



Matrix Concepts Holdings Bhd

(Company No.: 414615-U)

3Q14 Results and Corporate Update

18 November 2014

IR Adviser





9M14 Operations Review

Total Value of Properties Sold in 9M14*	→	RM443.0 mil (RM788.0 mil in FY2013)
Projects Launched in 9M14**	→	RM558.5 mil GDV (RM307.2 mil in FY2013)
Ongoing GDV (under construction)	→	RM1,134.2mil (RM797.5 mil in FY2013)
Projects Completed in 9M14	→	RM297.8 mil GDV (RM1.2 bil in FY2013 – incl. 785.9 mil from STV)
Unbilled Sales (as at 30 Sep 14)	→	RM410.5 mil (RM437.0 mil as at 31 Dec 2013)
Average Take-up (not including STV)	→	73.2% (as at 30 Sep 14)



* Including STV industrial properties sales
 ** Including GDV adjustment

Bandar Sri Sendayan

- Completed Hijayu 1B with total GDV of RM77.2 mil in 3Q14
- Hijayu 3A split into 4 phases with increased total GDV of RM300.0 mil (from RM237 mil in 1Q14):
 - Take up rate for Hijayu 3A (Phases 1 & 2) at 81.5%
 - Launched Hijayu 3A (phase 3) with GDV of RM82.0 mil in Aug 2014
 - Hijayu 3A (Phase 4) with GDV of RM98.0 mil expected to be launched in 4Q14
- BSS Snapshot:

	FY2013 (RM'mil)				FY2014 (RM'mil)		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Start-Quarter GDV	783.2	709.6	586.5	719.5	595.4	769.1	842.8
Less Completed Projects	73.6	123.1	-	127.2	77.9	69.7	77.2
Add New Launches	-	-	133.0	-	251.6	120.0	82.0
Add GDV Adjustment	-	-	-	3.1	-	23.4	0.0
End-Quarter GDV	709.6	586.5	719.5	595.4	769.1	842.8	847.6
Start-Quarter Take-up	480.0	552.0	542.4	603.1	555.2	585.8	618.2
Add New Take-up	145.6	113.5	60.7	79.3	108.5	102.1	109.8
Less Completed Projects	73.6	123.1	-	127.2	77.9	69.7	77.2
End-Quarter Take-up	552.0	542.4	603.1	555.2	585.8	618.2	650.8
Take-up Rate	77.8%	92.5%	83.8%	93.3%	76.2%	73.4%	76.8%
Unbilled Sales	304.1	361.9	392.0	289.3	279.4	278.1	251.5

Launched about RM477 mil GDV of residential properties so far in 2014... on target for launches worth RM575 mil in 2014



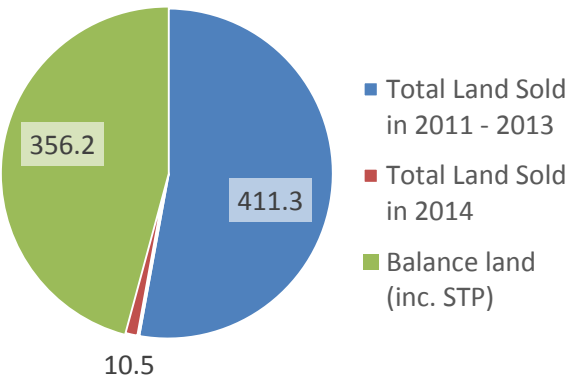
Sendayan TechValley (STV) & Sendayan TechPark (STP)

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	63%	785.9	65.9	Completed & Ready for Sale
Sendayan TechPark	Ind Lot	123.0	n/a	n/a	170.0	n/a	Land Acquisition in Progress
TOTAL		761.9	129	62.8%	955.9	65.9	

- 10.5 acres of industrial plots sold as at 30 Sep 2014 at about RM40 psf
- Sold additional 29.6 acres in Oct 2014; currently negotiating deals to sell 55.0 acres



STV & STP Land (acres)
(as at 30 Sep 2014)



Hino Motors Manufacturing (M) Sdn Bhd (Japan)



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



Kayaku Safety Systems (M) Sdn Bhd (Japan)



Akashi Kikai Industry (M) Sdn Bhd (Japan)



Total investment

135

RM million

85%

Completed

- Matrix International School opened for first intake in 3Q14; Matrix Private School targets for first intake in 1Q15

Current Progress



Total investment

65

RM million

90%

Completed

- On target for completion in 4Q14 and operation in 1Q15

Current Progress



MATRIX GLOBAL SCHOOLS & D'TEMPAT COUNTRY CLUB

Taman Seri Impian

- Launched Impiana Height (phase 1) with GDV of RM63.5 million, consisting of various types of landed residential properties, in 3Q14; take-up rate of 37.8%
- Taman Seri Impian snapshot:

	FY2013 (RM'mil)				FY2014 (RM'mil)		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Start-Quarter GDV	147.6	147.6	67.5	231.5	231.5	231.5	207.0
Less Completed Projects	-	80.1	-	-	-	67.5	-
Add New Launches	-	-	164.0	-	-	18.0	63.5
Add GDV Adjustment	-	-	-	-	-	25.0	-
End-Quarter GDV	147.6	67.5	231.5	231.5	231.5	207.0	270.5
Start-Quarter Take-up	107.3	136.7	67.5	93.0	123.9	145.1	117.8
Add New Take-up	29.4	10.9	25.5	30.9	21.2	40.3	47.7
Less Completed Projects	-	80.1	-	-	-	67.5	-
End-Quarter Take-up	136.7	67.5	93.0	123.9	145.1	117.8	165.6
Take-up Rate	92.6%	99.9%	40.2%	53.5%	62.7%	56.9%	61.2%
Unbilled Sales	47.3	37.3	55.9	34.0	52.4	58.4	91.6

