

*Moving Ahead*

# ECOWORLD MALAYSIA

2Q FY2023 CORPORATE PRESENTATION

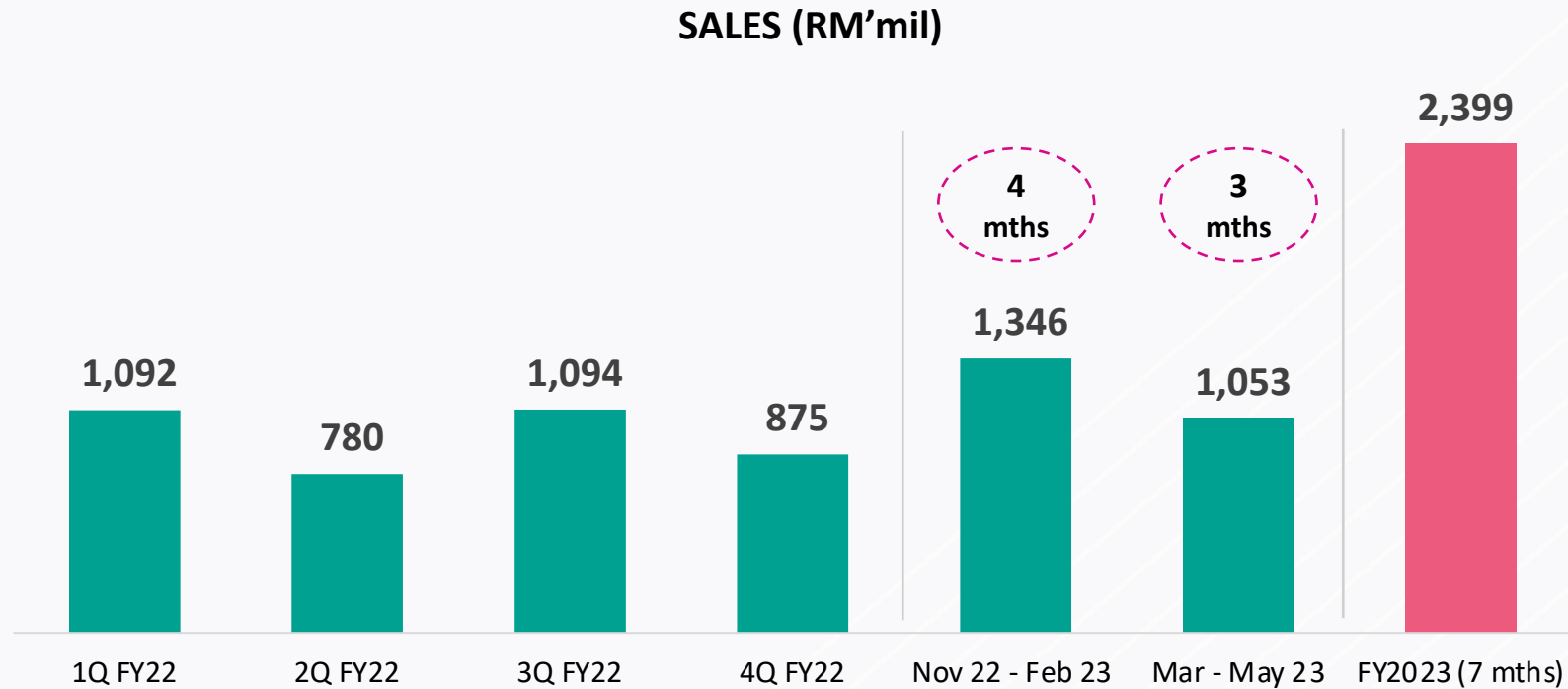
JUNE 2023

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# SALES UPDATES

# SALES MOMENTUM SUSTAINED ON TRACK TO ACHIEVE SALES TARGET

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**69%**

