

# THE FIRST QUARTERLY REPORT

31 MARCH 2025

**ROYAL RAILWAY PLC.** 

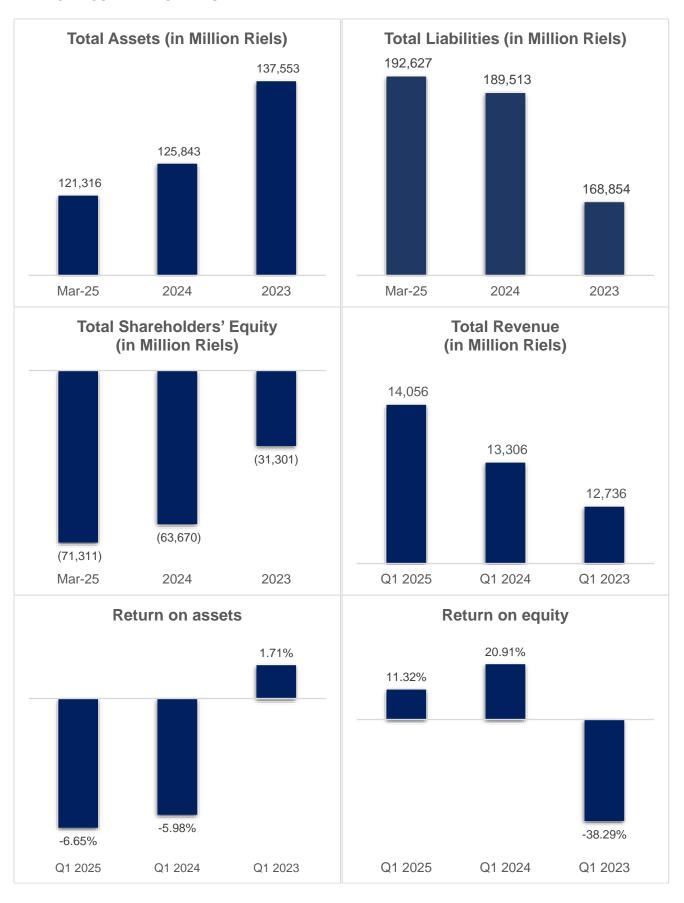
# **FINANCIAL HIGHLIGHT**

Financial Position (in Million Riels)		Q1 2025	2024	2023
Total Assets		121,316	125,843	137,553
Total Liabilities		192,627	189,513	168,854
Total Shareholders' Equ	uity	(71,311)	(63,670)	(31,301)
Profit/(Loss) (in Million F	Riels)	Q1 2025	Q1 2024	Q1 2023
Total Revenues		14,056	13,306	12,736
Loss Before Tax		(8,071)	(8,168)	2,553
Loss After Tax		(8,071)	(8,168)	2,553
Total Comprehensive Loss		(7,641)	(7,771)	2,677
Financial Ratios	Financial Ratios		2024	2023
Solvency Ratio		-15.91%	-76.99%	-90.81%
Liquidity Coverages	Quick Ratio	0.14	0.20	0.68
Ratio	Current Ratio	0.14	0.20	0.67
Profitability Ratios		Q1 2025	Q1 2024	Q1 2023
Return on assets <sup>1</sup>		-6.65%	-5.98%	1.71%
Return on equity <sup>1</sup>		11.32%	20.91%	-38.29%
Interest Coverage Ratio		-1.34	-0.74	-0.92
Gross profit margin		-27.02%	-14.27%	-12.31%
Profit margin		-57.42%	-61.39%	20.04%

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 $<sup>^{\</sup>rm 1}$  The ratios were calculated by using net loss for the three-month period from 1 January 2025 to 31 March 2025

# **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 2025, following the requirements of the Securities and Exchange Regulator of Cambodia (SERC).

