



**APM Automotive Holdings
Berhad**

FY2019 Third-quarter financial results

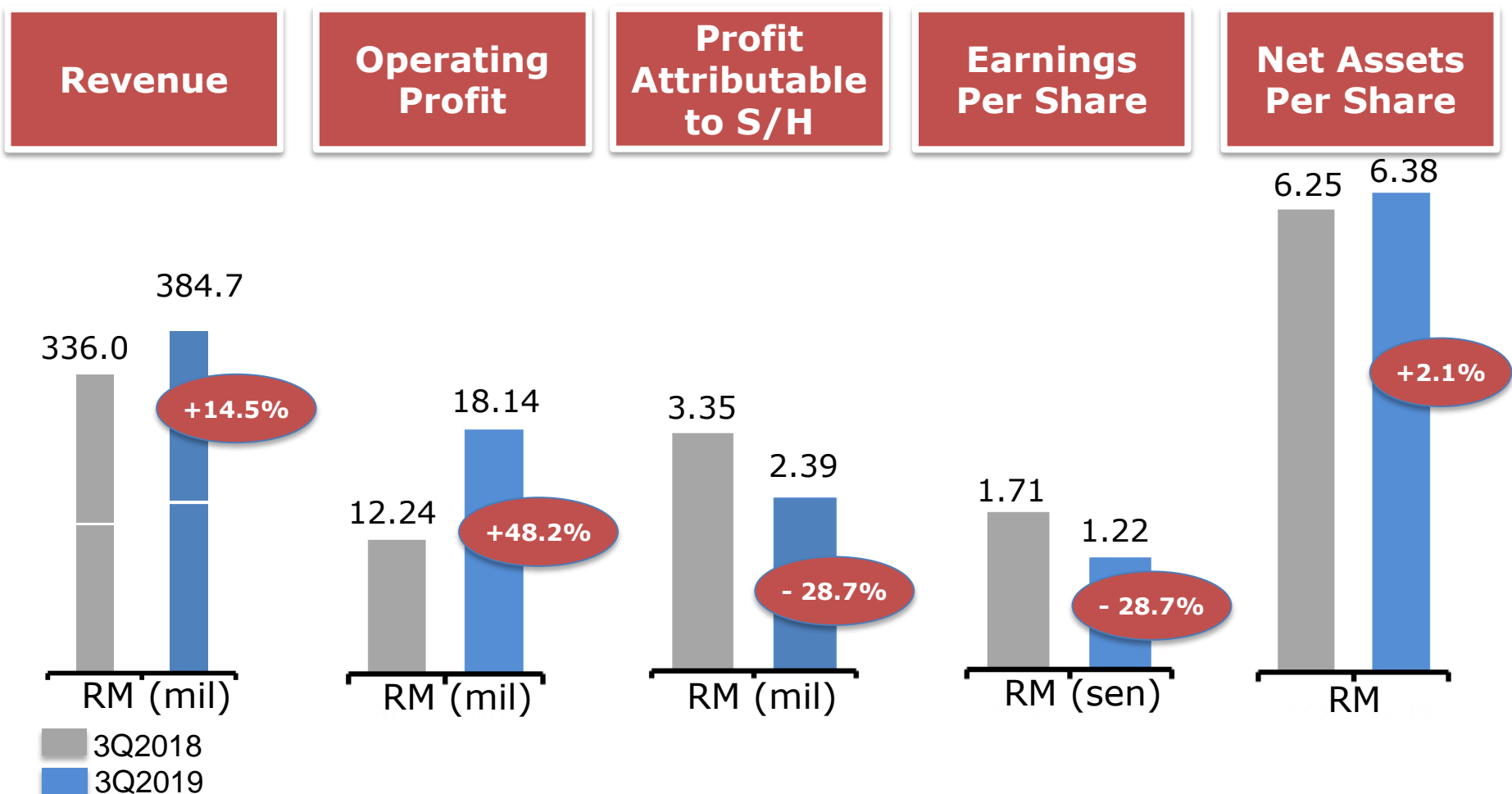
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These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner,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



Higher revenue (YoY) due to increase in OEM sales.

