



Matrix Concepts Holdings Bhd

(Company No.: 414615-U)

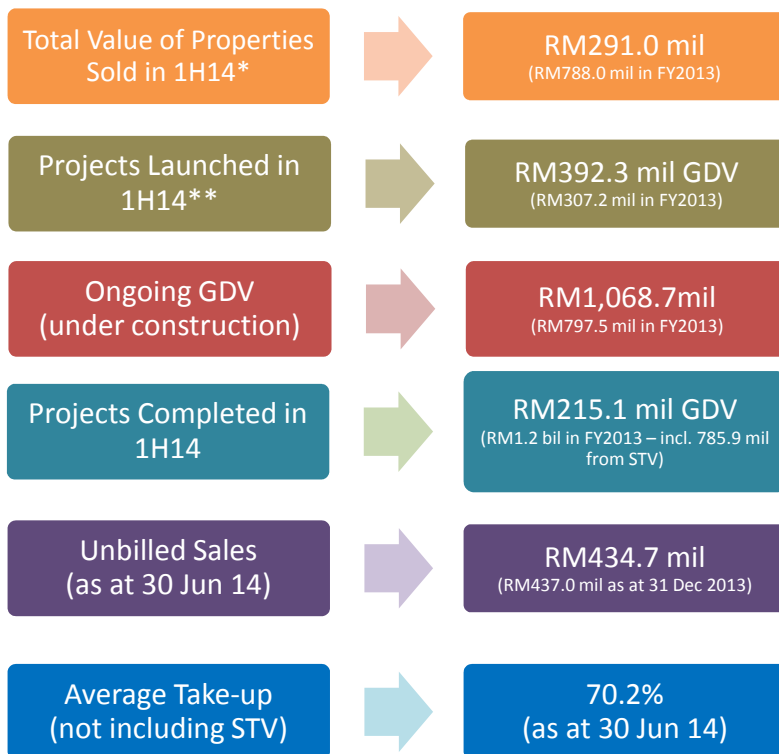
2Q14 Results and Corporate Update

20 August 2014

IR Adviser



1H14 OPERATIONS REVIEW



* Including STV industrial properties sales
** Not including GDV adjustment



1H14 SNAPSHOT

Bandar Sri Sendayan

- Completed Nusari Aman 3A & Nusari Bayu 2B with total GDV of RM69.7 mil
- Hijayu 3A split into 4 phases with increased total GDV of RM300.0 mil (from RM237 mil in 1Q14):
 - Launched Hijayu 3A (Phases 1 & 2) with GDV RM120.0 mil in June 2014; take up rate at 52.9%
 - Hijayu 3A (Phase 3 & 4) with GDV of RM180.0 mil expected to be launched in 4Q14

BSS Snapshot:

	FY2013 (RM'mil)				FY2014 (RM'mil)	
	1Q	2Q	3Q	4Q	1Q	2Q
Start-Quarter GDV	783.2	709.6	586.5	719.5	595.4	771.8
Less Completed Projects	73.6	123.1	-	127.2	77.9	69.7
Add New Launches	-	-	133.0	-	254.3	120.0
Add GDV Adjustment	-	-	-	3.1	-	23.4
End-Quarter GDV	709.6	586.5	719.5	595.4	771.8	845.5
Start-Quarter Take-up	480.0	552.0	542.4	603.1	555.2	585.8
Add New Take-up	145.6	113.5	60.7	79.3	108.5	102.1
Less Completed Projects	73.6	123.1	-	127.2	77.9	69.7
End-Quarter Take-up	552.0	542.4	603.1	555.2	585.8	618.2
Take-up Rate	77.8%	92.5%	83.8%	93.3%	75.9%	73.1%
Unbilled Sales	304.1	361.9	392.0	289.3	279.4	278.1



PROJECT UPDATE: BSS (as at 30 Jun 2014)

Sendayan TechValley

Project	Type	Net saleable land (acres)	No. of units	Take-up rate	Est. GDV (RM'mil)	Unbilled Sales (RM'mil)	Status
Sendayan Tech Valley 1	Ind Lot	221.0	52	88%	226.7	96.7	Completed & Ready for Sale
Sendayan Tech Valley 2	Ind Lot	417.9	77	45%	559.2		
TOTAL		638.9	129	62.8%	785.9	96.7	



• 10.5 acres of industrial plots sold so far in 2014 at about RM40 psf



Hino Motors Manufacturing (M) Sdn Bhd (Japan)



Messier-Bugatti-Dowty (M) Sdn Bhd (France)

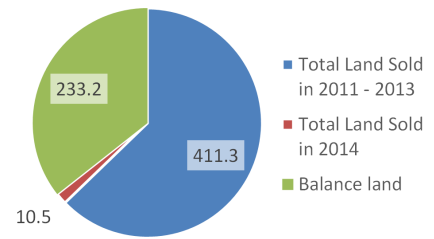


Kayaku Safety Systems (M) Sdn Bhd (Japan)



