



**DRB-HICOM**

# 4Q2023 Financial Results

Quarter Ended 31 December 2023

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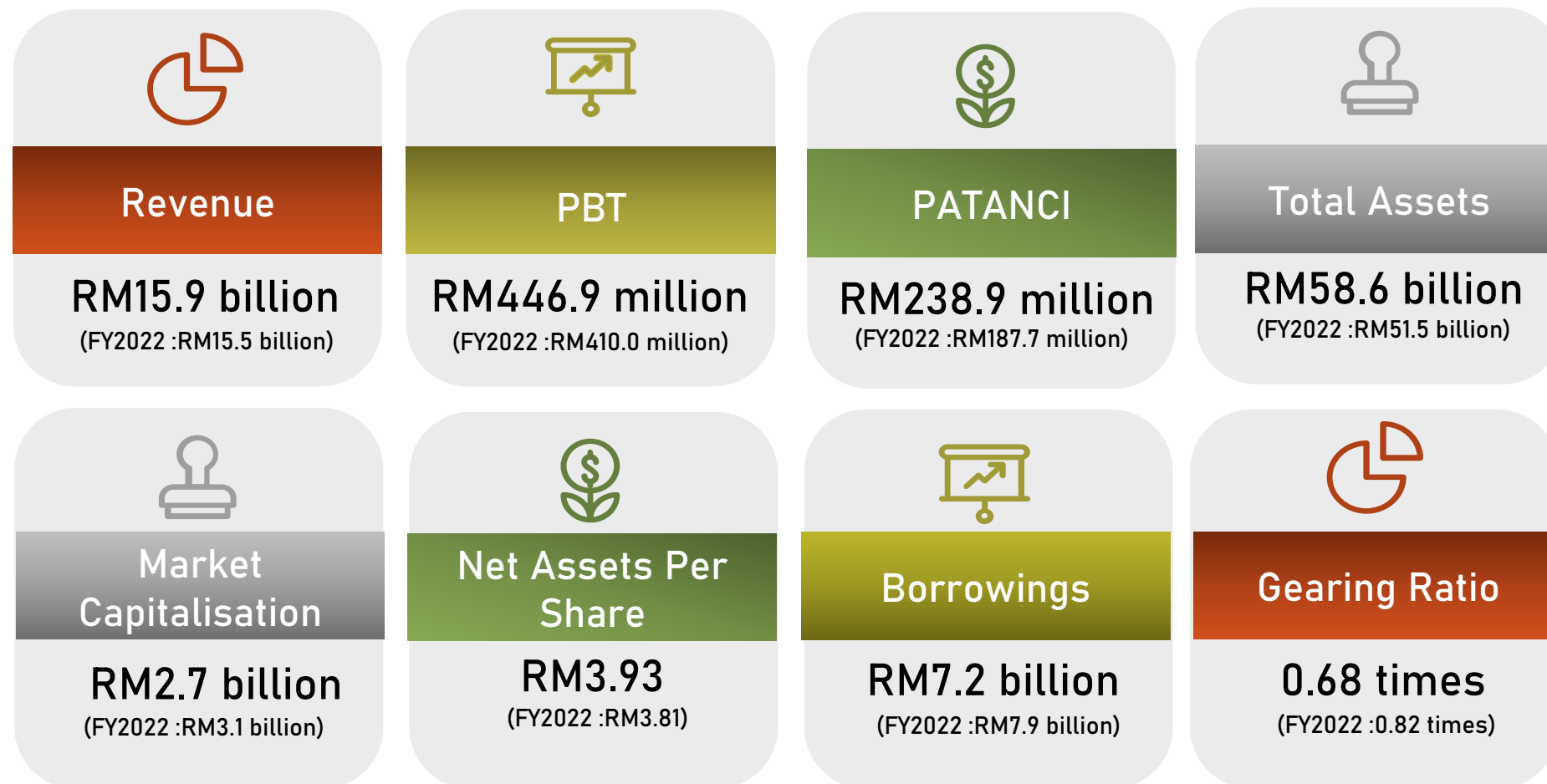
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# Key Financial Ratio

For the financial year ended 31 December 2023



# Group Key Highlights

Continuous recovery amidst challenging environment

## Revenue



The Group's registered revenue of RM15.9 billion in FY2023 as compared to RM15.5 billion in FY2022 driven largely by improved performance in the Automotive and Banking sectors

## Profit Before Tax



PBT improved 9% YoY or RM446.9 million in FY2023 compared to RM410.0 million in FY2022, in tandem with improved performance by the Automotive sector

## Operational Performance



The Automotive and Banking sectors remain the key growth driver for the Group on the back of:

- i) Higher overall Automotive sales of 269,665 units in 2023 compared to 256,148 units sold in 2022
- ii) Higher financing income for the Banking sector fuelled by increase in financing volume

