

Chart 1

# COMFORTDELGRO CORPORATION LIMITED

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2Q2019 Financial Results Presentation

13 Aug 2019

COMFORTDELGRO

Chart 2

# REVIEW OF FINANCIAL RESULTS

Chart 3

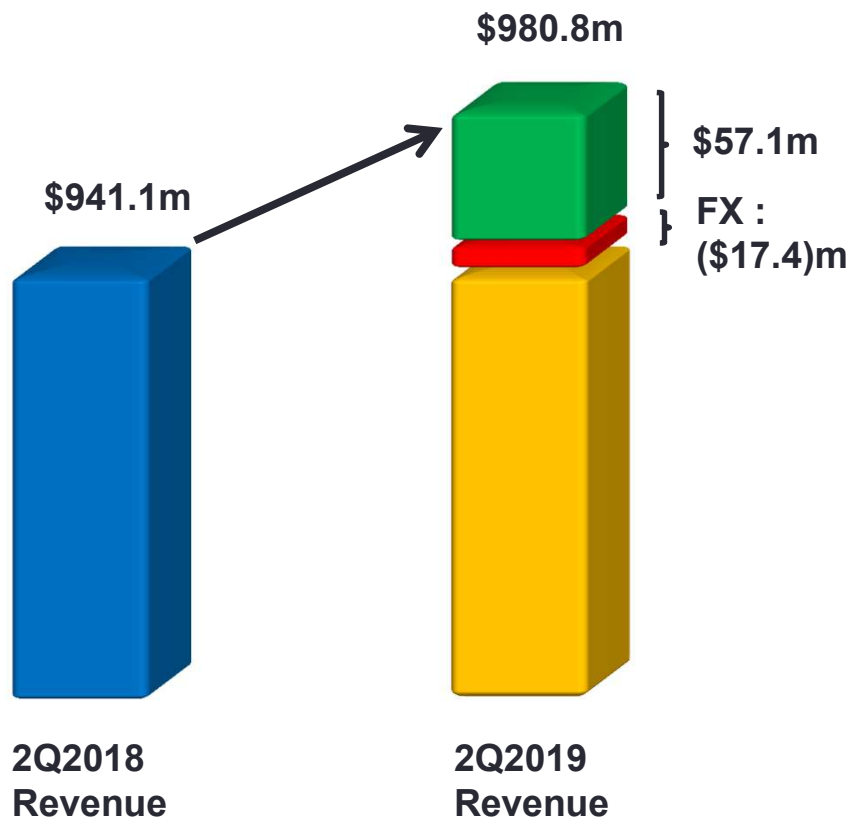
## Financial Summary

	2Q2019	2Q2018	Incr/(Decr)
<b>Revenue(\$'m)</b>	980.8	941.1	39.7 / 4.2%
<b>Op Costs(\$'m)*</b>	865.8	831.6	34.2 / 4.1%
<b>Op Profit(\$'m)</b>	115.0	109.5	5.5 / 5.0%
<b>Net Profit(\$'m)</b>	75.9	75.0	0.9 / 1.2%
<b>EBITDA(\$'m)</b>	221.6	206.9	14.7 / 7.1%
<b>EPS(Cents)</b>	3.51	3.47	0.04 / 1.2%

\* Incorporates the effect of adoption of SFRS(I) 16 Leases from 1 January 2019

Chart 4

## Revenue Increased by 4.2%



### Increase in Revenue from :

BAU	\$10.9m
FX Impact	<u>(\$15.8)m</u>
	<u>(\$4.9)m</u>
New Acquisitions	\$46.2m
FX Impact	<u>(\$1.6)m</u>
	<u>\$44.6m</u>
Net increase	<u><u>\$39.7m</u></u>

### Forex Impact

AUD	(\$7.7)m
GBP	(\$7.7)m
RMB	(\$1.8)m
EUR	<u>(\$0.2)m</u>
	<u><u>(\$17.4)m</u></u>

