

ANALYST MEETING

4Q2020

Microsoft Teams Meeting
Sansiri Public Company Limited

2nd March 2021

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AGENDA

- Project Update
- Presale Update
- Financial Performance



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PROJECT UPDATE

SECTION 1

ACTIVE PROJECTS

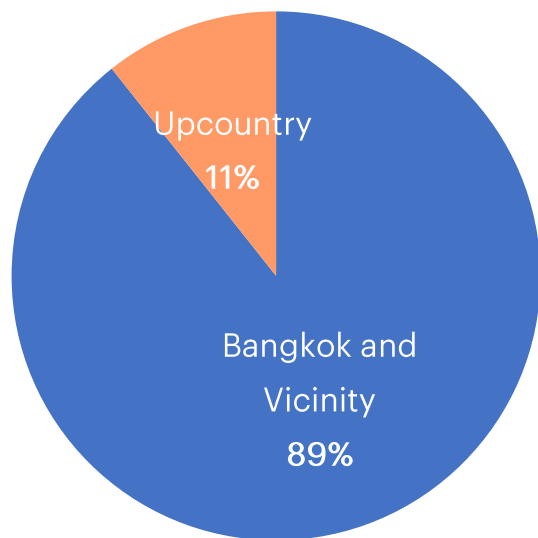
As of 21st Feb 2021

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 & Mixed Products	44	81,833	40%	32,681	4,954	6.6
Townhome	16	14,115	51%	7,246	2,696	2.7
Condominium	23	80,464	34%	27,740	4,924	5.6
SIRI	15	55,007	33%	18,091	3,740	4.8
SIRI-BTS (50 : 50)	6	20,594	42%	8,582	1,033	8.3
SIRI-TK (70 : 30)	2	4,862	22%	1,067	151	7.1
Total	83	176,411	38%	67,667	12,574	5.4

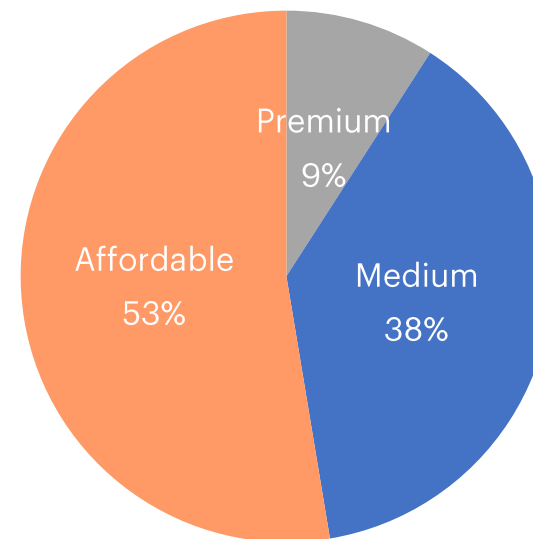
*Available for Sale include Inventory, To-be-developed, and Work in Progress

