



Q4 FY2017 RESULTS & BRIEFING

15 DECEMBER 2017



PROFIT & LOSS STATEMENT

AS AT 31 OCTOBER 2017

RM'000	YEAR ENDED 31 OCTOBER 2016	YEAR ENDED 31 OCTOBER 2017	% CHANGE	Q4 FY2017
Revenue	2,546,437	2,924,665	15%	899,015
Gross Profit	595,144	605,558	2%	189,388
<i>Gross Profit Margin %</i>	23%	21%		21%
Other Operating Income	21,804	146,935*	574%	18,176
Selling & Marketing Expenses	(133,561)	(111,492)	(17%)	(45,903)
Administrative Expenses	(246,518)	(257,095)	4%	(69,898)
Finance Costs	(30,958)	(69,791)	125%	(22,360)
Share of Results of Joint Ventures	(12,729)	(30,901)	143%	(11,712)
Share of Results of an Associated Company	-	(601)		(68)
Profit before Taxation	193,182	282,613	46%	57,623
Taxation	(63,901)	(72,963)	14%	(23,911)
Net Profit	129,281	209,650	62%	33,712
Basic Earnings per Share (Sen)	5.43	7.25		1.14

* Inclusion of a gain arising from the application of FRS 10 – Consolidated Financial Statements

SALES TARGET ACHIEVED!

AS AT 31 OCTOBER 2017

ECO WORLD DEVELOPMENT GROUP BERHAD SALES	RM (MN)
Sales achieved as at 3 rd Quarter 2017	2,174.3
Sales achieved in 4 th Quarter 2017	1,831.8
FY2017 SALES FROM MALAYSIAN PROJECTS	4,006.1

RM4 BILLION SALES TARGET ACHIEVED!



ECOWORLD DNA CAMPAIGN

30 SEPTEMBER 2017

ECOWORLD DNA CAMPAIGN

CONCURRENT LAUNCH OF 3 NEW PROJECTS & 2 ONGOING PROJECT PHASES

ECOWORLD
DNA
DESIGN NATURE ART



ECO ARDENCE @ SETIA ALAM
DREMIEEN - 2ND LANDED RESIDENTIAL PHASE
COMPRISING GARDEN HOMES, SEMI-D & BUNGALOWS



ECO FOREST @ SEMENYIH
MAIDEN LAUNCH OF 2-STOREY ARTISAN HOMES
& GARDEN HOMES



ECO HORIZON @ PENANG
DEBUT LAUNCH OF 2-STOREY TERRACED,
SUPER LINKED & GARDEN HOMES



ECO BUSINESS PARK V
FIRST OF ITS KIND IN THE KLANG VALLEY.
1ST PHASE OF CLUSTER & SEMI-D FACTORIES



ECO MAJESTIC @ SEMENYIH
THE WHITTEN - 2-STOREY SHOP OFFICES
LAUNCHED IN ECO MAJESTIC CITY

ECOWORLD DNA CAMPAIGN

SALES ACHIEVED AS AT 31 OCTOBER 2017

ECOWORLD DNA CAMPAIGN	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)
GRAND TOTAL	1,160	858	1,004,506

ECOWORLD DNA CAMPAIGN ACHIEVED OVER RM1 BILLION SALES!

MALAYSIAN PROJECTS SALES BREAKDOWN

AS AT 31 OCTOBER 2017

PROJECT	CUMULATIVE SALES FY2014 – FY2016			FY2017			CUMULATIVE SALES FY2014 – FY2017		
	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)
Saujana Glenmarie	-	24	76,921	-	-	-	-	24	76,921
Eco Sky	1,116	863	701,801	-	26	27,853	1,116	889	729,654
Eco Majestic	4,757	3,598	2,075,168	127	472	288,398	4,884	4,070	2,363,566
Eco Sanctuary	1,250	779	1,132,196	209	164	247,339	1,459	943	1,379,535
Eco Grandeur	1,817	1,318	412,499	990	1,105	713,441	2,807	2,423	1,125,940
Eco Ardence	432	201	307,040	352	431	785,954	784	632	1,092,994
BBC	735	173	696,448	277	212	592,263	1,012	385	1,288,711
Eco Forest	-	-	-	357	195	135,926	357	195	135,926
Eco Business Park V	-	-	-	120	90	199,379	120	90	199,379
SUB-TOTAL ECO CENTRAL	10,107	6,956	5,402,073	2,432	2,695	2,990,553	12,539	9,651	8,392,626
Eco Botanic	2,030	1,528	1,460,211	-	120	97,995	2,030	1,648	1,558,205
Eco Tropics	1,593	1,291	718,487	57	178	111,669	1,650	1,469	830,156
Eco Spring & Eco Summer	1,518	1,185	1,126,912	543	438	312,071	2,061	1,623	1,438,983
Eco Business Park I	360	304	638,821	25	36	63,218	385	340	702,039
Eco Business Park II	80	57	123,454	51	42	51,825	131	99	175,279
Eco Business Park III	163	114	180,958	9	9	16,788	172	123	197,746
SUB-TOTAL ECO SOUTH	5,744	4,479	4,248,842	685	823	653,566	6,429	5,302	4,902,408
Eco Terraces	233	78	86,531	-	22	22,167	233	100	108,698
Eco Meadows	535	425	285,495	64	90	53,460	599	515	338,955
Eco Horizon	-	-	-	424	329	286,355	424	329	286,355
SUB-TOTAL ECO NORTH	768	503	372,026	488	441	361,982	1,256	944	734,008
GRAND TOTAL	16,619	11,938	10,022,941	3,605	3,959	4,006,101	20,224	15,897	14,029,042

