



UEM Sunrise Berhad (UEMSMK-5148) FY2024 EARNINGS CALL

For the year ended 31 December 2024



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OUR CONVERSATION

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Ahead**

BUSINESS UPDATES

Building Solid Momentum

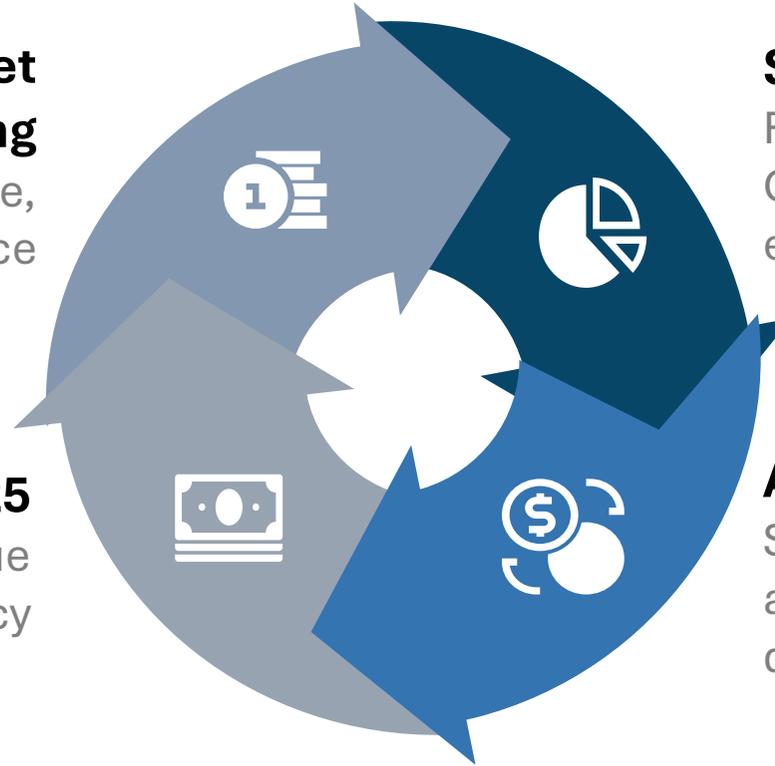
With growth and stability into 2025



Enhanced market positioning

Right place, right time, right price

Poised for 2025
Sustaining growth, value creation and consistency



Surpassed 2024 Targets

For both Sales and Launched GDV, driven by on-ground execution

Accelerated earnings growth

Solid 4Q2024 to close FY2024 on a strong footing, delivered dividend payout ratio of 60%

Key Strategic Initiatives

Major strides in 2024 across key focus areas



Collaborate Strategically

- Forged strategic MoUs for a renewable energy industrial park and world-class data center complex in Iskandar Puteri
- Enhanced joint venture management and business plans



Optimise Capital Efficiently

- Enhanced treasury management, boosting interest income and liquidity optimisation
- Secured better sukuk pricing, reducing funding costs



Expand Innovatively

- Launched HomeClick to enhance customer's digital experience
- Advanced PropTech initiatives, integrating AI-driven solutions
- Digitalising in-house processes



Champion ESG Responsibly

- Maintained FTSE4Good status and recognition for ESG excellence
- Introduced an enhanced Sustainability Policy to drive ESG commitments

Key Financial Outcomes – FY2024

Solid operational performances with sustained growth and improved financial strength



