



Q4 FY2018 RESULTS & BRIEFING

13 DECEMBER 2018

EW **PROFIT & LOSS STATEMENT**
2018 ||| AS AT 31 OCTOBER 2018

RM'000	Q4 FY2018	YEAR ENDED 31 OCT 2018	YEAR ENDED 31 OCT2017
Revenue	4,886	4,904	488
Direct Expenses	(1,032)	(4,614)	(5,813)
Gross Profit/(Loss)	3,854	290	(5,325)
Other Operating Income	993	12,276	27,569
Selling & Marketing Expenses	(1,314)	(10,242)	(5,610)
Administrative Expenses	(21,580)	(74,775)	(69,983)
Unrealised gain/(loss) on foreign exchange	(2,060)	(6,915)	34,527
Finance Costs	(4,329)	(8,810)	(31,920)
Share of Results of Joint Ventures	94,364	117,195	(36,509)
Profit/(Loss) before Taxation	69,928	29,019	(87,251)
Taxation	512	6,507	(223)
Net Profit/(Loss)	70,440	35,526	(87,474)
Basic Profit/(Loss) per Share (Sen)	2.92	1.47	(5.76)

REPORTED MAIDEN PROFIT FOR FY2018
Q4 FY2018 NET PROFIT JUMPED 579% QUARTER-ON-QUARTER.

EW **BALANCE SHEET**
2018 AS AT 31 OCTOBER 2018

RM'000	PERIOD ENDED	
	31 OCT 2017	31 OCT 2018
No. of Ordinary Shares	2,400,000	2,400,000
Share Capital	2,592,451	2,592,451
Shareholders' Funds	2,544,876	2,493,609
NA per Share (RM)	1.06	1.04
Net Cash / (Debt)	863,791	(399,118)
Gross Debt – Equity Ratio (x)	0.05	0.33
Net Debt – Equity Ratio (x)	(0.35)	0.16

Highlights:

- Raised RM530 million via IMTN Programme in 2018.
- Minimal equity contribution required by JVs going forward:
 - Ongoing projects with Ballymore funded mainly by handover proceeds
 - BtR projects under EcoWorld London to be forward funded by institutional purchasers



PROJECT UPDATES

LONDON CITY ISLAND



WARDIAN



EMBASSY GARDENS



• **BLOCK A&M:**

- 379 units handed over since July 2018
- 86% occupancy rate* as at 30 Nov 2018

• **BLOCK B,C,D,E,F:**

- Block B&C 77% complete and Block D&E 65% complete as at October 2018
- Target to commence handover in mid-2019

EAST & WEST TOWERS

- 55% complete as at October 2018
- Target to commence handover in 1H 2020

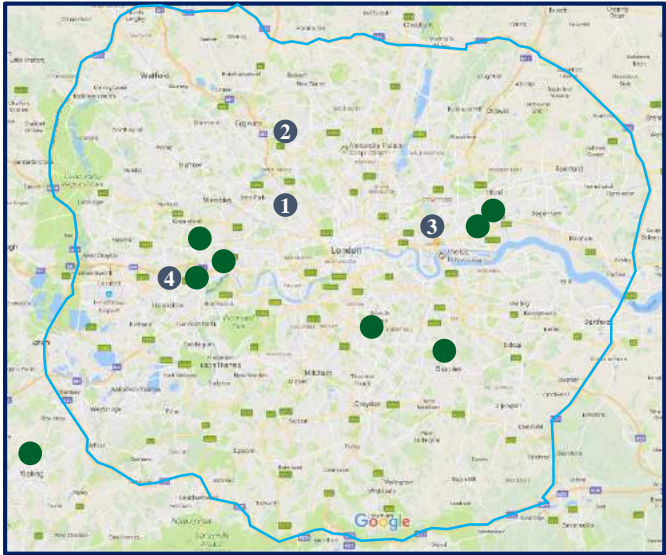
BLOCK A04:

- 70 units handed over since October 2018
- 43% occupancy rate* as at 30 Nov 2018

