



**APM Automotive Holdings  
Berhad**

# **FY2019 Fourth-quarter financial results**

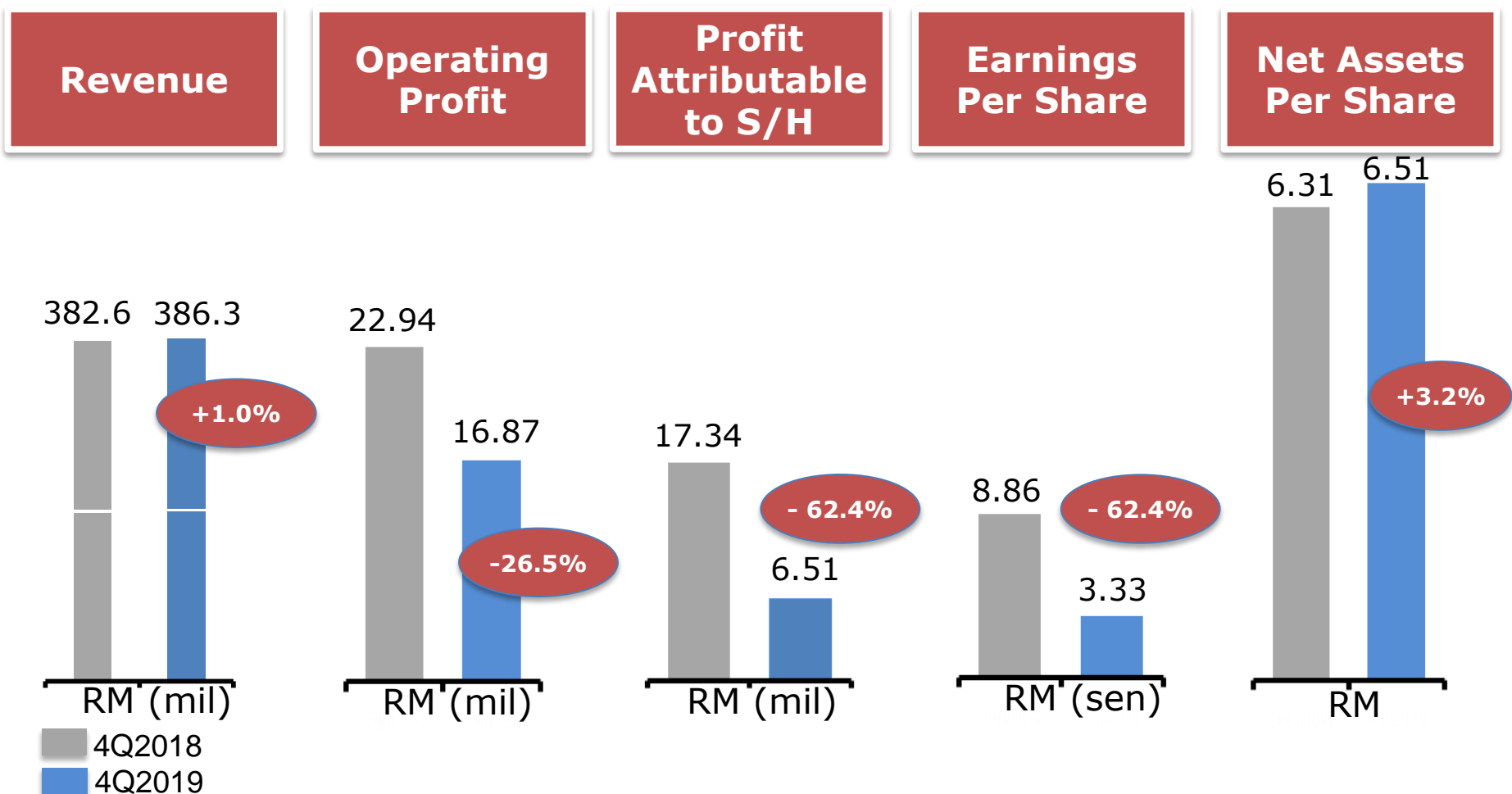
## **Cautionary Statement with Respect to Forward-Looking Statements**

