

PECCA

GROUP BERHAD

RESULTS BRIEFING | Q4 FY2023

SEPTEMBER 4, 2023

## TODAY'S PRESENTERS



# OVERVIEW

## EARNINGS UPDATE

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## COMPANY OVERVIEW

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## OUTLOOK & STRATEGY

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## INVESTMENT HIGHLIGHTS

# EARNINGS UPDATE

## EARNINGS REVIEW

	Q4FY23	Q4FY22	Y/Y	FY23	FY22	Y/Y
REVENUE	54.33	50.75	+7%	221.26	164.39	+35%
PBT	13.52	11.16	+21%	46.95	29.29	+60%
PAT	10.10	8.25	+23%	35.43	22.84	+55%
NP MARGIN	18.6%	16.2%	+15%	16.0%	13.9%	+15%
EPS	1.34 sen	1.10 sen	+22%	4.71 sen	3.07 sen	+53%

QoQ & YoY, revenue was impacted by :

+ higher automotive segment revenue amid strong customer demand

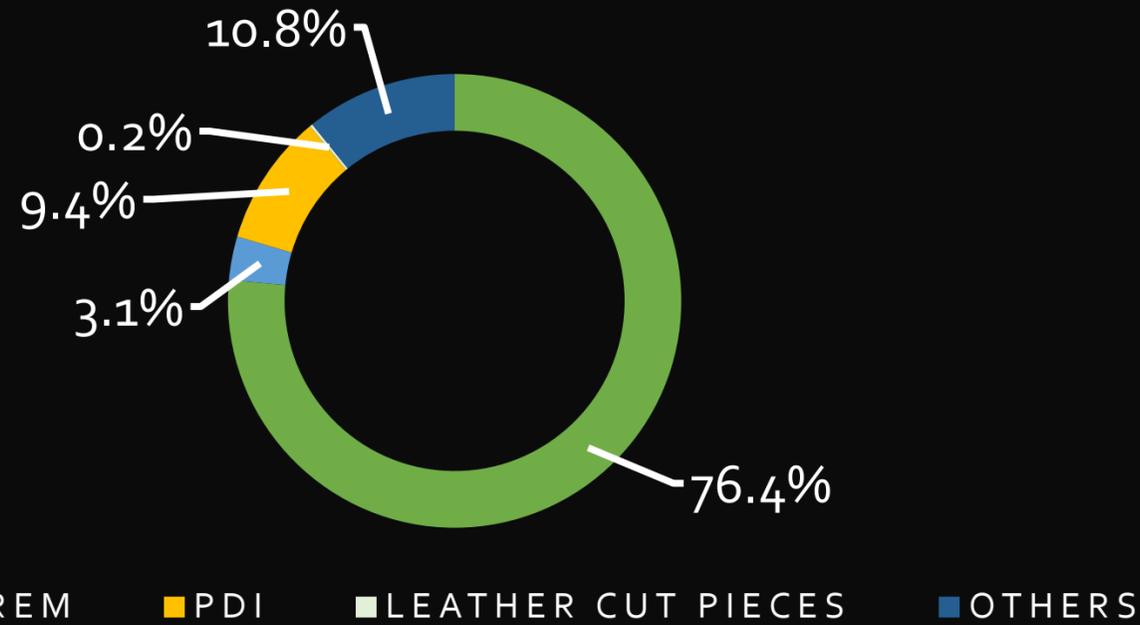
QoQ & YoY, PAT was impacted by these items:

+ higher Group revenue  
+ improved operational efficiency & lower labour costs

Other than EPS and the net profit margin, all figures are in MYR millions.

