



**APM Automotive Holdings  
Berhad**

# **FY2023 Third-quarter financial results**

## **CAUTION & DISCLAIMER**

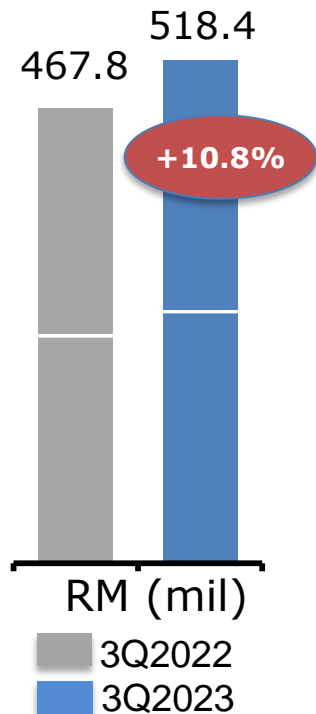
The information in this presentation is intended to provide a general and concise outlook on APM Automotive Holdings Berhad ("APM"). It is subject to change without notice and APM makes no representation and assumes no responsibility or liability for its the accuracy, fitness for purpose or completeness.

This presentation is not a substitute for proper professional advice and past performance is not necessarily indicative of future results. Those intending to rely or act on this presentation or invest in APM ("Investors") are encouraged to seek independent professional advice before doing so as all investments carry risks and investment decisions of an Investor remain the specific responsibility of that Investor.

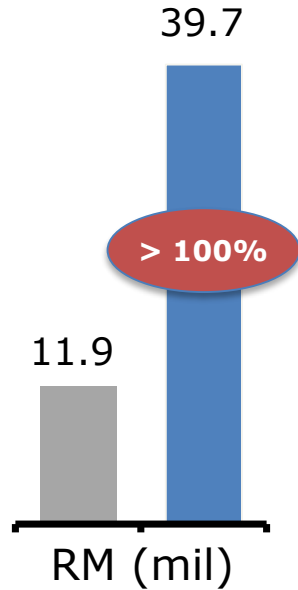
Statement or comments contained in this presentation that are not historical facts such as projections, forecast, and estimates are forward-looking statements that reflect our plans and expectations. Risks such as changes to economic conditions, market trends, political landscapes, currency exchange rates, labour practices, laws, policies, regulations and other supervening events beyond APM's control or anticipation could affect the outcome of these forward-looking statements. Investors should therefore not place undue reliance on these forward-looking statements and APM undertakes no obligation to update any forward-looking statements to conform to actual results or changes in its expectations, unless required by applicable law.

# Key performance indicators

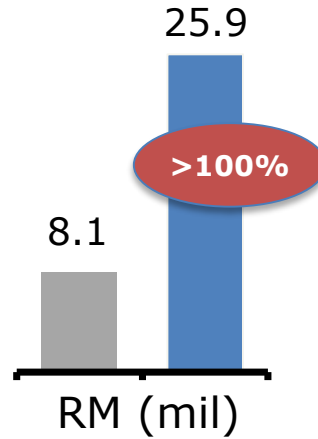
## Revenue



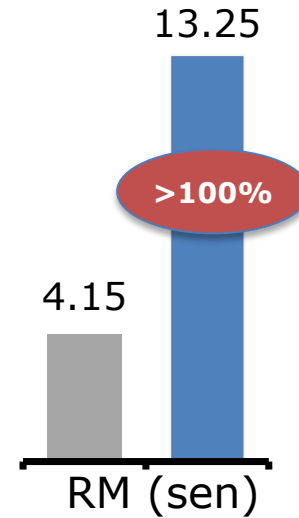
## Operating Profit



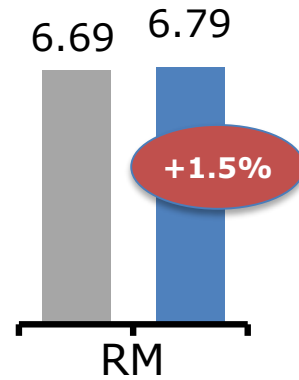
## Profit Attributable to S/H



## Earnings Per Share



## Net Assets Per Share



**Higher revenue (YoY) mainly due to increase in OEM sales as a result of high backorder bookings and new model launches.**

