UMW Holdings Berhad 3Q FY2022 Results Briefing



29 November 2022

Group Investor & Media Relations

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Key Highlights of 3Q 2022 Results



Improved contribution from all three core business segments

RM million	3Q 2022	3Q 2021	Y-o-Y	2Q 2022	Q-o-Q	9M 2022	9M 2021	Y-o-Y
Revenue	4,057	2,016	^>100%	3,731	▲ 9%	11,439	7,416	▲ 54%
PBTZ	231	16	▲ >100%	230	▲ 0.4%	678	212	▲>100 %
PAT	159	(10)	▲ >100%	174	▼ 9%	506	135	▲>100 %
PATAMI * * After distribution to Perpetual Sukuk holders	101	(48)	▲ >100%	107	▼ 6%	309	28	▲>100 %
Basic EPS (sen)	8.6	(4.1)	▲ >100%	9.2	▼ 6%	26.5	2.4	▲ >100%
Dividend (sen)	3.0	-	▲>100%	-	▲>100 %	3.0	-	▲ >100%

3Q 2022

Y-o-Y

Improved performance was driven by the higher contribution from all core business segments following the strong recovery under the National Recovery Plan ("NRP").

Q-0-Q

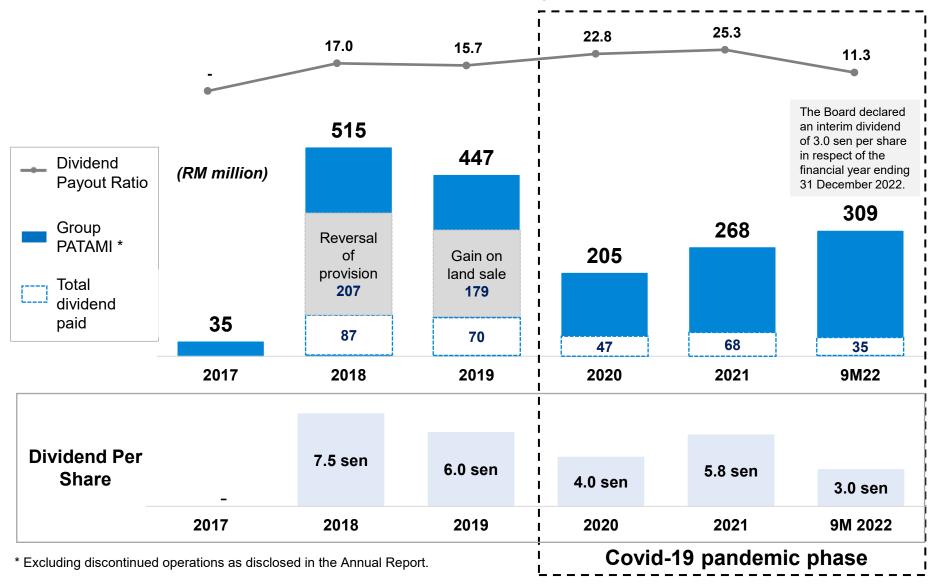
PATAMI was lower due to the lower contribution from the Automotive segment and the higher taxation and zakat as well as provision for prosperity tax.

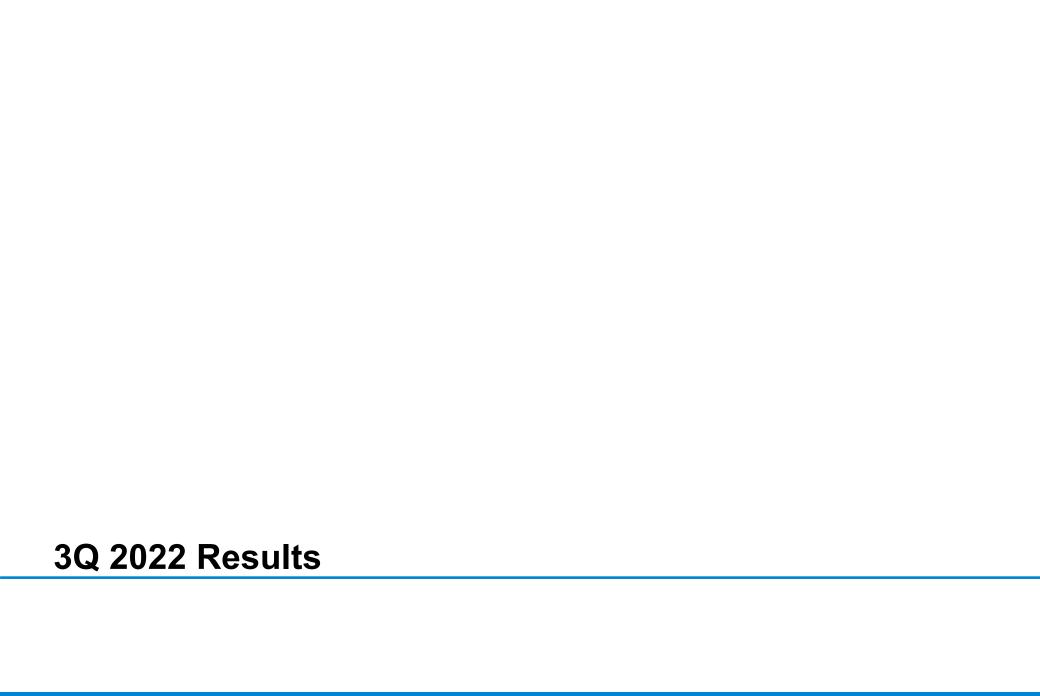
9M 2022 Higher contribution from all core business segments. The Group expects the momentum to continue in the last quarter of 2022.

