

*Moving Ahead*

# ECOWORLD MALAYSIA

3Q FY2023 CORPORATE PRESENTATION

SEP 2023

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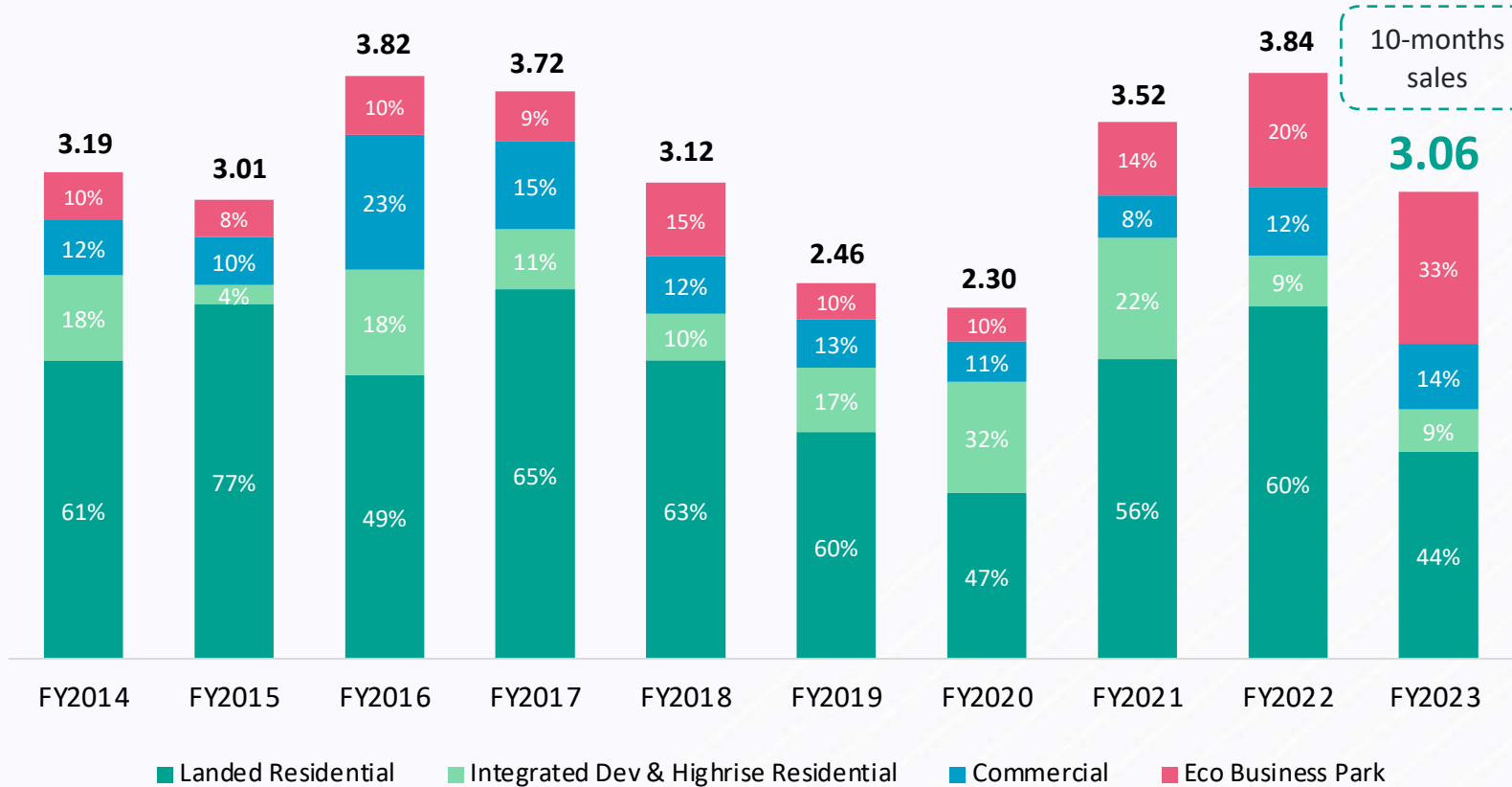
# SALES UPDATES

# ON TRACK TO ACHIEVE FY2023 SALES TARGET

## SALES FROM AN EXTENSIVE PRODUCT RANGE

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Sales (RM'bil)



