

TOGETHER
We CREATE

FY2022 SALES PERFORMANCE

ON TRACK TO EXCEED SALES TARGET

RM3.5 B

FY2022 SALES TARGET

RM3.4 B

TOTAL RECORDED AS AT
AUG 2022

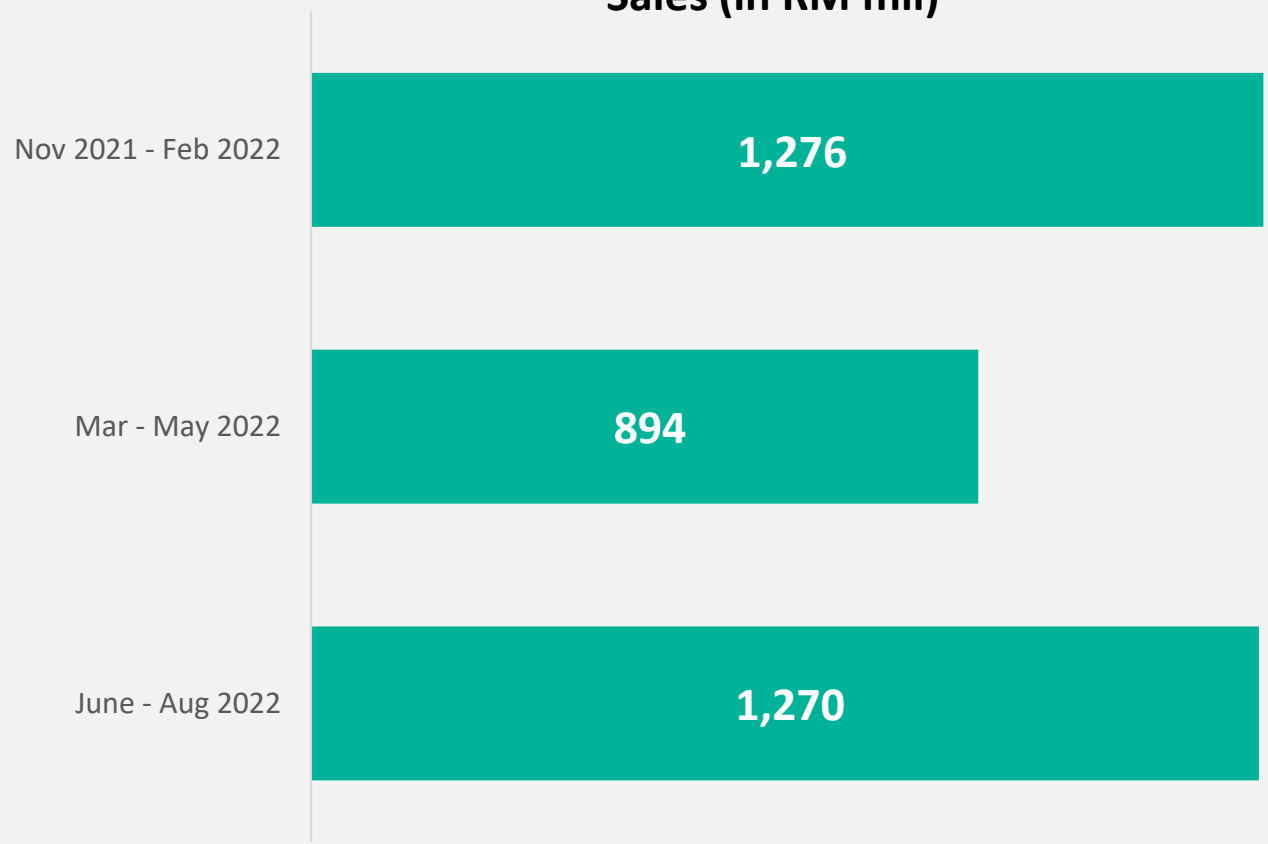
98%

SALES TARGET ACHIEVED IN
10 MONTHS

SALES BREAKDOWN BY QUARTERS

STRONG TAKE-UP OF UPGRADER HOMES & INDUSTRIAL PRODUCTS

Sales (in RM'mil)



