



**APM Automotive Holdings  
Berhad**

# **FY2024 Third-quarter financial results**

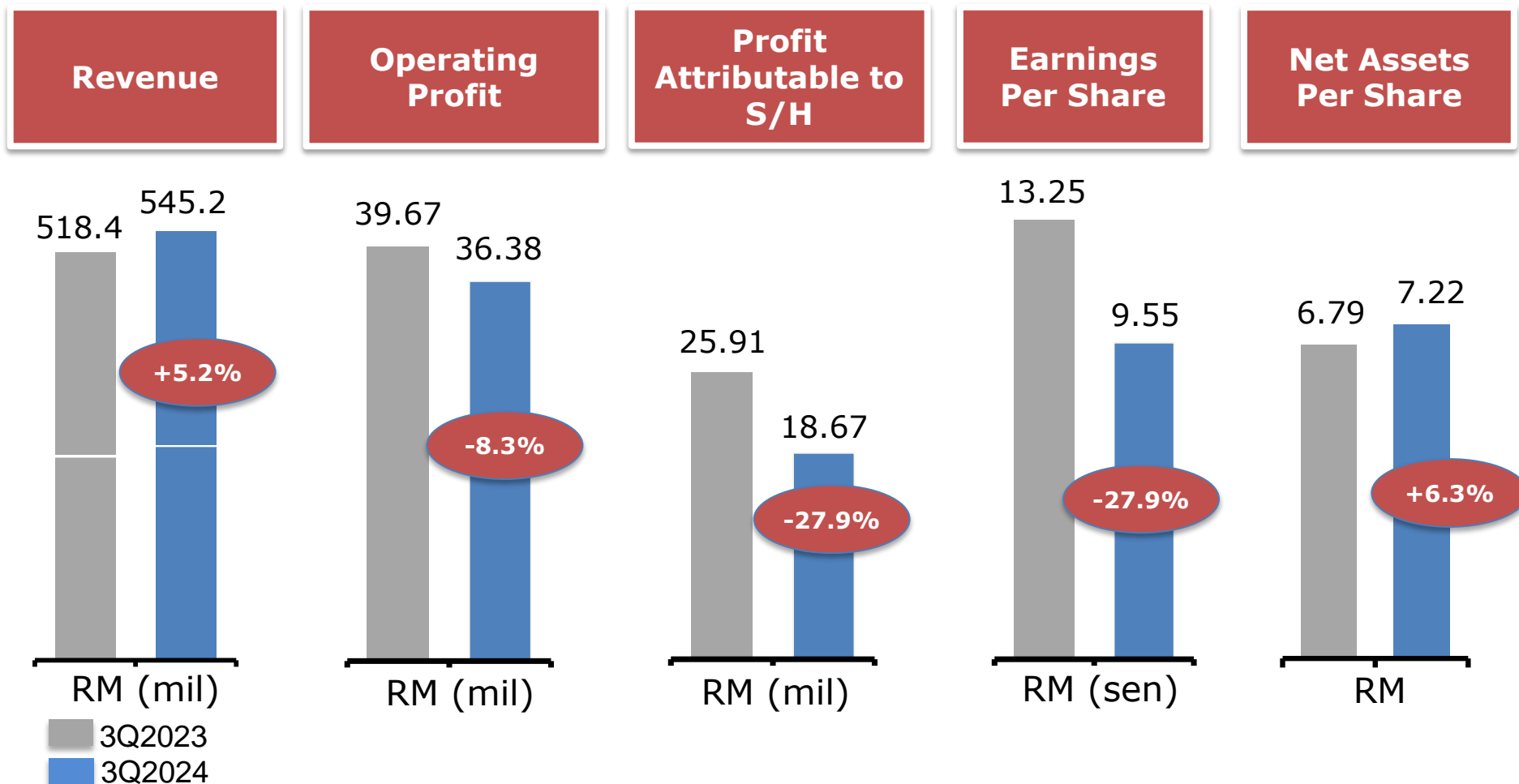
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# Key performance indicators



**Decrease in profit (YoY) mainly due to unrealised forex losses arising from trade receivables balance following the strengthening of Malaysia Ringgit.**

