



Q2 FY2021
RESULTS & BRIEFING
JUNE 2021

ECOWORLD
CREATING TOMORROW & BEYOND

Reset & Reinvent



FINANCIAL HIGHLIGHTS

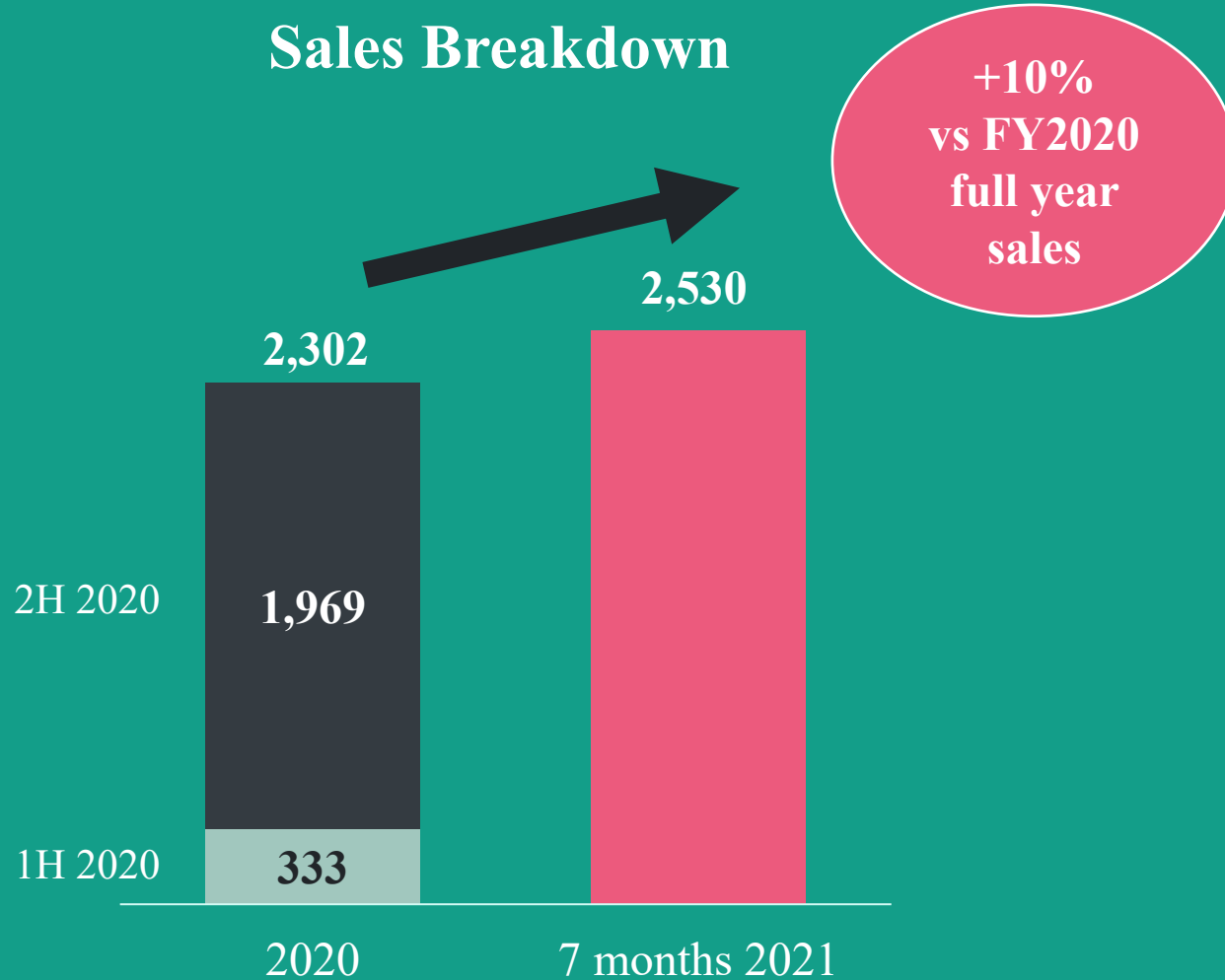


ECOWORLD MALAYSIA

STRONG SALES MOMENTUM SUSTAINED

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Sales Breakdown



88%

of FY2021 sales target of RM2.875 billion achieved in 7 months



ECOWORLD MALAYSIA

SALES PERFORMANCE BY REGION

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Notes:
12 months sales as at 31 Oct 2020
^ 7 months sales as at 31 May 2021

