



**APM Automotive Holdings
Berhad**

FY2022 First-quarter financial results

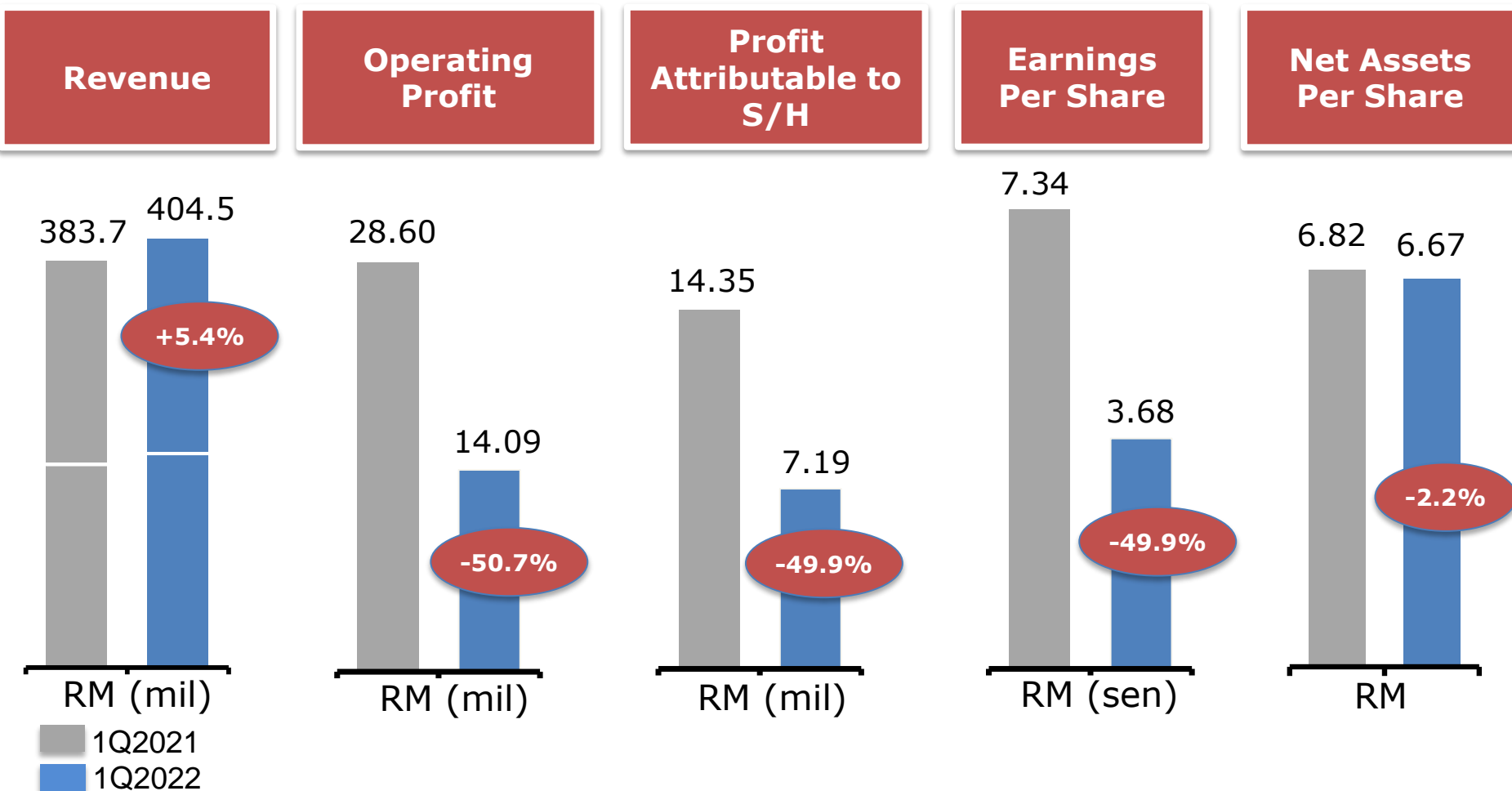
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Key performance indicators



Lower profitability (YoY) mainly due to higher material, logistics and energy costs. The Group's overall performance was affected by the supply chain disruption and Russia-Ukraine war.

