



**APM Automotive Holdings
Berhad**

FY2023 First-quarter financial results

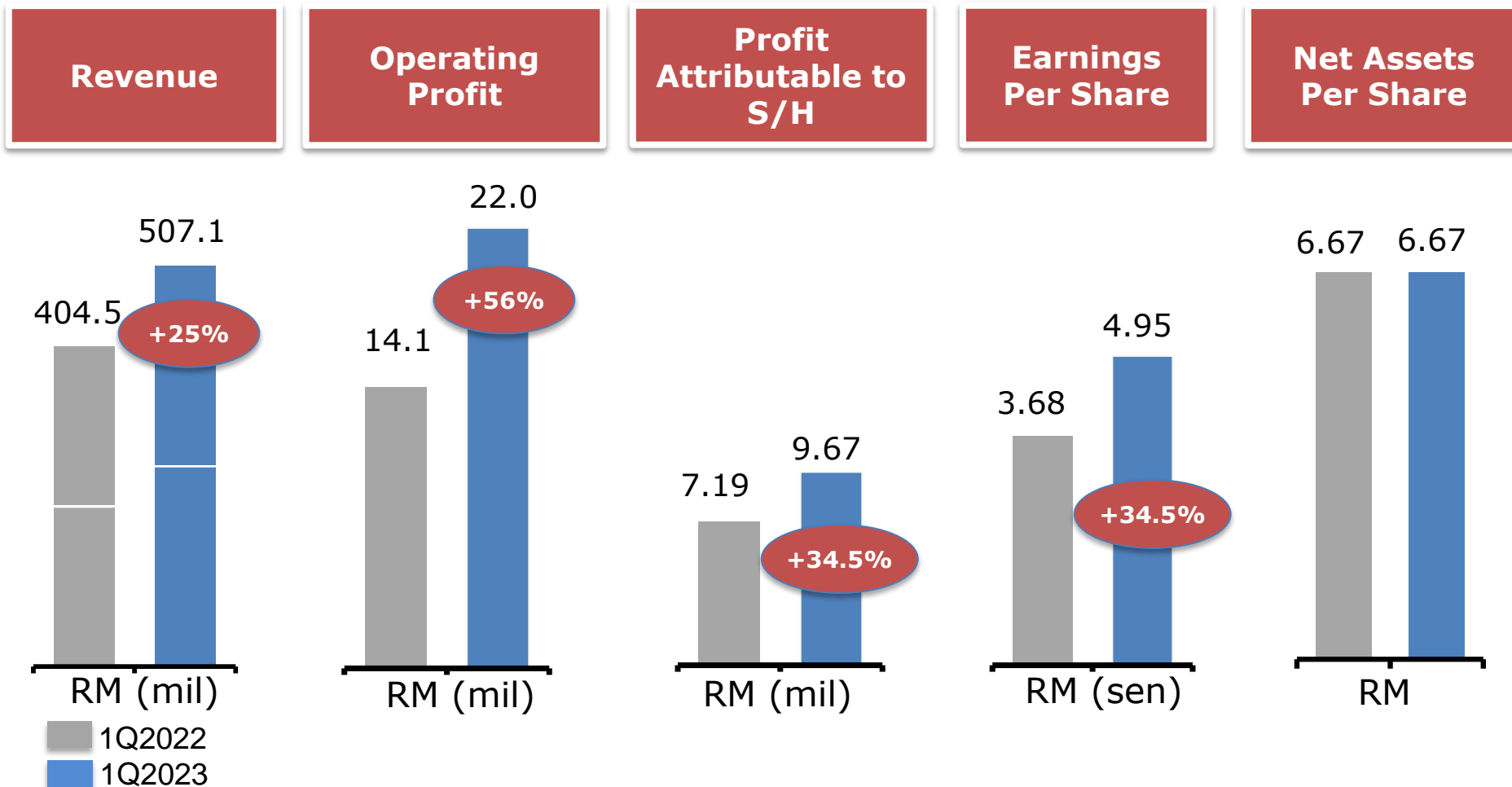
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Key performance indicators



Increase in Profitability (YoY) mainly due to higher local OEM demands and share of profit from its Indonesia JV Operations.