**87%**

of FY2023

**RM3.5 B**

Sales Target  
Achieved

# ANALYSIS OF SALES BY REGION

## STRONGEST GROWTH FROM ECO SOUTH

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Eco South  
RM1.4B



Eco Central  
RM1.4B



Eco North  
RM190M

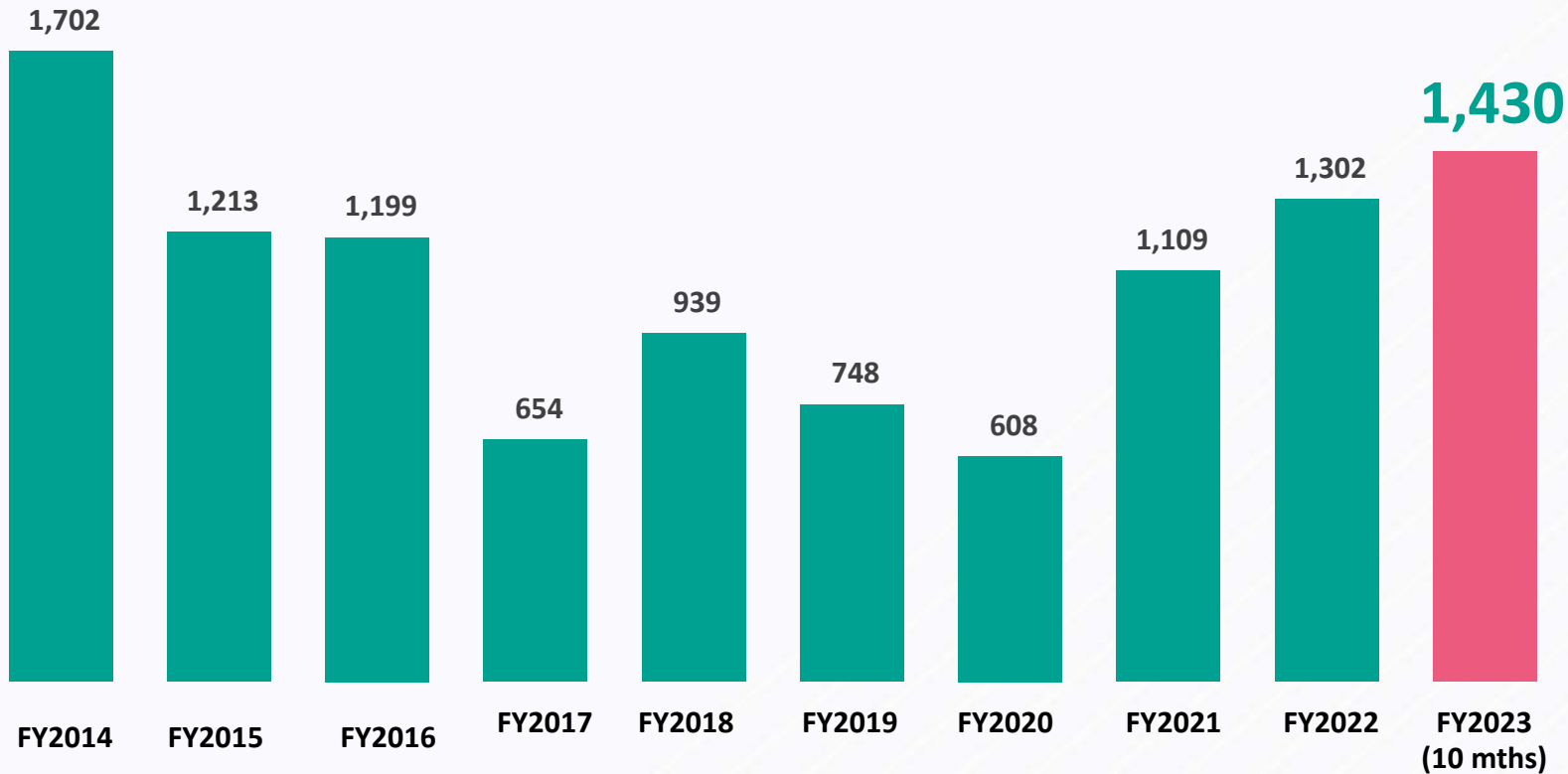
- **Eco South** recorded RM1.4 bil in 10 months, surpassing FY2022 sales of RM1.3 bil. Growth momentum in Iskandar Malaysia is expected to continue anchored by extensive infrastructure improvement with the on-going construction of Johor Bahru-Singapore Rapid Transit System (RTS Link) + HSR and SFZ
- **Eco Central** continues to generate steady sales with RM1.4 bil achieved.
- **Eco North** generated RM190 mil to-date (no new launches this quarter)

# SALES FROM ISKANDAR MALAYSIA

## AVERAGE OF MORE THAN RM1 BILLION PER ANNUM

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Sales (RM'million)



