



**APM Automotive Holdings
Berhad**

FY2015 Fourth-quarter financial results

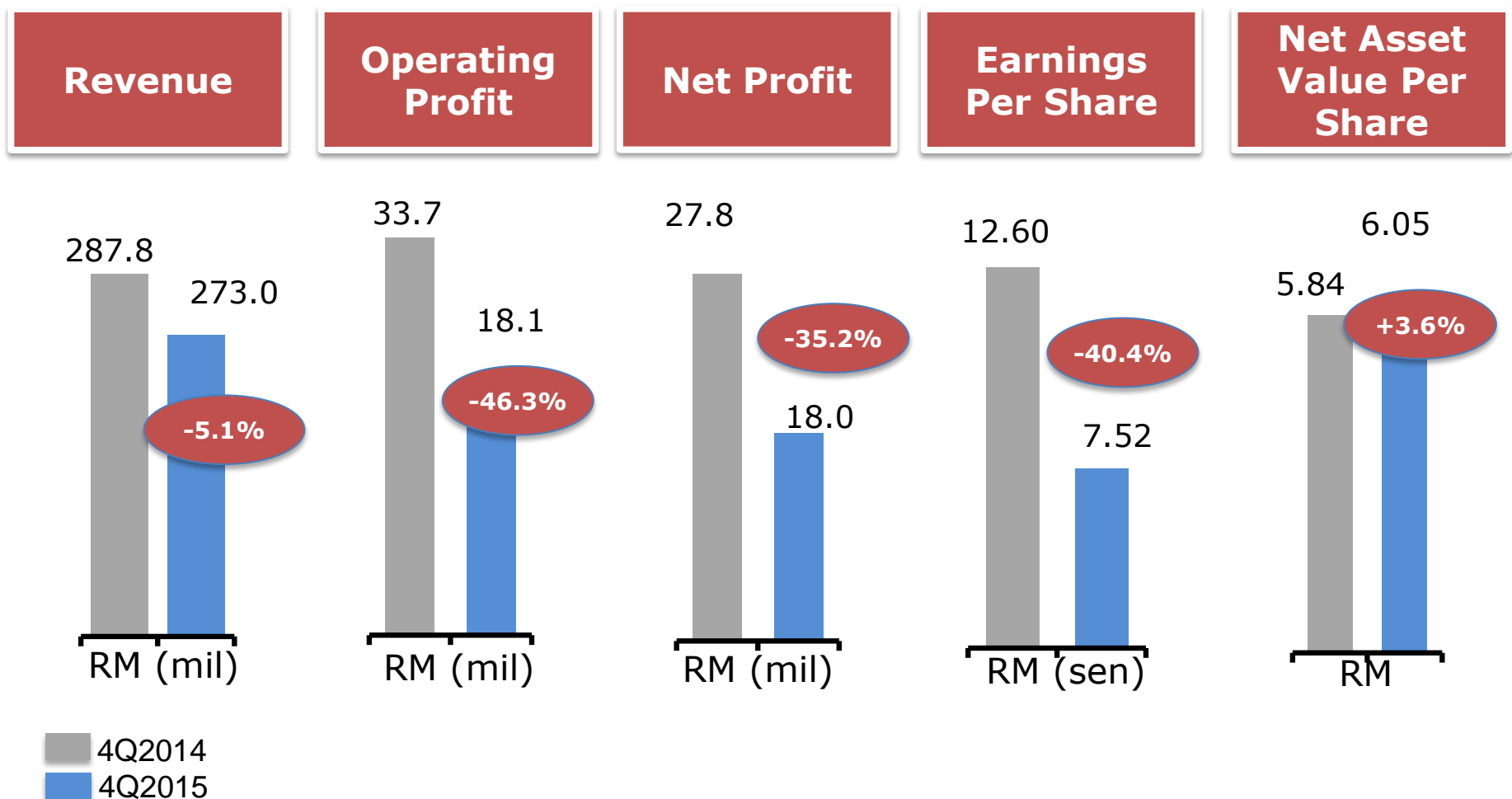
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These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner,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



