

4QFY2017

Financial Results

Quarter Ended 31 March 2017



DRB-HICOM

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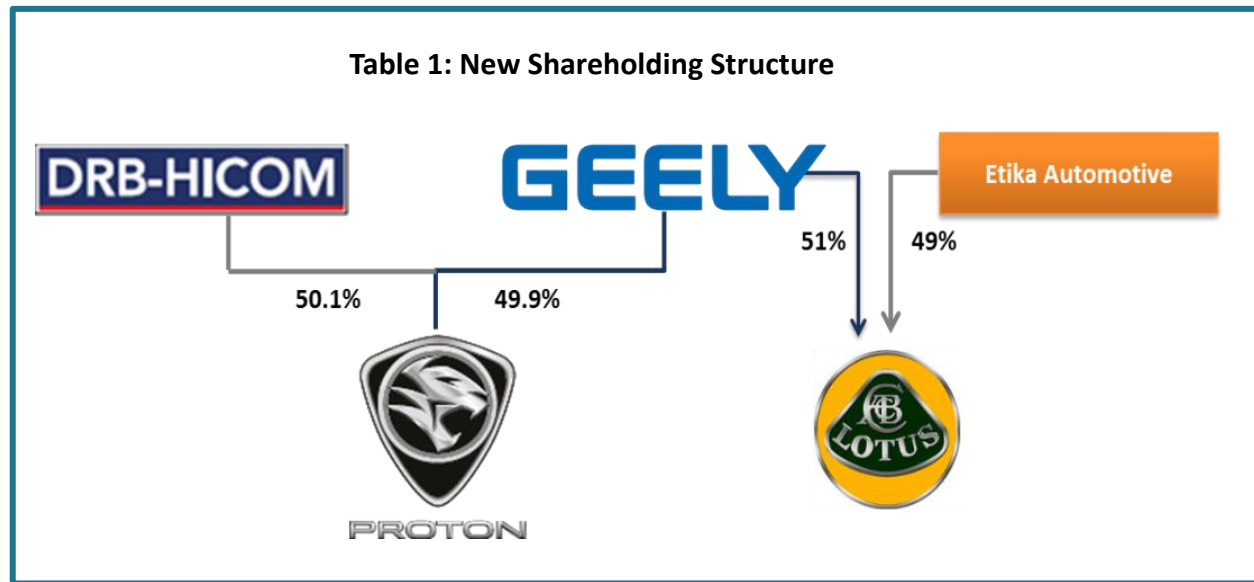
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Key Highlights

- 1 Recorded revenue of RM12.06 billion in FY17 (FY16: RM12.17 billion).
- 2 Lower LBT y-o-y by 73.0% mainly due to:-
 - 1) Gain realised on disposal of Corwin Holding Pte. Ltd. of RM398.1 million
 - 2) One-off exceptional loss on re-measurement of previously held equity interest in Pos Malaysia of RM130.22 million
 - 3) Lower losses incurred by PROTON
 - 4) Higher profit contribution from Services sector
- 3 Subdued sales of motor vehicles and lower AV8 percentage of completion dampened overall Automotive performance.
- 4 Services improved by 41.4% contributed by higher performance from Logistics since Pos Malaysia's consolidation into the Group in September 2016.
- 5 The search for PROTON's foreign strategic partner has concluded via signing of Heads of Agreement ("HoA") with Zhejiang Geely Holding Group Co., Ltd. ("Geely") on 24 May 2017.

Foreign Strategic Partnership

- DRB-HICOM on 24 May 2017 had signed the Heads of Agreement with Geely on the Proposed Joint Venture (“JV”) / Divestment as follow:
 - ✓ Geely to acquire 49.9% equity in PROTON Holdings Berhad (“PROTON”)
 - ✓ DRB-HICOM to divest 100% equity in Lotus Advance Technologies Sdn. Bhd. to Geely and Etika Automotive Sdn. Bhd.
 - ✓ Upon the completion of Proposed JV / Divestment, the Group and Geely will respectively hold proportionate shareholding as depicted in Table 1 below, subject to the terms and conditions of the definitive agreements to be entered into.



