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PRESS RELEASE

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IOI Properties Group Maintains Resilience Amid Headwinds

- **Q1 FY2025 Overall Revenue Grew by 6% to RM688 million**
- **52% Growth in Property Investment Segment Revenue**
- **Hospitality & Leisure Segment Turned Profitable**

Putrajaya - IOI Properties Group Berhad ("IOIPG" or "Group") registered a revenue of RM687.9 million for the first quarter of financial year 2025 ("Q1 FY2025") which ended on 30 September 2024. Although the Property Development segment saw a 21% decline in revenue, the weaker performance was offset by the strong performance of the Property Investment segment, which continued its growth trajectory with an impressive 52% growth, alongside the Hospitality & Leisure segment, which saw its revenue more than double, driven by contributions from three new additions to the portfolio, namely **Moxy Hotel, W Kuala Lumpur** and **Courtyard by Marriott Penang**, as well as higher contributions from **Palm Garden Hotel, A Tribute Portfolio Hotel**, and **Putrajaya Marriott Hotel** following the completion of its refurbishment works.

Profit before tax ("PBT") in Q1 FY2025 declined by 41% to RM133.7 million as compared to the RM225.5 million reported in Q1 FY2024. The weaker performance is primarily attributed to the interest costs from **IOI Central Boulevard Towers**, which were expensed out in the profit and loss statement after partially receiving its temporary occupation permit. Nonetheless, the higher interest costs were moderated by the improved performance of the Property Investment and Hospitality & Leisure segment. This performance underscores the Group's ability to navigate the global economic uncertainties while maintaining stability in all its business segments in Malaysia, Singapore and the People's Republic of China ("PRC").

"While we acknowledge that the operating environment, both domestic and internationally, will continue to face headwinds, the declining interest rates outlook bodes well for the Group. Our diversified product offerings across three countries, sizeable recurring income stream from our established property investment portfolio and the positive outlook of the hospitality and leisure segment will provide a solid foundation for sustained earnings ahead." highlighted Mr. Lee Yeow Seng, Group Chief Executive Officer of IOIPG.

In Q1 FY2025, the Property Development segment achieved sales of RM331.7 million where local projects contributed RM323.2 million, accounting for 97% of the total sales. In Malaysia, sales were primarily driven by the Klang Valley region at RM217.6 million, led by thriving and matured integrated developments, namely **IOI Resort City** in Putrajaya and **Bandar Puchong Jaya** in Selangor. Over at the Johor region, the registered sales of RM99.8 million was primarily attributed to the vibrant townships of **Bandar Putra Kulai** and **Taman Kempas Utama**.

Trusted.

Mr. Lee said, “**We will continue to monitor the market and strategically time our launches to achieve a good take-up rate and sustain earnings. Additionally, our concerted efforts to clear completed inventories has yielded a further reduction of RM179.9 million, bringing the completed inventories down to RM1.74 billion, which was partially due to foreign exchange adjustments of the completed inventories in PRC. This enables immediate monetisation into cashflow to support the Group’s ongoing capital commitments and working capital requirements. We remain focused on reducing the completed inventories further through strategic product positioning and promotional sales campaigns.**”

The Property Investment segment continues to outperform, bolstered by the high committed occupancy and strong footfall of **IOI City Mall**. Building on the success of IOI City Mall, the acquisition of **Tropicana Gardens Mall**, which is on track to complete by Q3 FY2025, is expected to continue the segment’s expansion plans and provide additional recurring income stream. Recently, the Group unveiled **IOI Mall Rio**, a mega mall with one million square feet of net lettable area comprising over 300 retail outlets, which is expected to open by 2030. This exciting development is anticipated to be the retail catalyst for the newly unveiled **IOI Rio City** in Bandar Puteri Puchong and is expected to provide stronger long-term prospects for IOIPG’s Property Investment portfolio.

The Hospitality & Leisure segment saw an improvement in occupancy rates across the Group’s hotels during the quarter, driven by increased tourism activities from Tourism Malaysia’s initiatives in preparation of the Visit Malaysia 2026 campaign. As of September 2024, Malaysia recorded a total of 18.4 million tourist arrivals, achieving 67% of its full year target of 27.3 million and an increase of 27% compared to the same period last year. Supported by the rise in tourism activities, the Hospitality & Leisure segment is poised to sustain its performance ahead.

