



**APM Automotive Holdings
Berhad**

FY2024 First-quarter financial results

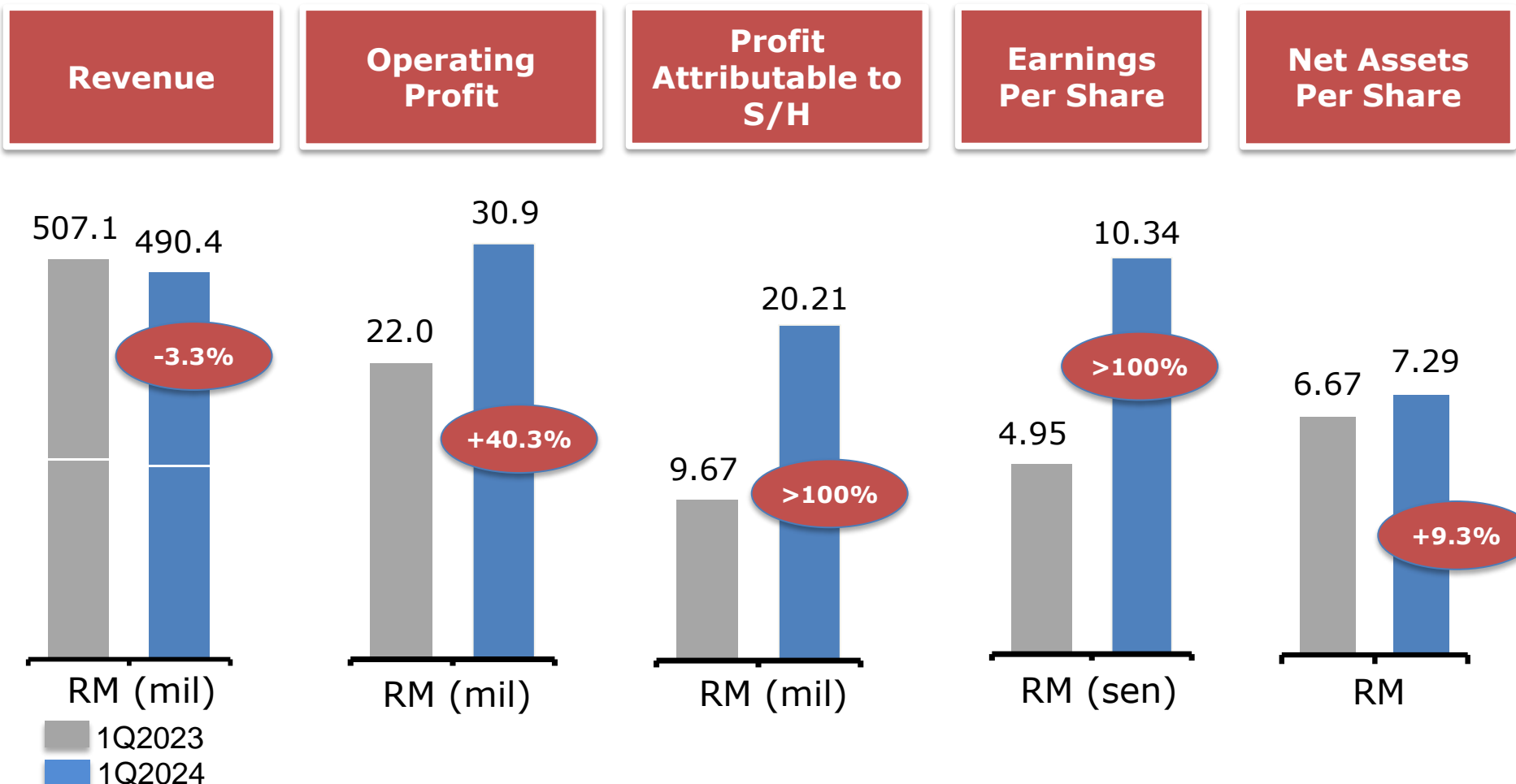
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Key performance indicators



Significant increase in profit (YoY) mainly due to favourable product/model mix, lower production cost, upward price revision for certain products and higher share of profit from the Group's associates and joint ventures.