ACTIVE PROJECTS

% AVAILABLE FOR SALE BREAKDOWN BY LOCATION

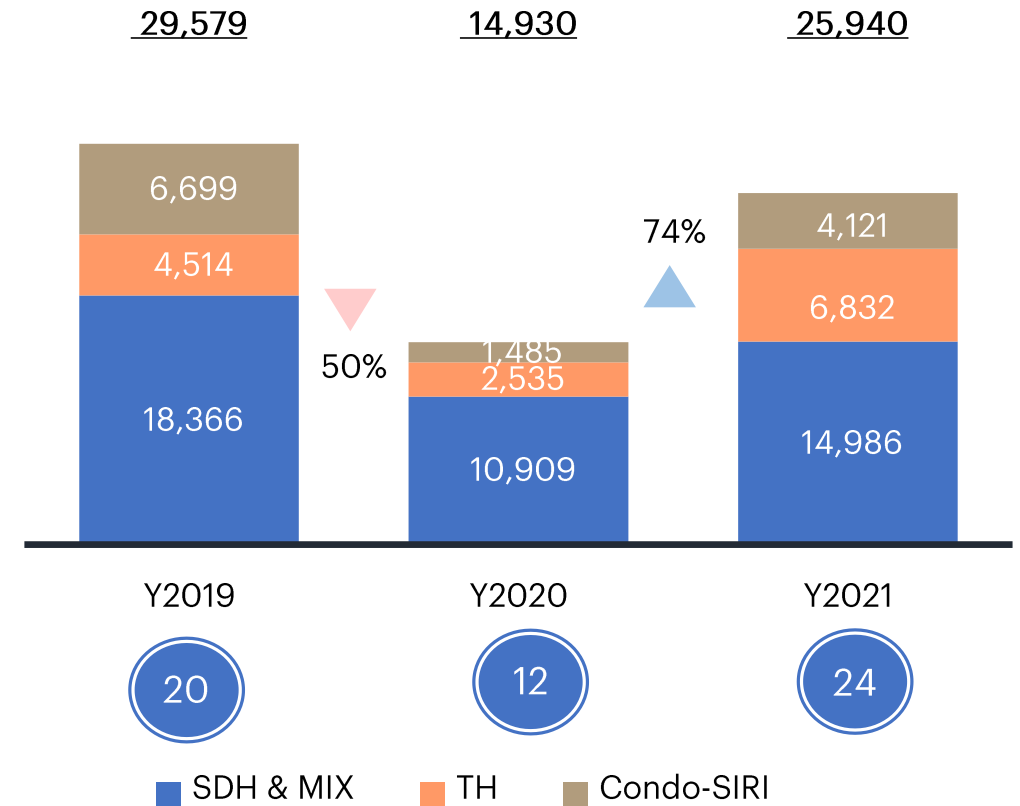


% AVAILABLE FOR SALE BREAKDOWN BY SEGMENT



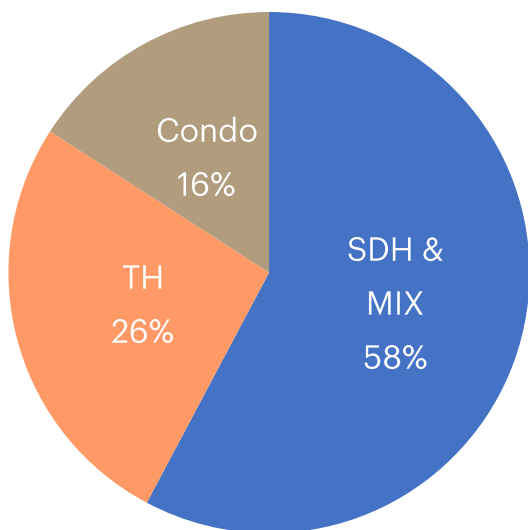
2021 PROJECT LAUNCHES

Y2021	SDH & MIX	TH	Condo-SIRI	No. of Project	Project Value (MB)
1Q2021	-	-	-	-	-
2Q2021	1	2	4	7	4,339
3Q2021	1	2	1	4	3,799
4Q2021	8	5	-	13	17,802
No. of Project	10	9	5	24	
Project Value (MB)	14,986	6,832	4,121	25,940	
Protion	58%	26%	16%	100%	

