



Dear Analysts and Investors,

September 2017

Sansiri's presales during the third quarter of 2017 continued to do well, having earned approximately 9,881 million baht, in part due to the launch of five new developments with a collective value of 13,567 million baht. These were Kanasiri Pinklao, Setthasiri Chaengwattana Prachachuen, dcondo Ping, The Monument Thong-Lor and Taka Haus. Our year-to-date presales are in approximately 24,767 million baht or 62% of our full year target. Around 5,670 million baht of this figure comes from foreign buyers, accounting for 71% of international presales target. Buyers from China and Hong Kong continue to dominate this market.



It all began with the launch of the 1,737 million-baht, 687-unit dcondo Ping development in Chiang Mai. The project is our response to the success of dcondo Nim, which has already been sold out. Presently, we have sold 87% of dcondo Ping with overseas buyers makes up to 27% of the total project value. Furthermore, we have teamed up with Tokyu Corporation to launch a 2,052 million baht, 269-unit project named Taka Haus in the prime location of Ekkamai. The project attracted more attention than we had anticipated at initial target of 50% for the first two days of the global launch taking place in Thailand, Hong Kong, Singapore and Japan. Currently, the presales of Taka Haus stands at 85% of the total project value with foreign buyers representing 42% of the total project value. As of the end of 3Q2017, our quarterly condominium sales have reached 5,573-million-baht, an impressive quarter-on-quarter growth of 22%.

As for our low-rise projects, we were able to maintain the momentum throughout the third quarter, raking in 4,308 million-baht in presales, a 21% growth from the second quarter's figure. In this quarter, we launched the 1,557-million-baht, 369-unit Kanasiri Pinklao and the 2,794 million-baht, 149-unit Setthasiri Chaengwattana Prachachuen. The low-rise segments that continued to do well were the middle and upper markets under the brands Setthasiri and Burasiri, such as Setthasiri Charan-Pinklao, Setthasiri Krungthep Kreetha, Setthasiri Pattanakarn, Burasiri Wongwaen Onnut and Burasiri Ratchaphruek.

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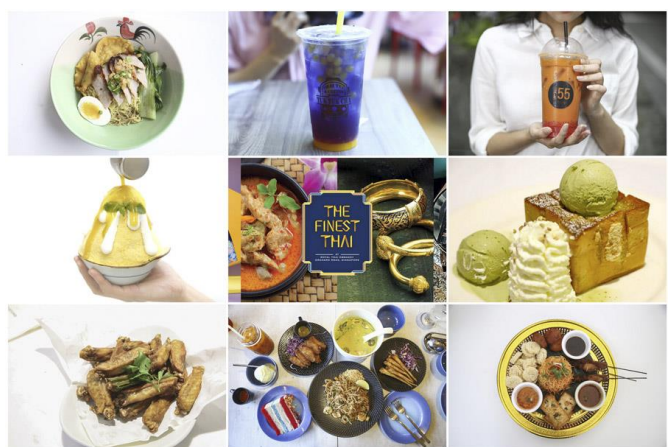
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Moreover, Sansiri delivered the first condominium project of the year in August. The 1,846 million-baht, 262-unit Mori Haus development is located in the T77 community. Accumulatively, MORI HAUS's presales have so far reached 92% of its total project value, 49% of which is attributed to foreign buyers. Sansiri is confident that we will be able to close out its sales, as well as launch two new HAUS condominium developments, within this year.

On 9–10 September, Sansiri Public Company Limited and the Thai Embassy in Singapore, the Department of International Trade Promotion (DITP), the Tourism Authority of Thailand (TAT) and other leading Thai businesses hosted "The Finest Thai" international lifestyle festival in Singapore to promote the premium lifestyle in Thailand. This event builds on the success of the Winter Market Fest that Sansiri organises every December. Gathered at the festival were leading Thai restaurants, café's, fashion boutiques, jewellers and various other businesses. Together we represented the high-end lifestyle in the sleepless neighbourhoods of Thong Lor and Ekkamai. Approximately 1 24,000 guests visited the festival. It was a major success for Sansiri's first co-hosting event overseas to promote Thailand.

Lastly, Sansiri cordially invites you to the 'Life Comes Home' event during the end of November, in which we will launch three new condominium developments, namely Oka Haus, Kawa Haus and The LINE Sathorn, and present guests with other ready-to-move-in projects and numerous exciting promotions.



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