CHART 1

# COMFORTDELGRO

# ComfortDelGro Corporation Limited 3Q2015 Results

**13 November 2015** 



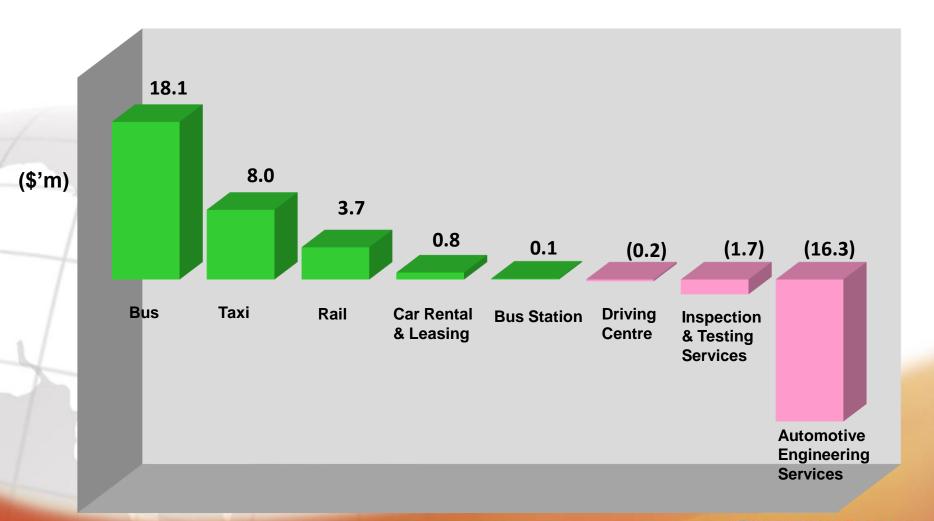
CHART 3

# **Key Financial Highlights**

	<u>Increase</u>	<u>3Q15 \$'m</u>	3Q14 \$'m
Revenue 1	\$10.5m / 1.0%	1,047.8	1,037.3
Op costs 1	\$5.4m / 0.6%	918.8	913.4
Op profit 1	\$5.1m / 4.1%	129.0	123.9
Net profit 1	\$4.4m / 5.4%	85.2	80.8
EBITDA T	\$13.8m / 6.5%	227.6	213.8
EPS 1	0.19¢ / 5.0%	3.97¢	3.78¢

