



Q2 2021 Report

01 April to 30 June 2021

RMA (CAMBODIA) PLC.



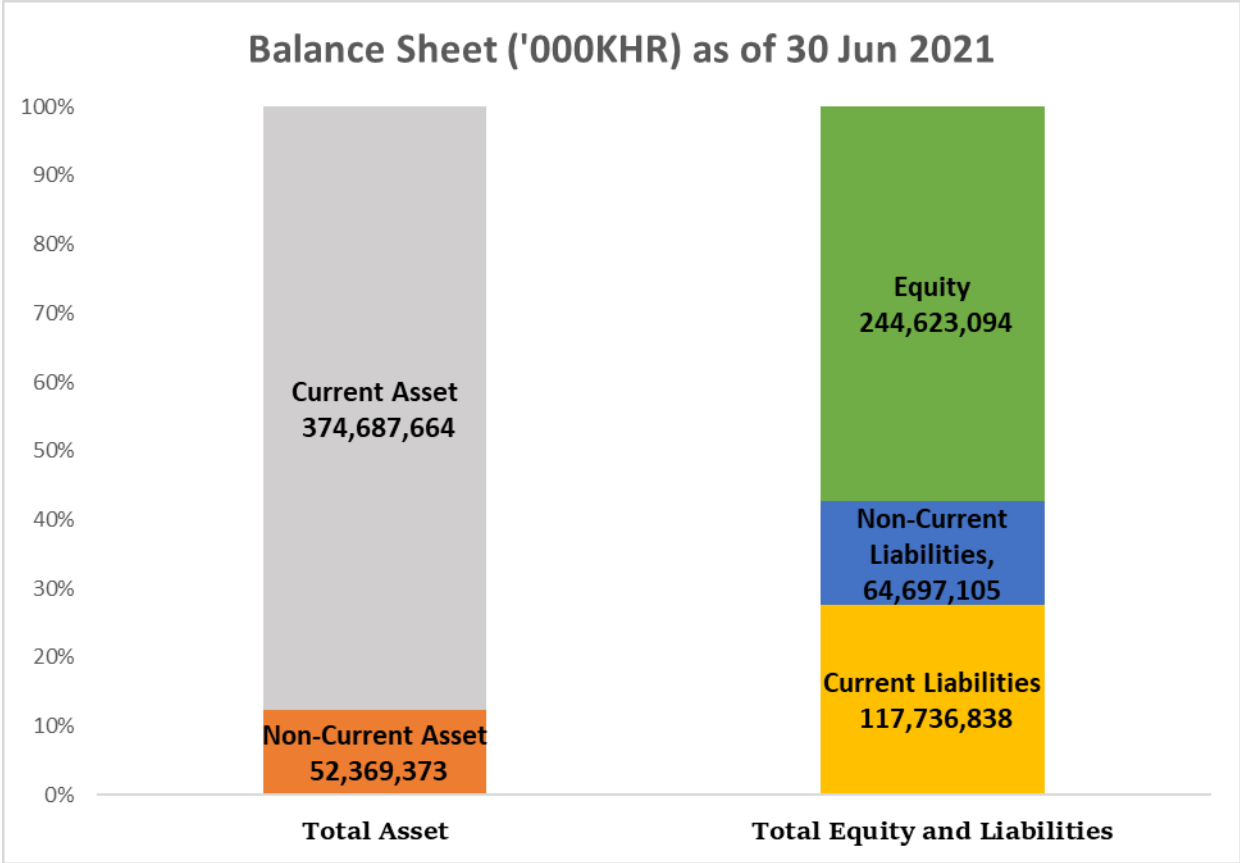
RMA CAMBODIA

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FINANCIAL HIGHLIGHTS

Financial Position (in KHR thousand)	Quarter 2 2021	2020
Total assets	427,057,037	418,929,577
Total Liabilities	182,433,943	229,221,520
Total Shareholders' equity	244,623,094	189,708,057
Profit/(Loss) (in KHR thousand)	Quarter 2 2021	Quarter 2 2020
Total revenues	315,030,751	221,807,161
Profit/(Loss) before tax	32,138,546	21,039,591
Profit/(Loss) after tax	27,579,340	18,053,543
Total Comprehensive Income	29,340,154	18,808,415
Financial Ratio	Quarter 2 2021	2020
Solvency Ratio	0.75	1.21
Current Ratio	3.18	2.34
Quick Ratio	1.80	1.32
Profitability Ratio	Quarter 2 2021	Quarter 2 2020
Return on average assets	6.9%	4.2%
Return on average equity	13.5%	13.4%