1Q22 Operation & Financial Review

Business Update

1Q22 Financial review

RM'000	1Q22	4Q21	1Q21	QoQ	YoY
				1Q22 vs 4Q21	1Q22 vs 1Q21
Revenue	404,455	414,957	383,669	-2.5%	5.4%
Profit before Tax	14,315	28,349	28,582	-49.5%	-49.9%
Net Income	11,256	21,282	20,528	-47.1%	-45.2%
Profit Attributable to Shareholders	7,193	16,425	14,352	-56.2%	-49.9%
Earnings per Share (Sen)	3.68	8.40	7.34	-56.2%	-49.9%
Net Assets per Share	6.67	6.62	6.82	0.8%	-2.2%
Return on Equity (Annualised)	2.22%	5.08%	4.33%		
Dividend per Share (Sen)	-	7.00	-		
Dividend Yield	-	3.59%	-		
Net Profit Margin	2.78%	5.13%	5.35%		

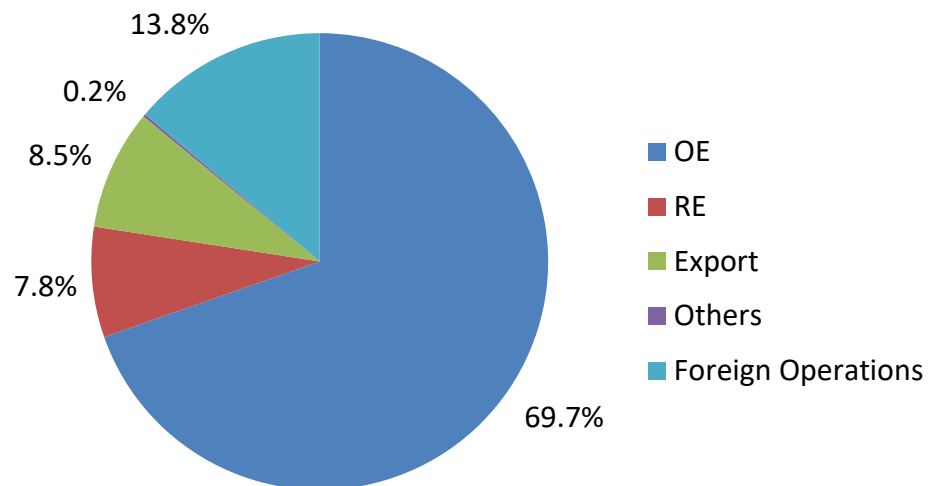
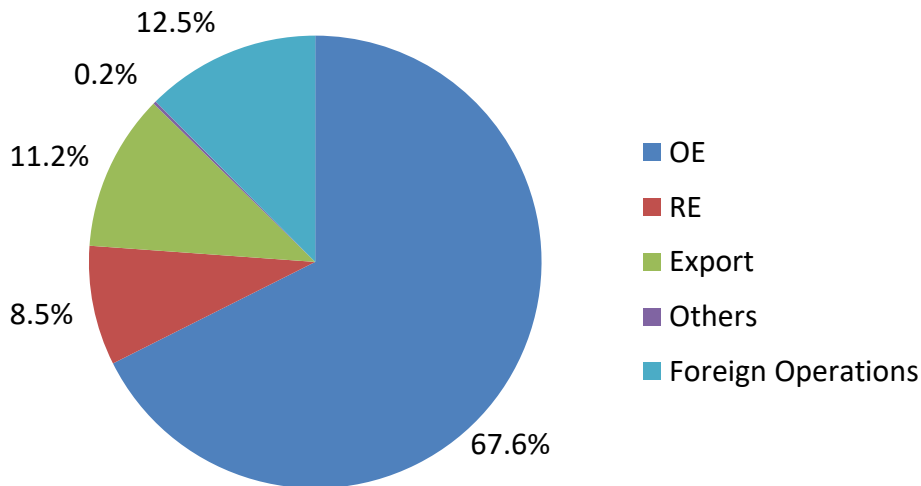
Lower revenue and profitability (QoQ) mainly due to delayed in OEM sales and surge in operating costs.

