



# 3Q2023 Financial Results

Quarter Ended 30 September 2023

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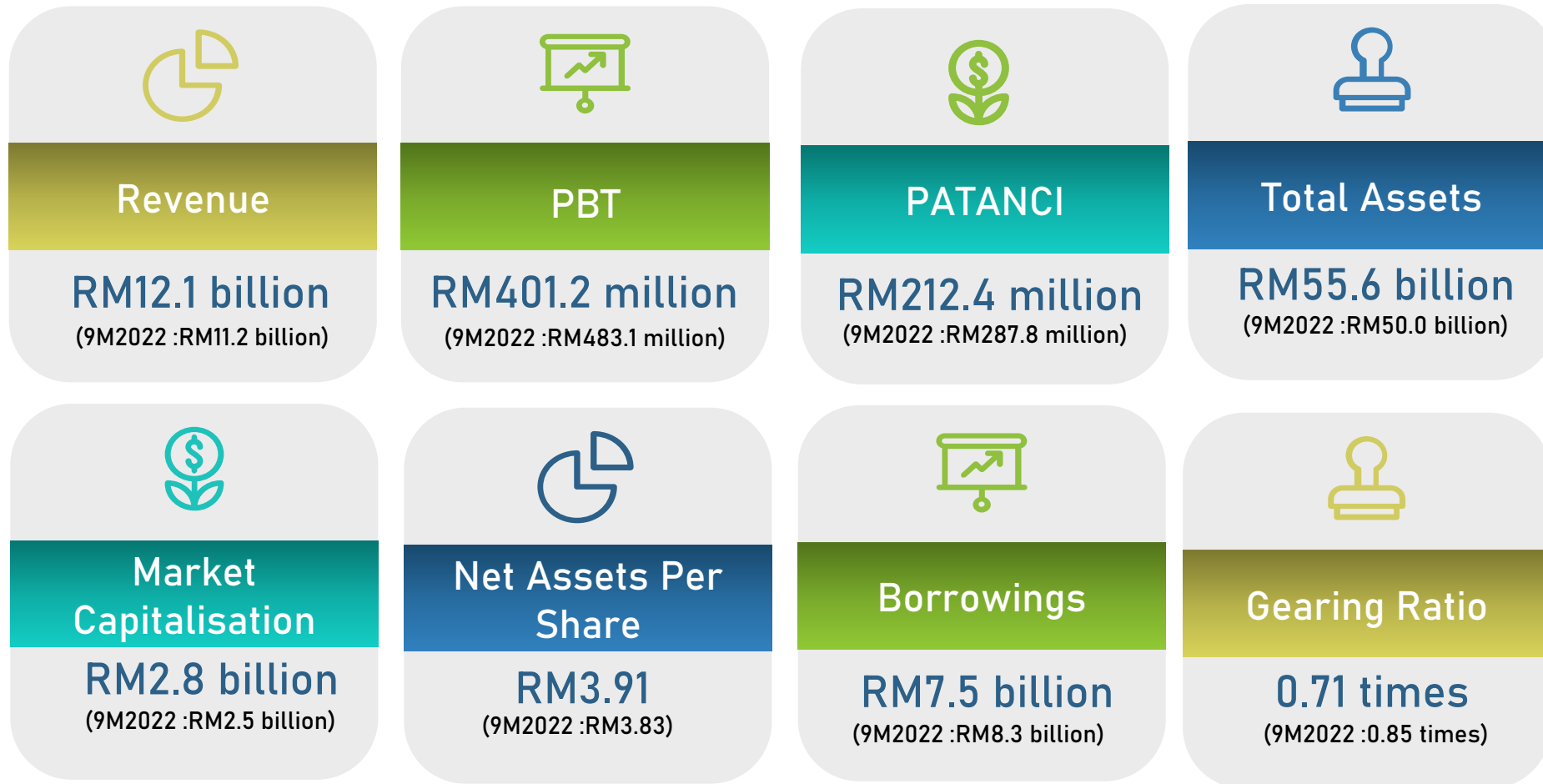
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# Key Financial Ratio

For the financial period ended 30 September 2023



# Group Key Highlights

Continuous recovery amidst challenging environment

## Revenue



The Group recorded improved revenue of +8.2% YoY, or RM12.1 billion in 9M2023 as compared to RM11.2 billion in the same period last year

## Profit Before Tax



The Group posted higher PBT of RM401.2 million in 9M2023 against normalised PBT of RM363.6 million (excluding E.I\*) in the corresponding period ended 30 Sept 2022

## Operational Performance



Automotive sector remains key contributor to the Group's performance with 9.4% improvement YoY or RM8.8 billion in 9M2023 against RM8.0 billion in 9M2022

## Outlook



The Group expects satisfactory performance for the FYE 31 December 2023

Note: \* E.I – Extraordinary Item : Income received in 2Q2022 related to the remaining 20% of proceeds from the disposal of Lotus Advance Technologies Sdn. Bhd. (former subsidiary company) of RM119.5 million

