



# AAPICO HITECH PCL (AH)

Q1 2022 Earnings Presentation

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# AAPICO AT A GLANCE

AAPICO Hitech Public Company Limited



Founded in  
**1996**

Listed in the Stock Exchange  
of Thailand (SET)

**2002**

**39.21%**

Shares mainly owns by  
Mr.Yeap Swee Chuan and  
Family (as of 15 Mar 22)



**47**

Subsidiaries and  
Associate  
Companies  
across the World

Remark: Information as of 31 Mar 22

**33**

Companies  
in  
Thailand

**14**

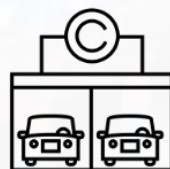
Companies  
in  
Overseas

**3** Business Units



Automotive Parts  
Manufacturing

**76%**



Car Dealerships and  
Services Centre

**24%**



IoT Connectivity  
& Mobility

**<1%**

Ranked

**BBB+**

From Tris Credit Rating

Rewarded



From National  
CG Committee

Listed in



Thailand  
Sustainability  
Investment 2021

**8.4bn**

Market  
Capitalization as  
of 30 May 22

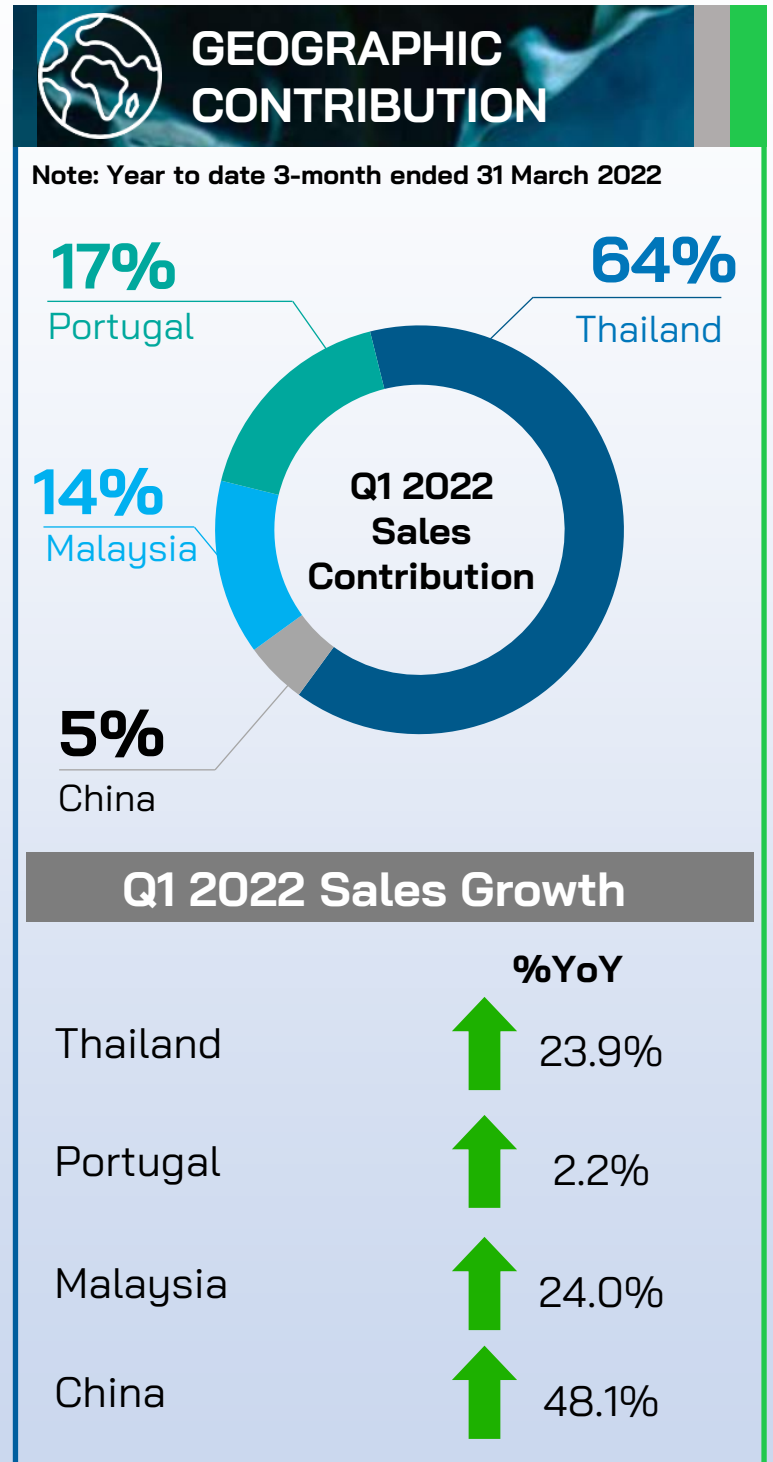
**23.70**

AH Share Price  
as of 30 May 22



# AAPICO FOOTPRINT

We have 47 subsidiaries and associates around the world,  
with 33 companies in Thailand and 14 companies overseas.  
“Headquarters in **Thailand**”



# OEM AUTO PARTS MANUFACTURING BUSINESS

## OEM AUTO PARTS MANUFACTURING BUSINESS

### PRODUCTS

#### METAL FORMING PARTS



#### PLASTIC PARTS



#### CASTING PARTS



#### FORGING & MACHINING PARTS



#### TOOLINGS



### JOINT VENTURES



### TECHNICAL PARTNERS



### MAJOR CUSTOMERS

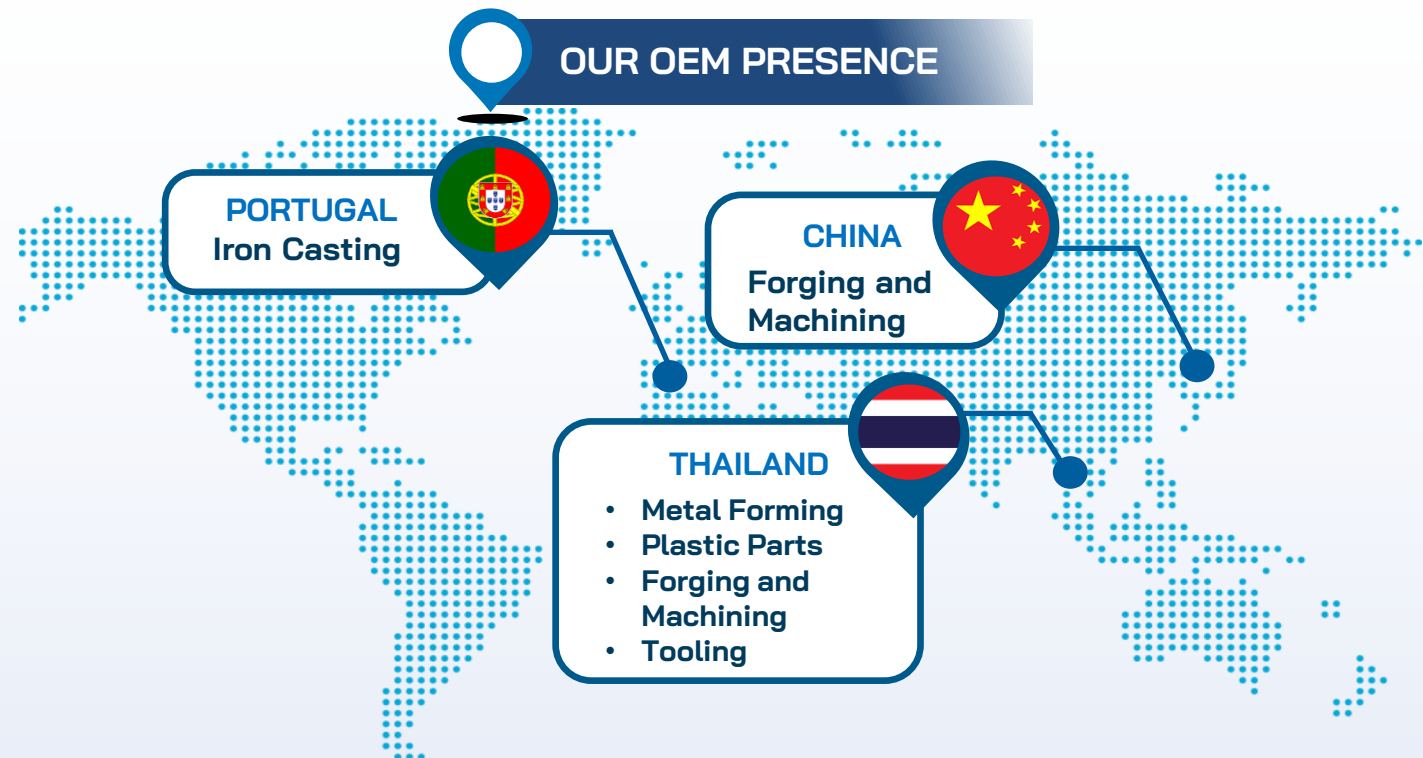
#### OEM



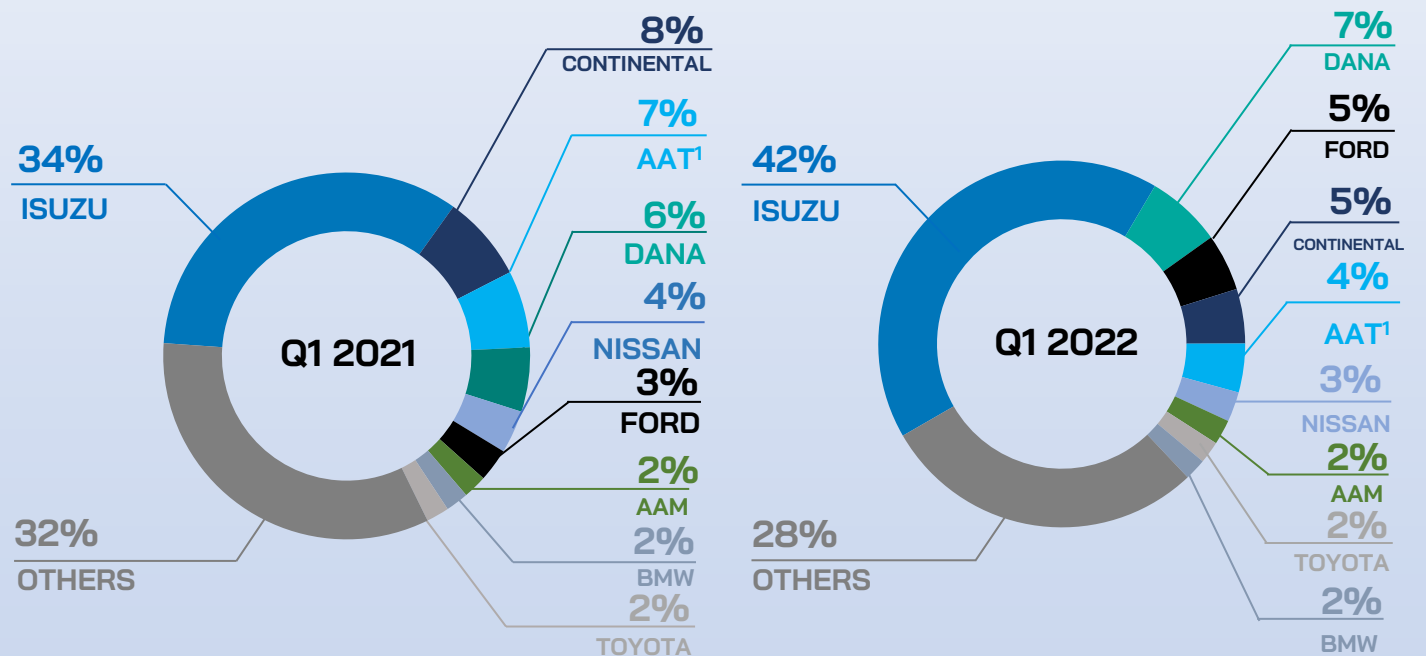
#### TIER - 1



### OUR OEM PRESENCE



### Q1 2022 VS Q1 2021 OEM CUSTOMERS CONTRIBUTION



Note:

<sup>1</sup> Auto Alliance (Thailand) Co., Ltd – a JV between Ford and Mazda.

# CAR DEALERSHIPS BUSINESS



## CAR DEALERSHIPS BUSINESS

### THAILAND DEALERSHIP



#### Mitsubishi

- Pakkret
- Pathumthani
- Ratchada (Branch)
- Lad Krabang-King Kaew



#### MG

- Pathum Thani



#### Ford

- Samutprakarn
- Ramindra



#### Mazda

- Navanakorn

### MALAYSIA DEALERSHIP



#### Honda

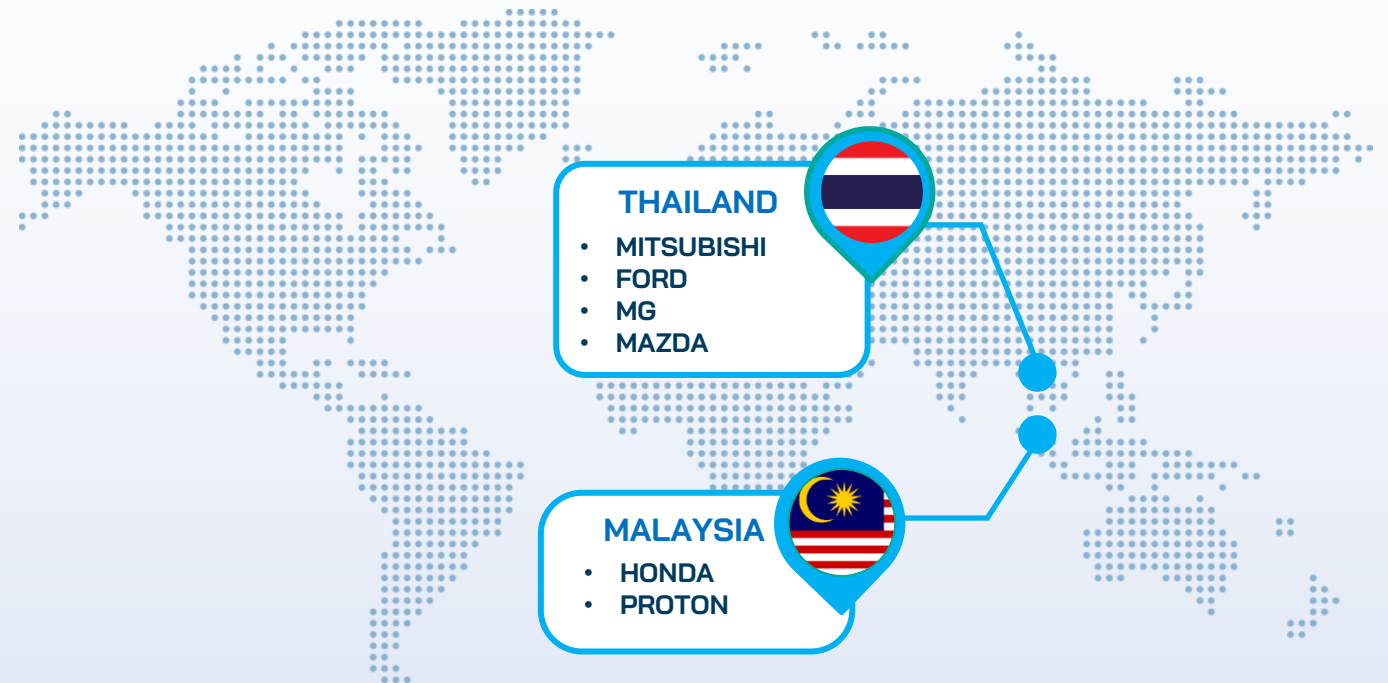
- Kajang
- Petaling Jaya



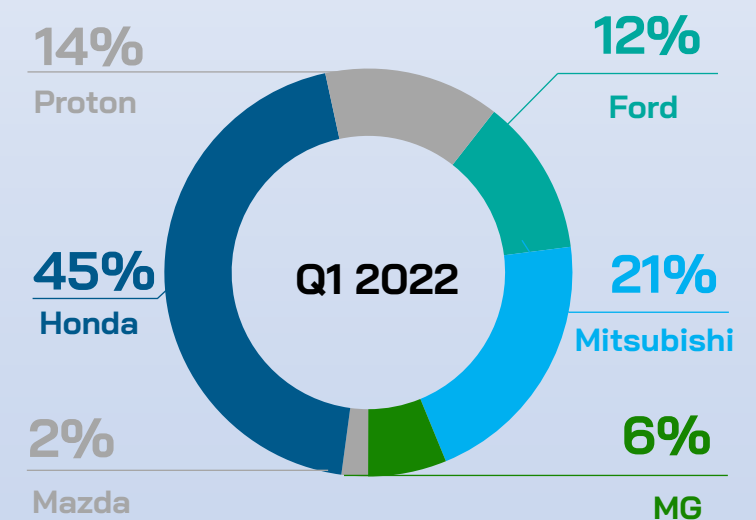
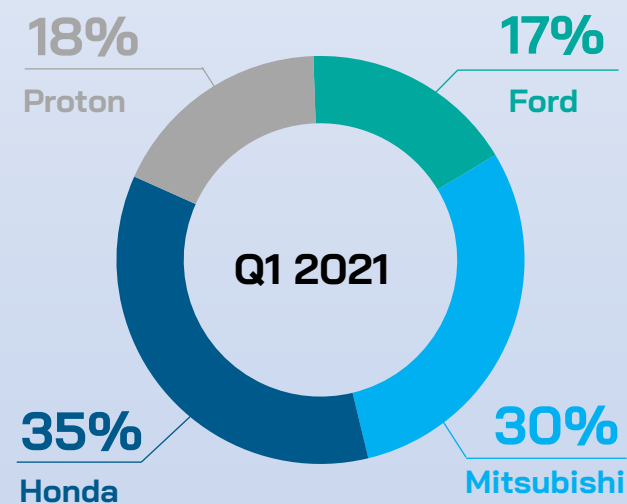
#### Proton