Akashi Kikai Industry (M) Sdn Bhd (Japan)

STV Land (acres)
(as at 30 Jun 2014)



PROJECT UPDATE: STV (as at 30 Jun 2014)



Total investment
135
RM million

- Built on 20 acres of land and modelled after a British residential school concept providing a full campus learning environment
- Offering IGCSE - University of Cambridge O & A levels as well as the national KSSR and KSSM curriculum for both primary & secondary education
- Target student population of 2,500
- Matrix International School targets for first intake in 3Q14; Matrix Private School targets for first take in 1Q15

85%

Completed

*Phase 1 of Matrix International School was completed in July 2014

Artist Impression



Current Progress



MATRIX GLOBAL SCHOOLS @ BSS



Total investment

65

RM million

80%

Completed

- Situated on 6.33 acres of land in BSS, with approximately 485,000 sq.ft build up area
- Housing various sports facilities, meeting rooms, dining outlets, etc. to cater for the sporting and recreational needs of residents and businesses in BSS
- Awarded a provisional "Gold Standard" by the Green Building Index for Design Assessment
- On target for completion in 4Q14 and operation in 1Q15

Artist Impression



Current Progress

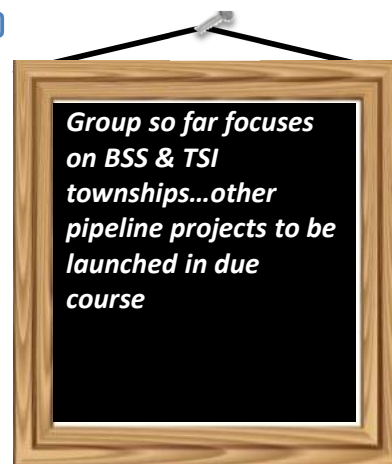


D'TEMPAT COUNTRY CLUB @ BSS

Taman Seri Impian

- Impiana Bayu 1 with 603 units of single and double storey terrace houses enjoyed encouraging take-up rate at 58.6%
- Taman Seri Impian snapshot:

	FY2013 (RM'mil)				FY2014 (RM'mil)	
	1Q	2Q	3Q	4Q	1Q	2Q
Start-Quarter GDV	147.6	147.6	67.5	231.5	231.5	231.5
Less Completed Projects	-	80.1	-	-	-	67.5
Add New Launches	-	-	164.0	-	-	18.0
Add GDV Adjustment	-	-	-	-	-	25.0
End-Quarter GDV	147.6	67.5	231.5	231.5	231.5	207.0
Start-Quarter Take-up	107.3	136.7	67.5	93.0	123.9	145.1
Add New Take-up	29.4	10.9	25.5	30.9	21.2	40.3
Less Completed Projects	-	80.1	-	-	-	67.5
End-Quarter Take-up	136.7	67.5	93.0	123.9	145.1	117.8
Take-up Rate	92.6%	99.9%	40.2%	53.5%	62.7%	56.9%
Unbilled Sales	47.3	37.3	55.9	34.0	52.4	58.4



Other pipeline projects:

- TSI
 - Outstanding pipeline GDV RM 680.0 mil
- Others (in Negeri Sembilan)
 - Outstanding pipeline GDV RM 1,100.0 mil

Other Project (in Negeri Sembilan)

Lobak Commercial Centre

- 12 units of 2-storey shop offices with estimated GDV of RM16.1 mil
- Take-up rate of 91.7% and unbilled sales of RM1.5 mil



PROJECT UPDATE: TSI & OTHERS (as at 30 Jun 2014)



2Q14 FINANCIAL HIGHLIGHTS

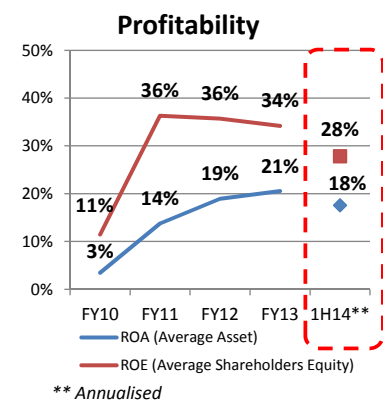
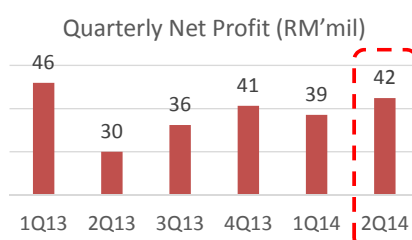
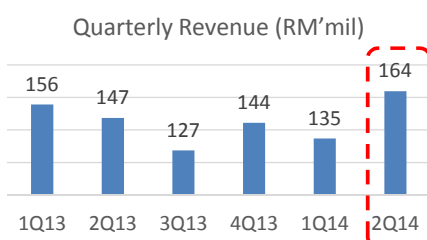
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Background Operations **Financials** Growth Merits Appendix

