

## GENERAL ANNOUNCEMENT::BUSINESS UPDATE FOR 1Q2024

### Issuer & Securities

#### Issuer/ Manager

COMFORTDELGRO CORPORATION LIMITED

#### Securities

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Please see attached.

### Attachments

[ComfortDelGro -1Q2024 Business Update.pdf](#)

Total size =495K MB



# Business Update for 1Q2024

14 May 2024

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- Financial update for 1Q2024
- Performance by Business Segment for 1Q2024



# EXECUTIVE SUMMARY

# Executive Summary

## Stronger 1Q2024 earnings year-on-year, backed by strong operations and resilient portfolio

### 1Q2024 Financial Highlights

- Revenue of \$1.00b, ↑10.8% from 1Q2023
  - PATMI \$40.6m, ↑23.8% from 1Q2023
  - PATMI margin 4.0%, vs 3.6% for 1Q2023
  - **4 consecutive quarters of improvement vs PCP**
- **CMAC Group acquisition concluded 13 Feb 2024**
    - Highly experienced management team brings disrupted travel services to the Group
    - Adding diversification and resilience to the Group's portfolio
    - **1Q typically low season**
  - **A2B Australia Limited acquisition concluded in April 2024**
    - Adding 8,000 vehicle network to ComfortDelGro's existing 21,300 strong global taxi fleet
    - Will contribute from 2Q onwards
  - **Balance sheet remains strong**
    - Debt headroom a further \$1.2b-\$1.7b based on notional 20%-30% net gearing

# Key Business Updates

- **Public Transport**

- UK renewals & indexation adjustments continue
- SG rail ridership and fares increased year-on-year

- **Taxi & Private Hire**

- Taxi fare and Zig commission increases implemented in December 2023
- Following on from platform fees introduced in July 2023

- **Recent Developments**

- Successfully awarded four bus franchises in Greater Manchester comprising a total of 232 different services served by 420 buses and over 1,350 employees, adding twice as many services and a 30 percent increase over ComfortDelGro's public bus portfolio in London
- Replaced 135 diesel buses in London with electric buses that were financed by S\$100m green loan, reducing ~9,900 tonnes of CO2 equivalent tailpipe emissions annually
- Launched partnership between ComfortDelGro Taxi and Gojek Singapore to enhance reliability in the point-to-point industry, introducing a cross-dispatch model allowing jobs from either platform that are not taken up to be sent to the other platform

# REVIEW OF FINANCIAL RESULTS



# Income Statement

\$'m	1Q2024	1Q2023
<b>Revenue</b>	<b>1,004.6</b>	<b>906.4</b>
Operating Costs	(861.5)	(767.5)
Depreciation and Amortisation	(87.9)	(88.8)
<b>Operating Profit excl. non-recurring items ("OPE")</b>	<b>55.2</b>	<b>50.1</b>
Net Gain/(Loss) on Disposal	0.8	0.8
<b>Operating Profit</b>	<b>56.0</b>	<b>50.9</b>
Net Interest Income/(Expense)	7.6	4.0
IFRS16 Finance Costs	(1.4)	(1.0)
Share of Results of Associates and Joint Ventures	0.1	0.3
<b>Profit Before Tax</b>	<b>62.3</b>	<b>54.2</b>
<b>Profit After Tax</b>	<b>50.3</b>	<b>43.6</b>
<b>Profit After Tax and MI</b>	<b>40.6</b>	<b>32.8</b>

- **Revenue ↑\$98.2m or 10.8% vs 1Q2023**
  - Public Transport ↑\$55.0m; Taxi/PHV ↑\$11.2m; Other Private Transport ↑\$31.2m
- **PATMI ↑\$7.8m or 23.8% vs 1Q2023**
  - PATMI margin 4.0% vs 3.6% for 1Q2023
  - Lower rental discounts in Singapore and China
  - Platform fees introduced for Singapore taxi from 1 July 2023, higher taxi commission rates and fares year-on-year
  - Net interest income ↑\$3.6m mainly from additional dividends from A2B Australia Limited prior to acquisition,
  - Net Cash position - interest rates remain higher for longer