3Q19 Operation & Financial Review

Business Update

3Q19 financial review

RM'000	3Q19	2Q19	3Q18	QoQ	YoY
				3Q19 vs 2Q19	3Q19 vs 3Q18
Revenue	384,660	358,369	335,997	7.3%	14.5%
Profit before tax	13,836	17,669	13,610	-21.7%	1.7%
Net Income	7,526	13,641	8,910	-44.8%	-15.5%
Profit Attributable to Shareholders	2,385	8,560	3,348	-72.1%	-28.7%
EPS (Sen)	1.22	4.38	1.71	-72.1%	-28.7%
Net assets per share	6.38	6.36	6.25	0.3%	2.1%
Return on equity (annualised)	0.77%	2.75%	1.09%		
Dividend per share (sen)	-	5.00	-		
Dividend yield	-	1.82%	-		
Net Profit Margin	1.96%	3.81%	2.65%		

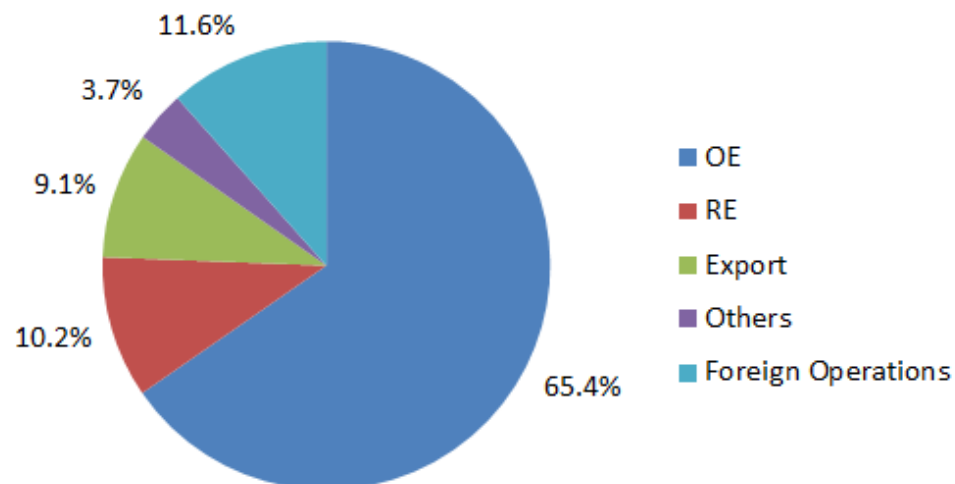
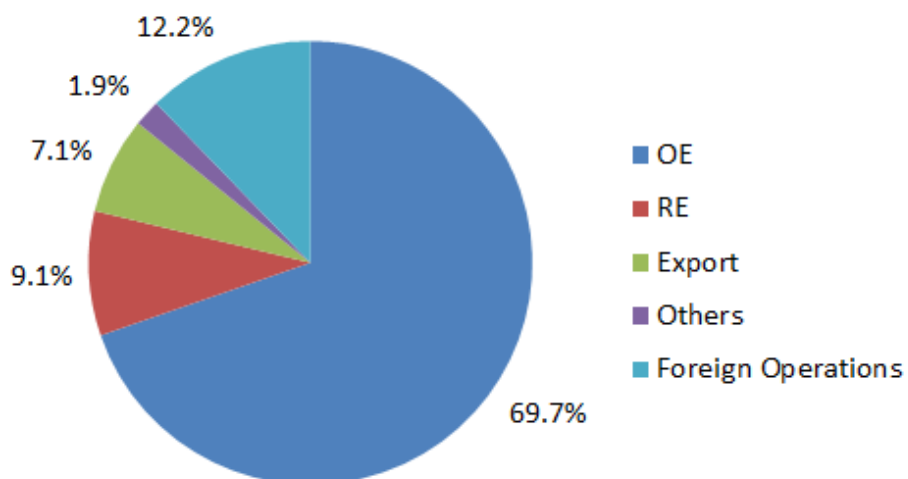
Lower profit (QoQ) mainly due to higher share of associate's loss in Indonesia and payment of import duty by Vietnam operation.

Segmental sales

	Q3 2019	%	Q3 2018	%
OE	268,094	69.7%	219,524	65.4%
RE	34,885	9.1%	34,408	10.2%
Export	27,243	7.1%	30,647	9.1%
Others	7,433	1.9%	12,471	3.7%
Foreign Operations	47,005	12.2%	38,947	11.6%
TOTAL REVENUE	384,660	100%	335,997	100%

Q3 2019

Q3 2018



Increase in revenue due to higher demand from OEMs.