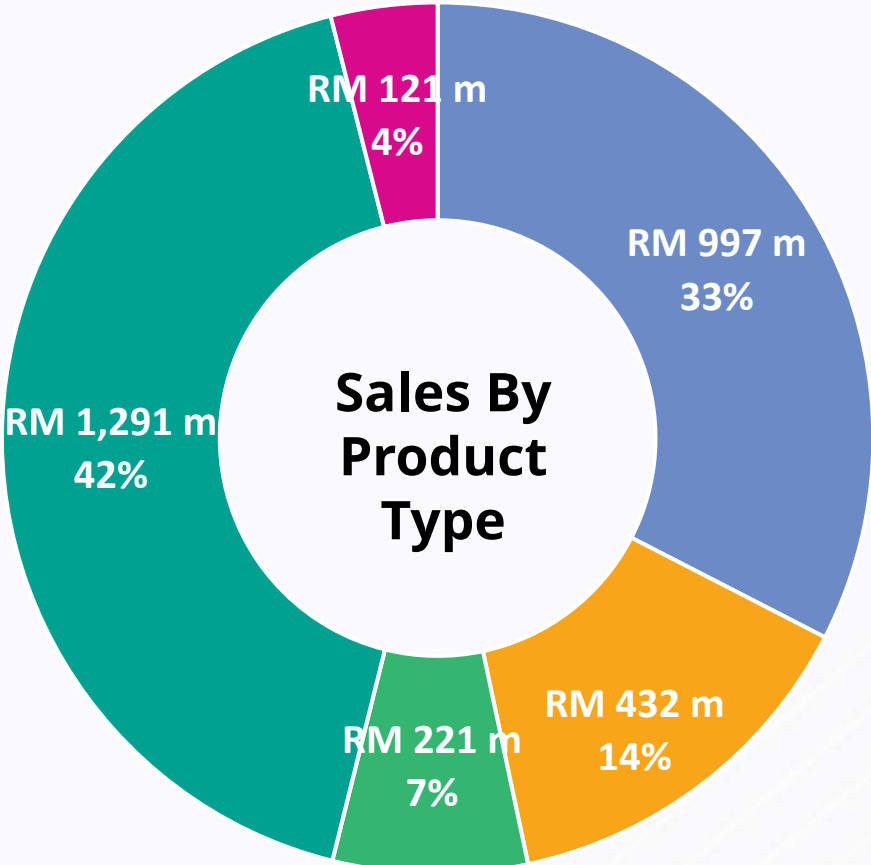
**RM10.45 BILLION**  
achieved in less than  
**10 years**

Outperformance largely due to:

- Breadth and depth of EcoWorld Malaysia's projects and product range in Iskandar Malaysia
- Success of 5 matured townships, 3 established industrial parks + 1 new upcoming project to sustain strong growth going forward

# ANALYSIS OF GROUP SALES BY SEGMENT

## SUSTAINED INTEREST IN UPMARKET HOMES



Group-wide, residential properties recorded **RM1.63 bil** sales (53% of total sales in 10 months of FY2023):

- RM1.29 bil (79%) upmarket homes priced > RM650,000
- RM342 mil (21%) affordable homes priced < RM650,000

**Townships in Iskandar Malaysia contributed > 40% of residential sales with high demand for upgrader products**

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

# TOWNSHIPS IN ISKANDAR MALAYSIA MATURED AND THRIVING DEVELOPMENTS

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Eco Botanic



Eco Spring



Eco Summer



Eco Tropics

**5** Mixed Development Townships  
Eco Botanic & Eco Botanic 2 | Iskandar Puteri  
Eco Spring & Eco Summer | Tebrau  
Eco Tropics | Pasir Gudang

**>12,000**

Units Sold to-date  
in Iskandar Malaysia since 2013

# SUSTAINED GROWTH OF COMMERCIAL SEGMENT FURTHER ENHANCING LIVEABILITY & VIBRANCY OF EW TOWNSHIPS

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# RM432M

## Commercial Properties Sold in 10-Months

97% of FY2022 Sales

### FY2023 New Launches

HanaSquare | Eco Ardence | 96% sold  
SilverSquare | Eco Majestic | 68% sold  
EcoBiz III | Eco Tropics | 60% sold