Segmental sales

REVENUE (RM'000)	Q1 2022	%	Q1 2021	%
OE	273,408	67.6%	267,283	69.7%
RE	34,575	8.5%	30,021	7.8%
Export	45,262	11.2%	32,664	8.5%
Others	868	0.2%	569	0.2%
Foreign Operations	50,342	12.5%	53,132	13.8%
TOTAL REVENUE	404,455	100%	383,669	100%

Q1 2022

Q1 2021



Revenue increased (YoY) attributable to overall recovery of automotive industry, resulting in higher OEM and REM demands from both domestic and international markets.

Segmental performance

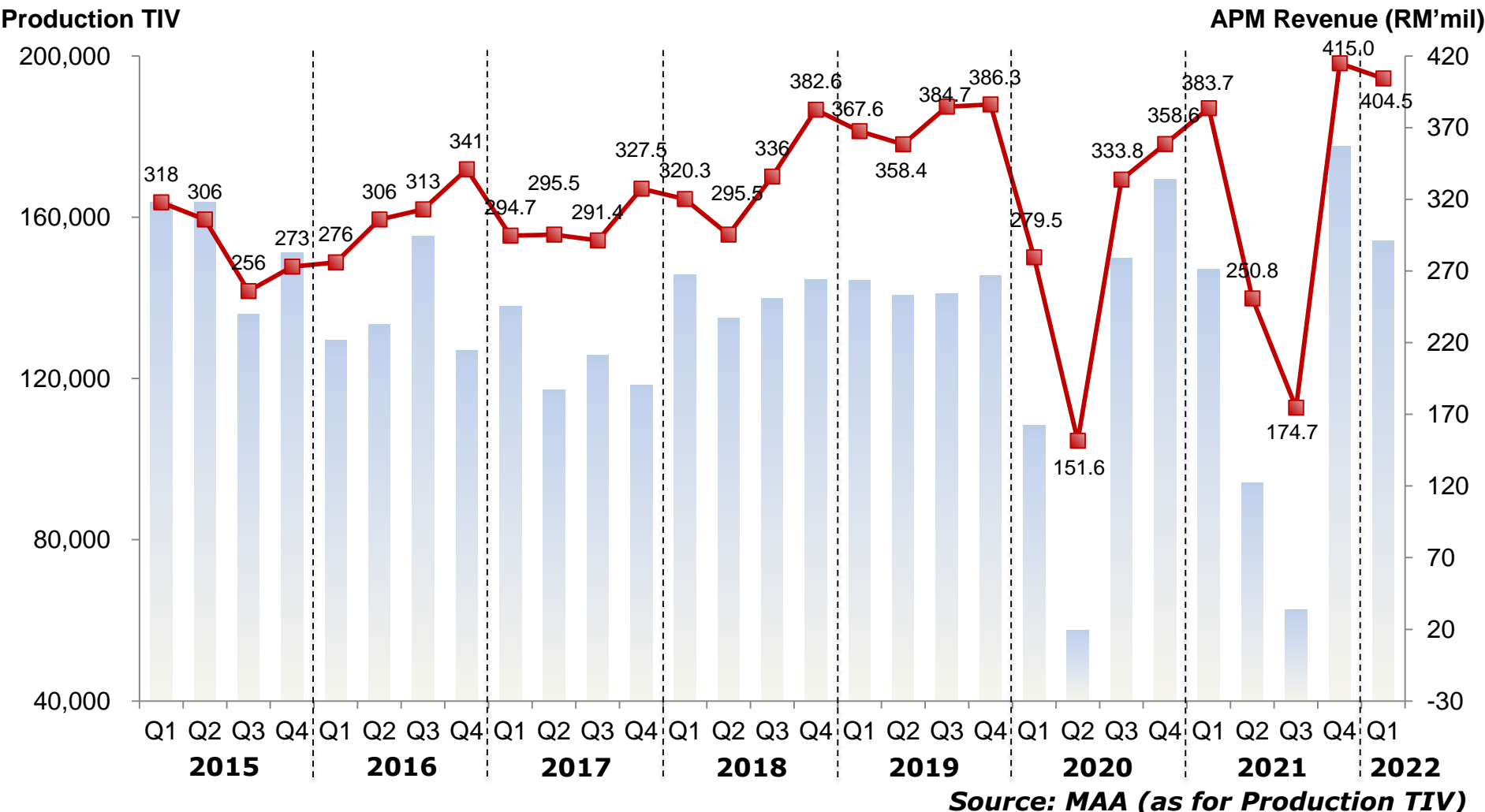
REVENUE (RM'000)	Q1 2022	Q1 2021	Change
Suspension	17,879	19,080	-6.3%
Interior & Plastics	235,216	228,406	3.0%
Electrical & Heat Exchange	22,301	20,107	10.9%
Marketing	76,323	60,271	26.6%
Others	2,394	2,673	-10.4%
Malaysia Operations	354,113	330,537	7.1%
Operations outside Malaysia	50,342	53,132	-5.3%
TOTAL REVENUE	404,455	383,669	5.4%

