



**APM Automotive Holdings
Berhad**

FY2016 First-quarter financial results

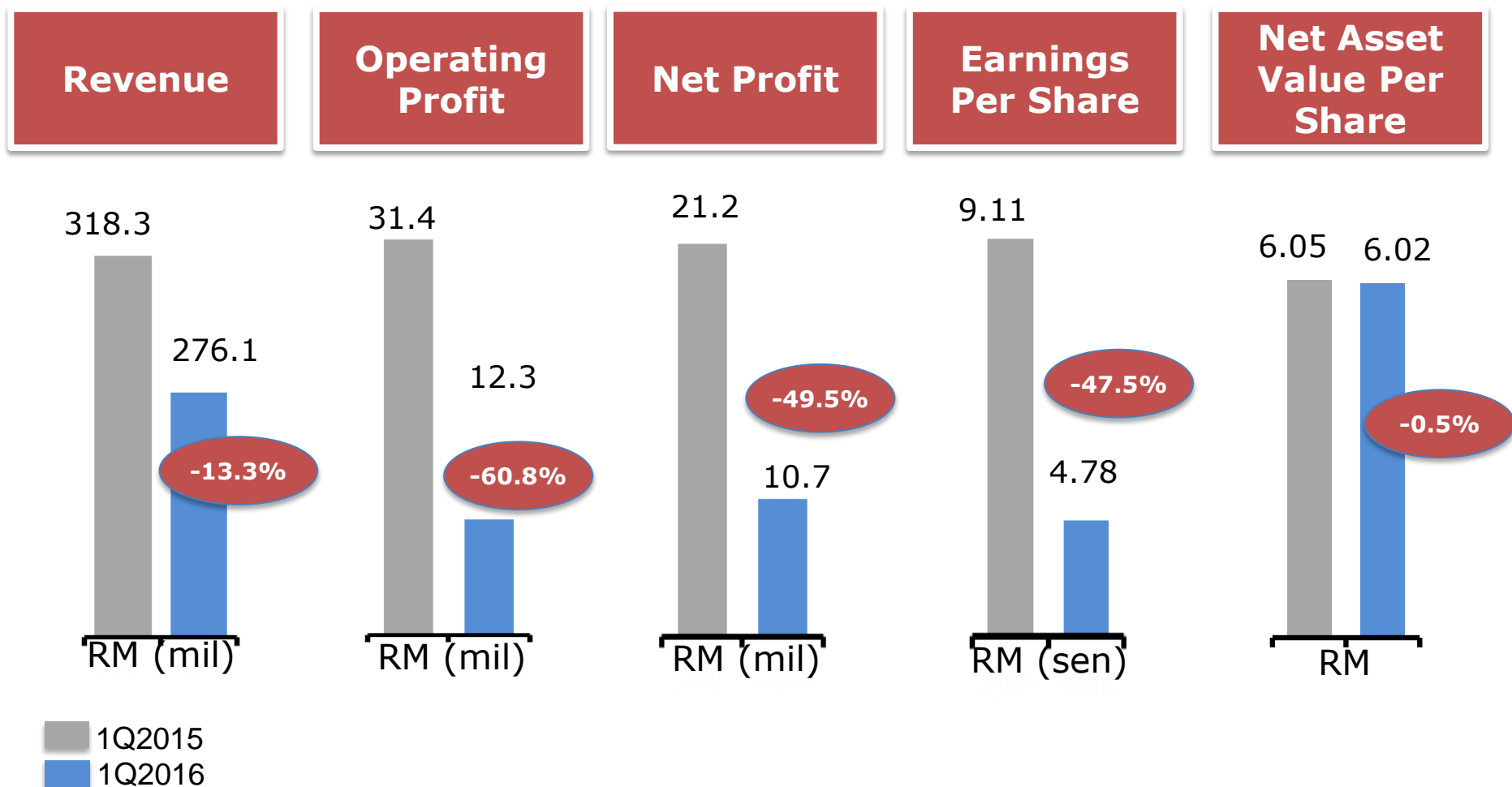
Cautionary Statement with Respect to Forward-Looking Statements

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These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner, and achieve market acceptance of new products, and (iii) shortage of fuel or interruptions in transportation systems, labor strikes, work stoppages, or other interruptions to or difficulties in the employment of labor in the major markets where we purchase materials, components, and supplies for the production of our products or where our products are produced, distributed, or sold.