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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



**Lower profit (YoY) mainly due to higher share of associate's losses and impairment loss in Indonesia.**

# 4Q19 Operation & Financial Review

## Business Update

# 4Q19 financial review

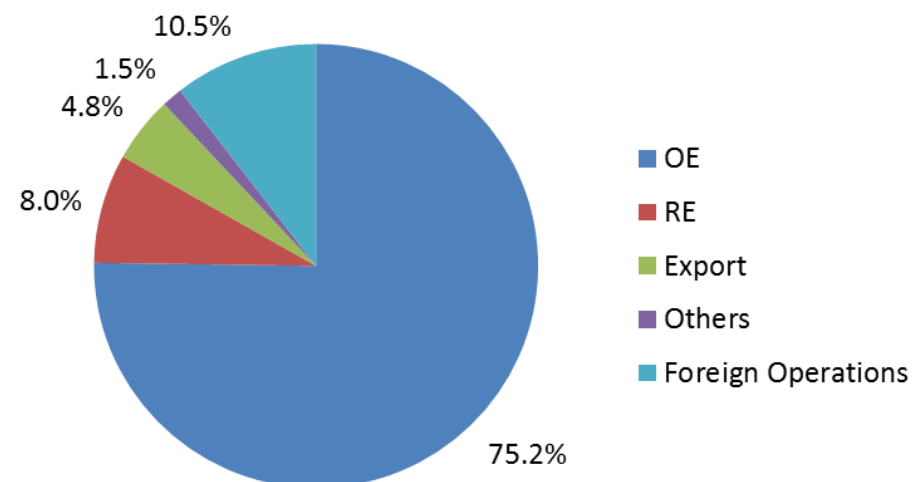
RM'000	4Q19	3Q19	4Q18	QoQ	YoY
				4Q19 vs 3Q19	4Q19 vs 4Q18
Revenue	386,302	384,660	382,585	0.4%	1.0%
Profit before tax	16,862	13,836	24,438	21.9%	-31.0%
Net Income	11,930	7,526	24,346	58.5%	-51.0%
Profit Attributable to Shareholders	6,513	2,385	17,335	+173.1%	-62.4%
EPS (Sen)	3.33	1.22	8.86	+173.0%	-62.4%
Net assets per share	6.51	6.38	6.31	2.0%	3.2%
Return on equity (annualised)	2.05%	0.77%	5.62%		
Dividend per share (sen)	5.00	-	7.00		
Dividend yield	2.31%	-	2.61%		
Net Profit Margin	3.09%	1.96%	6.36%		

