find your happy

UEM SUNRISE

Form to FUTURE

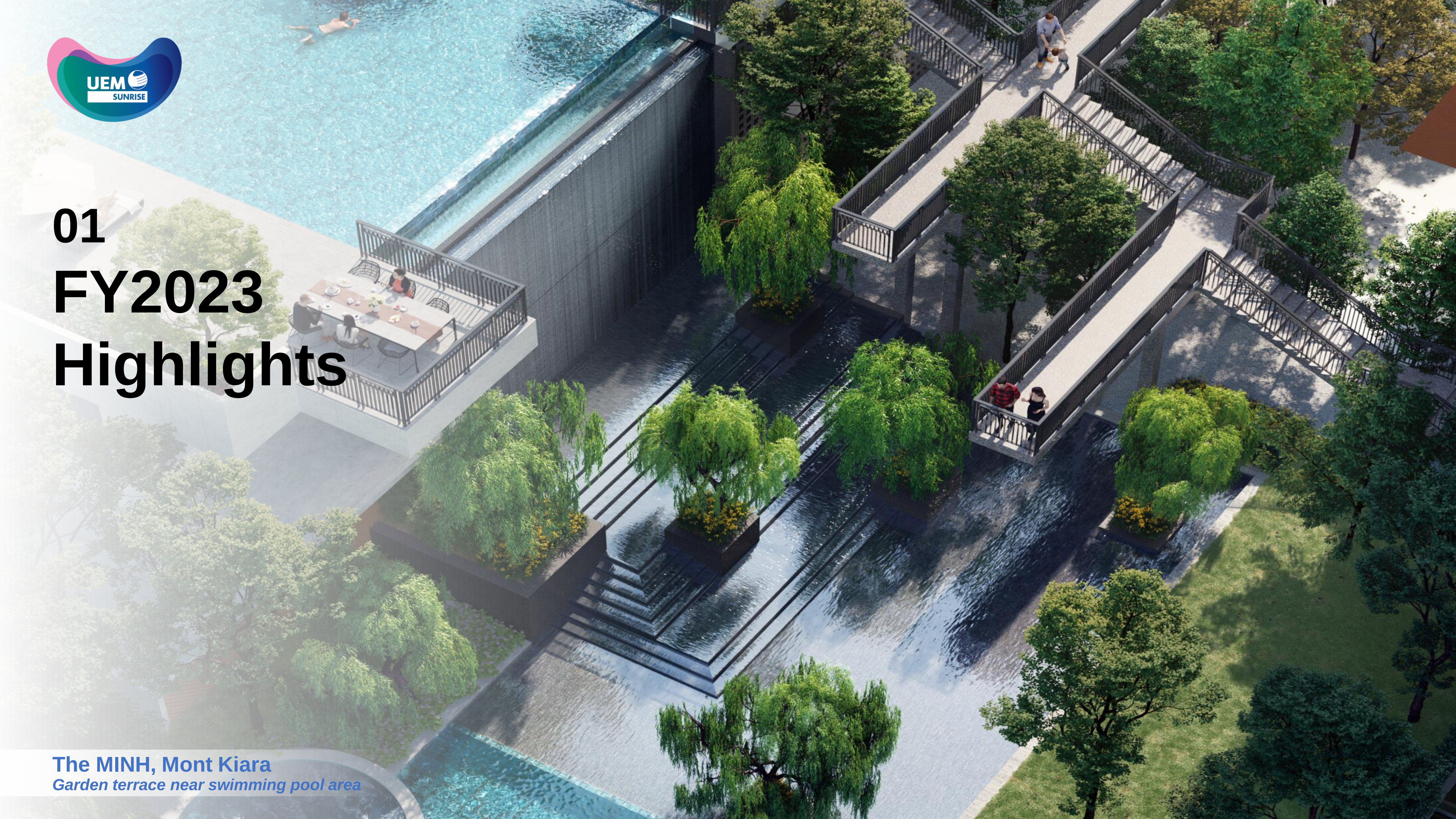
16th ANNUAL GENERAL MEETING

6 June 2024

UEM SUNRISE

Presentation Outline

Residensi ZIG, Kiara Bay



01
FY2023 Highlights

The MINH, Mont Kiara
Garden terrace near swimming pool area

