



**APM Automotive Holdings
Berhad**

FY2021 First-quarter financial results

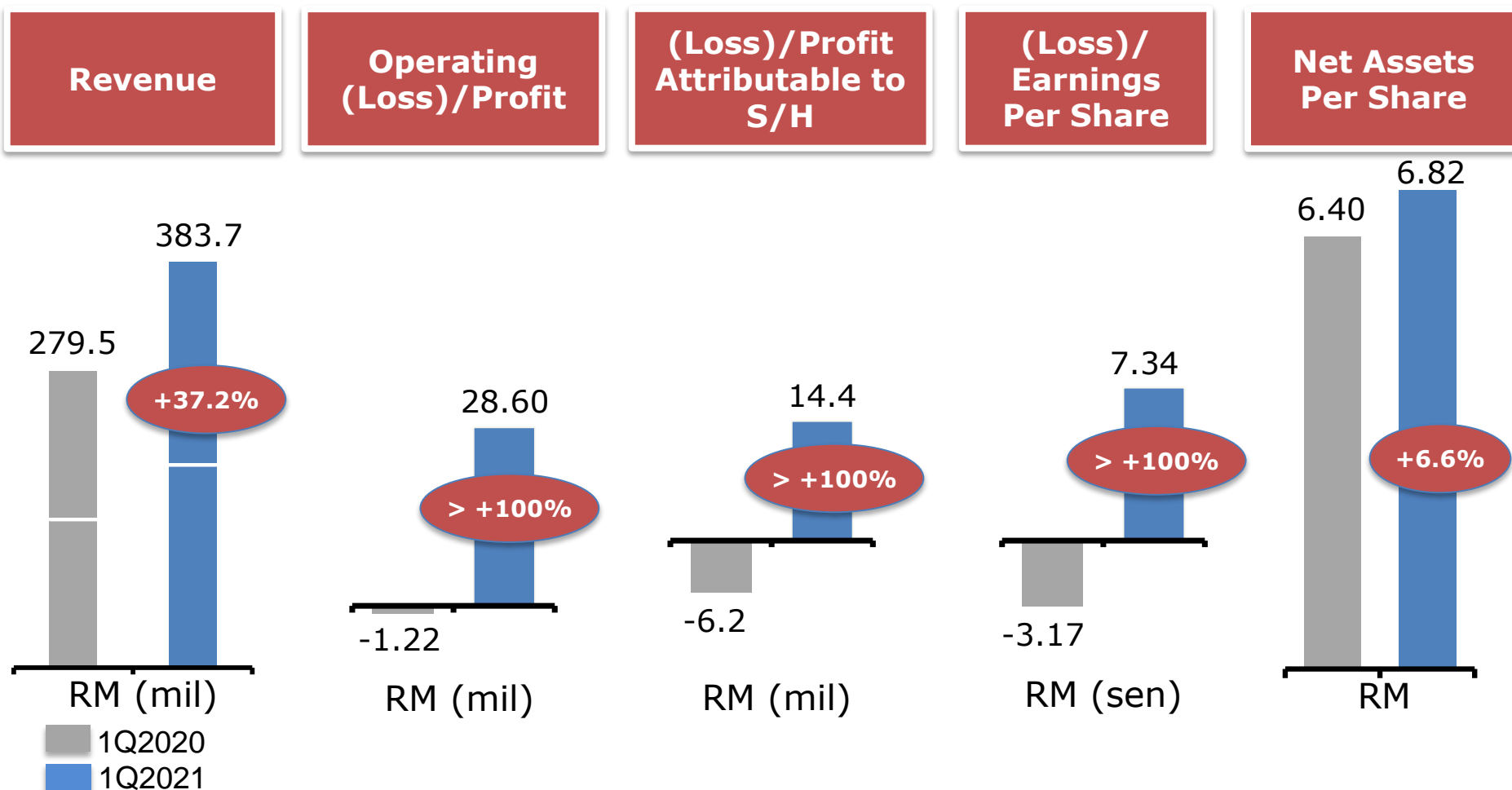
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Key performance indicators



Higher profit (YoY) due to increase in OEM and REM orders from both domestic and international markets.