BLOCK A05:

- 67% complete as at October 2018
- Target to commence handover in mid-2019

**Based on units handed over*



1. Kensal Rise (M&J Phase 1)

- PHASE 1**
 Completed in December 2018
- PHASE 2**
 Yet to be launched



2. Millbrook Park phase 1

- PHASE 1**
 Target completion by mid-2019
- PHASE 2**
 Yet to be launched



3. Aberfeldy Village

- PHASE 3A**
 Target completion by mid-2019
- PHASE 3B**
 Launched in Oct 2018
 Target completion by mid-2021



4. Nantly House

- Completed en-bloc sale of 60 private and affordable housing units to Council
- Target completion by 4Q 2019

EW AUSTRALIAN PROJECTS

2018 || WEST VILLAGE & YARRA ONE

WEST VILLAGE, SYDNEY



- Construction has reached level 10 of the tower block
- Target handover in mid-2020

YARRA ONE, MELBOURNE



- Basement level being constructed
- Target handover in 2H 2020

MACQUARIE PARK, SYDNEY



- Acquired 25 apartment units (out of 30 units) in November 2018
- To acquire the remaining units through Strata Renewal Process
- Target to launch in 2020

EW SALES BREAKDOWN
2018 ||| AS AT 31 OCTOBER 2018

PROJECT	EWI STAKE	NO. OF UNITS LAUNCHED	NO. OF UNITS SOLD	CUMULATIVE SALES (MILLION)	SALES VALUE (MILLION)	
					FY2015-2017	FY2018
United Kingdom						
London City Island	75%	1,145	954	£523	£488	£35
Embassy Gardens	75%	593	404	£341	£297	£43
Wardian London	75%	764	625	£428	£393	£35
Millbrook Park	70%	92	66	£23	£10	£14
Kensal Rise & Maida Hill	70%	71	53	£34	£15	£18
Nantly House	35%	60	60	£19	-	£19
Aberfeldy Village	35%	301	92	£31	£11	£19
Kew Bridge	70%	487	487	£223	-	£223
Barking Wharf Ph1	70%	597	597	£166	-	£166
UK Sub-total		4,110	3,338	£1,787	£1,214	£573
Australia						
West Village	100%	398	373	A\$288	A\$272	A\$16
Yarra One	80%	256	148	A\$131	A\$76	A\$55
Australia Sub-total		654	521	A\$418	A\$348	A\$70
GRAND TOTAL		4,764	3,859	RM10,771	RM7,509	RM3,262

