



**IOI PROPERTIES**

**IOI Properties Group Berhad** 201301005964(1035807-A)  
Level 25, IOI City Tower 2, Lebuhr IRC  
IOI Resort City, 62502 Putrajaya, Malaysia  
T +603-8947 8888 F +603-8947 8919  
W [www.ioiproperties.com.my](http://www.ioiproperties.com.my)

**PRESS RELEASE**

26 May 2023

**IOI Properties Group Continues To Stay Ahead Amid Some Headwinds In The Property Sector**

- **9M FY2023 Revenue Increased to RM1.93 billion**
- **9M FY2023 PBT Surged 86% to RM1.32 billion**

**Putrajaya** - IOI Properties Group Berhad (“IOIPG”) recorded a marginal increase of 3% in revenue to RM1.93 billion for the nine months of financial year 2023 (“9M FY2023”) which ended on 31 March 2023 compared to the RM1.87 billion revenue recorded a year earlier. Though revenue in property development segment has declined by 10%, the contraction is offset by the impressive performance observed in the property investment segment which improved by 44% and the hospitality and leisure segment which gained 126% against the preceding year corresponding period.

The profit before tax (“PBT”) for 9M FY2023 surged 86% to RM1.32 billion from RM708.7million, whereby the property development segment remains as the Group’s biggest contributor. The marked improvement in PBT is also attributed to the strong performance generated by the property investment and the hospitality and leisure segments as stated.

*“We are delighted with the resilient effort of Team IOI in achieving commendable results over the nine months of FY2023. We take cognisance that the operating environment both within and outside Malaysia will continue to face some headwinds. However, our wide product offerings from property development segment, recurring earnings from established property investment portfolios and improving prospects for the tourism sector will provide the Group with a strong foundation to assure sustained earnings ahead,”* added Mr Lee Yeow Seng, Executive Vice Chairman of IOIPG.

The property development segment achieved sales with contracts exchanged of RM1.37 billion for 9M FY2023. Local projects contributed RM1.14 billion, which is 83% of the total sales while overseas projects from China and Singapore contributed RM226.5 million, or 17% of the total sales. In Malaysia, the sales secured were largely from the Klang Valley region at RM645.6 million, led by our integrated development at **IOI Resort City** in Putrajaya with RM164.6 million and our matured township at **Bandar Puteri Puchong** in Selangor with RM137.5 million of sales. Johor continues to outperform and contributed sales of RM457.4 million, led by the established township at **Bandar Putra Kulai** with RM280.5 million and the vibrant township at **Taman Kempas Utama** with RM75.4 million of sales. **Bandar Putra Kulai** has been leading our sales with residential products catered for owner-occupied, ranging from single storey and double storey terrace to semi-detached units. The recently launched single storey semi-detached, **Arcela 2** in March 2023 has achieved an admirable take-up rate of 81% within its month of launching.

*“The recent increase in OPR has led to cumulative 125 basis points hike since May 2022 and notwithstanding the softened market, the Group will continue to enhance our developments and focus on offering mid-priced range residential units, targeting owner-occupiers whom are less sensitive to OPR hike. In terms of placemaking, the long-awaited 16 Sierra Mass Rapid Transit (“MRT”) Station is now operational and it is expected to provide added convenience and greater connectivity to the community of 16 Sierra, Puchong,”* said Dato’ Voon Tin Yow, Chief Executive Officer of IOIPG.

**Trusted.**

The Group's strategy is two-pronged: to launch new products with sustained margin as well as a concerted effort to clear completed inventories by leveraging on our **Trusted.** brand.

*Dato' Voon highlighted, "In addition to the good take-up rate on our recent launches, the Group's completed inventories have reduced by RM543.9 million over the last nine months. The Group remains focused on reducing completed inventories further with up-coming promotional sales campaigns."*

Since its opening in August 2022, **IOI City Mall Phase 2** has successfully capitalised on the resurgence of retail, entertainment and dining activities where footfall has been steadily growing and the secured occupancy rate has reached 84% within seven months of its commencement. 2 new anchor tenants, namely AEON and Golden Screen Cinemas as well as renowned Japanese store chain, Don Don Donki celebrated their openings.

*"Our property investment segment continues to outperform, demonstrated by the strong anchor tenants secured and the influx of specialty stores in the pipeline for IOI City Mall 2. This will augur well for Malaysia's largest shopping mall,"* added Dato' Voon.

Malaysia has surpassed its initial target of attracting 9.2 million tourists in 2022 by recording 10.1 million arrivals. With enhanced air connectivity and robust promotional efforts, Tourism Malaysia is optimistic of achieving its target of 16.1 million tourist arrivals in 2023. The increase in tourist arrivals has led to marked improvements in the average room rates and occupancy rates of our hotel operations. Our hospitality and leisure segment is poised to perform better, supported by the pickup in tourism-related activities.

