



## RESPONSES TO QUESTIONS RECEIVED

IN RELATION TO 13<sup>TH</sup> ANNUAL GENERAL MEETING ("AGM") OF THE COMPANY

**UEM SUNRISE BERHAD ("THE COMPANY")**

200801028815 (810144-W)

### A. Questions received from Minority Shareholders Watch Group ("MSWG")

– Operational/Financial Matters

#### Question 1

**The Group has narrowed down 11 potential business sectors to two - education and healthcare, one of the 8 key areas highlighted in the UEMS 2025.**

- (a) Where does the Group intend to set up the education and healthcare businesses?**
- (b) When does the Group target to start the operation of the education and healthcare businesses?**
- (c) What is the gestation period of the education and healthcare businesses before these businesses become profitable?**
- (d) Does the Group intend to tie up with established education and healthcare service providers? If yes, please name the institutions?**

#### Response

Exploring new businesses is one of the eight key areas outlined in UEMS 2025, a strategic transformation program launched in mid-2020 to position UEM Sunrise Berhad ("UEM Sunrise") as a balanced real estate company.

As outlined in the CEO's letter to shareholders in the annual report and subsequently in the Value Creation Model, there are eight key areas within UEMS 2025. Out of the eight, five are business drivers; Property Development, International Growth, Retail Plus, Land Portfolio, and New Business. The overarching goal across these key areas is to ensure that the Group's products, investment assets, and development resources are sharpened to meet the market needs.

The goal of the New Business stream is to create a complementing set of components to the overall real estate ambition. These will include catalytic elements such as healthcare and education, in which UEM Sunrise will provide platforms for reputable operators to participate in such projects. The projects can be executed via ground leasing, co-development, or offering a curated set of services to meet market demands.

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The balance three areas are critical enablers; Best-in-Class Operations, People DNA, and Go-Digital. For these, the goal is to ensure the right resources – people, process, and technology are invested to optimise cost, inject the best talents, and leverage digital capabilities in achieving the Group’s long-term commercial and financial goals.

UEMS 2025 is an important agenda. Its eight key areas formed the basis of the Group’s strategy, and it will evolve to meet market needs. The overall goal of positioning UEM Sunrise as a balanced real estate company with sustainable shareholder returns remains the top priority.

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## Question 2

**A subsidiary of the Group paid RM19.0 million as a deposit for 1.33 acres of land at 21-53 Hoddle Street, Collingwood, in Melbourne, Australia in FY2020 (page 212 AR).**

- (a) What is the total cost of the land acquired?**
- (b) Has the acquisition been completed?**
- (c) What is the master plan for the land acquired?**
- (d) What is the Gross Development Value of the land acquired?**
- (e) When is the Group targeting to launch the property project?**

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## Response

- (a) The land was acquired at a cost of RM143.6 million.
- (b) The acquisition was completed on 31 March 2021.
- (c) The land is planned for a mixed-use development with plans for approximately 80% residential and 20% commercial.
- (d) The development on the land is expected to have an estimated GDV of AUD250 million.
- (e) The Group plans to launch the project in 2022.

### Question 3

As at 31 December 2020, the carrying amount of completed property units of RM468,414,000 represents 12.9% and 3.5% of the Group's total current assets and total assets, respectively. The Group has recorded a write-down of inventories (completed property development units) of RM35,844,000 during the year.

(Page 125 of AR)

- (a) Please provide a breakdown of the written down value of completed properties amounting to RM35.844 million by property type and property project, respectively.
- (b) Please provide the ageing profile of the written down value of completed properties under the following age bands; 1-2 year, 2-3 years and 3-4 year and more than 4 years?
- (c) What are the measures taken by the Group to clear the inventories of written down value of completed properties?

### Response

- (a) Out of the total carrying amount of the completed properties of RM468.4 million, only completed properties with carrying amount of RM243.6 million was written down. The amount written down during the year of RM35.8 million was attributable to five of the Group's projects. They are as follows:

Project	Property type	Amount written down (RM mil)	Net realisable value (RM mil)
Residensi Ledang, East Ledang	Townhouse	0.9	20.0
Verdi Eco-Dominium, Symphony Hills	Condominium	1.8	46.4
Bayu Angkasa, Taman Nusa Bayu	Residential apartment	2.7	10.1
Imperia, Puteri Harbour	Condominium	3.7	5.2
Estuari Gardens, Puteri Harbour	Double storey terrace	26.7	138.8
<b>Total</b>		<b>35.8</b>	<b>220.5</b>