1Q23 Operation & Financial Review

Business Update

1Q23 Financial review

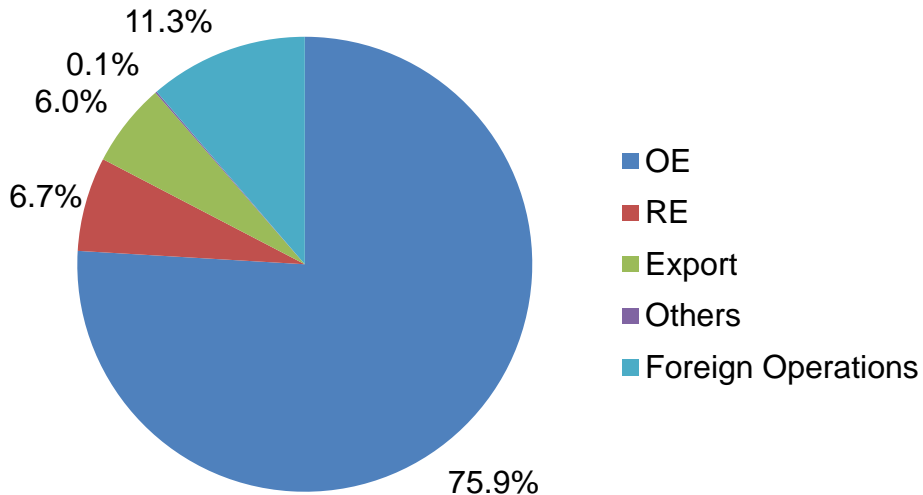
| RM'000 | 1Q23 | 4Q22 | 1Q22 | QoQ | YoY |
|-------------------------------------|---------|--------------|---------|--------------|--------------|
| | | | | 1Q23 vs 4Q22 | 1Q23 vs 1Q22 |
| Revenue | 507,082 | 468,927 | 404,455 | 8.1% | 25.4% |
| Profit before Tax | 23,047 | 16,060 | 14,315 | 43.5% | 61.0% |
| Net Income | 16,187 | 12,904 | 11,256 | 25.4% | 43.8% |
| Profit Attributable to Shareholders | 9,668 | 8,117 | 7,193 | 19.1% | 34.4% |
| Earnings per Share (Sen) | 4.95 | 4.15 | 3.68 | 19.3% | 34.5% |
| Net Assets per Share (RM) | 6.67 | 6.59 | 6.67 | 1.2% | 0.0% |
| Return on Equity (Annualised) | 2.98% | 2.05% | 2.22% | | |
| Dividend per Share (Sen) | - | 7.00 | - | | |
| Dividend Yield | - | 3.83% | - | | |
| Net Profit Margin | 3.19% | 2.75% | 2.78% | | |

Higher profitability (QoQ) mainly due to higher OEM sales in Malaysia.

