



**APM Automotive Holdings
Berhad**

FY2022 Fourth-quarter financial results

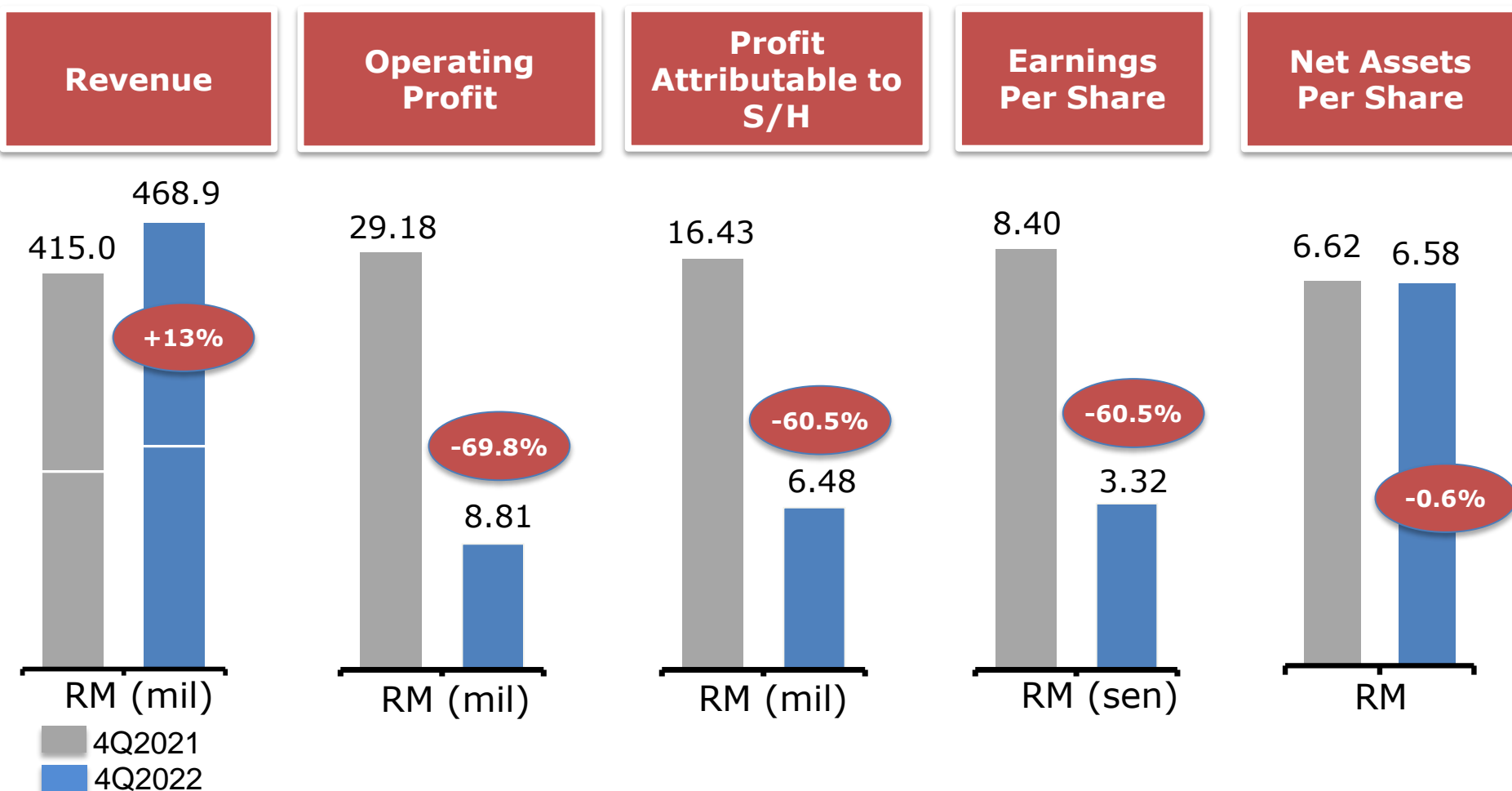
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Key performance indicators



Drop in Profitability (YoY) mainly due to share of losses from its JV in Vietnam and high operating costs from Australia Operations.

