



**APM Automotive Holdings
Berhad**

FY2017 Third-quarter financial results

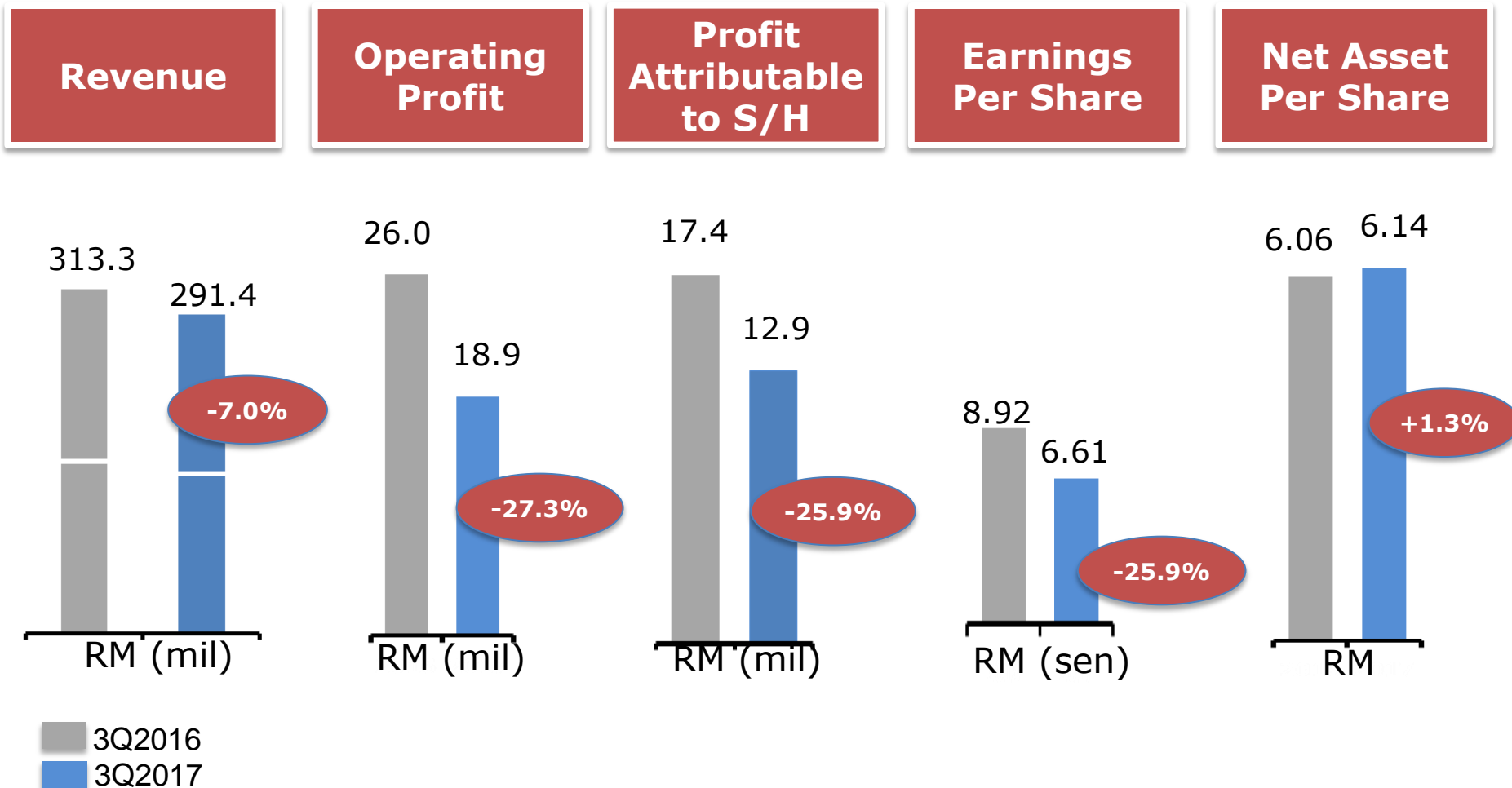
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These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner,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