Revenue

RM1,340.3m

FY2023: RM1,339.1m

PATANCI

RM104.3m

▲ 38%

FY2023: RM75.7m

Gross
Profit Margin

31%

▼ 4ppts

FY2023: 35%

Dividend
Payout

1.24 sen

60% payout ratio

*FY2023: 0.75 sen
50% payout ratio*

Sales Achieved

RM1,417.6m

▼ 34%

FY2023: RM2,137.8m

Unbilled Sales

RM3,043.5m

▲ 15%

FY2023: RM2,654.1m

Net Gearing

0.40x

▲ 11%

FY2023: 0.45x

Cash & Bank Balances

Including short term investments

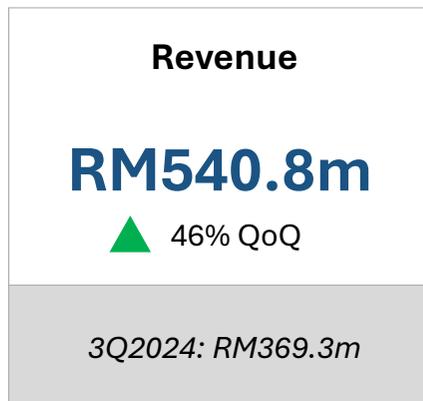
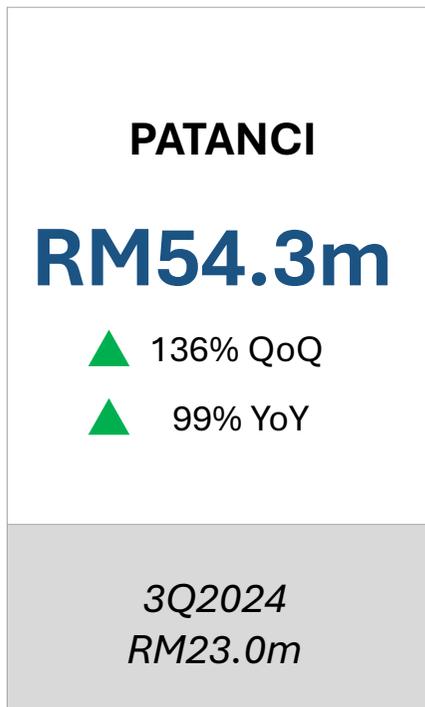
RM1,265.1m

▲ 16%

FY2023: RM1,092.1m

Key Financial Outcomes – 4Q2024

Best performing quarter over two financial years



- Growth accelerated from 2H2024 onwards on improved core performances
- Robust commercial momentum

Key Operational Outcomes

New Projects amounted to RM904mil, with strategic value uplift of RM154mil



Launch date	July 2024	September 2024	September 2024	September 2024
Launch GDV	RM108m	RM122m	RM180m	RM131m
Total unit	128	125	263	190



Launch date	July 2024 (balloting started in Nov-24)	September 2024	October 2024	December 2024
Launch GDV	RM20m	RM249m	RM91m	RM3m
Total unit	130	113	114	19

