



**2Q2022 ANALYST MEETING
&
2H2022 BUSINESS PLAN**

Microsoft Teams Meeting
Sansiri Public Company Limited

19th August 2022

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SIRI PLACE DON MUEANG-SONGPRAPHA

AGENDA

- 2Q2022 Performance Recap

Section 1: Project Updates

Section 2: Presale Updates

Section 3: Financial Performance

Section 4: Investments Updates

- 2H2022 Business Plan

2Q2022 PERFORMANCES

2Q2022 HIGHLIGHTS

PERFORMANCE

Unit: THB Million

7,325

Net Presales

▲23% QoQ
▼8% YoY

7,838

Transfer

▲36% QoQ
▼11% YoY

7,837

Total Revenue

▲50% QoQ
▼3% YoY

918

Net Profit

▲203% QoQ
▲39% YoY

NEW PROJECT LAUNCHED

9

Projects

8,893

THB Million



SDH & MIX
4 projects
THB 4,888 Million



Townhome
4 projects
THB 3,625 Million



Condominium
1 projects
THB 380 Million

PROJECT UPDATES

SECTION 1

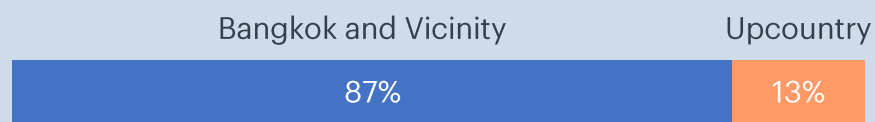
STRONG ACTIVE PROJECTS IN PIPELINE

As of 14th August 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	43	85,863	30%	26,034	3,848	6.8
Townhome	26	20,692	51%	10,515	3,243	3.2
Condominium	31	63,544	32%	20,472	5,223	3.9
SIRI	26	47,781	39%	18,779	5,041	3.7
SIRI-BTS (50 : 50)	4	12,489	9%	1,161	86	13.5
SIRI-TK (70 : 30)	1	3,274	16%	533	96	5.5
Total	100	170,098	34%	57,022	12,314	4.6

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




% Available For Sale Breakdown By Location



% Available for Sale Breakdown by Segment



Y2022 LAUNCH PLAN

					
	SDH & MIX	TH	Condo	No. of Project	Project Value (MB)
1Q	1	3	2 ²	6	9,915
2Q	4	4	1	9	8,893
3Q	4 ¹	3	8	12	13,399
4Q	7	2	7	19	17,793
No. of Project	16	12	18	46	
Project Value (MB)	32,520	7,786	9,694		50,000
Proportion	65%	16%	19%	100%	

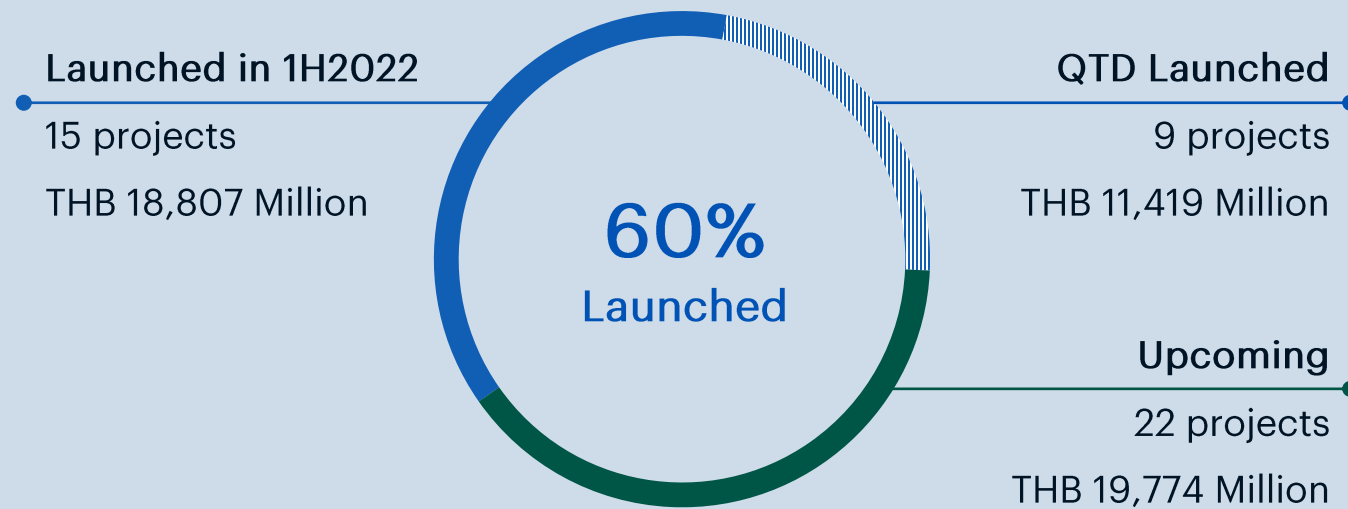
¹ including 1 JV project with Tokyu Corporation

