAKE IMPACT

- No structural or utility damage affecting building integrity in any Pruksa condos
  - No significant increase in costs
- 4/5 condo projects launching H2, 3/5 low-rise

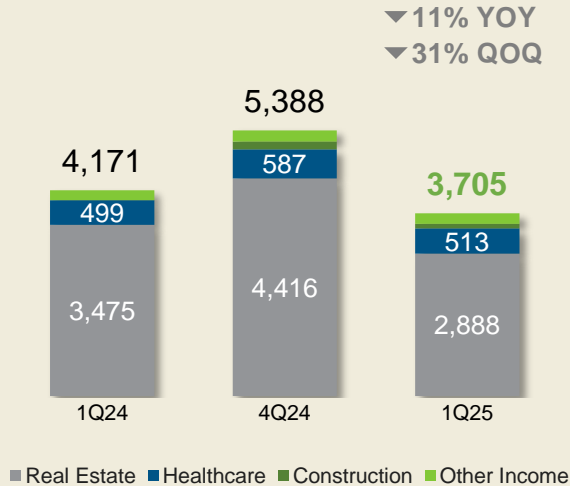


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# 1Q25 FINANCIAL RESULTS: COST CONTROL ALIGNED WITH BUSINESS CONDITIONS

## Total Revenue

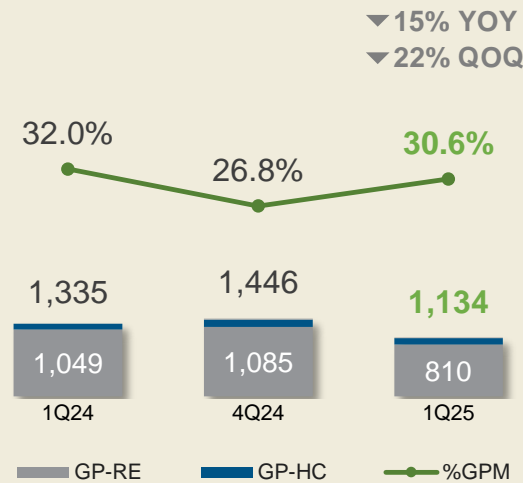
Unit: THB Million



- > **Market conditions** impacted all housing segments, with signs of **saturation in premium segments** and **no new condo** transfers this quarter
- > Hospital continued **YoY growth** but declined QoQ due to **seasonal factors**
- > **Land sales and one-off items** returning to normal levels

## Gross Profit

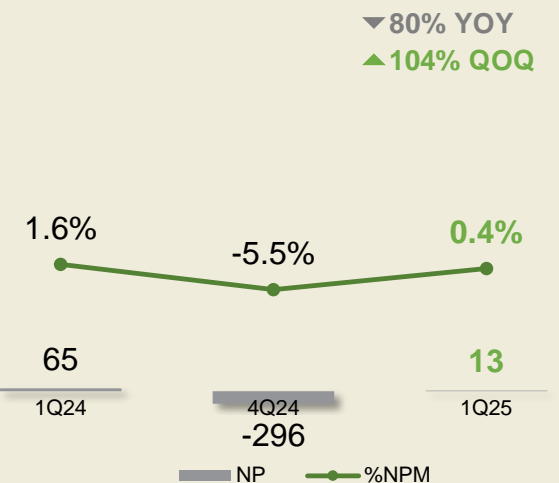
Unit: THB Million, %



- > **Cost control**, increased transfers in the premium segment from new project launches, and reduced **reliance on price discounts** contributed to QoQ improvement
- > **Hospital profit improved YoY** and remained stable QoQ, as IPD patient growth fell short of expectations

## Net Profit

Unit: THB Million, %



- > **Well-managed expenses** aligned with transfer volume, alongside decreased advertising and sales commission expenses
- > **Interest expenses decreased** due to both lower loan balances and interest rates from lower non-related investment with a loss from JV & associate, resulting in a **QoQ increase in profit**





