



Dear Analysts and Investors,

December 2018

2018 has been Sansiri's Best Year Ever, contributed by the greatest success in the sales of residential project in the company's 34-year history. Despite the challenges in the second half of the year, where stricter mortgage control and increasing interest rate were introduced, our company was flexible enough to compete with the dynamic market conditions.



This is also the first year that Sansiri launched as many as 25 residential projects, with a total worth of 64,895 million baht, or an 80% growth from the previous year, where middle and affordable residential markets contributed towards 95% of the total launch. Among the 25 launches, there were five single detached house projects, worth 13,816 million baht - led by the return of super luxury flagship brand like Baan Sansiri brand after a long pause of more than 10 years and seven townhouse projects, worth 5,753 million baht, which marked the first year that Sansiri expanded to affordable townhouse segmentation under Siri Place brand, where more than 50% of the launched townhouse projects were sold. Lastly, the other 13 more condominium projects were launched worth of 45,417 million baht. Three projects, worth more than 21,381 million baht, were introduced under the latest brand, XT Condominium, that offer a new condominium concept for millennials, where each unit can be customized and co-sharing facilities which encourage inactive response among tenants. These projects are XT Ekkamai, worth 3,582 million baht and 70% sold, XT Huaikhwang, worth 3,582 million baht and 50% sold, and XT Phayathai worth 10,050 million baht and 44% sold.

CONTACT INFORMATION INVESTOR RELATIONS

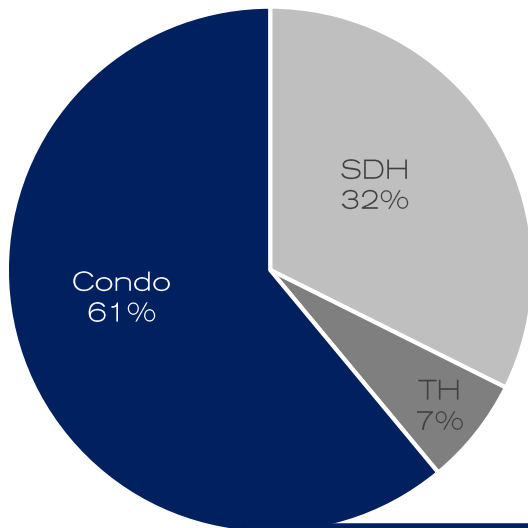
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With aggressive projects launched in 2018, Sansiri sales were beyond expectation at 48,328 million baht, a 25% growth from the previous year, contributed by 15,642 million baht from single detached homes which grew 34% [YoY], 3,195 million baht from townhouses which grew 74% [YoY], and 29,491 million baht from condominiums, an 18% growth [YoY]. In addition, the upcountry market continued to be favorable, especially for the recently launched condominium projects in major tourist cities. For instance, The Base Central Phuket, Edge Central in Pattaya, and La Casita in Hauhin recorded a 100% sale, while DCondo Rin and DCondo Hadyai already registered 90% and 83% sales, respectively. These projects have contributed to the 51% growth in the upcountry market from the previous year, or 12,034 million baht in sales. Furthermore, Sansiri recorded an all-time high sales in international market, registering a sale of 13,135 million baht. About 90% of the international sales came from China and Hong Kong.



48,328

Million Baht

Y2018 Actual Presale

While the second half of the year experienced many concerns to the residential transfer, including the stricter domestic residential mortgage control, new land and tax building, and the rising interest rates, the transfer of four condominium projects in the second half of the year, worth 8,400 million baht, went well for both Thai and foreign buyers in our four projects, DCondo Ping, DConddo Kamphaeng-saen, The Line Asoke-Ratchada, and The Base Garden Rama IX.

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Lastly, 2018 was the first year that we initiated the Sansiri Green Mission, to set a standard for the real estate industry in embracing the philosophy of Circular Economy. We focused on incorporating innovations and technologies that are developed to conserve the environment and manage energy sustainably; these technologies can be categorized into four groups: Waste Management, Energy Saving & Generation, Smart Move – (the electronic platform for rental vehicles), and Sustainability. Sansiri is confident that within three years, Sansiri Green Mission will be the key impetus in creating the city of the future that is characterized by its energy and environmental sustainability, enhanced quality of lives, and greater convenience of the future residents.



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