

# BUILDING ON SUCCESS

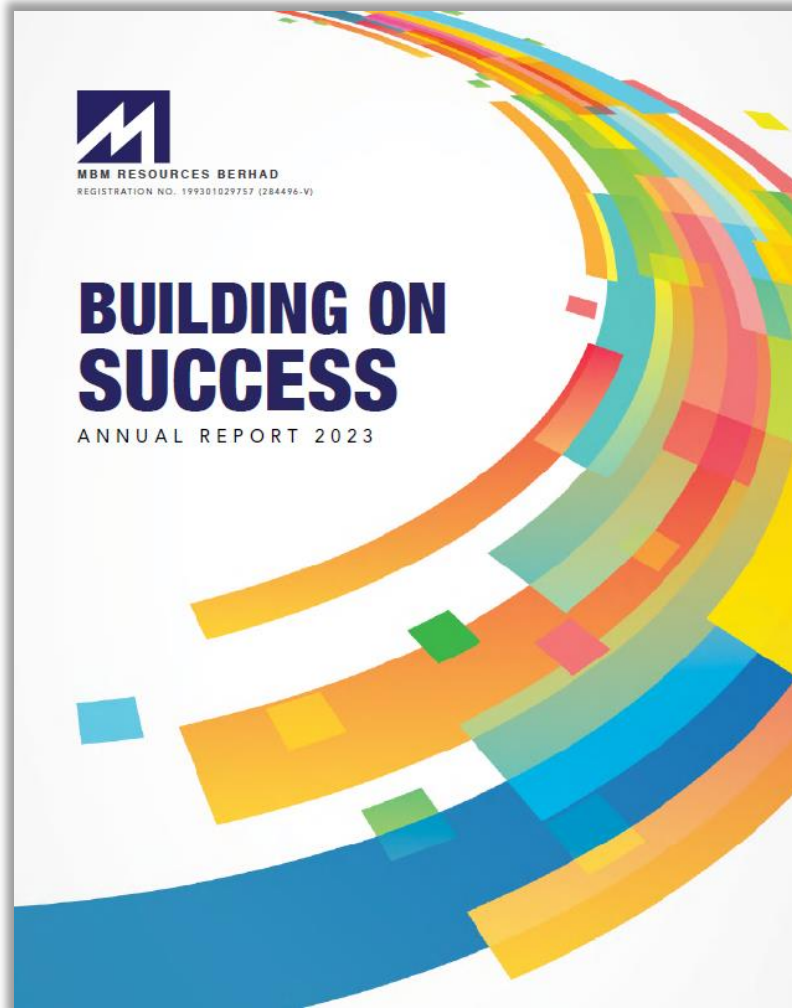
## 30<sup>TH</sup> ANNUAL GENERAL MEETING

THURSDAY, 30 MAY 2024, AT 2.00 P.M.



MBM Resources Berhad

Registration No. 199301029757 (284496-V)



## Cover Rationale

We aim to convey a message of progress and resilience to our stakeholders. The imagery reflects the upward trajectory of our journey, symbolising our firm footing and continual advancement within the automotive industry. It embodies our unwavering commitment to excellence and the relentless pursuit of growth.

Strategically placed, the tagline “Building on Success” underscores our dedication to leveraging past achievements as catalysts for future endeavors. The design exudes modern sophistication, reflecting our ethos of innovation and progress. Through bold typography and dynamic visuals, we invite our stakeholders to join us on this journey of success, envisioning MBMR’s continued leadership and growth in the automotive sector.