## GROUP REVENUE MIX | Q4 FY23 VS Q4 FY22

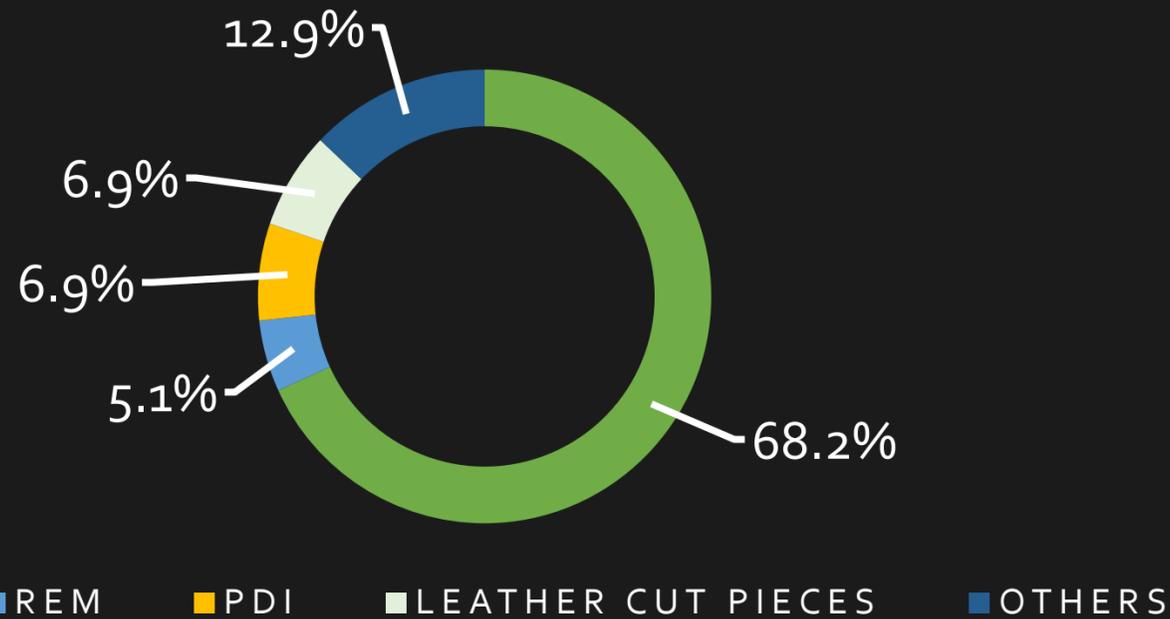
4 Q 2023



For 4Q 2023 under review:-

- OEM leather car seat segment contributed about 86% of the total revenue for leather car seat covers, while REM and PDI contributed about 3% and 11% respectively.

