



# TAN CHONG MOTOR HOLDINGS BERHAD

## 1Q FY2024 Financial Results

May 2024

Brands:





## Cautionary Statement with Respect to Forward-Looking Statements

Information contained in this presentation is intended solely for your reference. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning the Company. **Such statements are not and should not be construed as a representation, warranty or undertaking as to the future performance or achievements of the Company and the Company assumes no obligation or responsibility to update any such statements.**

Statements or comments made during this presentation that are not historical facts are forward-looking statements that reflect our plans and expectations. These forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to differ materially from that anticipated in these statements.

These factors include (but without limitation to) (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the markets where the Group operates; (ii) market demand and the competitive environment affecting the automotive markets in which the Group operates; (iii) circumstances relating to our ability to introduce, in a timely manner, and achieve market acceptance of new products; and (iv) shortage of fuel or interruptions in transportation systems, labor strikes, work stoppages, or other business and operational risks, etc.



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- Business Updates
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# Showroom Transformation



Showroom enhancement with Nissan Retail Concept (“NRC”)

Vehicle display area



Customer lounge & after-sales service reception

After-sales service bay



# Product Launch – Cambodia & Laos



*All-New 4<sup>th</sup> Generation Nissan X-Trail e-POWER launch event in Laos.*



## Vietnam



- The Group has successfully launched the CKD version of the TQ Wuling N300P light truck in November 2023 & will be introducing the King Long Euro 5 Nova in Vietnam.
- In addition, the Group will continue to focus on expanding the sales and distribution channels in Vietnam through the commercial vehicles offerings (i.e. King Long buses and TQ trucks).



King Long Euro 5 Nova



- The Group was appointed as a distributor to import, distribute and sell GAC vehicles, spare parts and provide after-sales services in Vietnam commencing in the second half of 2024.

## Subscription



1 Brand  
4 Models  
15 Plans



Various Brands &  
Models  
7 Standard Plans

- Largest car subscription company in Malaysia with more than 3,000 fleet.
- Won the 2024 APAC Car Subscription Competitive Strategy Leadership Award by Frost & Sullivan.
- GoEV has partnered with the 3 major Charge Point Operators (“CPOs”) in Malaysia (namely Gentari, ChargEV and Jomcharge) to enable the integration of the charging network to our GoCar app.

# Nissan e-POWER



Nissan e-POWER:  
A gateway to the  
electrified future

*The Group will be introducing the e-Power technology vehicles in second half of 2024.*



# 1Q FY2024 Financial Highlights & Results



# Key Performance Indicators



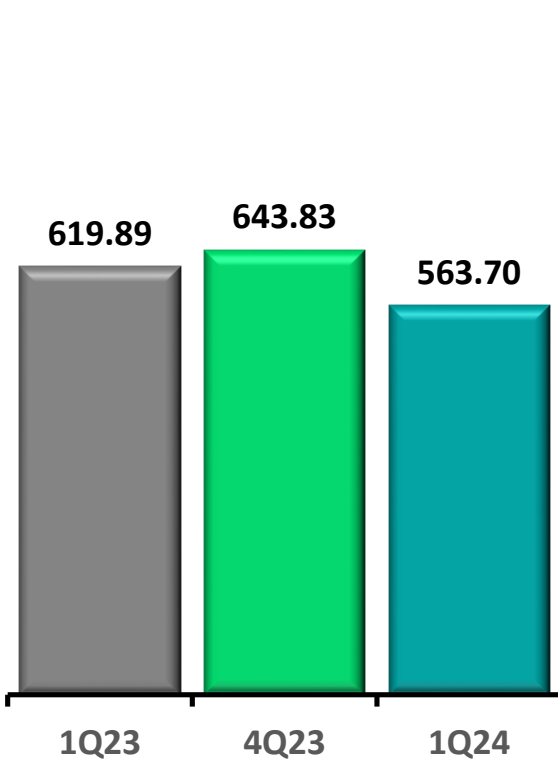
(RM'million, unless otherwise stated)

