

1Q FY2022

# CORPORATE PRESENTATION

March 2022

TOGETHER  
*We* CREATE

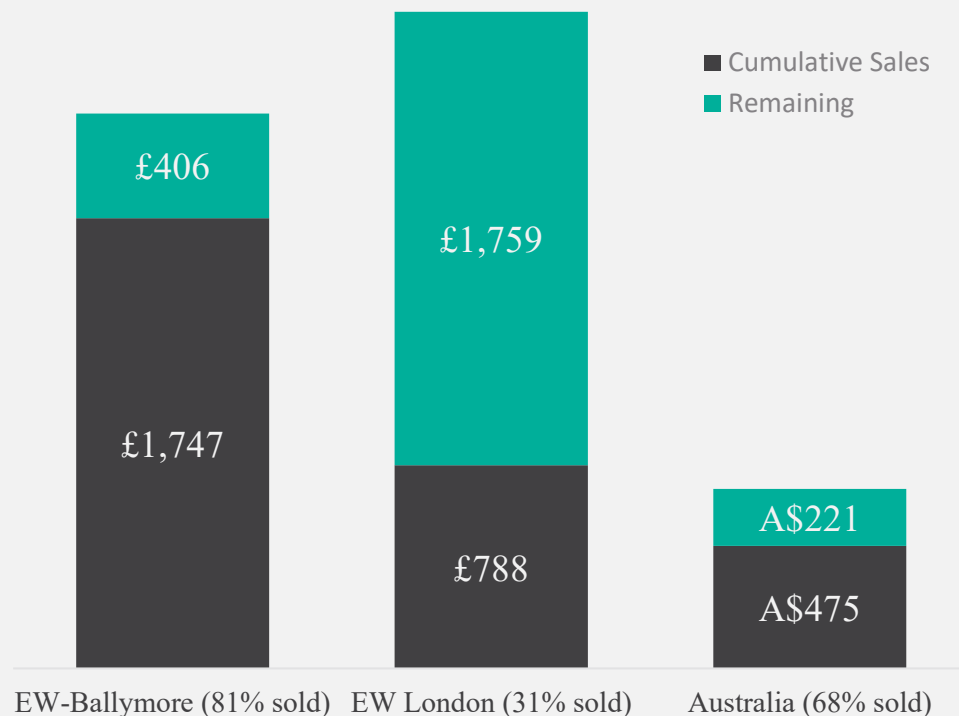
# SALES PERFORMANCE



- RM685 million sales & reserves of RM393 million as at 28 Feb 2022
- **RM1.077 billion sales + pipeline achieved in first four months of FY2022**
- Incentives provided to purchasers & sales agents boosted sales performance in 1Q 2022
- Sustained interest in Embassy Gardens & London City Island



