



# THE FIRST QUARTERLY REPORT

**31 MARCH 2024**

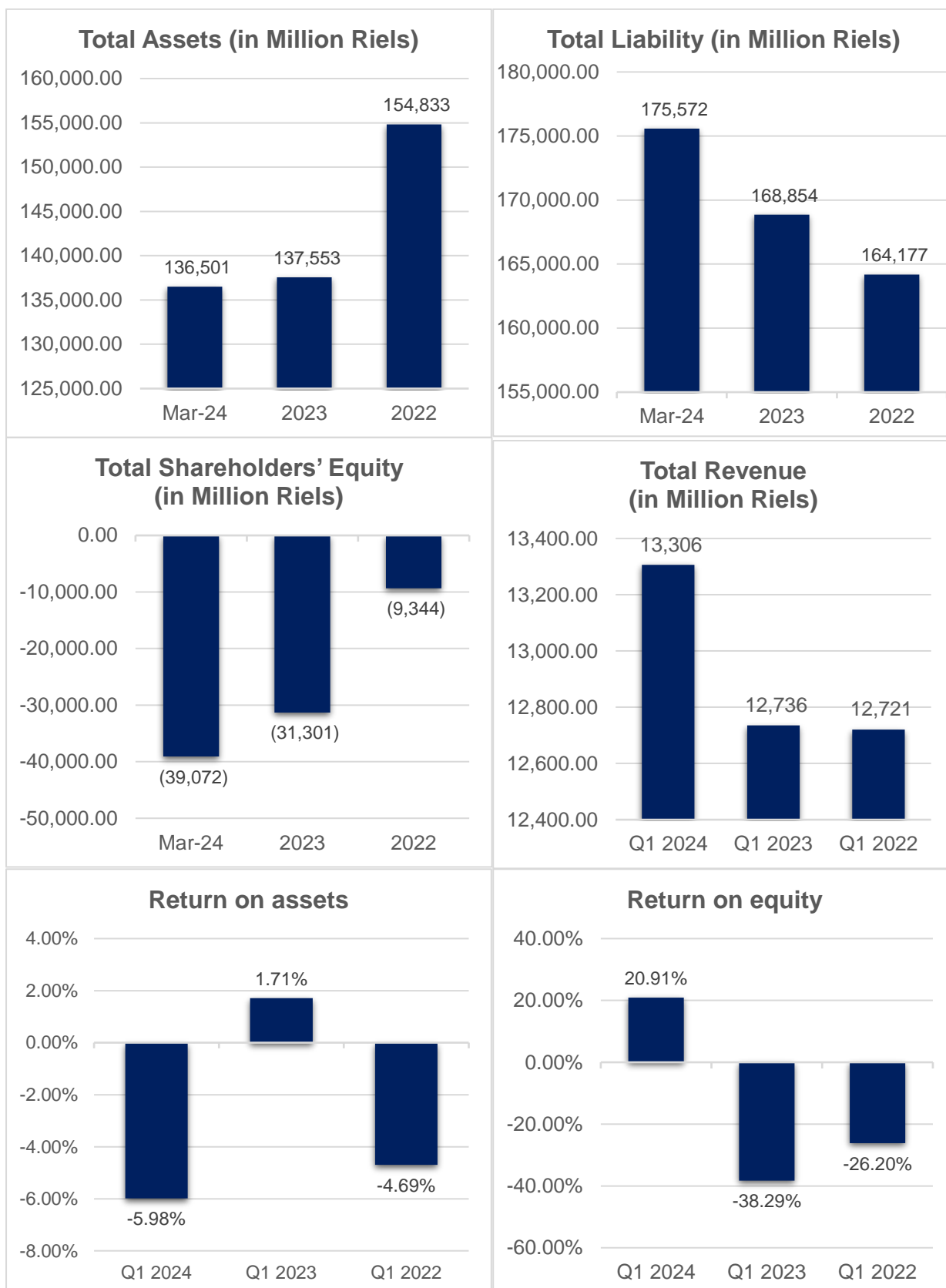
**ROYAL RAILWAY PLC.**

## FINANCIAL HIGHLIGHT

Financial Position (in Million Riels)		Q1 2024	2023	2022
Total Assets		136,501	137,553	154,833
Total Liabilities		175,572	168,854	164,177
Total Shareholders' Equity		(39,072)	(31,301)	(9,344)
Profit/(Loss) (in Million Riels)		Q1 2024	Q1 2023	Q1 2022
Total Revenues		13,306	12,736	12,721
Loss Before Tax		(8,168)	2,553	(1,555)
Loss After Tax		(8,168)	2,553	(1,555)
Total Comprehensive Loss		(7,771)	2,677	(1,595)
Financial Ratios		Q1 2024	2023	2022
Solvency Ratio		-34.91%	-90.81%	-118.50%
Liquidity Coverages Ratio	Quick Ratio	0.61	0.68	4.50
	Current Ratio	0.60	0.67	4.46
Profitability Ratios		Q1 2024	Q1 2023	Q1 2022
Return on assets <sup>1</sup>		-5.98%	1.71%	-4.69%
Return on equity <sup>1</sup>		20.91%	-38.29%	-26.20%
Interest Coverage Ratio		-0.74	-0.92	11.63
Gross profit margin		-14.27%	-12.31%	-0.19%
Profit margin		-61.39%	20.04%	-12.23%

<sup>1</sup> The ratios were calculated by using net loss for the three-month period from 1 January 2024 to 31 March 2024

## FINANCIAL SUMMARY CHARTS



## BOARD OF DIRECTORS



Neak Oknha KITH MENG  
Chairman



Mr. Raymond Thornton Yager  
Director



Mr. William Mark Hanna  
Director



Mr. Paul Clement  
Director



Mr. Lun Yeng  
Director

## MESSAGE FROM CHAIRMAN

It is our pleasure to present the financial performance of Royal Railway PLC. (RR) in the Q1 of 2024, following the requirements of the Securities and Exchange Regulator of Cambodia (SERC).

In the first quarter of the year, Cambodia's economy is forecast to grow at 5.8% in 2024 and 6.0% in 2025, fueled by a further rebound in tourism and strong manufacturing prospects, according to the latest edition of the Asian Development Bank's (ADB) flagship economic report released during 11 April 2024. Despite global economic challenges, Cambodia's economy performed well in 2023, Cambodia's economy expect growth to be robust in 2024 – 2025, with the garments, footwear, and travel goods (GFT) sector poised for a significant upturn building on the positive momentum during the last quarter of 2023. The Asian Development Outlook (ADO) April 2024 estimates growth of 5.0% in 2023, driven by a robust recovery in tourism and solid activity in manufacturing outside the GFT sector. The report forecasts continuing economic expansion in 2024–2025, supported by stronger export-oriented manufacturing. It also expects inflation, which averaged 2.1% in 2023 mainly on falling global energy prices, to remain low at around 2.0% over the next 2 years.

