

# FY2020 Results Presentation

July 2020



Stock Code

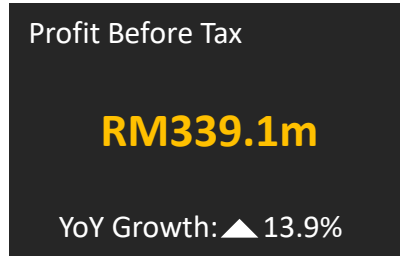
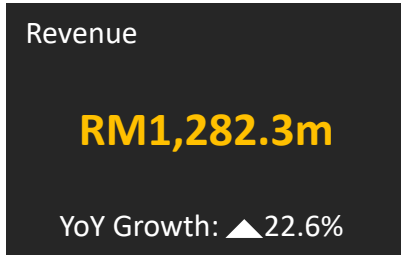
Bloomberg MCH MK  
Reuters MATR KL

IR Adviser

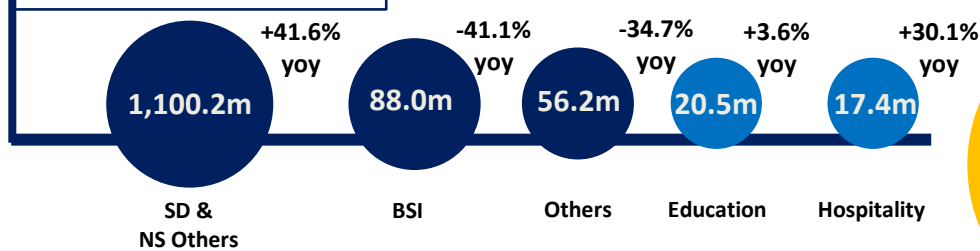


# FY2020 highlights

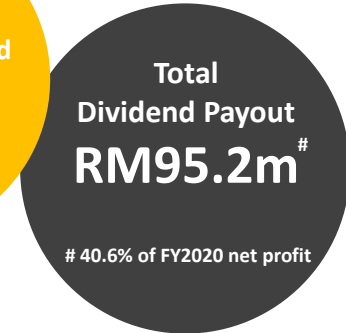
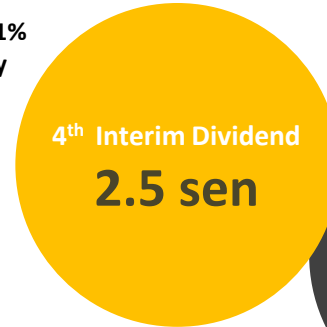
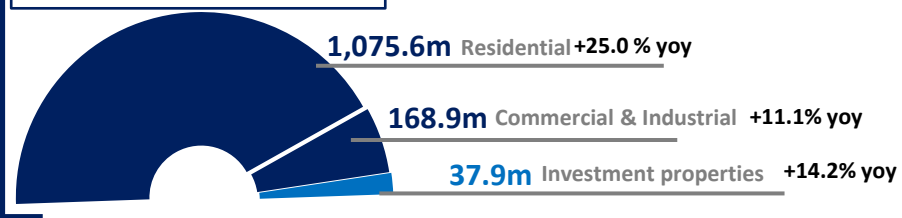
as at 31 March 2020



Revenue by SEGMENTS (RM)



Revenue by TYPE (RM)



- Property Development
- Investment

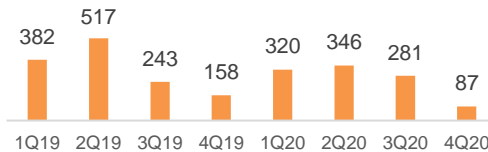
# Operations Review

as at 31 March 2020



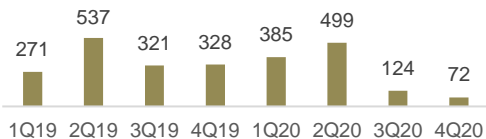
**RM1,035.0 million**

worth of properties sold in FY2020



**RM2.5 billion**

in ONGOING GDV



**RM1,080.5 million**  
worth of properties launched in FY2020

**74.1%**

AVERAGE TAKE-UP RATE

PIPELINE LAUNCHES (RM)



