



**APM Automotive Holdings
Berhad**

FY2016 Fourth-quarter financial results

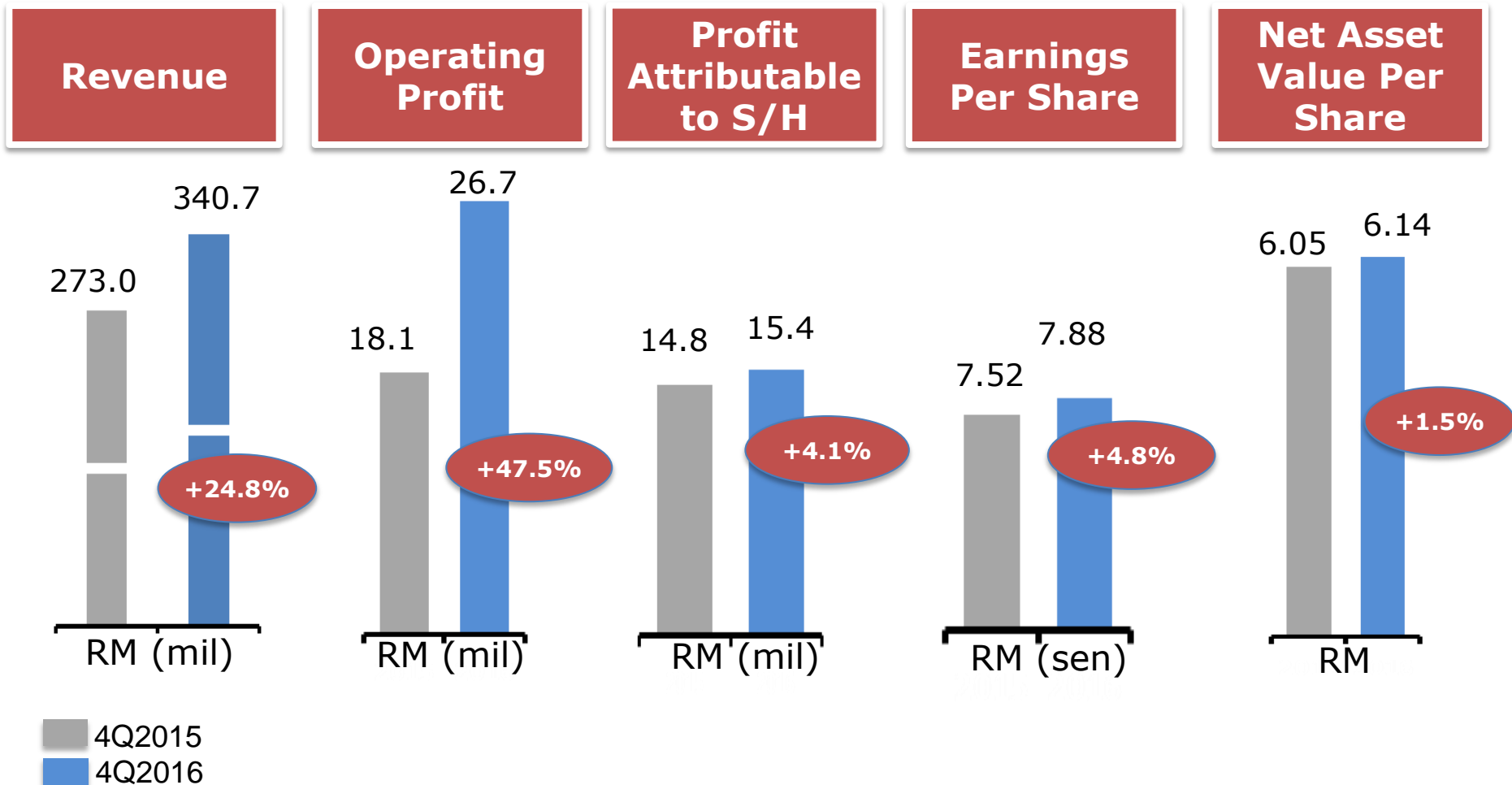
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These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner,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



