



2QFY2020 Financial Results

Quarter Ended 30 June 2020

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Notice of Change in Financial Year End

Due to the change in the financial year end from 31 March to 31 December, the current financial quarter/period ended 30 June 2020, being the second quarter of the financial year ending 31 December 2020 is not comparable with the second quarter of the previous financial period ended 31 December 2019.

Key Highlights

For the Financial Period Ended 30 June 2020

Revenue



RM 4,741.7 million

Loss Before Tax



RM (551.1) million

Total Assets



RM 43.0 billion

Automotive Market Share



34%

Jan – June 2020

DRB-HICOM : 59,866 units

Malaysia TIV : 174,675 units

Share Price



RM1.71

as at 30 June 2020

Net Assets per Share



RM 3.38

Shareholders' equity : 6,532.1 million

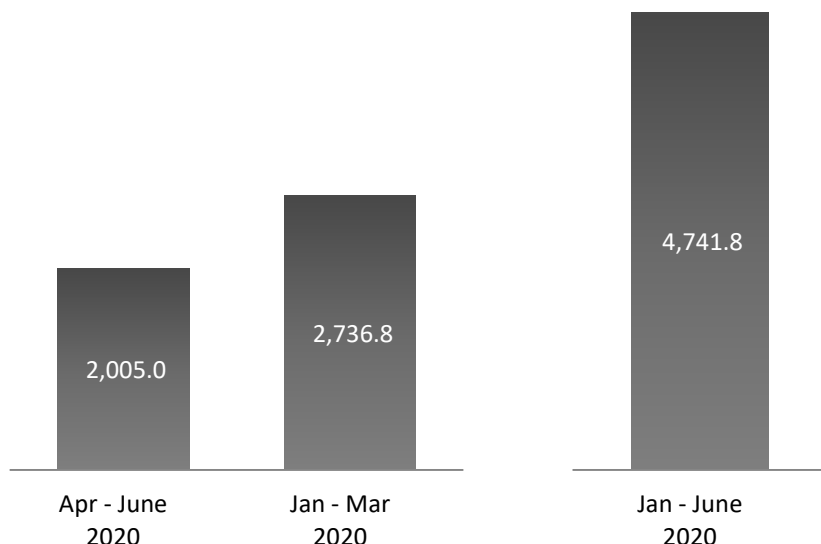
Ordinary shares : 1,933.2 million

Revenue

For the Financial Period Ended 30 June 2020

Group Revenue

(RM million)

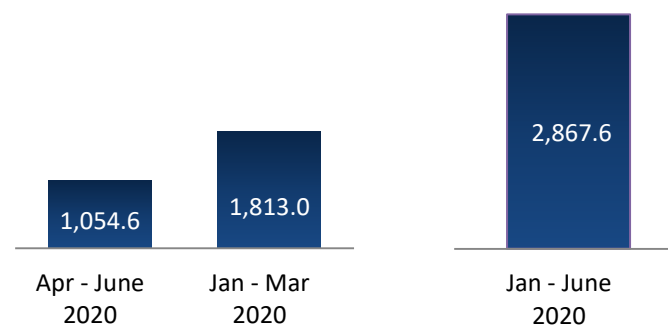


- Lower overall financial performance affected by the economic slowdown aggravated by the on-going COVID-19 pandemic and various phases of MCO implementation
- The Group's performance was adversely affected by the temporary shutdown of operations from April to mid-May 2020
- Improved in Services sector largely due to increased demand of courier volume boosted Postal & Logistics segment.

Group Revenue Breakdown by Sector

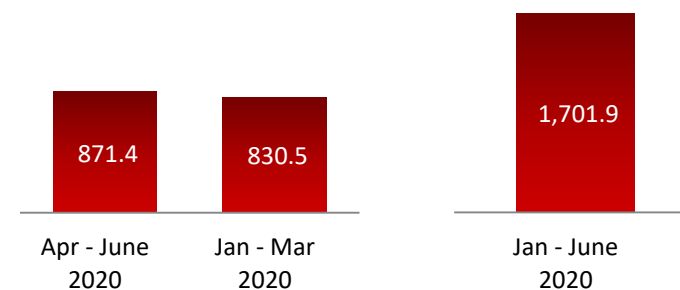
(RM million)

