NEW HOONG FATT HOLDINGS BERHAD

PRESENTATION FOR FY 2025

29th Annual General Meeting
Thursday, 4 June 2026

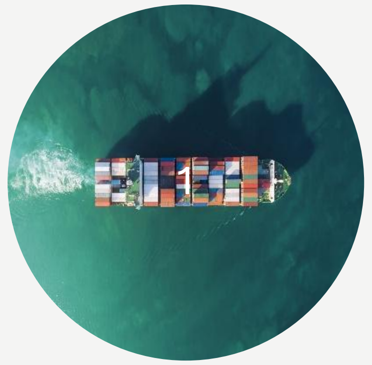
Presented by:
Chin Jit Sin
Managing Director

CORPORATE OVERVIEW

1. One of the **largest automotive parts supplier** in Replacement Equipment Manufacturers (REM) market in Malaysia
2. **49 years** of experience in the automotive body parts industry
3. Manufactures **>3,600** automotive parts in-house, supplies **>11,000** outsourced automotive parts
4. Distributes to the whole of Malaysia (~**800 retailers**) and exports to **>60 countries** worldwide

YEAR 2025 IN REVIEW

Market & Industry Overview



Global environment

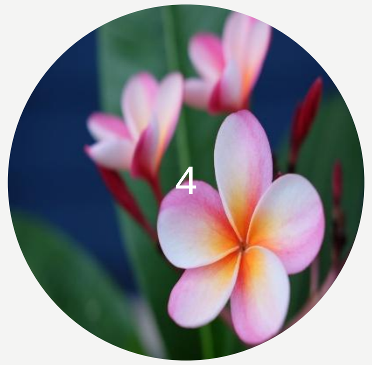
- Moderate growth amid ongoing geopolitical and economic uncertainties.
- Interest rates remain relatively high, impacting financing and demand.

Automotive Market

- Global vehicle sales: ~92 million units.
- Uneven demand across regions.

Electrification Trend

- EV adoption continues to rise globally.
- Growth led by China; with slower transition across other regions.



China Market Influence

- 34.4 million vehicles sold (+9.4% YoY), ~50% EV penetration.
- Overcapacity driving aggressive exports and intensifying global price competition.

Malaysia Economic Context

- Stronger Ringgit affecting export competitiveness.
- Malaysia TIV: 820,752 units (+0.5%).

YEAR 2025 IN REVIEW

Impact to the Group

- Moderated demand across key markets
- Affordability constraints affecting replacement cycles cart

- Stronger Ringgit impacting export competitiveness
- Revenue translation pressures

- Increased influx of lower-cost imported parts, especially from China
- Heightened competition across key product segments

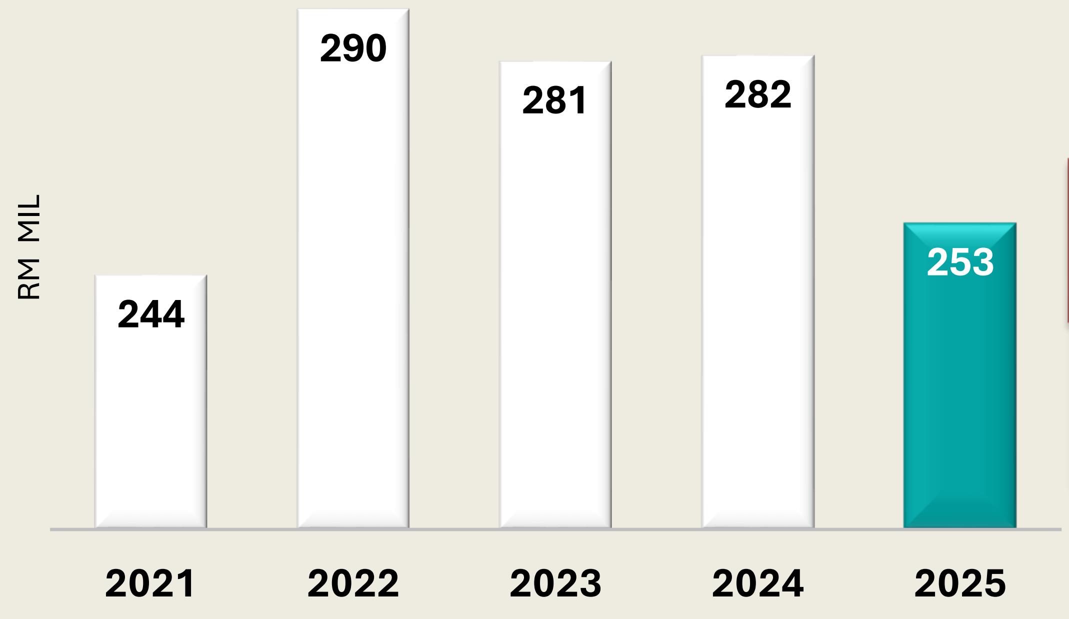
- Intensified competition
- Limited pricing flexibility, led to margin compression