Growth in local sales due to increase demand from Honda and Nissan

4Q16 Operation & Financial Review

Business Update

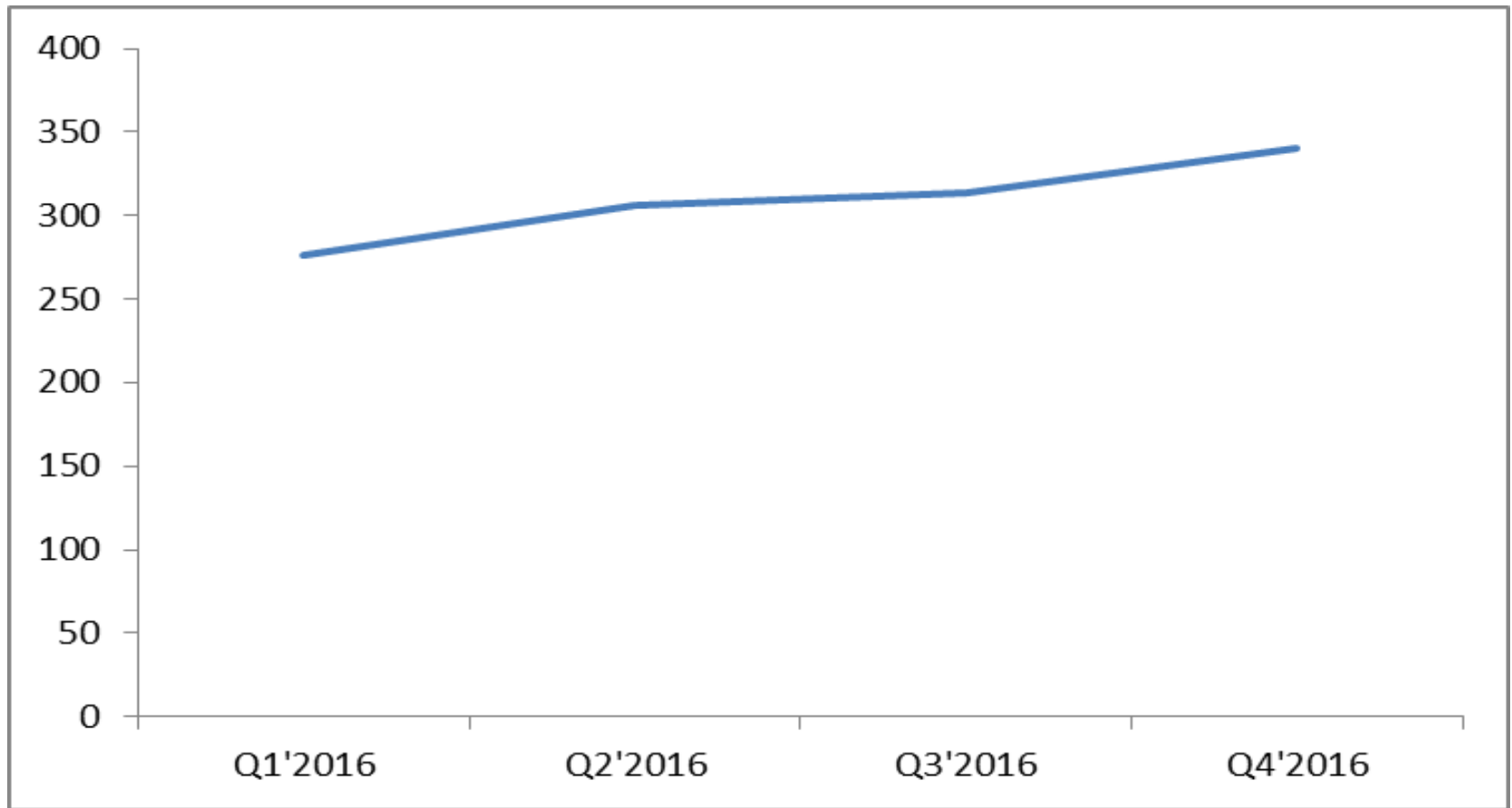
4Q16 financial review

RM'000	4Q16	3Q16	4Q15	QoQ	YoY
Net revenues	340,713	313,289	272,981	8.8%	24.8%
Profit before tax	26,388	26,695	17,982	-1.2%	46.7%
Net Income	18,791	21,320	17,871	-11.9%	5.1%
Profits Attributable to Shareholders	15,406	17,457	14,712	-11.7%	4.7%
EPS (Sen)	7.88	8.92	7.52	-11.7%	4.8%
Net assets per share	6.14	6.06	6.05	1.3%	1.5%
Return on equity (annualised)	5.13%	5.89%	4.97%		
Net Dividend per share (sen)	10*	-	12		
Dividend yield	4.89%	-	5.10%		
Net Profit Margin	5.52%	6.81%	6.50%		

* Proposed

Higher revenue (QoQ and YoY) due to increase in overseas sales demand

Revenue curve for 2016

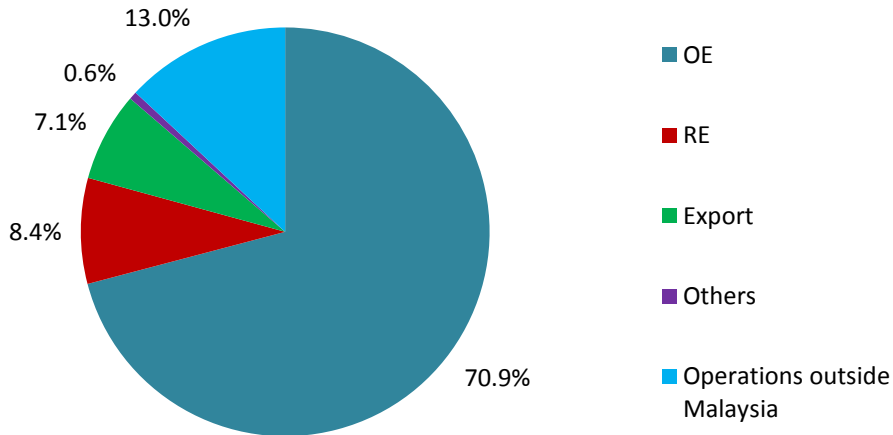


Growth in sales due to increase demand from overseas operations and from local customers like Subaru, Nissan and Honda.

