



**APM Automotive Holdings
Berhad**

FY2018 Second-quarter financial results

Cautionary Statement with Respect to Forward-Looking Statements

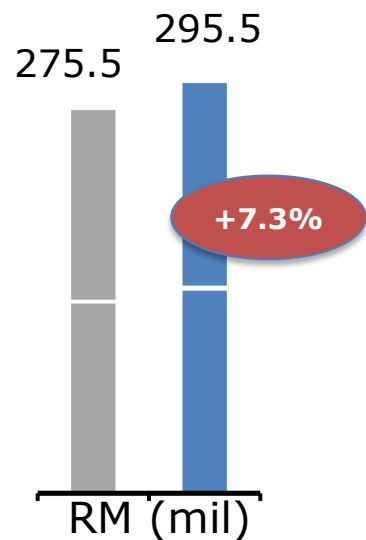
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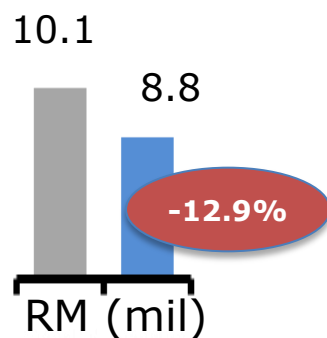
These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner, and achieve market acceptance of new products, and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

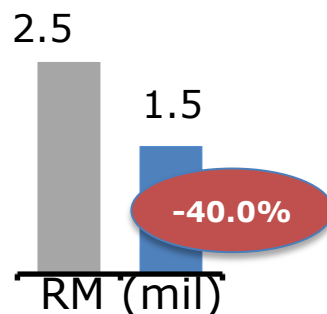
Revenue



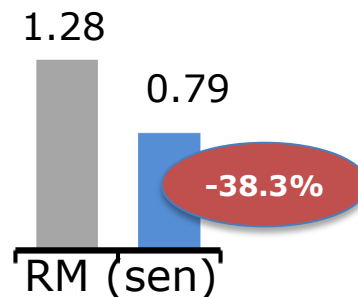
Operating Profit



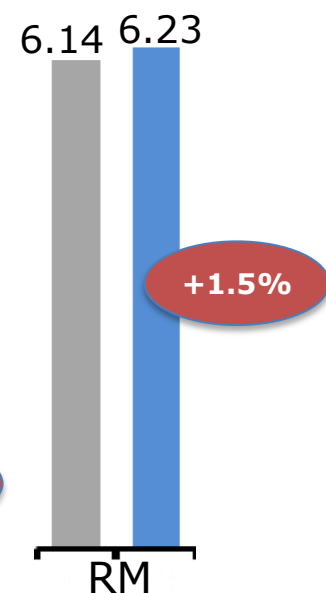
Profit Attributable to S/H



Earnings Per Share



Net Asset Per Share



2Q2017
2Q2018

Higher revenue (YoY) due to increase in OEM sales

2Q18 Operation & Financial Review

Business Update

2Q18 financial review

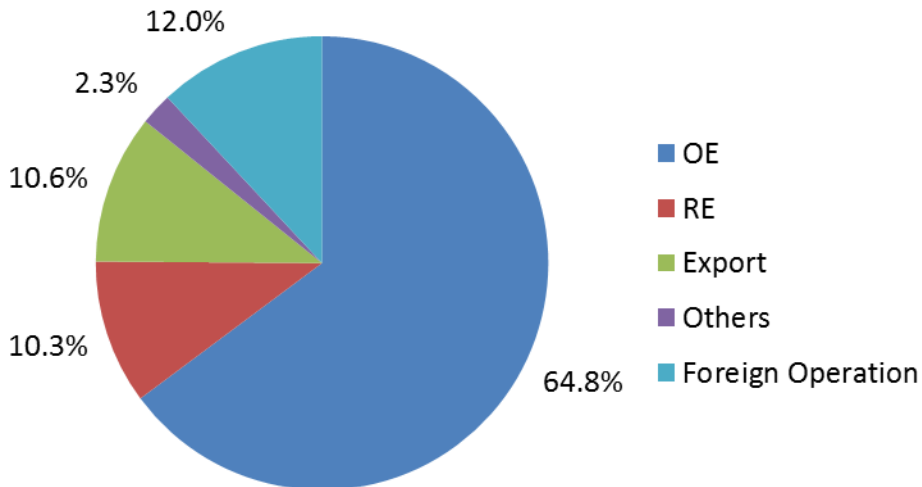
RM'000	2Q18	1Q18	2Q17	QoQ	YoY
				2Q18 vs 1Q18	2Q18 vs 2Q17
Net revenues	295,481	320,309	275,536	-7.8%	7.2%
Profit before tax	10,555	28,838	10,687	-63.4%	-1.2%
Net Income	6,033	21,169	3,912	-71.5%	54.2%
Profits Attributable to Shareholders	1,548	16,210	2,511	-90.5%	-38.4%
EPS (Sen)	0.79	8.29	1.28	-90.5%	-38.3%
Net assets per share	6.23	6.30	6.14	-1.1%	1.5%
Return on equity (annualised)	0.51%	5.27%	0.84%		
Net Dividend per share (sen)	5.00	-	4.50		
Dividend yield	1.41%	-	1.13%		
Net Profit Margin	2.04%	6.61%	1.42%		

