



**APM Automotive Holdings
Berhad**

FY2023 Second-quarter financial results

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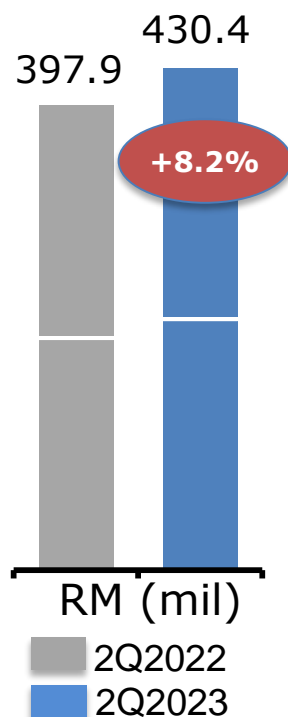
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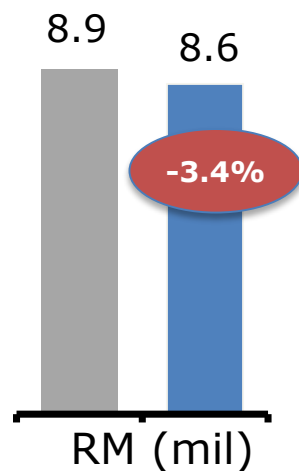
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Key performance indicators

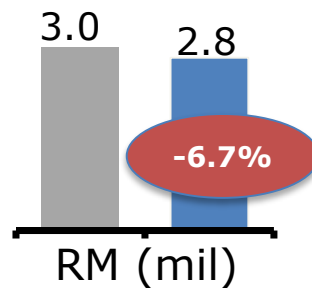
Revenue



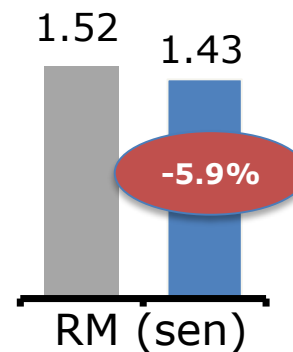
Operating Profit



Profit Attributable to S/H



Earnings Per Share



Net Assets Per Share



Despite having higher revenue (YoY), the Group recorded a lower profit mainly due to higher operating costs incurred during the quarter.

2Q23 Operation & Financial Review

Business Update

2Q23 Financial review

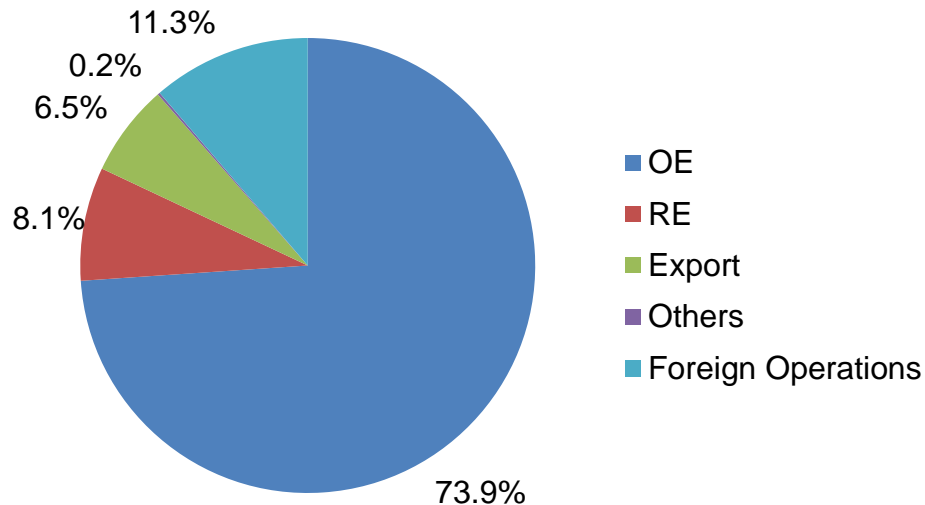
RM'000	2Q23	1Q23	2Q22	QoQ	YoY
				2Q23 vs 1Q23	2Q23 vs 2Q22
Revenue	430,420	507,082	397,941	-15.1%	8.2%
Profit before Tax	8,241	23,047	8,078	-64.2%	2.0%
Net Income	5,294	16,187	5,661	-67.3%	-6.5%
Profit Attributable to Shareholders	2,804	9,668	2,976	-71.0%	-5.8%
Earnings per Share (Sen)	1.43	4.95	1.52	-71.1%	-5.9%
Net Assets per Share (RM)	6.68	6.67	6.62	0.1%	0.9%
Return on Equity (Annualised)	1.92%	2.98%	1.57%		
Net Profit Margin	1.23%	3.19%	1.42%		

Lower profitability (QoQ) in tandem with lower sales mainly due to shorter operating period in Q2'23 as a result of prolonged festive period in Malaysia and Indonesia.

