

Refocus & Reward

Q3 FY2021  
RESULTS & BRIEFING  
SEPTEMBER 2021

ECOWORLD  
INTERNATIONAL  
CREATING TOMORROW & BEYOND



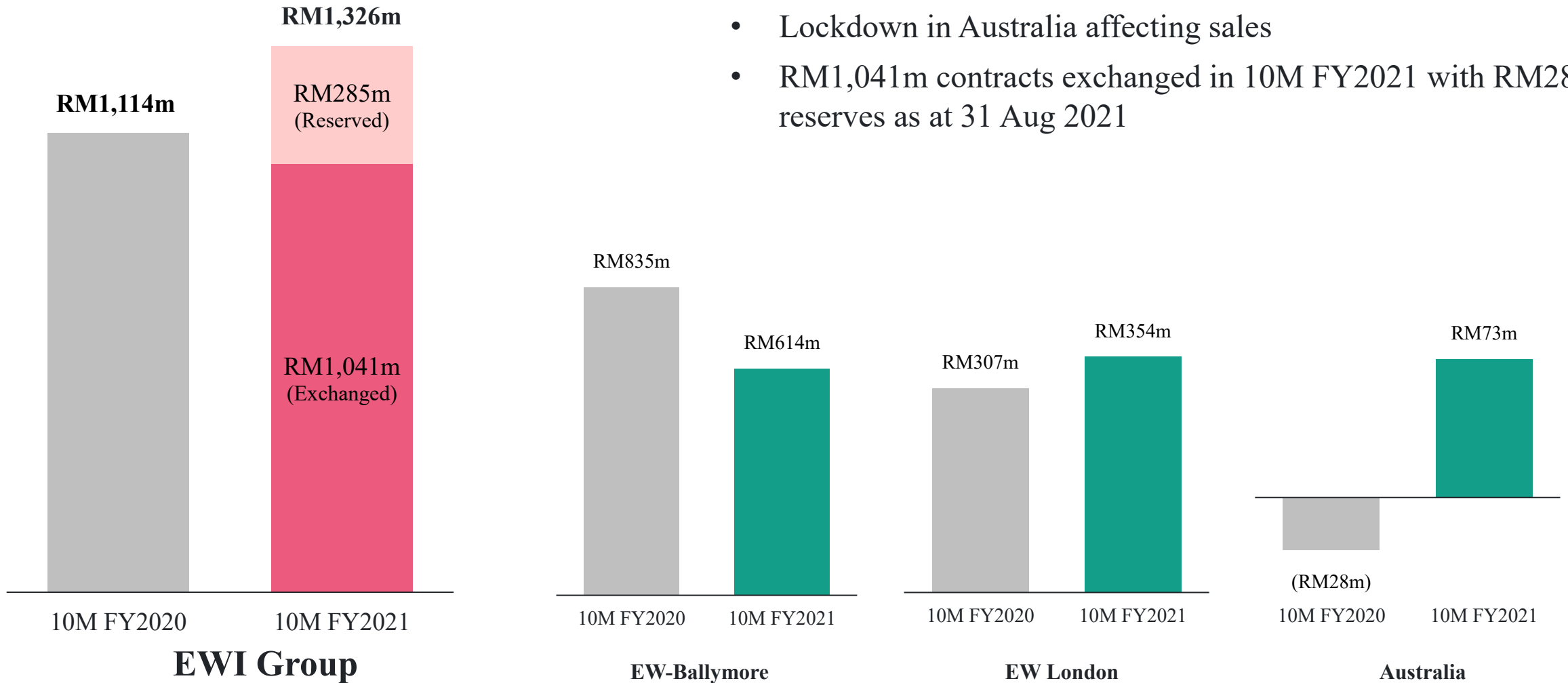
A teal background with a white diagonal line running from the bottom-left corner towards the top-right corner. The text is centered in the upper right portion of the image.

