

# 1H21 Results Presentation

November 2020



Stock Code

Bloomberg MCH MK  
Reuters MATR KL

IR Adviser



# 1H21 highlights

as at 30 September 2020



Revenue

**RM424.0m**

YoY Growth: ▼ (20.2%)

Profit Before Tax

**RM145.3m**

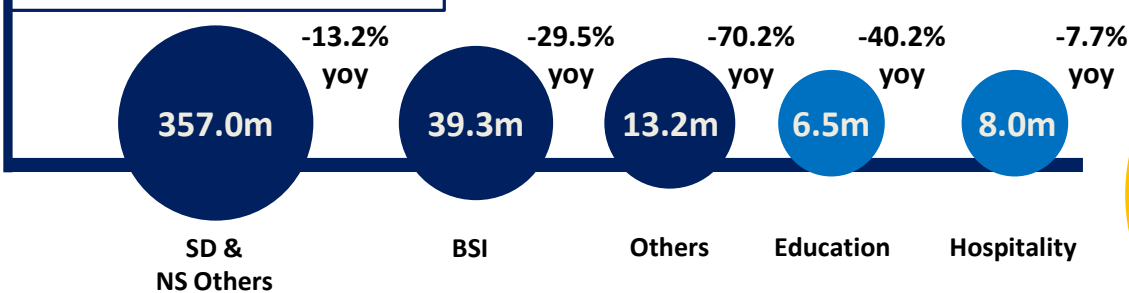
YoY Growth: ▼ (4.7%)

Net Profit Attributable to Equity Holders

**RM106.1m**

YoY Growth: ▼ (6.4%)

Revenue by SEGMENTS (RM)

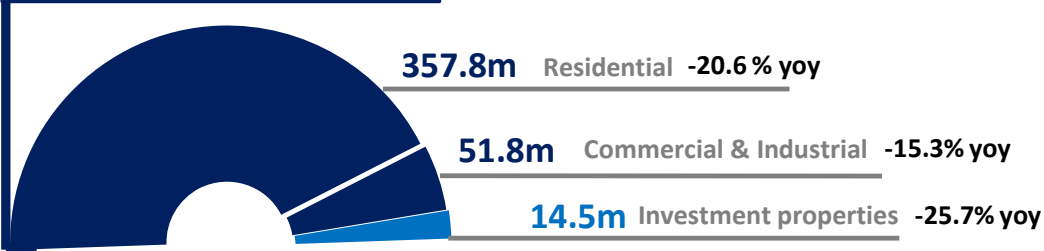


2<sup>nd</sup> Interim Dividend  
**3.0 sen**

Total Dividend Payout  
**RM41.7m<sup>#</sup>**

<sup>#</sup> 39.3% of 1H21 net profit

Revenue by TYPE (RM)



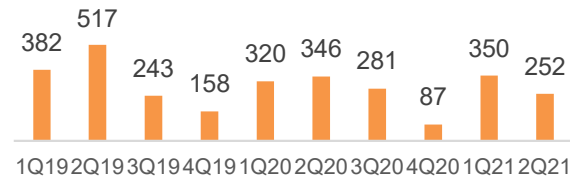
- Property Development
- Investment

# Operations Review

as at 30 September 2020



**RM602.1 million**  
worth of properties sold in 1H21



**RM2.4 billion**  
in ONGOING GDV

Projects Launched  
(RM'm)

353.2

1H21

RM1,080.5 m for FY2020

**81.3%**

AVERAGE TAKE-UP RATE

PIPELINE LAUNCHES (RM)

1,140.4m

FY2021

More than

**RM15.7 billion**

worth of projects lasting till 2027

**RM1.1 billion**

of UNBILLED SALES

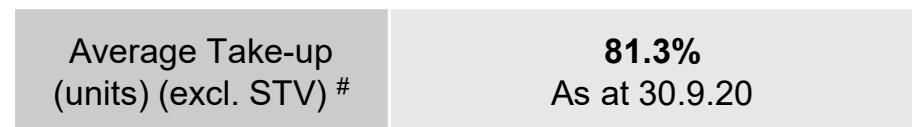
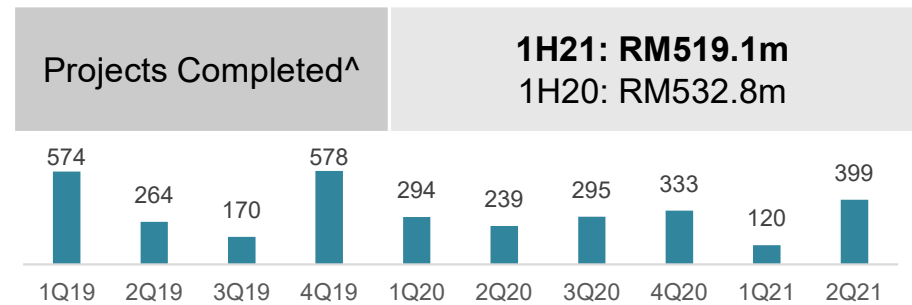
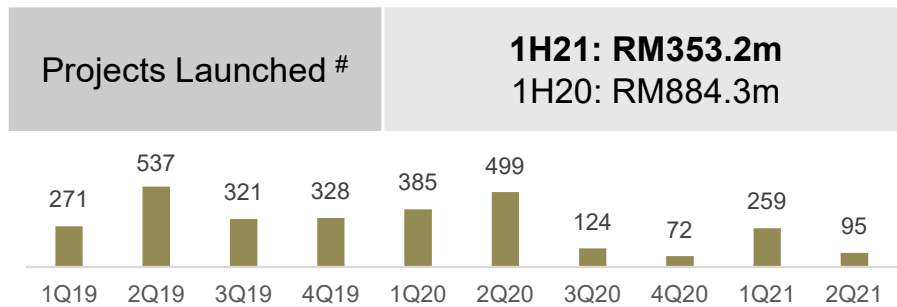
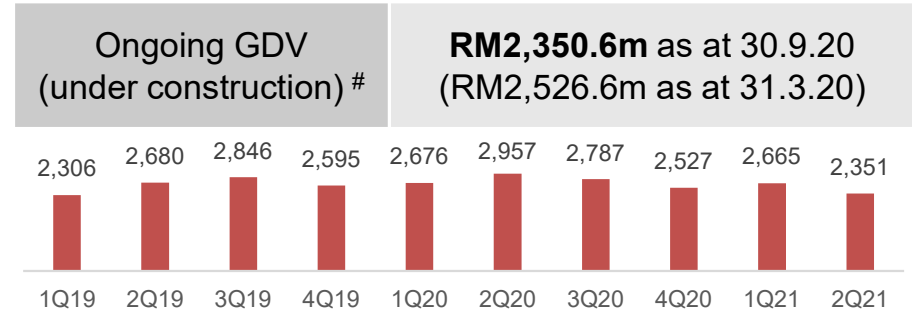
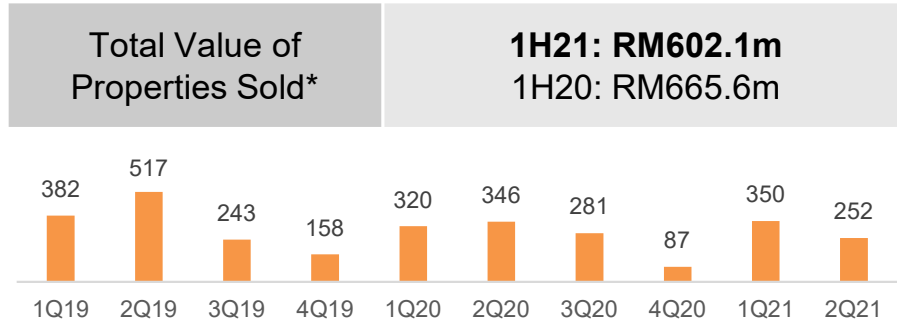