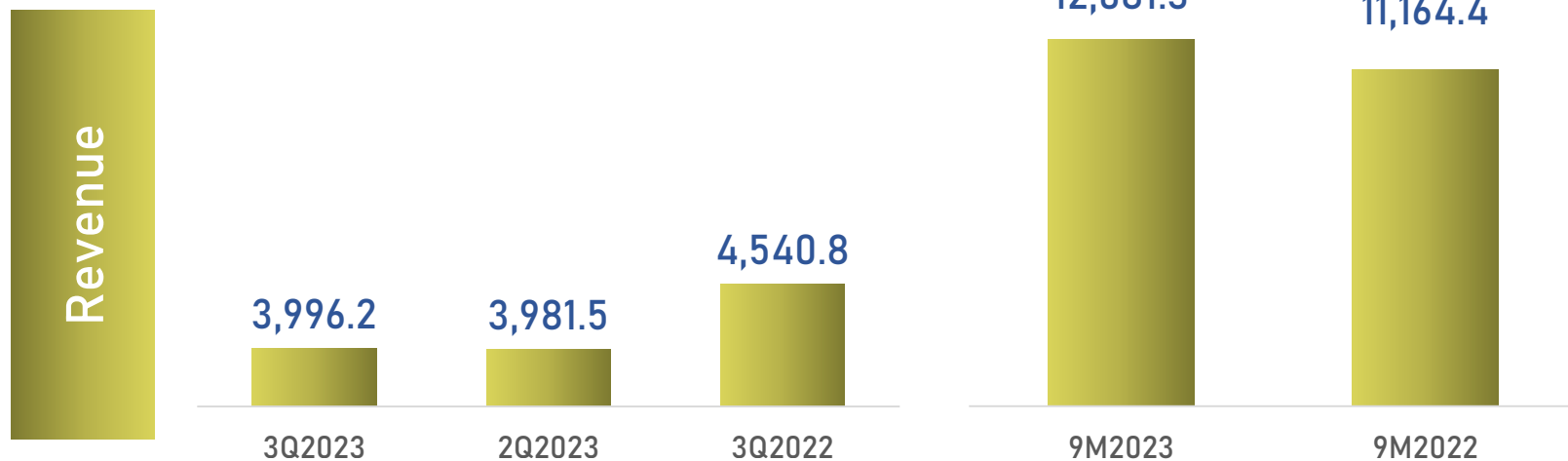
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# Group Financial Performance

Resilient performance amidst challenging business landscape

RM million

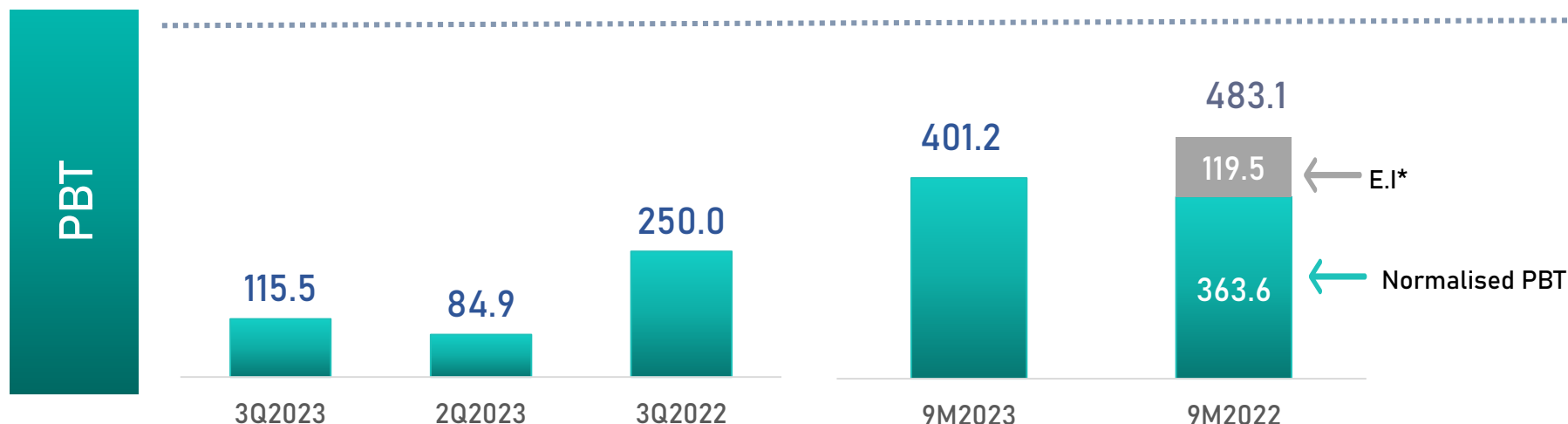


## QoQ (3Q2023 vs 3Q2022)

- Lower revenue in 3Q2023 due to lower automotive sales especially from PROTON, partially offset by higher financing income from Bank Muamalat

## YoY (9M2023 vs 9M2022)

- Higher revenue in 9M2023 mainly driven by Automotive and Banking sector



## QoQ (3Q2023 vs 3Q2022)

- In tandem with lower revenue, Group posted lower PBT largely due to:
  - Sales mix by PROTON
  - Lower contribution from DEFTECH following full completion of AV8

## YoY (9M2023 vs 9M2022)

- Excluding E.I.\*, Group posted higher PBT mainly driven by better contribution from PROTON and Honda

Note: \* E.I - Extraordinary Item : Income received in 2Q2022 related to the remaining 20% of proceeds from the disposal of Lotus Advance Technologies Sdn. Bhd. (former subsidiary company) of RM119.5 million

# Revenue

## Breakdown by Sector

RM million	3Q2023	2Q2023	3Q2022	9M2023	9M2022
Automotive 	2,886.0	2,850.0	3,409.2	8,760.4	8,006.6
Aerospace & Defence 	158.0	144.2	230.8	470.8	540.2
Postal 	265.0	268.0	302.4	811.4	958.2
Banking 	453.3	427.5	334.6	1,260.1	922.3
Services 	204.9	200.7	188.0	609.9	545.5
Properties 	29.0	91.1	75.8	168.7	191.6
<b>TOTAL</b>	<b>3,996.2</b>	<b>3,981.5</b>	<b>4,540.8</b>	<b>12,081.3</b>	<b>11,164.4</b>



# PBT

## Breakdown by Sector

RM million	3Q2023	2Q2023	3Q2022	9M2023	9M2022
Automotive	161.2	133.2	287.6	524.8	425.6
Aerospace and Defence	0.6	(6.7)	21.9	(0.7)	17.1
Postal	(30.6)	(41.7)	(40.0)	(109.7)	(85.9)
Banking	64.9	62.9	80.2	171.1	215.3
Services	(6.1)	13.1	(0.7)	32.6	18.9
Properties	(6.8)	(10.7)	(27.7)	(28.8)	(49.3)
Investment and Others	(67.7)	(65.2)	(71.4)	(188.0)	(58.5)
<b>TOTAL</b>	<b>115.5</b>	<b>84.9</b>	<b>250.0</b>	<b>401.2</b>	<b>483.1*</b>

