



DRB-HICOM

4QFY2020

Financial Results

Quarter Ended 31 December 2020

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Key Highlights

For Financial Performance FY2020

Revenue



RM13,155.5 mil

Profit Before Tax (PBT)



RM540.1 mil

Total Assets



RM45.6 bil

Automotive Market Share



35%

January – December 2020
DRB-HICOM : 187,059 units
Malaysia TIV : 529,434 units

Share Price



RM2.08

as at 31 December 2020

Net Assets per Share



RM3.92

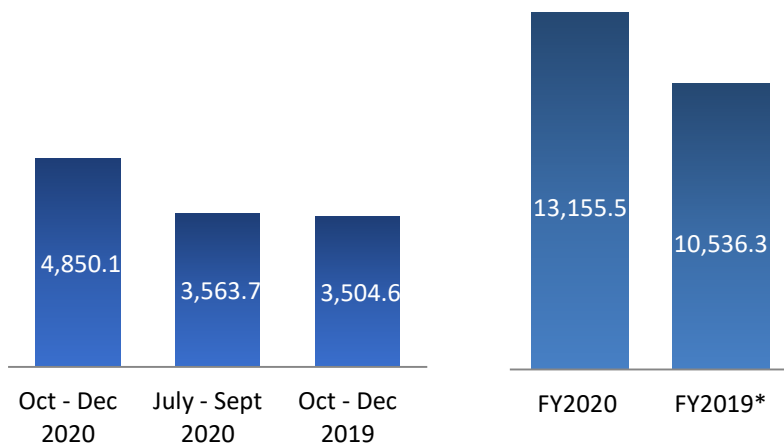
Shareholders' equity : 66,544.2 million
Ordinary shares : 1,933.2 million

Revenue

For the Financial Year Ended 31 December 2020

2020 Group Revenue Breakdown by Sector

(RM million)

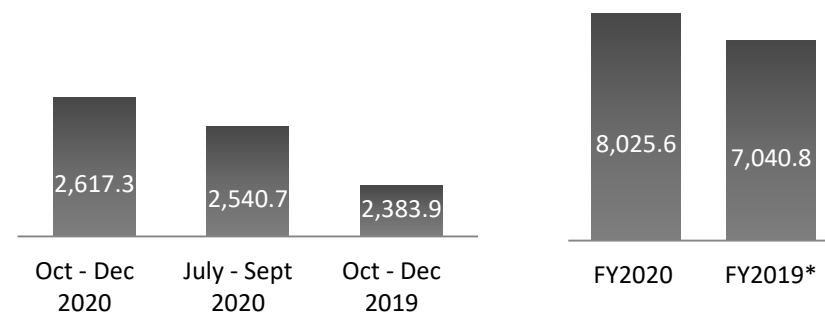


➤ The Group achieved revenue of RM13.16 billion in FY2020 due to the following:

- ❖ Automotive – higher sales of vehicles due to the introduction of sales tax holiday boosted the overall performance
- ❖ Services – lower performance mainly from postal & logistics
- ❖ Properties – completion on divestment of non-industrial land assets in December 2020

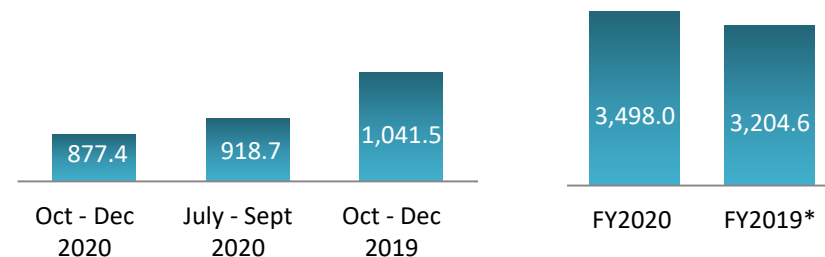
(RM million)

Automotive



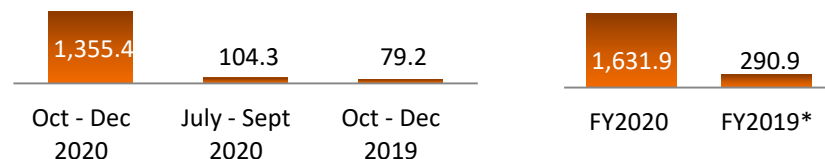
(RM million)