FY2021

More than

**RM15.8 billion**

worth of projects lasting till 2027



**RM1.0 billion**

of UNBILLED SALES

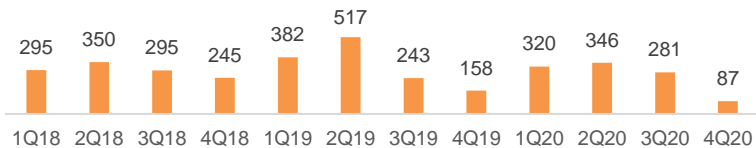


# FY2020 Operations Review

Sendayan Developments - Actual Photo

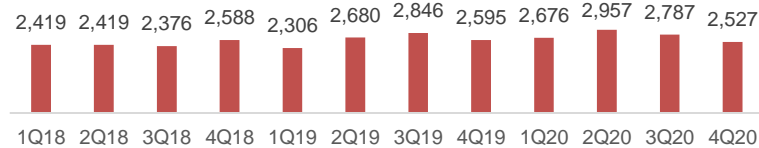
**Total Value of Properties Sold\***

**FY2020: RM1035.0m**  
**FY2019: RM1,298.9m**



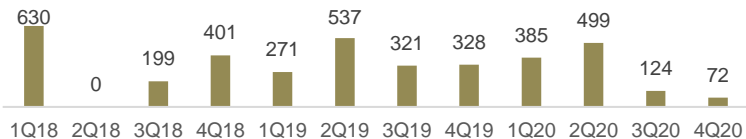
**Ongoing GDV (under construction) #**

**RM2,526.6m as at 31.3.20**  
**(RM2,595.3m as at 31.3.19)**



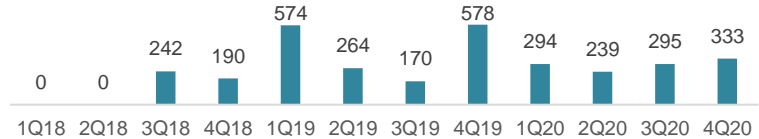
**Projects Launched #^**

**FY2020: RM1,080.5m**  
**FY2019: RM1,456.1m**



**Projects Completed**

**FY2020: RM1,160.9m**  
**FY2019: RM1,008.0m**



**Unbilled Sales #**

**RM1,022.4m as at 31.3.20**  
**(RM1,239.1m as at 31.3.19)**

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

**74.1%**  
**As at 31.3.20**

\*Including sales of industrial property at Sendayan TechValley

# Does not include value for Australia projects

^Includes STV3

# Group's flagship township new sales maintained in FY2020...



## Sendayan Developments – Residential and Commercial Properties

- Total launches of RM839.2m in FY2020 (FY2019: RM1,057.4m)
- New sales of RM807.5m in FY2020 (FY2019: RM809.5m)
- Average take-up rate of 64.5% for ongoing projects
- Unbilled sales stood at RM710.1m as at 31 March 2020

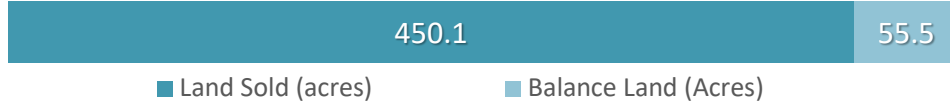
## FY2020 Launches (selected)

RM 'm	FY19				FY20			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Start-Quarter GDV	2,047.3	1,798.5	2,024.1	2,164.5	1,851.0	2,037.5	2,166.5	2,015.9
Less Completed Projects	512.3	0.0	169.0	578.4	183.7	178.7	226.0	333.0
Add New Launches	271.2	225.7	295.6	264.9	384.1	308.8	74.2	72.1
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	1,755.1
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	1,384.5
Add New Take-up	305.1	301.0	126.5	76.9	256.7	256.6	214.0	80.3
Less Completed Projects	512.3	0.0	169.0	578.4	183.7	178.7	226.0	333.0
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	1,131.8
Take-up Rate	82.8%	88.4%	80.7%	67.3%	64.7%	64.5%	68.7%	64.5%
Unbilled Sales	937.2	1,108.9	1,065.3	882.7	897.5	875.1	862.8	710.1

Project Name	Type	Units	GDV (RM 'm)
Tiara Sendayan 1	1-storey terrace houses	192	151.5
	2-storey terrace houses	212	
Tiara Sendayan 4 (Precinct 3)	2-storey terrace houses	428	210.0
Hijau Aman P1	2-storey terrace houses	251	164.9
Hijayu Resort Homes Phase 4 (SL2&3)	2-storey terrace houses	232	181.5
Hijayu Resort Homes Phase 5	2-storey terrace houses	175	135.7
Tiara Sendayan 5 (Precinct 5)	2-storey terrace houses	243	123.0

## Sendayan Developments – Industrial Properties

### Net Saleable Land (STV 2&3)



- RM125.5m worth of industrial properties in STV sold in FY2020 (FY2019: 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	431.3	64	95.3%	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)
<b>Total</b>		<b>505.6</b>	<b>100</b>	<b>81.8%</b>	<b>699.2</b>	<b>127.3</b>	

- Unbilled sales (STV1,2,3): RM56.6m

### Project Information

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

### Occupants at STV (selected)



# Unbilled sales of more than RM50 million from BSI to contribute to earnings over next 15 months...



## Bandar Seri Impian – Residential and Commercial Properties

- Recorded new sales of RM57.6m in FY2020 (FY2019: RM89.8m)
- Average take-up rate of 40.2% for three ongoing projects
- Unbilled sales stood at RM50.2 as at 31 March 2020