- Jalan Cheras
- Kuantan
- Temerloh

## OUR CAR DEALERSHIP PRESENCE



### Q1 2022 VS Q1 2021 DEALERSHIPS CONTRIBUTION





# IOT CONNECTIVITY & MOBILITY BUSINESS



## IOT CONNECTIVITY & MOBILITY BUSINESS

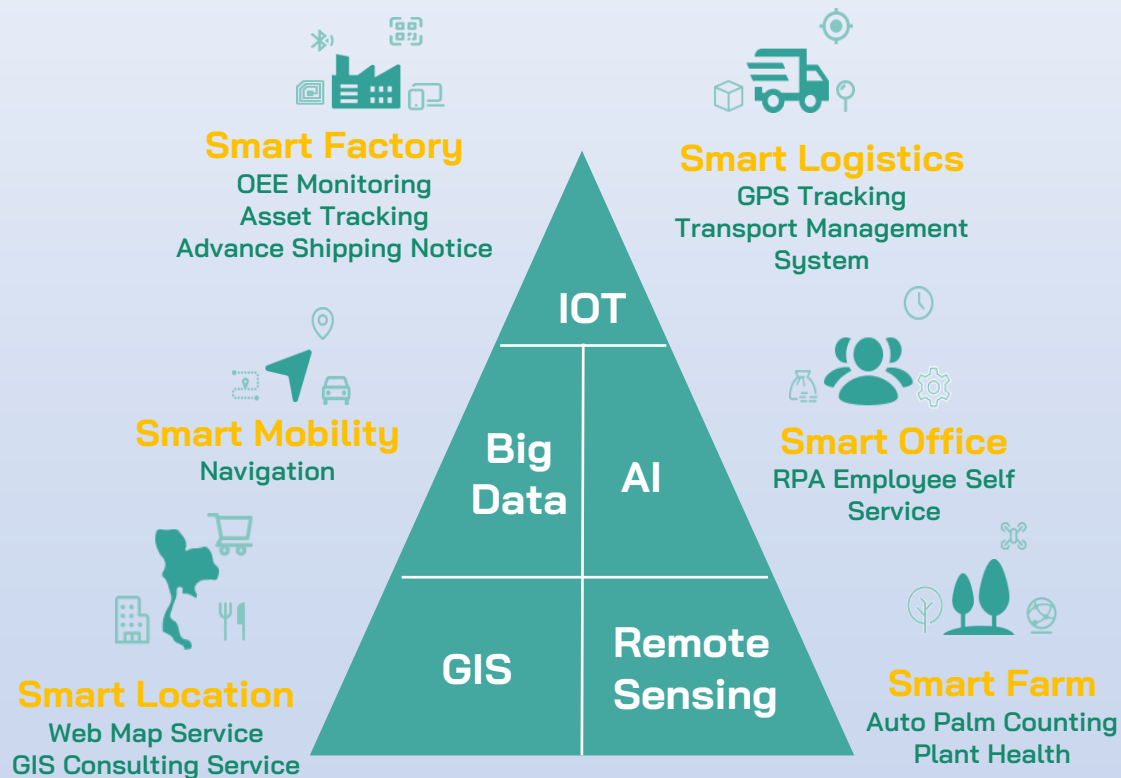
### PRODUCTS & SERVICES



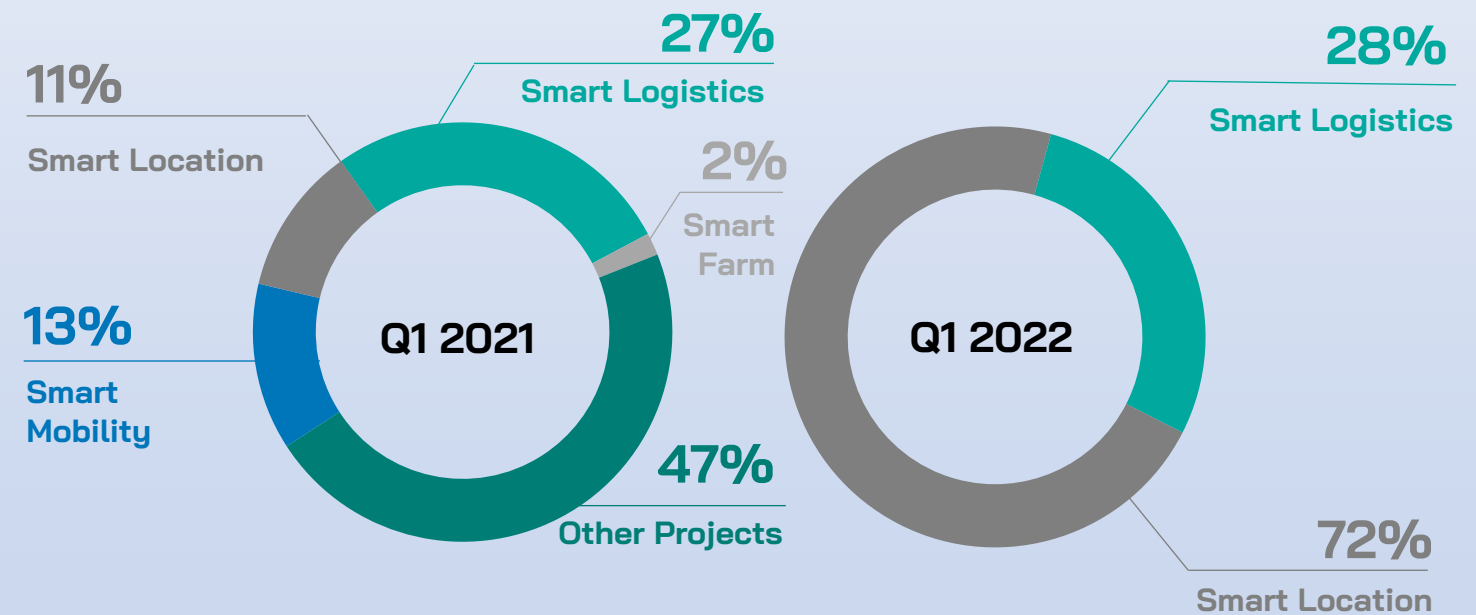
### PARTNER



## IOT CONNECTIVITY AND MOBILITY PRESENCE



### Q1 2022 VS Q1 2021 IOT PRODUCTS CONTRIBUTION





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# AH GROUP: Q1 2022 P&L SNAPSHOT

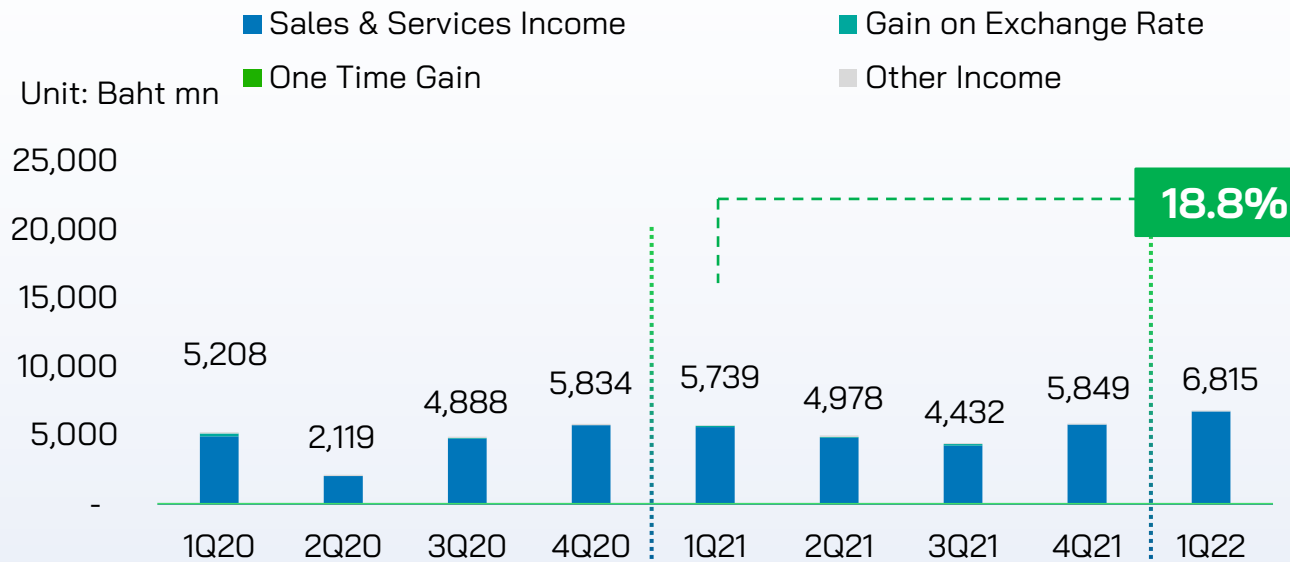
	Q1 2022 (Baht mn)	Q1 2021 (Baht mn)	%YOY
Revenue	6,815	5,739	18.8%
Gross Profit	746	675	10.5%
Gross Profit Margin (%)	11.1%	12.1%	
SG&A	392	390	0.6%
Core Operating Profit (EBIT)	521	423	23.2%
Gain (Loss) on Exchange Rate	(4)	102	N/A
Net Profit (Loss)	402	411	(2.0%)
Net Profit Margin (%)	5.9%	7.2%	
Core Net Profit (Loss)	406	308	31.7%
Core Net Profit Margin (%)	6.0%	5.5%	