Automotive



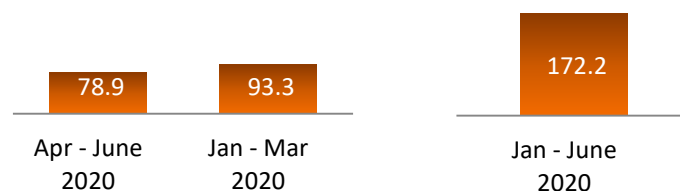
(RM million)

Services



(RM million)

Properties

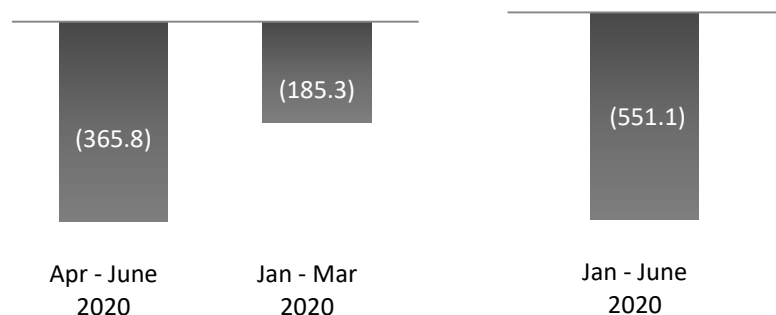


(Loss) / Profit Before Tax

For the Financial Period Ended 30 June 2020

Group Profitability

(RM million)



The Group recorded a pre-tax loss of RM551.1 million for the current financial period ended 30 June 2020 largely due to:

- ❖ Lower Automotive sales volume due to business lockdown during MCO
- ❖ Recognition of modification losses of RM60.6 million arising from the financing moratorium
- ❖ Unrealised foreign exchange losses of RM52.3 million mainly from Automotive and Services companies
- ❖ Impairment loss of RM54.6 million for certain property, plant and equipment

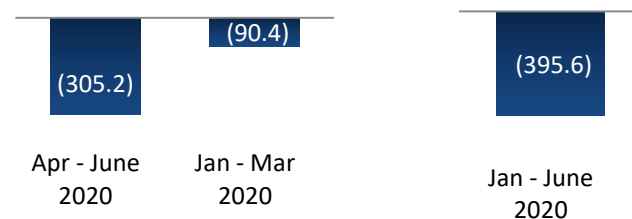
Total PBT/(LBT) include Investment Holding as below:

(RM million)	Apr – June 2020	Jan – Mar 2020	Jan – June 2020
Investment Holding	(54.6)	(51.4)	(106.0)

Group Profitability Breakdown by Sector

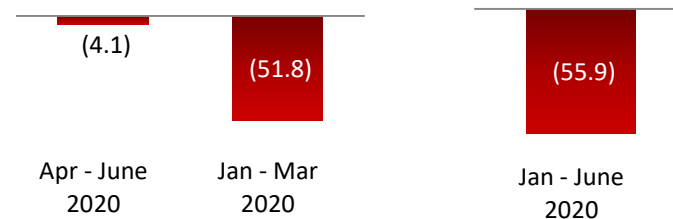
(RM million)

Automotive



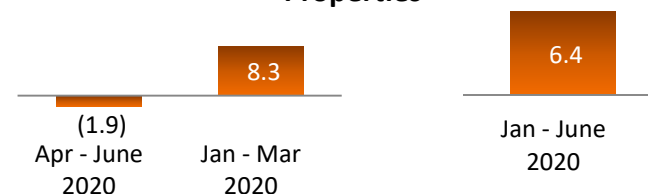
(RM million)

Services



(RM million)