Other Project (in Negeri Sembilan)

Lobak Commercial Centre							
<ul style="list-style-type: none"> 12 units of 2-storey shop offices with estimated GDV of RM16.1 mil Take-up rate of 91.7% and unbilled sales of RM1.5 mil 							



Other pipeline projects:

- TSI
 - Outstanding pipeline GDV RM 647.1 mil
- Others (in Negeri Sembilan)
 - Outstanding pipeline GDV RM 1,100.4 mil



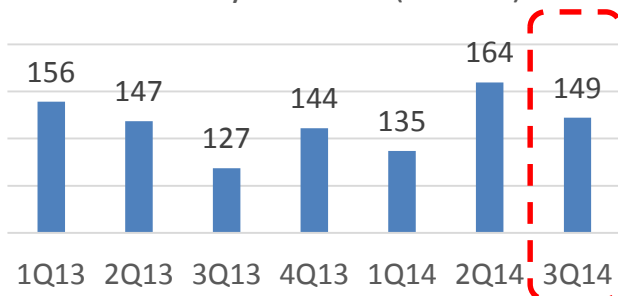
3Q14 Financial Highlights

3Q14	3Q13	Change	RM'mil	9M14	9M13	Change
148.8	127.4	16.8%	Revenue	447.3	430.3	3.9%
83.8	63.1	32.7%	Gross Profit	226.1	191.2	18.3%
56.3%	49.5%	6.7 pt	Gross Profit margin	50.6%	44.4%	6.1 pt
59.4	49.8	19.4%	EBITDA	173.7	153.5	13.2%
39.9%	39.0%	0.9 pt	EBITDA margin	38.8%	35.7%	3.2 pt
58.5	48.7	19.9%	PBT	171.0	150.8	13.4%
39.3%	38.3%	1.0 pt	PBT margin	38.2%	35.0%	3.2 pt
45.1	36.2	24.5%	PATMI	126.1	112.2	12.3%
30.3%	28.4%	1.9 pt	Net margin	28.2%	26.1%	2.1 pt
9.9	7.9	24.5%	Basic EPS (sen)*	27.6	24.6	12.3%

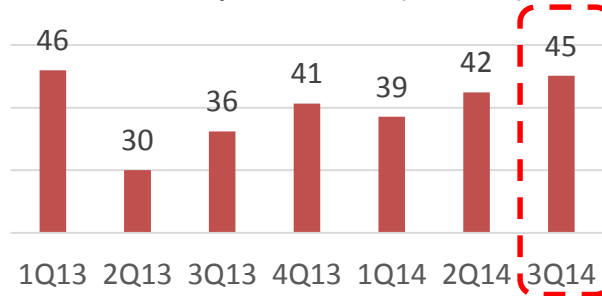
* Based on enlarged number of shares following 1-for-2 Bonus Issue

- ❖ Higher y-o-y revenue and margin in 3Q14, largely due to higher sales of residential and commercial properties which command better profit margin
- ❖ 3Q14 saw lower q-o-q revenue due to fewer projects reaching higher stages of completion, while profits rose q-o-q due to better sales mix

Quarterly Revenue (RM'mil)

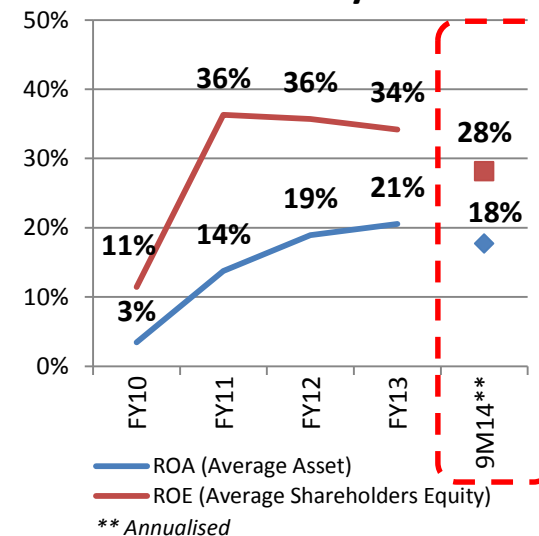


Quarterly Net Profit (RM'mil)



Margin improved due to favourable sales mix...

