



TAN CHONG MOTOR HOLDINGS BERHAD
Registration No.: 197201001333 (12969-P)

48TH ANNUAL GENERAL MEETING

6 AUG 2020



**1. 2019 FINANCIAL
PERFORMANCE**

**2. 2019 KEY
INITIATIVES**

**3. 2020 OUTLOOK &
KEY INITIATIVES**





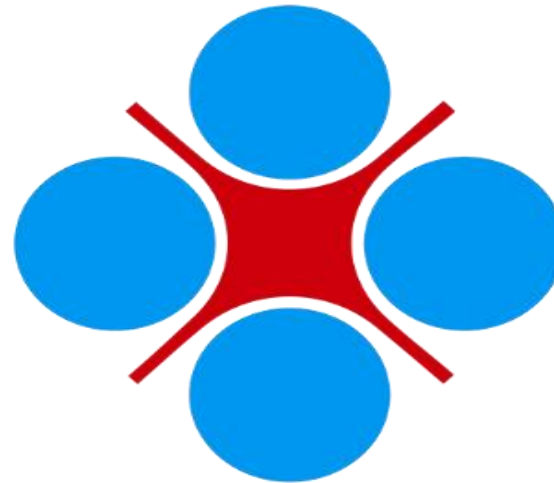
2019 FINANCIAL PERFORMANCE

2019 Financial Snapshot

Revenue

RM 4,172 million

Earnings per Share
6.69 sen



Profit before Tax
RM 114 million

Net Asset

RM 3,008 million



Performance

Malaysia

30,185

-25%

567

Renault
Subscription

22,112
Retail
Sales

2018

2019



21,239 units
-26%



446 units
-34%



Retail Sales

423 units
-51%



Subscription

567 units

Indochina

8,805

+2%