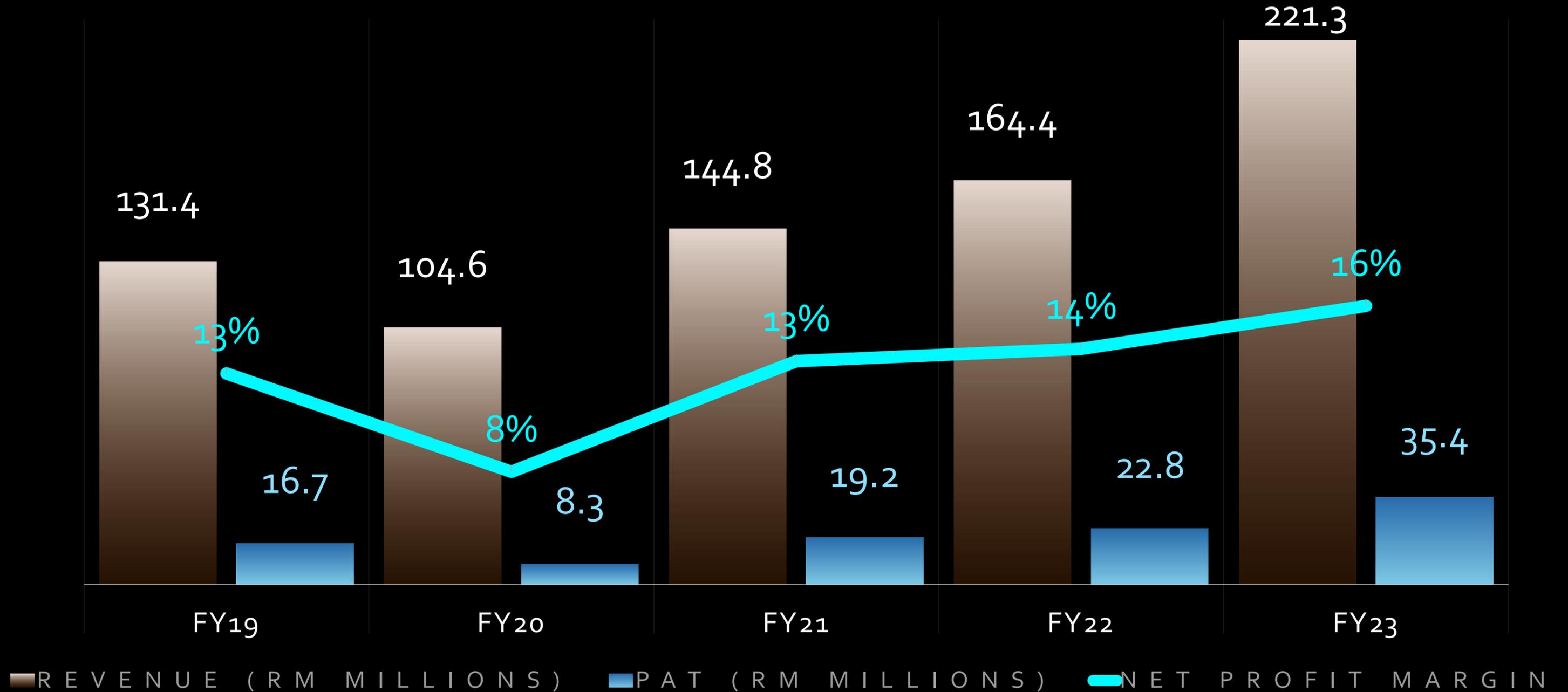
4 Q 2022



CORE BUSINESS

DRIVING STRONG & PROFITABLE GROWTH

FY2019 - FY2023 NET PROFIT CAGR: 16.2%



# COMPANY OVERVIEW



WHO WE ARE

EXPERTS IN AUTOMOTIVE UPHOLSTERY

Steering wheel covers

Dashboard & instrument panel covers

Headrest covers

Leatherette floor mats

Wrapping for door trim

Console box covers

Seat covers

Handbrake covers

Gear shift covers

DISCLAIMER: This image is used to illustrate the depth of Pecca's product range for the automotive market. Products are subject to vary based on models and variants. The image shown is for illustration purposes only and should not be taken as an exact representation of products currently manufactured by Pecca.

CORE BUSINESS

WORLD-CLASS PRODUCTS ACROSS THE VEHICLE LIFECYCLE



VEHICLE PRODUCTION STAGE

VEHICLE END OF LIFE

OEM

PDI

REM

DEVELOPMENT & PRODUCTION PHASE

PRE-DELIVERY PHASE

AFTERMARKET PHASE

OUR CUSTOMERS

OEM & TIER I

OEM & DISTRIBUTORS

SUPPLIERS & WORKSHOPS

SEATS MANUFACTURED FOR

FACELIFTS

SPECIAL EDITIONS

REPAIRS/REPLACEMENT

NEW MODELS

OPTIONAL ACCESSORY

CUSTOMIZATION

DISCLAIMER: Images shown are for illustration purposes only and should not be taken as an exact representation of products currently manufactured by Pecca.

