



3Q2022 Financial Results

Quarter Ended 30 September 2022

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Group's Performance Highlights

For the Financial Period Ended 30 September 2022



Revenue



RM11.2 billion

9M2021: RM8.3 billion

Profit Before Taxation



RM483.1 million

9M2021: RM(444.6) million

Total Assets



RM50.0 billion

as at 30.09.2021: RM45.8 billion

Automotive Market Share



36.6%

9M2021: 37.5%

Net Assets Per Share



RM3.83

as at 30.09.2021: RM3.68

Share Price



RM1.31

as at 30.09.2021: RM1.64

Market Capitalisation



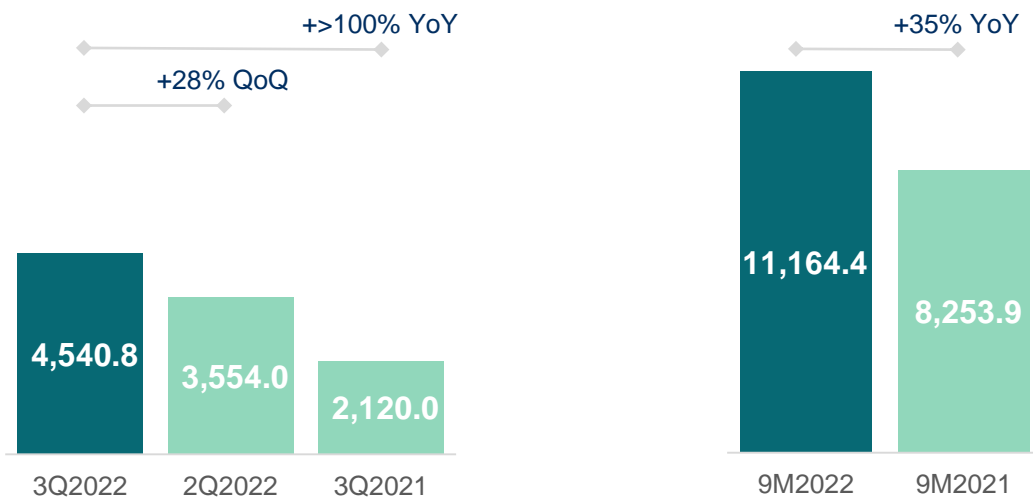
RM2.5 billion

as at 30.09.2021: RM3.2 billion

Revenue

For the Financial Period Ended 30 September 2022

RM million



The Group's **revenue** increased to **RM11.2 billion** in 9M2022 compared with RM8.3 billion in the same period last year largely due to the following:

- Automotive - **Higher sales** of **vehicles** from PROTON and improved revenue from Automotive Distribution and Manufacturing & Engineering
- Aerospace & Defence - **Higher delivery** of **single-aisle aircraft parts** and **resumption of delivery of certain aircraft parts** following the reopening of international flights as well as defence products
- Banking - **Higher financing income** attributed to the increase in financing volume along with a rise in the **Overnight Policy Rate ("OPR") to 2.50%**

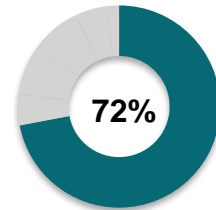


Revenue

Breakdown by Segments

Automotive

RM million



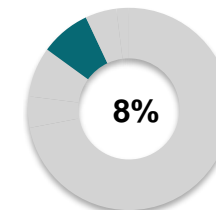
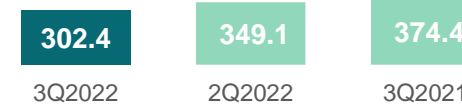
RM8,006.6 mil

9M2021: RM5,174.5 mil

▲ 55%

Postal

RM million



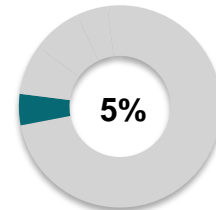
RM958.2 mil

9M2021: RM1,158.3 mil

▼ 17%

Aerospace and Defence

RM million



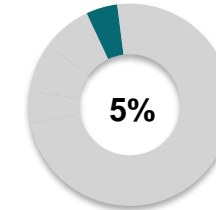
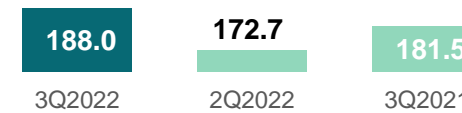
RM540.2 mil

9M2021: RM451.3 mil

▲ 20%

Services

RM million



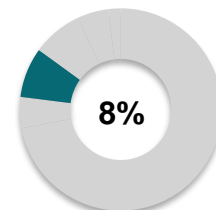
RM545.5 mil

9M2021: RM506.3 mil

▲ 8%

Banking

RM million



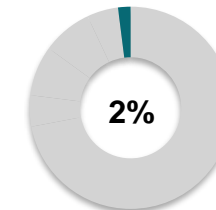
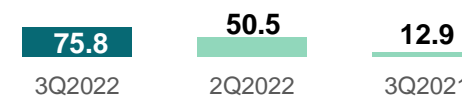
RM922.3 mil