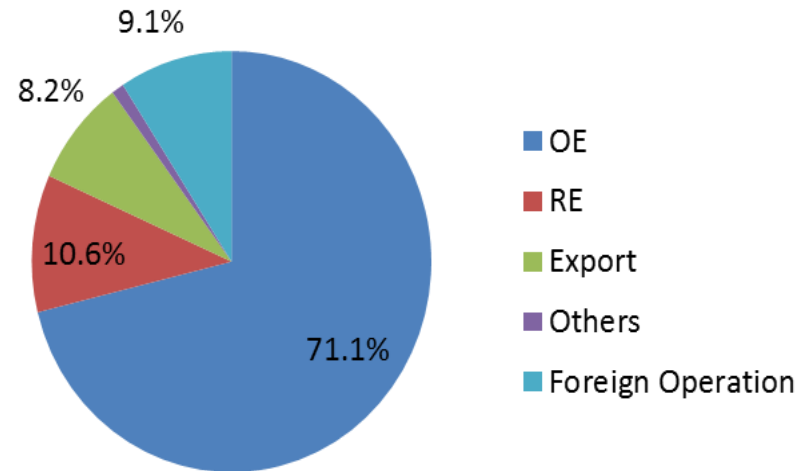
Segmental sales

	Q4 2016	%	Q4 2015	%
OE	241,545	70.9%	174,944	68.4%
RE	28,479	8.4%	25,709	10.0%
Export	24,036	7.1%	24,273	9.5%
Others	2,116	0.6%	3,016	1.2%
Foreign Operation	44,537	13.0%	27,898	10.9%
TOTAL REVENUE	340,713	100%	255,840	100%

Q4 2016



Q4 2015



Increase in revenue due to increase in demand for parts

Segmental performance

REVENUE (RM'000)	Q4 2016	Q4 2015	Change
Suspension	18,918	24,216	-21.9%
Interior & Plastics	185,732	135,855	36.7%
Electrical & Heat Exchange	40,444	37,227	8.6%
Marketing	48,400	47,948	0.9%
Others	2,682	2,761	-2.9%
Malaysia Operation	296,176	248,007	19.4%
Operations outside Malaysia	44,537	24,974	78.3%
TOTAL REVENUE	340,713	272,981	24.8%