Broad-based recovery in sales attributable to:

- Strong take-ups on new project & products launched
- Homebuyers drawn to distinctive EcoWorld Signature DNA in townships
- Strong demand for Group's Industrial Business Parks



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FUTURE REVENUE AS AT 31 MAY 2021

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+



Sustained recovery in sales momentum



RM4.21 billion

High level of future revenue from locked-in sales which gives:

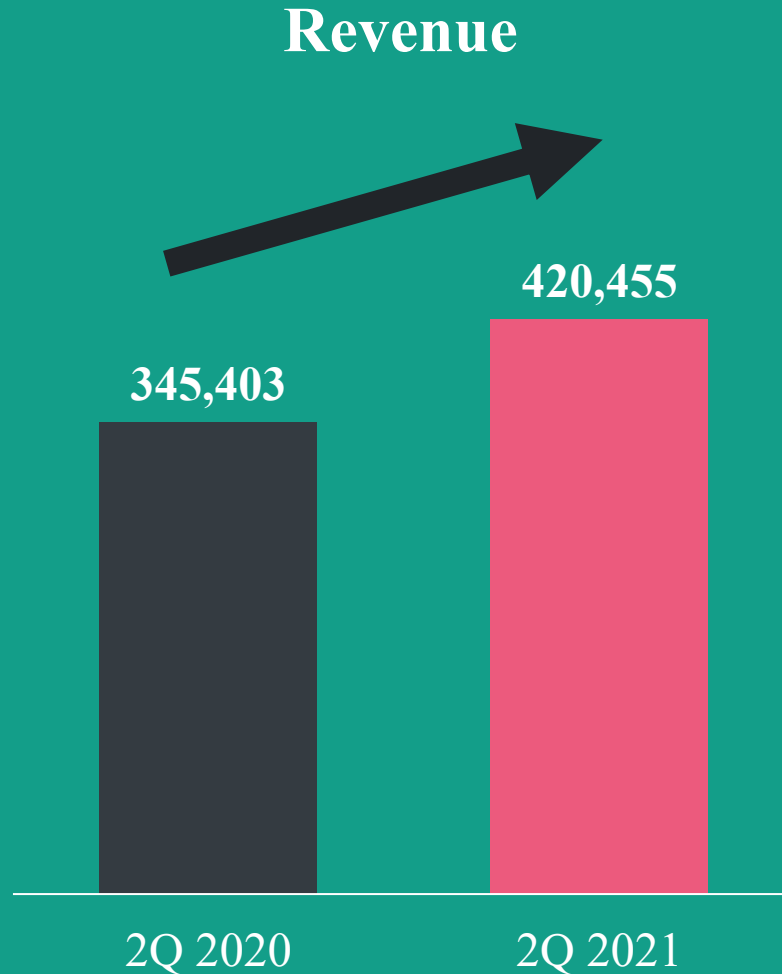
- 1) Clear earnings visibility
- 2) Strong cash-flow certainty



REVENUE

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22% increase

due to:

- Improving sales momentum over last 4 consecutive quarters
- Good progress of works on site in 2Q 2021 vs 2Q 2020

