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INVESTOR'S GUIDE

SANSIRI PUBLIC COMPANY LIMITED

CONDOMINIUM

HOUSE

TOWNHOUSE



COMPREHENSIVE SUPPORT FOR INVESTMENT, VACATION & LIVING

Sansiri is widely regarded as Thailand's leading developer of quality houses, townhouses and condominiums. From premium villas to luxury condominium units, Sansiri homes are meticulously designed, with careful consideration afforded to the use of space, functionality and aesthetics.

Sansiri's comprehensive support services, managed by dedicated specialists, ensure the very best experience for all customers. Headquartered in one of the world's most vibrant and exciting countries, and with over 34 years of industry experience, Sansiri continues to set new precedents in property development with innovative products and exceedingly convenient lifestyle services. Before making an investment, it is important to first consider the intended purpose of your purchase. Common reasons for investing in Thai property include:

- For use as a primary residence
- A source of rental income
- Capital appreciation investment
- Secondary or holiday home
- Office or workspace use
- Retirement

Thailand is a particularly diverse country that provides property investors with a wealth of investment options. Factors like location, accessibility, and proximity to amenities are important to consider when selecting a property. Specific needs of buyers, however, will ultimately depend on their reasons for buying.

Sansiri strives to enhance quality of life and create a rich, rewarding living experience for all customers, while ensuring the utmost satisfaction of vital stakeholders, including business partners, employees and local communities.

When you choose Sansiri, you invest in more than just a quality home—you become a member of the “Sansiri Family” and, as such, the leading priority of Thailand's only full-service real estate developer.

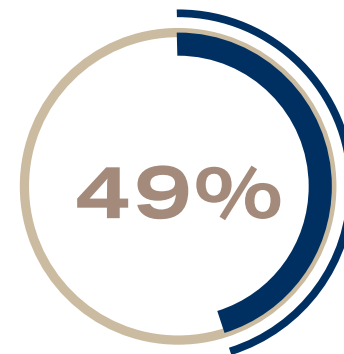
THAILAND'S LEADING
FULL - SERVICE
REAL ESTATE DEVELOPER

INVESTOR'S GUIDE FREEHOLD OR LEASEHOLD

FREEHOLD

Freehold condominiums are the best purchasing option in Thailand for foreign buyers. With a special status, outlined by the Condominium Act B.E. 2522 (1979), the freehold condominium unit gives foreign investors absolute ownership of the property as well as co-ownership of common property. It is the best form of tenure that foreigners can be granted in Thailand. Sansiri offers foreign buyers a range of purchasing options, with freehold condominiums located in Bangkok and a number of key resort areas throughout Thailand.

- Completed property requires 100% payment of the property cost.
- Property still under construction requires only 30% of the cost to be paid initially. The remaining 70% is paid upon completion.



FACT

FOREIGN BUYERS CAN PURCHASE UP TO 49% OF THE TOTAL FLOOR AREA OF A CONDOMINIUM BUILDING ON A FREEHOLD BASIS. IT IS THEREFORE IMPORTANT TO BE AWARE OF A CONDOMINIUM'S FOREIGN OWNERSHIP QUOTA BEFORE BUYING.

LEASEHOLD

Leasing is an alternative option for foreigners, which involves registering the leasehold rights of a property with the District Land Office. This includes the lease of condominiums and freehold land. Through this process, foreigners can effectively use land with a leasehold tenure and are permitted to own buildings and structures erected on that land. Thai law limits the duration of leases to a maximum of 30 years, after which the lease term can be renewed. With a registered company in Thailand, it is also possible for foreigners to purchase land and houses.

RESERVATION & PURCHASING

To secure the booking of a unit, a reservation fee and down payment deposit are required from the buyer. Once the project has been completed, the balance should be paid in full. Sansiri also requires a copy of the buyer's national passport. For foreign buyers who have previously purchased property in Thailand, it is crucial that the spelling of the buyer's name in Thai is identical to that used for previous purchases. Buyers can purchase property in Thailand via:

- Booking by cash or credit card
- Overseas foreign funds transfer

The requisite information for a buyer to transfer payment to either a Sansiri bank account or an account designated by Sansiri is as follows:

- Bank account name
- Bank name
- Bank account number
- Bank address
- SWIFT code
- Purpose of transfer (i.e. Purchase of property)

SOURCE OF FUNDS DECLARATION

Non-resident foreigners who buy a condominium in Thailand must present a Source of Funds Declaration to the District Land Office when registering ownership. All funds must be remitted into Thailand as foreign currency, after which the receiving bank will exchange the amount into Thai Baht.

