



UEM Sunrise Berhad (UEMSMK-5148) 3Q 2024 EARNINGS CALL

For the 3rd quarter ended 30 September 2024



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ADDRESS BY CEO

Sufian Abdullah
Chief Executive Officer



FINANCIAL REVIEW

Hafizuddin Sulaiman
Chief Financial Officer

ADDRESS BY CEO



Solid 3Q2024, On Track To Meet 2024 Targets



**Exceeded RM0.8
bil Launched
GDV target**



**PATANCI surged
with QoQ and YTD
improvement**



**RM1 bil sales
target within
reach**



**Transforming
customer
experience with
digital tool,
HomeClick**

9M 2024 Performance Within Expectations



Revenue

RM799.5m

9M2023: RM917.1m

Gross Profit Margin

32%

9M2023: 33%

PATANCI

RM50.0m

9M2023: RM48.4m

**Sales
Achieved**

RM928.5m

9M2023: RM1,772.8m

**Unbilled
Sales**

RM2,891.8m

9M2023: RM2,656.5m

**Net
Gearing**

0.43x

9M2023: 0.46x

**Cash & Bank
Balances**

Including short term investments

RM1,175.5m

9M2023: RM1,112.5m

Steady Sequential Improvements In 3Q 2024



Revenue

RM369.3m

▲ 80% QoQ

2Q2024: RM205.2m

Gross Profit

RM113.1m

▲ 31% QoQ

2Q2024: RM72.5m

PATANCI

RM23.0m

▲ 22% QoQ

2Q2024: RM18.8m

Sales

RM426.0m

▲ 58% QoQ

2Q2024: RM269.8m

Inventories

RM98.6m

▼ 11% QoQ

2Q2024: RM110.4m

Launched Approximately RM808 Mil Worth Of Projects In Between July To September



1 Exceeded

2024 Launched
GDV of
RM0.8 million



Senadi Hills RBJ-C | 1 July

GDV: RM19.5 mil | 130 units | RM150k/unit



Aspira Hills Phase 1 | 21 September

GDV: RM310.3 mil | 453 units | RM576k – RM1 mil/unit

2 Strong

Demands and
interests given our
strategic location



**Aspira LakeHomes 4,5 & 6 |
20 July & 11 September**

GDV: RM229.9 mil | 253 units | RM712k – RM1.3mil/unit



DiReka Square | 22 September

GDV: RM248.7 mil | 113 units | RM1.5 mil – RM5.2
mil/unit

Aspira Hills And DiReka Square Garnered Overwhelming Demand With All Units Fully Reserved



