

ANALYST MEETING

1Q2022

Microsoft Teams Meeting
Sansiri Public Company Limited

20th May 2022

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 AGENDA

- Section 1: Project Updates
- Section 2: Presale Updates
- Section 3: Financial Performance
- Section 4: Investments Updates

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PROJECT UPDATES

SECTION 1

STRONG ACTIVE PROJECTS IN PIPELINE

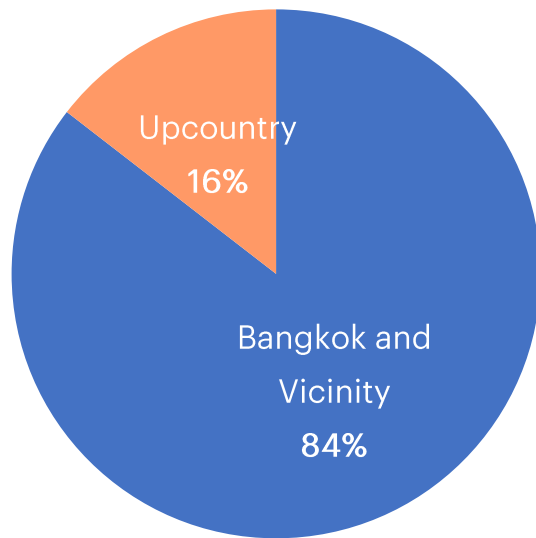
As of 15th May 2022

Active Projects	No. of Projects	Project Value of Existing Project (MB)	% Available for Sale Value	Available for Sale (MB)*	Available for Sale (Units)*	Avg. Price per Unit (MB)
Single-detached House & Mix Products	39	71,757	28%	19,801	3,311	6.0
Townhome	23	20,404	51%	10,443	3,150	3.3
Condominium	26	62,742	35%	22,062	5,789	3.8
SIRI	21	46,986	42%	19,890	5,519	3.6
SIRI-BTS (50 : 50)	4	12,489	13%	1,561	159	9.8
SIRI-TK (70 : 30)	1	3,267	19%	611	111	5.5
Total	88	154,903	34%	52,306	12,250	4.3

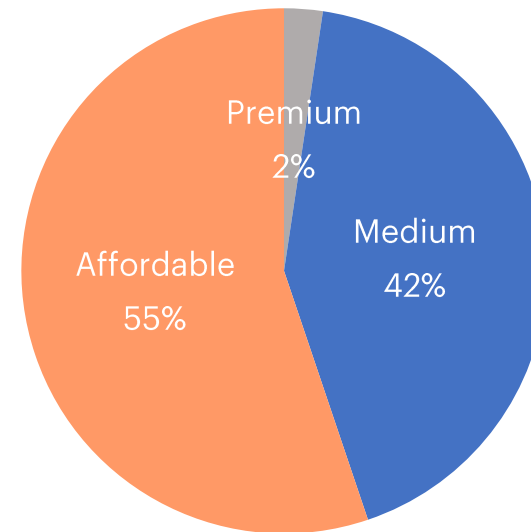
*Available for Sale include Inventory, To-be-developed, and Work in Progress

STRONG ACTIVE PROJECTS IN PIPELINE

% AVAILABLE FOR SALE BREAKDOWN BY LOCATION

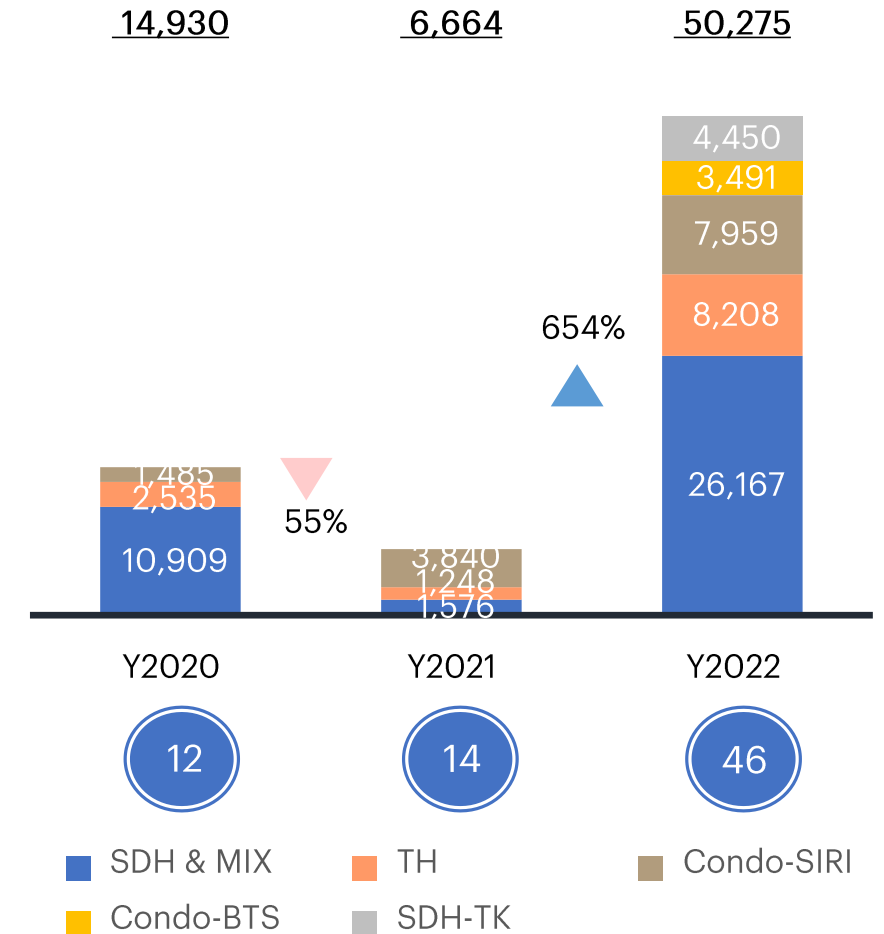


% AVAILABLE FOR SALE BREAKDOWN BY SEGMENT



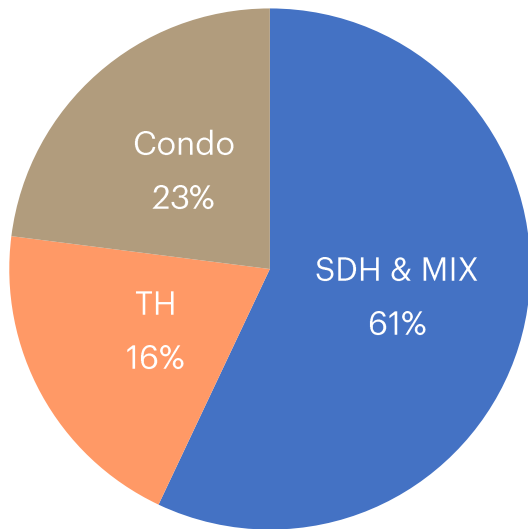
Y2022 LAUNCH PLAN

Y2022	SDH & MIX	SDH-TK	TH	Condo-SIRI	Condo-BTS	No. of Project	Project Value (MB)
1Q2022	1	-	3	1	1	6	9,915
2Q2022	5	1	4	1	-	11	13,750
3Q2022	3	-	3	11	-	17	8,250
4Q2022	6	-	2	4	-	12	18,360
No. of Project	15	1	12	17	1	46	
Project Value (MB)	26,167	4,450	8,208	7,959	3,491	50,275	
Proportion	52%	9%	16%	16%	7%	100%	