FUTURE PROGRESS BILLINGS

AS AT 31 OCTOBER 2017

	PROJECT	EFFECTIVE STAKE (%)	SALES SECURED (RMmn)	PROGRESS BILLINGS (RMmn)	FUTURE PROGRESS BILLINGS (RMmn)
SUBSIDIARIES	Eco Sky	100%	729.7	586.3	143.4
	Saujana Glenmarie	100%	76.9	76.9	-
	Eco Majestic	100%	2,363.6	1,753.2	610.4
	Eco Sanctuary	100%	1,379.5	701.9	677.7
	Eco Botanic	100%	1,558.2	1,307.4	250.8
	Eco Spring & Eco Summer	100%	1,439.0	1,141.3	297.7
	Eco Tropics	100%	830.2	650.5	179.6
	Eco Business Park I	100%	702.0	613.4	88.7
	Eco Business Park II	100%	175.3	-	175.3
	Eco Business Park III	100%	197.7	112.2	85.5
	Eco Terraces	100%	108.7	38.4	70.3
	Eco Meadows	100%	339.0	185.7	153.3
Eco Forest	100%	135.9	-	135.9	
	SUB-TOTAL		10,035.7	7,167.2	2,868.6
JOINT - VENTURES	Eco Grandeur	60%	675.6	26.8	648.8
	Eco Ardence	50%	546.5	-	546.5
	BBCC	40%	515.5	45.8	469.7
	Eco Horizon	60%	171.8	-	171.8
	Eco Business Park V	60%	119.6	-	119.6
	SUB-TOTAL		2,029.0	72.6	1,956.4
	SUB-TOTAL ECOWORLD MALAYSIA		12,064.7	7,239.8	4,825.0
JOINT - VENTURES (EWI)	UK Projects (27% x 75%)	20.25%	1,309.6	15.6	1,294.0
	West Village, Sydney	27%	234.5	-	234.5
	Yarra One, Melbourne (27% x 80%)	21.6%	50.8	-	50.8
	SUB-TOTAL ECOWORLD INTERNATIONAL		1,594.9	15.6	1,579.3
	GRAND TOTAL		13,659.6	7,255.4	6,404.3

SUBSTANTIAL EARNINGS VISIBILITY THROUGH RM6.4 BILLION EFFECTIVE SHARE OF UNBILLED PROGRESS BILLINGS

REMAINING LAND BANK & GDV

AS AT 31 OCTOBER 2017

PROJECT	LAND BANK (ACRES)		ESTIMATED TOTAL GDV (RMbn)	CUMULATIVE SALES (FY2014 - FY2017) (RMbn)	REMAINING GDV (RMbn)
	TOTAL	UNDEVELOPED			
Eco Sky	9.6	-	0.974	0.730	0.244
Eco Majestic	1,073.1	482.6	11.145	2.364	8.781
Eco Forest	492.7	405.6	3.500	0.136	3.364
Eco Sanctuary	308.7	78.5	8.000	1.380	6.620
BCC	19.4	7.2	8.782	1.289	7.493
Eco Grandeur	1,779.4	1,424.8	12.583	1.126	11.457
Eco Business Park V	518.6	420.9	2.787	0.199	2.588
Eco Ardence	533.9	335.3	8.584	1.093	7.491
TOTAL ECO CENTRAL	4,735.3	3,154.8	56.355	8.316	48.039
Eco Botanic	325.1	102.6	3.794	1.558	2.236
Eco Spring & Eco Summer	613.8	229.0	5.870	1.439	4.431
Eco Tropics	743.6	486.9	3.400	0.830	2.570
Eco Business Park I	612.0	320.0	3.799	0.702	3.097
Eco Business Park II	383.6	320.6	3.009	0.175	2.834
Eco Business Park III	248.0	149.6	2.000	0.198	1.802
TOTAL ECO SOUTH	2,926.1	1,608.7	21.873	4.902	16.970
Eco Terraces	12.8	-	0.430	0.109	0.321
Eco Meadows	76.5	32.9	0.918	0.339	0.579
Eco Horizon & Eco Sun	374.6	298.4	7.762	0.286	7.475
Eco Macalister	1.1	1.1	0.192	-	0.192
TOTAL ECO NORTH	465.0	332.4	9.302	0.734	8.568
GRAND TOTAL	8,126.4	5,095.9	87.529	13.952	73.577



