

The logo for DRB-HICOM, featuring the company name in white, bold, sans-serif capital letters inside a dark blue rectangular box with a thin red border at the bottom.

**DRB-HICOM**

**3QFY2018**

# **Financial Results**

**Quarter Ended 31 December 2017**



# Disclaimer

This presentation is not and does not constitute an offer, invitation, solicitation or recommendation to subscribe for, or purchase, any securities and neither this presentation nor anything contained in it shall form the basis of, or be relied on in connection with any contract or commitment or investment decision.

This presentation has been prepared solely for use at this presentation. By your continued attendance at this presentation, you are deemed to have agreed and confirmed to DRB-HICOM Berhad (the “Company”) that: (a) you agree not to trade in any securities of the Company or its respective affiliates until the public disclosure of the information contained herein; and (b) you agree to maintain absolute confidentiality regarding the information disclosed in this presentation until the public disclosure of such information, or unless you have been otherwise notified by the Company.

Reliance should not be placed on the information or opinions contained in this presentation or on its completeness. This presentation does not take into consideration the investment objectives, financial situation or particular needs of any particular investor.

No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. None of the Company and its affiliates and related bodies corporate, and their respective officers, directors, employees and agents disclaim any liability (including, without limitation, any liability arising from fault or negligence) for any loss arising from any use of this presentation or its contents or otherwise arising in connection with it.

This presentation contains projections and “forward-looking statements” relating to the Company’s business and the sectors in which the Company operates. These forward-looking statements include statements relating to the Company’s performance. These statements reflect the current views of the Company with respect to future events and are subject to certain risks, uncertainties and assumptions. It is important to note that actual results could differ materially from those anticipated in these forward looking statements. The Company does not undertake to inform you of any matters or information which may come to light or be brought to the Company’s attention after the date hereof.

The forecasts and other forward-looking statements set out in this presentation are based on a number of estimates and assumptions that are subject to business, economic and competitive uncertainties and contingencies, with respect to future business decisions, which are subject to change and in many cases outside the control of the Company. The directors and officers of the Company believe that they have prepared the forecasts with due care and attention and consider all best estimates and assumptions when taken as a whole to be reasonable at the time of preparing the presentation. However, the Company’s forecasts presented in this presentation may vary from actual financial results, and these variations may be material and, accordingly, neither the Company nor its directors or officers can give any assurance that the forecast performance in the forecasts or any forward-looking statement contained in this presentation will be achieved. Details of the forecasts and the assumptions on which they are based are set out in the presentation.

This presentation may not be copied or otherwise reproduced without the written consent of DRB-HICOM Berhad.

# Key Highlights

## FINANCIAL



- Revenue improved by 13.4% to RM9.73 billion y-o-y.
- Recorded PBT of RM557.8 million for 9M18 on the back of improved performance by Services and Property sectors.

## AUTOMOTIVE



- Lower sales volume in tandem with the soft Malaysia TIV in 2017.
- Adverse results due to one-off impairment of product development capitalised costs relating to PROTON.
- Loss on disposal of Lotus Advance Technologies Sdn. Bhd. reduced the overall profits.
- Honda still retains its top spot in the non-National category with 19% market share.

## SERVICES



- Improved performance y-o-y largely due to favourable contribution by courier and logistics businesses of Pos Malaysia Group by 40.1% y-o-y.

## PROPERTY



- On-going construction projects by Northern Gateway Infrastructure and Media City boosting the performance of the sector.

# Results Summary

For the Financial Period Ended 31 December 2017

OTHER  
INCOME  
**+>100%**  
Y-O-Y

PATAMI  
**+>100%**  
Y-O-Y

**9M18**  
OPERATING REVENUE  
**+13.4%**  
Y-O-Y

EARNINGS  
PER SHARE  
**+>100%**  
Y-O-Y

PROFIT BEFORE  
TAX  
**+>100%**  
Y-O-Y

(RM million)	9M18	9M17*	3Q18	2Q18	3Q17*
Operating Revenue	9,727.7	8,576.7	3,047.4	3,343.6	3,431.9
Other Income	1,582.0	722.3	131.4	1,365.7	565.7
Cost of Sales & Operating Expenses	(10,091.0)	(8,773.7)	(3,128.6)	(3,561.1)	(3,437.3)
Profit/(Loss) Before Tax	557.8	30.7	(259.9)	890.4	419.6
EPS (sen)	26.31	(6.57)	(3.01)	38.10	18.20
PATAMI	508.7	(127.1)	(58.2)	736.6	351.9

