

DRB-HICOM

2QFY2018

Financial Results

Quarter Ended 30 September 2017

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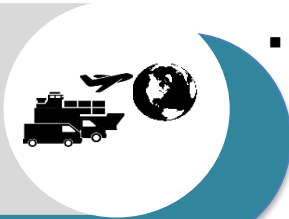
Key Highlights

FINANCIAL



- Group revenue improved by 29.8% to RM6.68 billion y-o-y.
- Positive PBT of RM817.7 million largely due to:
 - 1) Favourable results from PROTON (recognition of grant income).
 - 2) Improved performance by various businesses within the Group i.e DEFTECH, Honda, Property and Pos Malaysia Group on the back of escalating demand in e-Commerce as well as online business customers.

SECTORIAL PERFORMANCE



- Overall positive contribution by Sectors y-o-y mainly from:
 - 1) Automotive: Higher vehicle sales from PROTON (new Saga and Persona) while Honda remains dominant in the foreign brand segment.
 - 2) Services: Contribution from Pos Malaysia Group and higher sales revenue by Bank Muamalat and Alam Flora.
 - 3) Property: Higher on-going construction projects by Northern Gateway Infrastructure and Media City.

CORPORATE EXERCISE



- Completed the share subscription of 49.9% equity interest in PROTON to Zhejiang Geely Holding on 29 Sept 2017.
- Lotus ceased to be an indirect wholly-owned subsidiary company of the Group.
- New partnership is key to turnaround PROTON as new Management currently focuses on cost efficiency to gradually improve overall financial and operational performance.

Results Summary

For the Financial Period Ended 30 September 2017

OTHER
INCOME

+>100%
Y-O-Y

Cost of Sales &
Operating Expenses

+30.5%
Y-O-Y

1H18

OPERATING REVENUE

+29.8%
Y-O-Y

EARNINGS
PER SHARE

+>100%
Y-O-Y

Profit
Before Tax

+>100%
Y-O-Y

(RM million)

Operating
Revenue

1H18

6,680.2

1H17

5,144.8

2Q18

3,343.6

1Q18

3,336.6

2Q17

2,644.2

Other Income

1,450.6

156.6

1,365.7

84.9

77.5

Cost of Sales &
Operating
Expenses

(6,962.4)

(5,336.4)

(3,561.1)

(3,401.3)

(2,707.8)

Profit/(Loss)
Before Tax

817.7

(388.9)

890.4

(72.7)

(267.5)

EPS (sen)

29.32

(24.77)

38.10

(8.78)

(16.02)