# Balance Sheet

\$'m	Mar 24	Dec 23	Fav/(Adv)
Cash and short-term deposit	922.7	856.9	65.8 / 7.7%
Other current assets	797.1	757.2	39.9 / 5.3%
Non-current assets	3,180.5	3,075.6	104.9 / 3.4%
<b>Total Assets</b>	<b>4,900.3</b>	<b>4,689.7</b>	<b>210.6 / 4.5%</b>
Current liabilities	1,254.3	1,091.6	162.7 / 14.9%
Non-current liabilities	594.3	584.2	10.1 / 1.7%
<b>Total Liabilities</b>	<b>1,848.6</b>	<b>1,675.8</b>	<b>172.8 / 10.3%</b>
Share Capital	694.4	694.4	- / -
Retained Earnings	2,045.3	2,004.7	40.6 / 2.0%
Other equity reserves	312.0	314.8	(2.8) / (0.9%)
<b>Total Equity</b>	<b>3,051.7</b>	<b>3,013.9</b>	<b>37.8 / 1.3%</b>
<b>Net Asset Value per ordinary share (cents)</b>	<b>122.3</b>	<b>120.0</b>	<b>2.3 / 1.9%</b>

- Increase in total assets mainly due to CMAC Group acquisition as well as increase in cash and short-term deposits
- Increase in total liabilities mainly due to increased borrowings related to CMAC acquisition
- Increase in total equity mainly due to profit for the period

# Cashflow

\$'m	1Q2024		1Q2023	
<b>Cash from Operating Activities</b>		<b>145.3</b>		<b>136.7</b>
<u>Utilisation of Cash:</u>				
Net CAPEX	(61.4)		(47.1)	
Tax	(9.2)		(12.8)	
Acquisitions	(103.0)		(1.0)	
Others	(9.7)		(2.0)	
<b>Total Utilisation of Cash</b>		<b>(183.3)</b>		<b>(62.9)</b>
<b>Net Increase/(Decrease) in Borrowings</b>		<b>103.4</b>		<b>(28.8)</b>
<b>Net effect of exchange rate changes in consolidating subsidiaries</b>		<b>0.4</b>		<b>(1.6)</b>
<b>Net Cash (Outflow)/Inflow</b>		<b>65.8</b>		<b>43.4</b>
Cash and cash equivalents at beginning of year		856.9		967.0
<b>Cash and cash equivalents at end of year</b>		<b>922.7</b>		<b>1,010.4</b>

- 1Q2024 Acquisitions and net increase in borrowings relates to CMAC Group in February 2024