# FINANCIAL HIGHLIGHTS

# SALES PERFORMANCE

AS AT 31 AUGUST 2021

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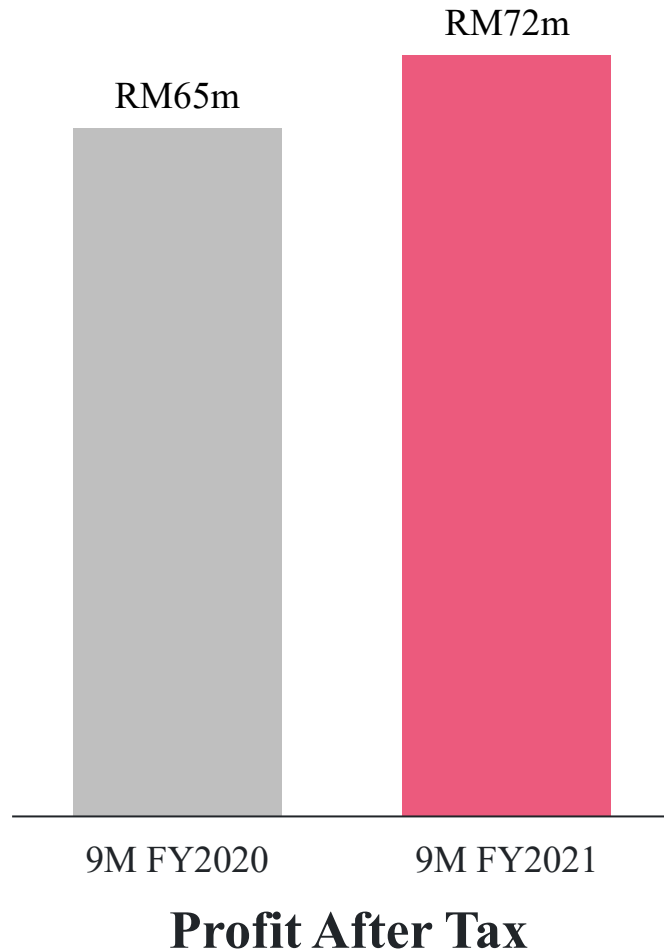


- Strong growth in local sales
- Lockdown in Australia affecting sales
- RM1,041m contracts exchanged in 10M FY2021 with RM285m reserves as at 31 Aug 2021

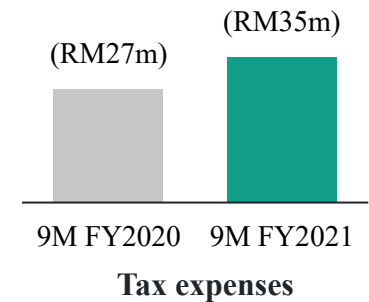
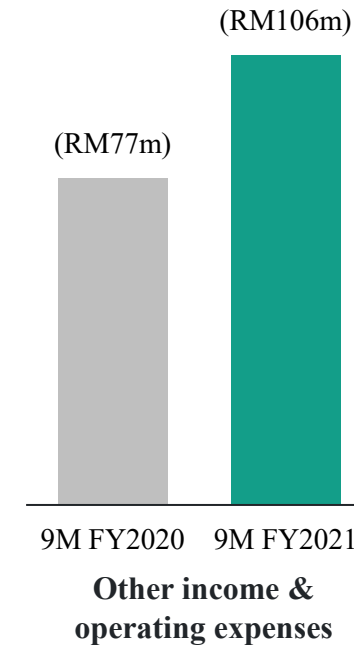
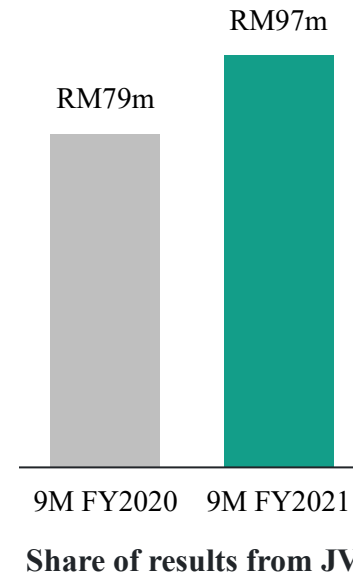
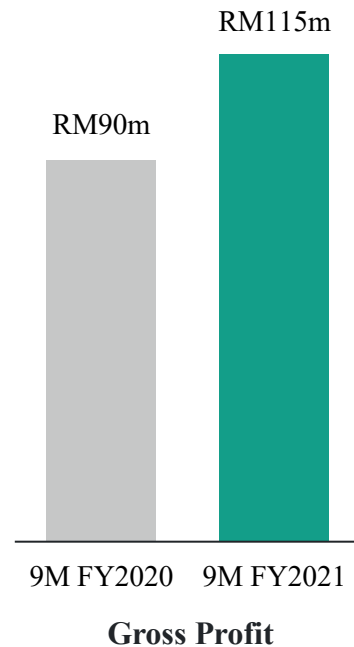
# PROFIT & LOSS