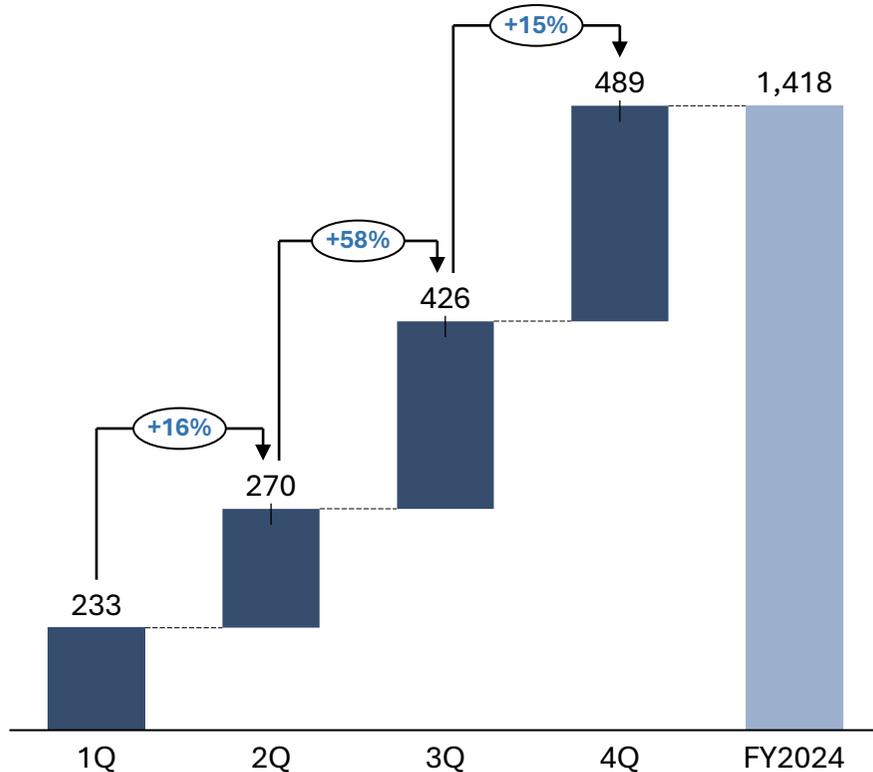
Key Operational Outcomes

Exceeding Expectations, Surpassing Our RM1 Billion Target by 42% to Achieve RM1.4 Billion



Quarterly Breakdown

(RM'mil)



- **30% of the sales** in FY2024 were arising from **new launches** as a result of steady sales conversion, reflecting **organic demand for affordable** and attainable products
- **59% of sales were derived from the Central** region mainly from The MINH, Residensi ZIG and The Connaught One
- **40% of the sales** were contributed by Aspira Hills, Aspira LakeHomes and Senadi Hills in the **Southern region**

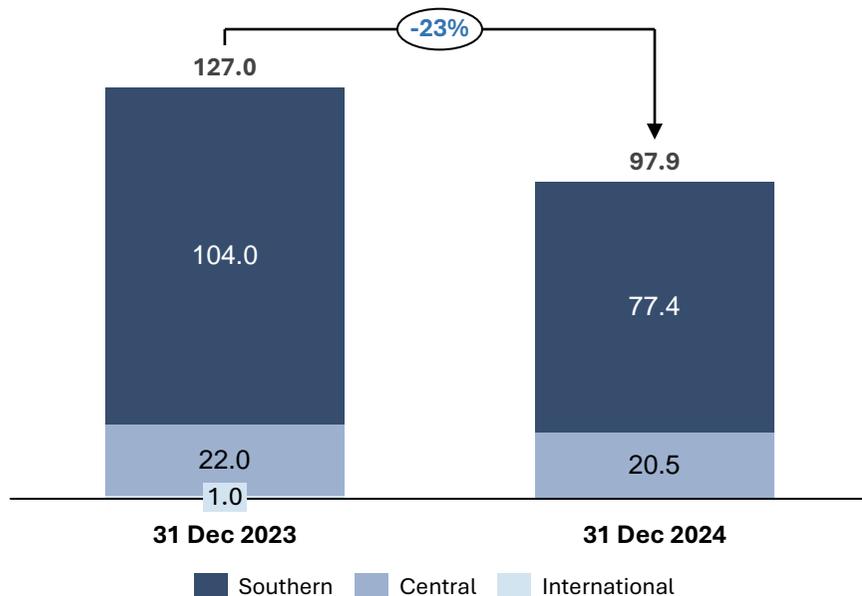
Key Operational Outcomes

Effective inventory management for completed properties



Inventories

(RM'mil)



Completed inventories declined, underpinned by effective marketing campaigns and strong sales performance in East Ledang and Almas



Key Operational Outcomes

Better rental revenue and occupancy rates, reflecting our quality commercial assets



- **Quality asset portfolio** with distinct value propositions, overall net yield increased to **5.1% (2023: 1.1%)**
- **Strengthening hospitality and retail asset quality** in key growth areas in the Central region
 - Increased occupancy rates across all assets and higher rental revenues
- Ongoing **rejuvenation initiatives** with **placemaking activities** in Iskandar Puteri's commercial assets, further boosted **higher footfall and yielded positive turnaround**



