



**APM Automotive Holdings
Berhad**

FY2020 First-quarter financial results

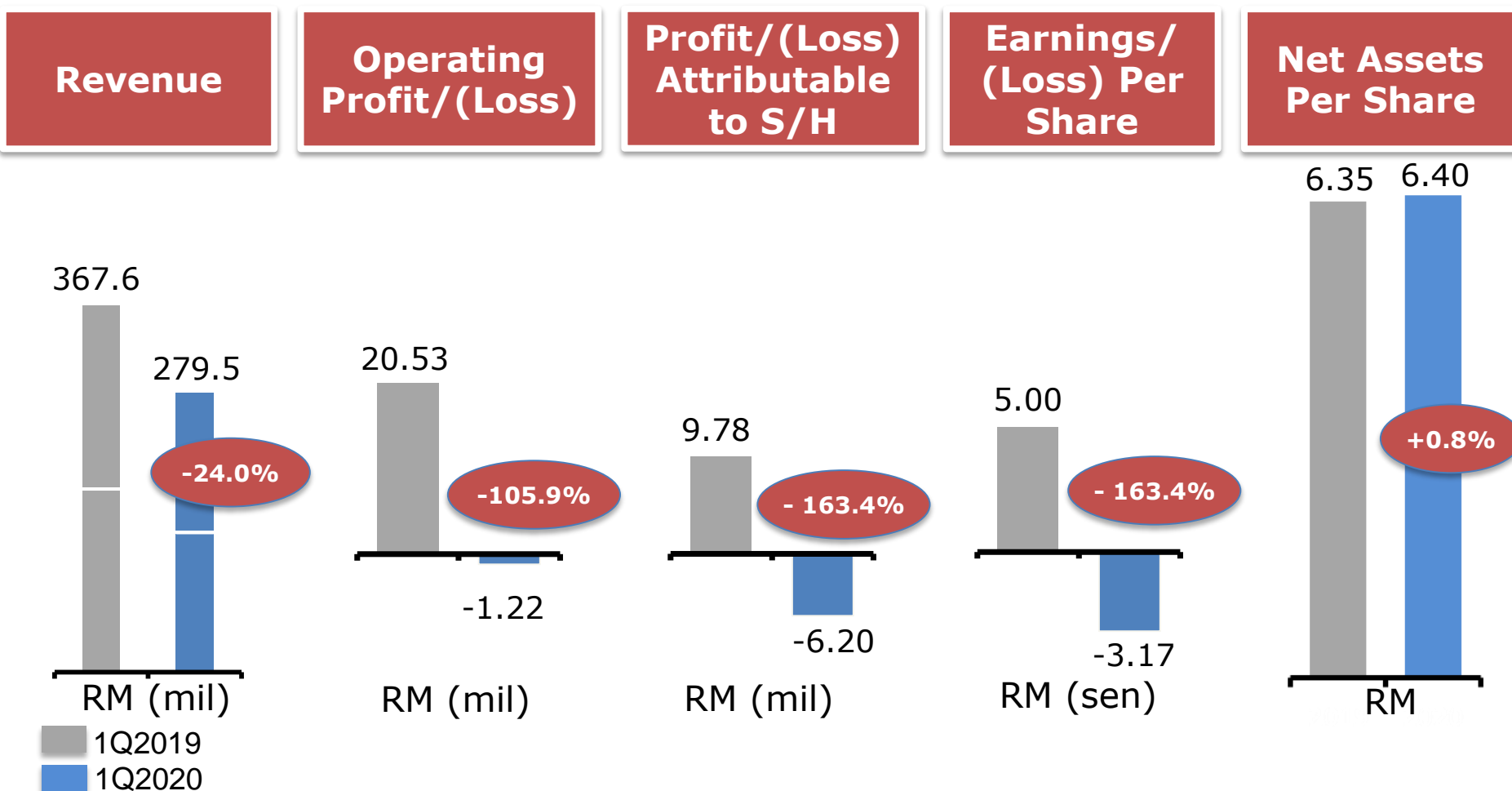
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These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner,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



Lower revenue & profitability (YoY) mainly due to the COVID-19 pandemic which had affected the economic activities globally.

