

Bandar Setia Alam

# Financial Results & Group Update

For financial year ended 31 March 2025

21 May 2025



# Q1 '25 At a Glance

Setia



**RM718 mil**  
Sales

**RM370 mil**  
Property Bookings

Progressive growth towards  
FY 2025 sales target of

**RM 4.80 bil**



**RM771 mil**  
Revenue

Solid domestic  
demand



**RM141 mil**  
Profit Before Tax

Operational efficiency  
and effective cost  
management



**RM8.4 bil**  
Borrowings

Disciplined approach in  
debt management

# Key Financial Highlights

**Positive earnings & a leaner Balance Sheet** – Driven by operational efficiency and effective cost management

**SALES**

**RM 718 mil**

(Q1'24: RM1,420 mil)

**REVENUE**

**RM 771 mil**

(Q1'24: RM1,476 mil)

**PBT**

**RM 141 mil**

(Q1'24 : RM181 mil)

**PAT**

**RM 89 mil**

(Q1'24 : RM94 mil)

**BORROWINGS**

**RM 8.4 bil**

(Dec '24: RM8.6 bil)

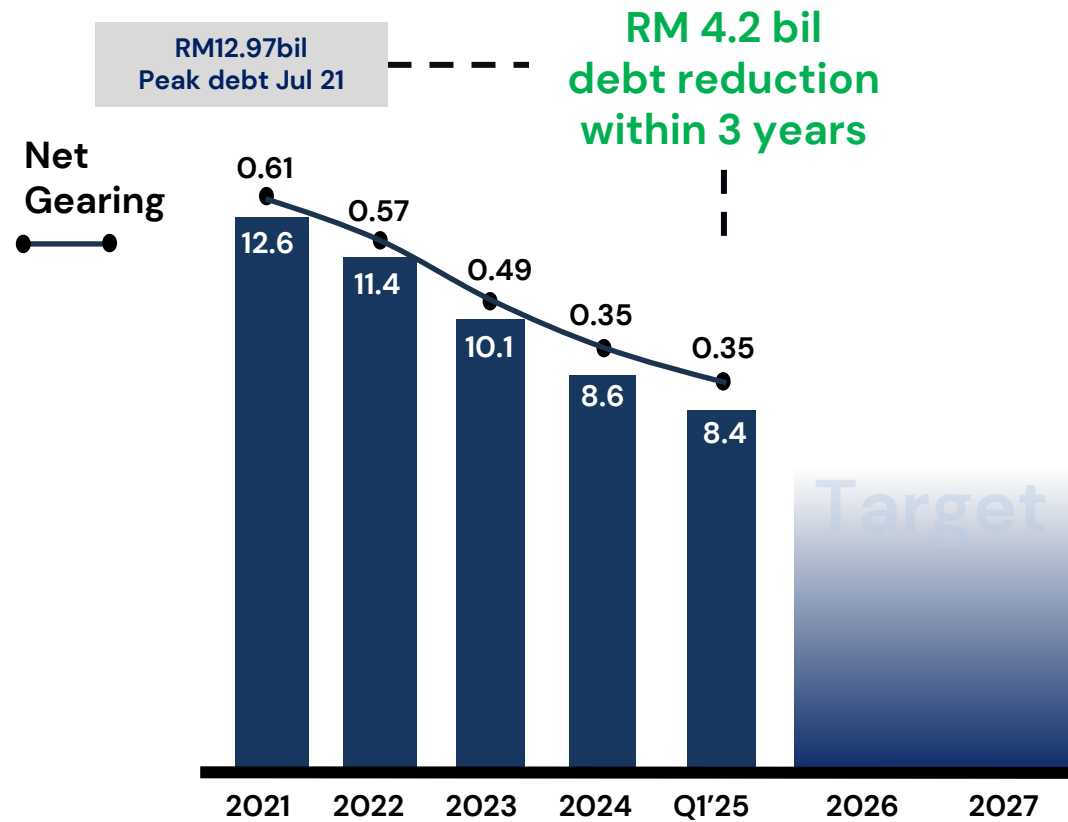
**NET  
GEARING**

**0.35x**

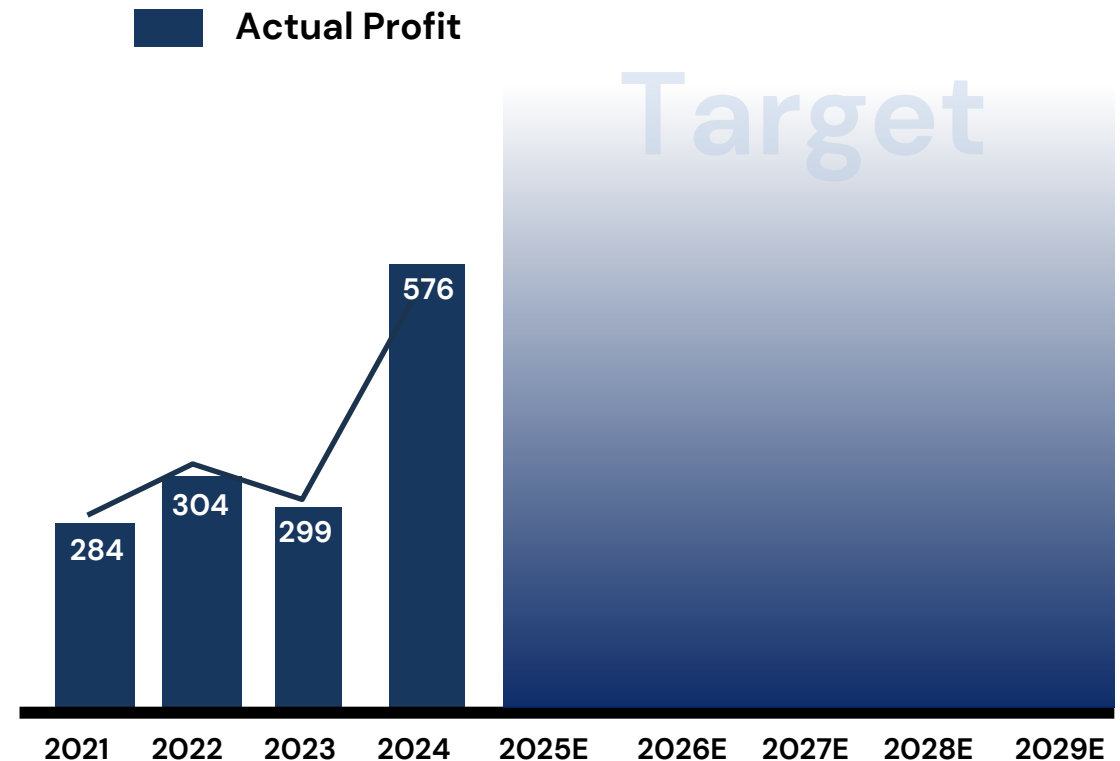
(Dec '24: 0.35x)

# Debt Reduction & Profit Growth

Sustainable **profit** with optimal **debt** level – balancing capital allocation & portfolio growth



Debt Reduction (RM' bil)

