

**TAN CHONG MOTOR  
HOLDINGS BERHAD**

REGISTRATION NO. 197201001333 (12969-P)

**49<sup>TH</sup> ANNUAL  
GENERAL  
MEETING**

3 June 2021

**DRIVING RESILIENCE**

**1 2020 FINANCIAL  
PERFORMANCE**

**2 2020 KEY CHALLENGES  
& INITIATIVES**

**3 2021 OUTLOOK &  
KEY PLANS**



# 1 2020 FINANCIAL PERFORMANCE



# Sales and Subscription

## Malaysia

Sales Volume

22,112 units



2019

15,491 units



2020

■ 2019 ■ 2020



## Indochina

Sales Volume

8,982 units



2019

5,484 units



2020

■ Vietnam ■ Myanmar ■ Laos ■ Cambodia



## Car Subscription

Fleet Size & Subscribers

270 units



Fleet Size 2019

567 subscribers



Subscriber 2019

■ Renault Subscription ■ GoCar Subs



RENAULT SUBSCRIPTION

1,780 units



Fleet Size 2020

5,968 subscribers



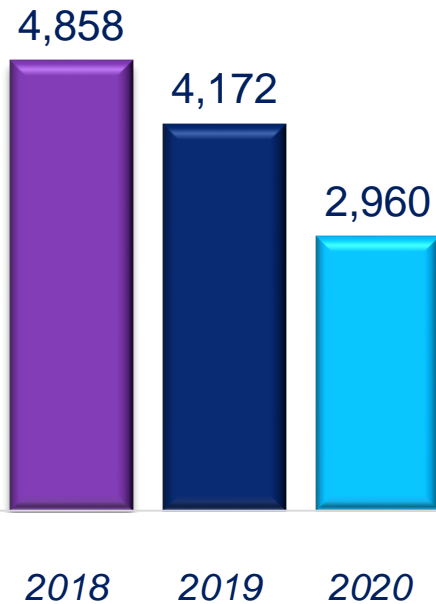
GoCar Subs