1Q20 Operation & Financial Review

Business Update

1Q20 financial review

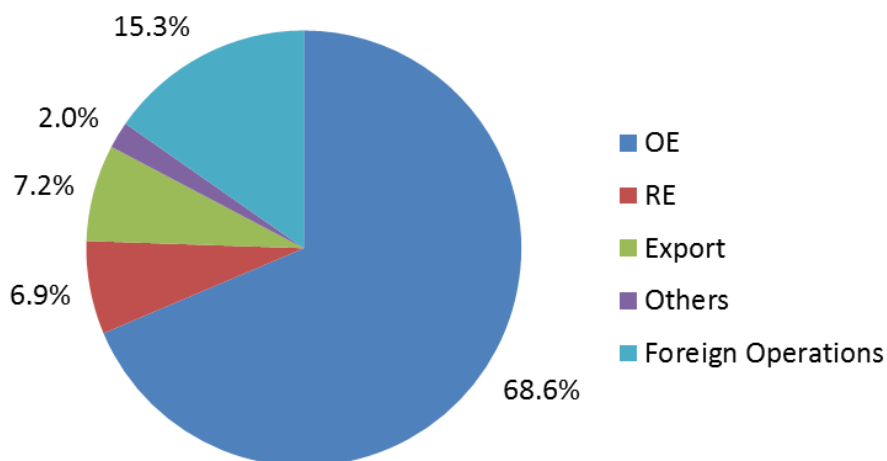
RM'000	1Q20	4Q19	1Q19	QoQ	YoY
				1Q20 vs 4Q19	1Q20 vs 1Q19
Revenue	279,548	386,302	367,609	-27.6%	-24.0%
Profit before Tax	304	16,862	20,409	-98.2%	-98.5%
Net (Loss)/Income	(2,307)	11,930	15,316	-119.3%	-115.1%
(Loss)/Profit Attributable to Shareholders	(6,200)	6,513	9,779	-195.2%	-163.4%
(Loss)/Earnings per Share (Sen)	(3.17)	3.33	5.00	-195.2%	-163.4%
Net Assets per Share	6.40	6.51	6.35	-1.7%	0.8%
Return on Equity (Annualised)	-1.97%	2.05%	3.15%		
Dividend per Share (Sen)	-	5.00	-		
Dividend Yield	-	2.31%	-		
Net Profit Margin	-0.83%	3.09%	4.17%		

Lower sales and profit resulting from disruptions to business affected by the lockdowns due to COVID-19 crisis and soft global economy.

