

# 1H20 Results Presentation

November 2019



Ara  
Sendayan

Stock Code

Bloomberg MCH MK

Reuters MATR KL

IR Adviser



# 1H20 highlights

as at 30 September 2019



Revenue

**RM531.2m**

YoY Growth: ▲ 9.9%

Profit Before Tax

**RM152.5m**

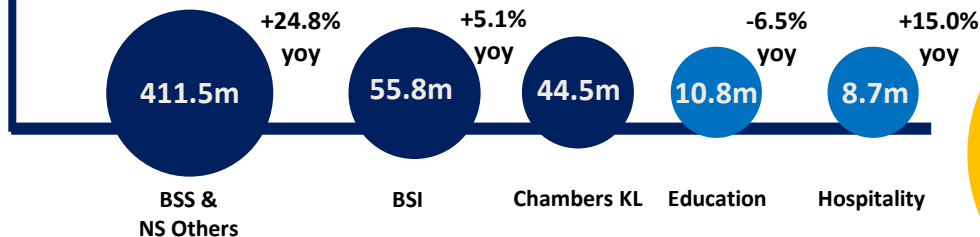
YoY Growth: ▲ 7.1%

Net Profit Attributable  
to Equity Holders

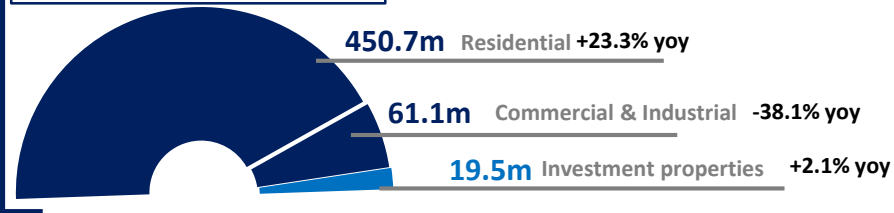
**RM113.4m**

YoY Growth: ▲ 10.0%

## Revenue by SEGMENTS (RM)



## Revenue by TYPE (RM)



2<sup>nd</sup> Interim Dividend  
**3.00 sen**

Total  
Dividend Payout  
**RM49.4m**<sup>#</sup>

<sup>#</sup> 43.5% of 1H20 net profit

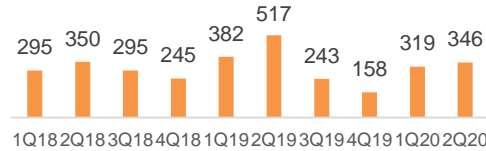
- Property Development
- Investment

# Operations Review

as at 30 September 2019



**RM665.6 million**  
worth of properties sold in 1H20



Projects Launched  
(RM'm)

RM1,456.1 m for FY2019

743.2

1H20

PIPELINE LAUNCHES (RM)

1,228.9m

FY2020

More than

**RM13.7 billion**

worth of projects lasting till 2027

**RM2.8 billion**

in ONGOING GDV

**71.4%**

AVERAGE TAKE-UP RATE

**RM1.2 billion**

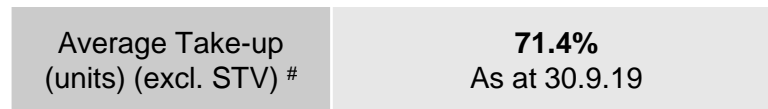
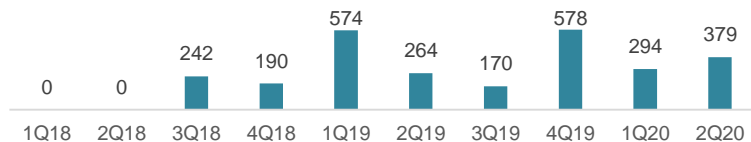
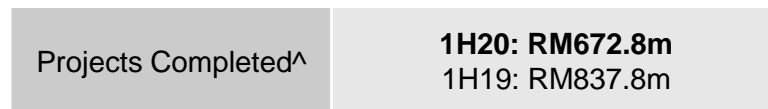
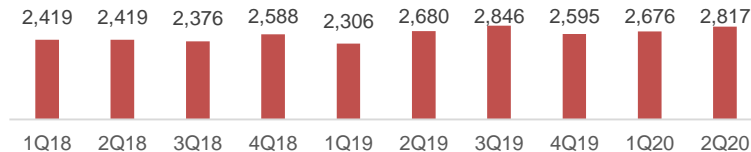
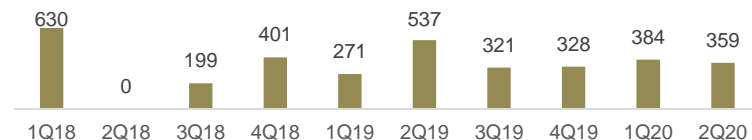
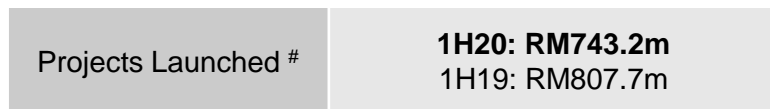
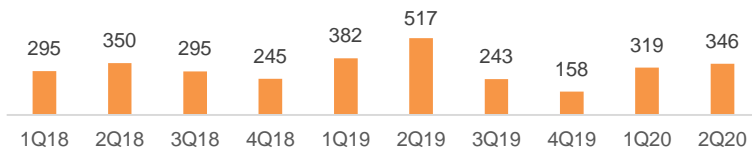
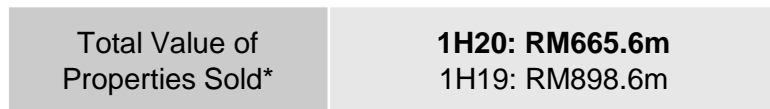
of UNBILLED SALES