ONGOING PROJECTS

UPDATES

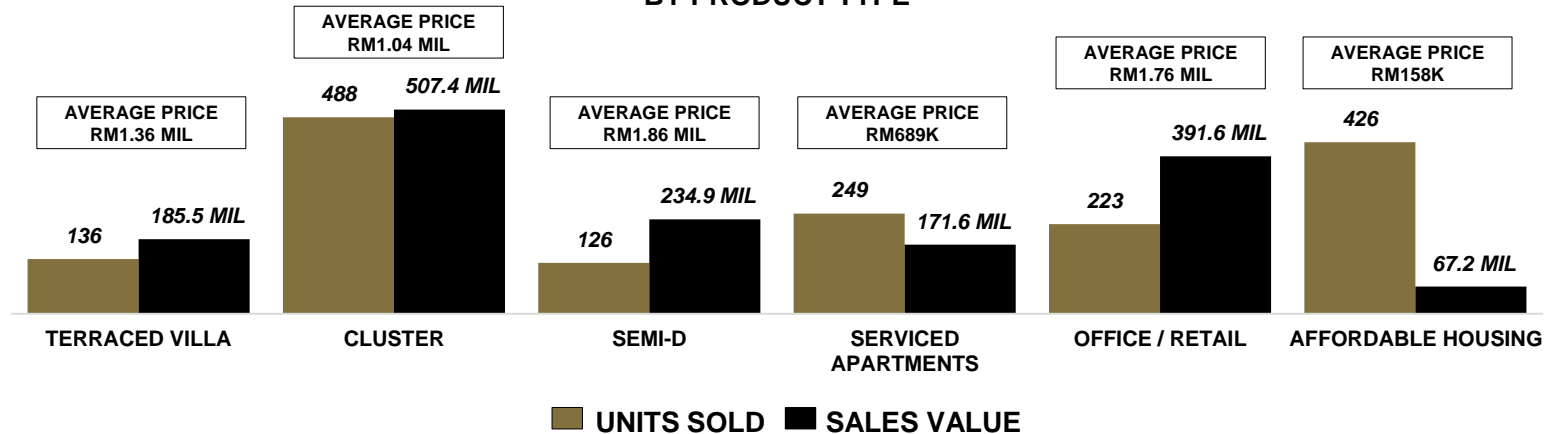
ECO BOTANIC

SALES ACHIEVED AS AT 31 OCTOBER 2017

GROWTH TO MATURED PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)	UNITS HANDED OVER
FY2014	1,093	857	996,453	-
FY2015	717	410	251,132	-
FY2016	220	261	212,625	624
FY2017	-	120	97,995	200
TOTAL	2,030	1,648	1,558,205	824

BY PRODUCT TYPE



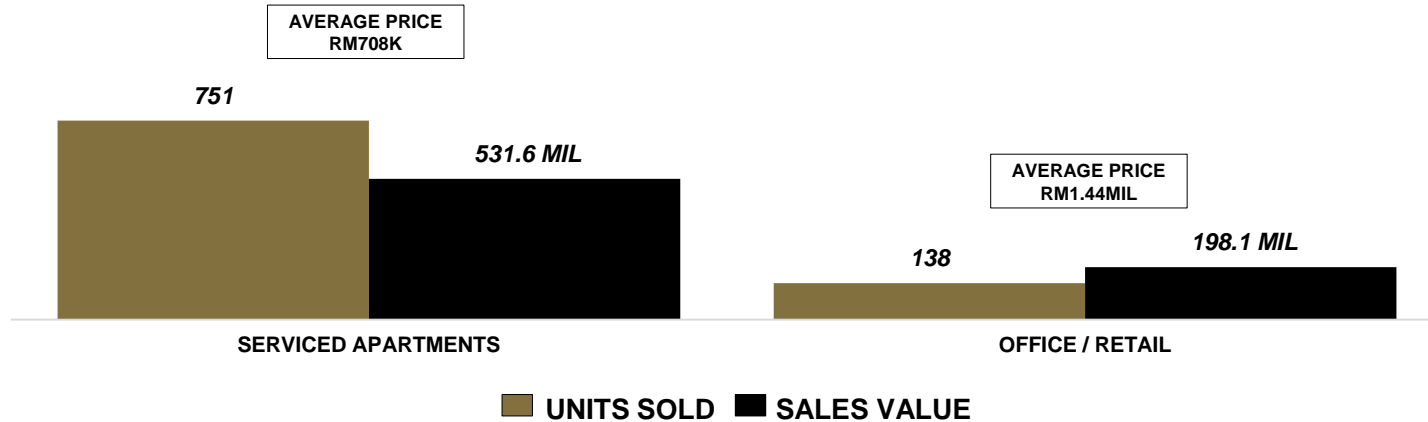
ECO SKY

SALES ACHIEVED AS AT 31 OCTOBER 2017

 GROWTH TO MATURED PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)	UNITS HANDED OVER
FY2014	1,005	721	565,079	-
FY2015	110	87	71,046	-
FY2016	1	55	65,676	-
FY2017	-	26	27,853	144
TOTAL	1,116	889	729,654	144