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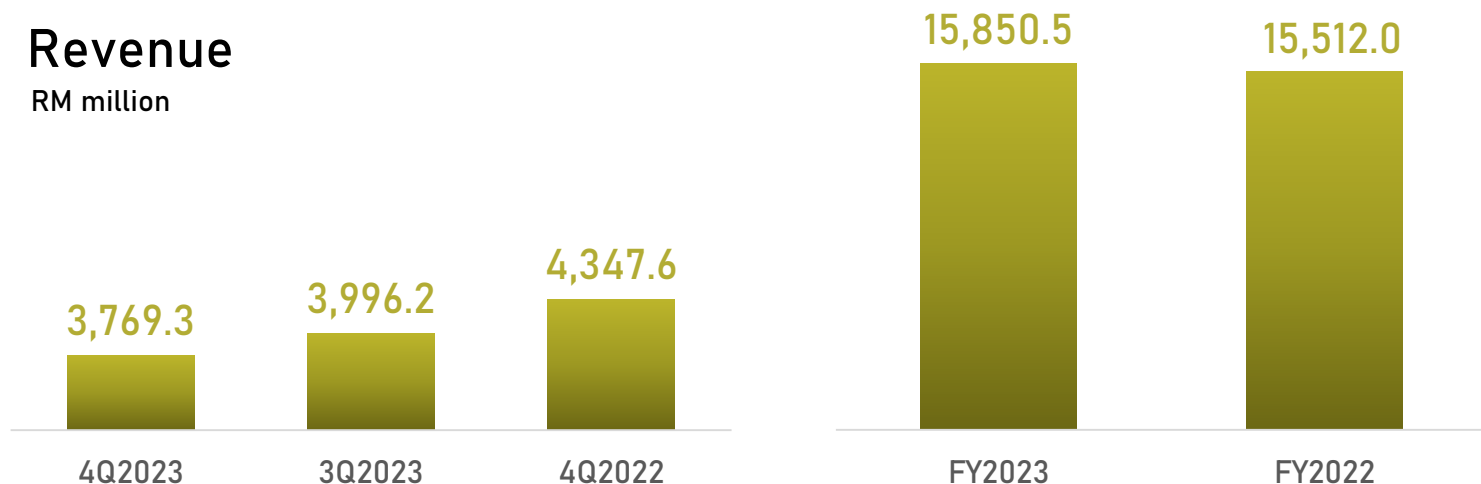
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# Group Financial Performance

Resilient performance amidst challenging business landscape

## Revenue

RM million



### QoQ (4Q2023 vs 3Q2023)

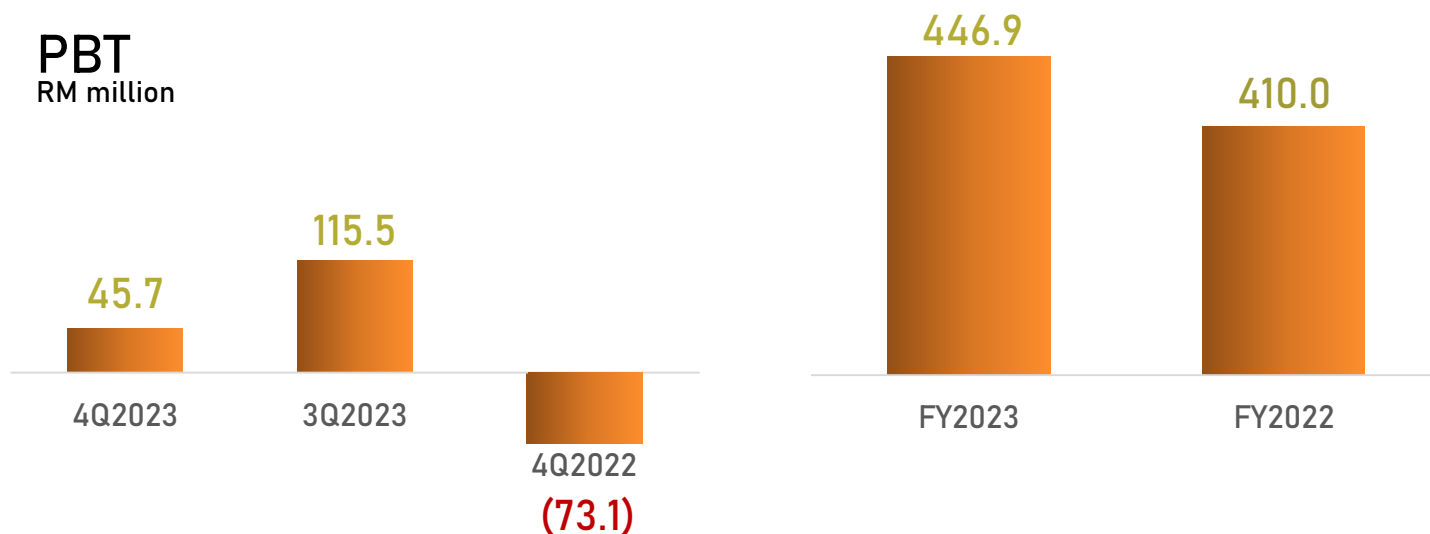
- Slightly lower revenue in 4Q2023 mainly from Automotive sector due to stiff competition in the market

### YoY (2023 vs 2022)

- Higher revenue mainly driven by better overall sales performance in the Automotive and Banking sectors

## PBT

RM million



### QoQ (4Q2023 vs 3Q2023)

- Lower PBT in 4Q2023 mainly due to higher losses from Postal and impairment loss of certain assets

### YoY (2023 vs 2022)

- Higher overall PBT YoY mainly due to better contribution from the Automotive sector

# Revenue

## Breakdown by Sector

RM million		4Q2023	3Q2023	4Q2022	FY2023	FY2022
Automotive 		2,576.8	2,886.0	3,079.9	11,337.2	11,086.5
Aerospace & Defence 		217.4	158.0	334.7	688.2	874.9
Postal 		261.4	265.0	274.5	1,072.8	1,232.8
Banking 		456.1	453.3	346.0	1,716.2	1,268.3
Services 		223.6	204.9	189.3	833.6	734.8
Properties 		34.0	29.0	123.2	202.5	314.7
<b>TOTAL</b>		<b>3,769.3</b>	<b>3,996.2</b>	<b>4,347.6</b>	<b>15,850.5</b>	<b>15,512.0</b>



