

# ANALYST MEETING

## 4Q2021

Microsoft Teams Meeting  
Sansiri Public Company Limited

2<sup>nd</sup> March 2022

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# AGENDA

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- Project Updates
- Presale Updates
- Financial Performance
- Investments Updates



SIRI PLACE PATTANAKARN

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# PROJECT UPDATES

## SECTION 1

# STRONG ACTIVE PROJECTS IN PIPELINE

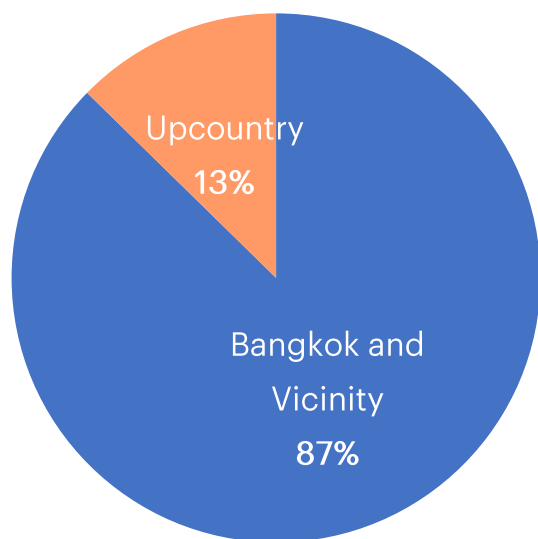
As of 20<sup>th</sup> Feb 2022

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	41	73,197	31%	22,579	3,673	6.1
Townhome	19	16,500	45%	7,436	2,652	2.8
Condominium	26	65,152	35%	22,705	4,980	4.6
SIRI	20	45,379	35%	15,984	4,292	3.7
SIRI-BTS (50 : 50)	5	16,302	36%	5,828	564	10.3
SIRI-TK (70 : 30)	1	3,470	26%	892	124	7.2
Total	86	154,848	34%	52,720	11,305	4.7

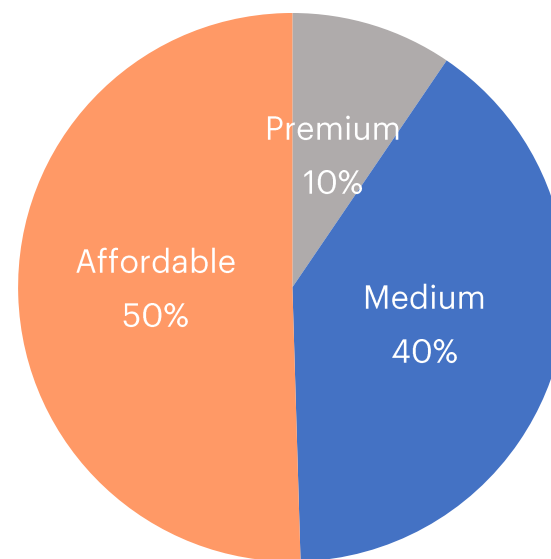
\*Available for Sale include Inventory, To-be-developed, and Work in Progress

# STRONG ACTIVE PROJECTS IN PIPELINE

% AVAILABLE FOR SALE BREAKDOWN BY LOCATION



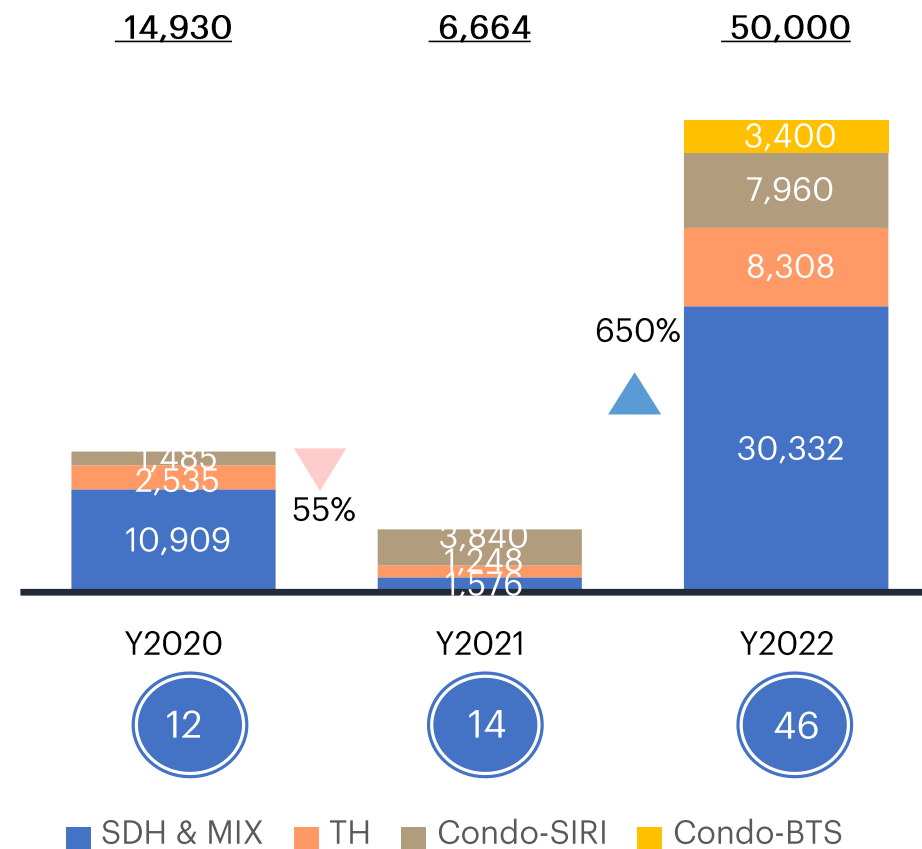
% AVAILABLE FOR SALE BREAKDOWN BY SEGMENT





