

**CHART**

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# **ComfortDelGro Corporation Limited FY2016 Results**

**10 February 2017**



# Financial Overview

# CHART 3

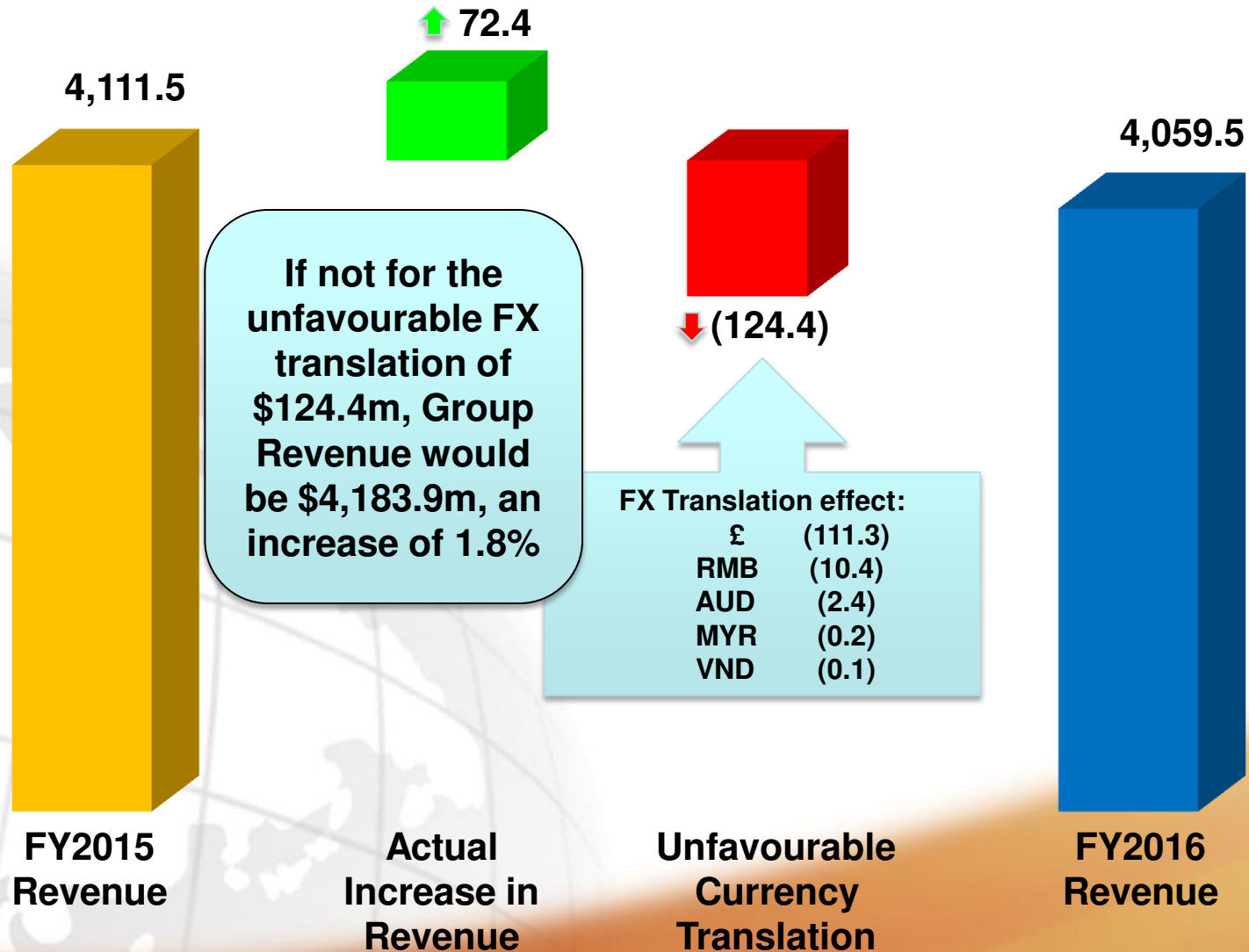
## Key Financial Highlights

		<u>Incr/(Decr)</u>	<u>FY16 \$'m</u>	<u>FY15 \$'m</u>
Revenue	↓	(\$52.0m) / (1.3%)	4,059.5	4,111.5
Op Costs	↓	(\$63.5m) / (1.7%)	3,597.3	3,660.8
Op Profit	↑	\$11.5m / 2.6%	462.2	450.7
Net Profit	↑	\$15.2m / 5.0%	317.1	301.9
EBITDA	↑	\$18.2m / 2.2%	858.2	840.0
EPS	↑	0.65¢ / 4.6%	14.72¢	14.07¢

