



21 February 2019

Property | Real Estate

Buy (Maintained)

Matrix Concepts (мсн мк)

Weighed Down By Higher Expenses; Keep BUY

Target Price (Return) MYR2.40 (+22%)
Price: MYR1.97
Market Cap: USD367m
Avg Daily Turnover (MYR/USD) 0.65m/0.16m

- Maintain BUY and MYR2.40 TP, 22% upside, with 7% yield. Matrix Concepts' 3QFY19 (Mar) results missed expectations. Overall profit margins were dragged down by lower-margin property products (from Tiara Sendayan), higher administrative costs for new launches (such as Chambers KL) and the under-provision of bonus expenses in prior quarters. We expect 4QFY19 earnings to be better, as the expense items normalise.
- **Dividend yield remains solid.** The company declared a 3 sen third interim DPS for the quarter, compared with 3.5 sen in the same period last year. Nevertheless, its 9MFY19 DPS of 9.5 sen is on track to achieve our FY19 DPS forecast of 13 sen.
- 9MFY19 new sales hit MYR1.18bn. New property sales reached MYR242.7m in 3QFY19, vs MYR517m in 2QFY19, as the previous quarter saw the contribution of MYR92.4m from the M Carnegie project in Melbourne. Full-year new sales should well exceed management's target of MYR1.2bn, as the company plans to roll out MYR533m worth of new projects in 4QFY19, including Tiara Sendayan 3 and 4, Ara Sendayan Phase 5, and Impiana Bayu 3A.
- Improving take-up rates. Sales for its ongoing projects are encouraging. The take-up rates for Sendayan Metropark 2B and Ara Sendayan Phase 3 have increased to 88% (from 79% in 2Q) and 91% (from 66%), respectively. The newly-launched Chambers KL is now 48%-sold (from 18%). During the quarter, Ara Sendayan Phase 4, Tiara Biz 1 and Sub Centre @ STV 1A were launched. Amongst them, Tiara Biz 1 is 92%-sold.
- We trim our FY19-20 earnings forecasts by 4-5%, in view of the lowermargin product mix, as well as higher expenses incurred in 3QFY19. Unbilled sales remained resilient at MYR1.416bn, vs MYR1.434bn in 2Q.
- We maintain our MYR2.40 TP, based on a 25% discount to RNAV. The
 weaker-than-expected results are not a major concern, since unbilled sales
 and new sales remained healthy. As construction works progress further,
 Matrix's margins from property development should gradually improve.

Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	4.8	4.2	(1.5)	(3.9)	(9.2)
Relative	3.2	2.7	(1.9)	(0.0)	(1.8)
52-wk Price I	1.83	3 – 2.25			



Source: Bloomberg

Forecasts and Valuation	Mar-17	Mar-18	Mar-19F	Mar-20F	Mar-21F
Total turnover (MYRm)	780.4	812.3	974.5	1056.1	1211.0
Recurring net profit (MYRm)	187.8	211.8	207.7	223.2	245.8
Recurring net profit growth (%)	(28.1)	12.8	(1.9)	7.5	10.1
Recurring EPS (MYR)	0.33	0.32	0.31	0.32	0.35
DPS (MYR)	0.14	0.13	0.13	0.14	0.15
Recurring P/E (x)	6.0	6.2	6.4	6.1	5.6
P/B (x)	1.10	1.09	1.01	0.94	0.87
Dividend Yield (%)	7.0	6.5	6.6	7.1	7.6
Return on average equity (%)	19.7	19.0	16.4	16.1	16.2
Net debt to equity (%)	15.3	2.9	4.8	Net cash	Net cash
Interest coverage (x)	37.83	65.19	49.84	49.95	50.23

Source: Company data, RHB



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Results At a Glance

Figure 1: Quarterly results

FYE Mar (MYRm)	3QFY18	2QFY19	3QFY19	QoQ (%)	YoY (%)	9MFY18	9MFY19	YoY (%)	Comments
Turnover	266.2	253.3	285.7	12.8	7.3	641.9	769.0	19.8	
EBIT	98.4	75.4	72.5	(3.8)	(26.3)	234.3	216.8		The lower EBIT margin was due to a lower-margin product mix, higher administrative costs for new projects, as well as underprovision of bonus expenses in prior quarters
EBIT margin (%)	37.0	29.8	25.4			36.5	28.2		
Net interest	(1.0)	(1.0)	(0.8)	(20.6)	(23.2)	(3.9)	(2.7)	(30.2)	
Net interest	(1.0)	(1.0)	(0.6)	(20.0)	(23.2)	(3.9)	(2.1)	(30.2)	
Pretax profit	97.4	74.4	71.8	(3.6)	(26.4)	230.4	214.1	(7.1)	
Pretax margin (%)	36.6	29.4	25.1			35.9	27.8		
Taxation	(26.9)	(21.5)	(23.1)	7.8	(13.9)	(62.5)	(62.4)	(0.1)	The higher effective tax rate was due to losses incurred by certain subsidiaries and non-deductible expenses for tax purposes
Tax rate (%)	27.6	28.9	32.3			27.1	29.2		.
Minority interest	0.0	0.0	0.0	n.m.	n.m.	0.0	0.0		
Net profit	70.6	52.9	48.6	(8.2)	(31.1)	167.9	151.7	(9.7)	Below expectations
Net margin (%)	26.5	20.9	17.0			26.2	19.7		
EPS (sen)	9.5	7.0	6.5			26.1	20.2		
Gross DPS (sen)	3.5	3.3	3.0			10.0	9.5		
NTA/share (MYR)	1.6	1.7	1.7			1.6	1.7		

Source: Company data, RHB



Figure 2: RNAV estimate

	Remaining landbank	GDV		
Projects	(acres)	(MYR m)	Stake	NPV @ 9%
Bandar Sri Sendayan, Negeri Sembiilan				
Ongoing & future developments	917.7	2,917.0	100%	239.0
New land in BSS	194.0	1,200.0	100%	81.3
Taman Seri Impian, Kluang, Johor	169	940.7	100%	103.5
Chambers KL	1.1	400	100%	33.0
Taman Desa PD 3	4.3	5.5	100%	
Tiara Sendayan (Kota Gadong Perdana)	227.1	1490	100%	115.6
Residensi SIGC (Third 9 Residence)	41.8	105	100%	4.9
Lobak Commercial Centre	7.3	29.3	100%	2.6
Labu land	236.9	760	100%	87.4
Ara Sendayan (Rasah Kemayan land)	194.4	950	100%	136.7
Puchong	5.8	500	100%	42.2
Greenvale, Melbourne	n.a.	94.5	100%	9.4
	Remaining landbank	Market price	BV	
	(acres)	(MYR psf)		Net surplus
Sendayan TechValley 1 & 2	66.4		10	75.9
Sendayan TechPark	123	40	13	70.5
Sendayan TechValley 3	85	45	15	83.3
Unbilled sales				186.7
Total				1,272.0
Shareholders' fund				1,205.0
Warrants conversion (exercie price at MYR	(1.92)			123.6
ESOS proceeds	,			57.7
Total RNAV				2,658.4
Share base (incl. warrants)				832.3
RNAV/share				3.19
Discount				25%
Target price				2.40

Source: RHB

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longer-term outlook remains uncertain

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12 months

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