



DRB-HICOM

1QFY2018

Financial Results

Quarter Ended 30 June 2017

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Key Highlights



Recorded higher revenue y-o-y by 33.4% of RM3.3 billion in 1Q18.



Lower LBT y-o-y by 40.1% due to positive overall contribution by sectors mainly from:-

- 1) Automotive: PROTON (sales recognition of the 4 new models) and DEFTECH
- 2) Services: Pos Malaysia Group (Courier and Logistics) and Bank Muamalat
- 3) PAC: Northern Gateway Infrastructure and Media City



Services improved y-o-y by 72% from:-

- 1) Pos Malaysia's consolidation into the Group in September 2016 and overall performance by Pos Malaysia Group
- 2) Banking maintaining its growth momentum



- 1) Following the signing of Heads of Agreement with Zhejiang Geely Holding Group Co., Ltd. ("Geely") on 24 May 2017, DRB-HICOM and PROTON had on 23 June 2017 signed:-
 - Conditional SSA with Geely for the proposed 49.9% share subscription of PROTON by Geely
 - Conditional SPA with Geely and Etika Automotive for the proposed 100% divestment of Lotus to Geely (51%) and Etika Automotive (49%)
- 2) The proposals are subject to approvals granted from relevant authorities and shareholders of DRB-HICOM at the EGM convene on 30 August 2017

Results Summary

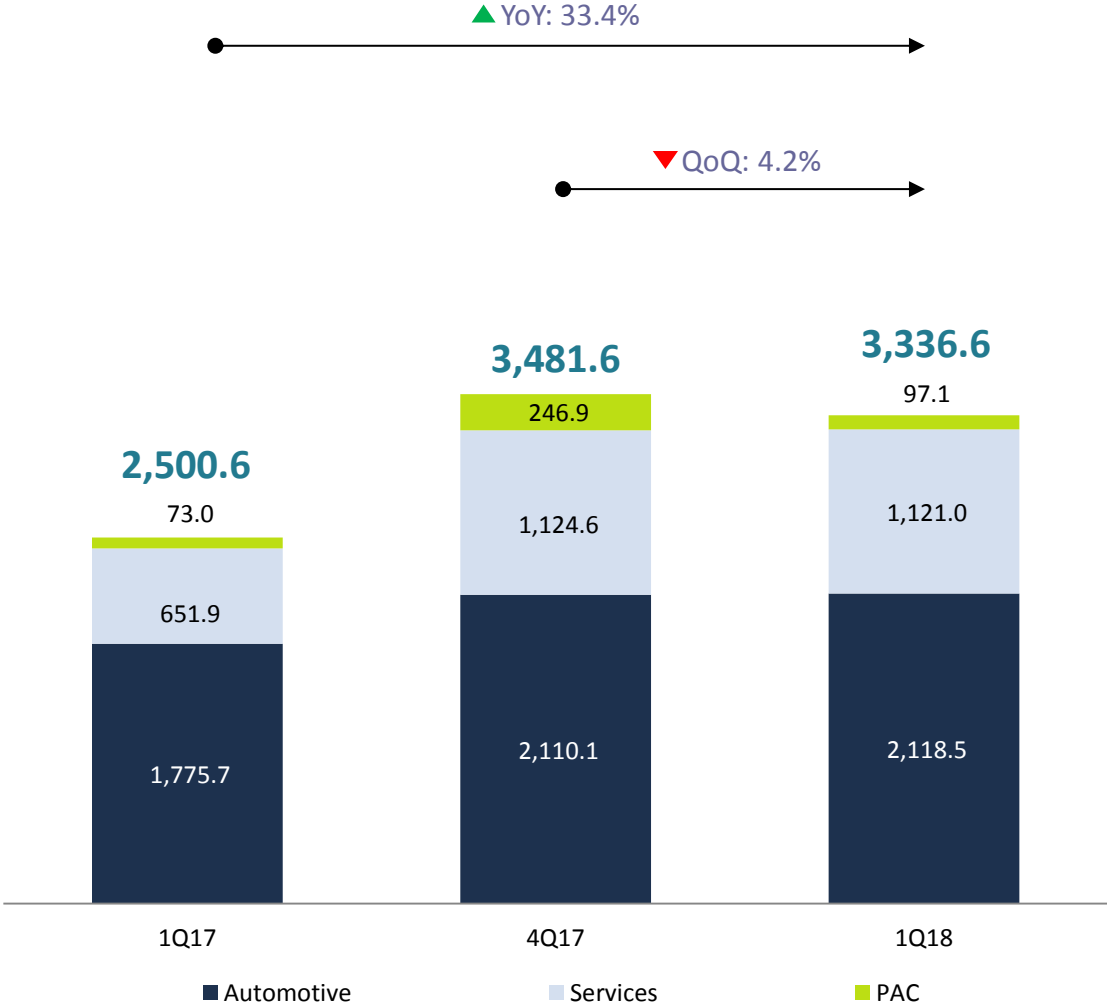
For the Financial Period Ended 30 June 2017