1Q21 Operation & Financial Review

Business Update

1Q21 Financial review

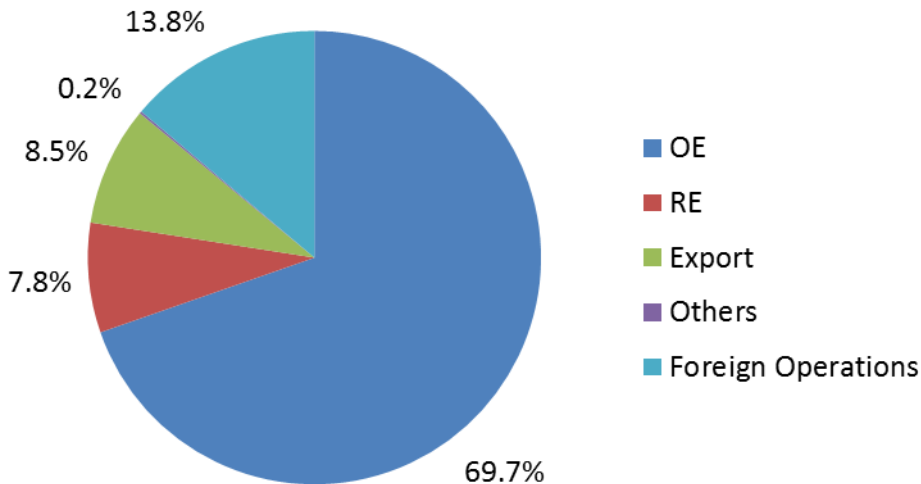
RM'000	1Q21	4Q20	1Q20	QoQ	YoY
				1Q21 vs 4Q20	1Q21 vs 1Q20
Revenue	383,669	358,615	279,548	7.0%	37.2%
Profit before Tax	28,582	14,379	304	98.8%	9302.0%
Net Income/(Loss)	20,528	9,088	(2,307)	125.9%	989.8%
Profit/(Loss) Attributable to Shareholders	14,352	2,815	(6,200)	409.8%	331.5%
Earnings/(Loss) per Share (Sen)	7.34	1.44	(3.17)	409.7%	331.5%
Net Assets per Share	6.82	6.74	6.40	1.2%	6.6%
Return on Equity (Annualised)	4.33%	0.86%	-1.97%		
Dividend per Share (Sen)	-	7.00	-		
Dividend Yield	-	2.75%	-		
Net Profit Margin	5.35%	2.53%	-0.83%		

Higher profit (QoQ) in tandem with the higher revenue generated from Marketing Division and Foreign Operations.