Summer Suites & Retails



Estuari Sports Complex

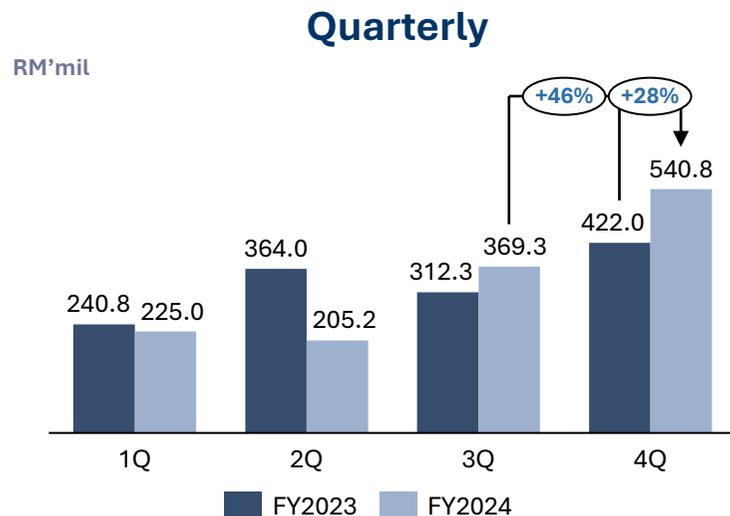


FINANCIAL REVIEW

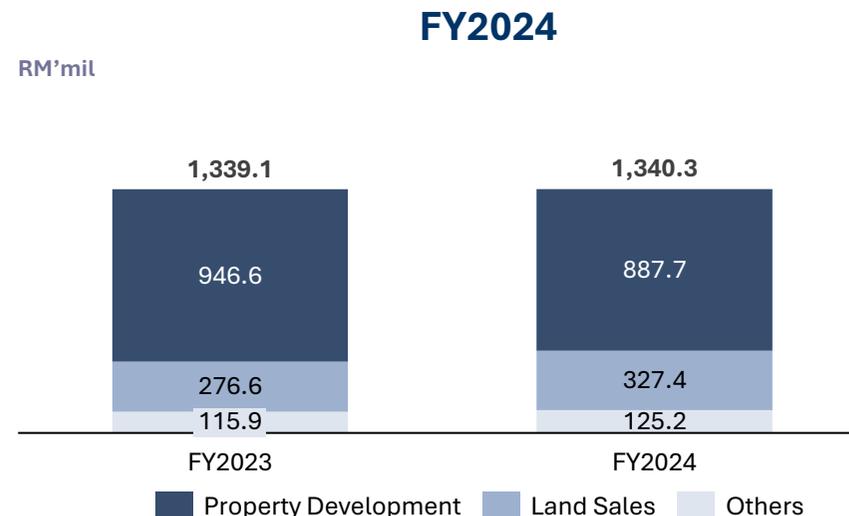
4Q24 Revenue Acceleration As Momentum At Full Speed



Revenue



- **Stronger revenue contributions** by 46% QoQ and 28% YoY
- 67% from property development largely from Central projects
- 28% of revenue generated from opportunistic land sales mainly in Iskandar Puteri



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

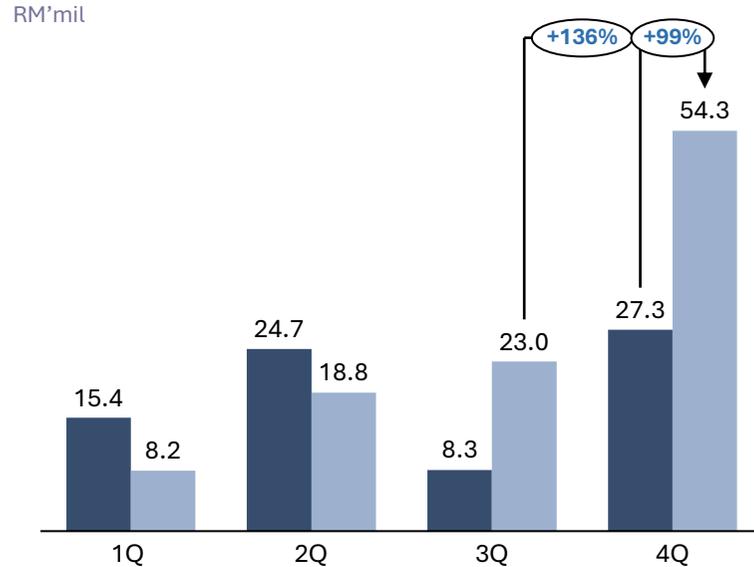
- **Revenue diversification** with improved retail performances and opportunistic land sales
- **Reduced contributions from property development** as progression of certain projects have reached advanced stages
- **Solid revenue visibility** supported by increasing unbilled sales conversion