# 3Q24 Operation & Financial Review

## Business Update

# 3Q24 Financial review

RM'000	3Q24	2Q24	3Q23	QoQ	YoY
				3Q24 vs 2Q24	3Q24 vs 3Q23
Revenue	545,194	453,649	518,449	20.2%	5.2%
Profit before Tax	38,123	25,002	42,379	52.5%	-10.0%
Net Income	26,419	16,880	34,513	56.5%	-23.5%
Profit Attributable to Shareholders	18,668	9,790	25,905	90.7%	-27.9%
Earnings per Share (Sen)	9.55	5.01	13.25	90.6%	-27.9%
Net Assets per Share (RM)	7.22	7.30	6.79	-1.1%	6.3%
Return on Equity (Annualised)	4.57%	4.20%	3.91%		
Net Profit Margin	4.85%	3.72%	6.66%		
Dividend per Share (Sen)	-	10.00	-		

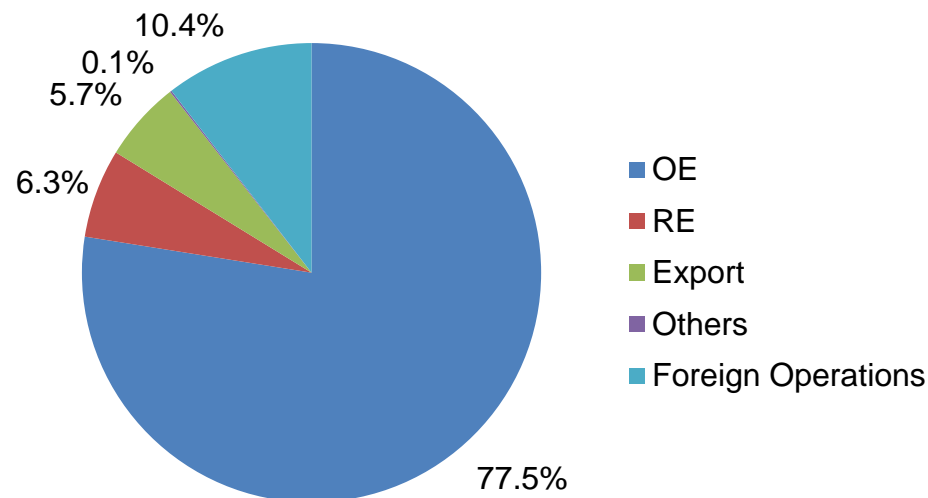
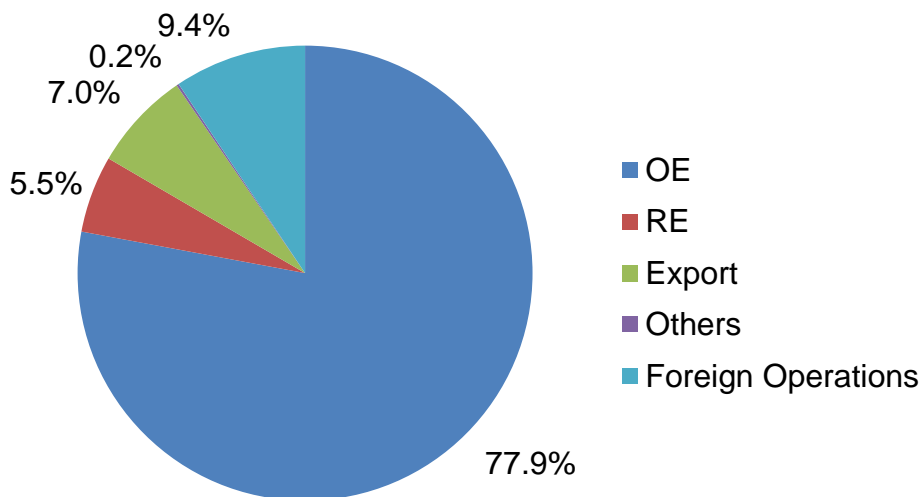
**Increase in revenue (QoQ) mainly due to prolonged festive holidays in Malaysia and Indonesia in Q2'24 and commencement of supply for new OEM models since last quarter.**

# Segmental sales

REVENUE (RM'000)	Q3 2024	%	Q3 2023	%
OE	424,845	77.9%	401,859	77.5%
RE	29,864	5.5%	32,443	6.3%
Export	38,418	7.0%	29,353	5.7%
Others	907	0.2%	636	0.1%
Foreign Operations	51,160	9.4%	54,158	10.4%
<b>TOTAL REVENUE</b>	<b>545,194</b>	<b>100%</b>	<b>518,449</b>	<b>100%</b>

