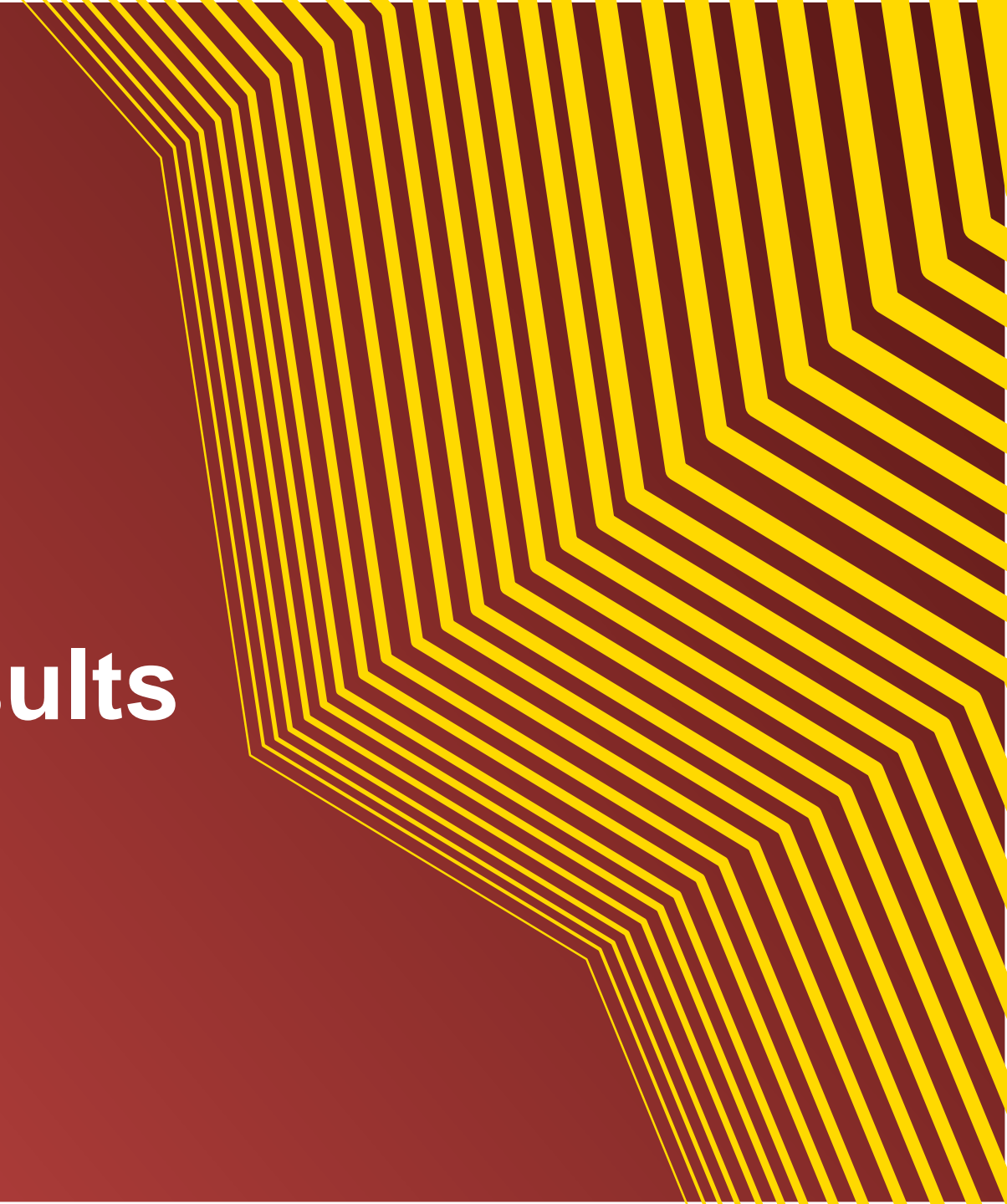




2Q2023 Financial Results

Quarter Ended 30 June 2023



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Group's Performance Highlights

For the Financial Period Ended 30 June 2023

Revenue

RM 8.1 billion

1H2022: RM 6.6 billion



Automotive Market Share

35.5%

1H2022: 35.3%



Net Assets per Share

RM 3.87

1H2022: RM 3.77



Total Assets

RM 55.6 billion

1H2022: RM 48.8 billion

Profit Before Taxation

RM 285.7 million

1H2022: RM 233.2 million



Share Price*

RM 1.34

1H2022: RM 1.20



Market Capitalisation

RM 2.6 billion

1H2022: RM 2.3 billion



Gearing Ratio

0.81 times

1H2022: 0.97 times

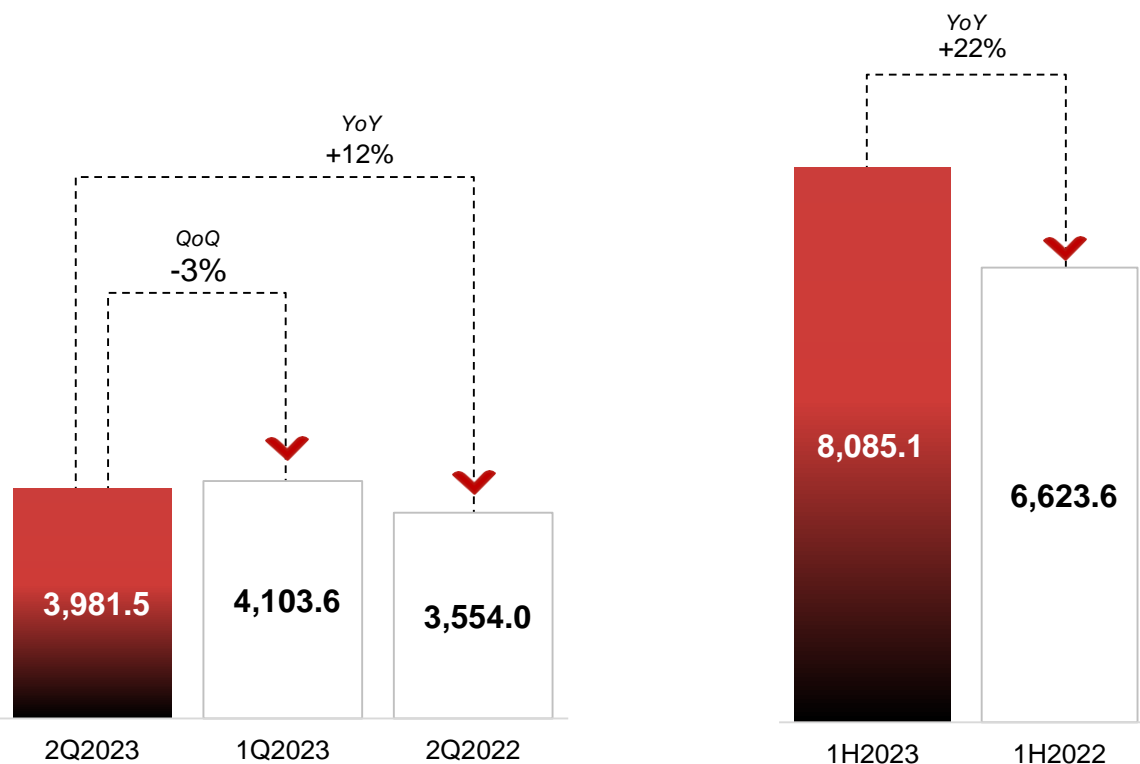


Note : Share price as at – 30 June 2023: RM 1.34
30 June 2022: RM 1.20

Revenue

For the Financial Period Ended 30 June 2023

RM million



The Group recorded **revenue** of **RM8.1 billion** in **1H2023** against RM6.6 billion in the same period last year

The **year-on-year** performance increased by **RM1.5 billion** or **22%** largely driven by the **Automotive** and **Banking** sectors

