



**APM Automotive Holdings
Berhad**

FY2018 First-quarter financial results

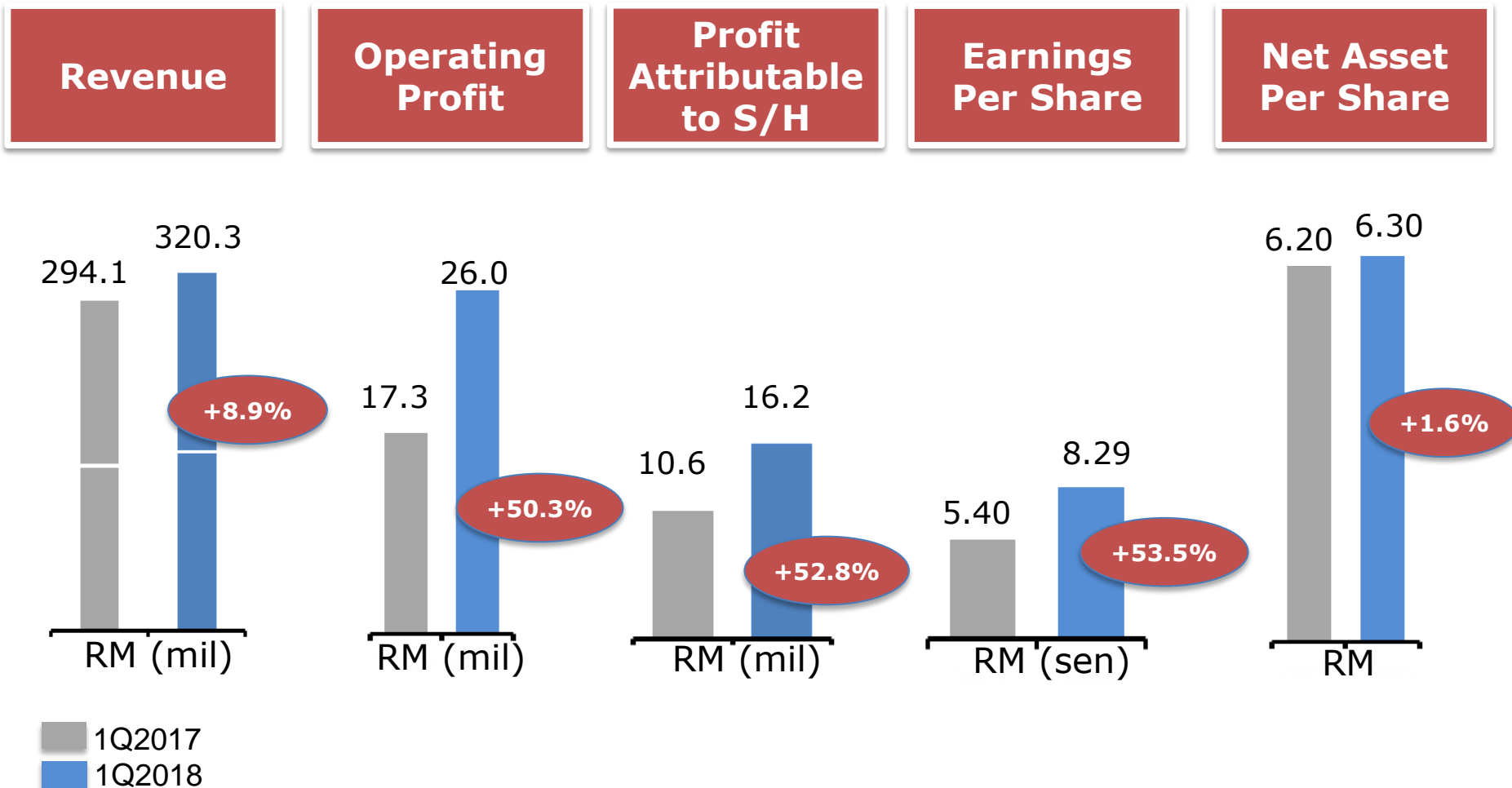
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These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner, 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



