



Financial Results Briefing

For the financial year ended 31 December 2023

find your
happy



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Headline Snapshot

2023 performance



**Exceeded 40%
of sales target**

RM2.1b

Sales target of RM1.5 bil

**Exceeded 44% of
GDV target**

RM3.6b

GDV target of RM2.5 bil

Higher sales volume

**1,755
units**

FY2022: 896 units

Strategic expansion

**GDV
RM2.4b**

SS6, Kelana Jaya (RM1.1 bil)
Subiaco, Perth (RM1.3 bil)

Higher dividend policy

40% - 60%

Previously 20% to 40% payout ratio

Dividend payout

0.75 sen

Dividend payout ratio: 50% (FY2022: 31%)

Higher sales were accompanied by the new launches of The MINH, The Connaught One, Residensi ZIG, new phases in Senadi Hills and Collingwood BTR



CLUB Edition

THE MINH
MIDT VALLEY
The CLUB Edition by UEM Sunrise

The MINH
GDV: RM981mil | Take up: 46%

RISE Series

THE CONNAUGHT ONE
KUALA LUMPUR
The RISE Series by UEM Sunrise

The Connaught One
GDV: RM747 mil | Take up: 32%

RISE Series

ZIG
KIARA DAMU
The RISE Series by UEM Sunrise

Residensi ZIG
GDV: RM723 mil | Take up: 10%

NEST Series

Senadi Hills
ISKANDAR PUTERI

Senadi Hills Phase 2A
GDV: RM62 mil | Take up: 92%

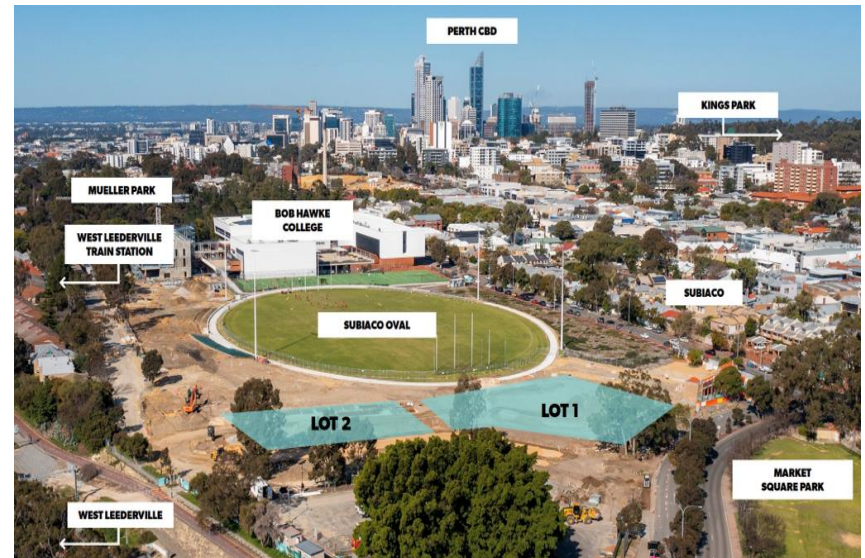
NEW Product

Collingwood, Melbourne BTR
GDV: RM874 mil | Take up: 100%

Expanded our international footprint through new market and land acquisition in Subiaco Perth, Western Australia



