

UEM Sunrise Berhad (UEMS MK - 5148)

Invest Malaysia 2024 – Singapore Corporate Day

27 September 2024

Parkroyal Pickering Hotel, Singapore



PRESENTER



Sufian Abdullah
Chief Executive Officer



Hafizuddin Sulaiman
Chief Financial Officer

Agenda

- 1 Overview of UEMS
- 2 2024 Highlights
- 3 Outlook and Strategy
- 4 Supplemental Information



Overview of UEMS



Flagship Property And Township Development Company

Part of Khazanah Nasional and UEM Group Berhad



Shareholdings as at 31 August 2024



KHAZANAH
NASIONAL

via



69.6%



3.3%



2.0%



Other local
shareholders

18.0%

Foreign
shareholdings

7.1%



RM5.4 bil

Market Cap as at 24/9/24

RM1.07

Share price as at 24/9/24



FTSE4Good

Score of **3.6**

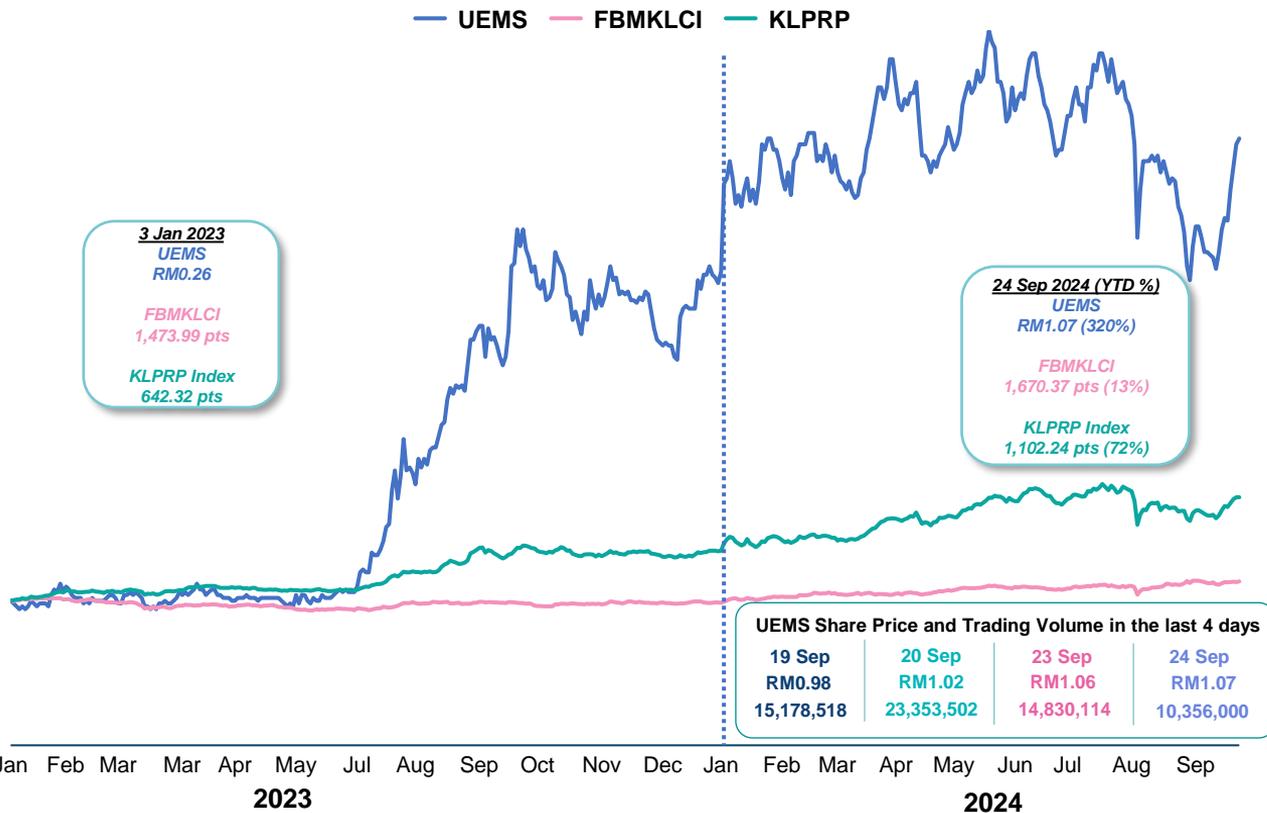
#3 largest stock

on Kuala Lumpur
Property Index

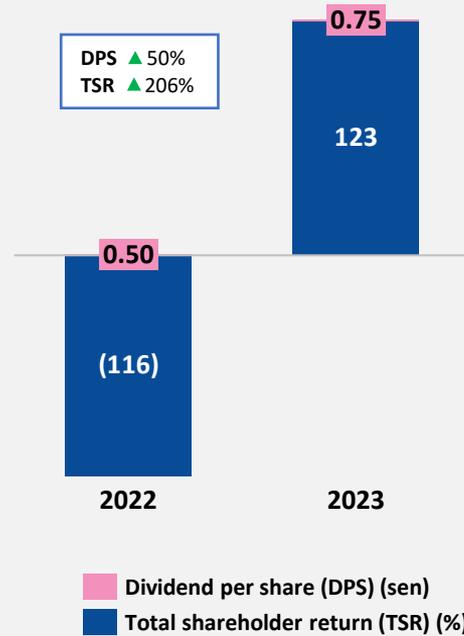
Positive Share Price Momentum



UEMS share price against FBMKLCI & KLPRP index from 3 Jan 2023 to 24 September 2024



Highest shareholder returns post-Covid



Supportive Operating Landscape Underlining Robust Growth



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

Compelling Investment Case With Positive Outlook



Accelerating Transformation To Create Value



2010s

- Merged with UEM Land in 2011 to create Malaysia's largest Property company with RM5b in assets
- Market cap peaked at RM16b in 2013
- Macroeconomic and sectoral challenges deterred value enhancements

	<i>FY19</i>
GP Margin	28%
PATANCI	RM222m
Net asset/ share	RM1.60

2020-2021

- Navigated Covid impacts
- Aggressive inventory reduction plan
- Repurposed landbank to overcome legacy issues
- Optimised operational efficiency via resource consolidation
- Divested non-core assets

	<i>FY21</i>
GP Margin	19%
PATANCI	(RM213m)
Net asset/ share	RM1.32

2022

- Significant strategic turnaround - risk based project planning
- Cost optimisation
- Streamlined product DNA
- PATANCI turned black with margin of 6%

	<i>FY22</i>
GP Margin	29%
PATANCI	RM81m
Net asset/ share	RM1.34

2023

- Solid 2023 performance, surpassed targets
- Revitalising Iskandar Puteri
- Extending international presence
- Enhancing value creation