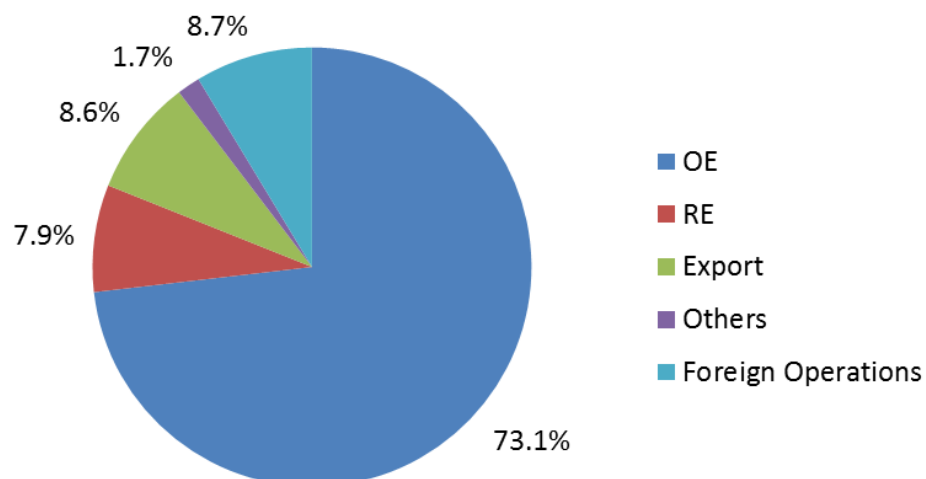
Segmental sales

REVENUE (RM'000)	Q1 2020	%	Q1 2019	%
OE	191,915	68.6%	268,697	73.1%
RE	19,309	6.9%	28,981	7.9%
Export	20,042	7.2%	31,536	8.6%
Others	5,548	2.0%	6,227	1.7%
Foreign Operations	42,734	15.3%	32,168	8.7%
TOTAL REVENUE	279,548	100%	367,609	100%

Q1 2020



Q1 2019



Decrease in revenue due to reduced orders from OEMs and export market as demand was affected by the COVID-19 pandemic.

Segmental performance

REVENUE (RM'000)	Q1 2020	Q1 2019	Change