Q3 2024

Q3 2023



**Higher sales recorded in Q3'24 was largely driven by the OEM segment, following commencement of supply for certain new models launched in Malaysia and growth in export sales.**

# Segmental performance

REVENUE (RM'000)	Q3 2024	Q3 2023 *Re-presented	Change
Suspension	21,198	23,337	-9.2%
Interior & Plastics	378,196	350,111	8.0%
Electrical & Heat Exchange	30,542	32,643	-6.4%
Marketing	63,668	57,807	10.1%
Others	430	393	9.4%
<b>Malaysia Operations</b>	<b>494,034</b>	<b>464,291</b>	<b>6.4%</b>
<b>Operations outside Malaysia</b>	<b>51,160</b>	<b>54,158</b>	<b>-5.5%</b>
<b>TOTAL REVENUE</b>	<b>545,194</b>	<b>518,449</b>	<b>5.2%</b>

*Note: Aluminium business had been reclassified from Others to E&HE Division starting from the year 2024.*

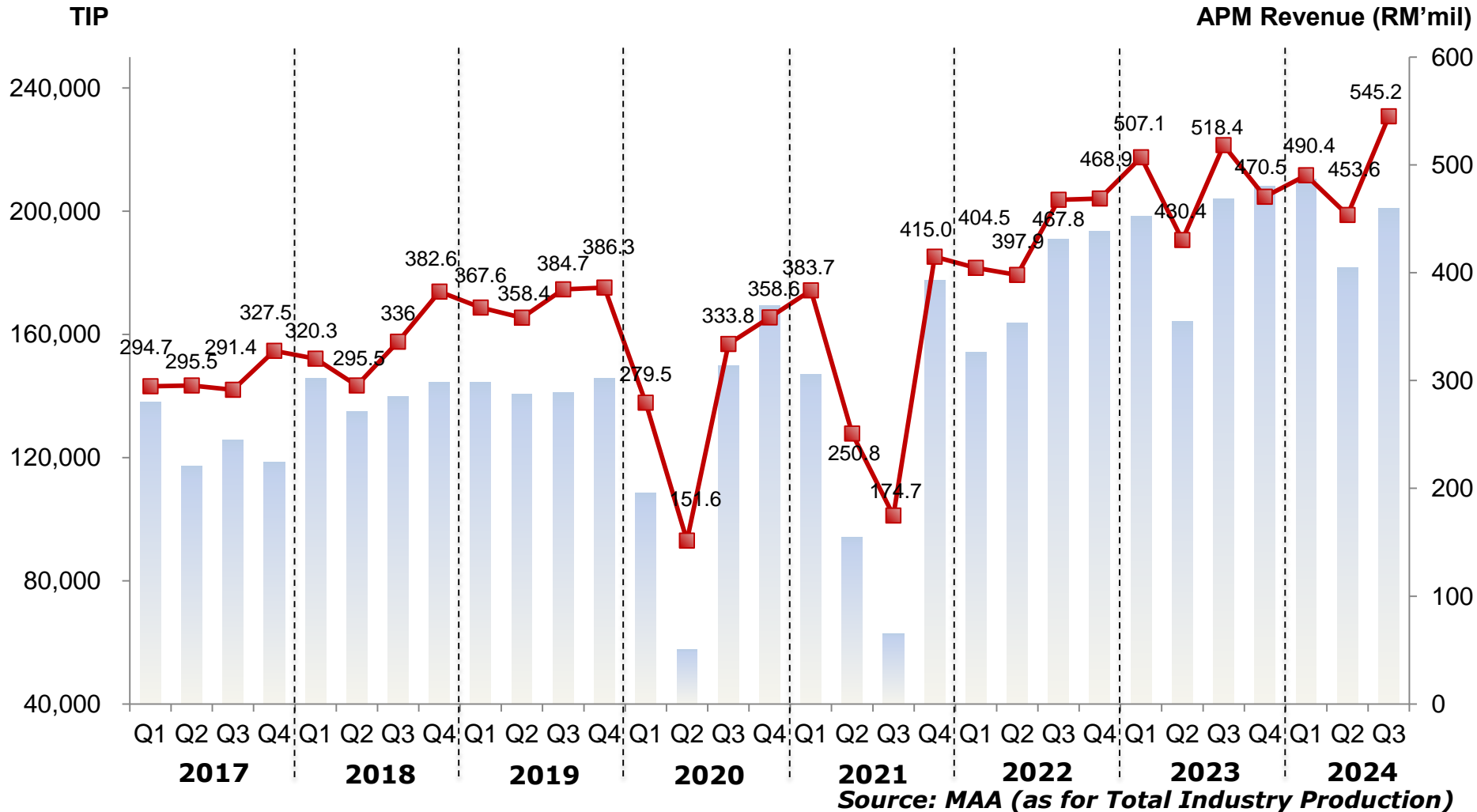
**Higher revenue (YoY) attributable to strong OEM demand from Interior & Plastics division.**

