



TAN CHONG MOTOR HOLDINGS BERHAD

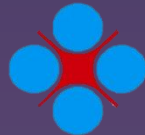
(Company No. 12969-P)

47TH

ANNUAL GENERAL MEETING

30 MAY 2019



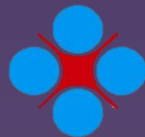


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1. 2018 PERFORMANCE OVERVIEW & KEY HIGHLIGHTS

2. 2019 OUTLOOK





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2018 PERFORMANCE OVERVIEW & KEY HIGHLIGHTS

*Financial
Performance*

2018 FINANCIAL SNAPSHOT



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REVENUE

RM4,858 million



PROFIT
BEFORE TAX

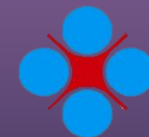
RM179 million



NET ASSETS
PER SHARE

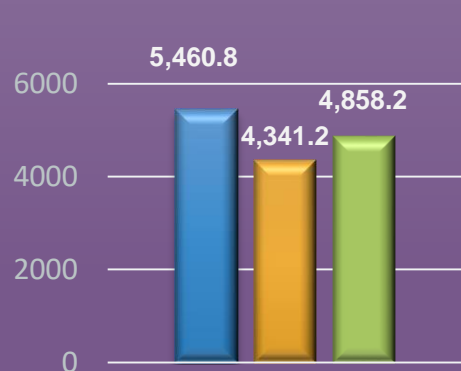
RM4.35

KEY PERFORMANCE INDICATORS

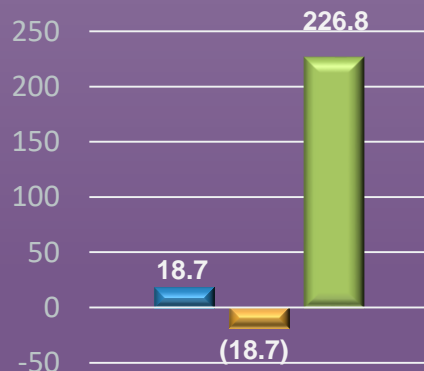


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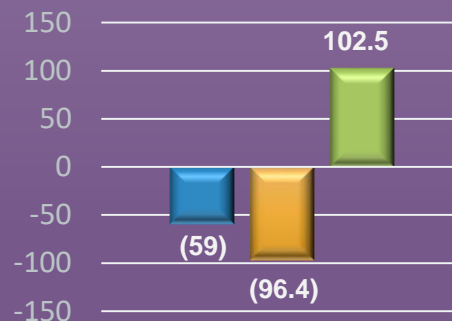
Revenue



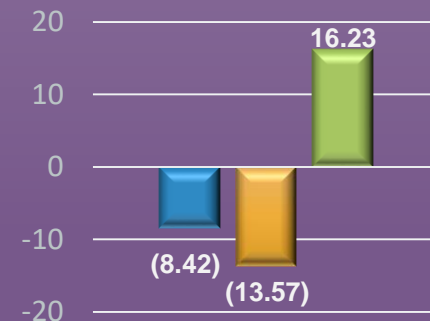
Operating (Loss) / Profit



(Loss) / Profit After Tax



(LPS) / EPS (Sen)



RM' MILLION



2016



2017



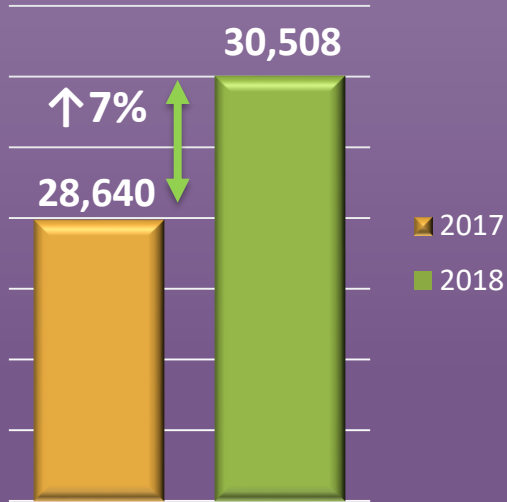
2018

SALES PERFORMANCE (Y-O-Y)



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(Y-O-Y)



Malaysia

NISSAN

28,701 Units
↑ 6%

RENAULT
Passion for life

862 Units
↑ 46%

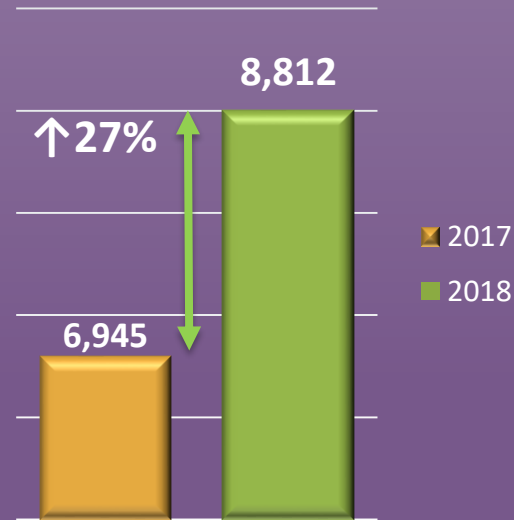
UD TRUCKS

903 Units
↑ 4%

INFINITI
EMPOWER THE DRIVE

42 Units
↑ 45%

(Y-O-Y)



