



## Matrix Concepts continues strong growth momentum in challenging market

- *On track to deliver double-digit sales growth to exceed RM1 billion new sales in FY2018 despite challenging market conditions*
- *3Q18 net profit surges 39.9% to reach RM70.6 million; in line with 34.4% higher revenue of RM266.2 million*
- *Declares third interim dividend of 3.50 sen in respect of FY2018; on track to fulfill minimum 40% payout*

Seremban, Negeri Sembilan, Malaysia, 28 February 2018 - Leading Negeri Sembilan township developer Matrix Concepts Holdings Berhad (**Matrix Concepts**; 金群利集团; Bloomberg: MCH:MK; Reuters: MATR.KL) is confident of continuing strong growth momentum in the current financial year ending 31 March 2018 (FY2018), with demand for its products on the uptrend despite challenges in the property market.

The Group is also positive of achieving more than 10% growth in new sales in FY2018 and exceed the RM1.0 billion new sales recorded a year ago. Commendably, new property sales rose 12.2% to RM939.2 million for the nine months ended 31 December 2017 (9M18) from RM837.3 million in the same period last year.

“The Group’s projects have garnered immense interest over the years as we continuously aim to provide homebuyers with excellent value proposition. With the expanding scale of our developments, we are now undertaking RM2.5 billion worth of ongoing projects as at end-2017. This is coupled with unbilled sales of RM1.1 billion which would provide strong earnings visibility for the next few years.

Going forward, we are committed to sustain our expansion and achieve new growth milestones for FY2018 and beyond. In this regard, we aim to meet the increasing demand for properties at our townships with more new launches in the near term, and pave the way for consistent earnings growth in the future.”

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

Consistent with the excellent public reception and sales of its developments, the Group recorded a 34.4% surge in revenue for the third quarter ended 31 December 2017 (3Q18) to RM266.2 million from RM198.0 million a year ago. This was primarily attributable to higher revenue recognition from the Group’s ongoing property developments.



Group 3Q18 revenue was boosted by higher contribution from all segments, as revenue from residential sales leapt 42.3% to RM168.4 million, while revenue from sales of commercial properties rose 14.5% to RM25.2 million. Revenue from sales of industrial properties surged 28.7% to RM63.6 million, while revenue from investment properties comprising Matrix Global Schools and d'Tempat Country Club grew 8.4% to RM9.0 million.

Notably, group net profit leaped 39.9% in 3Q18 to a record high of RM70.6 million from RM50.4 million previously. The growth was led by the higher revenue recognition and enhanced margins from the sale of industrial properties.

For 9M18, group net profit rose 12.8% to RM167.9 million from 148.8 million a year ago on 3.7% higher revenue of RM641.9 million from RM619.1 million previously.

Commenting on future prospects, Dato' Haji Mohamad Haslah added that the Group is set to perform commendably.

“The Group is poised to expand further with the rising popularity and growing population of the Bandar Sri Sendayan township. With our sizeable ongoing projects and growth plans, we are confident of achieving not only better profits, but also consistently distributing 40% of annual net profit to our shareholders,” Dato Haslah said.

Shareholders of the Group continue to be rewarded with total dividends to date rising more than 20% from the same period last year, in line with profit uptrend.

Along with the commendable 3Q18 performance, the Group declared a third interim single tier dividend of 3.50 sen per share in respect of FY2018. Together with earlier-paid interim dividends in respect of FY2018, total dividends to date amount to 9.35\* sen per share with estimated payout of RM69.4 million, making up 41.3% of 9M18 net profit.

| Financial Summary (Unaudited Consolidated Results) |                        |                        |        |                        |                        |        |
|--|------------------------|------------------------|--------|------------------------|------------------------|--------|
| RM'000   | 3-month to<br>31.12.17 | 3-month to<br>31.12.16 | Change | 9-month<br>to 31.12.17 | 9-month to<br>31.12.16 | Change |
| Revenue  | 266,168                | 198,000                | 34.4%  | 641,922                | 619,077                | 3.7%   |
| Pre-tax Profit                                     | 97,429                 | 72,928                 | 33.6%  | 230,430                | 206,184                | 11.8%  |
| Net Profit to Shareholders                         | 70,557                 | 50,448                 | 39.9%  | 167,935                | 148,839                | 12.8%  |
| Basic EPS (sen)                                    | 9.5                    | 8.8                    | 7.8%   | 26.3                   | 26.2                   | 0.2%   |

\*Adjusted for 1-for-4 bonus issue completed in 2017



## **About Matrix Concepts Holdings Berhad (金群利集团有限公司)**

Established in 1997, 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 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 was also awarded “Highest Return on Equity Over Three Years” and “Highest Returns to Shareholders Over Three Years” at The Edge Billion Ringgit Club Awards 2017.

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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