



**APM Automotive Holdings
Berhad**

FY2014 fourth-quarter financial results

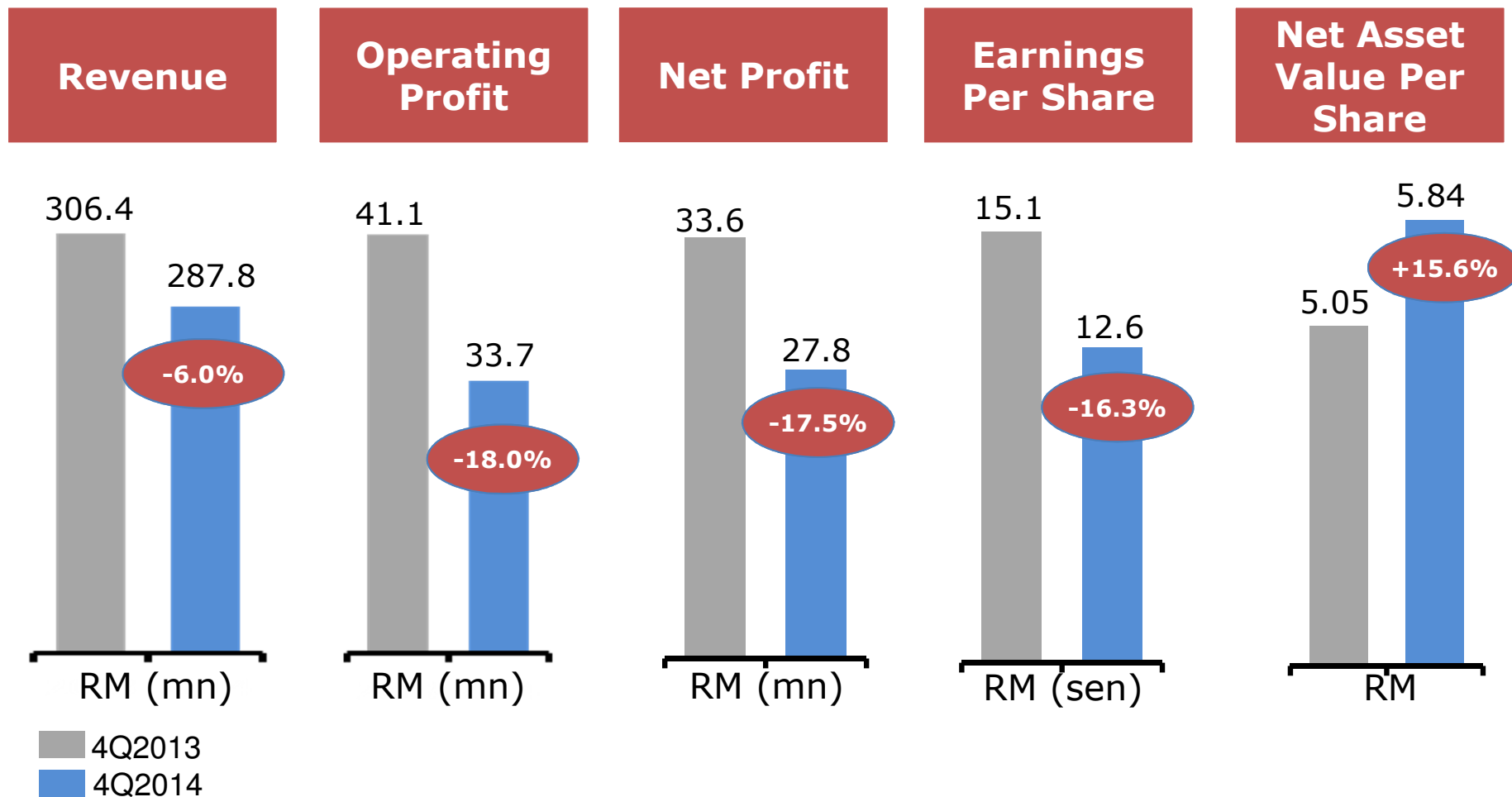
Cautionary Statement with Respect to Forward-Looking Statements

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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