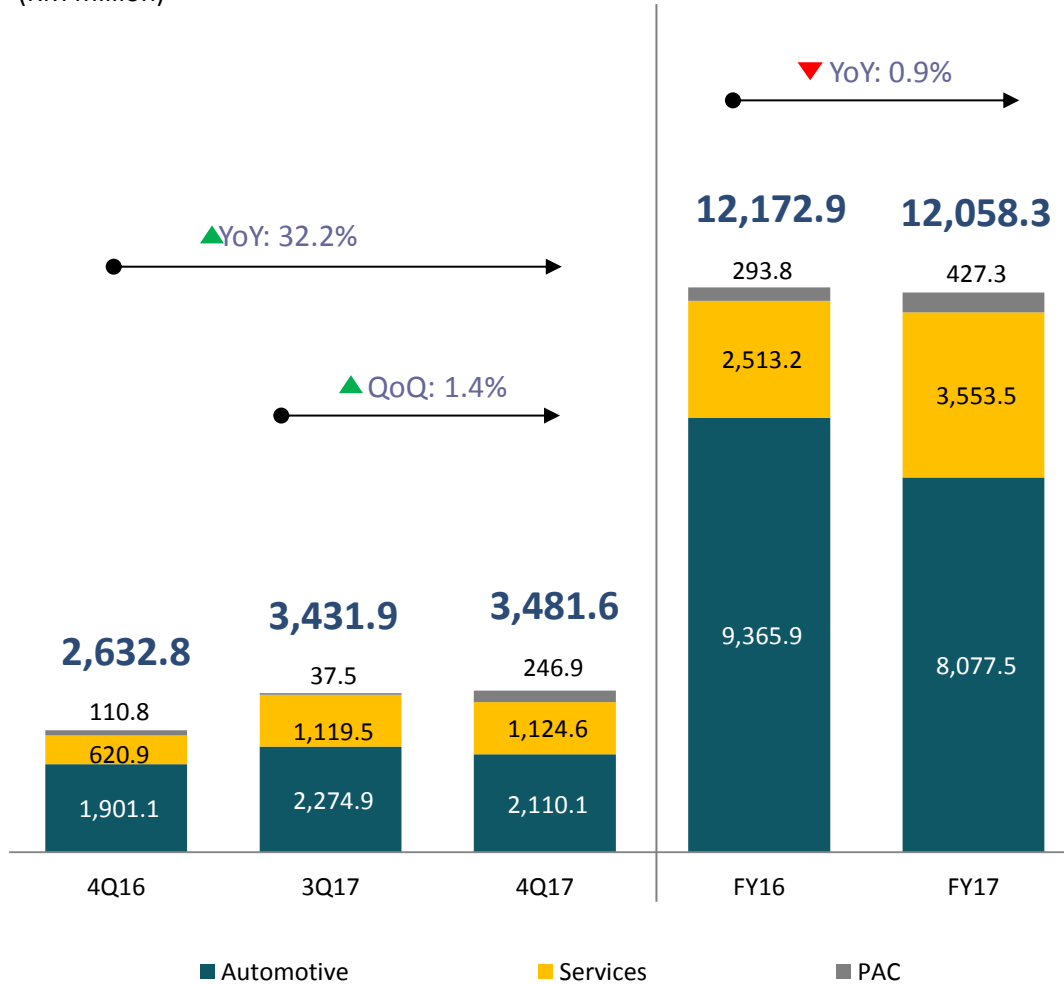
- New strategic partner will provide synergies on R&D, technology and platform to reduce cost and revitalise PROTON market share.
- The Group intend to safeguard the recognition of PROTON as Malaysia national car company while building and enhancing Malaysia’s national automotive industry and facilitating the goal of making Malaysia a preferred automotive hub in South East Asia.
- Definitive Agreement will be signed by third quarter of 2017.

Results Summary for the Financial Year Ended 31 March 2017

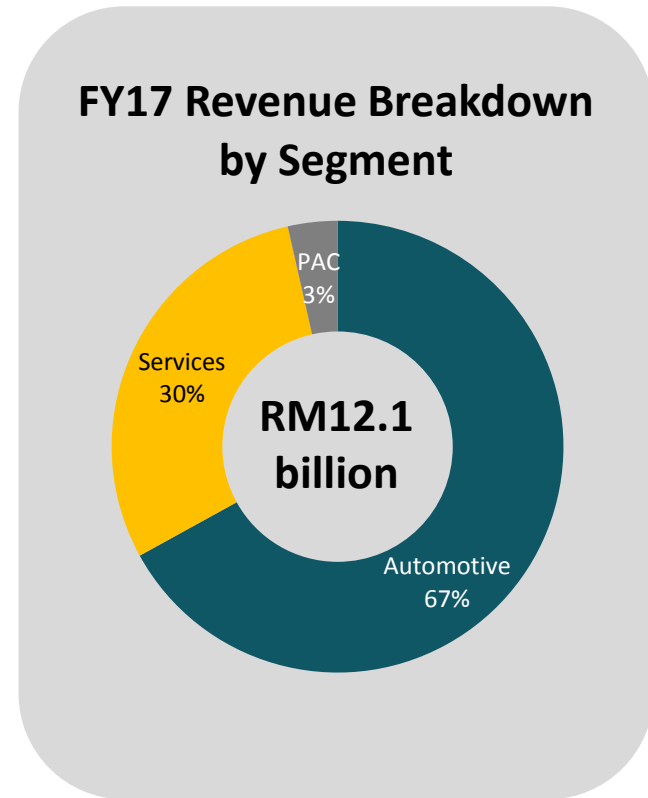
	4Q16	3Q17	4Q17	FY16	FY17
<i>(RM million)</i>					
Operating Revenue	2,632.8	3,431.9	3,481.6	12,172.9	12,058.3
Other Income	71.1	565.7	115.2	469.5	837.5
Cost of Sales and Operating Expenses	(3,220.1)	(3,434.6)	(3,533.9)	(12,981.8)	(12,304.9)
(Loss)/Profit Before Tax	(744.3)	422.3	(255.6)	(822.1)	(222.2)
EPS (sen)	(40.90)	18.26	(16.99)	(51.35)	(23.50)

Group Revenue

(RM million)