4Q22 Operation & Financial Review

Business Update

4Q22 Financial review

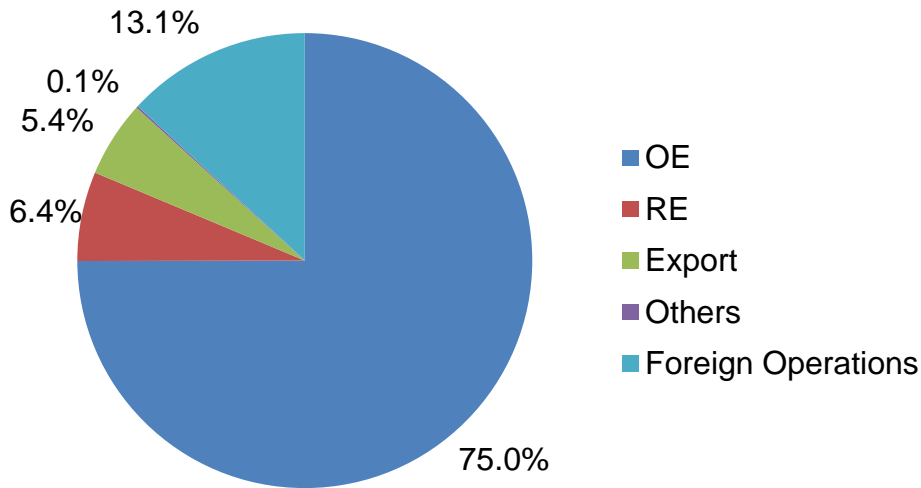
RM'000	4Q22	3Q22	4Q21	QoQ	YoY
				4Q22 vs 3Q22	4Q22 vs 4Q21
Revenue	468,927	467,843	414,957	0.2%	13.0%
Profit before Tax	14,426	15,613	28,350	-7.6%	-49.1%
Net Income	11,270	11,862	21,283	-5.0%	-47.0%
Profit Attributable to Shareholders	6,483	8,114	16,425	-20.1%	-60.5%
Earnings per Share (Sen)	3.32	4.15	8.40	-20.0%	-60.5%
Net Assets per Share (RM)	6.58	6.69	6.62	-1.6%	-0.6%
Return on Equity (Annualised)	2.02%	1.87%	5.08%		
Dividend per Share (Sen)	7.00	-	7.00		
Dividend Yield	3.83%	-	3.59%		
Net Profit Margin	2.40%	2.54%	5.13%		

Lower profitability (QoQ) mainly due to higher operation costs incurred during the quarter.