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

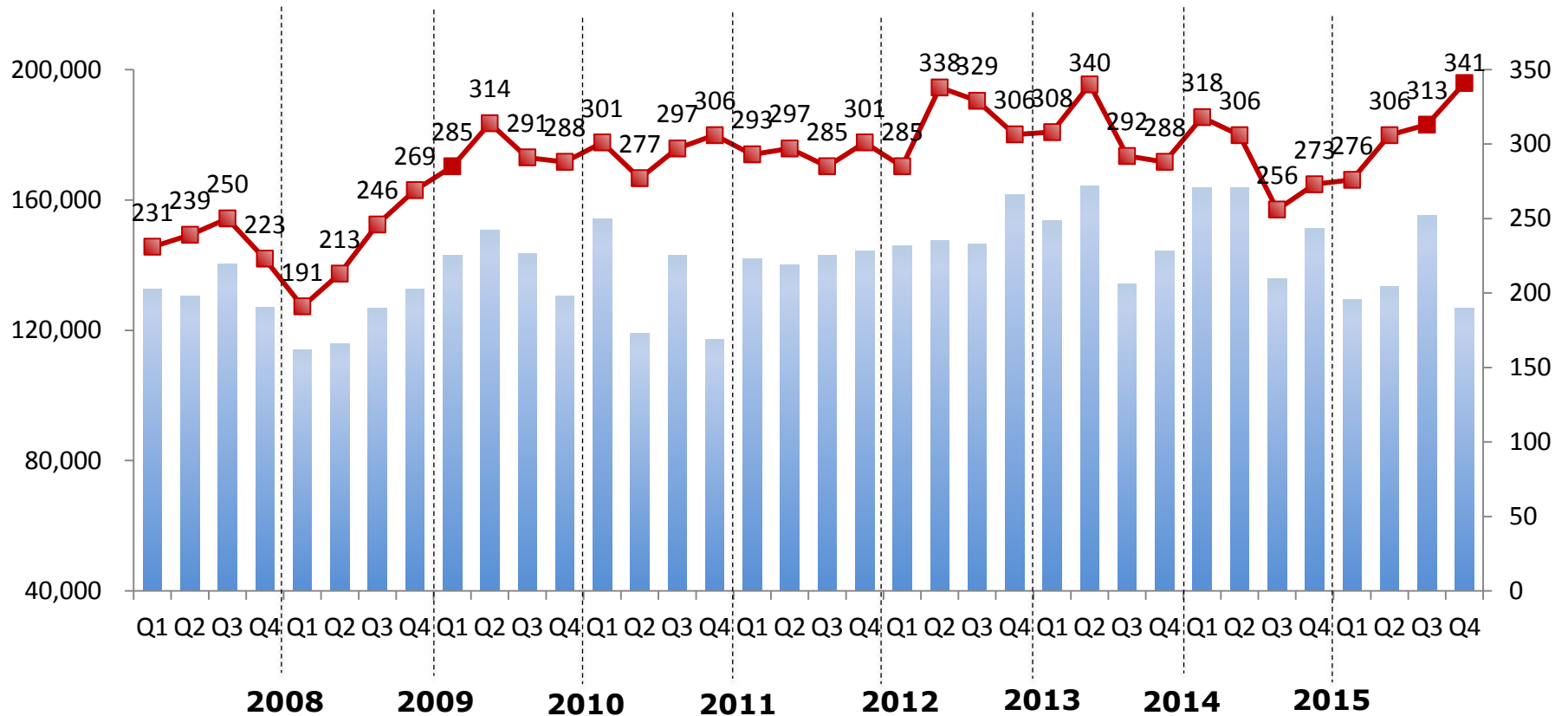
4Q16 Operation & Financial Review

Business Update

Production TIV finding a new level

Production TIV

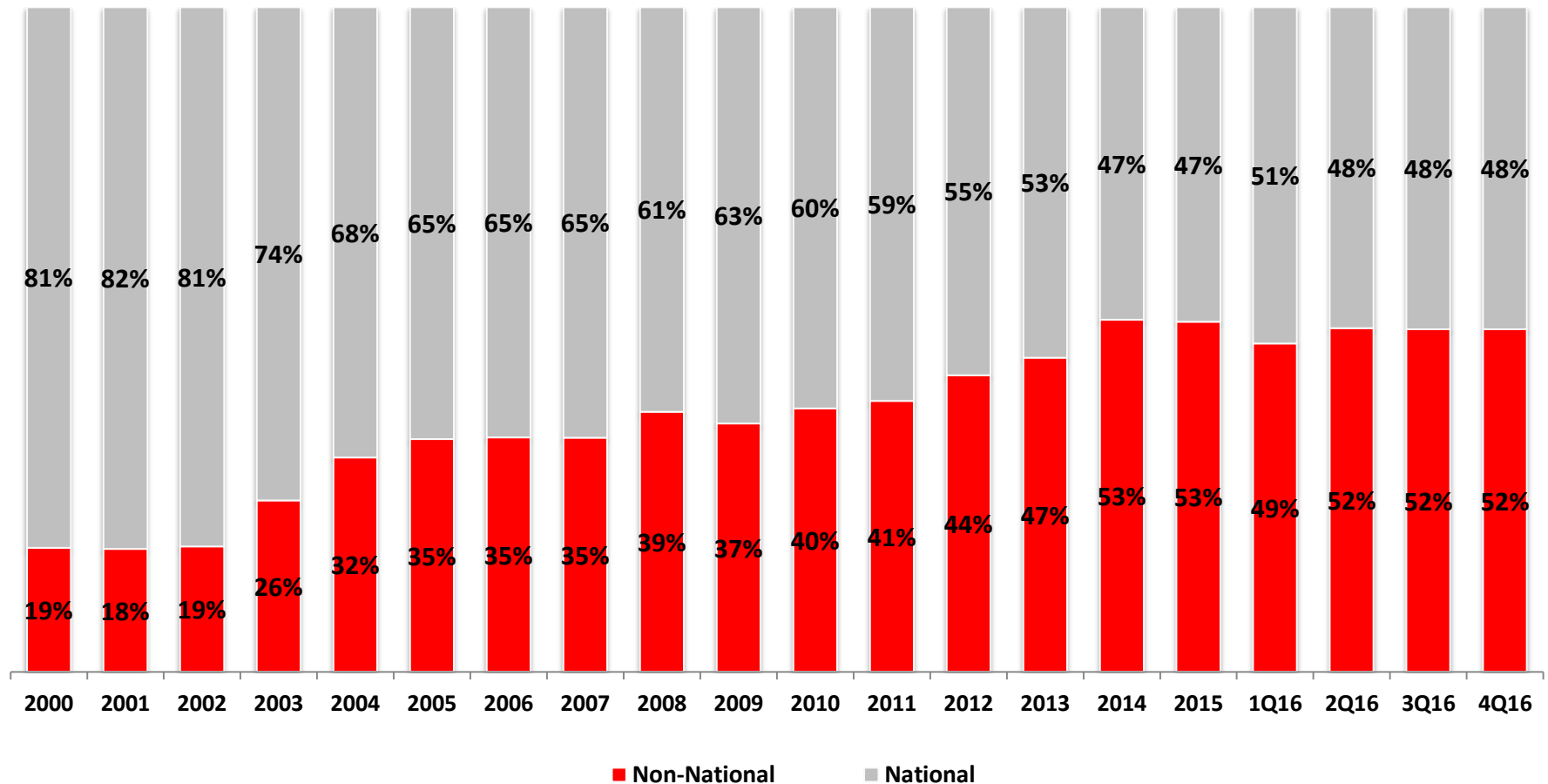
APM Revenue (RM'mil)