Highest Post-COVID PATANCI Signals Successful Turnaround



PATANCI

Quarterly



- **Steady financial recovery** stemming from better revenue growth, cost efficiency, enhanced JV management and debt optimisation
- **Improved margin of 10%** (3Q24: 6%)

FY2024



- **Strengthening bottomline** as a result of strategic initiatives to enhance profitability
- **38% YoY growth in FY2024** driven by higher share of JV/Assocs and lower finance costs

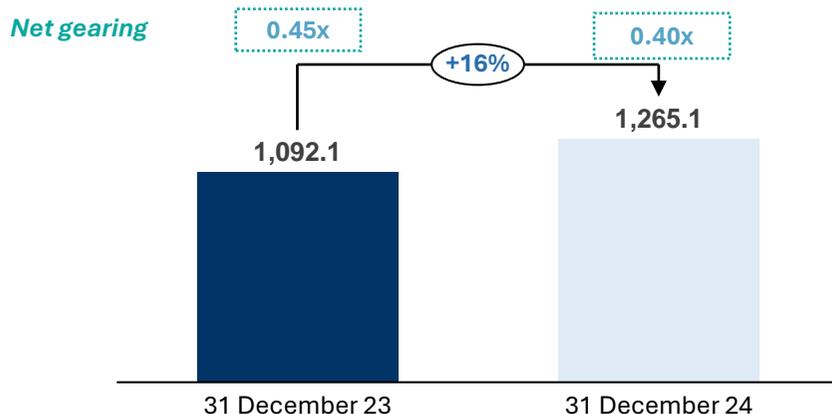
Solid Financial Position From Enhanced Debt Management



Overview of Balance Sheet and Debt Management

Cash and Bank Balances (including Short Term Investments) & Net Gearing Ratio

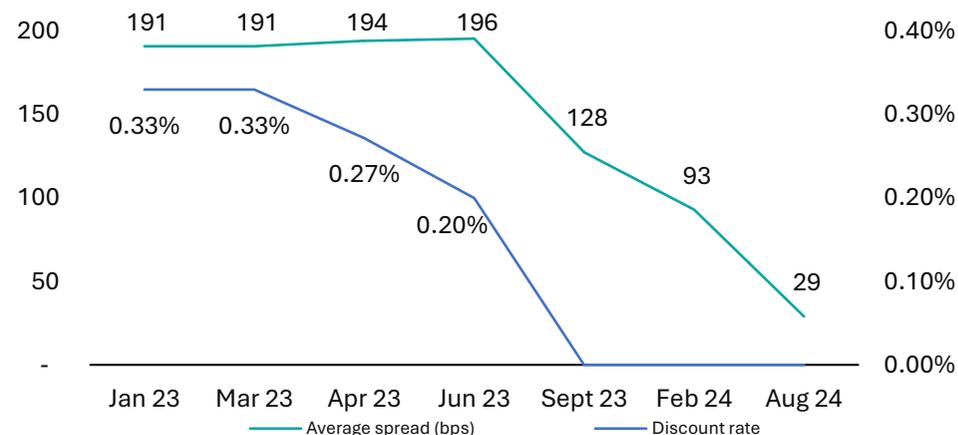
RM'mil



- Improving cash and bank position by 16% to **RM1,265 mil**, reflecting healthy liquidity
- **Strengthening gearing profile, coupled with our manageable debt levels** underpinning our operational stability and investment capacity

Sukuk Spread and Discount Rate (RH-S)

Bps and % (RH-S)

