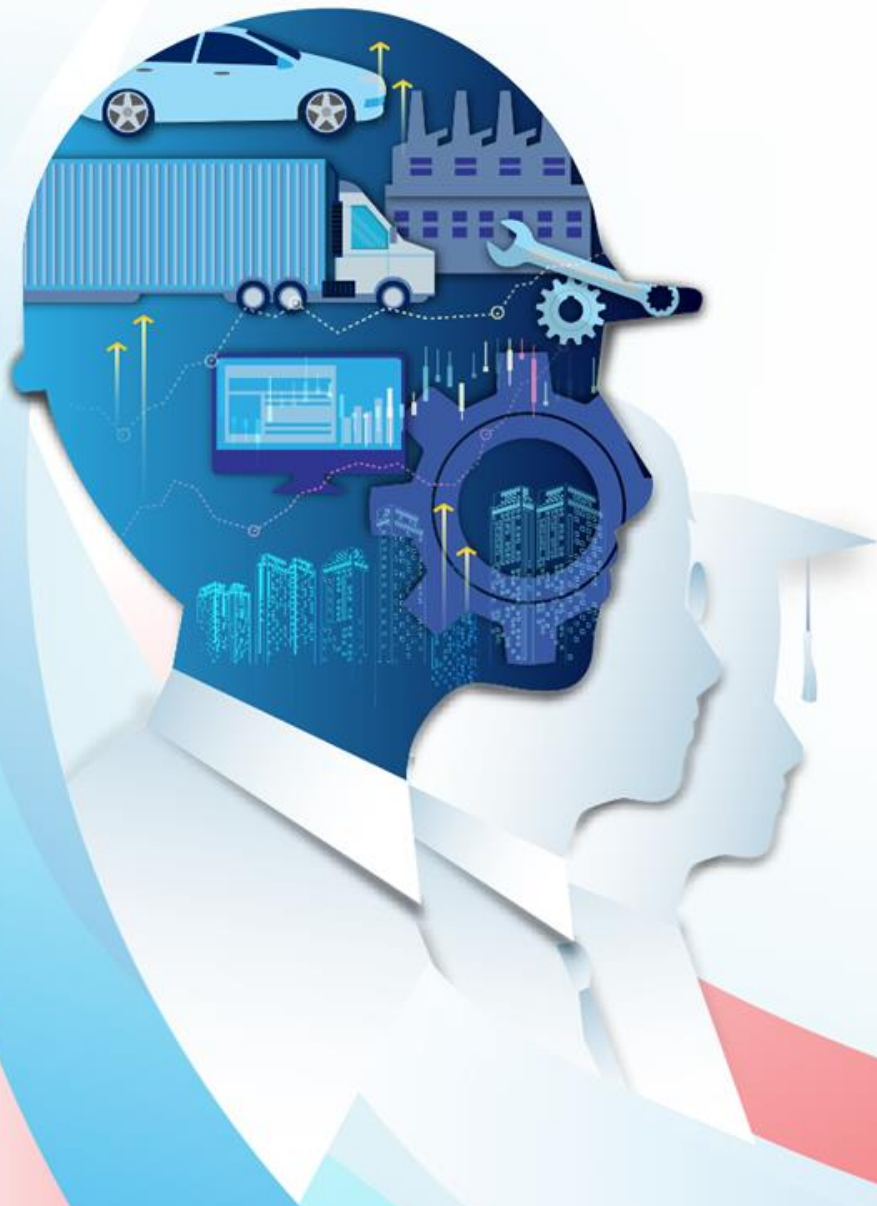




**TAN CHONG MOTOR  
HOLDINGS BERHAD**

REGISTRATION NO. 197201001333



**DRIVING RESILIENCE**

**01 JUNE 2022**



**1) 2021 FINANCIAL PERFORMANCE**

**2) 2021 KEY BUSINESS INITIATIVES**

**3) 2022 OUTLOOK & KEY PLANS**



# 2021 FINANCIAL PERFORMANCE



# VEHICLE SALES & SUBSCRIPTIONS

## Malaysia

Sales Volume

15,491 units



2020



13,205 units



2021

## Indochina

Sales Volume

5,484 units



2020

■ Vietnam ■ Myanmar ■ Laos ■ Cambodia



4,967 units



2021

## Car Subscription

Fleet Size & Subscribers

1,780 units



Fleet Size 2020

5,968 subscribers



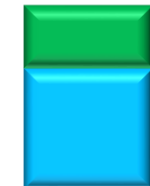
Subscriber 2020

■ Renault Subscription ■ GoCar Subs



RENAULT SUBSCRIPTION

2,843 units



Fleet Size 2021

GoCar Subs



(Multi-brands Subscription)