Note: \* E.I - Extraordinary Item : Income received in 2Q2022 related to the remaining 20% of proceeds from the disposal of Lotus Advance Technologies Sdn. Bhd. (former subsidiary company) of RM119.5 million

# Balance Sheet Management

For the financial period ended 30 September 2023

Total Assets	30 September 2023	31 December 2022	Δ
Property, Plant & Equipment	5.3	5.3	-
Banking Related Assets	34.5	30.6	+12.7%
Inventories	4.4	4.6	-4.3%
Cash & Bank Balances	2.4	2.2	+9.1%
Trade & Other Receivables	4.7	4.8	-2.1%
Others	4.3	4.0	+7.5%
<b>TOTAL</b>	<b>55.6</b>	<b>51.5</b>	<b>+8.0%</b>

Total Equity & Total Liabilities	30 September 2023	31 December 2022	Δ
Equity attributable to owners of the company	7.6	7.4	+2.7%
Redeemable Convertible Cumulative Preference Shares	1.4	1.4	-
Non-Controlling Interest	1.5	1.3	+15.4%
Short Term Borrowings (include overdrafts)	1.2	1.8	-33.3%
Long Term Borrowings	6.3	6.1	+3.3%
Banking Related Liabilities	30.9	27.1	+14.0%
Others	6.7	6.4	+4.7%
<b>TOTAL</b>	<b>55.6</b>	<b>51.5</b>	<b>+8.0%</b>

Note: Figures in RM billion

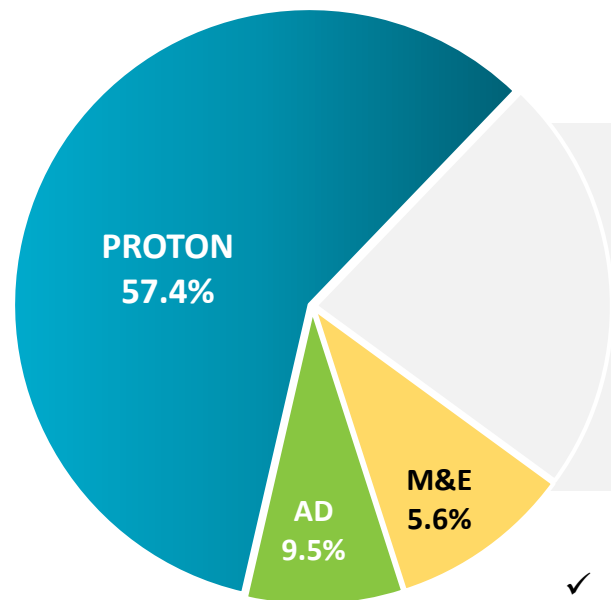
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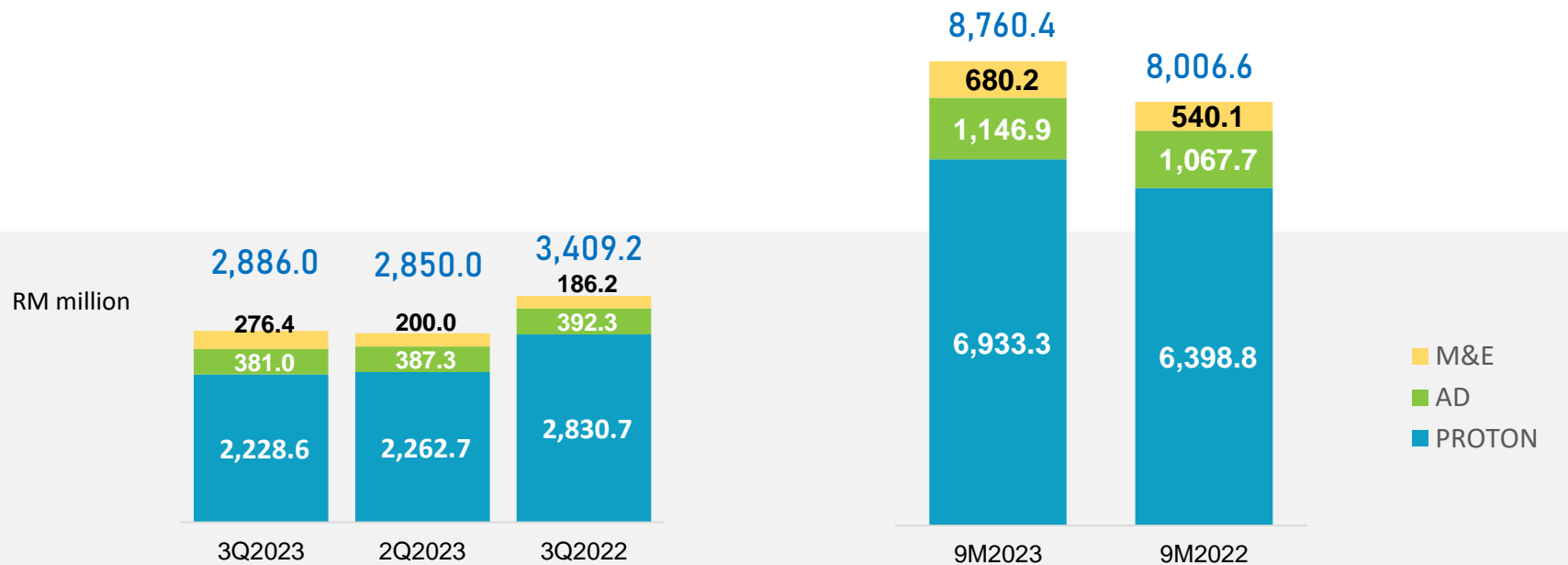
# Operational Highlights : Automotive

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

Revenue Contribution to the Group:  
Automotive 9M2023



**RM 8.8 billion**



- ✓ Automotive recorded higher revenue of RM8.8 billion in 9M2023 compared to RM8.0 billion mainly due to :
  - 1) PROTON higher sales volume of 116,832 units in 9M2023 compared to 102,353 units in 9M2022
  - 2) PROTON top 3 sales largely driven by Saga, X50 and Persona which accounted for 81.4% of total sales
  - 3) Better performance by the Automotive Distribution and Manufacturing & Engineering in tandem with growing PROTON's sales volume and Malaysia TIV (9M2023: 571,767 units, 9M2022: 514,449 units)
- ✓ Slightly higher revenue in 3Q2022 of RM3.4 billion due to increased momentum and production, post-flood incident that occurred in 1Q2022

