

# FY2021 Results Presentation

May 2021



Stock Code

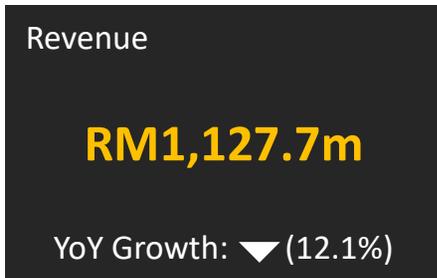
Bloomberg MCH MK  
Reuters MATR KL

IR Adviser

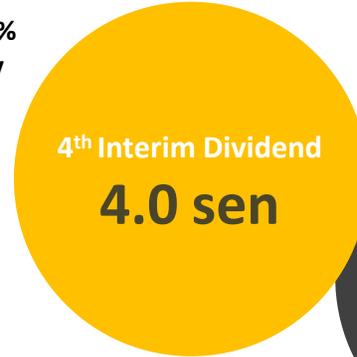
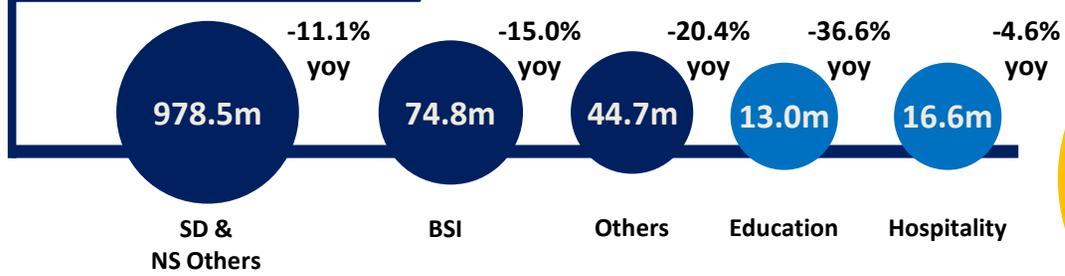


# FY2021 highlights

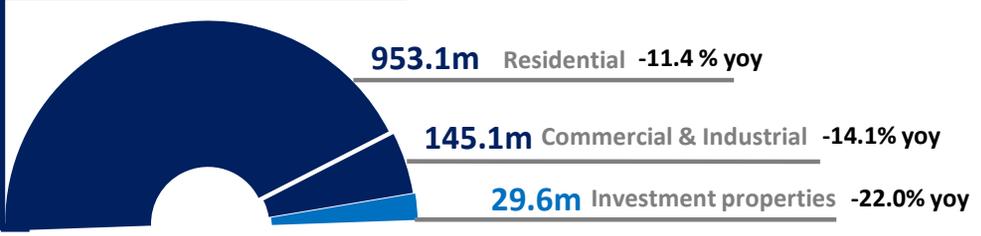
as at 31 March 2021



Revenue by SEGMENTS (RM)



Revenue by TYPE (RM)



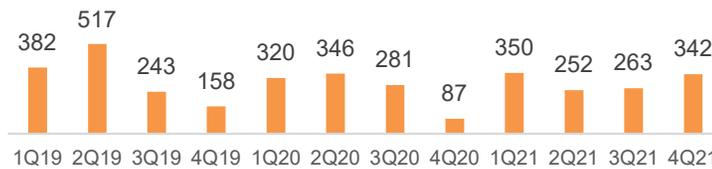
- Property Development
- Investment

# Operations Review

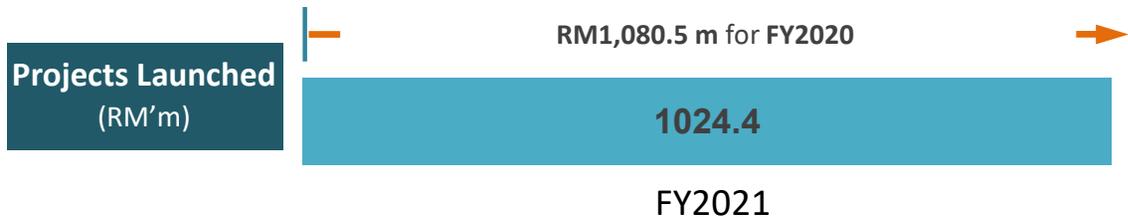
as at 31 March 2021



**RM1.2 billion**  
worth of properties sold in FY21



**RM2.3 billion**  
in ONGOING GDV



**78.1%**

AVERAGE TAKE-UP RATE

PIPELINE LAUNCHES (RM)



FY2022

More than  
**RM15.1 billion**  
worth of projects lasting till 2027

**RM1.0 billion**  
of UNBILLED SALES



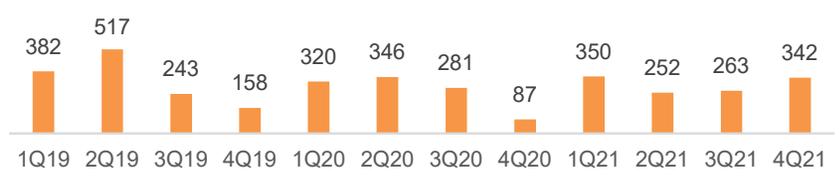
# FY2021 Operations Review

Sendayan Developments - Actual Photo

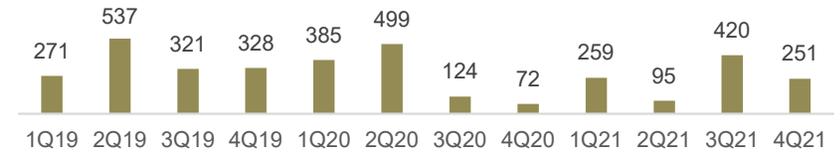
Sales performance remains robust despite MCO; Matrix Concepts' Developments continue to garner demand...