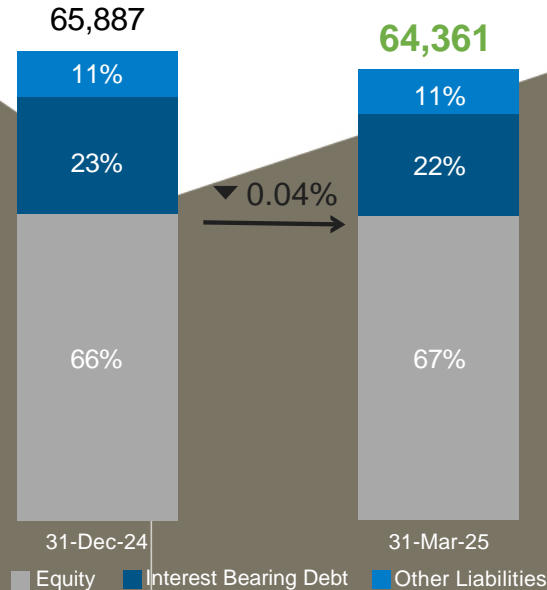


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# 1Q25 FINANCIAL POSITION: SUFFICIENT LIQUIDITY TO ACCOMMODATE GROWTH

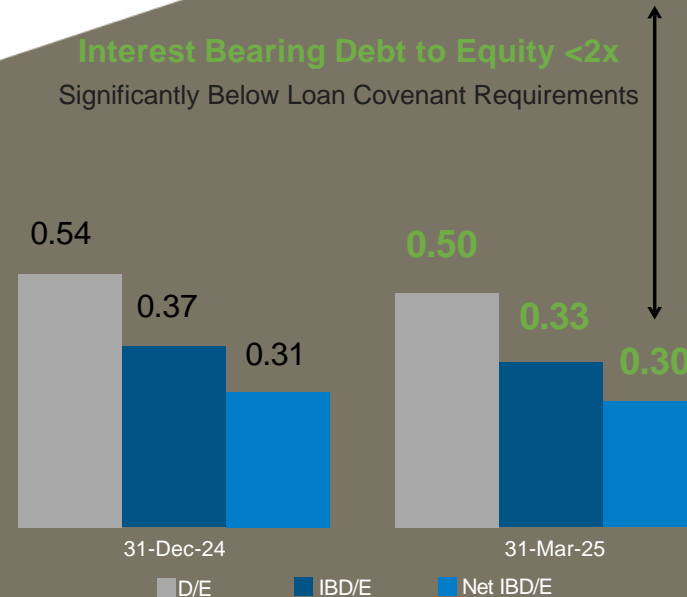
## Capital Structure

Unit: THB Million, %



## Gearing Ratio

Unit: Times



## Credit Line

Unit: THB Million

31-Dec-24

31-Mar-25

Bank Credit  
Line

23,280

22,978

Undrawn  
Facilities

13,451

14,524

Not including bond approval limit of THB30 bn

- > **Maintained low net gearing at 0.3x** resulting from reduced investment in non-core businesses
- > Prudent debt headroom with **ample liquidity from unused bank credit lines totaling THB15 bn** to support land acquisition and healthcare expansion



## REAL ESTATE UPDATES

Dhira Thongwilai

CEO, Pruksa Real Estate



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# 1Q25 RESIDENTIAL MARKET UPDATES

Unit: THB Million

## RESIDENTIAL MARKET

### NEW SUPPLY

**53,500**

v 55%



5,300 v 57%



28,900 v 69%



19,100 ^ 38%

### AVAILABLE FOR SALE

**1,288,600**

^ 3%



225,500 v 2%



714,900 ^ 10%



336,600 v 6%

### PRESALES

**60,600**

v 26%



8,700 v 27%



27,500 v 30%



24,000 v 20%

## PRUKSA REAL ESTATE

### PROJECT LAUNCH



PRUKSA

**5**

PROJECTS

**6,200**

THB MILLION



1,300



3,100



1,800

**64,300**  
AVAILABLE  
FOR SALE



25,000



24,800



14,500

**3,400**  
PRESALES



1,330



1,260



810

**2,900**  
TRANSFER



1,060



1,030



610



200

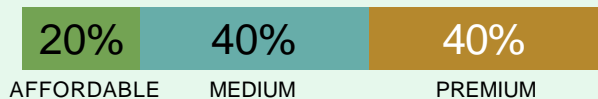




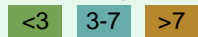
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## 1H25 NEW PROJECT LAUNCH

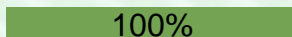
**NEW PROJECT**  
**8**  
**PROJECTS**  
**8,400**  
THB MILLION



Price Segmentation (THB Million)