Properties

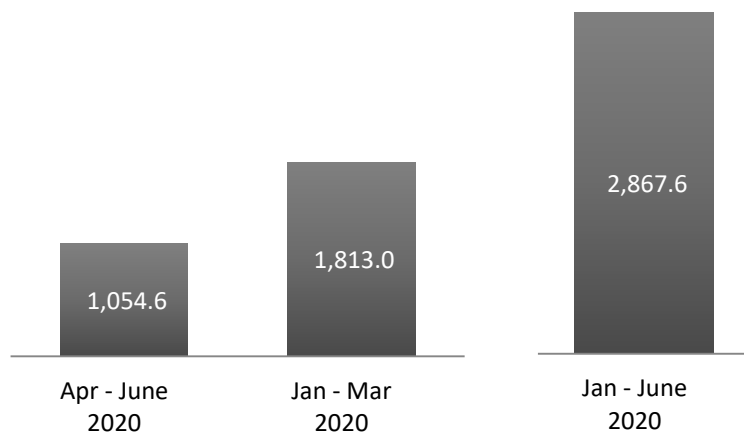


Operational Highlights

Automotive

Revenue

(RM million)



- Lower sales volume particularly in the month of April and May by PROTON and other marques within the Group in line with the drop in Total Industry Volume ("TIV") by 41% Year-on-Year:

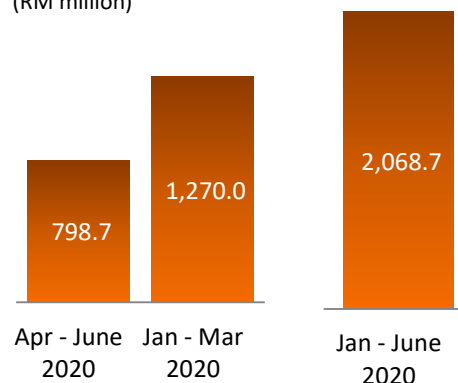
- ❖ TIV Jan – June 2020 : 174,675 units
- ❖ TIV Jan – June 2019 : 296,317 units

- Automotive sales performance however, are expected to improve in coming quarters, taking advantage of the sales tax exemption on the passenger car that will push consumer demand

Revenue Breakdown by Sector

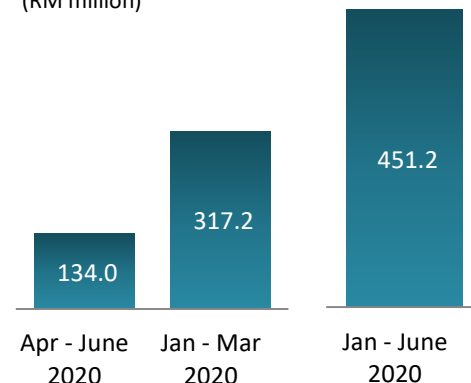
PROTON

(RM million)



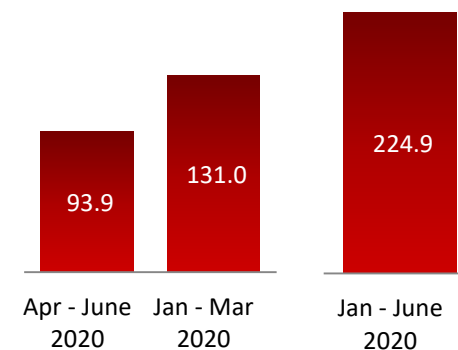
Defence & Aerospace

(RM million)



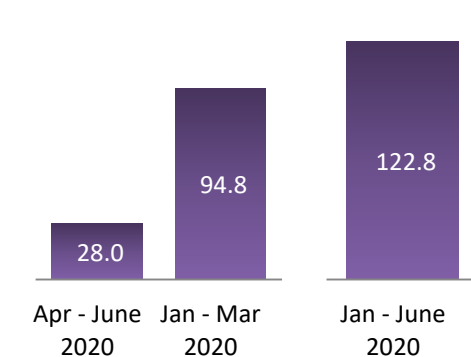
Automotive Distribution ("AD")

(RM million)



Automotive Component ("AC")

(RM million)