Y-o-Y

Q-o-Q

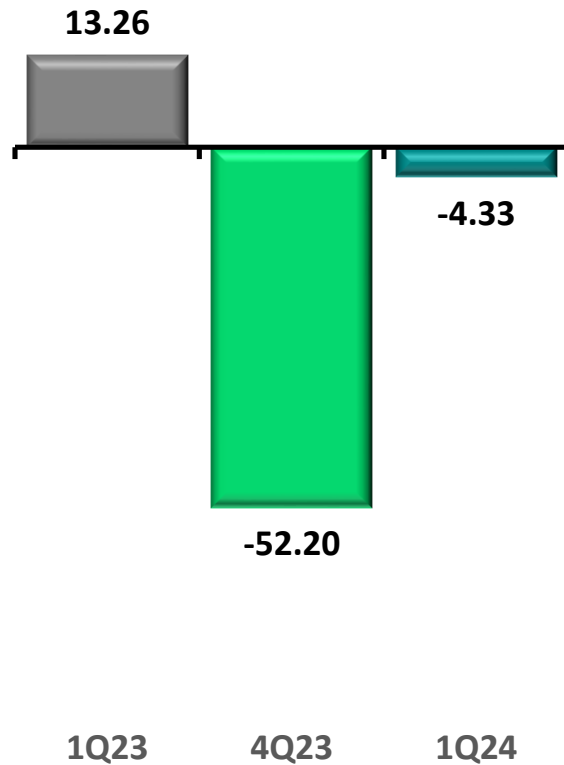
## Revenue

-9.1%  
-12.4%



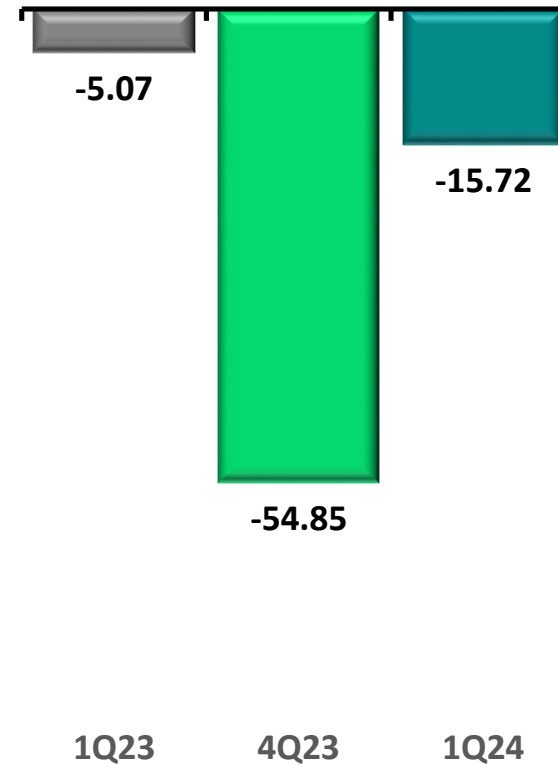
## Operating Profit / (Loss)

> -100%  
+91.7%



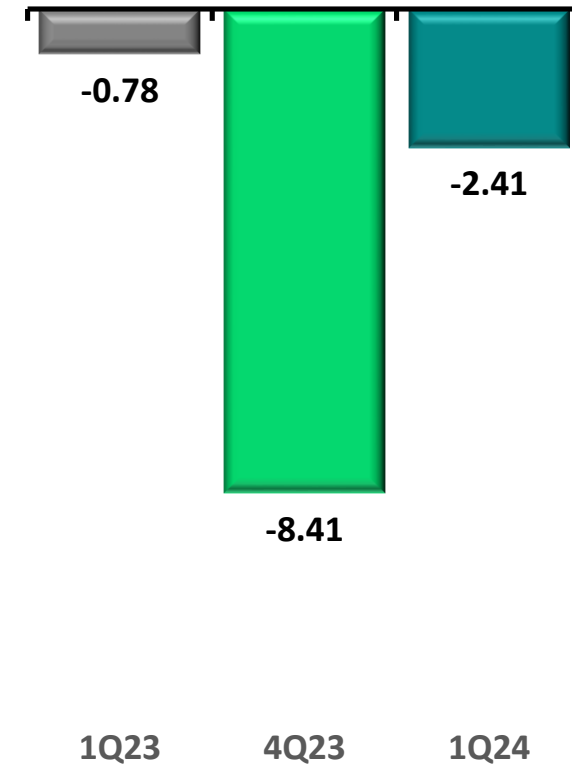
## Loss Attributable to Owners of the Company