Higher revenue (YoY) due to increase in OEM sales

1Q18 Operation & Financial Review

Business Update

1Q18 financial review

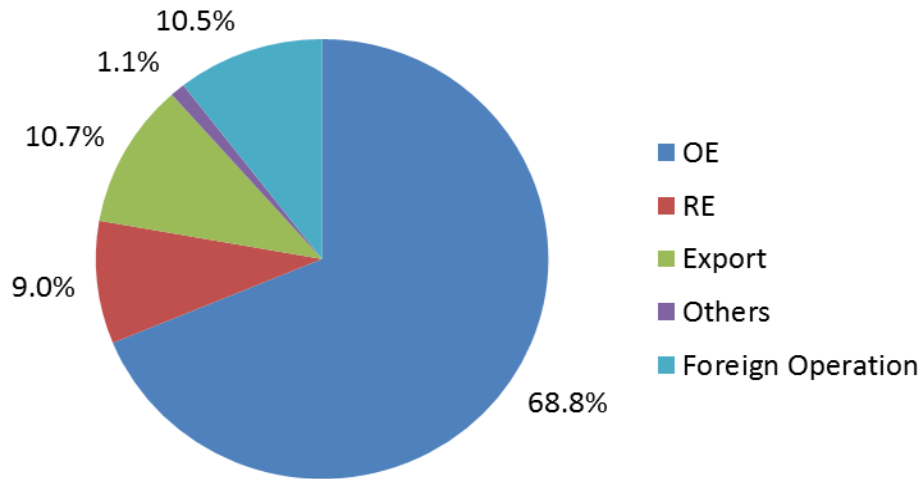
RM'000	1Q18	4Q17	1Q17	QoQ	YoY
				1Q18 vs 4Q17	1Q18 vs 1Q17
Net revenues	320,309	327,538	294,075	-2.2%	8.9%
Profit before tax	28,838	21,877	18,491	31.8%	56.0%
Net Income	21,169	18,147	13,149	16.7%	61.0%
Profits Attributable to Shareholders	16,210	13,098	10,552	23.8%	53.6%
EPS (Sen)	8.29	6.7	5.40	23.7%	53.5%
Net assets per share	6.30	6.29	6.20	0.2%	1.6%
Return on equity (annualised)	5.27%	4.26%	3.48%		
Net Dividend per share (sen)	-	8.5	-		
Dividend yield	-	2.37%	-		
Net Profit Margin	6.61%	5.54%	4.47%		

Started FY2018 on a stronger footing

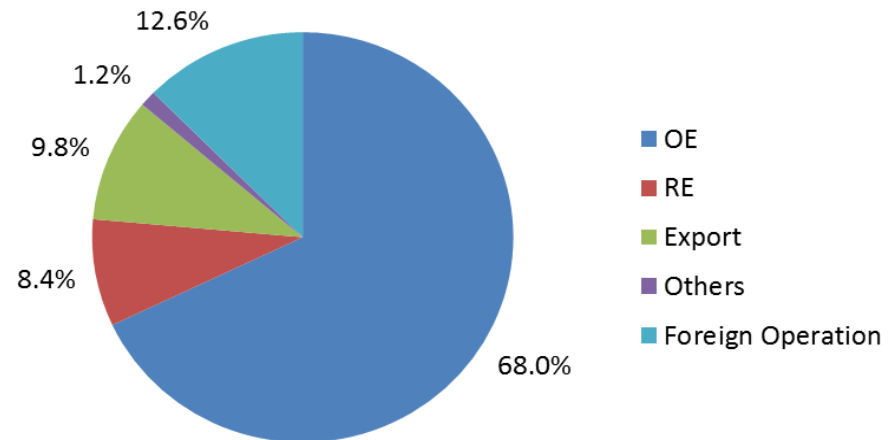
Segmental sales

	Q1 2018	%	Q1 2017	%
OE	220,297	68.8%	199,871	68.0%
RE	28,873	9.0%	24,835	8.4%
Export	34,130	10.7%	28,808	9.8%
Others	3,372	1.1%	3,643	1.2%
Foreign Operation	33,637	10.5%	36,918	12.6%
TOTAL REVENUE	320,309	100%	294,075	100%

Q1 2018



Q1 2017



Increased in revenue due to increased demand from OEMs

Segmental performance

REVENUE (RM'000)	Q1 2018	Q1 2017	Change
Suspension	17,786	16,944	5.0%
Interior & Plastics	179,755	153,092	17.4%
Electrical & Heat Exchange	28,131	32,654	-13.9%
Marketing	56,662	50,093	13.1%
Others	4,338	4,374	-0.8%
Malaysia Operation	286,672	257,157	11.5%
Operations outside Malaysia	33,637	36,918	-8.9%
TOTAL REVENUE	320,309	294,075	8.9%