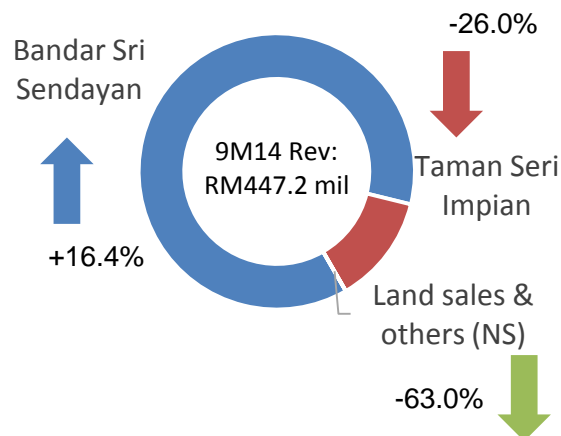
Profitability



PROJECT SEGMENTATION

Location	9M13		9M14	
	RM'mil	%	RM'mil	%
NS				
BSS	327.5	76%	381.1	85%
Others	3.4	1%	10.0	2%
Johor				
TSI	75.8	18%	56.1	13%
Land sales	23.6	5%	-	-
Total	430.3	100%	447.2	100%

9M14 Revenue Breakdown (Project)

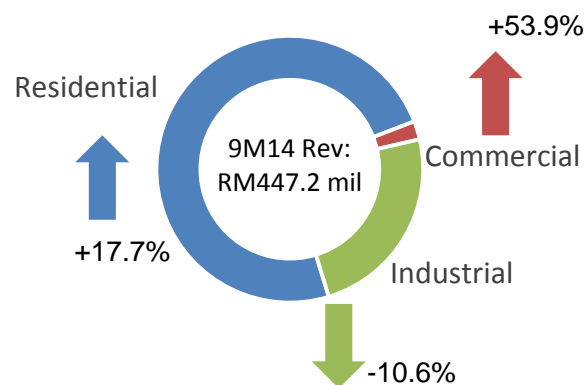


Product mix mitigating potential headwinds in the sector...

TYPE SEGMENTATION

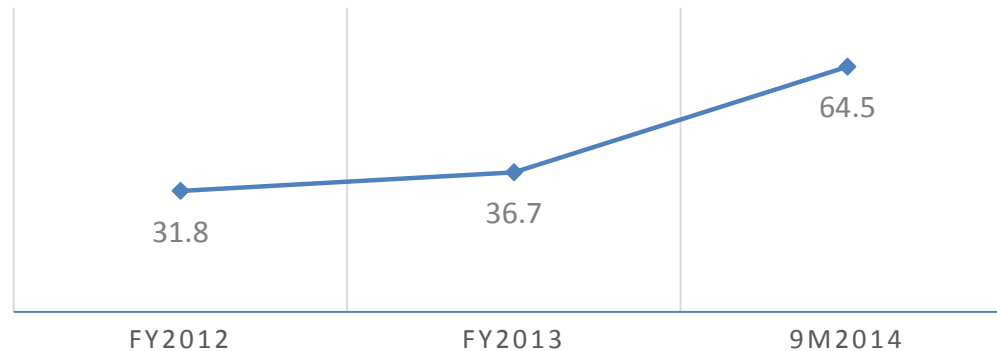
Type	9M13		9M14	
	RM'mil	%	RM'mil	%
Residential	280.7	65%	330.4	74%
Commercial	6.5	2%	10.0	2%
Industrial	119.5	28%	106.8	24%
Land sales	23.6	5%	-	-
Total	430.3	100%	447.2	100%

9M14 Revenue Breakdown (Type)



REVENUE SEGMENTATION

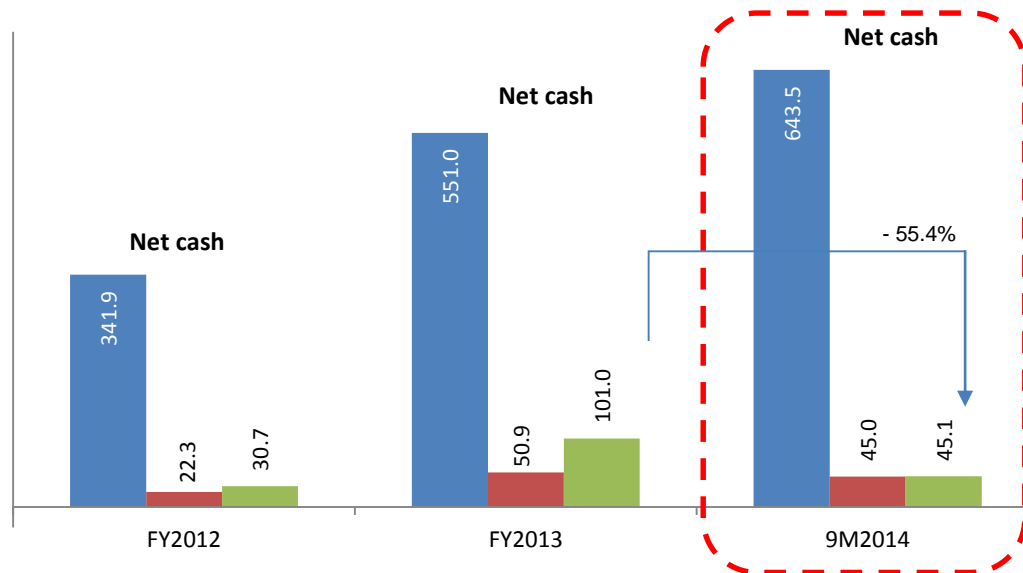
Free Cash Flow (RM'mil)



Strong cash flows and healthy balance sheet help support Group's expansion...

