

Moving Ahead

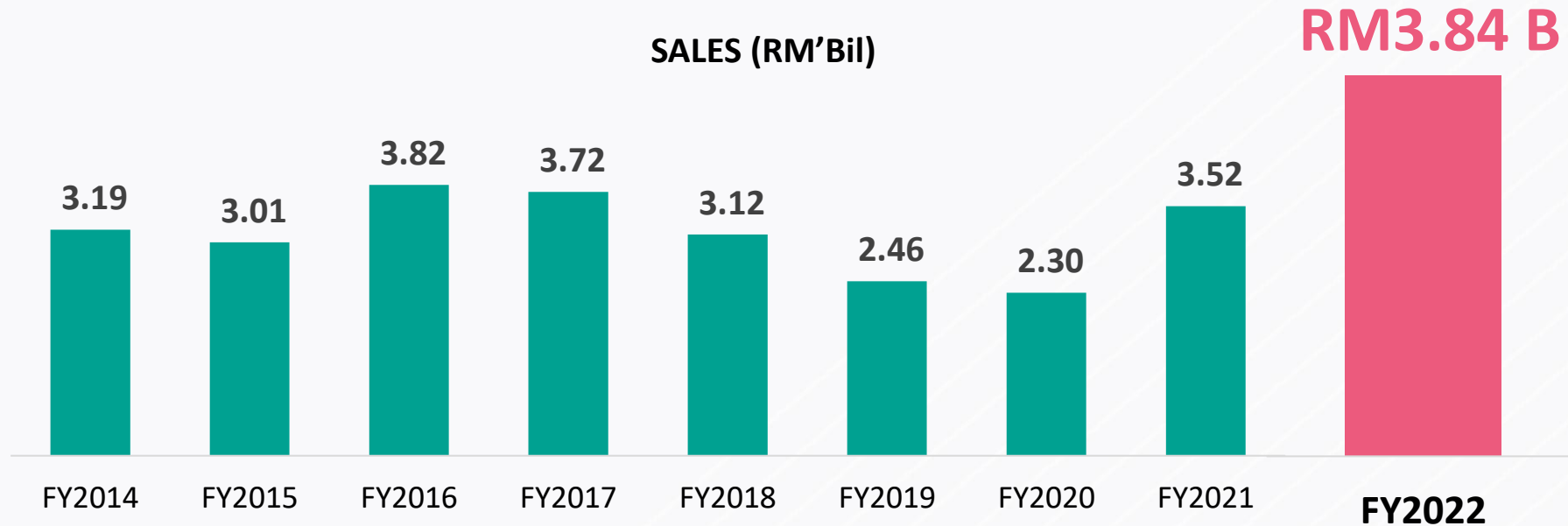
ECOWORLD MALAYSIA

4Q FY2022 CORPORATE PRESENTATION

HIGHEST EVER SALES IN FY2022

CONSISTENTLY STRONG COUNTER-CYCLICAL GROWTH

Moving Ahead

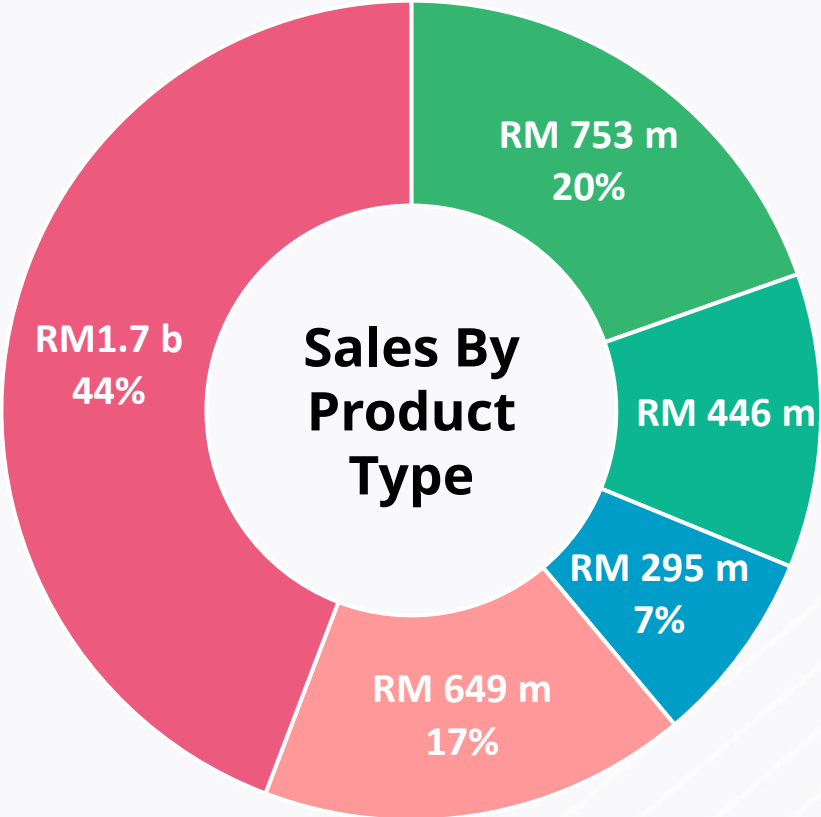


Result of concerted efforts over the years to:

- Reinvent the Group's business model, expand our product range and market reach
- Reduce, reset and optimise our cost structure and
- Digitalise our operations to ramp up efficiency & productivity + future-proof our business

INCREASINGLY DIVERSIFIED PORTFOLIO

EXPANDING PRODUCT RANGE ACROSS ALL MARKET SEGMENTS



- Eco Business Parks recorded RM753 million, 156% of FY2021 sales & more than 3X FY2020 sales
- RM446 million commercial properties sold to serve the growing population at townships and offer lifestyle amenities for *duduk* apartments
- RM295 million hotel building at BBCC sold to UDA Holdings Bhd
- Anchored by core township segment with more than RM2.3 bil residential homes sold comprising:
 - RM1.7 mil upmarket homes priced above RM650,000
 - RM649 mil affordable homes priced below RM650,000