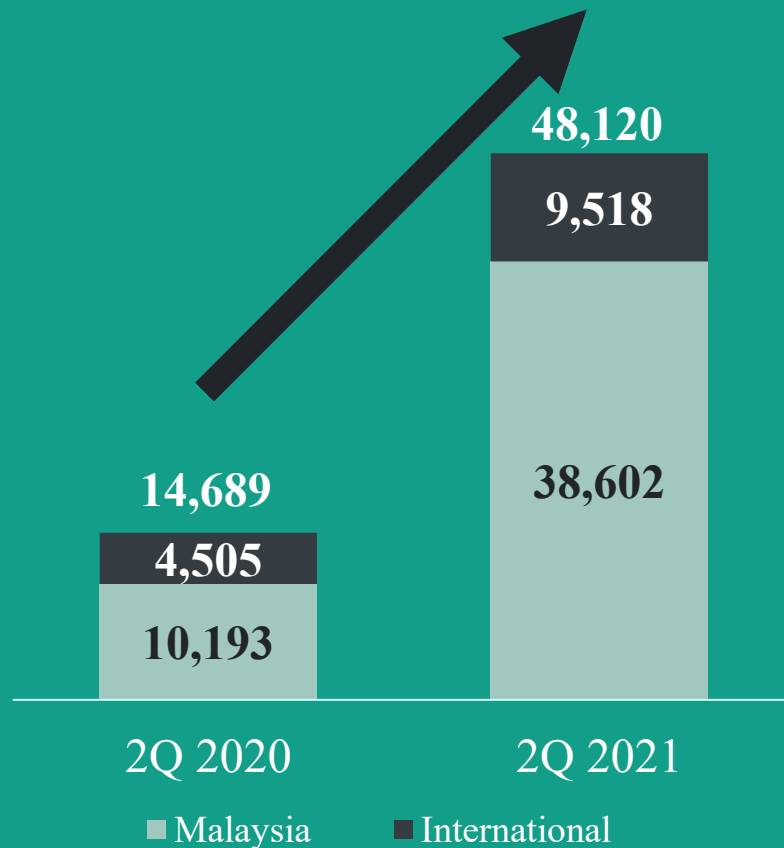


SHARE OF RESULTS OF JOINT VENTURES

2Q FY2021 FINANCIALS

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Share of Results of JV



228% increase

due to:

- High sales by Malaysian JVs over last 4 consecutive quarters
- Good progress of works on site in 2Q 2021 vs 2Q 2020
- Contribution from EcoWorld International following handover of Yarra One