Chart 5

## Operating Costs Increased by 4.1%

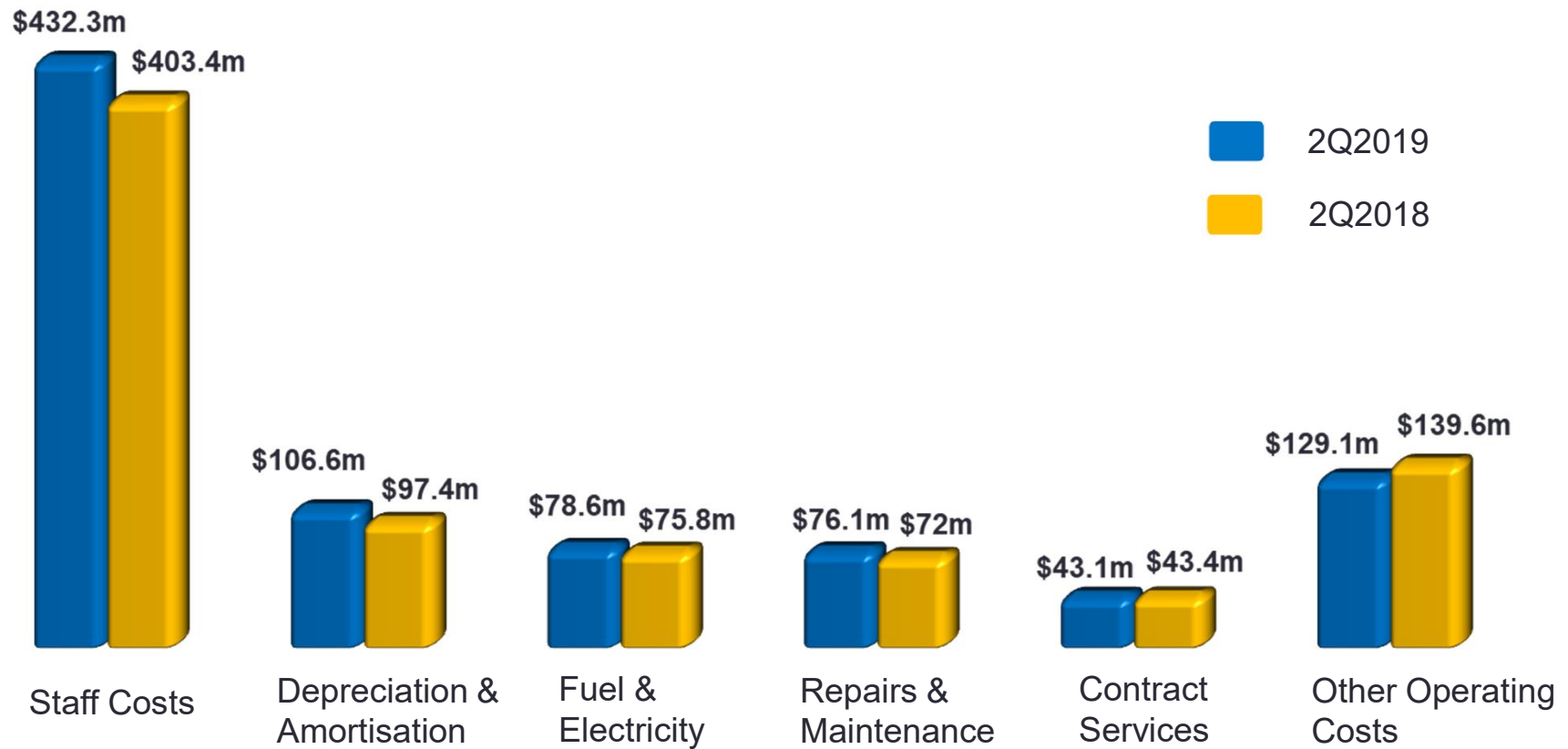
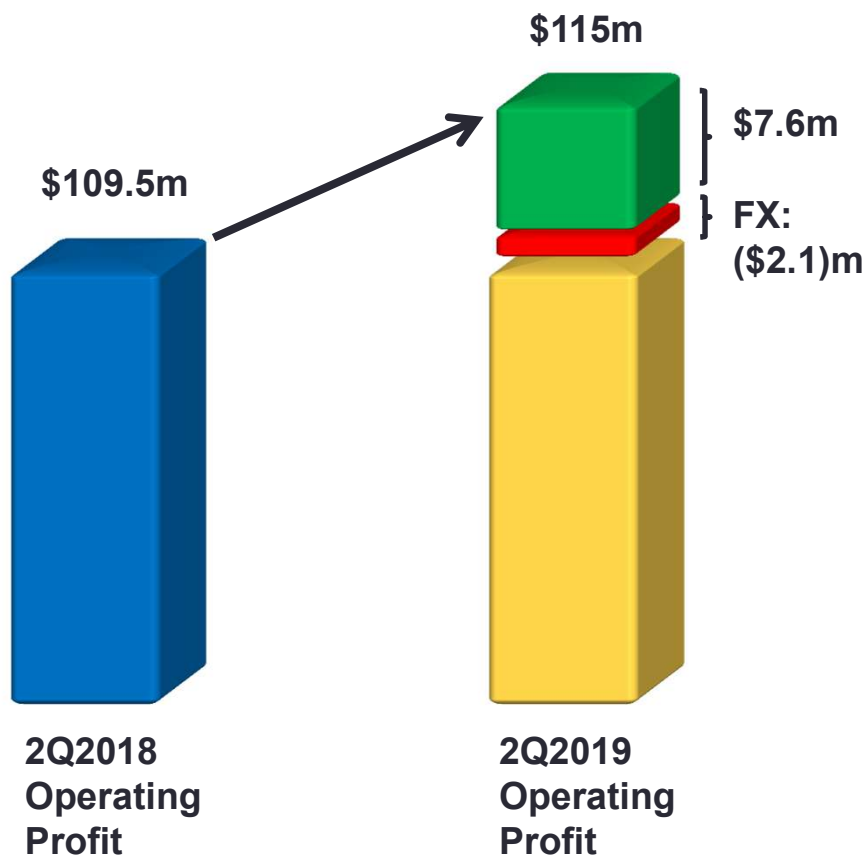


Chart 6

## Operating Profit Increased by 5%



### Increase in Operating Profit from :

BAU	(\$0.8)m
FX Impact	<u>(\$2)m</u>
	<u>(\$2.8)m</u>

New Acquisitions	\$8.4m
FX Impact	<u>(\$0.1)m</u>
	<u>\$8.3m</u>

Net increase	<u><u>\$5.5m</u></u>
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### Net Forex Impact

Revenue FX	(\$17.4)m
Operating Costs FX	<u>\$15.3m</u>
Net FX impact	<u><u>(\$2.1)m</u></u>

