



**DRB-HICOM**

**3Q** 2024  
Financial  
Results

Quarter Ended 30 September 2024



**WISMA DRB-HICOM**

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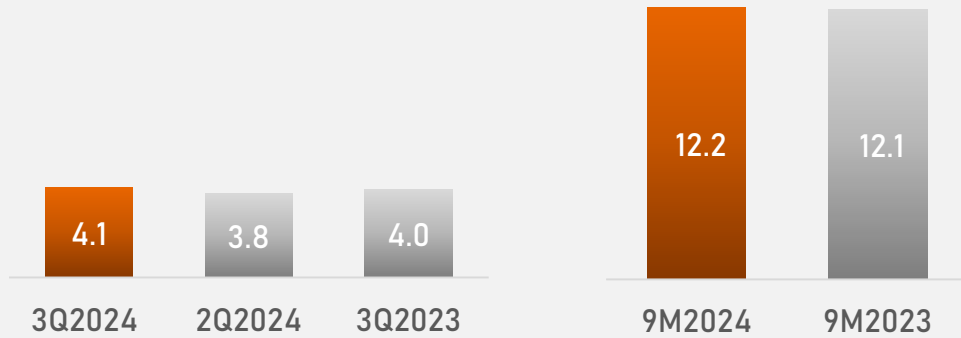
# Group Key Highlights

# Group Key Highlights

3Q2024 delivered stable performance despite challenging business environment

## Revenue

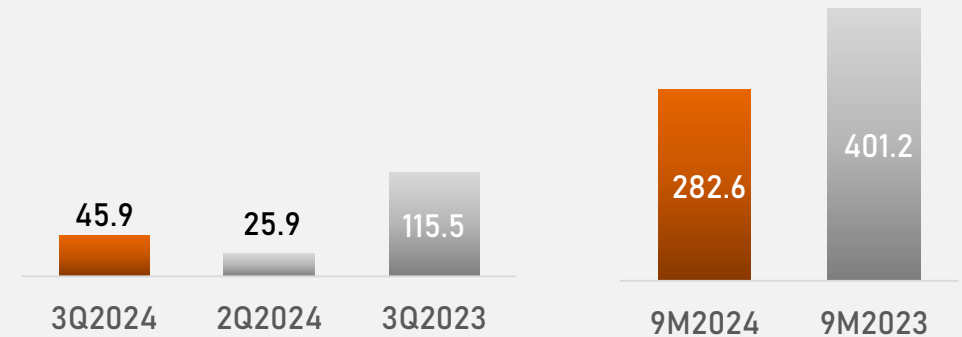
RM billion



- The Group recorded revenue of RM12.2 billion in 9M2024 compared to RM12.1 billion in the same period last year
- Higher revenue in 3Q2024 primarily due to higher contribution from Banking, Aerospace & Defence and Services sectors
- However, decline in Automotive & Postal sectors offset the positive impact

## PBT

RM million



- The Group registered a pre-tax profit of RM282.6 million in 9M2024, compared to RM401.2 million in 9M2023
- The decline in PBT in 9M2024 is largely attributed to:
  - i. Lower share of results from JV and associated companies due to intensified competition and weaker demand following the rationalisation of diesel subsidies in the Automotive sector
  - ii. Higher impairment loss of investment securities and higher allowance for financing of customers in the Banking sector

