

ECOWORLD MALAYSIA

CORPORATE PRESENTATION – 1Q FY2024

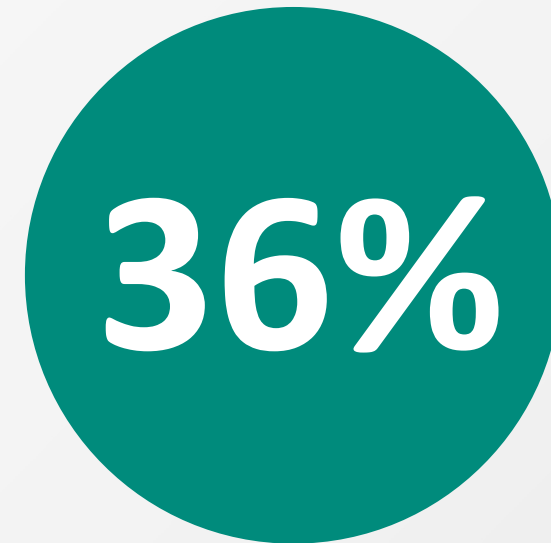
MAC 2024



SALES MOMENTUM SUSTAINED
FY2024 – 4 MONTHS UP TO 29 FEB 2024

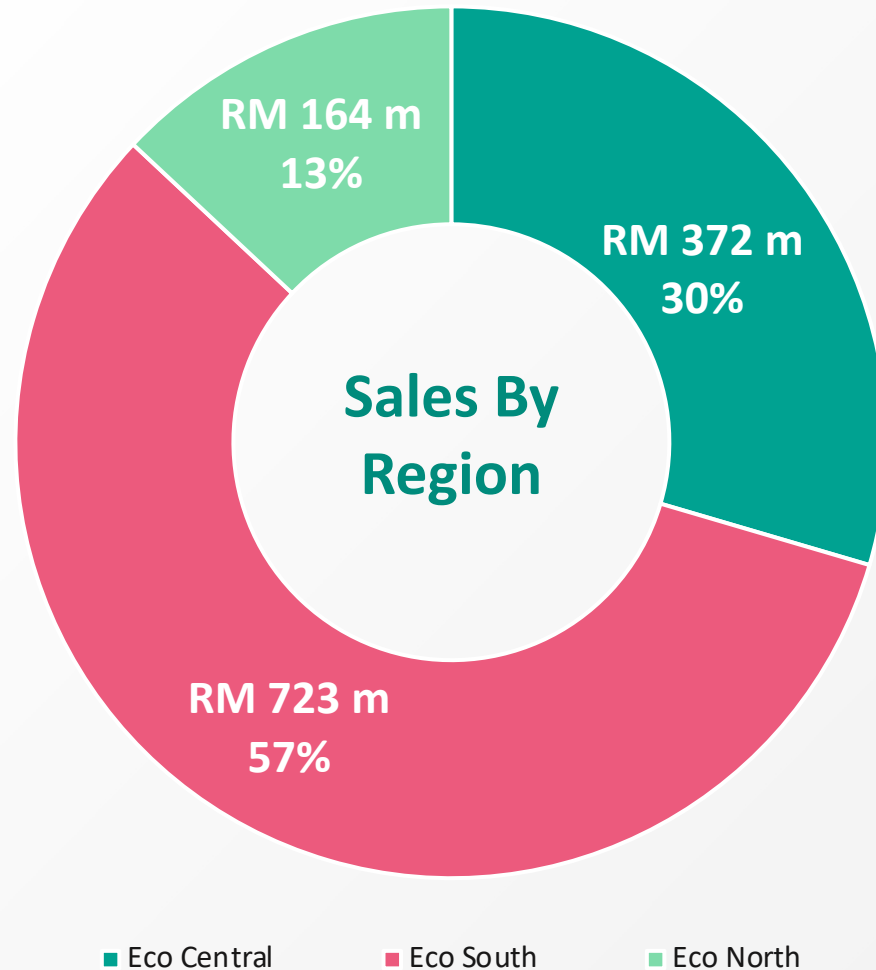
RM1.26
BILLION

Sales Recorded
as at 29 Feb 2024

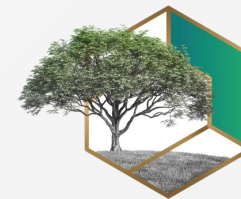


of FY2024
Sales Target Achieved

SALES BY REGION HIGHEST SALES CONTRIBUTION FROM ECO SOUTH



- Eco South** recorded the highest sales with RM723 million:
- increasingly high demand in Iskandar Malaysia across all four revenue pillars
 - recently acquired 2 sizeable tracts of lands:



ECO BUSINESS PARK VI
ISKANDAR MALAYSIA

403.78 acres
Freehold in Kulai

Estimated GDV RM1.58 Billion
Light & Medium Industrial



ECO
BOTANIC
AMONGST SOFT GRASS AND PURE CLASS

..— PHASE 3 —..

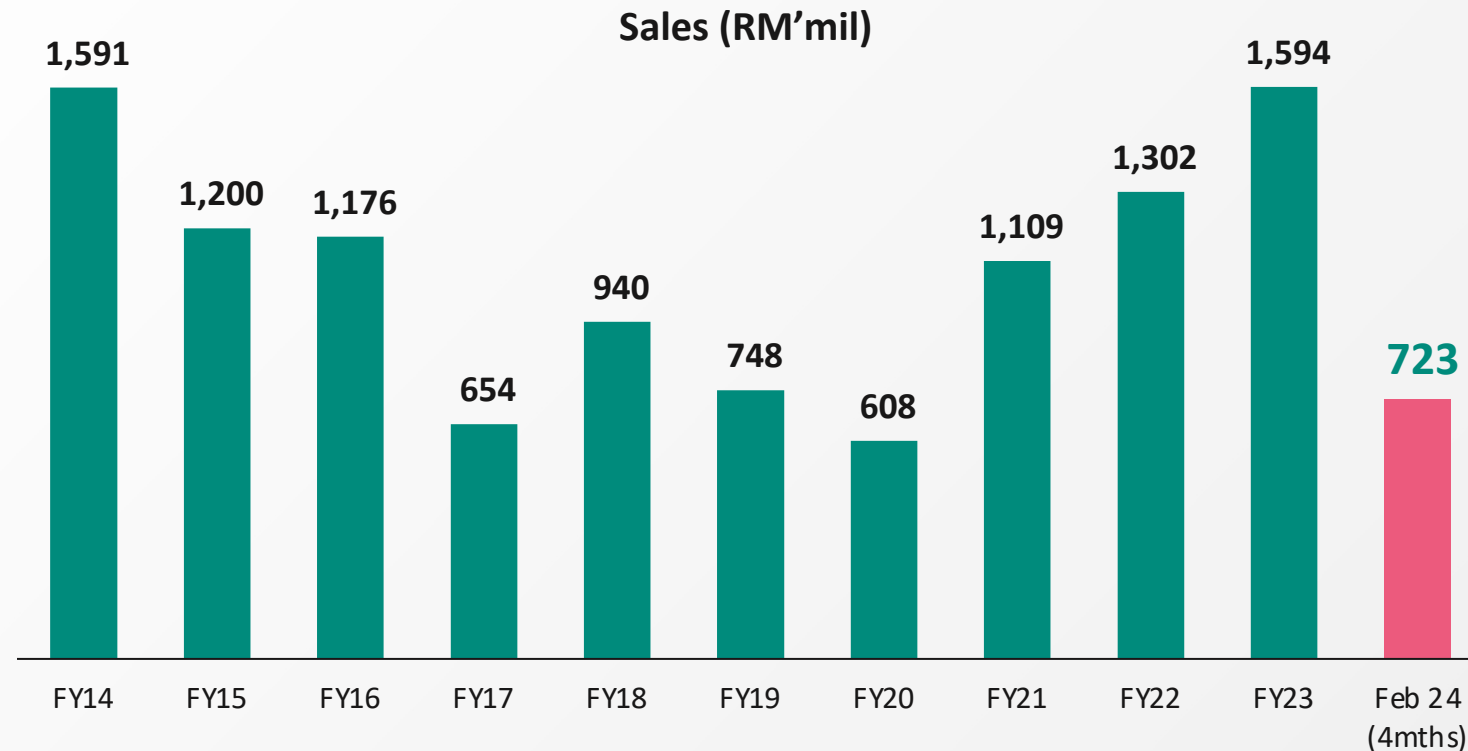
240.3 acres
Freehold land in Iskandar Puteri

