

# 2QFY2017

## Financial Results

Quarter Ended 30 September 2016



**DRB-HICOM**

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# Key Highlights

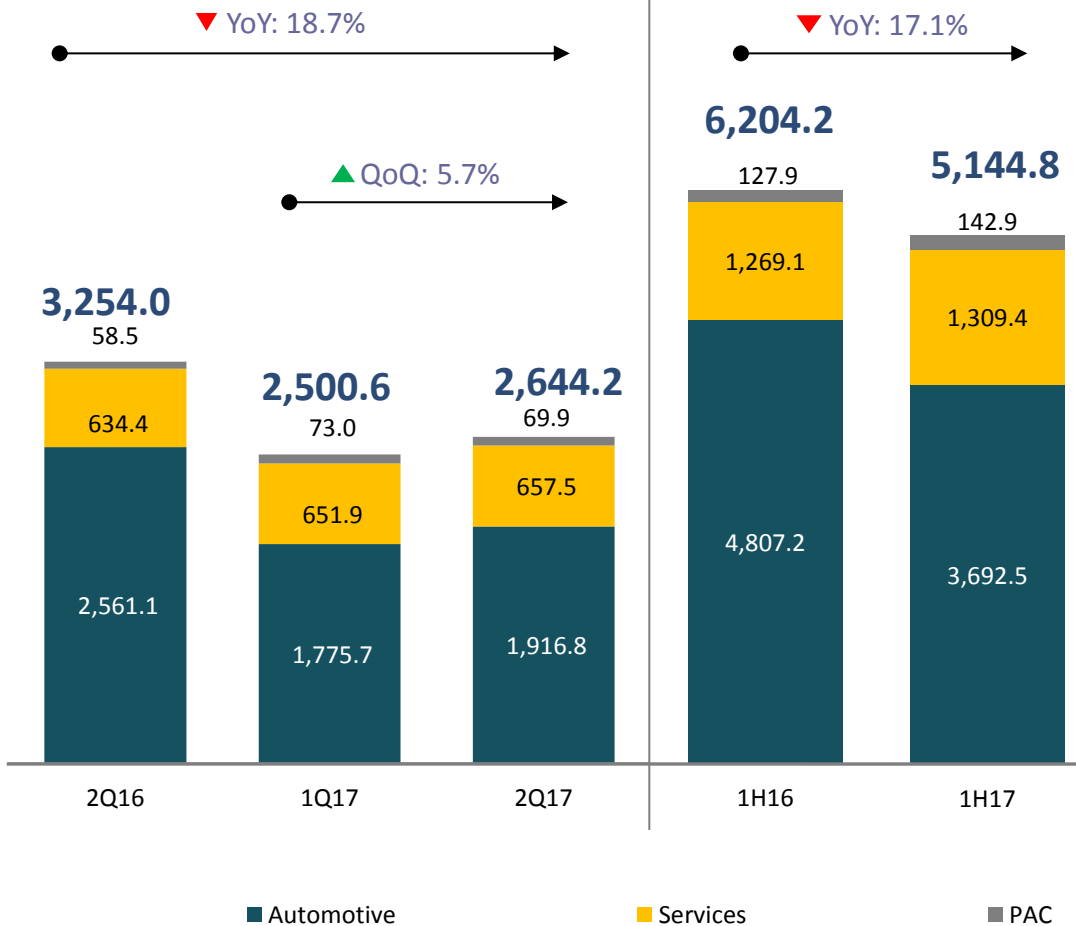
- 1 Revenue grew to RM5.1 billion with 5.7% improvement q-o-q.
- 2 Reported LBT of RM388.9 million mainly due to:-
  - 1) Loss on re-measurement of previously held equity interest in Pos Malaysia
  - 2) Unrealised FX losses from re-translation of certain payables and borrowings
  - 3) Weaker performance from Automotive sector
- 3 Honda is still ahead of other foreign OEM players in Malaysia by 13% increase in sales to 23,608 units q-o-q.
- 4 Services sector maintains its growth momentum on the back of improved performance from Banking and Logistic businesses.
- 5 The newly launched Persona and Saga had boost PROTON's sales q-o-q since it's respective launch in August and September 2016.
- 6 PROTON is on track to complete its foreign strategic partner (FSP) exercise by first half of 2017.

