



TAN CHONG MOTOR HOLDINGS BERHAD

Registration No.: 197201001333 (12969-P)

5st ANNUAL GENERAL MEETING

1st June 2023



DRIVING RESILIENCE



Meeting Agenda

01

2022 Business Highlights & Financial Performance



02

2022 Key Business Activities



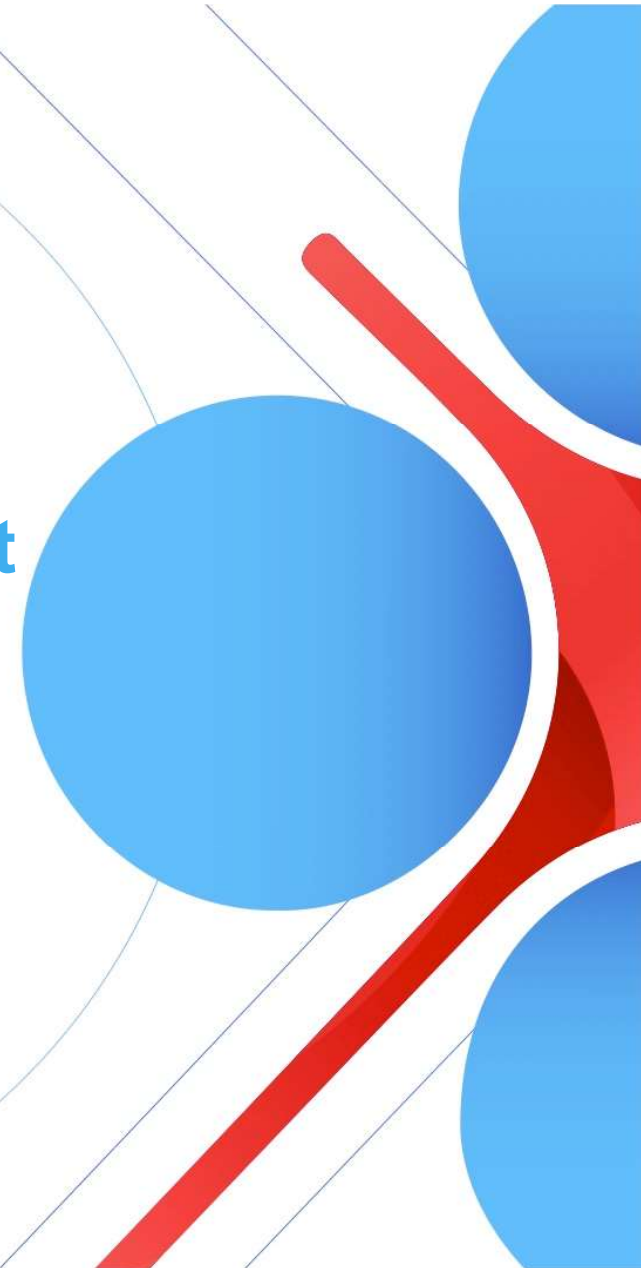
03

2023 Outlook & Key Initiatives



01

**2022 Business Environment
&
Financial Performance**





2022: A Review

► 2022 Business Environment & Financial Performance



BUSINESS RECOVERY

- Implemented business recovery measures
- Sales volume improved
- New models launches to stay competitive

BUSINESS COUNTERMEASURES

- Right-sized our organization, implemented stringent controls on new investments, and made improvements in efficiency and productivity across our core business

BUSINESS CHALLENGES

- Supply chain disruptions
- Higher costs due to inflationary factors
- Softer consumer sentiments

FINANCIAL MANAGEMENT

- Islamic Medium-Term Notes Programme RM1.5 billion
- Issued RM300 million Islamic MTN
- MARC Rating A_{1S} with stable outlook

MARKET CONDITION

- Markets transitioned into endemic phase
- Driven by sales tax exemption extension
- Automotive market remains highly competitive

BUSINESS IN INDOCHINA

- New models sustained sales performance amid strong competition
- Strengthen the network and our market position



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2022 Business Environment & Financial Performance