# CHART 4

## Revenue Increase Eroded by FX of \$124.4m

(\$'m)



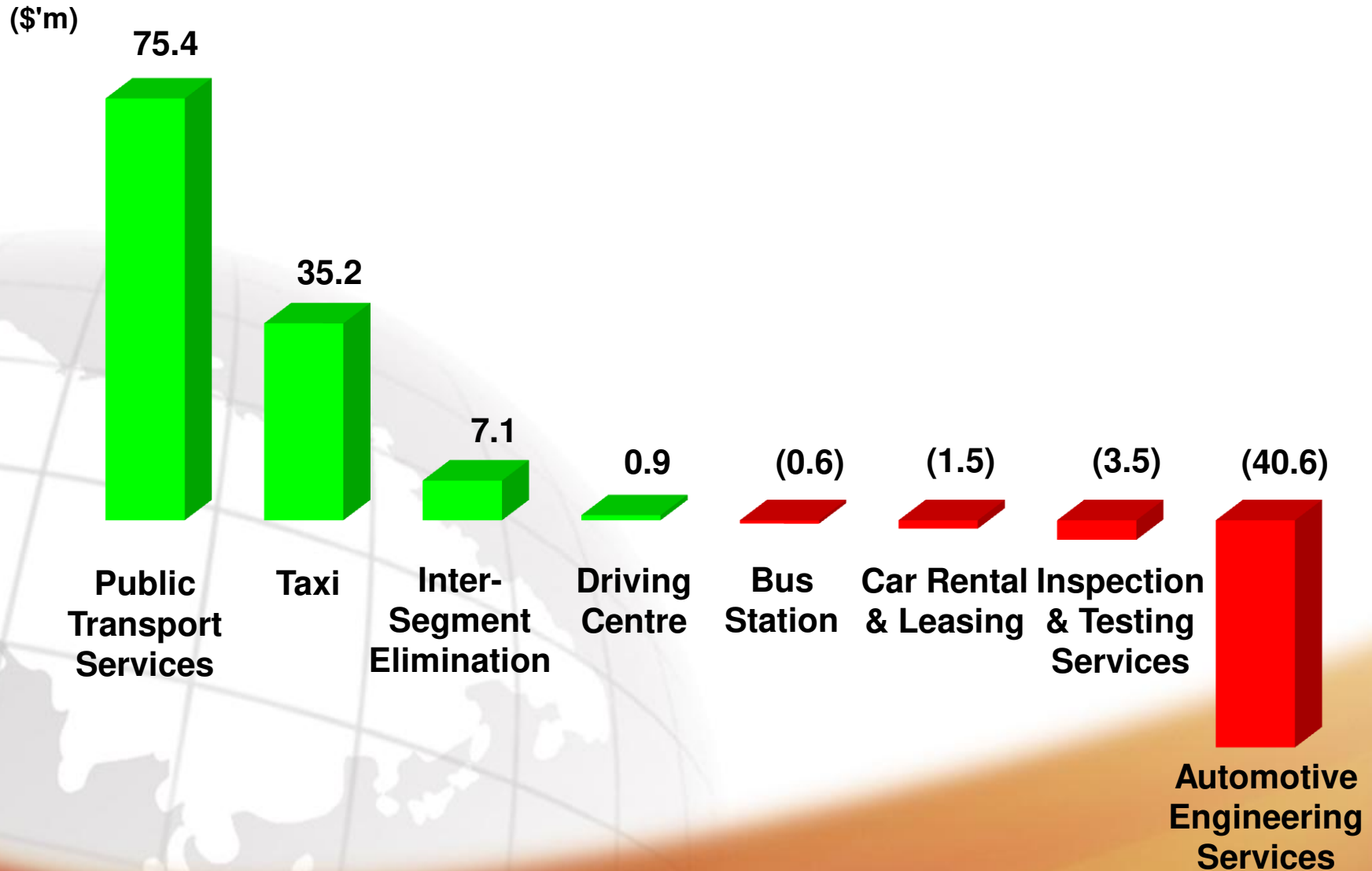
If not for the unfavourable FX translation of \$124.4m, Group Revenue would be \$4,183.9m, an increase of 1.8%

