



Analyst Meeting 2Q2016

August 17th , 2016

Hubba-To, T77

DISCLAIMER

Information contained in this presentation is intended solely for your personal reference and is strictly confidential. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning Sansiri Public Company Limited (the "Company"). Neither the Company nor any of its affiliates, advisors or representatives make any representation regarding, and assumes no responsibility or liability whatsoever (in negligence or otherwise) for, the accuracy or completeness of, or any errors or omissions in, any information contained herein nor for any loss howsoever arising from any use of such information. By attending this presentation, you are agreeing to be bound by the below.

Reliance should not be placed on the information or opinions contained in this presentation. This presentation does not take into account the investment objectives, financial situation or particular needs of any particular investor.

The information contained in this presentation has not been independently verified. No representation or warranty, expressed or implied, is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of, the information or opinions contained herein. It is not the intention to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects or any other information contained herein. The information and opinions contained in this presentation are provided as at the date of this presentation and are subject to change without notice. The information contained in this presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation.

In addition, this presentation contains forward-looking statements (which may include projections and statements about business plans and financial models) that reflect the Company's current views with respect to future events and financial performance. This information is provided for illustrative purposes only. These views are based on a number of estimates and current assumptions which are subject to business, economic,

competitive and other uncertainties and contingencies as well as various risks and these may change over time and in many cases are outside the control of the company and its directors. No assurance can be given that future events will occur, that projections will be achieved, or that the Company's assumptions are correct. Actual results may differ materially from those forecasts and projected. All forward-looking statements are subject to change and should not be relied upon.

This presentation may not be distributed in the United States, Canada or Japan or in any other country where it would violate securities laws by any means whatsoever or to any US person. Failure to comply with this restriction may constitute a violation of law. This presentation is not an offer for sale of any securities within the United States, Canada or Japan.

No offering of the securities will be registered under the U.S. Securities Act of 1933, as amended (the "U.S. Securities Act"). Accordingly, unless an exemption under the U.S. Securities Act is available, any securities may not be offered, sold, resold, delivered or distributed, directly or indirectly, in the United States or to, or for the account or benefit of, any U.S. person (as defined in Regulation S under the U.S. Securities Act).

This presentation and such materials are for information purposes only and are not and do not constitute or form part of any offer, invitation or recommendation to sell or issue, or any solicitation of any offer to purchase or subscribe for any securities and no part of this presentation nor anything contained in it shall form the basis of or be relied upon in connection with any contract, commitment or investment or other decision in relation thereto. This document may not be used or relied upon by any other party, or for any other purpose, and may not be reproduced, disseminated or quoted without the prior written consent of the Company.

This presentation contains proprietary information and no part of it may be used, copied, reproduced, redistributed or passed on, directly or indirectly, to any other person (whether within or outside of your organization / firm) or published, in whole or in part for any purpose.

Agenda



- Project Update
- Presale Update
- Financial Performance

Section 1

PROJECT UPDATE

Project in Pipeline

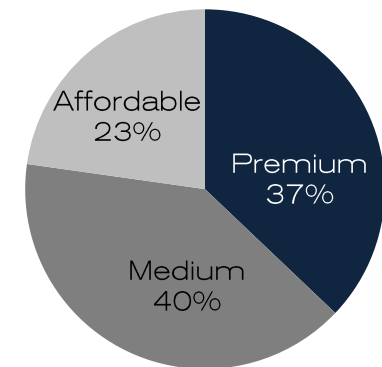
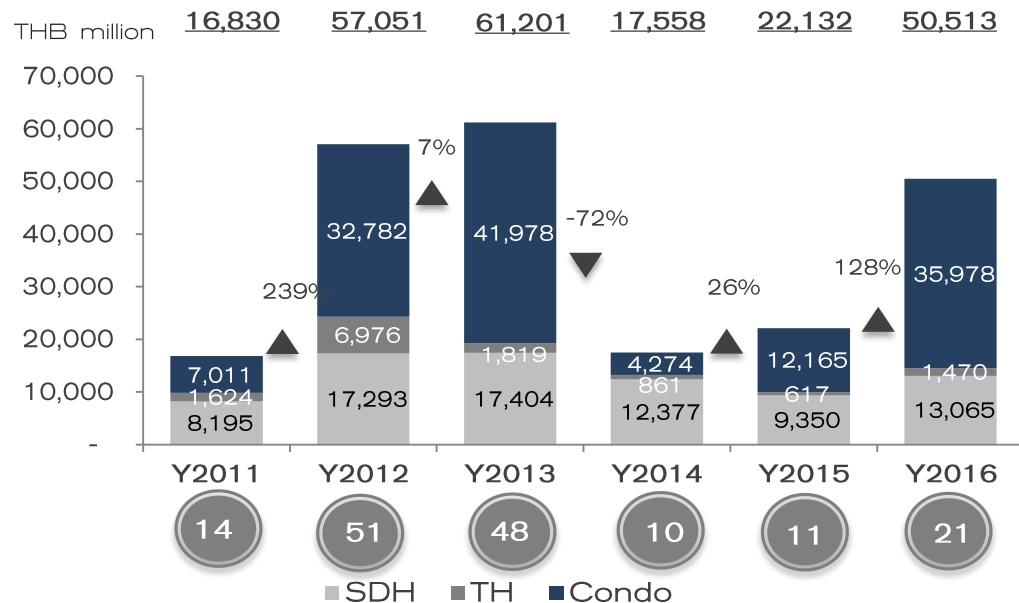
As of 8th August 2016