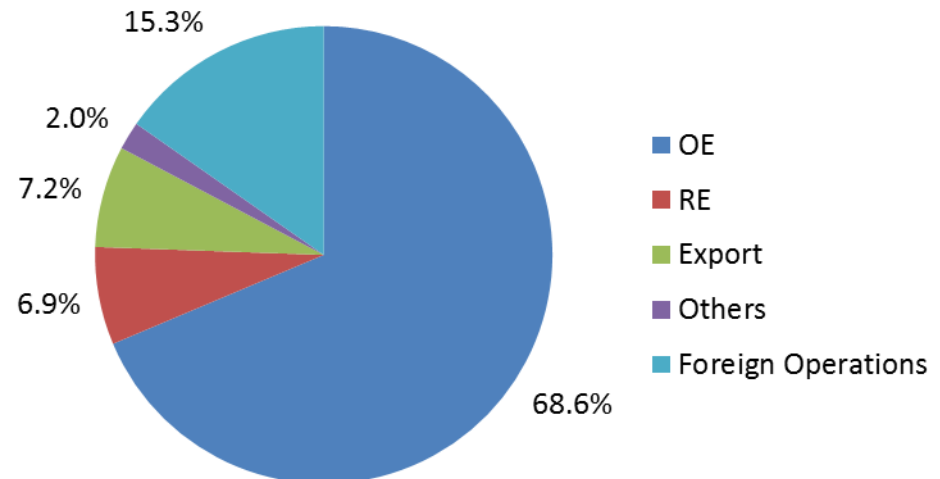
Segmental sales

REVENUE (RM'000)	Q1 2021	%	Q1 2020	%
OE	267,283	69.7%	191,915	68.6%
RE	30,021	7.8%	19,309	6.9%
Export	32,664	8.5%	20,042	7.2%
Others	569	0.2%	5,548	2.0%
Foreign Operations	53,132	13.8%	42,734	15.3%
TOTAL REVENUE	383,669	100%	279,548	100%

Q1 2021



Q1 2020



Increase in revenue due to better sales performance in all key segments.

Segmental performance

REVENUE (RM'000)	Q1 2021	Q1 2020	Change
Suspension	19,080	14,176	34.6%
Interior & Plastics	228,406	165,007	38.4%
Electrical & Heat Exchange	20,107	14,806	35.8%
Marketing	60,271	36,271	66.2%
Others	2,673	6,554	-59.2%
Malaysia Operations	330,537	236,814	39.6%
Operations outside Malaysia	53,132	42,734	24.3%
TOTAL REVENUE	383,669	279,548	37.2%

Foreign operations continued to improve mainly due to the coach and train seat business in Australia as well as higher demand for leaf spring in Indonesia and Vietnam.