Note: \* Restated

# Group Revenue

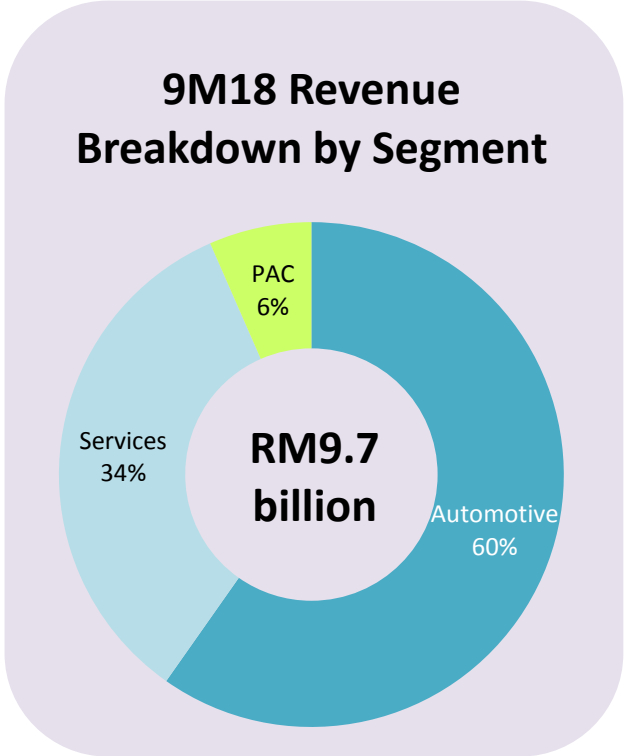
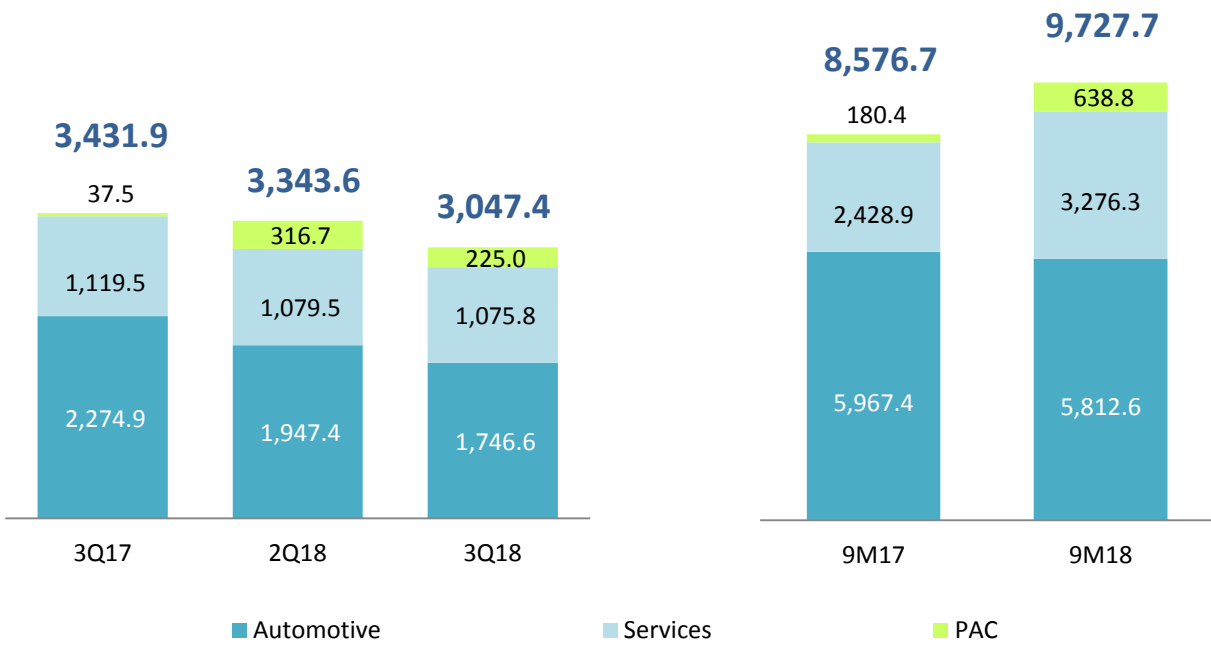
## Sectorial breakdown