**Higher profit (QoQ) mainly due to the payment of import duty was made by Vietnam operation in 3Q19.**

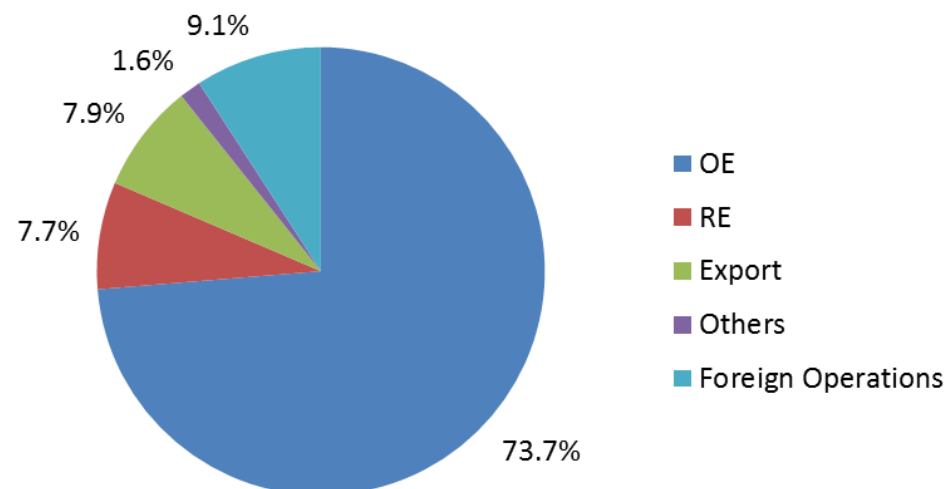
# Segmental sales

REVENUE (RM'000)	Q4 2019	%	Q4 2018	%
OE	290,420	75.2%	281,968	73.7%
RE	30,789	8.0%	29,634	7.7%
Export	18,569	4.8%	30,037	7.9%
Others	6,017	1.5%	5,957	1.6%
Foreign Operations	40,507	10.5%	34,989	9.1%
<b>TOTAL REVENUE</b>	<b>386,302</b>	<b>100%</b>	<b>382,585</b>	<b>100%</b>

Q4 2019



Q4 2018



**Increase in revenue due to higher demand from OEMs.**

# Segmental performance

REVENUE (RM'000)	Q4 2019	Q4 2018	Change
Suspension	17,627	21,412	-17.7%
Interior & Plastics	250,091	236,105	5.9%
Electrical & Heat Exchange	27,645	30,905	-10.5%
Marketing	43,106	52,376	-17.7%
Others	7,326	6,798	7.8%
<b>Malaysia Operations</b>	<b>345,795</b>	<b>347,596</b>	<b>-0.5%</b>
<b>Operations outside Malaysia</b>	<b>40,507</b>	<b>34,989</b>	<b>15.8%</b>
<b>TOTAL REVENUE</b>	<b>386,302</b>	<b>382,585</b>	<b>1.0%</b>