Estimated GDV RM3.88 billion
Residential & Commercial

SALES FROM ISKANDAR MALAYSIA AVERAGE OF MORE THAN RM1 BILLION PER ANNUM

Total Sales Recorded: RM11.6 Billion Recorded since 2013

45% of FY2023 full year sales achieved in 4 months



Strong sales largely due to:

- Breadth and depth of EcoWorld Malaysia's project and product range in Iskandar Malaysia
- Success of 5 matured townships, 3 established industrial parks + 2 new upcoming projects to sustain strong growth going forward

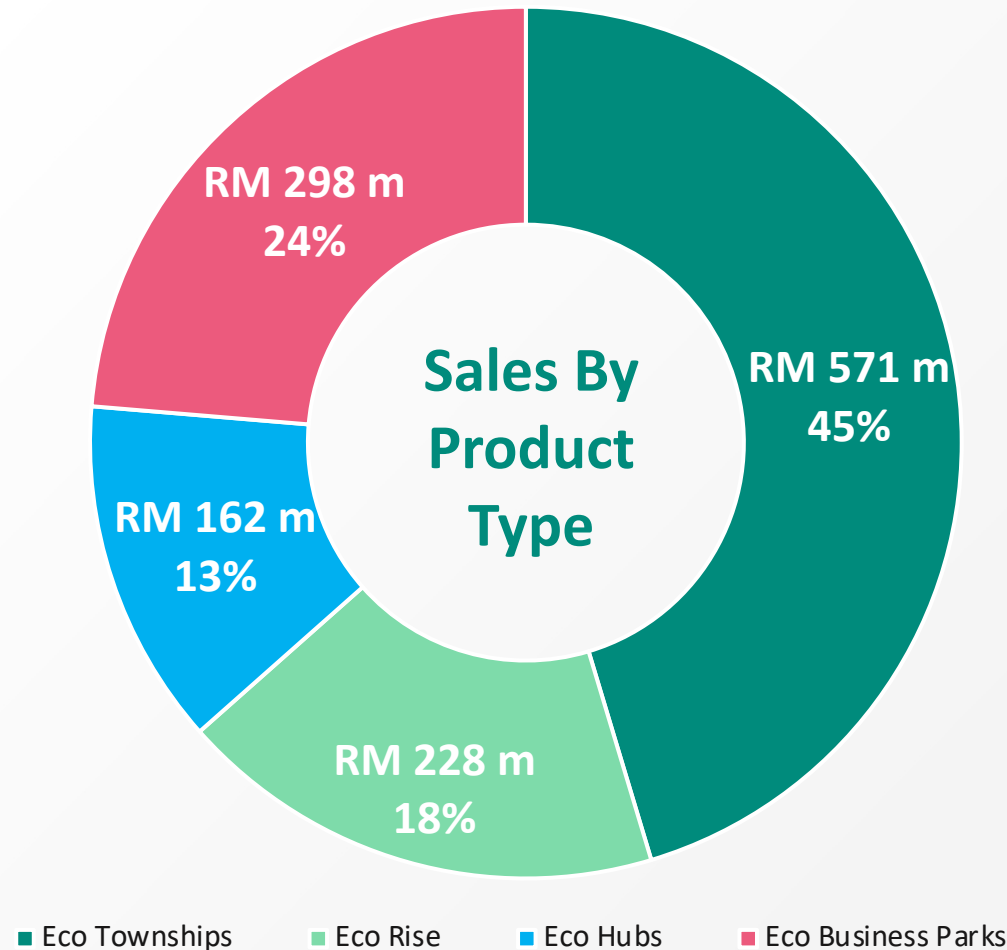
ECO HUBS IN ISKANDAR MALAYSIA

ECO BOTANIC CITY



SALES BY REVENUE PILLARS

STRONG PERFORMANCE IN EVERY MARKET SEGMENT



- **Eco Townships & Eco Rise**, the two residential pillars contributed **RM799 mil** with new landed home launches at Eco Grandeur, Eco Spring & Eco Tropics + **duduk** series
- **Eco Business Parks** recorded **RM298 mil** from Cluster and Semi-Detached factories from EBP I & EBP V + small plots of land for built-to-suit factories at EBP II & EBP V
- **Eco Hubs** recorded **RM162 mil**. New launch at Eco Grandeur – Utopia East: Strata Shops