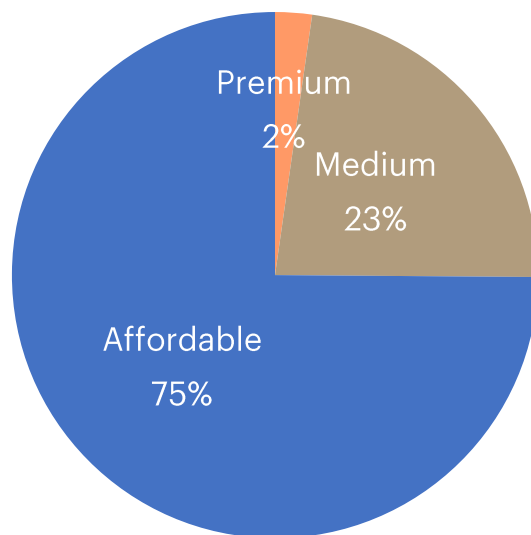


2021 PROJECT LAUNCHES

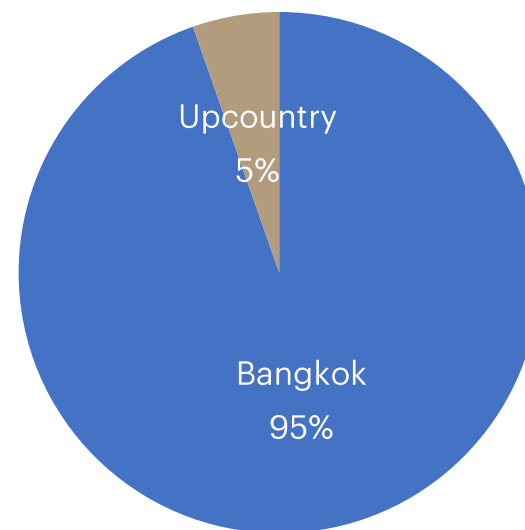
Project Launches
by Product Type



Project Launches
by Segment



Project Launches
by Location



PRESALE UPDATE

SECTION 2

PRESALE UPDATE

As of 21st Feb 2021

	Y2020	Y2019	%Y-o-Y
Total Presales	26,156	20,806	25.7
Single-detached House & Mixed Products	16,590	10,469	58.5
Townhome	2,901	2,289	26.7
Condominium	6,665	8,047	(17.2)
SIRI	3,399	5,984	(43.2)
SIRI-BTS (50 : 50)	2,544	2,199	15.7
SIRI-TK (70 : 30)	721	(136)	632.2

PRESALE UPDATE

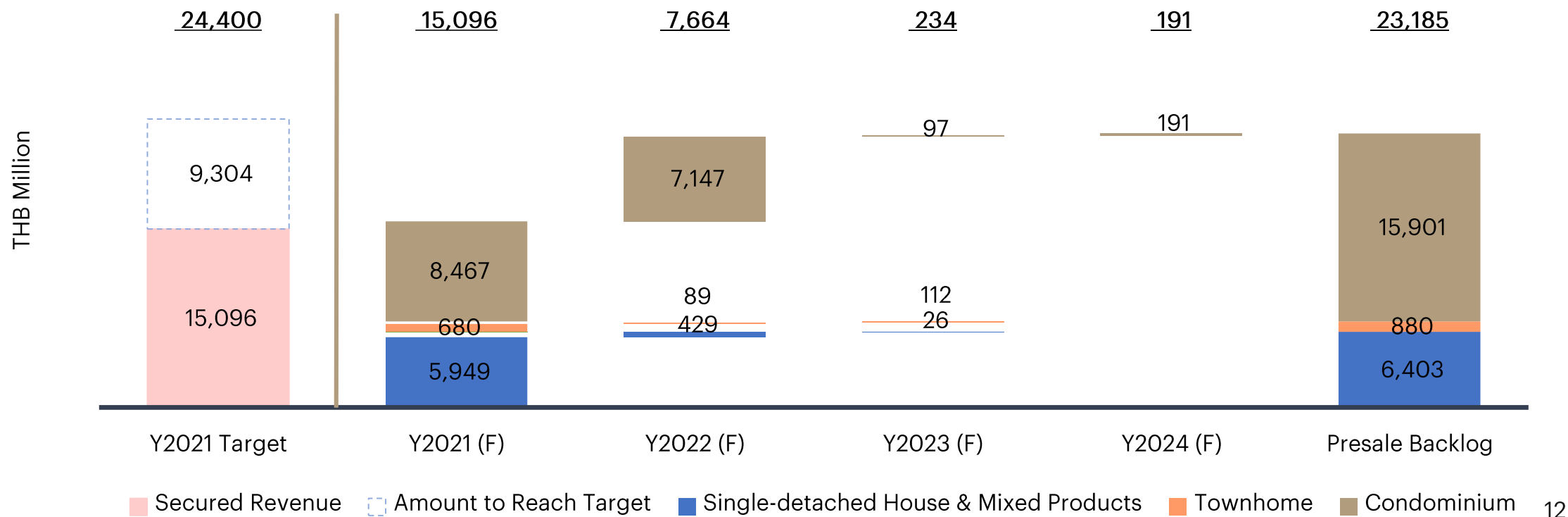
As of 21st Feb 2021

Product Type	Target Y2021		Actual Y2021		Shortfall to Target	
	Value	Units	Value	Units	Value	Units
Single-detached House & Mixed Products	12,300	1,801	2,668	337	9,530	1,449
Townhome	3,700	1,225	259	80	3,415	1,136
Condominium - SIRI	6,100	1,983	676	258	5,777	1,840
Condominium - JV	3,900	827	966	233	3,171	644
Total	26,000	5,836	4,569	908	21,893	5,069