## **Agenda**

1. The MBMR Group
2. Group Financial Performance 2023
3. Outlook



# Our Shareholders

As at 29 March 2024

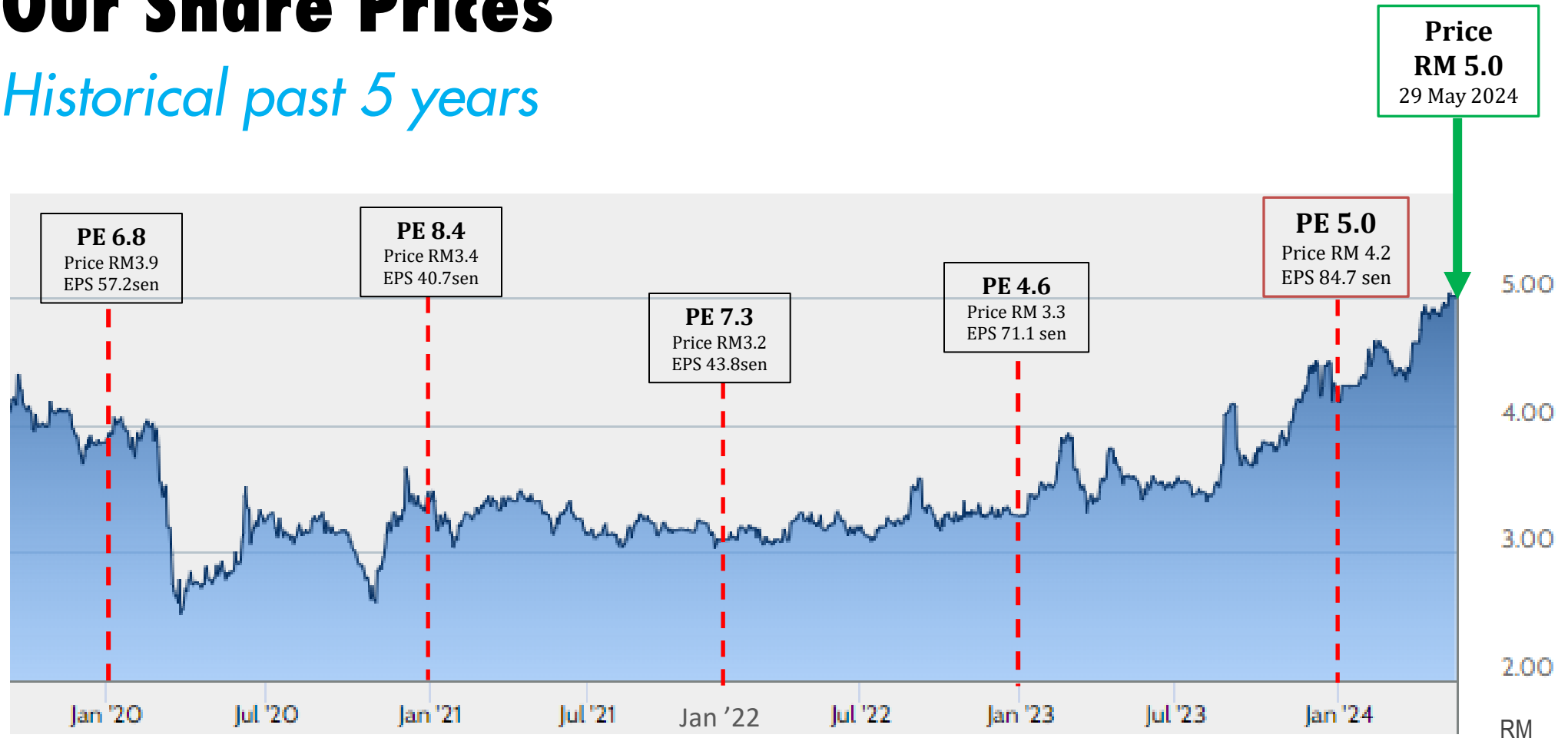


\*Includes deemed interest of 0.57% by virtue of its shareholding in Central Shore Sdn Bhd



# 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*

**29 Years  
of Growth**



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

## Subsidiaries



FEDERAL AUTO  
*Driven*



## Joint Venture



## Associates



PERODUA



# Our Multi-Brand Strategy

*A Diverse Portfolio, Securing Sustainable Growth*



**DAIHATSU**

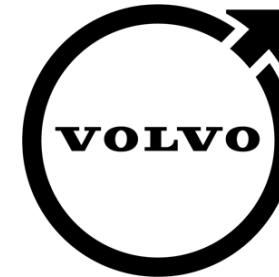


**HINO**

**JAECCO**



**PERODUA**







# Our New Dealership

## *Rounding Out Our Portfolio*

# JNECOO

- **Proposed Location**



**Jalan Syed Putra**

Area Size **55.7 sqm**  
Outlet Type **1S**  
Target Launch **June 2024**



**Jalan Segambut**

Area Size **2,608 sqm**  
Outlet Type **4S**  
Target Launch **May 2025**

- **Expected Models Line Up**



**J7**

Opening for booking: April 2024  
Delivery: July 2024



**J6**

Expected Launch: 2024



1. The MBMR Group

▶ Motor Trading

# Our Branches

## Comprehensive Auto Retailing Presence



DISTRIBUTORSHIP  
Daihatsu (Malaysia) Sdn Bhd



**4/22\***  
SALES  
OUTLETS

**5/26\***  
SERVICE  
OUTLETS

\* Authorised dealers



DEALERSHIP  
Daihatsu (Malaysia) Sdn Bhd



**4**  
SALES  
OUTLETS

**5**  
SERVICE  
OUTLETS



\* Coming Soon

DEALERSHIP  
FA Sino Premium Sdn Bhd



**1\***  
SALES  
OUTLETS



DEALERSHIP  
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

**GROUP  
TOTAL**

**32**  
SALES  
OUTLETS

**28**  
SERVICE  
OUTLETS

**5**  
BODY &  
PAINT



# Our Production Plants

*Diverse 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 2023



## 2. Group Financial Performance

## ▶ Profit or Loss

# Group Financial Highlights

## Statements of Profit or Loss (Condensed)

| RM (Million)  | FY<br>2023 | FY<br>2022 | %      |
|---|------------|------------|--------|
|   |            |            | Change |
| <b>Revenue</b> (Continuing operations, as reported) | 2,416.2    | 2,307.6    | ▲ 4.7  |
| <b>Profit before tax</b> (Continuing operations)    | 391.3      | 323.3      | ▲ 21.0 |
| Motor Trading                                       | 54.9       | 64.4       | ▼ 14.8 |
| Auto Parts Manufacturing                            | 22.9       | 19.1       | ▲ 19.9 |
| Others  | (3.8)      | (4.9)      |        |
| Net one-off gains from disposal                     | 28.4       | 30.4       |        |
| Share of results of a joint venture                 | 24.2       | 16.0       | ▲ 51.3 |
| Share of results of associates                      | 264.7      | 198.3      | ▲ 33.5 |
| <b>Discontinued Operation</b>                       | --         | 13.0       |        |
| Operating profit                                    | --         | 0.9        |        |
| Net one-off gains from disposal                     | --         | 12.1       |        |
| <b>Profit attributable to equity holders</b>        | 331.2      | 280.4      | ▲ 18.1 |
| <b>Dividends (sen)</b>                              | 54.0       | 43.0       | ▲ 25.6 |
| 1st interim   | 6.0        | 6.0        |        |
| 2nd interim   | 6.0        | 6.0        |        |
| Special   | 27.0       | 25.0       |        |
| Final   | 15.0 *     | 6.0        |        |

\*Subject to the approval of shareholders at 30<sup>th</sup> Annual General Meeting