	<i>FY23</i>
GP Margin	35%
PATANCI	RM76m
Net asset/ share	RM1.35

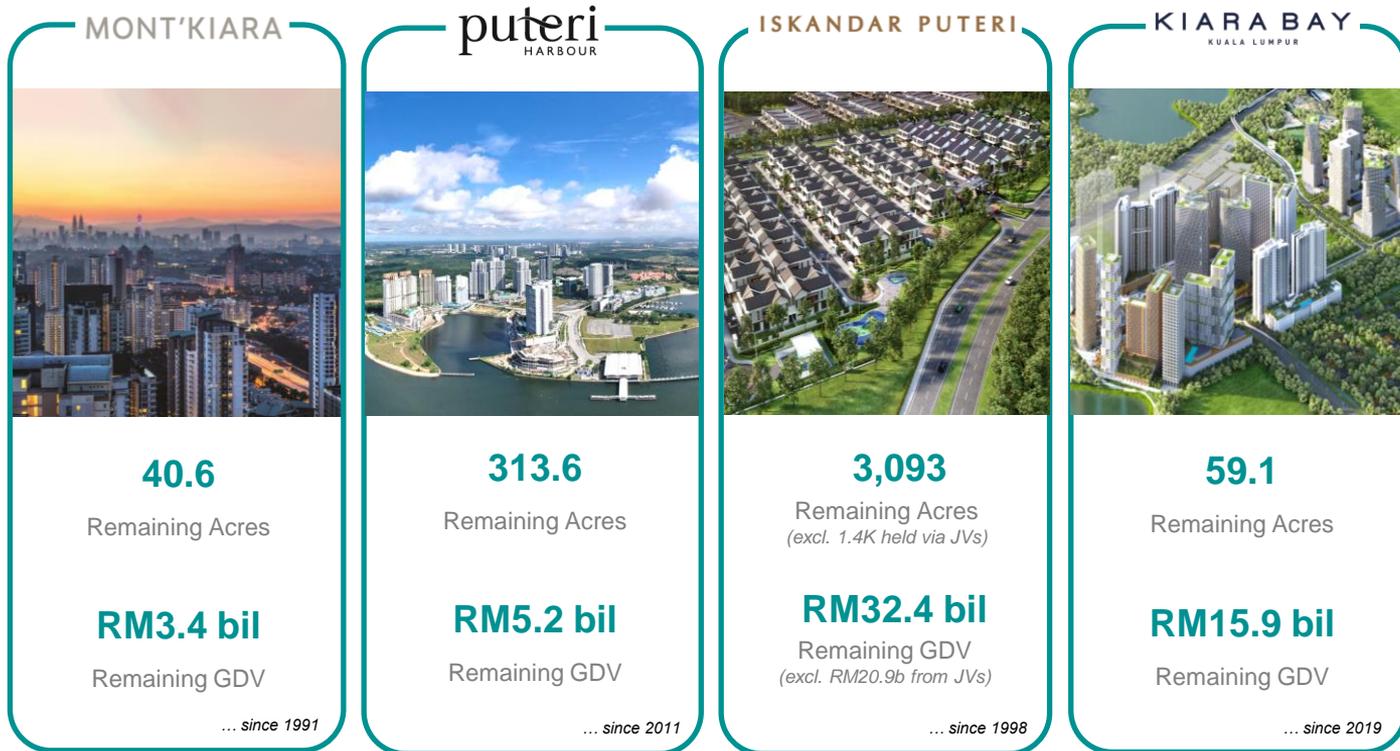
2024

- Revised dividend policy with clearer near to long-term strategies
- Unlocking Industrial play
- Becoming country's proxy for Iskandar Malaysia's development

U2030

A Balanced Real Estate Player

Proven Track Record In Development & Construction Services



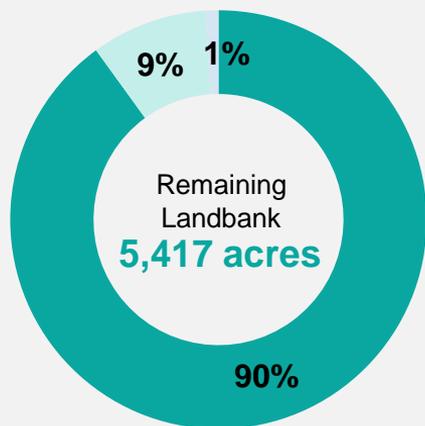
a More than **50 years of reputation** and experiences as a **value-driven developer**

b **Master Developer and Pioneer** in landmark developments across Malaysia

Exceptional Landbank With Solid Potential



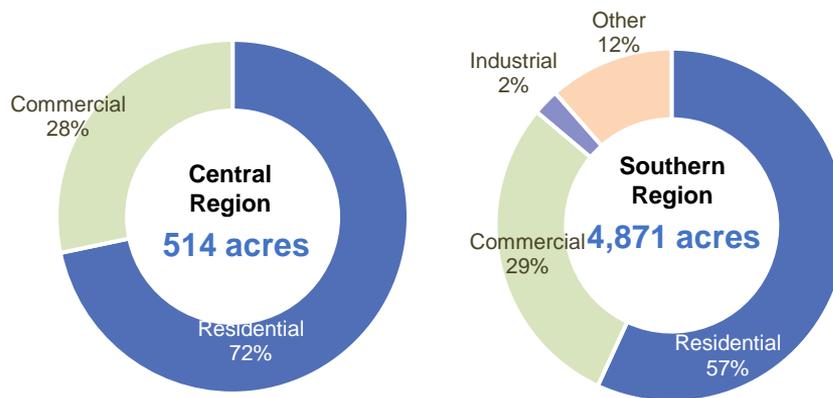
Breakdown of remaining landbank by region



- Central (514 acres)
- Southern (4,871 acres)
- International (32 acres)

*Note: Include JV projects. (JV: 1,784 acres, owned: 3,633 acres)

Breakdown of landbank by land use



*Note: Include JV projects. in Central region of 186 acres, Southern region of 1,567 acres and International of 31 acres

- a Approx **5.4K** of remaining landbank with **RM91b** of GDV potential
- Central: RM60.3 bil
 - Southern: RM29.0 bil
 - International: RM1.4 bil
- b Connect investors and customers to **high-quality and strategic freehold** assets in Iskandar Puteri

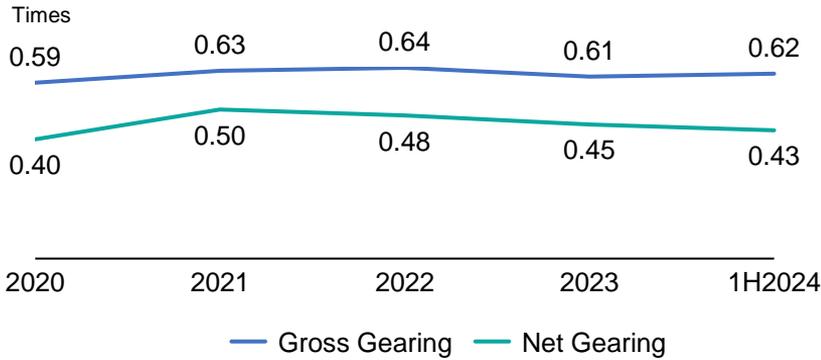
With deep core operating capabilities and competencies to deliver high-quality assets and strategic infrastructure

Residential	Communities	Integrated	Industrial	Commercial
<p>Proven track record for Klang Valley condominiums</p>	<p>Master Developer for Iskandar Puteri & Kiara Bay; pioneered Mont'Kiara</p>	<p>Successfully curated development SMK & SD, soon Dutch Lady & Parq B</p>	<p>Highly successful Nusajaya Tech Park</p>	<p>Premium developments; Publika, Plaza Mont'Kiara</p>
				

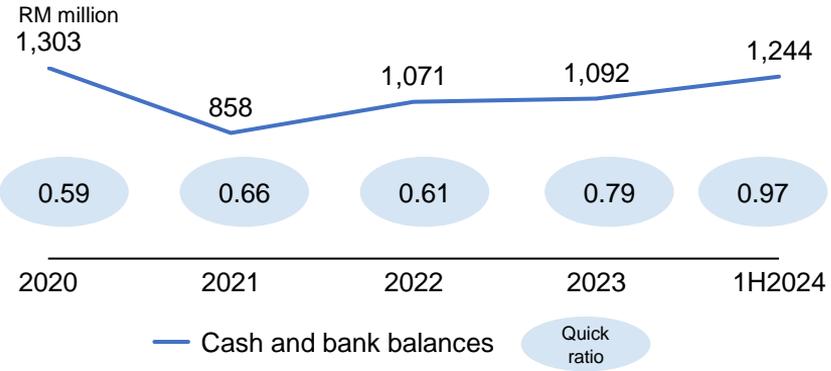
Healthy Balance Sheet Driving Future Growth



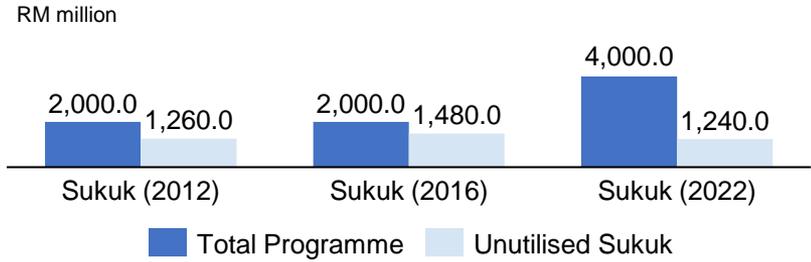
Managing leverage level driven by capital allocation discipline