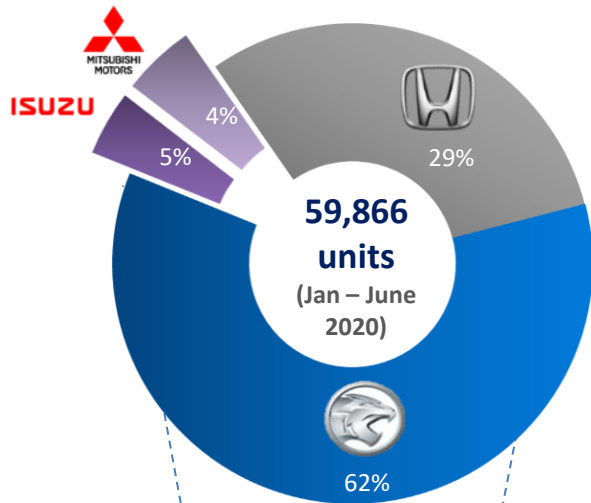


PROTON Sales Continue to Rebound

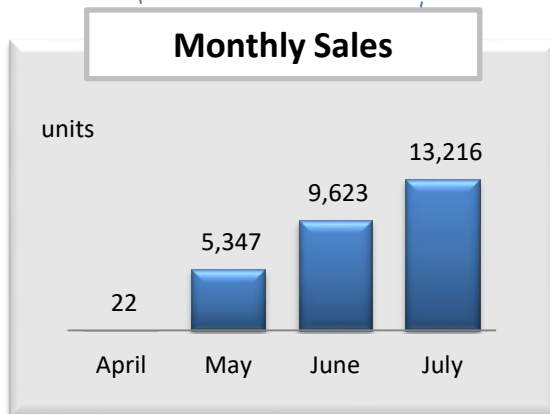
4 PROTON Models Lead Respective Segment

DRB-HICOM Market Share : 34%

PROTON Best-Selling Models



Monthly Sales



Source : MAA



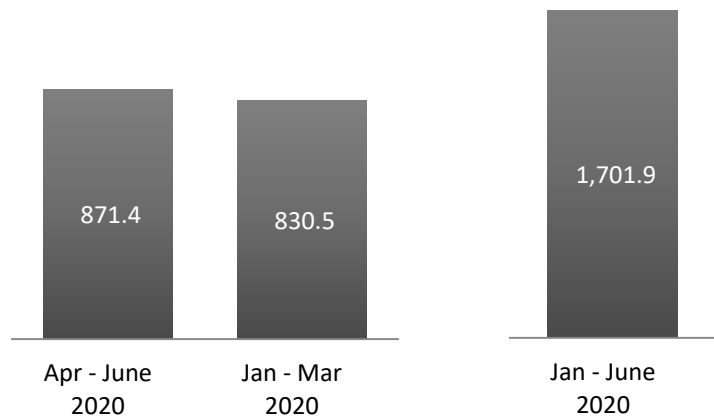
- PROTON sales continued to rebound with the highest ever sales recorded in July 2020 with 13,216 units sold, best month since June 2012
- Four PROTON models achieved sales leadership in their respective classes:
 - 1) Saga (A-segment sedan)
 - 2) X70 (Best-selling SUV in Malaysia)
 - 3) Persona (B-segment sedan)
 - 4) Exora (C-segment MPV)
- PROTON will continue to excite the market with better product offerings and new launches in the pipeline

Operational Highlights

Services

Revenue

(RM million)

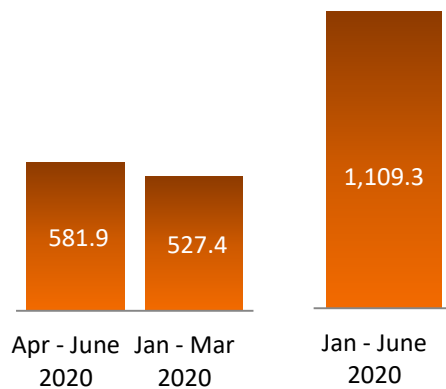


- Improved overall Services performance on the back of improvement in Postal & Logistics segment
- Stronger demand from e-Commerce and online marketplace amidst the MCO contributed positively to the courier business
- Lower performance from banking however, as a result of modification losses arising from loan moratorium in accordance with MFRS 9 *Financial Instruments*

Revenue Breakdown by Sector

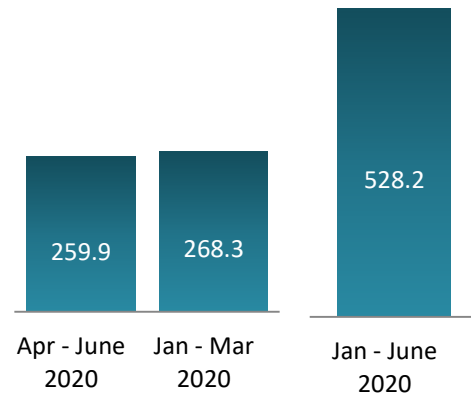
Postal & Logistics

(RM million)



