

## TRADING UPDATES 1Q2026

“The Group’s revenue rose by 45.3% year-on-year, supported by solid business performance and a more stable MMK. This growth underscores the resilience and adaptability of our businesses. Yoma Land maintained solid momentum, with ongoing construction and handover activities, closing the quarter with US\$96 million in unrecognised revenue. Our consumer-focused businesses saw healthy demand, reflecting strong consumer confidence in the reputational strength of our brands. At Wave Money, we are continuing to build the digital ecosystem, expand the agent network, deepen user engagement, and grow our merchant base.”

Mr. Melvyn Pun, Chairman and CEO

### Revenue Breakdown in USD

| US\$(Million)                              | 1Q2025      | 1Q2026      | YoY % change |
|--------------------------------------------|-------------|-------------|--------------|
| Yoma Land                                  | 16.0        | 32.6        | 103.8%       |
| <i>Real Estate Development<sup>1</sup></i> | 14.0        | 30.2        | 115.7%       |
| <i>Real Estate Services</i>                | 2.0         | 2.4         | 20.0%        |
| <i>Yoma Central</i>                        | -           | -           | -            |
| Yoma F&B                                   | 7.3         | 9.0         | 23.3%        |
| Mobile Financial Services - Wave Money     | 8.4         | 5.3         | (36.9%)      |
| Leasing - Yoma Fleet                       | 1.1         | 1.1         | 0.0%         |
| Yoma Motors                                | 2.0         | 3.3         | 65.0%        |
| Investment and Corporate                   | 1.4         | 1.3         | (7.1%)       |
| <b>Group Revenue</b>                       | <b>36.2</b> | <b>52.6</b> | <b>45.3%</b> |

<sup>1</sup>Revenue from Real Estate Development is attributed to StarCity, Pun Hlaing Estate and City Loft West.

In 1Q2026, the kyat depreciated by c.10% year-on-year, a more moderate decline compared to the c.55% year-on-year depreciation in 1Q2025.

### Yoma Land

- Real Estate Development revenue increased by 115.7% year-on-year.
- New projects under construction, including ARA at StarCity and Sandakuu Villas at Pun Hlaing Estate, generated percentage of completion revenue of US\$13.4 million, representing approximately 44% of Real Estate Development revenue in the current quarter.

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- Phases 2 and 4 of Estella at StarCity reached an advanced stage of construction, and consequently greater revenue was recognised. These phases contributed US\$11.4 million or approximately 38% of Real Estate Development revenue in the current quarter.
- Total unrecognised revenue from ongoing projects amounted to US\$95.7 million as at 30 June 2025. This revenue is expected to be realised over the next 18-24 months as construction progresses. As at 30 June 2025, booked and sold units:
  - Estella: 688 of the 690 launched units.
  - ARA: 538 of the launched 634 units.
  - City Loft West: 619 of the 715 launched units.
  - Pun Hlaing Estate<sup>1</sup>: 44 of the 52 launched units.
  - Sandakuu: 134 of the 182 launched units.
- Revenue from Real Estate Services grew by 20.0% year-on-year, driven by estate operations. Estate operations revenue grew by 40.2% year-on-year as a result of the larger resident population and higher utility charges at StarCity and improved golf club performance at Pun Hlaing Estate.

### **Yoma F&B**

- Revenue increased by 23.3% year-on-year, supported by strong customer demand and a significant rise in transaction volumes, particularly at KFC. This was driven by successful marketing campaigns, collaborations with partners such as foodpanda, Coca-Cola, and WavePay, as well as a larger operating platform at YKKO.
- Same-store sales and transactions at both brands grew by 39.7% and 5.1%, respectively.
- KFC implemented multiple pricing increases during the quarter to counter inflationary cost pressures.
- As of 30 June 2025, the Group operated 35 KFC and 43 YKKO restaurants in Myanmar, including 5 franchised YKKO restaurants. The Group now operates 2 YKKO outlets in Thailand, following the opening of its second outlet in June 2025.
- YKKO also held a 4-day pop-up in Singapore on 25–26 June and 28–29 June, selling over 700 bowls of its signature dishes.

