



**APM Automotive Holdings
Berhad**

FY2022 Third-quarter financial results

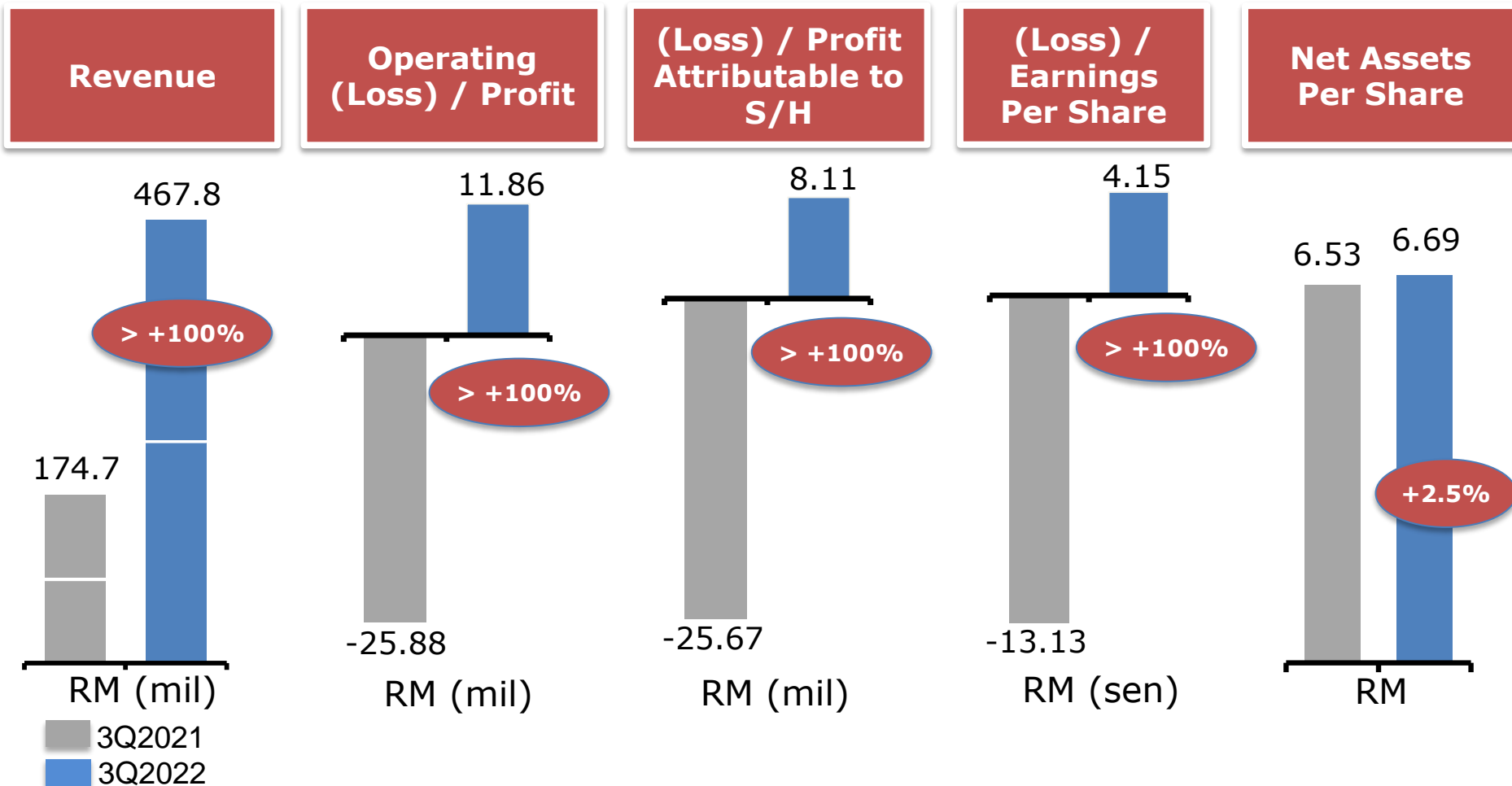
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Key performance indicators



Higher revenue and profitability (YoY) mainly due to the low base effect resulting from the Covid-19 lockdown in the same period of last year.