# 1H21 Operations Review

Sendayan Developments - Actual Photo

# Sales performance remains favorable despite post-MCO impacts...



\*Including sales of industrial property at Sendayan TechValley

# Does not include value for Australia projects

^Includes STV3

# Sendayan properties registering strong demand... newly launched Laman Sendayan 1 achieves 99.0% take up rate after launch in August 2020



## Bandar Sri Sendayan – Residential and Commercial Properties

- Total launches of RM353.2m in 1H21
- New sales of RM472.3m in 1H21 (1H20: RM513.2m)
- Average take-up rate of 77.2% for ongoing projects
- Unbilled sales stood at RM770.1m as at 30 September 2020

### FY21 Launches

| Project Name                          | Type | Units | GDV (RM 'm) |
|---------------------------------------|------|-------|-------------|
| Hijayu (Residence) Phase 1 (Parcel 1) | DST  | 183   | 130.0       |
| Tiara Sendayan 6 (Precinct 8)         | DST  | 246   | 128.5       |
| Laman Sendayan 1 (Precinct 4)         | SST  | 162   | 40.1        |
|                                       | DST  | 144   | 54.6        |

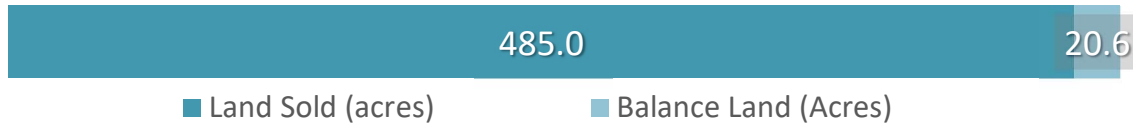
| RM 'm                   | FY20    |         |         |         | FY21    |         |
|-------------------------|---------|---------|---------|---------|---------|---------|
|                         | 1Q      | 2Q      | 3Q      | 4Q      | 1Q      | 2Q      |
| Start-Quarter GDV       | 1,851.0 | 2,037.5 | 2,166.5 | 2,015.9 | 1,755.1 | 1,893.9 |
| Less Completed Projects | 183.7   | 178.7   | 226.0   | 333.0   | 119.9   | 226.0   |
| Add New Launches        | 384.1   | 308.8   | 74.2    | 72.1    | 258.5   | 94.7    |
| Add GDV Adjustment      | -13.9   | -1.2    | 1.2     | -       | 0.2     | -       |
| End-Quarter GDV         | 2,037.5 | 2,166.5 | 2,015.9 | 1,755.1 | 1,893.9 | 1,762.6 |
| New Sales               | 256.7   | 256.6   | 214.0   | 80.3    | 279.2   | 193.1   |
| Total Take-up           | 1,415.3 | 1,508.3 | 1,501.7 | 1,249.3 | 1,399.7 | 1,360.8 |
| Take-up Rate            | 69.5%   | 69.6%   | 74.5%   | 71.2%   | 73.9%   | 77.2%   |
| Unbilled Sales          | 897.5   | 875.1   | 862.8   | 710.1   | 831.0   | 770.1   |



STV continues to record over RM60 million new sales in 1H21...

## Bandar Sri Sendayan – Industrial Properties

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



- RM61.6m worth of industrial properties in STV sold in 1H21 (FY20: RM116.0m), totalling 34.8 acres

### Project Information

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

### Occupants at STV (selected)



| 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                     | 77         | 81.8%        | 559.2            | 22.6                | Completed & Ready for Sale |
| Sendayan TechValley 3 | Ind Lot | 74.3                      | 36         | 72.2%        | 140.0            | 43.1                | Completed & Ready for Sale |
| <b>Total</b>          |         | <b>505.6</b>              | <b>113</b> | <b>78.8%</b> | <b>699.2</b>     | <b>65.7</b>         |                            |

- Unbilled sales (STV1,2,3): RM60.7m

Projects Update: STV (as at 30 September 2020)

## BSI properties registers higher new sales in 1H21...

### Bandar Seri Impian – Residential and Commercial Properties

- Recorded new sales of RM27.2m in 1H21 (1H20: RM16.6m)
- Average take-up rate of 55.6% for two ongoing projects
- Unbilled sales stood at RM35.6m as at 30 September 2020

| RM 'm                   | FY20  |       |       |       | FY21  |       |
|-------------------------|-------|-------|-------|-------|-------|-------|
|                         | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    | 2Q    |
| Start-Quarter GDV       | 345.5 | 239.4 | 229.6 | 210.5 | 210.5 | 210.5 |
| Less Completed Projects | 110.3 | 60.1  | 69.1  | -     | -     | 110.2 |
| Add New Launches        | -     | 50.4  | 49.9  | -     | -     | -     |
| Add GDV Adjustment      | 4.2   | -     | -     | -     | -     | -     |
| End-Quarter GDV         | 239.4 | 229.6 | 210.5 | 210.5 | 210.5 | 100.3 |
| New Sales               | 5.2   | 11.5  | 33.0  | 8.0   | 15.0  | 12.2  |
| Total Take-up           | 175.5 | 125.8 | 91.5  | 93.4  | 106.1 | 55.8  |
| Take-up Rate            | 73.3% | 54.8% | 43.5% | 44.4% | 50.4% | 55.6% |
| Unbilled Sales          | 61.2  | 46.1  | 64.8  | 50.2  | 47.9  | 35.6  |