(RM million)

▼ YoY: 11.2%

▲ YoY: 13.4%

▼ QoQ: 8.9%

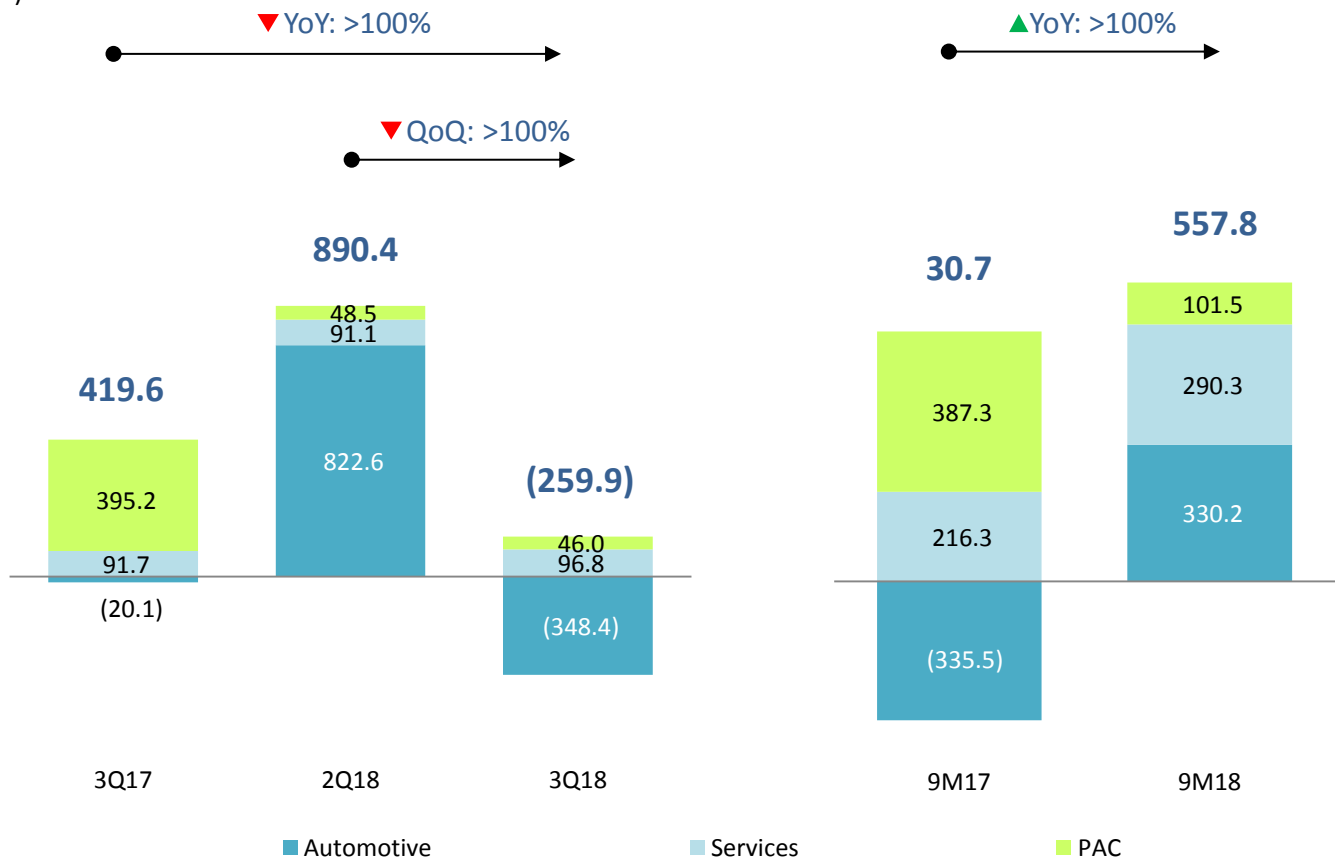


Note: PAC – Property, Asset and Construction

# Group Profitability

## PBT/(LBT)

(RM million)



Total PBT figures include Investment Holding as tabulated below:-

(RM million)	3Q17	2Q18	3Q18	9M17	9M18
Investment Holding	(47.2)	(71.8)	(54.3)	(237.4)	(164.2)