8,982

2018

2019



6,366 units
-5%

Vietnam



1,199 units
+17%

Myanmar



729 units
+23%

Laos



688 units
+39%

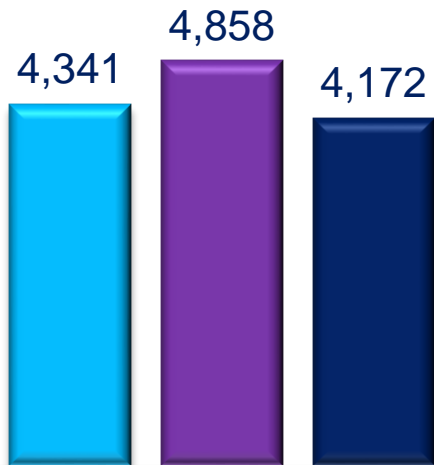
Cambodia



Key Financial Indicators

Revenue

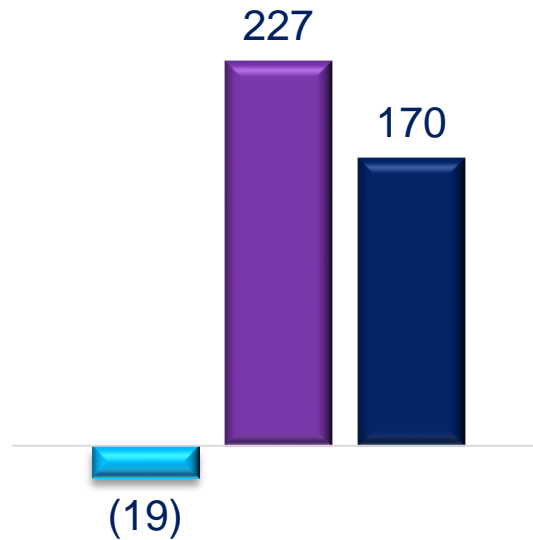
RM million



2017 2018 2019

Operating (Loss) / Profit

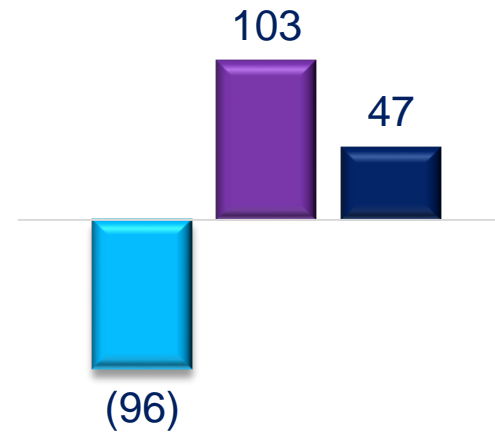
RM million



2017 2018 2019

(Loss) / Profit after Tax

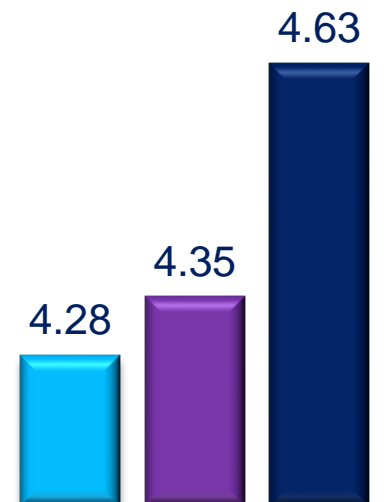
RM million



2017 2018 2019

Net Asset per Share

RM



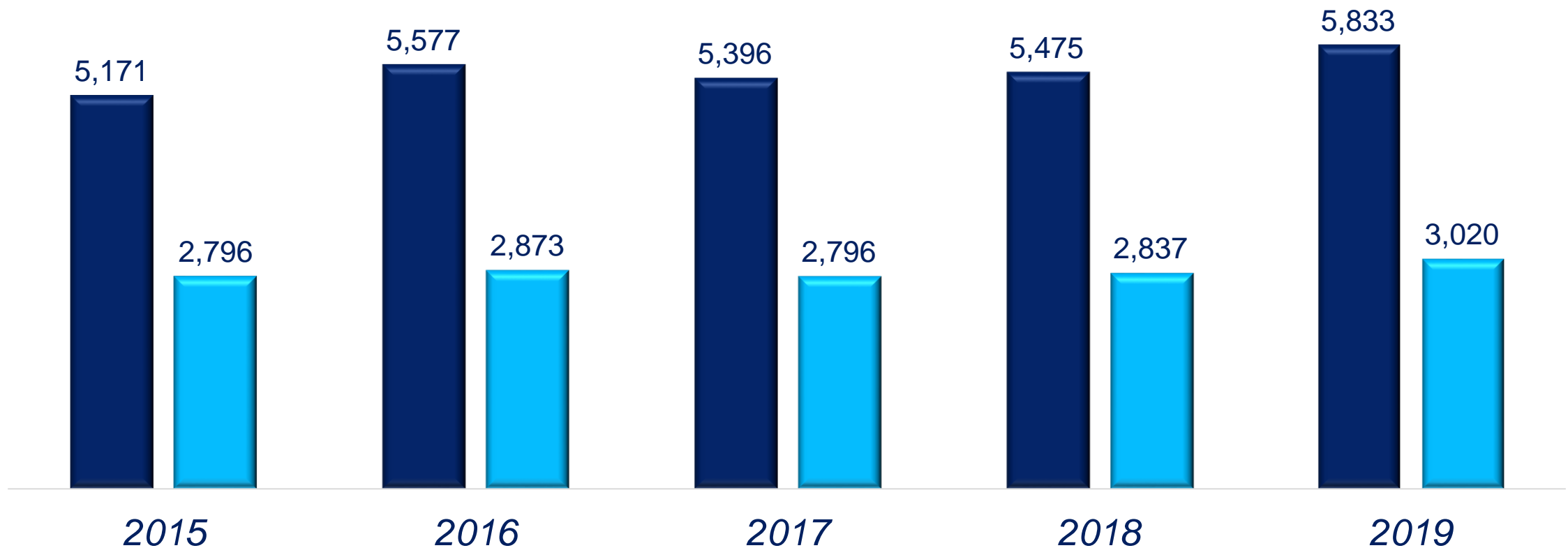
2017 2018 2019



Financial Position

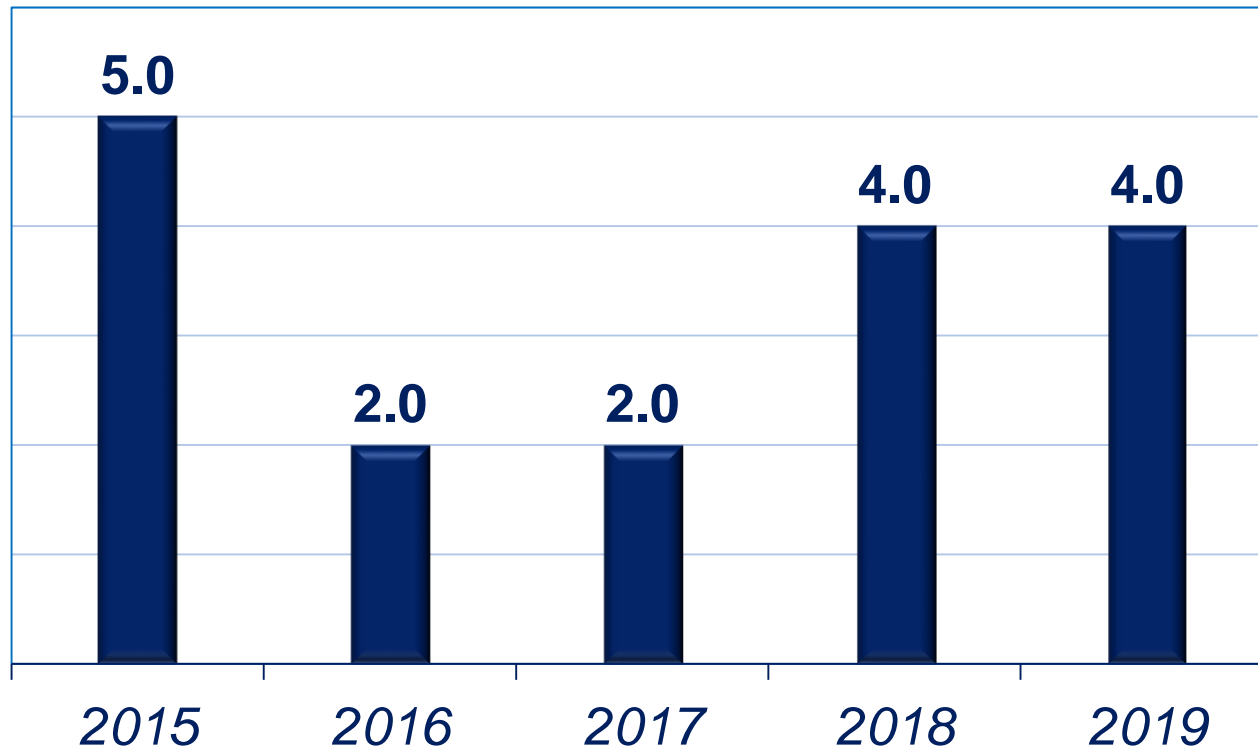
■ Asset ■ Shareholders' Equity

RM million



Returns to Shareholders

Dividend per Share (sen)



4 sen
Dividend per Share

RM 26.1 million
2019 Total Payout





2019 KEY INITIATIVES

Core Models Line-up



Nissan Serena S-Hybrid



Nissan Navara



Nissan X-Trail



Nissan NV350 Urvan



Nissan Terra



King Long Bus



UD Croner



UD Kuzer



Renault Captur



Renault Koleos



2019 Key Initiatives - Malaysia

Launch of DriveOn Mobile App Customer Connectivity



App Features:

- ✓ Schedule service appointment
- ✓ Navigation to TCEAS outlet
- ✓ Service history record
- ✓ Service package information
- ✓ Parts and price estimation
- ✓ Service reminders
- ✓ Easy roadside assistance
- ✓ Promotions



