

COMFORTDELGRO'S RESULTS FOR SECOND QUARTER ENDED 30 JUNE 2014

- **Revenue increased by 11.9% to a record \$1.016 billion for the quarter, crossing the \$1 billion-mark for the first time.**
 - **Growth was broad-based, with overseas revenue accounting for the bulk of the increase.**
 - **A positive foreign currency translation of \$10.4 million boosted actual revenue growth of \$97.5 million to \$107.9 million.**
- **Operating profit increased by 6.5% to \$119.9 million.**
- **Operating profit from overseas operations accounted for 50.7% of total Group operating profit, up from 46.8% previously.**
- **Net profit increased by 9.9% to \$75.7 million.**

Singapore, 13 August 2014 – ComfortDelGro Corporation today announced its unaudited results for the second quarter ended 30 June 2014.

Highlights:

| | Q2 2014 (\$m) | Q2 2013 (\$m) | YOY % change | 1H2014 (\$m) | 1H2013 (\$m) | % change |
|---|------------------|------------------|-----------------|-----------------|-----------------|-------------|
| Revenue | 1,016.3 | 908.4 | 11.9 | 1,967.1 | 1,779.2 | 10.6 |
| Operating Profit | 119.9 | 112.6 | 6.5 | 221.4 | 208.5 | 6.2 |
| Net Profit Attributable to Shareholders | 75.7 | 68.9 | 9.9 | 139.0 | 126.6 | 9.8 |
| EBITDA | 207.8 | 196.2 | 5.9 | 394.1 | 375.4 | 5.0 |
| EPS (Based on existing share capital) - cents | 3.55 | 3.26 | 8.9 | 6.53 | 6.00 | 8.8 |

Note: All figures in Singapore dollars

Group

ComfortDelGro Corporation's second quarter revenue increased by \$107.9 million or 11.9% to \$1.016 billion. Growth was broad-based with all business segments registering an increase in topline. Actual revenue growth of \$97.5 million was boosted by a positive foreign currency translation of \$10.4 million due to the stronger Sterling Pound.

Revenue from the Group's overseas operations accounted for 41.2% of Group revenue.

Operating profit for the quarter increased by 6.5% to \$119.9 million despite rising cost pressures. Operating profit from the overseas businesses accounted for 50.7% of Group operating profit.

Net profit attributable to shareholders increased by 9.9% to \$75.7 million during the quarter.

For the half-year ended 30 June 2014, Group revenue increased by 10.6% to a record \$1.967 billion while net profit attributable to shareholders grew by 9.8% to \$139.0 million.

ComfortDelGro Managing Director and Group Chief Executive Officer, Mr Kua Hong Pak, said: “It has been a challenging yet rewarding quarter and we will continue to work hard and seek opportunities to sustain our growth.”

Operations Review

- Bus:

At Group level, second quarter revenue from the bus business increased by 18.4% to \$517.2 million as growth from our operations in the United Kingdom (UK) and Singapore more than offset a decline in Australia and China. Revenue from overseas bus operations continued to account for the bulk of Group bus revenue – amounting to 62.9%.

In Singapore, revenue from the bus business increased by 10.2% to \$191.9 million on higher fares and ridership.

Revenue from the bus business in the UK increased by 64.5% to \$224.1 million as the actual increase in revenue of \$73.5 million was aided by a positive currency translation effect. The increase in revenue came mainly from contributions from Metroline West, service enhancements, higher Quality Incentive Contracts (QIC) revenue and from new services added.

Revenue from the bus business in Australia fell by 16.2% to \$101.2 million due to the loss of the Region 1 and 3 contracts as well as a negative currency translation effect.

Revenue from the China bus business was \$5.8 million lower following the divestment of our bus business in Shenyang.

The overseas bus business accounted for 62.9% of total Group bus revenue and 90.4% of Group bus operating profit.

- Taxi:

At Group level, second quarter revenue from the taxi business increased by 6.7% to \$320.1 million.

In Singapore, revenue from the taxi business increased by 7.4% to \$238.7 million due to higher rental from new replacement taxis, a larger operating fleet and an increase in cashless transactions.

In China, revenue from the taxi business increased by 2.3% to \$40.5 million due mainly to higher rental rates from the replacement of taxis in Beijing, Shenyang and Nanning.

Revenue from the taxi business in the UK increased by 11.8% to \$34.1 million due mainly to the favourable foreign currency translation.

Revenue from the taxi business in Australia fell by 17.7% to \$5.1 million due to the weaker Australian dollar.

In Vietnam, revenue from the taxi business increased by 13.3% to \$1.7 million.

The overseas taxi business accounted for 25.4% of total Group taxi revenue and 33.5% of total Group taxi operating profit.

- Rail:

Revenue from the rail business in the second quarter increased by 20.8% to \$48.8 million. Average daily ridership for the North East Line and the Punggol and Sengkang LRTs for the

quarter grew by 6.8% and 10.2% to about 502,000 and 84,000 respectively. Average daily ridership for the newly-opened Downtown Line 1 (DTL1) was 58,000.

- Inspection and Testing Services:

Revenue for the inspection and testing services business increased by 2.2% to \$28.2 million due to higher business volumes.

Dividend

A tax-exempt one-tier interim dividend of 3.75 cents per ordinary share has been declared. This represents a payout ratio of 57.6% of the distributable profit of the first half of 2014.

Commentary

Revenue from the Singapore bus business is expected to increase with an anticipated growth in ridership and fares. In the UK, revenue from the bus business is expected to increase with the contribution from a newly acquired route and continuing service enhancements. Revenue from the bus business in Australia is expected to be lower.

Revenue from the rail business is expected to be higher from the operation of DTL1.

Revenue from the bus station business in Guangzhou is expected to be maintained.

Revenue from the taxi business in Singapore and China is expected to increase due to taxi replacements while revenue from the taxi businesses in Australia, the UK, and Vietnam is expected to be maintained.

Revenue from the automotive engineering services business is expected to increase from more engineering services.

Revenue from the driving centre business is expected to increase from higher enrolments in China.

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.

Cost pressures will continue to be felt throughout the Group.

Background

ComfortDelGro is one of the world's largest land transport companies with a total fleet size of more than 46,300 buses, taxis and rental vehicles. It operates in seven countries – Singapore, China, the United Kingdom, Ireland, Australia, Vietnam and Malaysia – giving it the broadest footprint amongst its international peers. Currently, overseas ventures account for 50.7% of Group operating profit, compared to 46.8% a year ago.