**Increase in revenue due to higher demand from OEMs.**

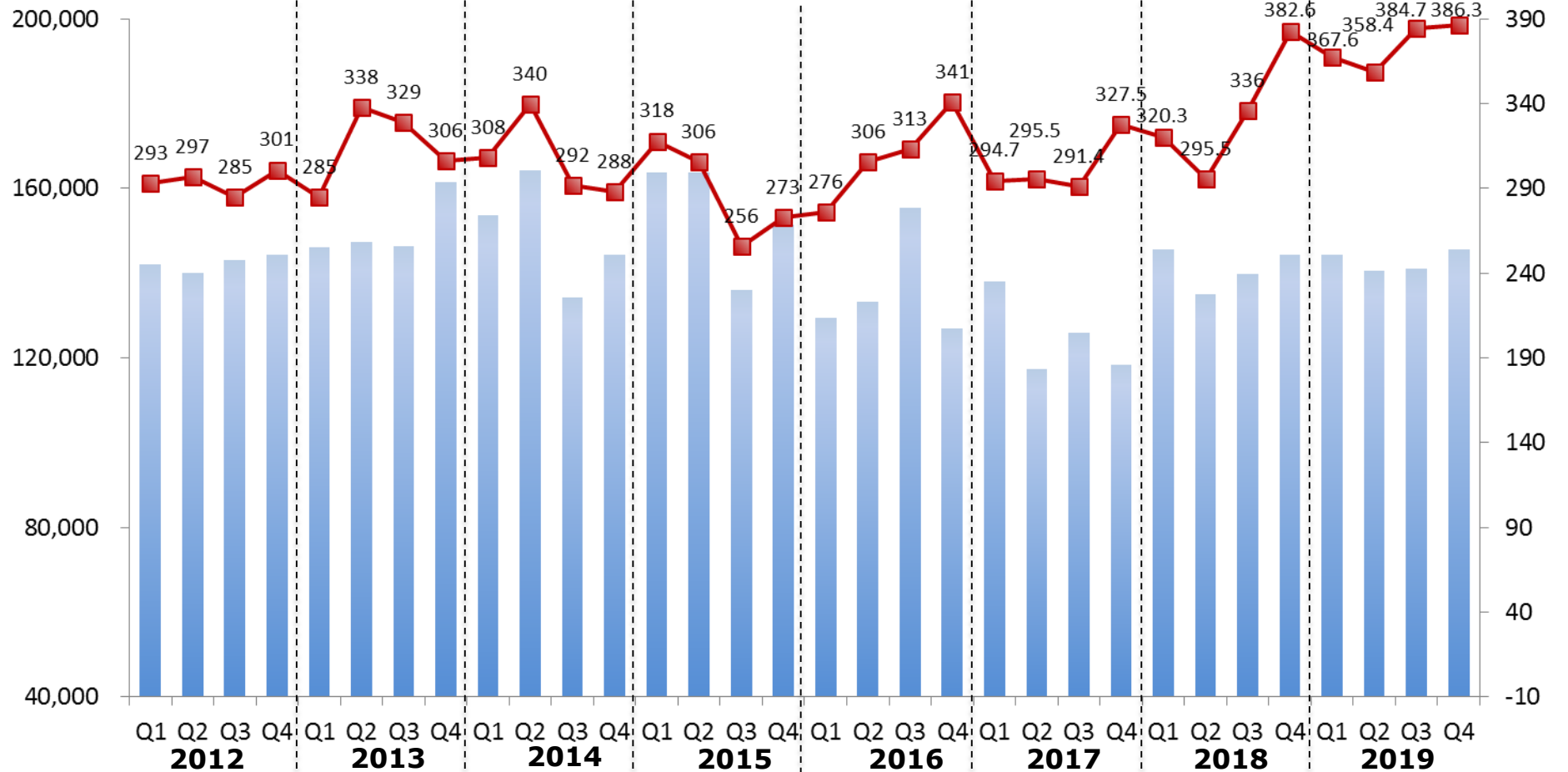
# 4Q19 Operation & Financial Review

## Business Update



# Production TIV

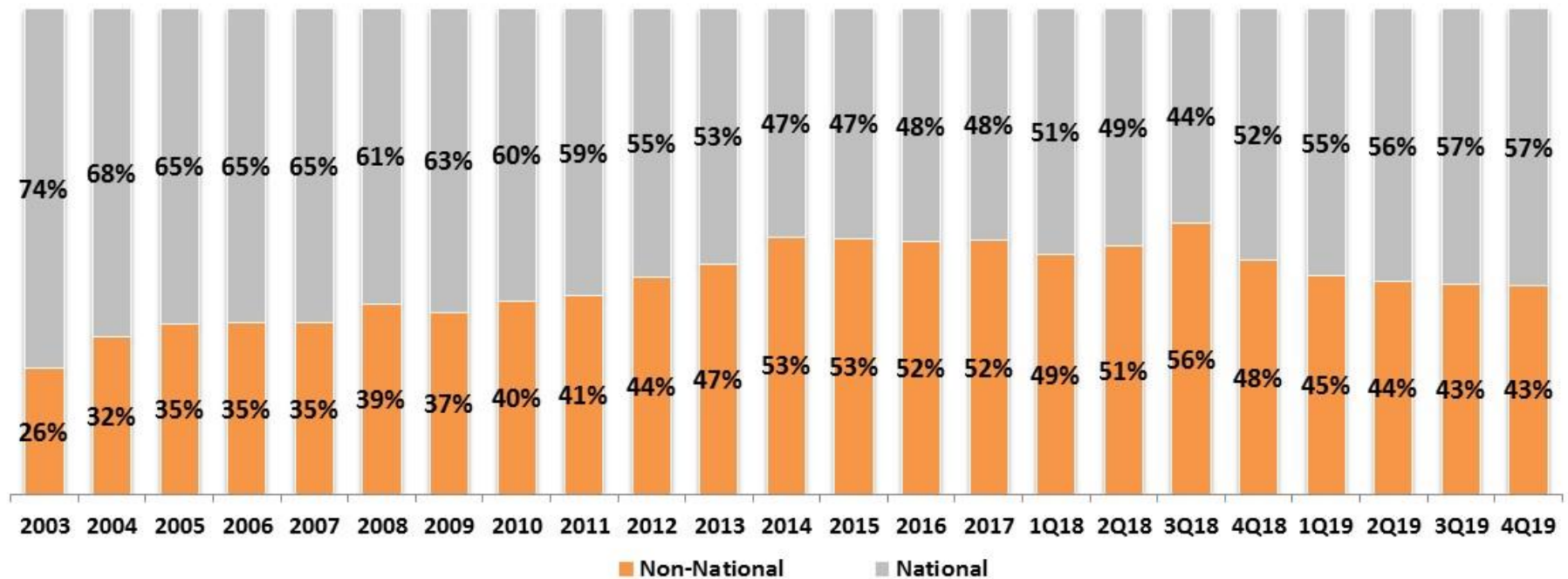
Production TIV



Source: MAA (as for Production TIV)