Overseas operations saw slight weakness in Vietnam, Indonesia and Australia

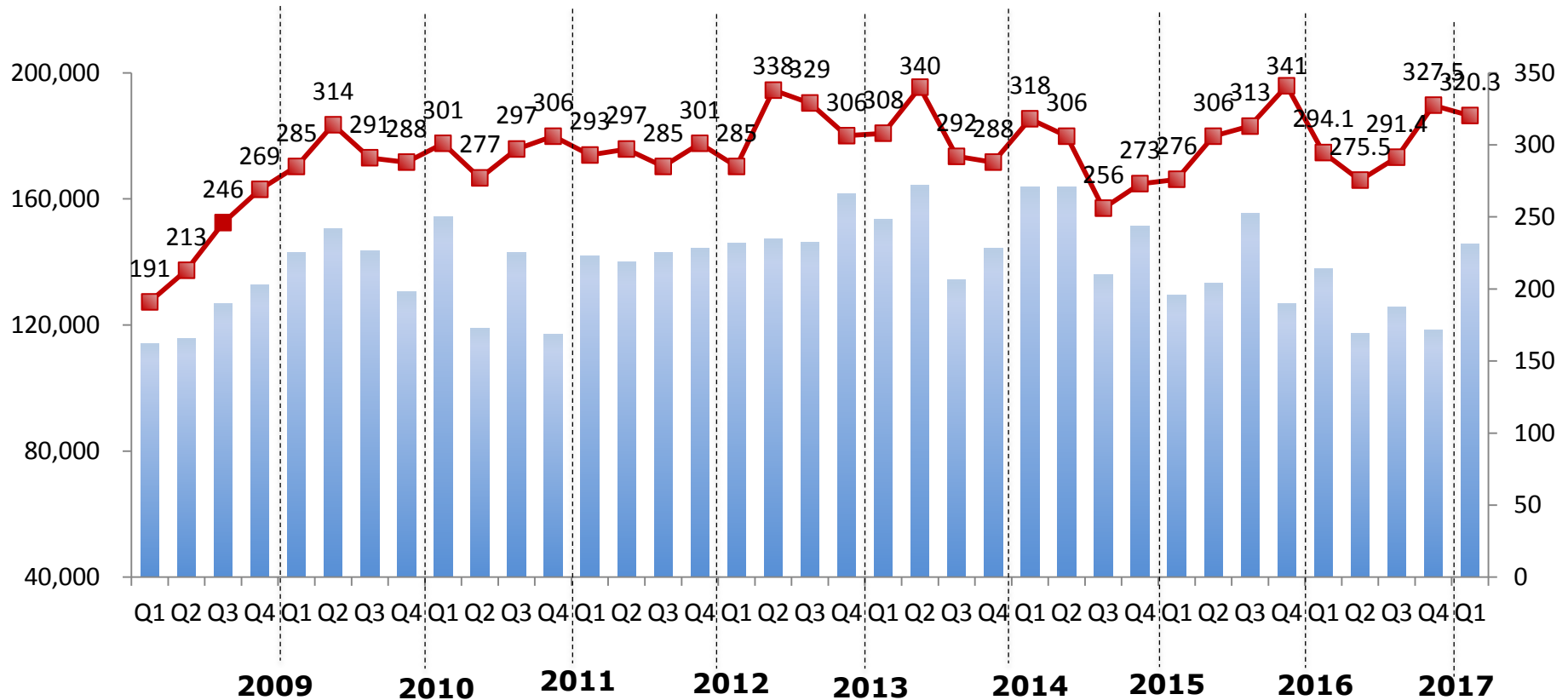
1Q18 Operation & Financial Review