BY PRODUCT TYPE



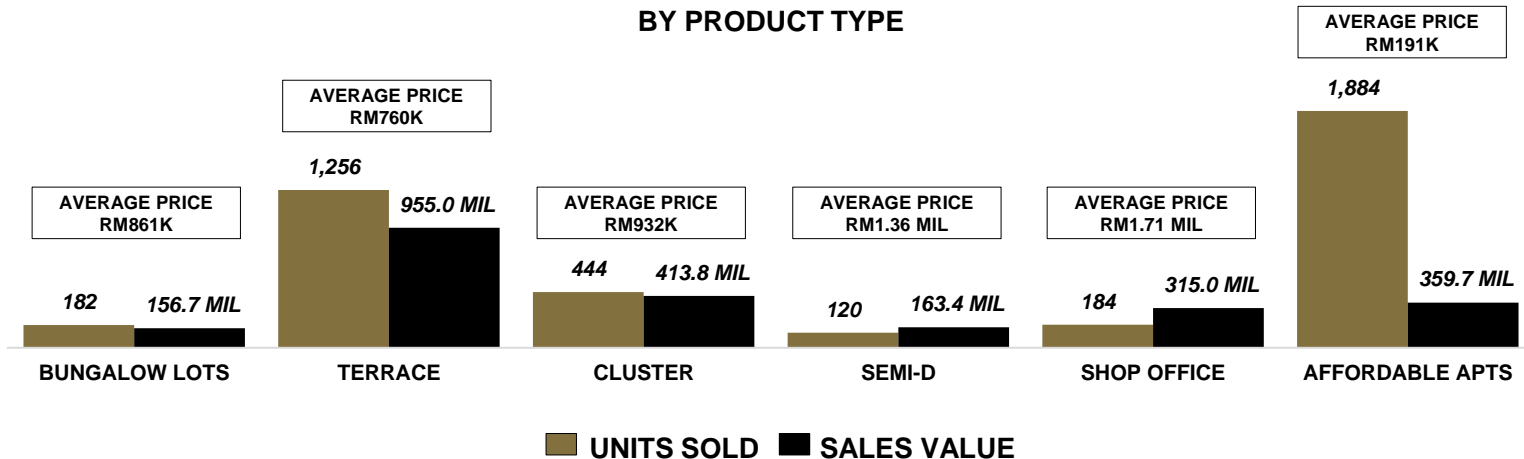
ECO MAJESTIC

SALES ACHIEVED AS AT 31 OCTOBER 2017

■ GROWTH PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)	UNITS HANDED OVER
FY2014	1,370	961	753,202	-
FY2015	734	798	810,054	-
FY2016	2,653	1,839	511,912	-
FY2017	127	472	288,398	1,484
TOTAL	4,884	4,070	2,363,566	1,484

