

Matrix on track to reach RM1b sales target

BY SANGEETHA AMARTHALINGAM

KUALA LUMPUR: Negeri Sembilan-based property developer Matrix Concepts Holdings Bhd is on track to achieve its RM1 billion property sales target for the current financial year ending March 31, 2017 (FY17) on "resilient demand" for its affordable housing in two townships.

The group recorded sales totaling RM837.3 million in the first nine months of FY17 (9MFY17), up 29.1% compared with RM648.7 million in the same period of FY16, it said in a statement yesterday.

The new sales comprised mostly residential and commercial properties in Bandar Sri Sendayan in Negeri Sembilan and Bandar Seri Impian in Kluang, Johor as well as industrial

properties in Bandar Sri Sendayan.

Matrix said unbilled sales rose to a record high of RM903.5 million as at Dec 31, 2016, from RM633.2 million a year earlier, which would be recognised until 2019.

"Overall, the group's projects achieved an average take-up rate of about 73% as at Dec 31, 2016," said Matrix chairman Datuk Mohamad Haslah Mohamad Amin.

He said total launches amounted to nearly RM1.05 billion in gross development value for 9MFY17.

"We believe that we are on track to hit the RM1 billion new sales mark in FY17," said Mohamad Haslah. "This would not only be a new milestone but also underscore our commitment to deliver sustainable returns."

As at Dec 31, 2016, the group had RM2.1 billion in ongoing projects in Negeri Sembilan and Johor, and in Melbourne, Australia.

Matrix also announced a 36.9% increase in its net profit to RM50.4 million for the third quarter ended Dec 31, 2016 (3QFY17) from RM36.8 million a year earlier. Revenue jumped 39.9% to RM198.0 million from RM141.5 million.

Describing the performance as

commendable, Matrix attributed it to higher billings of ongoing projects and new property sales.

"Of total 3QFY17 top line, revenue from residential and commercial properties contributed RM118.3 million and RM22 million respectively, while industrial properties contributed RM49.4 million," it said, adding that investment properties made up the remaining RM8.3 million of group revenue.

Matrix said that for 9MFY17, its net profit rose 52.2% to RM148.8 million from RM97.8 million for the same period of FY15. Revenue increased 61.5% to RM619.1 million from RM383.3 million.

Going forward, the group is confident that its profitability will be sustained due to the upcoming launches and enhanced by sales of the ongoing development projects.

The group declared a third interim dividend of 3.5 sen per share for FY17, payable on April 12. The ex-date is on March 29.

Together with the first and second interim dividends of 3.25 sen each paid previously, total estimated payout for the year would stand at RM57.2 million or 38.4% of the net profit for 9MFY17.

Matrix's share price closed five sen or 2.04% higher at RM2.50 yesterday with 662,900 shares done, with a market capitalisation of RM1.43 billion.



Mohamad Haslah: Total launches amounted to nearly RM1.05 billion in gross development value for 9MFY17.

Photo by Izwan Nazam