CHART
1



ComfortDelGro Corporation Limited

FY2010 Result Media Briefing

14 February 2011

CHART
2

Financial Overview



CHART 3

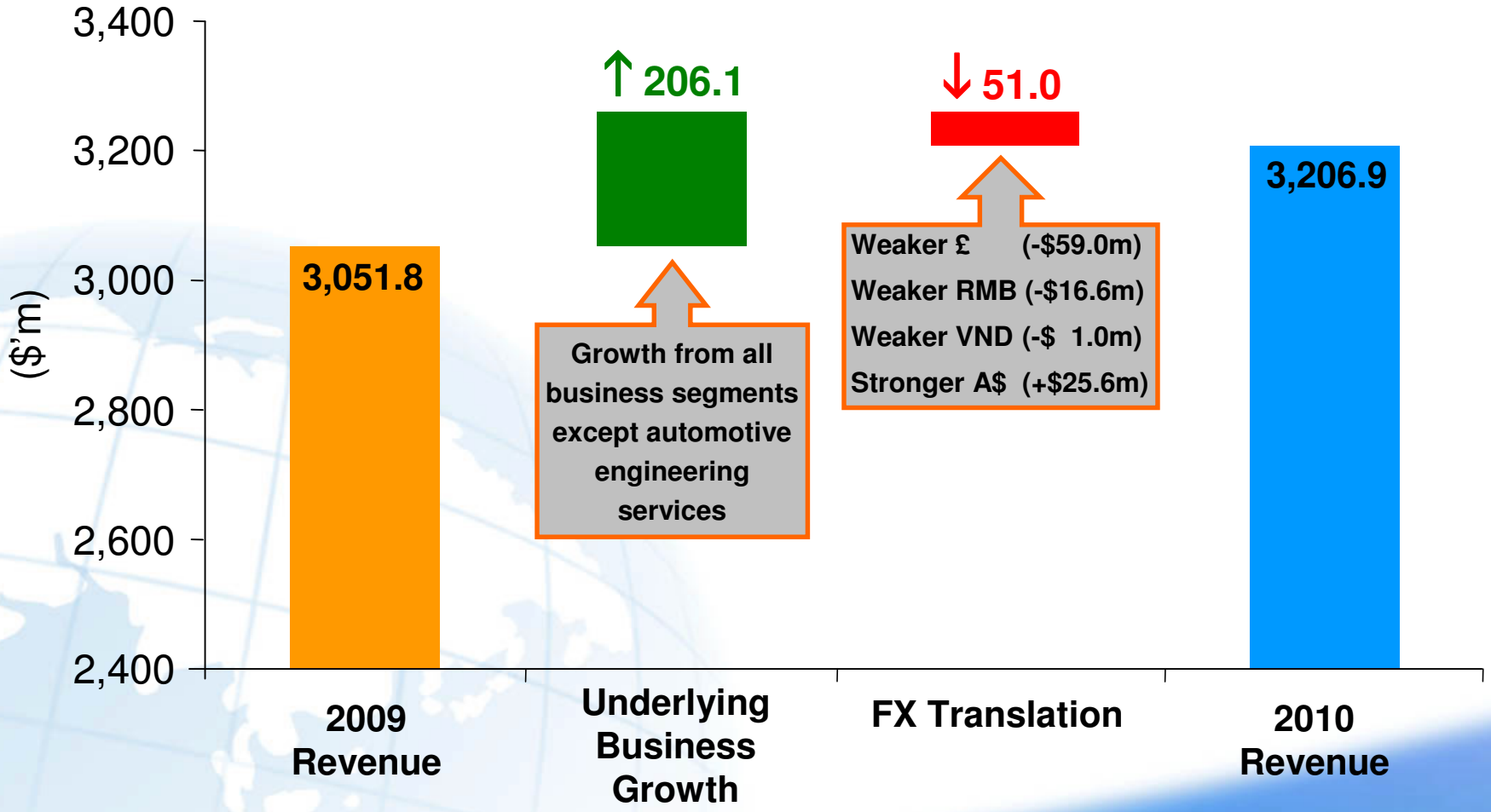
Key Financial Highlights

	Increase	2010 $'m	2009 $'m
Revenue ↑	$155.1m / 5.1%	3,206.9	3,051.8
Op expenses ↑	$116.6m / 4.3%	(2,818.5)	(2,701.9)
Op profit ↑	$38.5m / 11.0%	388.4	349.9
Shareholders' Net Profit ↑	$9.0m / 4.1%	228.5	219.5
EBITDA ↑	$49.5m / 7.9%	679.3	629.8
EPS ↑	0.43¢ / 4.1%	10.95¢	10.52¢