1Q24 Operation & Financial Review

Business Update

1Q24 Financial review

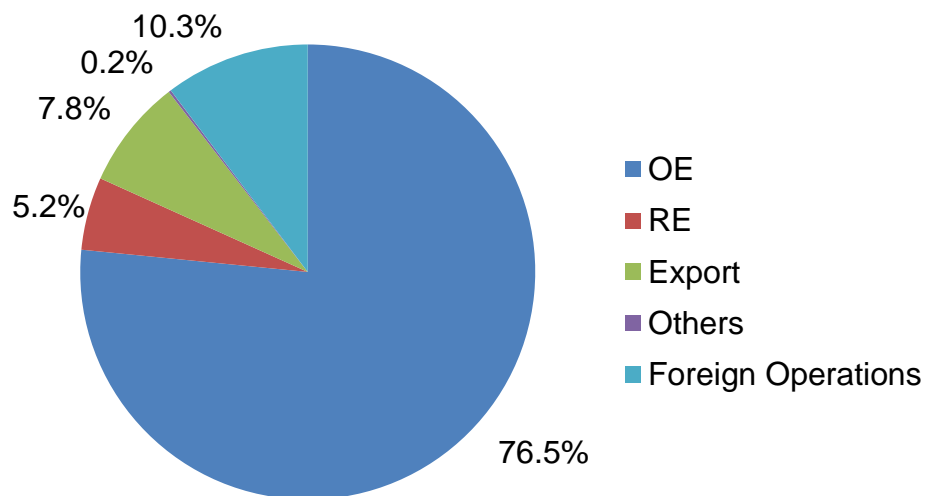
RM'000	1Q24	4Q23	1Q23	QoQ	YoY
				1Q24 vs 4Q23	1Q24 vs 1Q23
Revenue	490,387	470,470	507,082	4.2%	-3.3%
Profit before Tax	35,763	34,626	23,047	3.3%	55.2%
Net Income	27,813	30,408	16,187	-8.5%	71.8%
Profit Attributable to Shareholders	20,209	22,058	9,668	-8.4%	> 100%
Earnings per Share (Sen)	10.34	11.28	4.95	-8.3%	> 100%
Net Assets per Share (RM)	7.29	7.31	6.67	-0.3%	9.3%
Return on Equity (Annualised)	5.66%	4.23%	2.98%		
Dividend per Share (Sen)	-	11.00	-		
Dividend Yield	-	4.40%	-		
Net Profit Margin	5.67%	6.46%	3.19%		

Slight increase in revenue (QoQ) mainly due to stronger export sales from Marketing division and increased demand from North America and Australia customers.

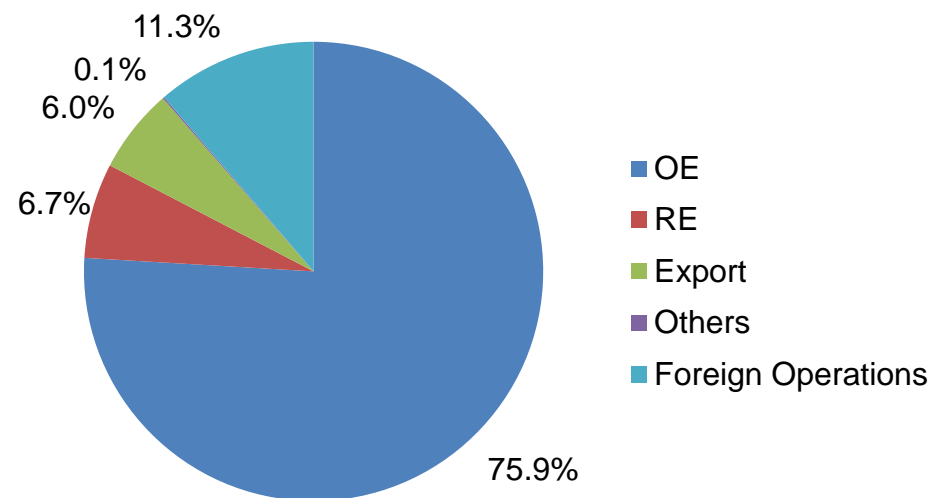
Segmental sales

REVENUE (RM'000)	Q1 2024	%	Q1 2023	%
OE	375,064	76.5%	384,686	75.9%
RE	25,405	5.2%	33,937	6.7%
Export	38,168	7.8%	30,187	6.0%
Others	869	0.2%	574	0.1%
Foreign Operations	50,881	10.3%	57,698	11.3%
TOTAL REVENUE	490,387	100%	507,082	100%

Q1 2024



Q1 2023



Higher sales recorded in Q1'23 mainly attributable to high OEM demand to fulfill the bookings made during the sales tax exemption period.