Part of 2014 results came from revaluation gains

4Q14 Operation & Financial Review

Business Update

4Q financial review

In RM thousands	4Q14	3Q14	4Q13^	QoQ	YoY
Net revenues	287,843	291,902	306,375	-1.4%	-6.0%
Profit before tax	35,648	34,741	41,621	2.6%	-14.4%
Net Income	27,754	25,667	33,622	8.1%	-17.5%
Profits Attr. to SH	24,690	22,758	29,495	8.5%	-16.3%
EPS (Sen)	12.62	11.63	15.07	8.5%	-16.3%
Net assets per share	5.84	4.85	5.05	20.4%	15.6%
Return on equity (annualised)	8.6%	9.6%	11.9%		
Net Dividend per share (sen)	12.0*	-	12.0		
Net Profit Margin	9.6%	8.8%	11.0%		

^Restated

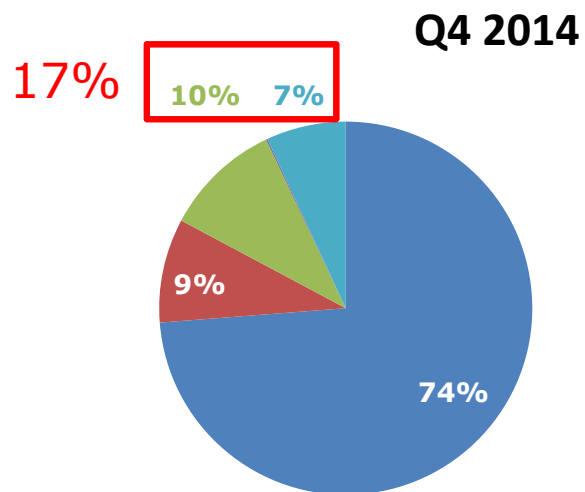
*Proposed dividend

Gains on revaluation on investment properties for Q414 and Q413 are RM 6.2mil and RM 4.5mil respectively

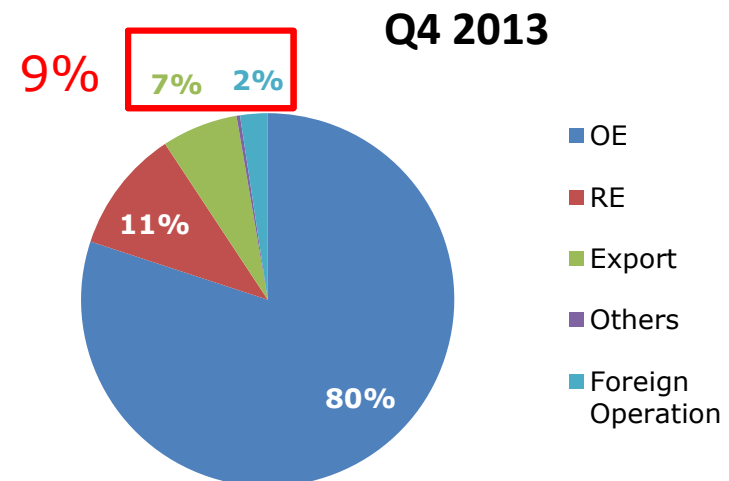
Margins have stopped declining sequentially

Segmental sales

	Q4 2014	%	Q4 2013	%
OE	212,344	74%	245,272	80%
RE	25,983	9%	32,704	11%
Export	29,320	10%	20,142	7%
Others	336	0%	944	0%
Foreign Operation	19,860	7%	7,313	2%
TOTAL REVENUE	287,843	100%	306,375	100%



■ OE
■ RE
■ Export
■ Others
■ Foreign Operation



■ OE
■ RE
■ Export
■ Others
■ Foreign Operation

Increasing contributions from exports and foreign operations

Segmental performance

REVENUE (RM'000)	4Q14	4Q13	Change (%)
Suspension	27,023	33,843	-20.2%
Interior & Plastics	158,050	160,274	-1.4%
Electrical & Heat Exchange	30,284	56,521	-46.4%
Marketing	52,283	47,504	10.1%
Others	343	920	-62.7%
Malaysia Operation	267,983	299,062	-10.4%
Operations outside Malaysia	19,860	7,313	171.6%
TOTAL REVENUE	287,843	306,375	-6.0%