# Key Financial Indicators

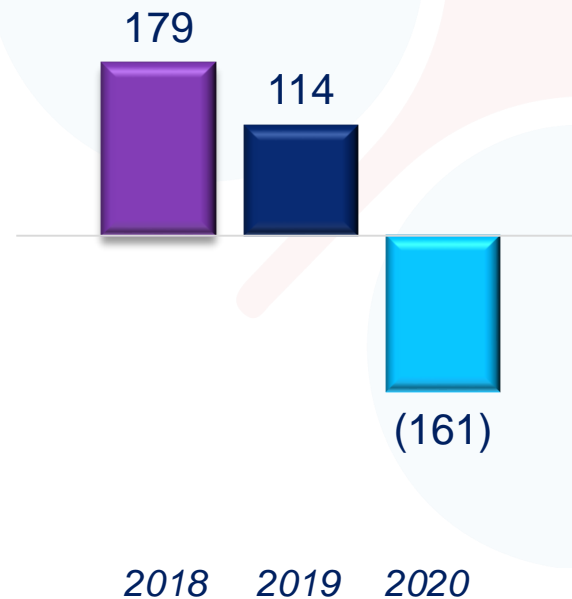
## Revenue

RM million



## (Loss) / Profit after Tax

RM million



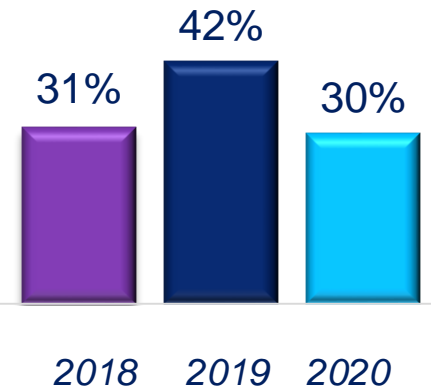
## Net Asset per Share

RM

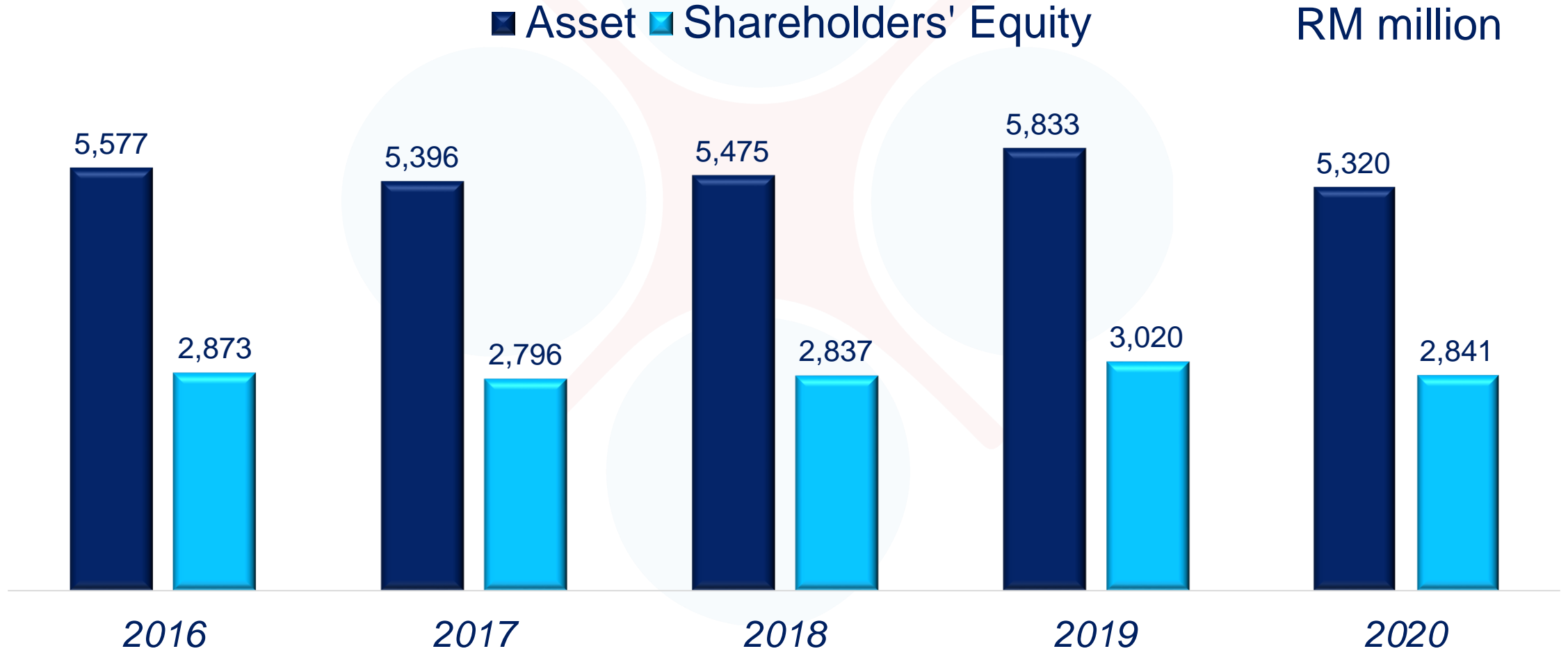


## Net Debt / Equity

Percentage

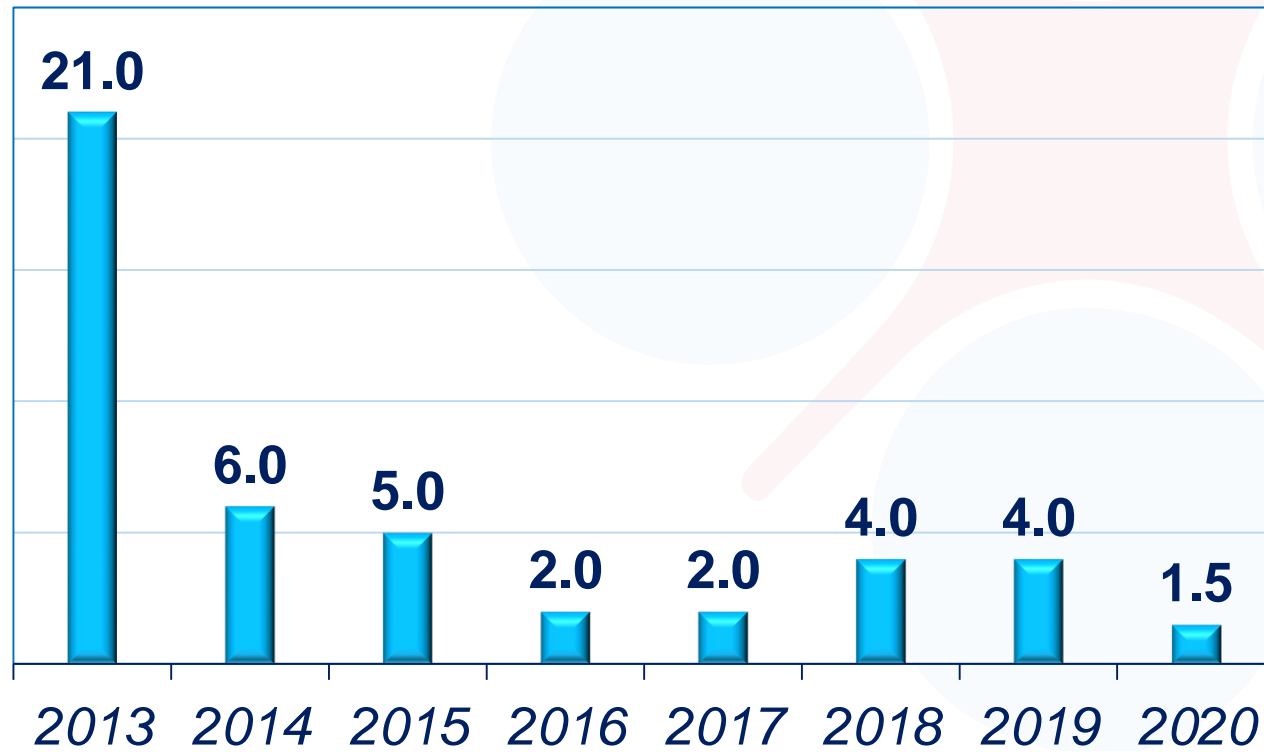


# Financial Position



# Returns to Shareholders

## Dividend per Share (sen)



**RM 9.8 million**  
2020 Total Payout

**RM 297 million**  
2013-2020 Total Payout

2

# 2020 KEY CHALLENGES & INITIATIVES





# 2020: A Review

## Covid-19 Pandemic

- COVID-19 pandemic and lockdowns affected car sales and production operations in Malaysia and the regional markets.

## Business Continuity Plans

- Various movement control orders – implemented business continuity plans to ensure business operations continued with minimal disruption by leveraging on digital technology.

## Business Recovery Plans

- Business recovery plans to stabilise the business and mitigate the business risks and social risks posed by the pandemic.

# 2020: A Review (continue)

## Market Condition

- Consumers' sentiment was cautious, especially on big-ticket items.
- Sales tax exemption, low interest rates regime, and pump-priming measures implemented by government – helped spur the automotive sales recovery in Malaysia in the second half of 2020.
- Automotive market remains highly competitive with lower TIV.

## Business Countermeasures

- Conserve liquidity – tightened CAPEX & OPEX, improved inventory position.
- Ensure better operational cash flows – cash and cash equivalents increased from RM 420mil (FY2019) to RM 752mil (FY2020).