# 3Q24 Operation & Financial Review

## Business Update



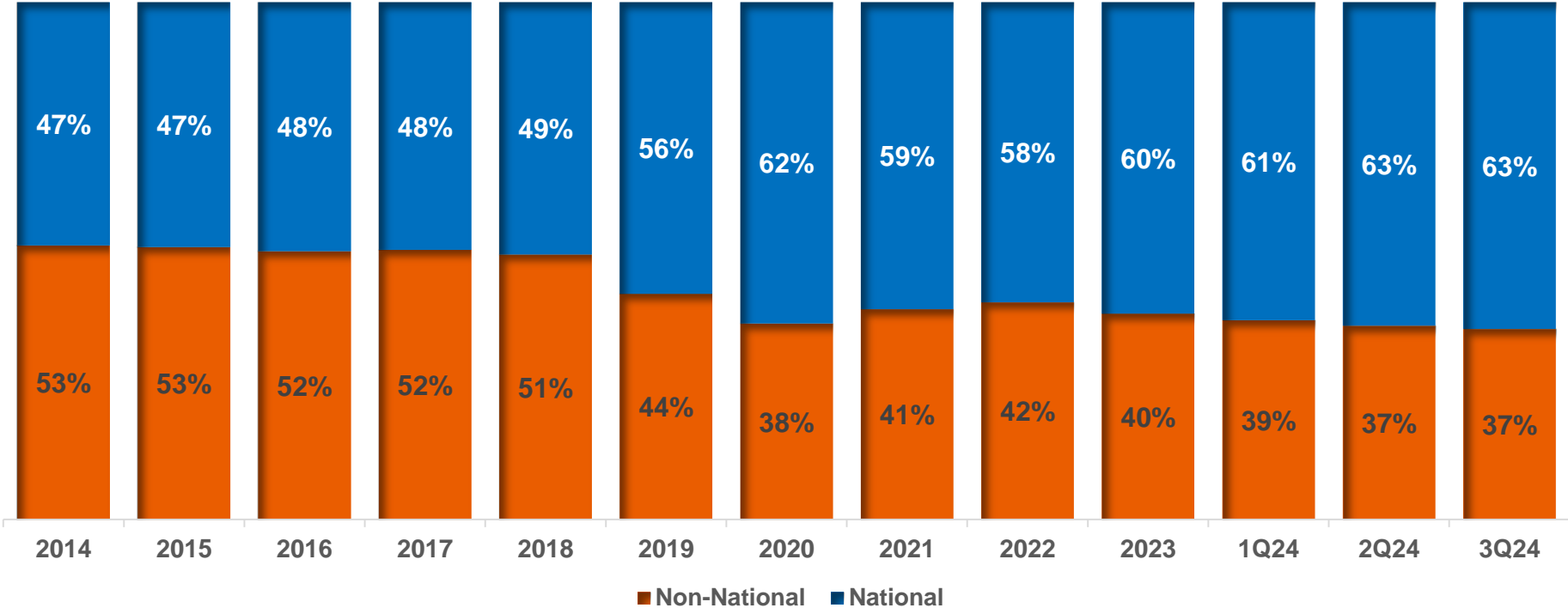
# Total Industry Production



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



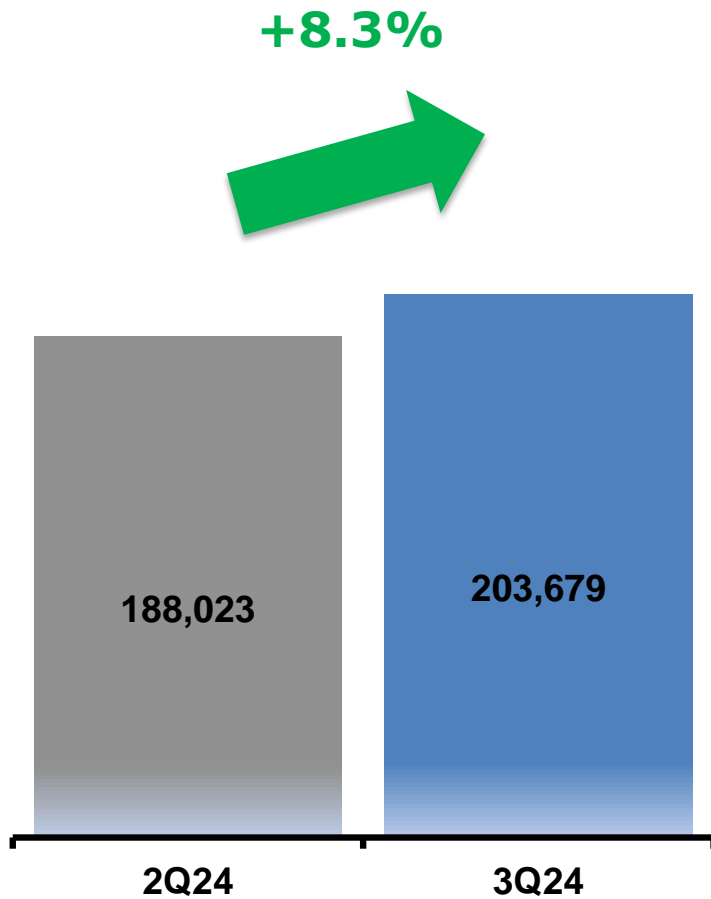
# National & Non-national Market Share



**National brands regaining market share.**



# 3Q24 TIV



	Q-o-Q %
Perodua	7.8%
Proton	13.4%

	Q-o-Q %
Toyota	8.0%
Honda	14.2%
Nissan	-26.2%
Mitsubishi	-2.2%
Isuzu	2.0%
Mazda	-11.5%

	Q-o-Q %
Ford	-21.4%
VW	26.4%
BMW	-21.2%

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

# FY24 business update

- ❖ Higher year-to-date TIP driven by the higher TIV, mainly due to strong showing by the national car makers, supported by the resilient domestic economy, stable interest rate and new model launches.
- ❖ On 30<sup>th</sup> April 2024, the Group had completed the issuance of RM200million of Islamic MTN and the proceeds would be utilised for working capital requirements.
- ❖ Following the improved market conditions and subdued demand in 2023, the Group's export segment continues to show a strong performance. However, the currency risk (i.e. Ringgit strengthening) could impact the competitiveness and profitability of the Group's export segment. In addition, the ongoing tension in Middle East remains a risk to supply chain stability, which if escalated, could derail the revenue and margins of the Group's export segment.