² including 1 JV project with BTS

1H2022 LAUNCH PLAN TRACKING

46 PROJECTS

THB 50,000 MB IN VALUE



PROJECT LAUNCHED IN 2Q2022

9 Projects || 8,893 Million baht

2Q2022 LAUNCHED RECAP

SARANSIRI

RAMA 2



Tha Kham Sub-district,
Bang Khun Thian District, Bangkok

- 135 Units
- THB 1,275 Million

Sale start: Jun 2022

SARANSIRI

BANG NA



Bang Sao Thong District, Samut Prakan

- 246 Units
- THB 1,905 Million

Sale start: Jun 2022

ANASIRI

RAMKHAMHAENG



Khlong Song Ton Nun Sub-district,
Lat Krabang District, Bangkok

- 272 Units
- THB 1,070 Million

Sale start: May 2022

ANASIRI

RATCHAPRUEK - 346



Bang Duea Sub-district, Mueang District,
Pathum Thani

- 164 Units
- THB 637 Million

Sale start: May 2022

2Q2022 LAUNCHED RECAP

DEMI

SATHU 49



Bang Phong Phang Sub-district,
Yannawa District, Bangkok

- 72 Units
- THB 1,636 Million

Sale start: Apr 2022

SIRI PLACE

BANGNA - SUVARNABHUMI



Srisa Chorakhe Noi Sub-district,
Bang Sao Thong District, Samut Prakan

- 285 Units
- THB 730 Million

Sale start: May 2022

SIRI PLACE

RAMA 2 - WONGWAEN



Khok Krabue Sub-district, Mueang District,
Samut Sakhon

- 252 Units
- THB 764 Million

Sale start: Jun 2022

SIRI PLACE

DON MUEANG - SONGPRAPHA



Lak Hok Sub-district, Mueang District,
Pathum Thani

- 138 Units
- THB 495 Million

Sale start: Jun 2022

2Q2022 LAUNCHED RECAP

Let's say **HAY!**
เปิดรับความสดใส วันไหนๆ ก็เฮย์



Hua Hin District, Prachuap Khiri Khan

- 252 Units
- THB 380 Million
- Sale start: Apr 2022



PROJECT TO BE LAUNCHED IN 3Q2022

12 Projects || 13,399 Million baht

LAUNCHED 3Q2022



THE RETURN OF 'NARASIRI'

Hua Mak Sub-district, Bang Kapi District,
Bangkok

- 86 Units
- THB 5,816 Million
- Sale start: Jul 2022

LAUNCHED 3Q2022



THE FIRST JOINT VENTURE HOUSING
PROJECT WITH TOKYU CORPORATION

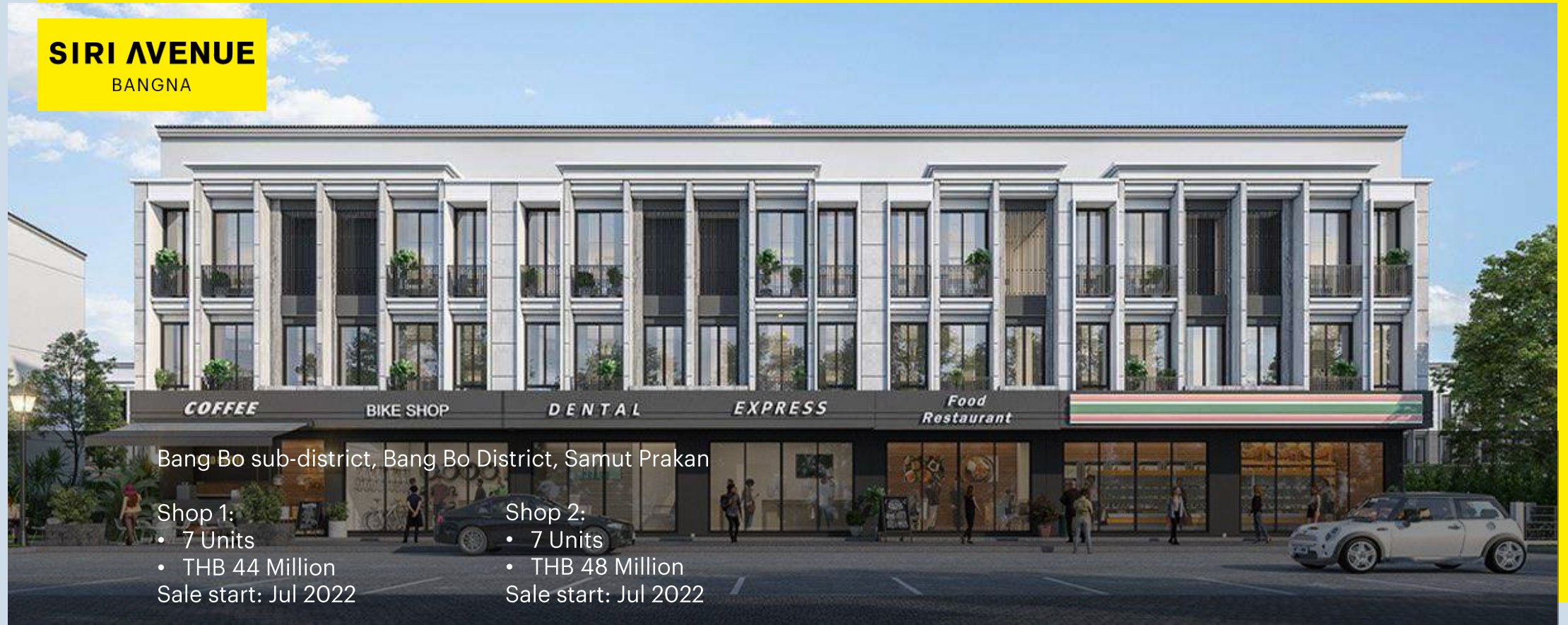


Hua Mak Sub-district, Bang Kapi District,
Bangkok

- 276 Units
- THB 4,949 Million
- Sale start: Jul 2022

LAUNCHED 3Q2022

SIRI AVENUE BANGNA



Bang Bo sub-district, Bang Bo District, Samut Prakan

Shop 1:
• 7 Units
• THB 44 Million
Sale start: Jul 2022

Shop 2:
• 7 Units
• THB 48 Million
Sale start: Jul 2022

LAUNCHED 3Q2022



Bang Bo Sub-district, Bang Bo District,
Samut Prakan

Building A:

- 79 Units each
- THB 102 Million

Building B:

- 79 Units
- THB 100 Million

Sale Start : Jul 2022



Prawet Sub-district, Prawet District,
Bangkok

Building A:

- 79 Units
- THB 124 Million

Building B:

- 79 Units
- THB 132 Million

Sale Start : Jul 2022



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

Building C:

- 79 Units
- THB 100 Million

Sale Start : Jul 2022

LAUNCHING 3Q2022

SARANSIRI

TIENTALAY 30



Tha Kham Sub-district,
Bang Khun Thian District, Bangkok

- 87 Units
- THB 930 Million

SIRI PLACE

RANGSIT 2



Ban Klang Sub-district,
Mueang District, Pathum Thani

- 370 Units
- THB 1,000 Million

condo me

สินธร



Khok Kham Sub-district,
Mueang District, Samut Sakhon

- Building A
- 49 Units
 - THB 50 Million

PRESALE UPDATES

SECTION 2

PRESALE UPDATE

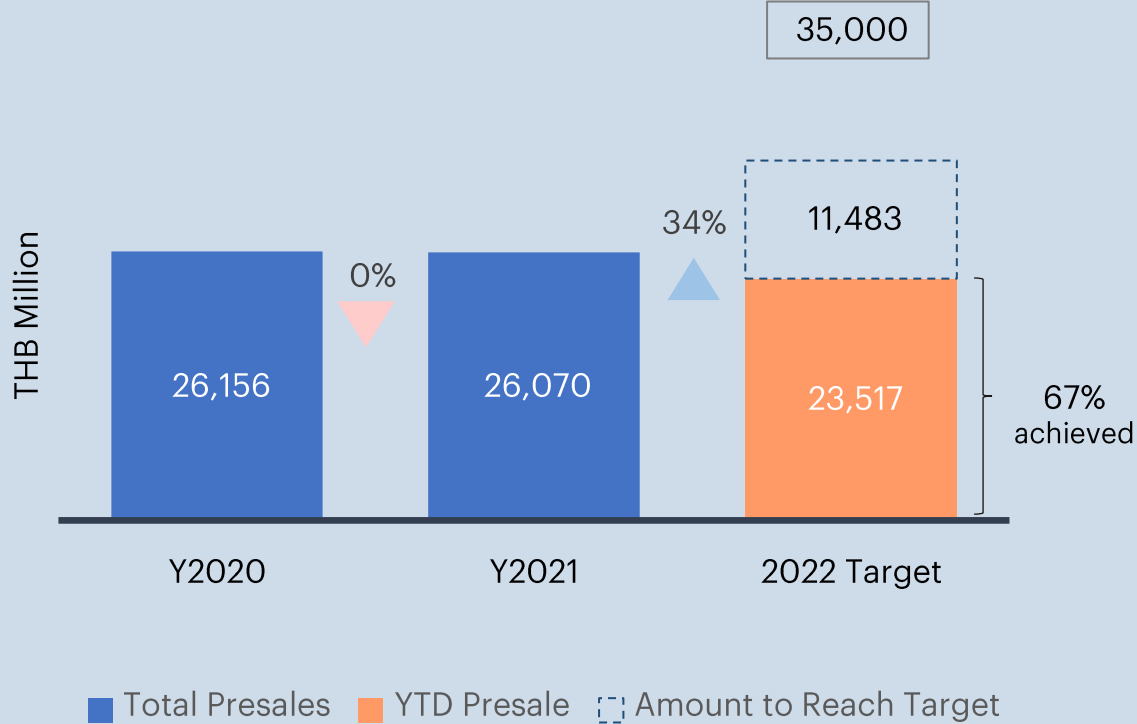
Unit: THB Million

	2Q2022	1Q2022	2Q2021	%Q-o-Q	%Y-o-Y
Total Presales	7,325	5,973	7,929	23%	-8%
Single-detached House & Mixed Products	4,504	3,286	4,885	37%	-8%
Townhome	1,442	646	957	123%	51%
Condominium	1,378	2,041	2,087	-32%	-34%
SIRI	691	1,152	1,360	-40%	-49%
SIRI-BTS (50 : 50)	616	748	637	-18%	-3%
SIRI-TK (70 : 30)	71	142	90	50%	-21%