# Results Summary for the Financial Period Ended 30 September 2016

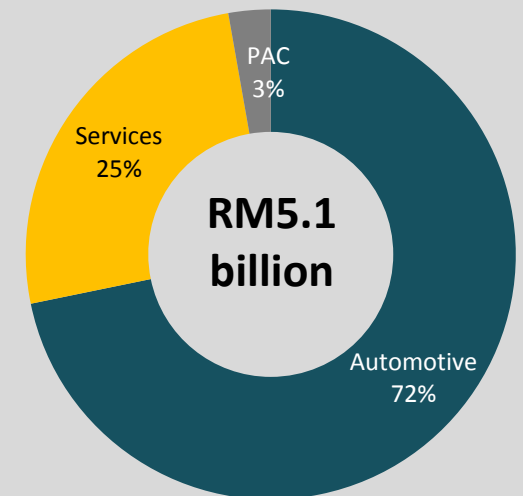
	2Q16	1Q17	2Q17	1H16	1H17
<i>(RM million)</i>					
Operating Revenue	3,254.0	2,500.6	2,644.2	6,204.2	5,144.8
Other Income	207.1	79.1	77.5	361.5	156.6
Cost of Sales and Operating Expenses	(3,299.3)	(2,628.5)	(2,707.8)	(6,345.2)	(5,336.4)
(Loss)/Profit Before Tax	52.7	(121.3)	(267.5)	69.4	(388.9)
EPS (sen)	0.20	(8.76)	(16.02)	(0.82)	(24.77)

# Group Revenue

(RM million)



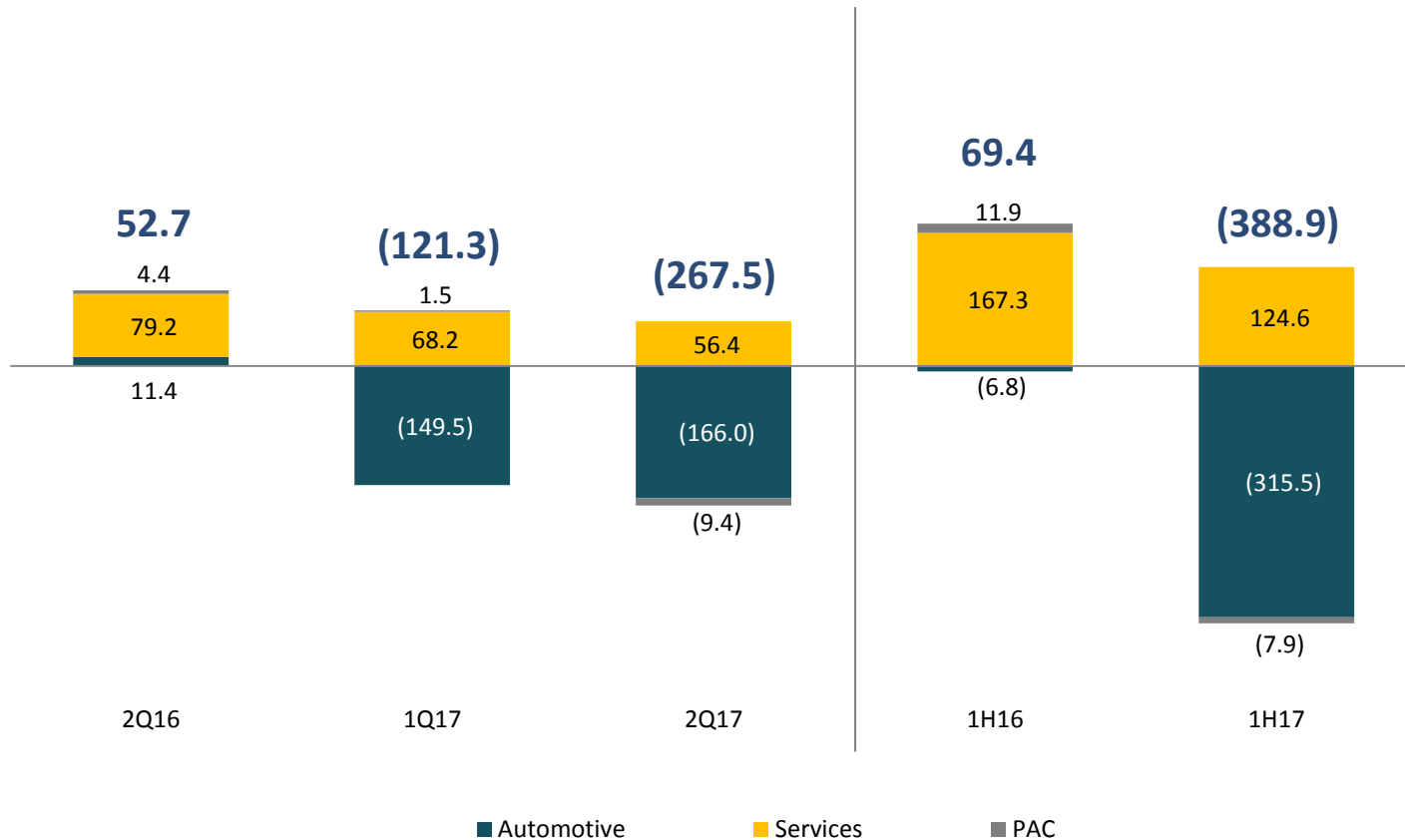
## 1H17 Revenue Breakdown by Segment



Note: PAC – Property, Asset and Construction

# Group PBT/(LBT)

(RM million)