Terrace Home
Luna, Eco Tropics



Cluster Factory
EBP V



Strata Shop Office
East Utopia, Eco Grandeur

HUNI D' ECO ARDENCE
1,728 UNITS VP IN FEBRUARY 2024

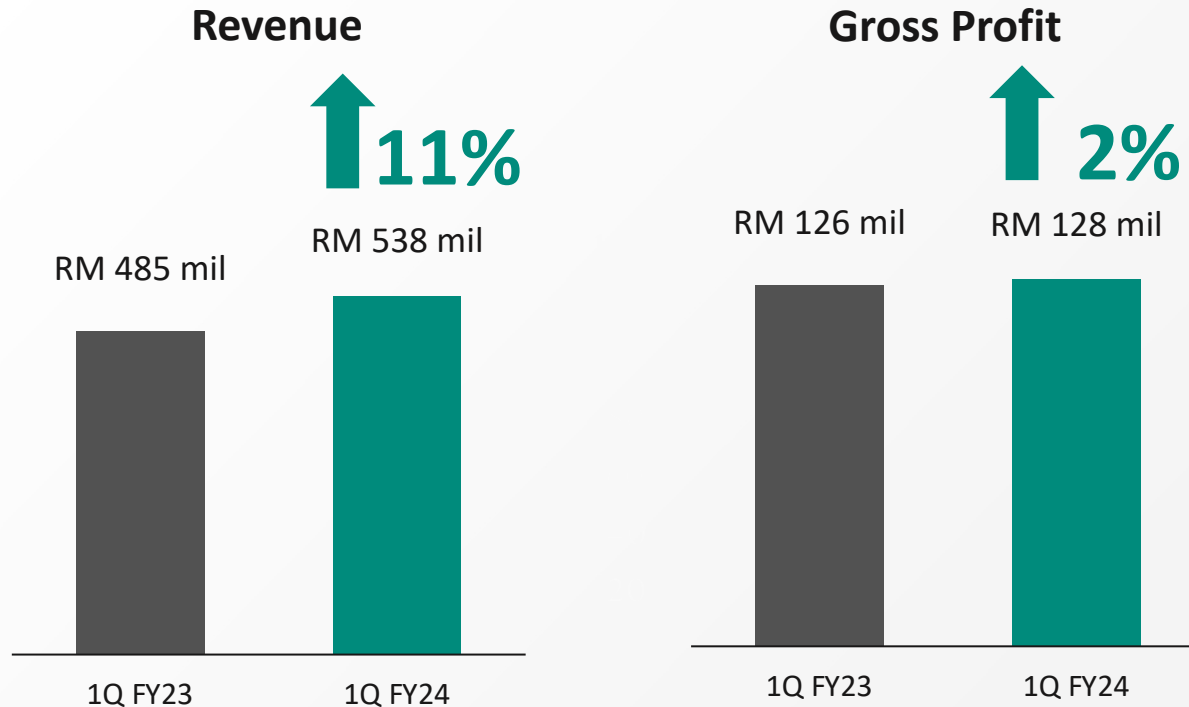


FINANCIAL HIGHLIGHTS

1Q FY2024

FINANCIAL UPDATES

1Q FY2024 FINANCIALS



Revenue improved due to higher contributions from ongoing & newly launched phases

Gross Profit (GP) increased by 2%. **GP Margin of 23.9%** close to 24.2% GP margin achieved in FY2023

Malaysia JVs | **RM19 mil**

Due to lower contribution from phases near completion and recently launched **duduk** phases at Eco Ardence & Eco Horizon

EWI | **RM1 mil**

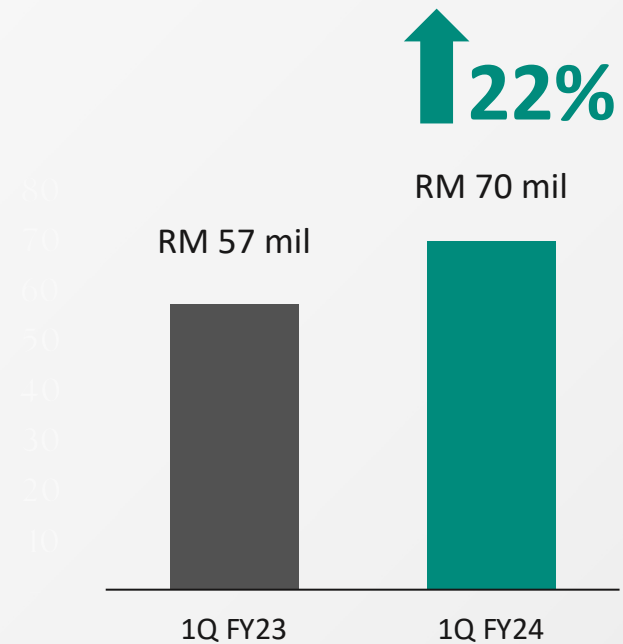
Recorded profit due to forex gain & lower finance cost after settlement of all borrowings

FINANCIAL UPDATES

1Q FY2024 FINANCIALS



PAT (M'sian Operations) excluding EWI, **increased by 10%** due to higher interest income earned from placement of excess funds

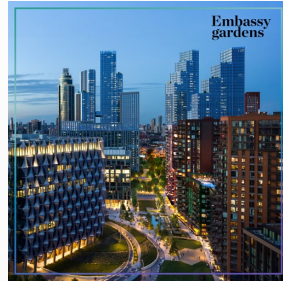


Overall PAT increased by 22% as EWI recorded profit in current quarter (vs losses in 1Q FY2023)

27% INVESTMENT IN ECOWORLD INTERNATIONAL DIVIDEND DISTRIBUTION MODE TO CONTINUE IN FY2024

Sales Recorded
(Feb 2024)

RM243 mil



FY2023

- Distributed RM936 mil in dividends
- EcoWorld Malaysia's share of FY2023 dividends = **RM253 mil**

FY2024 & FY2025

- Target to sell out RM850 mil remaining completed stocks (EWI's effective stake circa RM650 mil) in FY2024
- Target to distribute up to RM500 mil excess cash to shareholders over FY2024 and FY2025
- EcoWorld Malaysia's estimated share of dividends = **RM135 mil**