Segmental performance

REVENUE (RM'000)	Q3 2019	Q3 2018	Change
Suspension	17,922	18,697	-4.1%
Interior & Plastics	232,096	176,666	31.4%
Electrical & Heat Exchange	26,520	29,294	-9.5%
Marketing	52,265	58,224	-10.2%
Others	8,852	14,169	-37.5%
Malaysia Operations	337,655	297,050	13.7%
Operations outside Malaysia	47,005	38,947	20.7%
TOTAL REVENUE	384,660	335,997	14.5%

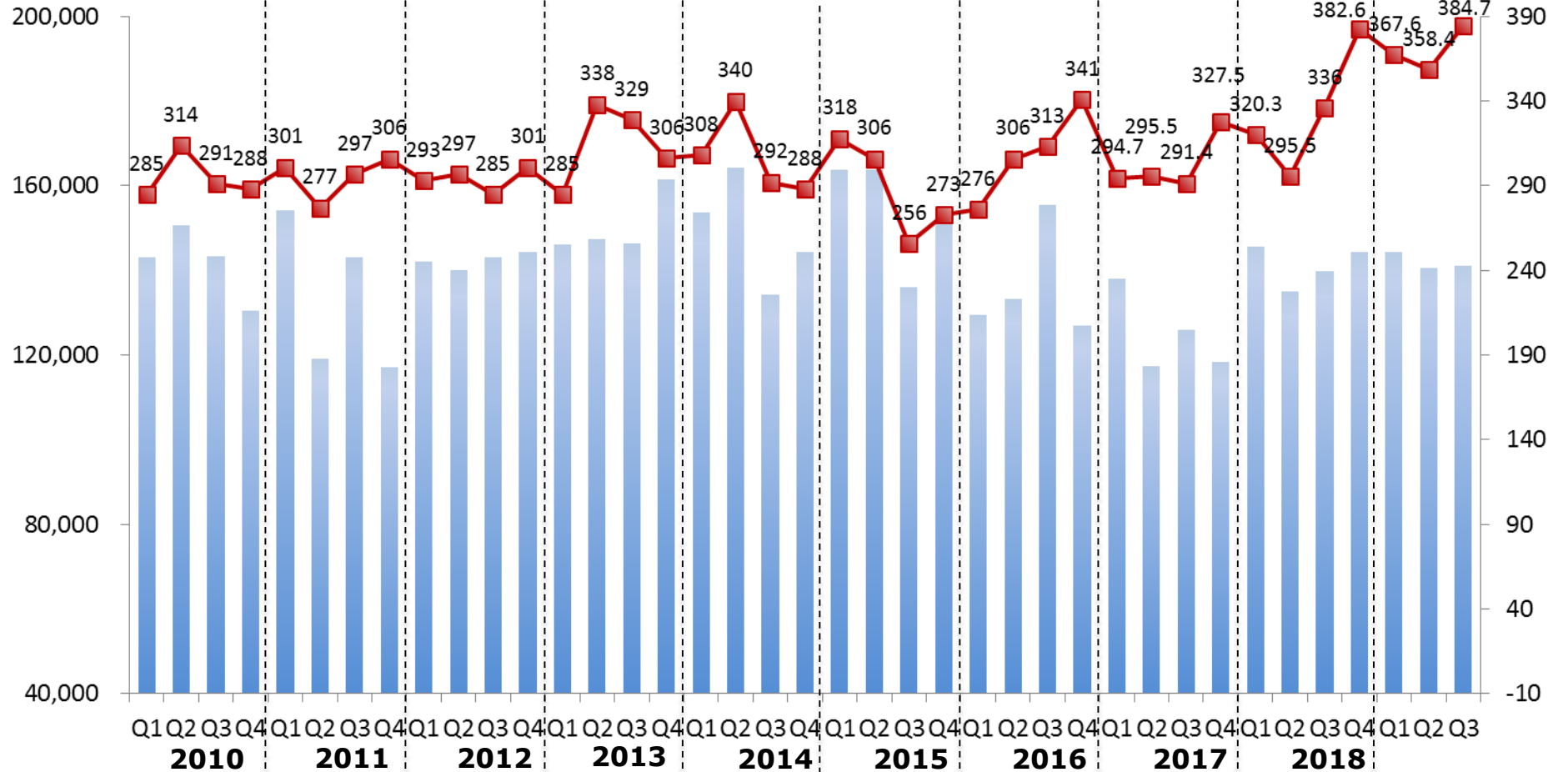
Increase in revenue due to higher demand from OEMs.

