



ECOWORLD  
INTERNATIONAL  
CREATING TOMORROW & BEYOND

RM82.6M

in FY2020 PAT

(RM165.6m PAT

before goodwill impairment)

RM2.9B

effective future revenue

as at 31 October 2020

## Profit & Loss

RM'000	FY2020	FY2019
Revenue	672,985	478
Direct Expenses	-572,995	-
<b>Gross Profit</b>	99,990	478
Other Operating Income	26,122	19,227
Selling & Marketing Expenses	-26,438	-4,569
Administrative Expenses	-39,326	-61,659
Impairment of goodwill	-83,000	-
Unrealised Gain / (Loss) on Foreign Exchange	960	-1,817
Finance Costs	-41,264	-57,780
Share of Results of Joint Ventures	176,847	296,425
<b>Profit / (Loss) before Taxation</b>	113,891	190,305
Taxation	-31,311	-23
<b>Net Profit / (Loss)</b>	82,580	190,282
<b>Profit / (Loss) Attributable to Shareholders</b>	80,326	187,004
Basic Profit / (Loss) per Share (Sen)	3.35	7.79

RM1.14  
net asset per share

low net gearing

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borrowings reduced mainly due to settlement of West Village's development loan

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net debt to be lower once Yarra One commences handover

### Balance Sheet

RM'000	31 Oct 2020	31 Oct 2019
Shareholders' Funds	2,739,072	2,685,641
NA per Share (RM)	1.14	1.12
Total Cash	284,014	439,995
Total Borrowings	1,228,359	1,463,745
Net Debt / (Cash)	944,345	1,023,750
<b>Gross Debt – Equity Ratio (x)</b>	<b>0.45</b>	<b>0.54</b>
<b>Net Debt – Equity Ratio (x)</b>	<b>0.34</b>	<b>0.38</b>

# SALES MOMENTUM

## SUSTAINED SALES PERFORMANCE

RM1.4 billion sales achieved in FY2020

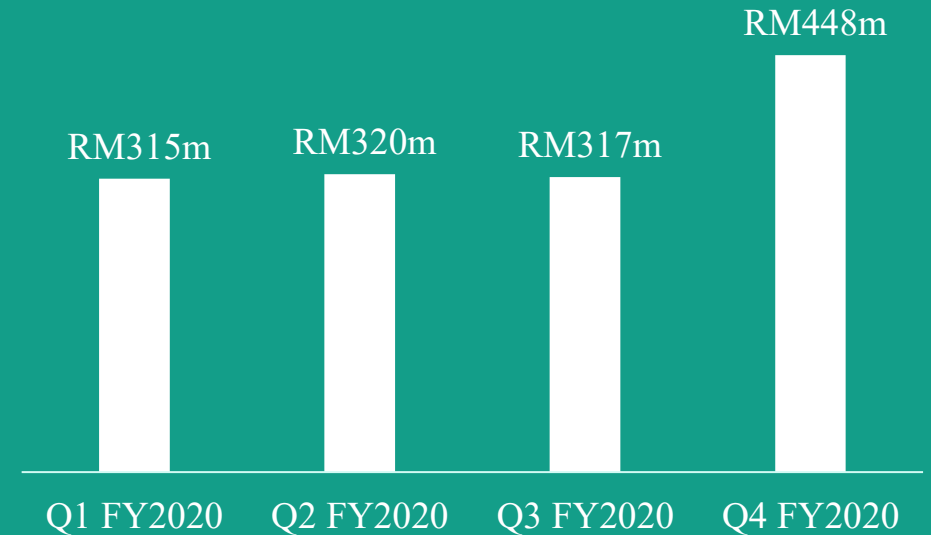
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Stronger sales in Q4 2020 driven by launch of EG A03 and seasonal factors

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RM2.2 billion sales target for FY2021

### EWI FY2020 Sales







Yarra One

# STRATEGIC BUSINESS PLAN STRENGTHENING THE BALANCE SHEET

Target to sell and hand over all launched units in EW-Ballymore (£2.2b GDV) and Australia (c.A\$560m GDV) in 2-3 years