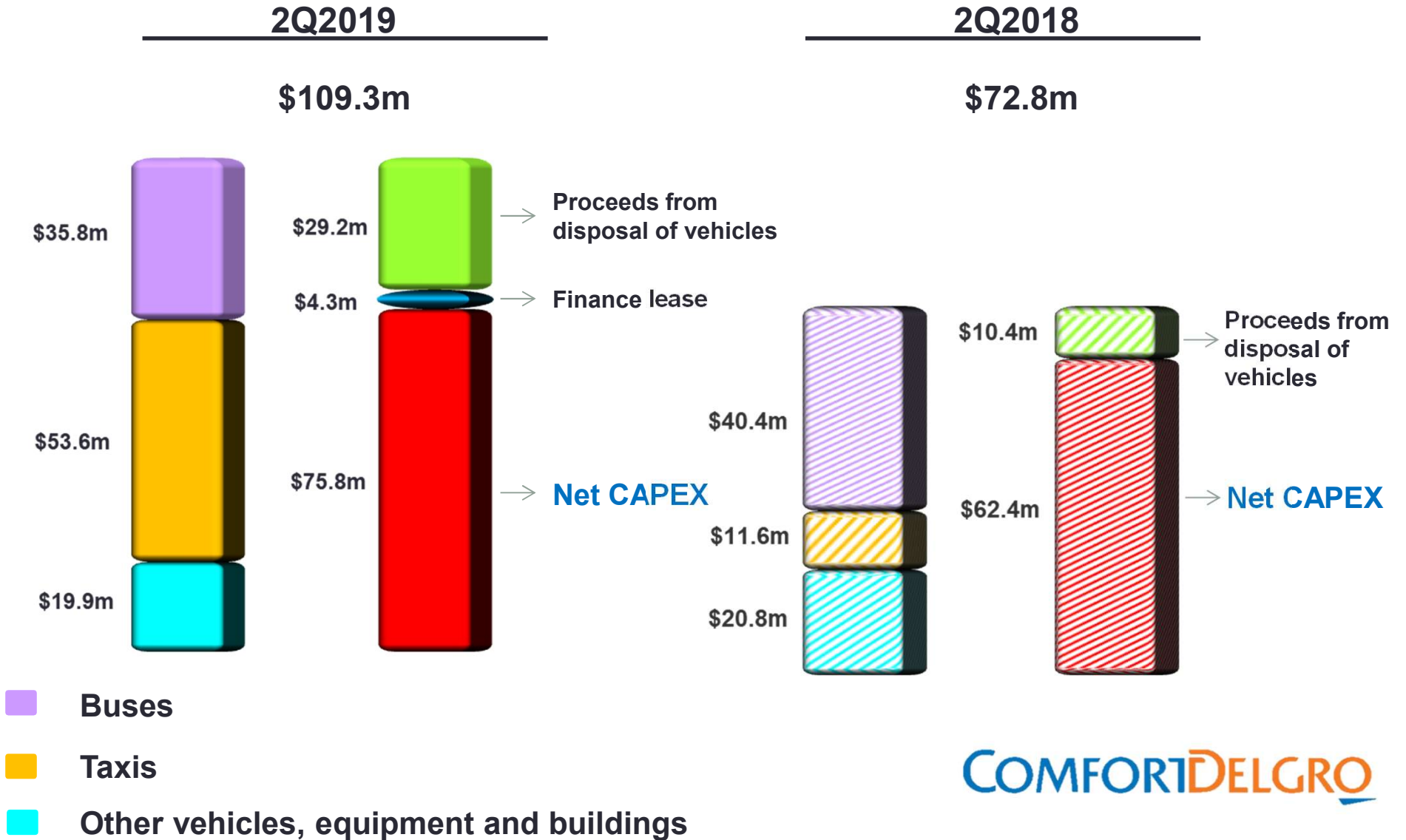
## Chart 7

# Financial Position Remains Strong

	Jun 19	Dec 18	Incr/(Decr)
Cash and short-term deposits	\$553.2m	\$586.1m	(\$32.9)m / (5.6%)
Borrowings	\$637.4m	\$569.9m	\$67.5m / 11.8%
Net (Debt) / Cash	(\$84.2)m	\$16.2m	(\$100.4)m / NM
Gross Gearing	21.4%	18.8%	2.6% points

Chart 8

# CAPEX in 2Q2019





## Chart 9

# Cash Generation

	2Q2019 (\$'m)
<b>Cash Generated from Operations</b>	<b>180.9</b>
<u>Utilisation of Cash :</u>	
Net CAPEX	(75.8)
Dividends	(153.3)
Acquisitions of subsidiaries	(28.0)
Others	(36.8)
<b>Total Utilisation of Cash</b>	<b>(113.0)</b>
<b>Net increase in Borrowings</b>	<b>43.1</b>
<b>Net Cash Outflow</b>	<b>(69.9)</b>

