

9M20 Results Presentation

February 2020



Ara
Sendayan

Stock Code

Bloomberg MCH MK

Reuters MATR KL

IR Adviser



9M20 highlights

as at 31 December 2019



Revenue

RM810.2m

YoY Growth: ▲ 5.4 %

Profit Before Tax

RM243.9m

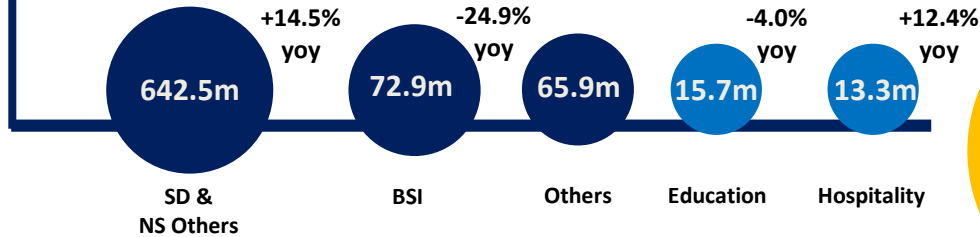
YoY Growth: ▲ 13.9%

Net Profit Attributable
to Equity Holders

RM178.7m

YoY Growth: ▲ 17.8 %

Revenue by SEGMENTS (RM)

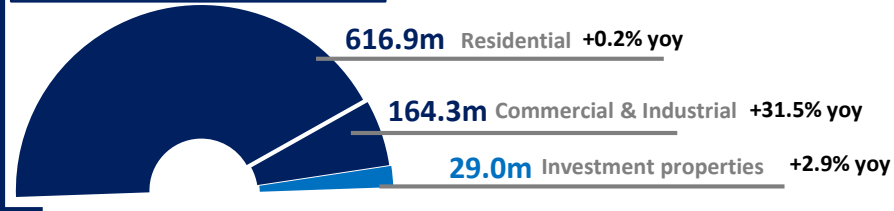


3rd Interim Dividend
3.00 sen

Total
Dividend Payout
RM74.1m[#]

[#] 41.4% of 9M20 net profit

Revenue by TYPE (RM)



- Property Development
- Investment

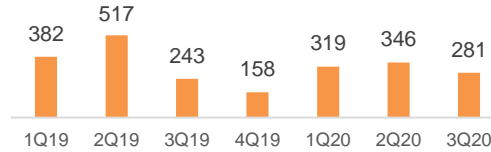
Operations Review

as at 31 December 2019



RM945.5 million

worth of properties sold in 9M20



Projects Launched
(RM'm)

RM1,456.1 m for FY2019

867.4

9M20

PIPELINE LAUNCHES (RM)

255.7m

4Q FY20

906.3m

FY2021

More than

RM16.1 billion

worth of projects lasting till 2027

RM2.6 billion

in ONGOING GDV

76.3%

AVERAGE TAKE-UP RATE

RM1.2 billion

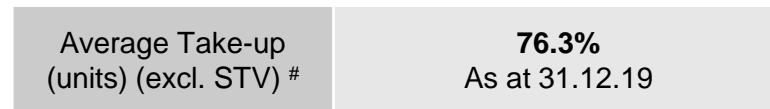
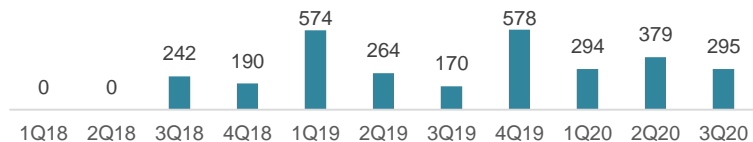
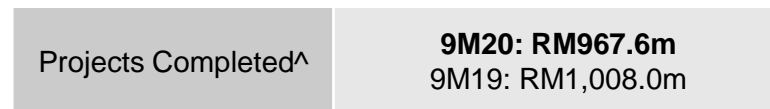
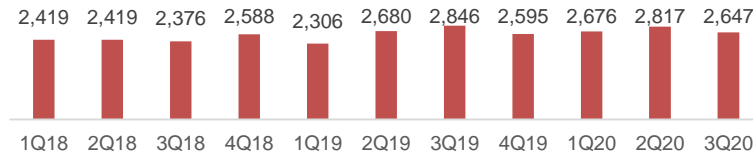
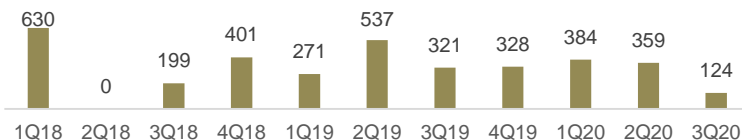
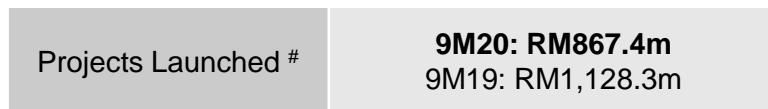
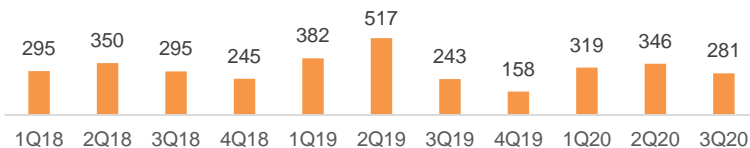
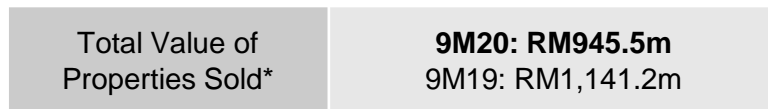
of UNBILLED SALES