Key performance indicators



Reduced demand for OEM parts

1Q16 Operation & Financial Review

Business Update

1Q16 financial review

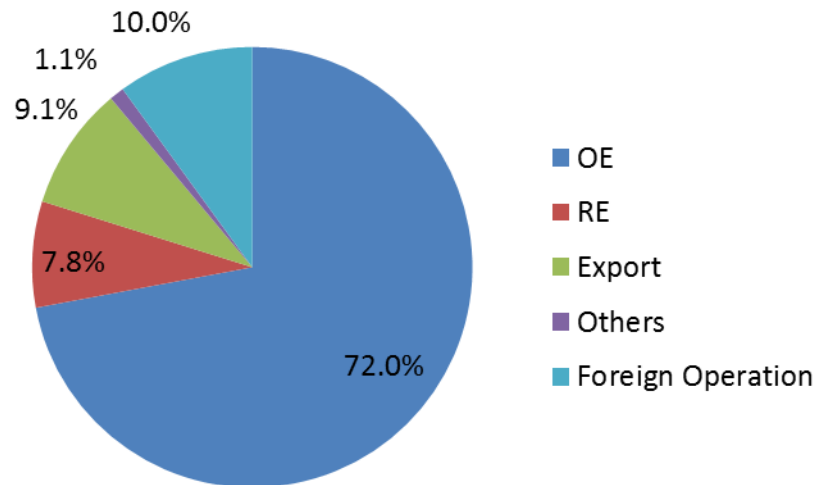
RM'000	1Q16	4Q15	1Q15	QoQ	YoY
Net revenues	276,135	272,981	318,255	+1.2%	-13.2%
Profit before tax	13,636	17,982	33,328	-24.2%	-59.1%
Net Income	10,690	17,871	21,165	-40.2%	-49.5%
Profits Attributable to Shareholders	9,343	14,712	17,827	-36.5%	-47.6%
EPS (Sen)	4.78	7.52	9.11	-36.4%	-47.5%
Net assets per share	6.02	6.05	5.95	-0.5%	1.2%
Return on equity (annualised)	3.17%	4.97%	6.12%		
Net Dividend per share (sen)	-	12*	-		
Net Profit Margin	3.87%	6.50%	6.65%		

Lower profit (YoY) as a result of production cutbacks and reduced demand

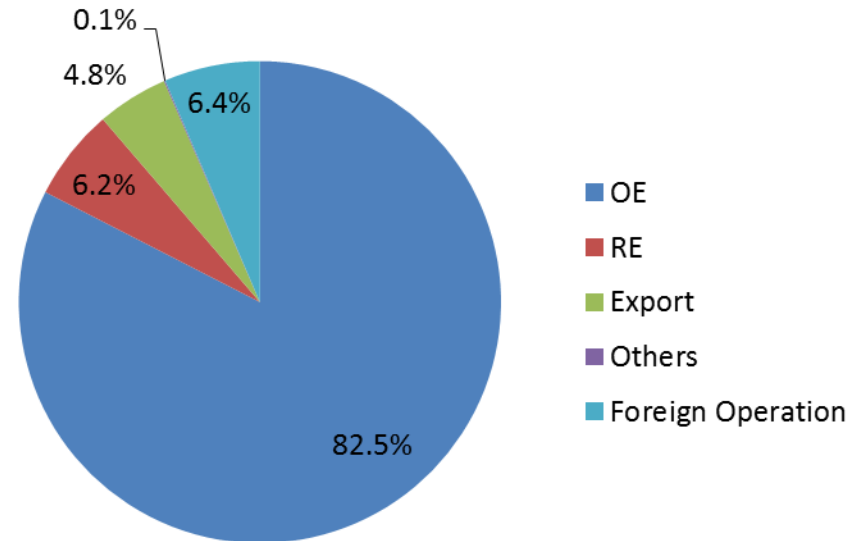
Segmental sales

RM'000	Q1 2016	%	Q1 2015	%
OE	198,768	72.0%	262,687	82.5%
RE	21,470	7.8%	19,624	6.2%
Export	25,001	9.1%	15,202	4.8%
Others	3,259	1.2%	266	0.1%
Foreign Operations	27,637	10.0%	20,476	6.4%
TOTAL REVENUE	276,135	100%	318,255	100%

Q1 2016



Q1 2015



Decreased revenue from local operations was mitigated by higher overseas sales

Segmental performance

REVENUE (RM'000)	Q1 2016	Q1 2015	Change (%)
Suspension	22,046	33,483	-34.2%
Interior & Plastics	140,919	190,464	-26.0%
Electrical & Heat Exchange	38,405	41,852	-8.2%
Marketing	43,869	31,713	38.3%
Others	3,259	267	1120.6%
Malaysia Operation	248,498	297,779	-16.5%
Operations outside Malaysia	27,637	20,476	35.0%
TOTAL REVENUE	276,135	318,255	-13.2%

Reduced dependence on Malaysia as Australia, Vietnam, Europe and USA continued to register strong growth

