



4Q2022 Financial Results

Quarter Ended 31 December 2022

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Group's Performance Highlights

For the Financial Year Ended 31 December 2022

Revenue up +25% to

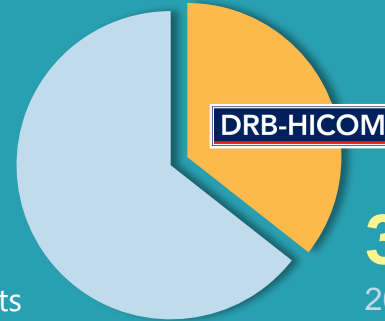
RM15.5 billion

the highest revenue in the
Group's history

2021: RM12.4 billion



Automotive
market
share



TIV 2022 :
720,658 units

35.6%
2021: 37.7%

Total assets

**RM51.5
billion**

31.12.2021: RM47.1 billion



Net assets per share

RM3.81

31.12.2021: RM3.73

Profit before taxation up +>100% to

**RM410.0
million**

2021: RM(291.3) million



Share price

RM1.60

31.12.2021: RM1.43



Market Capitalisation

RM3.1 billion

31.12.2021: RM2.8 billion



Gearing ratio

0.82 times

31.12.2021: 0.88 times

Revenue

For the Financial Year Ended 31 December 2022

- DRB-HICOM recorded the **highest revenue** in the Group's history of **RM15.5 billion** in FY2022 as compared to RM12.4 billion last year mainly attributed to the following:

- Automotive – **Strong demand** particularly from **PROTON** underpinned by its higher sales^{N1} against corresponding year

N1	2022	2021	Variance
Domestic + Export (unit)	141,432	114,708	▲ 26,724

- Banking – **Higher financing income** in tandem with higher financing volume and increase in the Overnight Policy Rate (“OPR”)

- Aerospace and Defence – **Higher delivery of defence products and aircraft parts**

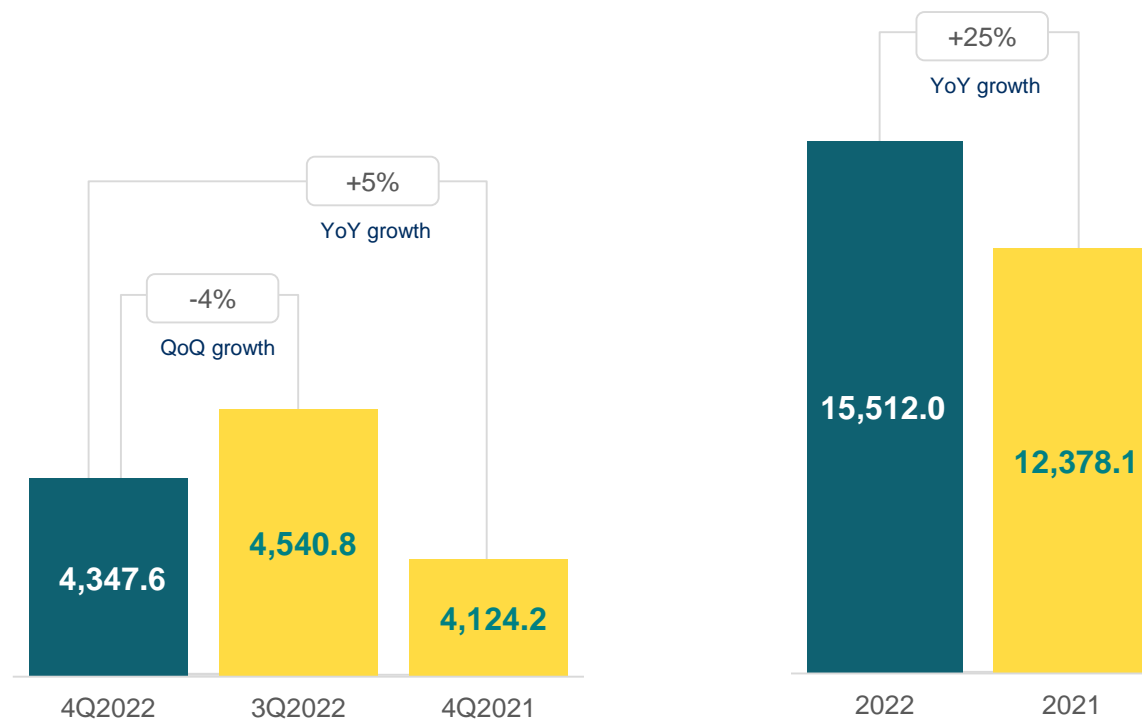
- However, lower **revenue** of **RM4,347.6 million** in 4Q2022 against RM4,540.8 million in the preceding quarter largely due to:

- Lower revenue from Postal segment due to **decline in courier business** especially from contract customers