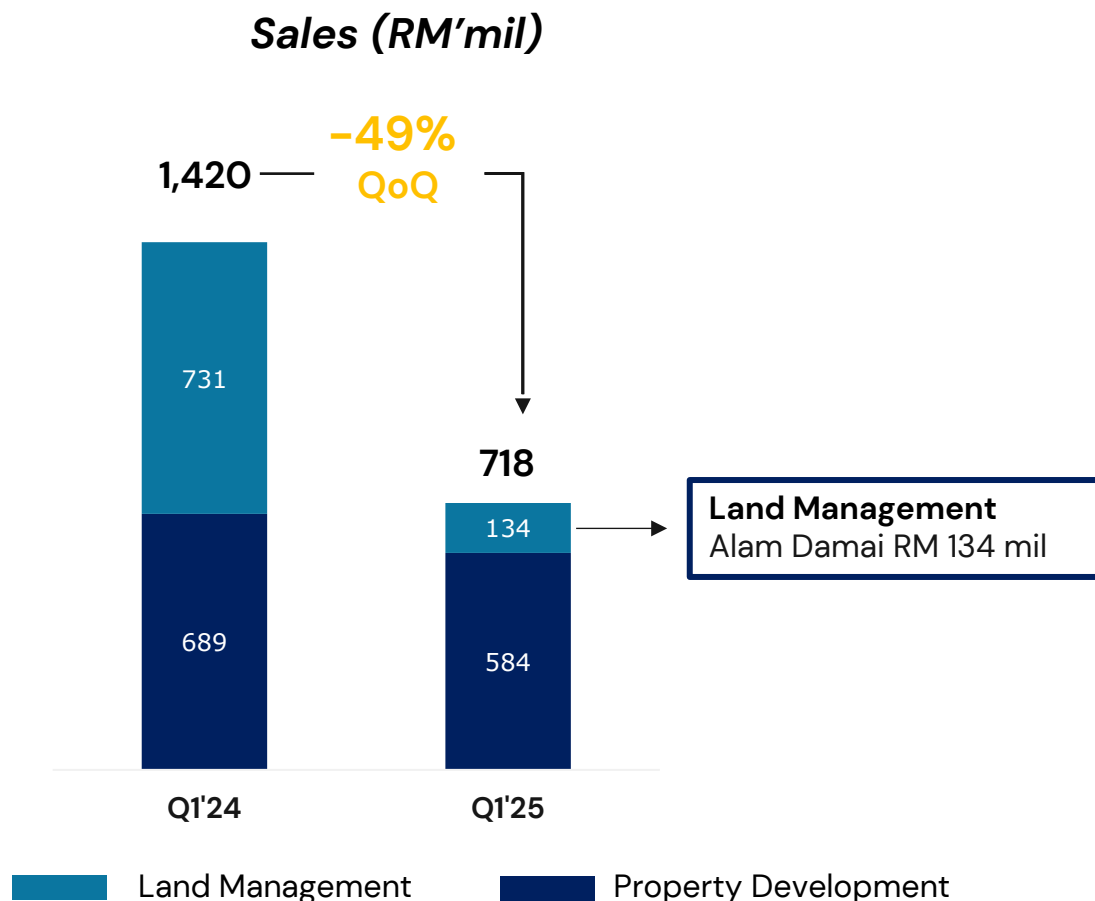


PATANCI Growth (RM' mil)

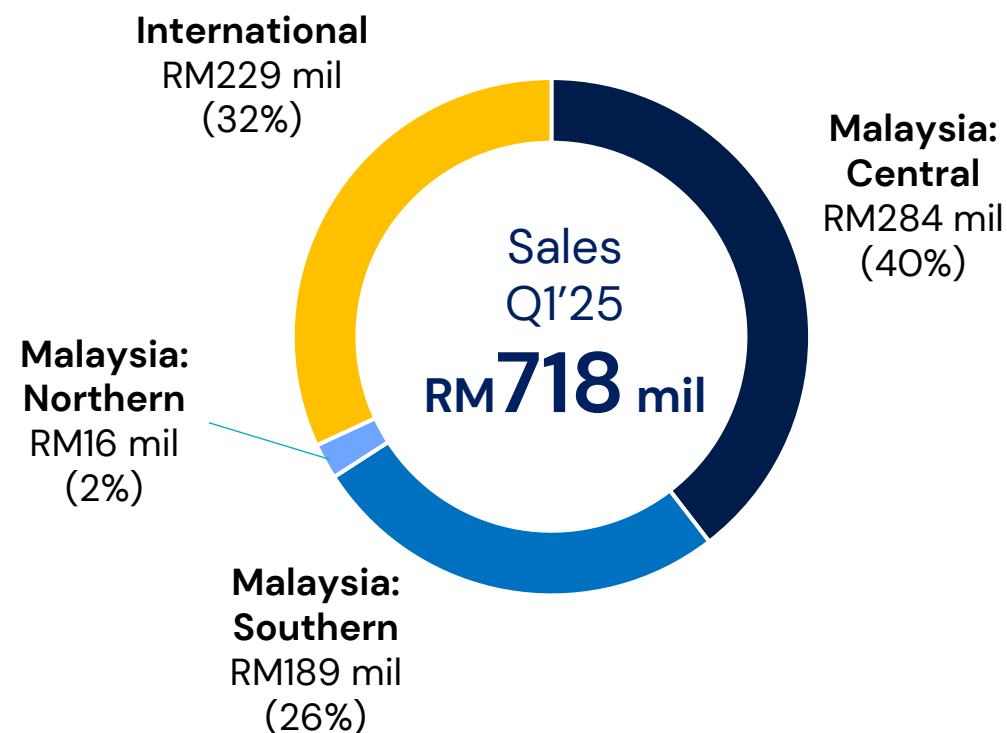
# Financial Performance

# Q1'25 Sales Performance

Strong **Domestic** Contribution: RM489 mil i.e. **68% of Sales**



## Sales breakdown by geography



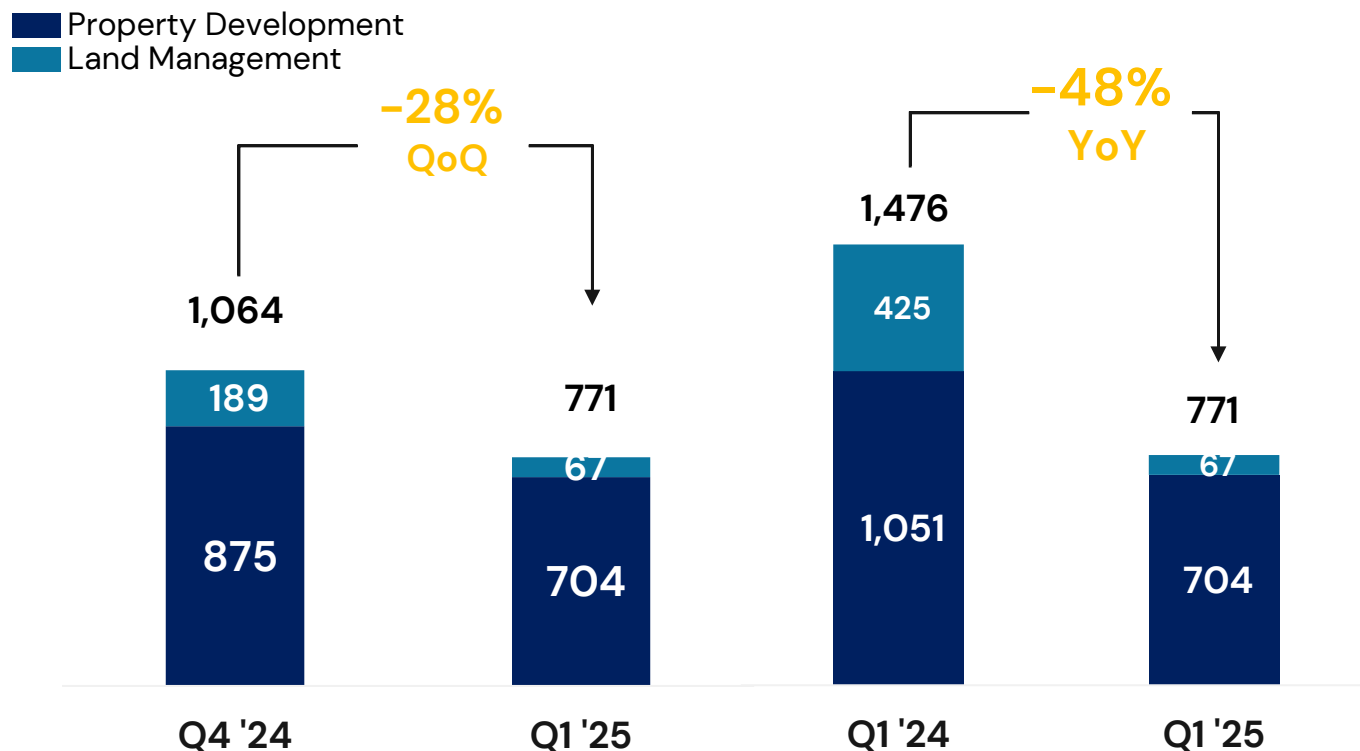
- Land management in Q1'25 made up 19% of total sales, driven by the Alam Damai deal (non-strategic land) vs Senibong land deal in Q1'24
- Domestic sales contributed for 68% of total Group sales. Overseas sales were largely from Atlas Melbourne.