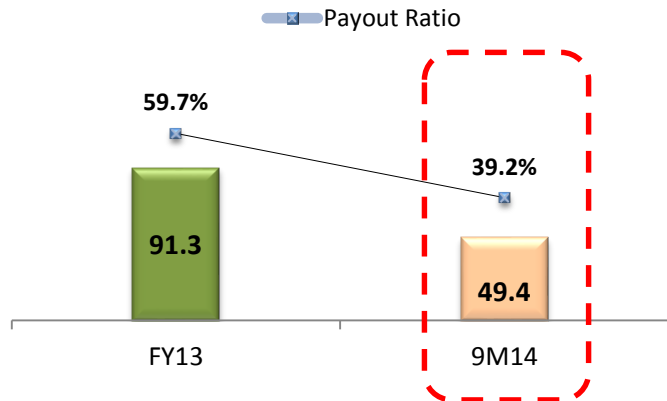
Balance Sheet (RM'mil)

■ Shareholders Equity ■ Gross Borrowings ■ Cash & Cash Equivalents

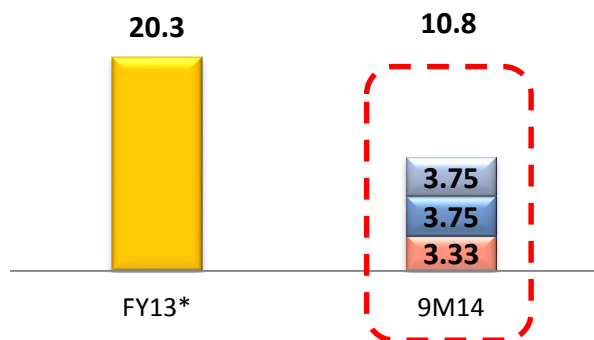


Decrease in cash & cash equivalents mainly due to investment of RM80 mil on Clubhouse and School constructions, after netting off RM60.5 mil of dividends paid.

Dividend Payout (RM'mil)



Dividend Per Share (sen)



* Adjusted for bonus issue

**Dividend policy of
paying minimum 40%
of net profit...**

FY2014	Dividend per share (sen)	Dividend Payout (RM'mil)	Payment Date
1 st Interim* (single tier)	3.33	15.2	10-Jul-14
2 nd Interim (single tier)	3.75	17.1	16-Oct-14
3 rd interim (single tier)	3.75	17.1	15-Jan-15
Total	10.83	49.4	

* Adjusted for bonus issue



Recent Developments

2014 Development Plan

Projects	No. of Units/Type	1Q	2Q	3Q	4Q	GDV (RM' mil)
BSS						
Hijayu 1A (Phase 2) ¹	367 units of 2-storey terrace houses	■				220.0
Sendayan Metropark 2	36 units of 2-storey shop offices & 14 units of 3-storey shop offices	■				55.0
Hijayu 3A (Phase 1) ²	127 units of 2-storey terrace houses		■			62.5
Hijayu 3A (Phase 2) ²	111 units of 2-storey terrace houses		■			57.5
Hijayu 3A (Phase 3) ²	146 units of 2-storey terrace houses			■		82.0
Hijayu 3A (Phase 4) ²	82 units of 2-storey terrace houses				■	98.0
TSI						
Impiana Avenue 3 I	26 units of 2-storey shop offices		■			18.0
Impiana Height (Phase 1) ³	Varied ⁴			■		63.5
TOTAL						656.5

Launched RM558.5 mil projects to date and another RM98 mil projects yet to be launched this year...

■ Launched

■ To be launched

¹ GDV increased from RM196.6 mil previously

² Total GDV of RM300.0 mil, about RM63 mil higher than previously planned

³ Previously known as Impiana Villa 2

⁴ Consists of:

- ✓ 13 2-storey bungalows
- ✓ 17 2-storey terrace houses
- ✓ 26 single-storey bungalows
- ✓ 26 single-storey terrace houses

Projects to be launched in
FY2015



RM1 billion

- 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	189.8	397.5
Ongoing (launched)	2014 to 2017	234.7	1,134.2
Future Projects*	2015 to 2022	1,357.7	6,495.2
TOTAL		1,782.2	8,026.9

*includes KL, Labu and Rasah Kemayan land purchase



Hijayu 2 @ BSS



Impiana Villa @ TSI

FUTURE PROJECTS (Selected)



Nusari Bayu 2B @ BSS



Impiana Avenue/Impiana Square @ TSI

Group's earnings to be further sustained with additional est. RM6.5 bil GDV projects...

Projects that are ready for sale include:

- Sendayan Techvalley
 - Balance GDV : RM358.3 mil
 - Land : 186.8 acre
- Sub Centre @ Nusari Bayu
 - Balance GDV : RM27.2 mil
 - Land : 15.0 acre
- Sub Centre @ Nusari Hijayu
 - Balance GDV : RM12.0 mil
 - Land : 8.1 acre

PIPELINE PROJECTS

- On 19 September 2014, signed SPA to acquire a vacant industrial land near current Sendayan TechValley
 - Development, named as Sendayan TechPark, to commence by 2015 with estimated GDV of RM170 mil
 - Purchase price of RM71.5 mil, i.e. RM10 psf
 - Land size of 164.5 acre, 75% net sellable area
 - Funded by 50% internal generated funds and 50% bank borrowings

Beefing up industrial land bank with the recent land acquisition...expect to generate about RM170 mil GDV



Investment Merits

Share Price @ 17 November 2014	RM2.87
Number of shares	456.94 mil
Market Cap @ 17 November 2014	RM1,311.42 mil
12-month Trailing PE Ratio	7.86x
12-month Trailing EV/EBITDA	5.84x
Dividend Yield (FY14*)	5.13%