PRESALE UPDATES

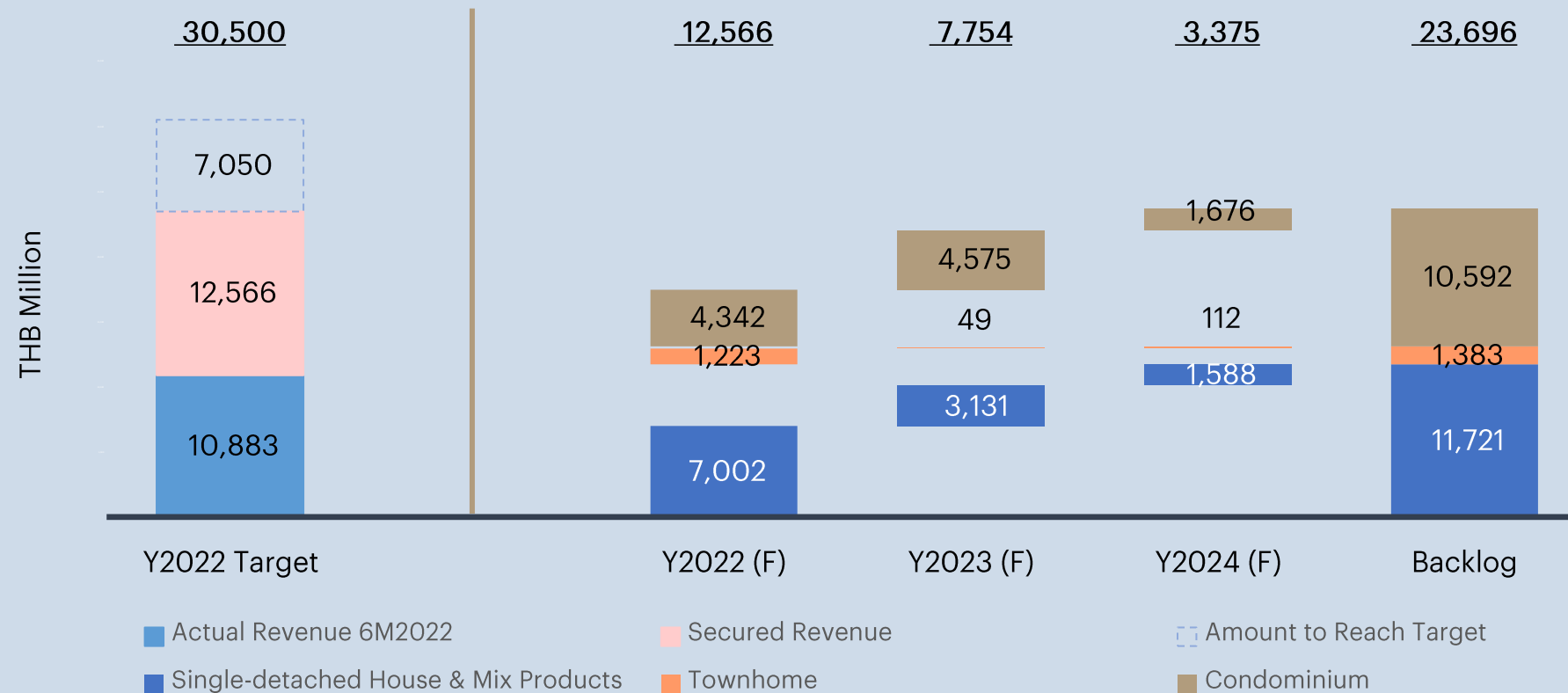
As of 14th August 2022



SANSIRI BACKLOG

77% Secured Revenue from Total Target of THB 30,500 Million

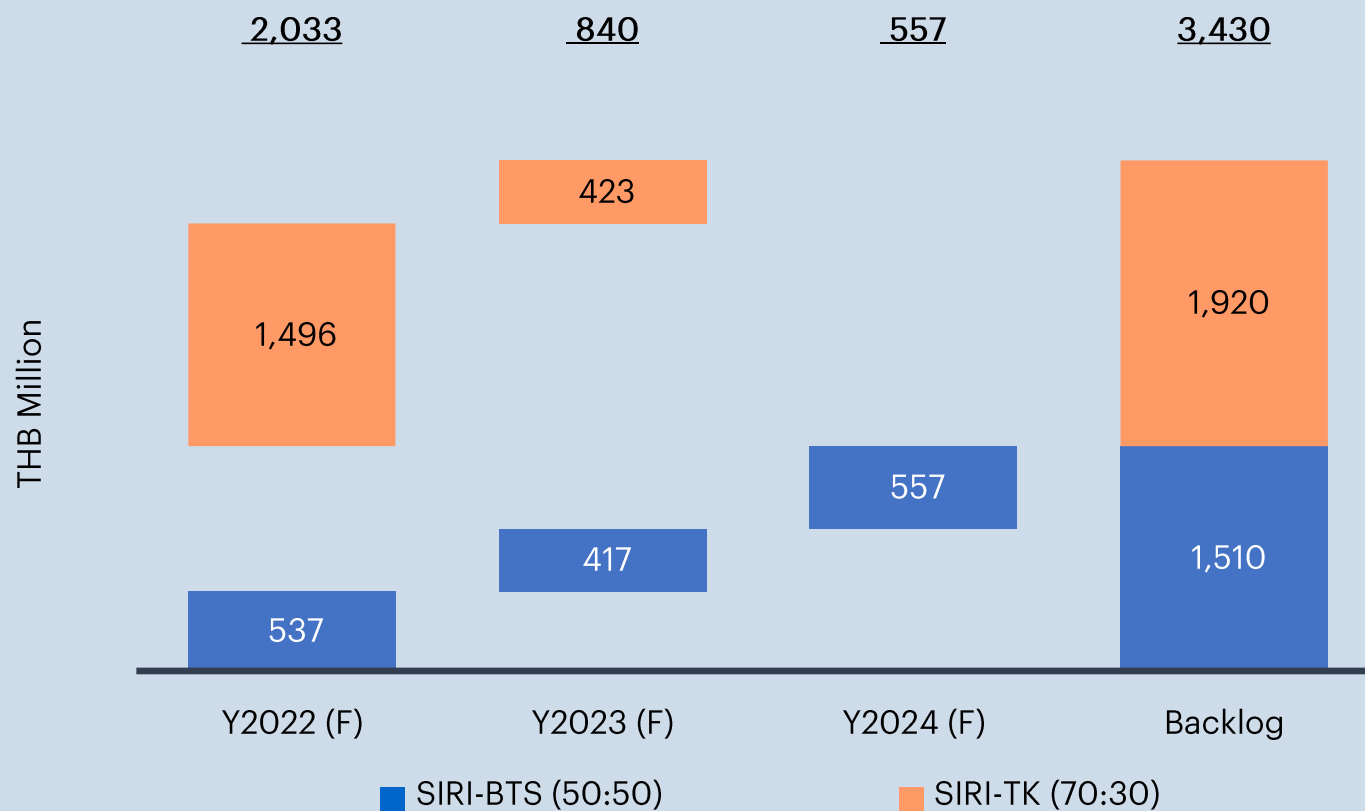
As of 14th August 2022



JOINT VENTURES BACKLOG

THB 3,430 Million Total JV Backlog

As of 14th August 2022



CONDOMINIUM START TRANSFERRED IN 2Q2022

**THE
BASE**

PHETCHABURI
THONGLOR



Bang Kapi Sub-district,
Huai Khwang District, Bangkok

- 498 Units
- THB 2,008 Million

CONDOMINIUM TO BE TRANSFERRED IN 2H2022



CONDOMINIUM TO BE TRANSFERRED IN 2H2022



FINANCIAL PERFORMANCE

SECTION 3

2Q2022 FINANCIAL STATEMENT

	2Q2022		1Q2022		2Q2021		%	
	THB Million	%	THB Million	%	THB Million	%	Q-o-Q	Y-o-Y
Total Revenue	7,837	100.0	5,220	100.0	8,042	100.0	50.1	(2.5)
Cost of Goods Sold	5,053	64.5	3,376	64.7	5,289	65.8	49.7	(4.5)
Gross Profit	2,784	35.5	1,845	35.3	2,753	34.2	50.9	1.1
SG&A	1,496	19.1	1,190	22.8	1,567	19.5	25.7	(4.6)
Selling Expenses	500	6.4	291	5.6	577	7.2	71.9	(13.3)
Administrative Expenses	995	12.7	899	17.2	990	12.3	10.7	0.5
Operating Profit	1,288	16.4	655	12.5	1,186	14.7	96.8	8.7
Share of Gain (Loss) from JV	52	0.7	20	0.4	(31)	(0.4)	164.5	267.8
Share of Gain (Loss) from Investments	(12)	(0.2)	(6)	(0.1)	(4)	(0.0)	(109.3)	(214.3)
Finance Income	56	0.7	60	1.2	50	0.6	(6.4)	12.4