RM 'm	FY19				FY20			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Start-Quarter GDV	401.2	345.5	345.5	345.5	345.5	239.4	229.6	210.5
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	210.5
Start-Quarter Take-up	238.7	211.4	236.9	245.3	266.5	161.4	112.7	76.6
Add New Take-up	34.6	25.5	8.4	21.3	5.2	11.5	33.0	8.0
Less Completed Projects	62.0	-	-	-	110.3	60.1	69.1	0.0
End-Quarter Take-up	211.4	236.9	245.3	266.5	161.4	112.7	76.6	84.7
Take-up Rate	61.2%	68.5%	71.0%	77.1%	67.4%	49.1%	36.4%	40.2%
Unbilled Sales	150.6	147.1	113.5	100.8	61.2	46.1	64.8	50.2





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



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

- Launched in August 2018 with GDV of RM333.1m
- Current take-up of 75.2%; unbilled sales of RM169.8m as at 31 March 2020



### 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): 92.0%
- Phase 2 Take-up (Launched:4Q19): 32.1%
- Unbilled sales (Phase 1 & 2) as at 31 March 2020: RM34.3m



### 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 underlines Group's capability in undertaking foreign projects... 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
- Construction works at Menara Syariah ahead of schedule with piling works completed prior to the halt in operations due to Covid-19 restrictions
- Expecting delay in project completion due to Covid-19 restrictions; full extent of the delay subject to health advisory by the Indonesian authorities



## Matrix Global Schools

• 712 students enrolled as at 31 March 2020

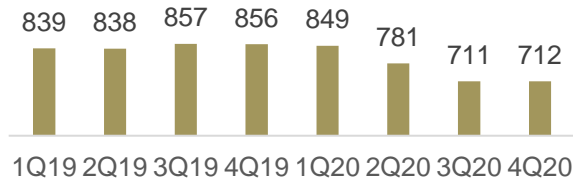
Number of students:

- **Matrix International School:** 273 students (35 from Hengshui No. 1 High School)
- **Matrix Private School:** 326 students
- **Matrix Preschool:** 78 students

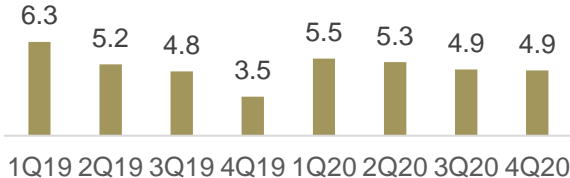
• FY2020 loss before tax narrowed to RM3.4 million from RM8.5 million in FY2019 as a result of better cost control



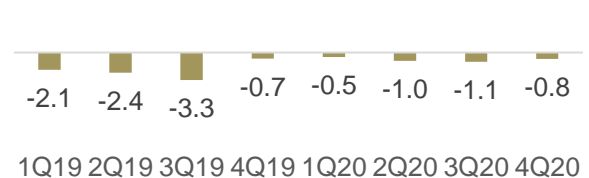
**No. of students**



**Revenue from Education RM 'm**

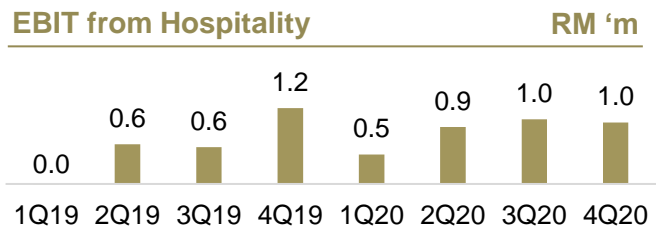
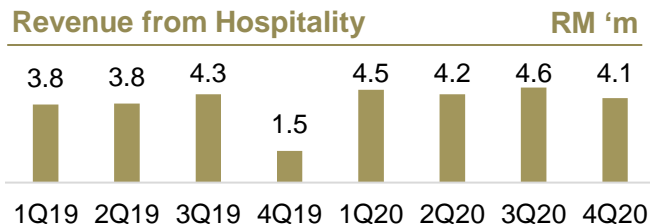


**LBIT from Education RM 'm**



## 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



## 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 34.7% in 4Q20



# FY2020 Financial Highlights

Recorded best-ever net profit on higher revenue recognition from residential and industrial properties, lower finance costs as well as administrative and general expenses... margins declined due to product mix