Active Projects (As of 8 th August 16)	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	33	60,176	57%	34,173	4,940	6.9
Townhouse	17	9,087	44%	3,992	1,194	3.3
Condominium	36	59,069	30%	18,013	4,701	3.8
JV Projects	4	13,646	0%	0	0	0.0
Total	90	141,978	40%	56,178	10,835	5.2



2016 Project Launches

Y2016	SDH	TH	Condo	No. of project	Project value (MB)
1Q2016	3	-	1	4	8,161
2Q2016	1	-	4	5	7,789
3Q2016	2	3	1	6	5,820
4Q2016	1	-	5	6	28,744
No. of project	7	3	11	21	
Project value (MB)	13,065	1,470	35,978	50,513	
%	26%	3%	71%	100%	



2016 Project Launches by Segment

Projects Launching 3Q2016



SETTHASIRI PINKLAO - KANCHANA

Location	• Pinklao
Project Value (MB)	• 1,181
Unit	• 74



KANASIRI RANGSIT KLONG 2

Location	• Rangsit
Project Value (MB)	• 1,000
Unit	• 216

Projects Launching 3Q2016



Location	• Tiwanon
Project Value (MB)	• 410
Unit	• 119



Location	• Patchkasem
Project Value (MB)	• 527
Unit	• 93



Location	• Charoenkrung
Project Value (MB)	• 533
Unit	• 35

Projects Launching 3Q2016



(Joint Venture)

- | | |
|--------------------|----------|
| Location | • Rama 9 |
| Project Value (MB) | • 2,168 |
| Unit | • 639 |