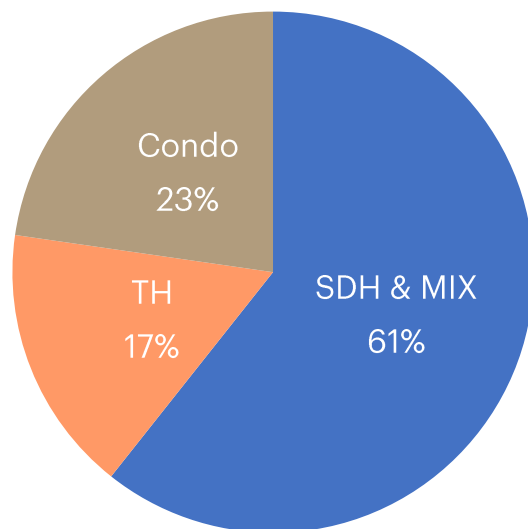
# Y2022 LAUNCH PLAN

Y2022	SDH & MIX	TH	Condo-SIRI	Condo-BTS	No. of Project	Project Value (MB)
1Q2022	1	3	1	1	6	9,608
2Q2022	8	7	9	-	24	20,010
3Q2022	2	0	2	-	4	4,200
4Q2022	5	2	5	-	12	16,182
No. of Project	16	12	17	1	46	
Project Value (MB)	30,332	8,308	7,960	3,400	50,000	
Proportion	61%	17%	16%	7%	100%	

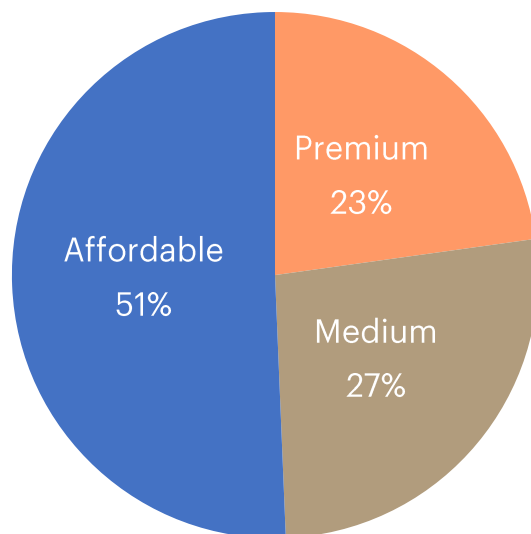


# Y2022 LAUNCH PLAN

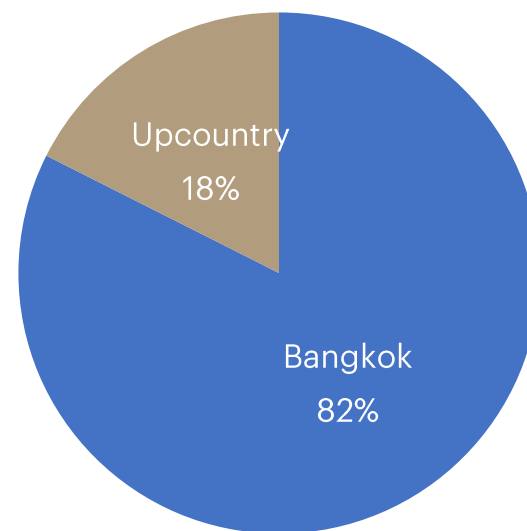
Project Launches  
by Product Type



Project Launches  
by Segment



Project Launches  
by Location





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PROJECT LAUNCH IN 1Q2022  
6 PROJECTS || 9,608 MILLION BAHT