■ Eco Business Park ■ Commercial ■ BBCC Hotel Building
■ Residential <RM650k ■ Residential >RM650k

NEW LAUNCHES IN FY2022

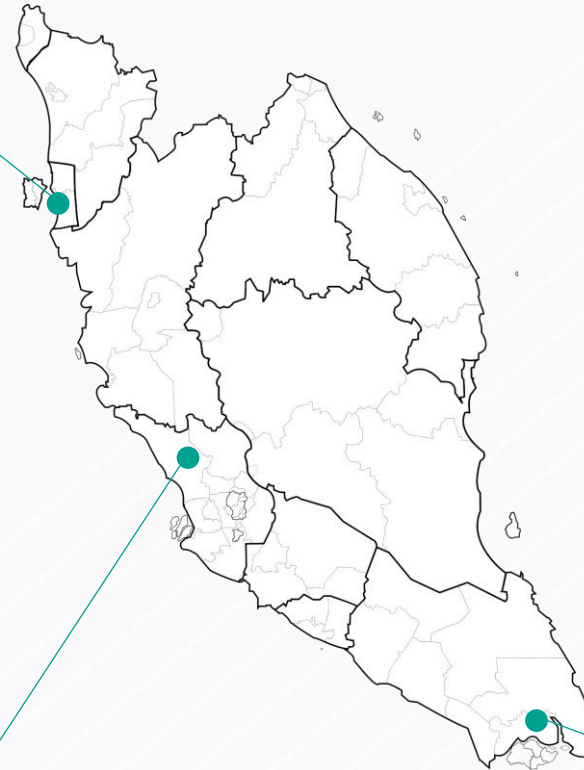
PRODUCTS FOR EVERY SEGMENT OF MARKET

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ECO HORIZON
BASE IN ENDLESS ELEGANCE

- Bungalow
- Semi-D
- Garden Homes
- Co-Homes



ECO SPRING



ECOTROPICS
Full-Course Fine Living



ECO BOTANIC
AMONGST SOFT GRASS AND PURE CLASS



- Semi-D
- Cluster Home
- Terrace House
- Shop Office



ECO BUSINESS PARK I
ISKANDAR MALAYSIA



ECO BUSINESS PARK II
ISKANDAR MALAYSIA
BUILT FOR VISIONARIES



- Cluster Factory
- Semi-D Factory



ECO GRANDEUR
The Original Legacy



ECO MAJESTIC



ECO SANCTUARY
MESMERISING HAVEN



ECO ARDENCE



ECOWORLD
CREATING TOMORROW & BEYOND

- Bungalow
- Semi-D
- Garden Homes
- Terrace House
- Co-Homes
- Condominium
- Shop Office
- Lifestyle Shop



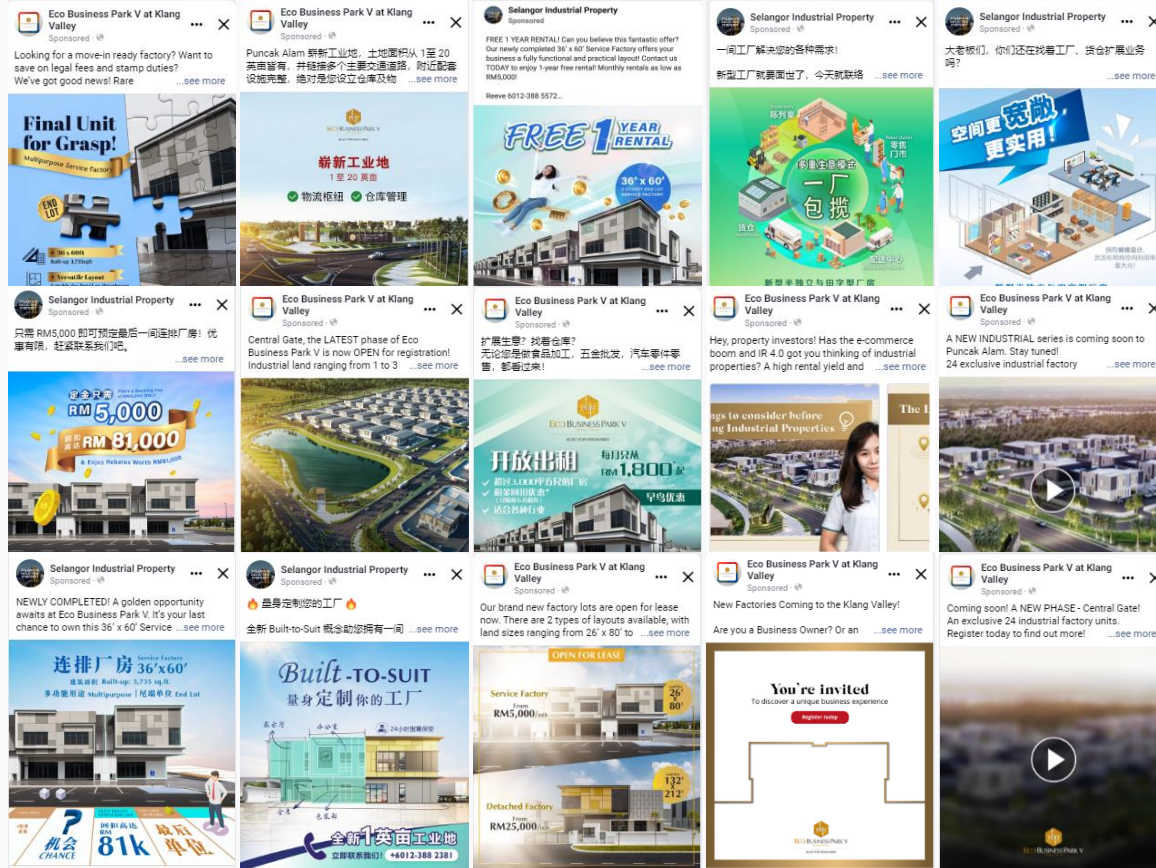
ECO BUSINESS PARK V
BUILT FOR VISIONARIES

