

TRADING UPDATES 3M-Jun2022

“Despite ongoing challenges, the Group’s revenue and core operating EBITDA grew year-on-year reflecting the Group’s continued adaptation of its operations and business mix to the overall operating environment and its efforts in maintaining stringent financial management.

The Group will continue to remain prudent in its business planning for the foreseeable future and remains focused on deleveraging its balance sheet and managing its costs.”

Melvyn Pun, CEO

Revenue Breakdown

US\$(Million)	3M-Jun2021	3M-Jun2022	YoY% change
Yoma Land	8.9	9.2	3.4%
<i>Yoma Central*</i>	0.8	0.0	(100.0%)
<i>Real Estate Development**</i>	6.2	6.4	3.2%
<i>Real Estate Services</i>	1.9	2.8	47.4%
Yoma Financial Services	1.7	1.2	(29.4%)
Yoma F&B	4.4	6.6	50.0%
Yoma Motors	4.3	3.5	(18.6%)
Investment and Corporate	0.3	0.4	33.3%
Group Revenue	19.6	20.9	6.6%

* The Yoma Central project was temporarily suspended in June 2021.

** Real Estate Development at StarCity and Pun Hlaing Estate.

Core Segment Commentary

Yoma Land

- Revenue increased in 3M-Jun2022 primarily at StarCity from City Loft and Star Villas where both units sold and construction progress improved over 3M-Jun2021.
- The reputation of the Group’s gated communities continues to drive prospective buyer and renter interest in StarCity and Pun Hlaing Estate. The Group maintains a positive outlook for the real estate sector in Myanmar

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given the competitive positioning of the Group's estates and as the demand for hard assets persists in the current environment.

- Future revenue of US\$6.9 million for the sold units at StarCity and Pun Hlaing Estate is expected to be realised as construction progresses:
 - City Loft @ StarCity: As at 30 June 2022, 931 units were launched for sale, of which 816 units were booked and sold.
 - Star Villas: As at 30 June 2022, 39 units of the 43 launched units (including Phase II) were booked and sold.
 - The Hills: As at 30 June 2022, 1 unit of the 9 launched units was booked and sold.
- The Yoma Central project remains temporarily suspended.
- Overall real estate services revenue also improved year-over-year. An enlarged population at StarCity resulted in higher estate management fees, and the converted office space in StarCity (formerly the Dulwich College Yangon), which was fully handed over to the tenant in February, increased commercial leasing revenue.

Yoma Financial Services

Yoma Fleet

- As at 30 June 2022, the fleet size stood at 1,171 vehicles with third-party assets under management of US\$41.1 million.
- The finance lease segment has been affected by the limited availability of new vehicles from the recent import restrictions. The operating lease segment continues to be dependent on the overall macro sentiment of businesses operating in Myanmar.
- Yoma Fleet remains focused on collections and cash management, improving fleet efficiency and managing foreign currency exposures.

Wave Money

- Wave Money's revenue grew 53% Y-o-Y as economic activities and the overall macroeconomic environment improved from the disruptions of 2021.
- EBITDA increased despite higher digital spending on customer AAR and marketing costs.
- Digital transaction volumes and digital monthly active users (MAUs) have recovered substantially with 2.1 million digital MAUs as at 30 June 2022, higher than the 0.9 million digital MAUs in June 2021.

Yoma F&B

- Business activity across Yangon and Mandalay has broadly resumed with strong consumer demand for F&B offerings. Both KFC and YKKO faced fewer operational disruptions, although inflationary cost pressures will present margin challenges for the remainder of the year.
- Revenue growth and right sizing of the Restaurants platform led to core operating EBITDA growth for both brands Y-o-Y.
- As at 30 June 2022, the Group operates 35 KFC and 34 YKKO restaurants.

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- Revenue from the Logistics business was lower Y-o-Y due to the termination of certain contracts, closure of the Metro Myanmar business and a decline in demand for transportation services from lower economic activity.

Yoma Motors

Heavy Equipment

- The Heavy Equipment business continued to be affected by subdued hire purchase financing availability and unrest in Upper Myanmar.
- 61 New Holland tractors and 3 JCB machines were sold in the current quarter (vs. 86 tractors and 5 machines in 3M-Jun2021).

Automotive

- Revenue was broadly flat Y-o-Y as pricing increases offset the suspension of vehicle imports that continues. The Group sold 12 Volkswagen vehicles and 7 Ducati motorbikes in the current quarter (vs. 16 vehicles and 18 motorbikes in 3M-Jun2021).
- Mitsubishi Motors sold 73 vehicles in the current quarter (vs. 263 vehicles in 3M-Jun2021) for similar reasons.
- The Group is looking to consolidate the operations of its Automotive businesses in order to save costs given the uncertainty of the continuing vehicle import suspension.

Myanmar Updates

- Since April, the Central Bank of Myanmar has announced a number of foreign currency regulations, including the mandatory conversion of USD into MMK, approval processes for the purchase and remittance of USD, and the regulations relating to offshore loan repayments. The development of these regulations remains fluid and the Group continues to monitor any additional announcements or clarifications from the Central Bank of Myanmar.
- Myanmar has now reopened to fully vaccinated international travellers, with e-visa applications for business visitors and tourists having resumed on 1 April 2022 and 15 May 2022 respectively.
- Business activities have largely resumed in Yangon and Mandalay, and the Group continues to monitor the overall operating environment to ensure the health and safety of its employees, customers and partners.

Dated 11 August 2022

Cautionary Statement

Statements made in this Trading Update may contain some forward-looking statements that express management's beliefs, expectations or estimates regarding future occurrences and prospects. These statements are not undertakings as to the future performance of the Company. Although the Company considers that such statements

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are based on reasonable expectations and assumptions on the date of release of this Trading Update, they are subject to various risks and uncertainties, including changes and volatility in political, economic or industry conditions, slowdowns or global outbreaks of pandemics or contagious diseases or fear of such outbreaks, which could cause actual performance to differ from those indicated or implied in such statements and/or could change over time. The Company does not have the obligation and undertakes no obligation to update or revise any of the forward-looking statements.

About Yoma Strategic Holdings Ltd. (www.yomastrategic.com)

Listed on the Main Board of the Singapore Securities Exchange Trading Limited (SGX-ST), Yoma Strategic Holdings Ltd. is a leading business corporation with a diversified portfolio of businesses in Real Estate, Consumer, Automotive & Heavy Equipment, Financial Services and Investments in Myanmar. Together with its partner, the SPA Group, the Group is taking a conglomerate approach to build a diversified portfolio of businesses in Myanmar. The Company was ranked in the top 5% of the Governance and Transparency Index 2021, ranked 15th out of top 100 largest Singapore companies in the ASEAN Corporate Governance Scorecard 2017 and won the Best Managed Board (Gold) Award at the Singapore Corporate Awards in 2016.

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