2019 Key Initiatives - Malaysia

Nissan Launch



**Nissan Serena
S-Hybrid
Launched in 2018**



**Nissan X-Trail
Hybrid
Launched in 2019**



**Nissan Leaf
Full Electric Vehicle
Launched in 2019**



2019 Key Initiatives - Malaysia



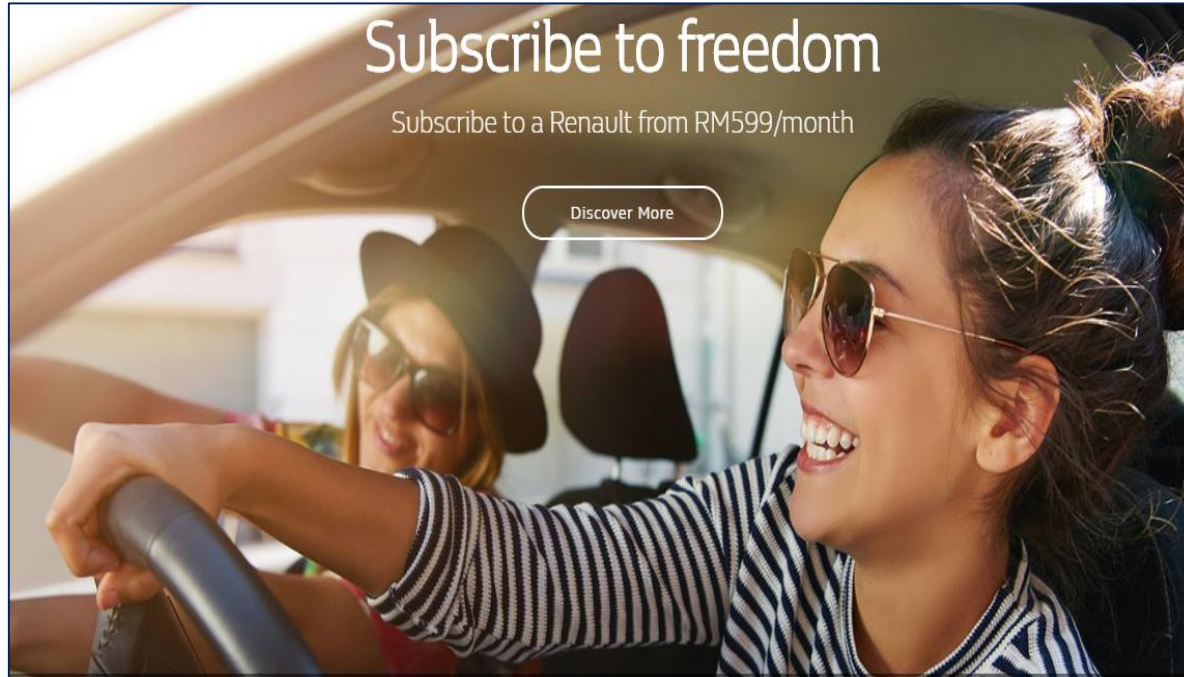
RENAULT
Passion for life



New Mobility Solution

Renault Subscription

1st in Malaysia



2019 Key Initiatives - Malaysia

Renault Launch



Renault Subscription



Renault Megane R.S.