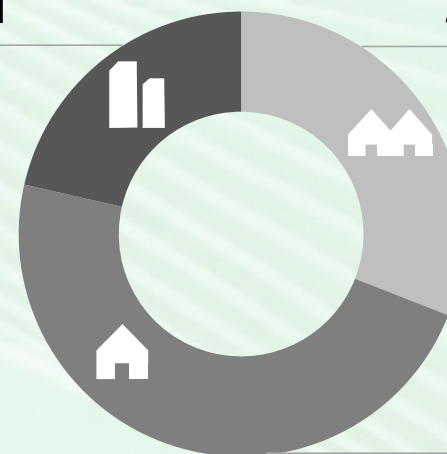
**1** PROJECTS  
**1,800** THB MILLION



**4** PROJECTS  
**2,600** THB MILLION



**3** PROJECTS  
**4,000** THB MILLION





1Q25 ACTUAL PROJECT LAUNCH





THE CONNECT  
PRACHAUTHIT

LAUNCH: FEB'25  
PROJECT VALUE: THB1,150 MN  
PRICE RANGE: THB3-5 MN



THE CONNECT  
BIZTOWN BANGNA-THEPARAK

LAUNCH: MAR'25  
PROJECT VALUE: THB200 MN  
PRICE RANGE: THB3-5 MN



THE PLANT  
NEU TOWN BANGNA-THEPARAK

LAUNCH: MAR'25  
PROJECT VALUE: THB1,320 MN  
PRICE RANGE: THB3-5 MN



THE PALM  
CHAENGWATTHANA-CHAIYAPRUEK2

LAUNCH: FEB'25  
PROJECT VALUE: THB1,780 MN  
PRICE RANGE: THB15-30 MN



CHAPTER ONE  
NORD RAMINTRA

LAUNCH: MAR'25  
PROJECT VALUE: THB1,800 MN  
PRICE RANGE: THB2-3 MN





## UPCOMING PROJECT LAUNCHES FOR 2Q25





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# PATIO

KRUNGTHERP KREETHA

1Q25 RESULTS BRIEFING  
PRUKSA HOLDING PLC | MAY 14, 2025



LAUNCH: MAY'25

PROJECT VALUE: THB680 MN

PRICE RANGE: THB10-15 MN





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# PATIO

RATCHAPRUK-RAMA 5

1Q25 RESULTS BRIEFING  