Source: MAA (as for Production TIV)

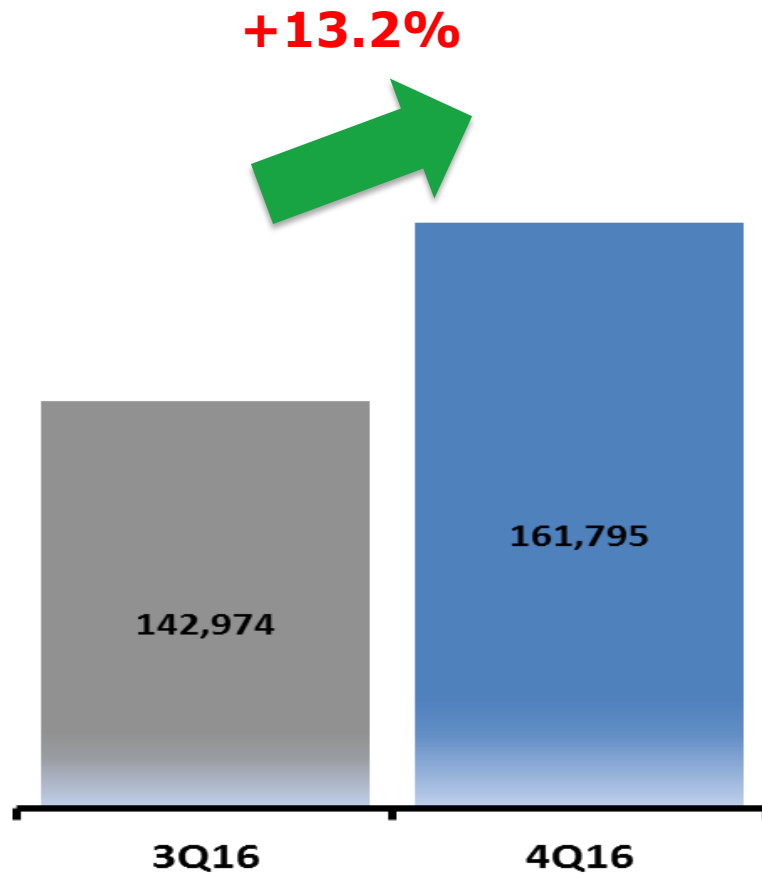
Revenues increase mainly due to higher revenue contribution from operations outside Malaysia and export.

National & Non-national Market Share



Non- National brands regain market share

4Q16 TIV



	Q-o-Q %
Perodua	+5.0%
Proton	+54.5%

	Q-o-Q %
Toyota	+11.4%
Nissan	+11.4%
Honda	+21.0%
Mitsubishi	+30.0%
Isuzu	+16.1%
Mazda	-12.0%

	Q-o-Q %
Ford	+2.4%
VW	-36.0%
BMW	+26.3%
Mercedes	-7.1%

TIV increased mainly due to year end promotions

FY16 business update

- ❖ 4Q16 TIV 161.8K; +13.2% QoQ. 12M16 TIV 580.2K; -13.0% YoY
- ❖ Mainly due to price hike and general reduced in demand due to economy uncertainty.
- ❖ 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