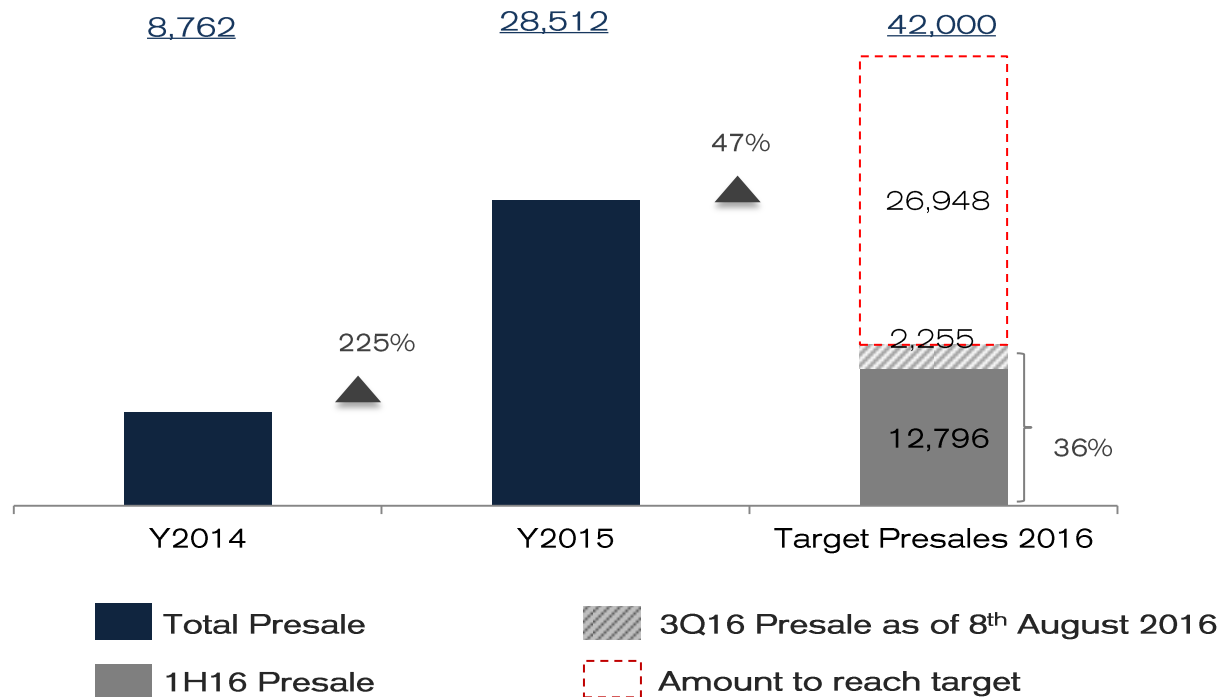
Section 2

PRESALE UPDATE

Presale Update

As of 8th August 2016

	2Q2016			3Q2016			Y2016 (YTD)		
	Value (MB)	No. of Units	Avg. Price	Value (MB)	No. of Units	Avg. Price	Value (MB)	No. of Units	Avg. Price
Single-Detached House	2,626	345	7.6	804	112	7.2	5,320	726	7.3
Townhouse	183	63	2.9	115	32	3.6	638	202	3.2
Condominium	2,384	1,012	2.4	1,191	435	2.7	6,091	2,473	2.5
JV Projects	2,859	473	6.0	145	-	-	3,004	473	6.4
Total	8,051	1,893	4.3	2,255	579	3.9	15,052	3,874	3.9



