

**PRESS RELEASE**  
**For Immediate Release**

**20 June 2024**

**EcoWorld Malaysia records 16.7% increase in YTD 2Q 2024 Profit After Tax  
1<sup>st</sup> interim dividend of 2 sen declared**

**KUALA LUMPUR:** Eco World Development Group Berhad (EcoWorld Malaysia) announced its results for 2Q 2024 today. Key highlights include the following:

- EcoWorld Malaysia recorded **RM2.18 billion sales in 7 months** of FY2024, representing 62% of its FY2024 sales target.
- The Group's **Iskandar Malaysia projects** continued to outperform with **RM1.33 billion sales achieved**, representing **61% of total year-to-date (YTD) sales**.
- A breakdown of the YTD sales achieved by revenue pillars as at 31 May 2024 is set out below:

<b>Revenue Pillar</b>	<b>RM'mil</b>	
Eco Townships	855	39%
Eco Rise	674	31%
Eco Hubs	235	11%
Eco Business Parks	420	19%
<b>Total</b>	<b>2,184</b>	<b>100%</b>

- Arising from the Group's encouraging YTD sales, **EcoWorld Malaysia's future revenue has increased to RM4.03 billion** as at 31 May 2024.
- Revenue and gross profit for 2Q 2024 rose by 32.1% and 37.1%, respectively, compared to 2Q 2023. Gross profit margin also improved from 25.6% in 2Q 2023 to 26.5% in 2Q 2024.
- The Group's **Profit after Tax (PAT) from Malaysian operations was 14.2% higher** than 2Q 2023. **PAT for 2Q 2024** (including EWI) **was RM70.0 million, 11.7% higher** than 2Q 2023.
- For **2Q YTD 2024**, the Group recorded **PAT of RM139.7 million, an increase of 16.7%** compared to 2Q YTD 2023.
- As at 30 April 2024, **net cash flows generated from operating activities amounted to RM470 million**, more than 3 times the Group's PAT and 95% higher than the amount generated in 2Q YTD 2023.
- The Group's **net gearing ratio as at 30 April 2024 stands at 0.24 times**, a decrease from 0.28 times in 1Q 2024. **Cash balances (including deposits and short-term funds) stands at an all-time high of RM1.44 billion**.
- Based on the above performance, the Board of Directors has declared a **2 sen interim dividend in 2Q 2024** which is payable on 19 July 2024.

***Comments on EcoWorld Malaysia's performance by Dato' Chang Khim Wah, President & CEO***

EcoWorld Malaysia achieved RM2.18 billion sales in 7 months of FY2024, fuelled by robust demand for our projects in Iskandar Malaysia which contributed 61% of the Group's total YTD sales. From a segmental perspective, all four of the Group's revenue pillars performed strongly.

Sales of residential homes under our ***Eco Townships*** pillar remain the largest segment with RM855 million recorded, of which 90% comprised upgrader homes priced above RM650,000.

Our ***Eco Rise*** pillar is also fast gaining ground as a significant driver of the Group's sales. In particular, the ***duduk*** series which was created to serve the needs of first time and young home owners have become increasingly popular. From only 2 parcels in the Klang Valley in 2020, we now have 7 ***duduk*** apartments spread across the Central, Northern and Southern regions, all of which have been well-received by the market. Take-up rates have been very encouraging as evidenced by the near sold-out success achieved by ***Sa.Young D' Eco Botanic***, our first ***duduk*** apartments in Iskandar Malaysia launched in October 2023. This led to more parcels being launched in the southern state, namely ***Santai D' Eco Spring*** and ***Sa.Young 2 D' Eco Botanic***. Group-wide, the ***duduk*** series contributed RM612 million in sales up to 31 May 2024.

On the commercial front, products under our ***Eco Hubs*** pillar have seen steady demand, recording YTD sales of RM235 million. These comprise a wide range of commercial units at our matured townships across all three regions, including strata shops and shop offices at our ***Eco Townships*** and strata offices at ***Bukit Bintang City Centre (BBCC)***. We are looking to expand this pillar in the coming months through a combination of sales and leasing opportunities, including the introduction of a new lifestyle F&B hub in Kuala Lumpur, ***Tuah 1895*** at ***BBCC***, among others.

The Group is well-positioned to ride the current strong wave of demand in the industrial market, especially in the Southern region. Sales amounting to RM420 million have been recorded under our ***Eco Business Parks (EBP)*** pillar up to 31 May 2024 and demand shows no sign of slowing down.

On 7 June 2024, we entered into an agreement to sell 123.14 acres of industrial land located within ***EBP VI*** to Microsoft Payments (Malaysia) Sdn. Bhd. ("Microsoft") for RM402.3 million. This is the first sale for ***EBP VI*** in Kulai, Iskandar Malaysia and we are confident that the planned development of a data centre there by Microsoft will amplify demand for our other industrial products.

The above sale attests to the effectiveness of our 3-pronged strategy to target the widest possible range of customers and investors under our ***EBP*** pillar. Through our off-plan sales of Cluster and Semi-Dee industrial units we are able to serve Malaysian investors and SMEs. For local and international mid- and larger-sized industrialists, we offer a wide range of customised built-to-suit factories designed to cater to their specific requirements. Finally, given our relatively sizeable industrial landbank and strong execution track record, we are able to meet the demand of global multinationals such as Microsoft for large tracts of industrial land with infrastructure completed.

As our projects increase in maturity, backed by consistently strong sales, the Group's ability to generate cash has grown. In the 1<sup>st</sup> half of FY2024, we generated RM470 million cash from operating activities – this is more than 3 times our Profit After Tax for the same period. As a result, our cash balances (including deposits and short-term funds) increased to its highest levels to date of RM1.44 billion, thus reducing our net gearing ratio to 0.24 times. This provides us with a substantial war chest to acquire more landbank which we are actively seeking, whilst also continuing to reward our shareholders with good dividend payments.

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**About Eco World Development Group Berhad (EcoWorld Malaysia)**

EcoWorld Malaysia is a public listed Malaysian company involved in property development of close to 9,000 acres of landbank in the Klang Valley, Iskandar Malaysia and Penang, with total gross development values exceeding RM80 billion.

We have four sizeable and diversified revenue pillars: Eco Townships, Eco Rise, Eco Hubs and Eco Business Parks, enabling us to serve all segments of the real estate market.

- Eco Townships offer beautifully designed landed homes amidst lush greeneries and comprehensive lifestyle amenities.
- Eco Rise encompasses our large and growing range of high-rise residential developments as well as our popular and affordable duduk apartments for the young and young-at-heart.
- Eco Hubs comprises shop and strata offices as well as retail spaces located within Eco Townships and integrated developments.
- Eco Business Parks, our green industrial parks are crafted to meet the needs of the 21st century industrialists, whether large multinationals or SMEs.

Through Eco World International Berhad (EcoWorld International), the EcoWorld brand has also extended its reach to the United Kingdom and Australia.

We are honoured to be one of the Top 10 Developers at The Edge Malaysia Property Excellence Awards since 2016. In December 2020, we were included in the FTSE4Good Bursa Malaysia (F4GBM) Index and in April 2021, we became a member of the UN Global Compact Network Malaysia & Brunei (UNGCMYB) in line with our commitment to sustainability as our primary core value.

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