PRODUCT LAUNCHES

Bungalow, Semi-D & Terrace

Eco Majestic & Eco Horizon

Cluster Factory & Industrial Land

EBP I & EBP V

Cluster Semi-D, Cluster Home & Terrace

Eco Ardence, Eco Majestic, Eco Spring & Eco Botanic 2

Semi-D Factory, Cluster Factory & Industrial Land

EBP II & EBP V

Terrace, Co-Home, Serviced Apartment

Eco Majestic, Eco Tropics & Eco Horizon, Eco Sanctuary

Cluster Factory & Industrial Land

EBP I & EBP V

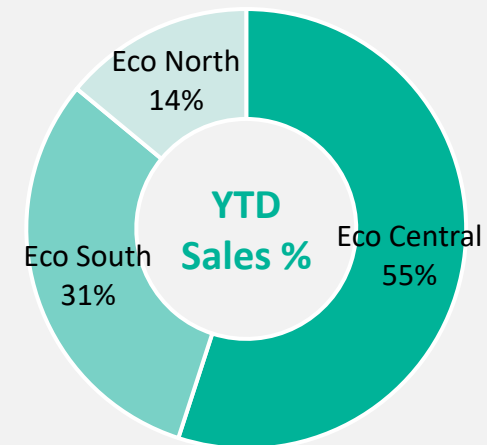
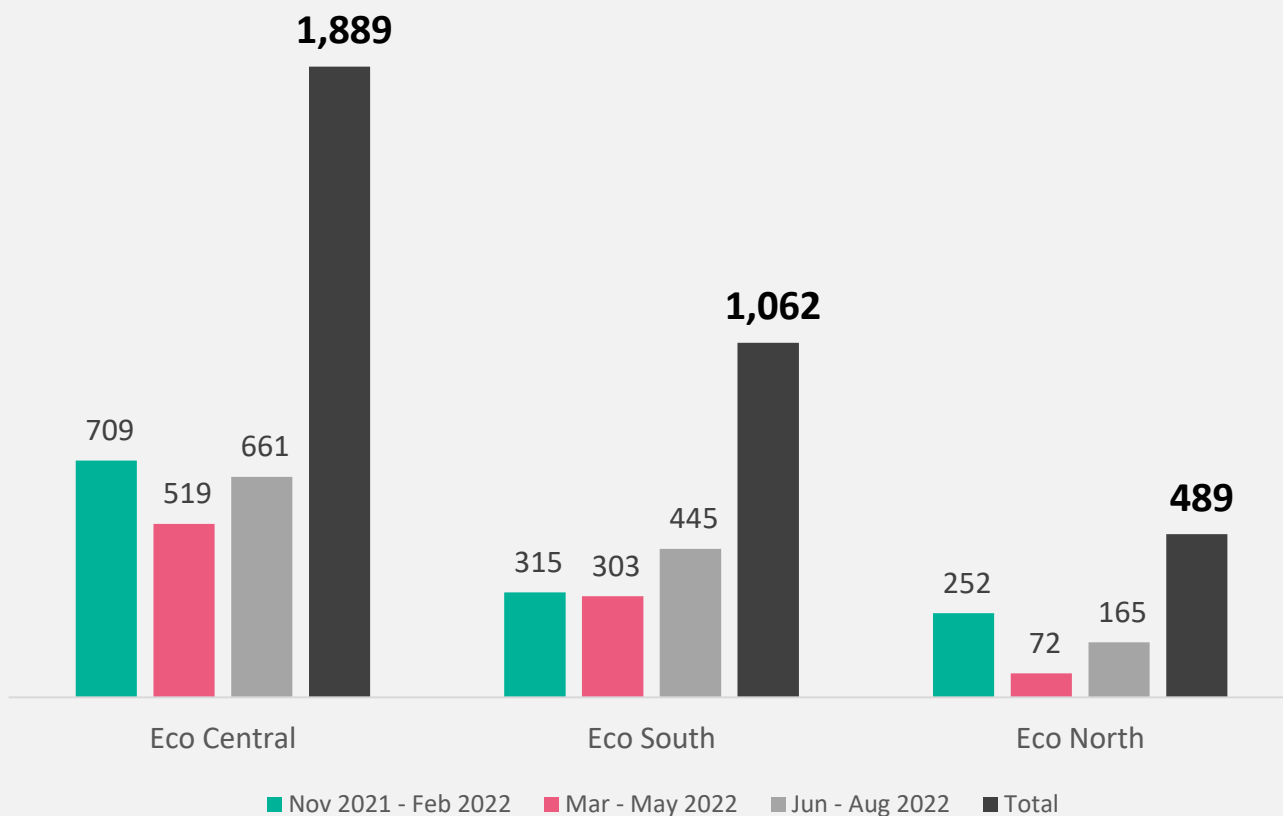
Hotel En-Bloc

BBCC

SALES PERFORMANCE BY REGION

10 MONTHS (NOV 2021 – AUG 2022)

Sales (in RM'mil)