# **3Q23 Operation & Financial Review**

## **Business Update**

# 3Q23 Financial review

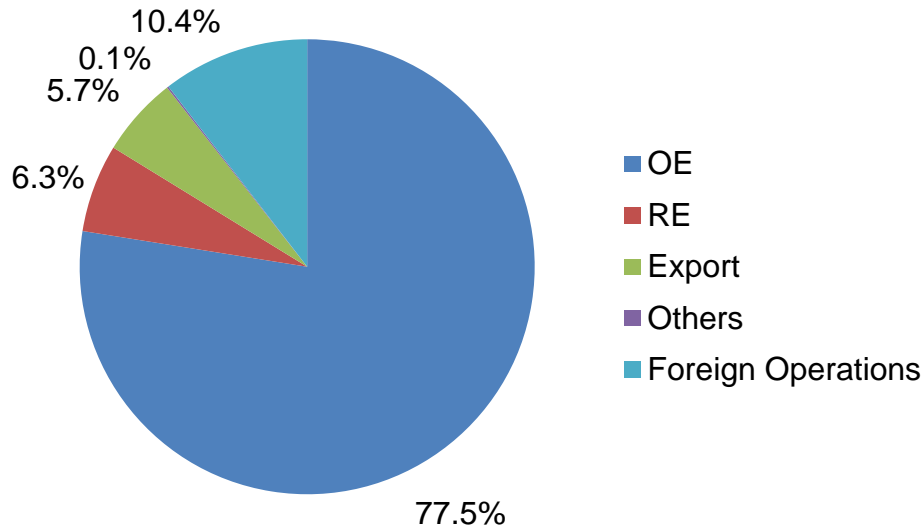
RM'000	3Q23	2Q23	3Q22	QoQ	YoY
				3Q23 vs 2Q23	3Q23 vs 3Q22
Revenue	518,449	430,420	467,843	20.5%	10.8%
Profit before Tax	42,379	8,241	15,613	> 100%	> 100%
Net Income	34,513	5,294	11,862	> 100%	> 100%
Profit Attributable to Shareholders	25,905	2,804	8,114	> 100%	> 100%
Earnings per Share (Sen)	13.25	1.43	4.15	> 100%	> 100%
Net Assets per Share (RM)	6.79	6.68	6.69	1.6%	1.5%
Return on Equity (Annualised)	3.91%	1.92%	1.87%		
Net Profit Margin	6.66%	1.23%	2.54%		

**Near two-fold increase in profit (YoY) mainly due to price adjustment for certain products and the recovery of tooling cost.**

