



# CABCHARGE AUSTRALIA LIMITED

## RESULTS PRESENTATION

Half Year Ended 31 December 2011



# Highlights

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- Revenue up by 5.7% to \$98.6m from \$93.3m in 1H11
  - Consistent growth during tough economic environment
- NPAT of \$25.9m, up 58.1% on PCP
- Underlying\* NPAT up 11.3%
  - Strong operating results highlight resilience of our business model

\* excluding impairment charge and ACCC settlement
- Dividend
  - Interim dividend increased to 17cents per share from 10cents in 1H11, showing Board's confidence in Cabcharge's future profit
- Cash Flow
  - Strong operating cash flows of \$27.9m in line with revenue
- Balance Sheet
  - Strong balance sheet with net debt of \$129.4m at 31 December 2011 with net debt-to-equity ratio at 42.2% (1H11: 41.4%)

# Financial Performance

(\$m)	1H11	1H12	Change over PCP
<b>Revenue</b> <sup>1</sup>	<b>93.3</b>	<b>98.6</b>	<b>5.7%</b>
Expenses <sup>2</sup>	(65.9)	(62.9)	
<b>EBITDA</b>	<b>27.4</b>	<b>35.7</b>	<b>30.3%</b>
Depn & amortn	(5.8)	(6.2)	
<b>EBIT</b>	<b>21.6</b>	<b>29.5</b>	<b>36.6%</b>
Net interest	(3.0)	(3.5)	
<b>Profit before tax</b>	<b>18.6</b>	<b>26.0</b>	
Income tax	(9.8)	(10.4)	
<b>NPAT (excl. associates)</b>	<b>8.8</b>	<b>15.6</b>	<b>77.3%</b>
Equity accounted NPAT	7.6	10.3	<b>35.5%</b>
<b>NPAT</b>	<b>16.4</b>	<b>25.9</b>	<b>58.1%</b>
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EBITDA margin <sup>3</sup>	29.4%	36.2%	
EBIT margin <sup>3</sup>	23.2%	29.9%	
Effective tax rate (%) <sup>4</sup>	52.7%	40.0%	

<sup>1</sup> Excludes interest income

<sup>2</sup> Includes impairment charge on investments in associates of \$8.7m and ACCC settlement costs of \$15m (1H11)

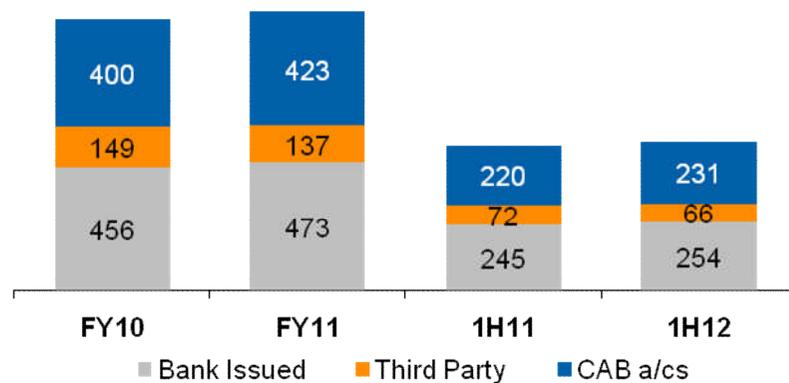
<sup>3</sup> Calculation excludes equity accounted NPAT