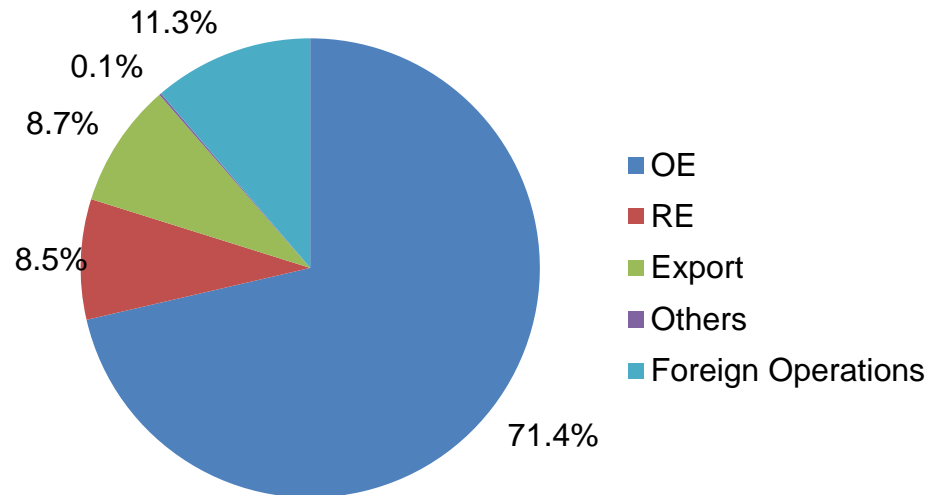
Segmental sales

REVENUE (RM'000)	Q2 2023	%	Q2 2022	%
OE	317,884	73.9%	284,003	71.4%
RE	34,713	8.1%	33,726	8.5%
Export	28,145	6.5%	34,807	8.7%
Others	721	0.2%	593	0.1%
Foreign Operations	48,957	11.3%	44,812	11.3%
TOTAL REVENUE	430,420	100%	397,941	100%