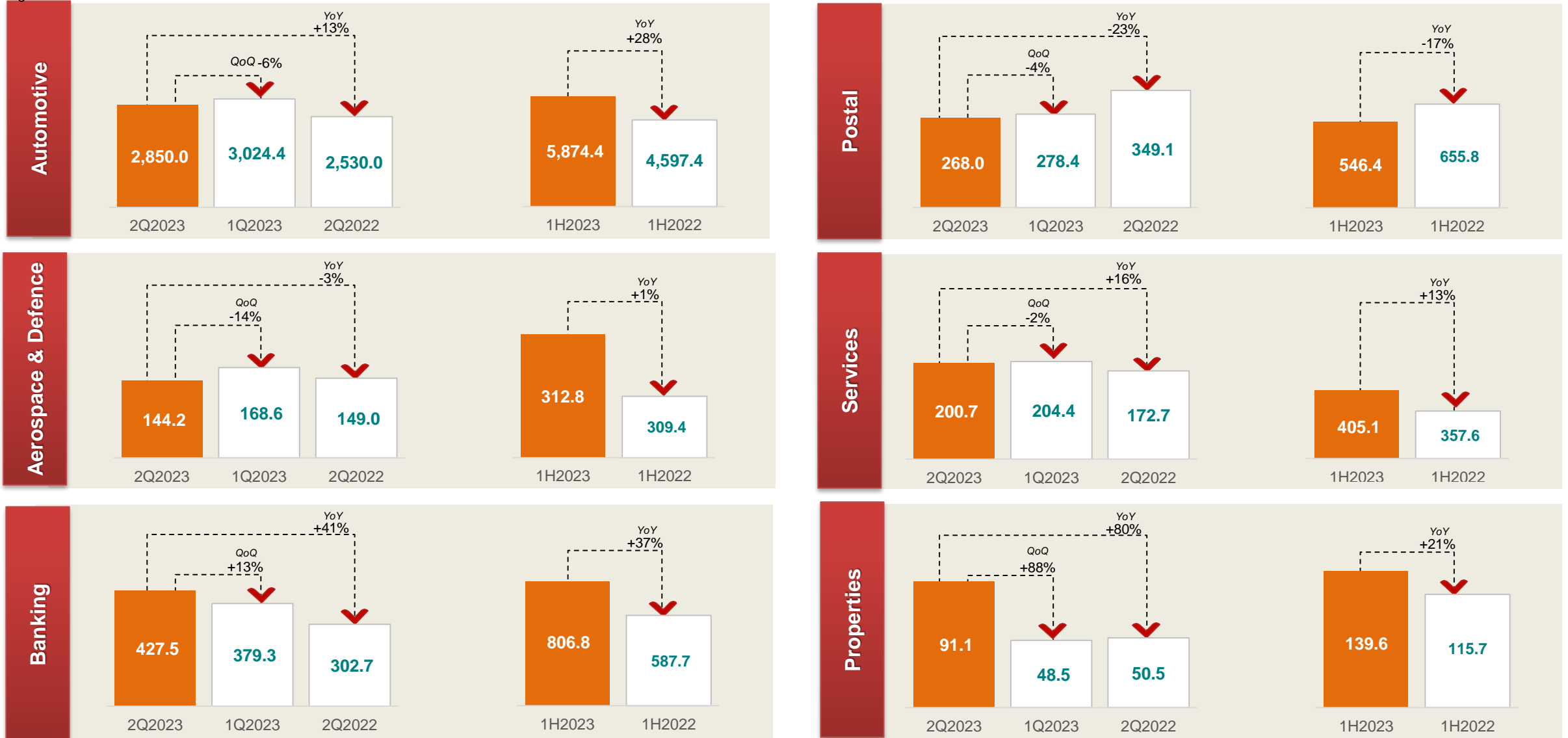
In the **corresponding quarter**, the Group reported lower revenue primarily due to PROTON's lower sales caused by **severe flood incident** and **shortage of chip supply**

Higher revenue in the **preceding quarter** mainly due to higher sales volume from the Automotive sector as the **registration of vehicle bookings received during the sales tax exemption period** last year ended on 31 March 2023

Revenue

Breakdown by Sector

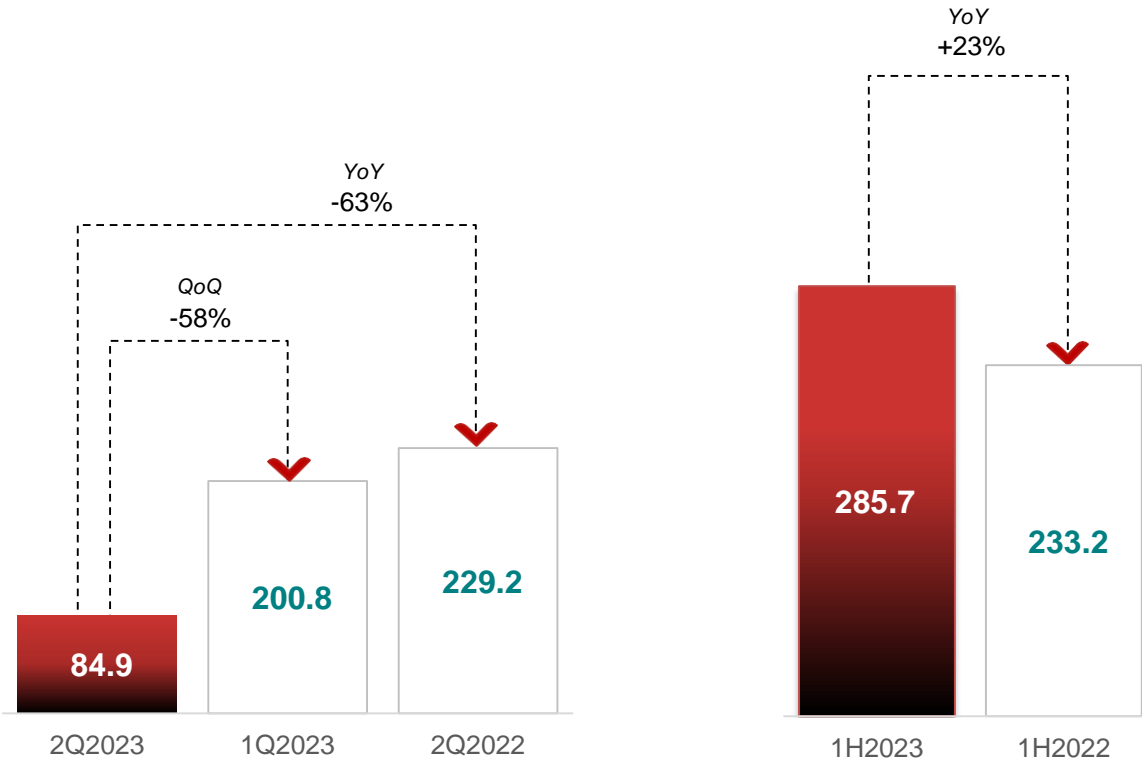
Figures in RM million



Profit Before Taxation

For the Financial Period Ended 30 June 2023

RM million



The Group achieved a higher **Profit Before Taxation (“PBT”) of RM285.7 million** in **1H2023** compared with the pre-tax profit of RM233.2 million in the corresponding period

The **year-on-year** performance increased by **RM52.5 million** or **23%** mainly attributable to **PROTON's higher vehicle sales** and **higher share of results** from **Honda Malaysia**