Gross profit margin	14.8%	17.5%
Profit margin	8.8%	8.1%
Interest Coverage ratio	15.72	5.16

Graphs of Financial Highlights



TOTAL EQUITIES (IN KHR THOUSAND)

Q2 2021,
244,623,094

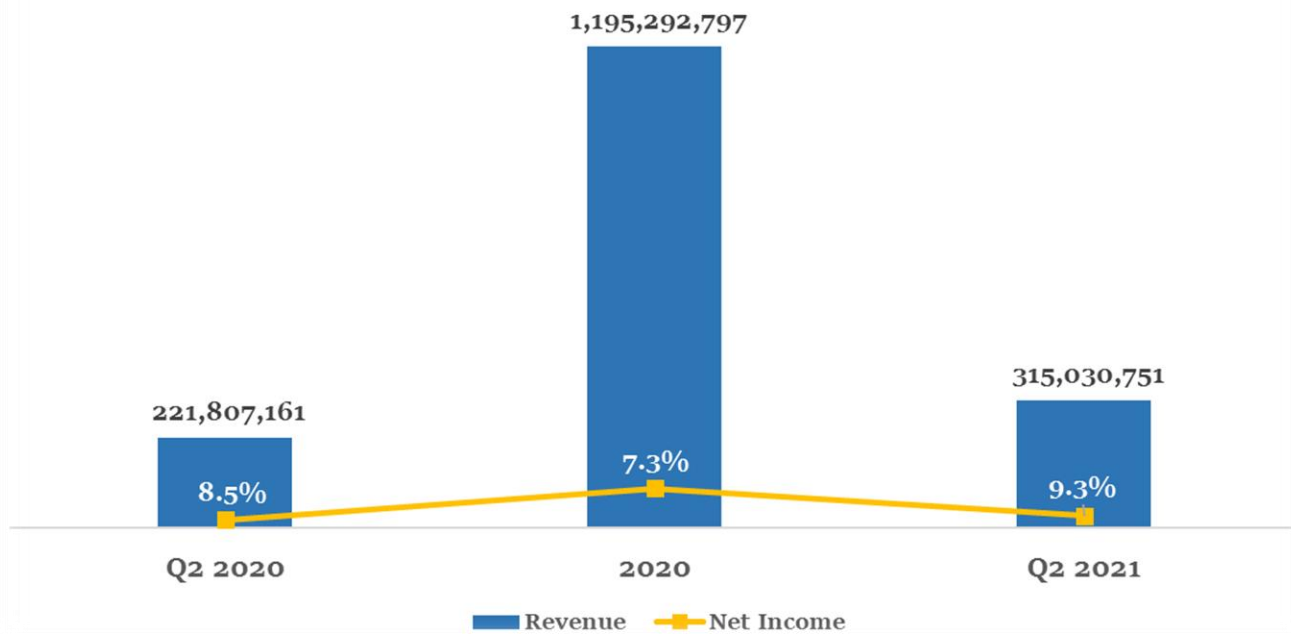
2020,
189,708,057

RETURN ON AVERAGE EQUITY

Q2 2021
13.5%

Q2 2020
13.4%

REVENUE AND NET INCOME ('000KHR)



Board of Directors



Chris Manley

Ngorn Saing

Kevin Whitcraft

Tom Whitcraft

Vichit Ith

Mr. Kevin Whitcraft
Chairman of Board of Director

Mr. Ngorn Saing
Executive Director

Mr. Tom Whitcraft
Non-Executive Director

Mr. Chris Manley
Non-Executive Director

Mr. Vichit Ith
Independent Director

Message from the Chairman

Dear Investors

As for previous quarters, I set out below a brief statement of the financial performance of RMA (Cambodia) Plc, (RMAC) as per the requirements of the Securities and Exchange Commission of Cambodia (SECC).