Lower revenue (YoY) due to decrease in OEM sales demand

3Q17 Operation & Financial Review

Business Update

3Q17 financial review

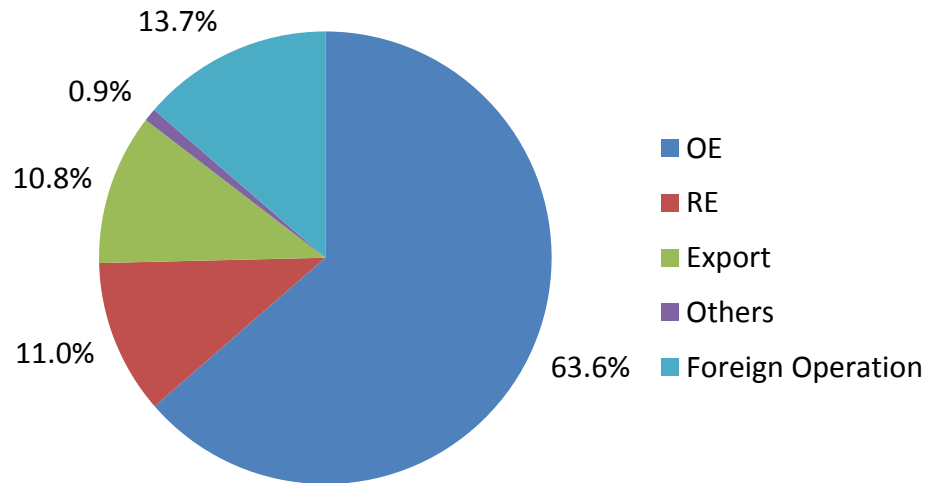
RM'000	3Q17	2Q17	3Q16	3Q17 vs 2Q17	3Q17 vs 3Q16
Net revenues	291,370	275,536	313,289	5.7%	-7.0%
Profit before tax	20,329	10,687	26,695	90.2%	-23.8%
Net Income	14,756	3,912	21,320	277.2%	-30.8%
Profits Attributable to Shareholders	12,934	2,511	17,457	415.1%	-25.9%
EPS (Sen)	6.61	1.28	8.92	416.4%	-25.9%
Net assets per share	6.14	6.14	6.14	0.0%	0.0%
Return on equity (annualised)	4.31%	0.84%	5.89%		
Net Dividend per share (sen)	-	4.50	-		
Dividend yield	-	1.13%	-		
Net Profit Margin	5.06%	1.42%	6.81%		

Lower revenue (YoY) due to decrease in OEM sales demand

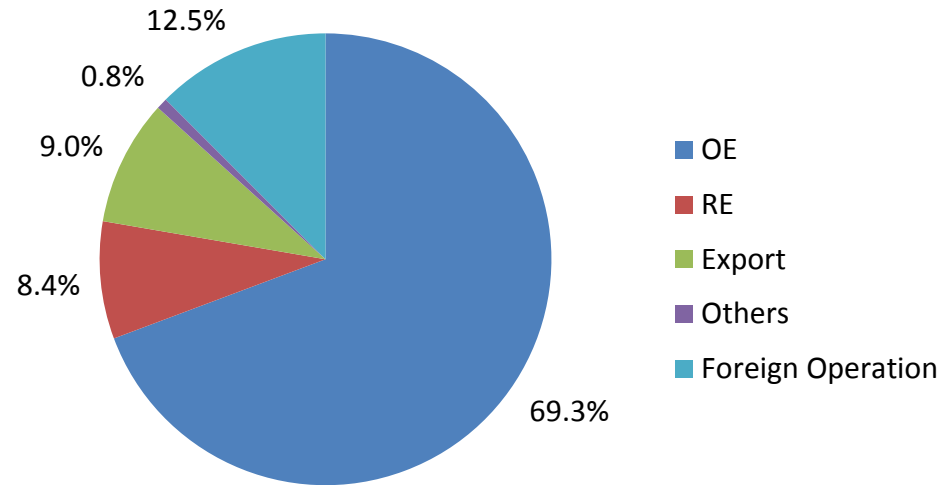
Segmental sales

	Q3 2017	%	Q3 2016	%
OE	185,318	63.6%	217,331	69.3%
RE	32,116	11.0%	26,177	8.4%
Export	31,421	10.8%	28,186	9.0%
Others	2,717	0.9%	2,373	0.8%
Foreign Operation	39,798	13.7%	39,222	12.5%
TOTAL REVENUE	291,370	100%	313,289	100%

