



Q2 2022 Report

01 April to 30 June 2022

RMA (CAMBODIA) PLC.



RMA CAMBODIA

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FINANCIAL OVERVIEW

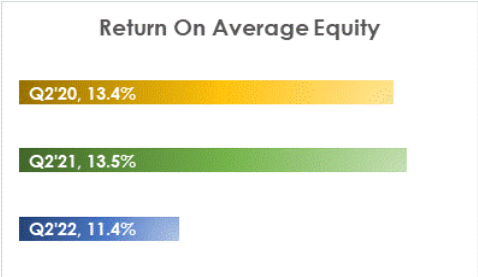
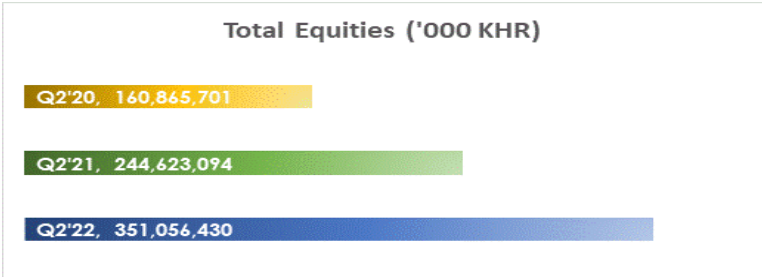
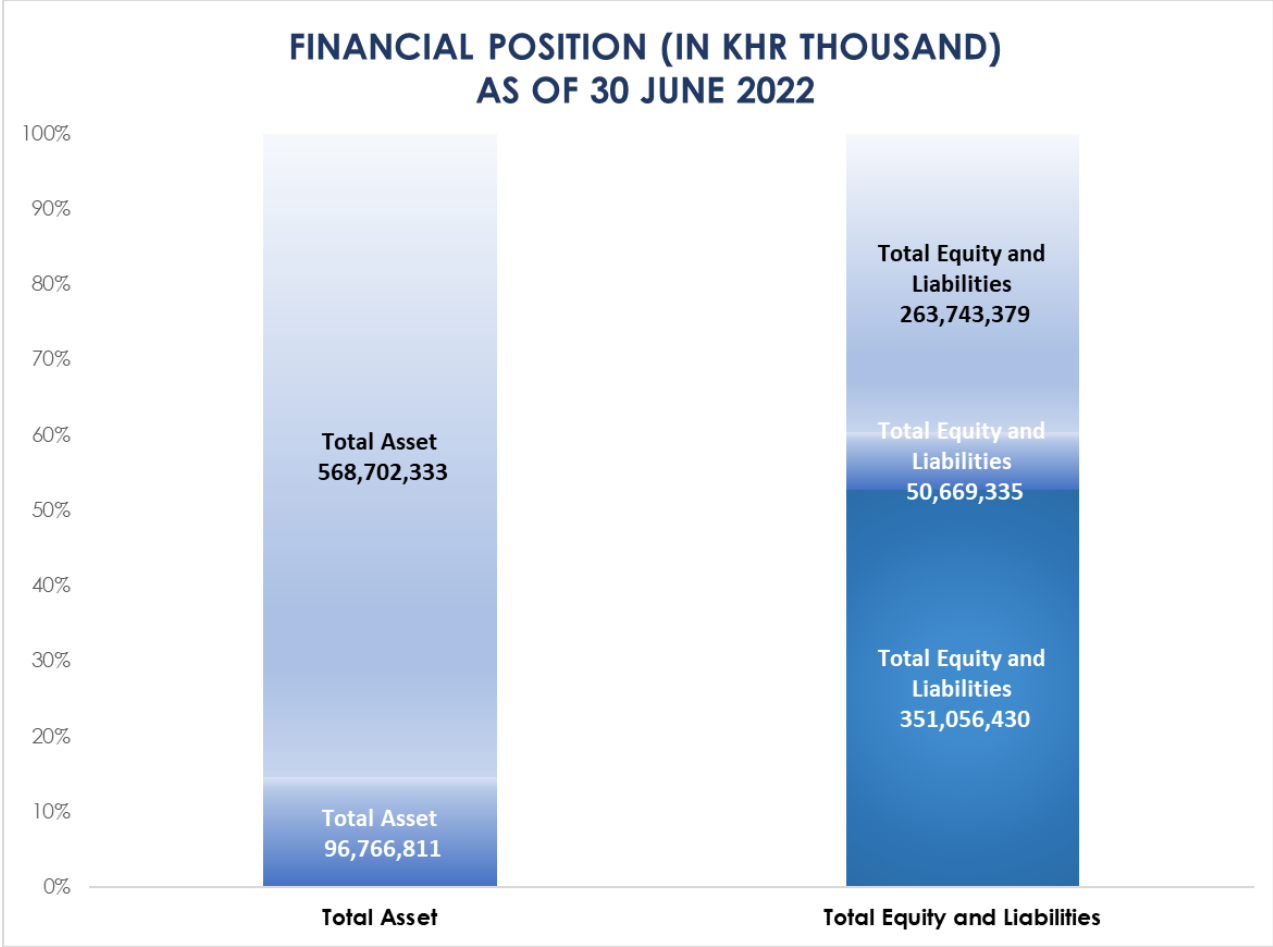
Financial Position (in KHR Thousand)	Quarter 2 2022	2021	2020
Total assets	665,469,144	608,159,530	418,929,577
Total Liabilities	314,412,714	322,240,820	229,221,520
Total Shareholders' equity	351,056,430	285,918,710	189,708,057