OUR STRATEGIC RESPONSE

1. **Diversified** markets to reduce concentration risk
2. Strengthened **supply chain resilience**
3. Focused on **operational efficiency** and **cost management**

FY 2025 FINANCIAL OVERVIEW

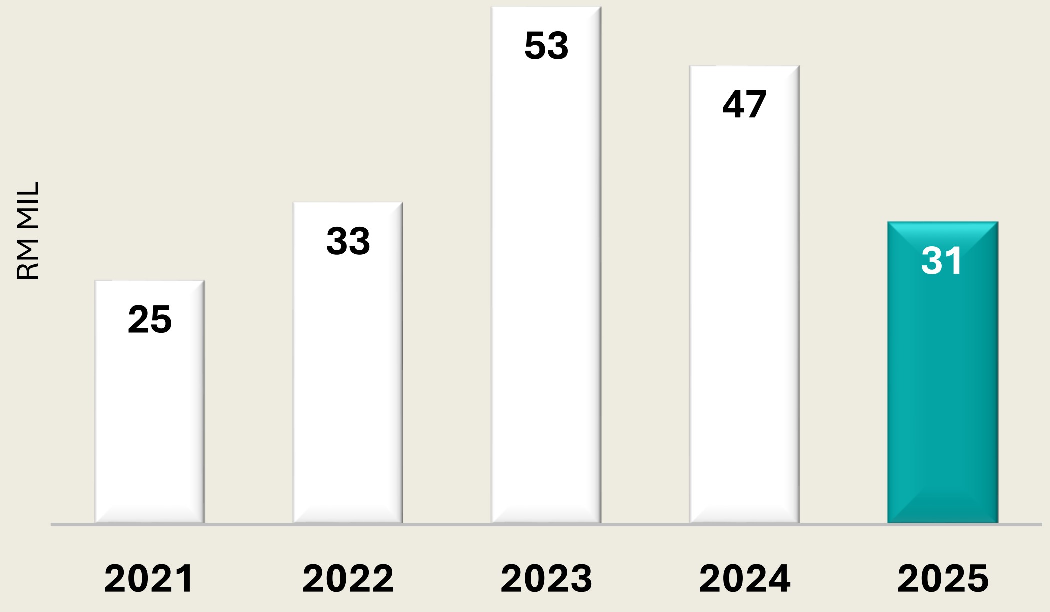
Revenue
RM253 mil



-10.3% YoY

FY2024:
RM282 mil

Profit Before Tax
RM31 mil



-34.0% YoY

FY2024:
RM47 mil

FY 2025 FINANCIAL OVERVIEW

	Shareholders' Fund	Earnings Per Share	Net Asset Per Share	Dividend Per Share	Dividend Payout Ratio
FY 2025	RM590 mil	18 sen	RM3.57	7.5 sen	42%
YoY change	+2.6% YoY	-33.3% YoY	+2.6% YoY	-16.7% YoY	+23.5% YoY
FY 2024	RM575 mil	27 sen	RM3.48	9 sen	34%

FY 2025 REVENUE BY SEGMENT

ASEAN
RM49.0 m
FY2024:
RM50.8 m

Malaysia
RM127.0 m
FY2024:
RM147.8 m

Non-ASEAN
RM77.0m
FY2024:
RM83.7 m

ASEAN Segment	19.4% ↑	FY2024: 18.0%
Malaysia Segment	50.2% ↓	FY2024: 52.3%
Non-ASEAN Segment	30.4% ↑	FY2024: 29.7%

OUTLOOK

- Geopolitical developments continue to create **uncertainty** across key markets.
- Automotive industry recovery expected to remain gradual amid cost pressures, regulatory changes and trade disruptions.
- In 1Q FY2026, geopolitical disruptions temporarily affected logistics, supply chains and costs; conditions have since largely normalised, though risks remain fluid.
- **Aftermarket fundamentals remain supportive**, underpinned by a large and ageing global vehicle parc of more than 1.4 billion vehicles, sustaining long-term demand.

