



**MATRIX CONCEPTS GROUP**

# Matrix Concepts Holdings Bhd

(Company No.: 414615-U)

**Initial Public Offering on  
Main Market of Bursa Malaysia Securities Berhad**

**Corporate Presentation**

**8 May 2013**

Principal Adviser, Managing Underwriter, Co-Underwriter and Co-Placement Agent



**Hong Leong Investment Bank Berhad** (10209-W)

(Formerly known as MMB Investment Bank Berhad)

Co-Underwriter and Co-Placement Agent



**KENANGA INVESTMENT BANK BERHAD**  
Company No. 19678-H

IR Adviser

 **AQUILAS**

- ❖ **Corporate Profile**
- ❖ **Growth Strategies**
- ❖ **Financial Highlights**
- ❖ **Investment Merits**
- ❖ **IPO Statistics**
- ❖ **Appendix**

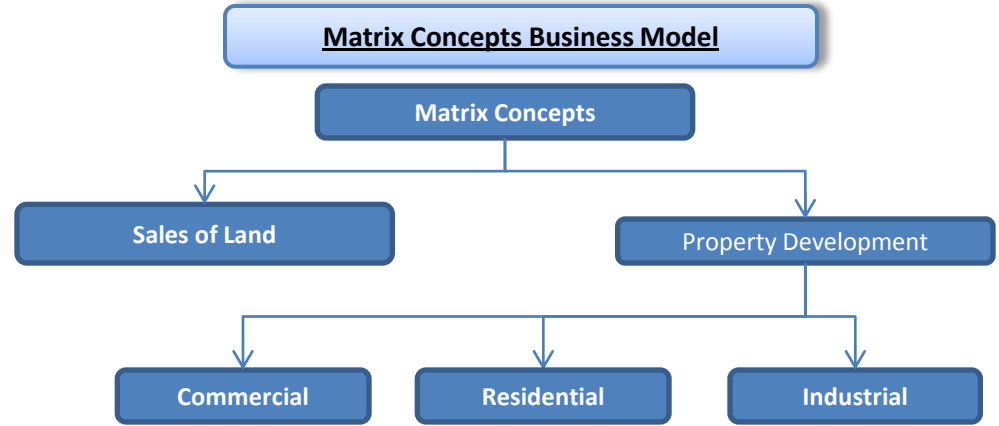






**MATRIX CONCEPTS GROUP**

# **CORPORATE PROFILE**

- ❖ Established in 1996, Matrix Concepts Holdings Berhad is a reputable Seremban-based property developer, focusing on development of residential, commercial and industrial properties



- ❖ Currently, the Group has two flagship township development projects in **Negeri Sembilan** and **Johor**

Bandar Sri Sendayan @ Seremban	Taman Seri Impian @ Kluang
	

- ❖ To date, the Group is able to move up the value chain and has built a strong track record by completing development projects worth RM2.1 billion GDV on approximately 1,800 acres of land in Negeri Sembilan and Johor
  - Pre-2000 GDV per acre at maximum of RM0.8mil; past 3 years value ranged RM1.2mil–RM8.0mil; going forward, expected to rise further with higher value GDV per acre



**Vision**

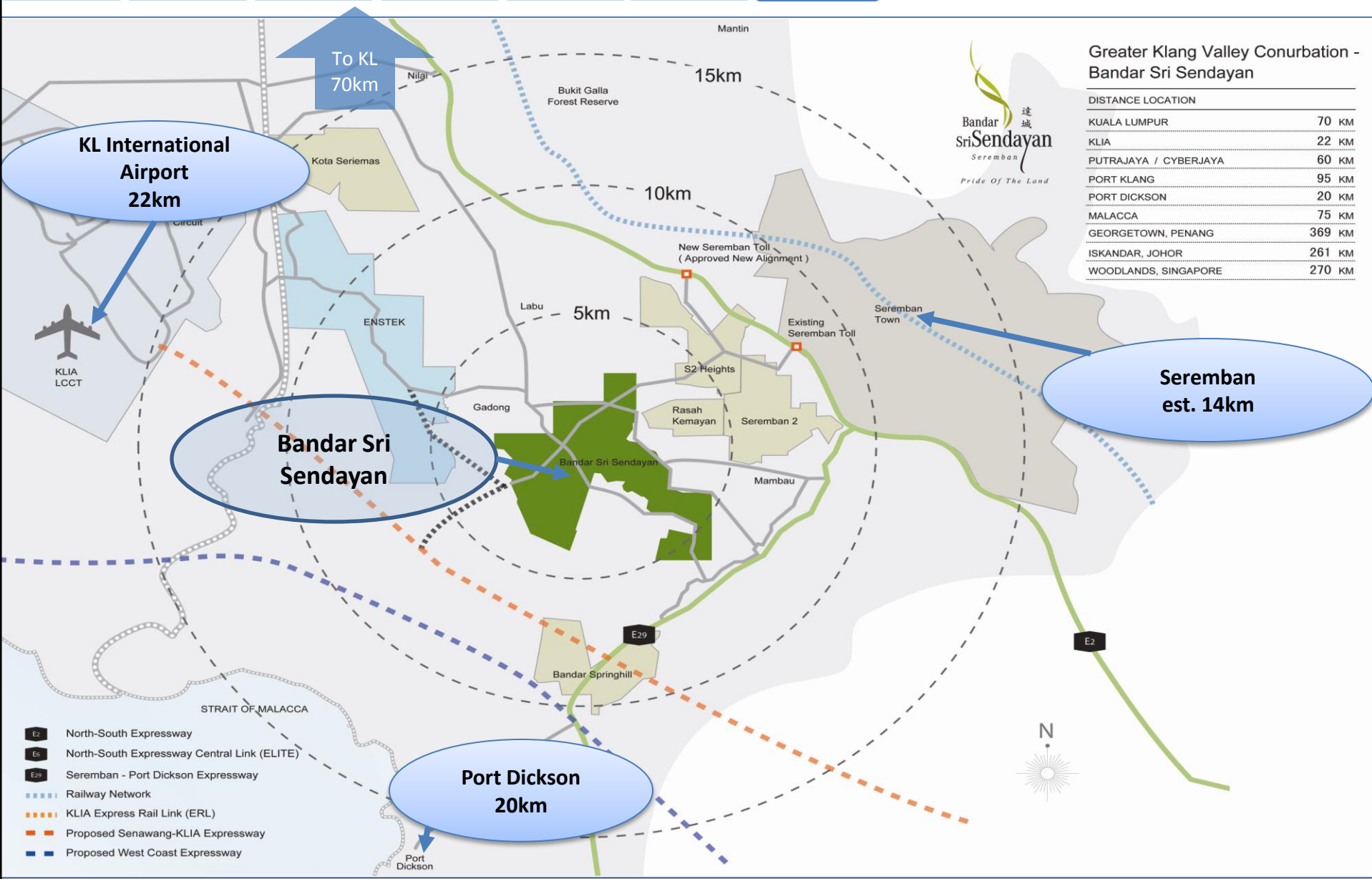
- Envisioned to be the innovative market leader in property development while diversifying in enhancing corporate values

**Mission**

- Continuously striving to provide excellent customer service and meet customer needs for total value