3Q22 Operation & Financial Review

Business Update

3Q22 Financial review

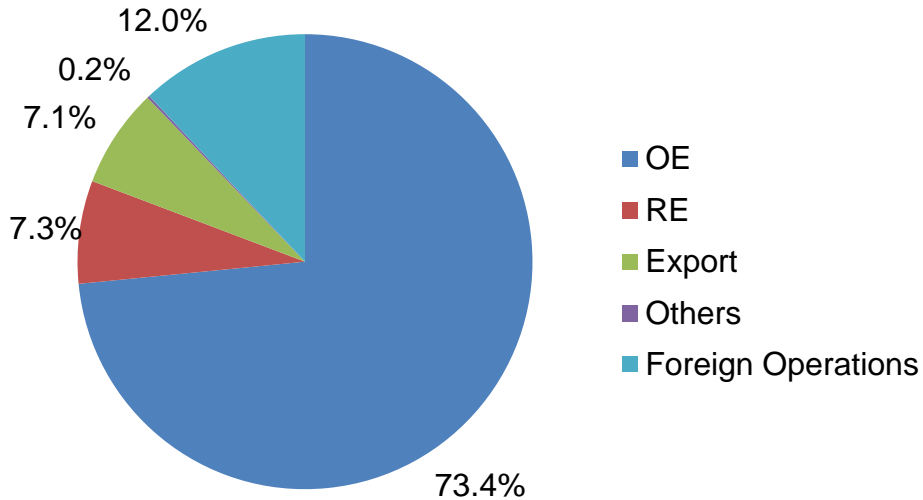
RM'000	3Q22	2Q22	3Q21	QoQ	YoY
				3Q22 vs 2Q22	3Q22 vs 3Q21
Revenue	467,843	397,941	174,686	17.6%	167.8%
Profit / (Loss) before Tax	15,613	8,078	(27,079)	93.3%	157.7%
Net Income / (Loss)	11,862	5,661	(25,290)	109.5%	146.9%
Profit / (Loss) Attributable to Shareholders	8,114	2,976	(25,668)	172.6%	131.6%
Earnings / (Loss) per Share (Sen)	4.15	1.52	(13.13)	173.0%	131.6%
Net Assets per Share	6.69	6.62	6.53	1.1%	2.5%
Return on Equity (Annualised)	1.87%	1.57%	-2.84%		
Net Profit Margin	2.54%	1.42%	-14.48%		

Higher profitability (QoQ) mainly due to the increased orders from OEMs.

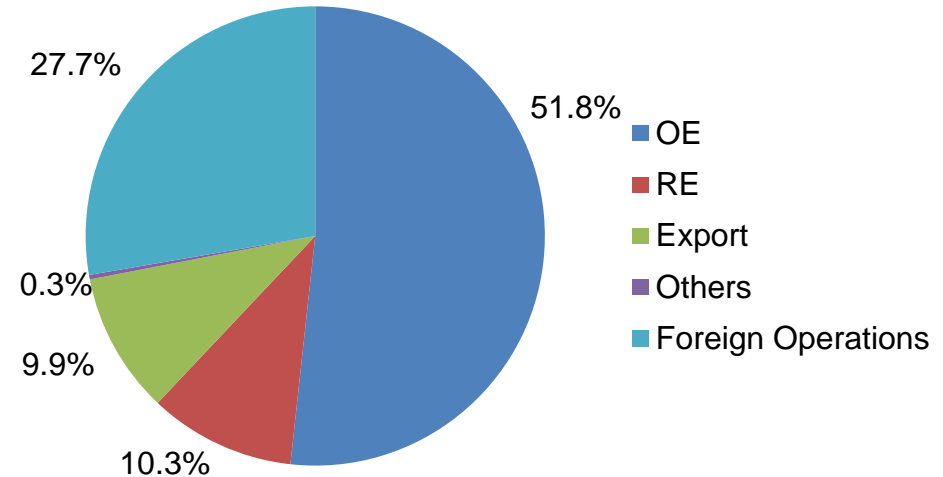
Segmental sales

REVENUE (RM'000)	Q3 2022	%	Q3 2021	%
OE	343,605	73.4%	90,452	51.8%
RE	34,236	7.3%	18,031	10.3%
Export	33,023	7.1%	17,361	9.9%
Others	805	0.2%	550	0.3%
Foreign Operations	56,174	12.0%	48,292	27.7%
TOTAL REVENUE	467,843	100%	174,686	100%