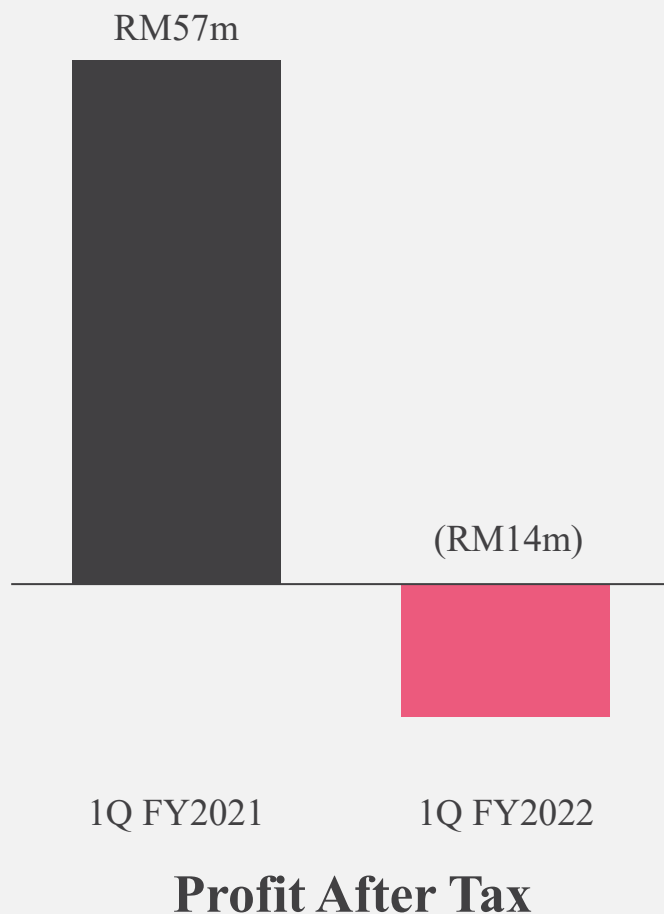
# MONETIZING COMPLETED STOCKS



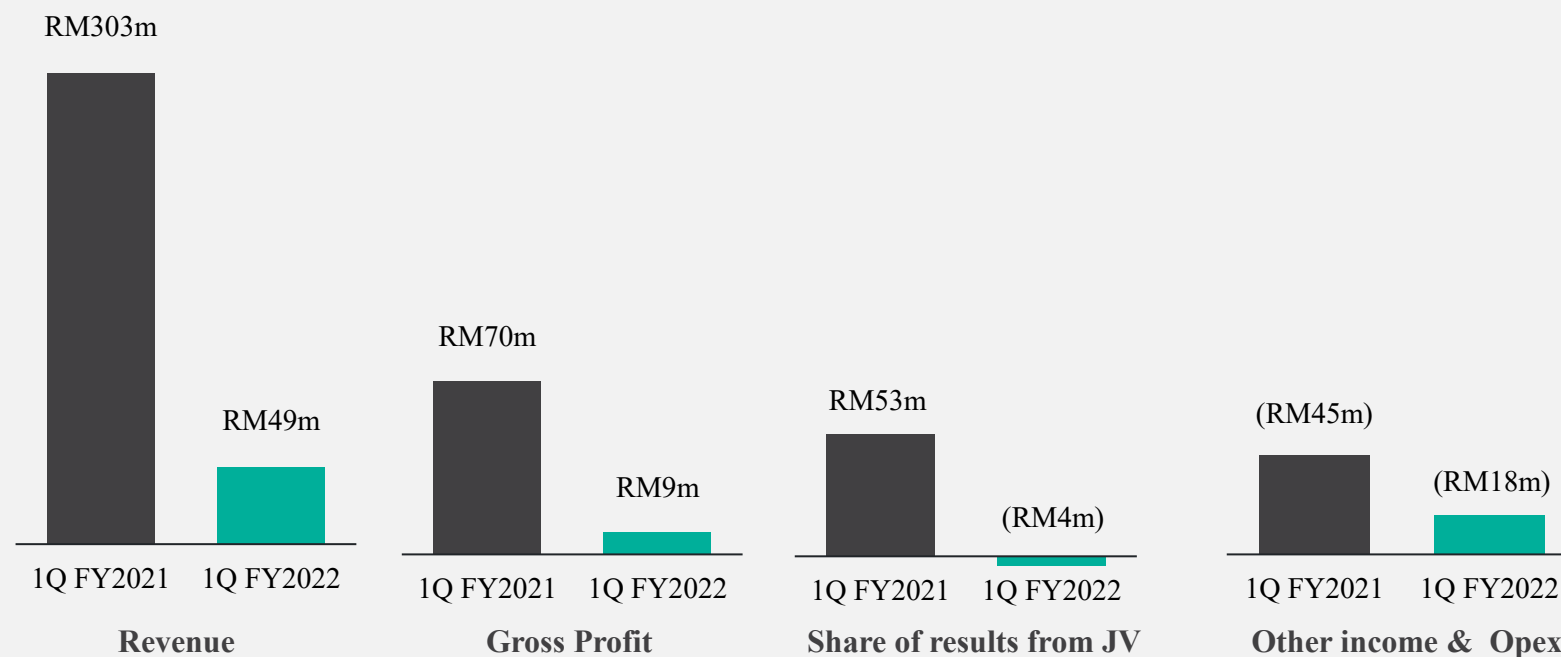
## Cumulative & Remaining GDV

- >80% of launched GDV in EW-Ballymore & Australia **have been sold and profits recognized.**
- Rising interest rates, risk premium and disruptions to marketing activities have increased holding cost & cost of capital.