9M20 Operations Review

Sendayan Developments - Actual Photo

Healthy number of launches targeted towards underlying demand for Group's properties...



*Including sales of industrial property at Sendayan TechValley

Does not include value for Australia projects

^Includes STV3

Maintained healthy new take-up for the Group's flagship township...

Sendayan Developments – Residential and Commercial Properties

- Total launches of RM767.1m in 9M20
- New sales of RM727.2m in 9M20 (9M19: RM732.6m)
- Average take-up rate of 68.7% for ongoing projects
- Unbilled sales stood at RM862.8m as at 31 December 2019

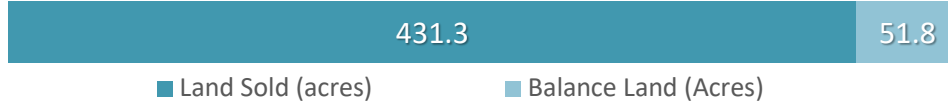
RM 'm	FY19				FY20		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Start-Quarter GDV	2,047.3	1,798.5	2,024.1	2,164.5	1,851.0	2,037.5	2,166.5
Less Completed Projects	512.3	0.0	169.0	578.4	183.7	178.7	226.0
Add New Launches	271.2	225.7	295.6	264.9	384.1	308.8	74.2
Add GDV Adjustment	-7.6	-0.2	13.9	-	-13.9	-1.2	1.2
End-Quarter GDV	1,798.5	2,024.1	2,164.5	1,851.0	2,037.5	2,166.5	2,015.9
Start-Quarter Take-up	1,695.8	1,488.6	1,789.6	1,747.1	1,245.6	1,318.6	1,396.5
Add New Take-up	305.1	301.0	126.5	76.9	256.7	256.6	214.0
Less Completed Projects	512.3	0.0	169.0	578.4	183.7	178.7	226.0
End-Quarter Take-up	1,488.6	1,789.6	1,747.1	1,245.6	1,318.6	1,396.5	1,384.5
Take-up Rate	82.8%	88.4%	80.7%	67.3%	64.7%	64.5%	68.7%
Unbilled Sales	937.2	1,108.9	1,065.3	882.7	897.5	875.1	862.8

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 Aman P2	2-storey terrace houses	109	74.2
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

Sendayan Developments – Industrial Properties

Net Saleable Land (STV 2&3)



- RM125.5m worth of industrial properties in STV sold in 9M20 (FY19: RM51.3m), totalling 69.5 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	50.9	Completed & Ready for Sale
Sendayan TechValley 3	Ind Lot	74.3	36	58.3%	140.0	76.4	In Progress (expected completion end-2020)
Total		483.1	90	81.8%	699.2	127.3	

- Unbilled sales (STV1,2,3): RM68.4m

Project Information

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

Occupants at STV (selected)



To recognize unbilled sales of more than RM60 million from BSI over the next 15 months...

Bandar Seri Impian – Residential and Commercial Properties

- Recorded new sales of RM49.6m in 9M20 (9M19: RM68.5m)
- Average take-up rate of 36.4% for three ongoing projects
- Unbilled sales stood at RM64.8 as at 31 December 2019

RM 'm	FY19				FY20		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Start-Quarter GDV	401.2	345.5	345.5	345.5	345.5	239.4	229.6
Less Completed Projects	62.0	-	-	-	110.3	60.1	69.1
Add New Launches	-	-	-	-	-	50.4	49.9
Add GDV Adjustment	6.3	-	-	-	4.2	-	-
End-Quarter GDV	345.5	345.5	345.5	345.5	239.4	229.6	210.5
Start-Quarter Take-up	238.7	211.4	236.9	245.3	266.5	161.4	112.7
Add New Take-up	34.6	25.5	8.4	21.3	5.2	11.5	33.0
Less Completed Projects	62.0	-	-	-	110.3	60.1	69.1
End-Quarter Take-up	211.4	236.9	245.3	266.5	161.4	112.7	76.6
Take-up Rate	61.2%	68.5%	71.0%	77.1%	67.4%	49.1%	36.4%
Unbilled Sales	150.6	147.1	113.5	100.8	61.2	46.1	64.8



Matrix Concepts' maiden high-rise development in Klang Valley noting promising sales figures...