Services



(RM million)

Properties



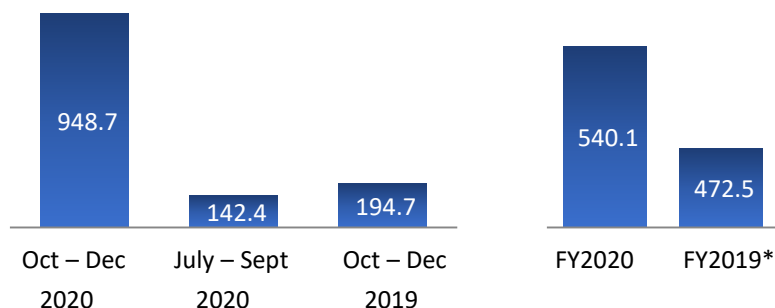
*FY2019 comprised of 9 months (April – December)

Profit Before Tax

For the Financial Year Ended 31 December 2020

2020 Group Profitability Breakdown by Sector

(RM million)

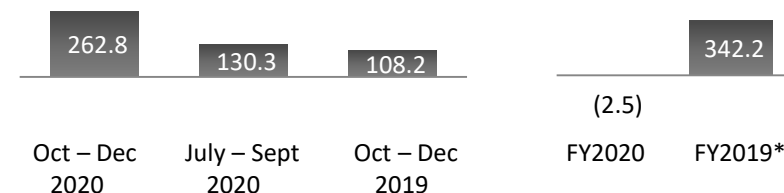


The Group registered a pre-tax profit of RM540.1 million in FY2020 largely contributed by:

- ❖ Recognition of exceptional gains on:
 - ✓ Disposal of property assets of RM862.6 million
 - ✓ Disposal of World Cargo Airline Sdn. Bhd. of RM83.4 million
- ❖ However, being mitigated by the following:
 - ✓ Temporary closure of businesses due to imposition of Movement Control Order (“MCO”) had adversely impacted the performance in the first half of the year
 - ✓ Impairment loss of goodwill and intangible assets of RM123.3 million in certain subsidiary companies

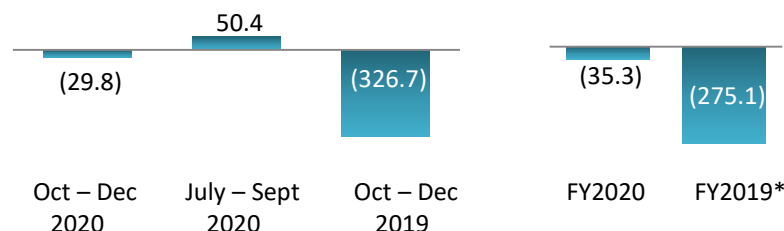
(RM million)

Automotive



(RM million)

Services



(RM million)

Properties



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

| (RM million) | Oct – Dec 2020 | July – Sept 2020 | Oct – Dec 2019 | FY2020 | FY2019* |
|--------------------|----------------|------------------|----------------|---------|--------------------|
| Investment Holding | (136.4) | (48.8) | 415.1 | (291.2) | 355.0 ¹ |

*FY2019 comprised of 9 months (April – December)

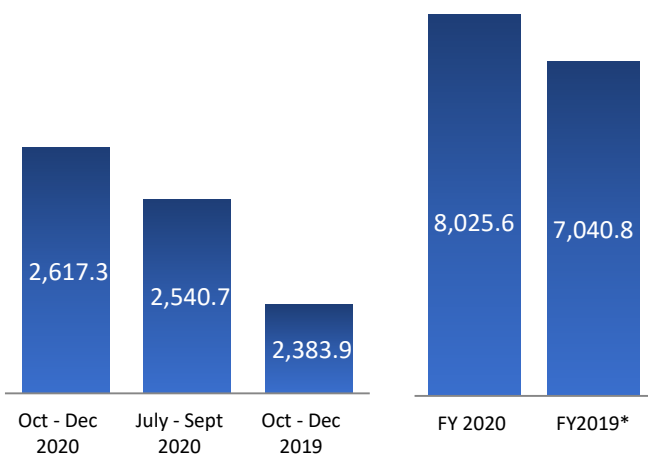
¹included disposal of Alam Flora Sdn Bhd of RM541.7 million