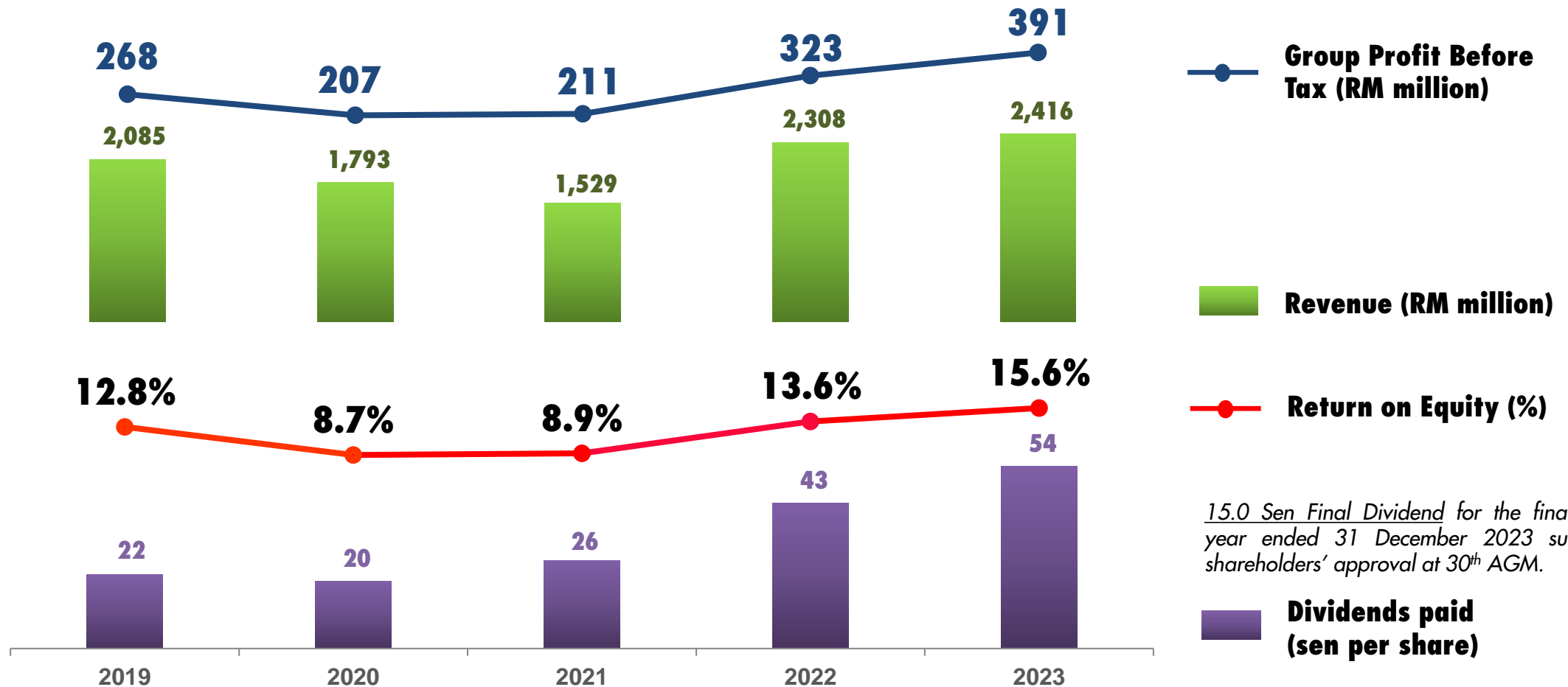


2. Group Financial Performance

► 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<br>2023 | 31 Dec<br>2022 |   | %<br>Change |
|---|----------------|----------------|---|-------------|
| Associates  | 1,652.0        | 1,525.6        | ▲ | 8.3         |
| Joint venture   | 92.0           | 88.2           | ▲ | 4.3         |
| Other non-current assets  | 306.5          | 293.3          | ▲ | 4.5         |
| Assets classified as held for sale                                  | -              | 20.1           |   |             |
| Net current assets / (liabilities)                                  | 381.8          | 421.9          | ▼ | 9.5         |
| Non-current liabilities   | (6.4)          | (7.4)          | ▲ | 12.3        |
| Shareholders' funds   | 2,128.1        | 2,054.5        |   |             |
| <b>Net Assets per share attributable<br/>to equity holders (RM)</b> | <b>5.44</b>    | <b>5.26</b>    | ▲ | <b>3.6</b>  |
| Cash and bank balances  | 197.2          | 284.8          | ▼ | 30.7        |
| Total debts   | (20.4)         | (3.7)          | ▼ | 447.0       |
| <b>Debts / Equity Ratio (%)</b>                                     | <b>0.84</b>    | <b>0.16</b>    |   |             |



