

## COMFORTDELGRO'S RESULTS FOR THIRD QUARTER ENDED 30 SEPTEMBER 2018

- **Group revenue increased by 8.5% to \$967.9 million.**
- **Group operating profit increased for the first time this financial year – growing by 1.7% to \$113.4 million as newly-minted acquisitions contributed to Group performance.**
- **Net profit attributable to shareholders fell by 2.0% to \$78.5 million on lower dividend payouts from Cabcharge Australia.**

Singapore, 9 November 2018 – ComfortDelGro today announced its unaudited results for the third quarter ended 30 September 2018.

### Highlights

	Q3 2018	Q3 2017	Change	Year-to-Date 30 Sept 2018	Year-to-Date 30 Sept 2017	Change
	\$m	\$m	%	\$m	\$m	%
Revenue <sup>1</sup>	967.9	891.7	8.5	2,787.8	2,654.6	5.0
Operating Profit	113.4	111.5	1.7	318.6	323.9	-1.6
Net Profit Attributable to Shareholders	78.5	80.1	-2.0	219.8	242.0	-9.2
EBITDA	211.1	214.3	-1.5	611.6	631.7	-3.2
EPS – cents	3.63	3.70	-1.9	10.16	11.20	-9.3

*Note: All figures in Singapore dollars*

### Group

ComfortDelGro Corporation's third quarter revenue grew by \$76.2 million or 8.5% to \$967.9 million with increased contributions from new acquisitions.

Operating costs rose by \$74.3 million or 9.5% to \$854.5 million due mainly to an increase in staff costs associated with the increased headcount needed to support SBS Transit's Seletar Bus

<sup>1</sup> The Group adopted a new financial reporting framework, Singapore Financial Reporting Standards (International), on 1 January 2018 and has prepared this set of financial information accordingly.

Package, higher mileages operated, new services and staff costs from newly acquired subsidiaries, higher fuel and electricity as well as repairs and maintenance costs.

Operating profit increased by \$1.9 million or 1.7% to \$113.4 million due mainly to a stronger performance from the public transport services business and contributions from newly acquired businesses. This marks the first time this year that quarterly operating profit has increased over the previous year.

Net profit attributable to shareholders fell by \$1.6 million or 2.0% to \$78.5 million for the quarter ended 30 September 2018 as net income from investments dipped due to lower dividend received from Cabcharge Australia. The quarter-on-quarter performance has however been trending upwards since Q4 2017.

ComfortDelGro Managing Director/Group CEO, Mr Yang Ban Seng, said: “Organically, our Singapore and overseas public transport business continued to do well with higher mileages operated. The Singapore Taxi Business has shown slight improvement compared to the last quarter. Our inorganic growth has been strong. The acquisitions earlier in the year have started to contribute. For this year, we have invested over \$450 million in new acquisitions in Singapore, Australia, the United Kingdom and China. We will continue to be on the look out for opportunities to grow the business.”

### Operations Review

- Public Transport Services

At Group level, revenue from the Public Transport Services business increased by 15.2% to \$692.9 million from growth in the underlying business as well as contributions from the new acquisitions in Australia and the UK. Revenue also grew due to an increase in rail ridership. Despite this, rail operations continued to incur losses on rising operating and maintenance costs.

- Taxi

Revenue for the Taxi business decreased by 8.4% to \$182.0 million due to a reduction in operating fleet.

- Inspection and Testing Services

Revenue for the Inspection and Testing Services business dipped by 0.8% to \$26.1 million due to the cessation of the Beijing operations, which was partially offset by an increase in the Singapore operations.

#### Commentary

Revenue from the Public Transport Service Business in Singapore is expected to grow. Bus service revenue is expected to increase with the commencement of the Seletar Bus Package from March 2018 and the Bukit Merah Bus Package in the fourth quarter of 2018. Rail service revenue is also expected to be higher due to the full year contribution from Downtown Line 3. In addition, the fare adjustment of 4.3% approved by the Public Transport Council will take effect from 29 December 2018. Notwithstanding this, the rail business will continue to face challenges from rising operating and maintenance costs. Revenue from the Australia bus business is expected to be higher while revenue from the UK bus businesses is expected to be maintained. The recent acquisition of bus businesses in Singapore, Australia and the UK is expected to contribute to overall revenue growth.

Revenue from the taxi business is expected to be maintained. In Singapore, the Group will be taking delivery of up to 700 new hybrid taxis by the end of this year. The new acquisitions in China, Australia and the UK will continue to contribute.

Revenue from the automotive engineering businesses, inspection and testing, driving centre as well as car rental and leasing services businesses is expected to be maintained.

The Group will continue to look for acquisition opportunities. Whilst the operating environment is expected to remain competitive and challenging, costs will continue to be managed prudently.

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## **Background**

ComfortDelGro is one of the world's largest land transport companies with a total fleet size of over 43,000 buses, taxis and rental vehicles. Headquartered in Singapore, the Group also has operations in China, the United Kingdom, Ireland, Australia, Vietnam and Malaysia. Currently, overseas ventures account for 40.7% of Group operating profit.