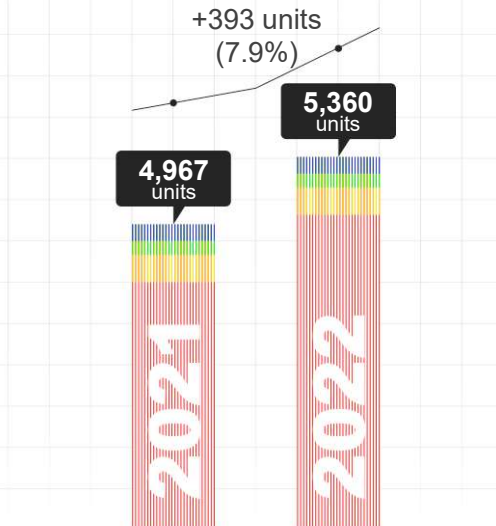


Vehicle Sales & Subscriptions

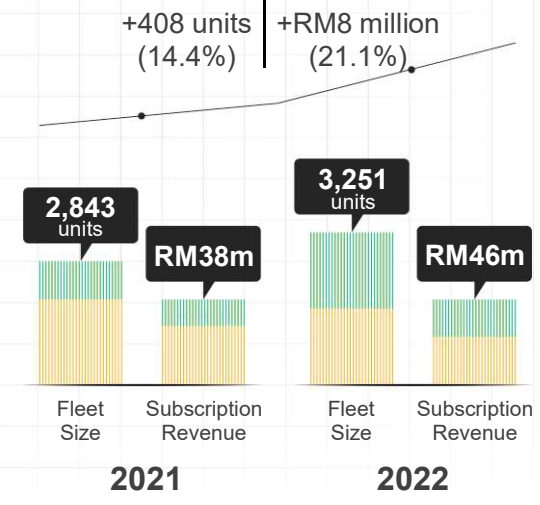
Malaysia Sales Volume



Indochina Sales Volume



Car Subscription Fleet Size & Subscribers



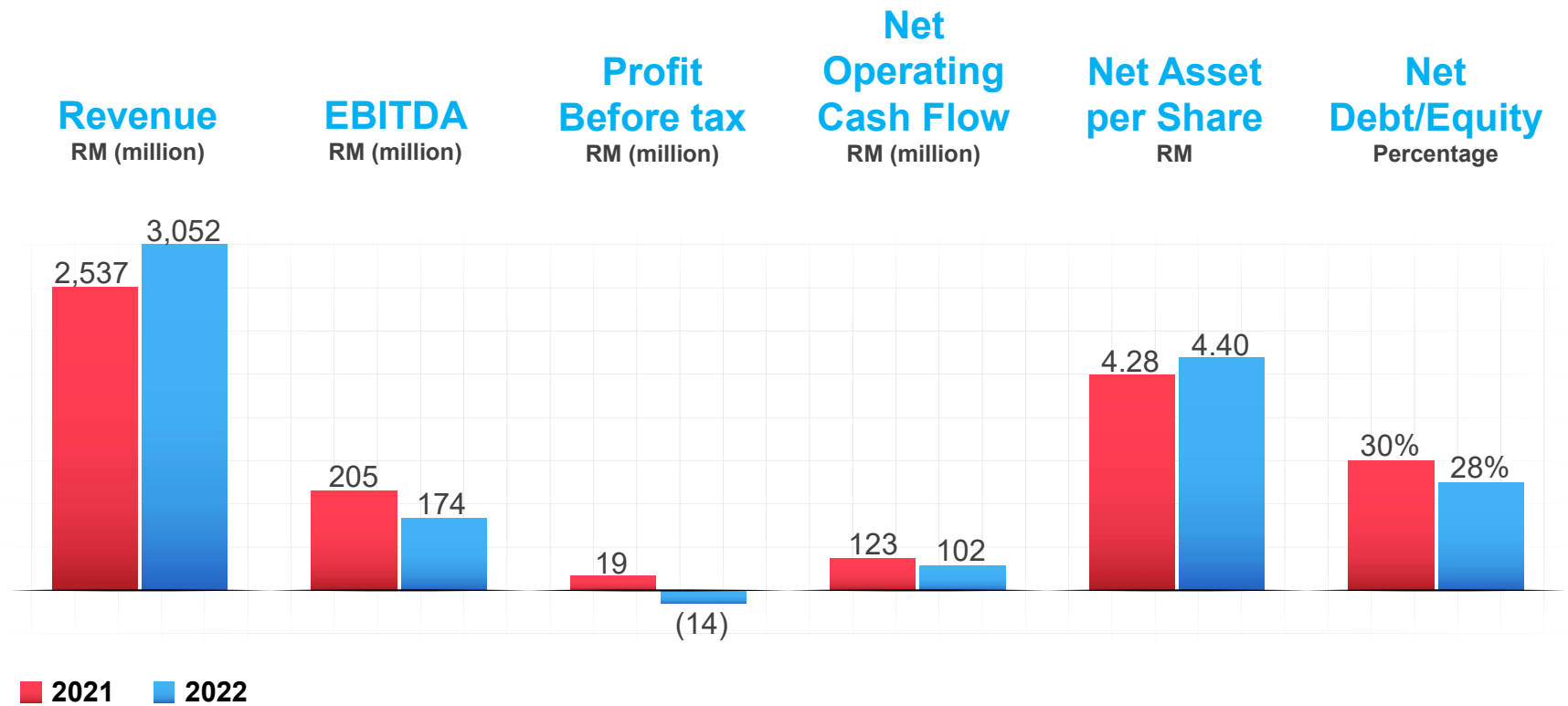


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► 2022 Business Environment & Financial Performance