DiREKA
SQUARE
PUTERI HARBOUR



aspira
HILLS
GERBANG NUSAJAYA

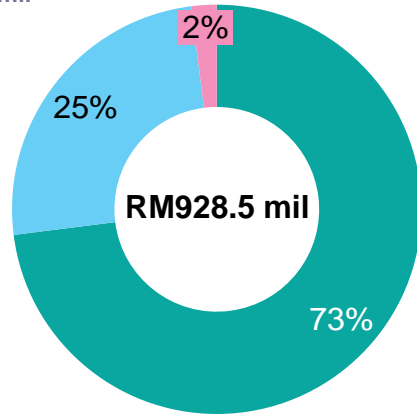


Achieved RM929 mil Translating To 93% Of RM1 bil Sales Target For The Year



By region

RM'mil

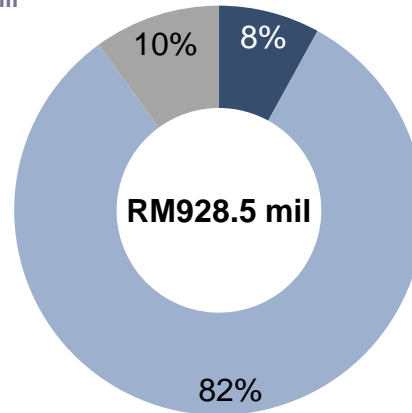


Central Southern International

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

By composition

RM'mil

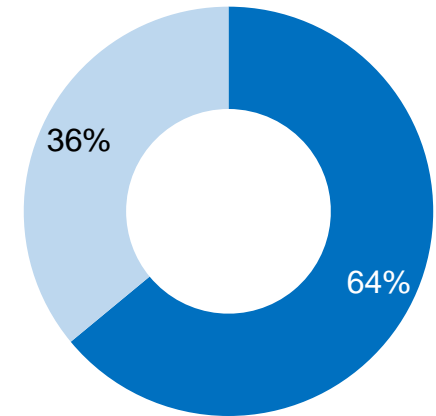


Completed Ongoing Newly launched

- 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

By price range

RM'mil



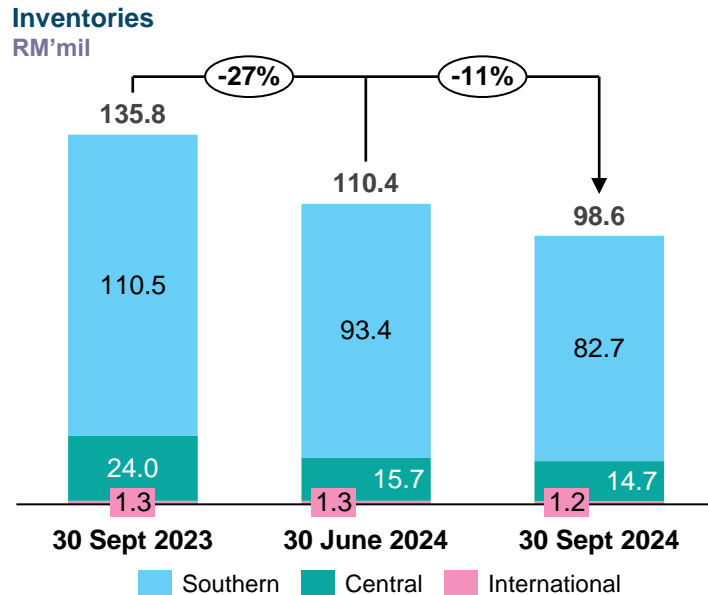
RM500k - RM1 mil >RM1 mil

- 64% sales driven between price range RM500k – RM1 mil mainly from Residensi ZIG, The Connaught One, Aspira LakeHomes and Senadi Hills
- >RM1 mil mainly from The MINH and Allevia

Effective Inventory Management For Completed Projects

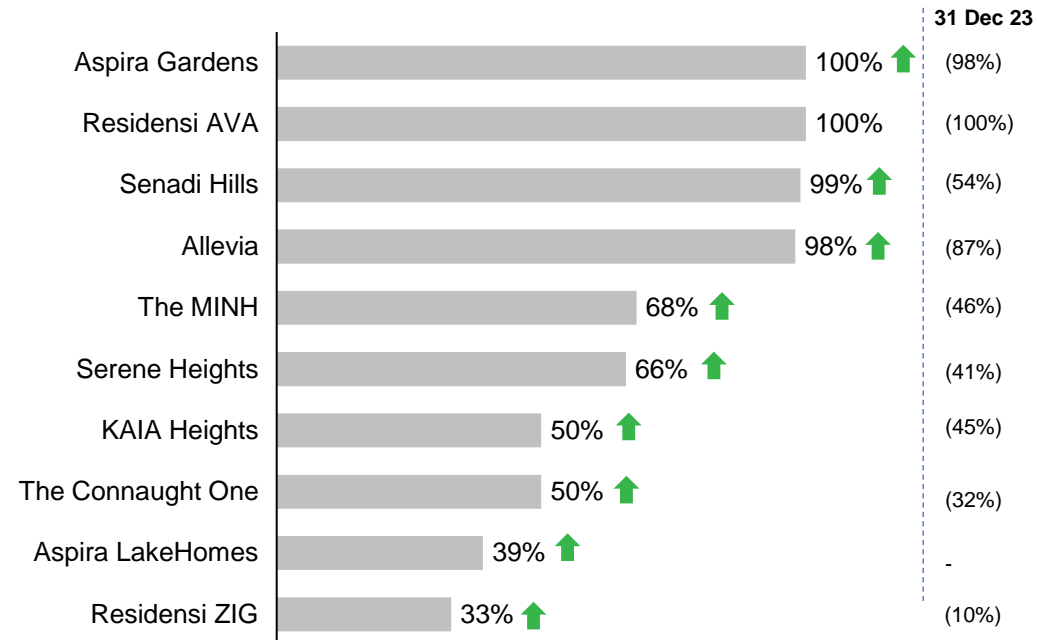


Reducing Completed Inventories



Completed inventories are lower, driven by the strong sales of East Ledang and Aspira Square in 9M2024.