# LAUNCHED 1Q2022

SARANSIRI

PRACHAUTHIT 90

4%



Phra Samut Chedi District, Samut Prakan

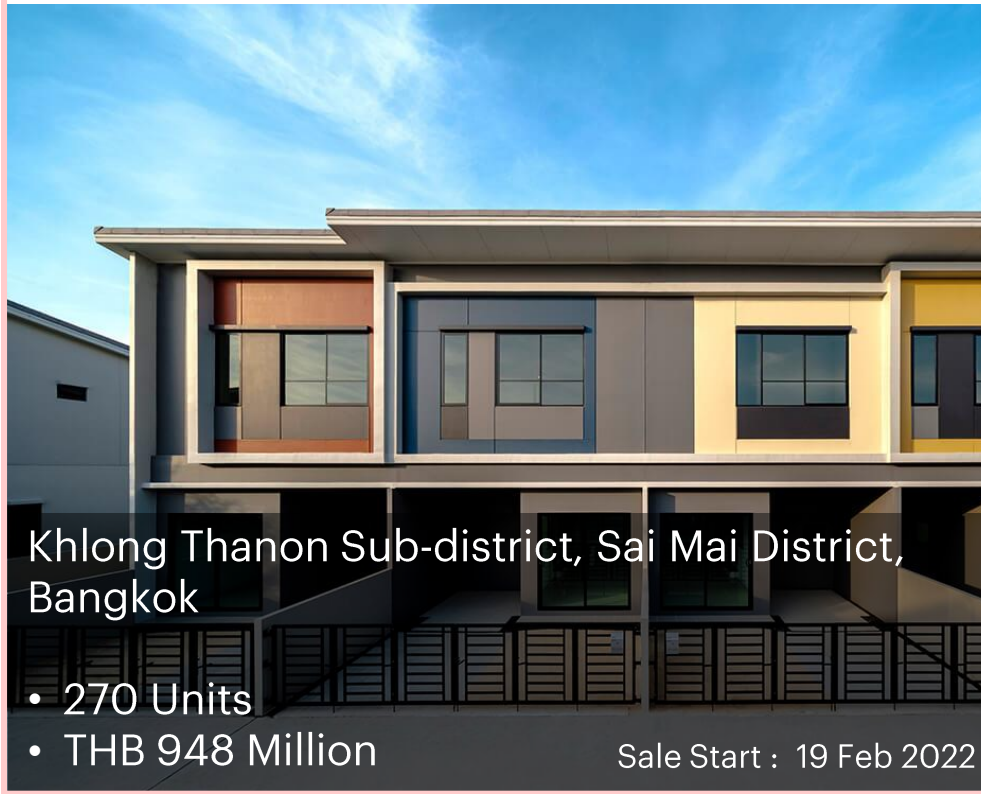
- 402 Units
- THB 2,060 Million

Sale Start : 15 Jan 2022

SIRI PLACE

PHAHOLYOTHIN 52

8%



Khlong Thanon Sub-district, Sai Mai District, Bangkok

- 270 Units
- THB 948 Million

Sale Start : 19 Feb 2022

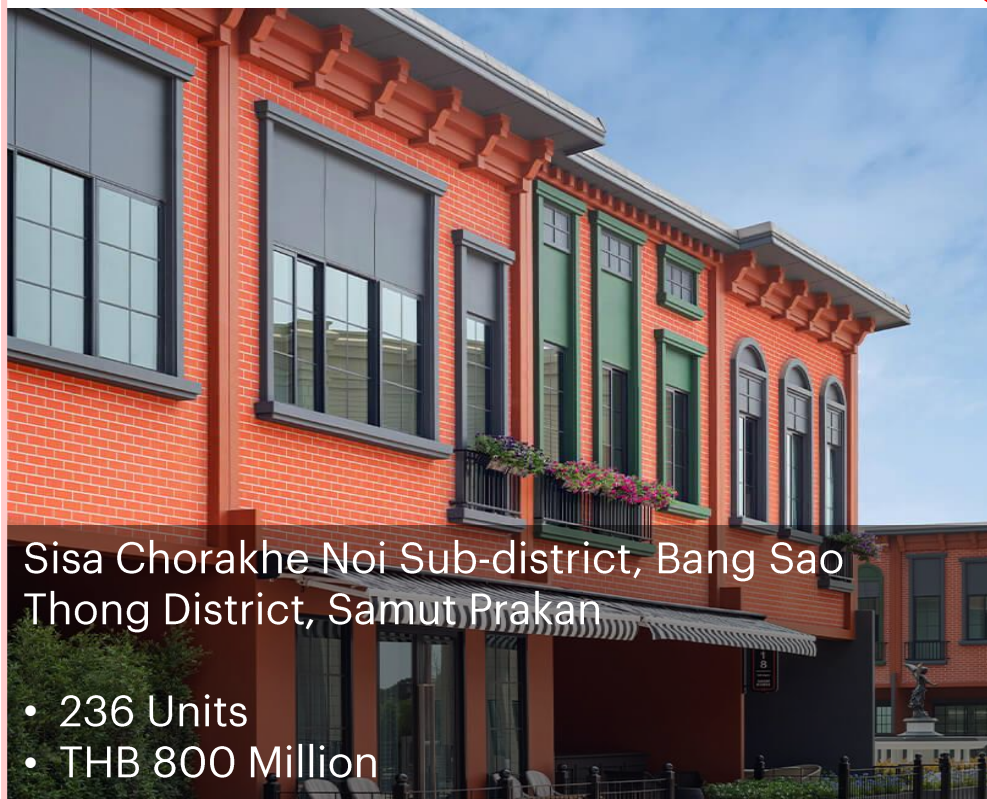


# LAUNCHING 1Q2021

## SIRI PLACE

BANGNA - SUVARNABHUMI

New




## SIRI PLACE

PATTANAKARN

New



# LAUNCHING 1Q2022



**THE LINE VIBE  
PHAHONYOTHIN**

- Chomphon Sub-district, Chatuchak District, Bangkok
- 943 Units
- THB 3,400 Million