Note: PAC – Property, Asset and Construction

# Automotive

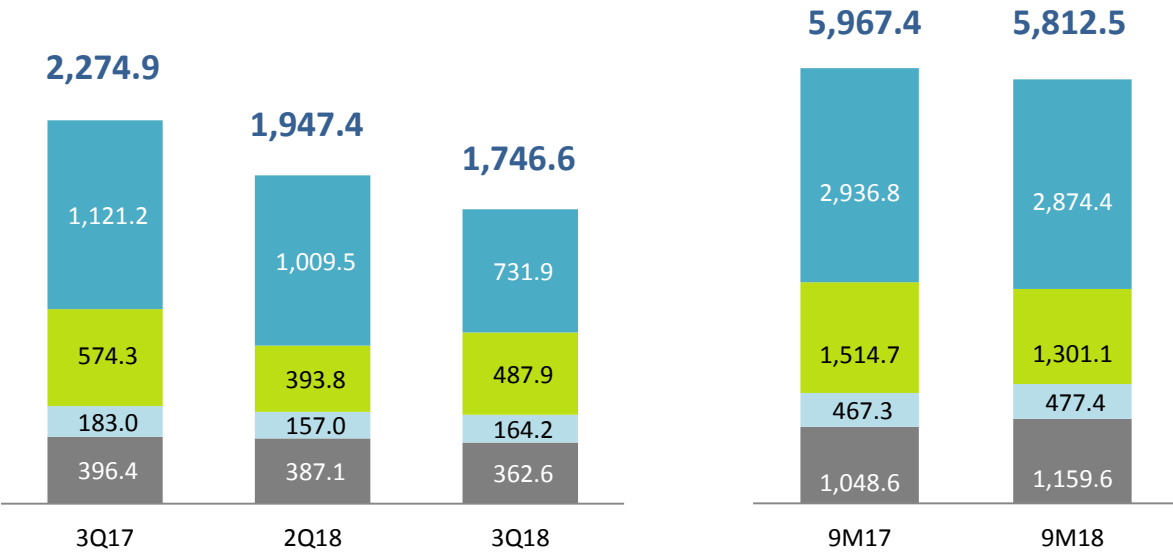
## Revenue

(RM million)