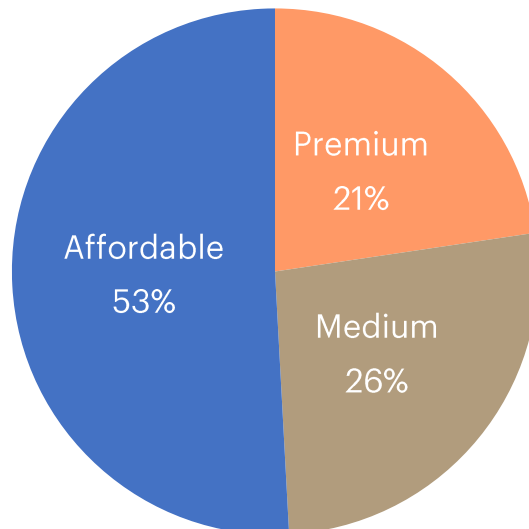


Y2022 LAUNCH PLAN

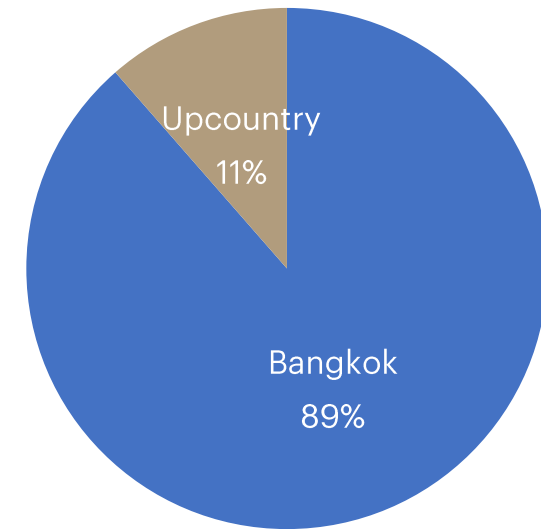
Project Launches
by Product Type



Project Launches
by Segment



Project Launches
by Location



PROJECT LAUNCH IN 2Q2022

11 PROJECTS || 13,750 MILLION BAHT

LAUNCHED 2Q2022

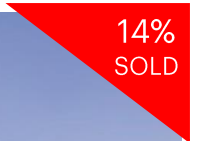
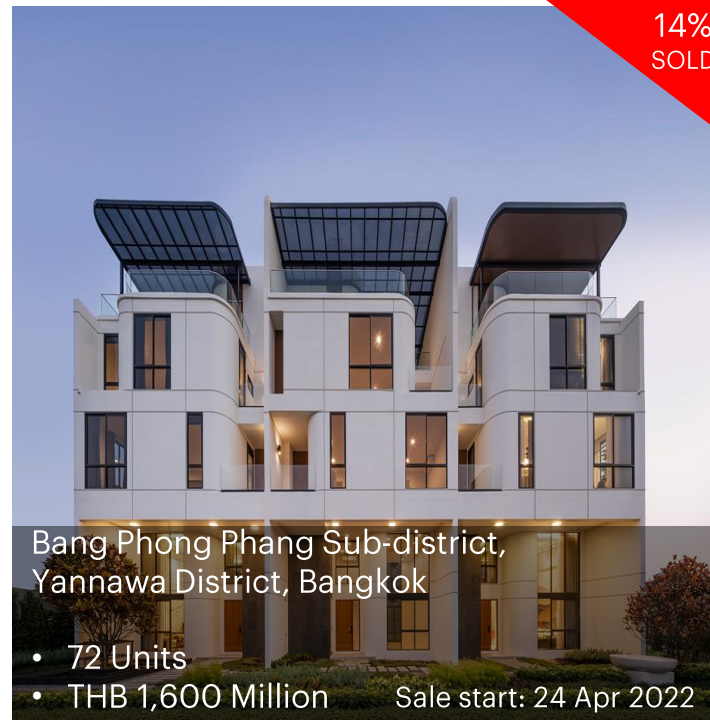




