

Moving Ahead

ECOWORLD MALAYSIA

1Q FY2023 CORPORATE PRESENTATION

MARCH 2023

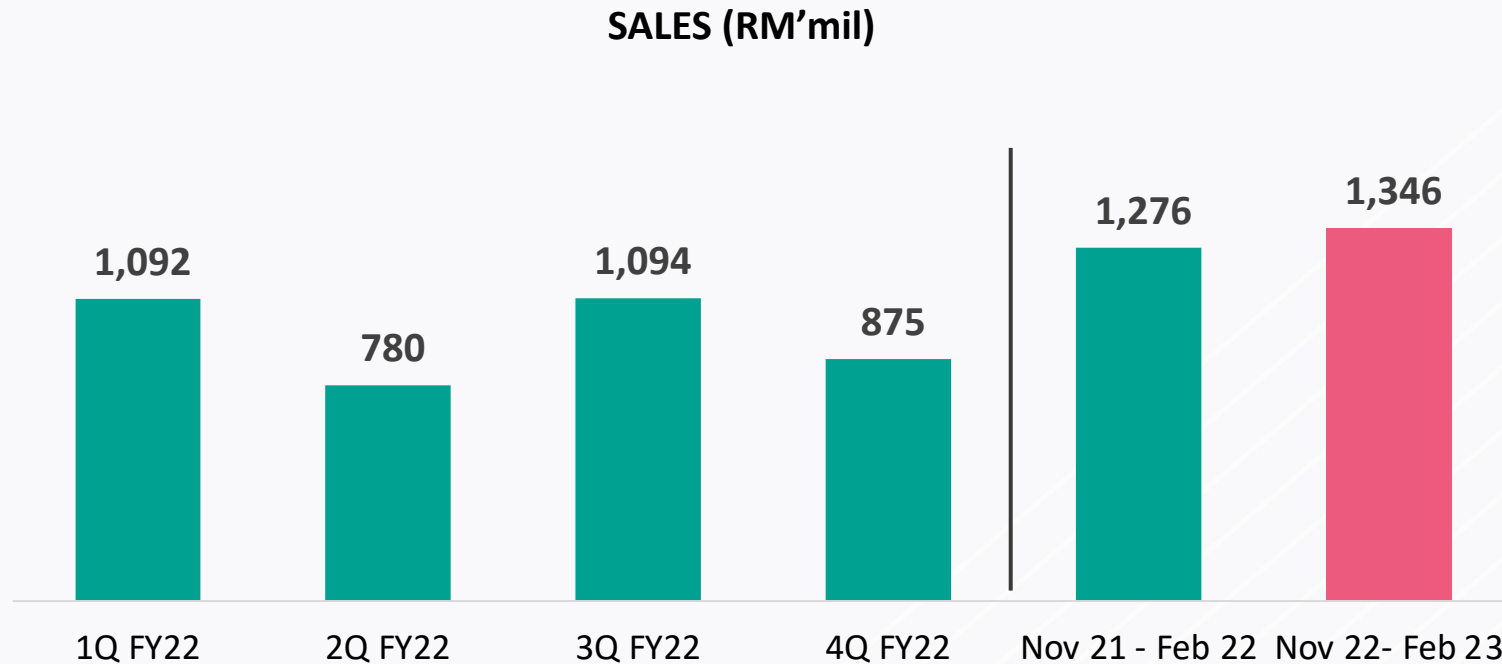
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SALES UPDATES

SALES MOMENTUM SUSTAINED

FY2023 - 4 MONTHS UP TO 28 FEB 2023

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Continued strong demand for EcoWorld's residential, commercial and industrial products