# Matrix Concepts' first Klang Valley high-rise development well received...



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

- Launched in August 2018 with GDV of RM322.7m
- Current take-up rate of 78.6%; unbilled sales of RM168.9m as at 30 September 2020



### Development Info

| Project Name | Type              | Units | GDV (RM 'm) |
|--------------|-------------------|-------|-------------|
| Chambers KL  | Service Apartment | 509   | 322.7       |
|              | 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): 98.4%
- Phase 2 Take-up (Completed 2020): 46.2%
- Unbilled sales (Phase 1&2) as at 30 September 2020: RM26.2m



**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...



## 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
- Achieved take up rate of 62.0% as at 30 September 2020



## M.St.Kilda – Mixed development

- Estimated GDV of AUD80m (est. RM240m)
- 0.6-acre land size
- 12-storey mixed development
- Targeted launch in 2021





## Matrix Concepts broadens its geographical footprint into Indonesia with PIK2...



### 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

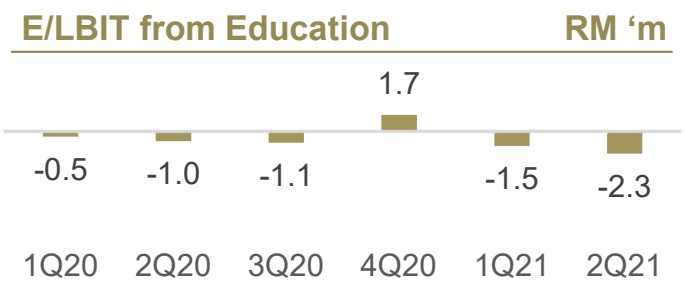
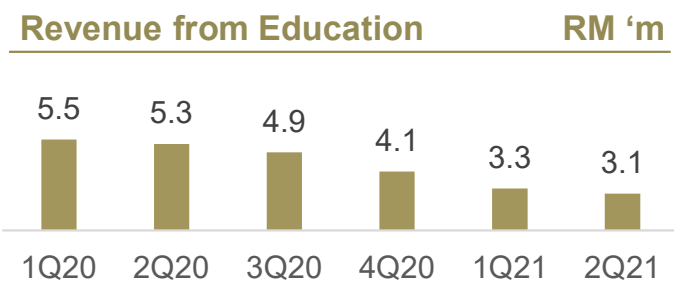
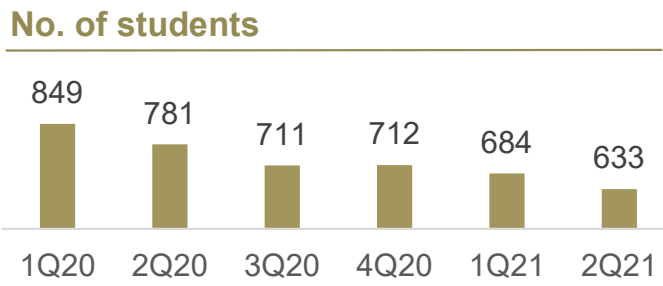


Education centres nationwide were mandatory to closedown due to COVID-19 for the students' safety and well-being...



**Matrix Global Schools**

- 633 students enrolled as at 30 September 2020
- Number of students:
  - **Matrix International School:** 232 students
  - **Matrix Private School:** 322 students
  - **Matrix Preschool:** 79 students
- 1H21 recorded loss before interest and tax (LBIT) of RM 3.7 million (2H20: LBIT of 1.5 million), due to nationwide closures of education centres in light of COVID-19



**Investment Properties (as at 30 September 2020)**

# Stable earnings contribution from hospitality segment...



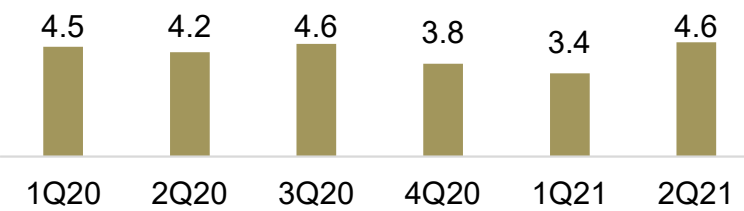
## d'Tempat Country Club

- 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

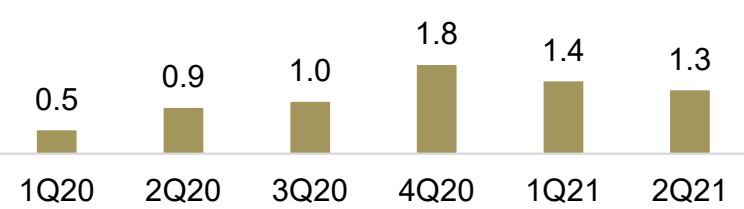
## d'Sora Boutique Business Hotel

- 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 34.5% in 1H21

Revenue from Hospitality RM 'm



EBIT from Hospitality RM 'm



# Investment Properties (as at 30 September 2020)





# 1H21 Financial Highlights

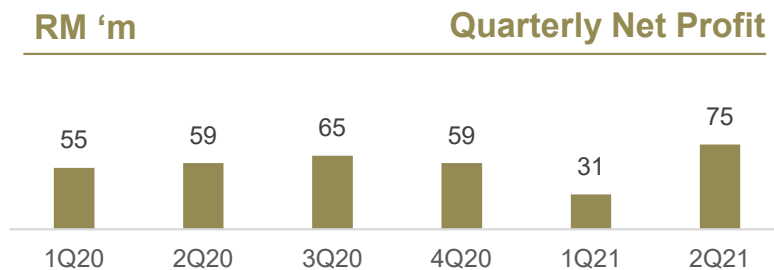
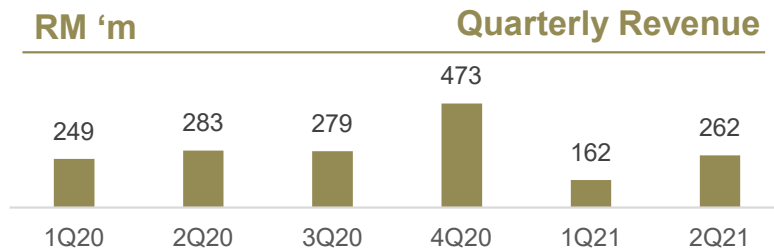
*Resort Homes - Actual Photo*