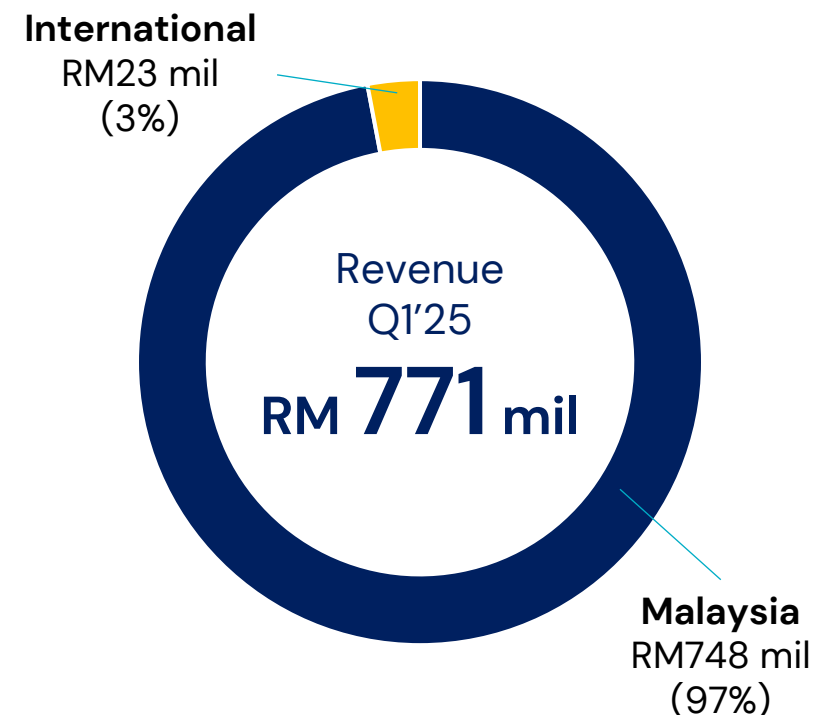
# Q1'25 Revenue Performance

Moderate revenue growth driven by core **domestic** contributions and **strategic land management**

Revenue (RM'mil)



Revenue breakdown by region

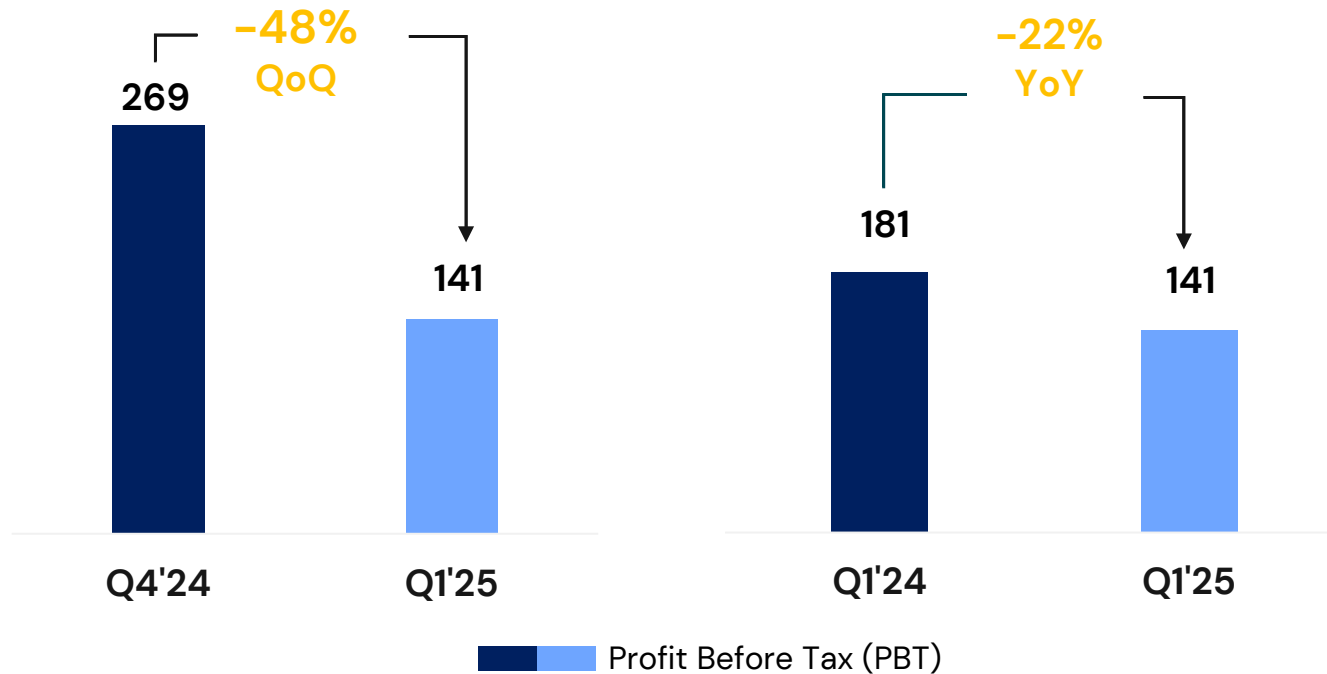


- Land management contributed ~9% of total revenue, mainly from commercial land deals in Bandar Setia Alam & Temasya
- Higher domestic revenue led by Central region and supported by favourable market conditions in the Southern region
- Lower International revenue in Q1'25 as higher recognition last year from Australia (Sapphire & UNO – substantially sold in prior years) and Vietnam (EcoXuan) upon handover in 2024.