**THE BASE HEIGHT -  
CHIANG MAI**

- Mueang Chiang Mai District, Chiang Mai
- 630 Units
- THB 1,800 Million





# **PRESALE UPDATES**

## SECTION 2

# PRESALE UPDATE

As of 20<sup>th</sup> Feb 2022

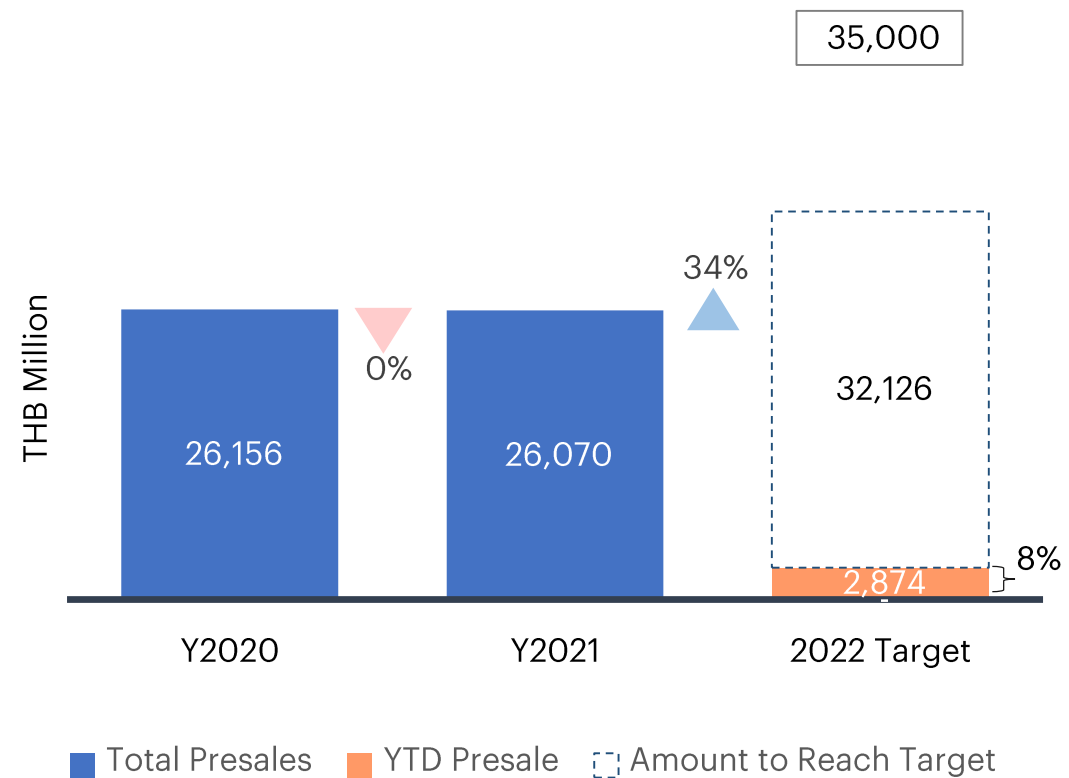
Unit: THB Million

	YTD	2021	2020	%Y-o-Y
Total Presales	2,874	26,070	26,156	(0.3)
Single-detached House & Mix Products	2,177	16,706	16,590	0.7
Townhome	355	2,281	2,901	(21.4)
Condominium	342	7,084	6,665	6.3
SIRI	22	3,882	3,399	14.2
SIRI-BTS (50 : 50)	240	2,924	2,544	14.9
SIRI-TK (70 : 30)	80	278	721	(61.5)