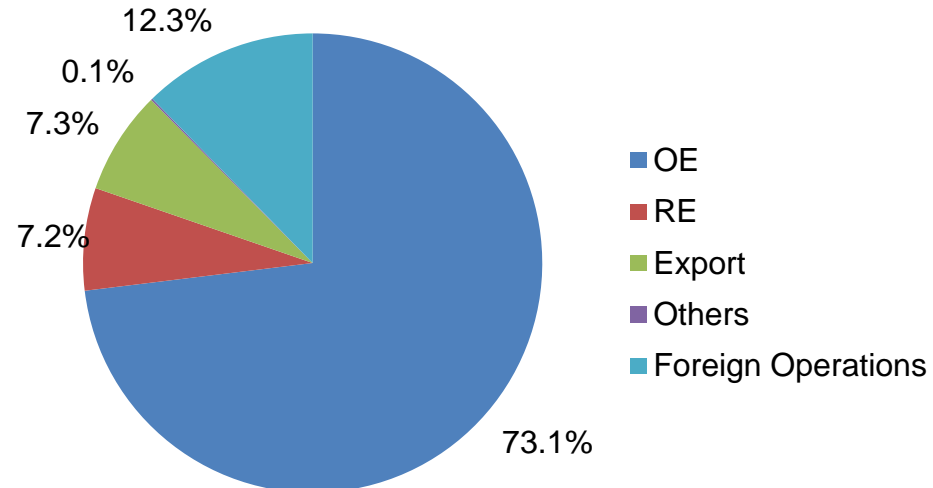
Segmental sales

REVENUE (RM'000)	Q4 2022	%	Q4 2021	%
OE	351,550	75.0%	303,101	73.1%
RE	29,786	6.4%	29,985	7.2%
Export	25,404	5.4%	30,252	7.3%
Others	650	0.1%	504	0.1%
Foreign Operations	61,537	13.1%	51,115	12.3%
TOTAL REVENUE	468,927	100%	414,957	100%

Q4 2022



Q4 2021



Increase in revenue mainly driven by higher OEM demands from both domestic and international markets.

Segmental performance

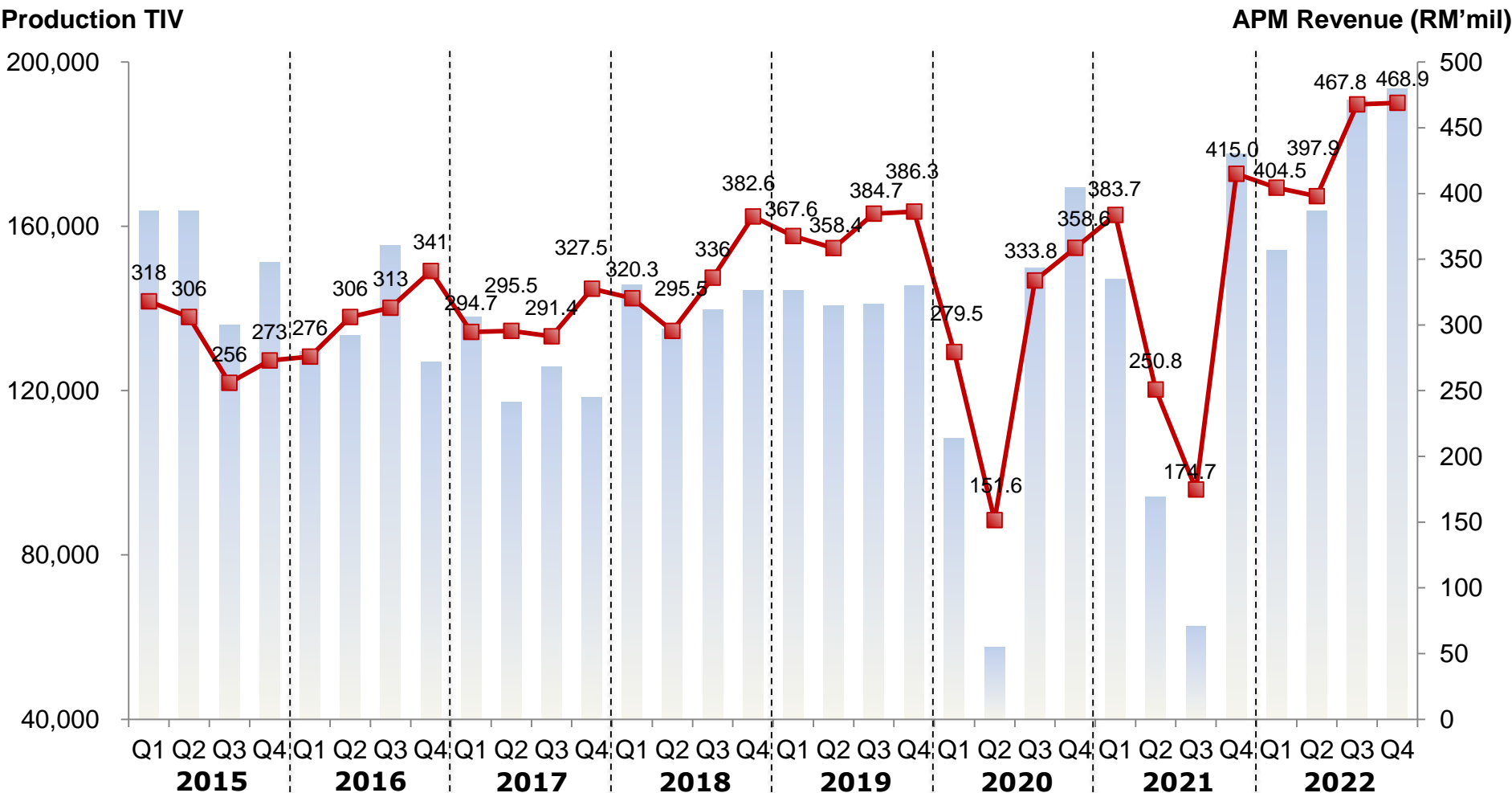
REVENUE (RM'000)	Q4 2022	Q4 2021	Change
Suspension	21,968	21,931	0.2%
Interior & Plastics	304,122	257,169	18.3%
Electrical & Heat Exchange	27,854	25,615	8.7%
Marketing	51,890	57,142	-9.2%
Others	1,556	1,985	-21.6%
Malaysia Operations	407,390	363,842	12.0%
Operations outside Malaysia	61,537	51,115	20.4%
TOTAL REVENUE	468,927	414,957	13.0%