Higher material costs impacted the bottom line

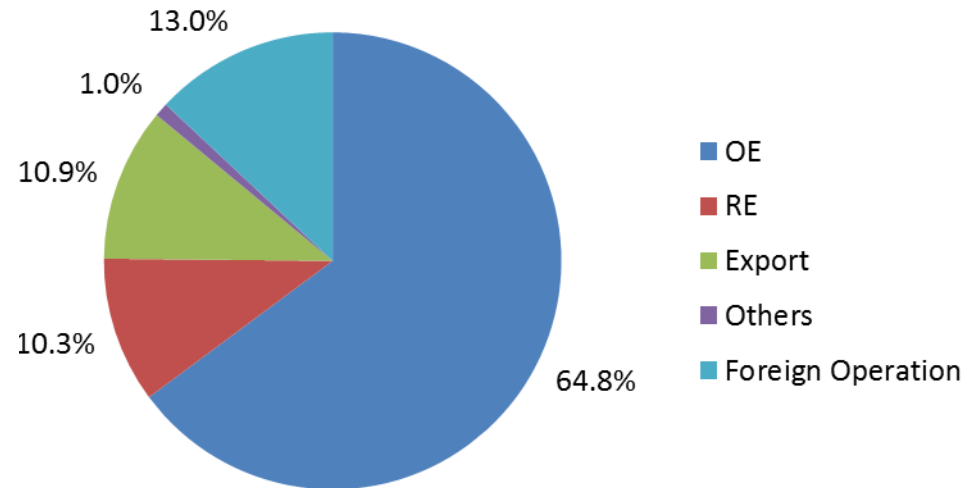
Segmental sales

	Q2 2018	%	Q2 2017	%
OE	191,549	64.8%	178,453	64.8%
RE	30,402	10.3%	28,418	10.3%
Export	31,404	10.6%	29,906	10.9%
Others	6,771	2.3%	2,949	1.0%
Foreign Operation	35,355	12.0%	35,810	13.0%
TOTAL REVENUE	295,481	100%	275,536	100%

Q2 2018



Q2 2017



Increased in revenue due to increased demand from OEMs

Segmental performance

REVENUE (RM'000)	Q2 2018	Q2 2017	Change
Suspension	15,837	15,678	1.0%
Interior & Plastics	157,099	136,029	15.5%
Electrical & Heat Exchange	23,660	29,159	-18.9%
Marketing	55,323	54,942	0.7%
Others	8,207	3,918	109.5%
Malaysia Operation	260,126	239,726	8.5%
Operations outside Malaysia	35,355	35,810	-1.3%
TOTAL REVENUE	295,481	275,536	7.2%