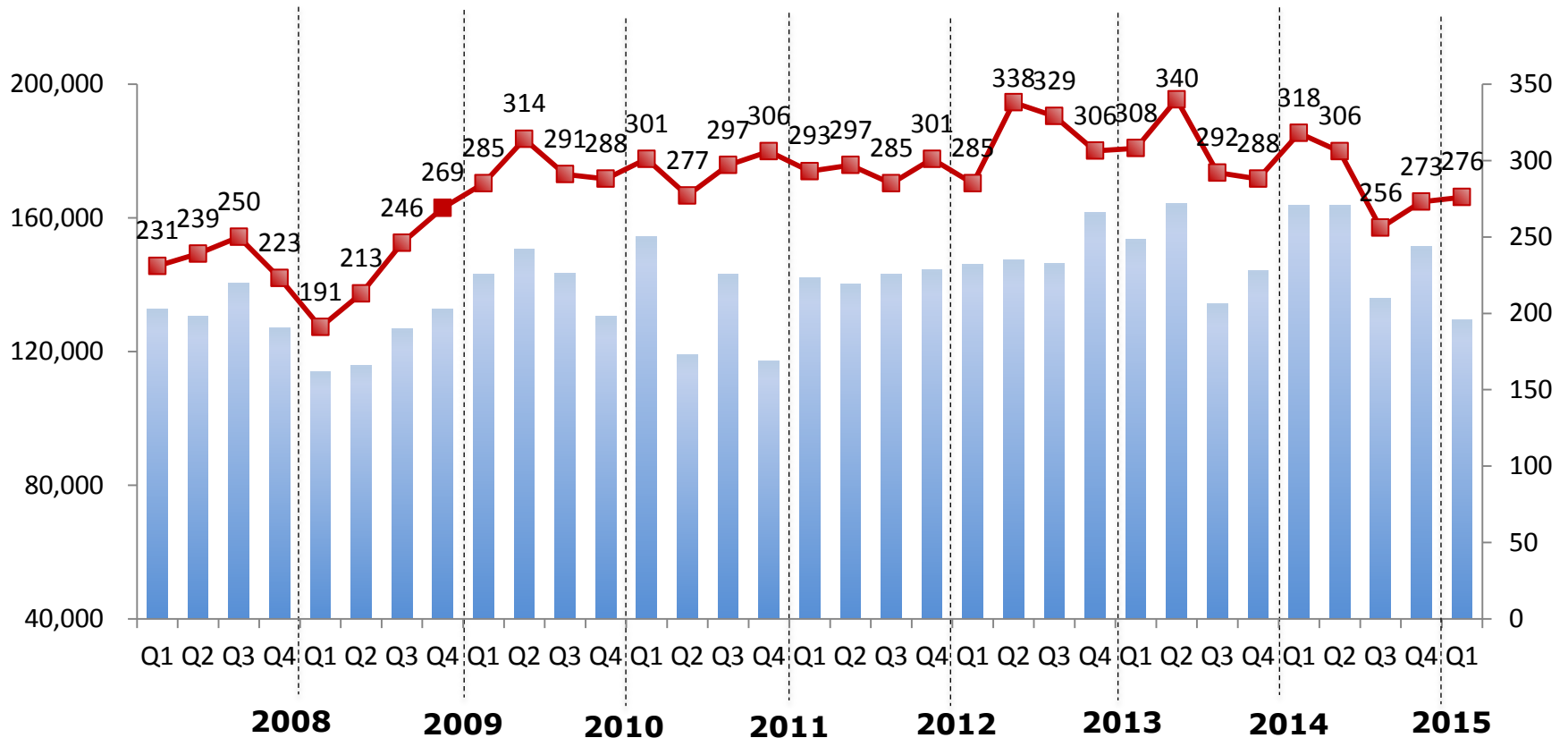
1Q16 Operation & Financial Review

Business Update

Production TIV Contracting

Production TIV

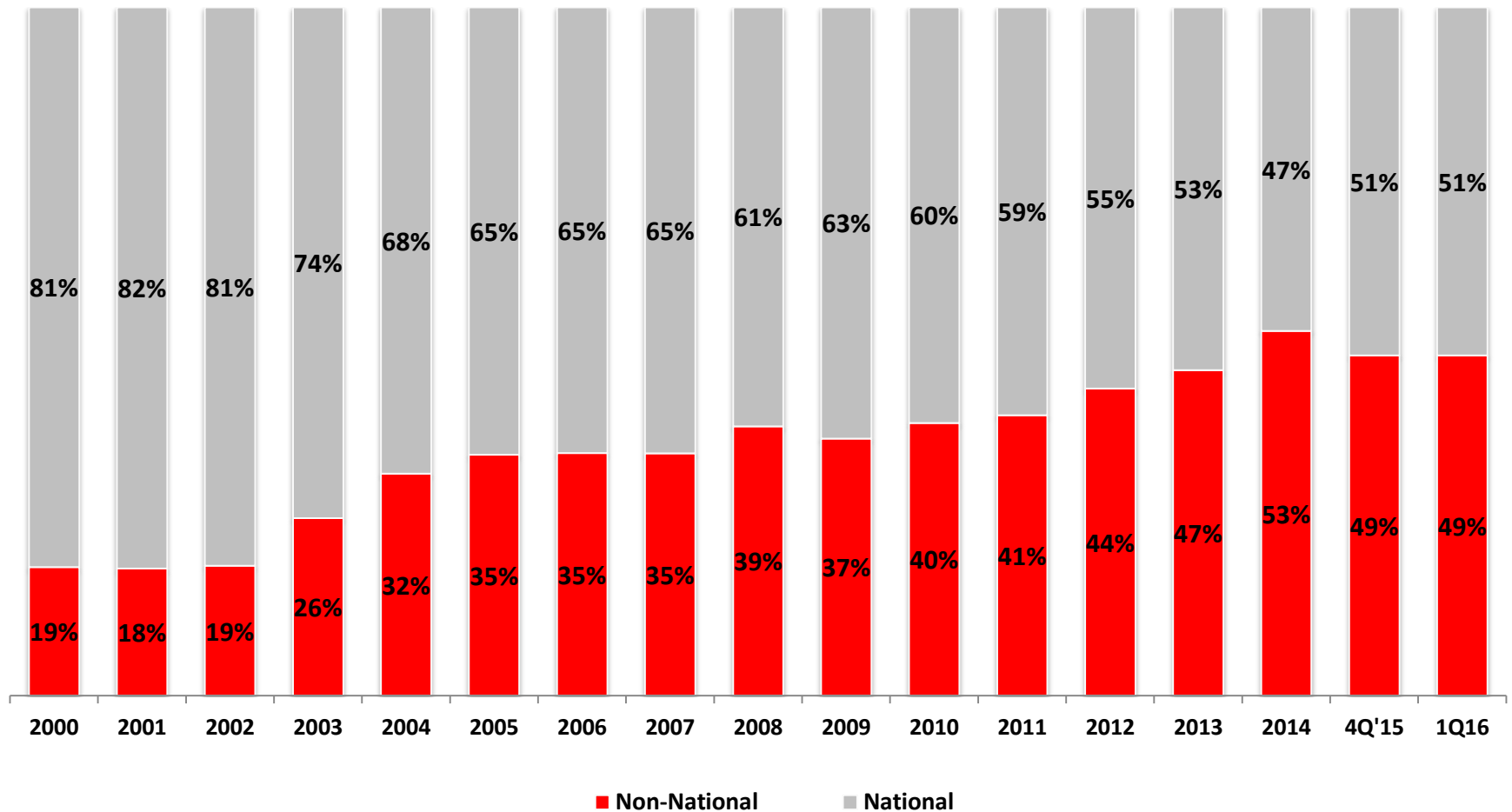
APM Revenue (RM'mil)



Source: MAA (as for Production TIV)