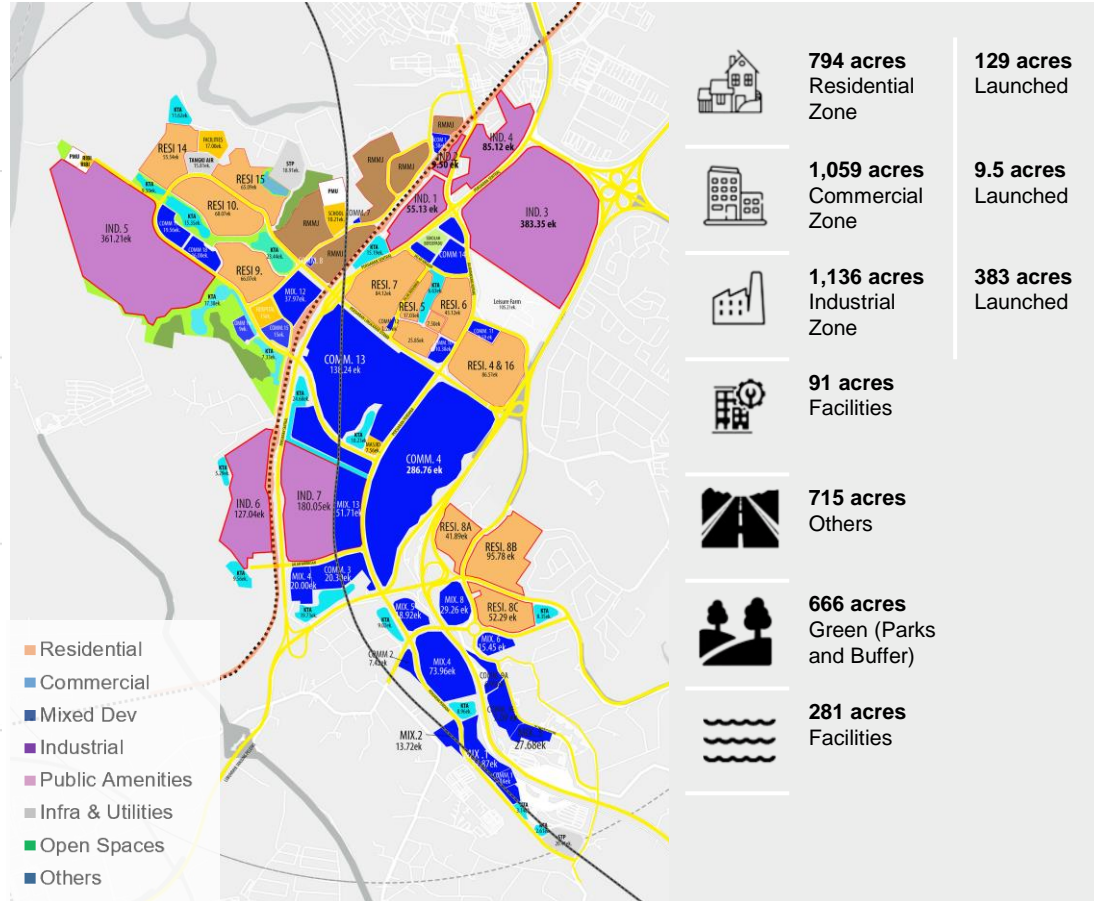
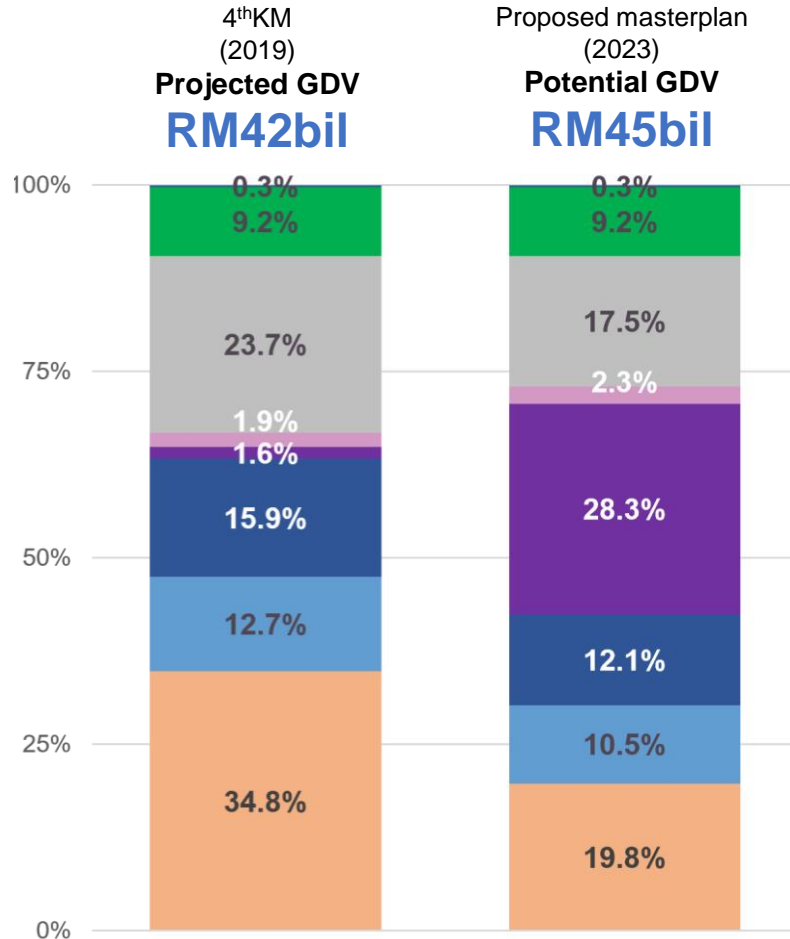
- Total 430 units
- GDV of AUD450 mil (subject to final plans)
- Include up to 12% affordable housing
- Construction to commence in 2026