Finance Cost	(231)	(2.9)	(325)	(6.2)	(286)	(3.6)	(29.0)	(19.2)
EBT	1,154	14.7	403	7.7	915	11.4	185.9	26.0
Tax [Effective Tax Rate]	264	22.8	130	32.1	273	29.8	103.4	(3.5)
Minority Interest	(28)	(0.4)	(29)	(0.5)	(19)	(0.2)	(3.7)	41.9
Net Profit	918	11.7	303	5.8	662	8.2	203.3	38.6

1H2022 FINANCIAL STATEMENT

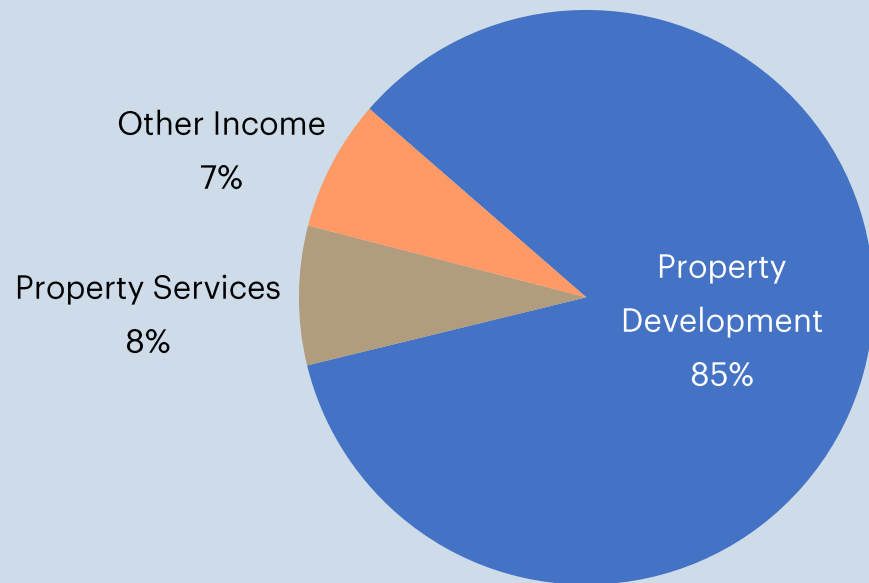
	1H2022		2H2021		1H2021		%	
	THB Million	%	THB Million	%	THB Million	%	H-o-H	Y-o-Y
Total Revenue	13,057	100.0	14,690	100.0	14,868	100.0	(11.1)	(12.2)
Cost of Goods Sold	8,428	64.5	9,521	64.8	10,086	67.8	(11.5)	(16.4)
Gross Profit	4,629	35.5	5,169	35.2	4,782	32.2	(10.4)	(3.2)
SG&A	2,686	20.6	3,886	26.5	2,825	19.0	(30.9)	(4.9)
Selling Expenses	792	6.1	819	5.6	1,013	6.8	(3.3)	(21.9)
Administrative Expenses	1,894	14.5	2,731	18.6	1,812	12.2	(30.6)	4.5
Operating Profit	1,943	14.9	1,283	8.7	1,957	13.2	51.5	(0.7)
Share of Gain (Loss) from JV	71	0.5	97	0.7	(22)	(0.1)	26.6	421.1
Share of Gain (Loss) from Investments	(18)	(0.1)	5	0.0	(5)	(0.0)	(464.9)	(257.8)
Finance Income	117	0.9	102	0.7	87	0.6	13.7	33.6
Finance Cost	(556)	(4.3)	(573)	(3.9)	(592)	(4.0)	(3.0)	(6.1)
EBT	1,557	11.9	914	6.2	1,425	9.6	70.3	9.3
Tax [Effective Tax Rate]	393	25.2	313	34.2	424	29.7	25.6	(7.2)
Minority Interest	(56)	(3.6)	(34)	(3.7)	(45)	(3.1)	65.6	25.8
Net Profit	1,220	9.3	635	4.3	1,046	7.0	92.1	16.7

