



Q2 FY2020 RESULTS

25 June 2020

ECOWORLD
CREATING TOMORROW & BEYOND



FINANCIAL UPDATES

H1 FY2020

RM55M

Profit After Tax

RM4.6B

Effective Future Revenue

as at 15 June 2020

Profit & Loss

RM'000	Q1 2020	Q2 2020	H1 2020
Revenue	537,945	345,403	883,348
Cost of Sales	(445,624)	(276,700)	(722,324)
Gross Profit	92,321	68,703	161,024
Other Operating Income	14,129	14,863	28,992
Selling & Marketing Expenses	(8,821)	(6,208)	(15,029)
Administrative Expenses	(56,647)	(38,795)	(95,442)
Finance Costs	(26,512)	(24,478)	(50,990)
Share of Results of Joint Ventures	26,044	16,683	42,727
Share of Results of an Associated Company	(162)	(401)	(563)
Profit before Taxation	40,352	30,367	70,719
Taxation	(6,837)	(8,974)	(15,811)
Net Profit	33,515	21,393	54,908
Basic Profit per Share (Sen)	1.14	0.73	1.86

RM1.56

Net Asset per share

shareholders' funds & net assets per share increased

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total borrowings reduced due to steady loan repayments

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gross & net gearing reduced

Balance Sheet

RM'000	30 April 2020	31 Oct 2019
Shareholders' Funds	4,586,391	4,538,016
NA per Share (RM)	1.56	1.54
Total Cash	382,004	600,539
Total Borrowings	3,506,587	3,779,408
Net Cash / (Debt)	(3,124,583)	(3,178,869)
Gross Debt – Equity Ratio (x)	0.77	0.83
Net Debt – Equity Ratio (x)	0.68	0.70