(b) The ageing profile is as follows:

Project	Property type	Net realisable value (RM mil)	Ageing (RM mil)			
			1-2 years	2-3 years	3-4 years	> 4 years
<b>Residensi Ledang, East Ledang</b>	Townhouse	20.0	-	-	-	20.0
<b>Verdi Eco-Dominium, Symphony Hills</b>	Condominium	46.4	-	-	-	46.4
<b>Bayu Angkasa, Taman Nusa Bayu</b>	Residential apartment	10.1	-	-	10.1	-
<b>Imperia, Puteri Harbour</b>	Condominium	5.2	-	-	-	5.2
<b>Estuari Gardens, Puteri Harbour</b>	Double storey terrace	138.8	-	138.8	-	-
<b>Total</b>		<b>220.5</b>	<b>-</b>	<b>138.8</b>	<b>10.1</b>	<b>71.6</b>

(c) The Group has successfully reduced its inventories by 14% in the financial year ended 2020 of RM468.4 million compared to RM546.5 million in the financial year ended 2019. This is achieved through:

- i. Regular reviews of the inventories' saleability and pricing based on prevailing market conditions.
- ii. Participation in the Government's Home Ownership Campaigns ("HOC") and leverage on incentives offered under the campaign; and
- iii. Rollout of the Happy Chase Campaign and introduction of easy entry packages on top of the HOC incentives. The conducive low interest rate environment also helps improve sales.

#### Question 4

The net realisable value of completed properties is RM243.6 million in FY2020 (page 211 of AR).

Please provide the ageing profile of completed properties in bands of less than 1 year, 1-2 years and more than 2 years by property type and property location, respectively.

#### Response

The ageing profile of the completed properties' net realisable value is as follows:

Projects	Property type	Location	Net realisable value (RM mil)	Ageing > 2 years (RM mil)
<b>Teega, Puteri Harbour</b>	Condominium	Iskandar Puteri	0.9	0.9
<b>Imperia, Puteri Harbour</b>	Condominium	Iskandar Puteri	5.2	5.2
<b>Symphony Hills, Cyberjaya</b>	Terrace	Cyberjaya	5.5	5.5
<b>Bayu Angkasa, Taman Nusa Bayu</b>	Residential Apartment	Iskandar Puteri	10.1	10.1
<b>Impiana, East Ledang</b>	Condominium	Iskandar Puteri	16.8	16.8
<b>Residensi Ledang, East Ledang</b>	Townhouse	Iskandar Puteri	20.0	20.0
<b>Verdi Eco-Dominium, Symphony Hills</b>	Condominium	Cyberjaya	46.4	46.4
<b>Estuari Gardens, Puteri Harbour</b>	Terrace	Iskandar Puteri	138.8	138.8
<b>Total</b>			<b>243.6</b>	<b>243.6</b>

## Question 5

The Group had planned a series of affordable and more attainable products that will extend the product outreach to the local market worth approximately RM1.2 billion (page 29 of AR).

Please provide the locality of the property projects and its Gross Development Values respectively for the sales of RM1.2 billion in FY2021.

## Response

The breakdown of the targeted Gross Development Value of the property projects to be launched in 2021 is as follows:

### Central Region:

	<b><u>RM mil</u></b>
a. KAIA Heights, Equine Park, Seri Kembangan	350
b. Serene Heights Bangi (5 phases), Bangi	120
c. Taman Pertama (Phase 1), Cheras	473
	<b><u>943</u></b>

*See page 43 of the AR for further information.*

### Southern Region:

	<b><u>RM mil</u></b>
d. Gerbang Nusantara (RMB-C), Iskandar Puteri	18
e. Senadi Hills (RMB type D), Iskandar Puteri	39
f. Oasis (Phase 1), Iskandar Puteri	120
g. Serassa Greens (Phase 1), Iskandar Puteri	143
	<b><u>320</u></b>

*RMB-C is Rumah Mampu Biaya Johor type C. RMB-D is Rumah Mampu Biaya Johor type D. Iskandar Puteri is located in Johor.*

*See page 45 of the Annual Return for further information.*

## B. Questions received from shareholders prior to the AGM

### Question on Door Gifts (Various Shareholders)

1. Kindly give us some e-vouchers, food vouchers or e-wallet (no discount vouchers please) for being loyal shareholders and attending this meeting. Times are bad now. Please be considerate to us shareholders during these trying times.
2. Will the Company be giving any door gift or e-voucher to shareholders or proxies attending this live streaming AGM and remote voting?
3. Hope very much this year the Company will be giving some door gifts or e-vouchers or e-wallets to shareholders or proxies attending this live streaming AGM and remote voting.
4. Hope very much this year the Company will be giving some door gifts or e-vouchers or e-wallets to shareholders or proxies attending this live streaming AGM and remote voting.

