



Matrix Concepts Holdings Bhd

(Company No.: 414615-U)

(Bloomberg MCH:MK

Reuters MATR.KL)

1H15 Results and Corporate Update

11 August 2015

IR Adviser



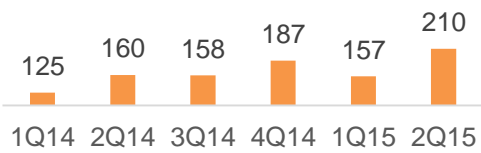


1H15 Operations Review

Total Value of Properties Sold in 1H15



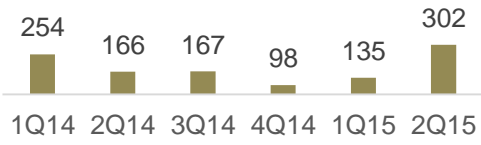
RM367.3 mil
(RM630.2 mil in FY2014)



Projects Launched in 1H15



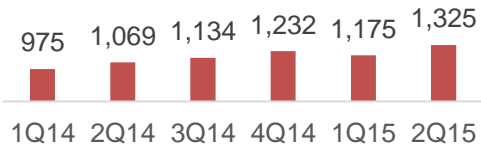
RM437.0 mil GDV
(RM656.5 mil in FY2014)



Ongoing GDV (under construction)



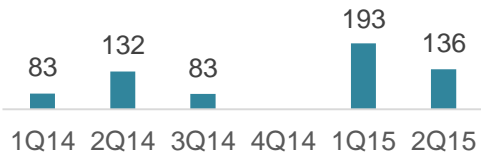
RM1,324.8 mil
(RM1,232.2 mil in FY2014)



Projects Completed in 1H15



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



Unbilled Sales (as at 30 June 15)



RM540.0 mil
(RM429.3 mil as at 31 Dec 2014)

Average Take-up (not including STV)



72.0%
(as at 30 June 2015)



1H15 SNAPSHOT

Bandar Sri Sendayan

- Launched in 2Q15:
 - Hijayu (Resorts Homes) Phase 1A with GDV of RM49.0 mil, comprising 34 units double-storey semi-detached houses (36% take up in 2 months)
 - Hijayu 3B with GDV of RM196.0 mil, comprising 333 units double-story terrace houses (38% take up in 2 months)
- Total launches in 1H15 worth RM380 mil GDV
- Sold RM318.7 mil worth of new properties in 1H15 (FY2014: RM389 mil)
- Average take-up rate of ongoing projects at 71.1%, with RM427.1 mil of unbilled sales
- BSS Snapshot:

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

+83.1% yoy
+41.9% qoq

*Encouraging take up
from recent
residential launches...
despite cautious
sentiment*



Sendayan TechValley (STV) & Sendayan TechPark (STP)

STV continues to be in good position as MNCs start operations...

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	69%	785.9	25.8	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	69.0%	955.9	25.8	

- Outstanding industrial properties at STV and STP stand at RM446 mil, comprising:
 - Balance RM276 mil worth of industrial properties in STV1 & STV2
 - RM170 mil in STP under planning
- No new sales recorded in 2Q15; currently in discussions with various multinationals on sales of industrial plots, expected to materialize in 2H15
- Recent acquisition of 79 acres agricultural land in Labu to add on to industrial landbank
 - Pending completion of transaction, with potential of increasing to up to 100 acres



Hino Motors Manufacturing (M) Sdn Bhd (Japan)



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

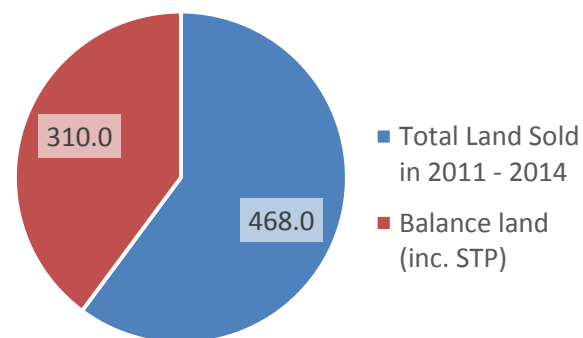


Kayaku Safety Systems (M) Sdn Bhd (Japan)



