



YOMA STRATEGIC HOLDINGS LTD.

ANNUAL GENERAL MEETING

2024



STRATEGIC HIGHLIGHTS



**Leading real estate
developer in Myanmar**

- Largest contributor towards the Group's revenue at 50.3%.
- Real Estate Development revenue increased 105.3% y-o-y to US\$94.1 million in 12M-Mar2024.
- Sales and construction progress driven by projects at StarCity, Pun Hlaing Estate and City Loft West.
- Unrecognised revenue stood at US\$147.1 million as at 31 March 2024.

SUCCESSFUL PRODUCT LAUNCHES



PUN HLAING ESTATE



LOTUS TERRACE



THE HILLS
© PUN HLAING





CURRENT CONSTRUCTION PROGRESS OF ESTELLA



STRATEGIC HIGHLIGHTS

- Second largest contributor towards the Group's revenue at 23.7%.
- Continued adoption in digital business as consumers utilise digital payment solutions.
- In 12M-Mar2024, digital payment volumes grew by 90% year-on-year.
- Launched international remittance services in Thailand to facilitate seamless money transfers back into Myanmar.



59,000+

agents covering 90%
geographical area

75%

share of the country's
OTC remittance market

11.4 million

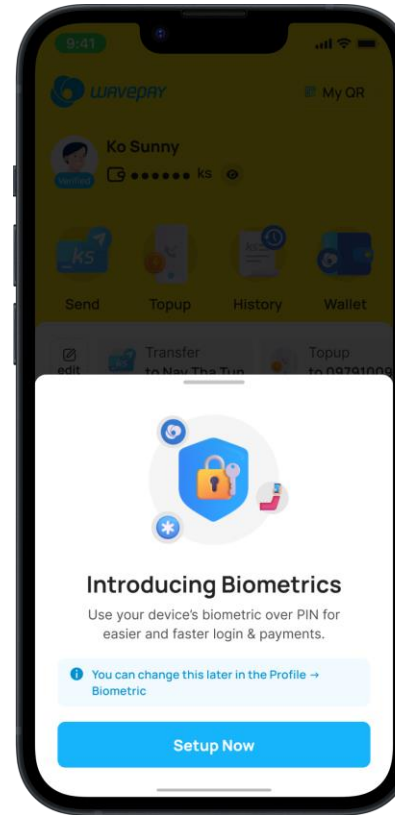
active users*

* Unique users who perform any transaction in the last 90 days.

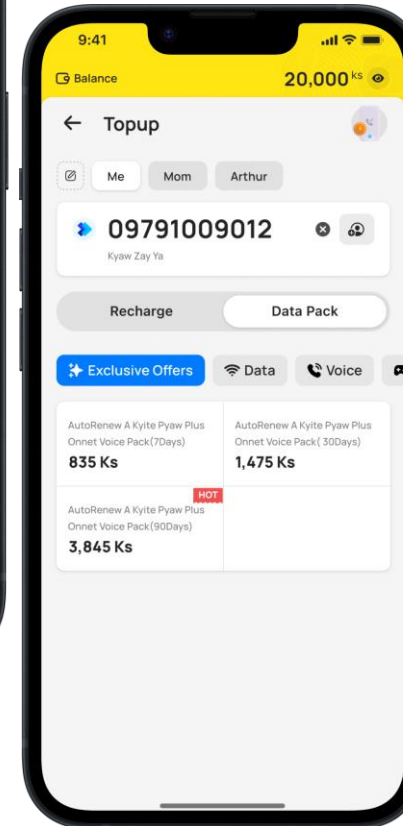
WAVEPAY 2.2 :

UNLOCKING POSSIBILITIES WITH ENHANCED FEATURES

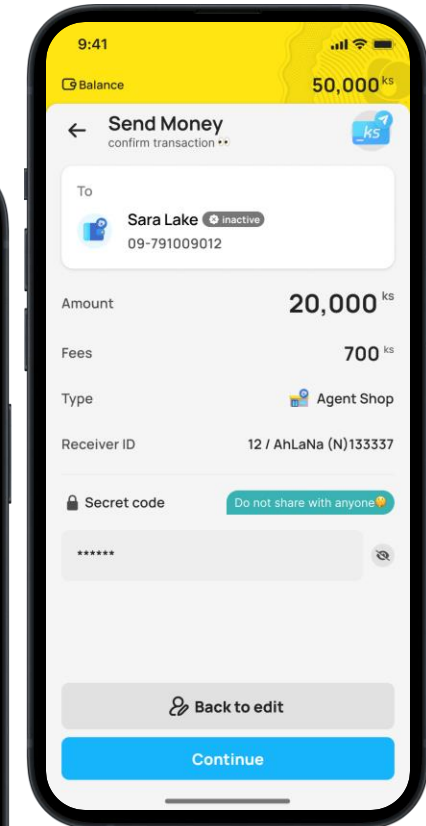
- Seamless login
- Enhanced top-up experience
- Improved transaction journey
- Onboarded 210,000 merchants



Secure biometric login



Improved user experience for
airtime topup + exclusive offers



Easy to read summary and
secret code with masking

STRATEGIC HIGHLIGHTS

- Nation's largest restaurant operator with 73 KFC and YKKO restaurants.
- Strong consumer spending driven by successful marketing campaigns, promotions and partnerships with service providers.
- Same-store sales and transactions grew by 48.4% and 19.5%, respectively, leading to record revenue.
- Yoma F&B expanded its domestic reach through YKKO franchising.
- Plans to further expand the YKKO franchise to Bangkok, targeting the city's growing Myanmar community.