BY PRODUCT TYPE

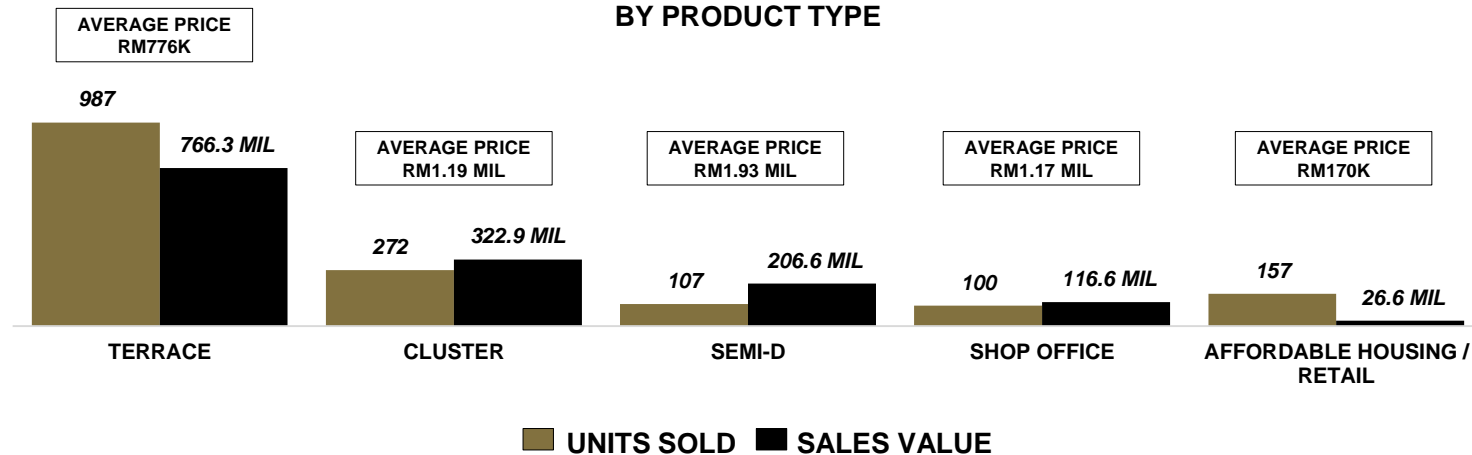


ECO SPRING & ECO SUMMER

SALES ACHIEVED AS AT 31 OCTOBER 2017

■ GROWTH PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)	UNITS HANDED OVER
FY2014	842	455	396,631	-
FY2015	479	412	402,389	-
FY2016	197	318	327,892	-
FY2017	543	438	312,071	919
TOTAL	2,061	1,623	1,438,983	919

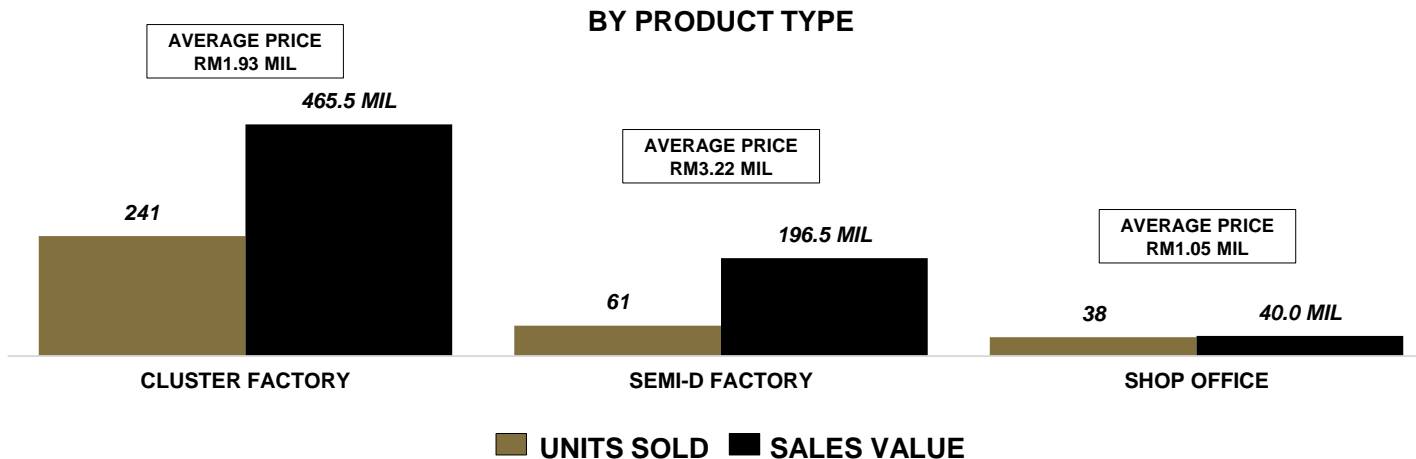


ECO BUSINESS PARK I

SALES ACHIEVED AS AT 31 OCTOBER 2017

■ GROWTH PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)	UNITS HANDED OVER
FY2014	187	137	309,427	-
FY2015	70	57	144,884	-
FY2016	103	110	184,510	312
FY2017	25	36	63,218	-
TOTAL	385	340	702,039	312



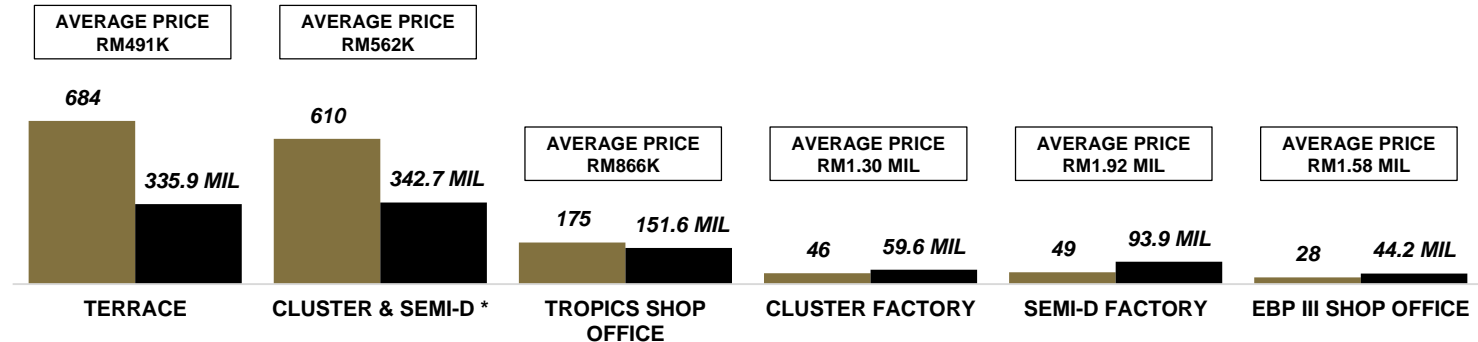
ECO TROPICS & ECO BUSINESS PARK III

SALES ACHIEVED AS AT 31 OCTOBER 2017

 INFANT TO GROWTH PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)	UNITS HANDED OVER
FY2014	155	275	133,867	-
FY2015	844	613	414,664	-
FY2016	757	517	350,914	-
FY2017	66	187	128,457	1,019
TOTAL	1,822	1,592	1,027,902	1,019