of FY2023

**RM3.5 B**

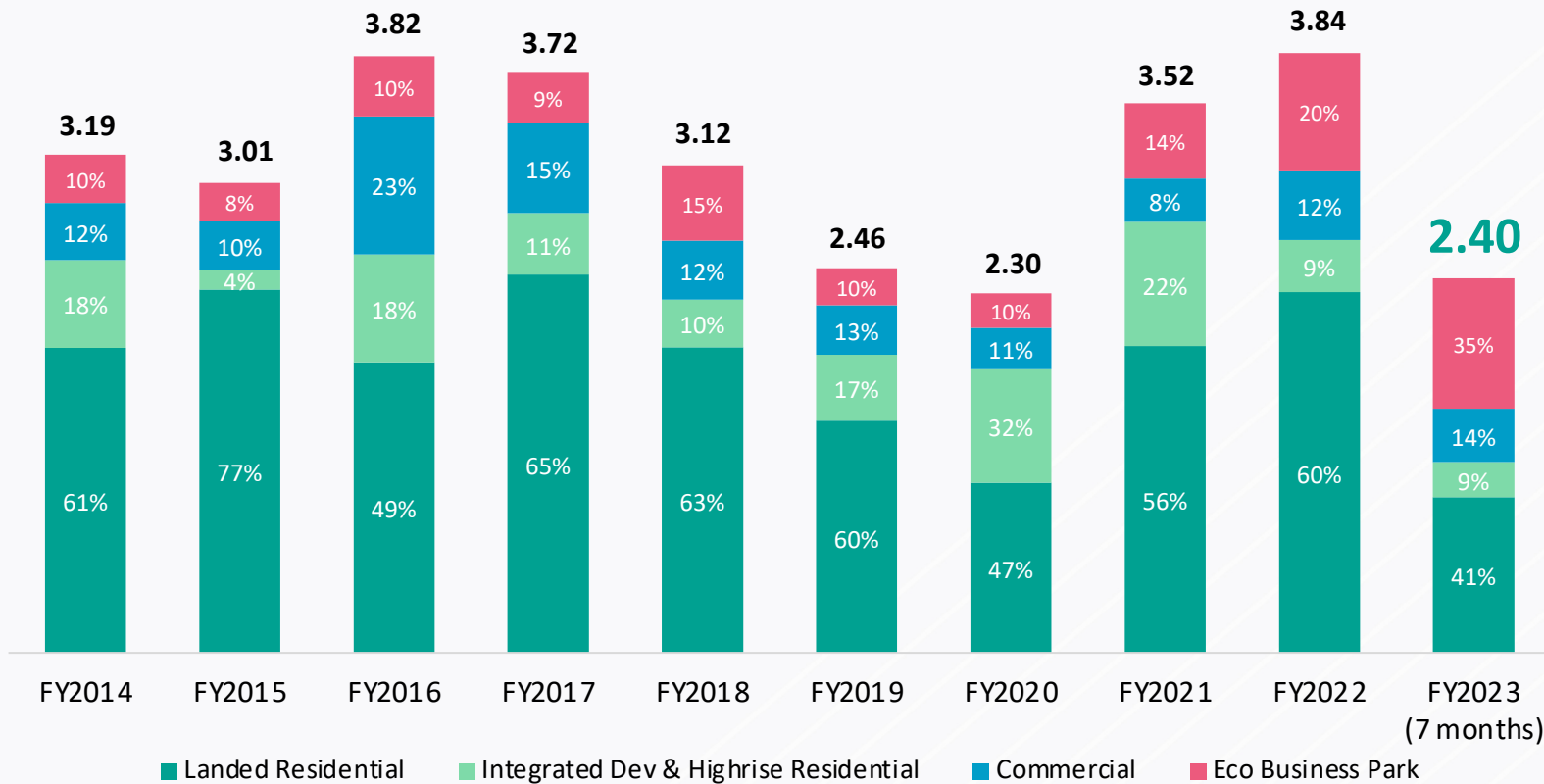
Sales Target  
Achieved

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

# SALES FROM A WIDE OF PRODUCT RANGE CONSISTENTLY STRONG COUNTER-CYCLICAL GROWTH

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Sales (RM'bil)