Chambers KL – High-Rise Residential and Commercial Apartment

- Launched in August 2018 with GDV of RM333.1m
- Current take-up of 73.7%; unbilled sales of RM173.1m as at 31 December 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): 32.1%
- Unbilled sales (Phase 1 & 2) as at 31 December 2019: RM38.0m



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 79 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



Indonesia Joint Venture – Pantai Indah Kapuk 2 (PIK2):

- Entered into MoU with PT Bangun Kosambi Sukses and PT Nikko Securitas Indonesia in May 2018 to develop Islamic Financial District in PIK2, Jakarta, Indonesia
- Raised RM139.2 million through four tranches of private placement to fund Group's participation in Indonesia JV
- Ground-breaking of PIK2 commenced in December 2019

Menara Syariah Twin Towers

- GDV of USD250m (est. RM1.0b)
- 3.5 acre land size
- Soft launched in April 2019 and expected to be completed by end-2021



Matrix Global Schools

- 711 students enrolled as at 31 December 2019

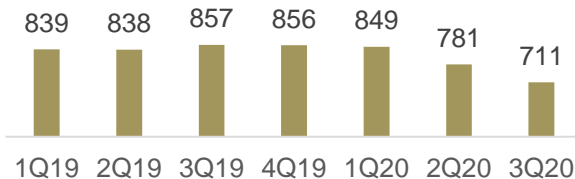
Number of students:

- Matrix International School:** 307 students (35 from Hengshui No. 1 High School)
- Matrix Private School:** 328 students
- Matrix Preschool:** 76 students

- 9M20 loss before tax narrowed to RM2.7 million from RM7.8 million in 9M19 as a result of better cost control

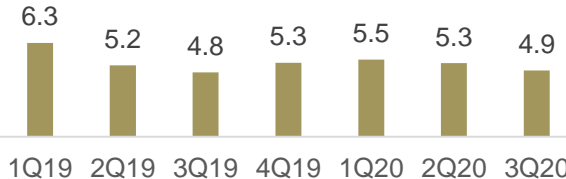


No. of students



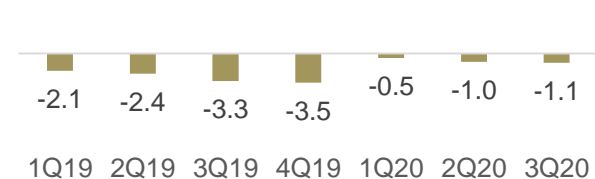
Revenue from Education

RM 'm



LBIT from Education

RM 'm

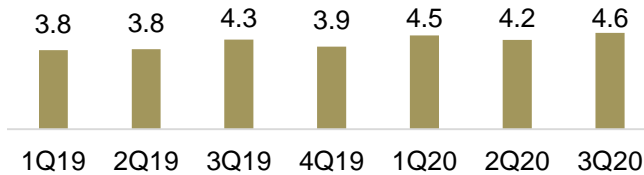


Building up recurring revenue from d'Tempat Country Club and d'Sora Boutique Business Hotel...

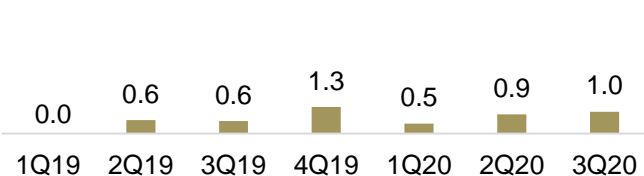
d'Tempat Country Club

- 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 Sendayan Developments and Seremban population

Revenue from Hospitality RM 'm



EBIT from Hospitality RM 'm



d'Sora Boutique Business Hotel

- First business hotel in Sendayan Developments
- Ideal for business travelers due to close proximity to Seremban City and Kuala Lumpur International Airport
- Average occupancy rate of 52.2% in 9M20





9M20 Financial Highlights

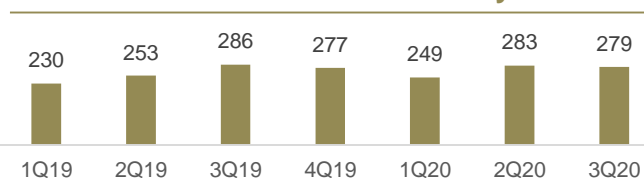
9M20 bottomline boosted by higher revenue recognition from industrial properties in 3Q20, which yield higher margins...