- Cluster Factor
- Semi-D Factory
- Industrial Land

STRONG DEMAND FOR INDUSTRIAL PARKS GROWING LOCAL & INTERNATIONAL CUSTOMER BASE

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Facebook Marketing



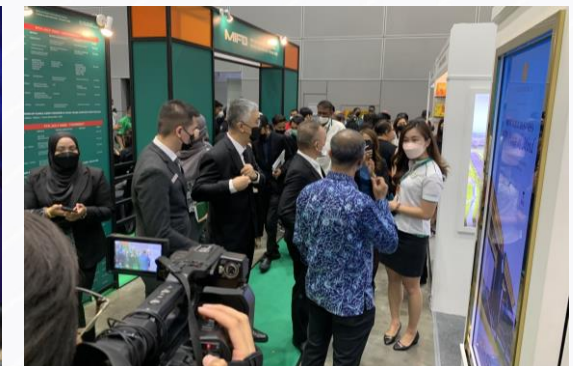
Networking Event



China-ASEAN Expo



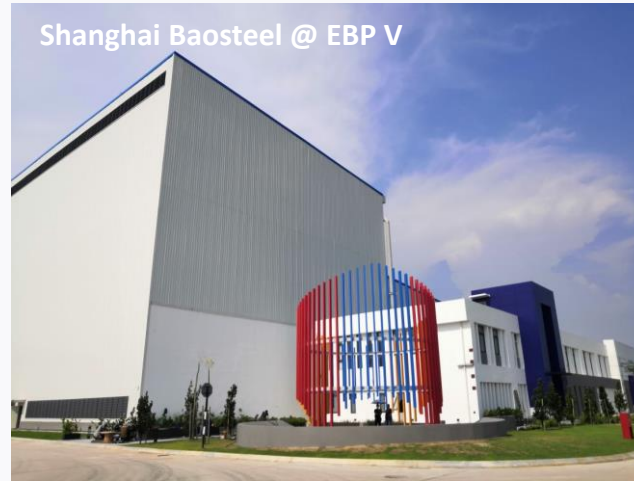
Selangor International Business Summit 2022



Malaysian International Food & Beverage Trade Fair

INDUSTRIAL LAND SALE INCREASING DEMAND FOR BUILT-TO-SUIT FACTORIES

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Virtual Signing Ceremony with
Shanghai Baosteel held on
14 Aug 2020

Completed in mid 2022



Rurutiki – Industrial Land Sale +
Customised Factory

- SPA Signed : March 2020
- Completed : April 2022

ECOWORLD
CREATING TOMORROW & BEYOND

Industrial Land Sale @ EBP V
in 2022



20.12 acres



9.85 acres

INNOVATIVE FLEXI-SPACE INDUSTRIAL UNITS

IDEAL FOR SMALL & MEDIUM-SIZED ENTREPRISES

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Customisable open floor plan to fit unique requirements according to nature of business

THRIVING COMMERCIAL PRECINCTS TO SUPPORT LIFESTYLE NEEDS OF ECOWORLD COMMUNITIES

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Whitten @ Eco Majestic
Semenyih, Selangor
Shop Offices



Lindenway @ Eco Forest
Semenyih, Selangor
Shop Offices



Sanctuary Mall @ Eco Sanctuary
In the vicinity of Kota Kemuning, Selangor
Community Mall



Eco Bloom @ Eco Meadows
Simpang Ampat, Penang
Shop Lots



Eco Avenue @ Eco Tropics
Pasir Gudang, Johor
Shop Offices



Eco Vantage @ Eco Tropics
Pasir Gudang, Johor
Shop Offices



Eco Palladium @ Eco Spring
Tebrau, Johor
Commercial Hub



Eco Galleria @ Eco Botanic
Iskandar Puteri, Johor
Commercial Hub

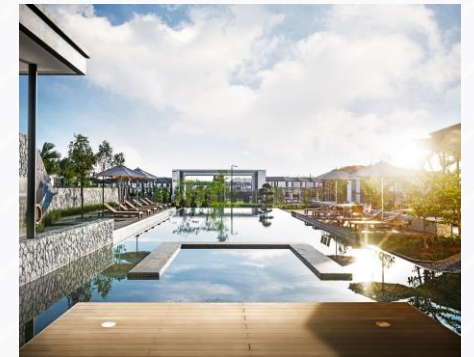
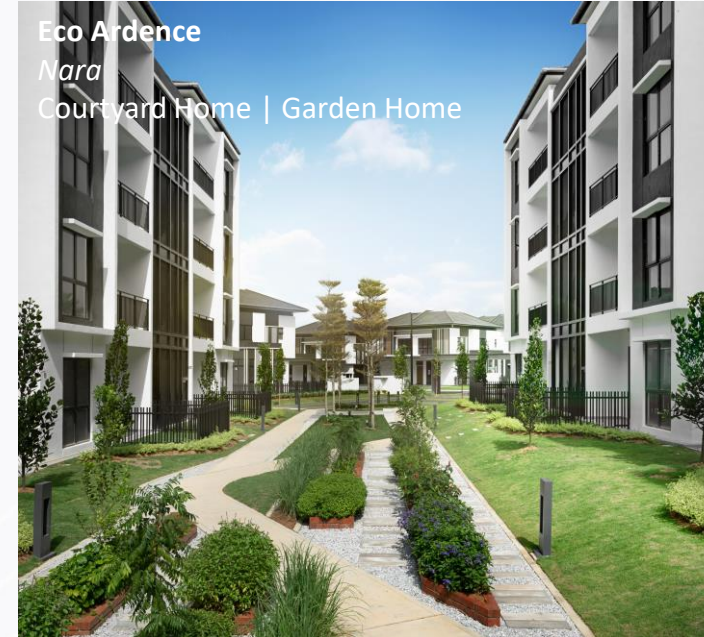
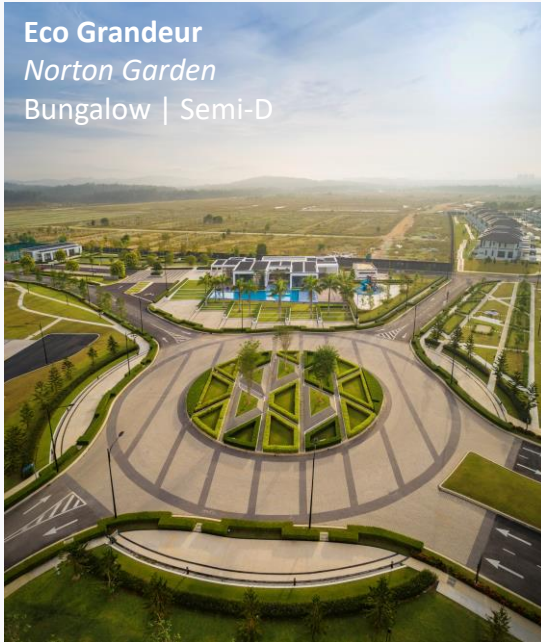
Commercial offerings to serve the growing population at
EcoWorld townships