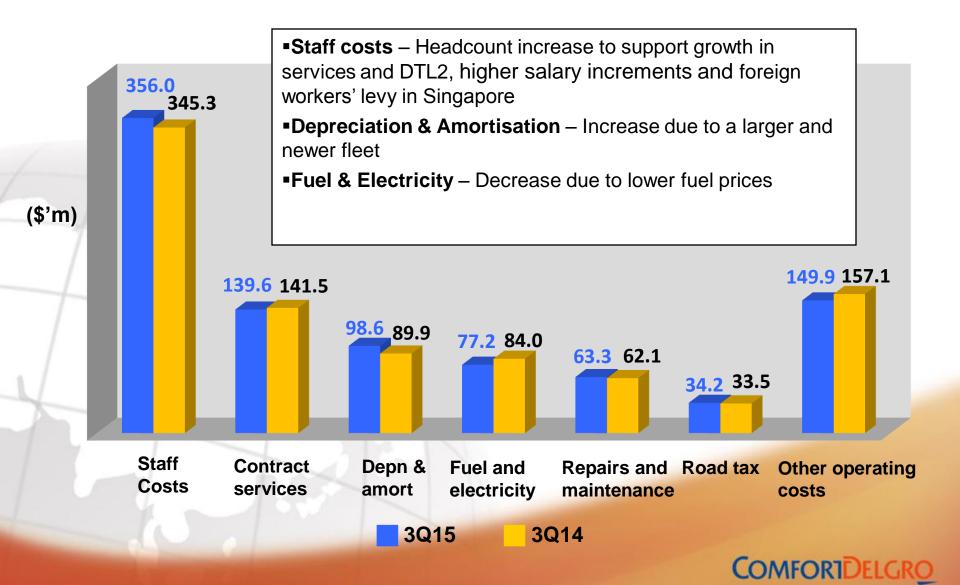


# Broad-based Revenue growth of \$10.5m or 1.0%





# Operating costs were higher by \$5.4m or 0.6%



# Growth in operating profit of \$5.1m or 4.1%

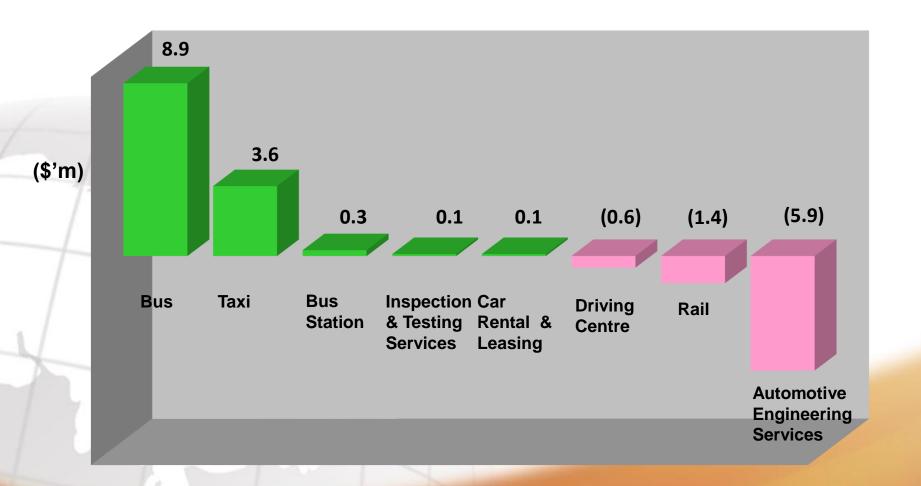




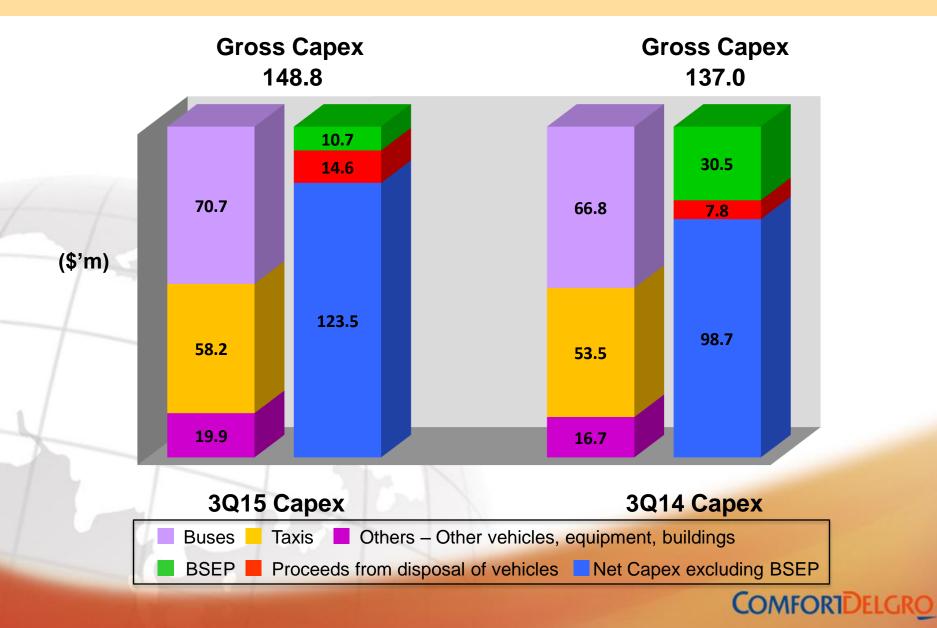
CHART 7