Gerbang Nusajaya
GDV RM45 bil

The Gerbang Nusajaya master plan update resulted in RM3 bil increase to a total RM45 bil GDV potential



A total of 1,724 properties were completed in 2023;
1,256 units in Central mainly from Kiara Kasih (1/2)



A total of 1,724 properties were completed in 2023;
468 units in the Southern region (2/2)



Financial Snapshot

2023 vs 2022 performance



Revenue

RM1.3b

▼ 9%

EBITDA Margin

21%

▲ 3ppts

GP Margin

35%

▲ 6ppts

PATANCI

RM75.7m

▼ 6%

Net Gearing

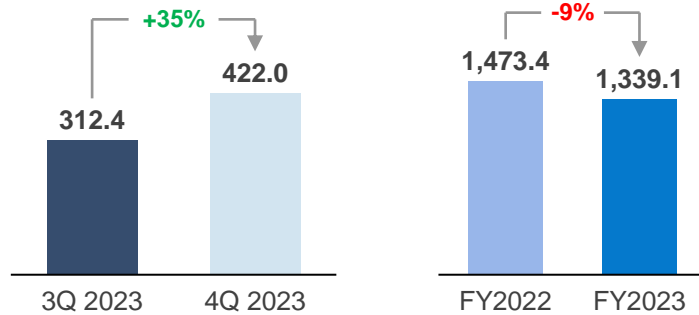
0.45x

FY2022: 0.48x

Revenue largely driven by property development and land sales



Revenue RM mil



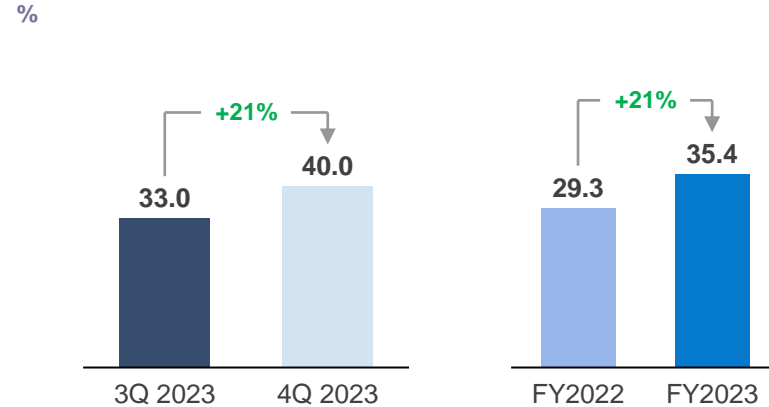
Sequential Quarter

Higher revenue in December 2023 was mainly supported by construction progress of ongoing projects. Additionally, divestment of non-strategic land sales and petrol land sales contributed to the increase in revenue.

Year-on-Year

Revenue declined mainly due to lower contributions from property development in FY2023.

Gross Profit Margin (GPM) %



Sequential Quarter

GPM improved mainly due to higher land sale revenue in the current quarter.