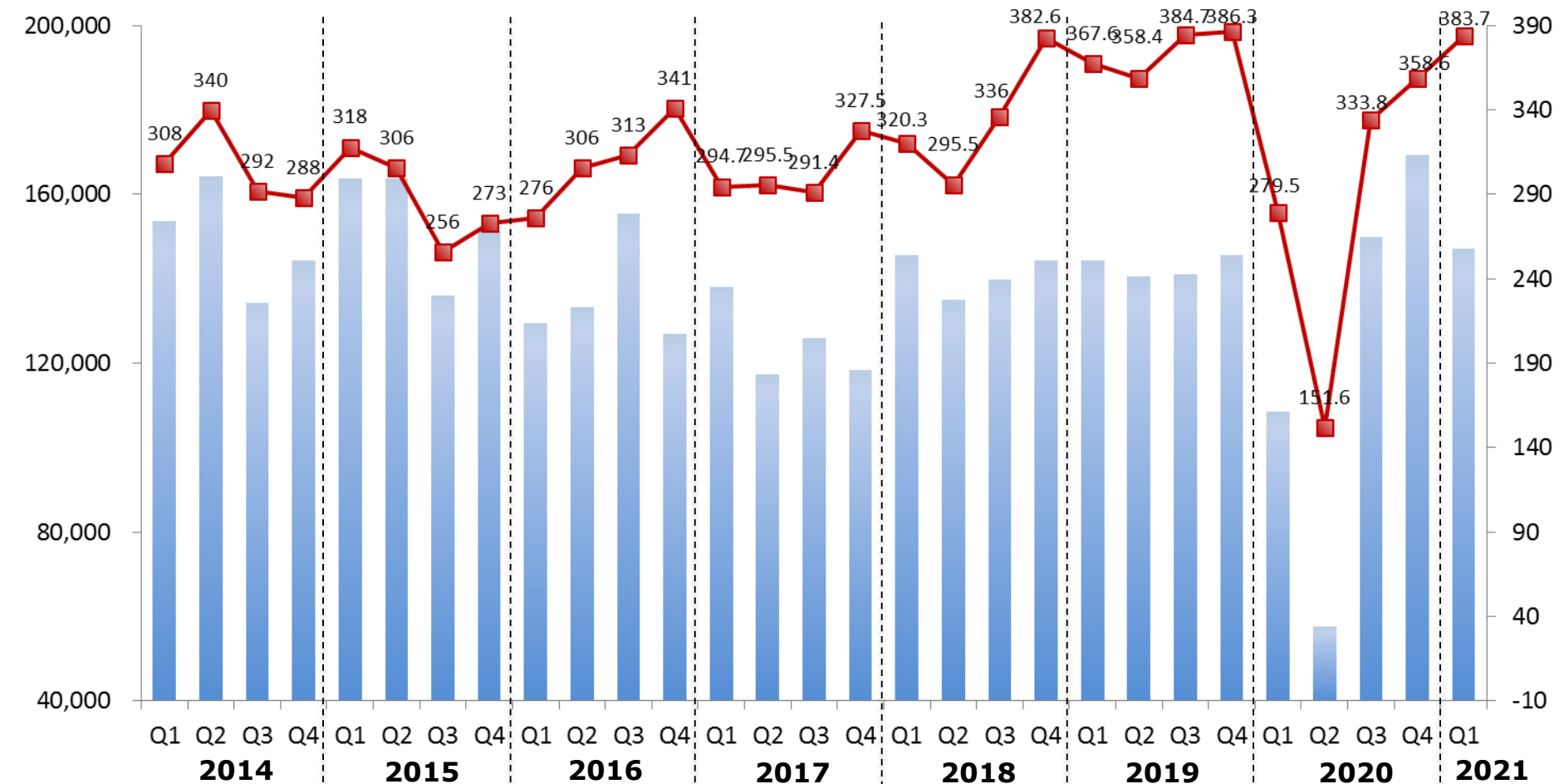
1Q21 Operation & Financial Review

Business Update

Production TIV

Production TIV

APM Revenue (RM'mil)

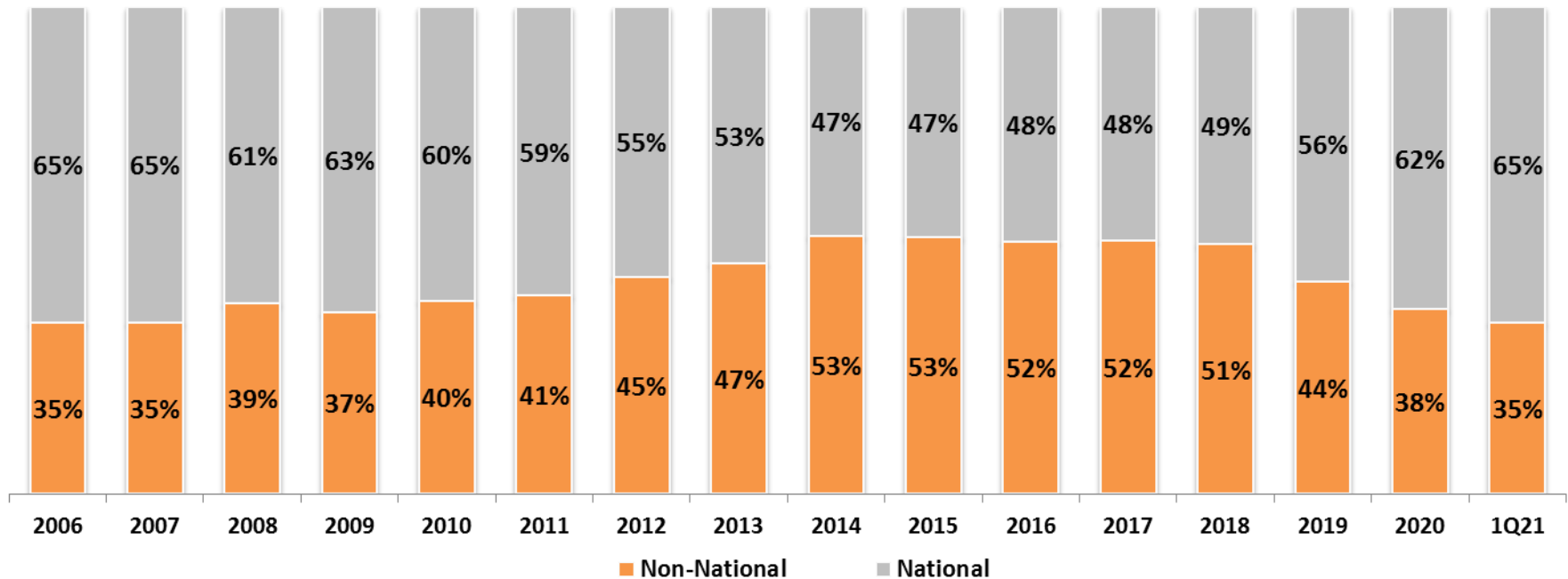


Source: MAA (as for Production TIV)

Revenue has bounced back close to pre-pandemic levels.