Profit/(Loss) (in KHR Thousand)	Quarter 2 2022	Quarter 2 2021	Quarter 2 2020
Total revenues	321,779,718	315,030,751	221,807,161
Profit/(Loss) before tax	41,902,885	32,138,546	21,039,591
Profit/(Loss) after tax	34,723,806	27,579,340	18,053,543
Total Comprehensive Income	36,441,976	29,340,154	18,808,415

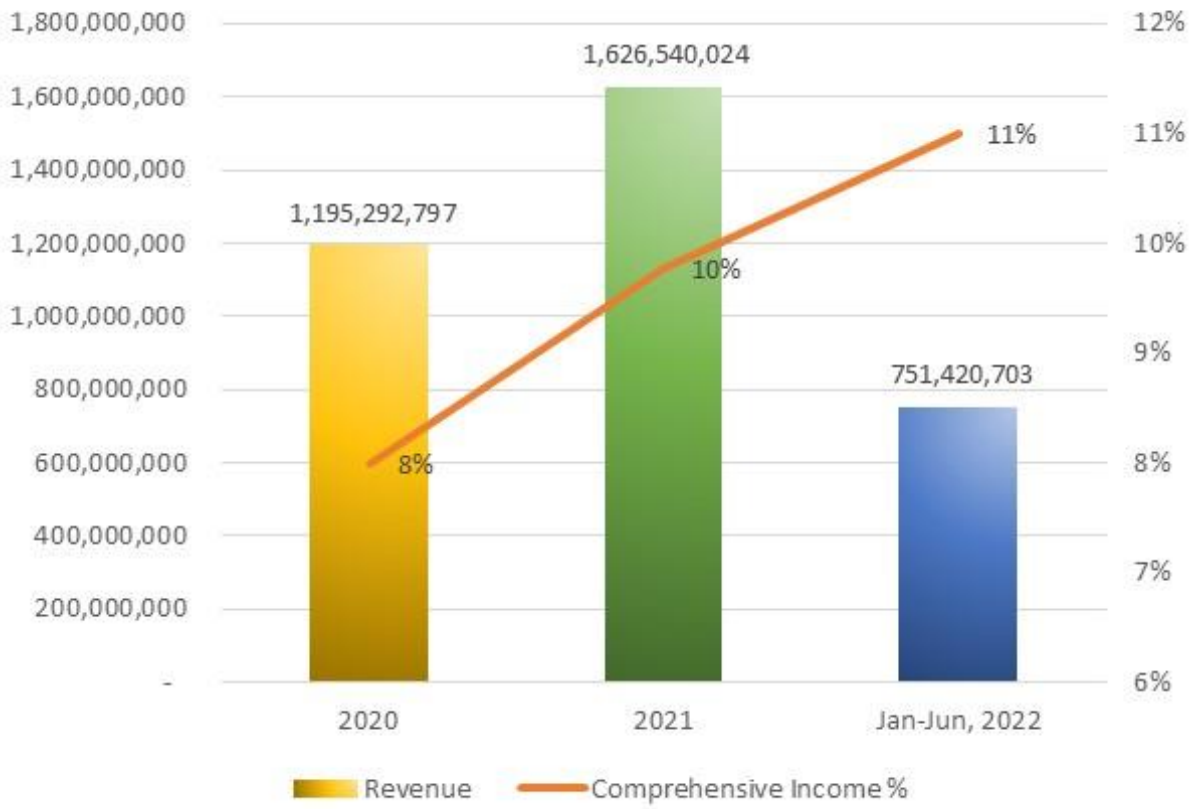
Financial Ratio	Quarter 2 2022	2021	2020
Solvency Ratio	0.90	1.13	1.21
Current Ratio	2.16	2.00	2.34
Quick Ratio	1.13	0.96	1.32