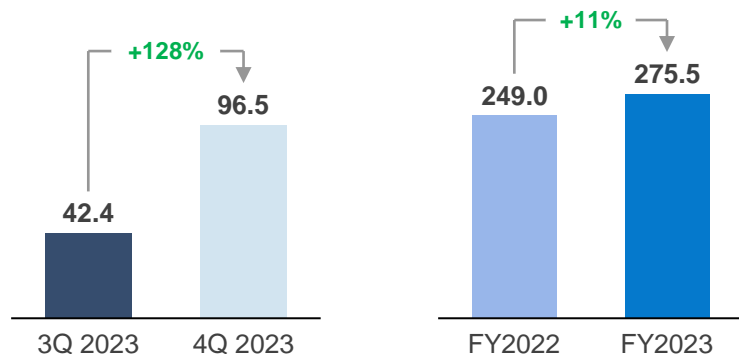
Year-on-Year

Stronger GPM mainly driven by project cost savings from Central and Southern projects and higher margin from land sales.

Higher operating profit achieved while the Profit after NCI recorded RM76 mil

Operating Profit

RM mil

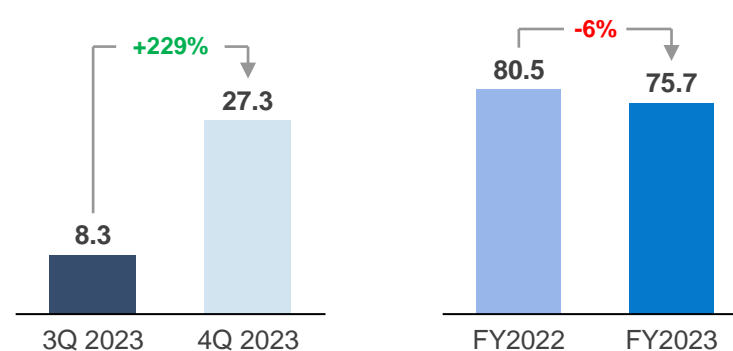


Sequential Quarter & Year-on-Year

Registered higher operating profit due to higher profit from land sales and cost savings from completed projects.

Profit after NCI

RM mil



Sequential Quarter

PATANCI increased on the back of lower profit attributable to NCI (4Q 2023: RM4.0 mil vs 3Q 2023: RM0.08 mil)

Year-on-Year

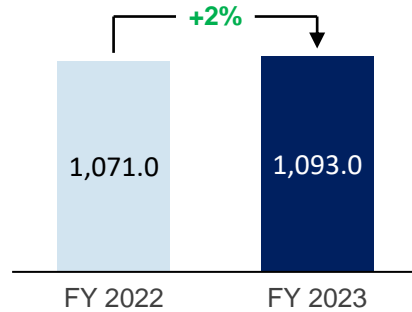
Lower PATANCI due higher profit attributable to NCI (FY2023: RM10.2 mil vs FY2022: RM1.5 mil).