Supportive Operating Landscape Underlining Robust Growth in 2023

Increasing Investments and Interest for Property Assets

Unlocking Value of Iskandar Malaysia, Johor

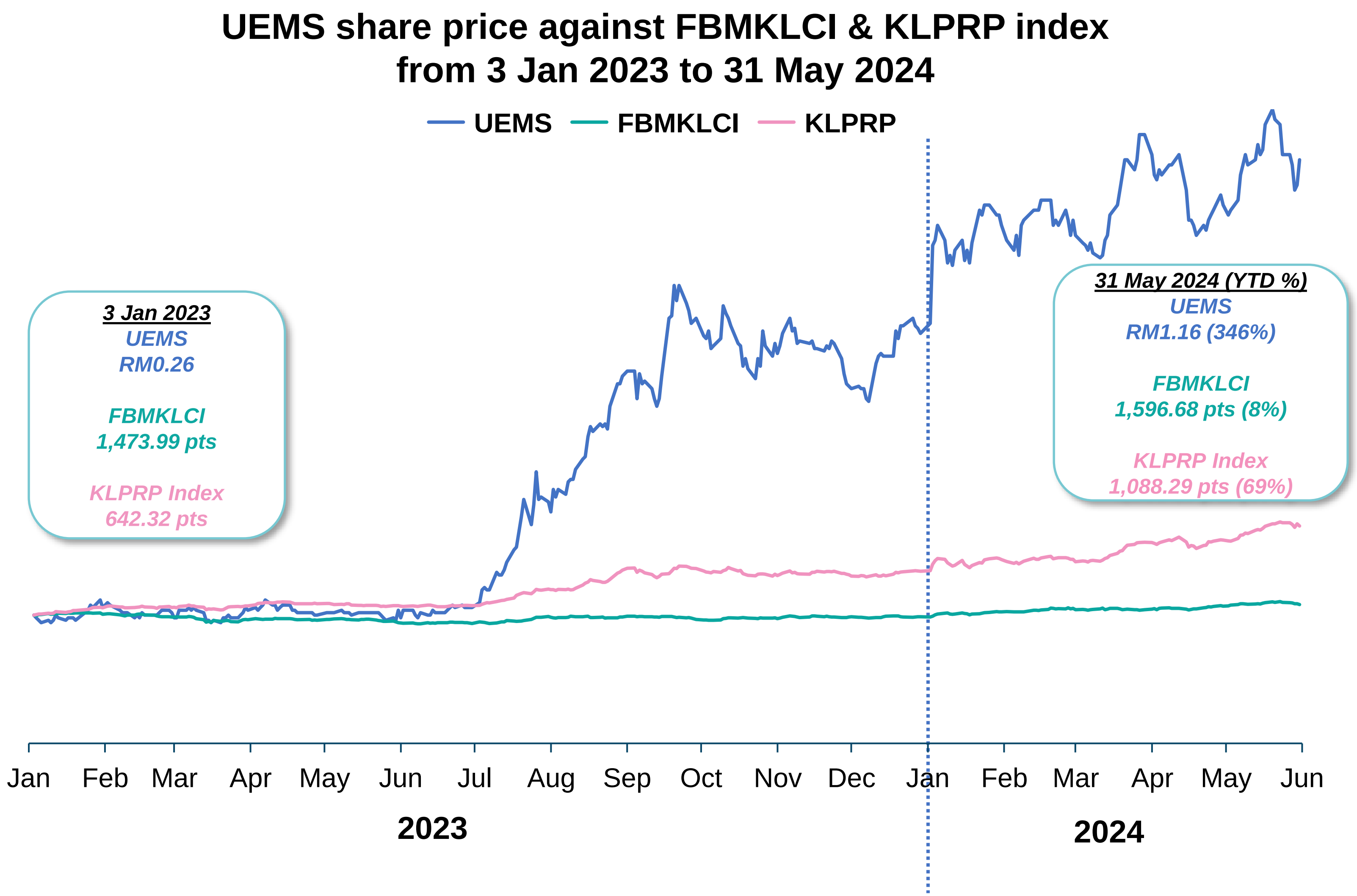
Resilient Domestic Demand and Macro Economy Growth