Sales improved across all segments. Lower revenue from foreign operations (YoY) attributable to lower revenue from Australia and USA Operations.

1Q22 Operation & Financial Review

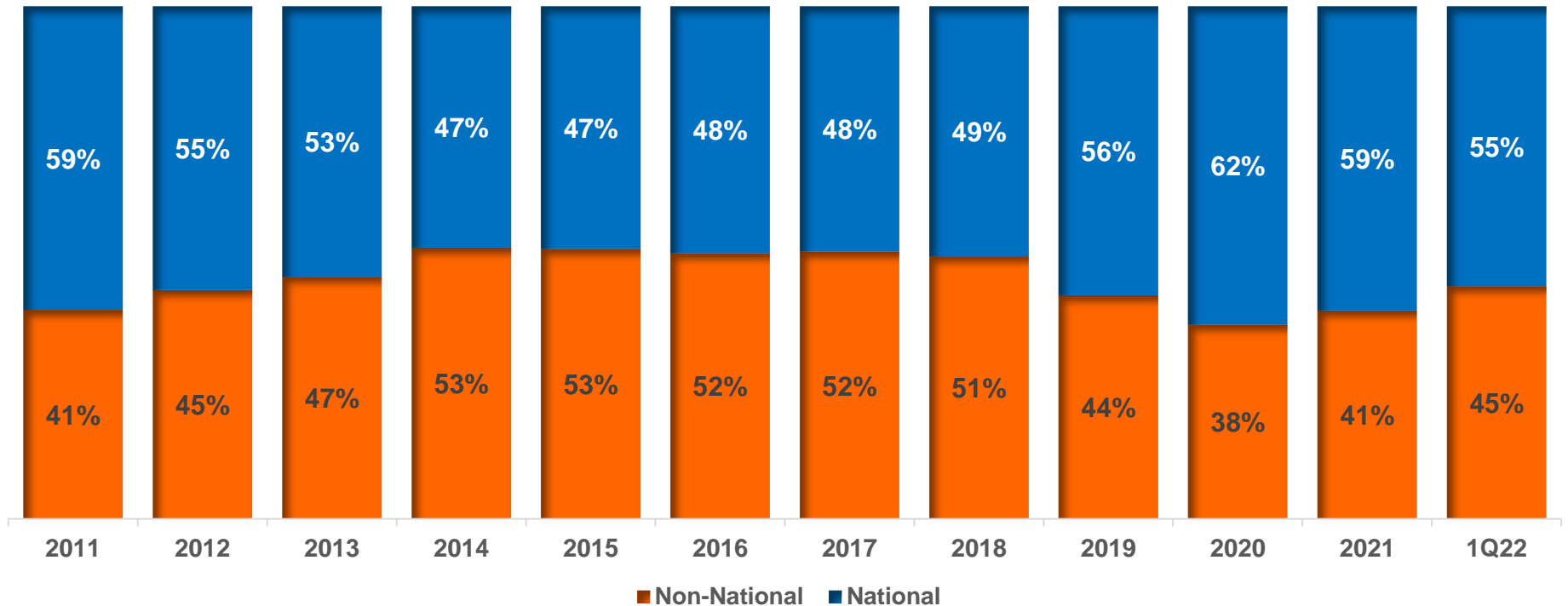
Business Update

Production TIV



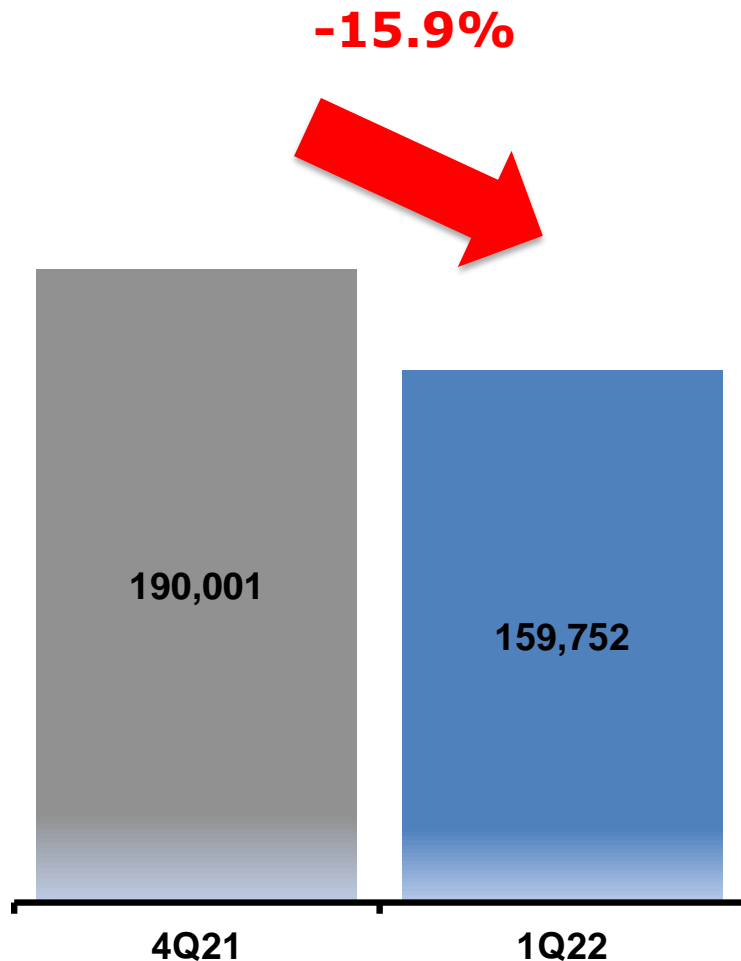
Decrease in revenue in tandem with lower TIP during the quarter.

National & Non-national Market Share



National brands regaining market share.

1Q22 TIV



	Q-o-Q %
Perodua	-13.4%
Proton	-36.7%

	Q-o-Q %
Toyota	-14.4%
Honda	-7.1%
Nissan	-18.4%
Mitsubishi	-8.4%
Isuzu	-0.6%
Mazda	-0.1%

	Q-o-Q %
Ford	-13.9%
VW	+40.0%
BMW	-27.9%

Lower TIV and lower sales by all OEMs during the quarter.

