



Matrix Concepts Holdings Bhd

(Company No.: 414615-U)

(Bloomberg MCH:MK

Reuters MATR.KL)

3Q15 Results and Corporate Update

18 November 2015

IR Adviser





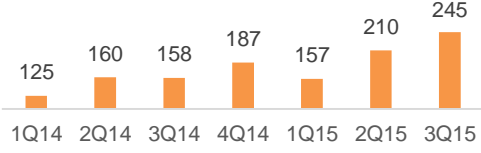
9M15 Operations Review



Total Value of Properties Sold in 9M15*



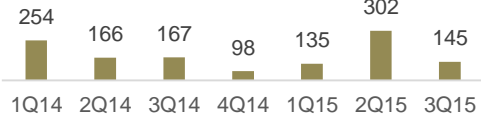
RM611.8 mil
(RM630.2 mil in FY2014)



Projects Launched in 9M15



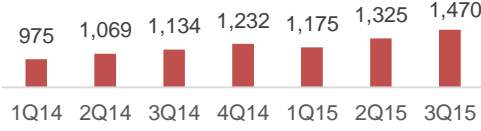
RM582.0 mil GDV
(RM656.5 mil in FY2014)



Ongoing GDV (under construction)



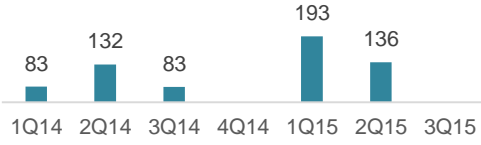
RM1,469.8 mil
(RM1,232.2 mil in FY2014)



Projects Completed in 9M15



RM328.6 mil
(RM297.8 mil in FY2014)



Unbilled Sales (as at 30 Sept 15)



RM640.5 mil
(RM429.3 mil as at 31 Dec 2014)

Average Take-up (not including STV)



81.0%
(as at 30 Sep 2015)

*including STV industrial property sales



9M15 SNAPSHOT

Bandar Sri Sendayan

- Launched in 3Q15:
 - Suriaman 1 Phase 1 with GDV of RM77.0 mil, comprising 128 units double-storey terrace houses (65% take up in 3 months)
 - Hijayu (Resort homes) Phase 1B with GDV of RM43.0 mil, comprising 30 units double storey semi-detached houses
- Total launches in 9M15 worth RM500 mil GDV
- Sold RM519.7 mil worth of new properties in 9M15 (FY2014: RM389 mil)
- Average take-up rate of ongoing projects at 81.5%, with RM523.5 mil of unbilled sales
- BSS Snapshot:

	FY2014 (RM 'mil)				FY2015 (RM'mil)		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Start-Quarter GDV	595.4	769.1	842.8	847.6	945.6	888.4	997.3
Less Completed Projects	77.9	69.7	77.2	-	192.5	136.1	-
Add New Launches	251.6	120.0	82.0	98.0	135.0	245.0	120.0
Add GDV Adjustment	-	23.4	-	-	0.3	-	-
End-Quarter GDV	769.1	842.8	847.6	945.6	888.4	997.3	1,117.3
Start-Quarter Take-up	555.2	585.8	618.2	650.8	719.4	658.6	709.5
Add New Take-up	108.5	102.1	109.8	68.6	131.7	186.9	201.1
Less Completed Projects	77.9	69.7	77.2	-	192.5	136.1	0.0
End-Quarter Take-up	585.8	618.2	650.8	719.4	658.6	709.5	910.6
Take-up Rate	76.2%	73.4%	76.8%	76.1%	74.1%	71.1%	81.5%
Unbilled Sales	279.4	278.1	251.5	247.3	264.3	427.1	523.5

+83.2
% yoy
+7.6%
qoq

**Continue to chart
strong take-up rate in
3Q15...**



Sendayan TechValley (STV) & Sendayan TechPark (STP)



Project	Type	Net saleable land (acres)	No. of units	Take-up rate	Est. GDV (RM'mil)	Unbilled Sales (RM'mil)	Status
Sendayan TechValley 1 & 2	Ind Lot	638.9	129	70%	785.9	16.6	Completed & Ready for Sale
Sendayan TechPark	Ind Lot	123.0	n/a	n/a	170.0	n/a	[Pending DOE approval on layout plans]
TOTAL		761.9	129	69.8%	955.9	16.6	

- Outstanding industrial properties at STV and STP stand at RM437.7 mil, comprising:
 - Balance RM267.9 mil worth of industrial properties in STV1 & STV2
 - RM170 mil in STP under planning
- Recorded RM8.3 million worth of sales in 3Q15



Hino Motors Manufacturing (M) Sdn Bhd (Japan)