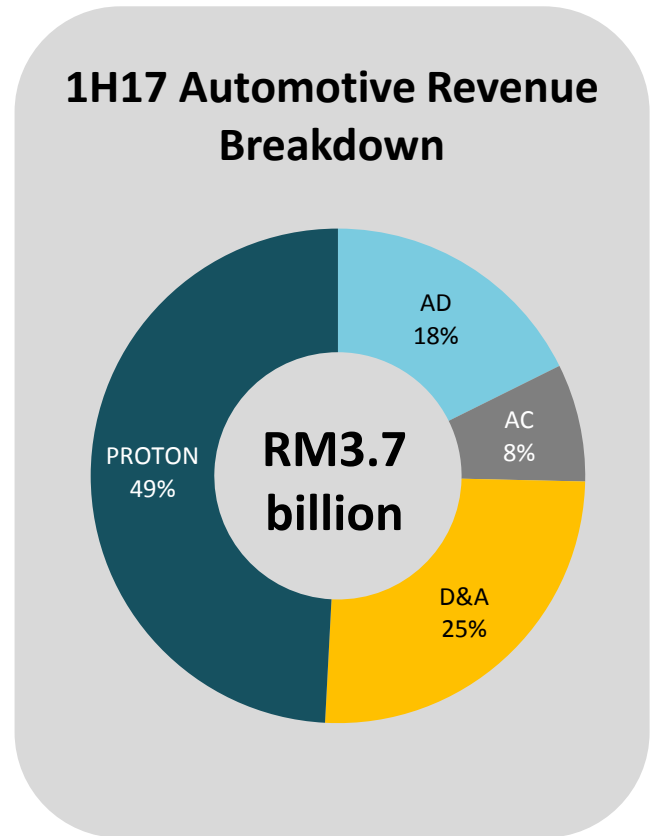
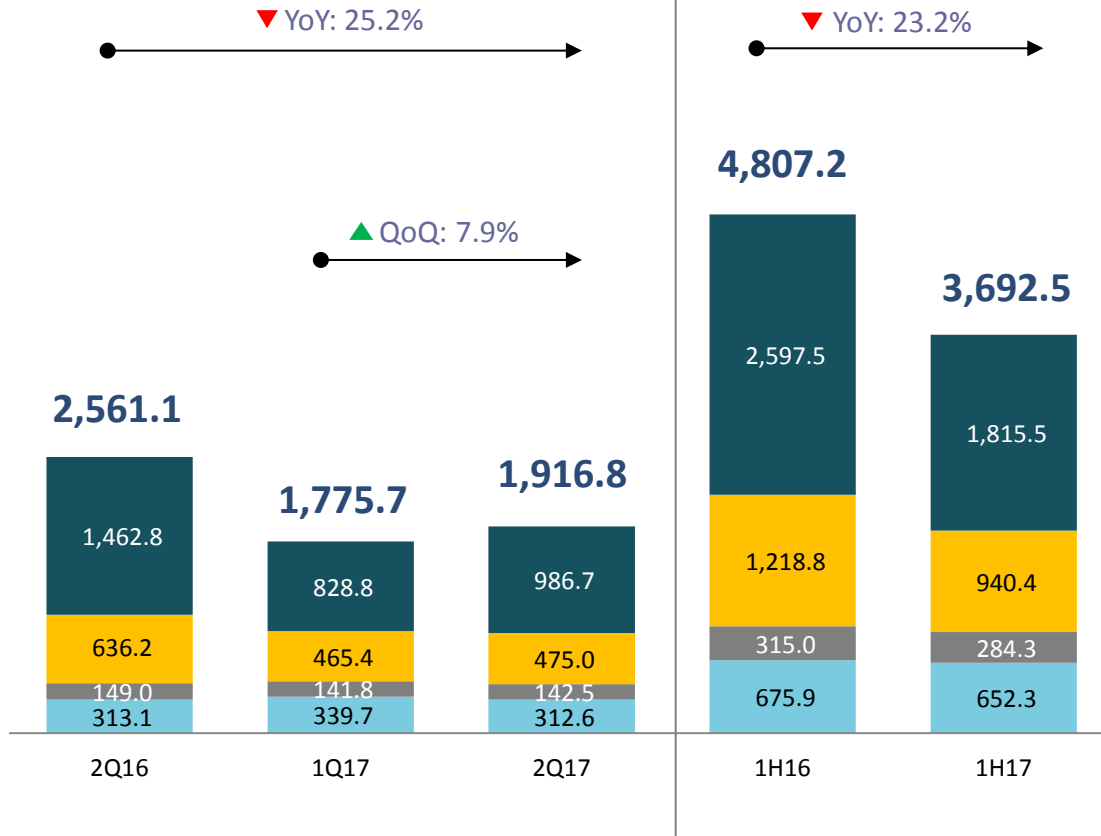
Total PBT figures include Investment Holding as tabulated below:-

