



**APM Automotive Holdings
Berhad**

FY2023 Fourth-quarter financial results

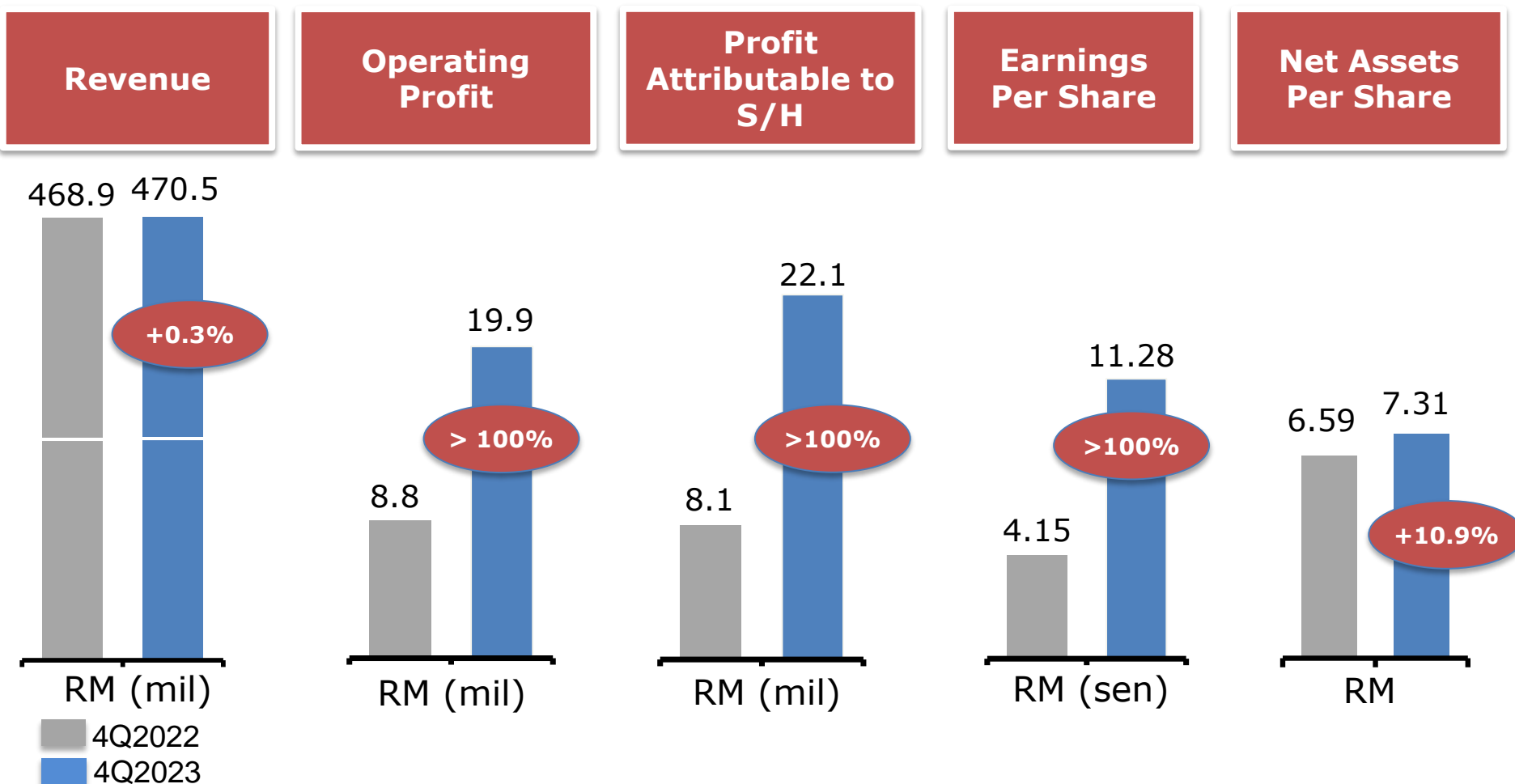
CAUTION & DISCLAIMER

The information in this presentation is intended to provide a general and concise outlook on APM Automotive Holdings Berhad ("APM"). It is subject to change without notice and APM makes no representation and assumes no responsibility or liability for its the accuracy, fitness for purpose or completeness.