Key Financial Indicators



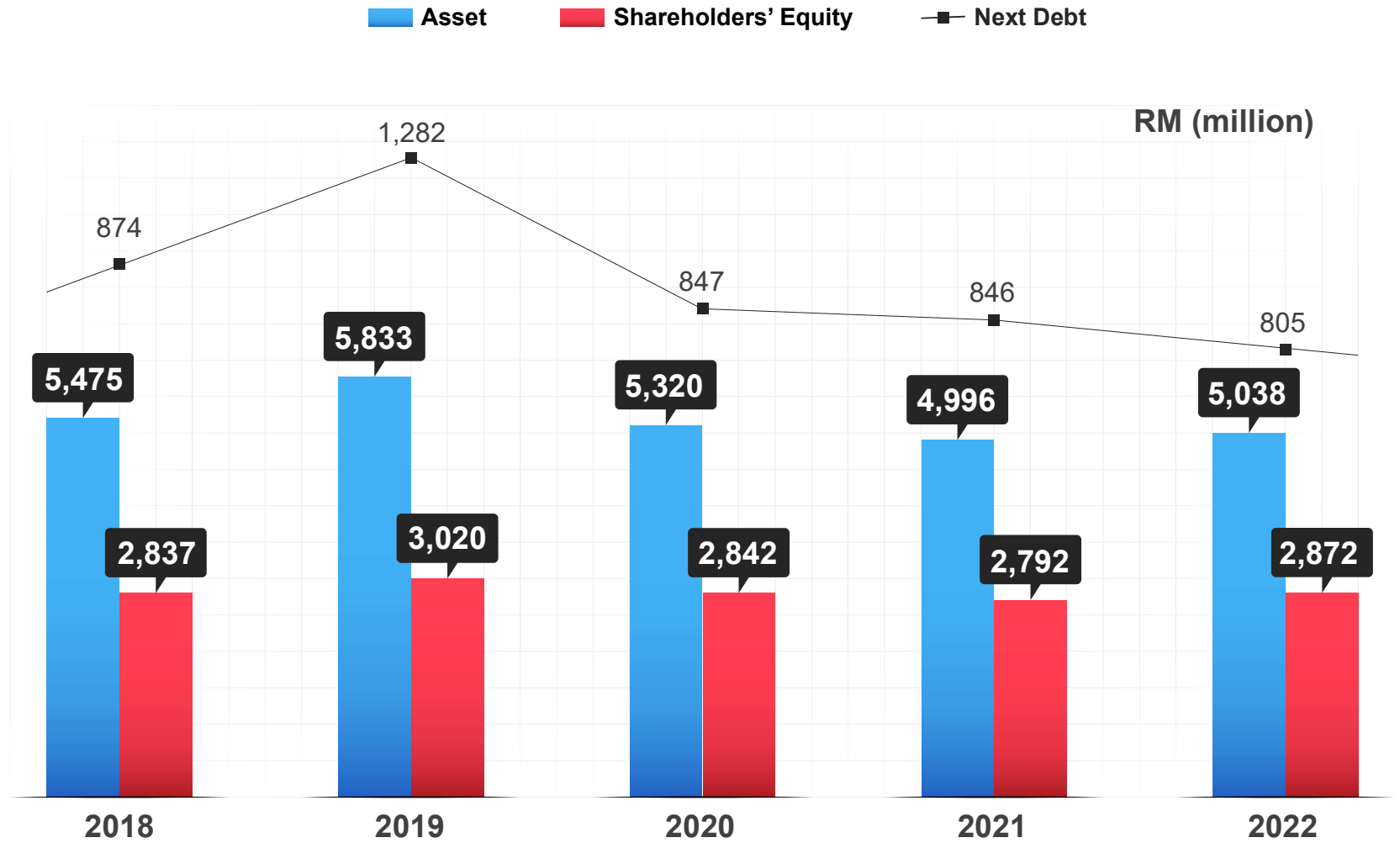


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2022 Business Environment & Financial Performance



Key Financial Indicators





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► 2022
Business
Environment
& Financial
Performance



