



**APM Automotive Holdings
Berhad**

FY2018 Fourth-quarter financial results

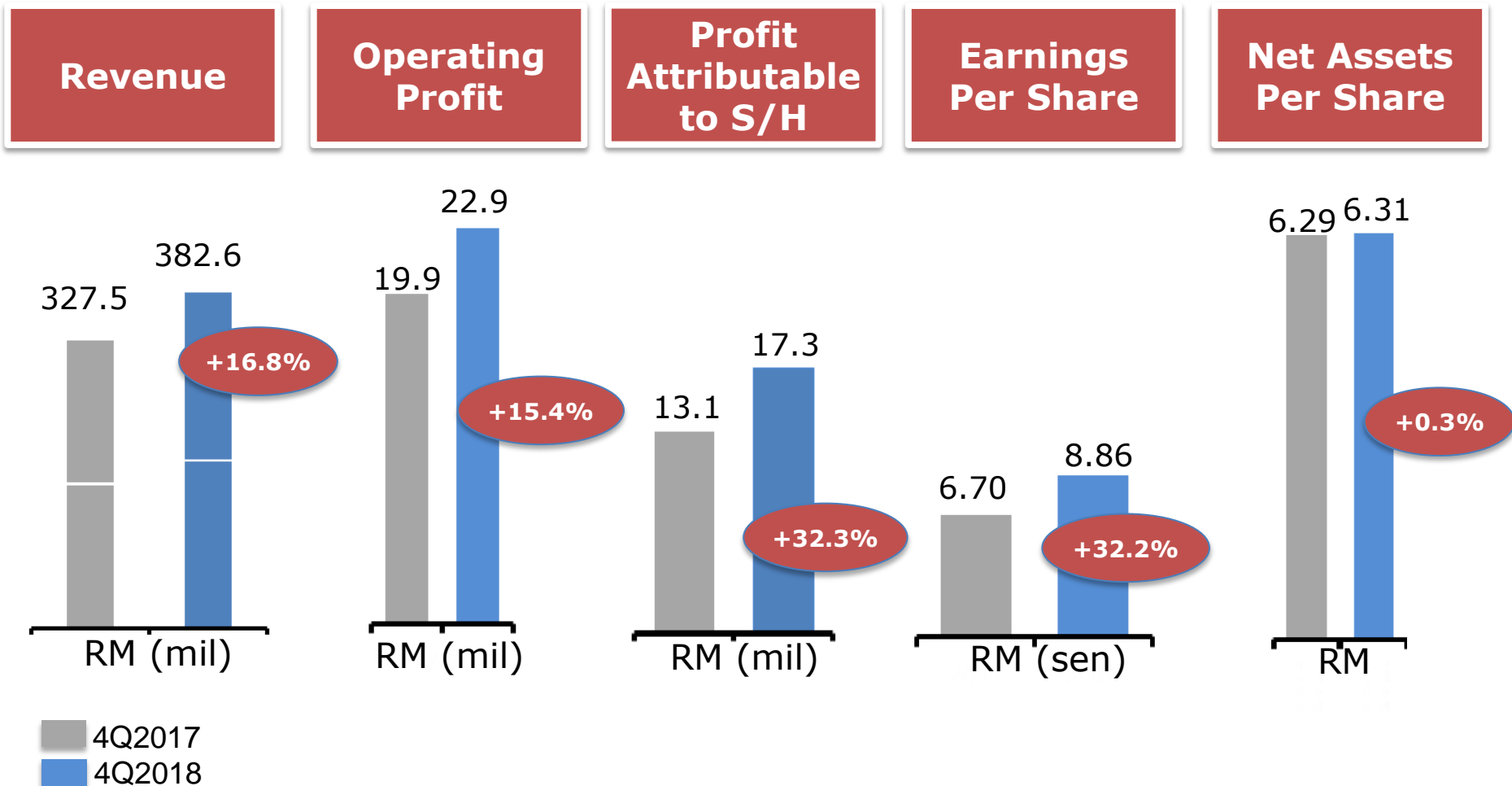
Cautionary Statement with Respect to Forward-Looking Statements

Information contained in this presentation is intended solely for your reference. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning the Company. We do not make representation regarding, and assumes no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein.

Statements or comments made during this presentation that are not historical facts are forward-looking statements that reflect our plans and expectations. These forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to differ materially from that anticipated in these statements.