4,463 subscribers

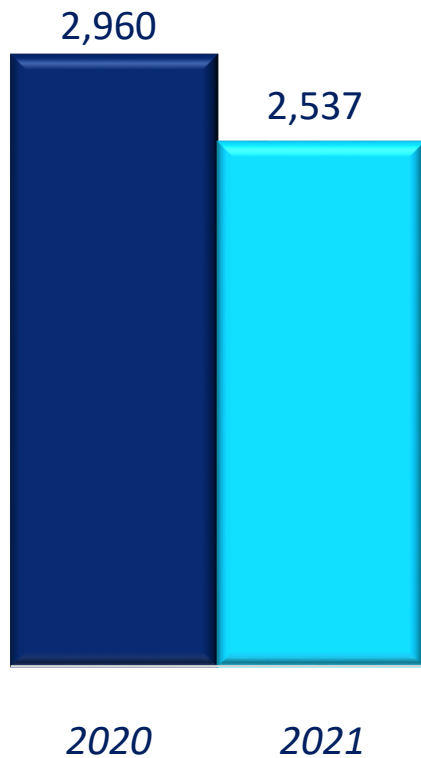


Subscriber 2021

# KEY FINANCIAL INDICATORS

## Revenue

*RM million*



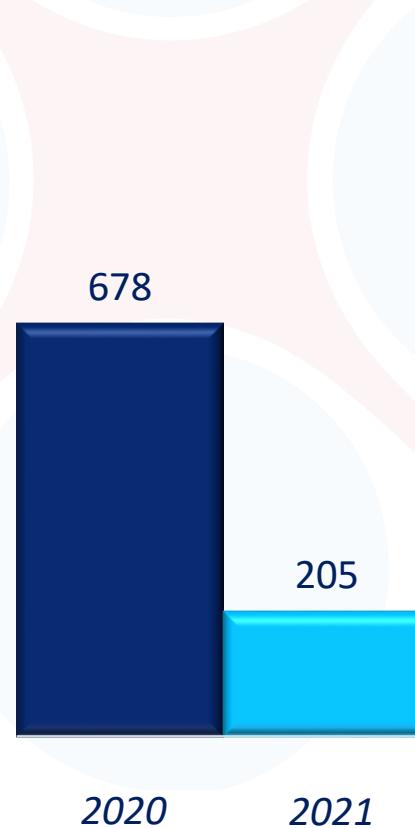
## (Loss)/Profit before Tax

*RM million*



## Operating Cash Flow

*RM million*



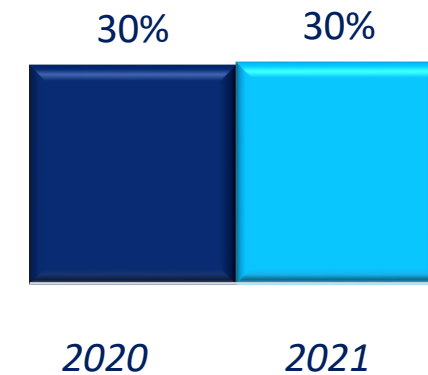
## Net Asset per Share

*RM*

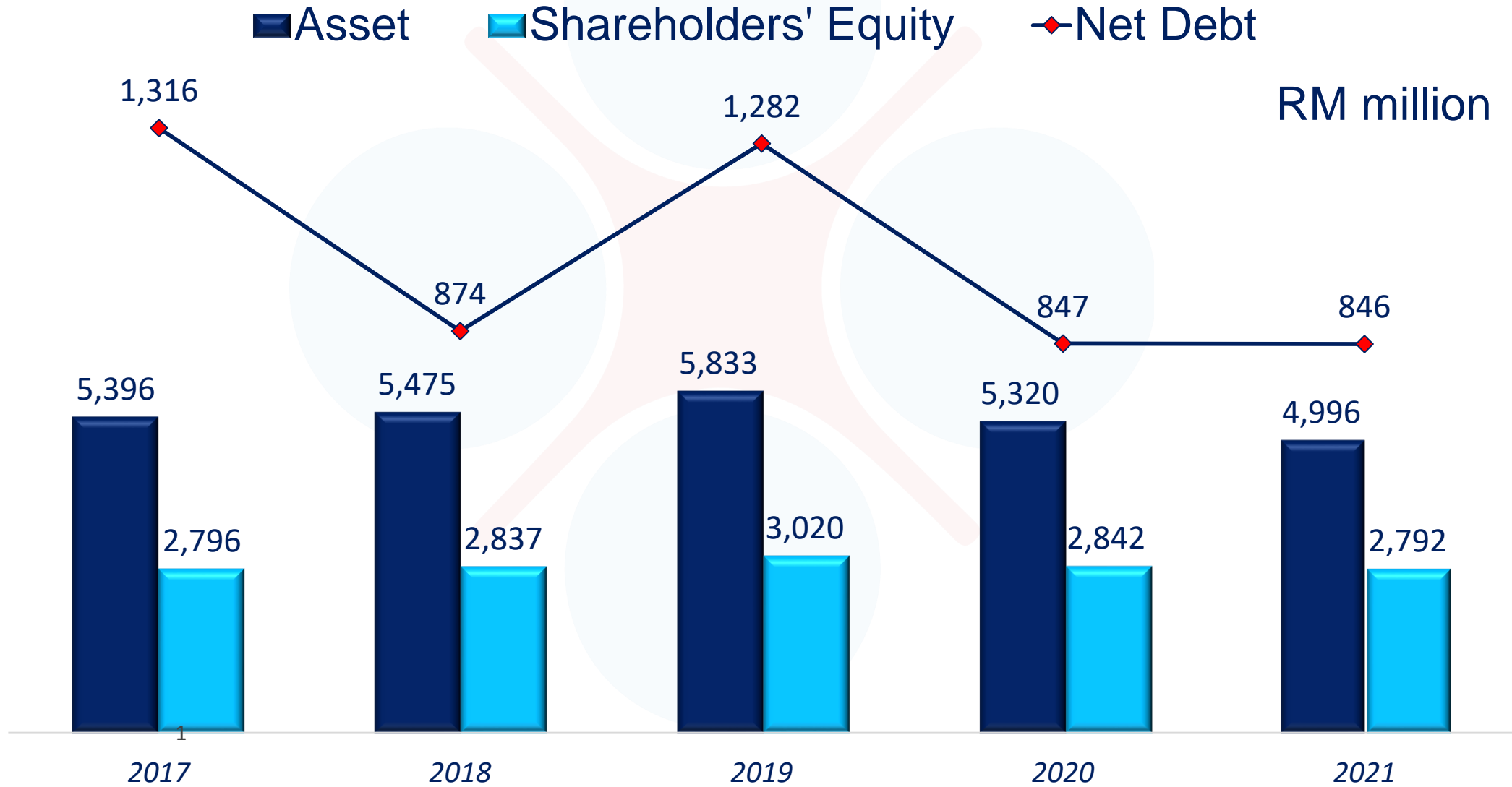


## Net Debt/Equity

Percentage

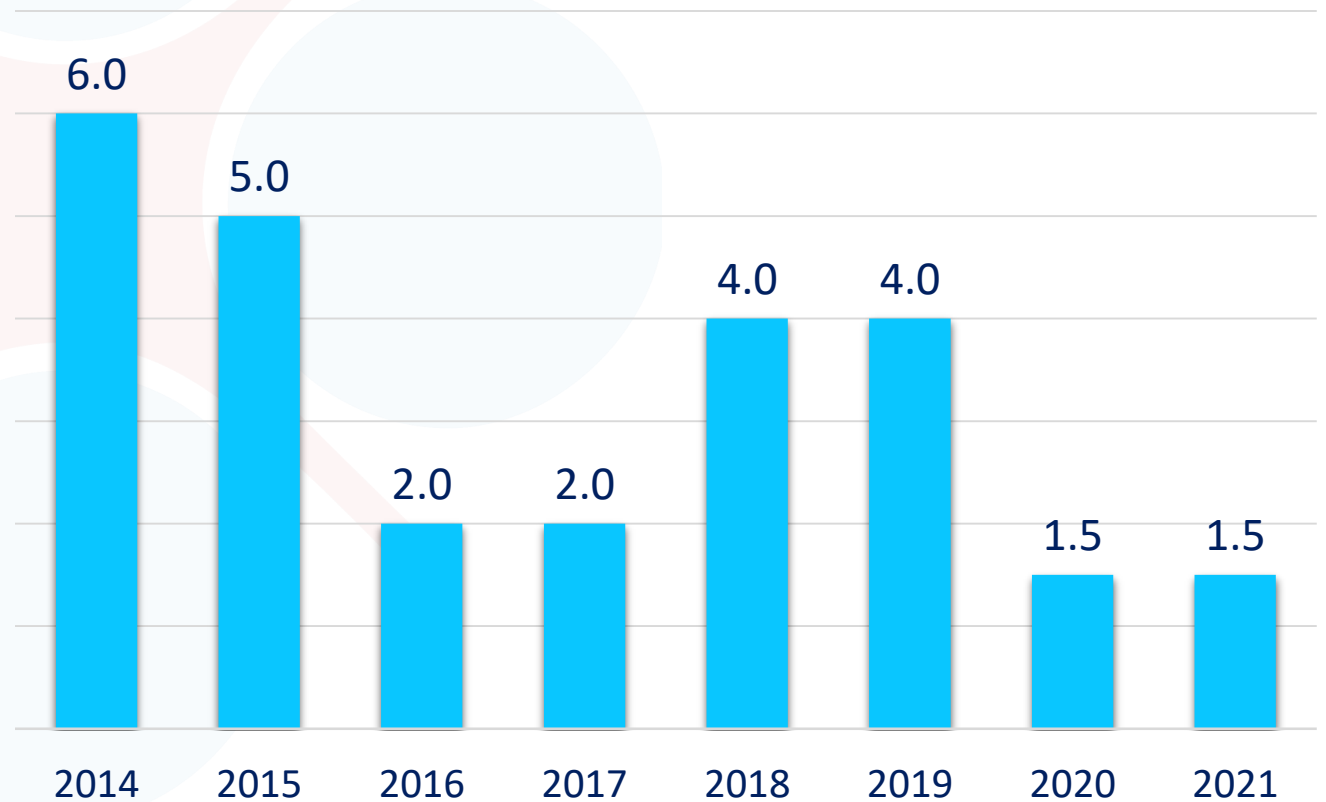


# KEY FINANCIAL INDICATORS



# RETURNS TO SHAREHOLDERS

Dividend per Share (sen)



2021  
Payout

• RM 9.8mil

2014-2021  
Payout

• RM 169.7mil

# 2021 KEY BUSINESS INITIATIVES





# BUSINESS ENVIRONMENT IN 2021

## Emerging COVID-19 Variants

- The business landscape has become more challenging as a consequence of the emerging COVID-19 variants and prolonged lockdown.