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

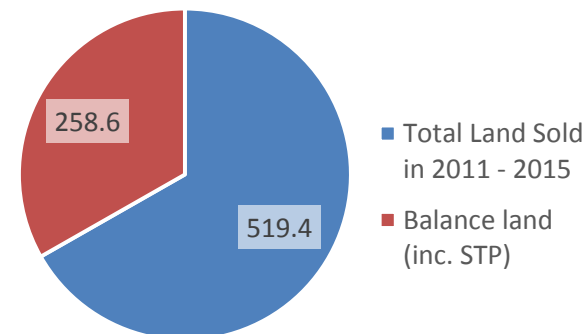


Kayaku Safety Systems (M) Sdn Bhd (Japan)



Schmidt + Clemens (Asia) Sdn Bhd (Germany)

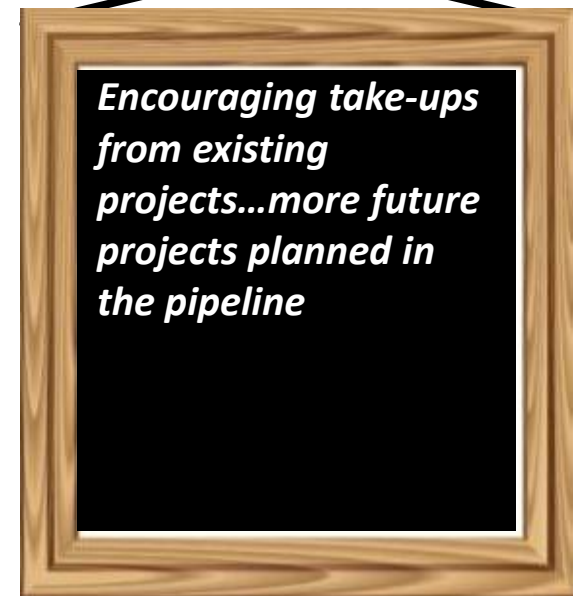
STV & STP Land (acres)
(as at 30 Sep 2015)



PROJECT UPDATE: STV & STP (as at 30 Sep 2015)

Taman Seri Impian

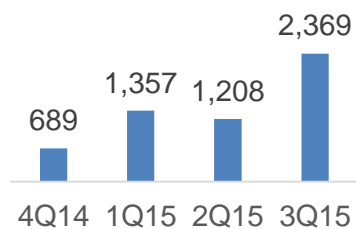
- Currently having 4 ongoing projects with GDV of RM350.3 mil
 - Impiana Bayu 1 with GDV of RM188.8 mil expected to be completed in November 2015
 - Increased GDV and no. of units for Impiana Bayu 2 to RM82 mil and 188 units respectively (vs RM57 mil and 128 units previously)
- Average take-up rate of ongoing projects at 79.2%, with RM100.5 million of unbilled sales
- Taman Seri Impian Snapshot :



	FY2014 (RM'mil)				FY2015 (RM'mil)		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Start-Quarter GDV	231.5	231.5	207.0	270.5	270.5	270.5	327.5
Less Completed Projects	-	67.5	-	-	-	-	-
Add New Launches	-	18.0	63.5	-	-	57.0	25.0
Add GDV Adjustment	-	25.0	-	-	-	-	-
End-Quarter GDV	231.5	207.0	270.5	270.5	270.5	327.5	352.5
Start-Quarter Take-up	123.9	145.1	117.8	165.6	195.3	220.3	243.9
Add New Take-up	21.2	40.3	47.7	29.7	25.0	23.6	35.4
Less Completed Projects	-	67.5	-	-	-	-	-
End-Quarter Take-up	145.1	117.8	165.6	195.3	220.3	243.9	279.3
Take-up Rate	62.7%	56.9%	61.2%	72.2%	81.4%	74.5%	79.2%
Unbilled Sales	52.4	58.4	91.6	99.0	93.8	87.1	100.5



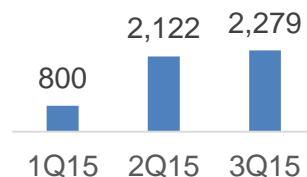
Revenue from Education
(RM '000)



*Investment properties
set to be beneficiaries
from a booming
township...*

- 490 students enrolled as at end-3Q15 (31 Dec 2014: 320)
- Targeting 660 students by end-2015

Revenue from
Clubhouse (RM '000)



- Commenced full operations in 2Q15
- To roll out more F&B selection and increase number of amenities operators in 2015; to see higher rental income going forward as BSS population expands steadily