Operational Highlights

Automotive

2020 Revenue Breakdown by Sector

(RM million)

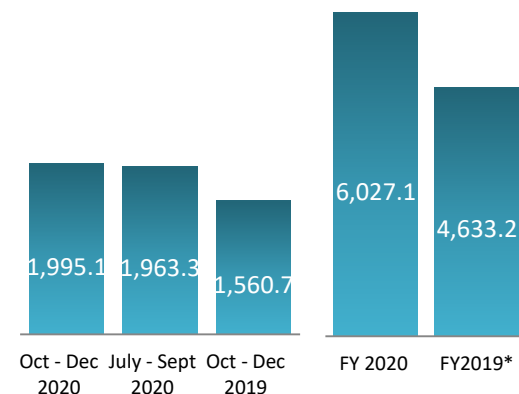


➤ Higher sales of vehicles mainly from PROTON, Honda and Automotive Distribution (“AD”) backed by sales tax holiday stimulus and new model launches within marques improved the overall performance of Automotive sector.

➤ DEFTECH successfully delivered a cumulative of 215 units of AV-8 as at December 2020

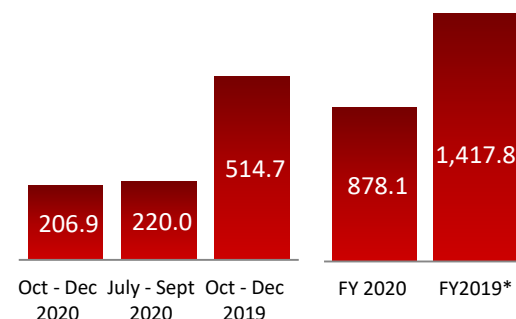
PROTON

(RM million)



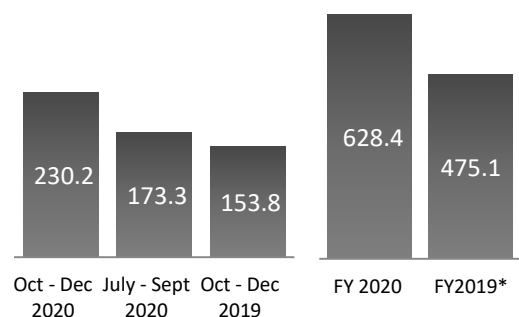
Defence & Aerospace

(RM million)



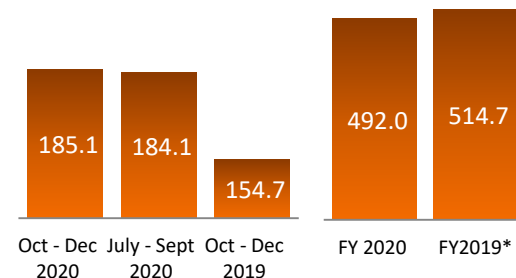
Automotive Distribution (“AD”)

(RM million)



Automotive Component (“AC”)

(RM million)

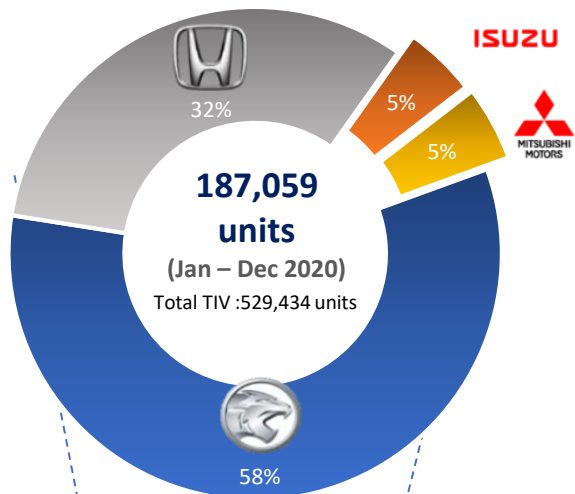


*FY2019 comprised of 9 months (April – December)