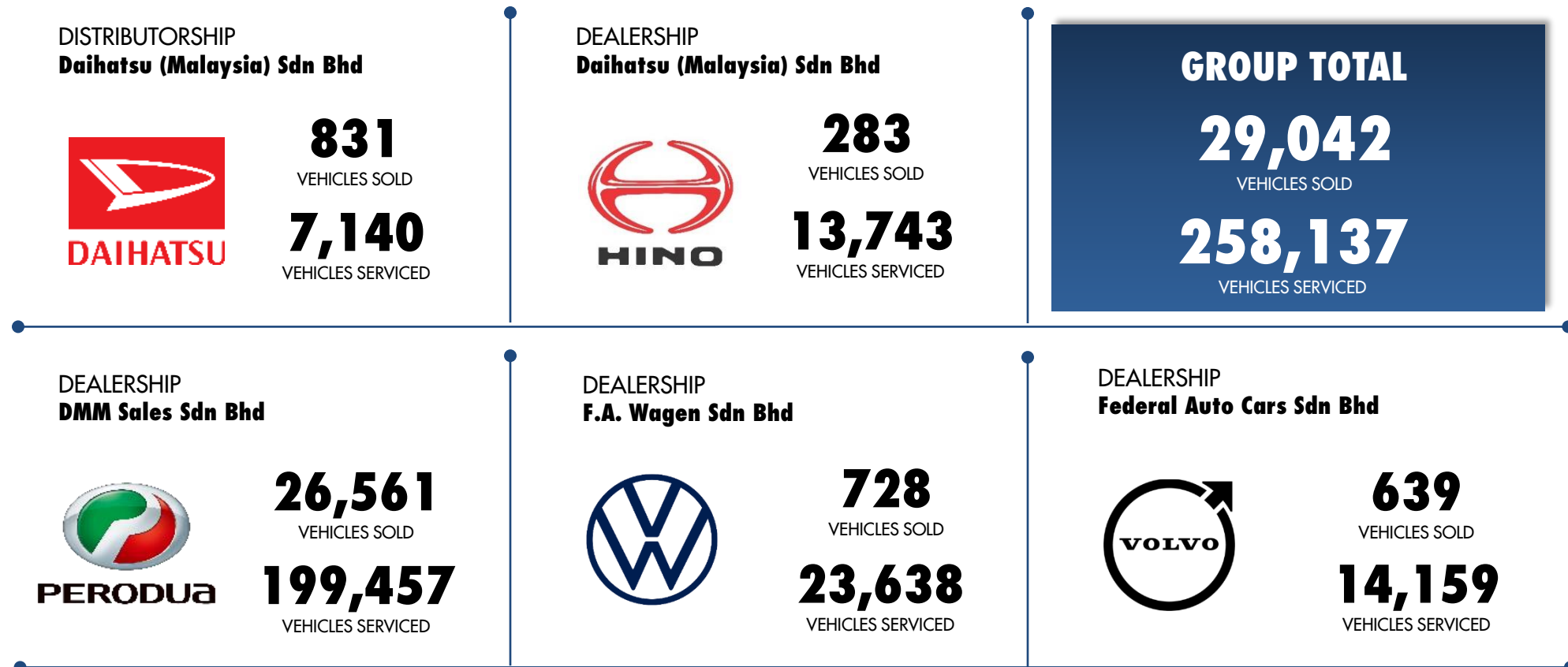


2. Group Financial Performance

▶ Vehicles Sold and Serviced

# Motor Trading in Numbers

*Vehicles Sold and Serviced in 2023*



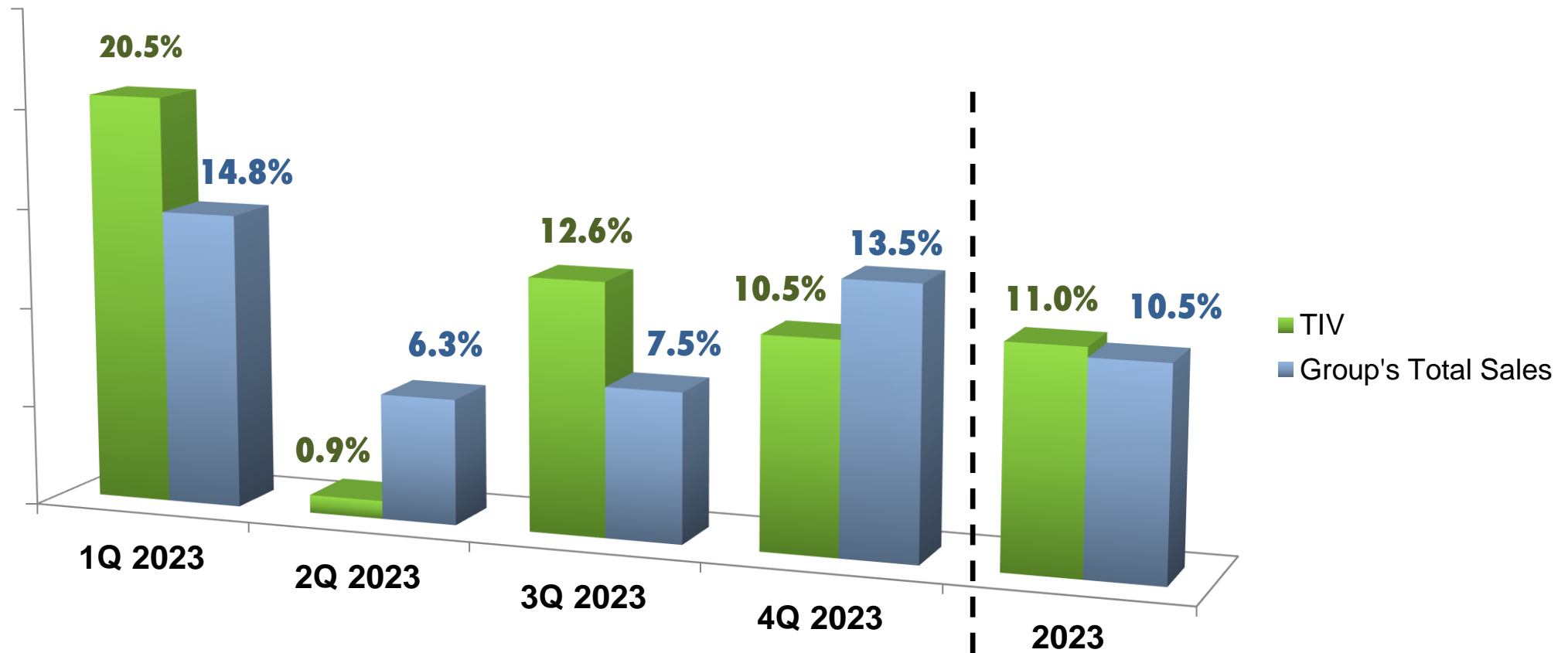


2. Group Financial Performance

▶ Vehicle Sales

# Performance Against Market

## Motor Vehicles Sales by Registration



Source : Malaysian Automotive Association, 2022 - 2023 (Sales by registration)