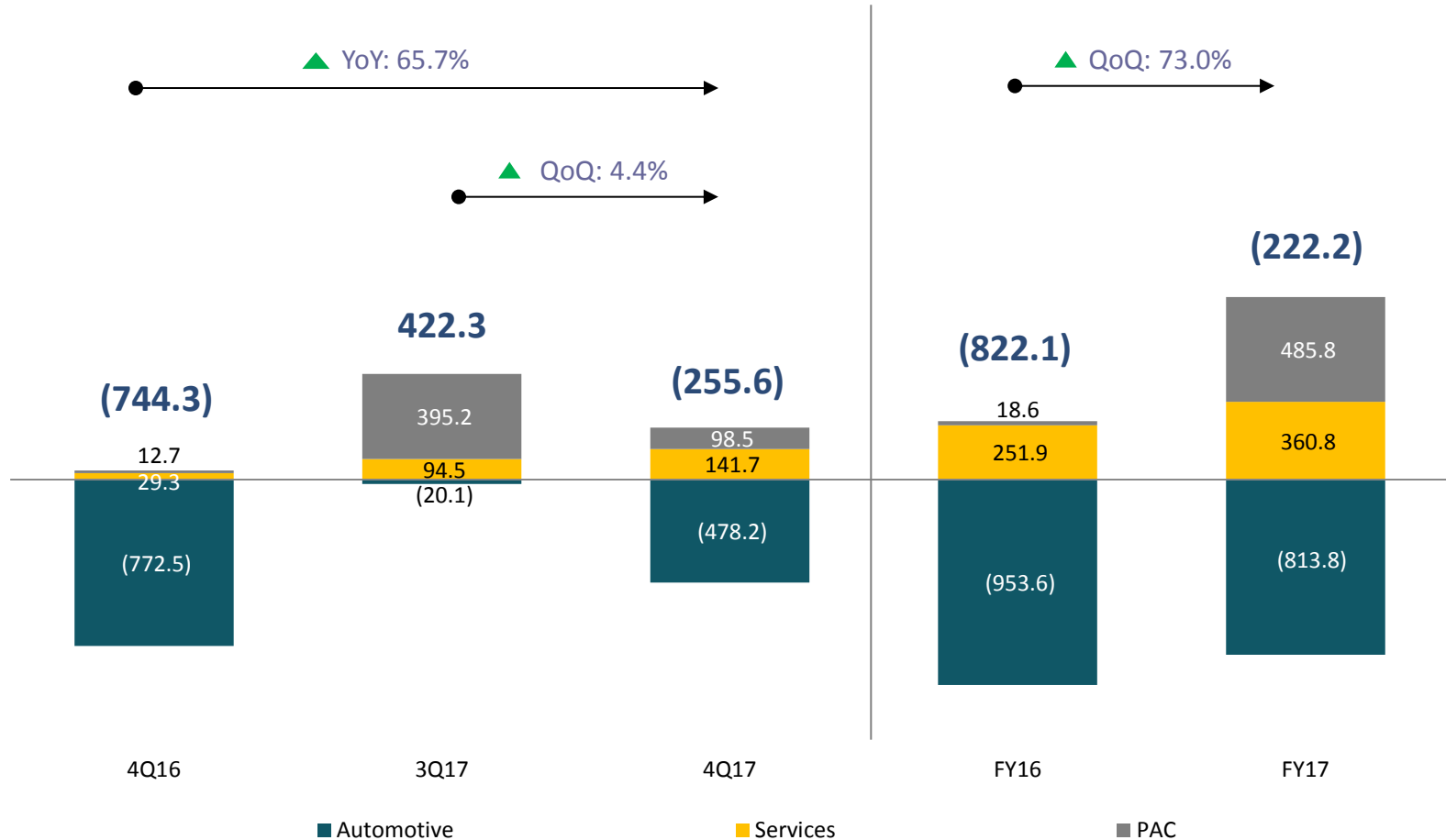
FY17 Revenue Breakdown by Segment



Note: PAC – Property, Asset and Construction

Group PBT/(LBT)

(RM million)