2Q14	2Q13	Change	RM'mil	1H14	1H13	Change
163.7	147.3	11.1%	Revenue	298.4	302.9	-1.5%
74.6	53.6	39.1%	Gross Profit	142.4	128.1	11.1%
45.5%	36.4%	9.2 pt	Gross Profit margin	47.7%	42.3%	5.4 pt
59.3	41.5	42.8%	EBITDA	114.3	103.8	10.2%
36.2%	28.2%	8.0 pt	EBITDA margin	38.3%	34.3%	4.0 pt
58.6	40.6	44.3%	PBT	112.5	102.1	10.2%
35.8%	27.6%	8.2 pt	PBT margin	37.7%	33.7%	4.0 pt
42.4	30.0	41.3%	PATMI	81.0	76.0	6.5%
25.9%	20.4%	5.5 pt	Net margin	27.1%	25.1%	2.0 pt
9.3	6.6	41.3%	Basic EPS (sen)*	17.7	16.7	6.5%

* Based on enlarged number of shares following 1-for-2 Bonus Issue

- Higher 2Q14 revenue year-on-year, largely due to increased contribution from residential property segment, with favourable product mix margin
- Margins slightly dampened q-o-q, mainly due to the pre-operating expenses incurred for the Matrix Global Schools and the clubhouse for Bandar Sri Sendayan



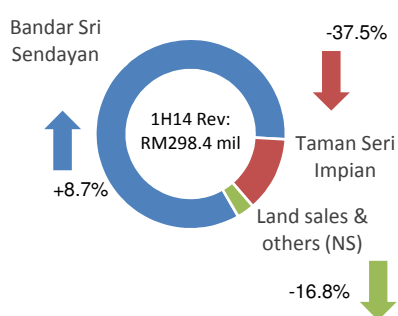
2Q14 INCOME STATEMENT

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PROJECT SEGMENTATION

Location	1H13		1H14	
	RM'mil	%	RM'mil	%
NS				
BSS	231.1	76%	251.3	84%
Others	2.8	1%	8.9	3%
Johor				
TSI	61.1	20%	38.2	13%
Land sales	7.9	3%	-	-
Total	302.9	100%	298.4	100%

1H14 Revenue Breakdown (Project)

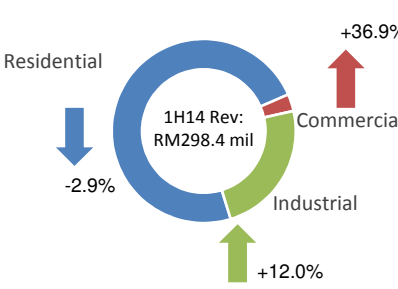


Revenue model reflects a good mix of products strong in their respective markets...

TYPE SEGMENTATION

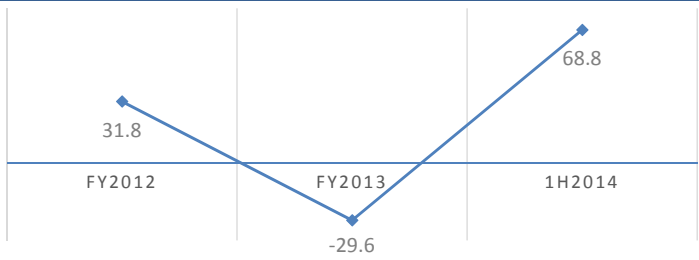
Type	1H13		1H14	
	RM'mil	%	RM'mil	%
Residential	225.1	74%	218.5	73%
Commercial	6.5	2%	8.9	3%
Industrial	63.4	21%	71.0	24%
Land sales	7.9	3%	-	-
Total	302.9	100%	298.4	100%

1H14 Revenue Breakdown (Type)



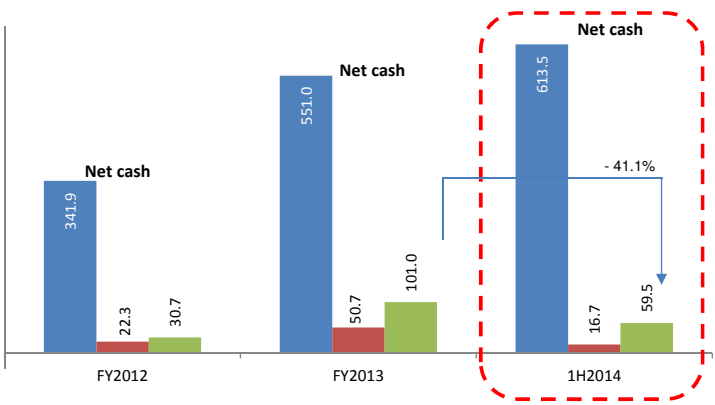
REVENUE SEGMENTATION

Free Cash Flow (RM'mil)



Balance Sheet (RM'mil)

