

**TAN CHONG MOTOR
HOLDINGS BERHAD**

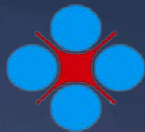
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**TH
ANNUAL
GENERAL MEETING
24 MAY 2018**



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1. 2017 PERFORMANCE OVERVIEW & KEY INITIATIVES
2. 2018 OUTLOOK
3. GOING FORWARD



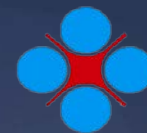
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2017 PERFORMANCE OVERVIEW & KEY INITIATIVES

Financial Performance



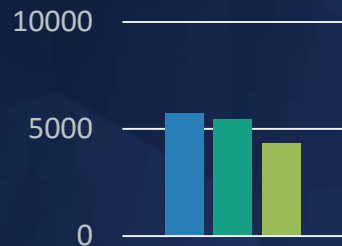
KEY PERFORMANCE INDICATORS



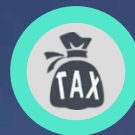
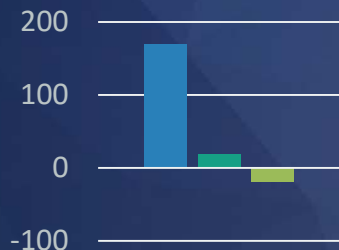
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Revenue



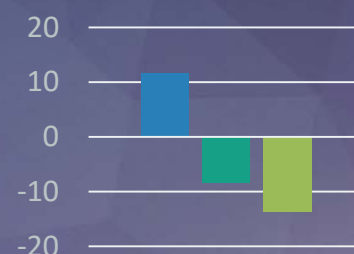
Operating (Loss) / Profit



(Loss) / Profit After Tax



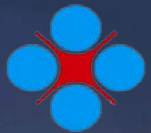
(Loss) / EPS (Sen)



■ 2015 ■ 2016 ■ 2017

RM' MILLION

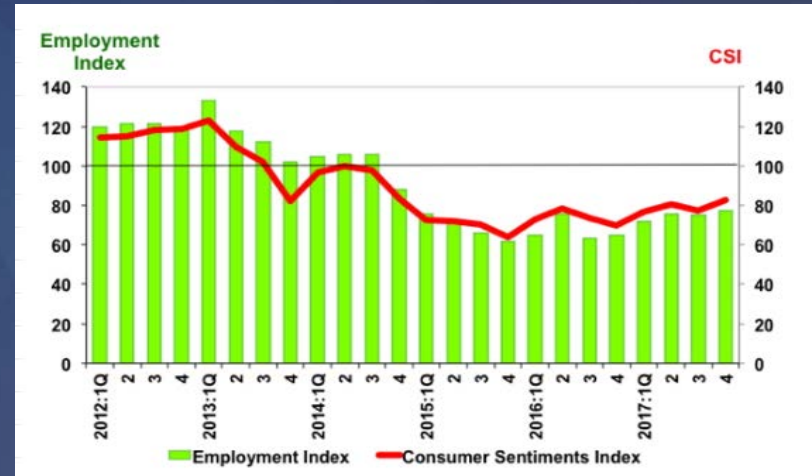
KEY CHALLENGES



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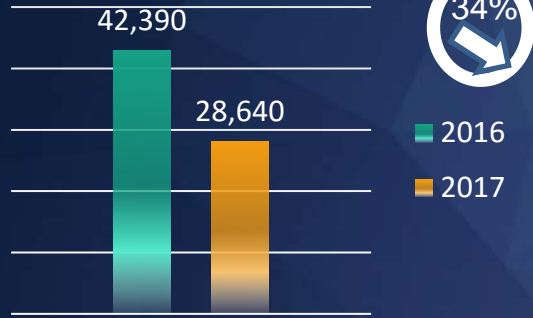
- Highly competitive market
- Ringgit vs U.S. Dollar fluctuation



- Soft consumer sentiments
- Strict lending guidelines

VEHICLE SALES 2017 (Y-O-Y)

(Y-O-Y)



