

Dear Analysts and Investors

March 2021

Despite the second wave of COVID-19 outbreak, this wave was limited in some areas and was timely under controlled. Although it caused reasonably impact but the effect was still limited and did not continue for long, combining with good news regarding vaccines in aboard, the consumers' confidence was not much affected.

In 1Q-2021, Sansiri got a favorable presales amounted to 6,100 Million Baht. Considering that there was no new project launched in this period, the amount earned was positive. Out of 6,100 Million Baht, 4,700 Million Baht was from the sales of landed property, while 1,400 Million Baht was from the sales of condominium, reflecting the ongoing demand in land property.



Transfer in the first quarter amounted to 7,700 Million Baht, accounted for 28 percent of Y2021 target of 27,000 Million Baht, though there was no new condominium to be transferred in this quarter. Out of 7,700 Million Baht, 6,200 Million Baht was transfer of Sansiri's projects, and another 1,500 Million Baht was transfer of joint ventures' projects.

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SANSIRI

In February, Sansiri had issued unsecured debentures amounted to 3,600 Million Baht in order to prepare for the rollover of debentures with the total value of 8,204 Million Baht that will mature in the latter half of the year. The issuance was well-received by the investors. The debentures were sold out within few hours after the sales opening, reflecting the investors' trust towards Sansiri.



In the beginning of second quarter, Sansiri announced the collaboration with Prospect Development Company Limited, a subsidiary of M.K. Real Estate Development Public Company Limited, by establishing a joint venture named 'BFTZ Bangpakong Company Limited' to develop industrial estate business in order to diversify portfolio and to enhance recurring income of the Company for the continuous growth in the future.

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