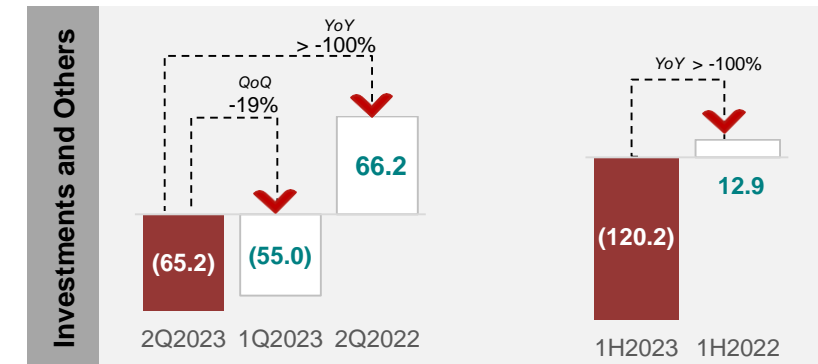
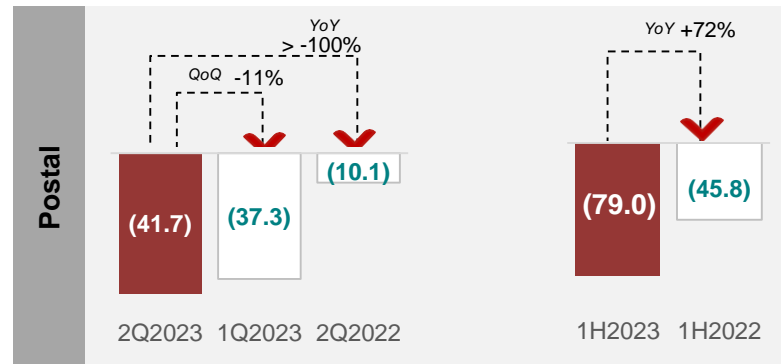
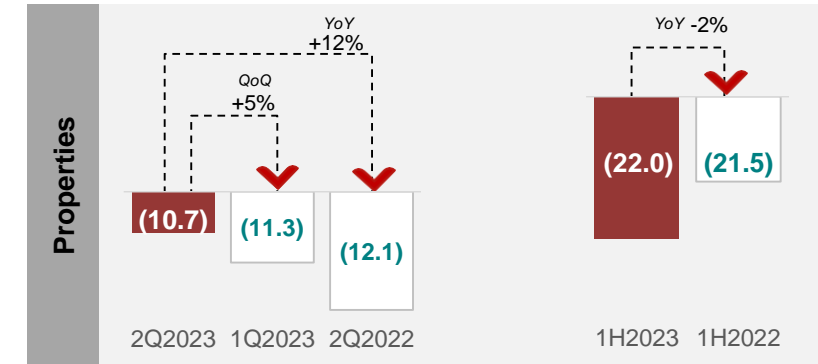
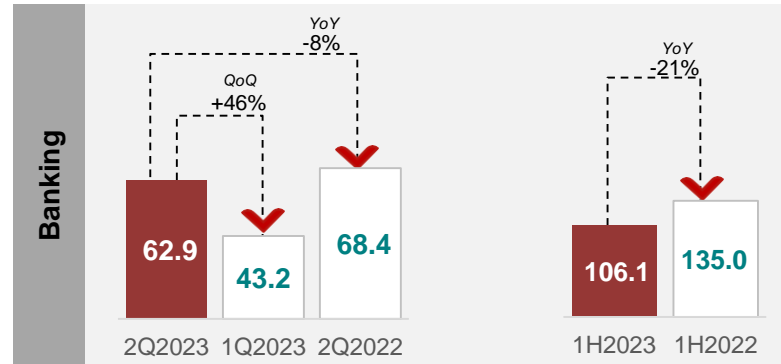
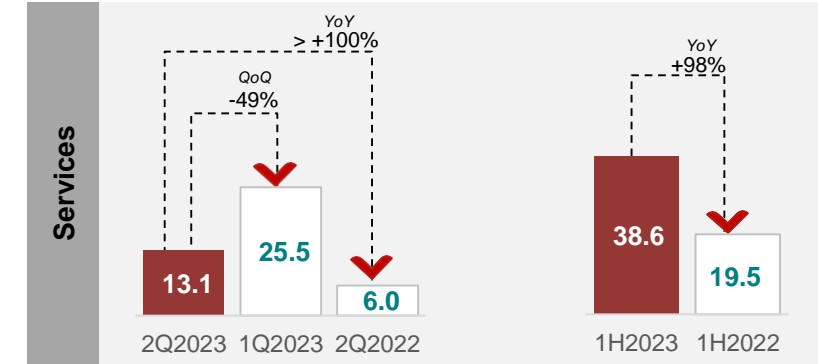
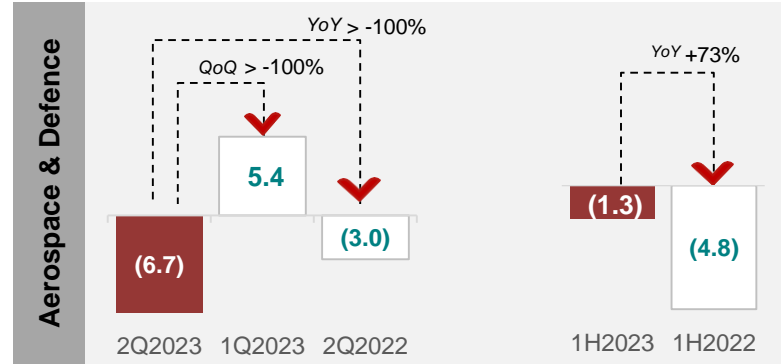
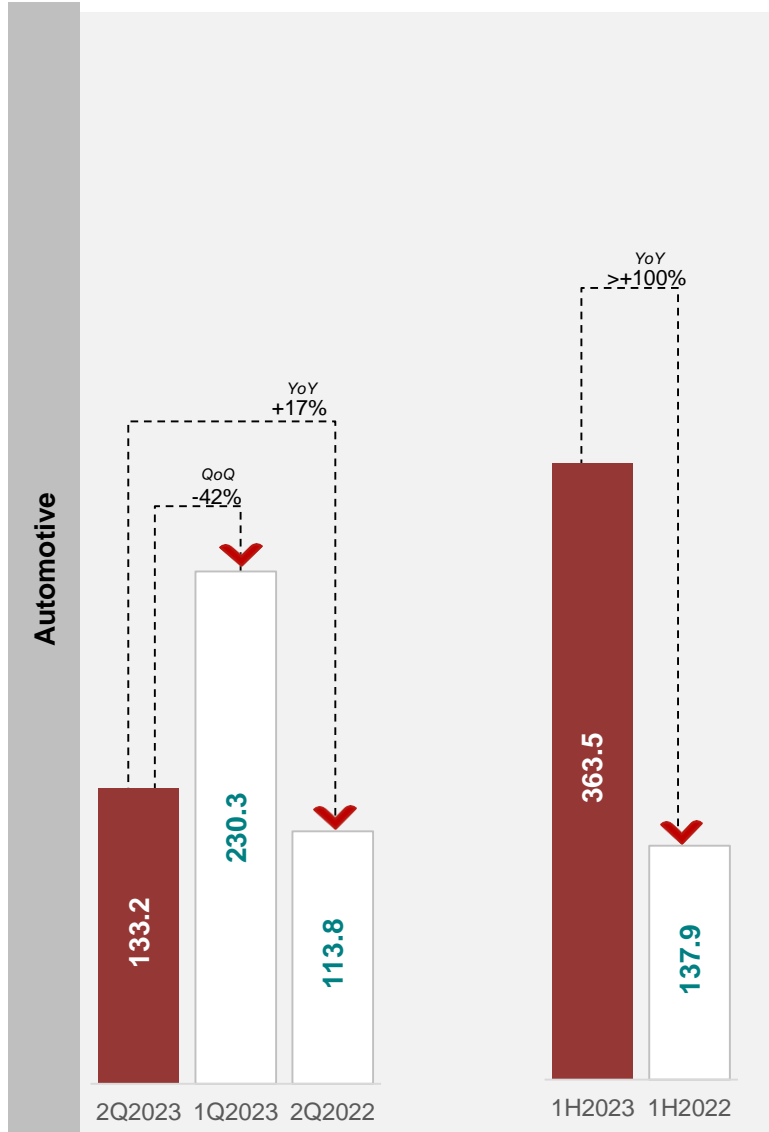
Higher PBT in the **corresponding quarter**, as the Group recognised income of **RM119.51 million** which was the remaining 20% **proceeds** from the **disposal** of a **former subsidiary company**, Lotus Advance Technologies Sdn. Bhd. (“LAT”)

The higher results for the **preceding quarter** were mainly due to **PROTON's higher vehicle sales** due to fulfilment of delivery of SST-exempt orders by 31 March 2023