- ❖ The Group will continue to exercise prudence and caution in its approach towards business by considering the prevailing uncertainties surrounding its operating environment.
- ❖ Going forward, the Group will focus on its strategic plan for business sustainability while creating value for shareholders.

# Moving Forward

# Geographical Diversification



**THE NETHERLANDS**  
(Enschede)  
Suspension



**THE UNITED KINGDOM**  
(England)  
Marketing



**MYANMAR**  
(Bago)  
Bus Seats & Suspension



**THAILAND**  
(Rayong)  
Seats & Plastics



**HQ, MALAYSIA**  
(Kulim, Bukit Beruntung,  
Tanjong Malim, Sri  
Kembangan, Port Klang,  
Pekan)

- Interior & Plastics
- Electrical & Heat Exchange
- Seats
- Aluminium Injection
- Suspension & Heat Exchange



**USA**  
(Indianapolis,  
California,  
New Jersey)  
Suspension & Seats



**INDONESIA**  
(Cikampek,  
Karawang,  
Lippo Cikarang)  
Suspension, Seats,  
Interior & Plastics



**VIETNAM**  
(Da Nang,  
Ho Chi Minh)  
Suspension & Seats



**AUSTRALIA**  
(Brisbane,  
Melbourne,  
Perth)  
Bus & Train Seats

# Thank You