ComfortDelGro

CHART 4

Revenue was $155.1m or 5.1% higher due to broad-based growth



ComfortDelGro

CHART 5

Operating expenses were $116.6m or 4.3% higher due to increases in contract services, staff costs and fuel-related costs, mitigated by positive FX translation effect of $48.4m

- **Contract services**
  - Higher payments to taxi drivers in-line with revenue increase
- **Staff costs**
  - Lower Jobs Credit in 2010; growth in bus services
- **Fuel & electricity cost**
- **FX translation**
  - Stronger A$ but weaker £, RMB and VND produced a positive FX translation effect of $48.4m

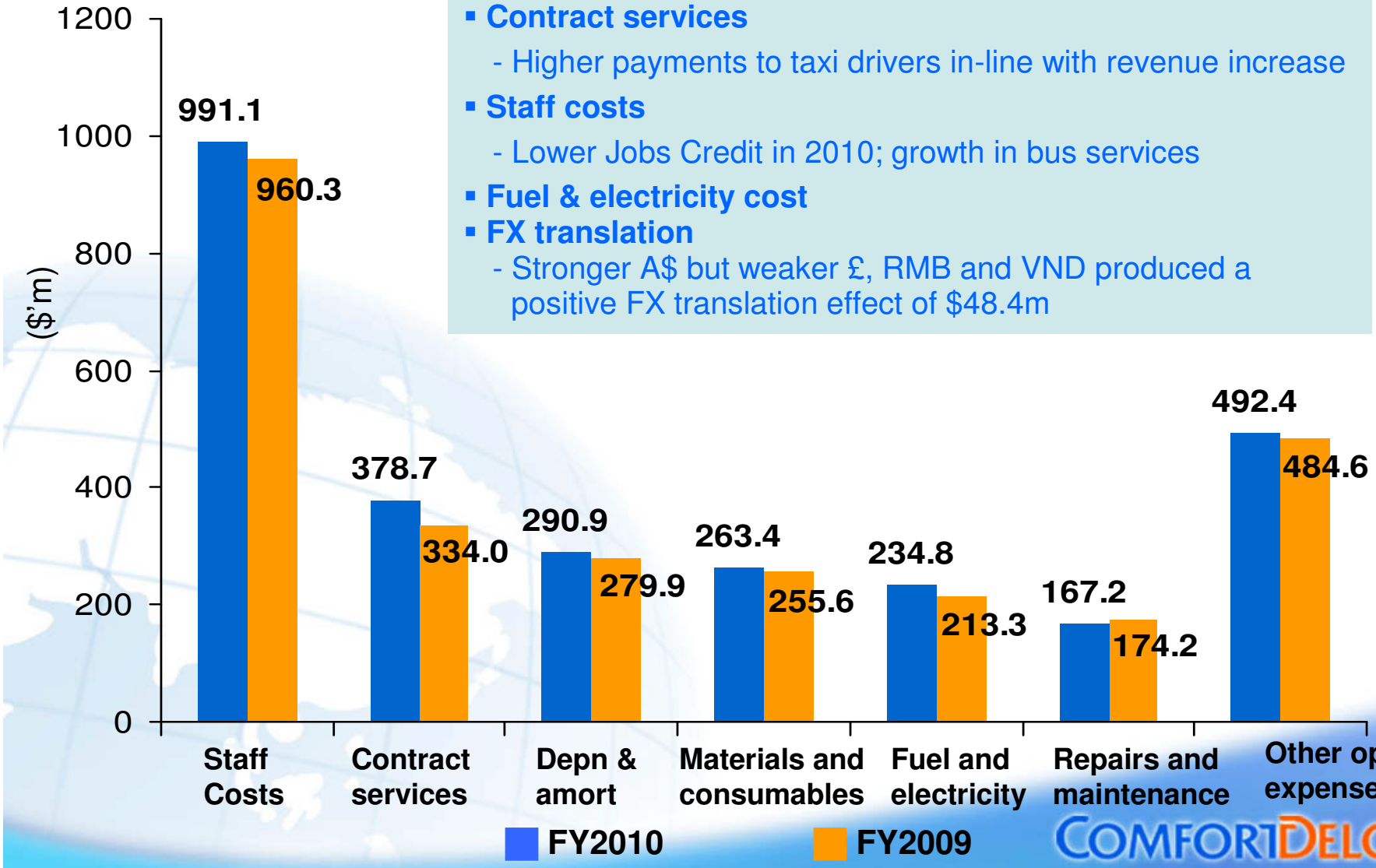
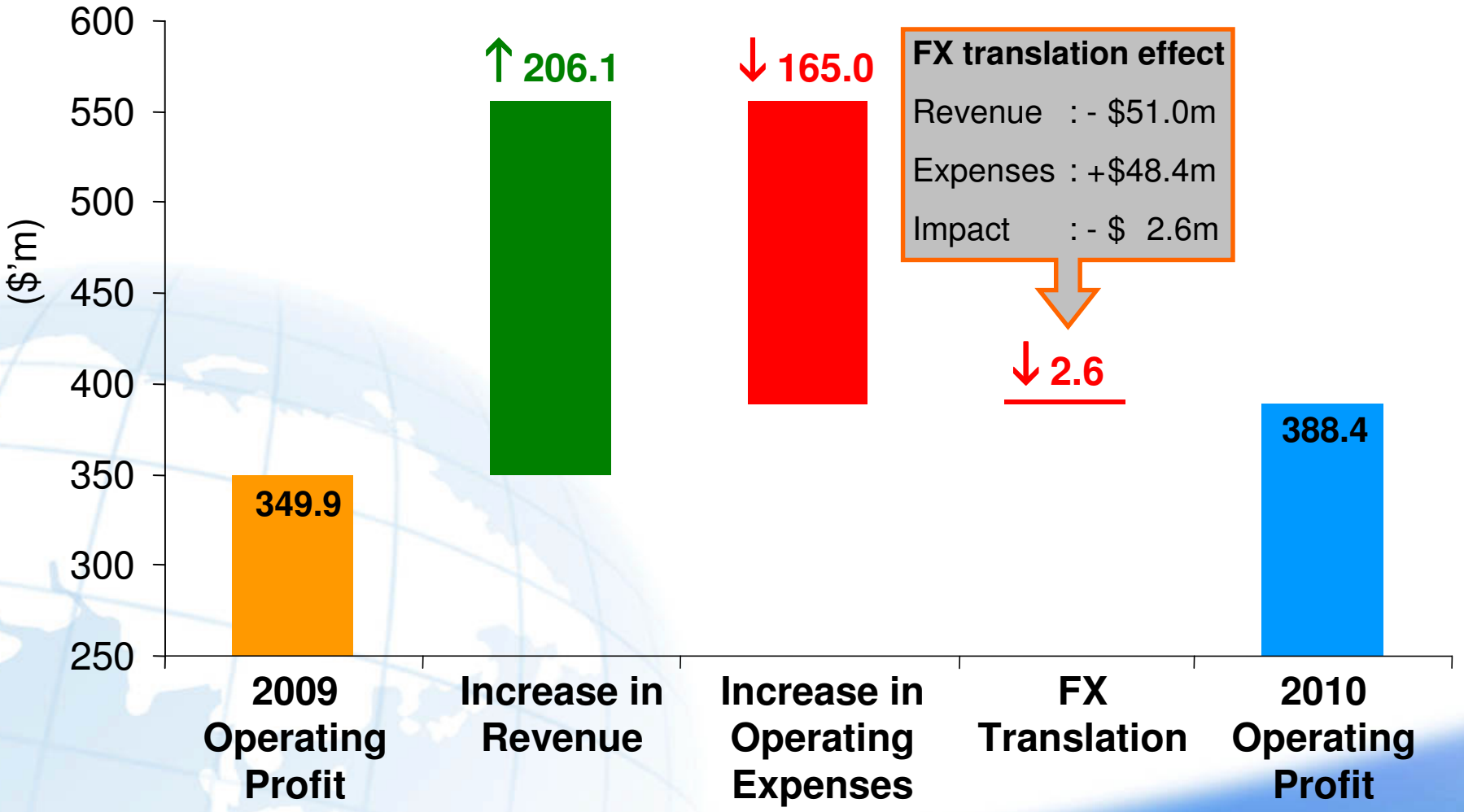