This presentation is not a substitute for proper professional advice and past performance is not necessarily indicative of future results. Those intending to rely or act on this presentation or invest in APM ("Investors") are encouraged to seek independent professional advice before doing so as all investments carry risks and investment decisions of an Investor remain the specific responsibility of that Investor.

Statement or comments contained in this presentation that are not historical facts such as projections, forecast, and estimates are forward-looking statements that reflect our plans and expectations. Risks such as changes to economic conditions, market trends, political landscapes, currency exchange rates, labour practices, laws, policies, regulations and other supervening events beyond APM's control or anticipation could affect the outcome of these forward-looking statements. Investors should therefore not place undue reliance on these forward-looking statements and APM undertakes no obligation to update any forward-looking statements to conform to actual results or changes in its expectations, unless required by applicable law.

Key performance indicators



Significant increase in profit (YoY) mainly due to upward price revision for certain products and higher share of profit from the Group's associates and joint ventures.

4Q23 Operation & Financial Review

Business Update

4Q23 Financial review

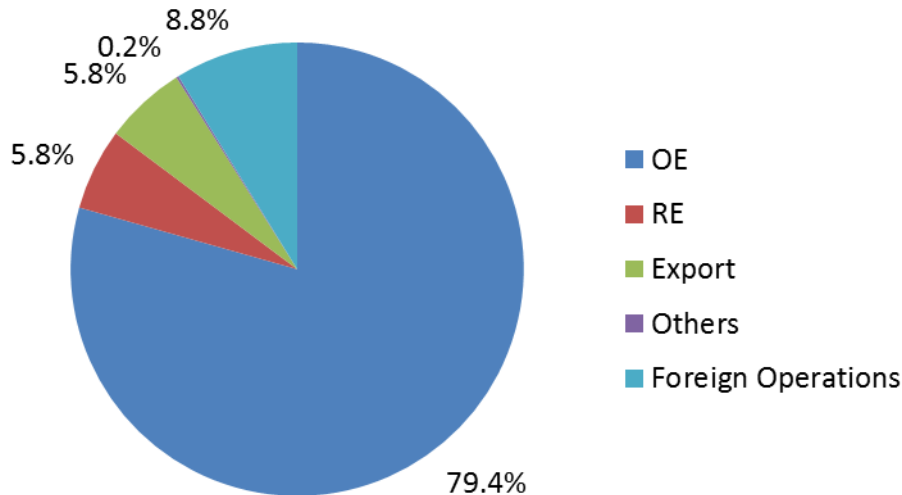
RM'000	4Q23	3Q23	4Q22	QoQ	YoY
				4Q23 vs 3Q23	4Q23 vs 4Q22
Revenue	470,470	518,449	468,927	-9.3%	0.3%
Profit before Tax	34,626	42,379	16,060	-18.3%	> 100%
Net Income	30,408	34,513	12,904	-11.9%	> 100%
Profit Attributable to Shareholders	22,058	25,905	8,117	-14.9%	> 100%
Earnings per Share (Sen)	11.28	13.25	4.15	-14.9%	> 100%
Net Assets per Share (RM)	7.31	6.79	6.59	7.7%	10.9%
Return on Equity (Annualised)	4.23%	3.91%	2.05%		
Dividend per Share (Sen)	11.00	-	7.00		
Dividend Yield	4.40%	-	3.83%		
Net Profit Margin	6.46%	6.66%	2.75%		

Decrease in PBT (QoQ) mainly due to lower revenue as a result of slowdown in OEM demand in Malaysia, Indonesia and Vietnam operations.