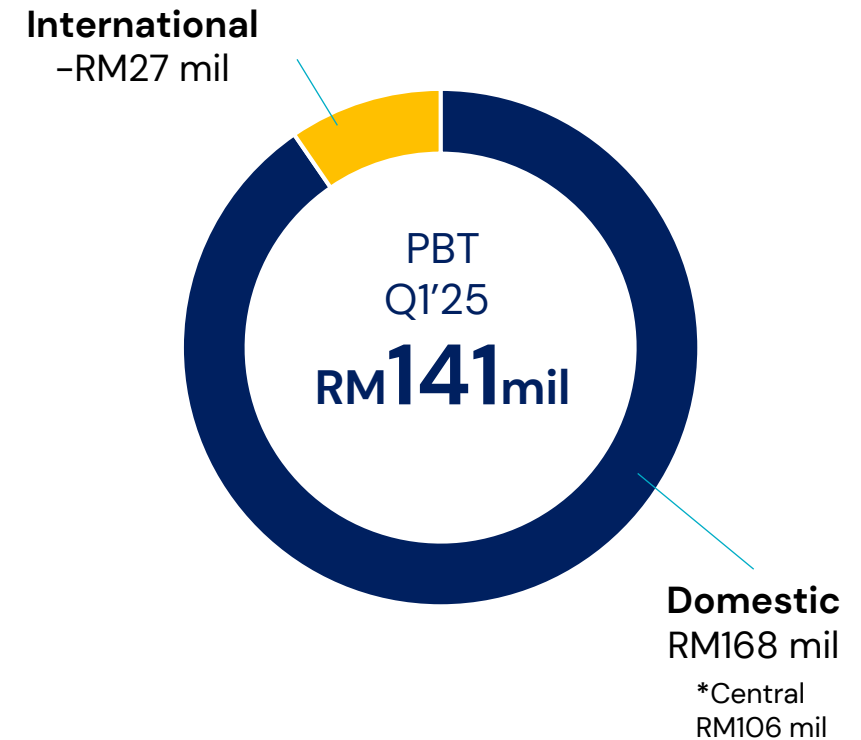
# Q1'25 PBT Performance

**Domestic** – Central\* region was the main contributor to Q1'25 PBT

*PBT (RM 'mil)*



*PBT breakdown by region*

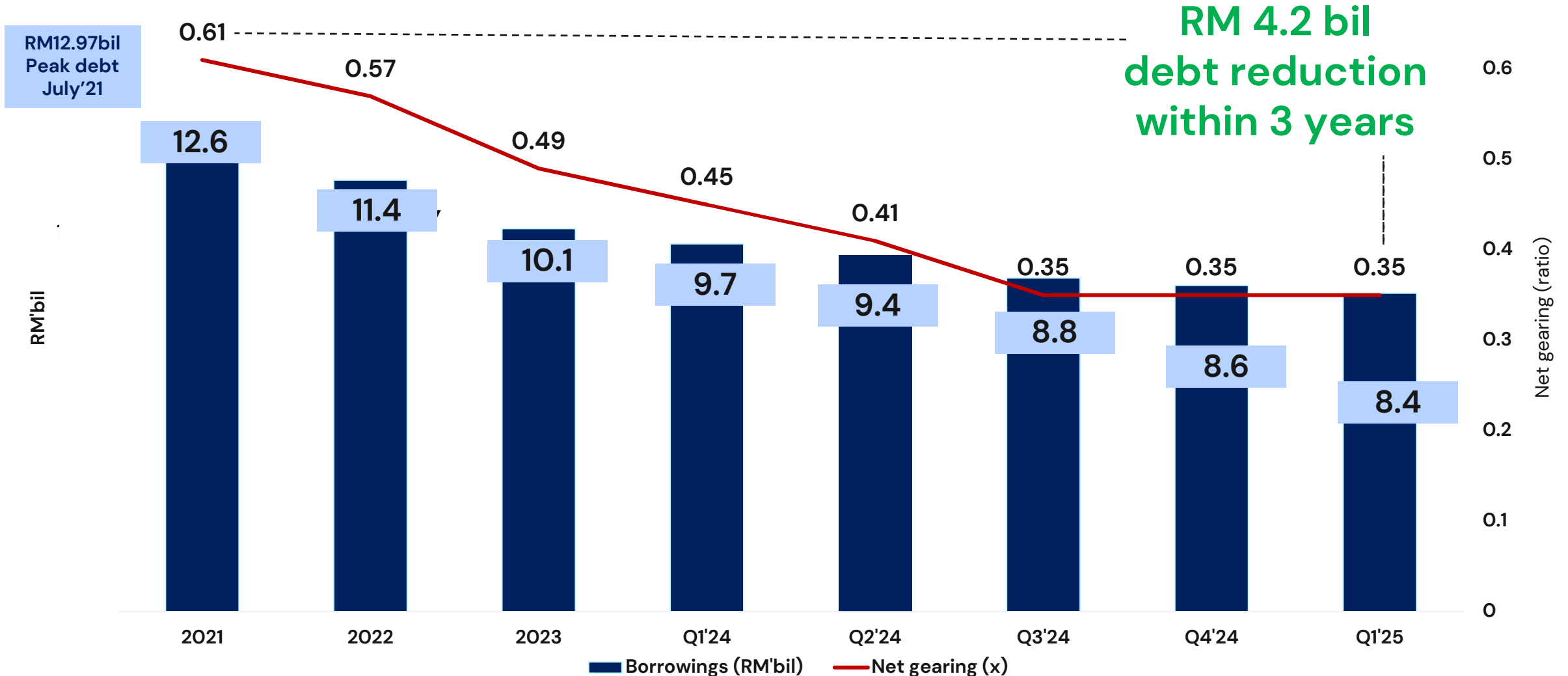


**YoY:** The drop in Q1'25 PBT was mainly due to lower revenue, with adverse impact from JV/associate losses, as well as minimal contribution from Australia



# Q1'25 Net Gearing

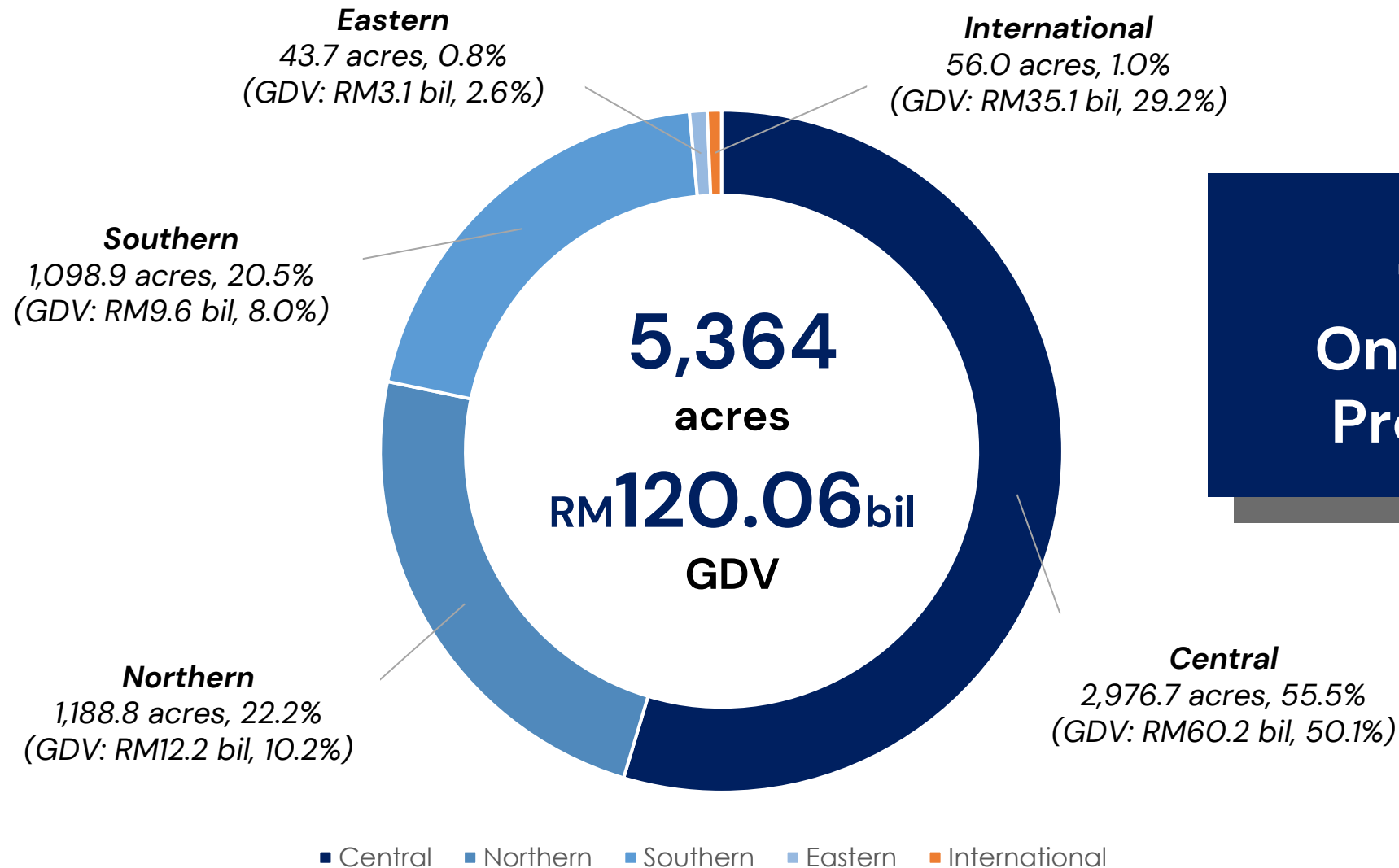
Debt reduction of **RM4.2 bil** since peak 2021 level – effective debt management & capital allocation