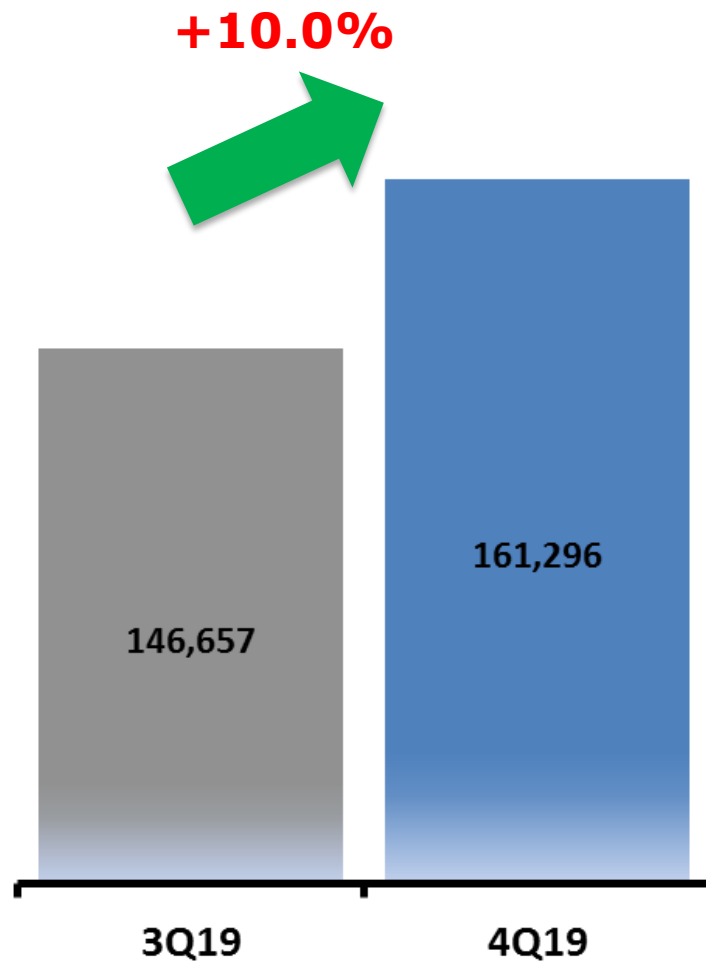
**Revenues are holding above RM300million per quarter.**

# National & Non-national Market Share



**National brands regaining market share.**

# 4Q19 TIV



	Q-o-Q %
Perodua	8.1%
Proton	14.6%

	Q-o-Q %
Toyota	31.3%
Nissan	5.1%
Honda	-2.7%
Mitsubishi	19.2%
Isuzu	36.4%
Mazda	10.2%