Shops at **Se.Ruang Square** and **Hana Square** to offer
lifestyle amenities at the doorsteps of **duduk**
apartments

RESIDENTIAL PROPERTIES DELIVERED IN FY2022

SELF-SUSTAINING MASTER PLANNED TOWNSHIP DEVELOPMENTS

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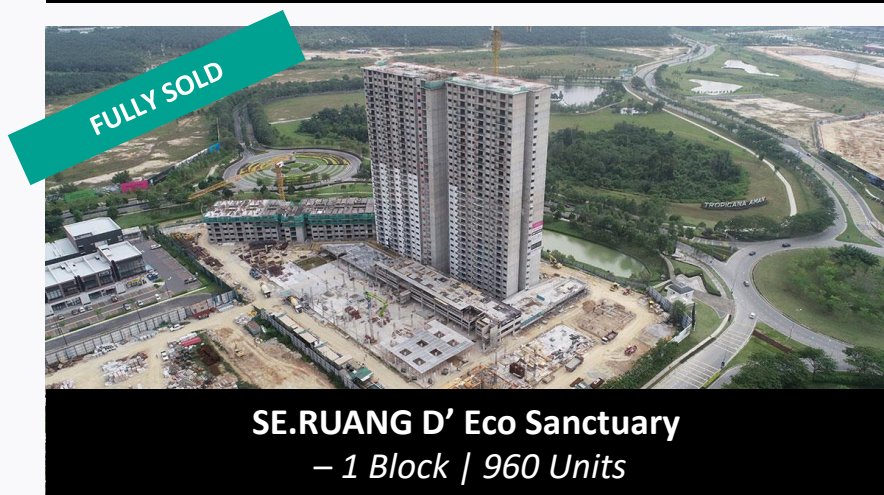


Large and growing matured townships provide great flexibility to adapt products to suit market demand

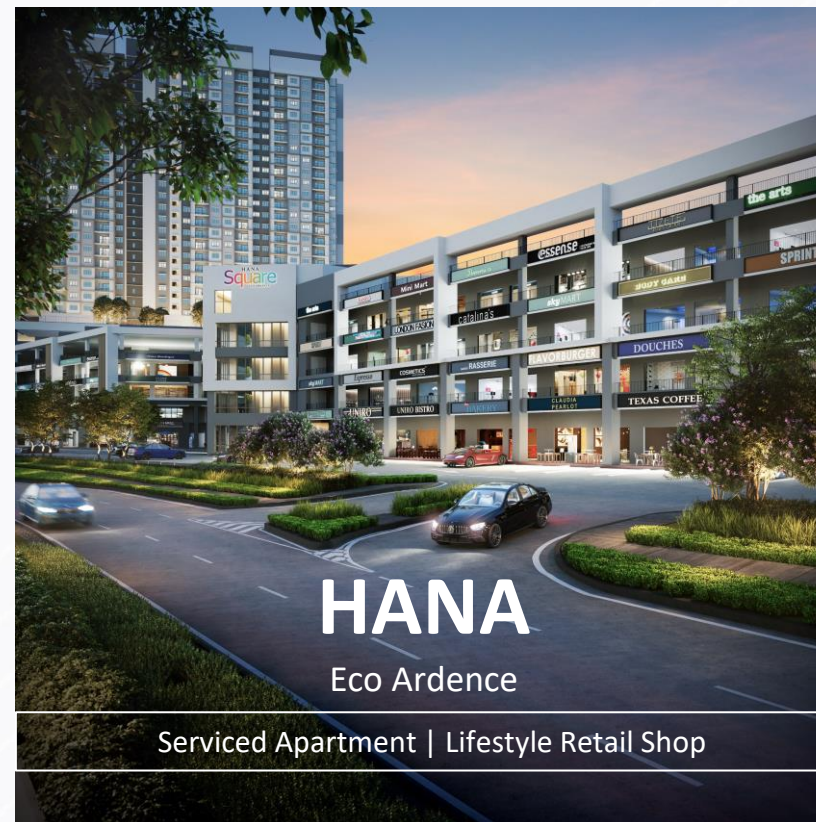


duduk – FOR THE YOUNG AT HEART ON TRACK TO COMPLETE IN FY2023 + NEW LAUNCHES

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duduk
ECOWORLD



Successful concept
to be introduced
shortly in:

- Iskandar Malaysia
- Penang

ECOWORLD
CREATING TOMORROW & BEYOND

BUKIT BINTANG CITY CENTRE INTEGRATED DEVELOPMENT

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Completed in 2022: Lucentia Serviced Residence | Stride Strata Office
Mitsui Lalaport | Entertainment Block (MGB & Zepp Hall)