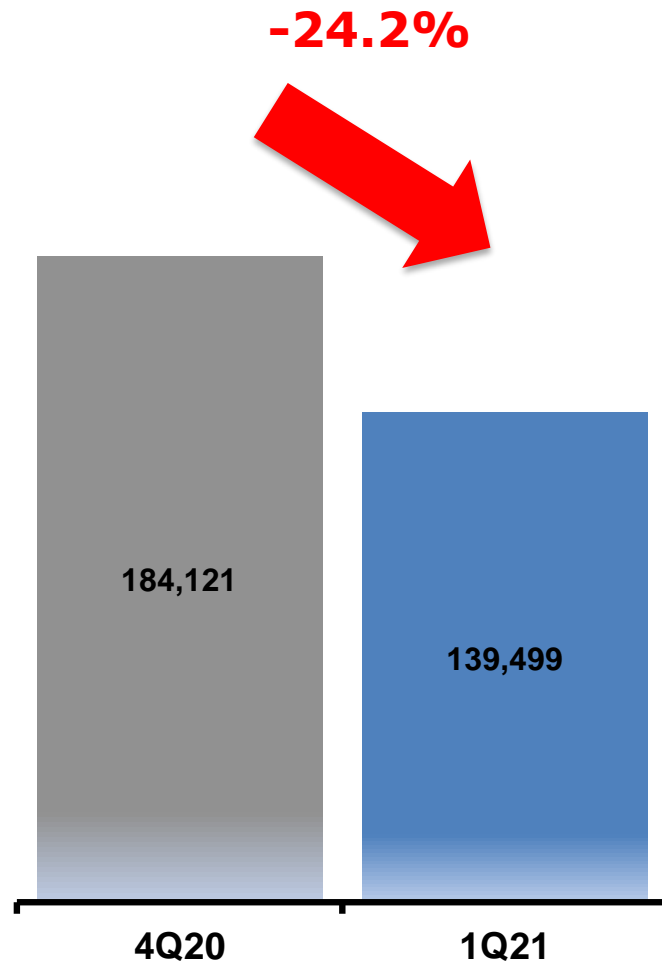


National & Non-national Market Share



National brands regaining market share.

1Q21 TIV



	Q-o-Q %
Perodua	-22.9%
Proton	-7.3%

	Q-o-Q %
Toyota	-21.6%
Honda	-42.8%
Nissan	-45.4%
Mitsubishi	25.9%
Isuzu	-12.7%
Mazda	-44.8%

	Q-o-Q %
Ford	-8.5%
VW	-20.7%

Lower TIV across all brands due to the implementation of MCO 2.0 began on 13th January 2021.

