



**EC World**  
运通网城 REIT

# 1QFY2025 Results Presentation

14 May 2025



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# Agenda

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1QFY2025 Key Highlights

## Section B

Financial Review

## Section C

Portfolio Update



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# Section A: 1QFY2025 Key Highlights



# 1QFY2025 Key Highlights



## Financials and Distributions

- 1QFY2025 **gross revenue** and **NPI** were down by **49.9%** and **53.7%** y-o-y respectively, mainly due to the **termination of MLAs** upon lease expiry for CXI, BG, FHCC and FZDS, lower contribution from underlying leases, offset by income contribution from new third-party leases secured for HDSP Phase 1<sup>(1)</sup> and higher late fee income
- **Finance costs** of 1QFY2025 were **8.0% lower** y-o-y mainly due to **lower loan quantum**, partially offset by higher interest rate for offshore loans



## Asset Management

- Occupancy of **86.6%** as at 31 March 2025
- WALE (by gross rental income) of **1.3 years**



## Capital and Debt Structure

- **All-in running interest rate** for 1QFY2025 of **8.8% p.a.**
- Weighted average debt maturity of **0.42 years**

(1) Chongxian Port Investment ("CXI"), Chongxian Port Logistics ("CXPL"), Fu Heng Warehouse ("FHCC"), Fuzhou E-commerce ("FZDS"), Hengde Logistics ("HDSP")

## No Distribution Expected in FY2025

- 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
- There was no distribution for 2H2024 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<sup>(1)</sup>
- It is highly likely that no distribution will be declared for the financial year 2025

(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”



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## Section B: Financial Review



# 1QFY2025 (Year-on-Year) Summary Results

Year-on-Year Comparison	1QFY2025	1QFY2024	Variance (%)
Gross revenue (S\$'000)	12,679	25,296	(49.9)
Net property income (S\$'000)	10,783	23,311	(53.7)
Finance Cost (S\$'000)	(10,811)	(11,755)	(8.0)
Income tax credit/(expenses) (S\$'000)	(1,574)	(3,733)	(57.8)
Total amount available for distribution (S\$'000) <sup>(1)</sup>	-	8,134	N/M
Amount retained (S\$'000) <sup>(2)</sup>	-	(814)	N/M
Calculated distribution to Unitholders (S\$'000)	-	7,320	N/M
Applicable number of units for computation of DPU (million)	809.8	809.8	-
<b>Calculated distribution/distribution Per Unit (Singapore cents)<sup>(3)</sup></b>	-	<b>0.904</b>	<b>N/M</b>

- Gross revenue and NPI **declined 49.9% and 53.7%** y-o-y respectively
- **In RMB terms**, after relevant distribution adjustments, **gross revenue and NPI in RMB terms were 48.3% and 52.2% lower** respectively compared to 1Q2024, mainly due to **termination of MLAs** upon lease expiry, lower contribution from underlying leases, offset by income contribution from new third-party leases secured for Hengde Logistics Phase I and higher late fee income
- **Lower finance cost** mainly due to **lower loan quantum**
- **No income available** for distribution for 1Q2025, mainly due to significant drop in revenue

(1) Based on 100% distribution

(2) Retention of total amount available for distribution for general working capital purpose

(3) Highly likely that no distribution will be declared for the financial year 2025

# 1QFY2025 (Quarter-on-Quarter) Summary Results

Quarter-on-Quarter Comparison	1QFY2025	4QFY2024	Variance (%)
Gross revenue (S\$'000)	12,679	15,894	(20.2)
Net property income (S\$'000)	10,783	11,200	(3.7)
Finance Cost (S\$'000)	(10,811)	(11,752)	(8.0)
Income tax credit (expenses) (S\$'000)	(1,574)	1,840	N/M
Total amount available for distribution (S\$'000)	-	-	N/M
Amount retained (S\$'000)	-	-	N/M
Calculated distribution to Unitholders (S\$'000) <sup>(1)</sup>	-	-	N/M
Applicable number of units for computation of DPU (million)	809.8	809.8	-
<b>Calculated distribution Per Unit (Singapore cents)<sup>(2)</sup></b>	<b>-</b>	<b>-</b>	<b>N/M</b>