## 2Q21 net profit rises to highest level in 5 years on swift resumption in operating activities post-MCO...

### Financial Highlights

- The Group registered lower revenue in 1H21, due to halt in operations during 1Q21 in line with the Movement Control Order period from March to May 2020
- 2Q21 net profit recorded 27.8% higher at RM75.1 million than RM58.7 million in 2Q20
- Margins uplifted due to better operation cost management and adopting online and virtual platforms, enhancing sales and marketing tactics with lower cost

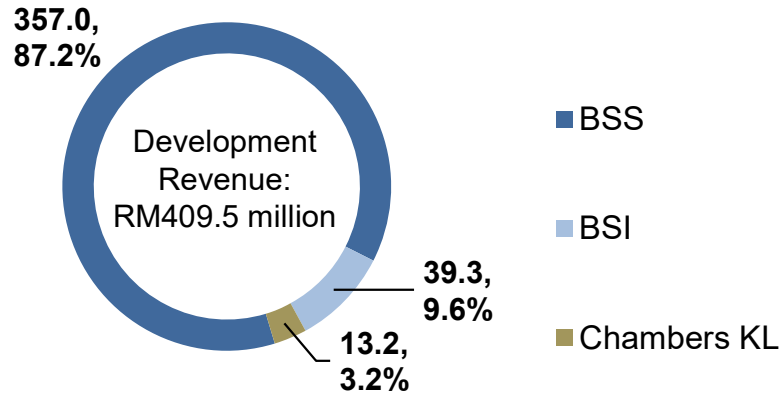
| 2Q21<br>to 30.09.20 | 2Q20<br>to 30.09.19 | Change  | RM 'm                      | 1H21<br>to 30.09.20 | 1H20<br>to 30.09.19 | Change  |
|---------------------|---------------------|---------|----------------------------|---------------------|---------------------|---------|
| 262.0               | 282.7               | (7.3%)  | <b>Revenue</b>             | 424.0               | 531.2               | (20.2%) |
| 143.5               | 138.9               | 3.3%    | <b>Gross Profit</b>        | 228.6               | 264.9               | (13.7%) |
| 54.8%               | 49.1%               | 5.6 pt  | <i>Gross Profit margin</i> | 53.9%               | 49.9%               | 4.0     |
| 104.5               | 80.3                | 30.1%   | <b>EBITDA</b>              | 149.1               | 155.6               | (4.2%)  |
| 39.9%               | 28.4%               | 11.5 pt | <i>EBITDA margin</i>       | 35.2%               | 29.3%               | 5.9     |
| 102.6               | 79.5                | 29.1%   | <b>PBT</b>                 | 145.3               | 152.5               | (4.7%)  |
| 39.2%               | 28.1%               | 11.1 pt | <i>PBT margin</i>          | 34.3%               | 28.7%               | 5.6     |
| 75.1                | 58.7                | 27.8%   | <b>PATMI</b>               | 106.1               | 113.4               | (6.4%)  |
| 28.6%               | 20.8%               | 7.9 pt  | <i>Net margin</i>          | 25.0%               | 21.3%               | 3.7     |
| 9.0                 | 7.4                 | 21.8%   | <b>Basic EPS (sen)</b>     | 12.7                | 12.8                | (0.7%)  |



BSS remains as the Group's main revenue generator...



RM 'm 1H21 Revenue Segmentation (by project development)



Bandar Sri Sendayan & Others  
-13.2% yoy

Bandar Seri Impian  
-29.5% yoy

| Location     | 1Q FY20 |       | 2Q FY20 |       | 3Q FY20 |       | 4Q FY20 |       | 1Q FY21 |       | 2Q FY21 |       |
|--------------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|
|              | RM 'm   | %     | RM 'm   | %     | RM 'm   | %     | RM 'm   | %     | RM 'm   | %     | RM 'm   | %     |
| NS           |         |       |         |       |         |       |         |       |         |       |         |       |
| BSS & Others | 199.4   | 83.6% | 212.1   | 77.6% | 237.8   | 88.2% | 450.9   | 97.3% | 151.9   | 97.8% | 205.1   | 80.7% |
| Johor        |         |       |         |       |         |       |         |       |         |       |         |       |
| BSI          | 39.1    | 16.4% | 16.7    | 6.1%  | 17.1    | 6.3%  | 15.2    | 3.3%  | 3.1     | 2.0%  | 36.2    | 14.3% |
| Others       |         |       |         |       |         |       |         |       |         |       |         |       |
| Chambers KL  | 0.0     | 0.0%  | 44.5    | 16.3% | 14.6    | 5.4%  | -2.9    | -0.6% | 0.3     | 0.0%  | 12.9    | 5.1%  |
| Total        | 238.5   | 100%  | 273.3   | 100%  | 269.4   | 100%  | 463.2   | 100%  | 155.3   | 100%  | 254.3   | 100%  |

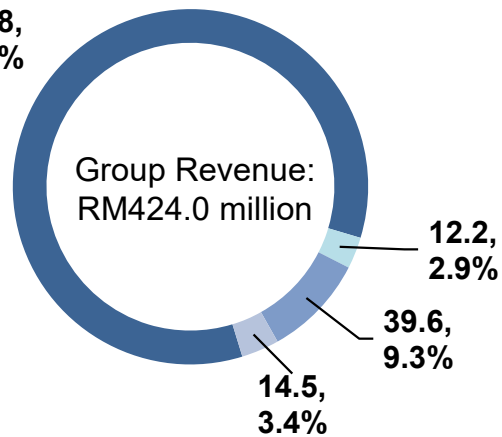
Revenue Segmentation (by project)



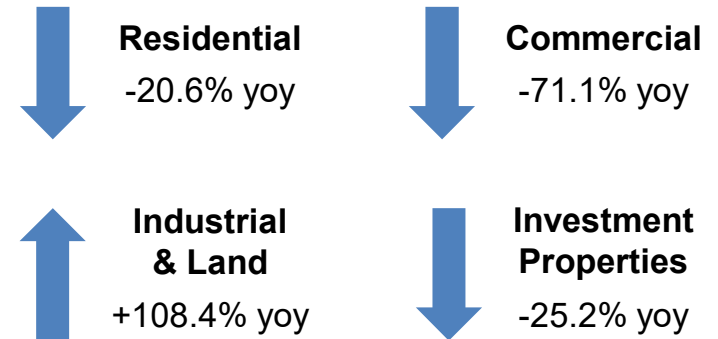
Revenue from all segments improving q-o-q on resumed activity...