Presale Update

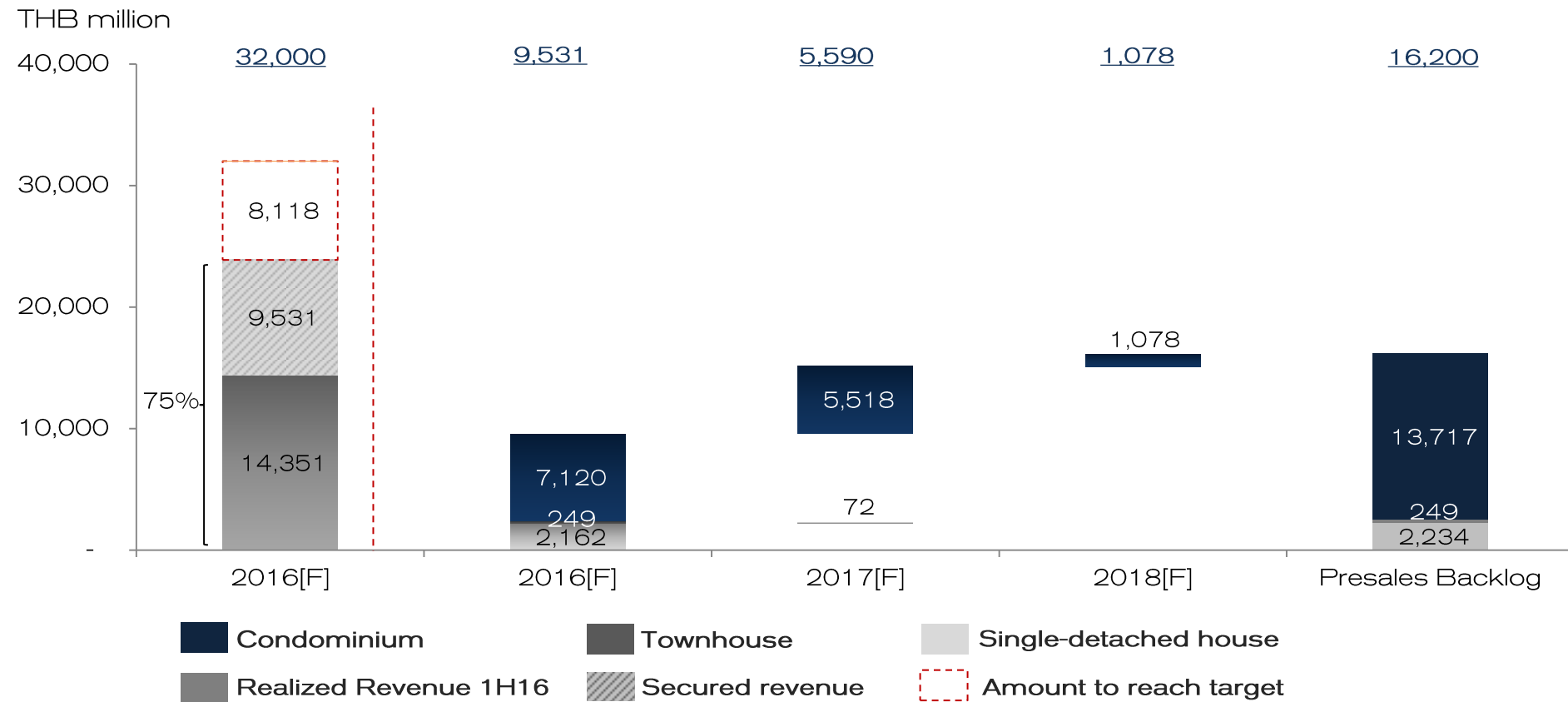
As of 30th June 2016

	2Q2016	1Q2016	2Q2015	%Q-o-Q	%Y-o-Y
Presales	8,051	4,745	11,833	69.7	(32.0)
Single-Detached House	2,626	1,890	2,035	38.9	29.0
Townhouse	183	339	694	(46.0)	(73.6)
Condominium	2,384	2,516	3,377	(5.3)	(29.4)
JV Projects	2,859	-	5,727	-	(50.1)

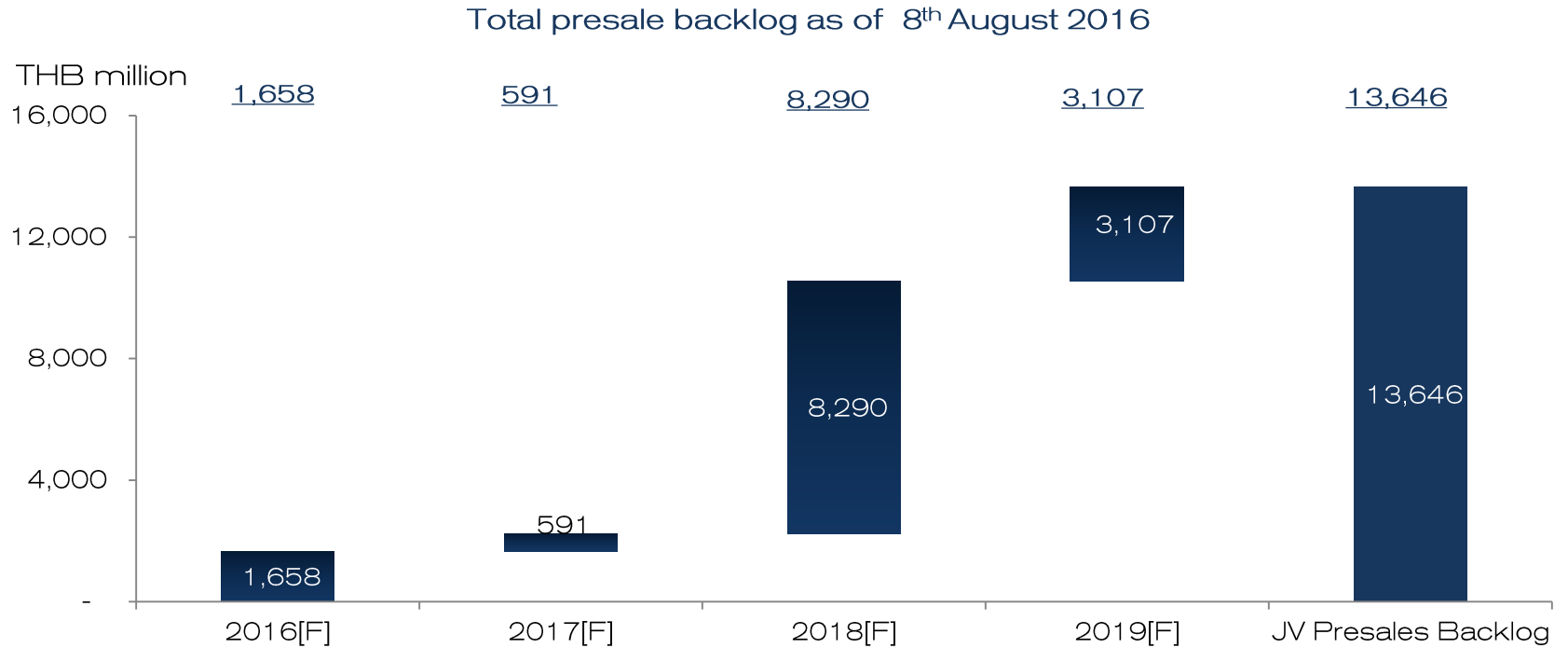
	Y2015	Y2014	%Y-o-Y
Yearly Presales	28,512	8,762	225.4
Single-Detached House	8,936	8,752	2.1
Townhouse	2,066	1,095	88.6
Condominium	6,868	(1,086)	732.6
JV Projects	10,642	-	-