9M FY2021

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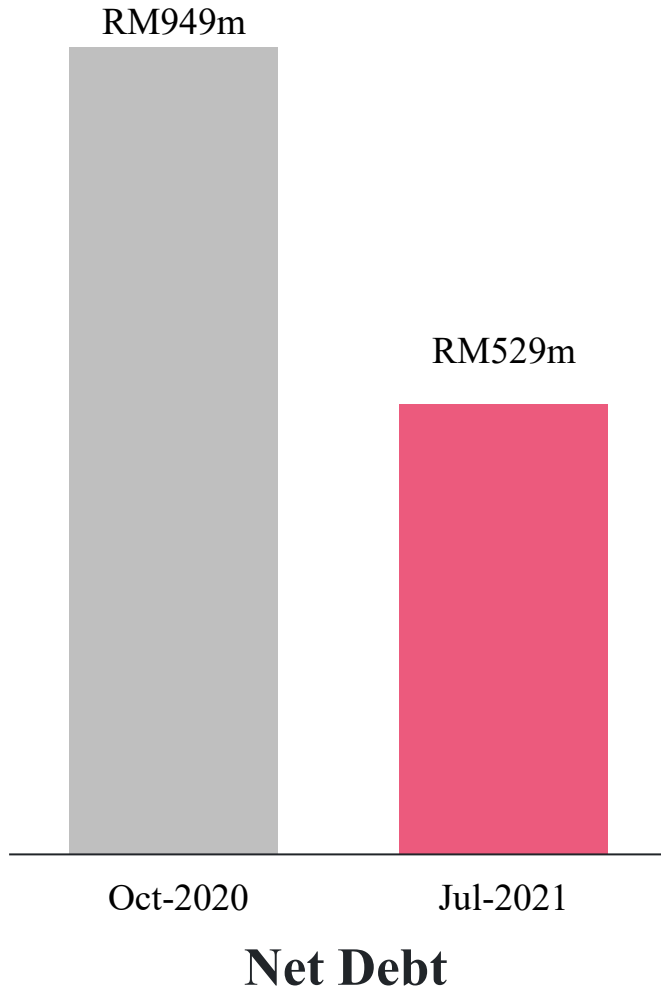
- Strong profit growth driven by handover in Wardian and Yarra One during H1 FY2021
- Operating expenses include sales agent fees for Australian projects
- Higher tax expenses due to profits recognised by Y1 & WV