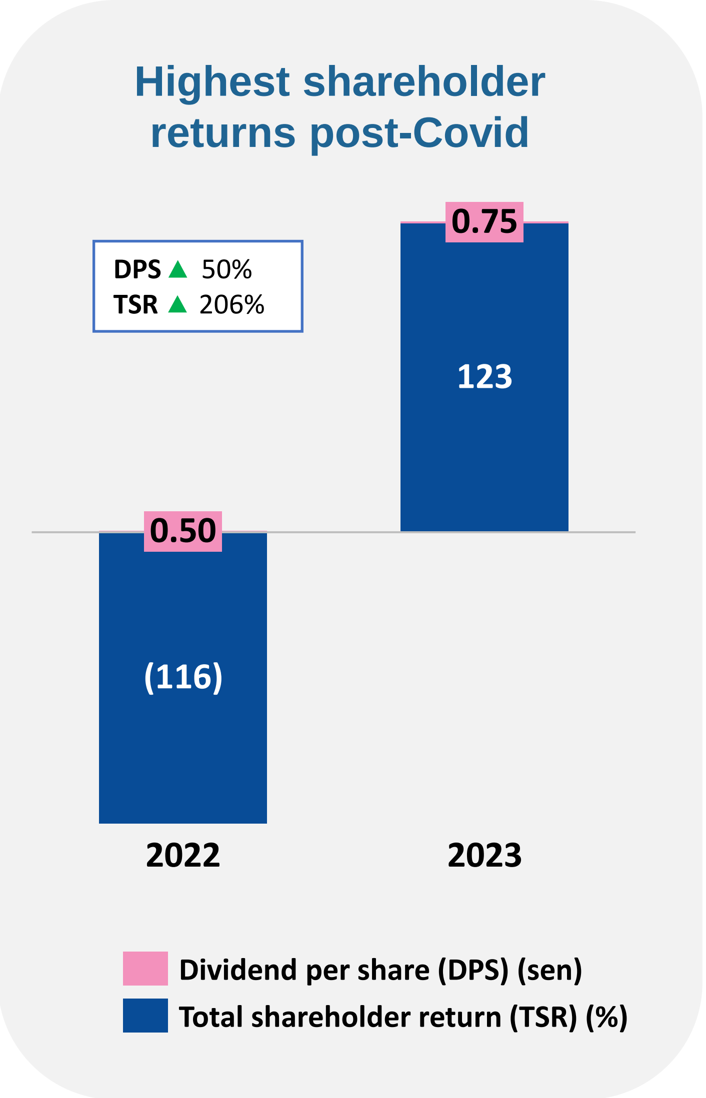
Surge in Infrastructure Projects and Industrial Developments

Supportive Regulatory Framework

Digitalisation and Sustainability Agenda

Enabling us to Deliver Strong Shareholder Returns





A Year of Significant Achievements

Launched GDV	Total Revenue	Gross Profit Margin	EBITDA Margin	PATANCI
RM3.6b	**RM1.3b**	**35%**	**21%**	**RM75.7m**
▲ ***596% YoY***	▼ ***9% YoY***	▲ ***6ppts YoY***	▲ ***3ppts YoY***	▼ ***6% YoY***
FY2022: RM517.0m	*FY2022: RM1.5b*	*FY2022: 29%*	*FY2022: 18%*	*FY2022: RM80.5m*