Cambodia's economy is forecast to grow by 6.1% in 2025 and 6.2% in 2026. This growth is primarily driven by increasing external demand for manufactured goods and continued recovery in tourism. Construction and real estate should

revive gradually while agriculture should continue to gain.

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 the financial performance side, as of quarter 1 of 2025, total assets were KHR 121,316 million, decrease -11.12% compared to the same quarter of 2024. Total revenue was KHR 14,056 million, an increase of 5.63% compared to the same quarter of 2024.

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 growing the business along with the customers' 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.

Neak Oknha Kith Meng

13 May 2025

Chairman

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# **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

273/22SERC/SSR

Phone number +855 23 992 379

Fax +855 23 992 353

Website royal-railway.com.kh

Email <u>admin@trrcambodia.com</u>

Company registration number 00018504 Date: 06 October 2015

Disclosure document registration number issued by

**SERC** 

202/22SERC/SSR Date: 19 September 2022

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 2025		31 Marc	h 2024
	US\$	KHR'000	US\$	KHR'000
Southern line:				
Rail freight	1,629,813	6,546,959	1,545,559	6,291,971
Train related value-added services	180,728	725,984	221,198	900,497
Passengers' fare	143,521	576,524	145,789	593,507
Transportation	28,158	113,111	14,722	59,933
Other revenue			17,500	71,243
	1,982,220	7,962,578	1,944,768	7,917,151
Northern line:				
Rail freight	1,173,015	4,712,001	942,309	3,836,140
Passengers' fare	39,595	159,053	41,089	167,273
Train related value-added services	7,443	29,899	3,628	14,770
Other revenue	1,100	4,418	72,534	295,285
	1,221,153	4,905,371	1,059,560	4,313,468
	3,203,373	12,867,949	3,004,328	12,230,619

# **C. QUARTER'S KEY EVENTS**

There was no key event for Q1 2025.

# **PART 2 - Information on Business Operation Performance**

# A. BUSINESS OPERATION PERFORMANCE INCLUDING BUSINESS SEGMENTS INFORMATION

Key Achievement	March 2025	<b>March 2024</b>	March 2023
Freight service in tons			
Ballast	270	2,309	2,091
Cement	448	3,033	5,950
Container	179,384	173,422	141,679
Diesel	82,820	98,468	98,853
Fertilizer	-	1,560	-
Gasoline	25,505	19,579	23,667
Lime	2,742	900	576
Vehicle	-	-	558
Sand	79,850	-	-
LPG	15,413	-	-
Total gross revenue (In Million Riels)	12,132	11,470	10,124
Passenger service			
Number of passengers	27,045	28,934	20,821
Total gross revenue (In Million Riels)	736	761	880

# **B. REVENUE STRUCTURE**

	Quarter 2025	1	Quarter 2024		Quarte 2023	
	Amount (in Million Riel)	%	Amount (in Million Riel)	%	Amount (in Million Riel)	%
Source of Revenue						
Southern line:	0.547	40.5007	0.000	47.000/	5.000	40.500/
Rail freight Train related value-added	6,547	46.58%	6,292	47.29%	5,926	46.53%
services	726	5.17%	900	6.77%	403	3.16%
Passengers' fare	720 577	4.10%	594	4.46%		5.08%
Transportation	113	0.80%	60	0.45%	_	0.31%
Other revenue	-	0.00%	71	0.54%		0.00%
	7,963	56.65%	7,917	59.50%	7,016	55.09%
Northern line:						
Rail freight	4,712	33.52%	3,836	28.83%	,	29.03%
Passengers' fare	159	1.13%	167	1.26%	233	1.83%
Train related value-added						
services	30	0.21%	15	0.11%		0.39%
Other revenue	4	0.03%	295	2.22%	9	0.07%
	4,905	34.90%	4,313	32.42%	3,989	31.32%
Other energting incomes						
Other operating income: Warehouse rental income	1,040	7.40%	675	5.07%	822	6.45%
Finance income	1,040 114	0.81%	392	2.95%	_	3.12%
Others income	34	0.24%	9	0.06%	511	4.01%
	1,188	8.45%	1,076	8.08%	· <del></del>	13.59%
Total revenue	14,056	100.00%	13,306	100.00%	12,736	100.00%
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# 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 2025, which is reviewed by FII&ASSOCIATES CO., 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, Battambong station and Poi Pet station.
- Warehousing service/lease income.