# **Financial Position Remains Strong**

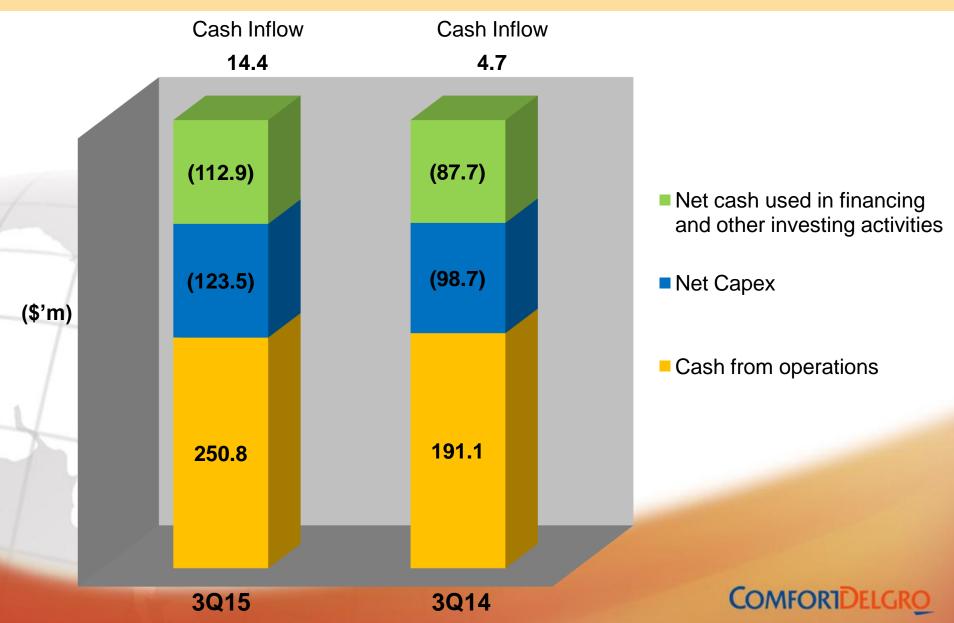
	Sep 15	Dec 14	Incr/(Decr)	
Cash and short-term deposits	\$761.9m	\$825.8m	\$(63.9)m	(7.7)%
Borrowings	\$758.2m	\$737.1m	\$21.1m	2.9%
Net Cash	\$3.7m	\$88.7m	\$(85.0)m	(95.8)%
Gross Gearing	25.9%	26.0%	(0.1)% points	