Group Revenue

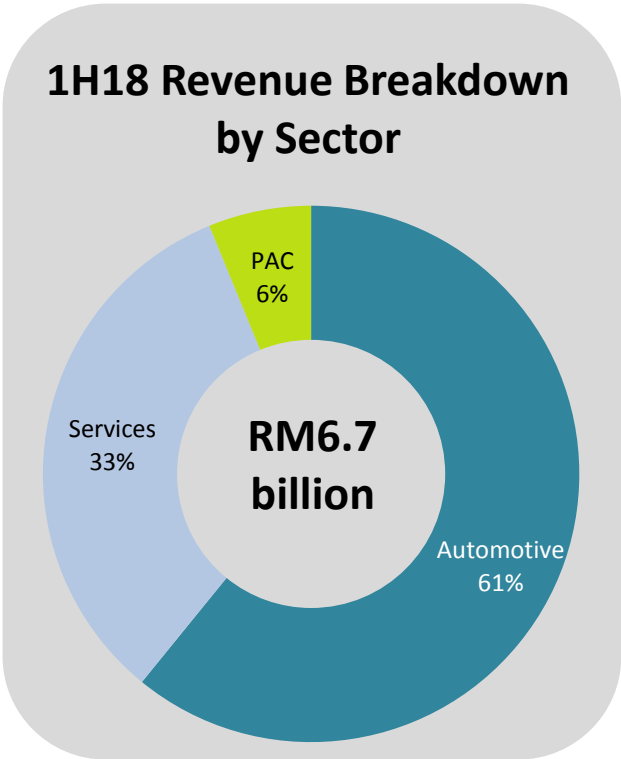
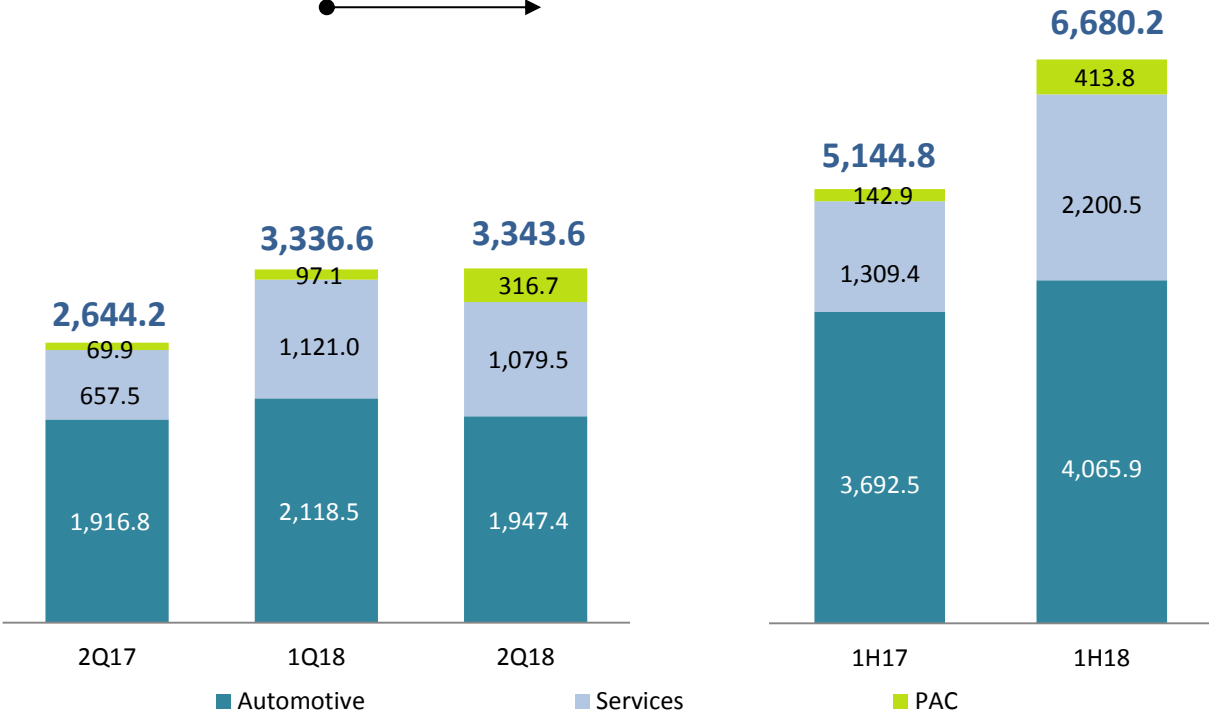
Sectorial breakdown

(RM million)

