

## Matrix Concepts sails to new heights in FY2018

- *Net profit rises double-digit to record-high of RM211.8 million in FY2018*
- *New sales climb 14.9% to RM1.2 billion; targets RM1.6 billion worth of new launches in FY2019*
- *Declares fourth interim dividend of 3.50 sen in respect of FY2018*

Seremban, Negeri Sembilan, Malaysia, 23 May 2018 - Leading Negeri Sembilan township developer Matrix Concepts Holdings Berhad (Matrix Concepts; 金群利集团; Bloomberg: MCH:MK; Reuters: MATR.KL) sailed to record heights as net profit for the financial year ended 31 March 2018 (FY2018) surged 14.3% to RM211.8 million, from RM185.3 million in the previous corresponding financial year.

The enhanced bottomline was mainly driven by a 4.8% increase in group revenue to RM812.3 million from RM775.0 million previously, on higher revenue recognition from the Group's larger scale of developments. The Group also achieved better margins from the sales of premium residential and industrial properties.

Furthermore, new property sales climbed 14.9% to RM1.2 billion in FY2018 from RM1.0 billion a year ago as the Group continued to record strong take-up for its properties. Correspondingly, unbilled sales grew to RM1.1 billion as at 31 March 2018 compared to RM0.9 billion last year, providing strong earnings visibility until 2020.

“Since listing on Bursa Malaysia in 2013, Matrix Concepts has grown leaps and bounds to become one of the top-performing publicly listed property developers in Malaysia. This is evident not only in our consistent track record of annual profit growth, but also our healthy cash position and minimal gearing.

We are confident of sustaining our momentum in light of unabated demand for our properties be they in Negeri Sembilan and Johor, supported by highly positive buyers' response in many of our recent launches. We have lined up RM1.6 billion worth of new launches for FY2019, substantially more than RM1.2 billion in FY2018.”

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

Of total FY2018 revenue, sales of residential properties improved 6.3% to contribute RM634.1 million, while sales of commercial properties declined 8.1% to RM70.2 million. Revenue from sales of industrial properties and land dipped 8.0% to RM73.6 million, while contribution from investment properties consisting of Matrix Global Schools and d'Tempat Country Club surged 33.0% to RM34.5 million.

For the fourth quarter ended 31 March 2018 (4Q18), the Group recorded revenue and net profit of RM170.4 million and RM43.9 million respectively, increasing 5.6% and 12.6% from the corresponding quarter last year.



The improved performance was due to higher demand for the Group’s ongoing residential developments at its township developments of Bandar Sri Sendayan in Seremban, Negeri Sembilan, as well as increased revenue from the investment properties.

As at 31 March 2018, the value of the Group’s ongoing developments have doubled to RM2.6 billion from RM1.3 billion a year ago, while the take-up rate for ongoing projects stood at an average of 81.8% as compared to 83.8% previously.

Commenting on future prospects, Dato’ Haji Mohamad Haslah added that the Group is expected to maintain its growth plane.

“We recently launched Tiara Sendayan 1 in Seremban, comprising 404 units of homes with a total GDV of RM150.6 million. The project garnered strong buying interest due to its affordability and appeal, and was fully sold within a week. Encouraged by this, we are optimistic that our subsequent launches would perform similarly, as demand for homes with similar affordability, quality, and locality remains robust.”

“Additionally, we are embarking on breaking new grounds in the current year with the launch of Chambers KL serviced residences with GDV of RM310.6 million. This landmark project marks our first expansion into Kuala Lumpur’s high-rise residences segment, and is expected to perform commendably given its attractive pricing in the heart of the city and the strategic accessibility to numerous forms of public transportation such as the Light Rail Transit (LRT),” Dato Haslah said.

The Group declared a fourth 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 12.85 sen per share with estimated payout of RM95.9 million or 45.3% of FY2018 net profit. The Group has a dividend policy to distribute 40% of its net profit to shareholders.

Financial Summary (Unaudited Consolidated Results)						
RM'000	3-month to 31.03.18	3-month to 31.03.17	Change	12-month to 31.03.18	12-month to 31.03.17	Change
Revenue	170,364	161,346	5.6%	812,286	774,978	4.8%
Pre-tax Profit	63,639	55,100	15.5%	294,069	260,312	13.0%
Net Profit to Shareholders	43,897	38,984	12.6%	211,832	185,278	14.3%
Basic EPS (sen)	5.9	6.0	(2.0%)	31.8	28.7	11.0%



## **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:**

Mr. Fadzli Suhaimi	<a href="mailto:mohdfadzli@mchb.com.my">mohdfadzli@mchb.com.my</a>	T: 06-7642 688 / 012-2080 090
Ms. Julia Pong	<a href="mailto:julia@aquilas.com.my">julia@aquilas.com.my</a>	T: 03-2711 1391 / 012-3909 258
Mr. Tay Tze Yi	<a href="mailto:tayty@aquilas.com.my">tayty@aquilas.com.my</a>	T: 03-2711 1391 / 016-3380 555