9M2021: RM826.1 mil

▲ 12%

Properties

RM million



RM191.6 mil

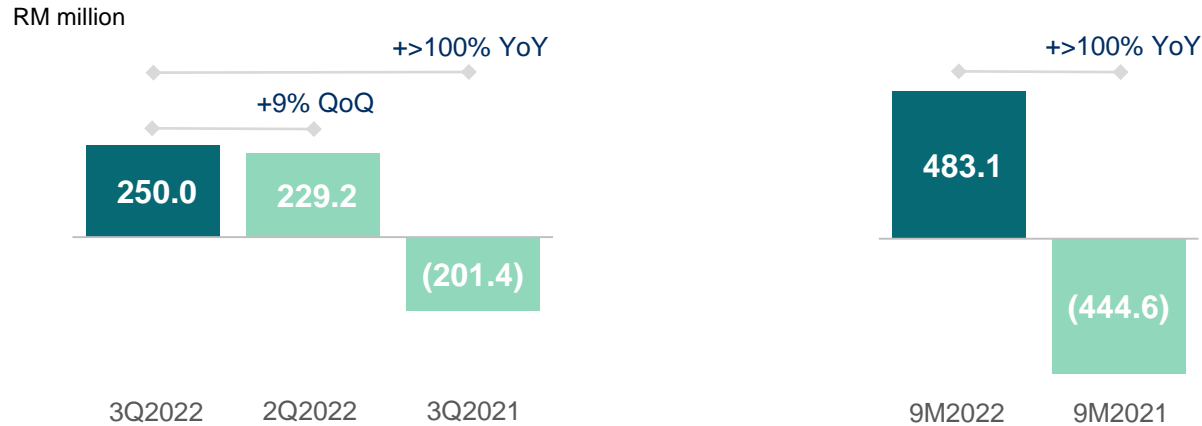
9M2021: RM137.4 mil

▲ 39%

Note: The pie charts represent percentage contribution to the Group's revenue in 9M2022

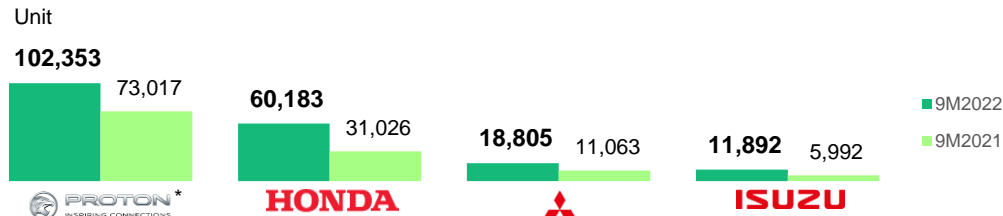
Profit Before Taxation

For the Financial Period Ended 30 September 2022



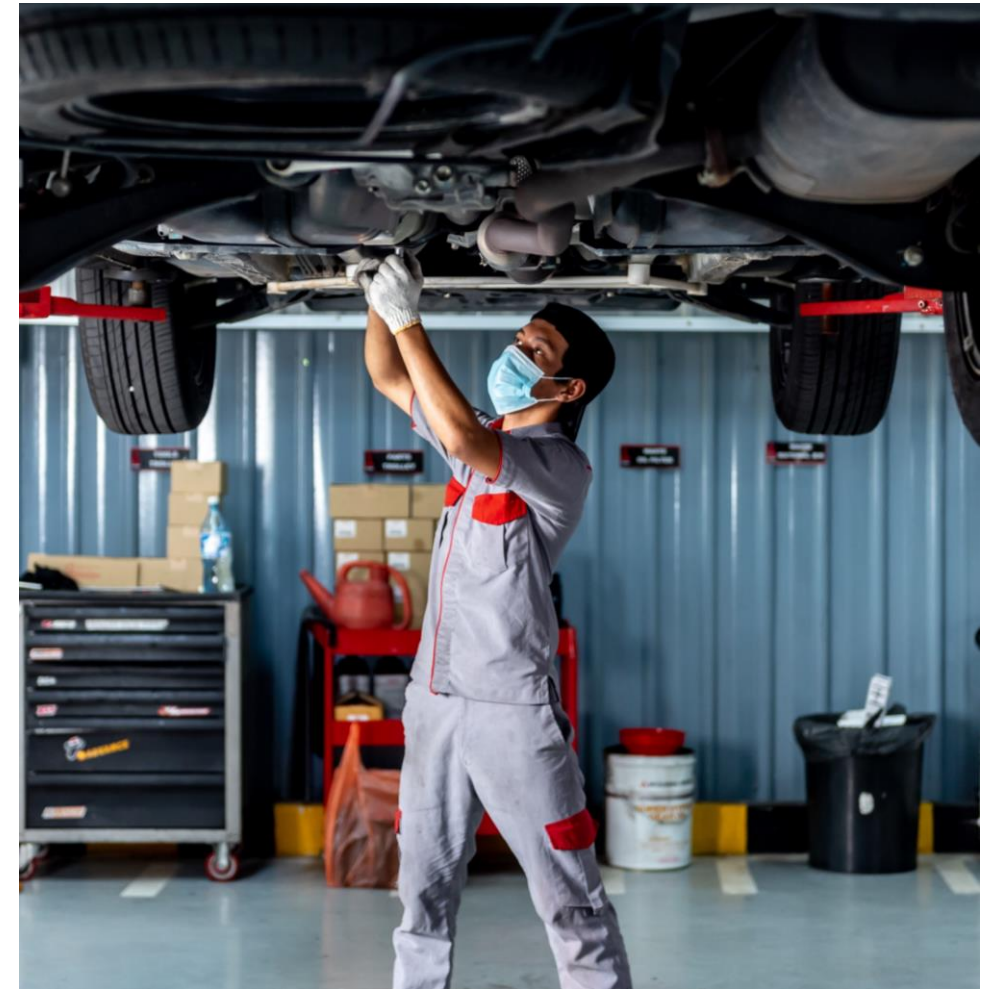
The Group registered **Profit Before Taxation** (“PBT”) of **RM483.1 million** in 9M2022 against Loss Before Taxation (“LBT”) of RM444.6 million in the same period last year due to:

i. **Automotive** companies reported **higher profit** in line with **favourable sales volume**;



ii. **Lower operating loss** by **Postal** segment mainly due to the **effective cost management effort** in optimising the operating cost

iii. **Banking** segment recorded **higher profit** in tandem with the **increase in revenue** on the financing to customers by Bank Muamalat



Profit Before Taxation

Breakdown by Segments

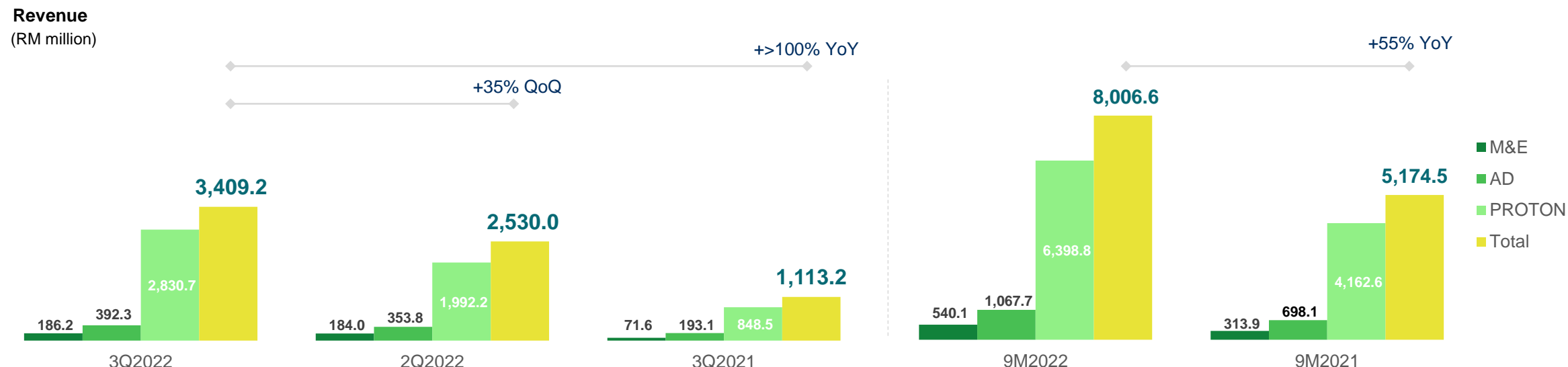
Figures in RM million

	3Q2022		2Q2022	3Q2021	9M2022	9M2021	
Automotive	287.6	+>100% QoQ +>100% YoY	113.8	(171.9)	425.6	(227.0)	>100%
Aerospace and Defence	21.9	+>100% QoQ +>100% YoY	(3.0)	4.9	17.1	(6.8)	>100%
Banking	80.2	+17% QoQ +14% YoY	68.4	70.4	215.3	181.6	19%
Postal	(40.0)	->100% QoQ +18% YoY	(8.8)	(49.0)	(85.9)	(225.7)	62%
Services	(72.1)	->100% QoQ ->100% YoY	70.9	(34.4)	(39.6)	(148.5)	73%
Properties	(27.6)	->100% QoQ -29% YoY	(12.1)	(21.4)	(49.4)	(18.2)	>100%
Total	250.0	+9% QoQ +>100% YoY	229.2	(201.4)	483.1	(444.6)	>100%



Operational Highlights : Automotive

PROTON, Automotive Distribution (“AD”) and Manufacturing & Engineering (“M&E”)



Automotive recorded higher revenue of **RM8,006.6 million** in **9M2022** compared to RM5,174.5 million in 9M2021 principally due to:

i. **PROTON** sold higher vehicles in 9M2022 of **102,353 units** against 73,071 units in 9M2021

	Domestic (MAA)	Export	Total
9M2022	98,028	4,325	102,353
9M2021	71,244	1,773	73,017

ii. Automotive Distribution (“AD”):