> -100%  
+71.3%



## Loss per Share (Sen)

> -100%  
+71.3%



# QoQ Financial Review



In RM'000	4Q23	1Q24	% Change
Revenue	643,830	563,700	-12.4%
Operating Loss	(52,196)	(4,326)	91.7%
Loss before Tax	(63,312)	(16,148)	74.5%
Loss Attributable to Owners of the Company	(54,847)	(15,719)	71.3%
Loss per Share (Sen)	(8.41)	(2.41)	71.3%
Shareholders' Funds	2,740,140	2,717,612	-0.8%
Net Assets per Share (RM)	4.20	4.17	-0.7%

- Improvement in LBT to -RM16.1million (QoQ) mainly due to higher net forex gain and lower operating expenditure during the quarter.
- Financial position remains strong with shareholders' funds of RM2.72bil as at end of the quarter.

# YoY Financial Review



In RM'000	YTD 31-Mar-23	YTD 31-Mar-24	% Change
Revenue	619,885	563,700	-9.1%
Operating Profit / (Loss)	13,258	(4,326)	> -100%
Profit / (Loss) before Tax	2,549	(16,148)	> -100%
Loss after Tax	(5,745)	(19,717)	> -100%
Loss Attributable to Owners of the Company	(5,065)	(15,719)	> -100%
Loss per Share (Sen)	(0.78)	(2.41)	> -100%

- Recorded a year-to-date LBT of RM16.1million, largely due to softer consumers sentiments and stiffer competition faced in the countries where the Group is operating in, in addition to lower margin arising from weaker Ringgit.



# 1Q FY2024 Segmental Results

# Segmental Performance



In RM'000	YTD 31-Mar-23	YTD 31-Mar-24	% Change
<b>Revenue</b>			
Automotive	599,098	538,377	-10.1%
Financial services	17,402	18,671	7.3%
Other operations	3,385	6,652	96.5%
	<b>619,885</b>	<b>563,700</b>	<b>-9.1%</b>
<b>EBITDA</b>			
Automotive	42,817	2,467	-94.2%
Financial services	6,729	4,369	-35.1%
Other operations	1,696	25,296	> 100%
	<b>51,242</b>	<b>32,132</b>	<b>-37.3%</b>
<b>EBITDA Margin</b>			
Automotive	7.1%	0.5%	
Financial services	38.7%	23.4%	
Other operations	50.1%	> 100%	
	<b>8.3%</b>	<b>5.7%</b>	