Financial Highlights

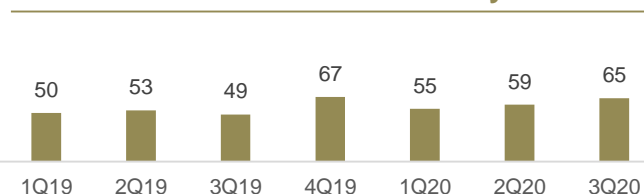
- Group revenue in 9M20 increased largely on higher revenue recognition from industrial and commercial properties
- Group net profit for 9M20 rose 17.8% to RM178.7 million due to higher sales of industrial properties, which yield higher profit margins, coupled with lower administrative and general expenses in 3Q20

3Q20 to 31.12.19	3Q19 to 31.12.18	Change	RM 'm	9M20 to 31.12.19	9M19 to 31.12.18	Change
279.0	285.7	(2.3%)	Revenue	810.2	769.0	5.4%
155.8	164.4	(5.3%)	Gross Profit	420.7	412.4	2.0%
55.8%	57.6%	(1.7 pt)	<i>Gross Profit margin</i>	51.9%	53.6%	(1.7 pt)
92.8	74.1	25.3%	EBITDA	248.4	220.4	12.7%
33.3%	25.9%	7.3 pt	<i>EBITDA margin</i>	30.7%	28.7%	2.0 pt
91.4	71.8	27.3%	PBT	243.9	214.1	13.9%
32.7%	25.1%	7.6 pt	<i>PBT margin</i>	30.1%	27.8%	2.3 pt
65.3	48.6	34.4%	PATMI	178.7	151.7	17.8%
23.4%	17.0%	6.4 pt	<i>Net margin</i>	22.1%	19.7%	2.3 pt
7.9	6.5	22.9%	Basic EPS (sen)	22.5	20.2	11.4%

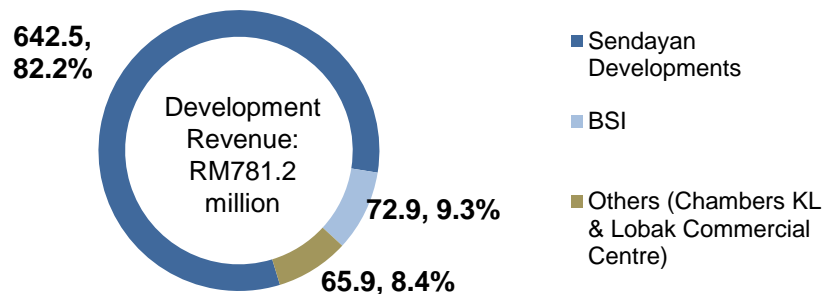
RM 'm Quarterly Revenue



RM 'm Quarterly Net Profit



RM 'm 9M20 Revenue Segmentation (by project development)



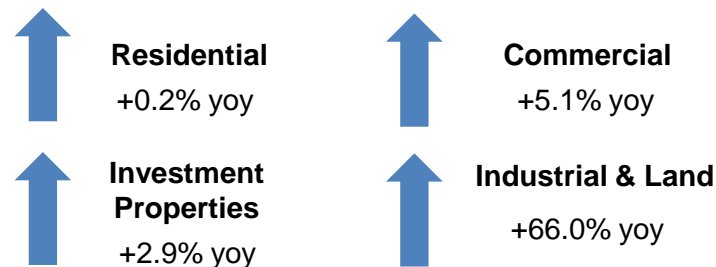
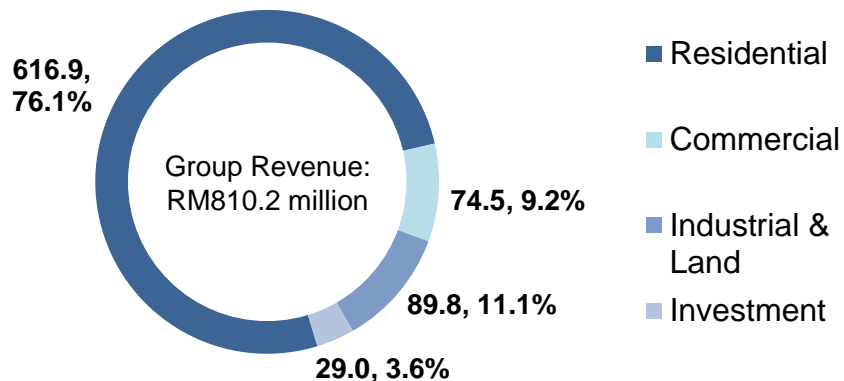
↑ Sendayan Developments & Others
+14.5% yoy