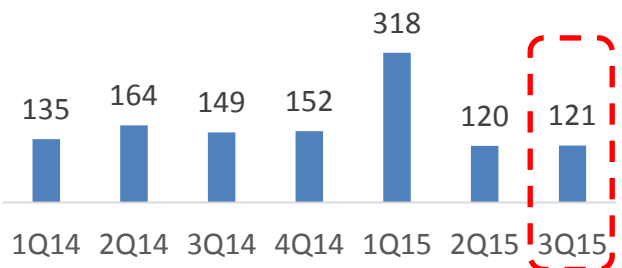
9M15 Financial Highlights

3Q15	3Q14	Change	RM'mil	9M15	9M14	Change
121.4	148.8	(18.4 %)	Revenue	559.4	447.3	25.1%
68.3	83.8	(18.5 %)	Gross Profit	318.4	226.1	40.8%
56.2%	56.3%	(0.0 pt)	Gross Profit margin	56.9%	50.6%	6.4 pt
44.4	59.4	(25.4 %)	EBITDA	244.6	173.7	40.8 %
36.5%	39.9%	(3.3 pt)	EBITDA margin	43.7%	38.8%	4.9 pt
40.2	58.5	(31.2 %)	PBT	236.9	171.0	38.6%
33.1%	39.3%	(6.2 pt)	PBT margin	42.4%	38.2%	4.1 pt
31.1	45.1	(31.1 %)	PATMI	176.4	126.1	39.9%
25.6%	30.3%	(4.7 pt)	Net margin	31.5%	28.2%	3.4 pt
5.9	10.5	(43.8 %)	Basic EPS (sen)	36.5	36.5	0.0%

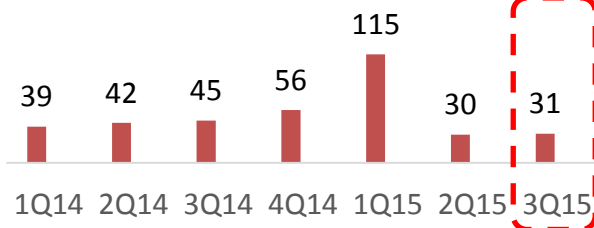


- ❖ 9M15 revenue and net profit substantially higher y-o-y on more progress billings and growth in take-up for properties in Bandar Sri Sendayan and Taman Seri Impian
- ❖ 3Q15 saw lower revenue and net profit y-o-y due to timing of revenue recognition in line with completion stages of Group's projects

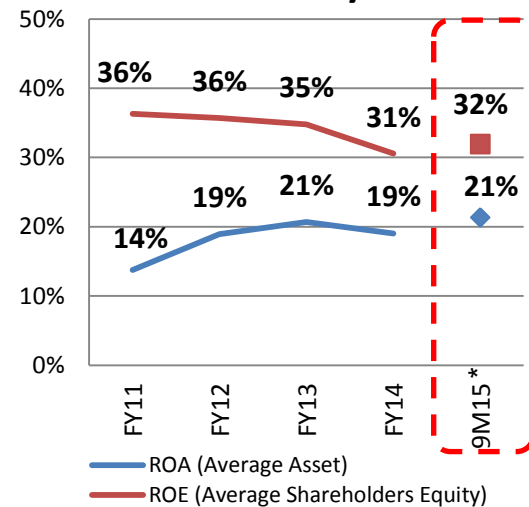
Quarterly Revenue (RM'mil)



Quarterly Net Profit (RM'mil)



Profitability



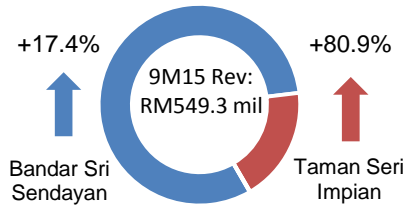
* Annualised



3Q15 INCOME STATEMENT

PROJECT SEGMENTATION

9M15 Revenue Breakdown (Project)*

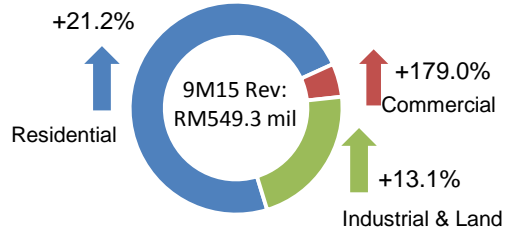


Location	1Q14		2Q14		3Q14		4Q14		1Q15		2Q15		3Q15	
	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%
NS														
BSS	101.5	75%	149.8	91%	130.0	87%	118.0	78%	267.5	85%	83.1	71%	96.8	83%
Others	6.7	5%	2.2	2%	1.0	1%	3.3	2%	0.0	0%	0.0	0%	0.0	0%
Johor														
TSI	26.5	20%	11.7	7%	17.8	12%	24.5	16%	47.5	15%	34.1	29%	19.9	17%
Land sales	0.0	0%	0.0	0%	0.0	0%	5.2	3%	0.40	0%	0.0	0%	0.0	0%
Total	134.7	100%	163.7	100%	148.8	100%	151.0	100%	315.4	100%	117.2	100%	116.7	100%

