



UEM Sunrise Berhad (UEMSMK - 5148)

2Q 2024 EARNINGS CALL

For the 2nd quarter ended 30 June 2024



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ADDRESS BY CEO

Sufian Abdullah
Chief Executive Officer



FINANCIAL REVIEW

Hafizuddin Sulaiman
Chief Financial Officer

ADDRESS BY CEO

Good Progress and Tracking Well Against 2024 Targets



**Sales in line with target
attributed to robust
market execution and
inventory reduction plan**



**Gross Profit
margin improved
on cost savings**



**Strategic asset
monetisation for
debt reduction
and value creation**

1H 2024 Performance Within Expectations



Revenue

RM430.2m

1H2023: RM604.7m

Gross Profit Margin

33%

1H2023: 37%

PATANCI

RM27.0m

1H2023: RM40.1m

Sales Achieved

RM502.4m

1H2023: RM1,489.7m

Unbilled Sales

RM2,724m

1H2023: RM2,668m

Net Gearing

0.43x

1H2023: 0.46x

Cash & Bank Balances

RM1,244m

1H2023: RM1,545m

Steady Sequential Improvements In 2Q 2024



Revenue

RM205.2m

▼ 9% QoQ

1Q2024: RM225.0m

GP Margin

35%

▲ 4 ppts QoQ

1Q2024: 31%

PATANCI

RM18.8m

▲ 129% QoQ

1Q2024: RM8.2m

Sales

RM269.8m

▲ 16% QoQ

1Q2024: RM232.6m

Inventories

RM110.4m

▼ 7% QoQ

1Q2024: RM118.2m

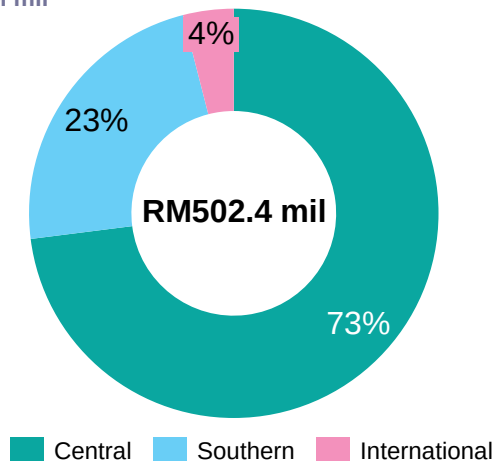
Achieved RM502 mil Of Sales In Line With Target



Sales Achievements

By region

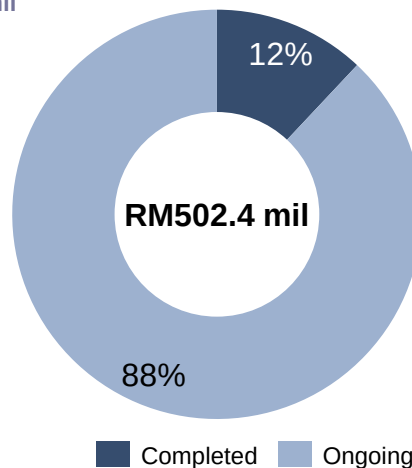
RM'mil



- 73% of sales from Central mainly from The MINH, The Connaught One and Residensi ZIG.
- Southern region's sales contributed from Senadi Hills

By composition

RM'mil



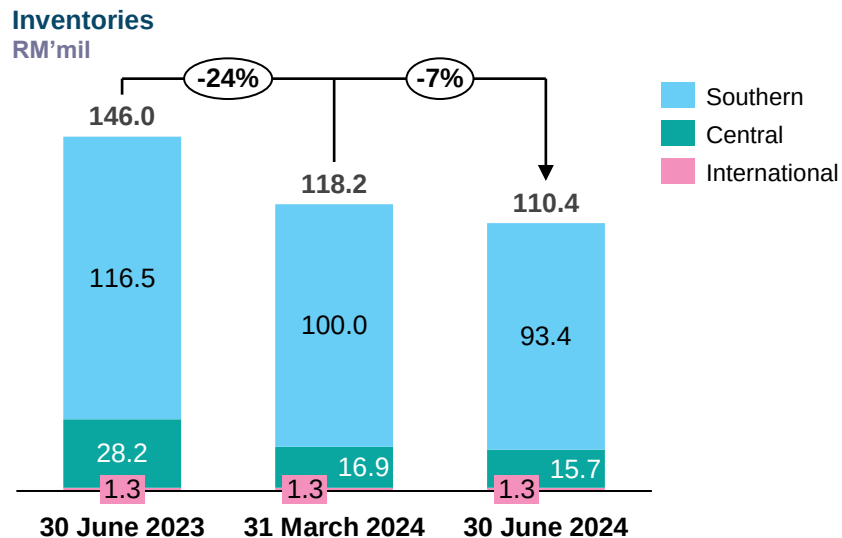
- Largely driven by ongoing projects;
 - The MINH, Central region
 - The Connaught One, Central region
 - Senadi Hills, Southern region
- Completed projects mainly from East Ledang and Almas in Southern region

