

# 4Q19 Results Presentation

June 2019



Ara  
Sendayan

Stock Code

Bloomberg MCH MK

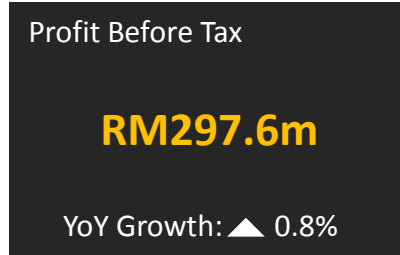
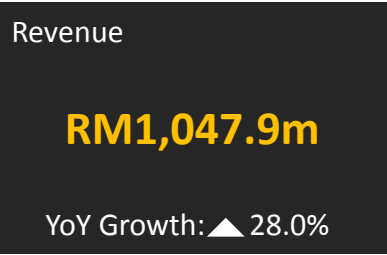
Reuters MATR KL

IR Adviser

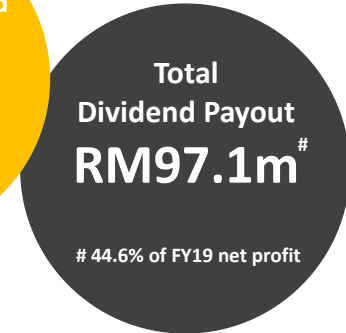
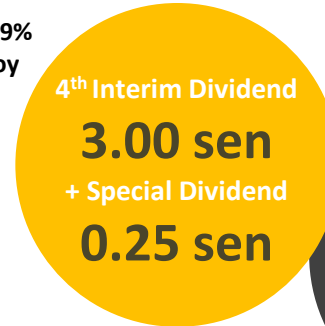
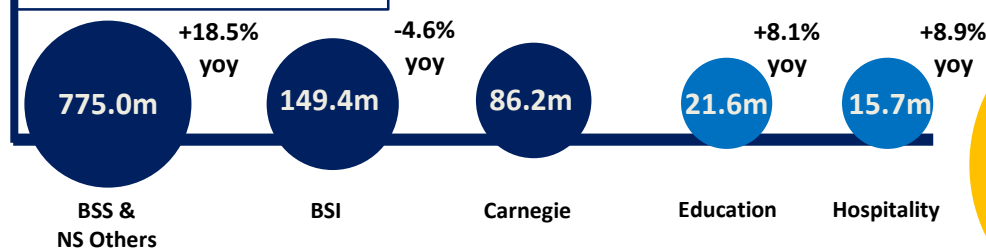


# FY19 highlights

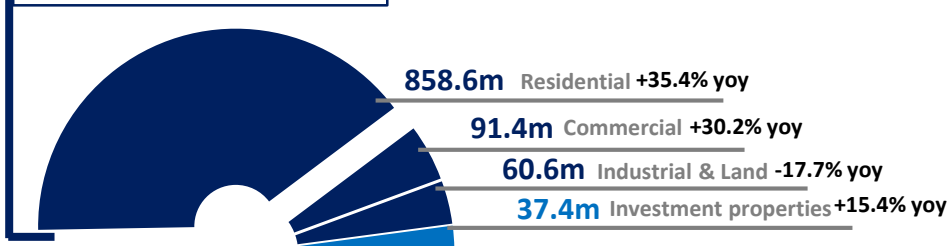
as at 31 March 2019



Revenue by SEGMENTS (RM)



Revenue by TYPE (RM)



- Property Development
- Investment

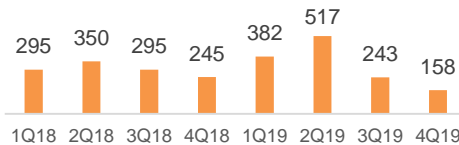
# Operations Review

as at 31 Mar 2019



**RM1,298.9 million**

worth of properties sold in FY19



**RM2.6 billion**

in ONGOING GDV

Projects Launched  
(RM'm)

RM1,230.3m for FY2018

**1,456.1**

FY19

**74.0%**



AVERAGE TAKE-UP RATE

PIPELINE LAUNCHES (RM)