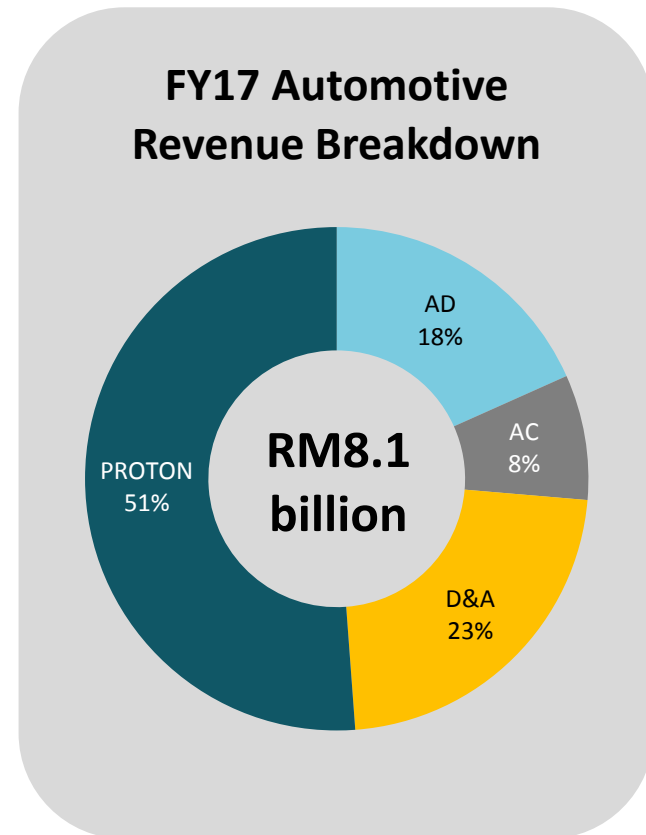
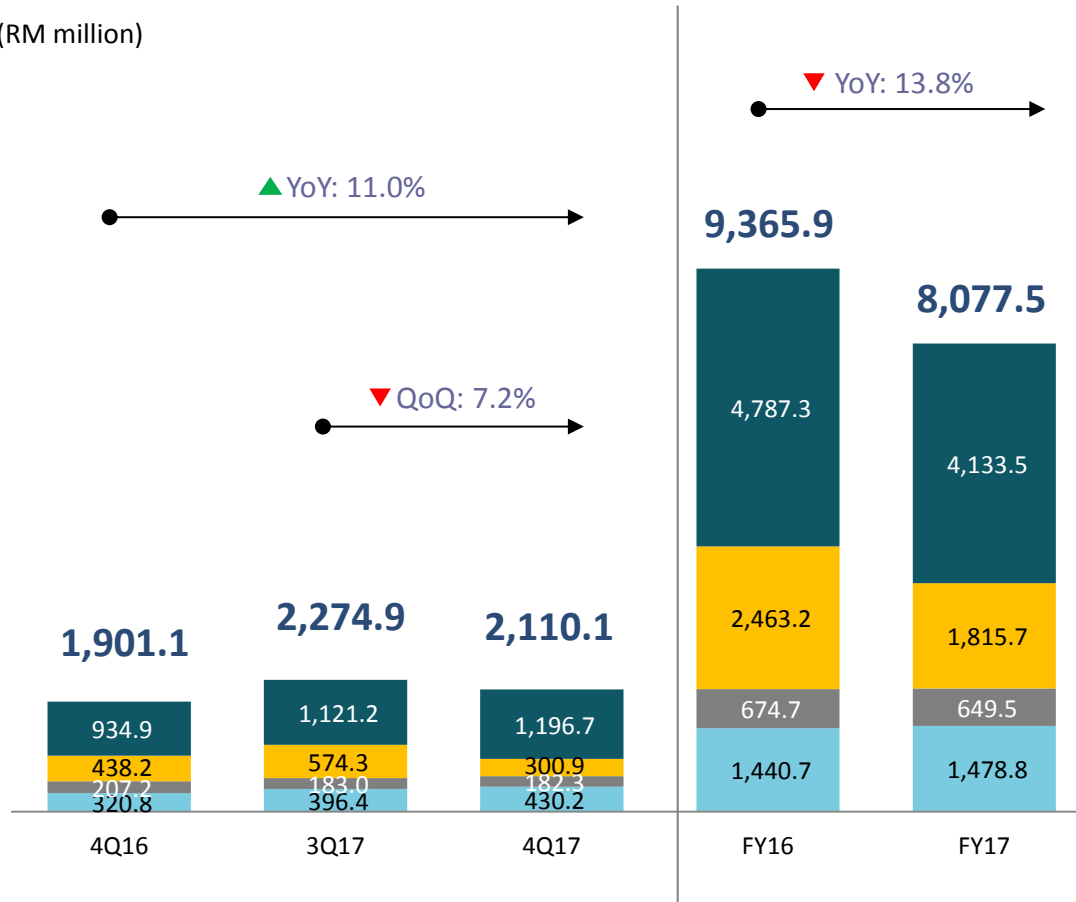
Total PBT figures include Investment Holding as tabulated below:-

(RM million)	4Q16	3Q17	4Q17	FY16	FY17
Investment Holding	(13.8)	(47.3)	(17.6)	(139.0)	(255.0)

Note: PAC – Property, Asset and Construction

Automotive Revenue

(RM million)

