

Reset & Reinvent

Q3 FY2021  
RESULTS & BRIEFING  
SEPTEMBER 2021

ECOWORLD  
CREATING TOMORROW & BEYOND

Scan for  
EcoWorld 3Q FY2021  
Results Update Video



A teal background with a white diagonal line running from the bottom-left corner towards the top-right corner. The text is centered in the upper right portion of the image.

# FINANCIAL HIGHLIGHTS

# SALES TARGET EXCEEDED IN 10 MONTHS

1 NOV 2020 – 31 AUG 2021

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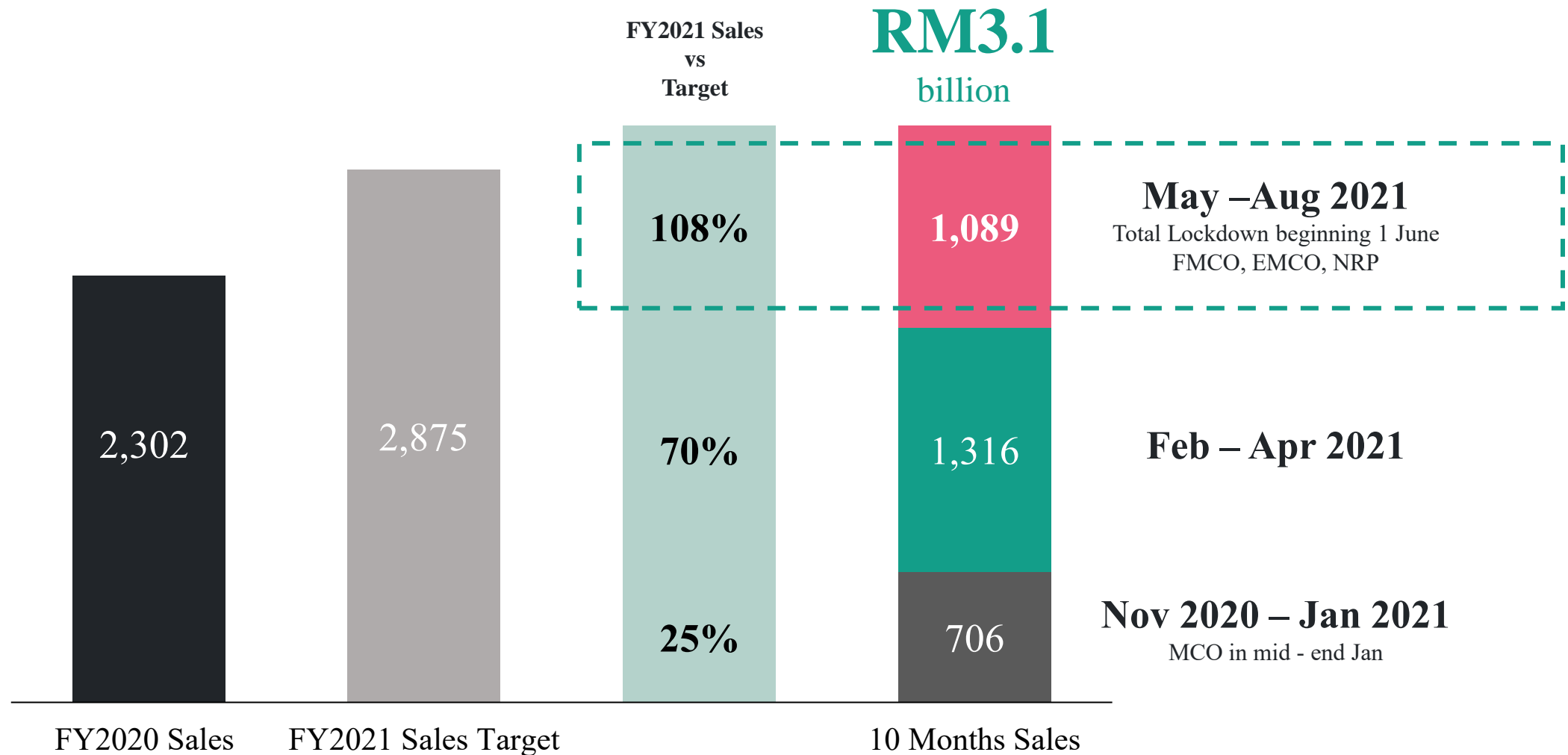
Achieved  
**RM3.1**  
**billion**  
(10 months)