Suspension	14,176	17,827	-20.5%
Interior & Plastics	165,007	232,890	-29.1%
Electrical & Heat Exchange	14,806	23,571	-37.2%
Marketing	36,271	53,440	-32.1%
Others	6,554	7,713	-15.0%
Malaysia Operations	236,814	335,441	-29.4%
Operations outside Malaysia	42,734	32,168	32.8%
TOTAL REVENUE	279,548	367,609	-24.0%

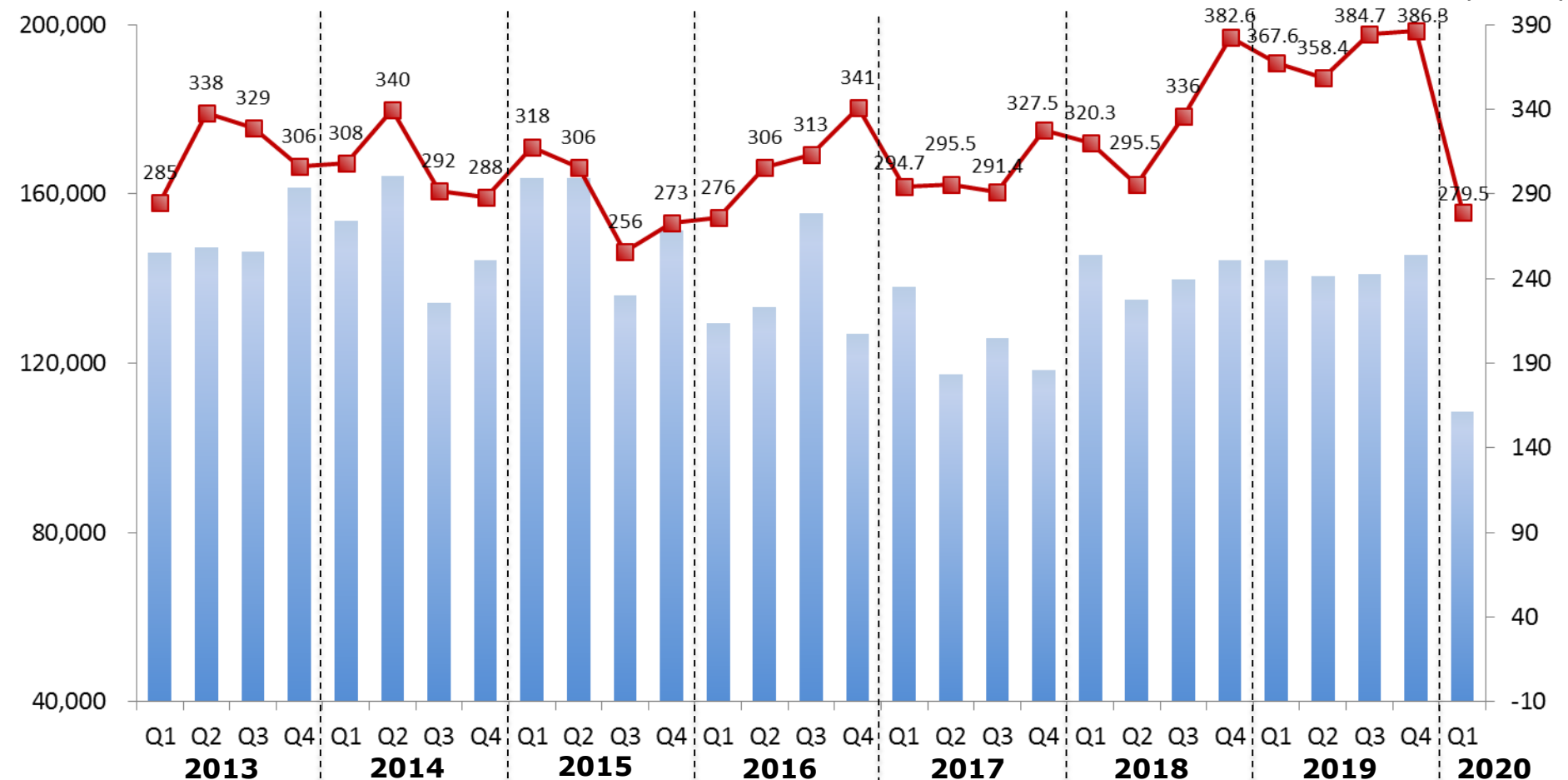
Higher revenue in operations outside Malaysia was mainly contributed by the public transport seats business in Australia and air-conditioning business in Vietnam.