I write to you now, the Covid cases reach 82,000 cases which is putting the Cambodian people and economy into distress. On the positive side, more than 10 million Cambodians have been vaccinated which shows the effectiveness of the measures taken by the government.

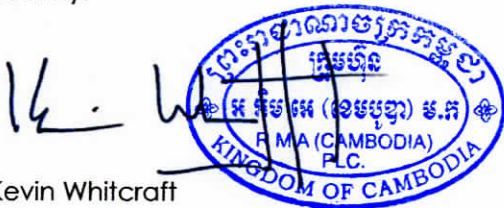
In the 2nd quarter of 2021, RMAC achieved KHR 315.0bn of sales which is 35% lower than the 1st quarter of 2021, one of the best quarters on record. With a complete lock-down in the capital of Phnom Penh and key provinces, the month of April saw a dramatic drop in business to rebound vigorously in May and June when the curfews were eased.

Amongst our various divisions, John Deere products have been immensely successful in the 2nd quarter of 2021 with sales of KHR 35bn equivalent to our sales in 1st quarter 2021.

Our company thrives to execute its business strategy of being the leading supplier of world class automobile, construction, agricultural equipment, and materials handling equipment in Cambodia. During the 2nd quarter of 2021, RMAC has continued to fulfill its long-term objectives of meeting our Cambodian consumers' needs by launching exciting new products with a specific focus on technology, lower fuel consumption and with a constant view towards safety.

RMAC ensures a continuous focus of being a major player in the Cambodian economy developing our human resources and management capabilities and looking towards the long term while understanding our important role and social and environmental responsibilities. During the 2nd quarter of 2021, RMAC is proud to have donated to the Ministry of Health in April 2021 two specially modified Ford truck to transport vaccines. Also, RMAC was handed over a letter of appreciation signed by Prime Minister Samdach Hun Sen for its contribution and support to the Cambodia government and people.

On behalf of the Board, I thank our loyal & passionate customers who have been on our side during these challenging periods for the Kingdom of Cambodia. We wish the people of Cambodia to keep safe & healthy.



Kevin Whitcraft

Chairman

Date: 12 August 2021

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PART 1.- GENERAL INFORMATION OF THE LISTED ENTITY

A. IDENTIFICATION OF THE LISTED ENTITY

Name of the Listed Entity in Khmer	អ៊ីម អេ (ខេមបូឌា) ម.ក
In Latin	RMA (CAMBODIA) PLC
Standard Code	KH2000121A44
Address	No.27 E1, Street 134, Sangkat Mittapheap, Khan 7 Makara, Phnom Penh, Cambodia
Phone	+855 (0) 23 883 488 / 12 867 697
Fax	+855 (0) 23 426 752
Website	www.cambodia.rmagroup.net
Email	saing.ngorn@rmagroup.net
Registration Number	00001121 dated 12 September 2002
Disclosure Document Registration Number	068/20 គ.ម.ក សវសវ SECC dated 02 April 2020
Name of Listed Entity's Representative	Mr. Ngorn Saing
Company Secretary	Mr. Sovan Meas (sovan.meas@rmagroup.net)

B. NATURE OF BUSINESS

RMAC is an automotive, agriculture and heavy equipment-distributor incorporated in Cambodia. It is the distributor and provider of warranty and after-sales service for world-leading brands including Ford, Jaguar Land Rover, John Deere, TCM, JCB, FUSO and Piaggio.

Over the years, the Company has earned a reputation for being the first-choice provider of fleet and retail solutions and services that includes all aspects of vehicular fleet composition, supply, and support.

RMAC is subsidiary of Clipper Holdings Limited, parent company of the RMA Group, which has its regional operating headquarters in Bangkok, Thailand.

C. QUARTERLY KEY EVENTS

Key quarterly events are set out below.