Schmidt + Clemens (Asia) Sdn Bhd (Germany)

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



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

Taman Seri Impian

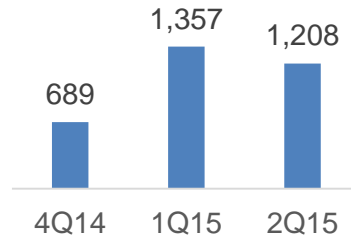
- Launched in 2Q15:
 - Impiana Bayu 2 with GDV of RM57.0 mil, comprising 128 units double-storey terrace houses (33% take up within 2 months)
- Currently having 4 ongoing projects with GDV of RM327.5 mil
 - Impiana Bayu 1 with GDV of RM189.0 mil expected to be completed by October 2015
- Taman Seri Impian Snapshot:

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

TSI continues to launch new projects in sustainable timing...



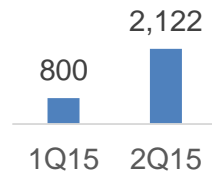
Revenue from Education
(RM '000)



**Targeting for 10%
revenue contribution
from investment
properties in 5 years...**

- 450 students enrolled as at end-2Q15 (31 Dec 2014: 320); on track to reach targeted 800 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; translating into higher rental income going forward





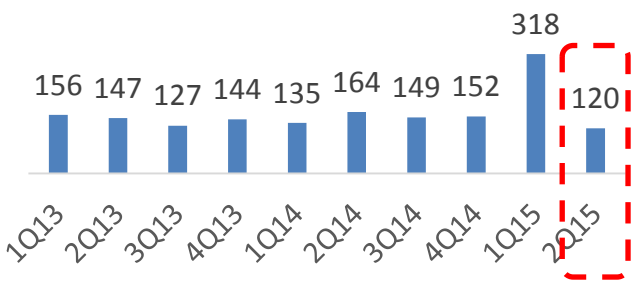
1H15 Financial Highlights



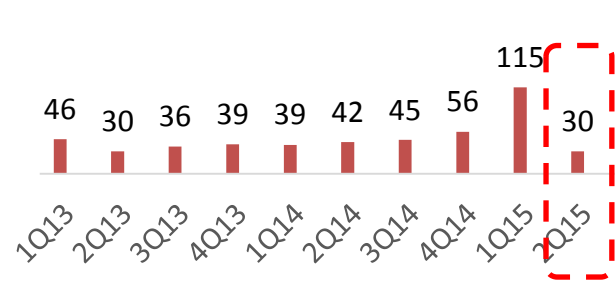
2Q15	2Q14	Change	RM'mil	1H15	1H14	Change
120.4	163.7	(26.4 %)	Revenue	438.0	298.4	46.8%
63.0	74.6	(15.5 %)	Gross Profit	250.2	142.4	75.7%
52.3%	45.5%	6.8 pt	Gross Profit margin	57.1%	47.7%	9.4 pt
43.7	59.3	(26.4 %)	EBITDA	200.3	114.3	75.2 %
36.3%	36.2%	0.1 pt	EBITDA margin	45.7%	38.3%	7.4 pt
41.4	58.6	(29.4 %)	PBT	196.7	112.5	74.9%
34.3%	35.8%	(1.4 pt)	PBT margin	44.9%	37.7%	7.2 pt
29.9	42.4	(29.7 %)	PATMI	145.3	81.0	79.4%
24.8%	25.9%	(1.1 pt)	Net margin	33.2%	27.1%	6.1 pt
6.5	14.0	(53.6 %)	Basic EPS (sen)	31.6	26.7	18.4%

❖ Lower 2Q15 revenue and net profit, y-o-y and q-o-q, due to 1Q15's accelerated recognition from Hijayu and TSI projects on quicker construction, and completion of industrial property sales before GST

