



TAN CHONG MOTOR HOLDINGS BERHAD

Registration No.: 197201001333 (12969-P)



**ANNUAL
GENERAL
MEETING**



WEDNESDAY | 29 MAY 2024 | 2.30PM

DRIVING RESILIENCE

Meeting Agenda

01

2023 Business Overview & Financial Performance



02

2023 Key Business Activities



03

2024 Outlook & Key Initiatives



01

2023 BUSINESS OVERVIEW & FINANCIAL PERFORMANCE





Business Overview

▶ 2023 Business Overview & Financial Performance



BUSINESS UPDATES

- Continue business recovery measures
- Sales volume impacted
- Fortify network and foundation to stay competitive

BUSINESS COUNTERMEASURES

- Stringent controls on new investments
- Improvements in efficiency and productivity across our core business
- Transforming for better customer experience

BUSINESS CHALLENGES

- Supply chain disruptions
- Higher costs due to inflationary factors
- Increase in new market entrants

FINANCIAL MANAGEMENT

- Healthy net assets RM2.7 billion
- Issued RM150 million Islamic MTN

MARKET CONDITION

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

BUSINESS IN INDO-CHINA

- Tougher economic conditions
- Softer consumer sentiments
- Strengthen the network and our market position



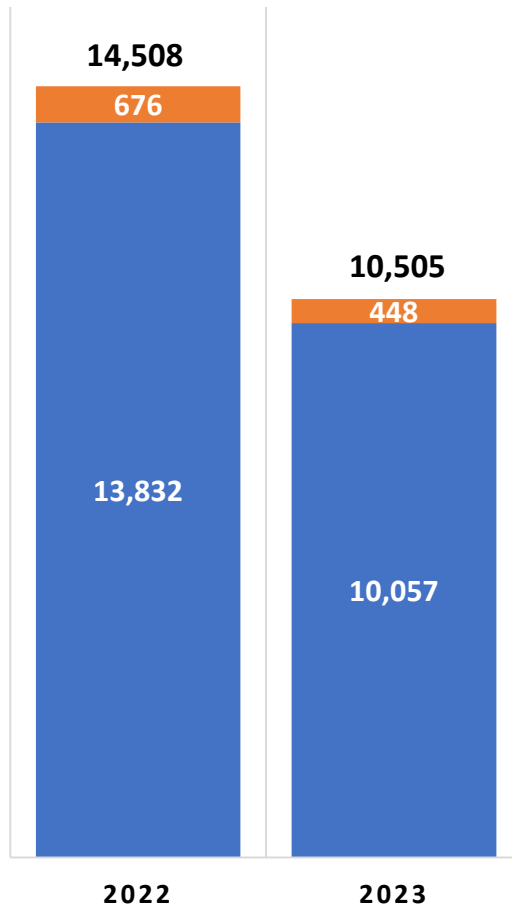
Vehicle Sales and Subscriptions

2023 Business Overview & Financial Performance



Malaysia

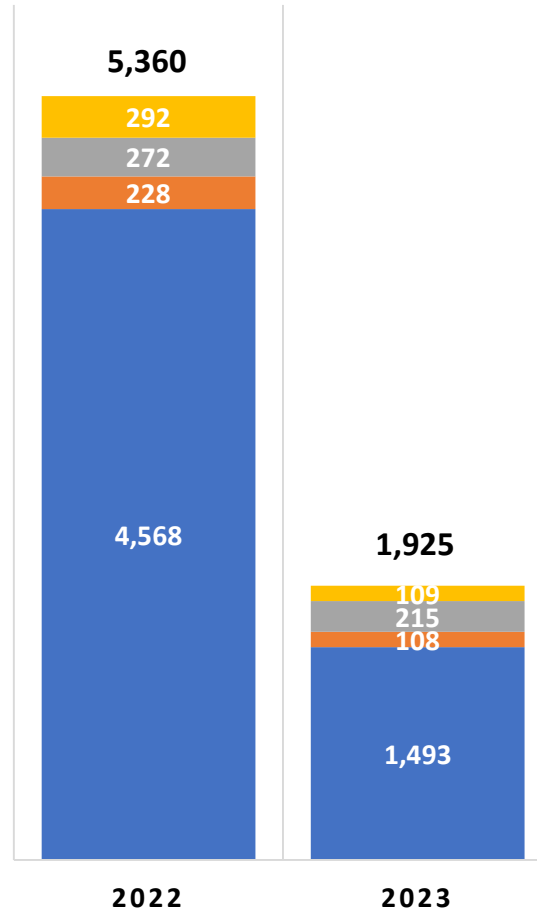
Sales Volume (Unit)



