



Yoma Strategic Holdings

Annual General Meeting 2026

YOMA^{at}
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20 Years of Building a Better Myanmar for Its People



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Started vehicle leasing and rental business -2014



Strengthened F&B platform with YKKO acquisition - 2019



KFC Myanmar's first store opening - 2015



Yoma Central's groundbreaking - 2017



Expansion into mobile financial services -2018

20 Years of Impact: Leading Property Developer in Myanmar



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Residential Estates

~6,800

Booked and Sold Units¹

~11,000

Total Residents

997 Million

Total Revenue²

¹ Includes booked and sold units at Pun Hlaing Estate, StarCity, Padauk Garden, City Loft West, and Yoma Central.

² Combined revenue from Yoma Land Development and Yoma Land Services.

20 Years of Impact: Myanmar's Largest F&B Operator



2,500+
Team Members

84¹
Outlets

11
Cities in Myanmar

17 Million
Customers Served Annually



¹ Includes 3 YKKO outlets in Thailand and 5 YKKO franchise outlets in Myanmar.

20 Years of Impact: Empowering Nationwide Financial Access



91%
Township Coverage

7.2 Million
Unique Users¹

~60,000
Agents

>218k
QR Merchants



¹ Active users who performed at least one transaction during the preceding 90 days.



Our People and Partners

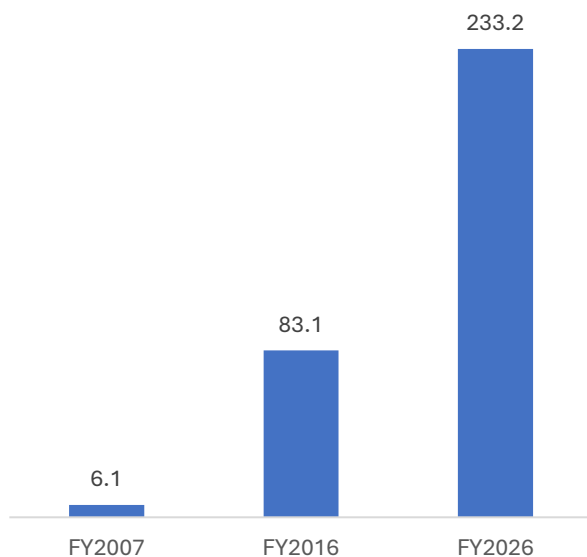


20 Years of Financial Growth

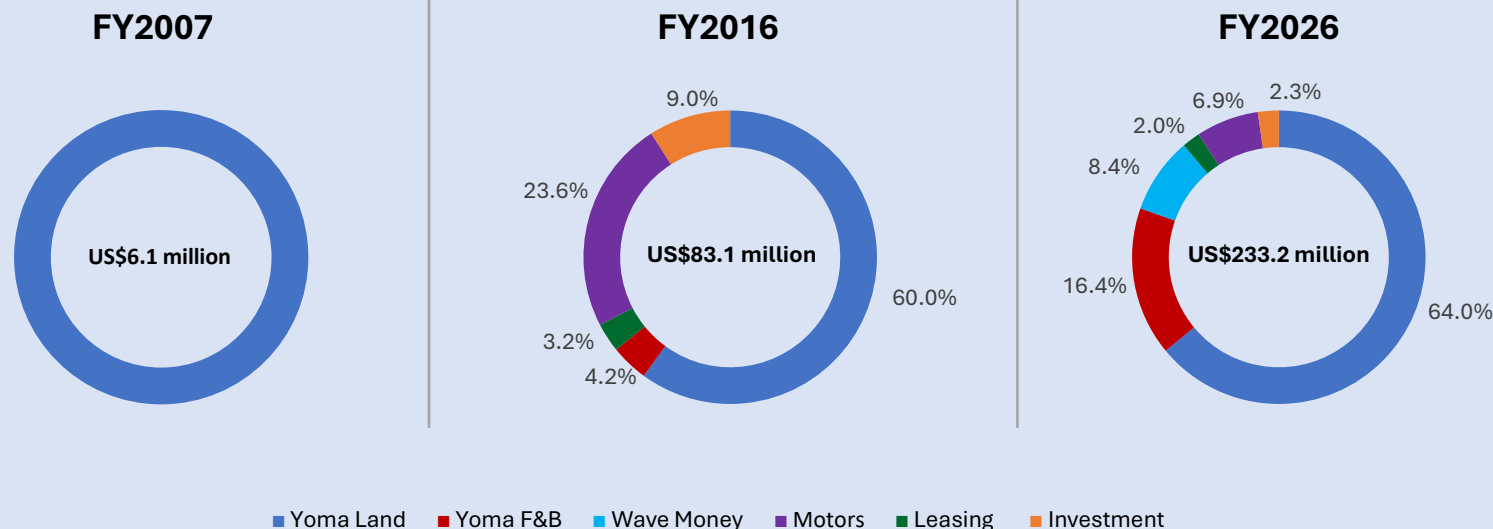
Solid track record of financial performance