Upcoming launch

BUKIT BINTANG CITY CENTRE | SWNK HOUZE

kl city's
**MOST STRATEGIC
SERVICED RESIDENCES**
only @ BBCC

NEW LAUNCH REGISTER NOW

Studio Apartments | 1 BR
Apartments | 2 BR Apartments

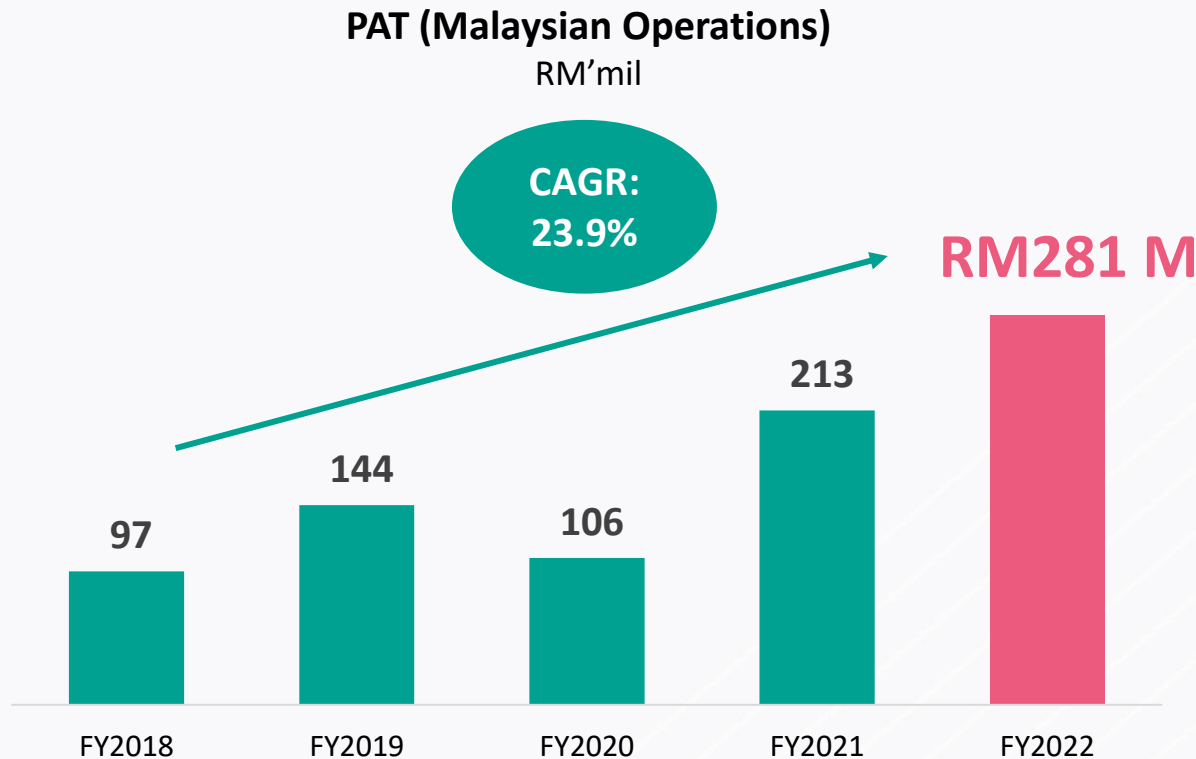
- 463 – 861 sqft
- From RM635k

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FINANCIAL HIGHLIGHTS

RECORD PAT FROM MALAYSIAN OPERATIONS HIGH 5-YEAR CAGR DESPITE PANDEMIC

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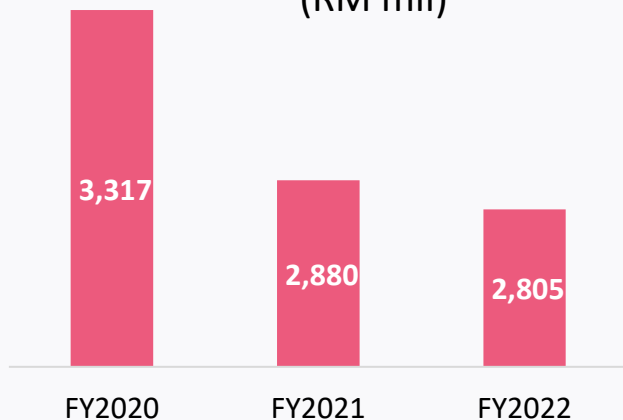
Highest ever PAT from Malaysian operations of RM281.3 million in FY2022, 32% higher than FY2021:

- RM67.2 million increase in gross profit due to **improvement in the gross profit margin** from 20.7% to 24.0%;
- RM7.0 million **continued savings on selling and marketing expenses**; and
- RM15.2 million **reduction in finance costs** as borrowings were repaid on or ahead of schedule

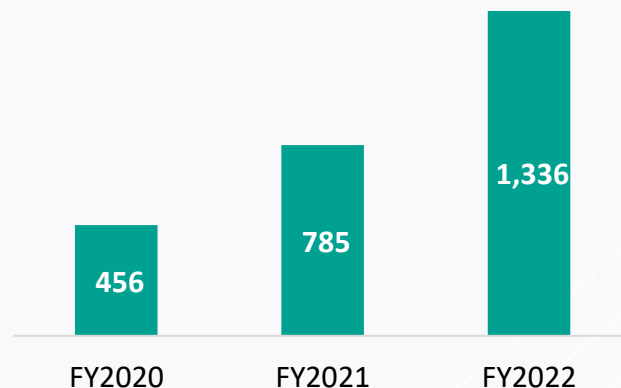
STRONGER BALANCE SHEET + HIGHER DIVIDENDS AS AT 31 OCT 2022

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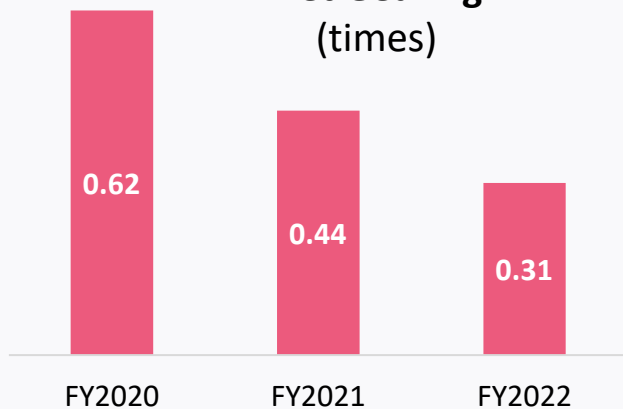
Total Borrowings
(RM'mil)