# PRESALE UPDATES

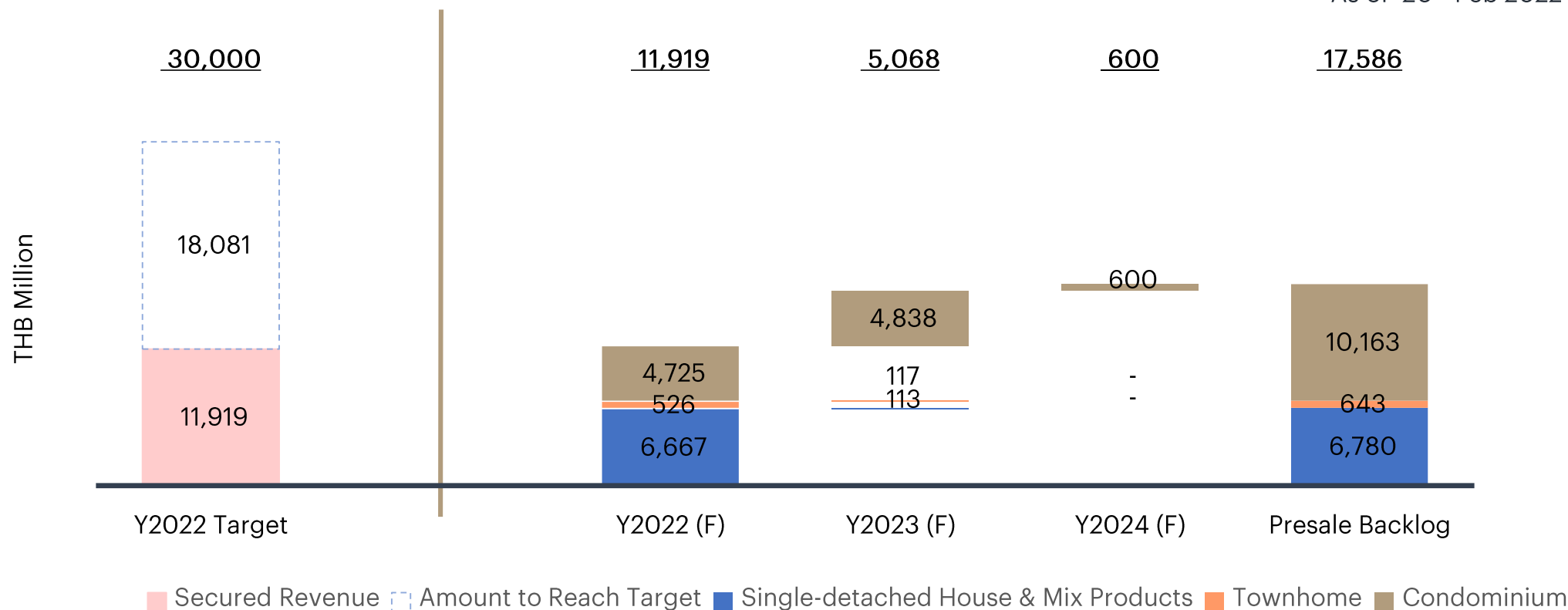
As of 20<sup>th</sup> Feb 2022



# SANSIRI BACKLOG

**40%** Secured Revenue from Total Target of THB 11,919 Million

As of 20<sup>th</sup> Feb 2022

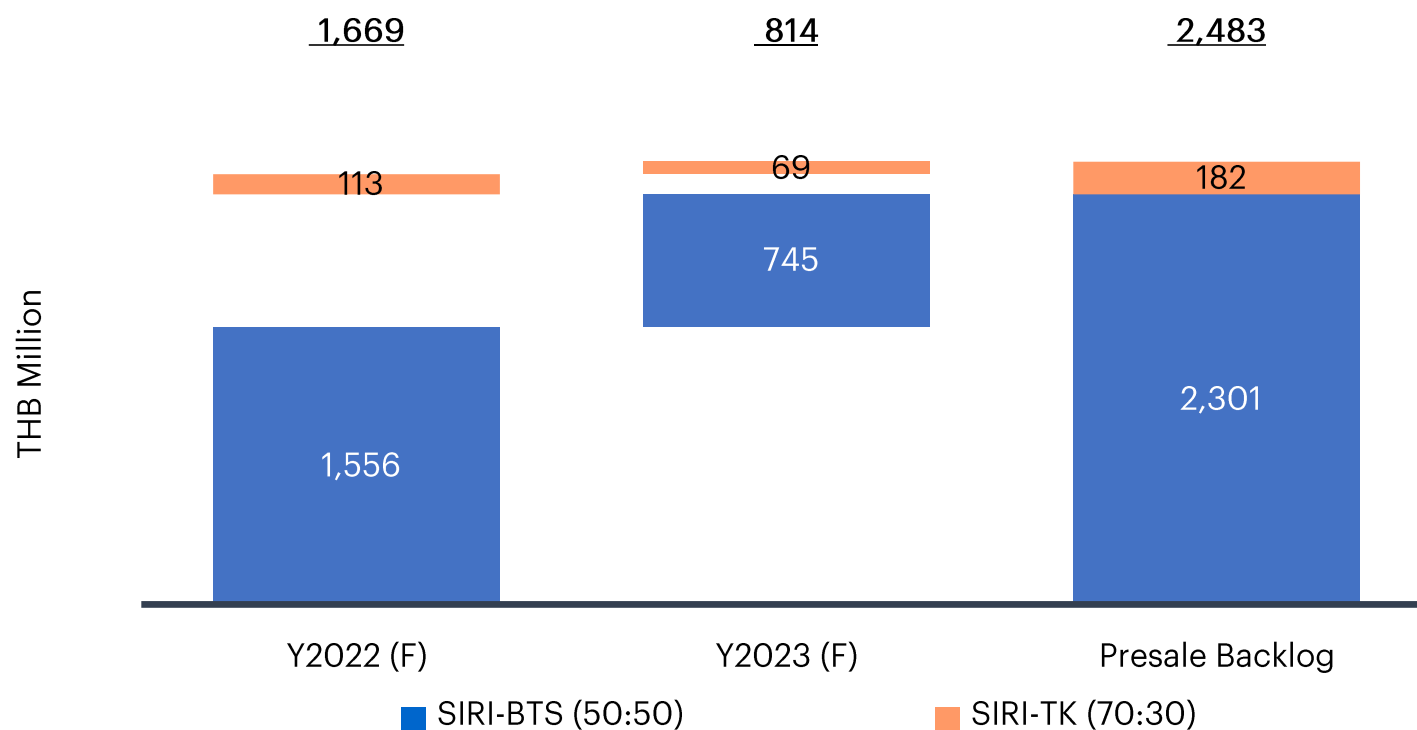





# JOINT VENTURES' PRESALE BACKLOG

THB 2,483 Million Total JV Backlog

As of 20<sup>th</sup> Feb 2022



# CONDOMINIUM TRANSFERRED IN 4Q2021



**BTS GROUP**

46%

**THE LINE PHAHONYOTHIN PARK**

- Phahon Yothin 29 Alley, Chatuchak District, Bangkok
- 880 Units
- THB 3,917 Million



44%

**CONDO ME NAWANAKORN P1 – P2**

- Chiang Rak Noi Sub-district, Bang Pa-in District, Phra Nakhon Si Ayutthaya
- 79 Units + 79 Unit
- THB 100 Million + THB 100 Million

