

Dear Analysts and Investors

June 2021

Though in 2Q-2021, the COVID-19 outbreak situation has become severe again in various areas, especially in Bangkok and vicinity, affecting Thailand's economy and consumers' purchasing power. However, there are still continuous demand in the property development sector even during the pandemic.

In 2Q-2021, Sansiri's net presales (after cancellation) amounted to 7,900 Million Baht, growing from 1Q-2021 presales by 32 percent, even though Thailand is facing the new wave of COVID-19 outbreak. Of total presales, 5,800 Million Baht was from the sales of landed property, while 2,100 Million Baht was from the sales of condominium, reflecting the ongoing demand in land property as well as the sign of rebounding demand in condominium.



In the second quarter, Sansiri launched 4 new projects with total value of 2,200 Million Baht, comprising of Bu Gaan, a new single detached house brand that has been well-received by the customers with more than 50 percent presales within the opening week, 2 townhome projects, namely Siri Place Bangna-Theparak and Siri Place Wongwaen-Lamlukka, as well as the first condominium under brand 'The Muve', a new condominium brand from Sansiri which aims to meet new generation's lifestyle with affordable price. The Muve Kaset, the first one under this brand, has been very

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well-received by the market as it was sold out within the opening week (available units accounted for 71 percent of total project). From the success of The Muve Kaset, Sansiri plans to launch 3 more 'The Muve' condominiums in the latter half of the year, namely The Muve Ram22, The Muve Bangna, and The Muve Ratchada.

In 3Q-2021, Sansiri plans to launch 9 more projects with total value of 9,700 Million Baht, including 2 single detached house projects with total value of 2,200 Million Baht, 4 townhome projects with total value of 5,300 Million Baht, 1 mixed product project with value of 1,100 Million Baht, and 2 condominium projects with total value of 1,100 Million Baht.

Transfer in the second quarter amounted to 8,800 Million Baht with accumulated YTD transfer of 16,400 Million Baht, accounted for 53 percent of Y2021 target of 31,000 Million Baht. In this quarter, Sansiri started transferring XT Huay Kwang, which helped pushing transfer to grow by 14 percent from the first quarter and gave a favorable transferring signal from foreign customers.



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.

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In addition, Sansiri has invested in Xspring Capital Public Company Limited, a company operating in investment and securities business. With total investment of about 2,000 Million Baht, Sansiri is to become the no.1 major shareholder of XPG with shareholding percentage of 15 percent. The investment objectives are to diversifying portfolio, enhancing funding opportunity, and creating synergies in order to extend business opportunity e.g. asset management for the continuous growth of the Company in the future.

Though the construction sites are locked down for 30 days since the beginning of the third quarter, the Company believes that it will not affect the Y2021 target, as the Company has prepared for the catch-up plan to compensate for the missing working hours. Furthermore, the Company still has ready-to-move stock of 14,000 Million Baht to support sales and transfer plan during the suspension, ensuring the plan to reach our target.

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