PRUKSA HOLDING PLC | MAY 14, 2025



LAUNCH: JUN'25

PROJECT VALUE: THB570 MN

PRICE RANGE: THB5-7 MN





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# passorn

BANGNA-WONGWAEN2

1Q25 RESULTS BRIEFING  
PRUKSA HOLDING PLC | MAY 14, 2025



LAUNCH: JUN'25

PROJECT VALUE: THB900 MN

PRICE RANGE: THB7-10 MN



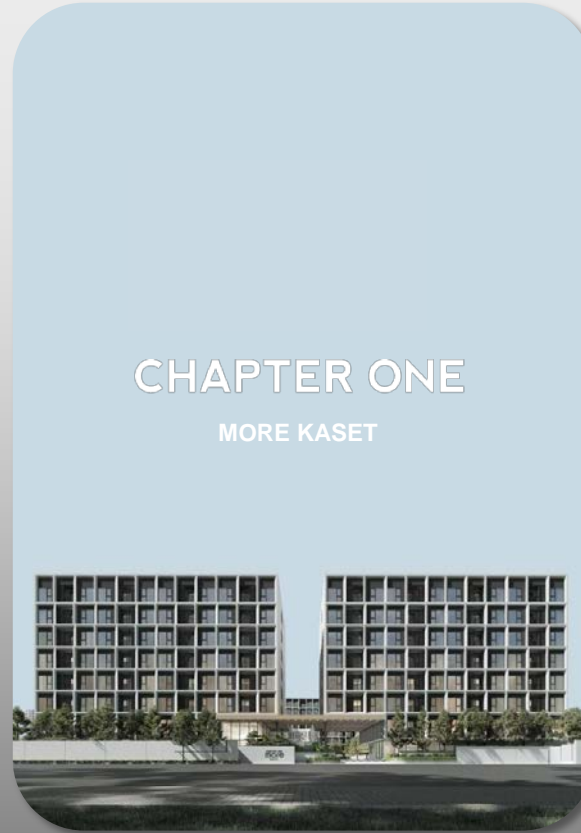


## UPDATES ON CONDOMINIUM COMPLETIONS & NEW LAUNCHES

# CONDOMINIUM COMPLETIONS IN 4Q25



Segment: THB2-3 mn  
Project Value: THB2,400 mn



Segment: THB3-4 mn  
Project Value: THB1,800 mn



Segment: THB4-5 mn  
Project Value: THB1,480 mn



Segment: THB2-3 mn  
Project Value: THB4,400 mn



# CONDOMINIUM LAUNCHES FOR 2025

## CHAPTER ONE

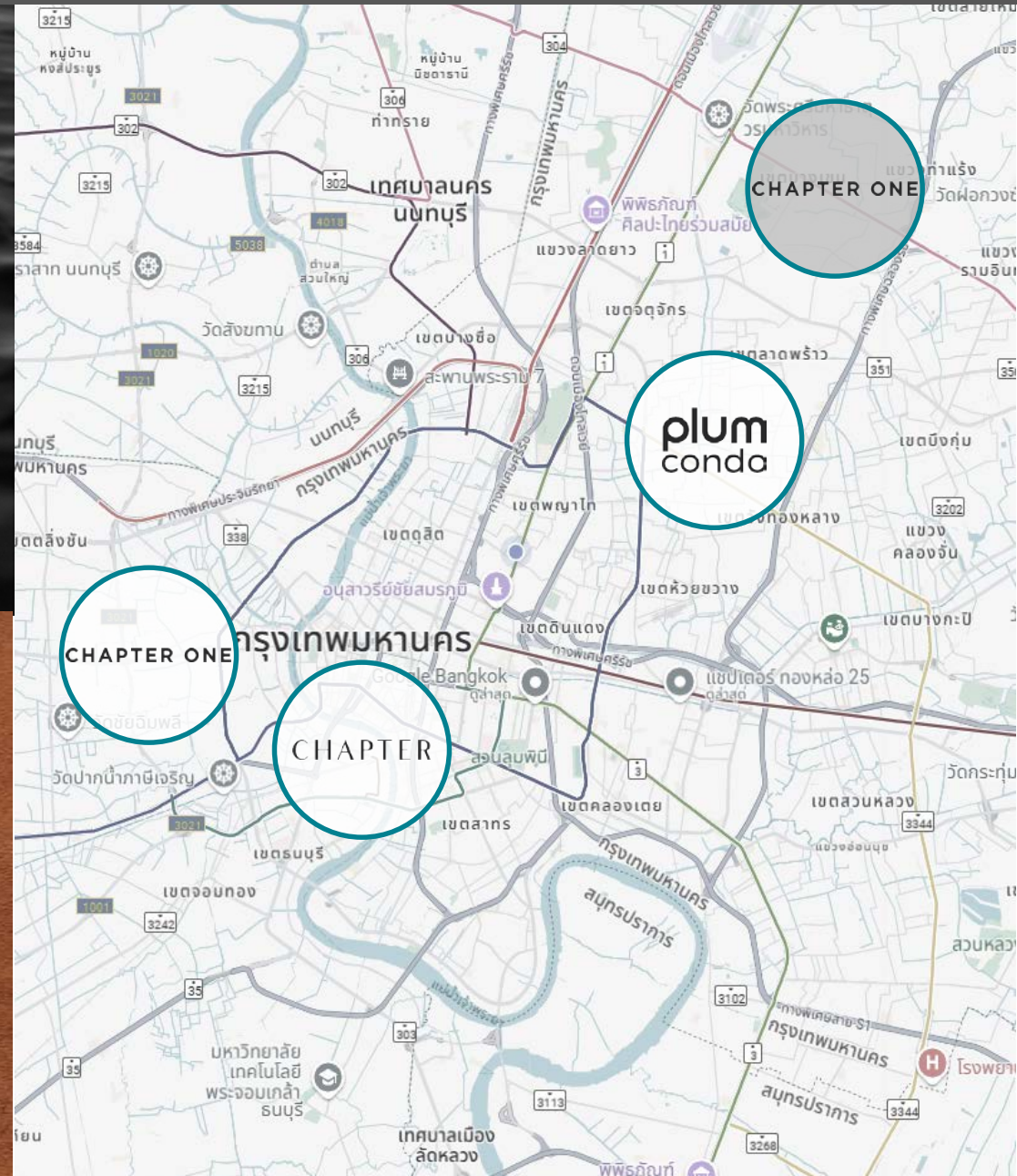
NORD RAMINTRA



## CHAPTER

CHAROENKRUNG-RIVERSIDE

Segment: THB5-10 mn  
Project Value: THB1,200 mn



## CHAPTER ONE

THAPRA INTERCHANGE

Segment: THB2-3 mn  
Project Value: THB1,500 mn

plum  
condo

LADPRAO

Segment: THB2-3 mn  
Project Value: THB1,100 mn



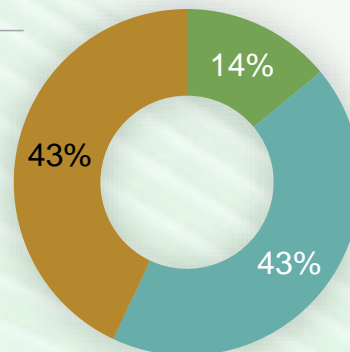


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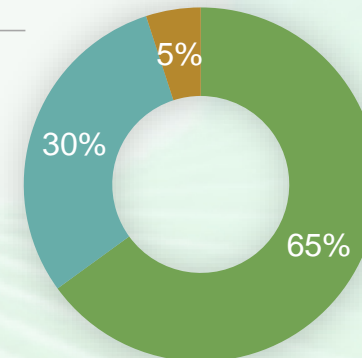