■ Shareholders Equity ■ Gross Borrowings ■ Cash & Cash Equivalents

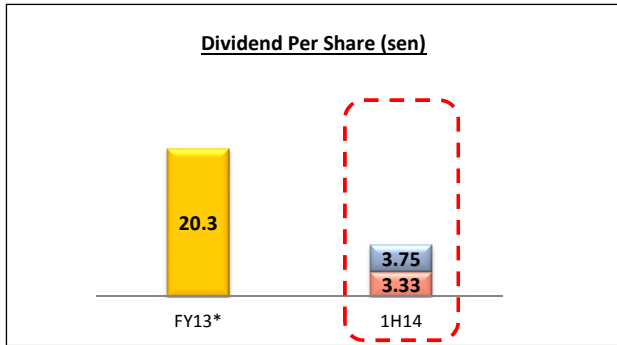
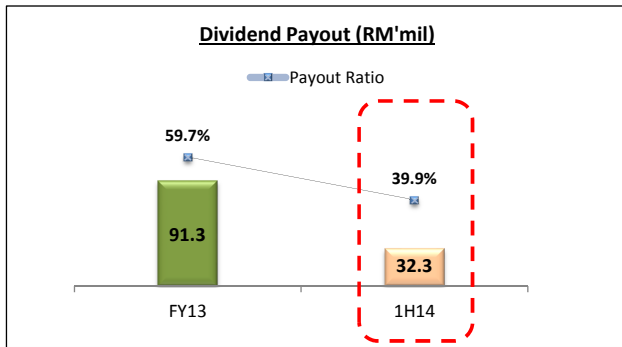


Strong cash flows help support Group's balance sheet expansion and dividend payout...

41.1% decrease in cash & cash equivalents mainly due to CAPEX on Clubhouse and School constructions, after netting off RM45.3 mil of dividends paid and RM15.0 mil on repayment of term loan.



BALANCE SHEET



FY2014	Dividend per share (sen)	Dividend Payout (RM'mil)	Payment Date
1 st Interim* (single tier)	3.33	15.2	10-Jul-14
2 nd Interim (single tier)	3.75	17.1	16-Oct-14
Total	7.08	32.3	

* Adjusted for bonus issue

* Adjusted for bonus issue



DIVIDEND HISTORY



RECENT DEVELOPMENTS

2014 Development Plan

Projects	No. of Units/Type	1Q	2Q	3Q	4Q	GDV (RM'mil)
BSS						
Hijayu 1A (Phase 2) ¹	367 units of 2-storey terrace houses					220.0
Sendayan Metropark 2	36 units of 2-storey shop offices & 14 units of 3-storey shop offices					55.0
Hijayu 3A (Phase 1) ²	127 units of 2-storey terrace houses					62.5
Hijayu 3A (Phase 2) ²	111 units of 2-storey terrace houses					57.5
Hijayu 3A (Phase 3 & 4) ²	327 units of 2-storey terrace houses					180.0
TSI						
Impiana Avenue 3 I	26 units of 2-storey shop offices					14.0
Impiana Height ³	54 units of 2-storey bungalows & 74 units of 2-storey semi-d houses					85.6
Others						
Residency SIGC ⁴	148 units of 2-storey terrace houses, 38 units of 2-storey semi-d houses & 31 units of 2-storey bungalows					144.7
TOTAL						819.3



■ Launched
■ To be launched

¹ GDV increased from RM196.6 mil previously

² Total GDV of RM300.0 mil, about RM63 mil higher than previously planned

³ Previously known as Impiana Villa 2

⁴ Previously known as Third 9 Residence



LAUNCHES IN FY2014

Matrix Concepts to continue launching new projects to sustain the Group's future earnings:

Projects	Timeline to completion	Land size (acres)	Est. GDV (RM 'mil)
Ready for Sale#	Completed	189.8	397.5
Ongoing (launched)	2014 to 2017	226.2	1,068.7
Future Projects*	2015 to 2022	1,386.6	6,169.0
TOTAL		1,802.6	7,635.2

*includes KL, Labu and Rasah Kemayan land purchase



FUTURE PROJECTS (Selected)

#Projects that are ready for sale include:

- Sendayan Techvalley
 - Balance GDV: RM 358.3 mil
 - Land: 186.8 acre
- Sub Centre @ Nusari Bayu
 - Balance GDV: RM 27.2 mil
 - Land: 15.0 acre
- Sub Centre @ Nusari Hijayu
 - Balance GDV: RM 12.0 mil
 - Land: 8.1 acre



PIPELINE PROJECTS



Investment Merits

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Background Operations Financials Growth Merits Appendix

Share Price @ 15 August 2014	RM3.22
Number of shares	456.42 mil
Market Cap @ 15 August 2014	RM1,469.67 mil
12-month Trailing PE Ratio	9.31x
12-month Trailing EV/EBITDA	6.40x
Dividend Yield (FY14*)	4.40%