FY22 business update

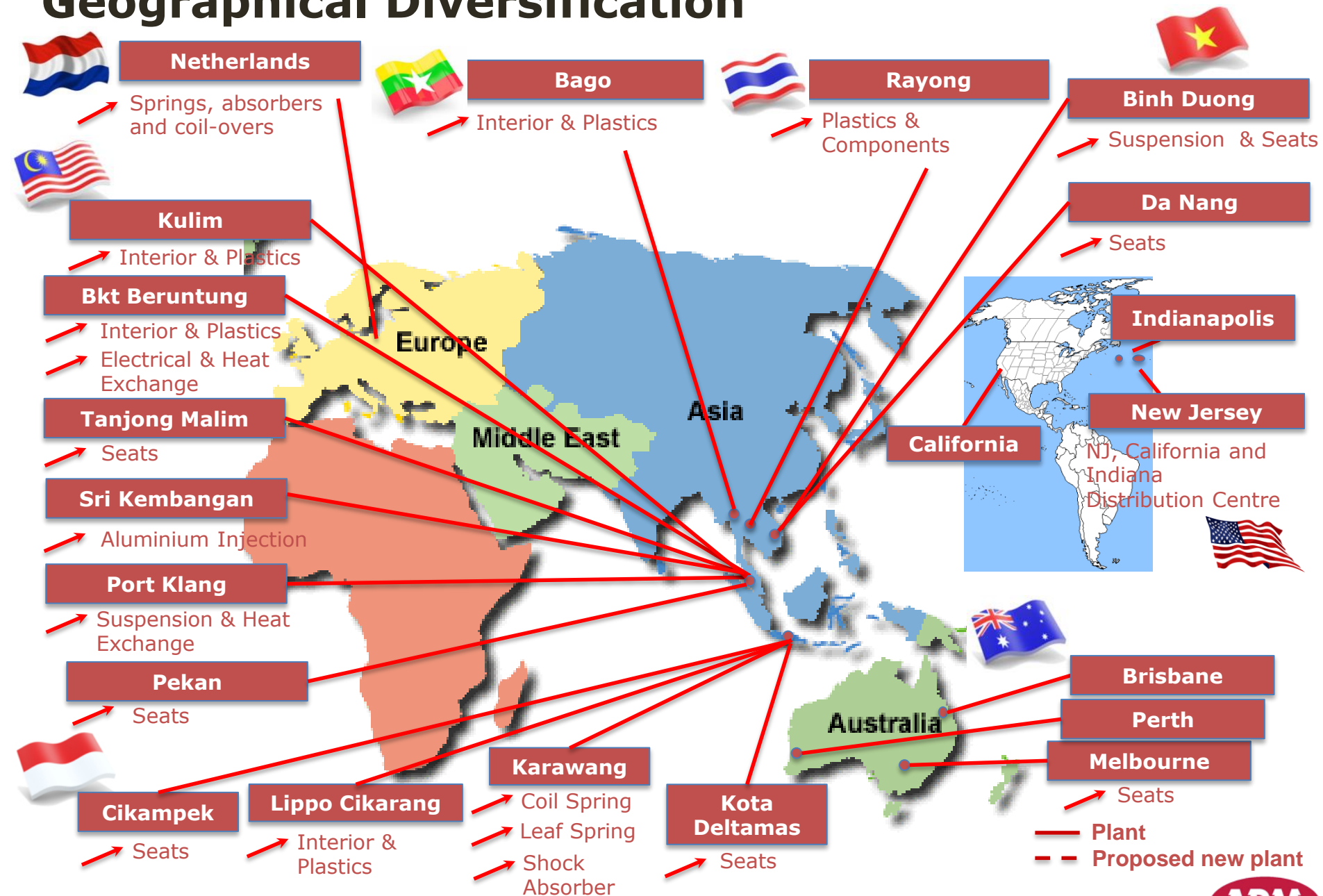
- ❖ 1Q22 TIV 159.7K; -15.9% QoQ due to higher sales resulting from year-end promotional campaigns by automotive companies in 4Q21.
- ❖ The Group is confident that its prospect will continue to improve, in view of the extension of passenger vehicles sales tax exemption until end of June 2022 and other measures introduced by the authorities to boost the automotive industry.
- ❖ To counter measure the higher manpower costs, labours shortage and supply chain disruption issues, the Group will look into:
 - sourcing of material from other or alternative suppliers;
 - adjustments of its selling price;
 - increased use of automation;
 - streamlining or relocation of certain processes to the Group's overseas operation.
- ❖ 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