Note: Consolidated financial statement for fiscal year ended 31 December 2021

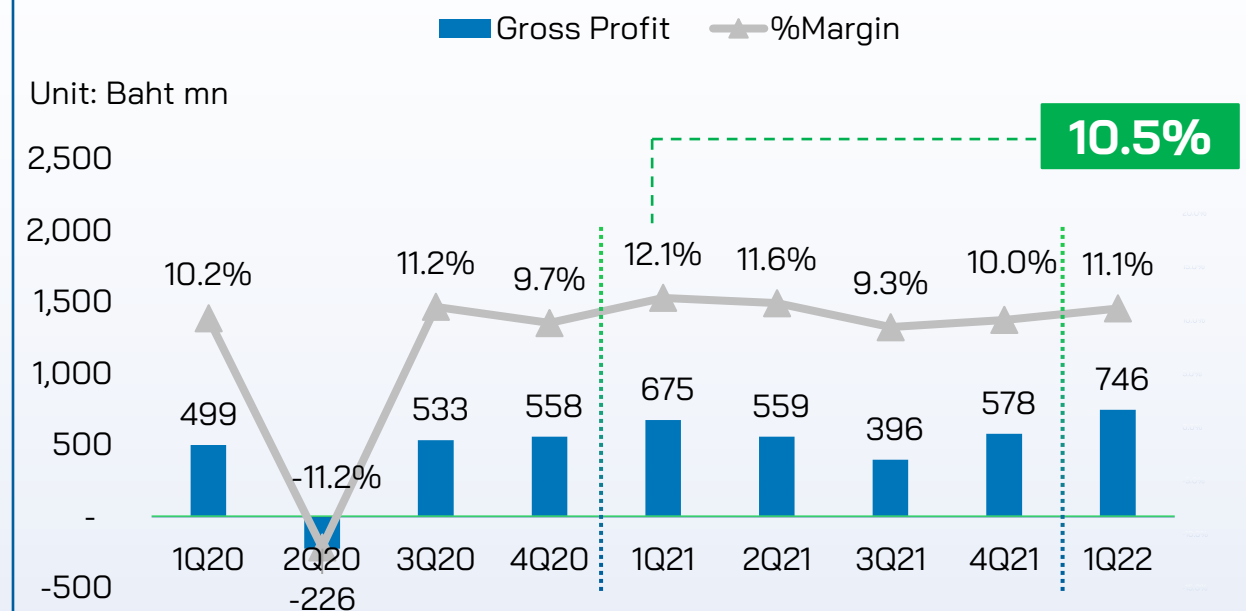


# AH GROUP: CONSOLIDATED FINANCIAL STATEMENT

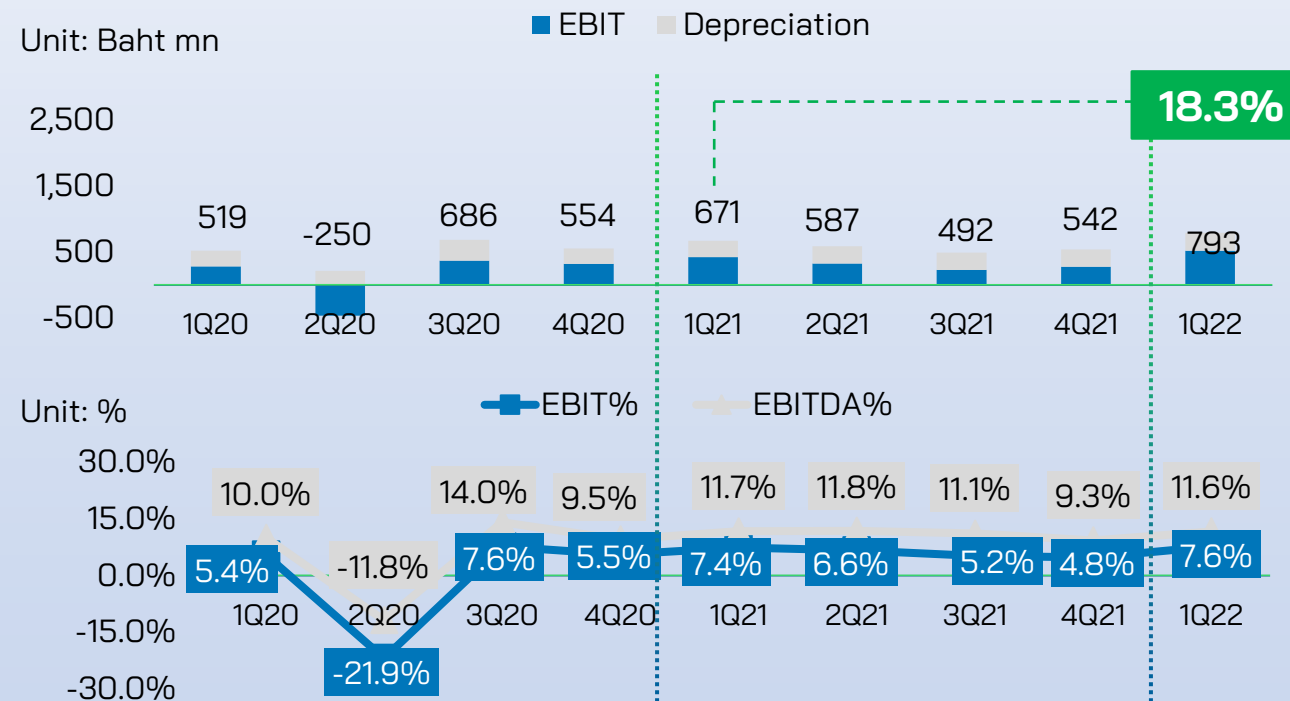
## TOTAL REVENUE



## GROSS PROFIT

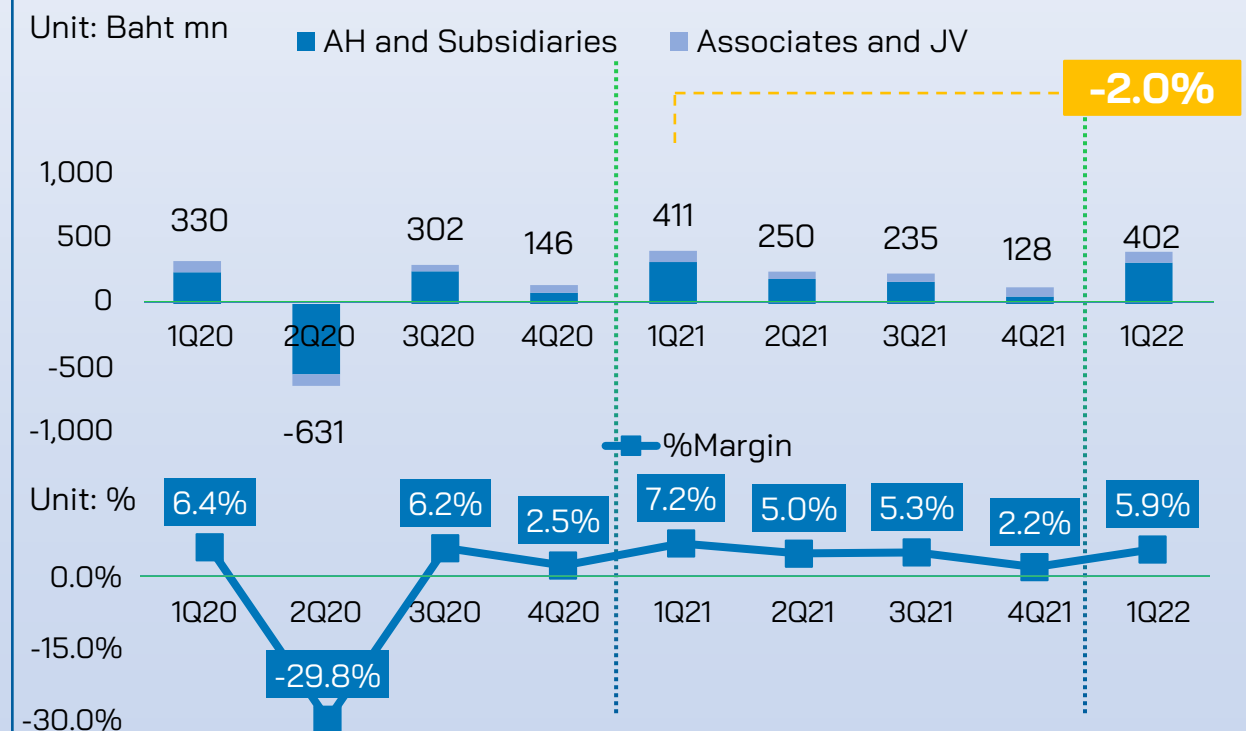


## ADJUSTED EBIT / EBITDA



Note: EBIT and EBITDA exclude non-operating items such as FX and gain, impairment, etc

## NET PROFIT



# AH GROUP: CONSOLIDATED FINANCIAL STATEMENT

## TOTAL REVENUE

Unit: Baht mn

Legend: Sales & Services Income, Gain on Exchange Rate, One Time Gain, Other Income