**Total Value of Properties Sold\***  
**FY2021: RM1,207.5m**  
**FY2020: RM1,035.0m**

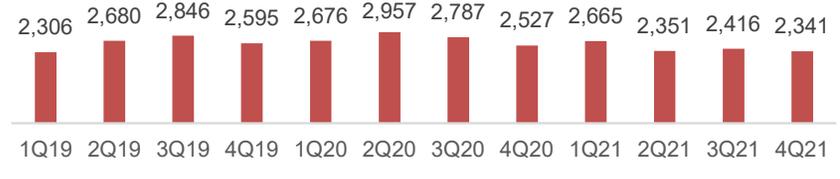


**Projects Launched #**  
**FY2021: RM1,024.4m**  
**FY2020: RM1,080.5m**

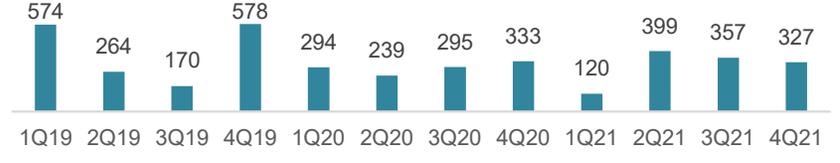


**Unbilled Sales #**  
**RM1,019.3m as at 31.3.21**  
**(RM1,022.4m as at 31.3.20)**

**Ongoing GDV (under construction) #**  
**RM2,340.6m as at 31.3.21**  
**(RM2,526.6m as at 31.3.20)**



**Projects Completed^**  
**FY2021: RM1,202.8m**  
**FY2020: RM1,160.9m**



**Average Take-up (units) (excl. STV) #**  
**78.1%**  
**As at 31.3.21**

\*Including sales of industrial property at Sendayan TechValley  
 # Does not include value for Australia projects  
 ^Includes STV3

## Sendayan properties' sales in FY2021 outperform FY2020 records despite MCO...



### Sendayan Developments – Residential and Commercial Properties

- Total launches of RM884.8m in FY2021 (FY2020 RM839.2m)
- New sales of RM941.5m in FY2021 (FY2020: RM807.5m)
- Average take-up rate of 79.2% for ongoing projects
- Unbilled sales stood at RM745.3m as at 31 March 2021

RM 'm	FY20				FY21			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Start-Quarter GDV	1,851.0	2,037.5	2,166.5	2,015.9	1,755.1	1,893.9	1,762.6	1,710.9
Less Completed Projects	183.7	178.7	226.0	333.0	119.9	226.0	332.1	326.9
Add New Launches	384.1	308.8	74.2	72.1	258.5	94.7	280.4	251.2
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	1,710.9	1,635.2
New Sales	256.7	256.6	214.0	80.3	279.2	193.1	196.5	272.7
Total Take-up	1,415.3	1,508.3	1,501.7	1,249.3	1,399.7	1,360.8	1,256.4	1,295.1
Take-up Rate	69.5%	69.6%	74.5%	71.2%	73.9%	77.2%	73.4%	79.2%
Unbilled Sales	897.5	875.1	862.8	710.1	831.0	770.1	683.9	745.3

### 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
Laman Sendayan 2 (Precinct 2)	SST	160	48.4
	DST	220	90.2
Tiara Sendayan 7 (Precinct 6)	DST	278	141.8
Tiara Sendayan 8 (Precinct 7)	DST	254	135.3
Nusari Bayu 2	DST	192	115.9

### Projects Update: Bandar Sri Sendayan (as at 31 March 2021)

# STV records RM91.5 million new sales in FY21...

## Bandar Sri Sendayan – Industrial Properties

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



- RM91.5m worth of industrial properties in STV sold in FY21 (FY20: RM125.5m), totalling 51.4 acres

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	91.7%	140.0	13.1	Completed & Ready for Sale
<b>Total</b>		<b>505.6</b>	<b>113</b>	<b>85.0%</b>	<b>699.2</b>	<b>35.7</b>	

- Unbilled sales (STV1,2,3): RM44.9m

### Project Information

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

### Occupants at STV (selected)



## Projects Update: STV (as at 31 March 2021)

## BSI properties register higher new sales in FY2021 at RM94.7 million...

### Bandar Seri Impian – Residential and Commercial Properties

- Recorded new sales of RM94.7m in FY2021 (FY2020: RM57.6m)
- Average take-up rate of 51.5% for four ongoing projects
- Unbilled sales stood at RM65.6m as at 31 March 2021

RM 'm	FY20				FY21			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Start-Quarter GDV	345.5	239.4	229.6	210.5	210.5	210.5	100.3	239.9
Less Completed Projects	110.3	60.1	69.1	-	-	110.2	-	-
Add New Launches	-	50.4	49.9	-	-	-	139.6	-
Add GDV Adjustment	4.2	-	-	-	-	-	-	-
End-Quarter GDV	239.4	229.6	210.5	210.5	210.5	100.3	239.9	239.9
New Sales	5.2	11.5	33.0	8.0	15.0	12.2	35.8	31.8
Total Take-up	175.5	125.8	91.5	93.4	106.1	55.8	92.1	123.5
Take-up Rate	73.3%	54.8%	43.5%	44.4%	50.4%	55.6%	38.4%	51.5%
Unbilled Sales	61.2	46.1	64.8	50.2	47.9	35.6	53.0	65.6



### Projects Update: Bandar Seri Impian (as at 31 March 2021)



## 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 80.7%; unbilled sales of RM132.1m as at 31 March 2021



#### Development Info

Project Name	Type	Units	GDV (RM 'm)
Chambers KL	Service Apartment	509	322.7
	Commercial Lots	4	

Matrix Concepts continues enhancing development portfolio with niche properties...



