

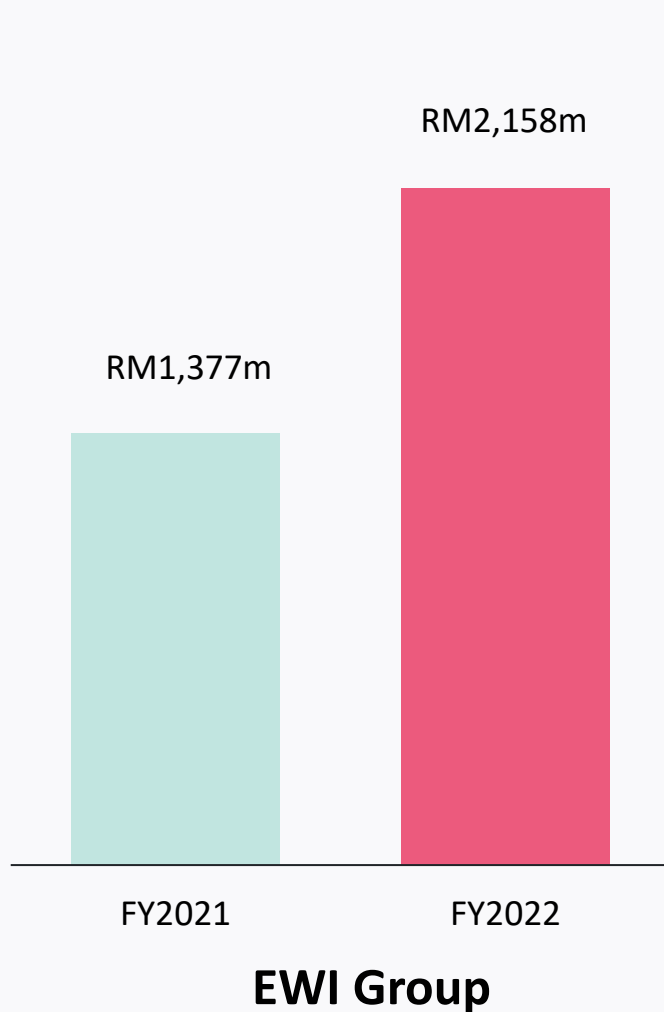
*Capital Repayment*

# ECOWORLD INTERNATIONAL

Q4 FY2022 CORPORATE PRESENTATION

# SALES PERFORMANCE

*Capital Repayment*



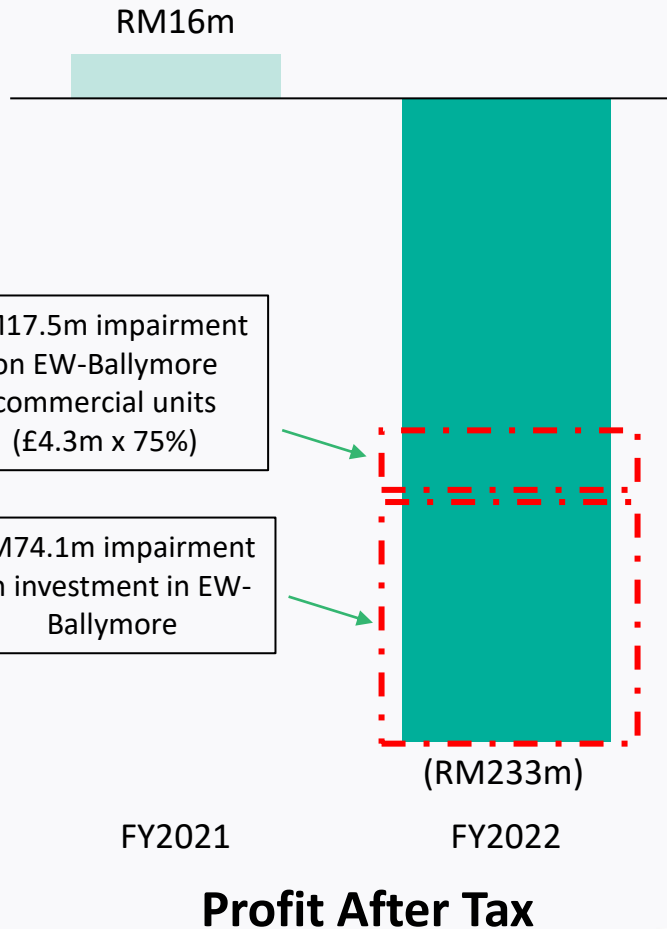
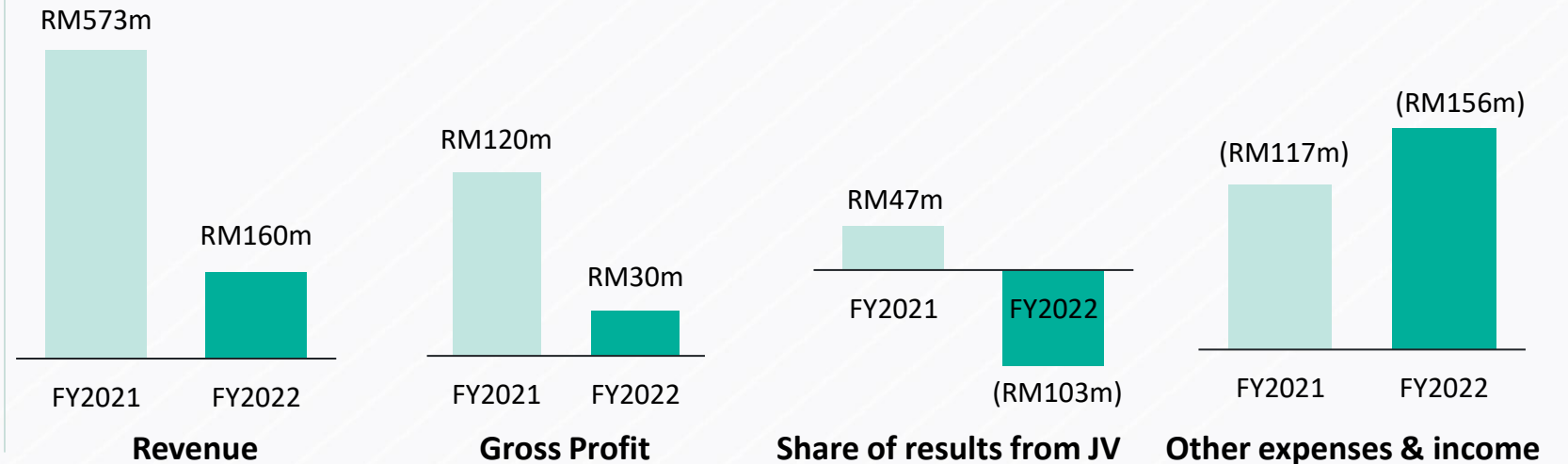
- **RM2,158 million sales** (RM2,457 million including reservations) achieved for FY2022, 57% higher than FY2021.
- Broad recovery in demand across EW-Ballymore, EW London and Australia