➤ **50%**
of 2024
Sales Target of
RM 1 billion

Streamlined Inventory Supporting Sustainable Growth

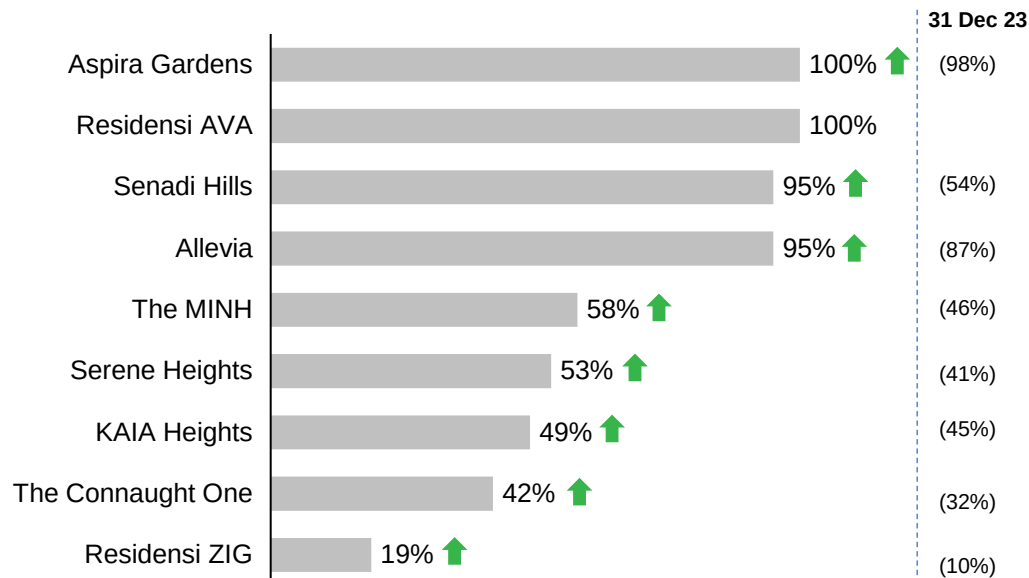


Reducing Completed Inventories



Completed inventories are lower, driven by the strong sales of Aspira Square, Symphony Hills, Astrea, Almas, East Ledang and Serimbun in 1H2024.

Increasing Percentage of Sales (POS)



* POS based on ongoing projects

Strategic Asset Divestments For Value Creation



Disposed 2 parcels of freehold land in East Ledang, Iskandar Puteri, Johor

- Disposed 11.7 hectares of land for **RM144.9m**
- The land is located next to an utility substation, will be developed into a **cutting-edge data centre, supporting Johor's digital economy**

Divested 40% equity stake in Aura Muhibah to KLK Land

- Divested the remaining **40% equity stake** in the JV, which owns **2,500 acres of plantation land** in Kulai for **RM368.2m**
- Reflecting **clear focus on core assets**, while strengthening **financial position**

Robust Commercial Growth Yielded Higher Revenue From Publika, Arcoris And Hyatt House



- **Revision in rental rate** for in Publika led to higher revenue
- Sustained occupancy rate at **87%** as at 30 June 2024



- **Arcoris retail's** occupancy rate rose to **99%** as at **30 June 2024** from 93% a year ago
- Higher hospitality demand at **Hyatt House** led to **high occupancy rate of 65%** (30 June 2023: 60%)