RM 'm 1H21 Revenue Segmentation (by type)

357.8,  
84.4%



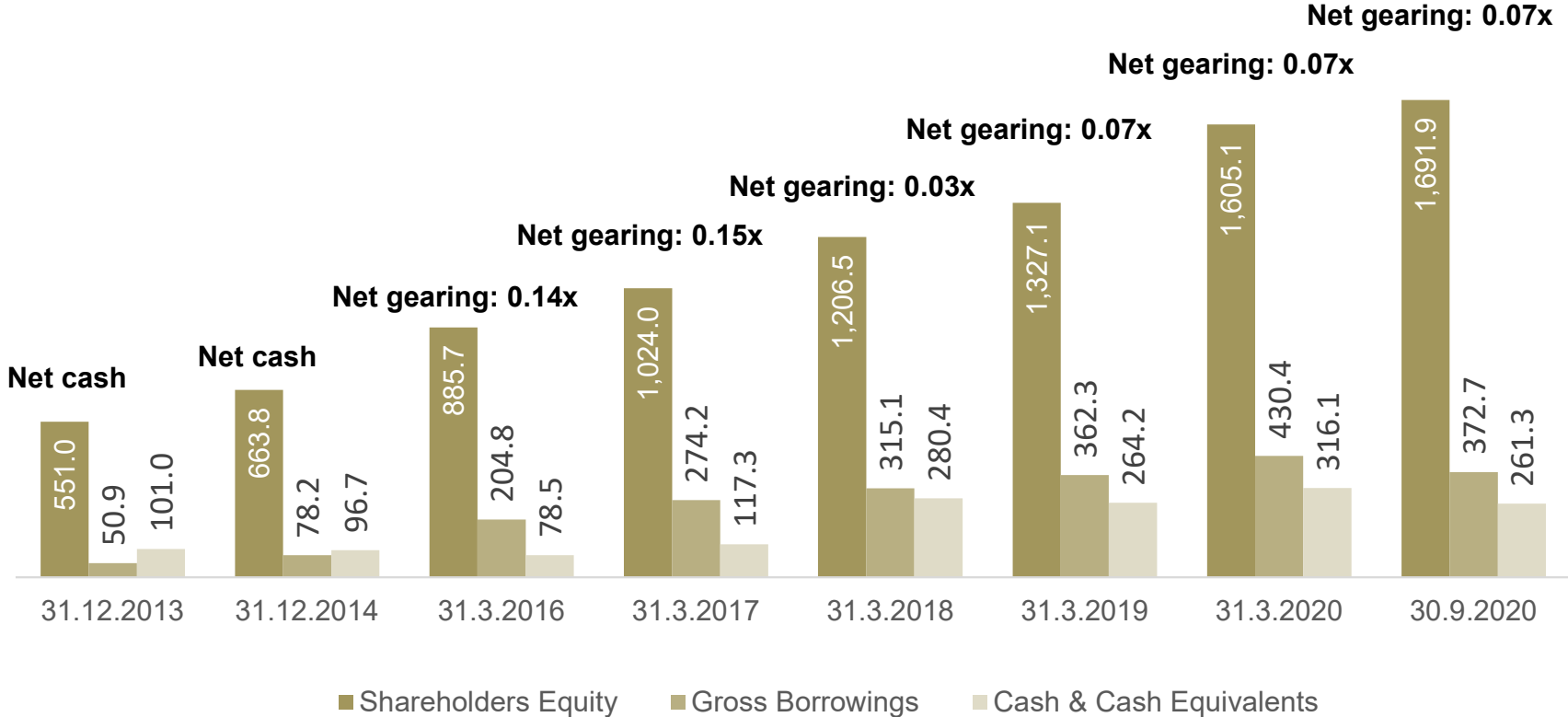
- Residential
- Commercial
- Industrial & Land
- Investment



| Type         | 1Q FY20      |             | 2Q FY20      |             | 3Q FY20      |             | 4Q FY20      |             | 1Q FY21      |             | 2Q FY21      |             |
|--------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|
|              | RM 'm        | %           | RM 'm        | %           | RM 'm        | %           | RM 'm        | %           | RM 'm        | %           | RM 'm        | %           |
| Residential  | 208.7        | 84%         | 242.0        | 86%         | 166.2        | 60%         | 458.7        | 97%         | 139.5        | 86%         | 218.3        | 83%         |
| Commercial   | 29.8         | 12%         | 12.3         | 4%          | 32.4         | 12%         | 4.6          | 1%          | 2.8          | 2%          | 9.3          | 4%          |
| Industrial   | 0.0          | 0%          | 19.0         | 7%          | 70.8         | 25%         | 0.0          | 0%          | 13.0         | 8%          | 26.7         | 10%         |
| Investment   | 9.9          | 4%          | 9.5          | 3%          | 9.5          | 3%          | 8.9          | 2%          | 6.7          | 4%          | 7.8          | 3%          |
| <b>Total</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> | <b>162.0</b> | <b>100%</b> | <b>262.0</b> | <b>100%</b> |

Revenue Segmentation (by type)

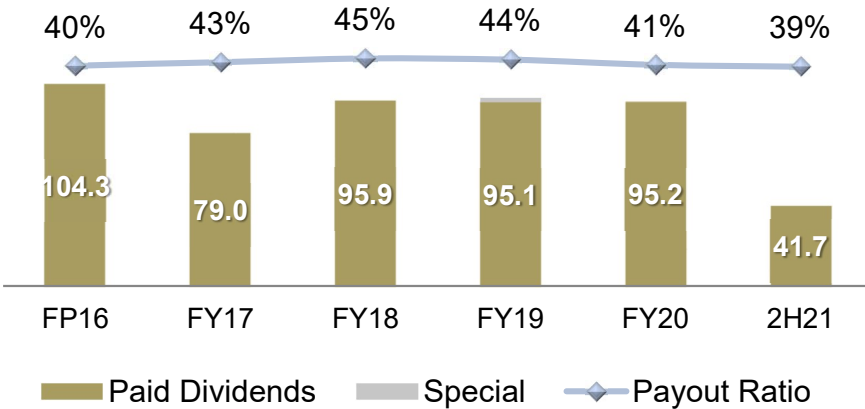
Minimal gearing and robust financial position...