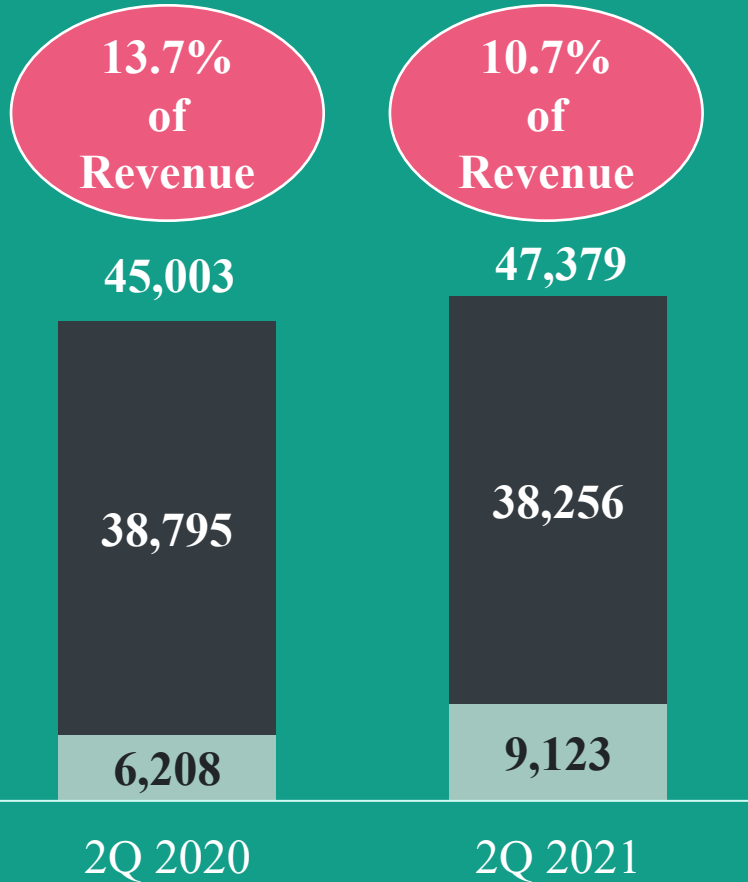


SELLING AND ADMINISTRATIVE EXPENSES

2Q FY2021 FINANCIALS

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Operating Expenses



Well contained

Continued financial discipline

+

focus on digitalisation

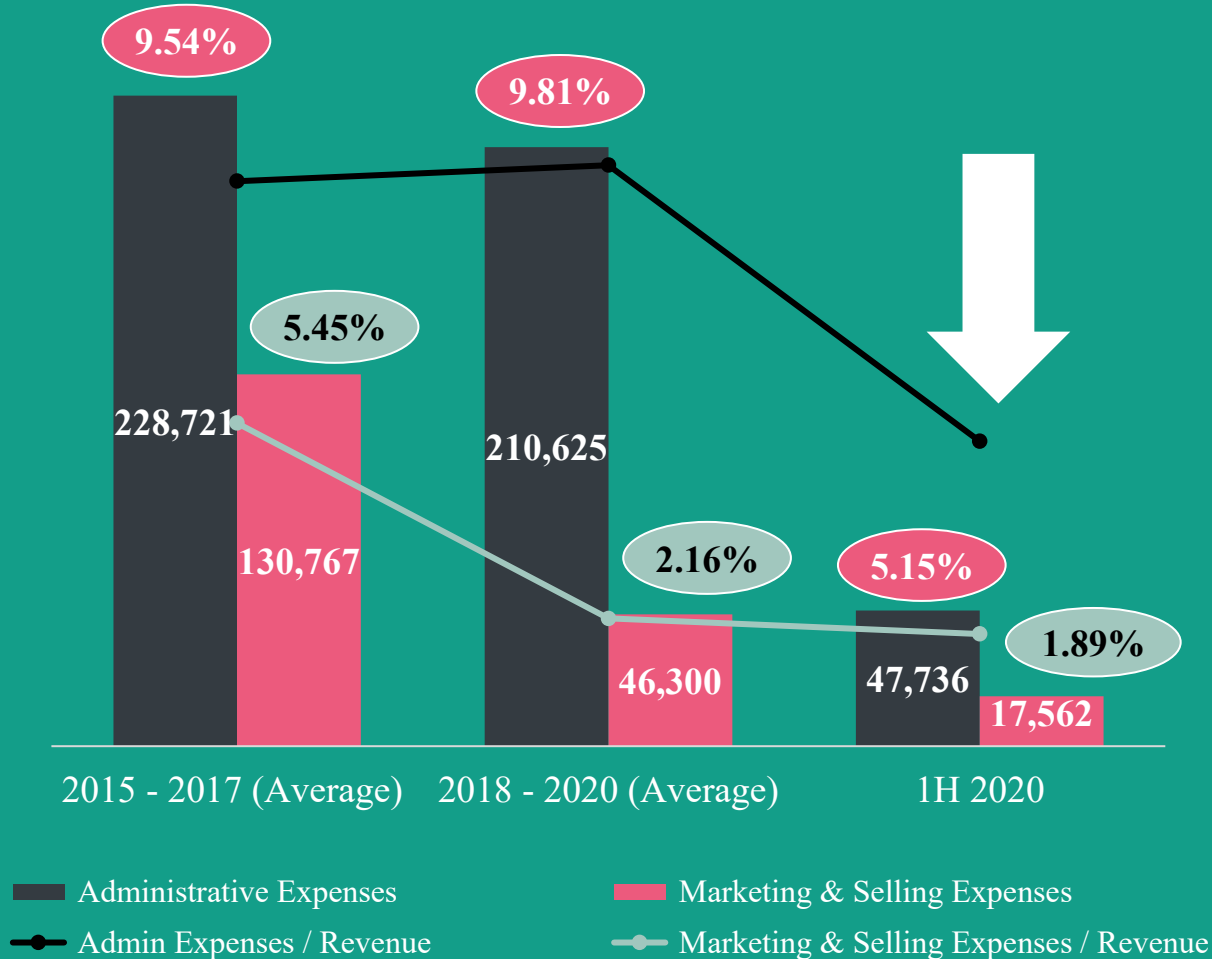
will drive further cost efficiencies going forward