Q2 2023



Q2 2022



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

Segmental performance

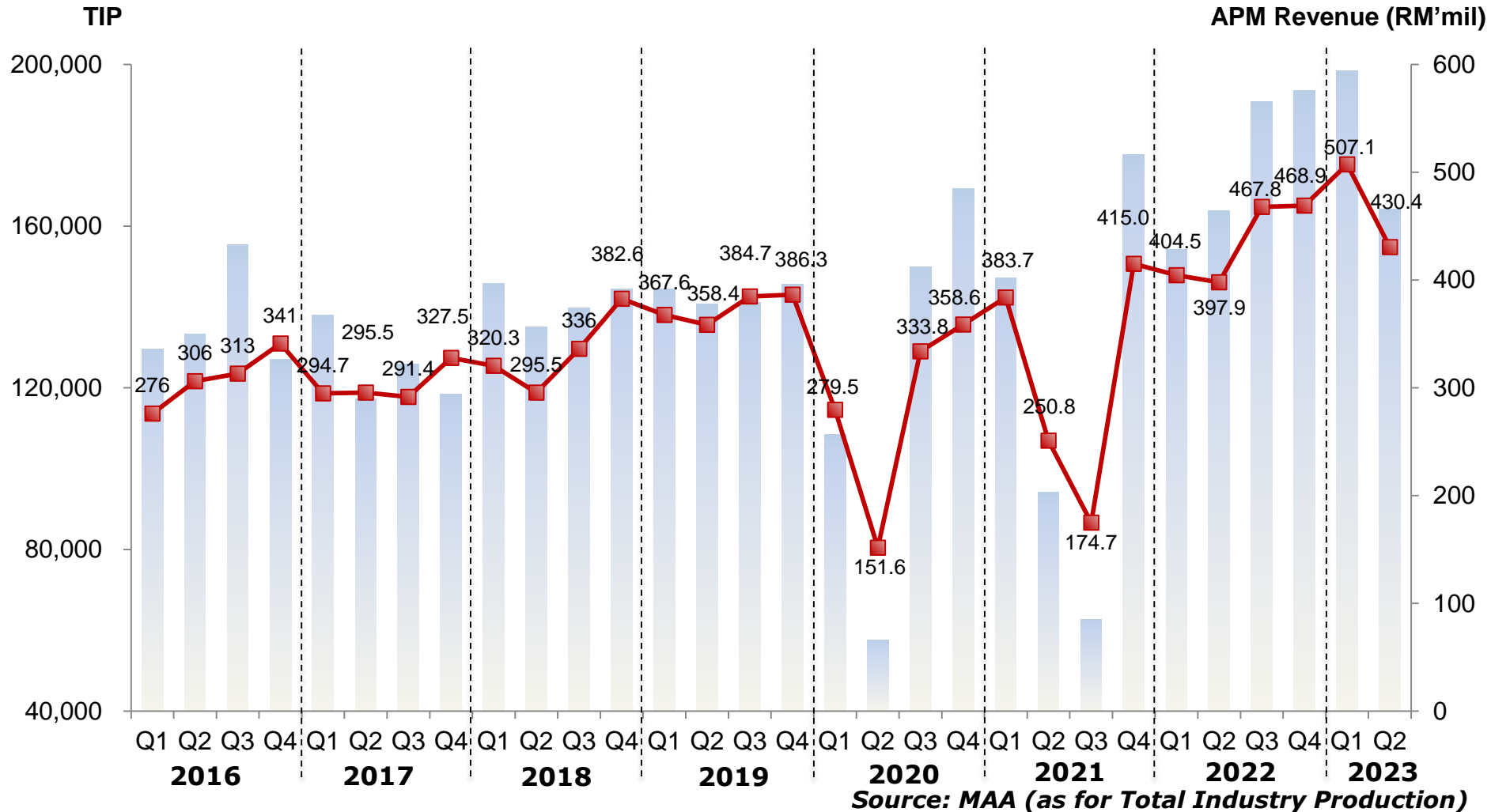
REVENUE (RM'000)	Q2 2023	Q2 2022	Change
Suspension	17,787	20,002	-11.1%
Interior & Plastics	275,636	243,036	13.4%
Electrical & Heat Exchange	25,887	23,172	11.7%
Marketing	59,541	64,901	-8.3%
Others	2,612	2,018	29.4%
Malaysia Operations	381,463	353,129	8.0%
Operations outside Malaysia	48,957	44,812	9.2%
TOTAL REVENUE	430,420	397,941	8.2%