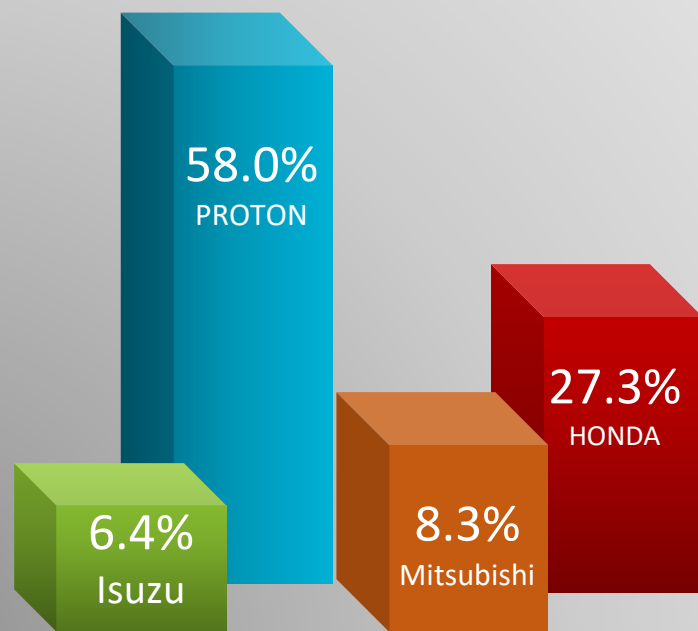
# Sales Performance by DRB-HICOM Marques

DRB-HICOM Market Share : 34.6% of TIV Malaysia

**DRB-HICOM**

**197,937** total units sold  
9M2023

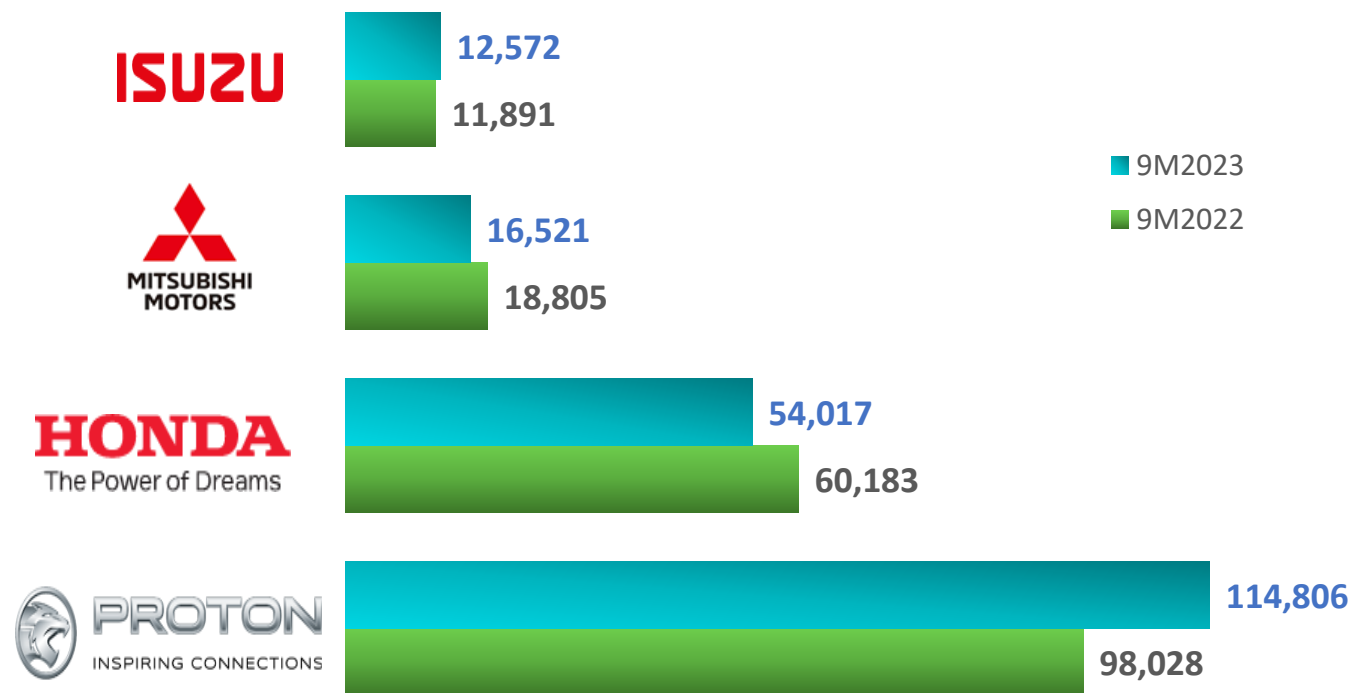
(9M2022: 188,952 units)



Note: Malaysia TIV 9M2023: 571,767 units; 9M2022: 514,449 units



## Sales Performance by Marques (units)



Source: MAA (Domestic sales only)

Note: Breakdown does not include DRB-HICOM Commercial Vehicle (9M2023: 21 units, 9M2022: 45 units)

# PROTON Continued its Upward Sales Trajectory by 14.1% or 116,832 units

On track to supersede 2023 sales target with new exciting models launch in the pipeline