CHART 6

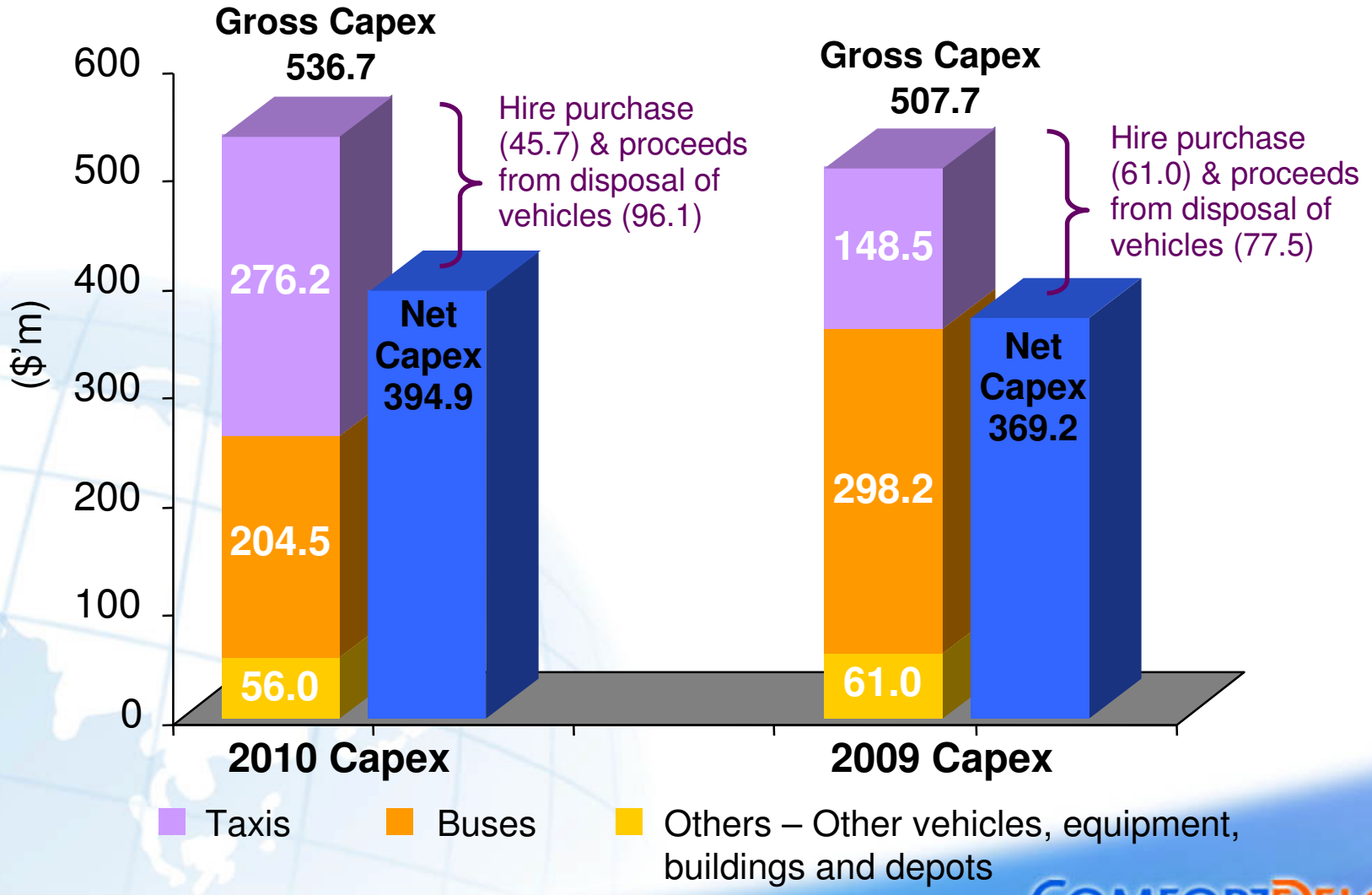
Operating profit was $38.5m or 11.0% higher
Operating profit margin improved from 11.5% to 12.1%