Indo-China

Vietnam

6,687 Units
↑ 22%

Laos

1,037 Units
↑ 22%

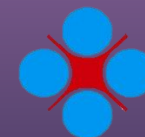
Cambodia

594 Units
↑ 55%

Myanmar

494 Units
↑ 126%

GROUP RESULTS SUMMARY



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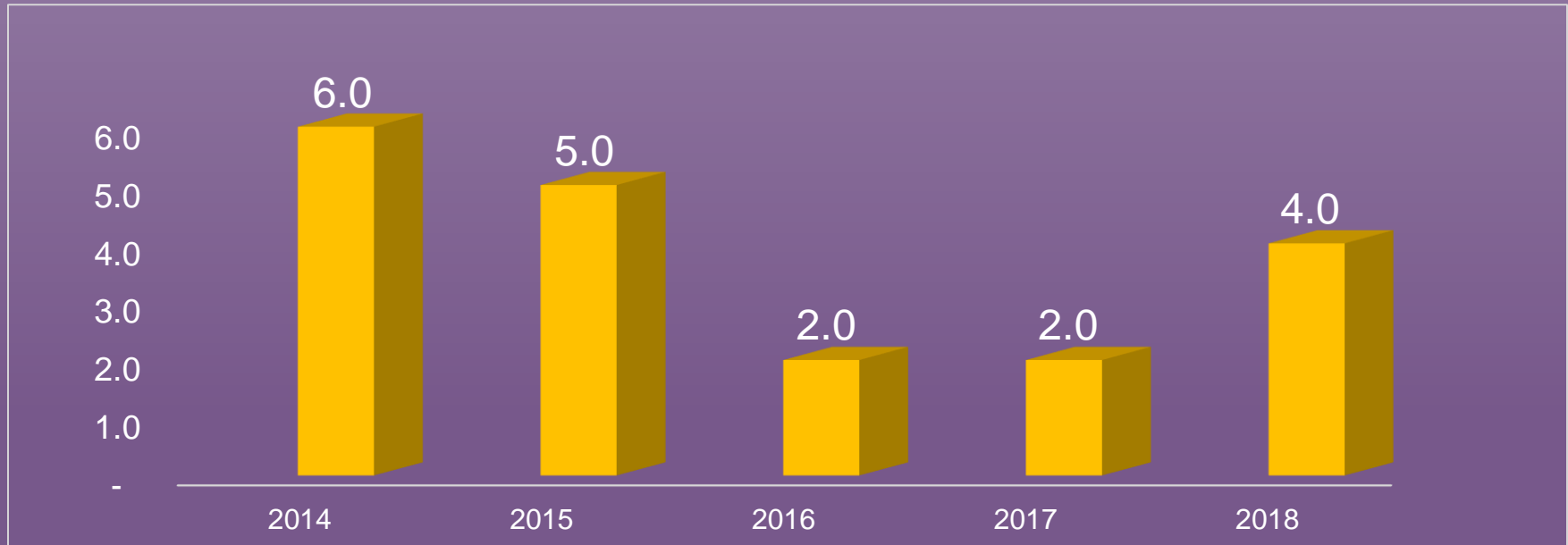
In RM'000 (Unless Stated Otherwise)	2017	2018	2018 vs 2017
Revenue	4,341,228	4,858,206	12%
Operating (Loss)/Profit	(18,709)	226,798	1,312%
(Loss)/Profit Before Tax	(72,811)	178,586	345%
(Loss)/Profit After Tax	(96,389)	102,537	206%
(Loss)/Profit Attribute to Owners of the Company	(88,597)	105,932	219%
(Loss)/Earnings Per Share (Sen)	(13.57)	16.23	219%

RETURNS TO SHAREHOLDERS

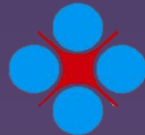


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Net Dividend Per Share (sen)



The Group Continued To Distribute Dividend To Shareholders



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2018 PERFORMANCE OVERVIEW & KEY HIGHLIGHTS

Key Highlights

Core models line-up



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**NISSAN SERENA
S-HYBRID**



NISSAN NAVARA



NISSAN X-TRAIL FL



NISSAN NV350 URVAN



NISSAN TERRA



UD QUESTER



UD CRONER



UD KUZER



RENAULT CAPTUR



INFINITI Q60 SPORTS

2018 KEY HIGHLIGHTS



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**All-New Nissan Serena
S-Hybrid launched**