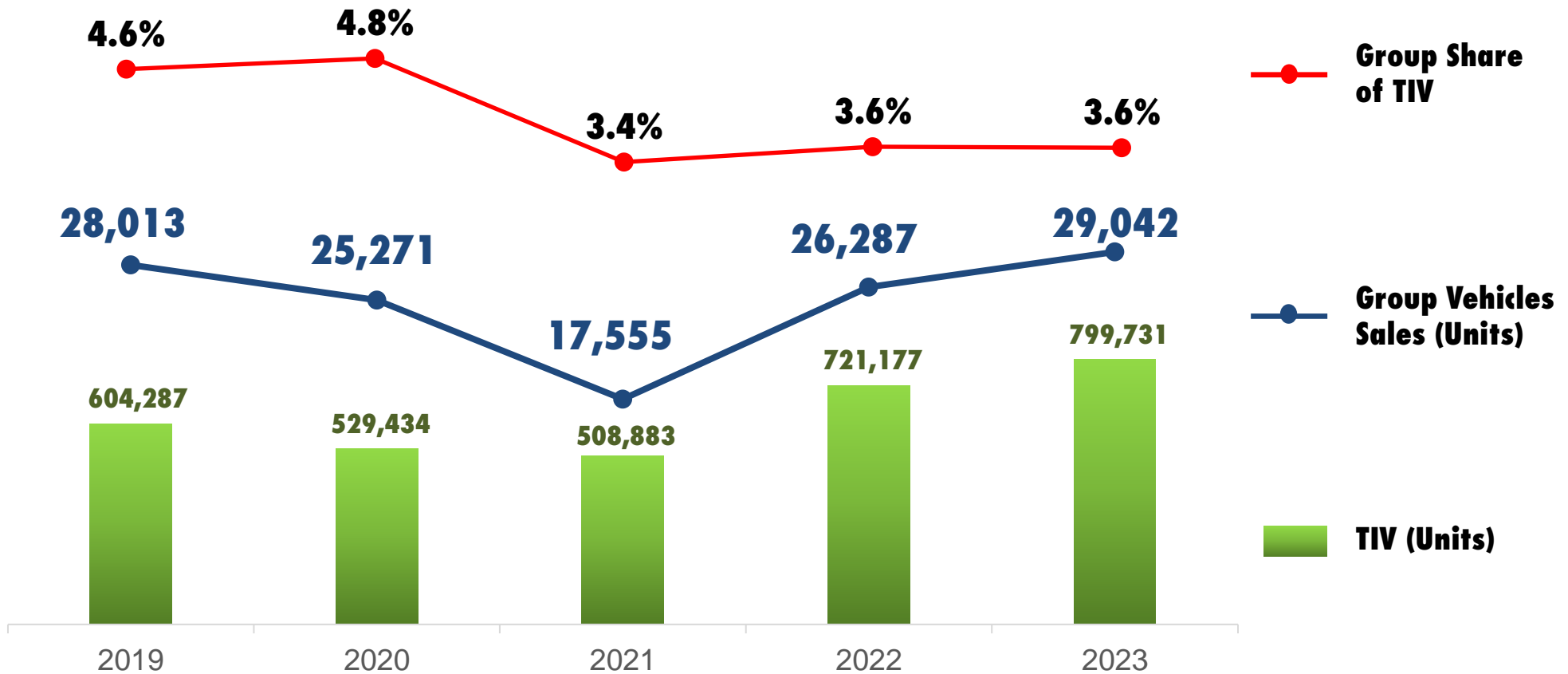


2. Group Financial Performance

▶ Vehicle Sales

# Strong Market Shares

## Total Industry Volume (TIV)

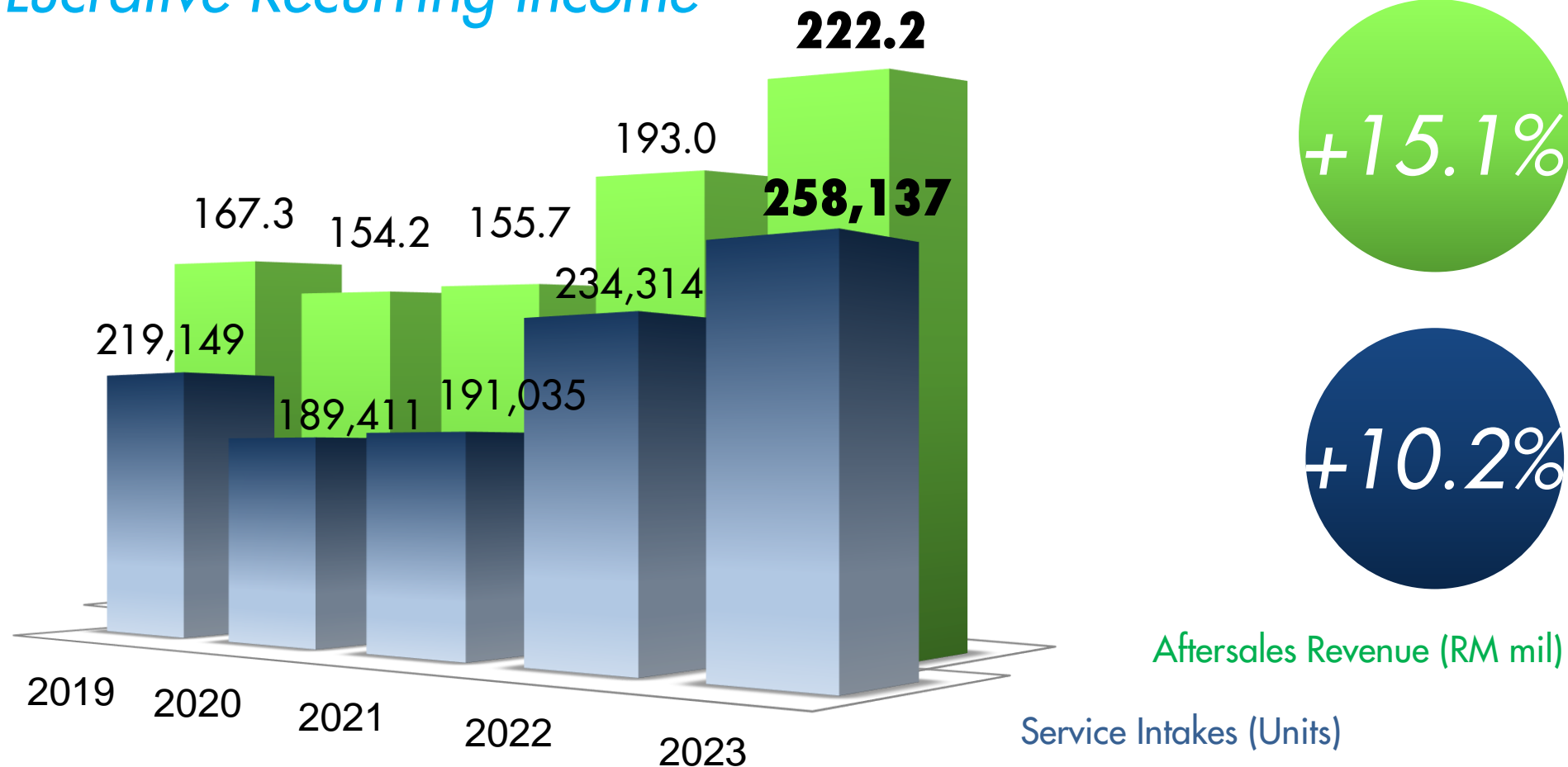