1Q20 Operation & Financial Review

Business Update

Production TIV

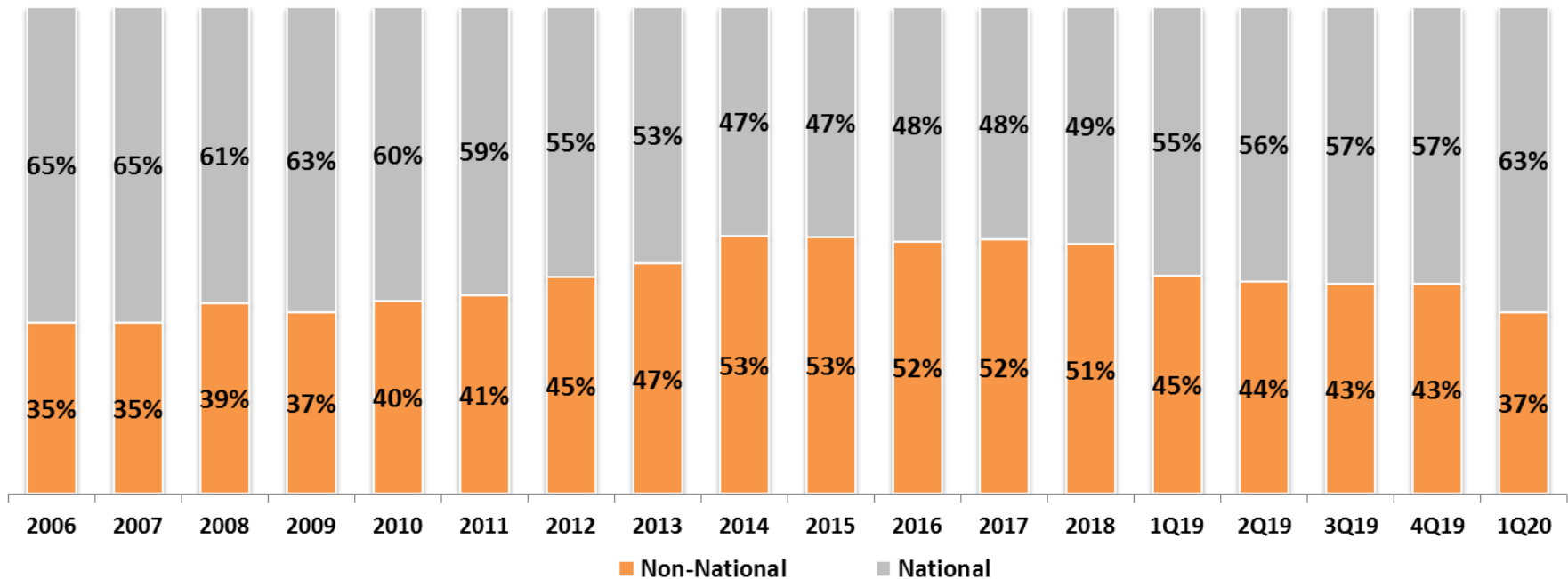
Production TIV



Source: MAA (as for Production TIV)

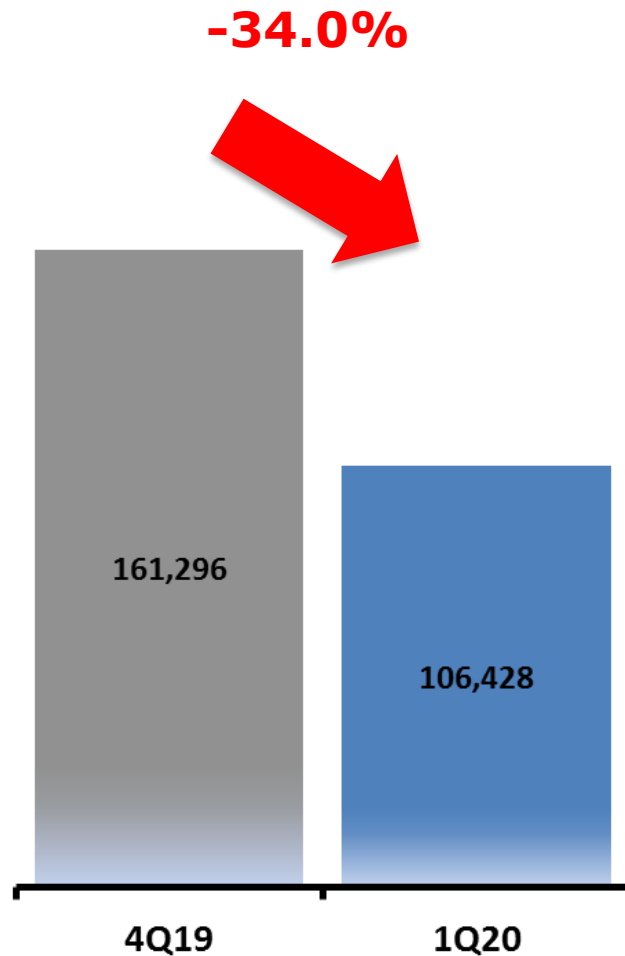
Decrease in revenue resulting from lower orders from OEMs corresponding to lower production TIV in Malaysia.

National & Non-national Market Share



National brands regaining market share.

1Q20 TIV



	Q-o-Q %
Perodua	-27.0%
Proton	-28.1%

	Q-o-Q %
Toyota	-51.5%
Nissan	-50.6%
Honda	-45.3%
Mitsubishi	-16.9%
Isuzu	-43.6%
Mazda	0.7%

	Q-o-Q %
Ford	-16.5%
VW	-46.1%
BMW	-17.5%
Mercedes	-51.6%

TIV decreased due to the implementation of Movement Control Order (MCO) since 18th March 2020.