BSS continues to contribute the bulk of revenue...from both the residential and industrial segments

TYPE SEGMENTATION

9M15 Revenue Breakdown (Type)*

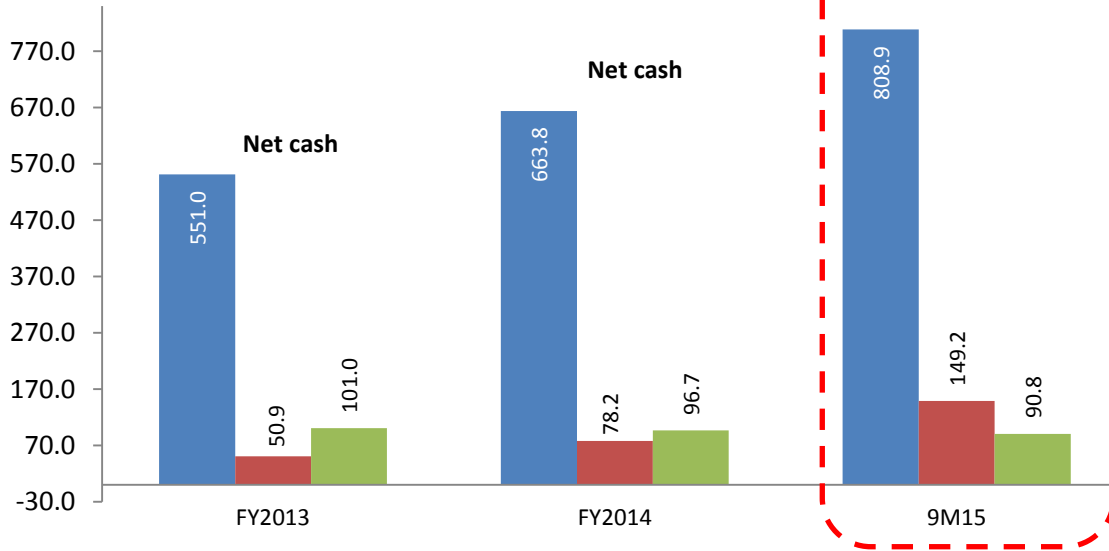


Type	1Q14		2Q14		3Q14		4Q14		1Q15		2Q15		3Q15	
	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%
Residential	92.9	69%	125.7	77%	111.9	75%	106.8	71%	216.0	68%	100.7	86%	83.9	72%
Commercial	6.7	5%	2.2	1%	1.0	1%	3.3	2%	4.4	1%	16.5	14%	7.0	6%
Industrial	35.1	26%	35.9	22%	35.8	24%	35.8	24%	94.6	30%	0.0	0%	25.8	22%
Land sales	0.0	0%	0.0	0%	0.0	0%	5.2	3%	0.4	0%	0.0	0%	0.0	0%
Total	134.7	100%	163.7	100%	148.8	100%	151.0	100%	315.4	100%	117.2	100%	116.7	100%