Reduced demand for OEM parts

4Q15 Operation & Financial Review

Business Update

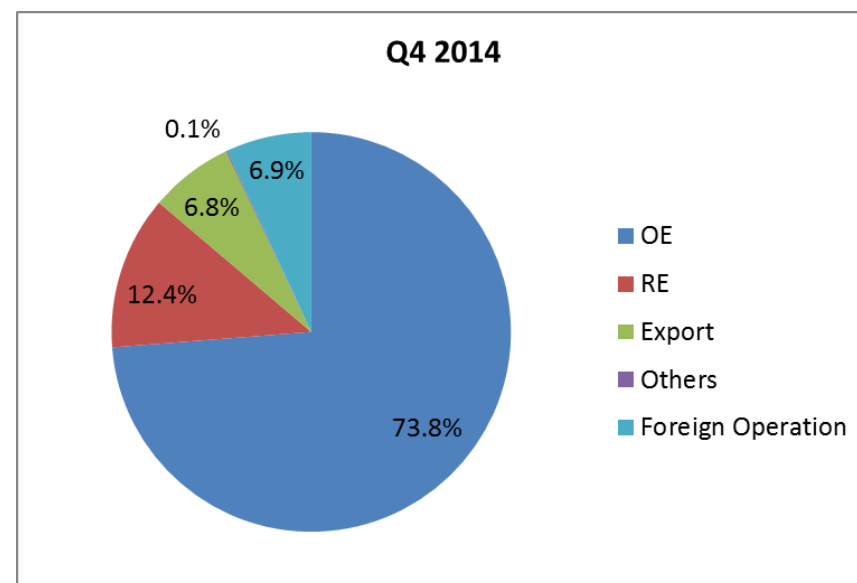
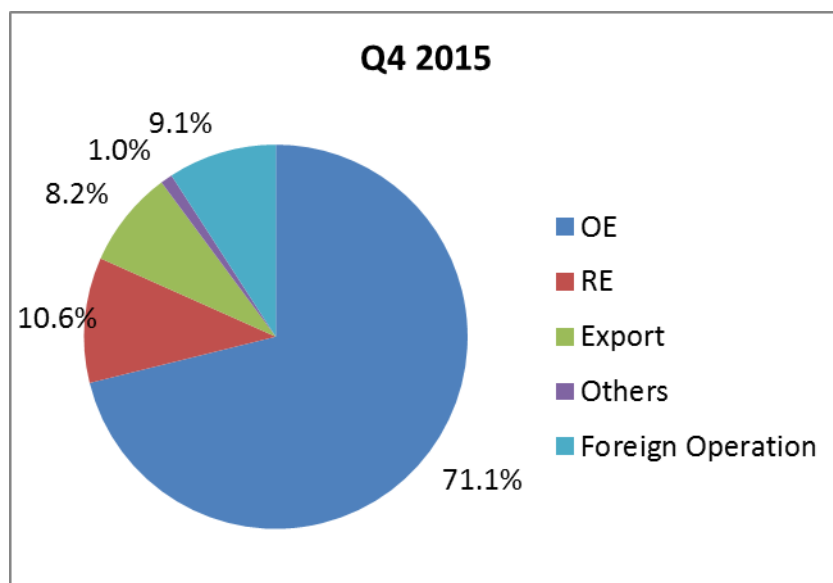
4Q15 financial review

RM'000	4Q15	3Q15	4Q14	QoQ	YoY
Net revenues	272,981	255,840	287,843	6.7%	-5.2%
Profit before tax	17,982	16,659	35,648	7.9%	-49.6%
Net Income	17,871	11,428	27,754	56.4%	-35.6%
Profits Attr. to SH	14,712	9,652	24,690	52.4%	-40.4%
EPS (Sen)	7.52	4.93	12.62	52.5%	-40.4%
Net assets per share	6.05	5.98	5.84	1.2%	3.6%
Return on equity (annualised)	4.97%	3.33%	8.60%		
Net Dividend per share (sen)	12*	-	12		
Net Profit Margin	6.5%	4.5%	9.60%		

Lower profit (YoY) as a result of production cutbacks and one-off inventory adjustments

Segmental sales

RM'000	Q4 2015	%	Q4 2014	%
OE	194,167	71.1%	212,344	73.8%
RE	28,813	10.6%	35,791	12.4%
Export	22,266	8.2%	19,512	6.8%
Others	2,761	1.0%	336	0.1%
Foreign Operations	24,974	9.1%	19,860	6.9%
TOTAL REVENUE	272,981	100%	287,843	100%



Decreased revenue from local operations was mitigated by higher overseas sales

Segmental performance

REVENUE (RM'000)	4Q15	4Q14	Change (%)
Suspension	24,216	27,023	-10.4%
Interior & Plastics	135,855	158,057	-14.0%
Electrical & Heat Exchange	37,227	30,284	22.9%
Marketing	47,948	52,282	-8.3%
Others	2,761	337	719.3%
Malaysia Operation	248,007	267,983	-7.5%
Operations outside Malaysia	24,974	19,860	25.8%
TOTAL REVENUE	272,981	287,843	-5.2%

Reduced dependence on Malaysia as Australia, Vietnam and USA continued to register strong growth