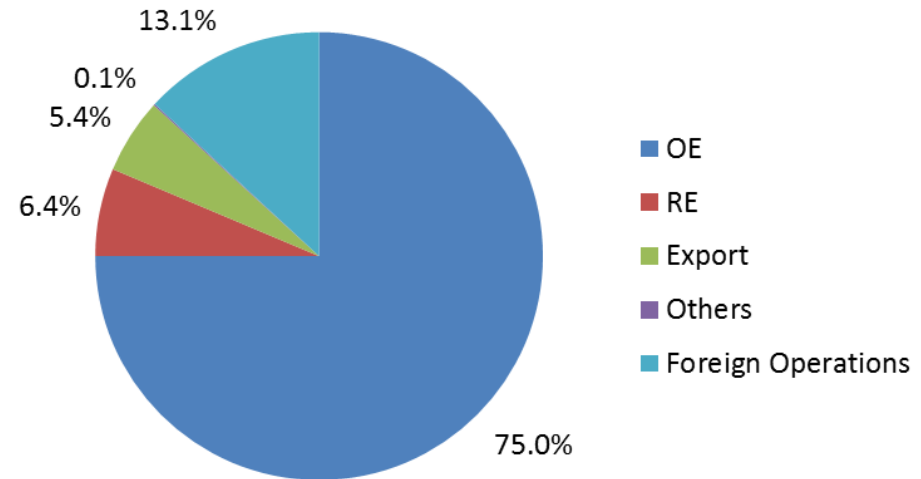
Segmental sales

REVENUE (RM'000)	Q4 2023	%	Q4 2022	%
OE	373,495	79.4%	351,681	75.0%
RE	27,465	5.8%	29,786	6.4%
Export	27,381	5.8%	25,404	5.4%
Others	780	0.2%	519	0.1%
Foreign Operations	41,349	8.8%	61,537	13.1%
TOTAL REVENUE	470,470	100%	468,927	100%

Q4 2023



Q4 2022



Domestic OEM sales performance remains robust.

Segmental performance