Anchor Tenants

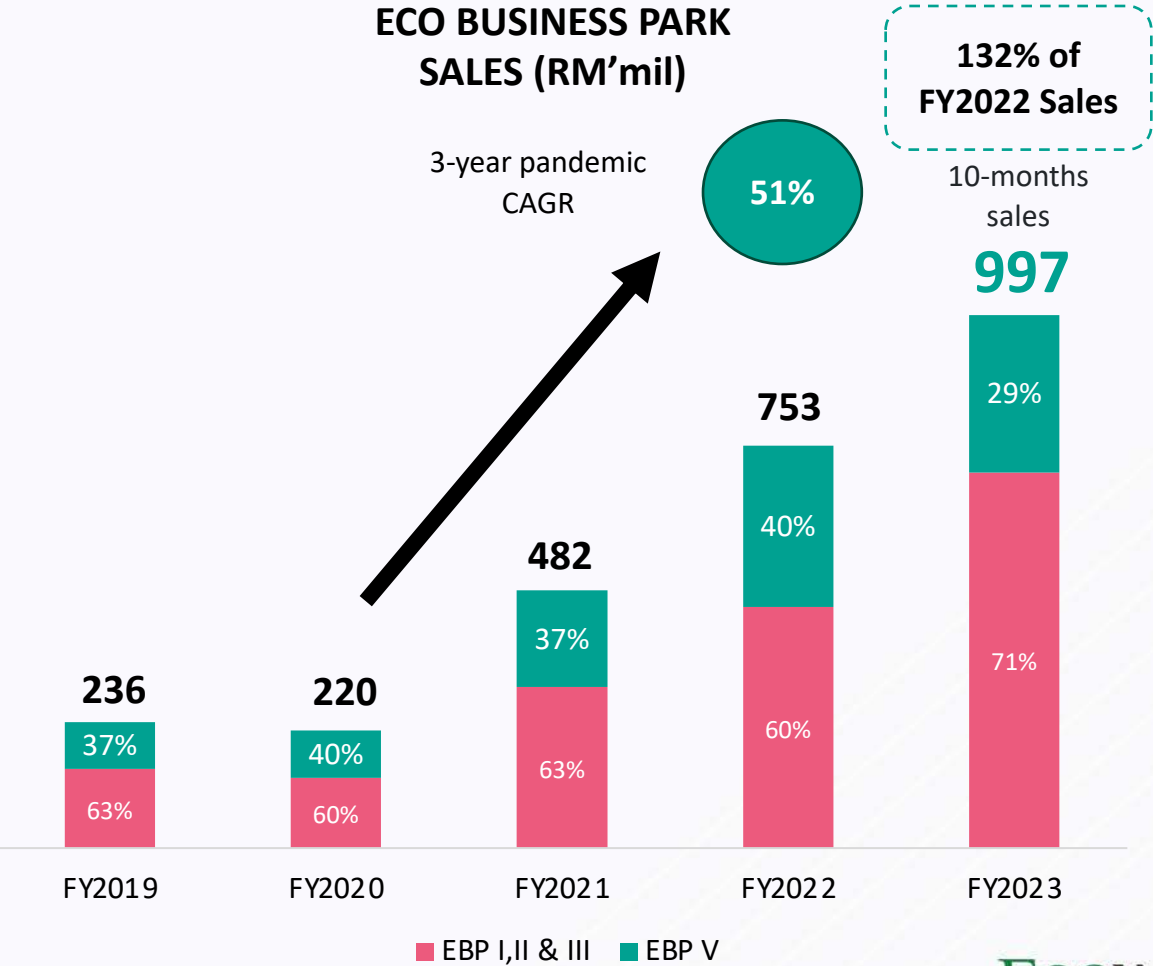


& more

**ECOWORLD**  
CREATING TOMORROW & BEYOND



# INDUSTRIAL SEGMENT POWERS AHEAD FUELLED BY GROWTH IN LOCAL & INTERNATIONAL DEMAND



## 71% of FY2023 industrial sales-to-date from Iskandar Malaysia

Exponential growth achieved through focused efforts 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

# PORTFOLIO OF INDUSTRIAL PARKS

## 4 EXISTING + 1 NEW IN ISKANDAR MALAYSIA

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ECO BUSINESS PARK I  
ISKANDAR MALAYSIA

BUILT FOR VISIONARIES



**Tebrau, Flagship A**  
612 acres, Freehold



ECO BUSINESS PARK II  
ISKANDAR MALAYSIA

BUILT FOR VISIONARIES



**Senai, Flagship E**  
383 acres, Freehold



ECO BUSINESS PARK III  
PASIR GUDANG

BUILT FOR VISIONARIES



**Pasir Gudang, Flagship D**  
248 acres, Freehold



ECO BUSINESS PARK V  
KLANG VALLEY

BUILT FOR VISIONARIES



**Puncak Alam, Klang Valley**  
769 acres, Leasehold

**The largest industrial hub in Iskandar Malaysia with total of 1,243 acres + 404 acres = 1,647 acres**

Green business park specially catered to medium & light industrial businesses. Focusing more on manufacturing & business space

Focusing more on commercial industry, suitable for factory outlets & showrooms

Green business park for medium & light industrial businesses offering both as-built and built-to-suit options to serve a wide range of industries



**LATEST LAND ACQUISITION**

**ECO BUSINESS PARK VI**  
**403.8 acres, Freehold in Kulai**  
**Estimated GDV RM1.58 Billion**

- Designed for medium and light industrial businesses
- Easily accessible through the North-South Highway (situated 5 km from the Kulai Toll)
- Good connectivity to the Second-Link Expressway, Senai-Desaru Highway, Pasir Gudang Highway, Senai International Airport and various sea ports

# EBP V IN KLANG VALLEY

## BUSINESS PARK OF CHOICE FOR SME & LARGER INDUSTRIALISTS

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### Phase 1

**1 - 3 acres industrial land sale | Built-to-suit Option**



Mix-and-match components to optimise space utilization - Office, Warehouse, Production & Retail Space



Build-to-Suit (e.g. higher ceiling, heavier floor loading)



Incorporate equipment as required by business (e.g. storage racks, cold rooms, dock levelers etc)

### Phase 2 (Sold out)



Semi-D Factory 70' x 200'



Cluster Factory 70' x 168' | 70' x 140'

### Phase 3



Cluster Factory 60' x 130' | 60' x 120' | 60' x 100'