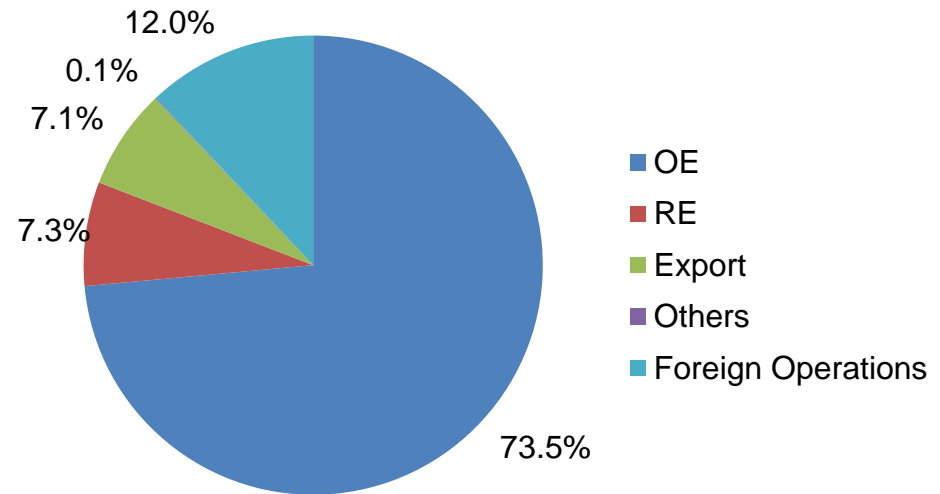
# Segmental sales

REVENUE (RM'000)	Q3 2023	%	Q3 2022	%
OE	401,859	77.5%	343,706	73.5%
RE	32,443	6.3%	34,236	7.3%
Export	29,353	5.7%	33,023	7.1%
Others	636	0.1%	704	0.1%
Foreign Operations	54,158	10.4%	56,174	12.0%
<b>TOTAL REVENUE</b>	<b>518,449</b>	<b>100%</b>	<b>467,843</b>	<b>100%</b>

**Q3 2023**



**Q3 2022**



**Domestic OEM sales performance continued to perform well.**

# Segmental performance

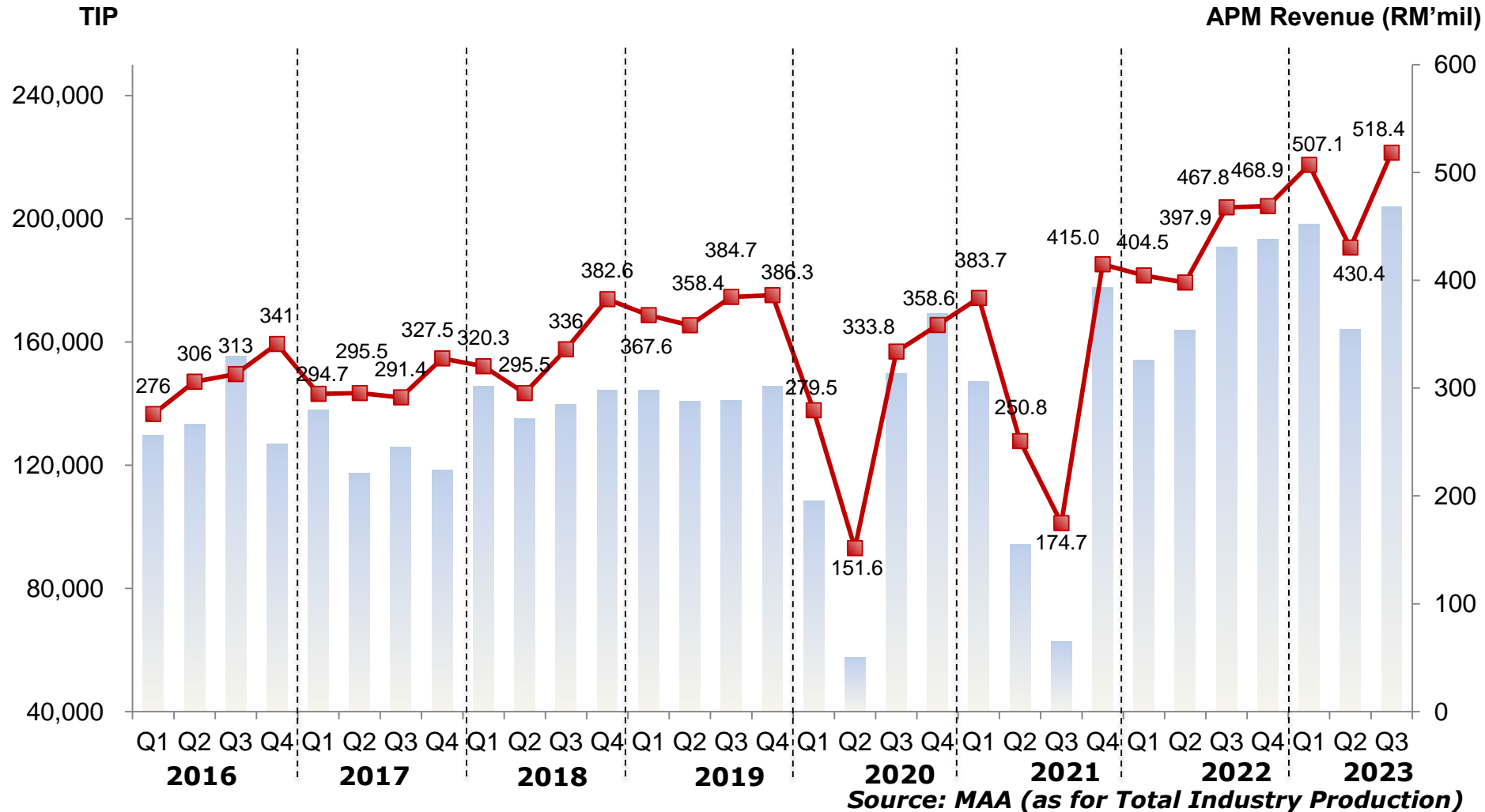
REVENUE (RM'000)	Q3 2023	Q3 2022	Change
Suspension	23,337	21,738	7.4%
Interior & Plastics	350,111	297,032	17.9%
Electrical & Heat Exchange	30,642	27,107	13.0%
Marketing	57,807	63,888	-9.5%
Others	2,394	1,904	25.7%
<b>Malaysia Operations</b>	<b>464,291</b>	<b>411,669</b>	<b>12.8%</b>
<b>Operations outside Malaysia</b>	<b>54,158</b>	<b>56,174</b>	<b>-3.6%</b>
<b>TOTAL REVENUE</b>	<b>518,449</b>	<b>467,843</b>	<b>10.8%</b>

