

**Tan Chong
Motor
Holdings
Berhad**

FY2020 Second-Quarter Financial Results



Cautionary Statement with Respect to Forward-Looking Statements

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These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner, and achieve market acceptance of new products, and (iii) shortage of fuel or interruptions in transportation systems, labor strikes, work stoppages, or other interruptions to or difficulties in the employment of labor in the major markets where we purchase materials, components, and supplies for the production of our products or where our products are produced, distributed, or sold.

New Product Launch



ALL-New Nissan Almera

Business Review

2Q20 Sales Performance & Operation Review

Key Performance Indicators

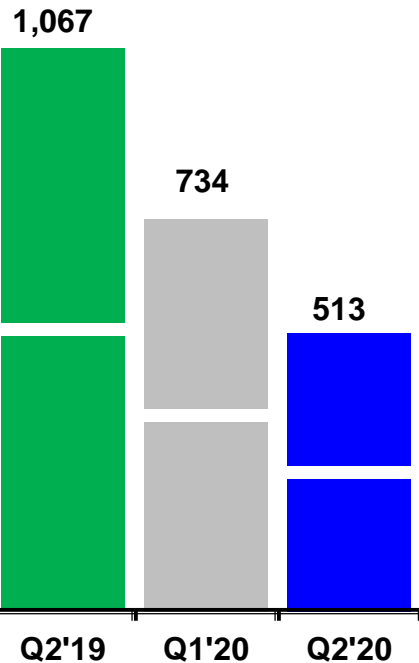
(RM'million, unless otherwise stated)

Y-o-Y

Q-o-Q

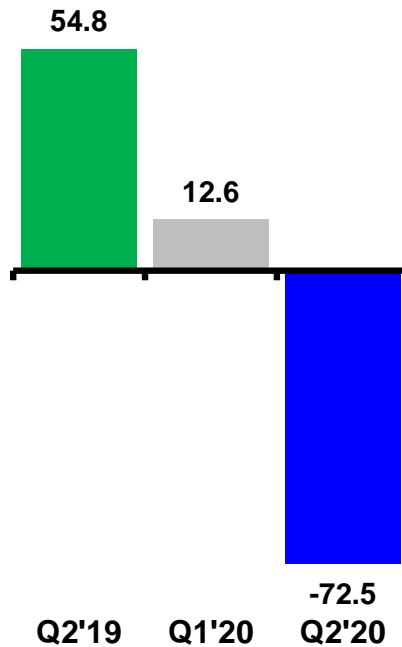
Revenue

-51.9%
-30.2%



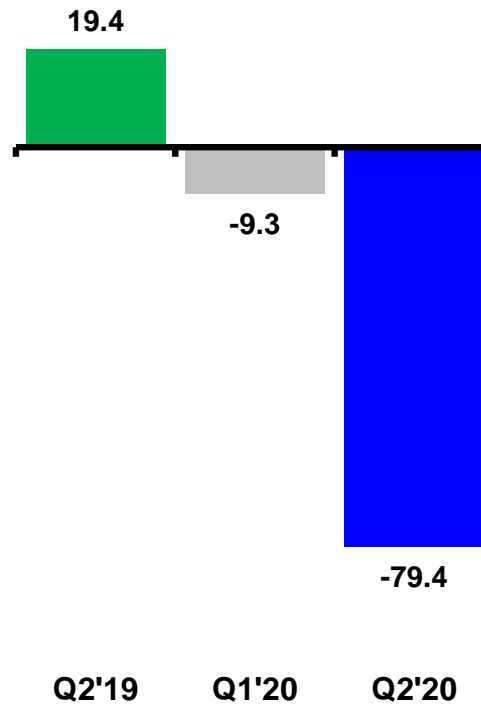
Operating Profit/ (Loss)