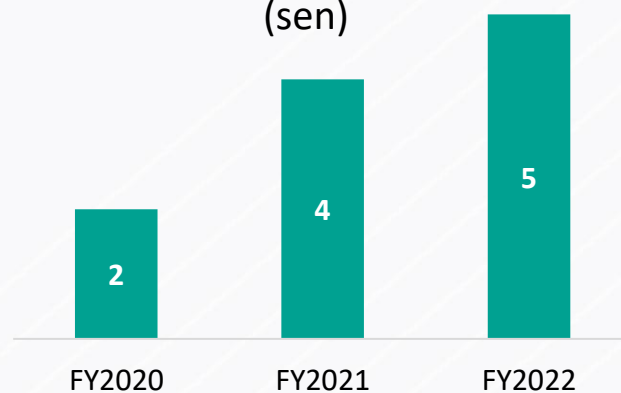
Cash & Bank Balances
(RM'mil)



Net Gearing
(times)



Dividend
(sen)

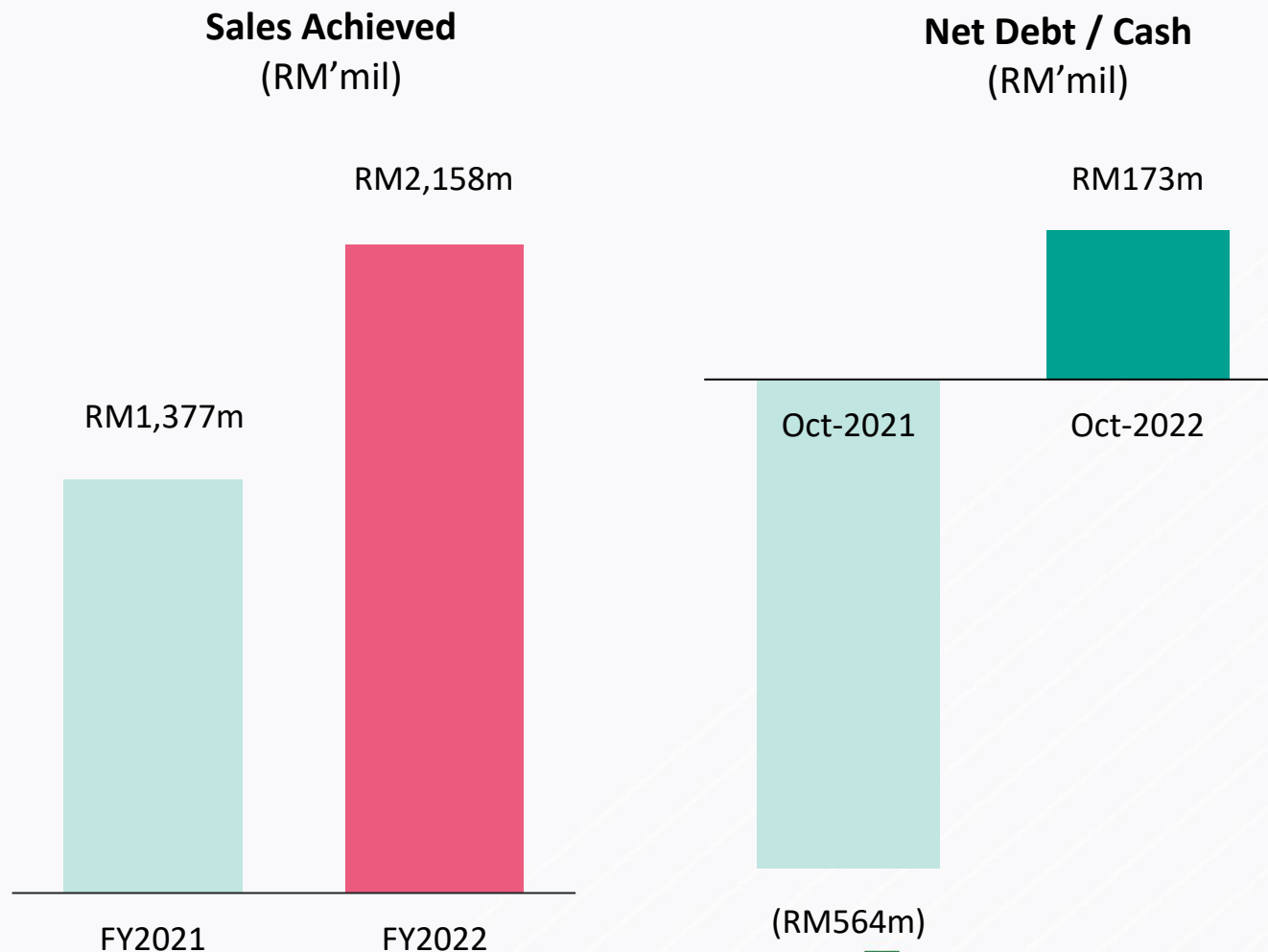


Balance sheet continues to strengthen:

- **Lower net borrowings** to RM1.5 billion as at 31 Oct 2022
- Reduction of **Net Gearing ratio to 0.31 times** as at 31 Oct 2022
- **Highest dividend** declared - 5 sen
- **Future revenue** from locked-in sales remains high at RM3.6 billion
- **Well-positioned to acquire landbank for future growth** if good opportunity arises

27% INVESTMENT IN ECOWORLD INTERNATIONAL FOCUS ON CASH GENERATION

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- EWI will continue to focus on monetisation of existing stocks in FY2023 & expects to generate excess cash of approximately RM900 million.
- Subject to receipt of necessary approvals, EWI aims to distribute the excess cash to its shareholders (which includes EcoWorld Malaysia) in the later part of 2023.