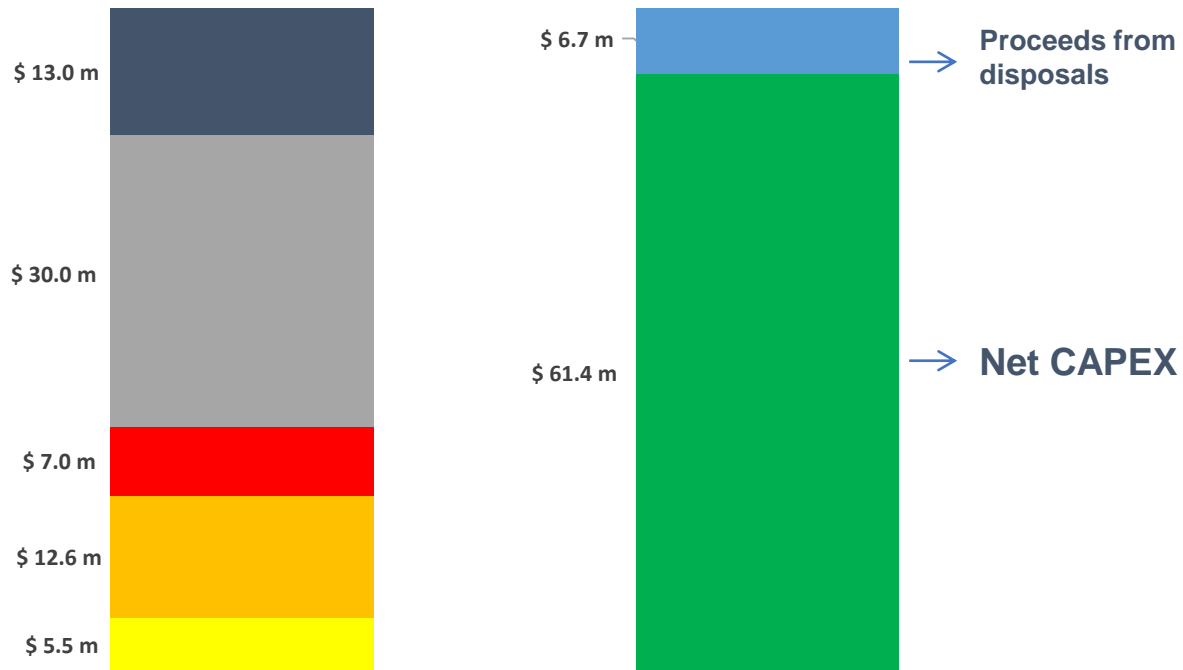
# Group Treasury Status

\$'m	Mar 24	Dec 23	Fav/(Adv)
<b>Cash and short-term deposits</b>	<b>922.7</b>	<b>856.9</b>	<b>65.8 / (7.7%)</b>
Borrowings + finance leases	(485.3)	(359.4)	(125.9) / (35.0%)
<b>Net Cash</b>	<b>437.4</b>	<b>497.5</b>	<b>(60.1) / (12.1%)</b>
<b>Gross Gearing (gross debt / equity)</b>	<b>15.9%</b>	<b>11.9%</b>	<b>(4.0%) points</b>
Total Available facilities	792.0	874.9	(82.9) / (9.5%)

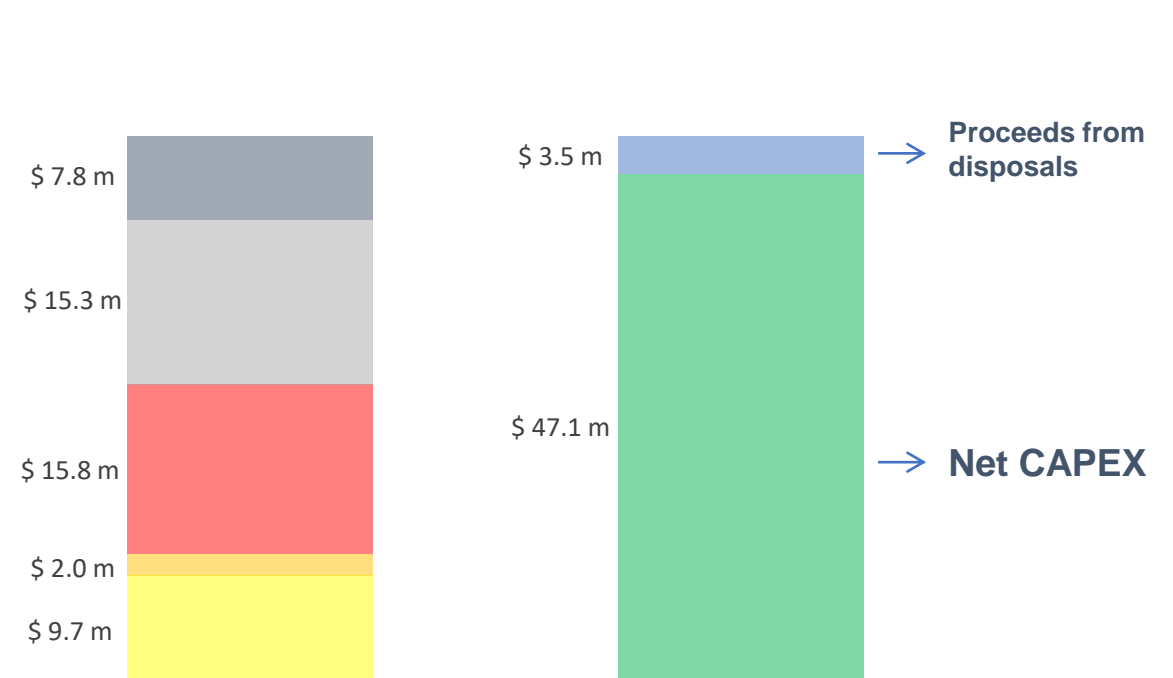
- Net cash position as at 31 Mar 2024 \$437.4m vs 31 Dec 2023 \$497.5m
  - Increase in borrowings and reduction of available facilities mainly relates to acquisition on CMAC Group in February 2024
  - 2023 final dividends totalling \$81.6m to be paid in 2Q2024
- Borrowing headroom of \$1.2b-\$1.7b based on notional 20%-30% net gearing