* Based on 40% of annualised FY14 net profit





THANK YOU

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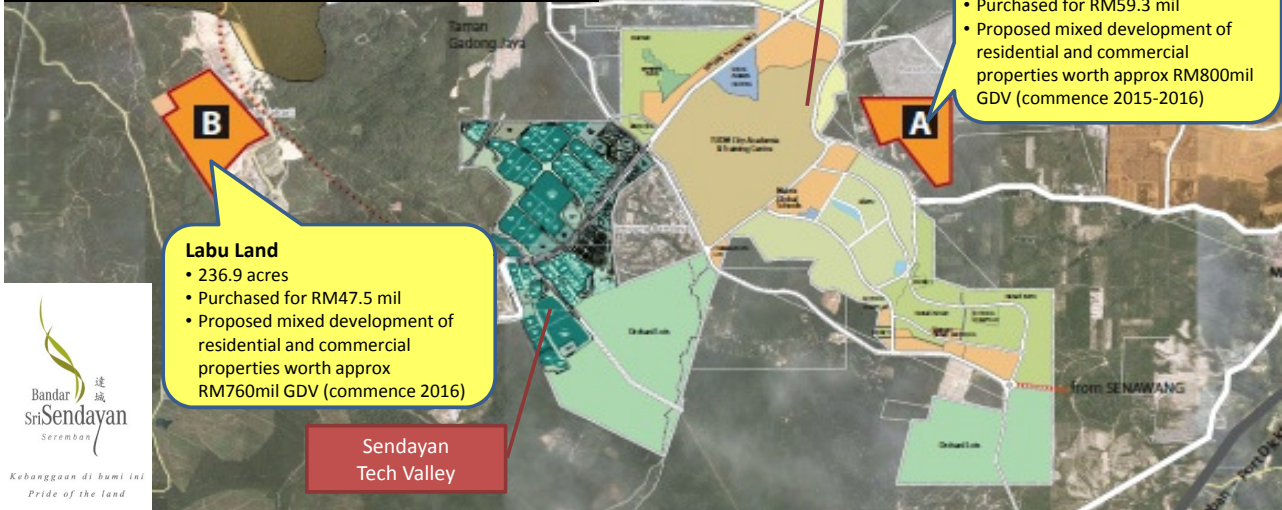
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APPENDIX

Bandar Sri Sendayan (incl. STV)	Acreage (acres)	GDV (RM'mil)
Completed#	1,043.1	1,680.7
Ongoing*	186.6	845.5
Future	1,124.4	4,139.4
Total	2,354.1	6,665.6



Labu Land

- 236.9 acres
- Purchased for RM47.5 mil
- Proposed mixed development of residential and commercial properties worth approx RM760mil GDV (commence 2016)

Rasah Kemayan Land

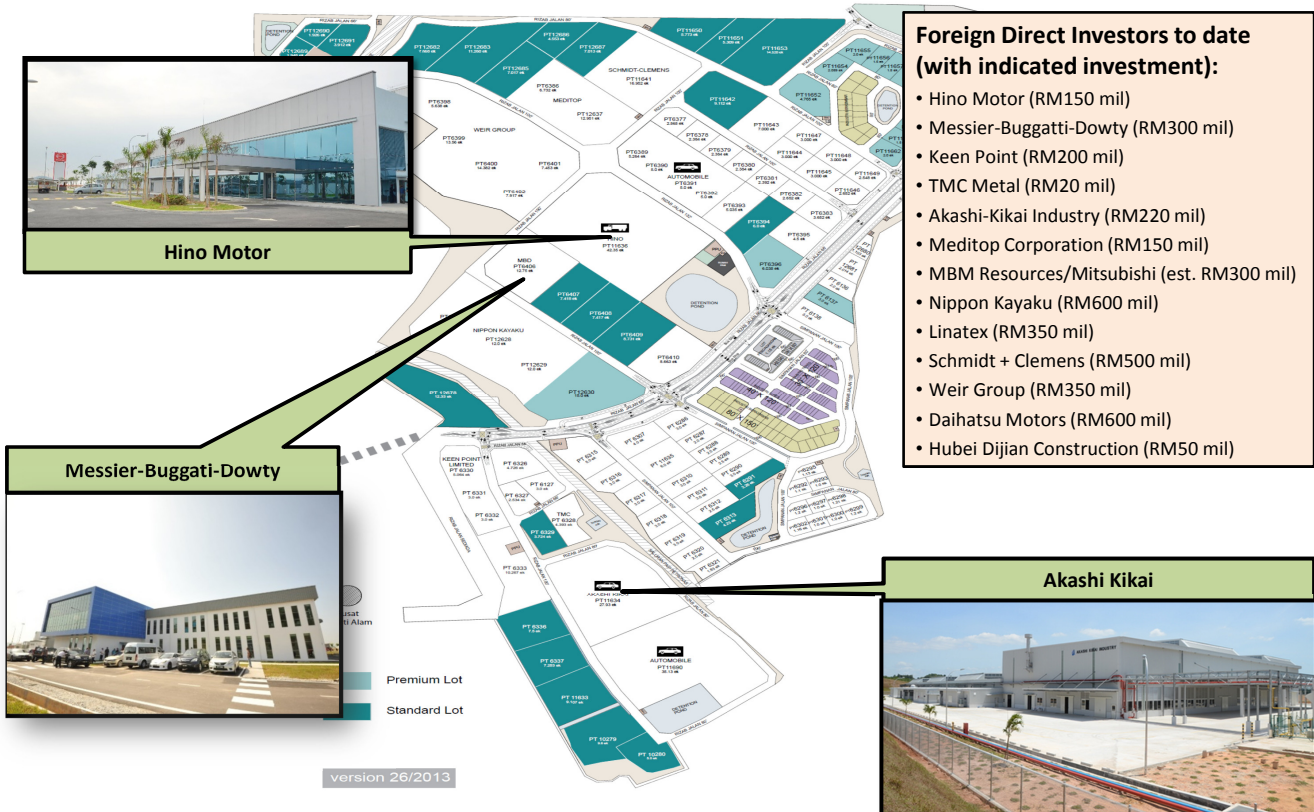
- 194.4 acres
- Purchased for RM59.3 mil
- Proposed mixed development of residential and commercial properties worth approx RM800mil GDV (commence 2015-2016)