# PBT

## Breakdown by Sector

RM million	4Q2023	3Q2023	4Q2022	FY2023	FY2022
Automotive	154.9	161.2	152.5	679.6	578.1
Aerospace and Defence	(10.9)	0.6	59.3	(11.7)	76.4
Postal	(83.8)	(30.6)	(141.5)	(193.5)	(227.4)
Banking	73.5	64.9	41.9	244.6	257.2
Services	(34.3)	(6.1)	(42.3)	(1.7)	(23.4)
Properties	(4.5)	(6.8)	(64.4)	(33.3)	(113.7)
Investment Holding and Others	(49.2)	(67.7)	(78.6)	(237.1)	(137.2)
<b>TOTAL</b>	<b>45.7</b>	<b>115.5</b>	<b>(73.1)</b>	<b>446.9</b>	<b>410.0</b>

# Balance Sheet Management

For the financial year ended 31 December 2023

Total Assets	31 December 2023	31 December 2022	Δ
Property, Plant & Equipment	5.2	5.3	-1.2%
Banking Related Assets	38.0	30.6	+24.4%
Inventories	4.5	4.6	-0.7%
Cash & Bank Balances	2.0	2.2	-7.5%
Trade & Other Receivables	4.3	4.8	-10.4%
Others	4.6	4.0	+9.9%
<b>TOTAL</b>	<b>58.6</b>	<b>51.5</b>	<b>+13.8%</b>

Total Equity & Total Liabilities	31 December 2023	31 December 2022	Δ
Equity attributable to owners of the company	7.6	7.4	+3.2%
Redeemable Convertible Cumulative Preference Shares	1.4	1.4	-
Non-Controlling Interest	1.4	1.3	+10.8%
Short-Term Borrowings (include overdrafts)	1.4	1.8	-20.7%
Long-Term Borrowings	5.8	6.1	-6.1%
Banking Related Liabilities	34.2	27.1	+26.1%
Others	6.8	6.4	+6.3%
<b>TOTAL</b>	<b>58.6</b>	<b>51.5</b>	<b>+13.8%</b>

Note: Figures in RM billion

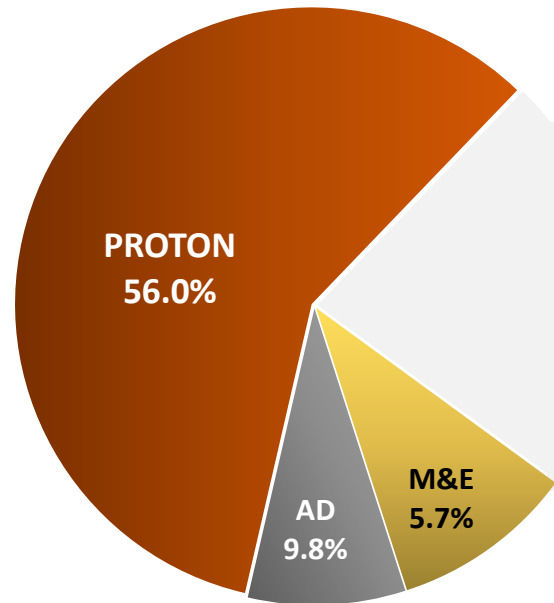
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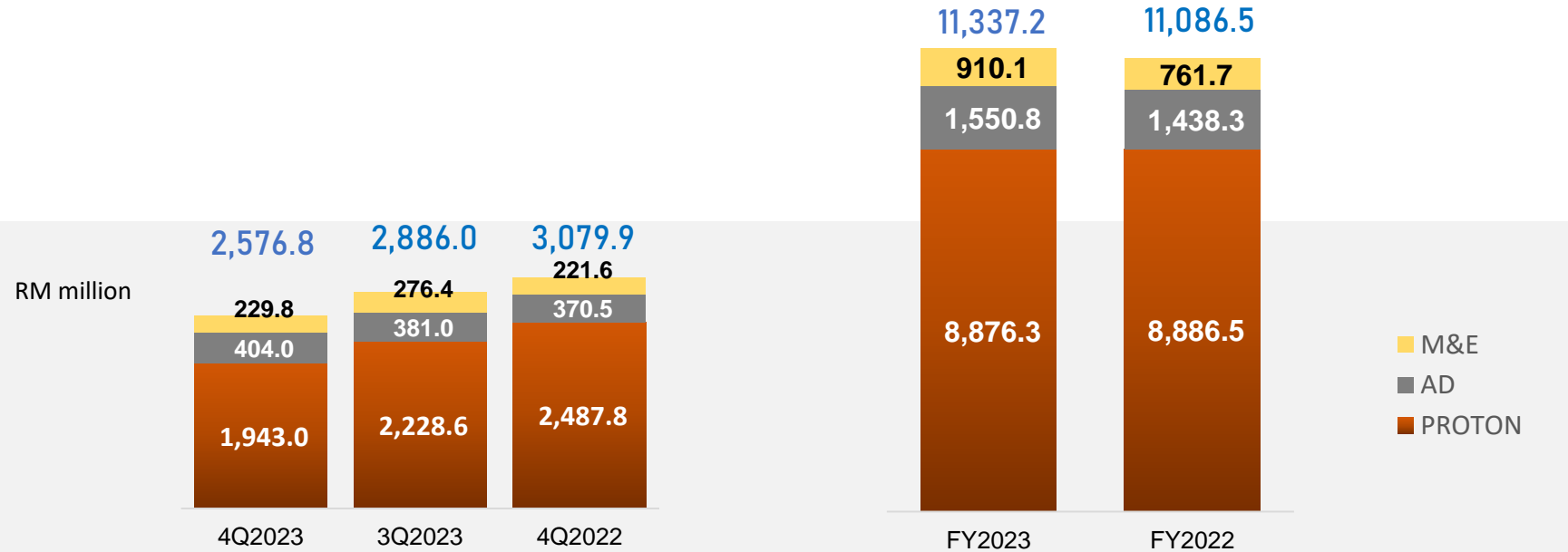
# Operational Highlights : Automotive