Formed Long-term Partnership With LOGOS



Initial Land Size
30 hectares

Land Ownership
UEMS Located in Precinct 4
of Gerbang Nusajaya

Data Centre Capacity
Up to 360 MW

Plan
Multi-year project, incl.
development phase & infra
building

- On 31 May 2024, UEM Sunrise and LOGOS had inked a Memorandum of Understanding (“MoU”) to exclusively explore the opportunity in developing a **best-in-class and innovative data centre campus in Gerbang Nusajaya, Johor**.
- Since then, a series of **technical and commercial discussions** between parties has commenced, while concurrently undertaking **due diligence on the land and finalising the term sheet**.
- Signing of the definitive agreement targeted by **end of 2024**

Progress Of Subiaco Development On Track



- **Development Application** has been lodged in May 2024.
 - Target launch in 1Q 2025
 - Construction to commence in 2026
- **Certificates of titles** for the land have been issued on 27 July 2024

Type	Build-to-Sell Serviced Apartment
Target Launch date	1Q 2025
Launch GDV	RM1,482.0mil (AUD\$450mil)
Components	• 11 & 30 storeys (2 buildings) • 430 residential apartments • Ground floor retails
Target Completion	2029



Strong Safety Culture Across The Organisation



SHASSIC
Score **94.47%**



SHASSIC
Score **97.60%**

Recognised At The Employee Experience Awards, The Loyalty And Engagement Awards And Alpha Southeast Asia 14th Institutional Investor Corporate Awards