	Q-o-Q %
Ford	-6.6%
VW	3.9%
BMW	-16.6%
Mercedes	31.0%

**TIV increased mainly due to aggressive year-end promotions.**

# FY19 business update

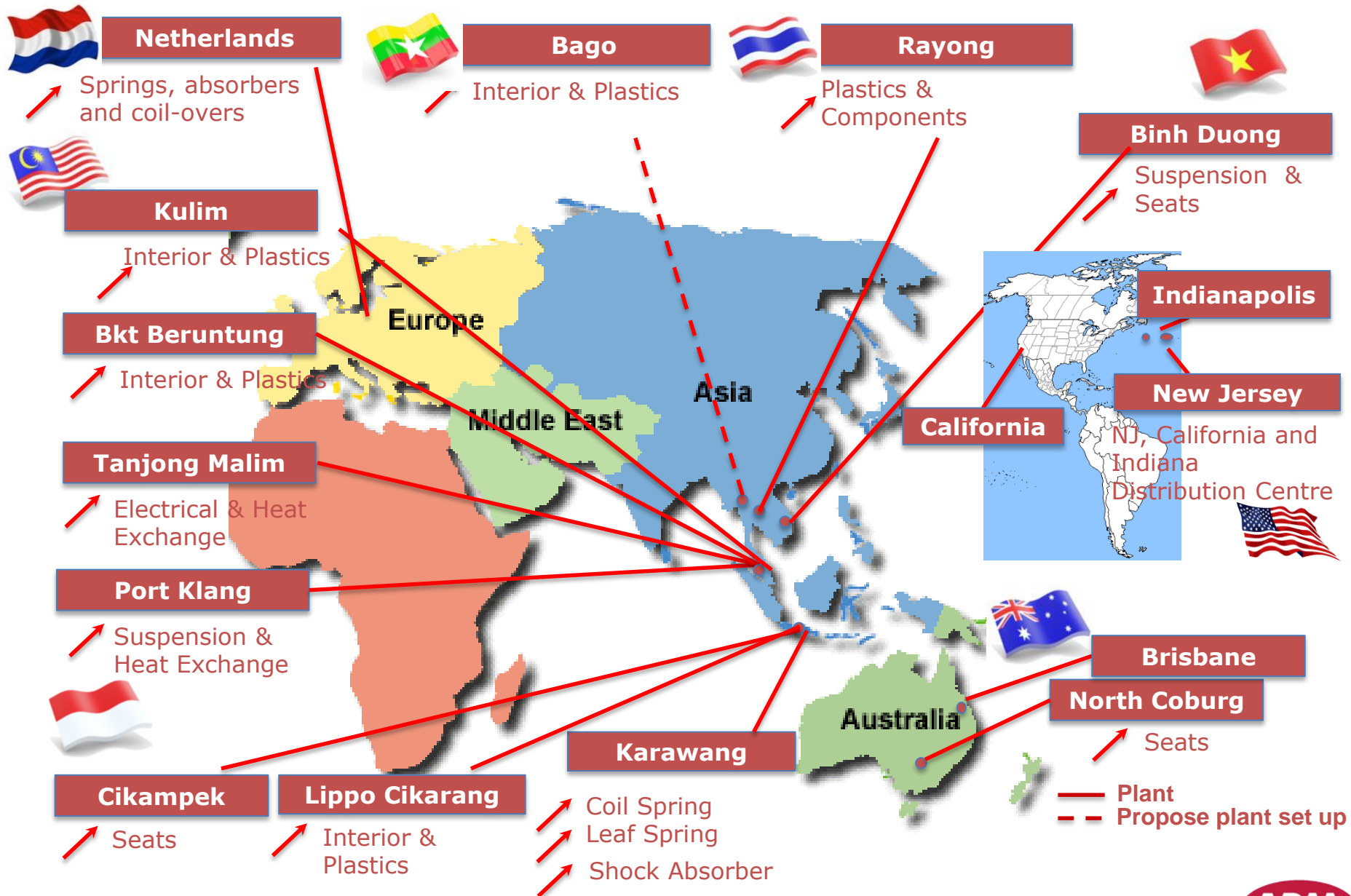
- ❖ 4Q19 TIV 161.3K; +10.0% QoQ mainly due to aggressive year-end promotions were offered by the car companies.
- ❖ APM underlying OEM businesses buck the trend due to earlier counter measures.
- ❖ Counter measures include:
  - Expansion of new business - new products / segment
  - Intensify the development 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

