

TOGETHER
We CREATE

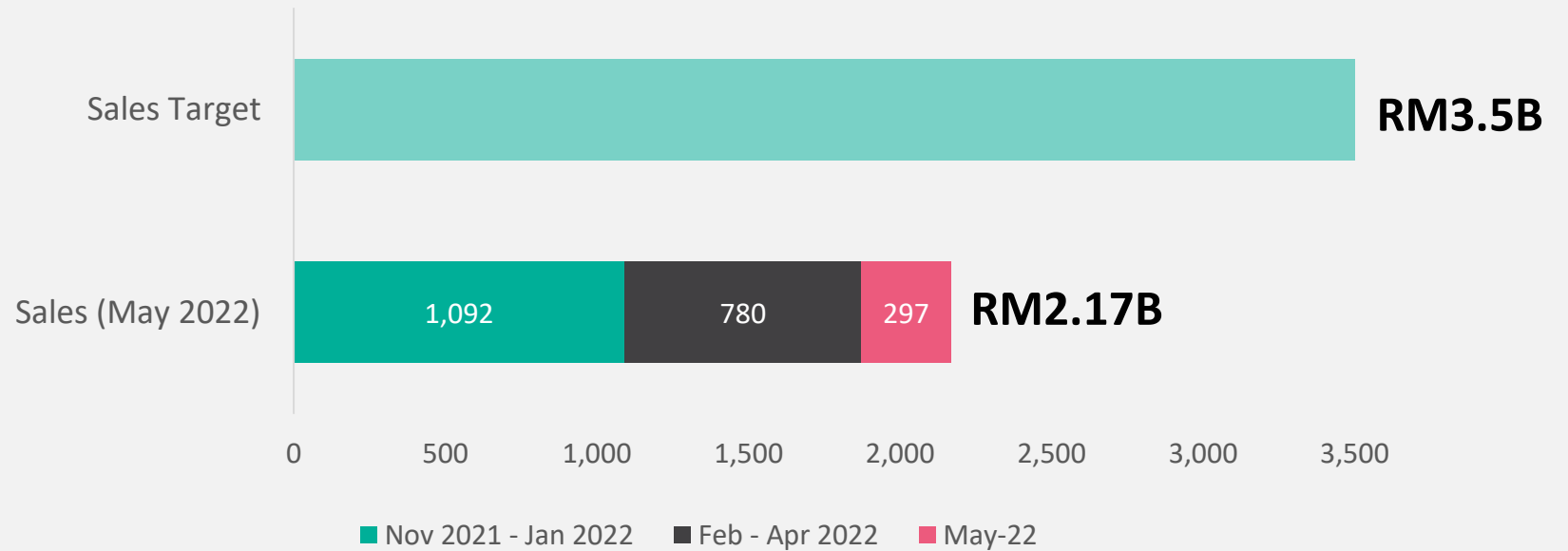
SALES UPDATES

FY2022 SALES TARGET

ON TRACK TO ACHIEVE SALES TARGET

62%

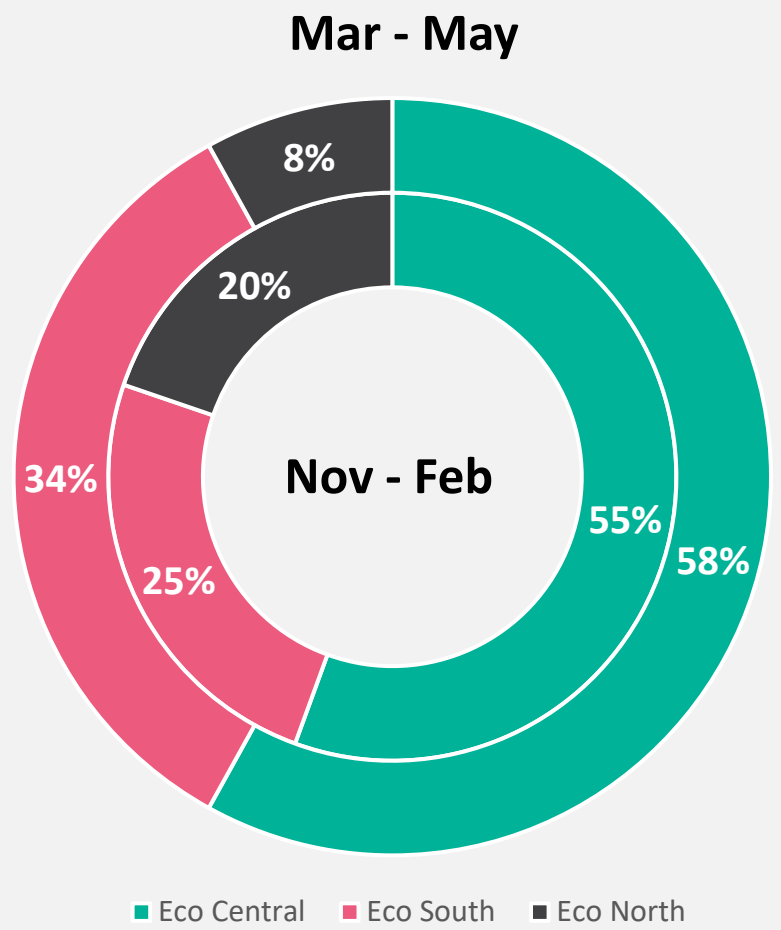
of sales target
achieved in
7 months



1Q & 2Q FY2022 launches to cater to Upgrader Market:
Bungalow | Semi Detached | Garden Homes | Cluster Home

SALES PERFORMANCE BY REGION

7 MONTHS (NOV 2021 – MAY 2022)