## GROSS PROFIT

Unit: Baht mn

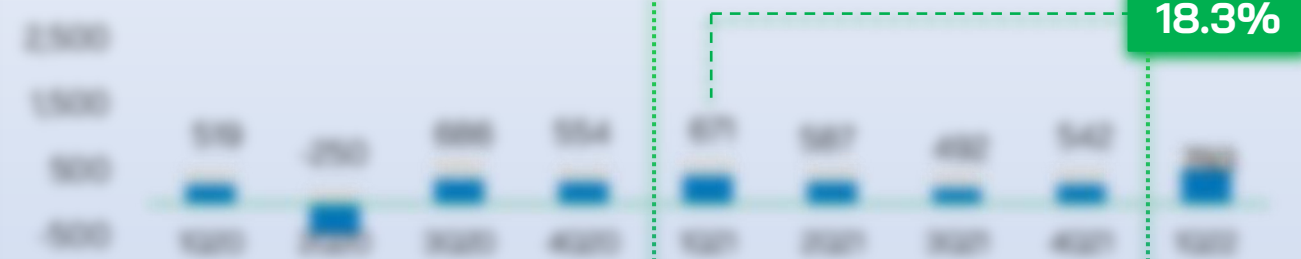
Legend: Gross Profit, % Margin



## ADJUSTED EBIT / EBITDA

Unit: Baht mn

Legend: EBIT, Depreciation

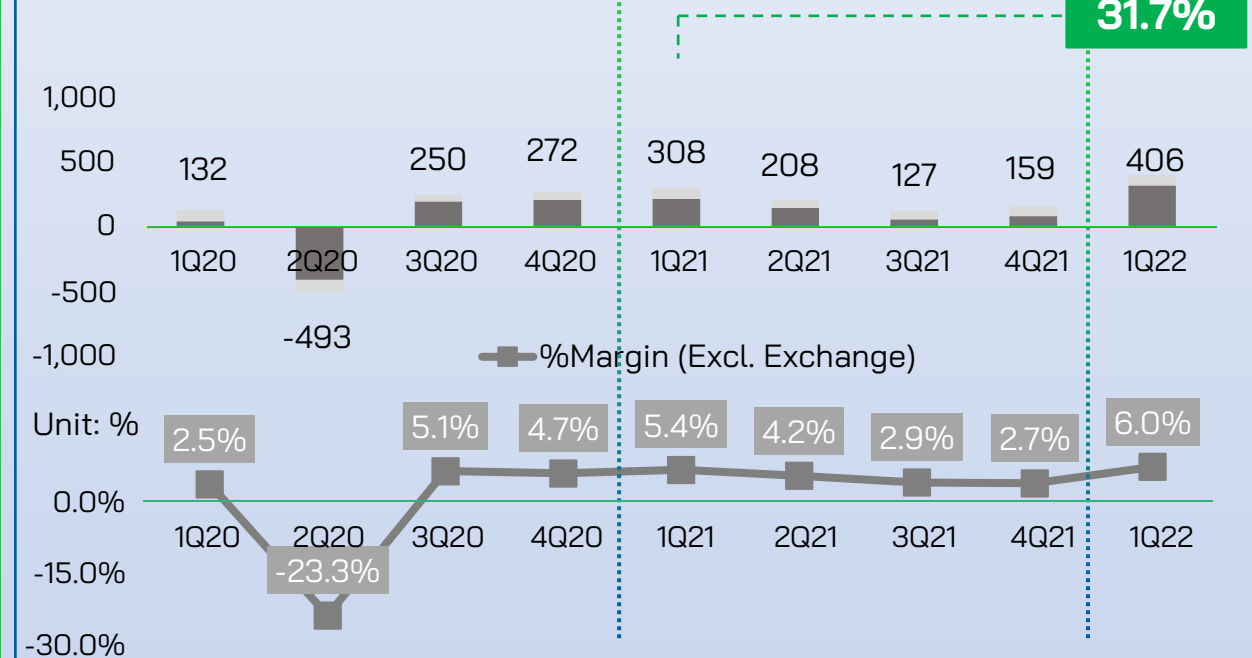


Unit: %



## NET PROFIT (Excl. Exchange)

Legend: AH and Subsidiaries, Associates and JV





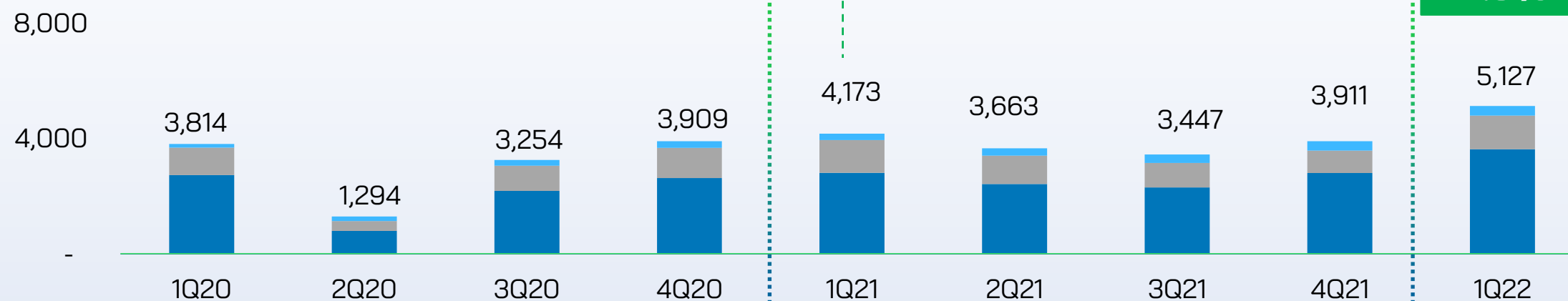
# OEM BUSINESS

## Financial Highlights

### SALES

Unit: Baht mn

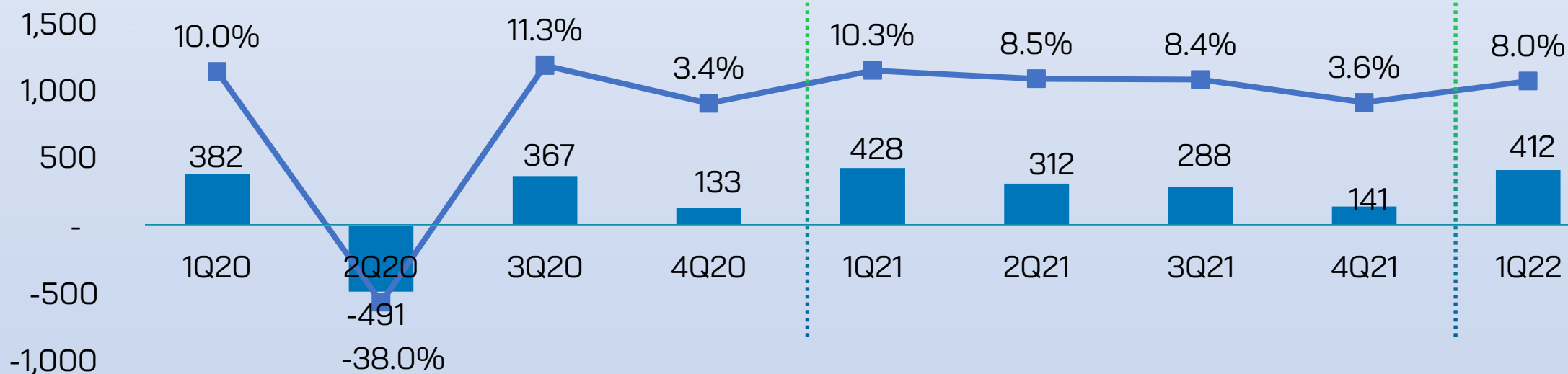
■ Thailand ■ Portugal ■ China



### EBIT

Unit: Baht mn

■ EBIT ■ %EBIT

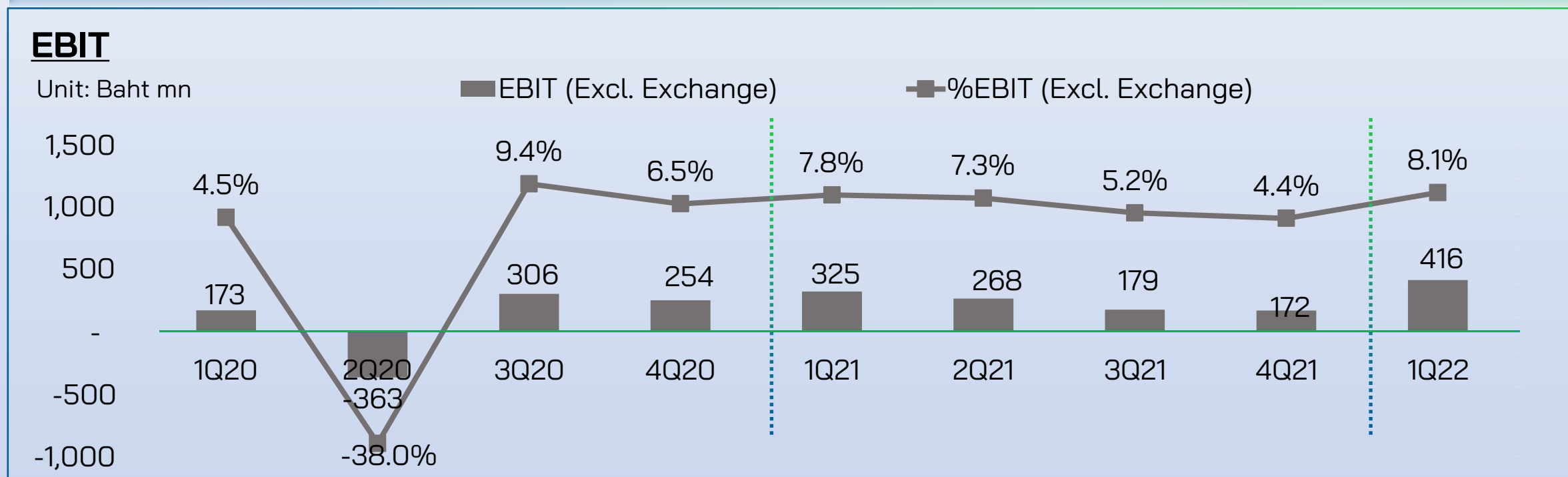






# OEM BUSINESS

## Financial Highlights



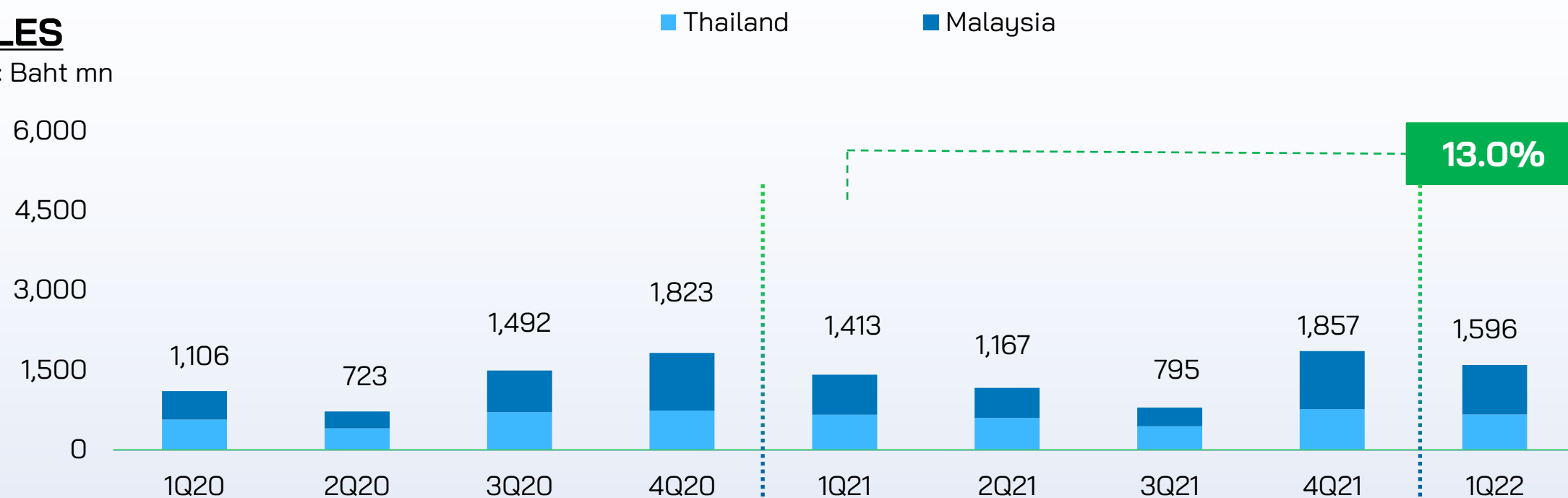


# CAR DEALERSHIP BUSINESS

## Financial Highlights

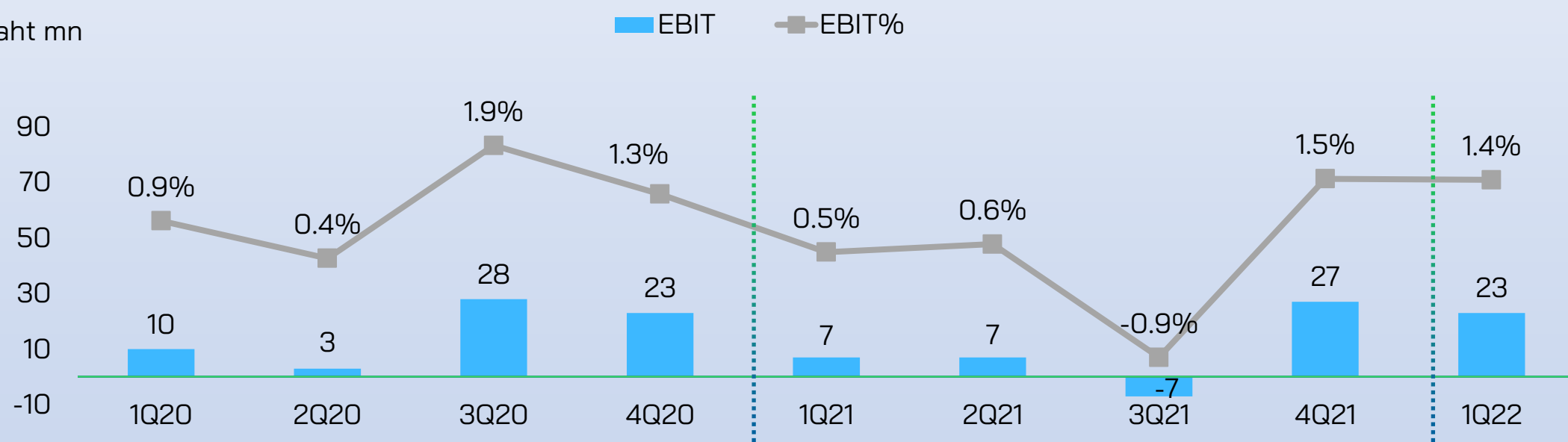
### SALES

Unit: Baht mn



### EBIT

Unit: Baht mn

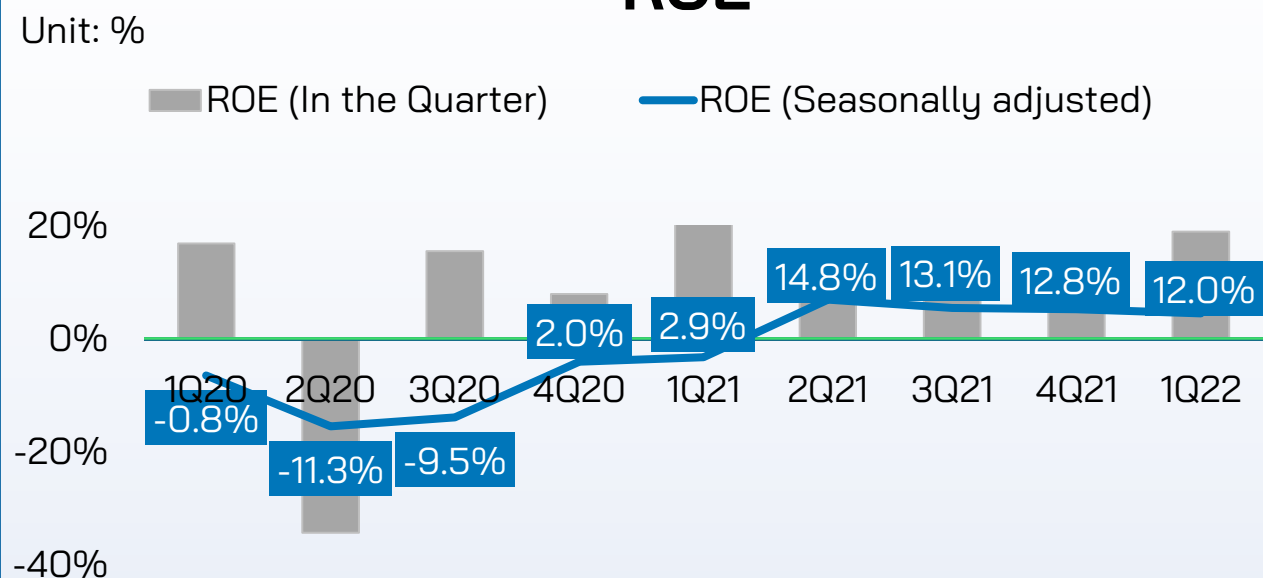


Note: the following EBIT based on NTFS 36.2 (exclude Finance Cost)

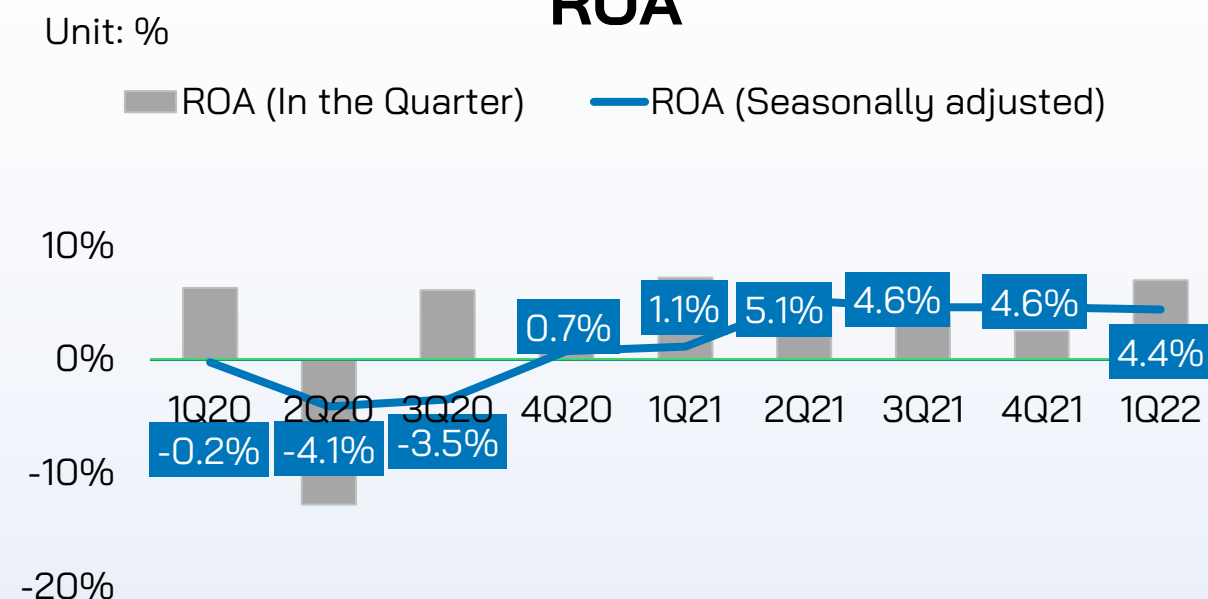


# AH GROUP: FINANCIAL INDICATORS

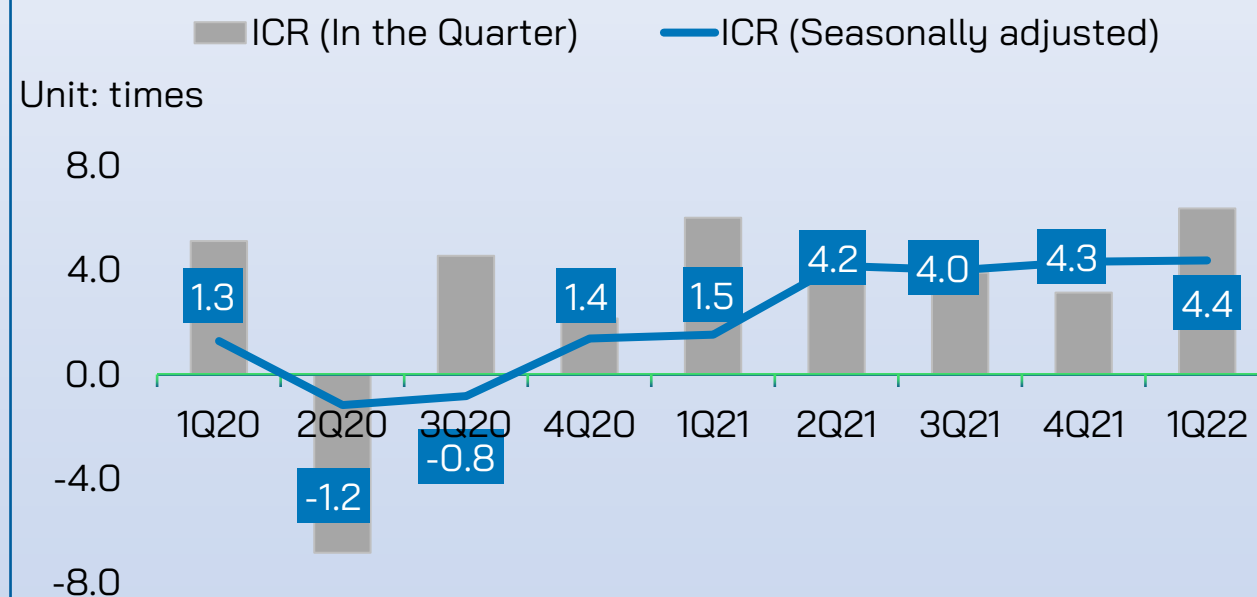
## ROE



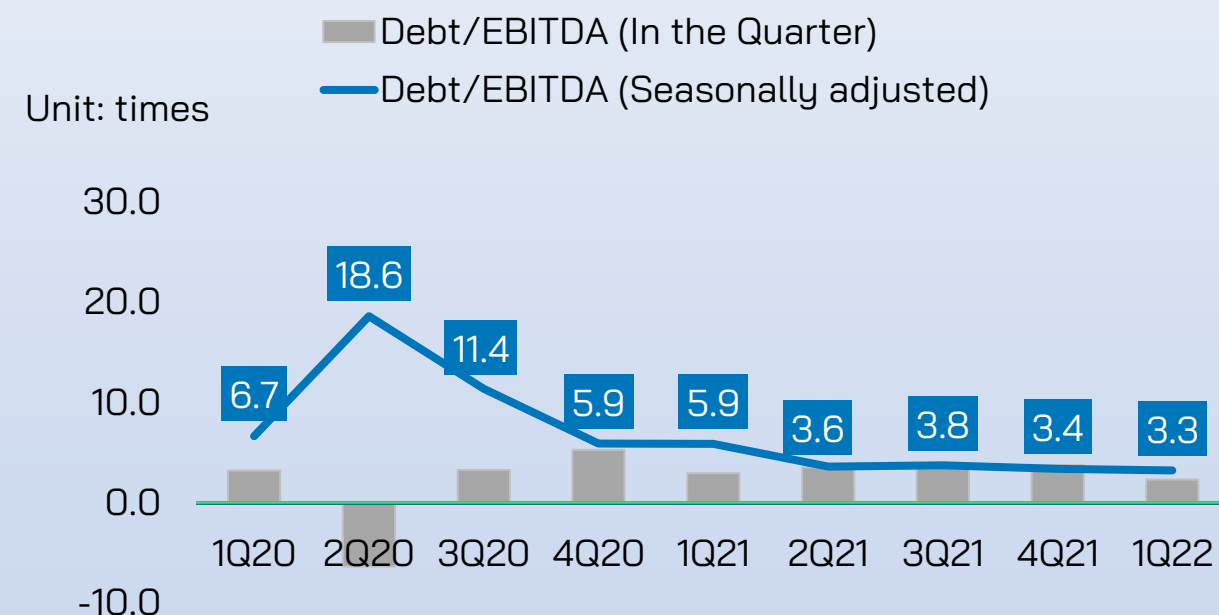
## ROA



## ICR



## DEBT/EBITDA







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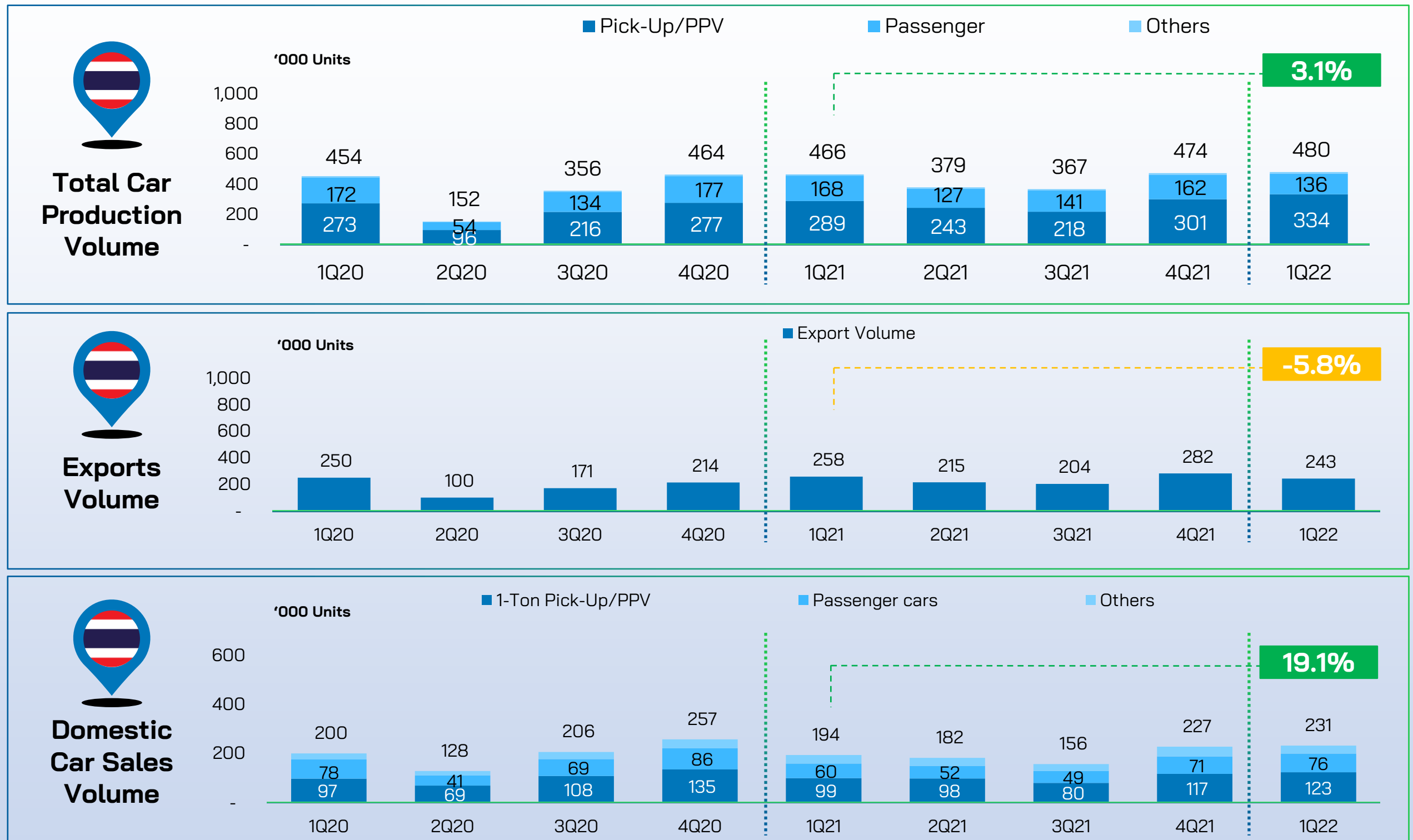
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# THAILAND AUTOMOTIVE INDUSTRY