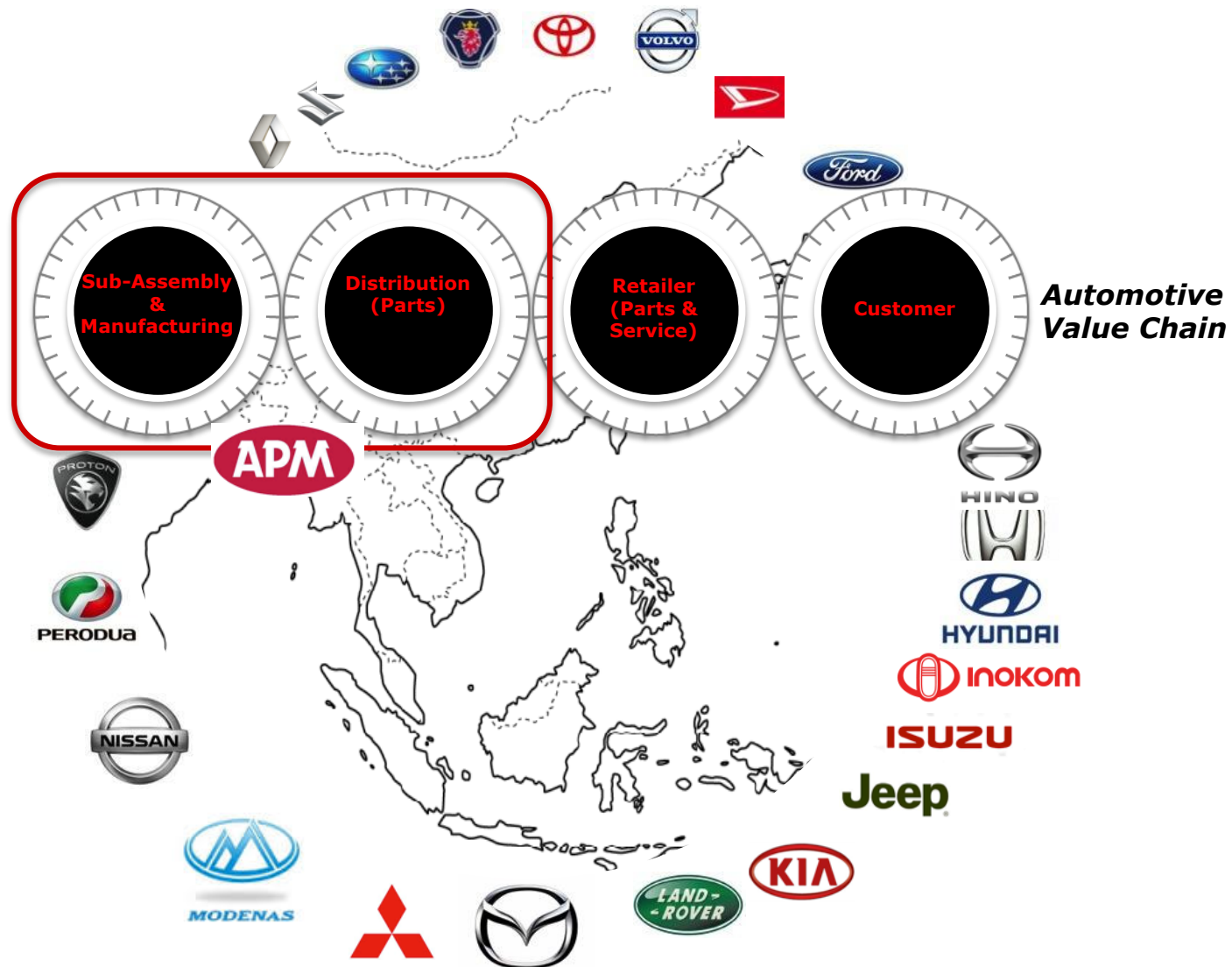
Strategic Purpose	Our Vision		Our Strategy	
Environment	Global Market Review	Asia Pacific Market Review	Malaysia Market Review	
Market Assessment	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
Target Opportunities	Targeted Research			
Growth Opportunities	M&A Opportunities	Tier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