Profit before Taxation

Breakdown by Sector

Figures in RM million

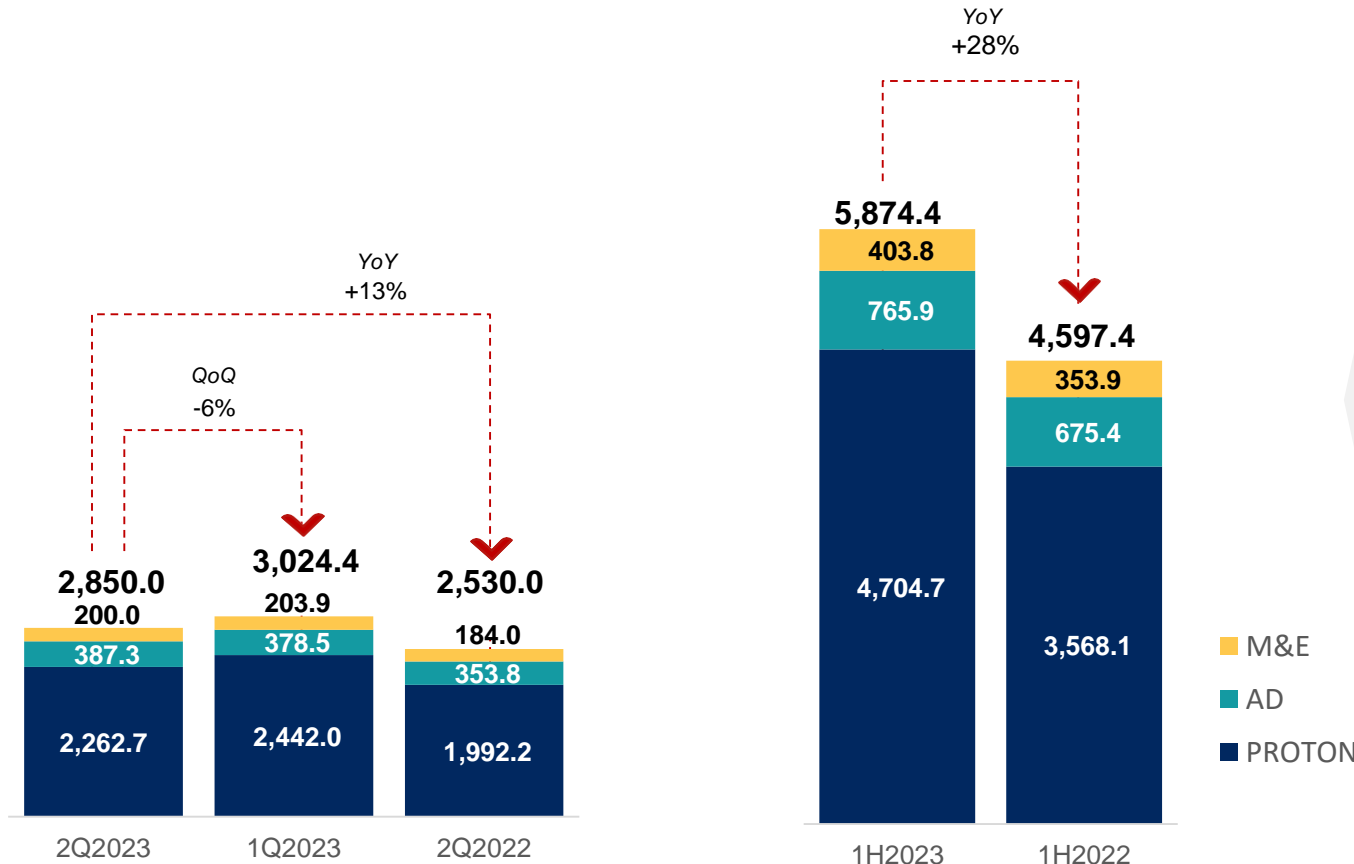


Operational Highlights : Automotive

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

Revenue

RM million



Automotive recorded improved revenue of **RM5,874.4 million** in **1H2023** compared to **RM4,597.4 million** in 1H2022 mainly contributed by:

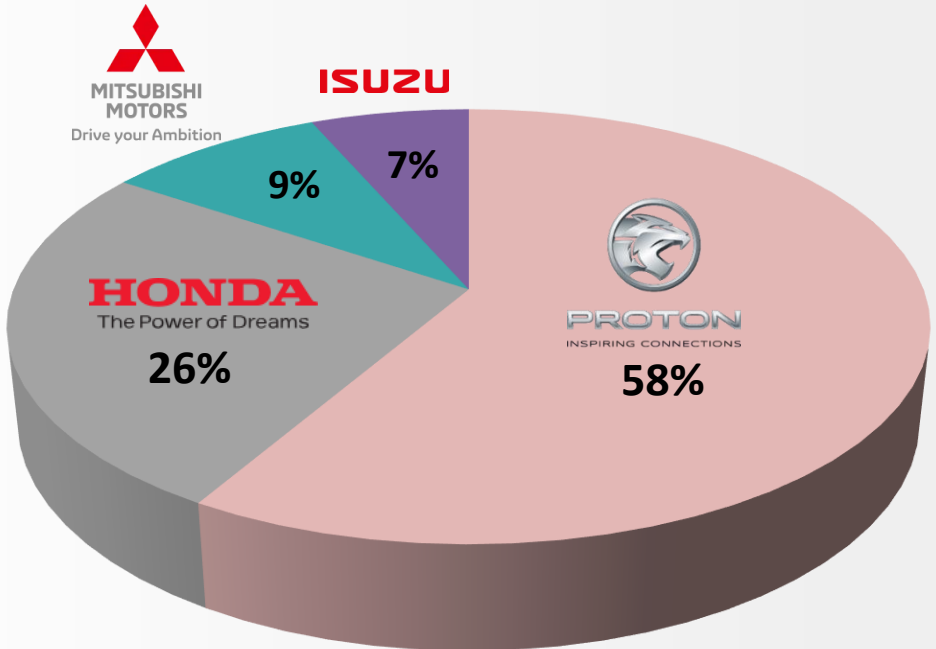
- ✓ PROTON’s higher sales volume of **77,321 units** in 1H2023 compared to **60,124 units** in 1H2022
- ✓ Improved performance of Automotive Distribution (“AD”) and Manufacturing & Engineering (“M&E”) companies in tandem with growing demand for PROTON models

Lower 2Q2023 mainly due to **shortened sales and production month during Hari Raya Aidilfitri holiday period in April**. However, sales performance continue to pick up in subsequent months and demand for the overall Group’s offerings remains healthy.