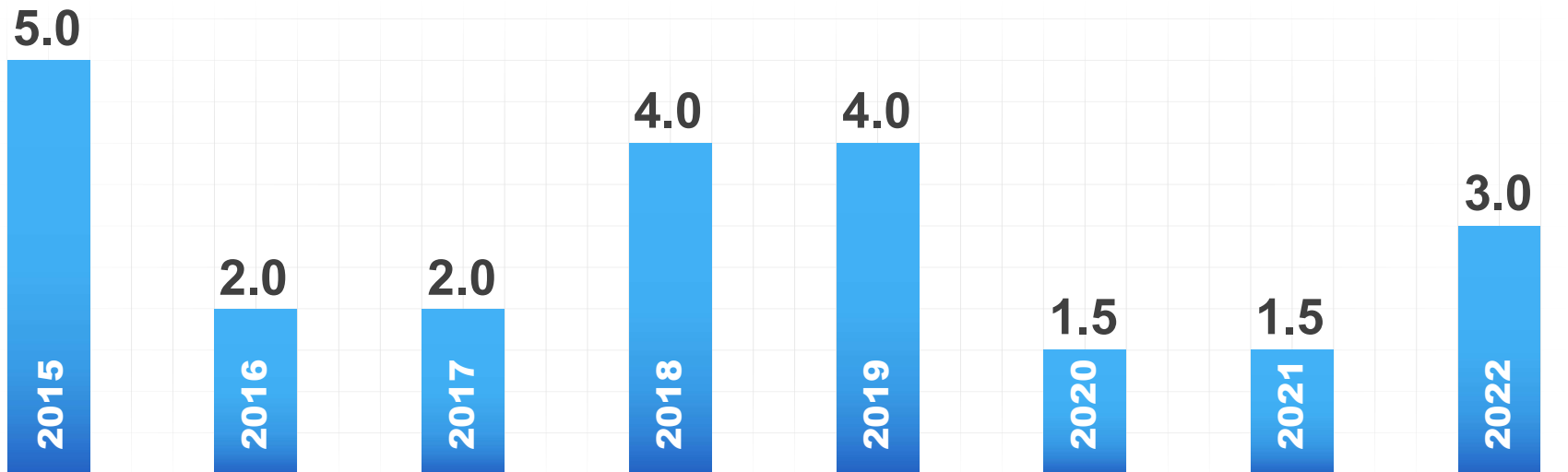
Returns to Shareholders

2022 Payout

RM19.6mil

2015 - 2022 Payout

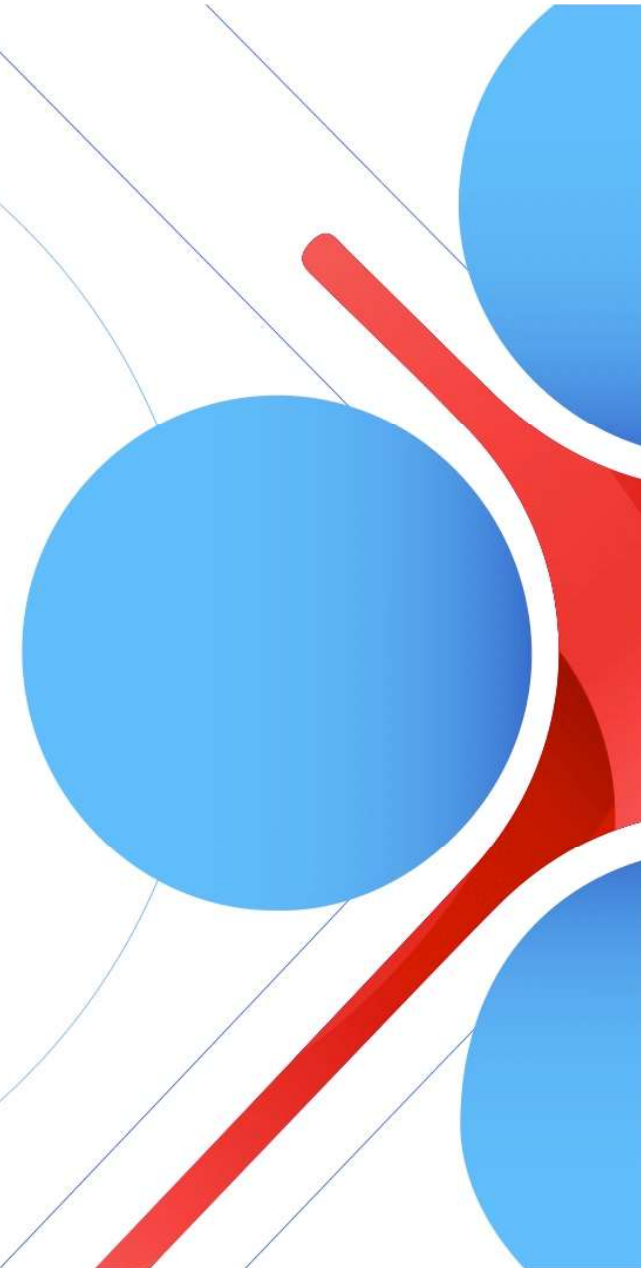
RM149.9mil



Dividend per Share (sen)

02

**2022 Key Business
Activities**





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▶ 2022 Key Business Activities



Successful Launching of Nissan Serena S-Hybrid Facelift in Malaysia



- ▶ Officially launched in July 2022
- ▶ 1st position in the mid-size MPV Segment
- ▶ Continuation of new models launched

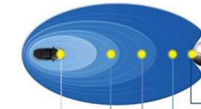


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Technology Driven



Safety Shield



Preventative Safety

- Risk has not yet appeared
Intelligent Around View Monitor, etc.
- Risk has appeared
Blind Spot Warning (BSW), Lane Departure Warning (LDW), etc.
- Crash may occur
Intelligent Emergency Braking, Emergency Brake for Pedal Misapplication, etc.

Collision safety

- Collision is unavoidable / Crash
SRS Airbag System, Zone Body Construction, etc.