■ Nissan & Renault ■ UD Trucks

Indo-China

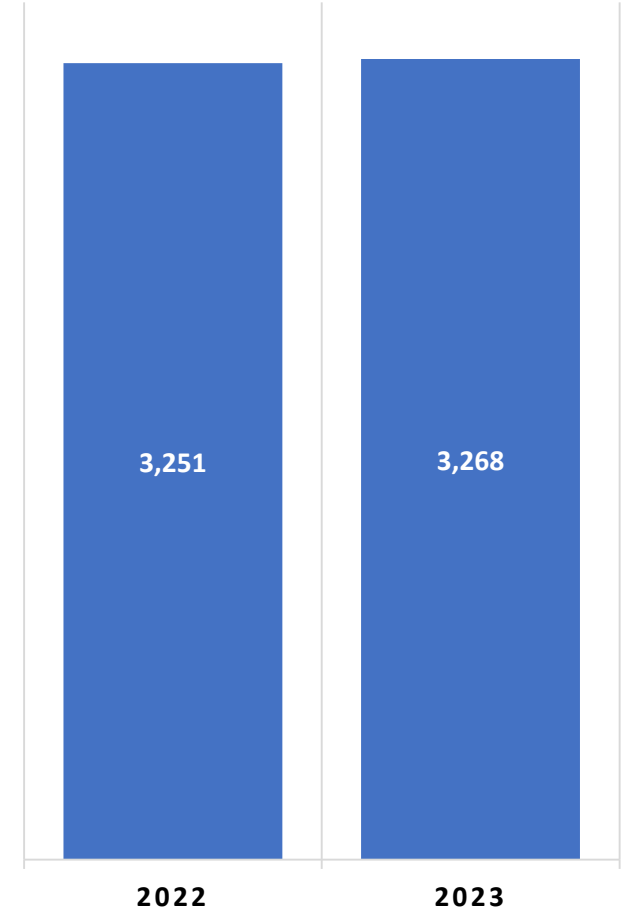
Sales Volume (Unit)



■ Vietnam ■ Cambodia
■ Laos ■ Myanmar

Car Subscription

Fleet Size (Unit)

