



SANSIRI PUBLIC COMPANY LIMITED

SIRI CAMPUS

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## INVESTOR'S GUIDE

SANSIRI PUBLIC COMPANY LIMITED

CONDOMINIUM

HOUSE

TOWNHOME







## 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 37 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 MOST TRUSTED  
FULL-SERVICE  
PROPERTY DEVELOPER

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## INVESTOR'S GUIDE FREEHOLD OR LEASEHOLD

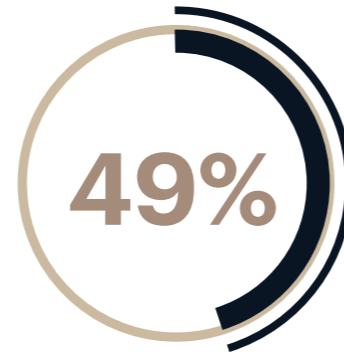
### FREEHOLD

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.

### 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.



### 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.

## 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 purchase 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.

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. It shall be equally paid by the Seller and the Purchaser or mutually agreed 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. Any lease 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 and 0.1% stamp duty. The total transaction cost for leasehold is 1.1%. 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.

### **NEW LAND AND BUILDING TAX ACT IN THAILAND**

Thailand's new Land and Building Tax Act B.E. 2562 (2019) (the "Act") came into effect on March 13, 2019. Payment of land and building tax under the new Act will be required from January 1, 2020.

Under the Act, both individual and juristic persons who have ownership, possessory, or usage rights over land or buildings (including condominium units), as of January 1 of each year, will be required to pay land and building tax to the local administrative authorities. Payment will be due in April of each year. The fixed maximum rate for land and building tax on residential use is 0.30% per year. Please note that land and building tax rates will be reduced depending on value of the property in the first two years of tax collection under the Act commencing January 1, 2020.

#### *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 Bahl) 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".*

#### **DISCLAIMER:**

*The information provided herein should be used as guidance only. We cannot guarantee that information provided in this Investor's Guide will be accurate and up to date, nor should it serve as a substitute for any legal, real estate, tax, or other consultations or services. The purchaser should consult with a professional in the respective legal, tax, accounting, real estate, or other area before making any decisions or entering into any legal actions to the properties described herein. All of the contents provided herein shall not be used by any commercial or personal entity without prior written consent of SANSIRI PLC.*

## COMPANY PROFILE

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# MADE FOR LIFE, MADE FOR EVERYONE

Over 37 years as a leading brand in the business of premium property development in Thailand, Sansiri has provided the foundation for people to live happily, safely and comfortably, in homes that are designed to suit their lifestyles through every stage of home residency and ownership. Its brand promise is simply this: in everything we do, we intend to improve quality of life for its residents.

Sansiri lays its foundation starting from bricks and mortar through its thoughtfully designed condominiums, townhouses and single houses. Wherever possible, these are replete with physical spaces set aside for the purposes of recreation and social gathering. We don't believe in compromising on these elements, and by doing, we construct beyond just an ordinary building to create a vibrant, lively, connected community.

A good quality of life is incorporated into Sansiri's ethos as it strives to improve every aspect of its business, seeking out mutually beneficial partnerships and sourcing the highest quality materials to use in its buildings. Sansiri's services, initiatives and cultural destinations further bolster this, providing residents with a holistic environment that anticipates and accommodates their every need.