- Post-crash
Automated Airbag-Linked Hazard Lamps, etc.

2022 Key Business Activities



Built-in Safety

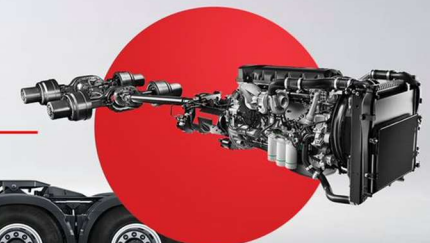
Auxiliary brake:
Maintains safe speed & delivers powerful braking



Front Underrun Protection System (FUPS):
Prevents smaller vehicles from being wedged under the front



Transmission retarder:
Makes downhill driving easier and reduces brake wear





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▶ 2022 Key Business Activities

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Collaboration With GoCar



- ▶ GoCar Subs – car subscription service for non-Renault brands.
- ▶ GoCar Cuba-Beli at Jalan Putra, Kuala Lumpur for a wide range of pre-owned vehicles and finance solutions.
- ▶ GoCar Garage with over 50 Garage merchants across Kuala Lumpur, Selangor, Negeri Sembilan, Melaka, Johor Bahru, Ipoh and Penang.
- ▶ TC Euro Cars earned Frost & Sullivan's 2022 Malaysia Company of the Year Award – Car Subscription Industry.