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EWI's gearing to reduce significantly following handover in West Village, Wardian and Yarra One in FY20-FY21

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No further equity injection into EW-Ballymore and Australia projects is required as sales of completed stocks will generate significant amount of funds

/  
EWI is working towards distributing dividends to shareholders

Total GDV By Business Unit



# STRATEGIC BUSINESS PLAN RE-POSITIONING THE BUSINESS

Target substantial reduction in overhead costs across all EWI operations

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Focus on the UK mid-market segment (Open Market Sales) via EcoWorld London

/  
Grow presence in the Build-to-Rent (BtR) segment in the UK







# APO

## BtR PLATFORM

A newly-launched residential management company that provides end-to-end service for BtR investors in sourcing investment opportunities, supporting design & development, leasing and long-term property management



Key business priorities include:

- Consumer launch/Barking Wharf lease-up (starting FY2021)
- Investment sale process for Quayside Barking
- Securing further pipeline with new investor and developer partners

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# ● ● CONCLUSION

## STRATEGIES TO EMERGE STRONGER POST-CRISIS

### ACHIEVEMENTS TO-DATE

RM13.4 billion of cumulative sales achieved as at 31 October 2020 with more than 4,400 units sold

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Original projects under EcoWorld-Ballymore JV + 2 projects in Australia largely completed by early 2021 enabling strong profit recognition & gearing to be pared down substantially

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### 3-YEAR PLAN TO MOVE AHEAD

Focus on BtR segment in the UK where institutional demand is rapidly increasing + development of mid-market homes for local purchasers under EcoWorld London portfolio

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Completion of projects in London and Australia will generate significant funds hence no equity from shareholders is required

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EWI has plan to distribute dividends to shareholders via sale of remaining units at LCI / EG / Wardian (UK) + WV / Y1 (Aust) over next the 2-3 years to shareholders

## Sales Breakdown As At 31 OCTOBER 2020

PROJECT	EWI STAKE	GDV (MILLION)	CUMULATIVE SALES (MILLION)	SALES VALUE (MILLION)		FUTURE REVENUE <sup>1</sup>
				FY2015-2019	FY2020	
<b>United Kingdom</b>						
London City Island	75%	£697	£584	£542	£42	£31
Embassy Gardens	75%	£895	£482	£358	£125	£59
Wardian London	75%	£574	£482	£450	£32	£205
Millbrook Park Ph1	70%	£105	£45	£30	£16	£8
Kensal Rise & Maida Hill (M&J)	70%	£93	£66	£50	£16	£11
Lampton	35%	£76	£35	£35	-	£3
Aberfeldy Village	35%	£599	£88	£66	£22	£14
Kew Bridge	70%	£600	£285	£266	£20	£88
Barking Wharf Ph1	70%	£166	£166	£166	-	£20
Barking Wharf Ph2	70%	Yet to be launched				
Woking	70%	£377	£15	£15	-	-
<b>UK Sub-total</b>		<b>£4,182</b>	<b>£2,249</b>	<b>£1,978</b>	<b>£272</b>	<b>£439</b>
<b>Australia</b>						
West Village	100%	A\$322	A\$260	A\$288	(A\$29)	A\$6
Yarra One	100%	A\$244	A\$170	A\$162	A\$8	A\$170
Macquarie Park	100%	Yet to be launched				
<b>Australia Sub-total</b>		<b>A\$566m</b>	<b>A\$430</b>	<b>A\$451</b>	<b>(A\$21)</b>	<b>A\$176</b>
<b>GRAND TOTAL</b>		<b>RM24,118</b>	<b>RM13,337</b>	<b>RM11,938</b>	<b>RM1,400</b>	<b>RM2,872</b>

**Notes:**

1) Effective future revenue as at 31 October 2020

2) Sales in RM based on exchanged rates of £1:RM5.3709 and A\$1:RM2.9219 as at 31 October 2020