**1,348.4m**

FY2020

More than

**RM8.2 billion**

worth of projects lasting till 2027

**RM1.2 billion**

of UNBILLED SALES



# FY19 Operations Review

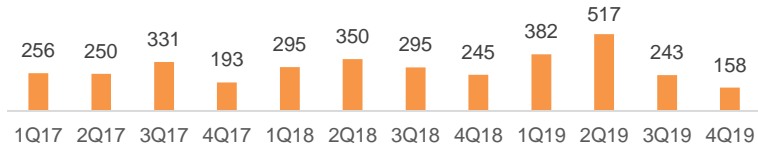
Bandar Sri Sendayan - Actual Photo

# Resilient demand for Group's properties... an outlier despite the slower property market...



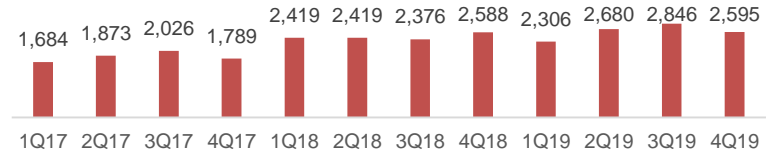
**Total Value of Properties Sold\***

**FY19: RM1,298.9m**  
**FY18: RM1,184.1m**



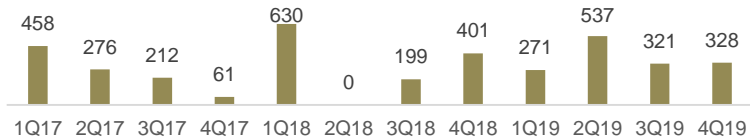
**Ongoing GDV (under construction) #**

**RM2,595.3m as at 31.3.19**  
**(RM2,587.8m as at 31.3.18)**



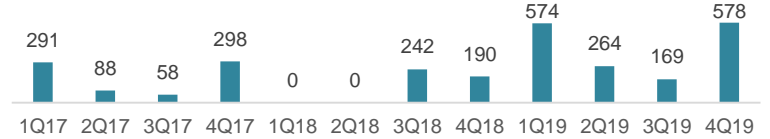
**Projects Launched #**

**FY19: RM1,456.1m**  
**FY18: RM1,230.3m**



**Projects Completed**

**FY19: RM1,585.2m**  
**FY18: RM431.4m**



**Unbilled Sales #**

**RM1,239.1m as at 31.3.19**  
**(RM1,052.4 as at 31.3.18)**

**Average Take-up (units) (excl. STV) #**

**74.0%**  
**As at 31.3.19**

\*Including sales of industrial property at Sendayan TechValley  
 # Does not include value for M.Carnegie project (take up of 100% as at FY19)

# Total launches in BSS surpassed RM1 billion mark in FY2019...



## Bandar Sri Sendayan – Residential and Commercial Properties

- Total launches of RM1,057.4m in FY19
- New sales of RM809.5 m in FY19 (FY18: RM857.9m)
- Average take-up rate of 67.3% for ongoing projects
- Unbilled sales stood at RM882.7 as at 31 March 2019

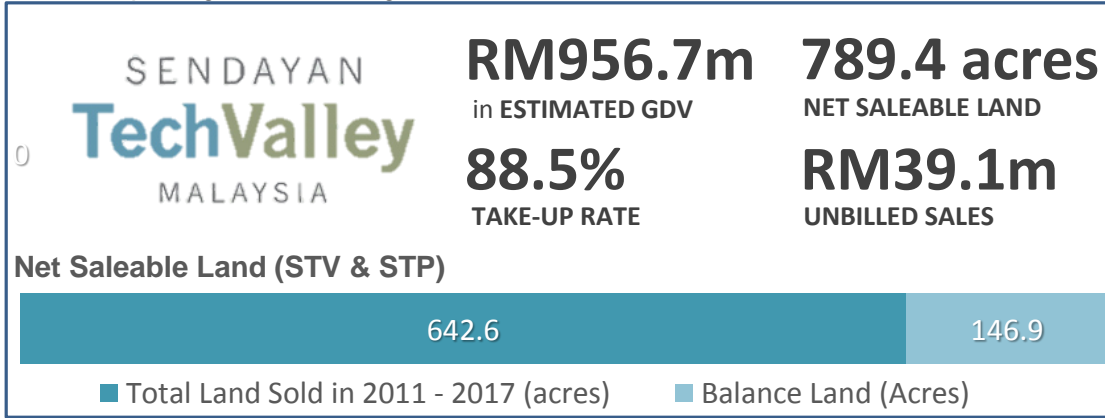
RM 'm	FY18				FY19			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Start-Quarter GDV	1,287.9	1,755.5	1,755.5	1,645.4	2,047.3	1,798.5	2,024.1	2,164.5
Less Completed Projects	-	-	241.8	-	512.3	0.0	169.0	578.4
Add New Launches	467.6	-	132.1	401.5	271.2	225.7	295.6	264.9
Add GDV Adjustment	-	-	-0.4	0.3	-7.6	-0.2	13.9	-
End-Quarter GDV	1,755.5	1,755.5	1,645.4	2,047.3	1,798.5	2,024.1	2,164.5	1,851.0
Start-Quarter Take-up	1,079.7	1,277.4	1,509.4	1,505.6	1,695.8	1,488.6	1,789.6	1,747.1
Add New Take-up	197.7	232.0	237.9	190.3	305.1	301.0	126.5	76.9
Less Completed Projects	-	-	241.8	-	512.3	0.0	169.0	578.4
End-Quarter Take-up	1,277.4	1,509.4	1,505.6	1,695.8	1,488.6	1,789.6	1,747.1	1,245.6
Take-up Rate	72.8%	86.0%	91.5%	82.8%	82.8%	88.4%	80.7%	67.3%
Unbilled Sales	679.4	776.8	820.0	789.7	937.2	1,108.9	1,065.3	882.7

## FY19 Launches (Selected)

Project Name	Type	Units	GDV (RM 'm)
Tiara Sendayan 2	2-storey terrace houses	504	225.7
Ara Sendayan Phase 4 (Precinct 2A)	2-storey terrace houses	244	191.2
Tiara Sendayan 3 (Precinct 4)	2-storey terrace houses	363	158.4
Tiara Sendayan 1	1 & 2-storey terrace houses	404	151.4
Ara Sendayan Phase 3 (Precinct 3B)	2-storey terrace houses	168	119.6
Sub Centre @ STV 1A	Industrial Lot	13	77.8
Ara Sendayan (Phase 5) (Precinct 3A1)	2-storey terrace houses	85	64.5
Tiara Biz 1	2-storey shop houses	24	23.7
Tiara Biz 2	2-storey shop houses	26	24.0

## Bandar Sri Sendayan – Industrial Properties

- RM51.3m worth of industrial properties in STV sold in FY19 (4Q19: RM8.4m), comprising 8 lots totaling 27.6 acres