Business Update

Production TIV

Production TIV

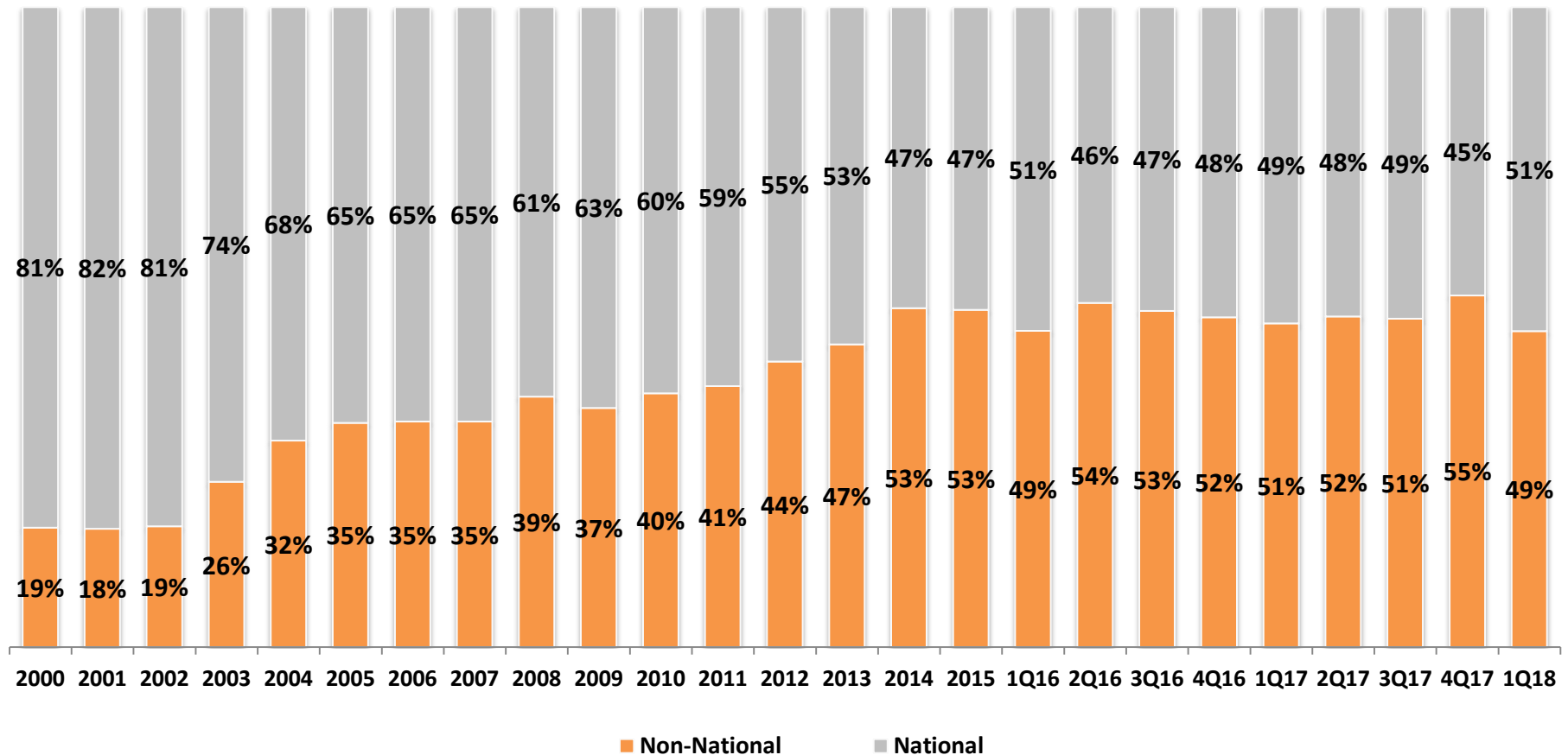
APM Revenue (RM'mil)



Source: MAA (as for Production TIV)