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



Higher revenue (YoY) due to increase in OEM sales

4Q18 Operation & Financial Review

Business Update

4Q18 financial review

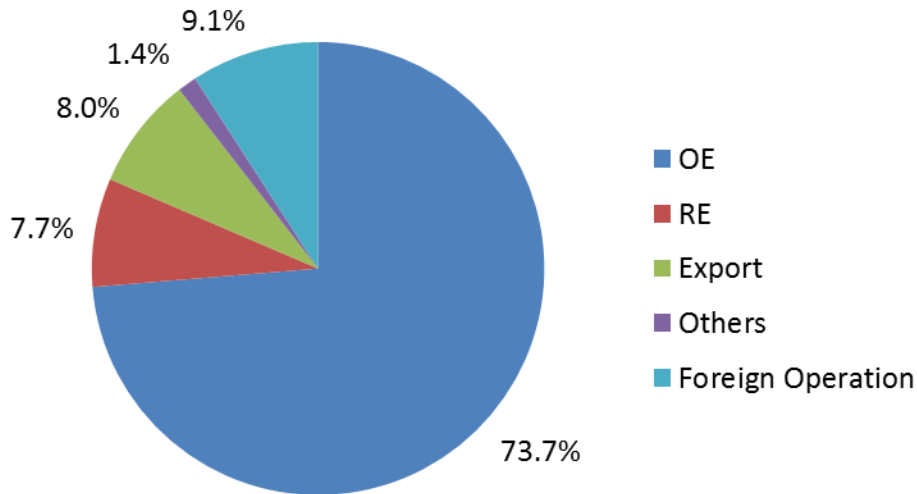
RM'000	4Q18	3Q18	4Q17	QoQ	YoY
				4Q18 vs 3Q18	4Q18 vs 4Q17
Revenue	382,585	335,997	327,538	13.9%	16.8%
Profit before tax	24,438	13,610	21,877	79.6%	11.7%
Net Income	24,346	8,910	18,147	173.2%	34.2%
Profit Attributable to Shareholders	17,335	3,348	13,098	417.8%	32.3%
EPS (Sen)	8.86	1.71	6.70	418.1%	32.2%
Net assets per share	6.31	6.25	6.29	1.0%	0.3%
Return on equity (annualised)	5.62%	1.09%	4.26%		
Dividend per share (sen)	7.00	-	8.50		
Dividend yield	2.61%	-	2.37%		
Net Profit Margin	6.36%	2.65%	5.54%		

Higher revenue and profit due to increase in OEM sales

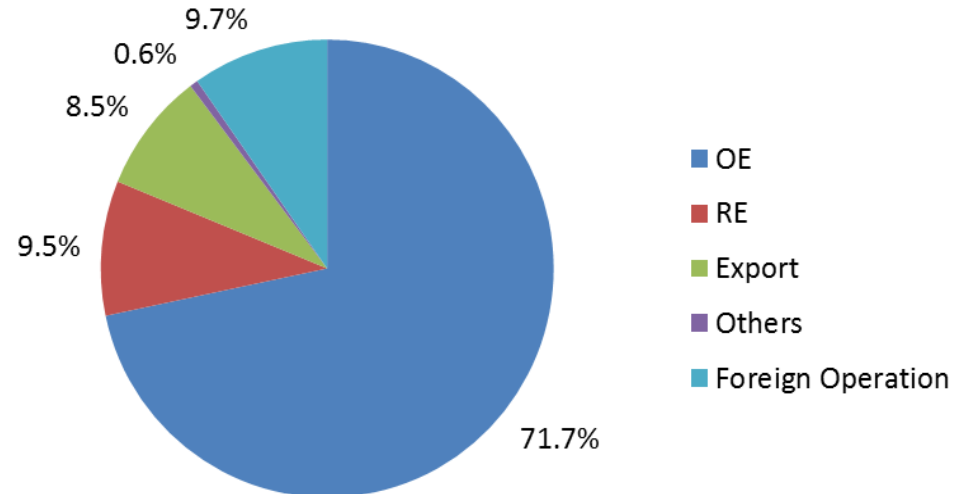
Segmental sales

	Q4 2018	%	Q4 2017	%
OE	281,968	73.7%	234,794	71.7%
RE	29,634	7.7%	31,161	9.5%
Export	30,790	8.0%	27,793	8.5%
Others	5,204	1.4%	1,911	0.6%
Foreign Operations	34,989	9.1%	31,879	9.7%
TOTAL REVENUE	382,585	100%	327,538	100%