# CAPEX Summary

**1Q2024**  
**\$68.1m**



**1Q2023**  
**\$50.6m**

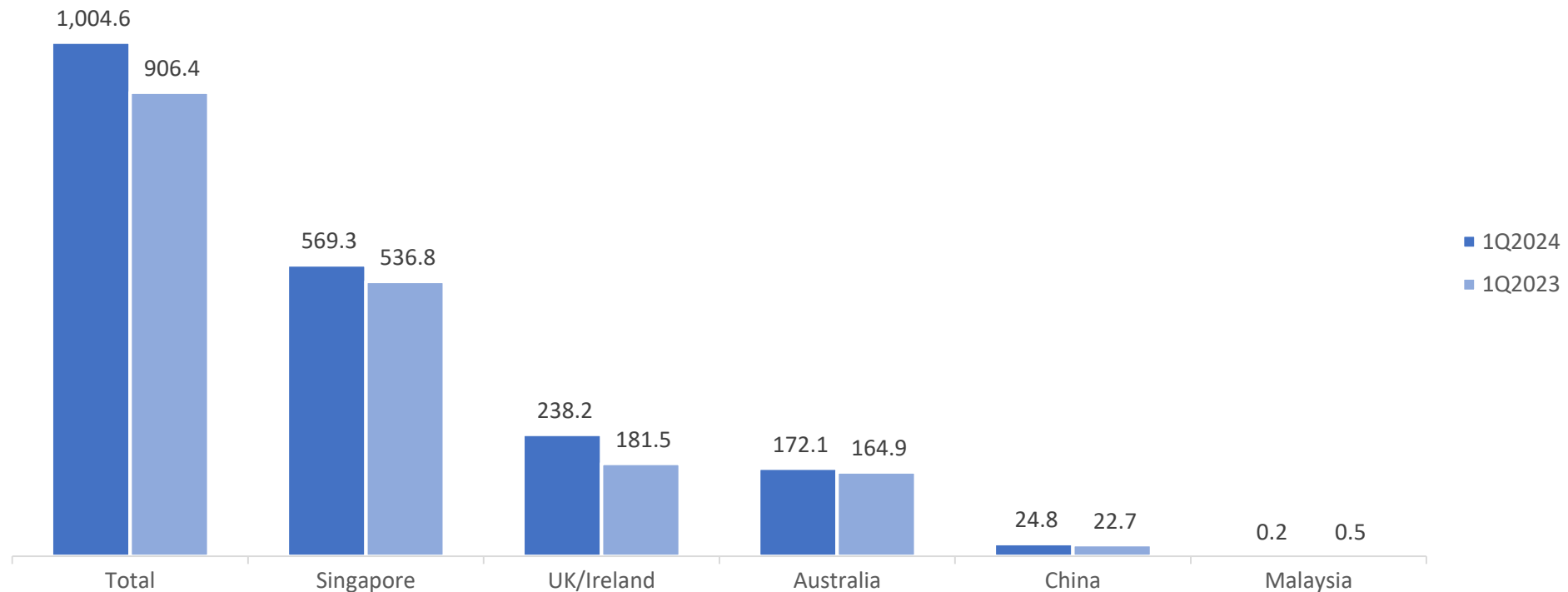


Buses
  Taxis
  Other vehicles
  Land and buildings
  Others

- Buses – fleet replacement and bus accessories for transport authorities which are funded by contracts
- Taxi – SG taxi diesel to EV/hybrid programme continued with 168 conversions, further 329 EV taxis purchased in China
- Other vehicles – mainly new and replacement SG rental and non-emergency ambulances in AU
- Land and buildings – mainly relates to depot development and electrification in the UK
- Others includes equipment \$3.7m and Information/Operational Technology \$1.7m