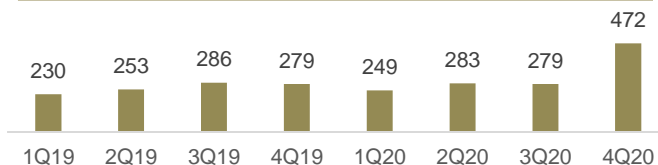


## Financial Highlights

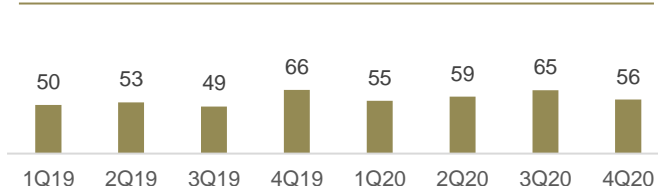
- Group revenue surged in 4Q2020 largely on higher revenue contribution from residential properties; profit margins dipped due to product mix comprising mainly residential contribution compared to higher recognition of industrial properties previously
- Group recorded best-ever FY2020 net profit of RM234.3 million due to higher contribution from residential and industrial properties, lower finance costs as well as administrative and general expenses

4Q20 to 31.3.20	4Q19 to 31.3.19	Change	RM 'm	FY20 to 31.3.20	FY19 to 31.3.19	Change
472.1	278.9	69.3%	<b>Revenue</b>	1282.3	1045.5	22.6%
169.3	146.3	15.7%	<b>Gross Profit</b>	590.0	522.2	13.0%
35.9%	52.4%	(16.6 pt)	<i>Gross Profit margin</i>	46.0%	49.9%	(3.9 pt)
97.8	83.9	16.6%	<b>EBITDA</b>	346.2	305.2	13.4%
20.7%	30.1%	(9.4 pt)	<i>EBITDA margin</i>	27.0%	29.2%	(2.2 pt)
95.2	83.5	14.1%	<b>PBT</b>	339.1	297.8	13.9%
20.2%	29.9%	(9.8 pt)	<i>PBT margin</i>	26.4%	28.5%	(2.0 pt)
55.6	65.9	(15.6%)	<b>PATMI</b>	234.3	218.4	7.3%
11.8%	23.6%	(11.8 pt)	<i>Net margin</i>	18.3%	20.9%	(2.6 pt)
6.7	8.8	(23.0%)	<b>Basic EPS (sen)</b>	29.2	29.0	0.6%

RM 'm Quarterly Revenue



RM 'm Quarterly Net Profit

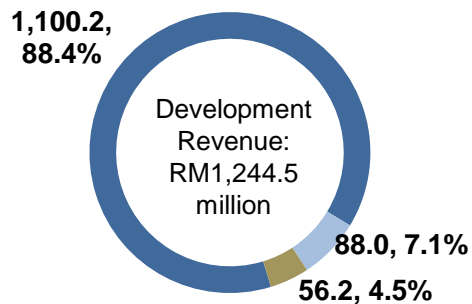




# Surge in revenue contribution from Sendayan Developments in 4Q20...



## RM 'm FY2020 Revenue Segmentation (by project development)



- Sendayan Developments & NS Others
- BSI
- Other (Chambers KL)



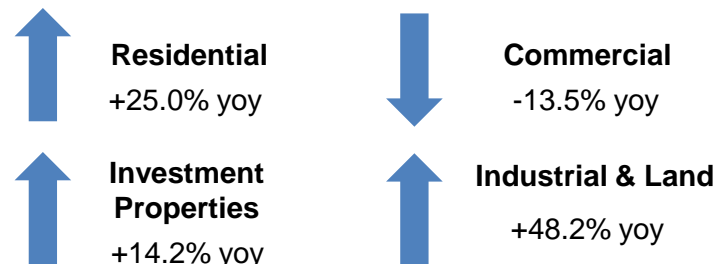
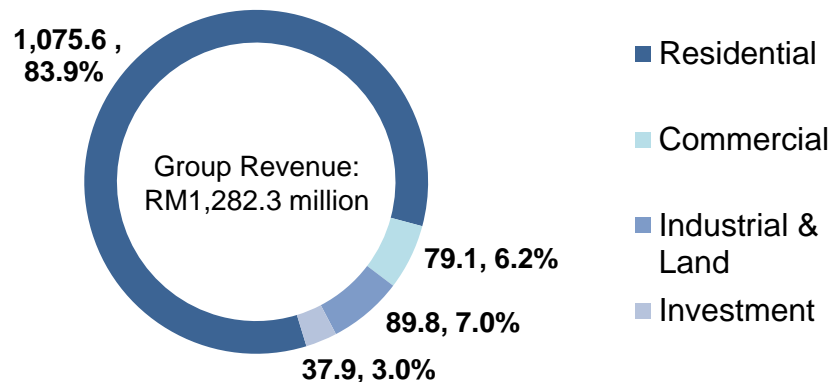
**Sendayan Developments & NS Others**  
+41.6% yoy