Profitability Ratio	Quarter 2 2022	Quarter 2 2021	Quarter 2 2020
Return on average assets	5.7%	6.9%	4.2%
Return on average equity	11.4%	13.5%	13.4%
Gross profit margin	19.1%	14.8%	17.5%
Profit margin	11.3%	9.3%	8.5%
Interest Coverage ratio	20.87	15.72	5.16

GRAPHS OF FINANCIAL HIGHLIGHTS



Revenue and Comprehensive Income ('000 KHR)



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).

In the 2nd quarter of 2022, the Kingdom of Cambodia has shown positive signs of economic recovery. There has been some inflationary increase resulting from overall global commodity price increases passing on to domestic prices of food and fertilizers, resulting in a 7.2% year-to-date inflation. Having noted these challenges, the garment and footwear industry as well as the agriculture exports (essentially rice) show robust growth. Anticipation is Cambodia's real growth projected at around +4.5% above 2021.

During this quarter, RMAC has been very active and has pursued its strong revenue-generating activities. Revenues have exceeded the previous year's performance by +2.1% while our major brands were experiencing a low level of inventory due to the global supply-chain challenges and inventory shortage.

RMAC's leading brand, Ford, organized in June 2022 a large-scale launch of the all-new next Generation Ranger 2023 model. The event was warmly welcomed by our existing and potential customers. The pipeline of orders remains at high levels, again demonstrating the loyal customer base and excellent product line up in the RMA Group portfolio.

The announcement of the official exclusive distributorship launch of Changan in May 2022 was followed by the presentation in June 2022 of the brand's iconic models the CHANGAN CS35 Plus and CS75 Plus. The strong press coverage is indicative of the attractiveness of the product offer.

The month of June 2022 witnessed a historical moment for RMAC whose sister company RMA Automotive Cambodia has spearheaded the official opening of the Ford assembly plant in Pursat. RMAC has a significant shareholding in this new manufacturing venture and continues to distribute vehicles produced in this factory. This manufacturing initiative is considered for RMAC and for the RMA Group as a long-term commitment to investing in and growing the automotive industry in the Kingdom of Cambodia. We are very proud to have had the of the opening ceremony His Excellency Lieutenant General Hun Manet presiding over the assembly plant opening.

RMAC 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 quarter, 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.

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.

Handwritten signature: K. Whitcraft



Kevin Whitcraft
Chairman
Date: 12 August 2022

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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	អ៊ិម 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 លំដាប់ 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, Changan 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 after sales service 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 2022

DISTRIBUTORSHIP LAUNCH

RMA Cambodia held Changan's Grand Opening event of the **first official Changan showroom building** in Cambodia.