FY21 business update

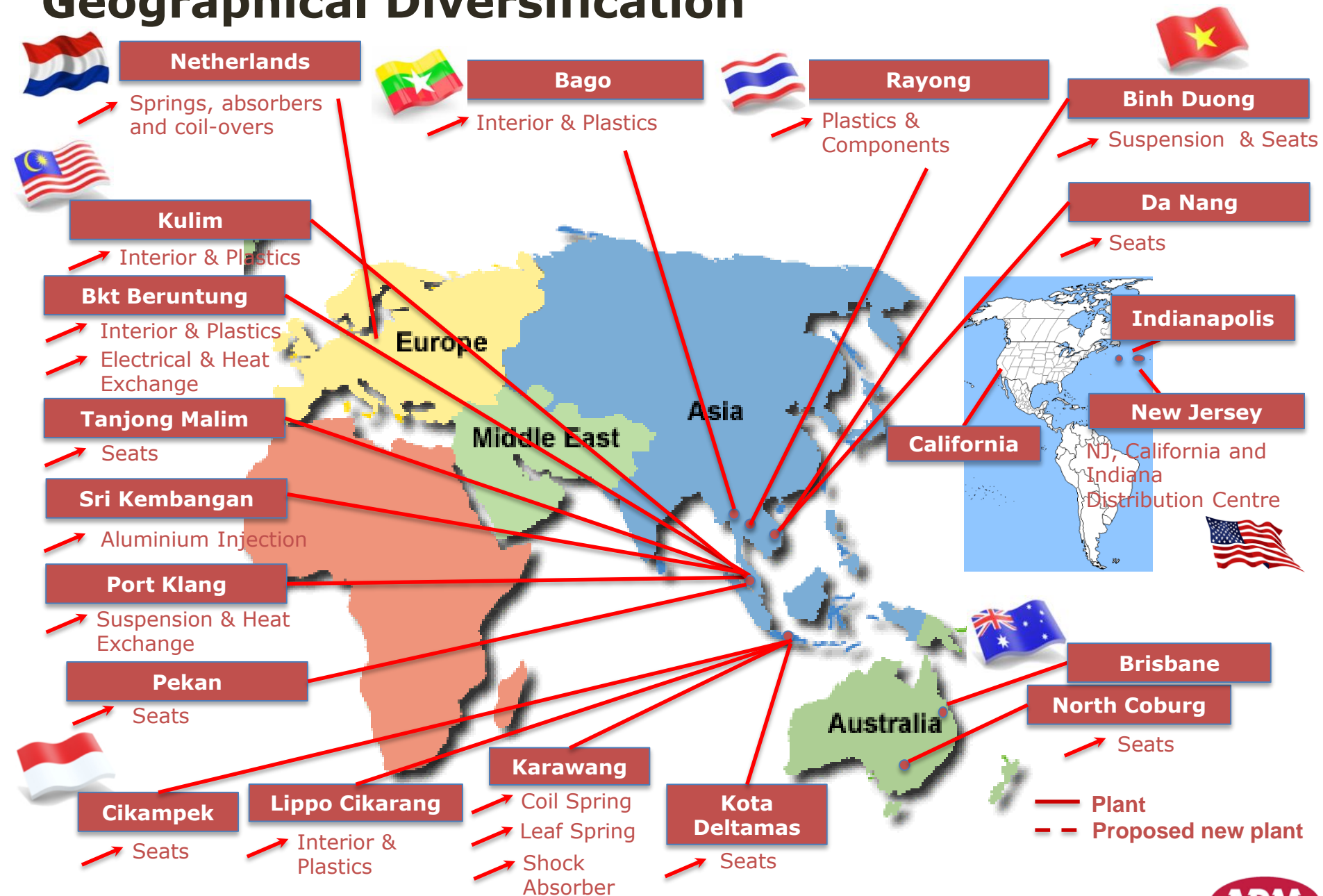
- ❖ 1Q21 TIV 139.5K; -24.2% QoQ as a result of the re-implementation of MCO. However, MAA is optimistic about the TIV sales for 2021 as local vehicle sales results have been encouraging with the assistance of the PENJANA economic recovery plan being extended till 30 June 2021 as well as the new models launches.
- ❖ The Group has embarked in a joint venture with Hyundai Transys Inc. to manufacture and supply automobile seats and its related parts and components to PT Hyundai Motor Manufacturing Indonesia through PT. Hyundai Transys Indonesia. As of 31 March 2021, the Group has made a final tranche of RM15.9 million into the Joint Venture.
- ❖ The Group will continue to focus on long terms strategies for business sustainability and continue to strive for greater success expeditiously through mergers, acquisition, strategic partnership, joint ventures and alliances.