**EXCEEDED SALES TARGET FOR FY2018
& MORE THAN 60% HIGHER THAN FY2017 SALES ACHIEVED**



BUILD-TO-RENT

A KEY GROWTH DRIVER GOING FORWARD

EW **BTR SALES TO INVESCO REAL ESTATE**
2018 ||| **KEW BRIDGE & BARKING WHARF**

KEW BRIDGE



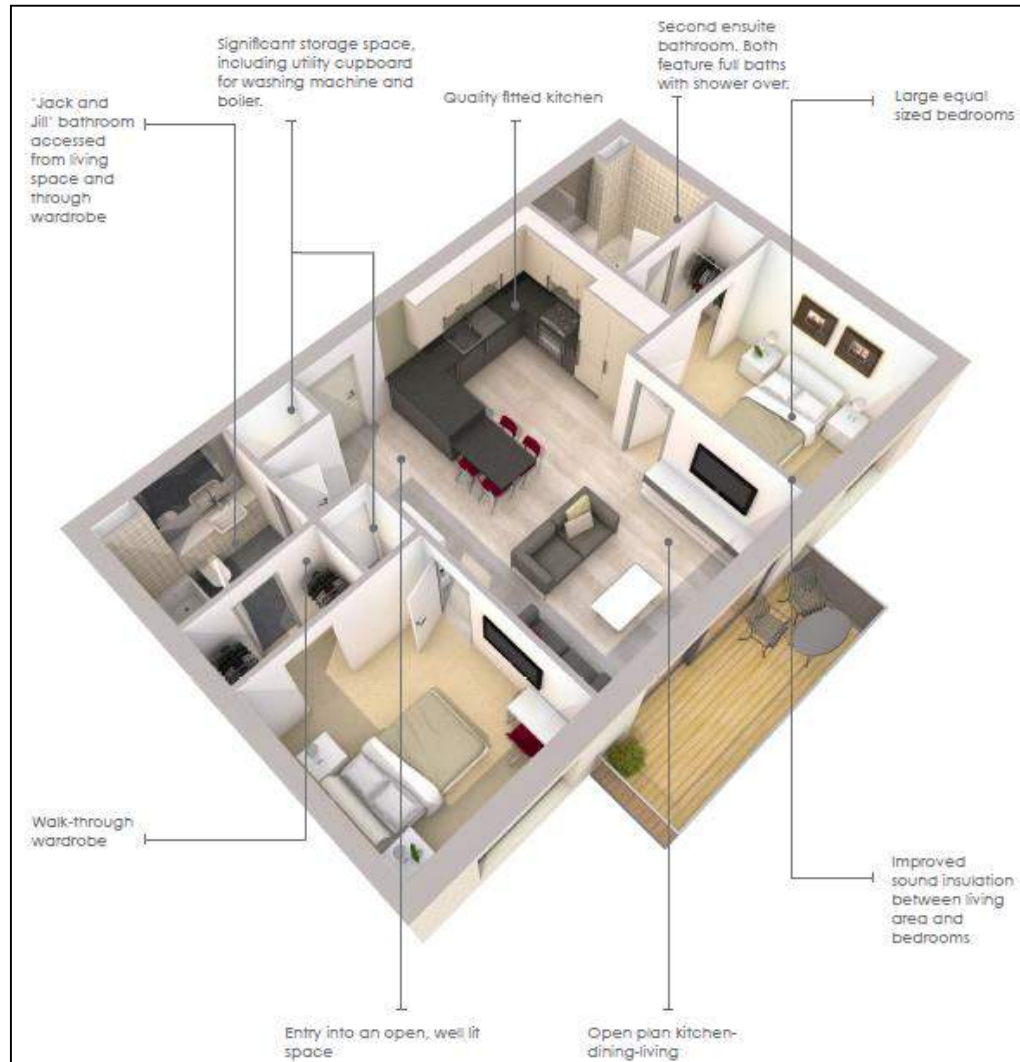
- Stadium works progressing
- Target completion of BtR units by 2H 2021