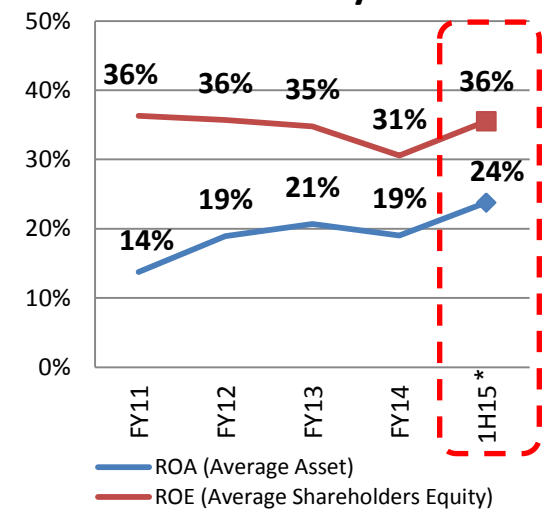
Quarterly Revenue (RM'mil)



Quarterly Net Profit (RM'mil)



Profitability



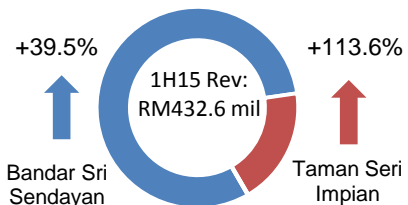
* Based on net profit for the trailing twelve months



2Q15 INCOME STATEMENT

PROJECT SEGMENTATION

1H15 Revenue Breakdown (Project)*

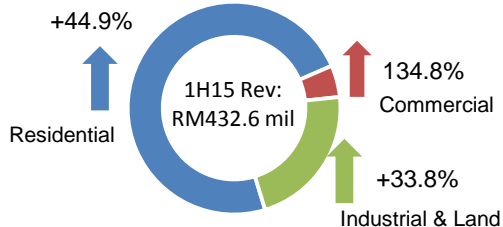


Location	1Q14		2Q14		3Q14		4Q14		1Q15		2Q15	
	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%	RM ' mil	%
NS												
BSS	101.5	75%	149.8	91%	130.0	87%	118.0	78%	267.5	85%	83.1	71%
Others	6.7	5%	2.2	2%	1.0	1%	3.3	2%	0.0	0%	0.0	0%
Johor												
TSI	26.5	20%	11.7	7%	17.8	12%	24.5	16%	47.5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

While residential products continue to dominate contribution... commercial properties to see further growth as BSS township matures

TYPE SEGMENTATION

1H15 Revenue Breakdown (Type)*



Type	1Q14		2Q14		3Q14		4Q14		1Q15		2Q15	
	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%
Commercial	6.7	5%	2.2	1%	1.0	1%	3.3	2%	4.4	1%	16.5	14%
Industrial	35.1	26%	35.9	22%	35.8	24%	35.8	24%	94.6	30%	0.0	0%
Land sales	0.0	0%	0.0	0%	0.0	0%	5.2	3%	0.4	0%	0.0	0%
Total	134.7	100%	163.7	100%	148.8	100%	151.0	100%	315.4	100%	117.2	100%

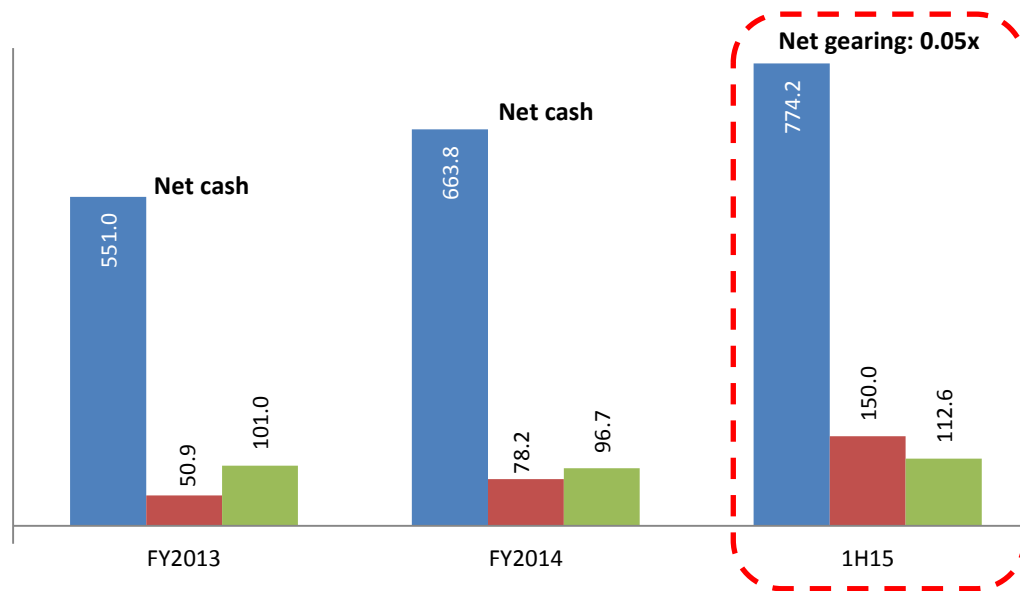
*Excluding revenue from new division of investment properties