**FUTURE REVENUE
AS AT 29 FEB 2024**

EcoWorld
Malaysia

RM3.84 B

+

EcoWorld
International

RM0.04 B

Future revenue from locked-in sales

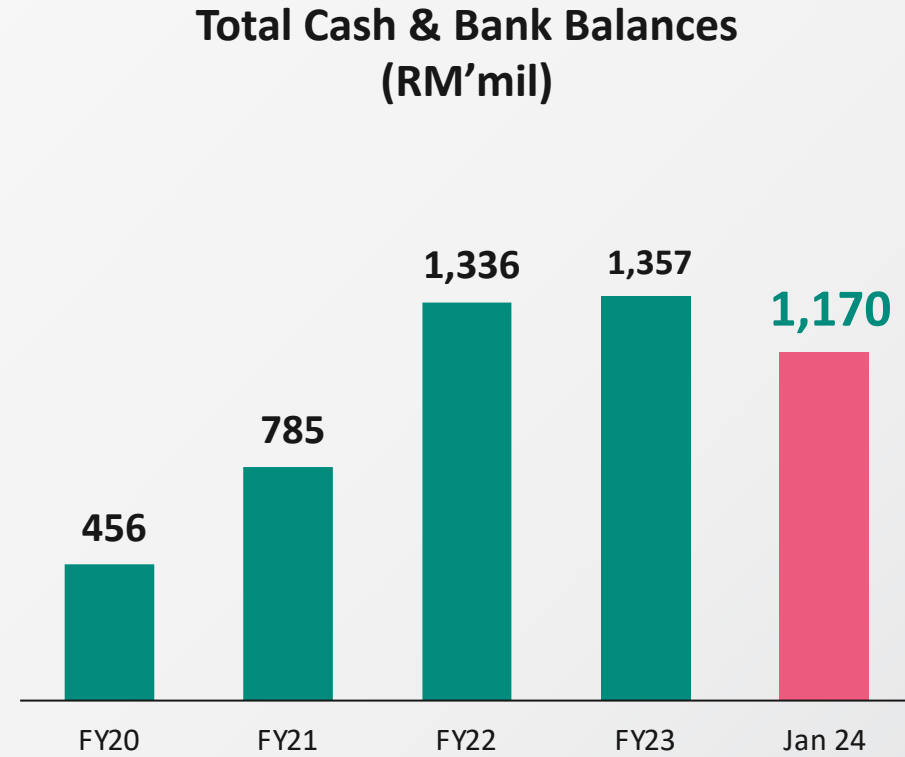
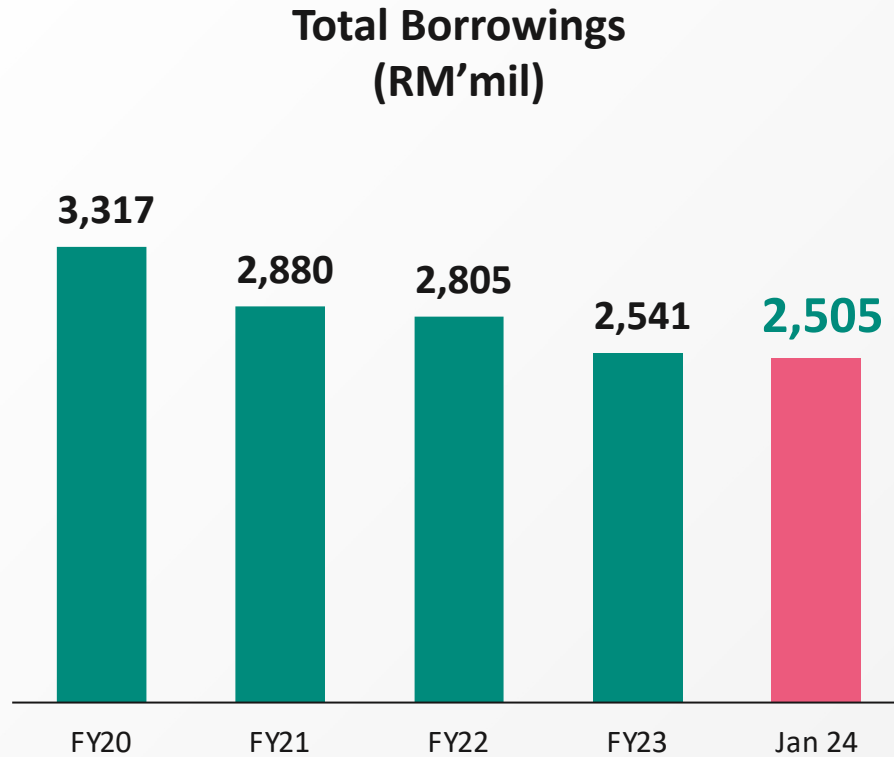
RM3.88 billion

