



# TAN CHONG MOTOR HOLDINGS BERHAD

## 2Q FY2024 Financial Results

August 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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# Nationwide Showroom Enhancements with NRC



President and CEO of Nissan Motor Co., Ltd, Mr. Makoto Uchida officiates the Grand Opening of the New Nissan 3S Flagship Store in PJ.



New Nissan NRC Showroom in Sandakan



All-new Nissan 3S Centre in Muar, Johor

# Transformation for better customer experience



ETCM's Nissan 3S Flagship Store PJ with new NRC



Customer lounge & after-sales service reception



Vehicle display area

After-sales service bay



# Nissan e-POWER



Nissan e-POWER:  
A gateway to the  
electrified future

*The Group plans to launch an all-new e-POWER model in Malaysia in 4Q2024.*

# Product Launch in Vietnam



*GAC All-New GS8 and M8 launch event in Vietnam.*



## Vietnam

- The Group officially launched the King Long Nova Euro 5 bus in May 2024.
- Commercial vehicles offerings (i.e. TQ Wuling N300P light trucks and Euro 5 King Long buses) continue build its sales momentum and drive better plant utilisation.
- For passenger vehicles segment, the Group has also recently launched the GAC GS8 and M8 vehicles in Vietnam.



*King Long Nova Euro 5 Bus*



*GAC All-New GS8  
(SUV model)*



*GAC All-New M8  
(MPV model)*

## Subscription



RENAULT  
SUBSCRIPTION

1 Brand  
4 Models  
15 Plans



Various Brands &  
Models  
7 Standard Plans

- Largest car subscription company in Malaysia with around 3,000 fleet.
- Won the 2024 APAC Car Subscription Competitive Strategy Leadership Award by Frost & Sullivan.
- GoEV Programme – Offers car sharing, subscription and charging solutions for electric vehicles.





# **2Q FY2024 Financial Highlights & Results**

# Key Performance Indicators



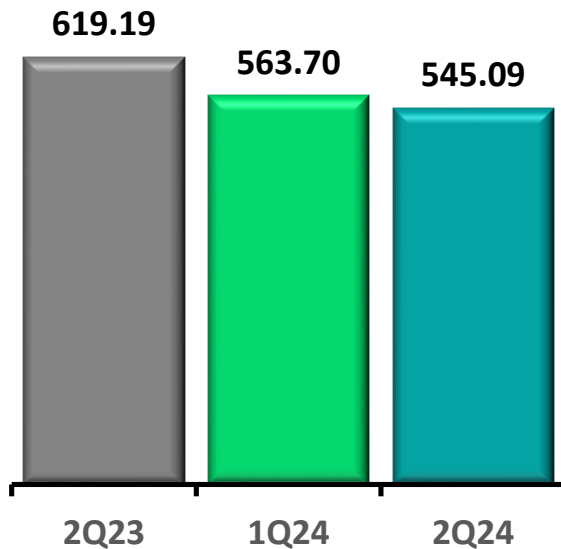
(RM'million, unless otherwise stated)