# 2020: A Review (continue)

## Customs Bills of Demand

- Received bills of demand from the Royal Malaysian Customs Department (“RMCD”) for RM180 million.
- The Group has taken various measures to resolve the technical issues.
- The matter has been resolved amicably and expeditiously out of court with reduced amount RM 109mil.
- RM 10.8mil was paid in April 2021, with remaining balance payable via 36 monthly instalments.

## Nissan Business in Indochina

- Notwithstanding the non-renewal of Nissan business in Vietnam, our Nissan sales operations continue unaffected in the other 3 regional countries – Myanmar, Laos and Cambodia.
- Continue network expansion to strengthen our market position.

# 2020: Launching of New Nissan Model



## ALL-NEW NISSAN ALMERA TURBO

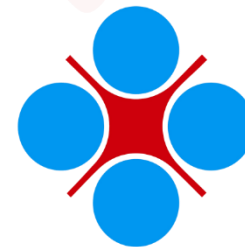
**TURBO TORQUE, TECH ADVANCED**



# 2020: Launching of SAIC MG in Vietnam



- Appointed by Shanghai Automotive Industry Corporation (SAIC) as exclusive importer and distributor of MG brand for the Vietnam market.
- Launched 2 models in July 2020:  
MG ZS – B-segment SUV  
MG HS – C-segment SUV
- Network with 21 dealers.



# 2020: Buses for Overseas Market



- King Long 29-seater and 35-seater buses in Vietnam.
- For commercial customers running medium-distance transport service.

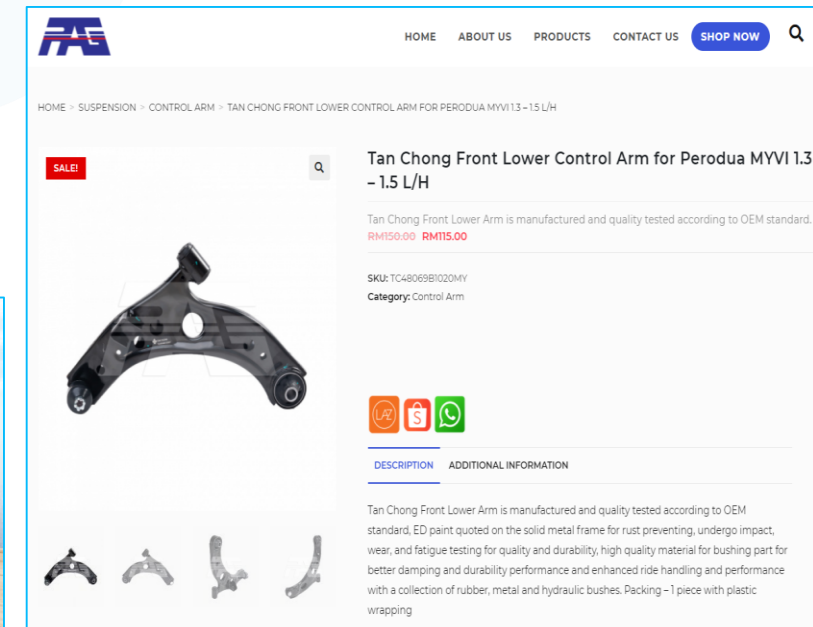
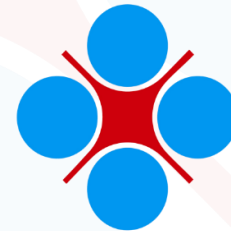
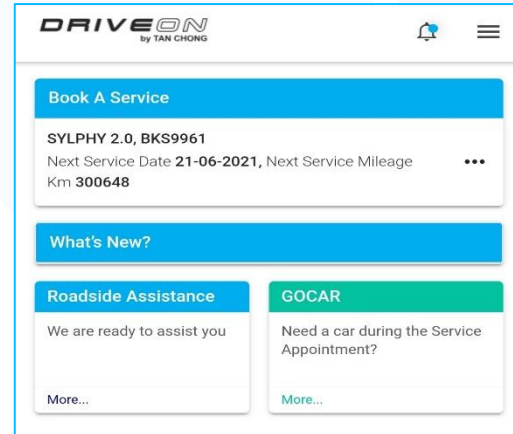
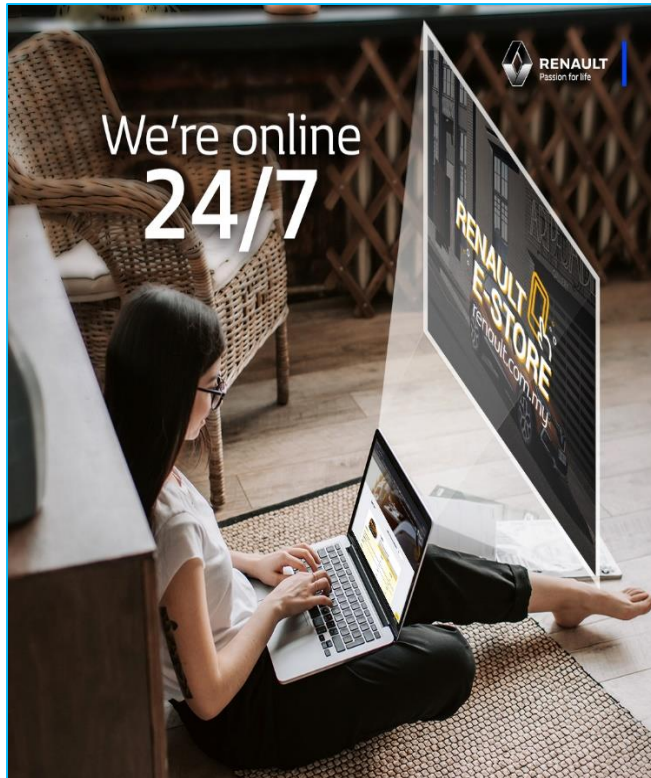