BARKING WHARF

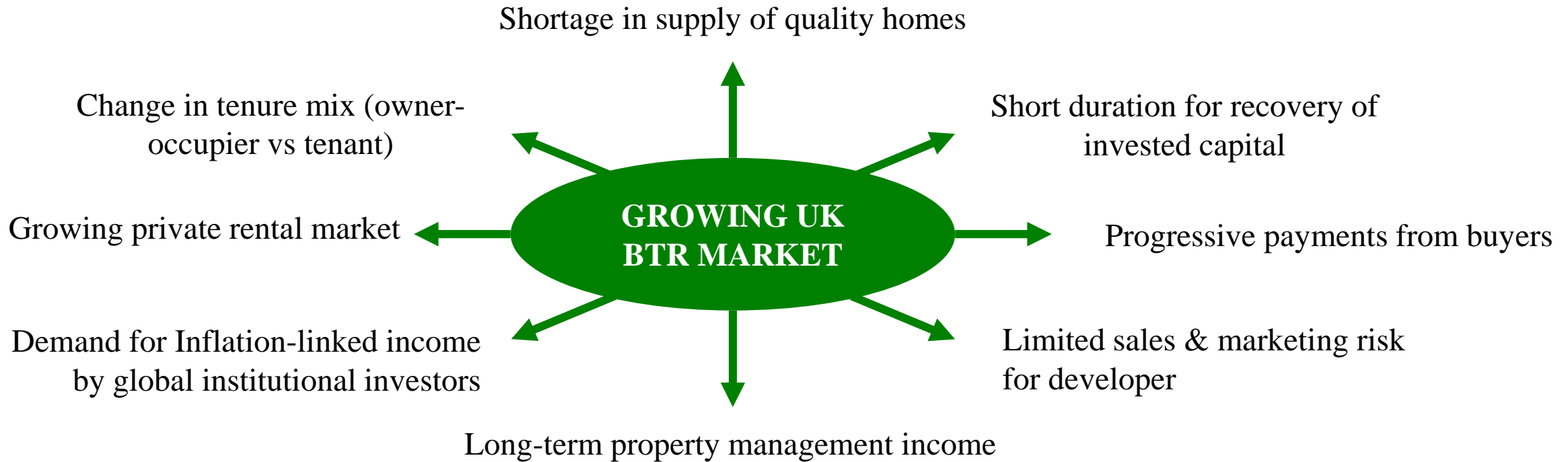


- Remediation works completed; main works to begin in 1H 2019
- Target completion by 2H 2021