Q3 2017



Q3 2016



Decrease in revenue due to lower demand from OEM market

Segmental performance

REVENUE (RM'000)	Q3 2017	Q3 2016	Change
Suspension	15,819	19,932	-20.6%
Interior & Plastics	144,606	166,337	-13.1%
Electrical & Heat Exchange	32,110	34,359	-6.5%
Marketing	55,394	50,980	8.7%
Others	3,642	2,457	48.2%
Malaysia Operation	251,571	274,065	-8.2%
Operations outside Malaysia	39,799	39,224	1.5%
TOTAL REVENUE	291,370	313,289	-7.0%

Decreased in revenue due to lower demand from OEM market

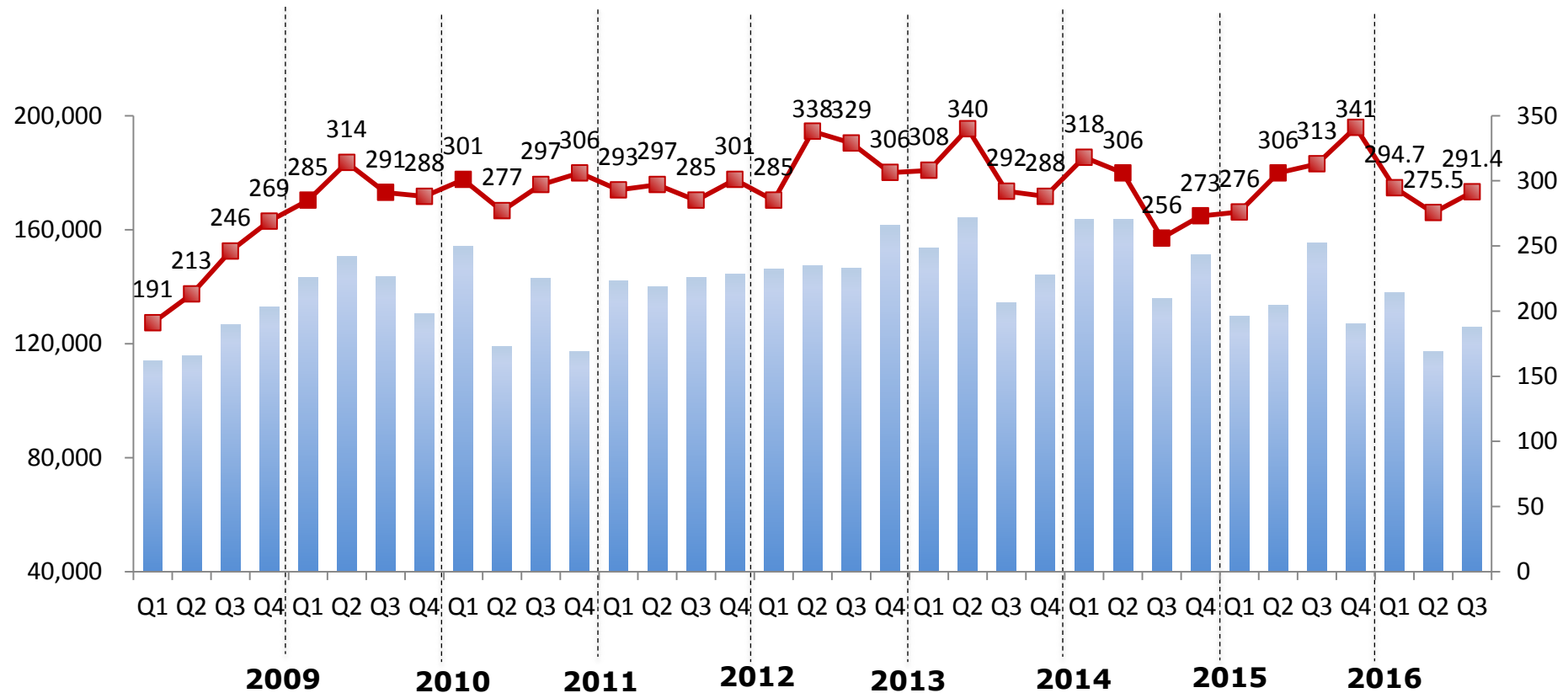
3Q17 Operation & Financial Review

Business Update

Production TIV

Production TIV

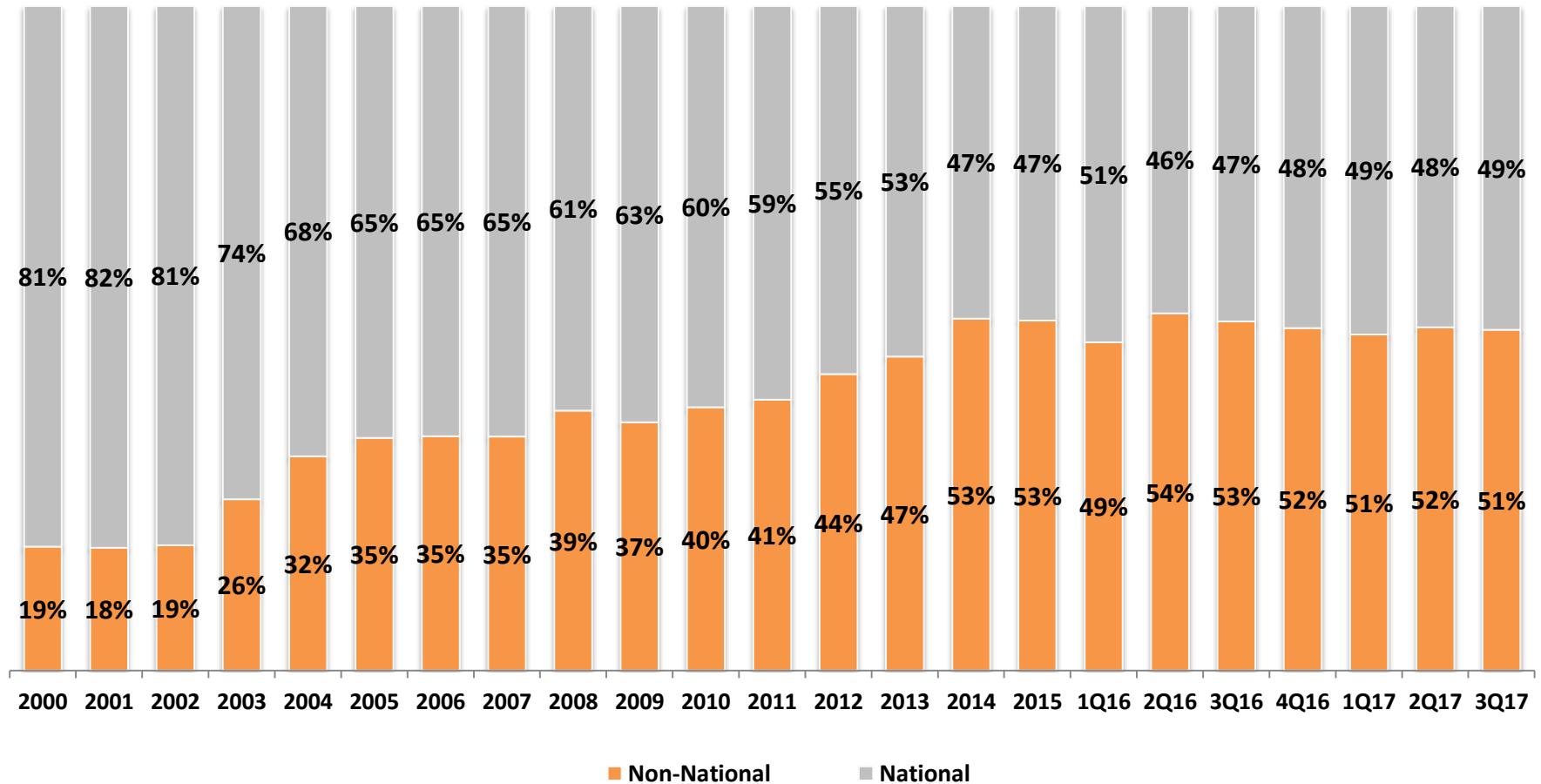
APM Revenue (RM'mil)



Source: MAA (as for Production TIV)