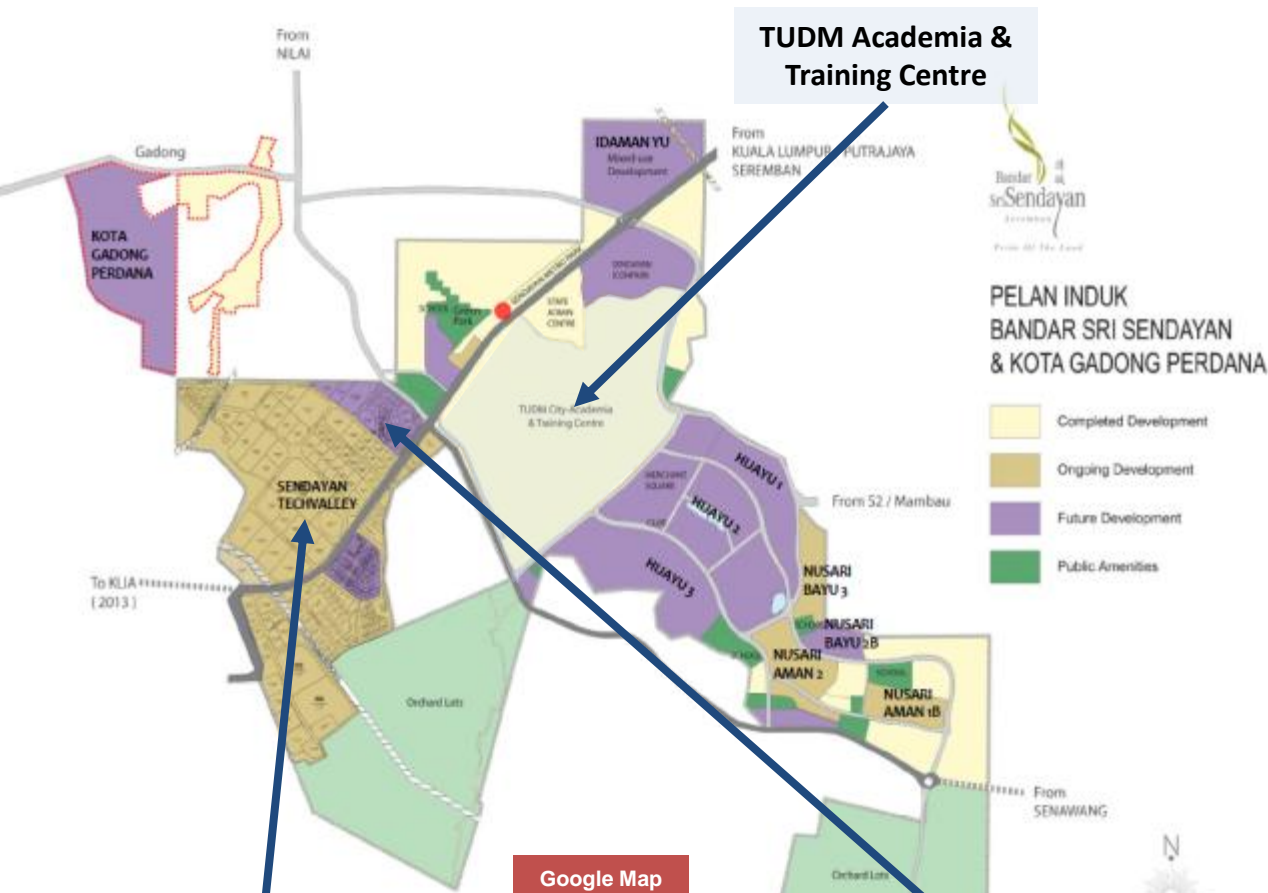
# BACKGROUND



# LOCATION OF BANDAR SRI SENDAYAN





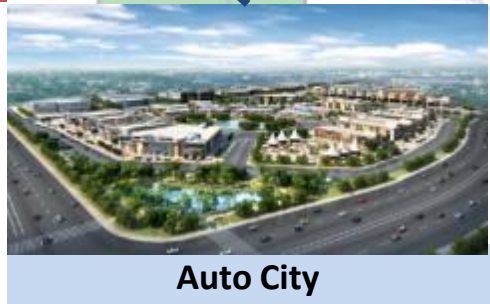


***BSS promises to be the next growing residential enclave in Negeri Sembilan... the pivot point within the radius of key locations***

Google Map



**Sendayan Techvalley**

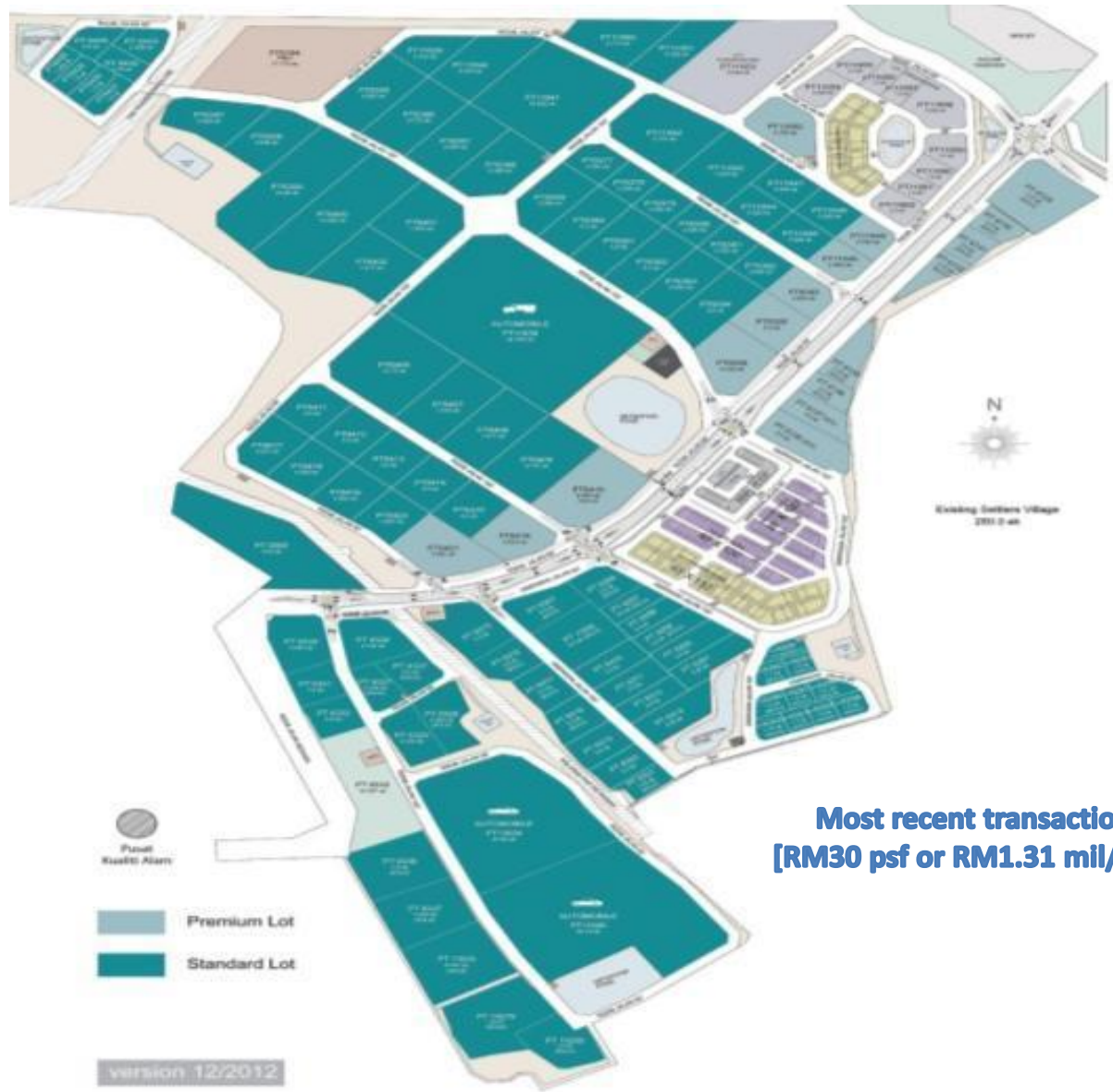


**Auto City**

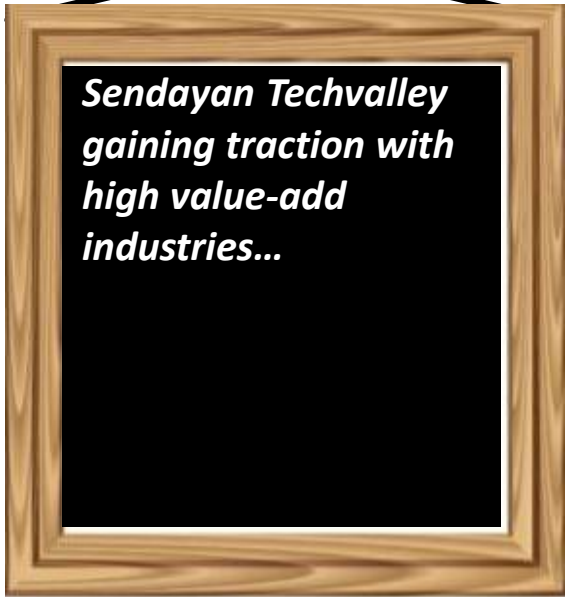
- Key Information on BSS:**
- **Total acreage:** 1,942.2 acres
  - **Total GDV:** RM5.0 billion est.
    - Completed: RM494.4 mil
    - Ongoing: RM1.2 bil
    - Unbilled sales: RM393.3 mil
  - **Completion:** end-2018 est.
  - **Location stats:**
    - To KL: 70km
    - To KLIA: 22km
    - To Putrajaya/Cyberjaya: 60km
    - To Port Klang: 85km
    - To Port Dickson: 20km



# BANDAR SRI SENDAYAN MASTERPLAN



**Most recent transaction:  
[RM30 psf or RM1.31 mil/acre]**



**Key Information on STV:**

- **Total land: 685.0 acres/ 136 lots**
  - Sold: est. 347 acres/ 57 lots
  - Balance: 338 acres/ 79 lots
- **Completion: end-2013 est.**
- **Foreign Direct Investors to date:**
  - Hino Motor (RM150 mil)
  - Messier-Buggatti-Dowty (RM300 mil)
  - Keen Point (RM200 mil)
  - TMC Metal (RM20 mil)
  - Akashi-Kikai Industry /Daihatsu (RM220 mil)
  - Meditop Corporation (RM150 mil)
  - MBM Resources/Mitsubishi (est. RM300 mil)
  - Nippon Kayaku (RM600 mil)





***TUDM and State Admin Centre to elevate BSS to be the 'Putrajaya' of Negeri Sembilan... impetus for increased commercial activities in the township***

Details of recent land sales:

- 750-acre land for TUDM City-Academia and Training Centre sold to 1MDB for RM294 million in 2011.
- 55-acre land for State Admin Centre sold to Negeri State Government for RM19 million in 2007



**TUDM CITY & STATE ADMIN CENTRE**





PELAN INDUK  
TAMAN SERI IMPIAN  
KLUANG JOHOR

- Completed Development
- Ongoing Development
- Future Development
- Public Amenities



*Group's township in another state says as much of its ability to replicate success...*

- Key Information on TSI:**
- **Total acreage: 636.6 acres**
  - **Total GDV: RM1.3 billion est.**
    - Completed: RM340.6 mil
    - Ongoing: RM147.7 mil
    - Unbilled sales: RM47.3 mil
  - **Completion: mid-2019 est.**
  - **Easily accessible via Jalan Kluang-Bandar Tenggara road with proposed connections to interchange/exit to the Kluang-Pasir Gudang Expressway**