(RM3.48 billion as at 31 Oct 2023)

This provides:

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

STRONG BALANCE SHEET TOTAL BORROWINGS & CASH BALANCES

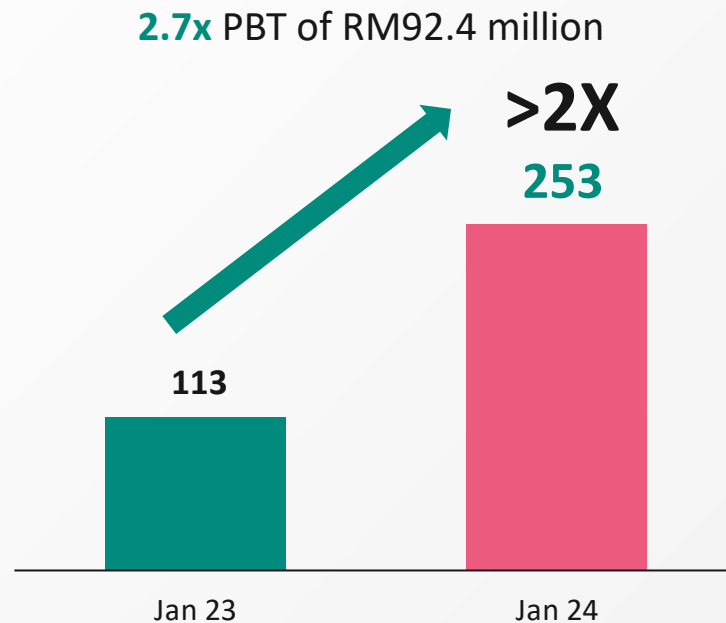


Bank borrowings continued to be reduced & total cash & bank balances maintained above RM1 billion