EW 2018 ||| PURPOSE-DESIGNED RENTAL PRODUCT CATER TO SPECIFIC NEEDS OF TENANTS AND BTR INVESTORS

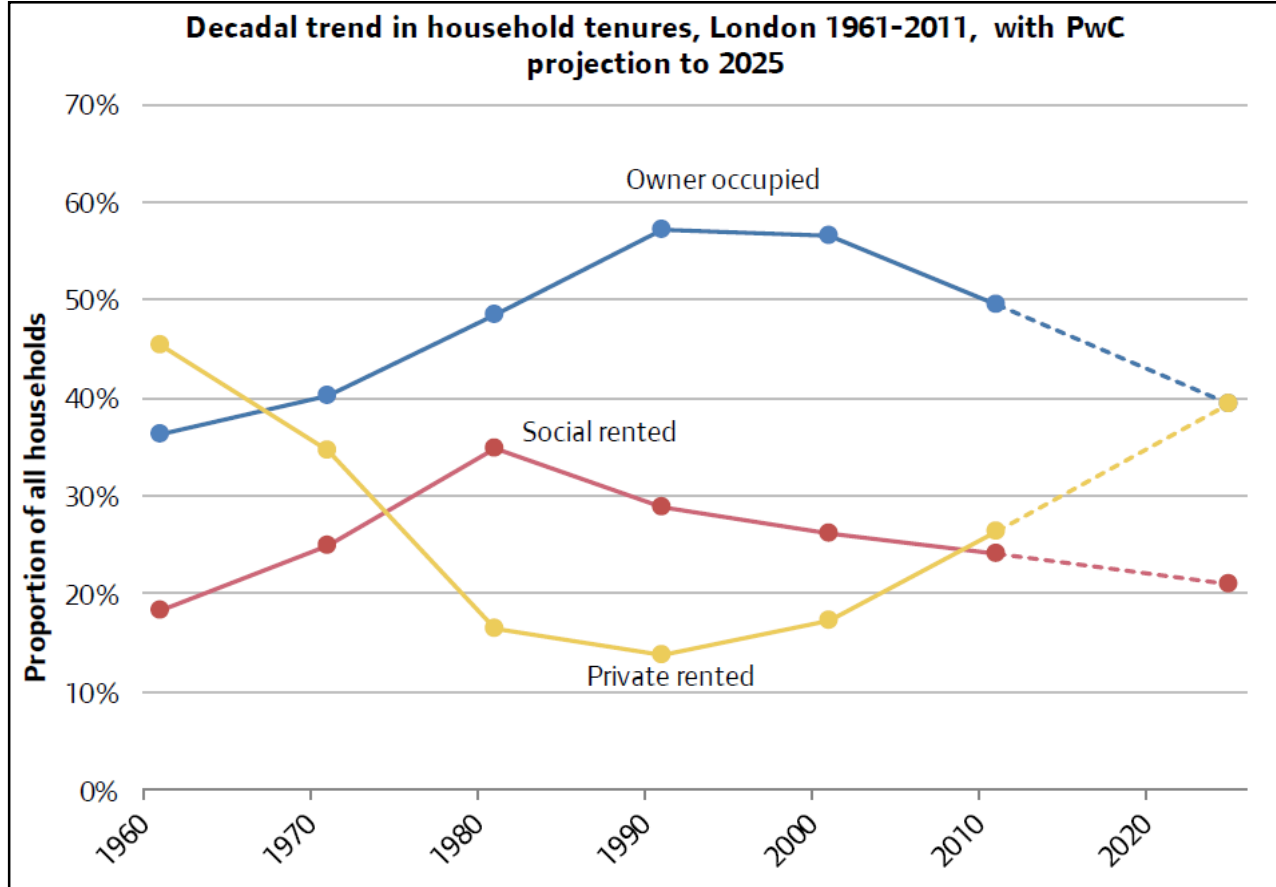


- Designed for couples, families or professionals to share
- Differentiating features include:
 - Flexible open-plan living
 - Large equal sized bedrooms
 - En-suite bathrooms
 - Walk-in wardrobes
 - Extra sound insulation



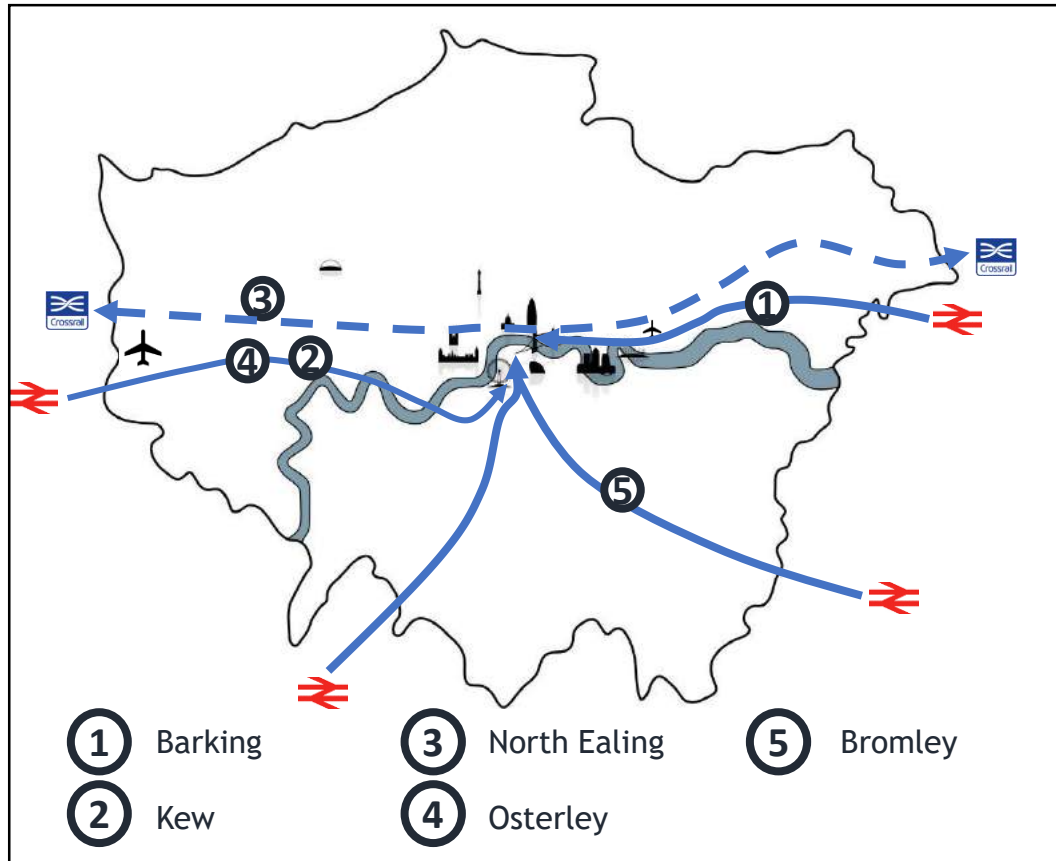
**WE AIM TO EXPAND OUR BTR FOOTPRINT IN LONDON
AS A KEY GROWTH DRIVER FOR THE GROUP GOING FORWARD**