2019 Key Initiatives - Malaysia

New Truck and Bus Model Launch



King Long Bus



UD New Quester



2019 Key Initiatives - Indochina

Automotive Assembly Plants



**New Assembly Plant
in Bago, Myanmar**



**Plant Expansion
in Danang, Vietnam**



2019 Key Initiatives - Indochina

Expansion of Sales and Distribution Network



**New Nissan Showroom In
Phnom Penh, Cambodia**



**New Nissan 3S Centre in
Savannakhet, Laos**

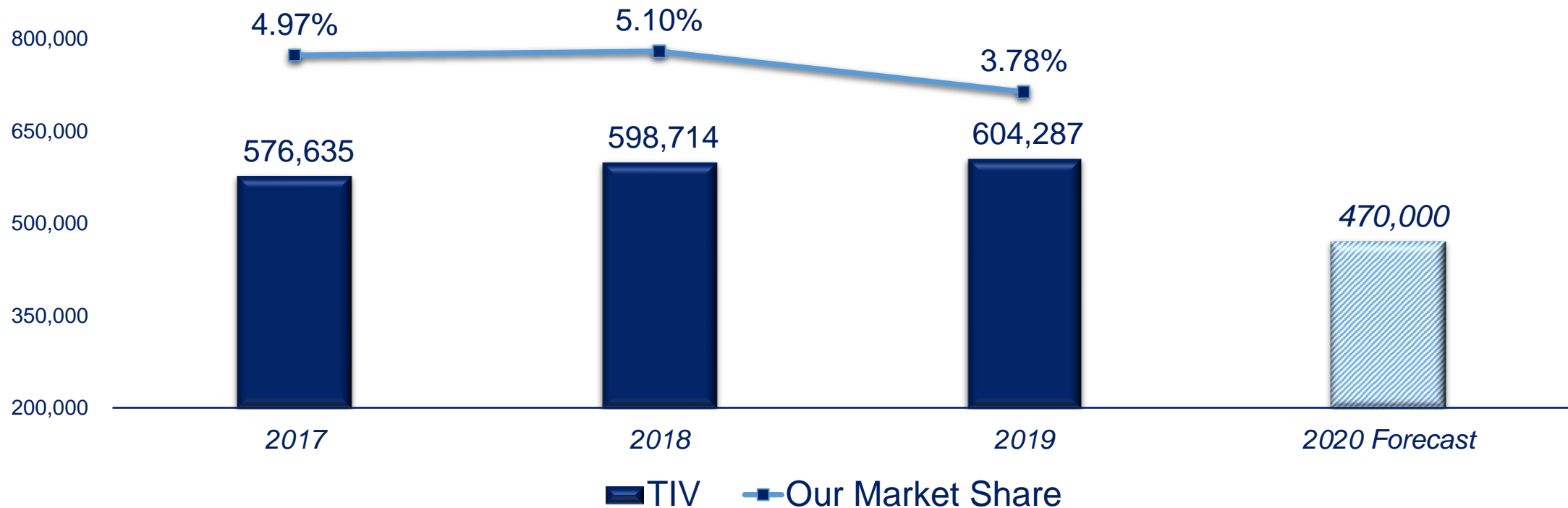




**2020
OUTLOOK
&
KEY INITIATIVES**

Malaysia Total Industry Volume (TIV)

TIV and Our Market Share



1. Business Sustainability



**Supporting the
Community**

Doing our part to help

RMCO

ReMarkable Car Offers

OWN A NISSAN WITH FULL TAX EXEMPTION AND IRRESISTIBLE OFFERS NOW!



**ALMERA
1.5L E AUTO**

SELLING PRICE	RM 69,888*
SALES TAX EXEMPTION	RM 4,189**
ADDITIONAL REBATE	RM 6,000***
TOTAL SAVINGS	RM 10,189
NETT PRICE	RM 59,699****

MONTHLY INSTALLMENT	FROM RM 610
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NEW 100% Term Financing For Graduate Students!



**SERENA S-HYBRID
2.0L HIGHWAY STAR**

SELLING PRICE	RM 132,888*
SALES TAX EXEMPTION	RM 5,364**
ADDITIONAL REBATE	RM 7,000***
TOTAL SAVINGS	RM 12,364
NETT PRICE	RM 120,524****

MONTHLY INSTALLMENT	FROM RM 1,230
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**X-TRAIL
2.0L 2WD**

SELLING PRICE	RM 133,888*
SALES TAX EXEMPTION	RM 5,258**
ADDITIONAL REBATE	RM 7,000***
TOTAL SAVINGS	RM 12,258
NETT PRICE	RM 121,630****

MONTHLY INSTALLMENT	FROM RM 1,241
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**NAVARA
2.5L SE AUTO**

SELLING PRICE	RM 103,888*
SALES TAX EXEMPTION	NOT APPLICABLE
ADDITIONAL REBATE	RM 12,000***
TOTAL SAVINGS	RM 12,000
NETT PRICE	RM 91,888****

MONTHLY INSTALLMENT	FROM RM 937
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Call 1800 88 3838 for more information.

Terms & conditions apply.

*Inclusive 10% Sales Tax without insurance, valid for private individual registration in Peninsular Malaysia only. **Effective 15th June - 31st December 2020 for passenger cars only. ***Valid for private individual registration from 1st - 31st July 2020. ****Inclusive Sales Tax exemption and rebate without insurance only. Other terms and conditions apply. Monthly installment based on nett price with 2.9% interest rate for 9 years loan tenure, valid for selected models or variants of 2019 or 2020 stock and subject to change. Murabahah Vehicle Term Financing (MVT-F) package is applicable for fresh graduate students with degree certificate in Peninsular Malaysia only. Actual car specifications may vary from pictures shown.