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

2Q23 Operation & Financial Review

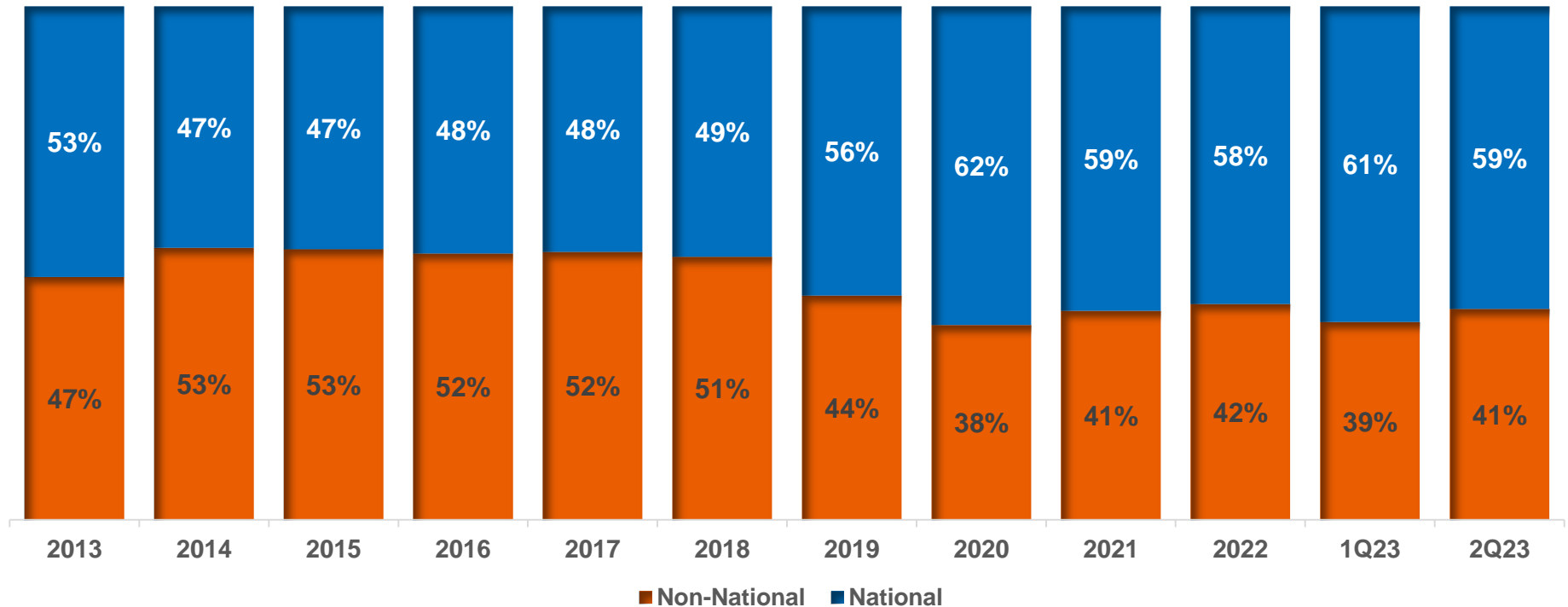
Business Update

Total Industry Production



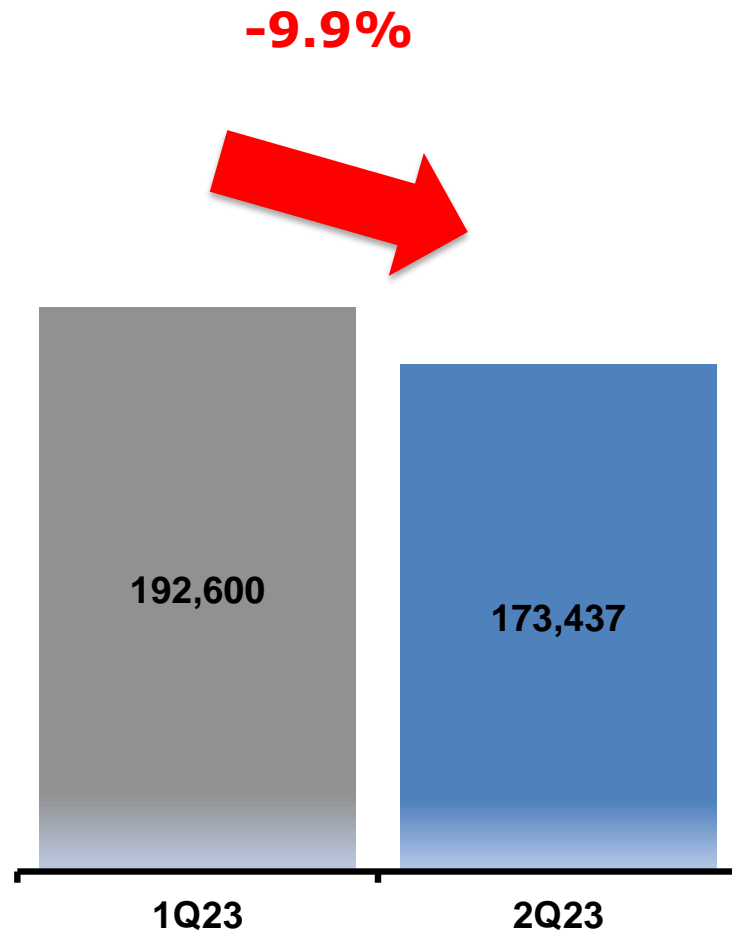
Decrease in revenue in tandem with lower TIP during the quarter.

National & Non-national Market Share



National brands regaining market share.