# Geographical Performance

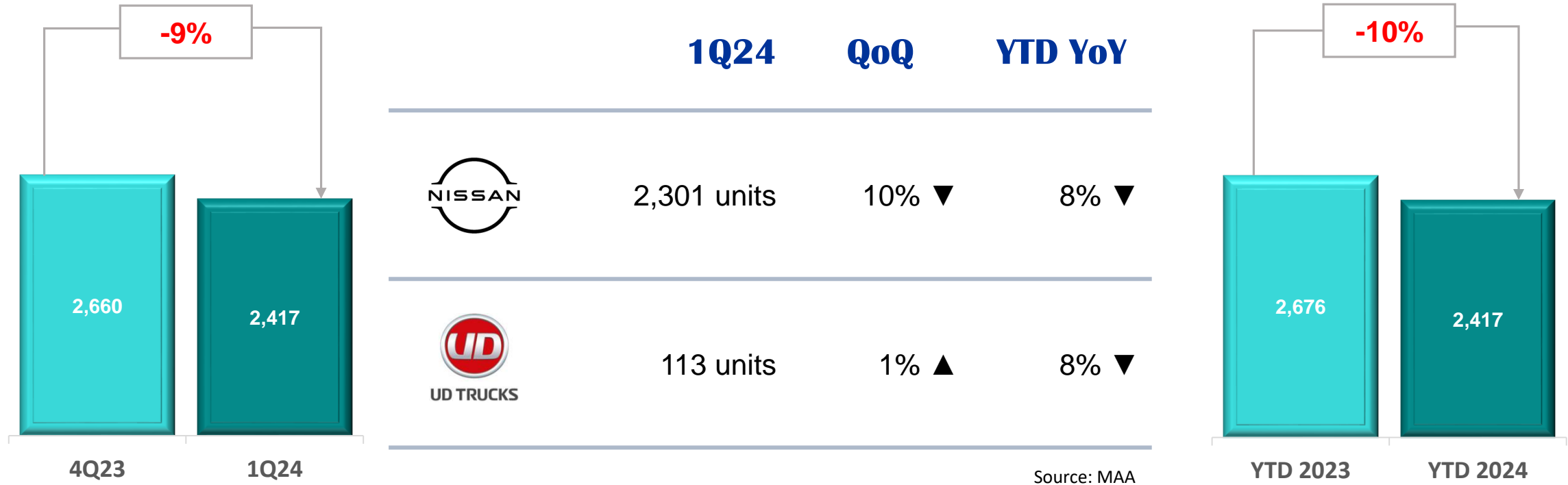


In RM'000	YTD 31-Mar-23	YTD 31-Mar-24	% Change
<b>Revenue</b>			
Malaysia	556,941	535,060	-3.9%
Vietnam	39,859	2,188	-94.5%
Others	23,085	26,452	14.6%
	619,885	563,700	-9.1%
<b>EBITDA</b>			
Malaysia	56,568	44,810	-20.8%
Vietnam	(4,151)	(12,052)	> -100%
Others	(1,175)	(626)	46.7%
	51,242	32,132	-37.3%
<b>EBITDA Margin</b>			
Malaysia	10.2%	8.4%	
Vietnam	-10.4%	> -100%	
Others	-5.1%	-2.4%	
	8.3%	5.7%	



# 1Q FY2024 Sales Performance

# Sales Performance - Malaysia



- YoY -10% :  
Lower YTD sales, largely due to stiffer competition faced in the domestic market.