Malaysia



27,154 Units
-35%



UD TRUCKS

865 Units
-13%



RENAULT

Passion for life

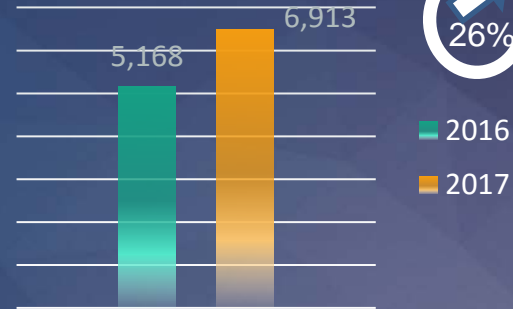
592 Units
-2%



INFINITI

29 Units
-75%

(Y-O-Y)



Indo-China



Vietnam

5,489 Units
12%



Laos

384 Units
33%



Cambodia

219 Units
87%



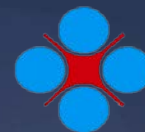
Myanmar

821 Units
92%



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GROUP RESULTS SUMMARY

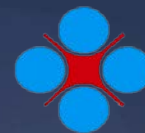


TAN CHONG

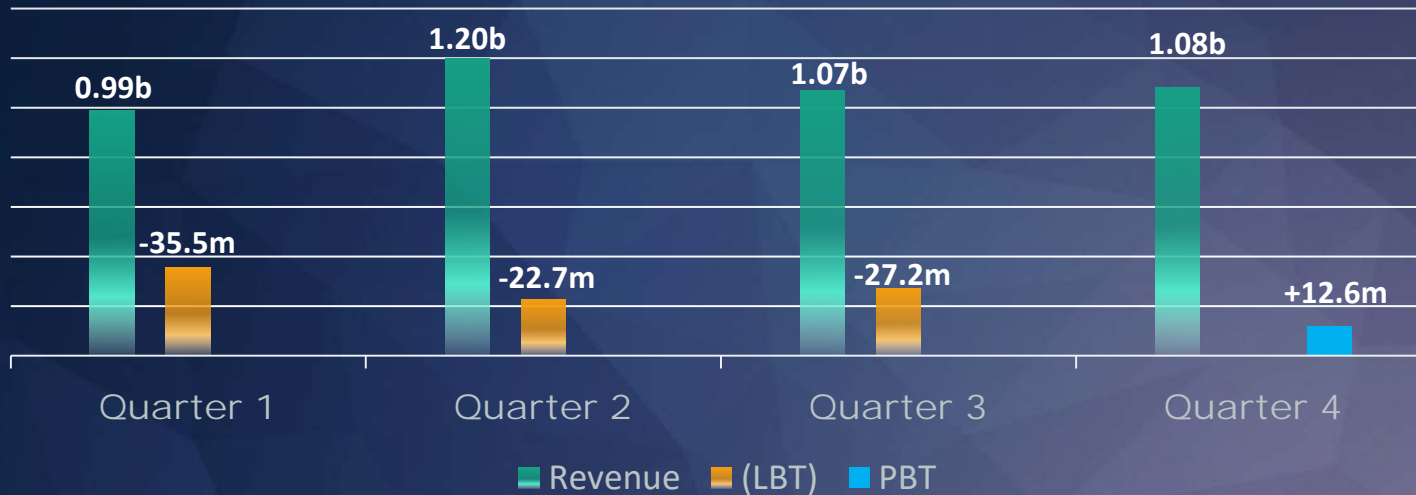
In RM'000, Unless Stated Otherwise	31-Dec-17	31-Dec-16
Revenue	4,341,228	5,460,757
Operating (Loss) / Profit	(18,709)	18,695
Loss Before Tax	(72,811)	(43,080)
Loss After Tax	(96,389)	(59,034)
Loss Attribute To Owners Of The Company	(88,597)	(54,943)
Loss Per Share (Sen)	(13.57)	(8.42)

Year On Year (Y-o-Y), Revenue Is Lower By 20.5% Due To Lower Sales

GROUP FY2017 QUARTERLY RESULTS

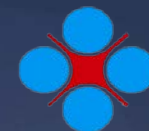


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Active counter measures undertaken to improve the Group's performance