Q3 2022



Q3 2021



Increase in revenue mainly driven by higher OEM demands from both domestic and international markets.

Segmental performance

REVENUE (RM'000)	Q3 2022	Q3 2021	Change
Suspension	21,738	7,563	187.4%
Interior & Plastics	297,032	75,223	294.9%
Electrical & Heat Exchange	27,107	8,072	235.8%
Marketing	63,888	34,042	87.7%
Others	1,904	1,494	27.4%
Malaysia Operations	411,669	126,394	225.7%
Operations outside Malaysia	56,174	48,292	16.3%
TOTAL REVENUE	467,843	174,686	167.8%

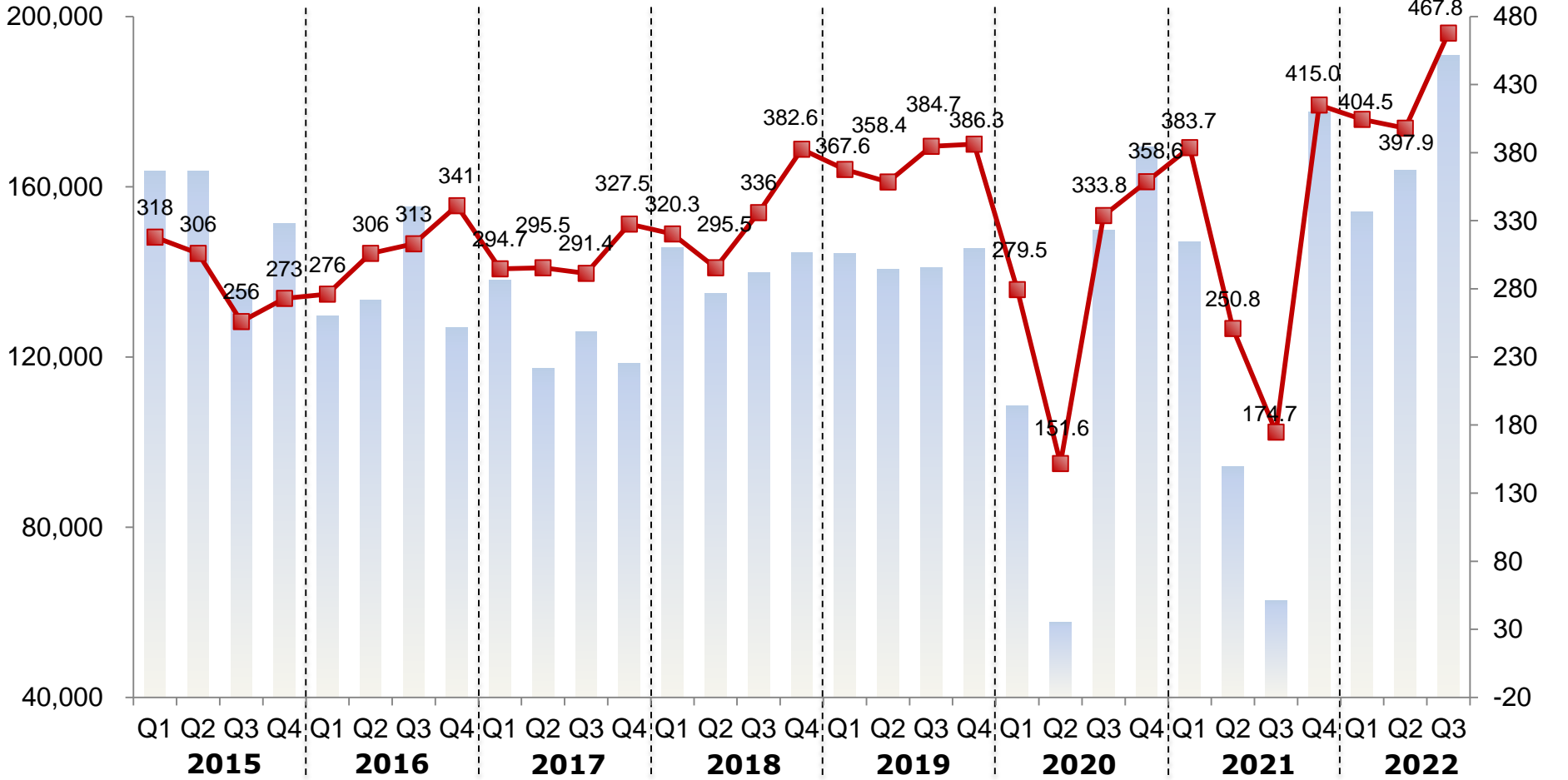
Sales continued to improve across all segments. Higher revenue from Foreign Operations (YoY) attributable to better sales performance achieved by Indonesia and Vietnam Operations.