## Statistics of Production, Sales and Exports Volume

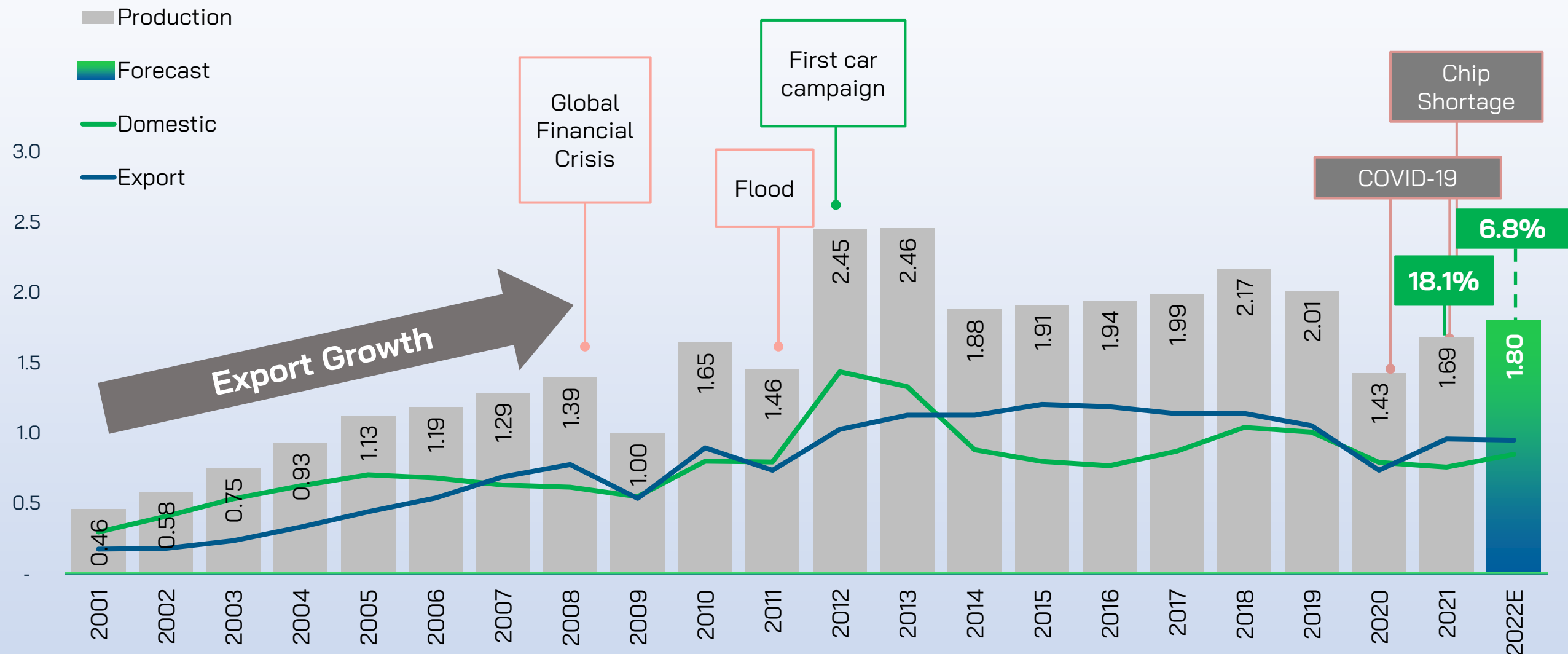


# 2022 THAILAND AUTOMOTIVE INDUSTRY OUTLOOK

FTI Targeted the Total Cars Production Volume to Stand at 1.80 million Cars in 2022



## Thailand Car Production Outlook 2022



Source: The Federation of Thai Industry (Automotive Industry)














# THAILAND TOTAL INDUSTRY VOLUME (JAN-MAR)

Total Volume Surged 19.1% YoY Compared to 3M21



## Thailand Total Industry Volume

No.	Brand	3M22	3M21	%
1	 Toyota	76,976	55,772	↑ 38.0%
2	 Isuzu	57,420	49,248	↑ 16.6%
3	 Honda	25,624	24,959	↑ 2.7%
4	 Mitsubishi	14,075	12,085	↑ 16.5%
5	 Mazda	11,160	10,890	↑ 2.5%
6	 MG	8,394	7,519	↑ 11.6%
7	 Ford	7,369	8,120	↓ -9.2%
8	 Nissan	7,362	8,557	↓ -14.0%
9	 Suzuki	5,845	5,186	↑ 12.7%
10	 Hino	3,530	3,380	↑ 4.4%
11	 Others	13,434	8,421	↑ 59.5%
	<b>Total</b>	<b>231,189</b>	<b>194,137</b>	<b>↑ 19.1%</b>

Source: TOYOTA

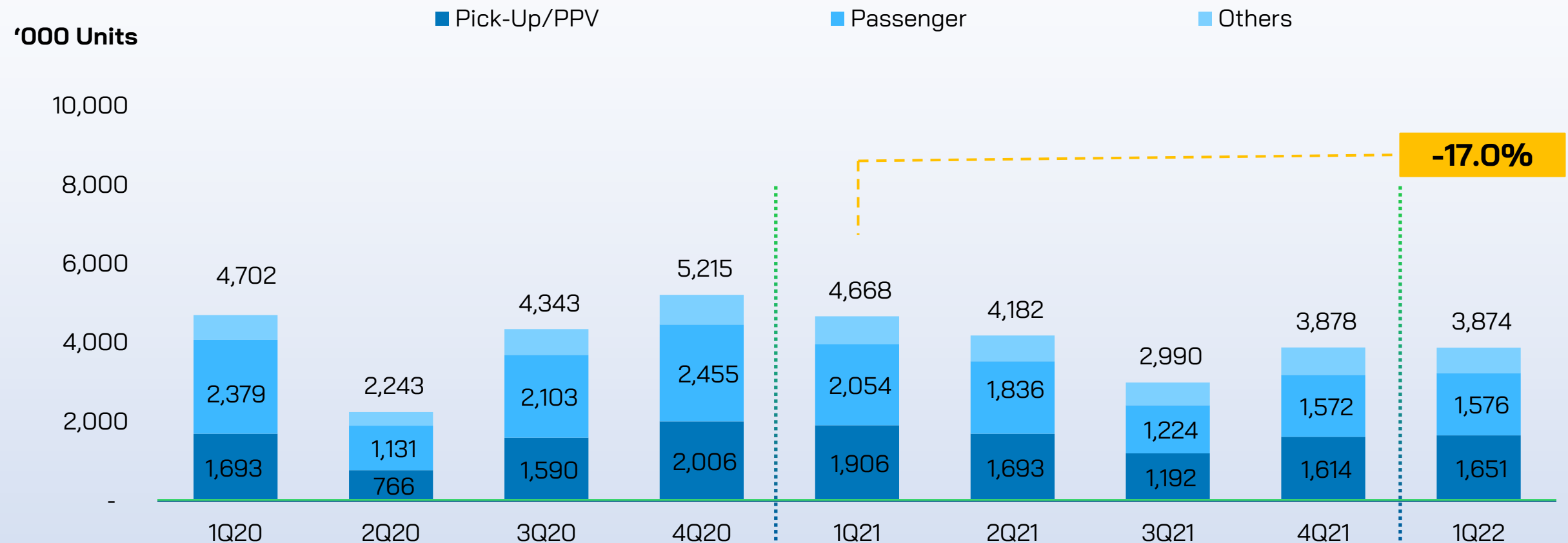


# EUROPE AUTOMOTIVE INDUSTRY

## Europe Car Production Volume



### Europe Automotive Industry



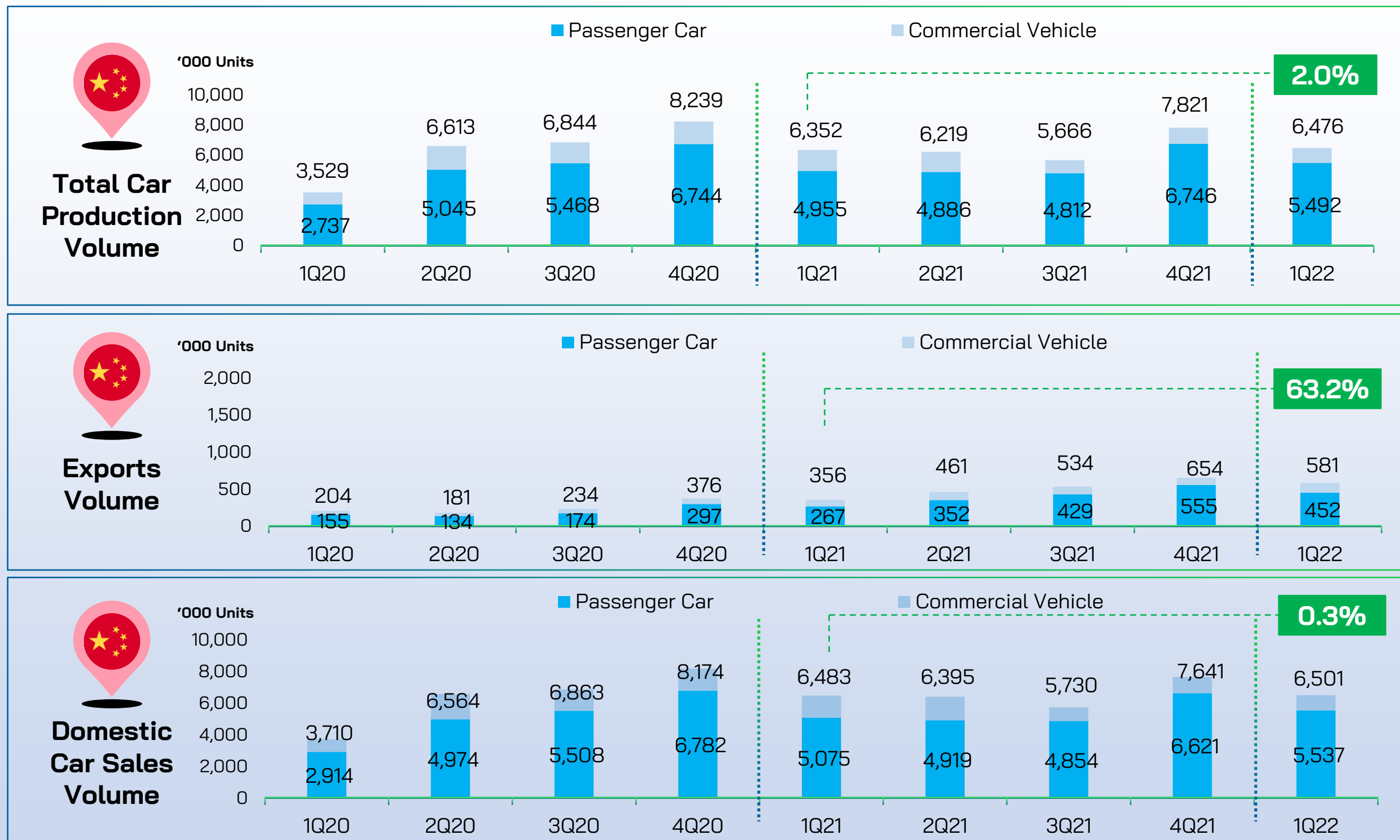
IHS Markit – April 2022 (Automotive Industry)

The Car Production dropped largely due to the prolonged supply chain disruptions and the controversy between Ukraine and Russia.



# CHINA AUTOMOTIVE INDUSTRY

## Car Production, Export and Sales Volume in China









# MALAYSIA TOTAL INDUSTRY VOLUME (JAN-MAR)

Total Volume Increased 12.7% YoY Compared to 3M 2021



## Malaysia Total Industry Volume

No.	Brand	3M 2022	3M 2021		%
1	 Perodua	61,624	57,909	↑	6.4%
2	 Proton	25,589	32,430	↓	-21.1%
3	 Toyota/Lexus	22,447	17,151	↑	30.9%
4	 Honda	20,443	14,771	↑	38.4%
5	 Mitsubishi	5,884	4,156	↑	41.6%
6	 Others	23,765	15,298	↑	55.3%
<b>Total</b>		<b>159,752</b>	<b>141,715</b>	↑	12.7%

- Malaysian vehicle sales increased by 12.7 percent in the first quarter of 2022, exceeding the Malaysian Automotive Association's (MAA) aim and putting the country on track to meet its targeted 600,000 total industry volume (TIV).

Source: WapCar





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# AAPICO STRATEGY

## Short-Term and Medium-Term Strategies



### SHORT TERM

To optimize our operations through challenging environment due to COVID by **emphasizing efficiency improvement** and **capturing opportunities** that may arise and continue to focus on increasing our **agility** and **adaptability**.