FOREIGN EXCHANGE TRANSACTION:

The receiving bank will issue a Foreign Exchange Transaction Form (FET) for amounts greater than USD 50,000 and a Credit Note for lesser amounts.

CUSTOMS DECLARATION FORM:

It is necessary to declare the foreign currency amount to customs, who will issue a receipt for incoming funds. The receipt can then be presented to the bank in order to acquire a Confirmation Letter.

It is recommended that foreign buyers consult a lawyer to assist with their purchase.

OTHER CONSIDERATIONS

Taxation is another factor that needs to be taken into account when making your purchase. There are numerous taxes that may arise when buying or selling property in Thailand.

TRANSFER FEE

A Transfer Fee applies to the purchase of freehold property, which is calculated at 2% of the property's official appraised value. Whether the buyer or seller pays the Transfer Fee depends on the terms agreed to by both parties in the Sale and Purchase Agreement. On the date of the ownership transfer, the Transfer Fee is paid to the District Land Office under whose jurisdiction the location of the property falls under.

LEASE REGISTRATION FEE

If the lease term is less than 3 years, a lease registration is not required for the lease to be legally enforceable. Leases exceeding 3 years, and up to 30 years, should be registered with the Land Office in order to ensure enforceability in court. Currently, the Lease Registration Fee is calculated at 1% of the total rental fee for the entire lease term. This cost is often borne equally by the lessor and lessee upon mutual agreement by both parties.

SPECIFIC BUSINESS TAX (SBT)

SBT is payable when the property being sold by a company or individual has been held for less than a period of 5 years. The tax rate is calculated at 3.3% (including Municipal Tax) of either the sales price or the official appraised value of the property (whichever is greater).

STAMP DUTY

Stamp Duty is imposed at varying rates on certain legal instruments. Stamp Duty is only applicable in cases where SBT is not applied.

WITHHOLDING TAX (WHT)

Where the seller is a company, the WHT is calculated at 1% of either the Land Department's official appraised value or the contracted sales price (whichever is greater). An individual who earns income from selling a property, which includes condominium units, is subject to WHT under the Revenue Code of Thailand. The WHT is calculated at a progressive rate based on the official appraised value of the property.

Note:

When transferring foreign currency funds into Thailand, it is required that the name of the beneficiary listed in the Foreign Transaction Form is identical to that of the buyer, as it is written in the Sale and Purchase Agreement.

The total amount of transferred funds must not be less than the net price (Thai Baht) of the condominium unit specified in the Sale and Purchase Agreement.

In the transfer instructions, the purpose of the transaction should be clearly specified as "For the purchase of a condominium in Thailand".

COMPANY PROFILE

CONSTRUCTING LIFE, NOT JUST BUILDINGS

With over 34 years of real estate experience, Sansiri has established hundreds of residential, retail and hospitality projects across Thailand, as well as a residential development and two office spaces for rent in London. Providing a host of complementary support services that go far beyond those of traditional developers, Sansiri is now widely regarded as Thailand's leading high-quality property developer.

Comprehensive service options offered by Sansiri's Plus Property Management, Quintessentially Lifestyle, and Rental for the Holidays provide effective solutions to the diverse residential, lifestyle and investment management requirements of different customers.

Our meticulously designed homes and unparalleled after- sales services bear testament to our dedication to continuously improving the quality of life of all Sansiri Family members.

Join us on our journey and share in our aspirations for the future...

MILESTONES

1988

San Samran launched Baan Khai Muk, a premium holiday condominium in Hua Hin, Thailand's seaside resort town, with an investment value of 250 million baht.

1999

Starwood Capital Group joined Sansiri as a partner.

2003

Sansiri launched the construction of 11 condominiums, 6 detached house projects and 2 townhouse projects.

The pre-sales volume for the year went up to 9.1 billion baht.

2007

Awarded "Asia's Best Residential Project of the Year 2006" by Asia Pacific Commercial Real Estate for Baan Sansiri Sukhumvit 67 project.

2011

A new corporate logo was launched in order to elevate the brand above its competitors.

2012

Sansiri began its expansion up-country to cover all regions of Thailand, including Chiang Mai, Phuket, Huahin, Khon Kaen, Pattaya and Khao Yai.

2014

Sansiri further strengthened its financial position through capital raising.

As of December 2014, the company's paid-up capital stood at THB 14.582 billion, up from THB 10.201 billion at the same time the previous year.

2016

Sansiri signed a joint venture agreement with BTS Group, Thailand's leading provider of mass transit solutions, to develop new residential projects along the BTS SkyTrain line.

Sansiri named "Thailand's Leading Property Developer" for second time running at Thailand Property Awards.

Sansiri opened its first international offices in Singapore and Beijing.

1984

San Samran Holding Company Limited was established.