KEY FINANCIAL HIGHLIGHTS

Revenue increased by

79%

to US\$220.8 million

Core EBITDA improved by

160%

to US\$46 million

Core EBITDA margin

21%

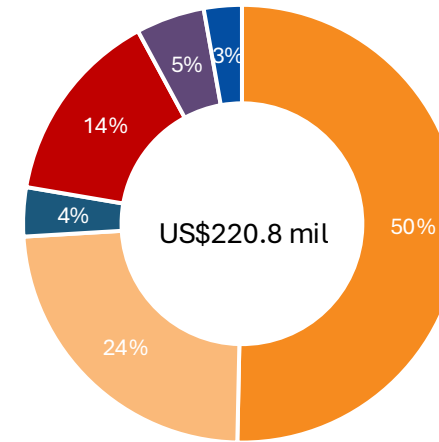
(12M-Mar2023: 14%)

Net profit reached

US\$21 million

(12M-Mar2023: Loss of US\$63 million)

Revenue Contribution in 12M-Mar2024



- Yoma Land Development
- Leasing
- Yoma Motors
- Mobile Financial Services
- Yoma F&B
- Investments

BALANCE SHEET

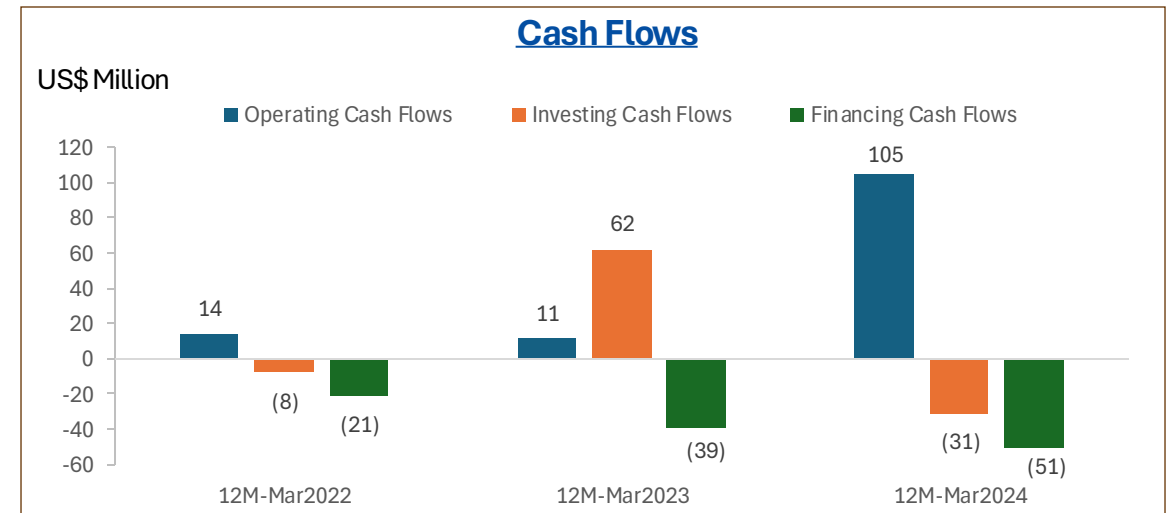
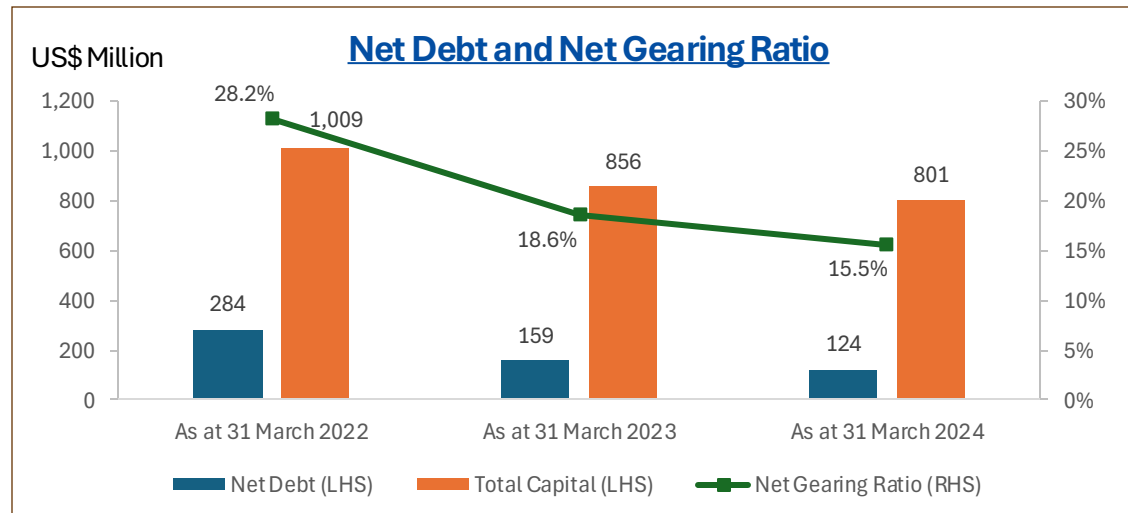
as at 31 March 2024

Net gearing ratio decreased to

16%

Strong operating cash flow of

US\$105 million



BUILDING A LEADERSHIP PIPELINE

- Yoma Emerging Leaders League (YELL) programme, launched in November 2021, invests in the future by cultivating the next generation of leaders within the Group.
- "Inno Learn", co-developed with Gusto University, attracts and grooms high-potential IT talent.
- Step-in Step-up (SISU), a CSR vocational training programme, empowers hidden talent and fosters the future workforce. In FY2023, SISU equipped 362 individuals with valuable skills, achieving an impressive >70% placement rate.





THANK YOU