3Q22 Operation & Financial Review

Business Update

Production TIV

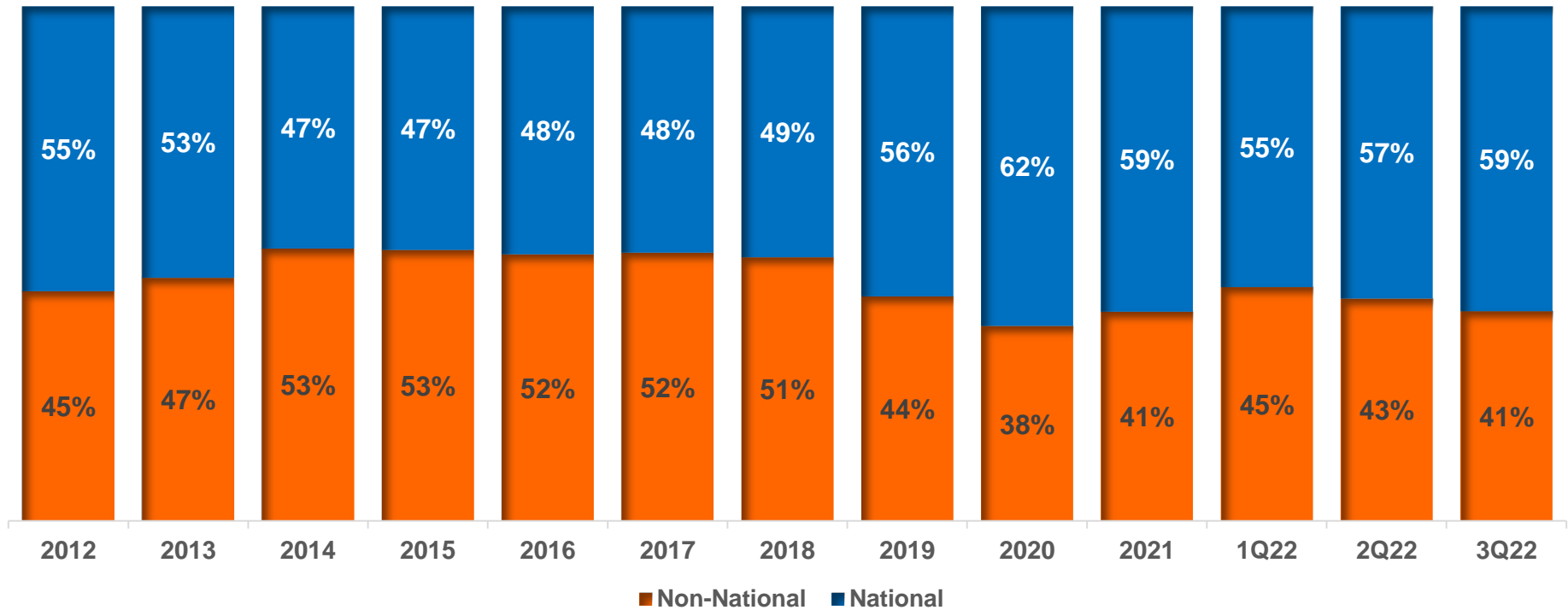
Production TIV



Source: MAA (as for Production TIV)