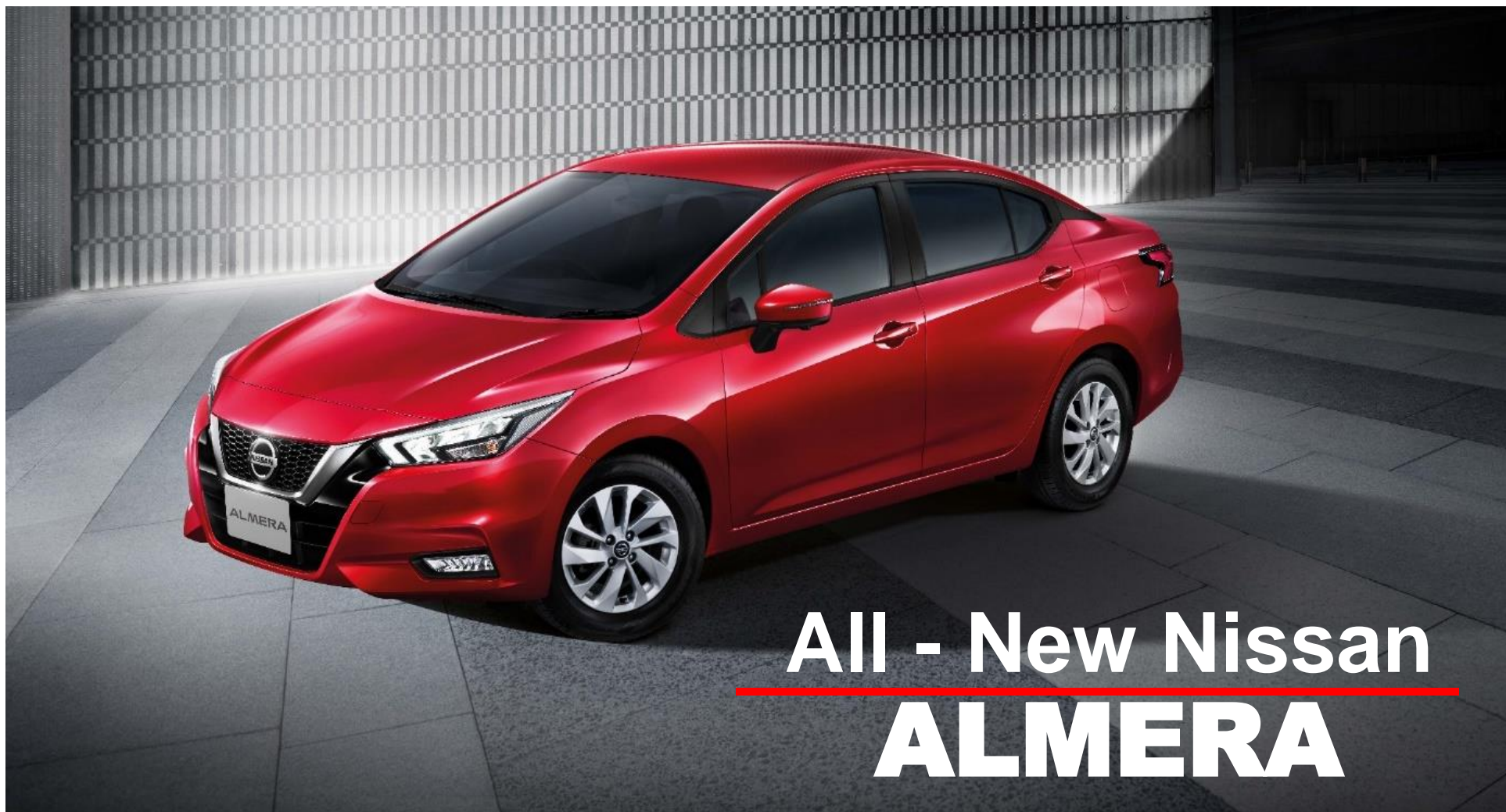


**Rejuvenating our
business**

Doing business in the new normal



2. Improve Competitiveness in Domestic Market

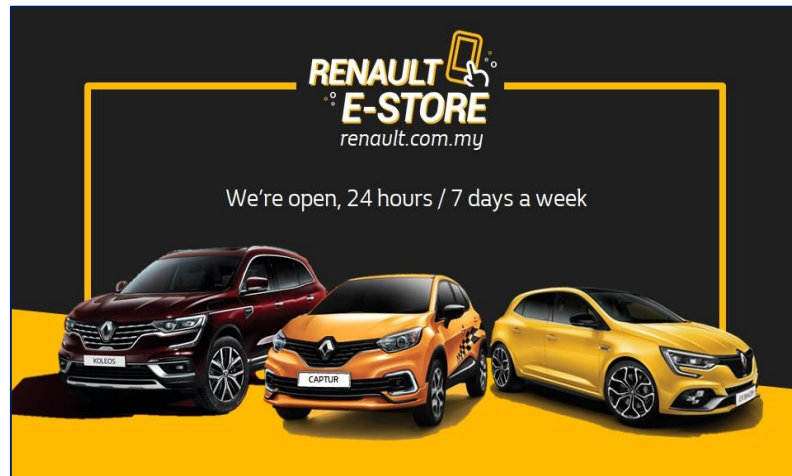


3. Leverage on Digital Technology



Nissan Online Showroom

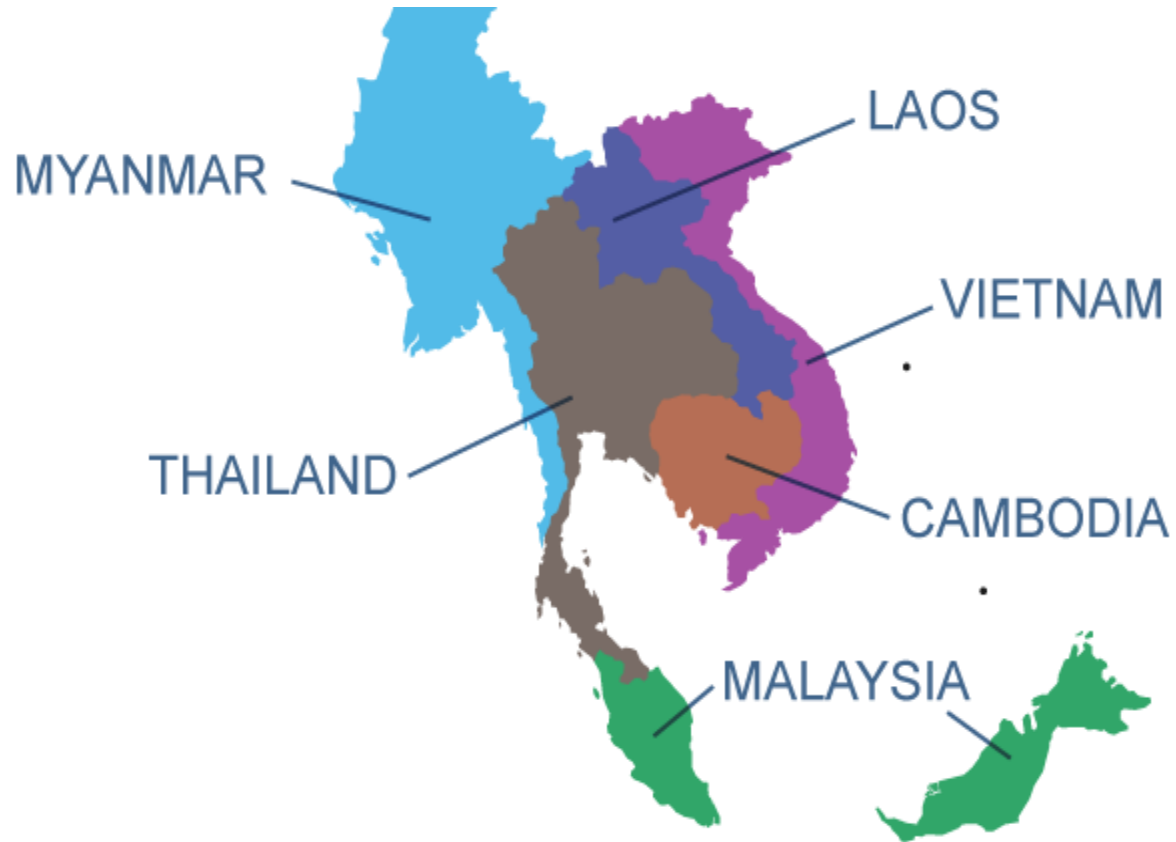
- ✓ Browse through models
- ✓ Check for latest promotions
- ✓ Sales enquires
- ✓ Booking arrangement
- ✓ Doorstep test drive



Renault Online Store

- ✓ Purchase a Renault
- ✓ Book for a test drive
- ✓ Purchase insurance
- ✓ Acquire a loan
- ✓ Trade in existing vehicle

4. Strengthen Foothold in ASEAN



Indochina Market

- ✓ Expand sales and distribution network coverage
- ✓ Expand after-sales network
- ✓ Modern automotive assembly plants



THANK YOU

DISCLAIMER

Cautionary Statement with Respect to Forward-Looking Statements

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