Segmental performance

REVENUE (RM'000)	Q1 2024	Q1 2023 Re-presented*	Change
Suspension	25,118	21,398	17.4%
Interior & Plastics	320,193	336,519	-4.9%
Electrical & Heat Exchange	34,552	30,440	13.5%
Marketing	59,235	60,634	-2.3%
Others	408	393	3.8%
Malaysia Operations	439,506	449,384	-2.2%
Operations outside Malaysia	50,881	57,698	-11.8%
TOTAL REVENUE	490,387	507,082	-3.3%

Note: Aluminium business had been reclassified from Others to E&HE Division starting from the year 2024.

Lower revenue in foreign operations due to slowdown in demand from Vietnam and Indonesia operations.

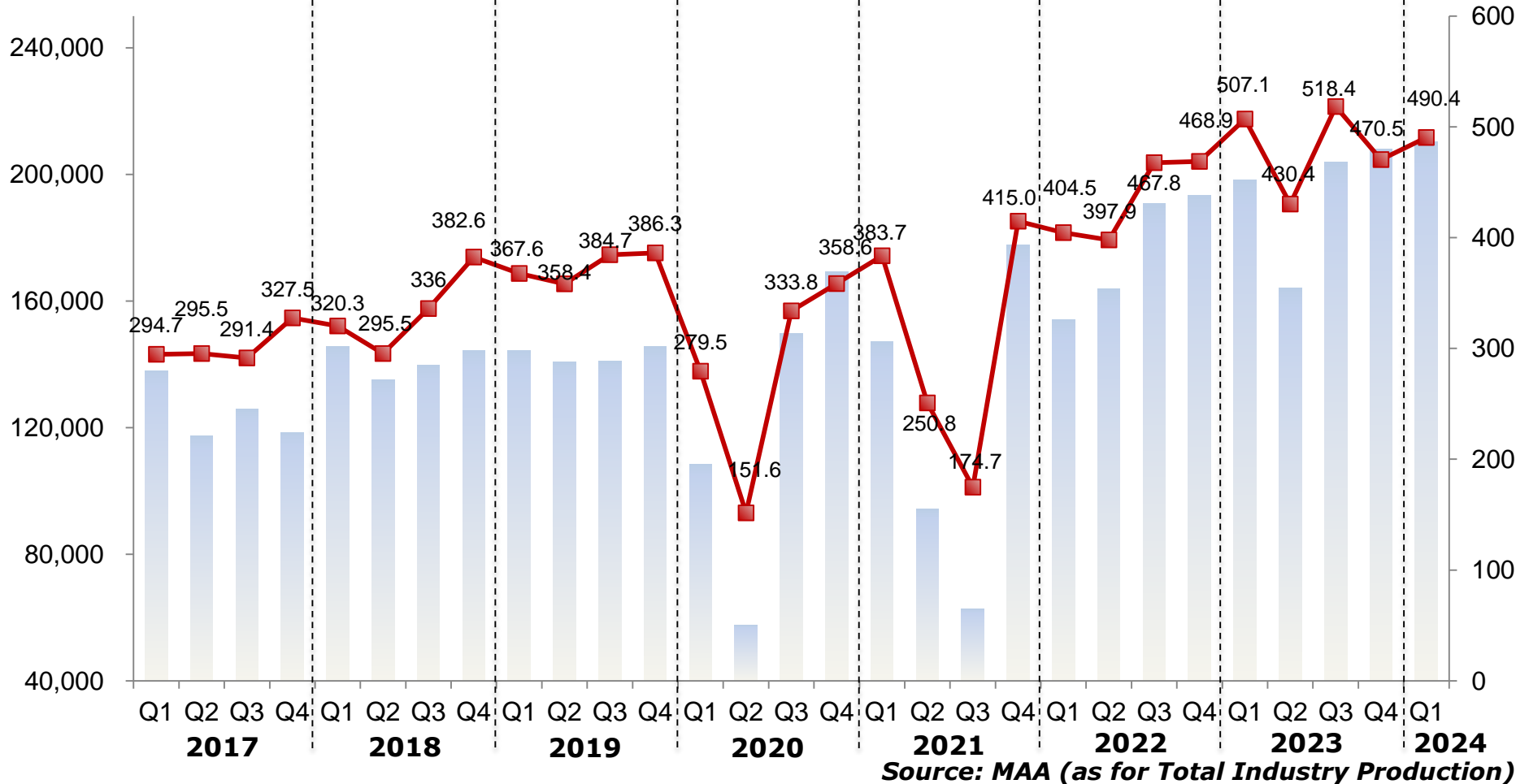
1Q24 Operation & Financial Review

Business Update

Total Industry Production

TIP

APM Revenue (RM'mil)

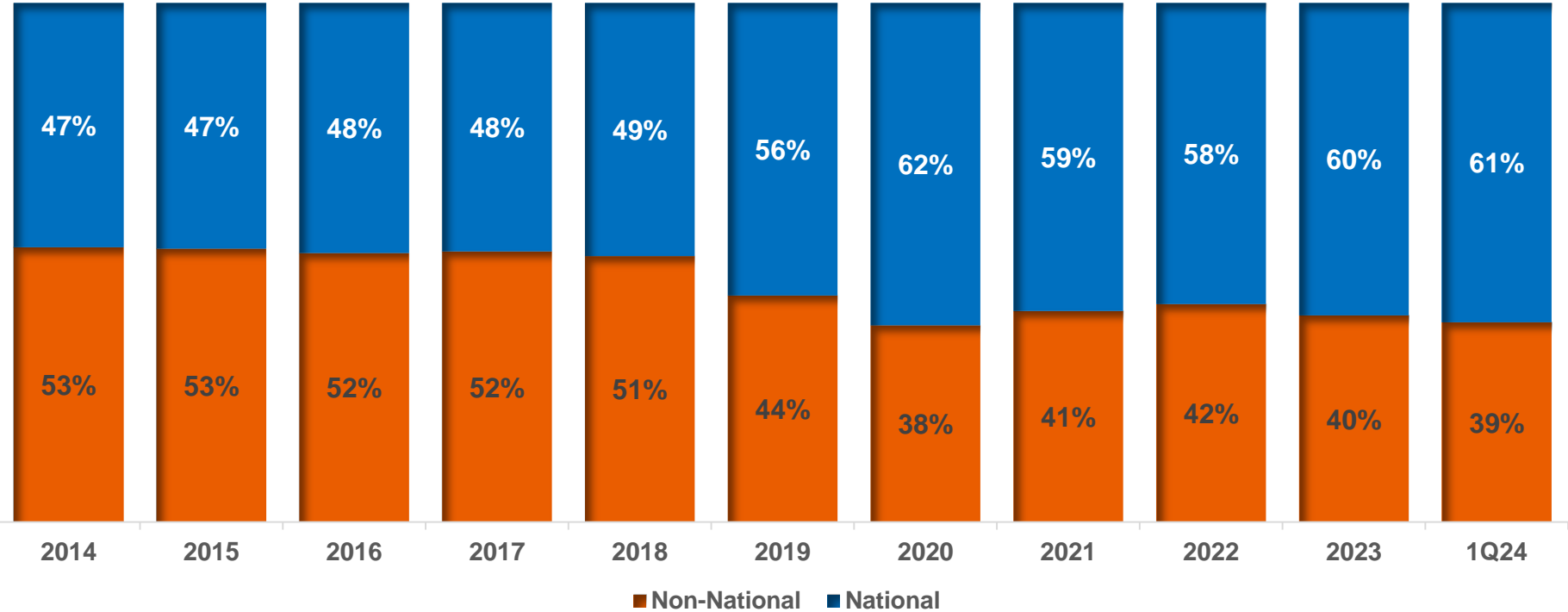


Source: MAA (as for Total Industry Production)

Revenue increase in tandem with the higher TIP.