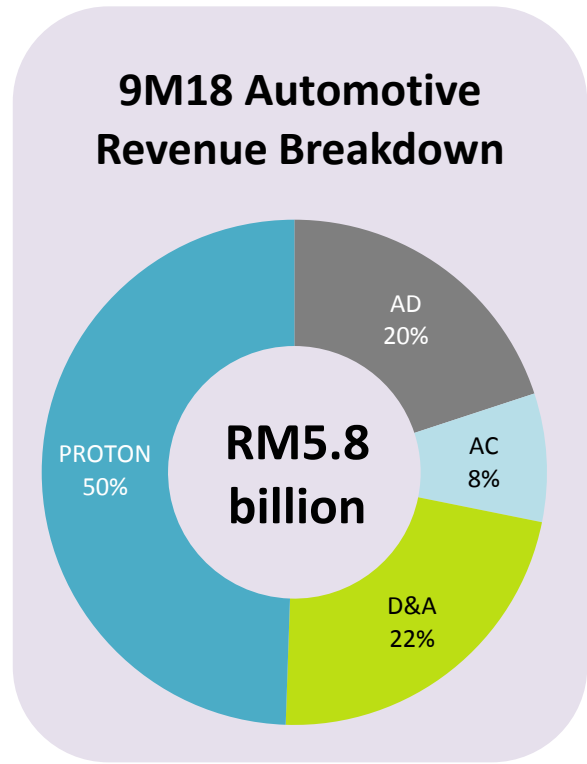
▼ YoY: 23.2%

▼ YoY: 2.6%

▼ QoQ: 10.3%

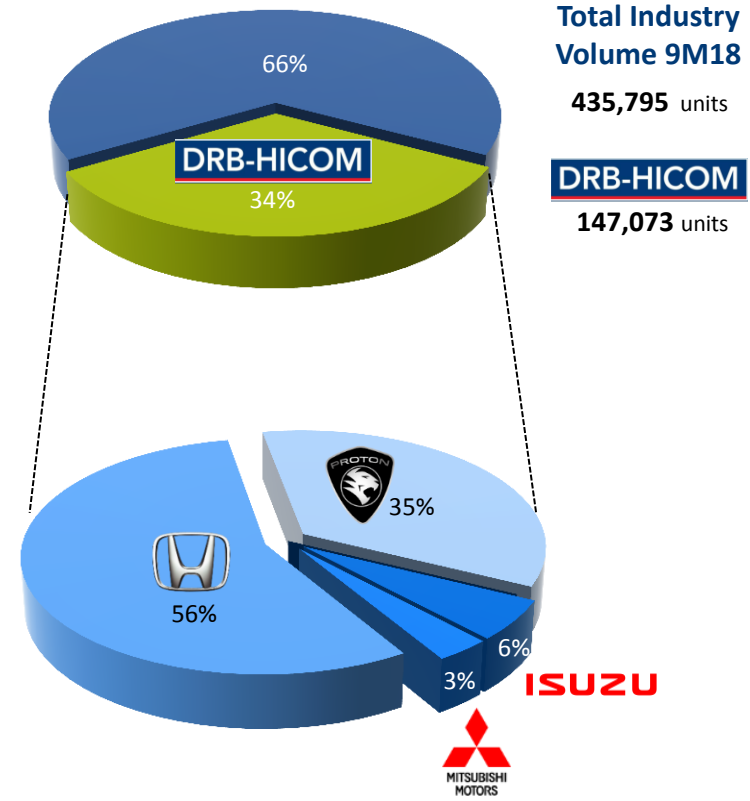
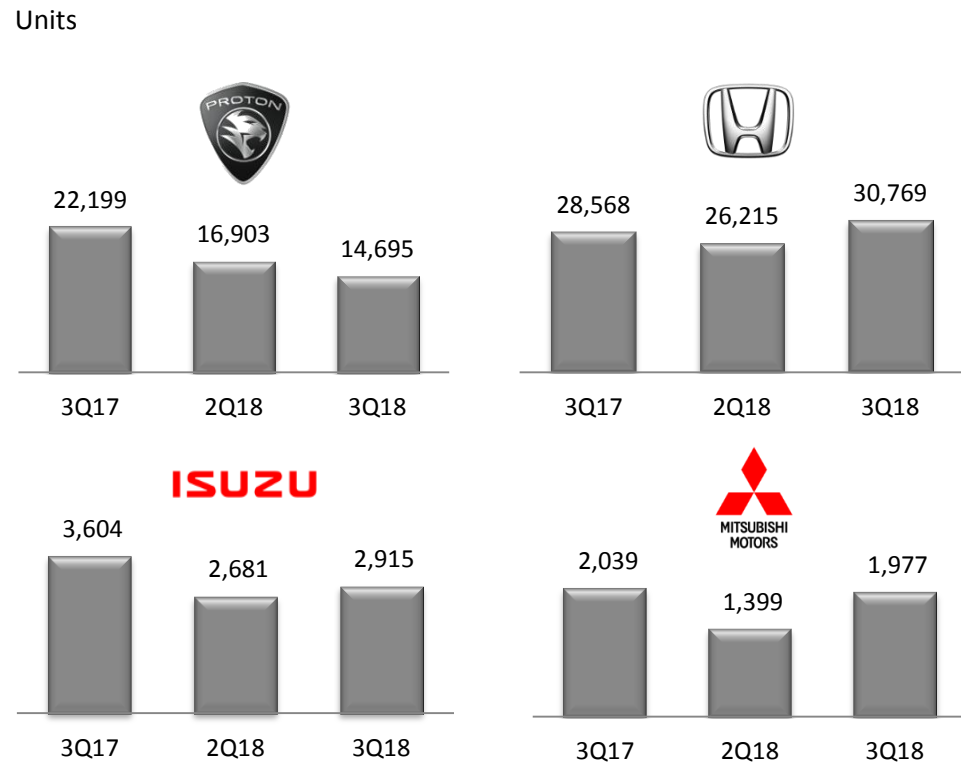


■ Automotive Distribution (AD)   ■ Automotive Component (AC)   ■ Defence & Aviation (D&A)   ■ PROTON