Sendayan Tech Valley

#includes total GDV and land acreage of STV
 *includes Clubhouse & Sub Centres at Nusari Bayu and Nusari Hijayu



BANDAR SRI SENDAYAN PROJECTS



- Foreign Direct Investors to date (with indicated investment):**
- Hino Motor (RM150 mil)
 - Messier-Buggatti-Dowty (RM300 mil)
 - Keen Point (RM200 mil)
 - TMC Metal (RM20 mil)
 - Akashi-Kikai Industry (RM220 mil)
 - Meditop Corporation (RM150 mil)
 - MBM Resources/Mitsubishi (est. RM300 mil)
 - Nippon Kayaku (RM600 mil)
 - Linatex (RM350 mil)
 - Schmidt + Clemens (RM500 mil)
 - Weir Group (RM350 mil)
 - Daihatsu Motors (RM600 mil)
 - Hubei Dijian Construction (RM50 mil)



FDIs IN SENDAYAN TECHVALLEY



Taman Seri Impian	Acreage (acres)	GDV (RM' mil)
Completed	343.1	487.7
Ongoing	68.7	207.0
Future	226.5	679.2
Total	638.3	1,373.9

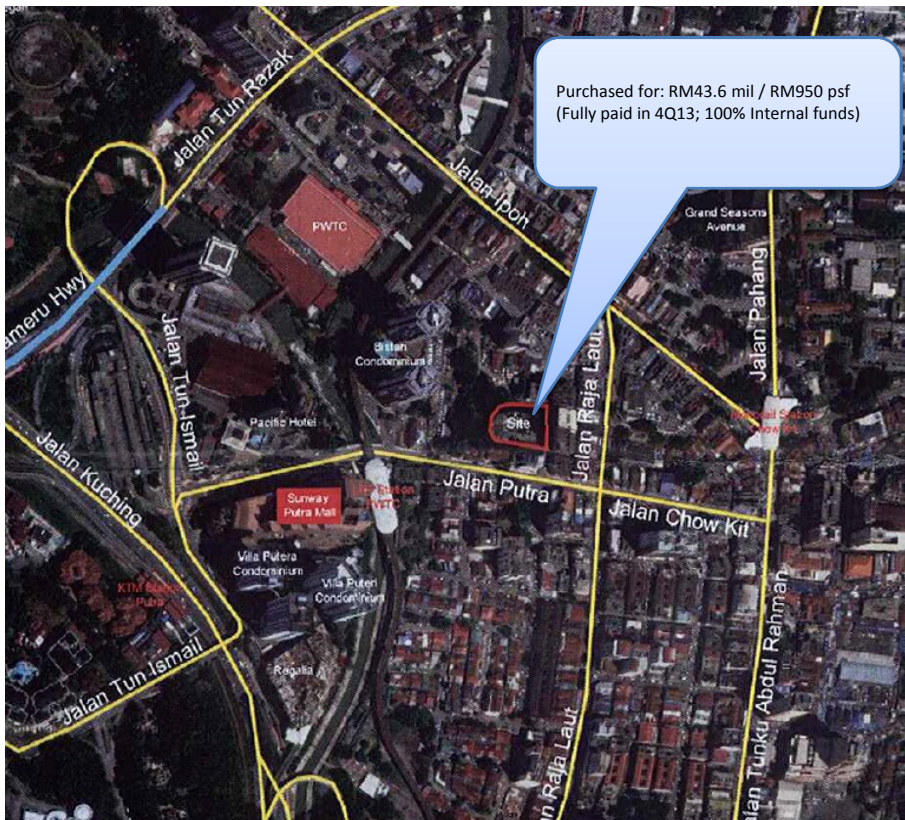


TAMAN SERI IMPIAN PROJECTS

Others	Acreage (acres)	GDV (RM' mil)
Completed	1,232.5	1,237.3
Ongoing	0.7	16.1
Future	342.9	1,100.4
Total	1,576.1	2,353.9



