



AGM 2022

23 June 2022

FY2021 Performance Snapshot (1/2)

Sales

 **30% vs 2020**

RM1.5B

2020 : RM1.1B

 **22% vs target**

FY2021 Target: RM1.2B

Revenue

 **4% vs 2020**

RM1.2B

2020 : RM1.1B

OPEX

 **9% vs 2020**

-RM341M

2020 : - RM373M

Share of Results

 **>100% vs 2020**

RM13M

2020 : - RM65M

Loss after NCI

 **23% vs 2020**

-RM212M

2020 : - RM277M

FY2021 Performance Snapshot (2/2)

Unbilled Sales

↑ 26% vs 2020

RM2.4B

As at 31 Dec 2021
69% from Central
2020 : RM1.9B

Handover Units

431 units

Completed & issued with vacant possession



Serene Heights, Dahlia 2



Serene Heights, Eugenia 1



In FY2021, we achieved higher sales, supported by Home Ownership Campaign and internal campaigns



FY2021 Sales

RM1.5B

↑ 30% vs 2020 RM1.2B

Contribution by Region

Southern

29%

- Senadi Hills
- Aspira ParkHomes
- Estuari Gardens
- 68° Avenue



Central

71%

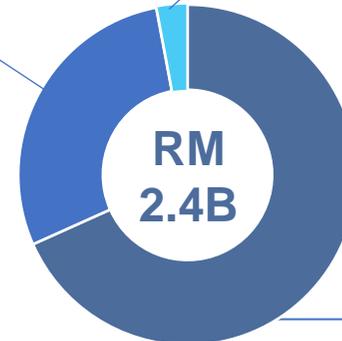
- Residensi AVA
- Residensi Allevia
- Serene Heights
- KAIA Heights

Unbilled Sales

Southern

29%

- Aspira ParkHomes
- Senadi Hills
- SiLC (land)



International **2%** • Aurora
• Conservatory

Central

69%

- Residensi AVA
- Solaris Parq

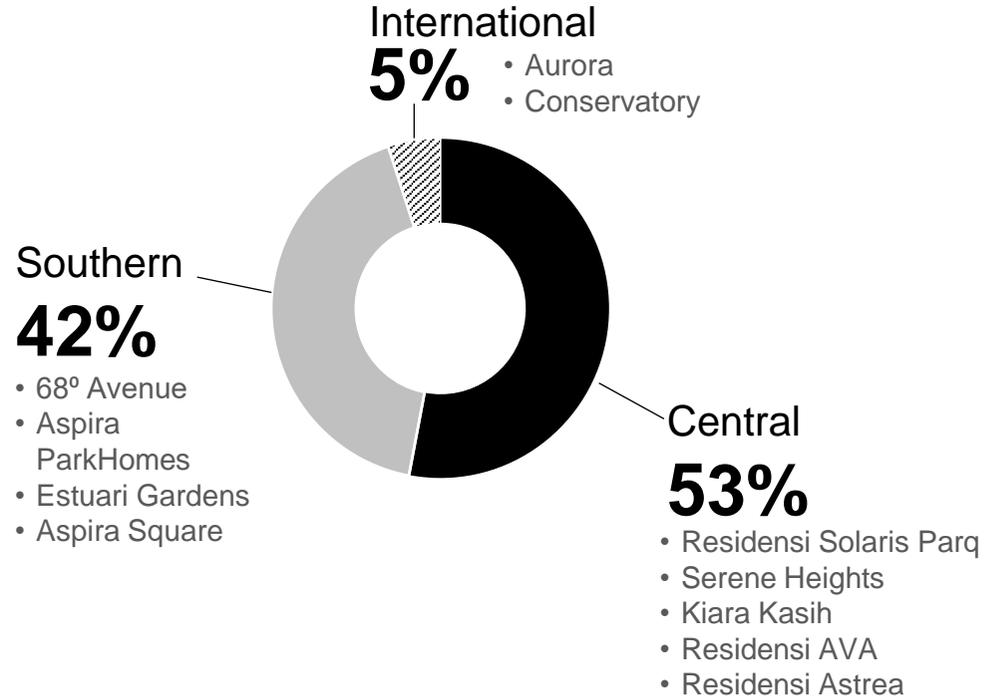
....higher revenue driven by construction & billing progress