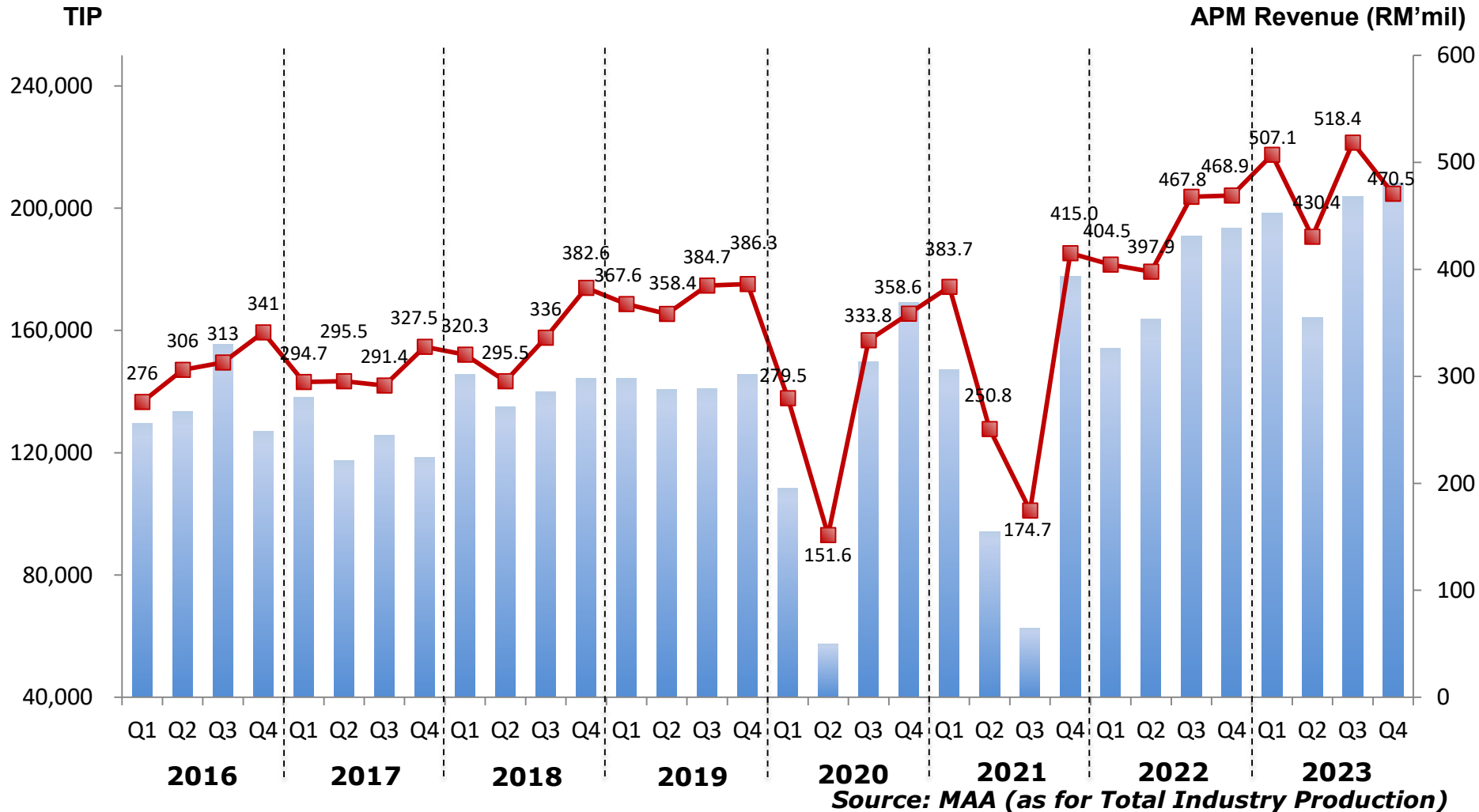
REVENUE (RM'000)	Q4 2023	Q4 2022	Change
Suspension	23,789	21,968	8.3%
Interior & Plastics	320,200	304,122	5.3%
Electrical & Heat Exchange	32,271	27,854	15.9%
Marketing	50,606	51,890	-2.5%
Others	2,255	1,556	44.9%
Malaysia Operations	429,121	407,390	5.3%
Operations outside Malaysia	41,349	61,537	-32.8%
TOTAL REVENUE	470,470	468,927	0.3%