Project	Type	Net saleable land (acres)	Units	Take-up rate	Est. GDV (RM 'm)	Status
Sendayan TechValley 1 & 2	Ind Lot	694.5	130	88.5%	786.7	Completed & Ready for Sale
Sendayan TechPark	Ind Lot	94.9	n/a	n/a	170.0	Site clearing and earthworks in progress
<b>Total</b>		<b>789.4</b>	<b>130</b>	<b>88.5%</b>	<b>956.7</b>	

## Occupants at STV (selected)



## Bandar Seri Impian – Residential and Commercial Properties

- Recorded new sales of RM89.8m in FY19 (FY18: RM199.5m)
- Average take-up rate of 77.1% for ongoing projects
- Unbilled sales stood at RM100.8m as at 31 March 2019

RM 'm	FY18				FY19			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Start-Quarter GDV	361.8	524.3	524.3	590.8	401.2	345.5	345.5	345.5
Less Completed Projects	-	-	-	189.6	62.0	-	-	-
Add New Launches	162.5	-	66.5	-	-	-	-	-
Add GDV Adjustment	-	-	-	-	6.3	-	-	-
End-Quarter GDV	524.3	524.3	590.8	401.2	345.5	345.5	345.5	345.5
Start-Quarter Take-up	228.8	313.7	371.8	390.7	238.7	211.4	236.9	245.3
Add New Take-up	84.8	58.1	19.0	37.6	34.6	25.5	8.4	21.3
Less Completed Projects	-	-	-	189.6	62.0	-	-	-
End-Quarter Take-up	313.7	371.8	390.7	238.7	211.4	236.9	245.3	266.5
Take-up Rate	59.8%	70.9%	66.1%	59.5%	61.2%	68.5%	71.0%	77.1%
Unbilled Sales	165.5	188.5	175.7	162.4	150.6	147.1	113.5	100.8





## Chambers KL – High-Rise Residential and Commercial Apartment

- Launched in August 2018 with GDV of RM310.8m
- Achieved total new sales of RM47.0m in 4Q19; RM171.9 in FY19
- Current take-up of 64.7%; unbilled sales of RM157.7m as at 31 March 2019



### Development Info

Project Name	Type	Units	GDV (RM 'm)
Chambers KL	Service Apartment	509	310.8
	Commercial Lots	4	

# Success of SIGC testament of Matrix Concepts' competency to target wide market segment including high-end market



## Residensi SIGC (Phase 1) – Residential Resort Living

- GDV of RM161.7m on 24.1 acres land; situated adjacent to the Seremban International Golf Club
- Completed in 2Q18 with take-up of 98.4%; unbilled sales of RM46.6m as at 31 March 2019

## Residensi SIGC (Phase 2)

- GDV of RM62.9m on 14.2 acres land
- Launched in 4Q19 with take-up of 6.4%; unbilled sales of RM2.3m as at 31 March 2019



### 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

# First Australian project completed and fully sold... targeting launch of M.GreenVale in second half of 2019 to further expand footprint in Australia



## M.Carnegie – Boutique Apartments

- GDV of AUD32.8m (est. RM101.8m)
- Completed in August 2018 with take-up of 100%



### Development Info

Project Name	Type	Units	GDV (RM 'm)
M.Carnegie	Boutique apartments	52	101.8 (est.)

## M.GreenVale – Residential Lots

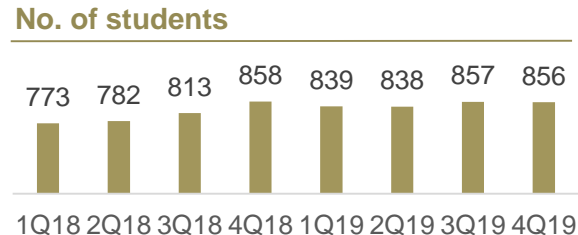
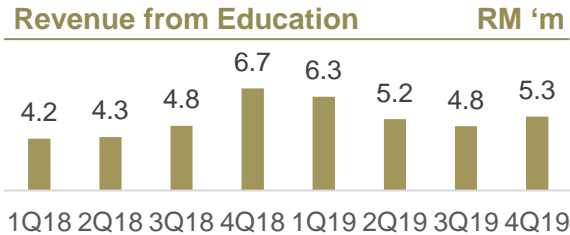
- GDV of AUD24m (est. RM67.9m)
- 10 acre land to be subdivided into 70 residential lots
- Targeted launch in second half of 2019



### Matrix Global Schools

- 856 students enrolled as at 31 March 2019
- Number of students:
  - **Matrix International School:** 387 students
  - **Matrix Private School:** 377 students
  - **Matrix Preschool:** 92 students

- Recently formed joint venture with Bonanza Educare to enhance operational efficiency of MGS



# d'Tempat Country Club and d'Sora Boutique Business Hotel to provide steady recurring revenue stream...

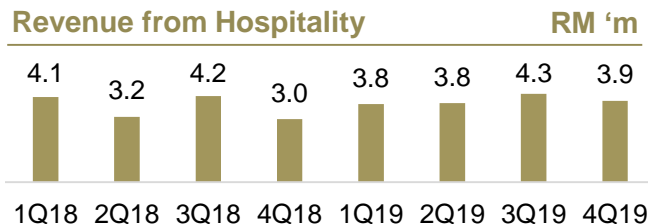


## d'Tempat Country Club

- 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 BSS and Seremban population