▲ YoY: 26.4%

▲ YoY: 29.8%

▲ QoQ: 0.2%

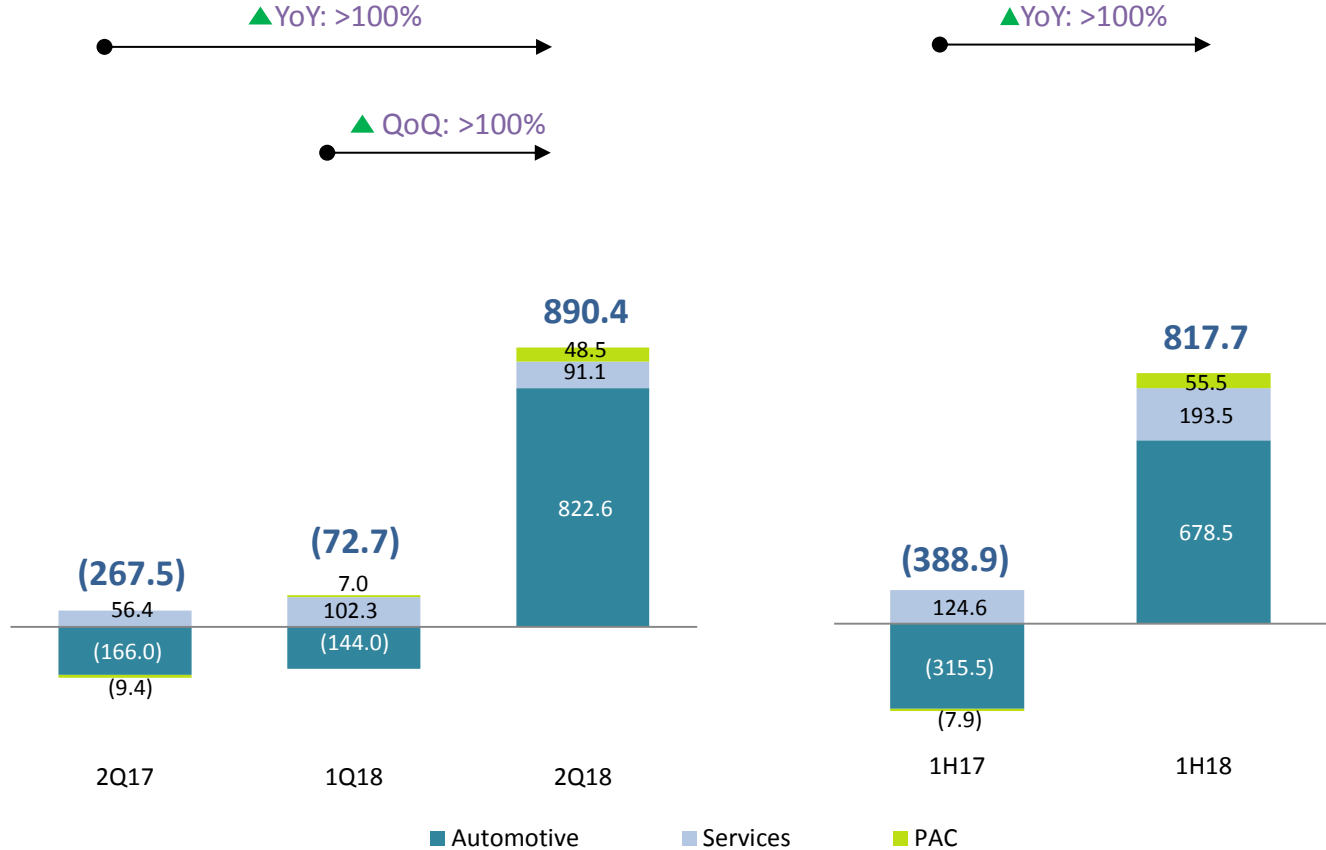


Note: PAC – Property, Asset and Construction

Group Profitability

PBT/(LBT)

(RM million)



Total PBT figures include Investment Holding as tabulated below:-

(RM million)	2Q17	1Q18	2Q18	1H17	1H18
Investment Holding	(148.5)	(38.0)	(71.8)	(190.1)	(109.8)