**First UD Croner CKD
Line-off**



**KLIMS 2018 with "Nissan
Intelligent Mobility"**

2018 KEY HIGHLIGHTS



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**Renault Koleos Signature:
“Best Large Size
SUV/Crossover (5 seater)”
at the Carsifu Editor’s
Choice Awards 2018.**

**TQ Alpha X12 going
places**

**Tax holiday sales with
0% GST**

2018 KEY HIGHLIGHTS – Indo-China



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All-New Nissan Terra 7-Seater SUV launched



New Nissan Navara Premium Plus launched



All-New Nissan Urvan 350 launched

2018 KEY HIGHLIGHTS – Indo-China



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The Nissan Test Drive
Carnival in Cambodia



Opening of New Nissan
Showroom in Phnom
Penh & Introduction of
New Urvan



Nissan Caravan in Laos
A Unique Experience
for Laos Customers

2019 OUTLOOK



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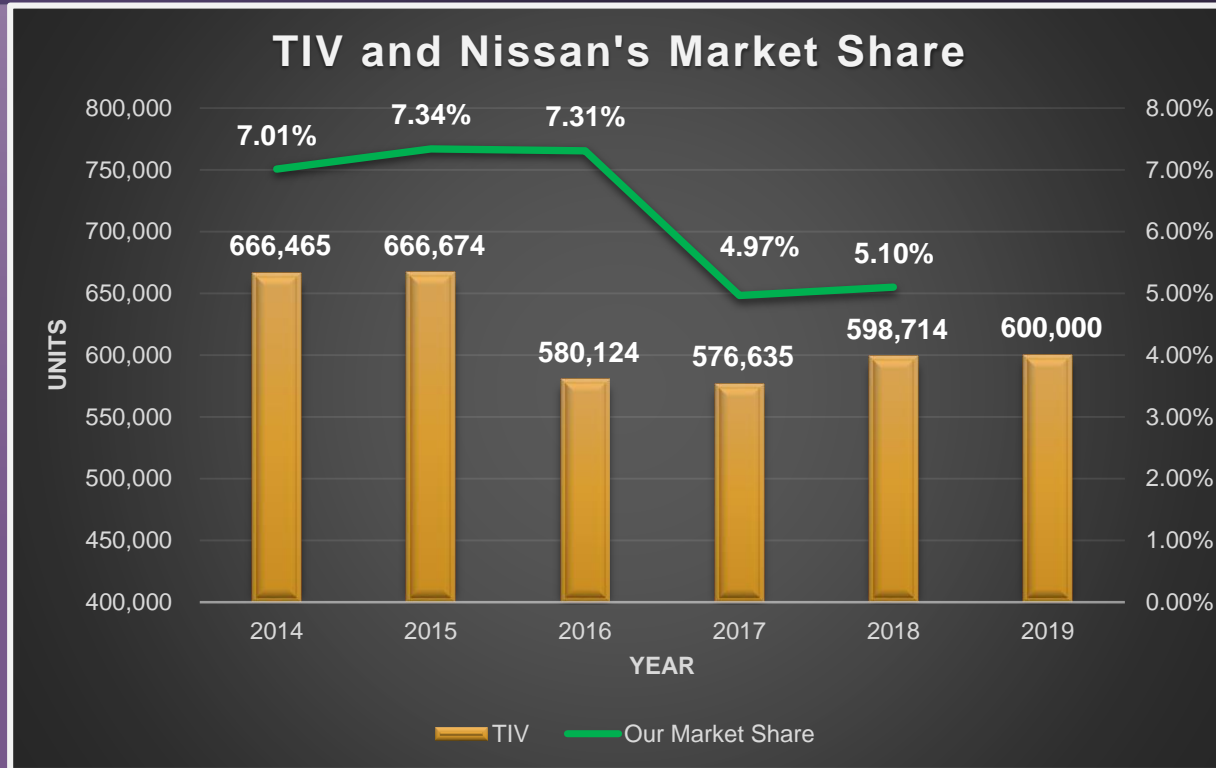
- ❖ Malaysia automotive market expected to remain challenging & highly competitive.
- ❖ Continue to diversify our base in the regional markets.
- ❖ Sustain Tan Chong's competitive position with coming new models.



2019 Outlook: Malaysia Total Industry Volume (TIV)



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- ❖ TIV forecast for 2019 is 600,000 units vs 598,714 units in 2018.
- ❖ TIV improved by 0.2%
- ❖ Expect challenging and competitive market in 2019.

Source: Malaysia Automotive Association

1H 2019 KEY HIGHLIGHTS



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Nissan X-Trail FL
launched



King Long Bus
launched



All New Renault
Megane R.S. preview



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Thank You