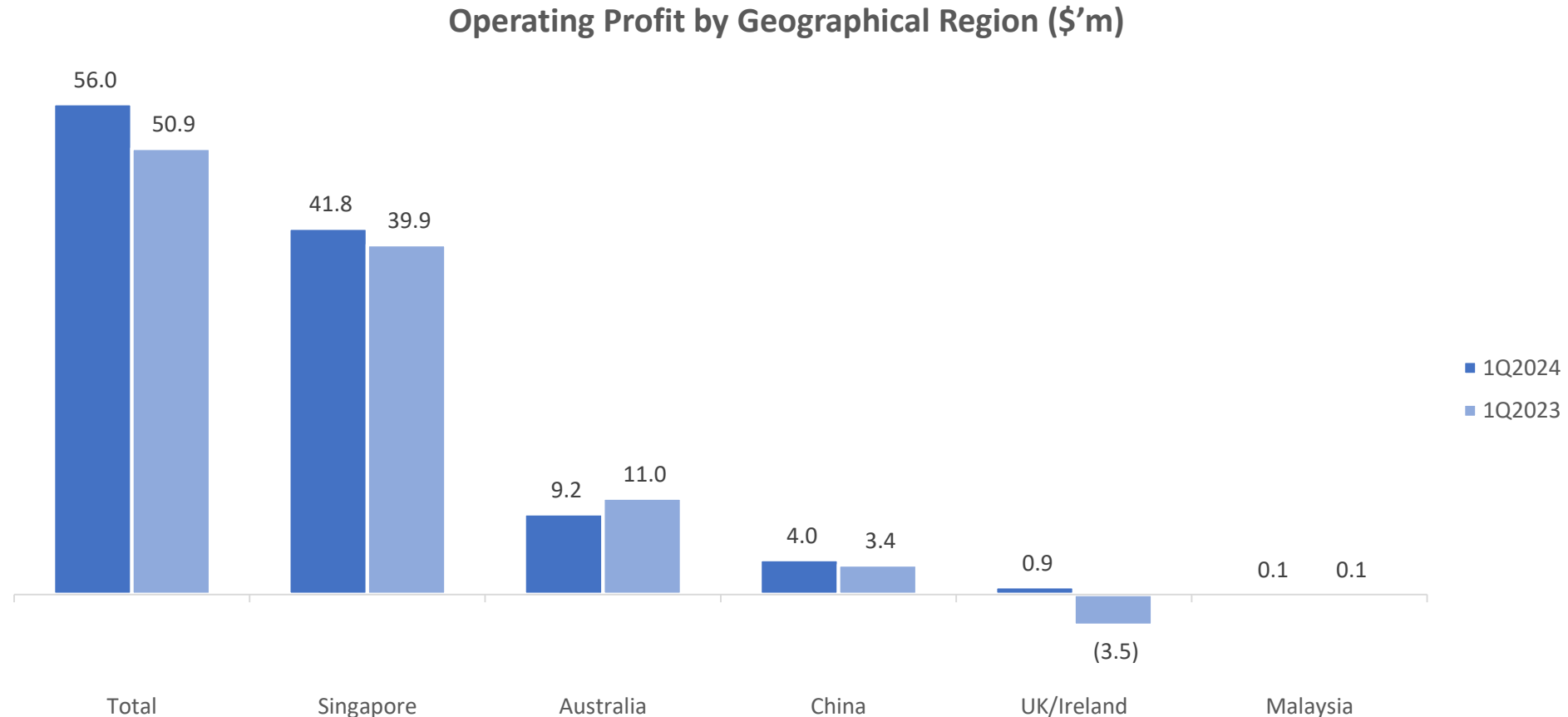
# Revenue by Geographical Region

Revenue by Geographical Region (\$'m)



- 1Q2024 overseas revenue contribution remained stable at 43.3% (1Q2023: 40.8%)

# Operating Profit by Geographical Region



- Australia public bus contracts renewed at lower margins; new terms commenced 2Q2023
- China taxi rental discounts reduced year-on-year as recovery continues
- UK London bus recovery continues on track, 1Q low season for intercity coach businesses

