

# 4Q FY2021

Results & Briefing  
December 2021

TOGETHER  
*We* CREATE

**ECOWORLD**  
CREATING TOMORROW & BEYOND

# 4Q FY2021 Financial Results

Video



## FY 2021 Results

1 Nov 2020 - 31 Oct 2021

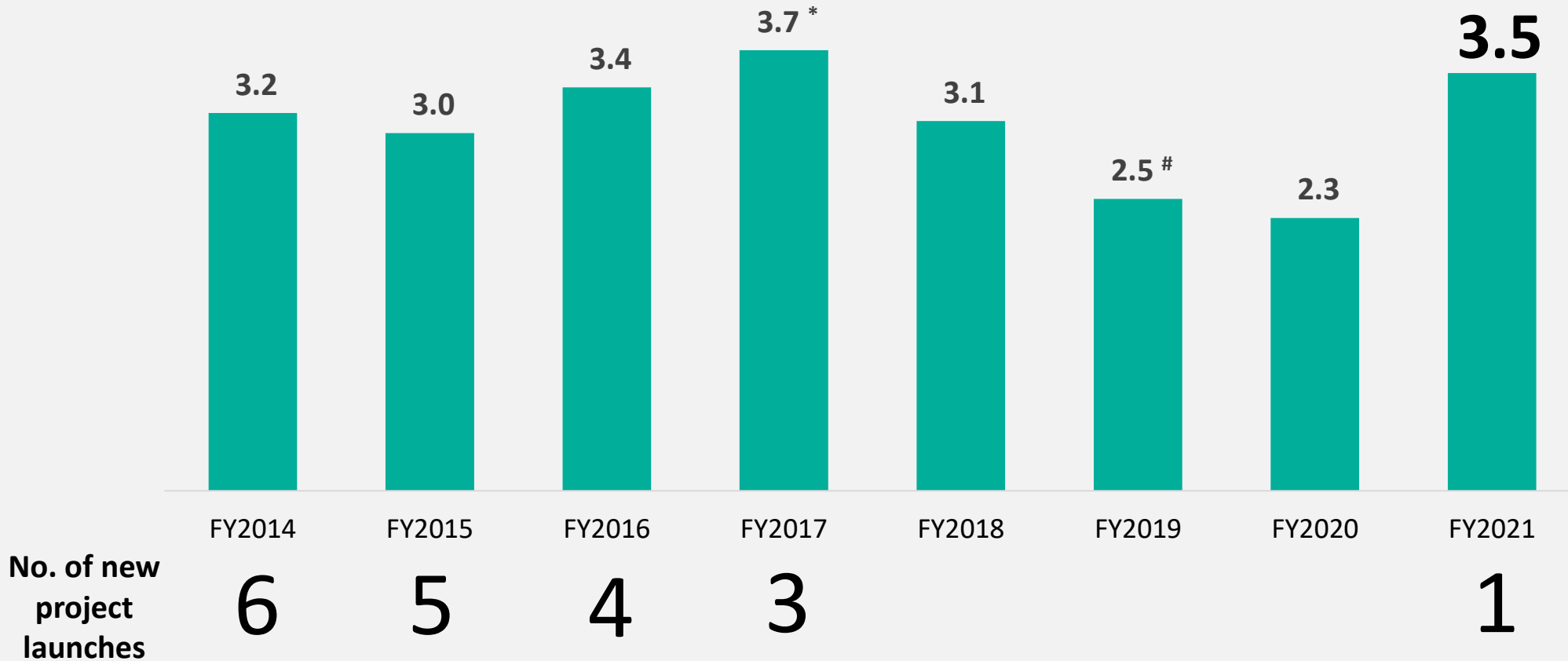


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# Sales & Marketing Updates 4Q FY2021