Q4 2018



Q4 2017



Increased in revenue due to increased demand from OEMs

Segmental performance

REVENUE (RM'000)	Q4 2018	Q4 2017	Change
Suspension	21,412	18,792	13.9%
Interior & Plastics	236,105	193,623	21.9%
Electrical & Heat Exchange	30,905	27,901	10.8%
Marketing	52,377	52,468	-0.2%
Others	6,798	2,874	136.5%
Malaysia Operations	347,597	295,658	17.6%
Operations outside Malaysia	34,988	31,880	9.7%
TOTAL REVENUE	382,585	327,538	16.8%

Overseas operations saw increased in coach seats demand in Australia

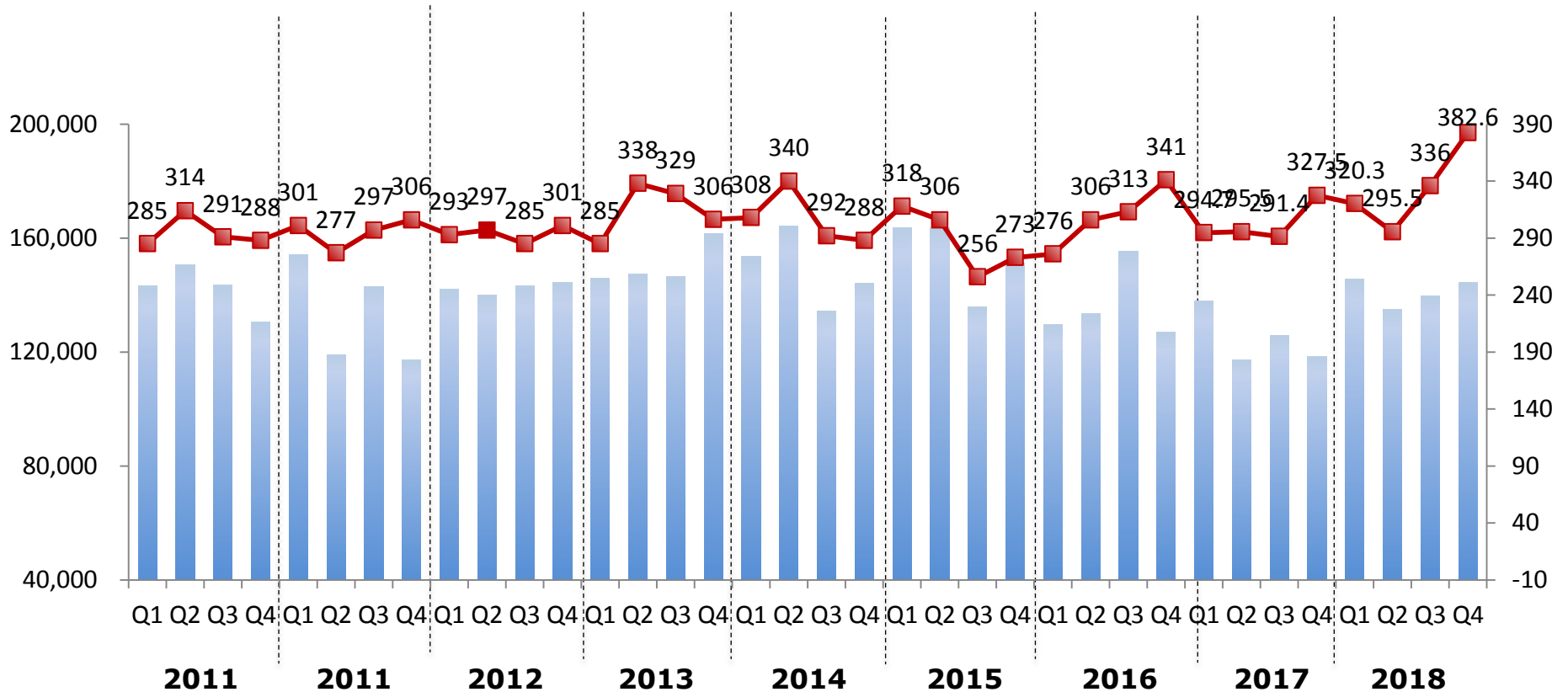
4Q18 Operation & Financial Review

Business Update

Production TIV

Production TIV

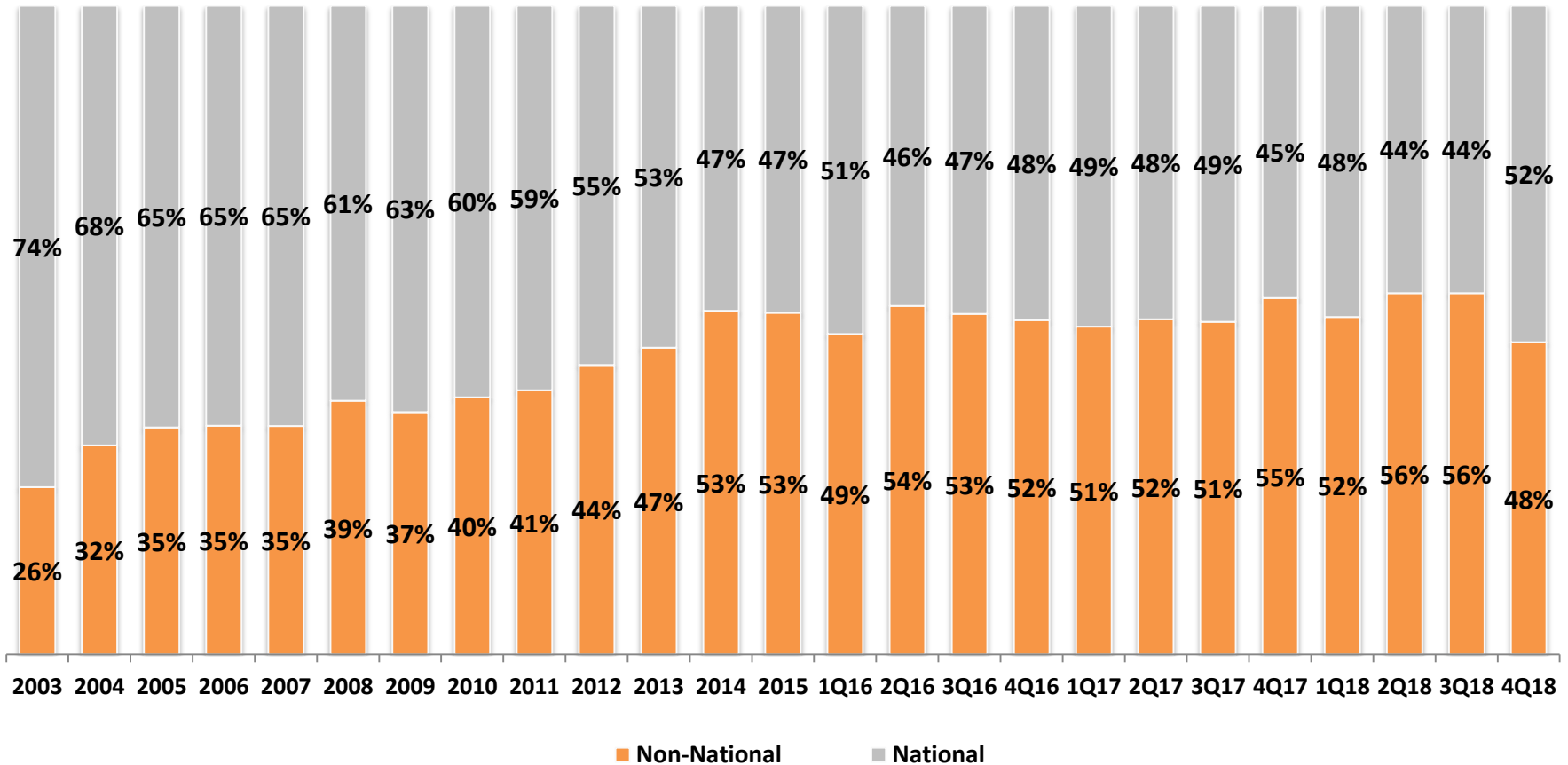
APM Revenue (RM'mil)



Source: MAA (as for Production TIV)