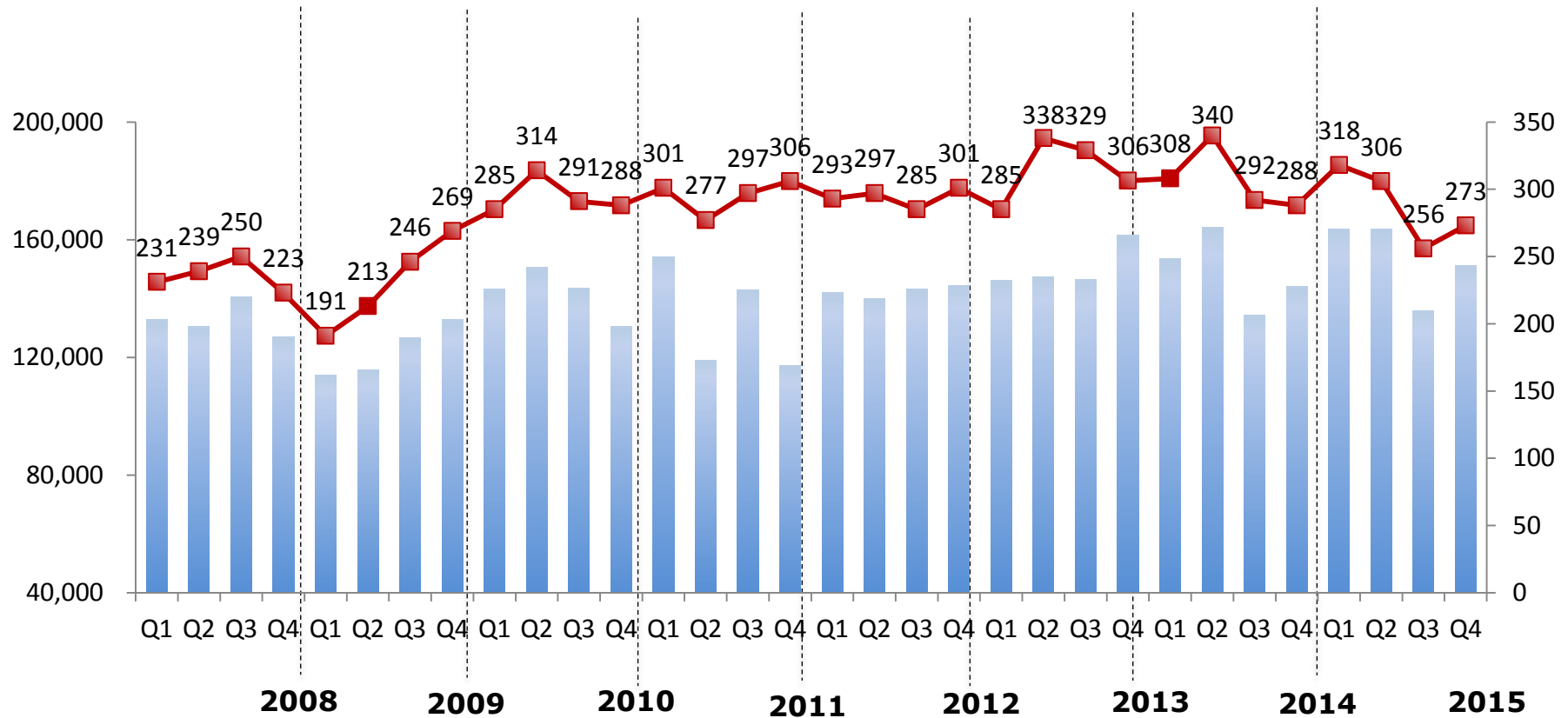
4Q15 Operation & Financial Review

Business Update

Production TIV Contracting

Production TIV

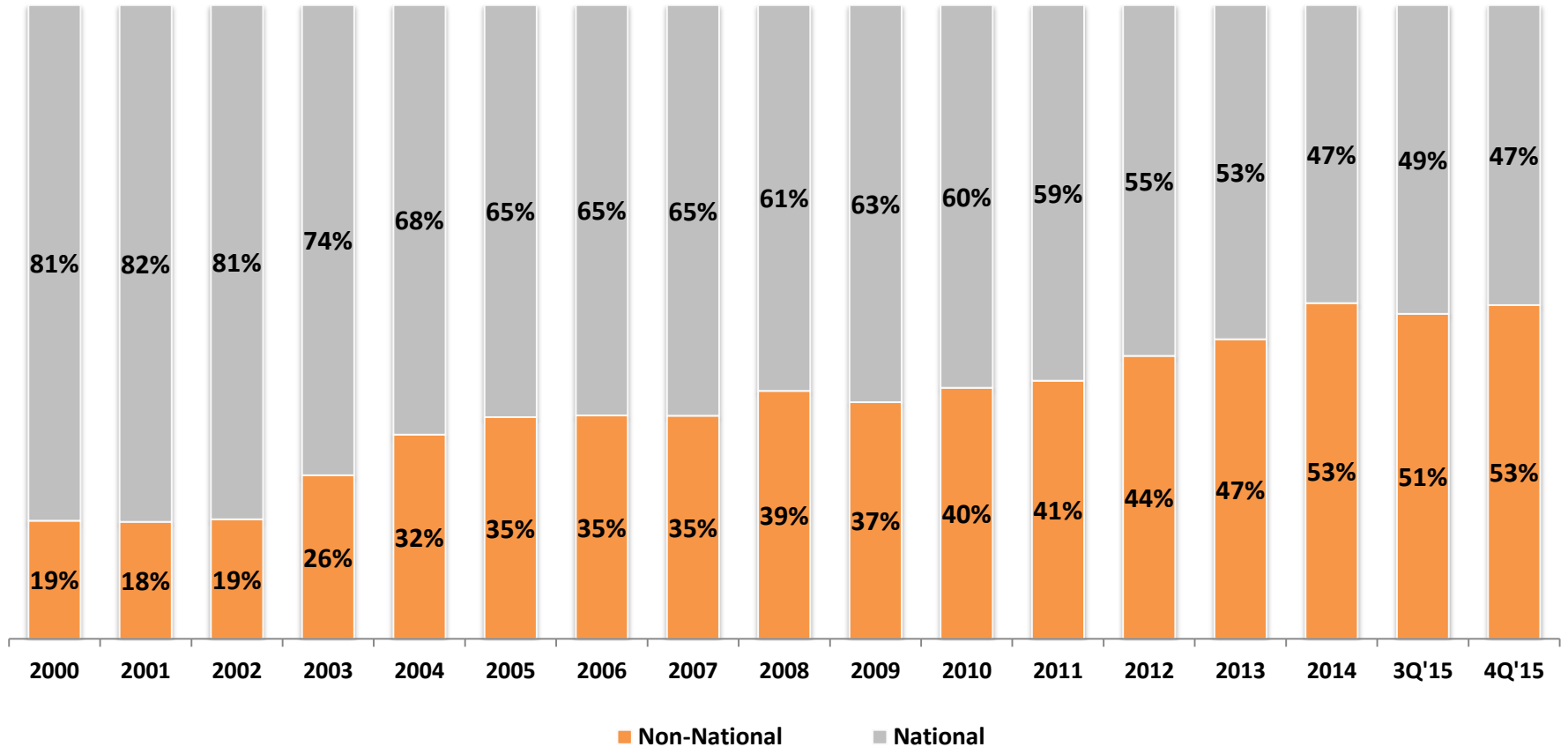