## Sales Growth

# +14.1%

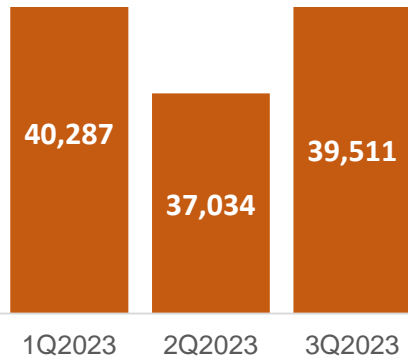
9M2023 : 116,832 units

9M2022 : 102,353 units

Note : Includes export volume

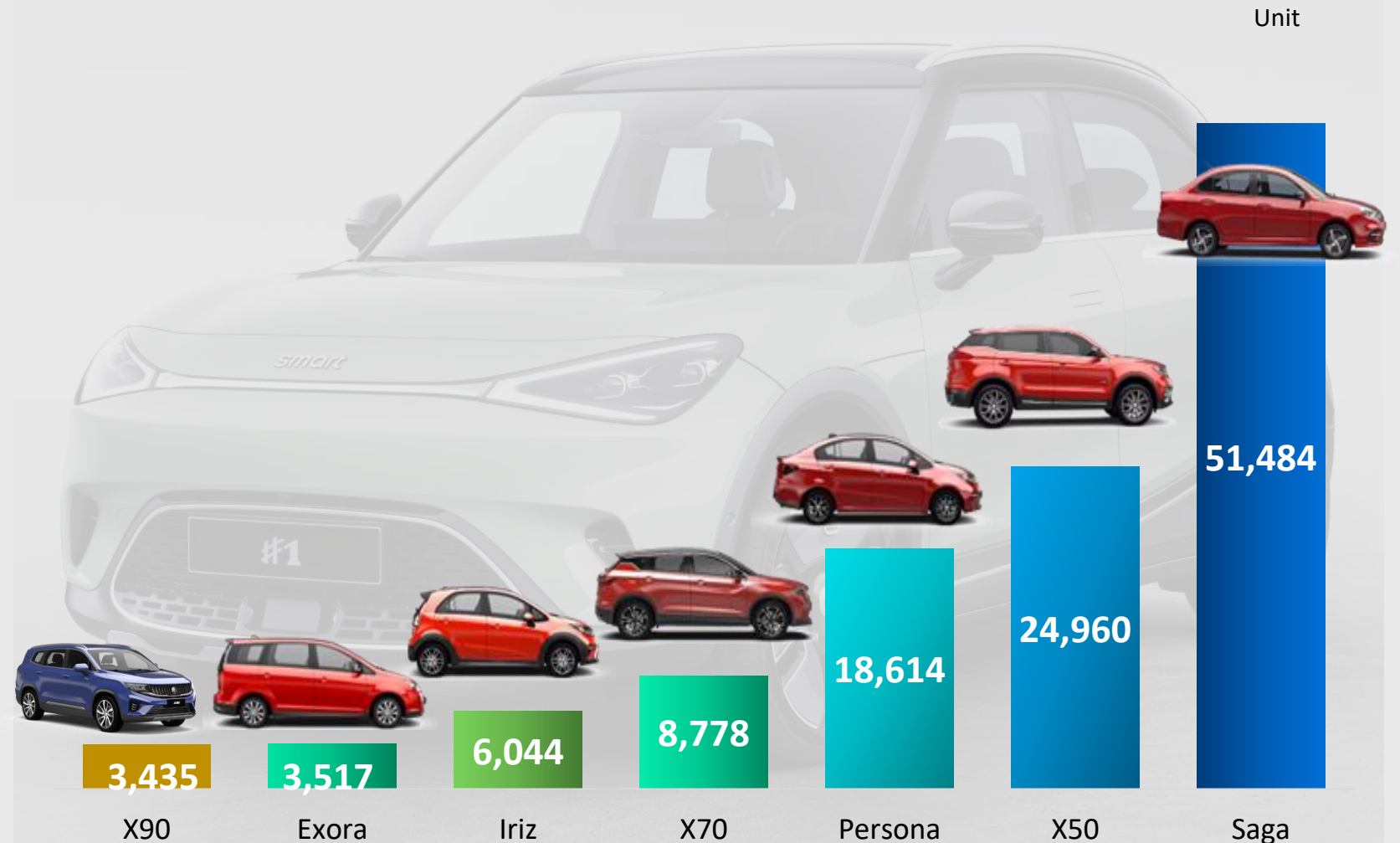
## Sales Performance 2023

Unit



Note : Includes export volume

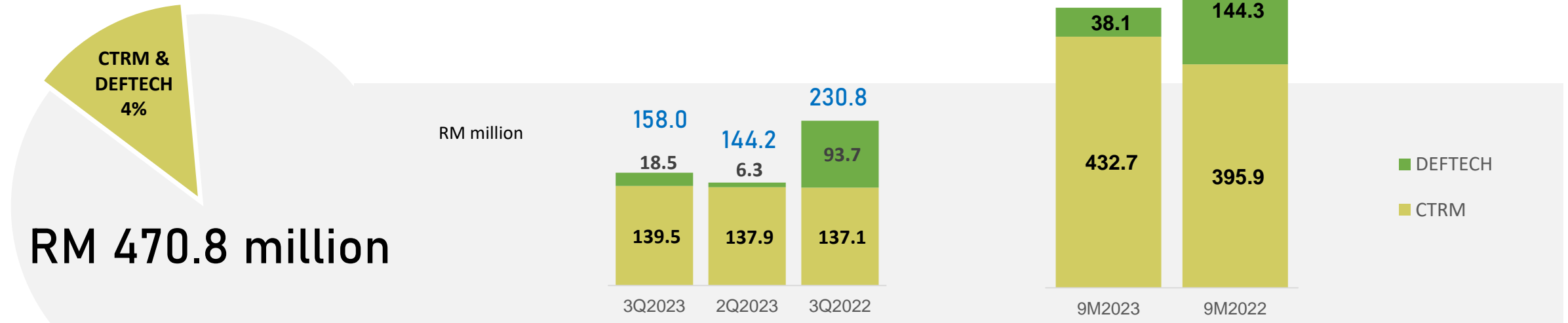
- Improved sales of 39,511 units in 3Q2023 compared to 37,034 units in 2Q2023 amidst competitive market among industry players
- Lower 2Q2023 sales due to shorter sales and production month (festive season)