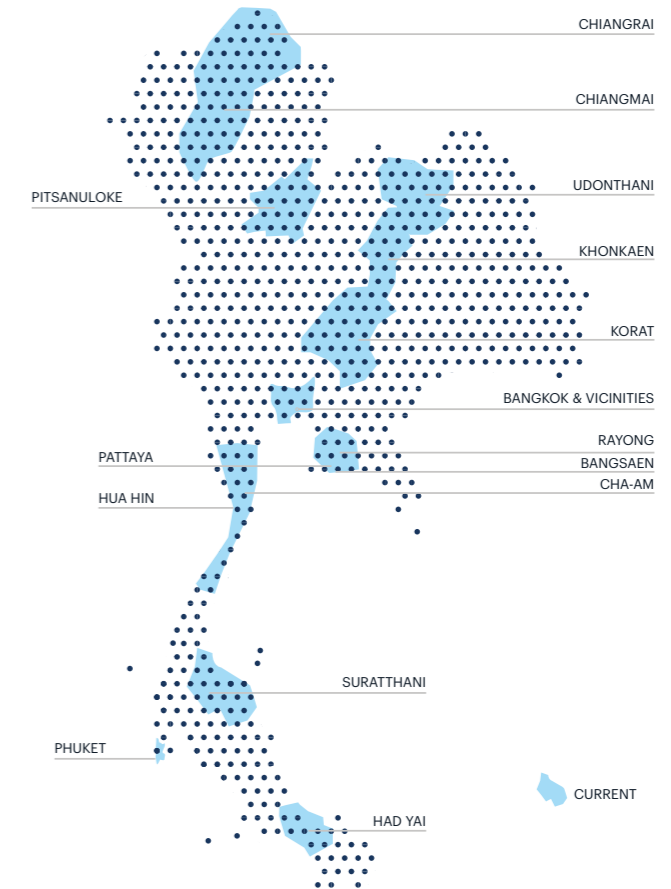
**37**  
YEARS

**386**  
PROJECTS

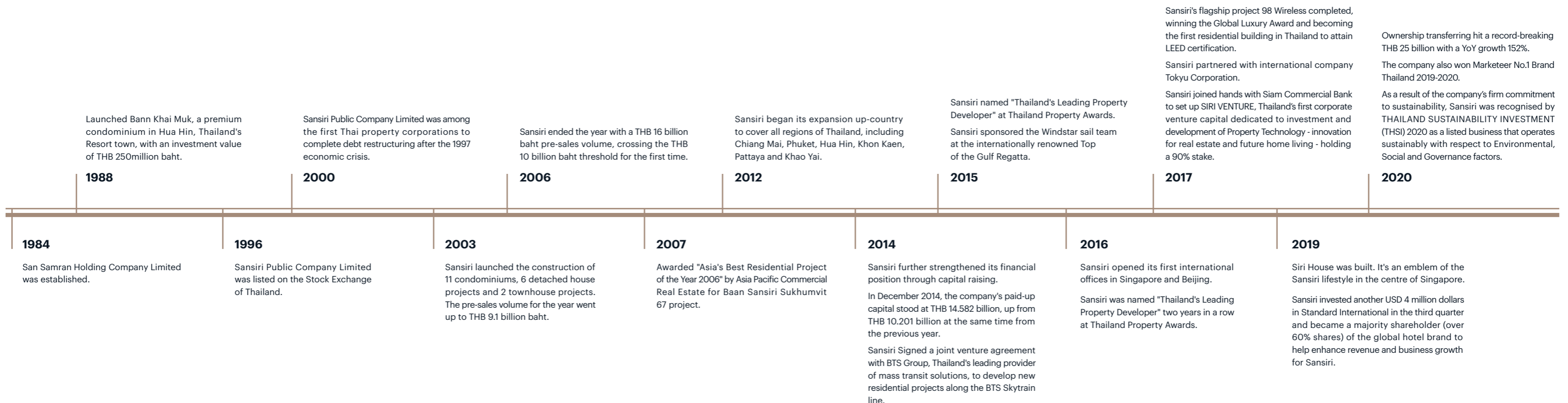
**113,099**  
UNITS

**20**  
PROVINCES

**1**  
INTERNATIONAL



## MILESTONES



## SANSIRI DEVELOPMENTS



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



Baan Sansiri Pattanakarn, a new pride from Sansiri that will take you to the next level of living.  
Every detail starts with perfection.



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



BuGaan, the modern living luxury.  
The new concept creation from Sansiri that only serves the select few.



## TRANSFORMING INVESTMENTS

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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 investing in 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.



#### XSPRING

Sansiri will build its 37 years of expertise and experience by investing in X Spring Capital Public Company Limited, a financial and securities group providing a full range of financial services that connects today's financial world with the world of digital finance or Digital Financial Service - the first and only in Thailand. Sansiri is the number one shareholder with 15% stake with an investment of more than 2,000 million baht.



#### **WORKING TOGETHER**

In the professional sector, JustCo has opened up spaces for collaborative co-working. With Sansiri's investment, four branches have been established in central Bangkok since 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.