CORE BUSINESS

DELIVERING A ONE-STOP SOLUTION

DEMAND FOR NEW PRODUCTS

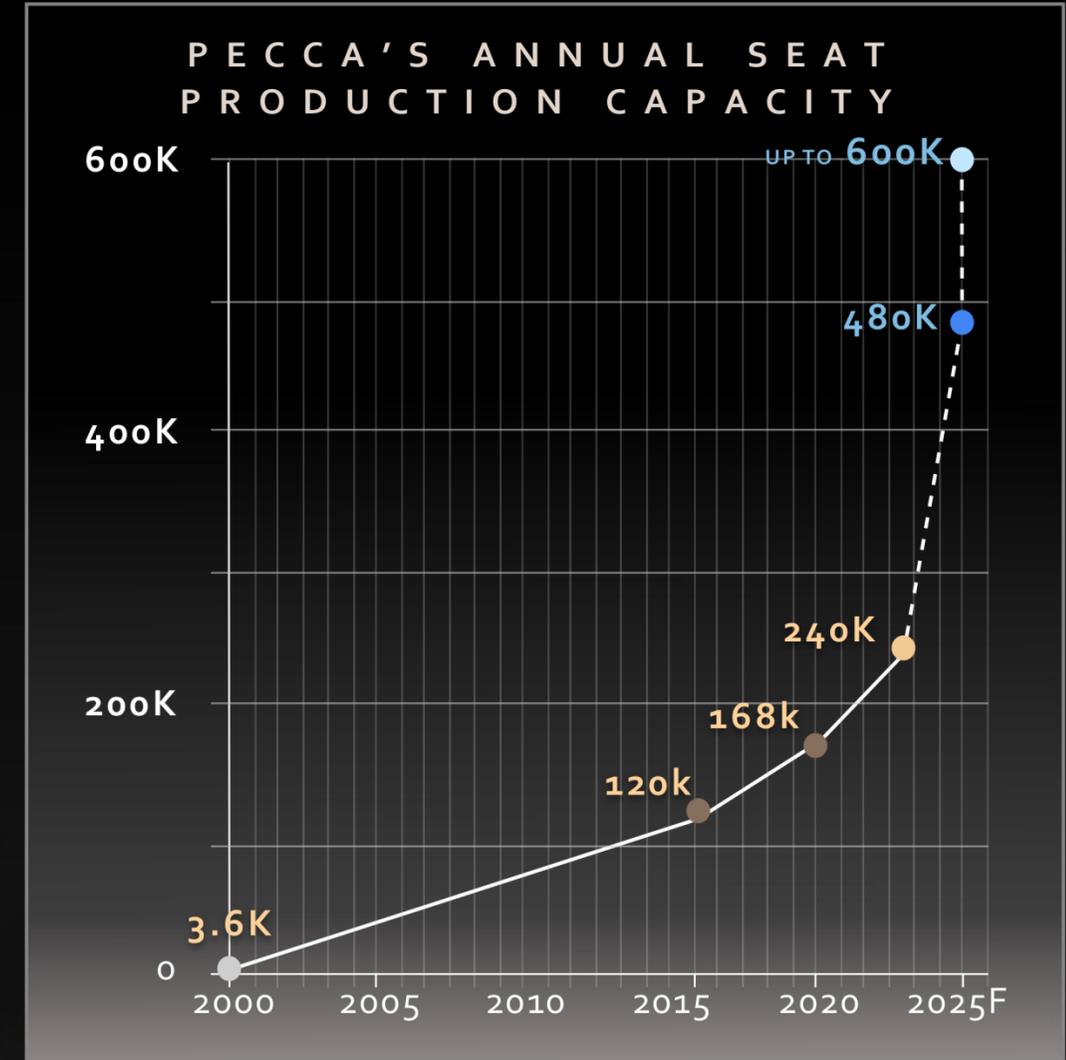
DISTRIBUTION & INSTALLATION

MANUFACTURING CAPACITY + EFFICIENCY



DESIGN & INNOVATION  
STYLELAB + R&D

RAW MATERIALS PROCUREMENT  
LEATHER HIDES



INCREASINGLY ADVANCED DESIGN, INNOVATION & PRODUCTION CAPABILITIES

# OUTLOOK & STRATEGY

**PILLAR I**  
EXPANDING OEM BUSINESS

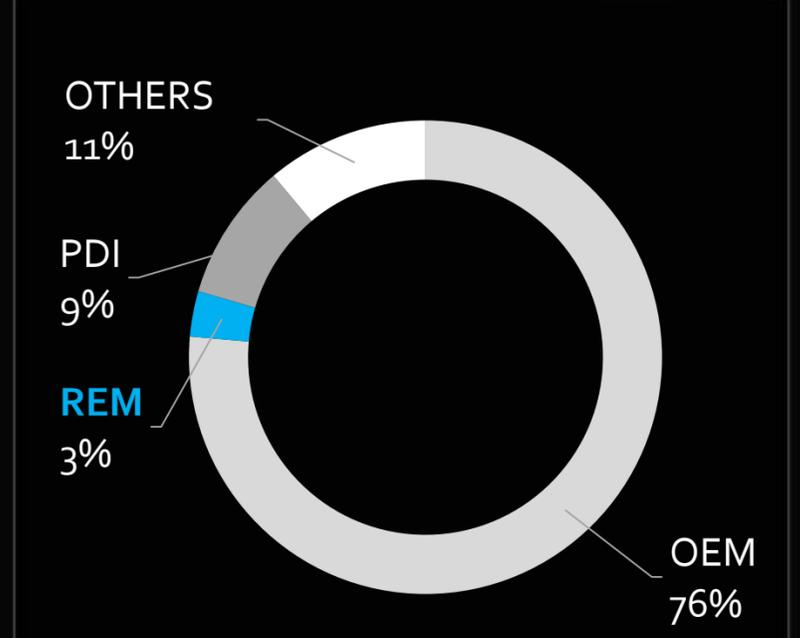
**AUTOMOTIVE MARKET**

EXISTING CUSTOMERS

MASS MARKET → LUXURY

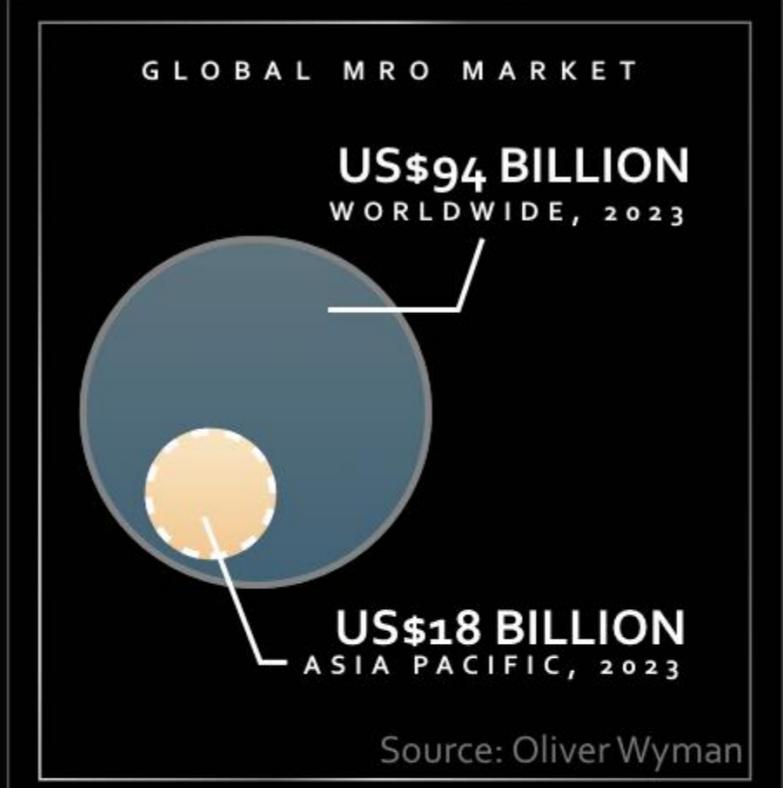
Continue growing with existing OEM customers & penetrate the luxury market