(RM million)	2Q16	1Q17	2Q17	1H16	1H17
Investment Holding	(42.3)	(41.6)	(148.5)	(103.0)	(190.1)

Note: PAC – Property, Asset and Construction

# Automotive Revenue

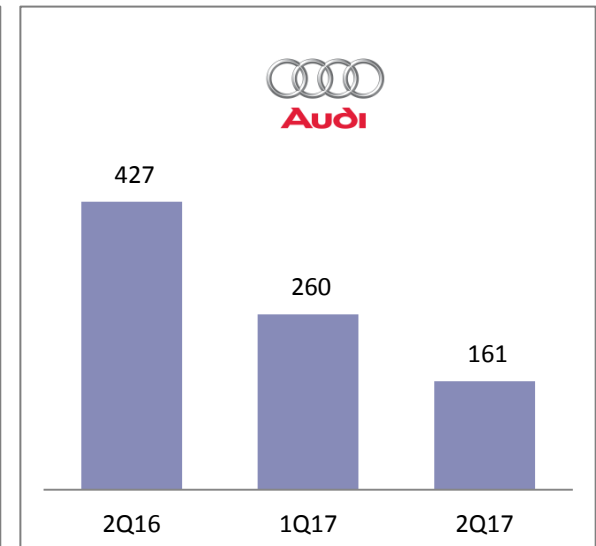
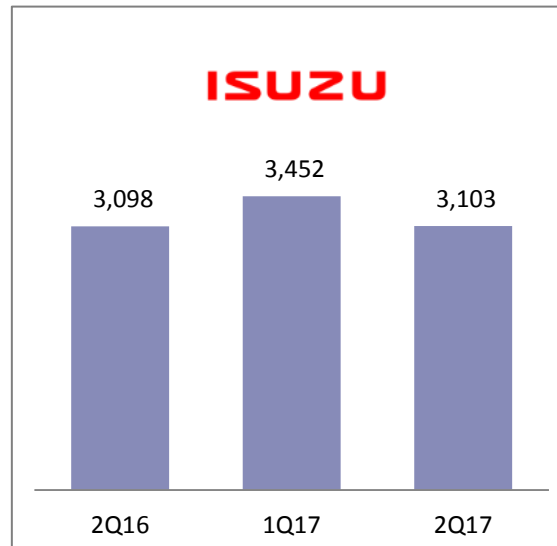
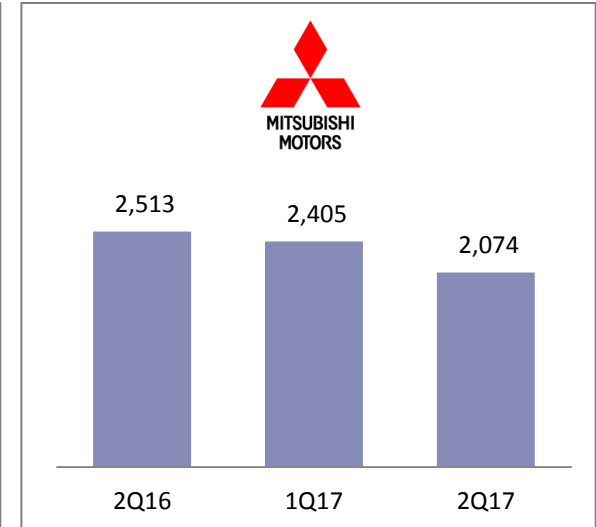
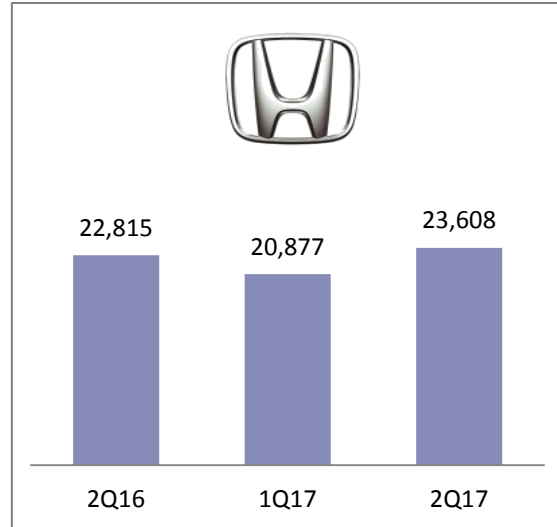
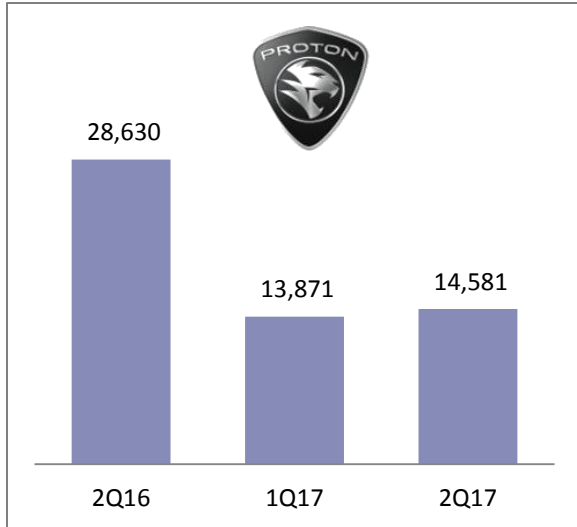
(RM million)