| | 1Q17 | 4Q17 | 1Q18 | QoQ (%) 1Q18 vs 4Q17 | YoY (%) 1Q18 vs 1Q17 |
|--------------------------------------|-----------|-----------|-----------|-------------------------|-------------------------|
| <i>(RM million)</i> | | | | | |
| Operating Revenue | 2,500.6 | 3,481.6 | 3,336.6 | (4.2) | 33.4 |
| Other Income | 79.1 | 115.2 | 84.9 | (26.3) | 7.3 |
| Cost of Sales and Operating Expenses | (2,628.5) | (3,533.9) | (3,401.3) | 3.8 | (29.4) |
| Loss Before Tax | (121.3) | (255.6) | (72.7) | 71.6 | 40.1 |
| EPS (sen) | (8.76) | (16.99) | (8.78) | 48.3 | (0.2) |

Group Financial

Revenue

(RM million)

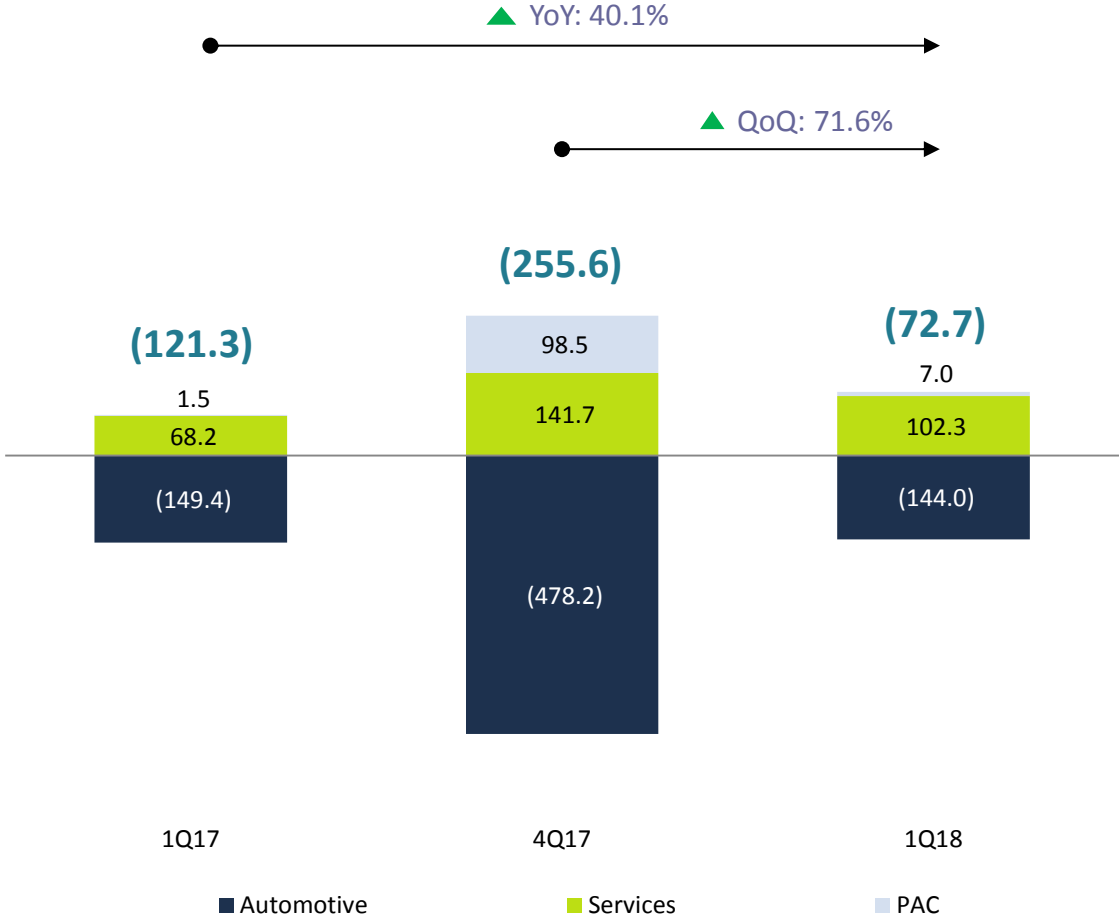


Note: PAC – Property, Asset and Construction

Group Financial

PBT/(LBT)