FX Translation effect:

£	(111.3)
RMB	(10.4)
AUD	(2.4)
MYR	(0.2)
VND	(0.1)

# CHART 5

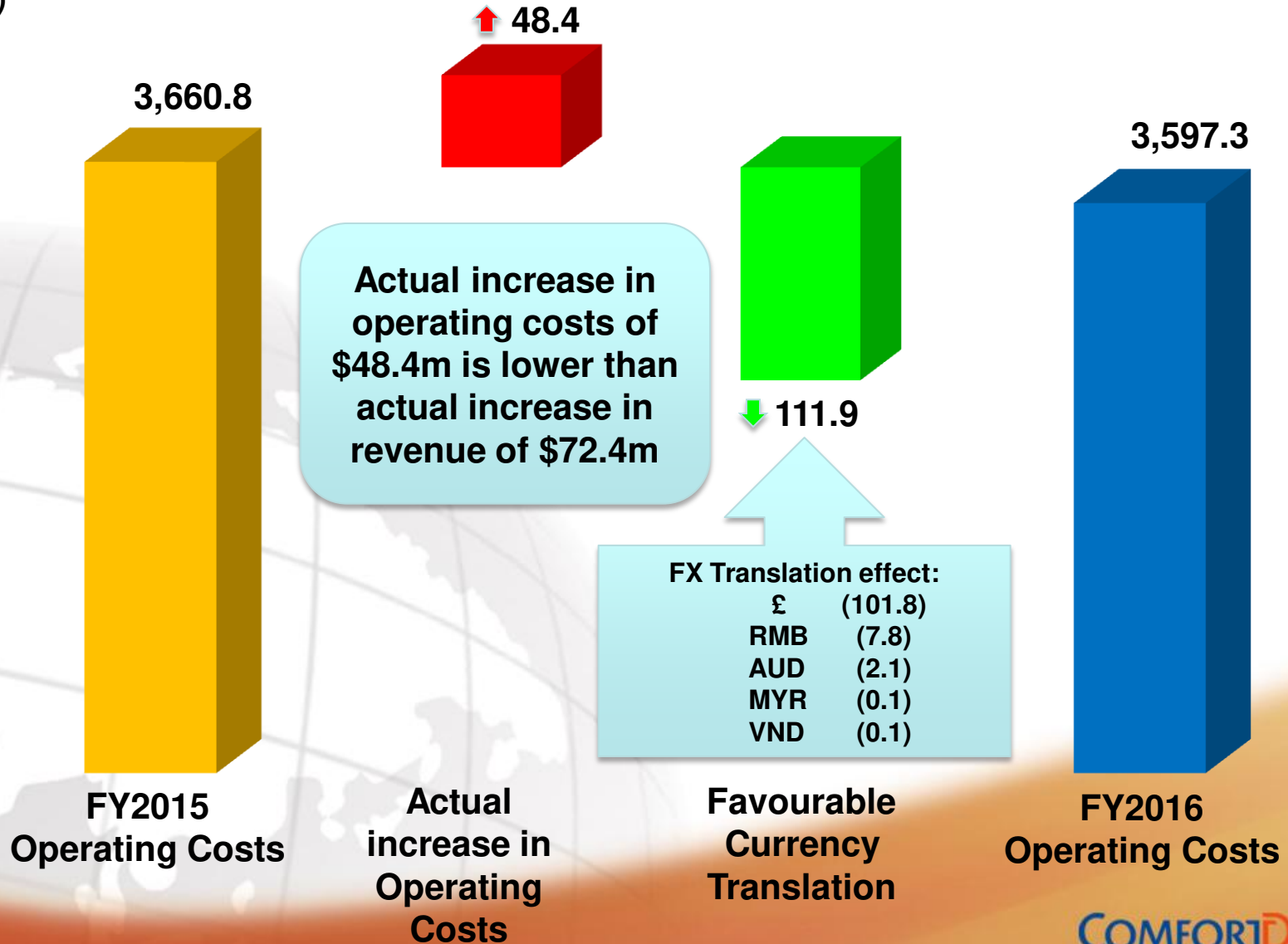