# TAMAN SERI IMPIAN MASTERPLAN



**MATRIX CONCEPTS GROUP**



Established Track Record	High Quality & Diverse Product Mix	Strategic Location	Sustainable & High-Impact Developments	Experienced Management Team
<ul style="list-style-type: none"> <li>&gt;15 years experience; incl developing integrated township</li> </ul>	<ul style="list-style-type: none"> <li><b>Demonstrated in high take-up rates</b></li> </ul>	<ul style="list-style-type: none"> <li>BSS has high accessibility to key locations</li> </ul>	<ul style="list-style-type: none"> <li>BSS to benefit from high-impact Government and industrial developments</li> </ul>	<ul style="list-style-type: none"> <li>Founder has approx 30 years of experience in the sector</li> </ul>
<ul style="list-style-type: none"> <li>Ability to launch new projects at higher prices</li> </ul>	<ul style="list-style-type: none"> <li>Diverse product portfolio to mitigate risk</li> </ul>	<ul style="list-style-type: none"> <li>Taman Seri Impian strategically located in Kluang</li> </ul>	<ul style="list-style-type: none"> <li>Ongoing and future projects have GDV of RM6.6 bil lasting till 2019</li> </ul>	<ul style="list-style-type: none"> <li>Supported by a competent management team</li> </ul>
<ul style="list-style-type: none"> <li>Experience in Joint Venture projects with State Governments</li> </ul>				<ul style="list-style-type: none"> <li>Ability to market and complete projects on time</li> </ul>



**COMPETITIVE ADVANTAGES & KEY STRENGTHS**



**MATRIX CONCEPTS GROUP**

# **GROWTH STRATEGIES**

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)
Ongoing (launched)	Current to 2014	817.0	1,396.3
Future Projects	2013 to 2019	1,538.2	5,114.4
<b>TOTAL</b>		<b>2,355.2</b>	<b>6,510.7</b>

**Total estimated GDV of RM6.5 billion to sustain the Group till 2019...**



Hijayu 2 @ BSS



Nusari Bayu 2B @ BSS



Impiana Casa 2 @ TSI



Impiana Avenue/Impiana Square @ TSI


**FUTURE PROJECTS (Selected)**

**Unbilled sales for ongoing projects: RM445.1 million as at 31 March 2013**



❖ **Further profit and margin expansion** with (1) more launches of higher-priced mid- to high-end properties; and (2) sales of more industrial lots at Sendayan Techvalley (STV)

- Rising margins due to higher selling prices; also leveraging on substantially completed township infrastructure, and low land cost
- STV poised to be Negeri Sembilan's high-impact growth nucleus with more reputable FDIs attracted to its investment merits



*Growth catalyst to also come from margin expansion as higher-priced products are launched and more sales of STV industrial lots...*



# Growth Strategies

Expand product mix to enhance profitability

Strengthen balance sheet to undertake aggressive landbanking

Identify strategic landbank to sustain future growth

*Group's financial strength in good stead to undertake aggressive landbanking...*

To increase margins from higher selling prices

Also to elevate status of BSS as the preferred address

Currently close to zero gearing even before IPO

Positive cash flow from current projects to strengthen balance sheet further

Continue to look for land in Negeri Sembilan that has growth potential

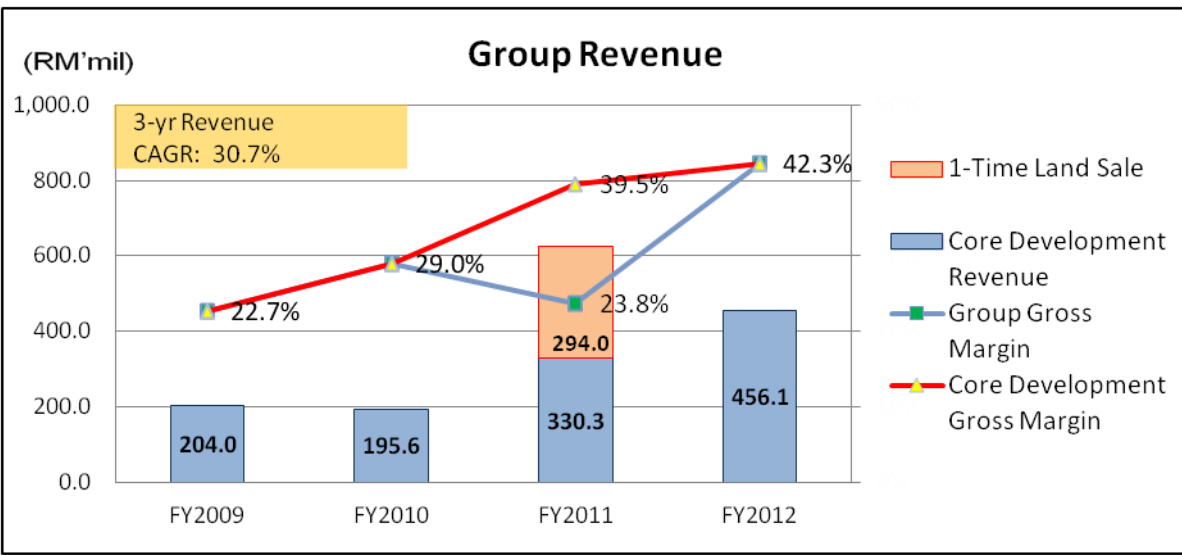
Also to purchase landbank in other states when opportune



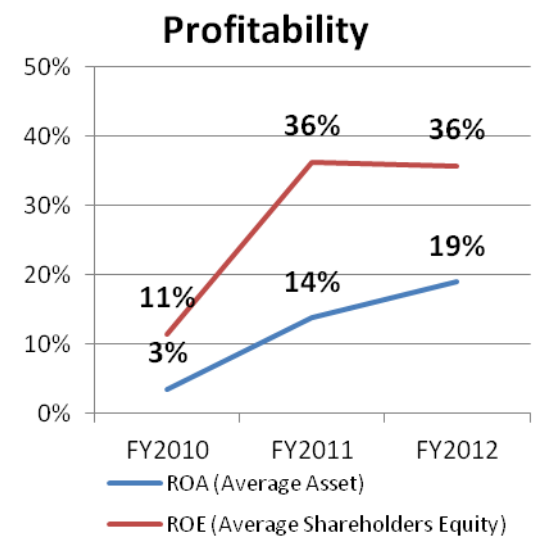
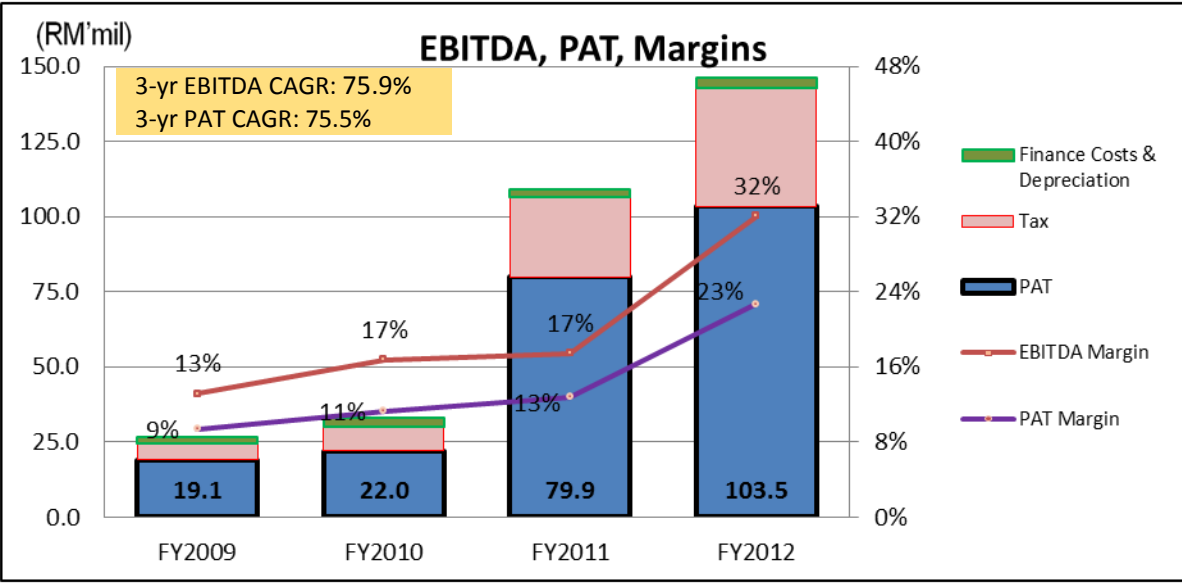