(RM million)



Total PBT figures include Investment Holding as tabulated below:-

| (RM million) | 1Q17 | 4Q17 | 1Q18 |
|--------------------|--------|--------|--------|
| Investment Holding | (41.6) | (17.6) | (38.0) |

Note: PAC – Property, Asset and Construction

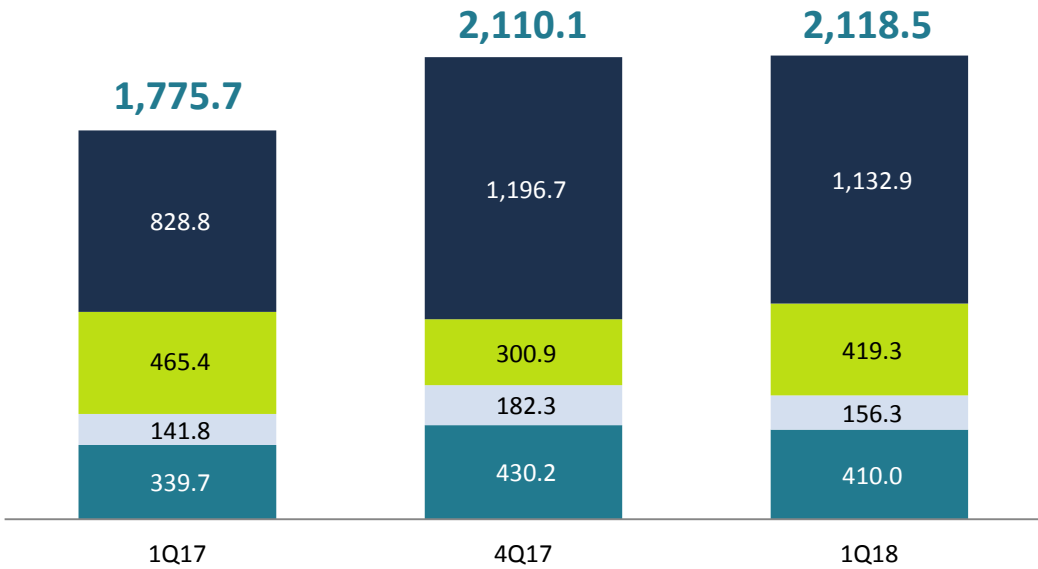
Automotive

Revenue

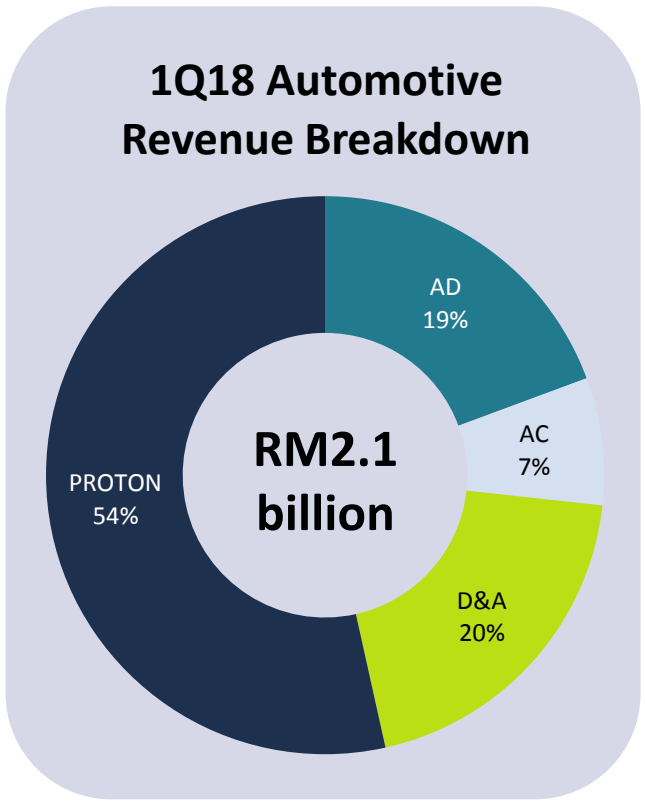
(RM million)