2Q2022 REVENUE BREAKDOWN

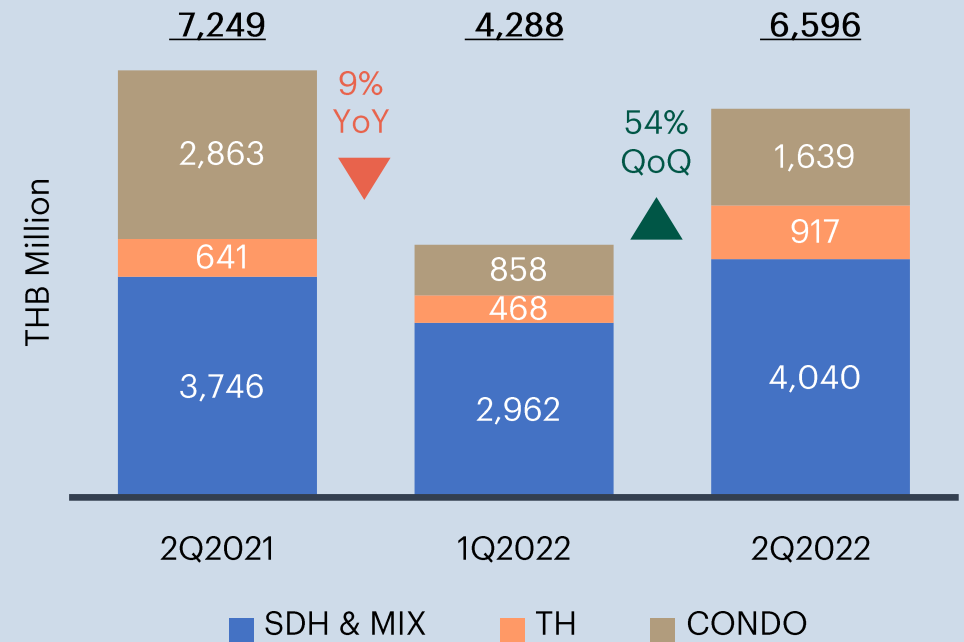
Revenue Breakdown	2Q2022		1Q2022		2Q2021		%	
	THB Million	%	THB Million	%	THB Million	%	Q-o-Q	Y-o-Y
Property Development	6,646	84.8	4,336	83.0	7,290	90.7	53.3	(8.8)
▶ Project Sales	6,596	84.2	4,288	82.1	7,249	90.1	53.8	(9.0)
▶ Rental Business	50	0.6	48	0.9	41	0.5	4.9	23.3
Property Services	613	7.8	600	11.5	549	6.8	2.2	11.6
▶ Business Management	381	4.9	364	7.0	446	5.5	4.5	(14.5)
▶ Hotel Management Services	129	1.6	106	2.0	67	0.8	21.7	93.0
▶ Other Property Services	104	1.3	130	2.5	37	0.5	(20.1)	180.6
Other Income	578	7.4	285	5.5	202	2.5	102.7	185.9
Total Revenues	7,837	100.0	5,220	100.0	8,042	100.0	50.1	(2.5)

2Q2022 REVENUE BREAKDOWN

2Q2022 TOTAL REVENUE BREAKDOWN



REVENUE FROM PROJECT SALES

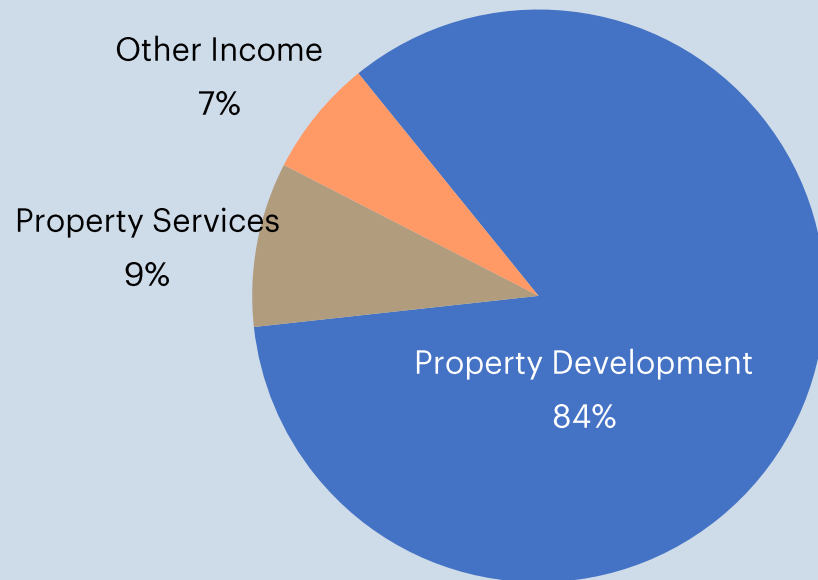


1H2022 REVENUE BREAKDOWN

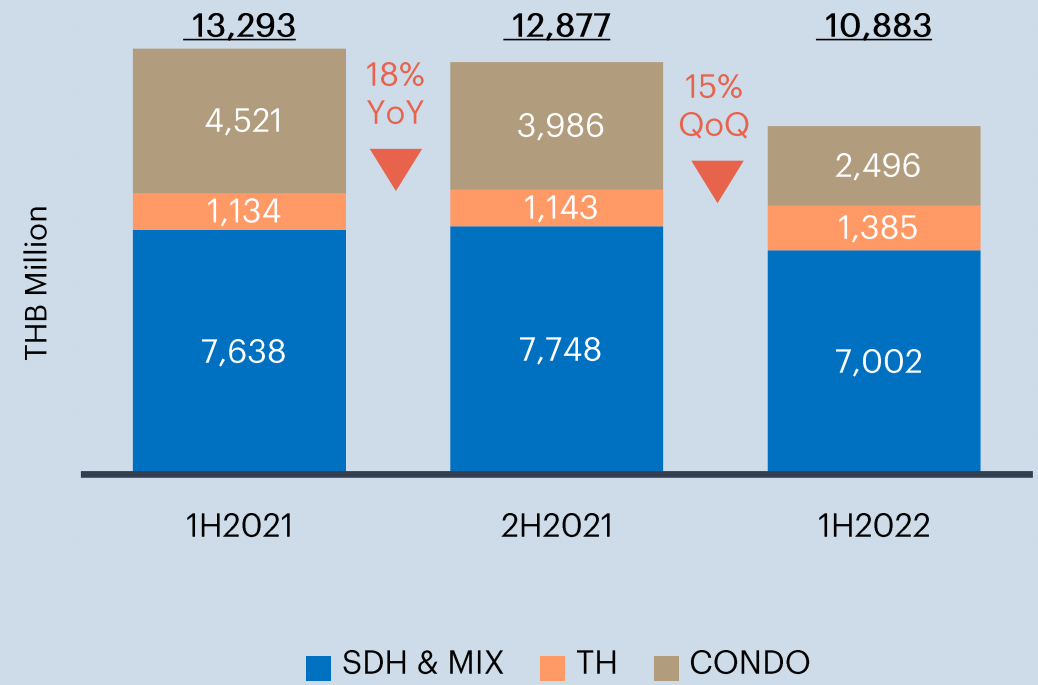
Revenue Breakdown	1H2022		2H2021		1H2021		%	
	THB Million	%	THB Million	%	THB Million	%	H-o-H	Y-o-Y
Property Development	10,981	84.1	12,955	88.2	13,370	89.9	(15.2)	(17.9)
▶ Project Sales	10,883	83.3	12,877	87.7	13,293	89.4	(15.5)	(18.1)
▶ Rental Business	98	0.8	79	0.5	77	0.5	25.0	27.3
Property Services	1,213	9.3	1,147	7.8	1,117	7.5	5.8	8.6
▶ Business Management	745	5.7	809	5.5	878	5.9	(7.9)	(15.1)
▶ Hotel Management Services	235	1.8	186	1.3	129	0.9	26.2	81.8
▶ Other Property Services	233	1.8	152	1.0	110	0.7	53.5	112.4
Other Income	863	6.6	587	4.0	381	2.6	46.9	126.5
Total Revenues	13,057	100.0	14,690	100.0	14,868	100.0	(11.1)	(12.2)