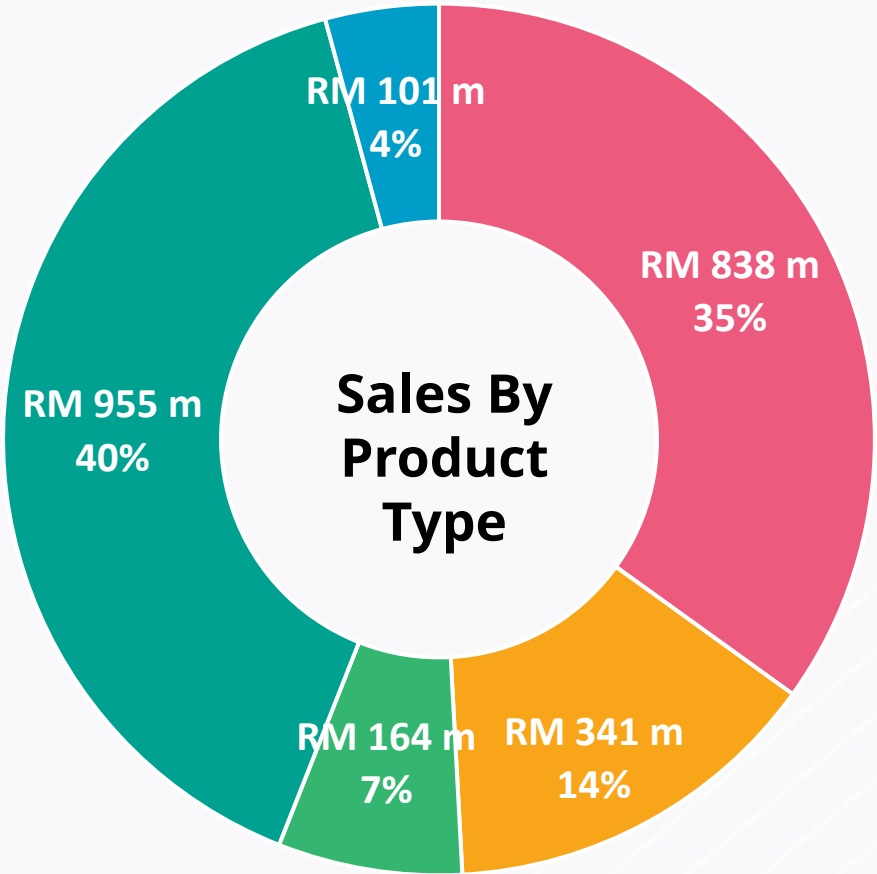
Result of concerted efforts over the years to:

- 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



# ANALYSIS OF SALES BY SEGMENT

## DEMAND FOR RESIDENTIAL HOUSING REMAINED STRONG

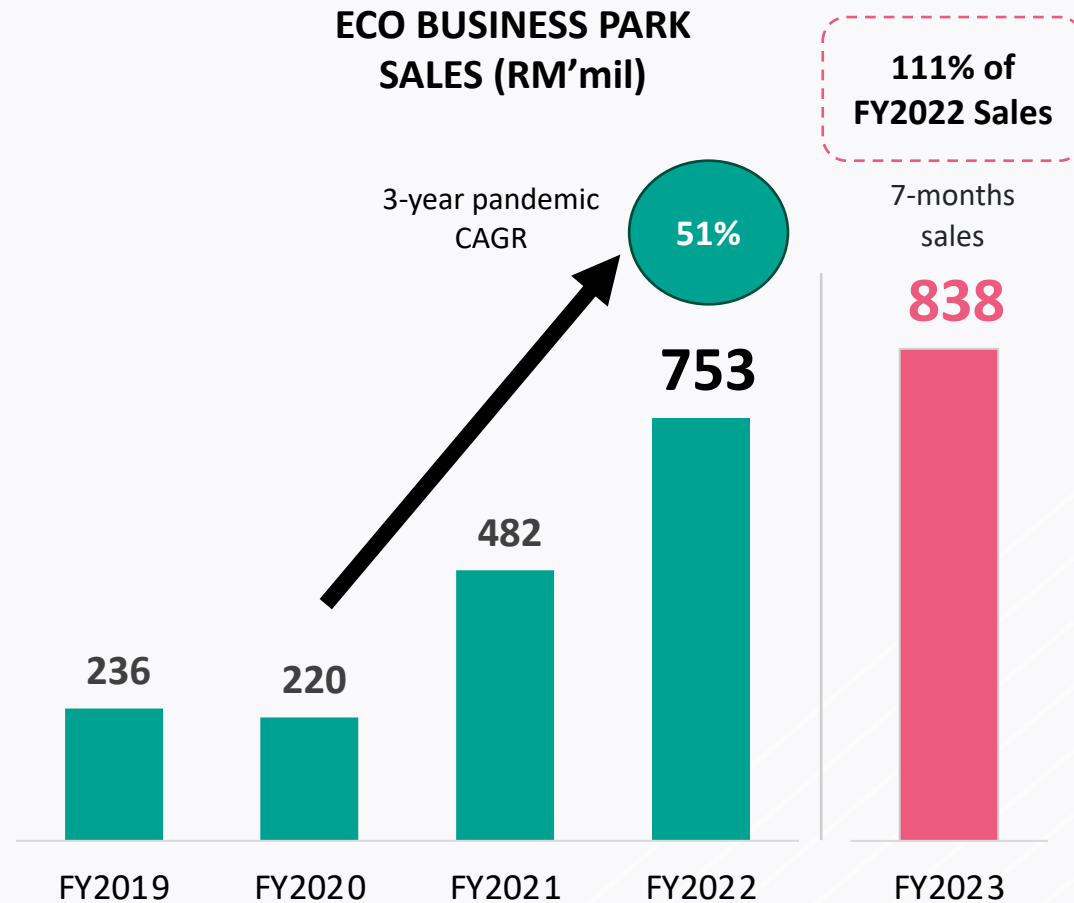


- Eco Business Park
- Residential >RM650k
- Commercial
- Duduk <RM650k
- Residential <RM650k

- Residential properties recorded **RM1.2 bil** sales (51% of total sales):
  - RM955 mil upmarket homes priced above RM650,000
  - RM265 mil affordable homes priced below RM650,000
- **RM341 mil** commercial properties from our matured townships: SilverSquare @ Eco Majestic, Hana Square @ Eco Ardence + retail shops & shop offices across our townships at Iskandar Malaysia
- Eco Business Parks recorded **RM838 mil** (111% of FY2022 sales), boosted by:
  - new product launches: cluster, Semi-Dee, Service factories and shop offices at EBP I, EBP III & EBP V + industrial lands for built-to-suit factories at EBP V
  - Strategic sale of 92 acres at EBP II in 1Q FY2023 to Haitian Group (leading industrial equipment manufacturer from China)

# SUBSTANTIAL GROWTH OF INDUSTRIAL SEGMENT ACCELERATED DEMAND DURING AND POST-PANDEMIC

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Strong out-performance result of focused efforts made to:

- Expand, diversify and customise our business park products and services to cater to a wide range of industrialists and business owners;
- Form strategic alliances to strengthen and extend our network of local, international and multi-national industrialists;
- Work closely with Government bodies, foreign embassies, trade associations & chambers of commerce to broaden, deepen and expand our customer base and market reach beyond Malaysian shores

# NEW RESIDENTIAL LAUNCHES

## 1H FY2023 - MAINLY UPGRADER PRODUCTS

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NORTON  
GARDEN

SINGLE STOREY COURTYARD HOME  
43' x 60'

*Open For  
Unit Selection*

PRICE FROM  
**RM877,000**

ECOTROPICS  
Full-Concept Fine Living

FIELDSGATE  
PRESENTING BRAND NEW  
TIMELESS HOME SERIES

ARIA      NORA

Double Storey Garden Homes  
30' x 60' | 2100 sq. ft.

Double Storey Terrace Homes  
22' x 65' | 1892 sq. ft.