TCMH SEGMENTAL GROUP REVENUE & PBT



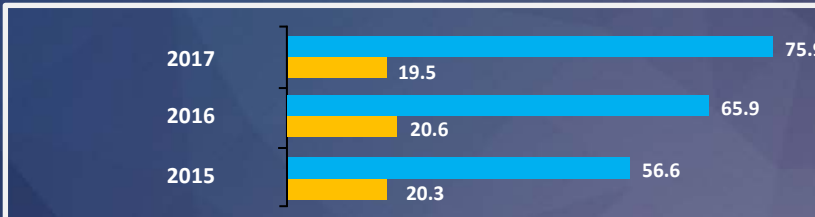
TAN CHONG



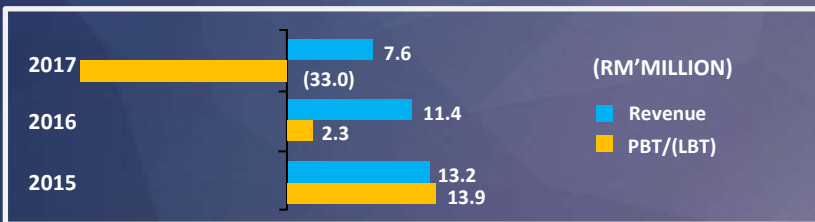
Vehicles Assembly,
Manufacturing,
Distributions &
After-Sales
Services



Financial
Services

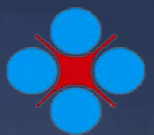


Other
Operations

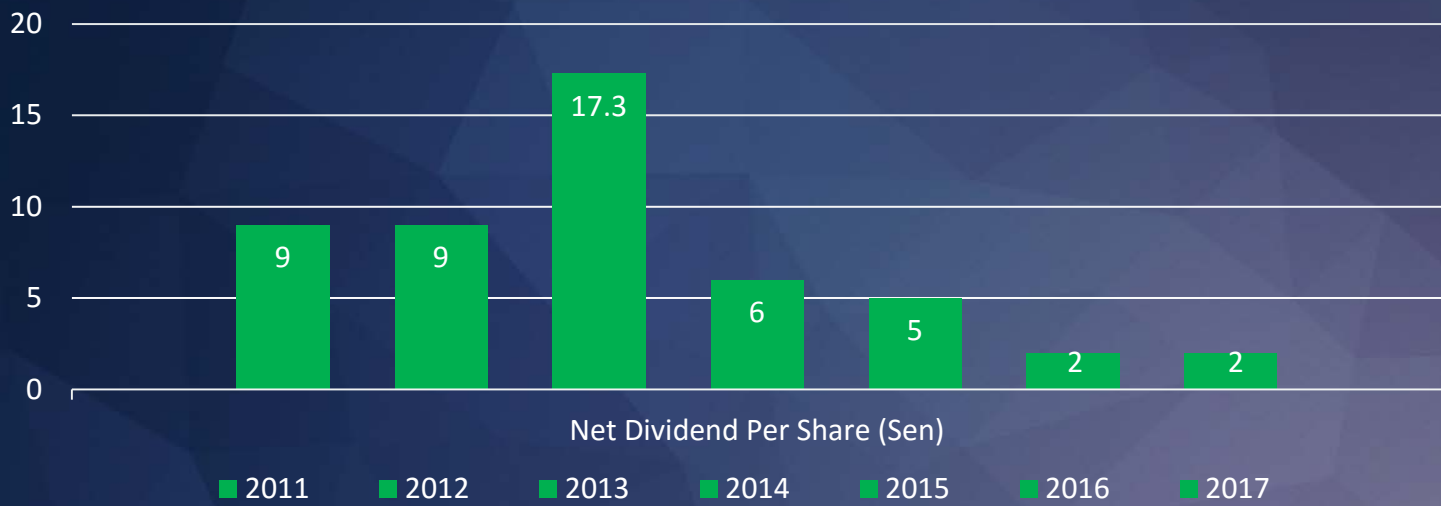




RETURNS TO SHAREHOLDERS



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The Group Continued To Distribute Dividend To Shareholders

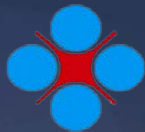


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Strategy Overview



- Measures to improve Group cash flow and liquidity position and returning to profitability
- Sustain sales momentum with various sales & marketing strategies and stronger sales distribution and after-sales network
- Regional expansion to diversify and grow the Group's business