Overseas operations saw slight weakness in Vietnam and Indonesia

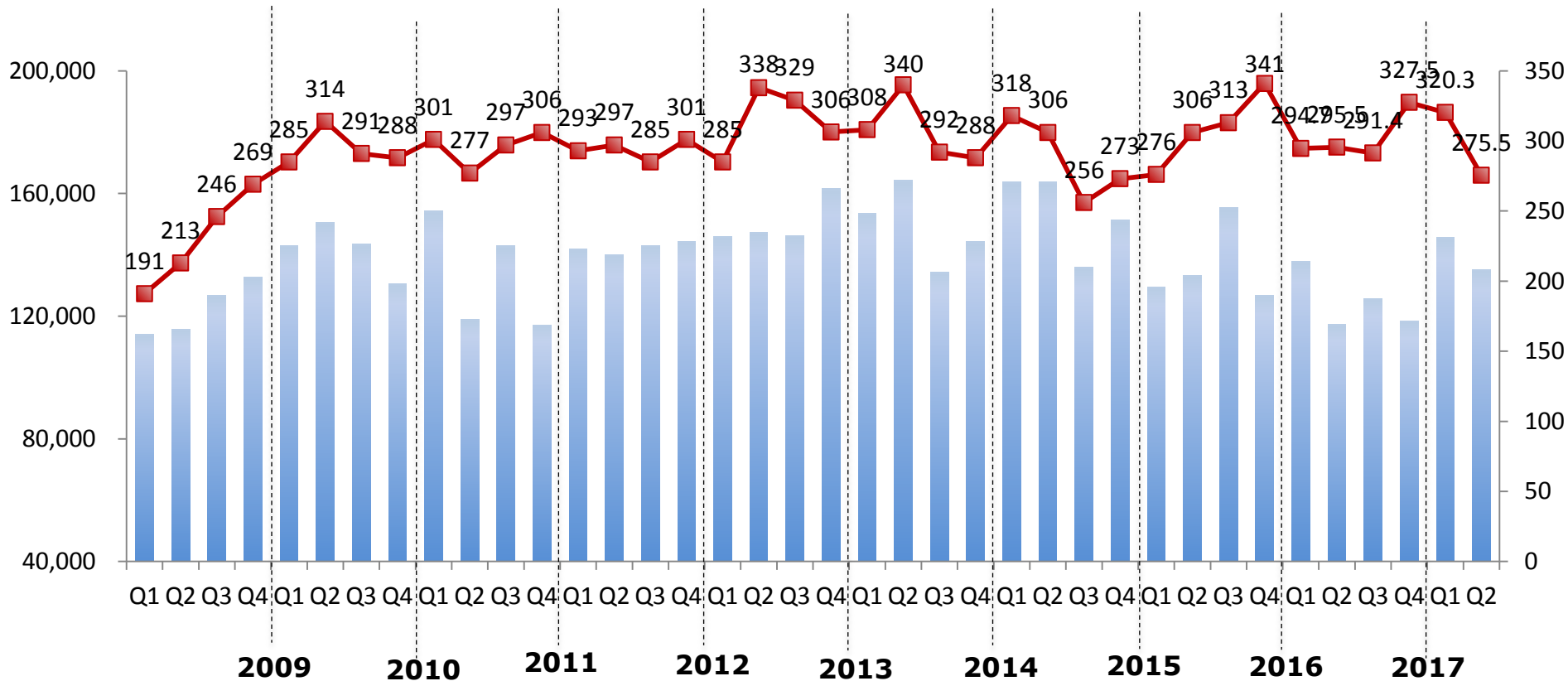
2Q18 Operation & Financial Review

Business Update

Production TIV

Production TIV