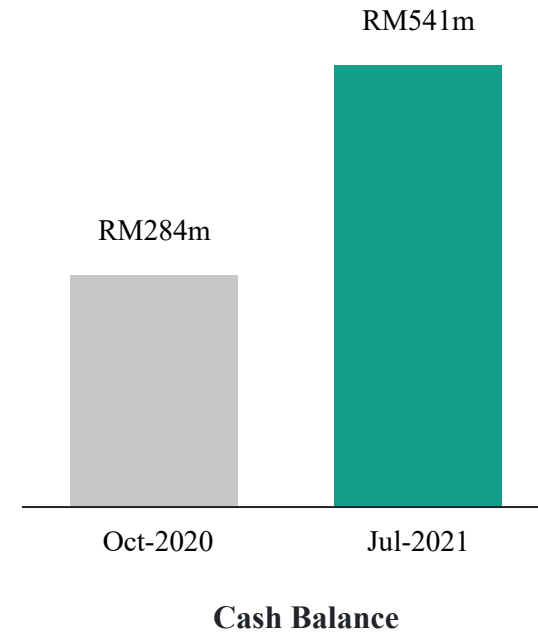
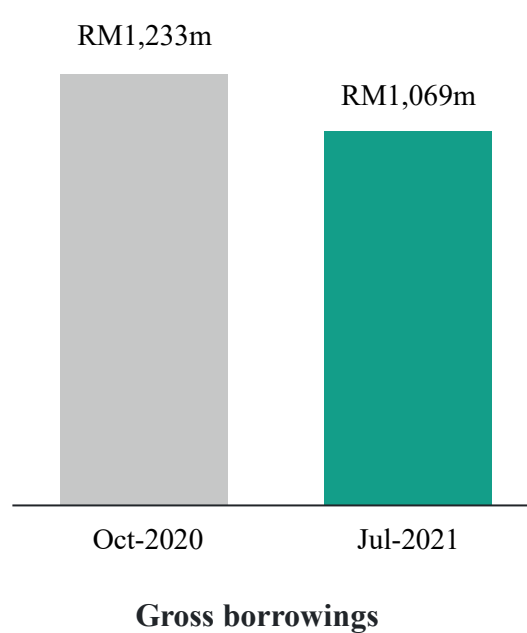
# GEARING

AS AT 31 AUGUST 2021

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- Net debt ratio of 0.18x as at 31 Jul 2021
- Repayment of RM350m MTN by end-FY2021



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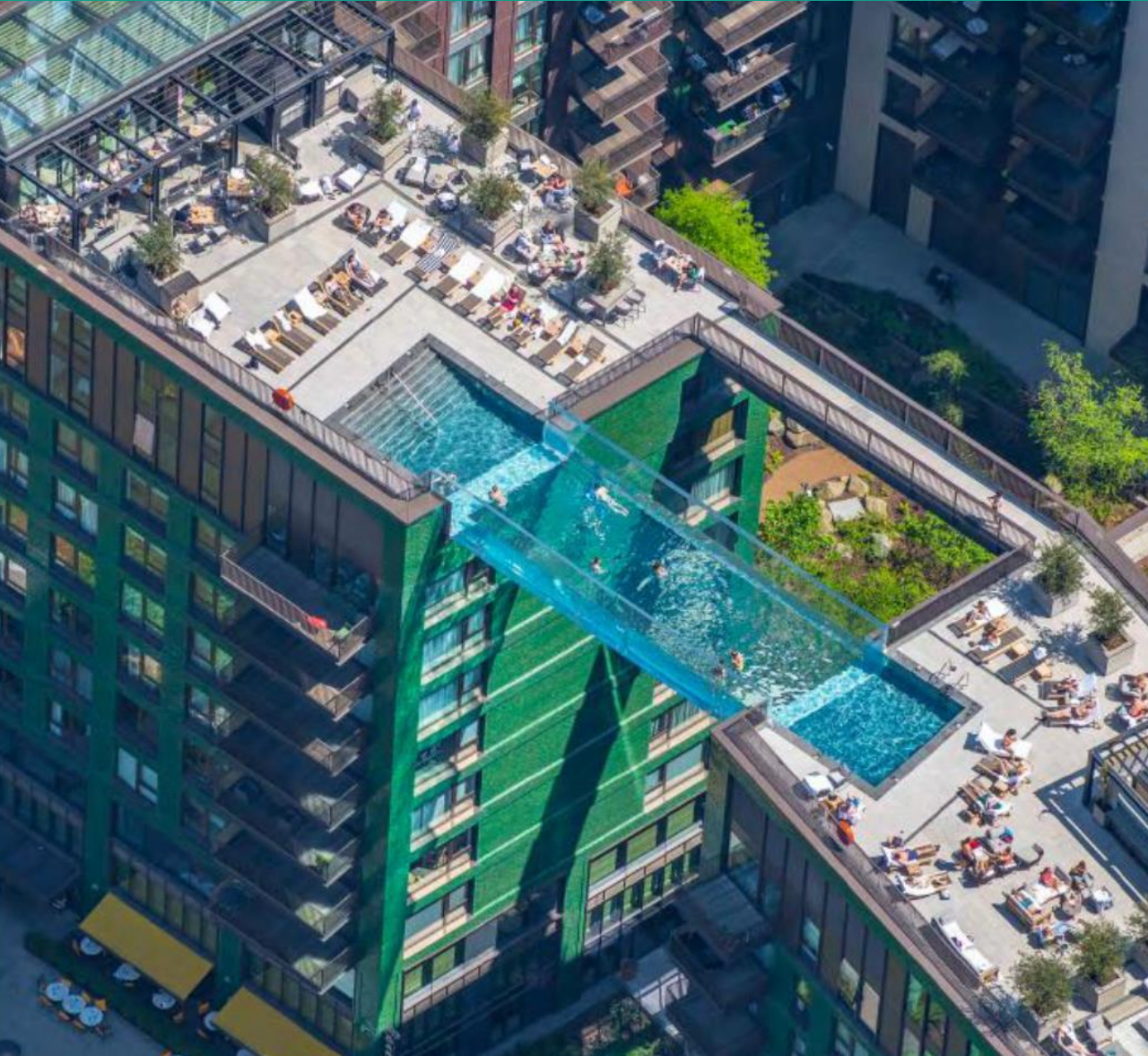
# PROJECT & MARKET UPDATES