Reduced dependence on Malaysia market

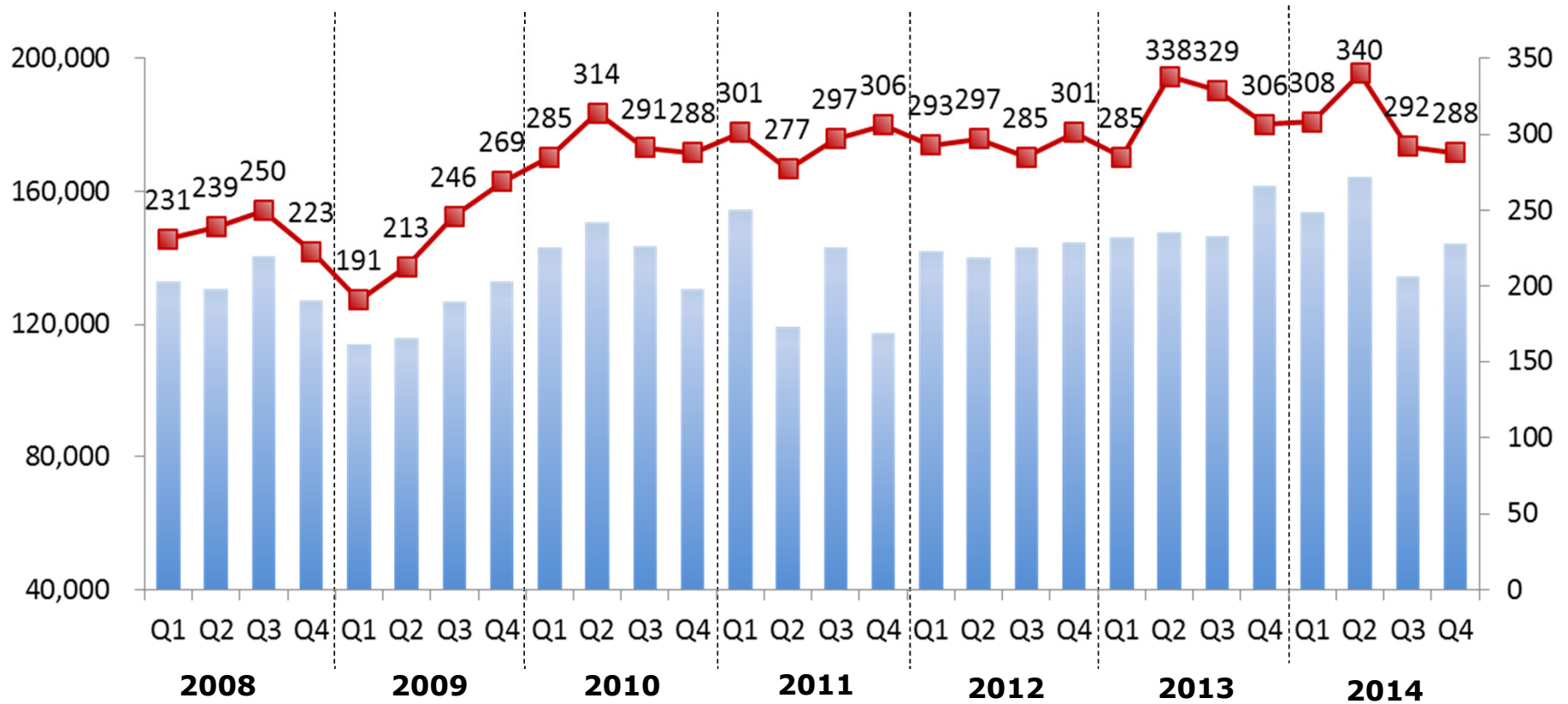
4Q14 Operation & Financial Review

Business Update

Contraction in Production TIV

Production TIV