DRB-HICOM's Automotive Market Share

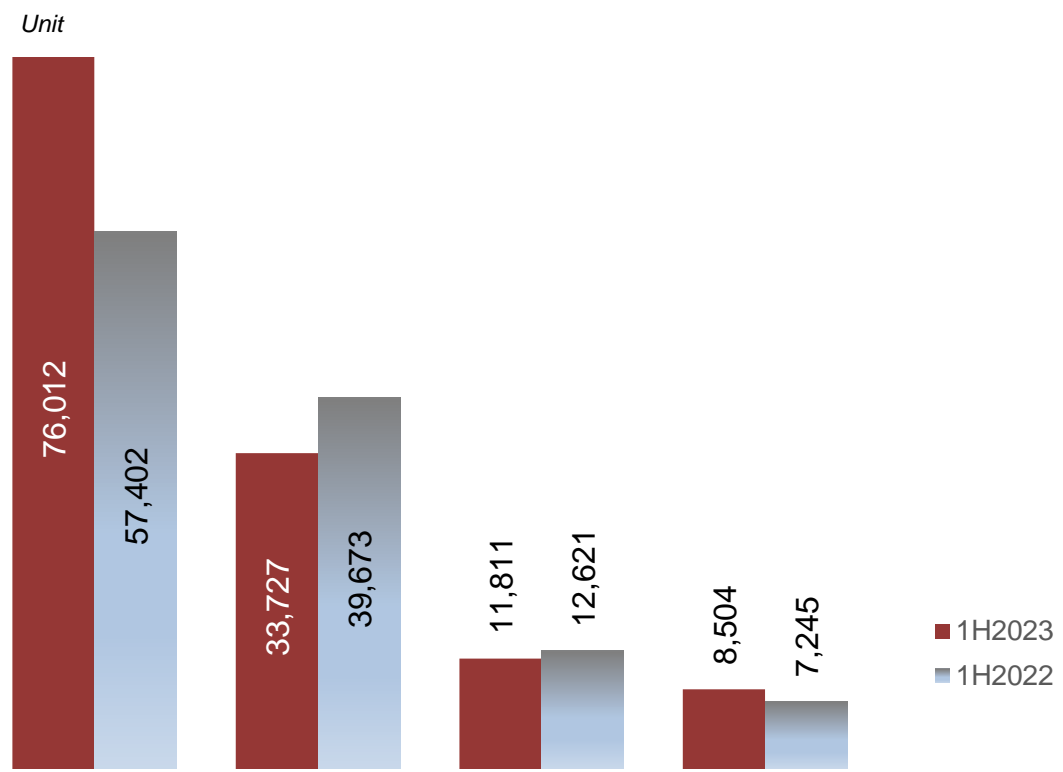
35.5% of TIV Malaysia

DRB-HICOM Sales Volume Breakdown by Marques



Total Industry Volume ("TIV")
 1H2023: 366,037 units
 1H2022: 331,746 units

Source: MAA



HONDA
The Power of Dreams

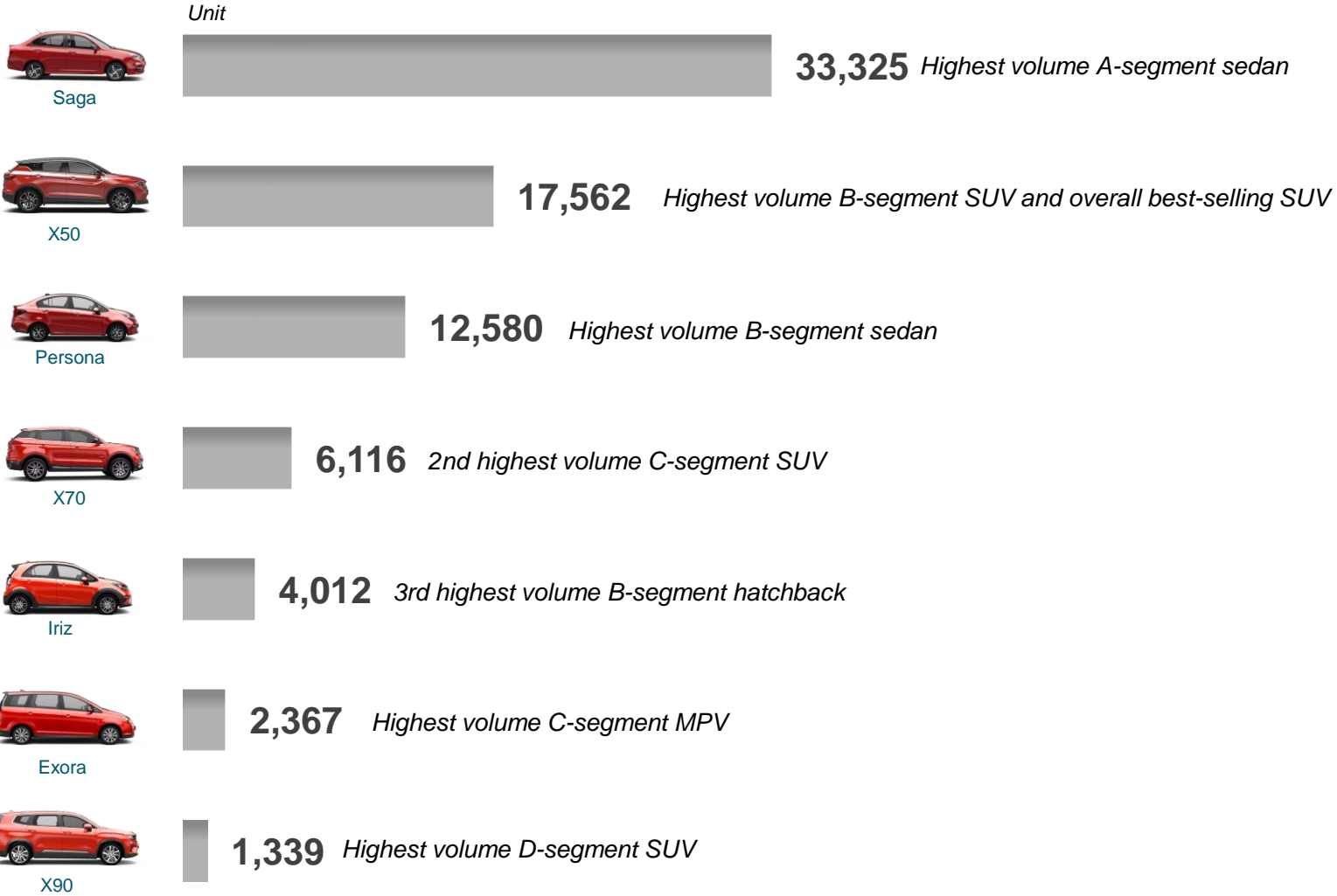


ISUZU

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

PROTON Sales Improved 28.6% in 1HFY2023

Five models lead market segment, X90 becomes new D-segment SUV leader



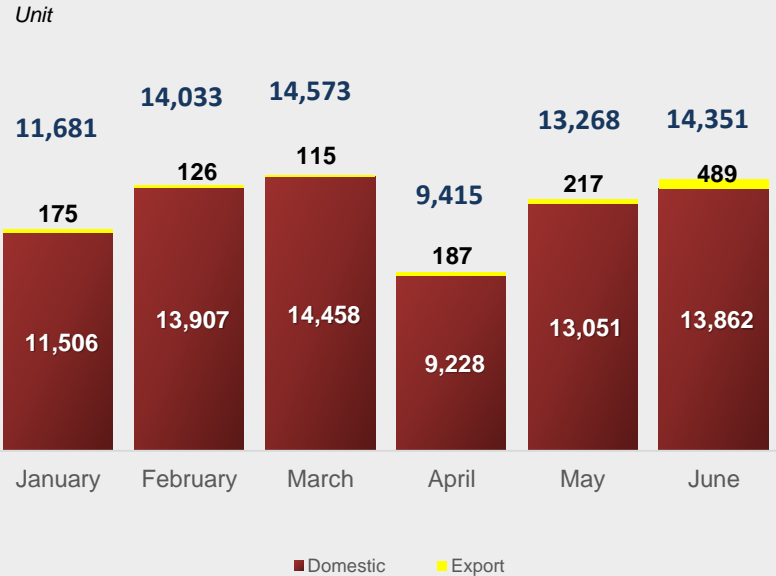
Sales Growth

+28.6%

1H2023 : 77,321 units
1H2022 : 60,124 units

Note : Includes export volume

Monthly Performance 2023

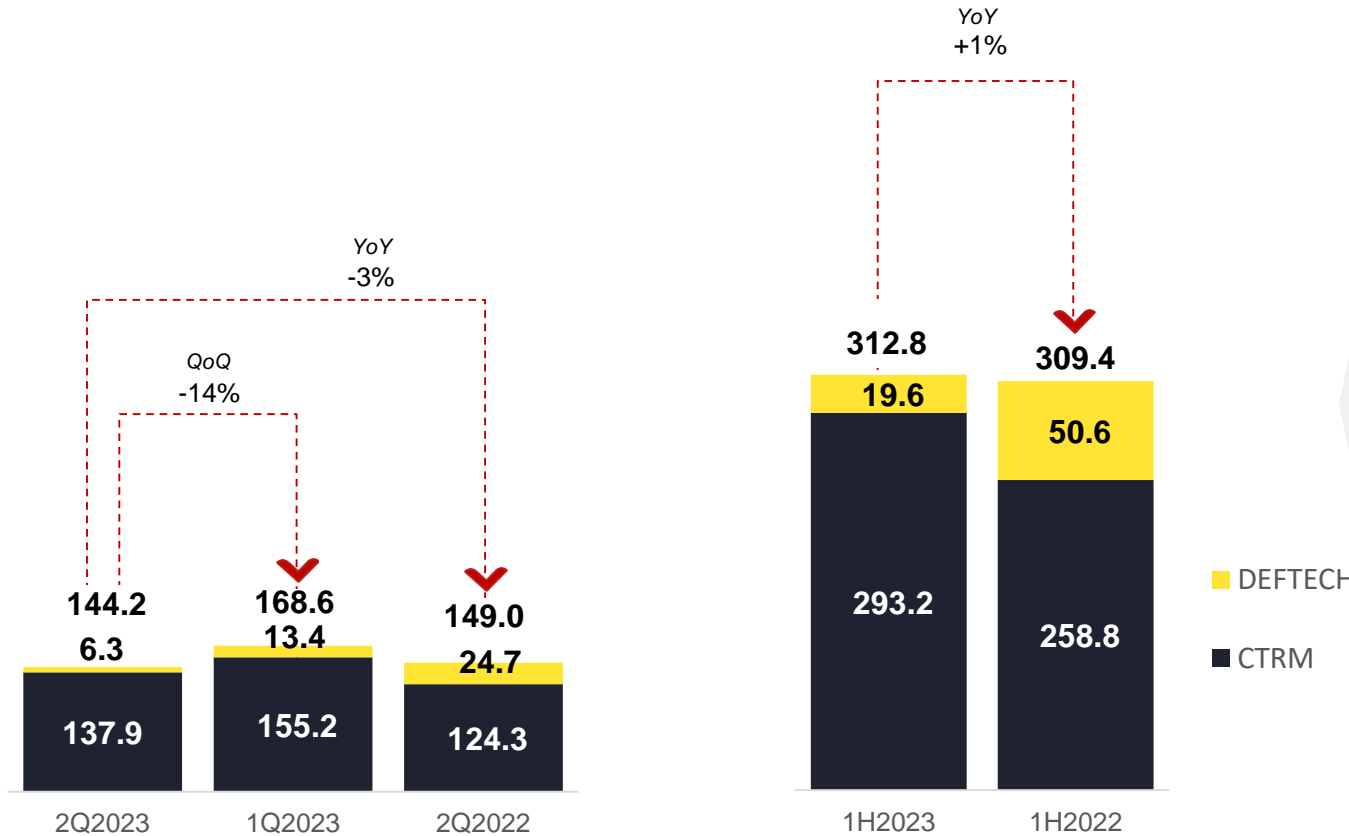


Operational Highlights : Aerospace and Defence

CTRM and DEFTECH

Revenue

RM million



Aerospace & Defence sector registered higher revenue of RM312.8 million in 1H2023 compared to RM309.4 million in 1H2022 mainly due to:

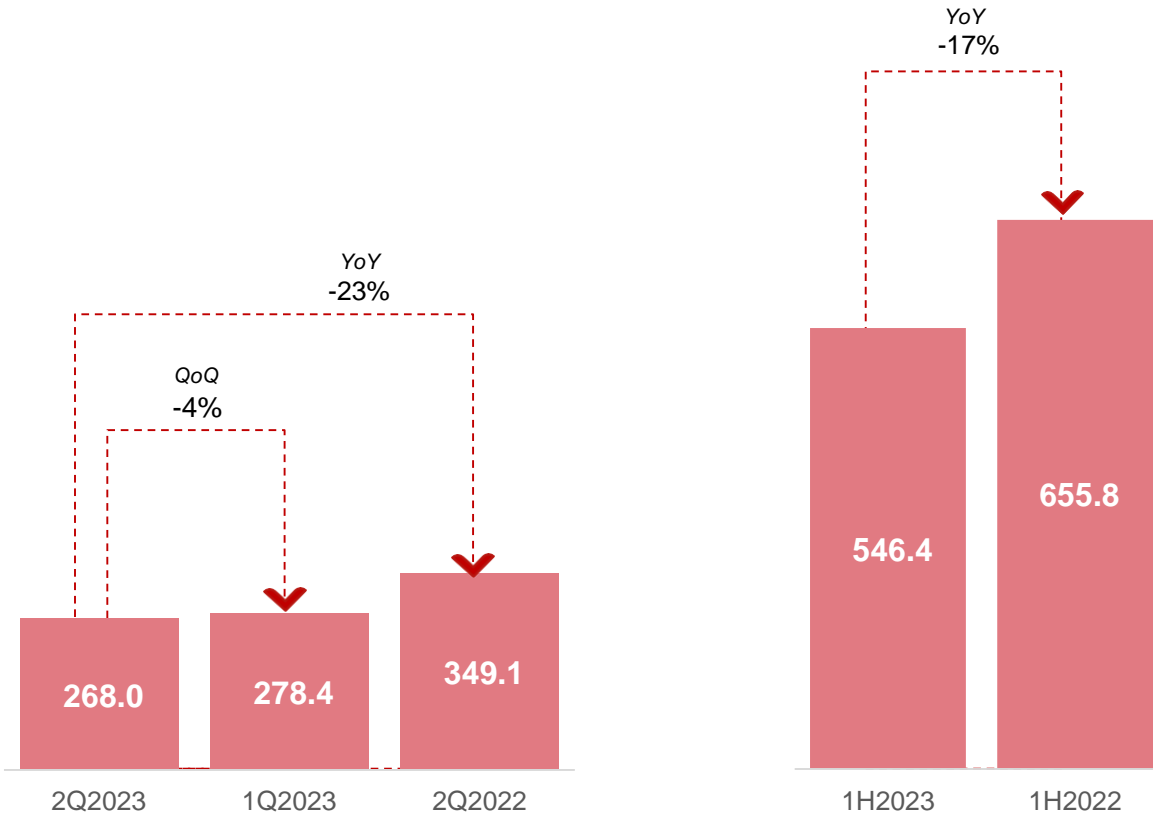
- ✓ Higher delivery of single-aisle and certain aircraft parts by CTRM in line with growing demand from its customer
- ✓ However, partially offset with lower revenue from DEFTECH due to the full completion of AV8 project

Operational Highlights : Postal

Pos Malaysia

Revenue

RM million



Lower revenue of RM546.4 million recognised in 1H2023 compared to RM655.8 million in 1H2022 mainly due to:

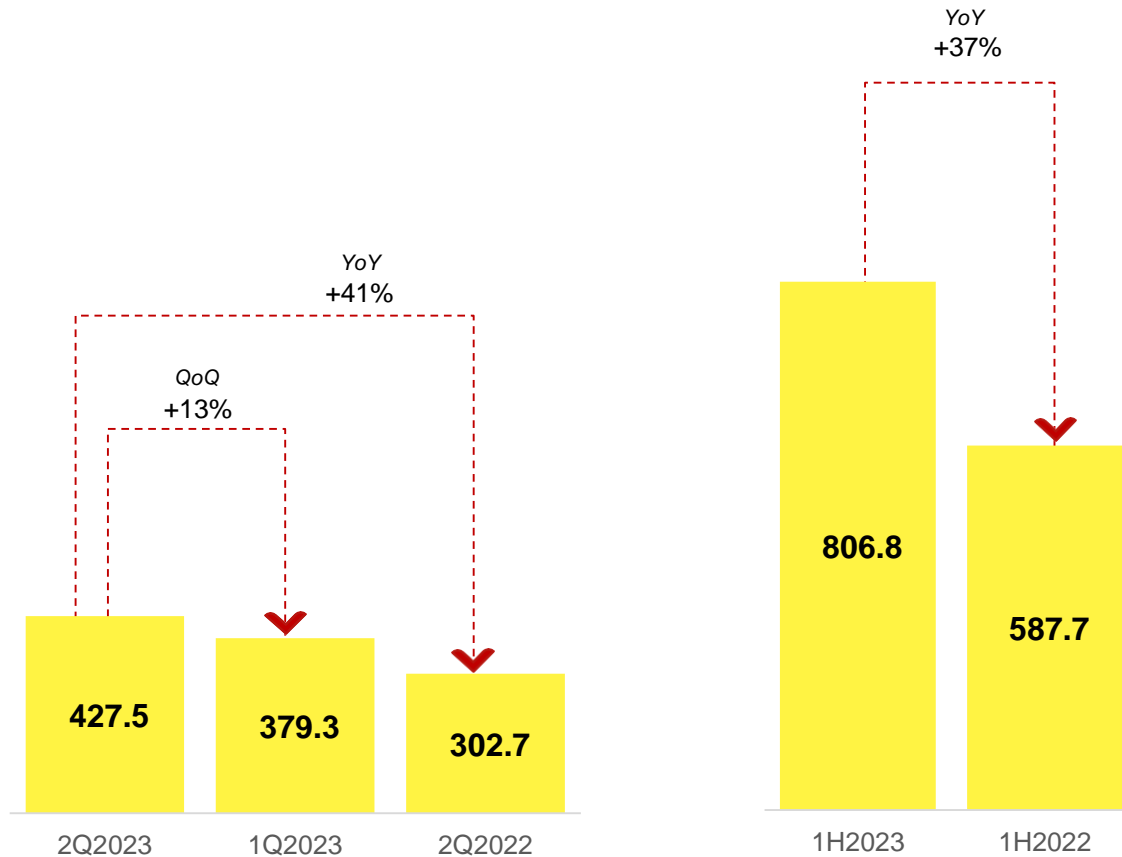
- ✓ Decline in courier business following the decrease in overall parcel volume especially from contract customers
- ✓ Fierce competition from major e-commerce and international players as they pursue penetration strategies by persistent price war and undercutting margins to capture higher market share in courier business