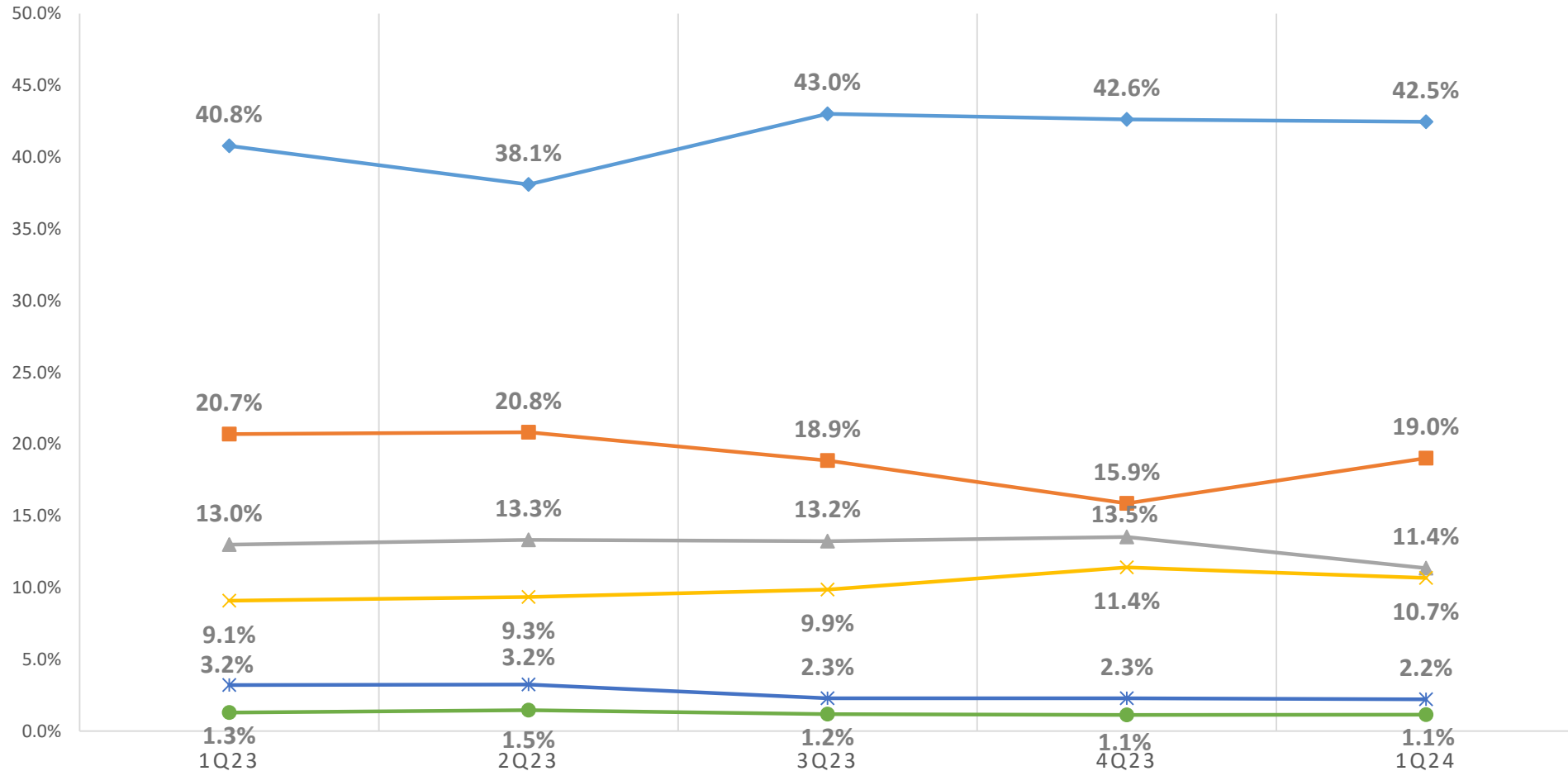


# Car Manufacturers' Market Share



## MARKET SHARE

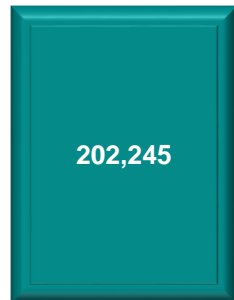
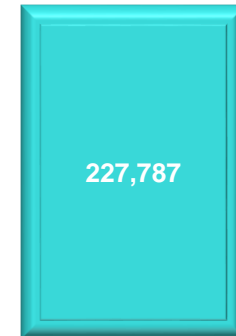
Perodua Proton Toyota Honda Mitsubishi Nissan



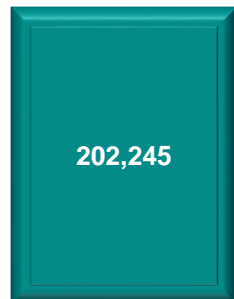
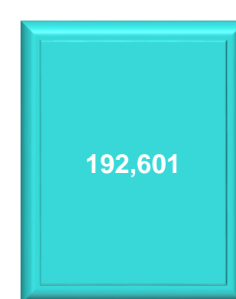
Source: MAA