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Commercial Vehicles

- ▶ Light-duty trucks and heavy-duty trucks sales volume improved by 32%
- ▶ Demand for buses in anticipation of recovery of tourism and public transportation industries

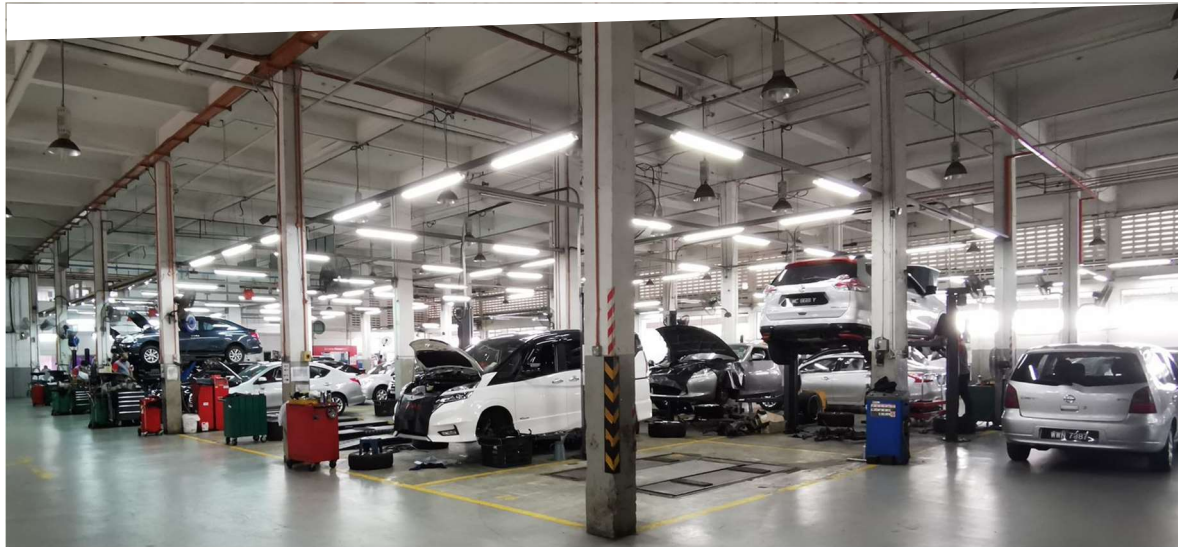




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After-Sales Services

- ▶ After-sales service network 75 branches nationwide including body & paint centres
- ▶ Focus on building customer satisfaction and experience
- ▶ Continue to enhance technical skills and competencies of our people
- ▶ Improving and refurbishing our facilities to ensure high standard of service quality and customer experience