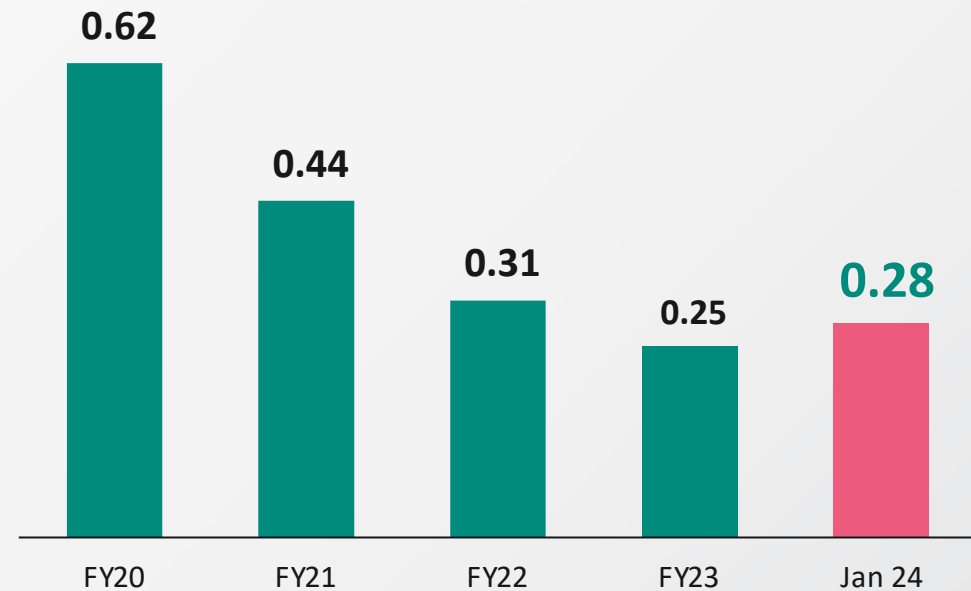
STRONG BALANCE SHEET + HEALTHY CASHFLOW

LOW GEARING

Net Cashflow from Operating Activities
(RM'Mil)



Net Gearing
(times)



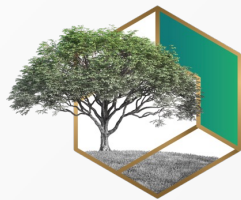
Strong internally generated cash enabled the Kulai land acquisition (for **EBP VI**) to be completed in 1Q FY2024 & payment of FY2023 final dividend with minimal impact to net gearing position

LANDBANKING & FUTURE DEVELOPMENT

REMAINING LANDBANK AS AT 29 FEB 2024

FY2023

**+ 411 ACRES
+RM2.08B GDV**



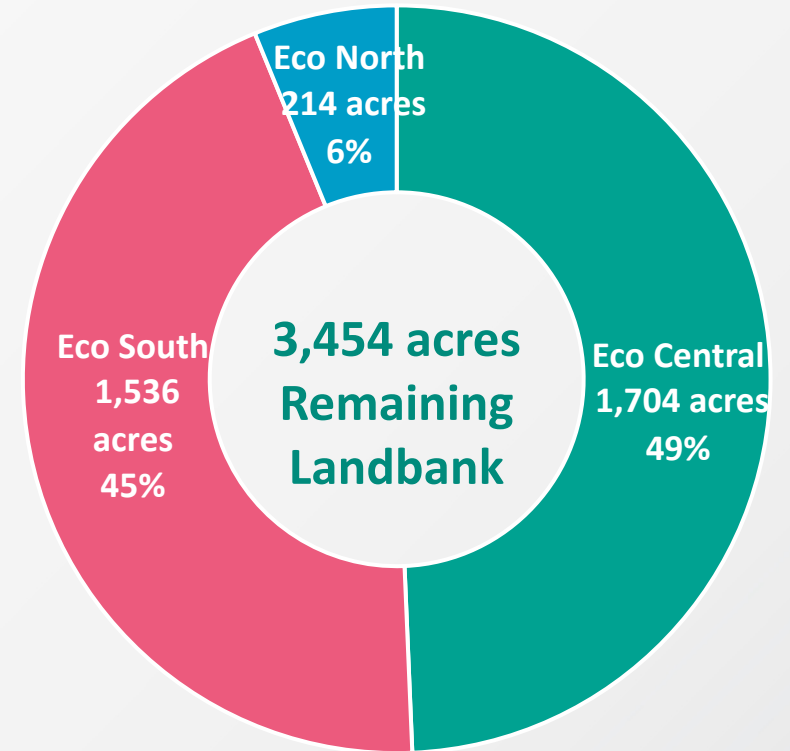
ECO BUSINESS PARK VI
ISKANDAR MALAYSIA

FY2024

**+ 240 ACRES
+RM3.88B GDV**



**seeking to
further increase
landbank**



Eco Townships
31%



Eco Rise
12%



Eco Hubs
13%



Eco Business Parks
25%



Future Development
19%

FY2024 SALES TARGET

STRONG CASH GENERATION + SUSTAINABLE GROWTH

RM3.5 B

Sales target set for FY2024

On track to achieve sales target & improve returns via higher margin or higher yield per sq ft of land developed to continue **sustaining good dividends** to shareholders



THANK YOU