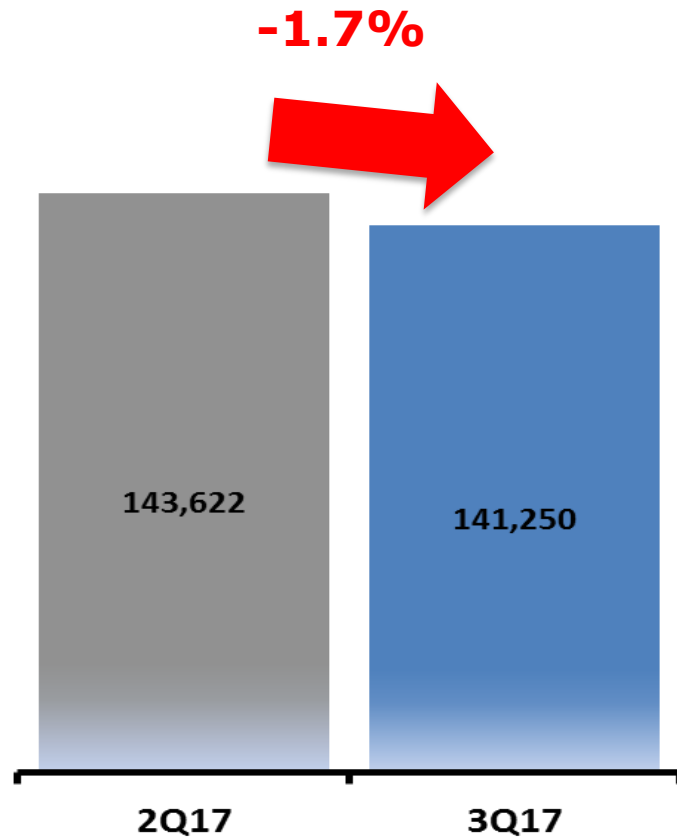
Revenues increase in line with increase in Production TIV.

National & Non-national Market Share



National brands regaining market share

3Q17 TIV



	Q-o-Q %
Perodua	5.05%
Proton	-15.55%

	Q-o-Q %
Toyota	-9.43%
Nissan	-4.32%
Honda	3.85%
Mitsubishi	-5.47%
Isuzu	-3.49%
Mazda	-17.03%

	Q-o-Q %
Ford	0.75%
VW	16.26%
BMW	14.00%
Mercedes	-2.52%

TIV decreased mainly due to reduced in demand after Hari Raya sales.

FY17 business update

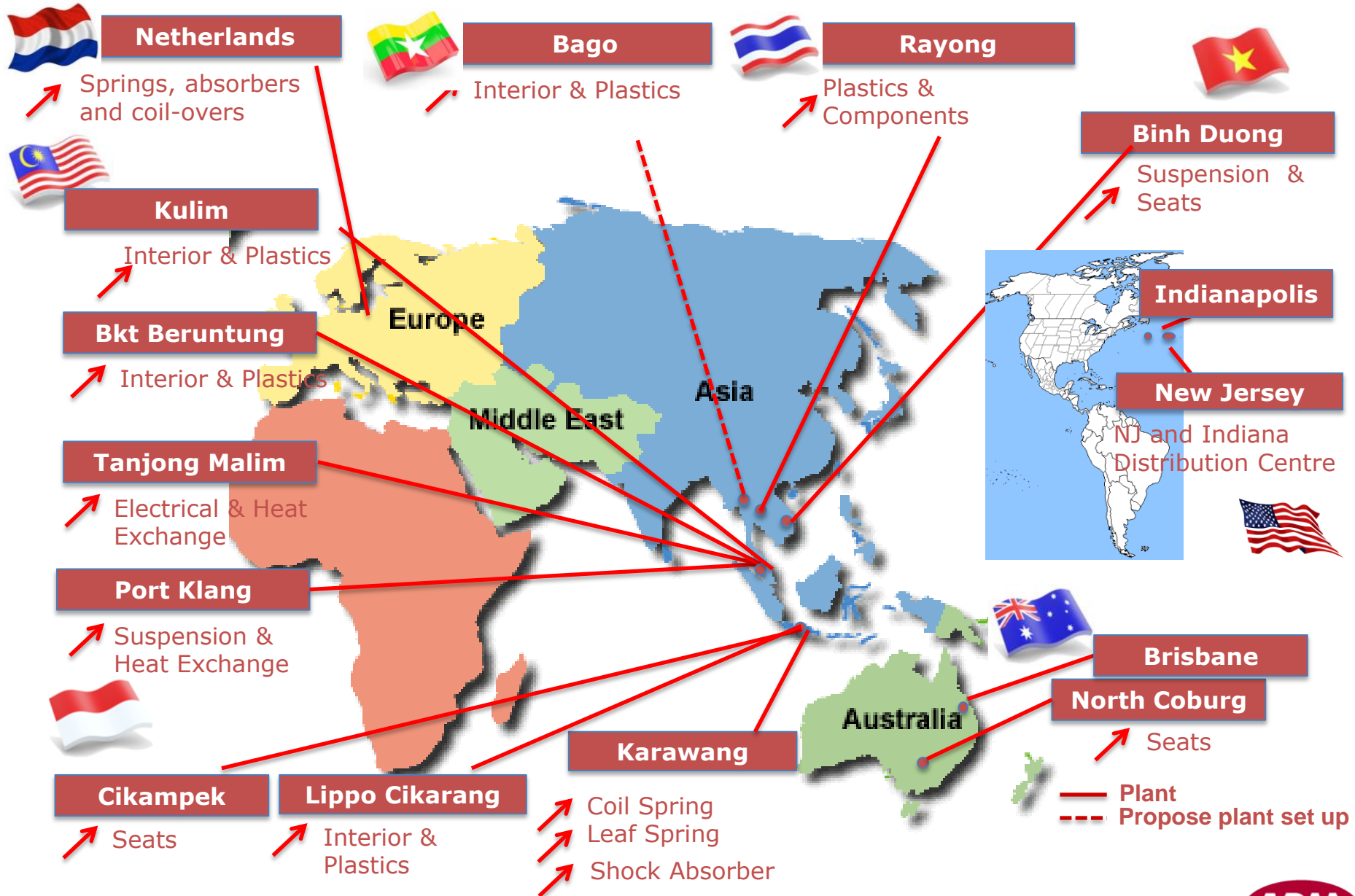
- ❖ 3Q17 TIV 141.3K; -1.7% QoQ. 9M17 TIV 425.7K; +1.7% YoY
- ❖ YoY increase mainly due to more new launchings compare to prior year, QoQ decreased mainly due to seasonal factor after some aggressive festive promotions last quarter.
- ❖ Counter measures include:
 - Expansion of new business - new products / 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