Operational Highlights : Banking

Bank Muamalat

Revenue

RM million



Bank Muamalat registered higher revenue of **RM806.8 million in 1H2023** compared to RM587.7 million in 1H2022 mainly due to:

- ✓ Higher financing income led by the growth in financing volume attributed to sustainable growth and expanding customer base
- ✓ Revision of Overnight Policy rate (“OPR”) to 3.0% in the current quarter

Note: OPR announcement

Date	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 2023	3.00

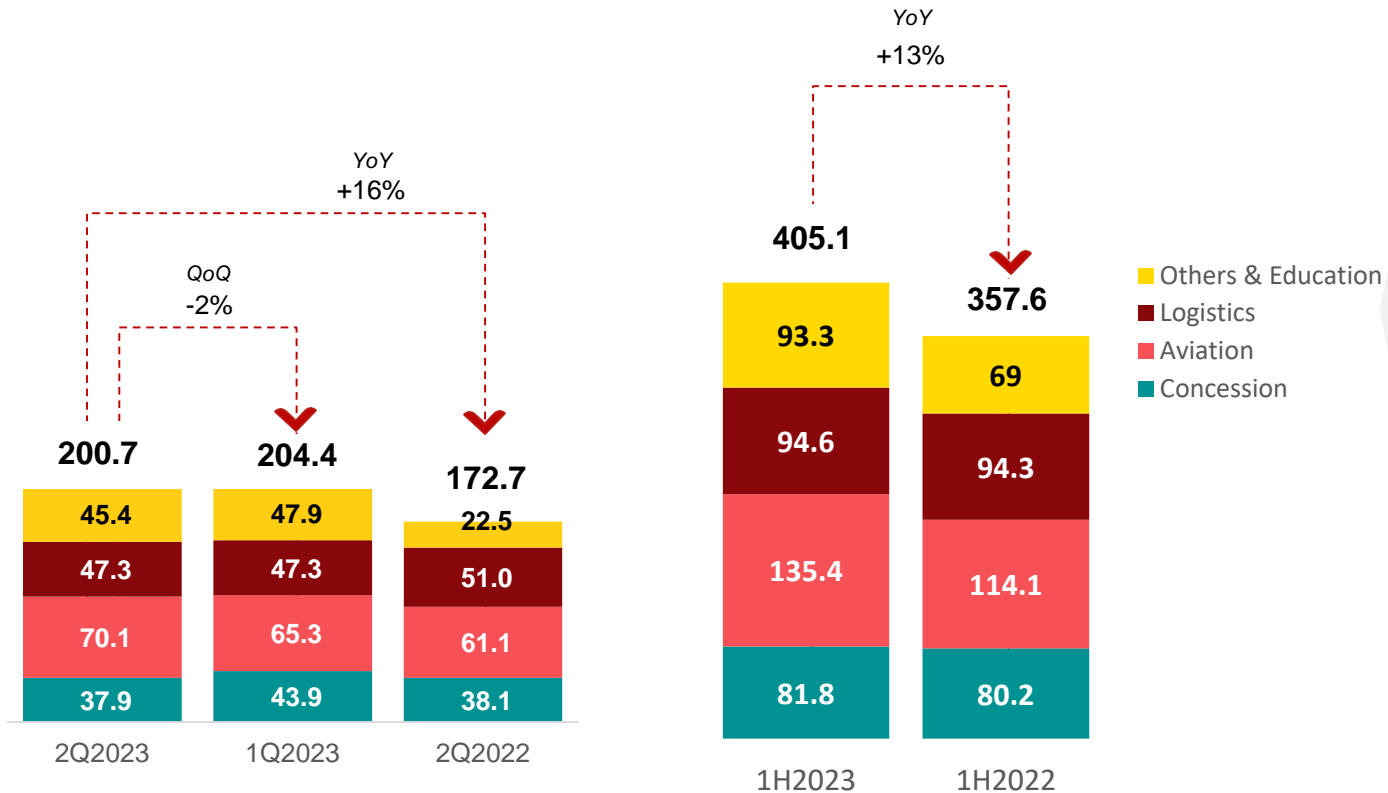
<https://www.bnm.gov.my/monetary-stability/opr-decisions>

Operational Highlights : Services

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

Revenue

RM million



Note: Others include: Pos Digicert, Pos Ar-rahnu, Data Pos, World Cargo Airline, DHU

Services registered higher revenue of **RM405.1 million 1H2023** compared to **RM357.6 million** in 1H2022 mainly due to:

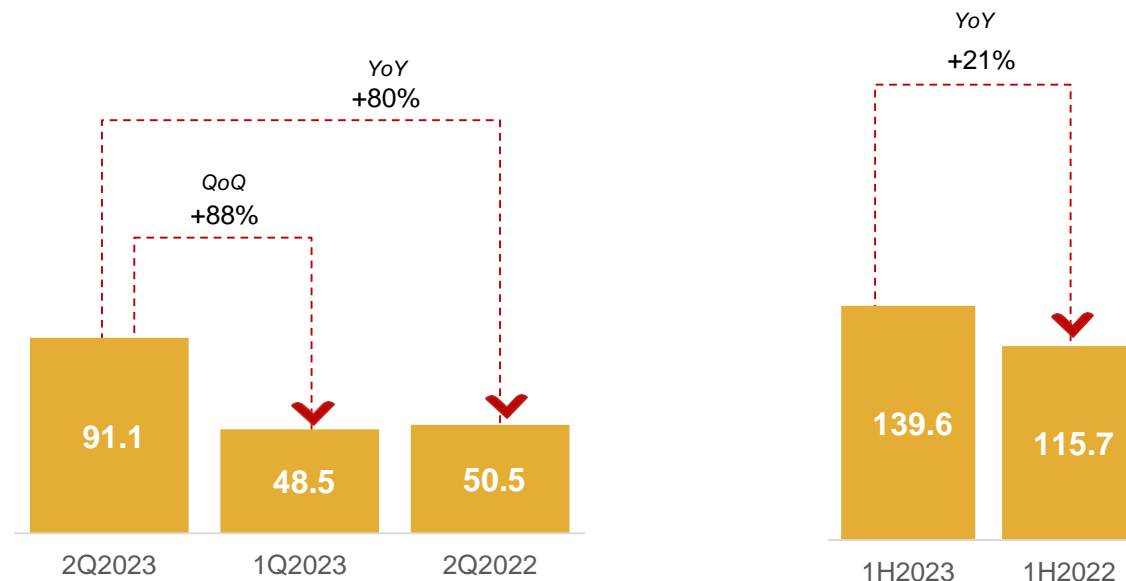
- ✓ Higher demand of in-flight catering business which is in line with growing number of flights, including umrah charter flights by Pos Aviation
- ✓ New contracts secured by Pos Logistic

Operational Highlights : Properties

Property Concession and Property Development

Revenue

RM million



The Group recorded higher revenue of **RM139.6 million in 1H2023** compared to RM 115.7 million in 1H2022 mainly due to:

- ✓ Full completion of work recognised by Media City from the building and broadcast packages under the Concession Agreement (“CA”)
- ✓ Partially offset by lower revenue from development projects from Proton City Development Corporation (“PCDC”)