## Actual Revenue Increase of \$72.4m



# CHART 6

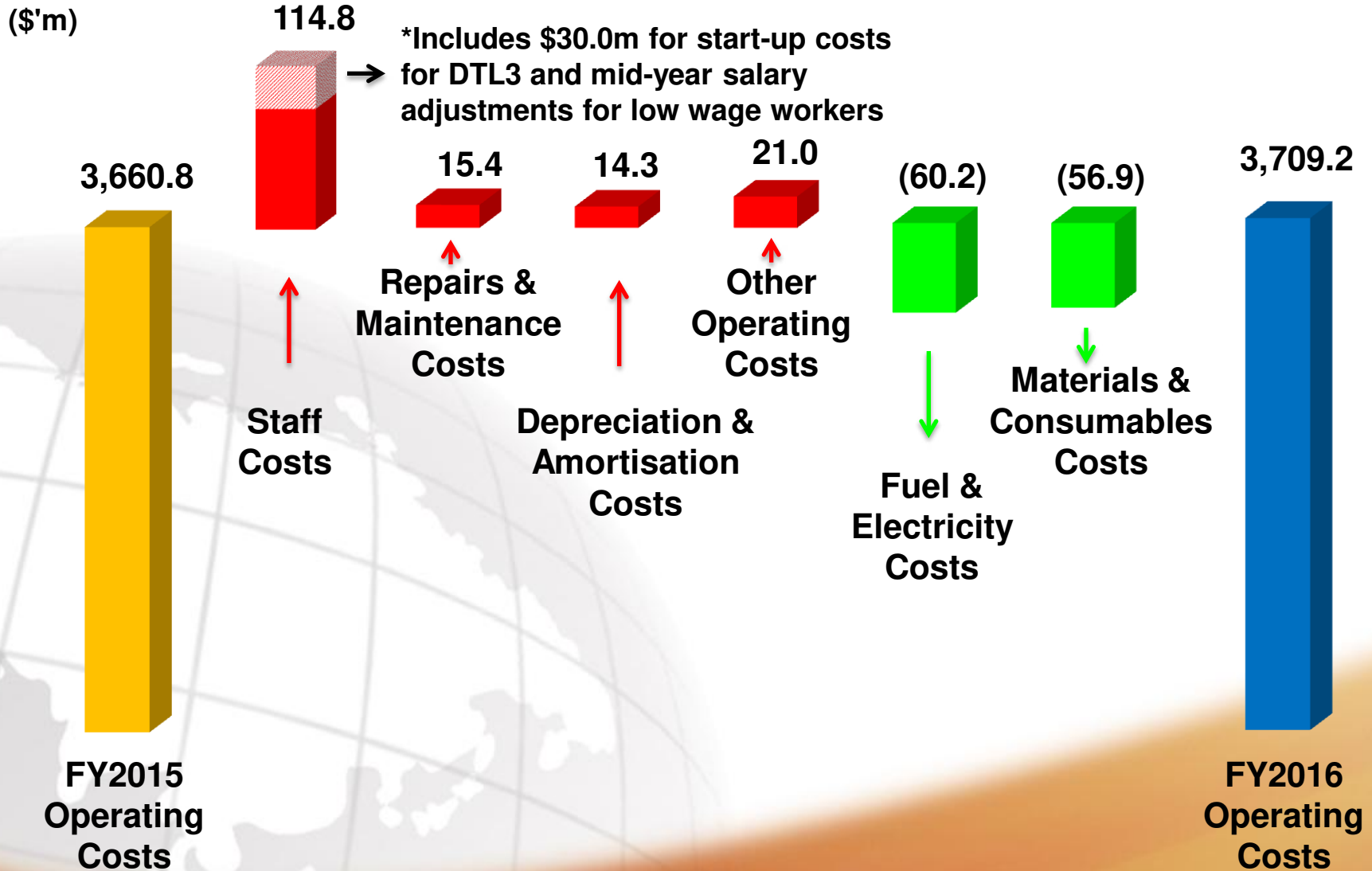
## Operating Costs Helped by Favourable FX translation of \$111.9m

(\$'m)