FY2021 Revenue

RM1.2B

↑ 4% vs 2020 RM1.1B

Contribution by Region



.... and contained operation costs



FY2021 OPEX

- RM341M

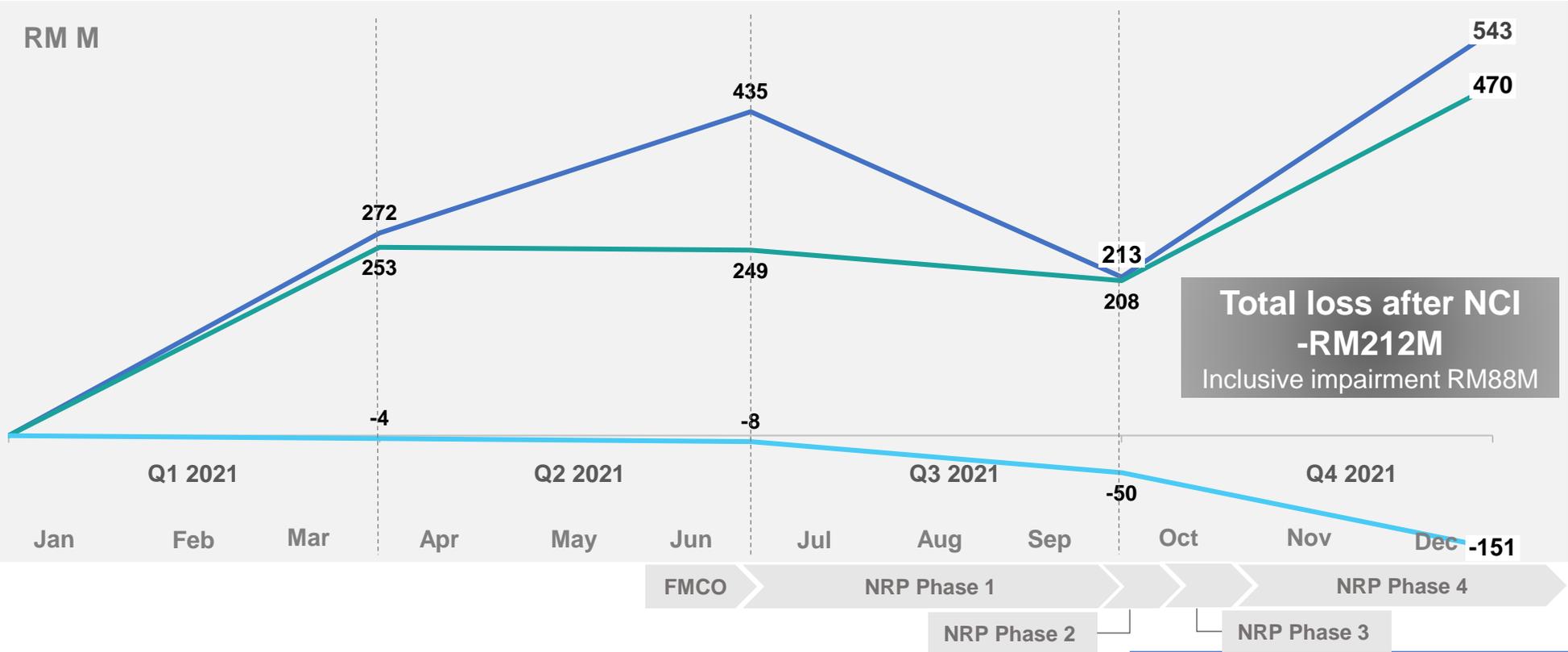
↑ 9% vs 2020 -RM373M

- Drive continuous improvement to simplify processes
- Enhance efficiency throughout organization
- Leverage on technology and tools

However, prolonged pandemic impacted the overall performance

Impact of National Recovery Plan (NRP) Phases on Sales, Revenue & Profit & Loss Position FY2021

— Sales — Revenue — Profit/Loss after Non-Controlling Interest



Triage, Stabilise, Sustain was established for a sustainable turnaround

Triage

2022-23

- Suture bleed
- Divest non-core assets
- Expedite development program
- Accelerate acquisition plans

Stabilise

2023-25

- People / Process / Portfolio
- Embrace ESG
- Establish design rigour
- Improve procurement model

Sustain

>2025

- Stabilise new commercial assets
- Diversify income stream (solar farms, Building-integrated Photovoltaics (BIPV), managed service portfolio)
- New products / new market

For operational excellence and to deliver value to shareholders, new divisions were set up...

Development

- Set new industry benchmarks
 - Review development masterplans
 - Drive product innovation
-

Commercial

- Drive Commercial Real Estate & Strategic Land Management
 - Consolidating land management activities
 - Asset optimization
-

Sustainability

- Drive sustainability agenda
 - Blueprint to set roadmap towards Carbon Neutrality 2050
 - Steer process improvement
 - Total quality management
-

.... drive pipeline launches to unlock landbank value...