Increasing Percentage of Sales (POS)



* POS for ongoing projects

Positive Momentum Across Our Hospitality And Commercial Assets Reflecting Our Portfolio Quality



Publika **sustained occupancy rate at 86%** as at 30 September 2024 with **revision in rental rate resulting higher revenue contribution**



Arcoris retail occupancy rose to **99%** as at 30 September 2024 up from 93% last year, while **higher demand at Hyatt House** boosted occupancy to **66%** (30 September 2023: 61%)

Introduced HomeClick, A Digital Tool For Online Homebuying Experience



Features of HomeClick

- Online unit reservation
- High-quality product renderings and immersive virtual property tours
- Comparison of key criteria such as price & location

Partnership with Maybank

- Seamless and fast online loan application process
- Immediate financing approval
- Optional loan screening feature

Formalised Partnership With ITRAMAS And CMEC To Develop 40-acre RE Industrial Park In Gerbang Nusajaya



1

Five China-based companies expressed interests

2

Enhancing Malaysia's solar supply chain by establishing manufacturing and R&D facilities in Johor

Consistently Honoured And Recognised Amongst The Top Developers In Malaysia



Ranked among The Top 10 in
The Edge Property
Excellence Awards 2024



Achieved Top 10 at Malaysia
Developer Awards 2024



Recognised for the
commitment to construction
quality and safety at the
QUEST 2024

Driving ESG Excellence With Commitment To Sustainable Practices And Responsible Innovation



Senadi Hills Phase 2A achieved 98.69% in SHASSIC score



UEM Sunrise installed its first rooftop solar panel at The Beat, Kiara Bay, generating 1,000 kWh of clean energy and advancing our sustainability commitment



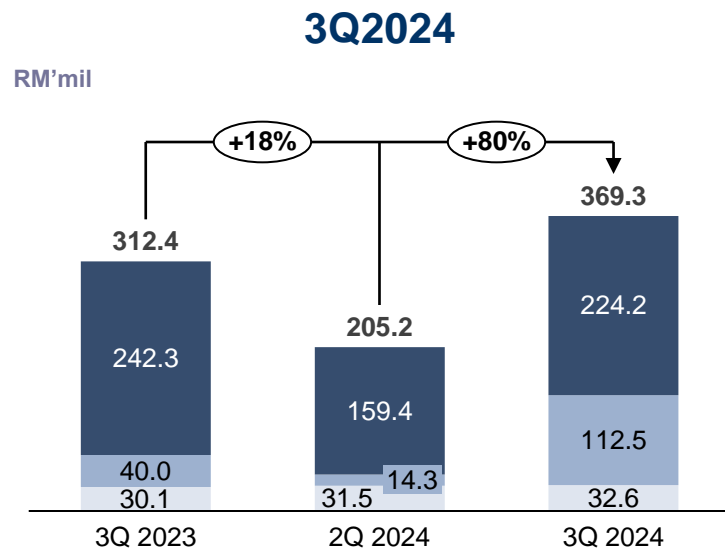
A new Sustainability policy aligned with the company's strategic goals and supports the United Nations Sustainable Development Goals