Group PATAMI and Dividend Trend



The Group endeavours to increase dividend payout

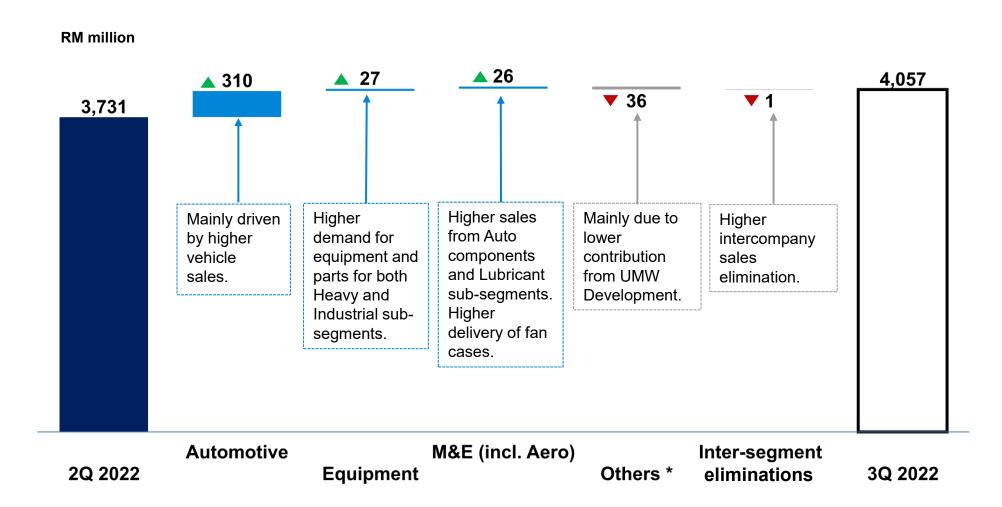








All three core business segments achieved higher revenue

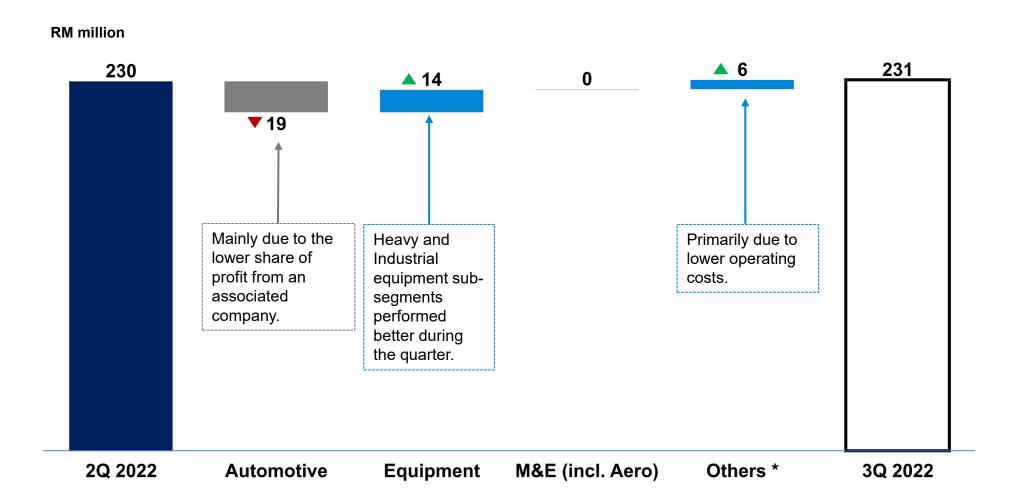


^{*} Others represent HQ, other non-core operating companies, Unlisted O&G and Group adjustments.





Marginal increase due to lower contribution from the Automotive segment



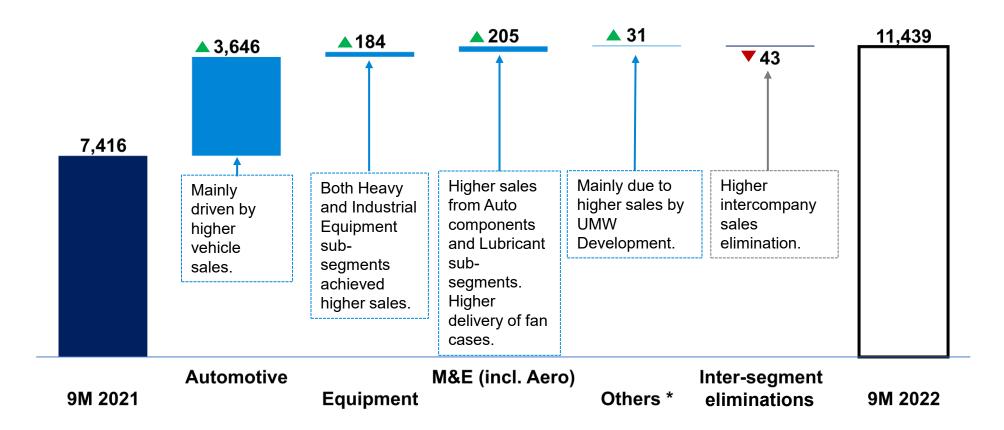
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Increased by 54% due to improved contribution from all segments

RM million



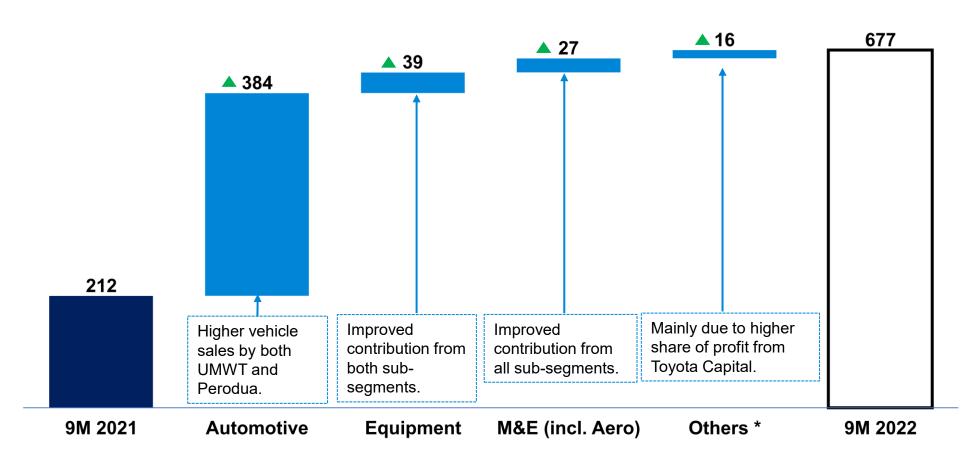
^{*} Others represent HQ, other non-core operating companies, Unlisted O&G and Group adjustments.





Driven by higher contribution from all sub-segments, mainly Automotive

RM million



^{*} Others represent HQ, other non-core operating companies, Unlisted O&G and Group adjustments.