# Operational Highlights : Aerospace & Defence

## CTRM & DEFTECH

Revenue Contribution to the Group:  
Aerospace & Defence 9M2023



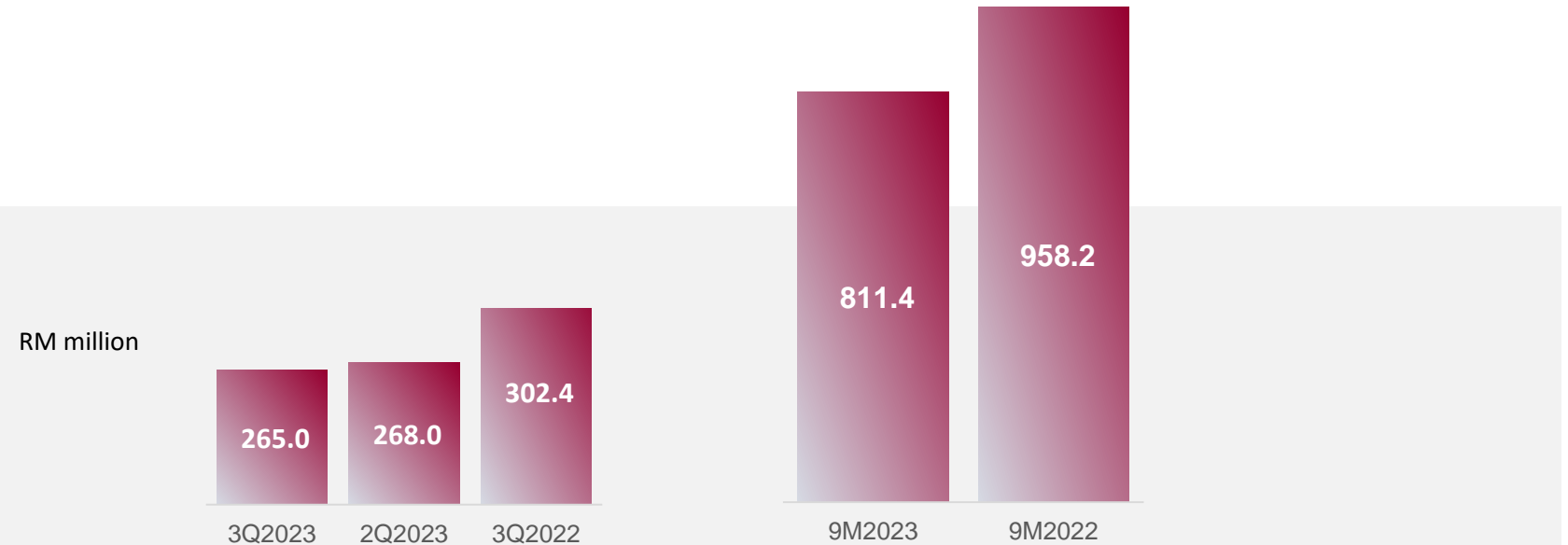
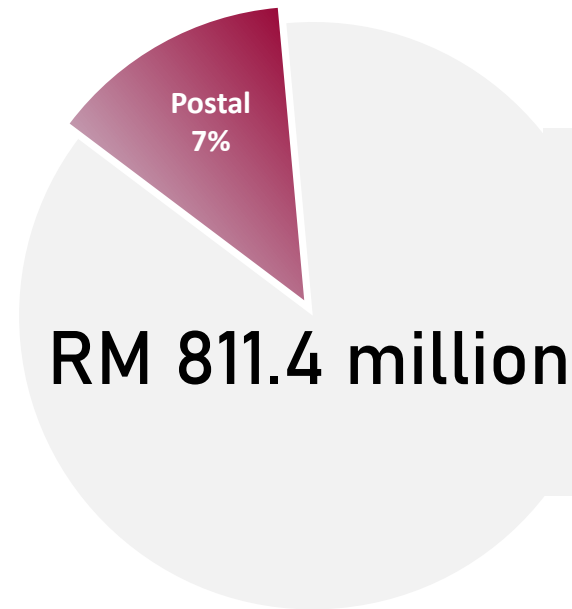
RM 470.8 million

- ✓ Aerospace & Defence sector registered lower revenue of RM470.8 million in 9M2023 compared to RM540.2 million in 9M2022 mainly due to:
  - 1) Absence of AV8 contribution by DEFTECH in the current period
  - 2) Partially mitigated by CTRM's higher revenue, driven by increase product deliveries in response to greater demand from airlines

# Operational Highlights : Postal

## Pos Malaysia

Revenue Contribution to the Group:  
Postal 9M2023



Postal sector registered lower revenue of RM811.4 million in 9M2023 compared to RM958.2 million in 9M2022 mainly contributed by:

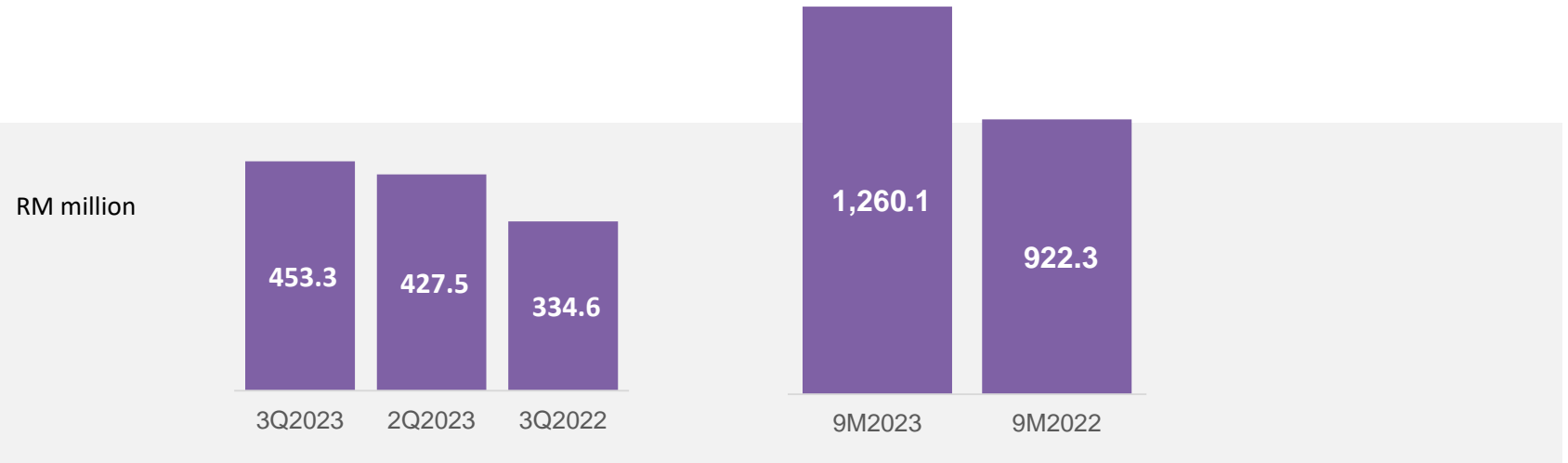
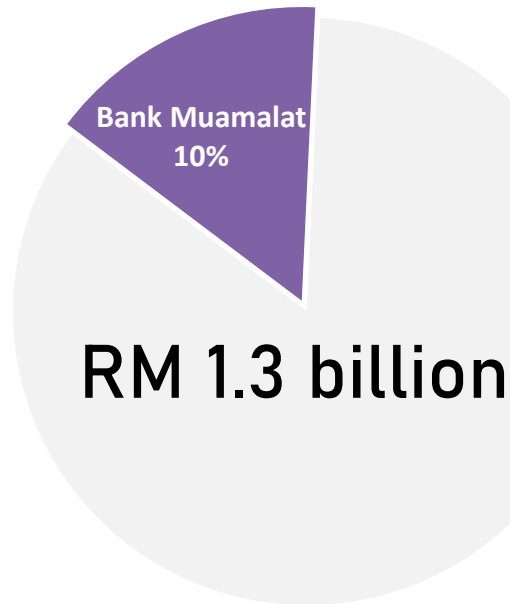
- 1) Decrease in overall parcel volume, especially from contract customers
- 2) Major e-commerce players shifting to in-sourced delivery capabilities, while international players continue to pursue penetration strategies to capture higher market share in the courier business



# Operational Highlights : Banking

## Bank Muamalat

### Revenue Contribution to the Group: Banking 9M2023



Banking sector registered higher revenue of RM1.3 billion in 9M2023 compared to RM922.3 million in 9M2022 mainly contributed by:

- 1) Growth in financing income on the back of expanding customer base
- 2) Government decision to maintain OPR at 3.00% since May 2023 compared to 2.50% in the corresponding period

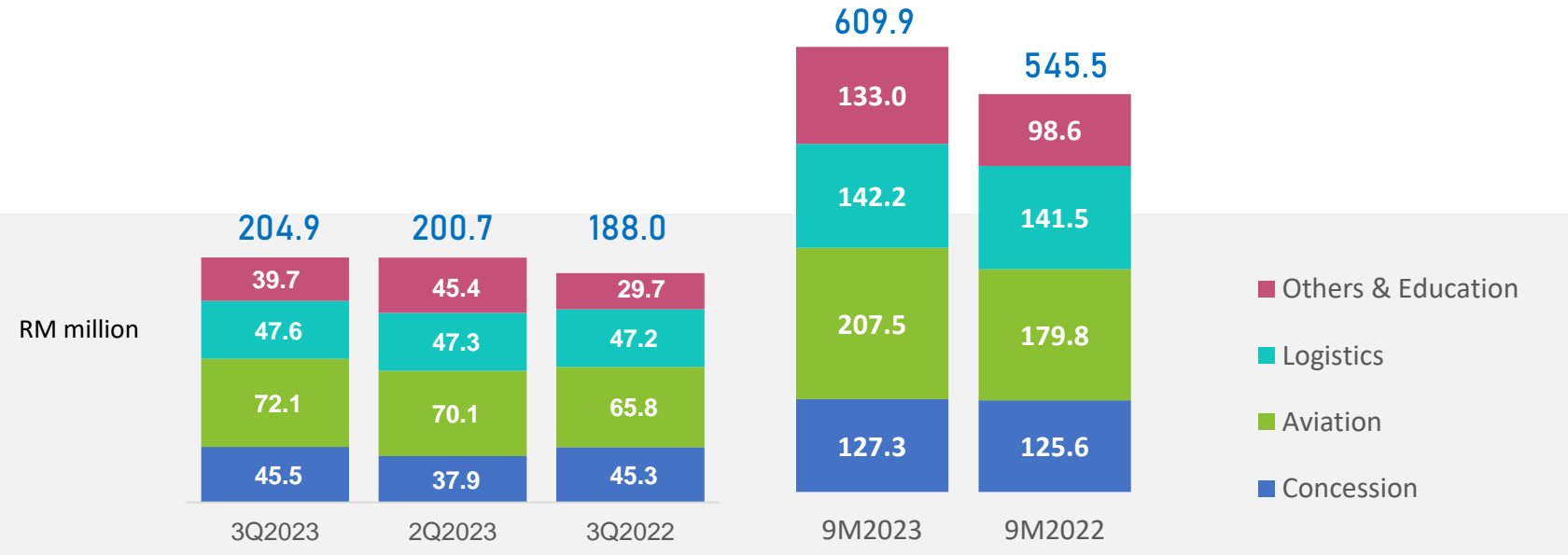
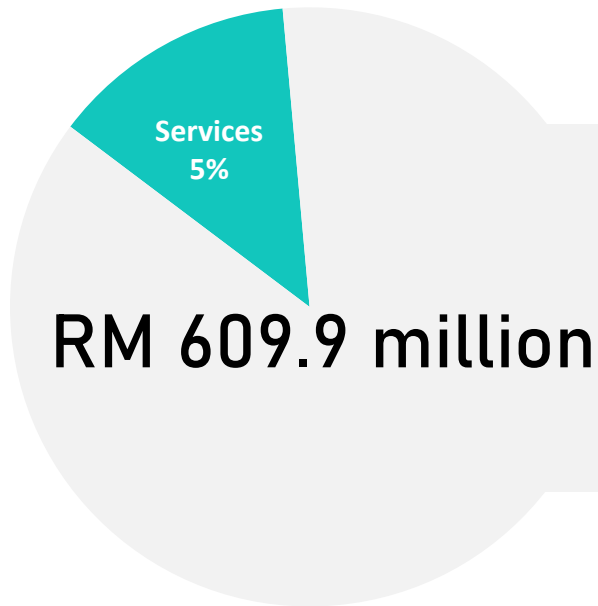
OPR Announcement	OPR Level (%)
3 March 2022	1.75
11 May 2022	2.00
6 July 2022	2.25
8 September 2022	2.50
3 November 2022	2.75
3 May, 6 July, 7 Sept 2023	3.00
2 November 2023	3.00