**PILLAR II**  
INCREASING REM SALES



Expand REM globally & locally across Malaysia

**PILLAR III**  
AVIATION



Highly engineered products and high entry barriers

**PILLAR IV**  
NEW BUSINESS & EV



Targeting new business, Tier-1 & the EV market



# C O R P O R A T E   D E V E L O P M E N T S



# PILLAR III

+ EASA secured April 2023

+ MOUs with ACS & GCA

ACCELERATING OUR PENETRATION OF THE GLOBAL AVIATION MARKET

## GOVERNMENTS

## AIRCRAFT LESSORS AND INVESTORS

## AIRLINES

## MRO ECOSYSTEM



ACS



GCA





# PILLAR IV

## Gaining Direct Access To Indonesia's

### Massive & Growing OEM & REM Markets via PT Gemilang Maju Kencana (GMK)

#### GMK HAS EXTENSIVE PARTNERSHIPS

TOYOTA CUSTOM GROUP



PT FUJI SEAT



DAIHATSU



TOYOTA-ASTRA MOTOR



ASTRA OTOPARTS



ISUZU



MORIKOKU



ATSUMITEC

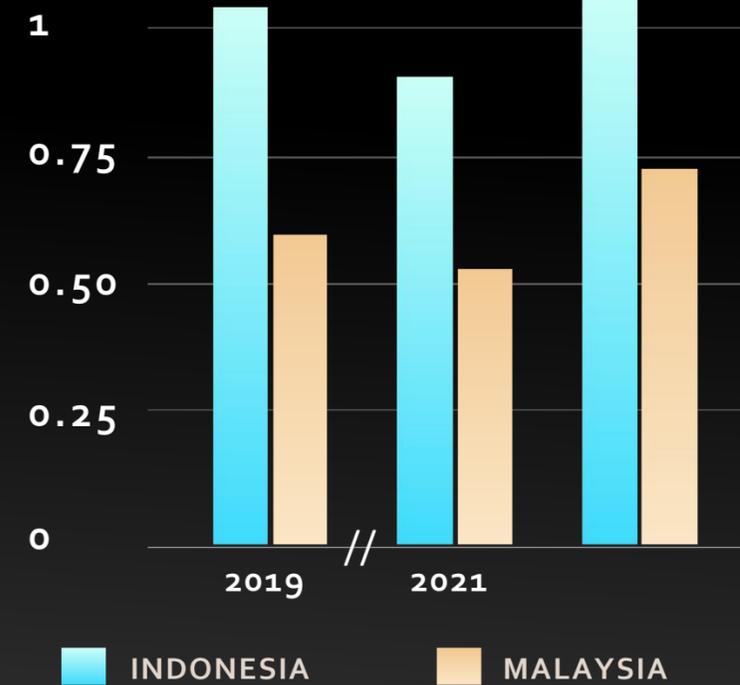


DAIHATSU

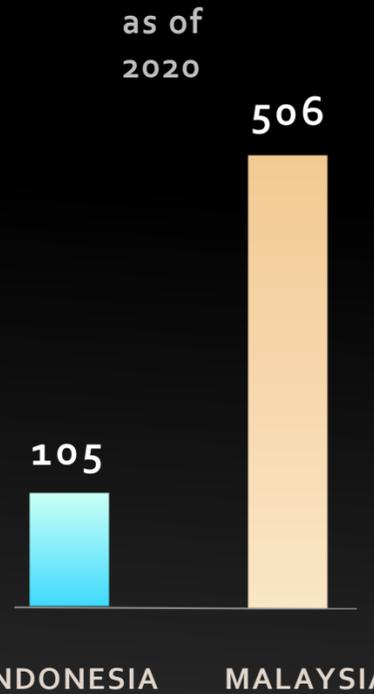


This is a non-exhaustive list.

#### CAR SALES MILLIONS OF UNITS



#### CAR OWNERSHIP PER 1,000 as of 2020



Sources: [MAA](#), [AAA \(1\)](#), [AAA \(2\)](#)