### Response

After careful consideration and in appreciation to shareholders for attending and participating in today's meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.

### Shareholder 5

1. How has the pandemic regulation affected the Company's output efficiency?
2. With cost savings from the virtual meeting, is there a budget allocated to reward shareholders?
3. How many shareholders have registered to attend the virtual AGM and how many will be attending virtually?
4. Do overseas shareholders participate in the virtual AGM?
5. Are loyal shareholders rewarded for attending AGM?

### Response

1. (i) Our operations, retails, construction progresses, launches, sales & marketing activities as well as financial performance were affected.

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- (ii) Construction works, retail activities and sales & marketing activities were stopped from 18/3/20 until recovery MCO on 10/6/20. Even after 10/6/20, all operational activities are operated under strict SOPs' compliance. The same is happening under the current full lockdown in June 2021.
- (iii) Sales in Australia were also affected due to the Australian border closure and lockdown of the Victoria state in the second half of 2020, and weekly lockdowns including the latest from 27/5/21 – 10/6/21.
2. We will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees.
  3. As at the last date and time for registration, a total of 627 shareholders, proxies and corporate representatives have registered to participate and vote at this AGM.
  4. As at the last date and time for registration, no foreign shareholders have registered to participate other than those who have appointed the Chairman as their proxy.
  5. For this AGM, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher to the email address you used to register for this meeting.

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#### Shareholder 6

1. **The share price is at rock bottom. Will the Company consider a share buy-back to reflect the underlying value of the Company?**
2. **Will the Company look into buying back all odd lots through a direct voluntary offer to all odd lot shareholders? This will help the Company save much Registrar, Admin and Secretarial costs?**
3. **When will dividends be declared again?**
4. **In the absence of dividends payment, will the Company consider a Bonus Issue to reward shareholders?**
5. **What is the outlook and prospect of the Company over the next five years?**

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#### Response

1. (i) We are of the view that a share buy-back may not be in the best interest of the Company. We intend to utilise our funds for land portfolio rebalancing initiatives and new businesses in line with our 5-year strategy; UEMS 2025.  
  
(ii) This will generate growth and ensure business sustainability to realise shareholders' value in the long run.
2. We do not have such plans at this point in time.



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3. We are mindful of our responsibilities to the shareholders and the Group's dividend policy to pay out between 20% to 40% of the Group's consolidated realised profit after tax and minority interests. We have intention to declare dividends as and when our financial position i.e. cash position and financial performance, allows it.
  4. We are always looking at ways to reward our shareholders. We take note of the suggestion, but we feel that this is not the right time to consider a Bonus Issue. The current share price is low and earnings per share will be diluted.
  5. (i) The Company's 5-year plan is articulated in our reply to the Minority Shareholders Watch Group or MSWG in the earlier presentation.  
  
(ii) The Government's National Recovery Plan unveiled on 15/6/21 has targeted the re-opening of the economy and daily activities by the end of the year. This augurs well for consumers' confidence and economic recovery.  
  
(iii) We have lined up several projects following recent land acquisitions in Taman Pertama Cheras, Section 13 Petaling Jaya and Taman Connaught Cheras, to ride on the recovery. These projects collectively have a total GDV of RM3.5 bil and will contribute positively to the Company's financial performance in the next five years.  
  
(iv) In addition, we continue to rebalance our landbank portfolio by seeking strategic landbanks in the Klang Valley and diversifying our product offerings. This will further contribute to the future earnings visibility of the Company.

