



Q1 2023 Report

01 January to 31 March 2023

RMA (CAMBODIA) PLC.



RMA CAMBODIA

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FINANCIAL OVERVIEW

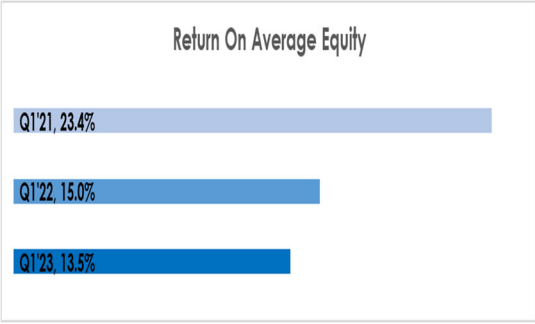
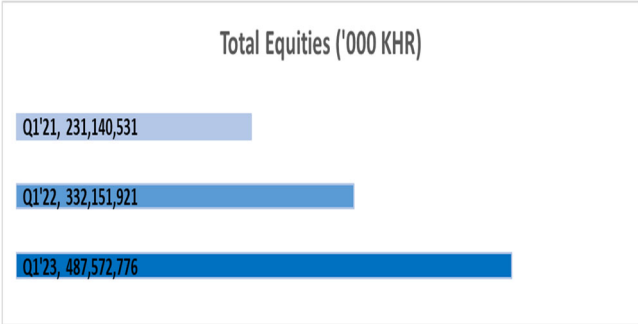
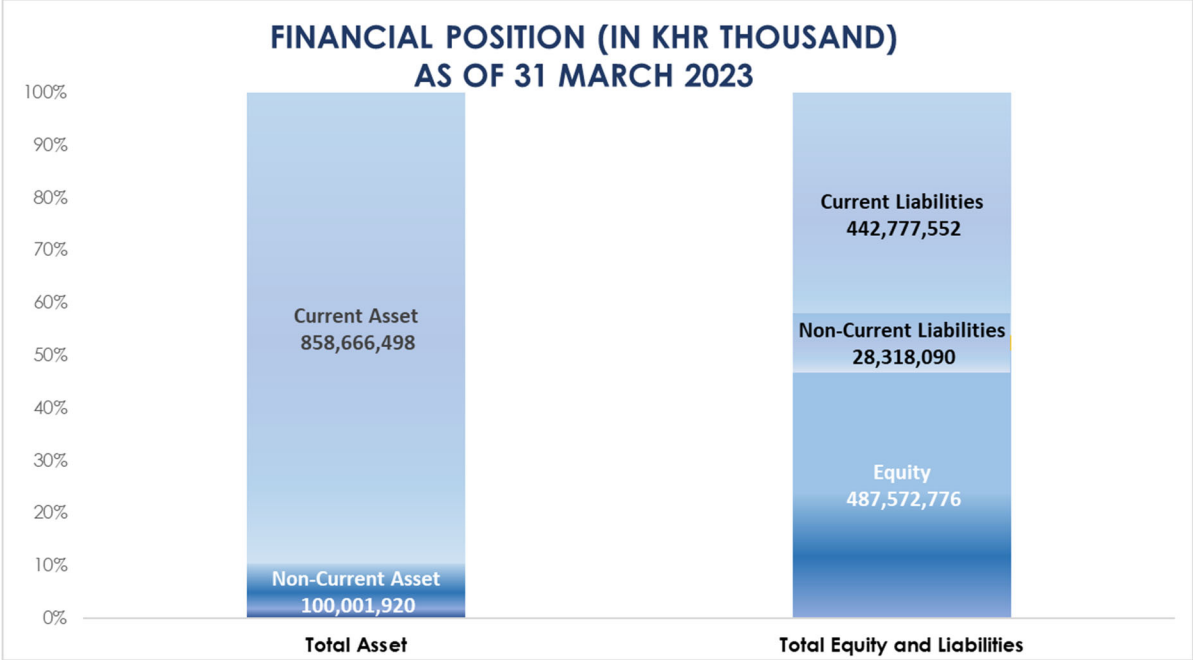
Financial Position (in KHR Thousand)	Quarter 1 2023	2022	2021
Total assets	958,668,418	889,295,232	608,159,530
Total Liabilities	471,095,642	451,392,433	322,240,820
Total Shareholders' equity	487,572,776	437,902,799	285,918,710