Exceptional Responses From New Launches In Johor



Senadi Hills RBJ-C | 1 July

GDV: RM20 mil | 130 units | RM150k/unit



Aspira LakeHomes 4 & 6 | 20 July

GDV: RM108 mil | 128 units | Average RM800k/unit

Note: All Non-Bumi lots taken up within 3 days

Upcoming Launches In 2H 2024, On Track To Meet RM0.8bil Launch GDV Target



Central Region

Serene Heights Phase 3A3
Expected GDV: RM78.3 mil



Symphony Hills Plot 4 & 6
Expected GDV: RM138.4 mil



Southern Region

DiReka Square, Laman DiReka
Expected GDV: RM164.6 mil



Aspira LakeHomes Phase 5
Expected GDV: RM108.2 mil



Aspira Hills Phase 1
Expected GDV: RM265.5 mil



Estuari ParkHomes Phase 2C-1
Expected GDV: RM123.3 mil



Estuari Greens Phase 1B1
Expected GDV: RM65.0 mil



FINANCIAL REVIEW

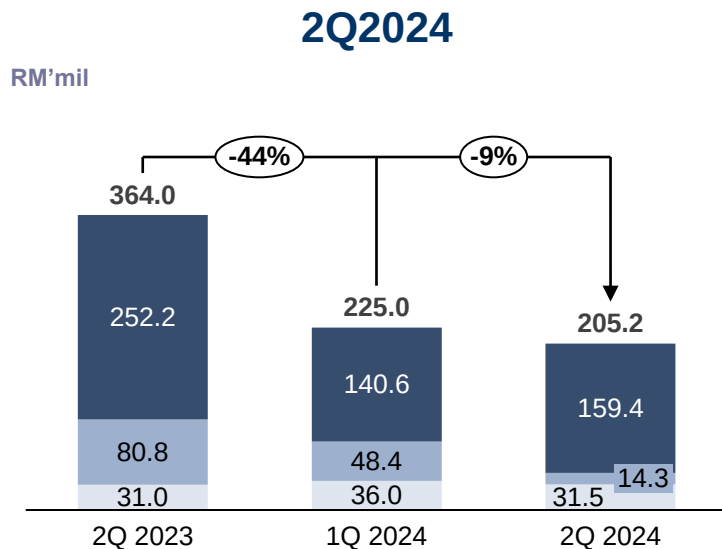


Solaris Parq B, Mont'Kiara

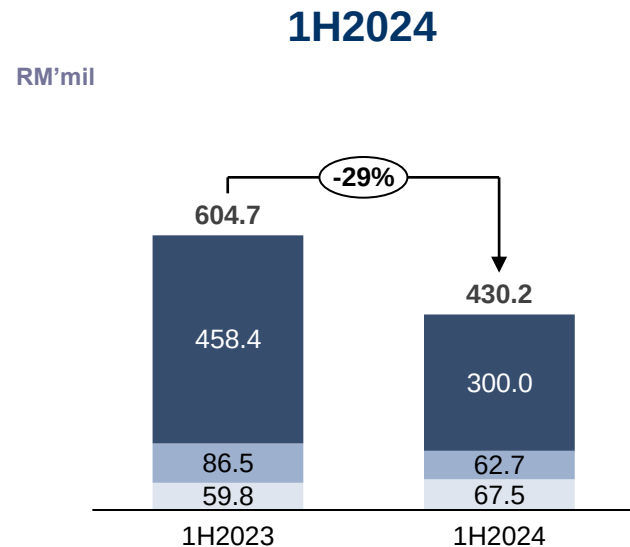
Resilient Revenue Trend With Integrated Strategies



Revenue



- **Higher revenue contributions QoQ** from property development, offsetting lower land sales



- **Lower contributions from property development** as progression of certain projects have reached advanced stages
- Offset by **higher contributions from property investment**

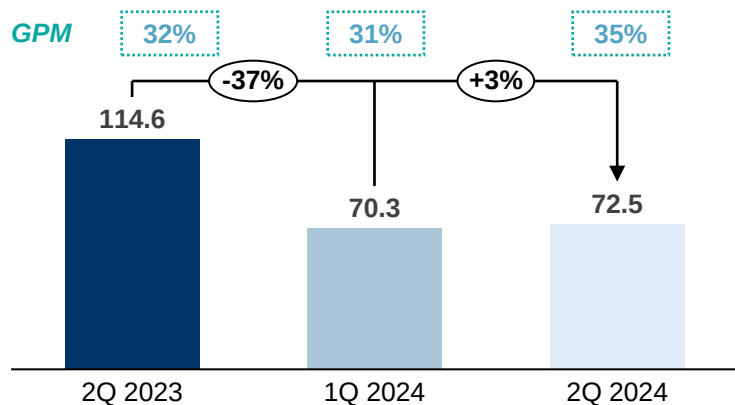
Cost Efficiency Led To Higher Gross Profit Margin



Gross Profit

2Q2024

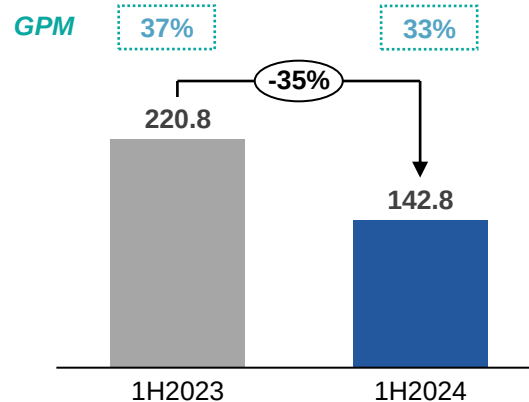
RM'mil



- **Higher Gross Profit QoQ** attributed to project **cost savings**, resulting in **higher Gross Profit Margin of 35%**

1H2024

RM'mil

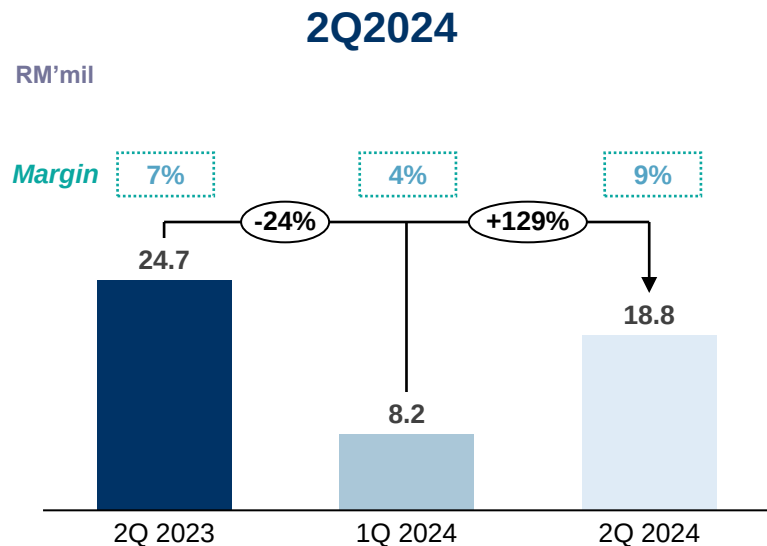


- **Lower 1H2024 Gross Profit** in line with **softer topline performance**, alongside **reduced cost savings** in property development and land sales
- Higher 1H2023 Gross Profit due to waiver of low-cost obligation in Gerbang Nusajaya