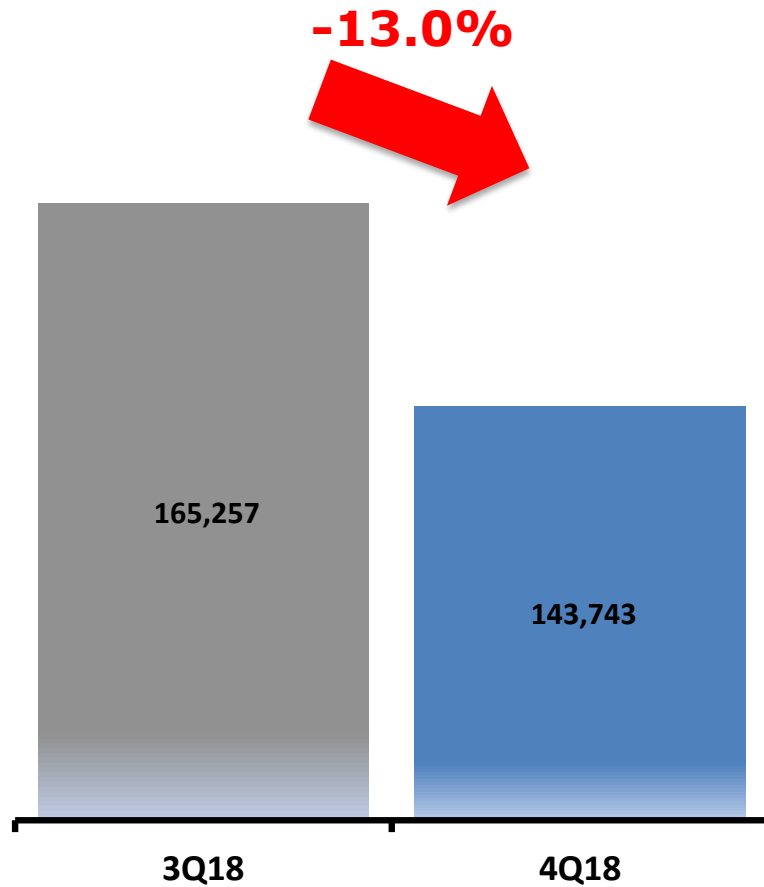
Revenue increased due to increase in production as well

National & Non-national Market Share



National brands regaining market share

4Q18 TIV



	Q-o-Q %
Perodua	15.5%
Proton	-29.9%

	Q-o-Q %
Toyota	-38.4%
Nissan	-10.6%
Honda	-21.7%
Mitsubishi	-29.0%
Isuzu	-24.1%
Mazda	14.8%

	Q-o-Q %
Ford	-37.5%
VW	-42.6%
BMW	-16.9%
Mercedes	-2.8%

TIV decreased due to post zero GST effect

FY18 business update

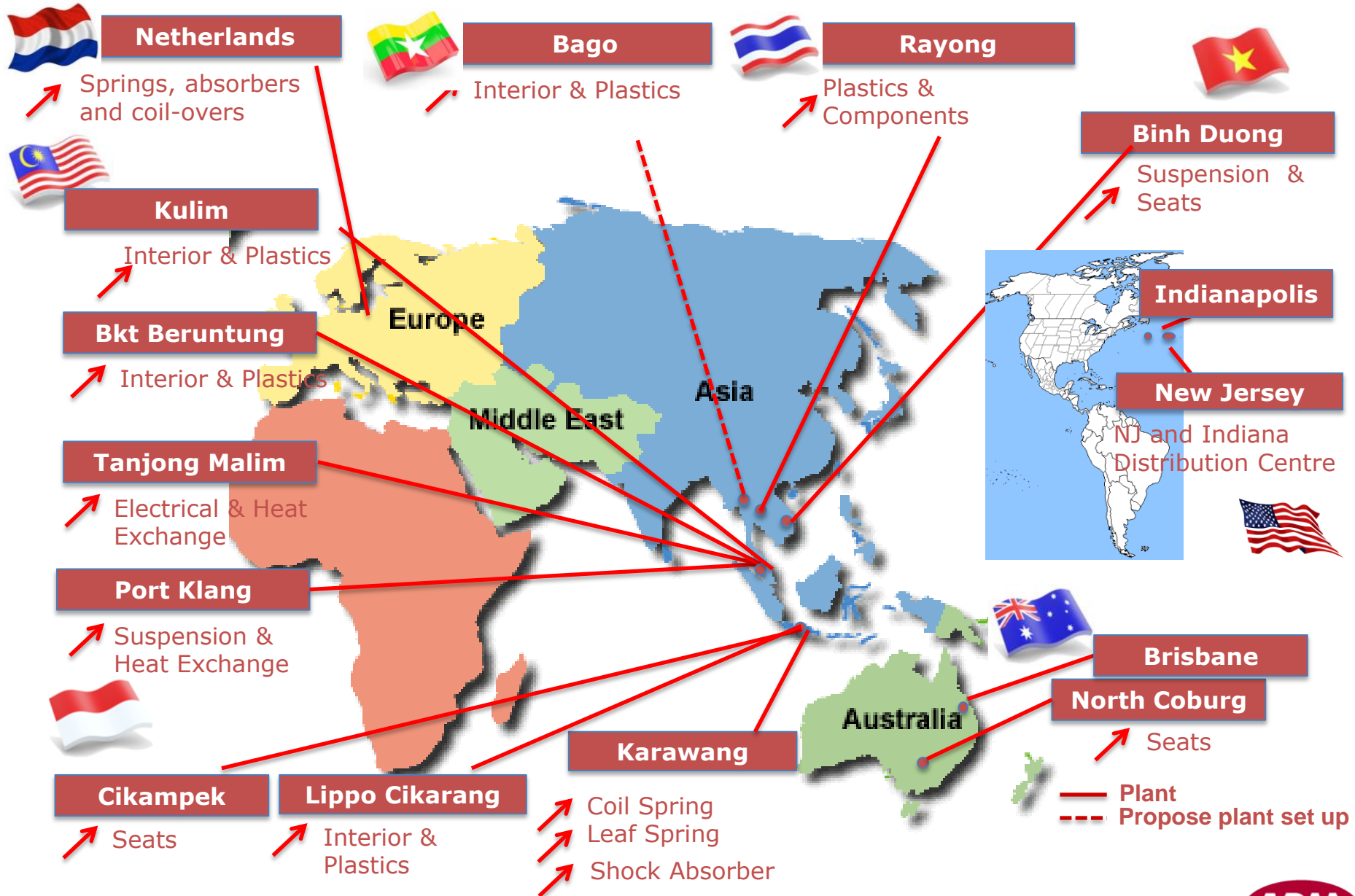
- ❖ 4Q18 TIV 143.7K; -13.0% QoQ mainly due to post tax holiday effects.
- ❖ APM underlying OEM businesses buck the trend due to earlier counter measures.
- ❖ Counter measures include:
 - Expansion of new business - new products / segment
 - Intensify the development of parts for replacement markets
 - 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