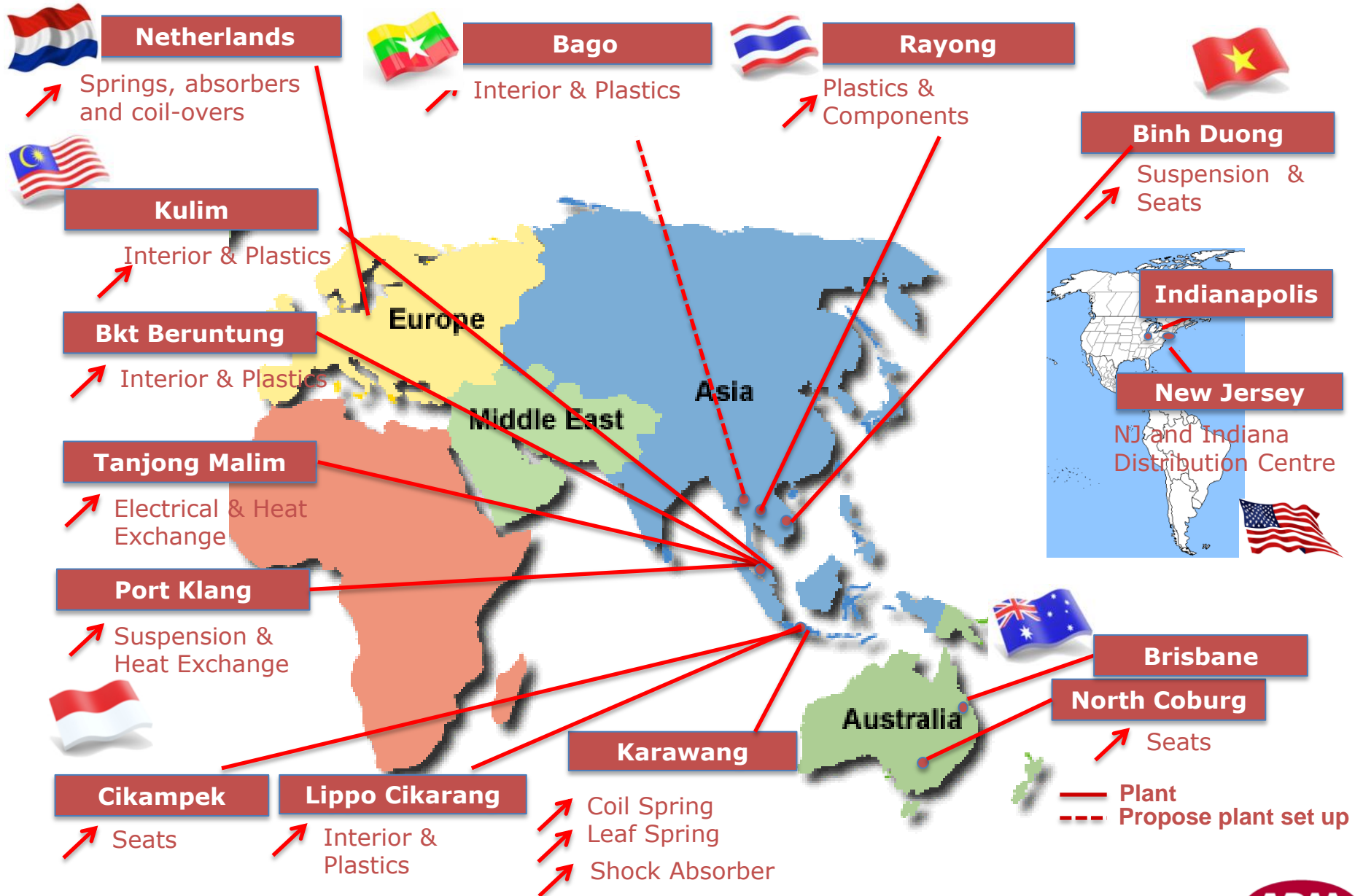
Completed M&A Deal

APM Automotive Holdings Berhad ("APM") - Subscription For Shares In Omnimatics Sdn Bhd ("Omnimatics")

- APM via its direct wholly-owned subsidiary, Auto Parts Holdings Sdn Bhd ("APH") has on 28 December 2016 subscribed for 52% of the total issued and paid-up share capital in Omnimatics pursuant to the terms of a Subscription Agreement entered into on 2 December 2016 with Raj Kissu A/L Rajandran ("RAJ"), Watchtower & Friends Sdn Bhd ("Watchtower") and Omnimatics, resulting in Omnimatics becoming a subsidiary of APH.
- APH paid a total investment cost of RM625,000, the details of which are as follows:
 - (i) RM325,000 being the subscription price paid by APH for the subscription of 325,000 ordinary shares of RM1.00 each; and
 - (ii) RM325,000 out of which RM240,800 was paid by APH on behalf of RAJ for the subscription of 240,800 ordinary shares of RM1.00 each and the balance of which was paid as consideration to RAJ for his entering into a service agreement with Omnimatics to act as Head of Omnimatics for a period of 3 years.
- With the emergence of the IoT applications embedded in automobiles, both automobile industry insiders and everyday drivers would soon see an increase in connectivity, productivity and ability to perform diagnostics while on the move. APM views this investment of IoT as an additional business segment for the Group and in tandem with the revolutionary introduction of IoT applications in the automobile industry and also can be expanded regionally into the ASEAN region where APM has its presence.

