

TOGETHER
We CREATE

SALES UPDATES

FY2022 SALES TARGET

ON TRACK TO ACHIEVE SALES TARGET

RM3.5 B

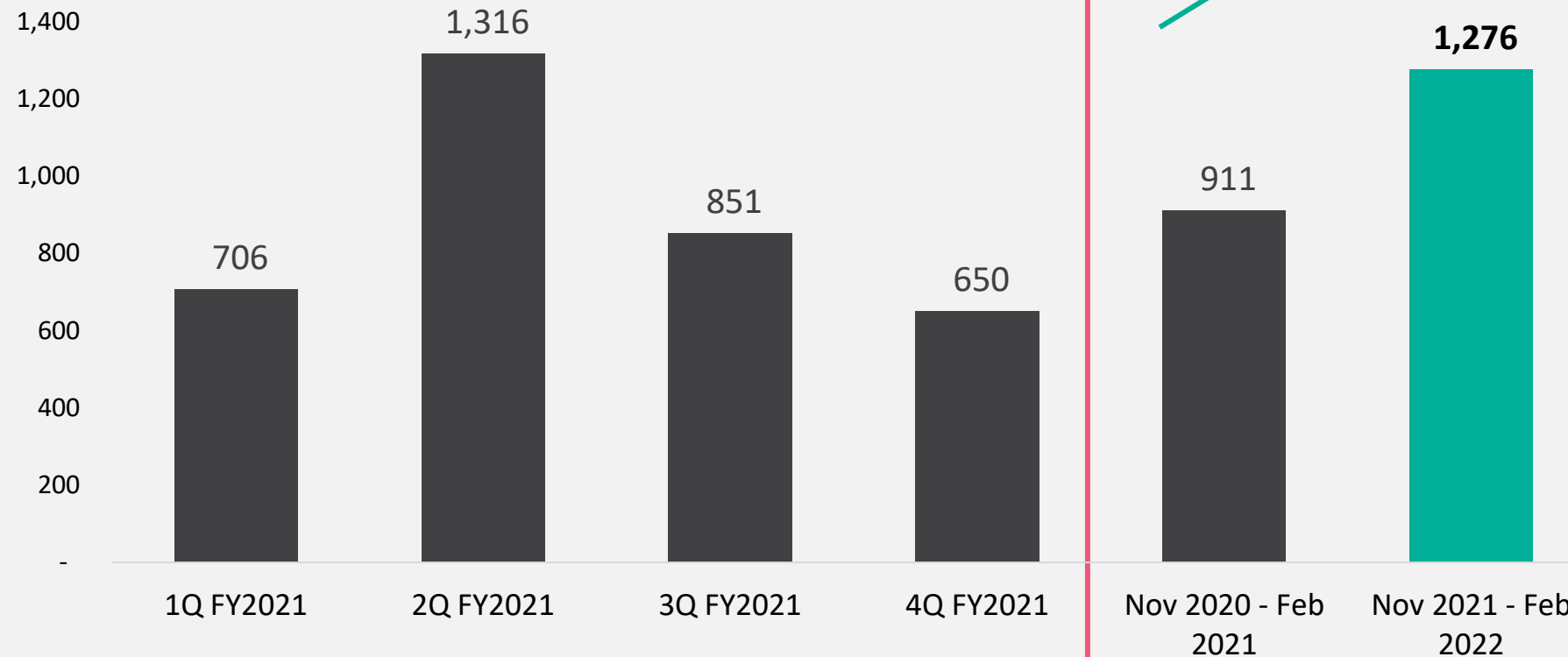
Sales target set for FY2022

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

SALES ACHIEVED

SALES MOMENTUM CONTINUE TO SUSTAIN

RM'million

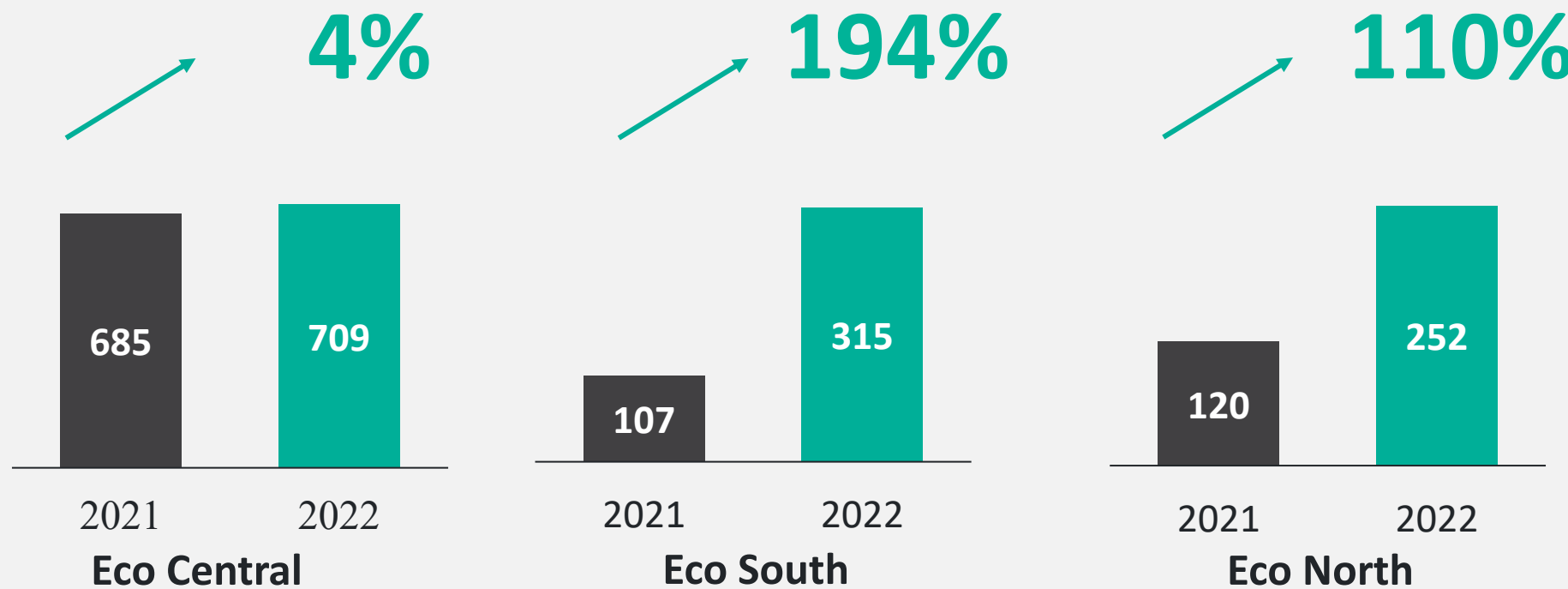


36%
of FY2022
Sales Target

1,448
units sold
as at Feb 2022

SALES PERFORMANCE BY REGION

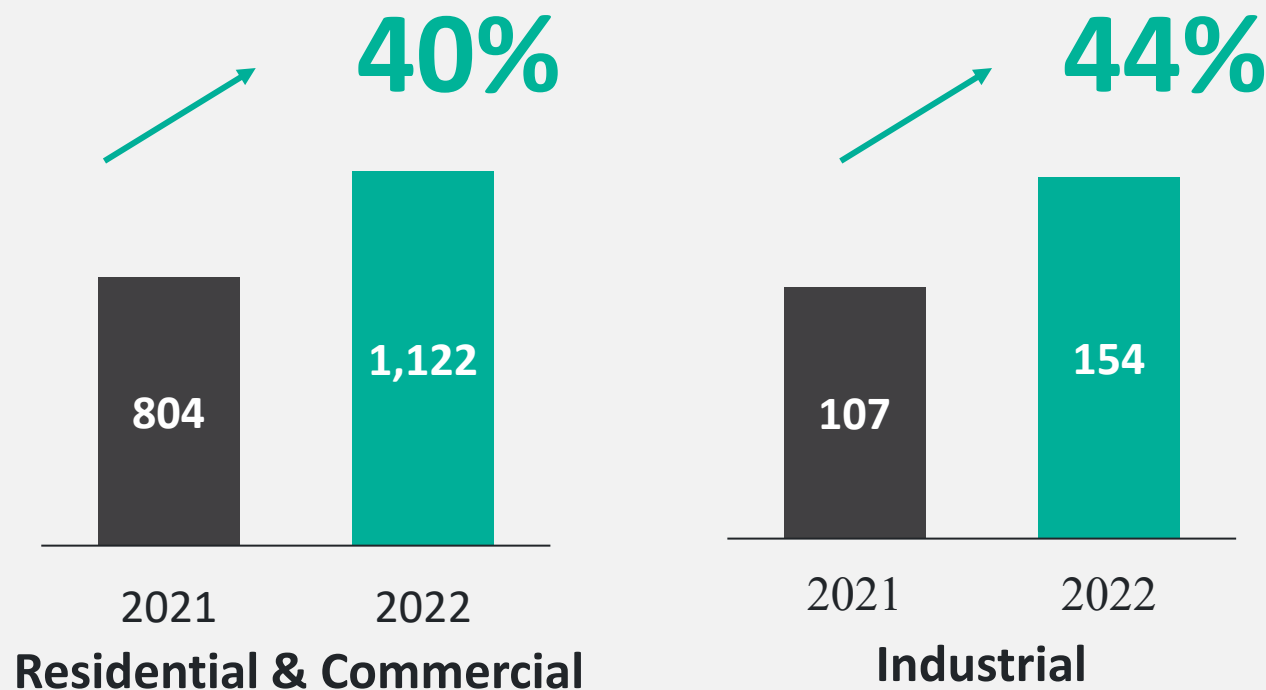
FEB 2022 VS FEB 2021



■ As at Feb 2021
■ As at Feb 2022

SALES PERFORMANCE BY PRODUCT TYPE

FEB 2022 VS FEB 2021



FY2020 Sales
 FY2021 Sales

Strong boost to sales contributed by:

- Launches of new residential & commercial phases at various townships – *Eco Majestic, Eco Grandeur, Eco Botanic 2, Eco Spring & Eco Horizon*
- Launches of new phase at *EBP I* and industrial land sales (with built-to-suit factories) at *EBP V*
- Continued sales of completed units resulting in reduction of inventory levels to RM506 million

NEW LAUNCHES IN FY2022

POSITIVE RESPONSE ON LATEST LAUNCHES OF HIGHER-END PRODUCTS



Eco Majestic

Stoneridge - Bungalow >RM2.1 mil, Semi-D >RM1.4 mil
Cheerywood - Double Storey Terraces >RM600k