Hua Hin District, Prachuap Khiri Khan

- 252 Units
- THB 370 Million


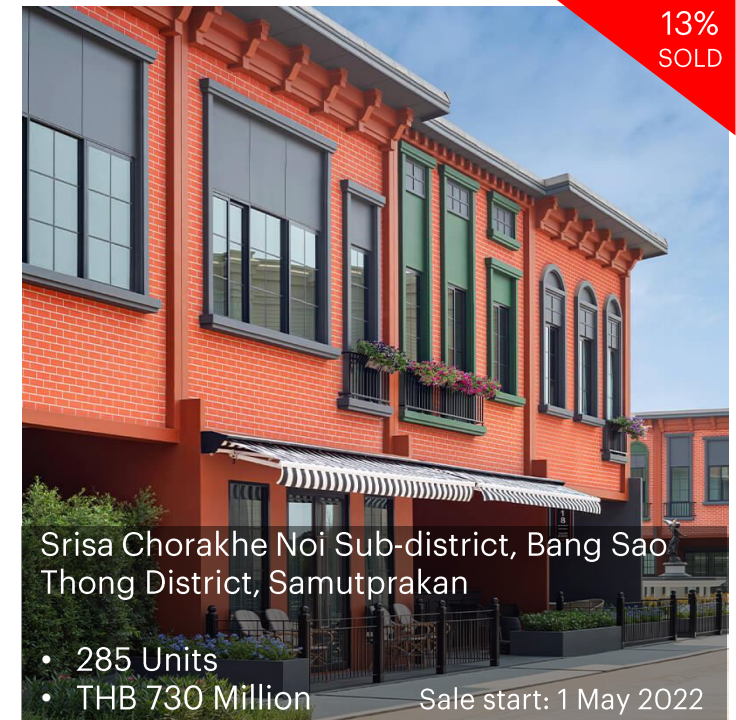
Sale start: 17 Apr 2022

Bang Phong Phang Sub-district,
Yannawa District, Bangkok

- 72 Units
- THB 1,600 Million

Sale start: 24 Apr 2022

Srisa Chorakhe Noi Sub-district, Bang Sao
Thong District, Samutprakan

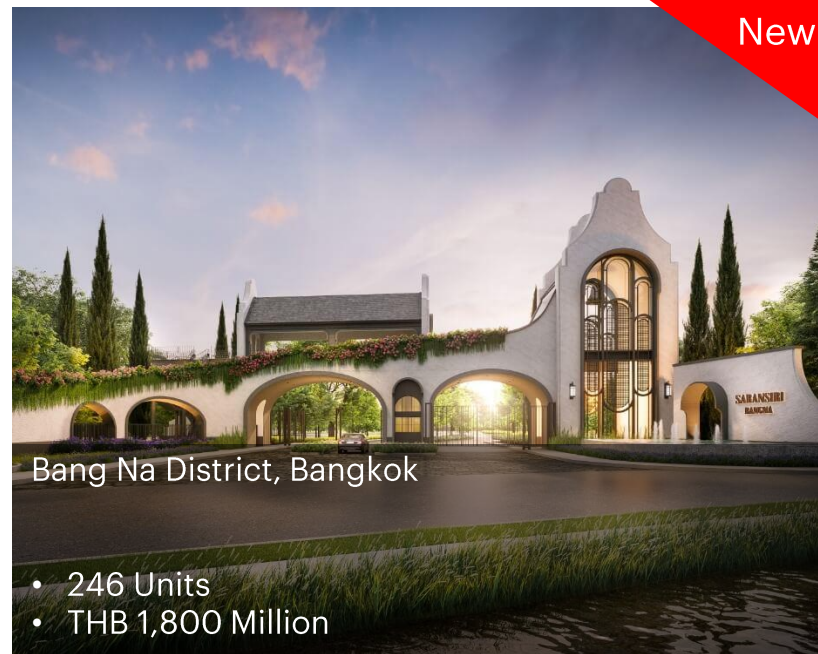
- 285 Units
- THB 730 Million

Sale start: 1 May 2022

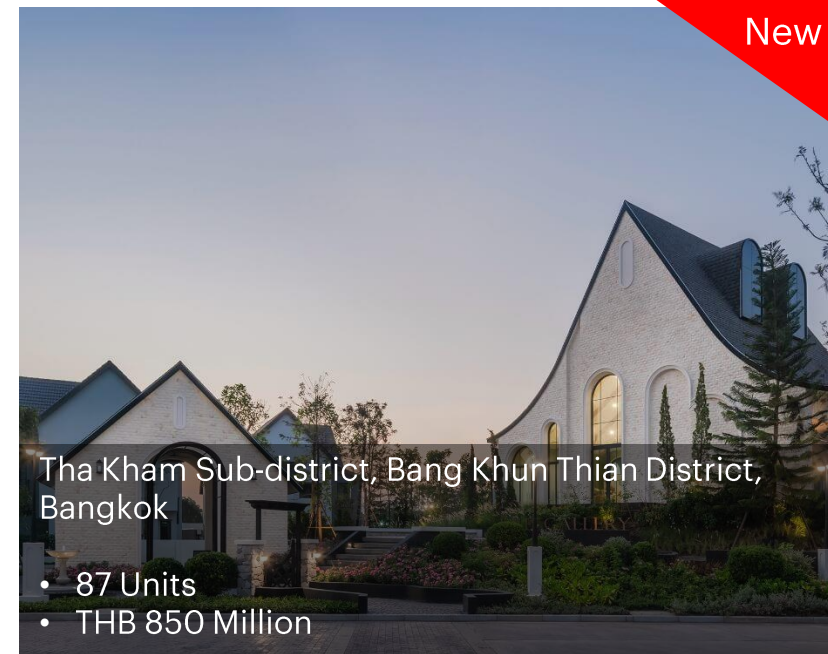
LAUNCHING 2Q2022

4
SDH

SARANSIRI BANG NA



SARANSIRI TIENTALAY 30



LAUNCHING 2Q2022

4
SDH

SARANSIRI RAMA 2



New

New

BURASIRI KRUNGTHEP KREETHA



Hua Mark Sub-district, Bangkoki District, Bangkok

- 276 Units
- THB 4,450 Million

LAUNCHING 2Q2022

2
Mix

ANASIRI RAMKHAMHAENG



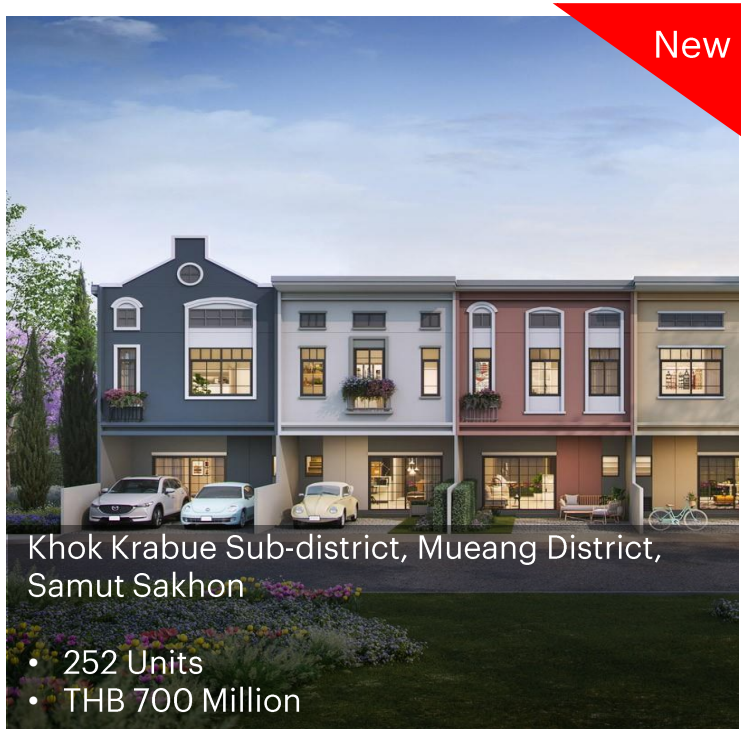
ANASIRI RATCHAPRUEK - 346