■ Automotive Distribution (AD) ■ Automotive Component (AC) ■ Defence & Aviation (D&A) ■ PROTON

# Marque Sales Performance

Units





# DRB-HICOM's Market Share

Market Share 2Q17 (April 2016 to September 2016)

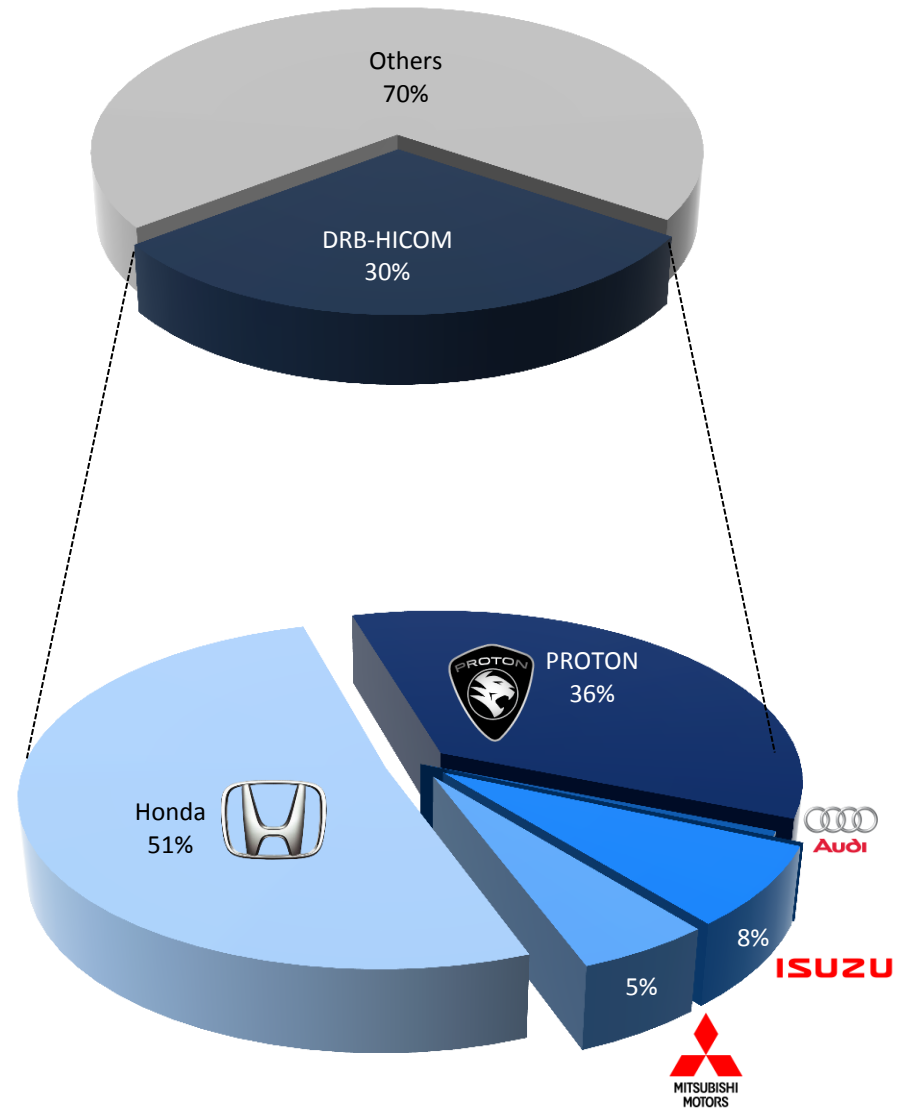
## Total Industry Volume

287,166 units

**DRB-HICOM**

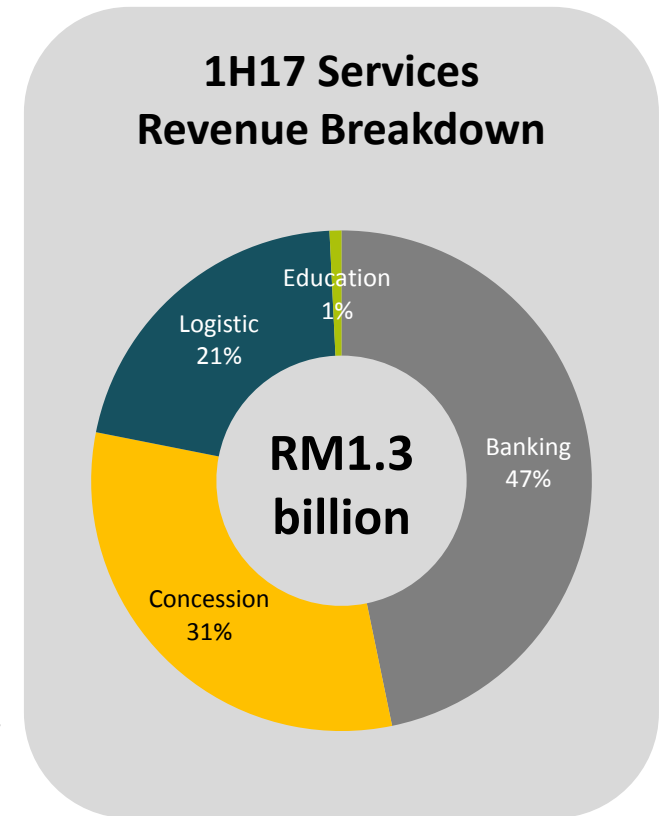
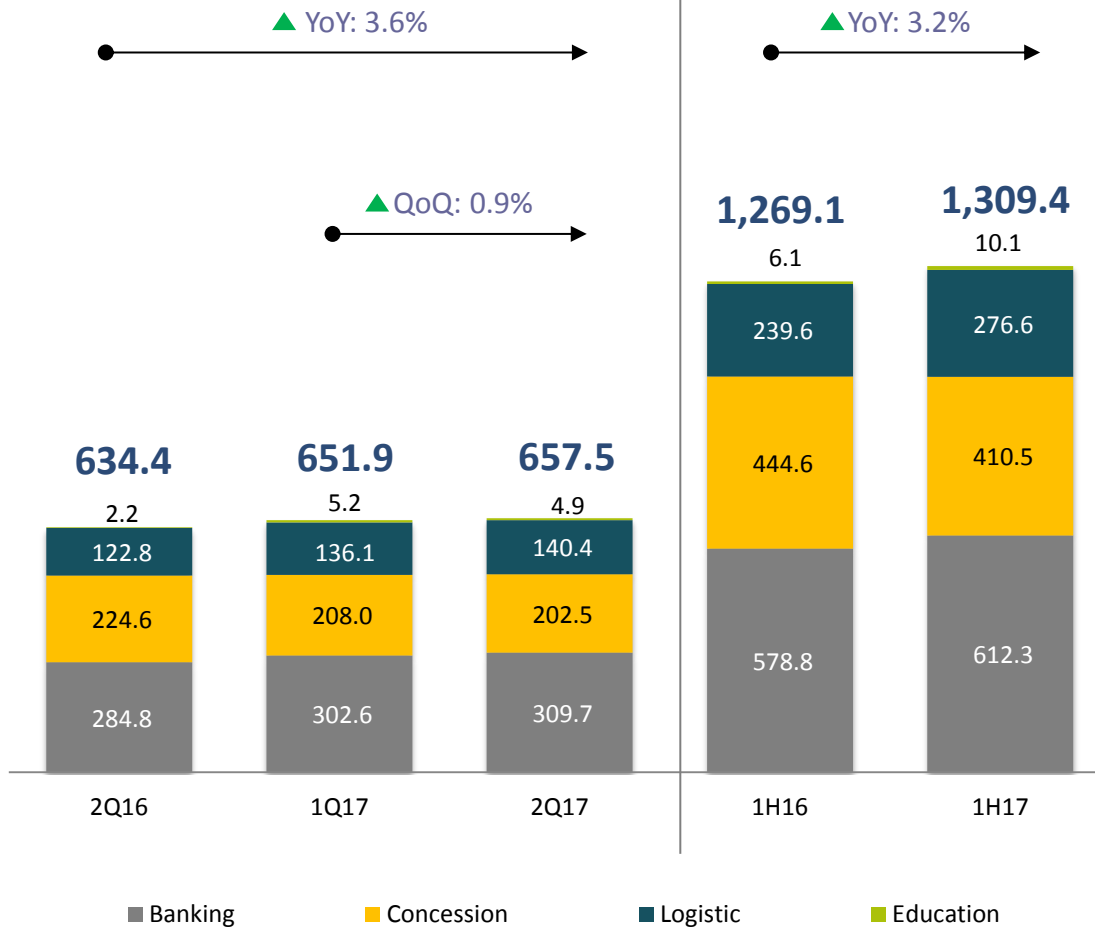
86,806 units