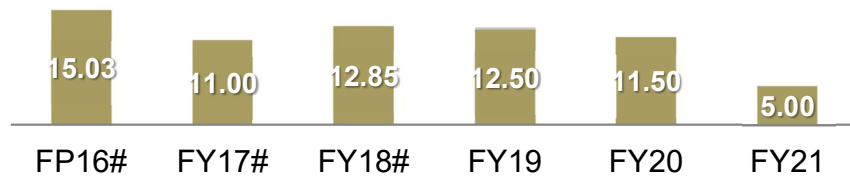
Declared 2<sup>nd</sup> interim dividend of 3.0 sen in respect of FY2021... 5.0 sen so far this year



### 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) |              |
|---------------------------------------|--------------------------|-------------|-------------------------|--------------|
|                                       | FY2020                   | FY2021      | FY2020                  | FY2021       |
| 1 <sup>st</sup> Interim (single tier) | 3.00                     | 2.00        | 24.68                   | 16.68        |
| 2 <sup>nd</sup> Interim (single tier) | 3.00                     | 3.00        | 24.68                   | 25.03        |
| 3 <sup>rd</sup> interim (single tier) | 3.00                     |             | 25.03                   |              |
| 4 <sup>th</sup> interim (single tier) | 2.50                     |             | 20.81                   |              |
| Special Dividend                      | 0.00                     |             | 0.00                    |              |
| <b>Total</b>                          | <b>11.50</b>             | <b>5.00</b> | <b>95.20</b>            | <b>41.71</b> |

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





# Pipeline Projects

## Targeting over RM1 billion worth of new launches in FY2021...



**Total targeted launches in  
FY2021:  
RM1,140.4m**



| Projects                                | No. of Units/Type                     | FY2021<br>GDV (RM 'm) |      |       |       | FY2022<br>GDV (RM 'm) |      |    |       |
|---|---------------------------------------|-----------------------|------|-------|-------|-----------------------|------|----|-------|
|   |                                       | 1Q                    | 2Q   | 3Q    | 4Q    | 1Q                    | 2Q   | 3Q | 4Q    |
| Hijayu Residence<br>(Phase 1: Parcel 1) | 183 units 2-storey terrace houses     | 130.0                 |      |       |       |                       |      |    |       |
| Hijayu Residence<br>(Phase 1: Parcel 2) | 183 units 2-storey terrace houses     |                       |      |       |       | 130.0                 |      |    |       |
| Hijayu Residence<br>(Phase 2)           | 210 units 2-storey terrace houses     |                       |      |       |       |                       |      |    | 159.0 |
| Hijayu Resort Villa<br>(Phase 1,2 & 3)  | 46 units 2-storey bungalows           |                       |      |       | 110.0 |                       |      |    |       |
| Laman Sendayan 1                        | 306 units 1 & 2 storey terrace houses |                       | 94.7 |       |       |                       |      |    |       |
| Laman Sendayan 2                        | 380 units 2-storey terrace houses     |                       |      | 149.4 |       |                       |      |    |       |
| Laman Sendayan 3                        | 250 units town houses                 |                       |      |       | 27.5  |                       |      |    |       |
| Nusari Bayu 2                           | 192 units 2-storey terrace houses     |                       |      |       | 95.7  |                       |      |    |       |
| Sendayan Metropark 3                    | 61 units 2-storey shop offices        |                       |      |       |       |                       | 78.0 |    |       |
| Tiara Sendayan 6<br>(Precint 6)         | 278 units 2-storey terrace houses     |                       |      | 137.3 |       |                       |      |    |       |
| Tiara Sendayan 7                        | 254 units 2-storey terrace houses     |                       |      |       | 129.2 |                       |      |    |       |
| Tiara Sendayan 6<br>(Precint 8)         | 246 units 2-storey terrace houses     | 128.5                 |      |       |       |                       |      |    |       |
| <b>Total</b>                            |                                       | <b>1002.2</b>         |      |       |       | <b>367.0</b>          |      |    |       |

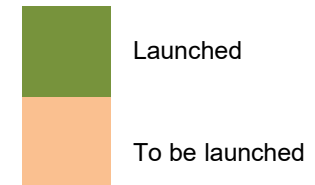
## Immediate Pipeline Launches (Bandar Sri Sendayan)