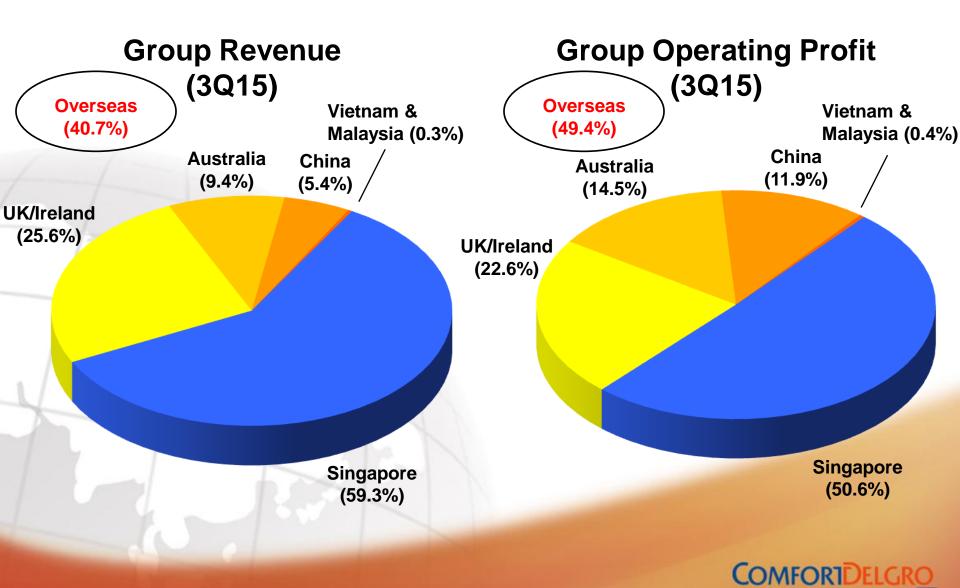
# **Investing for Sustainable Growth**



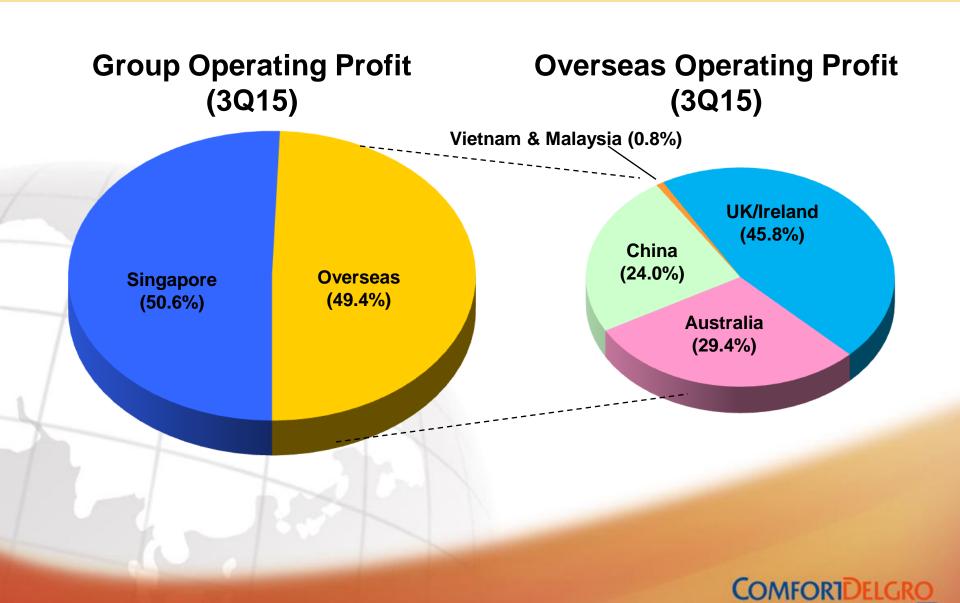
# **Net Cash Flow**



# CHART Overseas contribution to Group Revenue of 40.7% and Group Operating Profit of 49.4%



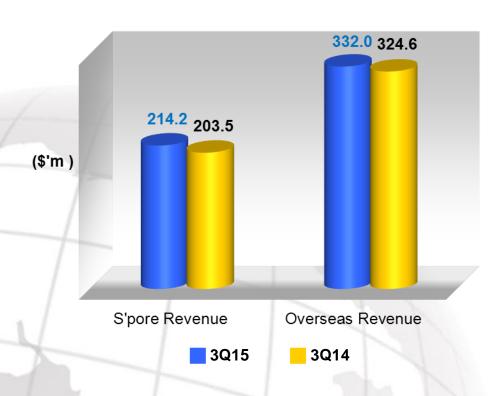
# **Overseas Operating Profit Contribution**



# **Business Segments**



#### **Bus Business**



#### **Singapore**

 Average daily bus ridership at SBS Transit increased by 2.0% generating higher revenue, boosted by higher average fares

#### UK

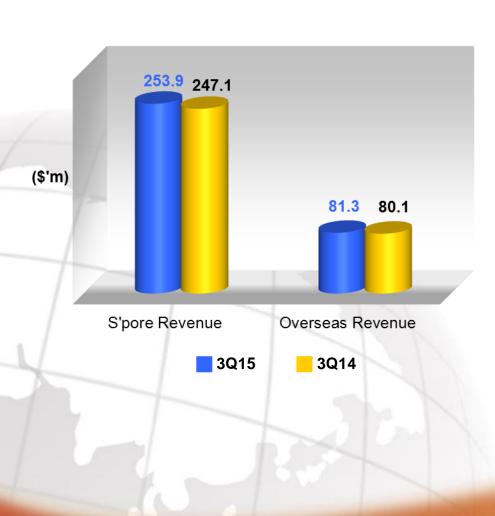
 Revenue increased due to the favourable currency translation of stronger £ and contribution from service enhancements