-232.4%
-675.7%



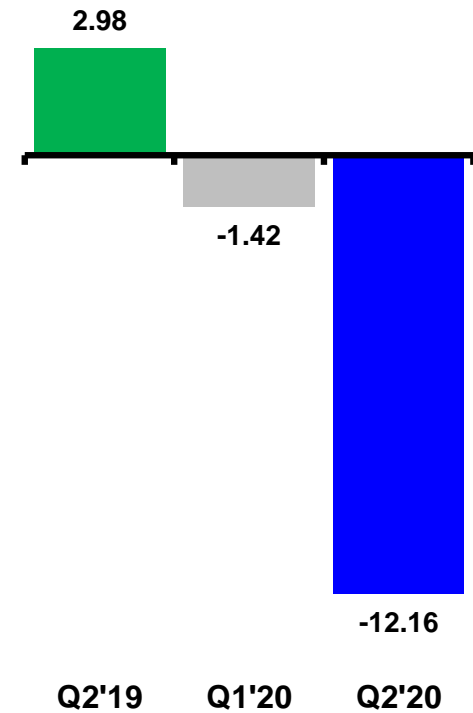
Profit/ (Loss) Attributable to Owners of the Company

-508.5%
-756.9%



Earning/ (Loss) Per Share (Sen)

-508.1%
-756.3%



QoQ Financial Review

<i>In RM'000, unless stated otherwise</i>	1Q20	2Q20	Changes
Revenue	734,287	512,892	-30.2%
Operating Profit / (Loss)	12,594	(72,500)	-675.7%
Profit / (Loss) before Tax	199	(86,330)	-43481.9%
Loss Attributable to Owners of the Company	(9,261)	(79,360)	-756.9%
Loss per Share (Sen)	(1.42)	(12.16)	-756.3%
Shareholders' Fund	2,996,563	2,922,509	-2.5%
Net Asset per Share (RM)	4.59	4.48	-2.4%

- Revenue and profitability impacted as most of our business operations were temporarily halted due to the lockdown measures to contain the spread of Covid-19 pandemic in various countries that the Group is operating in.

YoY Financial Review

<i>In RM'000, unless stated otherwise</i>	YTD 30-Jun-19	YTD 30-Jun-20	Changes
Revenue	2,147,279	1,247,179	-41.9%
Operating Profit / (Loss)	94,810	(59,906)	-163.2%
Profit / (Loss) before Tax	70,534	(86,131)	-222.1%
Profit / (Loss) after Tax	36,269	(99,310)	-373.8%
Profit / (Loss) Attributable to Owners of the Company	35,409	(88,621)	-350.3%
Earning/(Loss) per Share (Sen)	5.43	(13.58)	-350.1%

- **Revenue and profitability were lower YoY.**

Segmental Performance

<i>In RM'000</i>	6M19	6M20	Change (%)
Revenue			
Automobiles	2,096,615	1,202,207	-42.7%
Financial services	43,337	34,493	-20.4%
Other operations	7,327	10,479	43.0%
	2,147,279	1,247,179	-41.9%
EBITDA			
Automobiles	149,554	10,298	-93.1%
Financial services	12,820	-12,952	-201.0%
Other operations	2,838	16,861	494.1%
	165,212	14,207	-91.4%
EBITDA Margin			
Automobiles	7.1%	0.9%	
Financial services	29.6%	-37.5%	
Other operations	38.7%	160.9%	
	7.7%	1.1%	

Geographical Performance

<i>In RM'000</i>	6M19	6M20	Change (%)
Revenue			
Malaysia	1,618,516	960,229	-40.7%
Vietnam	342,679	141,358	-58.7%
Others	186,084	145,592	-21.8%
	2,147,279	1,247,179	-41.9%
EBITDA			
Malaysia	159,791	39,688	-75.2%
Vietnam	-9,445	-39,478	-318.0%
Others	14,866	13,997	-5.8%
	165,212	14,207	-91.4%
EBITDA Margin			
Malaysia	9.9%	4.1%	
Vietnam	-2.8%	-27.9%	
Others	8.0%	9.6%	
	7.7%	1.1%	