# SALES ACHIEVED

Sales performance near historic high



**53%**

Higher than  
FY2020

**23%**

Above sales  
target of  
RM2.875 billion

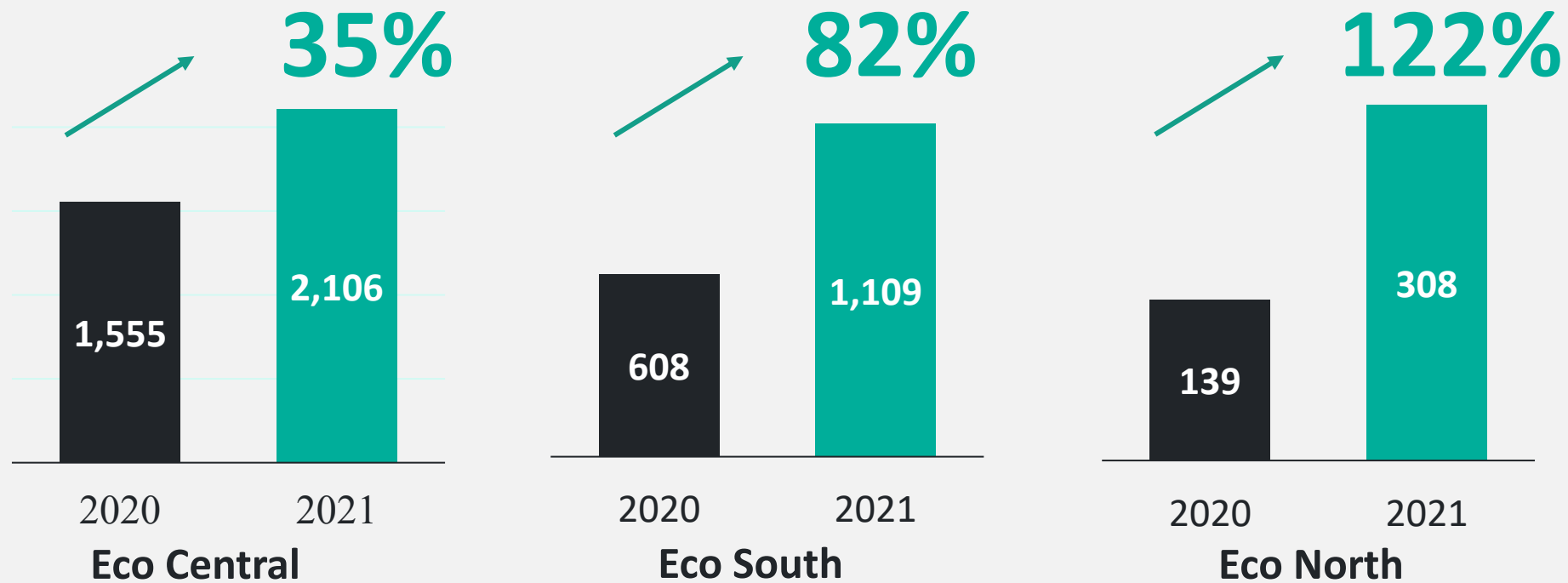
**Notes:**

\* Adjusted for termination of BBCC Hotel Sale

# Adjusted for termination of proposed JV with PowerChina Group

# SALES PERFORMANCE BY REGION

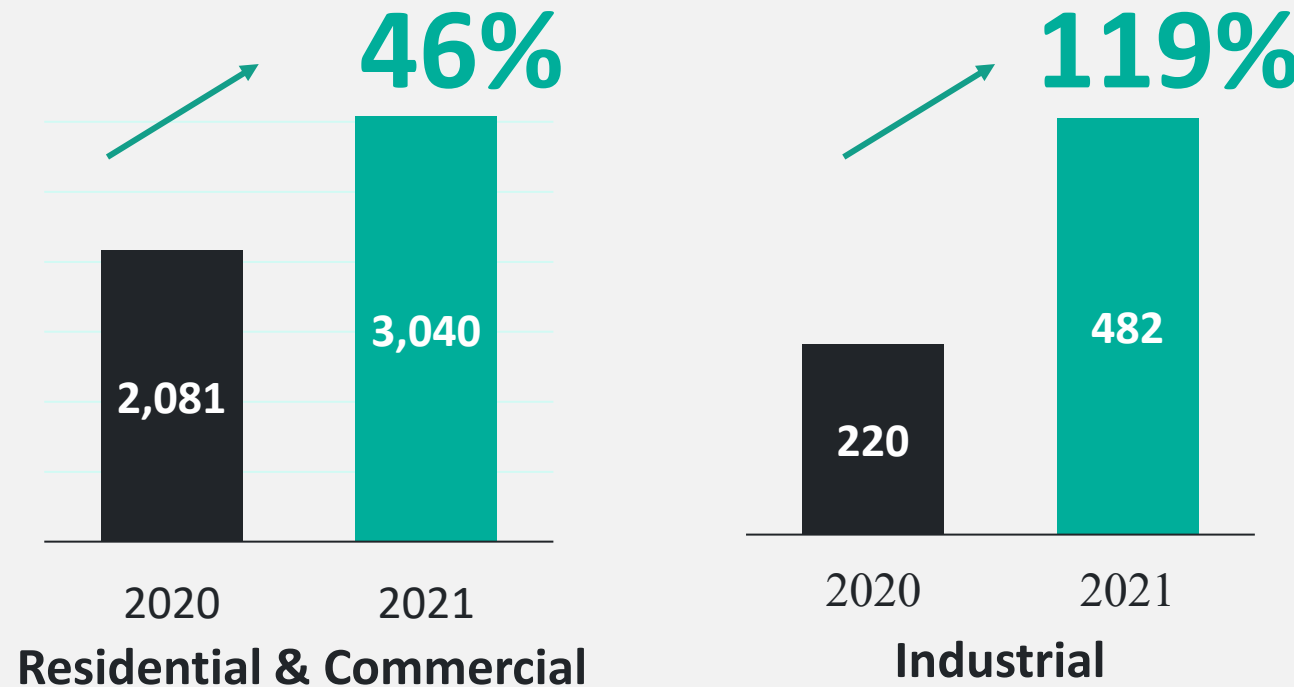
FY2021 vs FY2020



■ FY2020 Sales  
■ FY2021 Sales

# SALES PERFORMANCE BY PRODUCT TYPE

FY2021 vs FY2020



FY2020 Sales  
 FY2021 Sales

Strong performance across all categories:

- **> RM3 billion Residential & Commercial products sold**
- **Eco Business Parks (Industrial) sales 119% higher vs FY2020**

# NEW LAUNCHES IN 2020-2021

Innovative products to meet every budget



**Eco Botanic 2 (FY2021)**  
Double Storey Landed  
Home & Garden Home  
RM500k-800k

**698** units sold



**Eco Grandeur &  
Eco Horizon (FY2021)**  
Co-Home  
>RM400k

**395** units sold



**Eco Forest (FY2021)**  
Ergo Home &  
Garden Home (Ph 2)  
RM600k-830k

**236** units sold

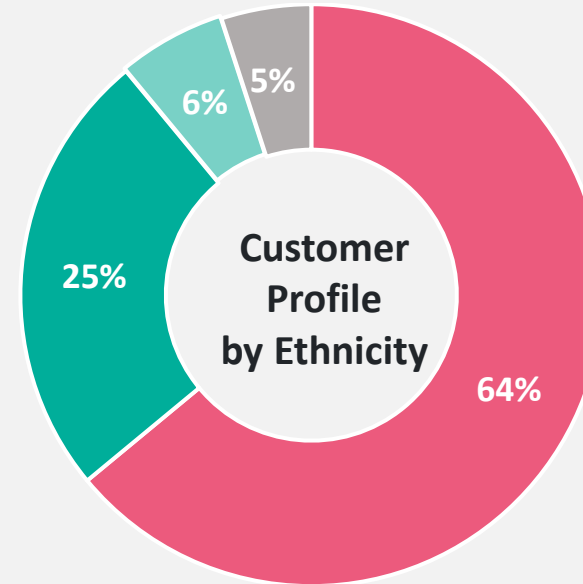
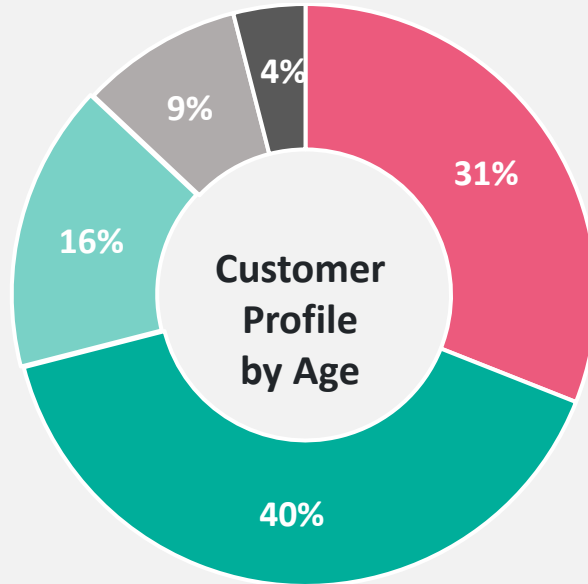
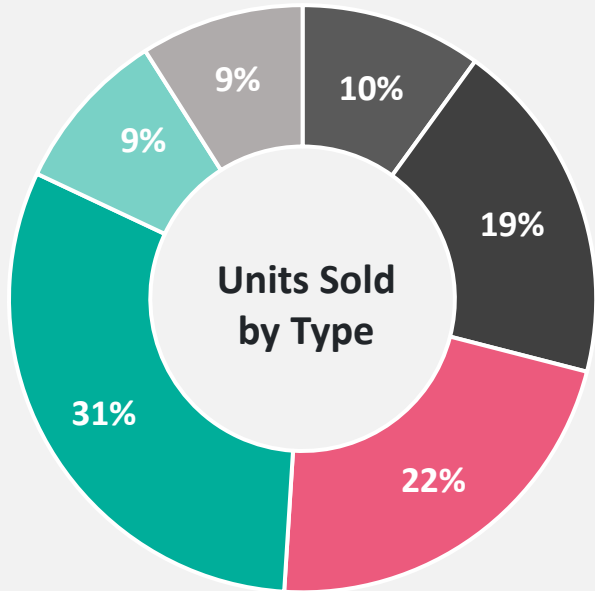


**Eco Ardence &  
Eco Sanctuary (FY2021)**  
Duduk Apartments  
>RM393k

**2,182** units sold

# PRODUCTS TO SUIT EVERY GENERATION

Breakdown by type & customer profile in FY2021



- Landed - Upgrader (RM>1m)
- Landed - Mass Market (>RM650k – RM1m)
- Landed – Starter Home (<RM650k)
- Highrise – Starter Home (<RM500k)
- Integrated Development & Highrise (>RM500k)
- Business Parks & Commercial

