EC World
运 通 网 城 REIT

FY2024 Results Presentation

24 February 2025

Disclaimer

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments or companies, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events.

The information contained in this presentation has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither EC World Asset Management Pte. Ltd. (the “Manager”) nor any of its affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation.

The forecast performance of EC World Real Estate Investment Trust (“EC World REIT”) is not indicative of the future or likely performance of EC World REIT. The forecast financial performance of EC World REIT is not guaranteed.

The value of units in EC World REIT (“Units”) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

Investors should note that they will have no right to request the Manager to redeem or purchase their Units for so long as the Units are listed on the Singapore Exchange Securities Trading Limited (the “SGX-ST”). It is intended that unitholders of EC World REIT may only deal in their Units through trading on the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for Units.

Agenda

Section A	FY2024 Key Highlights
Section B	Financial Review
Section C	Portfolio Update

EC World
运 通 网 城 REIT

Section A: FY2024 Key Highlights

FY2024 Key Highlights

Financials and Distributions

- FY2024 **Gross revenue** declined by **14.4%** y-o-y mainly due to **termination of MLAs** upon lease expiry, coupled with **effect of novation of underlying leases** from master leases and related party leases for CXI, CXPL, FHCC and FZDS during the financial year, **discontinuation of China Tobacco leases** in HDP1, offset by income from new third party leases secured for HDP1 and higher late fee income[(1)]
- **NPI declined** by **18.1% y-o-y** mainly due to **lower revenue**, **bad debt provision**, **higher business tax** as a result of accrual of late payment penalty, and slightly offset by capitalization of expenses
- **Finance costs** of FY2024 were **5.2% higher** y-o-y mainly due to **higher interest rate** for offshore facilities and **additional finance cost incurred** for the settlement of short-term advance from an onshore SBLC issuer, mitigated by **lower loan quantum**

Asset Management

- **Occupancy of 86.3%** as at 31 December 2024
- WALE (by gross rental income) of **1.2 years**

Capital and Debt Structure

- **All-in running interest rate** for FY2024 of **8.2% p.a.**
- Weighted average debt maturity of **0.67 years**

(1) Chongxian Port Investment (“CXI”), Chongxian Port Logistics (“CXPL”), Fu Heng Warehouse (“FHCC”) , Fuzhou E-commerce (“FZDS”), Hengde Logistics Phase 1 (“HDP1”)

No distribution for 2H2024

- Distribution for 1H2023 was initially scheduled for 28 September 2023 but has been deferred to a future date when there is sufficient free cash.
- There was no distribution for 2H2023 due to insufficient fund
- There was no distribution for 1H2024 due to insufficient fund
- As per offshore facility agreement, permitted distribution means the payment of a dividend by ECW REIT to any holder in accordance with the Trust Deed, provided that :
  a) No default is continuing or would occur immediate after making the payment;
  b) the Borrowers are in compliance with the requirement in Clause 20 (financial Covenant) whether before, on or after such payment
- The Manager ECW will not able to fulfil, from the deposited property of the REIT, the liabilities of the property fund as they fall due if making distribution(1)
- Hence, there is no distribution for 2H2024

1. Paragraph 7.3 of the Property Funds Appendix which states that if "the manager declares a distribution that is in excess of profits, the manager should certify, in consultation with the trustee, that it is satisfied on reasonable grounds that, immediately after making the distribution, the property fund will be able to fulfil, from the deposited property of the property fund, the liabilities of the property fund as they fall due"

EC World
运 通 网 城 REIT

Section B: Financial Review




4QFY2024 (Year-on-Year) Summary Results

Year-on-Year Comparison	4QFY2024	4QFY2023	Variance (%)
Gross revenue (S$'000)	15,894	25,055	(36.6)
Net property income (S$'000)	11,200	22,659	(50.6)
Finance Cost (S$'000)	(11,752)	(12,013)	(2.2)
Income tax credit/(expenses) (S$'000)	1,840	126,787	(98.5)
Total amount available for distribution (S$'000)(1)	-	6,214	N/M
Amount retained (S$'000)(2)	-	(622)	N/M
Calculated distribution to Unitholders (S$'000)	-	5,592	N/M
Applicable number of units for computation of DPU (million)	809.8	809.8	-
Calculated distribution/distribution Per Unit (Singapore cents)(3)	**-**	**0.690**	**N/M**

(1) Based on 100% distribution
(2) Retention of total amount available for distribution for general working capital purpose
(3) There will be no distribution for 2H2024