Malaysia Sales Performance

Q-o-Q

-39.6%



2,973

1Q20

1,796

2Q20



1,635 units

-40%



UD TRUCKS

53 units

-37%



RENAULT

108 units

-24%

Y-o-Y

-57.2%



11,153

YTD 6M19

4,769

YTD 6M20



4,382 units

-58%



UD TRUCKS

137 units

-23%



RENAULT

250 units

-58%

Malaysia Sales Performance (Cont'd)

Malaysia

- **YoY -57.2% : Lower sales due to MCO that has stalled economic activities.**
- **QoQ -39.6% : Lower sales across the board due to MCO.**
- **The sales tax exemption for locally assembled vehicles is expected to stimulate new car sales in the second half of the year.**



Top 5 manufacturers

TIV

Q-o-Q

-36.0%

106,528

68,147

1Q20

2Q20

Y-o-Y

-41.1%

296,334

174,675

YTD 19

YTD 20

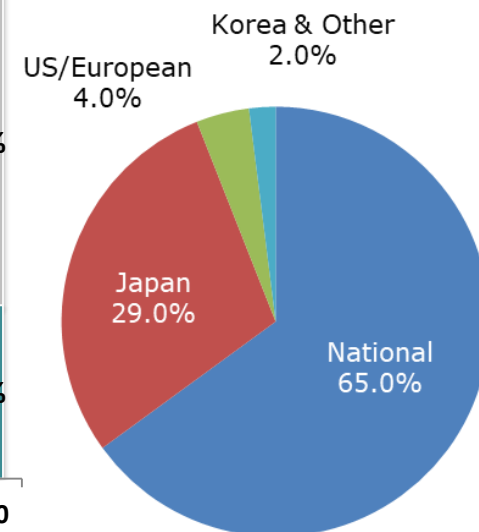
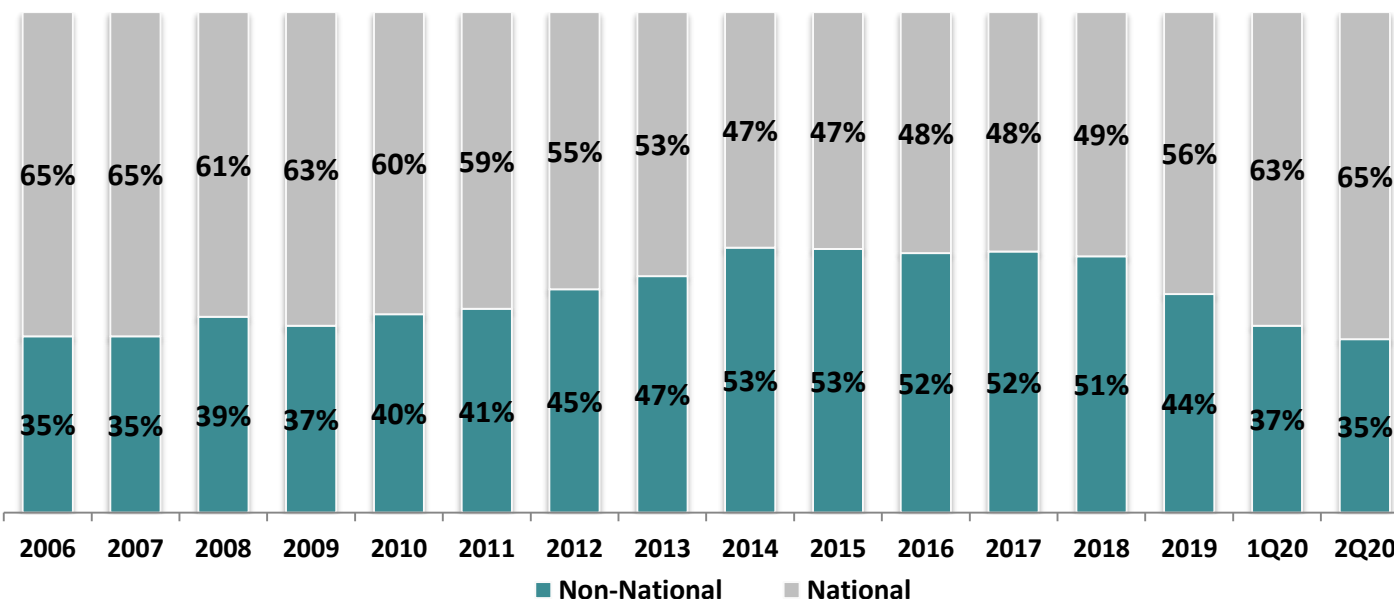
Top 5 manufacturers