Higher revenue (YoY) mainly due to higher demands from Interior & Plastics division, Vietnam and Indonesia Operations.

4Q22 Operation & Financial Review

Business Update

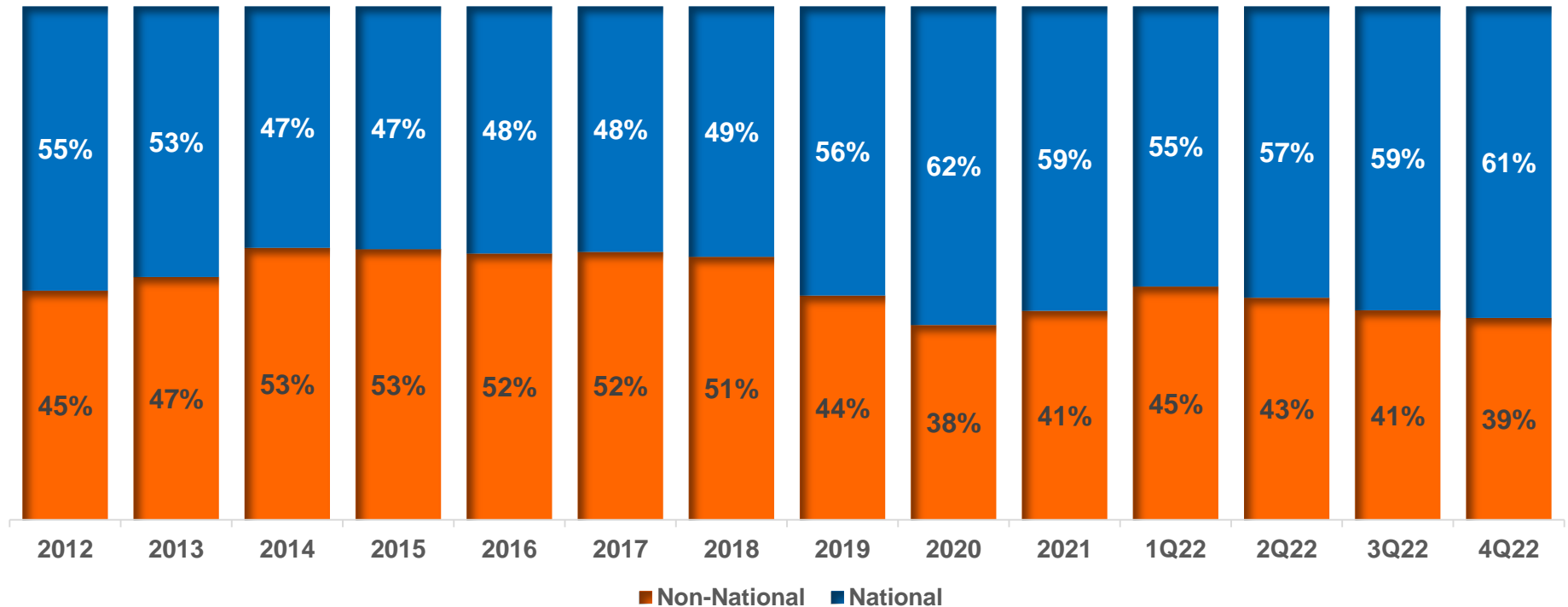
Production TIV



Source: MAA (as for Production TIV)