APRIL 2021

Award received

Phnom Penh, April 7th, 2021 - RMA Cambodia, the authorized distributor for Ford in Cambodia, received the **2020 President's Award New Vehicle Sales Achievement**.

Ford Cambodia secured this honor contesting with 21 Ford Asia Pacific Direct Markets (APDM).

Ford Cambodia continues to strive to achieve accolades during these trying times and providing quality service to customers.

FORD's 2020 President's Award



Award received

Phnom Penh, April 5th, 2021 - RMA Cambodia is proud to have received a letter of commendation from the Prime Minister Samdach Hun Sen.

In the letter, the Cambodian Government conveys its appreciation to **RMA Cambodia as one of the country's single largest taxpayers**. Being one of the Kingdom's largest corporations, RMA Cambodia can rightfully pride itself in its significant contributions to all levels of Cambodian society and in its sustained support of the Cambodian Government.

Letter of Appreciation from Prime Minister



Award received

Jaguar Land Rover Cambodia has earned the winner award as **"Retailer of The Year 2020"** in the Asia Pacific region. Jaguar Land Rover Cambodia scores number 1 in Sales & Aftersales while earn number 3 place in Marketing. This is the 1st time that JLR Cambodia has won this prestige Award. This achievement reflects the team spirit of going "Above & Beyond" in becoming the reference in automobile luxury.

Jaguar Land Rover Cambodia Wins "Retailer of The Year Award 2020"



Donation

RMA Cambodia and Ford Cambodia have proudly **donated the first of two specially modified Ford Ranger Pharma Transport Vehicles** to the National Commission for COVID-19.

The truck's interior can be chilled to an incredible -25 °C as required for the safe transport of vaccine. Ngorn Saing, CEO of RMA Cambodia, handed over the vehicle at a special ceremony to H.E. Ou Vanndin, Secretary of Ministry of Health, along with other Government officials in attendance.

Ford Vaccine Vehicle Handover



MAY 2021

Product Launch/Promotion

Land Rover Defender 2021 had been put up in the air on May 19, 2021, purposely, to inform our all customers about the new arrival of Defender 2021.

Land Rover Defender 2021 is the most potential model of the Land Rover range. It is described as the most capable and durable SUV car with the extreme design, styling for exceptional on & off-road capability. It would go "Above & Beyond" anywhere, no matter which road condition you are on, adventure, explorer, country, urban. With this potential, Land Rover Defender 2021 will easily capture customer attention, satisfaction and become the first-choice vehicle to purchase.

LAND ROVER DEFENDER 2021 IS NOW UP IN THE AIR!



Product Launch/Promotion

Ford Cambodia has announced and opened for pre-order its **best-selling pickup truck** in the Cambodia Market, The New Ford Ranger Wildtrak 2022. The Ranger Wildtrak 2022 has an updated exterior with a New Design Front Grille, 18" Black Alloy Wheel, and Ebony Black Exterior Mirrors Finished together with the redesign of interior leather seats and dashboard that make this vehicle look sportier, bolder, tougher, and more powerful. .

New Ford Ranger Wildtrak 2022 is Coming Soon!



JUNE 2021

Sales & Communication

Ganzberg Brewery, the makers of Premium German Beer in Cambodia, have purchased one hundred Ford Ranger XLS from RMA Cambodia. The vehicles are prizes in Ganzberg Brewery's biggest consumer promotion to date. Ford Cambodia held a handover ceremony at the Monivong showroom for the 80th lucky winner of a new Ford Ranger XLS. Ford Cambodia dressed up a large area for the handover ceremony in support of Ganzberg Brewery ongoing competition and marketing campaign

Ganzberg Brewery buys 100 Ford XLS!



PART 2.- INFORMATION ON BUSINESS OPERATIONS PERFORMANCE

A. BUSINESS OPERATION PERFORMANCE INCLUDING BUSINESS SEGMENTS INFORMATION

Key achievements in the Q2 2021 are as follows:

Ford Market Leadership: The Ford brand has further increased its market dominance in Q2 2021 grabbing a market share of 42.5% for new vehicles in the period from 1st January 2021 to 30th June 2021, compared with 35.0% on the same period in 2020. The Ford Ranger continues to be the number one selling vehicle in the new vehicle market in Cambodia.