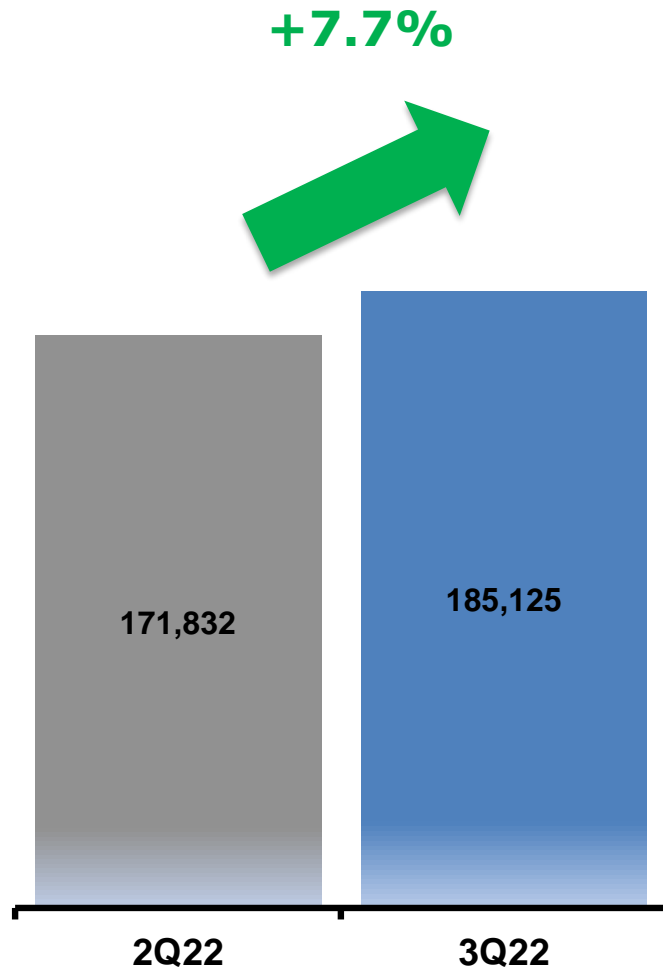
Revenue increased in tandem with higher TIP mainly due to the pent-up demand of new vehicles and sales tax exemption.

National & Non-national Market Share



National brands regaining market share.

3Q22 TIV



	Q-o-Q %
Perodua	5.0%
Proton	27.7%

	Q-o-Q %
Toyota	6.5%
Honda	6.7%
Nissan	-20.0%
Mitsubishi	-8.2%
Isuzu	21.4%
Mazda	-4.1%

	Q-o-Q %
Ford	-26.4%
VW	-3.5%
BMW	-8.8%

Higher TIV was recorded during the quarter.

