

MATRIX CONCEPTS HOLDINGS BERHAD (414615-U)

Wisma Matrix, No. 57, Jalan Tun Dr. Ismail, 70200, Seremban, Negeri Sembilan Darul Khusus  
T: +606-764 2688 F: +606-764 6288 | Web: [www.mchb.com.my](http://www.mchb.com.my) IR Site: [www.mchb.com.my/investor-relations](http://www.mchb.com.my/investor-relations)

Bloomberg: MCH:MK  
Reuters: MATR.KL



BUSINESS OVERVIEW

Matrix Concepts Holdings Berhad (Matrix Concepts), established in 1996, is a reputable property developer in Negeri Sembilan. The Group has built a strong track record in developing residential, commercial, and industrial properties in Negeri Sembilan (NS) and Johor. To date, the Group has completed projects worth RM9.0b Gross Development Value (GDV) on approximately 3,550 acres of land. The Group currently is undertaking the development of two flagship township projects, **Sendayan Developments** in Seremban, NS, and **Bandar Seri Impian (BSI)** in Kluang, Johor. It is also developing **Sendayan TechValley (STV)** within Sendayan Developments, an industrial cluster highly promoted by the NS State Government and Malaysian Investment Development Authority (MIDA) to local and foreign investors.

SENDAYAN DEVELOPMENTS @ Seremban, NS

Mixed developments of residential, commercial, & industrial properties

Key information on Sendayan Developments:

- Total acreage:** 3,199.5 acres
- Total GDV:** RM11.9b est.
- Completed:** RM6,045.2m
- Ongoing:** RM1,851.0m
- Unbilled sales:** RM735.9m (inc. STV)
- Completion:** end-2030 est.
- Location stats:**
  - To KL:** 70km, **KLIA:** 22km

Sendayan Developments Masterplan



Key information on STV (part of Sendayan Developments):

- Total land:** 768.9 acres/166 lots
- Sold:** 758.1 acres/163 lots
- Completed end-2013**

Foreign Direct Investors to date:

- Hino Motor, Messier-Buggati-Dowty, Keen Point, TMC Metal, Akashi-Kikai, Daihatsu Motors, MBM Resources, Meditop Corp, Nippon Kayaku, Weir Group, Schmidt + Clemens Group, Hubei Dijian Construction Group, Fibertex Personal Care, Shimadzu Corporation, Perodua & Daihatsu



BANDAR SERI IMPIAN @ Kluang, Johor

Residential & commercial projects

Key information on BSI:

- Total acreage:** 1,003.6 acres
- Total GDV:** RM3.6b est.
- Completed:** RM1,363.5m
- Ongoing:** RM239.9m
- Unbilled sales:** RM53.0m
- Completion:** 2026 est.
- Easily accessible via numerous highways, e.g. Jln Kluang-Bandar Tenggara and proposed Kluang – Pasir Gudang Expressway



2Q21 OPERATIONS REVIEW

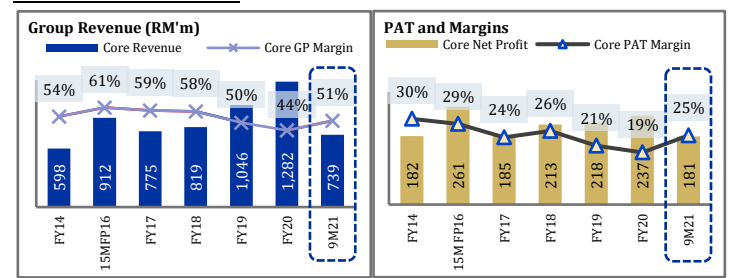
Location	Start GDV (RM 'm)	Completed Projects (RM 'm)	New Projects (RM 'm)	GDV Adjustment	End GDV (RM 'm)	Current Take-up (%)	Unbilled sales (RM 'm)
Sendayan Developments	1,762.6	332.1	280.4	-	1,710.9	73.4	683.9
STV	140.0	-	-	-	140.0	81.4*	52.0
BSI	100.3	-	139.6	-	239.9	38.4	53.0
Others	347.7	25.0	2.8	-	325.5	80.2	174.1
<b>Total</b>	<b>2,350.6</b>	<b>357.1</b>	<b>422.8</b>	<b>-</b>	<b>2,416.3</b>	<b>72.6</b>	<b>963.0</b>

\*Average take up rate for completed and ready for sale STV2 (GDV: RM559.2m) and in-progress STV3 (GDV: RM140m)

COMPETITIVE ADVANTAGES & KEY STRENGTHS

<p><b>Established Track Record</b></p> <ul style="list-style-type: none"> <li>&gt;20 years experience; incl. developing integrated township</li> <li>Ability to launch new projects at higher prices</li> <li>Experience in Joint Venture projects with State Governments</li> </ul>	<p><b>High Quality &amp; Diverse Product Mix</b></p> <ul style="list-style-type: none"> <li>Demonstrated in high take-up rates</li> <li>Diverse product portfolio to mitigate risk</li> </ul>	<p><b>Strategic Location</b></p> <ul style="list-style-type: none"> <li>Sendayan Developments has high accessibility to key locations</li> <li>Bandar Seri Impian strategically located in Kluang</li> </ul>	<p><b>Sustainable &amp; High-Impact Developments</b></p> <ul style="list-style-type: none"> <li>Sendayan Developments to benefit from high-impact Government and industrial developments</li> <li>Ongoing and future projects GDV of approx RM9.4b</li> </ul>	<p><b>Experienced Management Team</b></p> <ul style="list-style-type: none"> <li>Founder has &gt;30 years of experience in the sector</li> <li>Supported by competent management team</li> <li>Ability to market and complete projects on time</li> </ul>
--	---	--	---	---