Y-o-Y

Q-o-Q

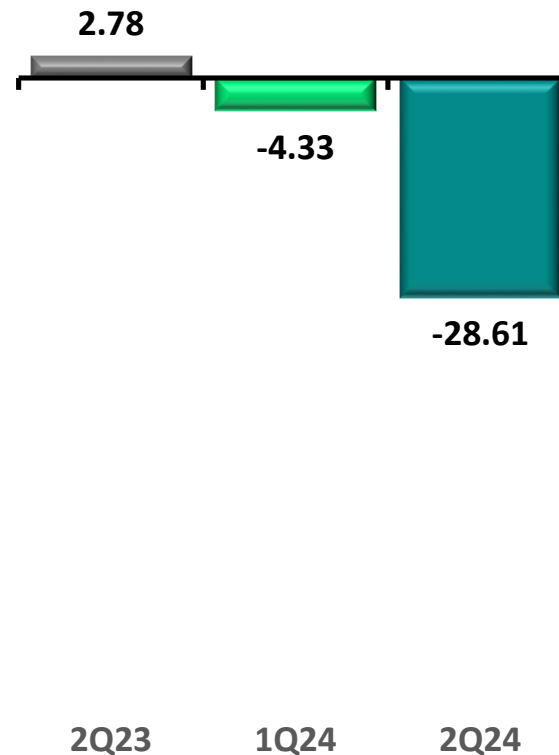
## Revenue

-12%  
-3.3%



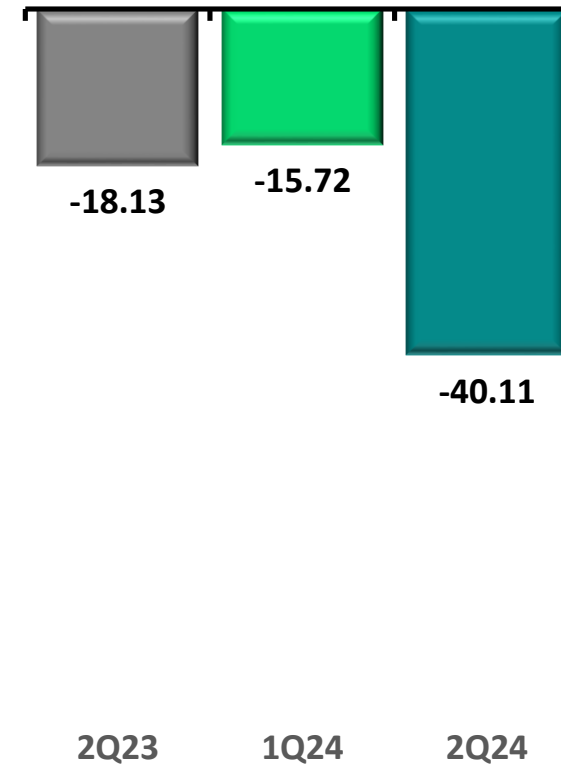
## Operating Profit / (Loss)

> -100%  
> -100%



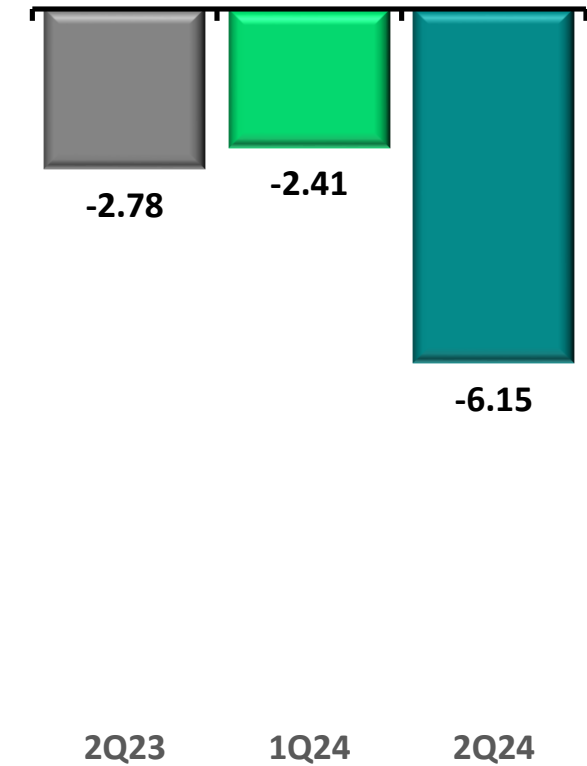
## Loss Attributable to Owners of the Company

> -100%  
> -100%



## Loss per Share (Sen)

> -100%  
> -100%



# QoQ Financial Review



In RM'000	1Q24	2Q24	% Change
Revenue	563,700	545,086	-3.3%
Operating Loss	(4,326)	(28,610)	> -100%
Loss before Tax	(16,148)	(42,297)	> -100%
Loss Attributable to Owners of the Company	(15,719)	(40,109)	> -100%
Loss per Share (Sen)	(2.41)	(6.15)	> -100%
Shareholders' Funds	2,717,612	2,669,121	-1.8%
Net Assets per Share (RM)	4.17	4.10	-1.7%

- LBT widened to -RM42.3million (QoQ) mainly due to net forex loss incurred in 2Q24, compared to net forex gain in 1Q24.
- Financial position remains strong with shareholders' funds of RM2.67bil as at end of the quarter.

# YoY Financial Review



In RM'000	YTD 30-Jun-23	YTD 30-Jun-24	% Change
Revenue	1,239,076	1,108,786	-10.5%
Operating Profit / (Loss)	16,034	(32,936)	> -100%
Loss before Tax	(5,500)	(58,445)	> -100%
Loss after Tax	(25,762)	(62,658)	> -100%
Loss Attributable to Owners of the Company	(23,199)	(55,828)	> -100%
Loss per Share (Sen)	(3.56)	(8.57)	> -100%

- Recorded a year-to-date LBT of RM58.4million, mainly due to softer consumers sentiments and stiffer competition faced in the countries where the Group is operating in, as well as lower margin arising from weaker Ringgit.



