

Sansiri commences its 40<sup>th</sup> year in 2024 under the 'Resilient Growth' concept, planning to launch 46 projects a total of THB 61,000 million in value for sustainable growth. Sansiri aims to increase the proportion of low-rise and condominium launches in strategic locations such as Phuket, Hua Hin, Chiang Mai and Pattaya, with high economic potential and tourism competitiveness, compared to last year. Also, the target of net presale is THB 45,000 million while the transfer is targeted at THB 43,000 million.

Sansiri unveiled 7 new projects totalling THB 9,470 million for the 1<sup>st</sup> quarter, 4 of which were provincial projects worth THB 3,940 million. These include Setthasiri Ruamchok, situated in one of Chiang Mai's CBDs; Anasiri Payap also in Chiang Mai; Cabanas Hua Hin, located only 300 metres from the beach; and condo me Ban Pho, Chachoengsao. The other 3 projects in Bangkok and its vicinities included Setthasiri Bangkok-Pathumthani 2, Setthasiri Watcharapol-Theparak and Anasiri Salaya-Pinklao.



Despite a small number of new project launches in the 1<sup>st</sup> quarter, Sansiri achieved a net presale of THB 9,600 million, increasing 18% YoY and surpassing the target of THB 8,000 – 8,500 million. This achievement was facilitated by positive customer response and the presence of active projects in various potential locations. There are numerous fascinating new projects that are expected to further stimulate sales. Whether it is to continue the widespread success of the Setthasiri, Saransiri and Anasiri across multiple locations, revamp The Base condominium, or introduce new brands for single-detached houses and condominiums including Narinsiri, Else, Mabel, and Pynn.

Transfer (including JV) this quarter was THB 9,600 million, growing 24% YoY and exceeding the target of THB 8,400 million. There was 1 newly built condominium started to transfer, namely The Base Downtown Khon Kaen. Moreover, Sansiri has 9 more will-be-completed condominiums to begin transfer this year, which will be one of the crucial factors supporting our transfer target.



Sansiri offered 2 series of debentures on 19 – 21 March, totalling THB 5,000 million with a 3-year maturity and a fixed annual interest rate of 4.60%. The debentures received overwhelming response from institutional, high-net-worth and retail investors, which can be fully subscribed to within the first hour of the subscription period. The solid demand reflects investors' confidence in our business fundamentals and growth potential, amidst investors' concern over the uncertainties in the bond market. Despite this, Sansiri has secured a line of credit from financial institutions ready to support the development of projects. Besides, our substantial liquidity of THB 17,000 million ensures that we have adequate liquidity to repay the matured debentures even if Sansiri decides not to issue a new series of debentures.

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