Presale Backlog

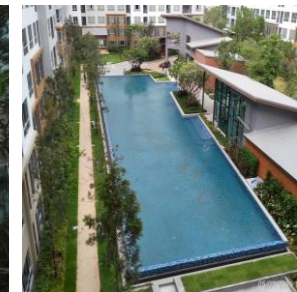
Total presale backlog as of 8th August 2016



Joint Venture's Presale Backlog



Condominium-Bangkok Transferred 2Q2016



Location • Rangsit

Project Value (MB) • 803

Unit • 462



Location • Chiang Mai

Project Value (MB) • 1,294

Unit • 514

Condominium-Bangkok Transferring 3Q2016



- | | |
|--------------------|----------------|
| Location | • Sukhumvit 39 |
| Project Value (MB) | • 2,676 |
| Unit | • 178 |

Electric Vehicle Charging Station



Habito



HABITO

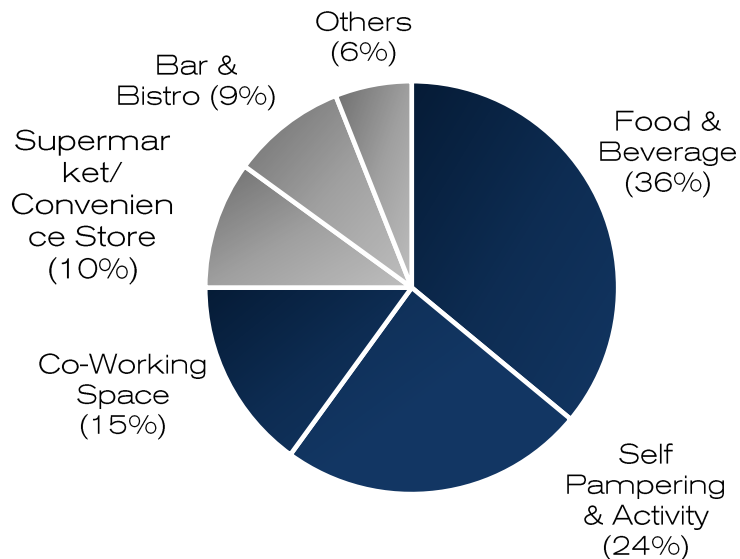
The Heart of Good Living

Value	320 MB
Land Area	4 Rai (Approximately)
Building	4 Floors with basement parking
Rentable Area	5,500 Sq.m ² (41 units)
Rental Price	750-1,500 Baht/Sq.m ²
Confirmed Tenants	90% of rental area
Revenue per year	40 mb.



- Joint-venture Sansiri and Hubba Thailand
- Largest Co-working Space and Artisan Hub in Southeast Asia