Profit/(Loss) (in KHR Thousand)	Quarter 1 2023	Quarter 1 2022	Quarter 1 2021
Total revenues	631,188,306	429,668,917	481,655,008
Profit/(Loss) before tax	88,713,509	54,382,743	59,435,847
Profit/(Loss) after tax	69,655,923	48,071,372	49,287,974
Total Comprehensive Income	62,537,807	46,233,211	49,144,575

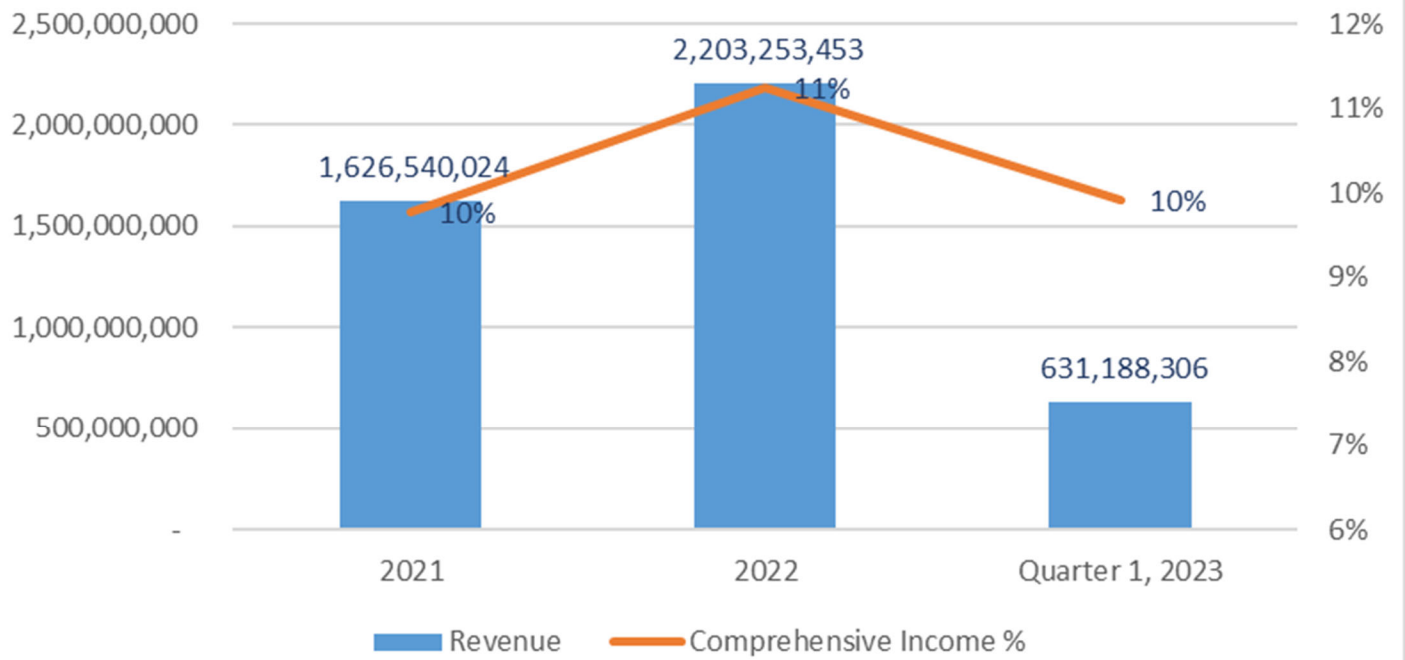
Financial Ratio	Quarter 1 2023	2022	2021
Solvency Ratio	1.0	1.0	1.1
Current Ratio	1.9	2.0	2.0
Quick Ratio	0.5	0.7	1.0