Source : Malaysian Automotive Association, 2019 - 2023



# Growing Service Intakes

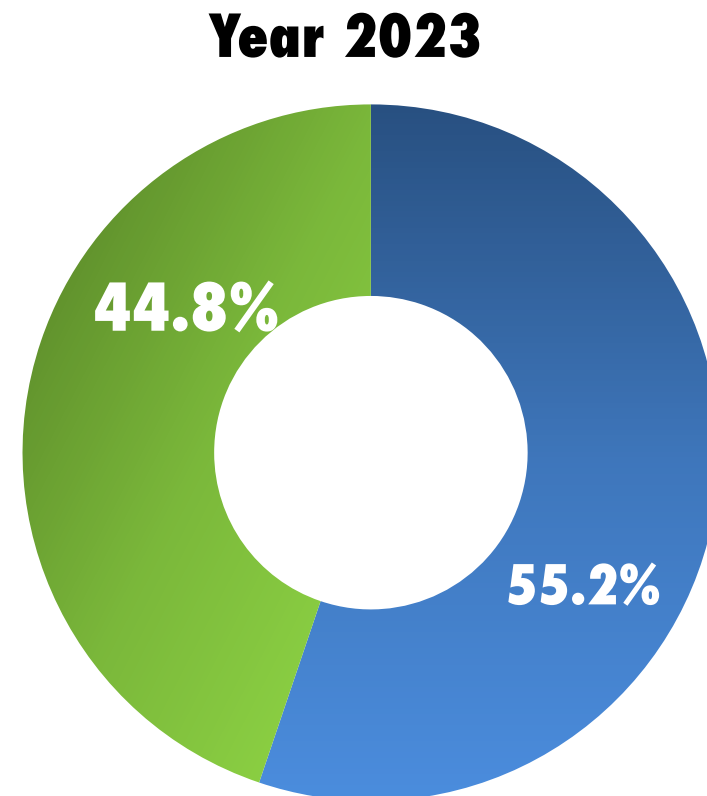
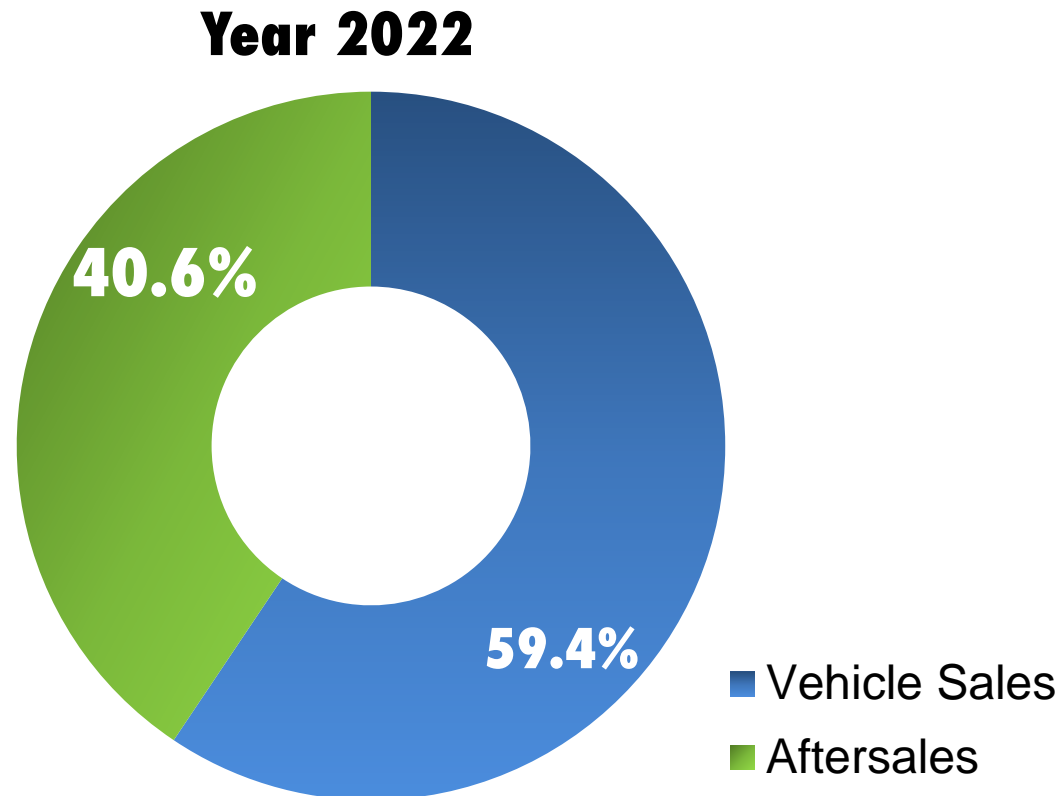
*Lucrative Recurring Income*