## New Launches from August to October 2016



# Services Revenue

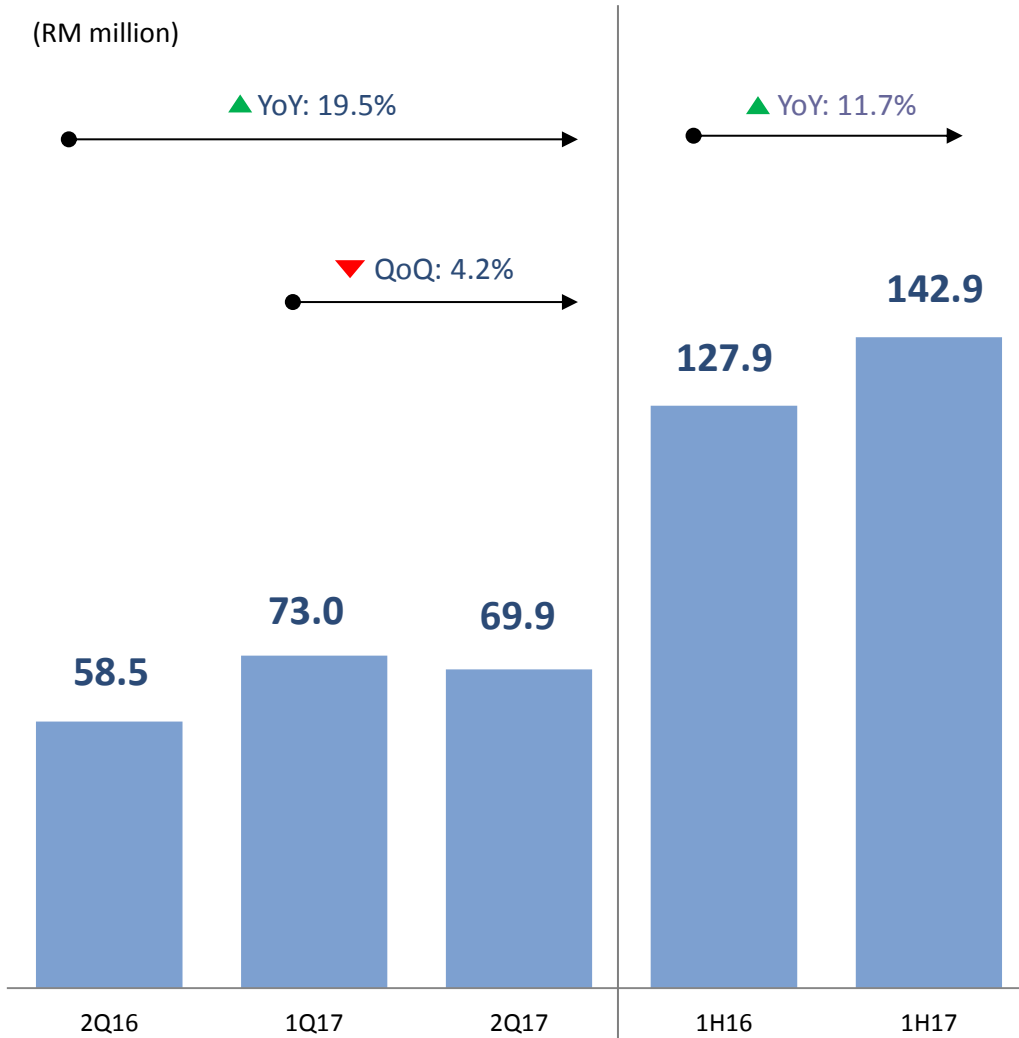
(RM million)



# Property, Asset and Construction Revenue

Revenue

(RM million)



Glenmarie Johor



Proton City



Laman Glenmarie

# Financial Position and Key Ratios

(RM billion)	As at 30 Sept'16	As at 31 Mar'16 (Audited)
Property, Plant & Equipment	6.5	5.7
Banking Related Assets	21.7	22.1
Inventories	2.1	1.8
Cash & Bank Balances	3.2	2.0
Trade & Other Receivables	5.2	4.6
Others	5.8	5.8
<b>TOTAL ASSETS</b>	<b>44.5</b>	<b>42.0</b>
Equity attributable to Owners of the Company	6.1	6.5
Perpetual Sukuk	1.1	1.1
Non-controlling Interest	3.0	0.9
Short Term Borrowings (include OD)	2.9	2.6
Long Term Borrowings	3.9	4.3
Banking Related Liabilities	19.3	19.6
Others	8.2	7.0
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>44.5</b>	<b>42.0</b>