## d'Sora Boutique Business Hotel

- First business hotel in BSS township
- Ideal for business travelers due to close proximity to Seremban City and Kuala Lumpur International Airport
- Average occupancy rate of 52.9% in 4Q19





# FY19 Financial Highlights

# Topline grew to record high of RM1.05 billion in FY19... margins tapered due to product mix comprising more affordable housing

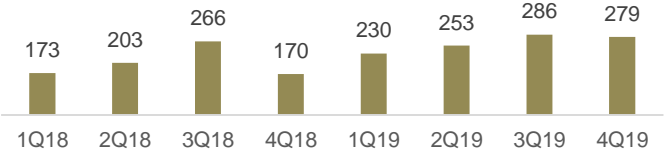


## Financial Highlights

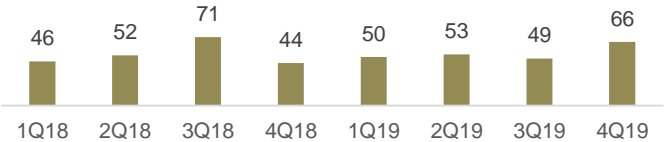
- FY19 group revenue increased 28.0% to RM1,047.9 million on higher revenue recognition from residential and commercial development properties
- Net profit for FY19 rose 2.0% to RM217.6 million driven by higher revenue, while net margin was lower due to product mix consisting more affordably-priced launches

4Q19 to 31.03.19	4Q18 to 31.03.18	Change	RM 'm	FY19 to 31.03.19	FY18 to 31.03.18	Change
278.9	170.4	63.7%	<b>Revenue</b>	1047.9	818.5	28.0%
127.3	102.9	23.7%	<b>Gross Profit</b>	507.6	473.3	7.2%
45.6%	60.4%	(14.7 pt)	<i>Gross Profit margin</i>	48.4%	57.8%	(9.4 pt)
83.9	65.2	28.7%	<b>EBITDA</b>	304.3	304.1	0.0%
30.1%	38.3%	(8.2 pt)	<i>EBITDA margin</i>	29.0%	37.2%	(8.1 pt)
83.5	63.6	31.2%	<b>PBT</b>	297.6	295.2	0.8%
29.9%	37.4%	(7.4 pt)	<i>PBT margin</i>	28.4%	36.1%	(7.7 pt)
65.9	43.9	50.0%	<b>PATMI</b>	217.6	213.3	2.0%
23.6%	25.8%	(2.2 pt)	<i>Net margin</i>	20.8%	26.1%	(5.3 pt)
8.8	5.9	48.8%	<b>Basic EPS (sen)</b>	28.9	32.0	-9.7%

RM 'm Quarterly Revenue



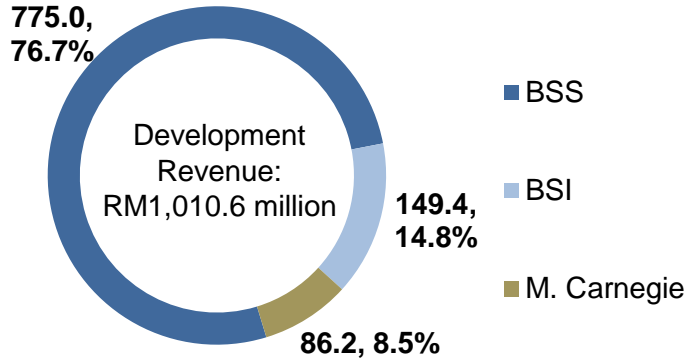
RM 'm Quarterly Net Profit



# BSS contributing majority of Group's revenue...



RM 'm FY19 Revenue Segmentation (by project development)



↑ Bandar Sri Sendayan  
+18.5% yoy

↓ Bandar Seri Impian  
-4.6% yoy

Location	1Q FY18		2Q FY18		3Q FY18		4Q FY18		1Q FY19		2Q FY19		3Q FY19		4Q FY19	
	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%
NS																
BSS & Others	152.8	92.8%	140.1	71.7%	198.2	77.1%	130.2	81.1%	188.9	85.9%	140.8	57.6%	231.6	83.7%	213.7	79.2%
Johor																
BSI	11.8	7.2%	55.4	28.3%	59.0	22.9%	30.4	18.9%	31.1	14.1%	22.0	9.0%	43.9	15.9%	52.4	19.4%
Australia																
M.Carnegie	0.0	0%	0.0	0%	0.0	0%	0.0	0%	0.0	0%	81.5	33.4%	1.1	0.4%	3.6	1.3%
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%
Total	164.6	100%	195.5	100%	257.2	100%	160.6	100%	220.0	100%	244.3	100%	276.6	100%	269.7	100%