APM Revenue (RM'mil)



Source: MAA (as for Production TIV)

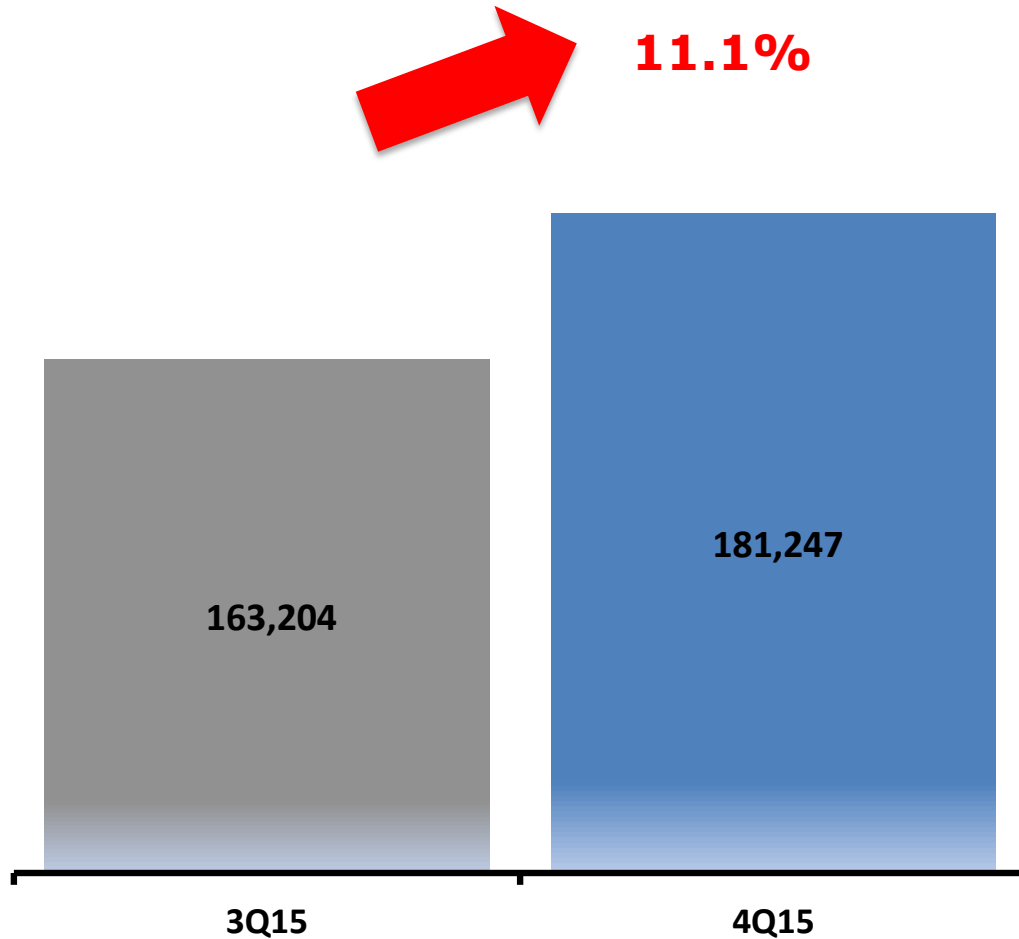
Increased revenue due to dependency on OEM parts