EW **EVOLVING LONDON RESIDENTIAL MARKET**
2018 **GROWING DEMAND FOR PRIVATE RENTAL**



- London’s population growth forecast – 8.8m in 2017 to 10m by 2035
- 60% of households in London are forecast to be renting within 10 years
- Multiple BtR units under single ownership best-positioned to meet the rising rental demand
- Market trend presents attractive opportunities for pension funds to secure inflation-linked income

EW **ECOWORLD LONDON**
2018 ||| THE RIGHT SITES & THE RIGHT MANAGEMENT TEAM



ECOWORLD LONDON BTR TEAM

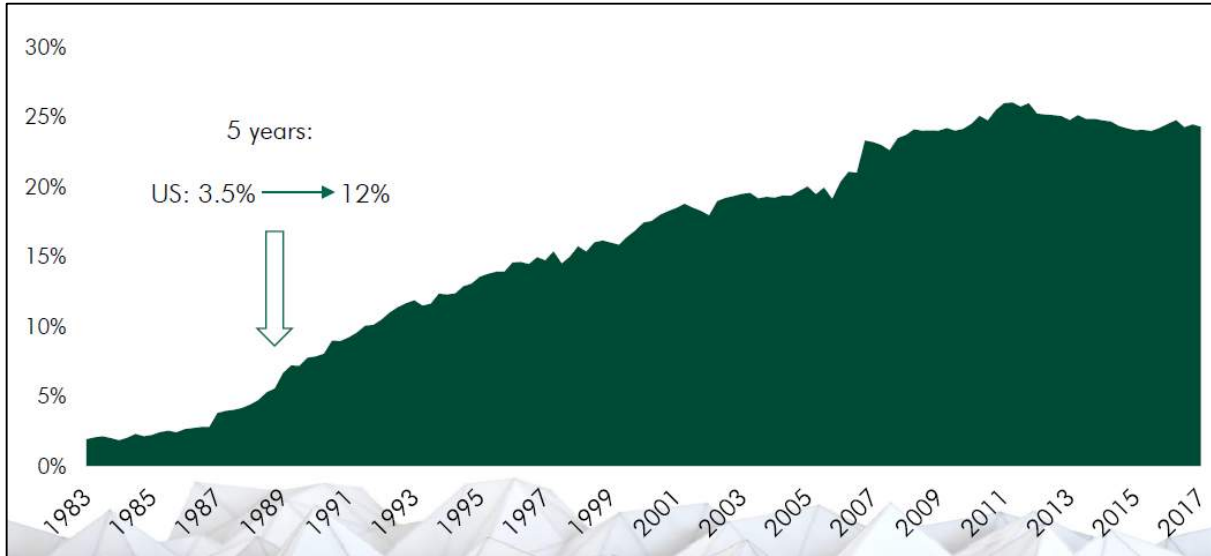
- Started in 2013 as one of the UK's first specialist BtR developer/ operators
- Delivered 1st purpose-built BtR scheme in London (Aberfeldy Village - £60m investment)
- Secured 1st direct BtR investment by a UK Local Authority pension fund (Gatefold Hayes - £35m investment)
- Managing completed BtR stock at Hayes on investor's behalf with specialist in-house team
- Existing BtR sites all in locations with good public transport links to central London

THROUGH ECOWORLD LONDON WE HAVE THE RIGHT SITES + A BEST-IN-CLASS EXPERIENCED TEAM TO SEIZE MARKET LEADERSHIP IN THE FAST GROWING & HIGHLY RESILIENT BTR SUBSECTOR