3Q19 Operation & Financial Review

Business Update

Production TIV

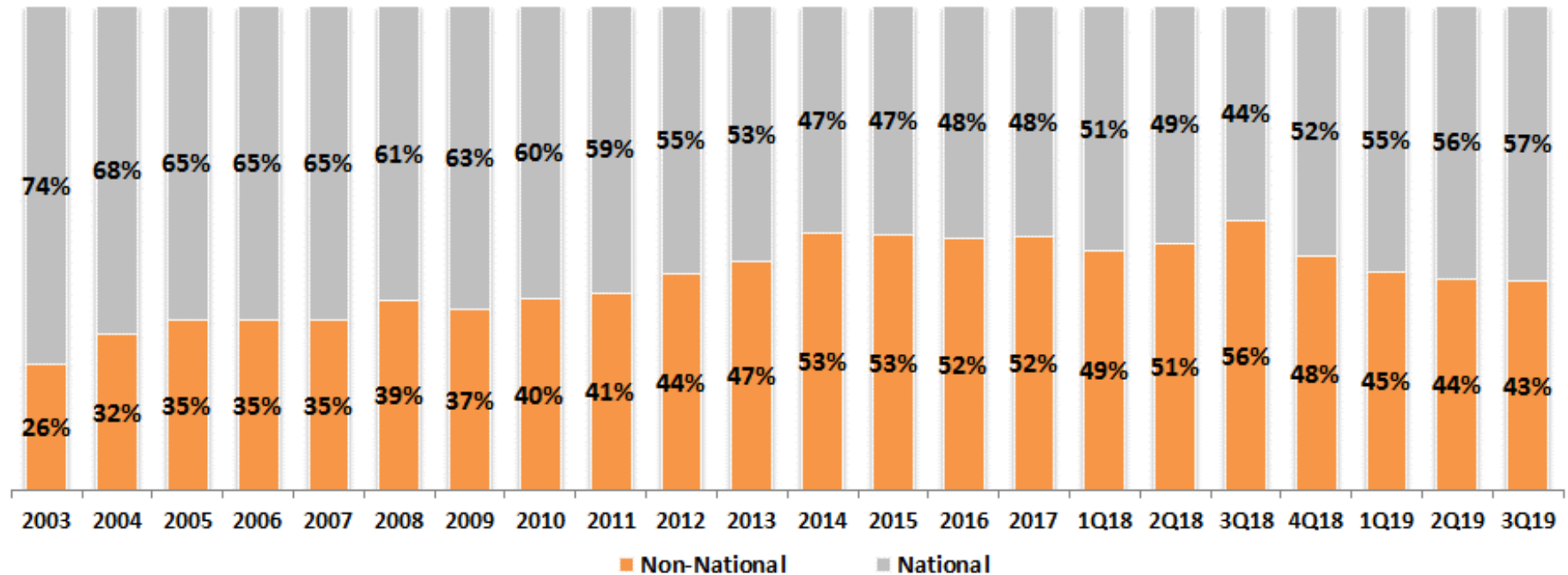
Production TIV



Source: MAA (as for Production TIV)

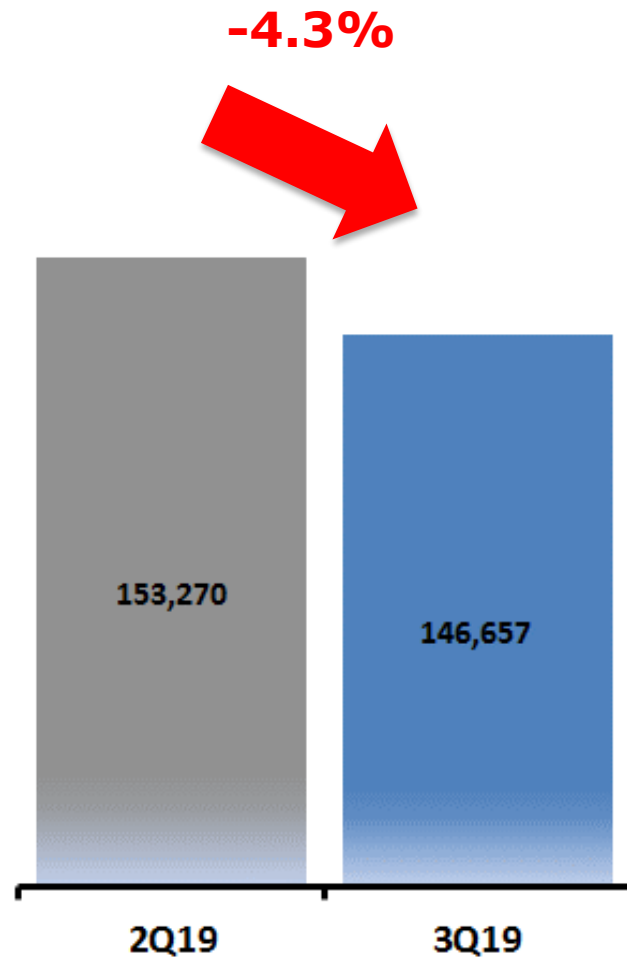
Revenues are holding above RM300million per quarter.