# 2Q FY2024 Segmental Results

# Segmental Performance



In RM'000	YTD 30-Jun-23	YTD 30-Jun-24	% Change
<b>Revenue</b>			
Automotive	1,194,661	1,059,515	-11.3%
Financial services	33,255	35,454	6.6%
Other operations	11,160	13,817	23.8%
	1,239,076	1,108,786	-10.5%
<b>EBITDA</b>			
Automotive	60,984	5,774	-90.5%
Financial services	10,887	6,837	-37.2%
Other operations	35,143	28,765	-18.1%
	107,014	41,376	-61.3%
<b>EBITDA Margin</b>			
Automotive	5.1%	0.5%	
Financial services	32.7%	19.3%	
Other operations	> 100%	> 100%	
	8.6%	3.7%	

# Geographical Performance



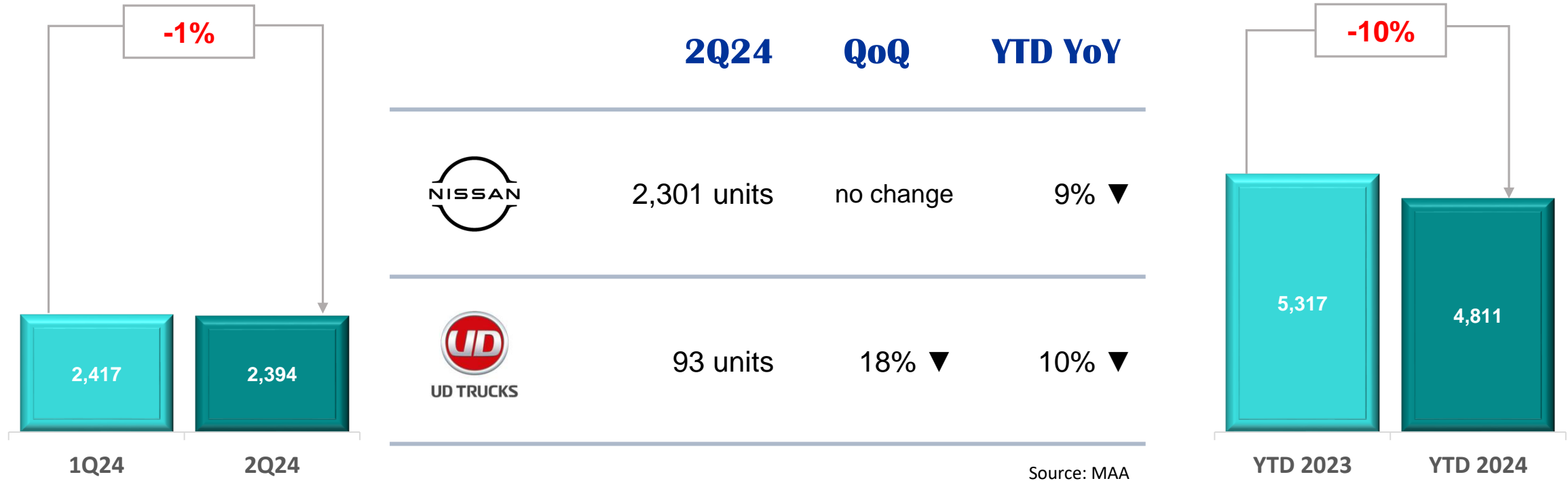
In RM'000	YTD 30-Jun-23	YTD 30-Jun-24	% Change
<b>Revenue</b>			
Malaysia	1,107,038	1,054,059	-4.8%
Vietnam	86,615	8,982	-89.6%
Others	45,423	45,745	0.7%
	<b>1,239,076</b>	<b>1,108,786</b>	<b>-10.5%</b>
<b>EBITDA</b>			
Malaysia	125,072	69,487	-44.4%
Vietnam	(14,287)	(24,905)	-74.3%
Others	(3,771)	(3,206)	15.0%
	<b>107,014</b>	<b>41,376</b>	<b>-61.3%</b>
<b>EBITDA Margin</b>			
Malaysia	11.3%	6.6%	
Vietnam	-16.5%	> -100%	
Others	-8.3%	-7.0%	
	<b>8.6%</b>	<b>3.7%</b>	