▲ YoY: 19.3%

▲ QoQ: 0.4%



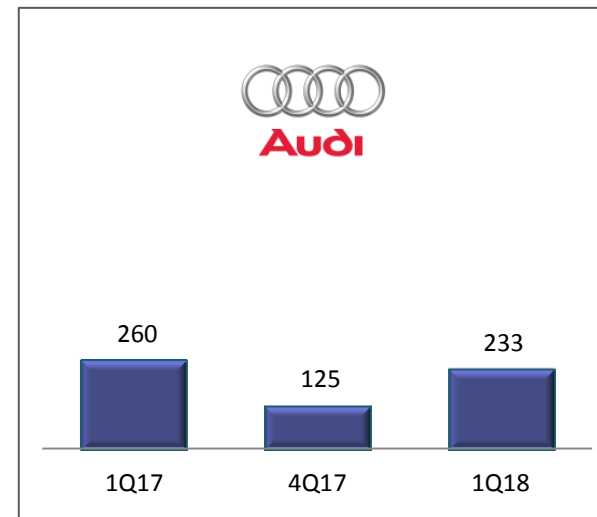
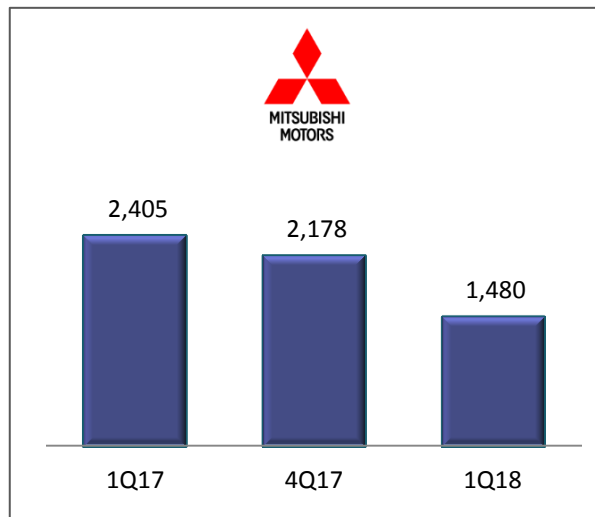
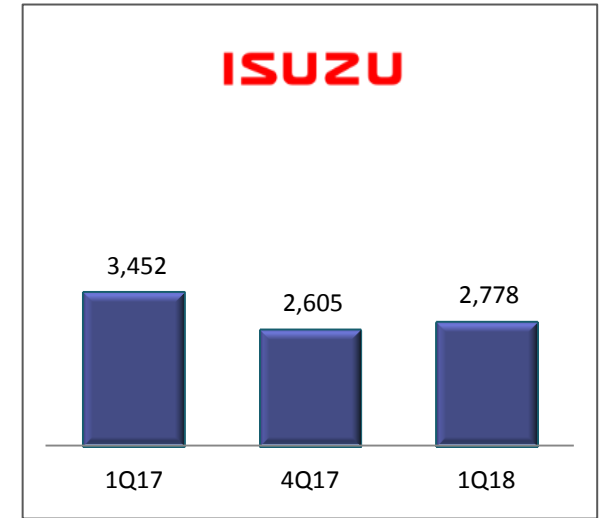
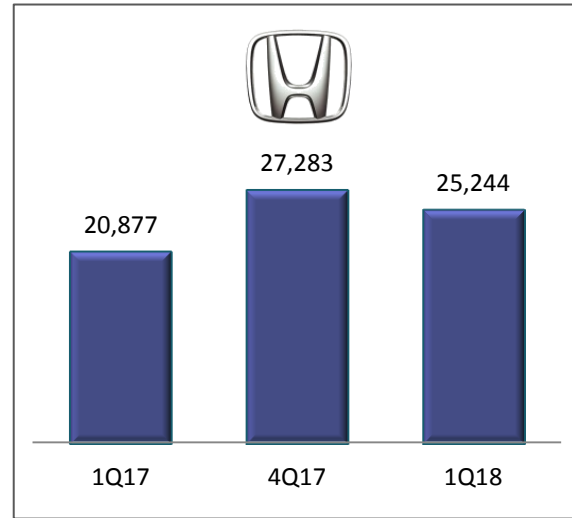
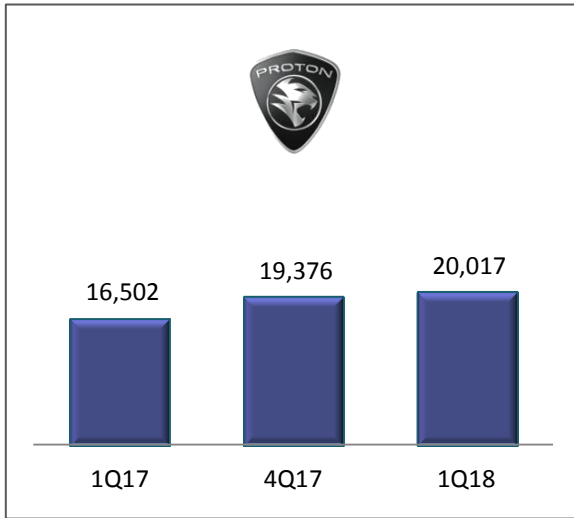
- Automotive Distribution (AD)
- Defence & Aviation (D&A)
- Automotive Component (AC)
- PROTON