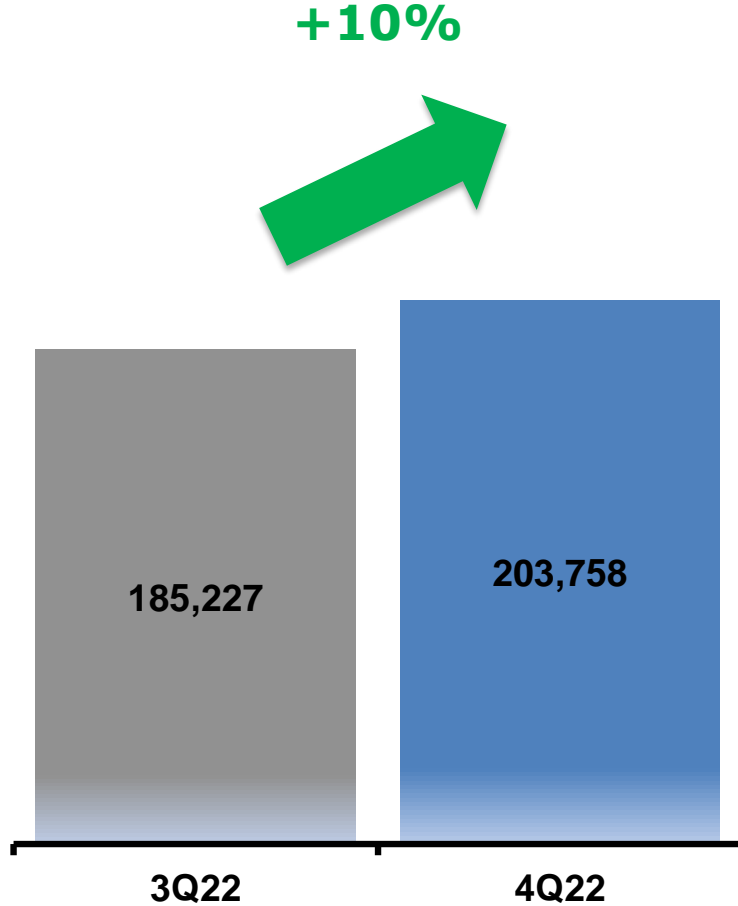
Revenue increased in tandem with higher TIP resulting from the ramp-up production capacity by OEMs to fulfill the order backlog and pent-up demands for new vehicles.

National & Non-national Market Share



National brands regaining market share.

4Q22 TIV



	Q-o-Q %
Perodua	24.1%
Proton	-6.5%

	Q-o-Q %
Toyota	21.2%
Honda	-2.0%
Nissan	-12.7%
Mitsubishi	-15.7%
Isuzu	-16.8%
Mazda	13.2%

	Q-o-Q %
Ford	> +100%
VW	-18.3%
BMW	-5.6%

Higher TIV was recorded during the quarter.