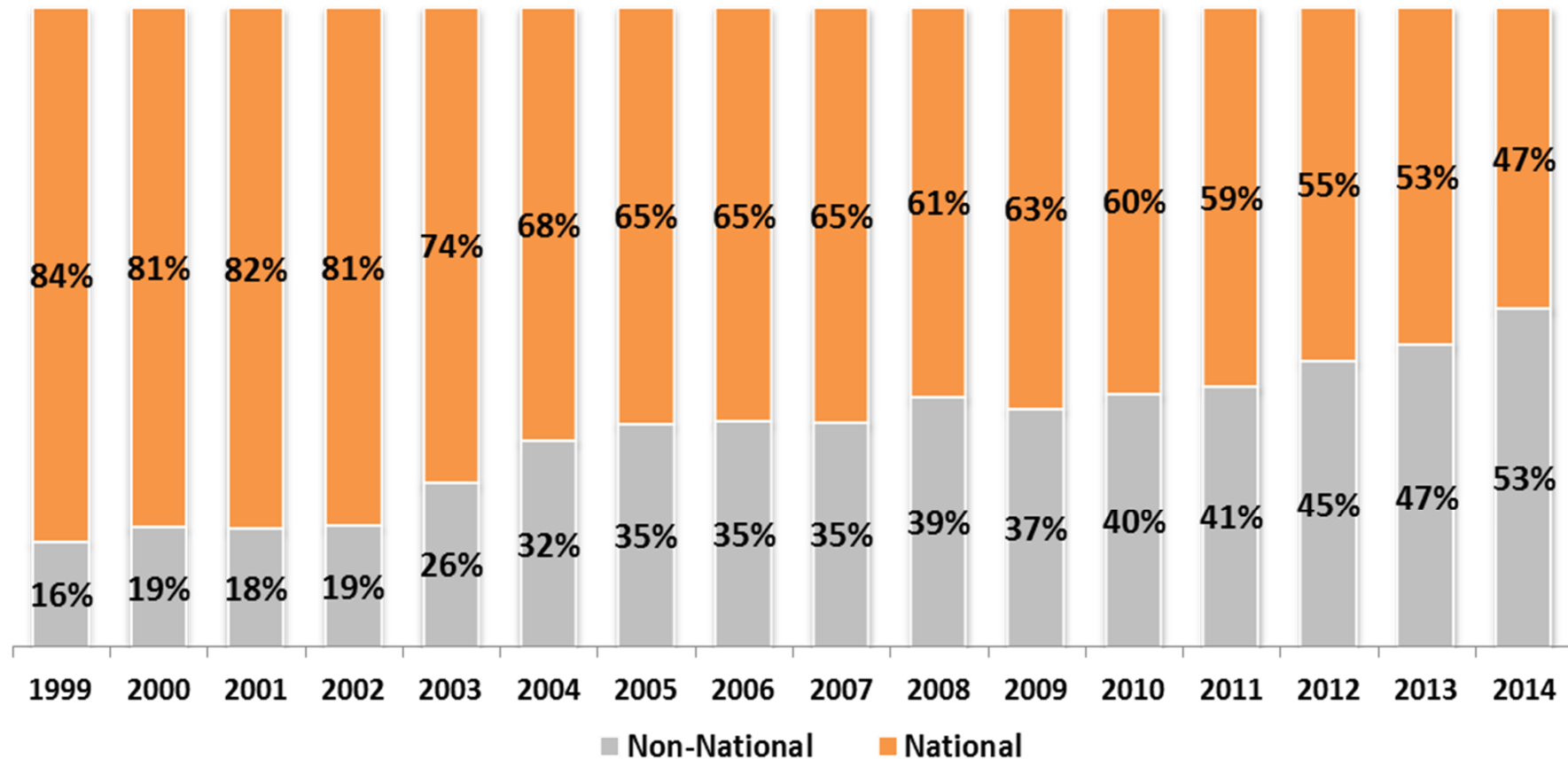
APM Revenue (RM'mil)



Source: MAA (as for Production TIV)

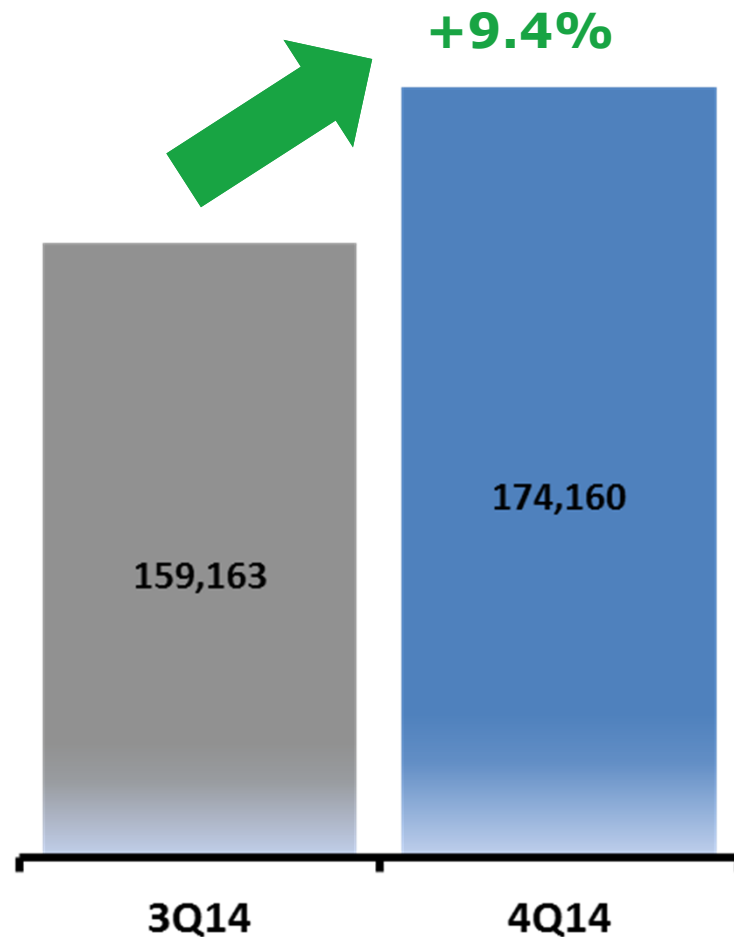
Lower revenue in line with contraction in production TIV in 2nd half 2014