Marque

Sales Performance

Units



Source: MAA

DRB-HICOM's Market Share

Market Share 1Q18 (April 2017 to June 2017)

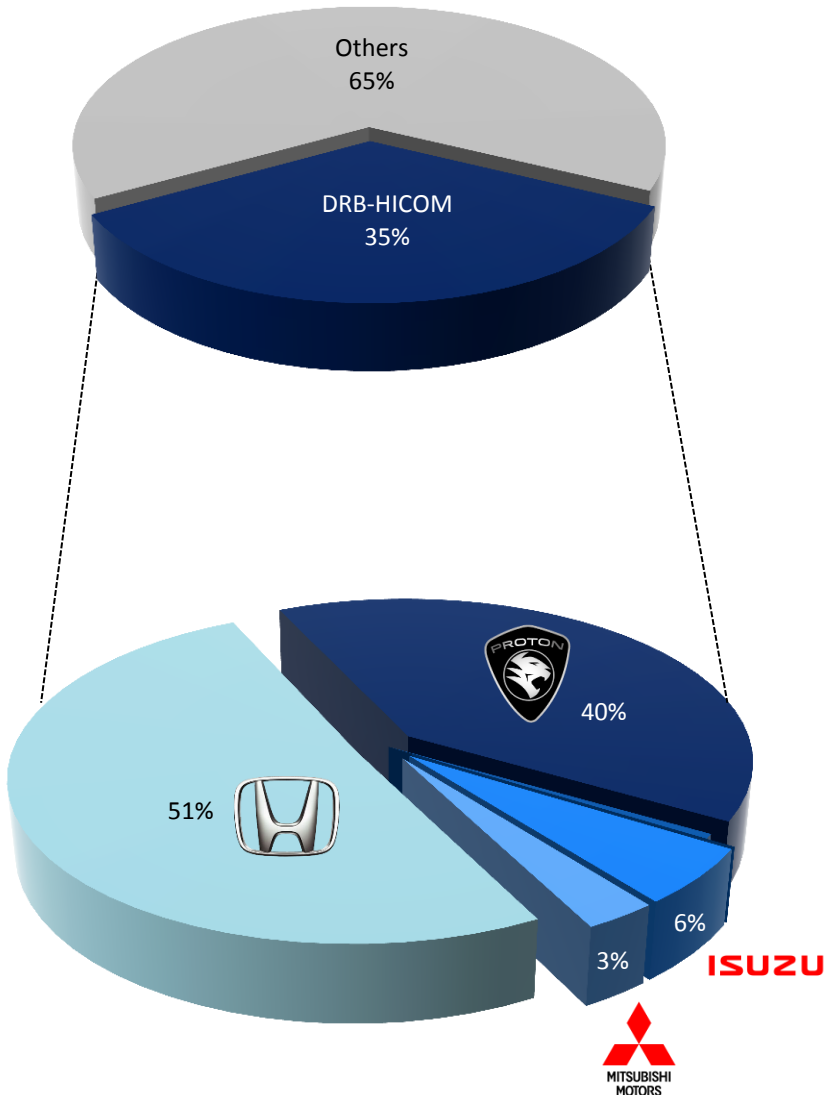
Total Industry Volume