Amid the challenging business environment, RR has played its essential part in contributing to sustainable economic development through continuing engaging the new clients for the freight service with very reasonable price to fit with the changed of the economic environment.

On financial performance side, as of quarter 1 of 2024, total assets were KHR136,501 million, decrease -8.37% compared to the same quarter of 2023. Total revenue was KHR13,306 million, an increase of 4.48% compared to the same quarter of 2023.

These results are fueled by the company's successful implementation of its sound business strategy by consistency and discipline on keep repeating until reaching the goal of the company.

The Board and shareholders have confidence that RR's leadership, strategy and people will enable RR to continue its high level of performance for all investors.

On behalf of the Board of Directors, I wish to thank RR's management and staff for their hard work, dynamism and strong dedication to grow the business along with customer's growth in harmony. I also wish to thank the Board of Directors, shareholders, customers, the Royal Government of Cambodia and especially the Securities and Exchange Regulator of Cambodia (SERC) and Cambodia Securities Exchange (CSX) for their continuous support and advice.

23 May 2024



Neak Oknha Kith Meng  
Chairman

## CONTENTS

Financial Highlight.....	i
Financial Summary Charts .....	ii
Board of Directors .....	iii
Message from Chairman .....	iv
Part 1 - General Information of the Listed Entity.....	1
A. Identity of the Listed Entity .....	1
B. Nature of Business.....	2
C. Quarter's Key Events.....	2
Part 2 - Information on Business Operation Performance.....	3
A. Business Operation Performance Including Business Segments Information .....	3
B. Revenue Structure .....	3
Part 3 - Financial Statements Reviewed by the External Auditor.....	4
Part 4 - Management's Discussion and Analysis (MD&A) .....	5
A. Overview of Operations.....	5
B. Significant Factors Affecting Profit .....	7
C. Material Changes in Sales and Revenue .....	7
D. Impact of Foreign Exchange, Interest Rates and Commodity Prices.....	7
E. Impact of Inflation .....	8
F. Economic, Fiscal and Monetary Policy of Royal Government.....	8
Part 5 - Other Necessary Information for Investor Protection .....	9
Signature of Directors of the Listed Entity .....	10