Balance Sheet Management

As at 30 June 2023

Total Assets	30 June 2023	31 December 2022	Δ
Property, Plant & Equipment	5.2	5.3	-1.9%
Banking Related Assets	34.4	30.6	+12.4%
Inventories	4.5	4.6	-2.2%
Cash & Bank Balances	2.3	2.2	+4.5%
Trade & Other Receivables	4.8	4.8	0%
Others	4.4	4.0	+10%
TOTAL	55.6	51.5	+8.0%

Total Equity & Total Liabilities	30 June 2023	31 December 2022	Δ
Equity attributable to owners of the company	7.5	7.4	+1.4%
Redeemable Convertible Cumulative Preference Shares	1.4	1.4	0%
Non-Controlling Interest	1.4	1.3	+7.7%
Short Term Borrowings (include overdrafts)	1.7	1.8	-5.6%
Long Term Borrowings	6.4	6.1	+4.9%
Banking Related Liabilities	31.1	27.1	+14.8%
Others	6.1	6.4	-4.7%
TOTAL	55.6	51.5	+8.0%


Note: Figures in RM billion

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

Promoting sustainable development and 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

ENVIRONMENTAL

SOCIAL

GOVERNANCE

Target

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


Target

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

Target

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

Composition of renewable energy in electricity mix




As of 2Q2023

9.7% renewable energy in electricity consumption mix

Diversity & Equal Opportunity

As of 2Q2023




32% Female representation in Management


As of 2Q2023


84 accident cases (< 18% than Q2 FY2022)

As of 2Q2023



Zero confirmed cases of non-compliance to ABAC Policy

- 

Integrity Awareness Campaign
Monthly issuance of e-posters via e-mail to educate employees on integrity-related matter
- 













C-Suite Training & Awareness Programme
Training sessions for BODs, CEOs, COOs and Key Management Personnel conducted on 20 June 2023

2Q2023 Financial Results

DRB-HICOM 17

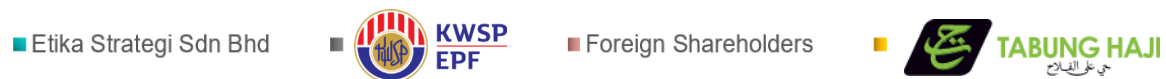
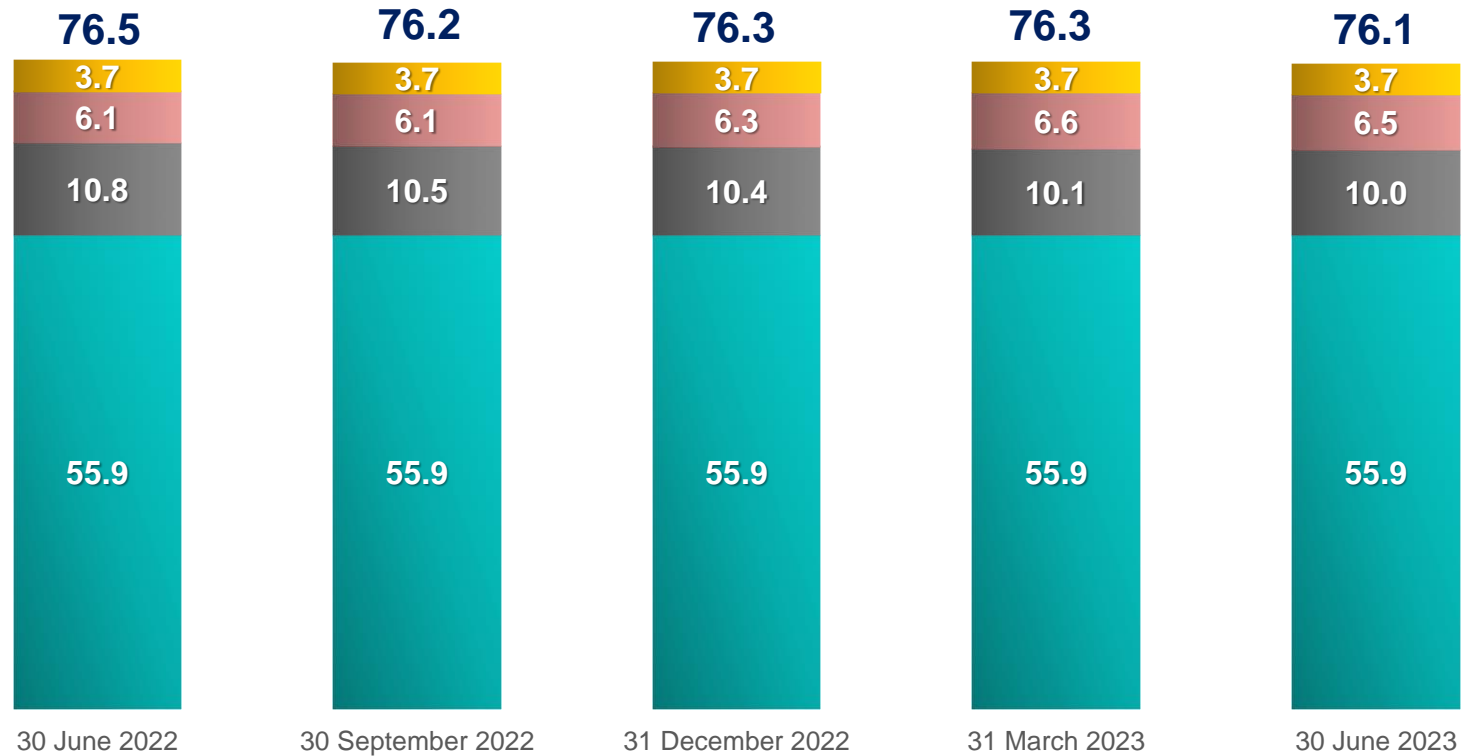
Group ESG Progress for 1HFY2023

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

	ENVIRONMENTAL  Efficient use of natural resources and minimising carbon footprint	SOCIAL  Compliance to labour standards and respecting human rights	GOVERNANCE  Integration of sustainability and climate-change aspects in business strategies
Target	Achieving 20% renewable energy in electricity consumption mix by 2035	<ul style="list-style-type: none"> Female representation of at least 30% at the management level Zero fatality and reduction in accident cases 	Zero tolerance against all forms of bribery and corruption as per ABAC Policy
Progress	 Carbon Management <ul style="list-style-type: none"> Total GHG emissions – 130,613 tonnes CO2e Proportion of renewable energy in electricity consumption mix – 9.7% Total reduction of GHG emissions from solar generation – 11,194 tonnes CO2e 	 Safety & Health <ul style="list-style-type: none"> Total accidents – 84 cases, reduced by 18% LTI Frequency Rate – 1.29, decreased by 27% 57 reported cases of Unsafe Condition, Unsafe Act (UCUA) - 42 completed, 15 in progress 	 Governance <ul style="list-style-type: none"> Zero confirmed cases of non-compliance to ABAC Policy Zero substantiated complaints concerning breaches of customer privacy and losses of customer data reported
	 Water Management <ul style="list-style-type: none"> Total water withdrawal – 1,570 ML Total water discharged – 94 ML Total water consumption – 1,476 ML PTMSB plant has treated and recycled over 30 ML of recycled water 	 Human Capital <ul style="list-style-type: none"> Total workforce across the Group – 45,206 Average training hours per employee – 9.08 Female Representative at Managerial level – 32 % Voluntary turnover rate (%) – 7.05 Special needs employee across the Group – 60 	 Socio-economic <ul style="list-style-type: none"> RM13.5 billion (52.1%) VBI Financing over Total Financing Asset by BMMB
	 Waste Management <ul style="list-style-type: none"> Total scheduled waste generated – 2,176 MT FY2023 vs FY2022 – Increased by 6% Scheduled waste diverted from disposal – 99% Scheduled waste directed to disposal – 1% 	 Corporate Responsibility <ul style="list-style-type: none"> Community outreach programmes – 96 Investment on CR events – > RM1.2 million Community outreach number – > 12,000 	 Procurement Practices <ul style="list-style-type: none"> Total Active Suppliers – 6,455 <ul style="list-style-type: none"> 95% local, 5% foreign Total Spending on Suppliers – RM 4.49 billion <ul style="list-style-type: none"> 81% local, 19% foreign

Key Shareholders of DRB-HICOM

Percentage of shareholding as at 30 June 2023



Thank you



Investor Relations

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