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#### Shareholder 7

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1. **The Group recorded a loss in the share of associates of RM7.6 million and a loss of RM57.05 million in the share of joint ventures. Kindly provide more information on where these losses were occurring?**
2. **There was a net write-down of inventories of RM35.8 million and provisions for impairment of investment properties of RM26.5 million and impairment of land held for RM17.46 million (note 5 of the annual report). Can the Board provide more colour on these write downs and impairments?**
3. **The gross and net gearing of the Group has risen to 0.65x and 0.44x respectively at the end of March 2021. What steps are being undertaken to bring down this level of gearing?**
4. **What are the plans for the 10 acres of land acquired in Section 13, Petaling Jaya? What is the timeline of this project and what is the projected GDV?**
5. **Kindly provide a progress update of the Kiara Bay project in Kepong.**
6. **Given that the hotel business is a very small part of the Group's business, does the Group plan to divest and exit the business? If not, how does this business fit into the overall strategy of the Group going forward.**

## Response

1. The losses were mainly due to asset impairment in the associates and joint ventures.
  - (i) Share of results of associates is mainly due to assets impairment in Setia Haruman Sdn Bhd of RM10 million.
  - (ii) Share of results from joint ventures due to operational losses in:
    - Sime Darby Property Sunrise Development Sdn Bhd - RM27 million;
    - Nusajaya Lifestyle Sdn Bhd - RM18 million; and
    - Assets impairment in Haute Property Sdn Bhd - RM21 million.
  - (iii) Lower contribution came in from Horizon Hills Development Sdn Bhd at RM12 million as compared to RM36 million in FY2019.

2. (i) The details of the net write-down are as follows:

No	Items	RM mil
1.	Inventories – Residensi Ledang, Verdi Eco-dominium, Bayu Angkasa, Imperia and Estuari Gardens	35.8
2.	Investment properties - Marina Walk in Puteri Harbour	26.5
3.	Land held for property development – Artisan Hills in Kajang and Lot 149 in KLCC	17.5

- (ii) We conduct annual review for impairments in accordance with MFRS 136.
  - (iii) The amount written down is based on the difference prevailing market value and the book value of these inventories and assets.
3. (i) This is also a concern for the Board and Management. We have in place a strategy to pare down the Group's debt and reduce gearing levels within the next 3 years.
  - (ii) Our current gearing levels are still manageable and within our debt covenant gearing ratio.

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- (iii) Our current unbilled sales is RM1.9 billion. We plan to launch around RM3.5 billion from new projects following recent land acquisitions over the next few years. Proceeds from these projects will contribute positively to the cashflow.
- (iv) We have also concluded several transactions in 2020 valued close to RM620 million. These transactions are pending fulfilment of conditions precedent and are expected to contribute positively towards cashflow as well.
- (v) We are also looking to diversify and re-balance our assets. Non-core assets that do not meet our yield expectations will be divested.
- (vi) All these activities are expected to improve our overall cashflow position and will reduce our gearing ratio as planned.
4. (i) We plan to undertake a mixed commercial development.
- (ii) We target to launch within 3 years and will take 5 years to complete.
- (iii) It is estimated to have a GDV of RM1.3 billion.
5. (i) A 3-km internal road from Kiara Bay to Jalan Kepong called Persiaran Putra Bayu is completed and opened to the public in April 2021.
- This will improve connectivity as the road leads to the Kepong Baru and Jinjang MRT or mass rapid transit stations.
  - The Kepong Baru MRT station is anticipated to be completed in 2021.
- (ii) The structure for The Beat, was completed in mid-March 2021. Fit-out works are in progress and will be completed in the third quarter of 2021. Opening is expected in the first quarter of 2022.
- (iii) Two football AstroTurf type pitches have been planned with a target to start operations in the first quarter of 2022.
- (iv) Main building works for Residensi AVA have commenced.
- (v) Sales for Residensi AVA as at 11/6/21 is 65% with another 30% in bookings pending conversion.
6. Hotel operations are not our core business. Our strategy is to rebalance our assets and divest non-core properties. The current market conditions are not favourable for such divestment.

### C. Questions received from shareholders, proxies and/or corporate representatives during the AGM

No	Question	Answer
1.	<p>1. How much does the company spend on this virtual AGM? Would the board kindly consider giving us Touch 'n Go eWallet as a token of appreciation for attending this year RPV, last year's virtual AGM, the company had not giving us anything. Hopefully, the company will reward shareholders for this year's virtual AGM. Thank you.</p> <p>2. I would like to request a printed hard copy of the company Annual Report. Thank you.</p>	<p>1. Approximately RM100,000 and bulk of the costs are still required to be spent irrespective of whether the meeting is conducted fully virtual or otherwise, such as for poll administration, scrutineering, mailing and vouchers.</p> <p>The question on the vouchers have been addressed by the Chairman.</p> <p>2. We will send the copy of the report to you.</p>
2.	After the merger talk with EcoWorld fail, will UEMS look for other merger and acquisition deal in the near future?	We are constantly looking at opportunities for further expansion either organically or via mergers and acquisition. This is not just limited to the proposed merger with Eco World as we are open to all opportunities. If a proposal is in the best interest of shareholders and the Company, we will consider.
3.	With the pandemic still ongoing, what plans are in place to enhance the group's performance especially when the construction sector is badly hit. Thank you.	We have learnt from MCO 1.0 and have been putting in place the relevant ICT infrastructures to allow business to continue to operate as usual. Our sales have been conducted digitally and has been fairly successful in the past 1 year. Aside from that we impose strict cost controls and cashflow management to ensure sustainability.

