

**Overview**

Matrix Concepts Holdings Berhad was established in 1996 and listed on the Main Market of Bursa Malaysia since 2013. With an integrated spectrum of business activities across Property Development, Construction, Education, Hospitality, and Healthcare, the Group has extended its presence beyond Malaysia, with development footprints in Melbourne, Australia and Jakarta, Indonesia.

**Business Units**

Property Development | Construction Hospitality | Education HealthCare

**Our Developments**

	Bandar Sri Sendayan	Bandar Seri Impian	Chambers KL	M333 St. Kilda	Menara Syariah
Region	Negeri Sembilan	Johor Bahru	Kuala Lumpur	Melbourne	Jakarta
Total GDV	RM19.4 bil	RM3,626.5 mil	RM325.5 mil	AUD80 mil	RM1 bil
Remaining Lanbank	6,800 acres	1,122.8 acres	2.2 acres	0.6 acres	1.4 hectares
Dev.Type	Township	Township	Service Apartment	Mixed Dev.	Commercial

**9M23 Financial Highlights**

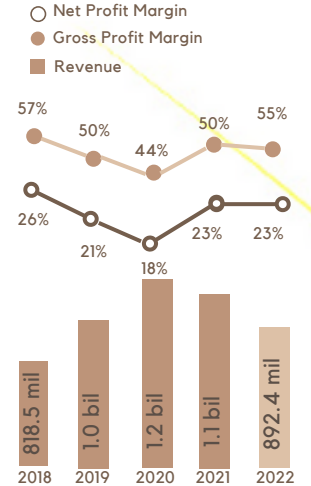
3Q23 to 31.12.22	3Q22 to 31.12.21	Change	RM 'mil	9M23 to 31.12.22	9M22 to 31.12.21	Change
363.8	233.1	56.1%	Revenue	815.4	636.0	28.2%
150.7	136.2	10.7%	Gross Profit	373.6	330.6	13.0%
41.4%	58.4%	(17.0 pt)	Gross margin	45.8%	52.0%	(6.2 pt)
54.4	60.5	(10.1%)	PATMI	152.0	143.9	5.6%
14.9%	25.9%	(11.0 pt)	Net margin	18.6%	22.6%	(4.0 pt)
4.35	4.83	(10.1%)	Basic EPS (sen)	12.15	11.50	5.6%

**Revenue by Segments**

<b>73.2%</b>	Negeri Sembilan Dev. RM597.2 mil
<b>9.2%</b>	Klang Valley Dev. RM74.9 mil
<b>8.0%</b>	Australia RM65.1 mil
<b>5.9%</b>	Johor Dev. RM48.1 mil
<b>2.3%</b>	Hospitality RM19.0 mil
<b>1.1%</b>	Education RM9.7 mil
<b>0.2%</b>	Others RM1.9 mil

**Revenue by Type**

	Residential RM743.8mil ↑ 32.4% yoy
	Commercial & Industrial RM41.5mil ↓ 22.7% yoy
	Other Units RM30.1mil ↑ 47.0% yoy

**Past 5 Years Performance**

**Operational Highlights**

	Projects Launched	Ongoing Projects	Projects Completed
FY2022	RM917.8 mil	RM2,340.6 mil	RM1,003.5 mil
9M23	RM934.8mil	RM2,796.5 mil	RM1,014.3 mil

**9M23 Key indicators**

New Property Sales RM1,002.2mil*	Unbilled Sales RM1.5 bil	Average Take-up Rate 92.7%
Ongoing GDV RM2.8 bil	Total Lanbank: 2,221.1 acres	Total GDV: RM15.6 bil

\*Does not include RM65.1 million sale from M. Greenvale (Australia) project recognized after project completion in line with Australian accounting standards

**Environmental Social Governance (ESG)**

Constituent of FTSE4Good since 2018

**ESG Pillars**

SPORTS | EDUCATION  
 SOCIAL | ENVIRONMENT

Total contribution  
 Total FY22: RM7,311,349  
 9M23-to-date: RM1,054,185.50

**Investment Highlights**

Price to Earnings Ratio (ttm)	Dividend Yield (FY2022)	9M23 Dividend Payout Ratio	Market Cap @ 20 Feb 2023
8.7x	5.4%	50.2%	RM1.9 bil

\* As at 27 February 2023

**Investment Merits**

Consistent and continued strong new property sales over past 5 years

Clear growth road map

Solid balance sheet – low gearing

Industry – recognized management team

Sizeable unbilled sales and solid track record of ramping up delivery in FY23

Stable share price

Good mix of institutional and foreign shareholders

Dividends, dividends, dividends  
**50% of PAT + consistent + quarterly**