

# AVALAND'S FORMULA FOR SUCCESS

DRIVEN by its core purpose of 'Rediscovering Possibilities' and a strong commitment to Environmental, Social, and Governance (ESG) principles, Avaland has solidified its position as a leader in Malaysia's real estate market.

By leveraging the collective strength of its people, strategic partnerships, and innovative sustainability practices, the award-winning developer continues to reshape the placemaking landscape.

Its developments enhance residents' lives while positively impacting the environment, fostering sustainable growth, and creating lasting value.

## Driving development excellence

In 2024, Avaland delivered strong project execution, launching five major developments with a combined Gross Development Value (GDV) of RM1.8bil.

These projects include:

- > Aetas Seputeh, Kuala Lumpur
- > Amika Residences, Subang
- > Anja Residences and Signature Retail, Bangi
- > Phase 2 of Casa Embun, Cybersouth
- > Sanderling 2, Lakefront

Additionally, the company achieved significant construction milestones with the topping out of four developments, all of which were fully sold, reflecting strong market demand and the company's alignment with market needs.

## Diversified portfolio for market inclusivity

Under the leadership of chief executive officer Apollo Bello Tanco (Pol), Avaland has refined its business model, catering to all market segments through three distinct property series.

AVA Luxe exudes exclusivity and elegance with luxury residences like Aetas Damansara and Aetas Seputeh, while AVA Prime offers premium homes such as Alora, Amika and Alira Residences.

Meanwhile, AVA Ria delivers quality, value-driven housing with developments like Anja Residences and Signature Retail, Casa Embun, and Sanderling Lakefront.

This strategic approach underscores Avaland's commitment to fostering inclusive, sustainable communities while ensuring that high-quality homes remain accessible across different market segments.

By prioritising operational efficiency, superior craftsmanship, and sustainability, Avaland has not only achieved strong revenue growth but also reinforced its reputation as a leader in sustainable development.

"When we integrate sustainability and an unwavering focus on people's needs, we unlock the true potential of placemaking excellence.

"This isn't just about shaping landscapes or building blocks – it is about shaping the environments that nurture growth, well-being and lasting connections – the true creation of value," said Pol.



Cybersouth encompasses 40.4ha (100 acres) of exceptional placemaking.



Aetas Damansara, Avaland's inaugural luxury development, stands tall amidst the greenery of the golf course.



Avenue25 seamlessly connects communities with optimal accessibility and integrated transport links.



Pol highlighted that placemaking excellence is achieved by combining sustainability with a deep focus on people's needs.

## Financial strength and expansion strategy

A significant milestone in 2024 was the establishment of a RM1bil Sukuk Programme, enhancing Avaland's financial flexibility for future developments and land acquisitions.

This funding initiative aligns with its sustainability objectives, allowing the company to expand its footprint and execute val-

ue-driven, eco-conscious projects.

## Commitment to community well-being

Beyond real estate development, Avaland has actively championed community health and well-being.

In 2024, Avaland donated advanced vital signs monitoring devices to all National Kidney Foundation of Malaysia (NKF) dialysis centres in the Klang Valley, improving patient care and supporting long-term health outcomes.

At the same time, the company launched a Health Screening Programme in collaboration with the NKF, providing more than 2,000 health-screenings across all of NKF dialysis centres in the Klang Valley and four Avaland sales galleries, including Avaland's Sales Gallery at Anja Bangi, Show Village in Cybersouth and Lakefront Cyberjaya, with the final event held at Avenue25 Sales Gallery in Subang.

Employee volunteerism played a vital role in the programme's success, fostering a strong culture of giving back and reinforcing Avaland's commitment to building healthier, more resilient communities.

## Sustaining growth and innovation

As Avaland sets its sights on 2025, the company is poised for continued growth, backed by a strong project pipeline and a steadfast commitment to sustainable development.

Key upcoming initiatives include Aetas Taman Desa, the third luxury development in the Aetas series, along with the second phases of Alora Residences in USJ and Anja Residences in Bangi, all designed to elevate local communities and reinforce Avaland's presence in prime markets.

The company is also introducing new landed homes and commercial developments within the Cybersouth masterplan. Altogether, these projects will contribute a total GDV of RM1.6bil.

## Recognition for sustainable excellence

Avaland's commitment to sustainability was reinforced with the EDGE (Excellence in Design for Greater Efficiencies) Certification for Aetas Seputeh, reflecting its dedication to resource-efficient, environmentally friendly developments.

This achievement complements the GreenRE certification awarded to all on-going Avaland

projects, positioning the company at the forefront of sustainable real estate innovation.

## Expanding the Cybersouth vision

Avaland reached another key milestone with the groundbreaking of The Island @ Cybersouth, a 1.1ha initiative that blends urban convenience with nature-centric living.

As part of the broader 168ha Cybersouth township, this project is set for completion by year-end, further enhancing Avaland's legacy of sustainable placemaking.

With a 76.4ha (189 acres) landbank and a total GDV of RM11bil, Avaland remains well-positioned for expansion.

As Avaland unveils new revenue streams and diversifies its portfolio, it continues to offer compelling investment opportunities while shaping communities that prioritise quality, sustainability and long-term value creation.



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