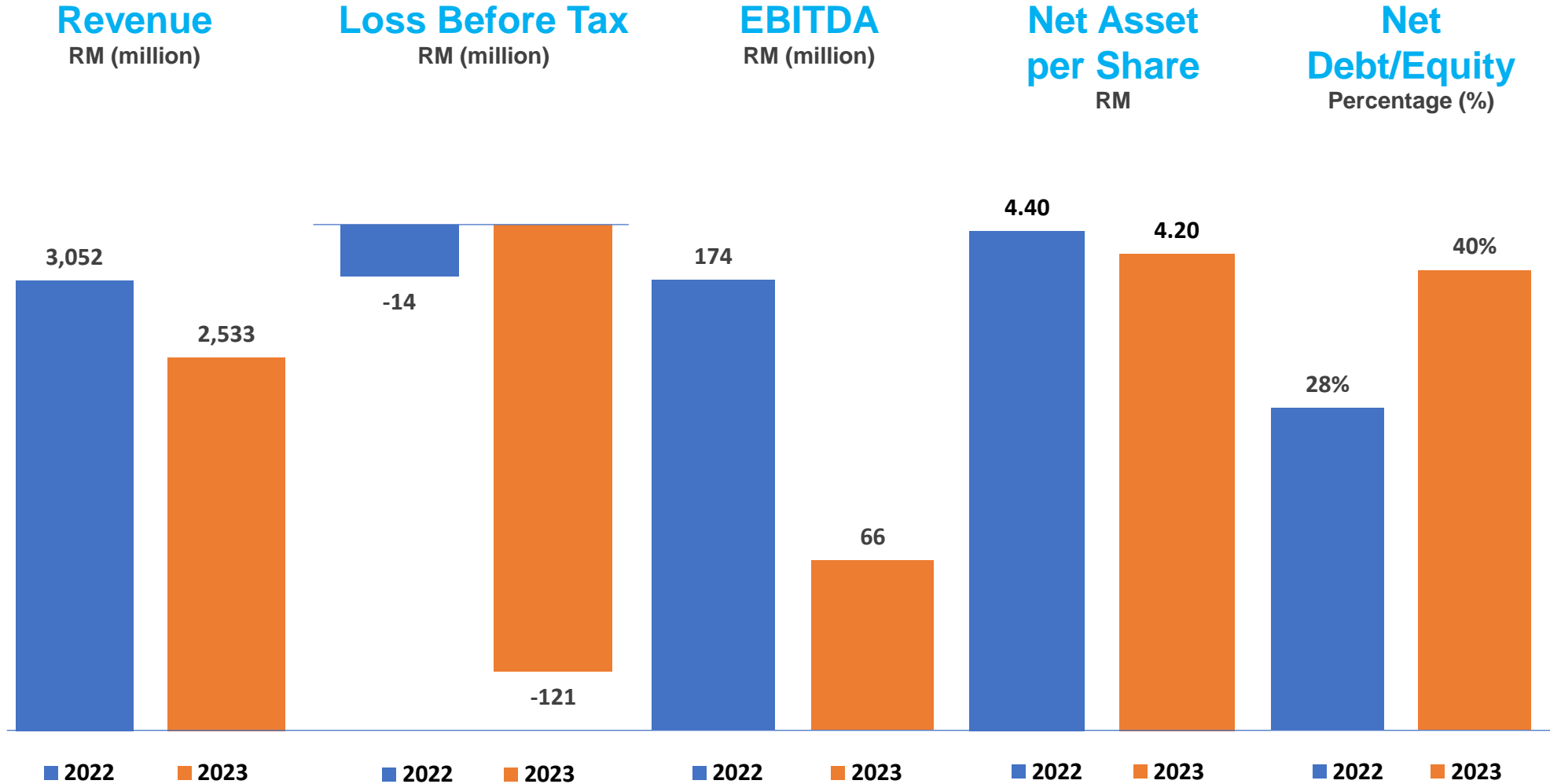


■ Fleet Size



Key Financial Indicators

2023 Business Overview & Financial Performance





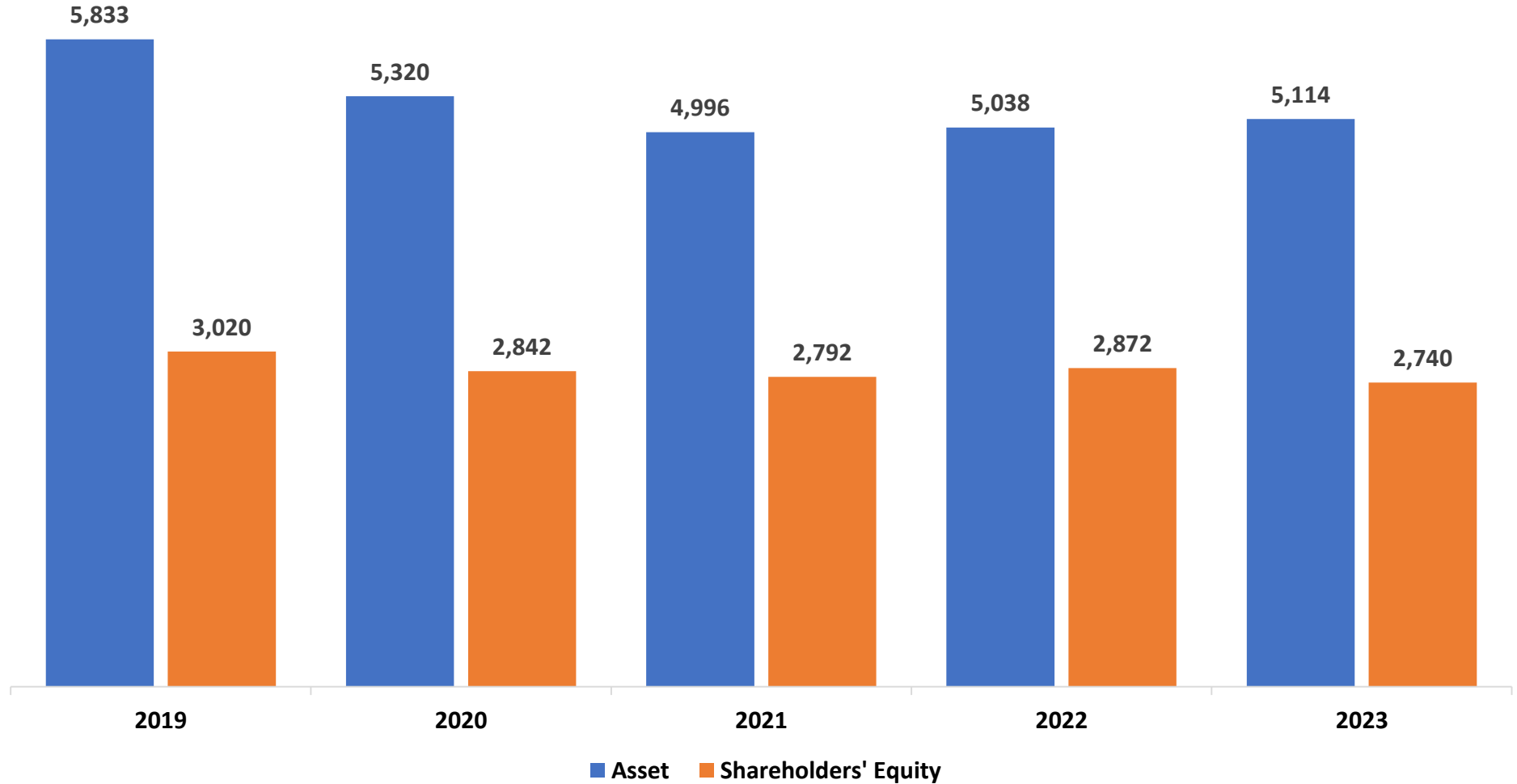
Key Financial Indicators

► 2023 Business Overview & Financial Performance



Total Assets and Shareholders' Equity

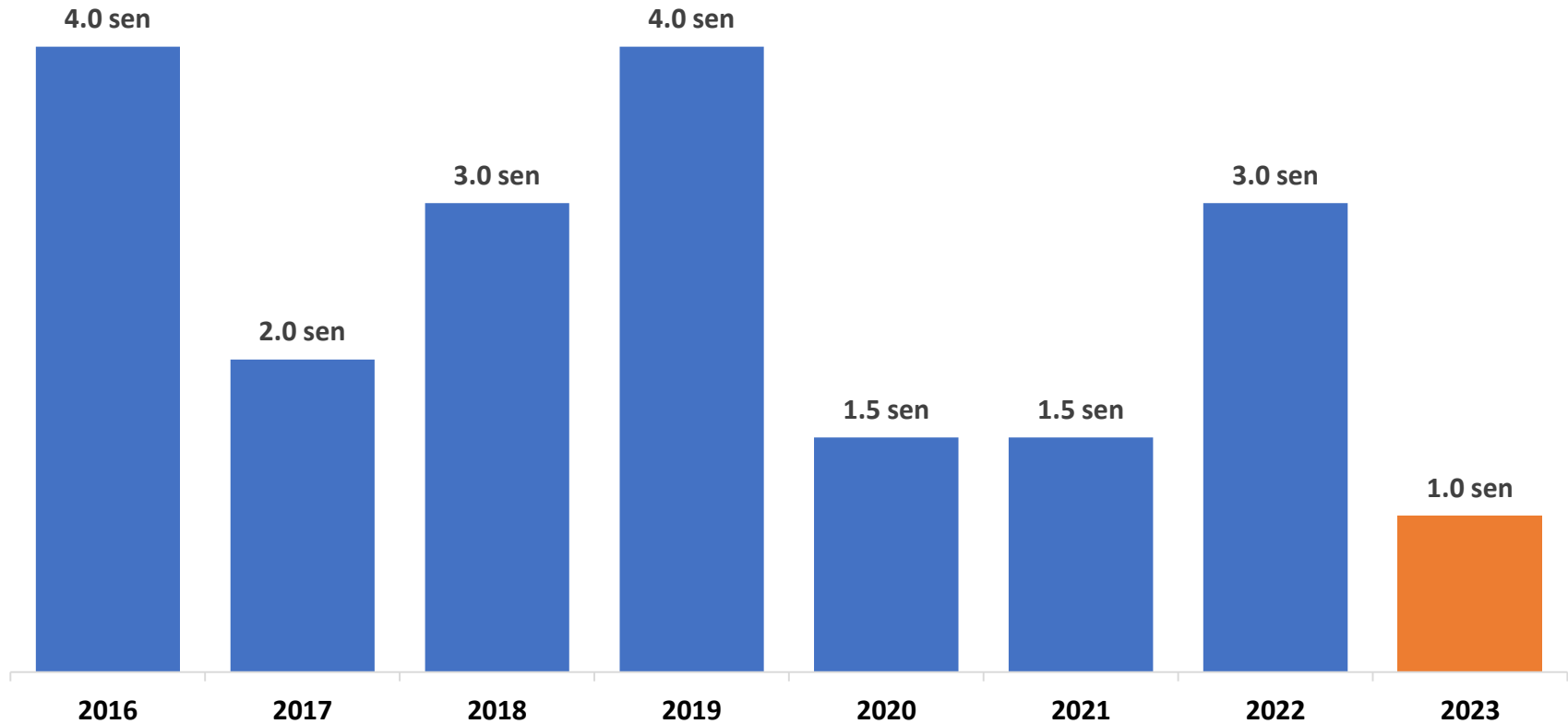
RM (million)





Key Financial Indicators

Returns to Shareholders	2023 Payout	8-Year Total Payout
	RM6.5 million	RM120.0 million



2023 Business Overview & Financial Performance



02

2023 KEY BUSINESS ACTIVITIES





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Key Business Activities

2023 Key Business Activities



NISSAN DISCOVER EXCITEMENT

Star CarSifu
EDITORS' CHOICE AWARDS 2023

NISSAN LEAF
BEST CITY ELECTRIC VEHICLE

EDARAN TAN CHONG MOTOR SDN. BHD. Reg. No. 199101020395 (230669-H)
A subsidiary of Tan Chong Motor Holdings Berhad Reg. No. 197201001333 (12969-P)

NISSAN DISCOVER EXCITEMENT

NISSAN SERENA
BEST LARGE MPV

CAR OF THE YEAR
2023

Carlist.my
EDITORS' CHOICE AWARDS

EDARAN TAN CHONG MOTOR SDN. BHD. Reg. No. 199101020395 (230669-H)
A subsidiary of Tan Chong Motor Holdings Berhad Reg. No. 197201001333 (12969-P)