BY PRODUCT TYPE



* Units sold under the original master plan

 UNITS SOLD  SALES VALUE

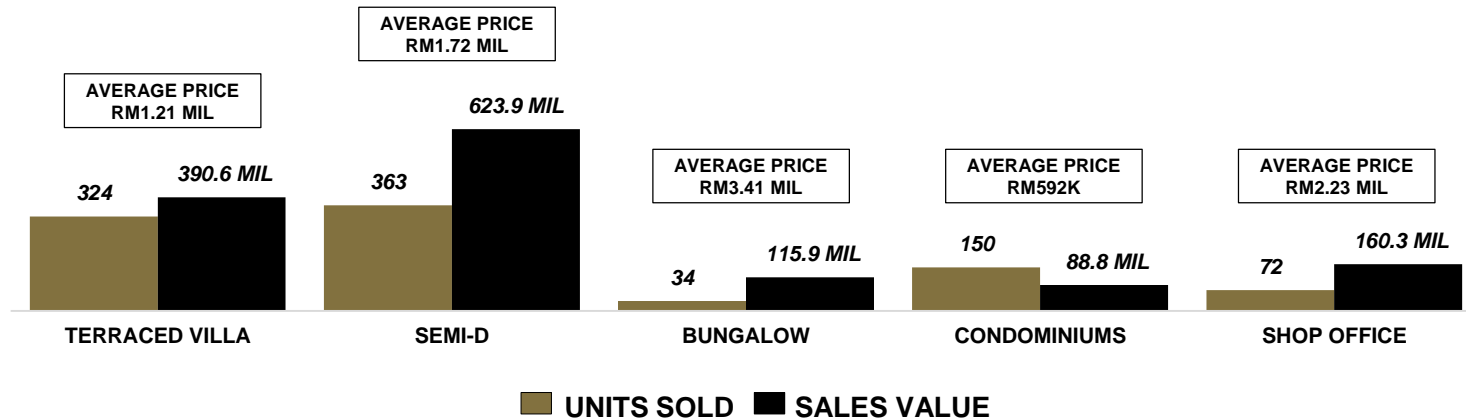
ECO SANCTUARY

SALES ACHIEVED AS AT 31 OCTOBER 2017

 INFANT TO GROWTH PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)
FY2015	711	422	652,844
FY2016	539	357	479,352
FY2017	209	164	247,339
TOTAL	1,459	943	1,379,535

BY PRODUCT TYPE

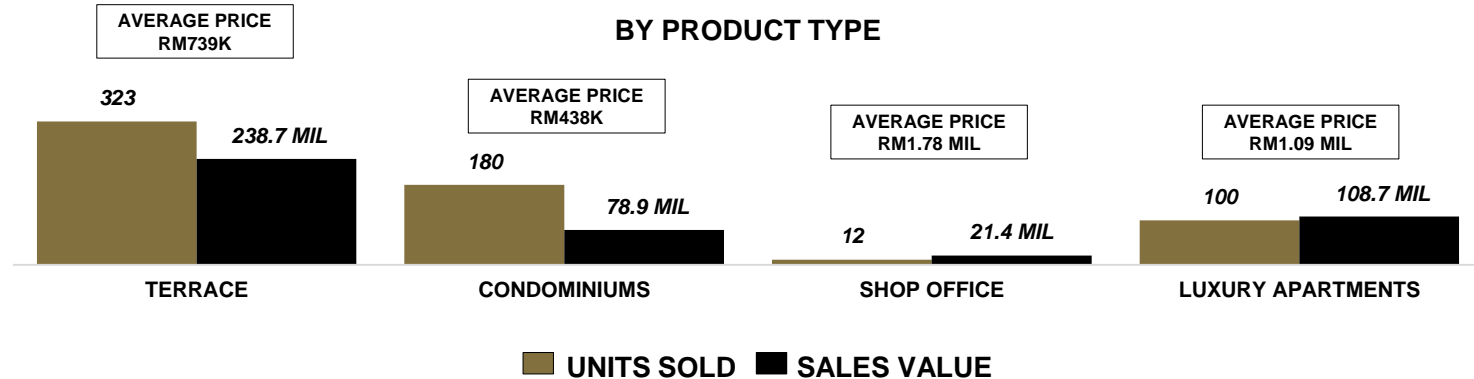


ECO MEADOWS & ECO TERRACES

SALES ACHIEVED AS AT 31 OCTOBER 2017

 INFANT TO GROWTH PHASE

PROJECT	YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)
ECO MEADOWS	FY2015	295	231	168,407
	FY2016	240	194	117,088
	FY2017	64	90	53,460
	TOTAL	599	515	338,955
ECO TERRACES	FY2015	233	48	55,972
	FY2016	-	30	30,559
	FY2017	-	22	22,167
	TOTAL	233	100	108,698