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# **FINANCIAL HIGHLIGHTS**



**Increasing margins as a result of higher selling prices of new launches over existing landbank with low outlay...**



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 SEGMENTATION

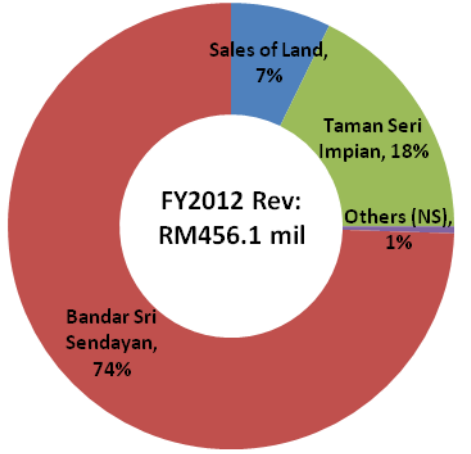
Location	FY2009		FY2010		FY2011		FY2012	
	RM'mil	%	RM'mil	%	RM'mil	%	RM'mil	%
<b>NS</b>								
BSS	91.5	44.8	101.8	52.1	206.1	33.0	339.8	74.5
Others	29.6	14.5	31.2	15.9	12.7	2.0	2.3	0.5
<b>Johor</b>								
TSI	40.3	19.8	62.0	31.7	88.9	14.3	81.0	17.8
Others	42.2	20.7	0.3	0.2	0.0	0.0	0.0	0.0
<b>Sales of Land</b>	<b>0.4</b>	<b>0.2</b>	<b>0.3</b>	<b>0.1</b>	<b>316.5</b>	<b>50.7</b>	<b>33.0</b>	<b>7.2</b>
<b>Total</b>	<b>204.0</b>	<b>100.0</b>	<b>195.6</b>	<b>100.0</b>	<b>624.2</b>	<b>100.0</b>	<b>456.1</b>	<b>100.0</b>



### TYPE SEGMENTATION

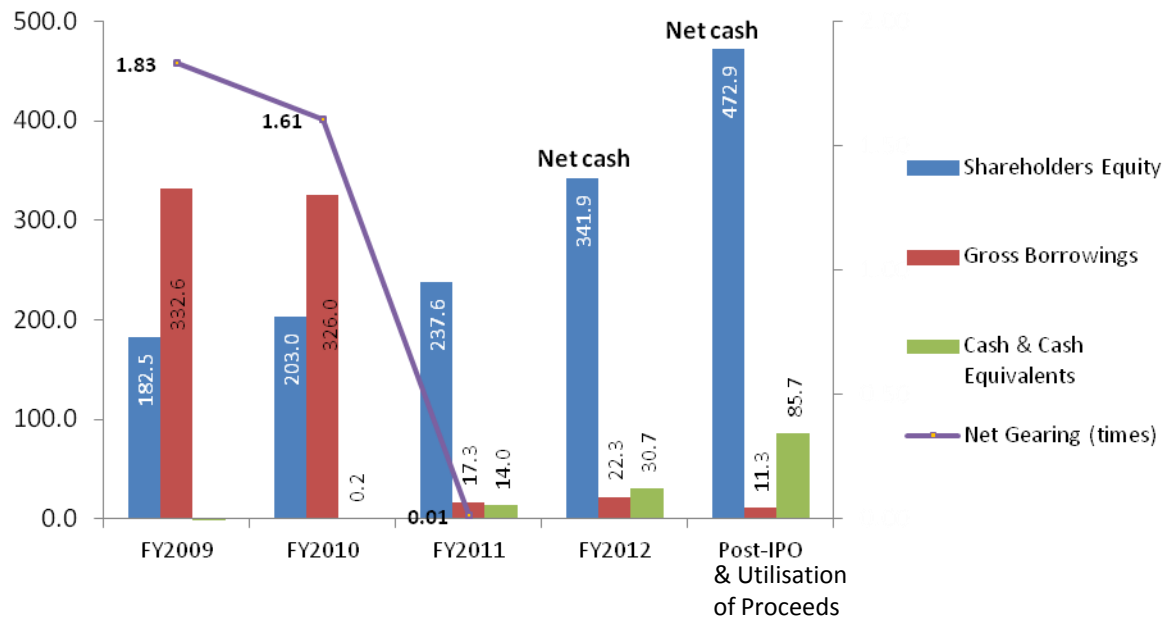
Type	FY2009		FY2010		FY2011		FY2012	
	RM'mil	%	RM'mil	%	RM'mil	%	RM'mil	%
Residential	187.4	91.8	176.7	90.4	254.7	40.8	328.1	71.9
Commercial	16.2	8.0	18.6	9.5	31.6	5.1	15.2	3.3
Industrial	-	-	-	-	21.4	3.4	79.8	17.5
Sales of Land	0.4	0.2	0.3	0.1	316.5	50.7	33.0	7.3
<b>Total</b>	<b>204.0</b>	<b>100.0</b>	<b>195.6</b>	<b>100.0</b>	<b>624.2</b>	<b>100.0</b>	<b>456.1</b>	<b>100.0</b>

**Revenue Breakdown (Project)**



# REVENUE SEGMENTATION

## Balance Sheet (RM'mil)



***Balance sheet improved after sale of land to 1MDB... gearing at comfortable level even before IPO***

Days	FY2009	FY2010	FY2011	FY2012
Inventory turnover period	2.1	2.0	0.6	3.3
Trade receivables turnover period	25.9	46.6	43.9	80.9
Trade payables turnover period	95.4	112.0	42.7	66.6



# BALANCE SHEET



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# **Investment Merits**

## Dividend Policy of Minimum 40% Payout

- Assuming 40% of FY2012's net profit of RM103.5 mil (or EPS of 34.5 sen/share), proforma dividend payout would be 13.8 sen/share
- At DPS of 13.8 sen/share, dividend yield based on IPO price of RM2.20 is 6.3%





Company	Last Price as at 6 May 2013	Market Cap (RM'mil)  @ 6 May 2013	Trailing PE (x)	P/NTA	Net Margin (trailing)	Net gearing (x)
Hunza Properties Bhd (HPB:MK) ^	1.70	308.23	10.3	0.6	21.0%	0.34
KSL Holdings (KSL:MK)	1.99	768.96	5.8	0.7	32.5%	0.17
Crescendo Corporation (CCDO:MK)	2.56	498.64	8.9	0.8	19.7%	0.13
Tambun Indah Land Bhd (TILB:MK)	1.02	318.24	7.8	1.4	13.7%	Net Cash
<b>Average</b>			<b>7.9</b>	<b>1.0</b>	<b>20.8%</b>	<b>0.18</b>
Matrix Concepts at IPO	2.20	660.00	6.4	1.4	22.7%	Net Cash

^: Hunza's PE valuation is based on earnings excluding exceptional income of RM69.1 mil from revaluation of investment properties



## PEER COMPARISON

- ❖ Matrix Concepts, an investment proxy to the growth proposition of Seremban as a satellite city within the Greater Klang Valley
  - KL-Seremban conurbation gaining traction over the years, with rising number of people migrating to Seremban while still working in KL
- ❖ Matrix Concepts is a leading property developer based in Negeri Sembilan (NS) with strong track record spanning more than 15 years
  - Extensive experience developing more than RM2 bil GDV projects in NS and Johor
- ❖ Ample balance landbank (1,538 acres for est. RM5.1 bil GDV) to sustain Group till 2019
  - Current projects of RM1.4 bil GDV have >70% take-up and unbilled sales of RM445 mil
- ❖ Profit and margin expected to expand further, with more higher-priced product launches and industrial lot sales at Sendayan Techvalley
  - Leveraging on substantially completed infrastructure
- ❖ Double-digit profit growth trend to continue with higher margins sales mix and more launches
  - Core net profit in FYE 31.12.2012 at RM103.5 mil; CAGR of 75.5% p.a. over 3 year-period from 2009-2012
- ❖ Strong balance sheet (net cash position as at end-2012) allow Group to undertake aggressive landbanking
- ❖ Dividend policy of a minimum of 40% payout from Group's net profit





**MATRIX CONCEPTS GROUP**

# **IPO Statistics**

**Purposes of IPO:**

- ✓ to enhance profile and corporate image
- ✓ to raise additional funds for future expansion and growth
- ✓ to enhance Group’s presence and visibility in the sector
- ✓ to allow public to participate in Group’s growth



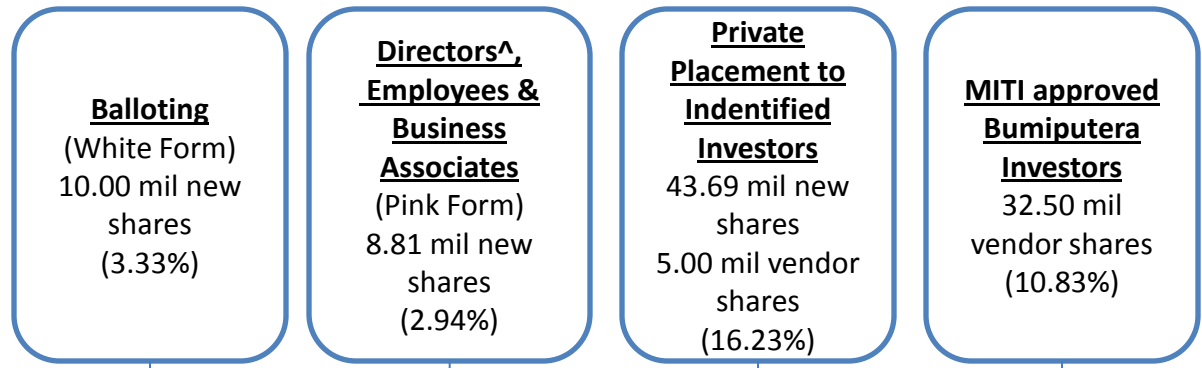
Total Number of IPO Shares	100 million shares of RM1.00 par
62.5 million new shares	<ul style="list-style-type: none"> <li>• 10 million new shares to Malaysian Public</li> <li>• 8.808 million new shares to eligible Directors, Employees &amp; Business Associates</li> <li>• 43.692 million new shares for Private Placement to selected investors</li> </ul>
37.5 million vendor shares	<ul style="list-style-type: none"> <li>• 32.5 million vendor shares for Private Placement to MITI-approved Bumiputera Investors</li> <li>• 5.0 million vendor shares for Private Placement to selected investors</li> </ul>