* Based on 40% of annualised FY14 net profit



Thank You

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E: terence@aquilas.com.my

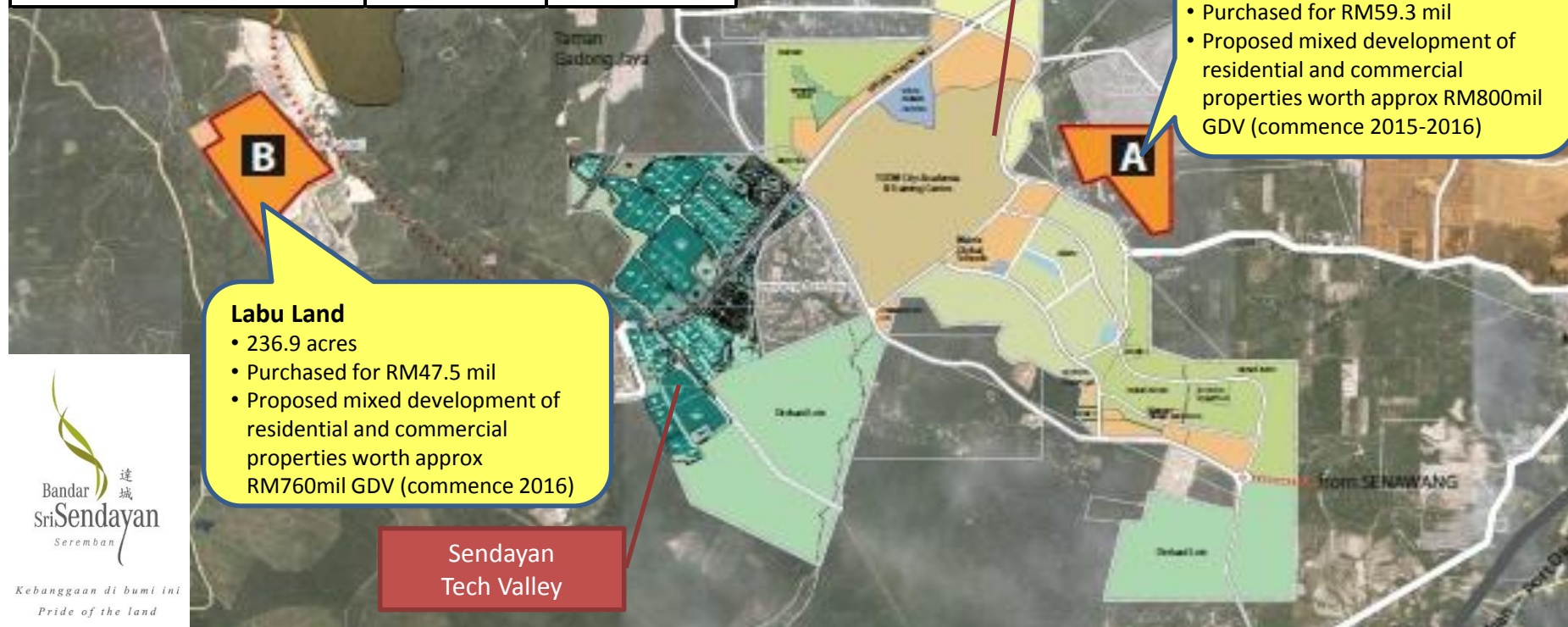
Mr. Louis Tan T: 06-7642 688 / 017-336 1595

E: louistan@mchb.com.my



Appendix

Bandar Sri Sendayan (incl. STV)	Acreage (acres)	GDV (RM'mil)
Completed#	1,064.6	1,757.9
Ongoing*	178.6	847.6
Future	1,110.9	4,224.2
Total	2,354.1	6,829.7