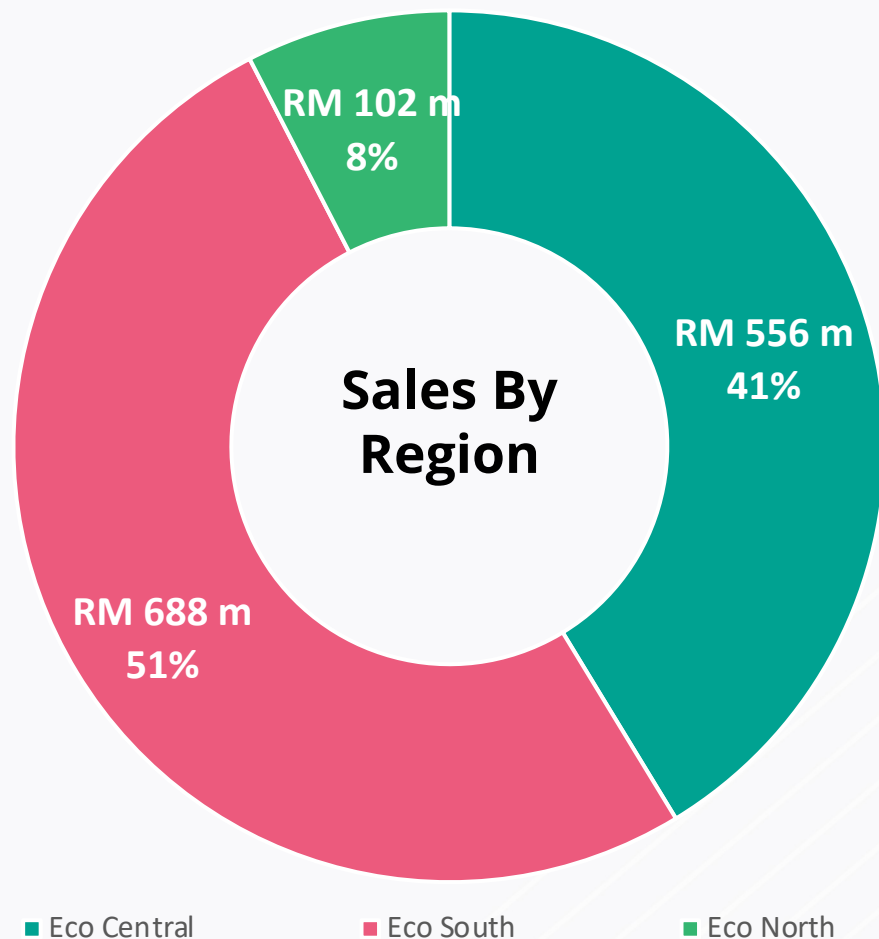


of FY2023
Sales Target
Achieved

ANALYSIS OF SALES BY REGION

HIGHEST SALES FROM ECO SOUTH

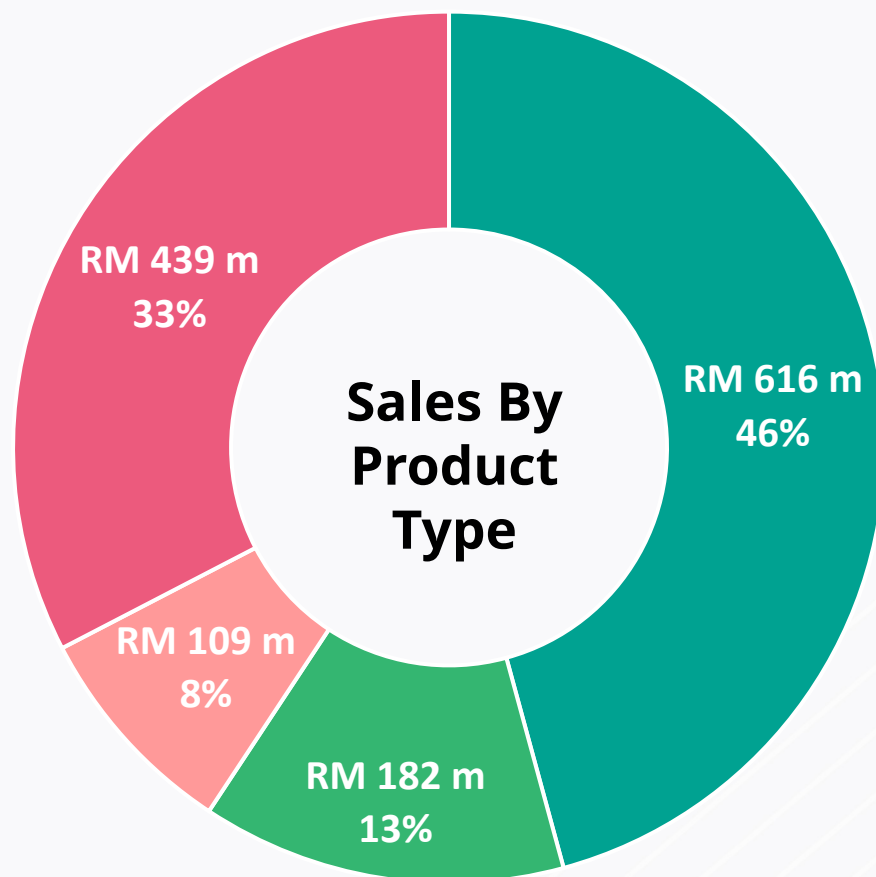
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- Eco South recorded the highest sales, powered by increased demand for industrial products. 67% of sales in Eco South came from EBP I, II & III
- Eco Central continue to generate steady sales with RM556 mil achieved in 4 months. 27% of sales in Eco Central contributed by EBP V
- Eco North generated RM102 mil with sales mainly from Eco Horizon's Co-Homes, Garden Homes, Double Storey Terraces & Semi-Dees

