



# UEM Sunrise Berhad (UEMSMK-5148) 2Q 2024 EARNINGS CALL

For the 2<sup>nd</sup> 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

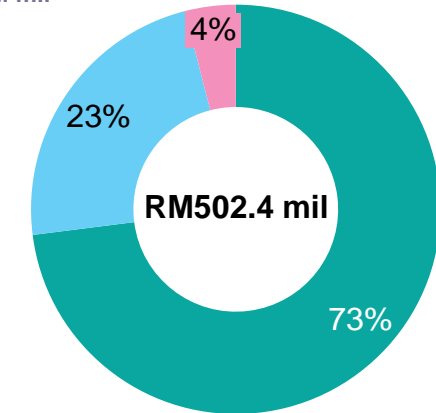
# Achieved RM502 mil Of Sales In Line With Target



## Sales Achievements

### By region

RM'mil

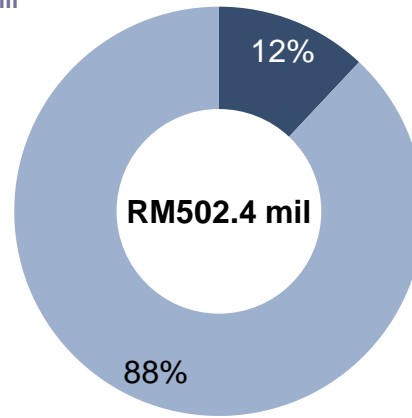


Central Southern International

- 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



Completed Ongoing

- 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%

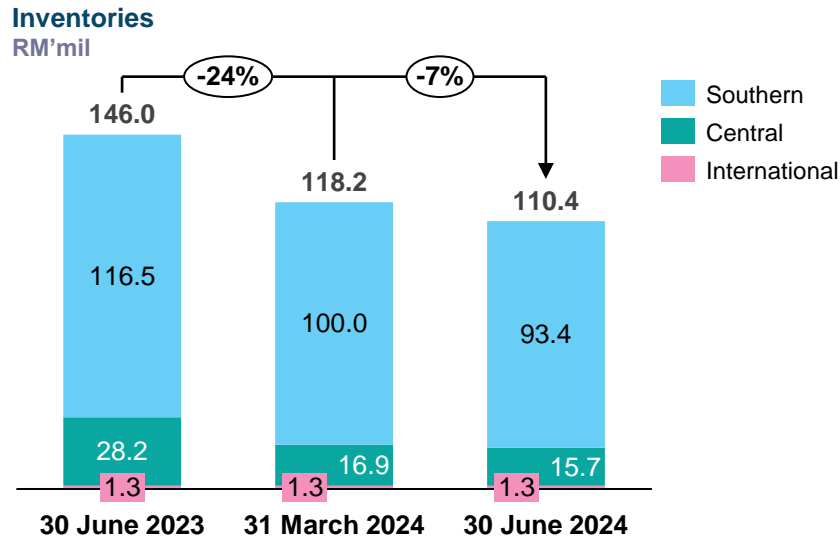
of 2024

Sales Target of  
**RM 1 billion**

# Streamlined Inventory Supporting Sustainable Growth

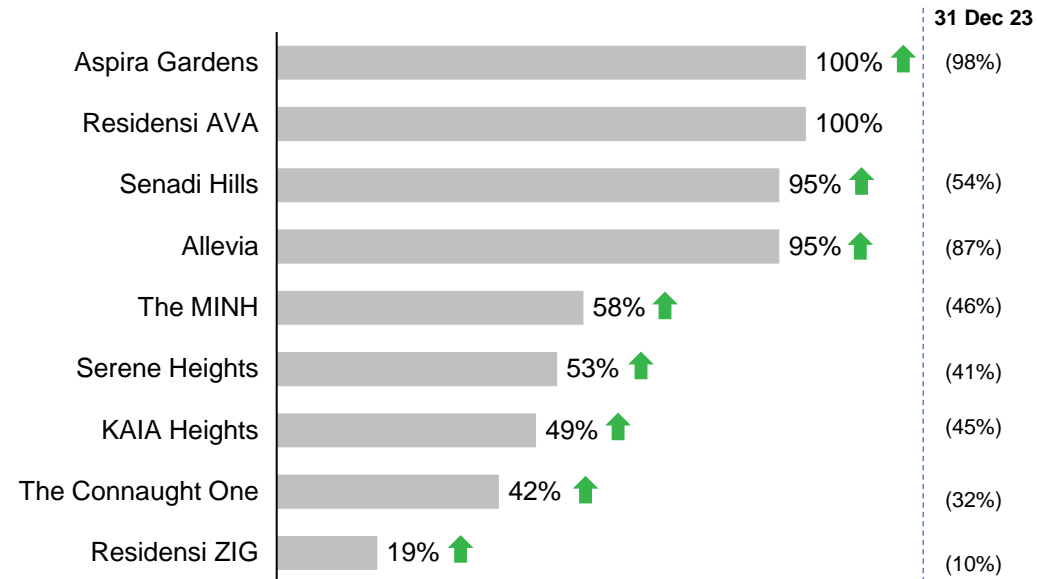


## Reducing Completed Inventories



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 KKK 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