- Gross revenue and NPI **declined 36.6% and 50.6%** y-o-y respectively
- **In RMB terms**, after relevant distribution adjustments, **gross revenue** was **40.4% lower,** mainly due to **termination of MLAs** upon lease expiry, coupled with **effect of novation of underlying leases** from master leases and related party leases for CXI, CXPL, FHCC and FZDS during the financial year, **discontinuation of China Tobacco leases** in HDP1, offset by income from new third party leases secured for HDP1 and higher late fee income
- **NPI, in RMB terms** after relevant distribution adjustment,, **declined 54.2%** mainly due to **lower revenue**, **bad debt provision, higher business tax** as a result of accrual of late payment penalty and offset by capitalisation of expenditure expenses
- **Lower finance cost** mainly due to **lower loan quantum**
- Income tax credit in 4QFY2024 and 4QFY2023 was mainly due to the reversal of deferred tax expenses as a result of fair value loss on investment properties
- **No income available** for distribution for 4Q2024, mainly due to revenue adjustment for MLAs and higher operating expenses at the Properties

4QFY2024 (Quarter-on-Quarter) Summary Results

Quarter-on-Quarter Comparison	4QFY2024	3QFY2024	Variance (%)
Gross revenue (S$'000)	15,894	25,081	(36.6)
Net property income (S$'000)	11,200	22,807	(50.9)
Finance Cost (S$'000)	(11,752)	(14,375)	(18.2)
Income tax credit (expenses) (S$'000)	1,840	(4,513)	N/M
Total amount available for distribution (S$'000)	-	3,611	N/M
Amount retained (S$'000)	-	(361)	N/M
Calculated distribution to Unitholders (S$'000)(1)	-	3,249	N/M
Applicable number of units for computation of DPU (million)	809.8	809.8	-
Calculated distribution Per Unit (Singapore cents)(2)	**-**	**0.401**	**N/M**

(1) 10% of total amount available for distribution for the quarter was retained
(2) There will be no distribution for 2H2024

- **Gross revenue** and **NPI decreased 36.6%** and **50.9%** q-o-q respectively
- **In RMB terms**, after relevant distribution adjustments, **gross revenue** was **36.8%** lower. Mainly due to **termination of MLAs upon lease expiry,** coupled with **effect of novation of underlying leases** from master leases and related party leases for CXI, CXPL, FHCC and FZDS during the financial year
- **NPI, in RMB terms** after relevant distribution adjustment, **declined 51.4%** mainly due to **lower revenue**, **bad debt provision**, **higher business tax** as a result of accrual of late payment penalty, offset by capitalisation of expenditure expenses
- **Income tax credit** in 4QFY2024 was mainly due to the reversal of deferred tax expenses as a result of fair value loss on investment properties
- **No income available** for distribution for 4Q2024, mainly due to revenue adjustment for MLAs and higher operating expenses at the Properties

FY2024 Summary Results

Year-on-Year Comparison	FY2024	FY2023	Variance (%)
Gross revenue (S$'000)	92,208	107,770	(14.4)
Net property income (S$'000)	(11,009)	(8,569)	(18.1)
Finance Cost (S$'000)	(49,037)	(46,615)	5.2
Income tax credit/(expenses) (S$'000)	6,131	108,854	(94.4)
Total amount available for distribution (S$'000)	17,560	32,923	(46.7)
Amount retained (S$'000)	(1,756)	(3,292)	(46.7)
Calculated distribution to Unitholders (S$'000)(1)	15,804	29,631	(46.7)
Applicable number of units for computation of DPU (million)	809.8	809.8	-
Calculated distribution Per Unit (Singapore cents)(2)	**1.951**	**3.659**	**(46.7)**

(1) 10% of total amount available for distribution for the quarter was retained
(2) There was no distribution for 1H2024 due to insufficient funds. There will be no distribution for 2H2024

- **Gross revenue** and **NPI** decreased **14.4%** and **18.1% y-o-y**
- In **RMB terms**, after relevant distribution adjustments, **gross revenue decreased 14.5%** mainly due to **termination of MLAs** upon lease expiry, coupled with **effect of novation of underlying leases** from master leases and related party leases for CXI, CXPL, FHCC and FZDS during the financial year, **discontinuation of China Tobacco leases** in HDP1, offset by income from new third party leases secured for HDP1 and higher late fee income
- **NPI in RMB terms,** after relevant distribution, **declined 18.5%** y-o-y mainly due to **lower revenue**, **bad debt provision**, **higher business tax** as a result of accrual of late payment penalty, offset by capitalisation of expenditure expenses
- **Finance costs** were **5.2% higher**, mainly due to **higher interest rate** and **additional finance cost** incurred for the settlement of short-term advance from an onshore SBLC issuer, mitigated by **lower loan quantum**
- **Income tax credit** in FY2023 and FY2024 was mainly due to the reversal of deferred tax expenses as a result of fair value loss on investment properties
- Calculated DPU **declined 46.7%** compared to FY2023 mainly due to **lower revenue, higher operating expenses** and **interest cost**