	Units			Market Share		
	2Q'20	1Q'20	Changes	2Q'20	1Q'20	2020
Perodua	29,193	44,977	-35.1%	42.8%	42.2%	42.5%
Proton	15,321	21,757	-29.6%	22.5%	20.4%	21.2%
Honda	6,024	11,100	-45.7%	8.8%	10.4%	9.8%
Toyota	7,784	10,415	-25.3%	11.4%	9.8%	10.4%
Nissan	1,635	2,747	-40.5%	2.4%	2.6%	2.5%

Source: MAA

National brands regaining market share

2Q'20



	Q-o-Q %
Perodua	-35.1%
Proton	-29.6%

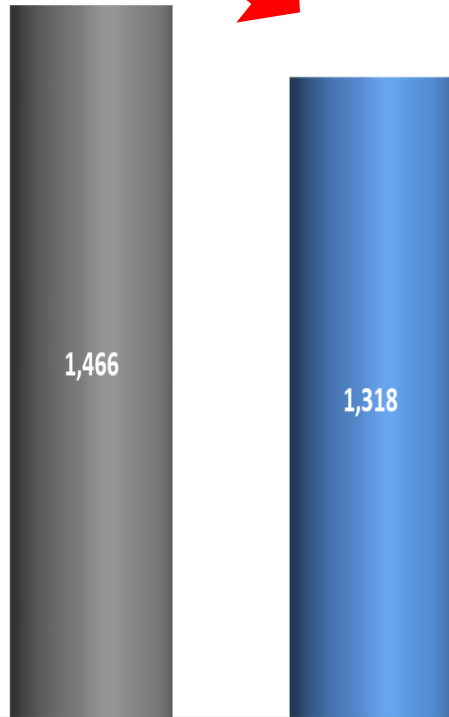
	Q-o-Q %
Toyota	-25.3%
Nissan	-40.5%
Honda	-45.7%
Mitsubishi	-30.1%
Isuzu	-30.8%
Mazda	-44.7%

	Q-o-Q %
Ford	-36.0%
VW	-41.6%
BMW	-41.1%

Indochina Sales Performance

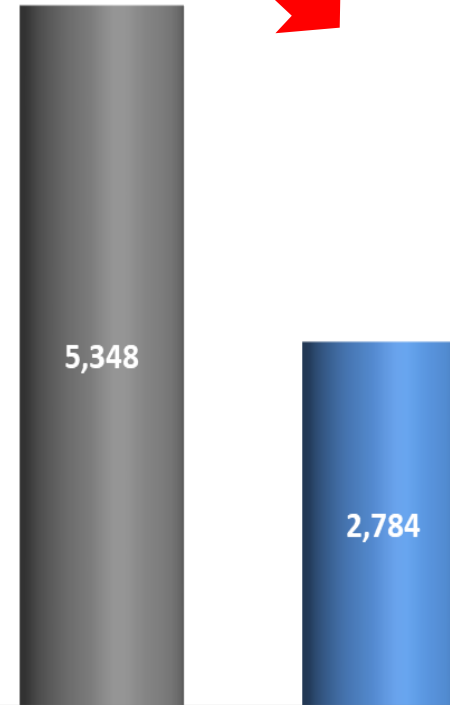
Q-o-Q

-10%



Y-o-Y

-48%



**965 units
+51%**

Vietnam



**81 units
-54%**

Laos



**80 units
-31%**

Cambodia



**192 units
-64%**

Myanmar



**1,602 units
-59%**

Vietnam



**258 units
-33%**

Laos



**196 units
-43%**

Cambodia



**728 units
+6%**

Myanmar

1Q'20

2Q'20

YTD 2019

YTD 2020

Ytd Sales

Indochina Sales Performance (Cont'd)

Indochina

- Overall YTD sales in Indochina decreased by 48% YoY, affected by the lockdowns to contain the spread of Covid-19.
- QoQ, sales in Indochina is lower by 10% broadly as these countries announced various lockdown measures to contain the spread of Covid-19.