■ Selling & Marketing Expenses ■ Administrative Expenses

2015 – 2021 COST RESET

VIA DIGITAL TRANSFORMATION & FINANCIAL DISCIPLINE

Selling & Administrative Expenses



- Digitalisation journey began in 2017
- More than 60% savings in Marketing & Selling Expenses since 2018 with no loss in sales effectiveness
- 30% cost savings in FY2020 vs FY2019 through financial discipline + continued digitalisation of back-office & support processes
- Reset of overall cost structure will further improve the Group's competitiveness going forward

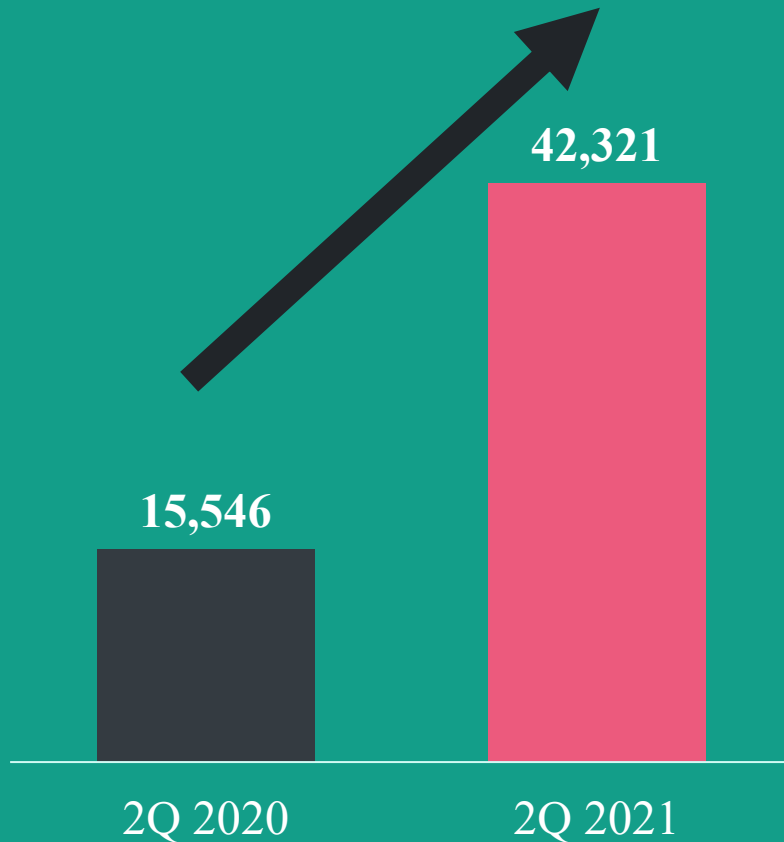


PROFIT AFTER TAX

2Q FY2021 FINANCIALS

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Profit After Tax



172% increase

due to:

- Strong contributions from Malaysian & International joint venture projects
- Financial discipline & cost savings implemented



Q2 FY2021 UPDATES



NEW LAUNCHES

PRODUCTS AT PRICE-POINTS TO SUIT EVERY BUDGET

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Product
Project
Launched Date
Pricing