SANSIRI PRESALE BACKLOG

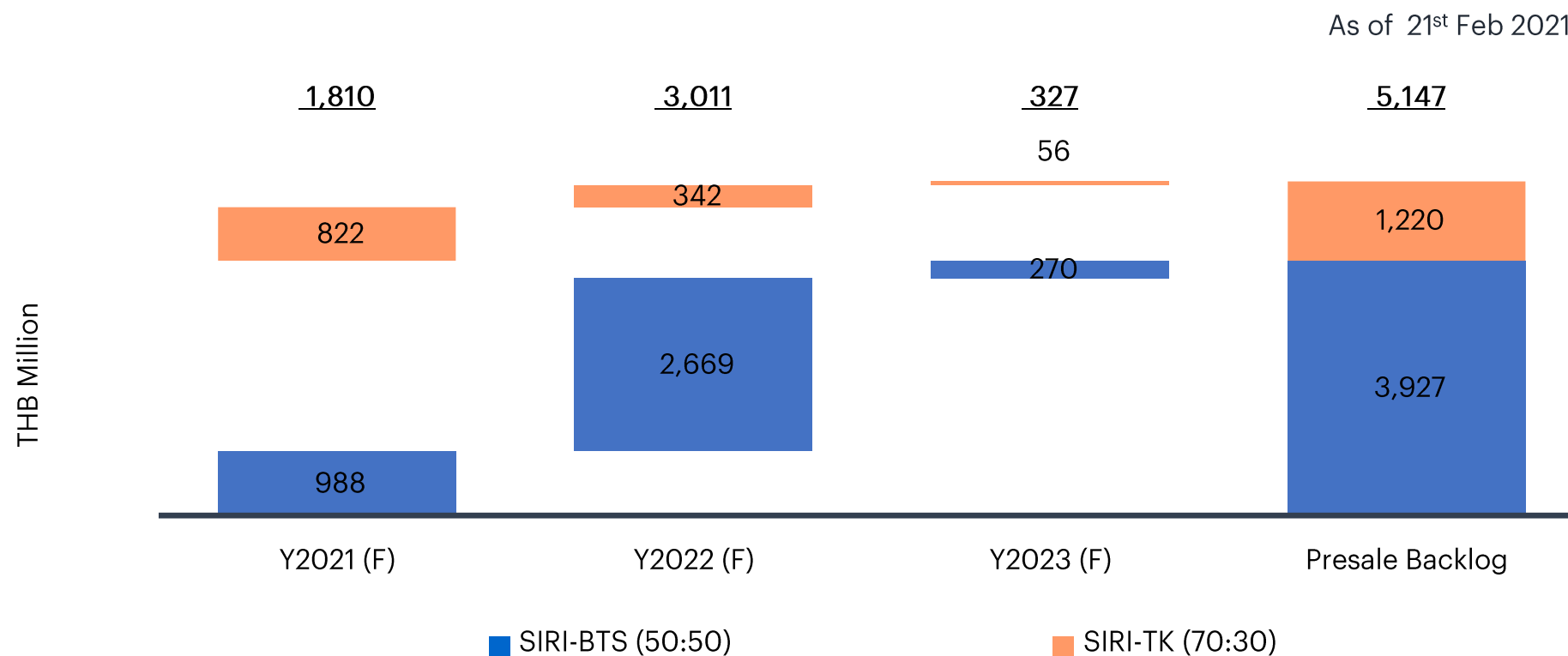
62% Secured Revenue from Total Target of THB 24,400 Million