FY22 business update

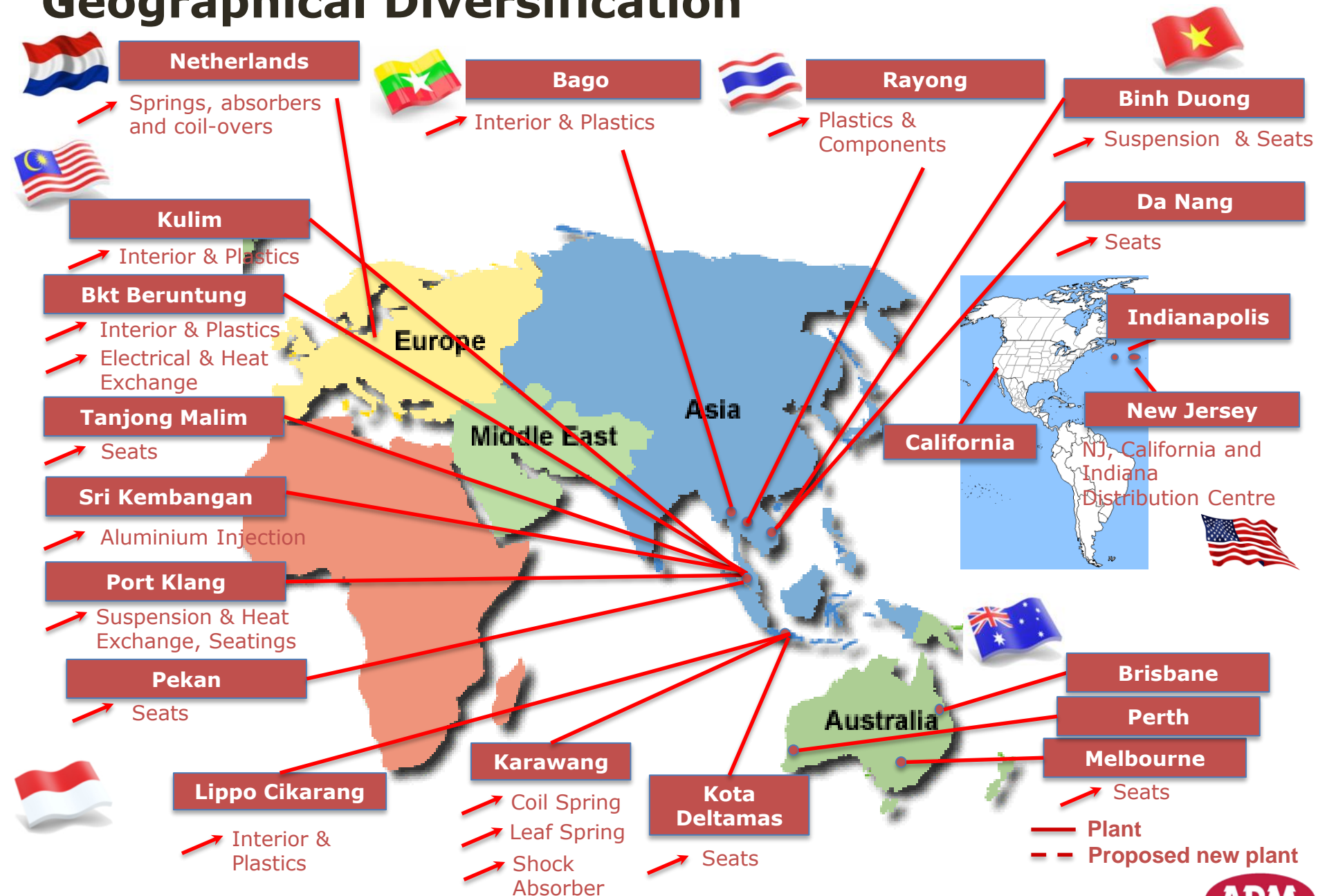
- ❖ Both TIV and TIP recorded their highest levels in 4Q22 as OEMs accelerate the delivery of new cars to the customers prior to the expiry of sales tax exemption in March 2023 (for vehicles booked before 30th June 2022).
- ❖ To mitigate the rising cost of doing business, the Group will undertake some measures including:
 - selling price adjustments;
 - relocate certain processes to the Group's overseas operation;
 - expand its supplier base.
- ❖ Prudence and caution continued to be the Group's guiding principles in its approach towards business.
- ❖ The Group will continue to maintain its focus on long terms strategies for business sustainability as well as will explore feasible mergers, acquisitions, strategic partnerships, joint ventures and alliances, as a way forward to create value for shareholders.