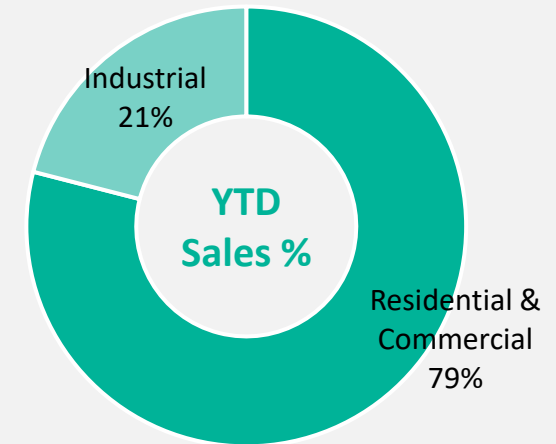
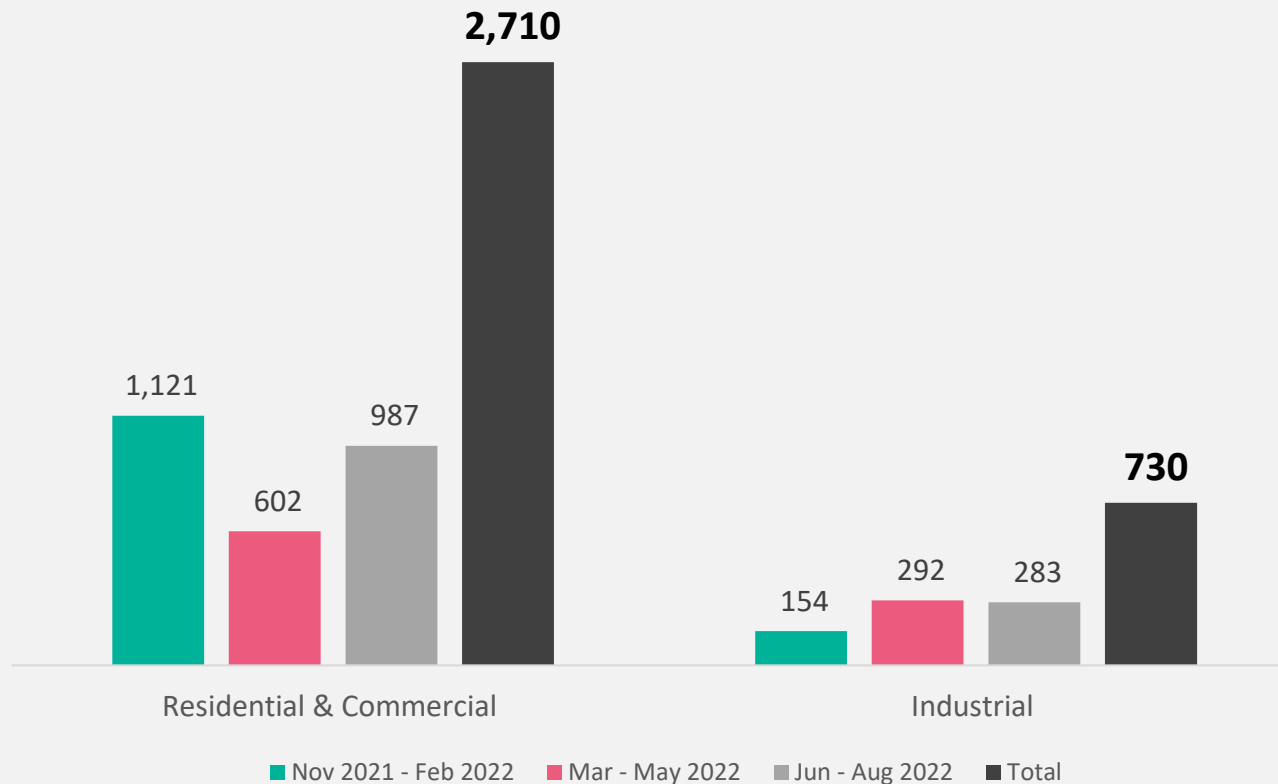
June – August 2022

- Eco Central continued to generate steady sales, with RM661 million achieved.
- Eco South recorded RM445 million, powered by pick-up in residential & industrial demand post 1 April 2022.
- Eco North sales more than doubled from previous period, with RM165 million recorded mainly from launch of 2nd phase of Co-Homes.

