

# CYCLE & CARRIAGE BINTANG BERHAD Quarterly Announcement for the third quarter ended 30th September 2011

## **Highlights**

- Vehicle unit sales up 16%
- Integration of Lowe Motors
- Net profit down 9%

"While the impact of the deteriorating global economy on Malaysia is still unclear, the intense competition in the local automotive market is expected to continue putting pressure on sales and margins."

### Ben Keswick

Chairman 28th October 2011

### Results

Results	Nine months ended 30th September		
		Restated	
	2011	2010	Change
	RMm	RMm	%
Revenue	519.0	463.7	12
Net profit :			
(a) Mercedes-Benz operations	11.9	13.9	-14
(b) MBM dividend income	8.4	8.4	-
	20.3	22.3	-9
Net profit attributable to shareholders	20.3	22.3	-9
	Sen	Sen	
Earnings per share	20.14	22.12	-9
		Restated	
	As at	As at	
	30.9.2011	31.12.2010	
	RMm	RMm	
Shareholders' funds	186.1	176.1	6
	RM	RM	
Net asset per share	1.85	1.75	6

The results for the nine months ended 30th September 2011 and 30th September 2010 were not audited.

# CYCLE & CARRIAGE BINTANG BERHAD Quarterly Announcement for the third quarter ended 30th September 2011

### Overview

The Group did well to increase unit sales in a very competitive market, although margins came under severe pressure.

### **Performance**

The Group's revenue for the nine months ended 30th September 2011 increased by 12% to RM519.0 million. Net profit was 9% lower at RM20.3 million primarily due to lower margins achieved in the third quarter and reduced non-recurring income.

Intense competition persisted in the premium vehicle segment in Malaysia leading to pressure on margins. Nevertheless, the Group increased its sales of Mercedes-Benz passenger cars by 16%, assisted by the inclusion of sales by Lowe Motors Sdn Bhd which was acquired in May. Earnings from the Group's after-sales activities improved, and head office costs were lower than the previous year. The integration of Lowe Motors into the Group is progressing well.

The Board has not declared a dividend for the third quarter ended 30th September 2011 (30th September 2010: Nil).

### **Prospects**

While the impact of the deteriorating global economy on Malaysia is still unclear, the intense competition in the local automotive market is expected to continue putting pressure on sales and margins.

#### Ben Keswick

Chairman 28th October 2011