Over in the PRC, economic challenges continue to persist, prompting the central bank to introduce its largest stimulus package since the pandemic, with an aim to revitalise the property sector and restore confidence among buyers and developers. These initiatives augur well for our completed developments at **IOI Palm City** and **IOI Palm International Parkhouse** in Xiamen. Additionally, the expected opening of our 370-room **Sheraton Grand Xiamen** hotel in Q3 FY2025 is anticipated to drive footfall and business activities, complementing **IOI Mall Xiamen** and **IOI Business Park Xiamen** which will further strengthen the Group’s recurring income stream.

Over in Singapore, the property and office markets remain resilient and the improving market sentiment has notably benefitted **IOI Central Boulevard Towers**, which saw its committed occupancy improving to 68% and this is within the Group’s expectation. Moving forward, we remain committed to further increasing occupancy rates for IOI Central Boulevard Towers while we prepare for the development of **W Residences Singapore - Marina View**, a branded residence complemented by a luxury 5-star hotel at its doorstep.

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About IOI Properties Group Berhad

IOI Properties Group Berhad (“IOIPG”) is an award-winning top ten property developer with a heritage of more than four decades in the property industry. The Group’s three core businesses are Property Development, Property Investment, and Hospitality & Leisure.

Over the years, IOIPG’s Property Development segment has strategically developed sustainable townships, industrial parks and commercial enclaves, with leading developments such as IOI Resort City in Putrajaya, Bandar Puteri Puchong and Bandar Putra Kulai in Johor. Beyond Malaysia, the Group has achieved notable success in Singapore and the People’s Republic of China (PRC), boasting a total landbank of approximately 8,300 acres across all regions.

Under its Property Investment portfolio, IOIPG manages a total of 9.01 million square feet of net lettable area (NLA), comprising 7 retails and 6 offices across Malaysia, Singapore, and the PRC. The Group’s retail portfolio consists of 7 retails, totalling 4.58 million square feet of NLA, led by the success of IOI City Mall in IOI Resort City, the largest mall in Malaysia among others. Apart from retail malls, IOIPG features 6 offices: IOI Central Boulevard Towers, its latest Grade A office which has received the BCA (Building and Construction Authority) Green Mark Platinum certification in Singapore; IOI Business Park in Xiamen, PRC, a certified green office building in Xiamen, PRC; and IOI City Towers 1 & 2, its GBI-certified (Green Building Index) corporate headquarters in Malaysia among others with a total NLA of 4.43 million square feet.

The Group’s Hospitality & Leisure segment features eight hotels with a total of 2,705 rooms, namely Le Méridien Putrajaya, Putrajaya Marriott Hotel, Four Points by Sheraton Puchong, Palm Garden Hotel, A Tribute Portfolio Hotel, Moxy Hotel, W Kuala Lumpur, Courtyard by Marriott Penang, as well as the joint-ventured (JV) JW Marriott Hotel Singapore South Beach. Complementing the hotel sub-segment, IOIPG features two 18-hole golf courses, namely Palm Garden Golf Club in IOI Resort City, Putrajaya and Palm Villa Golf and Country Resort in Johor, as well as 6 leisure attractions completing its retail malls in Malaysia and Xiamen, PRC.

In recognition of IOIPG’s commitment to delivering quality and excellence, the Group ranked 4th in the Top-of-the-Chart Top 10 Award for the category of Market Capitalisation of RM1 billion & Above at the recent Malaysian Developer Awards 2024 as well as ranking 6th in the Top Property Developer Awards 2024 during The Edge Malaysia Property Excellence Awards 2024. Other notable awards include the All-Stars Award (3rd Ranking) at the StarProperty Awards 2024 and the Top 10 Developers Award during BCI Asia Awards 2024 Singapore and Kuala Lumpur. Meanwhile, IOI City Mall received the Bronze Award in the category of Excellence in Content Marketing during the Marketing Excellence Awards 2024. Furthermore, IOIPG secured the Gold Award in the Property Sector for The Edge ESG Awards 2024. Additionally, the Group was Ranked 21st among the Top 50 Public Listed Companies during the National Corporate Governance & Sustainability Awards 2024 as well as being recognised at the National Energy Awards 2024 and ASEAN Energy Awards 2024 with Energy Efficient Awards for IOI City Mall and IOI Galleria @ Bandar Putra Kulai.

For more information, kindly log on to our corporate website www.ioiproperties.com.my

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