The grand opening was celebrated with the **honorable presence of Mr. Thang Sothol, Governor of Khan Chamkaramon and Mr. Ngorn Sang, CEO of RMA Cambodia.**

CHANGAN LAUNCH



AWARD

The **Institute of Standards of Cambodia** part of the **Ministry of Industry, Science, Technology and Innovation** recognized RMA Cambodia PLC. as a company that imports vehicles with **high safety standards into Cambodia.**

This recognition was awarded after RMA Cambodia had strictly and effectively implemented regulations of vehicle standards put in place by the Royal Government of Cambodia. The Institute of Standards of Cambodia performed a thorough inspection on the preparation of assembly plant process in Pursat province on the 24th March 2022.

CERTIFICATE OF APPRECIATION FROM INSTITUTE OF STANDARDS OF CAMBODIA



MAY 2022

OFFICIAL LAUNCH

On the evening of May 26, 2022, RMA Cambodia, the **exclusive distributor of**

2022 CHANGAN VEHICLES

CHANGAN Automobile, hosted its "Official Launch of 2022 CHANGAN Luxury Cars" at The Premier Center Sen Sok to commemorates the official launch of the **CHANGAN CS35 Plus** and **CS75 Plus** in Cambodia. This official launch event was presided by his excellency, Mr, Chuon Dara, Secretary of State of the Ministry of Commerce and Mr. Ngorn Saing, CEO of RMA Cambodia. CHANGAN Cambodia also provided test drives of both CS-75 and CS-35 models to the customers.



AWARD

RMA CAMBODIA PLC. received a letter of appreciation from **Prime Minister Samdech Akka Moha Sena Padei Techo Hun Sen** for fulfilling the obligation of paying corporate income taxes to the government.

RMAC ranks **#21** amongst the highest tax-paying companies in Cambodia for year 2021. RMAC holds the **Gold status in Tax Compliance**.

LETTER OF APPRECIATION FROM THE PRIME MINISTER



JUNE 2022

ASSEMBLY INAUGURATION

16th June 2022. RMA Cambodia **officially inaugurated the first FORD assembly plant in the Kingdom of Cambodia**, located in Pursat Province, Cambodia's economic corridor.

The event was presided over by **His Excellency Lieutenant General Hun Manet, Deputy Commander-in-chief of the Royal Cambodian Armed Forces and Commander of the Army**.

OFFICIAL INAUGURATION OF 1st FORD ASSEMBLY PLANT IN THE KINGDOM OF CAMBODIA



The official opening ceremony was also attended by the senior government officials of the **Royal Government, the management of Ford Motor Company, the management of RMA Group**, and RMA Cambodia, as well as accommodating over 1,000 guests both local and international visitors.



PRODUCT LAUNCH

RMA Cambodia held a large-scale launching event of **Ford Next Generation 2023 Ranger**, located at the Premium Centre Sen Sok in Phnom Penh. A test drive program was available for free of charged for the new 2023 Ford Ranger model on the event day lasted from morning until evening. There were approximately 6,000 guests both local and international visitors that joined the evening gala dinner for the launching of the 2023 Ford Ranger model. This spectacular event was joined by **Mr. Ngorn Saing, CEO of RMA Cambodia, Mr. Kevin Whitcraft, CEO of RMA Group, Ms. Dianne Craig, President International Markets Group, Ford Motor Company and Ms. Yukontorn Wisadkosin, President, Ford ASEAN, Ford Motor Company and Mr. Benjamin V. Wohlauer, Charge d'Affaires A.i of U.S. Embassy in Cambodia as well as H.E. Chhuon Dara, Secretary of State of the Ministry of Commerce.**

NEXT GENERATION FORD RANGER 2023 LAUNCHING



CORPORATE SOCIAL RESPONSIBILITY

RMA Cambodia launched FORD – Techo Sen Institute Technical Training Center and donated 1 Ford vehicle. Presided over by **His Excellency Sun Chantol**, senior minister, minister of

TECHO SEN INSTITUTE TRAINING CENTER & DONATION

ministry of public works and transport, this event was also attended by **His Excellency Hoeurn Somnieng, Director of Techo Sen Institute of Public Works and Transportation (TSI)**, **Mr. Benjamin V. Wohlauer Secretary of the US Embassy** to the Kingdom of Cambodia along with the management of Ford Motor Company and RMA Group.