# 1H20 Operations Review

Bandar Sri Sendayan - Actual Photo

# Increased launches to satiate appetite for Group's property developments...



\*Including sales of industrial property at Sendayan TechValley

# Does not include value for Australia projects

^Includes STV3

# Group launched more affordable-premium developments in 1H19 to cater to value-discerning purchasers...



## Bandar Sri Sendayan – Residential and Commercial Properties

- Total launches of RM692.9m in 1H20
- New sales of RM513.2m in 1H20 (1H19: RM606.1m)
- Average take-up rate of 64.5% for ongoing projects
- Unbilled sales stood at RM875.1m as at 30 September 2019

RM 'm	FY19				FY20	
	1Q	2Q	3Q	4Q	1Q	2Q
Start-Quarter GDV	2,047.3	1,798.5	2,024.1	2,164.5	1,851.0	2,037.5
Less Completed Projects	512.3	0.0	169.0	578.4	183.7	178.7
Add New Launches	271.2	225.7	295.6	264.9	384.1	308.8
Add GDV Adjustment	-7.6	-0.2	13.9	-	-13.9	-1.2
End-Quarter GDV	1,798.5	2,024.1	2,164.5	1,851.0	2,037.5	2,166.5
Start-Quarter Take-up	1,695.8	1,488.6	1,789.6	1,747.1	1,245.6	1,318.6
Add New Take-up	305.1	301.0	126.5	76.9	256.7	256.6
Less Completed Projects	512.3	0.0	169.0	578.4	183.7	178.7
End-Quarter Take-up	1,488.6	1,789.6	1,747.1	1,245.6	1,318.6	1,396.5
Take-up Rate	82.8%	88.4%	80.7%	67.3%	64.7%	64.5%
Unbilled Sales	937.2	1,108.9	1,065.3	882.7	897.5	875.1

## FY20 Launches

Project Name	Type	Units	GDV (RM 'm)
Tiara Sendayan 4 (Precint 3)	2-storey terrace houses	428	210.0
Hijau Aman P1	2-storey terrace houses	251	164.9
Hijayu Resort Homes Phase 5	2-storey terrace houses	175	135.7
Tiara Sendayan 5 (Precinct 5)	2-storey terrace houses	243	123.0
Ara Sendayan Phase 7 (Precinct 3A2(2))	2-storey terrace houses	47	50.1
	2-storey semi-detached houses	10	
Ara Sendayan Phase 6 (Precinct 3A2)	2-storey terrace houses	12	9.22

# Launches STV 3 amidst strong interest from foreign companies... benefiting from ongoing trade war between U.S and China

## Bandar Sri Sendayan – Industrial Properties

### Net Saleable Land (STV 2&3)



- RM116.0m worth of industrial properties in STV sold in 1H20 (FY19: RM51.3m), totalling 64.4 acres
- Previous pending launch of STP (GDV: RM170.0m, 94.9 acres) converted into residential land use; launched STV3 (GDV:140.0m, 103.0 acres) amidst strong interest from foreign companies

Project	Type	Net saleable land (acres)	Units	Take-up rate	Est. GDV (RM 'm)	Balance GDV (RM'm)	Status
Sendayan TechValley 2	Ind Lot	408.8	54	96.3%	559.2	19.5	Completed & Ready for Sale
Sendayan TechValley 3	Ind Lot	74.3	36	41.7%	140.0	76.4	Completed and Ready for Sale
Total		483.1	90	86.3%	699.2	95.9	

- Unbilled sales (STV1,2,3): RM83.2m

### Project Information

- Total GDV (STV1,2,3): RM926.7m
- Net Saleable Land (STV1,2,3): 768.9 acres

### Occupants at STV (selected)



# Recognizing unbilled sales of more than RM40 million from BSI over the next two years...

## Bandar Seri Impian – Residential and Commercial Properties

- Recorded new sales of RM16.6m in 1H20 (1H19: RM60.1m)
- Average take-up rate of 49.8% for three ongoing projects
- Unbilled sales stood at RM46.1m as at 30 September 2019

RM 'm	FY19				FY20	
	1Q	2Q	3Q	4Q	1Q	2Q
Start-Quarter GDV	401.2	345.5	345.5	345.5	345.5	239.4
Less Completed Projects	62.0	-	-	-	110.3	60.1
Add New Launches	-	-	-	-	-	50.4
Add GDV Adjustment	6.3	-	-	-	4.2	-
End-Quarter GDV	345.5	345.5	345.5	345.5	239.4	229.6
Start-Quarter Take-up	238.7	211.4	236.9	245.3	266.5	161.4
Add New Take-up	34.6	25.5	8.4	21.3	5.2	11.5
Less Completed Projects	62.0	-	-	-	110.3	60.1
End-Quarter Take-up	211.4	236.9	245.3	266.5	161.4	112.7
Take-up Rate	61.2%	68.5%	71.0%	77.1%	67.4%	49.1%
Unbilled Sales	150.6	147.1	113.5	100.8	61.2	46.1



# Matrix Concepts' maiden high-rise development in Klang Valley achieves encouraging take-up...



## Chambers KL – High-Rise Residential and Commercial Apartment

- Launched in August 2018 with GDV of RM333.1m
- Current take-up of 67.6%; unbilled sales of RM151.8m as at 30 September 2019



### Development Info

Project Name	Type	Units	GDV (RM 'm)
Chambers KL	Service Apartment	509	333.1
	Commercial Lots	4	

## Residensi SIGC (Phase 1&2) – Residential Resort Living

- GDV of RM224.6m on 38.3 acres land; situated adjacent to the Seremban International Golf Club
- Phase 1 Take-up (Completed:2018): 94.4%
- Phase 2 Take-up (Launched:4Q19): 29.5%
- Unbilled sales (Phase 1&2) as at 30 September 2019: RM48.8m