National & Non-national Market Share



Non-national brands' market share outpaced national in 2014

4Q14 TIV



	Q-o-Q %
Perodua	+20.6%
Proton	-9.7%

	Q-o-Q %
Toyota	+16.6%
Nissan	+30.9%
Honda	+6.2%
Mitsubishi	-8.1%
Isuzu	+63.3%
Mazda	-12.5%

	Q-o-Q %
Ford	+0.6%
VW	-43.1%
BMW	-1.2%
Peugeot	-11.3%

TIV increase due to discounting and year end promotions

FY15 business update

- ❖ 4Q14 TIV 174.2K; +9% YoY. Actual full year 14 TIV 666.5K; +2% YoY
- ❖ Defend existing Original Equipment ("OE") & grow Replacement Equipment ("RE") market share locally
- ❖ Increase contribution from foreign operations to reduce dependency on domestic OE segment
- ❖ RE market should return to "business as usual" after the implementation of GST on 1st April 2015
- ❖ Procurement and supply chain management to mitigate cost pressures
- ❖ Aim to build brand identity and develop product quality in order to expand regionally and globally
- ❖ Stay relevant by investing in R&D and select acquisitions carefully

Update on McConnell Acquisition

- ❖ Successful integration of McConnell Seats Australia Pty Ltd (1st Aug 14 for AU\$4.7million cash)
- ❖ Created opportunities for the APM Group to leverage on the existing products and customer base of McConnell Australia
- ❖ Further strengthen the APM Group's existing market presence in Australia
- ❖ Improved the APM Group's overall Gross Profit Margin
- ❖ Maiden full quarter revenue contribution amounted to RM10.4mil from McConnell business