Lower revenue in foreign operations due to lower demand from Indonesia and Vietnam operations.

4Q23 Operation & Financial Review

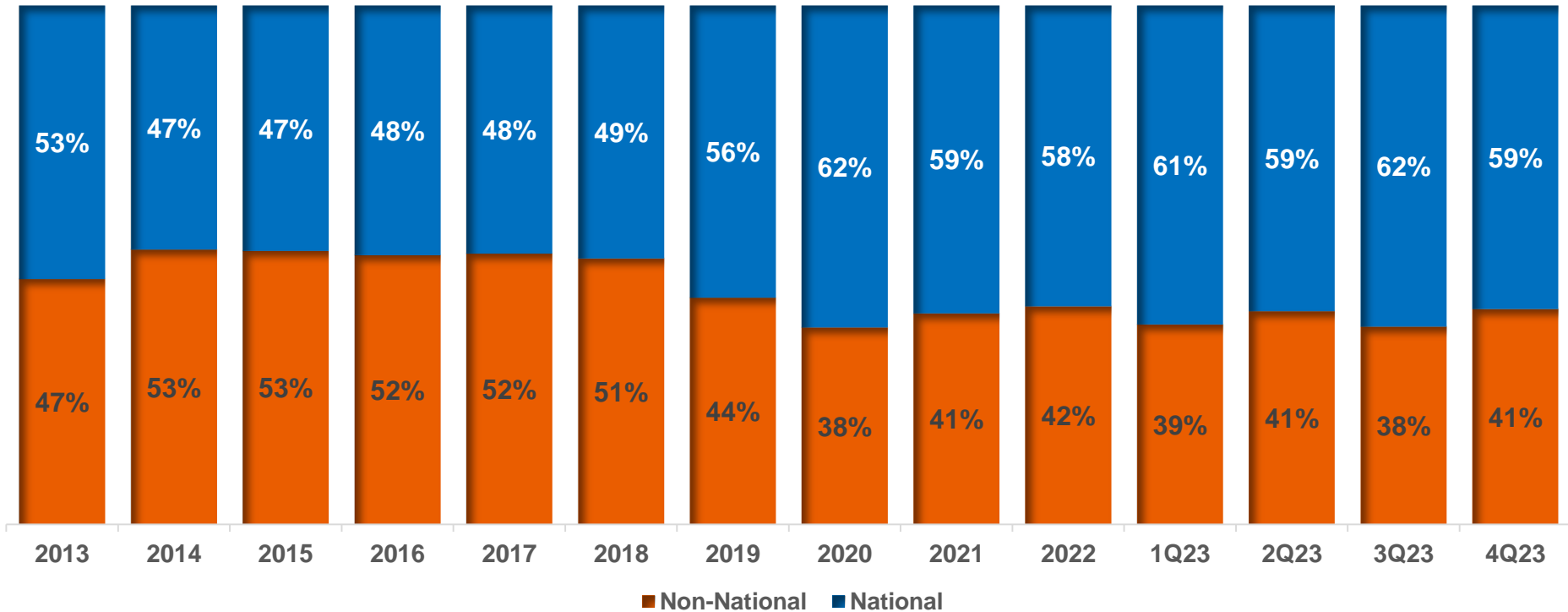
Business Update

Total Industry Production



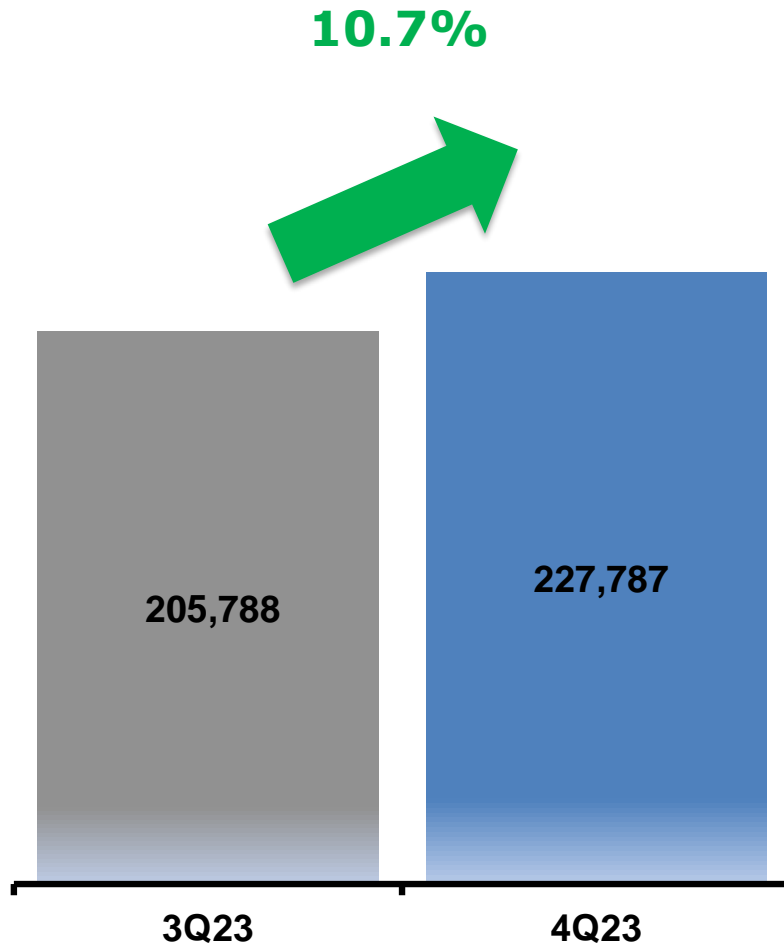
Highest revenue achieved over the years in tandem with high TIP.

National & Non-national Market Share



National brands regaining market share.

4Q23 TIV



	Q-o-Q %
Perodua	9.7%
Proton	-6.8%

	Q-o-Q %
Toyota	13.0%
Honda	28.2%
Nissan	5.4%
Mitsubishi	10.4%
Isuzu	6.6%
Mazda	-2.1%