### Development Info

Project Name	Type	Units	GDV (RM 'm)
Residensi SIGC (Phase 1)	2-storey terrace homes	70	161.7
	2-storey semi-detached homes	38	
	2-storey bungalows	17	
Residensi SIGC (Phase 2)	2-storey terrace houses	78	62.9

# Success of M.Carnegie proves Group's capability in undertaking projects overseas... upcoming M.Greenvale and M.St. Kilda to further boost Matrix Concepts brand name



## M.Greenvale – Residential Lots

- GDV of AUD27.8m (est. RM79m)
- 9.7 acre land to be subdivided into 72 residential lots
- Soft launched in April 2019 and expected to be completed in 2021



## M.St. Kilda – Mixed development

- Estimated GDV of AUD80m (est. RM240m)
- 0.6 acre land size
- 12-storey mixed development
- Targeted launch in 2021



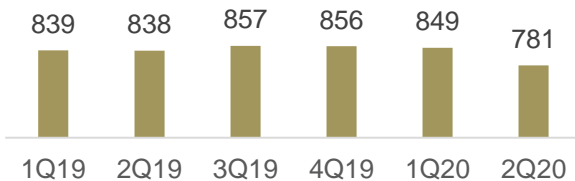
## Matrix Global Schools

- 781 students enrolled as at 30 October 2019  
Number of students:
  - Matrix International School:** 313 students (82 from Hengshui No. 1 High School)
  - Matrix Private School:** 368 students
  - Matrix Preschool:** 100 students

- 1H20 loss before tax narrowed to RM1.5 million from RM4.5 million in 1H19 as a result of enhanced operational efficiency

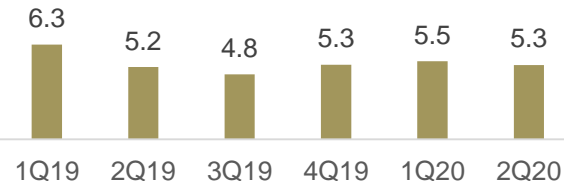


### No. of students



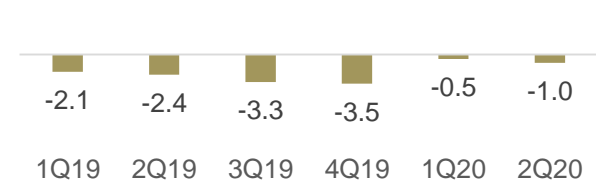
### Revenue from Education

RM 'm



### LBIT from Education

RM 'm

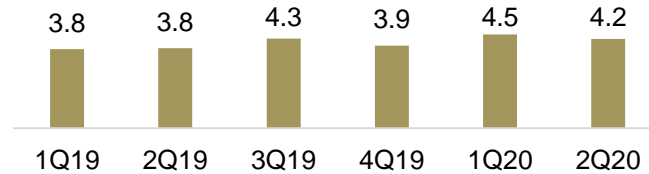


# Building up recurring revenue from d'Tempat Country Club and d'Sora Boutique Business Hotel...

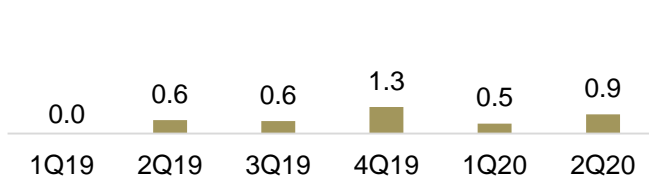
## d'Tempat Country Club

- Recognized as a leading lifestyle and entertainment venue in Seremban
- Event/banquet hall seeing excellent booking rates throughout the year for private events
- Expecting higher revenue on increasing popularity of F&B outlets and leisure amenities among BSS and Seremban population

### Revenue from Hospitality RM 'm



### EBIT from Hospitality RM 'm



## d'Sora Boutique Business Hotel

- First business hotel in BSS township
- Ideal for business travelers due to close proximity to Seremban City and Kuala Lumpur International Airport
- Average occupancy rate of 55% in 1H20





# 1H20 Financial Highlights

Improved 1H20 financial performance on narrower losses for MGS and higher contribution from other income... lower finance costs and income tax expenses aided as well

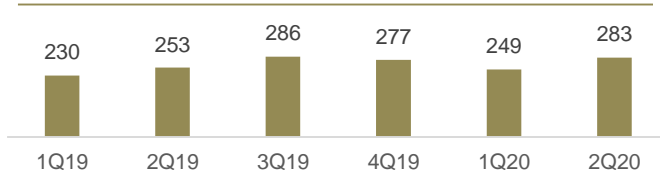
### Financial Highlights

- Higher group revenue in 1H20 due to contribution from BSS and Chambers KL
- Lower gross margin due to product mix comprising more affordable-range properties. However, net profit for 1H20 rose 10.0% to RM113.4 million on narrower losses for MGS and higher contribution from other income coupled with lower finance costs and income tax expenses

2Q20 to 30.09.19	2Q19 to 30.09.18	Change	RM 'm	1H20 to 30.09.19	1H19 to 30.09.18	Change
282.7	253.3	11.6%	<b>Revenue</b>	531.2	483.4	9.9%
138.9	127.5	9.0%	<b>Gross Profit</b>	264.9	247.9	6.8%
49.1%	50.3%	(1.2 pt)	<i>Gross Profit margin</i>	49.9%	51.3%	(1.4 pt)
80.3	76.2	5.4%	<b>EBITDA</b>	155.6	146.3	6.4%
28.4%	30.1%	(1.7 pt)	<i>EBITDA margin</i>	29.3%	30.3%	(1.0 pt)
79.5	74.4	6.8%	<b>PBT</b>	152.5	142.4	7.1%
28.1%	29.4%	(1.3 pt)	<i>PBT margin</i>	28.7%	29.5%	(0.7 pt)
58.7	52.9	11.0%	<b>PATMI</b>	113.4	103.1	10.0%
20.8%	20.9%	(0.1 pt)	<i>Net margin</i>	21.3%	21.3%	0.0 pt
7.4	7.0	5.1%	<b>Basic EPS (sen)</b>	12.8	13.7	(6.5%)