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

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"><li>• 11 &amp; 30 storeys (2 buildings)</li><li>• 430 residential apartments</li><li>• Ground floor retails</li></ul>
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 Hills Phase 1  
Expected GDV: RM265.5 mil



Aspira LakeHomes Phase 5  
Expected GDV: RM108.2 mil



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



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



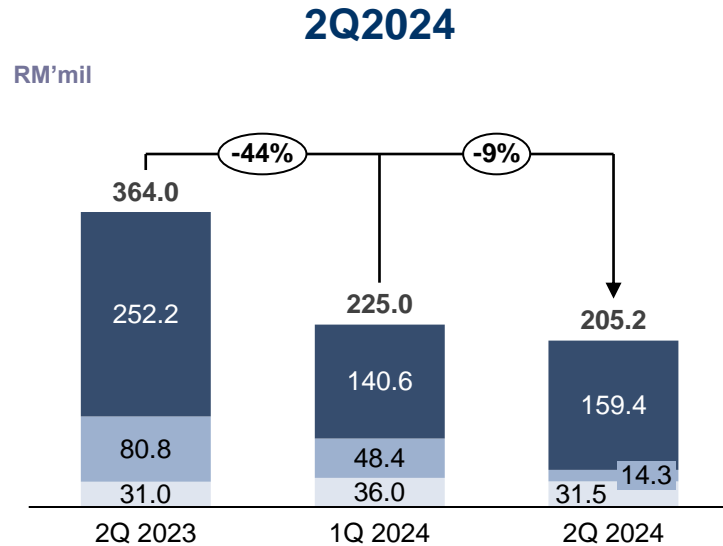


# FINANCIAL REVIEW



Solaris Parq B, Mont'Kiara

# Resilient Revenue Trend With Integrated Strategies

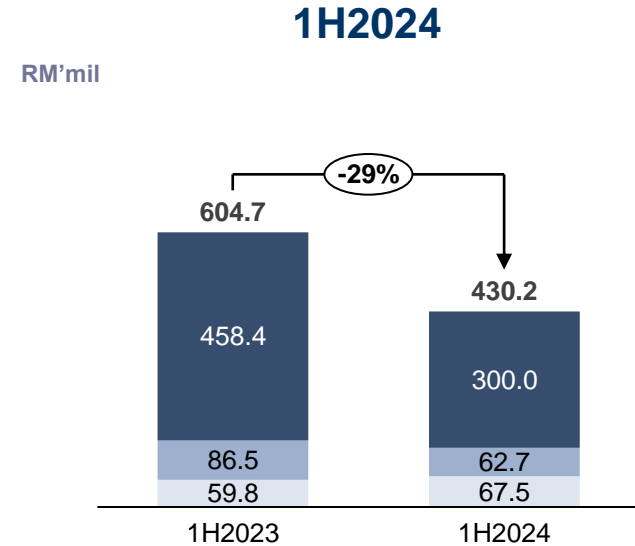


- **Higher revenue contributions QoQ** from property development, offsetting lower land sales

## Revenue

- Property Development
- Land Sales
- Others

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

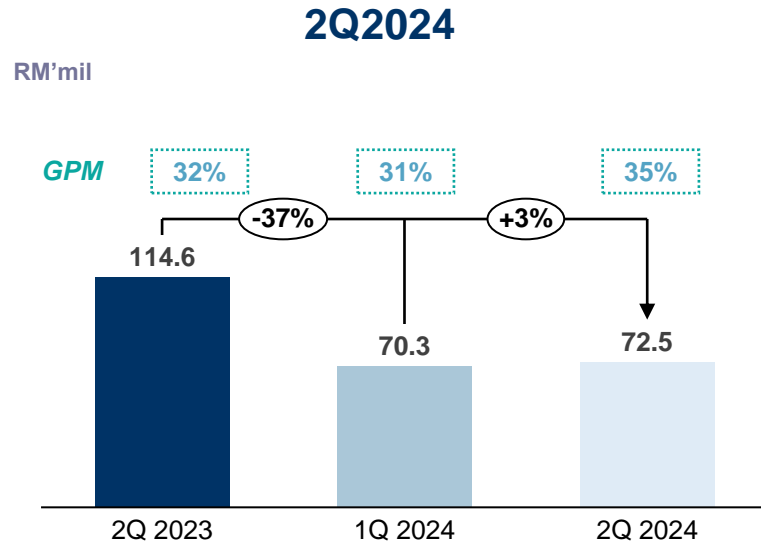


- **Lower contributions from property development** as progression of certain projects have reached advanced stages
- Offset by **higher contributions from property investment**