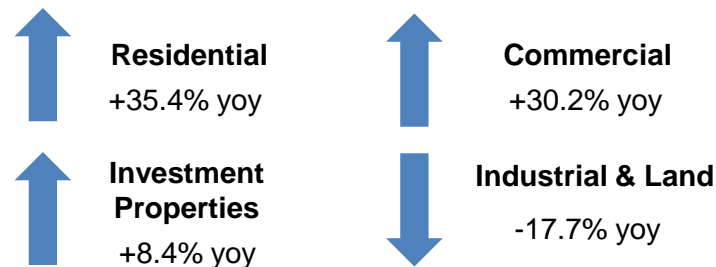
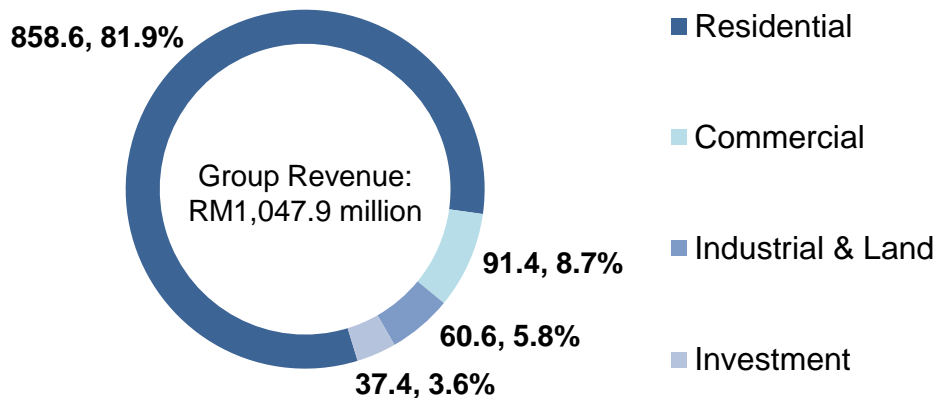
## Revenue Segmentation (by project)



# Residential, commercial and investment properties segments sustaining double-digit growth...industrial properties declined due to bumper sales in previous year

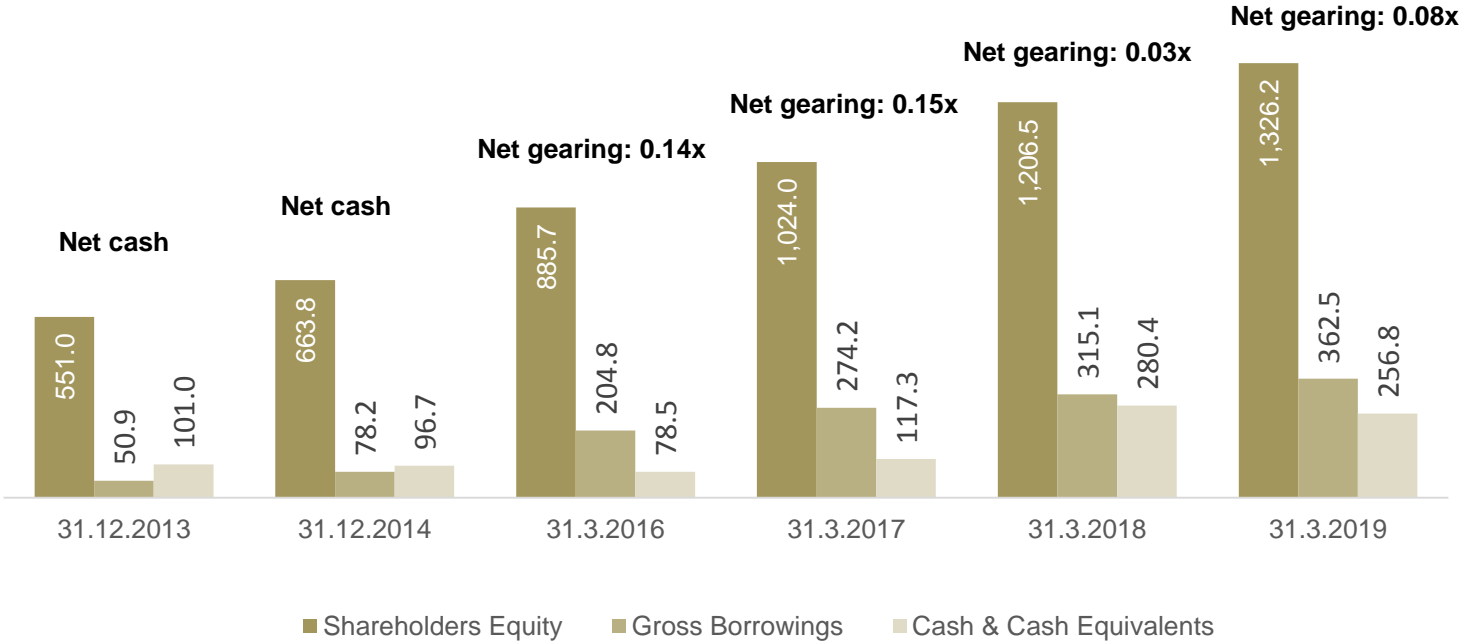


RM 'm FY19 Revenue Segmentation (by type)