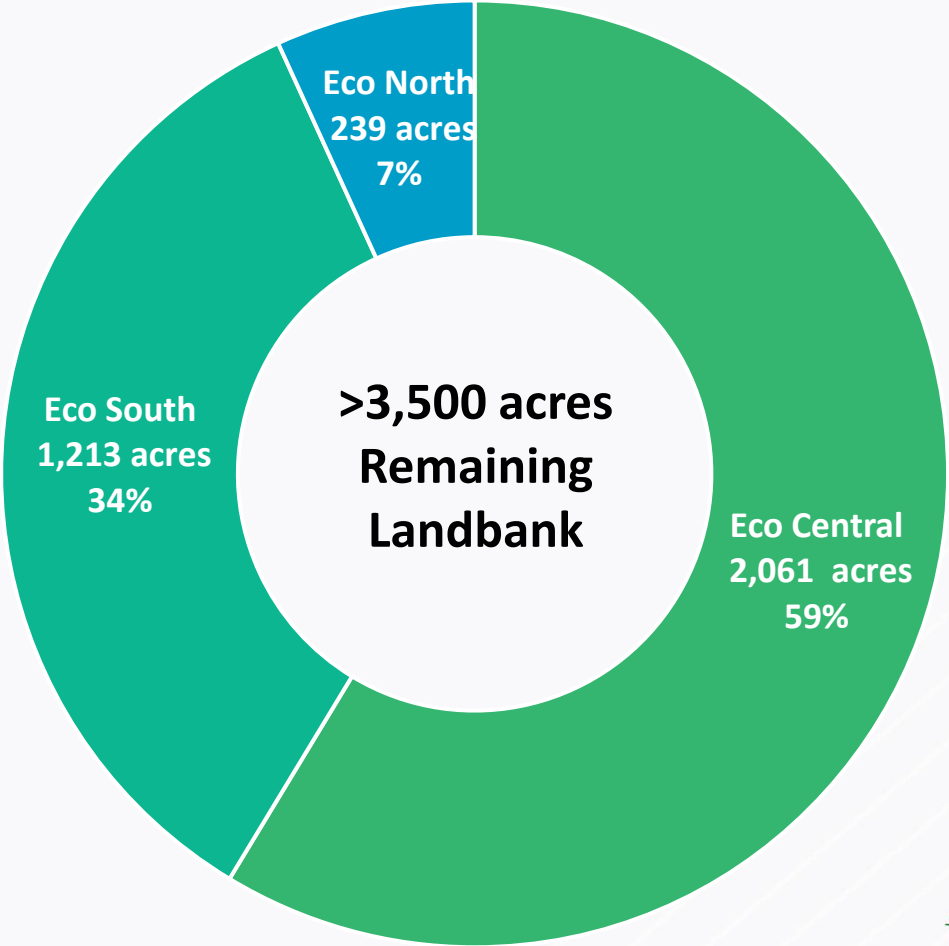
LOSS & IMPAIRMENT OF INVESTMENT IN EWI IMPACT ON ECOWORLD MALAYSIA'S FY2022 PROFIT AFTER TAX

RM'000	FY2022	FY2021	%
Profit After Tax (Malaysian operations)	281,309	212,771	▲ 32.2
Share of EWI profit / (loss)	(43,100)	27,269	▼ (258.1)
Impact of Impairment of Investment in EWI	(81,000)	(57,300)	▼ (41.4)
Profit After Tax	157,209	182,740	▼ (14.0)

- Loss recorded by EWI in FY2022 mainly due to completion of Australian projections in prior years, losses incurred by UK joint ventures (JV), impairment of its investment in the EcoWorld-Ballymore JV & lower other income.
- EWI will continue to review the feasibility of its remaining projects with a view to proceed with launches only after macroeconomic uncertainties subside. The conservative stance is necessary to preserve its cash reserves for distribution to shareholders but will prolong the period of time required to generate future sales proceeds.
- EcoWorld Malaysia recognised an impairment of RM81 million on its investment in EWI based on:
 - the longer period of time now required by EWI to generate future cashflows from its remaining projects; and
 - a higher weighted average cost of capital (“WACC”) applied to discount the future cashflows given the more than 200-basis point increase in the UK risk-free rates from FY2021 to FY2022.

REMAINING LANDBANK

>3,500 ACRES MATURED LANDBANK TO BE UNLOCKED



- Sizeable matured lands in all three key geographic regions
- **>1,000 acres industrial landbank** to further grow business park segment
- Strongly positioned to be able to acquire new lands to enhance future growth prospects