National & Non-national Market Share



National brands regaining market share.

3Q19 TIV



	Q-o-Q %
Perodua	-6.8%
Proton	4.6%

	Q-o-Q %
Toyota	-6.7%
Nissan	1.5%
Honda	-5.5%
Mitsubishi	-9.3%
Isuzu	-8.2%
Mazda	-22.8%

	Q-o-Q %
Ford	11.9%
VW	15.1%
BMW	-5.9%
Mercedes	-19.6%

TIV decreased mainly due to general reduction in demand.

FY19 business update

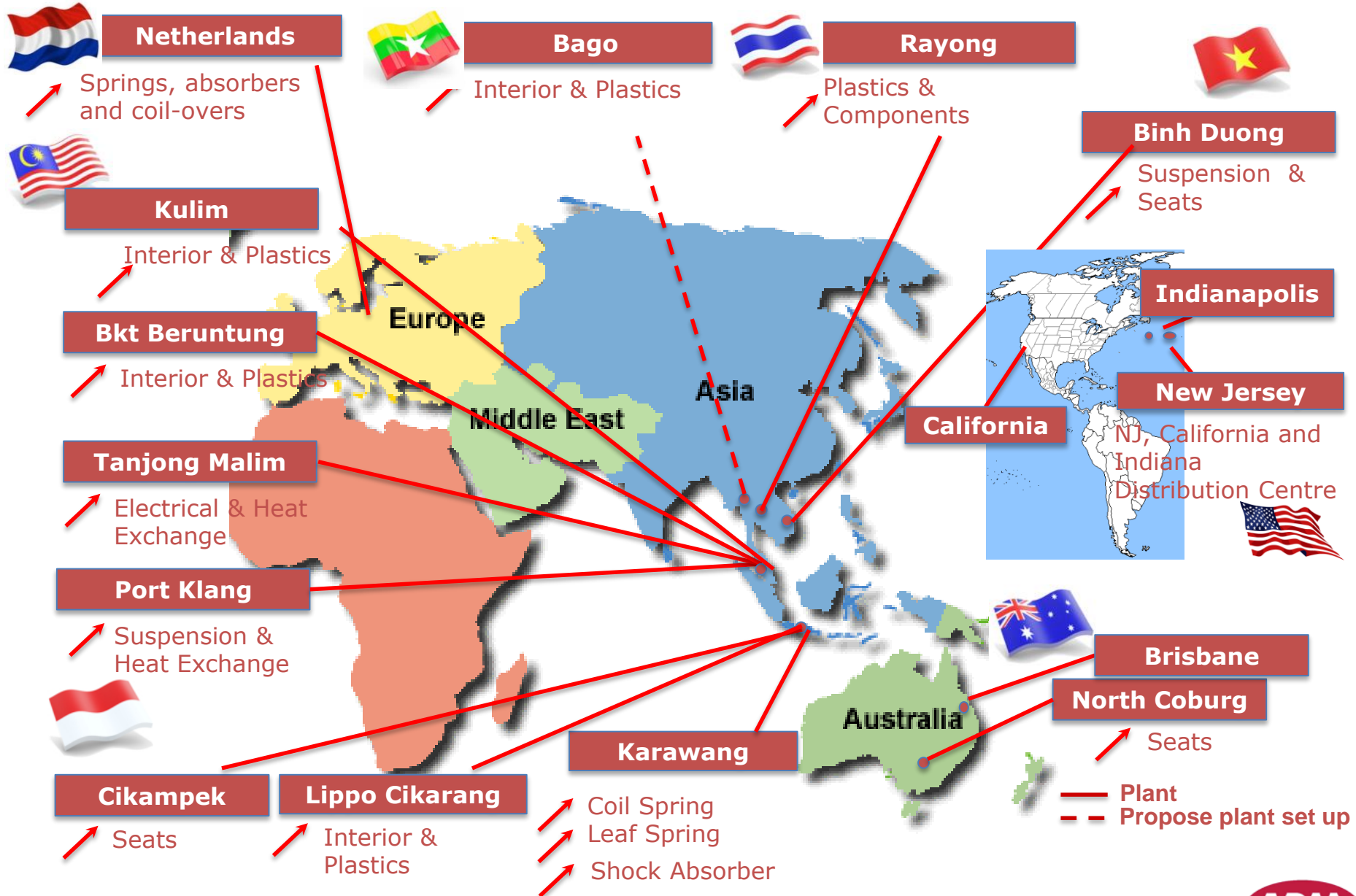
- ❖ 3Q19 TIV 146.7K; -4.3% QoQ mainly due to lower sales post Raya from 2Q19.
- ❖ APM underlying OEM businesses buck the trend due to earlier counter measures.
- ❖ Counter measures include:
 - Expansion of new business - new products / segment
 - Intensify the development of parts for replacement markets
 - 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

