Lao People's Democratic Republic

Peace Independence Democracy Unity Prosperity

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No.: 804 /PCD

Vientiane capital, date 17 MAY 2021

# Reported

**Dear sirs:** The Honorary Director General of the Lao Securities Exchange Respected.

**Dear sirs:** Mr. Head of the Securities and Exchange Commission Respected.

**Subject:** Summary of Q1 revenue plan for 2021 and Q2 revenue forecast plan for 2021.

- According to the Proposed letter of the Lao Stock Exchange No. 770 / LSX dated 31 January 2021.
- According to the Memo, method and Schedule for Resolving Problems for Phousy Construction and Development Public Company No. 470 / LSX dated 29 July 2020.

I, on behalf of the Director of Phousy Construction and Development Public Company, request permission to report on the details of the implementation of the revenue generation plan and the plan to expand the customer base as follows:

## I. Summary of Q1 short-term revenue plan for 2021

A. (Project Owner, Government)

**I.1 Q1 revenue plan for 2021 carried forward to Q2 for 2021**

| S.q | Project Name | Contract value (LAK) | Implemented during Q1 Year 2021 (LAK) | All implemented (LAK) | Payment during Q1 Year 2021 (LAK) | Received all payment (LAK) | Remark |
|---|---|---|---|---|---|---|---|
| 1 | Project Construction of an upgrade road wearing course from Kieu Cheia village to Muang Huep village | 80,881,409,364 | | 39,183,982,905 | | 4,805,140,000 | Move Q1 year 2021 go to the Q2 year 2021 plan due to the outbreak of COVID-19 |
| 2 | Project Construction of two-story paved roads and 6 reinforced concrete bridges from Ou village (Luang Prabang) to Sibunheung village (Nan district) | 343,614,766,665 | | 156,472,134,873 | | 8,331,060,000 | Move Q1 year 2021 go to the Q2 year 2021 plan due to the outbreak of COVID-19 |
| 3 | Maintenance Project National Highway Road No. 13 North, from Kok Yiew Village to Phonexay Village | 10,570,432,076 | | 4,668,520,948 | | 4,600,000,000 | Move Q1 year 2021 go to the Q2 year 2021 plan due to the outbreak of COVID-19 |
| 4 | National Highway maintenance Project No. 17A, Luang Namtha Province, from Luang Namtha to Muang Sing (Pang Hai Checkpoint) | 4,485,348,000 | | 3,047,870,000 | | 1,010,673,692 | Move Q1 year 2021 go to the Q2 year 2021 plan due to the outbreak of COVID-19 |
| | **Total** | **439,551,956,105** | **0** | **203,372,508,726** | **0** | **18,746,873,692** | |

## I.1 The revenue plan is 100% implemented, waiting for payment from the government

| S.q | Project Name | Contract value (LAK) | Implemented during Q1 Year 2021 (LAK) | All implemented (LAK) | Payment during Q1 Year 2021 (LAK) | Received all payment (LAK) | Remark |
|---|---|---|---|---|---|---|---|
| 1 | National Highway Road No. 1C Rehabilitation Project, Luang Prabang Province, from Ngoi District to Viengkham District | 2,252,365,000 | | 2,252,315,050 | | 746,884,235 | 100% completed, waiting for the remaining payment from the government |
| 2 | Luang Prabang Municipality Road Improvement Project, from mueanna-Viengmai-Thatbosot and Nasamphan-Naluang Village | 3,308,872,504 | | 3,308,827,154 | | 2,884,940,000 | 100% completed, waiting for the remaining payment from the government |
| 3 | Luang Prabang Municipal Road Improvement Project from Department of Agriculture and Forestry to Sithan Village | 2,235,633,250 | | 2,235,633,250 | | 1,785,840,000 | 100% completed, waiting for the remaining payment from the government |
| 4 | Emergency traffic repair project from Pakseung village T-junction to Pakvang village | 1,042,303,000 | | 1,042,303,000 | | 566,630,000 | 100% completed, waiting for the remaining payment from the government |
| 5 | Emergency work on local highway 2020, Route 3053 from Thongnuea village (Kieucheay), Phonthong district, Luang Prabang province to Border panghok to Border muangmai district Phongsaly Province | 2,911,425,400 | | 2,911,425,400 | | | 100% completed, waiting for the remaining payment from the government |
| | **Total** | 11,750,599,154 | 0 | 11,750,503,854 | 0 | 5,984,294,235 | |

**II.** Medium-term income plan for 2021

A. (Project Owner, Government)

1. National Highway Construction Project No. 13 North from Song Puay village to Phonhong, 5 km long, worth 4,500,000,000 Kip (sub contract from Chinese company).
2. The second phase of the 8.3 km landslide protection project in Vientiane (sub contract from Korean company).

B. (Project Owner, Private)

1. Projects Housing Allocated First Phase 200 units.
2. Sub-contract with Phousy Group Co., Ltd. S2 Special Economic Zone Infrastructure Construction Project, the first phase worth $ 2.5 million
3. The road construction project in Luang Prabang Special Economic Zone is sub contract from Phousy Group in collaboration with Meka Hong Kong Company.

**III.** Long-term income plan in the year 2022-2024

A. (Project Owner, Government)

1. National Highway Construction Project No. 13 North from Song Puay village to Phonhong, 5 km long, worth 4,500,000,000 Kip (sub contract from Chinese company).
2. The second phase of the 8.3 km landslide protection project in Vientiane (sub contract from Korean company).

B. (Project Owner, Private)

1. The road construction project in Luang Prabang Special Economic Zone is sub contract from Phousy Group in collaboration with Meka Hong Kong Company.
2. Projects Housing Allocated First Phase 200 units.
3. Vientiane-Pakse Expressway Construction Project, Phase 3, 128 km long (from Xeno, Savannakhet Province to Napong, Saravane Province).
4. Sub-contract with Phousy Group Co., Ltd. S2 Special Economic Zone Infrastructure Construction Project, the final phase is worth $ 7 million.

Therefore, report to you for information.

**Chief of Executive Offical**

**Phousy Construction and Development Public Company**




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