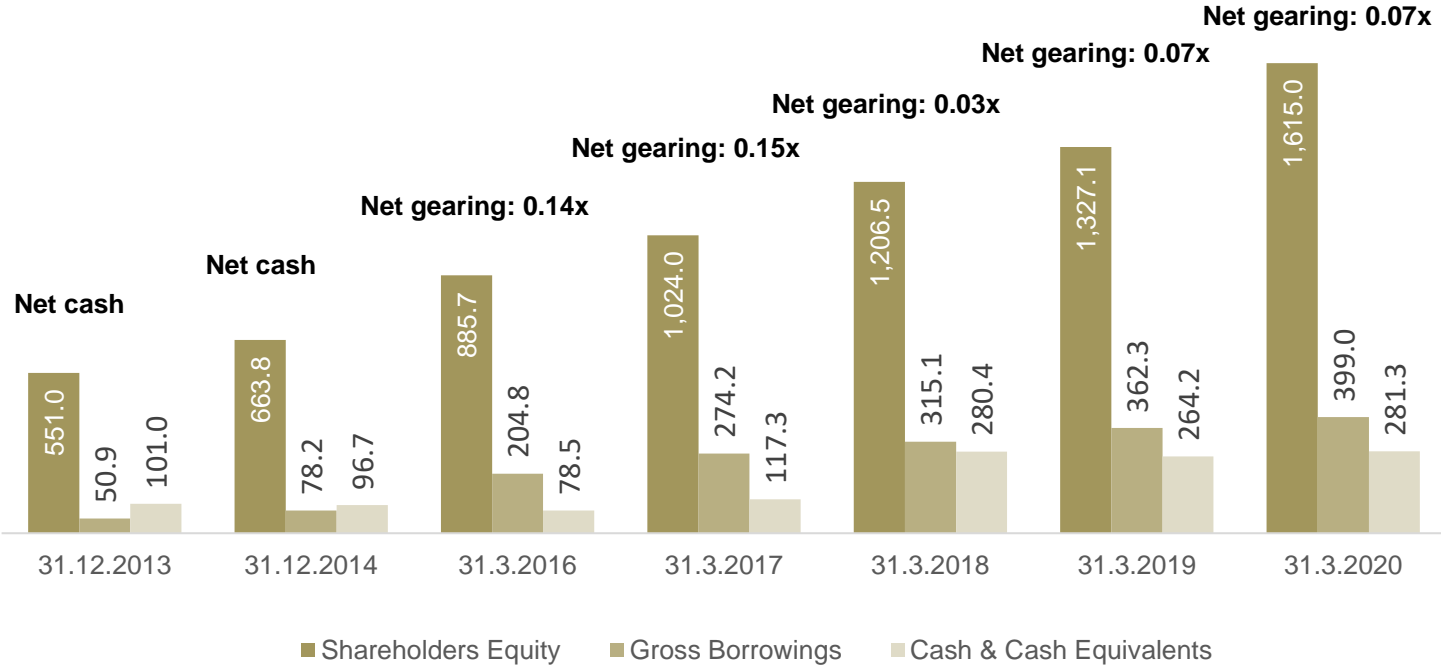
**Bandar Seri Impian**  
-41.1% yoy

Location	1Q FY19		2Q FY19		3Q FY19		4Q FY19		1Q FY20		2Q FY20		3Q FY20		4Q FY20	
	RM 'm	%	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%	215.4	79.4%	199.4	83.6%	212.1	77.6%	237.8	88.2%	450.9	97.3%
Johor																
BSI	31.1	14.1%	22.0	9.0%	43.9	15.9%	52.4	19.3%	39.1	16.4%	16.7	6.1%	17.1	6.3%	15.2	3.3%
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%	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%	-2.9	-0.6%
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%	0.0	0.0%
<b>Total</b>	<b>220.0</b>	<b>100%</b>	<b>244.3</b>	<b>100%</b>	<b>276.6</b>	<b>100%</b>	<b>271.5</b>	<b>100%</b>	<b>238.5</b>	<b>100%</b>	<b>273.3</b>	<b>100%</b>	<b>269.4</b>	<b>100%</b>	<b>463.2</b>	<b>100%</b>

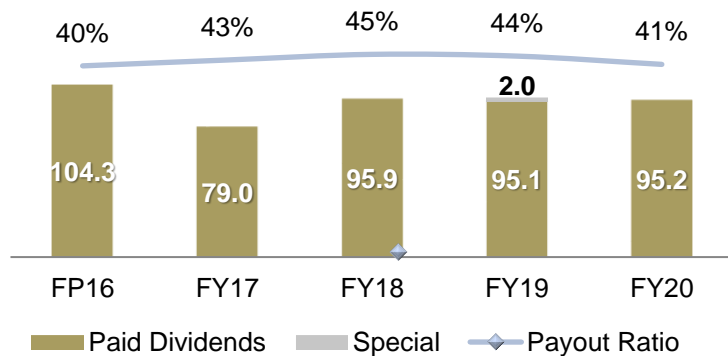
RM 'm FY2020 Revenue Segmentation (by type)