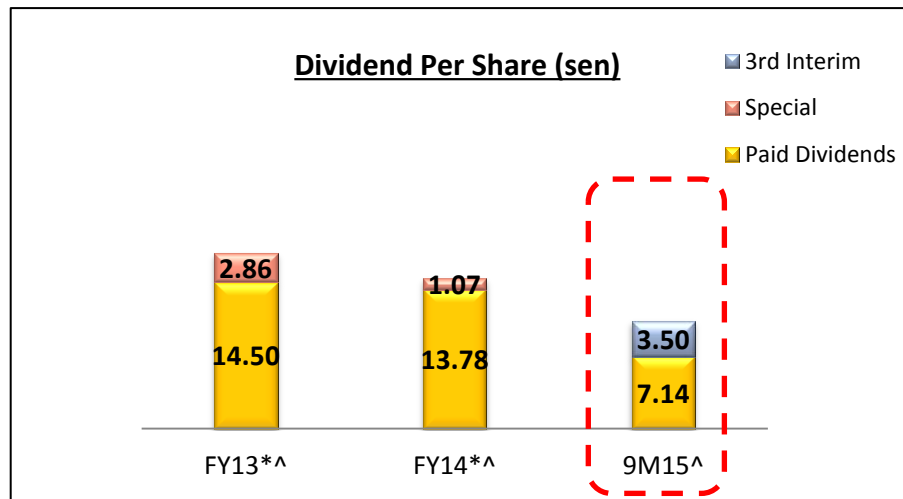
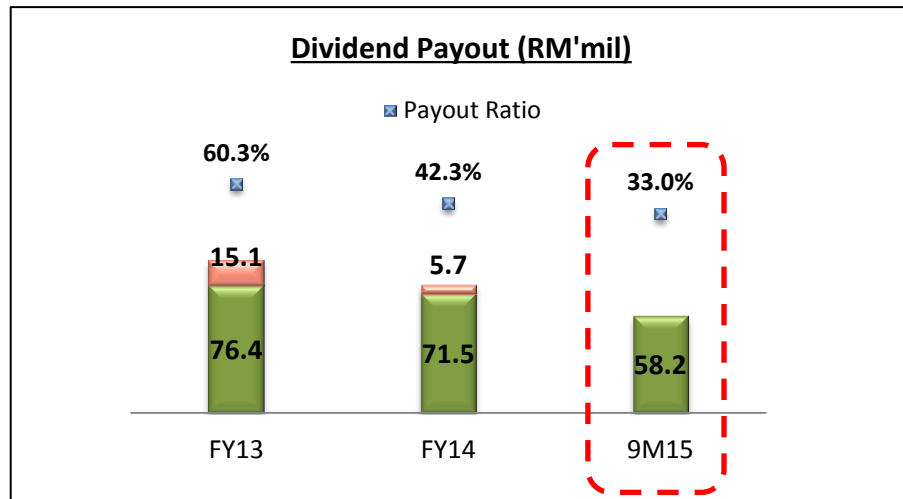
*Excluding revenue from new division of investment properties

Balance Sheet (RM'mil)

■ Shareholders Equity ■ Gross Borrowings ■ Cash & Cash Equivalents



Slight increase in gearing necessary for investment in new land banks...



*Adjusted for 1-for-3 bonus issue in 2014

[^]Adjusted for 1-for-6 bonus issue in 2015



	Dividend per share (sen)		Dividend Payout (RM'mil)	
	FY2014	FY2015	FY2014	FY2015
1 st Interim (single tier)	2.86	3.64	15.15	19.71
2 nd Interim (single tier)	3.21	3.50	15.21	19.26
3 rd interim (single tier)	3.21	3.50	17.13	19.27
4 th interim (single tier)	4.50		24.20	
+ special dividend	1.07		5.80	
Total	14.86	10.64	77.40	58.24

DIVIDEND HISTORY



Recent Developments

Pipeline Development Plan

Projects	No. of Units/Type	2015				2016	
		1Q	2Q	3Q	4Q	1Q	2Q
BSS							
Sendayan Merchant Square 1	163 units 2-storey shop offices	135.0					
Hijayu Resort Homes (Phase 1A)	34 units of 2-storey semi-detached houses		49.0				
Hijayu Resort Homes (Phase 1B)	30 units of 2-storey semi-detached houses			43.0			
Hijayu 3B	333 units of 2-storey terrace houses		196.0				
Hijayu 3C	441 units of 2-storey terrace houses			→		234.0	
Suriaman 1 (Phase 1)	128 units 2-storey terrace houses			77.0			
TSI							
Impiana Height (Phase 2)	Varied ¹			→		53.5	
Impiana Bayu 2	Varied ²		57.0	25.0		120.0	
Others							
Residency SIGC	148 units 2-storey terrace houses 38 units 2-storey semi-detached houses 31 units 2-storey bungalows			→		229.0	
TOTAL		582.0				407.5	229.0



Launched
 To be launched

- ¹ Project consists of:
- ✓ 18 2-storey bungalows
 - ✓ 6 2-storey semi-detached houses
 - ✓ 14 single-storey bungalows
 - ✓ 8 single-storey semi-detached houses

- ² Launched in May 2015:
- ✓ Began with 128 2-storey terrace houses
 - ✓ Further enhanced to 188 2-storey terrace of RM82 mil GDV



IMMEDIATE PIPELINE LAUNCHES

- ❖ 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	163.7	318.2
Ongoing (launched)	2013 to 2017	265.3	1,469.8
Future Projects*	2015 to 2022	1,577.0	5,982.4
TOTAL		2,006.0	7,770.4

*includes KL, Labu and Rasah Kemayan land purchase

- ❖ Footprint in Klang Valley:

- **PWTC**

- KL High-rise mixed development on 1.1 acres with GDV of RM400 mil GDV; targeted to launch in 2H15/1H16

- **Puchong**

- 5.8 acres land cum approved residential project in Puchong; with 318 units high-rise condominiums and 28 units 4-storey link villas
- Pending approvals for higher residential density and GDV to beyond RM500 mil currently



Projects that are ready for sale include:

- Sendayan Techvalley
 - Balance GDV : RM267.9 mil
 - Land : 135.6 acre
- Sub Centre @ Nusari Bayu
 - Balance GDV : RM30.0 mil
 - Land : 15.0 acre
- Sub Centre @ Nusari Hijayu
 - Balance GDV : RM12.0 mil
 - Land : 8.1 acre



Investment Merits

Share Price @ 13 November 2015	RM2.50
Number of shares ('mil)	550.5
Market Cap @ 13 November 2015	RM1,376.2 mil
Warrant Price @ 13 November 2015	RM0.465
Number of warrants ('mil)	68.3
Warrant Premium / (Discount)	14.6%
12-month Trailing PE Ratio	5.9x
12-month Trailing PE Ratio (fully diluted)	6.7x
Dividend Yield (FY14)	5.9%



Thank You

IR Contacts:

Mr. Terence Loo T: 03-2711 1391 / 012-629 5618

E: terence@aquilas.com.my

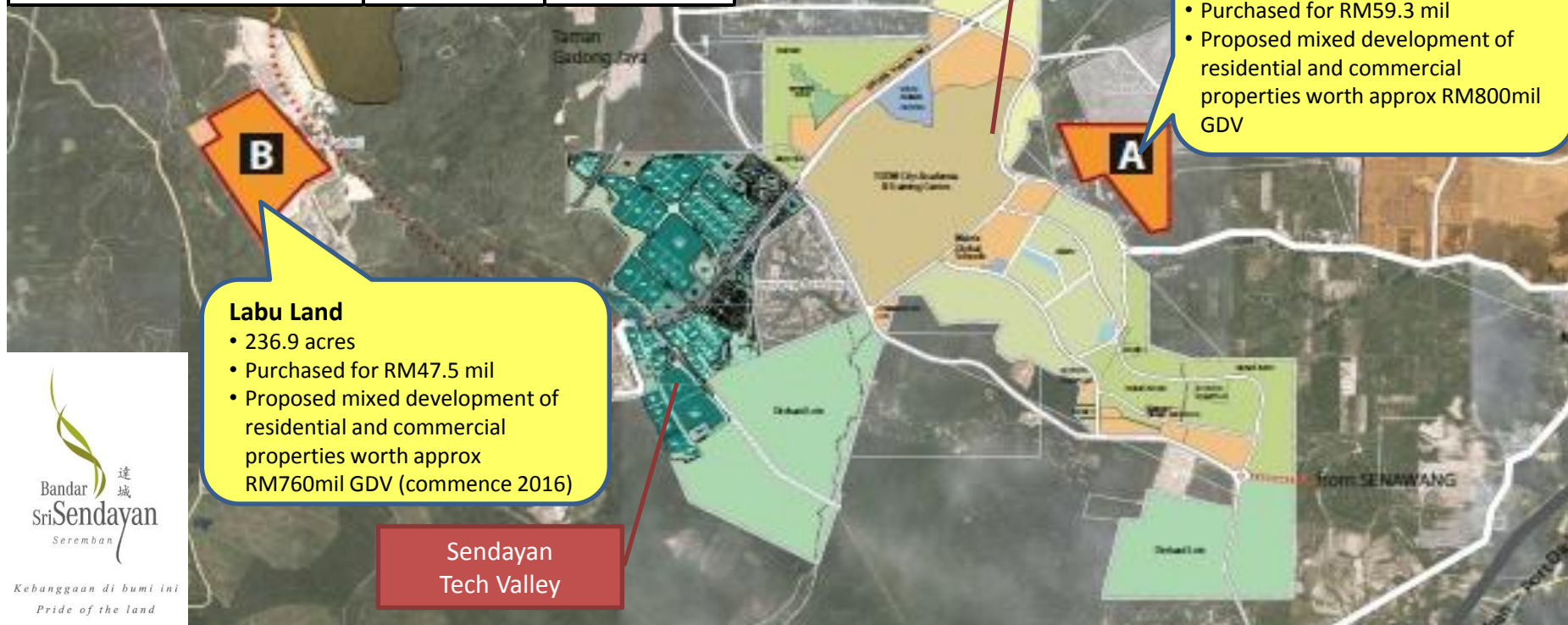
Mr. Louis Tan T: 06-7642 688 / 017-336 1595

E: louistan@mchb.com.my



Appendix

Bandar Sri Sendayan (incl. STV)	Acreage (acres)	GDV (RM'mil)
Completed#	1,138.3	2,086.5
Ongoing*	191.7	1,117.3
Future	1,024.0	3,743.4
Total	2,354.0	6,947.2