Strong balance sheet position supports sustainable value creation



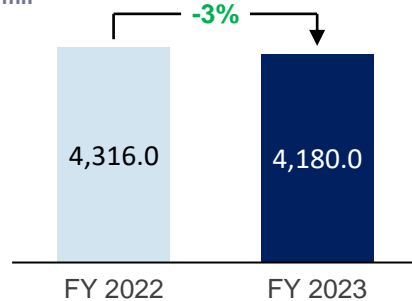
Cash and Bank

RM mil



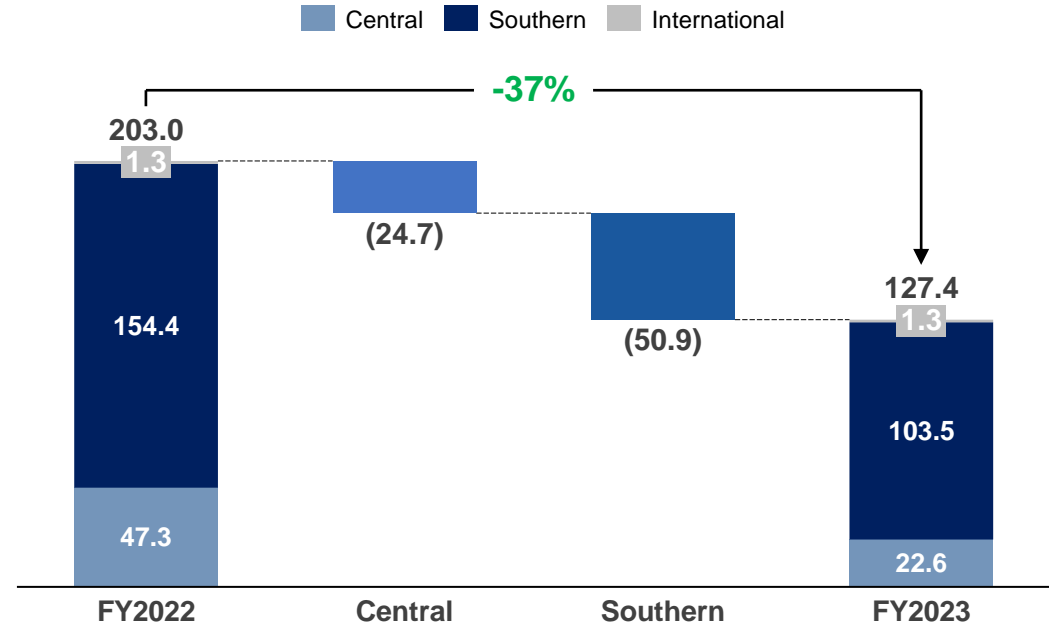
Borrowings

RM mil



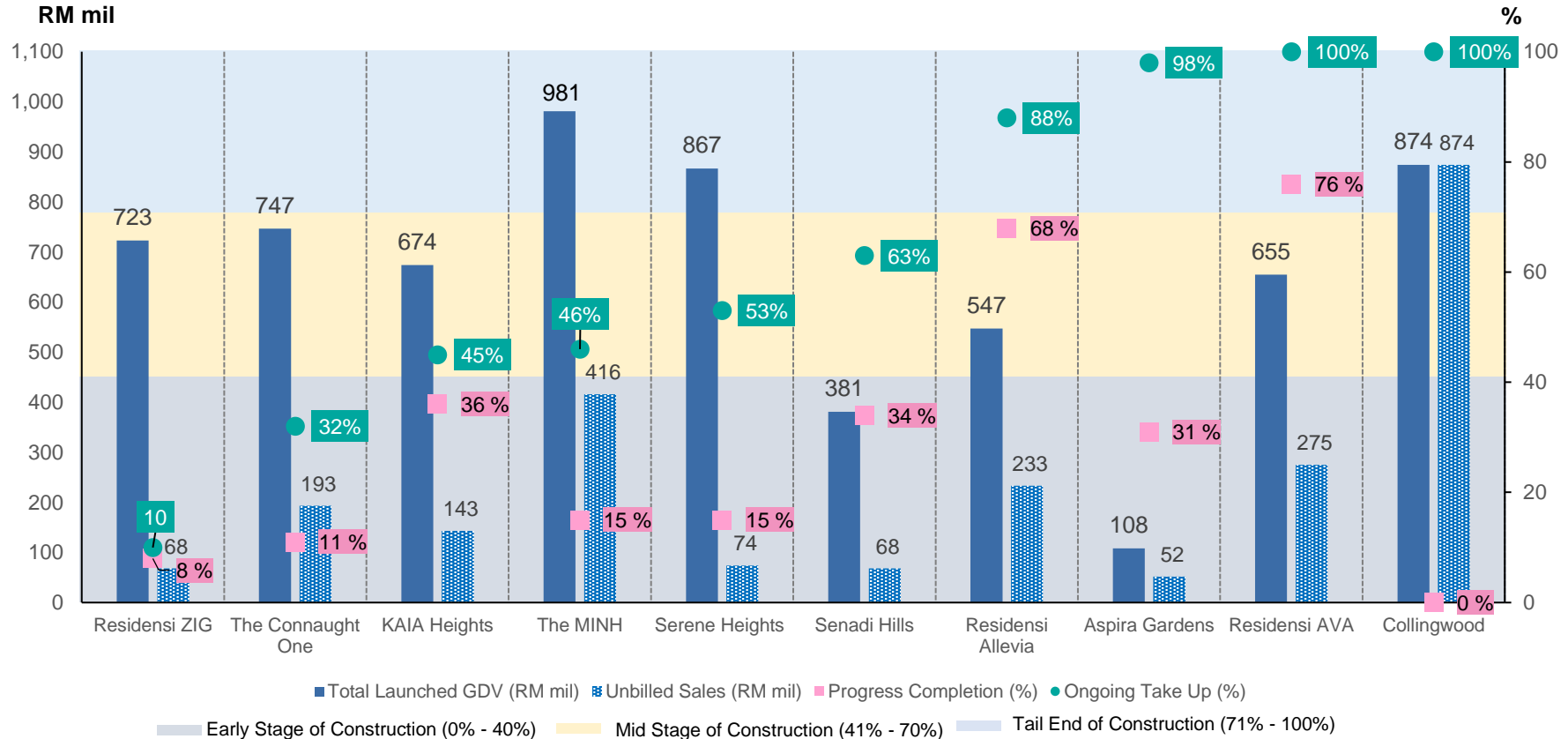
Inventories (By Region)