REVENUE SEGMENTATION

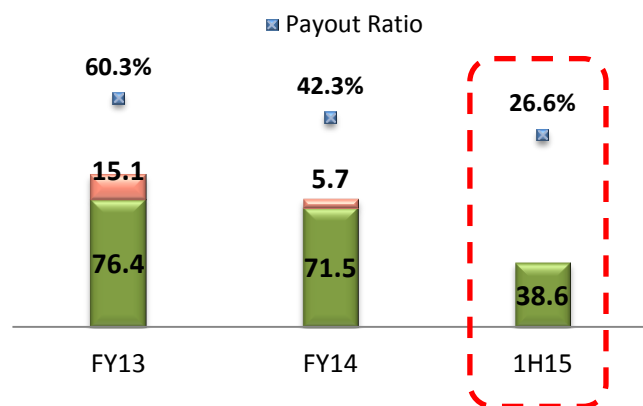
Balance Sheet (RM'mil)

■ Shareholders Equity ■ Gross Borrowings ■ Cash & Cash Equivalents



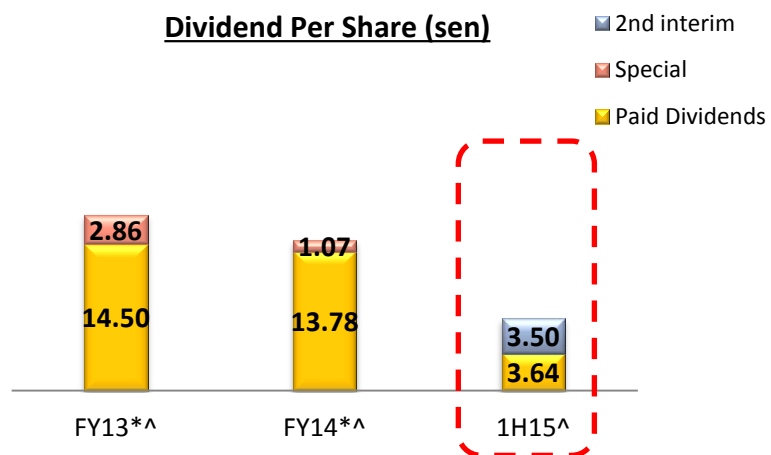
Borrowings increased due to higher working capital needs and investment in new land banks...

Dividend Payout (RM'mil)



Full year payout ratio to maintain at minimum 40%...

Dividend Per Share (sen)



	Dividend per share (sen)		Dividend Payout (RM'mil)	
	FY2014	FY2015	FY2014	FY2015
1 st Interim (single tier)	2.86	3.64	15.1	19.7
2 nd Interim (single tier)	3.21	3.50	15.2	18.9
3 rd interim (single tier)	3.21		17.1	
4 th interim (single tier)	4.50		24.2	
+ special dividend	1.07		5.8	
Total	14.86	7.14	77.4	38.6

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

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



Recent Developments

Pipeline Development Plan

Projects	No. of Units/Type	2015				2016
		1Q	2Q	3Q	4Q	1Q
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					45.0
Hijayu 3B	333 units of 2-storey terrace houses		196.0			
Hijayu 3C	441 units of 2-storey terrace houses					234.0
TSI						
Impiana Height (Phase 2)	Varied ¹					53.5
Impiana Bayu 2	Varied ²		57.0			140.0
Others						
Residency SIGC	148 units 2-storey terrace houses 38 units 2-storey semi-detached houses 31 units 2-storey bungalows			229.0		
TOTAL		666.0				472.5



