



PRESS RELEASE

## Matrix Concepts new property sales up 35.2% to RM340.4 million in 2Q22 despite FMCO

- *Seeing greater demand for well-priced landed properties; expediting construction activity post-FMCO*
- *Registers net profit of RM83.5 million on revenue of RM402.9 million in the first half ended 30 September 2021 (1H22)*
- *Declares second interim dividend of 3.0 sen in respect of the financial year ending 31 March 2022 (FY2022)*

Seremban, Negeri Sembilan, Malaysia, 25 November 2021 - Property developer **Matrix Concepts Holdings Berhad** (**Matrix Concepts**; 金群利集团; Bloomberg: MCH:MK) saw new property sales grow 35.2% to RM340.4 million in the second quarter ended 30 September 2021 (2Q22) from RM251.8 million a year ago, on increasing demand for well-priced landed properties at its flagship Sendayan Developments.

Despite the Full Movement Control Order (FMCO) implemented in July 2021, the Group capitalized on healthy home purchase sentiment in the affordable landed category, supported by use of digital sales platforms. Notably, new residential launches in 2Q22, such as the 274-unit Laman Sendayan 3 and 90-unit Tiara Sendayan 9 projects, achieved 100% and 94% take-up within weeks of launch.

“Following the upliftment of the FMCO, we are seeing greater buying interest due to pent-up demand, which has allowed us to continue recording healthy sales growth in 1H22. We believe our sales resilience is due to the attractive pricing and value of our quality landed homes, which are tailored to meet the growing needs for affordable homes among the population.

We are in a solid position to achieve our sales target of RM1.2 billion for the current financial year as we believe demand for housing in the segment we are operating in will remain robust in the next few years.

Our recovery from the FMCO is on track as we have swiftly returned to optimal construction activity since full operations resumed at the end of August 2021. We are confident of replicating last year’s achievement and return to our original development schedule by end of FY2022.

Given the positive sentiment and heightened construction activity, the Group is cautiously optimistic of maintaining a healthy performance and a firm recovery in the second half of FY2022.”

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



Group revenue for 2Q22 revenue remained healthy at RM239.5 million, albeit 8.6% lower compared to RM262.0 million last year due to the FMCO impact on project schedule. Of total 2Q22 revenue, recognition from residential and commercial properties amounted to RM203.1 million, while industrial properties made up RM30.6 million. Revenue contribution from investment properties made up the remaining RM5.8 million in 2Q22.

Meanwhile, 2Q22 net profit declined 31.0% to RM51.8 million from RM75.1 million previously, attributed mainly to lower gross margins from the latest development series of Laman Sendayan 1 and 2, which are currently at the early phases of launches. Additionally, the Group recorded 21.4% higher selling and marketing expenses of RM19.3 million versus RM15.9 million previously due to increased marketing activities.

For 1H22, the Group reported revenue of RM402.9 million, 5.0% lower compared to RM424.0 million in the previous year. Of 1H22 revenue, residential and commercial properties contributed RM355.5 million, while sales of industrial properties made up RM33.8 million. The remaining RM13.6 million came from investment properties.

1H22 net profit stood at RM83.5 million, declining 21.3% from RM106.1 million previously. Unbilled sales, however, rose to RM1.1 billion as at 30 September 2021 compared to RM1.0 billion as at 30 June 2021, providing earnings visibility over the next 12 to 15 months.

On prospects, Dato' Haslah added: "With the clear earnings visibility and optimal activity at our project sites, we look forward to improved earnings in the second half of FY2022, as well as providing sustainable and healthy dividends to our shareholders."

The Group declared a second interim dividend of 3.0 sen per share in respect of FY2022, with ex-date on 22 December 2021 and payable on 6 January 2022. Together with the first interim dividend of 2.0 sen, total dividend payout would amount to 5.0 sen for 1H22, amounting to RM41.7 million or 51.6% of 1H22 profit after tax.

Financial Summary (Unaudited Consolidated Results)						
RM'000	3-month to 30.09.21	3-month to 30.09.20	Change	6-month to 30.09.21	6-month to 30.09.20	Change
Revenue	239,476	262,012	(8.6%)	402,913	424,036	(5.0%)
Pre-tax Profit	70,367	102,604	(31.4%)	113,047	145,332	(22.2%)
Net Profit to Shareholders	51,797	75,063	(31.0%)	83,488	106,118	(21.3%)
Basic EPS (sen)	6.21	9.00	(31.0%)	10.01	12.72	(21.3%)



## **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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