

# 29<sup>TH</sup> ANNUAL GENERAL MEETING

THURSDAY, 1 JUNE 2023  
AT 2.00 P.M.



SCALING  
NEW  
HEIGHTS



**MBM Resources Berhad**

Registration No. 199301029757 (284496-V)



## Cover Rationale

We celebrate the achievements of the Group as we **“Scale New Heights”** in a year of record revenue and profit experienced Group-wide. The multi colours in the landscape illustration highlights the diversity of the Group while the mountain peak is a symbol of the record revenue and profit, and the market leading position held by our subsidiaries, joint-venture and associates.

As we move forward, we recognise the speed of change that is happening in the automotive industry post-pandemic, The illustrated panorama symbolises this transition and the overlaying canvas are our foundations that we have put in place over the years, as well as the strategies we are implementing for the future.



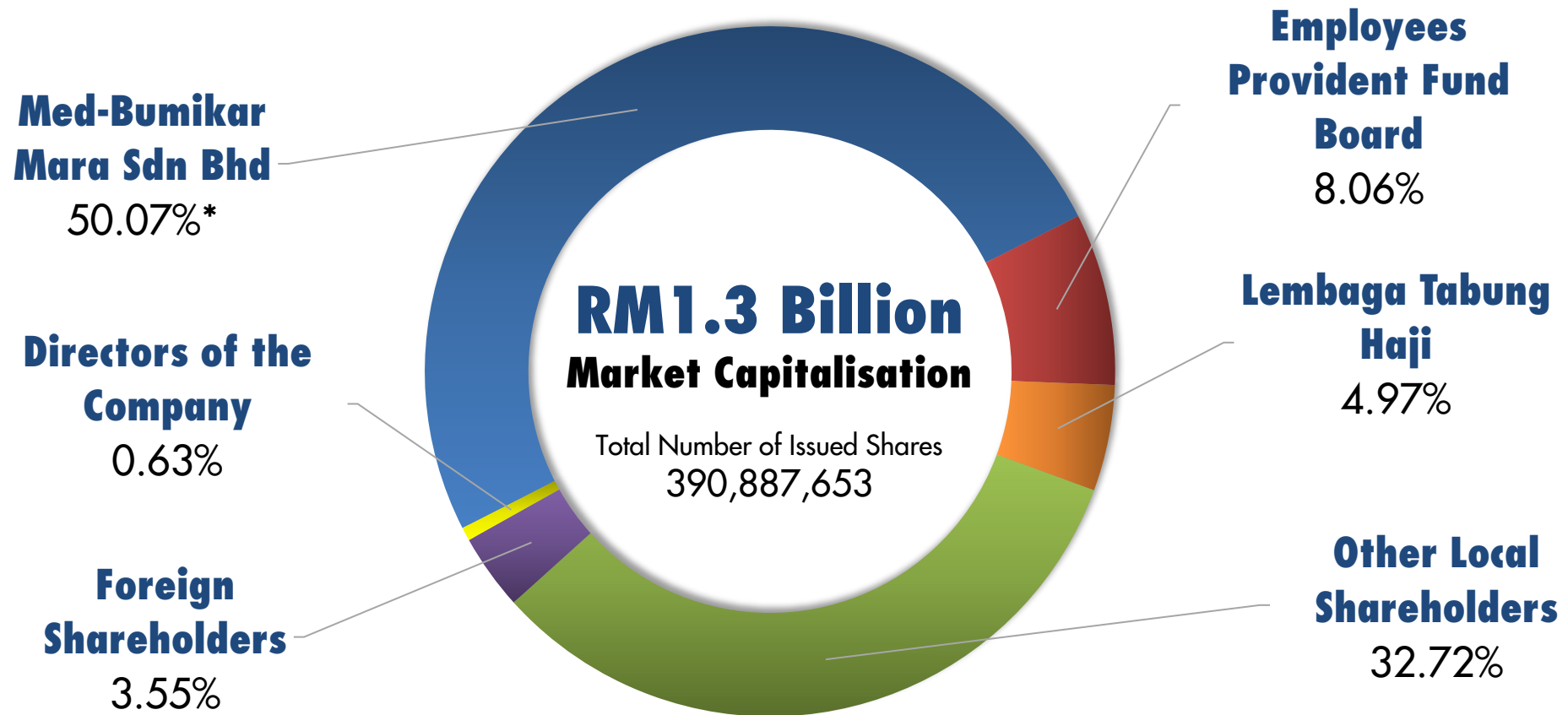
## **Agenda**

1. The MBMR Group
2. Group Financial Performance 2022
3. Outlook



# Our Shareholders

As at 31 March 2023

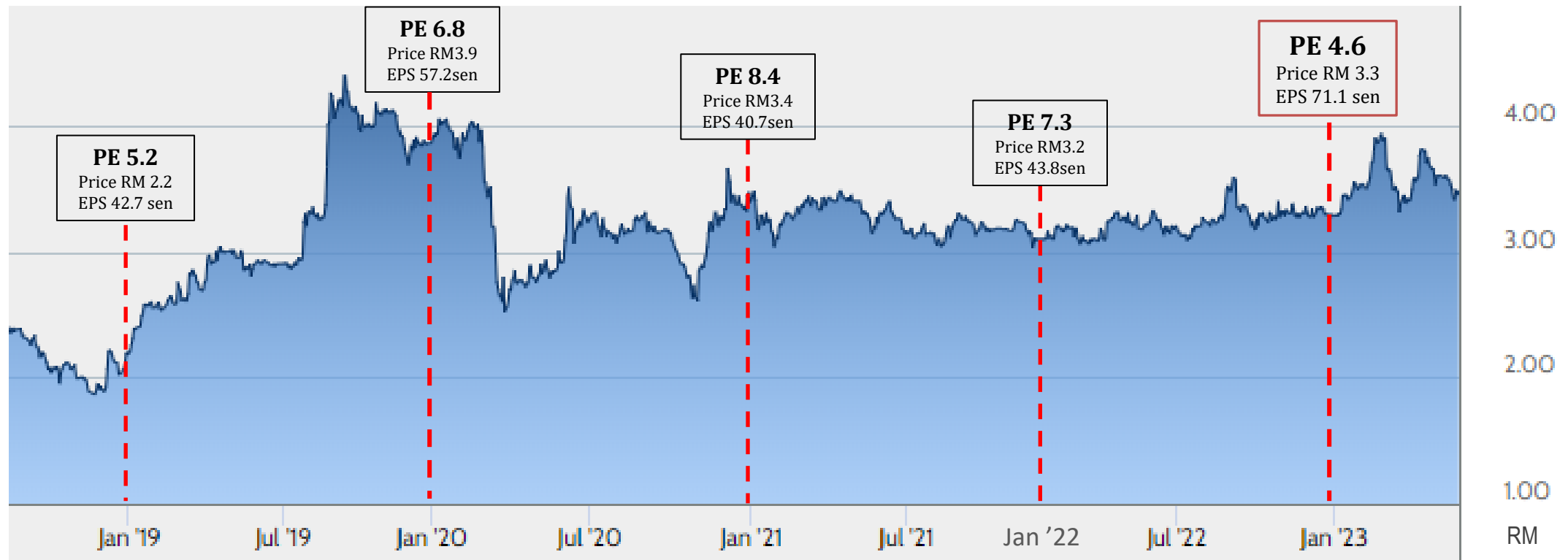


\*Includes deemed interest of 0.57% by virtue of its shareholding in Central Shore Sdn Bhd



# Our Share Prices

*Historical past 5 years*



Board : Main Market

Stock Name : MBMR

Stock Code : 5983



# Our Mission and Vision

*The Complete Automotive Group*



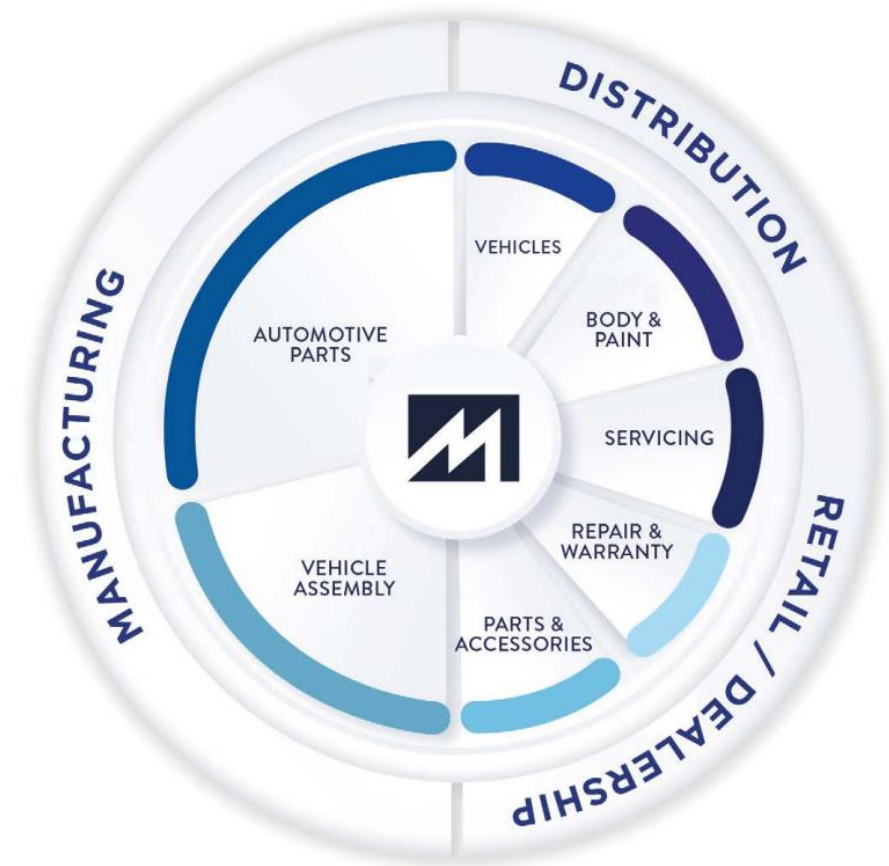
## OUR MISSION

To be the Automotive Partner of Choice to our Employees, Customers and Investors



## OUR VISION

To be a Complete Automotive Group





# Our Corporate Structure

*Automotive Group with Diverse Investments*

**28 Years  
of Growth**



Listed on Kuala Lumpur Stock  
Exchange (now Bursa Malaysia  
Securities Berhad) on  
9 February 1995