M&A Opportunities

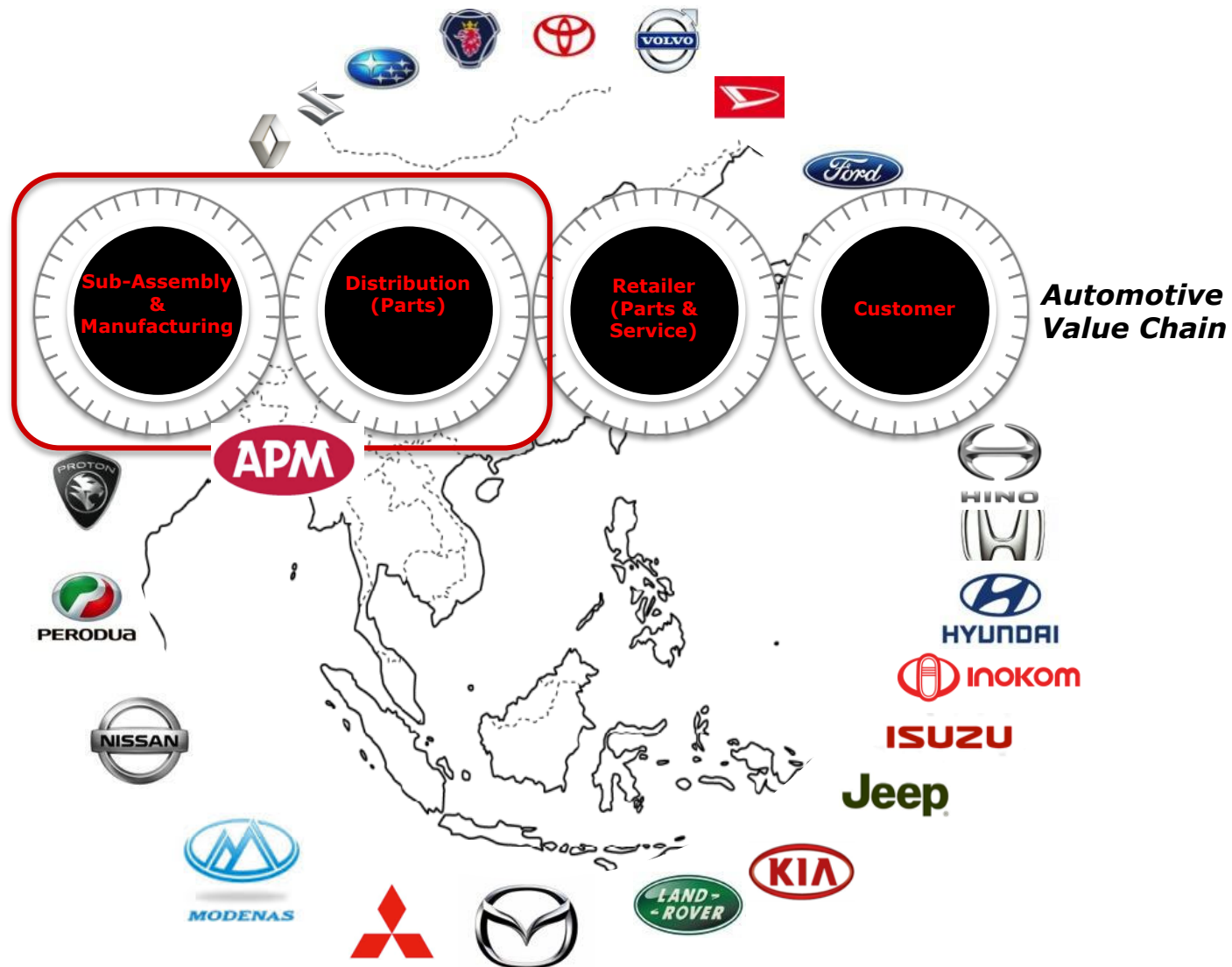
Strategic Purpose	Our Vision		Our Strategy	
Environment	Global Market Review	Asia Pacific Market Review	Malaysia Market Review	
Market Assessment	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
Target Opportunities	Targeted Research			
Growth Opportunities	M&A Opportunities	Tier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