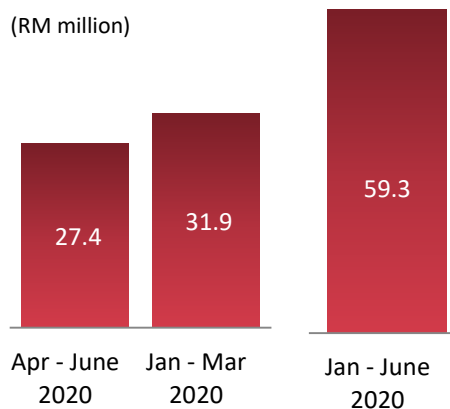
Banking

(RM million)



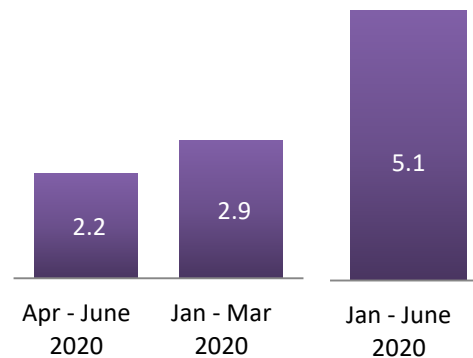
Concession

(RM million)



Education

(RM million)

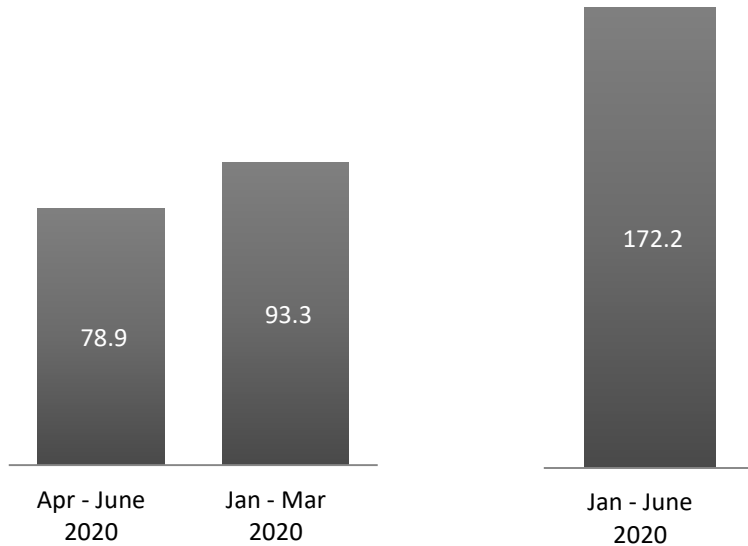


Operational Highlights

Properties

Revenue

(RM million)



- Lower recognition from construction related projects (i.e. Media City Development) which was impacted by the temporary closure of construction sites due to the imposition of MCO
- The acquisition of remaining 49% shares in Media City Ventures Sdn Bhd was completed on 5 June 2020, for cash consideration of RM100 million