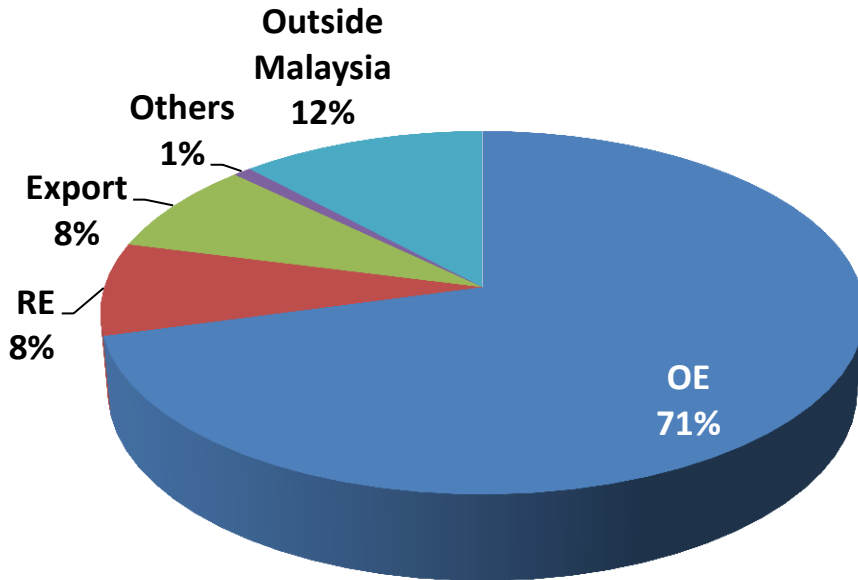
Moving Forward

Geographical Diversification



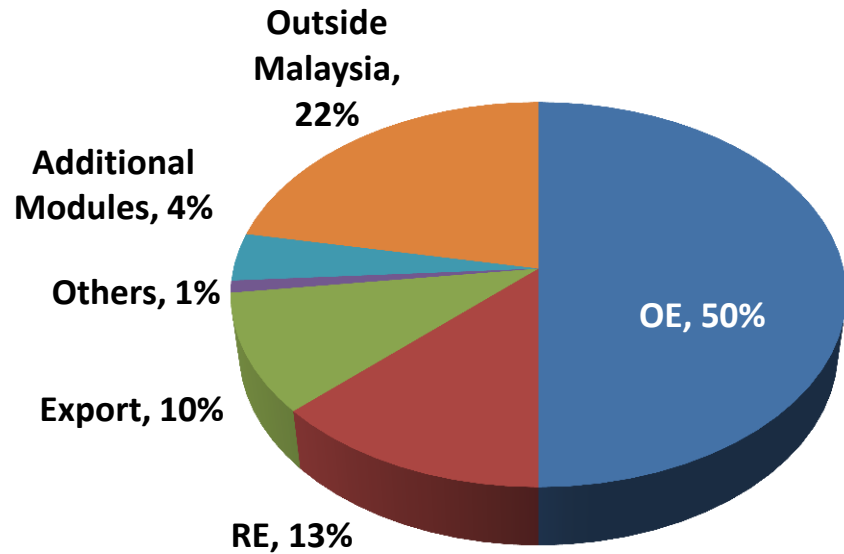
Sales Guidance through Balance & Diversity