As at 15 June 2020

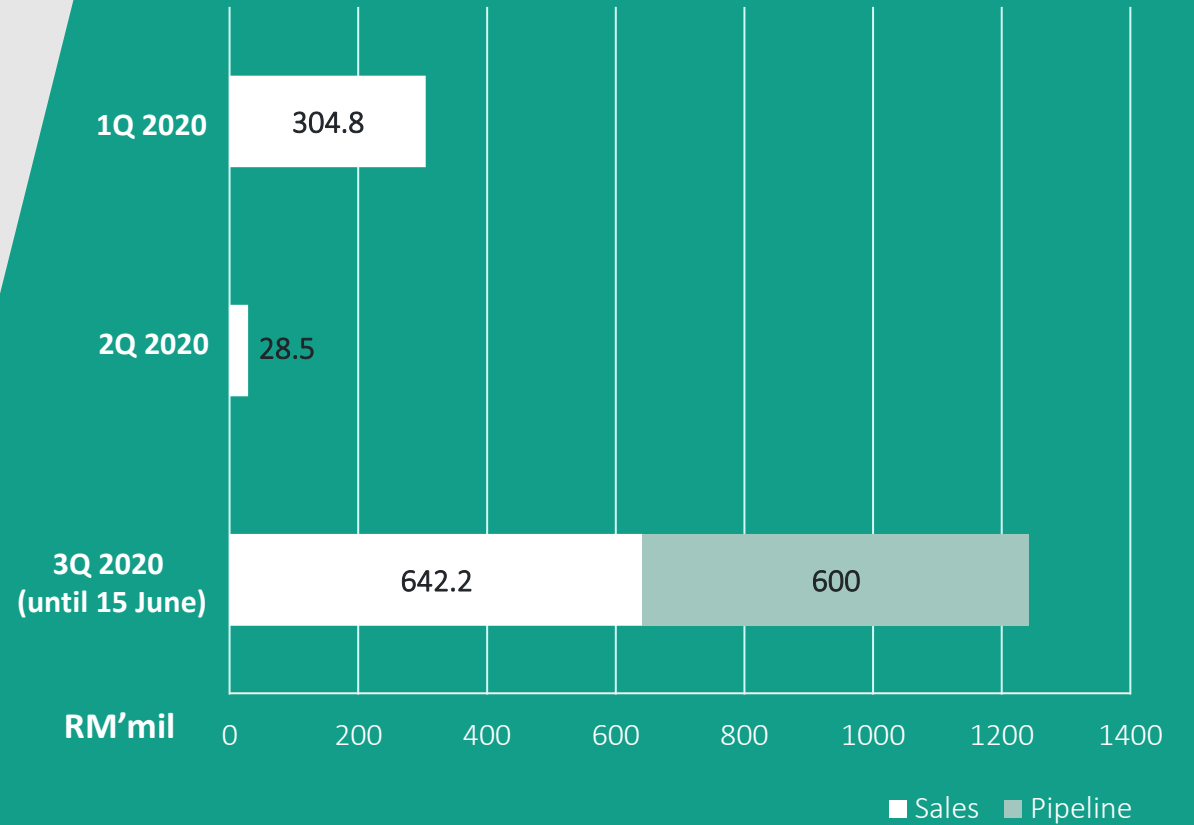
RM975M

Sales Achieved

RM600M

Sales Pipeline

Sales Breakdown by Quarter



Future Revenue Status as at 15 June 2020

	PROJECT	EFFECTIVE STAKE (%)	SALES SECURED (RMmn)	RECOGNISED REVENUE (RMmn)	FUTURE REVENUE (RMmn)
SUBSIDIARIES	Klang Valley	100%	6,319.1	5,497.4	821.7
	Iskandar Malaysia	100%	5,072.9	4,405.9	667.0
	Iskandar Malaysia Eco Business Parks	100%	1,508.4	1,243.4	265.0
	Penang	100%	540.3	499.4	40.9
	SUB-TOTAL		13,440.7	11,646.1	1,794.6
JOINT – VENTURES	Eco Grandeur & EBP V	60%	1,195.7	705.8	489.9
	Eco Ardence	50%	981.6	567.4	414.2
	Eco Horizon	60%	336.9	173.9	163.1
	BBC	40%	759.3	243.8	515.6
	SUB-TOTAL		3,273.5	1,690.8	1,582.7
SUB-TOTAL ECOWORLD MALAYSIA			16,714.2	13,336.9	3,377.3
JOINT – VENTURES (UK & AUSTRALIA)	Eco World-Ballymore	20.25%	1,582.9	940.4	642.5
	EcoWorld London	18.90%	542.1	302.4	239.6
	EcoWorld London's JVs	9.45%	51.9	33.7	18.2
	Australia Projects	27.00%	346.3	0.0	346.3
SUB-TOTAL ECOWORLD INTERNATIONAL			2,523.2	1,276.6	1,246.6
GRAND TOTAL			19,237.4	14,613.5	4,623.9



KEY HIGHLIGHTS

DIGITAL ENGAGEMENT

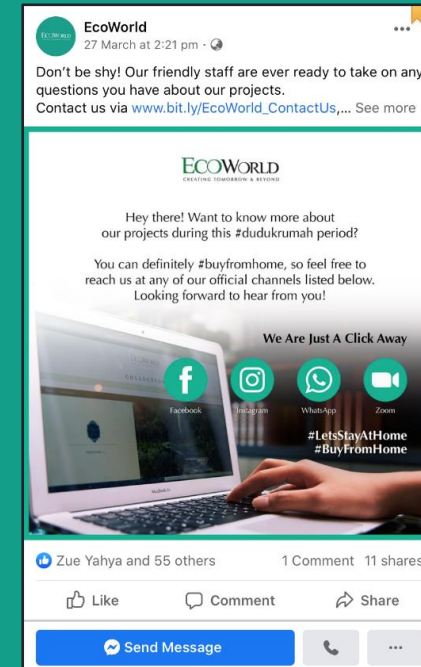
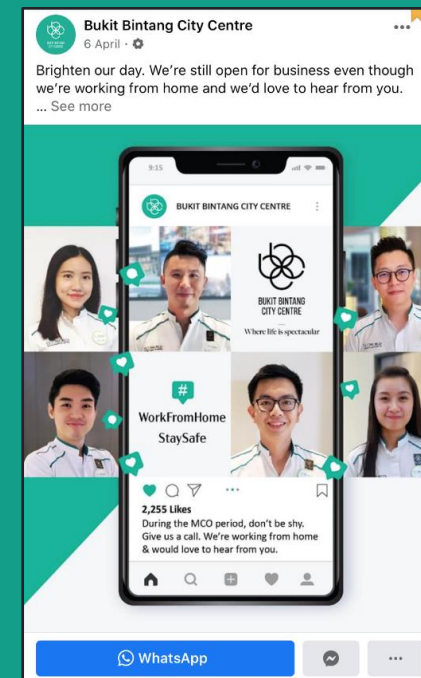
ramped up throughout MCO