Landbank
10,624 acres

As at 31 Dec 2021

Launch GDV

2022-2026 average

RM3B p.a.

Pipeline projects from existing
& new strategic landbank

.....optimize existing development masterplans..



Puteri Harbour



Gerbang Nusajaya



Kiara Bay

...enhance GDV potential of pipeline projects



MK31, Mont'Kiara
Premium condominiums
Target launch Plot 1 2H 2022

GDV enhancement
RM1.5B → **RM1.6B**



Taman Connaught, Cheras
Transit Oriented Development
Target launch 2H 2022

GDV enhancement
RM1.0B → **RM1.4B**



Section 13, Petaling Jaya
Mix commercial development
Target launch 2023

GDV enhancement
Ongoing, from current RM1.3B

....put forth cost optimization measures

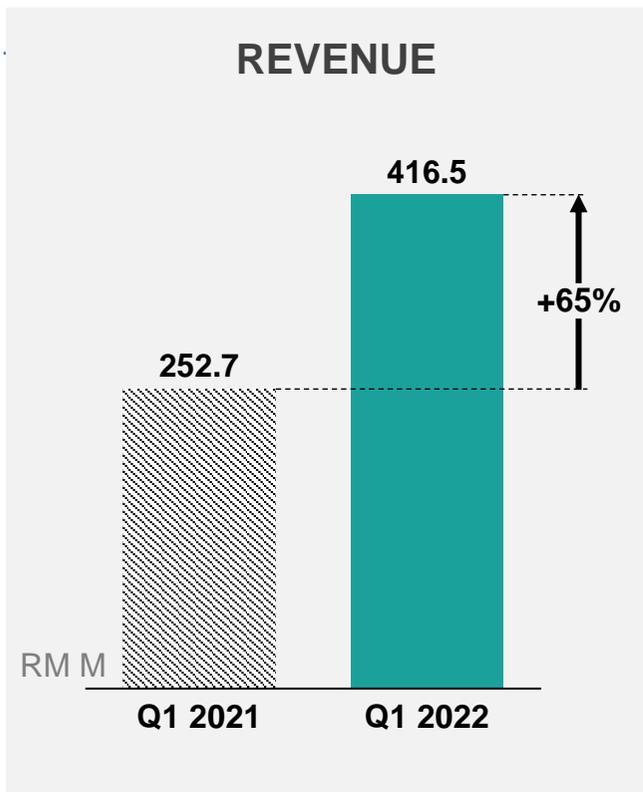
Vendors Partnership Programme – MoU with 9 vendors (June 2022)