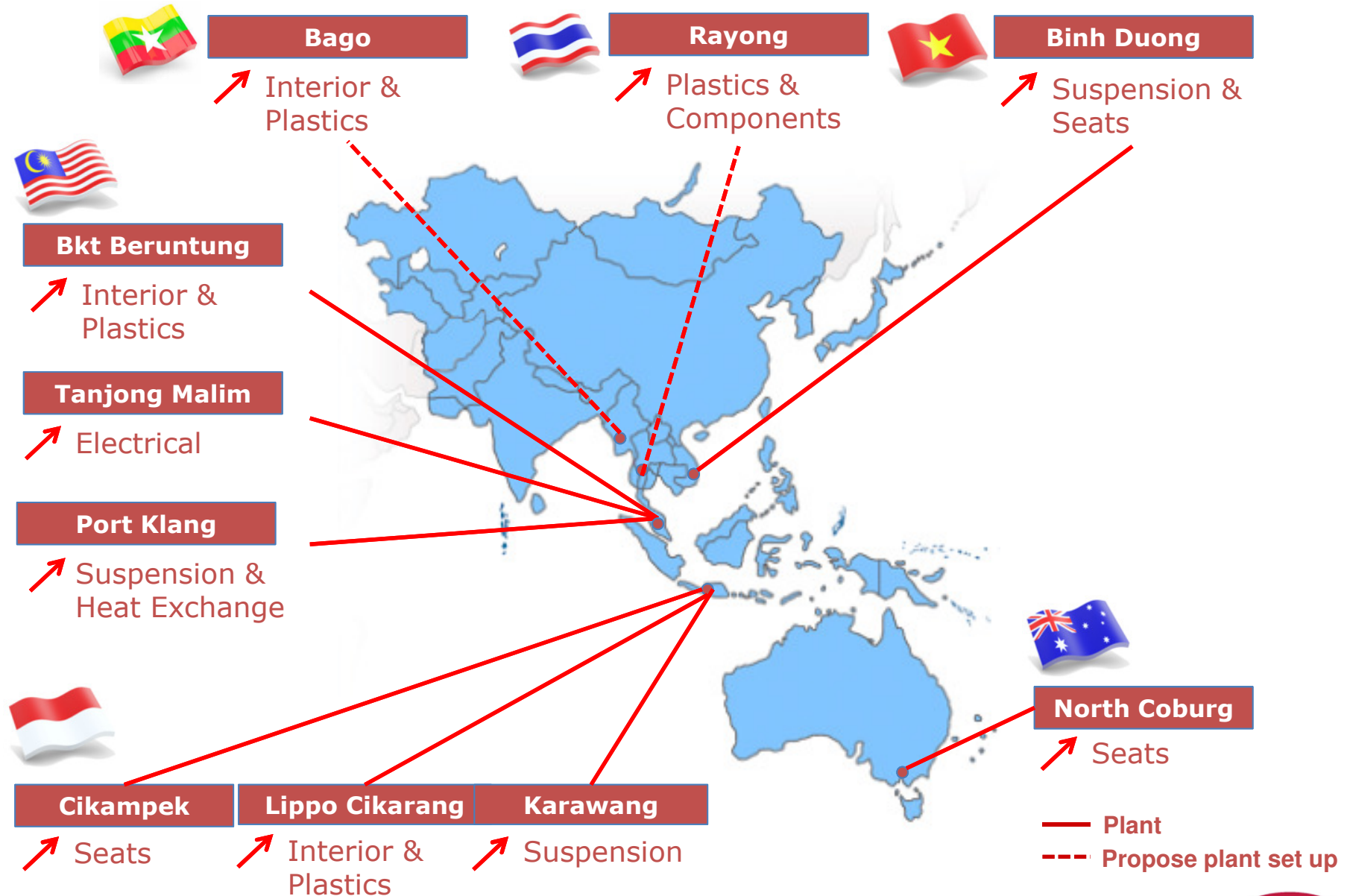


M&A Opportunities

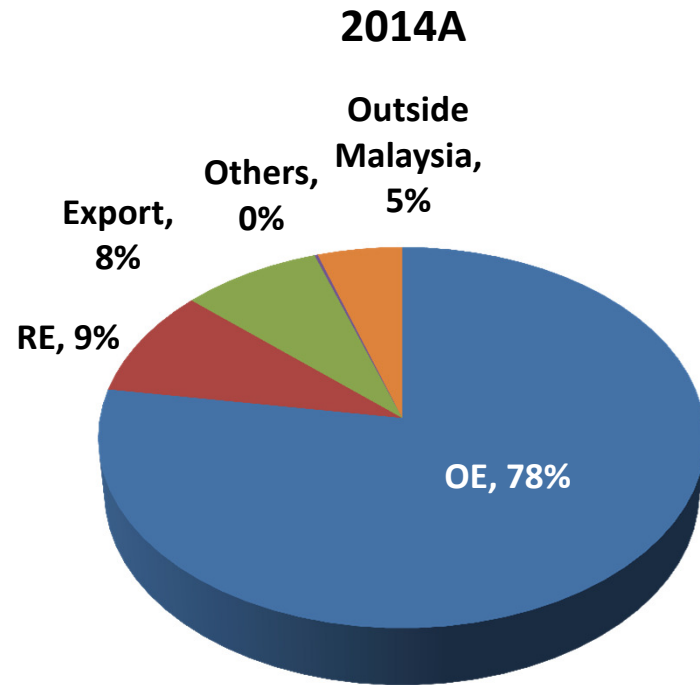
Strategic Purpose	Our Vision		Our Strategy	
Environment	Global Market Review	Asia Pacific Market Review		Malaysia Market Review
Market Assessment	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
Target Opportunities	Targeted Research			
Growth Opportunities	M&A Opportunities	Tier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