### 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): 96.2%
- Phase 2 Take-up (Completed 2020): 97.6%
- Unbilled sales (Phase 1&2) as at 31 March 2021: RM26.1m



#### 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 and M.Greenvale 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 early-2022
- Achieved take up rate of 100% as at 31 March 2021



### 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 (first phase)

- GDV of USD500m (est. RM2.0b)
- 3.5 hectares land size
- Piling works at Menara Syariah completed; the project is expected to complete in end-2022
- Construction works were delayed due to COVID-19; works resumed in late-2020



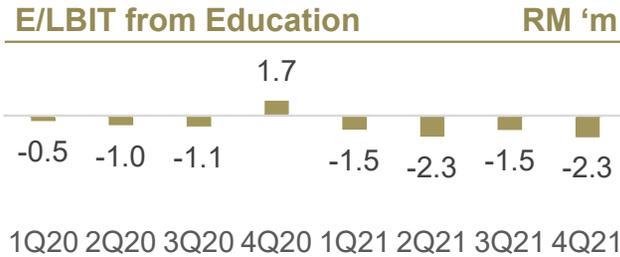
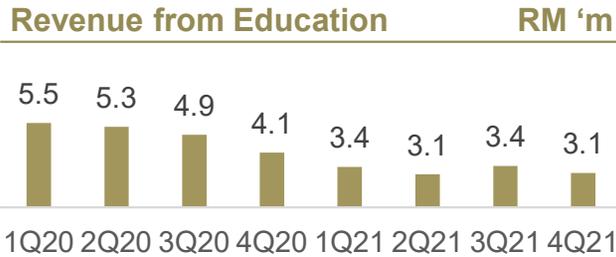
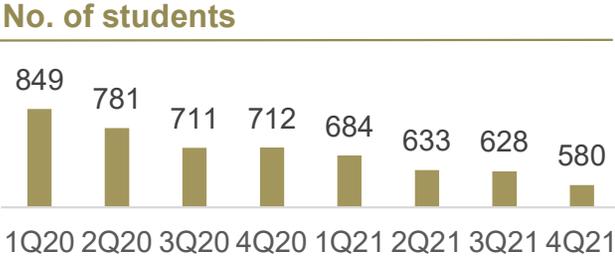
Education centres nationwide faced mandatory closure due to COVID-19 for students' safety and well-being...



**Matrix Global Schools**

- 580 students enrolled as at 31 March 2021  
 Number of students:
  - **Matrix International School:** 225 students
  - **Matrix Private School:** 288 students
  - **Matrix Preschool:** 67 students

- FY2021 recorded loss before interest and tax (LBIT) of RM 7.6 million (FY2020: LBIT of RM3.4 million), due to nationwide closures of education centres in light of COVID-19 during MCO



**Investment Properties (as at 31 March 2021)**

## Stable earnings contribution from hospitality segment...

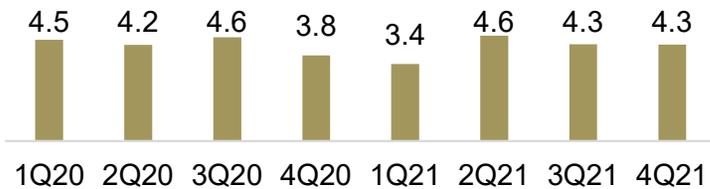
### d'Tempat Country Club

- Recognized as a leading lifestyle and entertainment venue in Seremban
- Event/banquet hall bookings have been slowed down due to MCO
- Revenue generated from continued membership payments

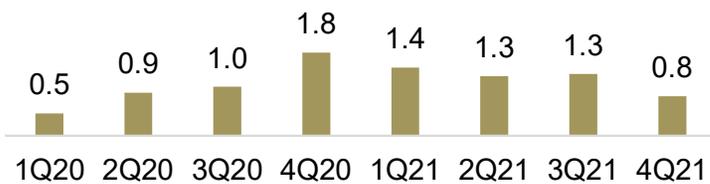
### d'Sora Boutique Business Hotel

- 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 44.3% in 4Q21

#### Revenue from Hospitality RM 'm



#### EBIT from Hospitality RM 'm



## Investment Properties (as at 31 March 2021)



# FY2021 Financial Highlights

*Resort Homes - Actual Photo*

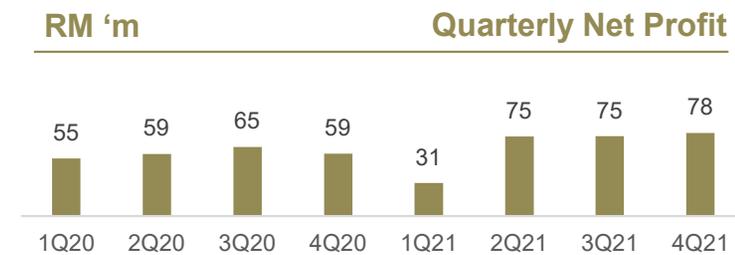
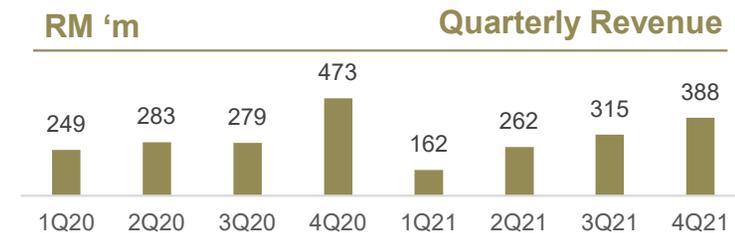


Matrix Concepts records highest quarterly net profit in 4Q21 at RM78.5m; demand for Sendayan properties remain robust with strong sales performance from social media and virtual platform adoption...