RM mil



*Inventories as of 31 Dec 2022: RM203.0 mil

A steady stream of revenue and future cashflows; 4 projects > 80% sold and remaining 6 projects are primed for growth

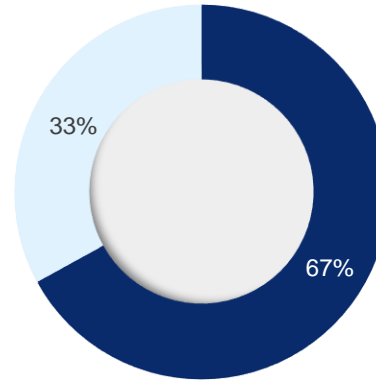


Note:
 - Progress completion as of the end of December 2023
 - Take up as of 31 December 2023

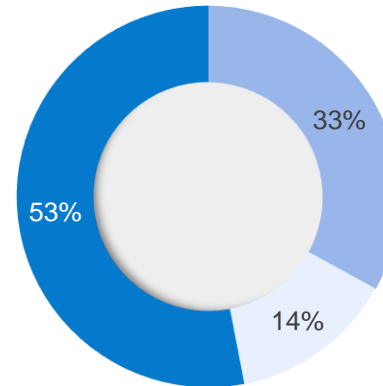
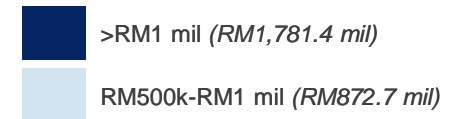
Unbilled sales is RM2.7 bil to substantially recognise within the next 18 - 48 months



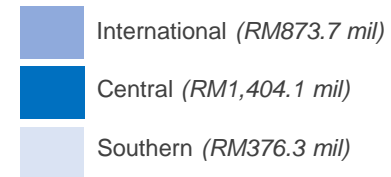
Unbilled Sales
RM2.7 bil
FY2022: RM1.8 bil ▲ 48%



By Product Range



By Region





FY2023 Highlights of Recent Key Events To-Date

- Key Achievements & Awards

Unveiled the revamped hUb Prop mobile app to enhance the home buying journey in January 2024



Held Residensi Allevia's topping out ceremony in January 2024; scheduled for handover by 1Q 2025



Bagged Gold award for People's Choice at the 2023 Putra Brand Awards in January 2024



Recognised as Top 10 finalist for FBM Mid 70 Index at the PWC Building Trust Awards 2023 in December 2023



Won Silver Excellence Award at the 2023 National Annual Corporate Reports Awards (NACRA) in December 2023



Ranked 7th at the 2023 Malaysia Top Property Developers Awards, organised by The Edge in November 2023



Unveiled a pioneering partnership with Alliance Bank for the 'Alliance Home Complete' financing to make home-ownership more accessible



Elevate Your Living Experience with UEM Sunrise and Alliance Home Complete

Homeownership is now so easy! Be one step closer to owning a UEM Sunrise property with the Alliance Home Complete. Elevate your living experience with the flexibility of extra funds to furnish or renovate your house, transforming it into your complete dream home!



Successful collaboration with Affin Bank for the 'Affinita' programme to champion women's home-ownership dreams



AFFINITA

We make homeownership dreams a reality for women - unlock the door to your happy home with us and take the first step toward your dream!