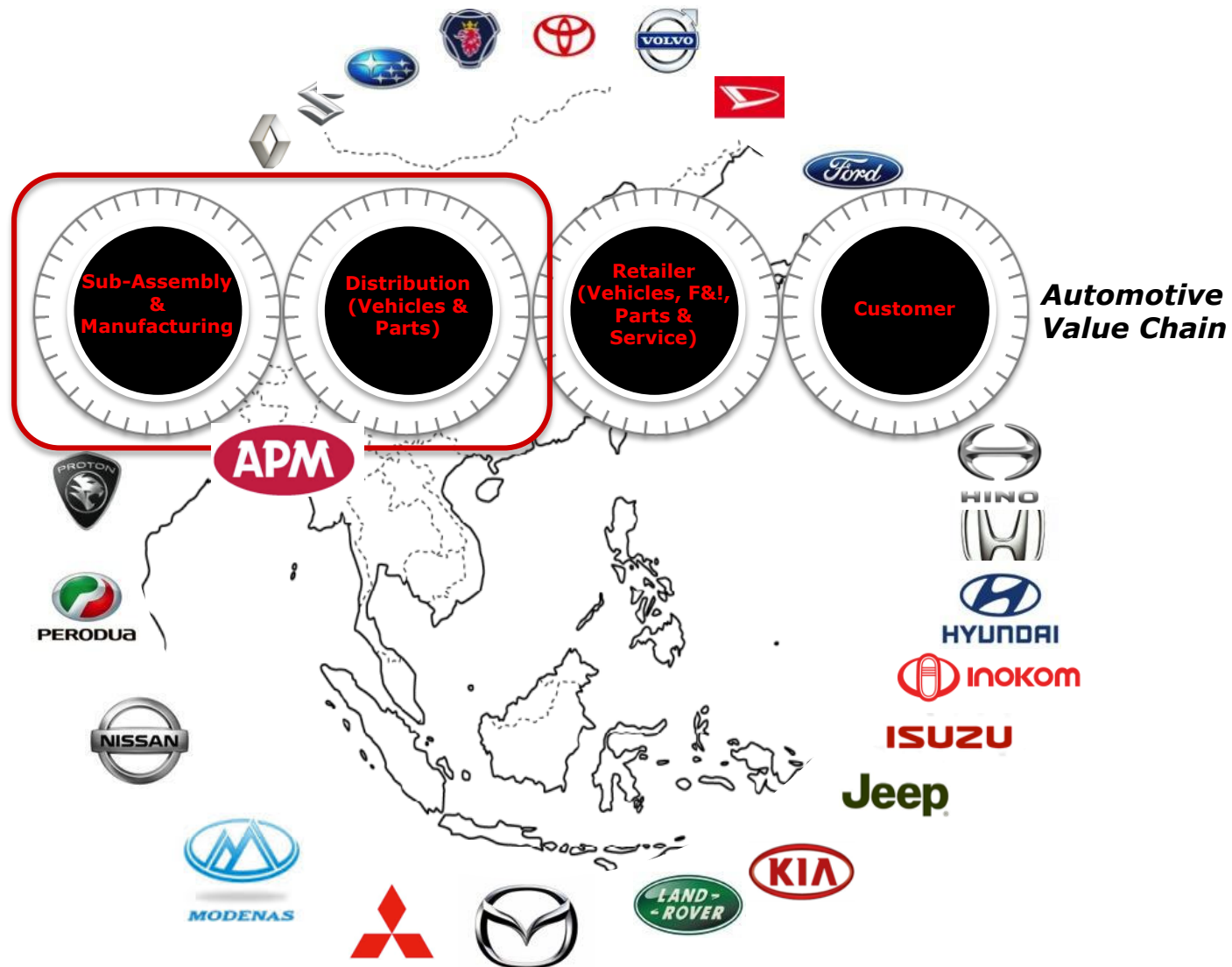
<b>Strategic Purpose</b>	Our Vision		Our Strategy	
<b>Environment</b>	Global Market Review	Asia Pacific Market Review	Malaysia Market Review	
<b>Market Assessment</b>	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
<b>Target Opportunities</b>	Targeted Research			
<b>Growth Opportunities</b>	M&A Opportunities	Tier 1 Supplier	Tier 2 Supplier	
<b>Risk Management</b>	Due Diligence	IP Production	Legal & HR Partnerships	Detailed Planning
<b>Implementation Plan</b>	JV	Local Resources	Quotation & Proposals	Supplier/Tool Resource