FINANCIAL PERFORMANCE



3Q21 to 31.12.20	3Q20 to 31.12.19	Change	RM 'm	9M21 to 31.12.20	9M20 to 31.12.19	Change
315.4	279.0	13.1%	<b>Revenue</b>	739.4	810.2	(8.7%)
149.2	155.8	(4.2%)	<b>Gross Profit</b>	377.7	420.7	(10.2%)
47.3%	55.8%	(8.5 pt)	<b>Gross Profit margin</b>	51.1%	51.9%	(0.8 pt)
95.8	92.8	3.3%	<b>EBITDA</b>	244.9	248.4	(1.4%)
30.4%	33.3%	(2.9 pt)	<b>EBITDA margin</b>	33.1%	30.7%	2.5 pt
94.5	91.4	3.5%	<b>PBT</b>	239.8	243.9	(1.7%)
30.0%	32.7%	(2.8 pt)	<b>PBT margin</b>	32.4%	30.1%	2.3 pt
75.3	65.3	15.3%	<b>PATMI</b>	181.5	178.7	1.5%
23.9%	23.4%	0.5 pt	<b>Net margin</b>	24.5%	22.1%	2.5 pt
9.0	7.9	13.7%	<b>Basic EPS (sen)</b>	21.8	22.5	(3.2%)

Matrix Concepts' 9M21 revenue declined 8.7% to RM739.4m (9M20: RM810.2m) due to halt in operations during 1Q21 in line with the Movement Control Order period from March to May 2020. 3Q21 net profit rose 15.3% to RM75.3m (3Q20: RM65.3m) on increased revenue recognition from property development and expedited construction progress, also supported by contained administrative and general expenses, contributions from its joint venture company in Indonesia, and adjustment in tax provision.

Matrix Concepts declared a 3rd interim single-tier dividend of 3.00 sen/share with ex-date on 25 March 2021, payable on 8 April 2021. Estimated dividend payout for 9M21 amounts to RM66.7 million.

IMMEDIATE PIPELINE LAUNCHES (GDV RM'm)

Projects	No. of Units/Type	FY2021 GDV (RM 'm)			
		1Q	2Q	3Q	4Q
<b>Sendayan Development</b>					
Hijayu Residence (Phase 1: Parcel 1)	183 units 2-storey terrace houses	130.0			
Laman Sendayan 1	306 units 1 & 2 storey terrace houses		94.7		
Laman Sendayan 2	380 units 2-storey terrace houses			138.6	
Laman Sendayan 3	250 units town houses				27.5
Nusari Bayu 2	192 units 2-storey terrace houses				95.7
Tiara Sendayan 7 (Precint 6)	278 units 2-storey terrace houses			141.8	
Tiara Sendayan 7	254 units 2-storey terrace houses				129.2
Tiara Sendayan 6 (Precint 8)	246 units 2-storey terrace houses	128.5			
<b>Bandar Seri Impian</b>					
Impiana Bayu 3B2 (Phase 2)	110 units 2-storey terrace houses			54.6	
Impiana Damai 2A	124 units 2-storey terrace houses			85.0	
<b>Total</b>		<b>1025.5</b>			

GROWTH STRATEGIES

- To undertake landbanking at strategic timing**
  - To actively seek landbanking opportunities at strategic areas
  - Exploring potential lands to duplicate similar success
- To continue promoting Seremban as part of the Greater Klang Valley**
  - Leverage on high price differential between KL & Sendayan Developments prices
  - Emphasising connectivity with various highways
- To further enhance vibrancy of Sendayan Developments**
  - Commercial activities to thrive in township
  - Job creation via high-impact industries investing in STV
  - Top-notch education facilities and curriculum, as well as country club and other leisure amenities to attract families

INVESTMENT MERITS

- An investment proxy to the growth proposition of Seremban as a satellite city within the Greater Klang Valley
- Future earnings to be sustained till 2030 with more than RM6.9b<sup>1</sup> GDV of future launches; unbilled sales as at 31 December 2020: RM963.0m
- Strong balance sheet with minimal gearing – capable of undertaking landbanking
- Consistently paid dividends since listing; 9M21 payout represents 36.8% of net profit<sup>1</sup> Does not include potential GDV for Sendayan Icon Park (estimated more than RM6 billion)

INVESTMENT METRICS

Based on price (24.2.21): RM1.75, No. of Shares: 834.2 shares

<b>Market Capitalisation</b>	RM1,459.9m
<b>Trailing PE Ratio</b>	6.3x
<b>Trailing EV/EBITDA</b>	4.4x
<b>FY21 Dividend Yield</b>	6.6%

For more information, please contact:

Terence Loo T: 03-2711 1391/ 012-629 5618  
Louis Tan T: 06-7642 688/ 017-336 1595  
Fadzli Suhaimi T: 06-7642 688/ 012-208 0090

E: [terence@aquilas.com.my](mailto:terence@aquilas.com.my)  
E: [louistan@mchb.com.my](mailto:louistan@mchb.com.my)  
E: [mohdfadzli@mchb.com.my](mailto:mohdfadzli@mchb.com.my)

IR Adviser



February 2021  
Main Market, Bursa Malaysia  
MATRIX CONCEPTS HOLDINGS BERHAD  
AQUILAS ADVISORY