

Matrix Concepts new sales rises 21.5% to RM1.1 billion in 9M19

- *Group on track to achieve best-ever revenue in FY2019; 9M19 revenue grows 19.8% to RM769.0 million*
- *Group 9M19 unbilled sales increased 26.1% to RM1.4 billion; strong earnings visibility for next 18 months*
- *Declares third interim dividend of 3.00 sen in respect of FY2019; ex-date on 21 March 2019*

Seremban, Negeri Sembilan, Malaysia, 20 February 2019 - Leading Negeri Sembilan township developer **Matrix Concepts Holdings Berhad** (**Matrix Concepts**; 金群利集团; Bloomberg: MCH:MK; Reuters: MATR.KL) continued to defy the odds amidst a challenging property market by recording 21.5% higher new property sales of RM1.1 billion in the nine months ended 31 December 2018 (9M19) as compared to RM939.2 million in the previous corresponding period ended 31 December 2017 (9M18).

Group revenue rose 19.8% to RM769.0 million in 9M19 from RM641.9 million in 9M18, driven by strong sales and growing scale of development projects. This poises the Group to achieve its best-ever revenue in the current financial year ending 31 March 2019 (FY2019), as it nears the record RM818.5 million revenue posted in FY2018.

Matrix Concepts' 9M19 ongoing gross development value (GDV) increased 10.0% to RM2.8 billion from RM2.6 billion in FY2018. The Group's 9M19 unbilled sales also improved 26.1% to RM1.4 billion from RM1.2 billion in 9M18, providing stronger earnings visibility for the next 18 months.

“In navigating current market conditions, we have displayed our resilience as well as agility, tailoring our launches of residential properties in line with market demand, with a healthy mix of products primarily comprising affordable homes.

Through this, we are on track to achieve another record year with our best-ever new sales and revenue performance expected in FY2019, coupled with strong take up of above 80% for our residential and commercial properties. Moving forward, we intend to leverage on our strengths and maintain our reputation as a provider of affordable homes to Malaysians.

Furthermore, our strong earnings visibility will effectively sustain our ability to distribute good returns to our shareholders and maintain our status as one of the top dividend yielding companies in Bursa Malaysia.”

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



The Group maintained its dividend practice, and declared a third interim single tier dividend of 3.0 sen per share. Total dividend payout declared to date amounts to 9.50 sen per share or RM71.5 million, consisting of 47.1% of 9M19 profit. Matrix Concepts is among the top dividend yield companies in Bursa Malaysia in 2018.

Of total 9M19 revenue, sales of residential properties improved 31.4% to contribute RM615.9 million, while sales of commercial properties also increased 10.3% to RM70.9 million. Revenue from sales of industrial properties and land dipped 35.9% to RM54.1 million, while contribution from investment properties consisting of Matrix Global Schools and d'Tempat Country Club rose 14.1% to RM28.1 million.

Despite the revenue uptrend, group net profit dipped 9.7% to RM151.7 million in 9M19, due to changes in product mix as the previous year comprised more industrial properties recognition.

For the third quarter ended 31 December 2018 (3Q19), the Group recorded 7.3% higher revenue of RM285.7 million from RM266.2 million previously. Despite the higher topline, Group net profit fell 31.1% to RM48.6 million from RM70.6 million, mainly due to changes in product mix and the absence of a significant contribution from industrial properties recorded in 3Q18.

Financial Summary (Unaudited Consolidated Results)						
RM'000	3-month to 31.12.18	3-month to 31.12.17	Change	9-month to 31.12.18	9-month to 31.12.17	Change
Revenue	285,650	266,168	7.3%	769,004	641,922	19.8%
Pre-tax Profit	71,753	97,429	(26.4%)	214,129	230,430	(7.1%)
Net Profit to Shareholders	48,605	70,557	(31.1%)	151,700	167,935	(9.7%)
Basic EPS (sen)	6.5	9.5	(32.2%)	20.2	26.3	(23.2%)



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 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

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