# Moving Forward

# Geographical Diversification

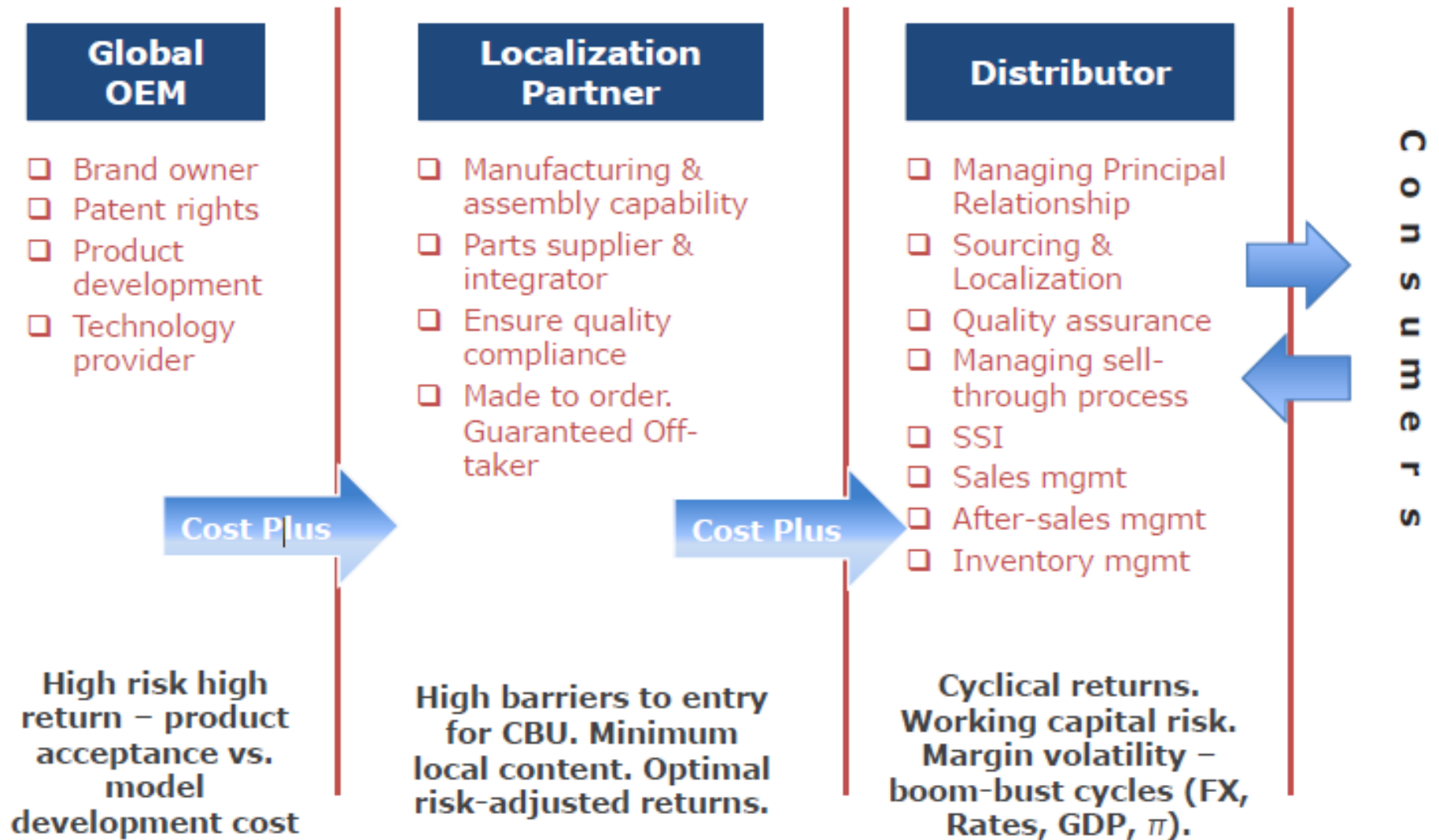


# Integral Player within Local Automotive Eco-systems





# Auto Cycle Investing



# Thank You