# FINANCIAL PERFORMANCE

## SECTION 3

# FINANCIAL STATEMENT Y2021

	Y2021		Y2020		% Y-o-Y
	THB Million	%	THB Million	%	
Total Revenue	29,558	100.0	34,707	100.0	(14.8)
Cost of Goods Sold	19,607	66.3	25,768	74.2	(23.9)
Gross Profit	9,951	33.7	8,939	25.8	11.3
SG&A	6,375	21.6	6,460	18.6	(1.3)
Selling Expenses	2,022	6.8	2,233	6.4	(9.4)
Administrative Expenses	4,353	14.7	4,227	12.2	3.0
Operating Profit	3,576	12.1	2,479	7.1	44.2
Share of Gain (Loss) from JV	75	0.3	452	1.3	83.4
Share of Gain (Loss) from Investments	(0)	(0.0)	(23)	(0.1)	99.6
Finance Income	190	0.6	288	0.8	34.0
Finance Cost	(1,165)	(3.9)	(978)	(2.8)	19.2
EBT	2,675	9.1	2,218	6.4	20.6
Tax [Effective Tax Rate]	737	27.5	760	34.3	(3.1)
Minority interest	(79)	(2.9)	(215)	(9.7)	63.4
Net Profit	2,017	6.8	1,673	4.8	20.6