## Subsidiaries



FEDERAL AUTO  
*Driven*



## Associates



PERODUA



# Our Multi-Brand Strategy

*A Diverse Portfolio, Securing Sustainable Growth*



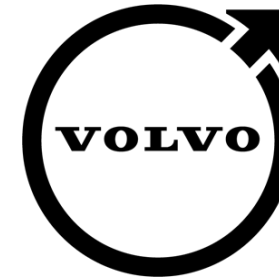
**DAIHATSU**



**HINO**



**PERODUA**







1. The MBMR Group

► Motor Trading

# Our Branches

## Complete Auto Retailing Centre



DISTRIBUTORSHIP  
Daihatsu (Malaysia) Sdn Bhd



**4/19\***  
SALES  
OUTLETS

**5/19\***  
SERVICE  
OUTLETS

\* Authorised dealers



DEALERSHIP  
Daihatsu (Malaysia) Sdn Bhd



**4**  
SALES  
OUTLETS

**5**  
SERVICE  
OUTLETS

### GROUP TOTAL

**31**

SALES  
OUTLETS

**28**

SERVICE  
OUTLETS

**5**

BODY &  
PAINT



DEALERSHIP (Largest in Malaysia)  
DMM Sales Sdn Bhd



**17**  
SALES  
OUTLETS

**13**  
SERVICE  
OUTLETS

**2**  
BODY &  
PAINT



DEALERSHIP  
F.A. Wagen Sdn Bhd



**3**  
SALES  
OUTLETS

**3**  
SERVICE  
OUTLETS

**2**  
BODY &  
PAINT



DEALERSHIP  
Federal Auto Cars Sdn Bhd



**3**  
SALES  
OUTLETS

**2**  
SERVICE  
OUTLETS

**1**  
BODY &  
PAINT



# Our Production Plants

*Complete Auto Parts Manufacturer*

**Designing + Engineering + Manufacturing**



**Wheels**

Steel

Tyre  
Assembly



**Safety**

Airbag &  
Steering  
wheel

Seat belt



**NVH**

(Noise, Vibration, Harshness)

Dampening  
Sheets

Insulator

Felt



# Group Financial Performance 2022



## 2. Group Financial Performance

## ▶ Profit or Loss

# Group Financial Highlights

## Statements of Profit or Loss (Condensed)

RM (Million)	FY 2022	FY 2021	%
			Change
<b>Revenue</b> (Continuing operations, as reported)	2,307.6	1,528.7	▲ 51.0
<b>Profit before tax</b> (Continuing operations)	323.3	210.8	▲ 53.4
<i>Existing businesses</i>	78.6	46.9	▲ 67.6
<i>Net one-off gains from disposal</i>	30.4	--	
<i>Share of results of a joint venture</i>	16.0	11.1	▲ 44.1
<i>Share of results of associates</i>	198.3	152.8	▲ 29.8
<b>Discontinued Operation</b>	13.0	(0.2)	▲ 6,600.0
<i>Operating profit / (loss)</i>	0.9	(0.2)	▲ 550.0
<i>Net one-off gains from disposal</i>	12.1	--	
<b>Profit attributable to equity holders</b>	280.3	171.2	▲ 63.7
<b>Dividends (sen)</b>	43.0	26.0	▲ 65.4
<i>1st interim</i>	6.0	5.0	
<i>2nd interim</i>	6.0	5.0	
<i>Special</i>	25.0	10.0	
<i>Final</i>	6.0 *	6.0	

\*Subject to the approval of shareholders at 29<sup>th</sup> Annual General Meeting