# Sales Performance

## By marques





# Services

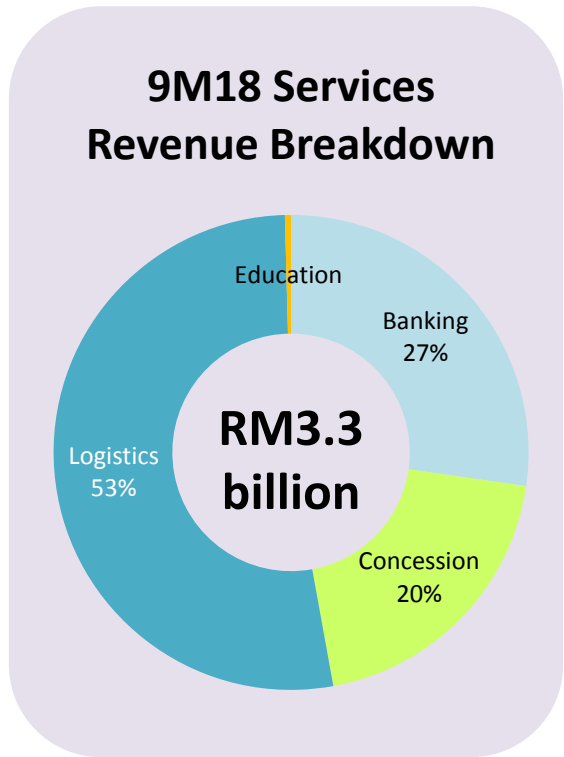
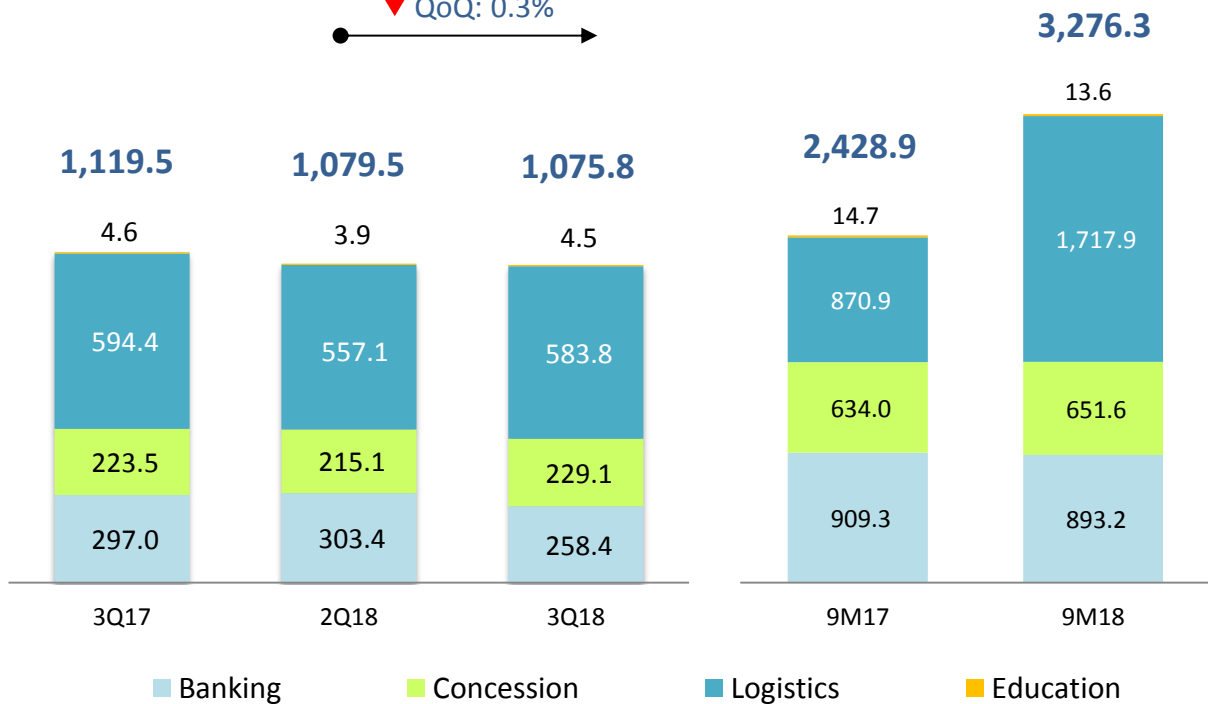
## Revenue

(RM million)