## Disruption to Global Supply Chain

- The spillover effects have also resulted in global supply chain issues and shipping delays.

## Sales Tax Exemption

- The extension of the sales tax exemption had helped to spur the automotive sales recovery in Malaysia.

## COVID-19 Vaccines

- The roll-out of the COVID-19 vaccines has also curbed the further outbreak of the virus and commenced the progressive transition into endemic and economic recovery.

## Government's Economic Stimulus and Aid Packages, Relaxation of Movement Controls

- Government's effort in the economic recovery by providing economic stimulus and aid packages followed by gradually relaxing the movement controls are vital for economic activities to pick up.

# SUCCESSFUL LAUNCH OF NEW NISSAN NAVARA IN MALAYSIA

 NISSAN  
INTELLIGENT  
MOBILITY



# SUCCESSFUL LAUNCH OF NEW NISSAN TERRA AND NEW NISSAN ALMERA IN LAOS

- Virtual launch of **New Nissan Terra** and **New Nissan Almera Turbo** in compliance with the health and safety protocols in Laos.
- Followed by digital and physical **marketing campaigns**, **test drive events** to boost sales.



The New Nissan TERRA comes in 7 colours of your choice:



METALLIC RED



SOLID RED



BROWN



SILVER



BLACK



GRAY



PEARL WHITE

The New Nissan ALMERA Turbo comes in 5 colours of your choice:



MONARCH ORANGE



RADIANT RED



GUN METALLIC



STORM WHITE



BLACK STAR

# SUCCESSFUL LAUNCH OF NEW NISSAN TERRA AND NEW NISSAN ALMERA IN CAMBODIA



- Reactivate ground activities such as **roadshows, test drives, and mobile canvassing** to generate sales leads.