OTHER PROJECTS

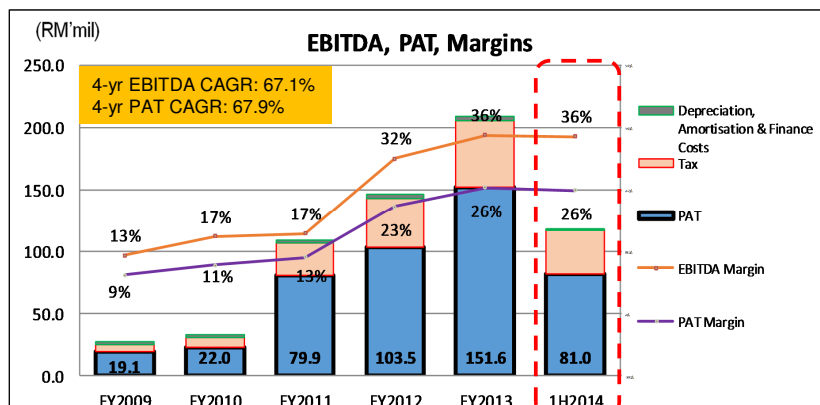
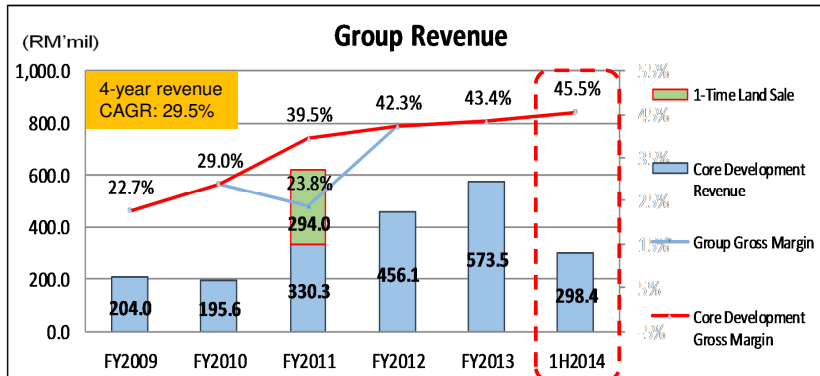


Higher plot ratio of 9 approved... In the process of resubmitting new building plan for approval to meet new plot ratio

- Mixed development of high-rise serviced apartments with full facilities, retail and F&B outlets with approved of Plot Ratio of 9
 - GDV: at least RM250 million



KL PROJECT



Note: FY2011 Revenue & PAT would have been RM330.3 mil & RM58.1 mil respectively, if sale of 750 acre of land was not accounted; EBITDA and PAT margins would be 26.4% and 17.6% respectively.

Increasing prices in Group's properties reflected in the strong margins over the years...



FINANCIAL PERFORMANCE

Project	Type	Site Area (acres)	No. of units	Take-up rate	Est. GDV (RM'mil)	Unbilled Sales (RM'mil)	Commenced	Completed
Hijayu 1B	DST	21.5	154	100%	57.8	18.1	2012	2014
	SST		75	100.0%	19.5			
Hijayu 3D	DST	43.5	534	100%	192.5	70.2	2012	2014
Hijayu 1A (Phase 1)	DST	30.2	299	100%	136.1	91.7	2013	2015
Hijayu 1A (Phase 2)	DST	37.1	367	29.2%	220.0	47.9	2014	2016
Hijayu 3A (Phase 1)	DST	11.7	127	93%	62.5	0.0	2014	2016
Hijayu 3A (Phase 2)	DST	10.2	111	7%	57.5	0.0	2014	2016
Sendayan Metropark 2	DSSO	4.3	36	100.0%	34.8	50.2	2014	2017
	TSSO		14	85.7%	20.2			
1Sendayan Clubhouse	Comm Lot	19.0	1	n/a	2.7	n/a	2013	2015
	Institute		1		50.0			
Sub Centre @ Nusari Bayu	Comm Lot	20.0	4	25%	30.0	n/a	Ready for Sale	
Sub Centre @ Nusari Hijayu	Comm Lot	8.1	2	0%	12.0	n/a	Ready for Sale	
TOTAL		205.6	1,725	77.9%	895.5	278.1		

Unbilled sales excluding RM96.7 mil from STV



BSS ONGOING PROJECTS (as at 30 Jun 2014)