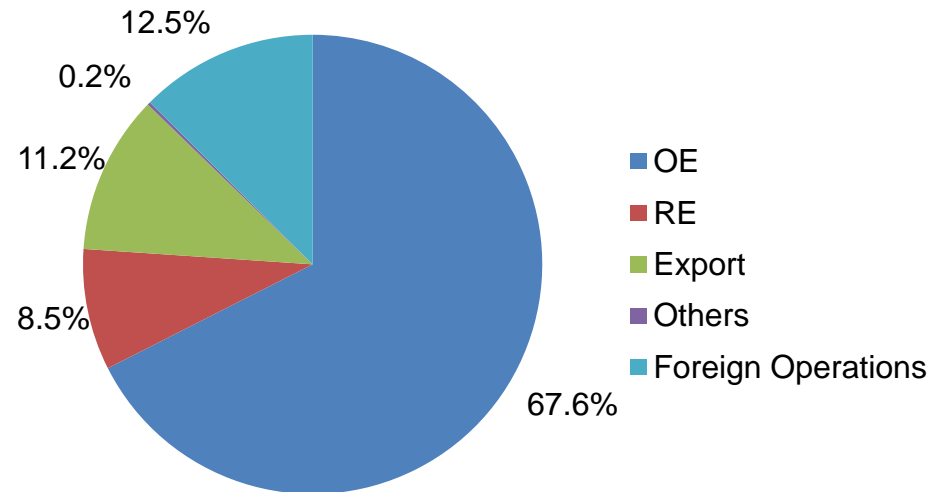
Segmental sales

| REVENUE (RM'000) | Q1 2023 | % | Q1 2022 | % |
|----------------------|----------------|-------------|----------------|-------------|
| OE | 384,686 | 75.9% | 273,408 | 67.6% |
| RE | 33,937 | 6.7% | 34,575 | 8.5% |
| Export | 30,187 | 6.0% | 45,262 | 11.2% |
| Others | 574 | 0.1% | 868 | 0.2% |
| Foreign Operations | 57,698 | 11.3% | 50,342 | 12.5% |
| TOTAL REVENUE | 507,082 | 100% | 404,455 | 100% |

Q1 2023



Q1 2022



Sales performance from both domestic and international markets continued to perform well.