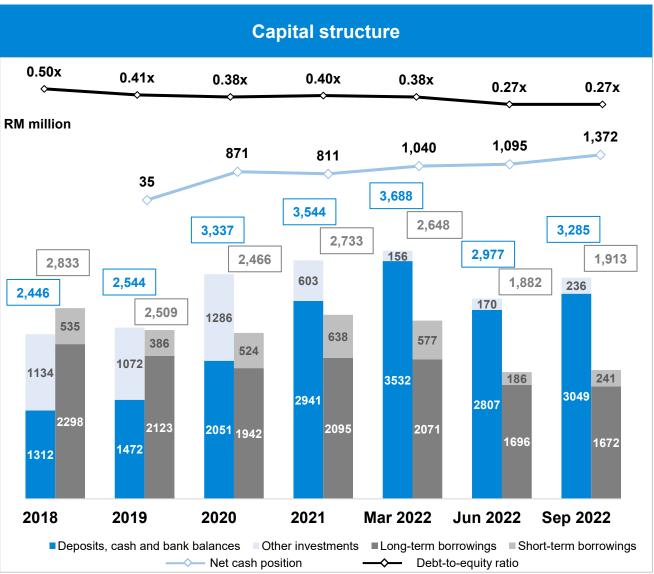
Stripping out exceptional items

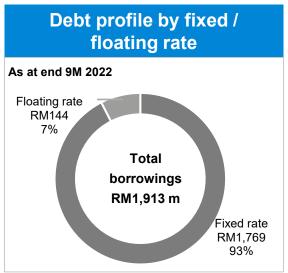
	RM million	Remarks		
Reported PATAMI	309			
Adjustments	Amount recognised i	in PATAMI		
Net loss on disposal of investment	7	Mainly relating to the crystallisation of forex loss on liquidation of a subsidiary.		
CORE PATAMI	316			

Capital structure and debt profile

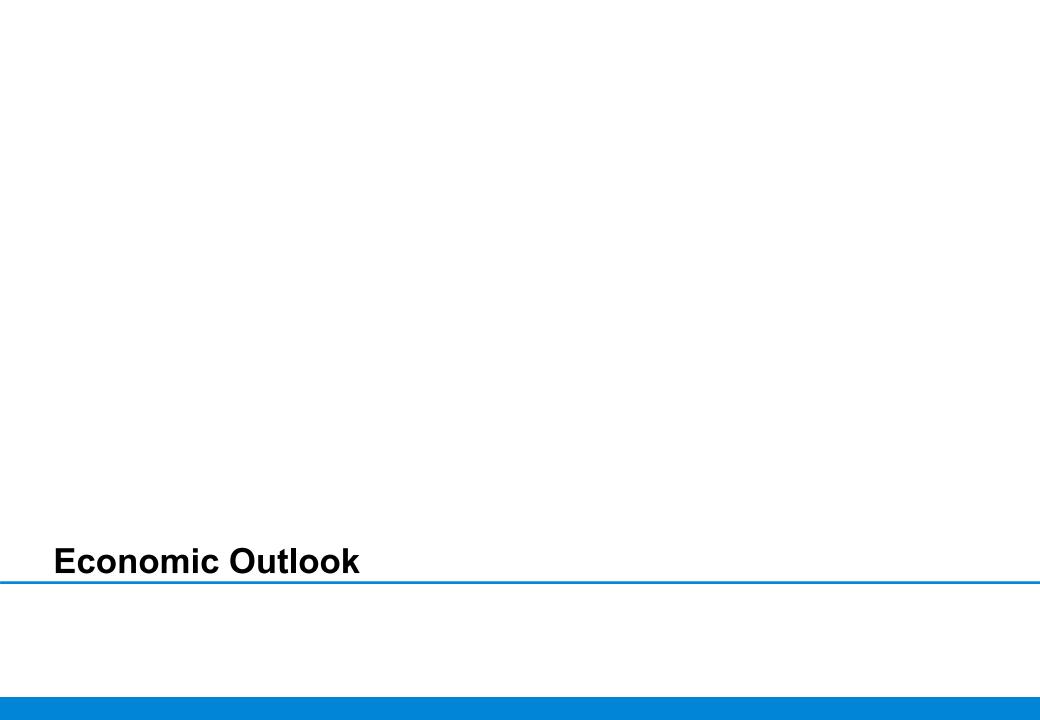


Improved liquidity to meet the Group's short-term and long-term obligations







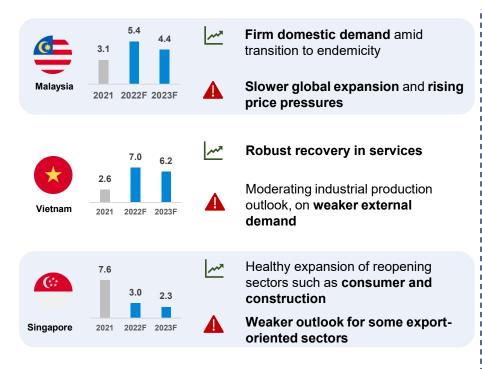


Economic Outlook for 2023





Regional Growth projections (%)

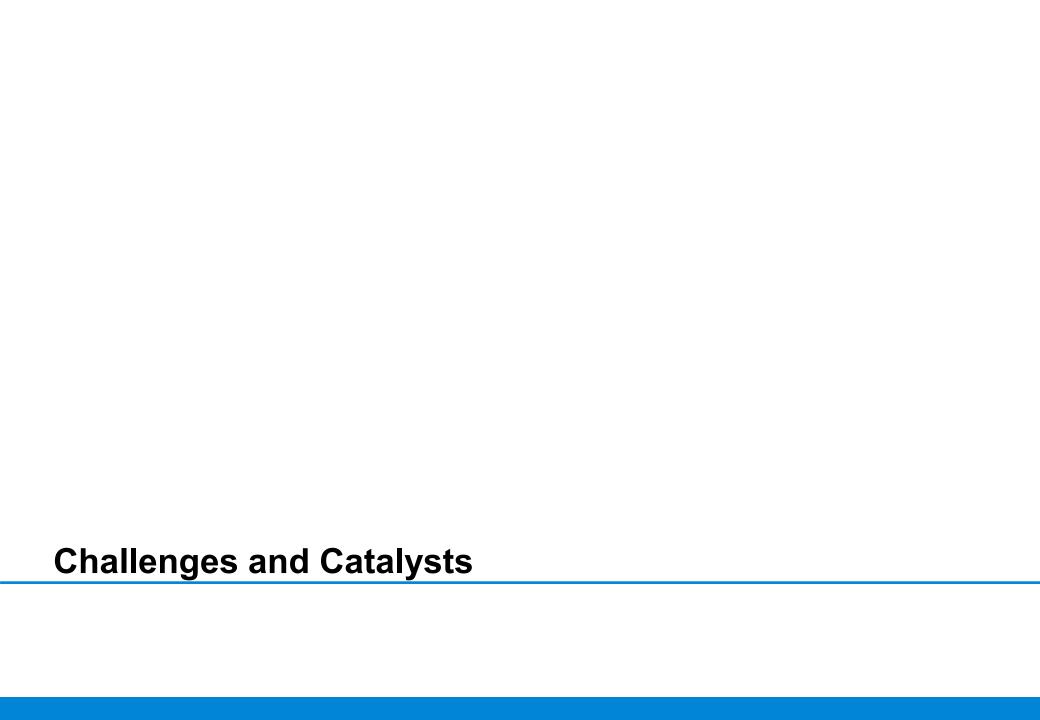


Nonetheless, the Group's operations is expected to continue to register growth in 2023.