M&A Opportunities

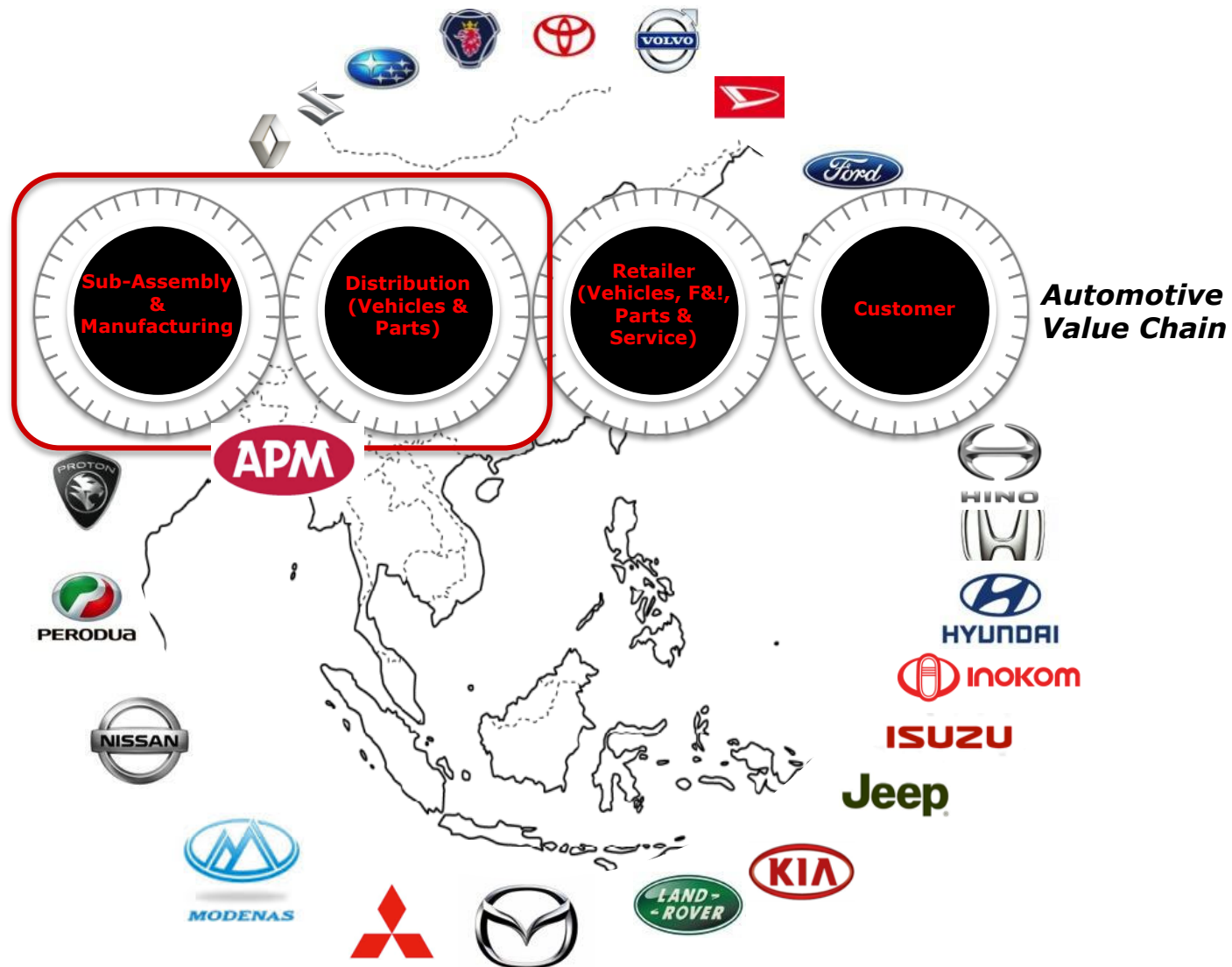
Strategic Purpose	Our Vision		Our Strategy	
Environment	Global Market Review	Asia Pacific Market Review	Malaysia Market Review	
Market Assessment	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
Target Opportunities	Targeted Research			
Growth Opportunities	M&A Opportunities	Tier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