# PART 1 - GENERAL INFORMATION OF THE LISTED ENTITY

## A. IDENTITY OF THE LISTED ENTITY

Entity name in Khmer	រ៉ូយ៉ាល់ រេលវេ ម.ក.	
In Lantin	Royal Railway Plc.	
Standard code	KH2000191CA4 KH2000192CC8 KH2000193CC6	
Address	Central Railway Station, Russian Federation Boulevard Sangkat Sras Chork, Khan Daun Penh, Phnom Penh Kingdom of Cambodia	
Phone number	+855 23 992 379	
Fax	+855 23 992 353	
Website	royal-railway.com.kh	
Email	<a href="mailto:admin@trrcambodia.com">admin@trrcambodia.com</a>	
Company registration number	00018504	Date: 06 October 2015
Disclosure document registration number issued by SERC	202/22SERC/SSR	Date: 19 September 2022
	273/22SERC/SSR	Date: 19 December 2022
Representative of the listed entity	Mr. John Guiry	

## B. NATURE OF BUSINESS

The Cambodia Railway consists of two lines, the Northern Line and the Southern Line, totaling of 650 kilometers. Northern Line totals length of 386 kilometers from Phnom Penh to Poi Pet (Cambodia-Thailand border). The Southern Line totals length of 264 kilometers.

RR's core service offerings include freight services (fuel, bagged cement, ballast, bulk rice, etc.), bulk fuel transport, containerized freight (garments, automotive, rice, rubber, sugar, etc.), warehousing, customs and excise clearance.

Please refer to below information for the detail revenue of service:

	For the three-month period ended			
	31 March 2024		31 March 2023	
	US\$	KHR'000	US\$	KHR'000
Southern line:				
Rail freight	1,545,559	6,291,971	1,451,110	5,926,334
Train related value-added services	221,198	900,497	98,663	402,940
Passengers' fare	145,789	593,507	158,430	647,028
Transportation	14,722	59,933	9,675	39,513
Other revenue	17,500	71,243	-	-
	<u>1,944,768</u>	<u>7,917,151</u>	<u>1,717,878</u>	<u>7,015,815</u>
Northern line:				
Rail freight	942,309	3,836,140	905,309	3,697,282
Passengers' fare	41,089	167,273	57,026	232,894
Train related value-added services	3,628	14,770	12,029	49,126
Other revenue	72,534	295,285	2,265	9,250
	<u>1,059,560</u>	<u>4,313,468</u>	<u>976,629</u>	<u>3,988,552</u>
	<u>3,004,328</u>	<u>12,230,619</u>	<u>2,694,507</u>	<u>11,004,367</u>

## C. QUARTER'S KEY EVENTS

The Company have successfully operated first operation of the rail link successful after a commercial goods was transported safely from Thailand to Phnom Penh as well as the documentation proceeded with customs officers of both countries. The Company also improving their passenger train service by purchasing the Japan standard passenger trains to be service starting from Q2 2024 onward.



## PART 2 - Information on Business Operation Performance

### A. BUSINESS OPERATION PERFORMANCE INCLUDING BUSINESS SEGMENTS INFORMATION

Key Achievement	March 2024	March 2023	March 2022
<b>Freight service in tons</b>			
Ballast	2,309	2,091	2,214
Cement	3,033	5,950	2,596
Container	173,422	141,679	156,884
Diesel	98,468	98,853	114,841
Fertilizer	1,560	-	-
Gasoline	19,579	23,667	20,103
Lime	900	576	-
Vehicle	-	558	-
<b>Total gross revenue (In Million Riels)</b>	<b>11,470</b>	<b>10,124</b>	<b>11,996</b>
<b>Passenger service</b>			
Number of passengers	28,934	20,821	3,544
<b>Total gross revenue (In Million Riels)</b>	<b>761</b>	<b>880</b>	<b>96</b>