# EMBASSY GARDENS

## SECOND PHASE OF BLOCK A03 LAUNCHED

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### EG Block A03 Update:

- Handover notices of Phase 1 units in Block A03 issued in August 2021
- Phase 2 of Block A03 launched in June 2021
- Both phases targeted for completion by Q1 FY2022
- Block A03 generated c. £120m sales in the past 12 months

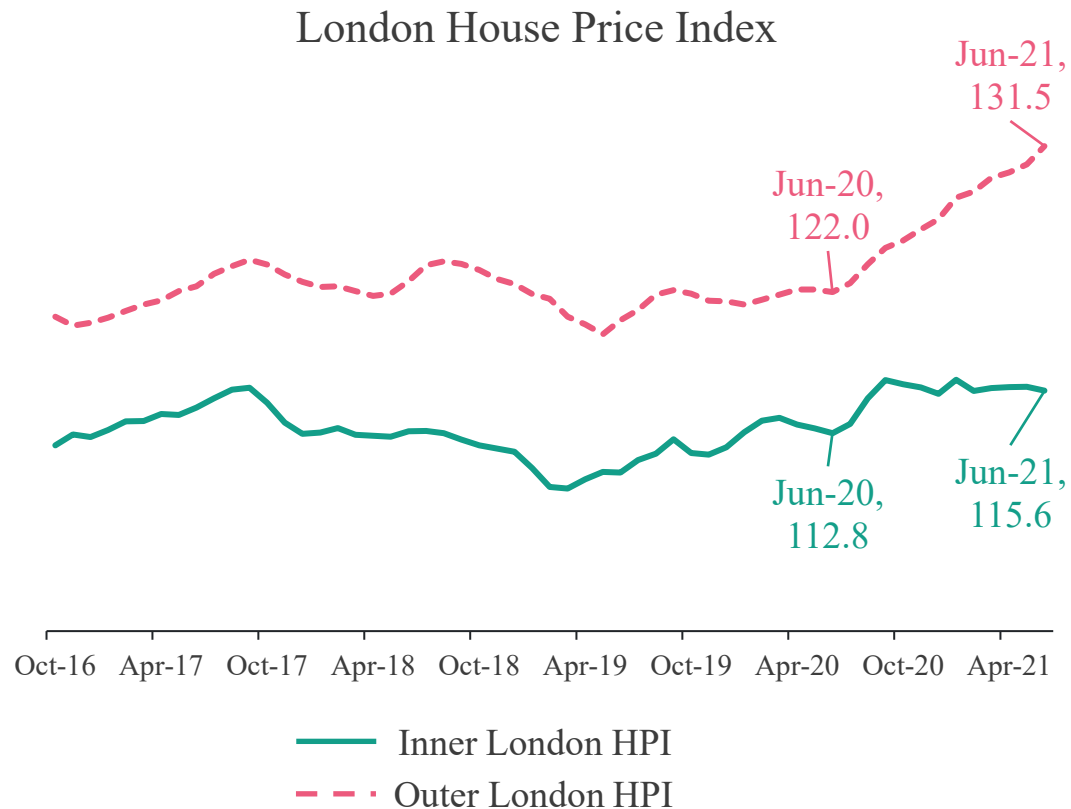


Scan for behind the scene on the installation of the world's **FIRST** transparent Sky Pool at Embassy Gardens

# LONDON

## SOME SIGNS OF RECOVERY

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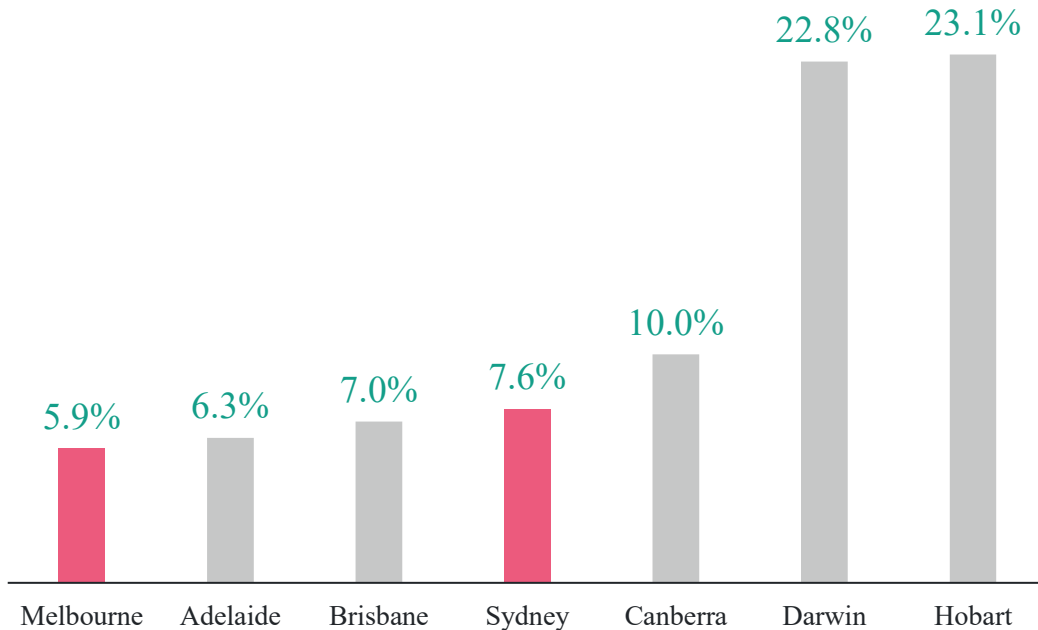


Source: ONS

- House price in Outer London grew 7.8% in the 12 months to June 2021
- However, demand for homes in Inner London remains relatively muted due to border closure
- Overseas demand remains stable despite expiry of stamp duty holiday in June 2021
- Some signs of recovery as rental rates in Inner London turned positive in the second quarter of 2021 for the first time since before the pandemic



### Changes in apartment unit value (July 2021 vs July 2020)



Source: CoreLogic

- Broad recovery in apartment prices across all capital cities in Australia, driven by strong domestic demand
- Recent lockdown is affecting sales in the near term
- Prices supported by low interest rates & lack of advertised supply
- Potential for recovery once vaccination rate reaches target by end of 2021

# CONCLUSION

## OUTLOOK FOR FY2021

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- Local demand is recovering though overseas demand is constrained by border closure.
- Restructuring in EcoWorld London to enable greater focus on development management.
- Strong balance sheet and low gearing.
- RM1.4 billion effective future revenue to be realised in FY2021 and FY2022.