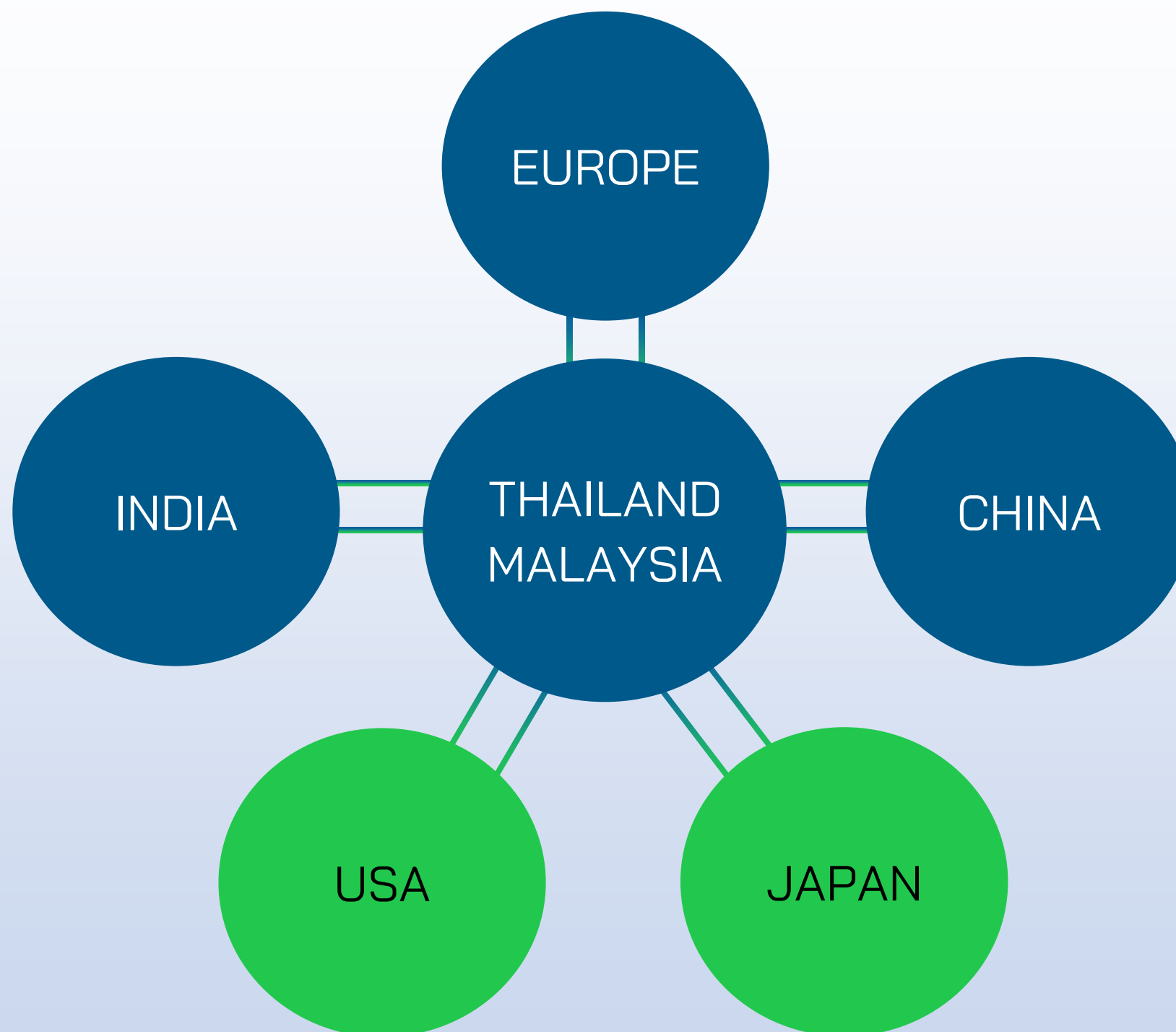
### MEDIUM TO LONG TERM

To establish ourselves as a **global player** by further **capitalizing** on our extensive international presence and **leveraging** on strong relationships with OEM clients globally and long-term reputation of AAPICO as a **trusted partner**



# AAPICO STRATEGY

USA and Japan are Investment Opportunities for our Business Expansion





# COMMITTED ORDERS 5 YEARS FOR CARS AND 10-12 YEARS FOR PICK-UP TRUCK

## ISUZU

D-Max  
Mu-X



## FORD

Ranger (T6)  
Raptor  
Everest



## NISSAN

Navara  
Terra  
Kicks



## TOYOTA

Hilux Revo  
Fortuner



## HONDA

NES, CRV  
HRV, BRV



## MITSUBISHI

Triton, Xpander  
Pajero Sport  
Mirage



## GWM

Haval  
Jolion



## MAZDA

BT-50 PRO  
Mazda 2, Mazda 3  
Mazda CX-3



## FORD

Fiesta, Focus  
Eco Sport



## NISSAN

Almera  
Sylphy Note  
March



## TOYOTA

CHR, Camry  
Altis, Vios, Yaris



## HONDA

Accord, Civic  
City



## MG

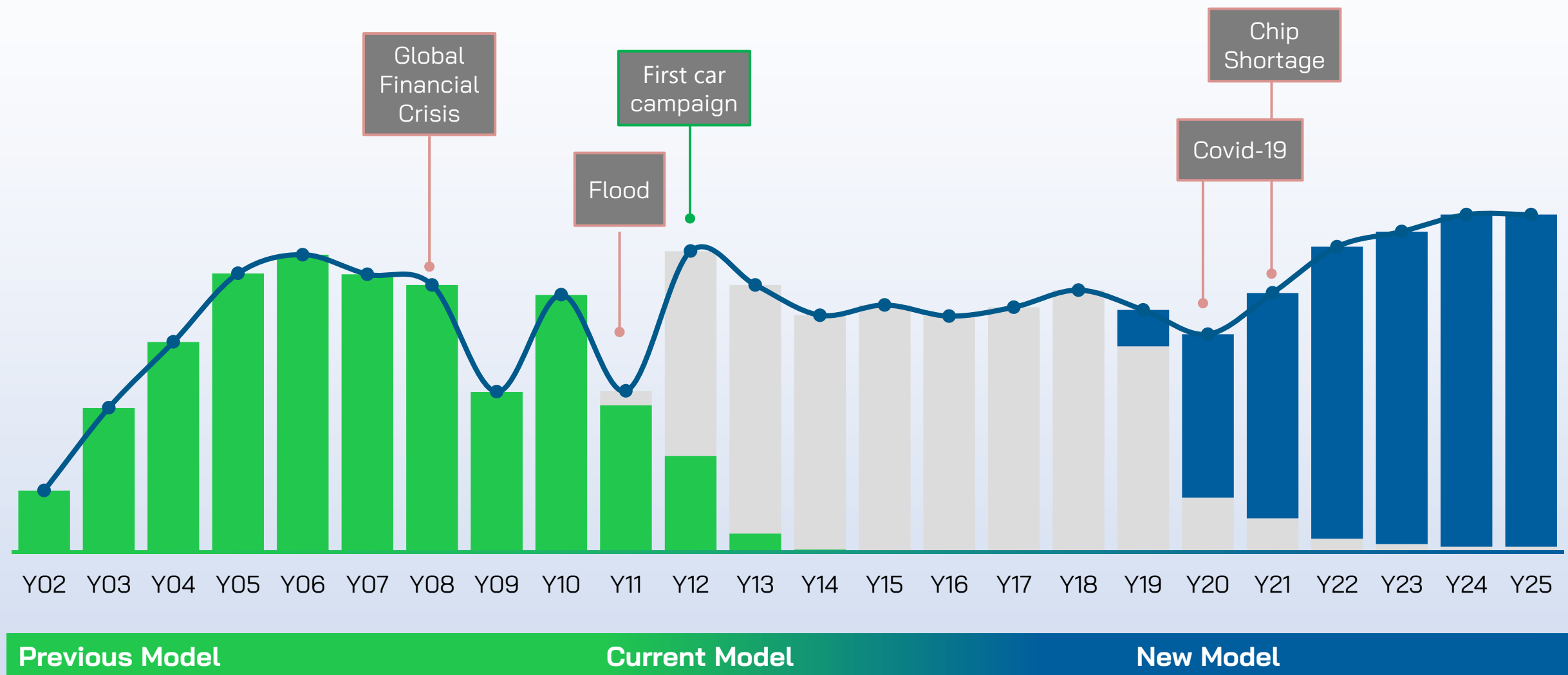
MG – ZS11  
MG3, MG5







# COMMITTED ORDERS 5 YEARS FOR CARS AND 10-12 YEARS FOR PICK-UP TRUCK



1. Contractual obligation guarantee by customer
2. Price on material fluctuation absorb by customer

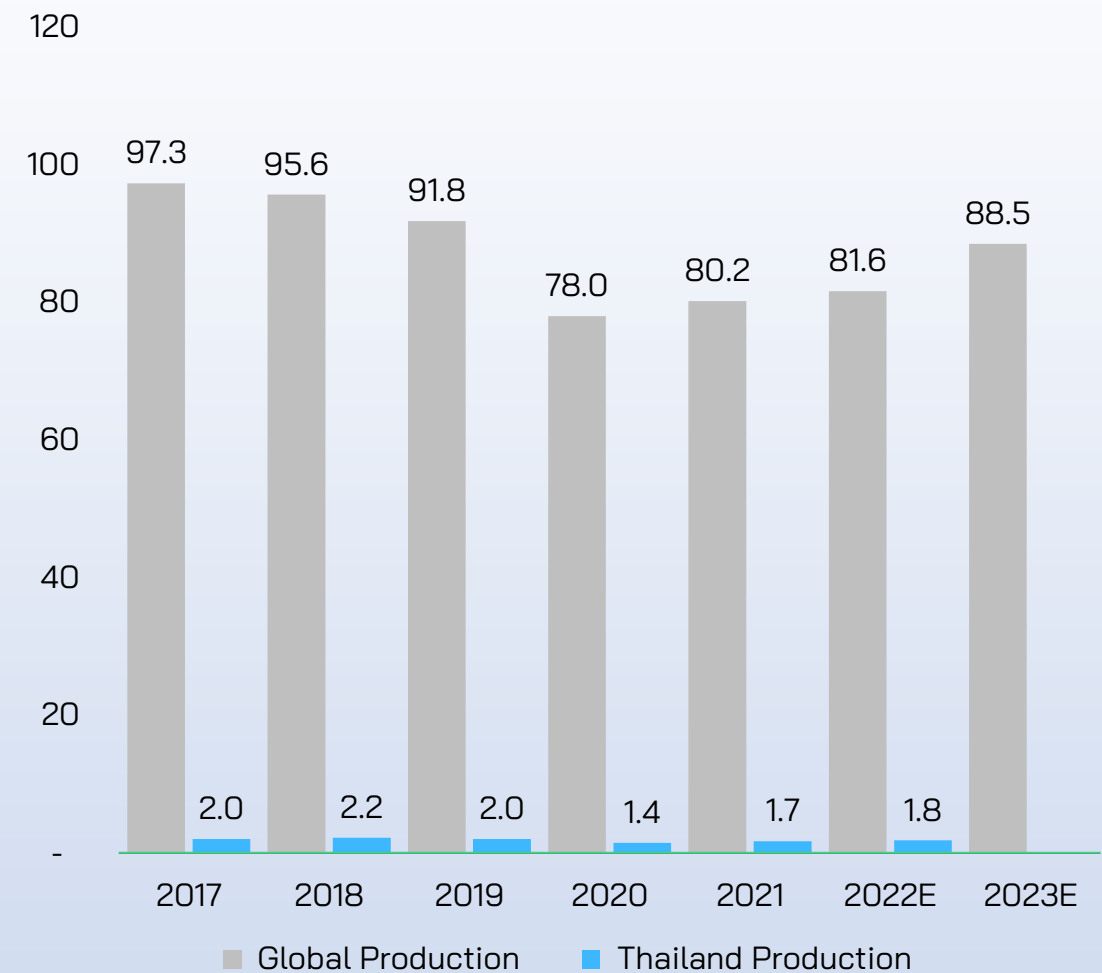
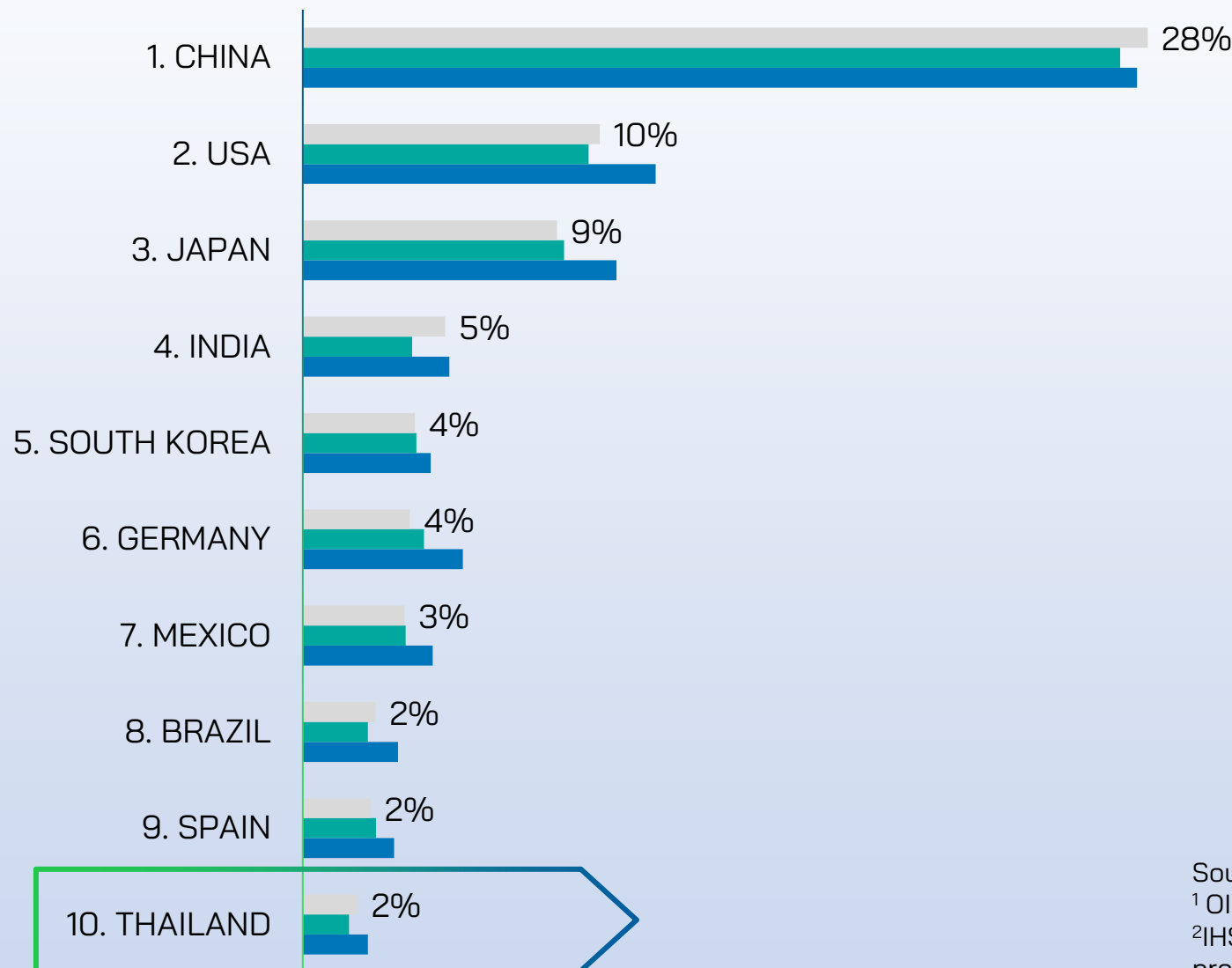
**“STABLE SALES VOLUMES AND STEADY GROWTH”**

# GLOBAL AUTOMOTIVE OUTLOOK



## TOP 10 MOTOR VEHICLE PRODUCTION BY COUNTRY IN 2019 - 2021

■ 2021 ■ 2020 ■ 2019



Source:









<sup>1</sup> OICA: <https://www.oica.net/category/production-statistics/2020-statistics/>

<sup>2</sup> IHS Markit: <https://ihsmarkit.com/research-analysis/2022-global-light-vehicle-production-outlook.html>

<sup>3</sup> Reuters: <https://www.reuters.com/article/ukraine-crisis-autos-forecast-idUSL3N2VJ494>