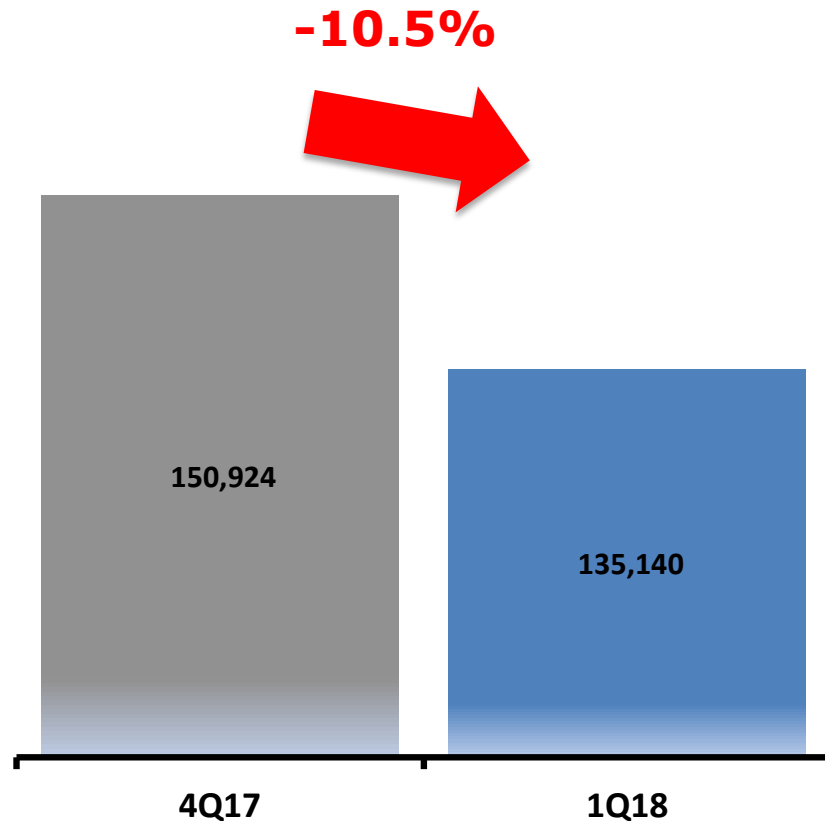
Revenues are holding above RM300million per quarter

National & Non-national Market Share



National brands regaining market share

1Q18 TIV



	Q-o-Q %
Perodua	4.24%
Proton	-12.60%

	Q-o-Q %
Toyota	-37.13%
Nissan	-16.97%

Honda	-21.41%
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Mitsubishi	27.52%
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Isuzu	-24.73%
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Mazda	26.06%
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	Q-o-Q %
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Ford	-5.18%
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VW	-22.48%
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BMW	-15.58%
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Mercedes	1.98%
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TIV decreased due to seasonally slower Q1

FY18 business update

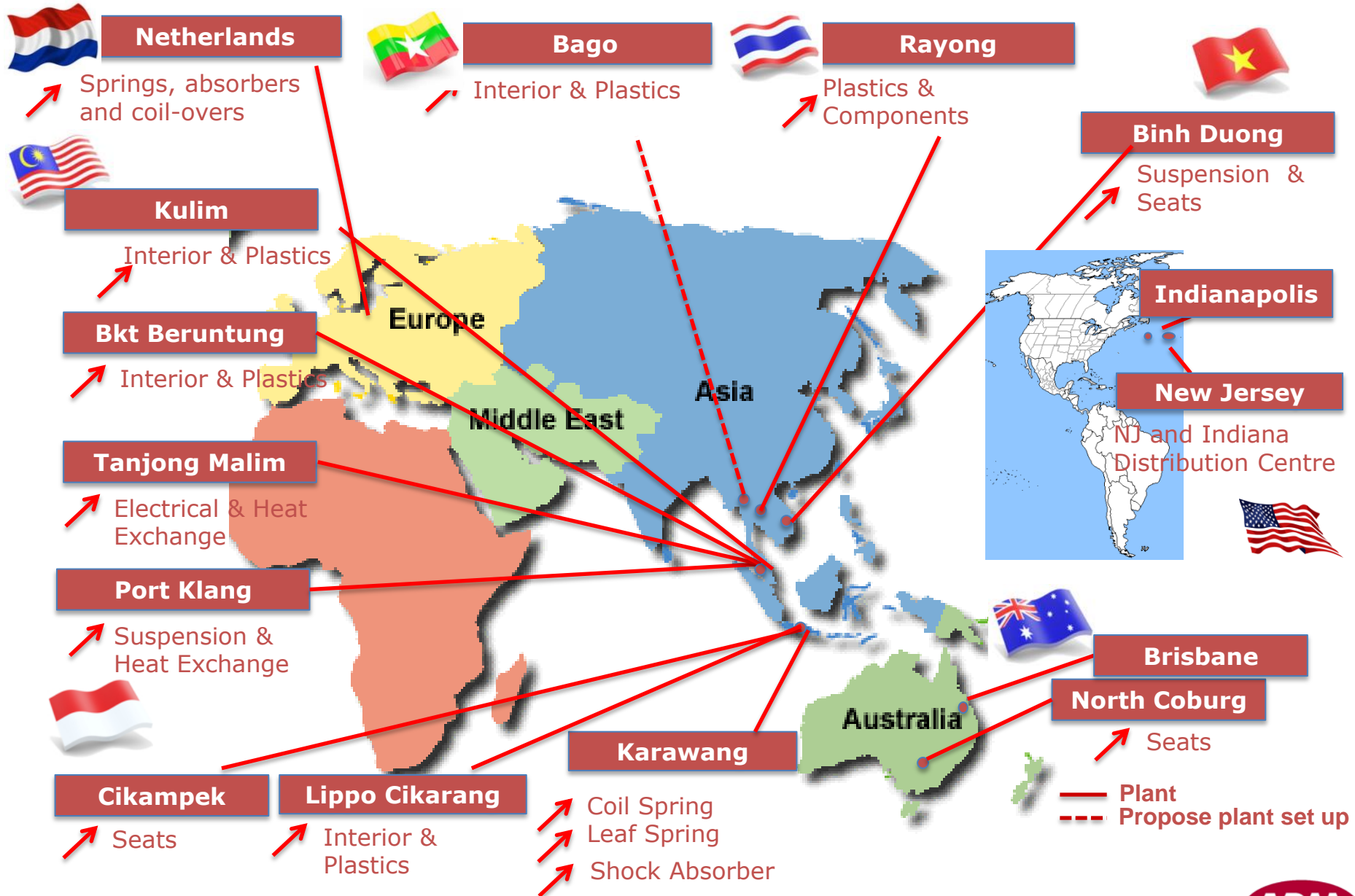
- ❖ 1Q18 TIV 135.1K; -10.5% QoQ.
- ❖ APM underlying OEM businesses buck the trend due to earlier counter measures.
- ❖ Counter measures include:
 - Expansion of new business - new products / segment
 - Intensify the development of parts for replacement markets
 - Consolidate certain operations to reduce 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