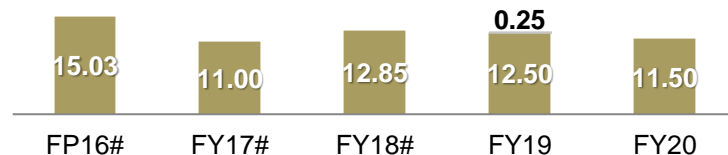
Type	1Q FY19		2Q FY19		3Q FY19		4Q FY19		1Q FY20		2Q FY20		3Q FY20		4Q FY20	
	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%
Residential	190.9	83%	174.7	69%	250.3	89%	244.5	88%	208.7	84%	242.0	86%	166.2	60%	458.7	97%
Commercial	18.4	8%	26.2	10%	26.3	9%	20.5	7%	29.8	12%	12.3	4%	32.4	12%	4.6	1%
Industrial	10.7	5%	43.4	17%	0.0	0%	6.5	2%	0.0	0%	19.0	7%	70.8	25%	0.0	0%
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	10.1	4%	9.0	4%	5.1	2%	5.1	2%	9.9	4%	9.5	3%	9.5	3%	8.9	2%
<b>Total</b>	<b>230.1</b>	<b>100%</b>	<b>253.3</b>	<b>100%</b>	<b>281.7</b>	<b>100%</b>	<b>276.5</b>	<b>100%</b>	<b>248.4</b>	<b>100%</b>	<b>282.8</b>	<b>100%</b>	<b>278.9</b>	<b>100%</b>	<b>472.1</b>	<b>100%</b>



### 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 <sup>st</sup> Interim (single tier)	3.25	3.00	24.47	24.68
2 <sup>nd</sup> Interim (single tier)	3.25	3.00	24.47	24.68
3 <sup>rd</sup> interim (single tier)	3.00	3.00	22.59	25.03
4 <sup>th</sup> interim (single tier)	3.00	2.50	23.60	20.81
Special Dividend	0.25	0.00	1.97	0.00
<b>Total</b>	<b>12.75</b>	<b>11.50</b>	<b>97.10</b>	<b>95.20</b>

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

### Landbanking activities in FY2020

Project	Acreage	Land Cost (RM'mil)
Tiara Sendayan Extension	36.2	13.9
Irama Sendayan	90.2	35.2
Sendayan Extension	176.8	77.0
Bandar Seri Impian 2	309.5	91.7
Damansara Perdana	5.5	55.5
Felca Land	134.9	34.1
<b>Total</b>	<b>753.0</b>	<b>307.4</b>




# Pipeline Projects

# Healthy number of launches in FY2021 to sustain Group's financial performance...



Projects	No. of Units/Type	FY2020 GDV (RM 'm)				FY2021 GDV (RM 'm)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Sendayan Tech Valley 3	36 units industrial lots		140.0						
Hijayu Resorts Homes (Phase 5)	175 units 2-storey terrace houses		135.7						
Hijayu Aman P1	251 units 2-storey terrace houses	165.9							
Hijayu Aman P2	109 units 2-storey terrace houses			74.2					
Hijayu Residence (Phase 1: Parcel 1)	183 units 2-storey houses					130.0			
Hijayu Resort Villa (Phase 1,2 & 3)	46 units 2-storey bungalow s								110.0
Lamen Sendayan 1	306 units 1 & 2 storey terrace houses						94.5		
Lamen Sendayan 2	380 units 2-storey terrace houses								149.4
Lamen Sendayan 3	250 units tow n houses								27.5
Ara Sendayan Phase 2 (Precint 2)	46 units 2-storey semi-detached houses				72.1				
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						
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)	278 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			
<b>Total</b>			<b>980.2</b>				<b>903.5</b>		

**Total targeted launches in FY2021:  
RM1,041.7m**

 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)				
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
<b><u>Bandar Seri Impian</u></b>										
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			
	<b>Total</b>		<b>100.3</b>			<b>138.2</b>				