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ESG UPDATES

PILLARS AND FOUNDATION OF OUR ESG APPROACH

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ECOWORLD
Cares

SUSTAINABILITY

means caring about

PEOPLE | PLANET | PARTNERSHIP | PROSPERITY | PEACE |

Practicing Responsible Consumption + Stewardship of our Time, Talent & Resources



Through Productivity + Innovation



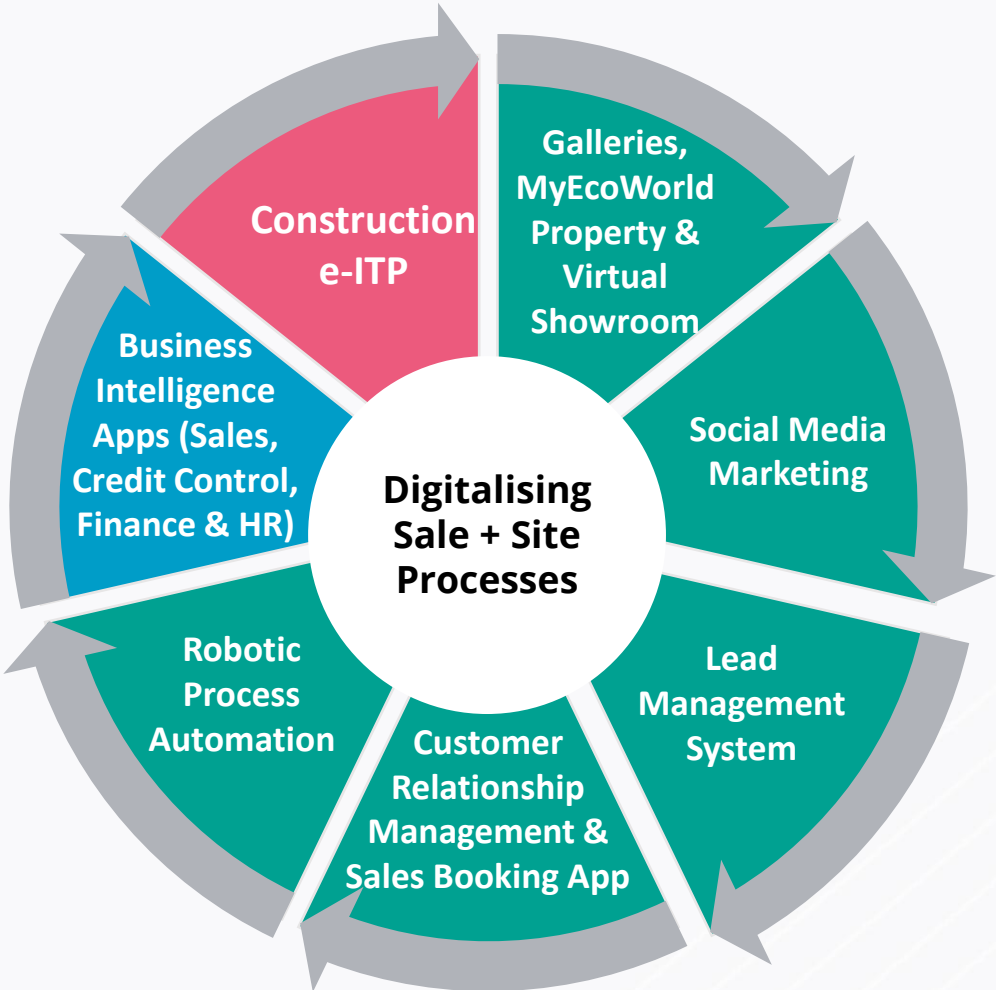
To drive Efficiency & Effectiveness of operations



Resulting in longevity of business + positive societal impact

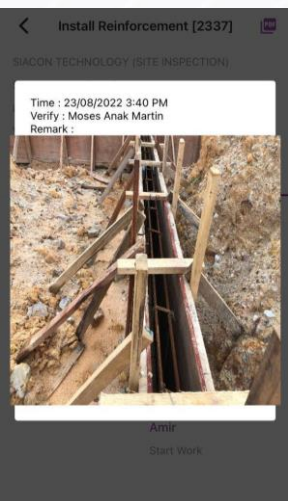
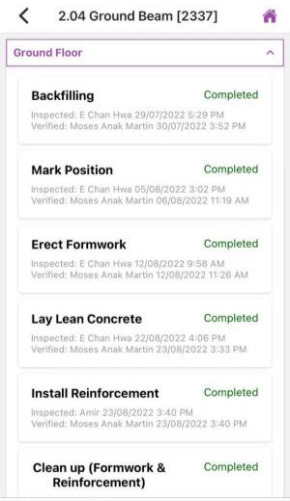
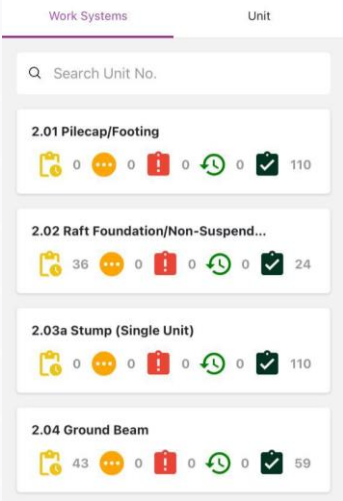


DIGITALISATION – INTEGRAL TO ESG STRATEGY TO DRIVE PRODUCTIVITY & FUTURE PROOF BUSINESS



Digitalisation of site processes for ease of tracking & monitoring:

- To improve and achieve better product quality
- Standardised and guided inspection procedures
- Records for future tracking and problem analysis
- Better work progress tracking and mitigation of errors



SUSTAINABILITY HIGHLIGHTS

KEY ACHIEVEMENTS IN 2022

Jun
2022

FTSE4Good Bursa Malaysia Index
FTSE4Good Bursa Malaysia Shariah Index

ESG GRADING ACHIEVED



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

Dec
2022



UNGC Sustainability Performance Awards 2022
Winner of the SDG Ambition

Benchmark 9: Land Degradation Neutrality Including Zero
Deforestation

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CONCLUSION

FY2023 SALES TARGET

FOCUS ON ENHANCING VALUE & IMPROVING RETURNS

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RM3.5 B

Sales target set for FY2023

- Target to continue improving returns by launching products with higher profit margins / higher absolute profits psf of land to derive optimal returns from valuable matured land bank;
- Pursue leads with sizeable new industrialists at the Group's business parks to accelerate overall value creation, and
- Generate sufficient cashflows that will enable the Group to:
 - continue to comfortably meet all on-going operational commitments;
 - achieve targeted growth aspirations; and
 - maintain and improve on returns to shareholders
- Strong balance sheet + matured cash generative Malaysian projects + no financial commitment to EWI
➡ well positioned to pursue good landbanking opportunities in FY2023

THANK YOU