(1) 10% of total amount available for distribution for the quarter was retained

(2) Highly likely that no distribution will be declared for the financial year 2025

- **Gross revenue** and **NPI** decreased **20.2%** and **3.7%** q-o-q respectively
- **In RMB terms**, after relevant distribution adjustments, **gross revenue and NPI** was **18.4%** and **0.6%** lower. Mainly due to **termination of MLAs upon lease expiry**, offset by income contribution from new third-party leases secured for Hengde Logistics Phase I and higher late fee income
- **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 1Q2025, mainly due to significant drop in revenue

# Balance Sheet

S\$'000	As at 31 March 2025	As at 31 December 2024
Cash and cash equivalents	4,181	4,513
Investment Properties <sup>(2)</sup>	706,833	713,726
Total Assets	876,694	887,079
Borrowings	477,923	480,382
Total Liabilities	850,173	855,016
Net Assets attributable to Unitholders	26,521	32,063
NAV per unit (S\$)	0.03	0.04

(1) Represents the carrying values of the investment properties, including asset enhancement initiatives, effective rental adjustments and translation differences. The investment properties were pledged as security for the borrowings of ECW and its subsidiaries (collectively, the "Group"). The decrease in carrying amount of investment properties was mainly due to weakening of RMB against SGD.

# Capital Management

## Key Metrics as at 31 March 2025

<b>Aggregate Leverage</b>	<ul style="list-style-type: none"> <li>56.8%<sup>(1)</sup> (31 December 2024: 56.5%)</li> </ul>
<b>1QFY2025 Blended Running Interest Rate<sup>(2)(3)</sup></b>	<ul style="list-style-type: none"> <li>Aggregate – 8.8% p.a.</li> <li>Onshore – 5.9% p.a.</li> <li>Offshore – 9.9% p.a.</li> </ul>
<b>Weighted Average Debt Maturity<sup>(4)</sup></b>	<ul style="list-style-type: none"> <li>0.42 years</li> </ul>
<b>Interest coverage ratio<sup>(5)</sup></b>	<ul style="list-style-type: none"> <li>1.37x (31 December 2024: 1.64x)</li> </ul>

### Existing Bank Loans

- 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
- At this stage, based on current progress and market conditions, it is highly likely that we will not be able to meet the 31 May milestone
- ECW has the existing Onshore Facility refinanced in full with an aggregate outstanding principal amount of to RMB722.0 million (\$S133.3 million) including non-current liability of RMB38.5 million (\$S7.1 million)<sup>(6)</sup> and offshore bank loans of SGD345.9 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 interest rate of the aggregate facilities for the quarter ended 31 March 2025 was 9.0% p.a.

(3) Based on average loans outstanding as at 31 March 2025

(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



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## Section C: Portfolio Update



# Existing Portfolio

## Average Committed Occupancy of 86.6%

### E-Commerce Logistics Assets

Asset	Lease Structure	Committed Occupancy	Key Highlight
Fu Heng Warehouse	Multi Tenanted	71.3%	Coveted property; supporting e-commerce fulfilment
Fuzhou E-Commerce	Multi Tenanted	74.5%	Situated next to Fu Heng. An integrated e-commerce logistics asset
Stage 1 Properties of Bei Gang	Master Leased <sup>(1)</sup>	100%	An integrated e-commerce logistic asset
Wuhan Meiluote	Multi Tenanted	84.1%	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	90.9%	Customised environment control warehouse space

### Port Logistics Assets

Asset	Lease Structure	Committed Occupancy	Key Highlight
Chongxian Port Investment	Multi Tenanted	88.9%	River port for steel products in Hangzhou
Chongxian Port Logistics	Multi Tenanted	97.5%	An integrated complex of with warehouses and office building

(1) As at 31 March 2025. MLA: Master Leased Agreement; Negotiation on Master Settlement Agreement with the Sponsor Group is pending