FINANCIAL REVIEW



SS6, Kelana Jaya

Resilient Revenue Trend

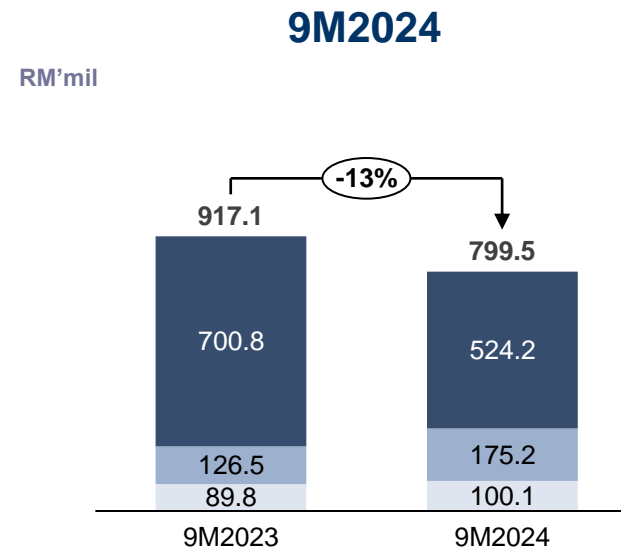


- **Higher revenue contributions QoQ and YoY** from property development and land sales

Revenue

■ Property Development
■ Land Sales
■ Others

**Others include revenue for Property Investment, Hotel Operations, Asset & Facilities Management & Property Management.*

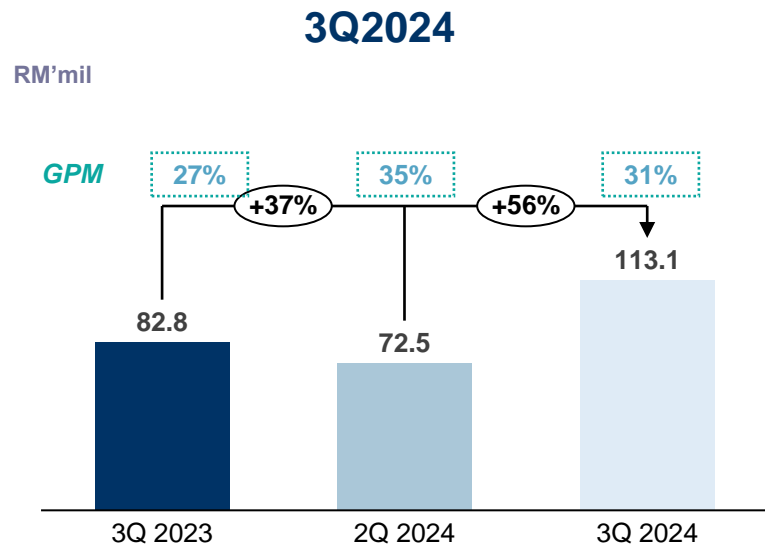


- **Lower contributions from property development** as progression of certain projects have reached advanced stages
- Offset by **higher contributions from land sales and property investment**

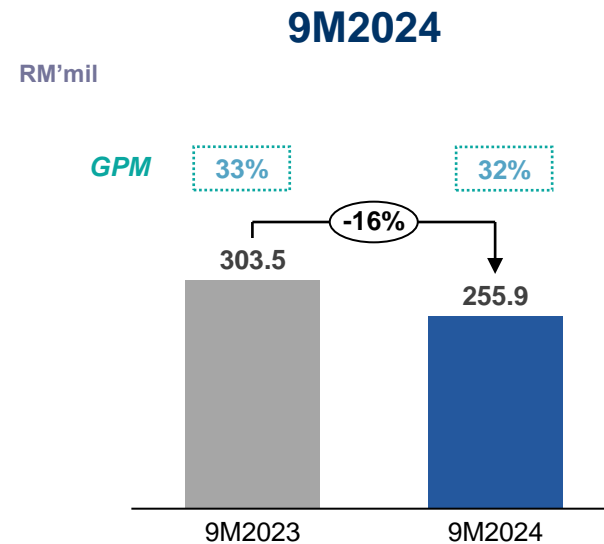
Gross Profit Improvements



Gross Profit



- **Higher Gross Profit QoQ and YoY** in line with strong topline
- Improved Gross Profit Margin of 31%