PROTON Soared to Higher Sales in 2020

The only major automotive company to record growth in Malaysia

DRB-HICOM Market Share : 35%



2020 Sales Performance



Source : MAA



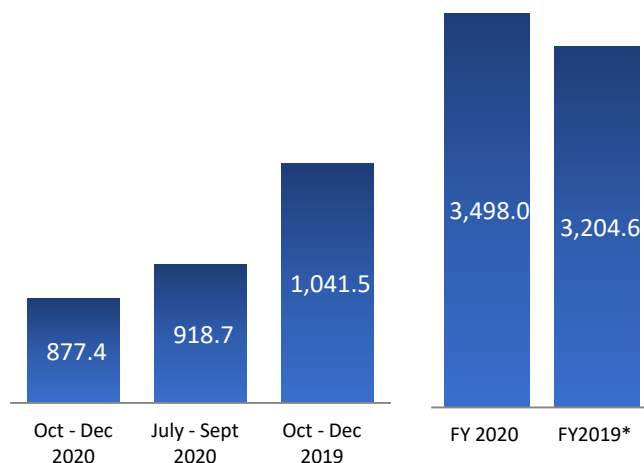
- Despite losing over two months of car production and sales to MCO, PROTON recorded higher sales of 109,716 units in 2020 against 100,821 units in 2019.
- Market share for the year improved to 20.5% in 2020 against 16.6% recorded last year.
- Strong sales performance were contributed by four PROTON models which achieved sales leadership in their respective classes:
 - ❖ Saga (A-segment sedan)
 - ❖ X70 (Best-selling SUV in Malaysia)
 - ❖ Persona (B-segment sedan)
 - ❖ Exora (C-segment MPV)
- PROTON X50 surpassed expectations despite its later than planned arrival in October 2020, with 3,787 units delivered since its launch and accumulate bookings of 46,300 units to-date.

Operational Highlights

Services

2020 Revenue Breakdown by Sector

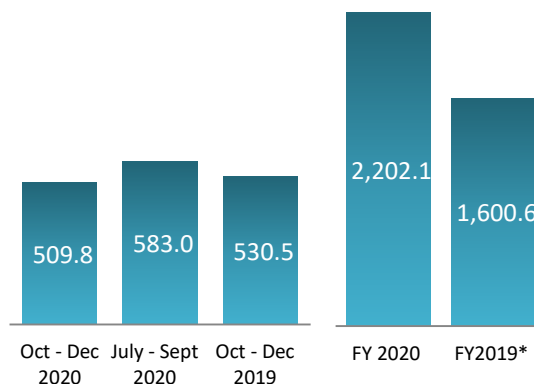
(RM million)



- Improved in Banking segment due to normalisation of sales activities post-moratorium
- Lower Postal & Logistics segment as the businesses continued to operate in competitive environment pressured by cost and challenges, despite the e-commerce booming amidst pandemic lockdown

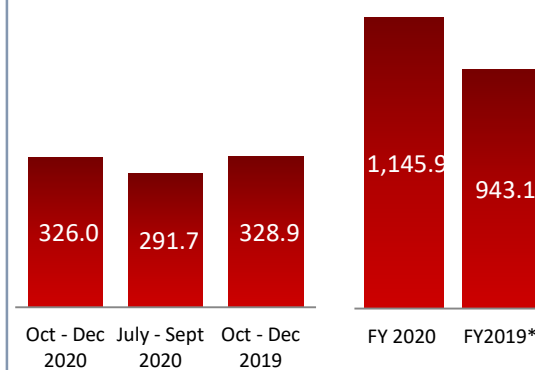
Postal & Logistics

(RM million)



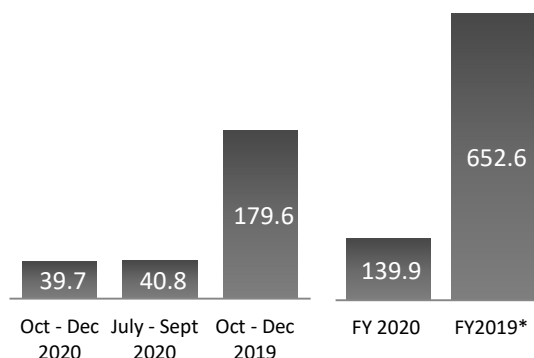
Banking

(RM million)