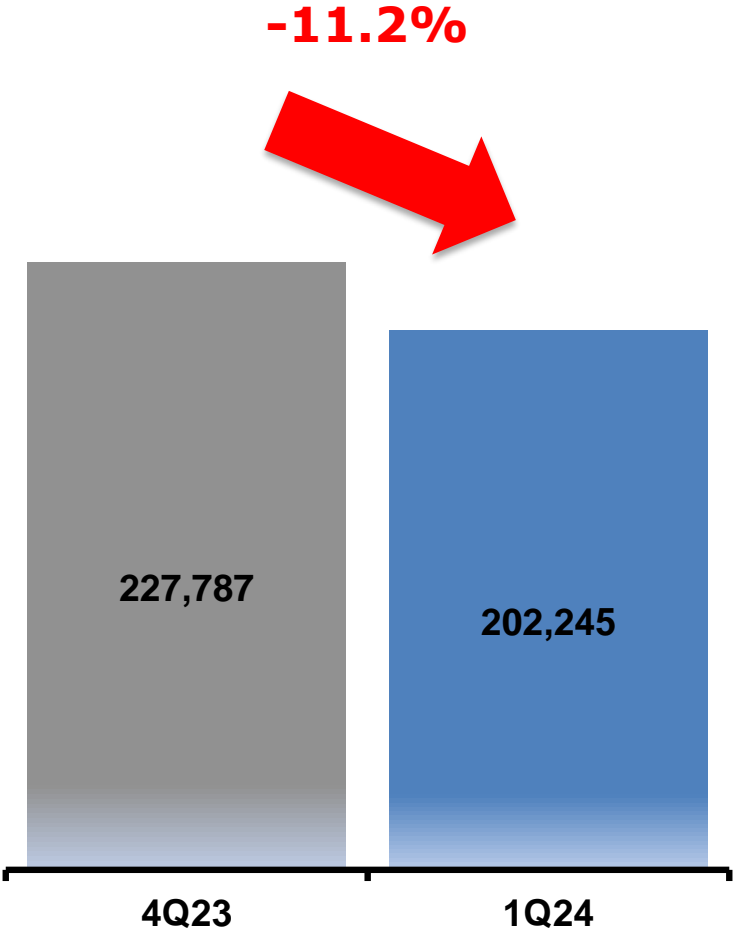
National & Non-national Market Share



National brands regaining market share.



1Q24 TIV



	Q-o-Q %
Perodua	-11.5%
Proton	6.4%

	Q-o-Q %
Toyota	-25.5%
Honda	-17.1%
Nissan	-9.7%
Mitsubishi	-13.8%
Isuzu	-22.9%
Mazda	-2.7%

	Q-o-Q %
Ford	-18.2%
VW	-38.3%
BMW	-38.6%

Decrease in TIV due to seasonally slower Q1.

FY24 business update

- ❖ Slowdown in TIP during the quarter as affected by drop in TIV following the fulfillment of backorder bookings in 2023 and the year-end promotional campaigns.
- ❖ On 30th April 2024, the Group had completed the issuance of RM200million of Islamic MTN and the proceeds would be utilised for working capital requirements.
- ❖ Following the improved market conditions in the U.S. & Australia and subdued demand in 2023, the Group will be focused on increasing its export sales and establish a strong presence in the America & Pacific region and Europe countries.
- ❖ The Group will continue to maintain its focus on long-term 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



THE NETHERLANDS
(Enschede)
Suspension



THE UNITED KINGDOM
(England)
Marketing



MYANMAR
(Bago)
Bus Seats & Suspension



THAILAND
(Rayong)
Seats & Plastics



HQ, MALAYSIA
(Kulim, Bukit Beruntung,
Tanjong Malim, Sri
Kembangan, Port Klang,
Pekan)

- Interior & Plastics
- Electrical & Heat Exchange
- Seats
- Aluminium Injection
- Suspension & Heat Exchange



USA
(Indianapolis,
California,
New Jersey)
Suspension & Seats



INDONESIA
(Cikampek,
Karawang,
Lippo Cikarang)
Suspension, Seats,
Interior & Plastics



VIETNAM
(Da Nang,
Ho Chi Minh)
Suspension & Seats



AUSTRALIA
(Brisbane,
Melbourne,
Perth)
Bus & Train Seats

Thank You