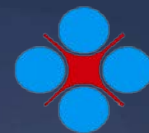
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2017 PERFORMANCE OVERVIEW & KEY INITIATIVES

Key Initiatives



Core models line-up



TAN CHONG



NISSAN ALMERA



NISSAN X-TRAIL



NISSAN NP300 NAVARA



INFINITI



INFINITI Q50

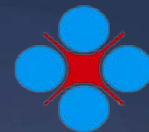


INFINITI Q70



INFINITI QX70

Core models line-up



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RENAULT
Passion for life



RENAULT KOLEOS



RENAULT CAPTUR



RENAULT FLUENCE



UD TRUCKS



UD QUESTER



UD HEAVY DUTY



UD BUS

2017 KEY INITIATIVES



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NISSAN
Innovation that excites

MALAYSIA'S BEST VEHICLE WARRANTY

7 YEARS UNLIMITED MILEAGE*

The 7-Years warranty with unlimited mileage for Nissan and Infiniti models

NISSAN
Innovation that excites

Agility x (Line-up) = Dream Team

WIN ALL-EXPENSE PAID TRIP TO EXPERIENCE UEFA CHAMPIONS LEAGUE FINAL LIVE IN CARDIFF!

NAVARA 2.5L RM16,000	TEANA 2.0L RM16,500	X-TRAIL 2.0L RM16,000	SERENA i 2.0L RM16,000	GRAND LIVINA 2.0L RM16,000
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Nissan 2017 UEFA Sales Campaign

STAR WARS
IN CINEMA DECEMBER 14

NISSAN INTELLIGENT MOBILITY

THE JOURNEY CONTINUES WITH NISSAN

TAKE ON THE GALAXY

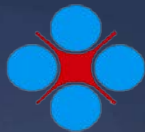
WIN Money-Carb-Buy **STAR WARS: THE LAST JEDI!** Special Holiday Trip to Creative!