### Financial Highlights

- 4Q21 net profit recorded 41.2% higher at RM78.5 million on improved gross profit margin, as well as lower marketing cost and adjustment in tax provisions
- The Group registered lower revenue in FY2021, due to halt in operations during 1Q21 in line with the Movement Control Order period from March to May 2020
- FY2021 margins uplifted due to better operation cost management and adopting online and virtual platforms, enhancing sales and marketing tactics with lower cost

4Q21 to 31.3.21	4Q20 to 31.3.20	Change	RM 'm	FY21 to 31.3.21	FY20 to 31.3.20	Change
388.2	472.1	(17.8%)	<b>Revenue</b>	1,127.7	1,283.4	(12.1%)
205.7	169.3	21.5%	<b>Gross Profit</b>	583.4	568.1	2.7%
53.0%	35.9%	17.1 pt	<i>Gross Profit margin</i>	51.7%	44.3%	7.5 pt
123.2	98.5	25.1%	<b>EBITDA</b>	367.3	350.6	4.8%
31.7%	20.9%	10.9 pt	<i>EBITDA margin</i>	32.6%	27.3%	5.3 pt
95.2	95.2	(0.0%)	<b>PBT</b>	335.1	337.6	(0.8%)
24.5%	20.2%	4.4 pt	<i>PBT margin</i>	29.7%	26.3%	3.4 pt
78.5	55.6	41.2%	<b>PATMI</b>	259.9	237.4	9.5%
20.2%	11.8%	8.4 pt	<i>Net margin</i>	23.0%	18.5%	4.6 pt
9.4	6.7	39.7%	<b>Basic EPS (sen)</b>	31.2	29.6	5.4%

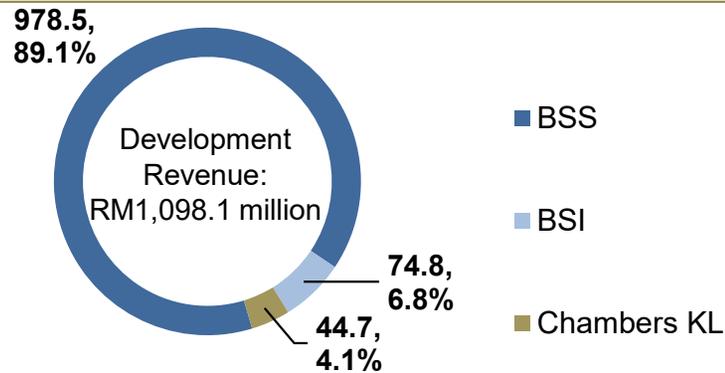


## Income Statement



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

RM 'm FY2021 Revenue Segmentation (by project development)



Bandar Sri Sendayan & Others  
-11.1% yoy

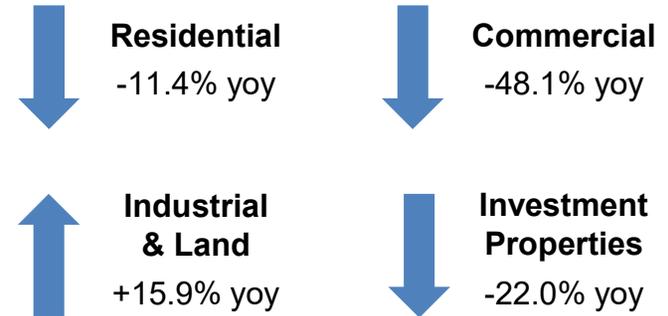
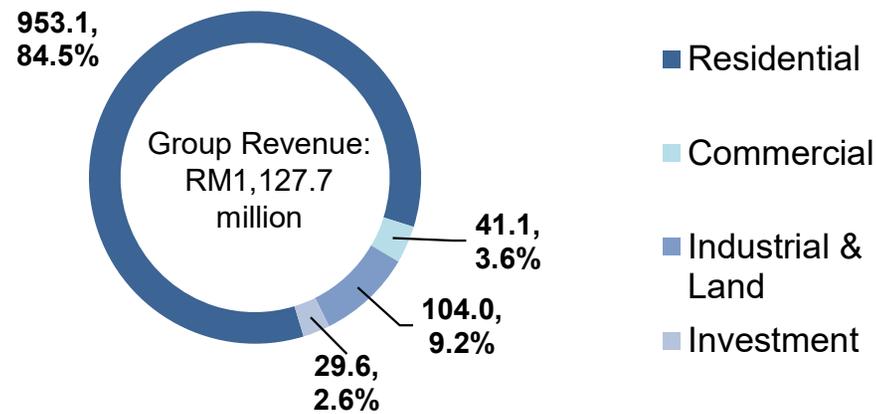
Bandar Seri Impian  
-15.0% yoy

Location	1Q FY20		2Q FY20		3Q FY20		4Q FY20		1Q FY21		2Q FY21		3Q FY21		4Q FY21	
	RM 'm	%	RM 'm	%	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%	245.9	79.9%	375.7	98.6%
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%	21.7	7.1%	13.8	3.6%
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%	40.1	13.0%	-8.6	-2.3%
Total	238.5	100%	273.3	100%	269.4	100%	463.2	100%	155.3	100%	254.3	100%	307.7	100%	380.9	100%

Revenue Segmentation (by project)