# PILLAR IV

## A Synergistic Acquisition

A WIDER PRODUCT PORTFOLIO TO TAP  
INDONESIA'S GROWING MARKET

GMK

INTERIOR STRUCTURES

NON-LEATHER UPHOLSTERY

GMK + PECCA

INTERIOR STRUCTURES

NON-LEATHER UPHOLSTERY

LEATHER UPHOLSTERY

OPPORTUNITIES TO EXTRACT VALUE  
FROM COMMON MODELS



PERODUA AXIA



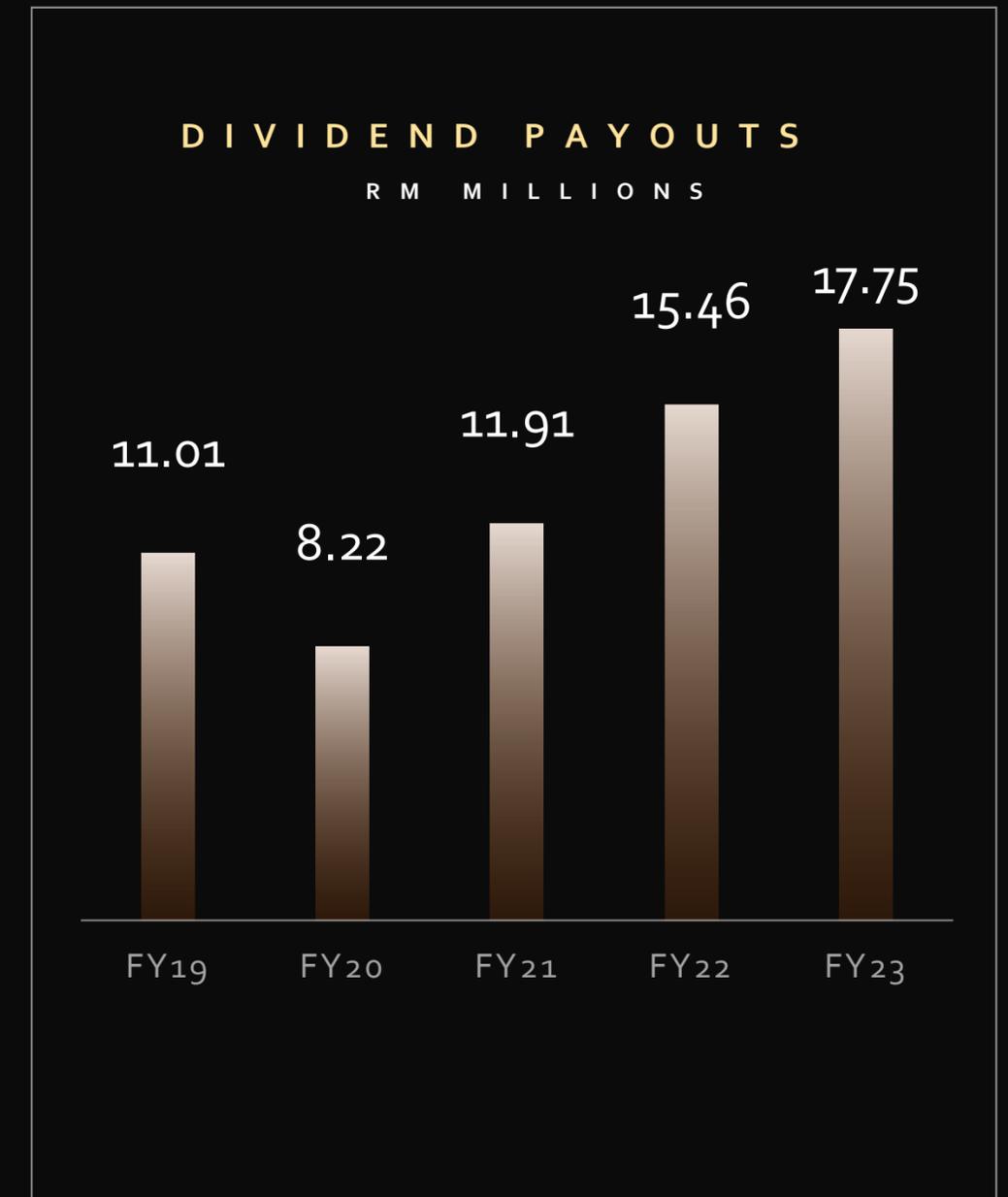
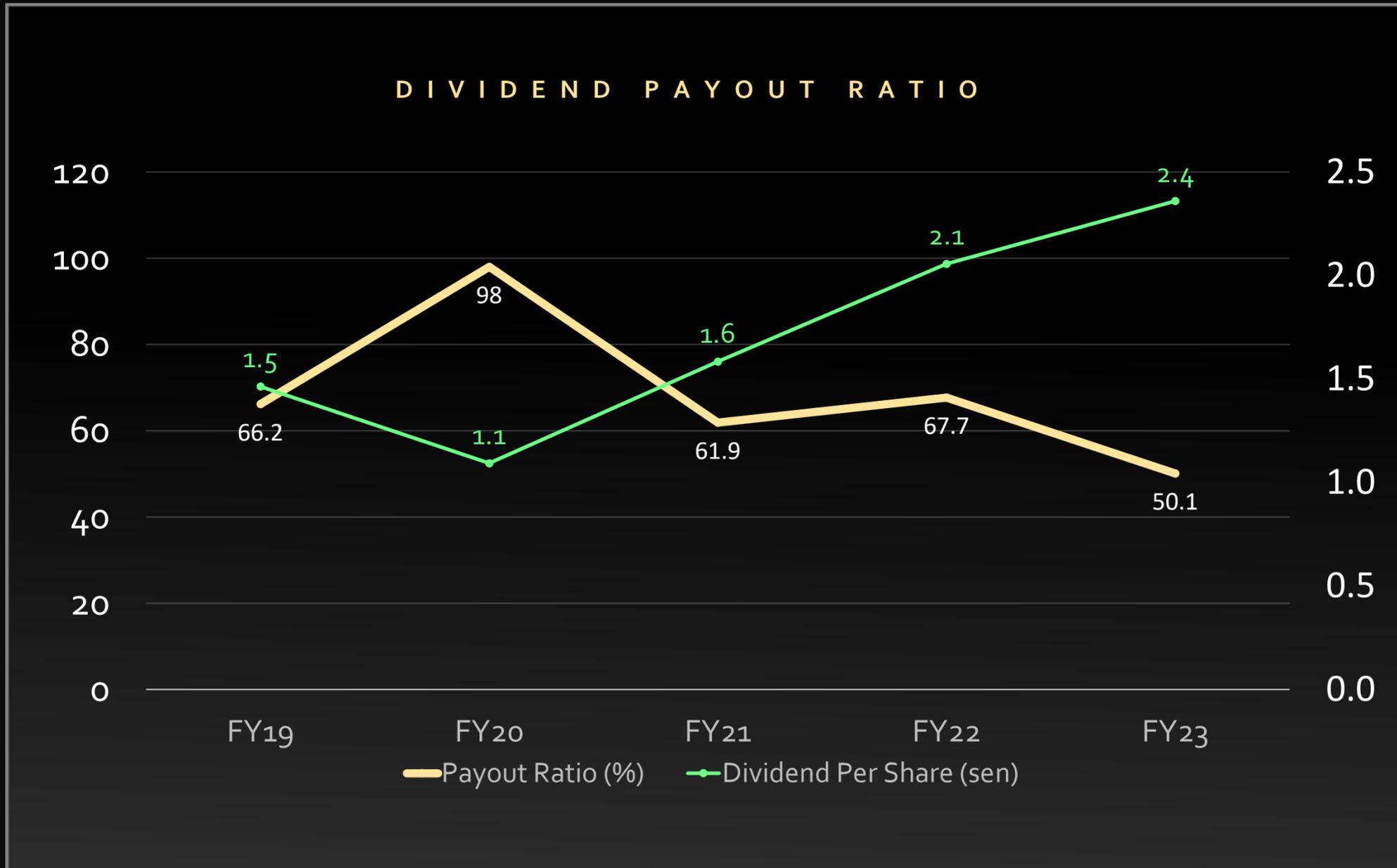
TOYOTA AGYA