In China, there are increasing enquiries on our developments at **IOI Palm City** and **IOI Palm International Parkhouse** at Xiamen despite the overall sluggish property sector. Improvement in footfall into our show gallery have been registered and given the renewed interest, the Group will concentrate on driving sales of our completed units. As the property sector is a key pillar of the Chinese economy, more supportive measures such as scrapping restrictions on home purchases, cutting mortgage rates and facilitating funding access to developers are being implemented by the Chinese government to revive the sector.

Over in Singapore, property prices continue to rise in contrast with the regional decline and on 27 April 2023, the Singapore government has increased the Additional Buyer's Stamp Duty ("ABSD") rate as a cooling measure to moderate the growth. The measure is targeted to promote a sustainable property market and to prioritise housing for owner-occupiers where the increase in ABSD rate is expected to affect a small percentage of residential property transactions.

Dato Voon remarked, **"There will be some impact on our upcoming Marina Bay project as foreign demand may be dampened but nevertheless, the development which is situated at a strategic location should still be able to command resilient demand from the local Singaporean buyers who have strong spending and purchasing power, underpinned by Singapore's robust economy."**

END

## **About IOI Properties Group Berhad**

IOI Properties Group Berhad (“IOIPG”) is one of the leading public-listed property developers in Malaysia with a legacy of more than four decades in business. The Group’s three core businesses are in property development, property investment, and hospitality and leisure.

Over the years, it has successfully developed sustainable townships and commercial enclaves in sought-after regions of Klang Valley and established a strong presence in Johor, in the southern region of Malaysia as well as Penang, in the northern corridor while continuing to expand abroad. Beyond Malaysia, IOIPG has achieved notable success in Singapore and the People’s Republic of China (PRC). Residential and integrated mixed developments in Singapore include Seascape and Cape Royale in Sentosa Cove, the award-winning South Beach, Cityscape at Farrer Park, The Triling, and IOI Central Boulevard Towers. While in the PRC, the Group established its presence in Xiamen with IOI Park Bay and IOI Palm City in Jimei; as well as IOI Palm International Parkhouse in Xiang’an. Inclusive of Malaysia, Singapore and the PRC, the Group has a total development landbank of approximately 9,000 acres.

Under its property investment portfolio, it manages a total of approximately 7.8 mil sq. ft. of net lettable area, comprising retail and purpose-built offices amongst others across Malaysia, Singapore, and the PRC. These properties are mostly located in high growth areas, which are well-connected, accessible, and centred within high population concentration. The Group owns and manages IOI City Mall, Putrajaya which stands proud as Malaysia’s largest retail mall in Malaysia. Apart from IOI City Mall, the Group also owns and manages IOI Mall Puchong, IOI Mall Kulai, Johor and IOI Mall Xiamen, PRC.

IOIPG also owns five hotels, offering a total of 1,875 rooms namely Le Meridien Putrajaya, Putrajaya Marriott Hotel, Four Points by Sheraton Puchong, Palm Garden Hotel, Putrajaya, A Tribute Portfolio Hotel as well as JW Marriott Hotel Singapore South Beach. The Group’s golf courses include Palm Garden Golf Club in IOI Resort City, Putrajaya and Palm Villa Golf and Country Resort in Johor.

In recognition of IOIPG’s commitment in delivering quality and excellence, the Group was ranked No. 2 in the StarProperty All-Stars Awards 2023. The Group also won awards for Top 10 Developer at the inaugural Malaysia Developer Awards 2022 as well as Top 10 Developer and Excellence in Integrated Township at The Edge Malaysia Property Excellence Awards 2022. IOIPG also received awards for Malaysia’s Most Attractive Graduate Employers to Work For in 2022 at Graduates’ Choice Award for the fourth consecutive year, the Sustainability Awareness and Employee Engagement Recognition Award at the recent United Nations Global Compact Malaysia & Brunei (UNGCMYB) Sustainability Performance Awards 2022; as well as being recognised as one of the “Best Companies To Work For” at the HR Asia Awards 2022.

For more information, kindly log on to our corporate website [www.ioiproperties.com.my](http://www.ioiproperties.com.my)

### **For media enquiries, kindly contact:**

Kristine Ng  
Head, Group Corporate Communication & Sustainability  
Mobile : +6 019 354 0431  
Email : [kristine.ng@ioigroup.com](mailto:kristine.ng@ioigroup.com)

Kim Teoh  
Senior Manager, Group Corporate Communication  
Mobile : +6 012 232 8086  
Email : [kimyen.teoh@ioigroup.com](mailto:kimyen.teoh@ioigroup.com)