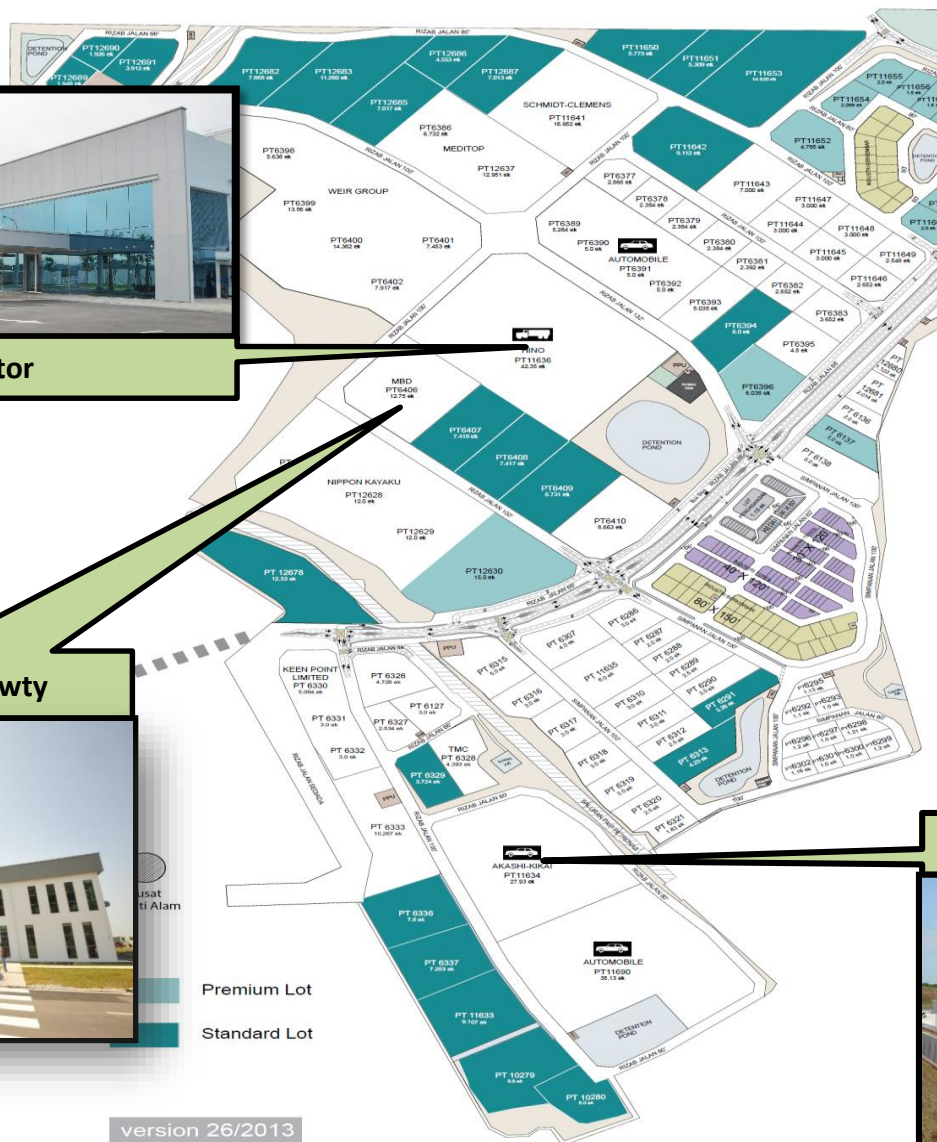
#includes total GDV and land acreage of STV

*includes Clubhouse & Sub Centres at Nusari Bayu and Nusari Hijayu

BANDAR SRI SENDAYAN PROJECTS (as at 30 Sep 2014)



Hino Motor



Foreign Direct Investors to date (with indicated investment):

- Hino Motor (RM150 mil)
- Messier-Buggatti-Dowty (RM300 mil)
- Keen Point (RM200 mil)
- TMC Metal (RM20 mil)
- Akashi-Kikai Industry (RM220 mil)
- Meditop Corporation (RM150 mil)
- MBM Resources/Mitsubishi (est. RM300 mil)
- Nippon Kayaku (RM600 mil)
- Linatex (RM350 mil)
- Schmidt + Clemens (RM500 mil)
- Weir Group (RM350 mil)
- Daihatsu Motors (RM600 mil)
- Hubei Dijian Construction (RM50 mil)
- Perodua & Daihatsu Motor (RM600 mil)

Messier-Buggatti-Dowty



Akashi Kikai



version 26/2013

FDIs IN SENDAYAN TECHVALLEY



Taman Seri Impian	Acreage (acres)	GDV (RM'mil)
Completed	343.1	487.7
Ongoing	83.4	270.5
Future	211.1	686.3
Total	637.6	1,444.5



TAMAN SERI IMPIAN PROJECTS (as at 30 Sep 2014)

57

WISMA MATRIX
No. 57, Jalan Puchong Lama,
70200 Seremban, Negeri Sembilan, K.