# Diversity in Income Stream

## *Margin Contributions from Aftersales*



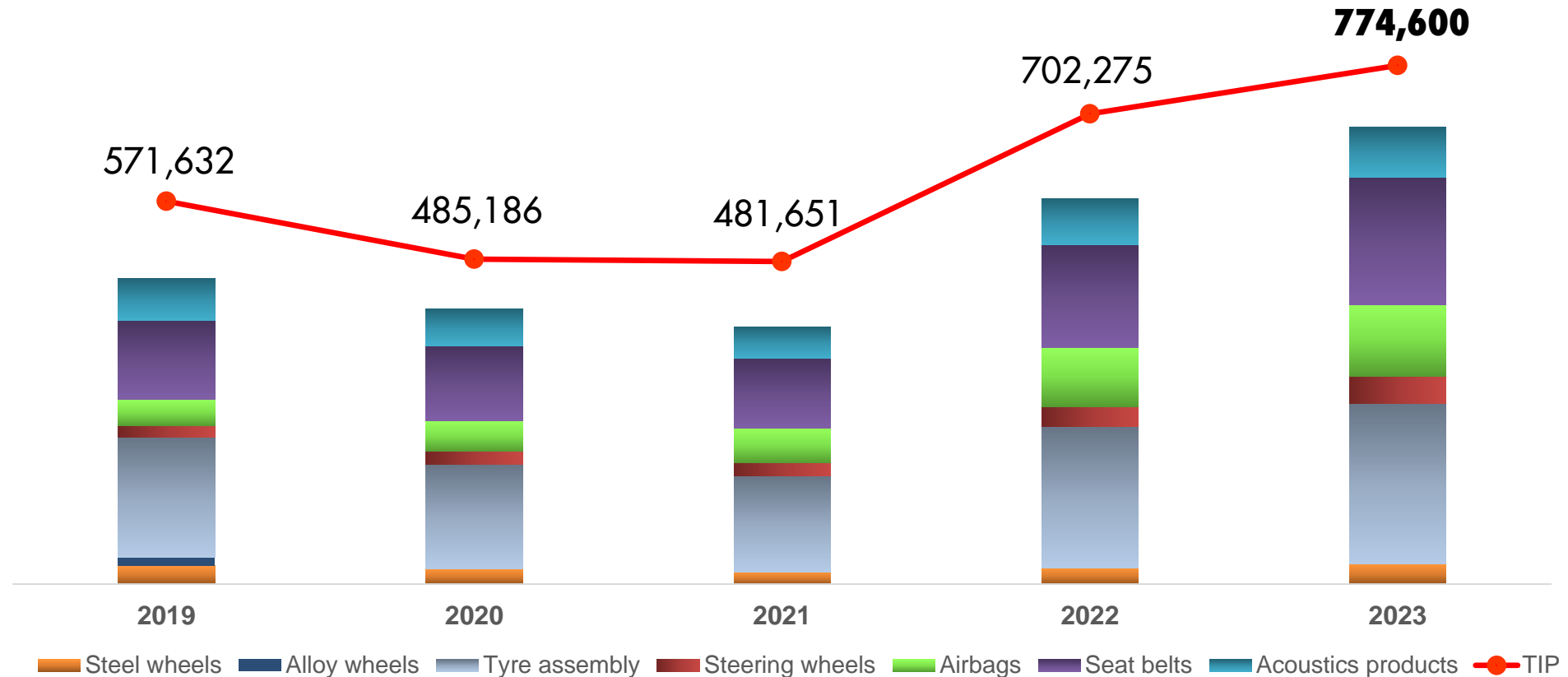


2. Group Financial Performance

▶ Auto Parts Manufacturing

# Auto Parts Manufacturing Sales Volume

## Total Industry Production (TIP)



Source : Malaysian Automotive Association, 2019 - 2023

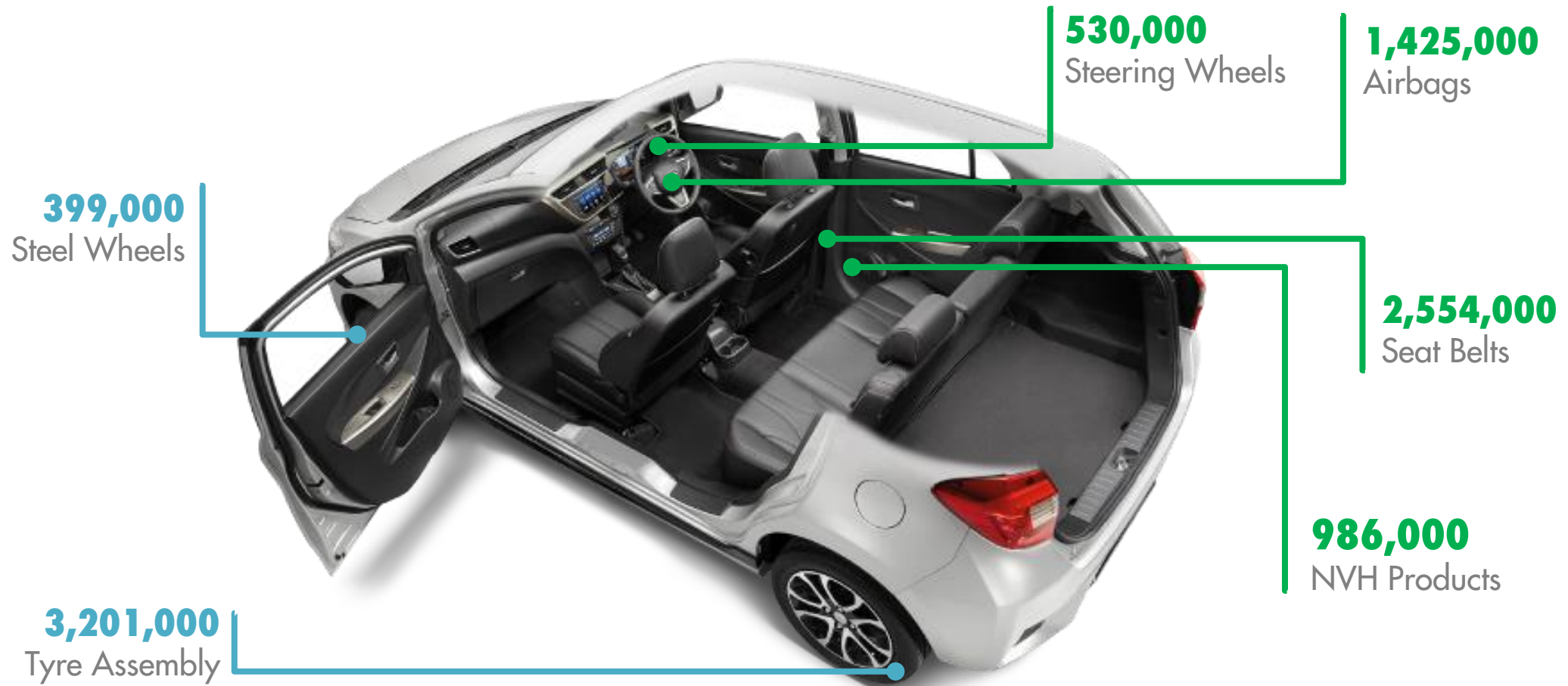


2. Group Financial Performance

▶ Auto Parts Produced and Sold

# Auto Parts Manufacturing in Numbers

## Auto Parts Produced and Sold in 2023







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### 3. Outlook

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# Outlook



# Building On Success

## Key Focus Areas

- Building On our Success of delivering a PATAMI of **RM331.2million**, the Group is looking to sustain the momentum and grow its business further.
- Key strategies include exploring opportunities to grow our Motor Trading business with **new brand dealerships** (e.g. Jaecoo) and **expanding the product range** of our Auto Parts Manufacturing business.
- There are also opportunities to be explored in the **EV ecosystem**, including EV-related auto parts, battery-related manufacturing and recycling, chargepoint infrastructure etc. However, any investment in such opportunities require **careful evaluation and execution** in order to safeguard shareholders' capital and returns.
- In the meantime, the Group faces risks and uncertainties such as the **fuel subsidy rationalization** and **macroeconomic volatility** which may negatively impact us.
- We remain vigilant against these risks and will **adapt and adjust** our plans accordingly.

## MANAGEMENT DISCUSSION AND ANALYSIS

We are pleased to report robust numbers across our businesses, as our subsidiaries, joint venture, and associates continued to chart strong performance in the year under review.