Chart 10

## Group Revenue by Geographical Region

Overseas Contribution of 42.7%

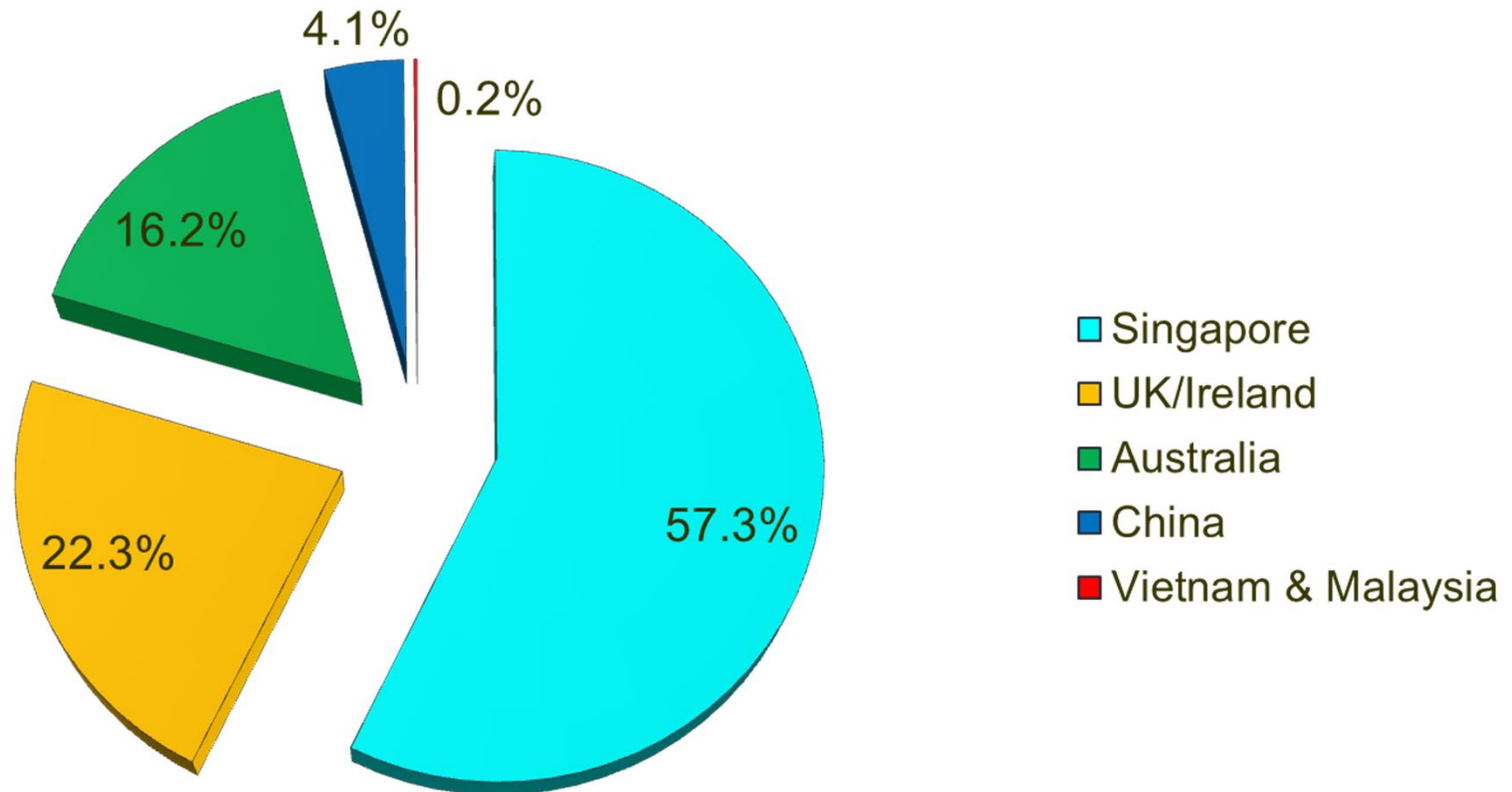


Chart 11

## Group Operating Profit by Geographical Region

Overseas Contribution of 37.1%

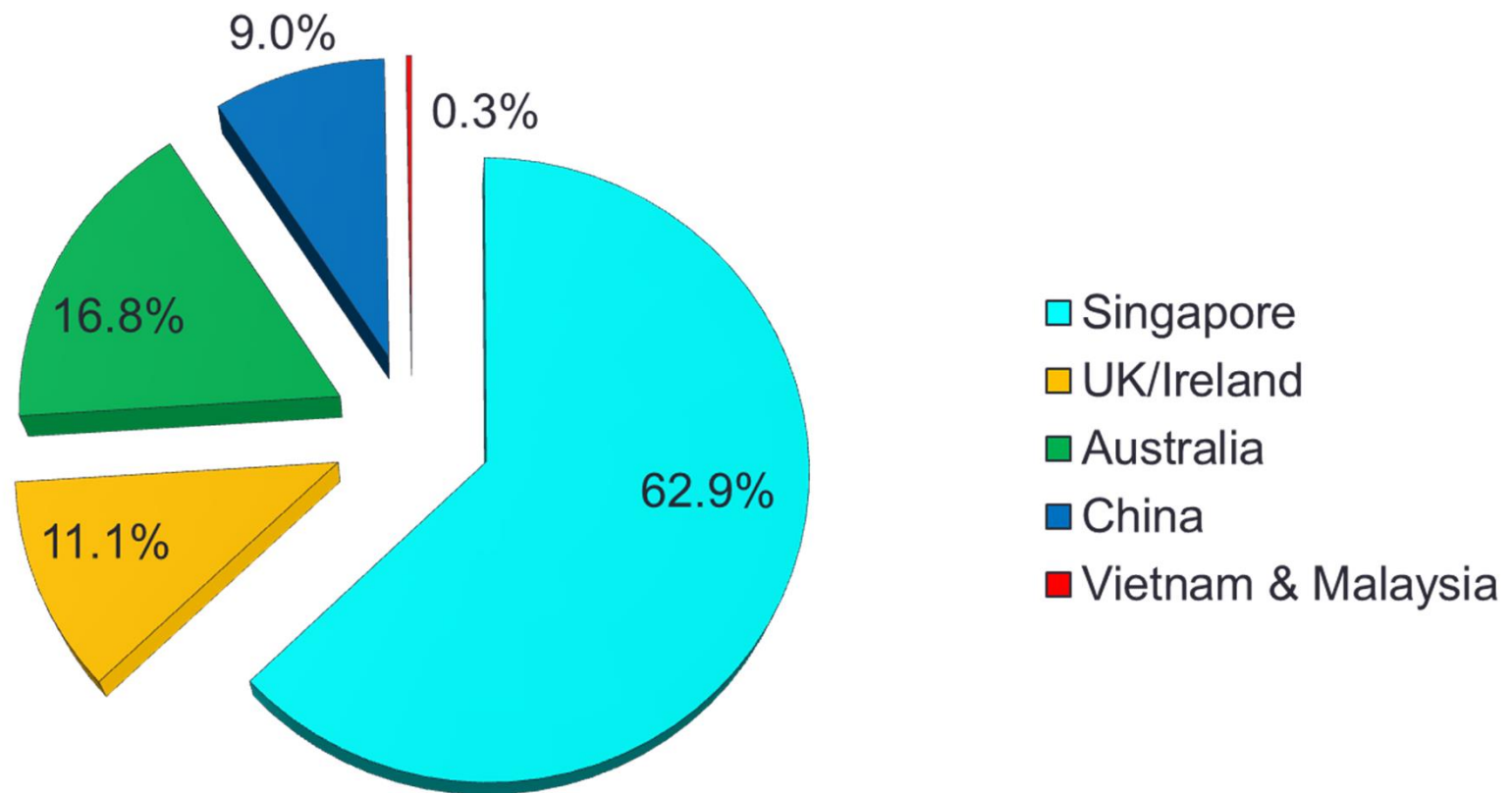


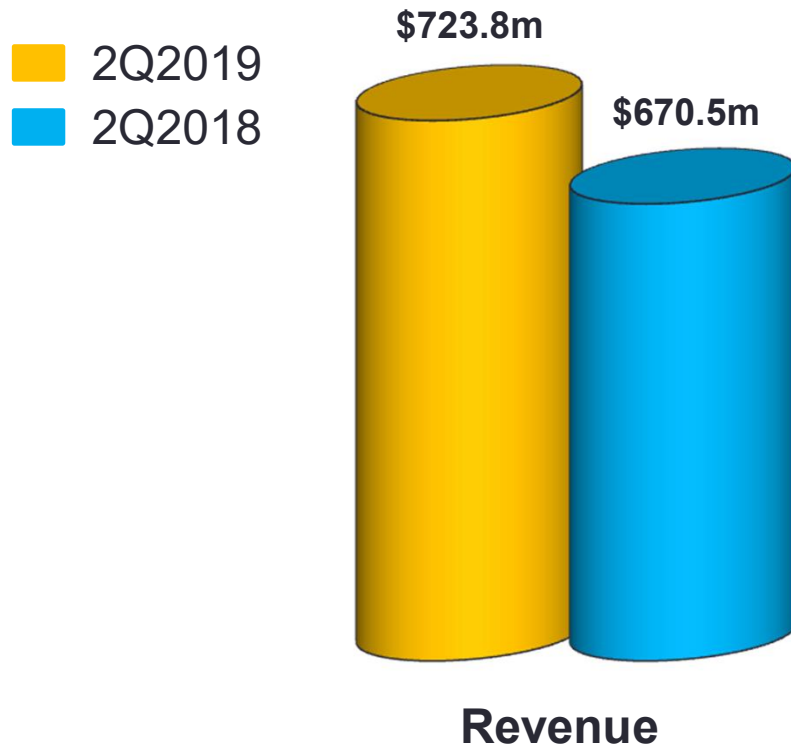
Chart 12

# PERFORMANCE BY BUSINESS SEGMENTS

## Chart 13

# Public Transport Services Business

## Increase in Revenue of \$53.3m (New Acquisitions - \$42.6m, BAU - \$10.7m )

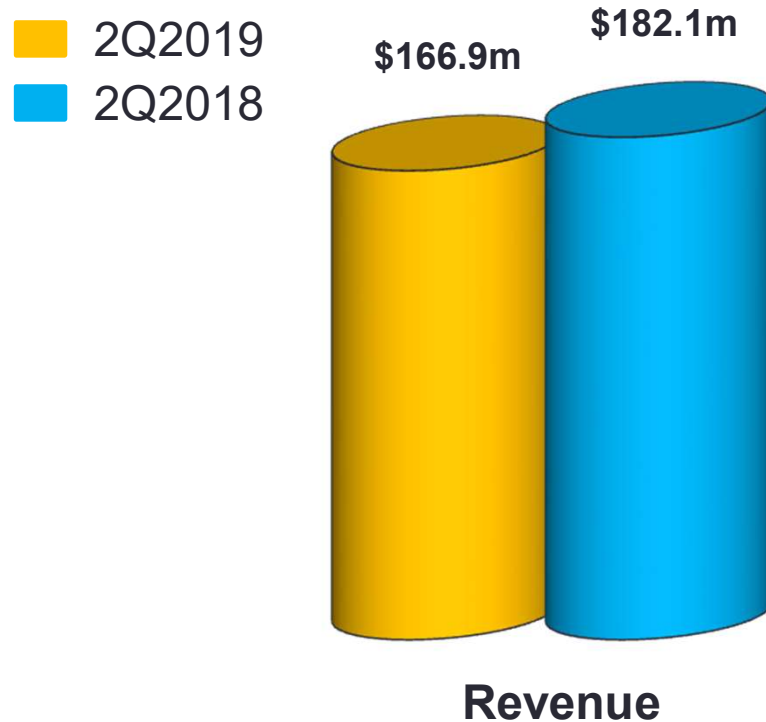


- Increase in SBS Transit's Bus revenue from higher mileage operated