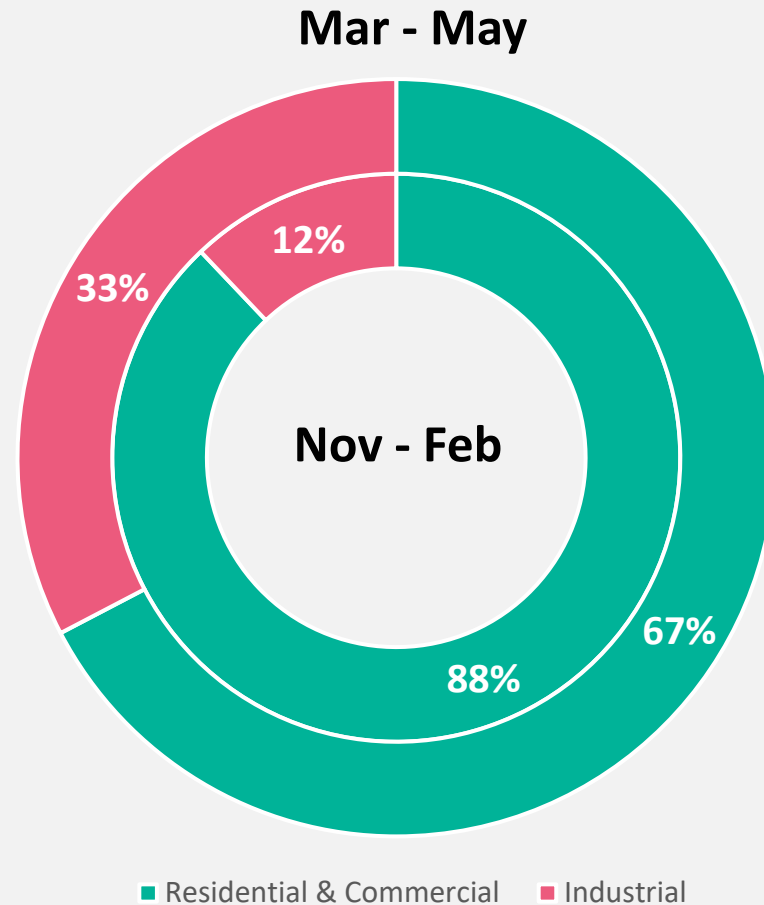


Sales Contribution by Region

- Largest percentage increase in sales from Mar – May 2022 from Iskandar Malaysia
- Recent launches of Forte & Forte+ residences @ Eco Spring and Charmborough terraces @ Eco Botanic 2 both aimed at upgrader market
- In line with Group’s focus on enhancing value for its customers and improving profitability for shareholders in FY2022