### ECONOMIC OVERVIEW

Malaysia's economic growth normalised to 3.7% after the strong growth registered in 2022 of 8.7%. The moderation in growth came primarily on the back of slower international trade, the global tech downcycle, geopolitical tensions, as well as tighter monetary policies. On the local front, growth was supported by the continued recovery in economic activity and labour market conditions.

Revenue  
**RM2.42 billion**  
(RM2.31 billion in 2022)

Operating Profit\*:  
**RM391.3\* million**  
(RM323.3\* million in 2022)

Revenue  
**RM2.10 billion**  
(RM1.99 billion in 2022)

Operating Profit  
**RM54.9 million**  
(RM64.4 million in 2022)

\* Operating Profit refers to Profit Before Tax from continuing operations including non-operating gains for 2023 of RM28.4 million (2022: RM30.4 million non-operating gains).



GROUP TOTAL

MOTOR TRADING



## ERRATA TO THE ANNUAL REPORT 2023

Dear Shareholders of **MBM Resources Berhad**

With reference to the Annual Report 2023 of MBM Resources Berhad which was submitted to Bursa Malaysia Securities Berhad on 30 April 2024, we wish to inform that the following amendments as underlined below has been made to the Management Discussion and Analysis on Page 8 of the Annual Report 2023:-

**“Operating Profit\*:  
RM391.3\* million  
(RM323.3\* million in 2022)”**

Save for the above, all other details in the Annual Report 2023 remain unchanged.

The amended Page 8 of the Annual Report 2023 is enclosed for your reference.

We apologise for any inconvenience caused.

The Errata is dated 28 May 2024.

Yours faithfully,  
For and on behalf of  
**MBM RESOURCES BERHAD**

**AQIL BIN AHMAD AZIZUDDIN**  
Chairman, Non-Independent Non-Executive Director



MBM Resources Berhad

Registration No. 199301029757 (284496-V)

# BUILDING ON SUCCESS

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Thank  
you!