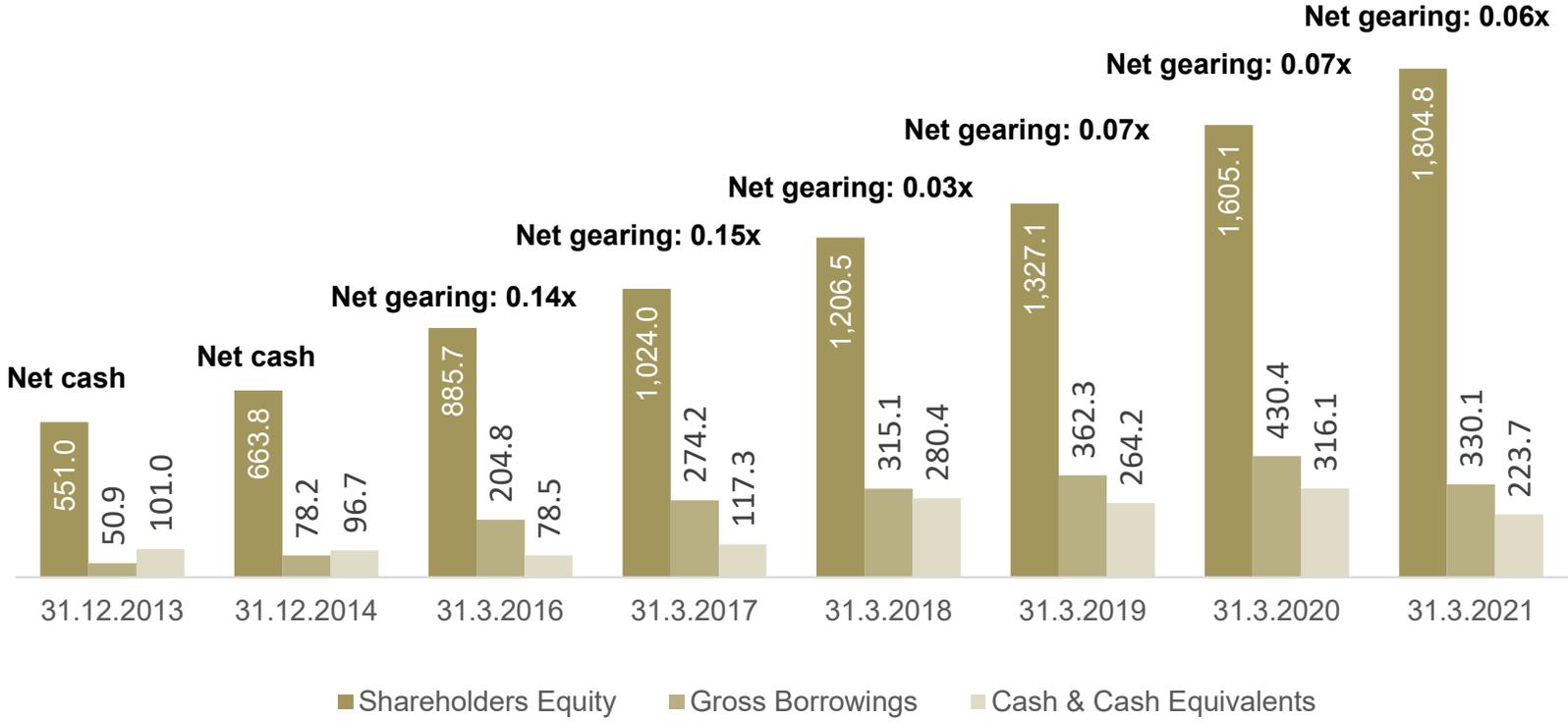
Revenue from property development resumes growth at pre-pandemic levels...

RM 'm FY2021 Revenue Segmentation (by type)



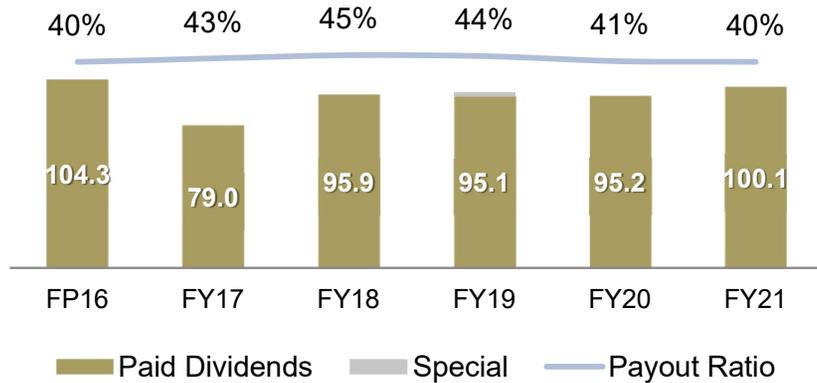
Type	1Q FY20		2Q FY20		3Q FY20		4Q FY20		1Q FY21		2Q FY21		3Q FY21		4Q FY21	
	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%	RM 'm	%
Residential	208.7	84%	242.0	86%	166.2	60%	458.7	97%	139.5	86%	218.3	83%	255.3	81%	340.0	88%
Commercial	29.8	12%	12.3	4%	32.4	12%	4.6	1%	2.8	2%	9.3	4%	21.3	7%	7.6	2%
Industrial	0.0	0%	19.0	7%	70.8	25%	0.0	0%	13.0	8%	26.7	10%	31.1	10%	33.3	9%
Investment	9.9	4%	9.5	3%	9.5	3%	8.9	2%	6.7	4%	7.8	3%	7.7	2%	7.4	2%
<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>	<b>315.4</b>	<b>100%</b>	<b>388.3</b>	<b>100%</b>

Revenue Segmentation (by type)

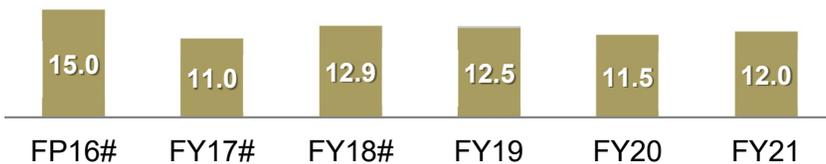


Declared 4<sup>th</sup> interim dividend of 4.0 sen in respect of FY2021... total dividend per share at 12.0 sen

### 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	3.00	25.03	25.03
4 <sup>th</sup> interim (single tier)	2.50	4.00	20.81	33.37
Special Dividend	0.00		0.00	
<b>Total</b>	<b>11.50</b>	<b>12.00</b>	<b>95.20</b>	<b>100.11</b>

**Dividend policy to distribute  
40% of profit after tax**



# Pipeline Projects

Targeting approx. RM1.6 billion worth of new launches in FY2022...