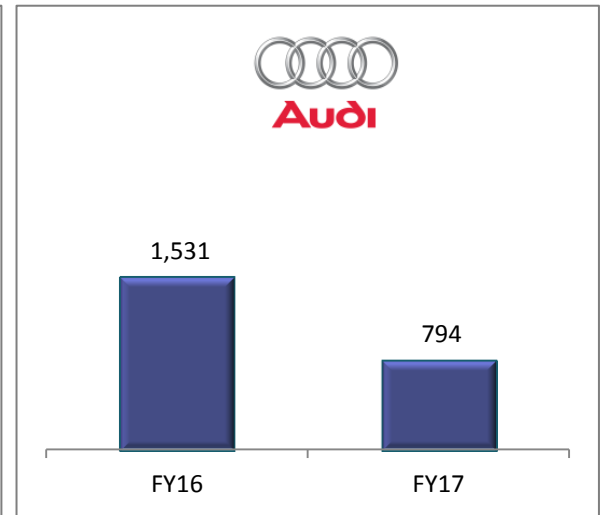
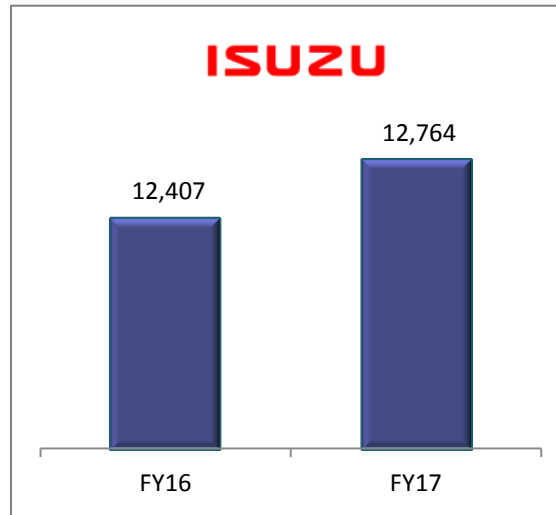
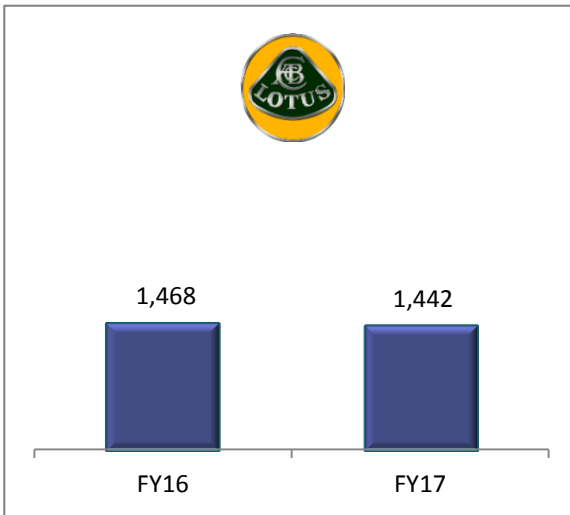
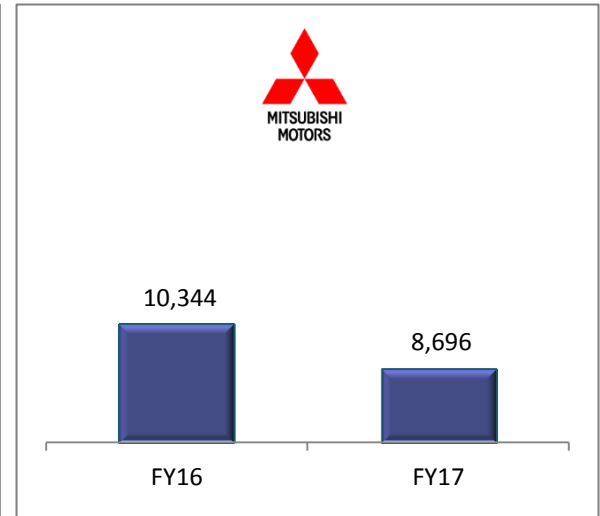
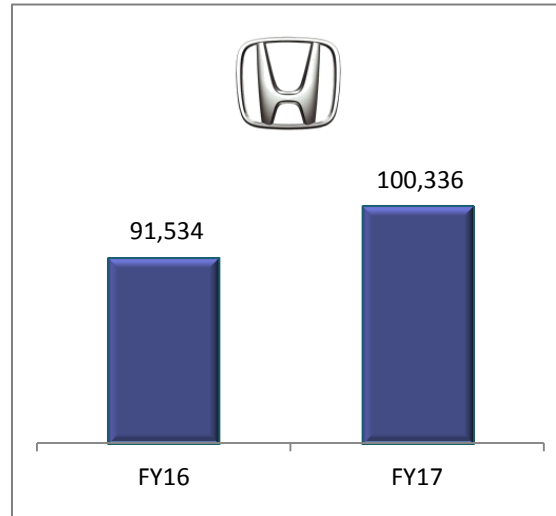
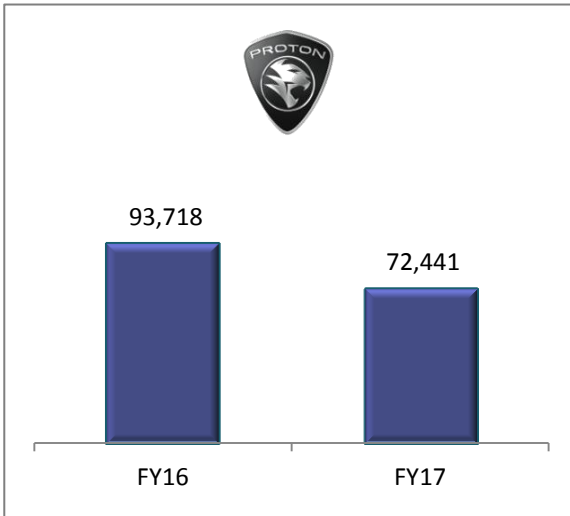


■ Automotive Distribution (AD) ■ Automotive Component (AC) ■ Defence & Aviation (D&A) ■ PROTON

Marque Sales Performance

(April 2016 to March 2017)

Units



Source: MAA

DRB-HICOM's Market Share

Market Share YTD (April 2016 to March 2017)