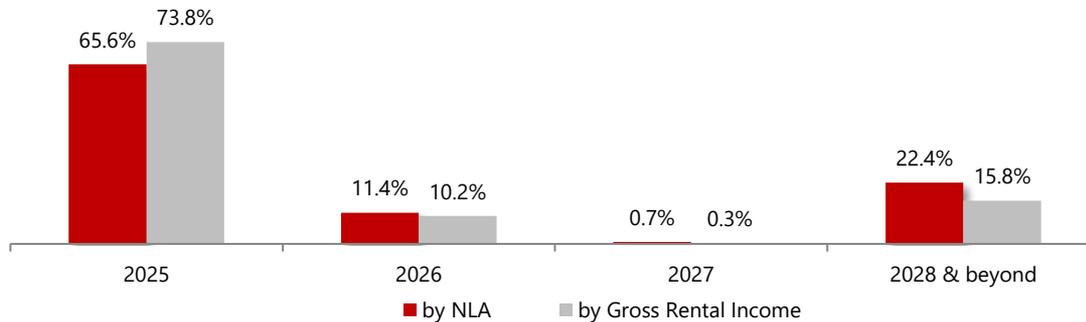
# Quality and Differentiated Asset Portfolio

☑ Average committed occupancy of **86.6%** as at 31 March 2025

## Lease Expiry Profile of Portfolio

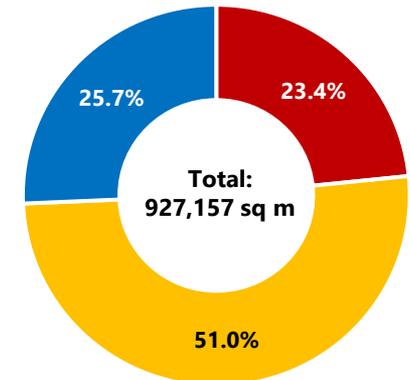
WALE by NLA: 1.6 years

WALE by Gross Rental Income: 1.3 years

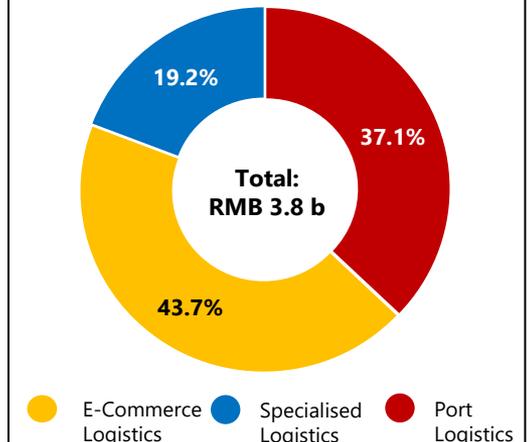


## Portfolio Diversification

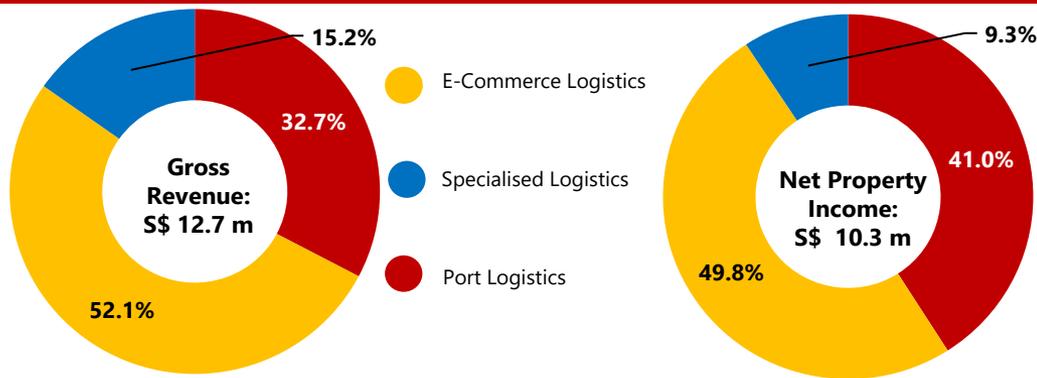
### By Net Lettable Area



### By Valuation <sup>(1)</sup>



## 1QFY2025 Contribution by segments



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



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**For queries, please contact:**

**Yu Wensu**

Manager, Investor Relations

Tel: +65 6221 9018

[wensu@ecwreit.com](mailto:wensu@ecwreit.com)

[www.ecwreit.com](http://www.ecwreit.com)



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**Thank You**