SPECIAL GALAXY BONUS
Special RM6,000*
Special RM4,500*

7 YEARS UNLIMITED MILEAGE*

NISSAN
Innovation that excites

Nissan Star Wars sales campaign



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2017 KEY INITIATIVES



1 millionth Nissan rolled out in 2017



Launched local assembly model of Renault Captur



Launched the new UD Trucks Croner truck

2017 KEY INITIATIVES – Indo-China



TAN CHONG



New Nissan X-Trail
launched in
Indo-China markets



Tan Chong's Myanmar plant
start production of Nissan
Sunny



Introduction of the new 2017
Nissan Navara Premium In
Cambodia in March 2017



Motor Trading in Numbers – Malaysia



TAN CHONG

85 Showrooms

72 Service centres

3 Plants

TOTAL BRANCHES



28,165

TOTAL VEHICLES SOLD



Over 600,000

TOTAL VEHICLES SERVICED



Motor Trading in Numbers – Indochina



TAN CHONG

28 Showrooms

6,942

TOTAL VEHICLES SOLD

27 Service centres



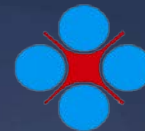
TOTAL BRANCHES

Over 13,000

TOTAL VEHICLES SERVICED



Current Business Presence in Malaysia & Indo-China



TAN CHONG



Myanmar

*1 Plant, 1 Showroom, 3 Dealers,
1 Service Centre, 3 Appointed Service Centres*



Vietnam

*1 Plant, 1 Showroom, 17 Dealers,
17 Appointed Service Centres*



Laos

*3 Showrooms, 2 Dealers, 2 Service Centres,
1 Appointed Service Centres*



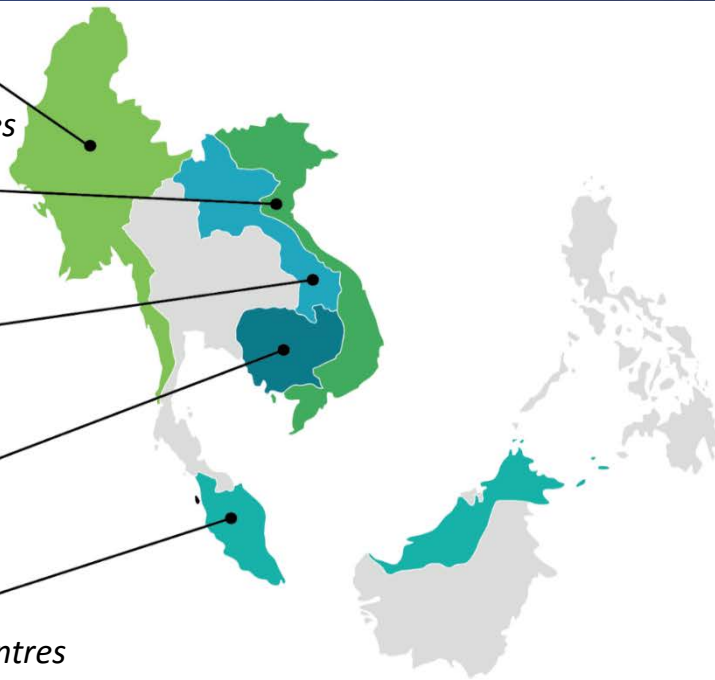
Cambodia

2 Showrooms, 3 Service Centres



Malaysia

*3 Plants, 85 Showrooms, 49 Dealers,
90 Service Centres, 51 Appointed Service Centres*





2018 Outlook

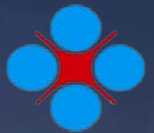


TAN CHONG

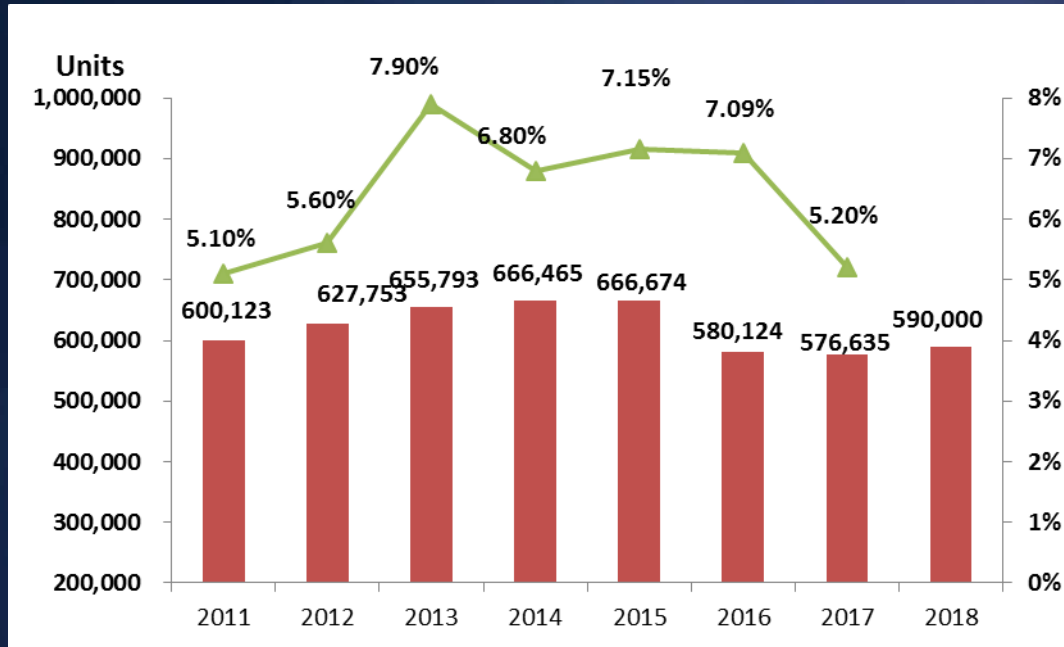
- Malaysia automotive market expected to remain challenging
- Regional automotive market expected to be buoyant
- Regain Tan Chong competitive position revitalised by new models



2018 Outlook: Malaysia – Total Industry Volume



TAN CHONG



- TIV forecast for 2018 – 590,000 units vs 2017 – 576,635 units
- TIV improved by 2.3%
- Expect the automotive market to remain challenging and competitive in 2018

1H 2018 KEY INITIATIVES



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Launched local assembly model of ALL New Nissan Serena S-Hybrid



Indo-China sales campaigns



New local assembly model of UD Trucks Croner truck line-off

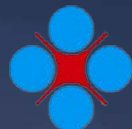


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Thank You



DISCLAIMER



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