Northern Gateway Infrastructure Sdn Bhd

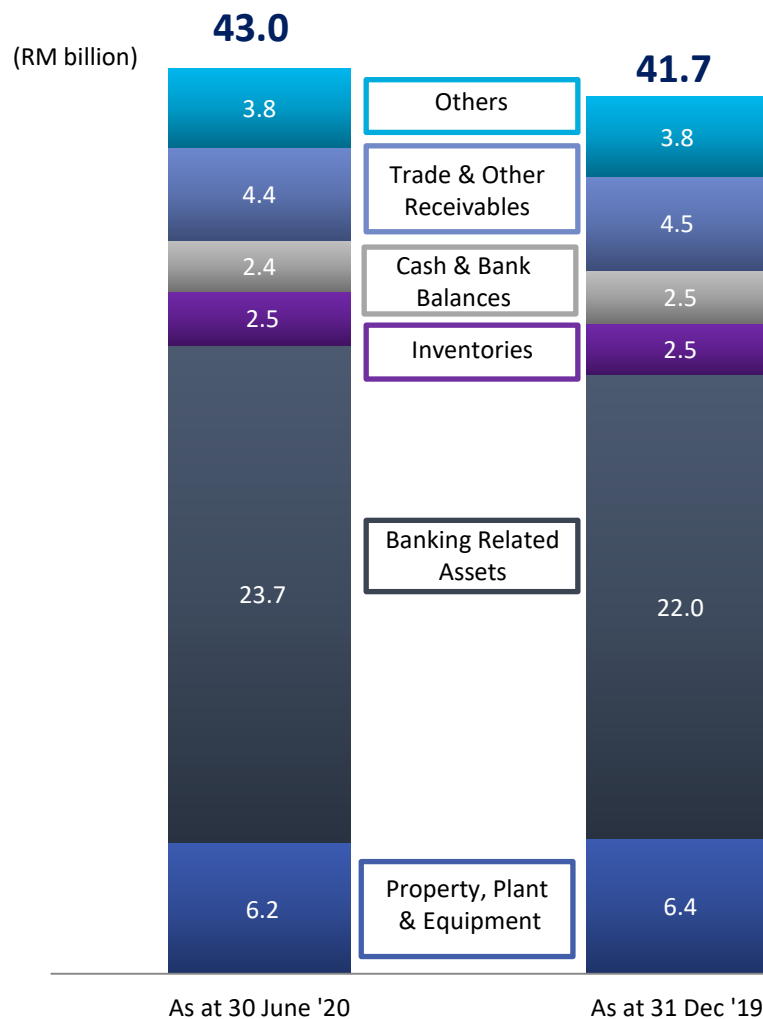


Media City Development Sdn Bhd

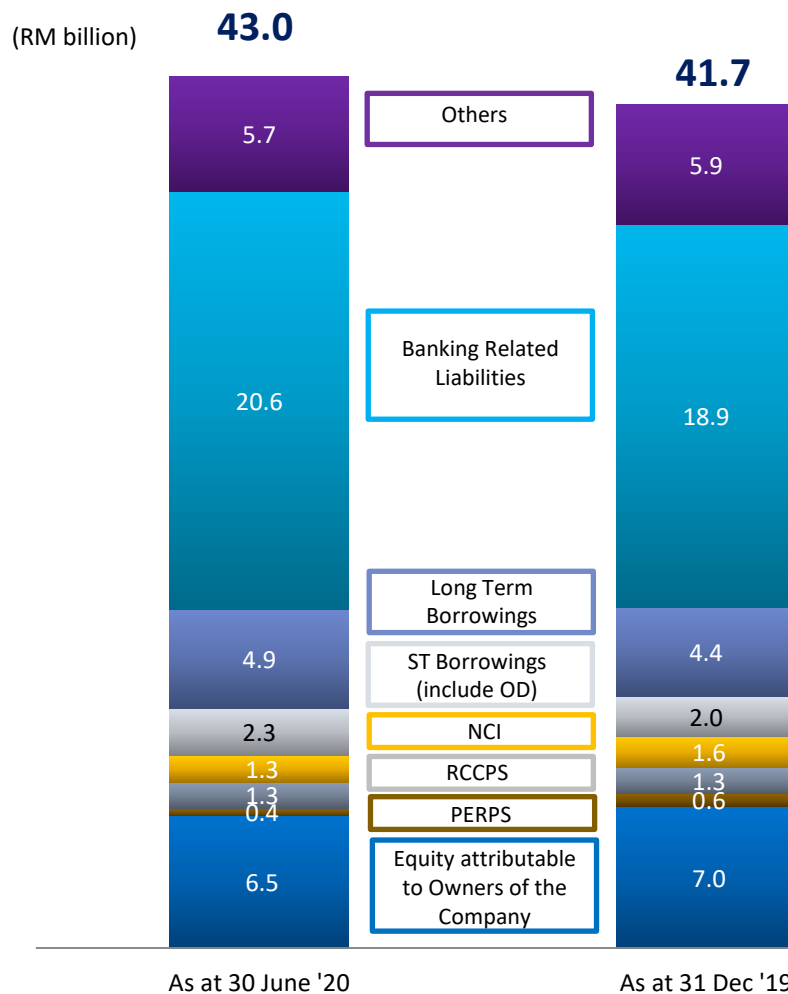
Balance Sheet Management

As at 30 June 2020

Total Assets



Total Equity & Liabilities