- ≤29 years old
- 30 – 39 years old
- 40 – 49 years old
- ≥50 years old
- Company

- Chinese
- Bumiputra
- Indian
- Others & Company

>50%

Products sold are priced below RM650k

>70%

Customers below 39 years old



# FUTURE REVENUE

As at 31 Oct 2021



+



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

# RM3.5 billion

**This provides:**

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

# COMMERCIAL PORTFOLIOS

At EcoWorld Townships across Malaysia



Scan for the video

# BINA BERSAMA CAMPAIGN

Platform for local aspiring entrepreneurs to get started in EcoWorld



**BINA BERSAMA**  
 ECOWORLD × iMEDIA  
 CREATING TOMORROW & BEYOND

## 7 EXCITING MEDIA PLATFORMS



## CHECK OUT THE HYPE



It's time to #BYOB – Become Your Own Boss – in EcoWorld.  
 Kick-start your dream now!

ISKANDAR MALAYSIA			PENANG	
<b>Eco Avenue @ Eco Tropics</b> Pasar Gudang, Johor Shop Offices	<b>Eco Vantage @ Eco Tropics</b> Pasar Gudang, Johor Shop Offices	<b>Eco Palladium @ Eco Spring</b> Tebrau, Johor Commercial Hub	<b>Eco Galleria @ Eco Botanic</b> Iskandar Puteri, Johor Commercial Hub	<b>Eco Bloom @ Eco Meadows</b> Simpang Ampat, Penang Shop Lots
<a href="#">EXPLORE MORE</a>	<a href="#">EXPLORE MORE</a>	<a href="#">EXPLORE MORE</a>	<a href="#">EXPLORE MORE</a>	<a href="#">EXPLORE MORE</a>