- TQ M5 microbus and M8 minibus.
- TQ is our own brand.
- Domestic and export market.

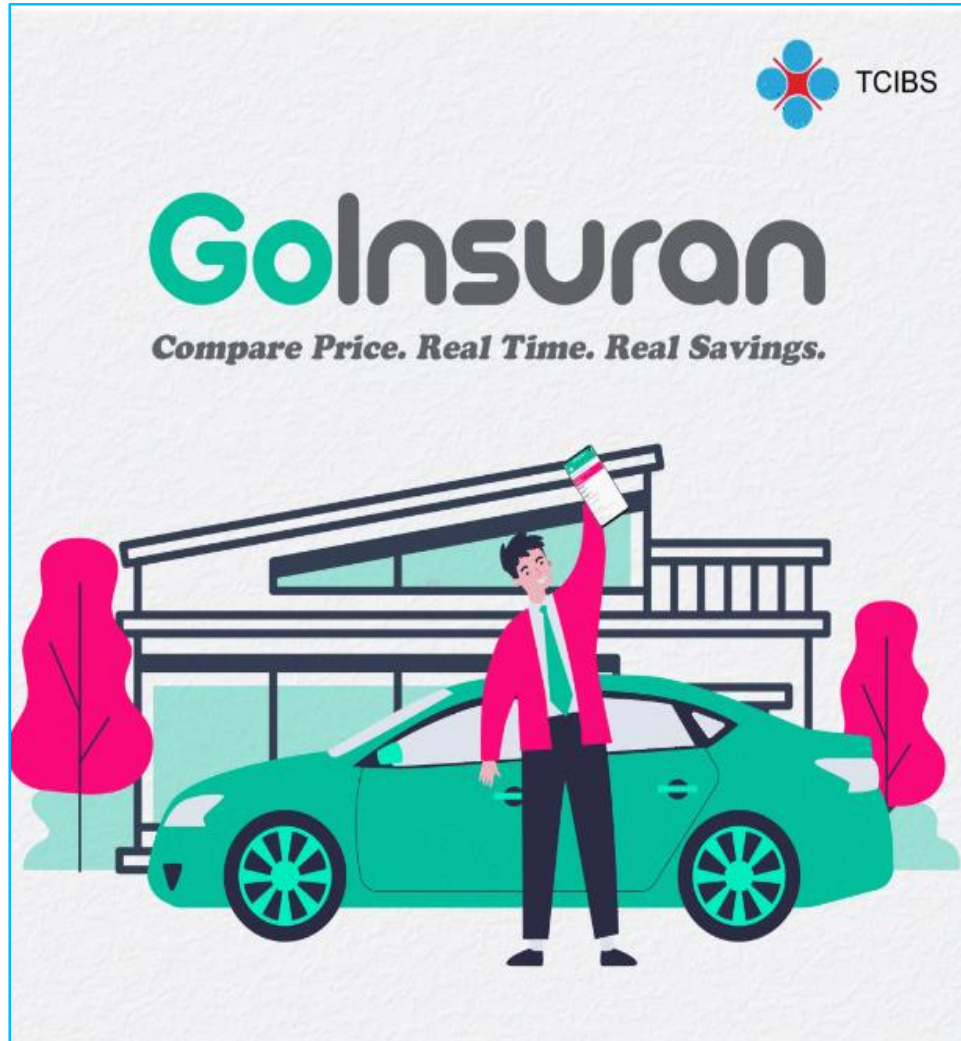
# 2020: Digital Transformation and Innovation