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

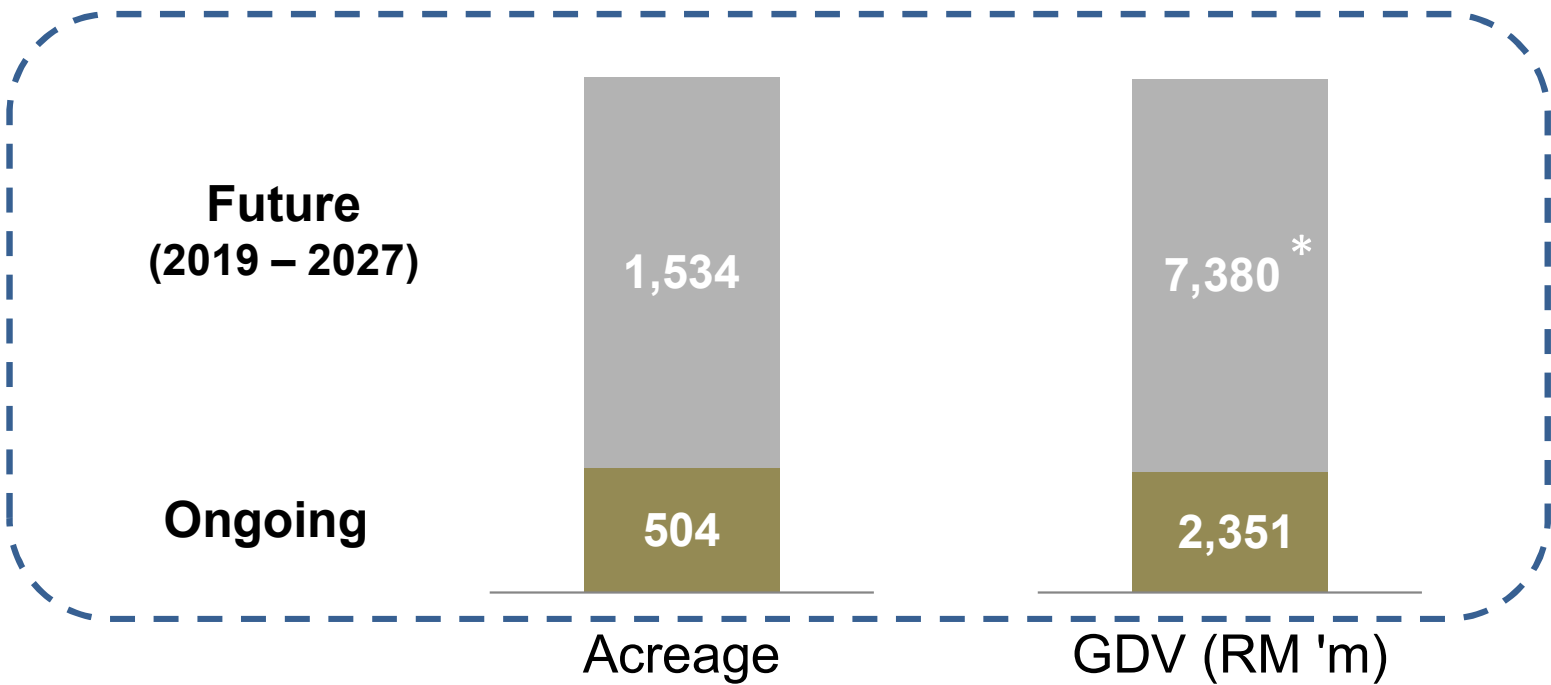


| Projects                         | No. of Units/Type                 | FY2021<br>GDV (RM 'm) |    |      |    | FY2022<br>GDV (RM 'm) |      |    |    |
|----------------------------------|-----------------------------------|-----------------------|----|------|----|-----------------------|------|----|----|
|                                  |                                   | 1Q                    | 2Q | 3Q   | 4Q | 1Q                    | 2Q   | 3Q | 4Q |
| <b><u>Bandar Seri Impian</u></b> |                                   |                       |    |      |    |                       |      |    |    |
| Impiana Bayu 3B 1                | 195 units 2 storey terrace houses |                       |    |      |    |                       | 93.6 |    |    |
| 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>                     |                                   | 138.2                 |    |      |    | 93.6                  |      |    |    |

**Total targeted launches in  
FY2021:  
RM1,140.4m**



Current and future projects worth more than RM10 billion to last until 2027...



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





**Investment Merits**

### Stock Information

|                                |            |
|--------------------------------|------------|
| Share Price @ 13 November 2020 | RM1.65     |
| Number of shares ( 'm)         | 834.2      |
| Market Cap @ 13 November 2020  | RM1,376.5m |
| PE Ratio (ttm)                 | 6.0x       |
| 12-month Trailing EV/EBITDA    | 4.3x       |
| Dividend Yield (FY2020)        | 7.0%       |

# Thank You

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Appendix

# Sendayan Developments set to expand further as Group continues to acquire 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>     | 1,677.4        | 5,713.1         |
| Ongoing <sup>2</sup>       | 485.8          | 1,902.7         |
| Future <sup>3,4</sup>      | 1,036.3        | 4,250.2         |
| <b>Total</b>               | <b>3,199.5</b> | <b>11,866.0</b> |
| <b>Bandar Seri Impian</b>  |                |                 |
| Completed                  | 530.7          | 1,363.5         |
| Ongoing                    | 14.0           | 100.3           |
| Future <sup>5</sup>        | 458.8          | 2,173.3         |
| <b>Total</b>               | <b>1,003.6</b> | <b>3,637.1</b>  |
| <b>Other Projects</b>      |                |                 |
| Completed                  | 1,272.0        | 1,579.9         |
| Ongoing <sup>6</sup>       | 4.0            | 347.7           |
| Future <sup>7,8</sup>      | 38.7           | 956.8           |
| <b>Total</b>               | <b>1,314.7</b> | <b>2,884.4</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), Laman Sendayan 2,3 & 4 (GDV: RM418.8m / 125.6ac), Tiara Sendayan 10-14 (GDV: RM271.5m/ 90.11ac), Nusari Bayu 2 (GDV: RM95.7m/ 23.1ac)

<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: RM322.7m / 1.0ac), 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)

## Development Overview

| 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           | 72%          | 140.0            | 29.4                     | 2019           | 2021       |
| Hijayu Aman P1                           | DST       | 25.8              | 251          | 96%          | 165.9            | 68.2                     | 2019           | 2021       |
| Hijayu Aman P2                           | DST       | 11.2              | 109          | 28%          | 74.2             | 6.0                      | 2019           | 2021       |
| Hijayu (Resort Homes) Phase 5            | DSST      | 18.3              | 175          | 62%          | 135.7            | 48.3                     | 2019           | 2021       |
| Hijayu (Residence) Phase 1 (Parcel 1)    | DST       | 15.3              | 183          | 28%          | 130.0            | 28.2                     | 2020           | 2022       |
| Laman Sendayan 1                         | SST/DST   | 38.4              | 306          | 99%          | 94.7             | 93.0                     | 2020           | 2022       |
| Ara Sendayan Phase 2 (Precinct 2)        | DSSD      | 13.1              | 46           | 67%          | 72.1             | 44.1                     | 2020           | 2022       |
| Ara Sendayan Phase 4 (Precinct 2A)       | DST       | 36.7              | 244          | 52%          | 191.2            | 47.1                     | 2018           | 2020       |
| Ara Sendayan Phase 5 (Precinct 3A1)      | DST       | 14.8              | 85           | 89%          | 64.5             | 29.2                     | 2019           | 2021       |
| Ara Sendayan Phase 6 (Precinct 3A2[1])   | DST       | 1.9               | 12           | 58%          | 9.2              | 3.2                      | 2019           | 2021       |
| Ara Sendayan Phase 7 (Precinct 3A2(2&3)) | DSST/DSSD | 7.9               | 57           | 84%          | 50.3             | 18.6                     | 2019           | 2021       |
| Tiara Sendayan 3 (Precinct 4)            | DST       | 33.5              | 363          | 100%         | 158.6            | 41.5                     | 2019           | 2020       |
| Tiara Sendayan 4 (Precinct 3)            | DST       | 35.7              | 428          | 99%          | 210.0            | 85.7                     | 2019           | 2021       |
| Tiara Sendayan 5 (Precinct 5)            | DST       | 31.8              | 243          | 100%         | 123.0            | 73.0                     | 2019           | 2021       |
| Tiara Sendayan 6 (Precinct 8)            | DST       | 21.2              | 246          | 97%          | 128.5            | 101.7                    | 2020           | 2022       |
| Tiara Biz                                | DSSH      | 9.6               | 51           | 78%          | 49.4             | 23.1                     | 2018/19        | 2020/21    |
| <b>Total</b>                             |           | <b>485.8</b>      | <b>2,854</b> | <b>83.0%</b> | <b>1902.7</b>    | <b>740.2<sup>1</sup></b> |                |            |