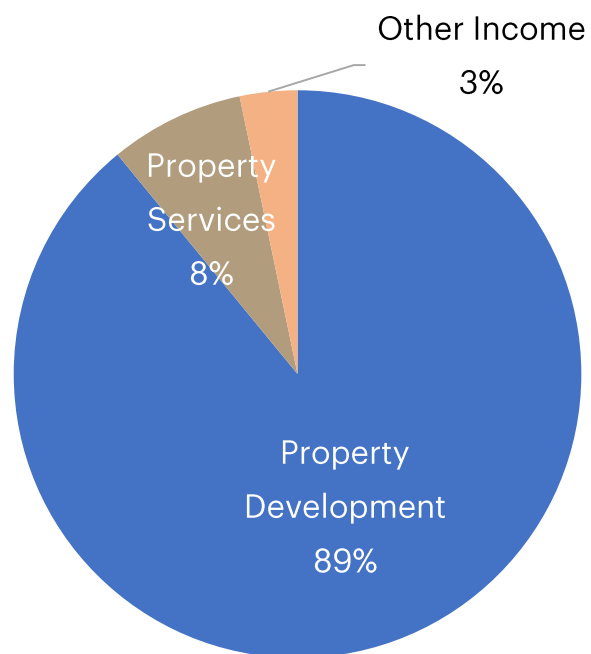


## REVENUE BREAKDOWN Y2021

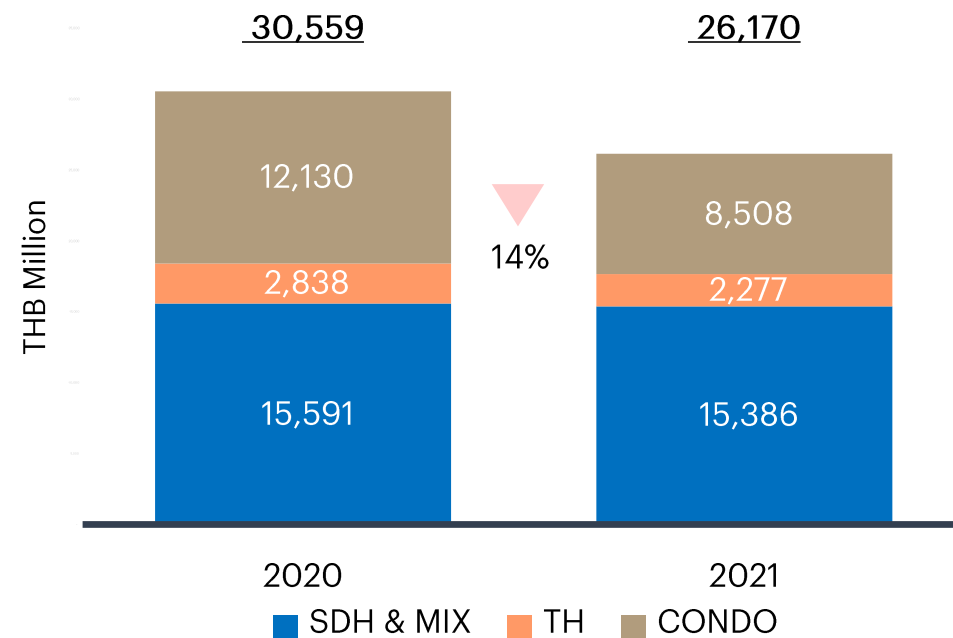
Revenue Breakdown	Y2021		Y2020		%
	THB Million	%	THB Million	%	Y-o-Y
Property Development	26,326	89.1	30,678	88.4	(14.2)
▶ Project Sales	26,170	88.5	30,559	88.0	(14.4)
▶ Rental Business	156	0.5	119	0.3	30.7
Property Services	2,264	7.7	3,102	8.9	(27.0)
▶ Business Management	1,687	5.7	2,751	7.9	(38.7)
▶ Hotel Management Services	315	1.1	139	0.4	125.9
▶ Other Property Services	262	0.9	212	0.6	23.8
Other Income	968	3.3	927	2.7	4.4
Total Revenues	29,558	100.0	34,707	100.0	(14.8)

# REVENUE BREAKDOWN Y2021

Y2021 TOTAL REVENUE BREAKDOWN



REVENUE FROM PROJECT SALES

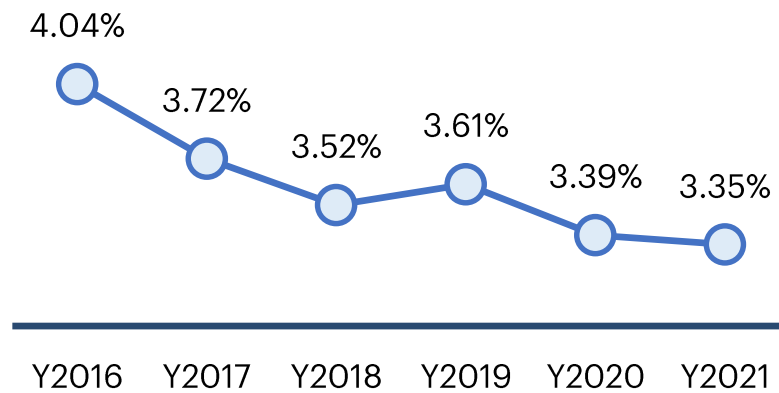


# FINANCIAL HIGHLIGHTS

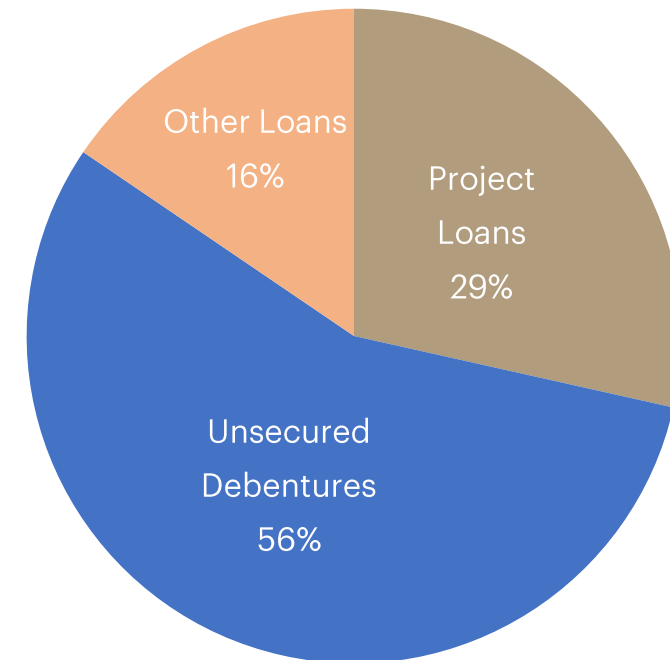
	Y2021	Y2020	% Y-o-Y
Cash Balance (THB Million)	2,181	3,007	(27.5)
Interest-Bearing Debt (THB Million)	63,694	55,520	14.7
- Project Loans	18,156	19,816	(8.4)
- Unsecured Debentures	35,664	31,662	12.6
- Other Loans (Short-term Loan)	9,874	4,042	144.3
D/E (Times)	1.85	1.87	(1.4)
Gearing (Times)	1.55	1.42	9.8
Net Gearing (Times)	1.50	1.34	12.1
Earning per Share (Baht)	0.11	0.11	8.0