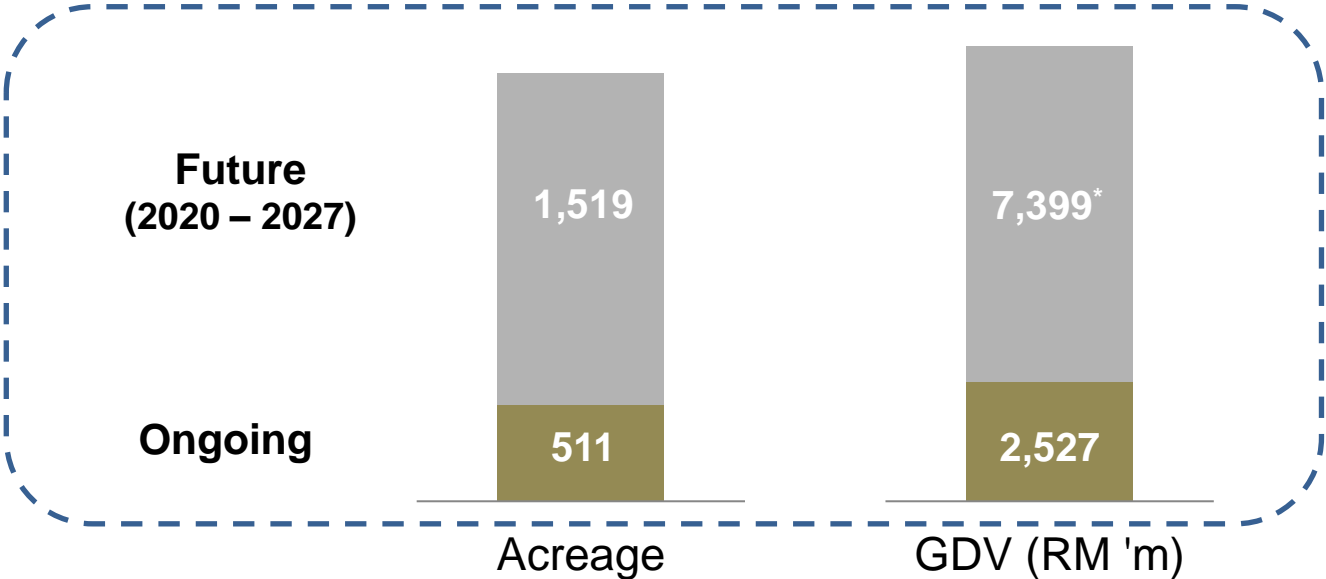
**Total targeted launches in  
FY2021:  
RM1,041.7m**



Launched

To be launched





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



**Investment Merits**

### Stock Information

Share Price @ 2 July 2020	RM1.83
Number of shares ( 'm)	834.2
Market Cap @ 2 July 2020	RM1,526.6m
Warrant Price @ 19 February 2020	RM0.005
Number of warrants ( 'mil)	63.9
Warrant Premium / (Discount)	5.2%
PE Ratio (ttm)	6.5x
PE Ratio (ttm, fully diluted)	7.0x
Dividend Yield (FY2020)	6.3%

# Thank You

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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)
<b>Bandar Sri Sendayan</b>		
Completed <sup>1</sup>	1622.2	5367.2
Ongoing <sup>2</sup>	466.2	1895.1
Future <sup>3,4</sup>	1021.0	4268.4
<b>Total</b>	<b>3109.4</b>	<b>11530.7</b>
<b>Bandar Seri Impian</b>		
Completed	518.2	1253.2
Ongoing	26.6	210.5
Future <sup>5</sup>	458.8	2173.3
<b>Total</b>	<b>1003.6</b>	<b>3637.0</b>
<b>Other Projects</b>		
Completed	1257.8	1517.0
Ongoing <sup>6</sup>	18.2	421.0
Future <sup>7,8</sup>	38.8	956.8
<b>Total</b>	<b>1314.7</b>	<b>2894.8</b>

## Notes

- <sup>1</sup> Includes total GDV and net saleable acreage for STV1&2 (GDV: RM786.7m / 694.6ac)
- <sup>2</sup> Includes ready for sale sub-centres at Nusari Bayu (GDV: RM30.0m / 20.0ac), Nusari Hijayu (GDV: RM12m / 8.1ac), Sub Centre @ STV 1A (GDV: RM63.3m / 39.7ac) and STV 3 (GDV:RM140.0m / 74.3ac)
- <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 7 Precinct 3A2(2) and Precinct 2B, GDV RM7.0m on remaining undeveloped 1.8ac); Bayu Sendayan (GDV:RM1,300m / 216.0ac), and Lamén Sendayan (GDV: RM513.5m / 164.0ac)
- <sup>4</sup> 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)
- <sup>5</sup> Includes BSI 2(GDV:RM1,200m / 309.5ac)
- <sup>6</sup> 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)
- <sup>7</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)
- <sup>8</sup> 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	
Sendayan Tech Valley 3	Ind Lot	103.0	36	58%	140.0	35.9	2019	2021
Hijayu Resort Homes (Phase 5)	DSST	18.3	175	50%	135.7	50.6	2019	2021
Hijayu Aman P1	DST	25.8	251	83%	165.9	91.1	2019	2021
Hijayu Aman P2	DST	11.2	109	9%	74.2	6.3	2019	2021
Ara Sendayan Phase 2 (Precinct 2)	DSSD	13.1	46	7%	72.1	5.5	2020	2022
Ara Sendayan Phase 3 (Precinct 3B)	DST	14.8	168	95%	119.9	37.4	2018	2020
Ara Sendayan Phase 4 (Precinct 2A)	DST	36.7	244	29%	191.2	37.6	2018	2020
Ara Sendayan Phase 5 (Precinct 3A1)	DST	14.8	85	56%	64.5	22.9	2019	2021
Ara Sendayan Phase 6 (Precinct 3A2[1])	DST	1.9	12	58%	9.2	4.8	2019	2021
Ara Sendayan Phase 7 (Precinct 3A2(2&3))	DSST/DSSD	7.9	57	58%	50.1	20.4	2019	2021
Tiara Sendayan 2	DST	40.5	504	100%	226.0	68.0	2018	2020
Tiara Sendayan 3 (Precinct 4)	DST	33.5	363	99%	158.6	71.8	2019	2020
Tiara Sendayan 4 (Precinct 3)	DST	35.7	428	98%	210.0	132.6	2019	2021
Tiara Sendayan 5 (Precinct 5)	DST	31.8	243	88%	123.0	96.1	2019	2021
Tiara Biz	DSSH	9.6	51	67%	49.4	16.6	2018/19	2020/21
<b>Total</b>		<b>466.2</b>	<b>2,791</b>	<b>78.6%</b>	<b>1,895.2</b>	<b>697.5</b>		