Projects	No. of Units/Type	FY2021 GDV (RM 'm)				FY2022 GDV (RM 'm)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Hijayu Residence (Phase 1: Parcel 1)	183 units 2-storey terrace houses	130.0							
Hijayu Residence (Phase 1: Parcel 2)	183 units 2-storey terrace houses							133.6	
Hijayu (Resort Villa) 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			138.6					
Laman Sendayan 3	250 units town houses						27.5		
Laman Sendayan 4	540 units 2-storey terrace houses 20 units single storey shop					122.9	142.7		
Nusari Bayu 2	192 units 2-storey terrace houses				115.9				
Tiara Sendayan 6 (Precinct 8)	246 units 2-storey terrace houses	128.5							
Tiara Sendayan 7 (Precinct 6)	278 units 2-storey terrace houses			141.8					
Tiara Sendayan 8 (Precinct 7)	254 units 2-storey terrace houses				135.3				

**Total targeted launches in  
FY2022:  
RM1,643.3m**

 Launched  
 To be launched

*continued on next page*

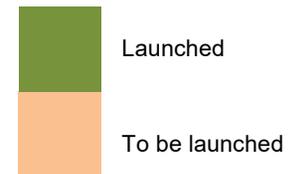
## Immediate Pipeline Launches (Bandar Sri Sendayan)

Targeting approx. RM1.6 billion worth of new launches in FY2022...



Projects	No. of Units/Type	FY2021 GDV (RM 'm)				FY2022 GDV (RM 'm)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Tiara Sendayan 9	90 units 2-storey terrace houses						48.4		
Tiara Sendayan 11	266 units towh houses								22.0
Tiara Sendayan 12	120 units town houses						9.94		
Tiara Sendayan 13	476 units 1 & 2 storey terrace houses							129.6	
Bayu Sutera 1 (Precint 2B)	325 units of residential houses						175.6		
Bayu Sutera 2 (Precint 2A)	255 units of residential houses							131.7	
<b>Total</b>		<b>884.8</b>				<b>1053.9</b>			

**Total targeted launches in  
FY2022:  
RM1,643.3m**



Immediate Pipeline Launches (Bandar Sri Sendayan)

Second Klang Valley project in Cheras worth RM375.0 million in GDV to launch in FY2022...



Projects	No. of Units/Type	FY2021 GDV (RM 'm)				FY2022 GDV (RM 'm)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Bandar Seri Impian</b>									
Impiana Bayu 3B 1	195 units 2 storey terrace houses						93.6		
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>Other</b>									
STV Biz 1 & 2	18 units Semi-D factory					42.9			
Taman Anggerik Tenggara	240 units 2-storey terrace houses							77.9	
Cheras Land	1 service apartment								375.0
<b>Total</b>				<b>139.6</b>			<b>589.4</b>		

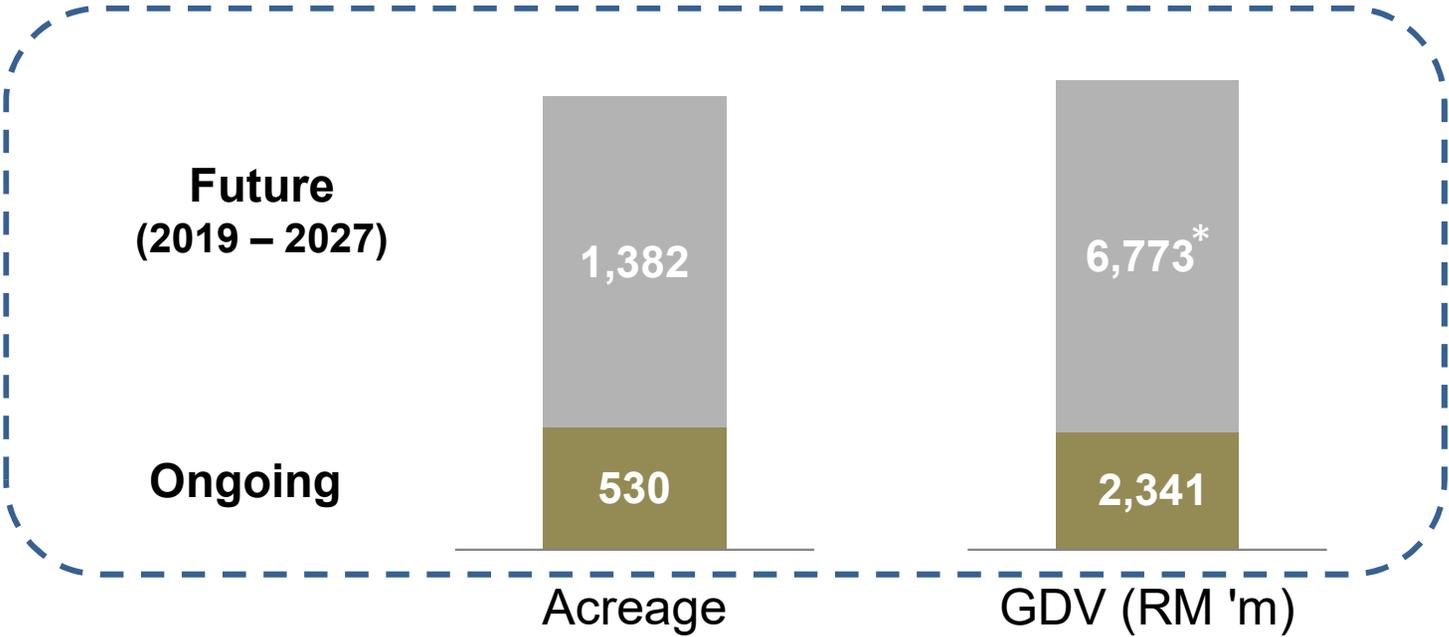
**Total targeted launches in FY2022:  
RM1,643.3m**