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



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	251.3	1,324.8
Future Projects*	2015 to 2022	1,591.0	6,044.2
TOTAL		2,006.0	7,687.2

*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; 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
- Transaction expected to be completed in 4Q15, due to vendor requesting extension to meet conditions precedent



Projects that are ready for sale include:

- Sendayan Techvalley
 - Balance GDV : RM276.2 mil
 - Land : 140.6 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

- On 24 July 2015, Matrix completed corporate exercise of:
 - 1-for-6 bonus issue
 - 1-for-6 free warrants issue

	No. of shares	Share Capital
Share capital (as at 16/7/15)	463,953,510	463,953,510
1-for-6 bonus issue	77,325,585	77,325,585
Enlarged share capital	541,279,095	541,279,095
1-for-6 free warrant issue	77,325,585	77,325,585
Final Share Capital	618,604,680	618,604,680



Financial Impact	As at 30.6.2015	Ex-Bonus	Proforma 1 (after assuming full exercise of warrants)
Shareholders Fund (RM '000)	774,224	774,224	959,805
Total Borrowings (RM '000)	150,028	150,028	150,028
Cash and Bank Balances (RM '000)	112,601	112,601	298,182 [^]
Net Gearing (x)	0.05	0.05	Net cash
NA (RM/share)	1.67	1.43	1.55

[^] warrant exercise price at RM2.40



Investment Merits

Share Price @ 10 August 2015	RM2.26
Number of shares ('mil)	541.3
Market Cap @ 10 August 2015	RM1,223.3 mil
Warrant Price @ 10 August 2015	RM0.510
Number of warrants ('mil)	77.3
Warrant Premium / (Discount)	28.8%
12-month Trailing PE Ratio	5.0x
12-month Trailing PE Ratio (fully diluted)	5.9x
Dividend Yield (FY14)	6.6%



Thank You

IR Contacts:

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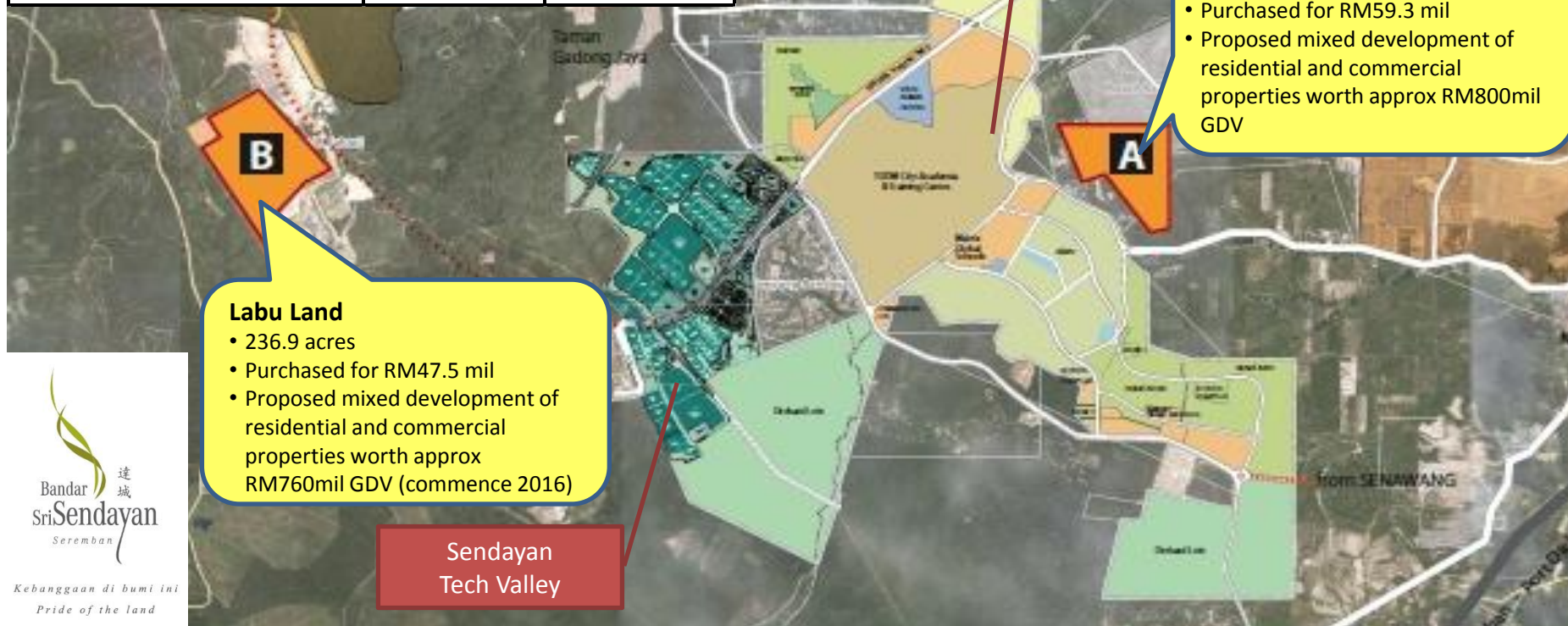
Mr. Louis Tan T: 06-7642 688 / 017-336 1595