LAUNCHING 2Q2022

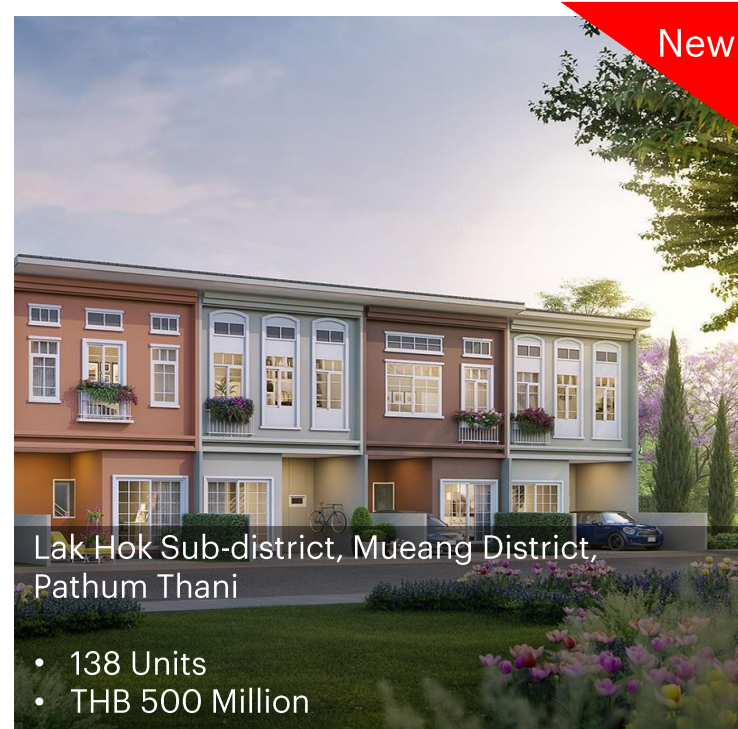
SIRI PLACE

RAMA 2 - WONGWAEN



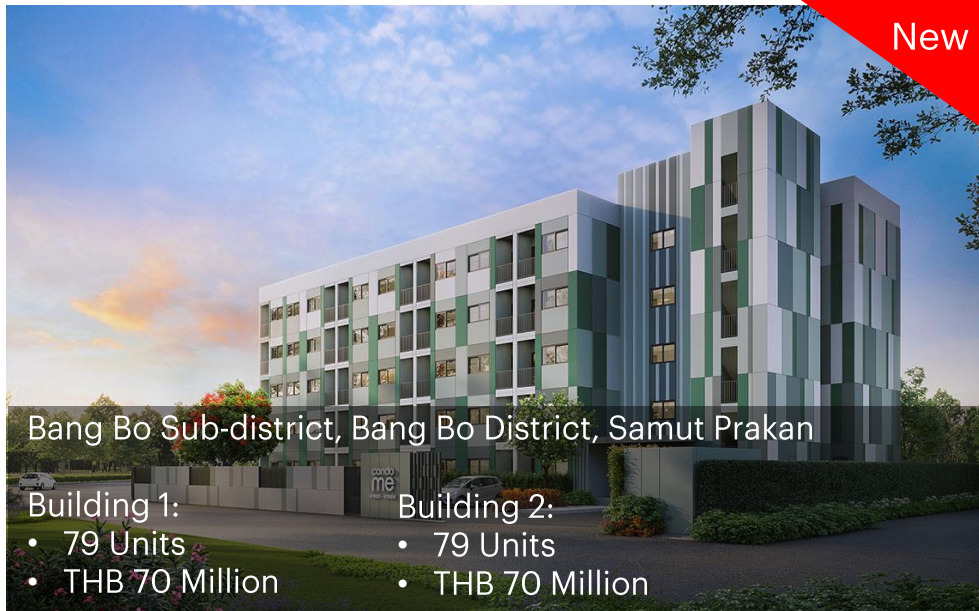
SIRI PLACE

DON MUEANG - SONGPRAPHA



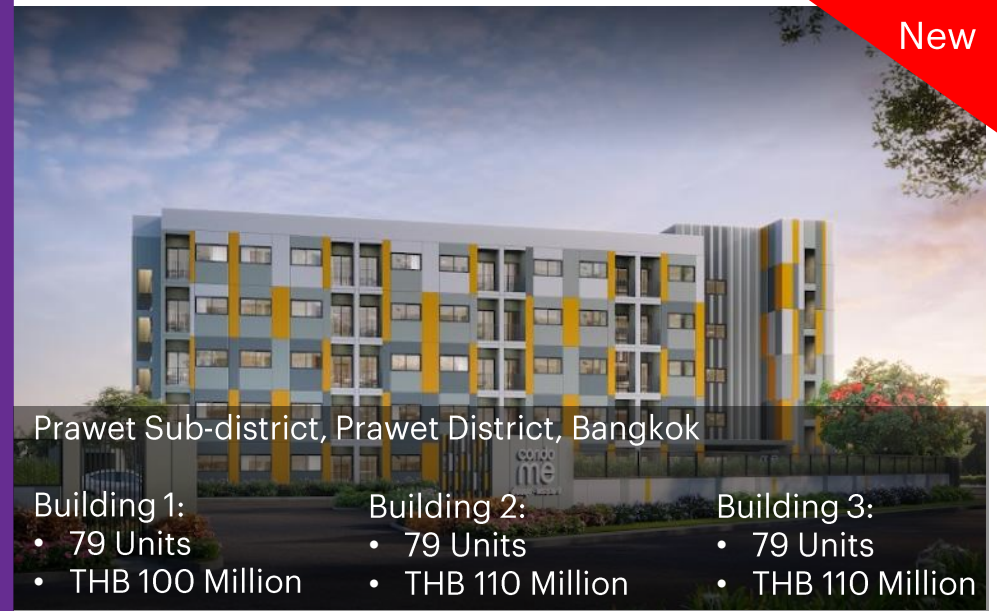
PRE-LAUNCH IN 2Q2022

condo
me
อโศก - ทรายทอง



5
Condo

condo
me
อ่อนนุช - พระราม 9



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PRESALE UPDATES

SECTION 2

PRESALE UPDATE

As of 15th May 2022

Unit: THB Million

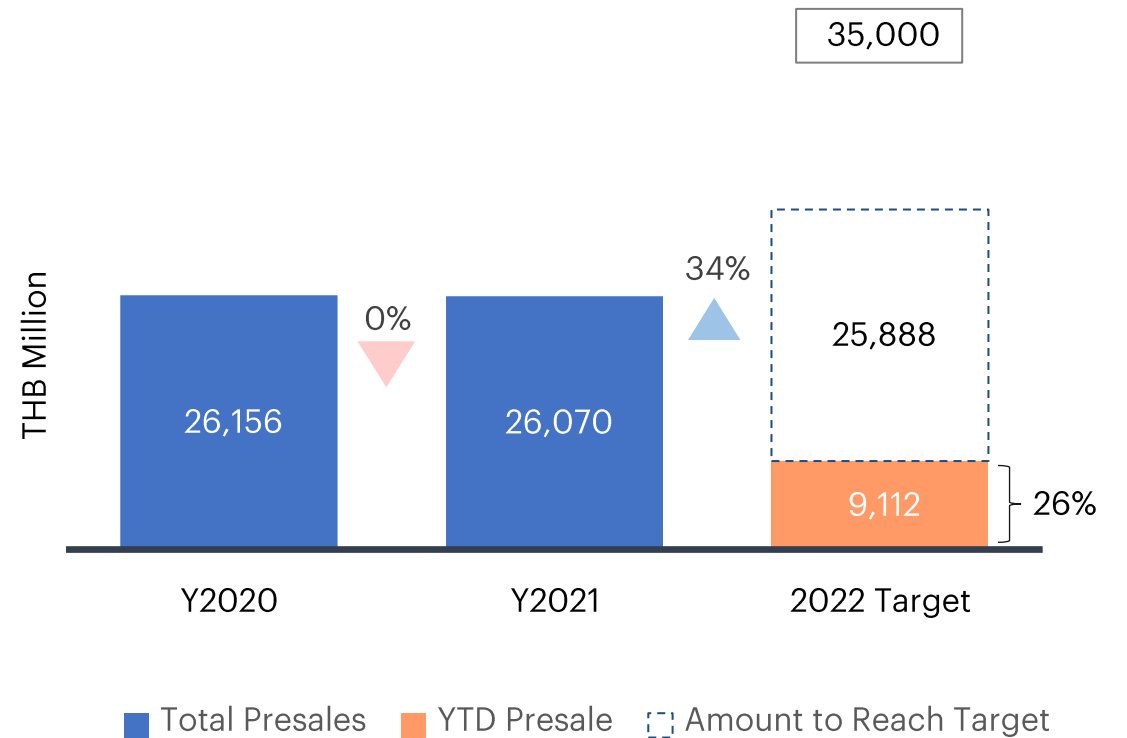
	1Q2022	4Q2021	1Q2021	%Q-o-Q	%Y-o-Y
Total Presales	5,973	5,966	6,042	0%	-1%
Single-detached House & Mixed Products	3,286	3,898	4,213	-16%	-22%
Townhome	646	278	480	132%	35%
Condominium	2,041	1,790	1,350	14%	51%
SIRI	1,152	1,207	122	-5%	842%
SIRI-BTS (50 : 50)	748	601	1,130	24%	-34%
SIRI-TK (70 : 30)	142	(18)	97	876%	46%