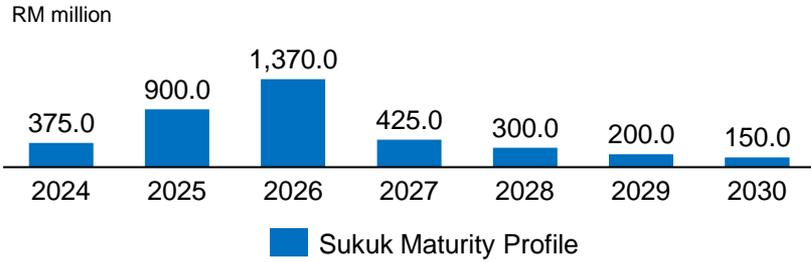
Improving short-term liquidity ensuring business stability



Sufficient Sukuk Programme to undertake future commitments



Debt maturity management in balancing growth and profitability



Strong Alignment Towards ESG And Climate Action



Sustainability Blueprint 1.0
 Sustainable Development Design Guideline 2.0
 Improved FTSE4Good score from 3.5 to 3.6

2023

10 projects achieved QCLASSIC score of ~85%
 4 projects rated SHASSIC's 5-Stars with avg. score of 95%
 Integration of ESG into Company KPIs

1H 2024

Sustainability Statement 2023
 Limited Assurance

2H 2024

Sustainable Guidelines/ Playbook for Project and Marketing
 Revised Sustainability Policy
 Sustainability Blueprint 2.0

2025

Carbon Reduction Plan
 Disclosure aligned to TCFD
 Roadmap for social related material matters

Towards low carbon by 2030
 Strategic, Holistic, Inclusive, Future-Ready, Targeted

Active Joint Ventures, Associates and Vendors



Horizon Hills
Development Sdn. Bhd.



Nusajaya Tech Park
Sdn. Bhd.



Sunrise MCL Land
Sdn. Bhd.



Desaru North Course
Residences Sdn. Bhd.



Setia Haruman
Sdn. Bhd.



Cahaya Jauhar
Sdn. Bhd.



Nusajaya Premier
Sdn. Bhd.



Sime Darby Property
Sunrise Development
Sdn. Bhd.



Haute Property
Sdn. Bhd.



Strategic Advantages

- a Leverage JV partners and associates' niche and expertise to **access new markets and introduce new solutions**
E.g: Nusajaya Tech Park with CapitaLand
- b Vendor Partnership Programme enables **cost optimisation initiatives** and further enhancements in **marketing and innovation**

Focus Plans

- a Strategic portfolio review to **identify JV projects with growth catalysts**
- b **Land activation plans** in **Southern** region with JV partners

Underpinning our commitment to deliver innovative designs, sustainable practices, and high-quality assets

The Edge Property Excellence Awards



StarProperty Real Estate Developer Awards



Malaysia Developer Awards



PropertyGuru Asia Awards Malaysia with iProperty



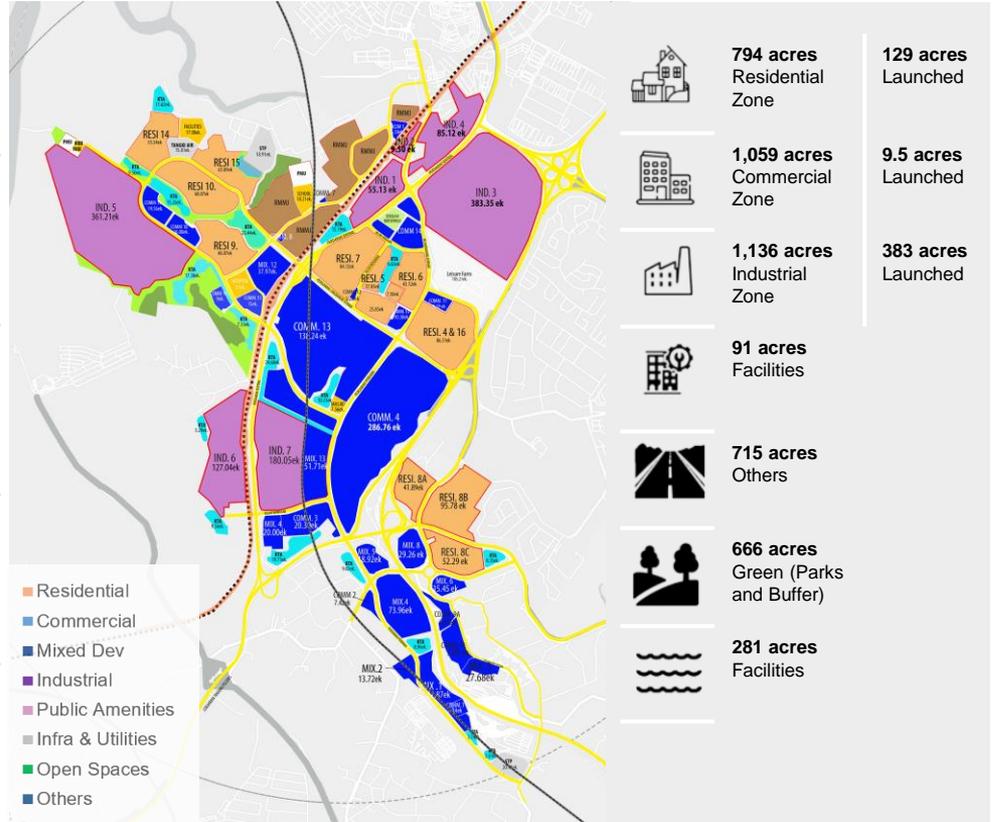
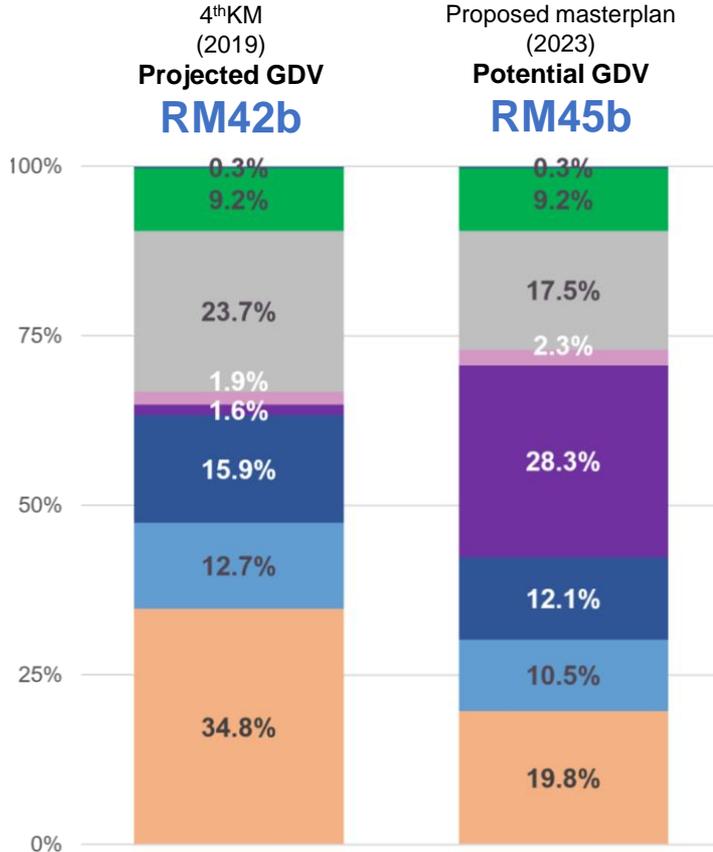
Putra Brands Award