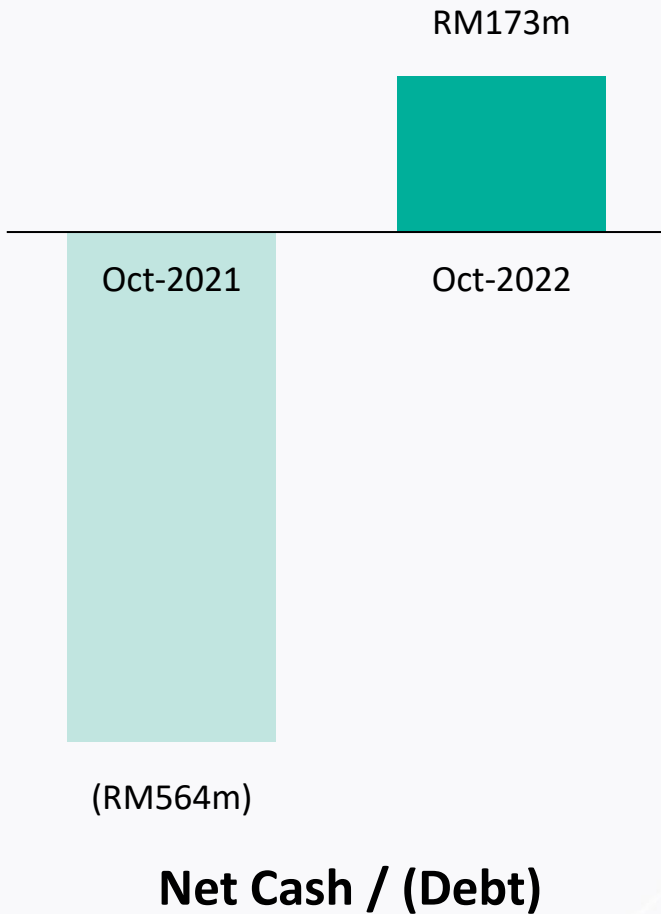
# PROFIT & LOSS

## Capital Repayment

- Operational losses in FY2022 despite better sales due to prolongation of development programmes and higher construction costs arising from Covid pandemic & weak sterling, and increased holding costs for unsold units.
- Recognised impairment of RM92m as a result of increase in discount rates and higher yield for valuation of commercial properties in EW-Ballymore. UK risk-free rate increased more than 200 basis points in FY2022
- Impairment on investment in EW-Ballymore can be reversed in later years if project profitability is maintained or improves