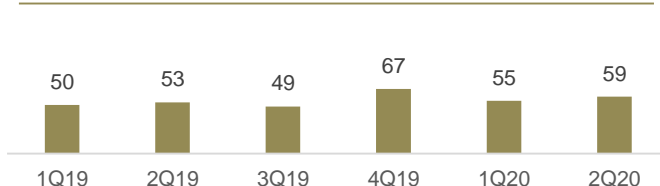
RM 'm

Quarterly Revenue

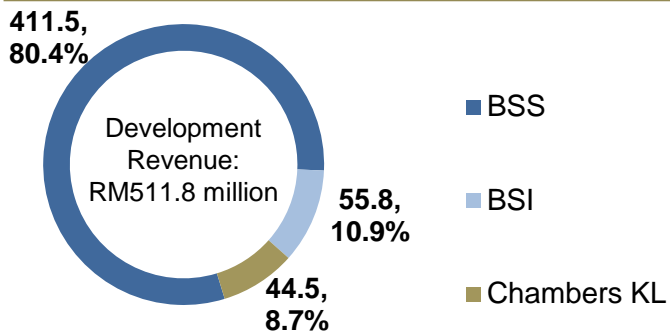


RM 'm

Quarterly Net Profit



## RM 'm 1H20 Revenue Segmentation (by project development)

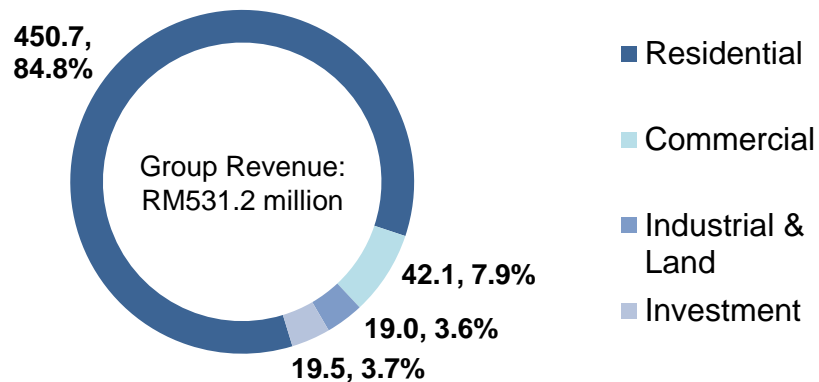


↑ Bandar Sri Sendayan & Others  
+24.8% yoy

↑ Bandar Seri Impian  
+5.1% yoy

Location	1Q FY19		2Q FY19		3Q FY19		4Q FY19		1Q FY20		2Q FY20	
	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%
NS												
BSS & Others	188.9	85.9%	140.8	57.6%	231.6	83.7%	213.7	79.2%	199.4	83.6%	212.1	77.6%
Johor												
BSI	31.1	14.1%	22.0	9.0%	43.9	15.9%	52.4	19.4%	39.1	16.4%	16.7	6.1%
Others												
M.Carnegie	0.0	0.0%	81.5	33.4%	1.1	0.4%	3.6	1.3%	0.0	0.0%	0.0	0.0%
Chambers KL	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	44.5	16.3%
Land sales	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Total	220.0	100%	244.3	100%	276.6	100%	269.7	100%	238.5	100%	273.3	100%

RM 'm 1H20 Revenue Segmentation (by type)