National & Non-national Market Share



Non- National brands regain market share

4Q15 TIV



	Q-o-Q %
Perodua	12.68%
Proton	-18.48%

	Q-o-Q %
Toyota	35.89%
Nissan	8.82%
Honda	24.88%
Mitsubishi	17.83%
Isuzu	22.56%
Mazda	3.55%

	Q-o-Q %
Ford	4.61%
VW	-44.09%
BMW	6.80%
Peugeot	-2.09%

TIV increased due to promotional sales

FY15 business update

- ❖ 4Q15 TIV 181.2K; +11.1% QoQ. 12M15 TIV 666.7K; +0.0%
- ❖ TIV did not directly translate to revenue as our key customers reduced production during the year. 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

Completed M&A Deals

Joint venture with Bent Holding B.V.

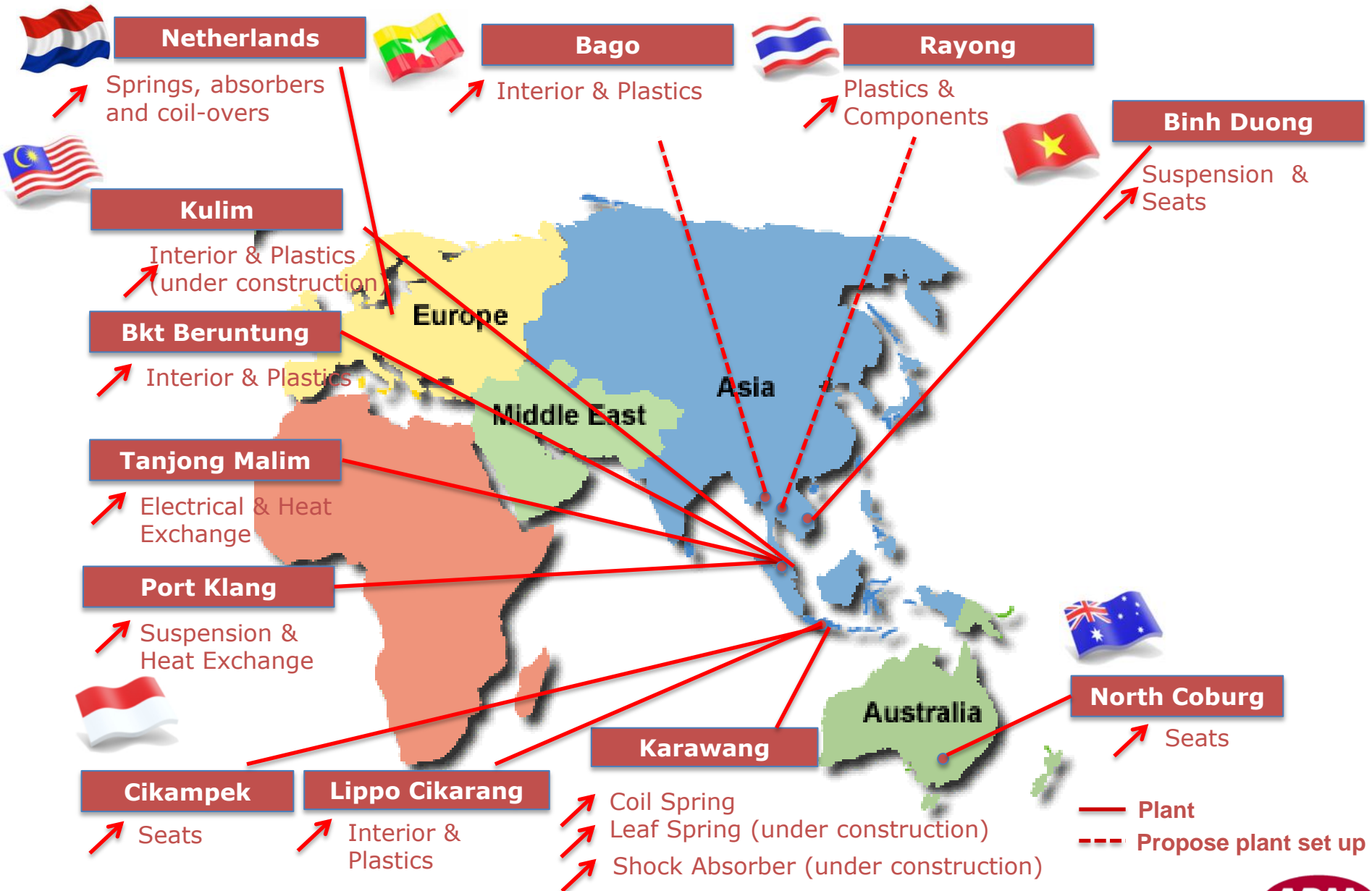
- APM Auto Components Europe B.V. and Bent Holding B.V. respectively have subscribed for 800,000 and 200,000 ordinary shares of €1.00 each in APM-TS B.V. (“ATS”), a newly incorporated company in Netherlands.
- ATS had acquired certain assets and business of Bent Holding B.V for a cash consideration of €450,869.
- To jointly develop and grow the business of development of springs, absorbers and coil-overs for the automotive market in Europe.