No	Question	Answer
4.	<ol style="list-style-type: none"> <li>1. Financial year 2020 and Q1 2021 registered losses with reduced revenue. What is the 2021 outlook, will the Company still record a negative result?</li> <li>2. The Board of Directors seems to have too many members. Any reason(s) for the large Board?</li> <li>3. The CEO Presentation did not reflect the actual financial performance of the Company. Hopefully, year 2021 will be better although Q1 2021 already registered a loss.</li> </ol>	<ol style="list-style-type: none"> <li>1. Although revenue and sales showed improvements following strong momentum in the second half of 2020, the Company's encouraging performance is still at its initial phase. Most projects are newly launched and are at their early stages of construction progress. We expect these projects to contribute positively in the second half of 2021 as construction progresses.</li> <li>2. The Board members came from diverse background and contributed their vast experience and expertise to the Company. We do not think that there are too many members in the Board.</li> <li>3. We take note of your concern.</li> </ol>
5.	<ol style="list-style-type: none"> <li>1. How is the property selling now?</li> <li>2. No one is interested on facilities now, so build condo without them to reduce selling price and construction cost.</li> <li>3. Please reward the participating shareholders to encourage support for virtual AGM as it saves a lot compared with a physical meeting.</li> </ol>	<ol style="list-style-type: none"> <li>1. We have been experiencing very positive sales since the 2nd half of last year.</li> <li>2. We take note.</li> <li>3. After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.</li> </ol>

No	Question	Answer
6.	<ol style="list-style-type: none"> <li>1. Are Directors attending this virtual AGM being paid meeting allowances?</li> <li>2. What is the cost-savings for conducting this virtual AGM compared to last year virtual AGM and to previous year's physical?</li> <li>3. Is the Minutes of this AGM going to be uploaded to the corporate website? If yes, please do not include the personal particulars of RPV participants as they would become public domain material in breach of the Data Protection Act. Some cases already detected via Google search.</li> </ol>	<ol style="list-style-type: none"> <li>1. No.</li> <li>2. About 26% savings from last year's virtual AGM (FYI: RM100k vs RM136k)</li> <li>3. We take note of your concern and we will act accordingly.</li> </ol>
7.	<ol style="list-style-type: none"> <li>1. Why is the sentiment toward UEMS share price so negative?</li> <li>2. What are the reasons for EcoWorld and UEMS proposal called off?</li> <li>3. What is the % of take up rate for any individual project of UEMS to recover full development</li> </ol>	<ol style="list-style-type: none"> <li>1. Share market price is a function of market sentiment. We are unable to comment on this. We will continue to focus on improving our financial performance for 2021 and beyond.</li> <li>2. Uncertainty in the current market environment in view of the COVID-19 pandemic and various containment measures. We wanted to be more focused internally and concentrate on UEM Sunrise's business plans.</li> <li>3. On average is between 65% to 75%.</li> </ol>

No	Question	Answer
	<p>cost? In other word what is the take up rate to break even any project?</p> <p>4. In view of poor performance of UEMS and poor share price performance, can UEMS reward shareholders participating in this virtual AGM with e-vouchers?</p> <p>5. In view of poor performance of UEMS and poor share price of UEMS, why there is no director/CEO salary, fees &amp; allowance reduction?</p>	<p>4. After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.</p> <p>5. The Directors' fees remain unchanged as per the fees approved at the last AGM held on 9/7/2020 and has remained the same since the financial year 2012.</p>
8.	<p>1. Please discuss the property market outlook in view of the rising construction materials prices, what would be the catalyst to drive the property market?</p> <p>2. Share price is almost at historical low, what is the immediate plan to create shareholder value for the shareholders?</p> <p>3. In terms of bottom line, how soon is management</p>	<p>1. The current low interest environment as well as incentives by the Government such as HOC have been instrumental in the strong property sales to-date. On the issue of rising construction cost, the Company is adopting strategic procurement including bulk purchase in the long run to capitalise on economies of scale.</p> <p>2. We have intention to declare dividends as and when our financial position allows for it.</p> <p>3. Most current projects are newly launched and are at their early stages of construction progress. We expect these projects to contribute positively in the</p>