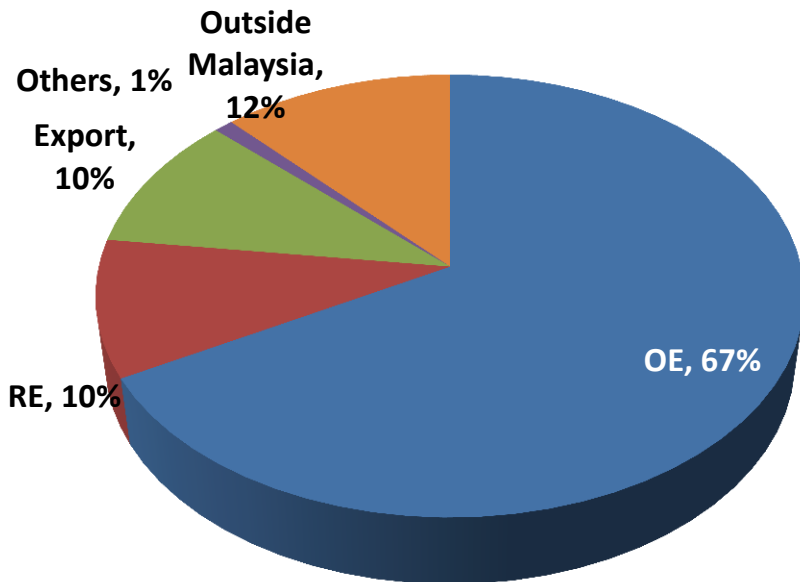
Moving Forward

Geographical Diversification



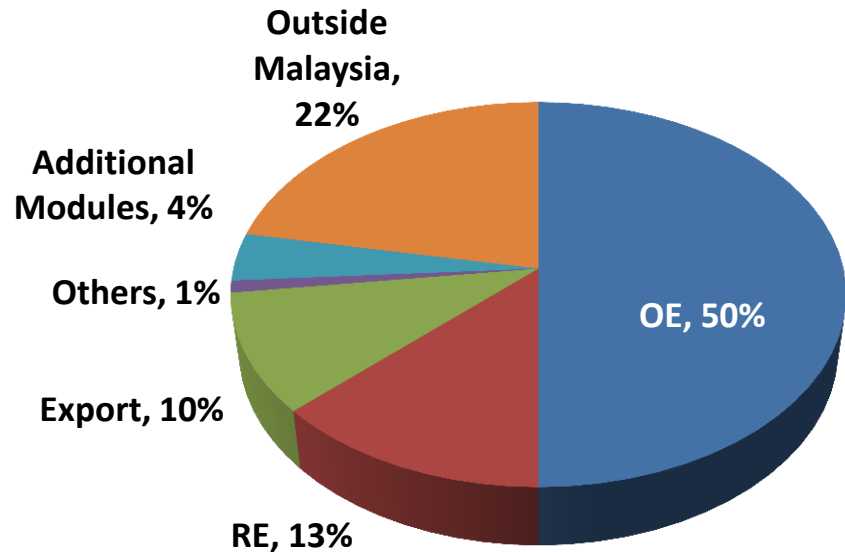
Sales Guidance through Balance & Diversity