 Launched  
 To be launched

Immediate Pipeline Launches (Bandar Seri Impian & Others)



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 @ 21 May 2021	RM1.90
Number of shares ( 'm)	834.2
Market Cap @ 21 May 2021	RM1,585.0m
PE Ratio (ttm)	6.1x
12-month Trailing EV/EBITDA	4.6x
Dividend Yield (FY2021)	6.3%

# Thank You

## Investor Enquiries

### Terence Loo

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

T: +603-2711-1391

M: +6012-629-5618

### Louis Tan

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

T: +606-7642-688

M: +6017-336-1595

### Fadzli Suhaimi

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

T: +606-7642-688

M: +6012-208-0090



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>	1,800.0	6,371.0
Ongoing <sup>2</sup>	491.9	1,775.3
Future <sup>3,4</sup>	907.5	3,817.4
<b>Total</b>	<b>3,199.4</b>	<b>11,963.7</b>
<b>Bandar Seri Impian</b>		
Completed	530.7	1,363.5
Ongoing	35.5	239.9
Future <sup>5</sup>	437.3	2,028.2
<b>Total</b>	<b>1,003.6</b>	<b>3,631.5</b>
<b>Other Projects</b>		
Completed	1,274.9	1,604.8
Ongoing <sup>6</sup>	2.2	325.5
Future <sup>7,8</sup>	37.5	927.9
<b>Total</b>	<b>1,314.7</b>	<b>2,858.2</b>

### Notes

- <sup>1</sup> Includes total GDV and net saleable acreage for STV1&2 (GDV: RM786.7m / 694.5ac), Tiara Biz (GDV: RM49.4m / 9.6ac), Ara Sendayan Phases 4,5 &7 (GDV:RM315.3m / 53.3ac)
- <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), Nusari Bayu 2 (GDV: RM115.9m / 23.1 ac), Tiara Sendayan 8 (GDV: RM135.32 / 25.89 ac)
- <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), landbank acquisition of Tiara Sendayan Extension (30.1ac), Irama Sendayan (65.8ac), Sendayan Extension (151.0 ac) and the recent acquired agriculture lands (24.7 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 Phase 2 (GDV:RM2.8m / 1.2ac)
- <sup>7</sup> Includes high-rise residences in Puchong (GDV: RM400m / 5.8ac), third phase of Residensi SIGC (GDV: RM25.0m / 3.5ac), high-rise residences in Cheras (GDV: RM400m / 5.2ac)
- <sup>8</sup> Does not include landbank acquisition of Damansara Perdana land (5.5ac)

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	
Nusari Bayu 2	DST	23.1	192	42%	115.9	48.0	2021	2022
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	92%	140.0	29.8	2019	2021
Hijayu Aman P1	DST	25.8	251	97%	165.9	49.9	2019	2021
Hijayu Aman P2	DST	11.2	109	93%	74.2	31.8	2019	2021
Hijayu (Residence) Phase 1 (Parcel 1)	DST	15.3	183	51%	130.0	34.5	2020	2022
Laman Sendayan 1	SST/DST	38.4	306	98%	94.7	54.1	2020	2022
Laman Sendayan 2	SST/DST	41.8	380	53%	138.6	49.7	2020	2022
Ara Sendayan Phase 2 (Precinct 2)	DSSD	13.1	46	98%	72.1	46.9	2020	2022
Tiara Sendayan 4 (Precinct 3)	DST	35.7	428	100%	210.0	54.7	2019	2021
Tiara Sendayan 5 (Precinct 5)	DST	31.8	243	100%	123.0	37.0	2019	2021
Tiara Sendayan 6 (Precinct 8)	DST	21.2	246	98%	128.5	61.2	2020	2022
Tiara Sendayan 7 (Precinct 6)	DST	37.9	278	99%	141.8	116.3	2020	2022
Tiara Sendayan 8 (Precinct 7)	DST	25.9	254	39%	135.3	53.5	2021	2023
<b>Total</b>		<b>491.9</b>	<b>2,971</b>	<b>80.7%</b>	<b>1775.3</b>	<b>667.6</b> <sup>1</sup>		

<sup>1</sup> Unbilled sales does not include completed projects of STV (RM15.2m), Metropark 2B (RM8.8m), Hijayu Resort Home Phase 4 (RM5.8m), Hijayu Resort Homes Phase 5 (RM31.2m), Ara Sendayan 1B (RM6.3m), Ara Sendayan 4 (RM3.0m), Ara Sendayan 3B (RM2.3m), Ara Sendayan Phases 4,5 & 7 (RM35.9m), Tiara 2 (RM1.0m), Tiara 3 (RM1.0m) and Tiara Biz (RM12.0m),

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	43%	50.4	6.7	2019	2021
Impiana Bayu 3B2 (Phase 1)	DST	6.9	111	97%	49.9	35.9	2019	2021
Impiana Bayu 3B2 (Phase 2)	DST	6.7	110	59%	54.6		2020	2022
Impiana Damai 2A	DST	14.8	124	30%	85.0	21.6	2020	2022
<b>Total</b>		<b>35.5</b>	<b>428</b>	<b>33.6%</b>	<b>239.9</b>	<b>64.2</b> <sup>1</sup>		