ANALYSIS OF SALES BY SEGMENT BOOSTED BY STRONG INDUSTRIAL DEMAND

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■ Eco Business Park ■ Commercial ■ Residential <RM650k ■ Residential >RM650k

- Eco Business Parks recorded RM616 mil (82% of FY2022 sales), boosted by:
 - Strategic sale of 92 acres at EBP II to Haitian Group (leading industrial equipment manufacturer from China)
 - new product launches: cluster, Semi-Dee and Service factories at EBP I & EBP III + industrial land at EBP V
- RM182 mil commercial properties from our matured townships: Hana Square @ Eco Ardence + retail shops & shop offices across our townships at Iskandar Malaysia
- Residential properties recorded RM548 mil sales:
 - RM439 mil upmarket homes priced above RM650,000
 - RM109 mil affordable homes priced below RM650,000

Eco Business Park II – Senai, Iskandar Malaysia

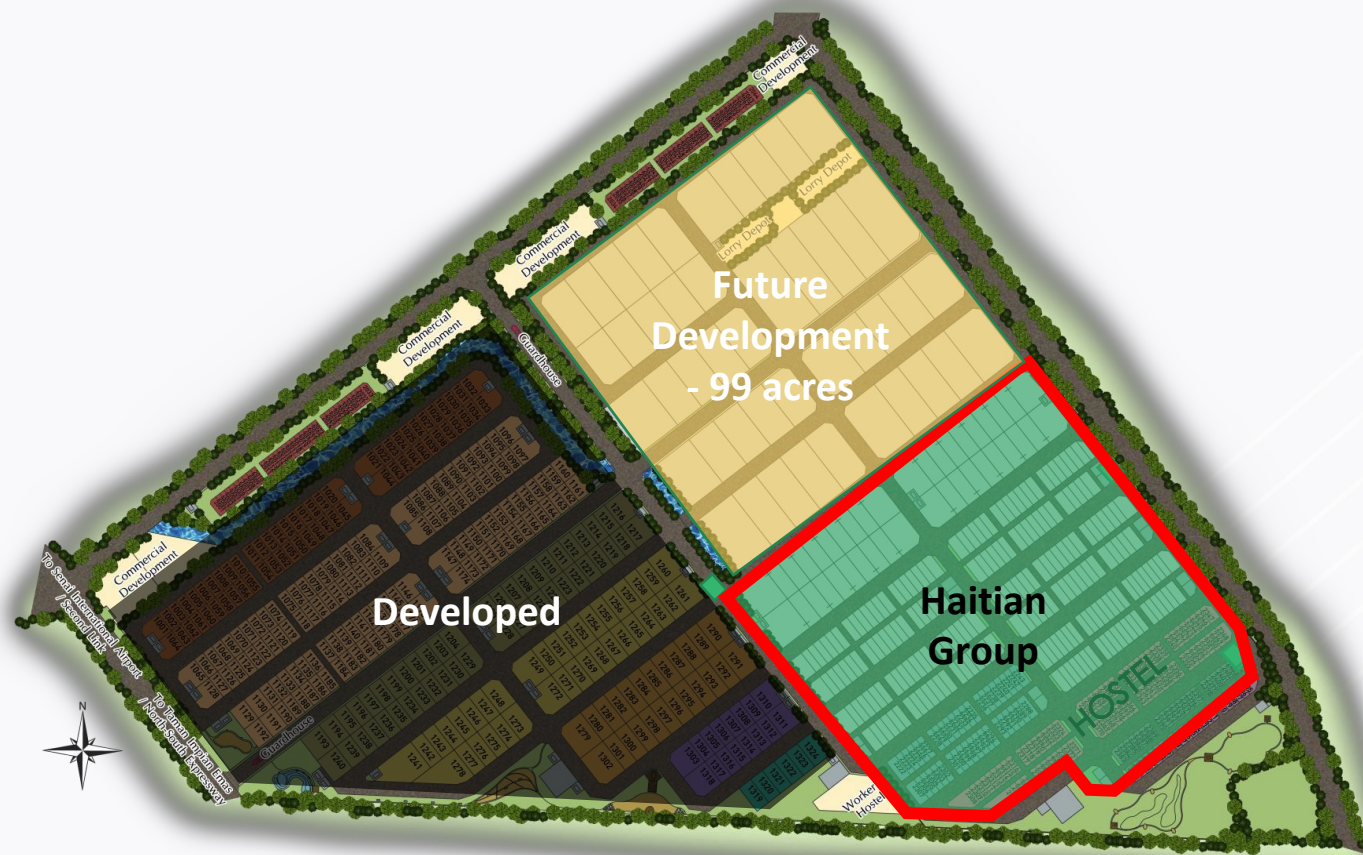
383 acres



CATALYTIC EFFECT OF SALE TO HAITIAN GROUP

VALUE CREATION FOR REMAINING LANDS AT EBP II

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Eco Business Park II Master Plan