# PERFORMANCE BY BUSINESS SEGMENT



# Public Transport

- **Main components: Public Bus, Public Rail, Scheduled Bus**

\$'m	1Q2024	1Q2023
Revenue	741.1	686.1
Operating Costs	(717.3)	(663.1)
Operating Profit excl. non-recurring items ("OPE")	23.8	23.0
<i>OPE Margin %</i>	3.2%	3.4%
Net Gain/(Loss) on Disposal	-	0.3
Operating Profit ("OP")	23.8	23.3

- 1Q2024 OPE ↑\$0.8m or 3.5% vs 1Q2023
  - 1Q2024 Revenue ↑\$55.0m or 8.0%; Operating Costs ↑(\$54.2m) or (8.2%)
  - Improved Singapore rail ridership and fare increases & UK bus renewals and indexation offset by;
  - Contract renewals in Australia at lower margins

# Taxi & Private Hire

- Main components: Taxi Rental, PHV Rental, Platform Services, Engineering Services, Fuel Sales

\$'m	1Q2024	1Q2023
Revenue	148.3	137.1
Operating Costs	(125.0)	(120.3)
Operating Profit excl. non-recurring items ("OPE")	23.3	16.8
<i>OPE Margin %</i>	<i>15.7%</i>	<i>12.3%</i>
Net Gain/(Loss) on Disposal	0.4	-
Operating Profit ("OP")	23.7	16.8

- 1Q2024 OPE ↑\$6.5m or 38.6% vs 1Q2023
  - 1Q2024 Revenue ↑\$11.2m or 8.2%; Operating Costs ↑(\$4.7m) or (3.9%)
  - Lower rental discounts in Singapore and China
  - Platform fees introduced for Singapore taxi from 1 July 2023, higher commission rates and fares year-on-year
  - Singapore booking volumes of ~7m vs ~8m in 1Q2023

# Other Private Transport

- Main components: Private Bus, Non-Emergency Patient Transport, Corporate Vehicle Leasing, newly acquired CMAC Group

\$'m	1Q2024	1Q2023
Revenue	65.3	34.1
Operating Costs	(66.7)	(34.9)
Operating Profit excl. non-recurring items ("OPE")	(1.4)	(0.8)
<i>OPE Margin %</i>	-2.1%	-2.3%
Net Gain/(Loss) on Disposal	0.4	0.5
Operating Profit ("OP")	(1.0)	(0.3)

- 1Q2024 OPE ↓(\$0.6m) or (75.0%) vs 1Q2023
- 1Q2024 Revenue ↑\$31.2m or 91.5%; Operating Costs ↑(\$31.8m) or (91.1%)
- OPE variance mainly from lower volumes for Singapore private bus and Australia NEPT
- Includes revenue and profits of newly acquired CMAC Group from 13 February 2024
  - Revenue ~\$28m; OPE ~\$1m
  - Subject to travel volume and weather patterns, 1Q is typically low travel season

# Inspection & Testing Services

- **Main components: Vehicle and Non-vehicle Inspection**

\$'m	1Q2024	1Q2023
Revenue	27.4	27.1
Operating Costs	(19.1)	(19.0)
Operating Profit excl. non-recurring items ("OPE")	8.3	8.1
<i>OPE Margin %</i>	<i>30.3%</i>	<i>29.9%</i>
Net Gain/(Loss) on Disposal	-	-
Operating Profit ("OP")	8.3	8.1

- 1Q2024 OPE ↑\$0.2m or 2.5% vs 1Q2023
- 1Q2024 Revenue ↑\$0.3m or 1.1%; Operating Costs ↑(\$0.1m) or (0.5%)
- Mostly in line with 1Q2023

# Other Segments

- Main components: Driving Centre, Bus Station, Insurance, Media, Logistics, EV Charging

\$'m	1Q2024	1Q2023
Revenue	22.5	22.0
Operating Costs	(21.3)	(19.0)
Operating Profit excl. non-recurring items ("OPE")	1.2	3.0
<i>OPE Margin %</i>	5.3%	13.6%
Net Gain/(Loss) on Disposal	-	-
Operating Profit ("OP")	1.2	3.0

- 1Q2024 OPE ↓(\$1.8m) or (60.0%) vs 1Q2023
  - 1Q2024 Revenue ↑\$0.5m or 2.3%; Operating Costs ↑(\$2.3m) or (12.1%)
  - Mainly due to increased business development costs for overseas rail tenders

THANK YOU