SALES PERFORMANCE BY PRODUCT TYPE

10 MONTHS (NOV 2021 – AUG 2022)

Sales (in RM'mil)



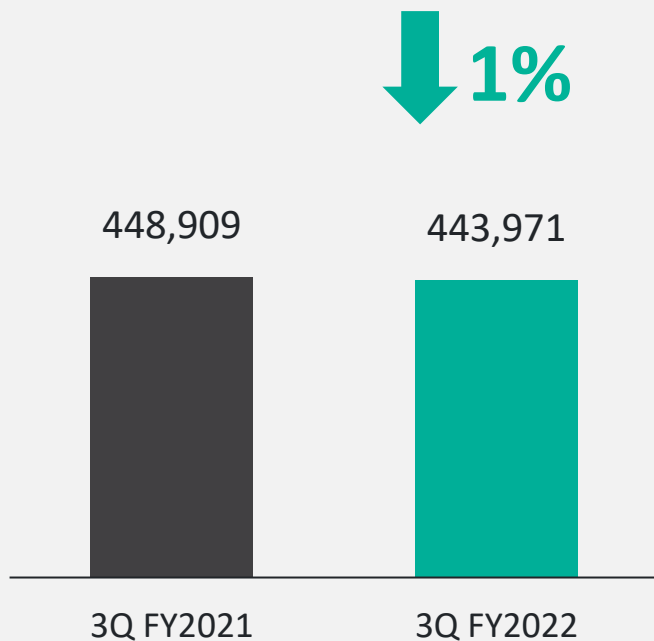
June – August 2022

- On the industrial front, the collective 10 months YTD sales by Eco Business Parks I, II, III and V total RM730 million, 151% of FY2021 full year sales
- Higher demand for more aspirational properties across the Group's projects especially in Iskandar Malaysia.
- BBCC entered into a RM295 million SPA with UDA Holdings Bhd for the hotel building above the Entertainment Block.

FINANCIAL UPDATES

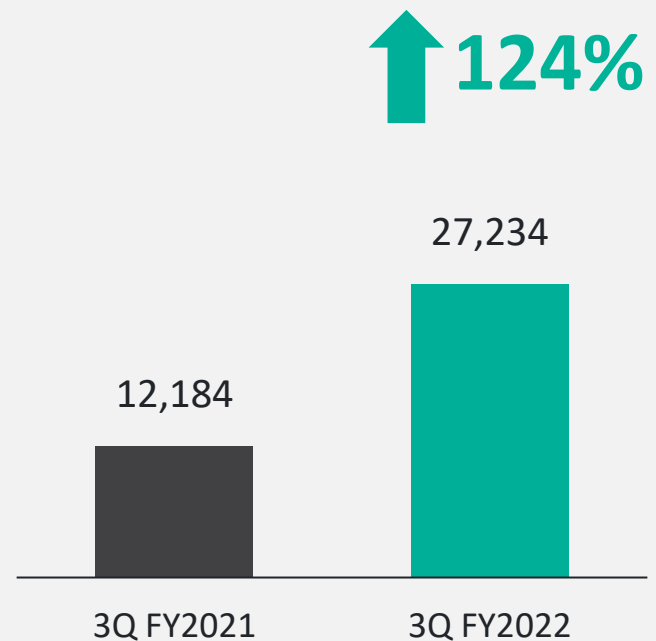
FINANCIAL UPDATES

3Q FY2022 FINANCIALS

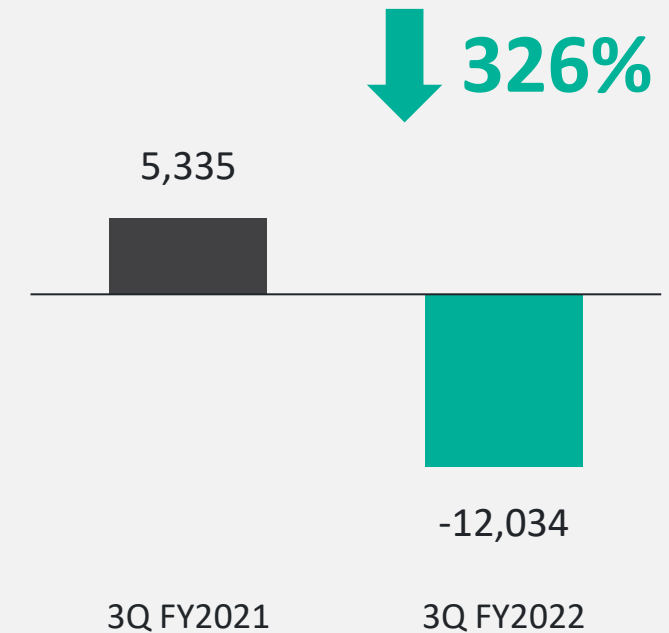


Revenue was lower by 1%
Gross Profit increased by **22%**
Gross Profit Margin increased to **24%**