2016A



Turnover: RM 1.2b

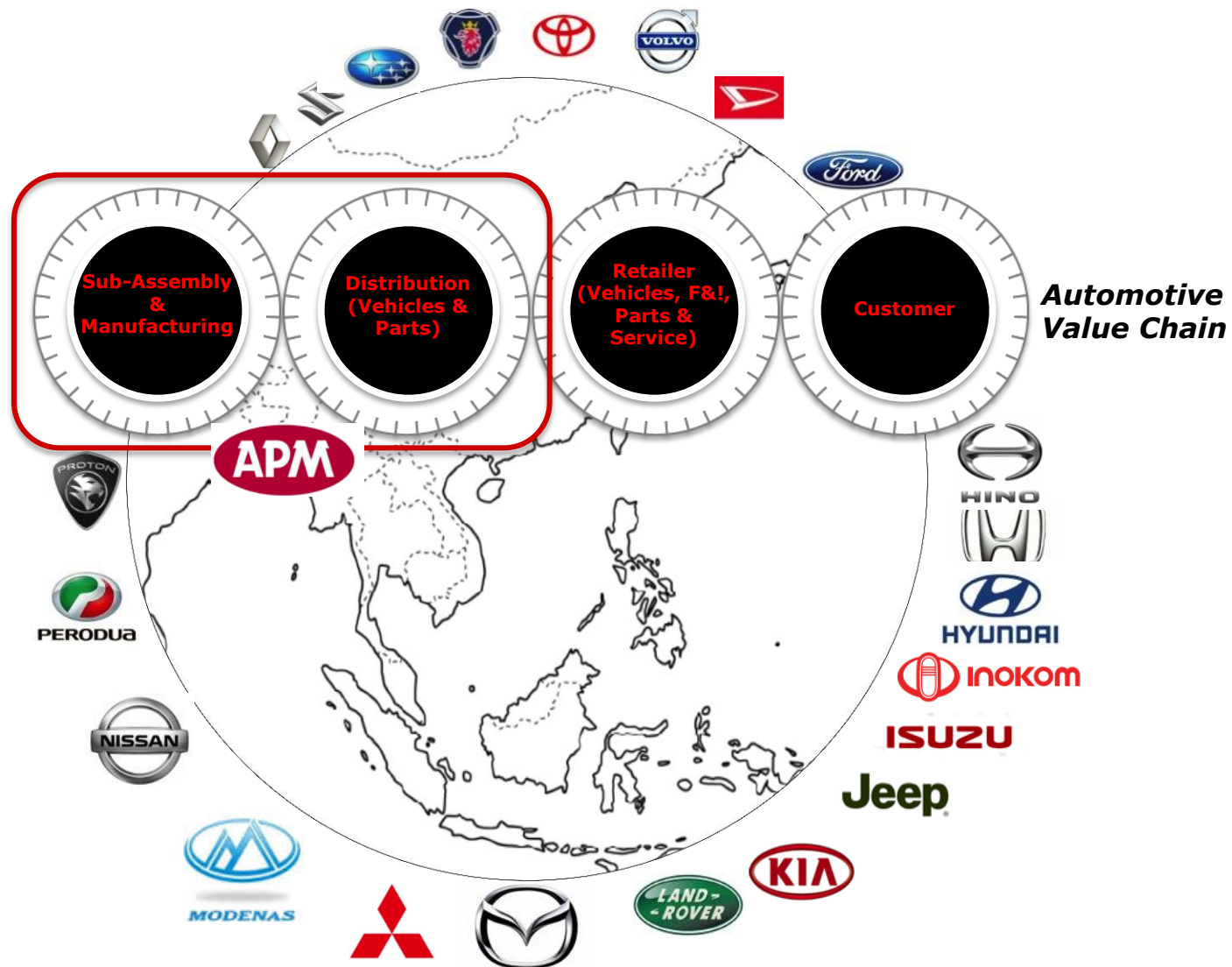
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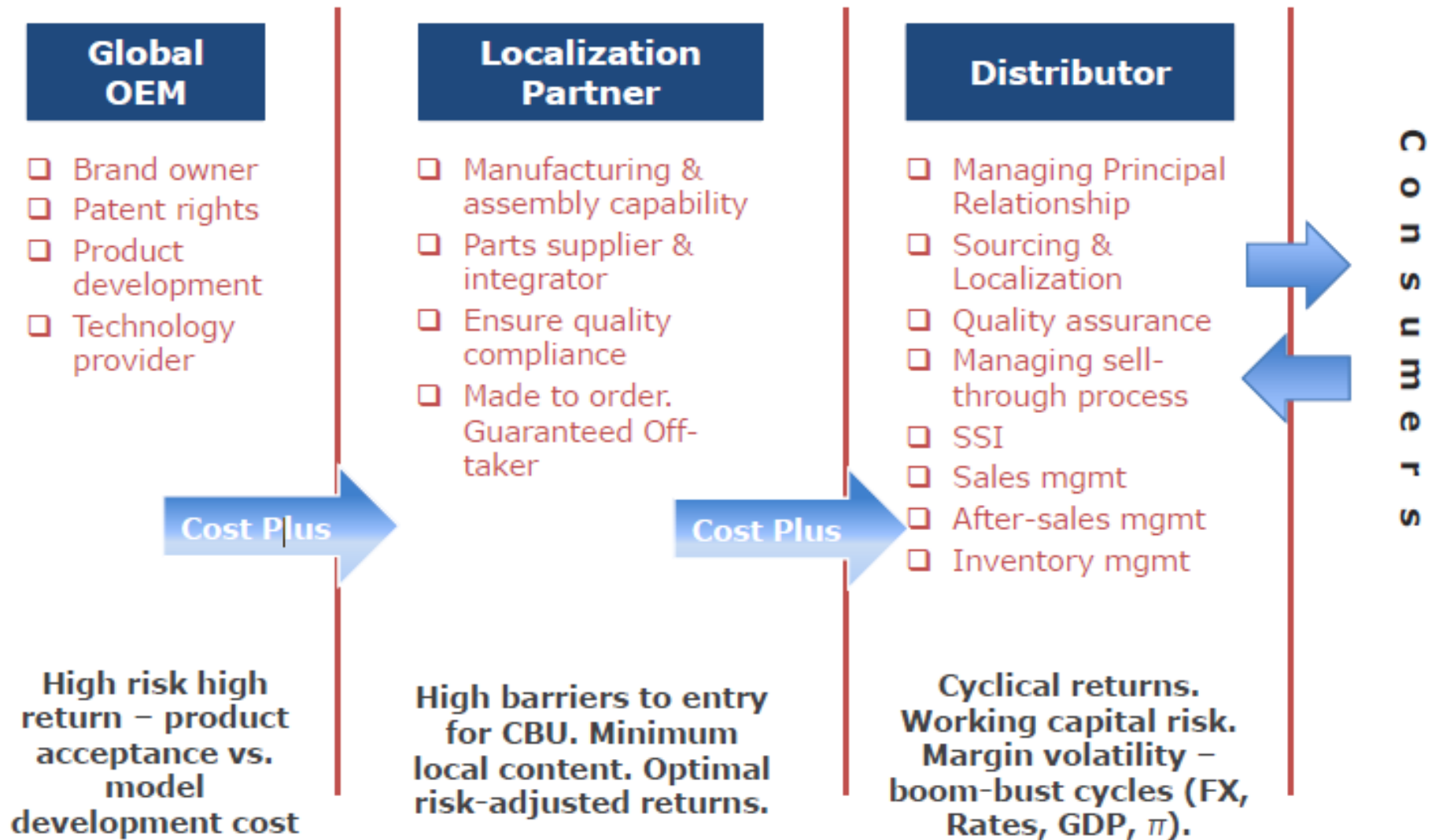
Turnover: RM 2.0b

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

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You