**Central Gate – Latest Phase**

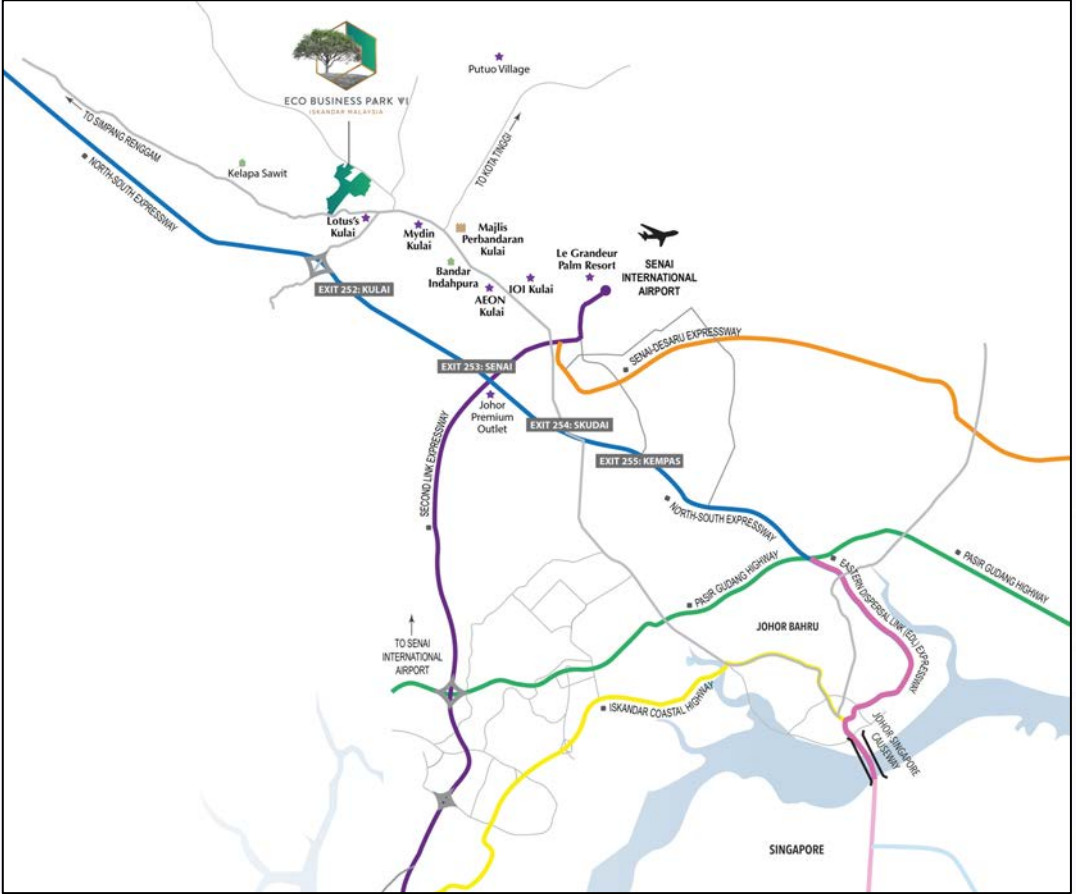
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# LANDBANKING UPDATES

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# NEW LAND ACQUISITION

## 403.78 ACRES LAND FOR EBP VI IN ISKANDAR MALAYSIA



**403.78 acres**  
**Freehold in Kulai,**  
**Iskandar Malaysia**

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**Estimated GDV RM1.58 Billion**  
**Light & Medium Industrial**