Eco Grandeur

Regent Garden - Garden Home >RM726k
Utopia - Shop Office >RM1.6 – RM1.9 mil



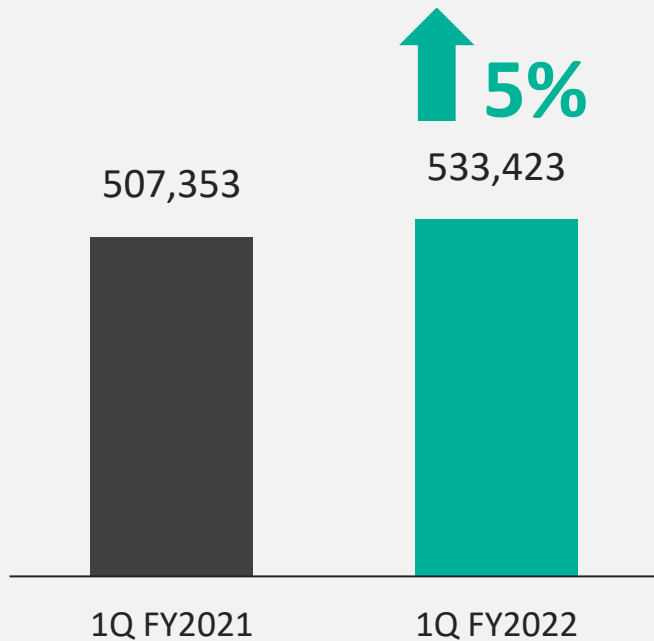
Eco Horizon

Beldon - Bungalow >RM2.0 mil,
Semi-D >RM1.4 mil
Camdon - Garden Home >RM768k

FINANCIAL UPDATES

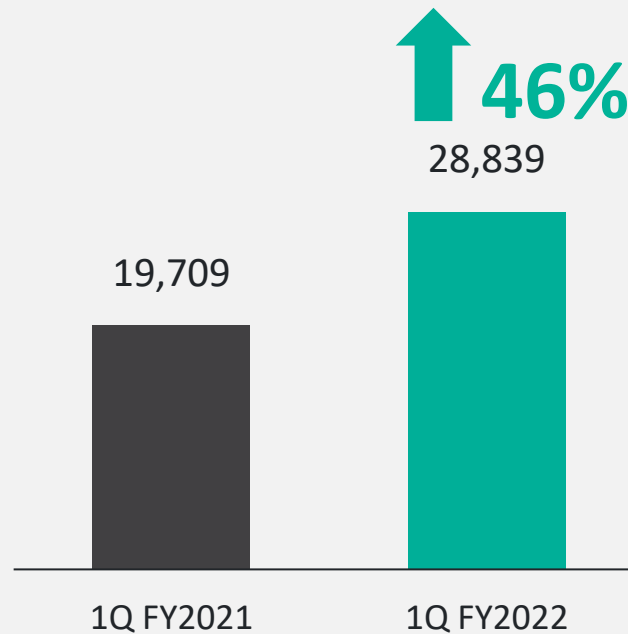
FINANCIAL UPDATES

1Q FY2022 FINANCIALS

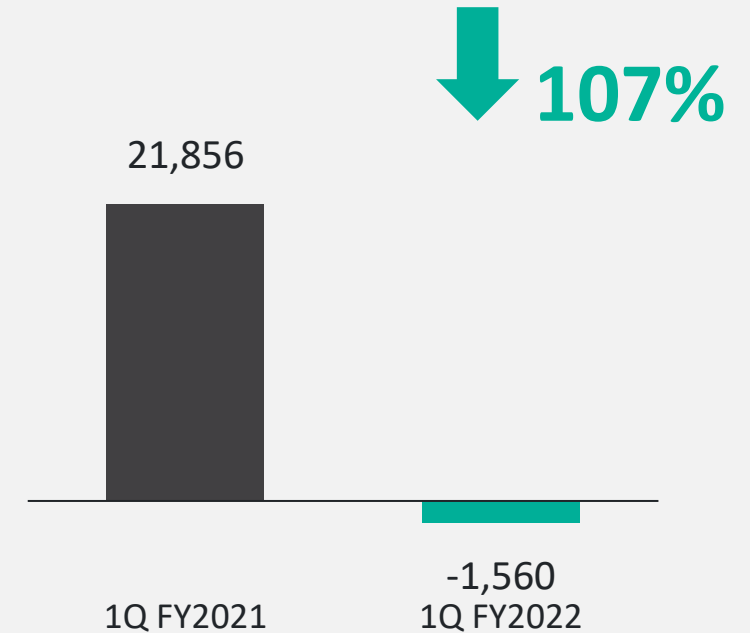


Revenue higher due to higher sales by the Group

Gross Profit increased by **13%** due to higher sales & realisation of cost savings



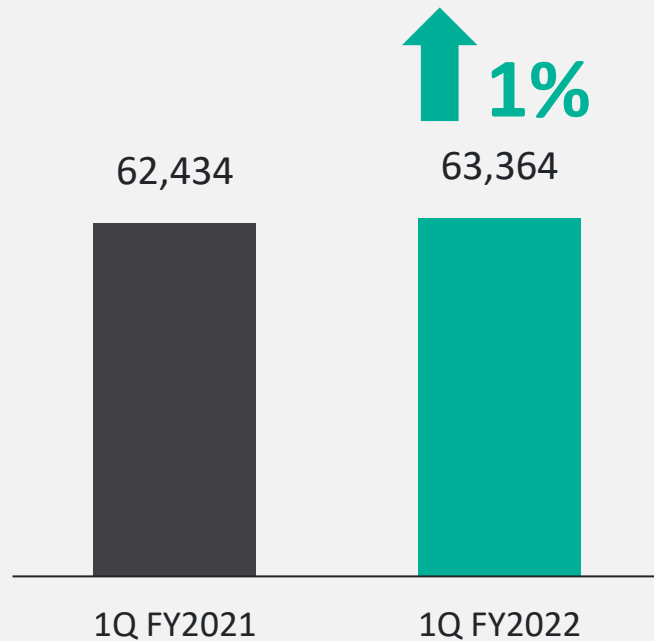
Malaysian JV Results higher due to improved sales & realisation of cost savings on completed phases