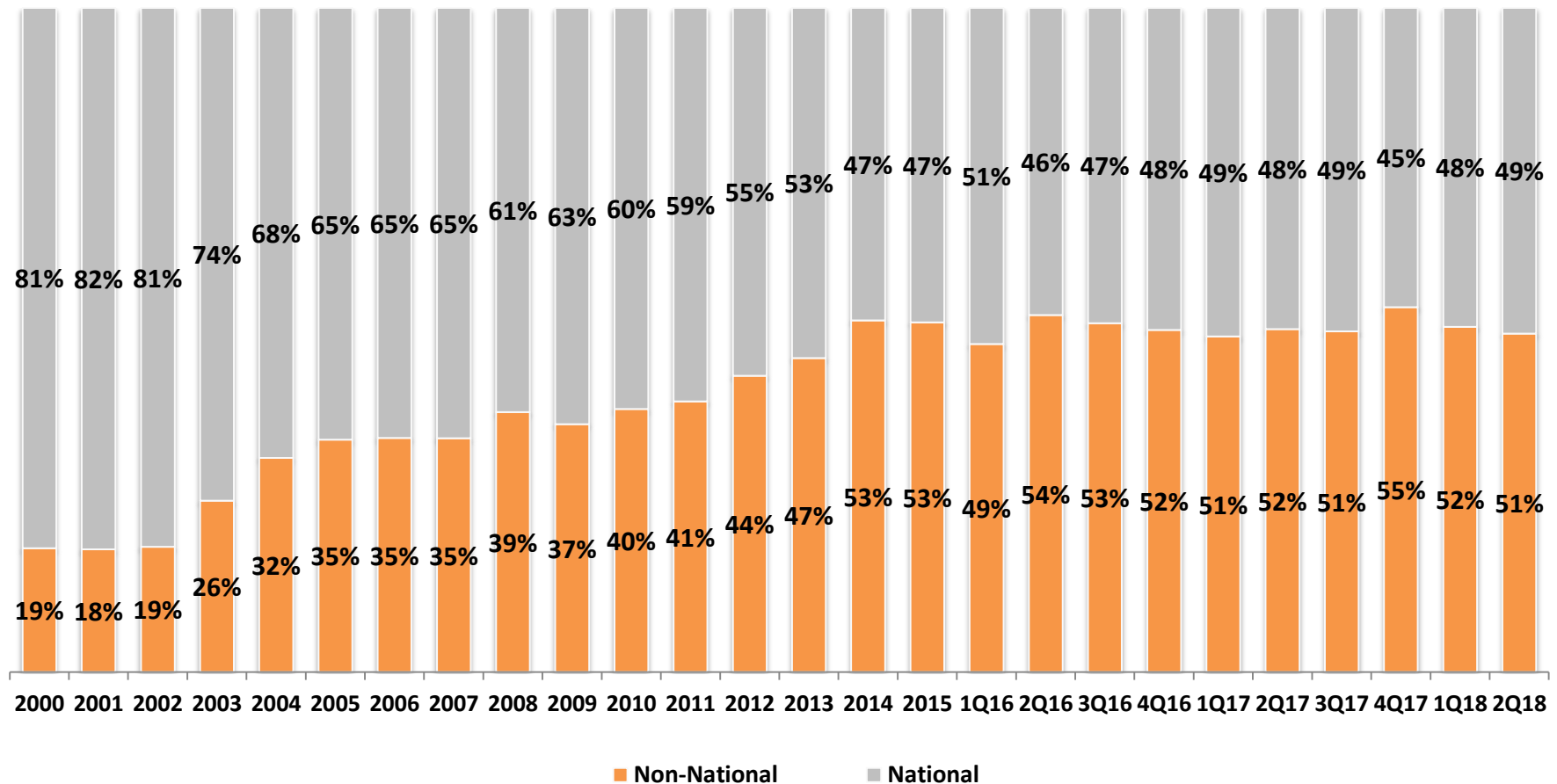
APM Revenue (RM'mil)



Source: MAA (as for Production TIV)

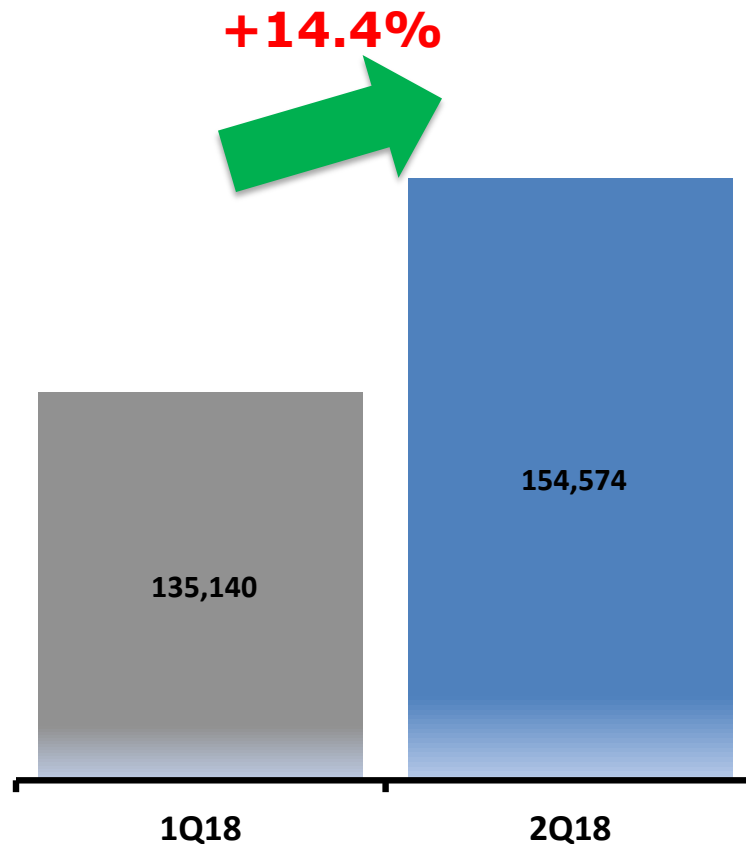
Revenue decreased due to routine production shutdown