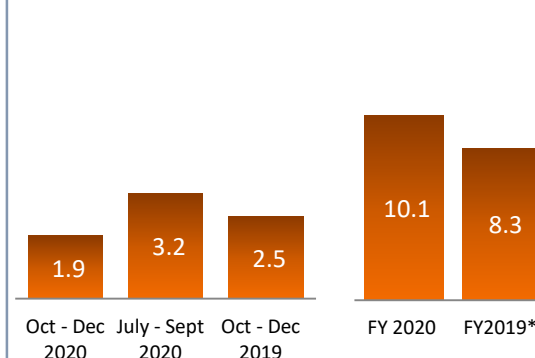
Concession

(RM million)



Education

(RM million)



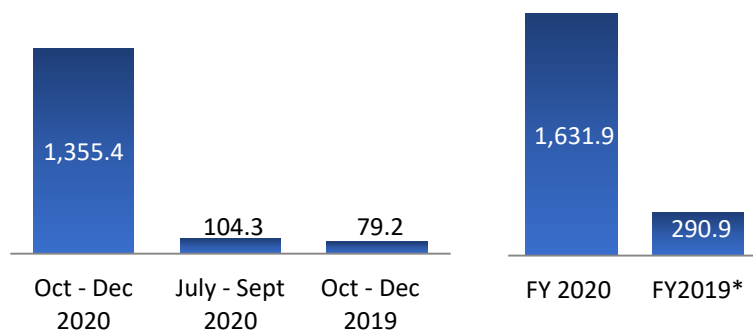
*FY2019 comprised of 9 months (April – December)

Operational Highlights

Properties

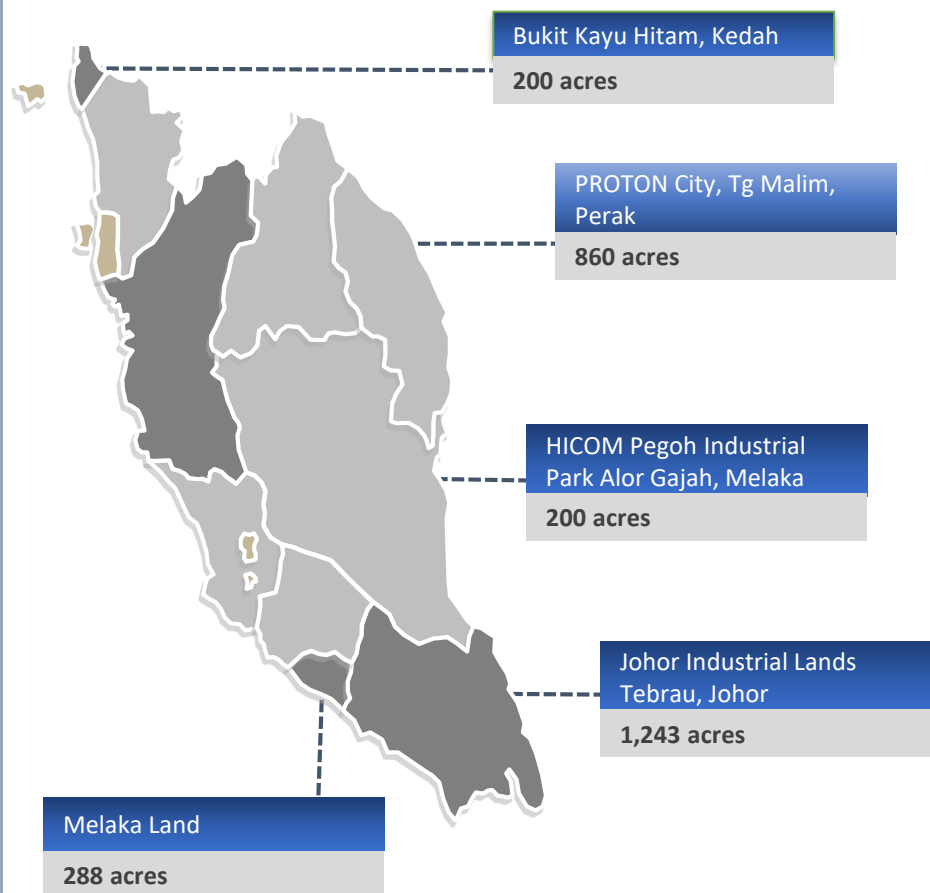
Revenue

(RM million)