## BREAKDOWN OF BACKLOG & READY-TO-MOVE-IN INVENTORY

### THB4,378 MN BACKLOG, SET FOR TRANSFER IN 2025

1,226 THB MN

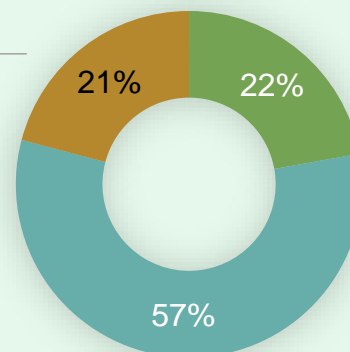


3,152 THB MN

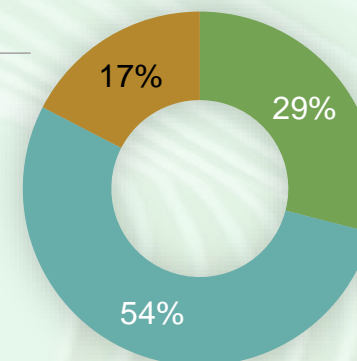


### THB6,781 MN READY-TO-MOVE-IN, IMMEDIATELY REVENUE-RECOGNIZABLE

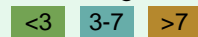
4,380 THB MN



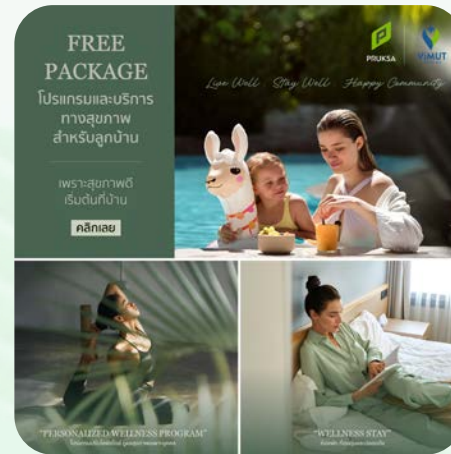
2,401 THB MN



Price Segmentation (THB Million)



# 1H25 MARKETING & PROMOTION HIGHLIGHTS



## Wellness Residence Integration

Driving residential value and brand strength through Healthy Home initiatives and partnerships that promote well-being and community quality



## Pruksa Pass Program

Options to help mid-to-lower income customers own homes and improve loan approval chances



## Mitigating Earthquake Impact

Minimal impact on Pruksa projects confirms the superior seismic performance of precast system – 3x stronger than conventional construction



## New Campaign: 'BingGold'

Aimed at boosting transfers in line with eased LTV measures and reduced transfer and mortgage fees