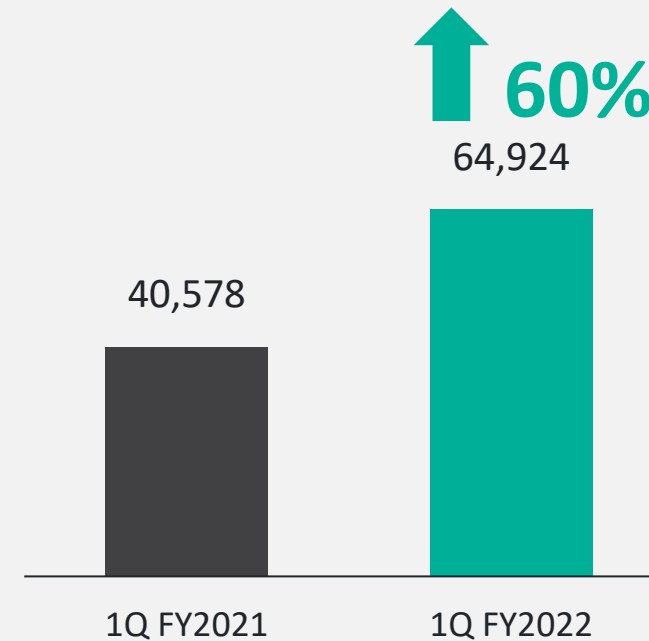
International JV Results recorded a loss due to fewer units handed over

FINANCIAL UPDATES

1Q FY2022 FINANCIALS



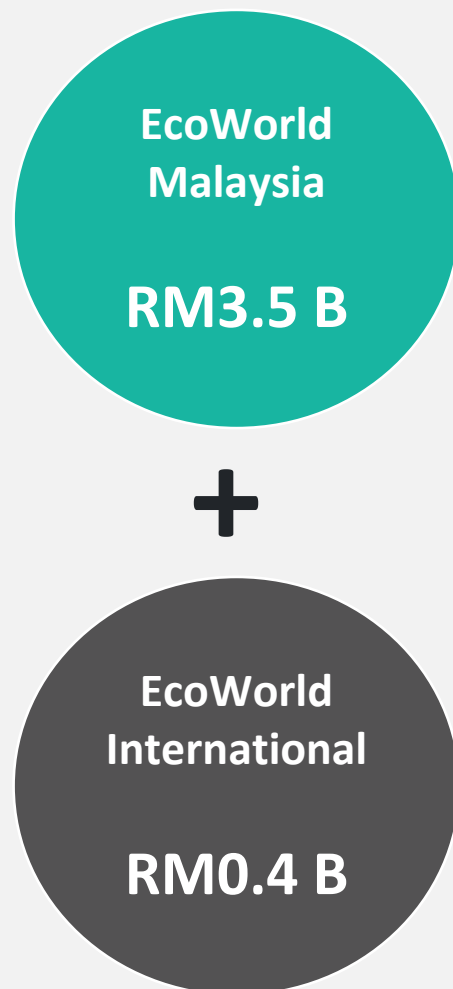
PAT higher despite EWI losses due to improved performance of Malaysian subsidiaries and JVs