Double Storey Landed Home & Garden Home
Eco Botanic 2
March 2021
RM500k – 800k

Ergo Home & Garden Home
Eco Forest
April 2021
RM600k – 830k

Co-Home
Eco Horizon & Eco Grandeur
March 2021
>RM400k

Duduk Apartments
Eco Ardence & Eco Sanctuary
End Sept 2020
>RM393k

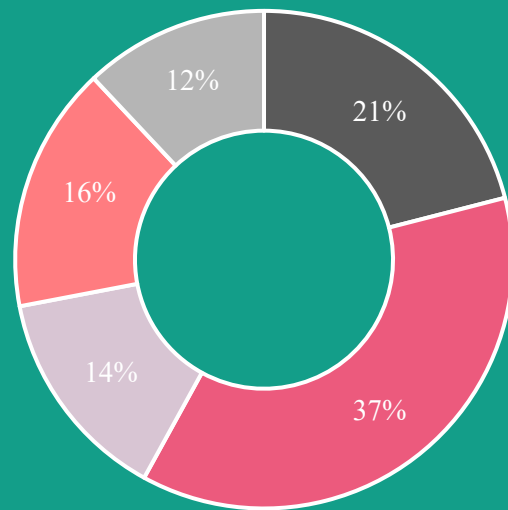


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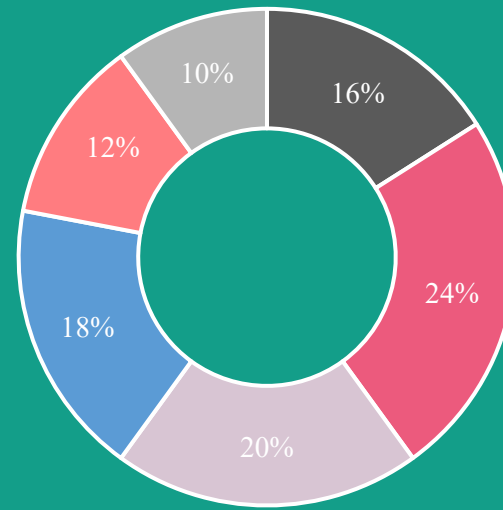
BREAKDOWN ON PRODUCT TYPES

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Cumulative units sold
as at Oct 2015



Cumulative unit sold
as at May 2021



- Landed - Upgrader (RM>1m)
- Landed - Mass Housing (>RM650k - RM1m)
- Landed - M40 (<RM650k)
- Highrise - M40 (<RM500k)
- Integrated Development & Highrise (>RM500k)
- Business Parks & Commercial

- Products curated to suit the needs of every generation, both from a demographic and psychographic standpoint
- Recent + upcoming launches comprise products designed & priced to suit M40 market
 - **apartments < RM400,000;**
 - **landed homes from RM450,000 – RM900,000**



#YouBelong

ideal properties for everyone

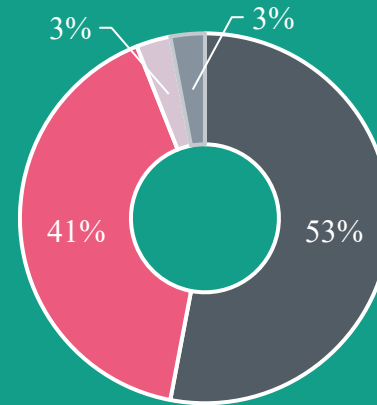
Strategic shift in customer demographic over last 5 years

Close to 70% of customers are now below 40 yrs old

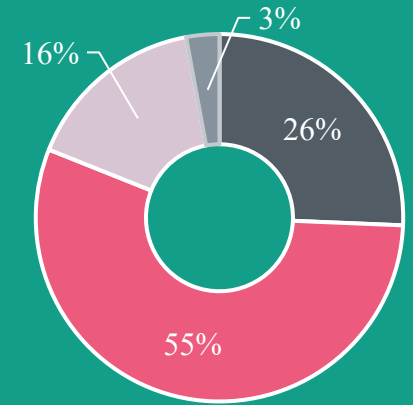
Gen-Y & Gen-Z customers set strong foundation for natural upgraders market which bodes well for future growth of townships

Breakdown of customer profile

As at Oct 2015



As at May 2021



- Gen X + Boomers (40 yrs & Above)
- Gen Y (27-39 yrs)
- Gen Z (below 27 yrs)
- Company



BUMI BUYERS

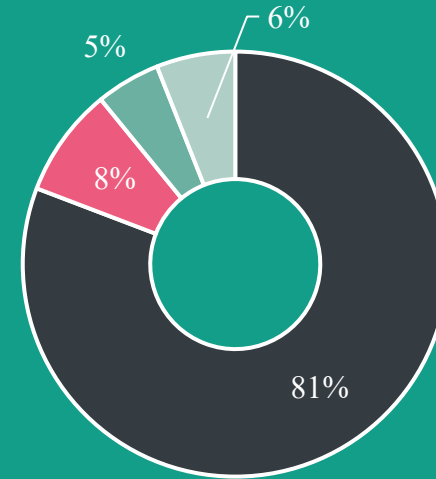
increased by > 300%

#SENGjer, Kempen Hartanah Bumi and other similar campaigns greatly increased EcoWorld's share of the key Bumiputra homebuyers market