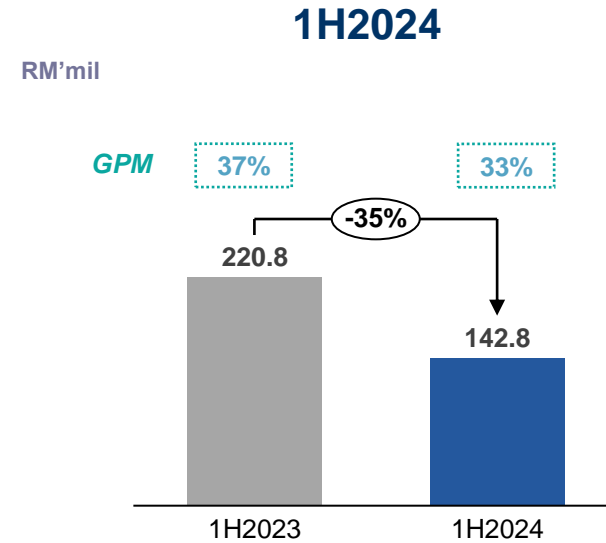
# Cost Efficiency Led To Higher Gross Profit Margin



## Gross Profit



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

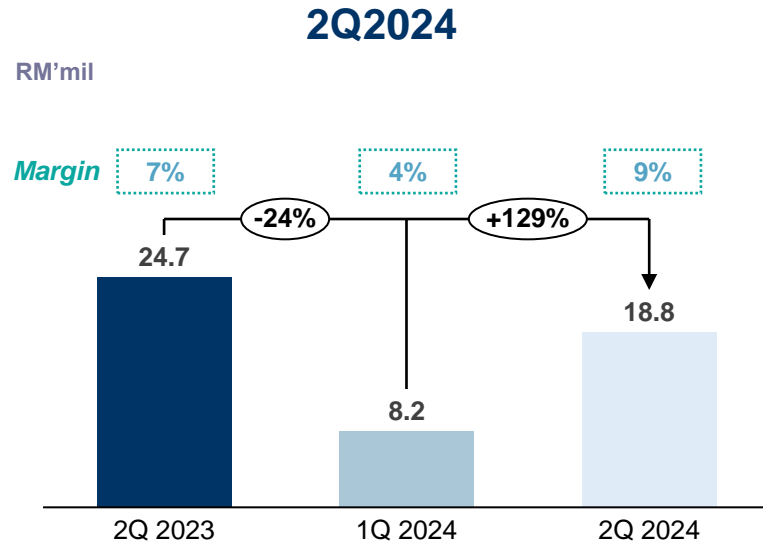


- **Lower 1H2024 Gross Profit** in line with **softer topline performance**, alongside **reduced cost savings** in property development and land sales
- Higher 1H2023 Gross Profit due to waiver of low-cost obligation in Gerbang Nusajaya

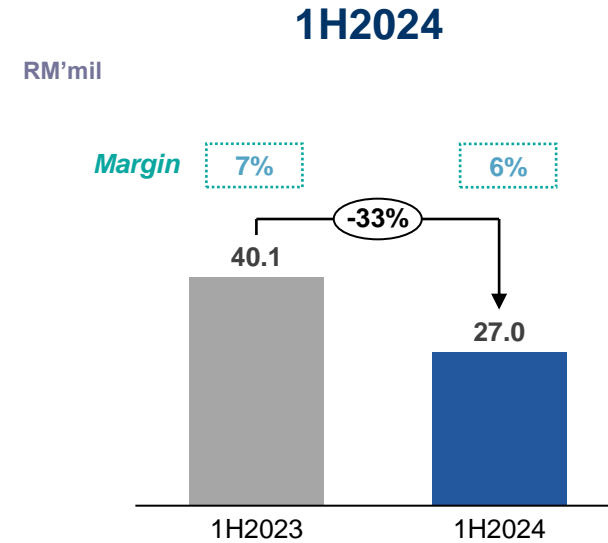
# Higher 2Q2024 PATANCI and corresponding margin QoQ