PAT (Malaysian Operations) excluding EcoWorld International, grew by 60%

FUTURE REVENUE

AS AT 31 JAN 2022



Future revenue from locked-in sales remains high

RM3.9 billion

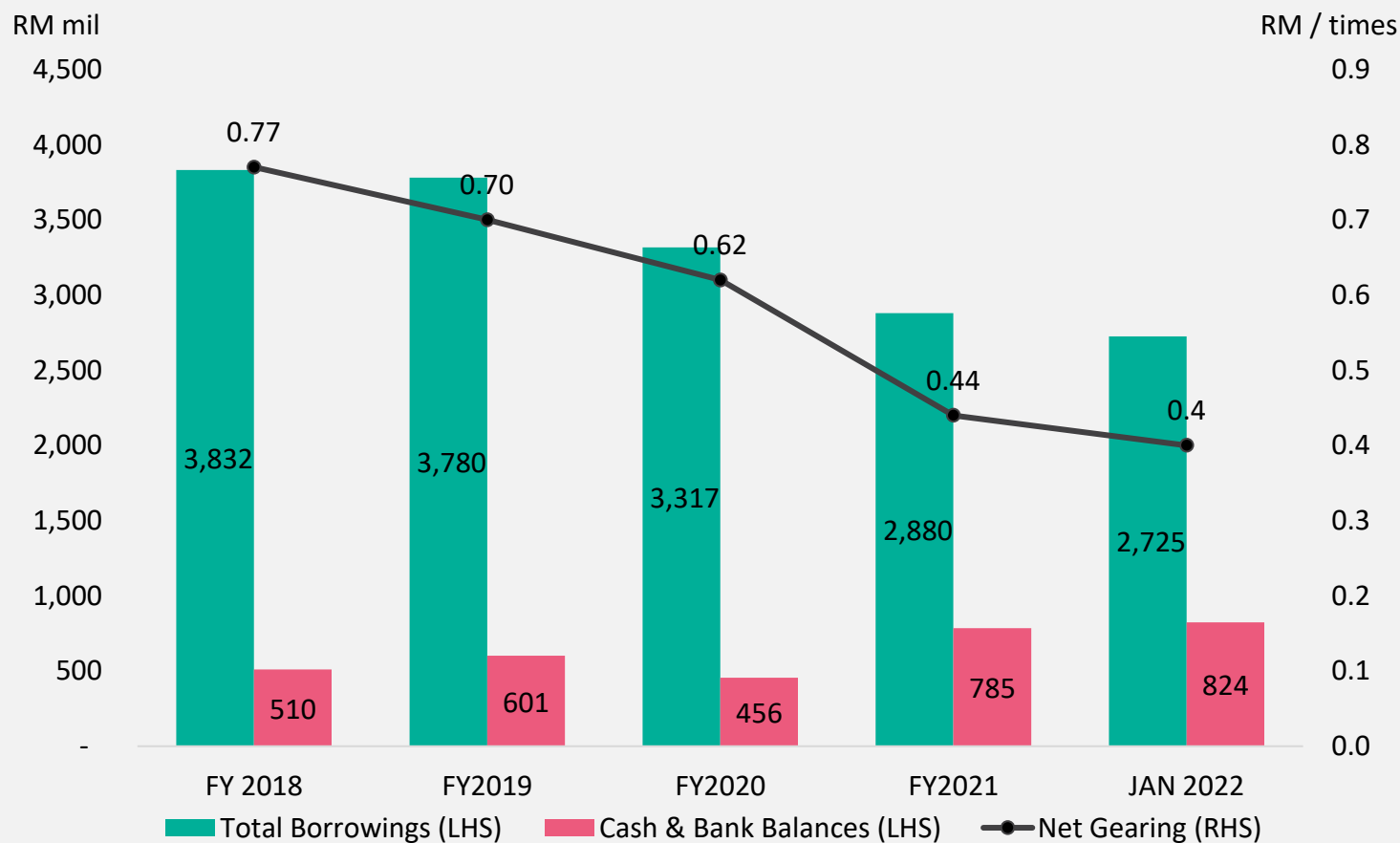
increased from RM3.5 billion as at 31 Oct 2021

This provides:

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

IMPROVING BALANCE SHEET

AS AT 31 JAN 2022



Balance sheet continues to strengthen:

- **Lower net borrowings** to RM1.9 billion as at 31 Jan 2022
- Reduction of **Net Gearing ratio to 0.40 times** as at 31 Jan 2022
- **Well-positioned to acquire landbank for future growth** if good opportunity arises