FY20 business update

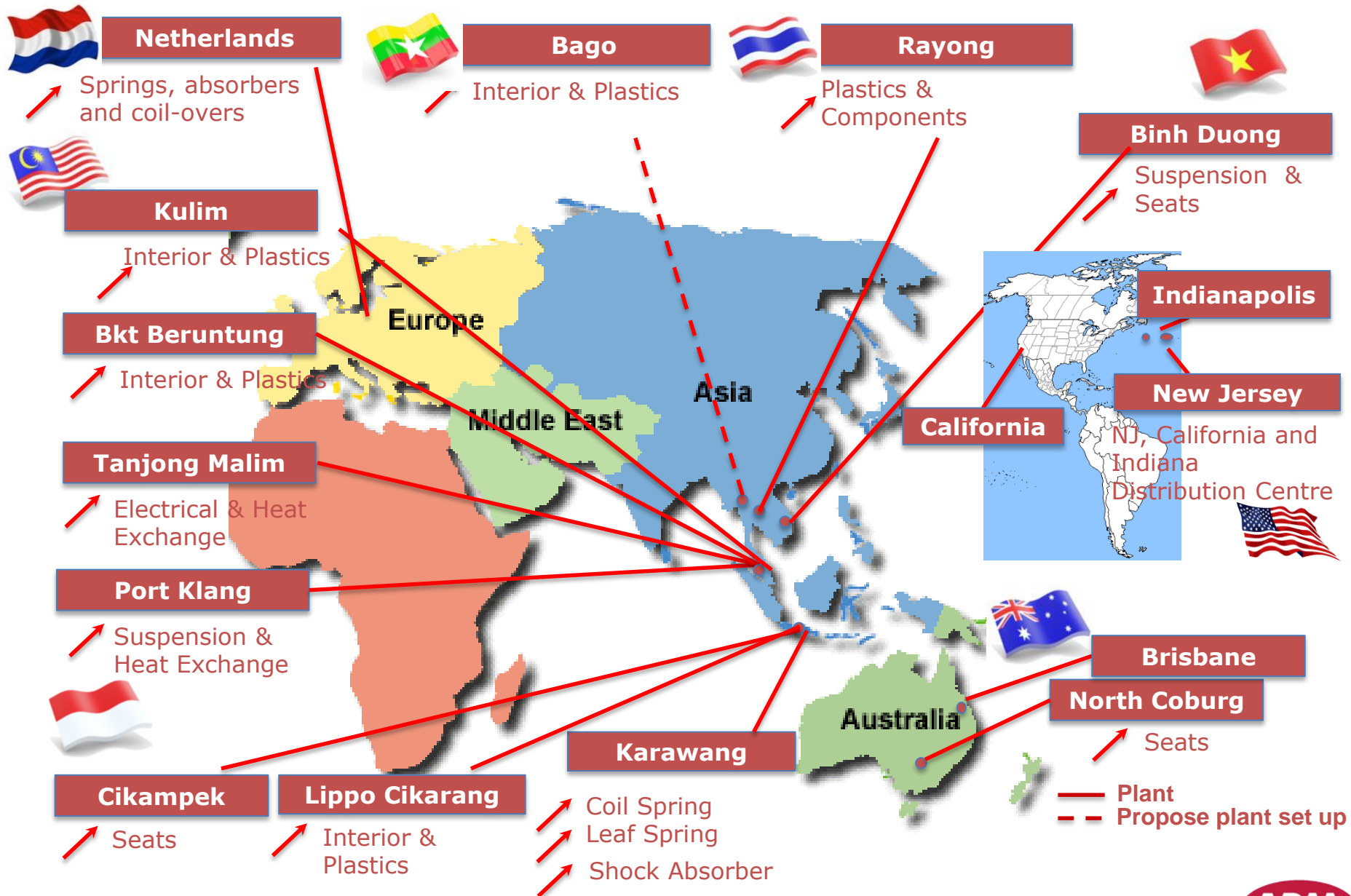
- ❖ 1Q20 TIV 106.4K; -34.0% QoQ mainly due to the implementation of Movement Control Order (MCO) since 18th March 2020.
- ❖ Counter measures has been undertaken by the Group to cushion the slowdown in orders from domestic OEMs.
- ❖ Counter measures include:
 - Expansion of new business - new products / 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