Usable area	800 Sq.m ² [Duplex floor]
Open hours	24 hours



Section 3

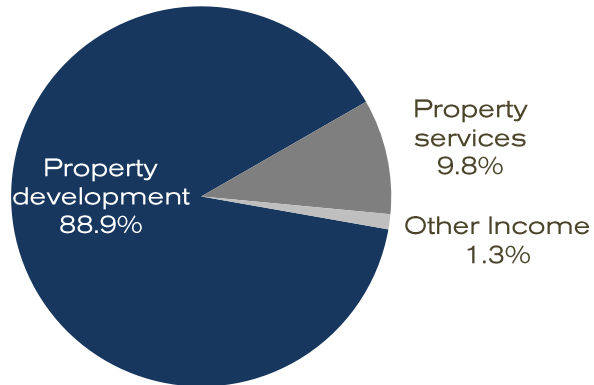
FINANCIAL PERFORMANCE

Financial Statement 2Q2016

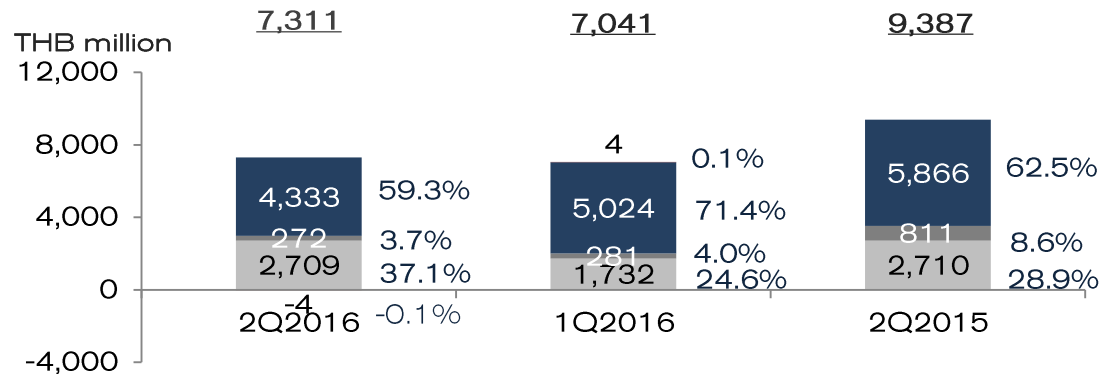
	2Q2016		1Q2016		2Q2015		% Q-o-Q	% Y-o-Y
	THB million	%	THB million	%	THB million	%		
Total revenue	8,238	100.0	7,686	100.0	10,167	100.0	7.2	(19.0)
Cost of goods sold	5,669	68.8	5,328	69.3	7,128	70.1	6.4	(20.5)
Gross profit	2,569	31.2	2,358	30.7	3,040	29.9	8.9	(15.5)
SG&A	1,533	18.6	1,449	18.9	1,577	15.5	5.8	(2.8)
Selling expenses	862	10.5	680	8.9	930	9.2	26.7	(7.4)
Administrative expenses	689	8.4	716	9.3	763	7.5	(3.7)	(9.6)
Other expenses	(18)	(0.2)	52	0.7	(116)	(1.1)	(134.3)	84.5
EBIT	1,036	12.6	909	11.8	1,463	14.4	13.9	(29.2)
Share of Loss/Gain from JV	53	0.6	24	0.3	71.6	0.7	116.2	(26.3)
Interest	171	2.1	169	2.2	213	2.1	0.9	(20.0)
EBT	812	9.9	715	9.3	1,178	11.6	13.5	(31.0)
Tax [Effective tax rate]	190	23.4	159	22.2	277	23.5	19.4	(31.4)
Net profit	622	7.6	556	7.2	973	9.6	11.9	(36.0)

Revenue Breakdown 2Q2016

2Q2016 Total revenue breakdown



2Q2016 Revenue from project sales breakdown



■ SDH ■ TH ■ Condo ■ Others

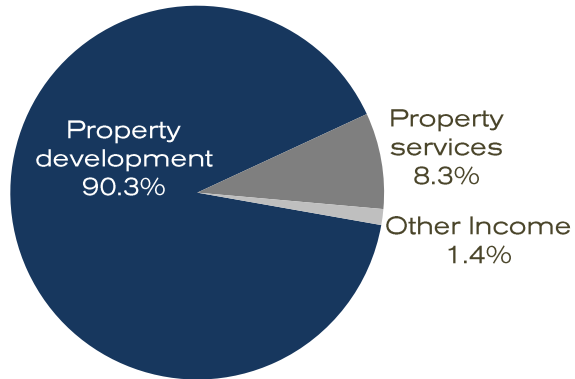
	2Q2016		1Q2016		2Q2015		% Q-o-Q	% Y-o-Y
	THB million	%	THB million	%	THB million	%		
Property Development	7,326	88.9	7,056	91.8	9,403	92.5	3.8	(22.1)
▶ Project Sales	7,311	88.7	7,041	91.6	9,387	92.3	3.8	(22.1)
▶ Rental Business	15	0.2	15	0.2	16	0.2	3.0	(3.5)
Property Services	806	9.8	517	6.7	406	4.0	55.8	98.5
▶ Business Management	764	9.3	425	5.5	356	3.5	79.9	114.8
▶ Other Property Services	42	0.5	93	1.2	50	0.5	(54.6)	(16.6)
Other Income	106	1.3	113	1.5	359	3.5	(6.3)	(70.5)
Total Revenues	8,238	100.0	7,686	100.0	10,167	100.0	7.2	(19.0)