Haitian Group

- Leading industrial equipment manufacturer from China
- Specialises in the production of a wide range high precision industrial machines and solutions which includes the manufacture of mass and high-precision injection moulding machines covering the entire spectrum of the plastics processing industry to serve the automotive, packaging, medical, electronics, logistics and consumer goods sectors.

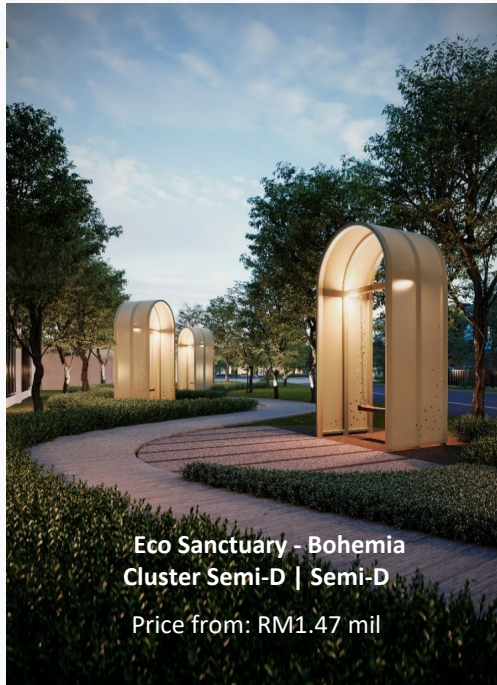


Presence of global player expected to generate strong catalytic effect to draw in upstream and downstream businesses, thus accelerating development and value creation for remaining lands at EBP II

NEW RESIDENTIAL LAUNCHES

1Q FY2023 - MAINLY UPGRADER PRODUCTS

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20' x 65' | 20' x 70'

ECO FOREST
FREEHOLD FULLY
EXTENDED TERRACE
MONTHLY INSTALMENT
RM 2,100*

VISIT OUR SHOW HOUSE TODAY!

Eco Forest - Birchpark
Garden Homes | Double Story Terrace |
Co-Homes

Price from: RM462k | RM765k | RM973k

* ACTUAL PHOTO TAKEN AT ECO FOREST

We're 10
ECOWORLD
CREATING TOMORROW & BEYOND



Eco Central

- Bohemia @ Eco Sanctuary | Cluster Semi-D & Semi-D
- Birchpark @ Eco Forest | Co-Home, Double Storey Terrace, Garden Homes
- SWNK Houze – BBCC | Serviced Residences

Eco South

- The Commune @ Eco Botanic 2 | Cluster Terrace
- Aranya & Caia @ Eco Tropics | Double Storey Terrace

Eco North

- Camdon @ Eco Horizon | Double Storey Terrace

duduk – FOR THE YOUNG AT HEART

LATEST LAUNCH + MORE TO COME!

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First
duduk
ECOWORLD

launched in Sept 2020

HANA - Launched in March 2023



LIMITED UNITS

JUST LAUNCHED

HUNI

SERVICE APARTMENT

1,000 SQ. FT. | 570 SQ. FT.

RM393K | RM270K

SEMI FURNISHED & 2 CAR PARKS

duduk
ECOWORLD



HANA
ECO ARDENCE

HANA IS INNTEGRATED

PRICE FROM
RM452K*

AVAILABLE FOR BOOKING

*Terms & Conditions Apply.

duduk
ECOWORLD

Successful
concept to be
introduced
shortly in:

- Iskandar Malaysia
- Penang

ECOWORLD
CREATING TOMORROW & BEYOND

Designed untuk you

Jom, have a look-see
of our rumah collection!