- Virtual launch of **New Nissan Terra** and **New Nissan Almera Turbo** in compliance with the health and safety protocols in Cambodia.

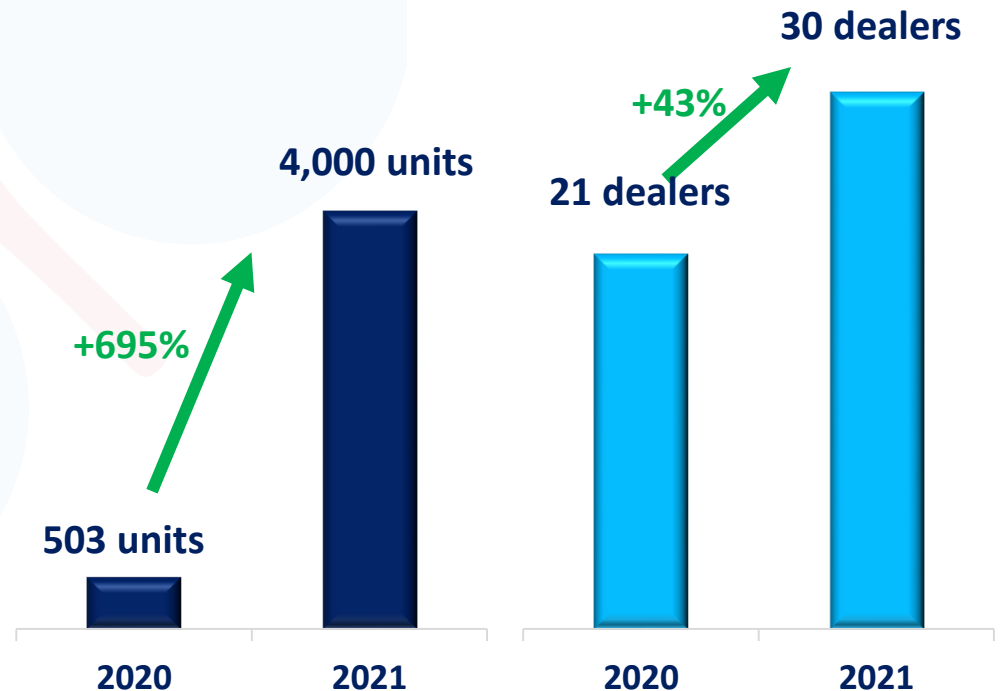


# SUCCESSFUL LAUNCH OF MG ZS MCE IN VIETNAM



- Expanded dealership network.
- Sales grew exponentially in 2021.

MG Sales Volume



MG HS (C-SUV)



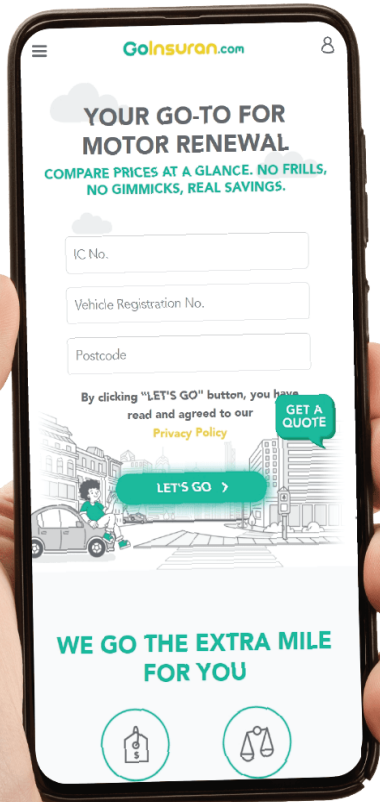
MG ZS (B-SUV)



MG ZS MCE (B-SUV)

# INSURANCE BUSINESS REVOLUTION

**GoInsuran** is an online platform that allows customers to easily compare motor and motorcycle insurance prices from 14 established insurers to purchase or renew car insurance and road tax.