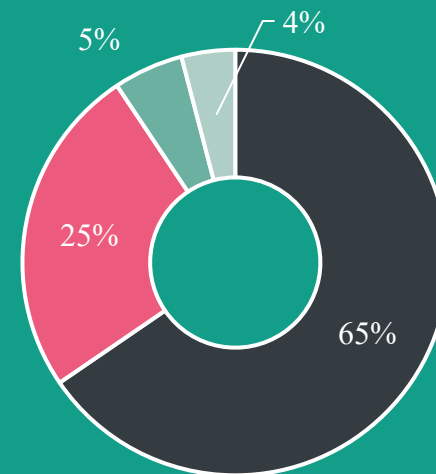
Wide range of products for every market segment including affordable housing

Bumiputra customers grew from 8% in 2015 to 25% in May 2021; target to grow this further

Oct 2015



May 2021



Chinese Malay Indian Others & Co





Time to Buy

conducive conditions to
invest in property

low mortgage rates



HOC initiatives – extended to 31 December 2021



impending economic recovery with ramp up in
vaccination



various stimulus measures by the government,
namely the Prihatin Rakyat Economic Stimulus
Package (PRIHATIN) and PENJANA



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COMMERCIAL, INDUSTRIAL & BBCC

Eco Business Park Segment

Landbank	1,762 acres
Total GDV	RM9.45billion
Cumulative Sales	RM2.35 billion
Remaining GDV	RM7.10 billion

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SOLID DEMAND

Eco Business Parks

RM227 million sold in 7 months YTD 2021 vs RM220 million for FY2020

Continued strong demand from local industrialists particularly those involved in the ware-housing, logistics & e-commerce sectors

EcoWorld's substantial network of contacts with industrialists and other key players through EBP I, II & III in Iskandar Malaysia & EBP V in Selangor will stand us in good stead to pursue further opportunities

Demand to be further boosted with the commencement of Covid-19 vaccination in Malaysia and other countries which will lead to easing of cross-border business travel



BBCC

integrated development

a visionary, state-of-the-art inner-city regeneration project & masterpiece in the making

strategically situated on sizeable 19.4 - acre parcel at the heart of Kuala Lumpur's Golden Triangle

Handing over in 2021:

- Mitsui Lalaport Lifestyle Mall
- Malaysia Grand Bazaar
- The Stride – Strata Offices
- Lucentia – Serviced Residences



WHERE EXCITING THINGS AWAIT



PROGRESS ON ESG INITIATIVES

ESG

doing better by doing good

Decision to embed sustainability into our business strategy and day-to-day operations yielding results & recognition

EcoWorld Malaysia included into the **FTSE4Good Bursa Malaysia (F4GBM)** Index in December 2020

Conferred the **EdgeProp Malaysia's Responsible Developer: Building Sustainable Development Award 2021**

Accepted as a participant of the **United Nations Global Compact** in April 2021 & we will be working closely with the Malaysian Chapter in line with the 10 Principles of the UN Global Compact to improve our performance on the SDGs

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CULTURE

embedding an ESG mindset

advocating the importance of sustainability in life and work

enhance employee motivation by instilling a sense of purpose and increase productivity overall

Virtual WED 2021 celebration to continue to advocate sustainability group-wide by:

- celebrating achievements to-date
- providing a platform for our Green Champions to share their journey
- inviting external advocates to provide insights
- sharing our aspirations going forward & call to action