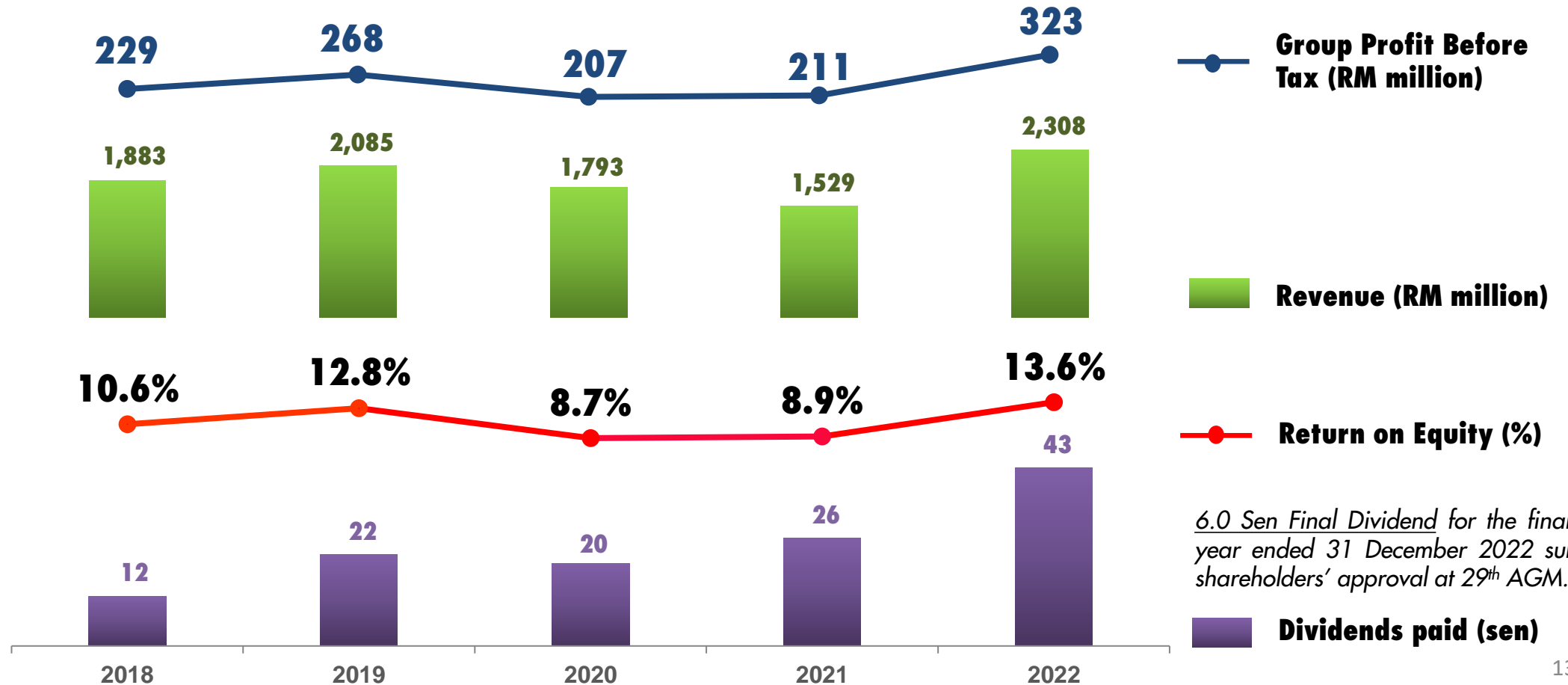


2. Group Financial Performance

► Five Years Summary

# Group Financial Highlights

## Five Years Summary





## 2. Group Financial Performance

## ▶ Financial Position

# Group Financial Highlights

## Statements of Financial Position (Condensed)

RM (Million)	31 Dec 2022	31 Dec 2021		% Change
Associates	1,525.6	1,416.5	▲	7.7
Joint venture	88.2	82.4	▲	7.0
Other non-current assets	293.3	310.9	▼	5.7
Assets classified as held for sale	20.1	30.6	▼	34.3
Net current assets / (liabilities)	421.9	356.2	▲	18.5
Non-current liabilities	(7.4)	(8.4)	▲	12.1
Shareholders' funds	2,054.5	1,918.0		
<b>Net Assets per share attributable to equity holders (RM)</b>	<b>5.26</b>	<b>4.91</b>	▲	<b>7.1</b>
Cash and bank balances	284.8	260.9	▲	9.1
Total debts	(3.7)	(25.5)	▲	85.3
<b>Debts / Equity Ratio (%)</b>	<b>0.16</b>	<b>1.16</b>		