FY2021 Sales Target  
**RM2.875**  
**billion**

# FY2021 YTD SALES ACHIEVED

VS FY2020 SALES & FY2021 SALES TARGET

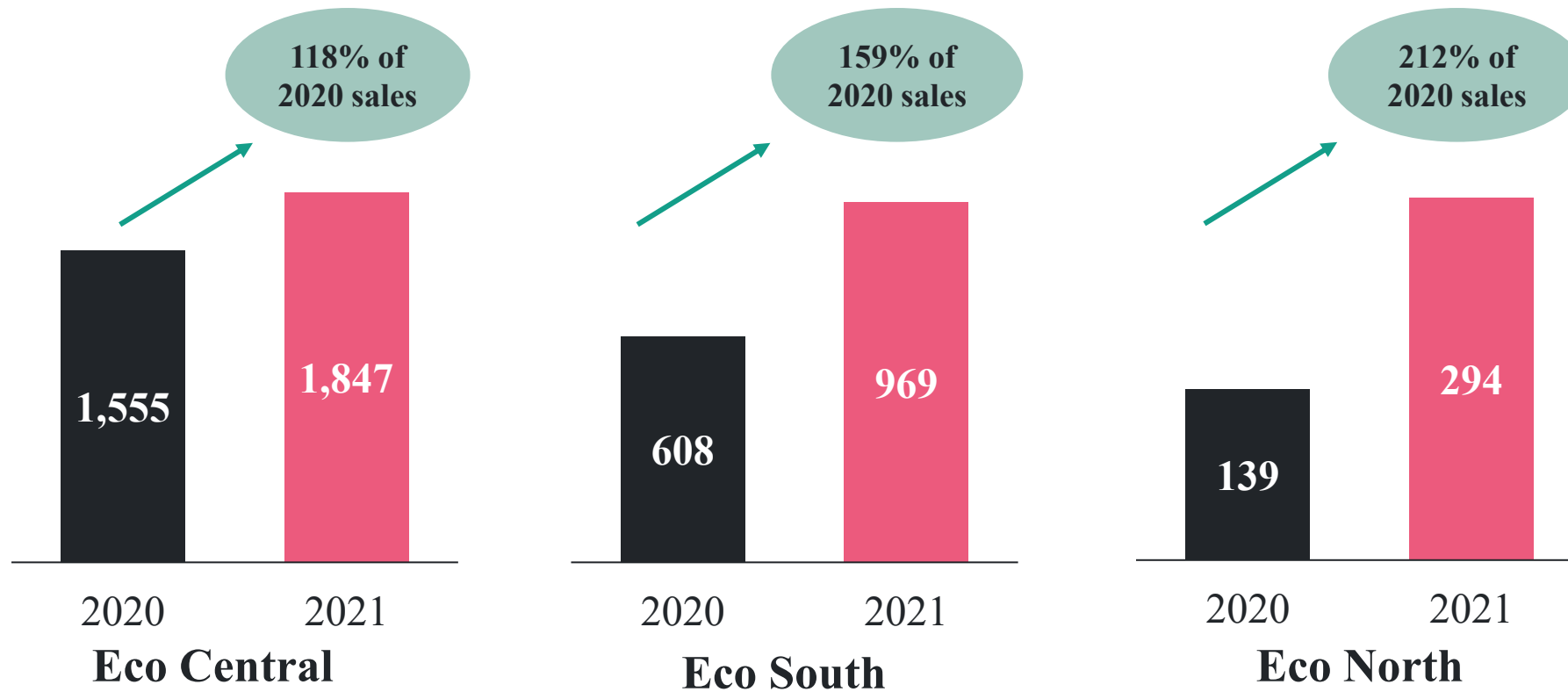
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# SALES PERFORMANCE BY REGION