PRESALE UPDATES



DEMI SATHU 49

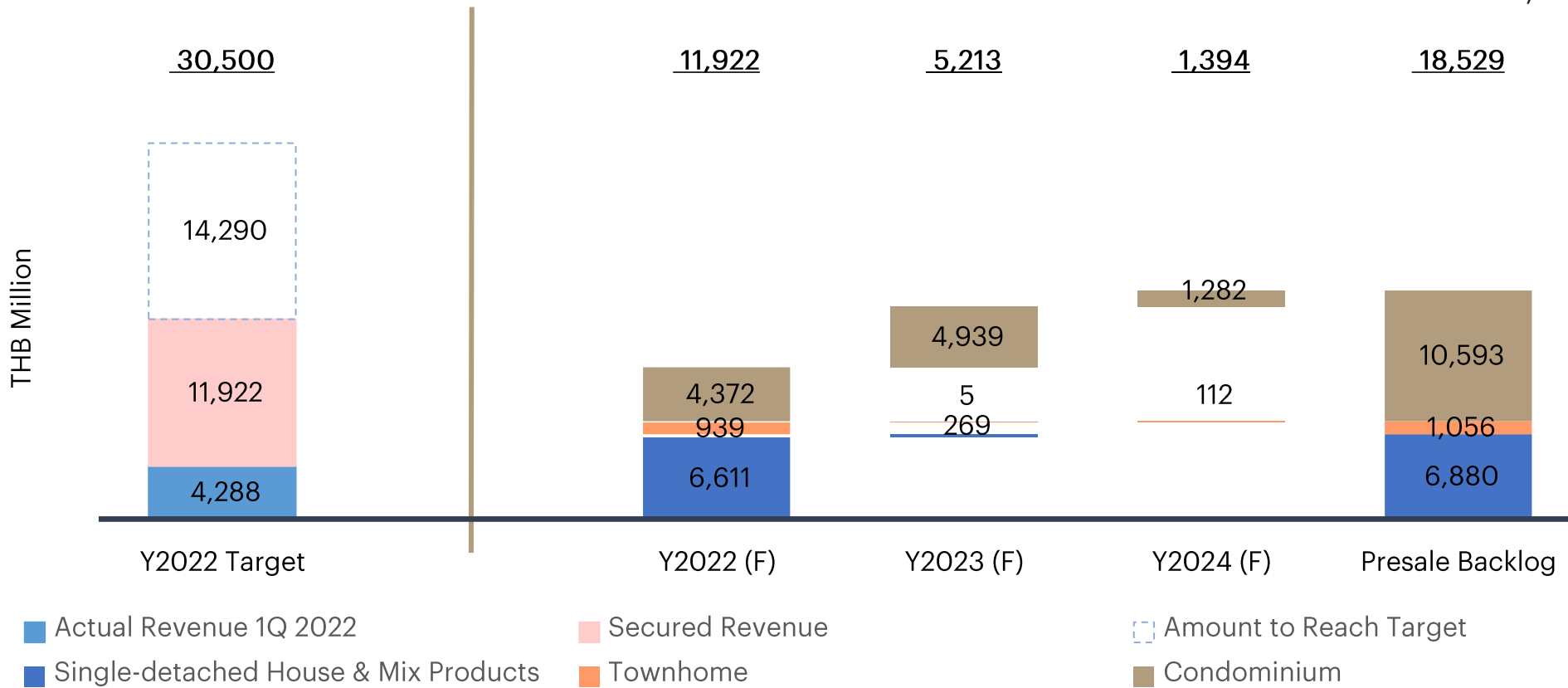
As of 15th May 2022



SANSIRI BACKLOG

53% Secured Revenue from Total Target of THB 30,500 Million

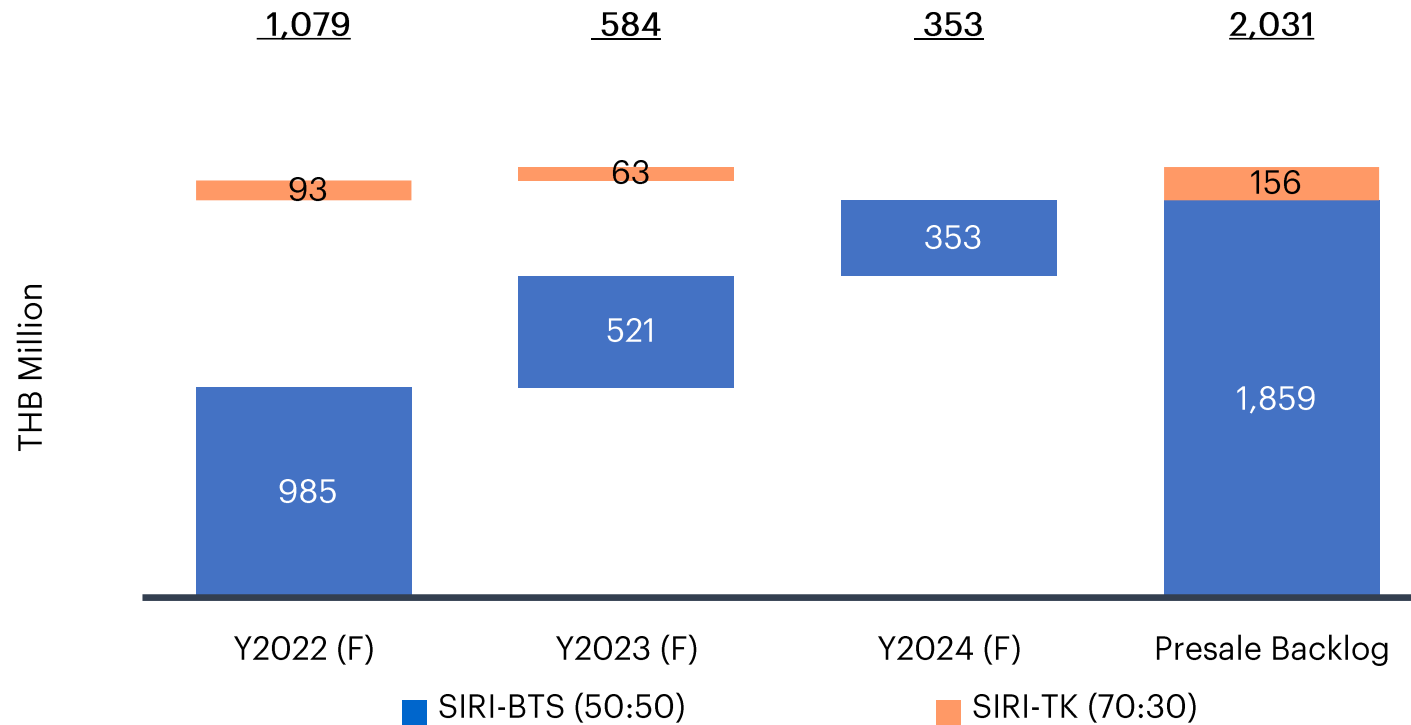
As of 15th May 2022



JOINT VENTURES' PRESALE BACKLOG

THB 2,031 Million Total JV Backlog

As of 15th May 2022



PROJECTS TRANSFERRED IN 1Q2022



67%
TRANSFERRED

CONDO ME NAWANAKORN P2

Chiang Rak Noi Sub-district, Bang Pa-in District, Phra Nakhon Si Ayutthaya

- 79 Units
- THB 100 Million




4%
TRANSFERRED

SARANSIRI PRACHAUTHIT 90

Phra Samut Chedi District, Samut Prakan

- 402 Units
- THB 2,087 Million



11%
TRANSFERRED

SIRI PLACE PHAHOLYOTHIN 52

Khlong Thanon Sub-district, Sai Mai District, Bangkok

- 270 Units
- THB 950 Million

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FINANCIAL PERFORMANCE

SECTION 3

FINANCIAL STATEMENT 1Q2022

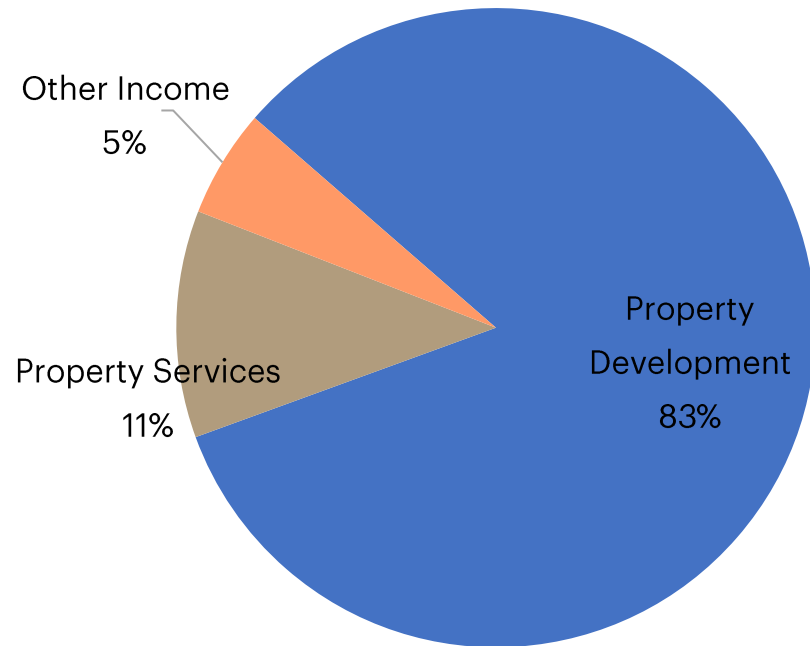
	1Q2022		4Q2021		1Q2021		%	