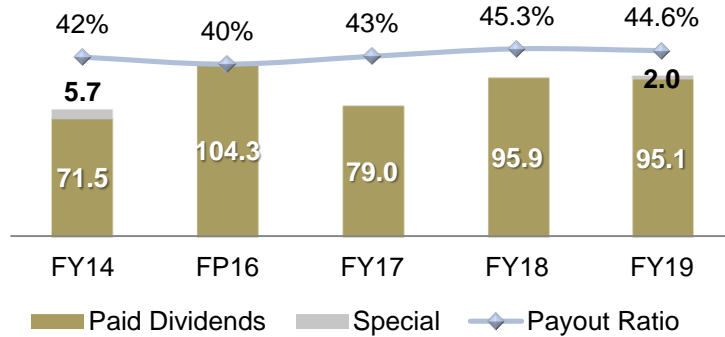


Type	1Q FY18		2Q FY18		3Q FY18		4Q FY18		1Q FY19		2Q FY19		3Q FY19		4Q FY19	
	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%
Residential	128.2	74%	172.1	85%	168.4	63%	165.4	97%	190.9	83%	174.7	69%	250.3	88%	242.7	87%
Commercial	15.7	9%	23.4	12%	25.2	9%	5.9	3%	18.4	8%	26.2	10%	26.3	9%	20.5	7%
Industrial	20.7	12%	0.0	0%	63.6	24%	-10.7	-6%	10.7	5%	43.4	17%	0.0	0%	6.5	2%
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%
Investment	8.3	5%	7.4	4%	9.0	3%	9.8	6%	10.1	4%	9.0	4%	9.1	3%	9.2	3%
<b>Total</b>	<b>172.9</b>	<b>100%</b>	<b>202.9</b>	<b>100%</b>	<b>266.2</b>	<b>100%</b>	<b>170.4</b>	<b>100%</b>	<b>230.1</b>	<b>100%</b>	<b>253.3</b>	<b>100%</b>	<b>285.7</b>	<b>100%</b>	<b>278.9</b>	<b>100%</b>

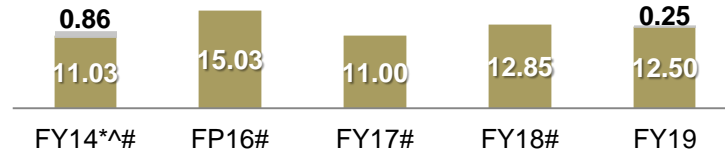
# Strong balance sheet with minimal gearing position...



**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)	
	FY2018	FY2019	FY2018	FY2019
1 <sup>st</sup> Interim (single tier)	2.60 <sup>#</sup>	3.25	19.17	24.45
2 <sup>nd</sup> Interim (single tier)	3.25	3.25	24.15	24.47
3 <sup>rd</sup> interim (single tier)	3.50	3.00	26.28	22.58
4 <sup>th</sup> interim (single tier)	3.50	3.00	26.33	23.60
Special Dividend	0.00	0.25	0.00	1.97
<b>Total</b>	<b>12.85</b>	<b>12.75</b>	<b>95.93</b>	<b>97.08</b>

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



**Pipeline Projects**

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



Projects	No. of Units/Type	FY2019 GDV (RM 'm)				FY2020 GDV (RM 'm)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Hijayu Resorts Homes (Phase 3)	10 units 2-storey semi detached houses				18.0				
Hijayu Resorts Homes (Phase 5&6)	175 units 2-storey terrace houses					146.0			
Hijayu Residence (Phase 1&2)	576 units 2-storey terrace houses						419.0		
Hijayu Aman	360 units 2-storey terrace houses					216.6			
Ara Sendayan Phase 3 (Precint 4)	168 units 2-storey terrace houses	119.6							
Ara Sendayan Phase 4 (Precint 2A)	244 units 2-storey terrace houses			191.2					
Ara Sendayan Phase 5 (Precint 3A)	144 units 2-storey terrace houses				64.5				
Ara Sendayan Phase 6 (Precint 3A2)	144 units 2-storey terrace houses					39.0			
Tiara Sendayan 1	192 units 1-storey terrace houses, and 212 units 2-storey terrace houses	151.4							
Tiara Sendayan 2	504 units 2-storey terrace houses		225.7						
Tiara Sendayan 3 (Precint 4)	363 units 2-storey terrace houses				158.4				
Tiara Sendayan 4 (Precint 3)	429 units 2-storey terrace houses					205.2			
Tiara Sendayan 5 (Precint 5&6)	537 units 2-storey terrace houses								278.0
Tiara Biz 1	24 units 2-storey shop houses			23.7					
Tiara Biz 2	26 units 2-storey shop houses				24.0				
Tiara Biz - Petrol Station	1 unit 2-storey shop house			2.9					
Sub Centre @ STV 1A	13 units of industrial lots			77.8					
<b>Total</b>		<b>1057.3</b>				<b>1303.8</b>			

**Total targeted launches in FY2020:  
RM1,348.4m**

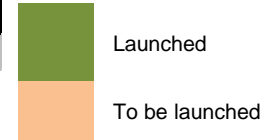
Launched  
 To be launched

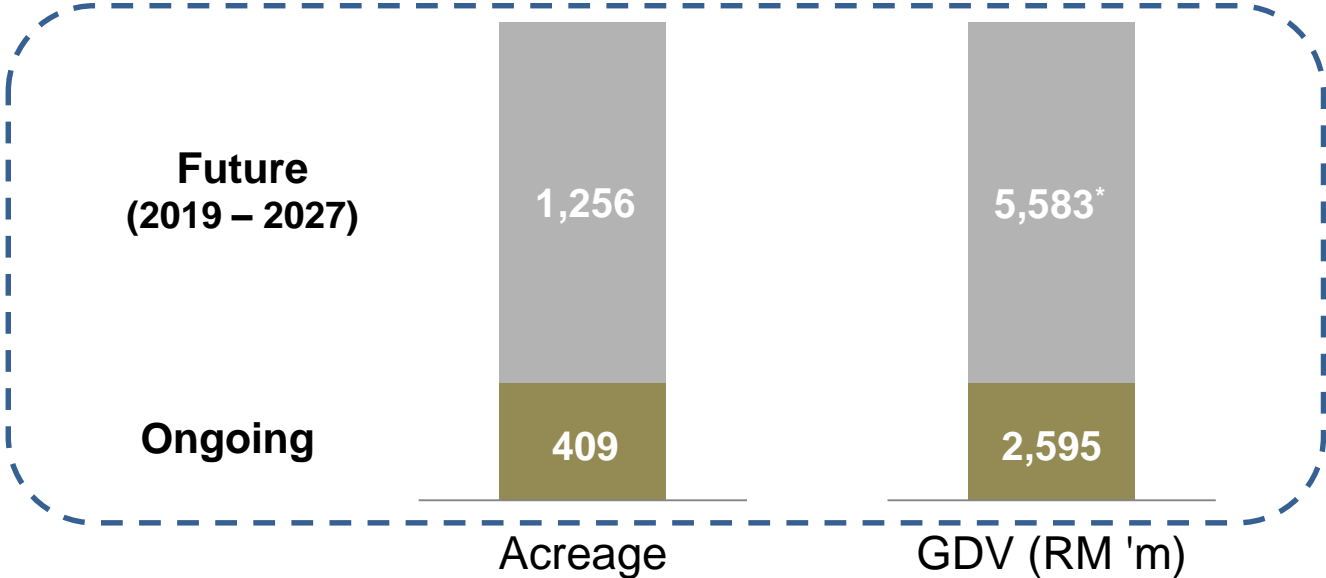
# More residential projects to be launched in BSI...