COMFORTDELGRO

CHART 7

Investing for growth



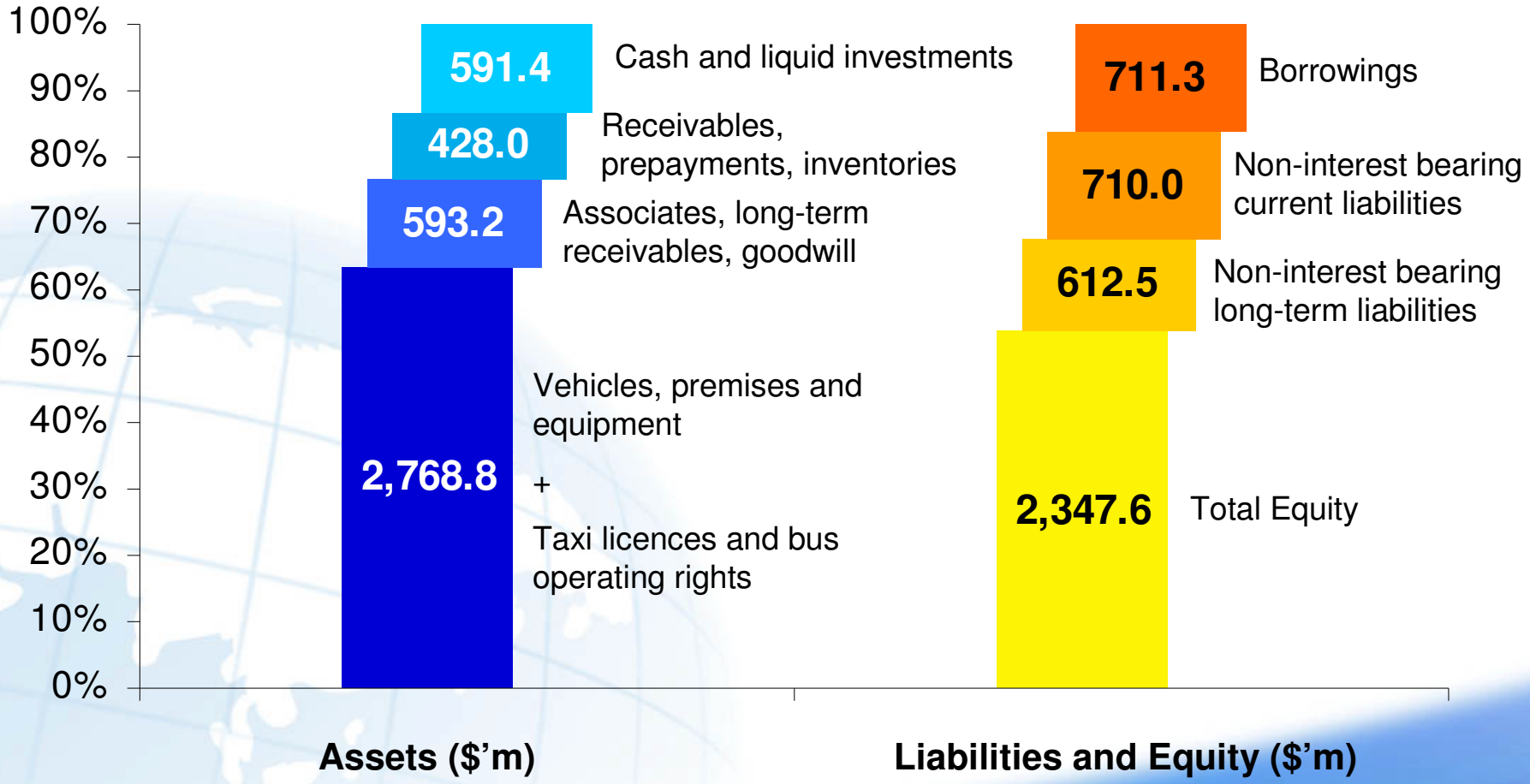
ComfortDelGro

CHART 8

Financial Position Remains Strong

Gross Gearing: 30.3%

Net Gearing: 5.1%