ESG UPDATES



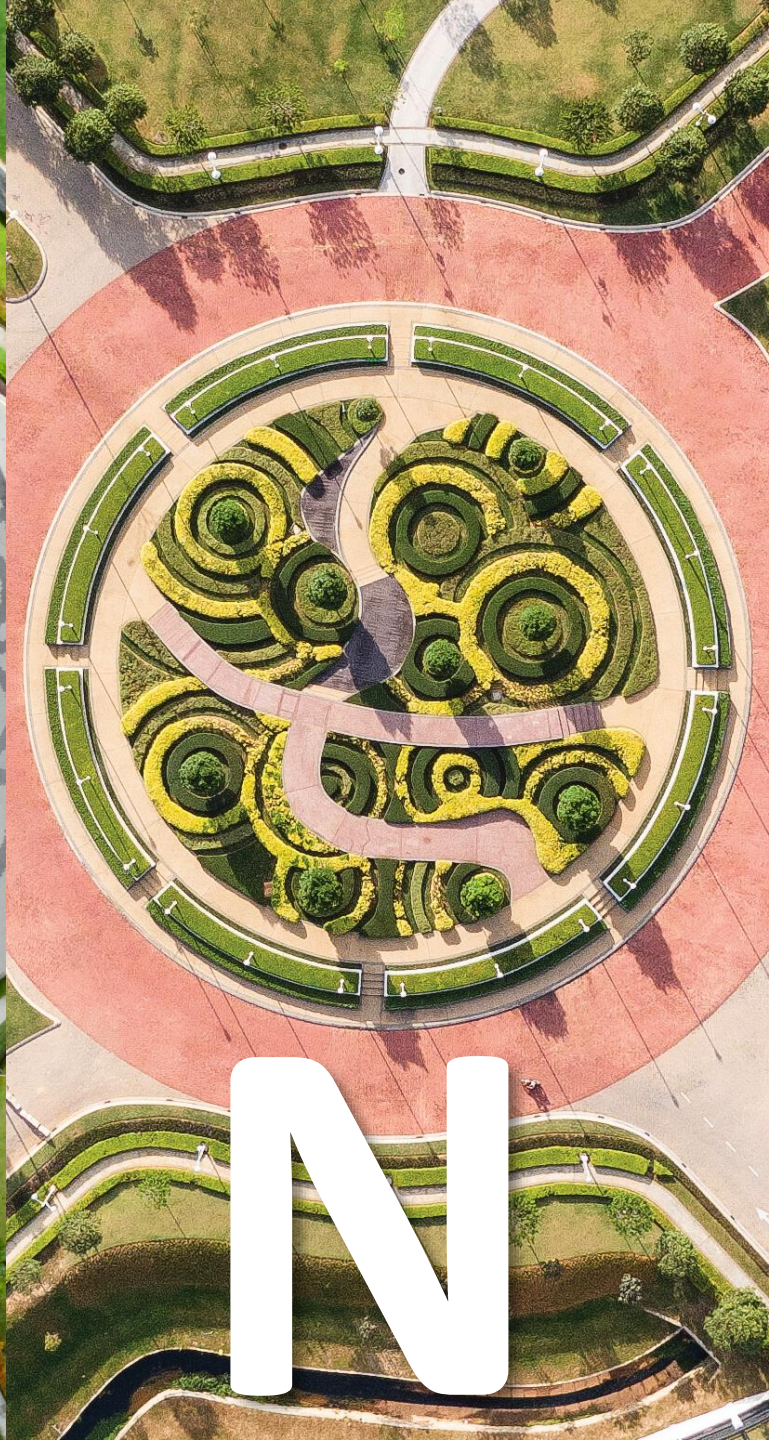
Sustainability is at the heart of
EcoWorld's Vision of
**CREATING TOMORROW
AND BEYOND**



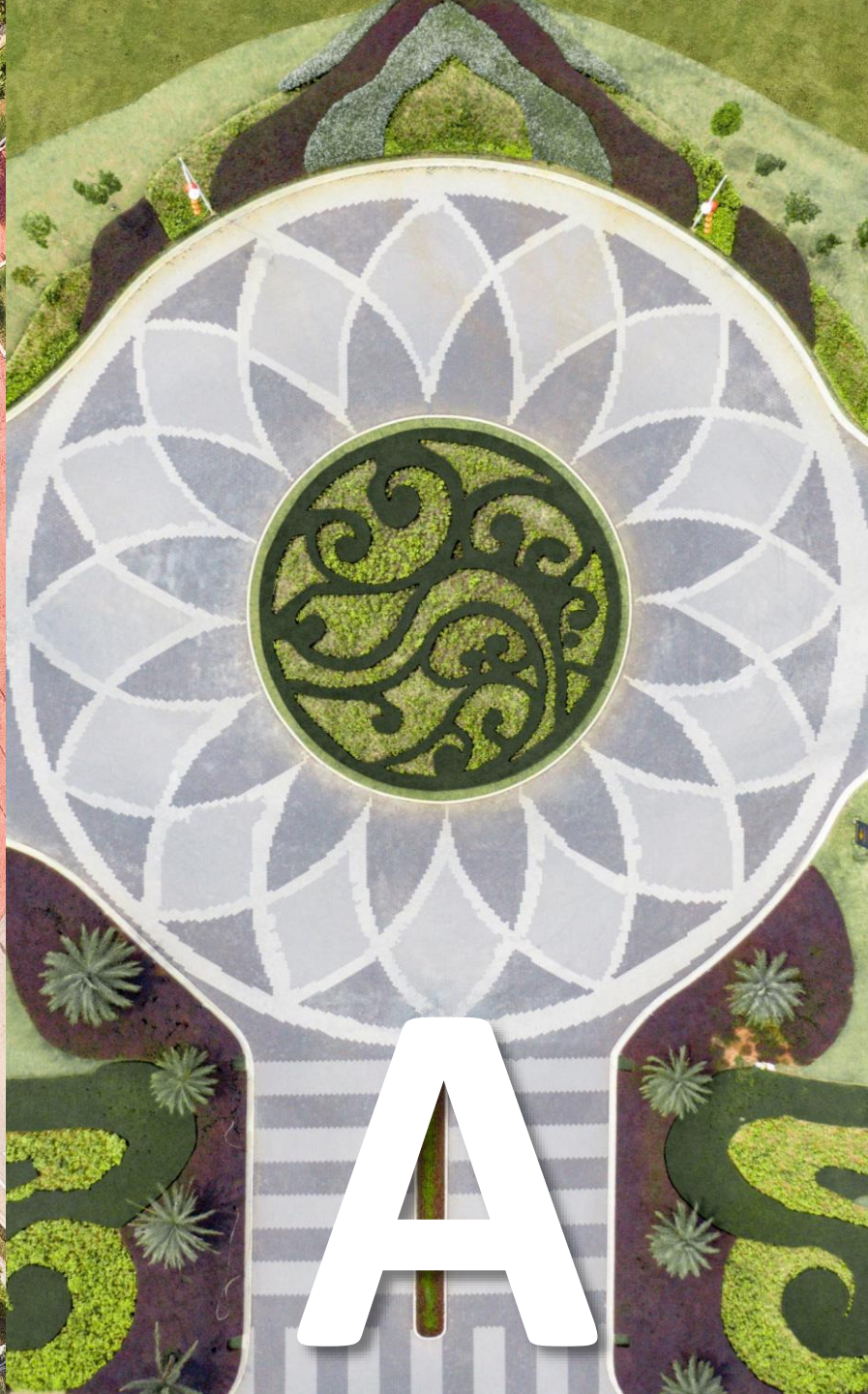
**Sustainability is the
#1 Core Value of the EcoWorld Brand**
Not just about being green, but in everything we do, we consider
the longevity of the positive impact we make on the world