# CHART 7

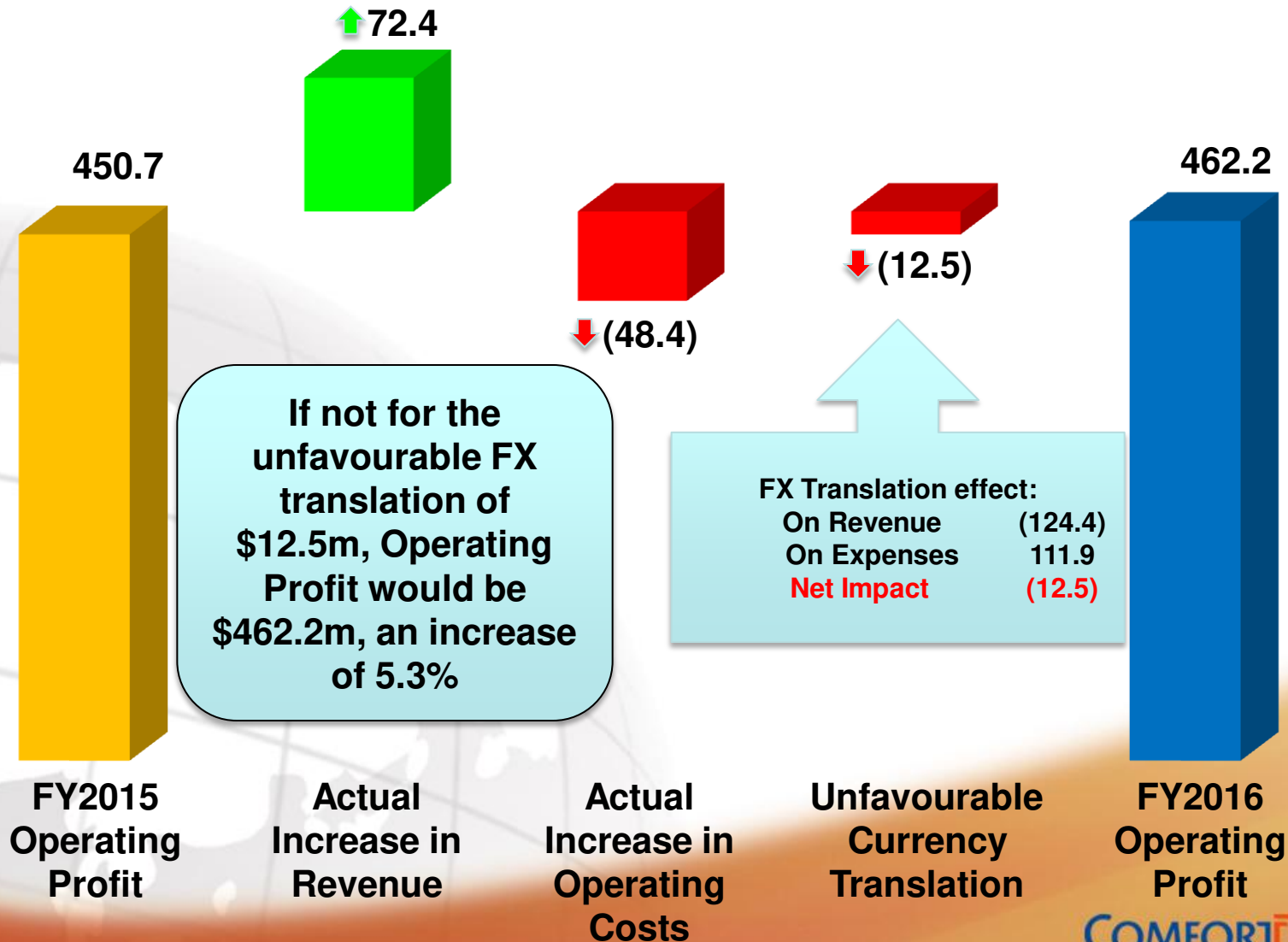
## Prudent Management of Operating Costs



# CHART 8

## Increase in Operating Profit Eroded by Unfavourable FX of \$12.5m

(\$'m)