**Higher revenue (YoY) attributable to strong OEM demand from Interior & Plastics division.**

# 3Q23 Operation & Financial Review

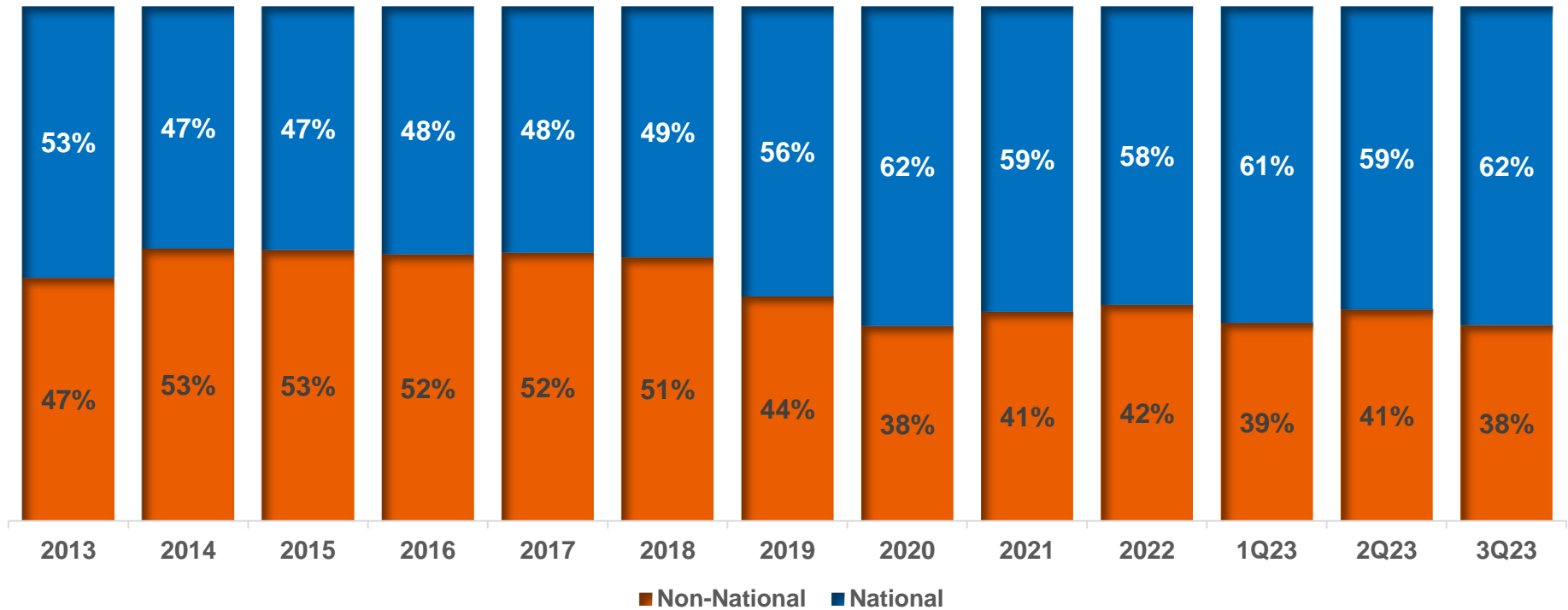
## Business Update

# Total Industry Production



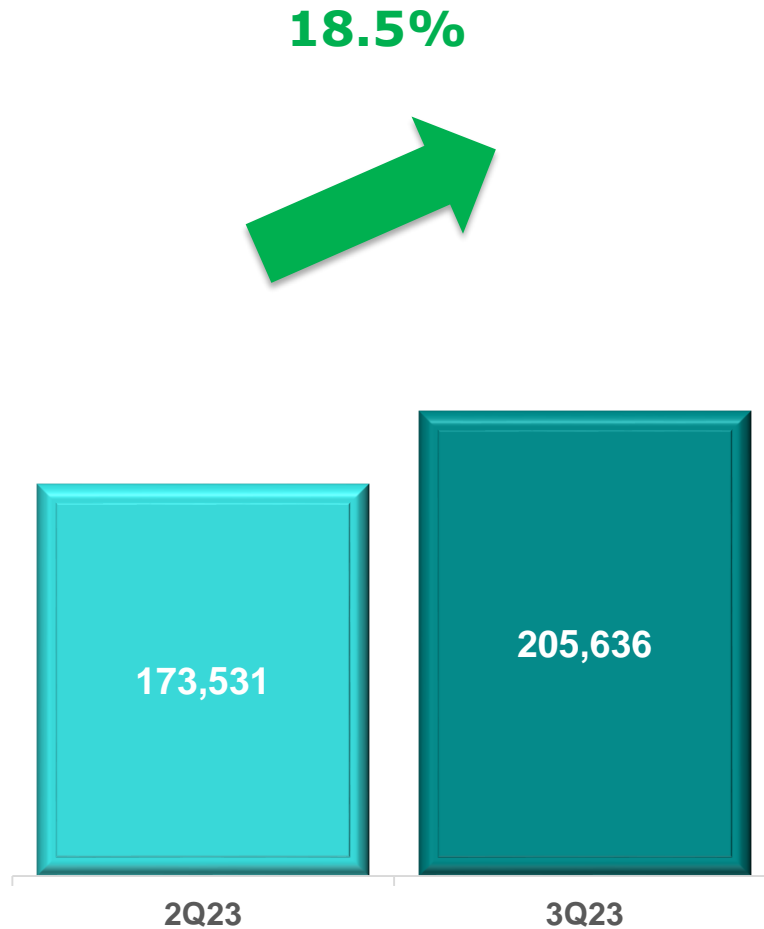
**Increase in revenue in tandem with higher TIP during the quarter.**

# National & Non-national Market Share



**National brands regaining market share.**

# 3Q23 TIV



	Q-o-Q %
Perodua	33.9%
Proton	7.3%

	Q-o-Q %
Toyota	17.9%
Honda	25.1%
Nissan	-4.6%
Mitsubishi	-16.3%
Isuzu	-9.4%
Mazda	-0.4%