FY2021 YTD SALES (1 NOV 2020 – 31 AUG 2021) VS FY2020 SALES

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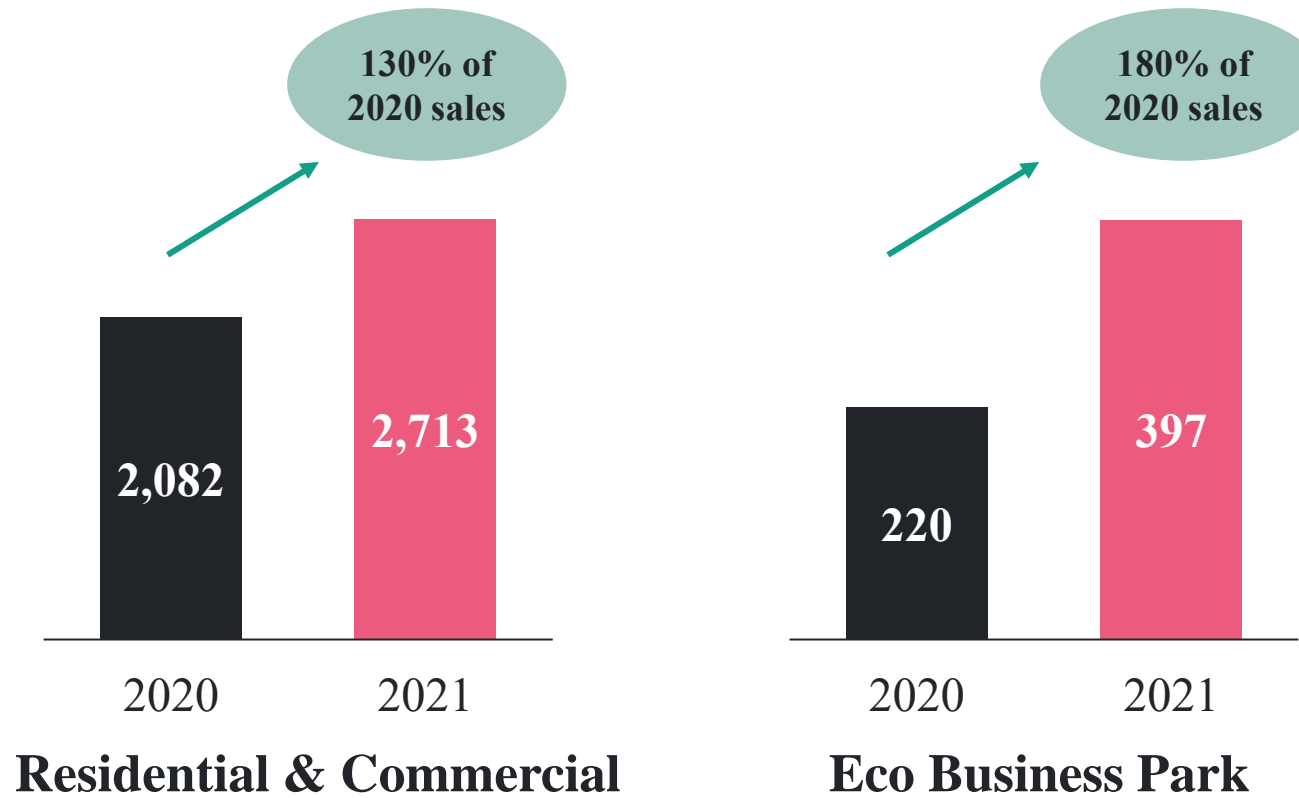


■ FY2020 Sales  
■ FY2021 Sales (10 months)

# SALES PERFORMANCE BY PROJECT TYPE

FY2021 YTD SALES (1 NOV 2020 – 31 AUG 2021) VS FY2020 SALES

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**Strong performance experienced by the Group across all categories:**

- **Residential & Commercial products**
- **Eco Business Parks (Industrial)**

■ FY2020 Sales  
■ FY2021 Sales (10 months)