- Reduced sales volume**^{N2} and product mix from **PROTON**

N2	4Q2022	3Q2022	Variance
Domestic + Export (unit)	39,079	42,229	▼ 3,150

RM million

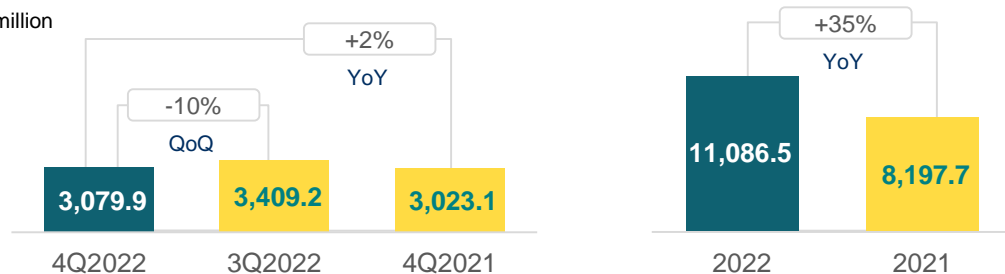


Revenue

Breakdown by Segments

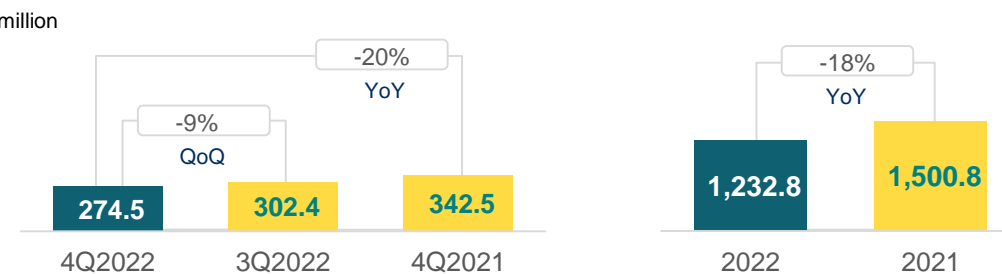
Automotive

RM million



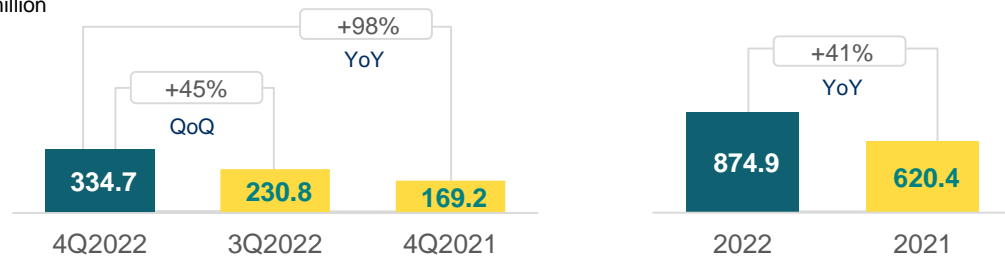
Postal

RM million



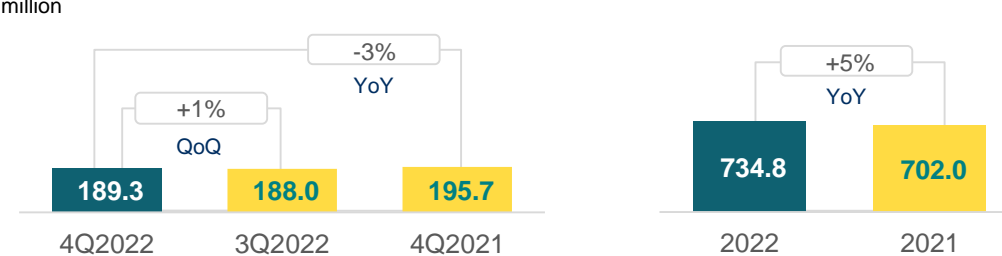
Aerospace and Defence

RM million



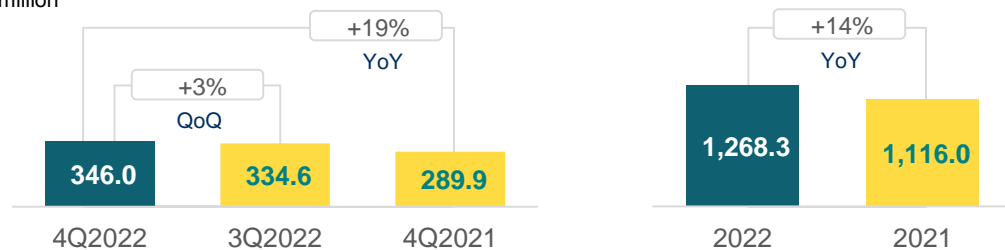
Services

RM million



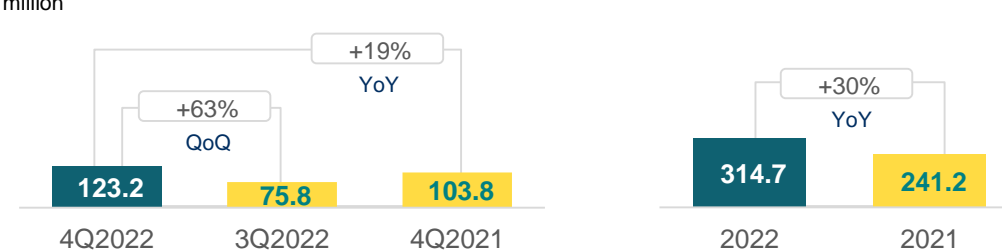
Banking

RM million



Properties

RM million

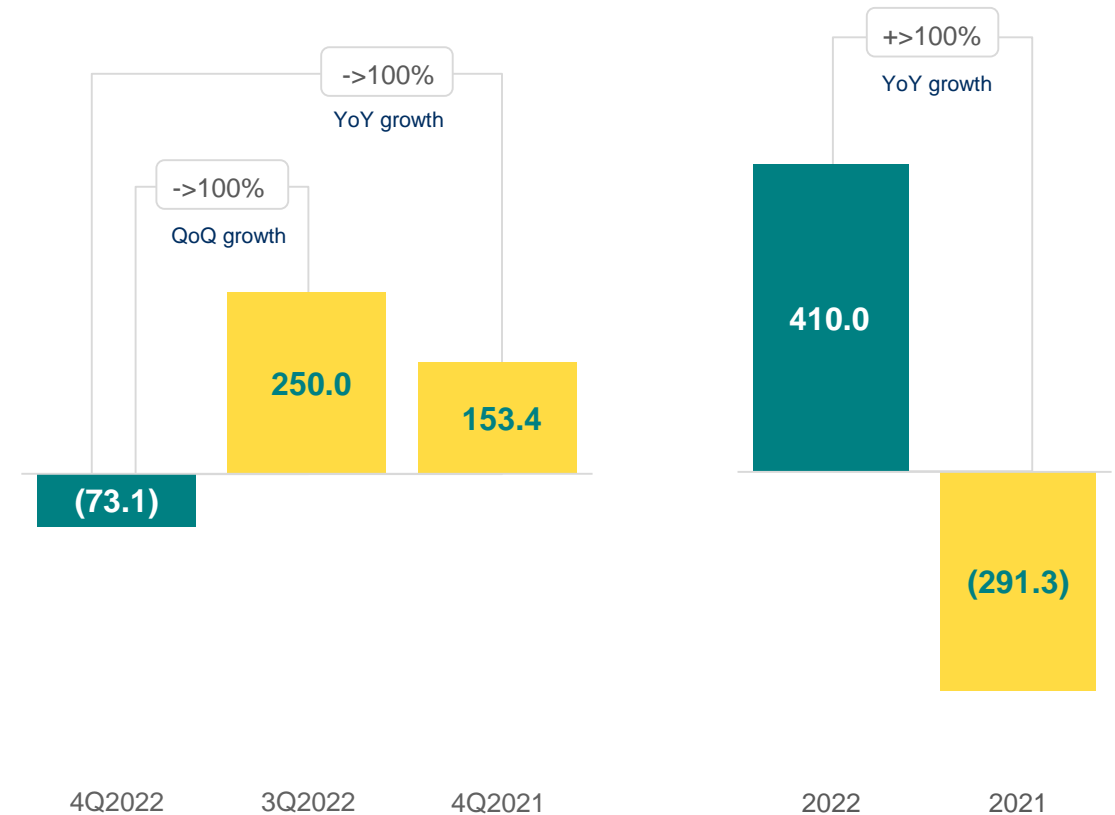


Profit Before Taxation

For the Financial Year Ended 31 December 2022

- DRB-HICOM registered **Profit Before Taxation** (“PBT”) of **RM410.0 million** in 2022 compared to **Loss Before Taxation** (“LBT”) of RM291.3 million last year due to:
 - i. Automotive – Significant turnaround from **loss to profit** by **PROTON** and **Manufacturing & Engineering** companies, as well as **higher profit** achieved by **Automotive Distribution** companies (including Honda Malaysia, Isuzu Malaysia and Mitsubishi Motors Malaysia) attributable to **strong sales volume**
 - ii. Defence – The **delivery** of the remaining **26 units** of **AV8** to MINDEF (100% completion)
 - iii. Postal – **Lower loss** recorded mainly due to **lower transportation** and **delivery cost** as well as **lower staff cost** coupled with continuous **effective cost management**
 - iv. Remaining **proceeds** from the **disposal** of a former **subsidiary** company (Lotus Advance Technologies) of RM119.5 million
 - v. Partially **offset** by **higher loss** arising from the **impairment** of certain assets in subsidiary companies of **RM176.5 million**