- Expanded from real estate focus into a diversified group.
- **38x revenue growth** across real estate, F&B, mobile financial services, leasing and motors sectors.

Revenue (US\$ million)



Revenue Contribution by Segments



FY2026 Performance Highlights



Revenue

US\$233.2 million

+13.7% Y-o-Y



Core EBITDA

US\$49.0 million

+10.9% Y-o-Y



Net Profit

US\$23.9 million

+75.7% Y-o-Y



Net Gearing

17.8%

Stable (FY2025: 17.7%)



Operating Cash Flow

US\$48.0 million

>2x Y-o-Y



Cash Balances

US\$47.3 million

>1.5x Y-o-Y

Yoma Land

US\$149.2 million
Revenue
(+17.1% YoY)

US\$43.5 million
Core EBITDA
(+12.4% YoY)

US\$54.2 million
Net Profit
(+23.7% YoY)

US\$90.3 million
Unrecognised
Revenue

Healthy demand for residential properties

Strong sales across StarCity, Pun Hlaing Estate and City Loft West, supported by urbanisation and real estate remaining a preferred store of value.

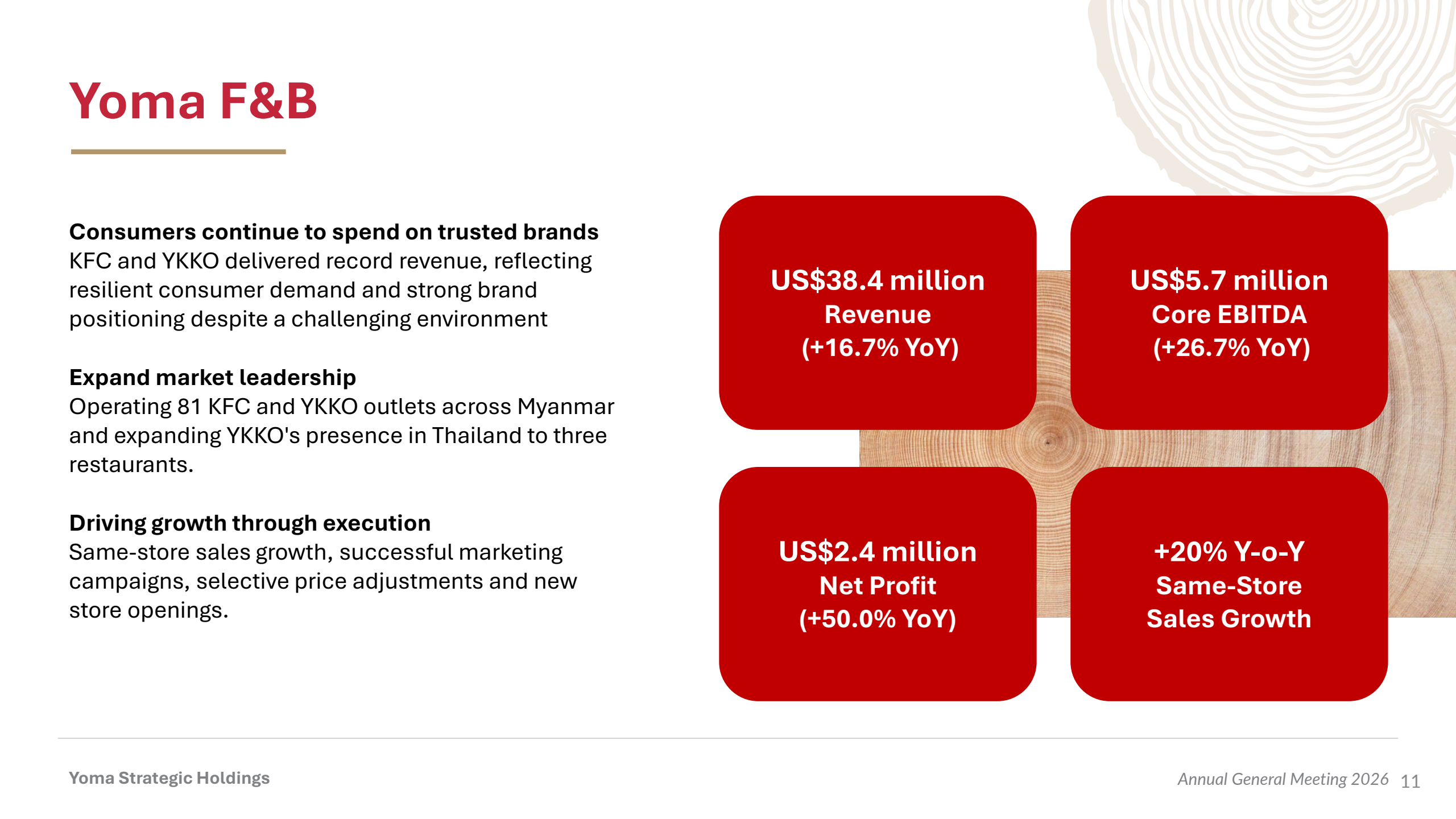
Strong earnings visibility

A substantial pipeline of unrecognised revenue provides earnings visibility as construction progresses over the next 18–24 months.

Building recurring income

Beyond development sales, recurring income from estate management and leasing continues to grow as StarCity and Pun Hlaing Estate communities expand.

Yoma F&B



Consumers continue to spend on trusted brands

KFC and YKKO delivered record revenue, reflecting resilient consumer demand and strong brand positioning despite a challenging environment

Expand market leadership