# FUTURE REVENUE

AS AT AUG 2021

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+



**Future revenue from locked-in sales  
remains high**

**RM4.1 billion**

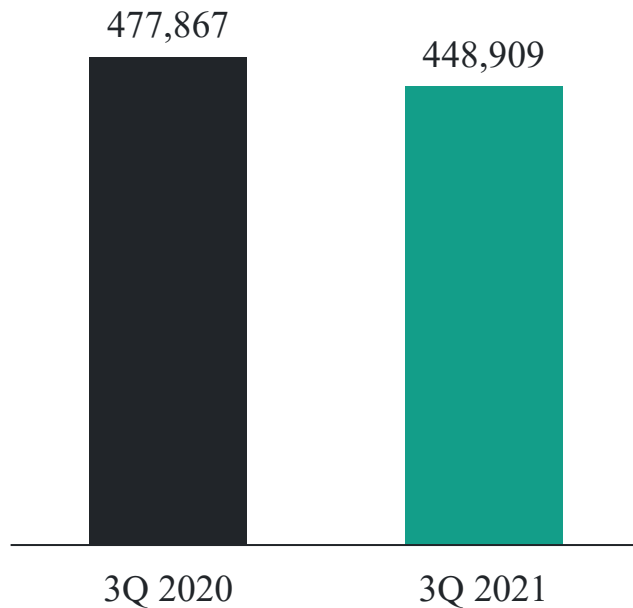
**This provides:**

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

# REVENUE

## 3Q FY2021 FINANCIALS

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**Revenue only 6% lower despite implementation of MCO 3.0 & FMCO in 3Q FY2021**

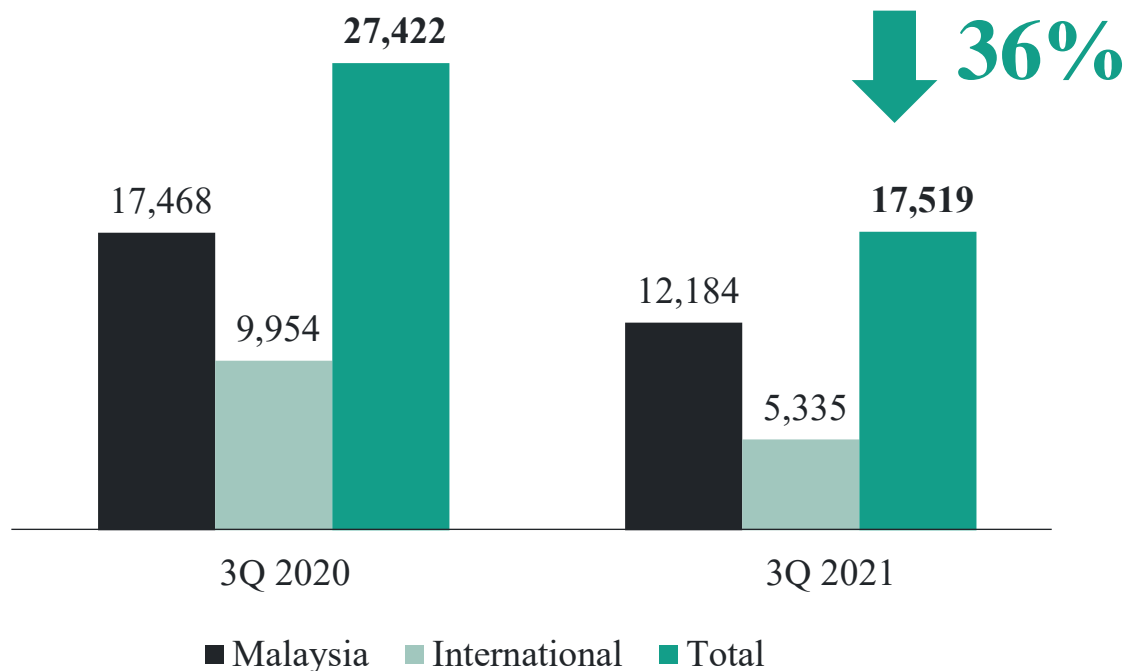
- **More completed & nearly completed properties sold**
- **Enabled higher percentage of revenue to be recognised immediately upon sale**