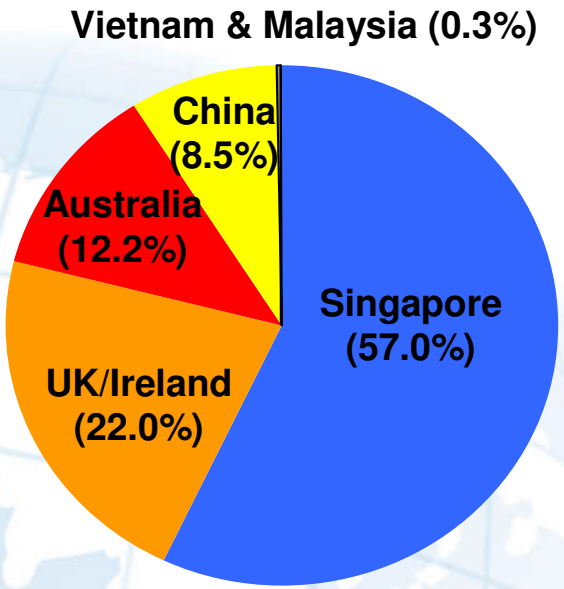


(As at 31 December 2010)

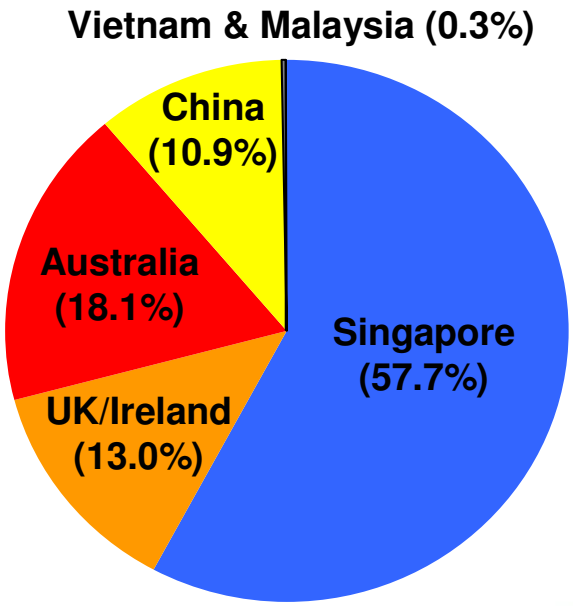
ComfortDelGro

CHART 9 — Overseas contribution to Group Revenue of 43.0% and Operating Profit of 42.3%