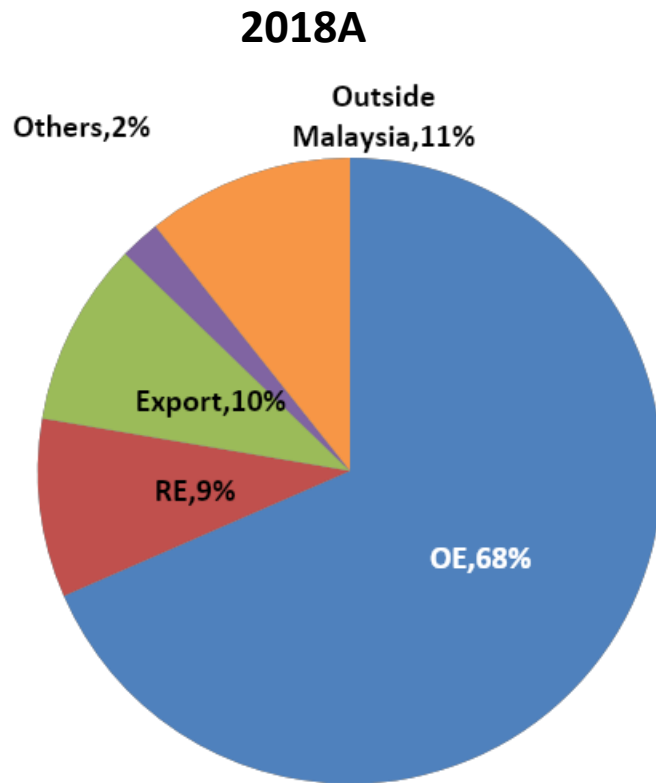
Strategic Purpose	Our Vision		Our Strategy	
Environment	Global Market Review	Asia Pacific Market Review	Malaysia Market Review	
Market Assessment	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
Target Opportunities	Targeted Research			
Growth Opportunities	M&A Opportunities	Tier 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