REGISTER NOW

ECOWORLD  
PLANNING • CONSTRUCTION • SERVICES

ECO HORIZON  
BUILT BY ECOWORLD DEVELOPMENT

DOUBLE  
STOREY  
SEMI-D

FREEHOLD @ BATU KAWAN

Loan From  
**RM 1.38Mil\***

FEATURES

X 5 BED\*  
X 4 BATH\*

BUILT UP -  
2620 SQFT

LANDSIZE  
34' X 75' | 34' X 85'

\*Terms and Conditions Apply

### Eco Central

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

### Eco South

- The Commune @ Eco Botanic 2 | Cluster Homes
- Aranya, Caia, Aria & Nora @ Eco Tropics | Double Storey Terrace & Garden Homes
- Bayfield @ Eco Spring | Semi-D
- Chara & Theia @ Eco Spring | Double Storey Terrace

### Eco North

- Camdon @ Eco Horizon | Garden Homes
- Beldon @ Eco Horizon | Semi-D



# NEW COMMERCIAL LAUNCHES

## 1H FY2023 – SILVERSQUARE @ ECO MAJESTIC

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ECO MAJESTIC

### SilverSquare

**2-STOREY SHOP-OFFICE**  
24' x 80' | 26' x 80'

**FREEHOLD | LAUNCHING SOON**

**OPEN FOR REGISTRATION 012 226 1750 (MICHELLE)**

**LIMITED UNITS**

HANA Square  
ECO ARDENCE

**4 & 5-STOREY Lifestyle Strata Shop Offices**

Price starts from **RM 1.1 MIL\***

Commercial offerings at EcoWorld's matured townships to serve its diverse and fast growing population



**duduk** FOR THE YOUNG AT HEART  
LATEST LAUNCH + MORE TO COME!

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Target Completion in 1Q 2024

First  
**duduk**  
ECOWORLD  
launched in Sept 2020



**duduk**

**NEW + Upcoming  
Launches**

- Below RM500k
- 900 psf | 1,000 psf
- Semi-furnished
- Situated in matured township with amenities and lifestyle offerings

**Klang Valley**

**HANA**  
ECO ARDENCE  
**HANA IS INNTEGRAATED**  
PRICE FROM **RM452K\***  
AVAILABLE FOR BOOKING  
Terms & Conditions apply  
**Launched – March 2023**

Eco Ardence

**RIANG**  
ECO MAJESTIC  
**RIANG D'Eco Majestic**  
AVAILABLE FOR  
REGISTRATION NOW!  
**duduk**  
ECOWORLD

Eco Majestic

**Iskandar Malaysia**

**SA.YOUNG**  
ECO BOTANIC  
**VISITLAH**  
NEW SHOW UNIT  
AFFAINABLE  
SA.YOUNG  
duduk  
UNTUK YOU  
**1,000 SQ.FT**  
**3 BEDROOMS**  
**duduk**  
ECOWORLD

Eco Botanic

**SANTAI**  
ECO SPRING  
**SANTAI IS INNTEGRAATED**  
Daftar now kat [duduk.my](http://duduk.my)  
**duduk**  
ECOWORLD

Eco Spring

**Penang**

**CERIA**  
ECO HORIZON  
**VERY CERIAAAA**  
**LAHHHH**  
**ONZ for**  
**Registration Now!**  
Join visit [duduk.my](http://duduk.my)  
for more info!  
**duduk**  
ECOWORLD

Eco Horizon



# duduk **UNTUK YOU** SUSTAINABLE LIVING AT ATTAINABLE PRICING

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Lifestyle offerings at EcoWorld Townships:

- Ardence Labs
- Grandeur Labs
- Spring Labs
- Commercial precincts



Restaurants



Cafes



Townparks



Lakes



School



Grocers



EV Chargers

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# FINANCIAL HIGHLIGHTS

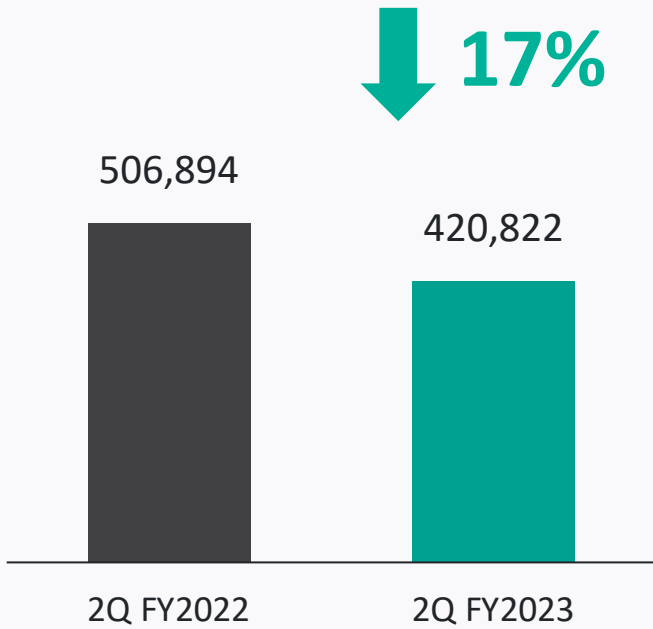
2Q FY2023



# FINANCIAL UPDATES

## 2Q FY2023 FINANCIAL

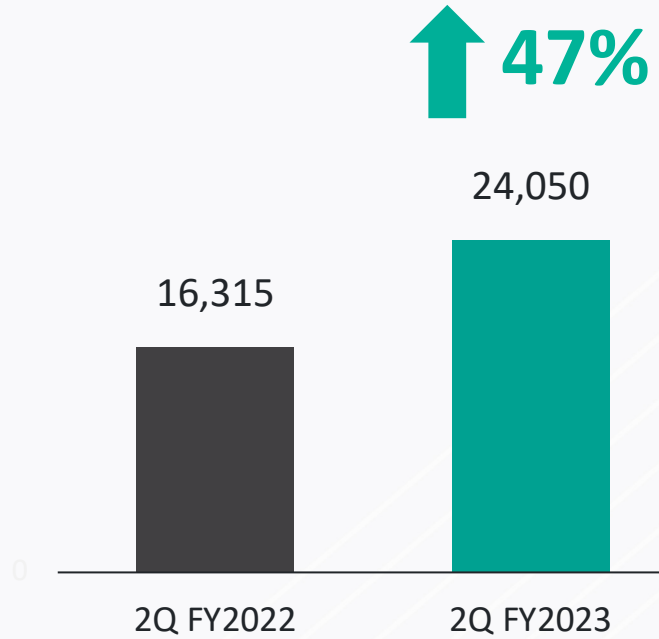
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**Revenue** lower due to reduced contributions from several parcels which were substantially completed in FY2022