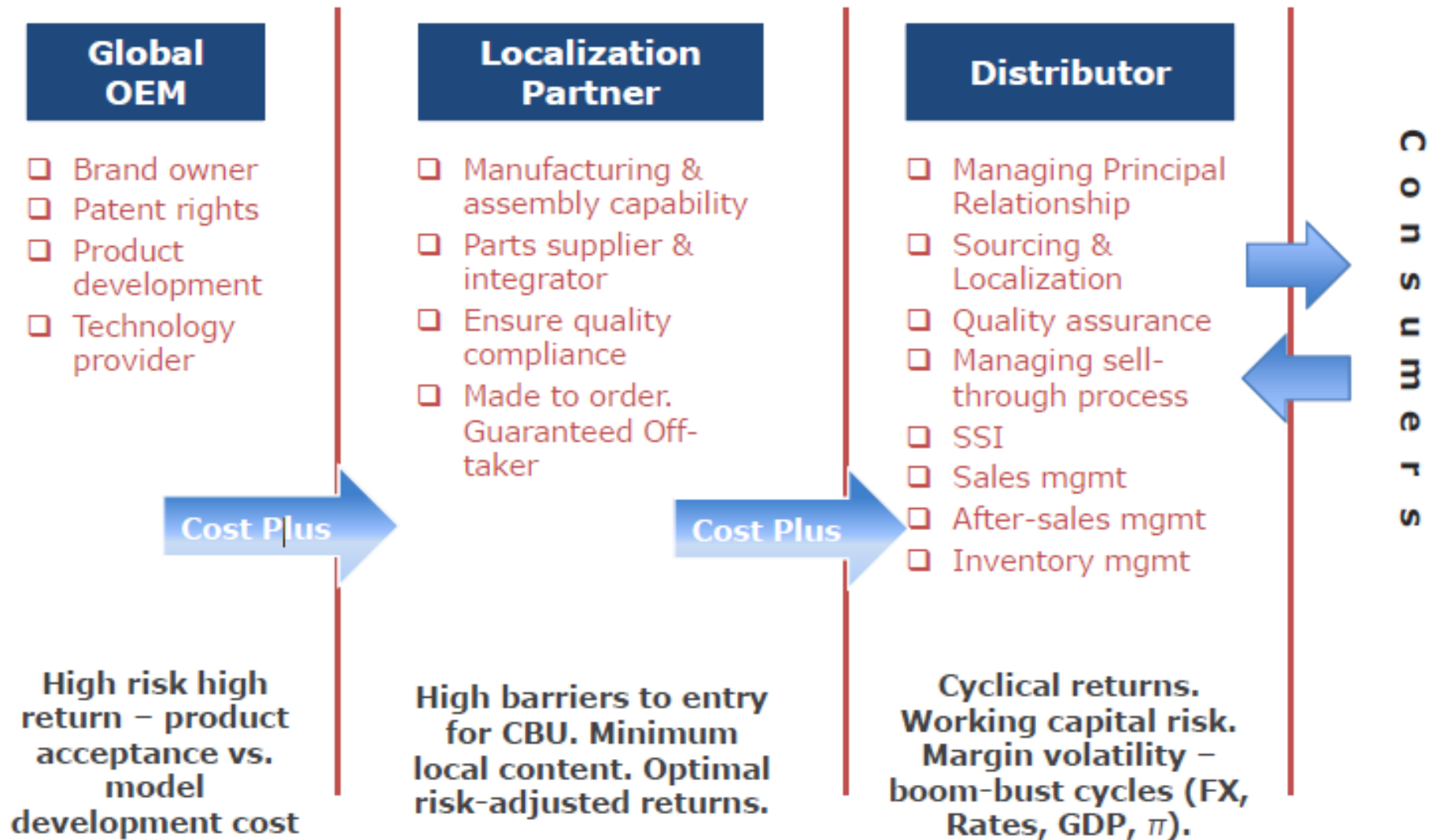
Geographical Diversification



Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You