143,621 units

DRB-HICOM

49,752 units

New Launches from April to June 2017

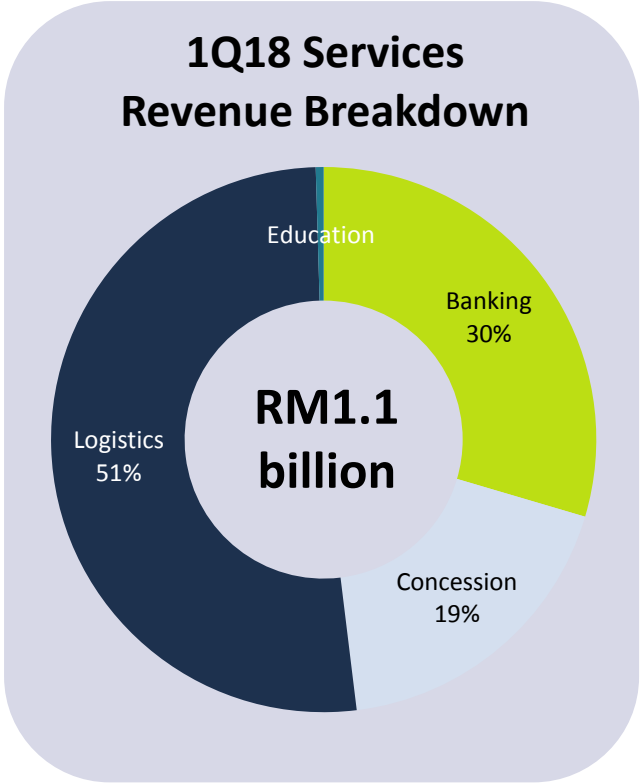
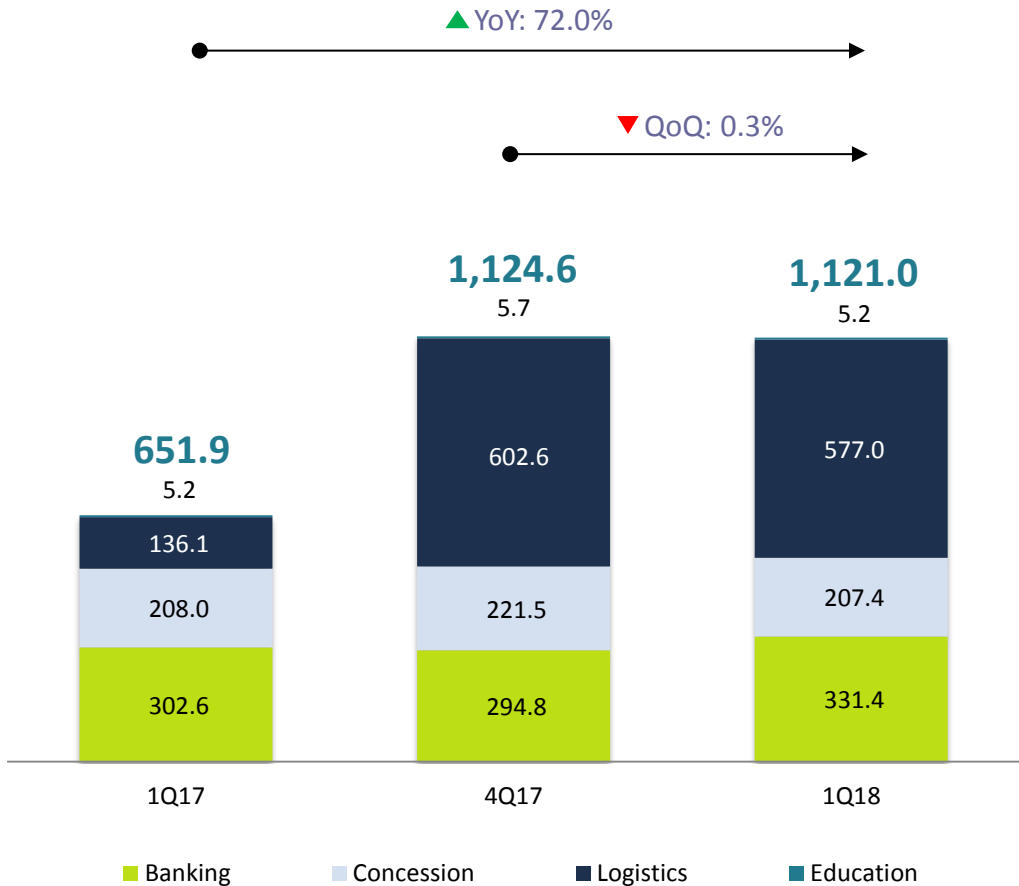