	No. of Shares	Share Capital (RM)
Authorised share capital	2.0 bil	2.0 bil
Existing and fully paid-up share capital prior to the Public Issue	237.5 mil	237.5 mil
Public Issue	62.5 mil	62.5 mil
<b>Enlarged share capital upon listing</b>	<b>300.0 mil</b>	<b>300.0 mil</b>



**ISSUE STATISTICS**





**Proceeds to Offerors:**  
RM82.5 mil

**Proceeds to MCHB:**  
RM137.5 mil

**MATRIX CONCEPTS HOLDINGS BHD**  
Enlarged Share Capital: RM300 million @ 300 mil shares of RM1.00 par  
Indicative Issue Price: RM2.20 per share

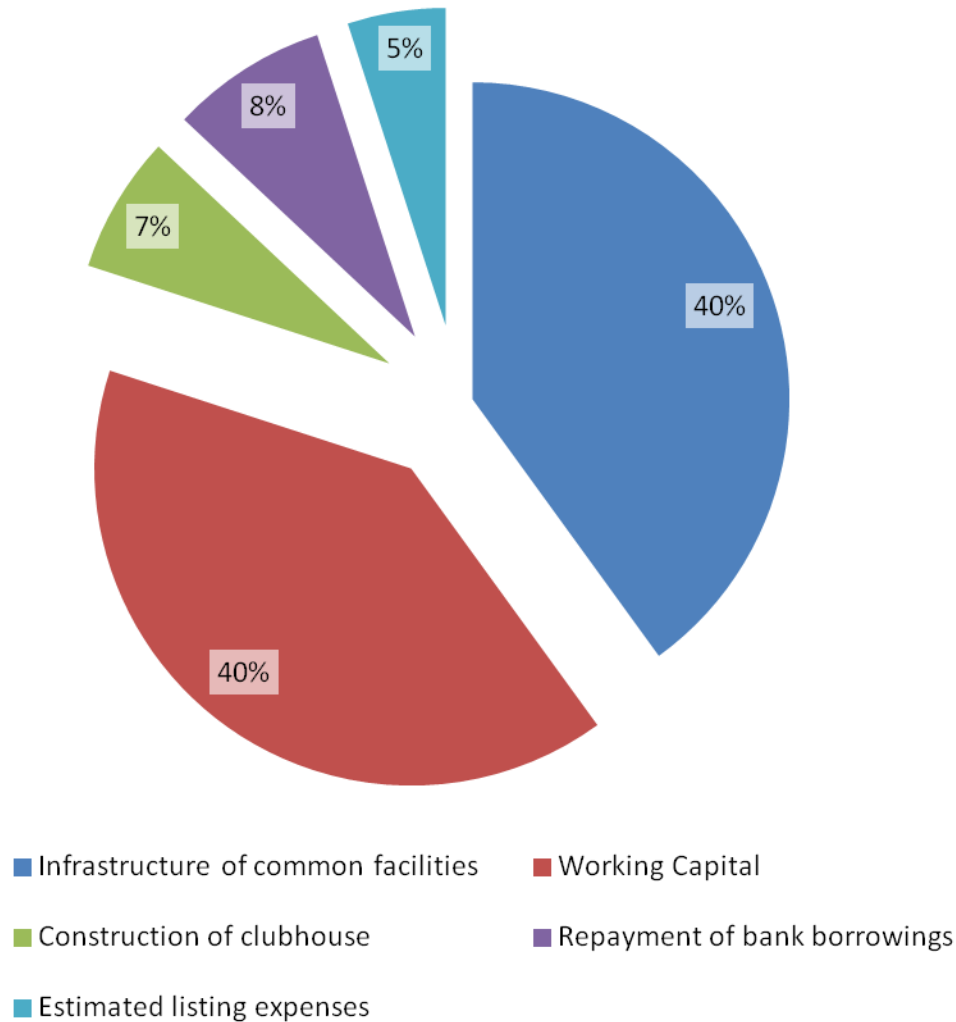


**Valuations at IPO**

Market Cap (RM'mil)	660.0
Post-IPO Enterprise Value (RM'mil)	585.6
Trailing PE Ratio (FY12)	6.4x
Post-IPO EV/EBITDA	4.0x

<sup>^</sup>Directors are not considered as public shareholders

### Utilisation of Proceeds



*Proceeds of RM137.5m mainly for Hijayu development at BSS, as well as working capital needs...*

### Utilisation Time Frame

	Time (mths)	Amount (RM'mil)
Working Capital	24	55.0
Infrastructure and common facilities	24	55.0
Construction of clubhouse	24	10.0
Repayment of bank borrowings	12	11.0
Estimated listing expenses	1	6.5



# UTILISATION OF PROCEEDS



18 April' 13  
Underwriting Agreement Signing

8 May' 13  
Prospectus Launch

15 May' 13  
Application close for Public subscription

28 May' 13  
Listing on the Main Market, Bursa Malaysia Securities Bhd



# TENTATIVE IPO TIMELINE



**MATRIX CONCEPTS GROUP**

**THANK YOU**

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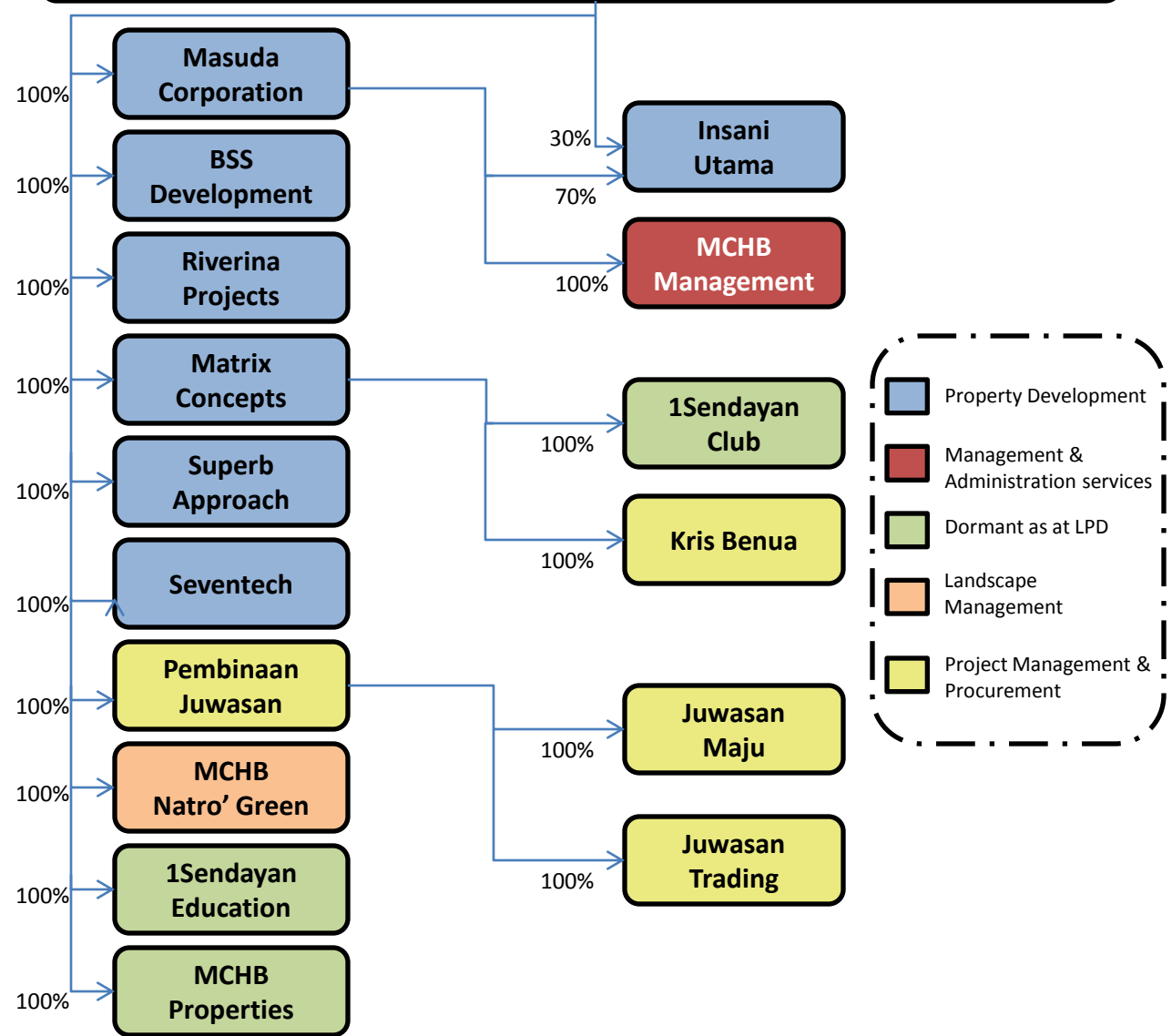
E: [louistan@mchb.com.my](mailto:louistan@mchb.com.my)



**MATRIX CONCEPTS GROUP**

# **APPENDIX**

# Matrix Concepts Holdings Berhad



*Group focused on property development for >15 years...while founder has clocked in excess of 30 years in the sector*