<sup>4</sup> Effective tax rate includes one-off costs

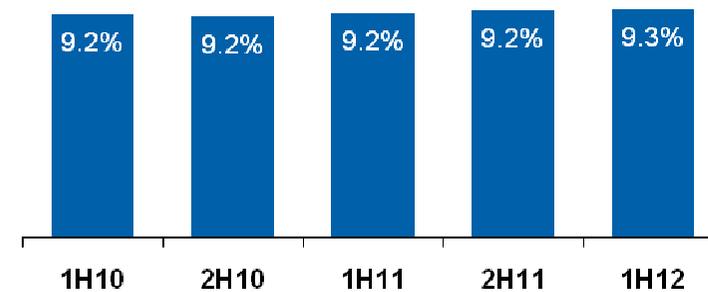
# Cabcharge Payment System

1H12 turnover = \$551m – an increase of 2.6% from \$537m in 1H11

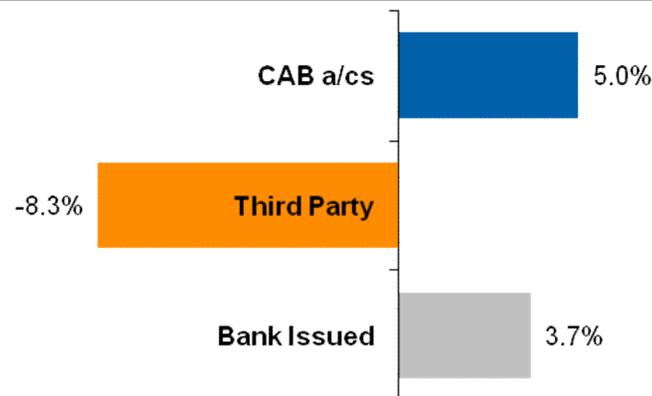
Turnover by category (\$m)



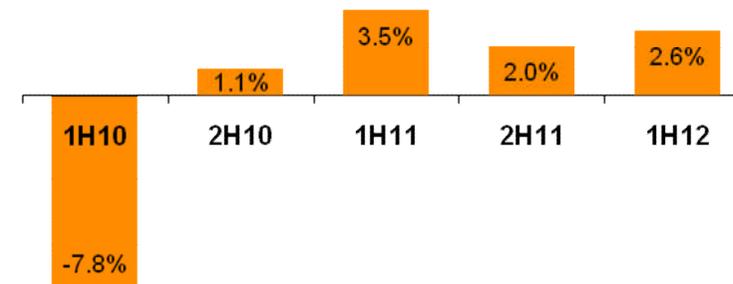
Effective service fee rate



Turnover growth (1H12 v 1H11) by category



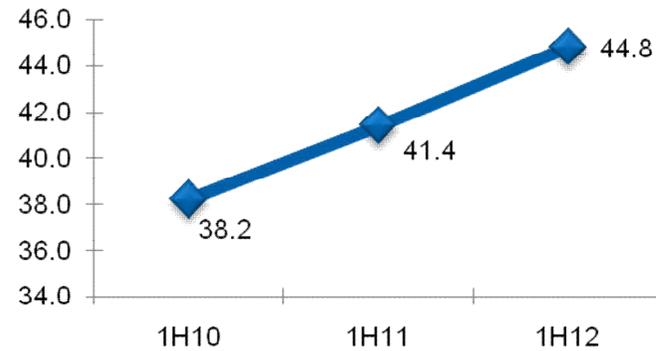
Turnover growth (vPCP)



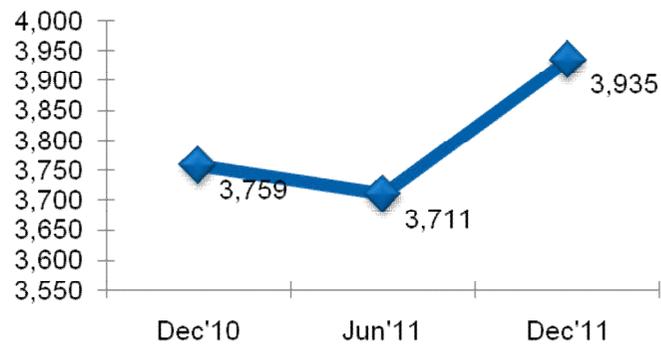
# Taxi Services

- Revenue increased 8.1% to \$44.8m from \$41.4m
- Fleet growth over the past year:
  - NSW: increased by 224 cars
  - VIC: increased by 45 cars

Taxi Services Revenue (\$m)