National & Non-national Market Share



National brands regaining market share

2Q18 TIV



	Q-o-Q %
Perodua	10.73%
Proton	11.06%

	Q-o-Q %
Toyota	50.01%
Nissan	24.60%
Honda	12.36%
Mitsubishi	-19.08%
Isuzu	13.72%
Mazda	-5.29%

	Q-o-Q %
Ford	7.15%
VW	23.38%
BMW	11.90%
Mercedes	3.62%

TIV increased due to tax holiday and raya promotions

FY18 business update

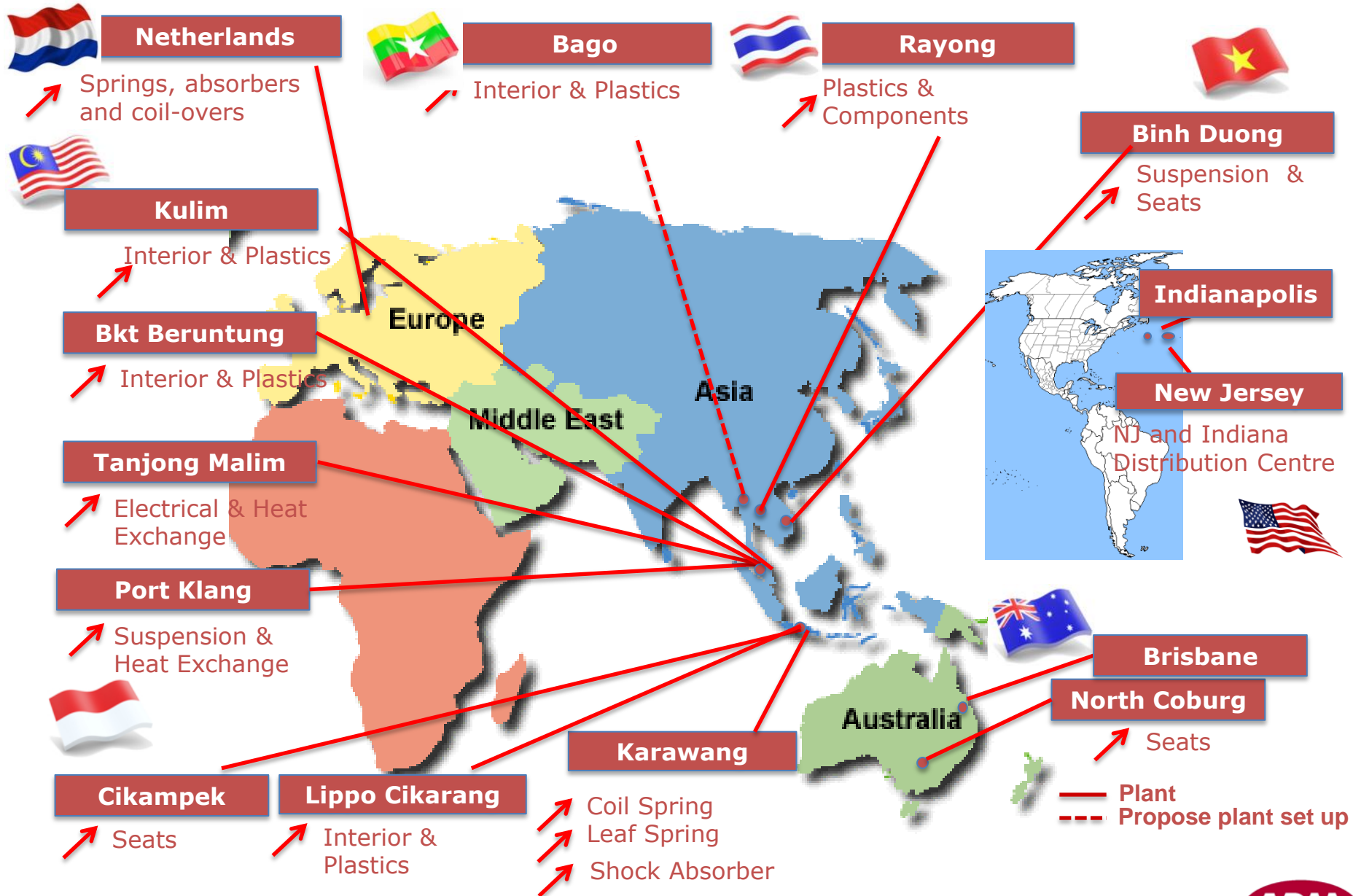
- ❖ 2Q18 TIV 154.6K; +14.4% QoQ mainly due to tax holiday and raya promotions.
- ❖ APM underlying OEM businesses buck the trend due to earlier counter measures.
- ❖ Counter measures include:
 - Expansion of new business - new products / segment
 - Intensify the development of parts for replacement markets
 - 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