## CORPORATE STRUCTURE



**Dato’ Haji Mohamad Haslah bin Mohamad Amin (Non-Independent Non-Executive Chairman)**

- 20 years of experience in both domestic and international financial industry, substantially with Maybank Group
- Graduated in 1975 from the Institute of Bankers, London, with a Diploma in Banking
- Currently the CEO of MBI, a Negeri Sembilan State owned entity

**Dato’ Lee Tian Hock (Group Managing Director/ Chief Executive Officer)**

- Founder of Matrix Concepts Group, he is responsible for the Group’s business direction and overall strategies and policies
- Has approximately 30 years of experience in the property development industry and was involved in the development of Taman Rasah Jaya – then the largest housing scheme in Negeri Sembilan
- Graduated with a degree in Housing, Building and Planning from Universiti Sains Malaysia

**Ho Kong Soon (Group Deputy Managing Director/ Chief Operating Officer)**

- Responsible for the overall project management as well as overseeing daily operations of the Group
- Has approximately 20 years of experience and was involved in the development of the Allson Klana Resort Hotel, Kasturi Klana Park Condominium and Taman Semarak housing scheme in Negeri Sembilan
- Graduated with Bachelor of Engineering degree from University of Malaya

**Dato’ Firdaus Muhammad Rom bin Harun (Independent Non-Executive Director)**

- 39 years of experience in the corporate sector and civil service
- Graduated with a certificate in Public Relations from the Institute of Public Relations, London, and also a Diploma in Marketing from the Chartered Institute of Marketing, UK.
- Currently the Political Secretary to the Menteri Besar of Negeri Sembilan

**Rezal Zain bin Abdul Rashid (Independent Non-Executive Director)**

- Has approximately 20 years of experience in audit, corporate finance, as well as enterprise building
- Member of the Malaysian Institute of Accountants and the Australian Society of Certified Practicing Accountants (now known as CPA Australia)
- Graduated with Bachelor of Arts (Accounting) degree from University of Canberra

**Dato’ (Ir) Batumalai Ramasamy (Independent Non-Executive Director)**

- Has 35 years of experience as an engineer in the Department of Irrigation and Drainage (DID) in various jurisdictions of KL, Kedah, Perak, Johor and Negeri Sembilan; overseeing, planning, designing, operations and management of all the irrigation and drainage areas
- Holds a Diploma in Civil Engineering from Universiti Teknologi Malaysia and a Bachelor of Science in Civil Engineering from the University of Aberdeen, Scotland



Controlling Shareholder & Founder of MCHB			
		Pre-IPO (%)	Post-IPO (%)
<b>Dato’ Lee Tian Hock</b>	Direct	26.9	20.0
	Indirect	46.3	28.5



**Lee Fah Pin**  
**(General Manager – Projects)**

- More than 20 years of civil engineering experience, e.g. preparing structural engineering design calculations and drawings for commercial, industrial and residential buildings in steel, timber and concrete design
- Graduated with a Bachelor of Science (Civil Engineering) and Masters of Science (Civil Engineering) from California State University of Fresno. He also graduated from the Institute of Engineers, Malaysia and is a Member of the Technological Association of Malaysia and Structural Engineers Institution, USA

**Tan Say Kuan**  
**(Group Accountant)**

- Has approximately 20 years of audit and accounting experience and is responsible for the overall accounting and financial aspects of the Group
- Fellow member of the ACCA and MIA

**Tee Kam Mee**  
**(General Manager - Human Resource & Administration)**

- Has approximately 15 years of corporate experience and is responsible for all human resource and administrative functions of the Group
- Graduated with a Bachelor of Commerce Degree from Monash University, Australia

**How Giok Wah**  
**(General Manager – Sales)**

- Started his career as an engineer with MIDA, he has more than 35 years of experience as an engineer and consultant
- Responsible for sales of industrial and commercial land of the Group
- Graduated with a Bachelor of Science (Electrical and Electronics Engineering) with Honours from University Malaya



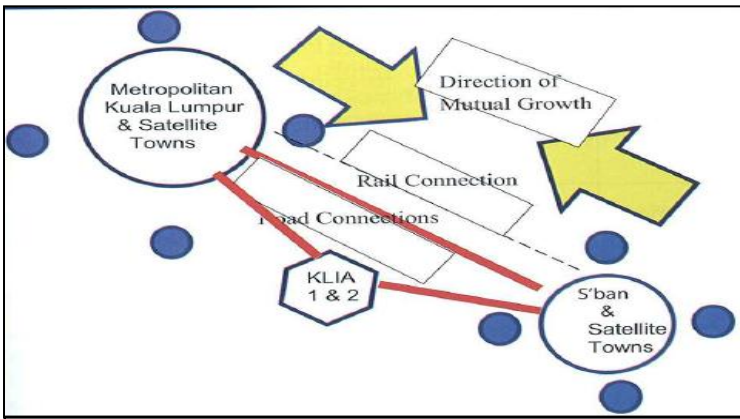


- 1997**
  - Commenced operations as a property development company
  - Began maiden property project, Tmn Bahau in Negeri Sembilan
- 1999**
  - 1<sup>st</sup> JV with Menteri Besar Incorporated (MBI) of Negeri Sembilan to develop Tmn Andalas on approx 39 acres of land
  - Launched Phase 1 of Tmn Andalas with 90% units sold within 6 months
- 2004**
  - Acquired Seventech, a property development company to expand to Johor
  - Commenced 1<sup>st</sup> Johor project with the development of Tmn Anggerik Tenggara
- 2005**
  - Entered JV with Koperasi Kemajuan Tanah Negeri Johor Berhad to undertake township development in Tmn Seri Impian, Kluang, Johor
  - Entered JV with MBI to develop 2<sup>nd</sup> flagship development project in Bandar Sri Sendayan (BSS), Seremban
  - Accredited with ISO 9001:2000 status
- 2006**
  - Launched first 2 phases of Taman Seri Impian township development
- 2008**
  - Launched first 2 phases of developments in BSS – Nusari Bayu 1 (residential area) and Sendayan Metropark (commercial plots)
- 2009**
  - Upgraded to ISO 9001:2008 by BM TRADA Certification Ltd
- 2011**
  - Disposed piece of land (750 acres) to 1Malaysia Development Berhad for purpose of setting up new academia and training centre for the RMAF at BSS
- 2012**
  - Signed MOU with 6 foreign companies from Japan, Taiwan, Hong Kong and France for purchase of industrial lots at Sendayan Techvalley 2



# KEY ACHIEVEMENTS & MILESTONES

- KL-Seremban urban conurbation (gazetted by Federal Government) gaining traction over the years
- Rising no. of people migrating to Seremban while still working in Kuala Lumpur (KL)



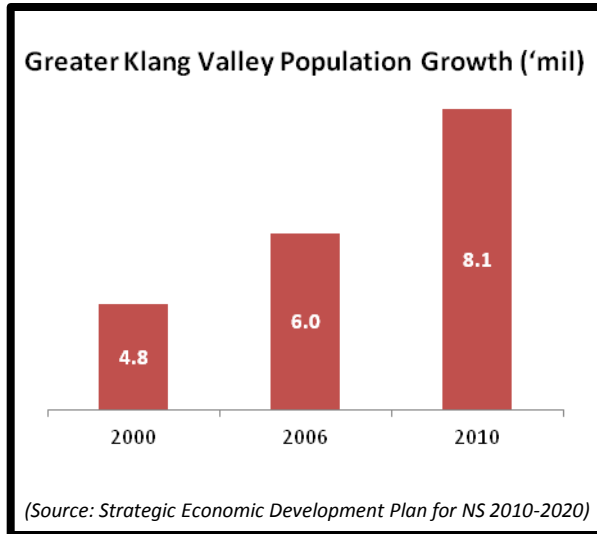
**Regional Dynamics of Conurbations Growth and Infilling between KL and Seremban-Nilai Corridor**  
 (Source: Strategic Economic Development Plan for NS 2010-2020)

*Matrix Concepts, an investment proxy to the growth proposition of Seremban as a satellite city within the Greater Klang Valley...*



- State Government investments into significant infrastructure: Paroi-Senawang-KLIA highway, Seremban Middle Ring Road (worth RM2.4 bil) and other road upgrading works

(Source: Strategic Economic Development Plan for NS 2010-2020)



(Source: Strategic Economic Development Plan for NS 2010-2020)

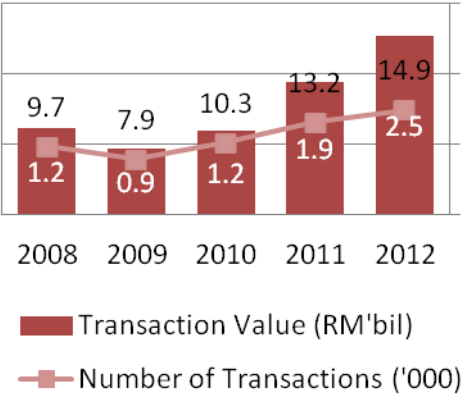
- Up to 100,000 people commute daily to KL from Negeri Sembilan



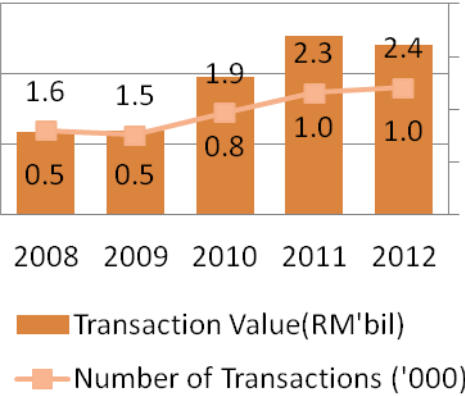
# KL-NEGERI SEMBILAN CONURBATION

**Demand for residential and commercial properties still rising in NS... backed by growing population and migration trend**