# 2. REVENUE BY SEGMENT ANALYSIS

	Quarter 2025	· · · =	Quarte 2024	
Source of Revenue	Amount (in Million Riel)	%	Amount (in Million Riel)	%
Source of Revenue Southern line:				
Rail freight	6,547	46.58%	6,292	47.29%
Train related value-added services	726	5.17%	900	6.77%
Passengers' fare	577	4.10%	594	4.46%
Transportation	113	0.80%	60	0.45%
Other revenue		0.00%	71	0.54%
	7,963	56.65%	7,917	59.50%
Northern line:				
Rail freight	4,712	33.52%	3,836	28.83%
Passengers' fare	159	1.13%	167	1.26%
Train related value-added services	30	0.21%	15	0.11%
Other revenue	4	0.03%	295	2.22%
	4,905	34.90%	4,313	32.42%
Total revenue	12,868	91.55%	12,231	91.92%

Rail freight income is the main source of income for RR. In the first quarter of 2025, rail freight income represents 80.10% 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 2025 Amount (in Million Riel)	Quarter 1 2024 Amount (in Million Riel)	Variance Amount (in Million Riel)	Variance %
Revenue	12,868	12,231	637	5.21%
Cost of services	(16,665)	(14,130)	(2,536)	17.95%
Gross loss	(3,798)	(1,899)	(1,899)	99.99%
Other operating income	1,074	683	391	57.27%
Operating and administrative expense Reversal of impairment losses on trade	(1,892)	(2,654)	763	-28.73%
receivables	25	135	(110)	-81.27%
Minimum tax expense	(140)	(129)	(11)	8.37%
Operating loss	(4,730)	(3,865)	(865)	22.39%
Finance income	114	392	(279)	-71.05%
Finance costs	(3,455)	(4,696)	1,241	-26.43%
Loss before income tax	(8,071)	(8,168)	97	-1.19%

In the first quarter of 2025, loss before income tax decreased by KHR 97 million equivalent to -1.19% compared to the same period in 2024. This increase in loss is due to an increase in the cost of services.

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

Statement of Profit or Loss After Income Tax	Quarter 1 2025 Amount (in Million Riel)	Quarter 1 2024 Amount (in Million Riel)	Variance Amount (in Million Riel)	Variance %
Loss before income tax	(8,071)	(8,168)	97	-1.19%
Income tax expense	<u> </u>		<u> </u>	0.00%
Net loss for the period	(8,071)	(8,168)	97	-1.19%

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 2025, 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 2025 Amount (in Million Riel)	Quarter 1 2024 Amount (in Million Riel)	Variance Amount (in Million Riel)	Variance %
Net loss for the period	(8,071)	(8,168)	97	-1.19%
Currency translation differences	430	397	32	8.18%
Total comprehensive loss for the period	(7,641)	(7,771)	130	-1.67%

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 2025 due to the increasing of the cost of services specifically fuel cost.

### **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 2025, RR earned total revenue around KHR 14,056 million, a slight increase of 5.63% compared to the same period prior year. Net loss around KHR 8,071 million decrease -1.19% 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 the 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 6.2% in 2026.
- In 2025 Cambodia's unemployment rate is projected to trend around 0.53%
- GDP of Cambodia for 2025 will increase to 6.1% and 6.2% in 2026 (ADO April 2025)
- Cambodia's inflation rates forecasted at 3.7% in 2025 and 2.4% in 2026 (ADO April 2025)

# 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

13 May 2025 Seen and Agreed



Neak Oknha Kith Meng Chairman