John Deere: John Deere holds the 2nd position in the tractor business in Cambodia and has maintained its leadership in large sized tractors and harvesters.

Financial Results:

Q2'21 revenues were KHR 315.0bn, which was an increase of +42.0% compared to Q2'20 revenue. Q2'21 profit after tax was KHR 27.6bn, which was +52.8% higher than same period last year largely due to:

- +KHR 8.0 Bn gross profit in Q2'21 compared to Q2'20 from increased sales in Q1'21 (+KHR 93.2 bn sales generating in the quarter versus last year)
- +KHR 2.9 bn of decrease in finance costs in Q2'21 compared to Q2'20
- +KHR 0.3 bn of decrease in operating expense due to less marketing expense and more gain from exchange rate gain in Q2'21 compared to Q2'20.
- –KHR 1.6bn of increase in tax expenses mainly due to the net impact of higher profit and accrued tax incentive in Q2'21.

The unaudited key financials at the end of the quarter are:

- Total Assets attain KHR 427bn increasing by +KHR 8.1bn mainly explained by:
 - +KHR 9.6bn through the increase in inventory (from KHR 153bn end Dec 2020 to KHR 163bn by end Jun 2021)
 - –KHR 9.1bn decrease in deferred tax assets, while
 - +KHR 0.9bn was the increase in our company's cash position which has significantly strengthened to KHR 160bn
 - +KHR 13.1bn increase in trade and other receivables
- Shareholder's Equity achieves KHR 244.6bn, which is an increase of +KHR 54.9bn compared to 31st December 2020.
- Net Cash Flow from Operations for the second quarter of 2021 is still solid, with +KHR 27.7bn.

RMAC invested +KHR 1.3bn in the first six-month of 2021, including new vehicles for operation and additional operating equipment.

B. REVENUE STRUCTURE

RMAC is a diversified company representing a number of world class brands, including Ford, Jaguar Land Rover, Fuso, John Deere and JCB. While other business segments are developing, the Ford business segment is a major segment of the company's current revenue structure. The Ford business segment is made up of vehicle sales, after sales service and spare parts and accounted for 81.6% of Q2'21 revenues (vs 88.2% Q2'20 revenue).

Revenue by segment is shown in Part 4 of this report.

PART 3.- FINANCIAL STATEMENTS REVIEWD BY THE EXTERNAL AUDITOR

Please refer to the Annex for Condensed Interim Financial Information for the Quarter Ended
30 June 2021.

PART 4.-MANAGEMENT'S DISCUSSION AND ANALYSIS

A. OVERVIEW OF OPERATIONS

1. Revenue Analysis

Total revenue at KHR 314.9bn increased by + KHR 93.2bn or +42.0% in Q2'21 compared to the same quarter in 2020.

2. Revenue by Segment

In KHR thousand	Quarter 2 2021	% Share	Quarter 2 2020	% Share
Ford	257,008,674	81.6%	195,697,220	88.2%
Other Operations	64,629,592	20.5%	30,635,285	13.8%
Corporate Elimination	(6,607,515)	-2.1%	(4,525,344)	-2.0%
Total	315,030,751	100.0%	221,807,161	100.0%

Ford revenue was up by KHR 61.3bn (+31.3% vs Q2'20), reflecting higher unit sales. Revenue from Other Operations increased to KHR 34.0bn (+111.0% vs Q2'20), with higher volumes for John Deere, JLR and FUSO.

3. Gross Profit Margin

In KHR thousand	Quarter 2 2021	Quarter 2 2020	Variance	% Change
Total Revenues	315,030,751	221,807,161	93,223,590	+42.0%
Gross Profit	46,764,338	38,790,015	7,974,323	+20.6%
Gross Profit Margin	14.8%	17.5%		

Gross profit margin in Q2'21 decreased to 14.8% (vs 17.5% in Q2'20) mainly due to product mix change, disposal of aged inventory and pressure on prices which has intensified since pandemic outbreak. However, Q2'21 total revenues are managed to increase by 42.0% on the same quarter last year. The number emphasized the strategy used by most business to

maximize sale volume by lowering the price to adapt to the economic situation during the pandemic.