- To accelerate sales with the aim of selling out all completed units (mostly in EW-Ballymore and Australia) within the next 2-3 years.

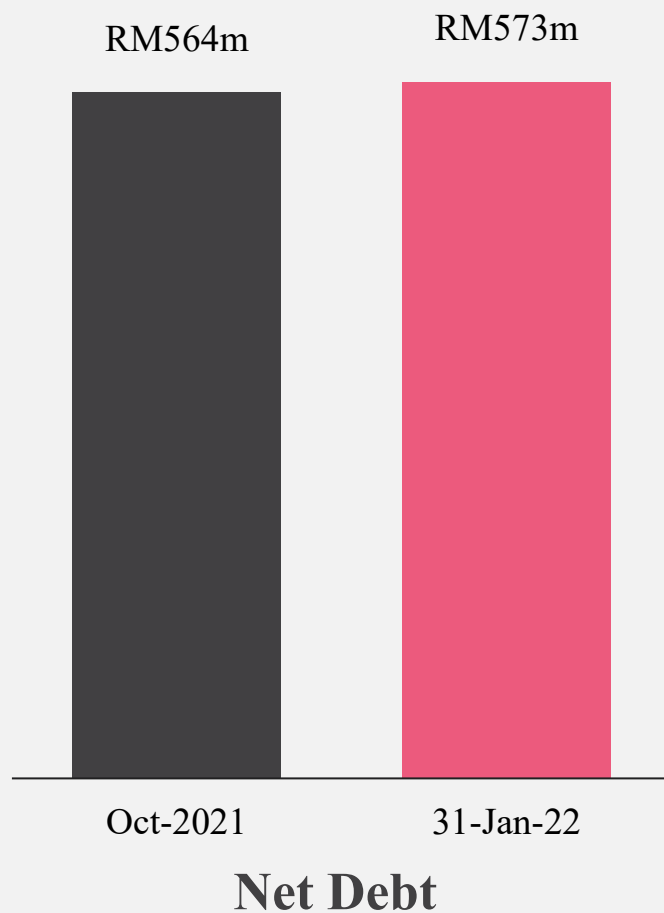
# PROFIT & LOSS



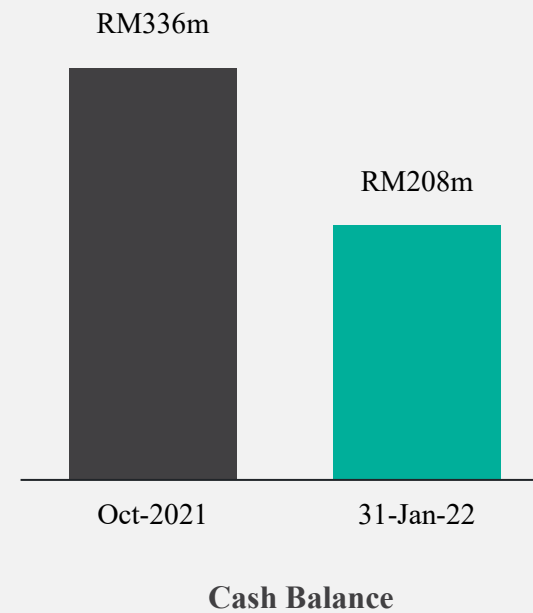
- Lower revenue as a result of fewer handovers by Australian projects
- Small losses recorded by JV due to:
  - Incentives provided to boost sales
  - Fewer completions in LCI & Wardian
- Continued financial discipline to manage overheads