**Total Industrial Landbank**  
**2,416 acres**  
**(1,176 acres remaining)**

**Total Industrial GDV**  
**RM10 Billion**  
**(RM5.7 billion remaining)**

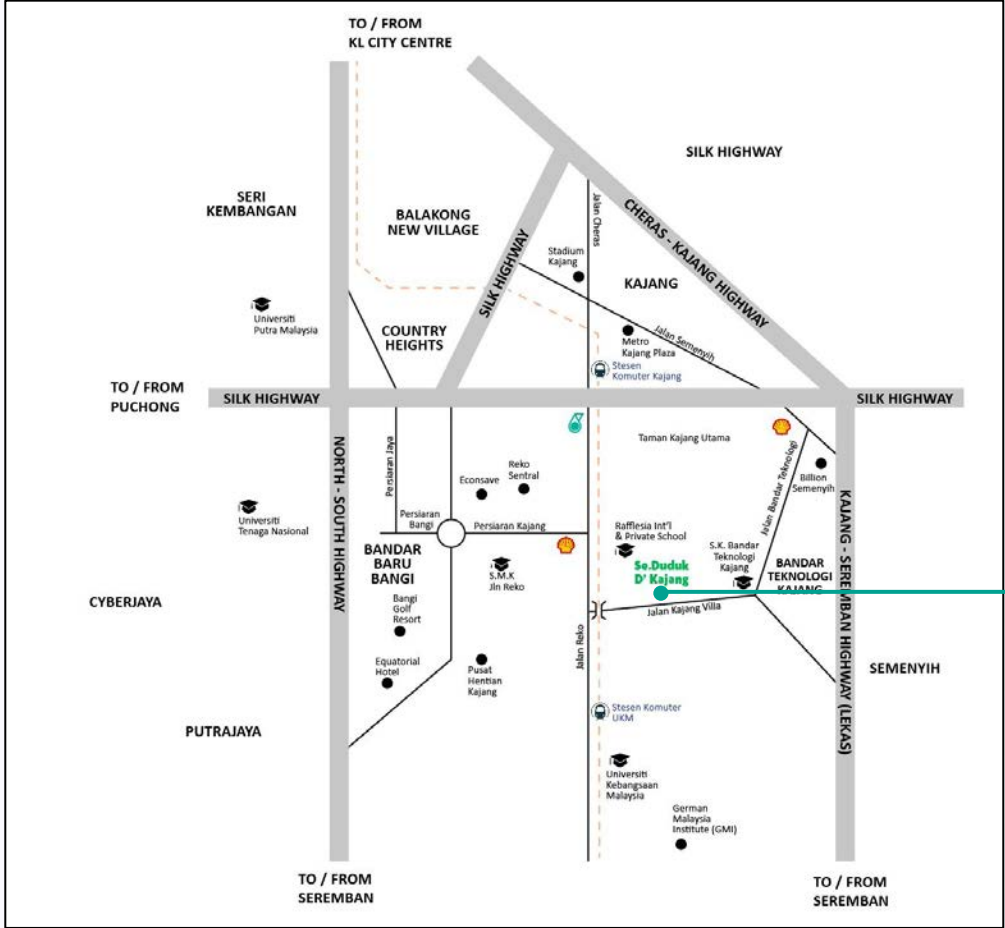
# NEW LAND ACQUISITION BUILDING ON THE SUCCESS OF EBP I, II & III

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To date, over 900 SMEs are operating within Eco Business Park I, II & III in Iskandar Malaysia – new land presents opportunities to serve a wider range of industrialists whether large, medium or small

# NEW LAND ACQUISITION 6.92 ACRES LAND FOR *duduk* IN KLANG VALLEY



**se.duduk**  
D' KAJANG

6.92 acres

Freehold land in Kajang, Selangor

Estimated GDV RM500 million  
for *duduk* serviced apartment



Key *duduk* USPs all in place:

- Located within matured township of Tropicana Heights
- Ready amenities with school, hospital, f&b and retail nearby
- Public transport infrastructure - 2km to KTM, 1 stop to Kajang Interchange from KTM to MRT
- Next to 16-acre Central Park with a 750m linear lake
- Good connectivity to major highways
- Young Kajang demographic – 250,000 population, median age - 26 years old

# OVERVIEW OF *duduk*

## 3 PROJECTS LAUNCHED TO DATE + 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			Iskandar Malaysia		Penang
<p>Launched – March 2023</p> <p>Eco Ardence</p>	<p>Launching in FY2024</p> <p>Eco Majestic</p>	<p>Future launches</p> <p><b>se.duduk</b> D'KAJANG</p>	<p>Launching in 4Q FY2023</p> <p>Eco Botanic</p>	<p>Launching in FY2024</p> <p>Eco Spring</p>	<p>Launching in 4Q FY2023</p> <p>Eco Horizon</p>



# WHY *duduk* WORKS

## *duduk* DNA – DREAMABLE + NECESSITIES + ATTAINABLE

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### Lifestyle offerings at EcoWorld Townships:

- Restaurants
- Cafes
- Townparks
- Lakes
- School
- Grocers
- EV Chargers

Ardence Labs | Spring Labs | Grandeur Labs | Commercial Precincts

# WHY *duduk* WORKS

*duduk* DNA – DREAMABLE + NECESSITIES + ATTAINABLE

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# MASTER PLAN

CAMDON

BELDON

DAWSON

ASHTON

ECOWORLD GALLERY  
@ ECO HORIZON

AUSTRALIS  
Jaya  
GROCER

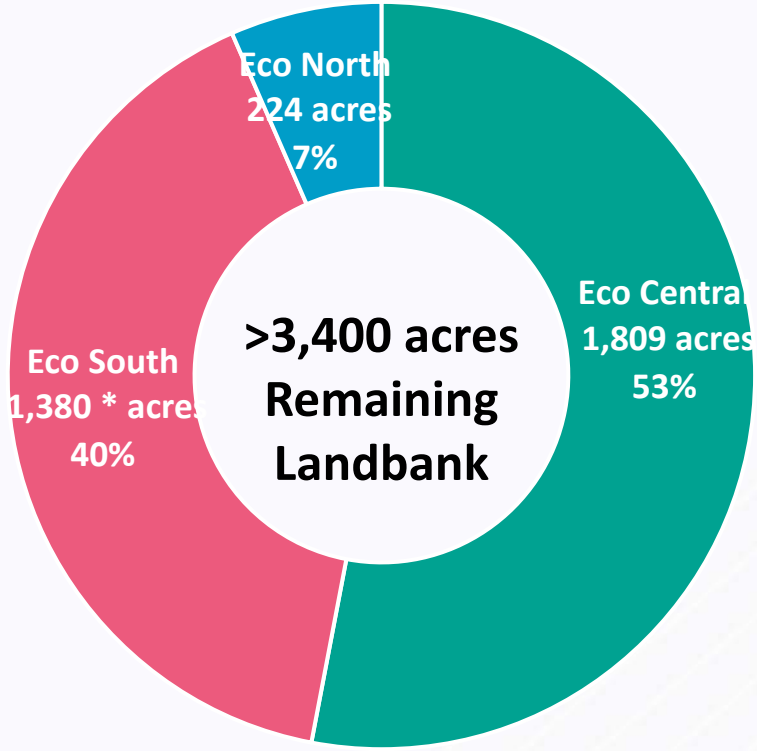
CERIA  
ECO HORIZON

BOREALIS



# REMAINING LANDBANK AS AT 31 AUG 2023

16 ongoing + 3 upcoming projects  
in Klang Valley, Iskandar Malaysia & Penang



Note:  
\* Including EBP VI, Kulai land which is pending completion



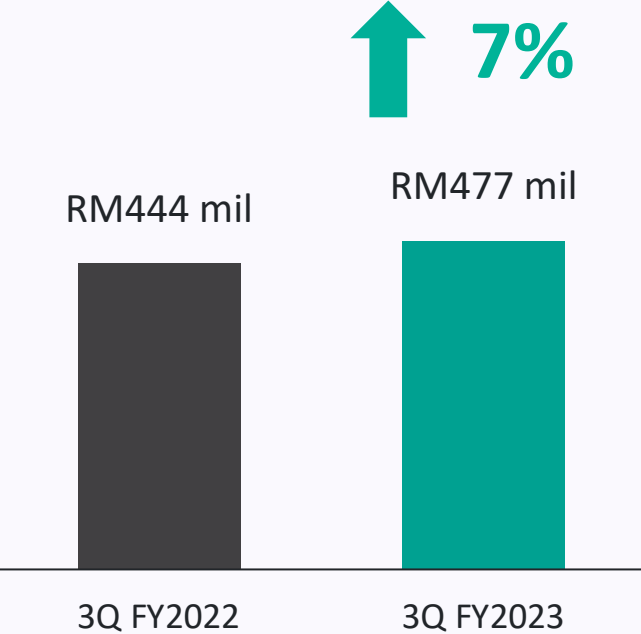
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# FINANCIAL HIGHLIGHTS

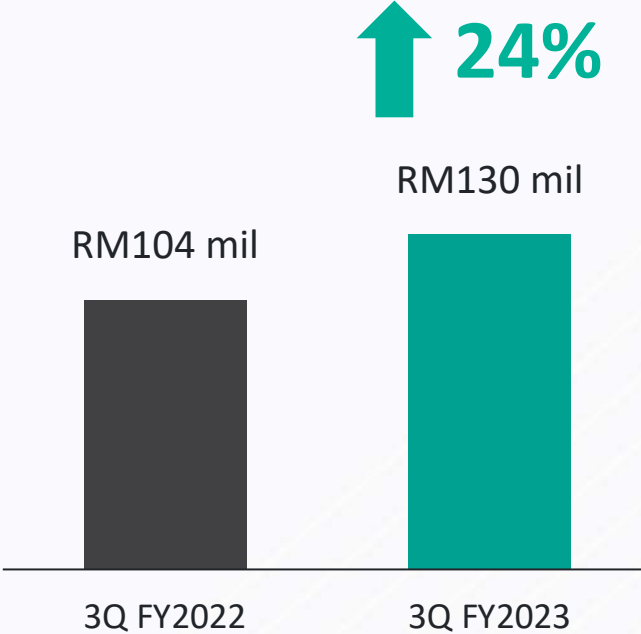
3Q FY2023

# FINANCIAL UPDATES

## 3Q FY2023 FINANCIALS



**Revenue** higher due improved site progress activities



**Gross Profit** improved due to good site progress & cost savings realised

**Gross Profit Margin** increased from 23.5% in 3Q 2022 to 27.2% in 3Q 2023

**Malaysia JVs** | **RM23 mil**

Lower than 3Q 2022 due to substantial completion of several phases in FY2022.