# SHARE OF RESULTS OF JV

## 3Q FY2021 FINANCIALS

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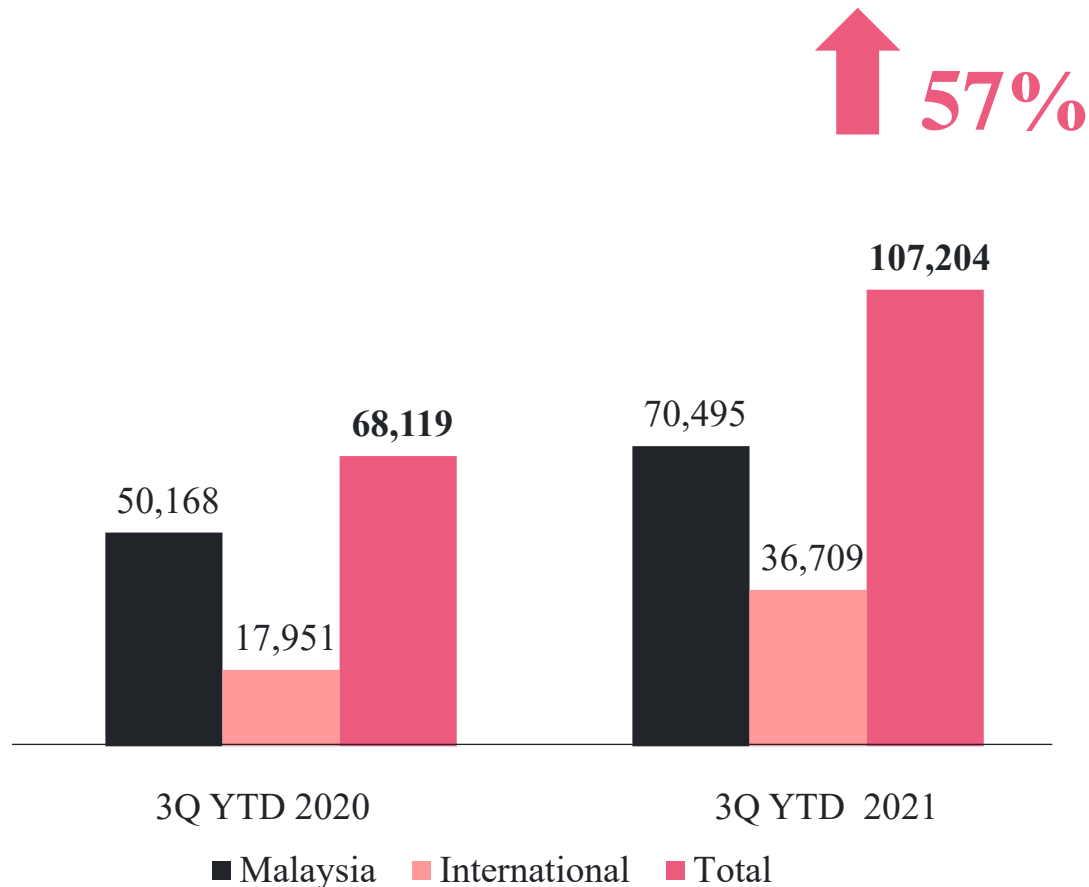
Share of the results of Malaysian JVs were lower as MCO 3.0 & FMCO restricted work progress on construction sites in 3Q FY2021

Contributions from EcoWorld International lower due to lesser handover of units sold to customers and lower share of results from UK JV

# SHARE OF RESULTS OF JV

3Q YTD FY2021 FINANCIALS

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Share of results of Malaysian & International JVs is **57% higher on a 9 month YTD basis**

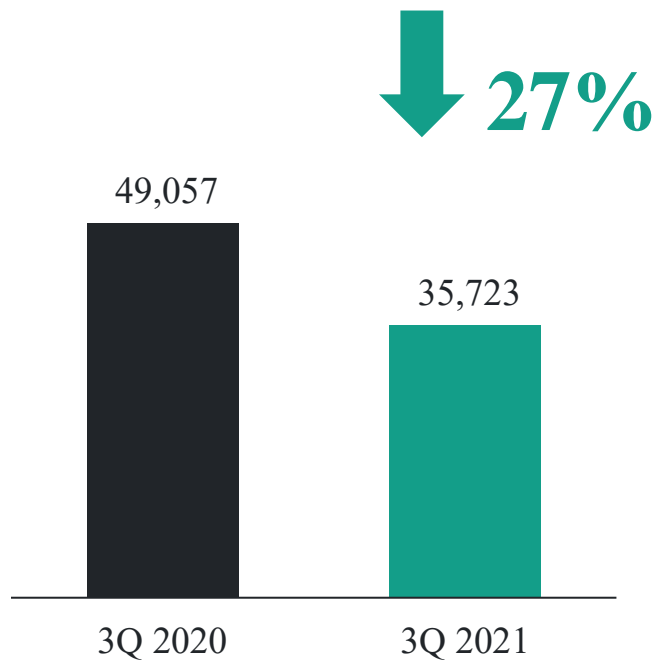
- **Good work progress by Malaysian JVs in earlier quarters + strong sales achieved to date**
- **Higher cumulative profits contributed from Australian projects and UK JV projects as at 3Q YTD 2021 vs 3Q YTD 2020**