Net Gearing	Cash Balance	Unbilled Sales	Unsold Units	Dividend per share
0.45x	**RM1.1b**	**RM2.7b**	**RM127.4m**	**0.75sen**
▲ ***0.03x***	▲ ***2% YoY***	▲ ***50% YoY***	▲ ***37% YoY***	*Payout ratio: 50%* *Amount paid RM37.9m* *(FY2022: 31%)*
FY2022: 0.48x	*FY2022: RM1.07b*	*FY2022: RM1.8b*	*FY2022: RM203.0m*	

Received Accolades Across Customer-Centricity, Governance and Sustainability

Customer Centricity

80%

Customer satisfaction score in 2023

The **highest** since 2015, demonstrates UEM Sunrise's commitment to quality excellence

Governance

Received **GOLD** for Anugerah Integriti, Governans Dan Antirasuah (AIGA) 2023 for commitment to good governance zero-tolerance against bribery and corruption

Sustainability

FTSE4Good

3.6

*Improved scoring from 3.5 to **3.6**; achieved full score for governance pillar*

SHASSIC

QLASSIC

Consistently delivered quality products in Central and Southern regions, scoring **above 80%** in both SHASSIC and QLASSIC

Launched 8 Projects in 2023, Worth RM3.6bil in GDV value

The MINH
GDV: RM981mil | Take up: 54%

Collingwood, Melbourne BTR
GDV: RM874 mil | Take up: 100%

The Connaught One
GDV: RM747 mil | Take up: 40%

Residensi ZIG
GDV: RM723 mil | Take up: 17%

Senadi Hills Phase 2A & 2B
GDV: RM139 mil | Take up: 92%

Nadi Nusantara (RMB-D)
GDV: RM39 mil | Take up: 88%

** Take-up as of 24 May 2024*

Strategically Expanded in Central Region, Malaysia and Perth, Australia

A mixed development in mature area

Land acquisition in SS6, Kelana Jaya (Central region)