Projects	No. of Units/Type	FY2019 GDV (RM 'm)				FY2020 GDV (RM 'm)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b><u>Bandar Seri Impian</u></b>									
Impiana Bayu 3A	83 units 2-storey terrace houses					44.6			
<b><u>Others</u></b>									
Chambers KL (PWTC)	509 units service apartments, and 4 units commercial lots		310.8						
Lobak Commercial Centre (Phase 2)	14 units of 2-storey shop offices 2 units commercial lots			25.0					
Residensi SIGC	78 units 2-storey terrace houses				62.9				
<b>Total</b>		<b>398.7</b>				<b>44.6</b>			

**Total targeted launches in  
FY2020:  
RM1,348.4m**





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



**Investment Merits**



### Stock Information

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Share Price @ 30 May 2019	RM1.93
Number of shares ( 'm)	786.8
Market Cap @ 30 May 2019	RM1,518.5m
Warrant Price @ 30 May 2019	RM0.105
Number of warrants ( 'mil)	63.9
Warrant Premium / (Discount)	4.9%
PE Ratio (ttm)	7.0x
PE Ratio (ttm, fully diluted)	7.5x
Dividend Yield (FY2019)	6.6%

# Thank You

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**Appendix**

# BSS township 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)
<b>Bandar Sri Sendayan</b>		
Completed <sup>1</sup>	1,502.0	4,445.2
Ongoing <sup>2</sup>	337.7	1,851.1
Future <sup>3,4</sup>	1,053.6	3,558.8
<b>Total</b>	<b>2,893.3</b>	<b>9,855.1</b>

## Bandar Seri Impian

Completed	477.8	1,013.7
Ongoing	53.0	345.5
Future	163.4	1,067.9
<b>Total</b>	<b>694.1</b>	<b>2,427.1</b>

## Other Projects

Completed	1,257.8	1,517.0
Ongoing <sup>5</sup>	18.2	398.7
Future <sup>6</sup>	38.8	956.8
<b>Total</b>	<b>1,314.7</b>	<b>2,872.5</b>

## Notes

- <sup>1</sup> Includes total GDV and net saleable acreage for STV (GDV: RM786.7m / 638.9ac)
- <sup>2</sup> 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: RM77.8m / 39.7ac)
- <sup>3</sup> Includes GDV for land purchases at Labu (Bukit Eka Development, GDV RM850.0m on 237.0ac) and Rasah Kemayan (Ara Sendayan Development Phases 6 & 7, GDV RM118.0m on remaining undeveloped 24.6ac); STV 3 (GDV: RM145.7m / 103.0ac) and STP (GDV: RM170.3m / 164.0ac)
- <sup>4</sup> Does not include potential GDV for Sendayan Icon Park (estimated more than RM6 billion)
- <sup>5</sup> Comprises Chambers KL (GDV: RM310.8m / 1.0ac)
- <sup>6</sup> 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)

Project	Type	Site Area (acres)	No. of units	Take-up rate	Est. GDV (RM 'm)	Unbilled Sales (RM 'm)	Commenced	Completion
Suriaman Biz Phase 1 & 2	DSSO	2.5	38	100%	46.5	24.8	2016	2019
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	15%	77.8	n/a	Ready for Sale	
Hijayu Resort Homes Phase 3 (SDB2A)	DSSD	9.0	52	100%	80.5	45.8	2018	2019
Hijayu Resort Homes Phase 3 (SDB2B)	DSSD	2.6	10	30%	18.0	3.5	2019	2020
Hijayu Resort Homes (Phase 4)	DST	20.6	232	77%	181.5	108.8	2018	2020
Ara Sendayan Phase 1A	DST	22.4	269	99%	183.7	48.7	2017	2019
Ara Sendayan Phase 1B	DST	16.2	195	86%	132.1	61.3	2017	2019
Ara Sendayan Phase 2 (Precinct 4)	DST	15.6	193	96%	127.5	67.1	2017	2019
Ara Sendayan Phase 3 (Precinct 3B)	DST	14.8	168	95%	119.6	86.4	2018	2020
Ara Sendayan Phase 4 (Precinct 2A)	DST	36.7	244	16%	191.2	24.8	2018	2020
Ara Sendayan Phase 5 (Precinct 3A1)	DST	14.8	85	11%	64.5	6.4	2019	2021
Tiara Sendayan 1	SST/DST	31.3	404	100%	151.4	113.2	2018	2020
Tiara Sendayan 2	DST	40.5	504	100%	225.7	190.0	2018	2020
Tiara Sendayan 3 (Precinct 4)	DSSH	33.5	363	28%	158.4	31.7	2019	2020
Tiara Biz 1	DSSO	3.7	24	92%	23.7	19.4	2018	2020
Tiara Biz 2	DSSH	4.0	26	8%	24.0	2.7	2019	2021
Tiara Biz - Petrol Station	DSSH	1.9	1	100%	2.9	2.0	2018	2020
<b>Total</b>		<b>337.7</b>	<b>2,827</b>	<b>75.5%</b>	<b>1,851.1</b>	<b>836.4</b>		