# Operational Updates

# Land banks

We have **5,364 acres** of remaining land banks with a total gross **GDV of RM120.06 bil** as at 31 Mar 2025

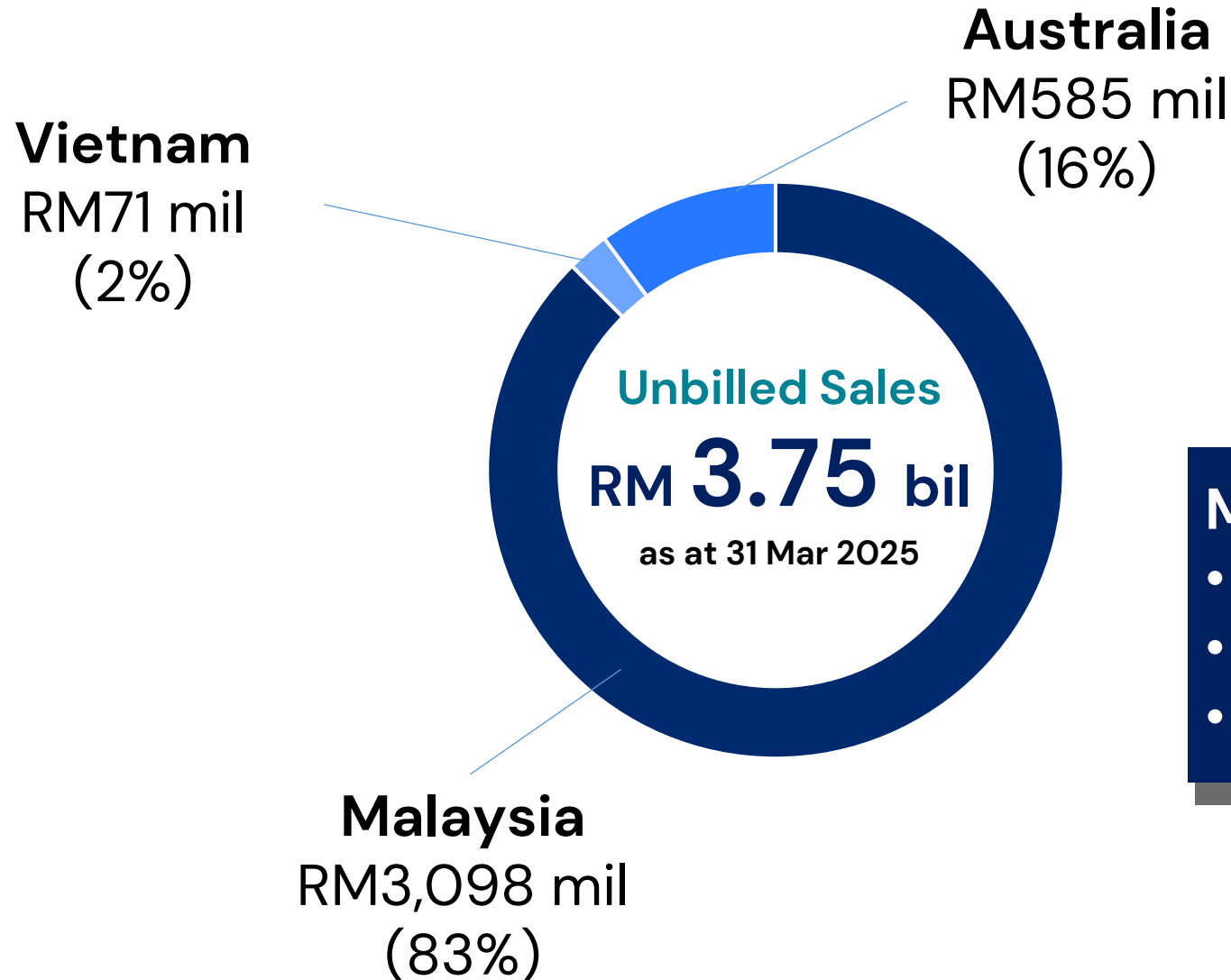


**42**  
**On-going Projects**



# Unbilled Sales as at 31 Mar 2025

Providing core development revenue visibility in the short to medium term



- Malaysia Unbilled Sales**
- Central – RM 2,422 mil
  - South – RM 498 mil
  - North – RM 178 mil

# Planned Launches 2025 (GDV)

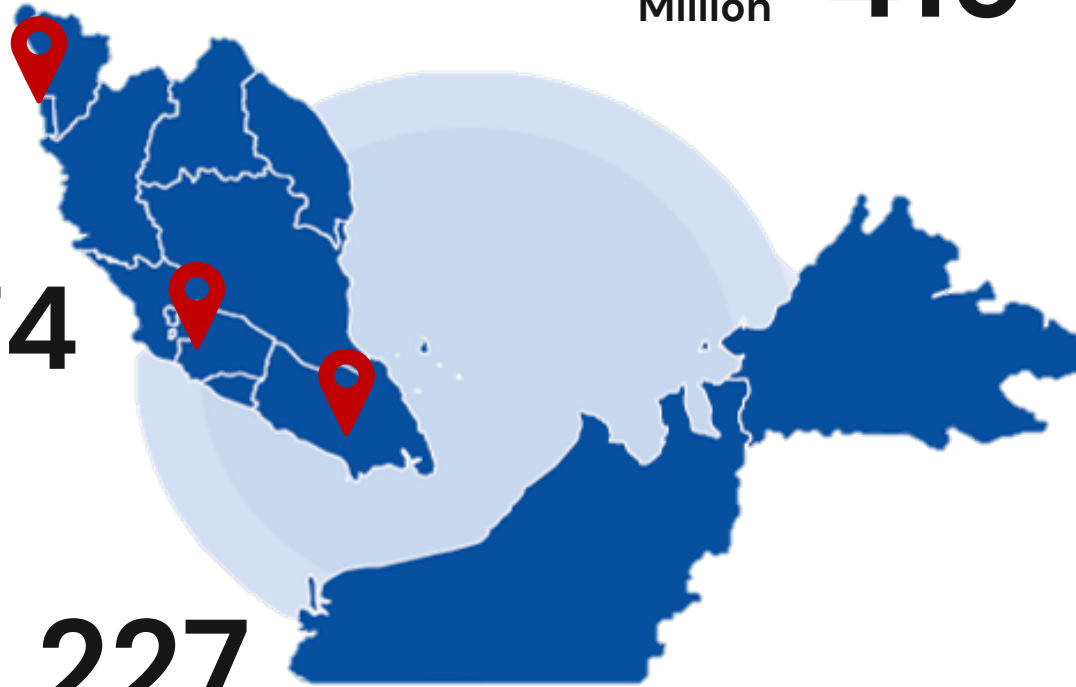
**RM5.1 bil** in property development and **RM300 mil** industrial launches to fuel FY2025 performance