No	Question	Answer
	expecting the turnaround kicks in?	second half of 2021 as construction progresses. In addition, the land acquisitions made by the Company in 2020 will lead to new product typologies which include transit-oriented development and integrated development in the Petaling Jaya area.
9.	Any takeover offer?	None to date.
10.	Please share the breakdown of property sales by high rise, mid and low rise segment?	Overall sales of RM1.1 bil. High rise - RM343 mil, low rise - RM757 mil (including sales to AME Elite Consortium Berhad)
11.	<p>1. Physical meeting mostly attended by proxy and in huge number while virtual meeting mostly attended by shareholders and not many attended, therefore please reward the participated shareholder to encourage support for virtual AGM.</p> <p>2. Please control the Architect and Engineer as they always over design the building, cost cutting on design can bring construction cost down to a few millions' ringgit.</p> <p>3. Design all building to be simple, beautiful, straight forward, or else the defect and maintenance cost will be very high.</p>	<p>1. After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.</p> <p>2. We take note. Thank you.</p> <p>3. We take note. Thank you.</p>



No	Question	Answer
	<p>4. When the virtual meeting start, I do not receive any food voucher. Please reward e-wallet for me to purchase tea &amp; cakes as I depend on this for survivor during MCO. Thank you.</p> <p>5. Director taking so many fees &amp; benefits, please reward the senior citizen with e-wallet to purchase food online which we look forward to. We cannot keep talking to flower &amp; plants during the lockdown period as we do not want our children to come close to us due to the Covid-19 virus. Thank you.</p> <p>6. If this virtual meeting is expensive, use other method as many other companies do.</p> <p>7. Company will make profit if minimise wastage.</p> <p>8. Make use of all empty land to grow vegetable.</p>	<p>4. After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.</p> <p>5. As mentioned in paragraph 4 above.</p> <p>6. We take note of your comments and will continue to improve on the costs related to the AGM.</p> <p>7. We take note of your comments.</p> <p>8. We take note of your comments.</p>

No	Question	Answer
12.	Dear Board of Directors, kindly give us some e-vouchers, food vouchers or e-wallet (no discount vouchers please) for being loyal shareholders and attending this meeting. Times are bad now. Please be considerate to us shareholders during these trying times. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
13.	I am a long-time shareholder. I would like to request for Touch 'n Go eWallet as a token and appreciation to shareholders who participate in today's RPV AGM.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
14.	Since this is second virtual AGM, I humbly request the Board of Directors to give RM50 e-voucher/e-wallet credit to minority shareholders as a token of appreciation.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
15.	Can the company give us e-wallet or e-voucher as a gift for attending this RPV? Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
16.	1. Kindly provided the landbank details as at 31.12.2020.	1. 11,100 in total. 8,600 acres – Johor, 670 acres – Central, 1,800 acres – Perak. Outside Malaysia – 30 acres.

No	Question	Answer
	2. Kindly provided the age analysis for unsold units (in amount & no. of units).	2. RM296 mil (381 units) 1-3years, RM114 mil (210 units) 3-5 years and RM58 mil (29 units) more than 5 years.
	3. How the company go through good time & bad time?	3. Maintaining good corporate governance, brand awareness, quality product, excellent after-sales services, and sound financial position.
	4. Does COVID-19 affect company's business operation? How the company overcome the obstacles?	4. It has disrupted businesses, operations, retails, construction progresses, launches, sales & marketing activities and financial performances. We have learnt from MCO 1.0 and have been putting in place the relevant ICT infrastructures to allow our business to continue to operate as usual. Our sales have been conducted digitally and has been fairly successful in the past 1 year. Aside from that we impose strict cost controls and cashflow management to ensure sustainability.
	5. What's the company future plan?	5. We have articulated our 5 years plan in the MSWG Queries and lined up several projects following recent land acquisitions in Taman Pertama Cheras, Section 13 Petaling Jaya and Taman Connaught Cheras. These projects collectively have a total GDV of RM3.5 bil and will contribute positively to the Company's financial performance in the next five years. In addition, we continue to rebalance our landbank portfolio by seeking strategic landbanks in the Klang Valley and diversifying our product offerings.
	6. Does the company still have room to grow?	6. Yes. We have put in place plans for the Company; a 5-year strategy called UEMS 2025.
	7. What is your competitive advantage among your competitor in this oversupply market?	7. Attainable products at strategic location.
	8. How the company increase sales for new launched?	8. We have pitched our product price to match the market demand in the respective area and intensified our digital marketing initiatives to reach out to our existing customers and prospects. Our sales staff are also more accustomed in pitching