**Residential**  
+23.3% yoy



**Investment Properties**  
+2.1% yoy

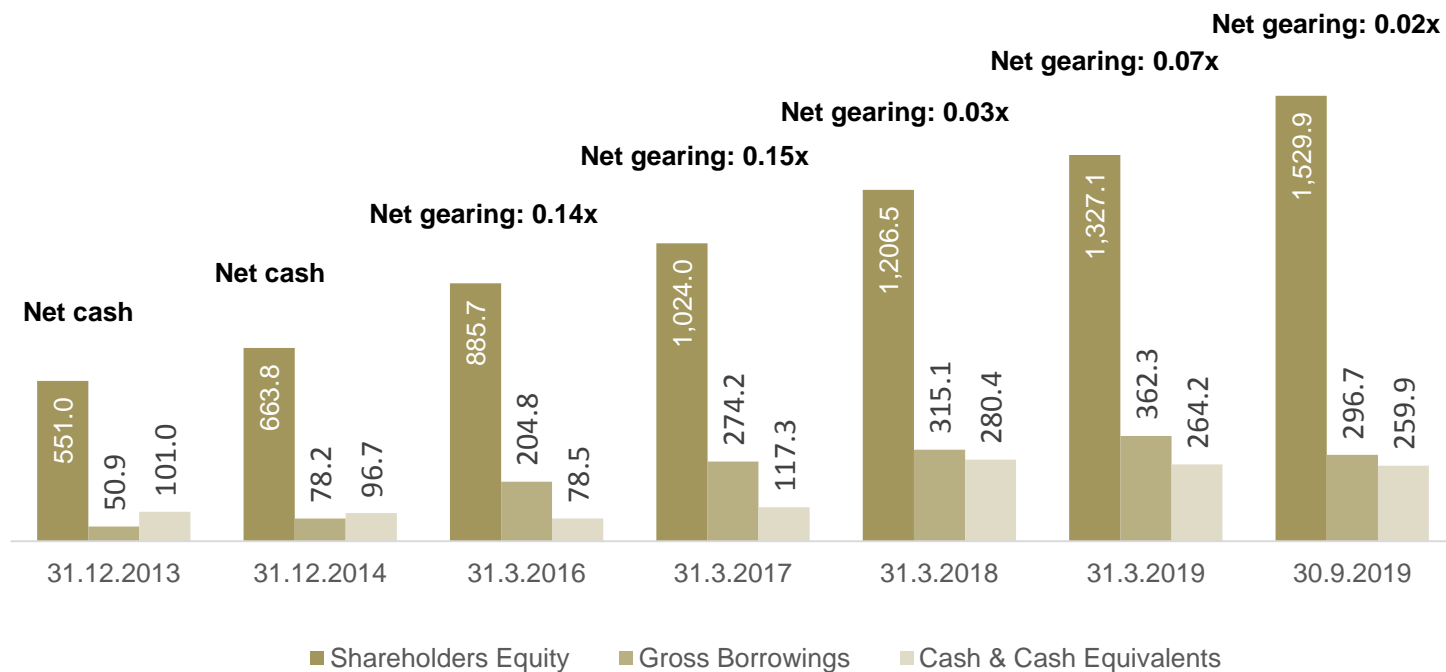


**Commercial**  
-5.6% yoy



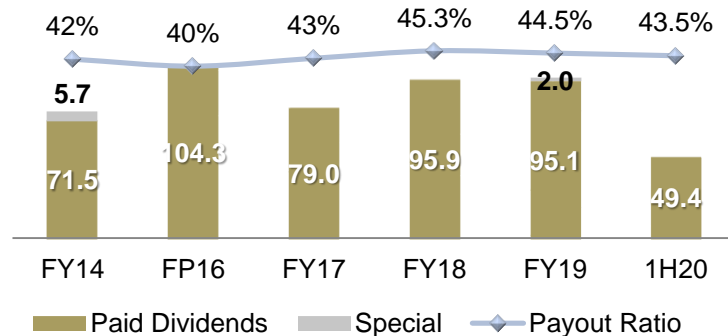
**Industrial & Land**  
-64.9% yoy

Type	1Q FY19		2Q FY19		3Q FY19		4Q FY19		1Q FY20		2Q FY20	
	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%
Residential	190.9	83%	174.7	69%	250.3	88%	242.7	87%	208.7	84%	242.0	86%
Commercial	18.4	8%	26.2	10%	26.3	9%	20.5	7%	29.8	12%	12.3	4%
Industrial	10.7	5%	43.4	17%	0.0	0%	6.5	2%	0.0	0%	19.0	7%
Land sales	0.0	0%	0.0	0%	0.0	0%	0.0	0%	0.0	0%	0.0	0%
Investment	10.1	4%	9.0	4%	9.1	3%	9.2	3%	9.9	4%	9.5	3%
<b>Total</b>	<b>230.1</b>	<b>100%</b>	<b>253.3</b>	<b>100%</b>	<b>285.7</b>	<b>100%</b>	<b>278.9</b>	<b>100%</b>	<b>248.4</b>	<b>100%</b>	<b>282.8</b>	<b>100%</b>



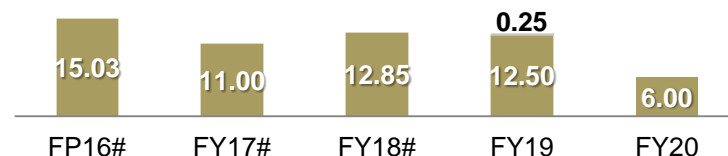
## Dividend Payout

RM 'm



## Dividend Per Share

sen



\*Adjusted for 1-for-2 bonus issue in 2014

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

#Adjusted for 1-for-4 bonus issue in 2017

## Dividend Payments

	Dividend per share (sen)		Dividend Payout (RM 'm)	
	FY2019	FY2020	FY2019	FY2020
1 <sup>st</sup> Interim (single tier)	3.25	3.00	24.47	24.68
2 <sup>nd</sup> Interim (single tier)	3.25	3.00	24.47	24.68
3 <sup>rd</sup> interim (single tier)	3.00		22.59	
4 <sup>th</sup> interim (single tier)	3.00		23.60	
Special Dividend	0.25		1.97	
<b>Total</b>	<b>12.75</b>	<b>6.00</b>	<b>97.10</b>	<b>49.37</b>

**Dividend policy to distribute  
40% of net profit to shareholders**

#### Indonesia Joint Venture (JV)

- Entered into MoU with PT Bangun Kosambi Sukses and PT Nikko Securitas Indonesia in May 2018 to develop Islamic Financial District in Pantai Indah Kapuk 2, Jakarta, Indonesia
- Raised RM139.2 million through four tranches of private placement to fund Group's participation in Indonesia JV

#### JV with Koperasi Kemajuan Tanah Negeri Johor Berhad (KopKeta)

- Entered into JV with KopKeta in May 2019 to carry out mixed development projects on 309.5-acre land in Kluang, Johor
- Estimated GDV of project of RM1.2 billion to commence over the next ten years
- 6-year payment period; paid initial deposit of RM10.0 million (10.9% of total cost of RM91.7 million)

#### Management Agreement with Pusat Hemodialisis Mawar (PHM)

- Entered into management agreement with PHM in September 2019 to appoint Group as exclusive service provider for 30 years.