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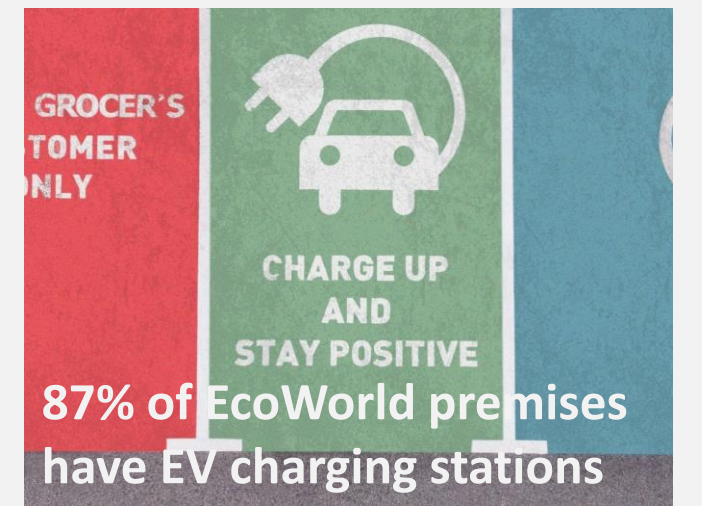
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HIGHLIGHTS OF 2021 SUSTAINABILITY REPORT

GREEN EFFORTS TO REDUCE CARBON FOOTPRINT



RECENT ESG UPDATES

NATIONAL LEVEL AWARD WINNING DRAGONFLY PARK @ ECO GRANDEUR



Eco Grandeur's Dragonfly Park was awarded with the Rosa-Sinensis Award by National Landscape Department on 5 March 2022

The Rosa-Sinensis Award is awarded to local authorities, government agencies and developers who demonstrate exemplary commitment in ensuring that the development of public parks and green spaces benefit the community, environment and urban biodiversity

CONCLUSION

SUMMARY

EcoWorld Malaysia

- On track to achieve **RM3.5 billion sales target for FY2022**
- 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
- Opening of international borders on 1 April 2022 augurs well for industrial products & BBCC
- With a stronger Balance Sheet & improved gearing position, well-positioned to consider landbank expansion if a good opportunity arises

EcoWorld International

- **Focus on cash generation** in the next 2 – 3 years will 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

ECOWORLD
CREATING TOMORROW & BEYOND

TOGETHER
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