- Increase in SBS Transit's Rail revenue mainly from higher ridership on DTL, NEL and LRT and higher average fare following the 4.3% fare increase effective 29 December 2018
- Increase in revenue in Australia from the acquisition of Tullamarine Bus Lines, National Patient Transport, Coastal Liner, Forest Coach Lines, Buslink and B&E Blanch, contract growth and indexation, eroded by the unfavourable foreign currency translation from the weaker A\$
- Lower revenue in the UK due to the weaker £

## Chart 14

### Taxi Business

Decrease in Revenue of \$15.2m  
( BAU - (\$16.8m) , New Acquisitions - \$1.6m )

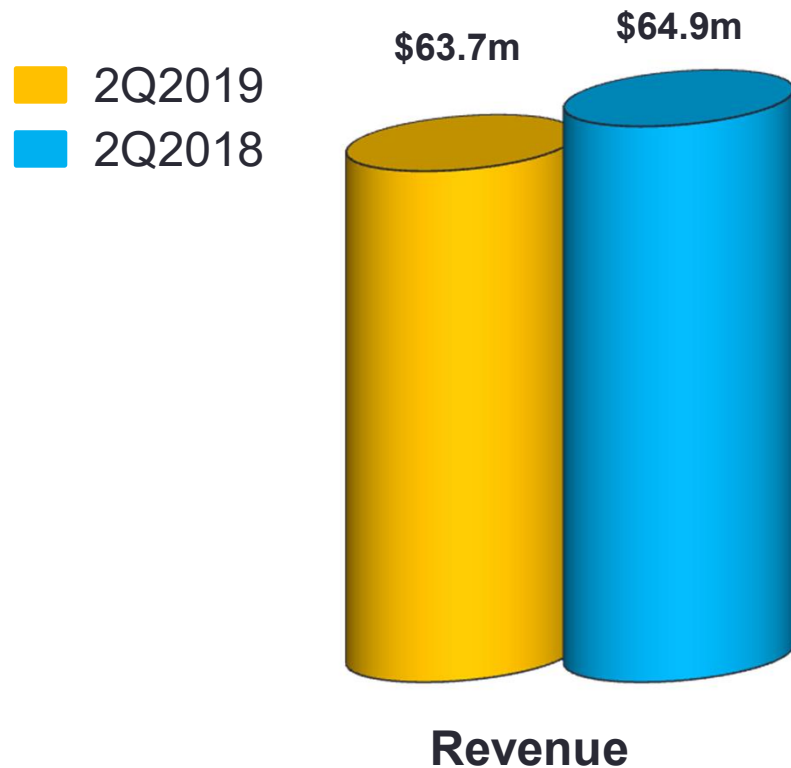


- Smaller fleet in Singapore