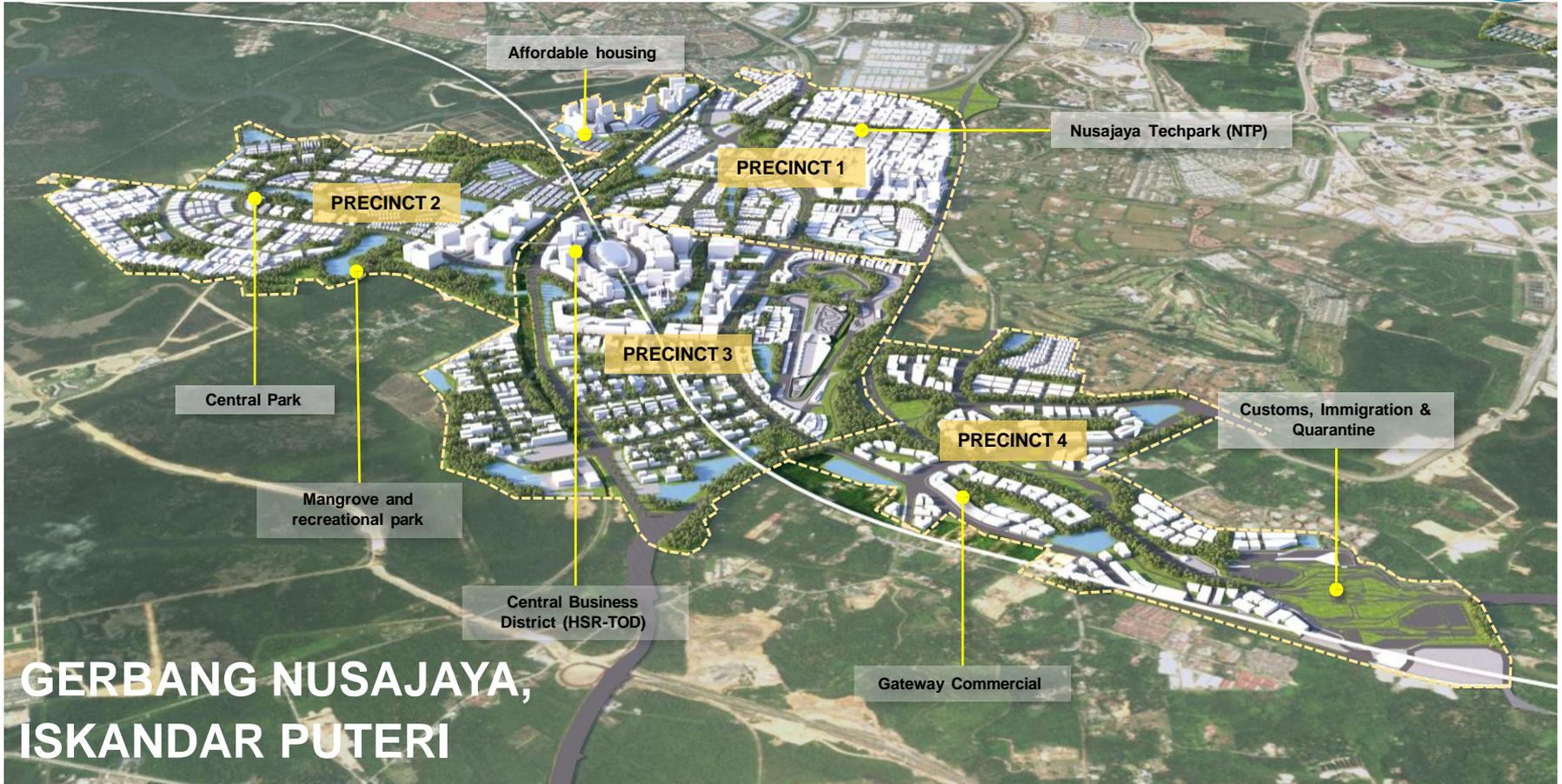
2024 Highlights



Revised Gerbang Nusajaya's Master plan To Address Industrial Demands

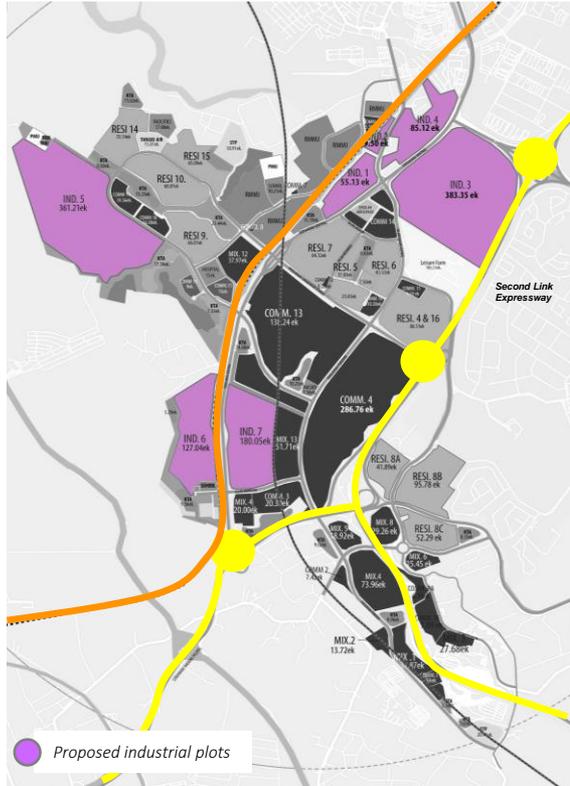


Total GDV Potential Of RM45 Billion For 4,471 Acres



**GERBANG NUSAJAYA,
ISKANDAR PUTERI**

Gerbang Nusajaya Presents An Unrivalled Strategic Rationale For Industrial Play



Readily available infrastructure and proximity to Singapore stimulates demand



Gerbang Nusajaya, Iskandar Puteri	
State	Johor Darul Takzim
Tenure	Freehold
Total Land Area	<ul style="list-style-type: none"> Gross Land Size : 4,471 acres Net Land Size : 2,989 acres (67%)

Private & Confidential

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Inked Strategic MoU For Malaysia's First RE Industrial Park



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

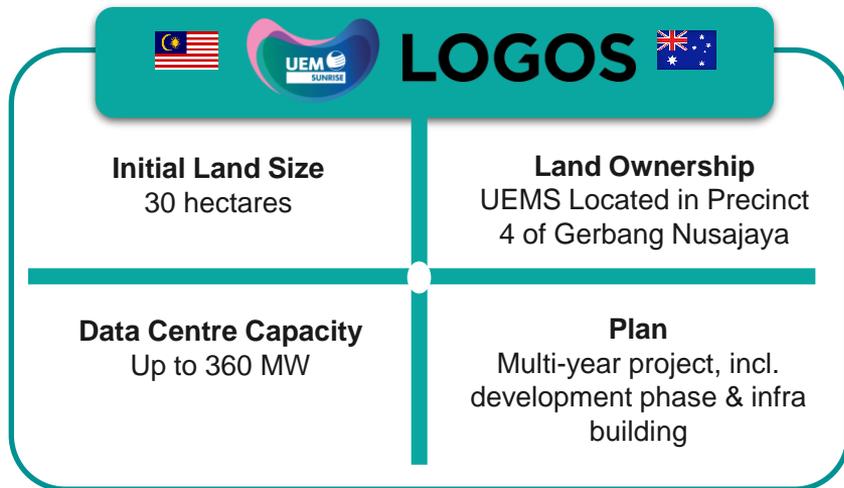


- MoU signed with ITRAMAS and CMEC for a development of Malaysia's first RE Industrial Park, measuring 40 acres in Gerbang Nusajaya, Iskandar Puteri, Johor.