#### Landbanking Activities in 1H20



Project	Acreage	Land Cost (RM'mil)
Bayu Sendayan	202.7	87.7
Tiara Sendayan Extension	126.9	47.9
Irama Sendayan	65.8	24.9
Sendayan Extension	282.4	122.9
Bandar Seri Impian 2	309.5	91.7
Damansara Perdana	5.5	55.5
<b>Total</b>	<b>992.8</b>	<b>430.6</b>



**Pipeline Projects**

# Steady flow of launches to enable Group to sustain financial performance...

**Total targeted launches in  
FY2020:  
RM1,228.9m**

 Launched  
 To be launched

Projects	No. of Units/Type	FY2020 GDV (RM 'm)				FY2021 GDV (RM 'm)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Hijayu Resorts Homes (Phase 5)	175 units 2-storey terrace houses		135.7						
Hijayu Aman P1	251 units 2-storey terrace houses	164.9							
Hijayu Aman P2	109 units 2-storey terrace houses			72.6					
Hijayu (Residence) Phase 1	366 units 2-storey houses				260.0				
Hijayu (Residence) Phase 2	210 units 2-storey houses							159.0	
Hijayu Resort Villa (Phase 1,2 & 3)	46 units 2-storey bungalow s					110.0			
Ara Sendayan Phase 6 (Precint 3A2[1])	12 units 2-storey terrace houses	9.2							
Ara Sendayan Phase 7 (Precint 3A2[2])	47 units 2-storey terrace houses		50.1						
Tiara Sendayan 4 (Precint 3)	428 units 2-storey terrace houses	210.0							
Tiara Sendayan 5 (Precint 5)	245 units 2-storey terrace houses		123.0						
Tiara Sendayan 6 (Precint 6)	292 units 2-storey terrace houses				153.0				
Total		1178.5				269.0			

## More residential projects to be launched in BSI...

Projects	No. of Units/Type	FY2020 GDV (RM 'm)				FY2021 GDV (RM 'm)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<u><b>Bandar Seri Impian</b></u>									
Impiana Bayu 3A	83 units 2-storey terrace houses		50.4						
Impiana Bayu 3B (1&2)	416 units 2-storey terrace houses					194.6			
Impiana Damai 2A	124 units 2-storey terrace houses					87.1			
Impiana Damai 2B	165 units 2-storey terrace houses							107.0	
<u><b>Others</b></u>									
Taman Anggerik Tenggara	240 units 2-storey terrace houses						77.9		
	<b>Total</b>	50.4				466.6			

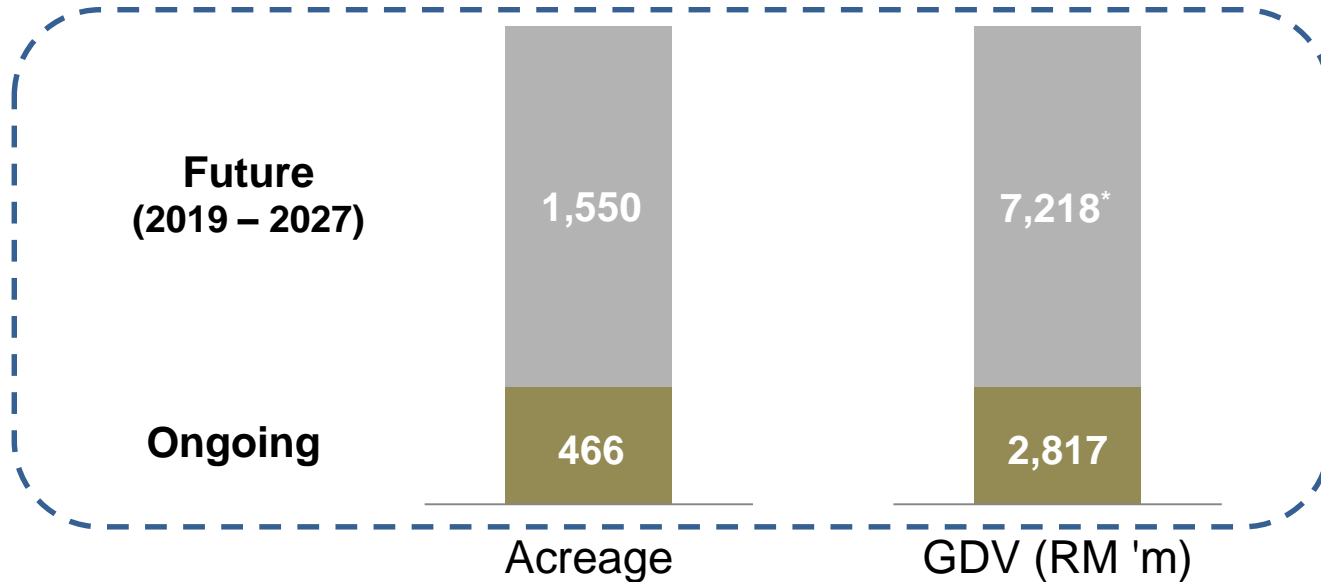
**Total targeted launches in  
FY2020:**

**RM1,228.9m**



Launched

To be launched



\*Does not include potential GDV for Sendayan Icon Park (estimated more than RM6 billion)



**Investment Merits**

### Stock Information

Share Price @ 15 November 2019	RM1.96
Number of shares ( 'm)	822.8
Market Cap @ 15 November 2019	RM1,612.7m
Warrant Price @ 15 November 2019	RM0.050
Number of warrants ( 'mil)	63.9
Warrant Premium / (Discount)	0.5%
PE Ratio (ttm)	7.1x
PE Ratio (ttm, fully diluted)	7.6x
Dividend Yield (FY2019)	6.5%

# Thank You

## Investor Enquiries

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Appendix

# BSS township set to expand further as Group continues to develop landbank... to capitalize on township's ready infrastructure and amenities