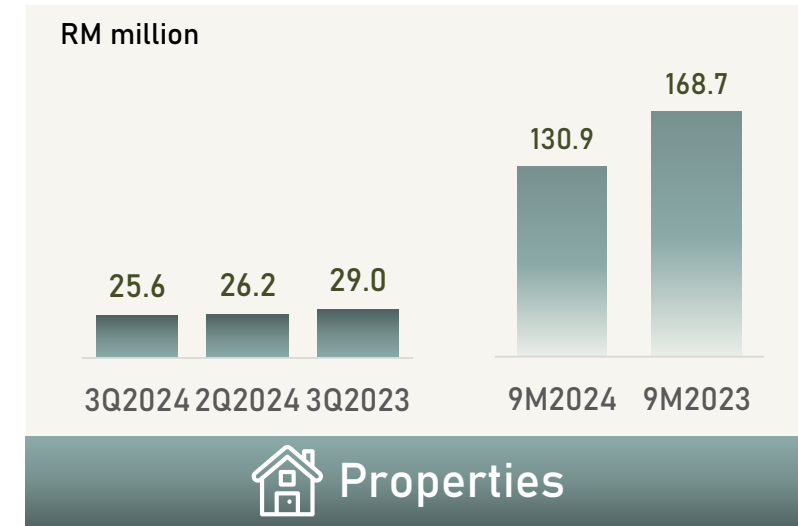
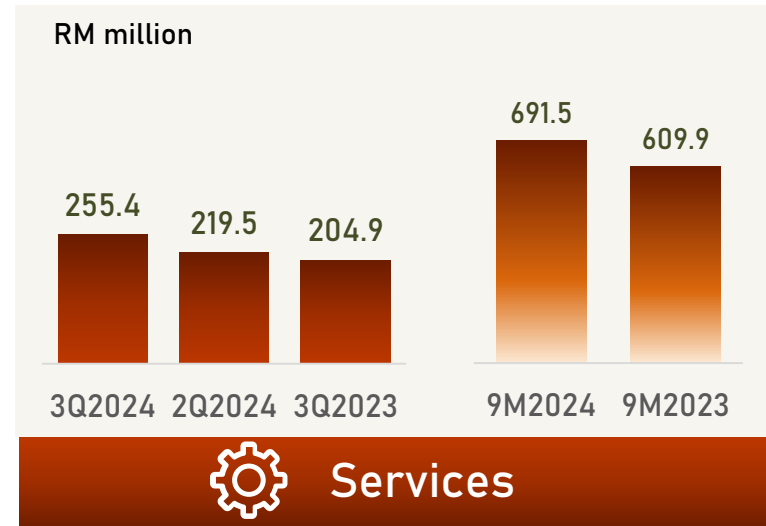
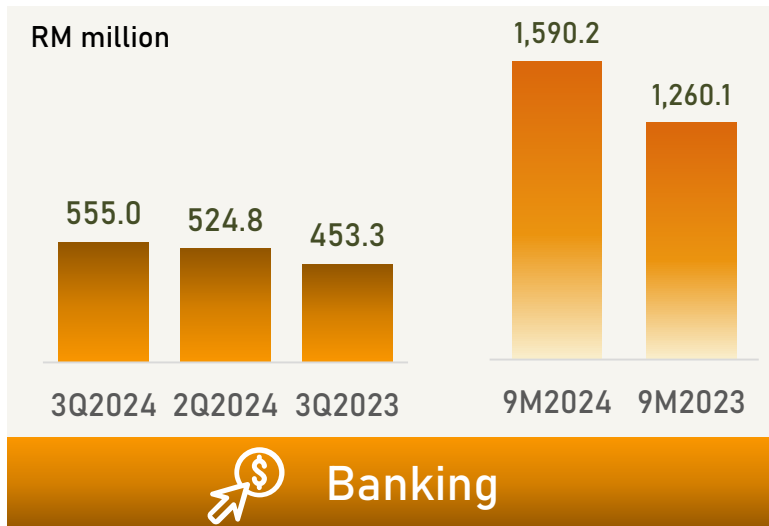
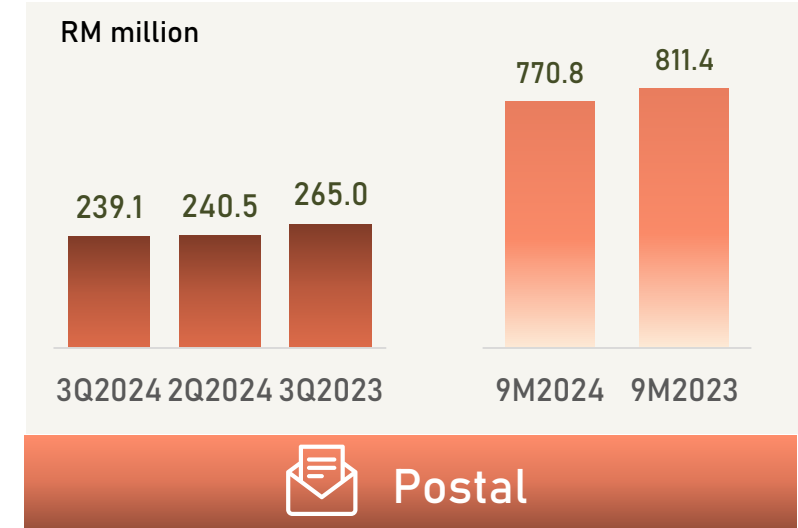
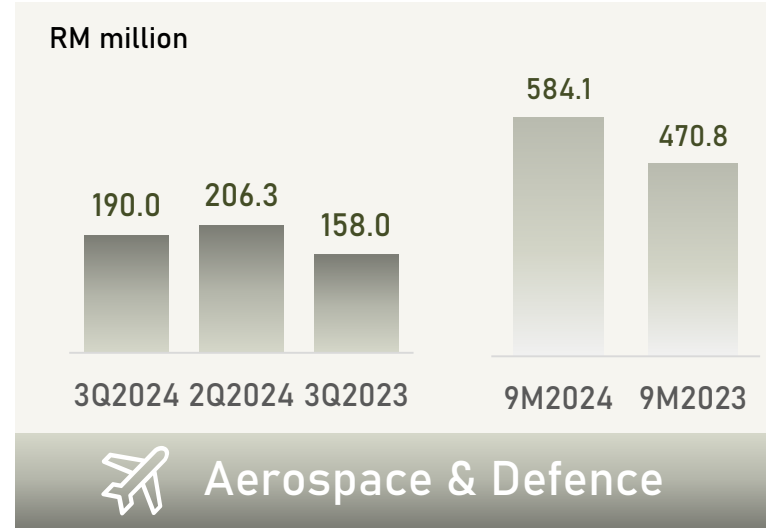
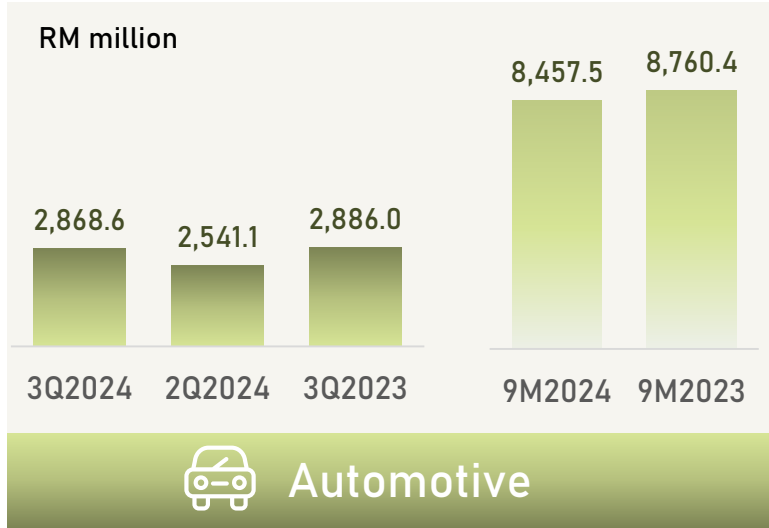
02