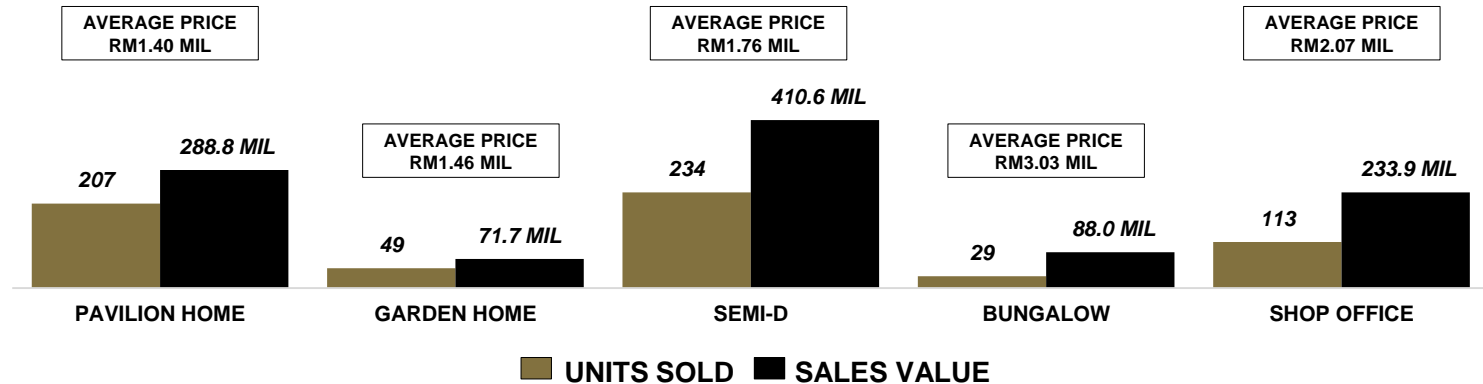
ECO ARDENCE

SALES ACHIEVED AS AT 31 OCTOBER 2017

INFANCY PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)
FY2016	432	201	307,040
FY2017	352	431	785,954
TOTAL	784	632	1,092,994

BY PRODUCT TYPE



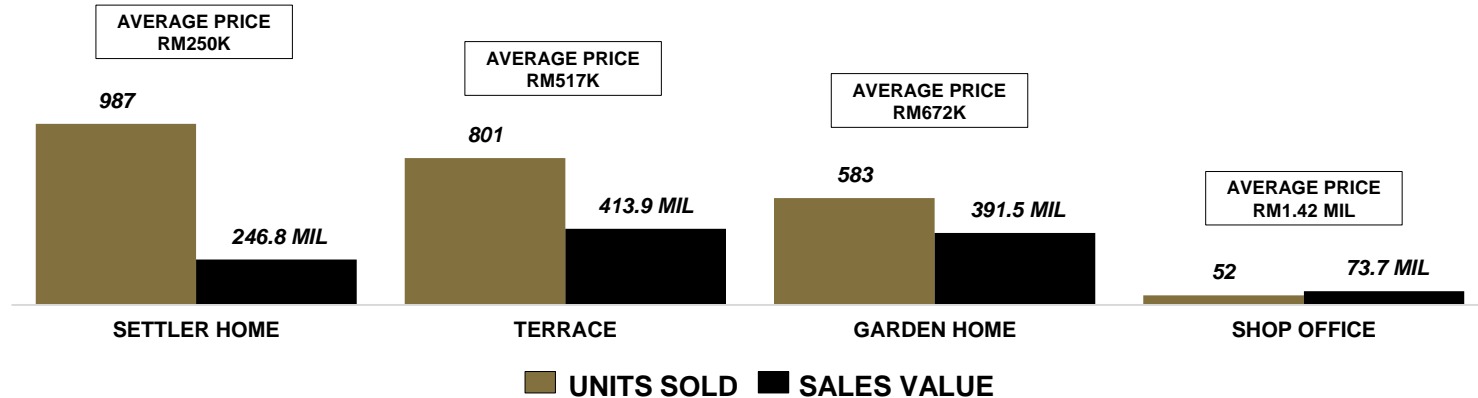
ECO GRANDEUR

SALES ACHIEVED AS AT 31 OCTOBER 2017

INFANCY PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)
FY2016	1,817	1,318	412,499
FY2017	990	1,105	713,441
TOTAL	2,807	2,423	1,125,940