**One-glance price comparison**



**Live quotes from 14 insurers**



**Renewal as fast as 3 Minutes**



**Free road tax delivery**



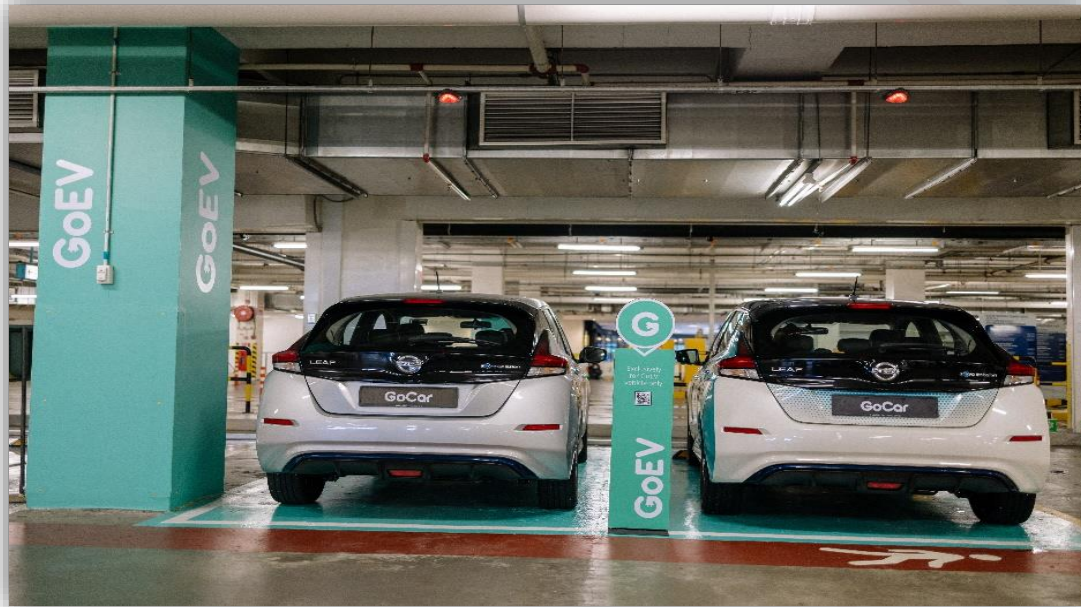
**Credibility**



**GoInsuran** won the **Digital - General Insurance** award in the **Malaysia Technology Excellence Awards 2022**

# ESG AGENDA – GREEN ENERGY

- The Group has put in place a **Sustainability Framework** as part of our ESG commitment.



Introduced GoEV in 2021, offering EV rentals and charging solutions to encourage driving an EV and support infrastructure development



Rooftop solar panel system on our assembly plant in Serendah generated 1,200 MWh in 2021, equivalent to approx RM 1mil savings

# ESG AGENDA – BUILDING A SUSTAINABLE COMMUNITY



Food aid to families affected by the COVID-19 pandemic



Cash donation and lending Nissan Navara to support the flood victims



COVID-19 Vaccination Programme for our employees to support national immunisation drive



# RECOGNITION AWARDS TO TAN CHONG GROUP

The Group's After-Sales Division won the **Global Nissan Aftersales Award** for 3 consecutive years since 2017 as the best achieving Nissan dealer for Aftersales Services in the Asia and Pacific region.



TCMH was awarded the **Best Investor Relations Website** under the Small Cap company category at the **Malaysia Investor Relations Awards 2021**