<sup>1</sup> Unbilled sales does not include completed projects of Hijayu 3 (RM2.6m), Hijayu Resort Homes Phase 3 (RM5.2m), Hijayu Resort Homes Phase 4 (RM10.8m), Ara Sendayan 1A (RM0.7m), Ara Sendayan 1B (RM11.4m), Ara Sendayan 4 (RM8.0m), Suriaman 2 (RM1.6m), Suriaman 2A (RM0.7m), Suriaman 2B (RM0.7m), Metropark 2B (RM6.7m) and STV (RM56.6m)

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	47%	110.2	4.4	2016	2020
Impiana Bayu 3A	DST	7.1	83	27%	50.4	9.4	2019	2021
Impiana Bayu 3B2 (Phase 1)	DST	6.9	111	44%	49.9	20.6	2019	2021
	<b>Total</b>	<b>26.6</b>	<b>307</b>	<b>24.4%</b>	<b>210.5</b>	<b>34.5</b> <sup>1</sup>		

<sup>1</sup> Unbilled sales does not include completed projects of Impiana Damai 1 (RM5.7m), Impiana Casa 3A (RM8.9m) and Impiana Casa 3B (RM1.2m)



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	75%	333.1	169.8	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	10.4	2019	2021
	<b>Total</b>	<b>18.2</b>	<b>605</b>	<b>69.4%</b>	<b>421.0</b>	<b>181.7<sup>1</sup></b>		

<sup>1</sup> Unbilled sales does not include completed projects of Residensi SIGC – Phase 1 (RM23.9m)

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	2021	2022
Hijayu Residence (Phase 1 - Parcel 1)	DST	30.6	183	130.0	2020	2021
Hijayu Residence (Phase 1 - Parcel 2)			183	130.0	2021	2022
Hijayu Residence (Phase 2)	DST	21.5	210	159.0	2022	2023
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 1	SST	38.4	162	38.5	2020	2022
	DST		144	56.0		
Lamen Sendayan 2	DST	41.8	380	149.4	2021	2022
Lamen Sendayan 3	Town House	19.6	250	27.5	2021	2022
Lamen Sendayan 4	DST	64.2	540	230.9	tba	tba
	SST Shop		20	11.3		

*continued on next page*

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	DST	25.9	254	129.2	2021	2022
Tiara Sendayan 8	DST	21.2	246	125.7	2020	2022
Tiara Sendayan 9	DST	8.6	90	46.6	tbc	tbc
Ara Sendayan (Phase 7) Precint 3A2(2)	DSB	1.0	1	2.0	tba	tba
Ara Sendayan (Phase 7) Precint 2B	DSSD DSB	0.8	2	5.0	tba	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		1020.9	7564	4268.3		

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
<b>Total</b>		<b>458.8</b>	<b>3,717</b>	<b>2,173.3</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
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
<b>Total</b>		<b>38.7</b>	<b>286</b>	<b>956.8</b>		

Project	Type	No. of units	Units Sold	Estimated Value (RM'm)	Completion
Hijayu 3 (Phase 1-4)	DST	394	390	3.9	Jun-18
Residensi SIGC	DST	70	68	16.7	Sep-18
	DSSD	38	34		
	DSB	17	13		
Sendayan Metropark 2B	DSSO	71	61	14.7	Mar-19
Ara Sendayan (Phase 1A)	DST	269	267	1.5	Mar-19
Ara Sendayan (Phase 1B)	DST	195	177	15.6	Sep-19
Ara Sendayan (Phase 2) Precint 4	DST	193	192	0.9	Dec-19
Impiana Damai 1	SST	198	194	2.9	Jun-19
Impiana Casa 3A	DST	138	134	2.6	Dec-19
<b>Total</b>		<b>1,583</b>	<b>1530</b>	<b>58.8</b>	