MATRIX CONCEPTS GROUP

Anggerik Tenggara
@ Bandar Tenggara, Johor

PULAI AVENUE
@ SEREMBAN

MATAHARI INDAH
@ SENAWANG

PULAI IMPIAN
@ SEREMBAN

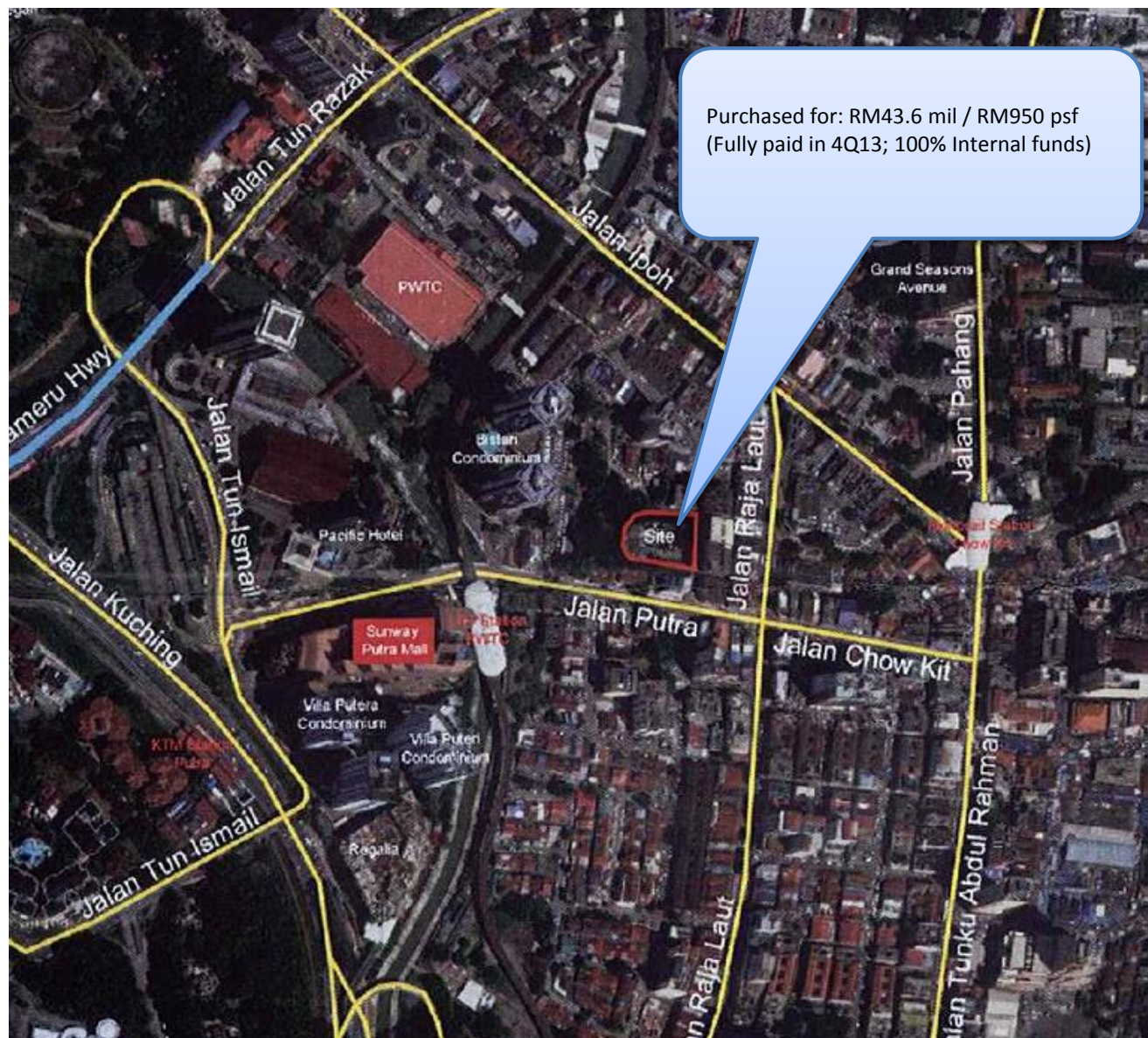
AROWANA INDAH
@ SEREMBAN 2

Taman INTAN DUYUNG
PORT DICKSON

PULAI PERDANA
@ SEREMBAN

Others	Acreage (acres)	GDV (RM'mil)
Completed	1,232.5	1,237.3
Ongoing	0.7	16.1
Future	342.9	1,184.7
Total	1,576.1	2,438.2

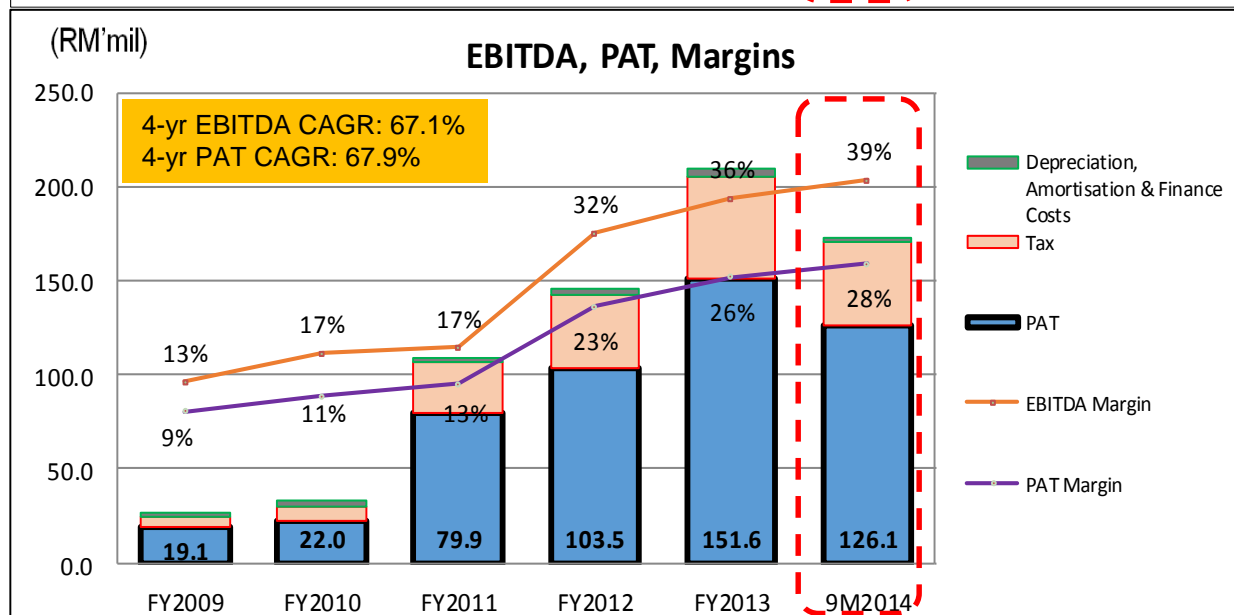
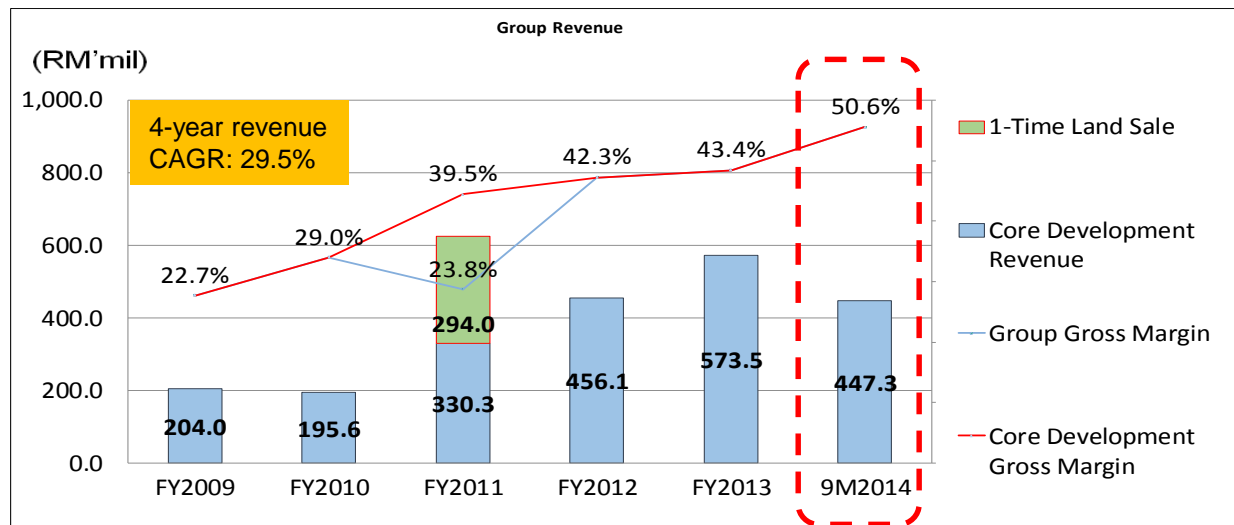
OTHER PROJECTS