1H2022 REVENUE BREAKDOWN

1H2022 TOTAL REVENUE BREAKDOWN



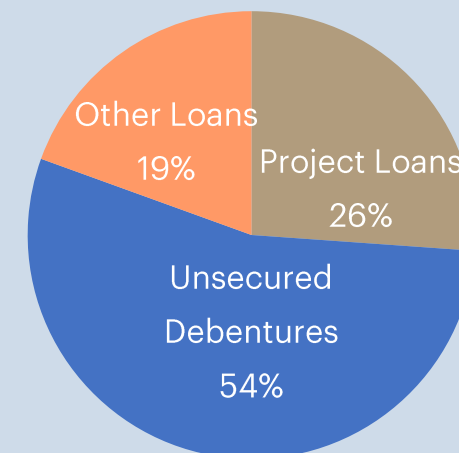
REVENUE FROM PROJECT SALES



FINANCIAL HIGHLIGHTS

	2Q2022	1Q2022	2Q2021	% Q-o-Q	% Y-o-Y
Cash Balance (THB Million)	3,202	2,186	3,477	46.5	(7.9)
Interest-Bearing Debt (THB Million)	68,087	66,972	58,156	1.7	17.1
- Project Loans	17,790	19,257	18,268	(7.6)	(2.6)
- Unsecured Debentures	37,040	37,795	35,894	(2.0)	3.2
- Other Loans (Short-term Loan)	13,258	9,919	3,994	33.7	232.0
D/E (Times)	1.93	1.91	1.88	1.5	2.8
Gearing (Times)	1.65	1.63	1.45	1.2	13.3
Net Gearing (Times) (internal policy of 1.5 - 1.7)	1.57	1.58	1.37	(0.3)	14.9
Earning per Share (Baht)	0.056	0.015	0.039	279.7	43.9

2Q2022 INTEREST-BEARING DEBT



AVERAGE COST OF DEBT



UNSECURED DEBENTURES

As of 18th August 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 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 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										
SIRI 246A	300	2.0	0.00										
SIRI 267A	1,000	4.0	4.00										
SIRI 267B	2,000	4.0	4.00										
Repayment Maturity				-	-	-	-	-	4,750	12,040	9,076	6,100	8,200

INTERIM DIVIDEND

- Dividend per Share : 0.04 Baht
- Type of Dividend : Cash Dividend
- XD Date : 29 August 2022
- Record Date : 30 August 2022
- Payment Date : 13 September 2022

INVESTMENT UPDATE

SECTION 4

THE STANDARD HOTEL : BANGKOK MAHANAKHON

The First Flagship Hotel in Asia Opened in July 2022

The Standard



2H2022 BUSINESS PLAN

2022
SANSIRI STEP BEYOND
SPEED TO MARKET #2

SANSIRI TARGET 2022

PRESALE

35,000

MILLION BAHT

TRANSFER

35,000

MILLION BAHT

SANSIRI TARGET IN 3 YEARS

TOTAL PROJECT LAUNCH

150,000

MILLION BAHT

PRESALE TARGET

120,000

MILLION BAHT

“SansiriNo1Brand”

4 leadership areas



**Luxury
Market**



**Condominium
Market**



**After Sales
Service**



**Giving Back
to Community**

Leader in Luxury Market

“Luxury Projects launch in 2H2022”