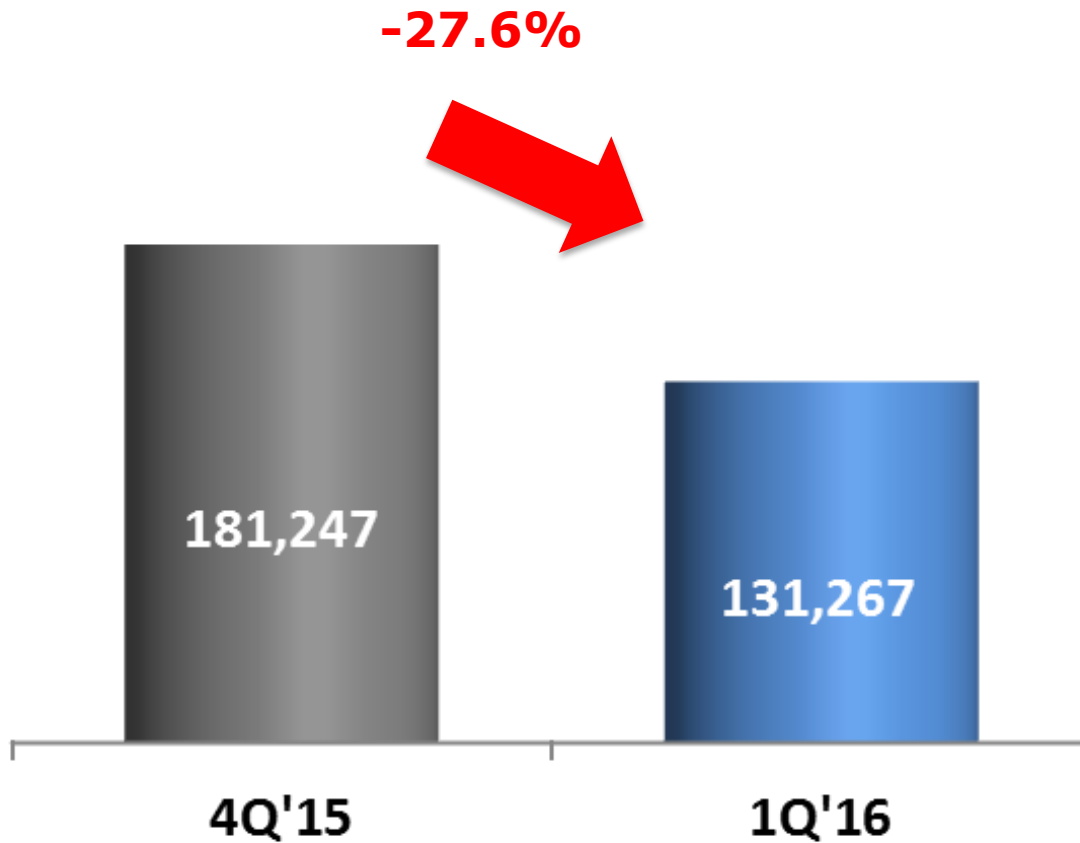
Revenues stabilizing at lower base line

National & Non-national Market Share



National brands regain market share

1Q16 TIV



	Q-o-Q %
Perodua	-14.60%
Proton	-17.60%

	Q-o-Q %
Toyota	-67.70%
Nissan	-13.70%
Honda	-34.10%
Mitsubishi	-2.80%
Isuzu	-30.00%
Mazda	-9.80%

	Q-o-Q %
Ford	-30.20%
VW	42.60%
BMW	-20.90%
Peugeot	-34.70%

TIV decreased due to 4Q15 pre-price hike buying

FY16 business update

- ❖ 1Q16 TIV 131.3K; -27.6% QoQ. 3M16 TIV 131.3K; -22.0% YoY
- ❖ Counter measures include:
 - Expansion of new business - new products / segment
 - Intensify the development of parts for replacement markets
 - Consolidate certain operations to reduce overhead costs
 - Expansion into new products via JV or acquisition of business
 - Study of other sources of supply to reduce material costs

M&A Opportunities

Strategic Purpose	Our Vision		Our Strategy	
Environment	Global Market Review	Asia Pacific Market Review		Malaysia Market Review
Market Assessment	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
Target Opportunities	Targeted Research			
Growth Opportunities	M&A Opportunities	Tier 1 Supplier		Tier 2 Supplier
Risk Management	Due Diligence	IP Production	Legal & HR Partnerships	Detailed Planning
Implementation Plan	JV	Local Resources	Quotation & Proposals	Supplier/Tool Resource