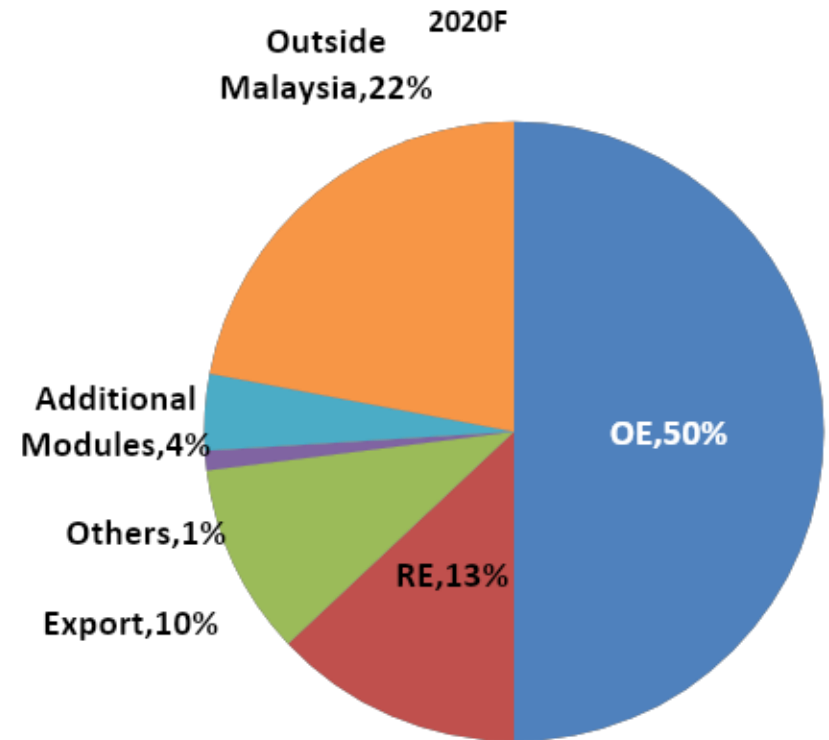
Geographical Diversification



Sales Guidance through Balance & Diversity



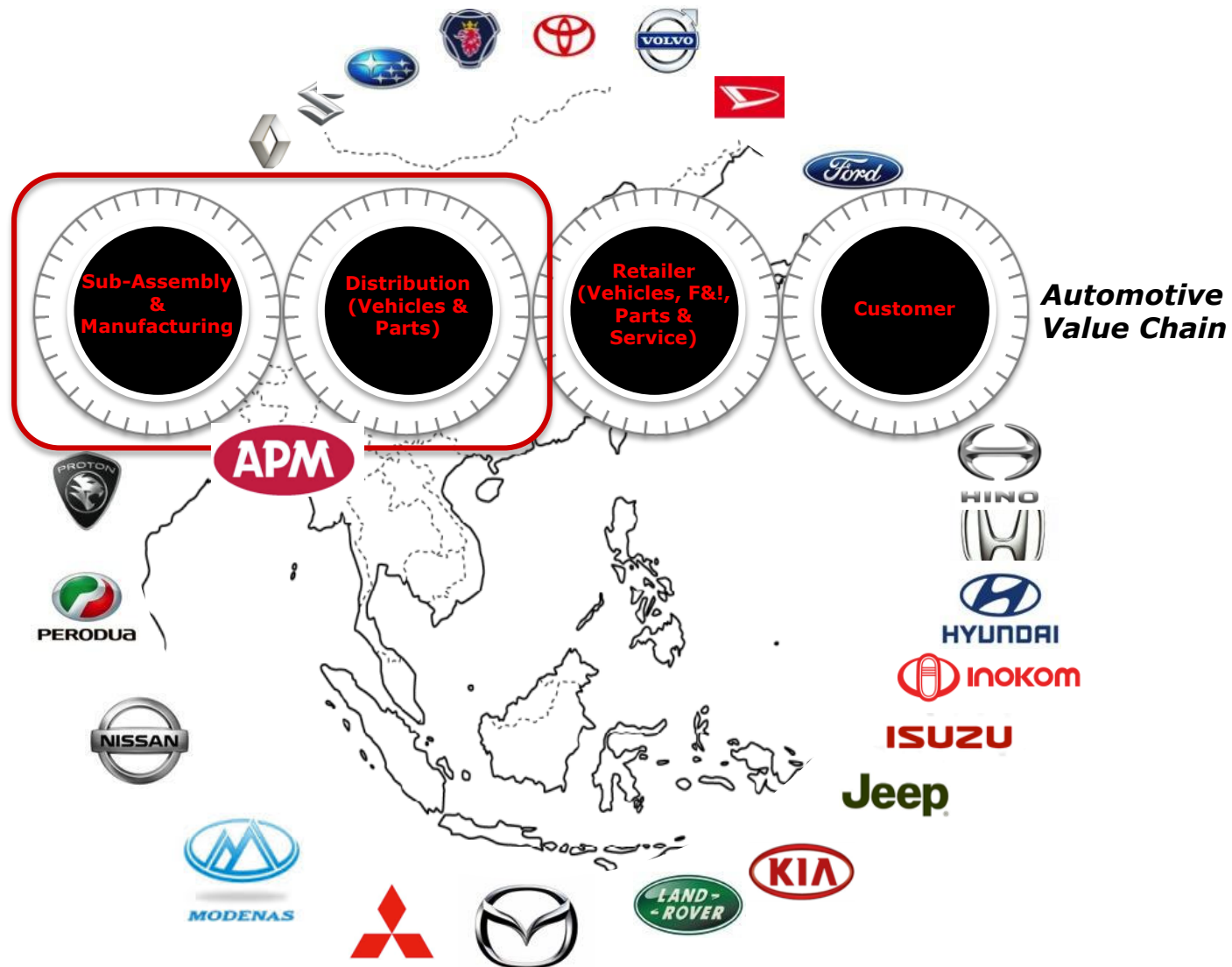
Turnover: RM 1.3b