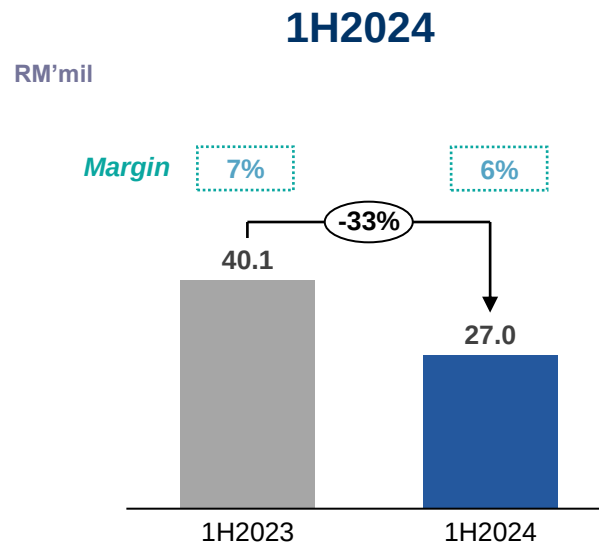
Higher 2Q2024 PATANCI and corresponding margin QoQ



PATANCI



- QoQ improvement of 129% in line with better topline, despite lower contribution from share of results of joint ventures and associates (2Q 2024: RM9 mil vs 1Q 2024: RM18 mil)



- The decline of 33% as flow through from lower revenue, mitigated by higher share of JV/Assocs and lower net finance costs
- Prior year benefited from a series of flagship property launches across the Central region, Malaysia

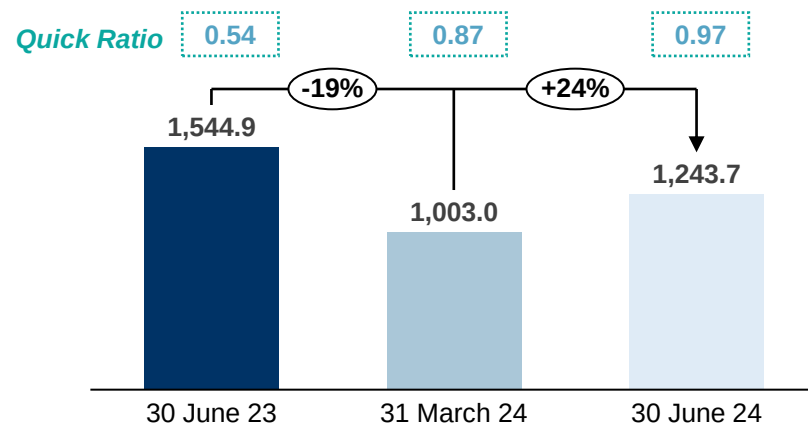
Healthy Liquidity Alongside Strengthening Gearing Profile For Future Growth



