

## COMFORTDELGRO'S RESULTS FOR THIRD QUARTER ENDED 30 SEPTEMBER 2009

- **Net profit rose by 15.1% to \$55.6 million**
- **Operating profit increased by 16.7% to \$90.9 million due mainly to a fall in operating expenses, notably the drop in fuel and electricity costs**
  - **If not for the negative foreign currency translation effect, operating profit would have been 20.0% higher at \$93.4 million**
  - **Overseas operating profit accounted for 44.0% of total Group operating profit**
  - **Overseas bus business' operating profit continued to outstrip those of the Singapore bus business and accounted for 78.2% of total Group bus operating profit**
- **Revenue dipped by 3.7% to \$782.6 million**
  - **The drop was due mainly to the negative translation effect of the weaker Sterling Pound and Australian Dollar**
  - **If not for the negative foreign currency translation effect, the Group's key overseas operations would have achieved increases in revenue**
  - **Overseas revenue accounted for 44.5% of total Group revenue**

**Singapore, 12 November 2009** – ComfortDelGro today announced its unaudited results for the third quarter ended 30 September 2009.

### Highlights:

	Q3 2009	Q3 2008	Change	Year-to-Date 30 Sept 2009	Year-to-Date 30 Sept 2008	Change
	\$m	\$m	%	\$m	\$m	%
Revenue	782.6	812.6	-3.7	2,257.5	2,352.1	-4.0
Operating Profit	90.9	77.9	16.7	266.9	206.1	29.5
Profit Before Taxation	86.5	75.5	14.6	255.7	227.4	12.4
Net Profit	55.6	48.3	15.1	165.4	155.3	6.5
EPS – cents	2.67	2.32	15.1	7.93	7.45	6.4

*Note: All figures in Singapore dollars*



## Group

ComfortDelGro Corporation's third quarter revenue fell by \$30.0 million, or 3.7% year-on-year, to \$782.6 million due mainly to the negative translation effect of the weaker Sterling Pound and Australian Dollar. At the operating level, revenue growth was broad based in both geographical and segmental terms, with increases coming from the bus business in Australia, China and the United Kingdom (UK), the taxi and bus station business in China as well as the taxi, vehicle inspection and testing services and rail businesses in Singapore.

Despite the drop in revenue, operating profit for the period was 16.7% higher at \$90.9 million due to a 5.9% decline in operating expenses. If not for the negative foreign currency translation effect of \$2.5 million, the increase in operating profit would have been 20.0% higher at \$93.4 million.

Net profit for the third quarter increased by 15.1% to \$55.6 million. Year-to-date, net profit for the Group stands at \$165.4 million.

ComfortDelGro Managing Director/Group CEO, Mr Kua Hong Pak, said: "The first nine months of this year have not been easy but we have stayed focused and built on our strengths. As a result, we have succeeded in turning in a set of credible results. The economic outlook remains uncertain despite signs of recovery so we will have to continue to be vigilant."

## **Operations Review**

- Bus:

At Group level, third quarter revenue for the bus business dipped by 0.6% to \$400.9 million as growth from the operations in Australia and China was offset by declines in Singapore and the UK.

The Group's Australian business, ComfortDelGro Cabcharge Pty Ltd, saw revenue jump by 40.6% to \$76.9 million – boosted by contributions from the new operations in Victoria. In

China, bus operations in Shenyang continued to experience strong ridership growth. As a result, bus revenue in the country grew by 10.0% to \$15.4 million in the third quarter of this year.

In Singapore, revenue from scheduled bus services under SBS Transit fell by 9.6% to \$136.3 million during the quarter due to the temporary fare reduction and increase in the transfer rebate which came into effect in April 2009 and a drop in ridership by 2.9%.

In the UK, revenue from the bus business was 6.3% lower at \$158.3 million due to the weakening of the Sterling Pound. Excluding the foreign exchange impact, revenue would have in fact risen by 5.9%.

For the quarter ended 30 September 2009, revenue from the overseas bus operations accounted for 62.5% of total Group bus revenue. Despite the negative translation effect of the weaker Sterling Pound, the UK operations continued to account for the bulk of overseas bus revenue, or 63.2%. This was followed by the Australian bus operations at 30.7% and the China bus operations at 6.1%.

- Taxi:

At Group level, third quarter revenue for the taxi business fell by 4.0% to \$229.8 million compared to the same period last year as increases in Singapore and China were more than offset by declines in the UK and Vietnam.

In Singapore, revenue from the taxi business increased by 2.0% to \$159.4 million due mainly to a higher volume of cashless transactions and a larger operating fleet. In China, revenue from the taxi business increased by 4.6% to \$32.0 million due to increases in fleet sizes. The recent acquisition of Beijing Jia Run Taxi Co., Ltd and increases in the number of taxi licences in Jilin City, Nanjing, Nanning and Shanghai also helped boost revenue during the quarter.

In the UK, revenue from the taxi business fell by 26.5% to \$36.9 million due to a decline in corporate bookings and the negative translation effect of the weaker Sterling Pound. In Vietnam, revenue from the taxi business declined by 31.8% to \$1.5 million due to a drop in operating fleet.

Revenue from the Group's overseas taxi business accounted for 30.6% of total Group taxi revenue.

- Rail:

Revenue from the rail business in the third quarter increased by 0.7% to \$27.4 million on continued ridership growth. Average daily ridership for the North East Line grew by 3.9% to 328,000 while that for the Punggol and Sengkang LRTs increased by 3.1% to 47,000.

- Bus Station:

Revenue from the bus station business under Guangzhou Xin Tian Wei increased by 3.9% to \$5.3 million due to an increase in the number of bus trips operated.

- Vehicle Inspection and Testing:

Revenue from the vehicle inspection and testing business grew by 0.5% to \$19.9 million due mainly to growth in the non-vehicle testing business under Setsco Services Pte Ltd.

### **Commentary**

Revenue from the bus business in Singapore is expected to be lower with the temporary fare reduction and increase in the transfer rebate which came into effect on 1 April 2009, expected lower ridership and lower advertising revenue offset by an improvement in rental

revenue. In the UK, revenue from the bus business is expected to be impacted by the translation effect of the weaker Sterling Pound. Revenue from the bus business in Australia is expected to improve with the contribution from the new operations in Victoria. Revenue from the bus business in Shenyang is also expected to improve with higher ridership.

Revenue from the rail business is expected to be higher as ridership grows.

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

Revenue from the taxi business in Singapore is expected to remain stable while that of the China operations will grow from the acquisition of more licences and vehicles. Revenue from the taxi operations in the UK and Vietnam will continue to be under pressure.

Revenue from the driving centre business in Singapore is expected to moderate while that from the China operations is expected to be temporarily impacted by the Government-mandated change to minimum time-based courses which increases the cost to learners.

Revenue from the vehicle inspection and testing business in Singapore is expected to be maintained.

The car rental and leasing business in Singapore, Malaysia and China will continue to face challenging conditions.

Revenue from the automotive engineering and diesel sales business is expected to be maintained.

While there are signs of recovery, global economic conditions remain uncertain. The Group will continue to exercise vigilance while managing its cash flows, costs and receivables tightly.

-----

## **Background**

ComfortDelGro is the world's second largest land transport company with a total fleet size of 44,000 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 44.5% of Group revenue. The Group aims to derive 70.0% of its total revenue from overseas within the next five to seven years.

For further clarification, please call:

Tammy Tan  
ComfortDelGro Corporation  
Group Corporate Communications Officer  
DID: 6383-8021/9683-0732  
Email: [tammytan@comfordelgro.com](mailto:tammytan@comfordelgro.com)