- Decrease in revenue in UK offset by contribution from the acquisition of Dial-a-Cab
- Decrease in revenue in Australia from a smaller fleet and unfavourable currency translation from the weaker A\$
- Decrease in revenue in China from lower number of double shift taxis in Beijing and lower government subsidy for vehicle replacement, compounded by an unfavourable currency translation from the weaker RMB

Chart 15

## Automotive Engineering Services Business

Decrease in Revenue of \$1.2m

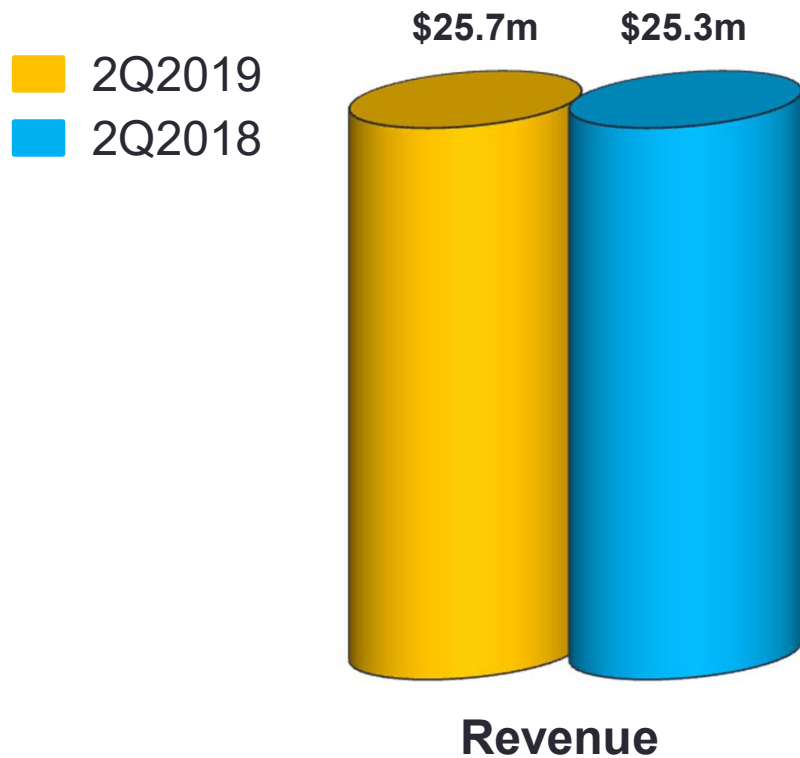


- Decrease in revenue from lower fuel sales and lower maintenance and repairs from a reduced taxi fleet