## 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)



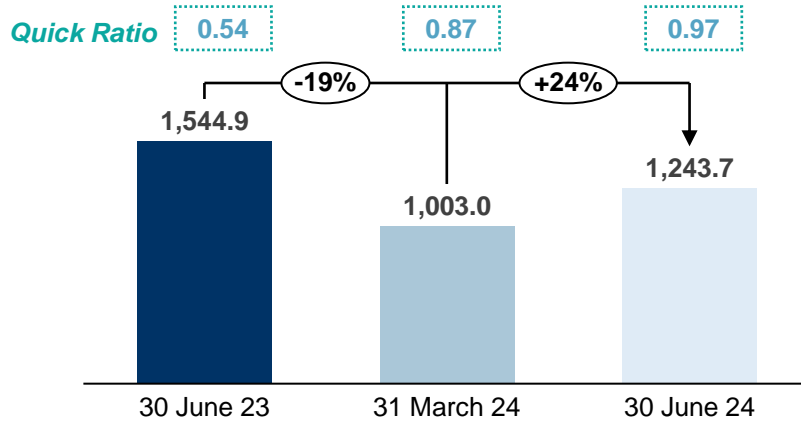
- The decline of 33% as flow through from lower revenue, mitigated by higher share of JV/Assocs and lower net finance costs
- Prior year **benefited from a series of flagship property launches** across the Central region, Malaysia

# Healthy Liquidity Alongside Strengthening Gearing Profile For Future Growth

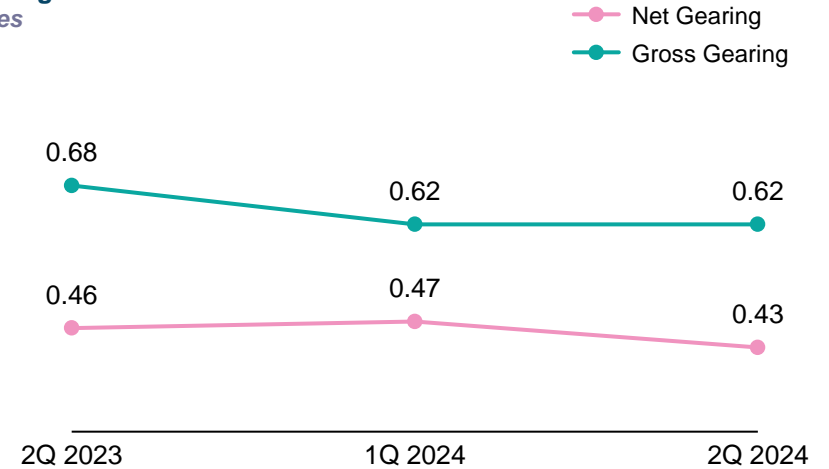


## Snapshot of Balance Sheet

Cash and Bank Balances  
RM'mil



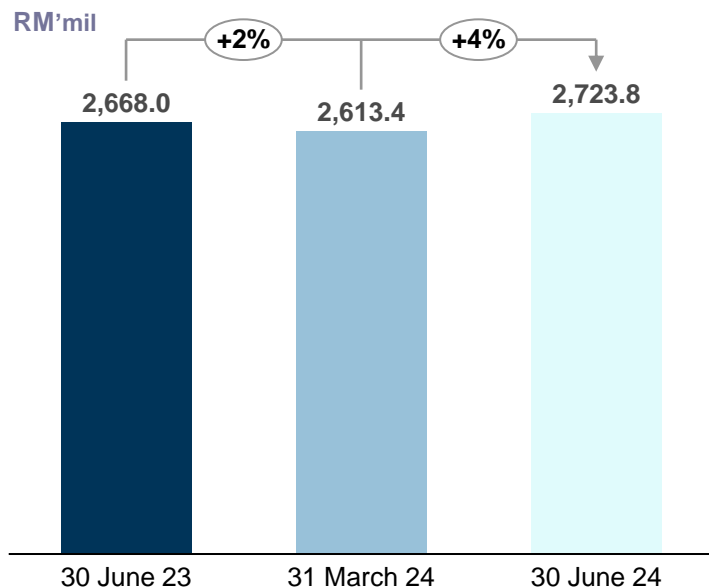
Gearing Level  
Times



- 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

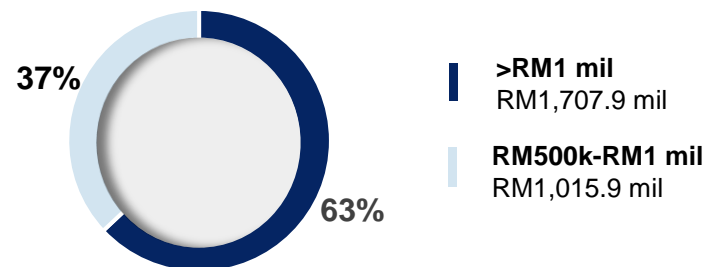
# Sustained Unbilled Sales Of RM2.7b, To Be Substantially Recognised Within 18 - 36 Months