NARASIRI

2 projects

Narasiri Krungthepkreetha
Narasiri Phahol-watcharapol

BUGAAN

1 project

BuGaan Krungthepkreetha

BURASIRI

1 project

Burasiri Krungthepkreetha

Leader in Condominium Market



1,800 Million Baht

Expected launch in
November 2022

AFFORDABLE CONDOMINIUM



Launch in 2H2022

4 locations

Nawanakorn (new phase)
Bang Na – Bang Bo
On Nut – Rama 9
Sinsakorn

2022 CONDOMINIUM
TRANSFER

12,000
Million Baht



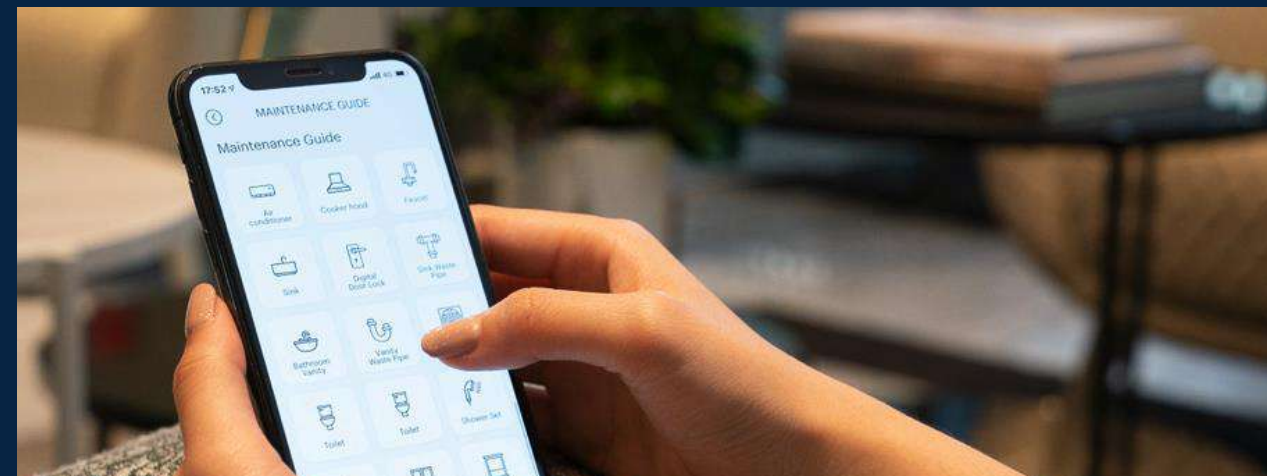
Leader in After Sales Service



PLUS PROPERTY



SANSIRI HOME CARE



SANSIRI HOME SERVICE APPLICATION



LIV-24

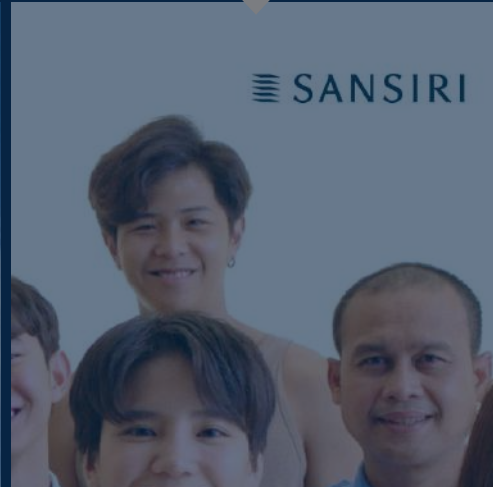
Leader in Giving Back to Community



ZERO
DROPOUT



NET-ZERO



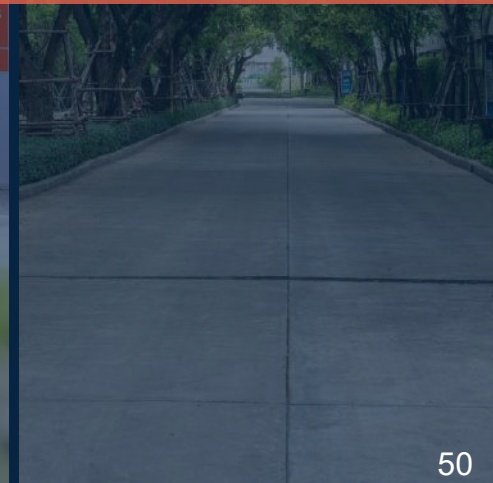
EQUALITY



WASTE
MANAGEMENT

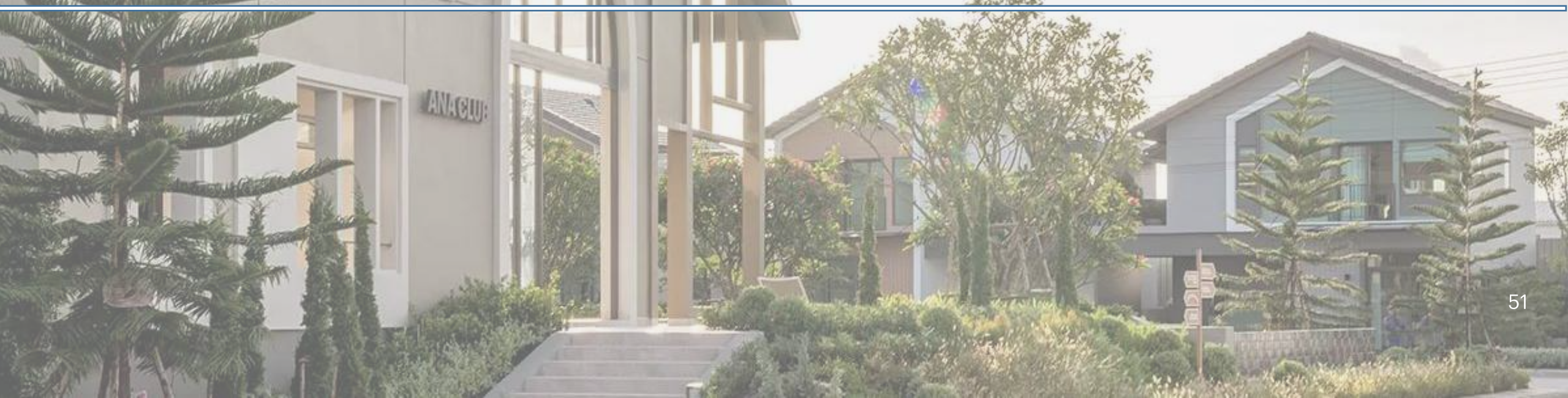


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THANK YOU FOR YOUR ATTENTION

CONTACT INFORMATION

WICHAN WIRIYAPHUSIT


Chief Financial Officer

 +66 2027 7888 # 1047

Wichan@Sansiri.com

SANTITA WIRIYACHAN


Senior Manager

 +66 2027 7888 # 1063

Santita@Sansiri.com

SATAPORN VONGPHAIBUL



Investor Relations Strategist

 +66 2027 7888 # 1064

Sataporn.vo@Sansiri.com

SANSIRI PUBLIC COMPANY LIMITED

SIRI CAMPUS 59 Soi Rim Khlong Phra Khanong, Phra Khanong Nuea Sub-district, Vadhana District, Bangkok 10110 Thailand.

 +66 2027 7888  +66 2109 5479 Website : www.sansiri.com