▼ YoY: 3.9%

▲ YoY: 34.9%

▼ QoQ: 0.3%



# Property, Asset and Construction

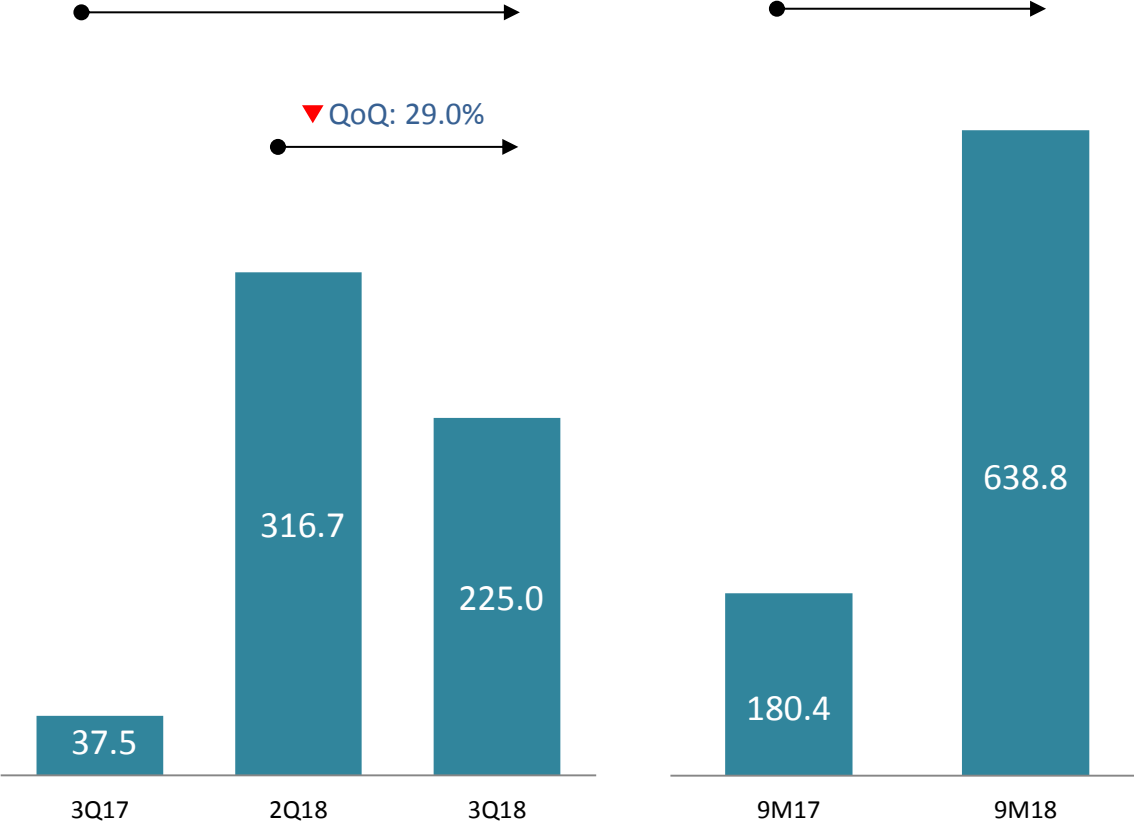
## Revenue

(RM million)