# INDUSTRIAL PORTFOLIOS

3 in Iskandar Malaysia + 1 in Klang Valley

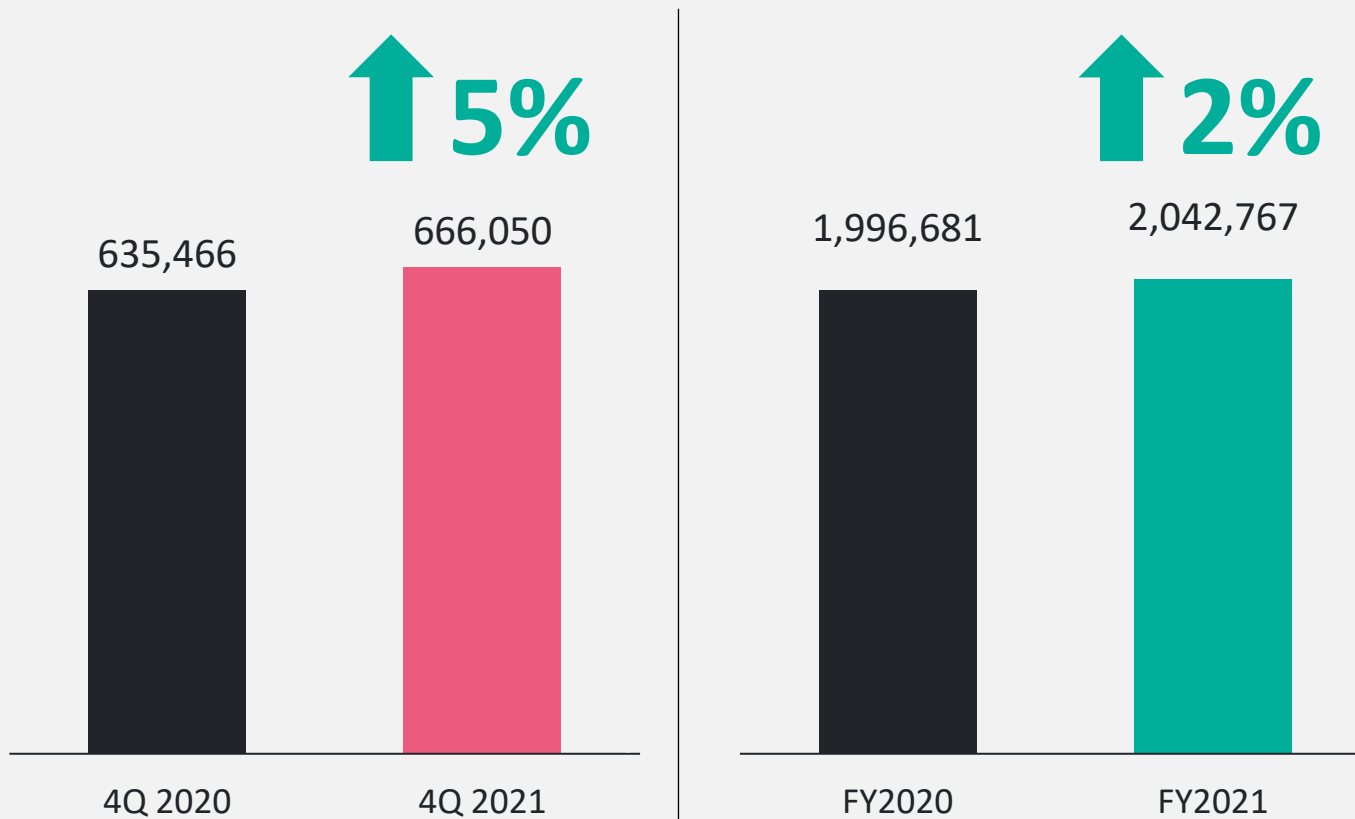


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# Financial Updates 4Q FY2021

# REVENUE

## 4Q FY2021 Financials



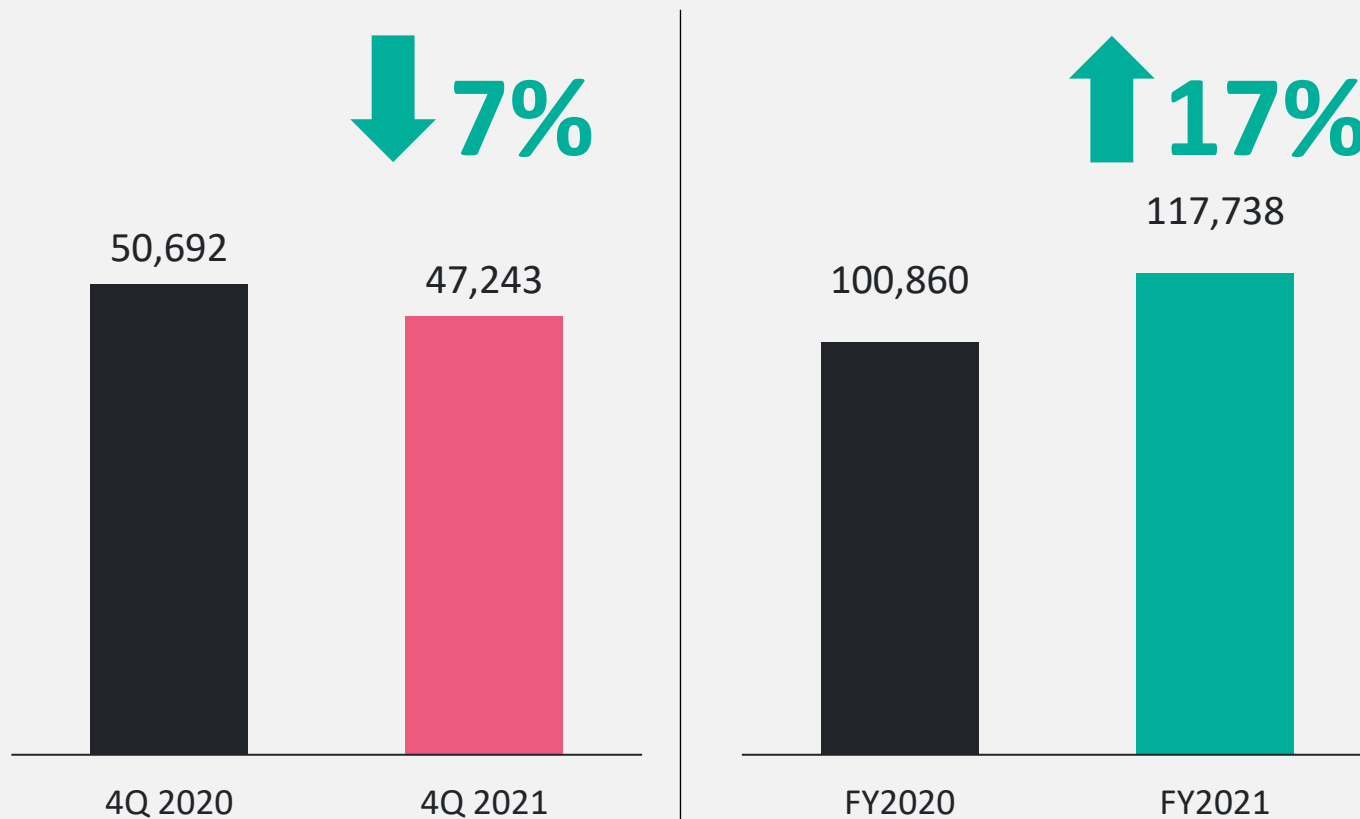
Revenue increased by 5% in 4Q FY2021 and 2% for FY2021 due to:

- Good work progress achieved on site
- More completed & nearly completed properties sold
- Enabled higher percentage of revenue to be recognised immediately upon sale

despite various Covid-19 lockdowns in 2021

# SHARE OF RESULTS OF MALAYSIAN JV

## 4Q FY2021 Financials

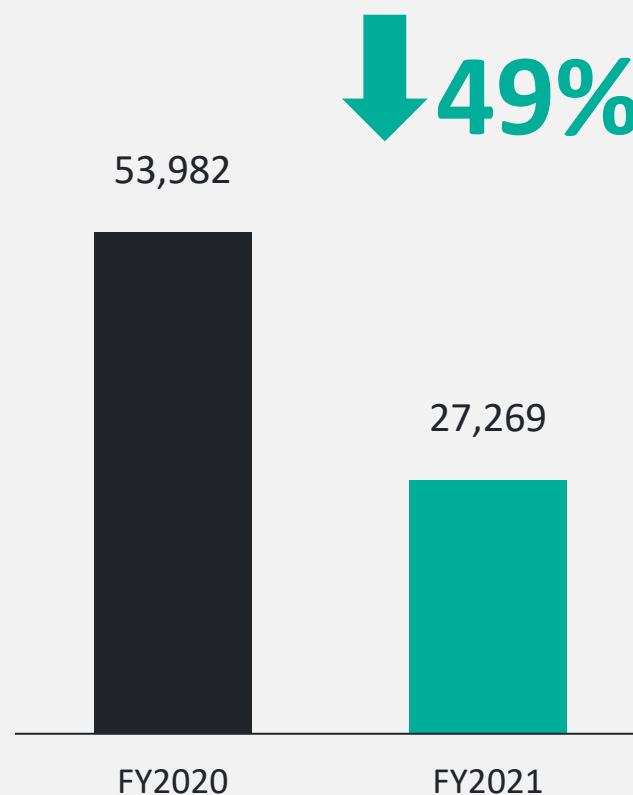
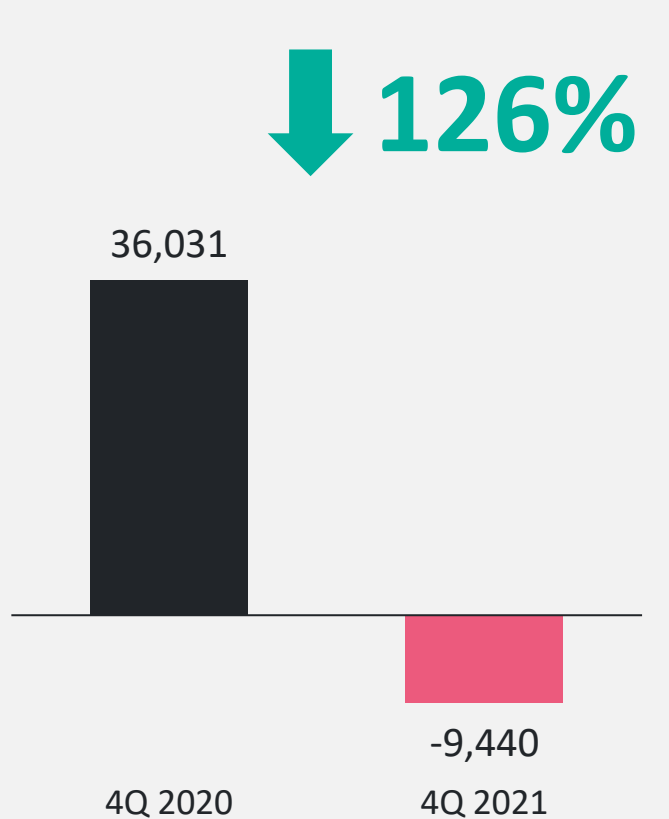


Share of results of Malaysian JV:

- 7% lower in 4Q FY2021 as work progress only able to fully resume in September 2021 + 4Q FY2020 was bolstered by higher handover in that quarter
- 17% higher for FY2021 due to strong sales achieved and overall good progress on site during the financial year

# SHARE OF RESULTS OF INTERNATIONAL JV

## 4Q FY2021 Financials



Share of Results from EcoWorld International recorded a loss in 4Q 2021 due to:

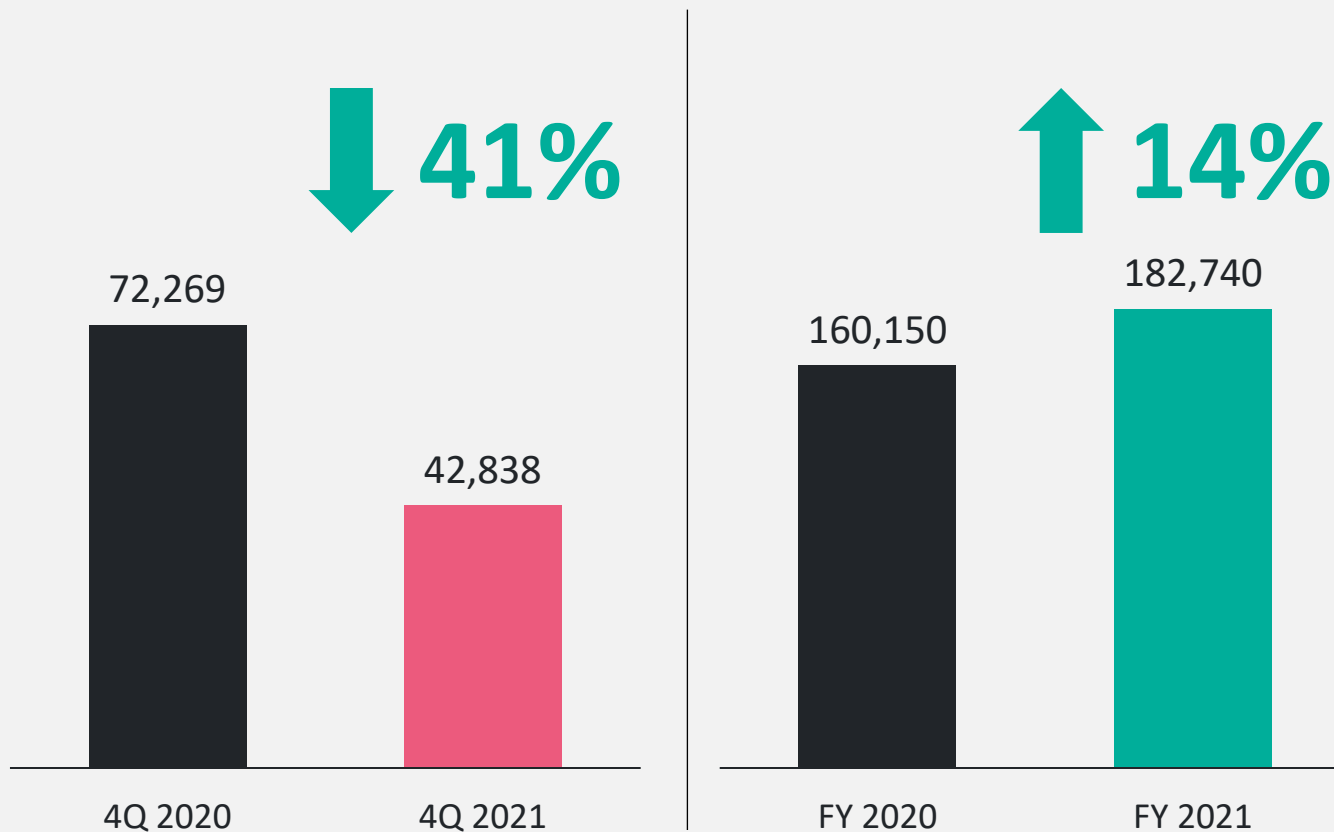
- Write-off of planning costs and impairment of inventories recognised by EWI's JVs;
- Additional incentives & higher commission to agents to accelerate sales

Share of EcoWorld International's Results in FY2021 recorded a cumulative profit arising from higher profits contributed by its Australian projects and UK joint venture in 1H FY2021



# PROFIT AFTER TAX

## 4Q FY2021 Financials



4Q FY2021 PAT was lower due to:

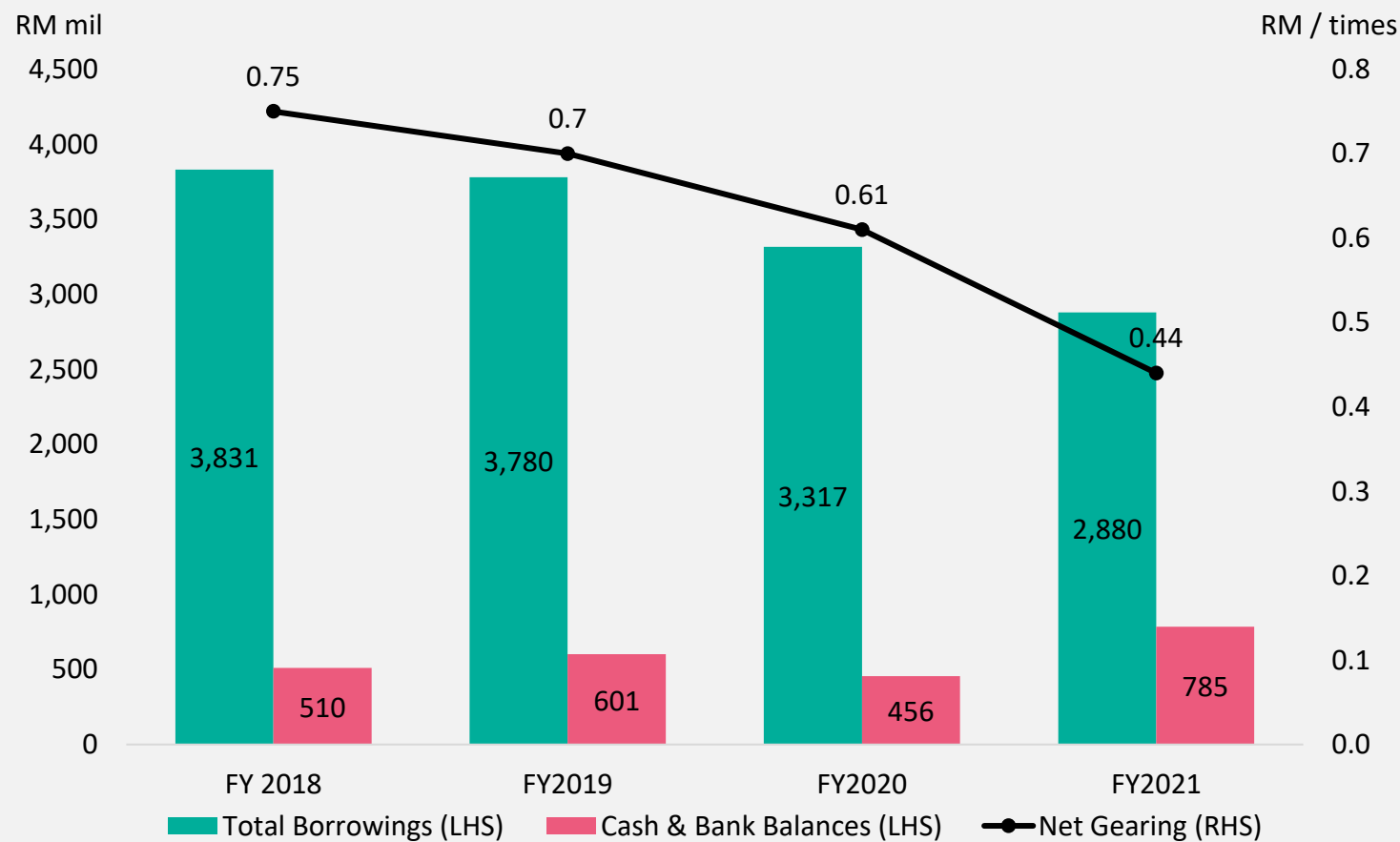
- RM57.3 million provision for impairment of its investment in EcoWorld International

FY2021 PAT was higher contributed by a 28% net increase in PBT from Malaysian Operations due to:

- Substantially higher sales & margins achieved
- Continued financial discipline
- Lower financing cost incurred following reduction in total borrowings

# IMPROVING BALANCE SHEET

## 4Q FY2021 Financials



Balance sheet continues to strengthen:

- **Lower net borrowings** to RM2.1 billion as at 31 Oct 2021
- Reduction of **Net Gearing ratio to 0.44 times** as at 31 Oct 2021
- Constant **growth in NA per share to RM1.62** despite pandemic

# COMMITMENT TO DIVIDEND PAYMENT

4Q FY2021 Financials

# 2 sen

interim dividend declared  
in 4Q FY2021

Total **4 sen** dividend in FY2021

# 2x

FY2020

Stronger Balance Sheet & improved gearing position enabled dividend payments to improve in FY2021

	Dividend Per Share (sen)		Dividend Payout (RM'mil)	
	2020	2021	2020	2021
1H	-	2.00	-	58.9
2H	2.00	2.00	58.9	58.9
<b>Total</b>	<b>2.00</b>	<b>4.00</b>	<b>58.9</b>	<b>117.8</b>

# FY2022 SALES TARGET

Moving ahead

# RM3.5 B

**Sales target set for FY2022**

Focus on **Enhancing Value** for shareholders with aim to **further improve profitability** by introducing new products with higher margins

# BUKIT BINTANG CITY CENTRE

Where Exciting Things Await



Opening in January 2022



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CREATING TOMORROW & BEYOND

TOGETHER  
*Wee* CREATE

# ESG UPDATES

## Awards & Accolades received in FY2021



- 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
- Recognised by LinkedIn Learning Talent Award Malaysia with the "Best Culture of Learning 2021"
- Won the SDG Ambition Benchmark 2: Net-Positive Water Impacts in Water-Stressed Basins Award at the United Nations Global Compact Malaysia & Brunei's (UNGCMYB) inaugural Sustainability Performance Awards 2021

# SUMMARY

## EcoWorld Malaysia

- Our efforts to **Reset & Reinvent** our business over the last 2 years has enabled us to:
  - Significantly expand our product mix & extend our market reach
  - Increase the speed and efficiency of both customer facing & backroom processes
  - Generate substantial cash from higher sales of products & lower operating costs
- **RM3.5 billion sales target for FY2022** enables us to focus on **Enhancing Value** for all stakeholders
  - Higher profit margin & higher profitability to reward shareholders
  - Extend life of valuable matured landbank for sustained future growth

## EcoWorld International

- **Focus on cash generation** will also benefit EcoWorld Malaysia as a shareholder once Eco World International decides on the quantum to be distributed after setting aside the amount they intend to reinvest for their own growth

THANK  
YOU

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