BY PRODUCT TYPE



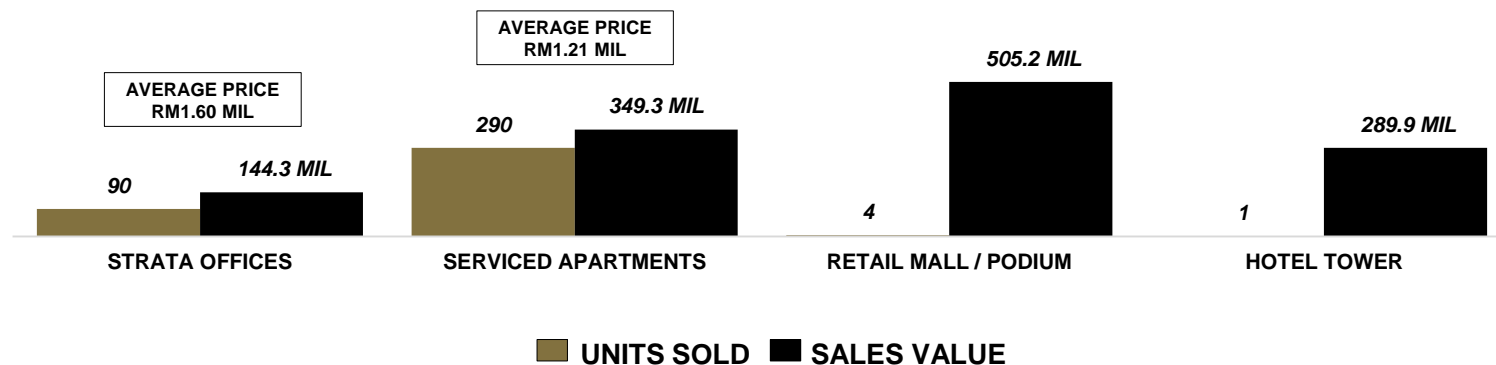
BUKIT BINTANG CITY CENTRE

SALES ACHIEVED AS AT 31 OCTOBER 2017

■ INFANCY PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)
FY2016	735	173	696,448
FY2017	277	212	592,263
TOTAL	1,012	385	1,288,711

BY PRODUCT TYPE



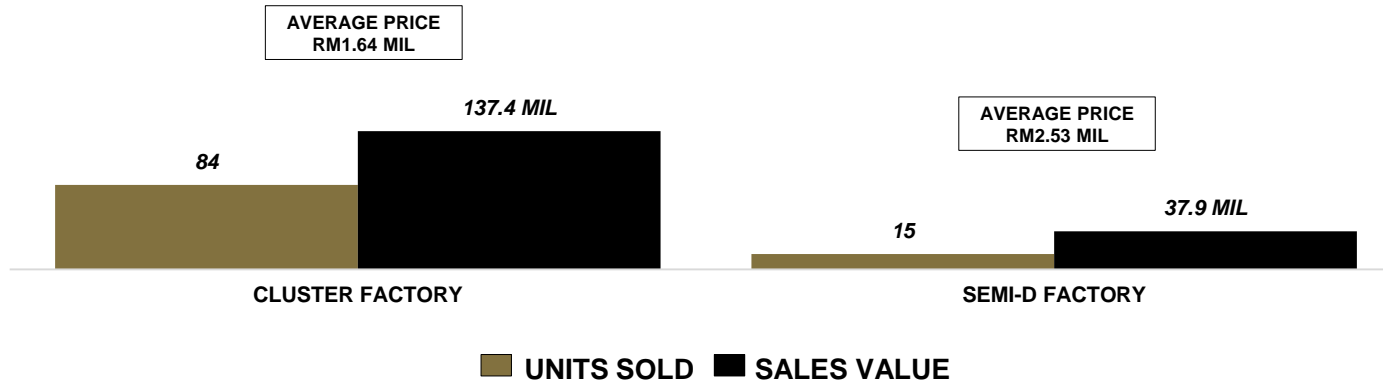
ECO BUSINESS PARK II

SALES ACHIEVED AS AT 31 OCTOBER 2017

■ INFANCY PHASE

YEAR	UNITS LAUNCHED	UNITS SOLD	SALES VALUE (RM'000)
FY2016	80	57	123,454
FY2017	51	42	51,825
TOTAL	131	99	175,279

BY PRODUCT TYPE



CONCLUSION

CONCLUSION

ECO WORLD DEVELOPMENT GROUP BERHAD

- 4 years of solid sales & on-ground execution have established strong foundations
 - RM14 billion total sales achieved in Malaysia alone
 - Key infrastructure at major townships largely completed
 - 1st phase handovers have commenced with more to come in subsequent years
 - All major projects launched as at end FY2017
 - RM6.4 billion future progress billings as at 31 Oct 2017

- RM3.5 billion sales target set for FY2018
 - Focus on building value in our growth + matured townships
 - Leverage off large & growing physical population, customer network & social media reach to chart a new trajectory for EcoWorld's future growth



THANK YOU