- The Group posted a **pre-tax loss** of **RM73.1 million** in the current quarter mainly due to:
 - i. Lower contribution from **Automotive** on the account of lower **sales volume** and **product mix**
 - ii. Higher **impairment loss** of certain assets in subsidiary companies of **RM176.5 million**

RM million



Profit Before Taxation

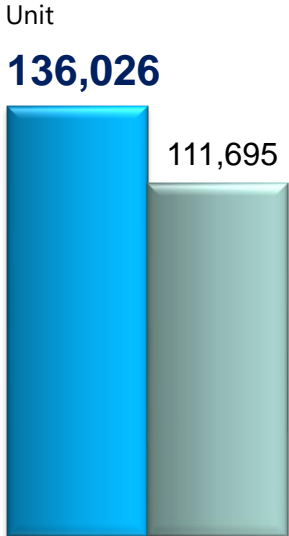
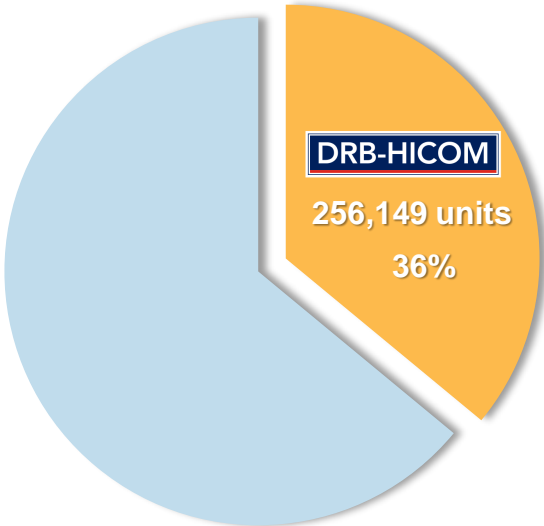
Breakdown by Segments

Figures in RM million

		4Q2022	3Q2022	QoQ growth	4Q2021	YoY growth	2022	2021	YoY growth
	Automotive	152.5	287.6	-47%	326.8	-53%	578.1	99.8	+>100%
	Aerospace and Defence	59.3	21.9	+>100%	15.3	+>100%	76.4	8.5	+>100%
	Banking	41.9	80.2	-48%	71.3	-41%	257.2	252.9	+2%
	Postal	(141.5)	(40.0)	->100%	(179.4)	+21%	(227.4)	(405.2)	+44%
	Services	(42.3)	(0.7)	->100%	(22.4)	-89%	(23.4)	(17.0)	-38%
	Properties	(64.4)	(27.6)	->100%	(28.0)	->100%	(113.7)	(46.2)	->100%
	Investment Holding	(78.6)	(71.4)	-10%	(30.2)	->100%	(137.2)	(184.1)	+25%
	TOTAL	(73.1)	250.0	->100%	153.4	->100%	410.0	(291.3)	+>100%

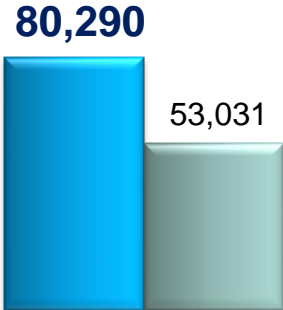
DRB-HICOM's Automotive Market Share : 36% of TIV Malaysia

Sold 256,149 vehicles in 2022 (2021: 191,745 units)



Proton Saga

Contributed 39% to the PROTON's overall sales



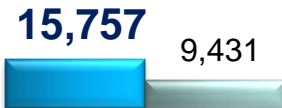
Honda City

The best-selling Honda car in 2022 and the most sought-after model in B-segment



Mitsubishi XPANDER

No. 1 best-selling Japanese seven-seater crossover in Malaysia



Isuzu D-Max

Record-breaking of 9,211 pick-up trucks sold in 2022

■ 2022
■ 2021

Total Industry Volume ("TIV")
2022: 720,658 units
2021: 508,883 units

Source: MAA (Domestic sales only)
Note : Breakdown does not include DRB-HICOM Commercial Vehicle