# CHART 9

## Financial Position Remains Strong

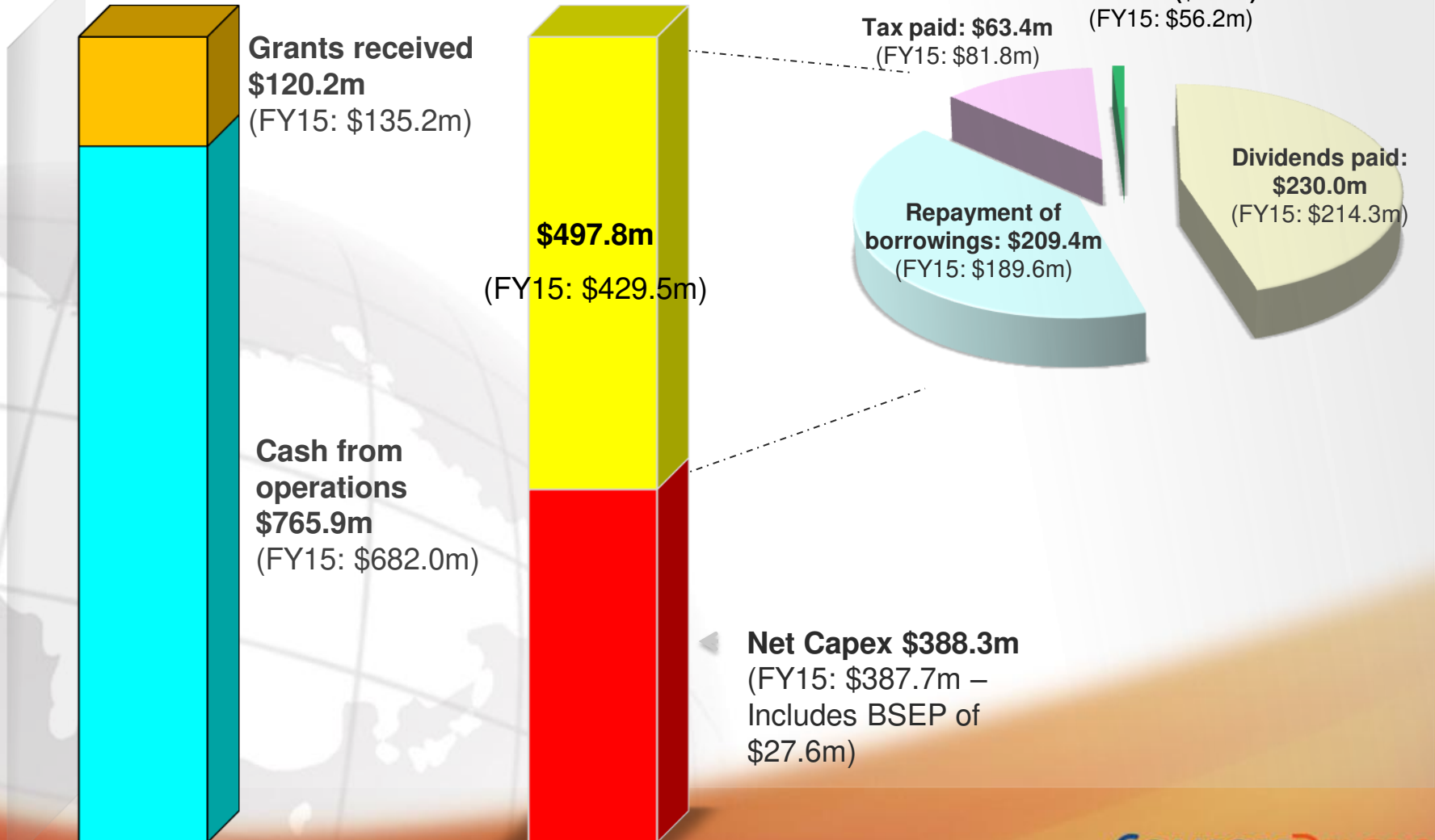
	Dec 16	Dec 15	Incr/(Decr)	
Cash and short-term deposits	\$779.3m	\$787.8m	(\$8.5m)	(1.1%)
Borrowings	\$345.1m	\$558.6m	(\$213.5m)	(38.2%)
Net Cash	\$434.2m	\$229.2m	\$205.0m	89.5%
Gross Gearing	10.8%	18.5%	(7.7%) points	

# CHART 10

## Cash Flow

Sources of funds  
\$886.1m (FY15: \$817.2m)