Segmental performance

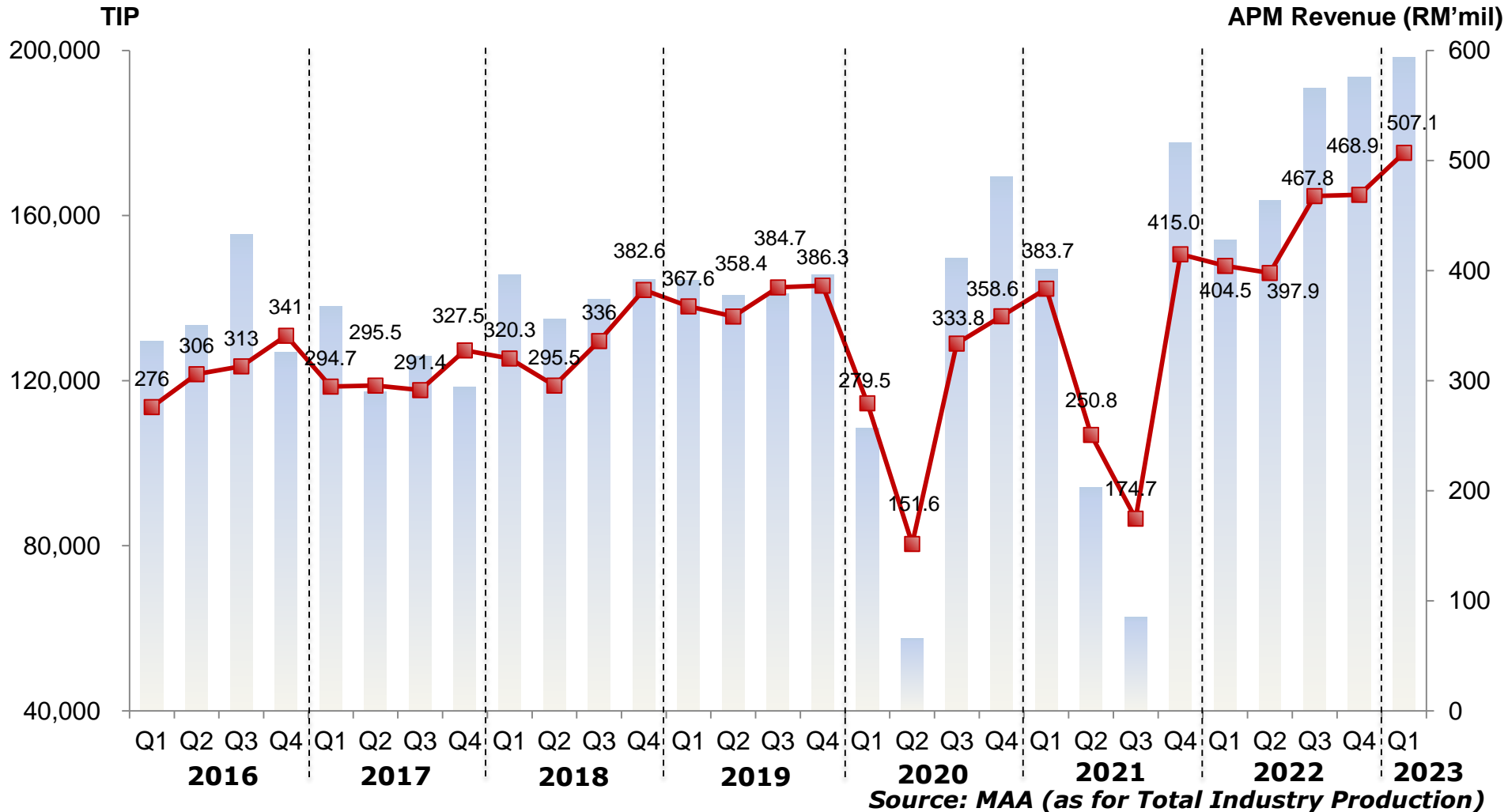
| REVENUE (RM'000) | Q1 2023 | Q1 2022 | Change |
|------------------------------------|----------------|----------------|--------------|
| Suspension | 21,398 | 17,879 | 19.7% |
| Interior & Plastics | 336,519 | 235,216 | 43.1% |
| Electrical & Heat Exchange | 28,222 | 22,301 | 26.6% |
| Marketing | 60,634 | 76,323 | -20.6% |
| Others | 2,611 | 2,394 | 9.1% |
| Malaysia Operations | 449,384 | 354,113 | 26.9% |
| Operations outside Malaysia | 57,698 | 50,342 | 14.6% |
| TOTAL REVENUE | 507,082 | 404,455 | 25.4% |

