Q4 FY2019
RESULTS & BRIEFING
12 DECEMBER 2019

ECOWORLD
CREATING TOMORROW & BEYOND

ECOWORLD

CREATING TOMORROW & BEYOND

5,763

properties handed over
in FY2019

largest number of properties handed over
in a single year by the Group

Landed	*High-rise*	*Commercial*	*Industrial*
3, 367 Units	*1, 844 Units*	*429 Units*	*123 Units*

>16,400

properties delivered
since FY2016

thriving communities being built up
in the Klang Valley, Iskandar Malaysia & Penang

Eco Central
9, 262 Units

Eco South
6, 657 Units

Eco North
508 Units

VALUE
created

main infrastructure works completed

/

accessibility & connectivity improved

/

iconic project markers & EcoWorld's DNA elements delivered

LEKAS - Eco Majestic Interchange
Bridge of Dreams - Eco Grandeur

Eco Ardence Exit Off NKVE
Senai-Desaru Link - Eco Tropics

LIFESTYLE

amenities all in place

through **Life @ EcoWorld** a wide range of holistic services & amenities has been carefully curated to suit the lifestyles of every demographic

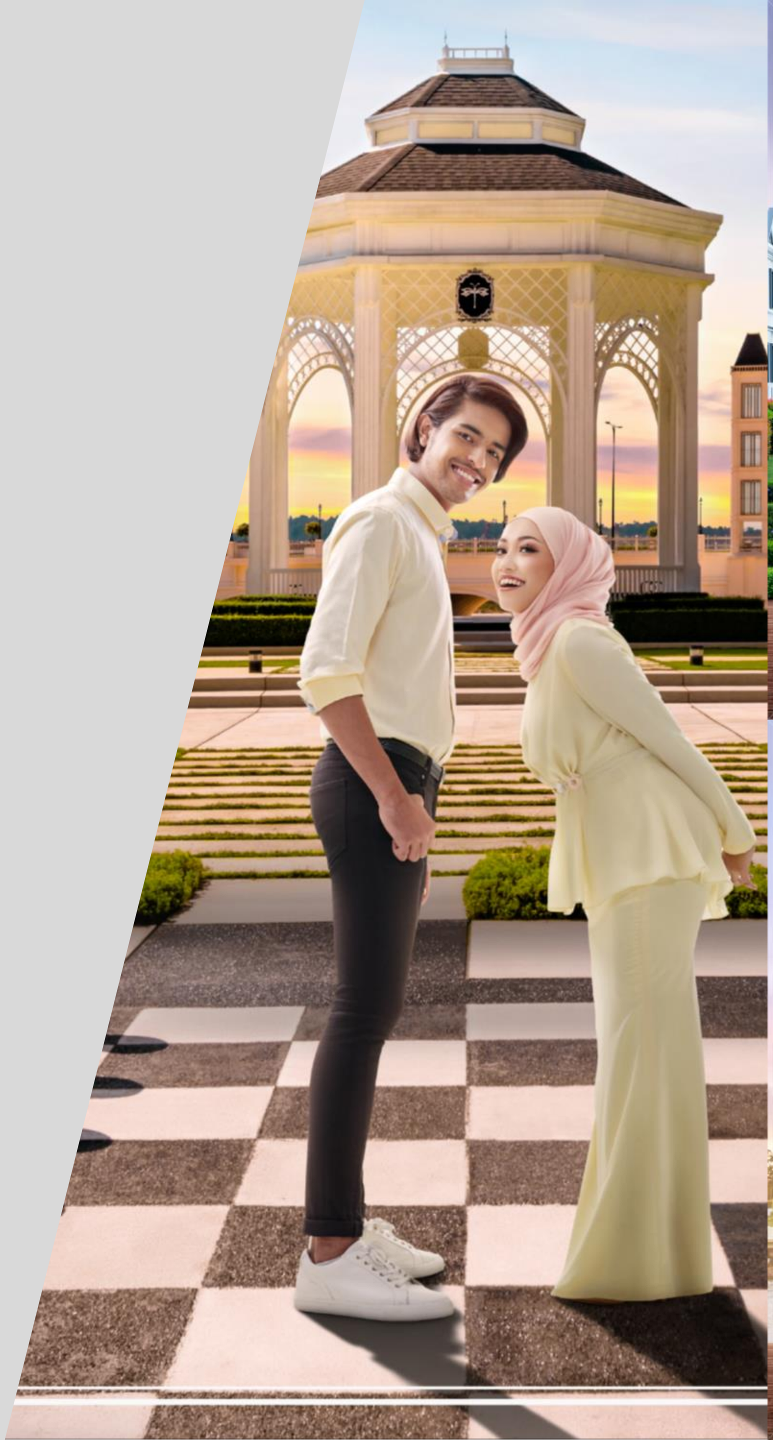
Lab Series, Lifestyle & Street Malls

Life @ EcoWorld

NEW

market captivated & captured

#SENANGjer campaign effectively communicated the benefits & ease of owning an EcoWorld property to young Malaysian prospective homeowners