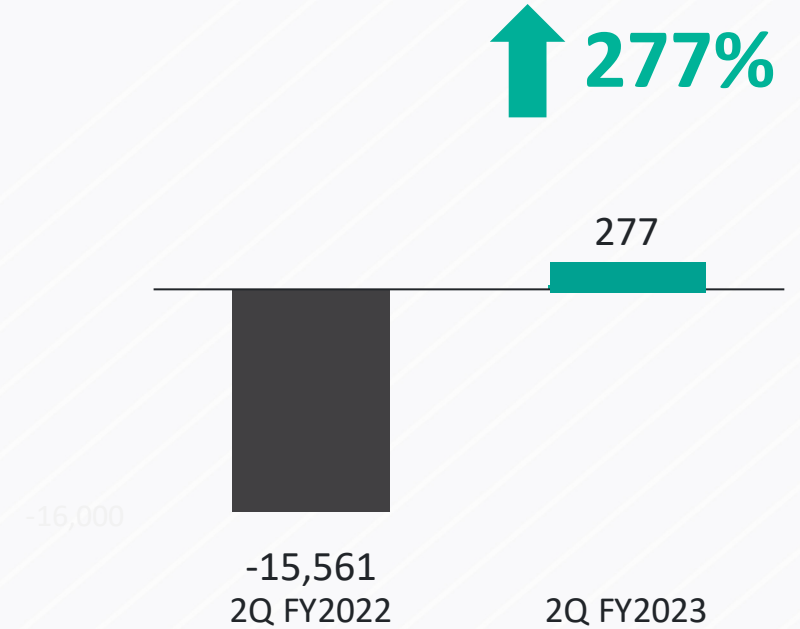
**Gross Profit** 8% lower

**Gross Profit Margin** improved to 25.6%



**Malaysian JV** recorded higher contribution from active & newly launched phases + profit recognition by EBP V upon VP.

Recorded revenue of RM376.7m in 2Q FY2023

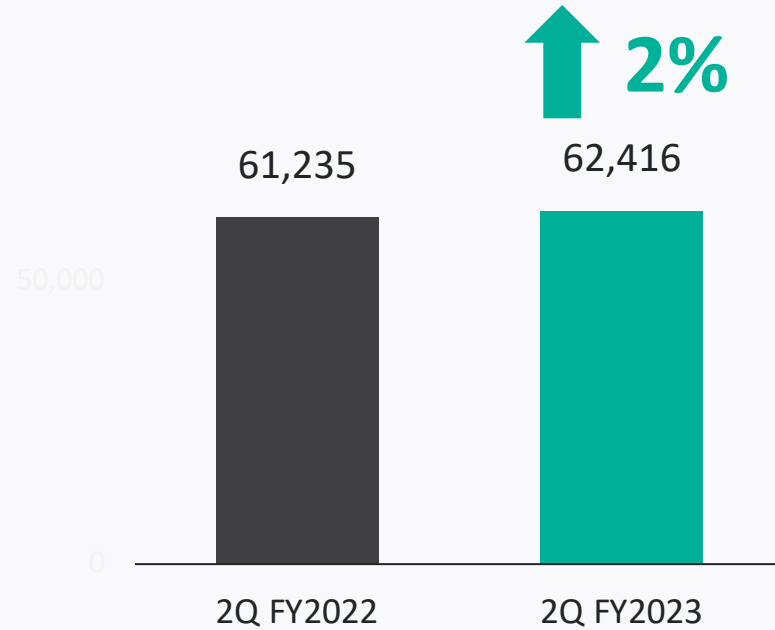


**EWI** contributed a profit due to higher forex gain, higher interest income and lower finance costs

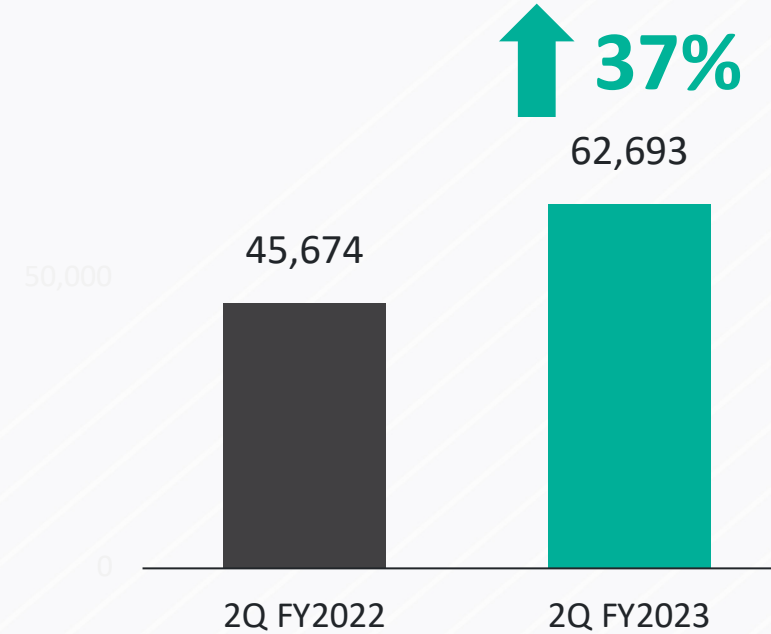
# FINANCIAL UPDATES

## 2Q FY2023 FINANCIAL

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**PAT (Malaysian Operations)**  
excluding EWI, higher by 2%



**Overall PAT** for 2Q FY2023  
increased by 37%

# 27% INVESTMENT IN ECOWORLD INTERNATIONAL FOCUS ON CASH GENERATION

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Sales Target (FY2023)	Sales Recorded (as at 31 May 2023)	+	Reserves (as at 31 May 2023)	=	Total (as at 31 May 2023)
RM1.4 bil	RM619 mil		RM299 mil		RM918mil