SALES PERFORMANCE BY PRODUCT TYPE

7 MONTHS (NOV 2021 – MAY 2022)

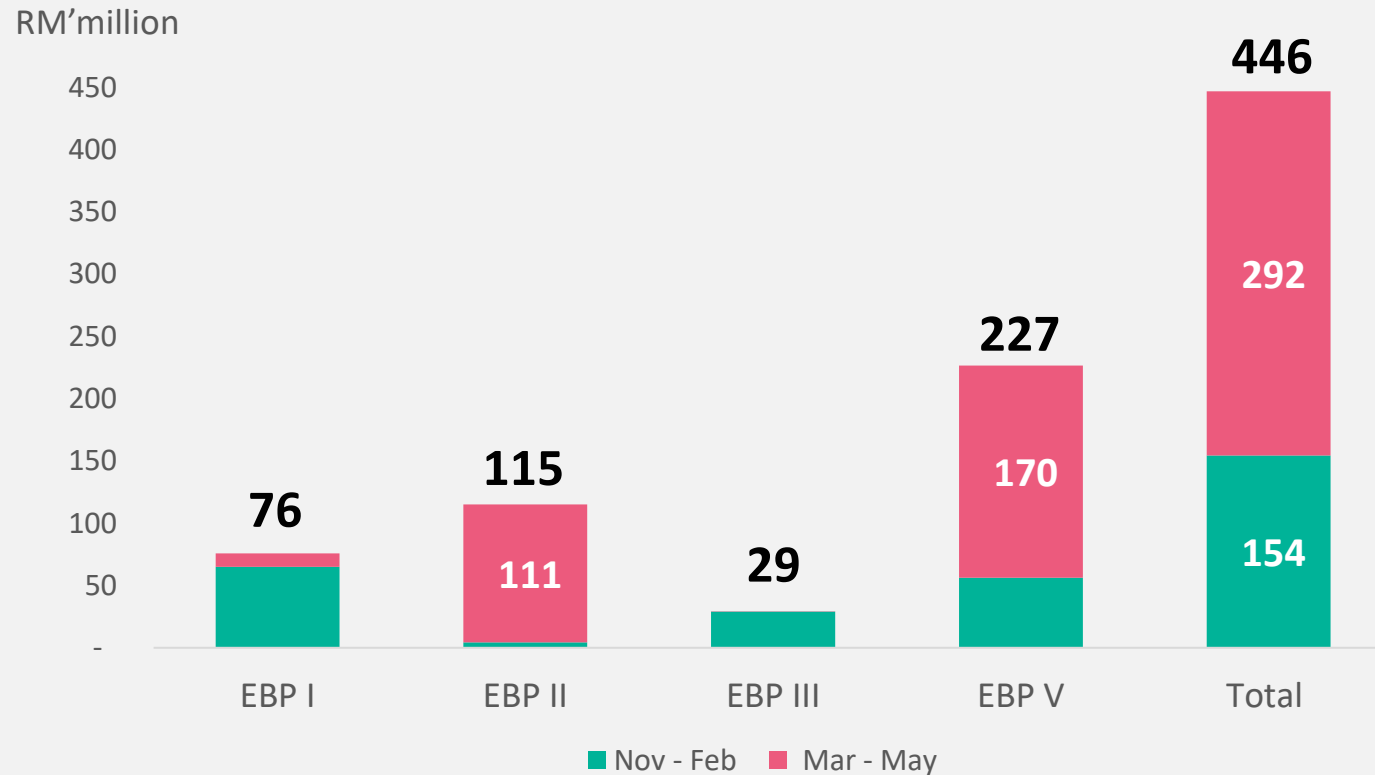


Sales Contribution by Product

- Reopening of borders on 1 April 2022 boosted economic activity leading to increased demand for industrial products and upgrader homes in Iskandar Malaysia
- Increase in FDI (Q1 2021: RM8.5B; Q1 2022: RM24.4B) augurs well for the industrial parks segment
- Based on volume of enquiries received, positive effects of the border re-opening will continue to be felt in 3Q and 4Q FY2022