E: louistan@mchb.com.my



Appendix

Bandar Sri Sendayan (incl. STV)	Acreage (acres)	GDV (RM'mil)
Completed#	1,138.3	2,086.5
Ongoing*	177.7	997.3
Future	1,038.0	3,785.2
Total	2,354.0	6,869.0



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



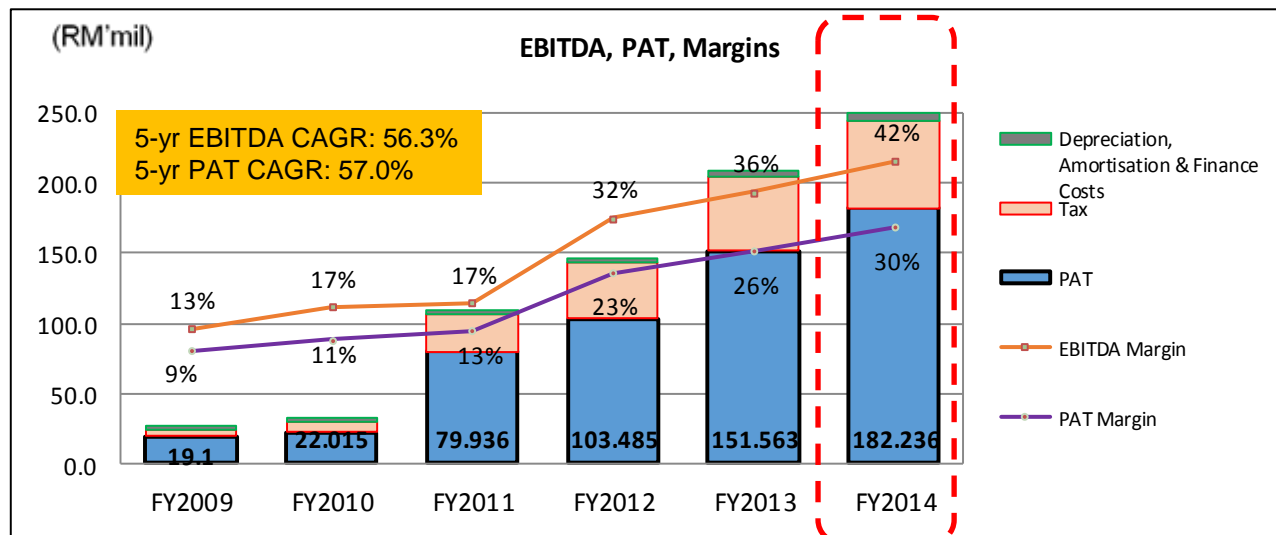
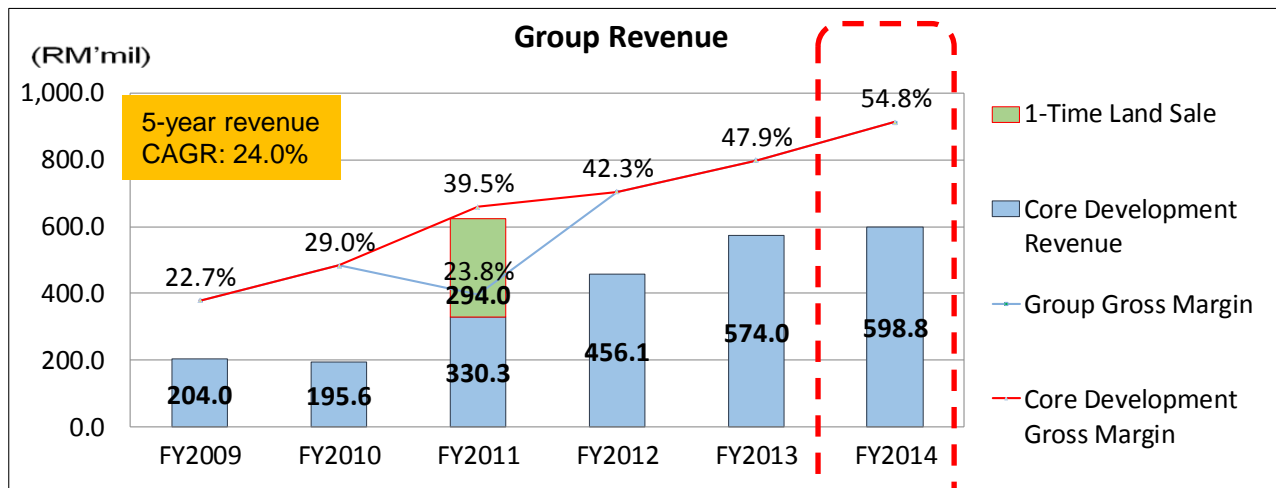
Taman Seri Impian	Acreage (acres)	GDV (RM'mil)
Completed	343.1	487.7
Ongoing	100.9	327.5
Future	209.0	674.3
Total	653.0	1,489.5