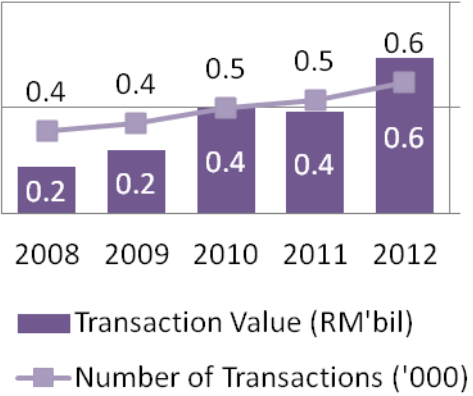
**Residential Property Sector in NS**



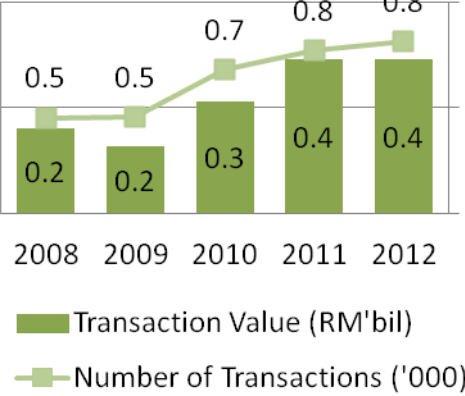
**Commercial Property Sector in NS**



**Industrial Transactions in NS**



**Development Transactions in NS**

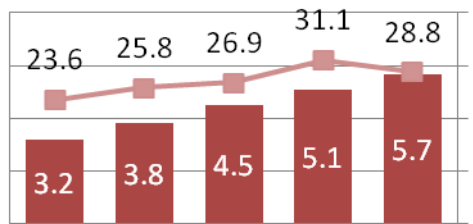


Source: Valuation and Property Services Department, Ministry of Finance



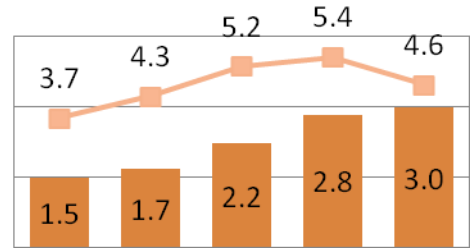
**PROPERTY DEMAND TREND: NEGERI SEMBILAN**

### Residential Property Sector in Johor



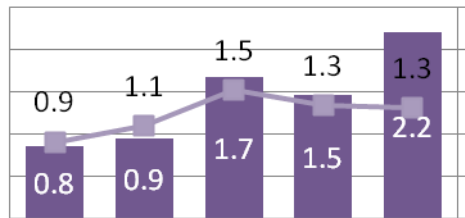
2008 2009 2010 2011 2012  
 ■ Transaction Value (RM'bil)  
 ■ Number of Transactions ('000)

### Commercial Property Sector in Johor



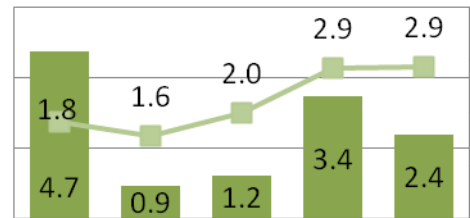
2008 2009 2010 2011 2012  
 ■ Transaction Value (RM'bil)  
 ■ Number of Transactions ('000)

### Industrial Transactions in Johor



2008 2009 2010 2011 2012  
 ■ Transaction Value (RM'bil)  
 ■ Number of Transactions ('000)

### Development Transactions in Johor



2008 2009 2010 2011 2012  
 ■ Transaction Value (RM'bil)  
 ■ Number of Transactions ('000)

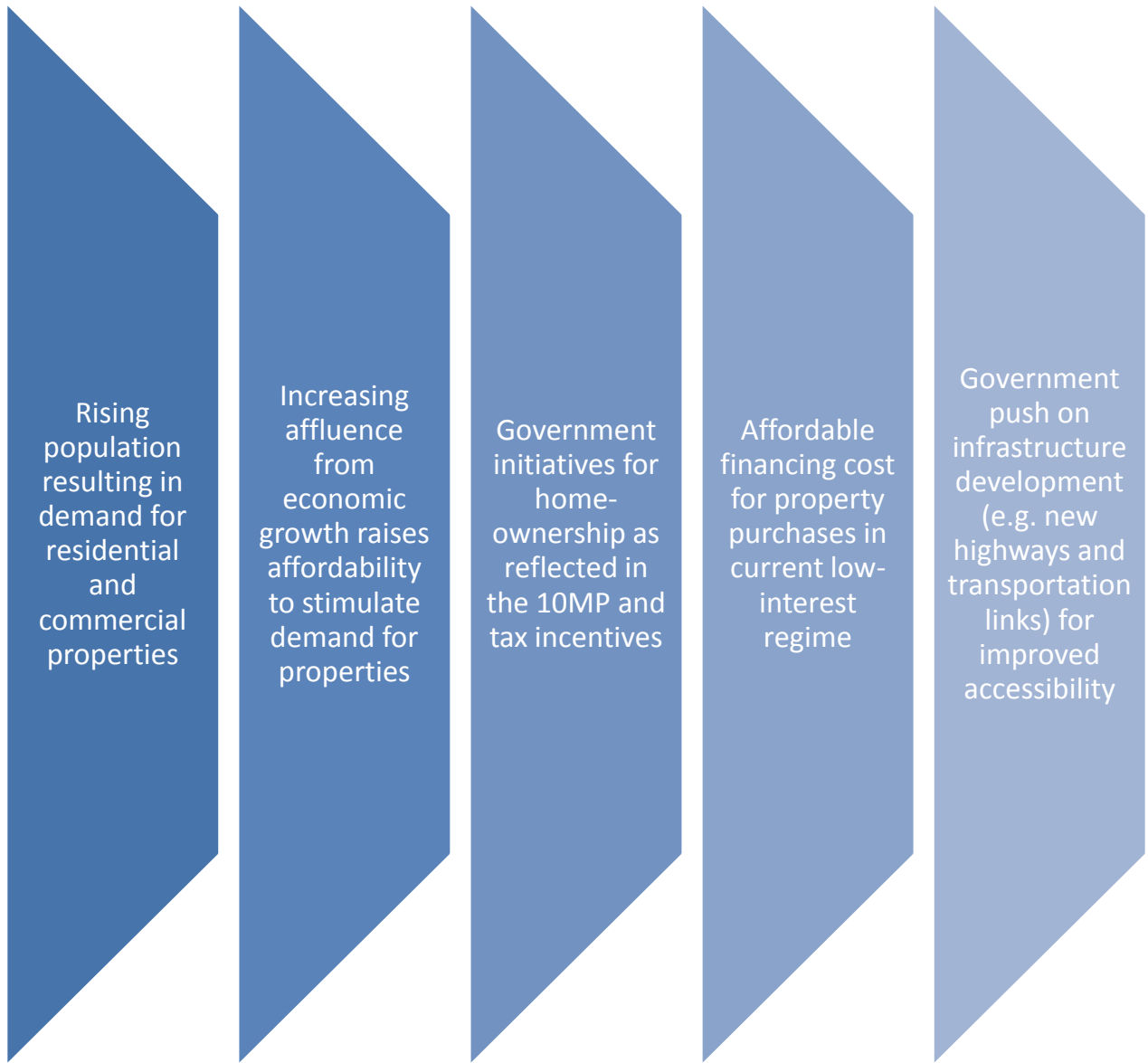


Source: Valuation and Property Services Department, Ministry of Finance



# PROPERTY DEMAND TREND: JOHOR





# INDUSTRY GROWTH CATALYSTS



Project	Type	Site Area (acres)	No. of units	Take-up Rate	Est. GDV (RM'mil)	Year Completed
Nusari Bayu 1,2A, & 3 (Phase 1 & 2)	Single-storey terrace houses	181.3	1,698	100%	191.5	2010, 2011, 2012, 2013
	Double-storey terrace houses		300	100%	88.4	
	Double-storey shop offices		25	100%	12.0	
Atiya	Single-storey semi-detached	1.4	18	100%	5.2	2011
Idaman Bayu	Single-storey terrace houses	17.7	81	100%	13.2	2011
	Double-storey terrace houses		97	100%	26.4	
Nusari Aman 1 A & 2A	Single-storey terrace houses	43.0	386	100%	59.4	2011
	Double-storey terrace houses		91	100%	21.7	
	Single-storey semi-d houses		6	100%	2.0	
	Double-storey semi-d houses		14	100%	7.3	
	Single-storey shop houses		46	100%	10.3	
	Single-storey stall		1	0%	1.0	
Cosmoxia	Single-storey semi-d houses	2.7	36	100%	11.7	2011
Sendayan Metropark	Commercial lots	35.4	18	83%	47.1	2010
<b>Total</b>		<b>281.5</b>	<b>2,817</b>	<b>99.9%</b>	<b>497.0</b>	

*To date, the Group delivered RM494.4 mil worth of projects in Bandar Sri Sendayan...*