# Financial Performance



# Revenue

## Breakdown by Sector



# PBT

## Breakdown by Sector

RM million	3Q2024	2Q2024	3Q2023	9M2024	9M2023
Automotive	102.5	96.9	161.2	381.1	524.8
Aerospace & Defence	(1.9)	5.1	0.6	15.0	(0.7)
Postal	(34.0)	(63.9)	(30.6)	(122.0)	(109.7)
Banking	35.1	39.1	64.9	134.7	171.1
Services	(6.8)	4.9	(6.1)	17.1	32.6
Properties	(8.4)	(12.2)	(6.8)	2.7	(28.8)
Investment Holding and Others	(40.6)	(44.0)	(67.7)	(146.0)	(188.1)
<b>TOTAL</b>	<b>45.9</b>	<b>25.9</b>	<b>115.5</b>	<b>282.6</b>	<b>401.2</b>



# Balance Sheet Management

As at 30 September 2024

Total Assets	30 September 2024	31 December 2023	Δ
Property, Plant & Equipment	5.1	5.2	-1.9%
Banking Related Assets	40.3	38.0	+6.1%
Inventories	4.3	4.5	-4.4%
Cash & Bank Balances	2.7	2.0	+35.0%
Trade & Other Receivables	4.0	4.3	-7.0%
Others	4.2	4.6	-8.7%
<b>TOTAL</b>	<b>60.6</b>	<b>58.6</b>	<b>+3.4%</b>

Total Equity & Total Liabilities	30 September 2024	31 December 2023	Δ
Equity attributable to owners of the company	7.5	7.6	-1.3%
Redeemable Convertible Cumulative Preference Shares	1.5	1.4	+7.1%
Non-Controlling Interest	1.3	1.4	-7.1%
Short-Term Borrowings (include overdrafts)	1.3	1.4	-7.1%
Long-Term Borrowings	6.2	5.8	+6.9%
Banking Related Liabilities	36.5	34.2	+6.7%
Others	6.3	6.8	-7.4%
<b>TOTAL</b>	<b>60.6</b>	<b>58.6</b>	<b>+3.4%</b>