As of 21st Feb 2021



JOINT VENTURES' PRESALE BACKLOG

THB 5,147 Million Total JV Backlog



FINANCIAL PERFORMANCE

SECTION 3

FINANCIAL STATEMENT Y2020

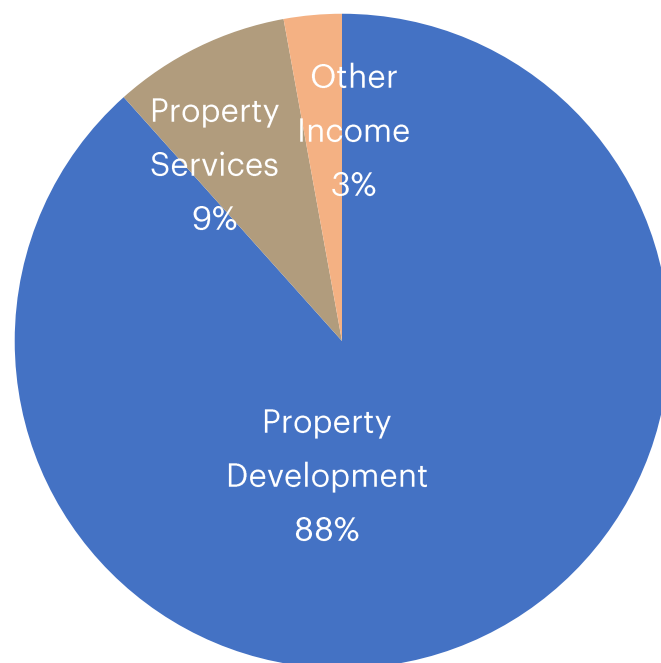
	Y2020		Y2019		%
	THB Million	%	THB Million	%	Y-o-Y
Total Revenue	34,707	100.0	25,859	100.0	34.2
Cost of Goods Sold	25,768	74.2	18,552	71.7	38.9
Gross Profit	8,939	25.8	7,308	28.3	22.3
SG&A	6,460	18.6	4,697	18.2	37.5
Selling Expenses	2,660	7.7	1,927	7.5	38.0
Administrative Expenses	3,800	10.9	2,770	10.7	37.2
Operating Profit	2,479	7.1	2,610	10.1	(5.0)
Share of (Gain) Loss from JV	(452)	(1.3)	(881)	(3.4)	48.7
Share of (Gain) Loss from Investments	23	0.1	91	0.4	(74.5)
Finance income	(288)	(0.8)	(432)	(1.7)	33.4
Finance cost	978	2.8	936	3.6	4.5
EBT	2,218	6.4	2,897	11.2	(23.4)
Tax [Effective Tax Rate]	760	34.3	622	21.5	22.3
Minority interest	(215)	(9.7)	(117)	(4.0)	84.0
Net Profit	1,673	4.8	2,392	9.3	(30.1)

REVENUE BREAKDOWN Y2020

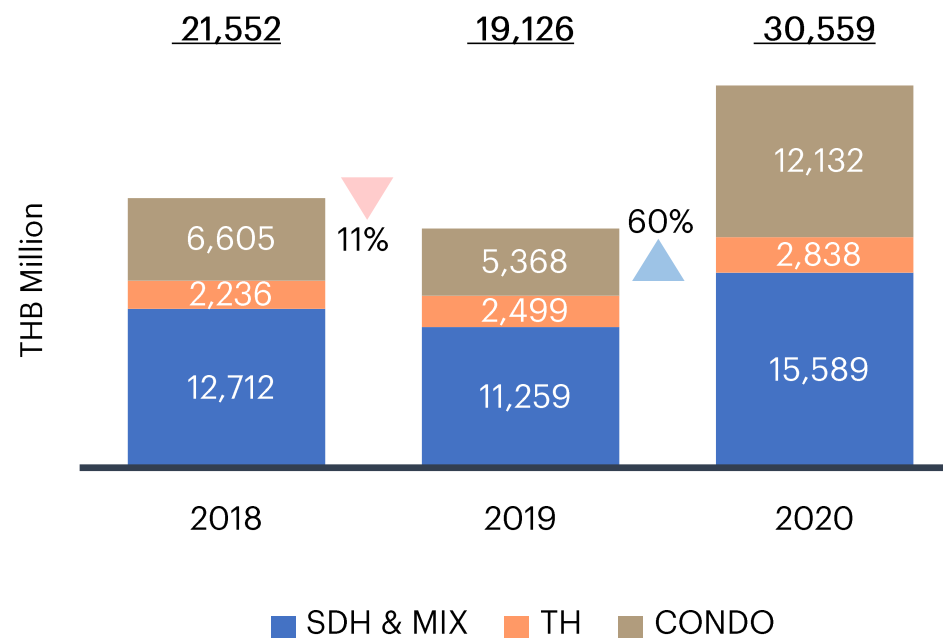
Revenue Breakdown	Y2020		Y2019		%
	THB Million	%	THB Million	%	Y-o-Y
Property Development	30,678	88.4	19,216	74.3	59.6
▶ Project Sales	30,559	88.0	19,126	74.0	59.8
▶ Rental Business	119	0.3	90	0.3	32.6
Property Services	3,102	8.9	5,050	19.5	(38.6)
▶ Business Management	2,751	7.9	4,601	17.8	(40.2)
▶ Hotel Management Services	139	0.4	145	0.6	(4.1)
▶ Other Property Services	212	0.6	303	1.2	(30.2)
Other Income	927	2.7	1,594	6.2	(41.8)
Total Revenues	34,707	100.0	25,859	100.0	34.2