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM'mil)	Commenced	Completed
Sendayan Merchant Square 1	DSSO	29.4	154	202.2	2015	2017
	Comm Lot		3	10.0		
Hijayu 3A (Phase 3&4)	DST	30.1	327	180.0	2014	2016
Hijayu 3B	DST	32.5	334	140.3	2015	2017
Hijayu 3C	DST	38.4	394	153.7	2015	2017
Hijayu (Resort Homes)	DSSD	85.1	200	160.0	2015	2018
	DST		308	154.0		
Hijayu (Resort Villa)	DSB	49.5	102	157.8	2015	2018
	BL		1	4.0		
Hijayu (Residence)	DSB	56.0	67	120.6	2015	2018
	BL		6	18.8		
Sendayan Merchant Square 2	DSSO	49.9	149	223.5	2016	2018
	Comm Lot		4	40.0		
Suriaman 1	DST	44.5	235	112.8	2015	2017
	SST		150	42.0		
	DSSO		17	13.6		
	Comm Lot		1	1.5		
Suriaman 2	DST	101.7	878	491.7	2016	2018
	DSSO		21	21.0		
	Comm Lot		1	3.0		
Sendayan Metropark 3	DSSO	13.2	132	200.0	2016	2018
Sub Centre @ Sendayan Tech Valley 1A	DSSO	46.4	32	38.4	2016	2018
	Comm Lot		1	1.7		
	DSSDF		30	30.0		
	DSTF		84	58.8		
Sendayan Icon Park	Icon City	116.4	1	0.0	n/a	n/a
TOTAL		693.1	3,632	2,579.4		



BSS FUTURE PROJECTS (as at 30 Jun 2014)

Project	Type	Site Area (acres)	No. of units	Take-up rate	Est. GDV (RM'mil)	Unbilled Sales (RM'mil)	Commenced	Completion
Impiana Bayu 1	DST	67.0	363	63%	132.0	0.0	2013	2015
	SST		240	51%	57.0			
Impiana Avenue 3 I	DSSO	1.0	26	42%	18.0	0.0	2014	2016
TOTAL		68.0	629	57.4%	207.0	0.0		



Impiana Casa 2



Impiana Bayu



TSI: ONGOING PROJECTS (as at 30 Jun 2014)

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM'mil)	Commenced	Completed
Impiana Avenue 3 II	DSSO	2.3	60	19.2	tba	tba
Impiana Height*	DSSO	23.7	54	48.6	2014	2017
	DSSD		74	37.0		
Impiana Bayu 2	DST	100.0	215	68.8	2015	2016
	SST		220	44.0		
	DSSO		94	n/a	tba	tba
	DST		209	n/a		
	Comm Lot		1	n/a		
Stall	1	n/a				
Impiana Villa 3	DSSD	21.4	166	79.7	2015	2018
Impiana Avenue 4	DSSO	2.8	75	26.3	tba	tba
Impiana Avenue 5	DSSO	2.4	51	21.4	tba	tba
Impiana Avenue 6	DSSO	2.7	73	29.2	tba	tba
Impiana Avenue 7	DSSO	39.6	416	222.2	tba	tba
	TSSO		92	82.8		
	Comm Lot		1	n/a	tba	tba
	Petrol Land		2	n/a	tba	tba
Taman Seri Impian 2	DST	11.8	280	n/a	tba	tba
Impiana Casa (Stage 2)	Stall	19.8	1	n/a	tba	tba
	DST		161	n/a		
	TOTAL		226.5	2,246		

*Previously known as Impiana Villa 2



TSI FUTURE PROJECTS (as at 30 Jun 2014)

Project	Type of Units	Acreage	No. of Units	GDV (RM'mil)	Est. Commencement
Kota Gadong Perdana	SST & DST	294.6	3,632	926.4	Q1 2016
Residency SIGC*	DST, DSSD, & DSB	41.8	217	144.7	Q4 2014
Lobak Commercial Centre (Phase 2)	DSSO & CL	2.1	16	29.3	Q1 2015
Lobak Commercial Centre (Phase 3)	n/a	4.5	n/a	n/a	n/a
	Total	343.0	3,865	1,100.4	

*Previously known as Third 9 Residence



FUTURE PROJECTS: OTHERS (as at 30 Jun 2014)

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LEGEND	
SST	Single-storey terrace houses
SSSD	Single-storey semi-detached houses
DST	Double-storey terrace houses
DSSD	Double-storey semi-detached houses
SSSO	Single-storey shop offices
DSSO	Double-storey shop offices
TSSO	Three-storey shop offices
SSS	Single-storey stalls
BL	Bungalow Lots
SSB	Single-storey bungalows
DSB	Double-storey bungalows
DSSDF	Double-storey semi-detached factories
DSTF	Double-storey terrace factories
Comm Lot	Commercial Lots
Ind Lot	Industrial Lots
Club	Clubhouse



GLOSSARY

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