## TIV

QoQ: -11%



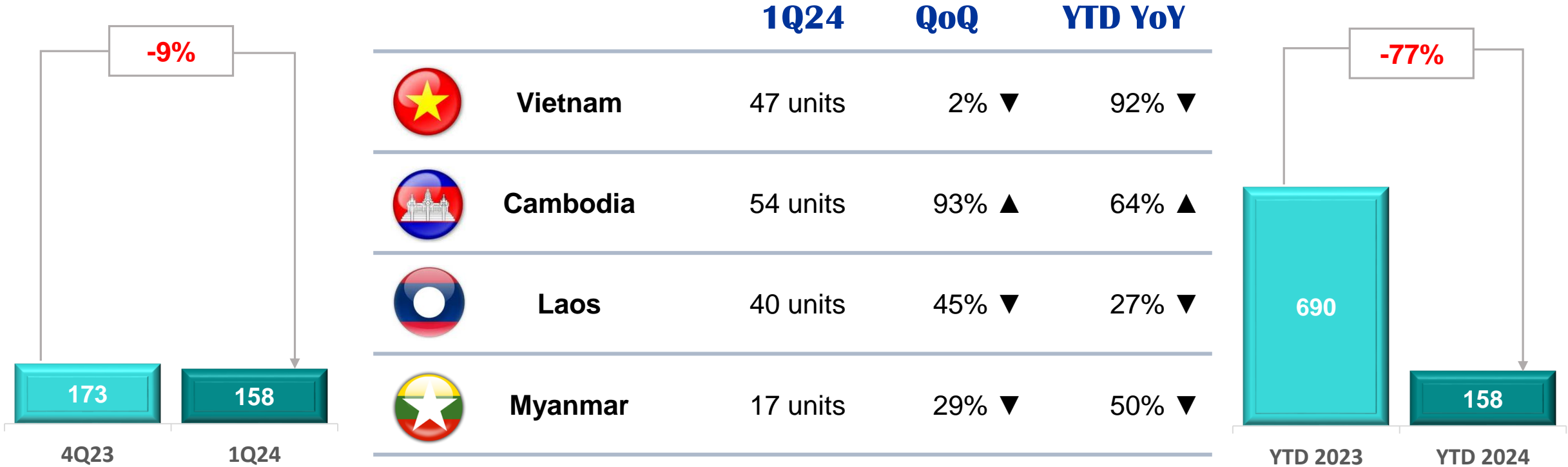
YoY: +5%



YTD 2023

YTD 2024

# Sales Performance - CLMV

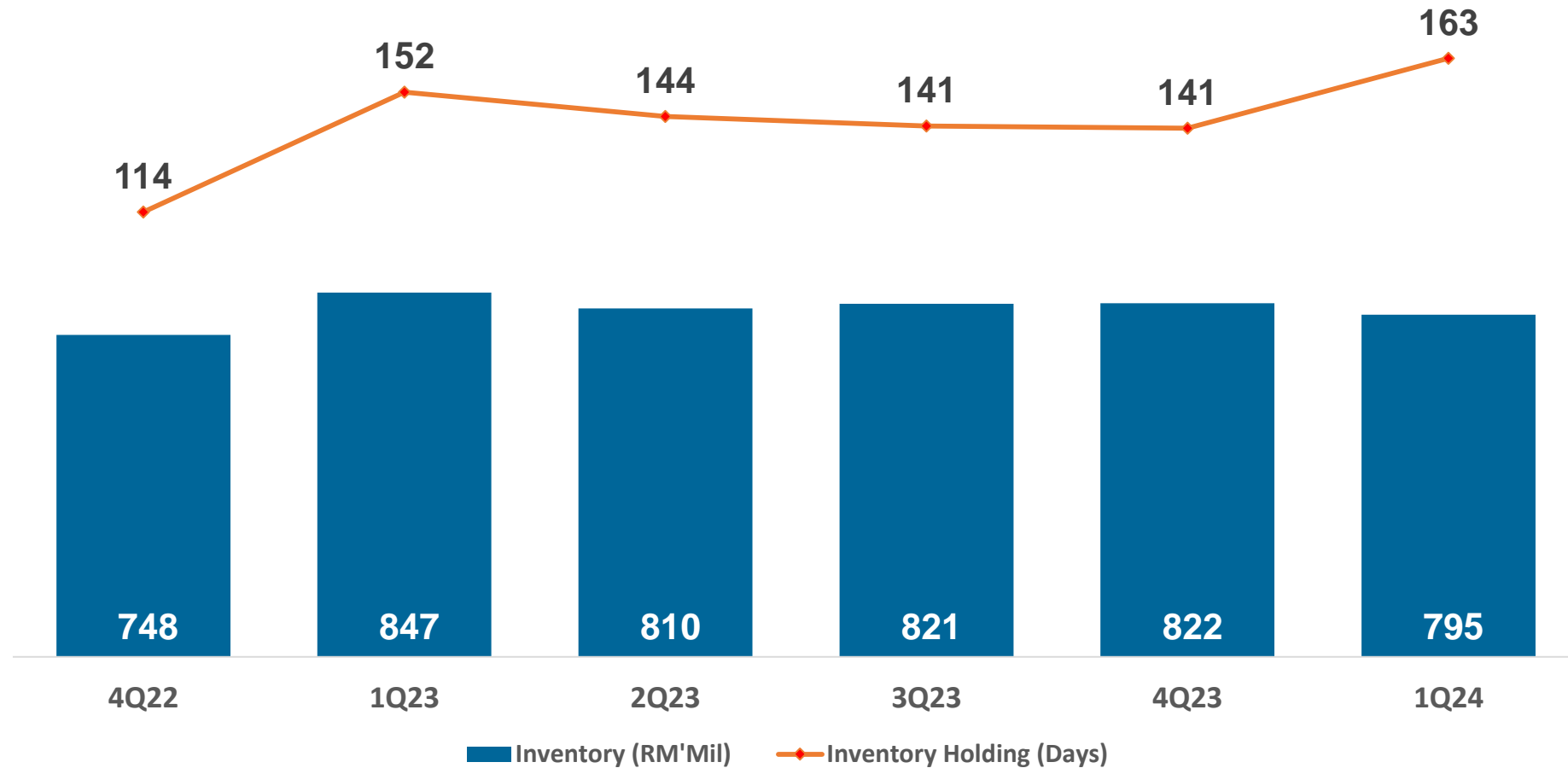


- Lower sales in CLMV (YoY) attributable to softer consumer sentiments and challenging operating environment.
- In Vietnam, the Group will continue to expand its sales & distribution channels for King Long buses and TQ Wuling N300P light truck, as well as will commencing on the sales of GAC vehicles in second half of 2024.