	THB Million	%	THB Million	%	THB Million	%	Q-o-Q	Y-o-Y
Total Revenue	5,220	100.0	7,460	100.0	6,827	100.0	(30.0)	(23.5)
Cost of Goods Sold	3,376	64.7	4,755	63.7	4,797	70.3	(29.0)	(29.6)
Gross Profit	1,845	35.3	2,706	36.3	2,029	29.7	(31.8)	(9.1)
SG&A	1,190	22.8	2,201	29.5	1,258	18.4	(45.9)	(5.4)
Selling Expenses	291	5.6	212	2.8	430	6.3	37.2	(32.4)
Administrative Expenses	899	17.2	1,989	26.7	828	12.1	(54.8)	8.6
Operating Profit	655	12.5	505	6.8	771	11.3	29.8	(15.1)
Share of Gain (Loss) from JV	20	0.4	100	1.3	9	0.1	(80.4)	127.0
Share of Gain (Loss) from Investments	(6)	(0.1)	6	0.1	(1)	(0.0)	(196.8)	(404.2)
Finance Income	60	1.2	54	0.7	37	0.5	11.3	62.2
Finance Cost	(325)	(6.2)	(290)	(3.9)	(306)	(4.5)	(12.3)	(6.1)
EBT	403	7.7	375	5.0	510	7.5	7.5	(20.8)
Tax [Effective Tax Rate]	130	32.1	68	18.1	151	29.6	90.4	(14.1)
Minority Interest	(29)	(0.5)	(36)	(0.5)	(25)	(0.4)	(20.0)	13.4
Net Profit	303	5.8	343	4.6	384	5.6	(11.8)	(21.2)