FY22 business update

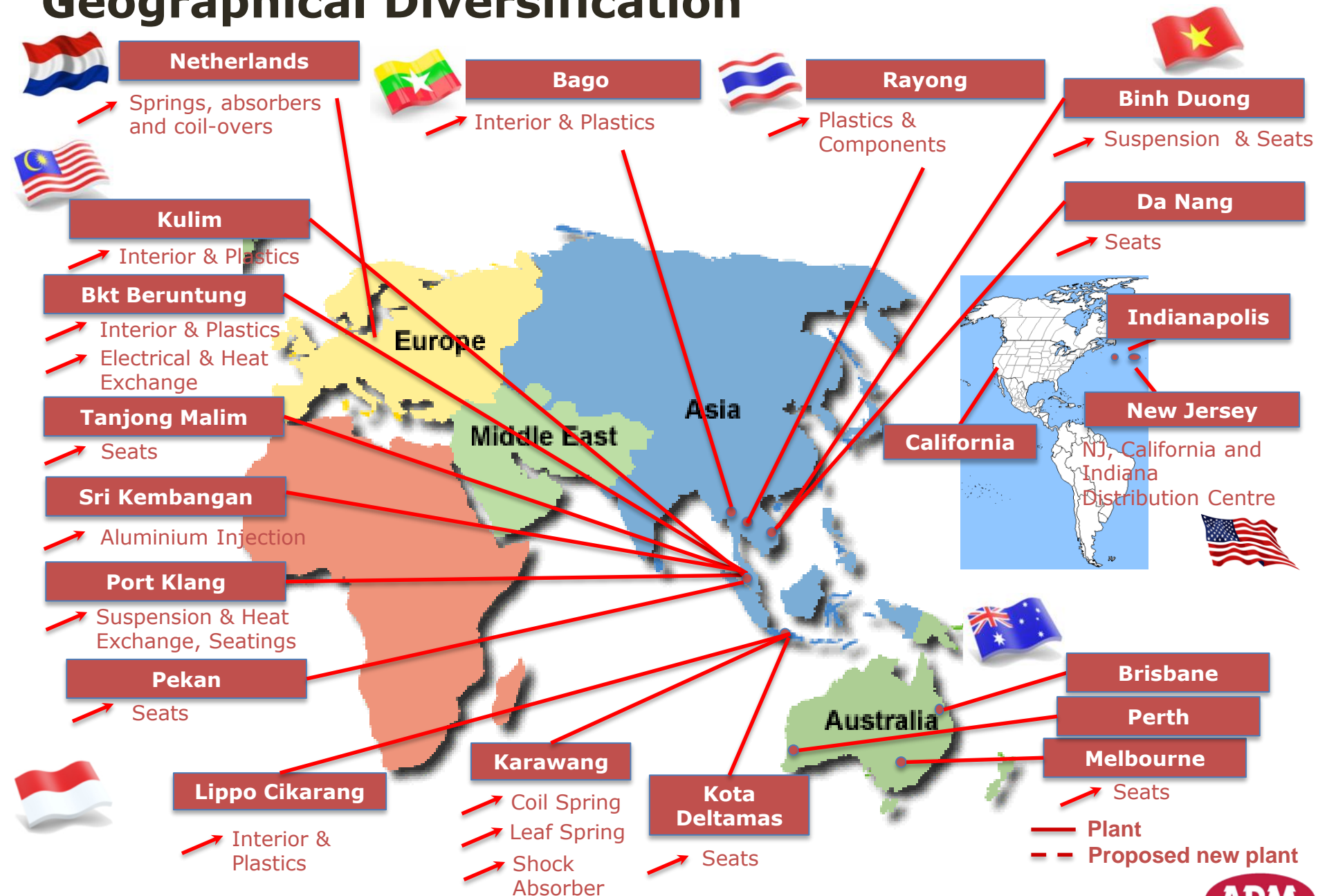
- ❖ 3Q22 TIV 185.1K; +7.7% QoQ due to strong order books from domestic market.
- ❖ On 15th August 2022, the Group had completed the issuance of RM50 million of Islamic Medium Term Notes and the proceeds would be utilised for working capital requirements.
- ❖ On 25th August 2022, PT. APM Mekar Armada Investama (an indirect subsidiary of the Group) and Highly Marelli Holdings Co., Limited established a joint venture company in Indonesia to undertake the business related to heating, ventilation and air-conditioning products.
- ❖ To mitigate the rising cost of doing business, the Group will undertake some measures including:
 - selling price adjustments;
 - automate and mechanise its production processes;
 - relocation of certain processes to the Group's overseas operation;
 - expand its supplier base and explore alternative sourcing.
- ❖ The Group will continue to manage its businesses prudently and maintain its focus on long terms strategies for business sustainability as well as will explore feasible mergers, acquisitions, strategic partnerships, joint ventures and alliances.