Snapshot of Balance Sheet

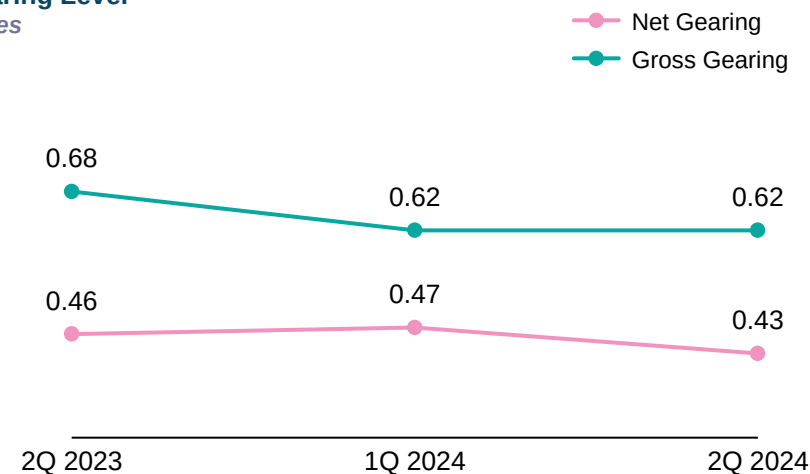
Cash and Bank Balances

RM'mil



Gearing Level

Times

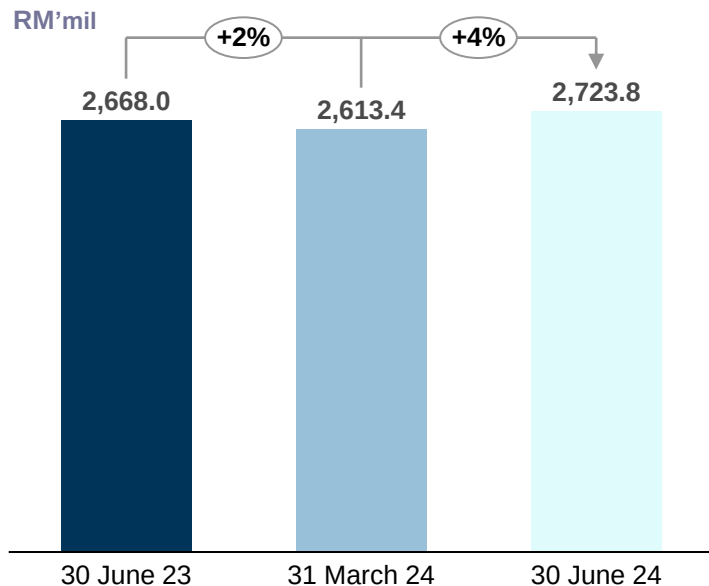


- Our cash and bank balance stands robust at **RM1,244 mil**, reflecting a sound financial management strategy.
- **Strong liquidity, coupled with our manageable debt levels** underpinning our operational stability and investment capacity
- **Strengthening financial position** sets a strong foundation to pursue strategic opportunities

Sustained Unbilled Sales Of RM2.7b, To Be Substantially Recognised Within 18 - 36 Months

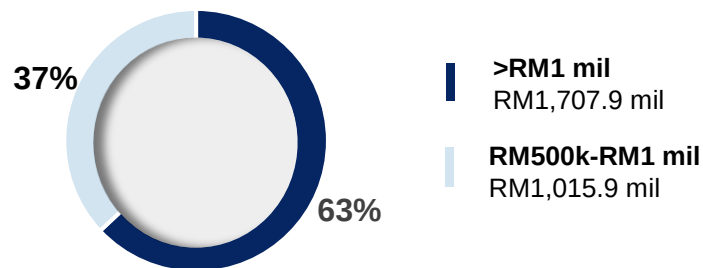


Unbilled Sales

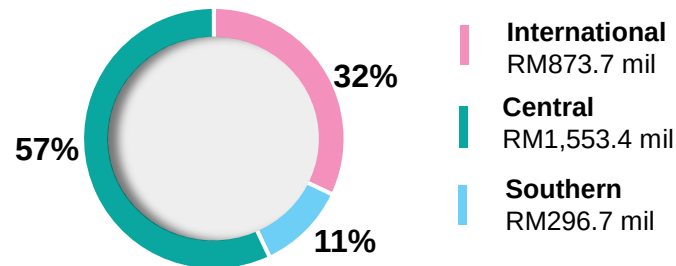


- **57% of the Unbilled Sales are from Central region**, while Collingwood Project, Melbourne contributes 32% of total Unbilled Sales.

