



Dear Analysts and Investors

March 2022

In 1Q-2022, Thailand has been facing with challenges from Omicron variant of Covid-19 outbreak that breaks the all-time high record of cases since the beginning of the pandemic, together with the global political instability that affect the energy and commodity prices which then lead to inflation. These factors have affected overall Thailand's economy and consumers' purchasing power. Sansiri has closely monitored the situation and timely adjusted the strategy to cope with the changing situations.

In 1Q-2022, Sansiri's net presales amounted to 6,000 Million Baht, accounted for 17 percent of Y2022 presales target of 35,000 Million Baht. Of total presales, 4,000 Million Baht was from the sales of landed property, while 2,000 Million Baht was from the sales of condominium. Nevertheless, presales tend to grow according to the project launch during the rest of the year.



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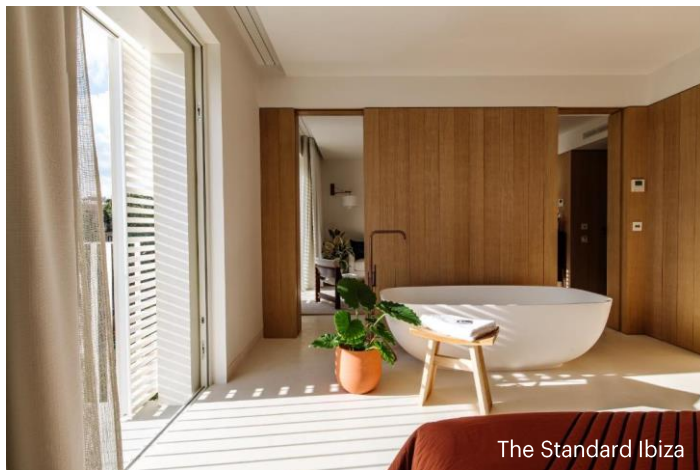
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In 1Q-2022, Sansiri launched 6 new projects with total value of 9,800 Million Baht, comprising of 4 housing projects worth 4,500 Million Baht and 2 condominium projects worth 5,300 Million Baht. The housing projects launched in 1Q-2022 were Saransiri Prachauthit 90, Siri Place Phaholyothin 52, Siri Place Pattanakarn, and Siri Place Mega Banga, while the 2 condominium projects were The Base Height Chiang Mai and The Line Vibe which was the first JV projects with BTS in 4 years.

Furthermore, Sansiri plans to launch 24 projects with total value of 20,800 Million Baht in 2Q-2022, comprising of 15 housing projects worth 19,800 Million Baht and 9 condominium projects worth 1,000 Million Baht in Bangkok and Hua Hin.

Transfer in 1Q-2022 amounted to 5,700 Million Baht, accounted for 16 percent of Y2022 transfer target of 35,000 Million Baht. Of total transfer, 3,500 Million Baht was from the sales of landed property, while 2,200 Million Baht was from the sales of condominium. Similar to presales, transfer is expected to grow in line with the launch plan during the rest of the year. In 2Q-2022, 1 new condominium project is to be completed and transferred namely; The Base Phetchaburi-Thonglor which will help support transfer to reach the target.



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Moreover, The Standard plans to launch 2 new hotels in Spain and Thailand namely; The Standard Ibiza and The Standard Bangkok Mahanakhon which is the first 'The Standard' flagship hotel in Asia reflecting the growth and popularity of the brand in the region.

In January 2022, Sansiri was the first property development firm in Asia that issued digital bond via 'Paotang' app with starting price only 1,000 Baht per unit, giving opportunity for retail investors with more affordability to bond investment. The issuance was very well-received, the total amount of 2,000 Million Baht was sold out within 3 minutes and 38 seconds.

Moreover, Sansiri has been well-aware of the importance of Thai children's education, thus collaborating with Equitable Education Fund (EEF) to launch 'Zero Dropout' campaign to sustainably improve the quality of Thai education by creating 'Ratchaburi Model' that aims to achieve a zero dropout rate in 3 years. In this regard, Sansiri issued corporate bonds to raise 100 Million Baht for the funding of 'Zero Dropout' campaign via 'SCB Easy App'. The issuance was still very well-received by the investors, as it was sold out within 2 minutes.

Though Y2022 did not start so well given the outbreak of Omicron, but with the measures and experience to deal with COVID-19 during these years, together with higher vaccination rate, Sansiri believes that the situation will be overcome soon, as well as the rise of construction materials and inflation that affects consumers' purchasing power which Sansiri has been closely monitoring. Meanwhile, Sansiri also adjusts business plan, and manages the risk to cope with the situation consistently. The overall economy is expected to grow this year, while Sansiri is still strong and preparing to grow along with the recovery of economy sustainably.

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