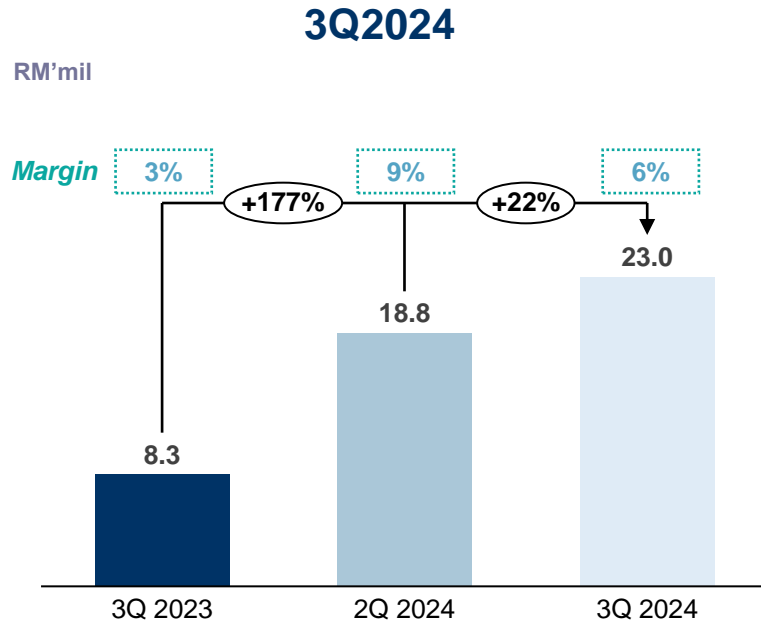


- **Lower Gross Profit** in line with **softer topline performance**, alongside **reduced cost savings** in property development and land sales

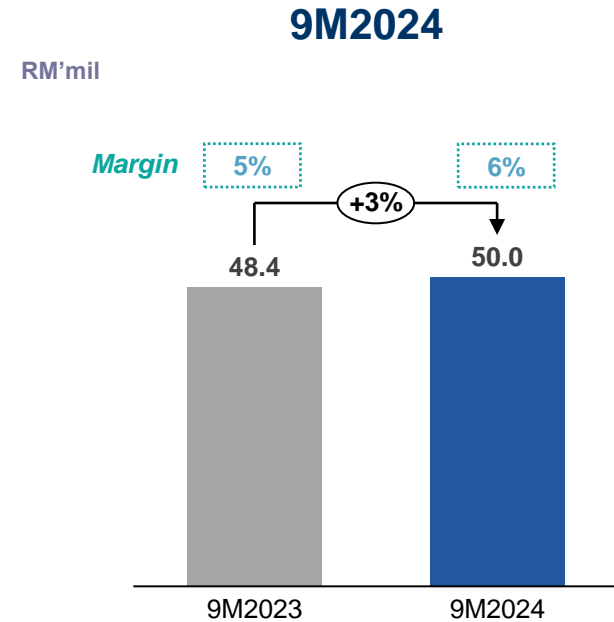
Strengthened Bottomline And Corresponding Margin



PATANCI



- QoQ improvement of 22% in line with higher revenue, higher share of JV/Assocs and lower finance costs



- 9M2024 higher by 3% due to higher share of JV/Assocs, lower finance costs and taxation