4. Profit Before Tax ('PBT') analysis:

In KHR thousand	Quarter 2 2021	Quarter 2 2020	Variance	% Change
Total Revenues	315,030,751	221,807,161	93,223,590	+42.0%
Gross Profit	46,764,338	38,790,015	7,974,323	-20.6%
Gross Profit Margin	14.8%	17.5%		
Expenses	12,441,755	12,693,855	(252,100)	-2.0%
Finance Costs	2,184,037	5,056,569	(2,872,532)	-56.8%
Profit Before Tax	32,138,546	21,039,591	11,098,955	+52.8%
Margin	10.2%	9.5%		

Profit before tax margin for Q2'21 at 10.2% increased from 9.5% in Q2'20. The drop of gross profit margin from 17.5% in Q2'20 to 14.8% in Q2'21 was compensated by the slight decrease in expenses and very significant reduction in finance costs simultaneously because of the ability to settle bank loans and other long-term loans in shorter period of time resulting in interest savings.

5. Profit After Tax ('PAT') analysis:

In KHR thousand	Quarter 2 2021	Quarter 2 2020	Variance	% Change
Profit Before Tax	32,138,546	21,039,591	11,098,955	+52.8%
Tax Expense	4,559,206	2,986,048	1,573,158	+52.7%
Profit After Tax	27,579,340	18,053,543	9,525,797	+52.8%
Profit After Tax Margin	8.8%	8.1%		

The effective tax rate for both Q2'21 and Q2'20 is the relatively the same and hence, the changes of profit before and after tax remain the same in percentage.

B. SIGNIFICANT FACTORS AFFECTING PROFIT

1. Demand and supply conditions analysis

The COVID-19 pandemic in Cambodia has impacted both demand and supply conditions starting from Q2'20.

Supply was initially impacted by lock downs, notably at the Ford factory in Thailand, but has subsequently returned to normal starting Q3'20.

Demand has been impacted by delays and cancellations of major private and public sector projects, a reduction in consumer confidence, loss of the tourism and hospitality business and more cautious bank lending.

To curb with the spread of Covid-19 outbreak, the Government had imposed lockdown starting from 15 April 2021, with several levels of relaxation from the initial lockdown at the end of April 2021. During the lockdown, people were restricted to travel outside their homes, except for essential and emergency purposes. Non-essential businesses in the lockdown areas were not allowed to operate. Therefore, the Company business activities were significantly reduced during the second half of April 2021. From May 2021, the business activities started to recover.

2. Fluctuations in prices of raw materials analysis

There has been no significant fluctuation in prices of raw materials.

3. Tax Analysis

Recently, there have been no significant changes in tax regulations in Cambodia that have had a material impact on our financial performance.

4. Exceptional and extraordinary items analysis

There were no other exceptional and extraordinary items in the period.

C. MATERIAL CHANGES IN SALE AND REVENUE

The revenue for Q2 2021 and the comparative periods in 2020 are shown in sections of this document and also in the Condensed Interim Financial Statements.

D. IMPACT OF FOREIGN EXCHANGE, INTEREST RATES AND COMMODITY PRICES

Exchange rate movements have no material impact on our financial performance as the vast majority of our business is conducted in KHR/USD, with only minimal purchases of imported products purchased in foreign currencies. We are not impacted by Commodity prices as we are not trading in commodities. Interest rates movements in the period have been minimal.

E. IMPACT OF INFLATION

There is no significant impact of inflation on our financial performance.

F. ECONOMIC, FISCAL AND MONETARY POLICY OF ROYAL GOVERNMENT

There have been no major impacts resulting from changes in Government Policy, apart from those relating to COVID-19, involving reduced Government spending and restrictions impacting certain sectors of the economy, such as tourism.

Signature of Directors of Listed Entity

Date: 12 August 2021

Read and Approved




Kevin Whitcraft
Chairman of the Board of Directors

Read and Approved



Ngorn Saing
Chief Executive Officer