↓ Bandar Seri Impian
-24.9% yoy

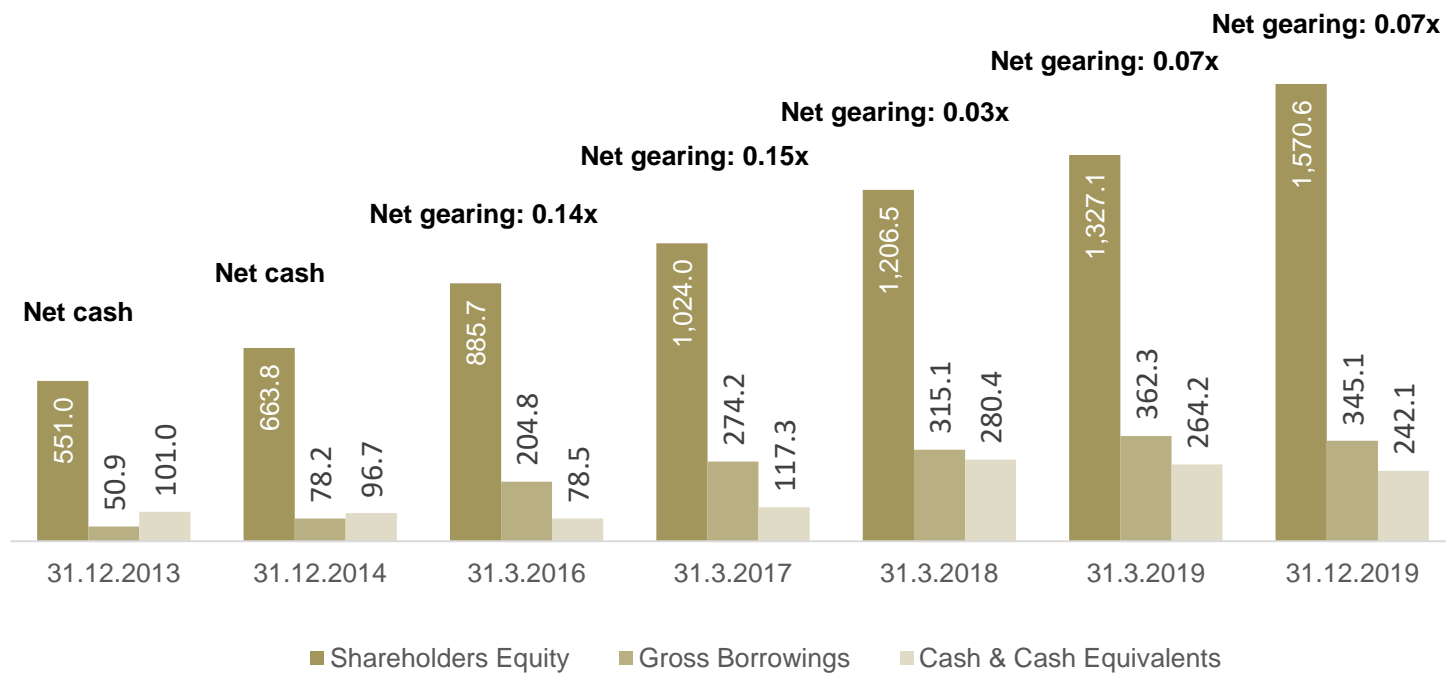
Location	1Q FY19		2Q FY19		3Q FY19		4Q FY19		1Q FY20		2Q FY20		3Q FY20	
	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%
NS														
BSS & Others	188.9	85.9%	140.8	57.6%	231.6	83.7%	213.7	79.2%	199.4	83.6%	212.1	77.6%	231.0	85.7%
Johor														
BSI	31.1	14.1%	22.0	9.0%	43.9	15.9%	52.4	19.4%	39.1	16.4%	16.7	6.1%	17.1	6.3%
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%	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%	14.6	5.4%
Lobak Commercial Centre	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	6.8	2.5%
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%	0.0	0.0%
Total	220.0	100%	244.3	100%	276.6	100%	269.7	100%	238.5	100%	273.3	100%	269.4	100%

9M20 boosted by strong industrial properties take-up...