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Key Business Activities

2023 Key Business Activities



NISSAN DISCOVER EXCITEMENT

BASED ON THE INSANE TRUE STORY OF A GAMER WHO BECAME A RACER

GRAN TURISMO IN CINEMAS 17 AUGUST

BOOK A TEST DRIVE & WIN EXCLUSIVE MOVIE PASSES*

EDARAN TAN CHONG MOTOR SDN. BHD. A subsidiary of Tan Chong Motor Holdings Berhad



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Key Business Activities

2023 Key Business Activities



REDLINE Fitness Games, Powered by Nissan Malaysia





Key Business Activities

Navara Wild Wheels Challenge “No Task, Too Tough”



▶ 2023
Key
Business
Activities





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Key Business Activities

▶ 2023 Key Business Activities

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Launch Of
EURO 5



THE VAR!





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Key Business Activities

Transformation for better customer experience



► 2023
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Business
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▶ 2023 Key Business Activities



Key Business Activities

GoInsuran.com x atome

1 PLATFORM FOR ALL YOUR INSURANCE NEEDS

We strive to be the one-stop insurance e-platform for the coverage that you need for various aspects of your life.

Our products

Google Reviews
4.9 ★★★★★
Based on 338 reviews

WINNER
Digital - General Insurance
GoInsuran.com

MALAYSIA TECHNOLOGY EXCELLENCE AWARDS 2022

The advertisement features a central illustration of a man sitting on a car and a woman riding a scooter, with a cityscape background. A green box highlights 'Our products', and a callout box shows a 4.9 Google review rating. Two award logos are displayed at the bottom.



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Key Business Activities

▶ 2023 Key Business Activities

- 20-Megawatt Floating Large-Scale Solar Photovoltaic Plant
- 25-year Power Purchase Agreement with TNB





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Business Activities in Indo-China

► 2023
Key
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Activities

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TQ WULING N300P

NO TASK, TOO TOUGH

BEST-IN-CLASS
1,050KG PAYLOAD



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Business Activities in Indo-China

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Events to connect with our customers in Indo-China

Vientiane Motor Expo





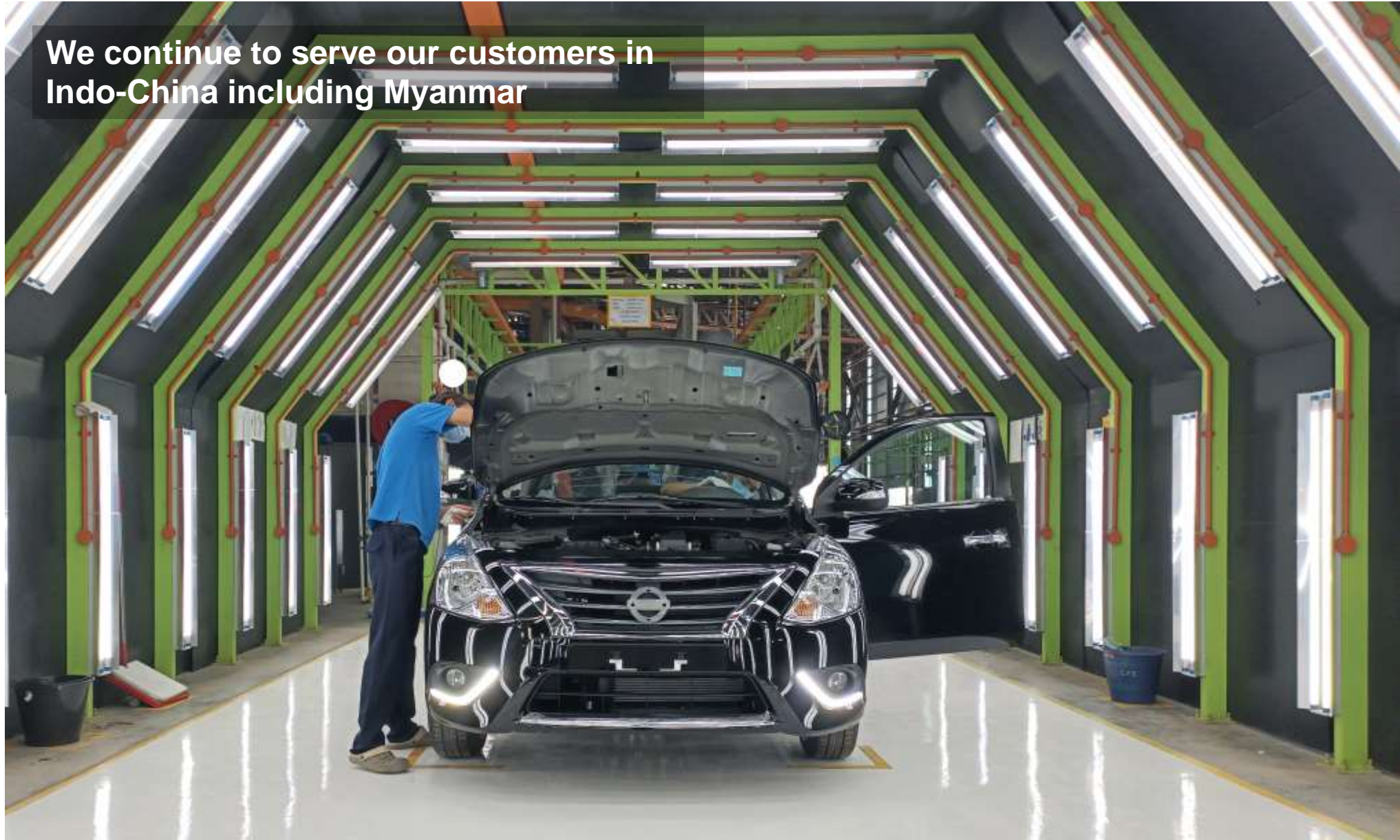
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Business Activities in Indo-China