# BALANCE SHEET



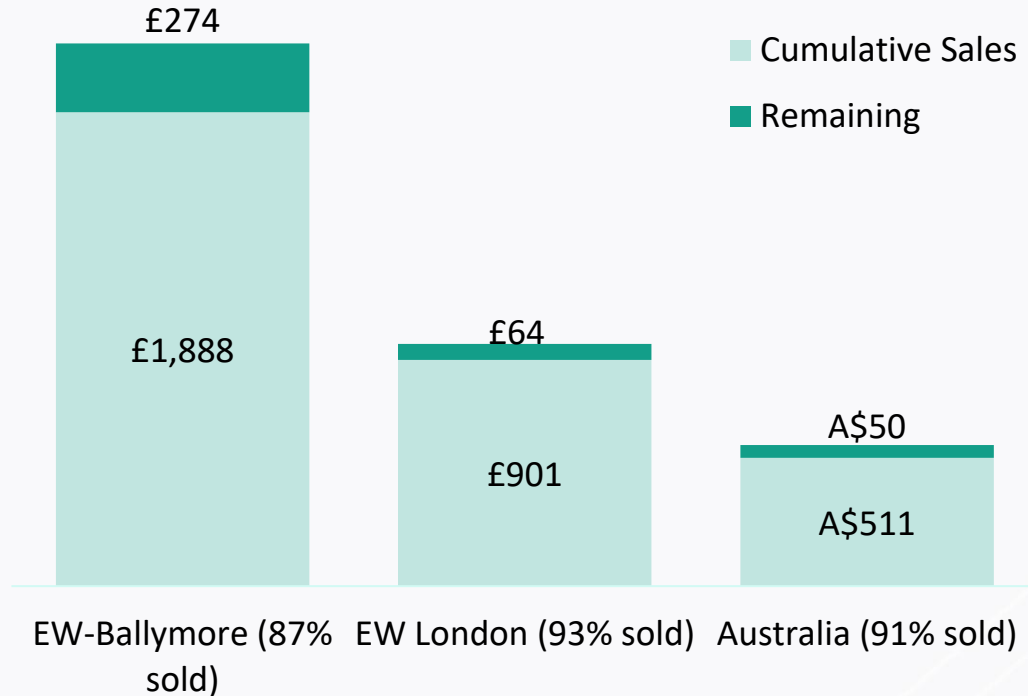
## *Capital Repayment*

- Turned into net cash position earlier than anticipated. Achieved net cash of RM173m as at 31 Oct 2022
- Sufficient funds have been set aside **to fully repay MTN of RM460m** by mid-FY2023



# MONETISING COMPLETED STOCKS

*Capital Repayment*



**Cumulative Sales & Remaining Launched GDV (in million)**

- **Sales target of RM1.4 billion for FY2023** - no new launches, most of the remaining units are completed
- Project development loans of EW-Ballymore & Australia fully paid down. Future sales to generate significant net cashflows for EWI
- Target to generate approximately RM900 million surplus cash in FY2023 after setting aside funds for EWL and MTN repayment
- Target to distribute surplus cash to EWI shareholders after obtaining necessary regulatory and shareholders' approvals
- Remaining business at EWL:
  - 3 ongoing projects (Kew, Oxbow, New Road Triangle) & 3 awaiting yet to be launched (Woking, Tesco Barking, Tulse Hill)

# CONCLUSION

## *Capital Repayment*

- FY2022 sales of RM2.16 billion exceeded target of RM2 billion.
- Losses reported due to higher operating costs and impairments
- Sales target of RM1.4 billion for FY2023 & target to generate RM900 million surplus cash in FY2023 after setting aside funds for EWL and MTN repayment
- Target to distribute surplus cash to EWI shareholders in late-2023

THANK YOU

ECOWORLD  
INTERNATIONAL  
CREATING TOMORROW & BEYOND



# SALES BREAKDOWN – 31 OCT 2022

*Capital Repayment*

PROJECT	OWNERSHIP	GDV (MILLION)	CUMULATIVE SALES (MILLION)	SALES VALUE (MILLION)		EFFECTIVE FUTURE REVENUE
				FY2015-2021	FY2022	
<b>United Kingdom</b>						
London City Island	75%	£688	£656	£596	£60	£3
Embassy Gardens	75%	£905	£732	£594	£137	£27
Wardian London	75%	£569	£500	£461	£39	£5
Millbrook Park	70%	£105	£81	£59	£22	£6
Kensal Rise & Maida Hill (M&J)	70%	£95	£94	£85	£9	£1
Lampton	35%	£86	£86	£35	£51	£17
Aberfeldy Village	35%	£857	£125	£102	£23	£4
Kew Bridge	70%	£603	£334	£309	£24	£15
Barking Wharf	70%	£166	£166	£166	£0	-
Woking	70%	£377	£15	£15	-	-
<b>UK Sub-total</b>		<b>£4,451</b>	<b>£2,788</b>	<b>£2,423</b>	<b>£366</b>	<b>£78</b>
<b>Australia</b>						
West Village	100%	A\$319	A\$308	A\$295	A\$13	-
Yarra One	100%	A\$242	A\$203	A\$163	A\$40	A\$2
<b>Australia Sub-total</b>		<b>A\$561m</b>	<b>A\$511</b>	<b>A\$458</b>	<b>A\$54</b>	<b>A\$2</b>
<b>GRAND TOTAL</b>		<b>RM25,998</b>	<b>RM16,768</b>	<b>RM14,610</b>	<b>RM2,158</b>	<b>RM433</b>

\*Sales in RM based on exchanged rates of £1:RM5.4594 and A\$1:RM3.0245 as at 31 Oct 2022