#### **Australia**

 Revenue decreased due to unfavourable currency translation of weaker A\$, offset by the contribution from the Blue Mountains bus services



#### **Taxi Business**



#### **Singapore**

 Higher rental from replacement of taxis, a larger operating fleet and a higher volume of cashless transactions

#### China

 Increase in revenue due mainly to the favourable currency translation of stronger RMB

#### UK

 Lower revenue from lesser taxi bookings reduced by the favourable currency translation of stronger £

#### **Australia**

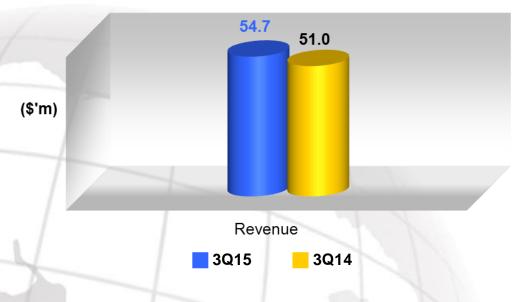
 Revenue impacted by the unfavourable currency translation of weaker A\$

#### **Vietnam**

- Stable revenue



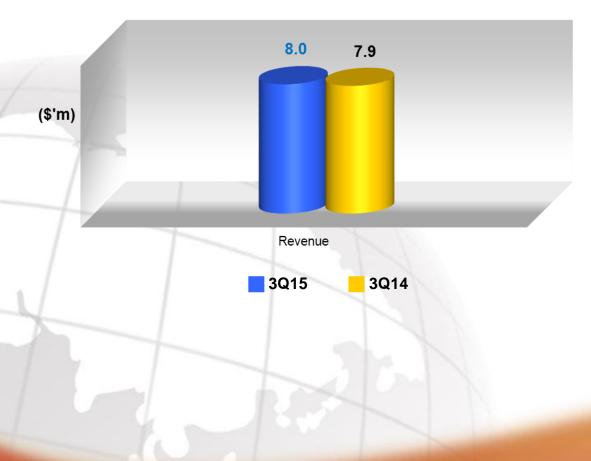
### **Rail Business**



- Average daily ridership on NEL increased by 4.2% to 549k and on LRT increased by 15.5% to 103k
- Average daily ridership on DTL1 of 78k
- Higher average fare



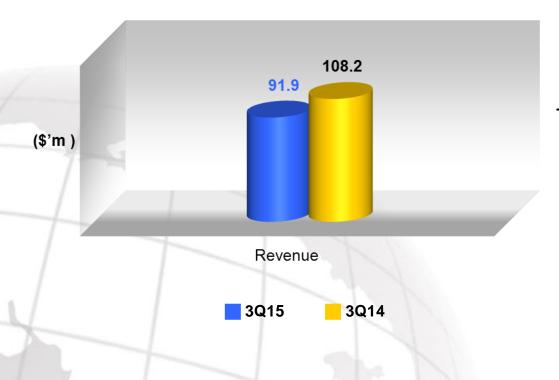
## **Bus Station Business**



 Higher revenue due mainly to the favourable currency translation of stronger RMB



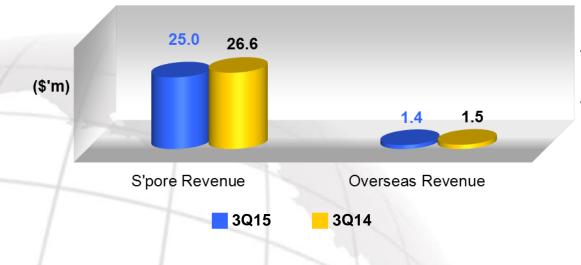
# **Automotive Engineering Services Business**