### B. REVENUE STRUCTURE

Source of Revenue	Quarter 1 2024		Quarter 1 2023		Quarter 1 2022	
	Amount (in Million Riel)	%	Amount (in Million Riel)	%	Amount (in Million Riel)	%
<i>Southern line:</i>						
Rail freight	6,292	47.29%	5,926	46.53%	7,567	59.48%
Train related value-added services	900	6.77%	403	3.16%	711	5.59%
Passengers' fare	594	4.46%	647	5.08%	96	0.76%
Transportation	60	0.45%	40	0.31%	57	0.44%
Other revenue	71	0.54%	-	0.00%	71	0.56%
	<u>7,917</u>	<u>59.50%</u>	<u>7,016</u>	<u>55.09%</u>	<u>8,501</u>	<u>66.83%</u>
<i>Northern line:</i>						
Rail freight	3,836	28.83%	3,697	29.03%	3,591	28.23%
Passengers' fare	167	1.26%	233	1.83%	-	0.00%
Train related value-added services	15	0.11%	49	0.39%	-	0.00%
Other revenue	295	2.22%	9	0.07%	-	0.00%
	<u>4,313</u>	<u>32.42%</u>	<u>3,989</u>	<u>31.32%</u>	<u>3,591</u>	<u>28.23%</u>
<i>Other operating income:</i>						
Warehouse rental income	675	5.07%	822	6.45%	626	4.92%
Finance income	392	2.95%	398	3.12%	0	0.00%
Others income	9	0.06%	511	4.01%	3	0.02%
	<u>1,076</u>	<u>8.08%</u>	<u>1,731</u>	<u>13.59%</u>	<u>629</u>	<u>4.94%</u>
<b>Total revenue</b>	<u>13,306</u>	<u>100.00%</u>	<u>12,736</u>	<u>100.00%</u>	<u>12,721</u>	<u>100.00%</u>

## PART 3 - FINANCIAL STATEMENTS REVIEWED BY THE EXTERNAL AUDITOR

Please refer to the annex for interim financial statement reviewed by the independent auditor.

## PART 4 - MANAGEMENT'S DISCUSSION AND ANALYSIS (MD&A)

The following discussion and analysis of RR's management team on the operational results and financial situation based on Financial Statement as of 31 March 2024, which is reviewed by KPMG Cambodia Ltd (Independent Auditors). Financial Statement have been prepared in accordance with Cambodian International Financial Reporting Standard (CIFRS). The management team discussed and analysed only the key component of the Financial Statement and key factors that affect RR's profitability.

### A. OVERVIEW OF OPERATIONS

#### 1. REVENUE ANALYSIS

RR generates revenue from the three major sources as follows:

- Rail freight income: freight service provided to customers on both the Northern Line and Southern Line.
- Train related value-added services income: Fee income from lift on lift off containers, customs scanned containers, service on customs clearance document for customers and storage fee.
- Passengers' fare: passenger service on the Southern Line i.e., Phnom Penh to Takeo Province, Kep Station, Kampot station, Sihanoukville station and on the Northern Line from the capital to Pursat station, Battambang station and Poi Pet station.
- Warehousing service/lease income.

#### 2. REVENUE BY SEGMENT ANALYSIS

Source of Revenue	Quarter 1 2024		Quarter 1 2023	
	Amount (in Million Riel)	%	Amount (in Million Riel)	%
<i>Southern line:</i>				
Rail freight	6,292	47.29%	5,926	46.53%
Train related value-added services	900	6.77%	403	3.16%
Passengers' fare	594	4.46%	647	5.08%
Transportation	60	0.45%	40	0.31%
Other revenue	71	0.54%	-	0.00%
	<u>7,917</u>	<u>59.50%</u>	<u>7,016</u>	<u>55.09%</u>
<i>Northern line:</i>				
Rail freight	3,836	28.83%	3,697	29.03%
Passengers' fare	167	1.26%	233	1.83%
Train related value-added services	15	0.11%	49	0.39%
Other revenue	295	2.22%	9	0.07%
	<u>4,313</u>	<u>32.42%</u>	<u>3,989</u>	<u>31.32%</u>
Total revenue	<u>12,231</u>	<u>91.92%</u>	<u>11,004</u>	<u>86.41%</u>

Rail freight income is the main source of income for RR. In the first quarter of 2024, rail freight income represents 76.12% of the total revenue. Compared with the prior year in the same period, there is not much fluctuation movement of RR's revenue by segment.

#### 3. GROSS LOSS MARGIN ANALYSIS

Gross Loss margin is not present in the format of the statement of comprehensive income prepared by RR. However, it presents net loss resulting from revenue less cost of sale which is indicated in section 4. Profit / (loss) before tax analysis.