Note: Figures in RM billion

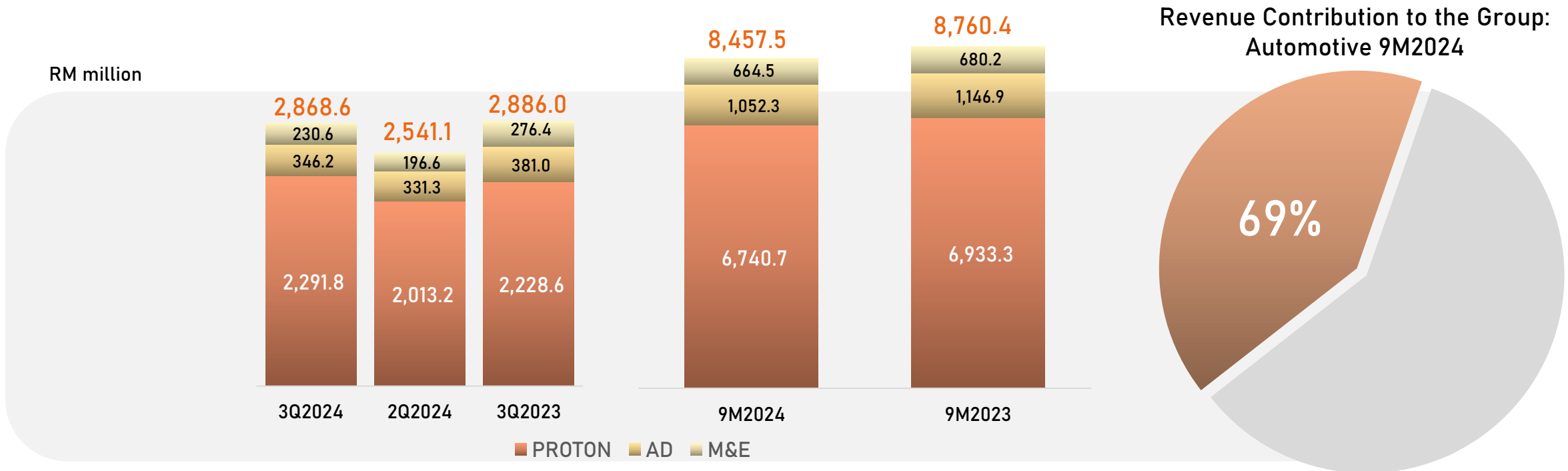
03

# Operational Highlights



# Operational Highlights: Automotive

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



- Automotive sector registered revenue of RM8,457.5 million in 9M2024 compared to RM8,760.4 million in 9M2023
- Lower revenue in the Automotive sector for 9M2024 largely due to stiff competition and influx of foreign brands in the market (>30 new launches to date)
- However, higher revenue in 3Q2024 mainly due to improved sales volume in PROTON driven by successful launch of facelift models (i.e Proton X50 and X70 in June and August respectively)

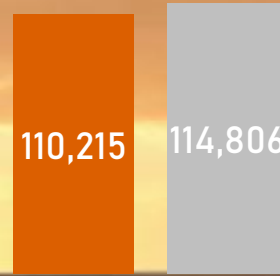
# Sales Performance by DRB-HICOM Marques

DRB-HICOM Market Share : 32.2% of TIV Malaysia

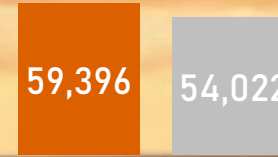
Units  
(Vehicle sold)