- Various digital tools to connect with customers.
- Operate 24/7: Nissan Online Showroom, Renault E-Store, DriveOn App, online stores in Lazada and Shopee.
- Better connectivity with customers.



# 2020: Launching of GoInsuran



- Digital tool: GoInsuran
- One-stop insurance service platform

## RENEW YOUR MOTOR INSURANCE WITH EASY PAYMENT PLAN

Ease your payment with a **6 or 12 months installment\*** payment and enjoy **0% interest & 0% processing fees.**

\*selected banks






# 2020: Car Subscription Business Continues to Grow



Frost & Sullivan Asia Pacific Best Practices Awards: Malaysia Car Subscription Company of the Year 2020

- Launched GoCar Subs.
- Renault Subscription: 5,425 subscribers, fleet size of 1,500 units.
- GoCar Subs: 543 subscribers, fleet size of 280 units.
- Creative mobility solutions.



### WHY GoCar Subs

Budget-friendly car subscription plans that cater to your needs and lifestyle.

- MARKET PLACE FOR VEHICLES**  
Subscribe to a range of vehicles in our marketplace based on your needs. We are constantly updating our range to meet your daily needs.
- ALL INCLUSIVE COSTS**  
All rates are inclusive of insurance coverage, road tax, car servicing and maintenance.
- CONVERT TO SUBSCRIPTION**  
Trade in your current car and 'own' it without the loan commitment. Or trade up for a different car, whenever you want. We make it easy.
- HUMAN TOUCH**  
Our door-to-door service provides car delivery, pick up and drop off for car service & maintenance.