## HEALTHCARE UPDATES

Dr. Suvanich Triamchanchoochai

Hospital Director, ViMUT Hospital



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## ViMUT GROUP OVERVIEW

### Group Location

Bangkok & surrounding areas

**2 Hospitals**



**3 Elderly Care Hospitals**  
(Including 2 new openings in 2025)



**1 Clinic**







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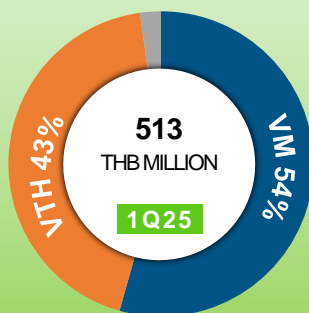
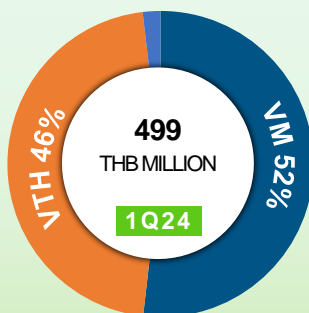
# 1Q25 ViMUT PERFORMANCE: DESPITE LOW SEASON, REVENUE STILL GREW YOY

- > Revenue dropped QoQ due to low season but grew YoY, with group EBITDA at THB46 mn from THB20 mn in 1Q24
- > Growth driven by centers of excellence, OPD volume, partnerships, health insurance, and international patients

## By Hospital

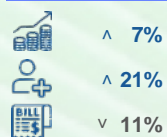
### Top 5 VM Revenue (% of total revenue)

Surgery	18%
Medicine	13%
Orthopedics	7%
Emergency	6%
Pediatrics	6%

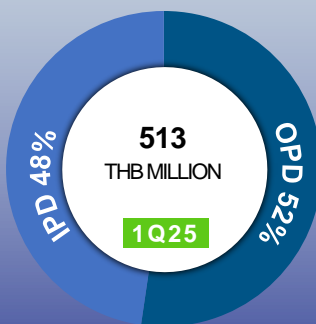
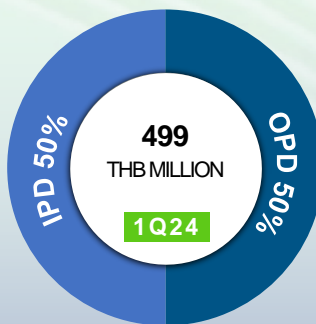


## By Patient Type

### OPD



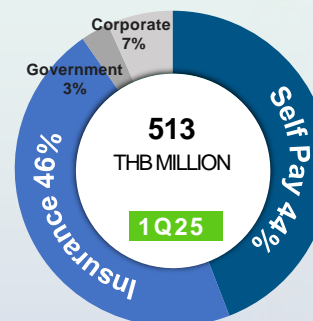
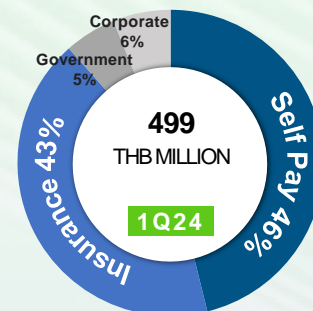
### IPD



## By Payor

### Payor (% YoY)

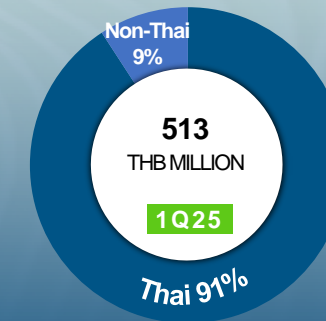
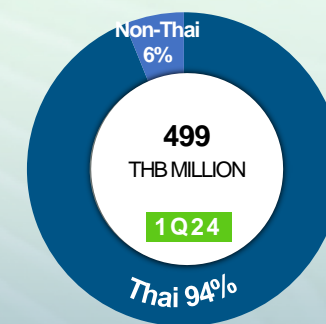
Self Pay	2%
Insurance	12%
Government	45%
Corporate	13%



## By Nationality

### Nationality (% YoY)

Thai	3%
Non-Thai	19%





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## 1H25 PARTNERSHIP & BUSINESS EXPANSION



### Progress in Nursing Home Business Expansion

- > Bangna-Wongwaen
- > Watcharapol
- > Bearing



### Update on ViMUT Thonglor Hospital Progress

- > Contractor to be awarded in May 2025
- > Tentative grand opening scheduled for Feb 2027



### Service expansion and COE development

- > Extending service hours at Pediatric Specialty Center
- > Improving and enhancing the efficiency of 4 specialty centers: Cardiology, Pulmonology, Gastroenterology and and Neurology







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FOR MORE INFORMATION, PLEASE VISIT [WWW.PSH.CO.TH](http://WWW.PSH.CO.TH)

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