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

Revenue Contribution to the Group:  
Automotive FY2023



**RM 11.3 billion**



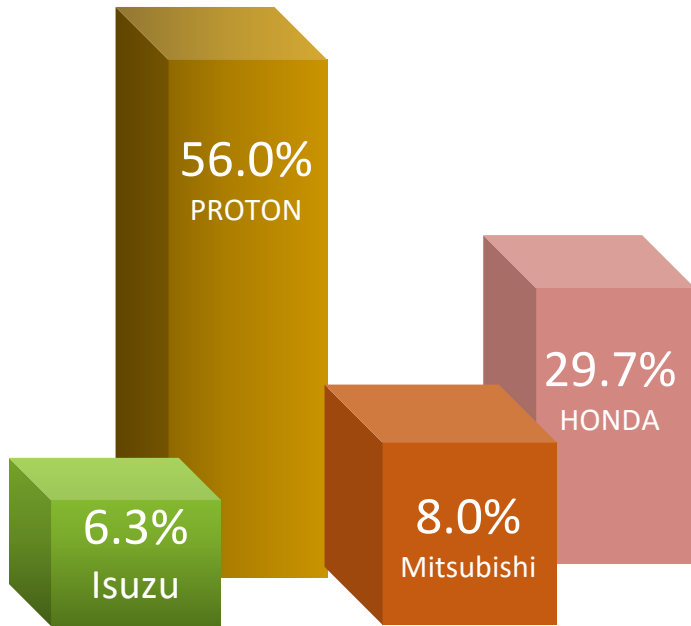
- ✓ Automotive recorded higher revenue of RM11.3 billion in FY2023 compared to RM11.1 billion in FY2022 mainly due to improved revenue from Automotive Distribution (“AD”) and Manufacturing & Engineering (“M&E”) in tandem with PROTON higher sales volume of 154,611 units in 2023 compared to 141,432 units in 2022
- ✓ Slightly lower revenue in 4Q2023 largely due to stiff competition with the influx of new model launches in the market

# Sales Performance by DRB-HICOM Marques

Total overall sales volume increase to 269,665 units or 33.7% market share in line with growing Malaysia TIV

**DRB-HICOM**

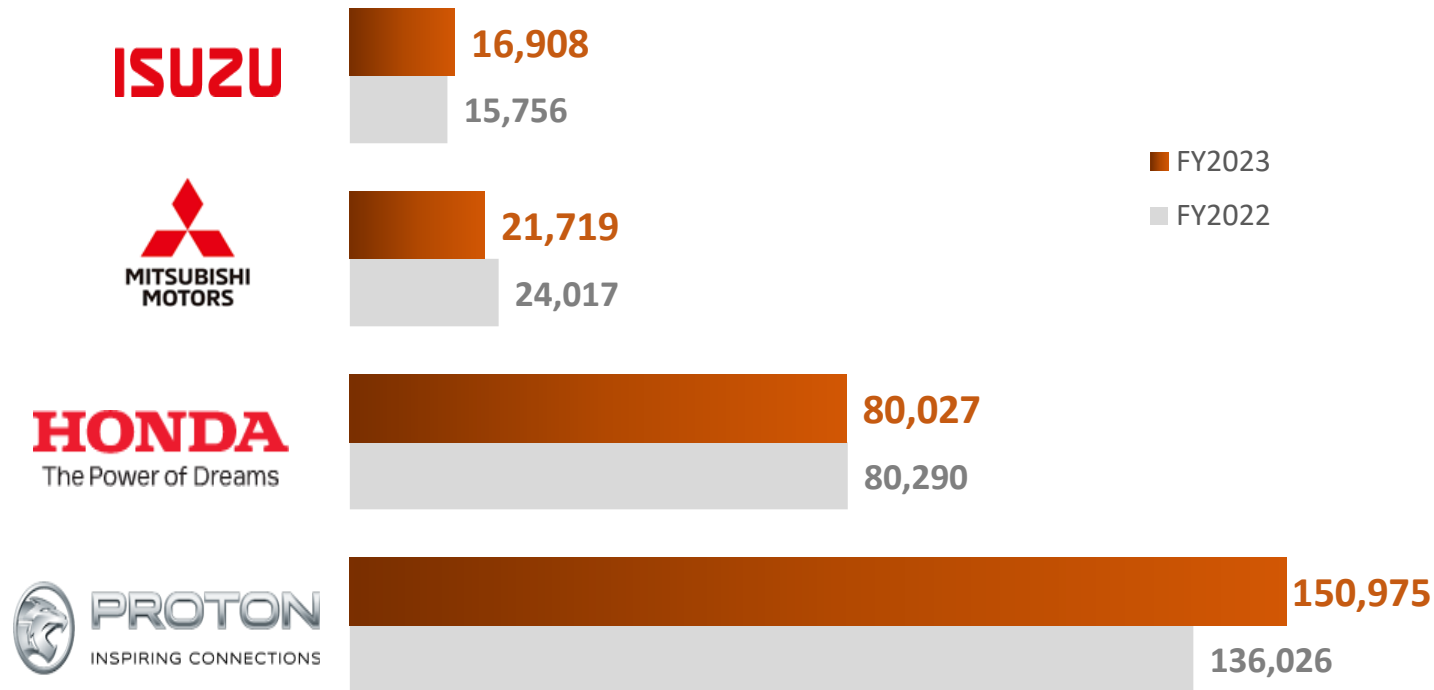
**269,665** total units sold  
in FY2023  
(FY2022: 256,148 units)