# GEARING



- Focus on cash generation in the coming quarters
- Net debt ratio at 0.21x as at 31 January 2021
- Target to turn into net cash position by end-FY2022



# SALES BREAKDOWN – 28 FEBRUARY 2022

PROJECT	OWNERSHIP	GDV (MILLION)	CUMULATIVE SALES (MILLION)	SALES VALUE (MILLION)		EFFECTIVE FUTURE REVENUE
				FY2015-2021	FY2022	
<b>United Kingdom</b>						
London City Island	75%	£683	£637	£596	£41	£35
Embassy Gardens	75%	£900	£637	£594	£43	£64
Wardian London	75%	£569	£473	£461	£12	£18
Millbrook Park	70%	£104	£64	£59	£5	£20
Kensal Rise & Maida Hill (M&J)	70%	£95	£91	£85	£6	£16
Lampton	35%	£58	£35	£35	-	£1
Aberfeldy Village	35%	£857	£106	£102	£4	£14
Kew Bridge	70%	£602	£311	£309	£1	£64
Barking Wharf	70%	£166	£166	£166	-	£3
Woking	70%	£377	£15	£15	-	-
<b>UK Sub-total</b>		<b>£4,411</b>	<b>£2,535</b>	<b>£2,423</b>	<b>£112</b>	<b>£235</b>
<b>Australia</b>						
West Village	100%	A\$318	A\$300	A\$295	A\$5	A\$1
Yarra One	100%	A\$244	A\$175	A\$163	A\$12	A\$4
<b>Australia Sub-total</b>		<b>A\$563m</b>	<b>A\$475</b>	<b>A\$458</b>	<b>A\$18</b>	<b>A\$5</b>
<b>GRAND TOTAL</b>		<b>RM26,454</b>	<b>RM15,663</b>	<b>RM14,978</b>	<b>RM685</b>	<b>RM1,333</b>

\*Sales in RM based on exchanged rates of £1:RM5.6117 and A\$1:RM3.0217 as at 28 Feb 2022

# SALES BREAKDOWN – 31 JANUARY 2022

PROJECT	OWNERSHIP	GDV (MILLION)	CUMULATIVE SALES (MILLION)	SALES VALUE (MILLION)		EFFECTIVE FUTURE REVENUE
				FY2015-2021	FY2022	
<b>United Kingdom</b>						
London City Island	75%	£683	£623	£596	£27	£25
Embassy Gardens	75%	£900	£615	£594	£21	£47
Wardian London	75%	£569	£470	£461	£9	£16
Millbrook Park	70%	£104	£62	£59	£3	£18
Kensal Rise & Maida Hill (M&J)	70%	£95	£90	£85	£5	£15
Lampton	35%	£58	£35	£35	-	£1
Aberfeldy Village	35%	£857	£105	£102	£4	£14
Kew Bridge	70%	£602	£310	£309	£1	£63
Barking Wharf	70%	£166	£166	£166	-	£3
Woking	70%	£377	£15	£15	-	-
<b>UK Sub-total</b>		<b>£4,411</b>	<b>£2,491</b>	<b>£2,423</b>	<b>£69</b>	<b>£202</b>
<b>Australia</b>						
West Village	100%	A\$318	A\$299	A\$295	A\$4	-
Yarra One	100%	A\$244	A\$173	A\$163	A\$10	A\$1
<b>Australia Sub-total</b>		<b>A\$563m</b>	<b>A\$472</b>	<b>A\$458</b>	<b>A\$14</b>	<b>A\$1</b>
<b>GRAND TOTAL</b>		<b>RM26,461</b>	<b>RM15,399</b>	<b>RM14,971</b>	<b>RM428</b>	<b>RM1,142</b>

\*Sales in RM based on exchanged rates of £1:RM5.6224 and A\$1:RM2.9504 as at 31 Jan 2022