No	Question	Answer
	9. What are the strategies to increase the sale of these unsold units? (Under inventories)	<p>the product online using tools that we have provided, such as the virtual reality show room and e-brochures.</p> <p>9. We pitch the price of inventories according to the market demand and capitalise on the incentives under the 2020 Home Ownership Campaign and the low interest rate environment.</p>
17.	Will the company be giving any door gifts/e-vouchers to shareholders and proxies attending this live streaming AGM and remote voting? Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
18.	Hope this year the company will consider giving some e-vouchers/e-wallet to shareholders and proxies attending this live streaming AGM and remote voting. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
19.	Please provide us with vouchers like last year as a token of appreciation for our support all these years.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
20.	Please give us e-voucher. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
21.	Please consider giving e-voucher to participating	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining

No	Question	Answer
	shareholders in view of the amount of hassle and cost for registration to attend the meeting, Thank you.	at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
22.	Dato' Chairman, please consider giving e-vouchers/e-wallet reloads to those attending this AGM. Thank you in advance.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
23.	I requested for a hardcopy of the Annual Report on 25 May 2021 from Boardroom and yet to receive until today. Very disappointed as I unable to read the report and the pdf is very eye glaring for my eyes here. Please send the Annual Report to me as soon as possible. Thank you.	Our share registrar, Boardroom Share Registrars Sdn Bhd, informed us that they have sent the copy of the Annual Report to you after the AGM. If you still have not received it, please let us know. We will re-send it you accordingly.
24.	Good morning Mr.Chairman and Board of Directors. I wish to request for e-wallet as a token of appreciation to shareholders who attending this AGM. Thank you very much in advance for your kind consideration.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
25.	Please give all participants of this virtual meeting some vouchers, e-voucher or e-wallet top ups to brighten up	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.

No	Question	Answer
	our day during this Covid-19 pandemic. Thank you.	
26.	Dear Board of Directors, please give us e-vouchers, food vouchers or e-wallet. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
27.	Any e-voucher for the shareholder who participates this virtual meeting? I hope you will since many companies have done so.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
28.	As a token of appreciation to all attendees of this AGM, is the company giving out any e-voucher? Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
29.	How about token door gift to reward minority shareholders for attending this meeting?	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
30.	Please give e-voucher for refreshment. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
31.	Mr Chairman, kindly provide e-vouchers to shareholders who attend RPV. I wish to request for e-wallet of RM100. Thank you very much.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.

No	Question	Answer
32.	Good morning Board of Directors, please do consider giving e-vouchers to shareholders who are attending this AGM remotely. A little gesture is much appreciated especially during this challenging time of the pandemic. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
33.	Any e-voucher or reloan for attendees?	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
34.	Hope the Board of Directors will give us faithful shareholders shopping vouchers or e-vouchers. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
35.	Please give us loyal shareholders/proxies e-vouchers or vouchers to us by post.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
36.	<p>1. Please give us some e-vouchers or e-wallet top ups as token of appreciation. Thank you.</p> <p>2. A vote of thanks to the Board of Directors!</p>	<p>1. After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.</p> <p>2. Thank you.</p>

No	Question	Answer
37.	Is there any door gift?	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
38.	Please give us shareholders/proxies vouchers by post or e-vouchers. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
39.	<p>Although The Company's circular to shareholders mentioned that there will be no door gift or food vouchers to be distributed.</p> <p>I as a small shareholder would like to request The Company to do so. Our company (GLC Company) will indirectly help the Country's economy growth just spending a little money.</p> <p>One stone kill 3 birds, Hope the Board of Directors will consider it. Thank you.</p>	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
40.	Any door gifts for shareholders?	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.