### **Mobile Financial Services – Wave Money**

- Revenue declined by 36.9% year-on-year.
- OTC transaction volumes fell by 24.4% year-on-year, impacted by electricity and network disruptions following the March earthquake (now fully restored), operational challenges in outlying regions, macroeconomic pressures, and a shift towards digital channels.
- Digital transaction volumes grew by 49.6% year-on-year, driven by increased activity in cash-in/cash-out services, airtime top-ups at the telco operators, e-sports, and digital advertising. Use cases also expanded across bill payments, QR payments and e-commerce.

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<sup>1</sup> Includes Lotus Hill (15 semi-detached), The Hills (12 villas), Lotus Terrace (18 apartments) and The Ren (7 villas)

- Merchant acquisition and usage volumes under MMQR continued to grow with the merchant population expanding to 187,000 and continued growth in active participation.
- Unique users reached 7.9 million as at 30 June 2025, supported by stronger engagement from new users and sustained retention efforts.

### **Leasing - Yoma Fleet**

- Revenue was flat year-on-year in USD terms but increased in MMK terms.
- The operating lease business saw improved utilisation on a higher-value fleet, and daily rentals benefited from strong Yangon–Mandalay demand despite a smaller fleet. The Yoma Plus lease-to-buy programme onboarded more corporate customers with a wider product selection.
- This was partially offset by (i) a shrinking finance lease portfolio that was constrained by import restrictions, customer buyouts, and muted demand for financing as upfront cash requirements increased; and (ii) shrinkage in the MSP Caterpillar fleet due to softer demand and continued difficulties accessing rural worksites.
- As of 30 June 2025, third-party AUM stood at US\$21.1 million with a fleet size of 838 vehicles.

### **Yoma Motors**

#### **Heavy Equipment**

- Revenue increased by 33.3% year-on-year to US\$2.4 million, supported by improved stock availability and backlogged deliveries of Hino trucks.
  - Hino: 30 trucks were sold during 1Q2026 vs. NIL trucks during 1Q2025.
  - New Holland: 10 tractors were sold during 1Q2026 vs. 33 tractors during 1Q2025.
  - YHE: 1 generator was sold during 1Q2026 vs. 4 generators during 1Q2025.

#### **Passenger Vehicles**

- Revenue increased from US\$0.1 million in 1Q2025 to US\$0.9 million driven by the resumption of vehicle sales following the restocking of inventory.
  - 17 vehicles were sold during 1Q2026 vs. NIL vehicles during 1Q2025.

### **Investment and Corporate**

- Revenue was primarily driven by KOPSA, which recorded a 25.0% year-on-year decline due to reduced transportation volumes as key customers scaled back production following import restrictions. This was partially mitigated by higher warehousing revenue from the storage of supplies related to the earthquake relief efforts.

Dated 31 July 2025

## 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 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.

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## About Yoma Strategic Holdings Ltd. ([www.yomastrategic.com](http://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, Mobile Financial Services, Leasing, F&B, Heavy Equipment & Passenger Vehicles and Investments in Myanmar. The Group is taking a conglomerate approach to build a diversified portfolio of businesses in Myanmar. As a responsible business organisation in Myanmar, the Group engages with the relevant government ministries and regulators to conduct its activities which may involve meetings between the Group's executives and the relevant government officials from time to time. The Company was ranked in the top 10% of the Singapore Governance and Transparency Index 2024, ranked 15th out of top 100 largest Singapore companies in the ASEAN Corporate Governance Scorecard 2017, and won the Best Managed Board (Gold) 2016, the Best Annual Report (Silver) 2022 and the Best Investor Relations (Silver) 2023 at the Singapore Corporate Awards.

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