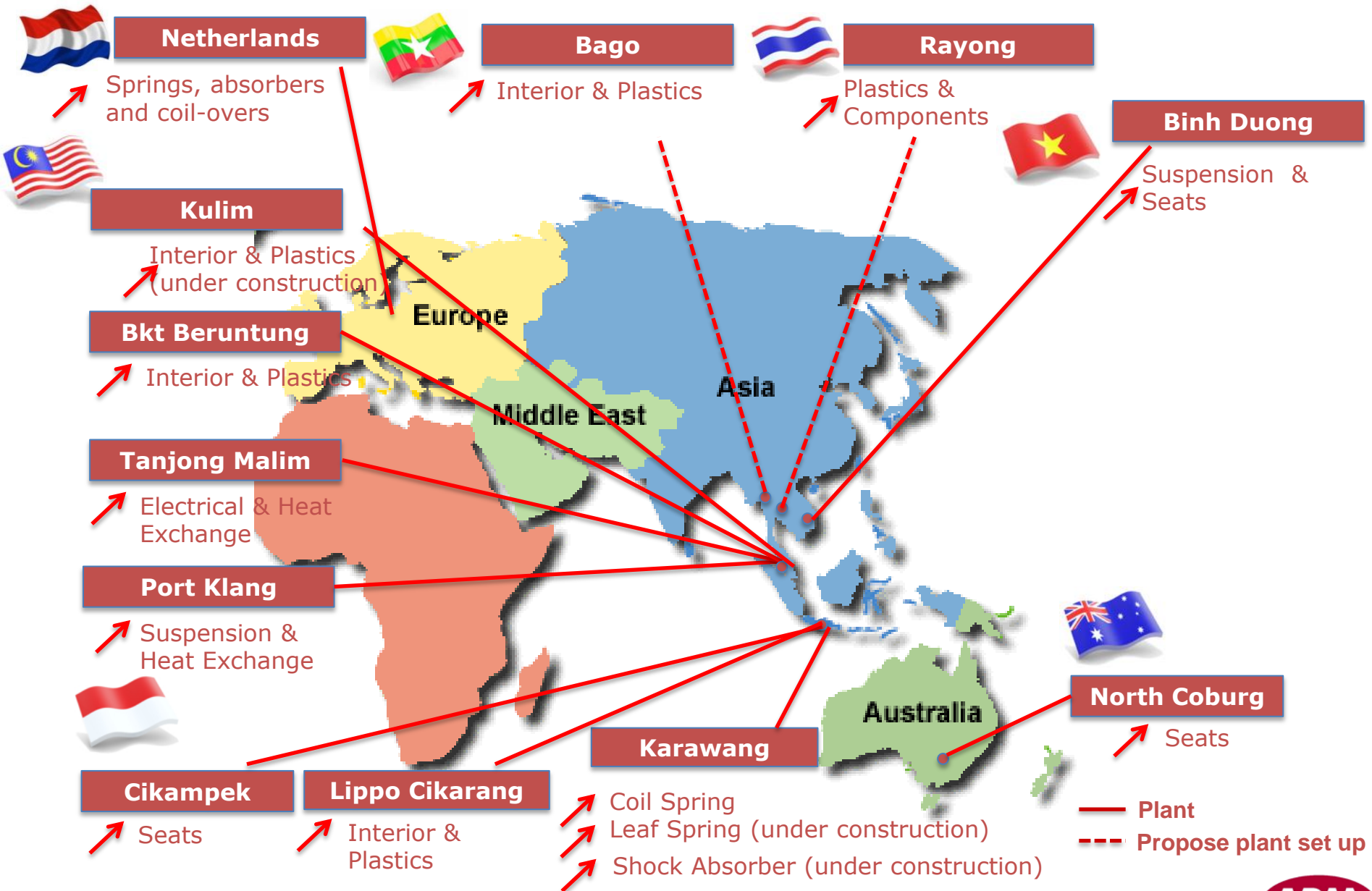
Completed M&A Deal

Acquisition Of Business And Assets Of RBC BEARINGS PTY LTD (“RBC”) by McCONNELL SEATS AUSTRALIA PTY LTD (“MSA”)

- MSA, a wholly-owned subsidiary of APM has on 9 March 2016 completed the acquisition from RBC of all its assets associated with its locomotive seat manufacturing and services business known as “Locomotive Seats Australia” including all goodwill free from encumbrances for a cash consideration of AUD1,659,578.
- The acquisition provides an opportunity for MSA to gain a foothold in the Queensland market in the provision of turnkey services of seat installation and refurbishment to local bus builders and bus operators.
- MSA would thereby expand its operations and provide better services to its current and potential customers. In addition, there would now be an additional range of train/locomotive driver seats which may be marketed to other countries by the APM Group.