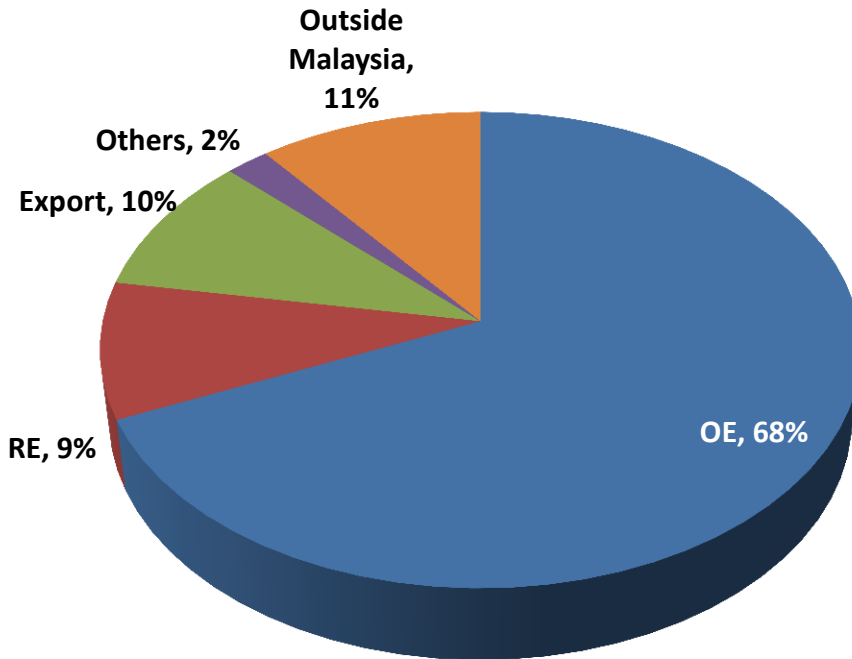
Moving Forward

Geographical Diversification



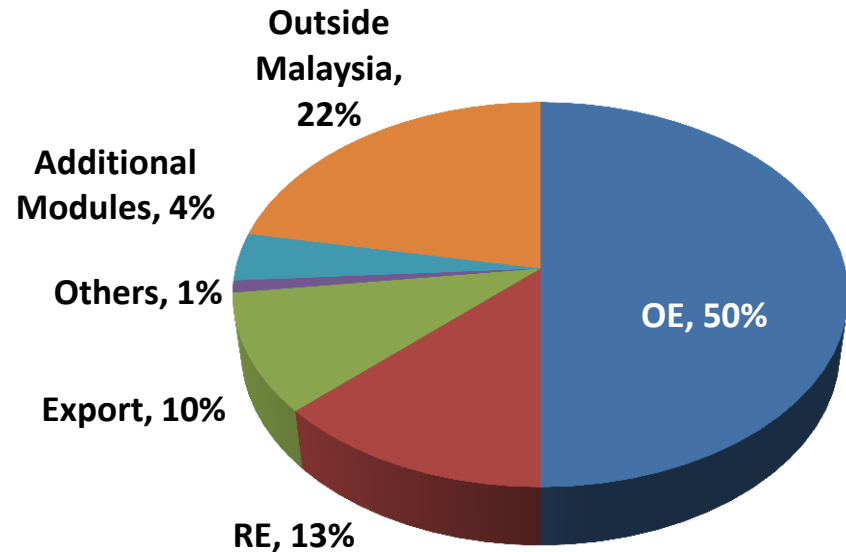
Sales Guidance through Balance & Diversity