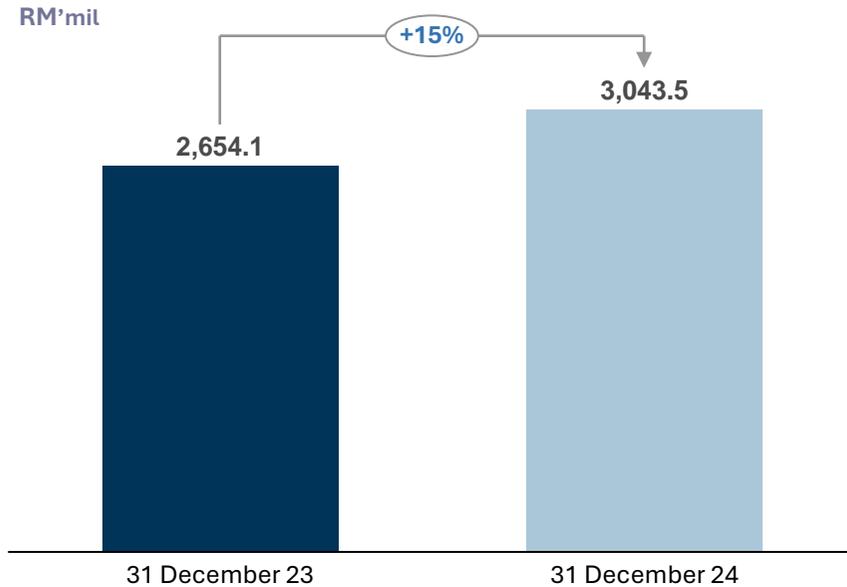


- Reduced sukuk spreads from **191–196 bps to 128 bps** (Sep 2023), 93 bps (Feb 2024), and 29 bps (Aug 2024), with all **issuances at par**.
- A **significant improvement** from previous discounts of 0.20% to 0.33%.

Unbilled Sales Reached New Heights Post-COVID

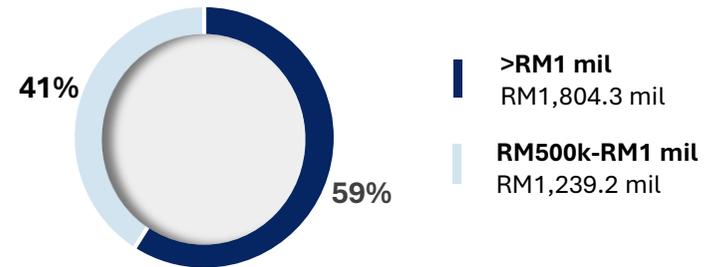


Unbilled Sales

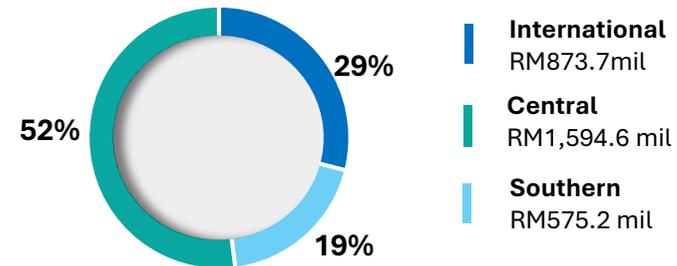


- **52% of the Unbilled Sales are from Central region**, while International region contributes 29% of total Unbilled Sales.

By Product Range



By Region



LOOKING AHEAD

Kiara Bay, Kepong

Committed to deliver 2025 Targets



**RM1,050
million**

**Sales
Target**

(FY2024 target: RM1.0 bil)

**RM2,000
million**

**Launched GDV
Target**

(FY2024 target: RM0.8 bil)

New Landed And Mixed Residential Set To Launch In 2025



International



Central



Southern



**Aspira Hills actual show units*

Poised for sustainable growth

Capitalising on 2025 market trends for strategic expansion



Emerging Trends

AI and emerging technology solutions integration

Surging industrial demand aligned with national developments

Capital efficiency and asset diversification

Sustainable shareholder returns and appreciation

2025 Priorities

Future-proofing business models for employees and customers

Accelerating industrial expansion

Maximising asset potential and intrinsic values

Driving dividend growth and reinforcing ESG impact



Q&A Session

With Mr Hafizuddin Sulaiman

Officer-in-Charge, Chief Financial Officer



THANK YOU

UEMS Investor Relations

Email: ir@uemsunrise.com

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