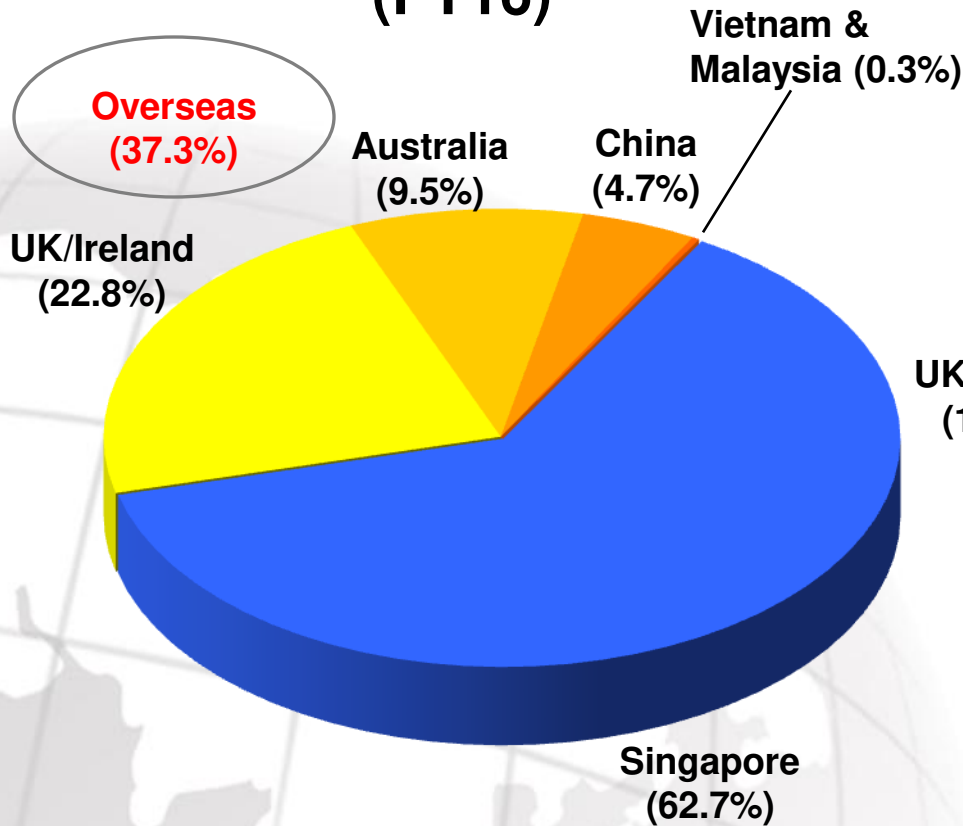
*Utilisation of funds*



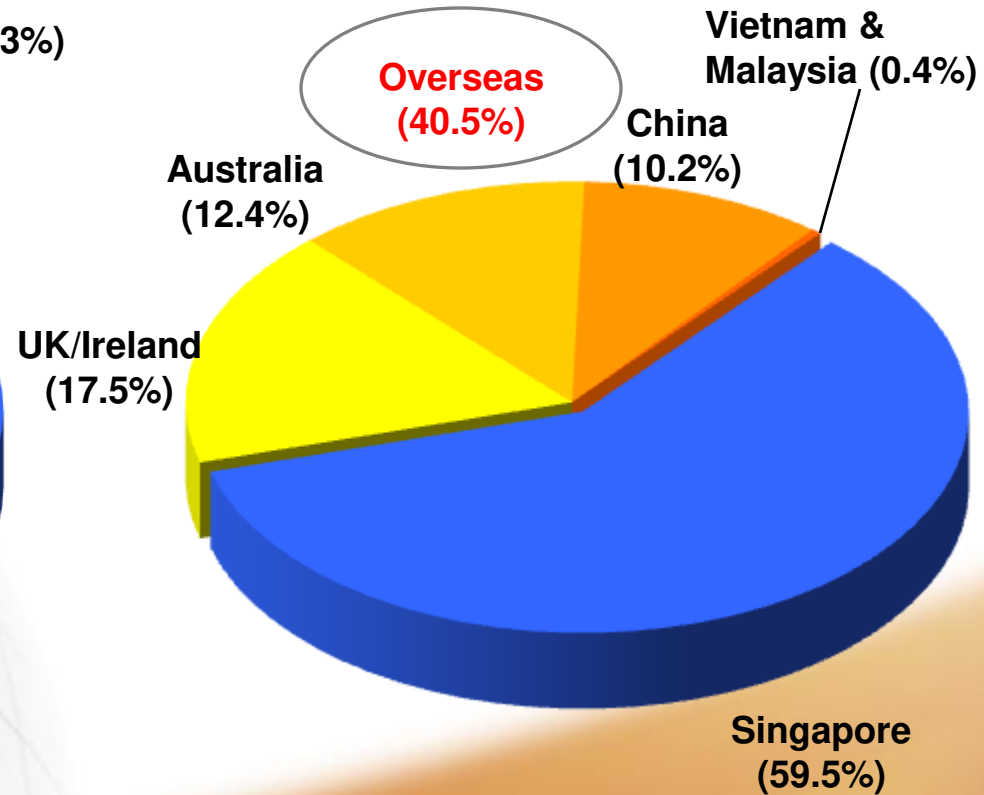
# CHART 11

## Overseas Contribution to Group Revenue of 37.3% and Group Operating Profit of 40.5%

### Group Revenue (FY16)



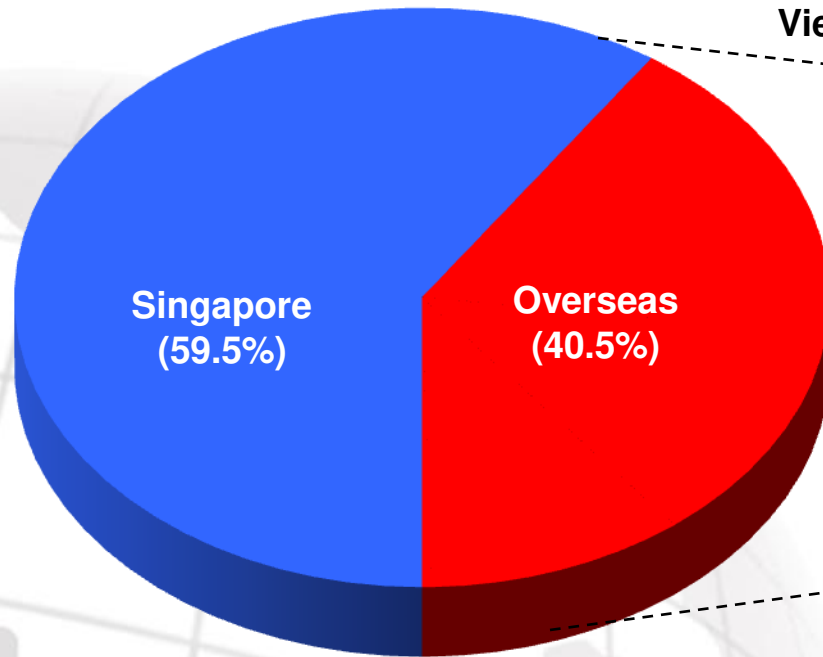
### Group Operating Profit (FY16)



# CHART 12

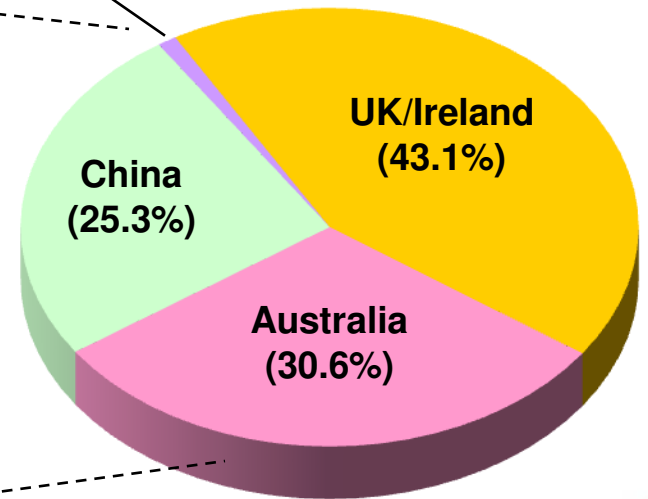
## Overseas Contribution to Group Operating Profit of 40.5%

### Group Operating Profit (FY16)



### Overseas Operating Profit (FY16)

Vietnam & Malaysia (1.0%)



# Outlook



# CHART 14

## Outlook: With the challenging operating environment, costs will continue to be managed prudently

<u>Segments</u>	<u>Revenue Expectation</u>
Public Transport Services	Singapore : Higher Australia : Higher UK : Lower
Bus Station	Lower
Taxi	Lower
Automotive Engineering Services	Lower
Driving Centre	Maintain
Inspection & Testing Services	Lower
Car Rental & Leasing	Lower

**Thank You**