Profitability Ratio	Quarter 1 2023	Quarter 1 2022	Quarter 1 2021
Return on average assets	6.8%	8.2%	11.6%
Return on average equity	13.5%	15.0%	23.4%
Gross profit margin	18.3%	17.6%	15.3%
Profit margin	9.9%	10.8%	10.2%
Interest Coverage ratio	17.3	28.2	26.1

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).

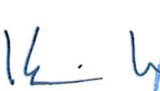

The Asia Development Bank has recently confirmed that Cambodia's economy would achieve a vigorous 5.5% growth of its GDP in 2023. Nevertheless, the weaker global economic environment coupled with the Ukraine-Russia war and hiking interest rates have softened Cambodia's growth of Q1 2023. Financing institutions have made it tougher for consumers to access consumer loans which have slowed the pace of post-Covid recovery in various industries. Also, tourism has seen a favorable rebound though not as important as expected. The real-estate business stalled with very few transactions being negotiated during the quarter. The automobile market overall contracted by -9% during the quarter compared to the previous year, though the new car market grew by +12%.

During the first quarter of 2023, RMAC delivered strong sales increasing by +46% compared to the same quarter of 2022. The quarter's Net Profit expanded by +44%.

During that period, our new Chinese brand Changan was very active with the launch of 4 new models, the UNI-T, the UNI-K, the CS35 Plus, and the CS55 Plus. The Ford division hosted very successful "VIP and Thank You Dinners" in appreciation of the trust and loyalty of our customers. We are proud to have achieved a new milestone securing the After-Sales distributorship of Mercedes-Benz in Cambodia starting the 01st March 2023.

RMAC thrives to execute its business strategy of being the leading supplier of world-class automobiles, construction and 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 toward safety. For the corporate social responsibility side, RMAC Management is proud to have donated dustbins in the province of Sihanoukville, and to have invested in renowned Institutes in Cambodia to contribute to the student's technical knowledge. RMAC responsibly organized key CSR events for the disadvantaged students of Saek Thmey Cambodge and to the Phnom Penh Thmey Special Education High School. As part of the friendly and warm visit, our RMAC employees donated bicycles and school supplies.

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

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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 សំសំរំ 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, Changan, After-Sales of Mercedes-Benz, 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 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.

PRODUCT LAUNCHES



HANGAN UNI-K OFFICIAL LAUNCH

RMA Cambodia officially launched the arrival of the new Changan UNI-K Series 2023 at The Premier Sen Sok. The event welcomed 1,500 guests.



CHANGAN CS55+ S'23 OFFICIAL LAUNCH

RMA Cambodia launched the official arrival of the New Changan CS55 PLUS Series 2023 at The Premier Sen Sok with a total 1,420 guests. This launch was held under the honorary presence of His Excellency Chen Sengheang, Deputy Director General of the Institute of Standards of Cambodia.

PUBLIC RELATION



RMA Cambodia joined as panelists at the Breakfast Talk on the Automotive Sector Outlook for 2023 and Beyond, co-hosted by the European Chamber of Commerce in Cambodia and the Cambodia Automotive Industry Federation. From private sector's perspective, Mr. Ngorn Saing, CEO of RMA Cambodia and Mr. Roberto Da Silva, CEO of HGB Group, have shared their view on the trend of new car market, electric vehicle and potential investment in the automotive industry. Mr. Chhoeurn Makara, RMA's Project Manager and Chairman of EuroCham Automotive Committee.

AWARDS



Certificate of Merit from World Custom Organization

10 best business companies that participated in improving the efficiency of trade facilitation, strengthening compliance and fulfilling tax and duty obligations.