#### 4. PROFIT / (LOSS) BEFORE INCOME TAX ANALYSIS

Statement of Profit or Loss Before Income Tax	Quarter 1 2024 Amount (in Million Riel)	Quarter 1 2023 Amount (in Million Riel)	Variance Amount (in Million Riel)	Variance %
Revenue	12,231	11,004	1,226	11.14%
Cost of services	(14,130)	(12,572)	(1,558)	12.39%
<b>Gross loss</b>	<b>(1,899)</b>	<b>(1,567)</b>	<b>(332)</b>	<b>23.54%</b>
Other operating income	683	1,731	(1,048)	-60.54%
Operating and administrative expense	(2,654)	5,217	(7,872)	-150.88%
Reversal of impairment losses on trade receivables	135	83	52	63.28%
Minimum tax expense	(129)	(127)	(2)	1.85%
<b>Operating loss</b>	<b>(3,865)</b>	<b>5,337</b>	<b>(9,202)</b>	<b>-172.41%</b>
Finance income	392	-	392	100.00%
Finance costs	(4,696)	(2,784)	(1,912)	68.66%
<b>(Loss)/profit before income tax</b>	<b>(8,168)</b>	<b>2,553</b>	<b>(10,721)</b>	<b>-419.98%</b>

In the first quarter of 2024, loss before income tax increase by KHR 10,721 million equivalent to -419.98% compared to the same period in 2023. This increase in loss is due to increasing on operating and administrative expense as well as the finance cost that the Company paid to investors related to debt securities.

#### 5. PROFIT / (LOSS) AFTER INCOME TAX ANALYSIS

Statement of Profit or Loss After Income Tax	Quarter 1 2024 Amount (in Million Riel)	Quarter 1 2023 Amount (in Million Riel)	Variance Amount (in Million Riel)	Variance %
(Loss)/profit before income tax	(8,168)	2,553	(10,721)	-419.98%
Income tax expense	-	-	-	0.00%
<b>Net (loss)/profit for the period</b>	<b>(8,168)</b>	<b>2,553</b>	<b>(10,721)</b>	<b>-419.98%</b>

Tax on income is calculated on taxable loss on tax rate 20%. As RR generated loss before income tax from the past year which have the amount portion for the tax loss carry forwarded for the profit during this Q1 2024, the tax on income expense will calculate again during the year ended, hence RR paid only the minimum tax on revenue.

#### 6. TOTAL COMPREHENSIVE INCOME / (LOSS) ANALYSIS

Statement of Comprehensive Loss	Quarter 1 2024 Amount (in Million Riel)	Quarter 1 2023 Amount (in Million Riel)	Variance Amount (in Million Riel)	Variance %
Net (loss)/profit for the period	(8,168)	2,553	(10,721)	-419.94%
Currency translation differences	397	124	273	219.81%
<b>Total comprehensive (loss)/profit for the period</b>	<b>(7,771)</b>	<b>2,677</b>	<b>(10,448)</b>	<b>-390.28%</b>

Other comprehensive loss item consisting of only translation difference resulting from assets and liabilities are translated at the closing rate as at the statement of financial position date whereas the items in the statements of comprehensive loss and cash flows are translated into KHR using the average rate for the period while share capital is translated at the historical rate of KHR 4,000 per USD 1.

## **7. FACTORS AND TRENDS ANALYSIS AFFECTING FINANCIAL CONDITIONS AND RESULTS**

There is significant impact to financial conditions and results of RR for the first quarter of 2024 due to the increasing of the cost of services specifically fuel cost and as well as the increase of finance cost to be paid to investors regarding to debt securities.

### **B. SIGNIFICANT FACTORS AFFECTING PROFIT**

#### **1. DEMAND AND SUPPLY CONDITIONS ANALYSIS**

RR is the only rail transport service provider in Cambodia, offering a wide range of commodities transportation across the country with safety and efficiency as railway is able to carry the products in large volume compared with road transport, fully secured by insurance and directly accessible into the Port of Sihanoukville.

RR is continuously updating and expanding its line of products and services to meet the satisfaction of its customers. RR is investing heavily in locomotive and railway improvement of freight and services to increase accessibility, convenience, ease of use, and to allow customers to trust in its services.

#### **2. FLUCTUATIONS IN PRICES OF RAW MATERIALS ANALYSIS**

RR is a railway operator providing freight service transportation, therefore the analysis of fluctuations in prices of raw material is not applicable to the Company.

#### **3. TAX ANALYSIS**

RR is obliged to pay taxes and excises to the state under the existing laws of Cambodia. RR is a large taxpayer and is required to pay tax under the real regime tax system as set forth by the General Department of Taxation. Tax expenses include current tax and deferred tax. Tax expenses are recorded in the statement of comprehensive income.