No	Question	Answer
41.	Dear Sir, please reward your loyal shareholders with e-vouchers for participating in this virtual AGM. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
42.	Some token door gifts please.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
43.	<p>1. Good morning, appreciate if you can give us e-Wallet again like last year. Thank you.</p> <p>2. Shareholder also need mask as given out to the community. Thank you</p>	<p>1. After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.</p> <p>2. Noted. Thank you</p>
44.	Considering the impacts and implications of the current global pandemic, how has the company adapted to the effects and plan to recover?	We have learnt from MCO 1.0 and have been putting in place the relevant ICT infrastructures to allow business to continue to operate as usual. Our sales have been conducted digitally and has been fairly successful in the past 1 year. Aside from that we impose strict cost controls and cashflow management to ensure sustainability.
45.	Good morning, appreciate if you can give us e-wallet to ride over the covid-19 storm. Thank you. God bless.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
46.	Will the company consider providing a token to shareholders attending this virtual AGM?	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.

No	Question	Answer
47.	<p>1. Good morning. Thank you for the good work done. Also keep up the Malaysian culture of distributing door gifts or e-voucher to the shareholders. Thank you.</p> <p>2. Practice ESG and do not forget to distribute door gifts or e-voucher to shareholders during this pandemic time. Thanks</p>	<p>1. After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.</p> <p>2. We take note of your comments.</p>
48.	Will the company consider providing a token to shareholders attending this virtual AGM?	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
49.	Good morning. You have worked hard for the Company's prospects. As a gesture of Goodwill, kindly distribute door gifts or e-voucher to the shareholders and participants during this pandemic time. Thank you.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.
50.	Good morning. During this pandemic, kindly distribute e-voucher the shareholders. Thank you. Jaga Kita.	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we will distribute a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. We will be sending this e-voucher via our hUb Mall to the email address you used to register for this meeting.

No	Question	Answer
51.	Can the e-voucher be used in PJ as during MCO no inter district travel is allowed or can we get a TnG eWallet?	After careful consideration and in appreciation to shareholders for attending and participating in the meeting, we are distributing a cash voucher worth RM50 for dining at Hyatt House Kuala Lumpur, Mont'Kiara to all attendees. The voucher is only applicable at the Hyatt House Kuala Lumpur, Mont'Kiara.
52.	Shareholders not residing in KL or PJ will not be able to use the dining vouchers. Are we able to use the vouchers in all Hyatt outlets?	Kindly be informed that the voucher is only applicable at Hyatt House Kuala Lumpur, Mont'Kiara.
53.	<ol style="list-style-type: none"> <li>Does UEM Sunrise consider going into the affordable home sector? Please provide insight into the viability of going into affordable home. Thanks.</li> <li>Seemingly a lot of the write off are properties in Cyberjaya. What is the long-term prospect of Cyberjaya? And what is UEM Sunrise exposure to Cyberjaya?</li> </ol>	<ol style="list-style-type: none"> <li>We have been providing affordable homes both in Central and Southern regions. In Central, we developed Kiara Kasih in Mont Kiara (GDV RM216 mil). In Southern, we have Denai Nusantara (GDV RM189 mil). This year, we plan to launch Gerbang Nusantara and Senadi Hills both Rumah Mampu Biaya in Johor.</li> <li>We only have 26 acres of land in Cyberjaya. The current situation is due to the supply imbalance. The prospect of Cyberjaya remains positive due to its proximity to Putrajaya and numerous amenities.</li> </ol>
54.	Humble request. When the minutes of the meeting are uploaded onto the Net, please ensure personal details of shareholders participating are not included. I remain a proud shareholder of this good Company.	We take note on your concern and will do the necessary.

No	Question	Answer
55.	Any plans on reducing the director remuneration or fees to reduce the loss?	The Directors' fees remain unchanged as per the fees approved at the last AGM held on 9/7/2020 and has remained the same since the financial year 2012.
56.	Thank you very much. Our Company remains on top with shareholders' full support.	Thank you for the statement.
57.	Thank you very much for keeping shareholders' needs in consideration.	Thank you for the statement.
58.	Thank you very much for taking care of shareholders well.	Thank you for the statement.
59.	A big thank you to the Board for your door gift!	Thank you for the statement.
60.	We cannot hear, Sir. I think the CEO speaker sound is off!	We rectified the issue during the meeting. Thank you for highlighting.
61.	I am a licensed scrap collector. I hope the company will allow its shareholders to bid competitively for scrap metals, machinery and other construction recyclables from its construction sites. We have bid successfully before for UEM.	We take note of your request and have forwarded your details to our procurement department which will undertake the due process.

- end -