Healthy 2023 GDP may contribute positively to the Group's performance.

Source : IMF World Economic Outlook Update October 2022



Challenges and Catalysts



Despite the challenges, the Group is taking measures to mitigate the impact and strive to deliver value to our shareholders



Challenges



Catalysts

Geopolitical risk

Russia-Ukraine war leads to disruption in global supply chain.



Stakeholder engagement

Continue to work closely with principals, suppliers and other stakeholders to mitigate or minimise the impact.

Strengthening US Dollar

Leading to higher cost, mainly for the Automotive segment



Forex hedging

Closely monitor the movement to hedge at a competitive rate.

Rising interest rates

Leading to higher borrowing costs.



Sukuk rating sustainability

Reaffirmed at AA+ rating. Strive to sustain the current rating amidst the business challenges.

Rise in raw material prices

Leads to increase in cost of components.



Cost optimisation

Undertake cost optimisation initiatives.

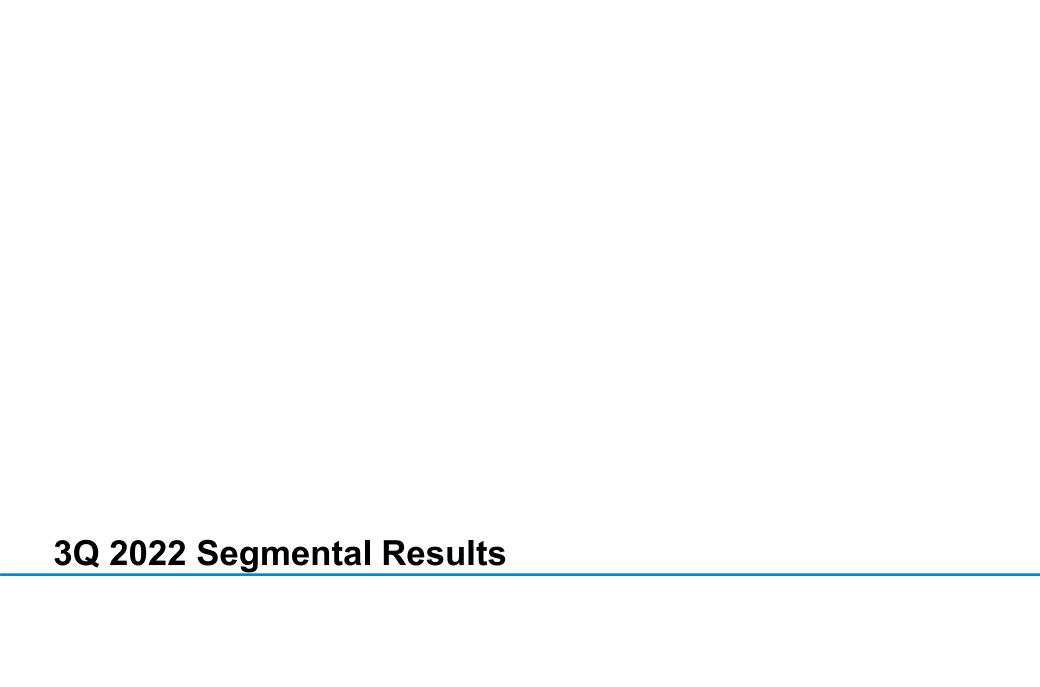
Market disruption

Arising from impending influx of EVs.



Expansion of current business model

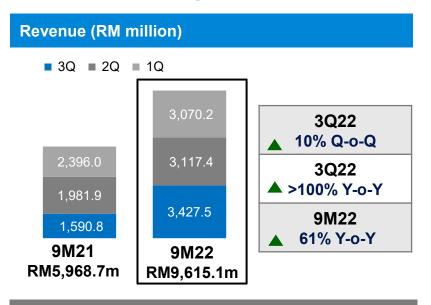
Introduction of more hybrid models, more engagements with TMC and DMC, explore new business ventures and accelerate innovation cycle within UMW.



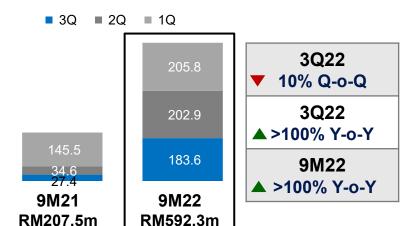
Automotive Segment



Continued strong sales momentum, supported by sales tax exemption



Profit Before Taxation and Zakat (RM million)



Automotive Results

3Q22 Financial Results

Y-o-Y

- The higher revenue was mainly due to the higher number of vehicles sold.
- PBTZ further improved due to higher share of profit from an associated company.

Q-0-Q

- Revenue was higher mainly due to the higher number of vehicles sold.
- However, PBTZ was lower mainly due to the lower share of profit from an associated company

9M22 Financial Results

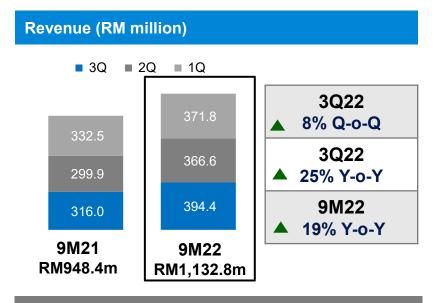
 Improved performance was mainly due to higher number of vehicles sold following the continued strong sales momentum.

Note: Calculation of variance above varies marginally to 3Q 2022 Financial Report in Bursa Malaysia's website due to rounding difference

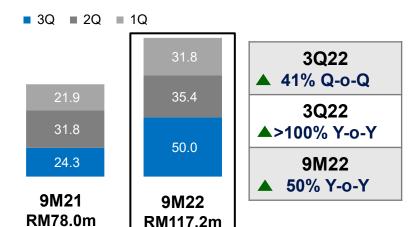
Equipment Segment



Improving demand for the segment's products and services



Profit Before Taxation and Zakat (RM million)



Equipment Results

3Q22 Financial Results

Y-o-Y

 Revenue and PBTZ increased mainly due to the improving demand for the segment's products and services in the local and overseas markets.