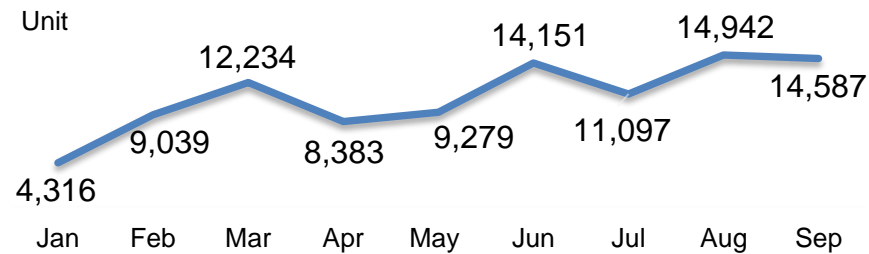
- Strong sales of **Xpander** and **Triton** models and after-sales throughput from **EON Automart**
- Higher sales volume of **Proton** vehicles from **EON Berhad**



PROTON Achieved >100,000 Sales Volume in 3Q2022

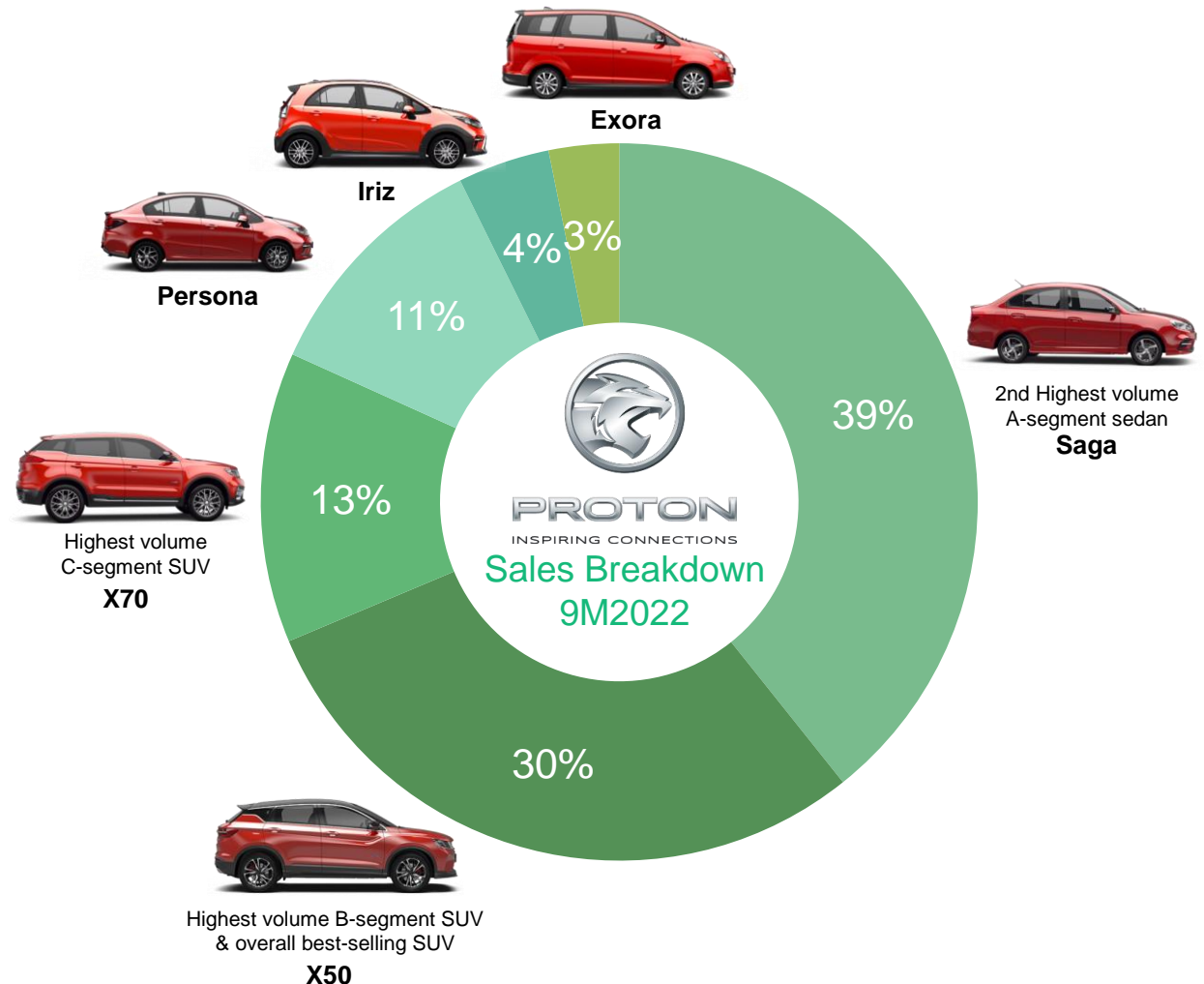
Sold 102,353 units in 9M2022, a jump of 40.2% compared to corresponding period of 73,017 units

Monthly Performance 2022



Source : MAA (Domestic sales only)