▶ 2023 Key Business Activities



We continue to serve our customers in Indo-China including Myanmar





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Our Commitment in Driving Sustainability

2023 Key Business Activities



SAMH Food & Fun Fair



Childcare Centre Programme



TVET Programme by Tan Chong Education



UD Euro 5 powered by cleaner fuel



Rooftop Solar Panels



Annual Blood Donation

03

2024 OUTLOOK AND KEY INITIATIVES





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2024 Outlook: Malaysia

► 2024 Outlook & Key Initiatives



Nissan Almera KURO
(Black) Edition introduced
in January 2024





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2024 Outlook: Malaysia

▶ 2024 Outlook & Key Initiatives

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Nissan e-POWER: A gateway to the electrified future



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2024 Outlook: Malaysia

▶ 2024 Outlook & Key Initiatives



Expecting higher production activities





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2024 Outlook: Malaysia

Transformation for better customer experience



► 2024
Outlook &
Key
Initiatives

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2024 Outlook: Malaysia

▶ 2024 Outlook & Key Initiatives



UD Euro 5 powered by cleaner fuel





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2024 Outlook: Vietnam

Appointed as GAC vehicles distributor in Vietnam



Commencing operations in 2H 2024

▶ 2024
Outlook &
Key
Initiatives





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2024 Outlook: Vietnam

▶ 2024 Outlook & Key Initiatives



TQ Wuling N300P light trucks in Vietnam





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2024 Outlook: Vietnam

The new King Long Nova Euro 5 bus in Vietnam



▶ 2024 Outlook & Key Initiatives



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2024 Outlook: Cambodia and Laos

▶ 2024 Outlook & Key Initiatives



e-POWER

e-POWER delivers a responsive and quiet drive like an EV.

Nissan X-Trail e-POWER well-received in the new markets.

Laos



Cambodia





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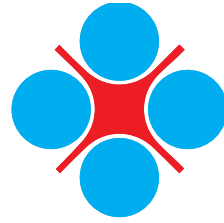
2024 Outlook: Thailand

TQ Bus entering Thailand market



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Thank You