COMING
SOON

SA.YOUNG
ECO BOTANIC

COMING
SOON

SANTAI
ECO SPRING

COMING
SOON

RIANG
ECO MAJESTIC

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FINANCIAL HIGHLIGHTS

1Q FY2023

FINANCIAL UPDATES

1Q FY2023 FINANCIALS

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	1Q FY2023 RM'000	1Q FY2022 RM'000	Changes RM'000	%	Remarks
Revenue	484,734	533,423	(48,689)	(9.1)	<ul style="list-style-type: none"> Lower contributions in 1Q FY2023 from several parcels which were substantially completed in FY2022 CNY festive celebrations in Jan 2023 slowed down work progress
Gross Profit	126,332	114,387	11,945	10.4	<ul style="list-style-type: none"> Improvement due to cost savings realised upon finalisation of accounts on completed phases
Gross Profit Margin (%)	26.1	21.4	4.7		
Share of Results of JV:					
- Malaysia	23,378	28,839	(5,461)	(18.9)	<ul style="list-style-type: none"> Substantial completion of several phases of Eco Ardence and BBCC in FY2022 resulting in lower contributions to results in 1Q FY2023 Realisation of cost savings on matured phases of Eco Ardence in 1Q FY2022 Lower level of site activities in 1Q FY2023 due to festive celebrations
- International	(5,221)	(1,560)	(3,661)	(234.7)	<ul style="list-style-type: none"> Higher foreign exchange losses from the weakening of GBP vs RM after advances of GBP108 million were repaid by EWI's UK JVs
	18,157	27,279	(9,122)	(33.4)	
PAT (Malaysian operations)	62,221	64,924	(2,703)	(4.2)	<ul style="list-style-type: none"> Lower share of results from JVs
PAT	57,000	63,364	(6,364)	(10.0)	<ul style="list-style-type: none"> Higher finance cost following the issuance of rated Sukuk Wakalah amounting to RM550 mil in 4Q FY2022

FUTURE REVENUE

AS AT 28 FEB 2023

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+



Future revenue from locked-in sales

RM4.03 billion

- increased from RM3.58 billion as at 31 Oct 2022

This provides:

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

LOW GEARING = AMPLE CAPACITY FOR LANDBANKING

AS AT 31 JAN 2023

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Total
Borrowings
RM2.55 bil

Cash &
Bank Balances
RM1.01 bil

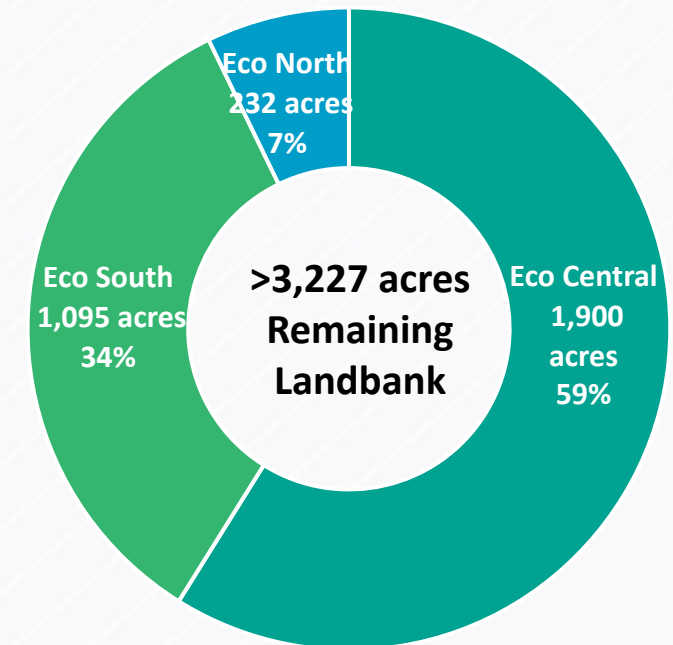
Gross
Gearing
0.54x

Net
Gearing
0.33x

EcoWorld Malaysia is well positioned to be able to take advantage of any good opportunities that may arise to:

- acquire new lands; or
- explore strategic joint ventures;

to add to its landbank to enhance its future growth prospects



27% INVESTMENT IN ECOWORLD INTERNATIONAL

FOCUS ON CASH GENERATION

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Sales Target (FY2023)	Sales Recorded (as at 28 Feb 2023)	+	Reserves (as at 28 Feb 2023)	=	Total (as at 28 Feb 2023)
RM1.4 bil	RM335 mil		RM189 mil		RM524 mil

Net Cash Position:

	As at 31 Oct 2022 RM'000	As at 31 Jan 2023 RM'000
Cash, deposits and other investments	655,343	910,015
Total Borrowings	482,816	463,760
Net Cash	172,527	463,760

Net cash expected to further improve in the upcoming quarters as funds from EWI's JV are repatriated

- Continued focus on monetisation of existing stocks in FY2023 which is expected to generate excess cash of approximately RM900 mil.
- 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.

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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;
- 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