Media Release

COMFORTDELGRO

COMFORTDELGRO'S RESULTS FOR FIRST QUARTER ENDED 31 MARCH 2018

- ***Revenue increased by 1.0% to $878.8 million[1].***
  - ***Actual revenue increased by $3.8 million and this was further aided by a positive foreign currency translation effect of $5.2 million.***
- ***Operating profit decreased by 4.8% to $95.7 million due mainly to falls in the taxi and automotive engineering services businesses. This was partially offset by growth in the public transport services business.***
- ***Net profit attributable to shareholders dropped by 19.6% to $66.3 million following the non-recurrence of $10 million in special dividends from Cabcharge Australia.***

Singapore, 11 May 2018 – ComfortDelGro today announced its unaudited results for the first quarter ended 31 March 2018.

Highlights:

	Q1 2018 ($m)	Q1 2017 ($m)	YOY % change
Revenue	878.8	869.8	1.0
Operating Profit	95.7	100.5	-4.8
Net Profit Attributable to Shareholders	66.3	82.5	-19.6
EBITDA	193.6	203.2	-4.7
EPS (Based on existing share capital) - cents	3.06	3.83	-20.1
Net Asset Value per ordinary share - cents	123.63	121.01	2.2

Note: All figures are quoted in Singapore dollars

[1] The Group as adopted a new financial reporting framework, SFRS(I)s, on 1 January 2018 and has prepared its first set of financial information accordingly.

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Group

ComfortDelGro Corporation's first quarter revenue increased by $9.0 million or 1.0% to $878.8 million as a $3.8 million growth in actual revenue was further boosted by a positive foreign currency translation of $5.2 million due mainly to the stronger Sterling Pound and Chinese Renminbi.

Operating costs increased by $13.8 million or 1.8% to $783.1 million. While actual operating costs increased by $8.7 million, this was compounded by an unfavourable foreign currency translation effect of $5.1 million.

Operating profit for the first quarter decreased by $4.8 million or 4.8% to $95.7 million.

Net income from investments decreased by $10.6 million to $3.1 million due to the non-recurrence of special dividends from Cabcharge Australia of $10.0 million in Q1 2017.

Net profit attributable to shareholders fell by $16.2 million or 19.6% to $66.3 million.

ComfortDelGro Managing Director/Group CEO, Mr Yang Ban Seng, said: "The first quarter of 2018 has been very eventful for us. We have inked several acquisitions as we step up our pace of mergers and acquisitions (M&As). A total of $123 million has been spent on M&As in 2018 so far - as compared to $166 million in the preceding five years. The Group will continue to actively seek acquisition opportunities to scale up our existing operations, and in adjacent businesses that will leverage on our strength.

"For this quarter, we saw a slower decline in our local Taxi business. With the reduced subsidy and incentives for drivers and riders by ride-hailing apps operators, and the Authority's review of regulations for private hire vehicles, we believe that the competition will be on a more level playing field going forward. This is a positive development," he said.

Operations Review

- Public Transport Services

At Group level, revenue from the Public Transport Services business increased by 8.9% or $49.7 million to $611.2 million as the actual revenue increase of $45.7 million was further aided by a favourable currency translation of $4.0 million from the stronger Sterling Pound, partially offset by the weaker Australian Dollar.

- Taxi

Revenue for the Taxi business fell by 14.8% or $31.5 million to $180.9 million. The drop of $32.6 million in actual revenue was mitigated by a favourable foreign currency translation effect of $1.1 million due to the stronger Sterling Pound and Chinese Renminbi, offset by the weaker Australian Dollar.

- Inspection and Testing Services:

Revenue for the Inspection and Testing Services business decreased by 1.2% or $300,000 to $25.4 million due to lower business volumes.

Commentary

Revenue from the Public Transport Services Business in Singapore is expected to be higher. Bus service revenue is expected to be higher with the commencement of the Seletar Bus Package from 11 March 2018. On 23 February 2018, SBS Transit was awarded the Bukit Merah Bus Package which will commence operations in the fourth quarter of 2018. Rail service revenue is expected to be higher with a full year revenue contribution from Downtown Line 3, however this will be affected by the fare reduction effective 29 December 2017. With effect from 1 April 2018, the North-East Mass Rapid Transit System and the Sengkang and Punggol Light Rapid Transit Systems have transited to the New Rail Financing Framework. Revenue from the Australia Bus Business is expected to be higher whilst revenue from the UK Bus Business is expected to be maintained. The recent acquisition of new bus businesses in Australia and the UK will contribute to revenue growth.

Revenue from the Taxi business is expected to stabilise with the rationalisation of the competition landscape in Singapore and the recent acquisition of new taxi businesses in Australia, China and the UK.

Revenue from the Automotive Engineering Services business is expected to be maintained.

Revenue from the Driving Centre business is expected to be maintained.

Revenue from the Inspection and Testing Services business is expected to be maintained.

Revenue from the Car Rental and Leasing business is expected to be maintained.

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