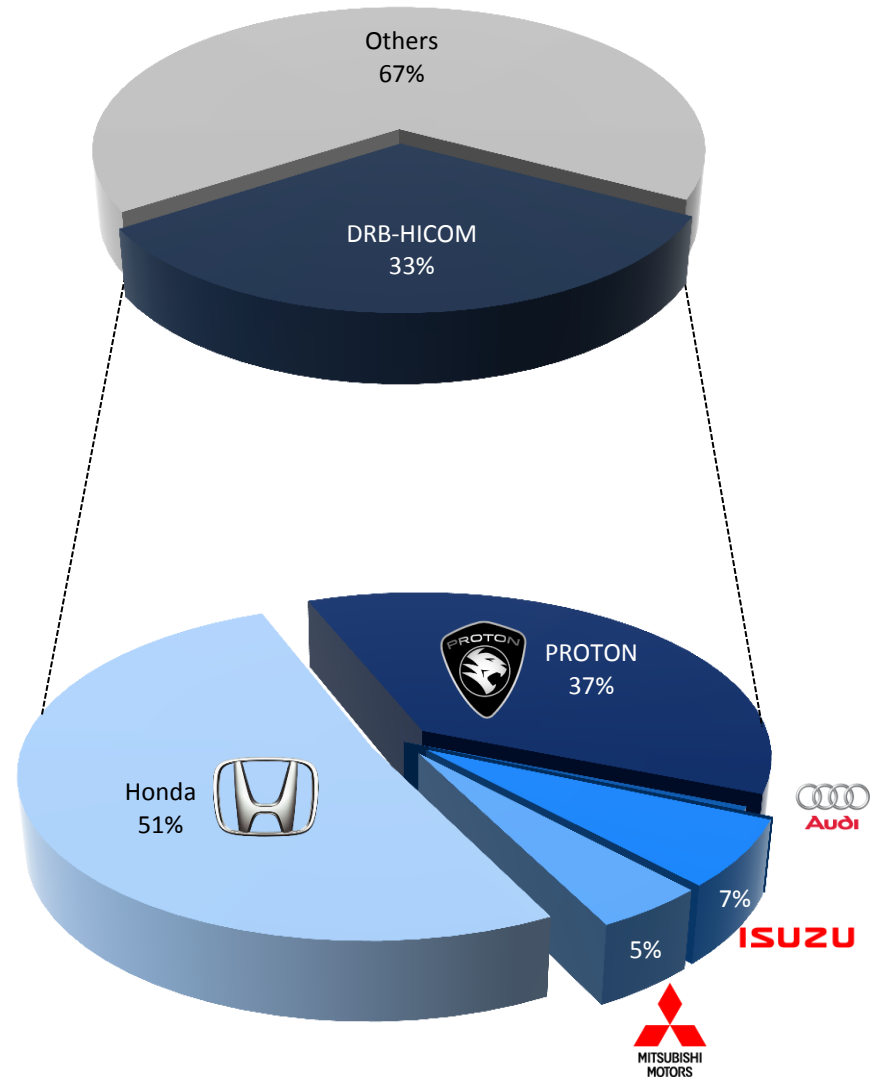
Total Industry Volume

589,708 units

DRB-HICOM

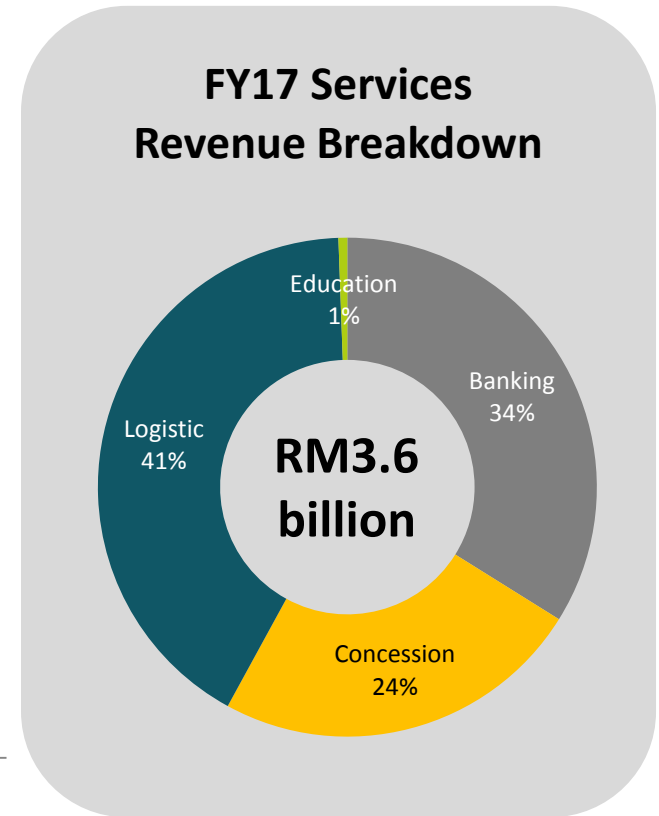
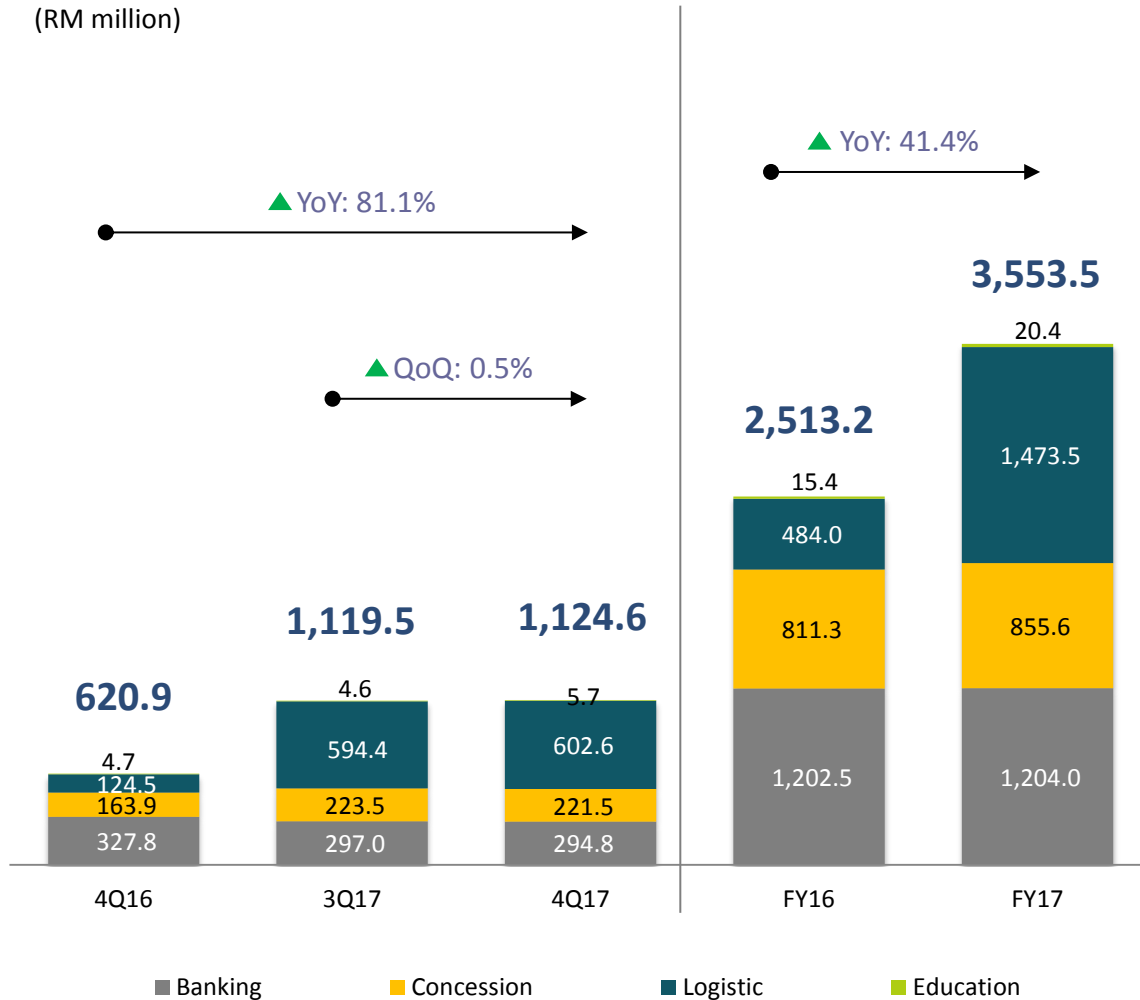
195,031 units