Expected GDV **RM1.1b,** scheduled for **2025 launch**

- 9.05-acre land acquired in June 2023 @ RM155m

Further reinforcing our position in Australia

Subiaco, Perth, Australia

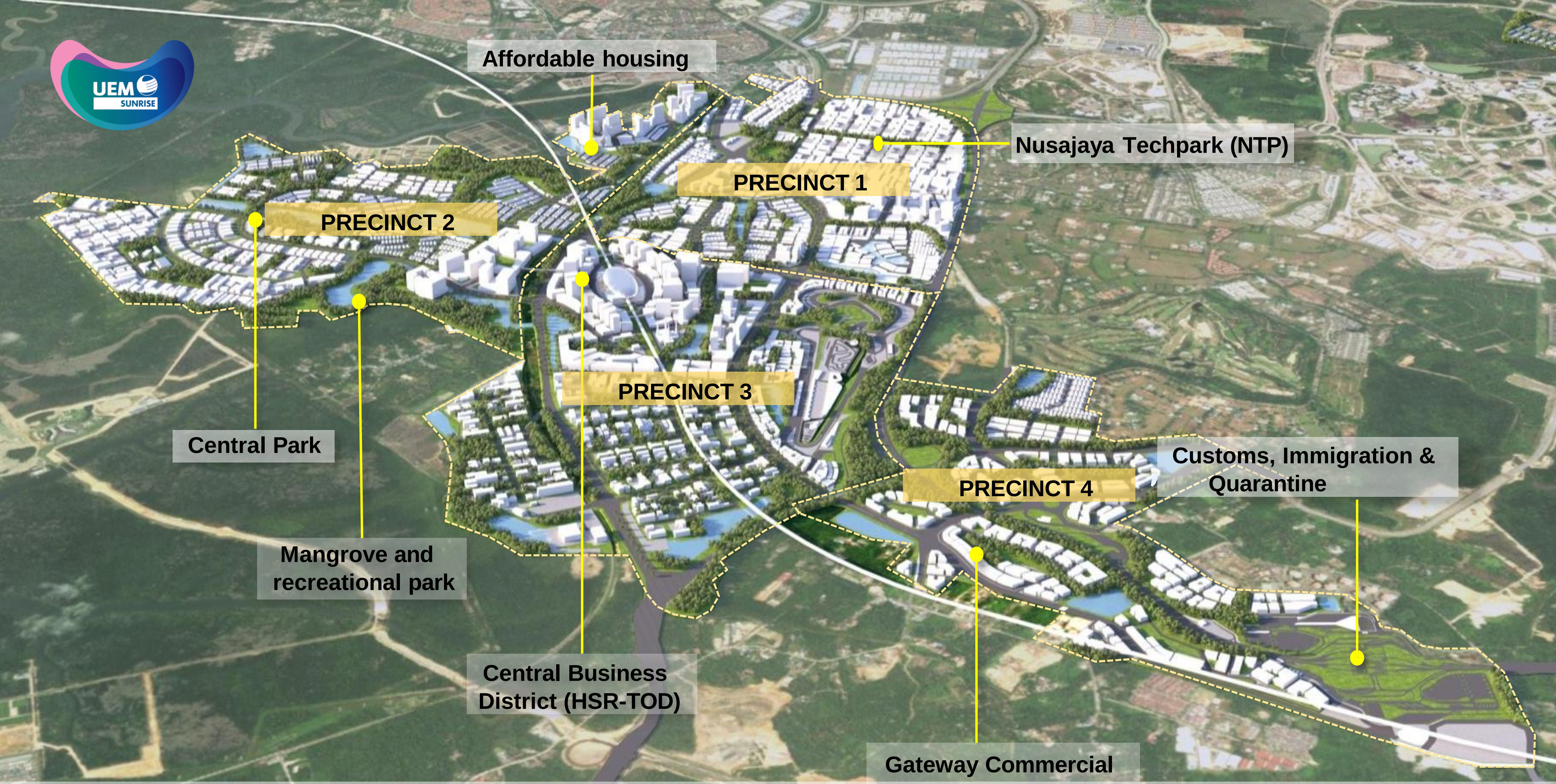
Expected GDV **RM1.3b,** scheduled for **2026 launch**

- 1.22-acre land acquired in August 2023 @ AUD22m

Delivered 13 Projects, Amounting To RM1.1b in Value, and 1,724 Units

Central

Southern



Revised The Masterplan of Gerbang Nusajaya, Johor to Address Rising Industrial Demands

02
Strategy Updates

Mont’Kiara, Kuala Lumpur

Transformed for Growth, Delivered Key Initiatives

22 Feb

Unveiled product series, HAPPY+
To introduce 5 categories catering to homebuyers lifestyle needs – **KASIH, RISE, NEST**, **CLUB** Edition and **LUXE**

6 Jun

Acquired land in Kelana Jaya
3.7 hectares of freehold land in the mature neighbourhood of SS6 Kelana Jaya for RM155.0 mil

21 Jun

Signed Partnership with Greystar to deliver Collingwood BTR
To develop the 1st Build-to-Rent (BTR) project in Collingwood, Melbourne, becoming the 1st Malaysian developer to do so in Australia

15 Aug

Acquired land in Subiaco East, in Perth, Australia
Our 1st residential development site in Western Australia, for AUD22.2 mil to deliver 2 landmark apartment buildings

28 Aug

Proposed South Africa exit
Entered into an agreement for the divestment of UEM Sunrise South Africa Pty Ltd’s entire equity interest of 80.4% in ROC-Union for RAND 118.4 mil

26 Sep

Entered into an MoU with the Faculty of Science, University Malaya
To assess water conditions of the lake in the Kepong Metropolitan Park in light of our commitment to restore the quality of the lake water

