

BUSINESS OVERVIEW

Matrix Concepts Holdings Berhad (Matrix Concepts), established in 1996, is a reputable property developer in Negeri Sembilan. The Group has built a strong track record in developing residential, commercial, and industrial properties in Negeri Sembilan (NS) and Johor. To date, the Group has completed projects worth RM5.4b Gross Development Value (GDV) on approximately 3,018 acres of land. The Group currently is undertaking the development of two flagship township projects, **Bandar Sri Sendayan (BSS)** in Seremban, NS, and **Bandar Seri Impian (BSI)** in Kluang, Johor. It is also developing **Sendayan TechValley (STV)** within BSS, an industrial cluster highly promoted by the NS State Government and Malaysian Investment Development Authority (MIDA) to local and foreign investors.

BANDAR SRI SENDAYAN @ Seremban, NS

➤ Mixed developments of residential, commercial, & industrial properties

Key information on BSS:

- **Total acreage:** 2,487.4 acres
- **Total GDV:** RM7.9b est.
 - **Completed:** RM3,180.9m
 - **Ongoing:** RM2,047.3m
 - **Unbilled sales:** RM835.2m (inc. STV)
- **Completion:** end-2027 est.
- **Location stats:**
 - **To KL:** 70km, **KLIA:** 22km

Key information on STV(part of BSS development):

- **Total land:** 638.9 acres/130 lots
- **Sold:** 617.5 acres/105 lots
- **Completed end-2013**
- **Foreign Direct Investors to date:**
 - Hino Motor, Messier-Buggati-Dowty, Keen Point, TMC Metal, Akashi-Kikai, Daihatsu Motors, MBM Resources, Meditop Corp, Nippon Kayaku, Weir Group, Schmidt + Clemens Group, Hubei Dijian Construction Group, Fibertex Personal Care, Shimadzu Corporation, Perodua & Daihatsu



BANDAR SERI IMPIAN @ Kluang, Johor

➤ Residential & commercial projects

Key information on BSI:

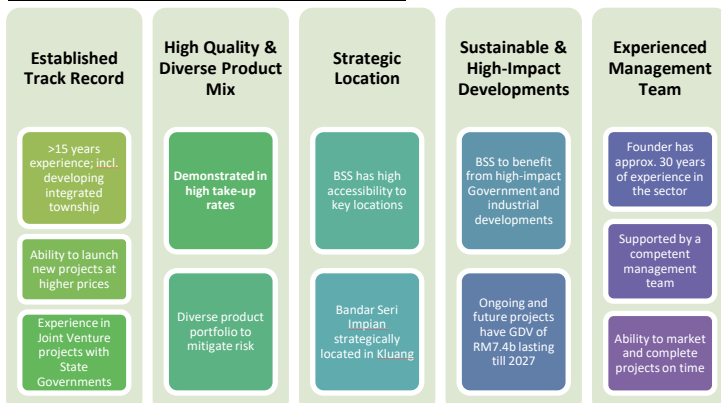
- **Total acreage:** 697.2 acres
- **Total GDV:** RM2.3b est.
 - **Completed:** RM951.5m
 - **Ongoing:** RM378.9m
 - **Unbilled sales:** RM162.4m
- **Completion:** 2023 est.
- Easily accessible via numerous highways, e.g. Jln Kluang-Bandar Tenggara and proposed Kluang – Pasir Gudang Expressway



FY2018 OPERATIONS REVIEW

Location	Start GDV (RM 'm)	Completed Projects (RM 'm)	New Projects (RM 'm)	GDV Adjustment	End GDV (RM 'm)	Current Take-up (%)	Unbilled sales (RM 'm)
BSS	1,287.9	241.8	1,001.2	-0.1	2,047.3	82.8	789.7
STV	786.7	786.7	-	-	-	80.8	45.5
BSI	339.5	189.6	229.0	-	378.9	63.0	162.4
SIGC	161.7	-	-	-	161.7	69.6	54.8
M.Carnegie	101.8	-	-	-	101.8	88.5	-
Total	2,677.6	1,218.1	1,230.2	-0.1	2,689.7	81.8	1,052.4

COMPETITIVE ADVANTAGES & KEY STRENGTHS

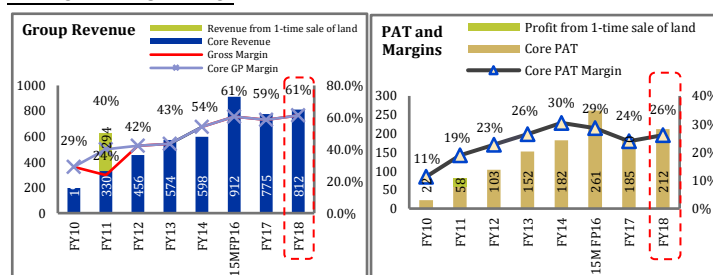


For more information, please contact:

Terence Loo T: 03-2711 1391/ 012-629 5618
Louis Tan T: 06-7642 688/ 017-336 1595
Fadzli Suhaimi T: 06-7642 688/ 012-208 0090

E: terence@aquilas.com.my
E: louistan@mchb.com.my
E: mohdfadzli@mchb.com.my

FINANCIAL PERFORMANCE



4Q18	4Q17	Change	RM 'm	FY18 to 31.3.18	FY17 to 31.3.17	Change
170.4	161.3	5.6%	Revenue	812.3	775.0	4.8%
92.5	94.8	-2.4%	Gross Profit	497.4	453.1	9.8%
54.3%	58.7%	(4.4 pt)	Gross Profit margin	61.2%	58.5%	2.8 pt
65.2	61.3	6.3%	EBITDA	303.2	274.7	10.4%
38.3%	38.0%	0.3 pt	EBITDA margin	37.3%	35.4%	1.9 pt
63.6	55.1	15.5%	PBT	294.1	260.3	13.0%
37.4%	34.2%	3.2 pt	PBT margin	36.2%	33.6%	2.6 pt
43.9	39.0	12.6%	PATMI	211.8	185.3	14.3%
25.8%	24.2%	1.6 pt	Net margin	26.1%	23.9%	2.2 pt
5.9	6.0	-2.0%	Basic EPS (sen)	31.8	28.7	11.0%

Matrix Concepts' 4Q18 net profit increased 12.6% to RM43.9m (4Q17: RM39.0m) on 5.6% growth revenue to RM170.4m (4Q17: RM161.3m), attributed mainly to higher revenue recognition from residential properties. FY18 net profit rose 14.3% to RM211.8m (FY17: RM185.3m) on 4.8% higher revenue of RM812.3m (FY17: RM775.0m).

Matrix Concepts declared a 4th interim single-tier dividend of 3.50 sen/share with ex-date on 22 June 2018 and payable on 11 July 2018. Along with earlier paid interim dividends in respect of FY2018, total dividends to date amounted to 12.85 sen per share with an estimated payout of RM95.9 million or 45.3% of FY2018 net profit.

IMMEDIATE PIPELINE LAUNCHES (GDV RM 'm)

Projects	No. of Units/Type	FY2019			
		1Q	2Q	3Q	4Q
Bandar Sri Sendayan					
Hijayu Resorts Homes (Phases 5)	232 units 2-storey terrace houses			144.0	
Sendayan Metropark 3	74 units 2-storey shop offices	95.0			
Ara Sendayan (Phase 3)	256 units 2-storey terrace houses			184.0	
Bandar Seri Impian					
Impiana Damai 2A	124 units 2-storey terrace houses				70.8
Impiana Bayu 3A	83 units 2-storey terrace houses			41.5	
Impiana Bayu 3B	416 units 2-storey terrace houses				208.0
Others					
Tiara Sendayan 1	192 units 1-storey terrace houses, and 212 units 2-storey terrace houses	150.6			
Tiara Sendayan 2	504 units 2-storey terrace houses		220.0		
Tiara Sendayan 3	304 units 2-storey terrace houses	140.0			
Chambers KL (PWTC)	509 units service apartments, and 4 units commercial lots	310.6			
TOTAL					1,564.5

• To be launched

GROWTH STRATEGIES

- **To undertake landbanking at strategic timing**
 - To actively seek landbanking opportunities at strategic areas
 - Exploring potential lands to duplicate similar success
- **To continue promoting Seremban as part of the Greater Klang Valley**
 - Leverage on high price differential between KL & BSS prices
 - Emphasising connectivity with various highways
- **To create vibrancy in BSS**
 - Commercial activities to thrive in township
 - Job creation via high-impact industries investing in STV
 - Top-notch education facilities and curriculum, as well as country club and other leisure amenities to attract families

INVESTMENT MERITS

- An investment proxy to the growth proposition of Seremban as a satellite city within the Greater Klang Valley
- Future earnings to be sustained till 2027 with RM6.2b GDV of future launches; unbilled sales as at 31 March 2018: RM1.1b
- Further profit expansion with more launches and margin-enhancing sales mix
- Strong balance sheet with minimal gearing – capable of undertaking landbanking
- Consistently paid dividends since listing; FY18 payout represents 45.3% of net profit

INVESTMENT METRICS

Based on price (21.05.18): RM1.91, No. of Shares: 752.2m shares

Market Capitalisation	RM1,426.7m
Trailing PE Ratio	6.8x
Trailing EV/EBITDA	4.8x
FY18 Dividend Yield	6.7%

IR Adviser