## Summary of Projects

Project	Acres	GDV (RM 'm)
<b>Bandar Sri Sendayan</b>		
Completed <sup>1</sup>	1,646.1	4,948.9
Ongoing <sup>2</sup>	418.0	2,166.6
Future <sup>3,4</sup>	1,045.3	4,038.0
<b>Total</b>	<b>3,109.4</b>	<b>11,153.5</b>
<b>Bandar Seri Impian</b>		
Completed	508.4	1,184.1
Ongoing	29.5	229.6
Future <sup>5</sup>	465.7	2,223.3
<b>Total</b>	<b>1,003.6</b>	<b>3,637.0</b>
<b>Other Projects</b>		
Completed	1,257.8	1,517.0
Ongoing <sup>6</sup>	18.2	421.0
Future <sup>7</sup>	38.8	956.8
<b>Total</b>	<b>1,314.7</b>	<b>2,894.8</b>

## Notes

- <sup>1</sup> Includes total GDV and net saleable acreage for STV (GDV: RM926.7m / 768.6ac)
- <sup>2</sup> Includes ready for sale sub-centres at Nusari Bayu (GDV: RM30.0m / 20.0ac), Nusari Hijayu (GDV: RM12m / 8.1ac) and Sub Centre @ STV 1A (GDV: RM63.3m / 39.7ac)
- <sup>3</sup> Includes GDV for land purchases at Labu (Bukit Eka Development, GDV:RM850.0m on 237.0ac) and Rasah Kemayan (Ara Sendayan Development Phases 7 Precinct 3A2(2) and Precinct 2B, GDV RM63.0m on remaining undeveloped 14.9ac); Bayu Sendayan (GDV:RM1,300m / 216.0ac), and STP (GDV: RM170.3m / 164.0ac)
- <sup>4</sup> Does not include potential GDV for Sendayan Icon Park (estimated more than RM6 billion)
- <sup>5</sup> Includes BSI 2(GDV:RM1,200m / 309.5ac)
- <sup>6</sup> Comprises Chambers KL (GDV: RM333.1m / 1.0ac), Residensi SIGC (Phase 2) (GDV:RM62.9m / 14.2ac) and PKL 2 (GDV:RM25.0m / 3.0ac)
- <sup>7</sup> Includes high-rise residences in Puchong (GDV: RM400m / 5.8ac), third phase of Residensi SIGC (GDV: RM25.0m / 3.5ac), and high-rise residences in Cheras (GDV: RM400m / 5.2ac)

Project	Type	Site Area (acres)	No. of units	Take-up rate	Est. GDV (RM 'm)	Unbilled Sales (RM 'm)	Commenced	Completion
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	
Sub Centre @ STV 1A	Ind Lot	39.7	13	100%	63.3	n/a	Ready for Sale	
Hijayu Resort Homes Phase 3 (SDB2A)	DSSD	9.0	52	100%	80.5	28.0	2018	2019
Hijayu Resort Homes Phase 3 (SDB2B)	DSSD	2.6	10	100%	18.0	10.9	2019	2019
Hijayu Resort Homes (Phase 4)	DST	20.6	232	94%	181.5	82.7	2018	2020
Hijayu Resort Homes (Phase 5)	DSST	18.3	175	15%	135.7	20.1	2019	2021
Hijayu Aman P1	DST	25.8	251	43%	164.9	61.6	2019	2021
Ara Sendayan Phase 2 (Precinct 4)	DST	15.6	193	95%	127.5	37.2	2018	2019
Ara Sendayan Phase 3 (Precinct 3B)	DST	14.8	168	94%	119.9	51.0	2018	2020
Ara Sendayan Phase 4 (Precinct 2A)	DST	36.7	244	18%	191.2	21.8	2018	2020
Ara Sendayan Phase 5 (Precinct 3A1)	DST	14.8	85	46%	64.5	21.4	2019	2021
Ara Sendayan Phase 6 (Precinct 3A2(1))	DST	1.9	12	8%	9.2	0.6	2019	2021
Ara Sendayan Phase 7 (Precinct 3A2(2&3))	DSST/DSSD	7.9	57	30%	50.1	12.2	2019	2021
Tiara Sendayan 1	SST/DST	31.3	404	100%	151.5	60.0	2018	2020
Tiara Sendayan 2	DST	40.5	504	100%	226.0	124.2	2018	2020
Tiara Sendayan 3 (Precinct 4)	DST	33.5	363	99%	158.4	110.9	2019	2020
Tiara Sendayan 4 (Precinct 3)	DST	35.7	428	89%	210.0	161.2	2019	2021
Tiara Sendayan 5 (Precinct 5)	DST	31.8	243	16%	123.0	20.3	2019	2021
Tiara Biz	DSSH	7.8	50	64%	46.5	17.7	2018/19	2020/21
Tiara Biz - Petrol Station	DSSH	1.9	1	100%	2.9	2.0	2018	2020
<b>Total</b>		<b>418.0</b>	<b>3,491</b>	<b>74.3%</b>	<b>2,166.6</b>	<b>843.7</b>		

<sup>1</sup> Unbilled sales does not include completed projects of Hijayu 3 (RM6.0m), Hijayu 2SL1 (RM0.8m), Ara Sendayan 1A (RM3.8m), Ara Sendayan 1B (RM3.6m), Suriaman 2 (RM3.6m), Suriaman 2A (RM1.5m), Suriaman 2B (RM0.7m), Suriaman Biz (RM3.9m), Metropark 2B (RM7.5m) and STV (RM82.2m)

Project	Type	Site Area (acres)	No. of units	Take-up rate	Est. GDV (RM 'm)	Unbilled Sales (RM 'm)	Commenced	Completion
Impiana Square (Phase 1)	DSSO	12.6	113	47%	110.2	8.2	2016	2019
Impiana Casa 3A	DST	9.8	138	96%	69.1	28.5	2017	2019
Impiana Bayu 3A	DST	7.1	83	4%	50.4	1.1	2019	2021
Total		29.5	334	56.6%	229.6	37.8 <sup>1</sup>		

