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Matrix stays on strong growth path

Group maintains its earnings momentum

PROPERTY

PETALING JAYA: Property developer Matrix Concepts Holdings Bhd sustained its growth momentum in its financial year ended March 31, 2021, as it recorded a net profit growth of 9.5% to RM259.9mil from RM237.4mil in the previous corresponding period despite challenging market conditions.

The group said it recorded a net profit margin of 23% for the financial period under review, which was among the highest in the property sector and also represented a five-year high in net profit for the past three consecutive quarters.

"This was supported by expedited construction activities following the upliftment of the initial movement control order in May 2020, favourable product mix, lower sales and marketing expenses, as well as adjustment in tax provisions," it said in a statement.

"The improved performance was achieved on the back of resilient revenue of RM1.1bil during the financial period, as the group swiftly adapted to the new normal and regained momentum in its progress billings to pre-pandemic levels."

Meanwhile, the group's adoption of online sales and marketing activities contributed to better reach and engagement of property buyers, allowing it to register new property sales of RM1.2bil, or up 16.7% from RM1bil in the previous year.

In terms of total revenue for 2021, it said recognition from residential and commercial properties amounted to RM994.1mil from RM1.15bil previously, while sales of industrial properties increased to RM104mil from RM89.8mil.

"The group's investment properties record-

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Datuk Mohamad Haslah Mohamad Amin

ed a drop in revenue at RM29.6mil from RM37.9mil," it said.

Meanwhile, for the fourth quarter ended March 31, 2021, Matrix Concepts' revenue was 17.8% lower at RM388.2mil, compared with RM472.1mil previously, due to reduced recognition from residential properties, which was partially mitigated by higher industrial property sales.

Net profit during the fourth quarter jumped 41.2% to RM78.5mil from RM55.6mil last year on improved margins, reduced sales and marketing expenses as well as lower tax expenses.

"Matrix Concepts' ongoing gross development value amounted to RM2.3bil as at end-2021 compared with RM2.5bil previously. The group's unbilled sales stood at RM1.02bil as at March 31, 2021, to be recognised over the next 15 months," it said.

In the same statement, chairman Datuk Mohamad Haslah Mohamad Amin said the group remained resilient and was able to maintain its earnings at a five-year-high level.

"We achieved this at a time of significant challenges in the property sector and uncertainties arising from the Covid-19 pandemic.

"These challenges presented an opportuni-

ty to refocus on operational sustainability and prudent financial management, which has resulted in three consecutive quarters of robust double-digit growth in earnings."

He added that Matrix Concepts continues to succeed in capturing the unabated demand for affordably priced landed properties by tailoring its launches to latest market needs, assisted by the adoption of online sales and social media.

"We are certainly on firm ground as one of the leading property development companies in Malaysia, as we continue delivering quality homes at an attractive value proposition to help meet the population's growing home ownership needs."

On the group's prospects, Haslah said the healthy progress of the group's ongoing developments, coupled with RM1.6bil worth of new property launches planned for 2022, will support its growth, going forward.

"I am confident we are well-positioned to benefit from improvements in market conditions and hope to continue rewarding our stakeholders sustainably."

Matrix Concepts also declared a fourth interim dividend of four sen per share, to be paid on July 8, 2021.