RM 'm 9M20 Revenue Segmentation (by type)

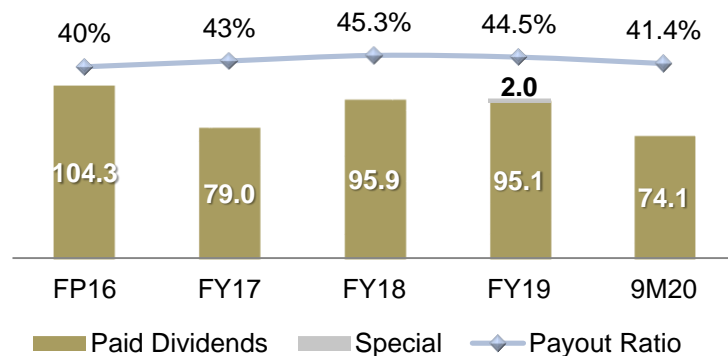


Type	1Q FY19		2Q FY19		3Q FY19		4Q FY19		1Q FY20		2Q FY20		3Q FY20	
	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%
Residential	190.9	83%	174.7	69%	250.3	88%	242.7	87%	208.7	84%	242.0	86%	166.2	60%
Commercial	18.4	8%	26.2	10%	26.3	9%	20.5	7%	29.8	12%	12.3	4%	32.4	12%
Industrial	10.7	5%	43.4	17%	0.0	0%	6.5	2%	0.0	0%	19.0	7%	70.8	25%
Land sales	0.0	0%	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%	9.5	3%
Total	230.1	100%	253.3	100%	285.7	100%	278.9	100%	248.4	100%	282.8	100%	278.9	100%



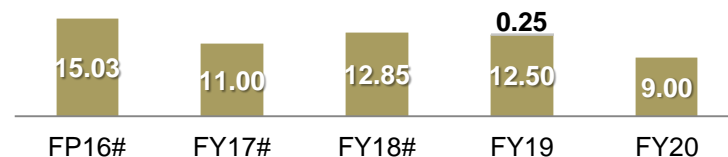
Dividend Payout

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 st Interim (single tier)	3.25	3.00	24.47	24.68
2 nd Interim (single tier)	3.25	3.00	24.47	24.68
3 rd interim (single tier)	3.00	3.00	22.59	24.68
4 th interim (single tier)	3.00		23.60	
Special Dividend	0.25		1.97	
Total	12.75	9.00	97.10	74.05

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

Landbanking activities in 9M20

Project	Acreage	Land Cost (RM'mil)
Tiara Sendayan Extension	30.1	11.3
Irama Sendayan	65.8	24.9
Sendayan Extension	151.0	65.8
Bandar Seri Impian 2	309.5	91.7
Damansara Perdana	5.5	55.5
Total	561.9	249.2



Pipeline Projects

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

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			74.2					
Hijayu Residence (Phase 1: Parcel 1)	366 units 2-storey houses				130.0				
Hijayu Residence (Phase 1 : Parcel 2)							130.0		
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						
Ara Sendayan Phase 7 (Precint 2B)	46 units 2-storey semi-detached houses					56.0			
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						137.3		
Tiara Sendayan 7	254 units 2-storey terrace houses							129.2	
Tiara Sendayan 8	246 units 2-storey terrace houses				125.7				
Tiara Sendayan 9	90 units 2-storey terrace houses							46.6	
Total		1022.9				768.1			

Total targeted launches in FY2020:

RM1,123.2m



Launched

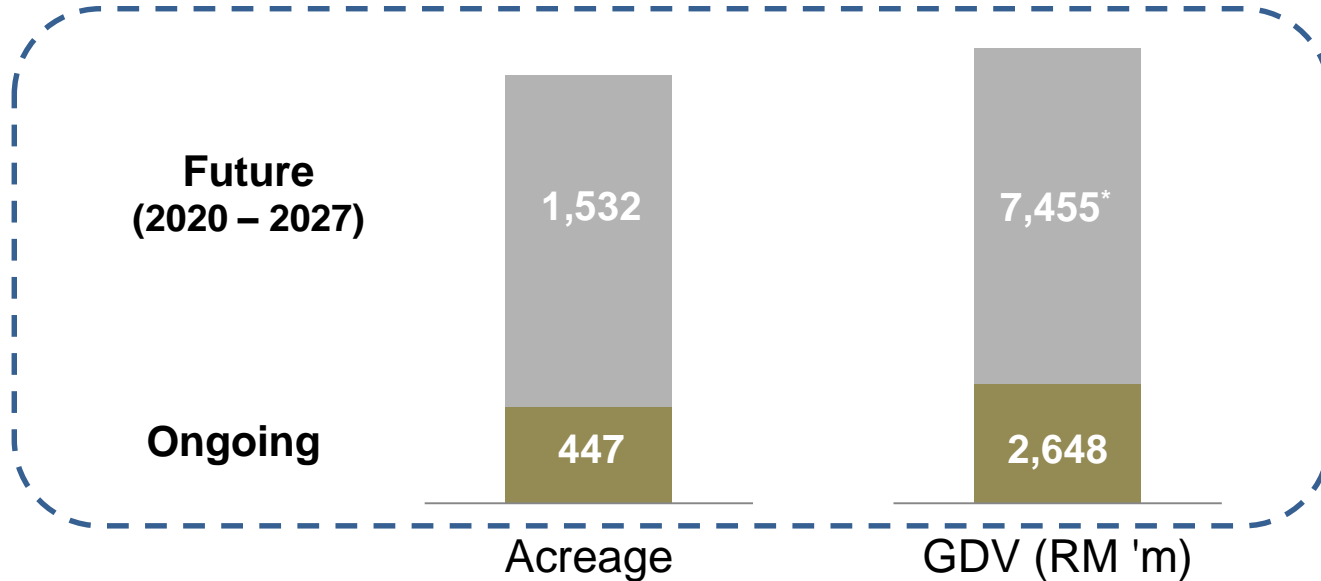
To be launched

More residential projects to be launched in BSI...

Projects	No. of Units/Type	FY2020 GDV (RM 'm)				FY2021 GDV (RM 'm)				<div>Total targeted launches in FY2020: RM1,123.2m</div>
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
<u>Bandar Seri Impian</u>										
Impiana Bayu 3A	83 units 2-storey terrace houses		50.4							
Impiana Bayu 3B2 (Phase 1)	111 units 2-storey terrace houses			49.9						
Impiana Bayu 3B2 (Phase 2)	110 units 2-storey terrace houses						51.1			
Impiana Damai 2A	124 units 2-storey terrace houses							87.1		
	Total	100.3				138.2				

Launched

To be launched



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



Investment Merits

Stock Information

Share Price @ 19 February 2020	RM1.95
Number of shares ('m)	822.8
Market Cap @ 19 February 2020	RM1,604.5m
Warrant Price @ 19 February 2020	RM0.030
Number of warrants ('mil)	63.9
Warrant Premium / (Discount)	0.0%
PE Ratio (ttm)	6.5x
PE Ratio (ttm, fully diluted)	7.0x
Dividend Yield (FY2019)	6.5%

Thank You

Investor Enquiries

Terence Loo

E: terence@aquilas.com.my

T: +603-2711-1391

M: +6012-629-5618

Louis Tan

E: louistan@mchb.com.my

T: +606-7642-688

M: +6017-336-1595

Fadzli Suhaimi

E: mohdfadzli@mchb.com.my

T: +606-7642-688

M: +6012-208-0090



Appendix

Sendayan Developments 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)
Bandar Sri Sendayan		
Completed ¹	1,673.2	5,174.3
Ongoing ²	402.1	2,016.0
Future ^{3,4}	1,034.1	4,324.4
Total	3,109.4	11,514.6
Bandar Seri Impian		
Completed	518.2	1,253.2
Ongoing	26.6	210.5
Future ⁵	458.8	2,173.3
Total	1,003.6	3,637.0
Other Projects		
Completed	1,257.8	1,517.0
Ongoing ⁶	18.2	421.0
Future ^{7,8}	38.8	956.8
Total	1,314.7	2,894.8

Notes

- ¹ Includes total GDV and net saleable acreage for STV (GDV: RM926.7m / 768.9ac)
- ² 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)
- ³ 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 Lamen Sendayan (GDV: RM513.5m / 164.0ac)
- ⁴ Does not include potential GDV for Sendayan Icon Park (estimated more than RM6 billion) and recent landbank acquisition of Tiara Sendayan Extension (30.1ac), Irama Sendayan (65.8ac) and Sendayan Extension (151.0 ac)
- ⁵ Includes BSI 2 (GDV: RM1,200m / 309.5ac)
- ⁶ 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)
- ⁷ 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)
- ⁸ Does not include recent landbank acquisition of Damansara Perdana land (5.5ac)

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 4)	DST	20.6	232	94%	181.5	71.3	2018	2020
Hijayu Resort Homes (Phase 5)	DSST	18.3	175	42%	135.7	47.2	2019	2021
Hijayu Aman P1	DST	25.8	251	74%	165.9	97.3	2019	2021
Hijayu Aman P2	DST	11.2	109	7%	74.2	5.6	2019	2021
Ara Sendayan Phase 3 (Precinct 3B)	DST	14.8	168	95%	119.9	38.7	2018	2020
Ara Sendayan Phase 4 (Precinct 2A)	DST	36.7	244	29%	191.2	41.7	2018	2020
Ara Sendayan Phase 5 (Precinct 3A1)	DST	14.8	85	56%	64.5	24.3	2019	2021
Ara Sendayan Phase 6 (Precinct 3A2[1])	DST	1.9	12	58%	9.2	5.6	2019	2021
Ara Sendayan Phase 7 (Precinct 3A2(2&3))	DSST/DSSD	7.9	57	61%	50.1	26.4	2019	2021
Tiara Sendayan 1	SST/DST	31.3	404	100%	151.5	46.1	2018	2020
Tiara Sendayan 2	DST	40.5	504	100%	226.0	90.9	2018	2020
Tiara Sendayan 3 (Precinct 4)	DST	33.5	363	99%	158.6	93.0	2019	2020
Tiara Sendayan 4 (Precinct 3)	DST	35.7	428	98%	210.0	163.2	2019	2021
Tiara Sendayan 5 (Precinct 5)	DST	31.8	243	55%	123.0	62.4	2019	2021
Tiara Biz	DSSH	9.6	51	67%	49.4	17.7	2018/19	2020/21
Total		402.1	3,345	80.1%	2,016.0	831.3		