The improvement was mainly due to realisation of cost savings of several completed and near completion phases



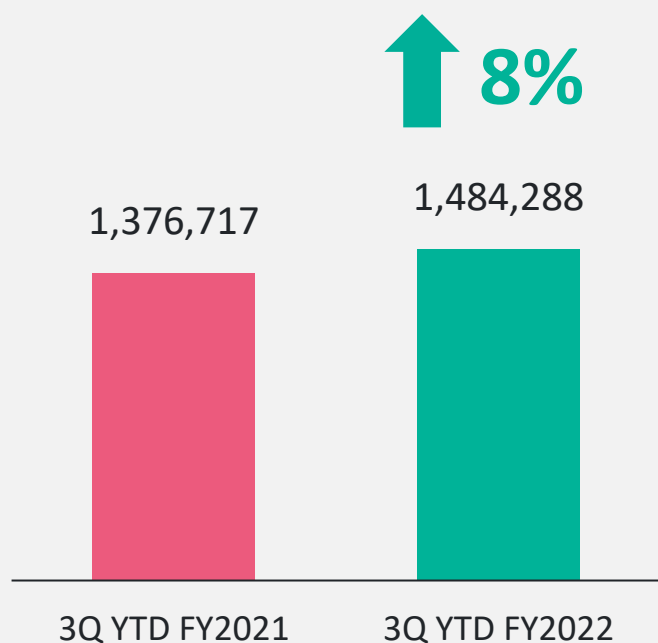
Malaysian JV Results higher by **124%** due to higher site progress and realisation of cost savings of several completed and near completion phase.



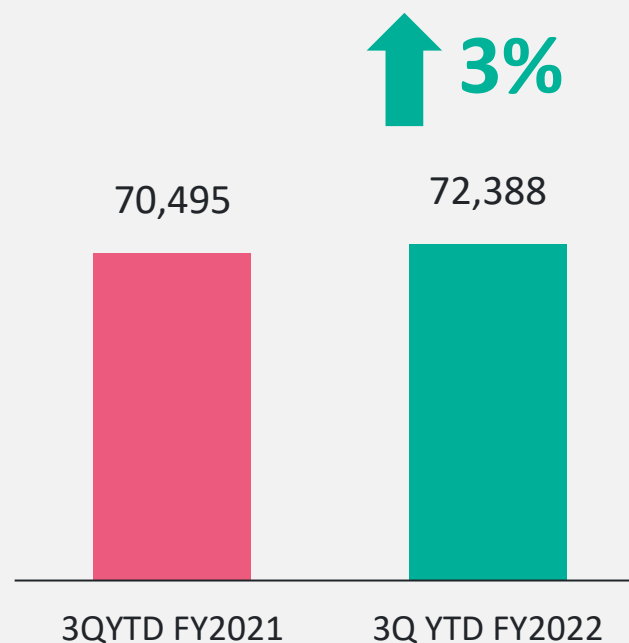
International JV recorded a loss due fewer handover of properties sold and revision of profit margins on EcoWorld London's BTR projects

FINANCIAL UPDATES

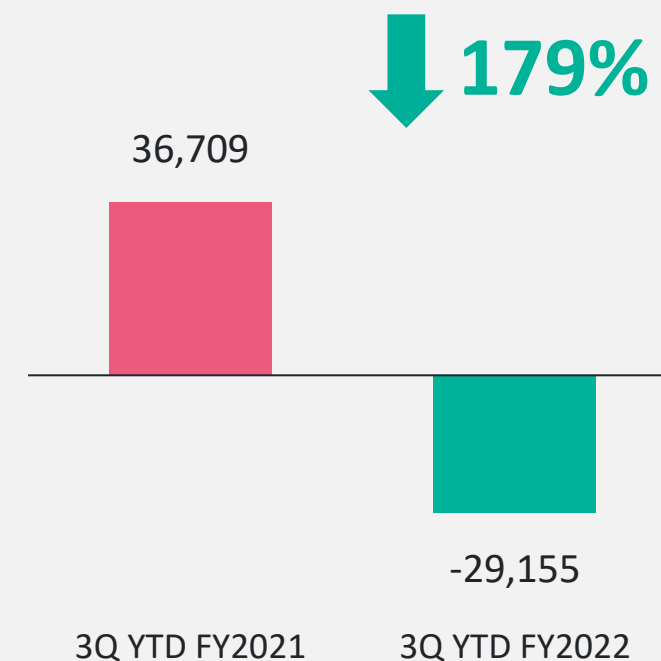
3Q YTD FY2022 FINANCIALS



Revenue increased by **8%**
Gross Profit increased by **28%**
Gross Profit Margin increased to **23%**,
 from 19% in 2021