REVENUE BREAKDOWN Y2020

Y2020 TOTAL REVENUE BREAKDOWN



REVENUE FROM PROJECT SALES

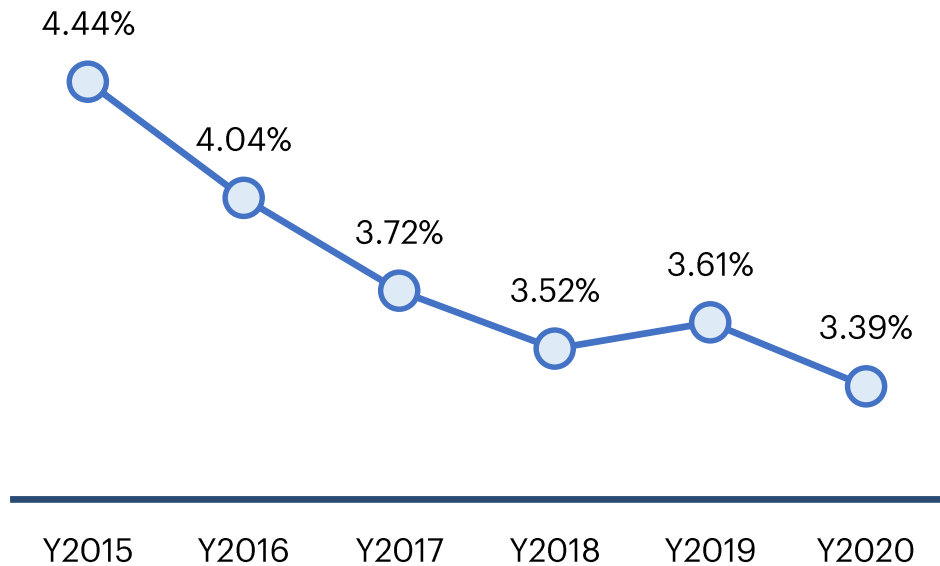


FINANCIAL HIGHLIGHTS

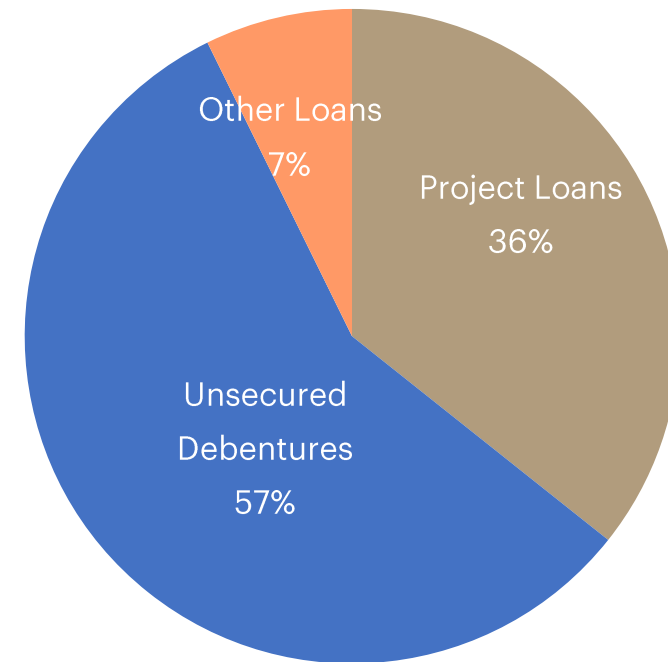
	4Q2020	3Q2020	4Q2019	% Q-o-Q	% Y-o-Y
Cash Balance (THB Million)	3,007	2,425	2,132	24.0	41.0
Interest-Bearing Debt (THB Million)	55,520	53,599	57,867	3.6	(4.1)
- Project Loans	19,816	20,530	19,705	(3.5)	0.6
- Unsecured Debentures	31,662	30,283	31,265	4.6	1.3
- Other Loans (Short-term Loan)	4,042	2,786	6,897	45.1	(41.4)
D/E (Times)	1.87	1.96	2.40	(4.3)	(21.9)
Gearing (Times)	1.42	1.43	1.82	(1.3)	(22.0)
Net Gearing (Times)	1.34	1.37	1.75	(2.2)	(23.4)
Earning per Share (Baht)	0.035	0.048	0.088	(27.0)	(60.2)