ECO BUSINESS PARKS

STRONG SURGE IN SALES OF INDUSTRIAL PRODUCTS



93% of FY2021 sales in 7 months

189% increase from Nov 21 – Feb 22

- Increased demand from industrialists upgrading factories as business activities picked up strongly after border reopening
- New launch of Semi-D factories at EBP II in Iskandar M'sia very well taken up
- High demand for built-to-suit factories at EBP V contributed to sales surge

NEW & UPCOMING LAUNCHES

NEW & UPCOMING LAUNCHES IN FY2022

WIDE RANGE OF STARTER, UPGRADER & HIGH-RISE HOMES + INDUSTRIAL PRODUCTS



STARTER HOME

CO-HOME & TERRACE HOME

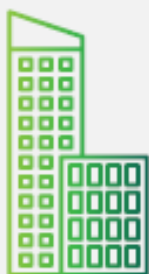
- Eco Tropics
- Eco Forest
- Eco Horizon
- Eco Ardence



UPGRADER HOME

GARDEN HOMES, CLUSTER HOME,
SEMI-D & BUNGALOW

- Eco Tropics
- Eco Forest
- Eco Spring
- Eco Grandeur
- Eco Horizon
- Eco Botanic 2



HIGH-RISE

RESORT STYLE CONDOMINIUM &
CITY CENTRE SERVICED APARTMENT

- Eden by The Parque Residences
- SWNK Houze



INDUSTRIAL

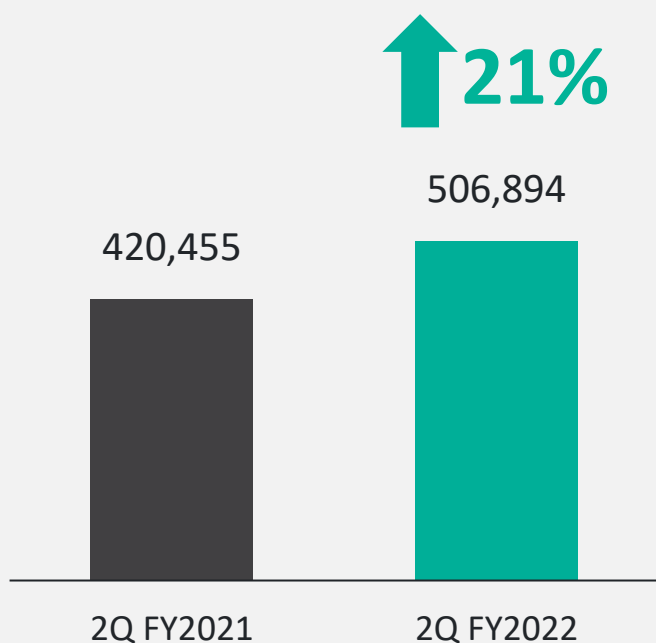
CLUSTER FACTORY, SEMI-D FACTORY,
BUILT-TO-SUIT FACTORIES

- Eco Business Park I
- Eco Business Park II
- Eco Business Park V

FINANCIAL UPDATES

FINANCIAL UPDATES

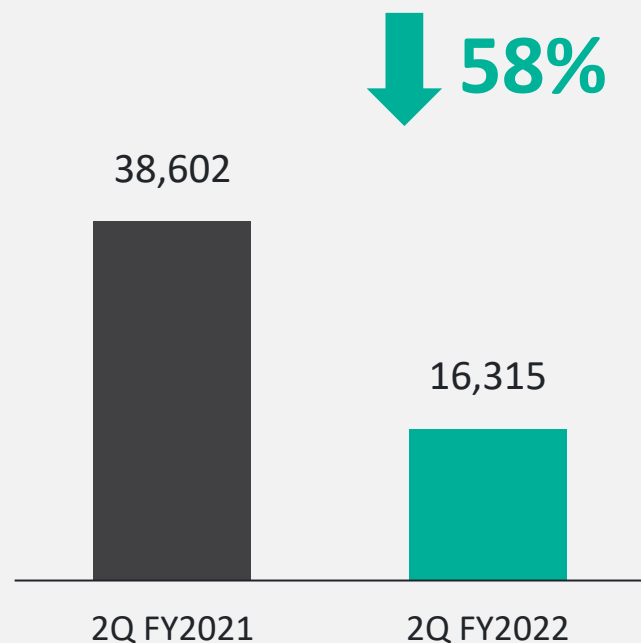
2Q FY2022 FINANCIALS



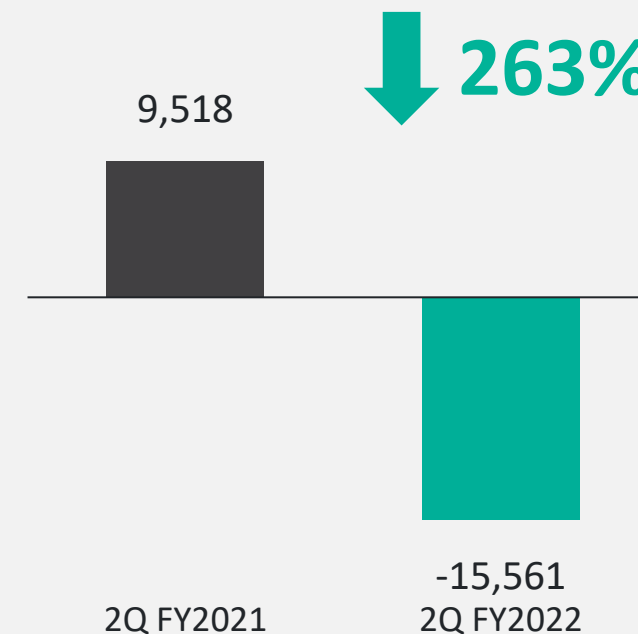
Revenue higher due to higher sales by the Group and higher percentage of completion achieved at site

Gross Profit increased by **55%**

Gross Profit Margin increased to **23%**



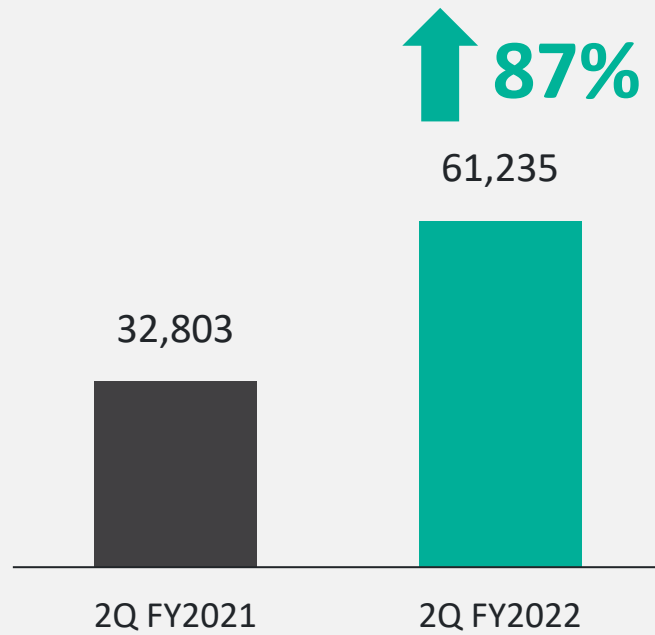
Malaysian JV Results lower due to realisation of cost savings on matured phases in 2Q FY2021. Recorded revenue of RM300.2m in 2Q FY2022