	Q-o-Q %
Ford	17.8%
VW	-28.2%
BMW	-15.6%

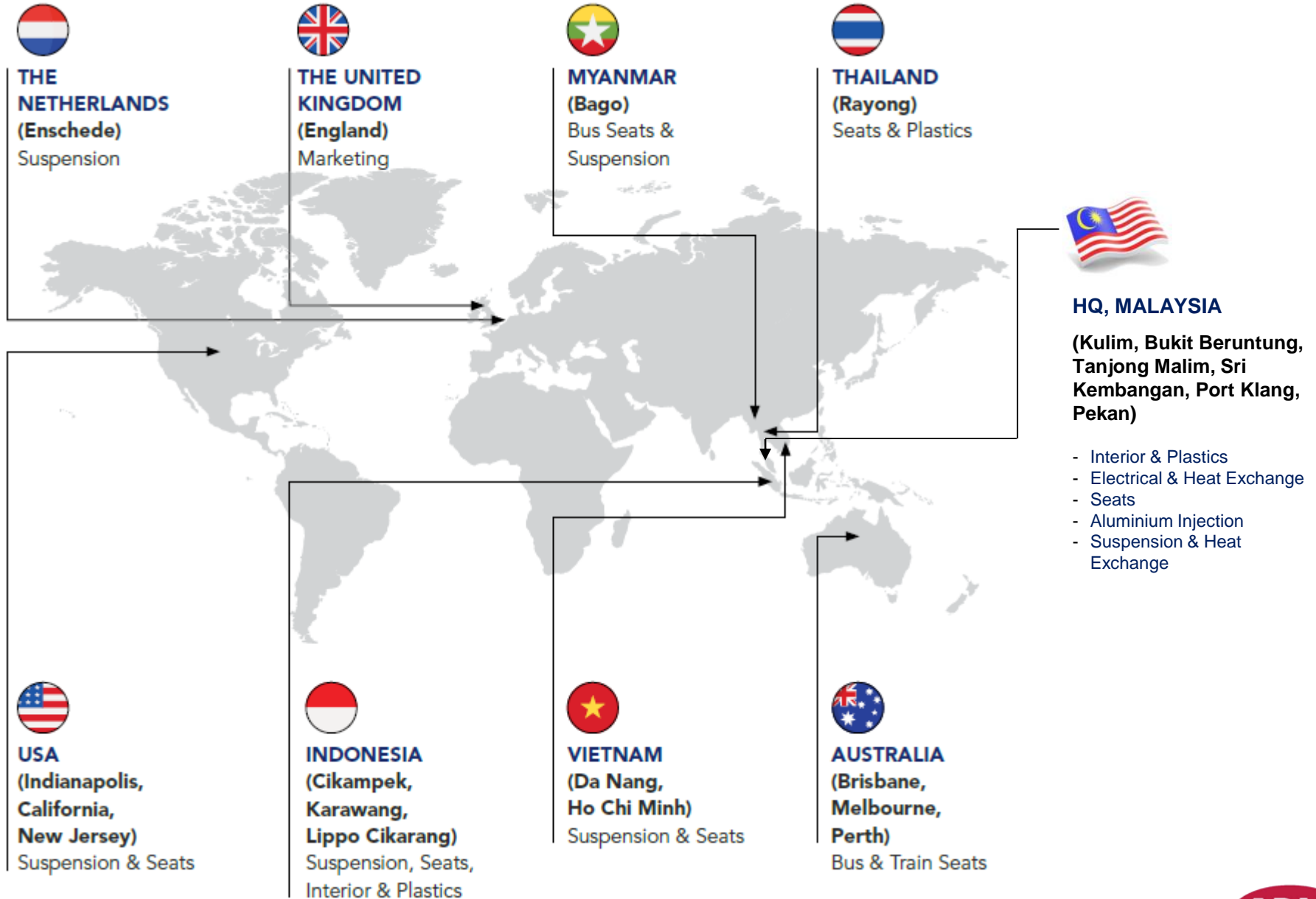
**Higher TIV was recorded during the quarter.**

# FY23 business update

- ❖ Highest TIP over the years driven by the upward momentum in TIV, which is supported by the high backorder bookings, automotive supply chain eased and new model launches.
- ❖ 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