- Improved revenue for Properties sector mainly derived from the completion on divestment of non-industrial land assets in December 2020
- The Group had on 24 December 2020 completed the acquisition of 288 acres of industrial landbank in Melaka
- Through these corporate exercises, the Group's industrial landbank expands to a sizeable 2,791 acres across the nation

DRB-HICOM Land Post-Completion of 2,791 acres



*FY2019 comprised of 9 months (April – December)

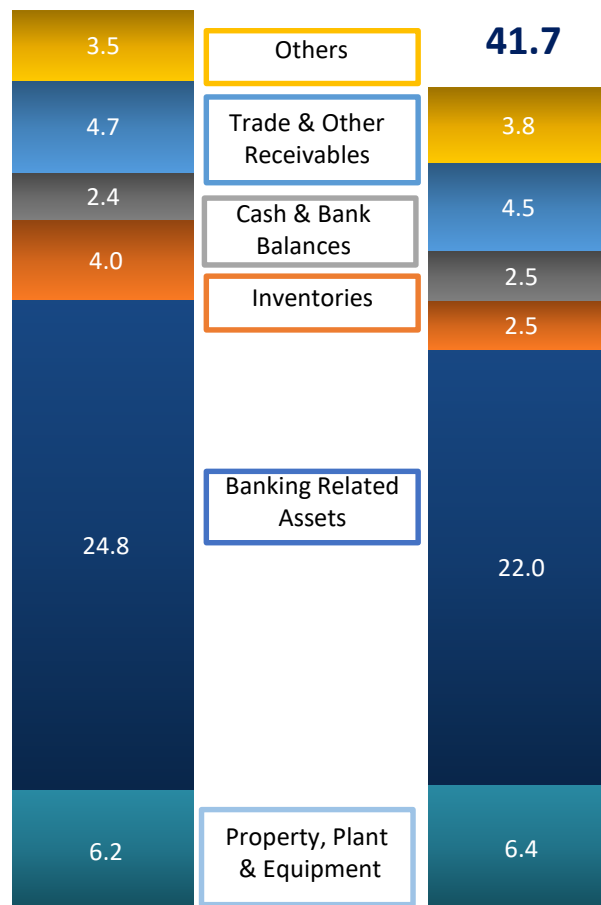
Balance Sheet Management

As at 31 December 2020

Total Assets

(RM billion)

45.6



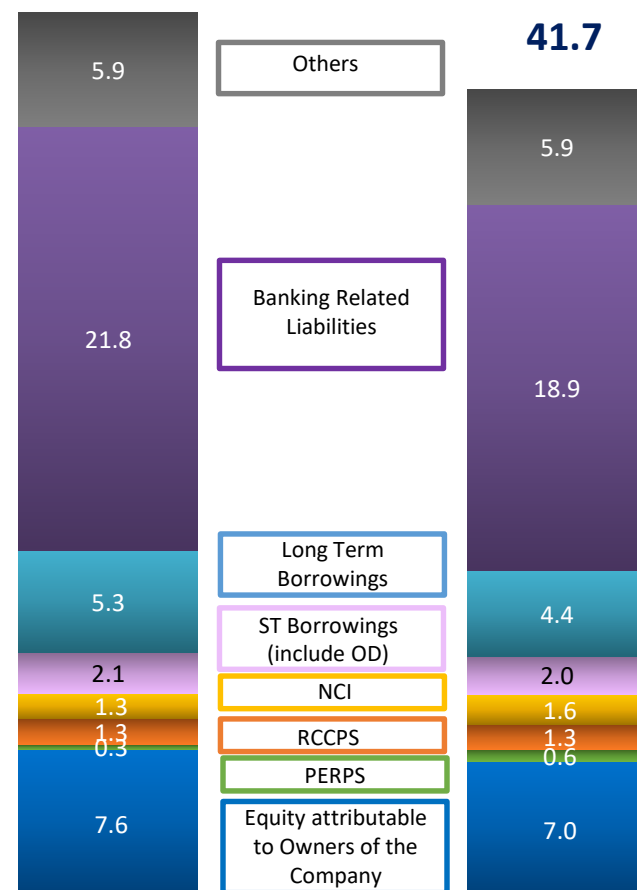
As at 31 Dec 2020

As at 31 Dec 2019

Total Equity & Liabilities

(RM billion)