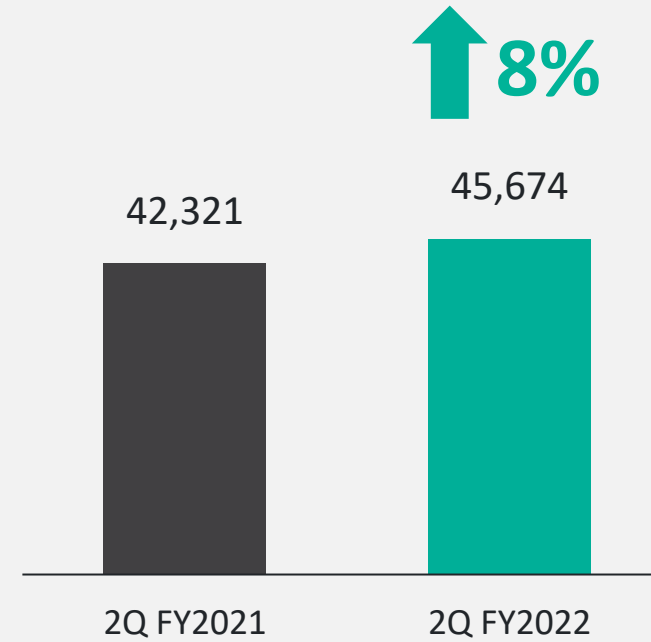
International JV Results recorded a loss due impairment of its investment in EcoWorld Bally more JV and fewer handover of properties sold

FINANCIAL UPDATES

2Q FY2022 FINANCIALS



PAT (Malaysian Operations) excluding EcoWorld International, **grew by 87%**



Improved performance of **Malaysian Operations** sustained **PAT growth** despite EWI losses