Note: PAC – Property, Asset and Construction

Automotive

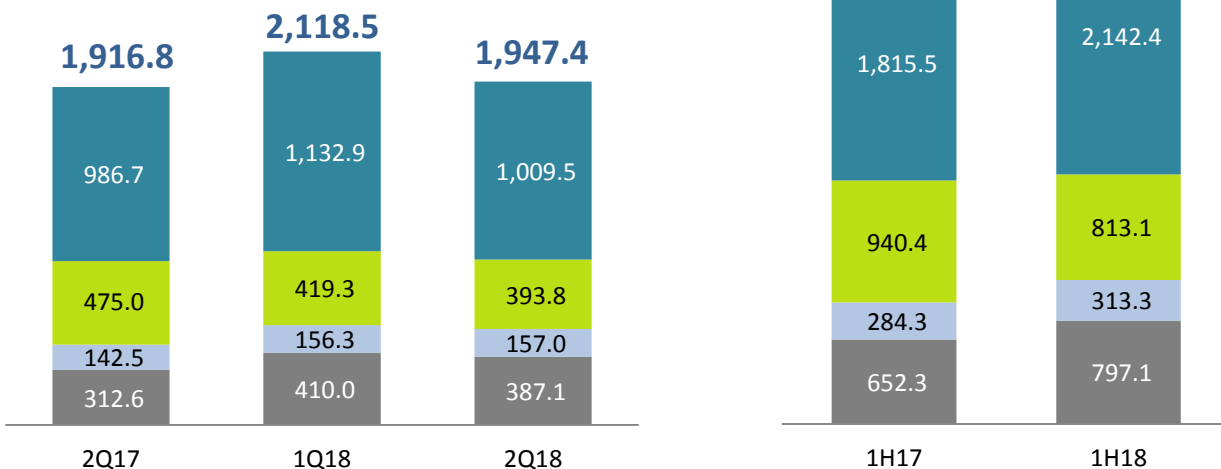
Revenue

(RM million)

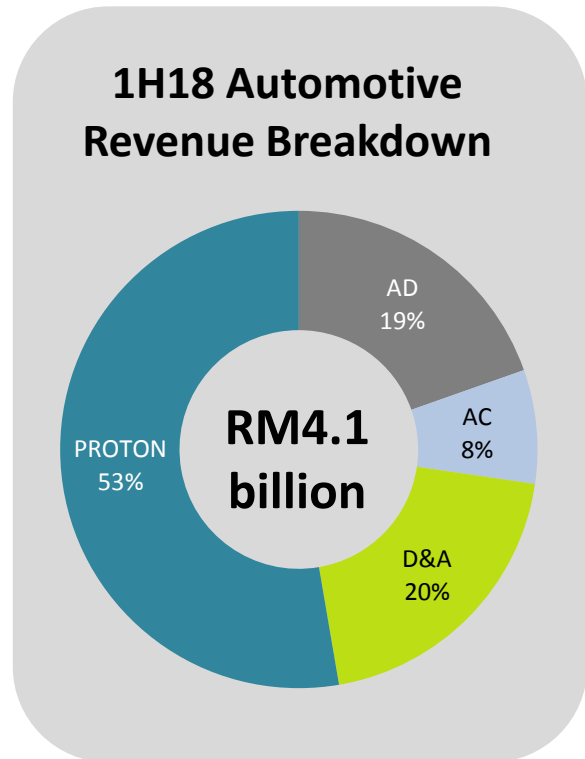
▲ YoY: 1.6%

▲ YoY: 10.1%

▼ QoQ: 8.1%



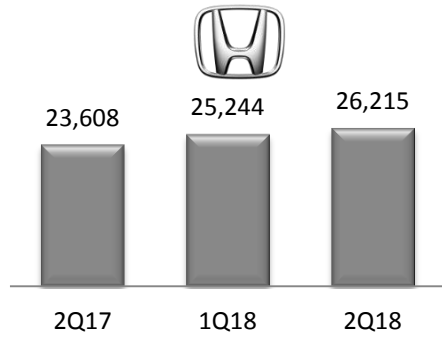
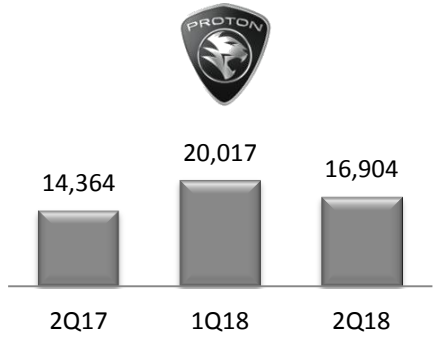
■ Automotive Distribution (AD) ■ Automotive Component (AC) ■ Defence & Aviation (D&A) ■ PROTON