STRATEGY

- Disciplined **product portfolio management** to drive revenue & margins.
- Leverage **ASEAN growth opportunities**, tap emerging markets for long-term growth.
- Drive **digitalisation** to enhance customer experience & data-driven decisions.

Market-Driven Sales

- Strong focus on **cost control & operational efficiency**.
- Improve productivity, capacity utilisation & workflow optimisation.
- Drive greater cross-functional integration & operational efficiency through **ERP migration**.

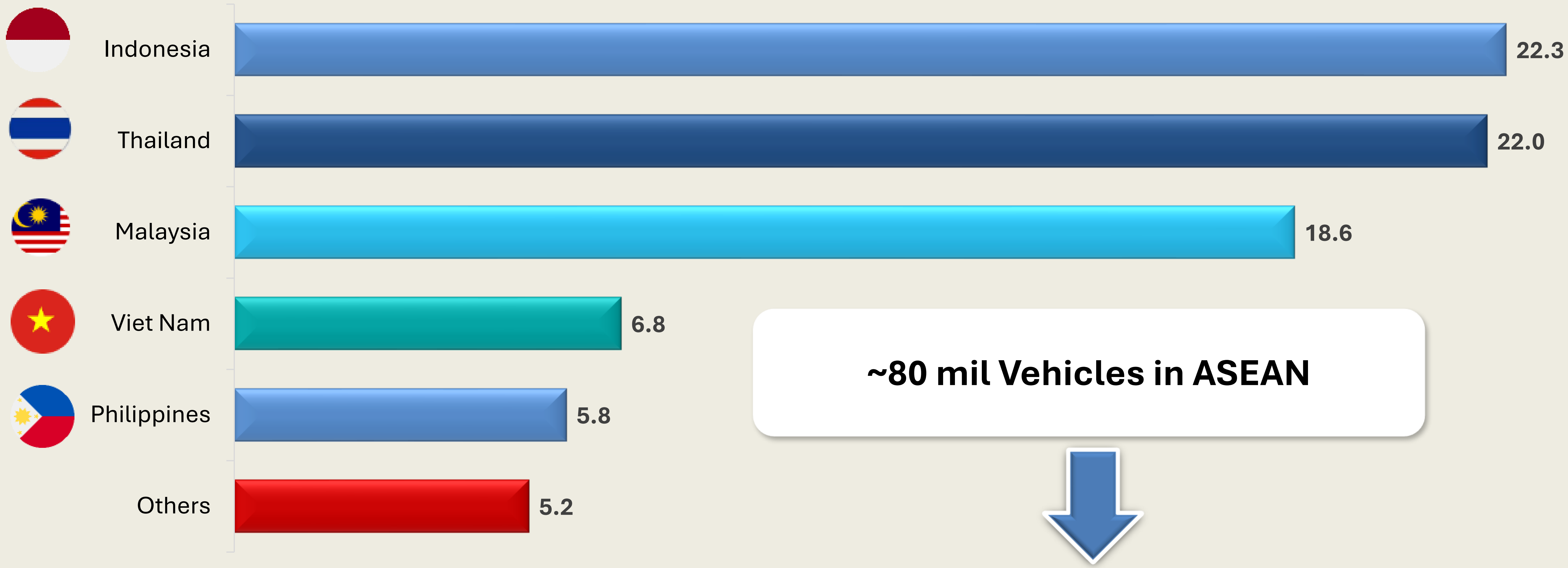
Integrated Supply Chain & Operational Resilience

- Ongoing **HR transformation** to optimise structure & workforce efficiency.
- Build **talent pipeline** & leadership succession.
- Strengthen organisational capability & performance culture.

Sustainable Workforce & Performance Culture

STRATEGY

Registered Passenger & Commercial Vehicles in ASEAN as at 2024 (‘mil unit)



~80 mil Vehicles in ASEAN

All these vehicles would require replacement parts

ASEAN Country	Total of registered MV per 1,000 population
Brunei	1,128
Cambodia	24
Indonesia	496
Lao PDR	413
Malaysia	1,115
Myanmar	118
Philippines	130
Singapore	165
Thailand	640
Viet Nam	41

**Source: ASEAN Key Figures 2025*

THANK YOU

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