Q-0-Q

 Revenue and PBTZ were higher mainly due to the higher contribution from the Industrial Equipment sub-segment.

9M22 Financial Results

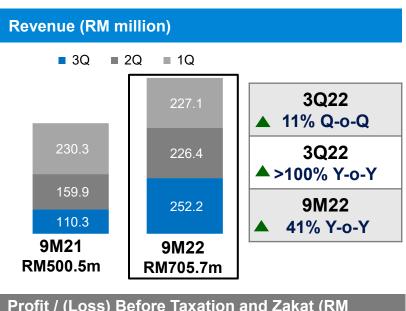
- Improved performance was mainly due to growing demand for the segment's products and services in its local and overseas market.
- Toyota forklift maintained its number one market leadership position in Malaysia's material handling equipment business.
- Komatsu strengthened its market share in Singapore following increased sales.
- Myanmar operations continues to be impacted by the political situation.

Note: Calculation of variance above varies marginally to 3Q 2022 Financial Report in Bursa Malaysia's website due to rounding difference

Manufacturing & Engineering Segment



Higher contribution from all three sub-segments



Profit / (Loss) Before Taxation and Zakat (RM million)



Manufacturing & Engineering Results

3Q22 Financial Results

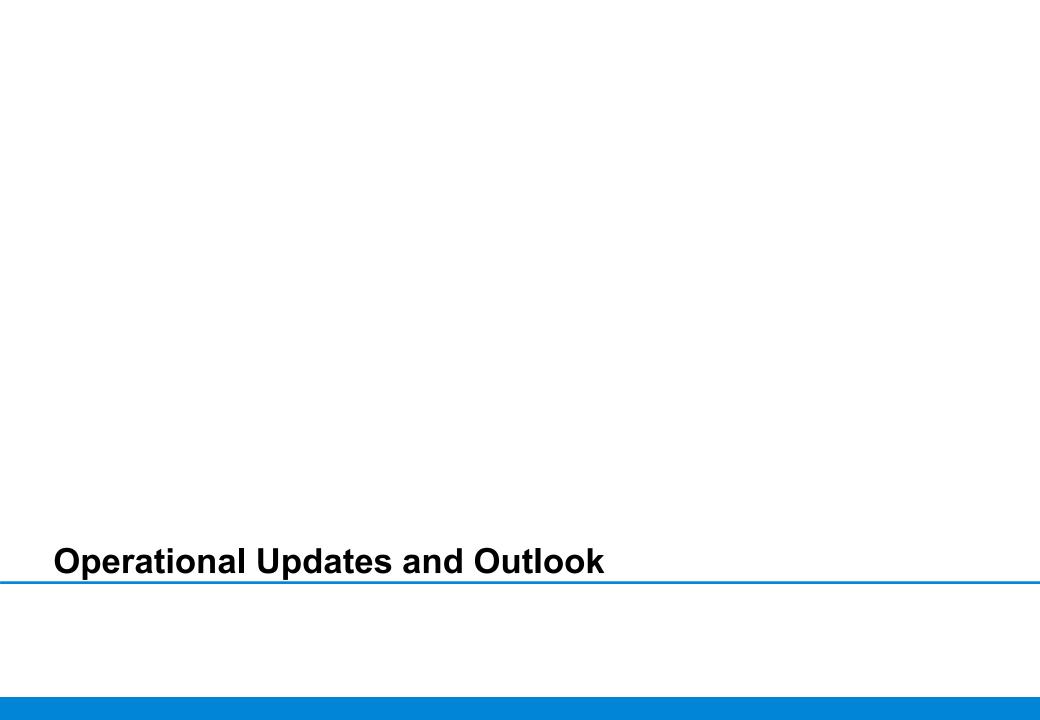
Y-o-Y / Q-o-Q

 Higher revenue and PBTZ was due to higher contribution from all three sub-segments.

9M22 Financial Results

- Revenue was higher due to higher contribution from all three sub-segments - Auto Components, Lubricants and Aerospace.
- PBTZ was more than three times higher, in line with the increase in revenue.

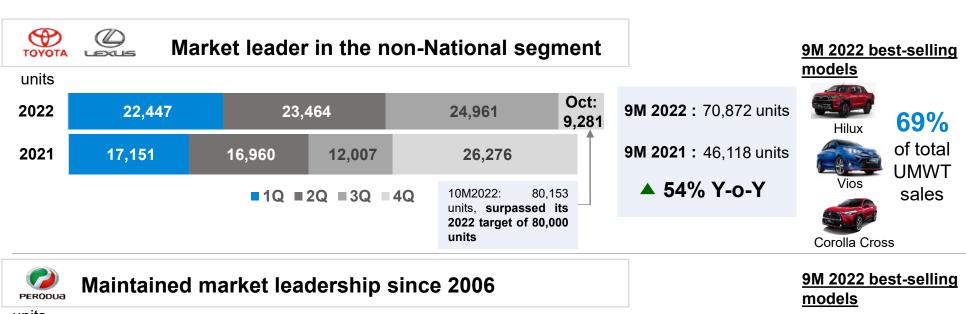
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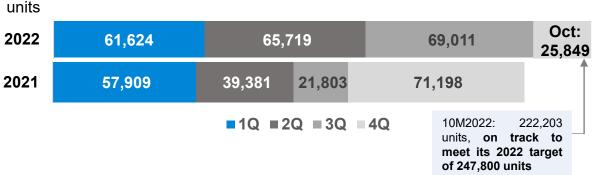


Automotive Segment - Sales Breakdown



Vehicle demand remains robust





9M 2022:196,354 units

9M 2021: 119,093 units

▲ 65% Y-o-Y



Mvvi



of total Perodua

73%

Вегла

sales





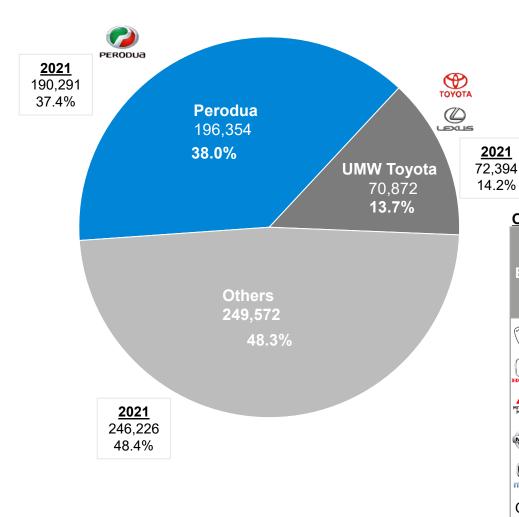
9M 2022 sales 516.798 units ▲ 62% Y-o-Y

Expected to exceed the revised target of 630,000 units for 2022

Automotive Segment - Market Share



The Group collectively commands the domestic automotive market share



UMW Group's market share for 9M 2022 was 51.7% (2021 – 51.6%).