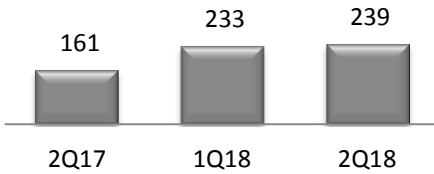
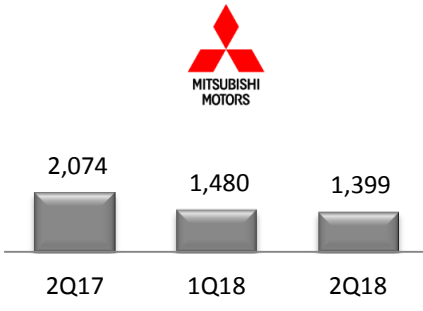
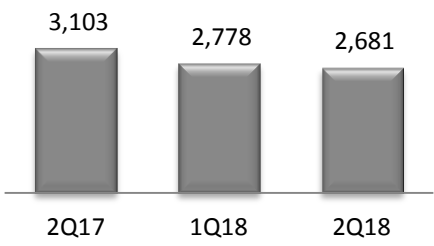
Sales Performance

By marques

Units



ISUZU

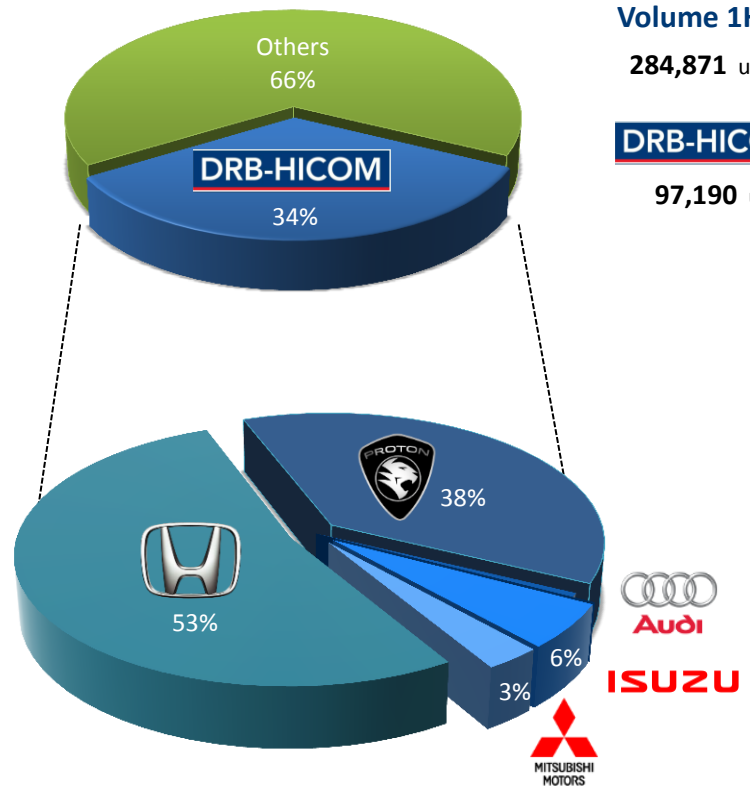


Total Industry Volume 1H18

284,871 units

DRB-HICOM

97,190 units



New Launches from July to September 2017



Source: MAA

Services

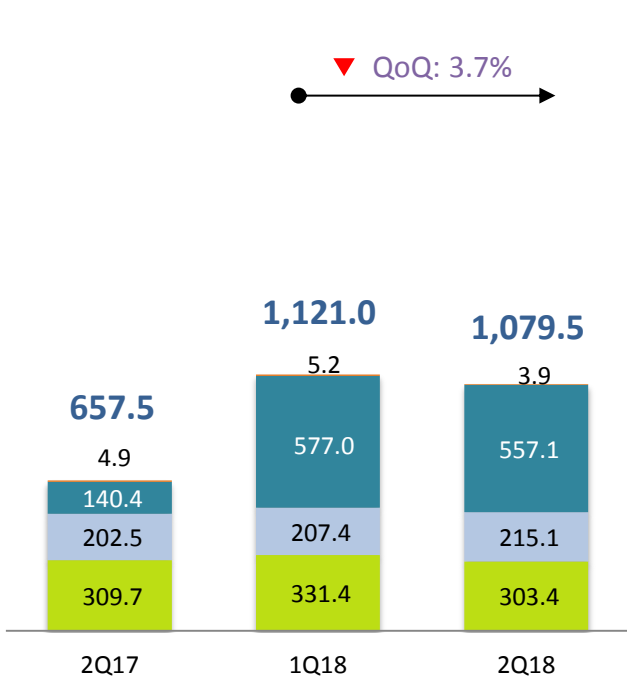
Revenue

(RM million)

