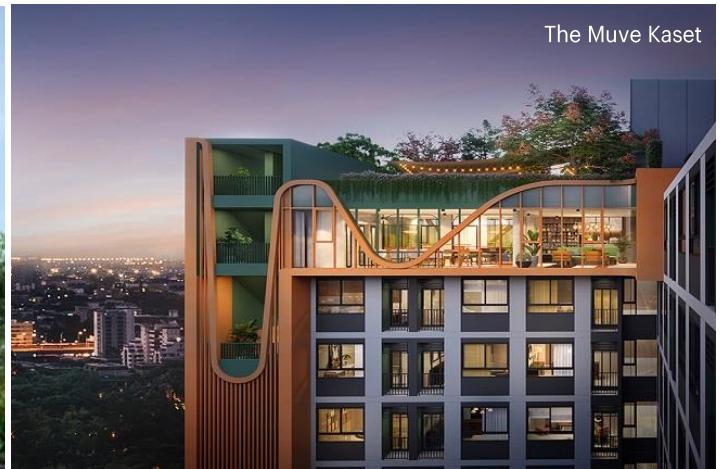


Dear Analysts and Investors

December 2021

In Y2021, Thailand has been facing with challenges from various waves of COVID-19 outbreak affecting overall Thailand's economy and consumers' purchasing power, while household debt level remained high. Particularly, property development sector has been directly affected by the construction site closure and lockdown measures to control the COVID-19 outbreak situation.

Sansiri has closely monitored the situation and timely adjusted the strategy to cope with the changing situations, resulted to Y2021 net presale of 26,100 Million Baht, close to Y2020 net presale and reached the initial presale target of 26,000 Million Baht. Of total presales, 19,000 Million Baht was from the sales of landed property, while 7,100 Million Baht was from the sales of condominium.



In Y2021, Sansiri launched 14 new projects with total value of 6,900 Million Baht, comprising of 6 housing projects worth 2,900 Million Baht and 8 condominium projects worth 4,000 Million Baht. This year, Sansiri has launched various new brands to meet different lifestyles and expand the customer base into new market such as 'BuGaan', single detached house project with outstanding design to satisfy the Young Successors' lifestyle, '1517 Nimman', shop house project with prime location in the centre of tourist area, 'The Muve', affordable condominium project locates in the

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community area, and 'Condo Me', Sansiri's new price range condominium project locates in the industrial area. All of which have been well-received by the market, many projects were sold out soon after the launch reflecting the consumers' trust upon Sansiri's residential projects.

Transfer in Y2021 amounted to 32,500 Million Baht, 20 percent higher than the initial target of 27,000 Million Baht. Of total transfer, 18,300 Million Baht was from the sales of landed property, while 14,200 Million Baht was from the sales of condominium. In Y2021, 4 new condominium projects have completed and transferred namely; EDGE Central Pattaya, XT Huaikwang, dcondo Hideaway, and The Line Phahonyothin Park which helped support transfer to exceed the target.

In order to promote growth and enhance the strength of the business, in Y2021, 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. 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 14.08 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.



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In December 2021, Sansiri has launched 'The Standard Huahin', the first hotel under 'The Standard' brand in Thailand. The hotel is nestled on Huahin beach, Prachaup khiri khan province, targeting on the customers with modern lifestyle. It has been well-received by the tourists since the opening.

Y2021 was another year that Sansiri presented new financial innovations namely; (1) i-EASY bond issuance with starting price only 10,000 Baht per unit via 'SCB Easy' App to promote an equal access to bond investment, (2) accepting payments made with cryptocurrency, token, and bond; first one in the property development industry. Furthermore, in January 2022, Sansiri has prepared to issue 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.

Other than business development, Sansiri also places an importance on society by helping people through 'No One Left Behind' campaign; providing vaccines for employees, their families, partners, and nearby communities, helping the construction workers during the construction camp lockdown, purchasing agricultural products from agriculturists, providing food for food-deficient elephants, as well as supporting the government by constructing toilets in the field hospital and donating essential equipment. As a big and secure firm, Sansiri intends to be part of the help to the smaller ones in order to let everyone in the society survive through this challenge together.

Moreover, Sansiri has been well-aware of the importance of environment and became the first property development firm in Thailand that set 'Net Zero' target to cope with global warming situation. The plan has been carried out through our products and services, starting from the design and choice of materials to provide eco-friendly construction and energy-saving living. Solar roof and EV chargers will be installed in every future project to promote clean energy usage. In addition, waste management has been implemented to reduce waste and carbon that would be released to nature. All these are for the sustainable growth of both Sansiri and the world altogether.

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. Still, the inflation in Thailand is another issue that needs to be closely monitored. However; in BOT's

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view, the current inflation is caused by temporary factors, and the overall economy will be recover soon. Given the situation, Sansiri is still strong and preparing to grow along with the recovery of economy this year.

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