EW LONDON BTR MARKET

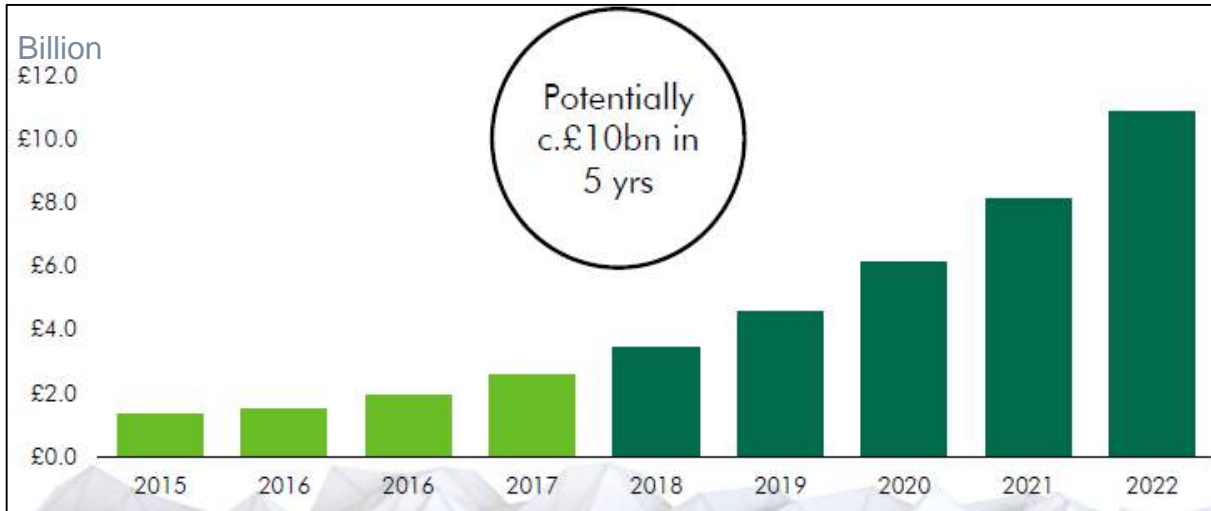
2018 || POTENTIAL FOR EXPONENTIAL GROWTH

SHARE OF INSTITUTIONAL HOLDINGS IN US MULTI-FAMILY HOMES



- Share of institutional holdings in US multi-family homes grew from 3.5% to 12% in just 5 years during late 80s to early 90s. It continued to grow to 24% in 2017.