INVESTMENT CASE

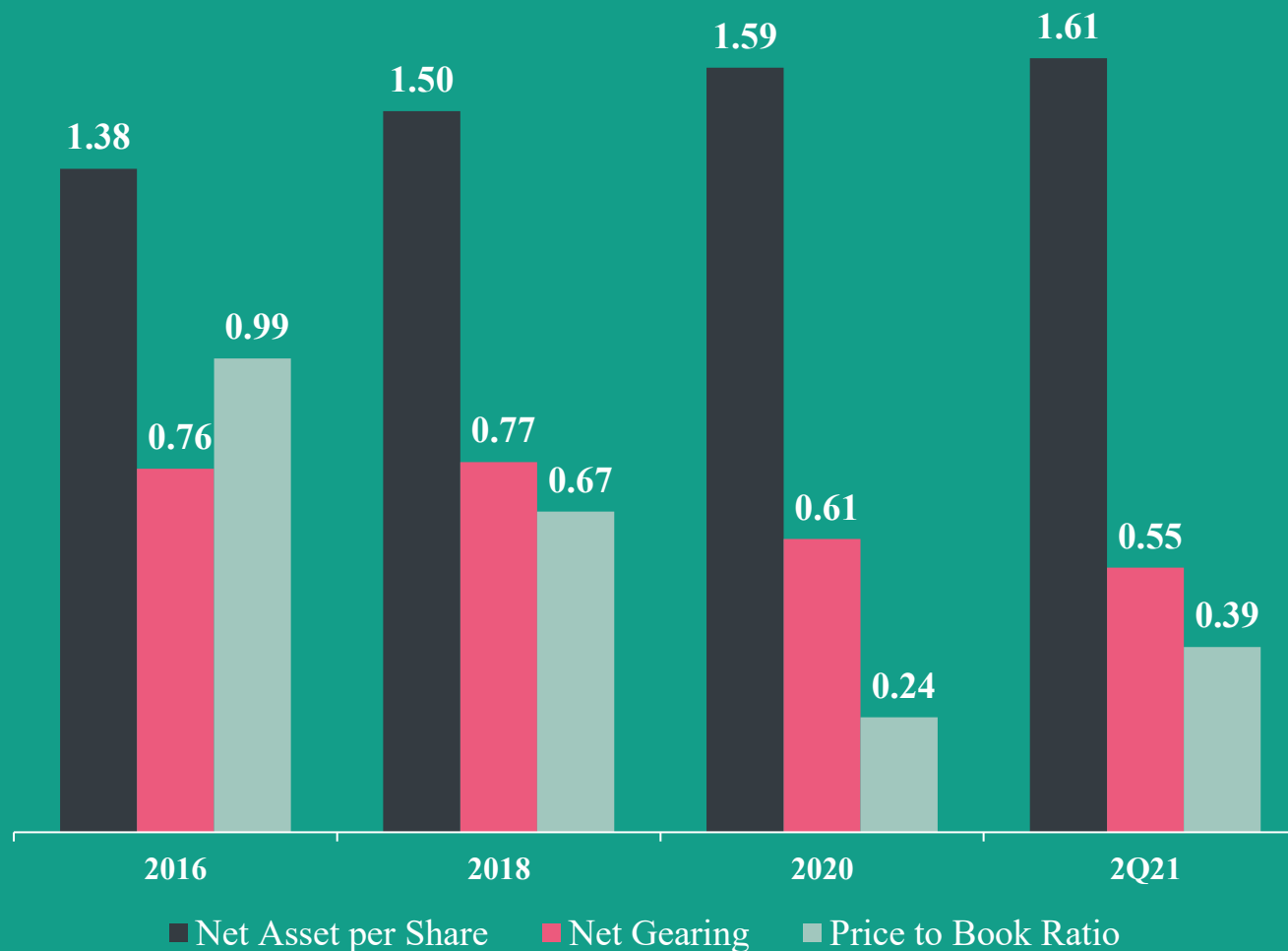
IMPROVING BALANCE SHEET

TRACK RECORD SINCE 2016

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Focused & steadfast efforts to strengthen Balance Sheet evidenced by:

- **Constant Growth in Net Asset per Share despite Covid-19 pandemic**
- **Steady reduction in Net Gearing levels**



COMMITMENT TO DIVIDEND PAYMENT

2Q FY2021 FINANCIALS

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2 sen

interim dividend declared
in 2Q 2021 to reward
shareholders

**Stronger Balance Sheet & improved gearing
position enabled dividend payments to
commence in 4Q 2020**

	Dividend Per Share (sen)		Dividend Payout (RM'mil)	
	2020	2021	2020	2021
1H	-	2.00	-	58.9
2H	2.00	*	58.9	*
Total	2.00	*	58.9	*

** To be determined by the Board of Directors*



THANK YOU

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