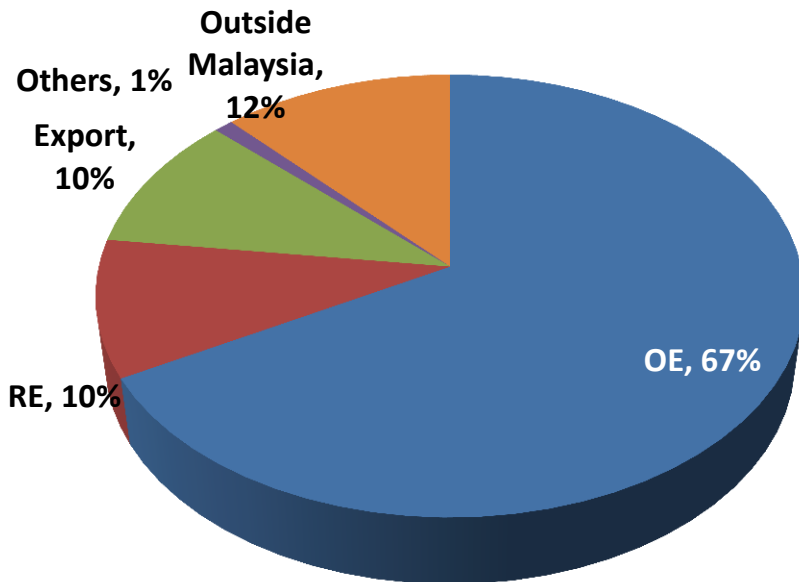
Moving Forward

Geographical Diversification



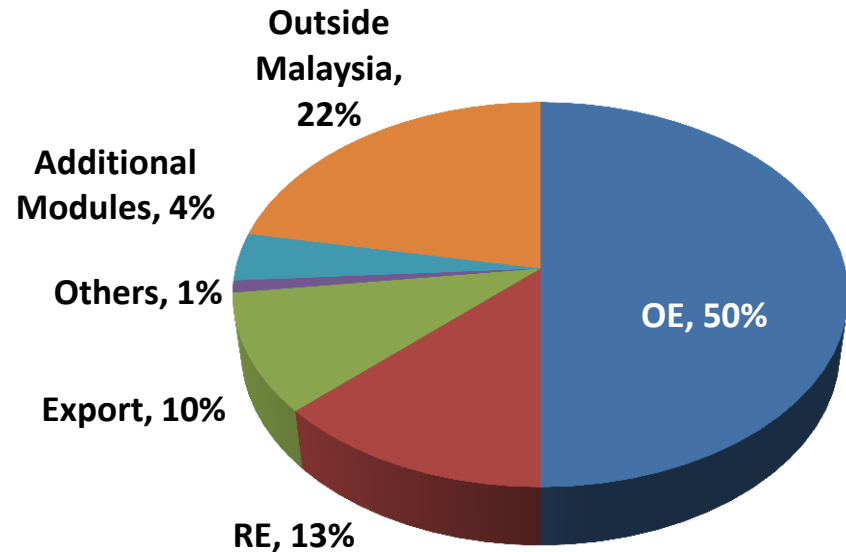
Sales Guidance through Balance & Diversity