ERGOHOMES

new take on terrace living

customisable internal spaces

/

communal & private gardens

/

at an affordable price point

CO-CREATE

via Design2Own

you design

/

we build

/

to co-create your desired future

TEAM

EcoWorld

special award in 2019 - Commitment to Engaging Leadership - for EcoWorld's efforts to

build leaders

/

develop people

/

mentor the next generation

RM203M
profit after tax

RM5.2B
effective future revenue
as at 31 October 2019

RM'000	FY2019	FY2018*
Revenue	2,462,325	1,984,925
Cost of Sales	(1,992,654)	(1,565,506)
Gross Profit	**469,671**	**419,419**
Other Operating Income	53,661	45,863
Selling & Marketing Expenses	(50,546)	(49,323)
Administrative Expenses	(246,884)	(211,116)
Finance Costs	(101,890)	(99,731)
Share of Results of Joint Ventures	144,264	25,650
Share of Results of an Associated Company	(2,301)	1,199
Profit before Taxation	**265,975**	**131,961**
Taxation	(62,553)	(38,470)
Net Profit	**203,422**	**93,491**
Basic Profit per Share (Sen)	6.91	3.18

*Restated due to adoption of MFRS 15

RM1.54

net asset per share

net gearing reduced from strong growth in profits

/

shareholders' funds & net assets per share increased

/

cash position improved from strong sales

/

total borrowings reduced due to steady loan repayments

RM'000	31 Oct 2019	31 Oct 2018 *
Shareholders' Funds (RM'000)	4,538,016	4,327,585
NA per Share (RM)	1.54	1.47
Total Cash (RM'000)	600,539	510,297
Total Borrowings (RM'000)	3,779,408	3,831,219
Net Cash / (Debt)	(3,178,869)	(3,320,922)
Gross Debt – Equity Ratio (x)	**0.83**	**0.89**
Net Debt – Equity Ratio (x)	**0.70**	**0.77**

*Restated due to adoption of MFRS 15

RM2.7B
sales achieved

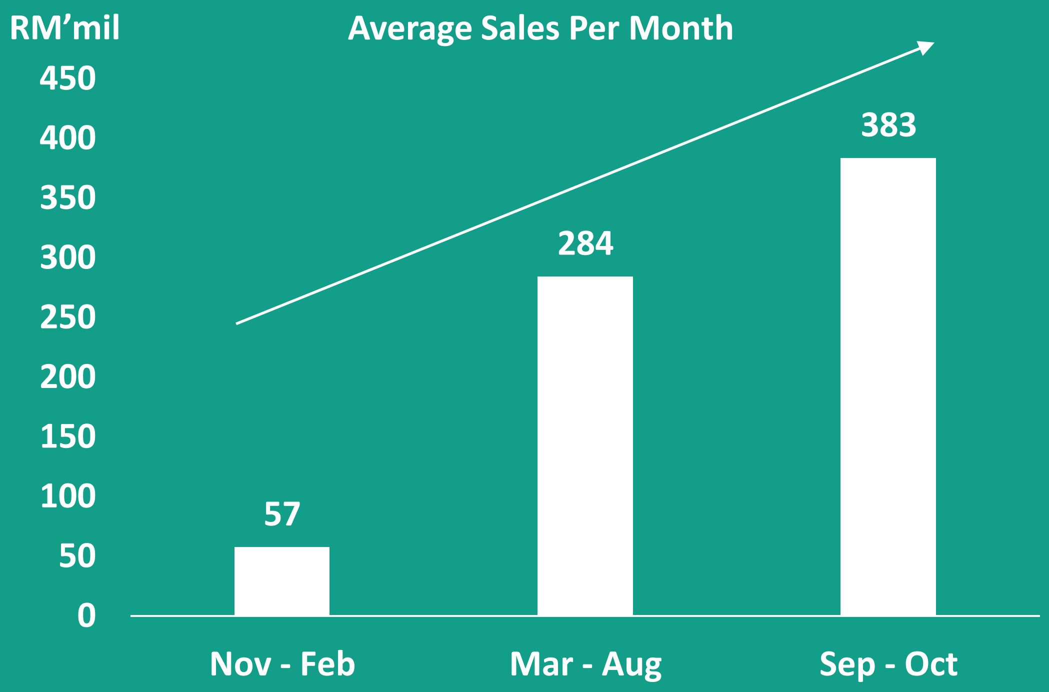
RM1,810 million from Eco Central

/

RM748 million from Eco South

/

RM144 million from Eco North



Period	Sales Value (RM'mil)
Nov-18 – Feb-19	229.9
Mar-19 – Aug-19	1,705.1
Sep-19 – Oct-19	766.8
Total FY2019	**2,701.8**

FY2020

RM6 billion sales target for FY2019 + FY2020 maintained

/

EcoWorld for Generations to anchor sales delivery

/

accelerate cash inflow & contain costs to reduce gearing

/

sustain earnings momentum in FY2020

/

target to declare dividend for FY2020

THANK YOU

ECOWORLD
CREATING TOMORROW & BEYOND