1 Northern  
RM  
Million **616**

4 International  
RM  
Million **419**

2 Central  
RM  
Million **3,174**

3 Southern  
RM  
Million **1,227**



## Strategic Focus

**Future revenue pipeline 2025–2029**



# Cumulative Target GDV : RM 15 bil

## Northern : Setia Fontaines



**414 ACRES**  
**TARGET GDV RM 3.0 bil**  
 (2026 - 2034)  
 8 YEARS

## Central : Setia Alaman



**399 ACRES**  
**TARGET GDV RM 4.0 bil**  
 (2024 - 2029)  
 6 YEARS

## Southern : Tanjung Kupang

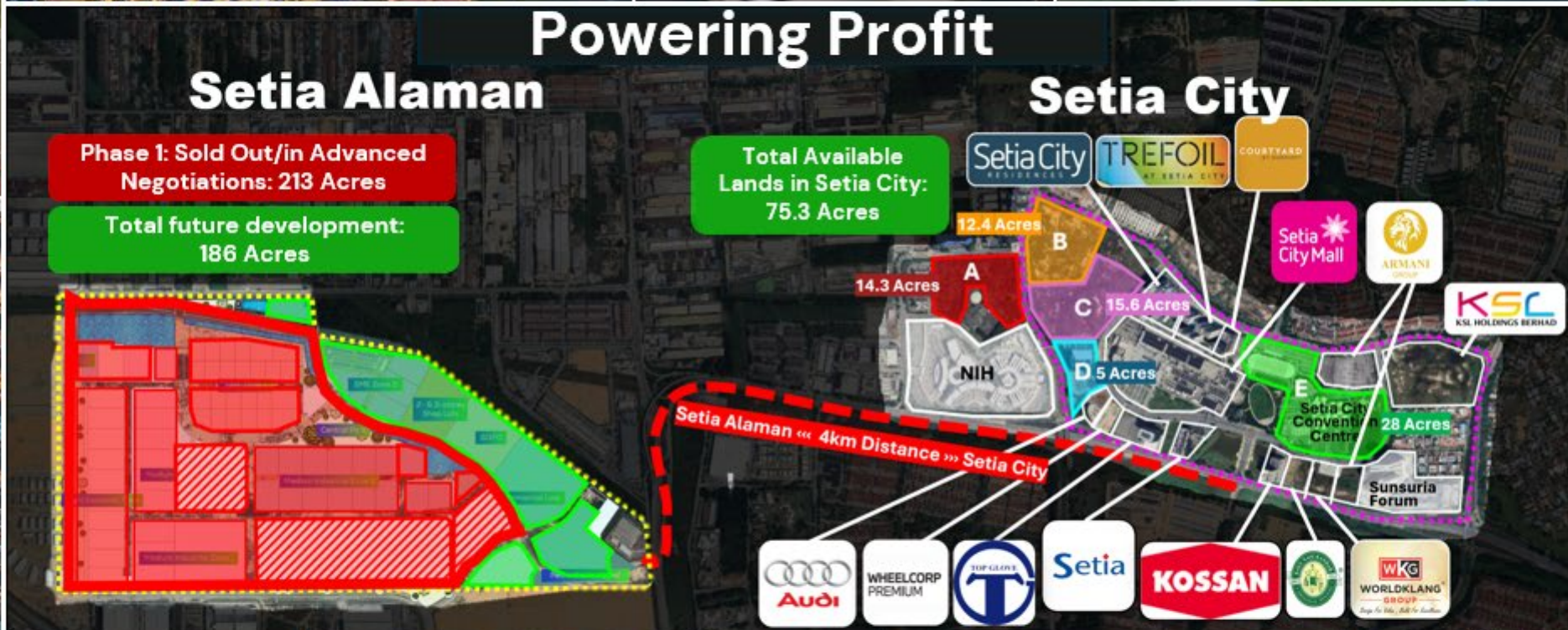


**307 ACRES**  
**TARGET GDV RM 8.0 bil**  
 (2025 - 2031)  
 7 YEARS



# Setia City Commercial Centre X Setia Alaman Industrial Park





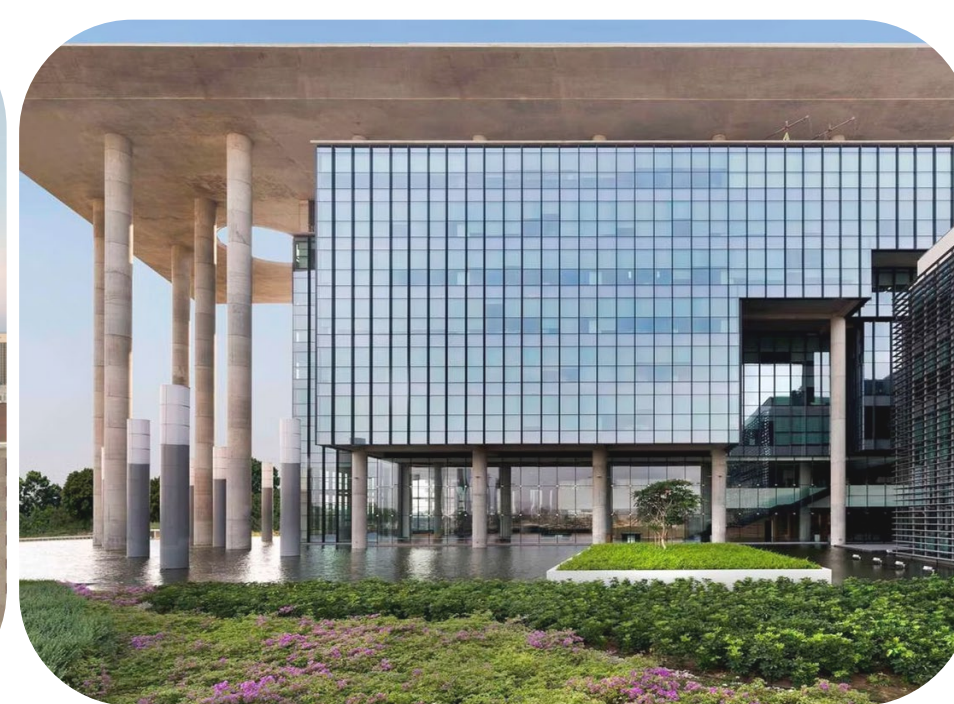


**Setia**  
Township



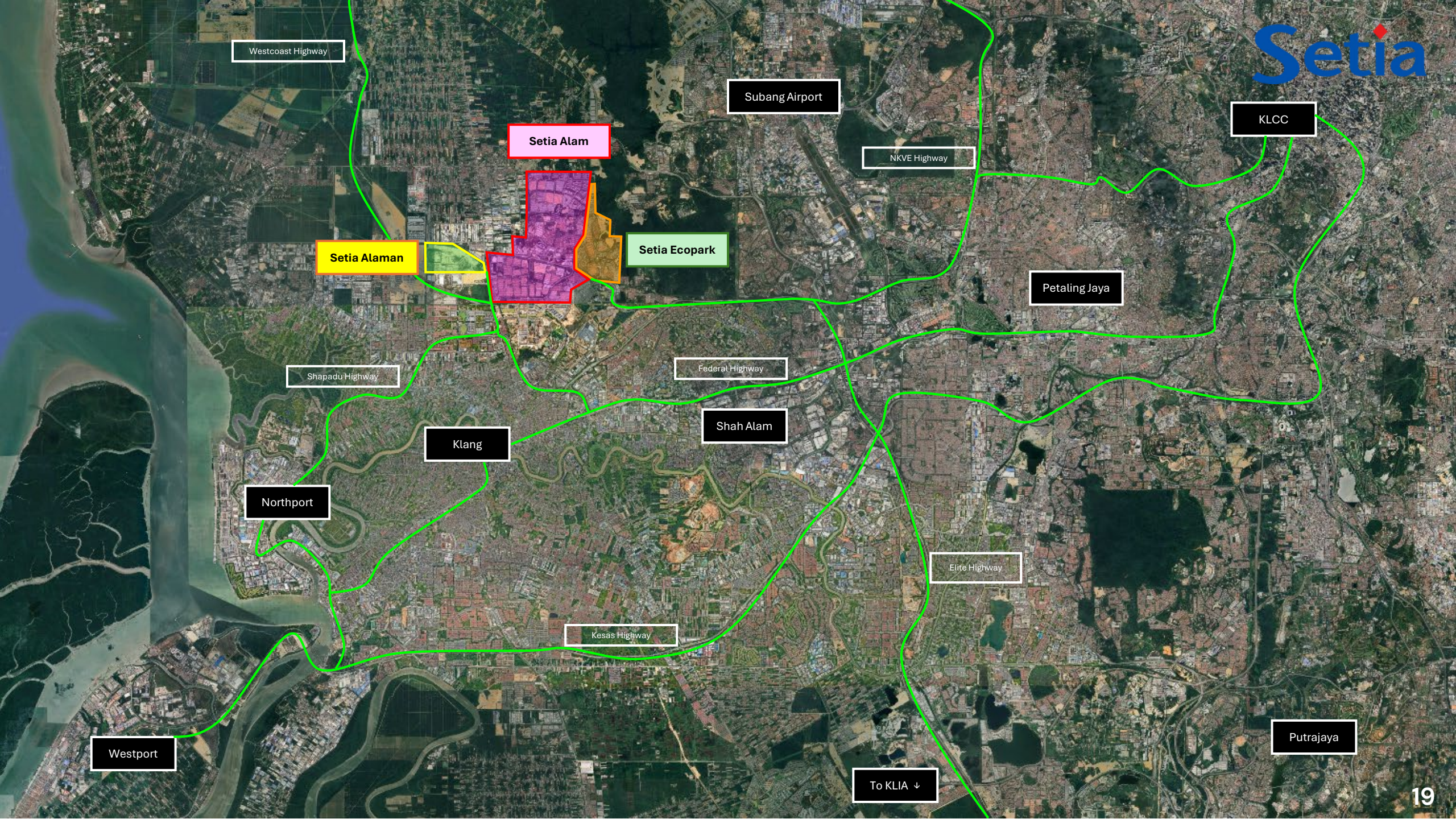
**Setia**  
Industrial

**Setia**  
Regional



**Setia**  
Investment  
Properties





Westcoast Highway