2017A



Turnover: RM 1.2b

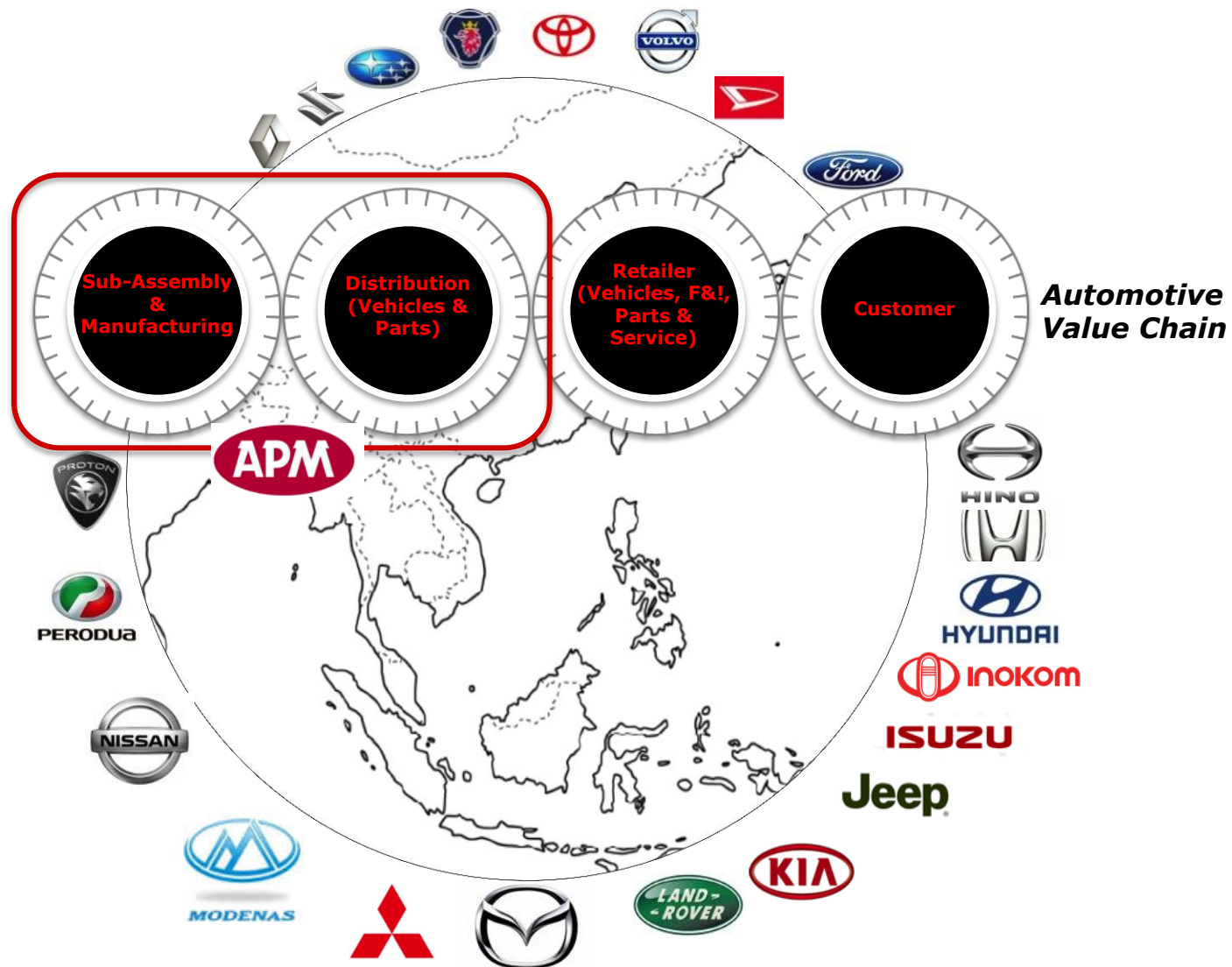
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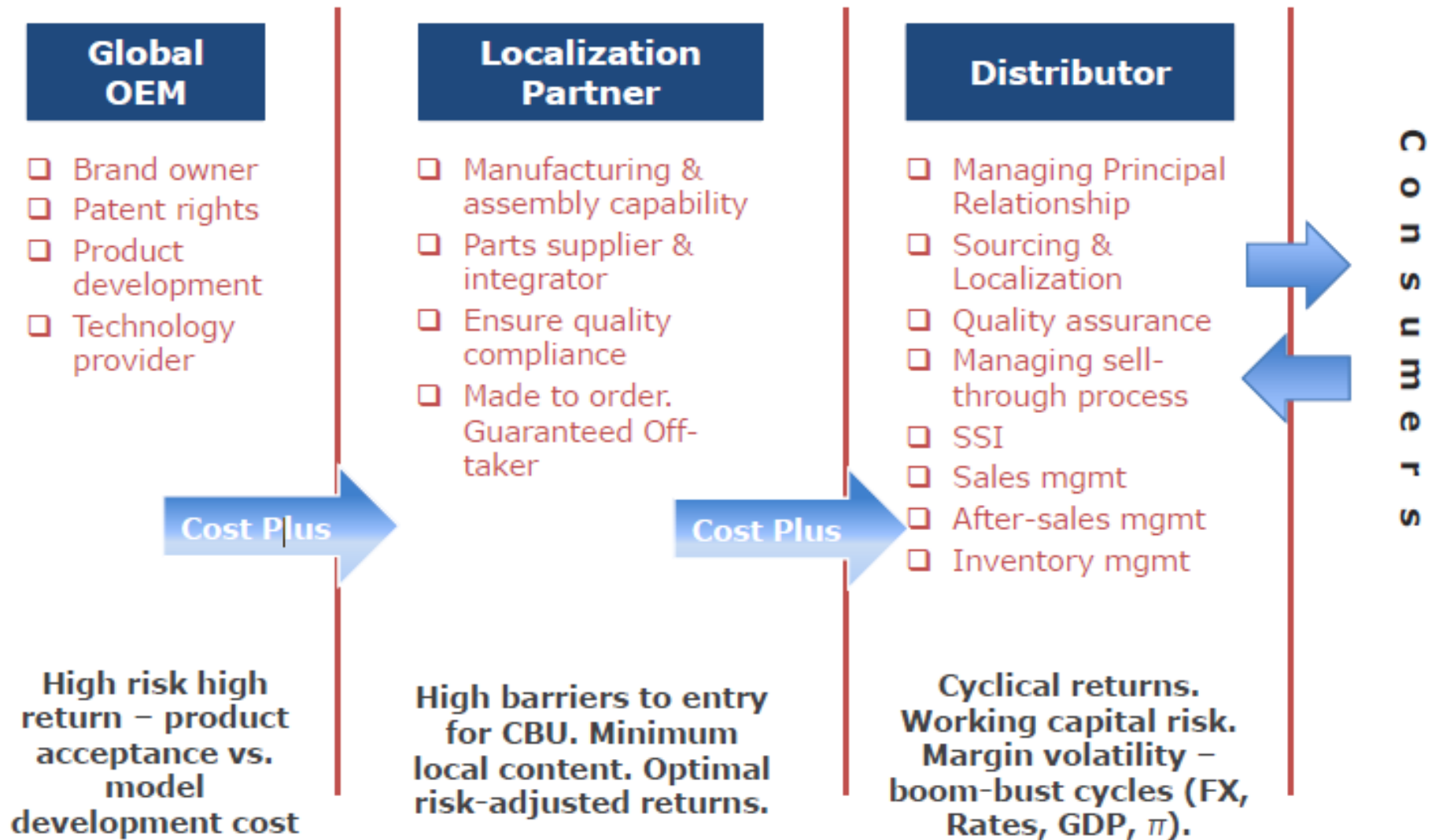
Turnover: RM 2.0b

RM2b sales target (RM1b existing OE & RM1b exports, overseas & others)

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You