



PRESS RELEASE

## Matrix Concepts surpasses half year property sales target by 50% to record RM898.6 million in 1H19

- *Increasing demand for Group's affordable-premium properties; sets sight on surpassing FY2018 sales performance*
- *Unbilled sales rises 31.8% to RM1.4 billion; enhances earnings visibility until FY2021*
- *2Q19 net profit grows 2.2% to RM52.9 million; declares second interim dividend of 3.25 sen in respect of FY2019*

Seremban, Negeri Sembilan, Malaysia, 14 November 2018 - Leading Negeri Sembilan township developer **Matrix Concepts Holdings Berhad** (**Matrix Concepts**; 金群利集团; Bloomberg: MCH:MK; Reuters: MATR.KL) scaled a new peak in property sales to a record RM898.6 million in the first half ended 30 September 2018 (1H19), surging 39.4% year-on-year on resilient demand for landed and affordable-premium property segment despite prevailing market conditions.

The robust sales performance, which included RM92.4 million from M. Carnegie, saw the Group surpass its 1H19 sales target by 50%. The Group is optimistic of continuing its growth momentum in light of the strong take-up rate of 80.5%, and anticipates for FY2019 new property sales to surpass the RM1.2 billion mark achieved a year ago.

“We are committed to providing buyers with value through our affordable-premium homes and continuously look to enhance the vibrancy of our townships. These commitments have translated into a sustained growth uptrend, allowing us to buck the sales trend in a challenging market. Notably, we recorded our best ever sales performance in 1H19 to reach close to 75% of our FY2019 sales target.”

“The latest results further reinforce the fundamental strengths of the Group, and the strong earnings visibility acts as a solid platform for us to pursue the next phase of growth. We look forward to bringing more quality homes to the community at attractive price points, at the same time capturing a larger share of the vast demand for quality homes in Malaysia. We are confident of achieving better performance going forward, supported by rising sales and a healthy launch pipeline.”

***Dato' Haji Mohamad Haslah bin Mohamad Amin***  
***Chairman of Matrix Concepts Holdings Berhad***

As at 30 September 2018, the Group's unbilled sales rose 31.8% to reach its highest-ever of RM1.4 billion and enhances earnings visibility for the period FY2019 to FY2021.

Matrix Concepts is also on track to meet its target of RM1.7 billion worth of new property launches in the current financial year ending FY2019, with RM807.3 million worth of residential properties launched in 1H19.



In the second quarter ended 30 September 2018 (2Q19), Matrix Concepts recorded 24.8% higher revenue of RM253.3 million from RM202.9 million in the previous corresponding quarter. This was attributed to revenue recognition from the recently-concluded M.Carnegie project in Australia and increased revenue contribution from sales of industrial properties at Bandar Sri Sendayan.

“We are pleased with the outcome of our maiden venture in Australia which has provided us with good insights into the regulatory framework and commercial aspects of the Australian property market, and we look forward to broadening our revenue stream internationally,” Dato Haslah added.

Breaking down the 2Q19 revenue, sales of residential and commercial properties contributed RM200.9 million, while sales of industrial properties contributed RM43.4 million. The Group’s investment properties made up the remaining RM9.0 million of the Group’s revenue.

The Group’s net profit noted a 2.2% increase to RM52.9 million in 2Q19 from RM51.8 million in the previous year. The slower bottomline growth was mainly due to fewer higher-premium property launches in its product mix.

The Group declared a second interim single tier dividend of 3.25 sen per share in respect of FY2019 with ex-date on 21 December 2018, payable on 9 January 2019. Together with an earlier-paid first interim single-tier dividend of 3.25 sen per share, total estimated payout would stand at RM48.9 million.

Financial Summary (Unaudited Consolidated Results)						
RM'000	3-month to 30.9.18	3-month to 30.9.17	Change	6-month to 30.9.17	6-month to 30.9.16	Change
Revenue	253,312	202,896	24.8%	483,354	375,754	28.6%
Pre-tax Profit	74,425	71,010	4.8%	142,375	133,001	7.0%
Net Profit to Shareholders	52,942	51,826	2.2%	103,094	97,378	5.9%
Basic EPS (sen)	7.0	8.6	(18.5%)	13.7	16.5	(17.2%)



## **About Matrix Concepts Holdings Berhad (金群利集团有限公司)**

Established in 1996, Matrix Concepts Holdings Berhad is one of the leading developers in Negeri Sembilan. The Group has built a strong track record by developing residential and commercial properties in Negeri Sembilan and Johor. It has now grown its business units based on its four pillars; Property development, Construction, Education and Hospitality.

The Group is setting new benchmarks in integrated township developments, with its 5,233-acre Bandar Sri Sendayan (达城) township boasting a thriving community of 40,000-strong and rapidly growing, along with its highly successful Bandar Seri Impian (金峦城) township in Kluang, Johor. The Bandar Sri Sendayan township today features first class amenities such as the GBI-certified d'Tempat Country Club, Matrix Global Schools, d'Sora Business Boutique Hotel, and X Park, with a range of affordable to premium-priced houses situated amongst lush greeneries, where community-focused experiential living is at the core of its developments.

Matrix Concepts is also the developer of Sendayan TechValley - an industrial cluster at Bandar Sri Sendayan - which has seen a growing presence of prominent global and domestic brands and attracted more than RM4 billion worth of foreign direct investments to date.

The Group has consistently delivered greater shareholder returns, generating total returns of more than 160% to date since its Initial Public Offer in 2013, in addition to the completion of three bonus issuances consistent with earnings growth. The Group was also awarded “Highest Return on Equity Over Three Years” and “Highest Returns to Shareholders Over Three Years” at The Edge Billion Ringgit Club Awards 2017.

For more information, please visit: [www.mchb.com.my](http://www.mchb.com.my)

**Issued for and on behalf of MATRIX CONCEPTS HOLDINGS BERHAD by Aquilas Advisory (Malaysia) Sdn Bhd. For media enquiries, please contact:**

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