1996

Sansiri Public Company Limited was listed on the Stock Exchange of Thailand.

2000

Sansiri Public Company Limited was among the first Thai property corporations to complete debt restructuring after the 1997 economic crisis.

2006

Sansiri ended the year with a 16 billion baht pre-sales volume, crossing the 10 billion baht threshold for the first time.

2010

Mr. Srettha Thavisin, President of Sansiri Public Company Limited, became the largest shareholder.

Sansiri introduced a new Corporate Social Responsibility policy in partnership with UNICEF Thailand focusing specifically on children's welfare.

2013

With the success of Sansiri's CSR programme, the company was invited by the United Nations as a representative of the private sector to share Social Change's philosophy and various initiatives at the United Nations Forum on Business and Human Rights in Geneva, Switzerland.

2015

Sansiri launched its first hotel under the Sansiri Hotel Collection, ESCAPE Hua Hin.

This was followed by the launch of ESCAPE Khao Yai in 2014.

2017

Sansiri received numerous accolades at IAIR Awards, GoHome Awards and Thailand Property Awards.

Sansiri's flagship project 98 Wireless completed, winning the Global Luxury Award and becoming the first residential building in Thailand to attain LEED certification.

Sansiri organised the very first "Thai Festival" in Singapore (Royal Thai Embassy) and Hong Kong (Lan Kwai Fong).

2018

Sansiri partnered with international companies Tokyu Corporation and Luen Thai.

Sansiri invested in six eminent international brands – Monocles, The Standard, Hostmaker, JustCo, Farmshelf and One Night.

Sansiri established offices in Shanghai, Guangzhou, Shenzhen and Hong Kong.

34
YEARS

315
PROJECTS

82,855
UNITS

17
PROVINCES

3
INTERNATIONAL

A map of Thailand with dots indicating project locations. The dots are concentrated in the central and southern regions, with a few scattered in the north and northeast. The map is labeled with the following provinces: CHIANGRAI, CHIANGMAI, UDONTHANI, KHONKAEN, KORAT, BANGKOK & VICINITIES, RAYONG, BANGSAEN, CHA-AM, PATTAYA, HUAHIN, SURATTHANI, PHUKET, and HAD YAI. A legend indicates that the dots represent 'CURRENT' projects.

SANSIRI DEVELOPMENTS



*98 Wireless - The Best comes as standard
Sansiri's latest flagship condominium.*



*Baan Mai Khao - Beach front condominium in one of the most beautiful
and serene parts of Phuket on Mai Khao Beach.*



*KHUN by YOO - Sansiri's first branded condominium
with YOO design studio.*



*Setthasiri Watcharapol - Modern Thai style single-detached houses, exceptional Thai Residences
under the concept of "Holistic Living", conveying serenity and balance.*

TRANSFORMING PARTNERSHIPS

Meet our partners – a groundbreaking group combining qualities of entrepreneurialism, hospitality and technological innovation.

Sansiri, Thailand's largest developer of premium residential real estate, is making bold new moves. Established for more than three decades as a trusted provider of high-quality properties, the company is now moving into a new era by expanding its business. Sansiri is partnering with six leading global technology and lifestyle businesses to create new, synergistic products and services that meet the needs of the next generation of consumers.

In their respective sectors, these six partners are known as industry innovators and digital disruptors.

The Standard

UPENDING TRADITION

The Standard has redefined hospitality by creating hotels that are vital cultural hubs in major cities. Sansiri's investment will help to launch further hotels and restaurants in new, exciting destinations.

ONE:NIGHT

QUICK THINKING

Spontaneous hotel-booking app One Night-another disruptor in the hospitality industry-will also be expanding their reach across Asia and other global markets with Sansiri's involvement.



HOSTMAKER

HOME AWAY FROM HOME

Hostmaker has enhanced the sharing-economy model by integrating hotelier values to the Airbnb experience. The new partnership will enable Hostmaker to further develop innovative services and expand into new international markets.



WORKING TOGETHER

In the professional sector, JustCo has opened up spaces for collaborative co-working. With Sansiri's investment, four new branches are set to open in central Bangkok in 2018, with other key Asian cities on the horizon.



FARM TO FORK

Farmshelf has closed the gap between field and fork with its automated indoor-farming units, which will be integrated into Sansiri developments from March 2018.



MONOCLE

EYE ON THE WORLD

Monocle, with its eye for the newsworthy and noteworthy, has set the pace for intelligent, considered engagement in a rapidly evolving modern world. Now, Monocle is partnering with Sansiri to launch its first bespoke residential development in Bangkok in 2018.