Note: Malaysia TIV FY2023: 799,731 units; FY2022: 721,177 units



## Sales Performance by Marques (units)



Source: MAA (Domestic sales only)

Note: Breakdown does not include DRB-HICOM Commercial Vehicle (FY2023: 36 units, FY2022: 59 units)

# PROTON Ended 2023 with Best Sales Performance

Sold 154,611 units in 2023, achieved fifth consecutive year of sales growth



## Sales Growth

**+9.3%**

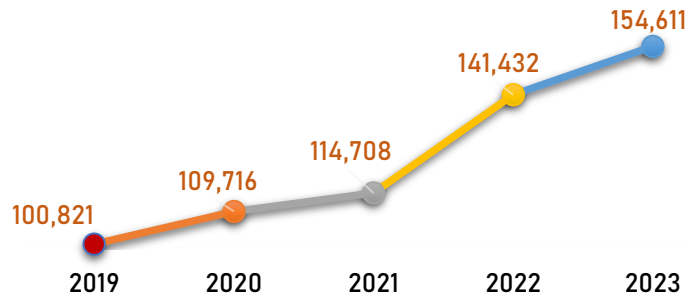
FY2023 : 154,611 units

FY2022 : 141,432 units

*Note : Includes export volume*

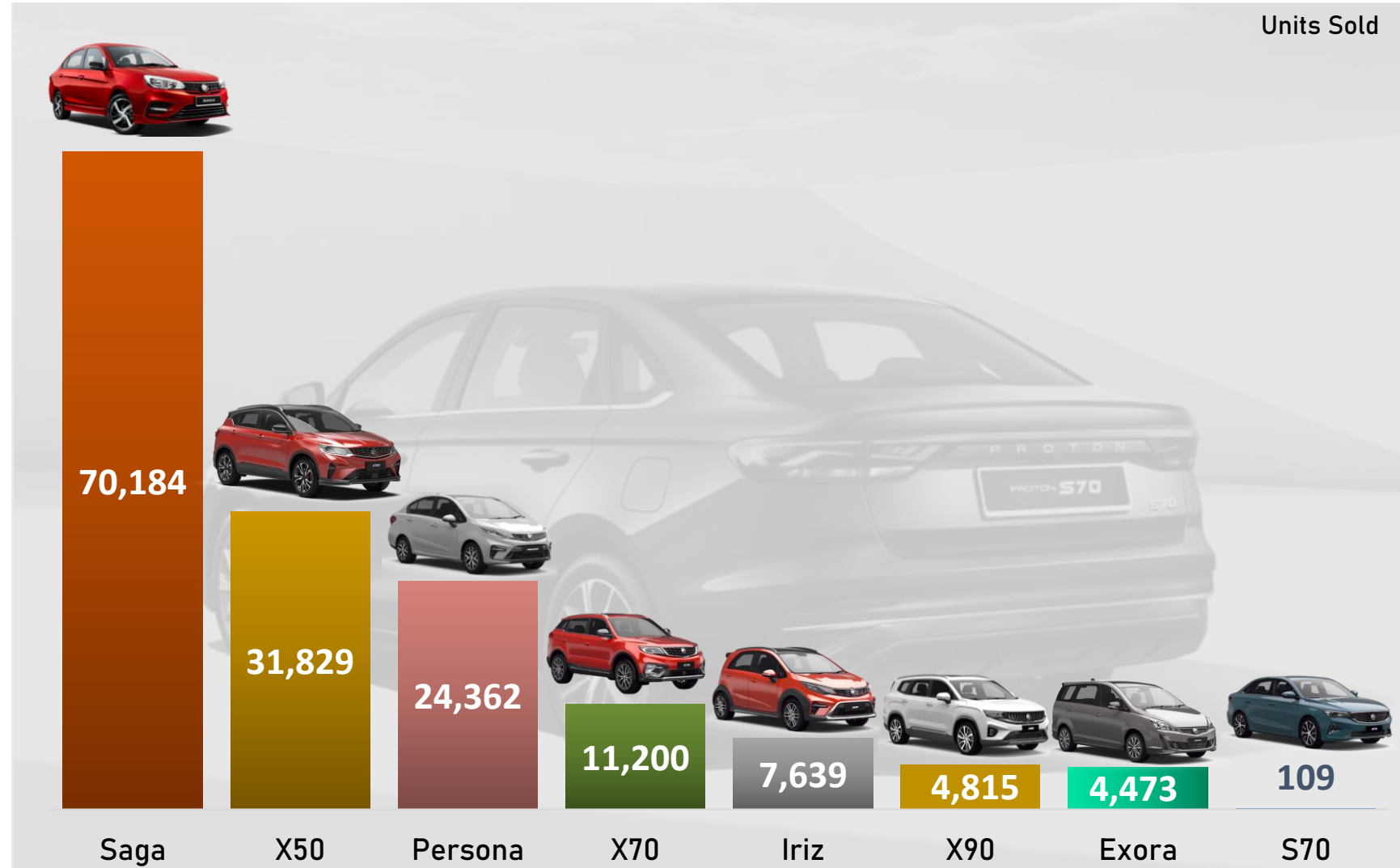
## 5 Years Sales Performance

Unit