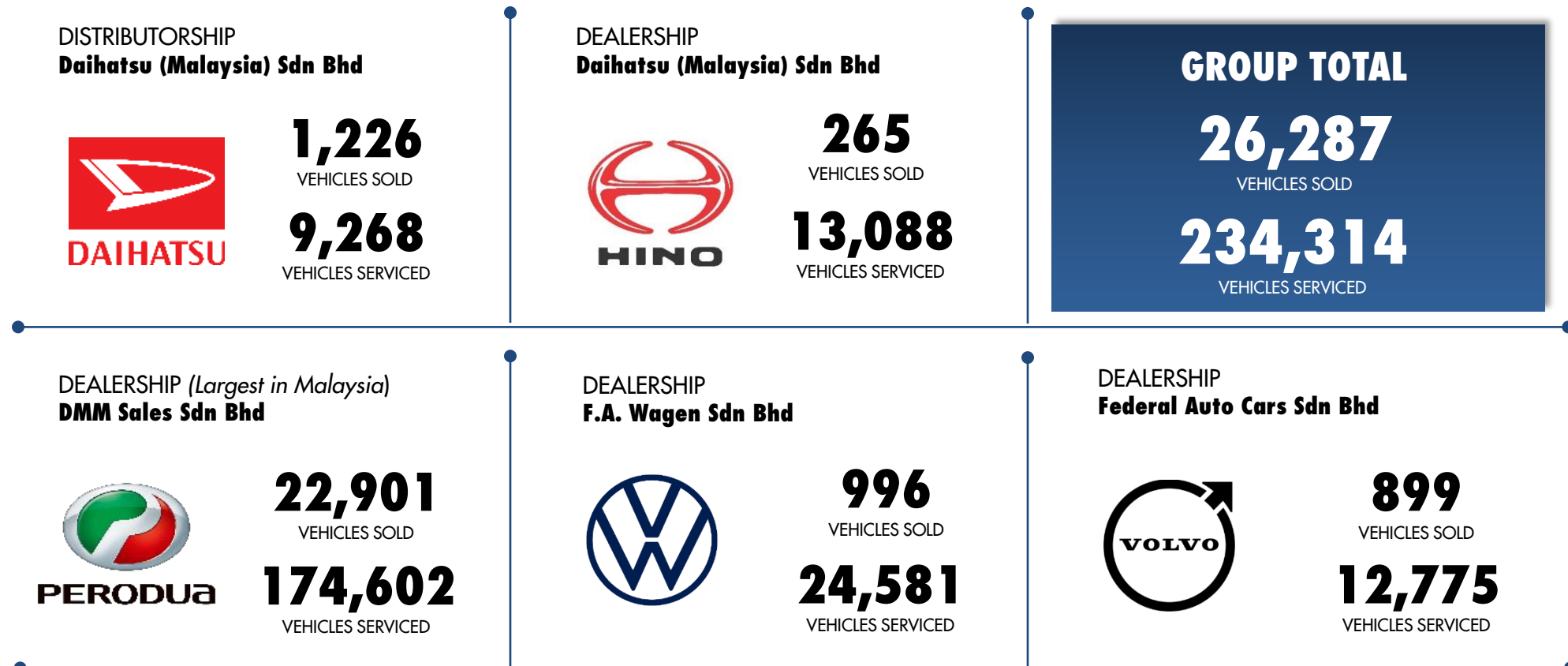


2. Group Financial Performance

▶ Vehicles Sold and Serviced

# Motor Trading in Numbers

*Vehicles Sold and Serviced in 2022*



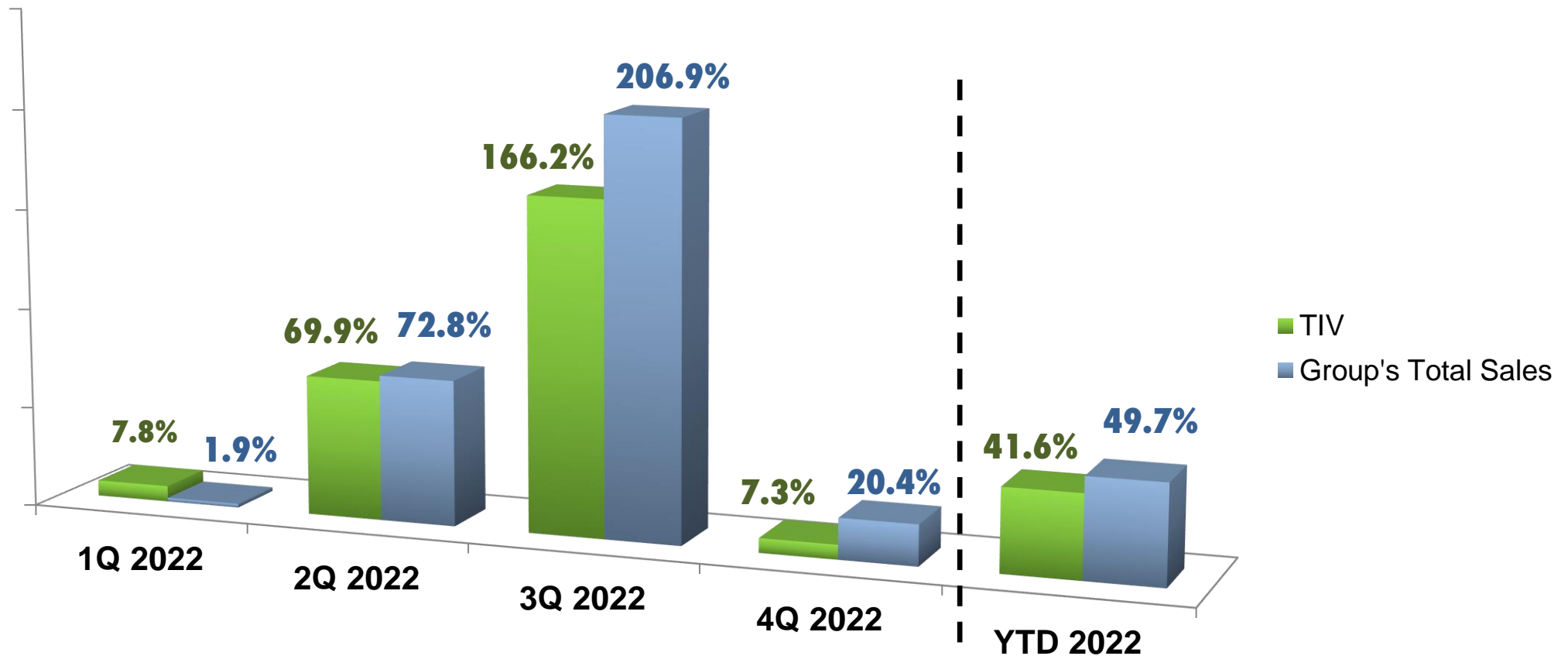


2. Group Financial Performance

▶ Vehicle Sales

# Performance Against Market

## Motor Vehicles Sales by Registration



Source : Malaysian Automotive Association, 2021- 2022 (Sales by registration)