Other Carmakers' Sales and Market Share

	9M 2	2022	2021		
Brand	Units	Market Share %	Units	Market Share %	
Proton	98,028	19.0	111,695	21.9	
Honda	60,183	11.6	53,031	10.4	
Mitsubishi Mitsubishi	19,806	3.8	18,957	3.7	
NISSAN NISSAN	10,983	2.1	12,286	2.4	
Mazda Mazda	10,667	2.1	10,660	2.1	
Other brands	49,905	9.7	39,597	7.8	
Total TIV	516,798		508,911		

Source: Malaysian Automotive Association

Automotive segment – UMW Toyota Motor



Remain competitive with improved products and services

Maintain solid brand reputation in the Malaysian market – No.1 in the non-National car segment



- Exciting model launches expected in 2023 to cushion the impact of the expiry of sales tax exemption.
- Develop a strong ecosystem support vendor development program, supply chain.
- Continue to maintain excellence in customer service.

Transition into electrification, as EV infrastructure progresses in Malaysia



- Expansion of HEV in product line-up the Bukit Raja plant has capacity to produce HEVs.
- Gradual introduction of BEV models.

Work closely with Toyota Capital Malaysia to provide innovative vehicle financing solutions



- Promote the Toyota EzBeli more aggressively – attractive step-up financing packages to address the higher OPR.
- "Green Financing" for HEVs.

Exploring the value chain business – in alignment with Toyota Motor Corporation's global strategies



Capture opportunities present in the servicing of cars, parts, insurance renewal and sales in the secondary car market.

With over a million Toyota cars on the roads in Malaysia, this represents a sizable business opportunity to capitalise on

Automotive segment – UMW Toyota Motor



All-new models launched in recent years



These models are all-new models launched by UMW Toyota in recent years, not including facelift / updated / upgraded models.

Several new models will be launched in 2023 and beyond (including HEVs and BEVs) to continue to spur the demand for Toyota and Lexus vehicles.

Despite the expiry of the sales tax exemption, the strong brand reputation as well as new model launches will continue to sustain UMW Toyota Motor's growth in 2023.

Automotive segment – Perodua



Remains committed to produce affordable and fuel-efficient vehicles

Sustain market leadership position with best value model offering — on track to retain pole position for the 17th consecutive year



- Adoption of high technology features in affordable segment.
- Solidify vendors capabilities and resilience -Perodua's high local content supports Malaysia's automotive ecosystem.

MIDA-Perodua Digital Transformation Ecosystem Programme aims to push local automotive suppliers to the next level via cutting-edge technologies and machinery, and to digitalise their manufacturing processes through adoption of Industry 4.0.

Accelerate initiatives towards carbon neutrality with transition into electrification



Improve economies of scale to provide a strong foundation for the eventual transition to affordable HEVs or BEVs.

Perodua Ativa Hybrid – Launch of subscription program and commence market study for electrification and MaaS

Expanding R&D capabilities



- To further maximise component parts localisation as part of industrial development
- Continuation of Perodua Smart Build concept in new product development.

Enhancement of value chain



Expansion of export market – for new vehicles as well as studying feasibility of exporting traded-in cars.

Automotive segment – Perodua



All-new models launched in recent years



These models are all-new models launched by Perodua in recent years, not including facelift / updated / upgraded models.

Perodua has a development capability of one full model change (all-new) and two minor changes (facelifts) per year.

Perodua will continue to roll out models with the best value to support sales growth - continuation of Perodua Smart Build concept in new product development.

Equipment segment - Industrial Equipment



Operational outlook and growth strategy



Industrial Equipment



Stand to benefit from diversification and reshaping of global supply chain strategies

According to Knight Frank Malaysia, more multinational companies are setting up new businesses and facilities within the ASEAN region to manage the rising costs and supply chain disruptions



Improving demand in growth sectors

Manufacturing, food and beverage, and logistics



Upcoming supply of industrial space will be supportive of material handling equipment sales

Growth strategy

Promotion of 'Go Green' project - to convert to battery / electric trucks through rental / buy-back and generate volume for refurbishment program.

Establish refurbishment regional hub – close to 500 units have been refurbished.

Expansion of automation business (AGV, Cobot, Key Carts, Radio Shuttle) and system integration.

Equipment segment - Heavy Equipment



Operational outlook and growth strategy



Heavy Equipment



Demand to be underpinned by increased construction activities

Increased infrastructure spending to drive demand in Malaysia, Singapore and Papua New Guinea.



Higher commodity prices had been supportive of demand for heavy machineries

Papua New Guinea and East Malaysia operations supported by recovery in the mining and plantation sectors

Growth strategy

Further expansion into agriculture sector for replanting segment

Project and sector-based market coverage to tap on recovery in construction sector & favourable commodity prices.

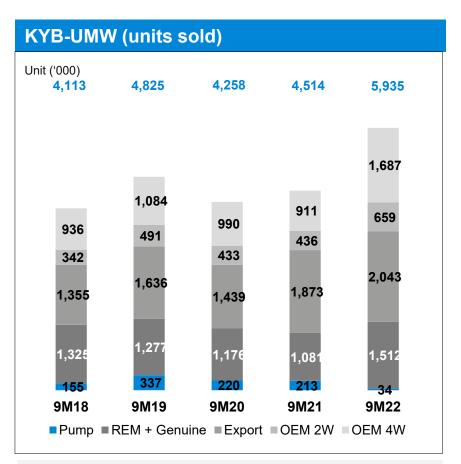
Promotion of new equipment through **new products launch** and **introduction of two variant model strategy**

Collaboration with financial institutions to offer innovative financing schemes

Manufacturing & Engineering ("M&E")Segment



Supported by stronger demand from OEMs



Overall sales improved by 31% to 6 million units in 9M 2022, mainly driven by the strong demand in the OEM (4W and 2W) and export market.