10 Oct

Asset monetisation and portfolio enhancement for PIAHO
To dispose of majority stake in Nusajaya Lifestyle Sdn Bhd to Iskandar Harta Holdings Sdn Bhd (IHH), to enhance the value proposition of the mall

3 Nov

Raising the bar with green initiatives
Target of planting 25,000 tree saplings, a monumental effort in carbon sequestration at Sireh Park. 300,000 kg of carbon dioxide annually with this initiatives

17 Nov

Disposed 46.9 Hectares of Freehold Parcels in Gerbang Nusajaya for RM146.1 mil
Strategic land sale to Nusajaya Tech Park for Phase 3 developments

6 Dec

Launched U2030 transformation plan
Serves as the focal point of our corporate strategy in realising the Company’s aspiration to become a balanced real estate player by 2030

Executed 3-Phased Strategic Turnaround Plan, While Preparing for Long-Term Sustainable Growth

IMMEDIATE

2022 - 2026

Turnaround

01 **Triage**
2022 – 2023

02 **Stabilise**
2024 – 2025

03 **Sustain**
2026 & Beyond

TSS

- PATANCI turned black
- Course correction
- Resetting fundamentals, optimising cost
- Strengthening and detoxifying the core
- Revitalising Iskandar Puteri
- Activating industrial developments

MID TO LONG TERM

2026 - 2030

Re-structure

U2030

- Real estate player with balanced portfolio
- Stabilised pipeline, repurposed landbank
- Re-calibration of balance sheet
- Expansion beyond domestic footprint
- Improved shareholder returns

Triage Phase: Focused on Core Activities, and Balance Sheet Optimisation

Strengthen Core Revenue Stream

- Strived to **achieve 2023 target launch GDV** of RM2.5 bil
- Identified **new landbank** to boost project pipeline
- **Expanded market presence** by diversifying into new markets, broaden customer base and mitigate market risk
- Established **short-to-medium term development plan**

Manage Risk and Opportunities

- **Refined masterplans** to optimise GDV and improve land efficiency
- Streamlined **delivery process flow** and carried out **digital adoption**
- Commenced **Knowledge Management** initiative for centralisation of information and ensure business continuity
- Strengthened **project monitoring and tracking tool**

Offer Clear Value Proposition

- Elevated **customer experience at all touchpoints**
- Introduced **clear product propositions** addressing various customers' needs
  - **Happy+** products
  - **"Affinita"** mortgage programme
  - Updated **hUb prop** mobile app

Asset Portfolio Repriotisation

- **Strategic land monetisation** amounted to RM189 mil and RM85 mil in Central and Southern region, respectively
- Conducted **commercial asset rationalisation and portfolio enhancement review**
- Implemented **joint-venture rationalisation**

Embed Sustainability

- Embraced sustainability into design, business and operations
  - Established **Sustainable Development Design Guidelines**
- Implemented Sustainability Blueprint
- Improved reporting and transparency, with **full materiality assessment**