¹ Unbilled sales does not include completed projects of Hijayu 3 (RM1.6m), Ara Sendayan 1A (RM1.6m), Ara Sendayan 1B (RM6.1m), Ara Sendayan 4 (RM9.7m), Suriaman 2 (RM2.5m), Suriaman 2A (RM1.5m), Suriaman 2B (RM1.8m), Metropark 2B (RM6.7m) and STV (RM68.4m)

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	46%	110.2	3.8	2016	2020
Impiana Bayu 3A	DST	7.1	83	27%	50.4	11.4	2019	2021
Impiana Bayu 3B2 (Phase 1)	DST	6.9	111	44%	49.9	20.7	2019	2021
Total		26.6	196	37.8%	210.5	15.3 ¹		

¹ Unbilled sales does not include completed projects of Impiana Damai 1 (RM4.8m), Impiana Casa 3A (RM23.4m) and Impiana Casa 3B (RM0.6m)

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	513	74%	333.1	173.1	2018	2022
Lobak Commercial Centre (Phase 2)	DSSO	3.0	14	64%	25.0	1.5	2018	2020
Residensi SIGC (Phase 2)	DST	14.2	78	32%	62.9	13.9	2019	2021
Total		18.2	605	68.1%	421.0	188.5 ¹		

¹ Unbilled sales does not include completed projects of Residensi SIGC – Phase 1 (RM24.1m)

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 - Parcel 1)	DST	30.6	183	130.0	2020	2021
Hijayu Residence (Phase 1 - Parcel 2)			183	130.0	2020	2021
Hijayu Residence (Phase 2)	DST	21.5	210	159.0	2021	2022
Sendayan Merchant Square 2	DSSO	40.0	244	365.6	tba	tba
	Comm Lot		4	67.8		
Sendayan Metropark 3	DSSO	5.1	61	78.0	2021	2024
Sub Centre @ Sendayan TechValley 1A	Factory	6.1	32	28.0	tba	tba
	Comm Lot		1	3.0		
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
RMMK @ TBS	SST	4.5	60	4.8	tba	tba
Sendayan Aman (RMMK)	SST	26.5	182	14.5	tba	tba
Lamen Sendayan	SST	164.0	162	38.5	tba	tba
	DST		1064	436.2		
	Town House		250	27.5		
	SSTS		20	11.3		

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Project	Type	Site Area (acres)	No. of units	Est. GDV (RM 'm)	Commencement	Completion
Suriaman Biz	Comm Lot	1.6	2	4.8	tba	tba
Sendayan Metropark 2A	Comm Lot	0.8	1	2.4	tba	tba
Bayu Sendayan	Residential	216.0	2043	1300.0	tba	tba
Tiara Sendayan 6 (Precint 6)	DST	37.9	278	137.3	2020	2022
Tiara Sendayan 7-9	DST	55.7	590	301.5	2020	2022
Ara Sendayan (Phase 7) Precint 3A2(2)	DSB	1.0	1	2.0	tba	tba
Ara Sendayan (Phase 7) Precint 2B	DSSD DSB	13.9	46 2	56.0 5.0	2020 tba	2022 tba
Ara Sendayan - Agriculture Lot	Agriculture	15.6	8	22.1	tba	tba
Bukit Eka Project	SST/DST DSSO/Retail	237.0	1907 26	830.0 20.0	tba	tba
Total		1034.0	9107	4324.3		

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	46.8	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 1	DST	18.8	195	93.6	2021	2023
Impiana Bayu 3B 2 (Phase 2)	DST	6.7	110	51.1	2020	2022
BSI 2	DST	309.5	2500	1200.0	tba	tba
Total		458.8	3,717	2,173.3		

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	tba	tba
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	390	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
Ara Sendayan (Phase 1B)	DST	195	177	12.2	Sep-19
Ara Sendayan (Phase 2) Precint 4	DST	193	192	0.7	Dec-19
Impiana Damai 1	SST	198	191	3.9	Jun-19
Impiana Casa 3B	SST	173	171	0.7	Jul-19
Impiana Casa 3A	DST	138	134	2.0	Dec-19
Total		1,756	1701	48.6	