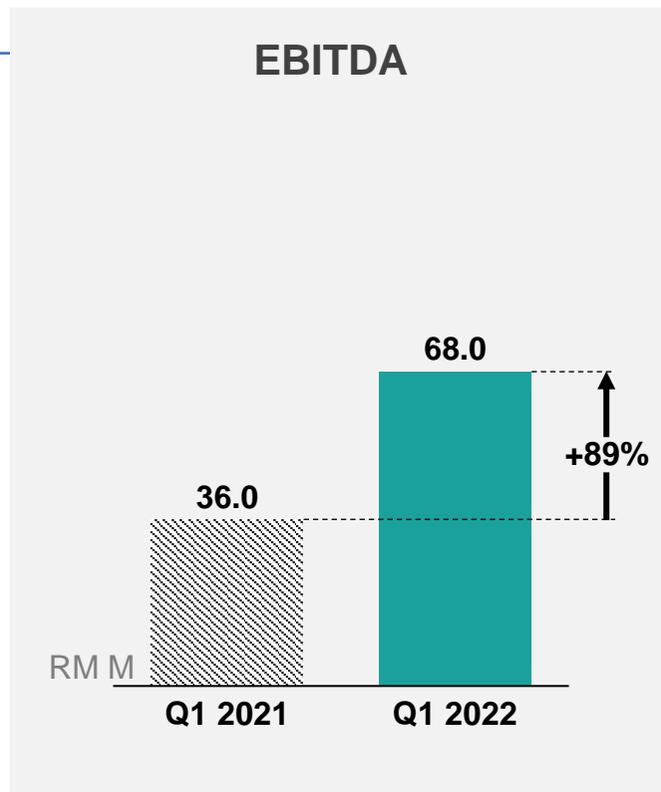
....and focus on sustainability agenda



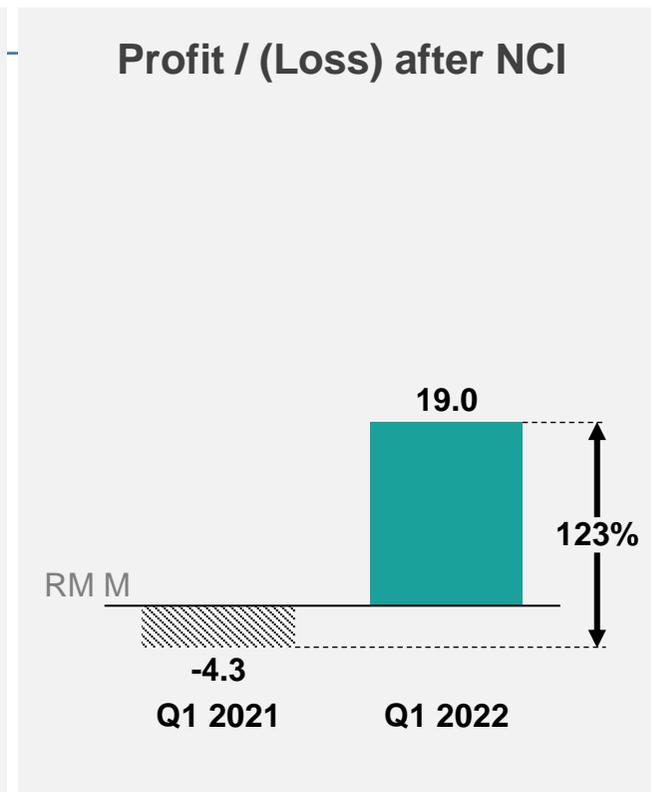
....that steered the Company back to profitability in Q1 2022



- Revenue supported by local property development activities and sale of 19 industrial plots in SiLC Ph3



- Higher EBITDA due to higher gross profit
- Lower expenses
- Improvements in share of results



- Higher profit due to higher revenue
- Higher forex gains
- Lower expenses
- Improvements in share of results

Amidst the challenging 2021, we successfully launched KAIA Heights Ph1, Seri Kembangan



K A I A
H E I G H T S
E Q U I N E

517 total units; GDV RM351M

Mid-scale segment RM600-870k

Launched Q1 2021

52% sold as at June 2022

... and Verna home series at Serene Heights Bangi



VERNA
TERRACE HOMES

225 total units; GDV RM196M

Mid-scale segment RM700k-1.4M

Launched Q2 & Q3 2021

94% sold as at June 2022

Ran marketing campaigns to boost sales performance



HAPPY CHASE **HOC**
THE HAPPY CHASE 2021 VIRTUAL LIVE SHOW
 FROM 4TH SEPTEMBER - 16TH OCTOBER 2021
 Property Rewards worth up to RM6,888 & Lucky Draw e-vouchers to be won!

JOEY YAP, KYRLE, JOSHUA, TANIA, ADAM

PARTICIPATING PROJECTS:
ASPIRA **ASPIRA** **VERNA** **KALA**

DON'T MISS OUT ON EXCLUSIVE REWARDS!

UP TO 12 MONTHS FREE MAIN TENANCE FEE	MAYBANK HOUSKEY [®]	PROPERTY REWARDS UP TO RM6,888	84x LUCKY DRAW RM20 GRAB E-VOUCHERS
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MARK YOUR CALENDAR AND STAY TUNED ON OUR FACEBOOK PAGE! SEE YOU SOON!
 LIKE & FOLLOW US ON [FB](#) @UEMSUNRISE & [IG](#) @UEM_SUNRISE
*ONLY FOR PARTICIPATING PROJECTS. **T&C APPLY

UEM **SUNRISE** **Find your Happy**
 A member of UEM Group

UNLOCK THE DOORS
 TO CONVENIENT OWNERSHIP

- Zero Down Payment
- 100% Financing Scheme
- Lowest Monthly Repayment
- Zero Payment during Construction

Riang Ria RAYA CERIA

Must Cari Ong
 From prizes to giveaways, to deals and angpows.

Join us in finding the ong-est of ongs this Chinese New Year

Received awards while operating in challenging period...