▲ YoY: >100%

▲ YoY: >100%

▼ QoQ: 29.0%



Glenmarie Golf & Country Club



Media City



ICQS

# Group Financial Position

## Key Ratios

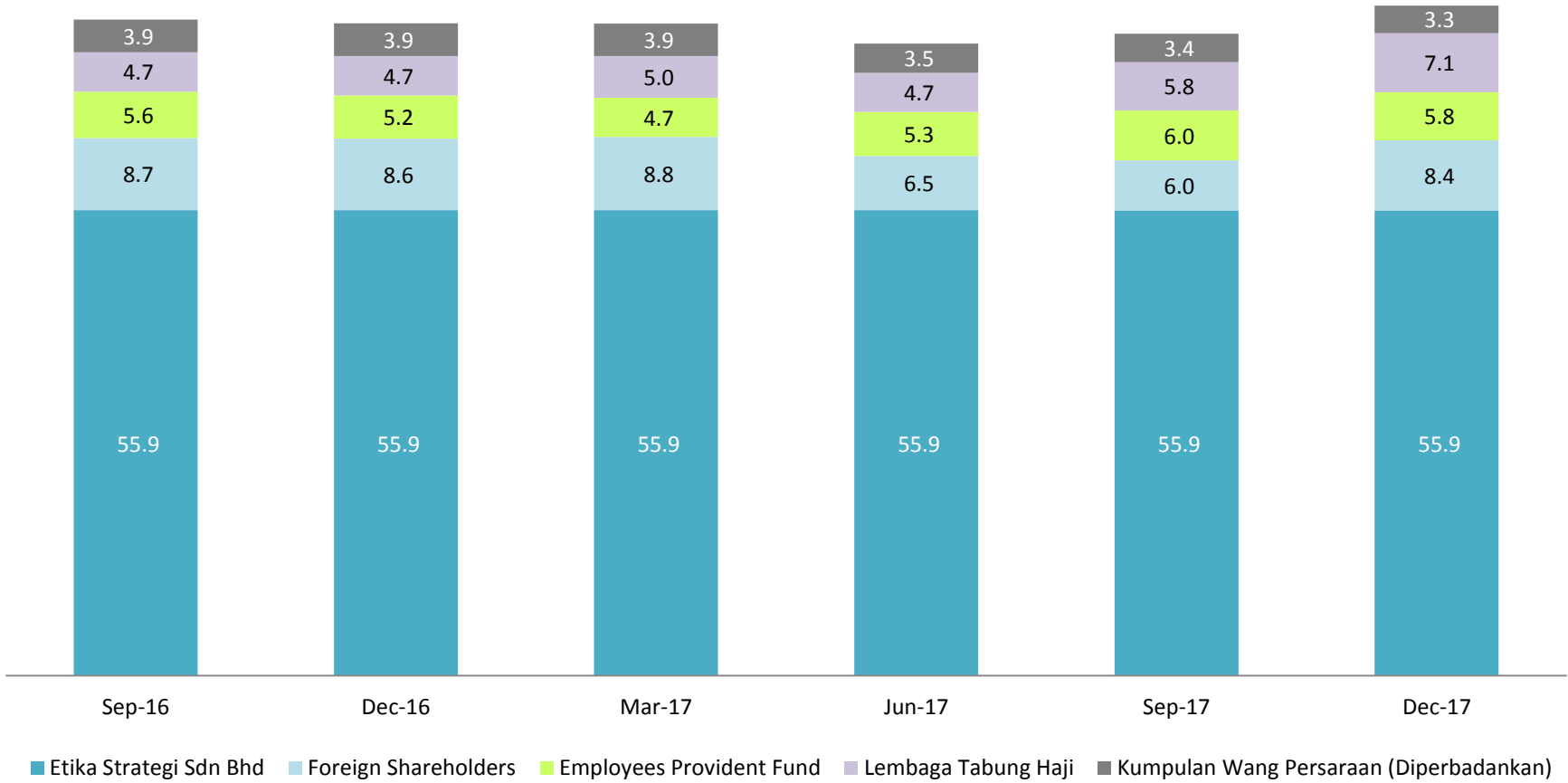
(RM billion)	As at 31 Dec'17	As at 31 Mar'17 (Restated)		As at 31 Dec'17	As at 31 Mar'17 (Restated)
Property, Plant & Equipment	6.2	6.5	Net Assets Per Share (RM)	3.50	3.14
Banking Related Assets	22.6	22.9	Gearing Ratio (times)*: ▪ Gross ▪ Net	0.58	0.61
Inventories	1.7	2.3		0.19	0.28
Cash & Bank Balances	3.3	2.9	Return on Equity (%)	7.51	(7.52)
Trade & Other Receivables	4.3	4.3	Return on Capital Employed (%)	5.01	0.86
Others	4.8	5.2			
<b>TOTAL ASSETS</b>	<b>42.9</b>	<b>44.1</b>			
Equity attributable to Owners of the Company	6.8	6.1			
Perpetual Sukuk	1.0	1.1			
RCCPS	0.7	1.3			
Non-controlling Interest	2.0	1.9			
Short Term Borrowings (include OD)	2.3	2.2			
Long Term Borrowings	3.8	4.1			
Banking Related Liabilities	19.1	20.0			
Others	7.2	7.4			
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>42.9</b>	<b>44.1</b>			

Note: \* Based on Total Equity

# Shareholders of DRB-HICOM

As at 5 January 2018

(%)





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](mailto:invest@drb-hicom.com)

tel : +603 2052 8194 / 8213

fax : +603 2052 8228