Purchased for: RM43.6 mil / RM950 psf
(Fully paid in 4Q13; 100% Internal funds)

***High-rise project in KL
with revised GDV of
RM400 mil...target to
launch in Q3 2015***

- ***Mixed development of high-rise serviced apartments with full facilities, retail and F&B outlets with approved of Plot Ratio of 9***
 - GDV: at least RM400 million



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.



FINANCIAL PERFORMANCE

Project	Type	Site Area (acres)	No. of units	Take-up rate	Est. GDV (RM'mil)	Unbilled Sales (RM'mil)	Commenced	Completed
Hijayu 3D	DST	43.5	534	100%	192.5	40.1	2012	2014
Hijayu 1A (Phase 1)	DST	30.2	299	100%	136.1	72.0	2013	2015
Hijayu 1A (Phase 2)	DST	37.1	367	68.9%	220.0	71.1	2014	2016
Hijayu 3A (Phase 1)	DST	11.7	127	95%	62.5	11.1	2014	2016
Hijayu 3A (Phase 2)	DST	10.2	111	66%	57.5	12.8	2014	2016
Hijayu 3A (Phase 3)	DST	13.5	146	33%	82.0	26.9	2014	2016
Sendayan Metropark 2	DSSO	4.3	36	100.0%	34.8	44.4	2014	2017
	TSSO		14	92.9%	20.2			
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	178.7	1,640	84.0%	847.6	278.4		

Unbilled sales excluding RM65.9 mil from STV

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM'mil)	Commenced	Completed
Sendayan Merchant Square 1	DSSO	29.4	163	160.0	2015	2017
	Comm Lot		3	10.0		
Hijayu 3A (Phase 4)	DST	16.6	181	98.0	2014	2016
Hijayu 3B	DST	32.5	334	196.0	2015	2017
Hijayu 3C	DST	38.4	441	234.0	2015	2017
Hijayu (Resort Homes) Phase 1	DSSD	10.7	64	70.0	2015	2016
	DST		-	0.0		
Hijayu (Resort Homes) Phase 2	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 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		679.6	3,542	2,664.2		

BSS FUTURE PROJECTS (as at 30 Sep 2014)

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	76%	132.0	62.0	2013	2015
	SST		240	64%	57.0			
Impiana Avenue 3 I	DSSO	1.0	26	69%	18.0	8.7	2014	2016
Impiana Height (Phase 1)	DSB	15.4	13	8%	15.5	21.0	2014	2017
	DSSB		17	35%	14.0		2014	2017
	SSB		26	19%	19.0		2014	2017
	SSSD		26	73%	15.0		2014	2016
TOTAL		83.4	711	67.2%	270.5	91.6		



Impiana Casa 2



Impiana Bayu

TSI: ONGOING PROJECTS (as at 30 Sep 2014)

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM'mil)	Commenced	Completed
Impiana Avenue 3 II	DSSO	2.3	60	19.2	tba	tba
Impiana Height (Phase 2)	DSB	23.7	18	26.5	2015	2018
	DSSD		6	7.0		
	SSB		14	14.0		
	SSSD		8	6.0		
Impiana Bayu 2	DST	100.0	423	152.0	2015	2017
	SST		-	0.0		
	DSSO		94	n/a	tba	tba
	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	tba	tba
	Petrol Land		2	n/a	tba	tba
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	226.5	2,152	686.3		

*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
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	343.0	3,865	1,184.7	

*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