Joint venture between Auto Parts Holdings Sdn Bhd (“APH”) and Tinnos Asia Sdn Bhd (“Tinnos”)

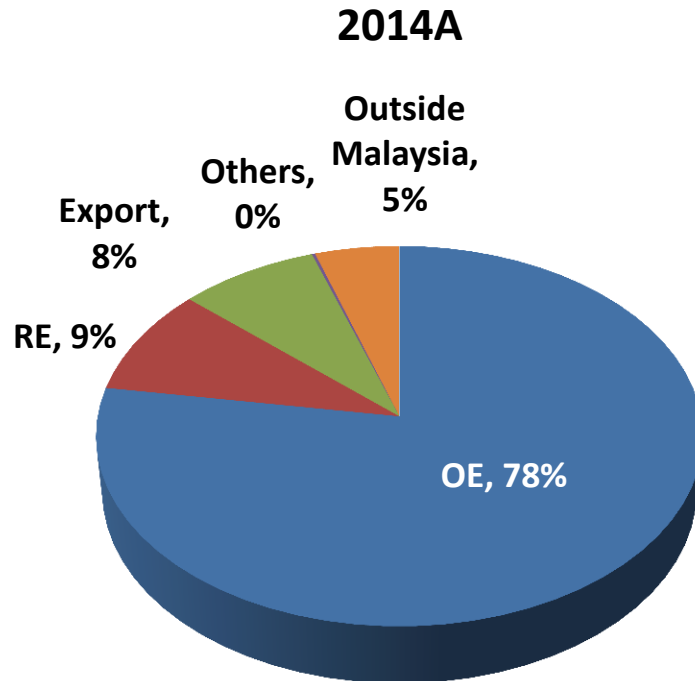
- APH and Tinnos respectively have subscribed for 1,200,000 and 800,000 ordinary shares of RM1.00 each in in APM Tinnos Sdn Bhd (JV company), formerly known as Apinnos Sdn Bhd.
- To carry on the business of developing, manufacturing and supplying automotive In-vehicle Infotainment systems and other related electronic products, which are of or derived from original designs of Tinnos.
- This JV arrangement is in line with the expansion plan of the APM Group into new products.