Chart 16

## Inspection & Testing Services Business

Increase in Revenue of \$0.4m

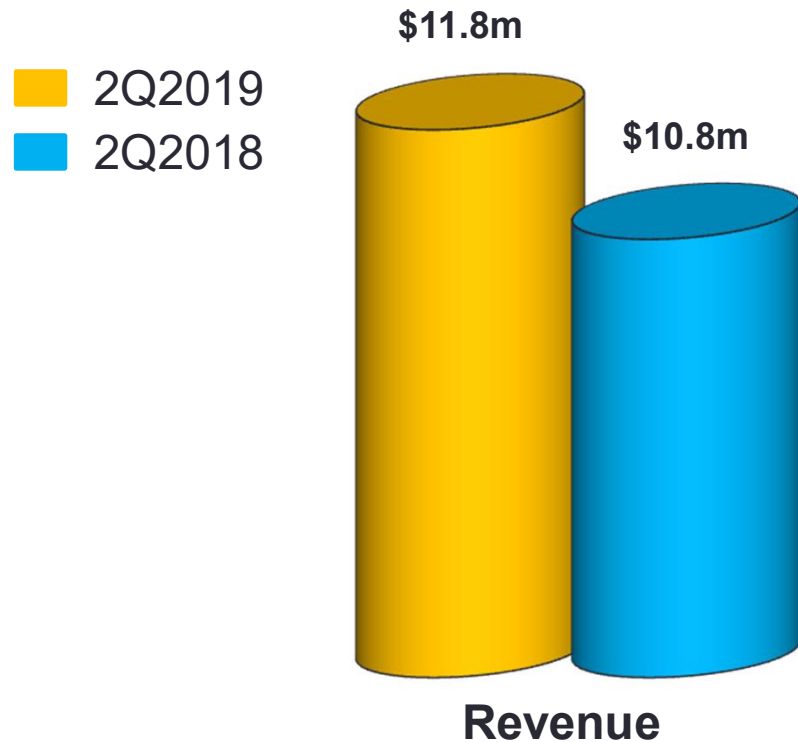


- Better performance by VICOM Ltd in Singapore



## Chart 17

# Driving Centre Business Increase in Revenue of \$1m

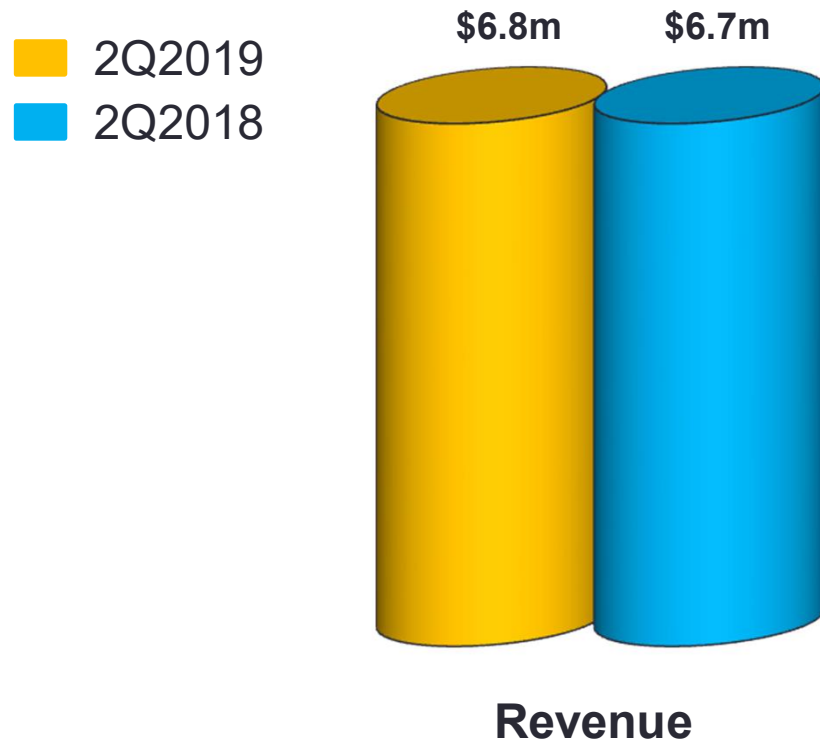


- Higher contribution from Singapore and commencement of the new driving school in Nanjing