Subang Airport

KLCC

Setia Alam

NKVE Highway

Setia Alaman

Setia Ecopark

Petaling Jaya

Shapadu Highway

Federal Highway

Shah Alam

Klang

Northport

Elite Highway

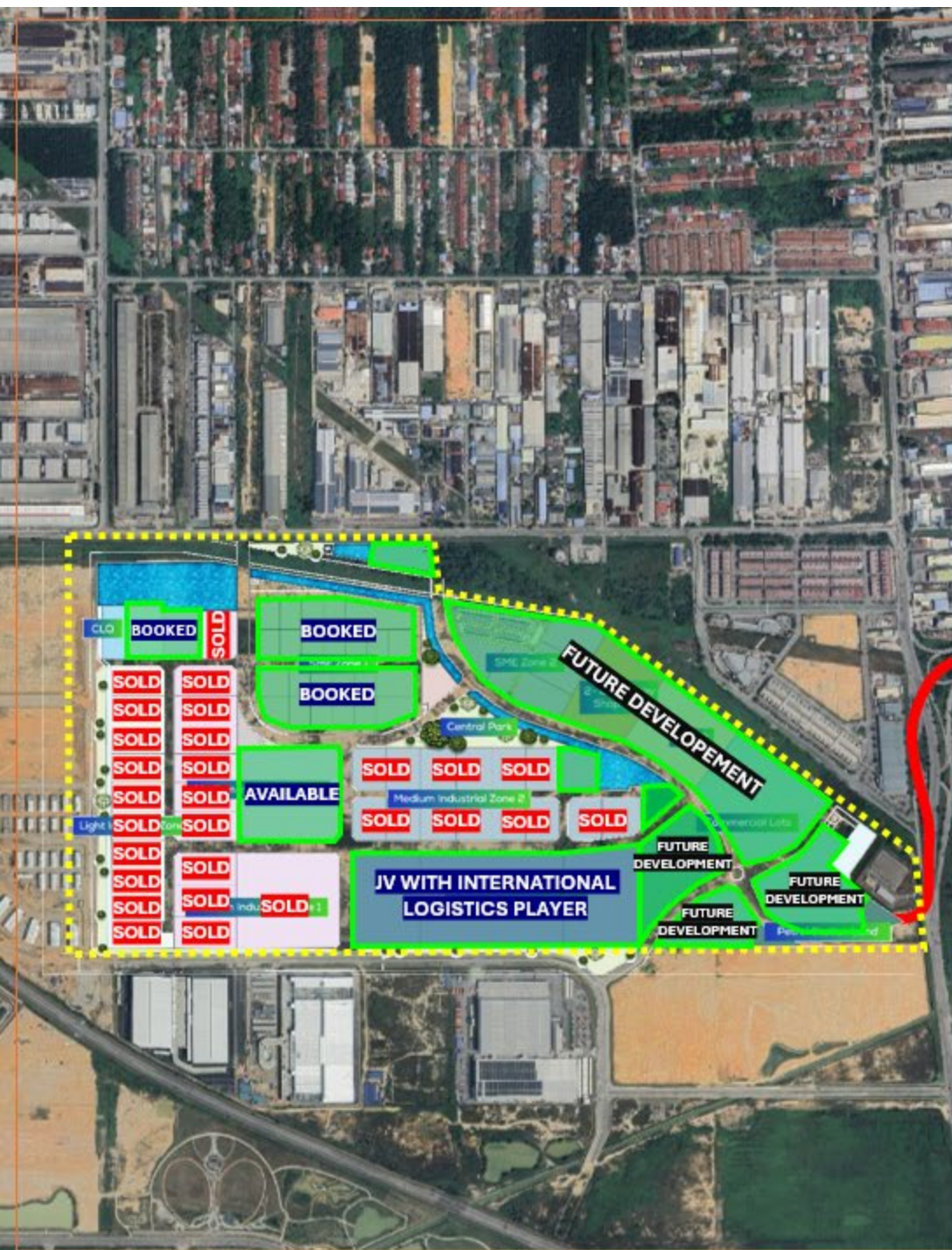
Kosas Highway

Westport

Putrajaya

To KLIA ↓





## Setia Alaman: Powering the next Surge of Growth

"Industrial growth in Setia Alaman supports population growth in Setia City"





## Setia City: Where Life, Work & Leisure Converge

**"Setia City provides lifestyle, housing & services for Setia Alaman's workforce"**





# SETIA CITY : From Vision to Reality

- **Setia City** anchors the 4,000-acre Bandar Setia Alam as **its vibrant urban heart**.
- Spanning 240 acres, it **blends lifestyle, business, and leisure** in one integrated hub.
- Home to a major mall, public park, offices, and residences—**crafted for balanced modern living**.