ADVANCED MANUFACTURING CAPABILITIES + FINANCIAL STRENGTH



# INVESTMENT HIGHLIGHTS

# COMMITTED TO SHAREHOLDER WEALTH CREATION

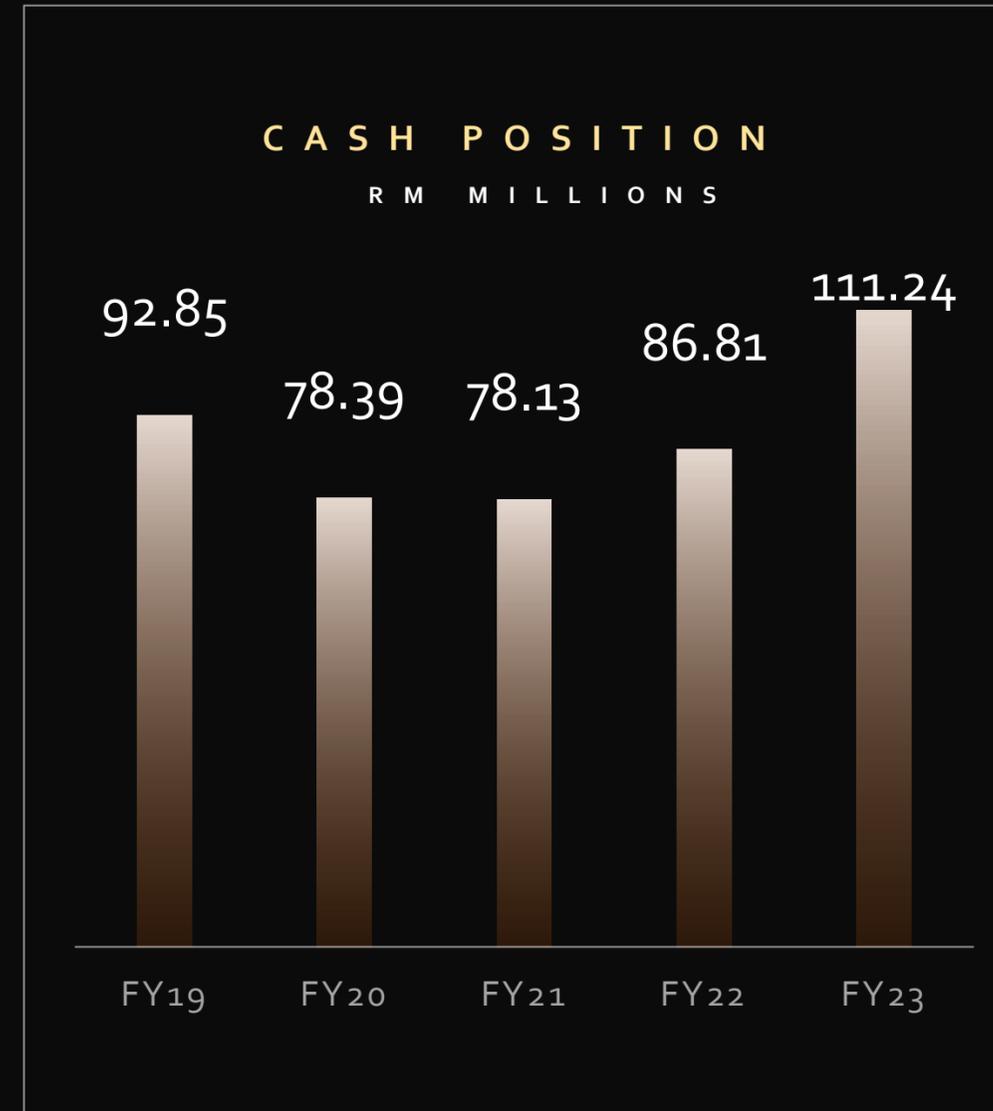


COMMITTED TO DP RATIO OF ABOVE 40%

# COMMITTED TO SHAREHOLDER WEALTH CREATION



MARKET CAP GROWTH OF  
2.8 TIMES IN 7 YEARS



FINANCIAL STRENGTH TO  
FIRE UP OUR GROWTH

## Q & A



THANK YOU

INVESTOR RELATIONS

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