Moving Forward

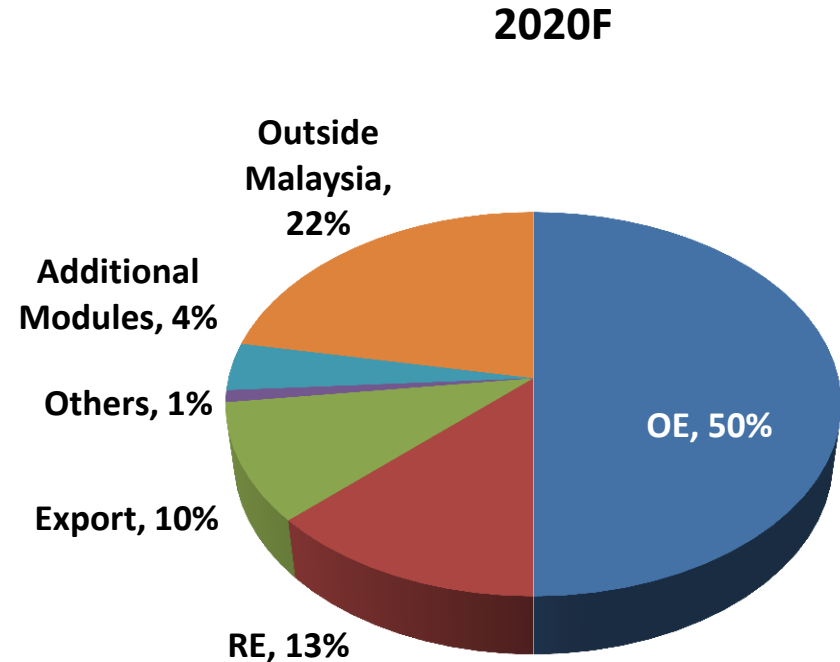
Geographical Diversification



Sales Guidance through Balance & Diversity



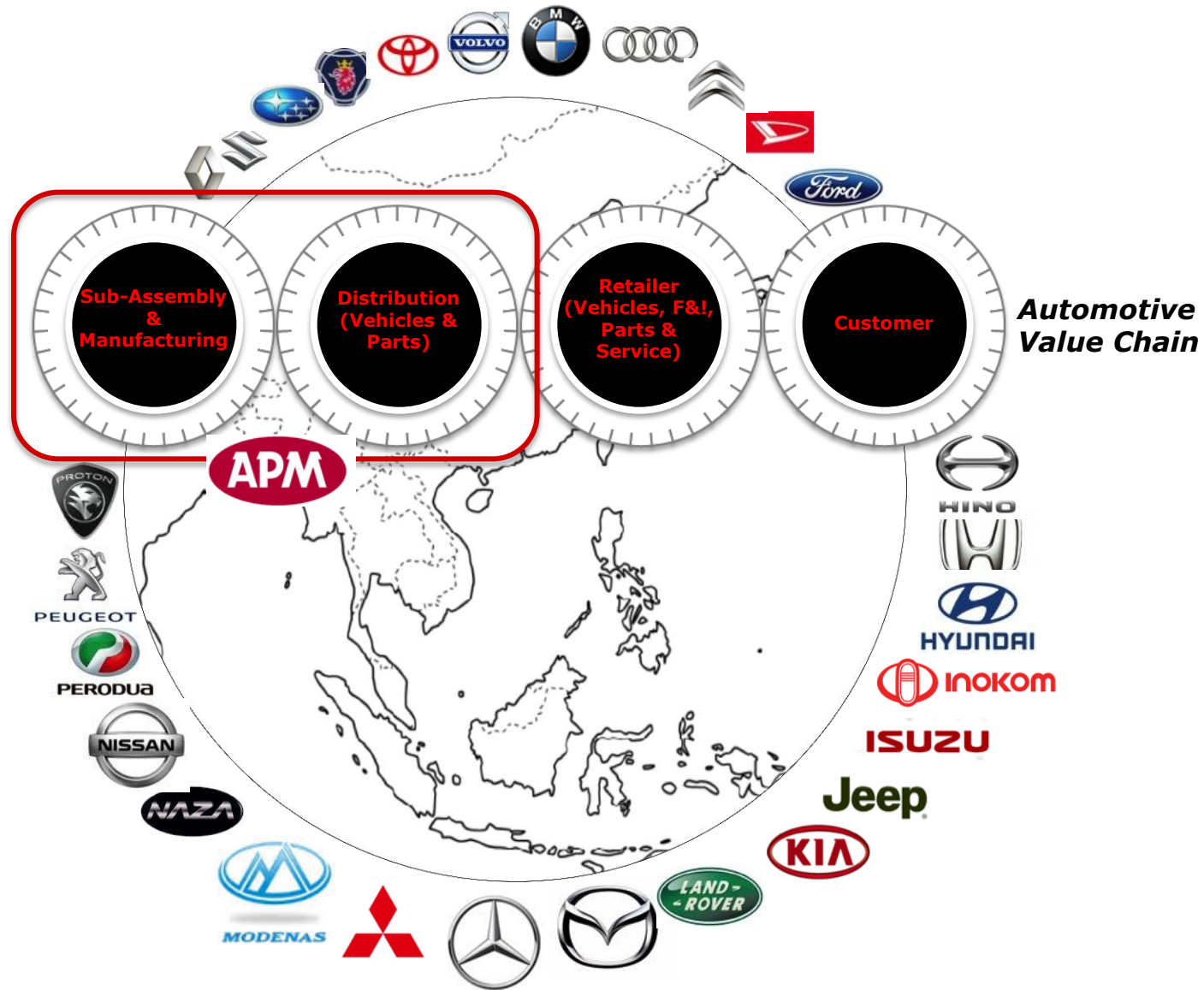