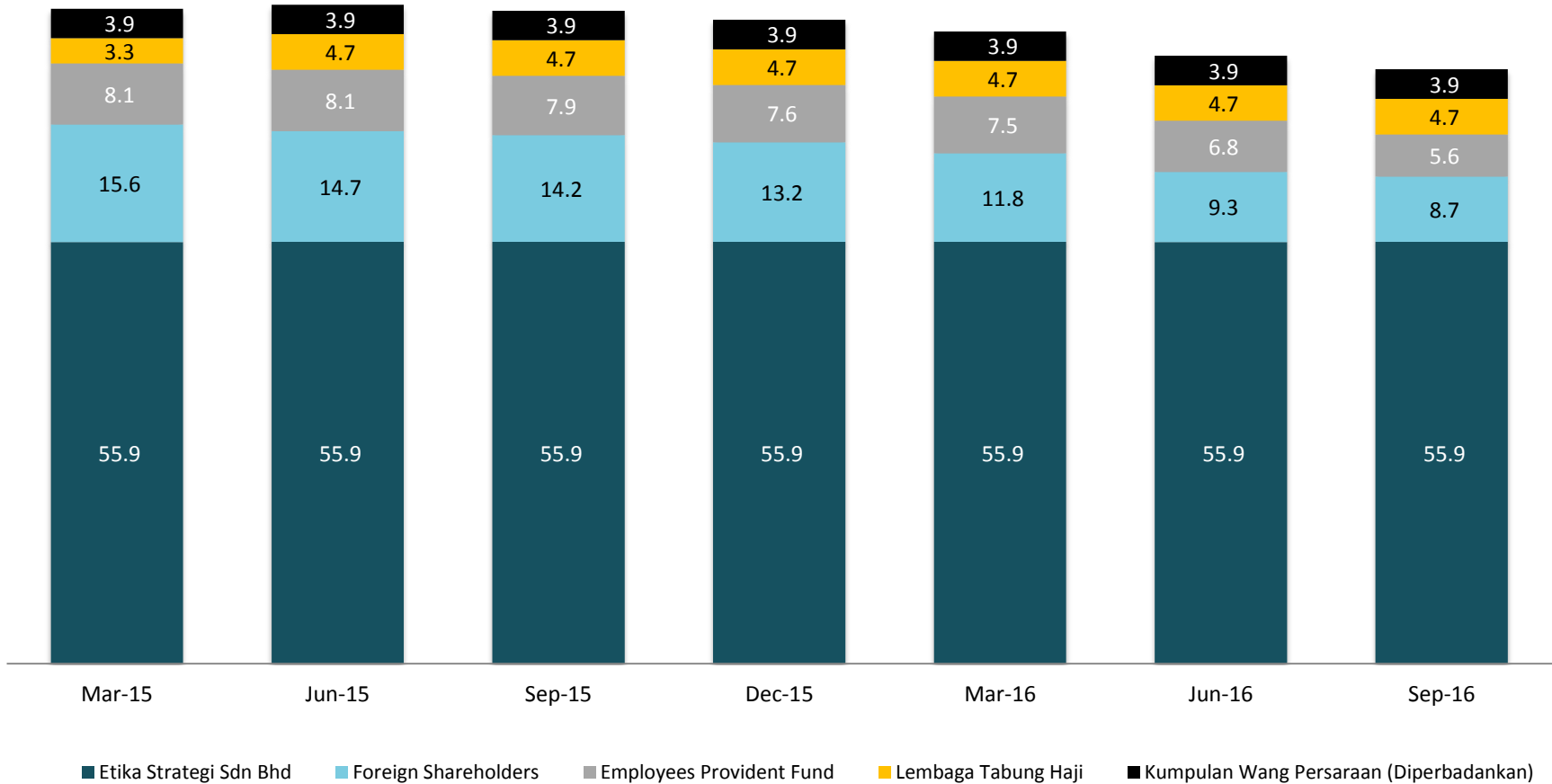
	As at 30 Sept'16	As at 31 Mar'16 (Audited)
Net Assets Per Share (RM)	3.16	3.38
Gearing Ratio (times)*:		
▪ Gross	0.69	0.81
▪ Net	0.34	0.51
Return on Equity (%)	(7.83)	(15.16)
Return on Capital Employed (%)	(1.17)	(2.86)

Note: \* Based on Total Equity

# Shareholders of DRB-HICOM

As at 30 September 2016

(%)





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