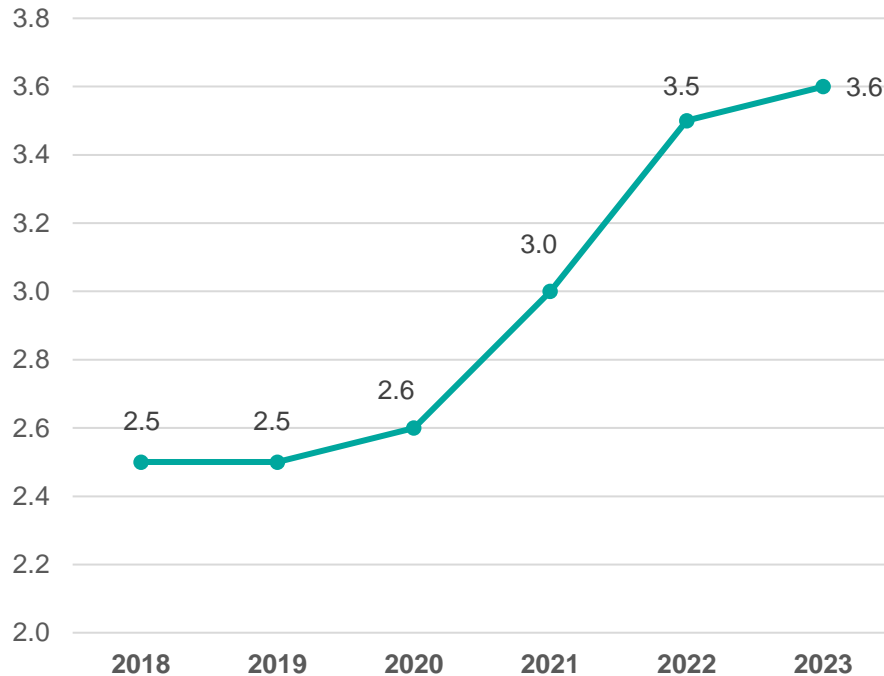


*Actual show unit of Residensi ZIG, Kiara Bay

Steady improvement in FTSE4Good scoring from 3.5 to 3.6 in 2023; achieved full score for Governance pillar



UEM Sunrise Overall FTSE Score Tracking



FTSE4Good

Notes:

1. NA = FTSE deemed indicator not applicable UEM Sunrise
2. Score / Rating: 0 to 5 (higher scores are better)
3. Exposure levels: ■ High ■ Medium ■ Low

Recognitions & Accolades – Integrity, Governance and Anti-Corruption Award FY2023 (Gold)

Achieved high SHASSIC and QLASSIC scores for Central projects

Sustained performance reflective of high-quality culture



Residensi Allevia



Residensi Astrea



CSR Programmes

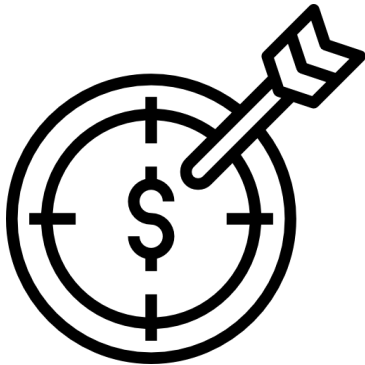
PINTAR-adopted schools both in Central and Southern region, including visit and donation to Old Folks' Home





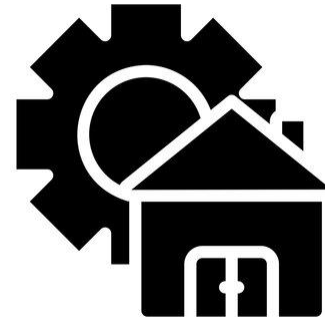
2024 Moving Forward

Sales Target



RM1.0 bil

GDV Target



RM0.8 bil

Launched 'Right Home. Right Now.', the first sales campaign for the year in February 2024



Provide one-stop solution:



happy+

by UEM Sunrise

Right Home. Right Now.

8 Feb - 31 Dec 2024

GONG XI FA CAI

Now is the time to own a UEM Sunrise home!

- SPA and loan legal fees subsidy*
- Special curated services*
- Exciting prizes and rewards worth up to RM1 million*

*Terms & conditions apply.

Provide easy ownership packages:



A series of landed and commercial developments to launch in 2024; meeting the demand in this specific segment



Central



Southern



Strategically expand our Central development beyond Mont'Kiara



MK31 Phase 2, Mont'Kiara

Expected GDV **RM822.0 mil**

12-acre land in Mont'Kiara.
Phase 1 launched in May 2023.