Healthy Liquidity Alongside Strengthening Gearing Profile For Future Growth



Snapshot of Balance Sheet

Cash and Bank Balances including Short Term Investments

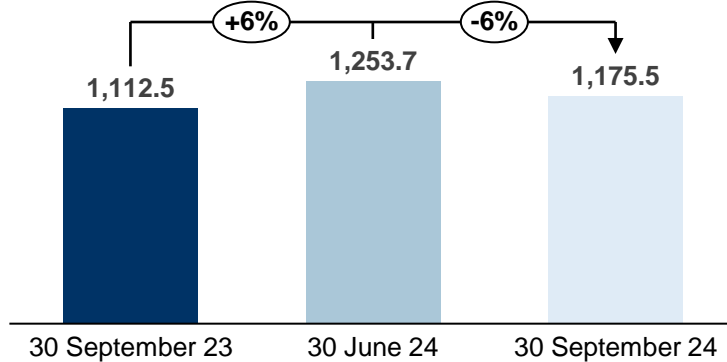
RM'mil

Quick Ratio

0.57

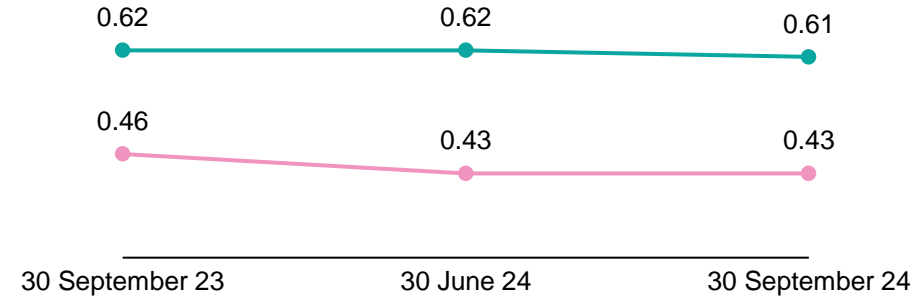
0.97

0.86



Gearing Level Times

Net Gearing
Gross Gearing



- Our cash and bank balance stood at **RM1,176 mil**, reflecting healthy liquidity
- **Resilient gearing profile, coupled with our manageable debt levels** underpinning our operational stability and investment capacity

Recently Affirmed Rating By MARC Reflecting Our Track Record As A Developer And Healthy Liquidity Position



MARC

Rated **MARC-1_{IS}/AA-_{IS}** with **Stable** outlook

for the two Islamic Commercial Papers/
Islamic Medium-Term Notes Programme
(ICP/IMTN-3) with a combined nominal value
of RM4.0 billion



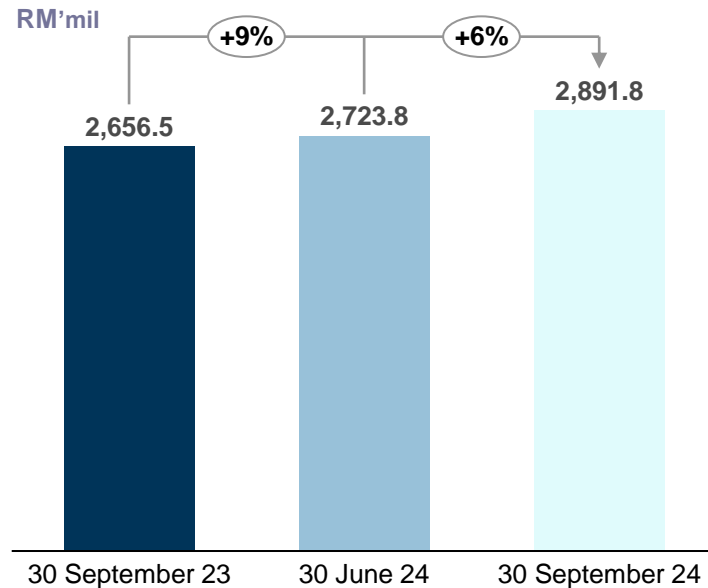
Underscores **sound financial standing** and **sufficient headroom** for future growth



Our long term outlook and growth plans enable us to garner **better pricing for recent sukuk issuance**, with **lowest spread achieved**

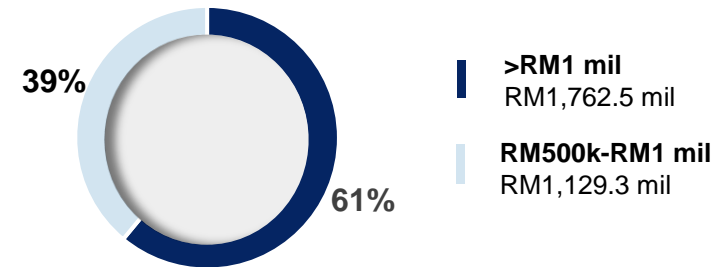
Sustained Unbilled Sales Of RM2.9 bil, To Be Substantially Recognised Within 18 - 36 Months

Unbilled Sales

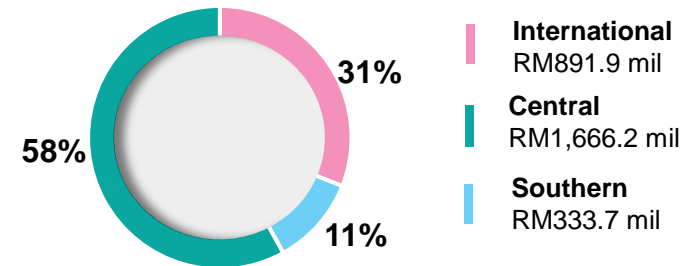


- **58% of the Unbilled Sales are from Central region**, while Collingwood Project, Melbourne contributes 31% of total Unbilled Sales.