 Supported by the strong sales to OEM, Lubetech achieved a 47% growth year-onyear for the first nine months of 2022.

M&E segment - Auto Components



Operational outlook and growth strategy



Auto Components



With higher TIV forecasted for 2022, the automotive OEM Market is expected to rebound in 2022 while the REM market (local and export) remains high from the backlog orders.

Growth strategy

Innovation in new product & technology – including 'Green Products'

Sustain growth of OEM 4W, 2W and export

Expand market share in REM and strengthen product development

Leverage on KYB plant modernisation for higher productivity and improved competencies to venture into new innovative business.

M&E segment - Lubricants



Operational outlook and growth strategy



Lubricants



Demand in OEM, REM and export markets to be supported by the reopening of the economy globally

Growth strategy

Capitalise on additional 70% capacity to 60 million litres per year from the new Smart Lubricant plant – to start operations early next year.

- Expansion of toll blending contract.
- Explore opportunities in industrial and commercial lubricant segments.

Products diversification - ancillary lube (brake fluid and coolant) as well as 'green product' offerings (to expand into bio-lubricants).

Fully leverage on the new smart lubricant plant to capture higher market share via its inhouse brand, Grantt lubricants.

China will continue to be a stable contributor whilst promoting Grantt lubricants.

Aerospace Segment



Operational outlook and growth strategy



Aerospace



Demand to be underpinned by resumption of air travel

On top of clearing the backlog of orders, new orders for planes are improving.

2015

Signing of Agreement

2017

R-R Trent 1000 1st Delivery

2018

Trusted to Deliver – Excellence Award (27 months Greenfield to Production)

2019

Maiden Profitability

2020

R-R Trent 7000 1st delivery

2021 & 2022

Inducted into High Performing Supplier Group (Top 5% Globally)



Supplier Best Practice Award



Affords more opportunities for UMW Aerospace to participate in Rolls-Rovce's future projects as well as explore other opportunities in the aerospace industry



Growth strategy

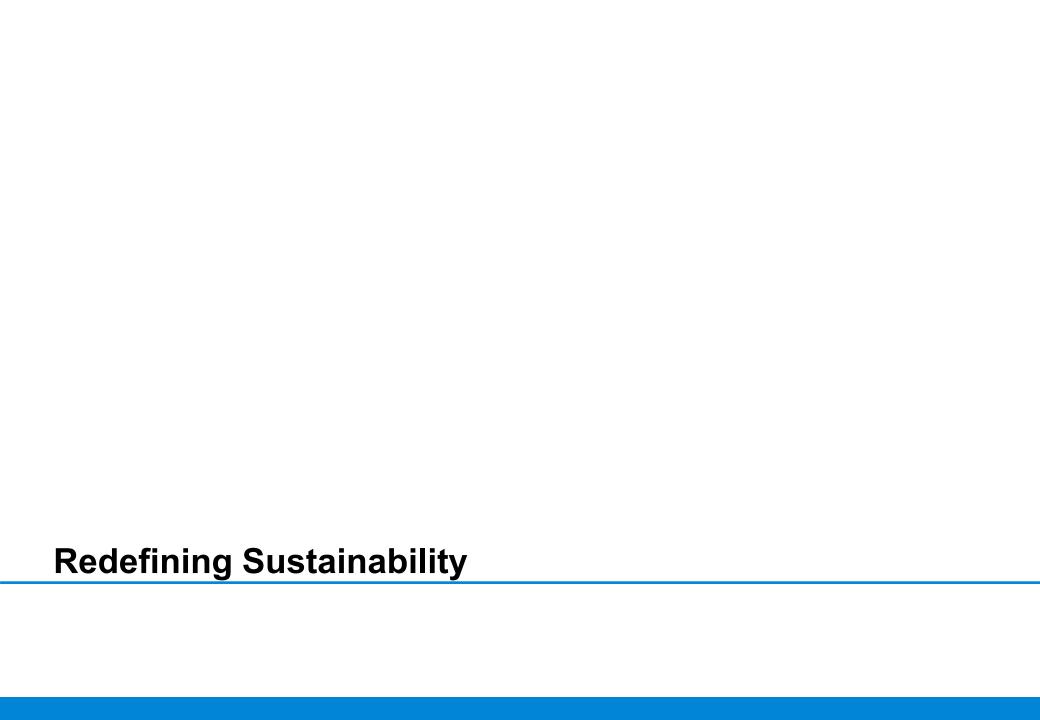
Ride on the industry recovery trend to ramp-up volume and improve plant capacity utilisation

Focus on establishing new capabilities, especially in High-Value Manufacturing, ie: Chemical Milling, Complex Machining, Additive Manufacturing

Customer and product diversification participate in new RFQs, engagement for localisation of precision parts

Secure R&D grants through collaboration with **AMIC** or similar institutions

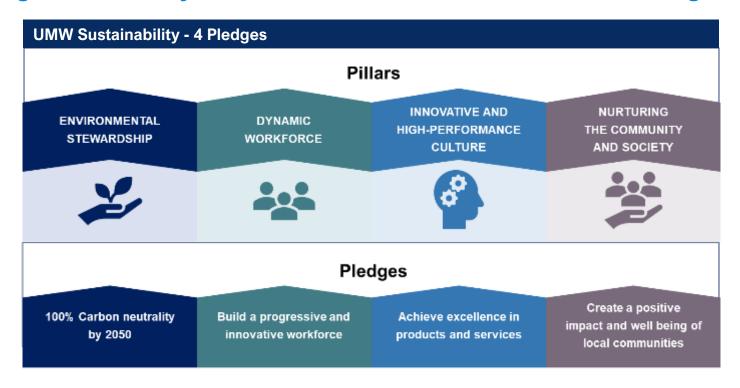
Continue to look at opportunities to maximise plant utilisation



CREST@2021 - Redefining Sustainability



Redefining Sustainability within the Broader Framework of Innovising Mobility



In accordance with the Government's pledge to reduce 45% by 2030 and 100% by 2050

Key Potential Value Creation Opportunity



Investing in Nature-Based Solution for Carbon Sequestration



Reforestation – UMW Green Shoots Initiatives and UMW Bamboo Project

UMW Green Shoots Initiative



300,000 mangrove trees to be planted by 2023

150,000 mangrove trees to be planted by end of 2022

104,402 total mangrove trees planted as of 31 October 2022

UMW Bamboo Project (Denai Sungai Kebangsaan by KASA)