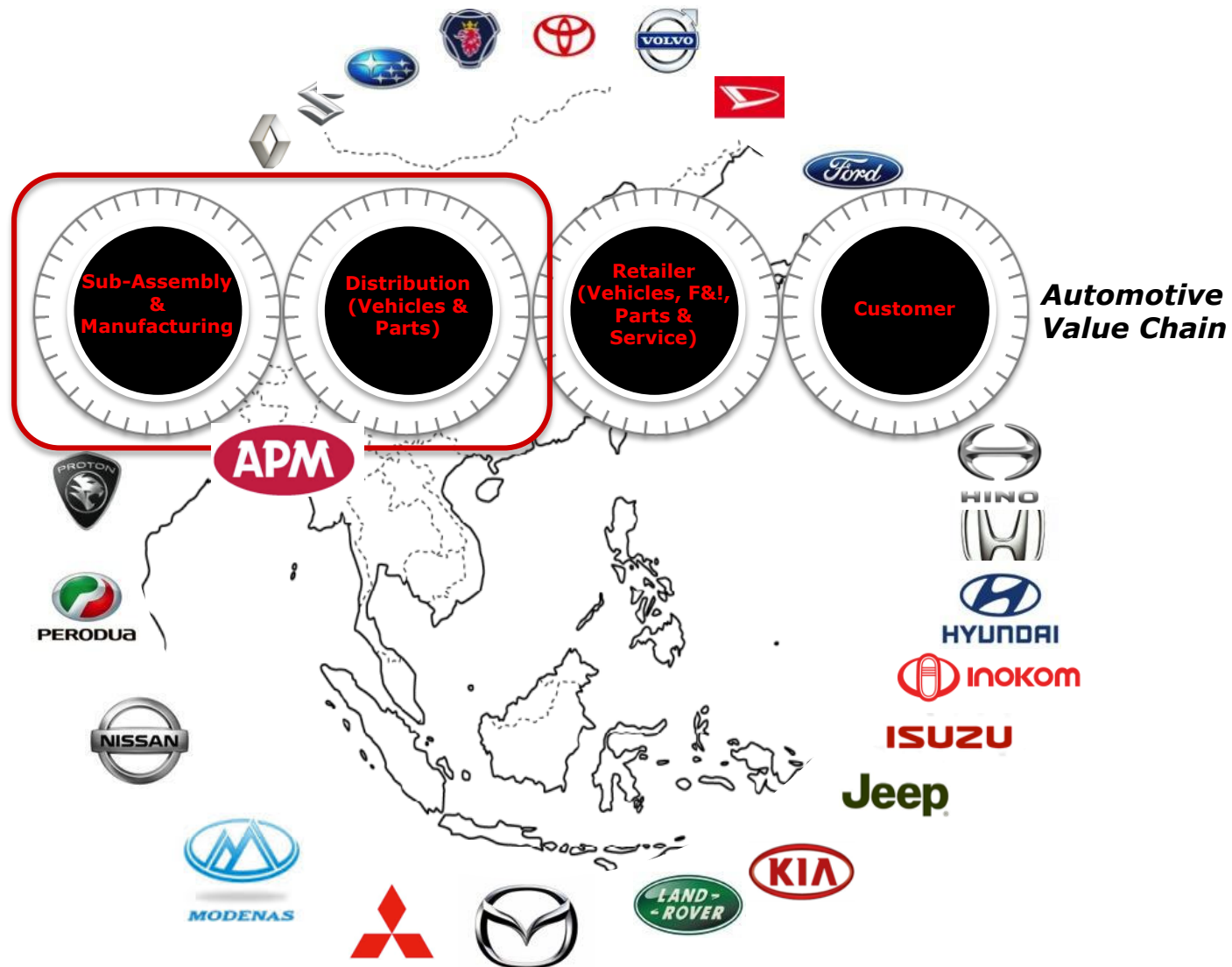
Strategic Purpose	Our Vision		Our Strategy	
Environment	Global Market Review	Asia Pacific Market Review	Malaysia Market Review	
Market Assessment	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
Target Opportunities	Targeted Research			
Growth Opportunities	M&A Opportunities	Tier 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