Financial Statement 1H2016

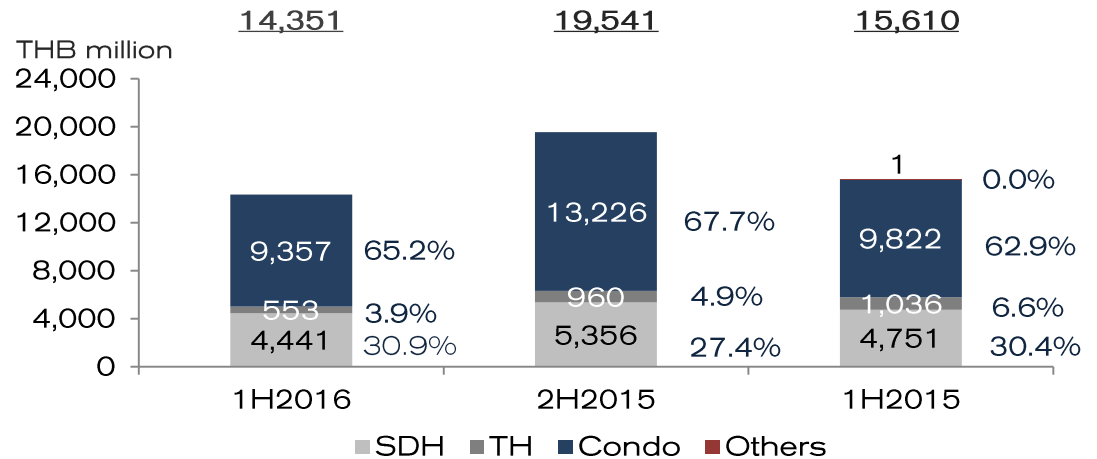
	1H2016		2H2015		1H2015		% H-o-H	% Y-o-Y
	THB million	%	THB million	%	THB million	%		
Total revenue	15,924	100.0	21,317	100.0	17,138	100.0	(25.3)	-7.1
Cost of goods sold	10,997	69.1	14,425	67.7	11,689	68.2	(23.8)	(5.9)
Gross profit	4,927	30.9	6,892	32.3	5,449	31.8	(28.5)	(9.6)
SG&A	2,982	18.7	3,536	16.6	3,096	18.1	(15.7)	(3.7)
Selling expenses	1,542	9.7	1,729	8.1	1,583	9.2	(10.8)	(2.6)
Administrative expenses	1,406	8.8	1,727	8.1	1,421	8.3	(18.6)	(1.1)
Other expenses	34	0.2	81	0.4	91	0.5	(57.4)	(62.0)
EBIT	1,945	12.2	3,356	15.7	2,353	13.7	(42.1)	(17.4)
Share of Loss/Gain from JV	77	0.5	162	0.8	72	0.4	(52.3)	7.2
Interest	340	2.1	327	1.5	401	2.3	3.9	(15.2)
EBT	1,527	9.6	2,867	13.5	1,880	11.0	(46.7)	(18.8)
Tax [Effective tax rate]	349	22.8	803	28.0	439	23.3	(56.6)	(20.5)
Net profit	1,179	7.4	2,064	9.7	1,514	8.8	(42.9)	(22.1)

Revenue Breakdown 1H2016

1H2016 Total revenue breakdown



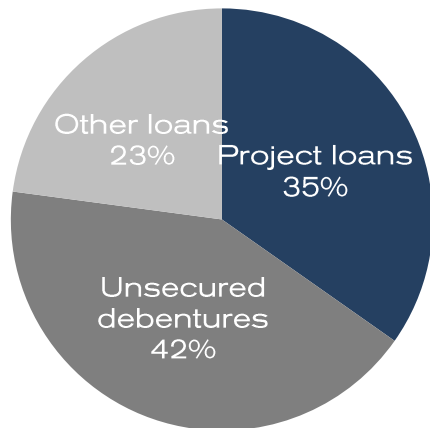
1H2016 Revenue from project sales breakdown