2018A



Turnover: RM 1.3b

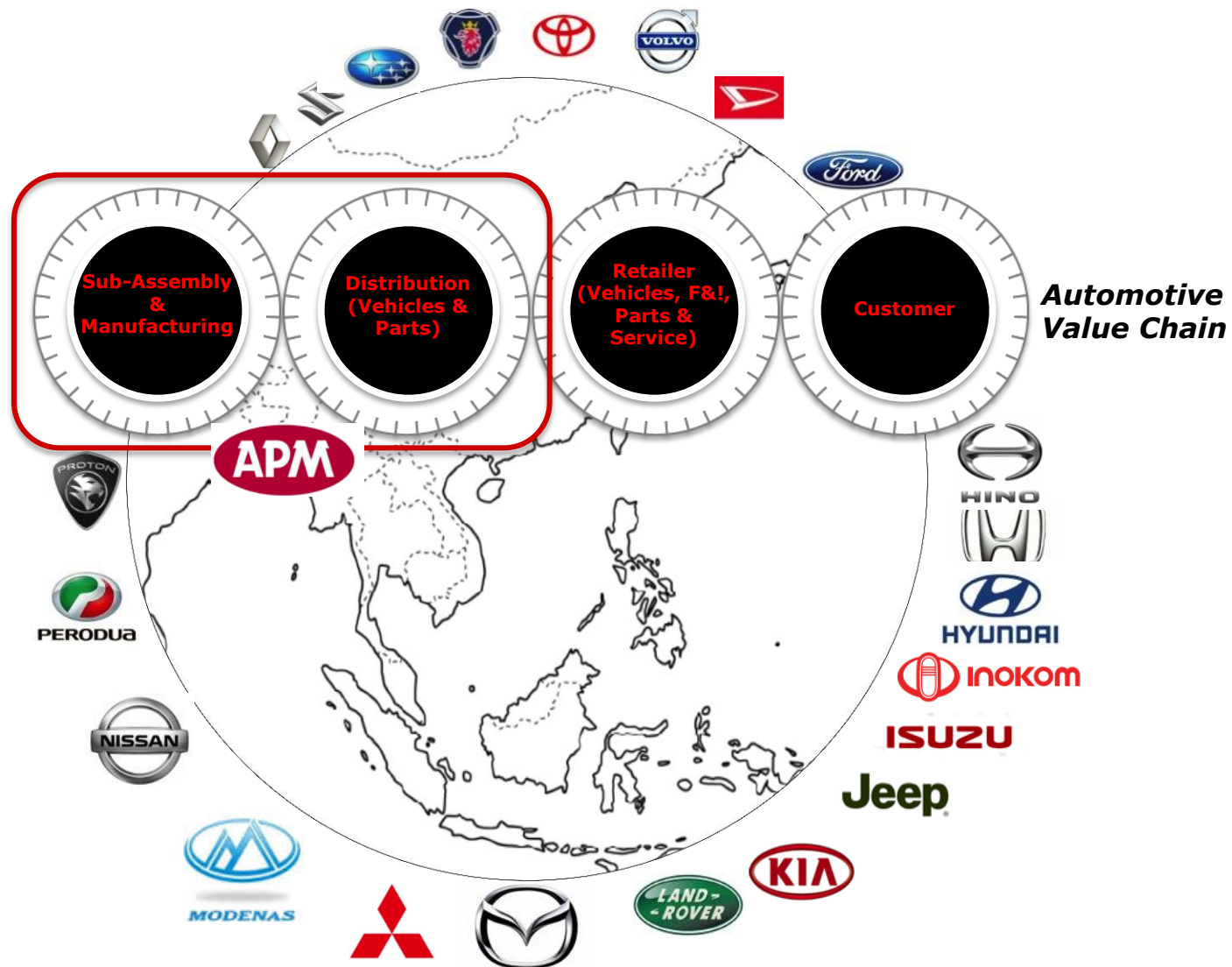
2020F



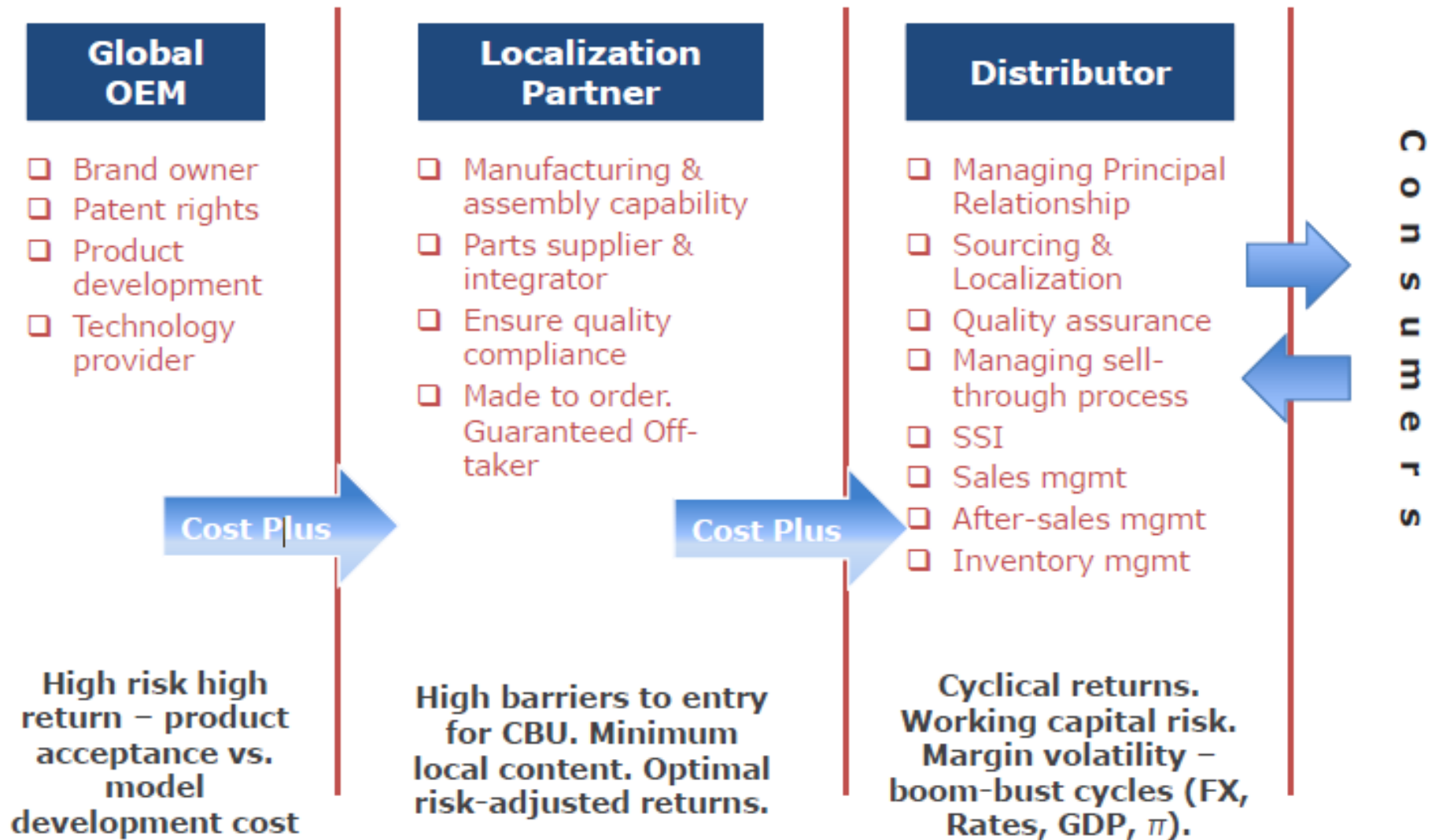
Turnover: RM 2.0b

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

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You