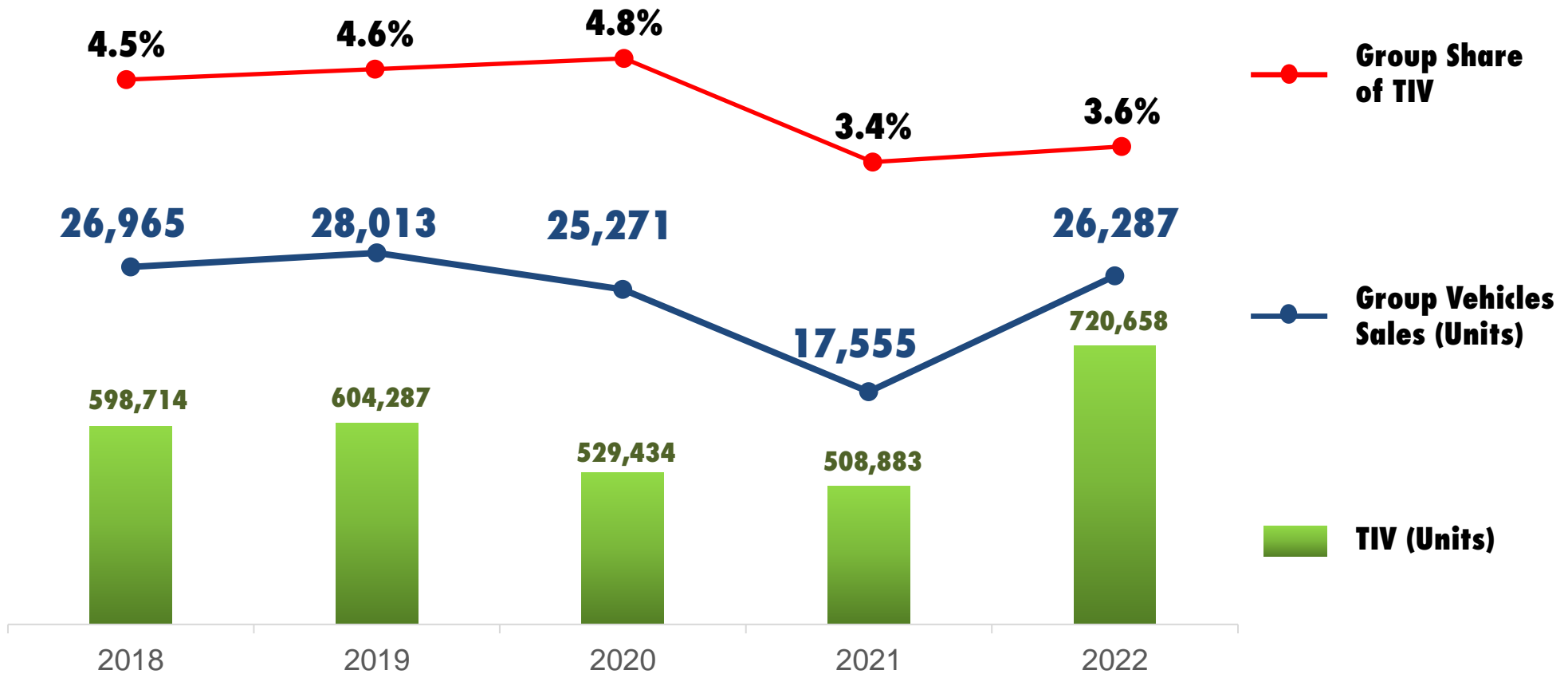


2. Group Financial Performance

▶ Vehicle Sales

# Strong Market Shares

## Total Industry Volume (TIV)

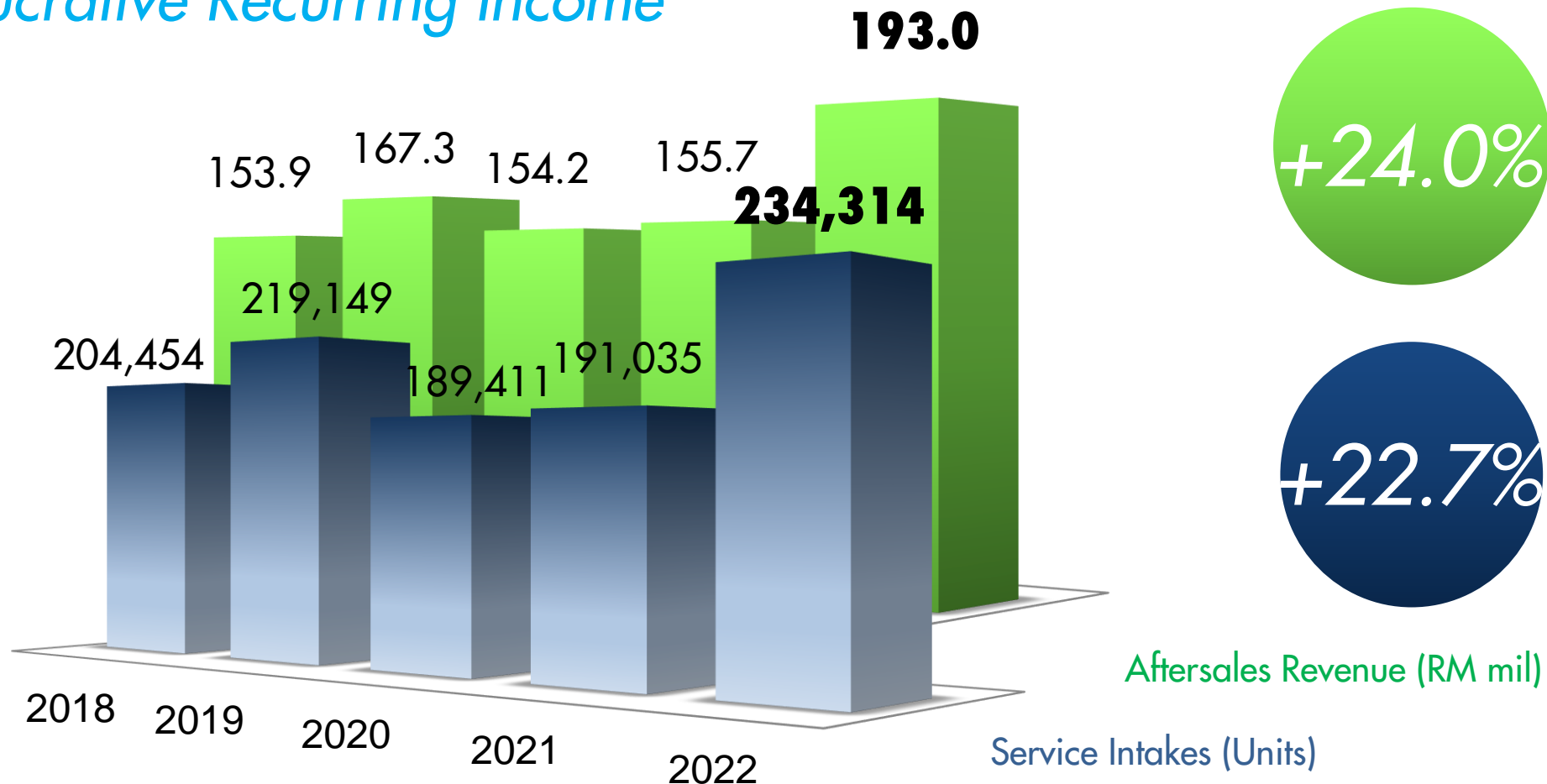


Source : Malaysian Automotive Association, 2018 - 2022



# Growing Service Intakes

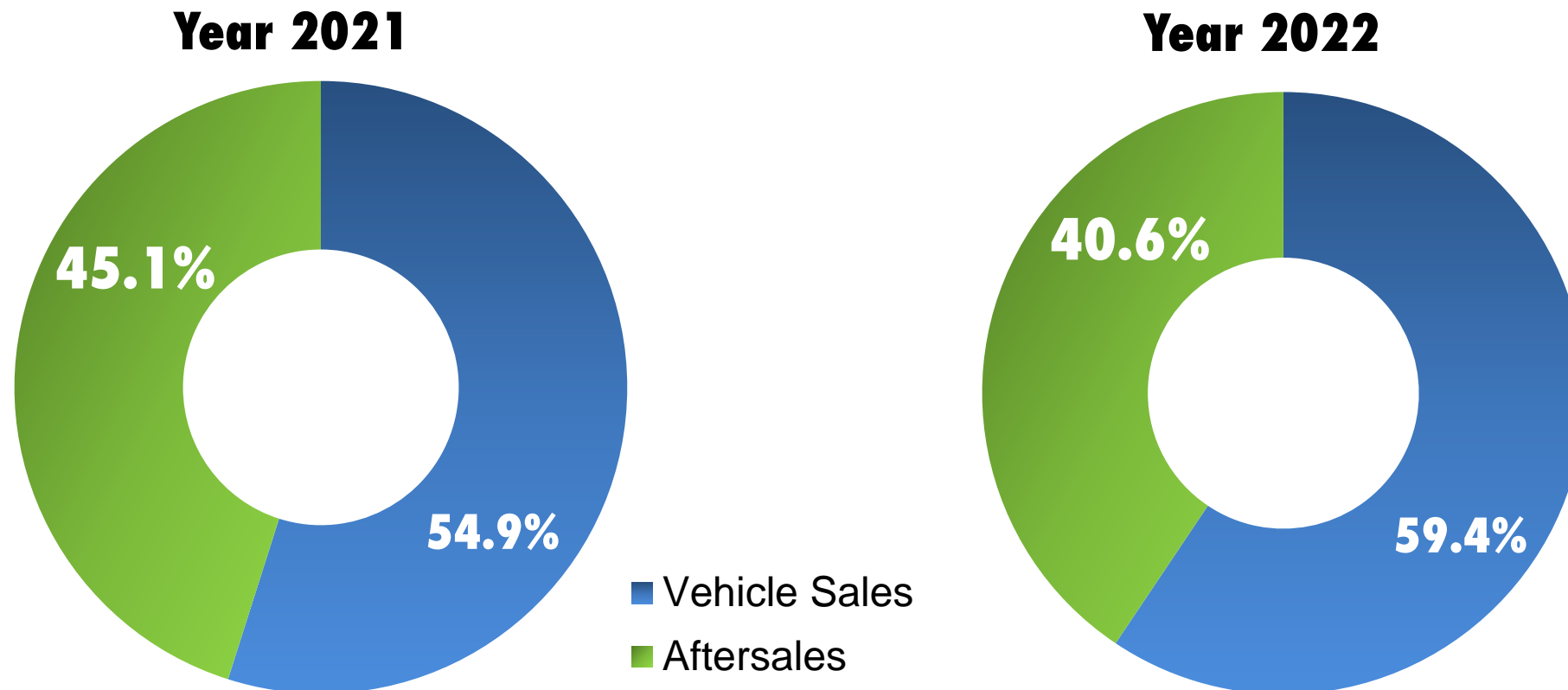
*Lucrative Recurring Income*





# Diversity in Income Stream

*Margin Contributions from Aftersales*



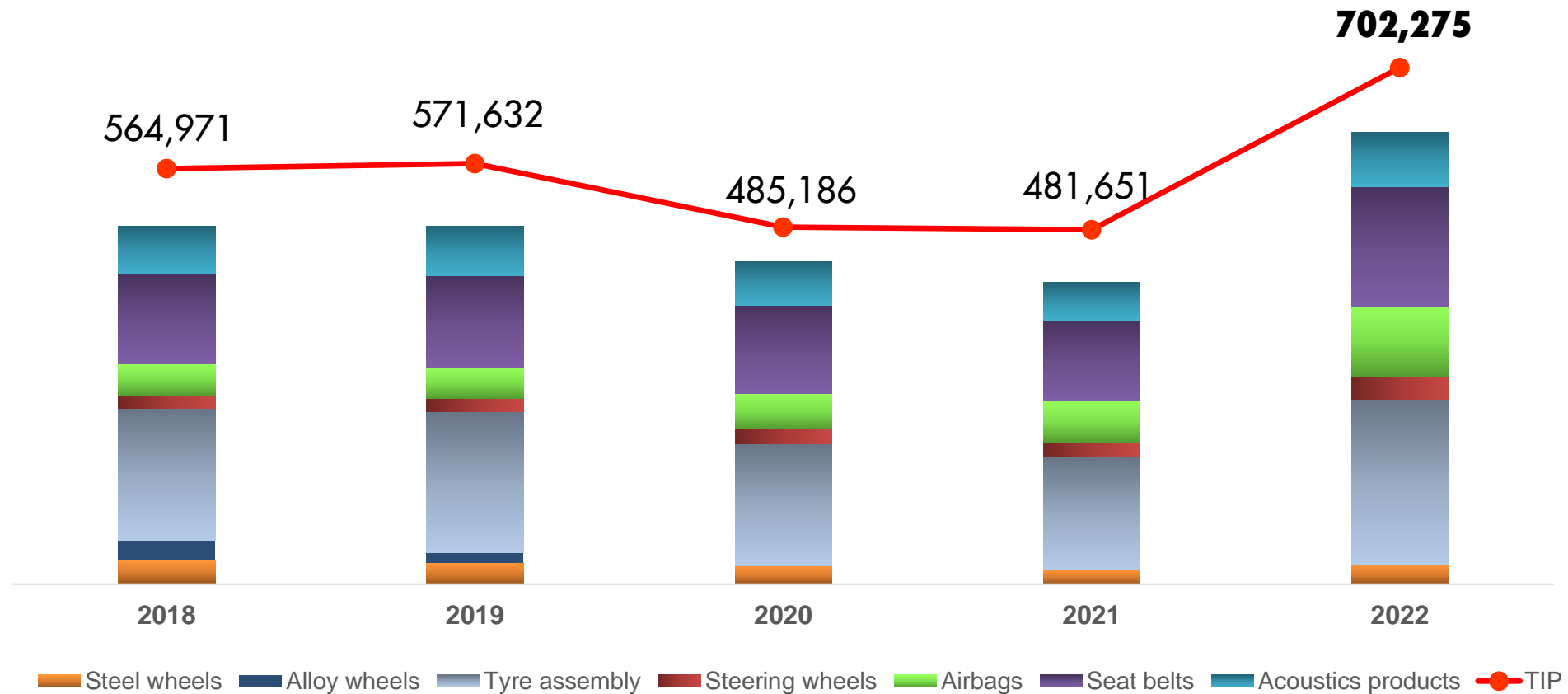


2. Group Financial Performance

▶ Auto Parts Manufacturing

# Auto Parts Manufacturing Sales Volume

Total Industry Production (TIP)



Source : Malaysian Automotive Association, 2018 - 2022



2. Group Financial Performance

▶ Auto Parts Produced and Sold

# Auto Parts Manufacturing in Numbers

## Auto Parts Produced and Sold in 2022





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### 3. Outlook

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# Outlook



3. Outlook

▶ New Models Launched

# New Models Launched



Perodua Alza  
20 July 2022



Volvo C40 Recharge (Pure Electric)  
14 December 2022



Perodua Axia  
14 February 2023



# “DRIVE 24” – Scaling New Heights

## Key Focus Areas

- Continue to **Strengthen** and **Recalibrate** the **Group’s Business** including unlocking assets values, achieving manufacturing excellence, expanding and rationalising motor trading business particularly in the Aftersales.
- **Diversify, Build New Business Capabilities** and **Brand Identity** including exploring new business ventures and strengthening customer experience.
- **Emphasis on Strong Organisational Culture** and **Value** which entails the strengthening of future competencies and behaviors critical for the next growth level beyond year 2024.
- **Effective** and **Efficient Cost Optimisation Management**.
- **Improve** Business **Productivity** and **Margin** in the Motor Trading Business.



Thank  
you



# SCALING NEW HEIGHTS



**MBM Resources Berhad**

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