Kebanggaan di bumi ini
Pride of the land

#includes total GDV and land acreage of STV

*Includes Sub Centres at Nusari Bayu and Nusari Hijayu



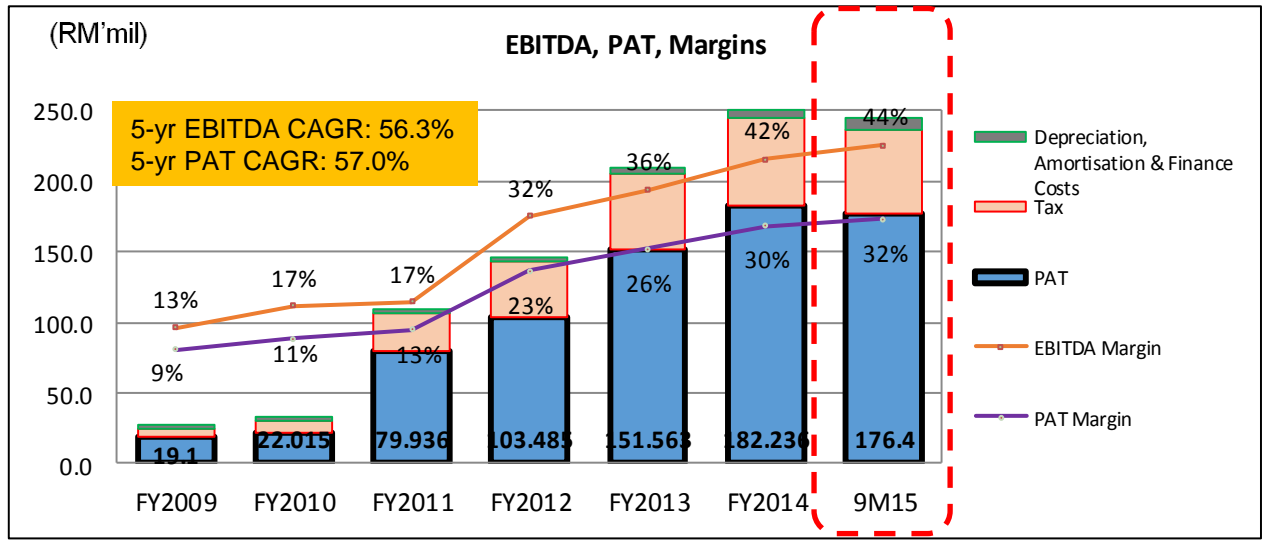
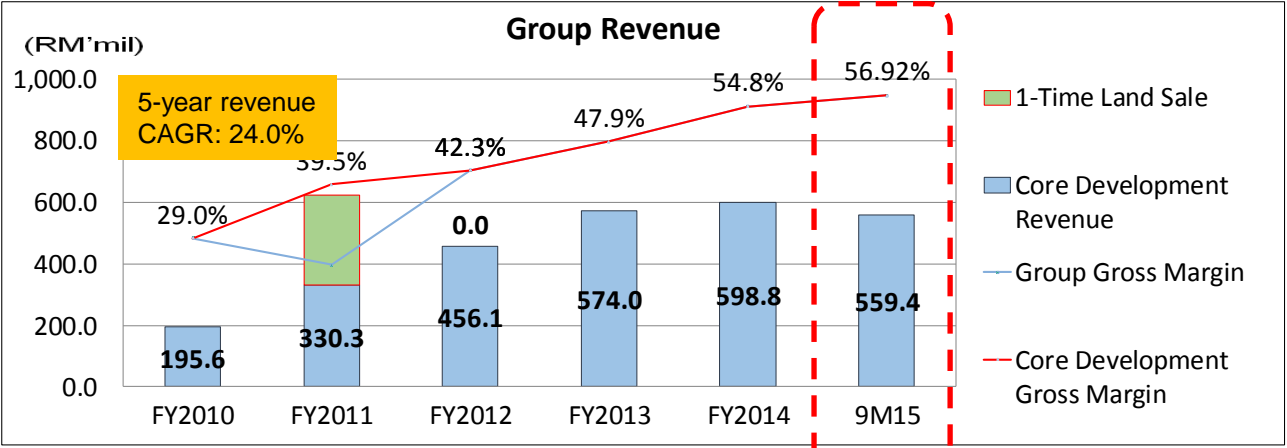
Taman Seri Impian	Acreage (acres)	GDV (RM'mil)
Completed	343.1	487.7
Ongoing	100.9	352.5
Future	209.0	654.3
Total	653.0	1,494.5



TAMAN SERI IMPIAN PROJECTS (as at 30 Sep 2015)

Others	Acreage (acres)	GDV (RM'mil)
Completed	1,233.2	1,253.5
Ongoing	-	-
Future #	344.0	1,584.7
Total	1,577.2	2,838.2

Includes RM400mil GDV for high rise serviced apartments project in KL



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.