	Q-o-Q %
Ford	6.2%
VW	40.3%
BMW	43.2%

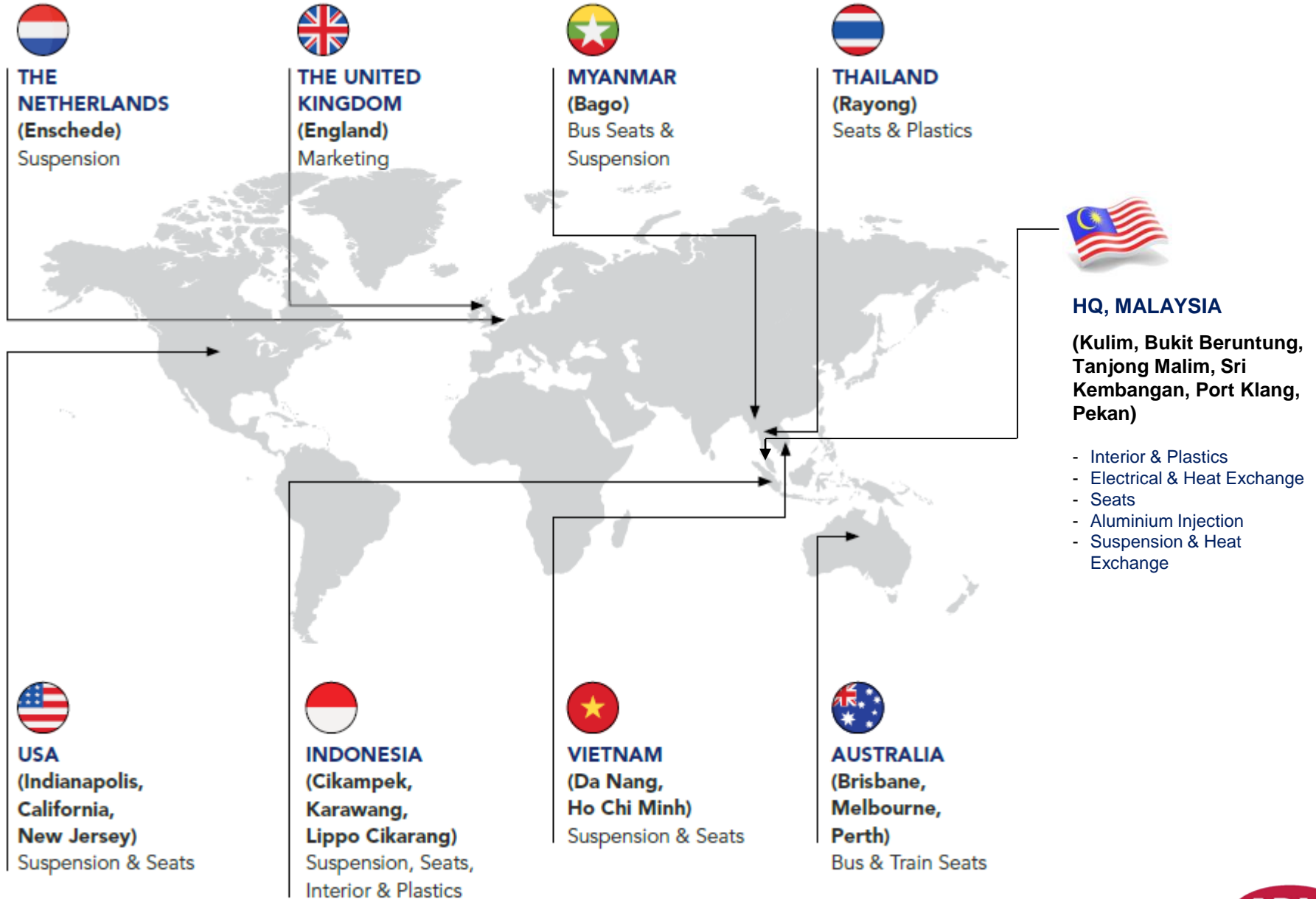
Higher TIV was recorded during the quarter.

FY23 business update

- ❖ Highest TIP over the years driven by the upward momentum in TIV (new all-time high at 799,731 units for year 2023), which is supported by the high backorder bookings, automotive supply chain eased and new model launches.
- ❖ The Group expects the Malaysia TIV 2024 to moderate mainly due to lack of catalysts to sustain the strong momentum from 2023 and weaker economic growth globally and domestically as affected by the rise in geopolitical tension.
- ❖ 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.

Moving Forward

Geographical Diversification



Thank You