# ESG Elements :



Solar Power Generation



LED Lighting



24-Hour Monitoring



CCTV Surveillance



Dedicated Cycling Lane



Direct Link to Port Klang  
& KLIA



Rainwater Harvesting



Ample Greenspace



Proposed Business  
Support Center



5G Infrastructure Ready



Wide Access Road



EV Charging Station



Setia



# Powering The Surge of Growth

Year	Qty of Plots	Land Plots
2023	11	189 mil
2024	24	466 mil
Total	35	655 mil



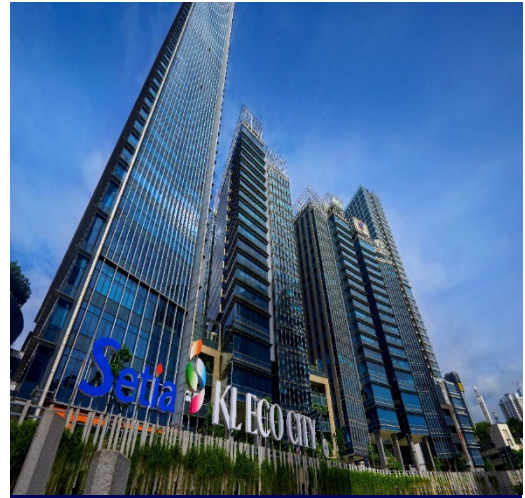
Setia Township

1



Setia Industrial

2



Setia Investment Properties

3



Setia Regional

4

Setia

F1 mindset

# Summary



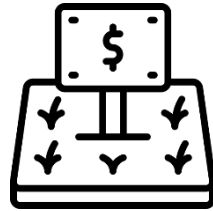
# Summary Q1'25

We continue to pursue **growth** across our wide-ranging portfolio across **domestic and international** markets, responding to market demands and **persevering** through the challenging global business environment.



**RM 718 mil**

Sales



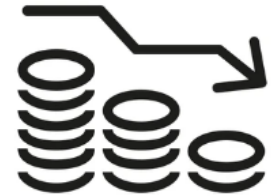
**RM 771 mil**

Revenue



**RM 141 mil**

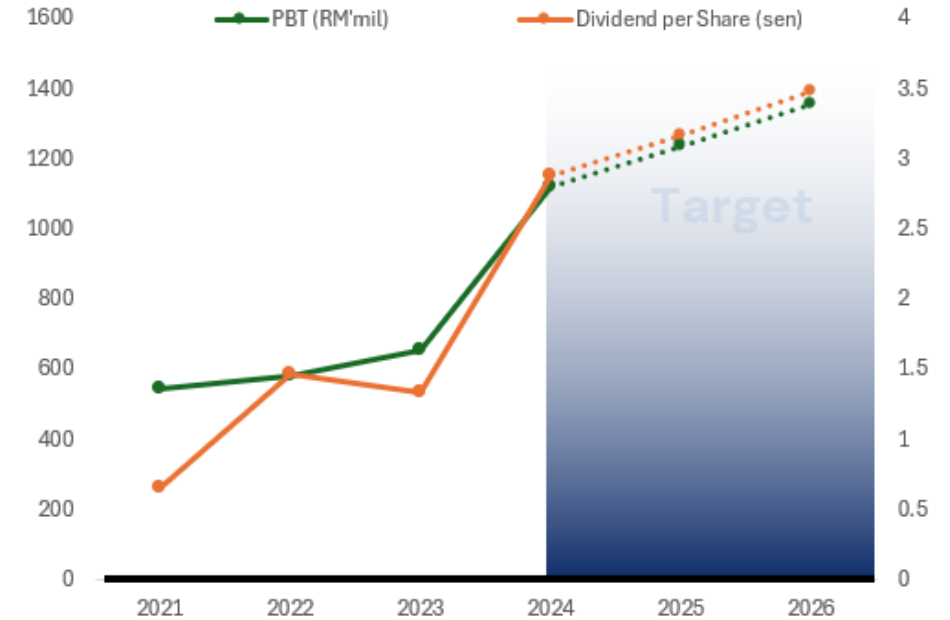
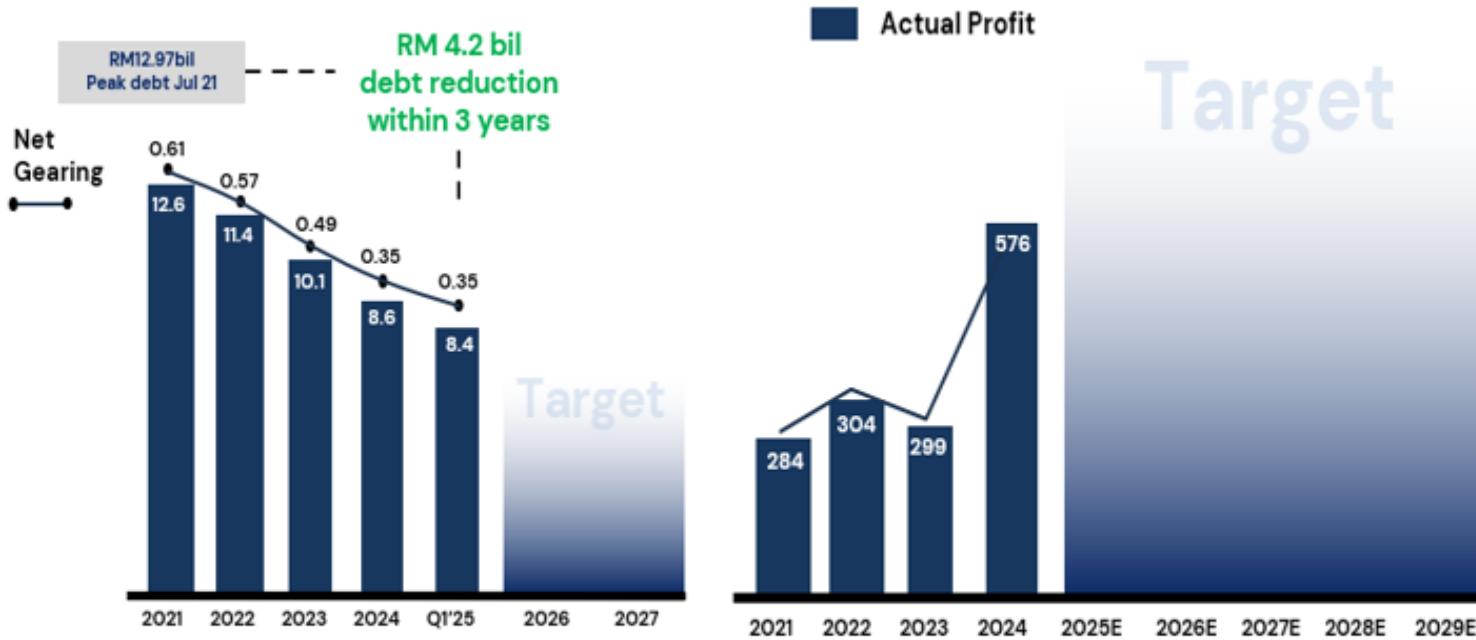
Profit Before Tax



**RM8.4 bil**

Borrowings

# Setia – Sustainable Growth



Strategic Focus & operational excellence  
F1 Mindset – Teamwork



# Team Setia





# Thank You



Setia Fontaines, Pulau Pinang



Setia Alaman Industrial Park, Klang, Selangor



Setia SPICE Convention Centre, Penang



Sapphire by the Gardens, Melbourne, Australia

# Disclaimer

This presentation contains certain statements which are forward-looking in nature, which are subject to uncertainties and contingencies. Forward-looking statements may contain estimates and assumptions made by Setia's Management after due inquiry, which are nevertheless subject to known and unknown risks and other factors which may cause the actual results, performance or achievements to differ materially from the anticipated results, performance or achievements expressed or implied in such forward-looking statements.

In light of these and other uncertainties, the inclusion of a forward-looking statement in this presentation should not be regarded as a representation or warranty that Setia's plans and objectives will be achieved. The Group takes no responsibility or liability for any loss or damages that may be incurred or suffered in connection with any reliance on forward-looking statements made in this presentation.

The information in this presentation is current as at the date of its issue.