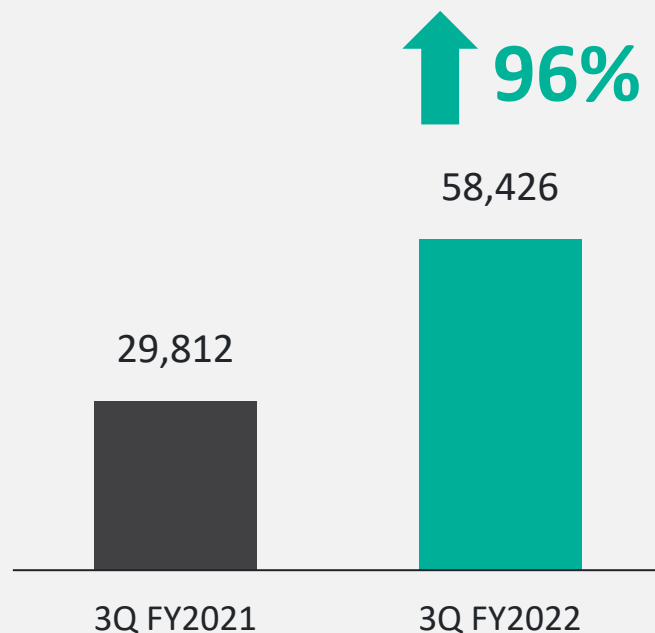
Malaysian JV Results higher due to
 higher sales and realisation of cost
 savings on matured phases in 3Q YTD
 FY2022.



International JV Results recorded a loss
 due impairment of its investment in
 EcoWorld Ballymore JV, fewer handover
 of properties sold and margin revisions

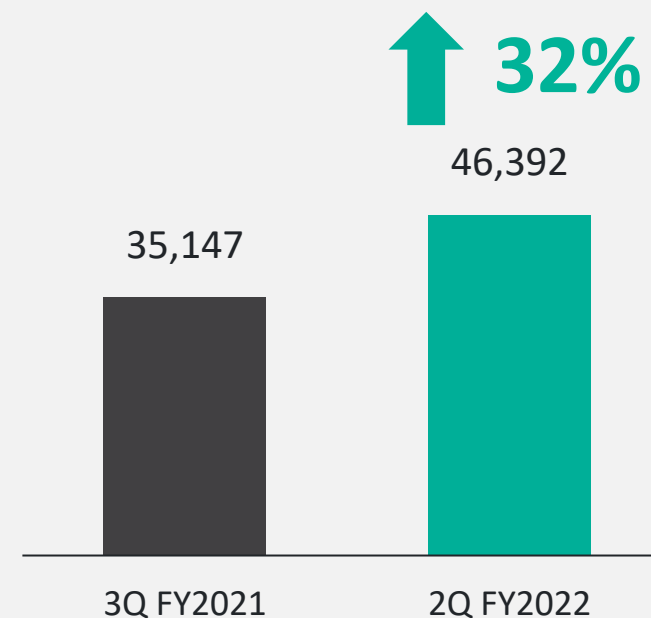
FINANCIAL UPDATES

3Q FY2022 FINANCIALS



PAT (Malaysian Operations) excluding EcoWorld International, **grew by 96%** due to:

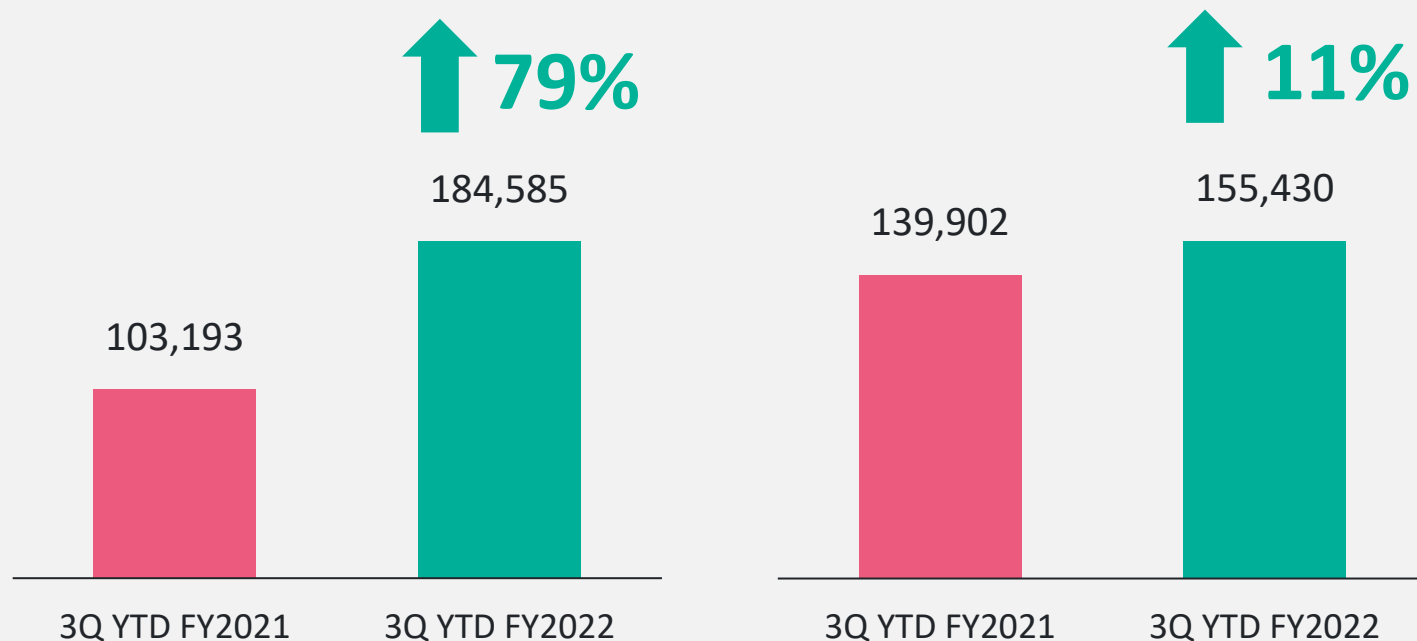
- Higher gross profit and gross profit margin
- Higher JV contributions
- Cost savings on selling & marketing expenses
- Lower finance cost



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

FINANCIAL UPDATES

3Q YTD FY2022 FINANCIALS



PAT (Malaysian Operations) excluding EcoWorld International, **grew by 79%**

Overall PAT increased by 11% despite EWI losses due to improved performance of Malaysian operations

PAT growth contributed by:

Improved Gross Profit and Reduction in Expenses & Finance Cost

	3Q YTD 2021 (RM'000)	3Q YTD 2022 (RM'000)	Changes
Gross Profit	261,990	335,622	+28%
Gross Profit Margin	19%	23%	+4%
Selling & Marketing Expenses	25,594	24,144	-6%
Administrative Expenses	128,917	120,243	-7%
Finance Cost	89,073	75,528	-15%