NSW Network Fleet



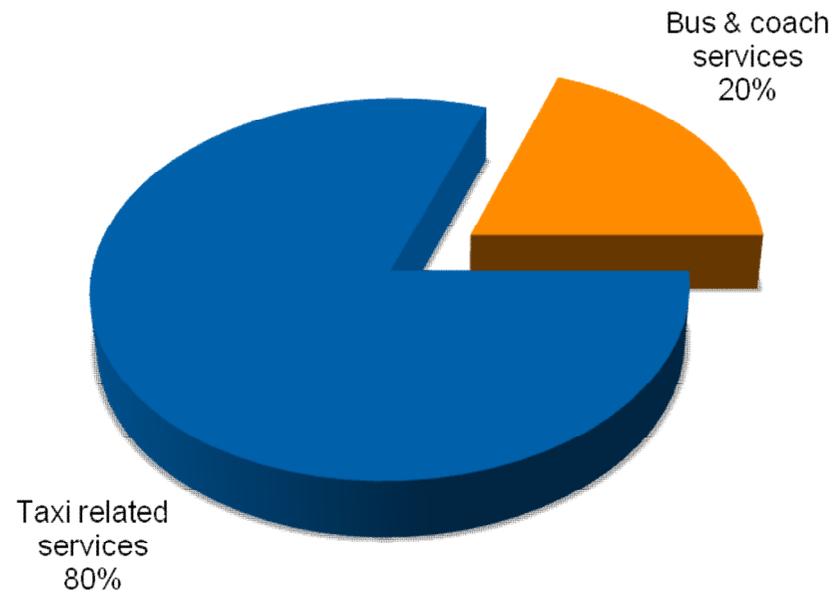
VIC Network Fleet



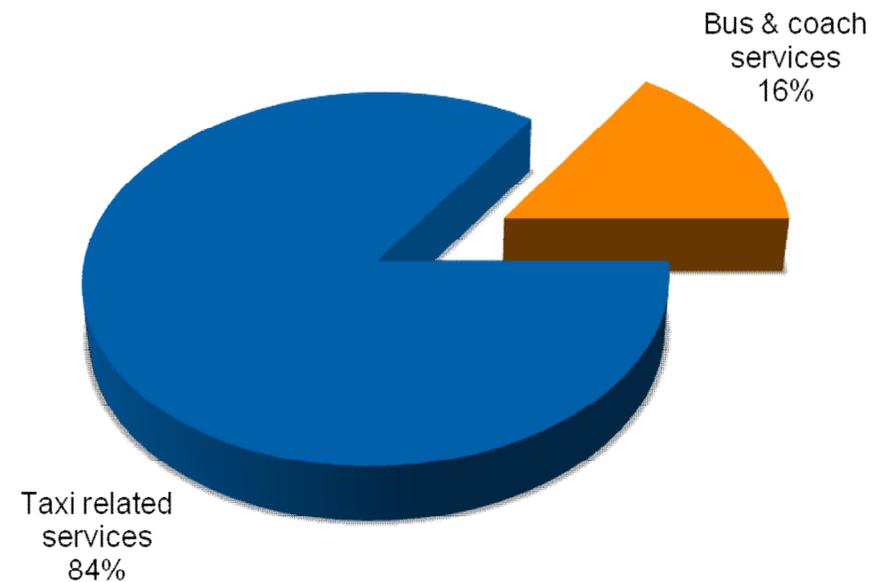
# Business Segments Contributions

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**1H12**



**1H11**



Taxi related services include Cabcharge Payment System and taxi operations (before one-off items).