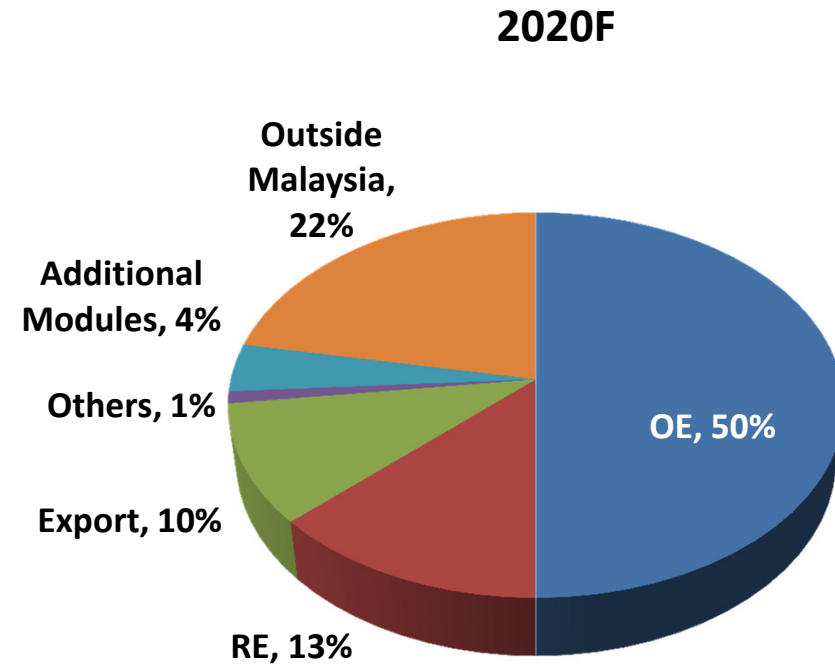
Geographical Diversification



Sales Guidance through Balance & Diversity



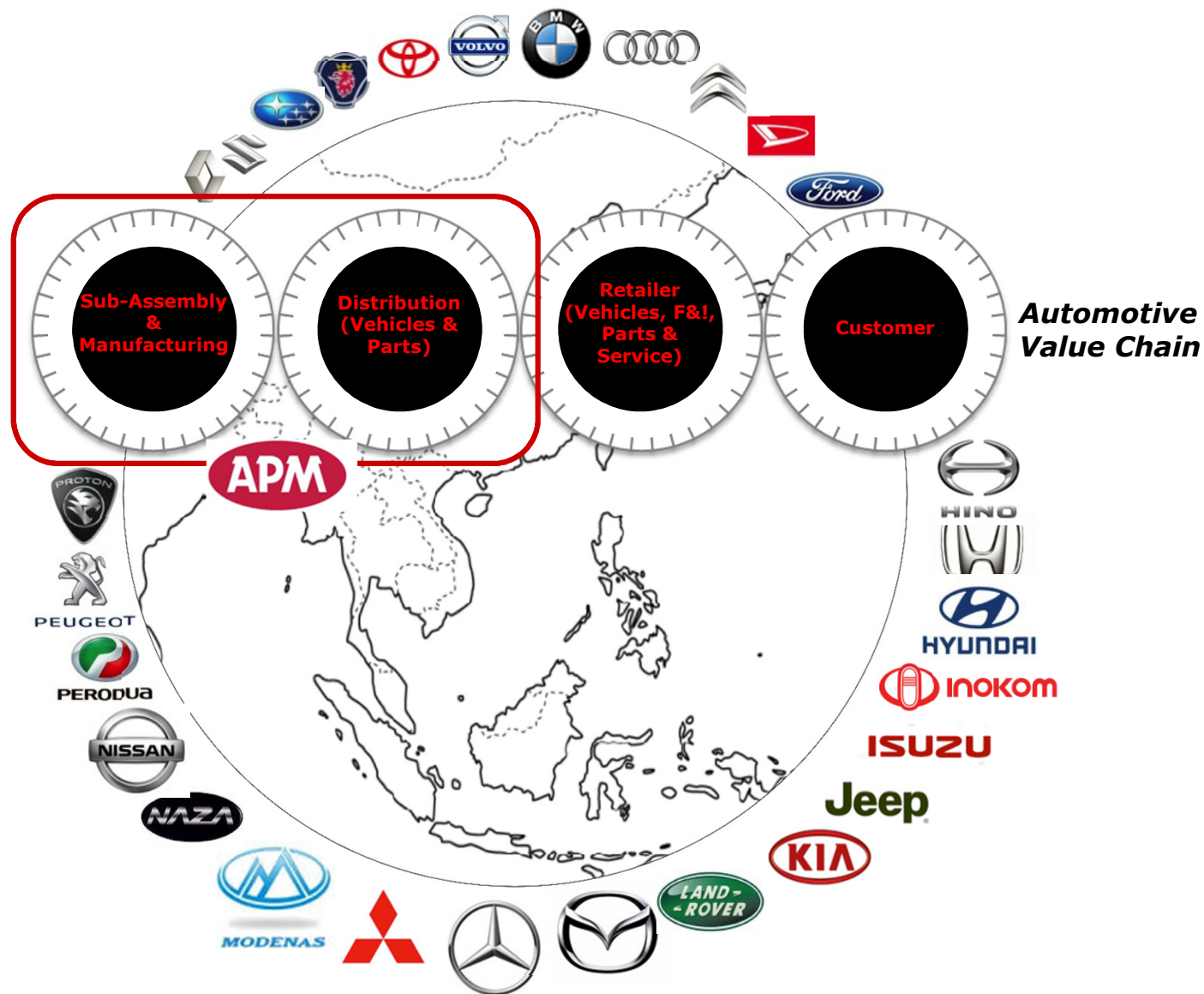
Turnover: RM 1.2b