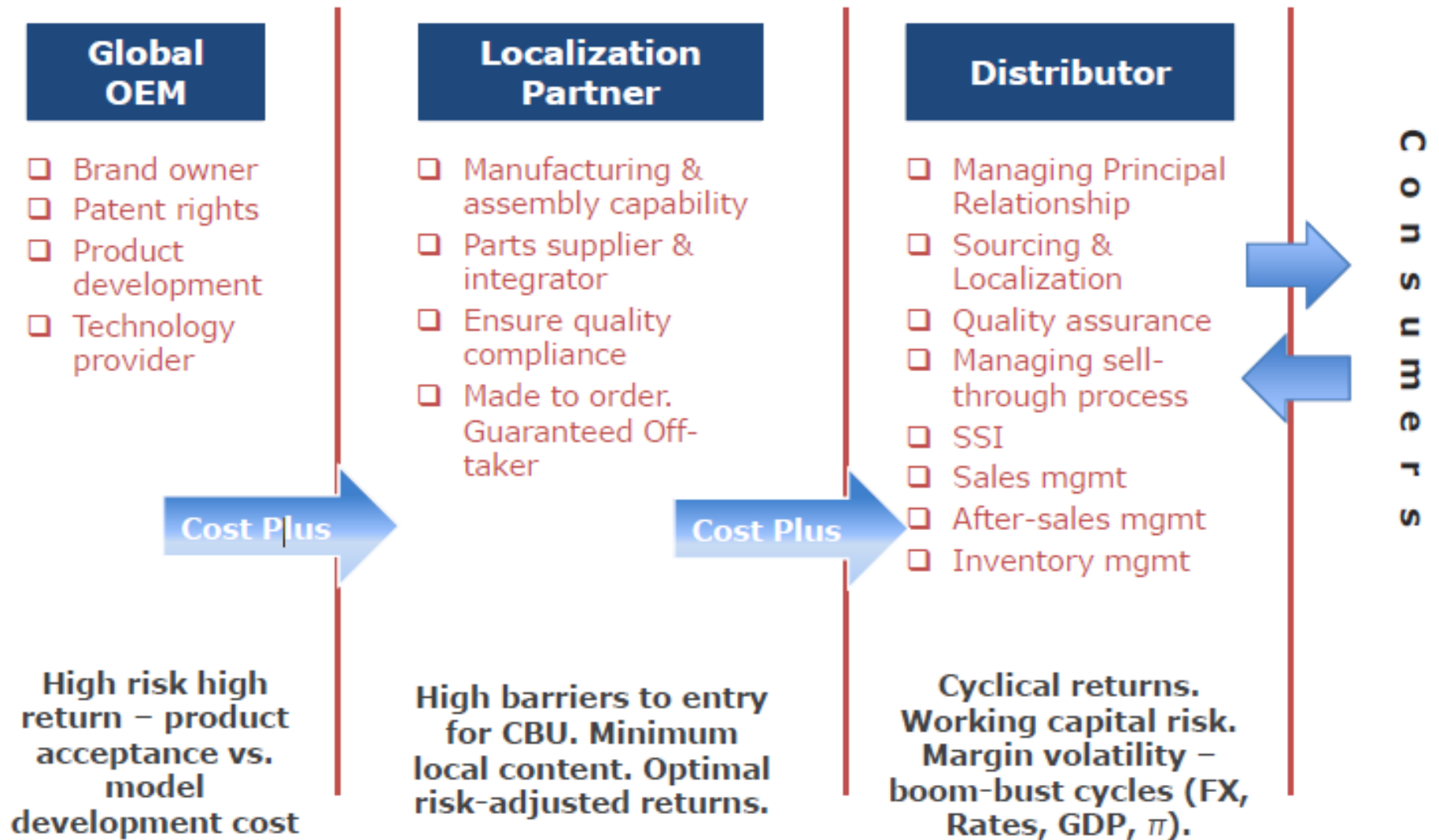
Geographical Diversification



Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You