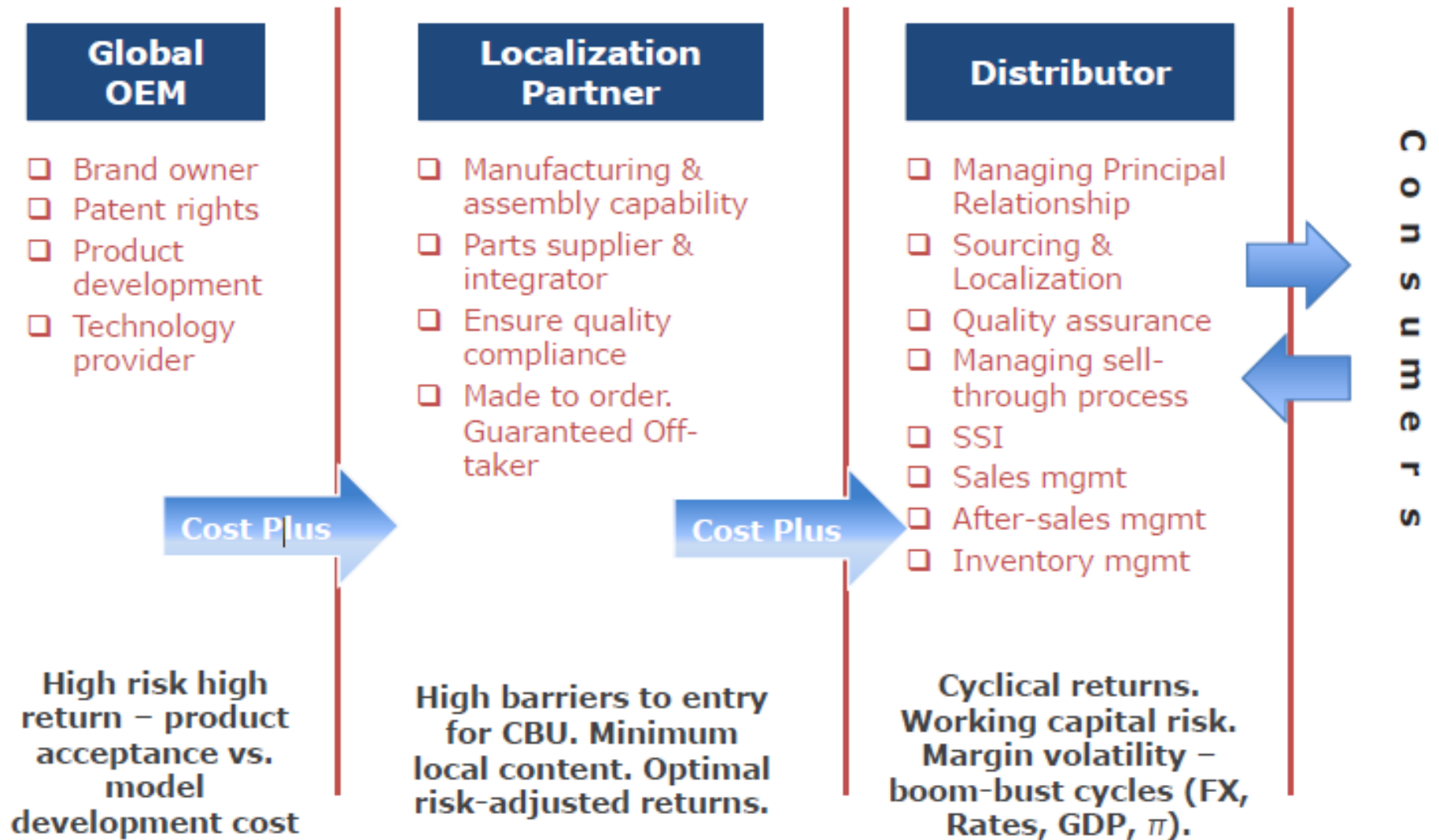
Geographical Diversification



Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You