## Chart 18

# Car Rental & Leasing Business

## Increase in Revenue of \$0.1m

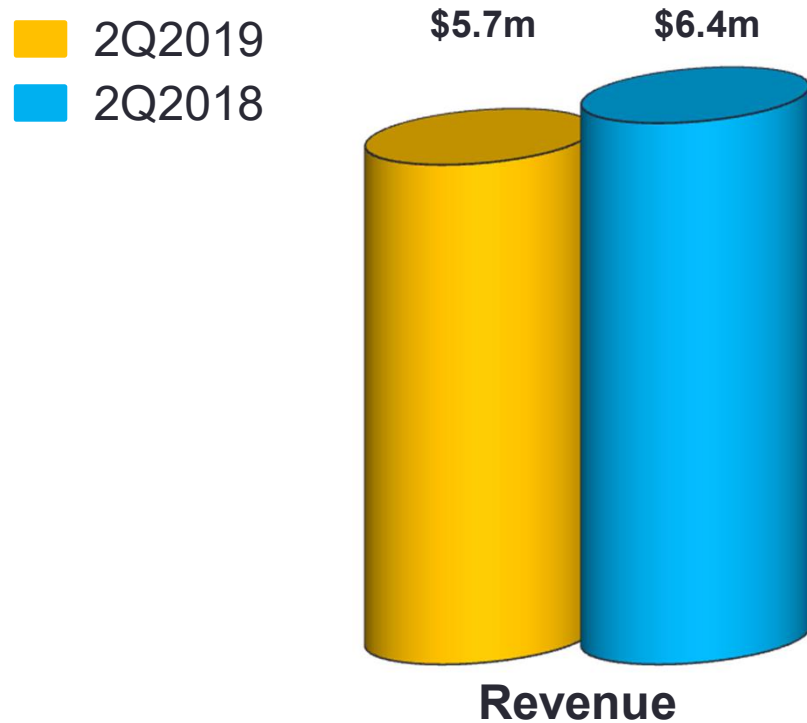


- Stable revenue in Singapore

## Chart 19

# Bus Station Business

## Decrease in Revenue of \$0.7m



- Decrease in revenue due to lower ridership from competition from the expanding high speed rail network

## Chart 20

# Dividend

	<b>FY 19</b> (cents)	<b>FY 18</b> (cents)
<b>Interim dividend</b>	<b>4.50</b>	<b>4.35</b>
<b>Payout Ratio</b>	<b>66.6%</b>	<b>66.7%</b>

**The dividend policy is to pay out at least 50% of net profit.**

(a) ComfortDelGro share price of \$2.66 on 28 Jun 2019

(b) ComfortDelGro share price of \$2.35 on 29 Jun 2018

Chart 21

# BUSINESS OUTLOOK

Chart 22

## Business Outlook

<u>Business Segments</u>	<u>Revenue Outlook</u>
Public Transport Services	Singapore : Increase Australia : Increase UK : Maintain
Taxi	Decrease
Automotive Engineering Services	Maintain
Inspection & Testing Services	Maintain
Driving Centre	Maintain
Car Rental & Leasing	Decrease

The Group will continue to pursue growth through acquisitions and investments in new technology in the mobility space while transforming and building capabilities to strengthen its existing businesses.

Chart 23

**THANK YOU.**

## Appendix - Group Income Statement for 2<sup>nd</sup> Quarter Ended 30 June 2019

	Group					
	2nd Qtr	2nd Qtr	Incr /	1st Half	1st Half	Incr /
	2019	2018	(Decr)	2019	2018	(Decr)
	\$'m	\$'m	%	\$'m	\$'m	%
<b>Revenue</b>	980.8	941.1	4.2	1,928.1	1,819.9	5.9
Staff costs	432.3	403.4	7.2	852.7	786.5	8.4
Depreciation and amortisation *	106.6	97.4	9.4	212.3	195.3	8.7
Fuel and electricity costs	78.6	75.8	3.7	149.4	139.5	7.1
Repairs and maintenance costs	76.1	72.0	5.7	147.2	140.0	5.1
Contract services	43.1	43.4	(0.7)	82.6	80.1	3.1
Materials and consumables costs	31.9	32.8	(2.7)	62.9	63.2	(0.5)
Insurance premiums and accident claims	24.7	25.2	(2.0)	50.1	49.0	2.2
Road tax	20.8	24.5	(15.1)	44.5	48.9	(9.0)
Premises costs *	18.9	25.4	(25.6)	38.1	50.0	(23.8)
Advertising production and promotion costs *	6.1	5.5	10.9	11.2	10.8	3.7
Utilities and communication costs	5.4	5.2	3.8	10.7	10.3	3.9
Other operating costs *	21.3	21.0	1.4	44.0	41.1	7.1
<b>Total Operating Costs</b>	<u>865.8</u>	<u>831.6</u>	4.1	<u>1,705.7</u>	<u>1,614.7</u>	5.6
<b>Operating Profit</b>	115.0	109.5	5.0	222.4	205.2	8.4
Net Income from Investments	2.4	2.7	(11.1)	5.8	5.9	(1.7)
Finance Costs	(5.4)	(2.6)	N.M.	(10.9)	(5.1)	N.M.
<b>Profit before Taxation</b>	112.0	109.6	2.2	217.3	206.0	5.5
Taxation	(21.9)	(21.2)	3.3	(43.9)	(39.0)	12.6
<b>Profit after Taxation</b>	<u>90.1</u>	<u>88.4</u>	1.9	<u>173.4</u>	<u>167.0</u>	3.8
Attributable to :						
<b>Shareholders of the Company</b>	<b>75.9</b>	<b>75.0</b>	<b>1.2</b>	<b>146.3</b>	<b>141.3</b>	<b>3.5</b>
Non-Controlling Interests	14.2	13.4	6.0	27.1	25.7	5.4
	<u>90.1</u>	<u>88.4</u>	1.9	<u>173.4</u>	<u>167.0</u>	3.8

N.M. Not meaningful

\* Incorporates the effect of adoption of SFRS(I) 16 Leases from 1 January 2019