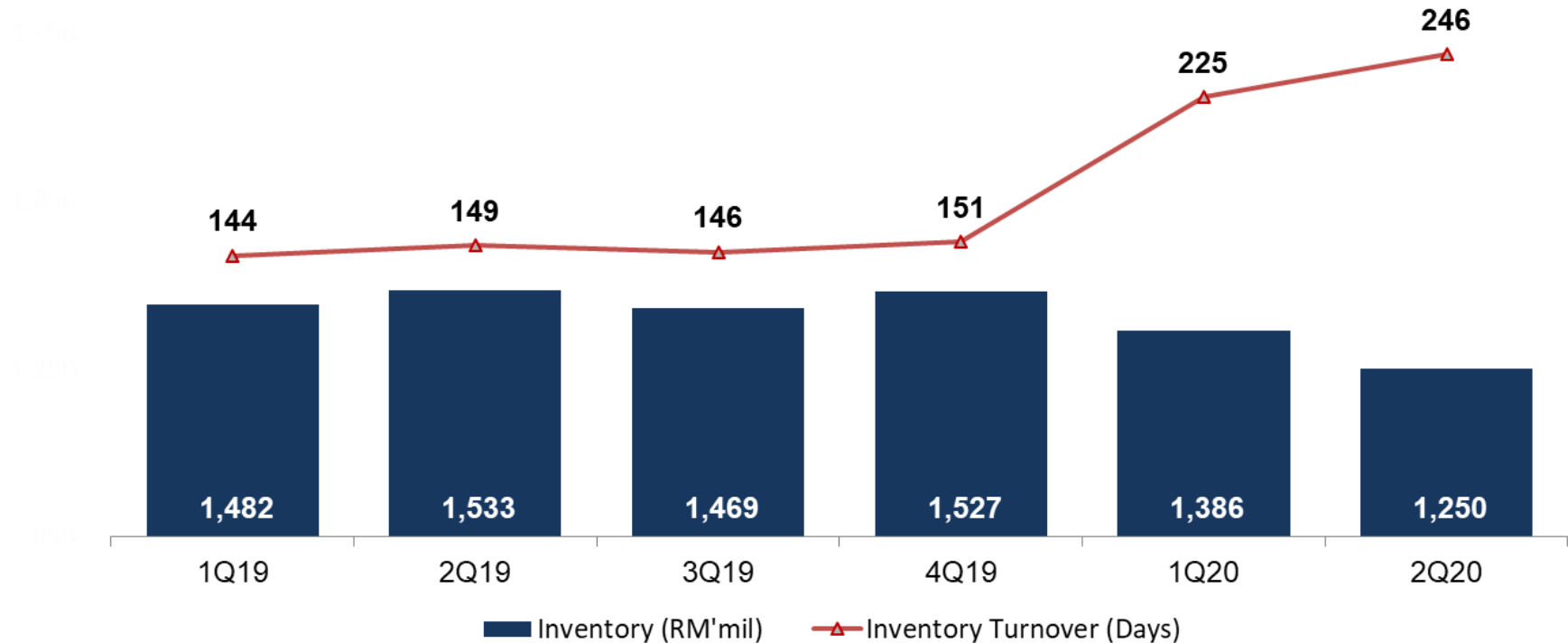


Business Review

2Q20 Sales Performance & Operation Review

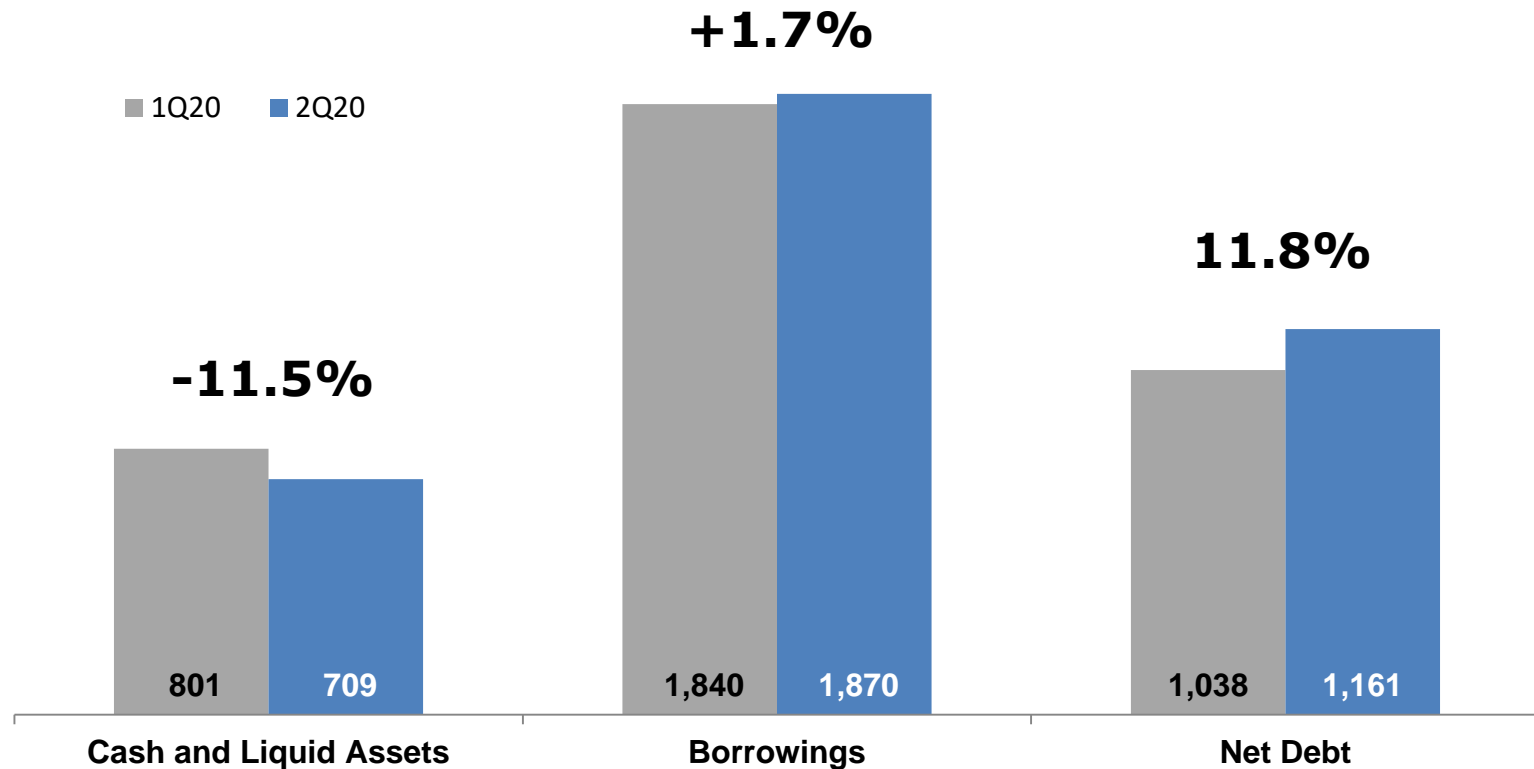
Appendices

Inventory Management



- The Group gradually pares down the inventory level. Inventory turnover days however has increased due to the lower sales recorded during the quarter.

Cash Balance & Borrowings (RM'mil)



- Net gearing remains at a manageable level of 39.7% as at end of the quarter.

Foreign Exchange Management



Source: Bank Negara

- **U.S. Dollar softened slightly during the quarter as global economies slowly reopened from the lockdowns.**
- **The Group continues to take diligent steps to monitor the foreign currency risk and manage our hedging activities prudently.**

Thank you