## Net Cash Position:

	As at 31 Oct 2022 RM'000	As at 30 Apr 2023 RM'000
Cash, deposits and other investments	655,343	922,381
Total Borrowings	(482,816)	(269,959)
<b>Net Cash – Excluding JVs</b>	<b>172,527</b>	<b>652,422</b>
Net Cash at JVs:		
EW-Ballymore (75% owned by EWI)	64,182	113,591
EcoWorld London (70% owned by EWI)	(8,121)	(38,527)
<b>Total Net Cash – Including JV</b>	<b>228,588</b>	<b>727,486</b>

Net cash position (including JV) increased by 218% from 31 Oct 2022

- EWI Shareholders' approval obtained for the Proposed Capital Reduction on 19 June 2023
- Target to complete Proposed Capital Reduction by Aug 2023
- EWI aims to distribute a 1st tranche dividend of at least RM300 mil & is working towards achieving its RM900 mil total distribution target in 2023

# FUTURE REVENUE AS AT 31 MAY 2023

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+



Future revenue from locked-in sales

# RM4.29 billion

- increased from RM4.03 billion as at 28 Feb 2023

This provides:

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

# LOW GEARING = AMPLE CAPACITY FOR LANDBANKING AS AT 30 APRIL 2023

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Total  
Borrowings  
**RM2.55 bil**

Cash &  
Bank Balances  
**RM1.04 bil**

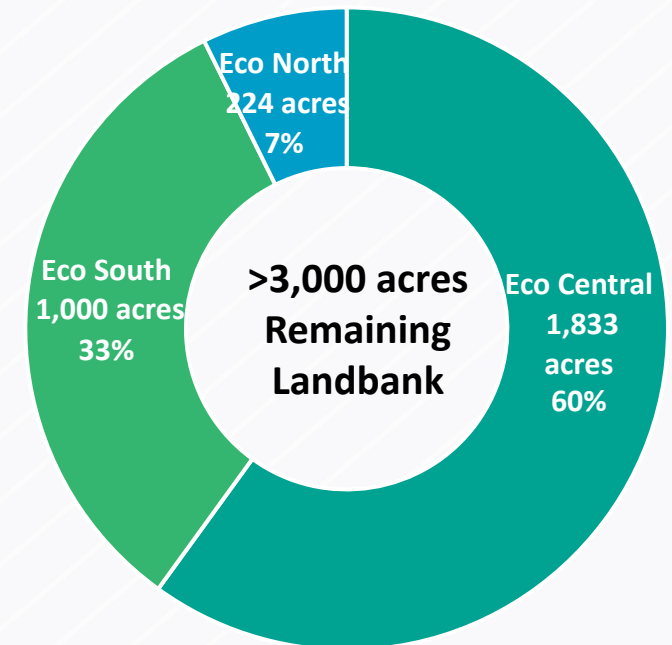
Gross  
Gearing  
**0.53x**

Net  
Gearing  
**0.31x**

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



# COMMITMENT TO DIVIDEND PAYMENT

## 2Q FY2023 FINANCIALS

Stronger Balance Sheet & improved gearing position enabled dividend payments to continue in FY2023

# 2 sen

interim dividend  
declared in 2Q FY2023

Dividend Per Share (sen)			
	2021	2022	2023
1H	2.00	2.00	2.00
2H	2.00	3.00	
<b>Total</b>	<b>4.00</b>	<b>5.00</b>	

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# SUSTAINABILITY UPDATES



# SUSTAINABILITY UPDATES

## KEY HIGHLIGHTS IN FY2023

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June dedicated as World Environment Month for the 2<sup>nd</sup> year running.

Environment themed activities were carried out for residents and the public in Klang Valley, Penang and Iskandar Malaysia.





# SUSTAINABILITY UPDATES

## KEY HIGHLIGHTS IN FY2023

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**Launch of EV Charging Station at Eco Ardence**  
**Collaboration with ChargEV**  
to future-proof our development



**The Star ESG Positive Impact Awards 2023**  
**Gold Winner – Sustainable Ecosystems**  
Environmental Category



**Malaysia Landscape Architecture Awards (MLAA13) 2022**  
**Winner of Environmental & Landscape Management Award**  
Sustainable Management Plan of Dragonfly Park in Eco Grandeur

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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

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- 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:
  - 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