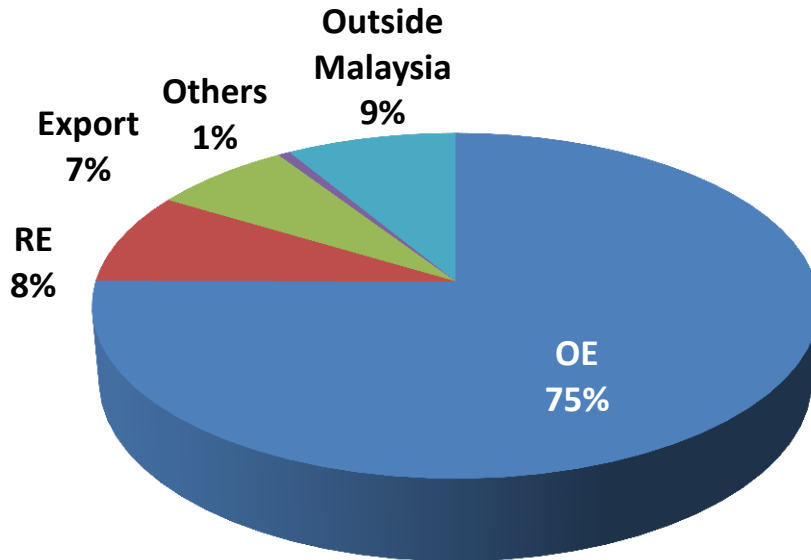
Moving Forward

Geographical Diversification



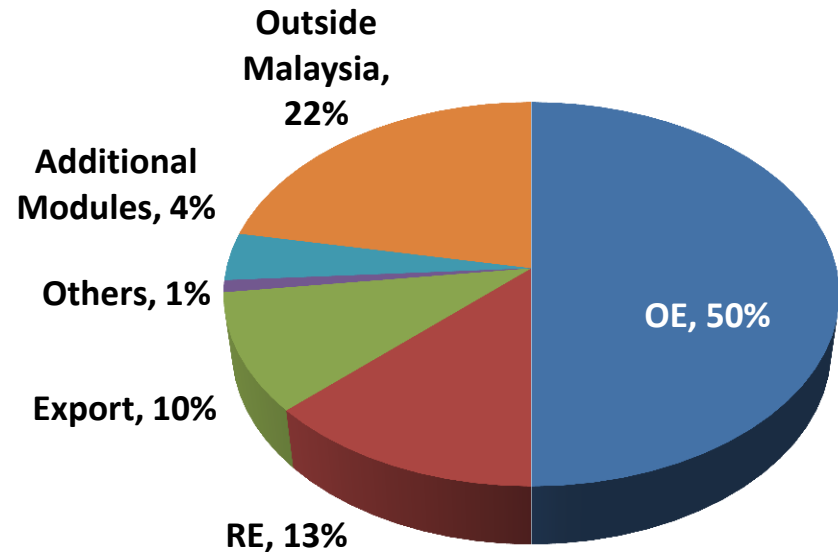
Sales Guidance through Balance & Diversity