18 Brands  
60 Models  
5 Plans



1 Brand  
3 Models  
3 Plans

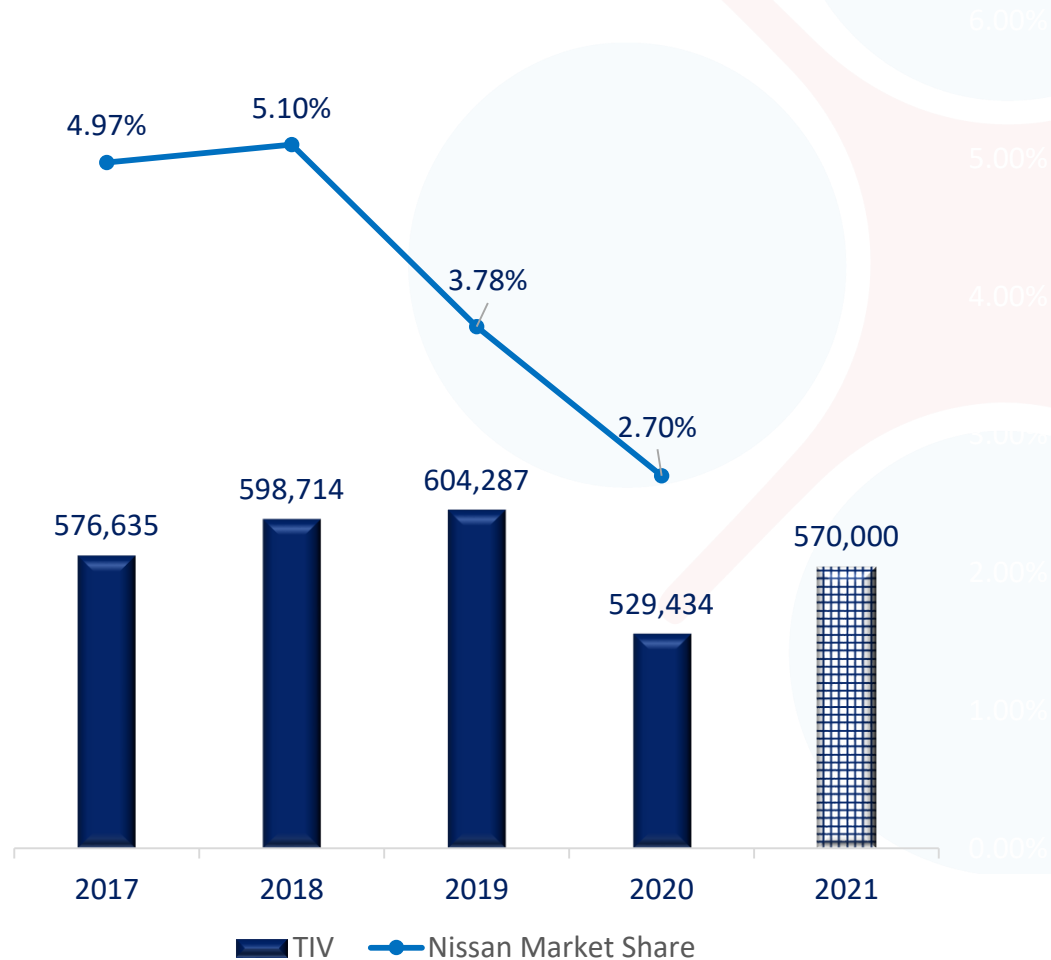


# 3 2021 OUTLOOK & KEY PLANS



# 2021: An Outlook

Malaysia TIV and Nissan Market Share



- 2021 TIV: 570,000 units.
- Expect challenging market environment.
- Business recovery and stabilisation measures continue in place.
- Ensuring the safety of our people and business assets.