# FINANCIAL HIGHLIGHTS

AVERAGE COST OF DEBT



Y2021 INTEREST-BEARING DEBT





# UNSECURED DEBENTURES

As of 28<sup>th</sup> Feb 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	3.7	3.75										
SIRI 245A	1,378	3.6	3.95										
SIRI 240A	3,600	3.7	4.20										
SIRI 234A	40	2.1	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	500	2.5	3.00										
SIRI24DA	800	3.0	3.50										
SIRI24DB	500	3.0	3.50										
SIRI26DA	200	5.0	4.50										
SIRI 247A	2,000	2.5	3.10										
SIRI252B	100	3.0	3.20										
Repayment Maturity				-	-	-	-	-	5,800	12,040	8,778	6,100	200

## ESOP#8

As of 31<sup>st</sup> Dec 2021

- 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 : 20.32 Million Units
- Total Number of Paid-up Shares : 14,883,054,320 shares

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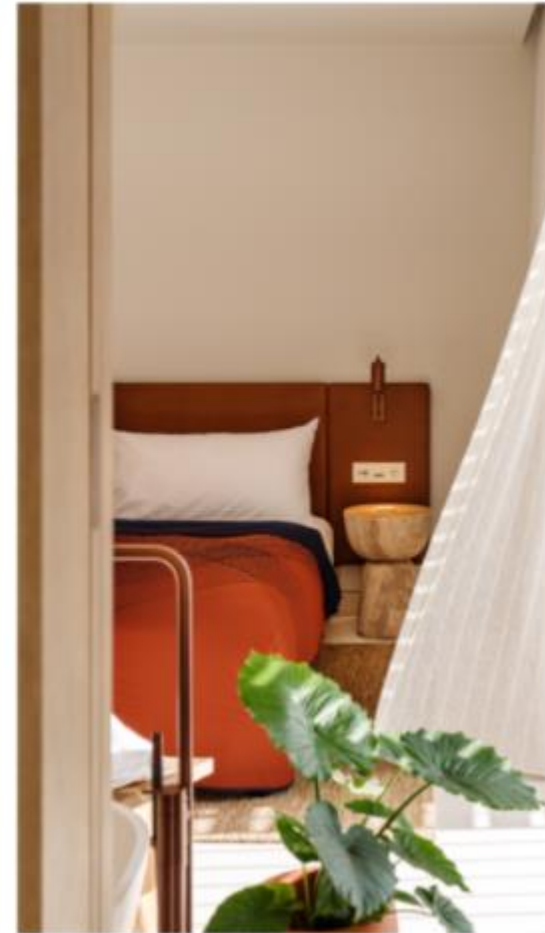
# INVESTMENTS UPDATE

## SECTION 4

# THE STANDARD HOTEL : IBIZA

The Standard Ibiza Opening in April 2022

**The Standard**

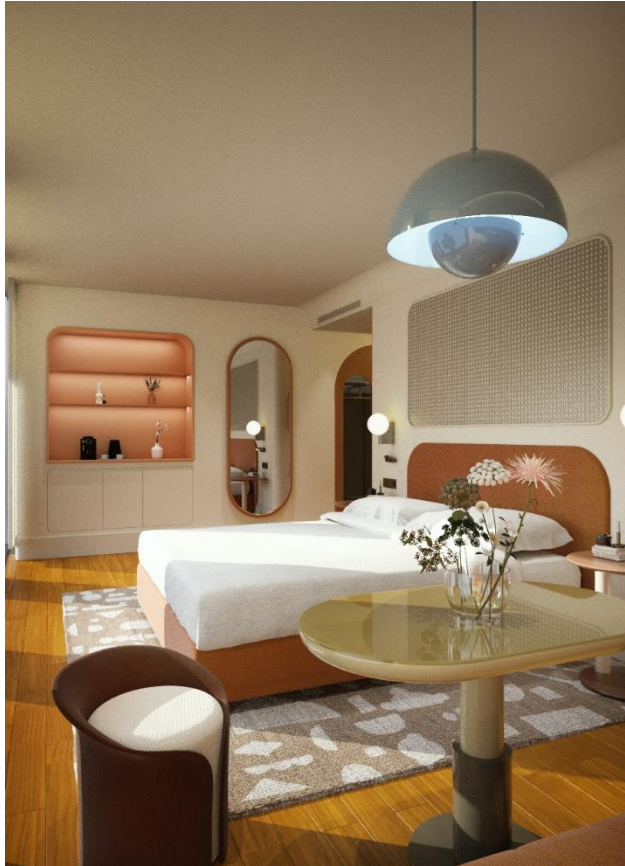




# THE STANDARD HOTEL : BANGKOK MAHANAKHON

The First Flagship Hotel in Asia Opening in May 2022

The Standard







MADE FOR LIFE... MADE FOR EVERYONE



# THANK YOU FOR YOUR ATTENTION

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