REVENUE BREAKDOWN 1Q2022

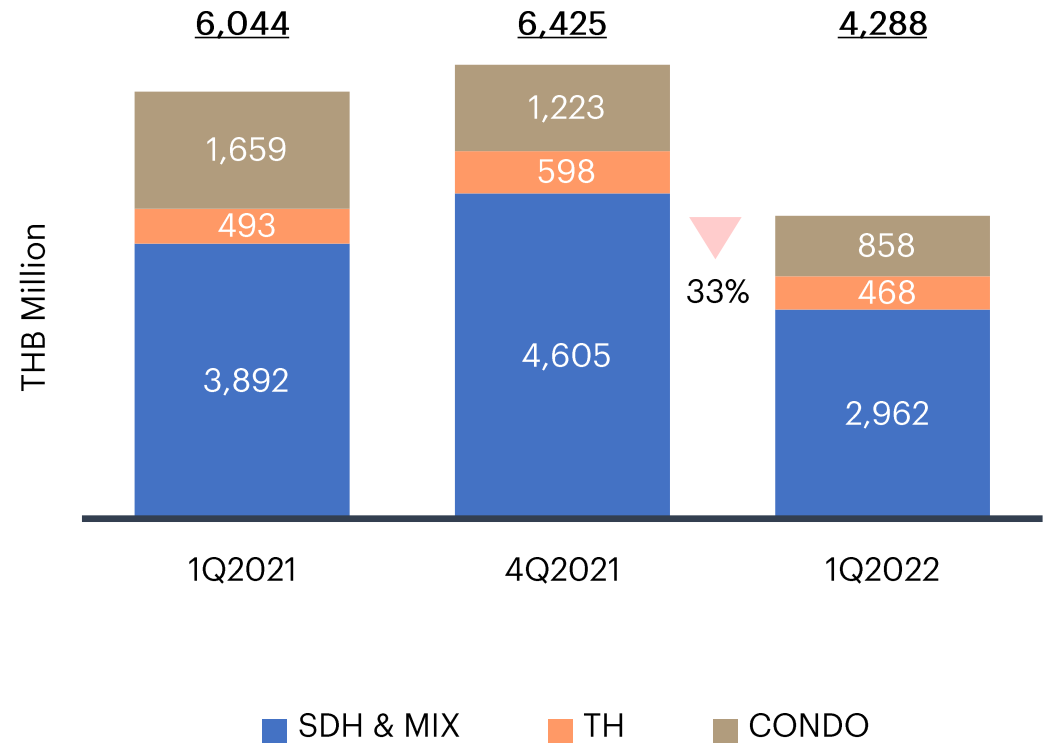
Revenue Breakdown	1Q2022		4Q2021		1Q2021		%	
	THB Million	%	THB Million	%	THB Million	%	Q-o-Q	Y-o-Y
Property Development	4,336	83.0	6,467	86.7	6,080	89.1	(33.0)	(28.7)
▶ Project Sales	4,288	82.1	6,425	86.1	6,044	88.5	(33.3)	(29.1)
▶ Rental Business	48	0.9	41	0.6	36	0.5	15.6	31.6
Property Services	600	11.5	620	8.3	567	8.3	(3.2)	5.7
▶ Business Management	364	7.0	415	5.6	432	6.3	(12.3)	(15.7)
▶ Hotel Management Services	106	2.0	105	1.4	62	0.9	0.7	69.8
▶ Other Property Services	130	2.5	100	1.3	73	1.1	30.4	77.9
Other Income	285	5.5	374	5.0	179	2.6	(23.7)	59.4
Total Revenues	5,220	100.0	7,460	100.0	6,827	100.0	(30.0)	(23.5)

REVENUE BREAKDOWN 1Q2022

1Q2022 TOTAL REVENUE BREAKDOWN



REVENUE FROM PROJECT SALES

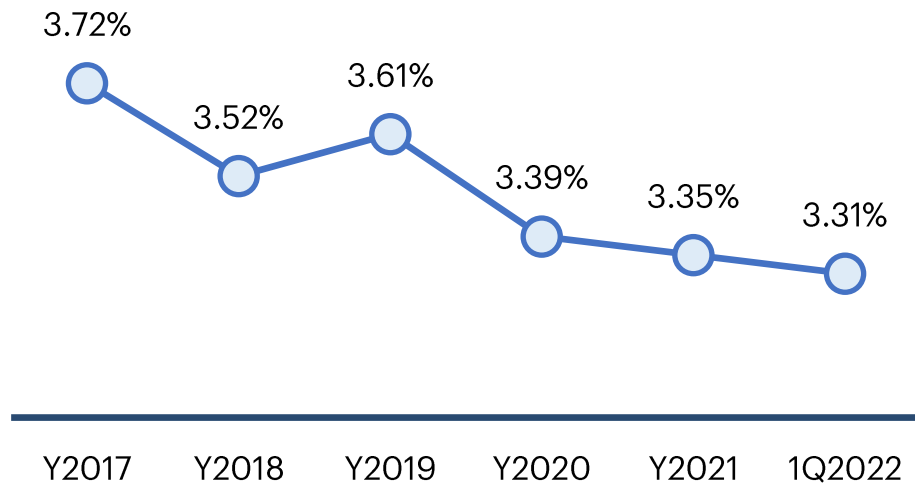


FINANCIAL HIGHLIGHTS

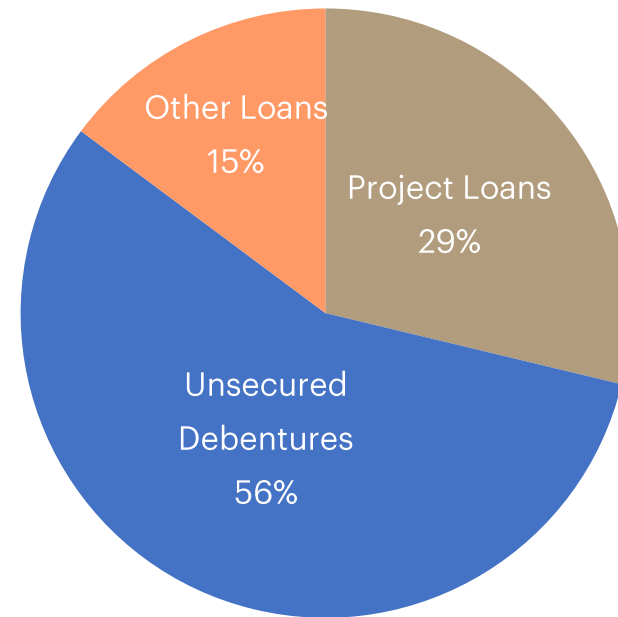
	1Q2022	4Q2021	1Q2021	% Q-o-Q	% Y-o-Y
Cash Balance (THB Million)	2,186	2,181	2,729	0.2	(19.9)
Interest-Bearing Debt (THB Million)	66,972	63,694	57,254	5.1	17.0
- Project Loans	19,257	18,156	18,986	6.1	1.4
- Unsecured Debentures	37,795	35,664	35,247	6.0	7.2
- Other Loans (Short-term Loan)	9,919	9,874	3,021	0.5	228.3
D/E (Times)	1.91	1.85	1.88	3.3	1.7
Gearing (Times)	1.63	1.55	1.44	4.8	13.3
Net Gearing (Times) (internal policy of 1.5 - 1.7)	1.58	1.50	1.37	4.9	15.0
Earning per Share (Baht)	0.015	0.018	0.020	(15.5)	(27.6)

FINANCIAL HIGHLIGHTS

AVERAGE COST OF DEBT



1Q2022 INTEREST-BEARING DEBT



UNSECURED DEBENTURES

As of 9th May 2022

	Issue Size (MB)	Duration (yrs.)	Avg. Coupon	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
SIRI 229A	2,000	5.0	3.35										
SIRI 231A	4,000	5.0	3.35										
SIRI 229B	2,500	3.8	3.60										
SIRI 225A	450	3.0	3.50										
SIRI 236A	4,000	3.8	3.90										
SIRI 228A	250	3.0	3.25										
SIRI 230A	4,000	3.8	3.75										
SIRI 245A	1,378	3.6	3.95										
SIRI 240A	3,600	3.7	4.20										
SIRI 234A	40	2.0	0.00										
SIRI 226A	300	1.0	2.55										
SIRI 226B	300	1.0	2.55										
SIRI 252A	6,000	3.6	3.80										
SIRI 243A	498	2.6	3.00										
SIRI 24DA	800	3.0	3.50										
SIRI 26DA	200	5.0	4.50										
SIRI 24DB	500	3.0	3.50										
SIRI 247A	2,000	2.6	3.10										
SIRI 252B	100	3.0	3.20										
SIRI 263A	5,000	4.0	3.75										
Repayment Maturity				-	-	-	-	-	5,800	12,040	8,776	6,100	5,200