2022 Key Business Activities





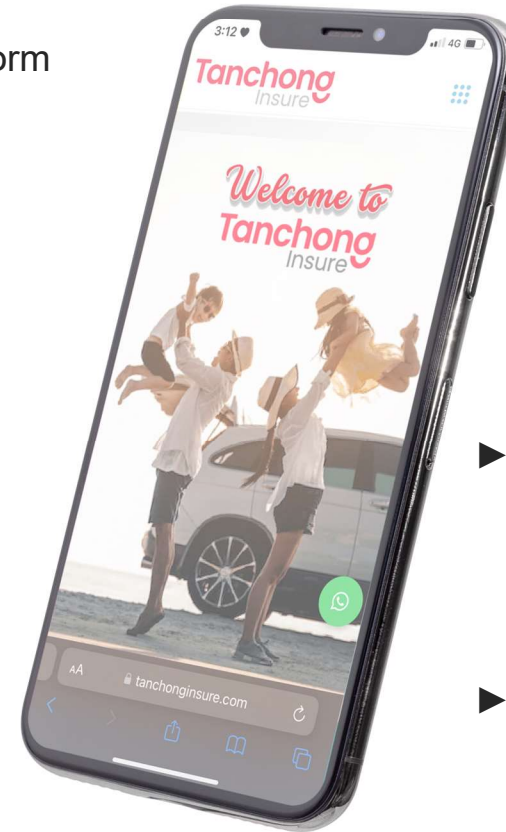
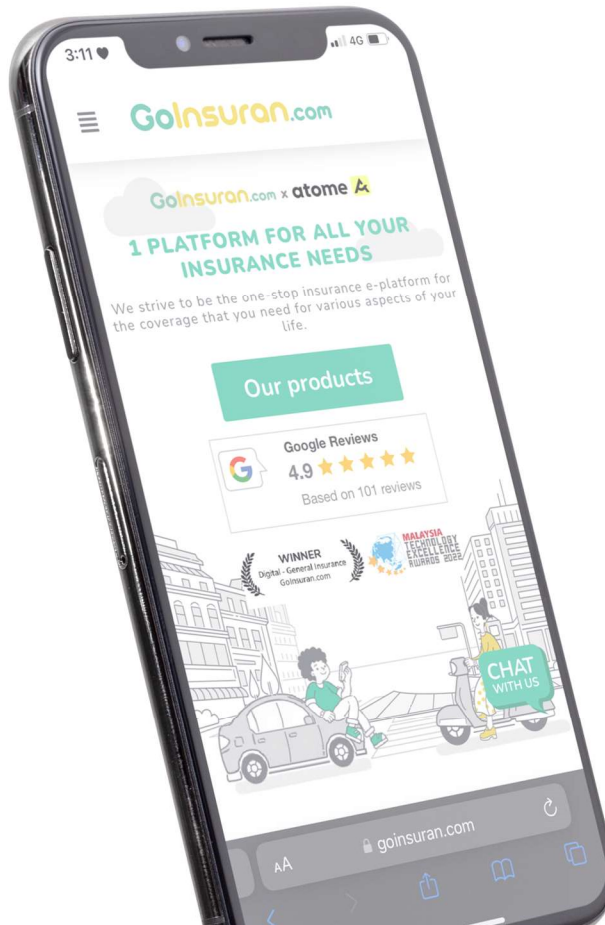
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▶ 2022 Key Business Activities



Insurance Services Division

GoInsurans.com is a real-time e-platform for all your insurance needs!



▶ The rebranding of Tan Chong Insurance Business Stream (TCIBS) to **Tan Chong Insure!**

▶ Visit us at www.TanChongInsure.com

Annual Premium Equivalent (APE Growth)	150%
Customer Satisfaction Score (CSAT)	166%
Net Promoter Score (NPS)	15%



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▶ 2022
Key
Business
Activities



Video

Welcome to
Tanchong
Insure



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2022 Key Business Activities

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Recognition Awards to Tan Chong Group

Best Family Ride in Editors' Choice
Awards 2022 by StarCarSifu



(WINNER) Digital – General Insurance
GoInsuran.com by Malaysia Technology
Excellence Awards 2022





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Roadshow Activities in Indochina

Aggressive sales & marketing activities to promote new models and to engage with customers

2022 Key Business Activities





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2022 Key Business Activities

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ESG: Giving Back to Society

- ▶ As responsible corporate citizen, we continue to support the society with programmes to improve people's lives
- ▶ Scholarships and sponsorships for the Technical, Vocational Education and Training (TVET) automotive certification for the under-privileged communities