Source: <https://www.bnm.gov.my/monetary-stability/opr-decisions>

# Operational Highlights : Services

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

Revenue Contribution to the Group:  
Services 9M2023



Services sector registered higher revenue of RM609.9 million in 9M2023 compared to RM545.5 million in 9M2022 mainly contributed by:

- 1) Higher revenue from Pos Aviation due to increased demand for in-flight catering, in line with the growing number of flights
- 2) However, offset by lower revenue from Pos Logistics due to reduced volume from customers especially in freight forwarding and haulage business

# Operational Highlights : Properties

## Property Concession and Property Development

Revenue Contribution to the Group:  
Properties 9M2023



✓ Properties sector registered lower revenue of RM168.7 million in 9M2023 compared to RM191.6 million in 9M2022 due to:

- 1) Lower revenue from sales of land (PROTON City and HICOM Indungan)
- 2) Partially offset by higher revenue from full completion of work recognised by Media City

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# Group Key Focus on Environmental, Social and Governance (“ESG”)

Promoting sustainable development & profitable growth in the long term

**FY2023 TARGET**





Group-wide Renewable Energy (RE) Mix

To achieve 9.9% renewable energy in electricity consumption mix.

**Climate-Change Prevention Measure**

Roll-out of Business Continuity Management (BCM) programmes to at least 60% of Group’s wholly-owned subsidiaries

**LOG-TERM ESG TARGETS**

ENVIRONMENTAL 	SOCIAL 	GOVERNANCE 
<p><b>Target</b></p> <p>Achieving 20% renewable energy in electricity consumption mix by 2035</p> <p>Composition of renewable energy in electricity mix</p> <p></p> <p><b>As of 3Q2023:</b> <b>9.2%</b> renewable energy in electricity consumption mix</p>	<p><b>Target</b></p> <ul style="list-style-type: none"> <li>Female representation of at least 30% at the management level</li> <li>Zero fatality and reduction in accident cases</li> </ul> <p><b>Diversity &amp; Equal Opportunity</b></p> <p><b>As of 3Q2023:</b></p> <p><b>32%</b> Female representation in Management</p> <p><b>As of 2Q2023:</b> 141 accident cases (&lt; 5% than Q3 FY2022)</p>	<p><b>Target</b></p> <p>Zero tolerance against all forms of bribery and corruption as per ABAC Policy</p> <p><b>As of 3Q2023:</b></p> <ul style="list-style-type: none"> <li>Zero confirmed cases of non-compliance to ABAC Policy</li> </ul> <p><b>ABAC Survey</b></p> <p>The survey was carried out to assess the extent of ABAC awareness across all levels of our employees</p> <p><b>Integrity Awareness Campaign</b></p> <p>IGU and Outreach Unit had organized a program called “Program Bicara Santai – Integriti Di Tempat Kerja: Bermula Dengan Saya”</p>

# Group ESG Progress for 3Q2023

Key indicators of each pillar represent the corporate sustainability targets of the Group

## ENVIRONMENTAL



Efficient use of natural resources and minimising carbon footprint

Target

Achieving 20% renewable energy in electricity consumption mix by 2035



### Carbon Management

- Total GHG emissions – 207,196 tonnes CO2e
- Proportion of renewable energy in electricity consumption mix – 9.2%
- Total reduction of GHG emissions from solar generation – 16,742 tonnes CO2e



### Water Management

- Total water withdrawal – 2,399 ML
- Total water discharged – 136 ML
- Total water consumption – 2,263 ML
- PTMSB plant has treated and recycled over 56 ML of recycled water



### Waste Management

- Total scheduled waste generated – 3,091 MT
- FY2023 vs FY2022 – Increased by 2%
- Scheduled waste diverted from disposal – 99%
- Scheduled waste directed to disposal – 1%

Progress

## SOCIAL



Compliance to labour standards and respecting human rights

- Female representation of at least 30% at the management level
- Zero fatality and reduction in accident cases



### Safety & Health

- Total accidents – 141 cases, reduced by 5%
- LTI Frequency Rate – 1.51, decreased by 12%
- 114 reported cases of Unsafe Condition, Unsafe Act (UCUA) – 105 completed, 9 in progress



### Human Capital

- Total workforce across the Group – 45,104
- Average training hours per employee – 14.93
- Female Representative at Managerial level – 32 %
- Voluntary turnover rate (%) – 8.16
- Special needs employee across the Group – 71



### Corporate Responsibility

- Community outreach programmes – 66
- Investment on CR events – > RM 1.7 million
- Financial assistance programme – 88
- Community outreach number – > 12,900

## GOVERNANCE



Integration of sustainability and climate-change aspects in business strategies

Zero tolerance against all forms of bribery and corruption as per ABAC Policy



### Governance

- Zero confirmed cases of non-compliance to ABAC Policy
- Zero substantiated complaints concerning breaches of customer privacy and losses of customer data reported



### Socio-economic

- RM13.4 billion (49.1%) VBI Financing over Total Financing Asset by BMMB



### Procurement Practices

- Total Active Suppliers – 7,971
  - 95% local, 5% foreign
- Total Spending on Suppliers – RM 6.64 billion
  - 80% local, 20% foreign

# Thank You

INVESTOR RELATIONS

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