POTENTIAL OF BTR MARKET IN THE UK

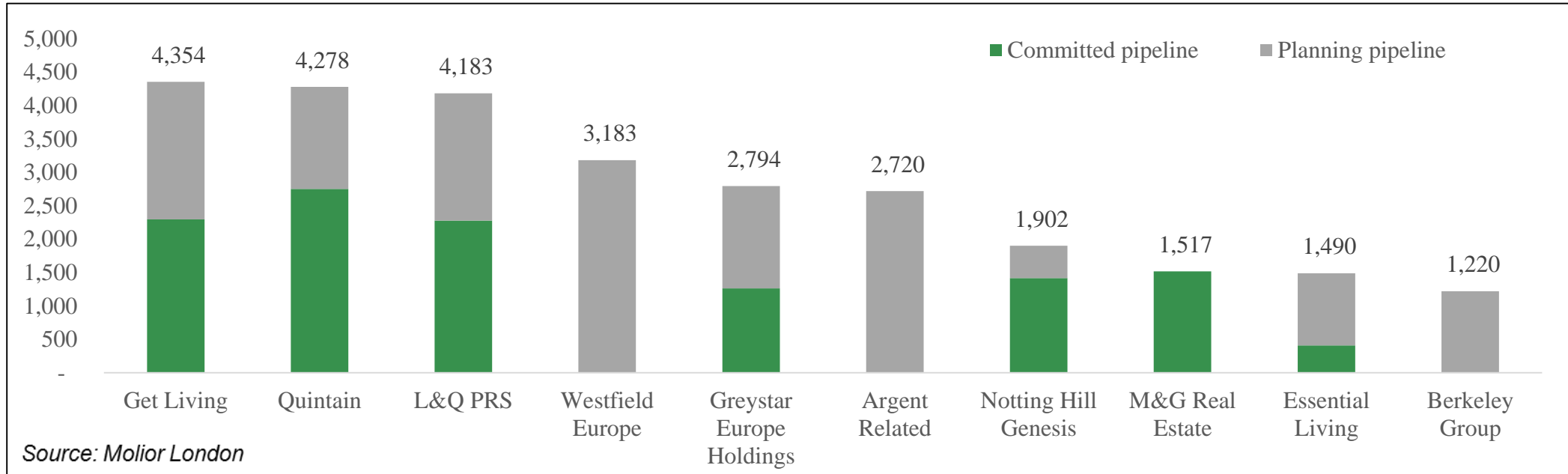


- Institutional owners held only 2% of private residential rental properties in 2015 in the UK (source: British Property Federation, Investment Property Forum)
- UK BtR market is projected to grow from c. GBP2 billion in 2017 to over GBP10 billion in 2022

LONDON BTR MARKET

KEY PLAYERS

TOP 10 BTR COMPANIES IN LONDON (AS AT JULY 2018)



- BtR companies in London currently have less than 5,000 units each in their portfolios
- EcoWorld London already has existing sites with the potential to deliver over 3,000 BtR units*

*including Kew, Barking and other Stage 1&2 sites

**WE AIM TO GROW OUR BTR PORTFOLIO TO 10,000 UNITS IN THE NEXT 5 YEARS
TO BECOME A BTR MARKET LEADER IN THE UK**

MILESTONES IN FY2018	FY2019 OUTLOOK
<ul style="list-style-type: none"> • RM3.3 billion sales achieved vs RM3 billion target set • Maiden handover in LCI and EG commenced • Profit After Tax of RM70m recorded in Q4 2018 & RM35 million for FY2018 • GBP389 million BtR deal with Invesco Real Estate marks strong entry into UK's BtR subsector 	<ul style="list-style-type: none"> • Higher number of handovers in LCI and EG • Expanding presence in fast-growing UK BtR market with aims to become market leader in 5 years • <u>Record high unbilled sales of RM6.6 billion</u> provides clear earnings visibility

**TWO YEAR SALES TARGET OF RM6 BILLION SET FOR FY2019 - FY2020
 TO ENABLE OPTIMAL VALUE TO BE EXTRACTED FROM THE GROUP'S VALUABLE LAND BANK**

APPENDIX

EW **PROJET DETAILS**
 2018 ||| AS AT 31 OCTOBER 2018

PROJECT	EWI STAKE	LAND SIZE (ACRE)	GDV (MILLION)	CUMULATIVE SALES (MILLION)	EFFECTIVE UNBILLED SALES (MILLION)
United Kingdom					
London City Island	75%	6.0	£691	£523	£242
Embassy Gardens	75%	5.4	£933	£341	£159
Wardian London	75%	1.4	£566	£428	£320
Millbrook Park	70%	2.7	£108	£23	£12
Kensal Rise & Maida Hill	70%	1.9	£97	£34	£4
Nantly House	35%	1.1	£24	£19	£6
Aberfeldy Village	35%	7.0	£272	£31	£7
Kew Bridge	70%	16.5	£579	£223	£156
Barking Wharf Ph1	70%	3.9	£166	£166	£116
Barking Wharf Ph2	70%	1.1	Yet to be launched		
Woking	70%	3.4			
UK Sub-total		50.3	£3,436	£1,787	£1,023
Australia					
West Village	100%	1.2	A\$315	A\$288	A\$287
Yarra One	80%	0.5	A\$243	A\$131	A\$104
Macquarie Park	100%	0.7	Yet to be launched		
Australia Sub-total		2.4	A\$558	A\$418	A\$391
GRAND TOTAL		52.7		RM10,771	RM6,615