Revenue breakdown	1H2016		2H2015		1H2015		% H-o-H	% Y-o-Y
	THB million	%	THB million	%	THB million	%		
Property Development	14,381	90.3	19,572	91.8	15,644	91.3	(26.5)	(8.1)
► Project Sales	14,351	90.1	19,541	91.7	15,610	91.1	(26.6)	(8.1)
► Rental Business	30	0.2	30	0.1	33	0.2	0.4	(9.3)
Property Services	1,323	8.3	1,083	5.1	652	3.8	22.2	102.8
► Business Management	1,189	7.5	909	4.3	523	3.0	30.8	127.4
► Other Property Services	135	0.8	174	0.8	130	0.8	(22.8)	3.8
Other Income	219	1.4	662	3.1	842	4.9	(67.0)	(74.0)
Total Revenues	15,924	100.0	21,317	100.0	17,138	100.0	(25.3)	(7.1)

Financial Highlights

	2Q2016 THB million	1Q2016 THB million	2Q2015 THB million	% Q-o-Q	% Y-o-Y
Cash balance	1,932	2,651	2,224	(27.1)	(13.1)
Interest bearing debt	32,987	33,549	38,429	(1.7)	(14.2)
- Project loans	11,464	11,329	18,529	1.2	(38.1)
- Unsecured debentures	13,974	13,970	13,963	0.0	0.1
- Other loans (short term loan)	7,549	8,250	5,938	(8.5)	27.1
D/E (times)	1.57	1.51	1.92	3.4	(18.4)
Gearing (times)	1.24	1.21	1.53	2.6	(18.7)
Net gearing (times)	1.17	1.12	1.44	4.9	(18.8)
Earning per share (baht)	0.08	0.04	0.06	110.3	30.2



2Q2016 Interest Bearing Debt

Diversified source of debt to bring down average cost of fund continuously. The average cost of fund is now at 4.27%.

Financial Highlights

As of 29th July 2016

	Issue Size (MB)	Duration (yrs.)	Avg. Coupon Rate (%)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
SIRI175A	2,000	7	5.60											
SIRI160A	1,000	5	5.64											
SIRI 181A	3,000	5	4.99											
SIRI 185A	1,000	5	4.96											
SIRI 188A	2,000	5	4.95											
SIRI 194A	1,000	5.5	5.20											
SIRI 206A	2,000	5	4.75											
SIRI 194B	1,000	3.5	3.90											
SIRI197A	1,000	3	3.50											
Repayment Maturity				-	-	-	-	-	-	1,000	2,000	6,000	3,000	2,000

SIRI – W2 and ESOP #7

As of 31st December 2015

	SIRI-W2	ESOP #7
Outstanding : Unit	3,406,219,088	300,000,000
Exercise Ratio (per 1 unit of warrant)	1 : 1.000	1 : 1.000
Exercise Price (Baht/share)	2.50	2.50
Exercise Period	Dec 15-Nov 17 (Quarterly)	Sep 15 - Aug 20 Gracing 20% for 5 years. (Monthly)

* Existing of shares(as of 31st December15) : 14,285,501,270

Dividend Payment Policy

- 50 % of its consolidated net income, after deduction of all reserves as required by law and the Company.

Interim dividend of 1H16

- Dividend payout THB 0.04 per share [50% of EPS]
- Record date 29 August 2016
- Paid out date 9 September 2016

Thank you for your attention

CONTACT INFORMATION

Varangkana Artkarasatapon
Vice President

Direct Line : +662 201 3944

E-mail Varangkana@Sansiri.com

Mayseneer Ratnavijarn
Assistant Manager

Direct Line : +662 201 3017

E-mail Mayseneer@Sansiri.com

Warissara Klaklangchon
Investor Relations

Direct Line : +662 201 3212

E-mail Warissara@Sansiri.com

Sansiri PLC.

15th Fl. Siripinyo Bldg. 475 Sri Ayutthaya Rd.,

Rajthevi, Bangkok 10400 Thailand.

Website : www.sansiri.com