FUTURE REVENUE

AS AT 30 APR 2022



+



Future revenue from locked-in sales
remains high

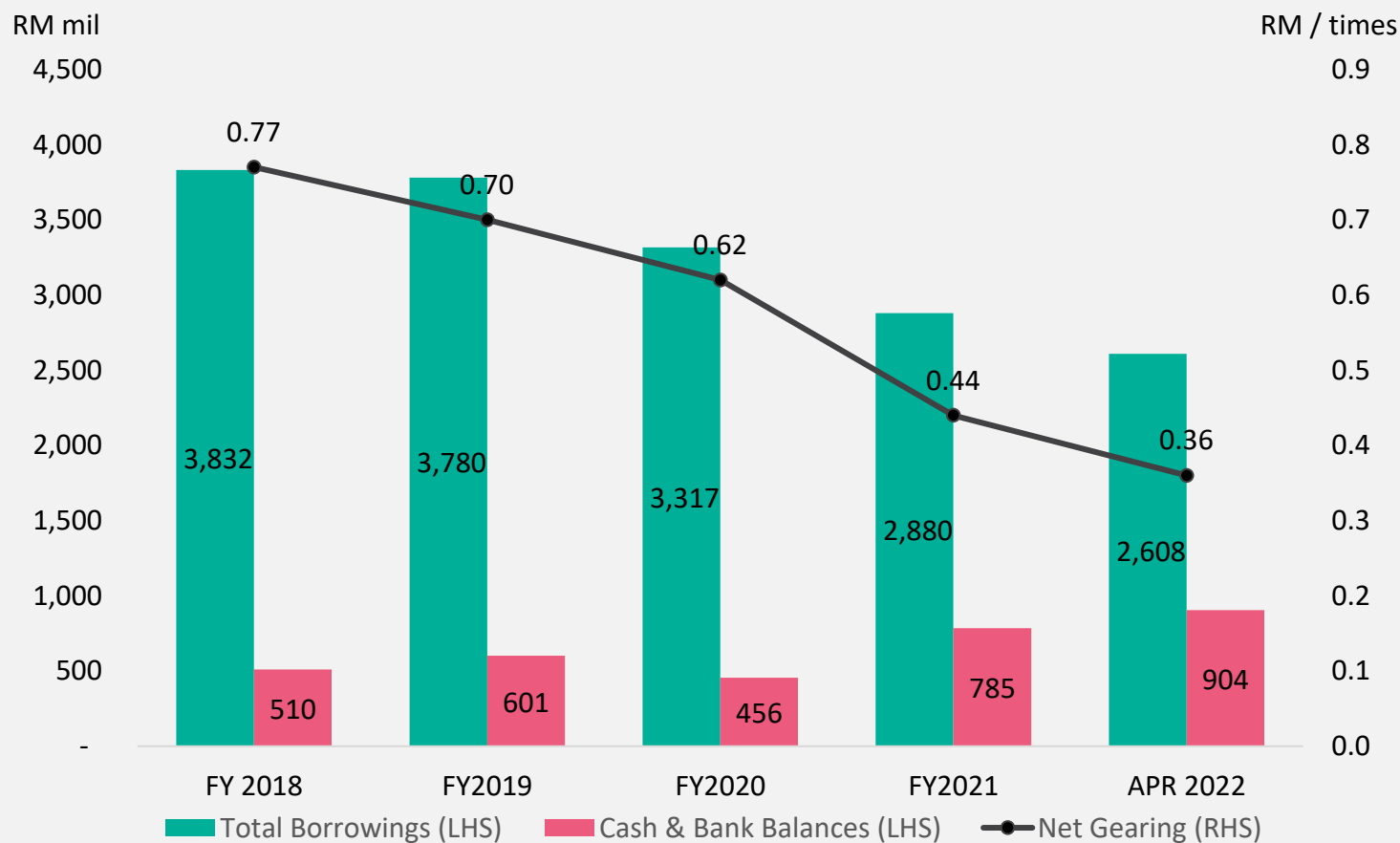
RM3.9 billion

This provides:

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

IMPROVING BALANCE SHEET

AS AT 30 APR 2022



Balance sheet continues to strengthen:

- **Lower net borrowings** to RM1.7 billion as at 30 Apr 2022
- Reduction of **Net Gearing ratio to 0.36 times** as at 30 Apr 2022
- **Well-positioned to acquire landbank for future growth** if good opportunity arises

COMMITMENT TO DIVIDEND PAYMENT

2Q FY2022 FINANCIALS

2 sen

interim dividend
declared in 2Q FY2022

Stronger Balance Sheet & improved gearing position enabled dividend payments to continue in FY2022

	Dividend Per Share (sen)		Dividend Payout (RM'mil)	
	2021	2022	2021	2022
1H	2.00	2.00	58.9	58.9
2H	2.00		58.9	
Total	4.00		117.8	

CONCLUSION

SUMMARY

EcoWorld Malaysia

- **On track to achieve RM3.5 billion sales target for FY2022**
- Focus on **Enhancing Value** for all stakeholders:
 - Amplify value creation for customers to improve profitability to reward shareholders
 - Extend life of valuable matured landbank for sustained future growth
- Border reopening on 1 April 2022 boosts demand for industrial products & upgrader homes
- Stronger Balance Sheet & improved gearing enables continued dividend payment to shareholders
- Well-positioned to consider landbank expansion if a good opportunity arises

EcoWorld International

- **On track to achieve its sales target of RM2 billion** – 7 months sales + reserves exceeded RM1.5 billion
- Eco World Ballymore JV has fully repaid external borrowings & maiden repayment of shareholders loans to EWI commenced in May 2022
- Prudence on new project acquisition limits near-term earnings outlook however monetization plans progressing with aims for further distributions to EWI shareholders within the next 1-2 years

THANK
YOU

ECOWORLD
CREATING TOMORROW & BEYOND

TOGETHER
We CREATE