PART 2.- INFORMATION ON BUSINESS OPERATIONS PERFORMANCE

A. BUSINESS OPERATION PERFORMANCE & SEGMENTAL INFORMATION

Key achievements in the Q2 2022 are as follows:

Ford Market: Ford is one of the leading automobile brands in the Cambodia market. The **Ford Ranger** was the **#1 selling car** in the non-luxury new vehicle market in Cambodia during Q2'22.

John Deere: According to our internal sources, John Deere holds the **2nd position** in market share with in Cambodia and has maintained its leadership in large sized tractors and harvesters.

Financial Results:

Q2'22 revenues were KHR 321.8bn, which was an increase of **+2.1%** compared to Q2'21 revenue. **Q2'22 profit after tax was KHR 34.7bn.**

Net cash flow utilized in investing activities is KHR 6.9 bn in the first six-months of 2022, which includes the additional investment in BSP Finance (Cambodia) Plc, investment in R M A Automotive (Cambodia) Co., Ltd, construction of new showrooms, and purchases of 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, Changan, Fuso, John Deere, JCB and Piaggio.

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 2022.

PART 4.-MANAGEMENT'S DISCUSSION AND ANALYSIS

A. OVERVIEW OF OPERATIONS

1. Revenue Analysis

Total **revenue at KHR 321.8bn** increased by +KHR 6.7bn or **+2.1%** in Q2'22 compared to the same quarter in 2022.

2. Revenue by Segment

Revenue is split amongst the divisions with Ford being the bulk of sales. The other divisions of agriculture, Jaguar Land Rover, Material Handling and Piaggio have grown over the year in overall terms.

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

In KHR thousand	Quarter 2 2022	Quarter 2 2021	Variance	% Change
Total revenues	321,779,718	315,030,751	6,748,967	2.1%
Gross Profit	61,336,690	46,764,338	14,572,352	31.2%
Gross Profit Margin	19.1%	14.8%		
Operating Expense	17,325,310	12,441,755	4,883,555	39.3%
Finance Costs	2,108,495	2,184,037	(75,542)	-3.5%
Profit Before Tax	41,902,885	32,138,546	9,764,339	30.4%
Margin	13.0%	10.2%		

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

In KHR thousand	Quarter 2 2022	Quarter 2 2021	Variance	% Change
Profit Before Tax	41,902,885	32,138,546	9,764,339	30.4%
Tax Expense	7,179,079	4,559,206	2,619,873	57.5%
Profit After Tax	34,723,806	27,579,340	7,144,466	25.9%
Profit After Tax Margin	10.8%	8.8%		

B. SIGNIFICANT FACTORS AFFECTING PROFIT

1. Demand and supply conditions analysis

Customers show strong intention of purchases of our key franchises, Ford, John Deere and Jaguar Land Rover. Demand has maintained at a high-level throughout Q2'22 with a regular amount of customer contracts being registered at end of the quarter.

Though inventory shortages have eased on some models, there is still a global shortage of some key components such as micro-chip negatively impacting the automobile industry. Certain products or models, depending on the origin of the products and the severity of the impact of Covid, have been more challenging to source.

RMAC is monitoring closely its sourcing pipeline for each division but may face some product shortages in the following quarters.

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 Q2'22 and the comparative periods in 2021 is shown in sections of this document and 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 has been no major impact resulting from changes in Government Policy. Since the COVID-19 situation is getting better, we can notice that there is less restriction measures imposed by the Government. The economy is recovering, specially the tourism sectors.

G. OTHER EVENTS OF SIGNIFICANCE

There has been no events of significance during this quarter.

Signature of Directors of Listed Entity

Date: 12 August 2022

Read and approved



Kevin Whitcraft
Chairman of the Board of Directors



Read and approved



Ngorn Saing
Chief Executive Officer