Operational Highlights : Automotive

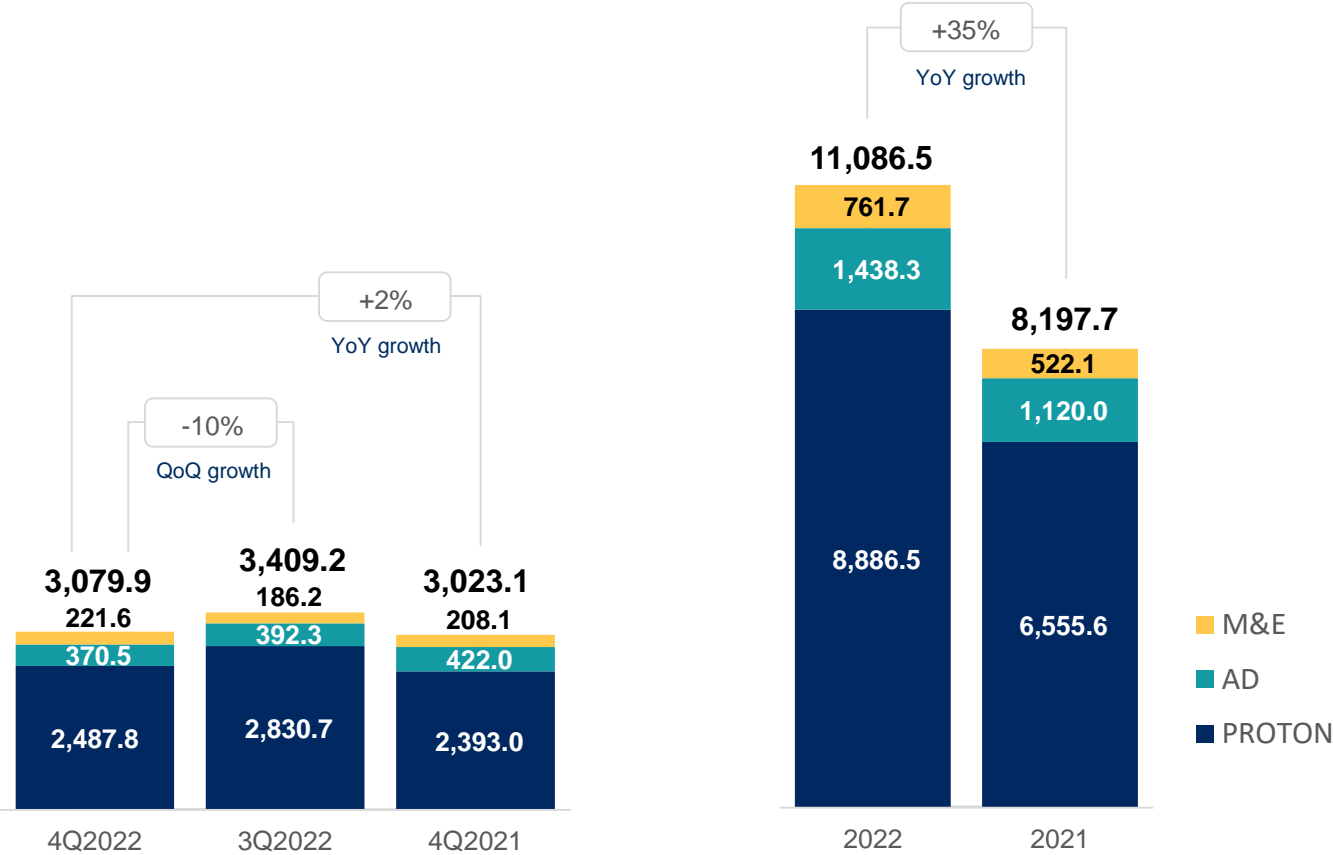
PROTON, Automotive Distribution (“AD”) and Manufacturing & Engineering (“M&E”)

71%

Contribution to the Group’s revenue in 2022



Revenue
RM million



Automotive recorded higher revenue of RM11,086.5 million in 2022 compared to RM8,197.7 million in 2021 principally due to:

- i. PROTON sold higher vehicles in 2022 of 141,432 units against 114,708 units in 2021
- ii. Improved sales revenue from Automotive Distribution and Manufacturing & Engineering companies