Operating 81 KFC and YKKO outlets across Myanmar and expanding YKKO's presence in Thailand to three restaurants.

Driving growth through execution

Same-store sales growth, successful marketing campaigns, selective price adjustments and new store openings.

US\$38.4 million
Revenue
(+16.7% YoY)

US\$5.7 million
Core EBITDA
(+26.7% YoY)

US\$2.4 million
Net Profit
(+50.0% YoY)

+20% Y-o-Y
Same-Store
Sales Growth

Wave Money

US\$19.6 million
Revenue
(-29.7% YoY)

US\$3.7 million
Core EBITDA
(+15.6% YoY)

US\$(2.4) million
Net Loss
(-300.0% YoY)

MMK 48.9 trillion
Transfer Volumes
(>10% of GDP)

Transitioning into a broader digital financial platform

Moving beyond remittances towards a digital ecosystem with e-wallets, QR payments, lending and other financial services.

Stronger Engagement and Platform Liquidity Supported Transaction Growth

Overall transactions grew 48% with digital transactions rising 56% and accounting for the majority of volumes.

Improving quality of earnings

Core EBITDA improved through higher interest income, lower commission costs and disciplined cost management.

Yoma Motors

Expanded Passenger Vehicle Offering

Introduction of third-party passenger vehicle brands broadened Yoma Motors' product offering, driving the growth in passenger vehicle sales.

Recovery in Heavy Equipment

Continued recovery, supported by stronger Hino truck sales and deliveries.

Return to Profitability

Higher sales volumes across both Passenger Vehicles and Heavy Equipment supported improved operating performance.