2015A



Turnover: RM 1.2b

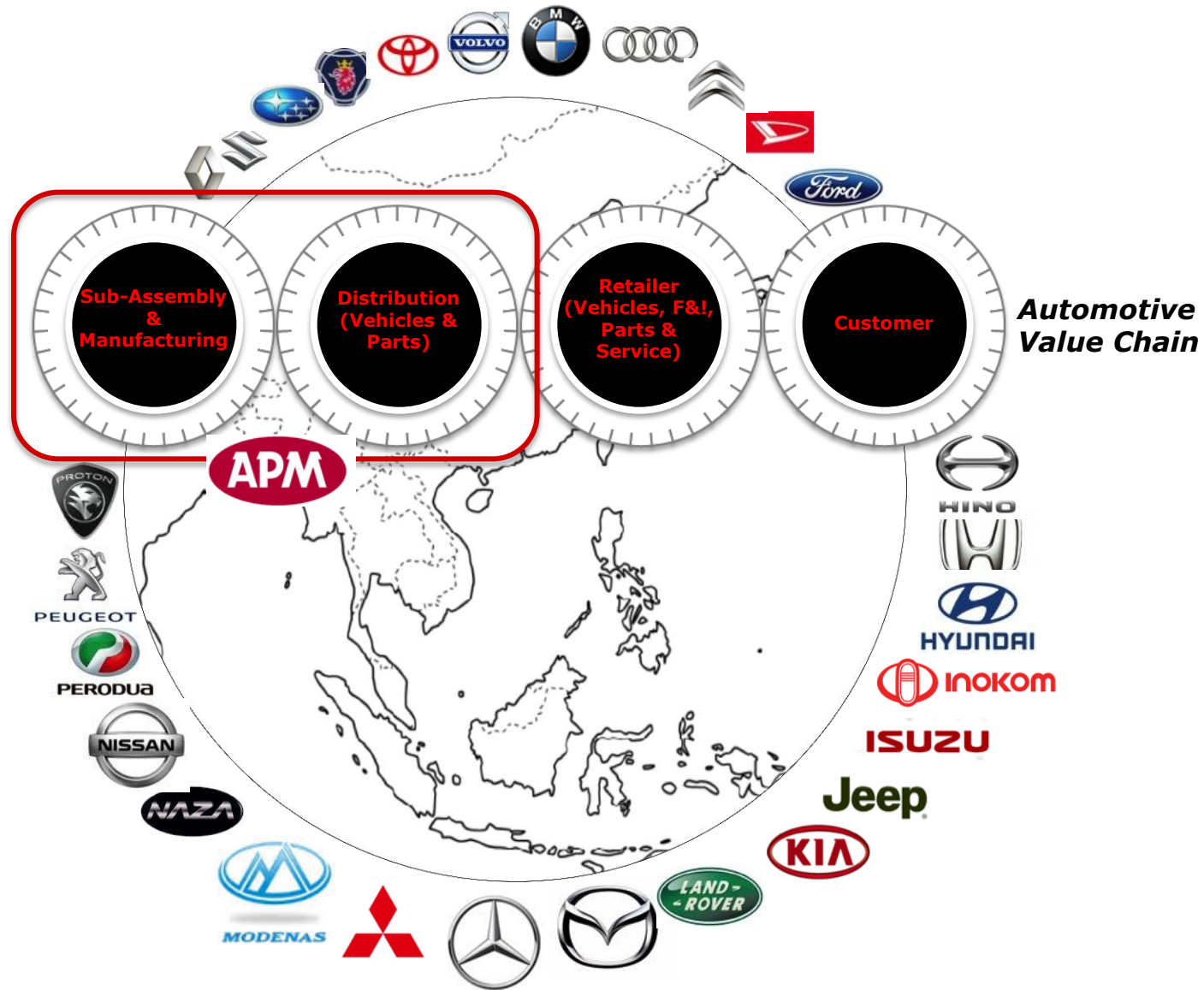
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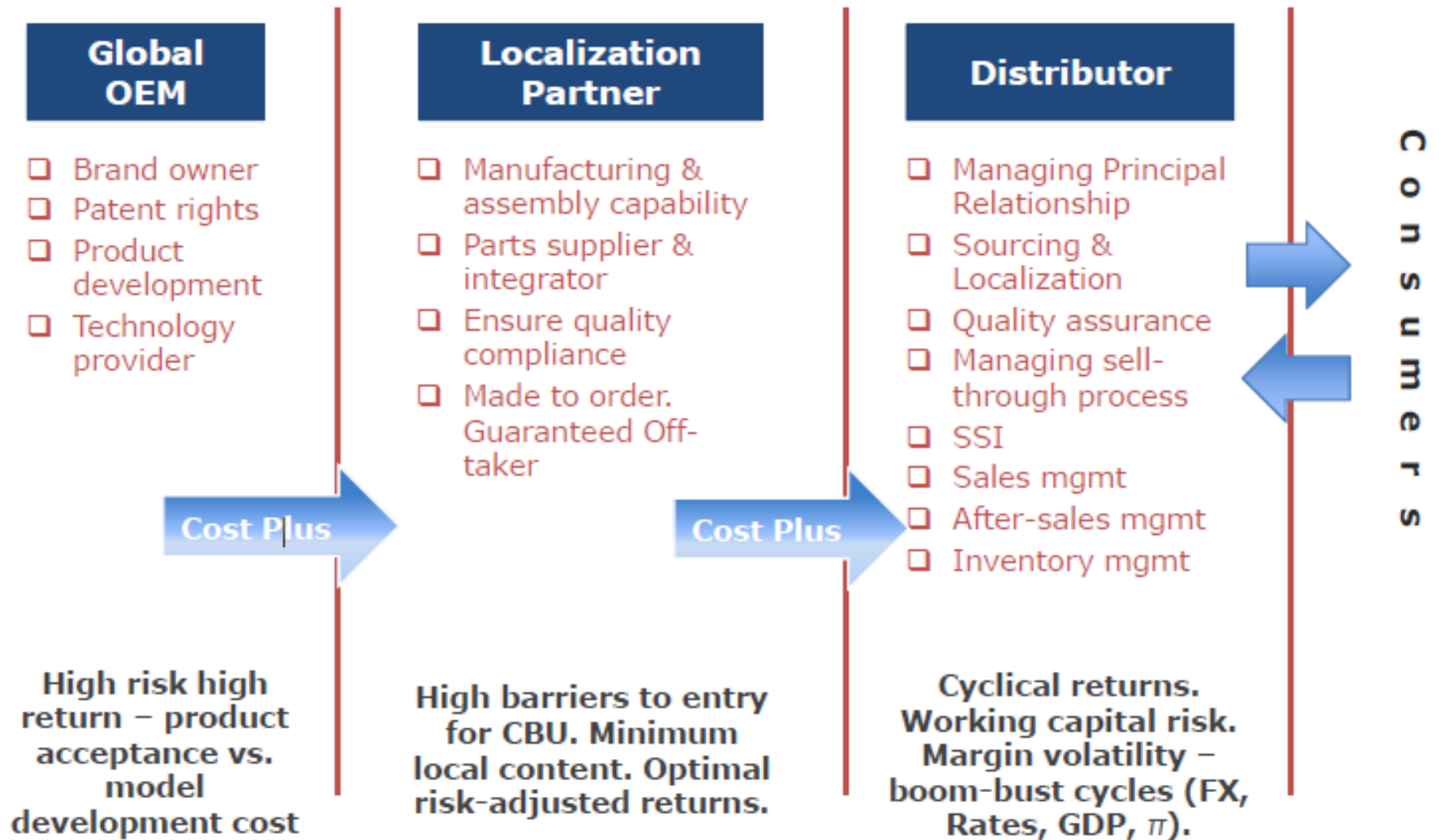
Turnover: RM 2.0b

RM2b sales target (RM1b existing OE & RM1b exports, overseas & others)

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You