2Q23 TIV



	Q-o-Q %
Perodua	-15.8%
Proton	-9.4%

	Q-o-Q %
Toyota	-7.7%
Honda	-7.4%
Nissan	1.4%
Mitsubishi	-8.9%
Isuzu	11.9%
Mazda	4.5%

	Q-o-Q %
Ford	-17.3%
VW	-17.6%
BMW	49.0%

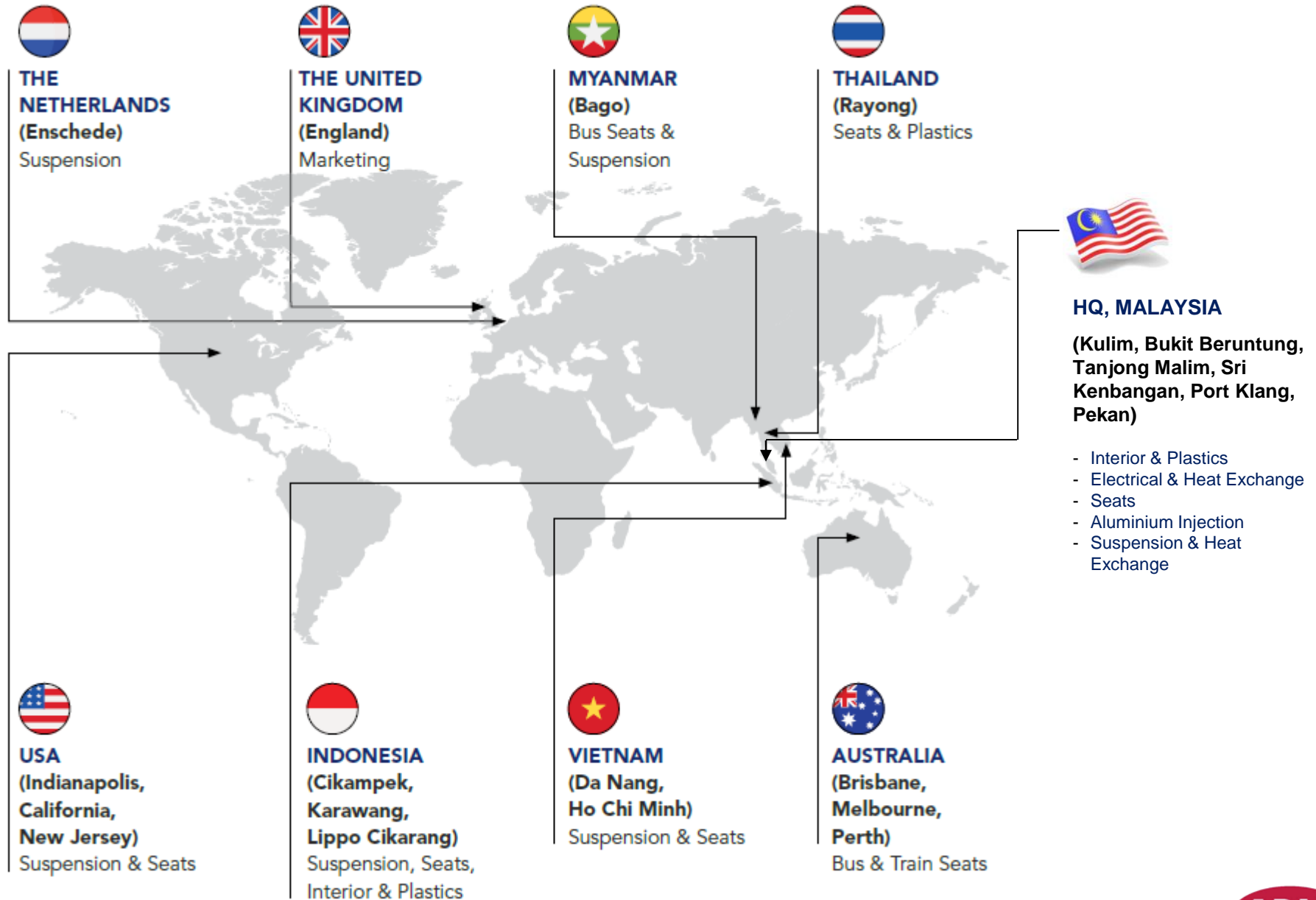
Higher TIV in Q1 as carmakers rushed to deliver those bookings received during the sales tax exemption period by end of March 2023.

FY23 business update

- ❖ Highest TIP recorded in 1H2023 driven by the fulfillment of bookings received during the PENJANA sales tax exemption period last year as well as supported by the robust national car sales.
- ❖ 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