FUTURE REVENUE

AS AT 31 AUG 2022



+



Future revenue from locked-in sales
remains high

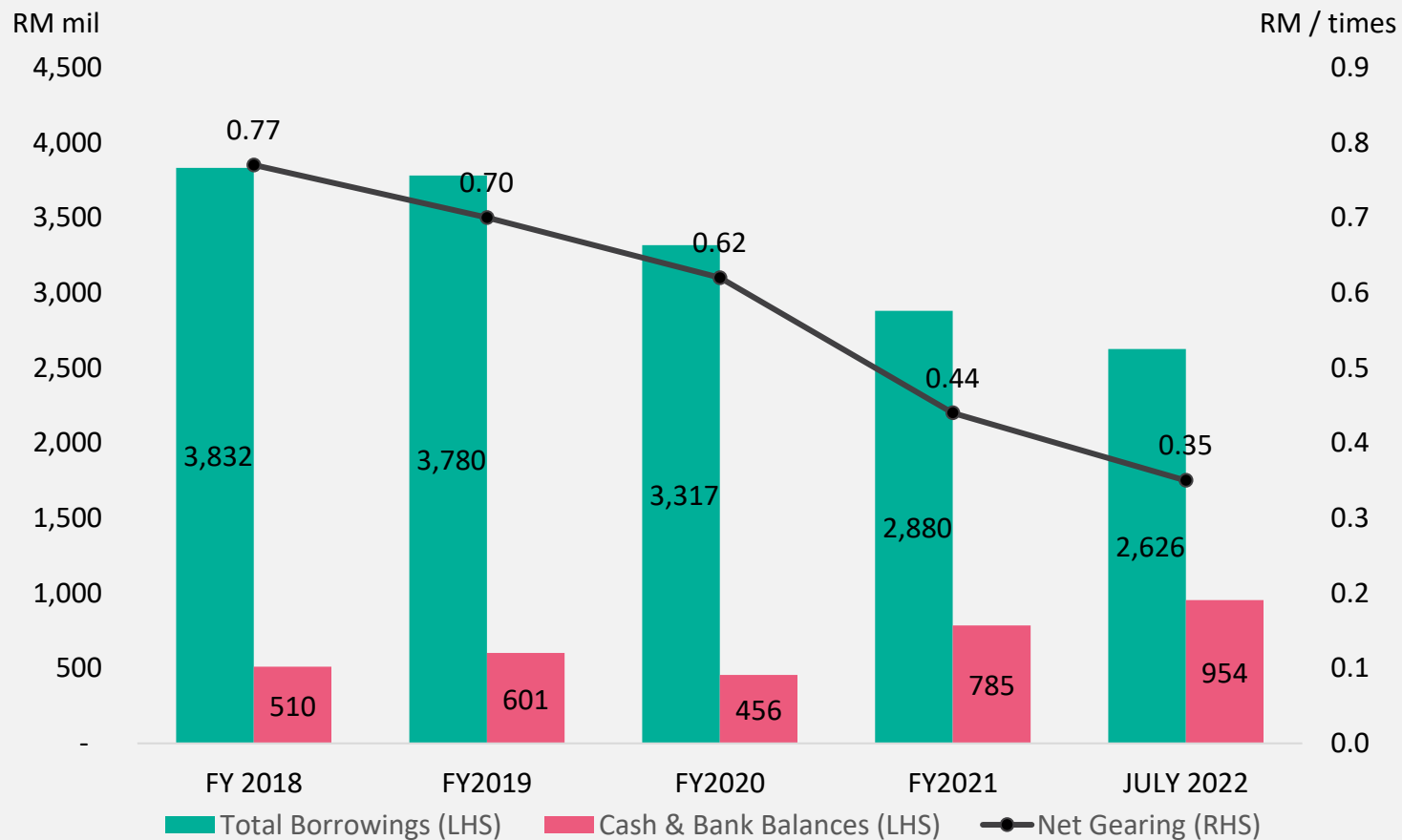
RM4.2 billion

This provides:

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

IMPROVING BALANCE SHEET

AS AT 31 JULY 2022



Balance sheet continues to strengthen:

- **Lower net borrowings** to RM1.7 billion as at 31 July 2022
- Reduction of **Net Gearing ratio to 0.35 times** as at 31 July 2022
- **Well-positioned to acquire landbank for future growth** if good opportunity arises

COMMITMENT TO DIVIDEND PAYMENT

3Q FY2022 FINANCIALS

1 sen

interim dividend
declared in 3Q FY2022

3 sen

total interim dividend for
YTD 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
2Q	2.00	2.00	58.9	58.9
3Q	-	1.00	-	29.5
4Q	2.00		58.9	
Total	4.00		117.8	

SUSTAINABILITY UPDATES

SUSTAINABLE FINANCING

MOU WITH PUBLIC BANK

- Signed an MOU with Public Bank to introduce the Bank's **Sustainable Financing Package** for customers that purchase properties which have attained green certifications such as Green Building Index, GreenRE, etc.
- Currently, close to **90% of our developments are certified** by green building accreditation bodies.



FTSE4GOOD BURSA MALAYSIA

LATEST REVIEW – JUNE 2022

ESG GRADING ACHIEVED



Top 25% by ESG Ratings amongst PLCs in FBM EMAS that have been assessed by FTSE Russell

- ✓ FTSE4Good Bursa Malaysia Index
- ✓ FTSE4Good Bursa Malaysia Shariah Index

CONCLUSION

SUMMARY

EcoWorld Malaysia

- **On track to exceed 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 boosted demand for industrial products & upgrader homes
- Stronger Balance Sheet & improved gearing enables continued dividend payment to shareholders; 3 sen interim dividend declared for FY2022
- Well-positioned to consider landbank expansion if a good opportunity arises

EcoWorld International

- **On track to achieve its sales target of RM2 billion** – 10 months sales + reserves exceeded RM2.1 billion
- Prudence on new project acquisition limits near-term earnings outlook
- Notwithstanding the loss incurred, EcoWorld International's balance sheet continues to strengthen with **net gearing of 0.07 times**
- Focus on monetising assets records steady progress, EcoWorld International **expects to turn net cash positive by early FY2023** enabling further distributions to its shareholders within the next 1-2 years

THANK
YOU

ECOWORLD
CREATING TOMORROW & BEYOND

TOGETHER
We CREATE