Though based in different international cities, all six partners reside in high-growth sectors in global markets. Each one of these companies leverages the latest technologies to more effectively serve their customers. Their new, asset-light business models will provide transformative opportunities for synergy and growth in the digital era.

It's time to look further than simply providing homes for people to live in. With these exciting new collaborations, Sansiri and its partners will improve how we live, work and play in the future.

COMPREHENSIVE AFTER - SALES SERVICES

Our diverse range of integrated services and programmes, specially intended to augment and simplify the lives of every one of our homeowners, is what sets Sansiri's customer service apart from other developers. We can say with full confidence that we are indeed Thailand's leading full-service real estate developer.

RENTAL & RESALE

PLUS +

RESALE & LEASING SERVICES BY PLUS PROPERTY

After 20 years of operation, Plus Property Company Limited is well established in the domestic market. Maintaining an excellent track record in residential resale, leasing, and property management services, Plus is fully equipped to facilitate every aspect of property resale and leasing. With a diverse range of professional service options and a dedicated staff, Plus Property is always on hand to assess the requirements of customers and provide hassle-free property management solutions.

Plus Property oversees more than 1,000 resale deals annually. Maintaining a comprehensive client database and establishing efficient communication strategies, we are the trusted sales agent of over 100 residential projects and the preferred choice for both homeowners and investors alike.

For further information, please visit www.plus.co.th



LEASING SERVICES FOR HOLIDAY DESTINATIONS

Plus Property offers a rental management programme called Rental for the Holidays serving residential projects in holiday destinations namely Hua Hin, Phuket, and Pattaya. Essential services include finding tenants via property listings, marketing and consultancy, comprehensive project presentations, organizing unit viewings for potential agents and tenants, and negotiating lease terms and conditions in the best interest of property owners.

For further information, please visit www.rentalfortheholidays.com

HOME CARE SOLUTIONS



HOME SERVICE

SANSIRI HOME SERVICE APPLICATION

Home Service is an all-inclusive smart application that lets you manage every aspect of your Sansiri property—from before the property is transferred, through to moving in. With Home Service you can follow news, receive updates on completion times, communicate with building management, report problems requiring repair, and receive status reports on work progress. Our convenient app provides you with a direct line to your building management team, who are on hand to assist with both day-to-day issues and long-term solutions to your rental/resale requirements.

Available for download on the App Store and Play Store.

For further information, please visit www.sansiriservice.com

PROPERTY CARE MANAGEMENT PROGRAMME

For investors residing outside of Thailand, we recognise the importance of having a dependable representative who can provide hassle-free property care and management solutions. Our custom services aim to assist property investors by taking care of essential duties, such as evaluating maintenance issues and negotiating major repairs, coordinating with tenants to assess any issues they may have, organising monthly rental payments, conducting half-yearly reports on furniture and appliance conditions, and consolidating and invoicing utility expenses (if any).

For further information, please contact propertycare@plus.co.th

HOME CARE SERVICE

Our Home Care Service is designed to help you maintain every aspect of your property. Simply submit a request online and our professional team will be there to assist you.

For further information, please visit www.sansiri.com/homecare

PRIVILEGES



At Sansiri, we believe that happiness begins at home. As a Sansiri Family member, you will receive exclusive privileges and gain access to a host of special events and activities. It is our aspiration for all Sansiri Family members to be able to enjoy the good life and have the time needed to nurture the relationships they value most.



SANSIRI LOUNGE

The exclusive Sansiri Lounge, conveniently located on the 3rd floor of Siam Paragon, Bangkok's premier downtown mall (adjacent to Siam BTS Station), is open daily from 11:00 to 20:00. Sansiri customers can simply register with their phone number to enjoy the many services offered here. Learn about current and upcoming Sansiri projects from our staff, who are on hand to answer any questions you may have and help you with instalment payments. Sansiri Lounge also provides free Wi-Fi.



SANSIRI & SOCIAL RESPONSIBILITY

Sansiri's Corporate Social Responsibility programme, 'Social Change', focuses on supporting, promoting, and developing the wellbeing and rights of children and youths in a sustainable manner. Sansiri collaborates with all sectors in finding solutions to root problems while advocating for programmes, and laws, conducive to healthy child development. Sharing a common vision, UNICEF Thailand has become an important partner in Sansiri's endeavours to increase awareness of children's rights and nurture the conditions that will allow every child a good life on equal terms.

SANSIRI ACADEMY

Sansiri Academy provides free football training every weekend to children of various ages and skill levels. The academy was first established to encourage children to exercise, foster team spirit and discipline, and to help kids develop their talents and potential. There are currently over 6,000 children participating in the programme at the six academies in Bangkok and Phuket, making Sansiri Academy one of the largest free football academies in the entire region.