M&A Opportunities

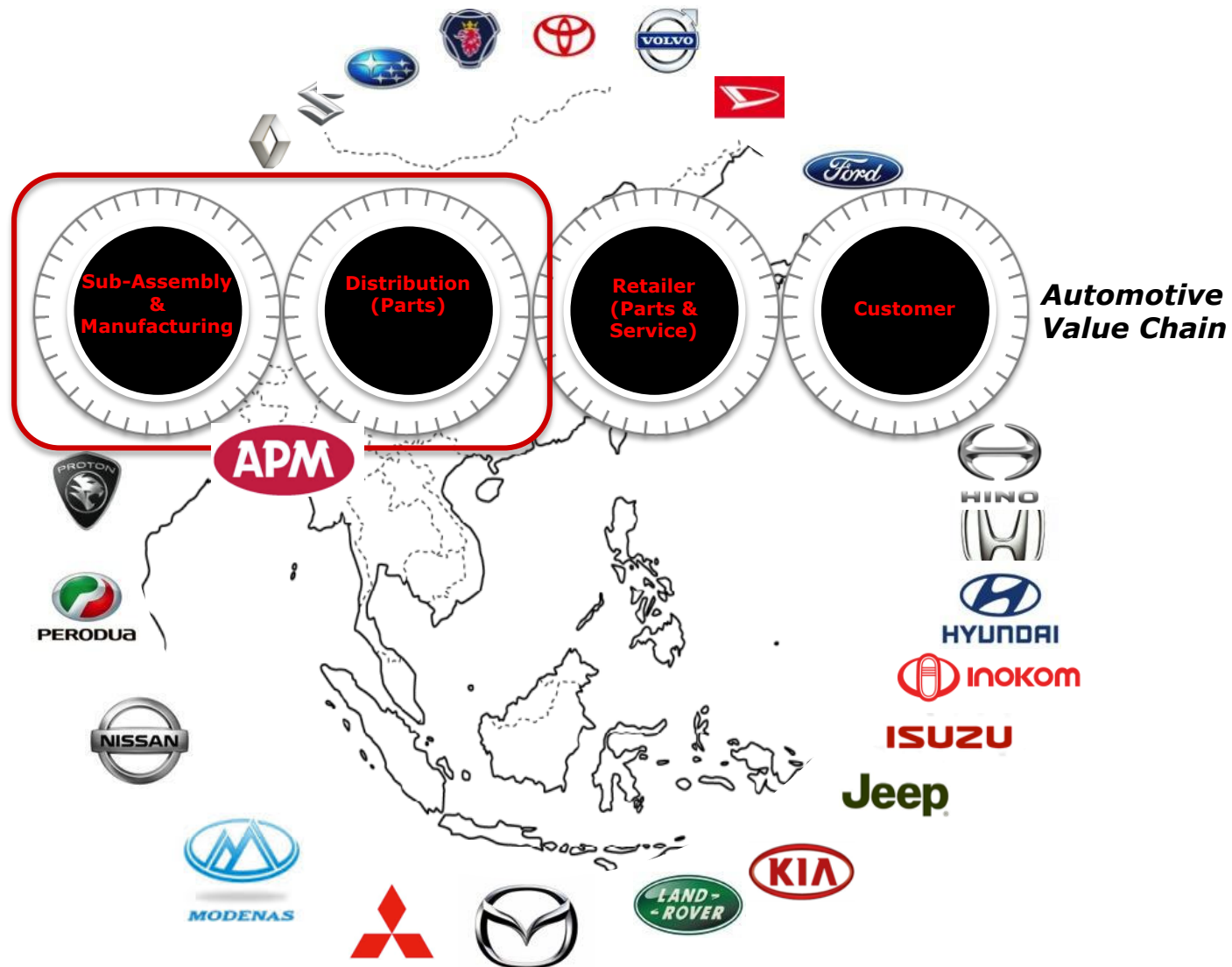
Strategic Purpose	Our Vision		Our Strategy	
Environment	Global Market Review	Asia Pacific Market Review	Malaysia Market Review	
Market Assessment	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
Target Opportunities	Targeted Research			
Growth Opportunities	M&A Opportunities	Tier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