Note: Lotus Evora 410 and 3-Eleven were launched on 3 May 2017

Services

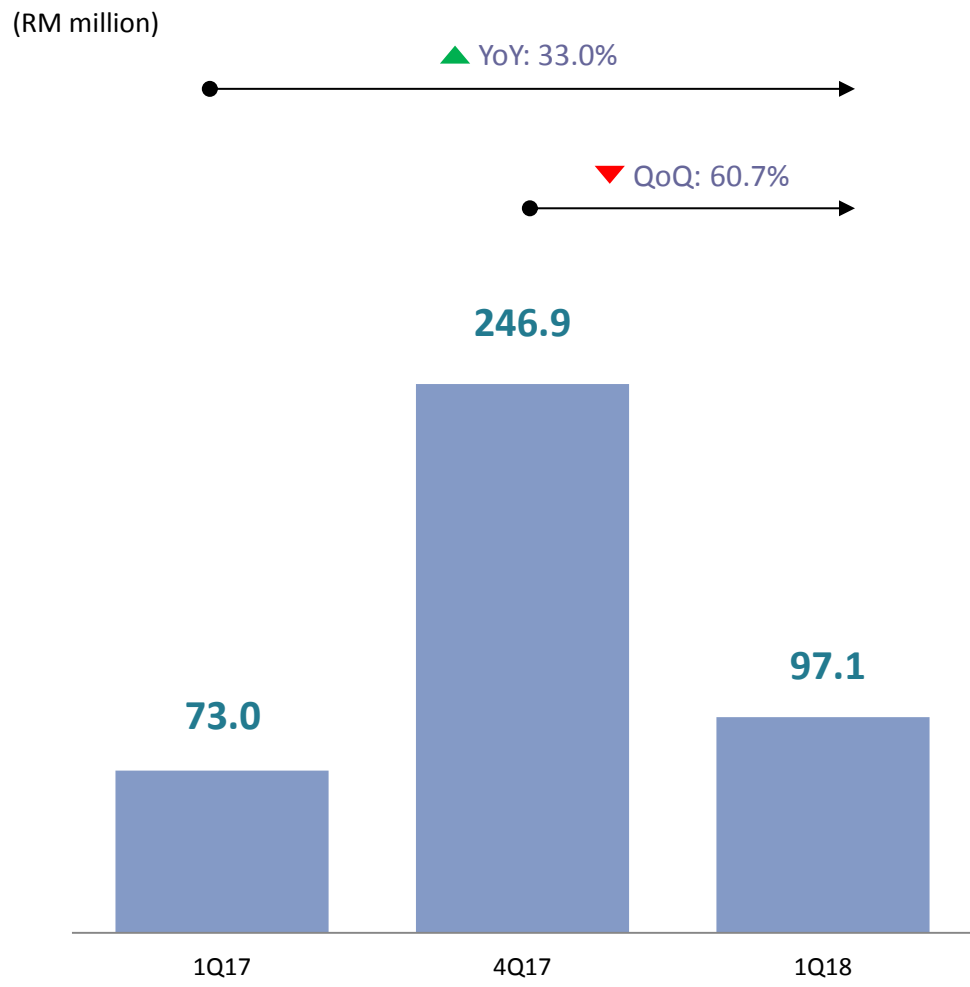
Revenue

(RM million)



Property, Asset and Construction

Revenue



Glenmarie Johor



Proton City



Laman Glenmarie

Financial Position and Key Ratios

| (RM billion) | As at 30 Jun'17 | As at 31 Mar'17 (Audited) |
|--|--------------------|---------------------------------|
| Property, Plant & Equipment | 6.1 | 6.4 |
| Banking Related Assets | 21.6 | 22.9 |
| Inventories | 1.8 | 2.3 |
| Cash & Bank Balances | 3.1 | 2.9 |
| Trade & Other Receivables | 4.1 | 4.3 |
| Others | 5.4 | 5.0 |
| TOTAL ASSETS | 42.1 | 43.8 |
| Equity attributable to Owners of the Company | 5.9 | 6.1 |
| Perpetual Sukuk | 1.0 | 1.1 |
| RCCPS | 1.6 | 1.3 |
| Non-controlling Interest | 1.8 | 1.7 |
| Short Term Borrowings (include OD) | 2.3 | 2.2 |
| Long Term Borrowings | 4.0 | 4.1 |
| Banking Related Liabilities | 18.7 | 20.0 |
| Others | 6.8 | 7.3 |
| TOTAL EQUITY & LIABILITIES | 42.1 | 43.8 |