By Product Range



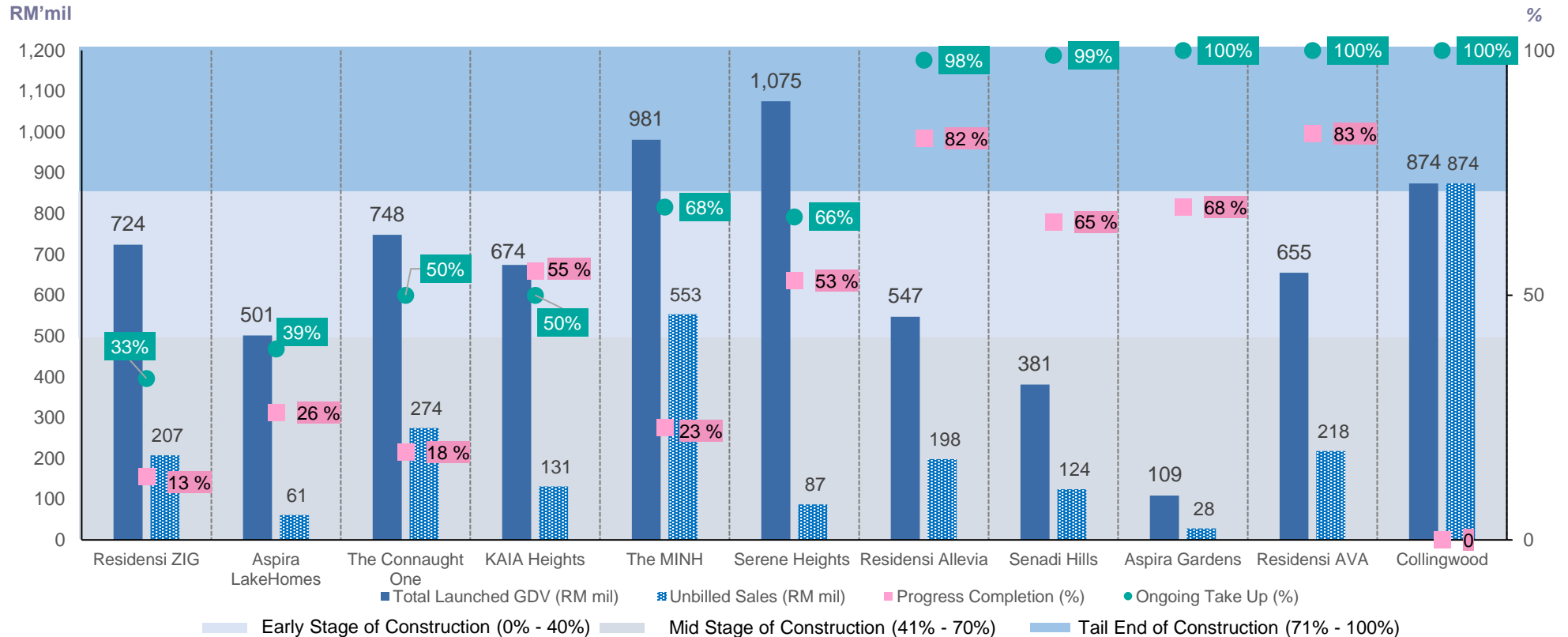
By Region



Ensuring Revenue Visibility And Future Cashflows



Project Progress For Flagship Developments



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

Summary: Positioning UEM Sunrise For The Eventual Upturn And Future Growth



Operate Efficiently While Maintaining Launch Discipline

Accelerate Strategically To Drive Quality Industrial Development

Enhance Cost Optimisation and Capital Allocation Approach

Improve Asset Quality with Strategic Investments



Q&A SESSION



Sufian Abdullah
Chief Executive Officer



Hafizuddin Sulaiman
Chief Financial Officer

THANK YOU

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happy