ESOP#8

As of 31st Mar 2022

- Number of ESOP Offered : 700 Million Units
- Duration : 5 years from the issuance of (vesting 20% per year)
- Exercise Period : Monthly
- Ratio (Warrant : Share) : 1 : 1
- Exercise Price : 1.10 Baht
- Exercised ESOP : 23.12 Million Units
- Total Number of Paid-up Shares : 14,885,849,320 shares



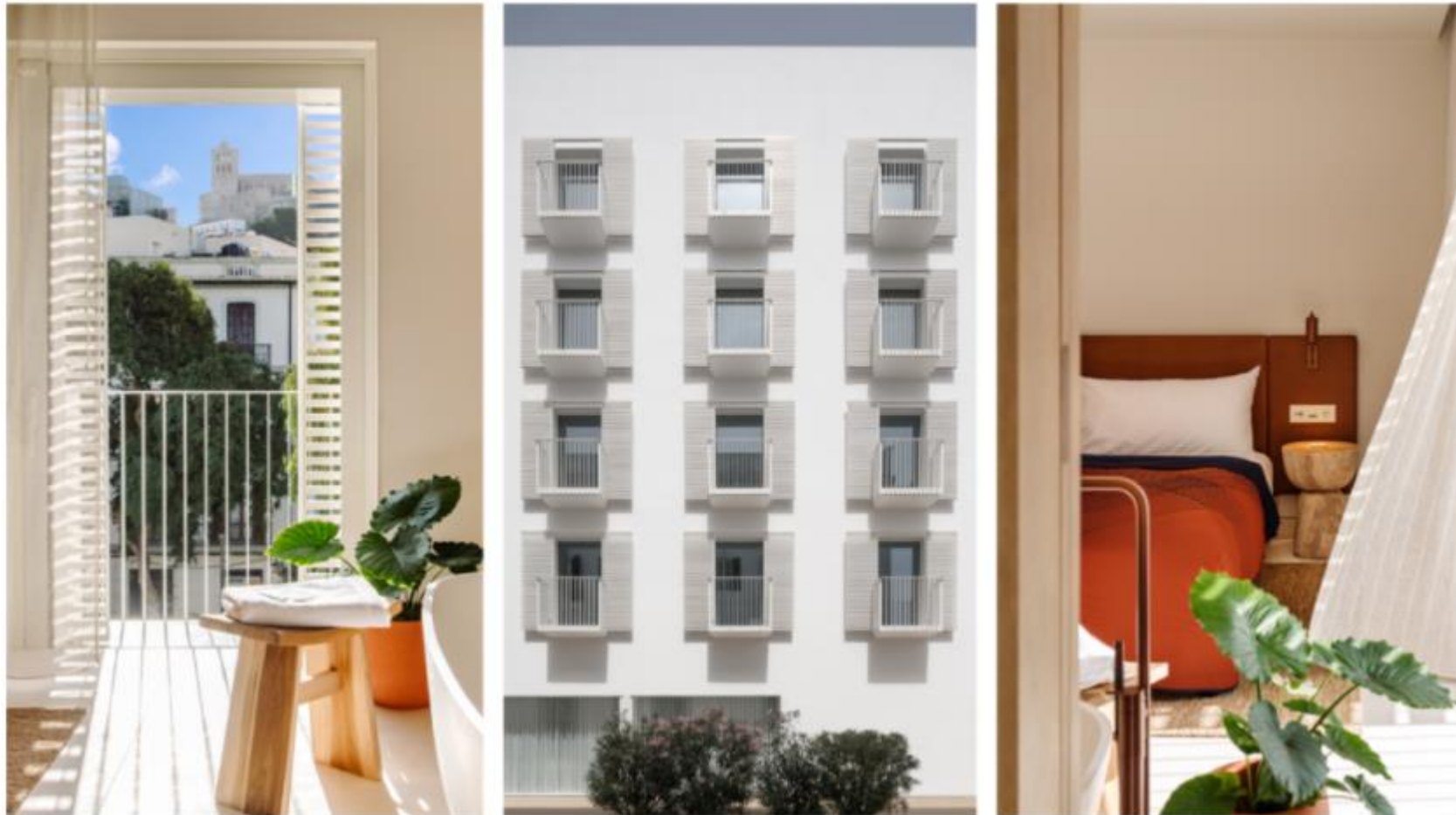
INVESTMENTS UPDATE

SECTION 4

THE STANDARD HOTEL : IBIZA

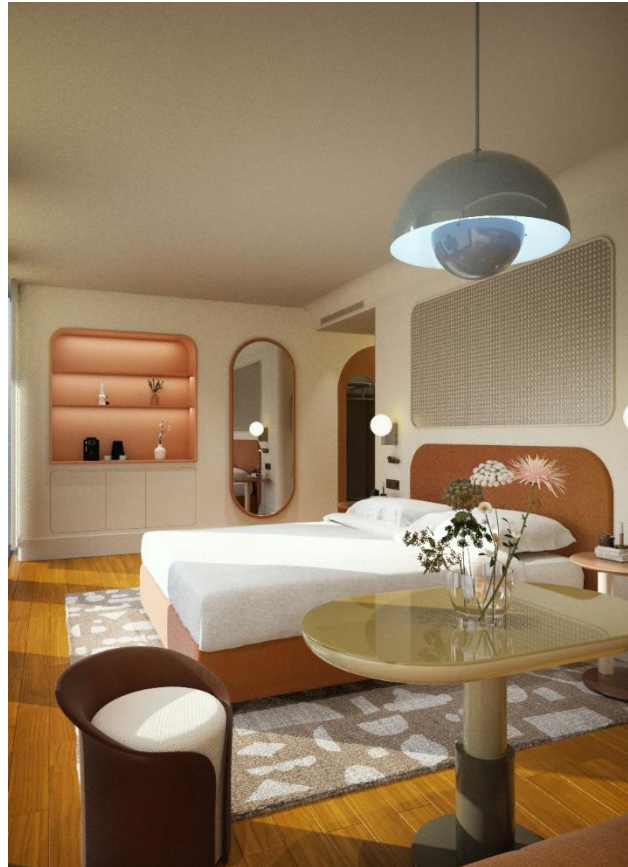
The Standard Ibiza Opening in April 2022

The Standard



THE STANDARD HOTEL : BANGKOK MAHANAKHON

The First Flagship Hotel in Asia Opening in 3Q2022



THE PERI HOTEL : BANGKOK SUKHUMVIT

Expected opening in 2025





MADE FOR LIFE... MADE FOR EVERYONE



THANK YOU FOR YOUR ATTENTION

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