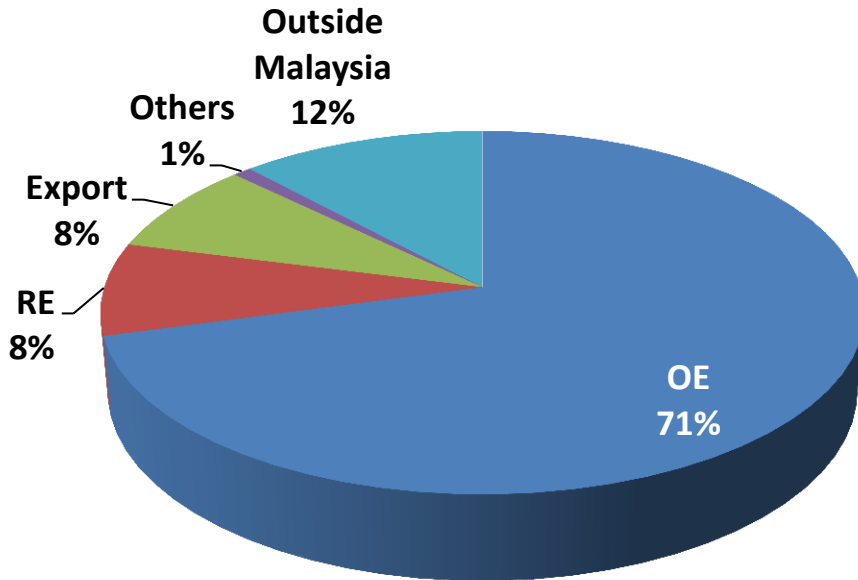
Moving Forward

Geographical Diversification



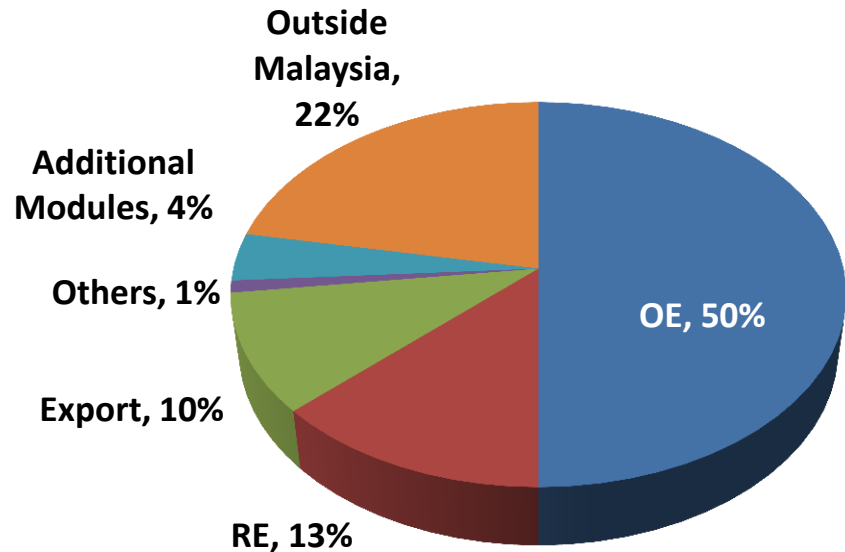
Sales Guidance through Balance & Diversity