**US\$16.1 million
Revenue
(+109.1% YoY)**

**US\$2.6 million
Core EBITDA
(+188.9% YoY)**

**US\$1.3 million
Net Profit
(+360.0% YoY)**

**250
Passenger &
Commercial
Vehicles Sold
(vs. 48 in FY2025)**

Priorities and strategic positioning



Macro Economic Backdrop

ADB now forecasts Myanmar GDP growth of 2.4% (2026) and 2.7% (2027).



Core Businesses Well-Positioned

US\$90.3M revenue backlog at Yoma Land Development projects; continued healthy demand at Yoma F&B and Yoma Motors.



Yoma Central phased restart targeted for FY2027

Unlocks a key asset for the Group and increases long-term recurring real estate revenues.



Wave Money Expands Digital Capabilities

Further e-wallet adoption, QR payments and cross-border remittances, while progressing WaveScore to enable adjacent financial services.



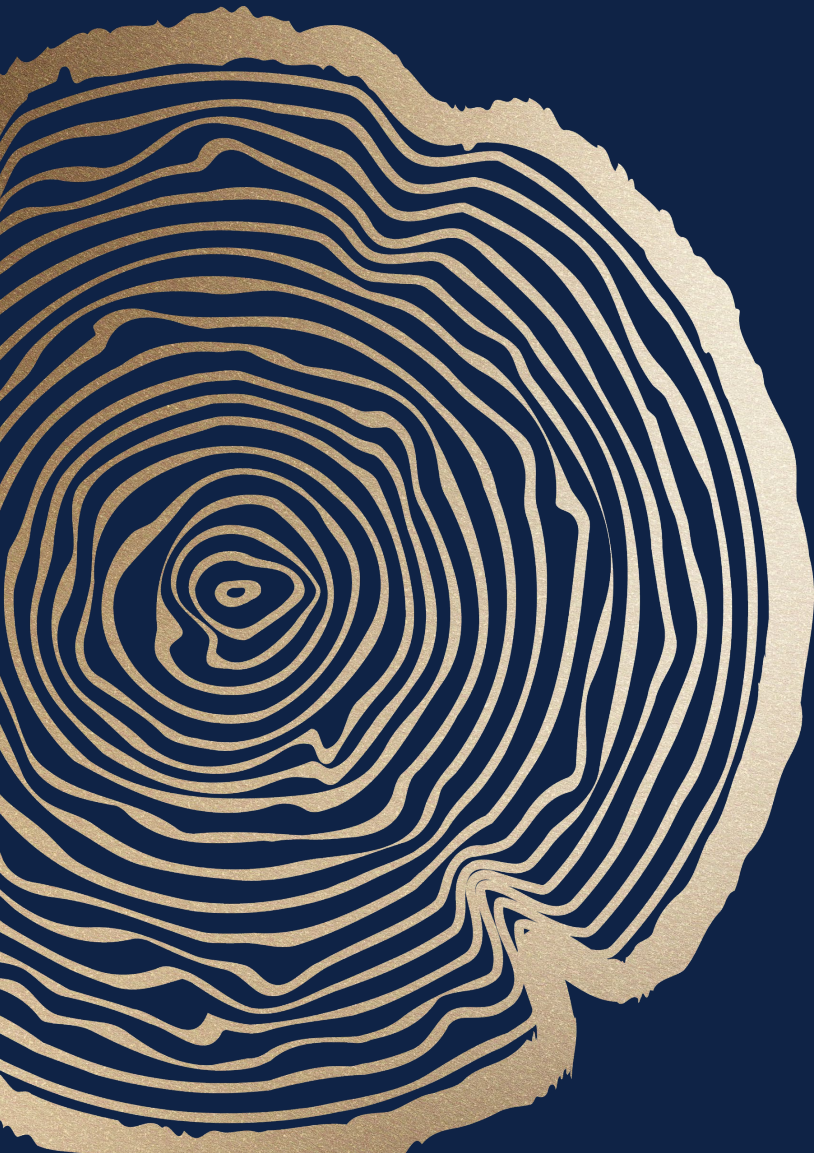
Emerging Opportunities

Increasing our stake in the Mandalay Airport.



Balance Sheet Strengthening

Targeting long-term gearing ratio in low- to mid-teens; USD debt replaced by MMK facilities.



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THANK YOU

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