By Product Range



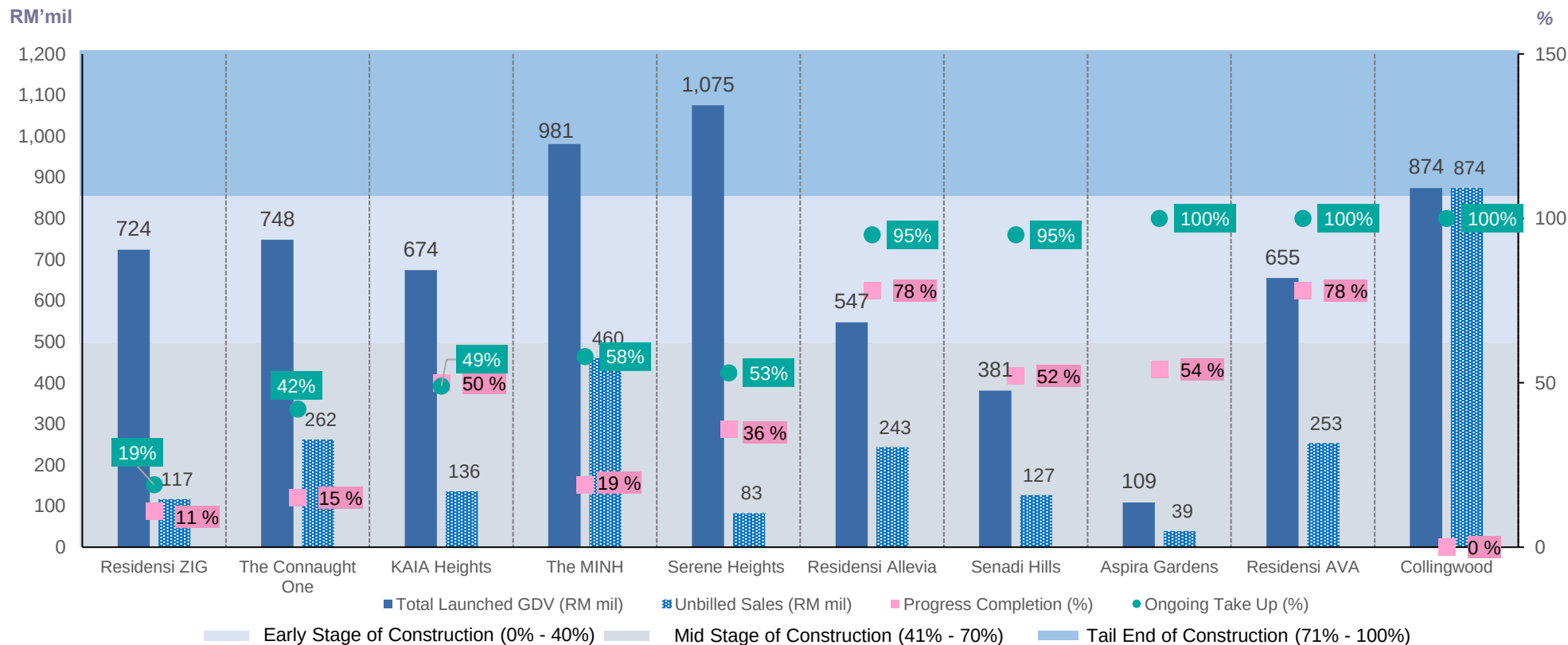
By Region



Ensuring Revenue Visibility And Future Cashflows



Project Progress For Flagship Developments



Note: Progress completion and take up rates as of 30 June 2024

Form to FUTURE



Real Estate Forum

Date

4 September 2024

Time

9.00 am - 6.00 pm

Venue

M Resort & Hotel
Kuala Lumpur



Form to FUTURE

Real Estate Forum

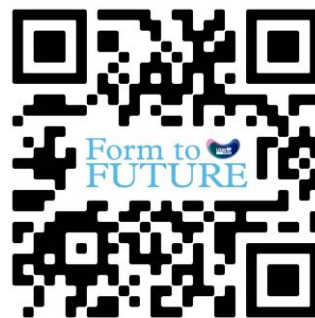
4 September 2024

9:00 am – 5:30 pm

M Resort & Hotel Kuala Lumpur

Limited Seats Available

Register your interest and find more information at forum.uemsunrise.com
For enquiries, email to REF@uemsunrise.com



In Partnership with



Summary: Sharp Focus On Driving 2024 Priorities



**Implementing
Launch
Discipline**

**Accelerating
Industrial
Development**

**Enhancing Cost
Optimisation and
Efficiency**

**Driving value
creation with
optimal resource
allocation**



Q&A SESSION



Sufian Abdullah
Chief Executive Officer



Hafizuddin Sulaiman
Chief Financial Officer

THANK YOU

UEMS Investor Relations

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Website: <https://www.uemsunrise.com/corporate/investor-relations>

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happy