# 1Q FY2024 Operation Review

# Inventory Management

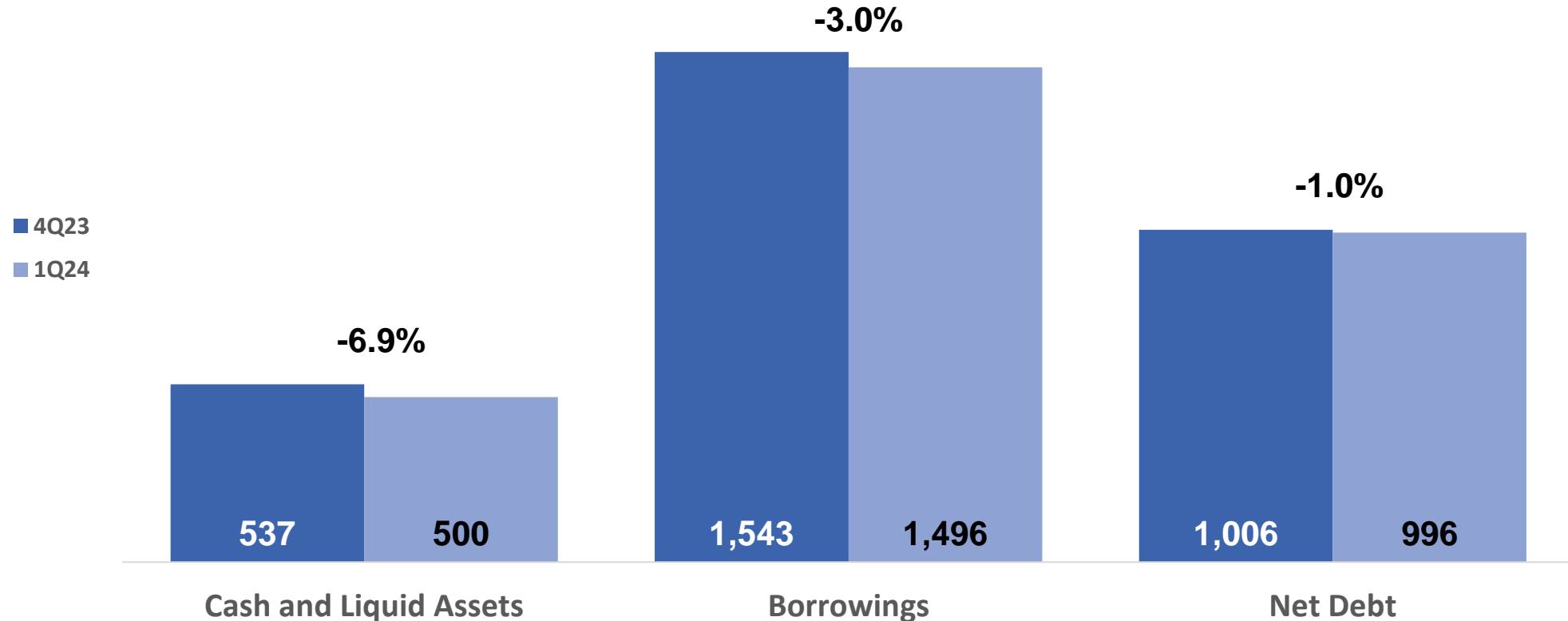


Inventory value was lower compared to the preceding quarter largely due to timing of stocks replenishment.

# Liquidity Management



## Cash Balance & Borrowings (RM'Mil)



- Net gearing ratio stood at 36.7% as at end of the quarter.
- The Group will continue to be prudent to ensure sufficient liquidity for the Group while maintaining the gearing ratio at a healthy level.

# ESG Initiatives – Solar



- The Group successfully launched the operations of our 1<sup>st</sup> Floating Large-Scale Solar Photovoltaic (LSSPV) plant in Serendah on 5<sup>th</sup> January 2024.
- This initiative aims to significantly propel the Group's continuous efforts in net zero emissions from its operations.
- The solar plant is expected to contribute a total reduction of 610,221 tonnes of CO<sub>2</sub> emissions, equivalent to removing 132,656 units of cars from the road, or planting of 29,058,175 trees.

# Thank you



**DISCOVER  
EXCITEMENT**