THE PUTRA BRAND AWARDS 2021
Platinum Accolade
Property Development

FIABCI MALAYSIA PROPERTY AWARD 2021
Mixed-use Development
Arcoris Mont'Kiara

THE EDGE PROPERTY EXCELLENCE AWARDS 2021
Top Property Developers Awards (No.7)

ATAP DESIGN AWARDS 2021
Best Show Unit Design
Aspira ParkHomes Show Unit

ASIA ECOMMERCE AWARDS 2021
Silver Trophy
Best Use of UI / UX Design

... with Corporate Governance culture and ESG compliance recognized



MSWG-ASEAN CORPORATE GOVERNANCE AWARDS 2021

Winner in Industry Excellence Award



SUSTAINABILITY SUKUK FRAMEWORK

Sustainability Sukuk Assessment with Gold Award Recognition



FTSE4Good

ESG BEST PRACTICES

Recognition Index Score of 3.0 in 2021 vs 2.6 in 2020



SUSTAINABLE BUSINESS AWARDS MALAYSIA 2020/2021

Large Organization Classification

We remain committed to build better communities for the future



Go THE DISTANCE
Walk, Run & Ride | Anywhere, Anytime

Race Period
16 Sept - 22 Oct 2021

Register Now

ENTRY FEE
RM35 only

Race Pack

Lucky Draw

Closing Date: 15 Oct 2021

Title Sponsor: UEM Sunrise
Event Organizer: B
Official Appoint Partner: Boost
Supporting Partners: DEWANANI, GARMIN, HYATT house, NB, Sepony Health

#UEMSunrise #GoTheDistance

Encouraging the community to stay fit and healthy



PC distribution to PINTAR-adopted schools



BukuHub,
the Community Library



Social engagement initiative during Christmas
celebration

... to care for the community....



Mural painting highlighting nature conservation at Happy Space 149

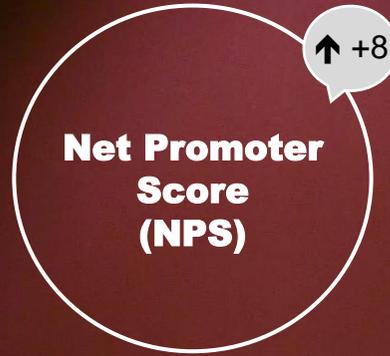


UEM Sunrise & Foodbank Victoria partnership



COVID-19 Livelihood Assistance Programme

...and uphold customer satisfaction despite the challenging year



2021

77%

71%

+25

73%

2020

77%

70%

+17

73%



2022 Launches



An aerial rendering of a residential development. The image shows a large number of two-story houses with dark brown roofs and light-colored walls, arranged in neat rows. A paved road with lane markings and a few cars runs through the development. There are green spaces with trees and a playground area with a blue and yellow structure. The overall scene is bright and clear, suggesting a sunny day.

Aspira Gardens Ph2, Gerbang Nusajaya in Q1 2022

Total GDV **RM74M**
Total 80 units



Prepare for 2H 2022 launches....

MK31 Plot 1

Mont'Kiara, Kuala Lumpur

Premium condominium

Target launch : 2H 2022

Target GDV : RM947M

**revised GDV*



KAIA Heights Tower D

Equine Park, Selangor
Mid-scale Condominium

Target launch : 2H 2022

Target GDV : RM165M

**revised GDV*



Taman Connaught Ph1

Kuala Lumpur

Mid-scale Serviced Apartment

Target launch : 2H 2022

Target GDV : RM743M

**revised GDV*



Collingwood

Melbourne, Australia

Mixed-use development

Target launch : 2H 2022

Target GDV : RM797M



Focus in 2022-2023



Strengthen commitment and accelerate Triage initiatives (1/3)

TRIAGE

2022-23

- Suture bleed
- Divest non-core assets
- Expedite development programme
- Accelerate acquisition plans

Acquire New Landbank

To rebalance landbank portfolio & sustain pipeline for future sales & revenue

To generate RM3.0B p.a. for the next 5 years

Rationalize assets & landbanks

Divestment of identified non-core assets & non-strategic landbanks to focus on core activities and landbanking

Target divestment value of RM363M in 2022

Monetize Commercial Assets

Leverage on synergistic benefits through strategic partnership

Strengthen commitment and accelerate Triage initiatives (2/3)

TRIAGE

2022-23

- Suture bleed
- Divest non-core assets
- Expedite development programme
- Accelerate acquisition plans

Unlock Value from Portfolio

Prioritize projects with capital outlays & infrastructure costs spent

Improve Cost Structure

Transparent & cost-effective procurement process through vendor partnerships

Strengthen commitment and accelerate Triage initiatives (3/3)

TRIAGE

2022-23

- Suture bleed
- Divest non-core assets
- Expedite development programme
- Accelerate acquisition plans

Enhance Operational Efficiency

Improve project delivery through process enhancement – Organizational Process Algorithm 2.0

Embrace ESG

Integrate sustainability practices into business activities and products

Building low carbon future by 2030



Thank You