# Associates

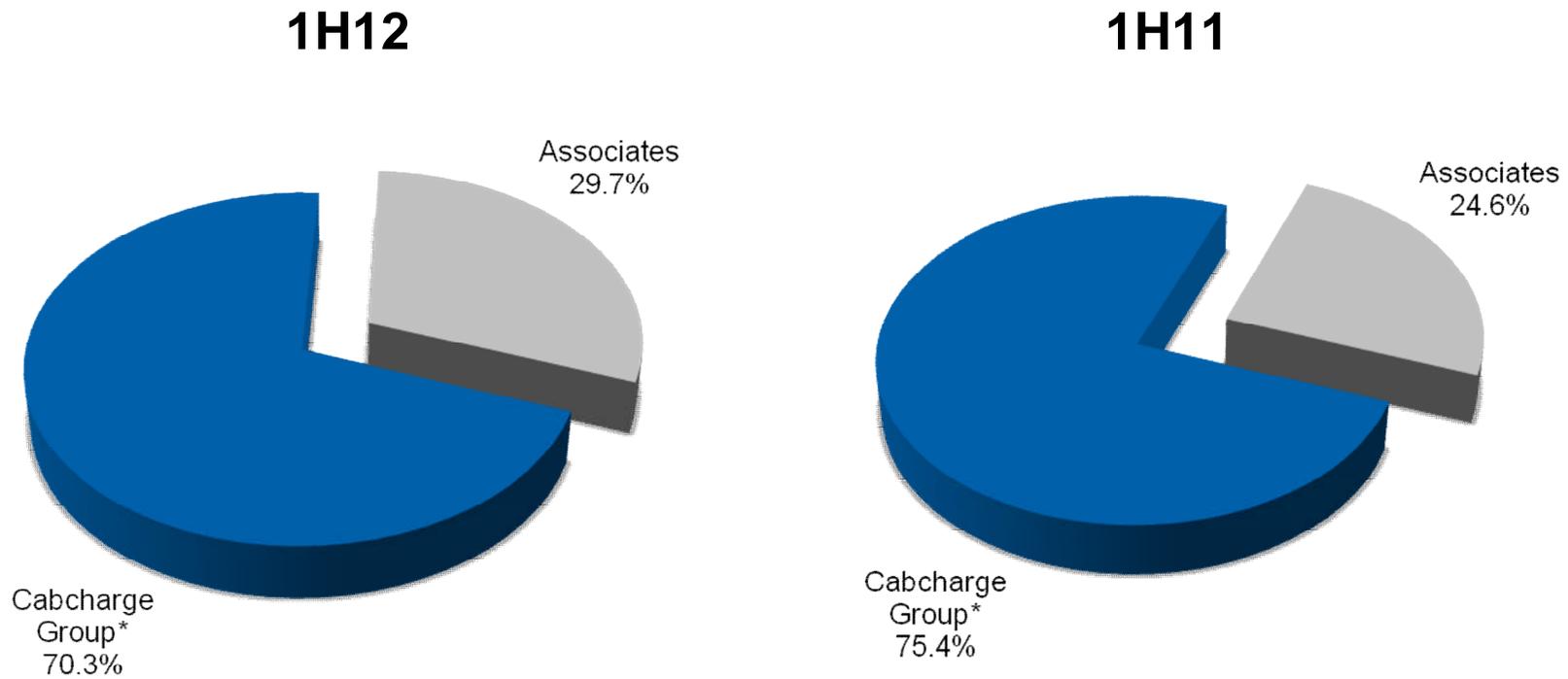
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- ComfortDelGro Cabcharge (CDC) – CAB = 49%
  - NPAT contribution was \$9.5m, compared to \$6.9m in 1H11 (up 37.6%)
  - The increase in contribution was due to growth in route services and the efficiencies from the completion of the Integrated Network Route Planning Services in Metropolitan Sydney and the Hunter Valley Operations as well as the Victorian Bus Operations.
  - CDC's 1H12 revenue (100%) = \$178m (\$156m in 1H11) and EBIT = \$37.3m (\$30.0 in 1H11)
  - CDC's balance sheet at 31 December 2011 remains solid, with net Debt (excluding bus fleet financing) to Equity Ratio at 10% (30 June 2011: 15%)
  - Bus fleet = 1,547 at December 2011 (1,482 at December 2010)
  
- CityFleet (UK) – CAB = 49%
  - NPAT contribution was \$765k, compared to \$728k in 1H11 (up 5.1%)
  - UK market continued to be difficult.
  - UK Operations continue to be profitable but materially impacted by the strong Australian Dollar.
  - CityFleet Group's balance sheet continues to remain strong, with no external borrowings

# Associates Contribution to Group Net Profit

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Diversification strategy for sustainable growth



\* Underlying Net Profit

# Outlook

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- Ongoing diversification strategy effective as evident by growth in Taxi Services, EFT Solutions continuing to win major software contracts and sustained expansion of bus services in NSW and Victoria.
- Continued growth in use of Cabcharge products and bank issued cards as consumers become more familiar with the new contactless technology and enjoy the convenience of Contactless cards over cash. Strong marketing campaigns underway by Mastercard, Visa and ourselves. Focus on actively driving growth in third party issued cards going forward.
- Innovation has continued with our contactless FASTeTICKET which has been developed to drive growth for similar reasons.
- A new Integrated Payment Platform (IPP) is being developed to ensure that Cabcharge Payment System remains at the forefront of technology.
- Continued fleet growth from new plates released by State and Territory Governments and completion of the acquisition of Yellow Cabs Adelaide. Increased sales of a suite of taxi related products and services Australia wide.
- We anticipate increased contribution from CDC in the coming period as a result of the full year impact of new services and the growth in passenger demand. In NSW and Victoria, the majority of our services are also in areas with growing populations. Additional buses and more service improvements planned for Hillsbus region in Sydney.
- We expect CityFleet to remain profitable with no external borrowings. Well positioned to benefit from UK economic recovery when that occurs.
- Continuing strong relationship with our JV partner, ComfortDelGro Corporation Limited as evidenced by our successful endeavours in NSW and Victoria in playing a role in improving services to the communities we service and providing better working conditions for our hard working workforce.
- Exciting opportunities for potential acquisitions and continuation of our diversification strategy.

# Disclaimer

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