TRAINING FOR A NEW JOB AS
AUTOMOTIVE TECHNICIAN

NISSAN RENAULT UD TRUCKS TEIM

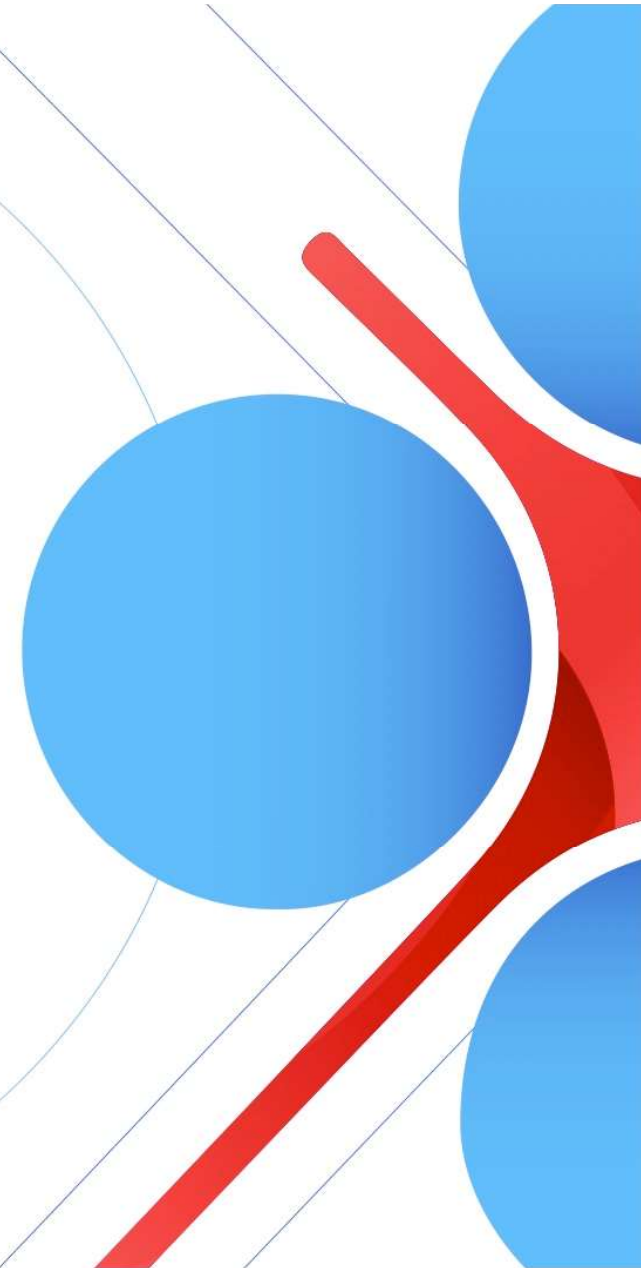
YOUR EDUCATION FEES & FUTURE CAREER ARE ON US (AUTOMOTIVE MSC LEVEL 2 & 3)

100% SPONSORSHIP + MONTHLY ALLOWANCE



03

2023 Outlook & Key Initiatives





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2023 Outlook & Key Initiatives

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Year 2023 Business Outlook



MALAYSIA

- MAA forecast TIV at 650,000 units
- Elevated cost pressures and inflationary factors persist
- Competitive market
- Soft consumer sentiments



- New Nissan Retail Concept: Improving customers experience and fulfilling promise to “Nissan-Discover Excitement”



- Electrification plans with NISSAN LEAF and the All-New Renault Zoe
- Technology-driven products with Nissan Intelligent Mobility & connectivity





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▶ 2022 Key Business Activities

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Video





▶ 2023 Outlook & Key Initiatives



Year 2023 Business Outlook



VIETNAM

- To introduce new CKD commercial vehicles to the local market
 - ▶ Bus: King Long new Euro 5 model
 - ▶ Commercial Light Truck: Launching Tan Chong branded – "TQ" CKD light trucks
- Distribution Agreement with SAIC for CBU MG brand vehicles in Vietnam will end on 30 June 2023
- Discussing new business arrangements with SAIC





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Year 2023 Business Outlook



LAOS



CAMBODIA

- To intensify sales & marketing activities to improve sales momentum and excite the market
- Setting up a new Body & Paint hub in Cambodia and more e-Garage centres to expand after-sales network



MYANMAR

- Continue sales and production presence to serve Myanmar customers



THAILAND

- To expand sales and distribution of replacement parts in the domestic market through new channel and new product development



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ESG: Clean Energy is The Future of Sustainability

► 2023 Outlook & Key Initiatives



LARGE SCALE SOLAR PLANT

- 20MW large scale solar plant on a lake in Serendah, Selangor
- 25 years Power Purchase Agreement (PPA) with Suruhanjaya Tenaga (ST)
- On schedule to meet commissioning date of end December 2023
- Once completed, expected to **supply 883,000MWh** of green electricity to Tenaga Nasional Berhad, contributing to a **reduction of 725,000** tonnes of carbon dioxide emissions

Actual site, clearing in progress (April 2023)



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Comprehensive Models Line-up





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Comprehensive Models Line-up





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UD TRUCKS





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Comprehensive Models Line-up





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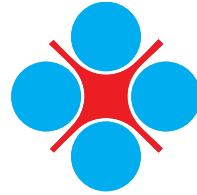
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Thank You