# 2021: Launching of New Nissan Model



**NEW NISSAN NAVARA**

**RUGGED. STYLISH. SMART.**



# Comprehensive Models Line-up

Passenger Vehicles: Sedan, Crossover, SUV, MPV, Pickup, Sport, Electric

Commercial Vehicles: Truck and Bus



**Nissan Almera Turbo**



**Nissan X-Trail**



**Nissan Serena S-Hybrid**



**Nissan Navara MC**



**UD Qvester**



**UD Croner**



**Nissan Leaf**



**Nissan NV200**



**Nissan Terra**



**Renault Captur**



**UD Kuzer**



**TQ FDU Minibus**



**Renault Koleos**



**Renault Megane R.S**



**MG ZS MCE**



**MG HS**



**King Long Bus**



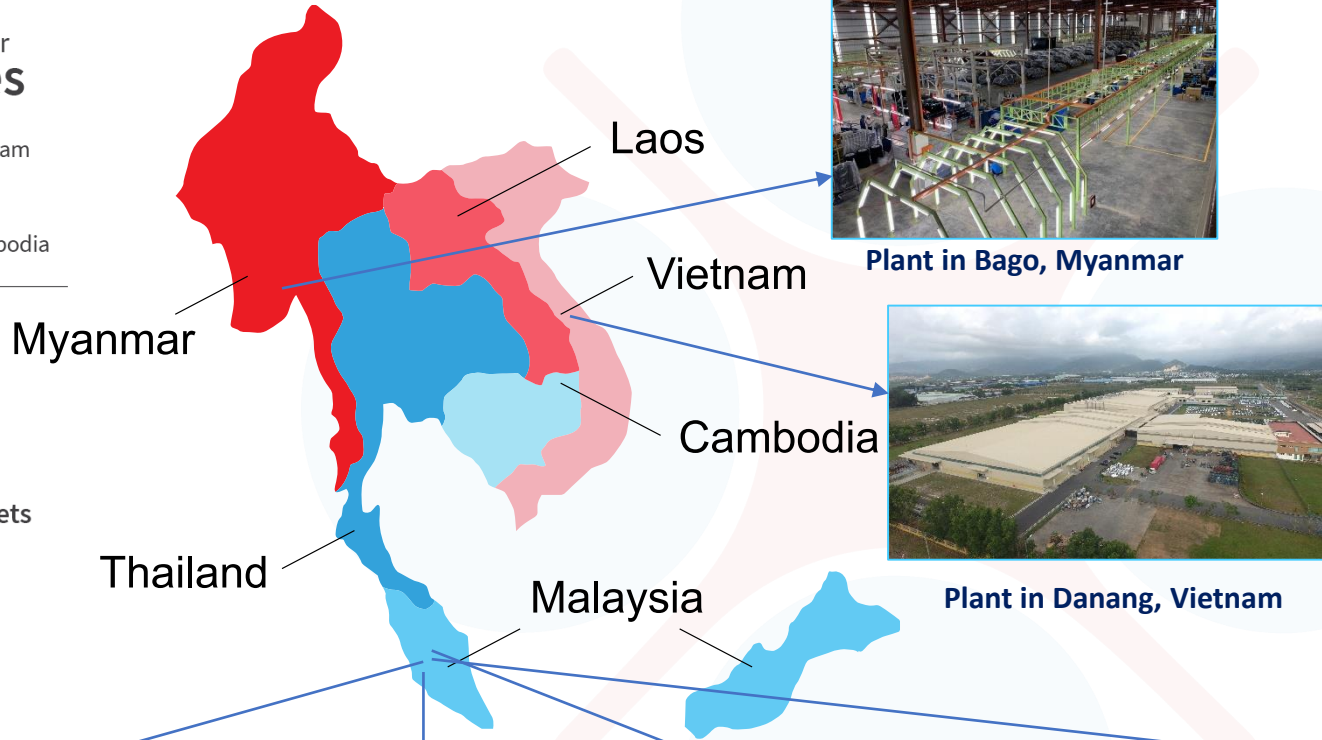
**Silverbus**

# 2021: Business Network

**6** Presence in over countries

- Malaysia
- Vietnam
- Thailand
- Laos
- Myanmar
- Cambodia

Sales network covers more than **200** strategically-located retail and service outlets



Plant in Bago, Myanmar



Plant in Danang, Vietnam

- Extensive network in Malaysia and the regional countries.
- Consist of plants, sales and after-sales network.



TCEAS Service Outlet



Bus Assembly Plant in Seri Kembangan



Plant in Serendah



E-Garage Service Outlet

# 2021: Floating Large Scale Solar Project

## Large Scale Solar Project

- Successful bid on Large Scale Solar Project by the Energy Commission of Malaysia.
- 20 MW floating solar project in Serendah.
- Part of TCMH Group's long term sustainability commitment to reduce carbon footprints.



**Thank  
You**