SS6, Kelana Jaya

Expected GDV **RM1.1 bil**

9.05-acre land acquired in June 2023.
Scheduled for launch in 2025.



Section 13, Petaling Jaya

Expected GDV **RM468.9 mil**

9.9-acre land acquired in 2021.
Phase 1 scheduled for launch in 2025, with 786 units of service apartment.

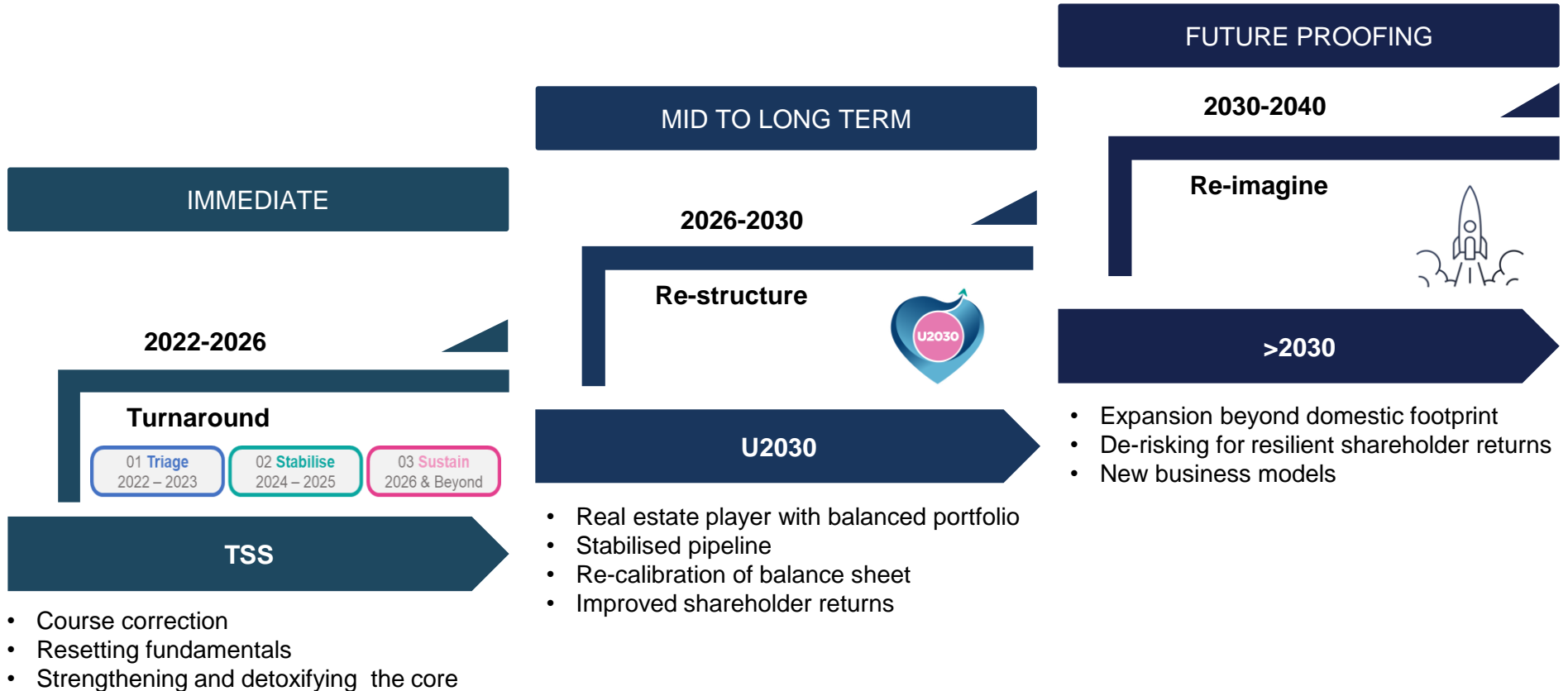
In Central, targeting to complete and deliver 4 projects with a total of 1,776 units and GDV of RM1.7 bil



In Southern, target to complete and deliver 2 projects with a total of 113 units and GDV of RM0.1 bil



Transitioning from the TSS to the U2030 Transformation Plan; a pivotal evolution in our commitment to revitalisation and growth





Thank You.



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