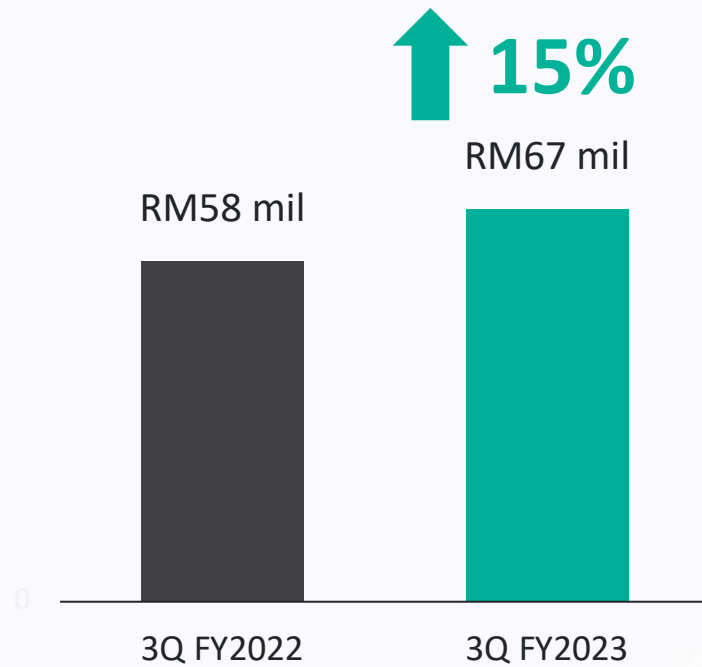
**EWI** | **(RM0.9 mil)**

Lower losses due to higher forex gain, lower finance cost, lower share of losses in EW London JV and higher interest income

# FINANCIAL UPDATES

## 3Q FY2023 FINANCIALS

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**PAT (Malaysian Operations)**  
excluding EWI, higher by 15%



**Overall PAT** for 3Q 2023 increased  
by 43%

# 27% INVESTMENT IN ECOWORLD INTERNATIONAL

## RM 214 MILLION DIVIDEND TO BE RECEIVED

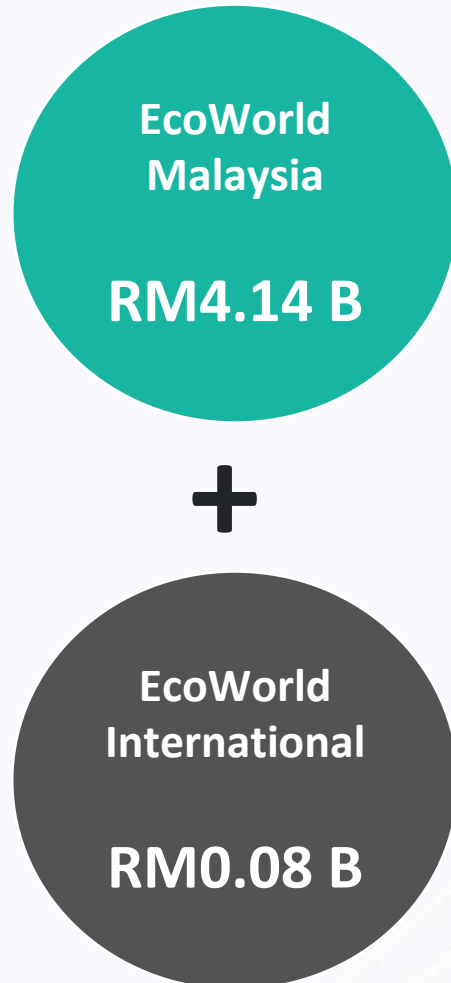
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Sales Target (FY2023)	Sales Recorded (as at 31 Aug 2023)	+	Reserves (as at 31 Aug 2023)	=	Total (as at 31 Aug 2023)
RM1.4 bil	RM1.0 bil		RM157 mil		RM1.16 bil

- Declared RM792 million dividend to be paid on 29 Sept 2023. **EcoWorld Malaysia's share = RM214 million**
- RM1.1 billion of completed & nearly-completed stocks available (RM800 million based on EWI's effective stake)
- Due to strengthening of GBP & lower estimated requirement for working capital, total dividends payable expected to exceed EWI's earlier estimate of RM900 million announced previously

# FUTURE REVENUE AS AT 31 JULY 2023

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Future revenue from locked-in sales

# RM4.22 billion

This provides:

- 1) Clear near & mid-term earnings visibility
- 2) Strong cash-flow certainty



# LOW GEARING = AMPLE CAPACITY FOR LANDBANKING AS AT 31 JULY 2023

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Total  
Borrowings  
**RM2.46 bil**

Cash &  
Bank Balances  
**RM976 mil**

Gross  
Gearing  
**0.51x**

Net  
Gearing  
**0.31x**

**RM550 million** raised from rated  
Sukuk in Aug 2023

+

**RM214 million** dividend entitlement  
from EWI in Sep 2023 & further future  
dividends expected



EcoWorld Malaysia well positioned to  
continue taking advantage of good  
opportunities that may arise to:

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

to enhance its future growth prospects

# COMMITMENT TO DIVIDEND PAYMENT

3Q FY2023 FINANCIALS

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**2 sen**

2nd interim dividend  
declared in 3Q FY2023

**4 sen**

Total dividends declared  
to-date for FY2023

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

Dividend Per Share			
	2021	2022	2023
1Q	-	-	-
2Q	2.00	2.00	2.00
3Q	-	1.00	2.00
4Q	2.00	2.00	
<b>Total</b>	<b>4.00</b>	<b>5.00</b>	

THANK YOU