<sup>1</sup> Unbilled sales does not include completed projects of Hijayu 3 [Phase 1,2&3] (RM1.8m), Hijayu Resort Homes Phase 3 (RM4.2m), Hijayu Resort Homes Phase 4 (RM14.1m), Ara Sendayan 1A (RM1.5m), Ara Sendayan 1B (RM8.5m), Ara Sendayan 4 (RM5.6m), Metropark 2B (RM15.3m) and STV (RM31.3m), Hijayu Resort Home Phase 2 (RM1.6m), Tiara 1 (RM0.5m), Tiara 2 (RM1.0m) Ara Sendayan 3B (RM5.1m)



| Project                    | Type | Site Area (acres) | No. of units | Take-up rate | Est. GDV (RM 'm) | Unbilled Sales (RM 'm) | Commenced | Completion |
|----------------------------|------|-------------------|--------------|--------------|------------------|------------------------|-----------|------------|
| Impiana Bayu 3A            | DST  | 7.1               | 83           | 35%          | 50.4             | 8.6                    | 2019      | 2021       |
| Impiana Bayu 3B2 (Phase 1) | DST  | 6.9               | 111          | 81%          | 49.9             | 19.0                   | 2019      | 2021       |
| <b>Total</b>               |      | <b>14.0</b>       | <b>194</b>   | <b>61.3%</b> | <b>100.3</b>     | <b>27.6</b>            |           |            |

<sup>1</sup> Unbilled sales does not include completed projects of Impiana Damai 1 (RM2.3m), Impiana Casa 3A (RM0.9m), Impiana Casa 3B (RM0.6m) and Impiana Square 1 (RM4.1m)

| 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          | 79%          | 322.7            | 168.9                  | 2018      | 2022       |
| Lobak Commercial Centre (Phase 2) | DSSO | 3.0               | 14           | 79%          | 25.0             | 4.9                    | 2018      | 2020       |
| <b>Total</b>                      |      | <b>4.0</b>        | <b>527</b>   | <b>78.6%</b> | <b>347.7</b>     | <b>173.8</b>           |           |            |

<sup>1</sup> Unbilled sales does not include completed projects of Residensi SIGC – Phase 1 (RM25.1m) and Residensi SIGC Phase 1B (RM1.2m)

| 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 2) | DST                 | 15.3              | 183          | 130.0                    | 2021         | 2022       |
| Hijayu Residence (Phase 2)            | DST                 | 21.5              | 210          | 159.0                    | 2022         | 2023       |
| Sendayan Merchant Square 2            | DSSO<br>Comm Lot    | 40.0              | 244<br>4     | 365.6<br>67.8            | tba          | tba        |
| Sendayan Metropark 3                  | DSSO                | 5.1               | 61           | 78.0                     | 2021         | 2024       |
| Sub Centre @ Sendayan TechValley 1A   | Factory<br>Comm Lot | 6.1               | 32<br>1      | 28.0<br>3.0              | tba          | tba        |
| Sendayan Icon Park                    | Icon City           | 116.4             | 1            | Estimated more than RM6b | tba          | tba        |
| Nasuri Bayu 2                         | DST                 | 23.1              | 192          | 95.7                     | 2021         | 2022       |
| RMMK @ TBS                            | SST                 | 4.5               | 60           | 4.8                      | tba          | tba        |
| Sendayan Aman (RMMK)                  | SST                 | 26.5              | 182          | 14.5                     | tba          | tba        |
| Laman Sendayan 2                      | DST                 | 41.8              | 380          | 149.4                    | 2020         | 2022       |
| Laman Sendayan 3                      | Town House          | 19.6              | 250          | 27.5                     | 2021         | 2022       |
| Laman Sendayan 4                      | DST<br>SST Shop     | 64.2              | 540<br>20    | 230.9<br>11.3            | tba          | tba        |

*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 9                      | DST         | 8.6               | 90           | 46.6             | tba          | tba        |
| Tiara Sendayan 10-14                  | SST         | 90.1              | 423          | 105.8            | tba          | tba        |
|                                       | TH          |                   | 614          | 49.1             |              |            |
|                                       | DST         |                   | 212          | 116.6            |              |            |
| Ara Sendayan (Phase 7) Precint 3A2(2) | DSB         | 1.0               | 1            | 2.0              | tba          | tba        |
| Ara Sendayan (Phase 7) Precint 2B     | DSSD<br>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     | 237.0             | 1907         | 830.0            | tba          | tba        |
|                                       | DSSO/Retail |                   | 26           | 20.0             |              |            |
| <b>Total</b>                          |             | <b>1036.2</b>     | <b>8,269</b> | <b>4,250.2</b>   |              |            |

| 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 |            |
|                               | 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   | Units Unsold | Estimated Value (RM'm) | Completion |
|--|------|--------------|--------------|--------------|------------------------|------------|
| Hijayu 3 (Phase 1-4)                       | DST  | 394          | 390          | 4            | 3.9                    | Jun-18     |
| Hijayu (Resort Homes)<br>Phase 4 (SL2&SL3) | DST  | 232          | 230          | 2            | 1.5                    | Feb-20     |
| Residensi SIGC                             | DST  | 70           | 69           | 1            | 2.7                    | Sep-18     |
|  | DSSD | 38           | 37           | 1            |                        |            |
|  | DSB  | 17           | 17           | 0            |                        |            |
| Residensi SIGC 1B                          | DST  | 78           | 36           | 42           | 32.9                   | Sep-20     |
| Sendayan Metropark 2B                      | DSSO | 71           | 69           | 2            | 6.0                    | Mar-19     |
| Suriaman 2 (FNA Suriaman 2C)               | DSSO | 253          | 252          | 1            | 1.0                    | Feb-19     |
| Ara Sendayan (Phase 1B)<br>Precint 1       | DST  | 195          | 184          | 11           | 10.3                   | Sep-19     |
| Ara Sendayan (Phase 3)<br>Precint 3B       | DST  | 168          | 164          | 4            | 3.3                    | May-20     |
| Ara Sendayan (Phase 2)<br>Precint 4        | DST  | 193          | 192          | 1            | 0.9                    | May-20     |
| Impiana Casa 3A                            | DST  | 138          | 136          | 2            | 1.1                    | Dec-19     |
| Impiana Square (Phase 1)                   | DSSO | 113          | 69           | 44           | 47.2                   | Aug-20     |
| <b>Total</b>                               |      | <b>1,960</b> | <b>1,845</b> | <b>115</b>   | <b>110.7</b>           |            |




  
**Bandar Sri Sendayan**
  
*Seremban*
  
*The self-sustaining city*