## COMPLETED PROJECTS: BANDAR SRI SENDAYAN

Project	Type	Site Area (acres)	No. of units	Take-up Rate	Est. GDV (RM'mil)	Unbilled Sales	Est. Completion
Nusari Aman 1B	Single-storey terrace houses	38.2	341	100%	60.0	13.2	2013
	Double-storey terrace houses		174	100%	43.1		
Nusari Aman 2	Double-storey terrace houses	35.4	350	100%	101.4	81.9	2013
	Single-storey terrace houses		122	100%	25.8		
Metro Park Shop 1A	Double-storey shop offices	2.5	29	100%	13.9	4.5	2013
	Three-storey shop offices		9	89%	6.0		
Sendayan Tech Valley 1 & 2	Industrial lot	514.9	93	57%	488.9	89.1	2013
Nusari Aman 2D & 3A	Double-storey terrace houses	33.7	230	100%	78.1	62.3	2013
	Single-storey semi-D houses		18	100%	7.8		
	Single-storey terrace houses		37	100%	9.1		
Idaman Bayu 2	Double-storey terrace houses	4.8	56	89%	23.7	8.9	2014
Nusari Bayu 2B	Double-storey terrace houses	8.1	80	100%	24.5	27.2	2014
	Double-storey semi-D houses		10	100%	4.7		
Hijayu 1B	Double-storey terrace houses	21.5	154	100%	57.7	68.5	2014
	Single-storey terrace houses		75	99%	19.5		
Hijayu 3D	Double-storey terrace houses	43.5	534	40%	186.9	37.7	2014
1 Sendayan Clubhouse	Clubhouse	7.2	1	n/a	50.0	n/a	2014
Sub Centre @ Nusari Bayu	Commercial lots	20.0	4	25%	30.0	n/a	Ready for sale
Sub Centre @ Nusari Hijayu	Commercial lots	8.1	2	n/a	12.0	n/a	Ready for sale
<b>Total</b>		<b>737.9</b>	<b>2,319</b>	<b>84%</b>	<b>1,243.1</b>	<b>393.3</b>	



# ONGOING PROJECTS: BANDAR SRI SENDAYAN

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM'mil)	Expected completion
Hijayu 1A, 3A, 3B, & 3C	Double-storey terrace houses	190.3	1,833	702.8	2015, 2016
	Single-storey terrace houses		150	37.5	
Hijayu (Resort Homes)	Double-storey semi-D houses	85.1	200	160.0	2017
	Double-storey terrace houses		308	154.0	
Hijayu (Resort Villa)	Double-storey bungalows	49.5	102	157.8	2017
	Bungalow lots		1	4.0	
Hijayu (Residences)	Double-storey bungalows	56.0	67	120.6	2017
	Bungalow lots		6	18.8	
Sendayan Merchant Square 1 & 2	Double-storey shop offices	79.2	303	425.7	2016, 2017
	Commercial lots		7	50.0	
Idaman Yu 1 & 2	Double-storey terrace houses	146.2	1,113	604.5	2016, 2017
	Single-storey terrace houses		150	42.0	
	Double-storey shop offices		38	34.6	
	Commercial lots		2	4.5	
Sendayan Metropark 1B & 2	Double-storey shop offices	17.5	178	282.0	2017, 2018
	Three-storey shop offices		4	7.2	
Sub Centre @ Sendayan Tech Valley 1A	Double-storey shop offices	46.4	32	38.4	2018
	Commercial lots		1	1.7	
	Double-storey semi-D factories		30	30.0	
	Double-storey terrace factories		84	58.8	
1Sendayan Clubhouse	Commercial Lot	18.98	1	n/a	tba
	Institute		1	n/a	
Sendayan Icon Park	Icon City	116.4	n/a	n/a	tba
Sendayan Auto City	Industrial lot	115.2	32	182.0	2015
	Commercial lot		10	70.0	
<b>Total</b>		<b>920.8</b>	<b>4653.0</b>	<b>3186.9</b>	



# FUTURE PROJECTS: BANDAR SRI SENDAYAN

Project	Type	Site Area (acres)	No. of units	Take-up Rate	Est. GDV (RM'mil)	Year Completed
Taman Seri Impian 1	Single-storey terrace houses	51.1	487	100%	38.8	2008
Impiana Avenue 1	Double-storey shop offices	2.8	33	100%	7.1	2009
Taman Seri Impian 2 Parcel 1	Single-storey terrace houses	80.2	857	100%	83.4	2009
	Double-storey terrace houses		50	100%	7.8	
Taman Seri Impian 2 Parcel 2	Single-storey terrace houses	38.4	247	100%	28.3	2010
	Double-storey terrace houses		99	100%	17.0	
Taman Seri Impian 3 (Impiana Garden 1)	Single-storey terrace houses	26.9	242	100%	28.3	2010
Taman Seri Impian 3 (Impiana Garden 2)	Single-storey terrace houses	17.9	161	100%	21.6	2011
Taman Seri Impian 3 (Impian Garden 2 - Modena)	Single-storey terrace houses	21.6	194	100%	31.8	2011
Impiana Avenue 2	Double-storey shop offices	3.3	36	100%	10.9	2011
Impian Villa 1	Single-storey bungalows	26.1	96	98%	33.1	2012
	Double-storey bungalows		62	100%	32.6	
<b>Total</b>		<b>268.3</b>	<b>2,564</b>	<b>99.9%</b>	<b>340.6</b>	



# COMPLETED PROJECTS: TAMAN SERI IMPIAN

*Tail –end for current projects at Taman Seri Impian... ready for new launches in 2013 and 2014*

Project	Type	Site Area (acres)	No. of units	Take-up Rate	Est. GDV (RM'mil)	Unbilled Sales	Year Completed
Taman Seri Impian 4 (Impiana Casa 1)	Single-storey terrace houses	42.3	329	100%	47.6	12.4	2013
	Double-storey terrace houses		136	100%	32.5		
Impiana Casa 2	Double-storey terrace houses	32.5	137	69%	38.84	34.5	2014
	Single-storey terrace houses		151	75%	28.7		
<b>Total</b>		<b>74.8</b>	<b>753</b>	<b>90%</b>	<b>147.7</b>	<b>46.9</b>	



**ONGOING PROJECTS: TAMAN SERI IMPIAN**

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM'mil)	Est. Completion
Impiana Avenue 3	Double-storey shop offices	2.3	60	19.2	2015
Impiana Villa 2	Double-storey bungalows	23.7	54	48.6	2016
	Double-storey semi-D houses		74	37.0	
Impiana Bayu 1	Double-storey terrace houses	167.0	215	60.2	2015
	Single-storey terrace houses		304	54.7	
Impiana Bayu 2	Double-storey terrace houses		215	68.8	2016
	Single-storey terrace houses		304	60.8	
	Double-storey shop offices		94	n/a	tba
	Double-storey terrace houses		209	n/a	
	Commercial lots		1	n/a	
Stall	1	n/a			
Impiana Villa 3	Double-storey semi-D houses	21.4	166	79.7	2016
Impiana Avenue 4,5,6, & 7	Double-storey shop offices	47.5	615	299.1	2016 - 2019
	Three-storey shop offices		92	82.8	
	Commercial lots		1	n/a	tba
	Petrol land		2	n/a	
Taman Seri Impian 2	Double-storey terrace houses	11.8	280	n/a	tba
Impiana Casa 2 (Stage 2)	Stall	19.8	1	n/a	tba
	Double-storey terrace houses		161	n/a	
<b>Total</b>		<b>273.7</b>	<b>2,849</b>	<b>810.9</b>	



# FUTURE PROJECTS: TAMAN SERI IMPIAN



Taman Politeknik @ Pasir Panjang, PD

- Single-storey terrace houses and shop offices
- Total GDV of RM123.2 mil on 108.7 acres
- Completed 2004

Taman Anggerik Tenggara 1 @ Johor

- Single and Double-storey terrace houses and single-storey shop offices
- Total GDV of RM107.0 mil on 154.3 acres
- Completed 2006

Taman Pulau Impian @ Seremban

- Double-storey terrace house and semi-Ds
- Total GDV of RM94.9 mil on 55.0 acres
- Completed 2006

Taman Sri Intan @ Port Dickson

- Single-storey terrace house and shop offices, low –cost flats
- Total GDV of RM62.4 mil on 63.8 acres of land
- Completed 2008

Taman Desa PD 1 @ Port Dickson

- Single-storey terrace houses and shop offices
- Total GDV of RM53.8 mil on 61.3 acres
- Completed 2006



**Matrix Concepts has also other completed projects in Negeri Sembilan and Johor**

- Total GDV of RM790.5 mil on over 785.1 acres of land
- Mixture of commercial and residential projects



**OTHER COMPLETED PROJECTS (selected)**



## Current Ongoing Projects

- **Taman Desa PD 3**

- 56 units of single-storey terrace houses on 4.3 acres of land
- Est. GDV RM5.5 million
- Expected to be completed – 2013
- Unbilled sales – RM4.5 mil

## Future Projects

- **Kota Gadong Perdana**

- To develop 3,632 units of residential properties on a 294.6-acre land worth estimated GDV RM926.4 million
- Expected to be completed by 2018

- **Third 9 Residence**

- Consist of 217 residential units worth est. GDV of RM144.7 million on 41.8-acre land
- To commence 2013 and expected to be completed by 2015

- **Lobak Commercial Centre**

- Development of double-storey shop offices and commercial lots worth est. GDV of RM45.5 million on a 7.3-acre land in Seremban
- To commence 2013 and completed by 2016



*Niche development of the Group to enjoy pockets of growth opportunities...*