## Unbilled Sales

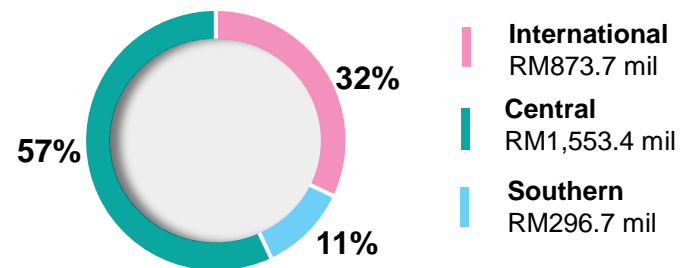


- **57% of the Unbilled Sales are from Central region**, while Collingwood Project, Melbourne contributes 32% of total Unbilled Sales.

### By Product Range



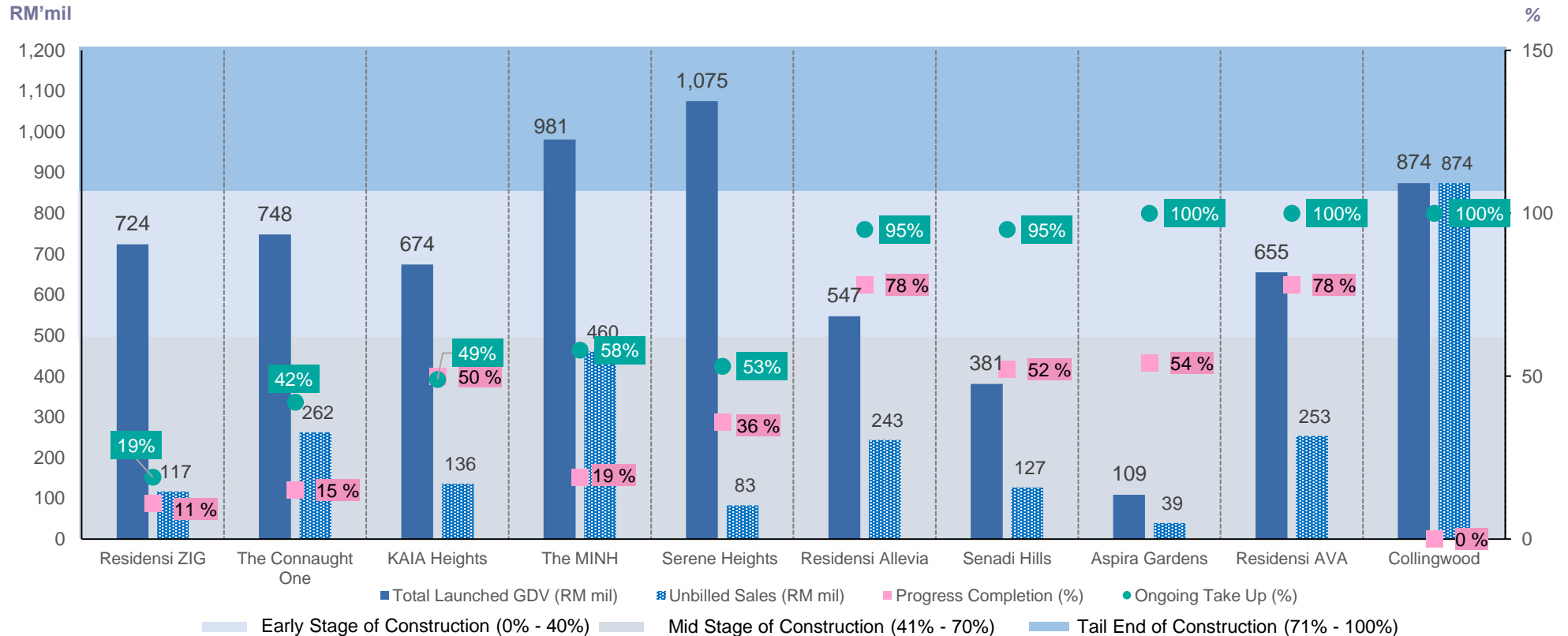
### By Region



# 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](http://forum.uemsunrise.com)  
For enquiries, email to [REF@uemsunrise.com](mailto: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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