Key Features of RE Industrial Park

- Potential GDV of over RM300 million 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



- 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.
- 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.
- 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

Higher Take-up Rates Across All Flagship Developments



THE
MINH



Launched GDV
RM981 million

Take up rate **66%**

(vs 4Q2023: 46%)

THE
CONNAUGHT
ONE



Launched GDV
RM748 million

Take up rate **49%**

(vs 4Q2023: 32%)

zig
KIARA BAY



Launched GDV
RM724 million

Take up rate **32%**

(vs 4Q2023: 10%)

Senadi
Hills



Launched GDV
RM381 million

Take up rate **81%**

(vs 4Q2023: 74%)

*Take up rates as of 13 September 2024

■ Central ■ Southern

Launched 2 successful projects in Iskandar Puteri in July 2024



Senadi Hills
ISKANDAR PUTERI

aspira
LAKEHOMES
GERANG HULUJAYA
The MBT Series by UEM Sunrise®



Senadi Hills RBJ-C | 1 July

GDV: RM20 mil | 130 units | RM150k/unit

Part of the Rumah Mampu Biaya Johor



Aspira LakeHomes 4,5 & 6 | 20 July

GDV: RM230 mil | 253 units | RM712k – RM1.3 mil

Customers queued as early as 2am, all non-bumi lots taken up within 3 day

On 8 September 2024, received overwhelming responses for the soft launch of DiReka Square at Laman DiReka Puteri Harbour, first commercial development



DiREKA
SQUARE
PUTERI HARBOUR



GDV of RM248.7 mil | 113 units | RM1.5 mil – RM5.2 mil
Attracted **strong interest**, with **long queues** forming since **early morning**

On 20 September 2024, non-bumi lots of Aspira Hills Phase 1 were fully booked within the launch day, customers queued overnight



aspira

HILLS
GERBANG NUSAJAYA



GDV of RM310.3 mil | 453 units | RM576k – RM1.0 mil
Unit Type: 20'x65', 20'x70', 22'x70'

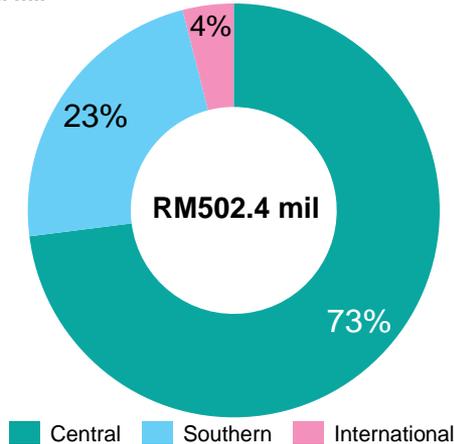
Achieved RM502 mil Of Sales in 1H2024 In Line With Target



Sales Achievements

By region

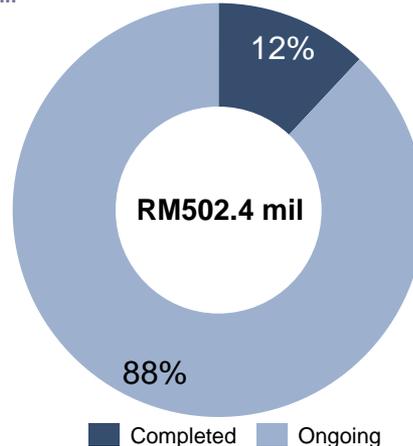
RM'mil



- 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



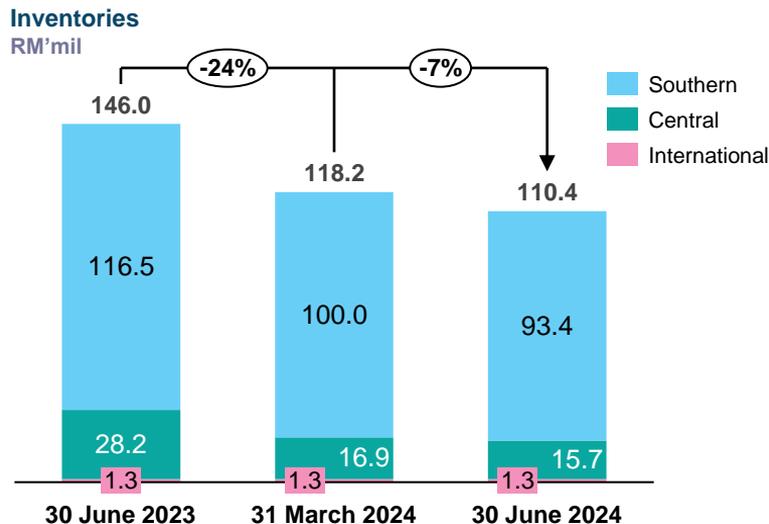
- Largely driven by ongoing projects;
 - The MINH, Central region
 - The Connaught One, Central region
 - Senadi Hills, Southern region
- Completed projects mainly from East Ledang and Almas in Southern region

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

Streamlined Inventory Supporting Sustainable Growth

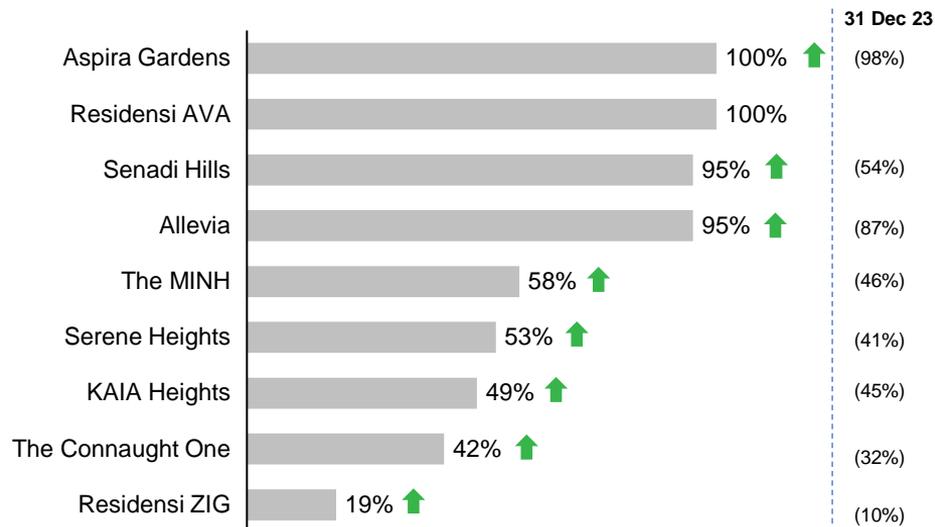


Reducing Completed Inventories



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

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

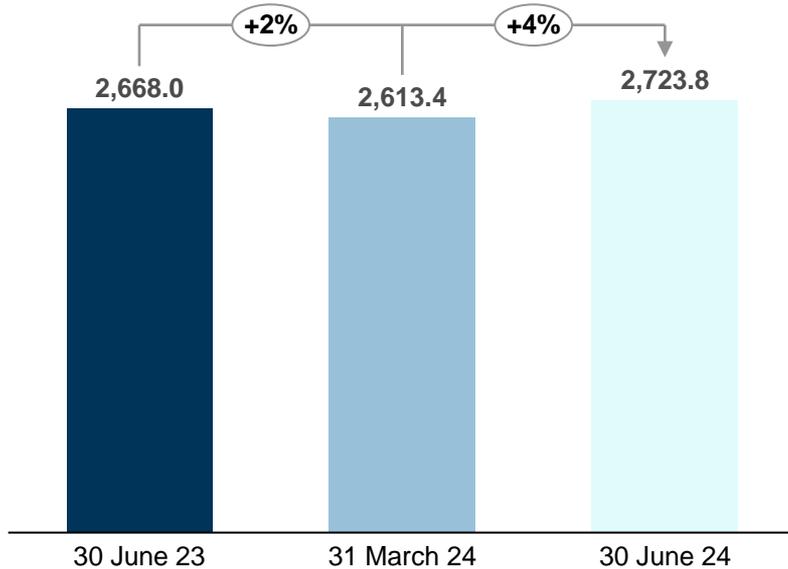
- Divested the remaining **40% equity stake** in the JV, which owns **2,500 acres of plantation land** in Kulai for **RM368.2m**
- Reflecting **clear focus on core assets**, while strengthening **financial position**

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



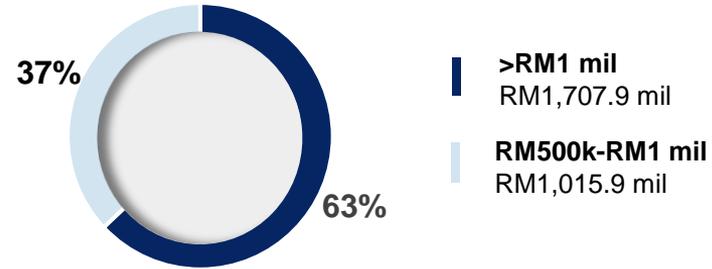
Unbilled Sales

RM mil

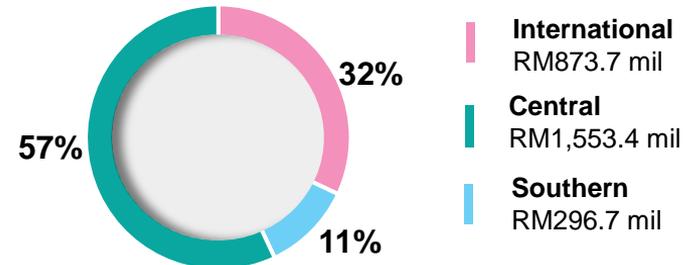


57% of the Unbilled Sales are from Central region, while Collingwood Project, Melbourne contributes 32% of total Unbilled Sales.