# PROFIT AFTER TAX

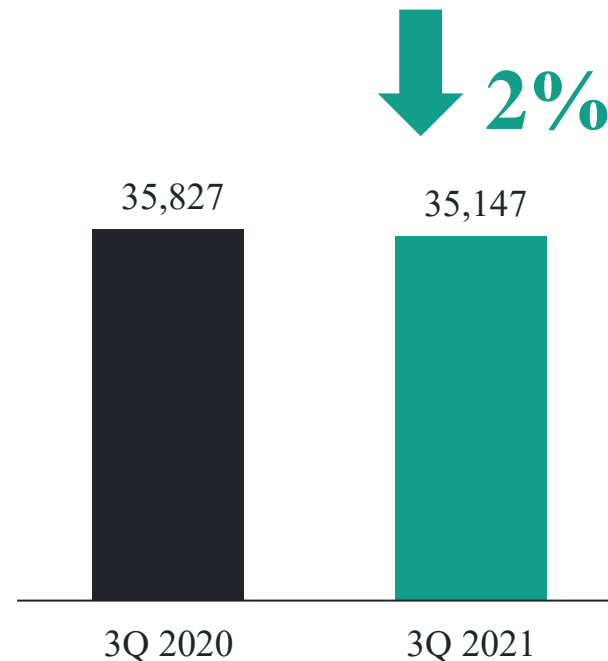
3Q FY2021 FINANCIALS

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## Profit Before Tax



## Profit After Tax



Profit before tax for 3Q FY2021 was **lower than 3Q FY2020** due to **impact of the MCOs**

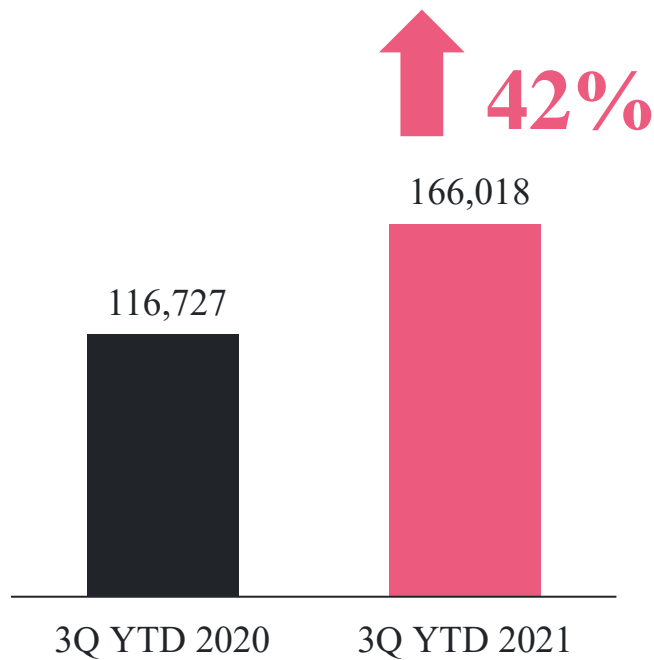
Profit after tax **largely unchanged** from 3Q FY2020 due to **reversals of overprovisions for taxation**