2016A



Turnover: RM 1.2b

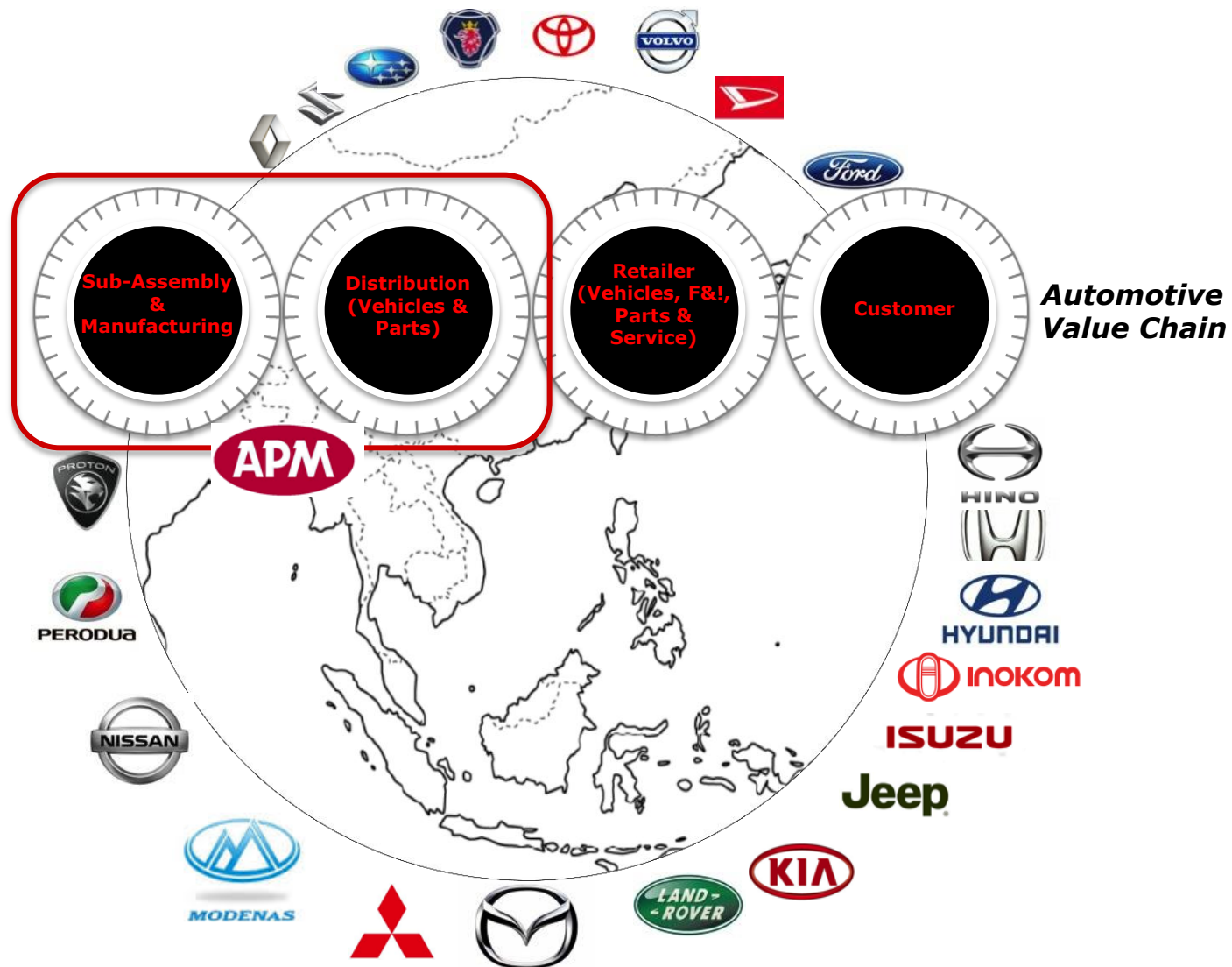
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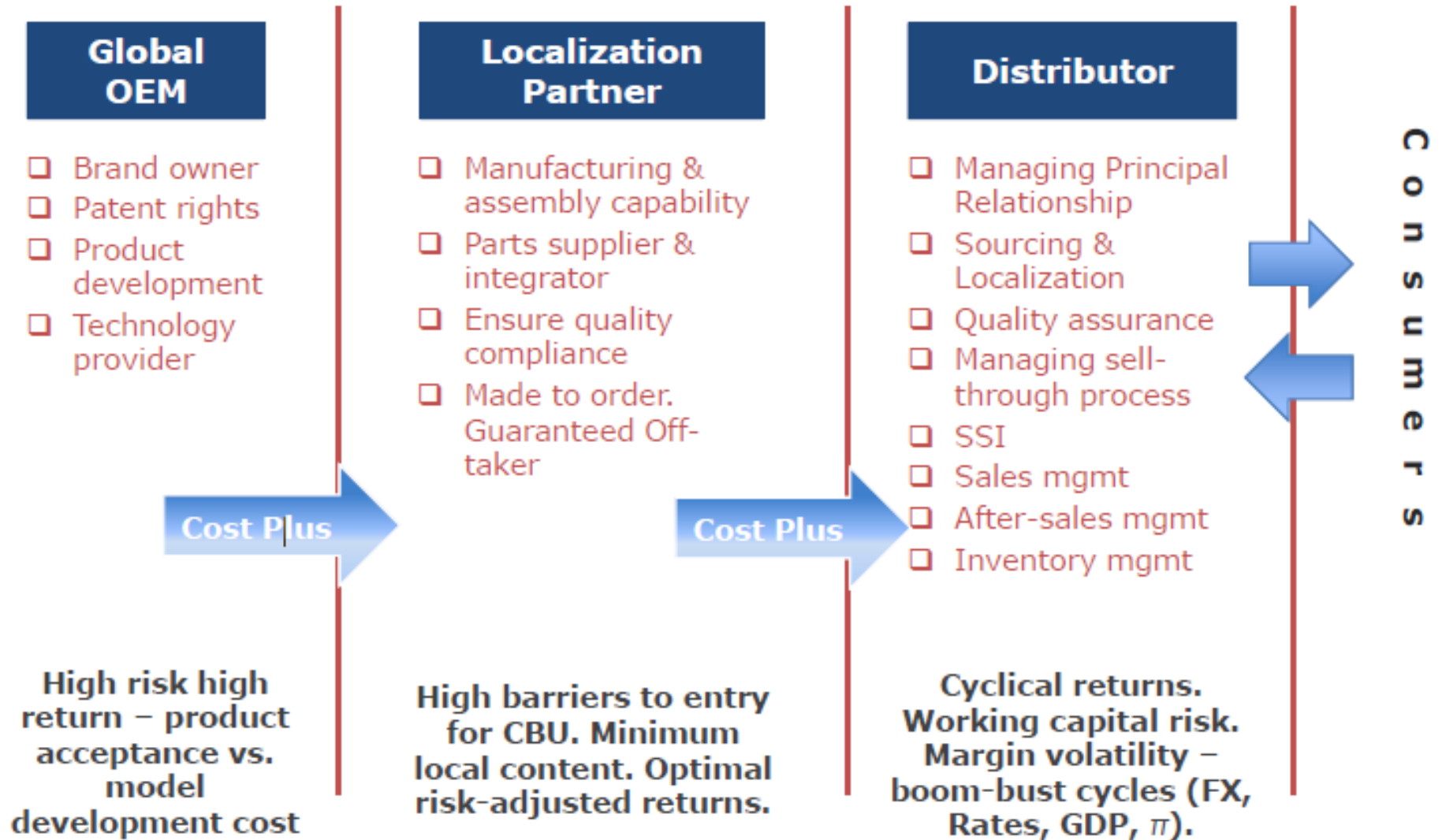
Turnover: RM 2.0b

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

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You