Higher revenue (YoY) mainly due to higher demands from Interior & Plastics division and Overseas Operations.

1Q23 Operation & Financial Review

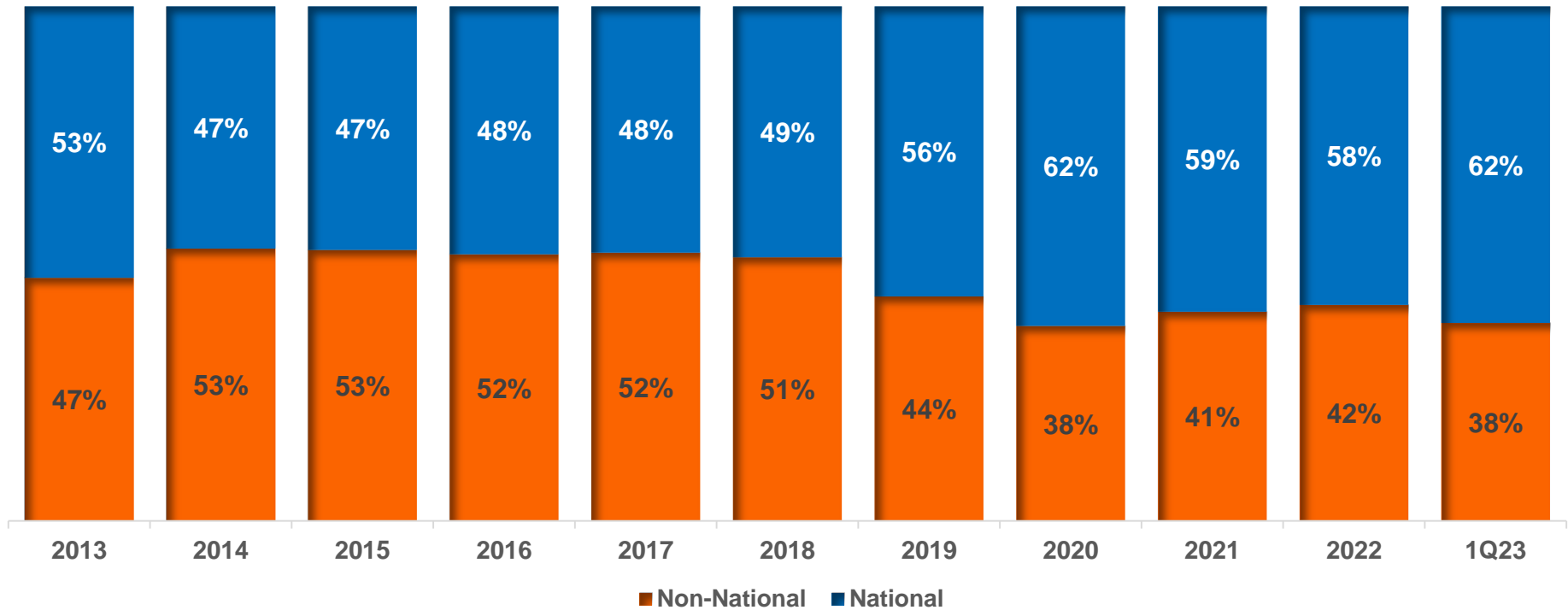
Business Update

Total Industry Production



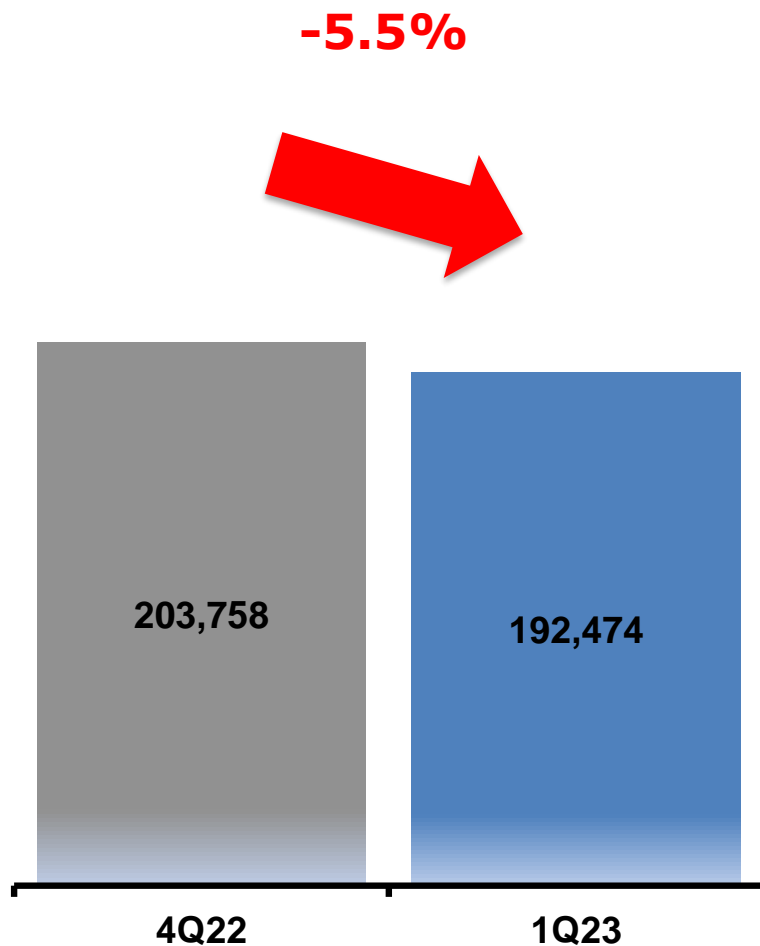
Revenue increased in tandem with higher TIP resulting from the ramp-up production capacity by OEMs to fulfill the bookings made during the sales tax exemption period.

National & Non-national Market Share



National brands regaining market share.

1Q23 TIV



| | Q-o-Q % |
|---------|---------|
| Perodua | -8.3% |
| Proton | 4.9% |

| | Q-o-Q % |
|------------|---------|
| Toyota | -16.3% |
| Honda | -12.9% |
| Nissan | -10.8% |
| Mitsubishi | 18.6% |
| Isuzu | 3.9% |
| Mazda | 17.7% |