Balance Sheet

S$'000	As at 31 December 2024	As at 31 December 2023
Cash and cash equivalents[1]	4,513	100,964
Investment Properties[2]	713,726	805,629
Total Assets	887,079	1,005,280
Borrowings	480,382	559,079
Total Liabilities	855,016	910,419
Net Assets attributable to Unitholders	32,063	94,861
NAV per unit (S$)	0.04	0.12

(1) Decrease in cash and cash equivalent was mainly due to the settlement of revolving credit facilities using onshore cash deposits placed as collateral for standby letter of credit ("**SBLC**") issuance. As at 31 December 2024, all cash deposits placed as collaterals for SBLC were released for the repayment of revolving credit facilities

(2) Represents the year end fair value of the investment properties based on the valuation as at 31 December 2024 conducted by Savills. The investment properties were pledged as security for the borrowings of ECW Group. The decrease in carrying value of the investment properties was mainly due to fair value loss. In RMB terms, the valuation as at 31 December 2024 was 11.7% lower at RMB3,829 million compared to the valuation of RMB4,336 million as at 31 December 2023

Capital Management

Key Metrics as at 31 December 2024

Aggregate Leverage	• 56.5%[1] (31 December 2023: 57.9%)
FY2024 Blended Running Interest Rate[2][3]	• Aggregate – 8.2% p.a. • Onshore – 6.0% p.a. • Offshore – 9.2% p.a. • All revolving credit facilities have been fully repaid using the cash collaterals for the SBLC.
Weighted Average Debt Maturity[4]	• 0.67 years
Interest coverage ratio[5]	• 1.64x (31 December 2023: 2.11x)

Existing Bank Loans

- As at 31 December 2024, all revolving credit facilities have been fully repaid using the cash collaterals for the SBLC
- The restructuring of the Onshore Facilities has been completed with the signing of a supplementary agreement on 16 July 2024 between the EC World REIT group and the Onshore Lenders.
- Received Pre-enforcement Notice from Offshore lenders, the Pre-enforcement Notice allows up to 31 May 2025 for the Group to divest its assets in such amount sufficient to repay the Offshore Facility
- ECW has the existing Onshore Facility refinanced in full with an aggregate outstanding principal amount of to RMB722.0 million (S$134.6 million) including non-current liability of RMB38.5 million (S$7.2 million)[6] and offshore bank loans of SGD347.4 million outstanding
- The Manager has not received any indication from the lenders that they intend to accelerate the existing banks loans under the ECW facilities. The Manager is in active negotiations with the lenders of the Offshore Facility on a possible refinancing package and is optimistic that a favorable outcome would be achieved

(1) Appendix 6 of the Property Funds Appendix states that the aggregate leverage limit is not considered to be breached if exceeding the limit is due to circumstances beyond the control of the Manager
(2) The blended all-in running interest rate of the aggregate facilities for the quarter ended 31 December 2024 was 9.1% p.a.
(3) Based on average loans outstanding as at 31 December 2024
(4) Based on the maturity dates, the Onshore facility will mature on 30 April 2026, Offshore facility is assumed to be matured on 31 May 2025 according to the Pre-Enforcement Notice
(5) Calculated by dividing the trailing 12 months earnings before interest, tax, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation), by the trailing 12 months interest expense and borrowing-related fees
(6) ICBC had signed a withdrawal letter from the Onshore Facility with effect from 20 June 2024

EC World
运 通 网 城 REIT

Section C: Portfolio Update

Existing Portfolio

Average Committed Occupancy of 86.3%

E-Commerce Logistics Assets

Asset	Lease Structure [1]	Committed Occupancy	Key Highlight
Fu Heng Warehouse	Multi Tenanted	74.5%	Coveted property; supporting e-commerce fulfilment
Fuzhou E-Commerce	Multi Tenanted	72.3%	Situated next to Fu Heng. An integrated e-commerce logistics asset
Stage 1 Properties of Bei Gang	Master Leased	100%	An integrated e-commerce logistic asset
Wuhan Meiluote	Multi Tenanted	77.4%	First acquisition in 2018. Houses mainly e-commerce players Heavy competition at Wuhan market currently

Specialized Logistics Asset

Asset	Lease Structure	Committed Occupancy	Key Highlight
Hengde Logistics	Multi Tenanted	91.1%	Customised environment control warehouse space