Active use of social media platforms to engage with customers

Webinars / video walk-throughs + wide range of digital content to promote all our projects

One-on-One zoom calls with prospects & family members

2,000 appointments secured with new potentials during MCO





BBCC

2nd JV with Mitsui Fudosan

Mitsui Fudosan (Asia) Malaysia Sdn Bhd and BBCC Development Sdn Bhd entered into a JV to purchase a serviced residence block in BBCC for **RM242 million**

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To provide the units in the SR on long term and short term tenancy basis to Japanese and other foreign expats located in Malaysia

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To sell the SR to a third party en bloc or to sell the individual units of the SR to third parties after subdivision





ECO BLOOM

@ Eco Meadows

Completed in March 2020



Vacant possession process begun in April 2020



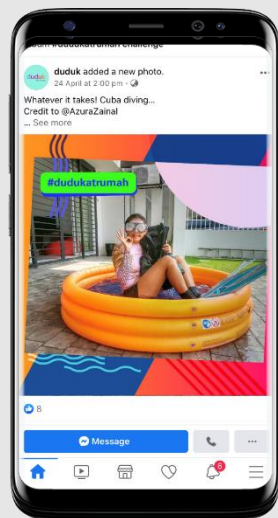
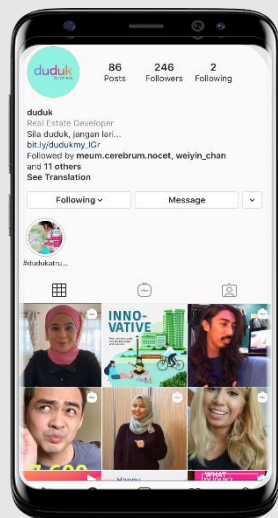
Lifestyle outlets to open progressively by year end
to serve the residents



DUDUK

a new vertical living concept

has garnered a string of followers since it was unveiled in March



#dudukatrumah

● ● Live In Your Dream Home!

SE. RUANG
ECO SANCTUARY

HUNI
ECO ARDENCE



duduk
ECOWORLD

vertical township

A high-rise building that fulfills the wants and needs of everyday life.

An illustration of colorful 3D building blocks in shades of purple, pink, and blue, arranged to represent a vertical township. Small figures of people are shown on the blocks, suggesting a community living in a high-rise building.

SEMI-FURNISHED
1,000 SqFt **UNIT**

≈ **7,600 MUSANG KINGS**

Average Price = RM50

An image showing a modern kitchen with green cabinets and a white countertop. To the right, there is a bowl of musang king durians on a yellow background.

duduk
ECOWORLD

Security System to feel Safe and Secure



duduk
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INNOVATIVE

New methods curate only the best ideas and products.



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DUDUK

what it offers

	Se.Ruang @ Eco Sanctuary	Huni @ Eco Ardence
Built up	1,000 sqft (3 room, 2 bathrooms)	
Semi-furnished	All Light & Fan Air Cond Master Bedroom Wardrobe Kitchen Cabinet Hob Washer Dryer Water Heater	
Target selling price	From RM393,000	
Target launch	End 2020	
Target completion	End 2023	



ECO BOTANIC 2

dream homes for M40 group

Project	Eco Botanic Phase 2
Built up	1,701 sqft – 2,300 sqft
Target selling price	From RM500,000
Target launch	End 2020 / Early 2021
Target completion	End 2025





FY 2020

Works at construction sites fully resumed



HOC incentives & low interest rate to spur demand for properties



Strong pipeline + encouraging registrations for both Duduk & Eco Botanic 2



Effective future revenue of RM4.6b provides clear earnings visibility



THANK YOU

ECOWORLD
CREATING TOMORROW & BEYOND