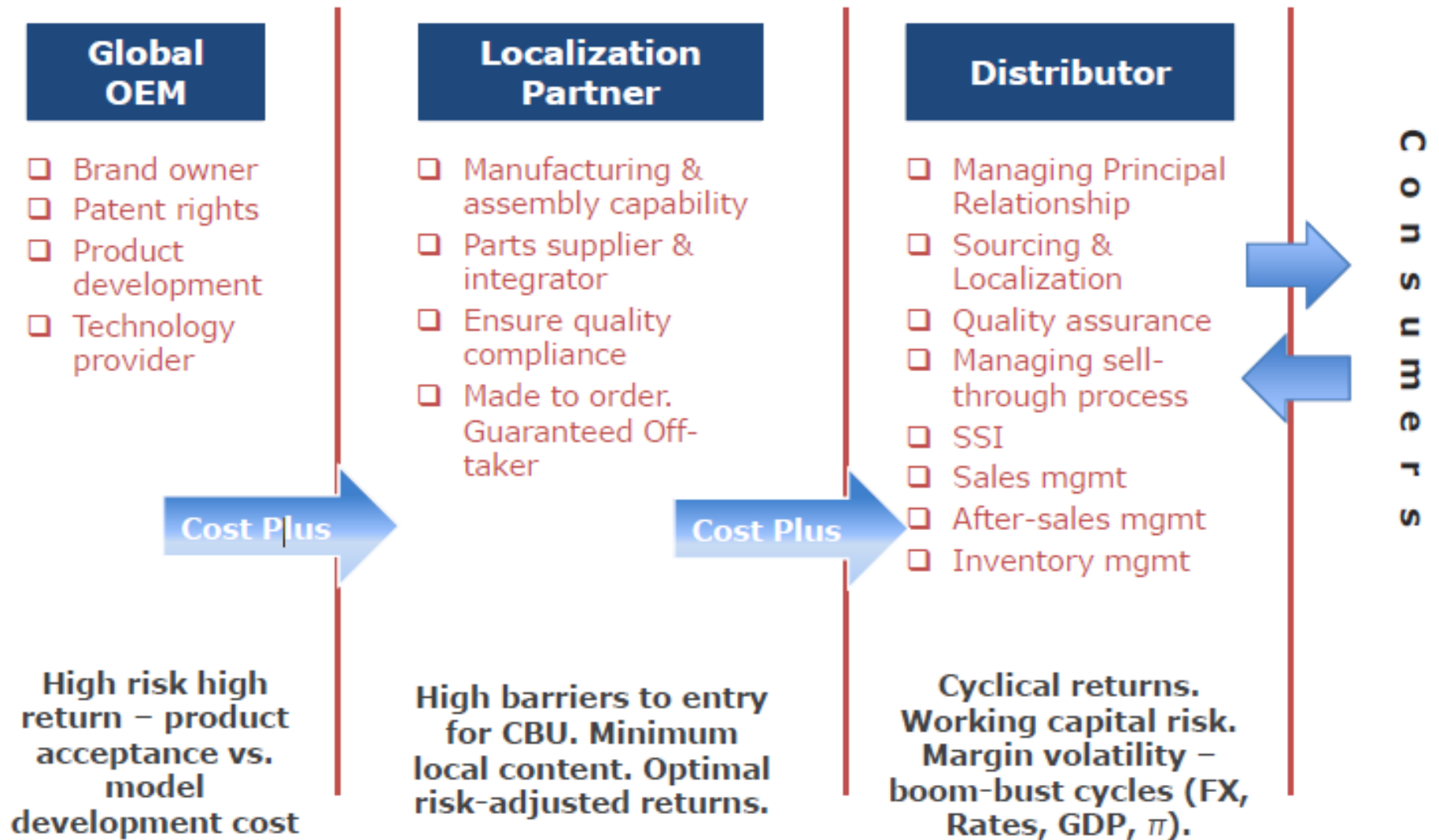
Geographical Diversification



Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You