# KEY MILESTONE

Listing for growth		Growth Phase			Toward Globalization		
2002-2004	2005-2007	2008-2012	2013-2016	2017-2018	2019	2020	2021
<ul style="list-style-type: none"> <li>Listed on SET.</li> </ul>  <ul style="list-style-type: none"> <li>Acquired a chassis frame factory from Dana Corporation.</li> <li>Established the first Mitsubishi Car Dealership; Able Motor.</li> <li>Expanded to China.</li> </ul>	<ul style="list-style-type: none"> <li>Partnered with Sojitz Corp.</li> </ul>  <ul style="list-style-type: none"> <li>Established JV with Mitsuike Corp.</li> <li>Acquired forging business from KPN.</li> </ul>	<ul style="list-style-type: none"> <li>JV partnered with Minth Corporation.</li> </ul>  <ul style="list-style-type: none"> <li>JV partnered with Takagi Seiko.</li> <li>Completed the 3S showroom for Honda dealers in Malaysia.</li> <li>Commenced the operation in Kunshan (China).</li> </ul>	<ul style="list-style-type: none"> <li>Established JV with; <ul style="list-style-type: none"> <li>Edscha (Germany)</li> <li>Lemtech (Taiwan)</li> <li>Sumino (Japan)</li> <li>Sodecia (Portugal)</li> </ul> </li> <li>Explored opportunity in the start-up business.</li> <li>Established AAPICO Training Center.</li> <li>Issued bond with a BBB+ from TRIS Rating.</li> </ul>  <ul style="list-style-type: none"> <li>Achieved 4-star CG rating.</li> </ul> 	<ul style="list-style-type: none"> <li>Partnered with Sakthi Group and invested 25.10% or US\$100 million in Sakthi Global Auto Holding Limited (SGAH).</li> <li>Increased holding in SGAH from 25.10% to 49.99% with total investment of US\$65 million</li> <li>Established Proton Dealership in Malaysia (49%)</li> </ul>	<ul style="list-style-type: none"> <li>40% JV partnered with Sojitz Group in Vroom for distributing and retailing of KTM, Husqvarna and Bajaj brand</li> <li>Appropriated 50.01% shares of SGAH (AH hold 100% in SGAH)</li> <li>Acquired AAPICO Maia, S.A. (Portugal) and two subsidiaries (AH directly hold 100%)</li> <li>Established two Mitsubishi Car Dealership namely Able Motors Pakkret and Able Motors Pathumthani</li> </ul>	<ul style="list-style-type: none"> <li>Established AAPICO Hitech Automation (AHA), operates the automotive assembly jigs design, manufacturing and robotic integration</li> <li>Established two Proton Car Dealership namely AAPICO Motors Kuantan and AAPICO Motors Temerloh, Malaysia.</li> <li>Received Sustainability Award 2020 and listed in THSI Index</li> </ul> 	<ul style="list-style-type: none"> <li>Established Thailand an MG Car Dealership namely MG Able Motors, Pathumthani</li> <li>Commenced Mazda car dealership</li> <li>Achieved 5-star CG rating.</li> </ul>  <ul style="list-style-type: none"> <li>Received Sustainability Award 2020 and listed in THSI Index</li> </ul> 



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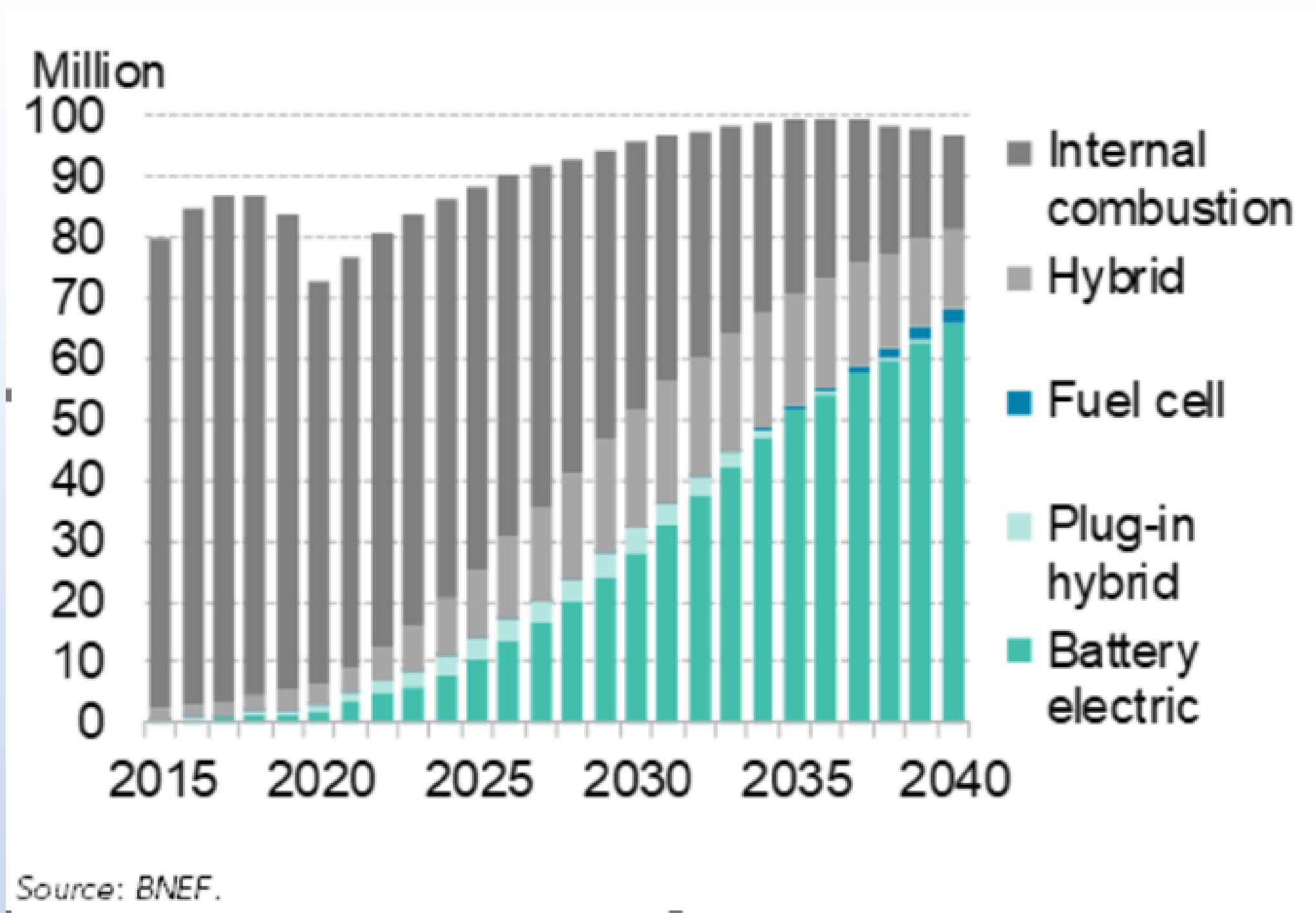
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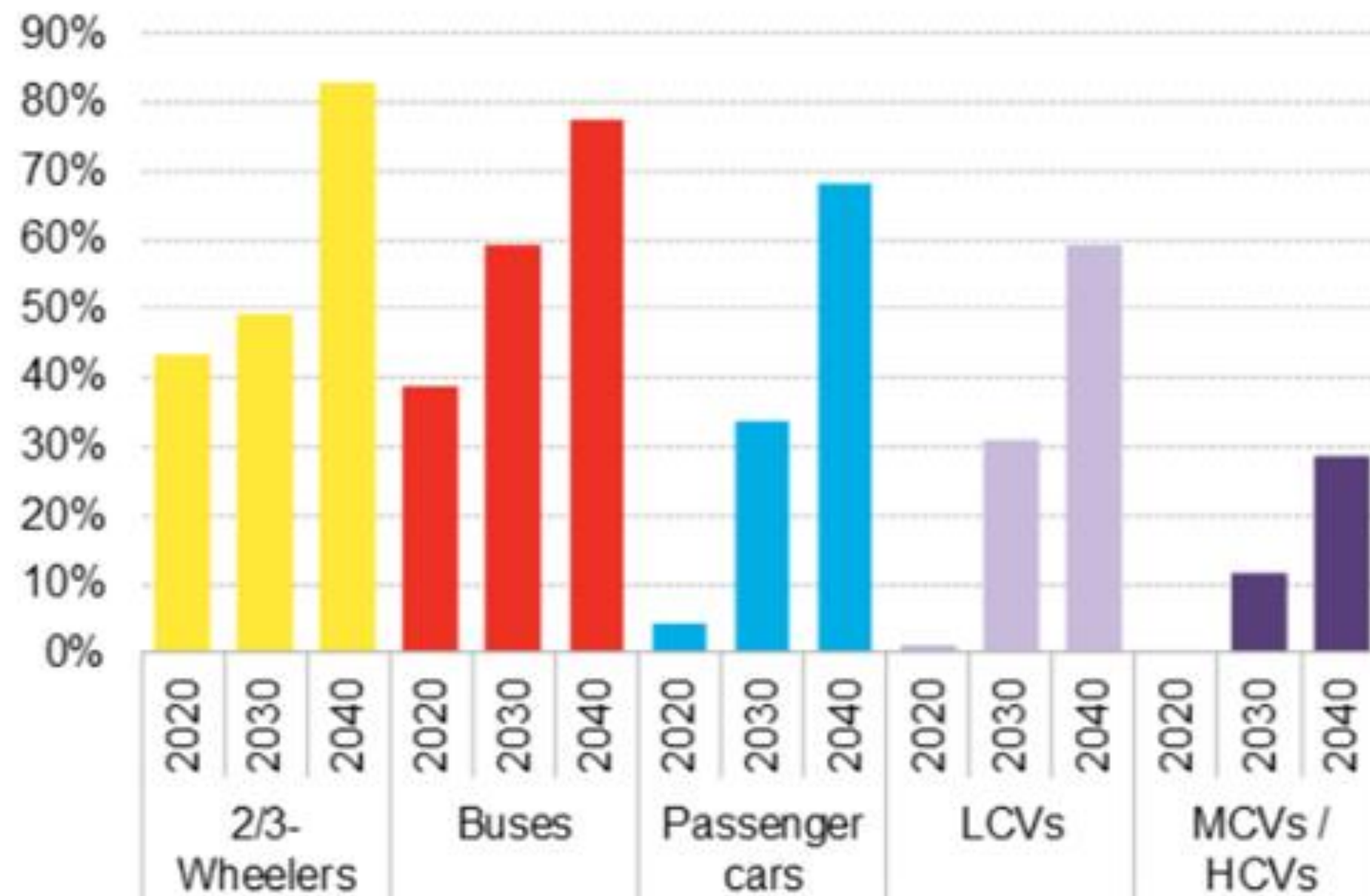


# GLOBAL PASSENGER VEHICLE SALES OUTLOOK





# EV SHARE OF GLOBAL NEW VEHICLE SALES BY SEGMENT



Source: BNEF. Note: LCVs = light commercial vehicles. M/HCVs = medium/heavy commercial vehicles.



# THE IMPACT FROM ELECTRIC VEHICLES

## Short to Medium Term Impact : ( Within 7 - 10 years)

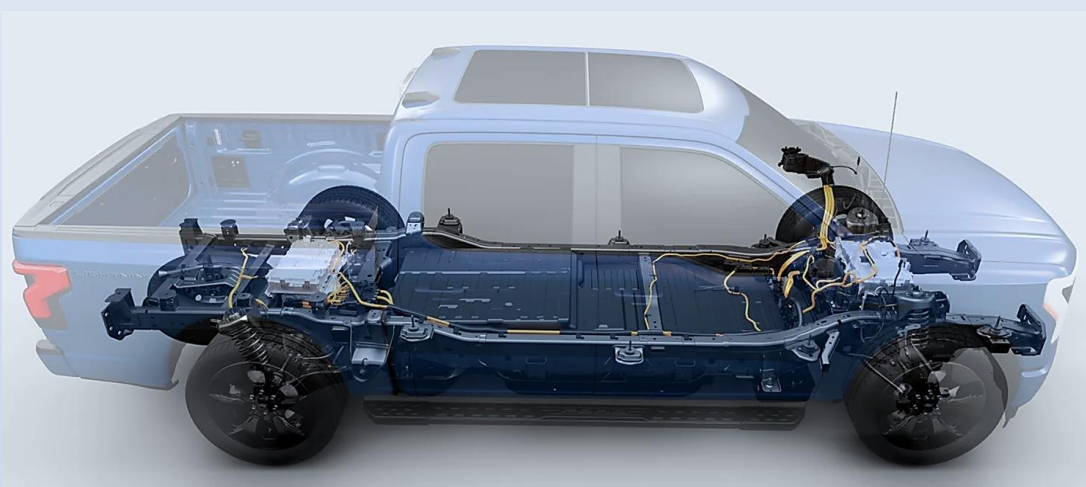
Current product will still be significant percentage of Revenue and profitability

## Long Term Impact:

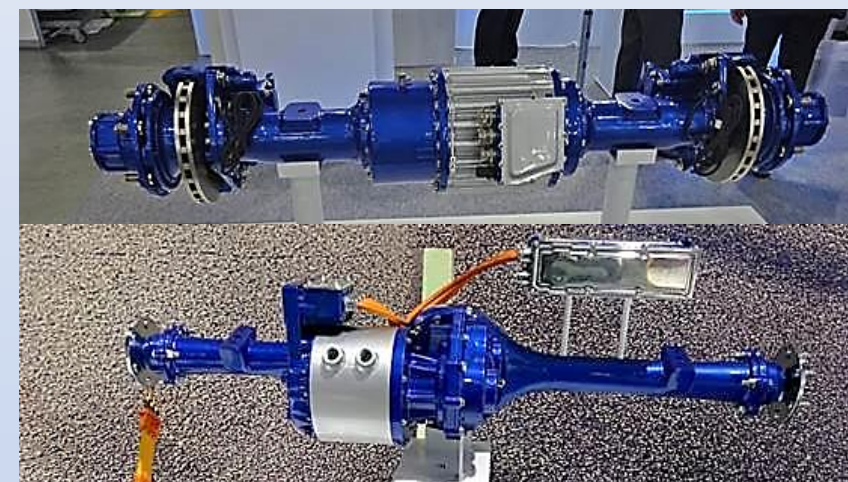
AAPICO will transform inline with the growth EV vehicles. Major Aapico products such as plastic, BIW, chassis and etc. are still needed in EV vehicles.