By Product Range



By Region



Outlook & Strategy



Reaffirming Targets; Accelerating Industrial Segment



Sales Target
RM1.0 bil

Sales reached
RM502 mil in 1H2024

Launch GDV Target
RM0.8 bil

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

Strategic expansion in Central region and Australia amounted to RM2.4b



A mixed development in mature area



NEST
Series

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

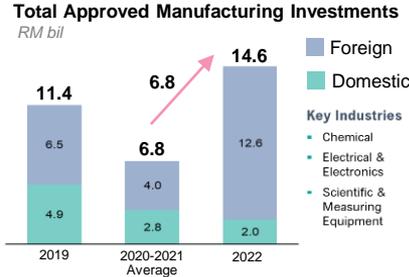
Robust Industrial Developments in Johor



Positive business investment intentions over the last 5-years

	2022 Transaction Value (RM bil)	CAGR Last 5 years (2017-2022)	Pre-Covid 5yr Ave. (2015-2019) (RM bil)	Variance 2022 vs. Pre-Covid 5yr Ave.
Residential	94.3	7%	69.7	+35%
Commercial	32.6	5%	29.3	+11%
Industrial	21.3	13%	13.1	+62%

Higher Manufacturing Investments



Other Industrial Hot Spots in Peninsular Malaysia



Industrials (Manufacturing) and Logistics:
The most attractive Industry sub-sectors in Malaysia 2023

Strength of the Industrial Play driven by the growth of the ecosystem

Key Enablers (Game Changers):

1. New Industrial Master Plan (NIMP) 2030
2. National Energy Transition Roadmap (NETR) / Renewable Energy (RE) Initiaves
3. 5G Network Roll Out Plan
4. High Speed Rail (HSR) Project

Industrial Current Key Sectors in Johor



F&B / Halal Hub

Mid-Hi End 'E&E'

Industrial New Rising Sectors in Johor



Data Center (DC)

Logistics Hub

Industry Key Players in Johor



Industrial Player Trends 2022/23 (Competitors)



"Industrial as key future growth engine"
46% of Launched GDV in FY22 from industrial or RM1.2b



"High growth for Industrial in 2022"
GDV of RM3b in Klang Valley for Eco Business Park 5



"Becoming a holistic property player by diversifying into the industrial"
Planned launches RM24m in year 2023 (Total GDV RM6.17b)

- Strong demand within the industrial subsector
- Becoming a balance property developer by having a presence along the entire real estate value chain
- Product & income diversification for long-term growth

Our transformation journey - a commitment to revitalisation and growth



IMMEDIATE

Turnaround

2022 - 2024

01 **Triage**
2022 – 2023

02 **Stabilise**
2024 – 2025

03 **Sustain**
2026 & Beyond

Triage-Stabilise-Sustain (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

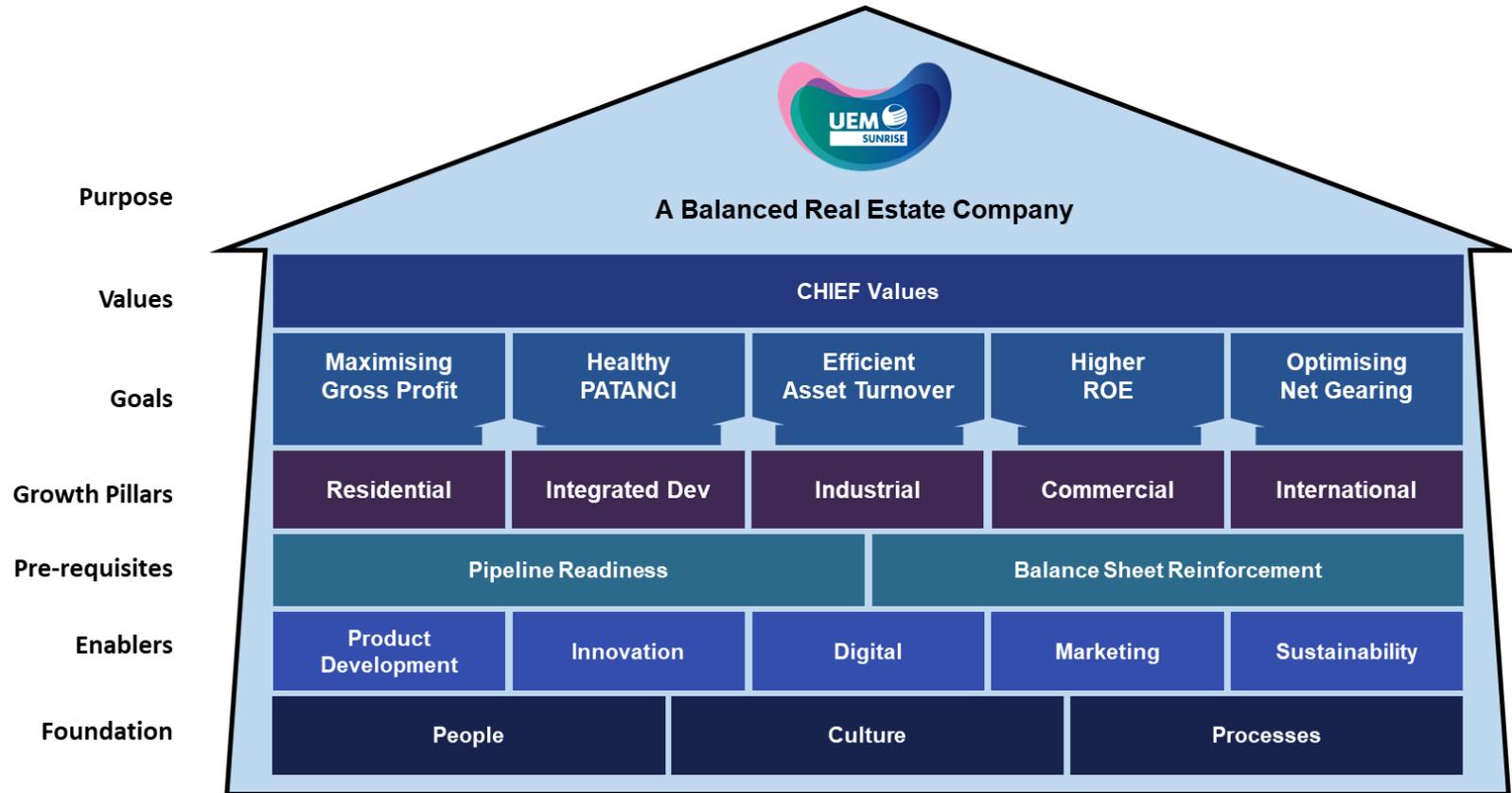
Re-structure

2024 - 2030

U2030

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

Unveiling U2030 Strategy for Long-Term Resilience



40% - 60%
of its PATANCI

Previously 20% to 40% payout ratio

- ✓ Leveraging current **growth momentum**
- ✓ Continuous focus on **efficiency** and **cost optimisation**
- ✓ **Strategic execution on all priorities**

Summary: Investment Case Remains Intact



Key Takeaway

Accelerating transformation agenda to create **long term growth**

Malaysia's **trusted developer** with strong operating capabilities

Right place and right time to seize opportunities from **energy transition, urbanization** and **digitalisation**

Continuing our commitments to deliver **consistent earnings** and **strengthen financial position**

2024 Priorities



Implementing Launch Discipline



Accelerating Industrial Development



Enhancing Cost Optimisation



Unlocking Asset Monetisation & Divestments

Thank you.