PROTON ended 2022 with the highest closing figure since 2013

The Proton X50 continues to be the best-selling SUV in Malaysia

Sold 141,432 cars

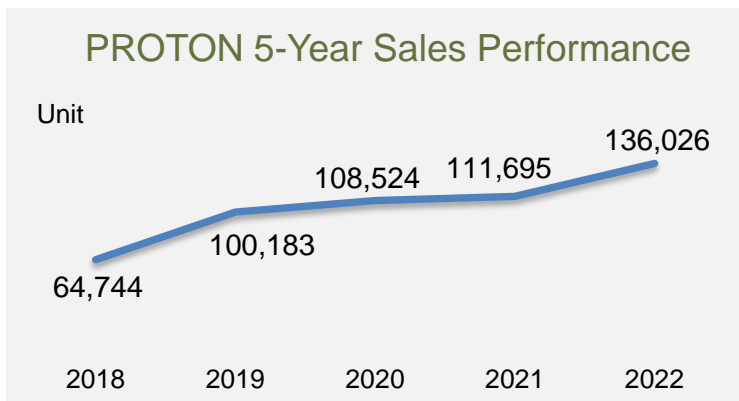
YoY growth of 23%, 2021: 114,708 units

19% market share

second in the automotive sales table

Exported 5,406 vehicles

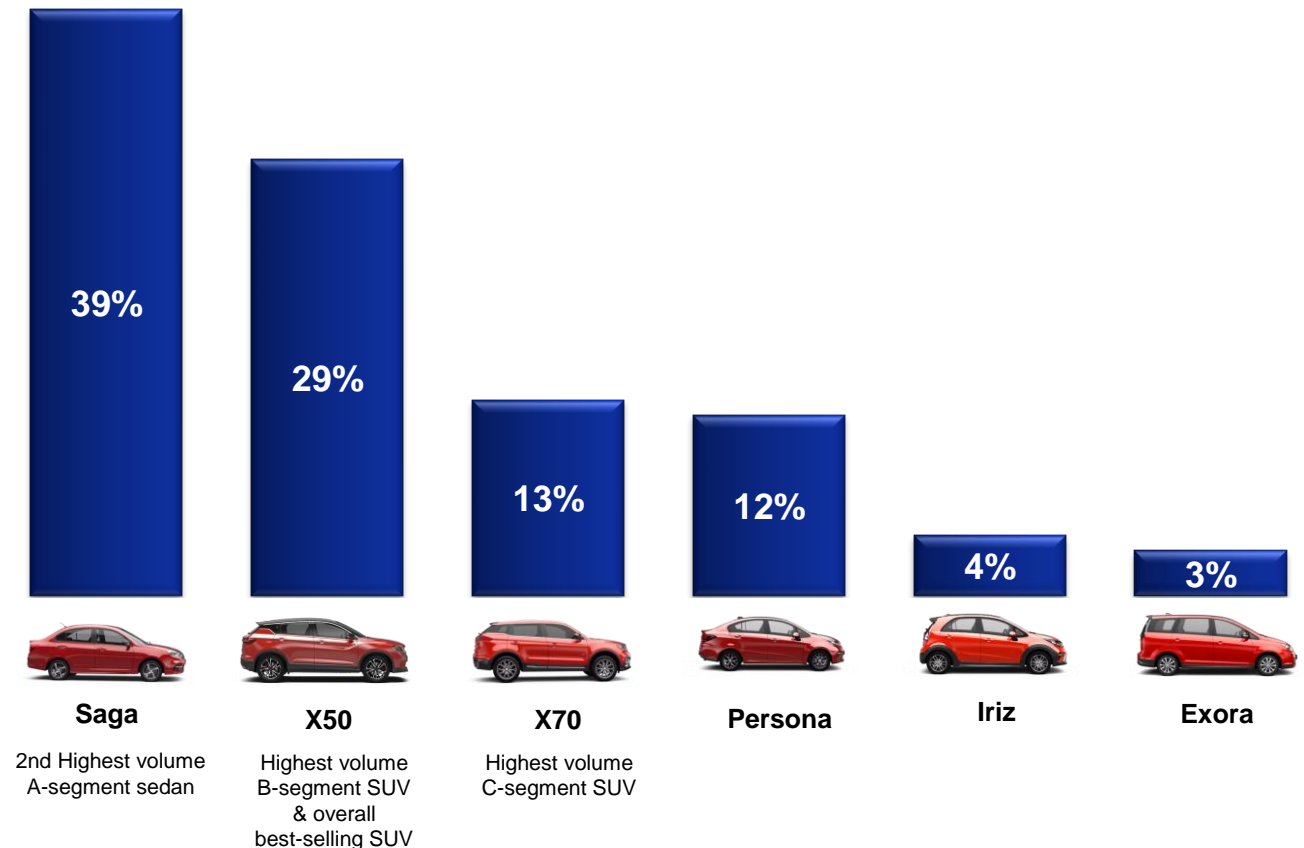
a jump of 79% from previous year



Source : MAA (Domestic sales only)



Sales Breakdown 2022



Operational Highlights : Aerospace and Defence

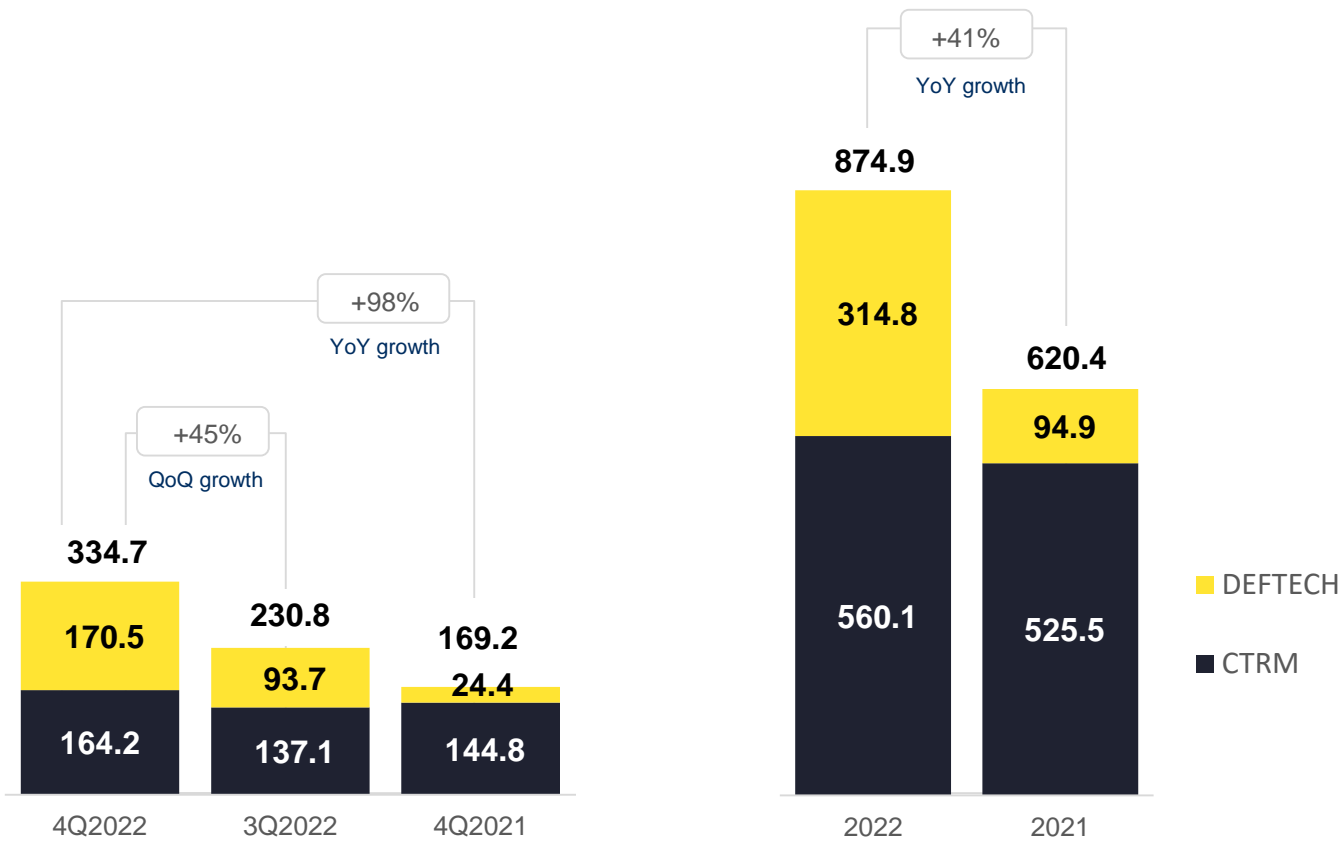
CTRM and DEFTECH

6%

Contribution to the Group's revenue in 2022



Revenue
RM million



Aerospace & Defence registered higher revenue in the current year largely due to:

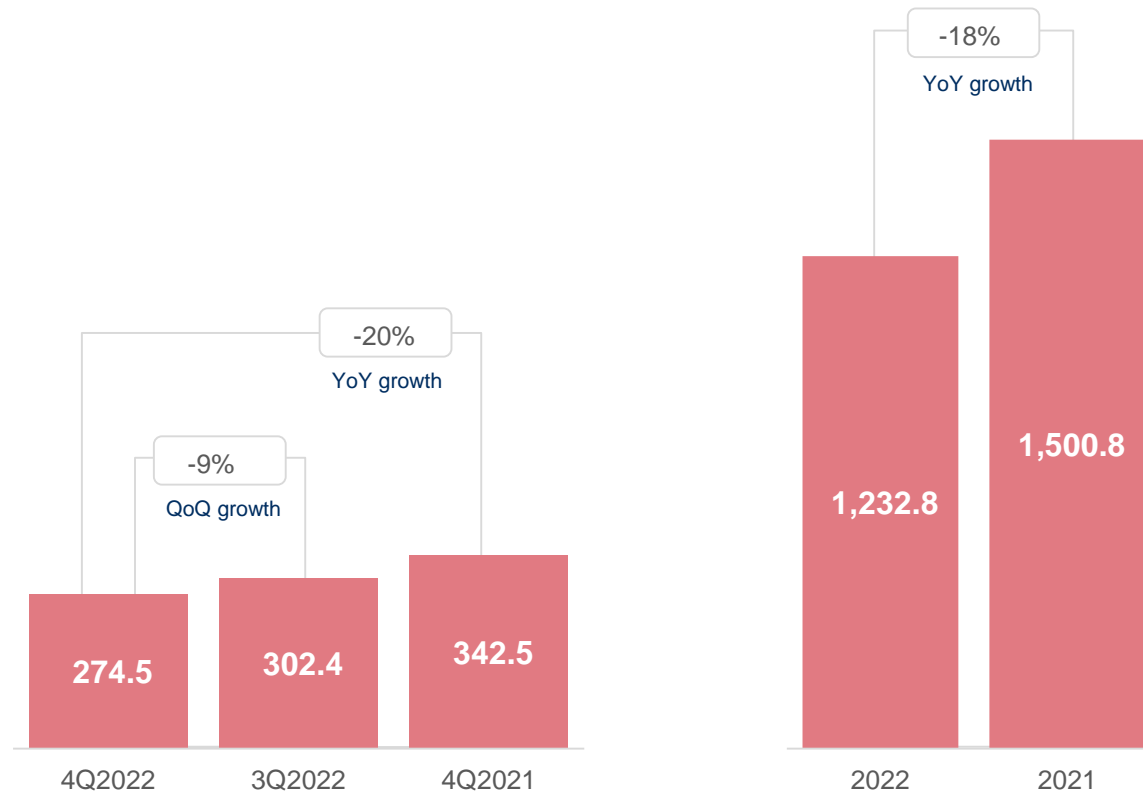
- i. CTRM recorded higher delivery of single-aisle aircraft parts and resumption of delivery of certain aircraft parts for the jet airliners
- ii. DEFTECH delivered the remaining 26 units of AV8 (100% completion)

Operational Highlights : Postal

Pos Malaysia

Revenue

RM million



8%

Contribution to the Group's revenue in 2022



Lower **Postal's revenue** of **RM1,232.8 million** recognised in 2022 compared to RM1,500.8 million in 2021 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

Revenue

RM million



8%

Contribution to the Group's revenue in 2022



Banking posted higher **revenue** of **RM1,268.3 million** in 2022 compared to RM1,116.0 million in 2021 mainly due:

- Higher **financing income** by **Bank Muamalat** from property and personal financing in tandem with the higher financing volume
- Rise in the **Overnight Policy Rate (“OPR”)** to **2.75%** in the current year against 1.75% in the corresponding year

Operational Highlights : Services

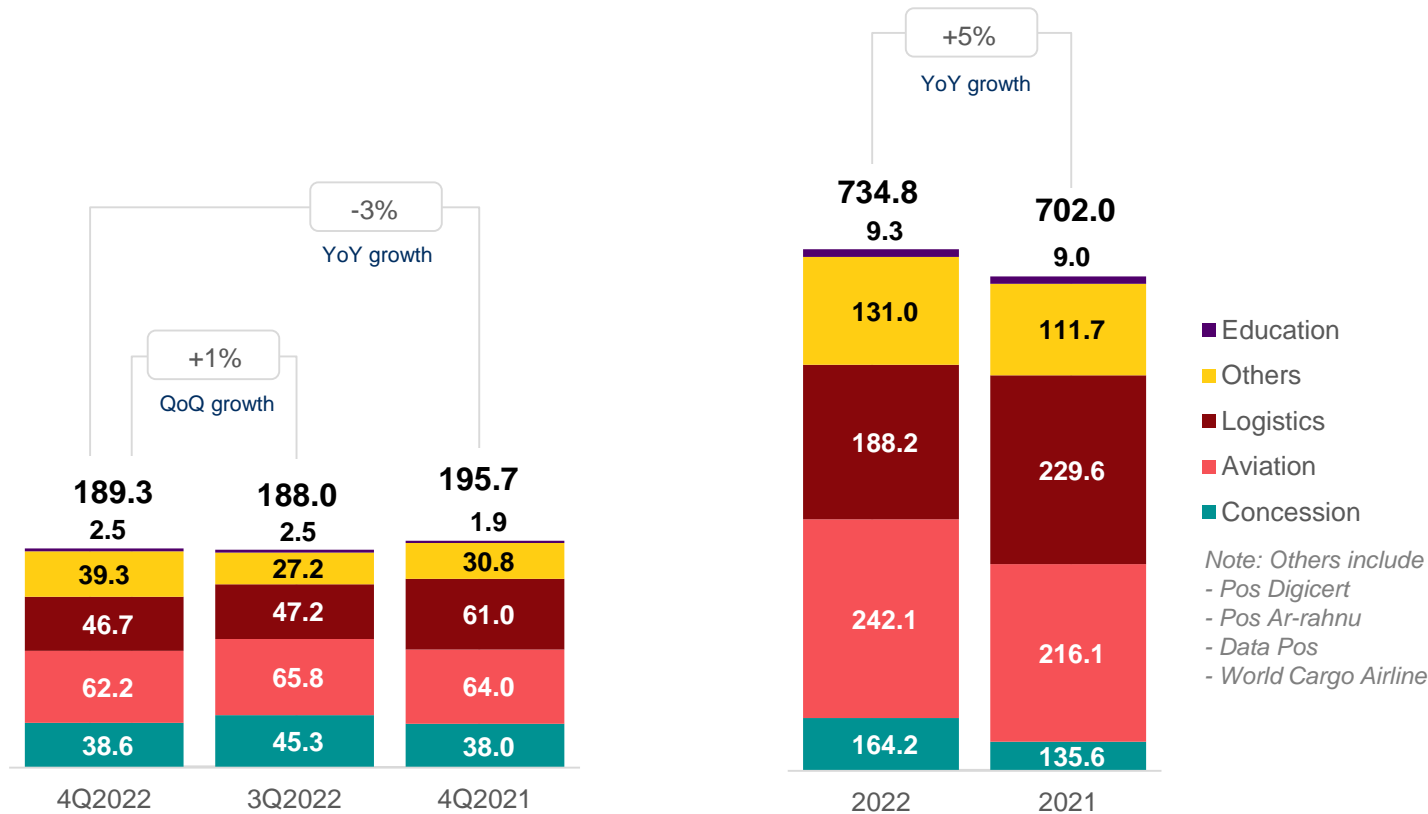
PUSPAKOM, DRB-HICOM University, Pos Aviation, Pos Logistics and others