## Conclusion:

Most of our metal forming, plastic and forging parts will be carried into EV vehicles but of course we are strategizing to enter into specific EV components. There is disruption but is minimize in our case due to our diversity of products



(figure 1) Pick-up truck frame



(figure 2) EV-Axle

# CURRENT PHEV & EV PARTS

## Washer System

*Plastic Injection*

## Protector Assy

*Metal Forming*

## Cover Control Converter

*Metal Forming*

## Radiator Tank

*Plastic Injection*

## Steering Knuckles

*Casting*

## Brakes

*Casting*

## Half Shaft

*Forging and Machining*

## Bracket Assy, Brake Power Supply

*Metal Forming*

## Differential Cases

*Casting*

## Wheel Hub

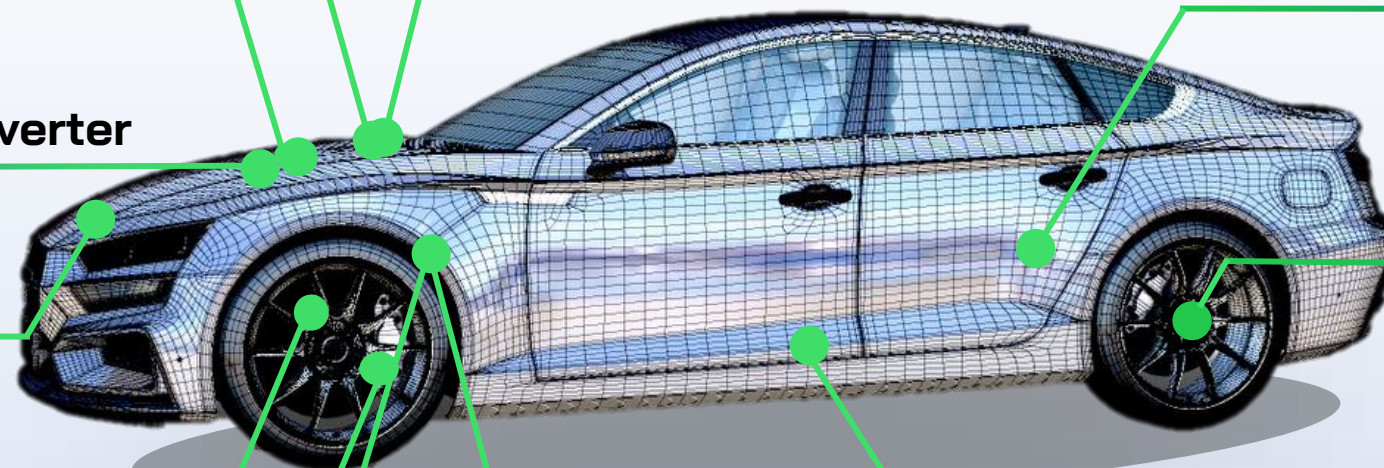
*Forging and Machining*

## Battery Case Frame

*Metal Forming*

## Bracket Assy, Brake Actuator

*Metal Forming*





# CURRENT EV PARTS

PARTS	MODEL
Half Shaft	Jaguar I-Pace
Hub FR Axle	FOMM ONE
Hub Assy FR	Mine Mobility MPV SPA 1






# CURRENT PLUG-IN HYBRID (PHEV) PARTS

PARTS	MODEL
Battery Case Frame	Honda HR-V
	Nissan Kicks
Protector & Battery Cover	Toyota Hilux REVO Hybrid
Bracket wiring support	Toyota Hilux REVO Hybrid



# CURRENT PLUG-IN HYBRID (PHEV) PARTS

PARTS	MODEL	
Washer System	Nissan Kicks	
Radiator Tank	Nissan Kicks	
Bracket Assy, Brake Power Supply	Toyota CAMRY Hybrid	




# OVERSEAS CURRENT EV PARTS

PARTS	MODEL
<ol style="list-style-type: none"><li>1. Differential cases</li><li>2. Brakes</li><li>3. Steering knuckles</li></ol>	BMW iX
	LORDSTOWN All-electric Commercial Pick Up
	Maserati BEV





# OVERSEAS CURRENT EV PARTS

PARTS	MODEL	
<ol style="list-style-type: none"><li>1. Differential cases</li><li>2. Brakes</li><li>3. Steering knuckles</li></ol>	Porsche	
	E.GO	
	BMW i7	

# OVERSEAS CURRENT HYBRID PARTS

PARTS	MODEL
<ol style="list-style-type: none"><li>1. Differential cases</li><li>2. Brakes</li><li>3. Steering knuckles</li></ol>	Volkswagen MQB
	Renault
	Toyota Yaris
	Ford Fiesta

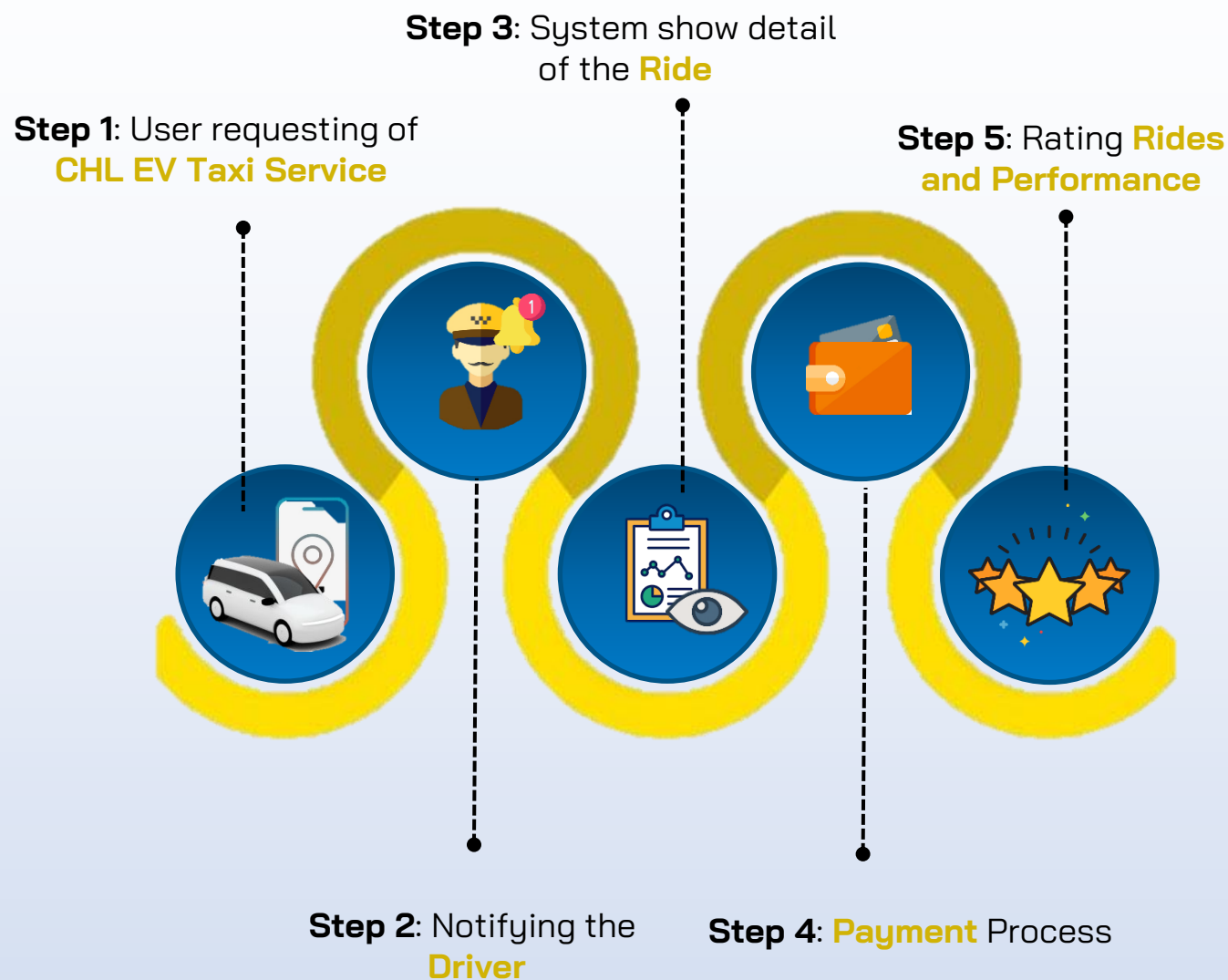


# OVERSEAS CURRENT HYBRID PARTS

PARTS	MODEL
<ol style="list-style-type: none"><li>1. Differential cases</li><li>2. Brakes</li><li>3. Steering knuckles</li></ol>	Land Rover Discovery Sport, Range Rover Evoque
	Volkswagen Golf Hybrid
	Ford Kuga



# EV TAXI BOOKING APPLICATION



GET IT ON  
Google Play

DOWNLOAD ON THE  
App Store

**Step 1:** User requesting of **CHL EV Taxi Service**  
Customers open the app for requesting a ride.

**Step 2:** Notifying the **Driver**

As soon as riders send the request, the taxi app sends notifications for all available drivers in the nearby range. When a driver accepts a rider's request, the driver's information is sent to the rider.

**Step 3:** System show detail of the **Ride**

Along with viewing ETA, users can also track the entire route from the place of pickup to the destination with a mobile app.

**Step 4:** **Payment** Process

When the ride gets completed, riders have to pay the amount for the trip. The taxi booking app calculates the prices as per the distance traveled and base fare.

**Step 5:** Rating **Rides and Performance**

According to the performance of drivers, users can provide ratings and reviews on the app. Even drivers can rate their experience with their customers.





# CONTENT

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**Q&As**

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Tel:

+66(0)-2-613-1504

Facebook Page:





# 56-1 One Report



English Version

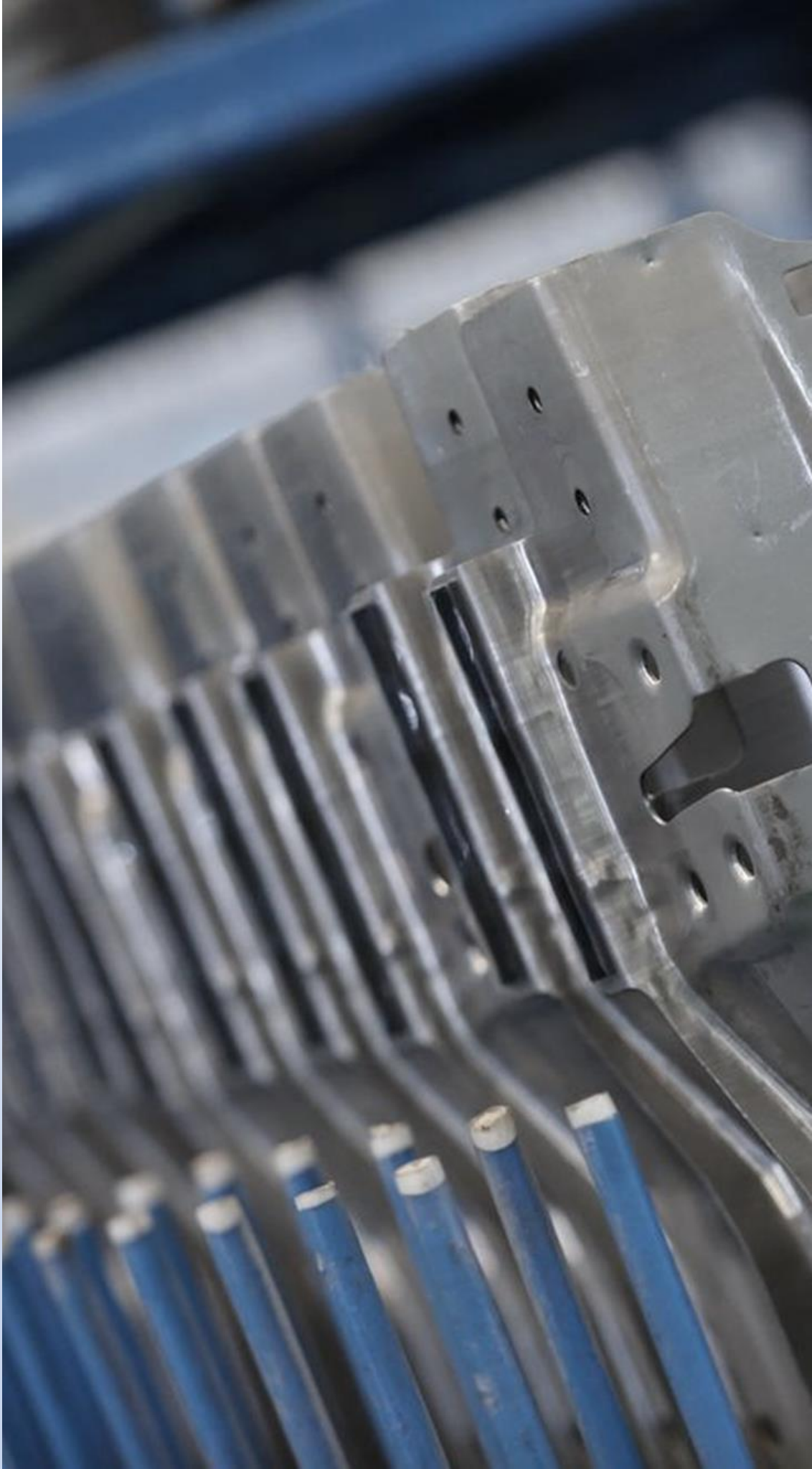


Thai Version

# Sustainability Development Report



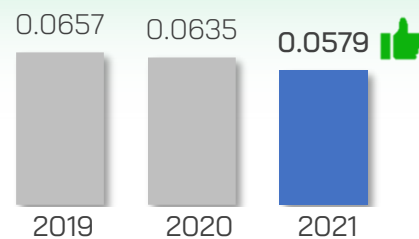
Thai Version



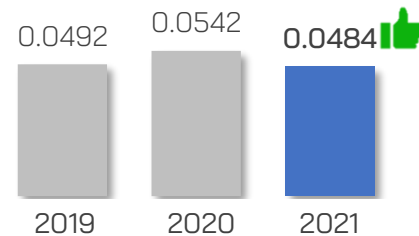
# ESG AT A GLANCE

## ECO-EFFICIENCY (Environment)

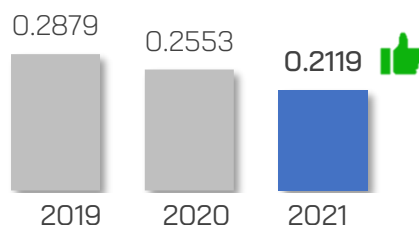
### Scope - 1 GHG Emission (tCO<sub>2</sub>e/Ton of Production)



### Scope - 2 GHG Emission (tCO<sub>2</sub>e/Ton of Production)



### Waste Generated (Ton/Ton of Production)

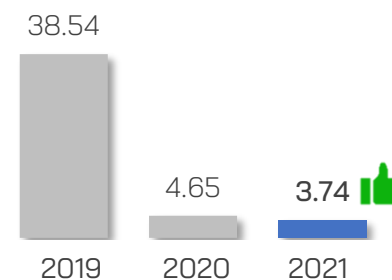


## ELEVATE QUALITY OF LIFE (Social)

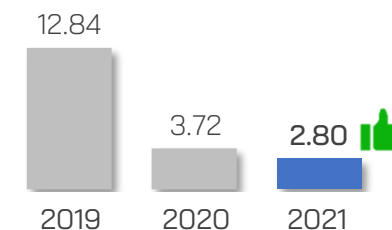
### 8 THB million

An amount of donation to support for the procurement of medical equipment COVID-19 crisis in 2021

### Injury Frequency Rate (IFR) Cases/ 1 million hours worked



### Lost-Time Injury Frequency Rate (LTIFR) Cases/ 1 million hours worked



10,632  
HOURS

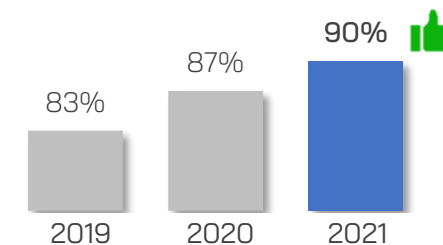
Training hours in New Normal ways within AAPICO Group during COVID-19 crisis in 2021

## ENHANCE ECONOMIC VALUE (Economic & Governance)

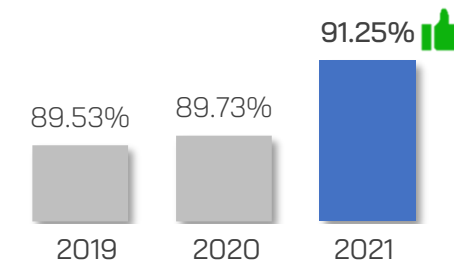
### 5 Stars CG Rating



### Average Score of CG Report



### Average of Customers' Satisfaction



### Proportion of Grade A of Suppliers

80%

with great performance in quality, price, logistics, safety, and environmental management