UEM SUNRISE BERHAD
Investor Relations

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



Supplemental: Financial Results & Project Updates



Steady Sequential Improvements In 2Q 2024



Revenue

RM205.2m

▼ 9% QoQ

1Q2024: RM225.0m

GP Margin

35%

▲ 4 pts 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

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%)

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	<ul style="list-style-type: none">• 11 & 30 storeys (2 buildings)• 430 residential apartments• Ground floor retails
Target Completion	2029



Subiaco, Perth.
Lots 1 & 2 The Oval, Subiaco East, WA.

Strong Safety Culture Across The Organisation



SHASSIC
Score **94.47%**



SHASSIC
Score **97.60%**

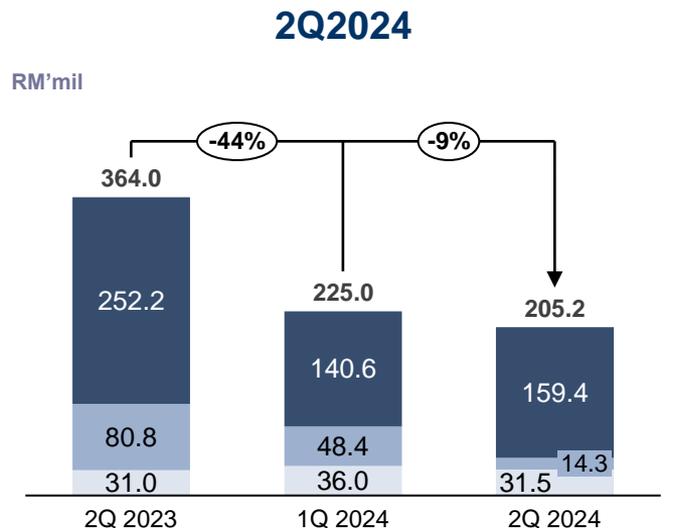
Recognised At The Employee Experience Awards, The Loyalty And Engagement Awards And Alpha Southeast Asia 14th Institutional Investor Corporate Awards



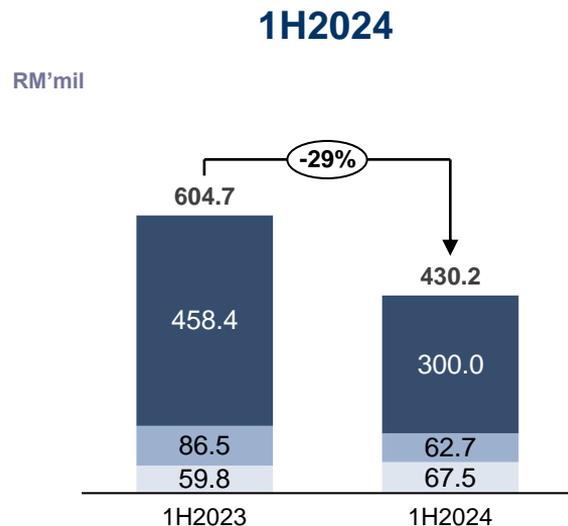
Resilient Revenue Trend With Integrated Strategies



Revenue



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



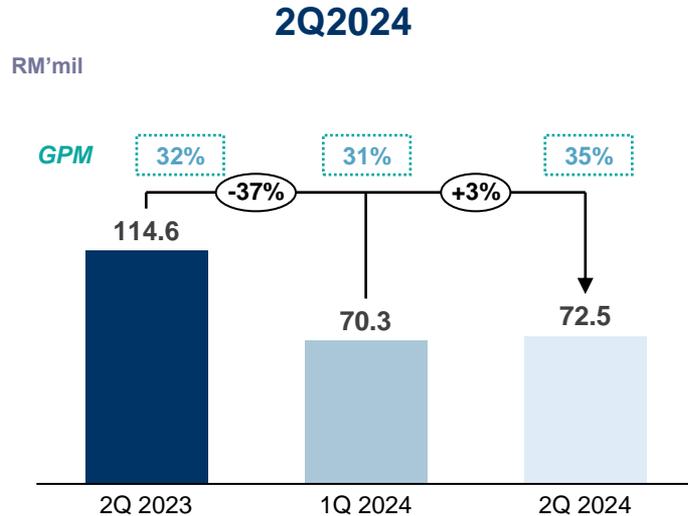
- **Lower contributions from property development** as progression of certain projects have reached advanced stages
- Offset by **higher contributions from property investment**

*Others are including of revenue for Property Investment, Hotel Operations, Asset & Facilities Management & Property Management.

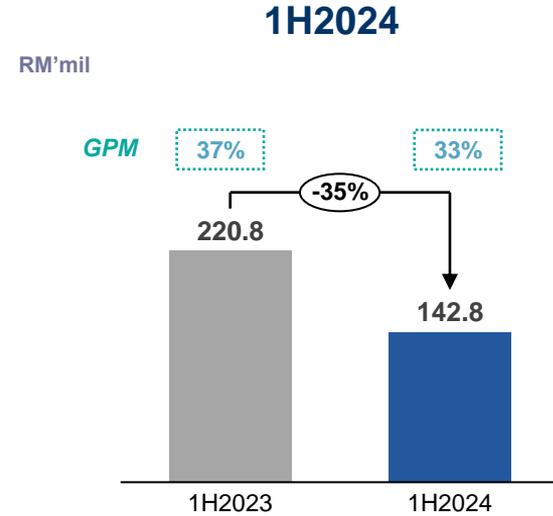
Cost Efficiency Led To Higher Gross Profit Margin



Gross Profit



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

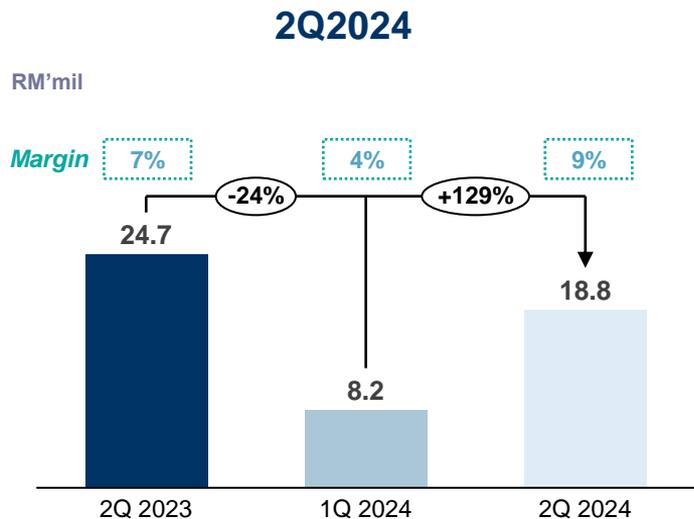


- **Lower 1H2024 Gross Profit** in line with **softer topline performance**, alongside **reduced cost savings** in property development and land sales
- Higher 1H2023 Gross Profit due to waiver of low-cost obligation in Gerbang Nusajaya

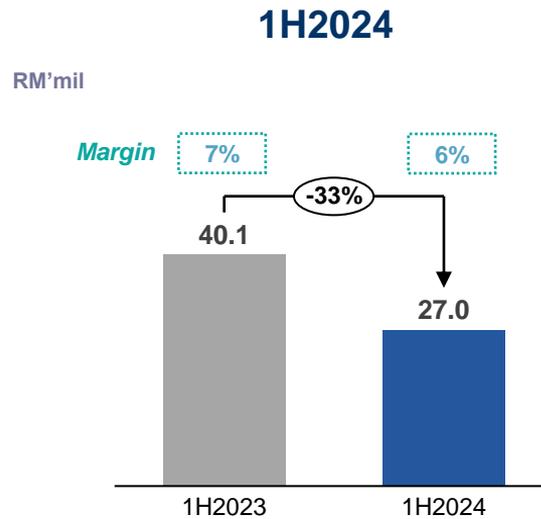
Higher 2Q2024 PATANCI and corresponding margin QoQ