THANK YOU

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## Sales Breakdown As At 31 Aug 2021

PROJECT	EWI STAKE	GDV (MILLION)	CUMULATIVE SALES (MILLION)	SALES VALUE (MILLION)		FUTURE REVENUE <sup>1</sup>
				FY2015-2020	FY2021	
<b>United Kingdom</b>						
London City Island	75%	£685	£591	£577	£14	£12
Embassy Gardens	75%	£902	£573	£456	£117	£89
Wardian London	75%	£570	£456	£480	(£24)	£26
Millbrook Park Ph1	70%	£105	£53	£38	£16	£13
Kensal Rise & Maida Hill (M&J)	70%	£93	£75	£65	£10	£12
Lampton	35%	£76	£35	£35	-	£1
Oxbow (Aberfeldy Village)	35%	£599	£100	£84	£16	£17
Kew Bridge	70%	£600	£304	£284	£20	£62
Barking Wharf Ph1	70%	£166	£166	£166	-	£4
Barking Wharf Ph2	70%			Yet to be launched		
Woking	70%	£377	£15	£15	-	-
<b>UK Sub-total</b>		<b>£4,173</b>	<b>£2,368</b>	<b>£2,199</b>	<b>£169</b>	<b>£237</b>
<b>Australia</b>						
West Village	100%	A\$322	A\$291	A\$256	A\$35	A\$20
Yarra One	100%	A\$244	A\$159	A\$170	(A\$11)	A\$5
Macquarie Park	100%			Yet to be launched		
<b>Australia Sub-total</b>		<b>A\$566m</b>	<b>A\$450</b>	<b>A\$426</b>	<b>A\$24</b>	<b>A\$25</b>
<b>GRAND TOTAL</b>		<b>RM25,606</b>	<b>RM14,920</b>	<b>RM13,879</b>	<b>RM1,041</b>	<b>RM1,431</b>

### Note:

- 1) Effective future revenue as at 31 Aug 2021
- 2) Sales in RM based on exchanged rates of £1:RM5.7247 and A\$1:RM3.0352 as at 31 Aug 2021



## Sales Breakdown As At 31 July 2021

PROJECT	EWI STAKE	GDV (MILLION)	CUMULATIVE SALES (MILLION)	SALES VALUE (MILLION)		FUTURE REVENUE <sup>1</sup>
				FY2015-2020	FY2021	
<b>United Kingdom</b>						
London City Island	75%	£685	£588	£577	£12	£10
Embassy Gardens	75%	£902	£564	£456	£108	£82
Wardian London	75%	£570	£459	£480	(£21)	£29
Millbrook Park Ph1	70%	£105	£53	£38	£15	£13
Kensal Rise & Maida Hill (M&J)	70%	£93	£75	£65	£10	£12
Lampton	35%	£76	£35	£35	-	£1
Oxbow (Aberfeldy Village)	35%	£599	£98	£84	£14	£16
Kew Bridge	70%	£600	£302	£284	£18	£61
Barking Wharf Ph1	70%	£166	£166	£166	-	£4
Barking Wharf Ph2	70%			Yet to be launched		
Woking	70%	£377	£15	£15	-	-
<b>UK Sub-total</b>		<b>£4,173</b>	<b>£2,355</b>	<b>£2,199</b>	<b>£156</b>	<b>£228</b>
<b>Australia</b>						
West Village	100%	A\$322	A\$288	A\$256	A\$33	A\$18
Yarra One	100%	A\$244	A\$159	A\$170	(A\$11)	A\$5
Macquarie Park	100%			Yet to be launched		
<b>Australia Sub-total</b>		<b>A\$566m</b>	<b>A\$447</b>	<b>A\$426</b>	<b>A\$22</b>	<b>A\$23</b>
<b>GRAND TOTAL</b>		<b>RM26,394</b>	<b>RM15,295</b>	<b>RM14,306</b>	<b>RM989</b>	<b>RM1,416</b>

### Note:

- 1) Effective future revenue as at 31 Jul 2021
- 2) Sales in RM based on exchanged rates of £1:RM5.9014 and A\$1:RM3.1247 as at 31 Jul 2021