CSR EVENTS



RMA CAMBODIA DONATES TO DISADVANTAGED STUDENTS OF SAEK THMEY CAMBODGE

RMA Cambodia donated bicycles and study materials to the disadvantaged students of Saek Thmey Cambodge, an NGO school located in Siem Reap.



RMA Cambodia management team set out to drive Piaggio tuk tuk in Phnom Penh city to raise the donation fund to donate to disabled students of Phnom Penh Thmey Special Education High School on the International Valentine's Day.

PART 2.- INFORMATION ON BUSINESS OPERATIONS PERFORMANCE

A. BUSINESS OPERATION PERFORMANCE & SEGMENTAL INFORMATION

Key achievements in the Q1 2023 are as follows:

Ford Market: Ford was the top-selling automotive brand in the new non-luxury Cambodia market. The **Ford Ranger** was the **#2 selling car** in the non-luxury new vehicle market in Cambodia during Q1'23.

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

Financial Results:

Q1'23 revenues were KHR 631.2bn, which was an increase of **+46.9%** compared to Q1'22 revenue. **Q1'23 profit after tax was KHR 69.7bn**.

Net cash flow utilized in investing activities is KHR 13.1 bn in Q1'23, which includes 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, After-Sales Mercedes-Benz, Fuso, John Deere, JCB and Piaggio.

All the Company revenues are classified into two categories:

1. Sales of goods: Revenues associated with the sale of vehicles and equipment.
2. Service revenues: Revenues associated with repair and maintenance services of the vehicles and equipment.

The table below shows the two categories of revenues for Q1'23 and comparable periods in the last three years.

In KHR Thousand	Quarter 1 2023	% Share	Quarter 1 2022	% Share	Quarter 1 2021	% Share
Sales of goods	615,039,332	97.4%	414,583,234	96.5%	472,026,935	98.0%
Service revenue	16,148,974	2.6%	15,085,683	3.5%	9,628,073	2.0%
Total	631,188,306	100.0%	429,668,917	100.0%	481,655,008	100.0%

PART 3.- FINANCIAL STATEMENTS REVIEWD BY THE EXTERNAL AUDITOR

Please refer to the Annex for Condensed Interim Financial Information for the Quarter Ended 31 March 2023.

PART 4.-MANAGEMENT'S DISCUSSION AND ANALYSIS

A. OVERVIEW OF OPERATIONS

1. Revenue Analysis

Total **revenue at KHR 631.2bn** increased by +KHR 201.5bn or **+46.9%** in Q1 '23 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 1 2023	Quarter 1 2022	Variance	% Change
Total revenues	631,188,306	429,668,917	201,519,389	46.9%
Gross Profit	115,629,406	75,476,356	40,153,050	53.2%
Gross Profit Margin	18.3%	17.6%		
Operating Expense	21,475,098	19,096,035	2,379,063	12.5%
Finance Costs	5,440,799	1,997,578	3,443,221	172.4%
Profit Before Tax	88,713,509	54,382,743	34,330,766	63.1%
Margin	14.1%	12.7%		

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

In KHR thousand	Quarter 1 2023	Quarter 1 2022	Variance	% Change
Profit Before Tax	88,713,509	54,382,743	34,330,766	63.1%
Tax Expense	19,057,586	6,311,371	12,746,215	202.0%
Profit After Tax	69,655,923	48,071,372	21,584,551	44.9%
Profit After Tax Margin	11.0%	11.2%		

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 Q1 '23 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 Q1'23 and the comparative periods in 2022 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.

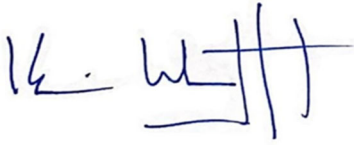
G. OTHER EVENTS OF SIGNIFICANCE

There has been no events of significance during this quarter.

Signature of Directors of Listed Entity

Date: 31 May 2023

Read and approved



Kevin Whitcraft
Chairman of the Board of Directors



Read and approved



Ngorn Saing
Chief Executive Officer