03

Looking Ahead

Puteri Harbour, Iskandar Puteri

Rewarding Shareholders in line with Our Revised 2024 Dividend Payout Policy

REVISED DIVIDEND PAYOUT POLICY

40% - 60%

of its PATANCI

Previously 20% to 40% payout ratio

Reaffirming 2024 Targets; Accelerating Industrial Segment

Sales Target

RM1.0 bil

Launch GDV Target

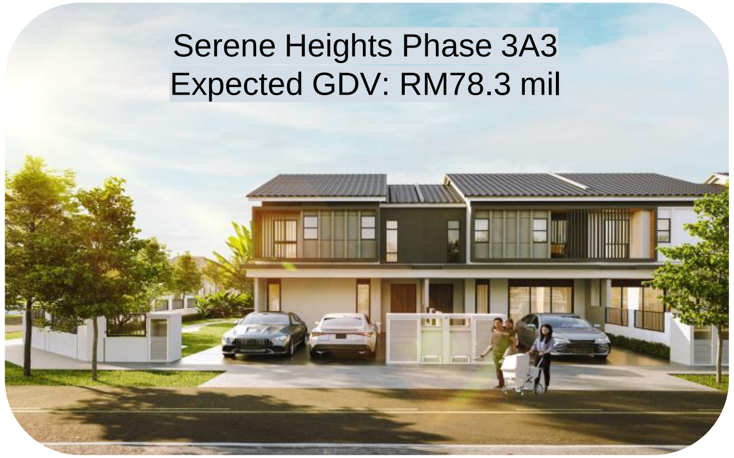
RM0.8 bil

Industrial

- **Masterplan approval**
- **Land Monetisation**
- **Strategic Partnerships**

Upcoming Launches From Landed & Commercial

Central



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

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

Southern

DiReka Square, Laman DiReka
Expected GDV: RM164.6 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

Inked strategic MoU for Malaysia's First RE Industrial Park in May 2024

27 July 2023

- UEM Group inked MoUs with ITRAMAS, CMECWUXI, Blueleaf Energy and Hexa Renewables.
- High-value national energy transition projects under the National Energy Transition Roadmap.

19 Jan 2024

- Agreements signed with ITRAMAS and Hexa Renewables to develop the 1st phase of 1GW, the 500MW hybrid solar power plant, to be located in Segamat, Johor.

15 May 2024

- MoU signed with ITRAMAS and CMEC for a development of Malaysia's first RE Industrial Park, measuring 40 acres in Gerbang Nusajaya, Iskandar Puteri, Johor.

Key Features of RE Industrial Park

- Potential GDV of over RM300 mil in 5 years, expect to ground break in 2026
- A total of 40-acre (16.2 hectares) lot with 730,000sf GFA of factories
- Attract local and foreign investments across the RE and EV value chains
- Features a world class RE Hub
- Key growth catalyst of Gerbang Nusajaya

Formed Long-Term Partnership with LOGOS to Develop a World-Class Data Center Campus in Gerbang Nusajaya, Johor in June 2024

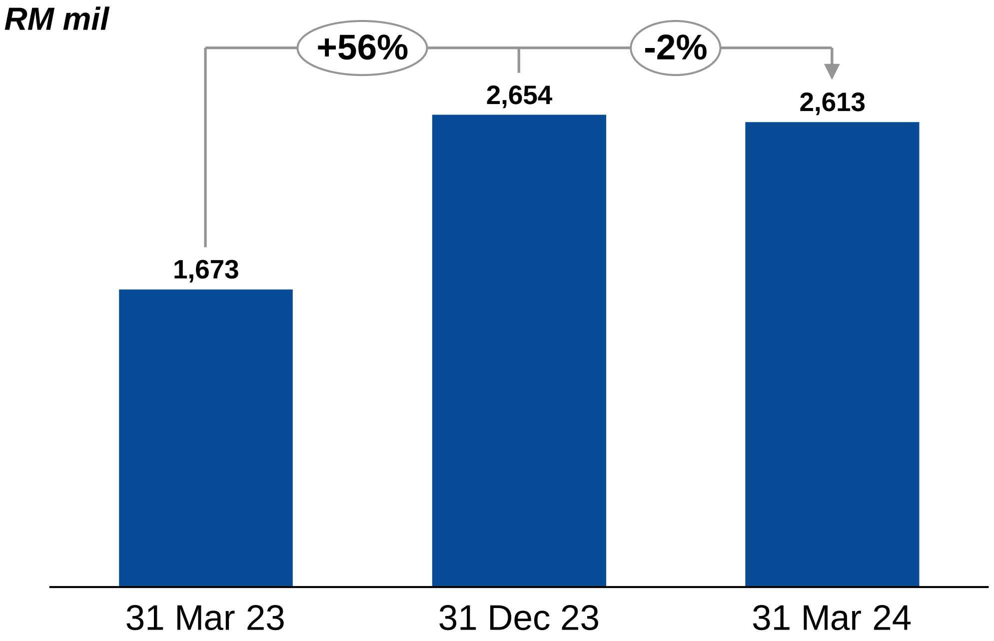
Initial Land Size 30 hectares	**Land Ownership** UEMS Located in Precinct 4 of Gerbang Nusajaya
Data Centre Capacity Up to 360 MW	**Plan** Multi-year project, incl. development phase & infra building

