

Dear Analysts and Investors

September 2019

From the market response to the continuously growing of low-rise project, Sansiri has set a goal to become number one in the low-rise market within 3 years. By the end of the 3rd quarter this year, Sansiri launched the Kanasiri Ratchapruek-346 project worth 1,100 million baht. Sansiri is also planning to launch 8 more low-rise projects with the total value of 11,400 million baht in the 4th quarter as well.



According to the launching plan of all 8 low-rise projects, half will be under Siri Place brand, a brand for townhouses which has been well-received by the market in the past 1-2 years since launching. Therefore, Sansiri plans to launch 4 Siri Place projects in the 4th quarter, which are Siri Place Ratchapruek-346, Siri Place Bangyai, Siri Place Phetkasem-Sai 4 And Siri Place Westgate to meet with the growing market demand.

In the 3rd quarter, Sansiri has 2 new condominium projects ready to be transferred which are D Condo Hat Yai and Taka Haus, both have satisfactory transfer rates and the transferring process will continue in the 4th quarter. In addition, Sansiri has 7 new condominium projects with a total value of 24,000 million baht ready to be transferred during the 4th quarter which consisted of La Casita Hua Hin, Kawa Haus, The Base Sukhumvit 50, Khun by Yoo, The Base Phetkasem 29, The Line Sukhumvit 101 and The Line Phahon-Pradipat.

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Sansiri prepares for the transfer of projects in the latter half of the year by cooperating with various commercial banks to organize the Credit Day event. The event facilitates the credit process for the customers by allowing them to get the pre-approval and informing the credit promotion from each commercial banks, in order to ensure that the transfer in the second half of the year will be as planned.

During the Credit Day event in Bangkok, more than 500 unit owners attended and over 60% received pre-approved credit from commercial banks. The rest are in the process of document review and follow up. As a result of the Credit Day success, Sansiri has expanded the Credit Day event to other projects outside Bangkok such as La Casita Hua Hin, D Condo Hat Yai, D Condo Campus Kampaengsaen and D Condo Campus Resort Dome-Rangsit which also received good response.



With an outstanding performance and beyond the expectations of The Standard, Sansiri decided to invest another USD 4 million in the 3rd quarter and became a major shareholder of the global hotel brand with over 60% of the shares. In the year 2019, The Standard has launched The Standard Hotel in London, United Kingdom and The Standard Maldives Hotel, and planning to open more than 15 hotels in major cities across the world which will help promote revenue and business growth for Sansiri apart from the main business as well.

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