Turnover: RM 1.2b



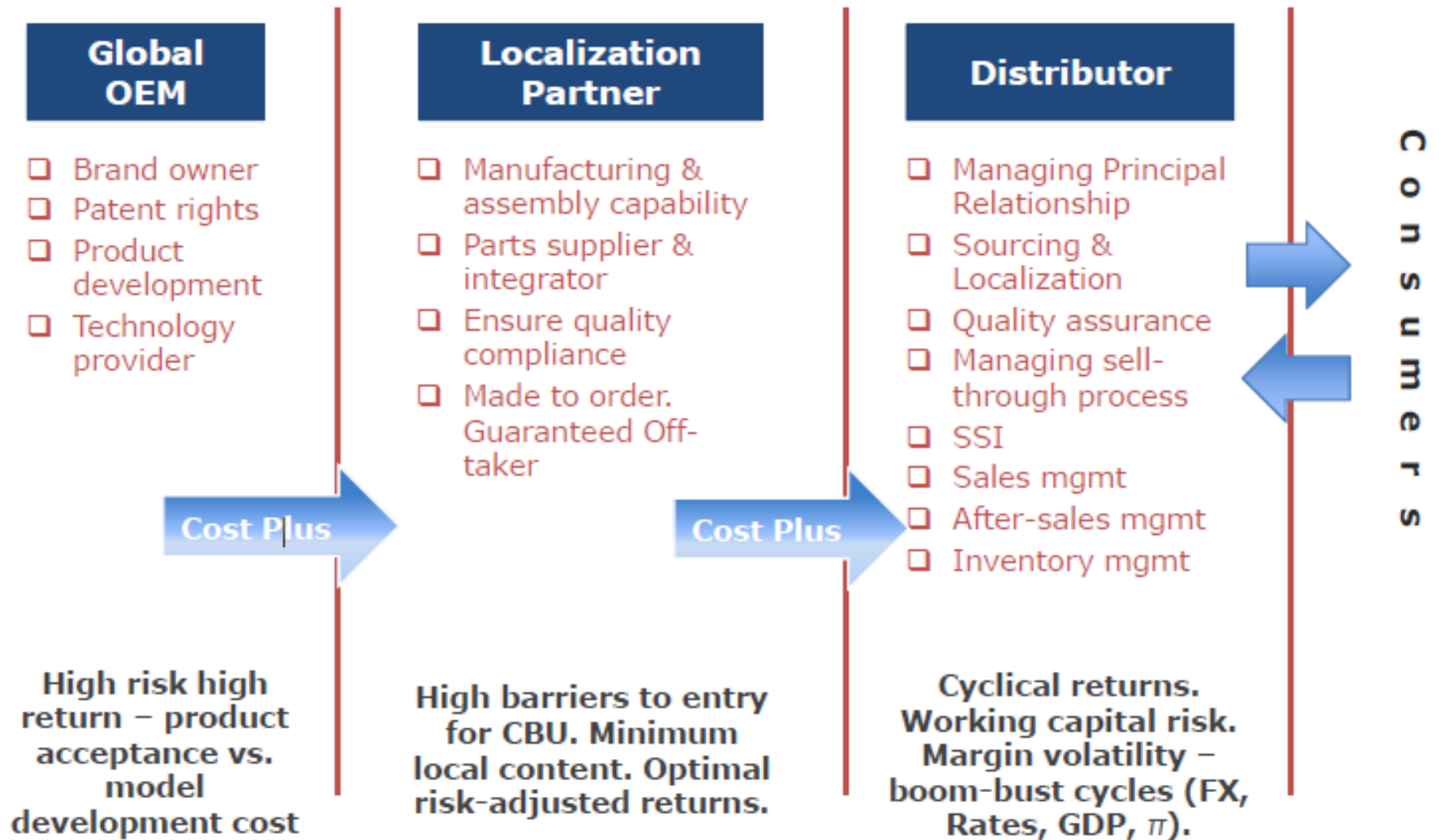
Turnover: RM 2.0b

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

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You