#### **4. EXCEPTIONAL AND EXTRAORDINARY ITEMS ANALYSIS**

At the date of this report, management is not aware of any exceptional and extraordinary items, transaction or event of a material and unusual nature accruing that may significantly impact the financial statement of the Company.

### **C. MATERIAL CHANGES IN SALES AND REVENUE**

In quarter 1 of 2024, RR earned total revenue around KHR13,306 million, a slight increase of 4.48% compared to the same period prior year. Net loss around KHR8,168million increase 419.98% compare to the same quarter at prior year.

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

#### **1. FOREIGN EXCHANGE RISK**

The Company is exposed to foreign exchange risk arising from purchases and transactions that are denominated in a currency other than the Company's functional currency, which is Khmer Riel (KHR).

The currency that gives rise to the foreign exchange risk to the Company is primarily United States of Dollar (US\$) from borrowings and transactions with related parties and payment of operating expenses. The Company does not hedge its foreign currency exposure. To manage its foreign currency exposure, the Company's policy is to ensure that its net exposure is kept to an acceptable level by buying or selling foreign currencies at spot rates when necessary.

#### **2. INTEREST RATE RISK**

The Company does not account for any fixed-rate financial assets at fair value through profit or loss, and the Company does not have derivatives at the reporting date. Therefore, a change in interest rates at the end of reporting period would not affect profit or loss.

## **E. IMPACT OF INFLATION**

- Inflation is very important for RR because fuel is one of the main cost of services.
- Cambodia's economy is expected to grow around 5.8% in 2024.
- The economy is to a large extent dollarized; the exchange rate has moved within a small bandwidth for the last ten years.
- In 2024 Cambodia's unemployment rate is projected to trend around 0.9%
- GDP of Cambodia for 2024 will increase to 5.8% and 6.0% in 2025 (ADO April 2024)
- Cambodia's inflation rates forecasted at 2% in 2024 and 2025 (ADO April 2024)

## **F. ECONOMIC, FISCAL AND MONETARY POLICY OF ROYAL GOVERNMENT**

- Cambodia prioritised strengthening budget efficiency.
- Reforms of tax administration, increasing additional revenue through the strengthening of tax policies.
- Strengthening basic diversification of income collection to ensure sustainability in public finance and boost economic recovery.

## PART 5 - OTHER NECESSARY INFORMATION FOR INVESTOR PROTECTION

GuarantCo has a strong credit due to the following reasons:

- a) GuarantCo has a track record of periodic equity injections provided by its owners.
- b) GuarantCo is part of PIDG, with over USD 2.4 billion of total funding.
- c) GuarantCo has no debt on its balance sheet.
- d) The Board allows for leverage up to 3 times equity and callable capital.
- e) Moody's and Fitch are both comfortable with the GuarantCo Board's leverage definition and threshold.

GuarantCo has been assigned credit ratings of:

Rating	Credit rating agent	Date
AA-	FitchRatings	May 2022
A1	Moody's	June 2022
AAA	Parcra	June 2022
AAA	Bloomfield Investment	September 2021

Guaranteed by GuarantCo . Pursuant to and subject to the terms of the Deed of Guarantee (as defined below and a form of which is attached as Annex B hereto), the Guarantor unconditionally and irrevocably:

- guarantees to the Bondholders' Representative, acting on behalf of the Bondholders, the full and complete payment by the Issuer of the Guaranteed Amount;
- undertakes to indemnify Bondholders' Representative, acting on behalf of the Bondholders, on demand, against any loss in respect of the Guaranteed Amount suffered by the Bondholders' Representative, acting on behalf of the Bondholders, if any obligation guaranteed by the Guarantor is or becomes unenforceable, invalid or illegal for any reason (whether or not the Guarantor or the Bondholders' Representative, acting on behalf of the Bondholders, was aware of it); the amount of such loss being the amount which the Bondholders' Representative, acting on behalf of the Bondholders, would otherwise have been entitled to recover under paragraph 2 (a) of the Deed of Guarantee; and provided, for the avoidance of doubt, that any such the amount payable by the Guarantor shall not exceed the Maximum Guarantee Amount to the extent applicable; and (as each term is defined in the Deed of Guarantee) subject to the terms of the Deed of Guarantee, including that a Notice of Payment Demand (as defined in the Deed of Guarantee) in respect of such amounts is made to the Guarantor pursuant to the Deed of Guarantee.

**Signature of Directors of the Listed Entity**

23 May 2024

Seen and Agreed



Neak Oknha Kith Meng  
Chairman