5%

Contribution to the Group's revenue in 2022



Revenue
RM million



Services recorded higher **revenue** of **RM734.8 million** in 2022 compared to RM702.0 million in 2021 due to:

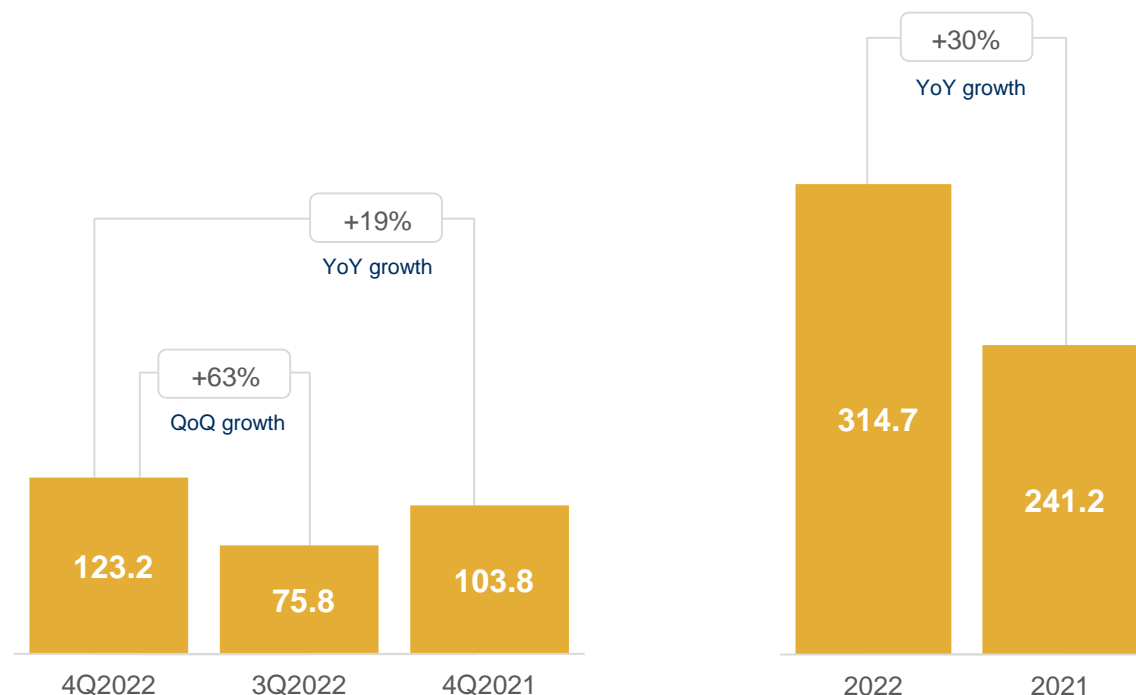
- Aviation – **Higher cargo tonnage handled** and **increased ground handling activities** with the growing number of flights after opening of borders
- Concession – **Higher** number of vehicles turning up for **routine inspection** and the transfer of **ownership inspection** as result of the growth in demand for used vehicles
- However, it was **partially offset** by lower revenue from the **logistics business**, particularly from freight forwarding, as a result of the **decrease** in **customer shipments**

Operational Highlights : Properties

Property Concession and Property Development

Revenue

RM million



2%

Contribution to the Group's revenue in 2022



Properties recorded higher **revenue** of **RM314.7 million** in 2022 compared to RM241.2 million in 2021 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
- **Partially offset** by **lower progress** of work recognised from Media City Development in tandem with **completion** of **Lease 2 project** and the **building packages** for the **Concession Agreement**

Balance Sheet Management

















As at 31 December 2022

	Total Assets		Total Equity & Total Liabilities		
	31 December 2022	31 December 2021	31 December 2022	31 December 2021	
Property, Plant & Equipment	5.3	5.7	7.4	7.2	Equity attributable to owners of the company
Banking Related Assets	30.6	26.7	1.4	1.4	RCCPS
Inventories	4.6	3.7	1.3	1.2	Non-Controlling Interest
Cash & Bank Balances	2.2	2.8	1.8	2.5	Short Term Borrowings (include overdrafts)
Trade & Other Receivables	4.8	4.5	6.1	5.5	Long Term Borrowings
Others	4.0	3.7	27.1	23.7	Banking Related Liabilities
TOTAL	51.5	47.1	51.5	47.1	Others
					TOTAL

Note: Figures in RM billion
RCCPS - Redeemable Convertible Cumulative Preference Shares

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

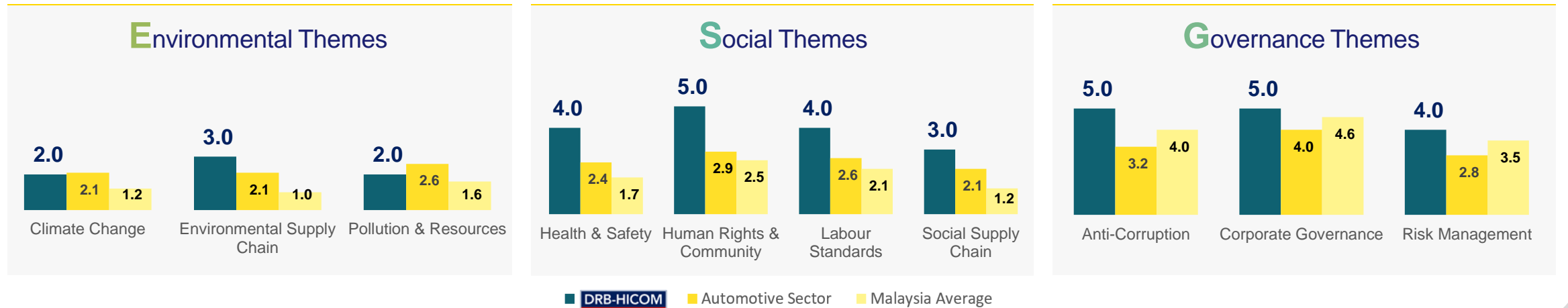
Promoting sustainable development and profitable growth

