



PRESS RELEASE

## Matrix Concepts 1Q22 net profit increases 2.0% to RM31.7 million

- Recorded revenue growth of 0.9% to RM163.4 million in the first quarter ended 30 June 2021 (1Q22)
- Secured RM300.9 million new sales; on track to meet full-year target of RM1.2 billion for the financial year ending 31 March 2022 (FY2022)
- Declares first interim dividend of 2.0 sen in respect of FY2022

Seremban, Negeri Sembilan, Malaysia, 25 August 2021 - Property developer Matrix Concepts Holdings Berhad's (Matrix Concepts; 金群利集团; Bloomberg: MCH:MK) recorded a net profit increase of 2.0% to RM31.7 million on the back of revenue growth of 0.9% to RM163.4 million in 1Q22, amid the challenging property market sentiment.

The resilient performance was attributed to robust demand for the Group's affordably priced landed properties, as well as a 15.6% reduction in sales and marketing expenses as a result of cost-effective marketing programmes in adapting to Covid-19 lockdown restrictions.

Building on the resilient performance in the previous year as well as continued demand for its offerings, particularly its flagship Sendayan Developments, the Group secured new property sales of RM300.9 million in 1Q22, and is on track to meet its sales target of RM1.2 billion for FY2022.

"We are in the sweet spot of catering to the mass market's needs. Based on our booking trends, we are seeing strong demand for our affordable landed homes and are looking to satiate this with more launches going forward.

Despite recent challenges due to the movement control order, we managed to hit our new sales targets for 1Q22. This is testament to the right strategies that we have put in place, as well as adaptability to the ever-changing market conditions.

Not only that, we are aiming to expedite our construction activities, once restrictions are lifted, and replicate a swift return to our original development schedule, a feat which we achieved previously, six months after the initial lockdowns in 2020.

Against this backdrop, we are confident of maintaining robust property sales as well as earnings performance for FY2022."

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

Encouraged by the healthy demand of its properties, the Group intends to launch RM1.6 billion worth of properties for FY2022, up from RM1.0 billion in FY2021. New projects in Sendayan Developments, Negeri Sembilan will make up 65% of the total launches, while Kuala Lumpur and Johor will contribute 25% and 10% respectively.



Meanwhile, 1Q22 revenue contribution from residential properties increased by 4.8% to RM146.3 million, while commercial properties improved to RM6.2 million, an increase of 117.3%. Contribution from investment properties was 16.6% higher at RM7.9 million, mitigating the 75.5% lower revenue contribution of RM3.2 million from industrial properties.

Matrix Concepts' unbilled sales rose to RM1.04 billion as at 30 June 2021 compared to RM1.02 billion as at financial year ended 31 March 2021, providing earnings visibility over 12 to 15 months.

Dato' Haslah added: "With earnings clarity and healthy financial position, we are able to continue rewarding our shareholders with sustainable returns even amidst the weaker market sentiment, as we aim to sustain the Group's growth momentum in FY2022."

The Group declared a first interim single-tier dividend of 2.0 sen per share in respect of FY2022, amounting to a payout of RM16.7 million or 54.7% of 1Q22 net profit.

Financial Summary (Audited Consolidated Results)			
RM'000	3-month to 30.6.21	3-month to 30.6.20	Change
Revenue	163,437	162,024	0.9%
Pre-tax Profit	42,680	42,728	(0.1%)
Net Profit to Shareholders	31,691	31,055	2.0%
Basic EPS (sen)	3.8	3.7	2.2%



## **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 had more recently, expanded the Matrix Concepts brand into Kuala Lumpur with its first high-rise condominium project, as well as internationally to Melbourne, Australia and Jakarta, Indonesia.

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 also won “Highest Return on Equity Over Three Years” for three consecutive years at The Edge Billion Ringgit Club Awards from 2017 to 2019.

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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