Group Revenue



Group Operating Profit



ComfortDelGro

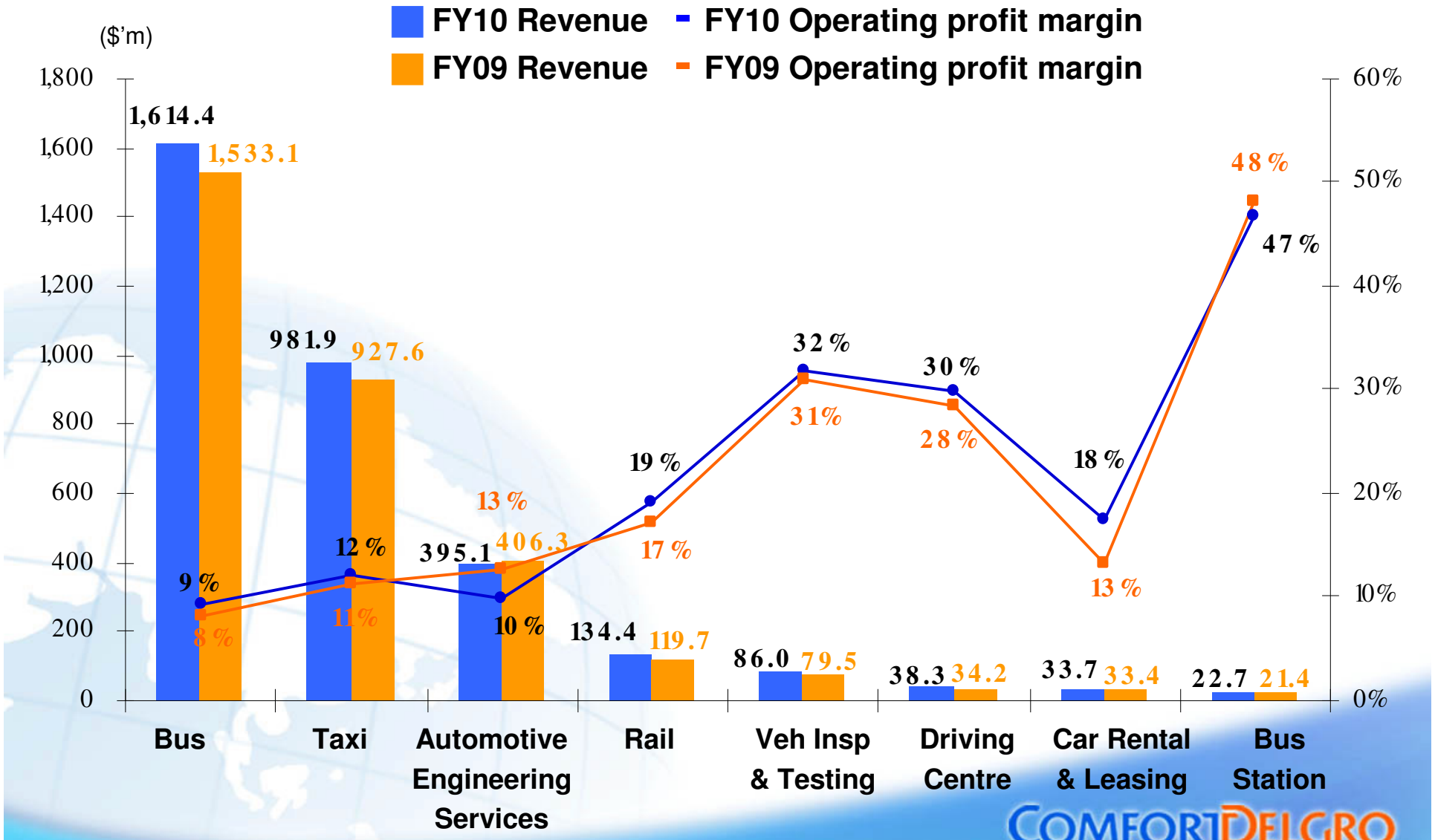
CHART
10

Business Segments



CHART 11

Business Segments



Outlook

CHART 13

Growth Highlights



Taxi Business - Singapore

– Replaced with 3,600 auto-transmission Hyundai Sonata taxis in 2010

– Cashless transaction exceeded $175m in 2010

Bus Business - Singapore

– SBS Transit continued its fleet renewal with around 230 buses delivered in 2010



Taxi Business - China

– Addition of 65 taxi licences in Nanning and 50 taxi licences in Suzhou

– Awarded 800 new taxi licences from Chengdu Municipal Government in Jan 2011



Bus Business - Australia

– Fleet grew by 120 buses in News South Wales and Victoria in 2010

– Bidding for some bus routes in Adelaide

Taxi Business - Australia

– Completion of acquisition of Swan Taxis in Perth (Oct 2010)



Bus Business - UK

– Cricklewood central engineering logistics facility became fully operational. Retained all routes that came out for tender in 2010

– Review of Bus Service Operators Grant was settled more favourably compared to market expectations

– Business class “Comfort Cars” service introduced in London’s Private Hire Business

– Scottish Citylink launched a special Gold Express Service

– Demand for taxi services at ComCab Aberdeen picked up

ComfortDelGro

CHART 14

Outlook : Given the inflationary pressures in the countries we are in, managing the costs of our operations including fuel and electricity effectively will be challenging

Segments	Revenue Expectation
Bus	**Singapore, Australia** : Increase **China**: Maintain **UK**: Decrease
Rail	Increase
Bus Station	Maintain
Taxi	**Singapore**: Increase **UK, China, Vietnam**: Maintain
Automotive Engineering Services	Increase
Driving Centre	**Singapore, China**: Maintain
Vehicle Inspection and Testing	**Singapore**: Increase
Car Rental and Leasing	Maintain

ComfortDelGro

Thank You