**PROTON**  
INSPIRING CONNECTIONS



**HONDA**  
The Power of Dreams



■ 9M2024 ■ 9M2023



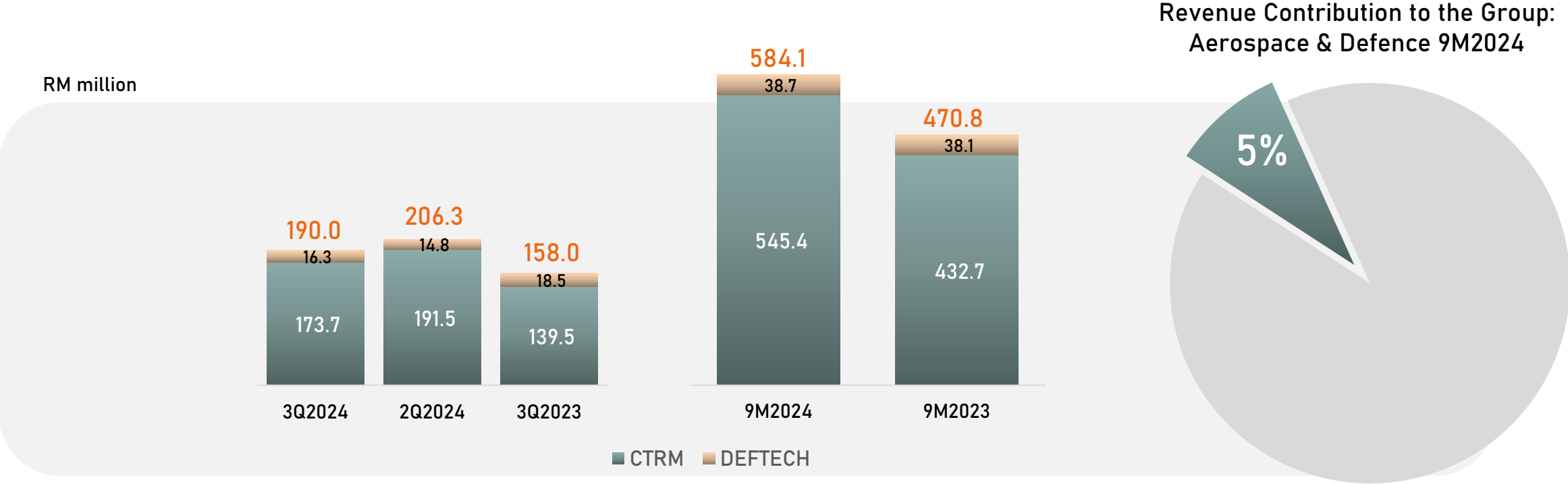
**ISUZU**



Source: MAA Domestic Sales only  
Group Total Sales Volume 9M2024: 191,313 (32.2%); 9M2023 (incl. DHCV - 26 units): 197,947 (34.6%)

# Operational Highlights: Aerospace & Defence

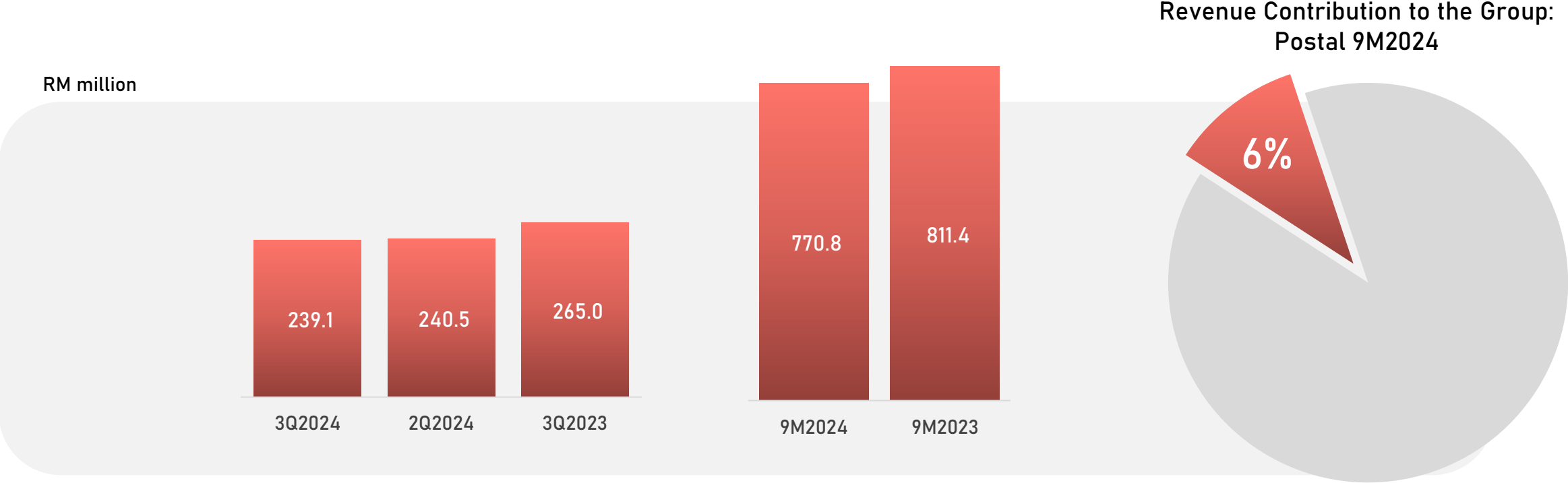
CTRM and DEFTECH



- Aerospace & Defence sector registered higher revenue of RM584.1 million in 9M2024 compared to RM470.8 million in 9M2023
- Increase in product deliveries of single-aisle and certain aircraft parts in tandem with growing demand from airlines industry contributed to better performance in CTRM