 Lower revenue due mainly to lower prices for the sale of diesel to taxi hirers



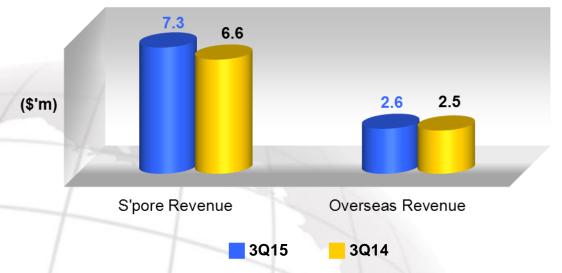
# **Inspection & Testing Services Business**



- Lower revenue from Singapore
- Overseas revenue from Beijing and Chengdu



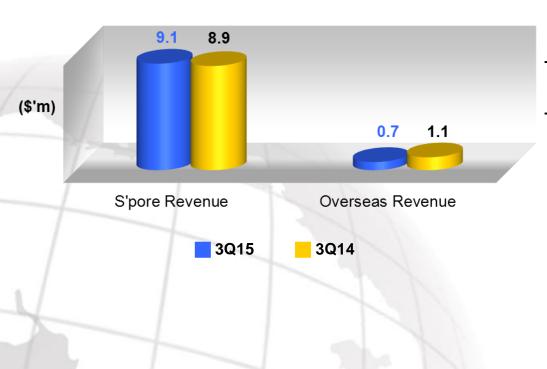
# **Car Rental & Leasing Business**



- Higher revenue in Singapore due to a larger fleet
- Overseas revenue from Malaysia,
  Chengdu and Nanning



# **Driving Centre Business**



- Increase in enrolment in Singapore
- Lower overseas revenue from Chengdu and Chongqing





# **Group Outlook**

<u>Segments</u>	Revenue Expectation
Bus	Increase
Rail	Increase
Bus Station	Maintain
Taxi	Increase
Automotive Engineering Services	Decrease
Driving Centre	Maintain
Inspection & Testing Services	Decrease
Car Rental & Leasing	Maintain





### **Appendix**

### - Group Income Statement for 3<sup>rd</sup> Quarter Ended 30 September 2015

	3rd Qtr	3rd Qtr	Incr /	Incr /
	2015	2014	(Decr)	(Decr)
	\$'m	\$'m	\$'m	%
Revenue	1,047.8	1,037.3	10.5	1.0
Staff costs	356.0	345.3	10.7	3.1
Contract services	139.6	141.5	(1.9)	(1.3)
Depreciation and amortisation	98.6	89.9	8.7	9.7
Fuel and electricity costs	77.2	84.0	(6.8)	(8.1)
Repairs and maintenance costs	63.3	62.1	1.2	1.9
Materials and consumables	51.7	60.5	(8.8)	(14.5)
Road tax	34.2	33.5	0.7	2.1
Insurance premiums and accident claims	28.5	28.6	(0.1)	(0.3)
Premises costs	21.2	20.6	0.6	2.9
Taxi drivers' benefits	15.3	13.5	1.8	13.3
Utilities and communication costs	5.2	5.7	(0.5)	(8.8)
Vehicle leasing charges	5.2	5.7	(0.5)	(8.8)
Advertising production and promotion costs	5.1	4.2	0.9	21.4
Other operating costs	17.7	18.3	(0.6)	(3.3)
Total operating costs	918.8	913.4	5.4	0.6
Operating profit	129.0	123.9	5.1	4.1
Net income from investments	4.6	3.9	0.7	17.9
Finance costs	(4.8)	(5.6)	(0.8)	(14.3)
Share of profit in associates	0.4	0.3	0.1	33.3
Profit before taxation	129.2	122.5	6.7	5.5
Taxation	(26.1)	(25.1)	1.0	4.0
Profit after taxation	103.1	97.4	5.7	5.9
Attributable to :				
Shareholders of the Company	85.2	80.8	4.4	5.4
Non-controlling interests	17.9	16.6	1.3	7.8
	103.1	97.4	5.7	5.9