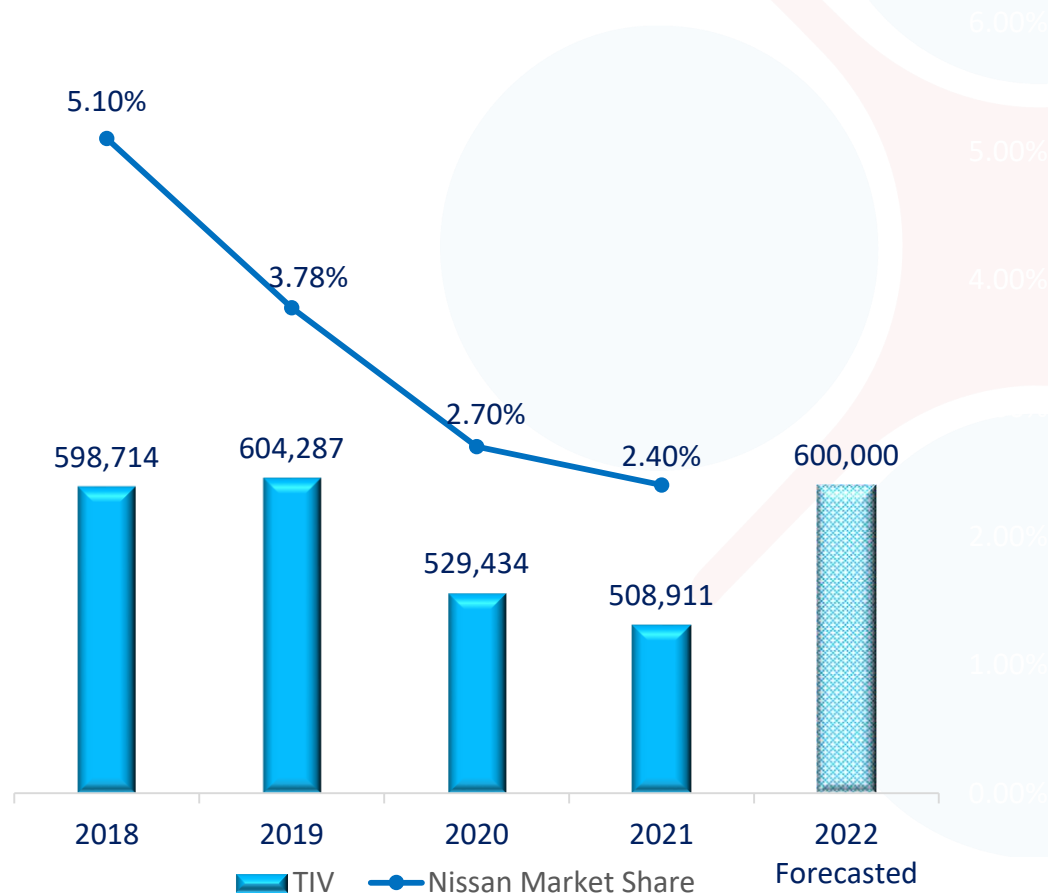


# 2022 OUTLOOK & KEY PLANS



# YEAR 2022 BUSINESS OUTLOOK

## Malaysia TIV and Nissan Market Share



- Transition into endemic phase, gradual reopening of the international borders will boost economic activities.
- Extension of sales tax exemption to end of June 2022.
- MAA forecasted TIV to grow 18% to 600,000 units.
- Business environment will remain challenging.
- Global geopolitical uncertainties, supply chain disruption, rising costs, foreign exchange risk.

# NISSAN INTELLIGENT MOBILITY



## ENHANCING DRIVER CONFIDENCE THROUGH ADVANCED TECHNOLOGIES



INTELLIGENT PREDICTIVE FORWARD  
COLLISION WARNING & BRAKING



LANE DEPARTURE WARNING



REAR CROSS TRAFFIC ALERT & BLIND  
SPOT WARNING



**Zero Emission**



# SUCCESSFUL LAUNCH OF MG5 IN VIETNAM



- Expand our model line-up to cover the C-Sedan segment.
- Excellent reception by the market with healthy bookings.
- Continue to expand our sales and distribution channels in Vietnam.

# COMPREHENSIVE MODELS LINE-UP





# COMPREHENSIVE MODELS LINE-UP



**RENAULT**



# COMPREHENSIVE MODELS LINE-UP



MORRIS GARAGES

Since 1924



# COMPREHENSIVE MODELS LINE-UP



**UD TRUCKS**



# COMPREHENSIVE MODELS LINE-UP



**FOTON**



# COMPREHENSIVE MODELS LINE-UP



**WULING MOTORS**



# COMPREHENSIVE MODELS LINE-UP



**KING LONG**



# ESG AGENDA – EXCITING FUTURE GREEN ENERGY



## Large Scale Solar Plant

- 20 MW large scale solar plant on a lake.
- Will supply 950,000 MWh of green electricity to TNB under a 21-year Power Purchase Agreement, contributing to a reduction of 659,300 tonnes of carbon dioxide emissions.
- In alignment with the sustainability efforts to reduce carbon footprints by harnessing renewable and clean solar energy.
- We strive to realise our full potential in creating long-term value, both in profitability and sustainability in our ESG journey.



**TAN CHONG MOTOR HOLDINGS BERHAD**

**Thank You**