# Operational Highlights: Postal

## Pos Malaysia

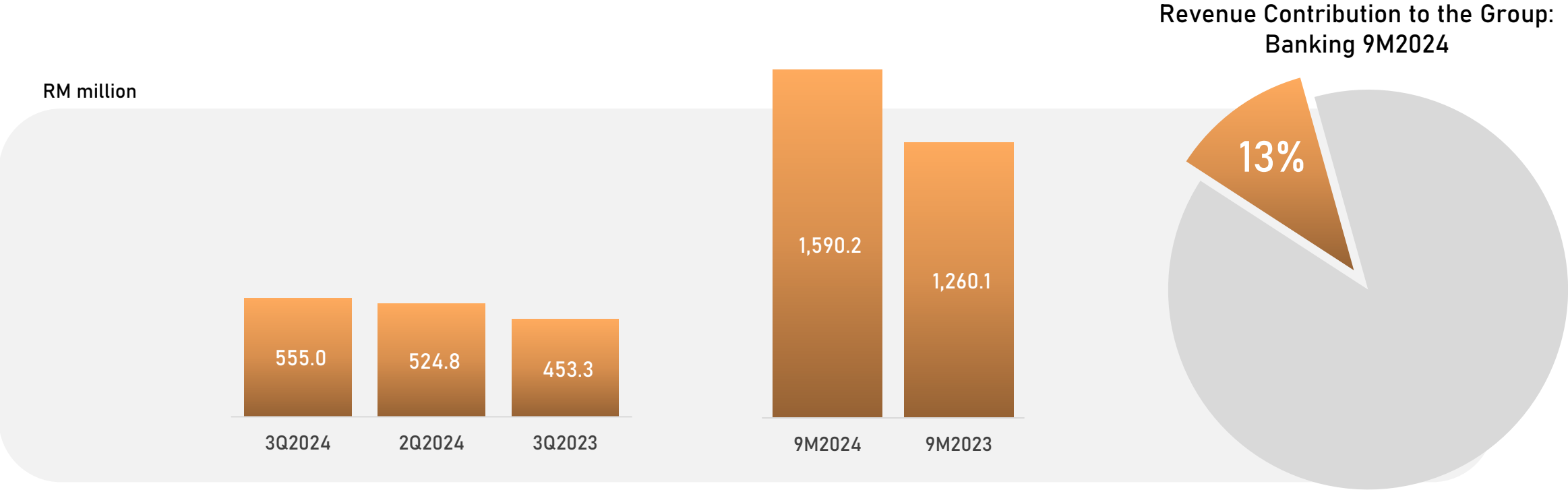


Postal sector registered lower revenue of RM770.8 million in 9M2024 compared to RM811.4 million in 9M2023 primarily due to:

- i. Decline in international and bulk mail volumes driven by lower cross-border volume amidst an industry-wide slowdown