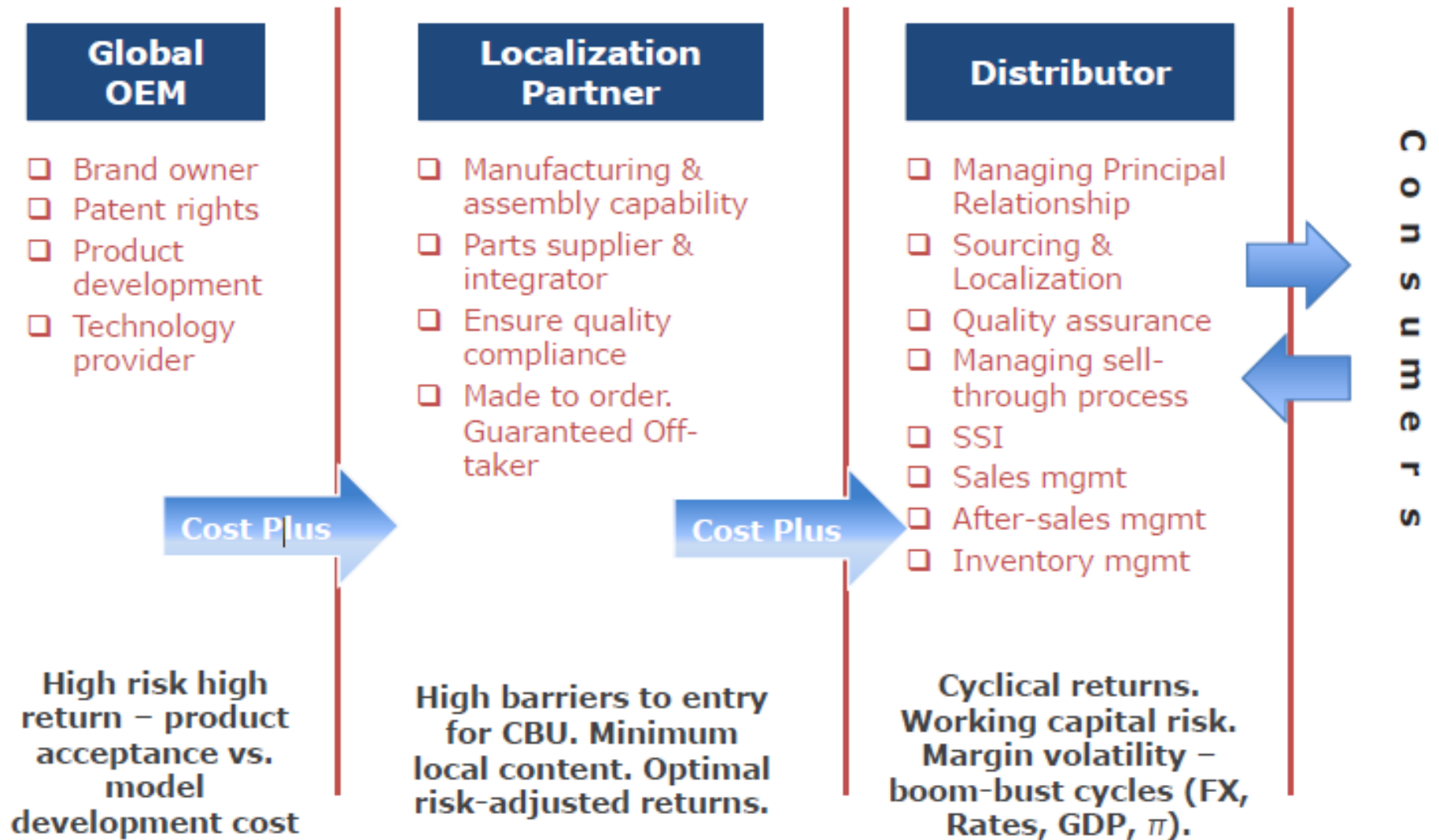
Geographical Diversification



Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You