Port Logistics Assets

Asset	Lease Structure	Committed Occupancy	Key Highlight
Chongxian Port Investment	Multi Tenanted	92.2%	River port for steel products in Hangzhou
Chongxian Port Logistics	Multi Tenanted	95.9%	An integrated complex of with warehouses and office building

(1) As at 31 December 2024. MLA: Master Leased Agreement; Negotiation on Master Settlement Agreement with the Sponsor Group is pending

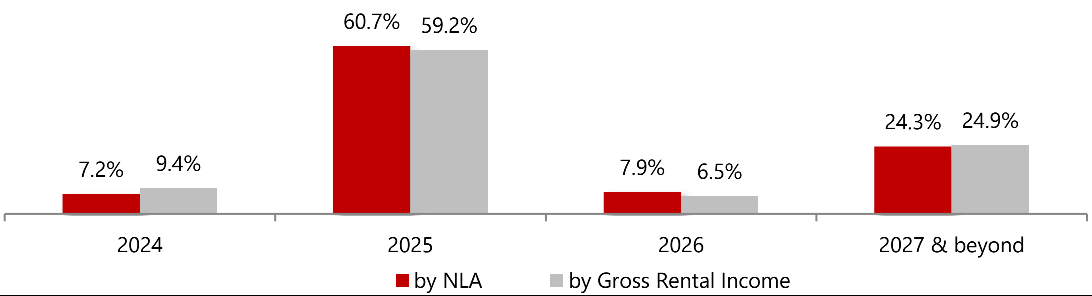
Quality and Differentiated Asset Portfolio

☑ Average committed occupancy of **86.3%** as at 31 December 2024

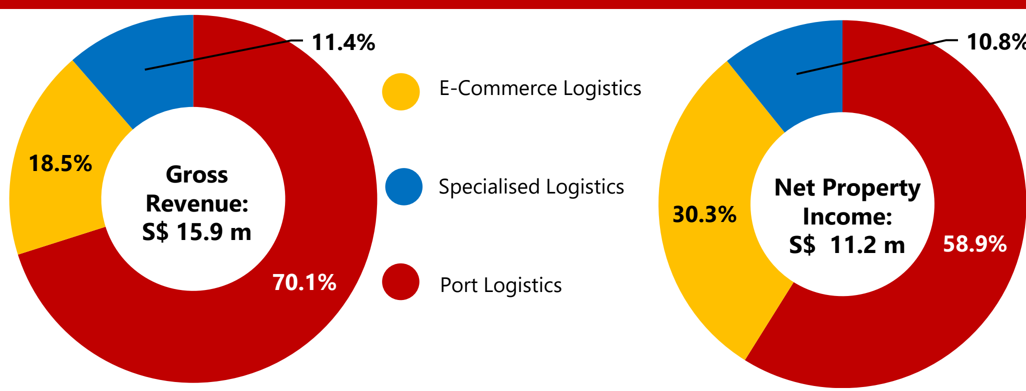
Lease Expiry Profile of Portfolio

WALE by NLA: 1.6 years

WALE by Gross Rental Income: 1.2 years

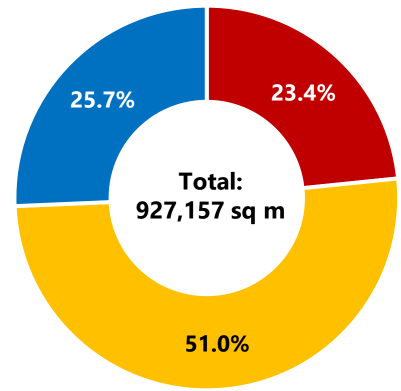


4QFY2024 Contribution by segments

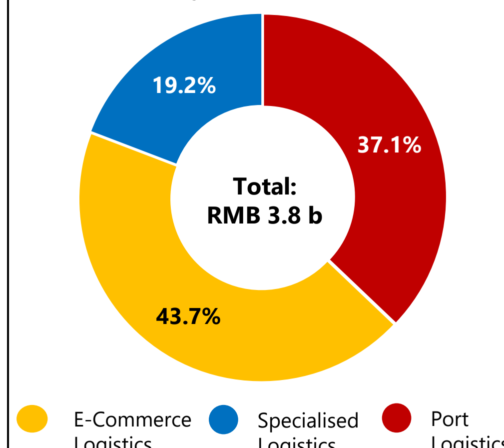


Portfolio Diversification

By Net Lettable Area



By Valuation (1)



(1) The investment properties were revalued on 31 December 2024 by Savills Real Estate Valuation (Guangzhou) Ltd - Shanghai Branch

For queries, please contact:

Yu Wensu
Manager, Investor Relations
Tel: +65 6221 9018
Wensu@ecwreit.com
www.ecwreit.com

EC World
运 通 网 城 REIT

Thank You