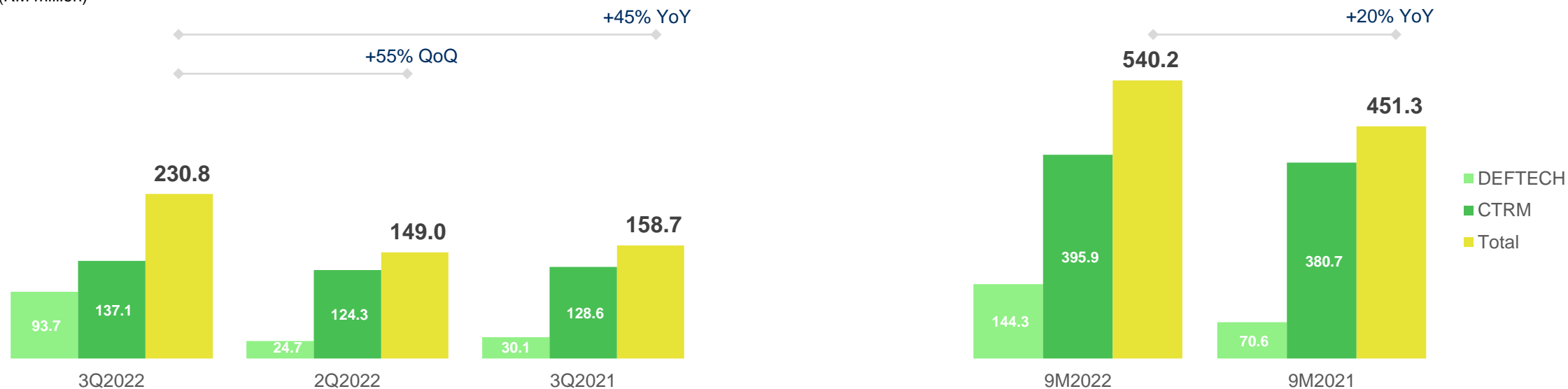
- i. The best-selling SUV model in the country, **X50** grew its sales by **78.2%** year-on-year in September 2022 to **29,591 units**
- ii. SUV **X50** and **X70** are highly sought after models contributing **43%** to PROTON's total sales
- iii. The evergreen model **Saga** continued to garner interest of Malaysians with **40,603 units** had been delivered in the first nine months of 2022, an increase of **49.3%** compared to the same period last year
- iv. Persona, Iriz and Exora also **performed** equally **well** in their respective segment



Operational Highlights : Aerospace and Defence

CTRM and DEFTECH

Revenue
(RM million)



CTRM recorded **higher delivery of single-aisle aircraft parts** and **resumption of delivery of certain aircraft parts** for the jet airliners

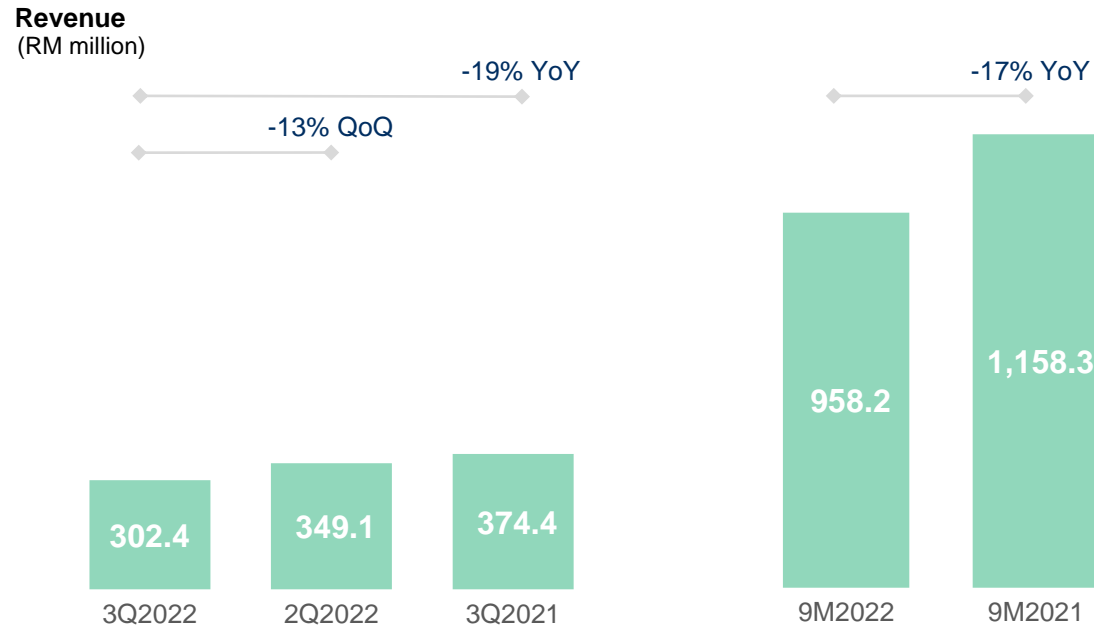


DEFTECH had delivered **8 units of AV-8** to the Royal Malaysian Army in the **first nine months of 2022**, bringing cumulative total of 241 units