	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> 34 million kWp of total solar energy generation which reduced 21,544 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 85,968m³ water resulting in RM138,408 cost saving</p>	<p> 35% and 39% female representation at managerial and executive level</p> <p> Total number of accident cases reduced to 13%</p> <p> More than 43,000 lives touched through our Corporate Responsibility events</p> <p> More than RM1.3 million 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> 96% of active suppliers are comprised of local vendors which constitute 62% of total spending of RM8.9 billion across DRB-HICOM Group in 2022</p>
Rating	<p>Tracked and rated by leading rating agency</p> <p> 3.5  4 ★</p>		

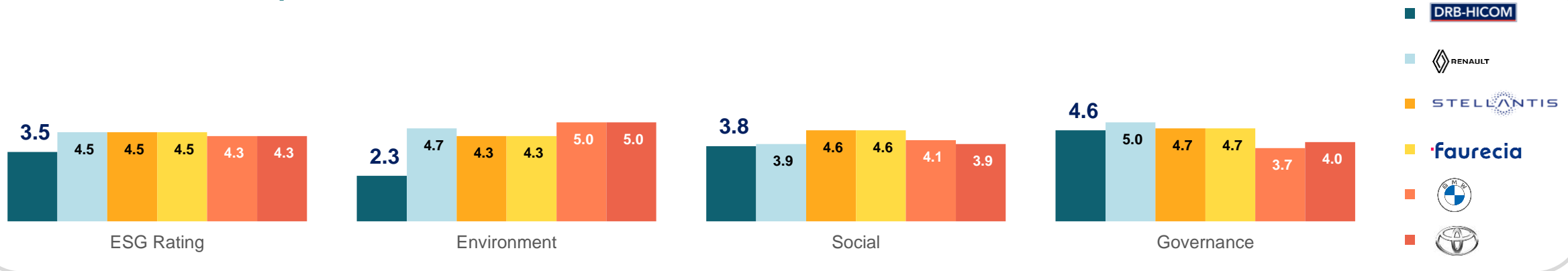
ESG Global Index Benchmarking

DRB-HICOM outperforms automotive sector and country average

DRB-HICOM vs. Automotive Sector and Malaysia Average



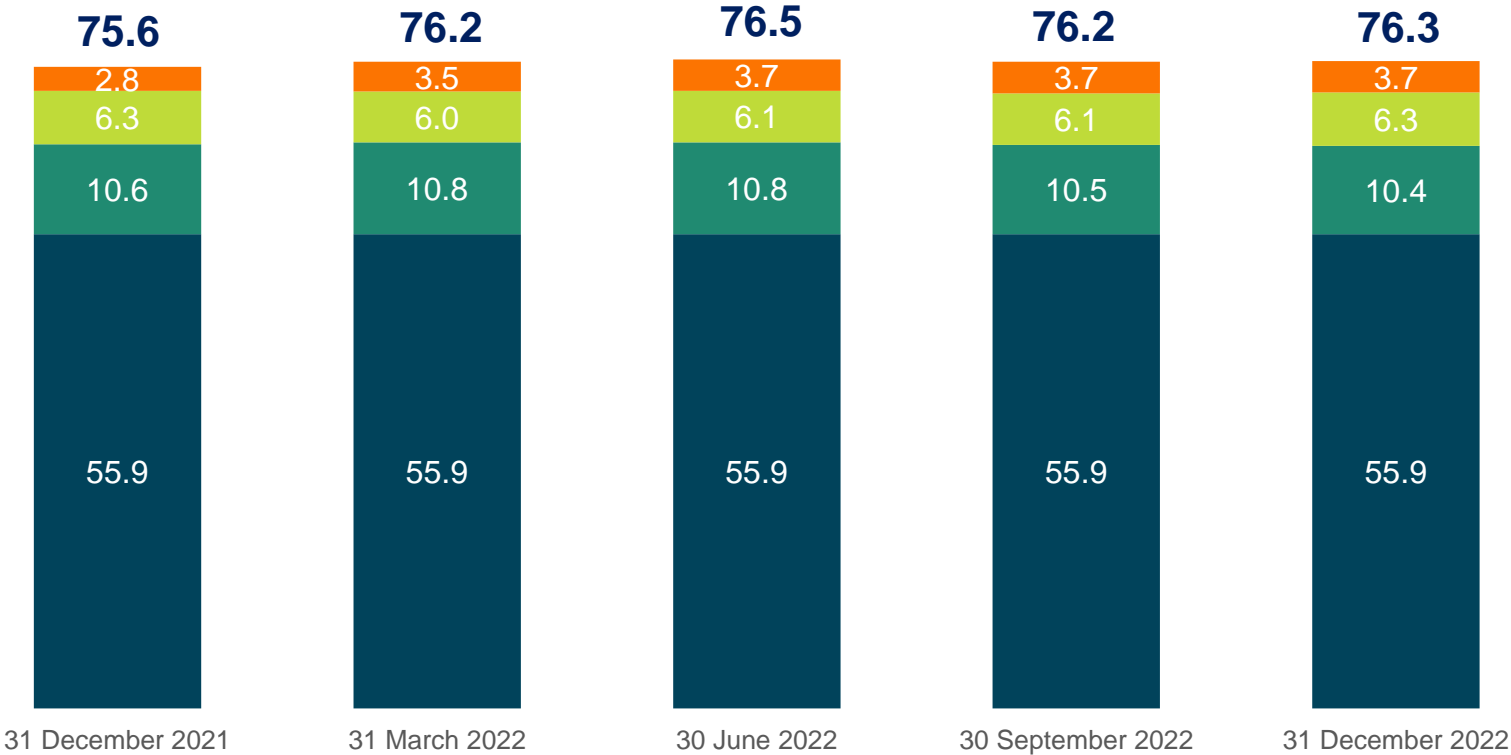
DRB-HICOM vs. Top 5 Global Automotive Peers



Note: - Score / Rating: 0 to 5 (higher scores are better)
 - By FTSE Russell rated 3.5 overall score

Key Shareholders of DRB-HICOM

Percentage of shareholding as at 31 December 2022




Etika Strategi Sdn Bhd
  KWSP EPF
 Foreign Shareholders
  TABUNG HAJI

Thank you



Investor Relations

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