<sup>1</sup> Unbilled sales does not include completed projects of Impiana Casa 3B (RM0.6m) and Impiana Square 1 (RM1.0m)



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	81%	322.7	132.1	2018	2022
Lobak Commercial Centre (Phase 2)	CL	1.2	2	100%	2.8	-	Ready for sale	
Total		2.2	515	80.8%	325.5	132.1 <sup>1</sup>		

<sup>1</sup> Unbilled sales does not include completed projects of Residensi SIGC – Phase 1 (RM11.2m), Residensi SIGC Phase 1B (RM14.9m) and Lobak Commercial Centre Phase 2 DSSO (RM5.4m)

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	Ready for sales	
Hijayu Resort Villa (Phase 1-3)	DSB	15.6	46	110.0	2022	2024
Hijayu Residence (Phase 1 - Parcel 2)	DST	15.3	183	133.6	2021	2023
Hijayu Residence (Phase 2)	DST	21.5	210	159.0	2022	2024
Sendayan Merchant Square 2	DSSO	40.0	244	365.6	tba	tba
	Comm Lot		4	67.8		
Sendayan Metropark 3	DSSO	5.1	61	78.0	tba	tba
STV Biz 1 & 2	Semi -D Factory	6.1	18	42.9	2021	2023
	Semi -D Factory		14	35.0	tba	tba
	Comm Lot		1	3.0	tba	tba
Sendayan Icon Park	Icon City	116.4	1	Estimated more than RM6b	tba	tba
RMMK @ TBS	SST	4.5	60	4.8	tba	tba
Sendayan Aman (RMMK)	SST	26.5	182	14.5	tba	tba
Laman Sendayan 3	Town House	19.6	250	27.5	2021	2023
Laman Sendayan 4	DST	64.2	274	122.9	2021	2023
	SST Shop		20	11.3		

*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	Ready for sales	
Sendayan Metropark 2A	Comm Lot	0.8	1	2.4	tba	tba
Bayu Sutera 1(Precint 2B)	Residential	216.0	325	175.6	2021	2023
Bayu Sutera 2(Precint 2A)			255	131.7	2021	2023
Bayu Sutera 3,4&5 (Precint 1,3 & 4)			1463	992.7	tba	tba
Tiara Sendayan 9	DST	8.6	90	48.4	2021	2023
Tiara Sendayan 10	TH	90.1	228	18.9	tba	tba
Tiara Sendayan 11			266	22.0	2022	2024
Tiara Sendayan 12			120	9.9	2021	2023
Tiara Sendayan 13	SST/DST		476	129.6		
Tiara Sendayan 14	DST		159	91.0	tba	tba
Ara Sendayan (Phase 7) Precint 3A2(2)	DSB	1.0	1	2.0	tba	tba
Ara Sendayan (Phase 7) Precint 2B	DSSD DSB	0.8	2	5.0	tba	tba
Ara Sendayan - Agriculture Lot	Agriculture	15.6	8	22.1	Ready for sales	
Bukit Eka Project	SST/DST	237.0	1907	830.0	tba	tba
	DSSO/Retail		26	20.0		
<b>Total</b>		<b>907.5</b>	<b>7,165</b>	<b>3,817.4<sup>1</sup></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 2B	DST	13.0	154	100.0	2020	2022
Impiana Bayu 3B 1	DST	18.8	195	93.6	2021	2023
BSI 2	DST	309.5	2500	1200.0	tba	tba
<b>Total</b>		<b>437.3</b>	<b>3,472</b>	<b>2,028.2</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
Cove Bay - PD	DSSD DSB	4.6	26 2	46.0 4.0	tba	tba
Taman Anggerik Tenggara	DST	18.4	240	77.9	2021	2023
Puchong high-rise residential development	SA	5.8	1	400.0	tba	tba
Cheras high-rise residential development	SA	5.2	1	375.0	2022	2025
<b>Total</b>		<b>37.5</b>	<b>284</b>	<b>927.9</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) Phase 4 (SL2&SL3)	DST	232	231	1	1.1	Feb-20
Hijayu (Resort Homes) Phase 5(SL)	DST	175	129	46	34.6	Mar-21
Residensi SIGC	DSSD	38	36	2	6.2	Sep-18
	DSB	17	16	1		
Residensi SIGC 1B	DST	78	76	2	1.5	Sep-20
Suriaman 2 (FNA Suriaman 2C)	DSSO	253	252	1	1.0	Feb-19
Ara Sendayan (Phase 1B) Precinct 1	DST	195	188	7	6.4	Sep-19
Ara Sendayan (Phase 3) Precinct 3B	DST	168	166	2	1.5	May-20
Ara Sendayan (Phase 4) Precinct 2A	DST	244	142	102	83.5	Mar-21
Ara Sendayan (Phase 5) Precinct 3A1	DST	85	70	15	10.6	Nov-20
Ara Sendayan (Phase 6) Precinct 3A2(1)	DST	12	8	4	2.9	Nov-20
Ara Sendayan (Phase 7) Precinct 3A2(2)	DST	47	42	5	4.4	Nov-20
Impiana Casa 3A	DST	138	137	1	0.6	Dec-19
Impiana Square (Phase 1)	DSSO	113	62	51	47.8	Aug-20
Lobak Commercial Centre Phase 2	DSSO	14	13	1	2.7	Nov-20
<b>Total</b>		<b>2,203</b>	<b>1,958</b>	<b>245</b>	<b>208.7</b>	

## Unsold Completed Stocks