*Note : Includes export volume*

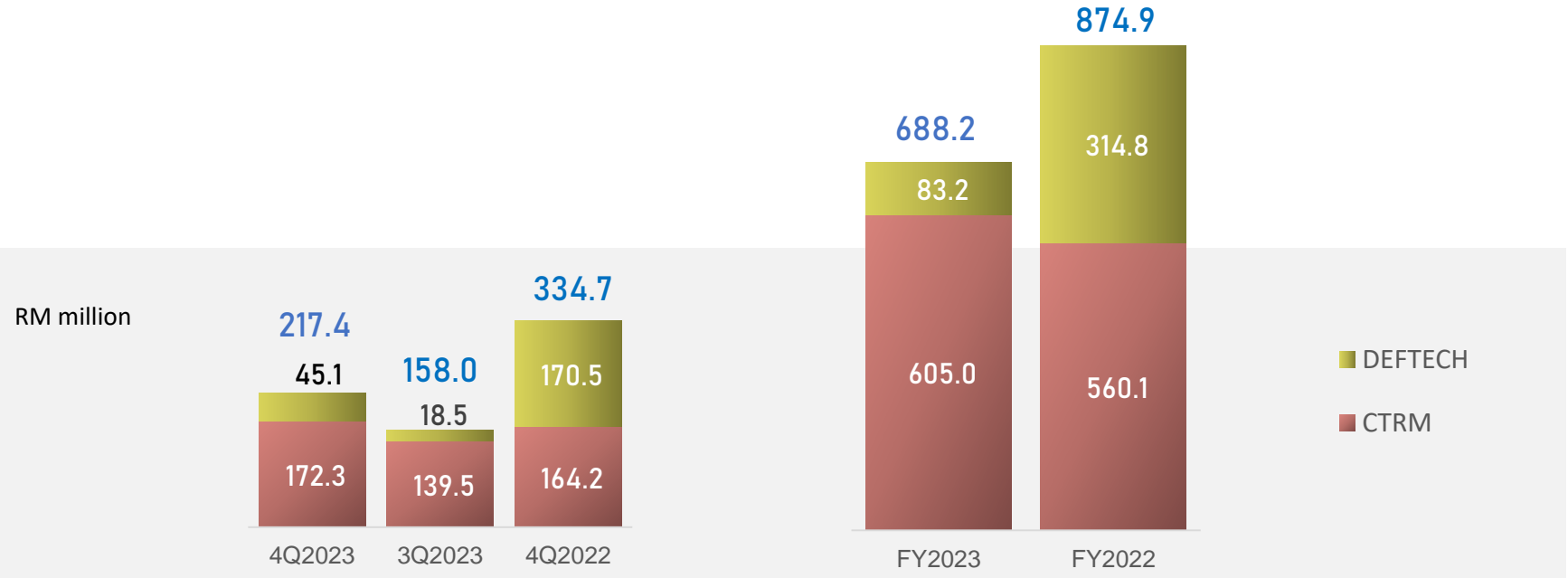
- Proton SUV sales models recorded at 30.9% with the newly launched model X90 in 2023
- As of 2023, Proton achieved the 2<sup>nd</sup> highest volume for overall sales and best performance since 2012



# Operational Highlights : Aerospace & Defence

## CTRM & DEFTECH

Revenue Contribution to the Group:  
Aerospace & Defence FY2023



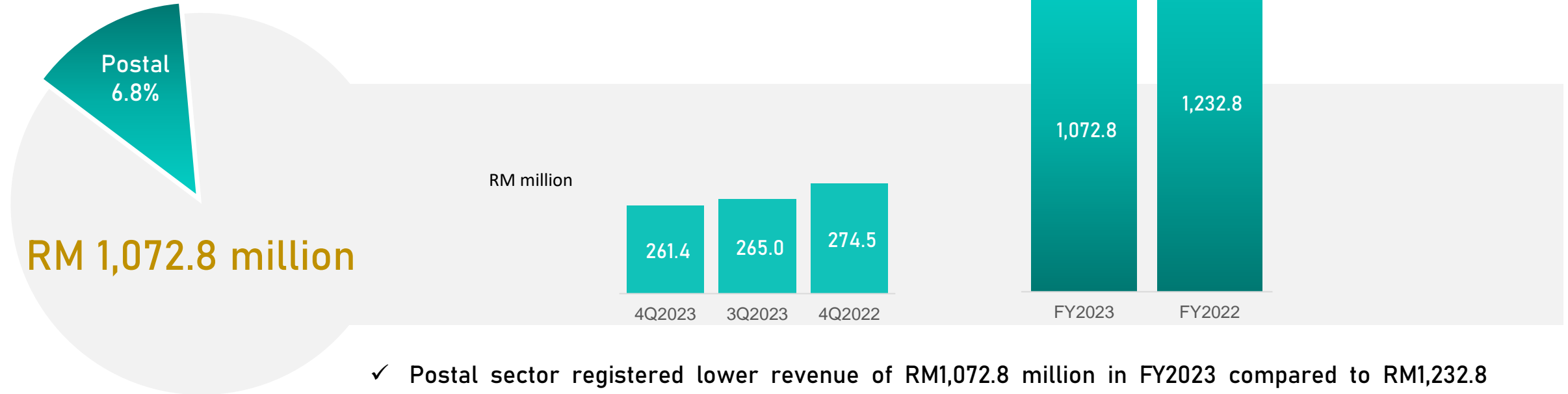
Aerospace & Defence sector registered lower revenue of RM688.2 million in FY2023 compared to RM874.9 million in FY2022 mainly due to:

- 1) Completion of the AV8 project in the corresponding year
- 2) Offset by CTRM's higher revenue, driven by increased product deliveries mainly from single-aisle and certain aircraft parts

# Operational Highlights : Postal

Pos Malaysia

Revenue Contribution to the Group:  
Postal FY2023



✓ Postal sector registered lower revenue of RM1,072.8 million in FY2023 compared to RM1,232.8 million in FY2022 mainly contributed by:

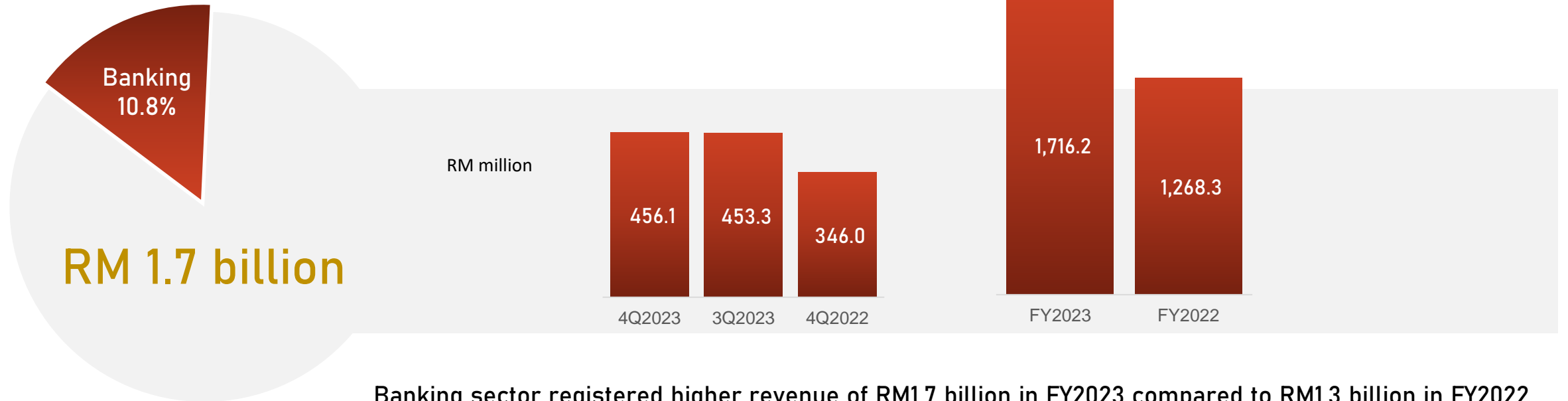
- 1) Drop in the courier business
- 2) Major e-commerce players shifting to their insourced delivery capabilities and continuous masking practices, while international e-commerce players continue to pursue undercutting margin strategies to capture higher market penetration in the courier business



# Operational Highlights : Banking

## Bank Muamalat

Revenue Contribution to the Group:  
Banking FY2023



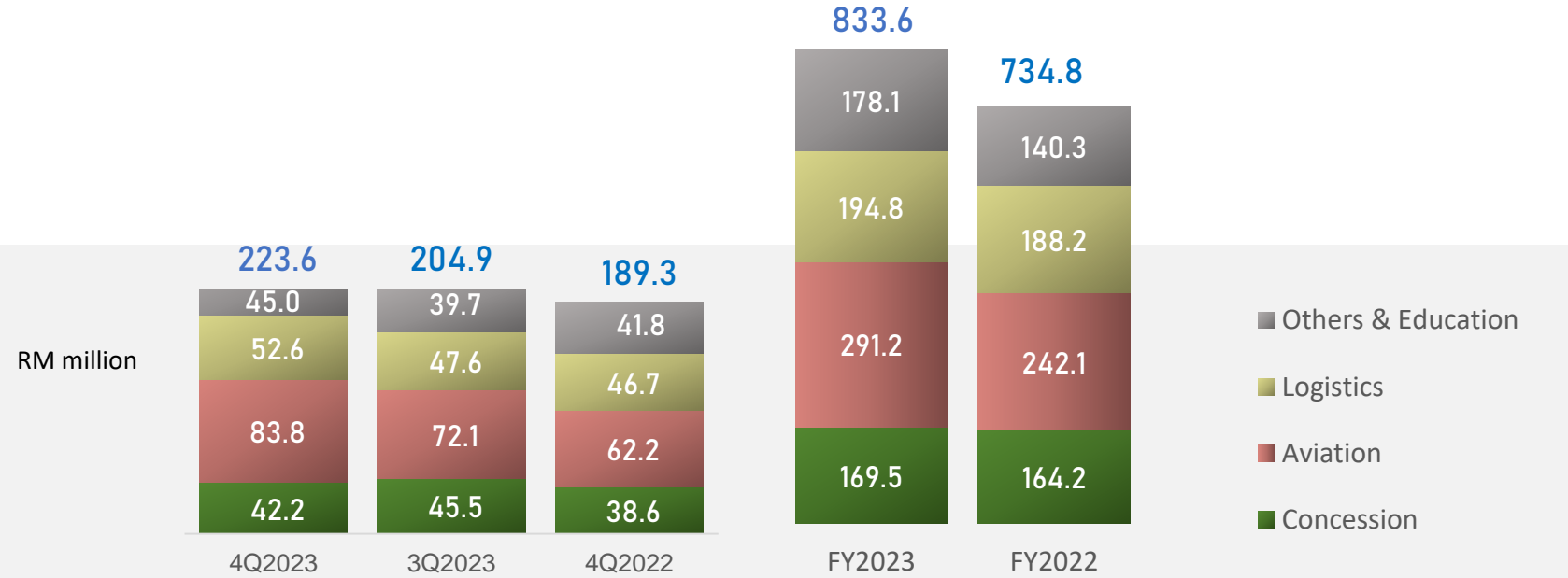
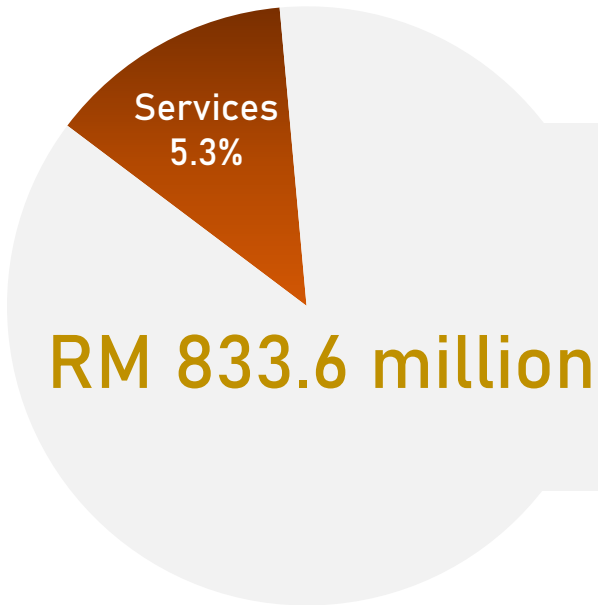
Banking sector registered higher revenue of RM1.7 billion in FY2023 compared to RM1.3 billion in FY2022 mainly contributed by:

- 1) Higher financing income fuelled by increase in financing volume attributed to sustainable expansion and growing customer base
- 2) Bank Negara Malaysia (“BNM”) decision to maintain OPR at 3.00% since 3 May 2023

# Operational Highlights : Services

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

Revenue Contribution to the Group:  
Services FY2023



Services sector registered higher revenue of RM833.6 million in FY2023 compared to RM734.8 million in FY2022 mainly contributed by:

- 1) Increased demand for in-flight catering, in line with the growing number of flights for Pos Aviation
- 2) Higher contribution from Ar-Rahnu Business

# Operational Highlights : Properties

## Property Concession and Property Development

Revenue Contribution to the Group:  
Properties FY2023



Properties sector registered lower revenue of RM202.5 million in FY2023 compared to RM314.7 million in FY2022 due to:

- 1) Lower revenue from sales of land (PROTON City and HICOM Indungan)
- 2) 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

**LONG-TERM ESG TARGETS**

ENVIRONMENTAL 	SOCIAL 	GOVERNANCE 
<p><b>Target</b></p> <p>Achieving 20% renewable energy in electricity consumption mix by 2035</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>Target</b></p> <p>Zero tolerance against all forms of bribery and corruption as per ABAC Policy</p>
<p>Composition of renewable energy in electricity mix</p>  <p><b>As of 4Q2023:</b></p> <p><b>9%</b> renewable energy in electricity consumption mix</p>	<p><b>Diversity &amp; Equal Opportunity</b></p> <p><b>As of 4Q2023:</b></p>  <p><b>33%</b> Female representation in Management</p> <p><b>As of 4Q2023:</b></p> <p>185 accident cases (&lt;7% than FY2022)</p>	<p><b>As of 4Q2023:</b></p>  <p>Zero confirmed cases of non-compliance to ABAC Policy</p> <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 4Q2023

Key indicators of each pillar 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

Progress

### Carbon Management

- Total GHG emissions – 312,429 tonnes CO2e
- Proportion of renewable energy in electricity consumption mix – 9%
- Total reduction of GHG emissions from solar generation – 26,825 tonnes CO2e
- Total Scope 3 GHG emissions (Business Travel and Employee Commuting) – 35,403 tonnes CO2e

### Water Management

- Total water withdrawal – 3,149 ML
- Total water discharged – 179 ML
- Total water consumption – 2,970 ML
- PTMSB plant has treated and recycled over 91 ML of recycled water

### Waste Management

- Total scheduled waste generated – 3,790MT
- FY2023 vs FY2022 – Increased by 2%
- Scheduled waste diverted from disposal – 99%
- Scheduled waste directed to disposal – 1%

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

### Safety & Health

- One fatality was recorded across the Group
- Total accidents – 185 cases, reduced by 7%
- LTI Frequency Rate – 1.59, decreased by 8%
- 149 reported cases of Unsafe Condition, Unsafe Act (UCUA) – 111 completed, 38 in progress

### Human Capital

- Total workforce across the Group – 39,610
- Average training hours per employee – 21.31
- Female Representative at Managerial level – 33%
- Voluntary turnover rate (%) – 9.7
- Special needs employee across the Group – 72

### Corporate Responsibility

- Community outreach programmes – 69
- More than RM2.5 million was invested in community programme
- Financial assistance programme – 148
- More than 12,422 benefited from the programmes

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

- RM14.8 billion (52.2%) VBI Financing over Total Financing Asset by BMMB

### Procurement Practices

- Total Active Suppliers – 8,561
  - 95% local, 5% foreign
- Total Spending on Suppliers – RM 8.53 billion
  - 80% local, 20% foreign

# Thank You

INVESTOR RELATIONS

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



+603 2052 8194 / 8157



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