FINANCIAL PERFORMANCE

Project	Type	Site Area (acres)	No. of units	Take-up rate	Est. GDV (RM'mil)	Unbilled Sales (RM'mil)	Commenced	Completed
Hijayu 1A (Phase 2)	DST	37.1	367	100%	220.0	44.1	2014	2016
Hijayu 3A (Phase 1)	DST	11.7	127	100%	62.5	130.5	2014	2016
Hijayu 3A (Phase 2)	DST	10.2	111	100%	57.5		2014	2016
Hijayu 3A (Phase 3)	DST	13.5	146	100%	82.0		2014	2016
Hijayu 3A (Phase 4)	DST	16.6	181	92%	98.0		2014	2016
Hijayu 3B	DST	32.5	333	83%	196.0		146.2	2015
Suriaman 1 (Phase 1)	DST	14.0	128	65%	77.0	49.6	2015	2017
Hijayu Resorts Homes (Phase 1A)	DST	5.7	64	45%	49.0	37.3	2015	2016
Sendayan Metropark 2	DSSO	4.3	36	100%	34.8	25.0	2014	2017
	TSSO		14	100%	20.5			
Sendayan Merchant Square 1	DSSO	18.0	125	83%	135.0	90.8	2015	2017
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	221.9	1,937	90.8%	1,074.3	523.5		

Unbilled sales excluding RM16.6 mil from STV

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM'mil)	Commencement	Completion
Hijayu 3C	DST	38.4	441	234.0	2016	2017
Hijayu (Resort Homes) Phase 1B	DSSD	5.0	30	45.0	2016	2016
	DST		-	0.0		
Hijayu (Resort Homes) Phase 2 & 4	DSSD	74.4	136	163.0	2016	2019
	DST		308	154.0		
Hijayu (Resort Villa)	DSB	49.5	102	157.8	2017	2020
	BL		1	4.0		
Hijayu (Residence)	DSB	56.0	67	120.6	2017	2020
	BL		6	18.8		
Sendayan Merchant Square 1 (Phase 2)	DSSO	29.4	38	40.0	2016	2018
	Comm Lot		3	10.0		
Sendayan Merchant Square 2	DSSO	49.9	149	223.5	2017	2019
	Comm Lot		4	40.0		
Suriaman 1 (Phase 2)	DST	44.5	257	158.0	2016	2018
	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		624.8	2,740	2,228.4		

BSS FUTURE PROJECTS (as at 30 Sep 2015)

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	97%	132.0	31.0	2013	2015
	SST		240	100%	57.0			
Impiana Avenue 3 I	DSSO	1.0	26	62%	18.0	2.8	2014	2016
Impiana Height (Phase 1)	DSB	15.4	13	15%	15.5	19.9	2014	2017
	DSSB		17	88%	14.0		2014	2017
	SSB		26	38%	19.0		2014	2017
	SSSD		26	92%	15.0		2014	2016
Impiana Bayu 2	DST	17.5	128	88%	57.0	46.8	2015	2017
	TOTAL	100.9	839	91.9%	327.5	100.5		



Impiana Casa 2



Impiana Bayu

TSI: ONGOING PROJECTS (as at 30 Sep 2015)

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM'mil)	Commencement	Completion
Impiana Avenue 3 II	DSSO	2.3	60	19.2	tba	tba
Impiana Height (Phase 2)	DSB	23.7	18	26.5	2015	2019
	DSSD		6	7.0		
	SSB		14	14.0		
	SSSD		8	6.0		
Impiana Bayu 2	DST	82.4	235	120.0	2016	2018
	SST		-	0.0	tba	tba
	DSSO		94	n/a		
	DST		209	n/a		
	Comm Lot		1	n/a		
	Stall		1	n/a		
Impiana Villa 3	DSSD	21.4	166	79.7		
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		
	Petrol Land		2	n/a		
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	208.9	1,964	654.3		

*Previously known as Impiana Villa 2

Project	Type of Units	Acreage	No. of Units	GDV (RM'mil)	Est. Commencement
Kota Gadong Perdana	SST & DST	294.6	3,632	926.4	Q3 2016
KL High-rise mixed Development		1.0	TBA	400.0	Q4 2015
Residency SIGC*	DST, DSSD, & DSB	41.8	217	229.0	Q2 2016
Lobak Commercial Centre (Phase 2)	DSSO & CL	2.1	16	29.3	Q3 2016
Lobak Commercial Centre (Phase 3)	n/a	4.5	n/a	n/a	n/a
	Total	344.0	3,865	1,184.7	

*Previously known as Third 9 Residence

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