TAMAN SERI IMPIAN PROJECTS (as at 30 June 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.

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	99%	220.0	60.7	2014	2016
Hijayu 3A (Phase 1)	DST	11.7	127	100%	62.5	177.7	2014	2016
Hijayu 3A (Phase 2)	DST	10.2	111	100%	57.5		2014	2016
Hijayu 3A (Phase 3)	DST	13.5	146	86%	82.0		2014	2016
Hijayu 3A (Phase 4)	DST	16.6	181	96%	98.0		2014	2016
Hijayu 3B	DST	32.5	333	37%	196.0	66.8	2015	2018
Hijayu Resorts Homes (Phase 1A)	DST	5.7	34	35%	49.0	17.3	2015	2016
Sendayan Metropark 2	DSSO	4.3	36	100%	34.8	30.3	2014	2017
	TSSO		14	100%	20.5			
Sendayan Merchant Square 1	DSSO	18.0	163	49%	135.0	73.6	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	207.9	1,817	80.6%	997.3	426.4		

Unbilled sales excluding RM25.8 mil from STV and RM0.7 mil from Hijayu 1A (Phase 1)

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	DST	44.5	235	112.8	2016	2018
	SST		150	42.0		
	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	2,868	2,225.2		

BSS FUTURE PROJECTS (as at 30 June 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	98%	132.0	40.6	2013	2015
	SST		240	98%	57.0			
Impiana Avenue 3 I	DSSO	1.0	26	62%	18.0	6.3	2014	2016
Impiana Height (Phase 1)	DSB	15.4	13	15%	15.5	22.1	2014	2017
	DSSB		17	71%	14.0		2014	2017
	SSB		26	31%	19.0		2014	2017
	SSSD		26	88%	15.0		2014	2016
Impiana Bayu 2	DST	17.5	128	33%	57.0	18.1	2015	2017
	TOTAL	83.4	839	82.7%	327.5	87.1		



Impiana Casa 2



Impiana Bayu

TSI: ONGOING PROJECTS (as at 30 June 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	295	140.0	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	2016	2019
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	2,024	674.3		

*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	Q1 2016
Residency SIGC*	DST, DSSD, & DSB	41.8	217	229.0	Q3 2015
KL High-rise mixed Development		1.0	TBA	400.0	Q3 2015
Lobak Commercial Centre (Phase 2)	DSSO & CL	2.1	16	29.3	Q1 2016
Lobak Commercial Centre (Phase 3)	n/a	4.5	n/a	n/a	n/a
	Total	344.0	3,865	1,584.7	

*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