FINANCIAL HIGHLIGHTS

AVERAGE COST OF DEBT



4Q2020 INTEREST-BEARING DEBT



UNSECURED DEBENTURES

As of 24th Feb 2021

	Issue Size (MB)	Duration (yrs.)	Avg. Coupon	2017	2018	2019	2020	2021	2022	2023	2024
SIRI 229A	2,000	5.0	3.35								
SIRI 231A	4,000	5.0	3.35								
SIRI 21NA	2,000	3.5	3.00								
SIRI 218A	5,000	3.0	3.20								
SIRI 229B	2,500	3.8	3.60								
SIRI 222A	4,933	3.0	3.80								
SIRI 225A	450	3.0	3.50								
SIRI 236A	4,000	3.8	3.90								
SIRI 228A	250	3.0	3.25								
SIRI 21NB	1,204	2.0	3.10								
SIRI 230A	4,000	3.7	3.75								
SIRI 245A	1,378	3.6	3.95								
SIRI 240A*	3,600	3.7	4.20								
Repayment Maturity				-	-	-	-	8,204	10,133	12,000	4,978

* UNSUBORDINATED UNSECURED DEBENTURE

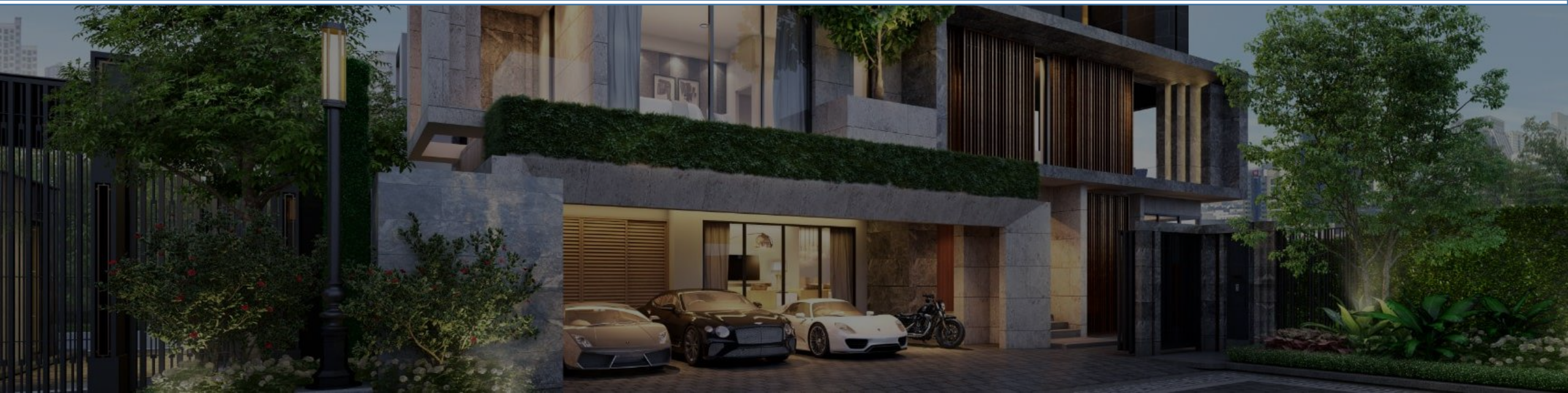
- Series : SIRI240A
- Size : THB 3,600 Million
- Interest Rates : 4.20%
- Duration : 3 Years 8 Month
- Subscription Date : 15th – 17th Feb 2021
- Issuer : KTB, KBANK, BBL, SCB, CIMB, KKPS, ASP, KTZ

DIVIDEND PAYMENT

Type of Dividend Payment	: Cash dividend payment
XD Date	: 15-Mar-2021
Dividend Payment*	: 0.04 Baht per Share
Payment Date	: 20-May-2021

*Subject to approval from AGM on 30 April 2021

MADE FOR LIFE... MADE FOR EVERYONE



THANK YOU FOR YOUR ATTENTION

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