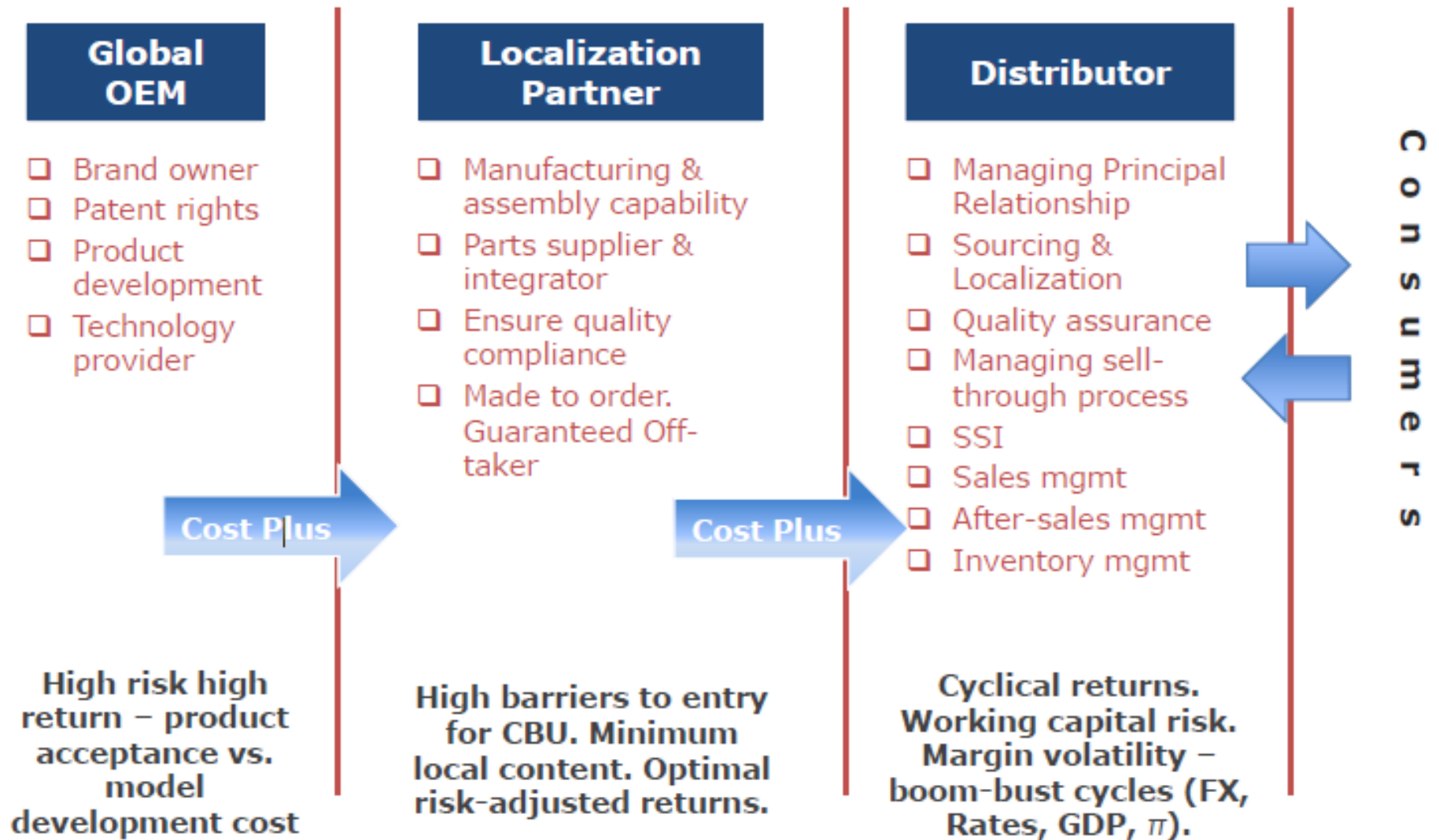
Turnover: RM 2.0b

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

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You