New Launches from January to March 2017



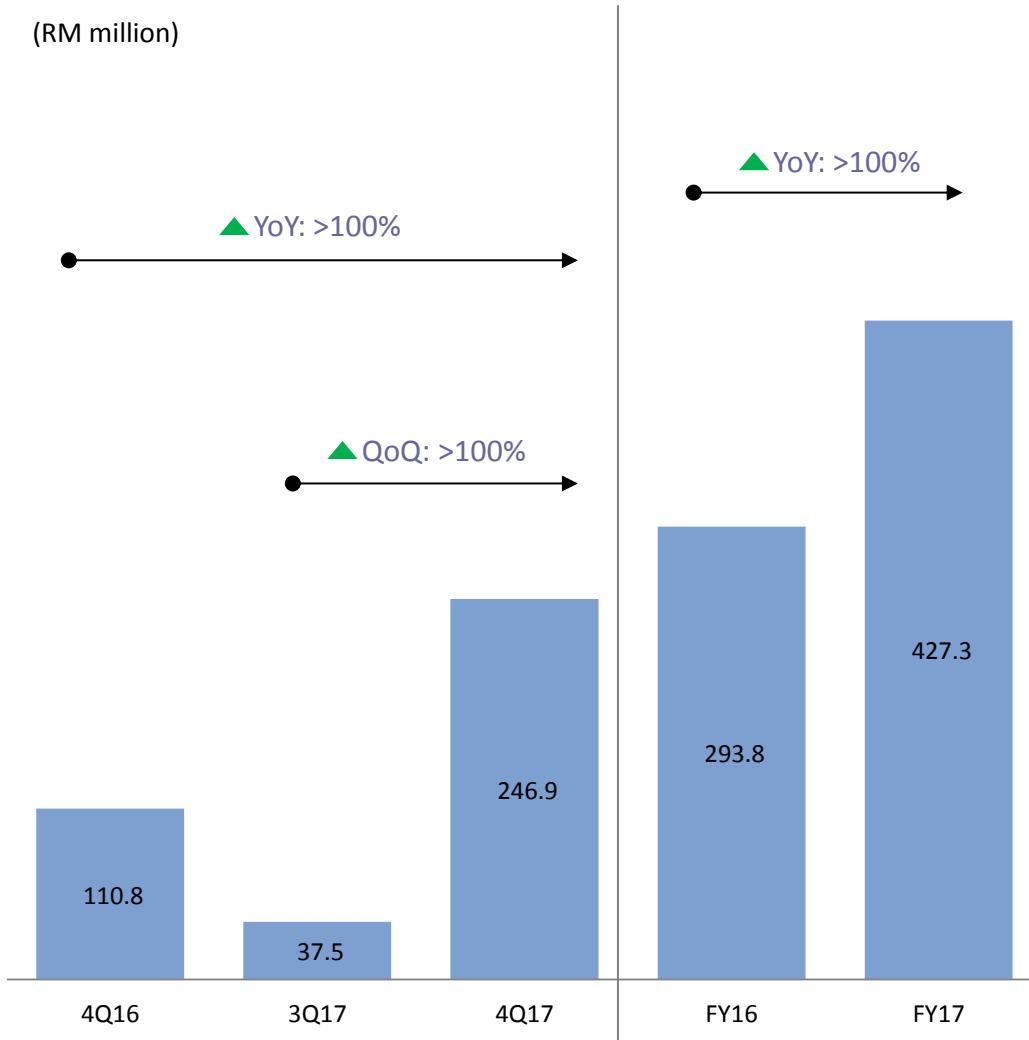
Services Revenue

(RM million)