| | Q-o-Q % |
|------|---------|
| Ford | 3.6% |
| VW | 1.6% |
| BMW | -20.5% |

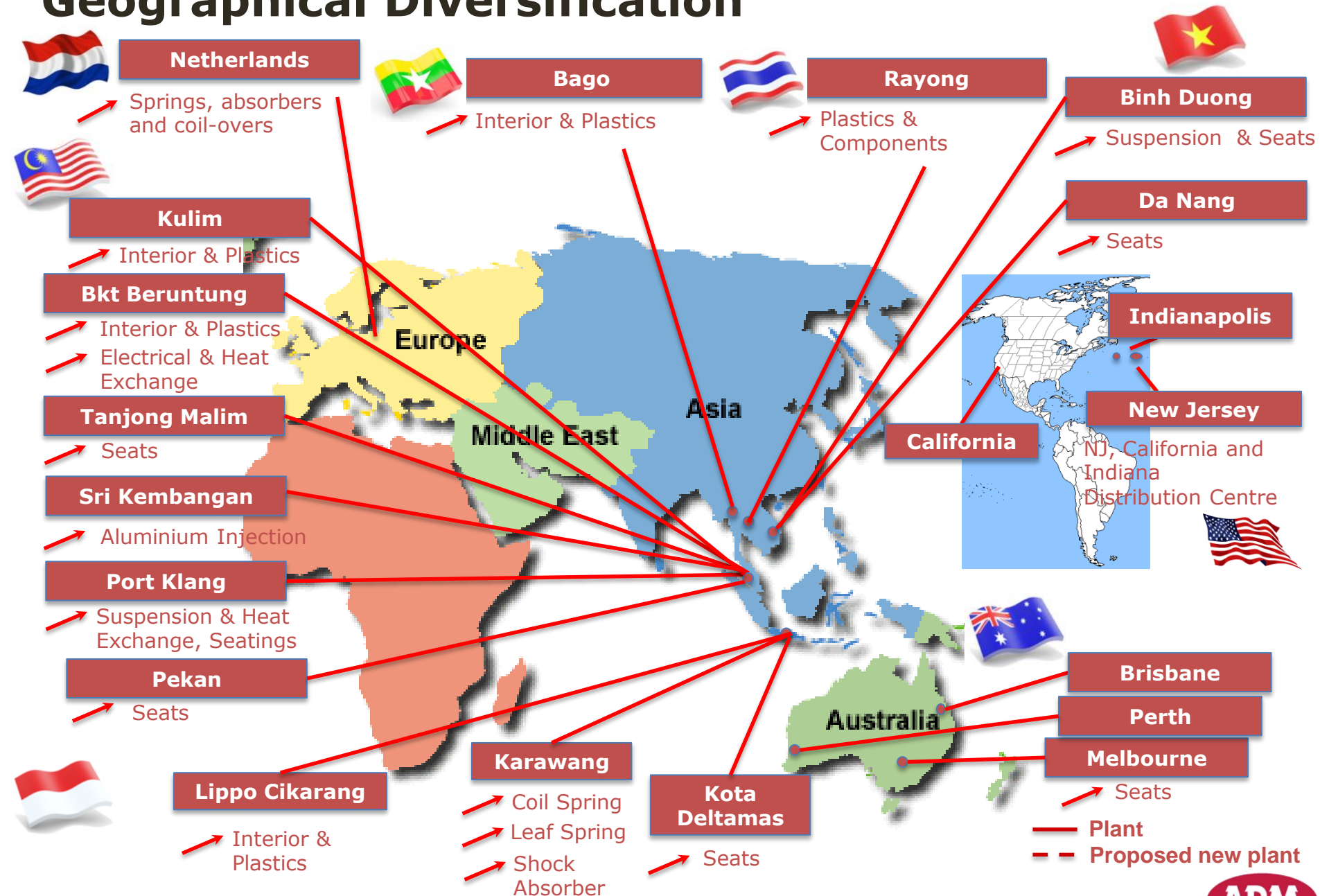
Decrease in TIV due to seasonally slower Q1.

FY23 business update

- ❖ Highest TIP recorded during the quarter as OEMs accelerate the delivery of new cars (which booked before 30th June 2022) to the customers prior to the expiry of sales tax exemption in March 2023.
- ❖ The Group expects orders to remain strong driven by backorder bookings and new models launched during the year.
- ❖ The Group will continue exercise prudence and caution in its approach towards business in light of the prevailing uncertainty surrounding its operating environment.
- ❖ The Group will continue to maintain its focus on long terms strategies for business sustainability as well as will explore feasible mergers, acquisitions, strategic partnerships, joint ventures and alliances, as a way forward to create value for shareholders.

Moving Forward

Geographical Diversification



Thank You