Operational Highlights : Postal

Pos Malaysia



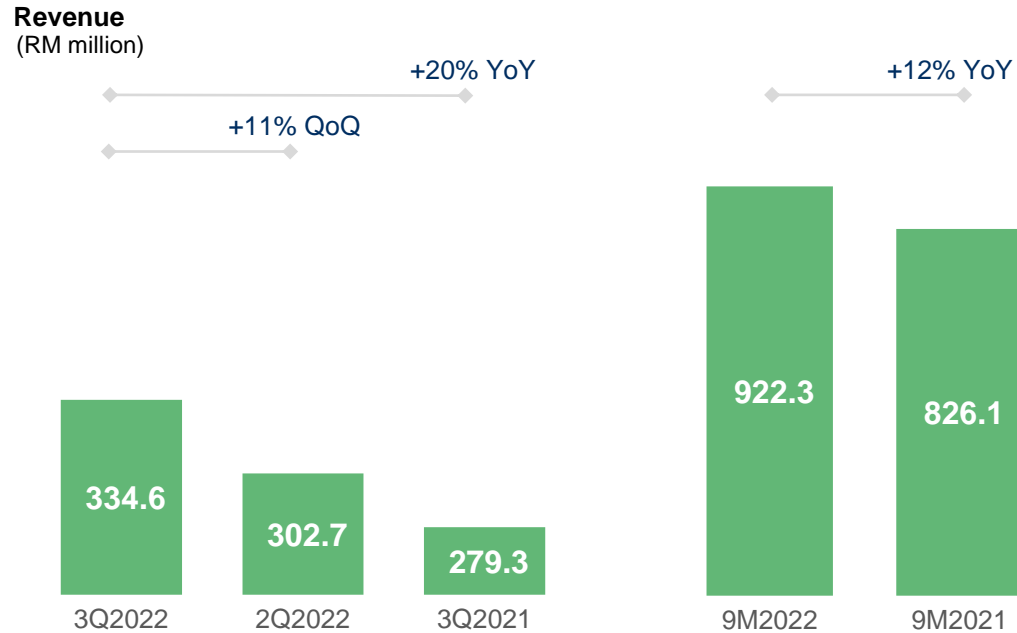
Lower revenue of **RM958.2 million** recognised in 9M2022 compared to RM1,158.3 million in 9M2021 due to:

- **Decline in courier business** following the decrease in overall parcel volume especially from contract customers
- Major e-commerce players leveraged their **insourced delivery** capabilities while **international players pursued penetration strategies** to capture a higher market share in the courier business



Operational Highlights : Banking

Bank Muamalat



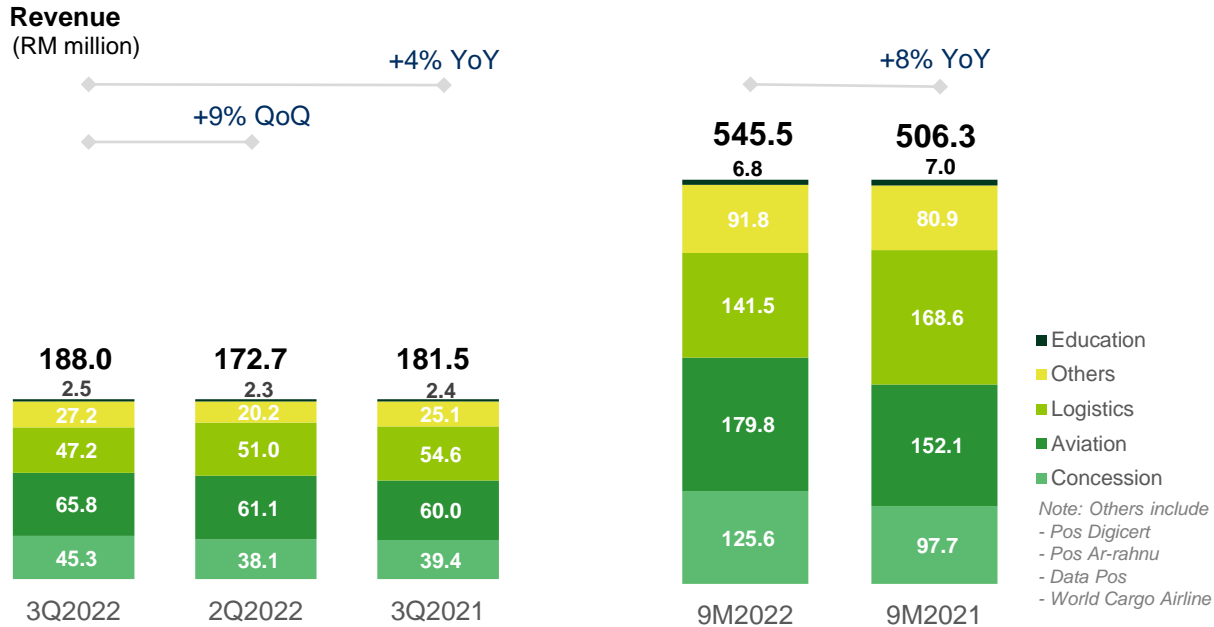
Bank Muamalat posted higher revenue of **RM922.3 million** in 9M2022 compared to RM826.1 million in 9M2021 mainly due:

- Higher **financing income** from house and personal financing in tandem with the higher financing volume
- Rise in the **Overnight Policy Rate (“OPR”)** to **2.50%**



Operational Highlights : Services

PUSPAKOM, DRB-HICOM University, Pos Aviation, Pos Logistics and others



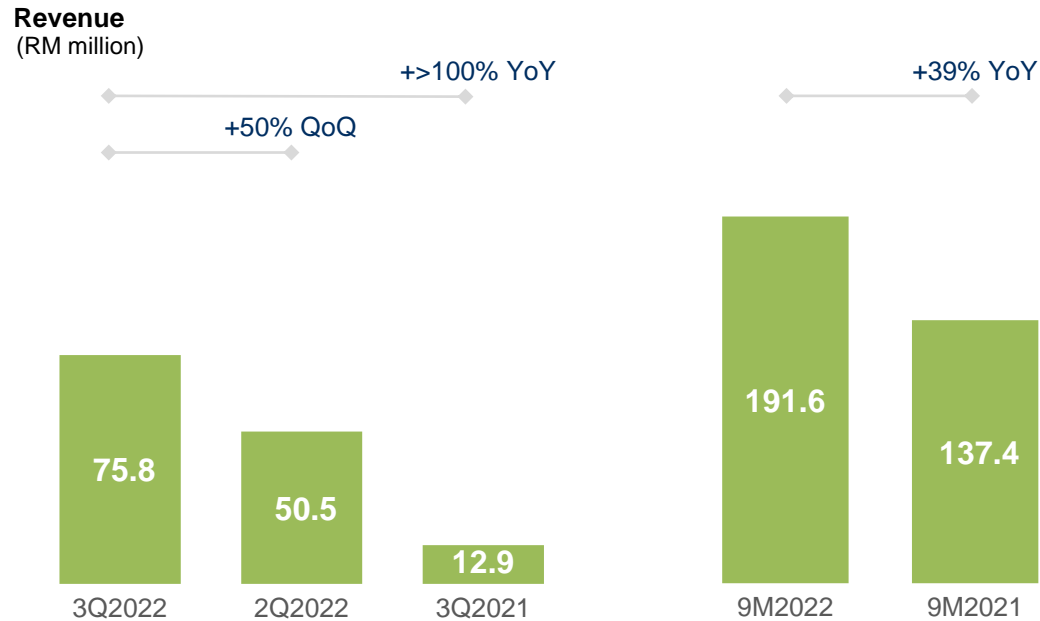
Services recorded revenue of **RM545.5 million** in 9M2022 compared to **RM506.3 million** in 9M2021 due to:

- Improved performance from **Aviation** and **Concession** businesses:
 - i. Aviation business – **Higher cargo tonnage handled** and **increased ground handling activities** due to surge in number of flights after opening of borders
 - ii. Concession business – **Higher volume on vehicle inspections**
- **Partially offset** by lower revenue from logistic segment particularly from **freight forwarding** as a result of decrease in customer shipments



Operational Highlights : Properties

Property Concession and Property Development



Properties recorded **revenue** of **RM191.6 million** in 9M2022 compared to RM137.4 million in 9M2021 due to :

- Higher **sales** of **land** and **development properties** by Proton City Development Corporation and **sales** of **industrial land** at HICOM Pegoh Industrial Park by HICOM Indungan
- **Slightly offset** by lower progress of work recognised from Media City Development as the **project** due to **near completion**