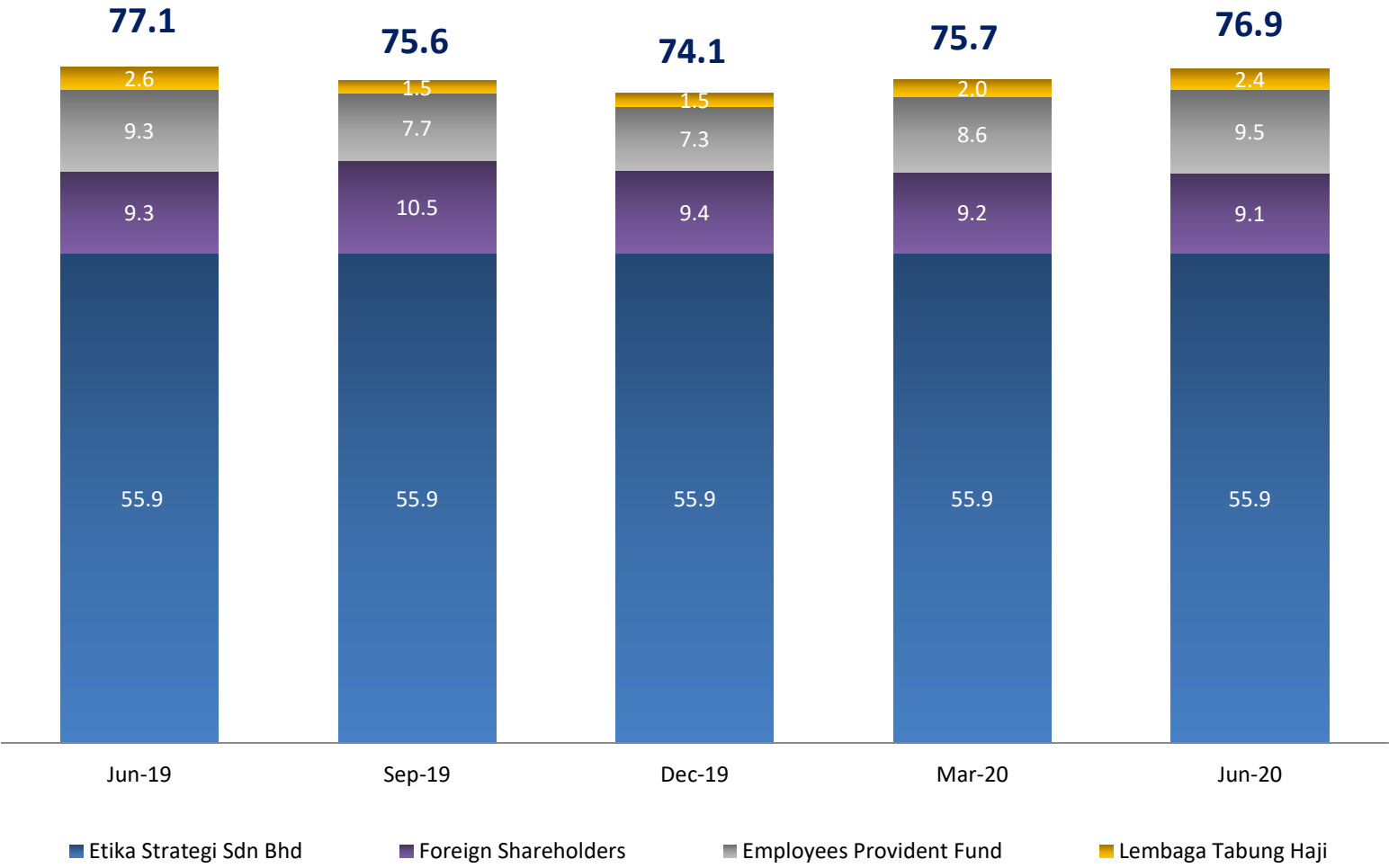


Note : RCCPS – Redeemable Cumulative Convertible Preference Shares
 : PERPS – Perpetual Sukuk
 : NCI – Non-Controlling Interest

Key Shareholders of DRB-HICOM

As at 30 June 2020

(%)





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