45.6



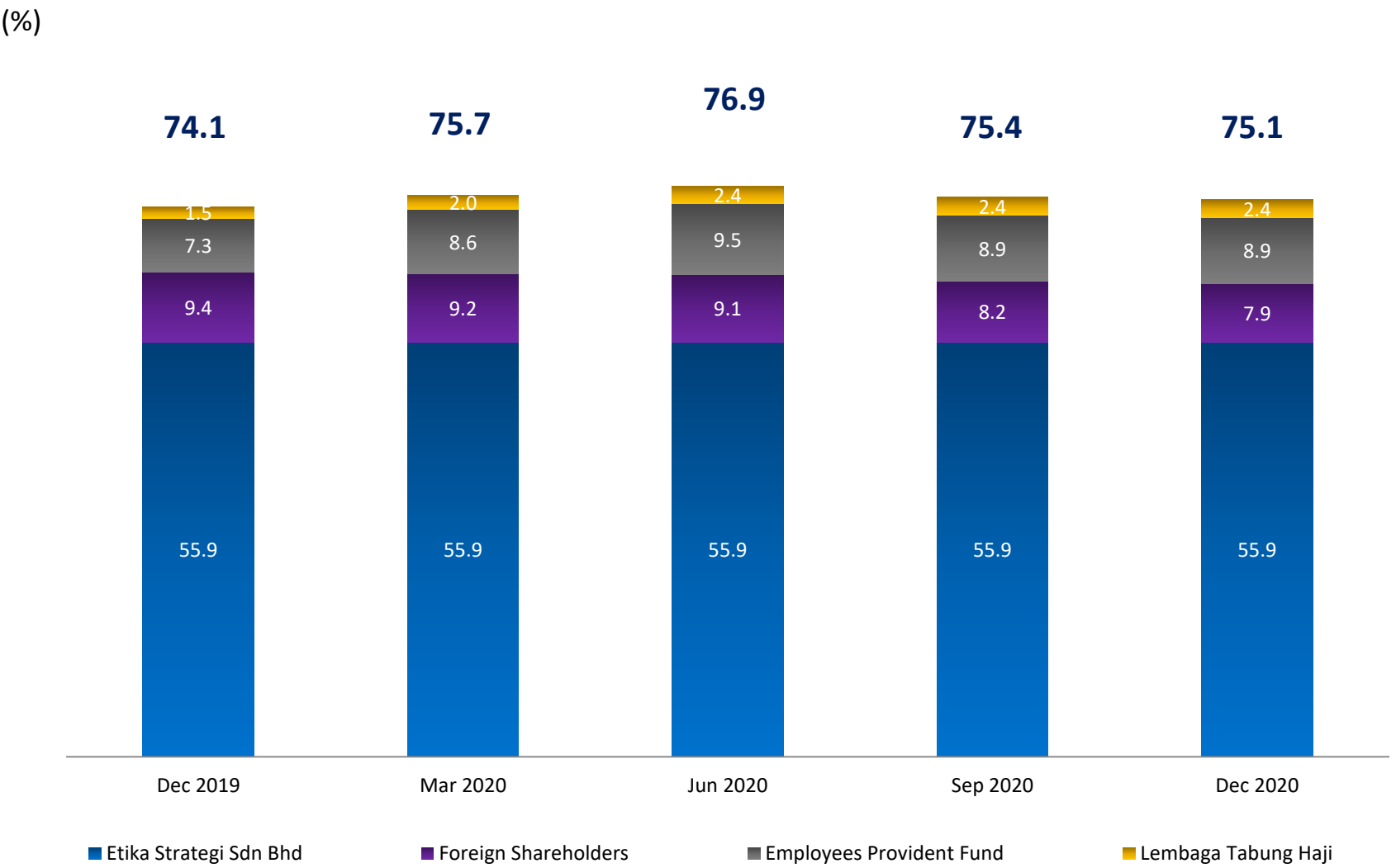
As at 31 Dec 2020

As at 31 Dec 2019

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

Key Shareholders of DRB-HICOM

As at 31 December 2020





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