Balance Sheet Management

As at 30 September 2022

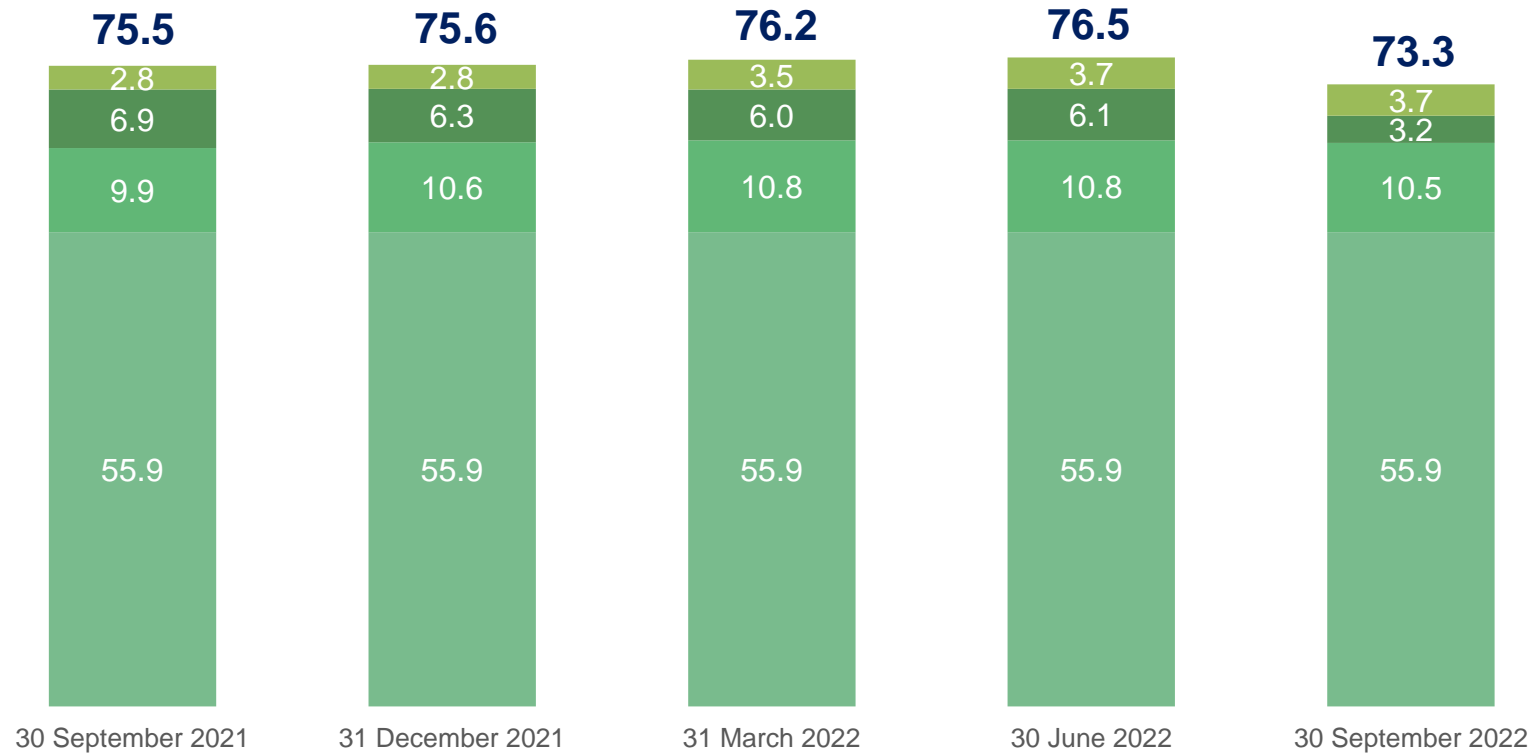
	Total Assets		Total Equity & Total Liabilities		
	30 September 2022	31 December 2021	30 September 2022	31 December 2021	
Property, Plant & Equipment	5.5	5.7	7.4	7.2	Equity attributable to owners of the company
Banking Related Assets	28.3	26.7	1.4	1.4	RCCPS
Inventories	4.3	3.7	1.3	1.2	Non-Controlling Interest
Cash & Bank Balances	3.1	2.8	2.1	2.5	Short Term Borrowings (include overdrafts)
Trade & Other Receivables	4.8	4.5	6.2	5.5	Long Term Borrowings
Others	4.0	3.7	25.2	23.7	Banking Related Liabilities
TOTAL	50.0	47.1	50.0	47.1	TOTAL

Note: Figures in RM billion

RCCPS - Redeemable Convertible Cumulative Preference Shares

Key Shareholders of DRB-HICOM

Percentage of shareholding as at 30 September 2022



■ Etika Strategi Sdn Bhd



















■ Foreign Shareholders



Group's Key Focus on Environmental, Social and Governance ("ESG")

Promoting sustainable development and profitable growth


	ENVIRONMENTAL	SOCIAL	GOVERNANCE
Commitment	<p> Efficient use of natural resources and minimising carbon footprint</p> <ul style="list-style-type: none"> Achieving 20% renewable energy in electricity consumption mix by 2035 Adoption of energy conservation efforts 	<p> Compliance to labour standards and respecting human rights</p> <ul style="list-style-type: none"> Female representative of at least 30% at management level Zero fatality and reduction in accident cases 	<p> Integration of sustainability and climate-change aspects in business strategies</p> <ul style="list-style-type: none"> Zero tolerance policy against all forms of bribery and corruption Local sourcing and procurement
Progress	<p> 16 million kWp of total solar energy generation which reduced 10,503 tonnes CO₂e emissions</p> <p> Renewable energy in the Group's electricity consumption mix is 9%</p> <p> Solar photovoltaic ("PV") system commissioned across 7 companies of the Group</p> <p> PROTON Tanjung Malim plant has treated and recycled over 40,358m³ water resulting in RM64,976 cost saving</p>	<p> 32% and 42% female representation at managerial and executive level</p> <p> Total number of accident cases reduced to 16%</p> <p> More than 1,000 lives touched through our Corporate Responsibility events</p> <p> More than RM100,000 invested on Corporate Responsibility activities</p>	<p> Zero case of non-compliance to per Anti-Bribery and Anti-Corruption ("ABAC") Policy</p> <p> Eliminate all forms of forced, child and trafficked labour across supply chain via DRB-HICOM's Vendor Code of Conduct</p> <p> 94% of active suppliers are comprised of local vendors which constitute 79% of total spending of RM7.58 billion across DRB-HICOM Group in 9M2022</p>
Rating	<p>Tracked and rated by leading rating agency</p> <p> 2.9  3 ★</p>		

Thank you



Investor Relations

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