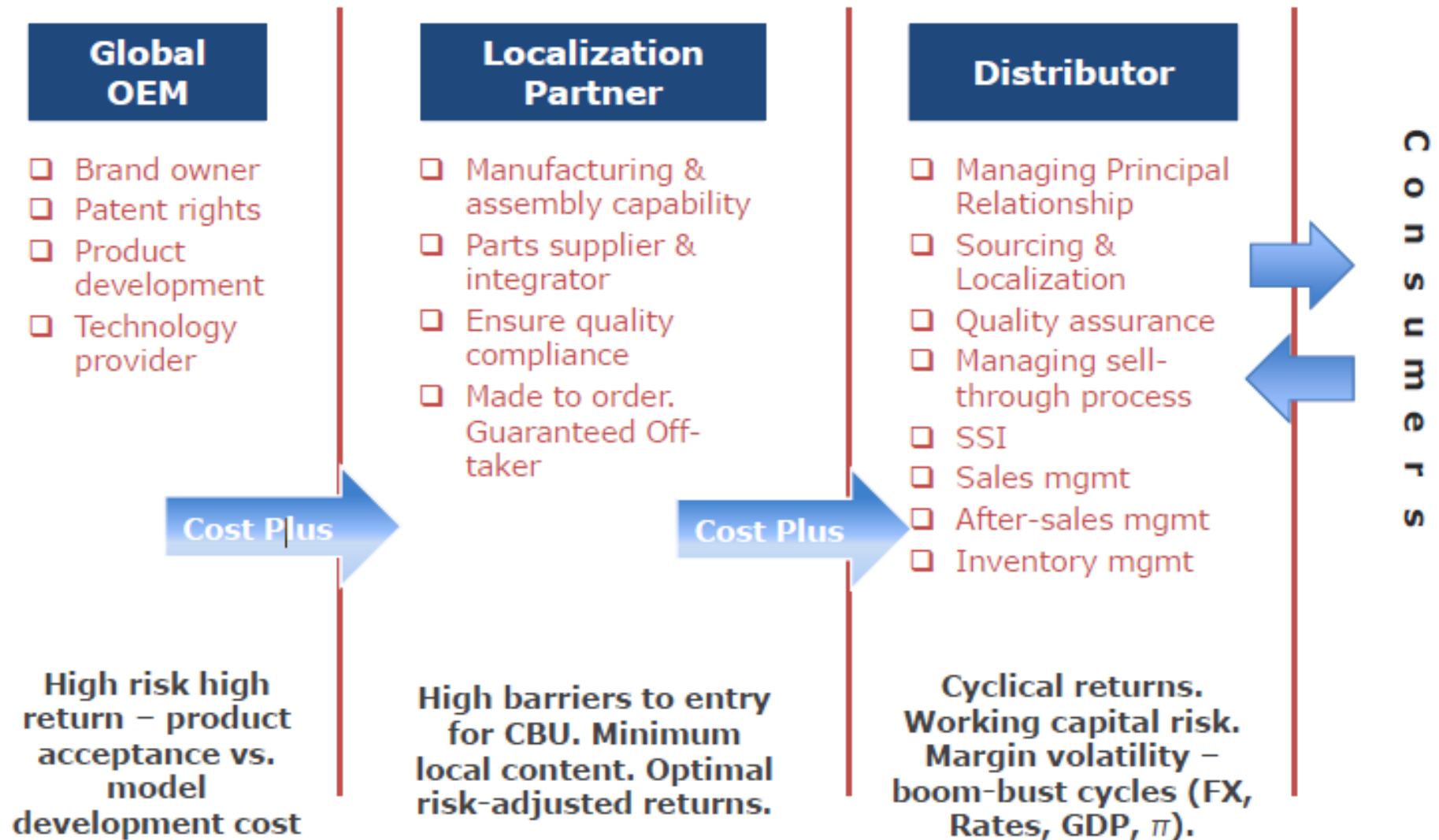
Turnover: RM 2.0b

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

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You