# PROFIT AFTER TAX

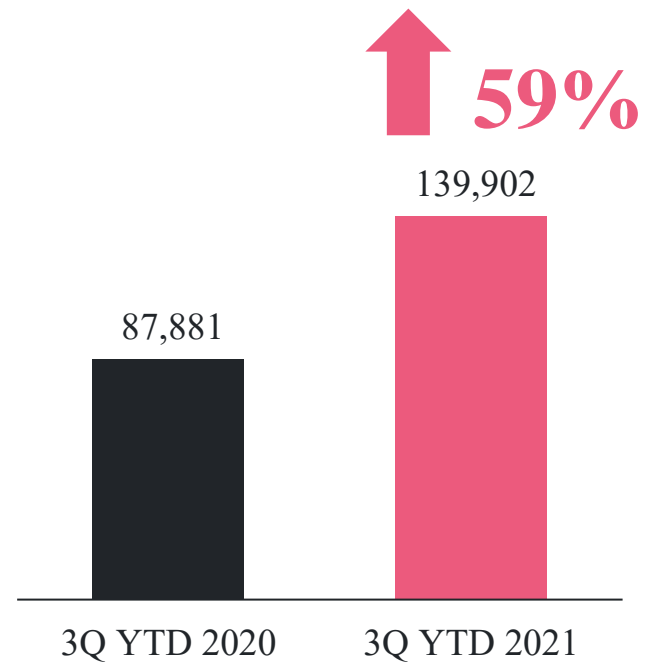
3Q YTD FY2021 FINANCIALS

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## Profit Before Tax



## Profit After Tax

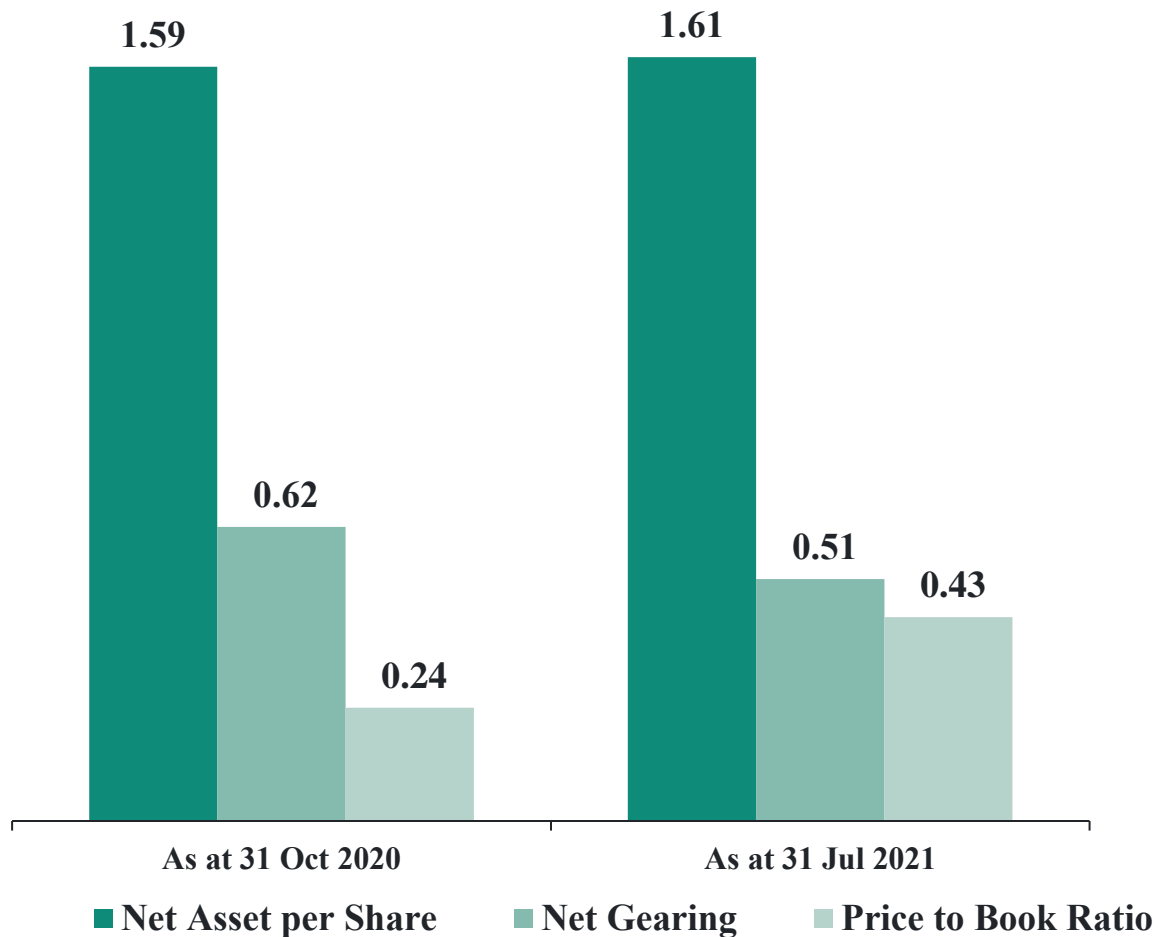


**Profit after tax for 3Q YTD  
FY2021 remains strong at  
59% higher than 3Q YTD FY2020**

# IMPROVING BALANCE SHEET

3Q FY2021 FINANCIALS

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Balance Sheet continues to strengthen evidenced by:

- Constant **growth in Net Asset per Share** despite pandemic
- **Lower absolute borrowings** from RM3.32 billion to RM2.99 billion  
(as at 31 Oct 2020) (as at 31 Jul 2021)
- Steady **reduction in Net Gearing** ratio from **0.62 times** to **0.51 times**  
(as at 31 Oct 2020) (as at 31 Jul 2021)



# Q3 FY2021 UPDATES

# NEW LAUNCHES

PRODUCTS AT PRICE-POINTS TO SUIT EVERY BUDGET

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Product

Double Storey Landed  
Home &  
Garden Home

Ergo Home &  
Garden Home

Co-Home

Duduk Apartments

Project

Eco Botanic 2

Eco Forest

Eco Horizon &  
Eco Grandeur

Eco Ardence &  
Eco Sanctuary

Launched Date

March 2021

April 2021

March 2021

End Sept 2020

Pricing

RM500k – 800k

RM600k – 830k

>RM400k

>RM393k

Scan for  
Product  
Walkthrough



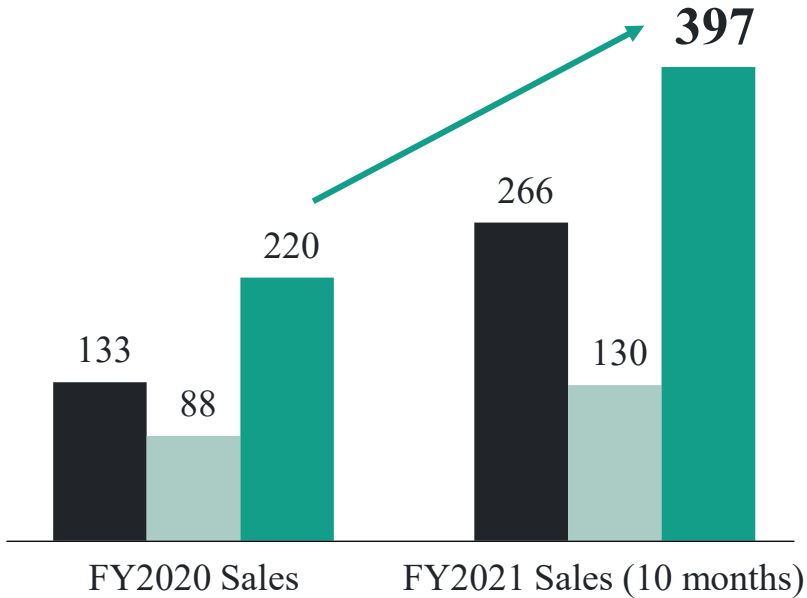
# PORTFOLIO OF INDUSTRIAL PARKS

3 ACROSS JOHOR & 1 IN SELANGOR

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## Sales By Value

180% of 2020 sales



■ EBP I, II, III ■ EBP V ■ Total



Scan for Eco Business Park Virtual Tour



**Tebrau, Flagship A**  
612 acres, Freehold



**Senai, Flagship E**  
383 acres, Freehold



**Pasir Gudang, Flagship D**  
248 acres, Freehold

The largest industrial hub in Iskandar Malaysia with total of 1,243 acres

Green business park specially catered to medium & light industrial businesses.  
Focusing more on manufacturing & business space.

Focusing more on commercial industry, suitable for factory outlets & showrooms



**Puncak Alam, Klang Valley**  
519 acres, Leasehold

Green business park specially catered to medium & light industrial businesses. It gathers the upstream and downstream urbanization activities together.



# BBCC

## INTEGRATED DEVELOPMENT

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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

Scan for  
BBCC Site  
Progress Update



# 100% TEAM ECOWORLD VACCINATED

## CORPORATE VACCINATION PROGRAMME

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Vaccinated **>8,000** staff, family members, business associates and contractors' workers thru corporate vaccination programme

Help contribute to Government's efforts to reach target of 80% of population immunised faster to enable full resumption of economic activities as soon as possible

**80% of site workers across all our projects will be fully vaccinated by September** - this will allow us to operate with 100% workforce going forward to speed up work progress

**Sales galleries open** - fully vaccinated Team EcoWorld are ready to serve customers with all SOPs strictly observed

THANK YOU

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