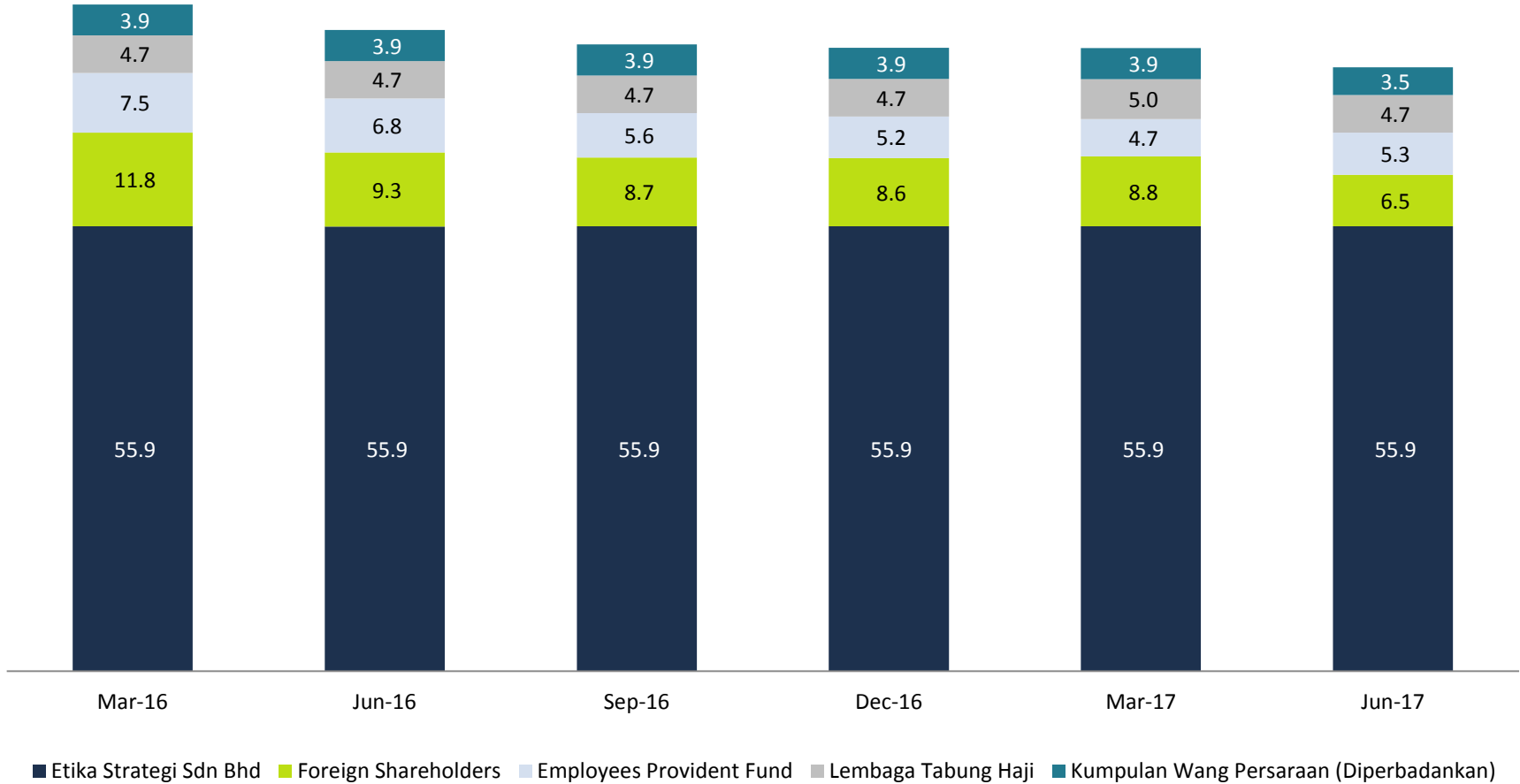
| | As at 30 Jun'17 | As at 31 Mar'17 (Audited) |
|--------------------------------|--------------------|---------------------------------|
| Net Assets Per Share (RM) | 3.05 | 3.14 |
| Gearing Ratio (times)*: | | |
| ▪ Gross | 0.61 | 0.62 |
| ▪ Net | 0.27 | 0.29 |
| Return on Equity (%) | (2.88) | (7.48) |
| Return on Capital Employed (%) | 0.07 | 0.90 |

Note: * Based on Total Equity

Shareholders of DRB-HICOM

As at 30 June 2017

(%)





For enquiries, please contact us at:-

Investor Relations
Level 5, Wisma DRB-HICOM
No. 2 Jalan Usahawan U1/8
40150 Shah Alam, Selangor
Malaysia

email : invest@drb-hicom.com

tel : 603-2052 8194 / 8213

fax : 603-2052 8228