<sup>1</sup> Unbilled sales does not include completed projects of Impiana Damai 1 (RM6.7m) and Impiana 2 (RM0.3m) & Impiana Casa 3B (RM1.3m)

Project	Type	Site Area (acres)	No. of units	Take-up rate	Est. GDV (RM 'm)	Unbilled Sales (RM 'm)	Commenced	Completion
Chambers KL	SA	1.0	509	68%	333.1	151.8	2018	2022
Lobak Commercial Centre (Phase 2)	DSSO	3.0	14	64%	25.0	4.6	2018	2020
Residensi SIGC (Phase 2)	DST	14.2	78	29%	62.9	14.1	2019	2021
<b>Total</b>		<b>18.2</b>	<b>601</b>	<b>63.1%</b>	<b>421.0</b>	<b>170.5<sup>1</sup></b>		

<sup>1</sup> Unbilled sales does not include completed projects of Residensi SIGC – Phase 1 (RM34.7m)

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM 'm)	Commencement	Completion
Sendayan Merchant Square 1 (Phase 3)	Comm Lot	1.3	2	3.9	tba	tba
Hijayu Resort Villa (Phase 1-3)	DSB	15.6	46	110.0	2020	2022
Hijayu Residence (Phase 1)	DST	30.6	366	260.0	2020	2021
Hijayu Residence (Phase 2)	DST	21.5	210	159.0	2020	2022
Sendayan Merchant Square 2	DSSO Comm Lot	40.0	244 4	365.6 67.8	tba	tba
Sendayan Metropark 3	DSSO	5.1	61	78.0	2021	2024
Sub Centre @ Sendayan TechValley 1A	Factory Comm Lot	6.1	32 1	28.0 3.0	tba	tba
Sendayan Icon Park	Icon City	116.4	1	Estimated more than RM6b	tba	tba
Sendayan - Lot Institution	Institution	23.1	1	35.22	tba	tba
Hijayu Aman P2	DST	11.2	109	72.6	2019	2021
RMMK @ TBS	SST	4.5	60	4.8	tba	tba
Sendayan Aman (RMMK)	SST	26.5	182	14.5	tba	tba
Sendayan Tech Park	Industrial Agriculture	135.8 28.2	22 1	165.3 4.9	tba	tba
Suriaman Biz	Comm Lot	1.6	2	4.84	tba	tba
Sendayan Metropark 2A	Comm Lot	0.8	1	2.4	tba	tba
Bayu Sendayan	Residential	216.0	2043	1300.0	tba	tba

*continued on next page*

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM 'm)	Commencement	Completion
Tiara Sendayan 6 (Precint 6)	DST	37.9	292	153.0	2020	2022
Tiara Sendayan 7-9	DST	55.7	591	270.0	tba	tba
Ara Sendayan (Phase 7) Precint 3A2(2)	DSB	1.0	1	2.0	tba	tba
Ara Sendayan (Phase 7) Precint 2B	DSSD	13.9	46	56.0	tba	tba
	DSB		2	5.0		
Ara Sendayan - Agriculture Lot	Agriculture	15.6	8	22.1	tba	tba
Bukit Eka Project	SST/DST	237.0	1907	830.0	tba	tba
	DSSO/Retail		26	20.0		
Total		1045.2	5733	4037.9		

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM 'm)	Commencement	Completion
Impiana Avenue Point	DSSO	4.4	60	19.2	tba	tba
Impiana Height (Phase 2 & 3)	DSB	9.1	18	33.4	tba	tba
	DSSD		6	7.5		
	SSB		14	14.0		
	SSSD		8	6.0		
Impiane Bayu 2 (Phase 5)	Comm Lot	2.3	1	2.5	Ready for sale	
Impiana Alam	DSSD	29.9	158	134.0	tba	tba
	DSSO		30	20.0		
Impiana Biz	DSSO	3.6	43	17.2	tba	tba
	Retail		1	0.1		
Impiana Square (Phase 2 to 5)	DSSO		283	340.5	Ready for sale	Ready for sale
	Comm Lot		1	40.2		
Impiana Damai 2A	DST	13.8	124	87.1	2020	2022
Impiana Damai 2B	DST	14.0	165	107.0	2020	2022
Impiana Bayu 3B	DST	32.5	416	194.6	2020/21	2022/23
BSI 2	DST	309.5	2500	1200.0	tba	tba
Total		418.9	3,828	2,223.3		

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM 'm)	Commencement	Completion
Residensi SIGC	DSB	3.5	14	25.0	tba	tba
Lobak Commercial Centre (Phase 2)	Comm Lot	1.2	2	3.9	Ready for sale	
Cove Bay - PD	DSSD	4.6	26	46.0	tba	tba
	DSB		2	4.0		
Taman Anggerik Tenggara	DST	18.4	240	77.9	2020	2021
Puchong high-rise residential development	SA	5.8	1	400.0	tba	tba
Cheras high-rise residential development	SA	5.2	1	400.0	tba	tba
Total		38.7	290	956.8		

Project	Type	No. of units	Units Sold	Estimated Value (RM'm)	Completion
Hijayu 3 (Phase 1-4)	DST	394	391	2.9	Jun-18
Residensi SIGC	DST	70	68	9.9	Sep-18
	DSSD	38	33		
	DSB	17	17		
Sendayan Metropark 2B	DSSO	71	61	14.8	Mar-19
Ara Sendayan (Phase 1A)	DST	269	267	1.5	Mar-19
Impiana Damai 1	SST	198	190	6.6	Jun-19
Impiana Casa 3B	SST	173	172	0.5	Jul-19
Ara Sendayan (Phase 1B)	DST	195	174	18.1	Sep-19
Total		566	536	25.2	