<sup>1</sup> Unbilled sales does not include completed projects of Hijayu 3 (RM8.9m), Hijayu 2SL1 (RM2.8m), Suriaman 2 (RM11.9m), Suriaman 2A (RM6.3m), Suriaman 2B (RM1.8m), Metropark 2B (RM7.6m) Sendayan Merchant Square (RM6.9m) and STV (RM39.1m)

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	48%	110.2	14.0	2016	2019
Impiana Damai 1	DST	18.3	198	94%	106.9	38.3	2017	2019
Impiana Casa 3B	SST	12.3	173	99%	59.4	16.3	2017	2019
Impiana Casa 3A	DST	9.8	138	78%	69.1	31.8	2017	2019
	<b>Total</b>	<b>53.0</b>	<b>622</b>	<b>83.4%</b>	<b>345.5</b>	<b>100.5<sup>1</sup></b>		

<sup>1</sup> Unbilled sales does not include completed projects of Impiana Indah (RM0.3m)

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	509	65%	310.8	157.7	2018	2022
Lobak Commercial Centre (Phase 2)	DST	3.0	14	64%	25.0	10.0	2018	2020
Residensi SIGC	DST	14.2	78	6%	62.9	2.3	2019	2021
	<b>Total</b>	<b>18.2</b>	<b>601</b>	<b>57.6%</b>	<b>398.7</b>	<b>169.9</b>		

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM 'm)	Commencement	Completion
Sendayan Merchant Square 1 (Phase 3)	DSSO Comm Lot	1.3	0	0.0	tba	tba
			2	3.9		
Hijayu Resort Homes (Phase 5&6)	DSSD DSST	18.3	0	0.0	2019	2021
			175	146.0		
Hijayu Resort Villa (Phase 1-3)	DSB BL	15.6	46	110.0	2020	2022
Hijayu Residence (Phase 1 & 2)	DST	52.1	576	419.0	2019/20	2021/22
Sendayan Merchant Square 2	DSSO Comm Lot	40.0	244	365.6	tba	tba
			4	67.8		
Sendayan Metropark 3	DSSO	5.1	61	78.0	2020	2023
Sub Centre @ Sendayan TechValley 1A	Factory Comm Lot	6.1	32	28.0	tba	tba
			1	3.0		
Tiara Sendayan 4 (Precint 3)	DST	35.7	429	205.2	2019	2021
Tiara Sendayan 5 (Precint 5 & 6)	DST	69.7	537	278.0	2020	2022
Tiara Sendayan 6-9	DST	55.7	591	270.0	tba	tba

*continued on next page*



Project	Type	Site Area (acres)	No. of units	Est. GDV (RM 'm)	Commencement	Completion
Hijayu Aman	DST	37.0	360	216.6	2019	2021
RMMK @ TBS	SST	4.5	60	4.8	tba	tba
Sendayan Aman (RMMK)	SST	26.5	182	14.5	tba	tba
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
Sendayan Tech Valley 3	Industrial	103.0	36	145.66	tba	tba
Suriaman Biz	Comm Lot	1.6	2	4.84	tba	tba
Sendayan Metropark 2A	Comm Lot	0.8	1	2.4	tba	tba
Ara Sendayan (Phase 6)	DST	10.8	59	39.0	2019	2021
	DSSD		10	16.0	tba	tba
	DSB		1	2.0		
Ara Sendayan (Phase 7)	DST	13.9	0	0.0	tba	tba
	DSSD		46	56.0		
	DSB		2	5.0		
Ara Sendayan - Agriculture Lot	Agriculture	15.6	8	22.1	tba	tba
Bukit Eka Project	SST/DST	237.0	1907	830.0	tba	tba
	DSSO/Retail		26	20.0		
Sendayan Tech Park	Industrial	135.8	22	165.3	tba	tba
	Agriculture	28.2	1	4.9		
Total		1053.5	5423	3558.7		

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	tba	tba
	TSSO		0	0.0		
	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 3A	DST	7.1	83	44.6	2019	2021
Impiana Bayu 3B	DST	32.5	416	194.6	2020/21	2022/23
<b>Total</b>		<b>163.4</b>	<b>1,411</b>	<b>1,067.9</b>		

Project	Type	Site Area (acres)	No. of units	Est. GDV (RM 'm)	Commencement	Completion
Residensi SIGC	DSB	3.5	14	25.0	tba	tba
Cove Bay - PD	DSSD	4.6	26	46.0	tba	tba
	DSB		2	4.0		
Taman Anggerik Tenggara	DST	18.4	240	77.9	2020	2021
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
Lobak Commercial Centre (Phase 2)	Comm Lot	1.2	2	3.9	Ready for sale	
<b>Total</b>		<b>38.7</b>	<b>290</b>	<b>956.8</b>		


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