Property, Asset and Construction Revenue

(RM million)



Glenmarie Johor



Proton City



Laman Glenmarie

Financial Position and Key Ratios

(RM billion)	As at 31 Mar'17	As at 31 Mar'16 (Audited)
Property, Plant & Equipment	6.4	5.7
Banking Related Assets	22.9	22.1
Inventories	2.3	1.8
Cash & Bank Balances	2.9	2.0
Trade & Other Receivables	4.3	4.6
Others	5.0	5.8
TOTAL ASSETS	43.8	42.0
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)	2.1	2.6
Long Term Borrowings	4.3	4.3
Banking Related Liabilities	20.0	19.6
Others	7.2	7.0
TOTAL EQUITY & LIABILITIES	43.8	42.0

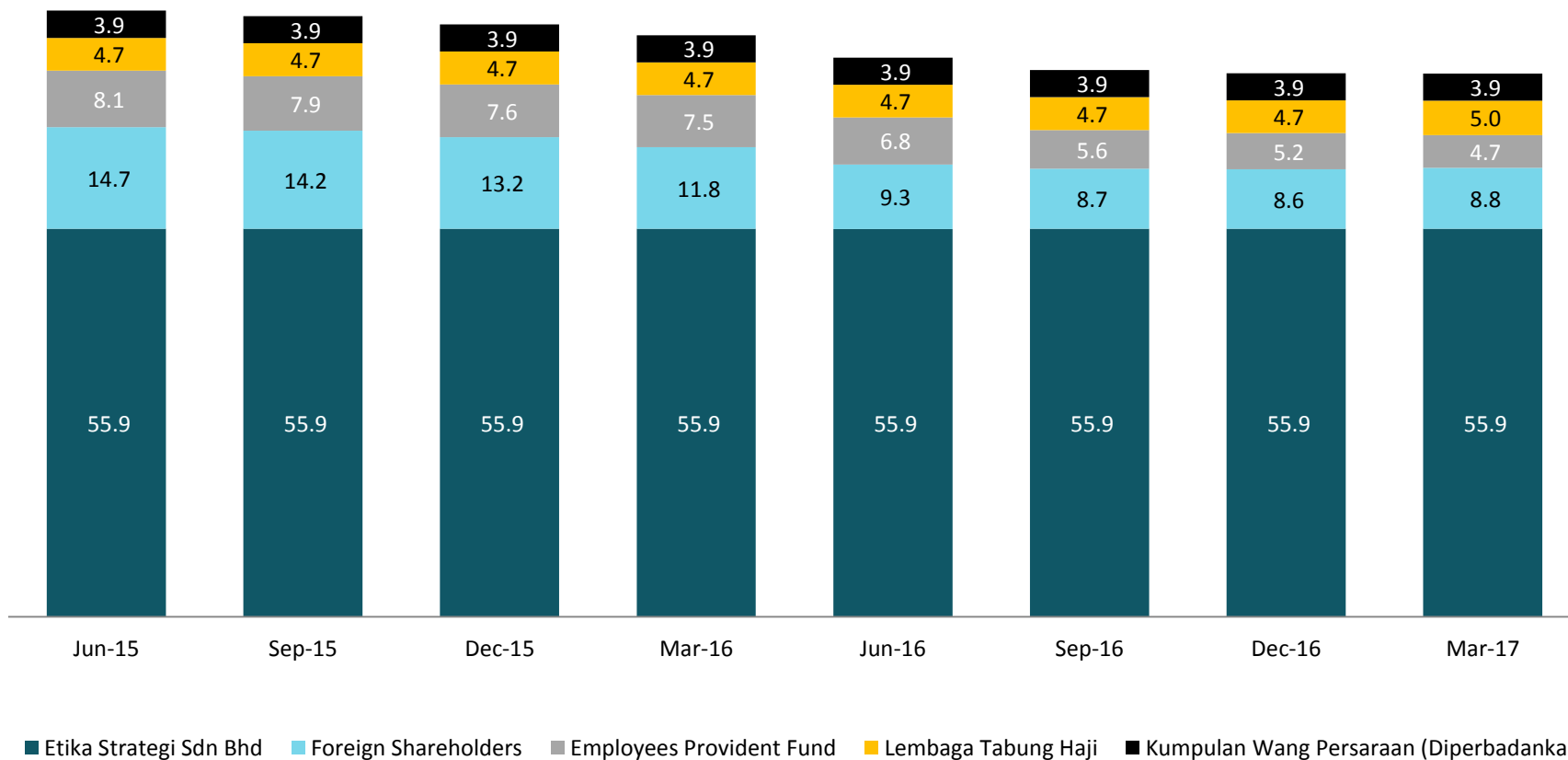
	As at 31 Mar'17	As at 31 Mar'16 (Audited)
Net Assets Per Share (RM)	3.14	3.38
Gearing Ratio (times)*:		
▪ Gross	0.62	0.81
▪ Net	0.29	0.51
Return on Equity (%)	(7.48)	(15.17)
Return on Capital Employed (%)	0.90	(2.86)

Note: * Based on Total Equity

Shareholders of DRB-HICOM

As at 31 March 2017

(%)





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