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

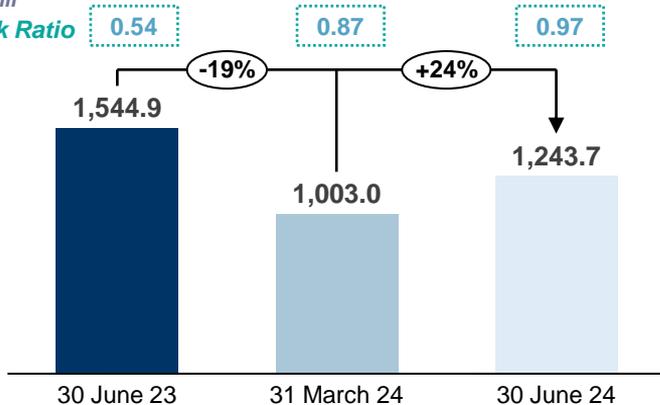


Snapshot of Balance Sheet

Cash and Bank Balances

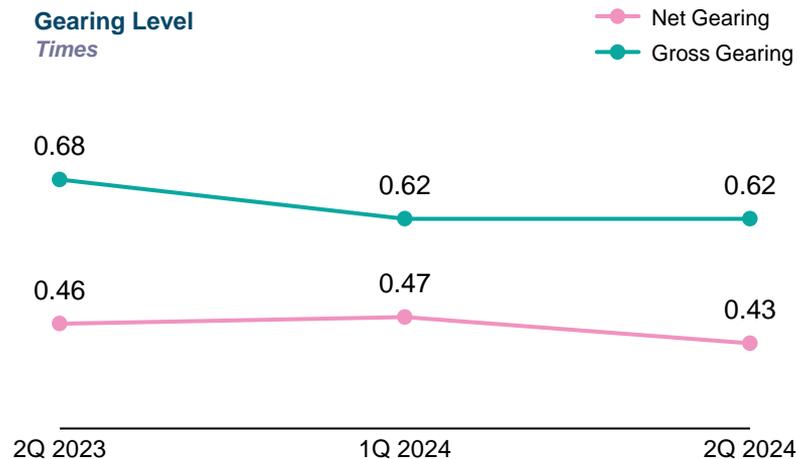
RM'mil

Quick Ratio



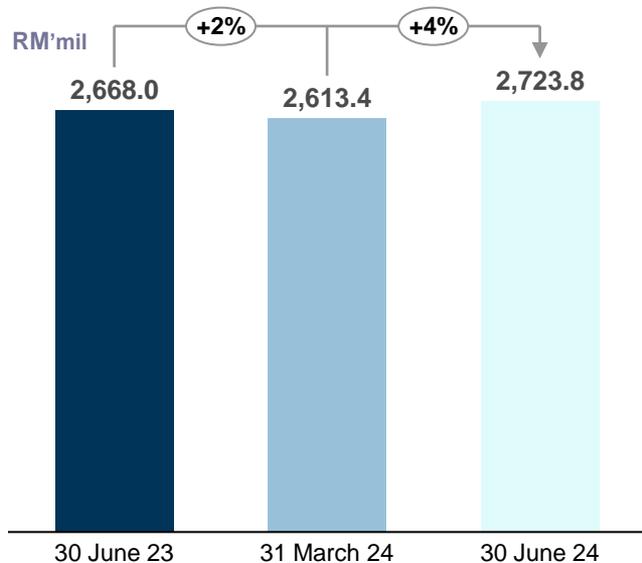
Gearing Level

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

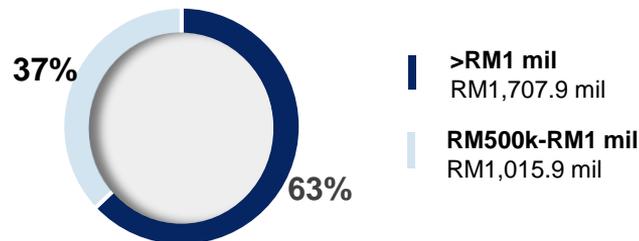
Sustained Unbilled Sales Of RM2.7b, To Be Substantially Recognised Within 18 - 36 Months



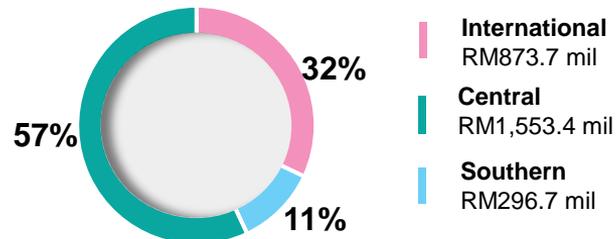
- **57% of the Unbilled Sales are from Central region**, while Collingwood Project, Melbourne contributes 32% of total Unbilled Sales.

Unbilled Sales

By Product Range



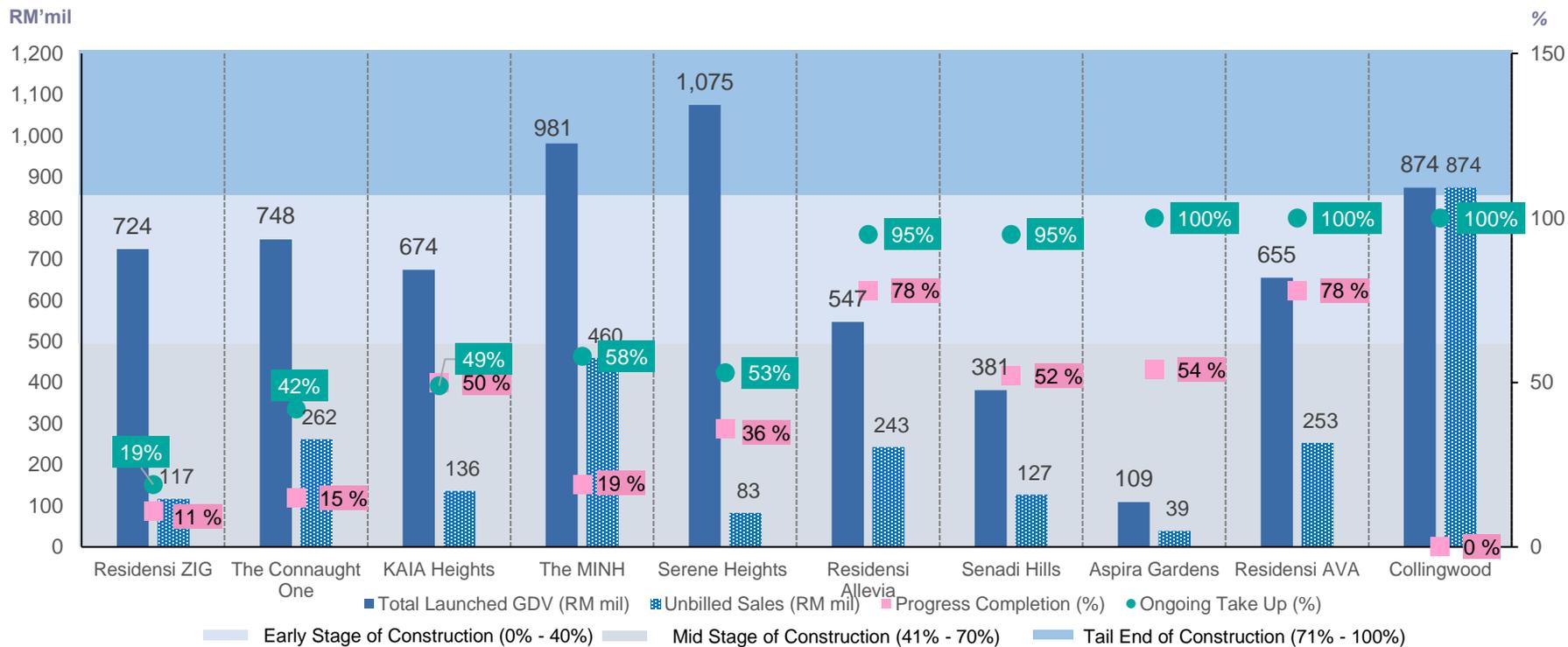
By Region



Ensuring Revenue Visibility And Future Cashflows



Project Progress For Flagship Developments



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