▲ YoY: 64.2%

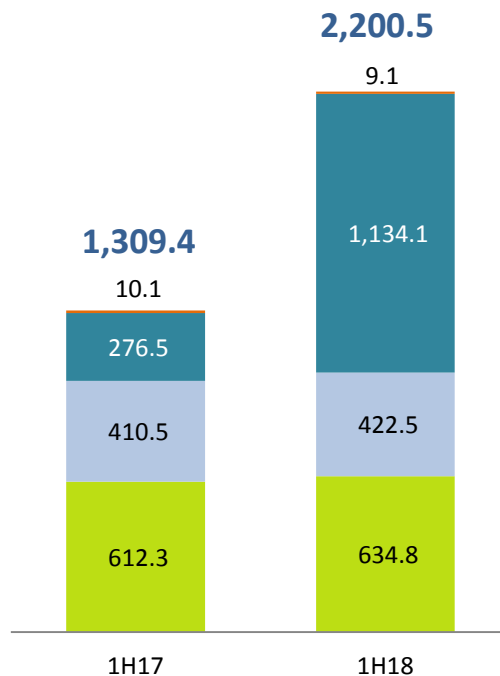
▼ QoQ: 3.7%

▲ YoY: 68.1%



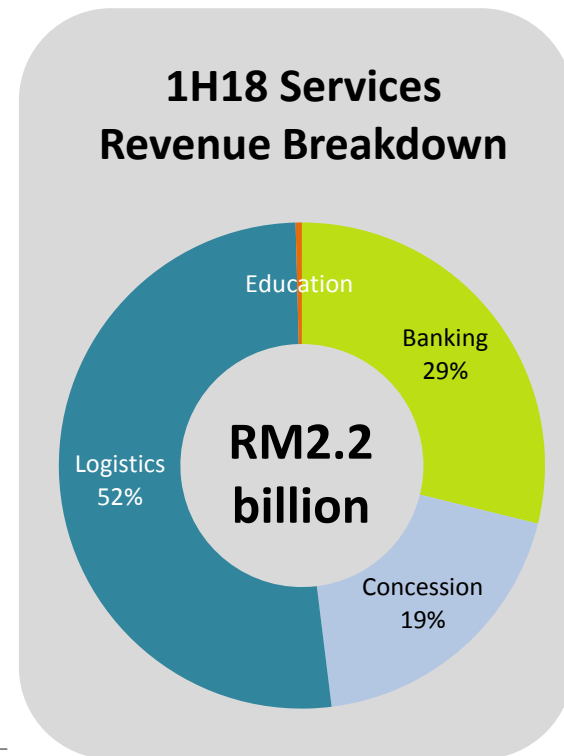
■ Banking

■ Concession



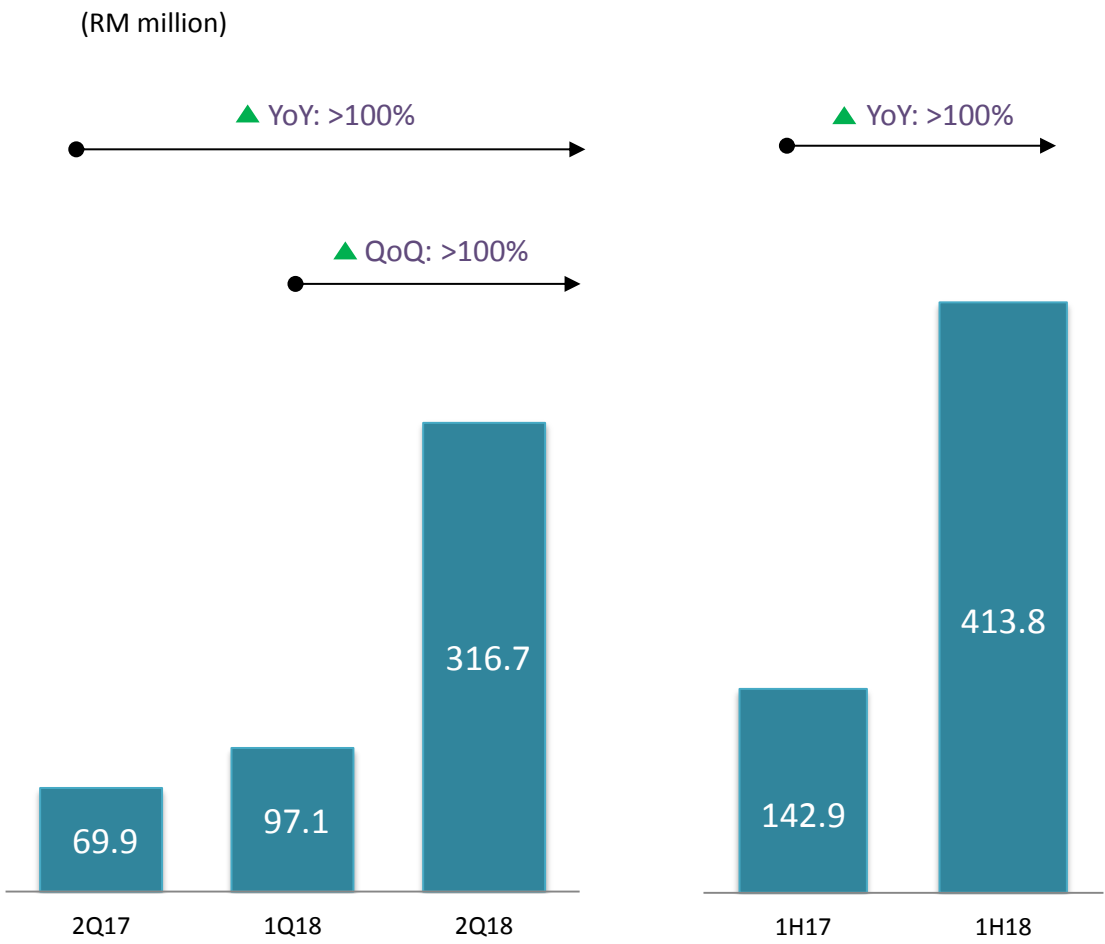
■ Logistics

■ Education



Property, Asset and Construction

Revenue



Media City



ICQS

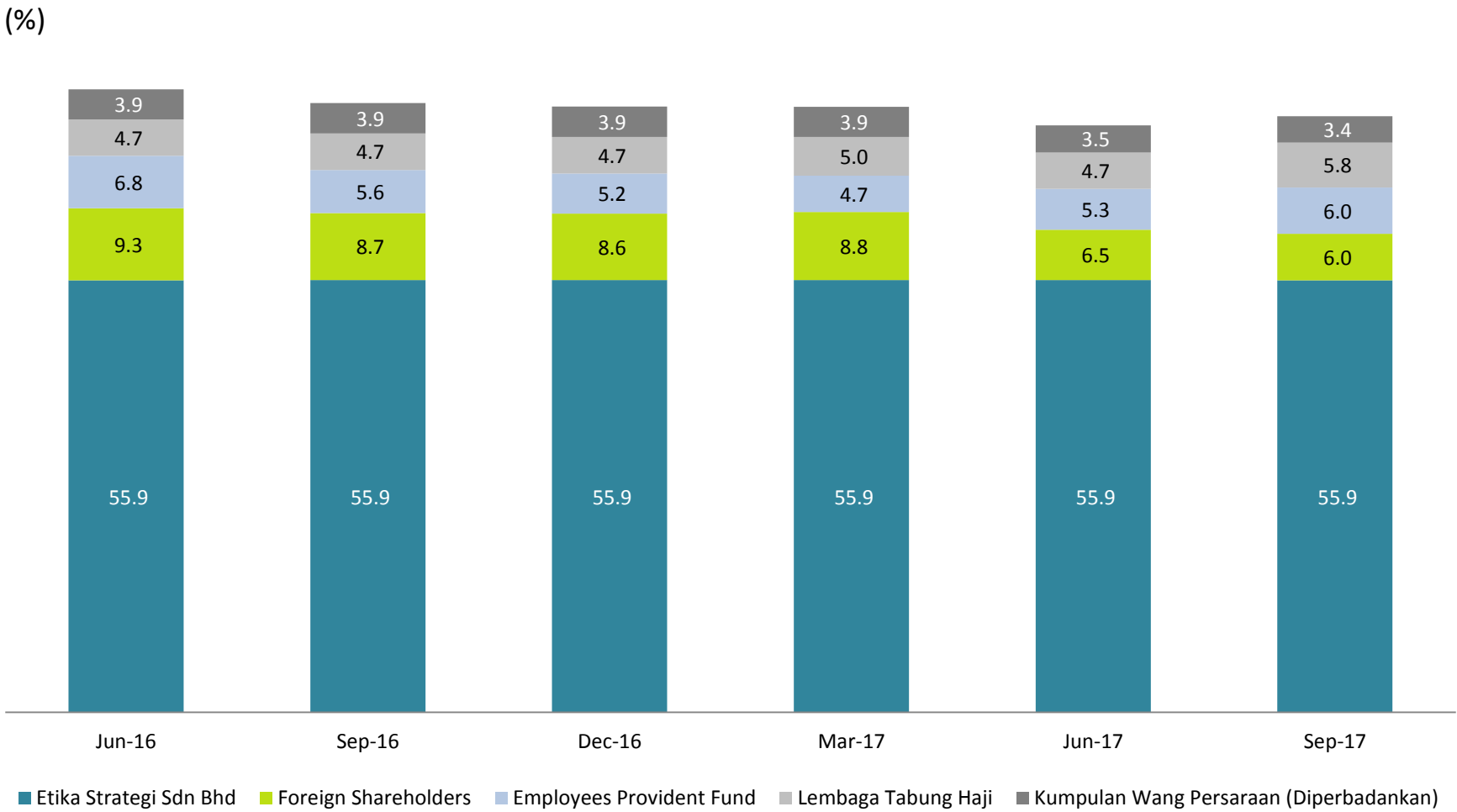
Key Ratios

(RM billion)	As at 30 Sep'17	As at 31 Mar'17 (Restated)		As at 30 Sep'17	As at 31 Mar'17 (Restated)
Property, Plant & Equipment	6.1	6.5	Net Assets Per Share (RM)	3.54	3.14
Banking Related Assets	21.6	22.9	Gearing Ratio (times)*: ▪ Gross ▪ Net	0.54	0.61
Inventories	1.6	2.3		0.21	0.28
Cash & Bank Balances	3.5	2.9	Return on Equity (%)	8.29	(7.52)
Trade & Other Receivables	5.5	4.3	Return on Capital Employed (%)	5.48	0.86
Others	5.0	5.2			
TOTAL ASSETS	43.3	44.1			
Equity attributable to Owners of the Company	6.8	6.1			
Perpetual Sukuk	1.1	1.1			
RCCPS	1.6	1.3			
Non-controlling Interest	2.2	1.9			
Short Term Borrowings (include OD)	2.5	2.2			
Long Term Borrowings	3.9	4.1			
Banking Related Liabilities	18.6	20.0			
Others	6.6	7.4			
TOTAL EQUITY & LIABILITIES	43.3	44.1			

Note: * Based on Total Equity

Shareholders of DRB-HICOM

As at 30 September 2017





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