RATIONALE

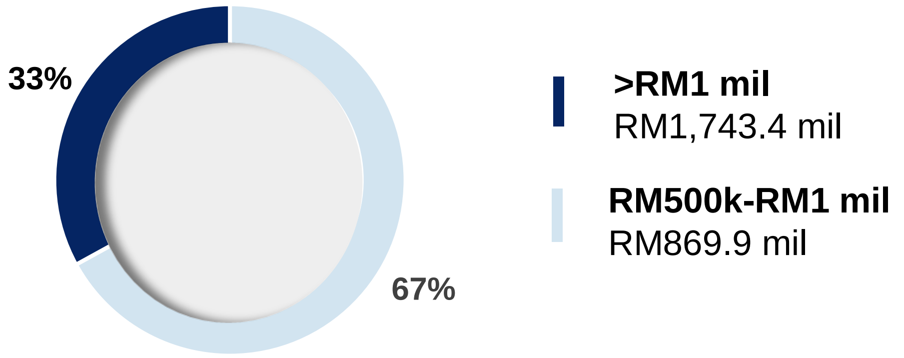
- Expediting **industrial development** as part of **U2030 strategy** to capitalise on growth opportunities from **Renewable Energy, Data Centre, Logistics** and **other green economy**.
- Leverages Iskandar Malaysia's **strategic location** to elevate digital and high-tech industries, aligning with nation's **Madani Economic Framework** and **New Industrial Master Plan 2030.**
- Our potential role includes provide **end-to-end construction management for long-term lease built-to-suit developments**, technical work, and Government-related process, such as licensing applications and securing state approvals.

Sustained Unbilled Sales of RM2.6 bil, to be Substantially Recognised within 18 - 36 Months

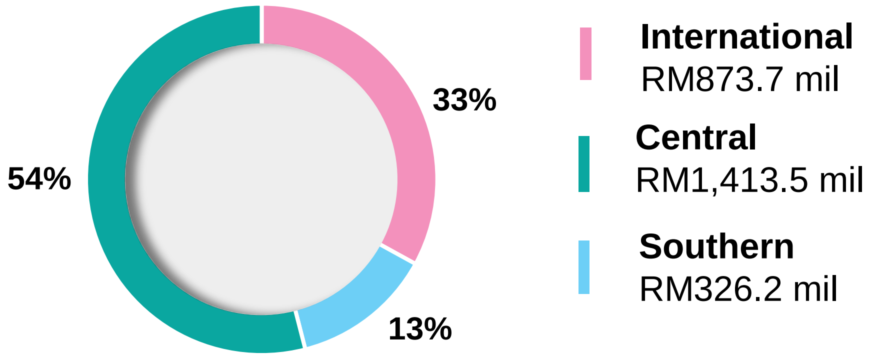
Unbilled Sales



By Product Range



By Region



- 54% of the Unbilled Sales are from Central region, while Collingwood Project, Melbourne contributes 33% of total Unbilled Sales

Sharp Focus on Driving 2024 Priorities

Implementing Launch Discipline

Accelerating Industrial Development

Enhancing Cost Optimisation and Efficiency

Unlocking Asset Monetisation & Divestments

Note of Appreciation

To our employees,
Thank you for your dedication in 2023.
Your hard work and commitment have made a significant difference, and we are deeply grateful for your contributions.

To our customers, business partners, investors and community,
Your unwavering support and loyalty have been the backbone of our success this year.

Looking forward to continued success together.

Thank You