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

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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+

#### REALE & 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](http://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 Bangkok, Huahin and Phuket. 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.rentalfortholidays.com](http://www.rentalfortholidays.com)

## HOME CARE SOLUTIONS



#### 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 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.sansiri.com/homeservice](http://www.sansiri.com/homeservice)

#### 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@sansiri.com](mailto:PropertyCare@sansiri.com)

#### 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](http://www.sansiri.com/homecare)

## SANSIRI SECURITY SYSTEM

Sansiri ensures the safety of its residents through a dedicated team of security officers who possess Sansiri's highest security standard, as well as a contingent of fully trained security guards from Sansiri Security Inspection (SSI) to guarantee their readiness for the job at hand, aided by modern technology to keep its residents safe and secured at all time.

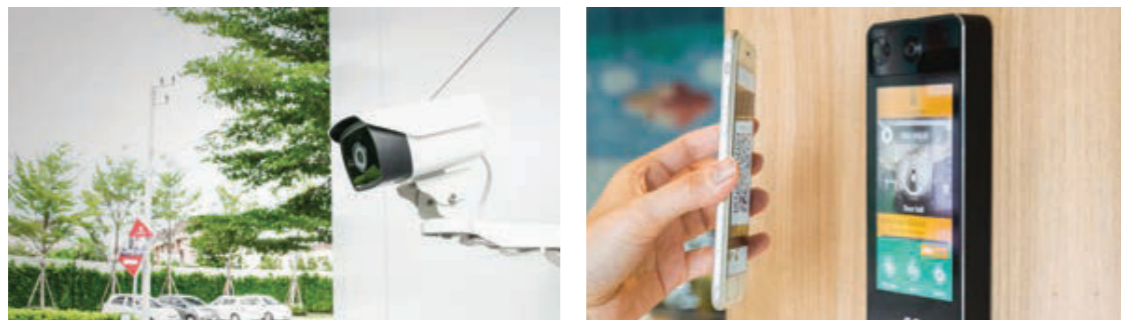


### LIV - 24

We offer an integrated innovative security technology to elevate your confidence to a whole new level, along with real-time, 24-hour security protection for its residents.

### IOT FACILITY MANAGEMENT

Managerial central engineering technology system for condominiums



### VISITOR MANAGEMENT SYSTEM (VMS)

Visitors' recording system

### SMART ACCESS QR CODE

QR CODE for visitor

*\*Application of Sansiri security technologies might differ in each project*

## PRIVILEGES



## SANSIRI

### FAMILY

Sansiri always gives importance to managing good relationships between Sansiri and its customers, by providing a comprehensive range of services throughout the whole residential process. Additionally, Sansiri offers special privileges from leading local and global partners, encompassing more than 250 brands, as part of Sansiri Family's range of benefits for its customers.

For Sansiri Family members with Sansiri property worth more than 80 million baht, Sansiri has created an elevated tier of privileges, with membership by invitation only, known as "SIRI PRIORITY". SIRI PRIORITY'S members are given additional benefits assuring them convenience in living, investments, and property management, as well as providing them with a personal Relationship Manager to offer expedited advice and services



# SOCIAL RESPONSIBILITIES

Sansiri implements its activities in accordance with UN Sustainable Development Goals (SDGs) that covers 3 dimensions including economic, environmental and social dimensions. There are nine Sustainability Material Topics for the year.

## 4 Economic

- Transparency, Anti-corruption Practices, and Business Ethics
- Systemic Risk Management
- Customer Expectations and Satisfaction
- Innovation and Digitisation

## 3 Environmental

- Resource Efficiency
- Environmental Management and Compliance
- Material Sourcing & Efficiency

## 2 Social

- Employee Engagement (Human Capital Development)
- Employee Health & Safety (OHS)



## SANSIRI ACADEMY

Under the "Sansiri Social Change" approach, Sansiri encourages children and youths in communities living in the vicinity of Sansiri projects to join the children of project residents and employees in learning basic football skills and knowledge at no charge. Presently, more than 9,000 children and youths have been mentored through Sansiri Academy and some have successfully gone on to become professional football players. Additionally, the program helps children and youths enhance their educational opportunities. The opportunity to lift their quality of life gives Sansiri a sense of pride, as a supporter in building a better future for children and youths.



## **INTERNATIONAL OFFICE**

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