# Operational Highlights: Banking

Bank Muamalat

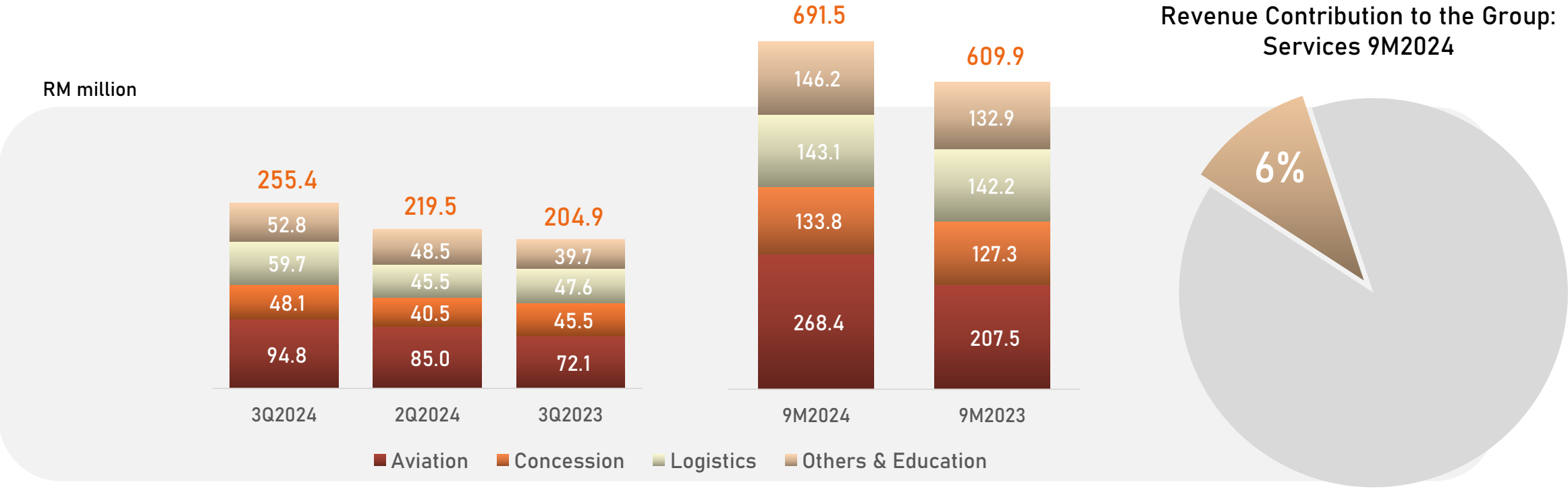


Banking sector recorded higher revenue of RM1,590.2 million in 9M2024 compared to RM1,260.1 million in 9M2023 due to:

- i. Higher financing income in line with the rise in financing volume, fueled by sustainable growth and a broader customer base

# Operational Highlights: Services

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



Services sector registered higher revenue of RM691.5 million in 9M2024 compared to RM609.9 million in 9M2023 mainly contributed due to:

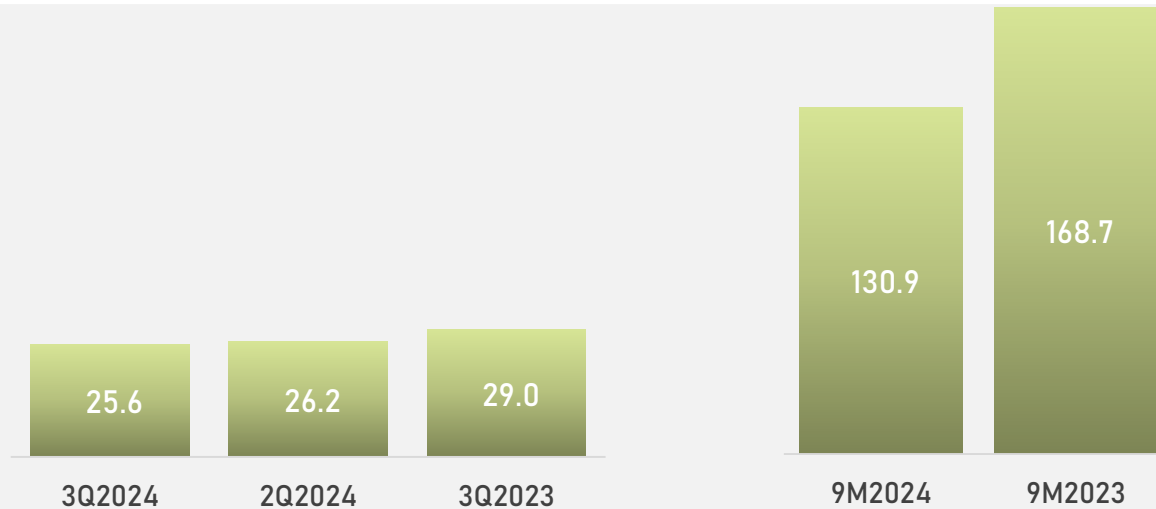
- i. Increased in ground handling business and number of in-flight catering, in line with rising number of flights by Pos Aviation
- ii. Higher vehicle inspection volumes in PUSPAKOM, mainly driven by the 6-month routine inspection cycle for commercial vehicles



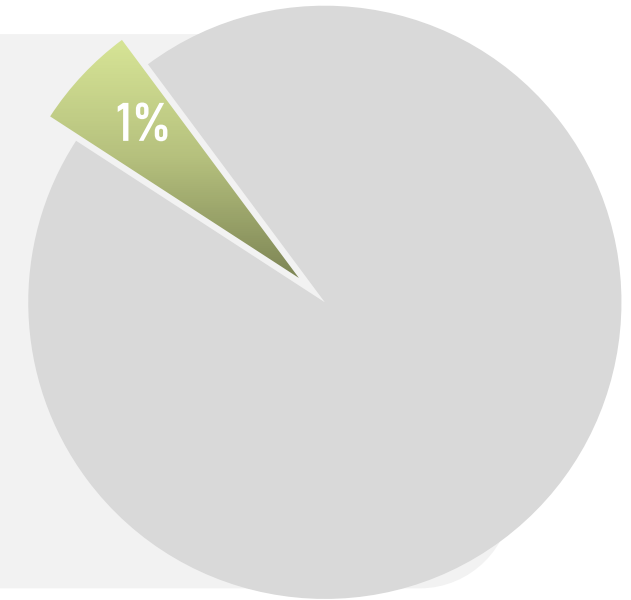
# Operational Highlights: Properties

## Property Concession and Property Development

RM million



Revenue Contribution to the Group:  
Properties 9M2024



Properties sector recorded lower revenue of RM130.9 million in 9M2024 compared to RM168.7 million in 9M2023 due to:

- i. Completion of the concession project last year, hence revenue derived is solely from maintenance services
- ii. However, sales of industrial land at HICOM Pegoh Industrial Park and sales of land and development properties by PCDC partially mitigated this impact



04

Environmental, Social &  
Governance

# Group Key Focus on ESG

Promoting sustainable development & profitable growth in the long term

## FY2024 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

## LONG-TERM ESG TARGETS

### Environmental



**Target**  
Achieving 20% renewable energy in electricity consumption mix by 2035

Composition of renewable energy in electricity mix



**As of 9M2024:**  
**9.7%** renewable energy in electricity consumption mix

### Social



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

#### Diversity & Equal Opportunity

**As of 9M2024:**



**37%**

Female representation in Management

**As of 9M2024:**  
106 accident cases (9M2023: 129)

### Governance



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

**As of 9M2024:**



Zero confirmed incidents of corruption

#### Corruption Risk Assessment ("CRA") Workshop



Aims to continually enhance the CRA practices within the organisation













#### Integrity, Anti-Bribery and Anti-Corruption Awareness Programs



Aims to address weaknesses and challenges related to governance, integrity, and anti-corruption within the organisation

# Group ESG Progress for 9M2024

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

	 <b>Environmental</b> Efficient use of natural resources and minimising carbon footprint	 <b>Social</b> Compliance to labour standards and respecting human rights	 <b>Governance</b> Integration of sustainability and climate-change aspects in business strategies
<b>Target</b>	Achieving 20% renewable energy in electricity consumption mix by 2035	<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>	Zero tolerance against all forms of bribery and corruption as per ABAC Policy
	 <b>Carbon Management</b> <ul style="list-style-type: none"> <li>Total GHG emissions – 302,384 tonnes tCO<sub>2</sub>e</li> <li>Composition of Renewable Energy in electricity consumption mix – 9.7%</li> <li>Renewable Energy Generation – 26,408,354 kWh</li> </ul>	 <b>Safety &amp; Health</b> <ul style="list-style-type: none"> <li>Total accidents – 106 cases, decreased by 18%</li> <li>LTI Frequency Rate – 1.50, increased by 0.7%</li> </ul>	 <b>Governance</b> <ul style="list-style-type: none"> <li>Zero confirmed cases of non-compliance to ABAC Policy</li> <li>Zero substantiated complaints concerning breaches of customer privacy and losses of customer data reported</li> </ul>
<b>Progress</b>	 <b>Water Management</b> <ul style="list-style-type: none"> <li>Total water withdrawal – 2,363 ML</li> <li>Total water discharged – 291 ML</li> <li>Total water consumption – 2,072 ML</li> <li>Decreased by 168 ML equivalent to 8% as compared to 9M2023</li> </ul>	 <b>Human Capital</b> <ul style="list-style-type: none"> <li>Average training hours per employee – 17.40 hours</li> <li>Female Representative at Managerial level – 37%</li> <li>Talents across the Group – 1,635</li> <li>Special needs employees across the Group – 64</li> </ul>	 <b>Socio-economic</b> <ul style="list-style-type: none"> <li>RM15.9 billion (50.14%) VBI Financing over Total Financing Asset by BMMB</li> </ul>
	 <b>Waste Management</b> <ul style="list-style-type: none"> <li>Total scheduled waste generated – 3,219 MT</li> <li>9M2024 vs 9M2023 – Decreased by 15%</li> </ul>	 <b>Corporate Responsibility</b> <ul style="list-style-type: none"> <li>Community outreach programmes – 83</li> <li>Financial assistance programmes – 189</li> <li>More than RM2.1 million was invested in community programme</li> <li>More than &gt;12,000 people benefited from the programmes</li> </ul>	 <b>Procurement Practices</b> <ul style="list-style-type: none"> <li>Total Active Suppliers – 6,225                             <ul style="list-style-type: none"> <li>➢ 94% local, 6% foreign</li> </ul> </li> <li>Total Spending on Suppliers – RM 5.9 billion                             <ul style="list-style-type: none"> <li>➢ 66% local, 34% foreign</li> </ul> </li> </ul>

# Thank You

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## INVESTOR RELATIONS



Level 5, Wisma DRB-HICOM  
Jalan Usahawan U1/8  
40150 Shah Alam, Selangor



+603 2052 8194 / 8157 / 8243



[invest@drb-hicom.com](mailto:invest@drb-hicom.com)