2017A



Turnover: RM 1.2b

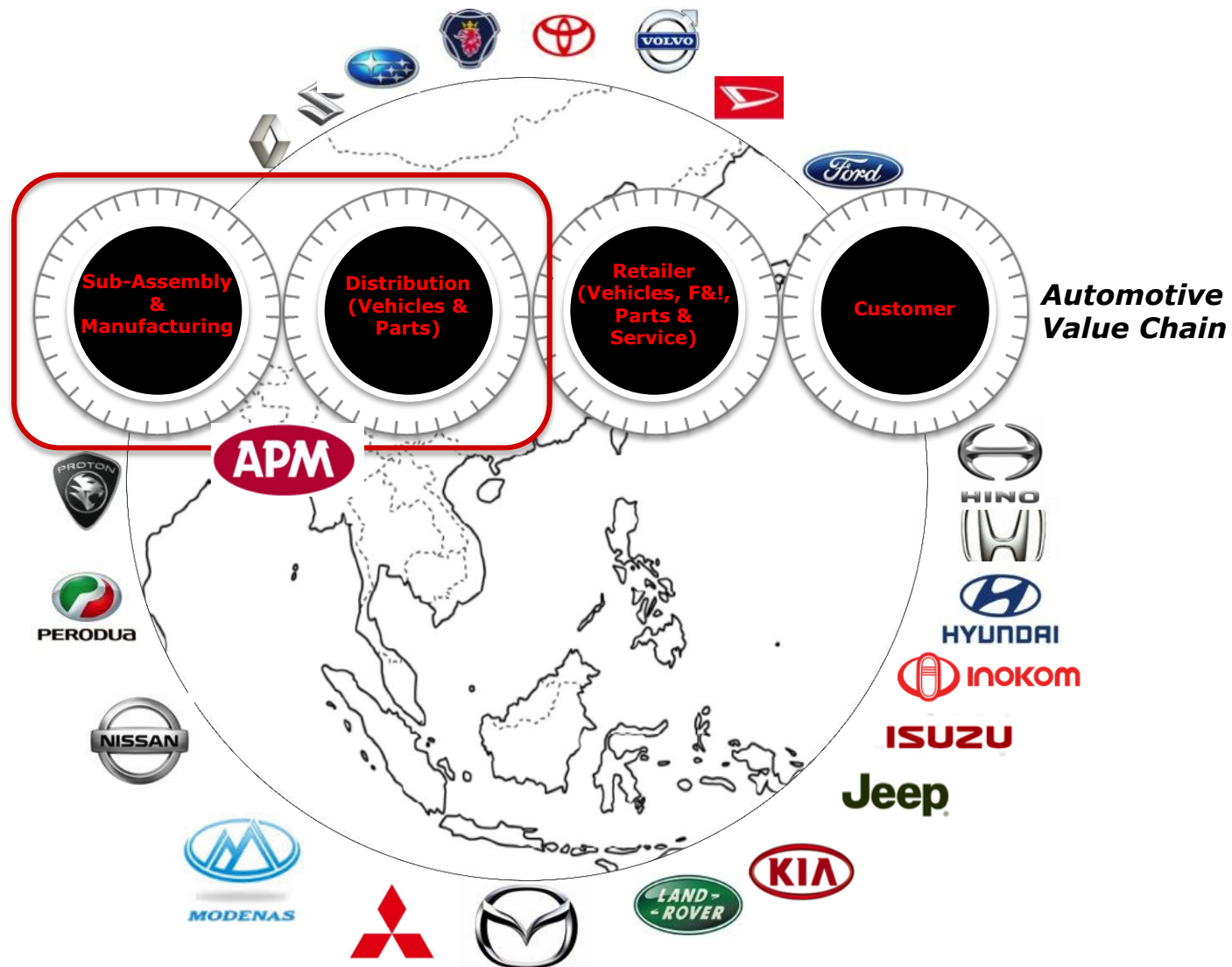
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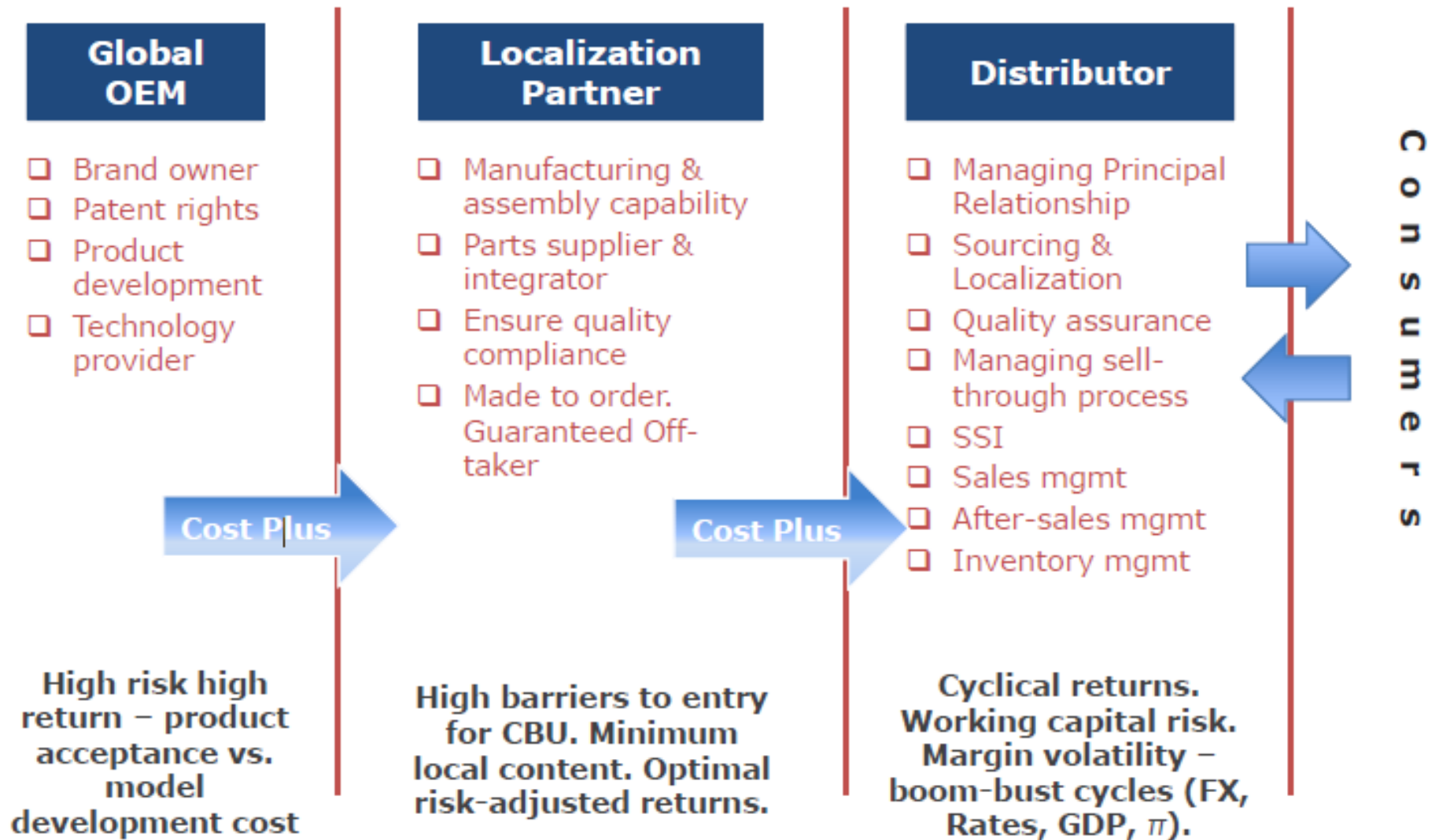
Turnover: RM 2.0b

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

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You