10,000 bamboo trees to be planted by 2022

7,200 total bamboo trees planted as of 12 November 2022



Pulau Kukup, Johor



Tanjung Piai, Johor



Sg Acheh, Penang



Kuala Selangor Nature Park



MNS EcoCare, Kerteh







Denai Sungai Langat, Selangor

Aligns with United Nations Sustainability Development Goals ("UNSDG")







Addressing Climate Change



Our Renewable Energy Journey

	2016	2019/2020	2021/2022	Total
Solar panel	ASSB Shah Alam	ASSB Bukit Raja	KYB - UMW UMW Aerospace	
Capacity (MWac)	0.15	2.00	2.00	4.15
Renewable Energy (Gj)	713.17	6,727.45	7,907.76	15,725.54*

*Estimated value

Moving Forward

Installing additional solar panels of 3.7MW at our existing Toyota plants by the end of 2023.

Notes:

- 1. The figures of energy consumed (Gj) from 2016-2018 are collected from solar panels generated in ASSB Shah Alam only.
- 2. The figures of energy consumed (Gj) from 2019-2021 are collected from solar panels generated in ASSB Shah Alam and ASSB Bukit Raja.

Transitioning into a Low Carbon Economy



Our Commitment towards Reducing Climate Change Impact

Race to Electric Mobility

2022



 Toyota Corolla Cross Hybrid launched in January 2022



2024

· BEV model to be introduced



· Hybrid model production



Expansion of automation business



TOYOTA

PERODUA



UMW EQUIPMENT



Hybrid model under market study

• Promote usage of electric forklift

Green Products as Enablers



Focusing on Value Generating Green Initiatives

Sustainability Initiatives

1 - Biodegradable Hydraulic Fluid (Bio-lubricants)





2 - Battery Revival Unique Strategy System ("BRUSS")



3 - Forklift Refurbishment



4 - Water Reclamation Plant ("WRP") using in-house **Ultrafiltration Membrane**



Description

Plant based hydraulic fluid replacing mineral oil, produced from locally-sourced palm oil.





Smooth transition

from conventional

mineral-based













Superior oil performance with ISO 15380:2016 HETG

Meet sustainability certifications and standards

Battery revival device that can extend battery life using desulphation process.

Advantages







Bio-degradable to

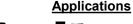
reduce flushing and

disposal cost



Robust and











This initiative aims to extend the useful life of forklifts at highstandards.



Cost-effective



Environmentally-friendly solution

- ✓ Offer a lower carbon solution avoid metal production for new trucks.
- ✓ Avoid emissions from logistics accounted for 15% of the carbon footprint

UMW's WRP is a compact solution of effluent / industrial water filtration and disinfection system, to produce clean and safe 'reclaimed water' for industrial consumption.



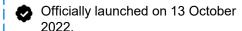
High performance membrane

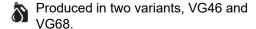


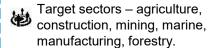


High mechanical tensile

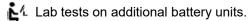
Progress

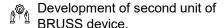


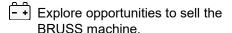




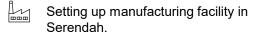








620 units of forklifts refurbished for extended life usage in 2021.





In progress for Halal certification.

Social and People Wellbeing



Created a positive impact and well-being of local communities in 2021

UMW Community Champion

- > 250 volunteers
- > 1,840 volunteer hours

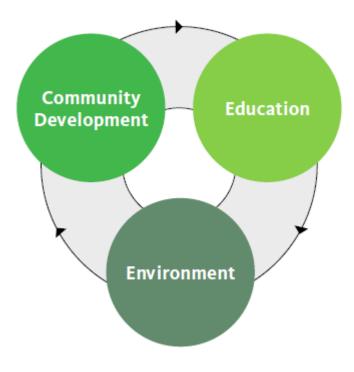
RM10.8m contributed to community investment

RM2.1m contributed to more than 1,500 flood victims

About **RM8.6m** Zakat contribution made

Completed employees and vendors vaccinations under **Program Imunisasi Industri COVID-19 Kerjasama Awam-Swasta (PIKAS)**

Organised the **Perantisan Penjana Kerjaya Programme 2.0** which benefited more than 400 participants



Donated **RM50,000** to the **Worldwide** Fund for Nature (WWF)'s study on the Net Zero Pathway for Malaysia by 2050

10,000 mangrove trees planted in 2021

Achieved **45,767 hours** of training, with **7.9 average hours per employee** per year

Rolled out **EnergizeUMW**24/7 helpline to provide remote therapy sessions for employees

UMW Executive Development Programme (UEDP) for employees strategic and targeted leadership

25% women's representation in Senior Management roles

More than 30% female directors

Flexible Benefits (Flexi-Ben) Scheme for employees





Digitalising HSSE as part of CREST@2021 strategic transformation framework

Introduced the HSSE website, namely SafeUhub





- HSSE information accessible via mobile applications.
- The HSSE Dashboard is an important tool where we are able to build accurate HSSE database based on trend analysis and results comparison which can be used for quick decision making.
- Real-time data collection allows for efficient performance monitoring of the HSSE.
- Significant data collected are thermal imaging, face recognition, vital interface gateway, Scheduled Waste e-Tracking (SWeT), accident rate, emergency alert etc.

UMW undertook a corruption risk assessment to uphold good corporate governance and integrity by:

- Enhanced the Group Anti-Bribery and Corruption Policy (ABCP).
- Enhanced the Group Whistleblowing Policy (GWP).
- Maintained zero corruption convicted case.
- Established the three-year Integrity and Governance Unit (IGU) Blueprint 2021-2023.
- Embarked on ISO 37001 Anti-Bribery Management Systems certification.
- Established the UMW's Sustainable Supply Chain Policy integrated with labour, health and safety compliance including environmental aspects such as energy use, climate change impact, water use, biodiversity, pollution, waste reduction and resource use.

Monthly Engagement



3 Initiatives under 'War on Waste' Campaign

#WarOnWaste

Paperless

 Implementation of paperless policy at Corporate and SBUs in the journey of becoming a paperless organization









Save Water & Electricity

 An energy-saving program that focuses on the water and electricity consumption across the Group





Reduce, Reuse, Recycle

 Instillation of the 3R- Reduce, Reuse, Recycle culture among the Wowriors





THANK YOU

Corporate Portal www.umw.com.my

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