# 2Q FY2024 Sales Performance

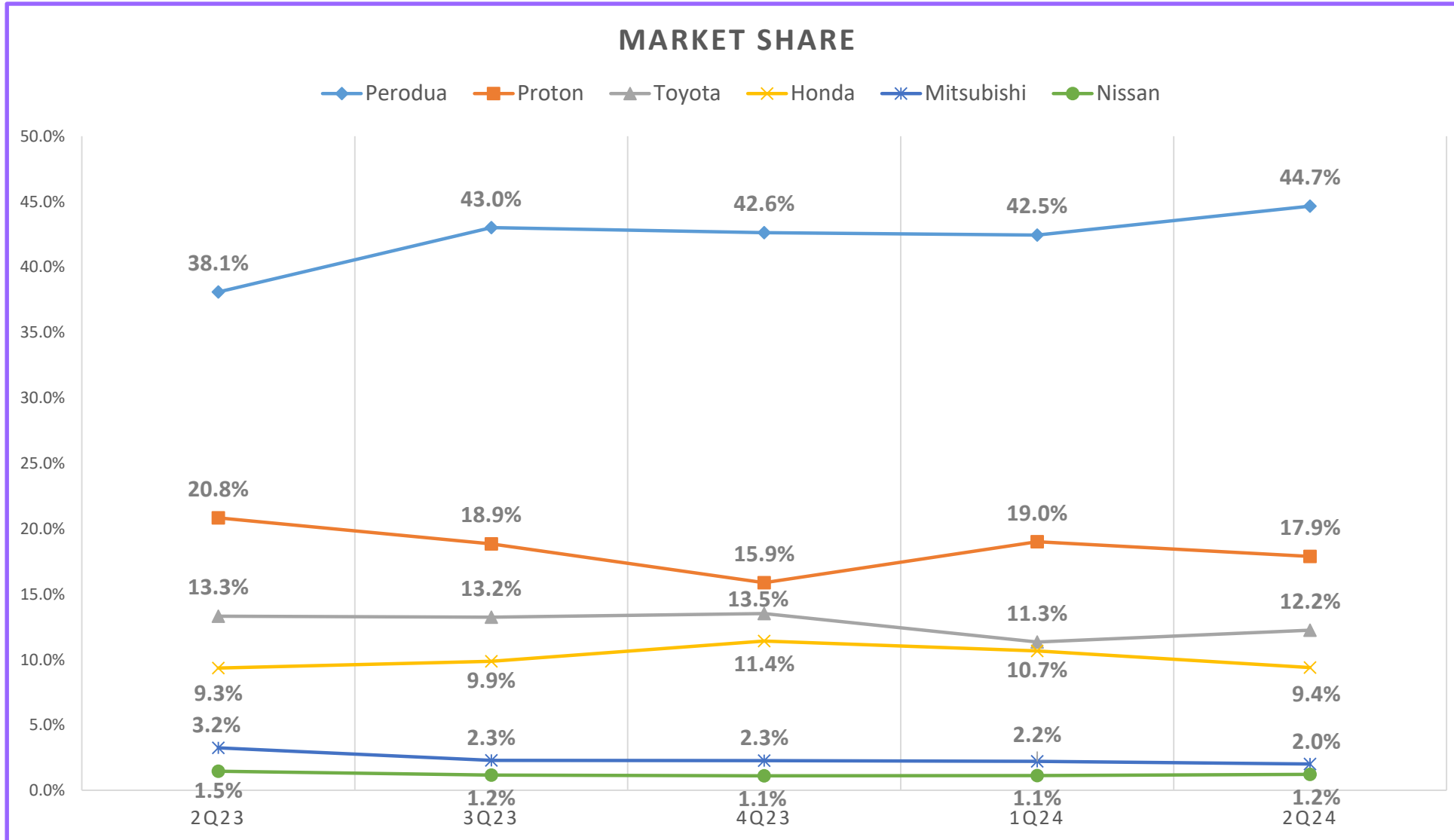


# Sales Performance - Malaysia



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

# Car Manufacturers' Market Share



Source: MAA

## TIV

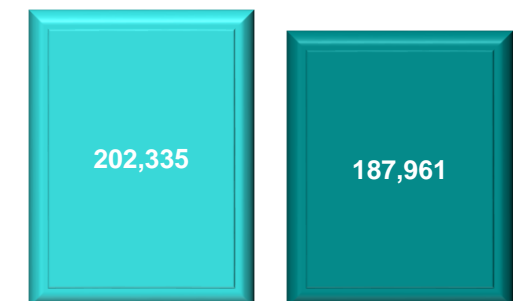
QoQ: +7%



YTD 2023

YTD 2024

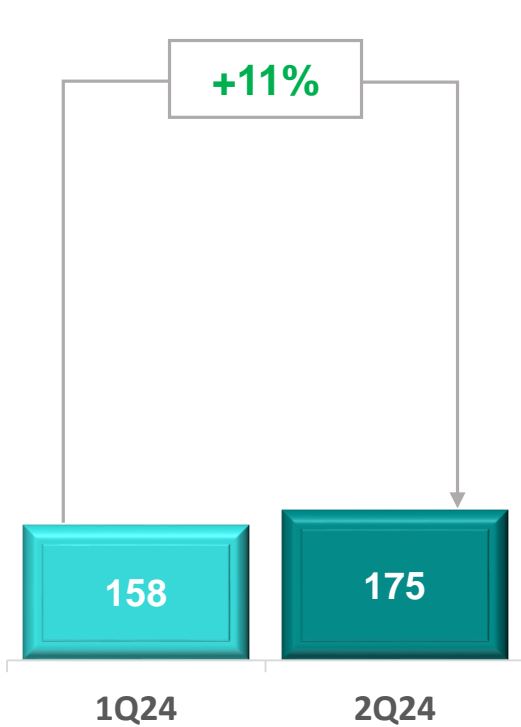
YoY: -7%







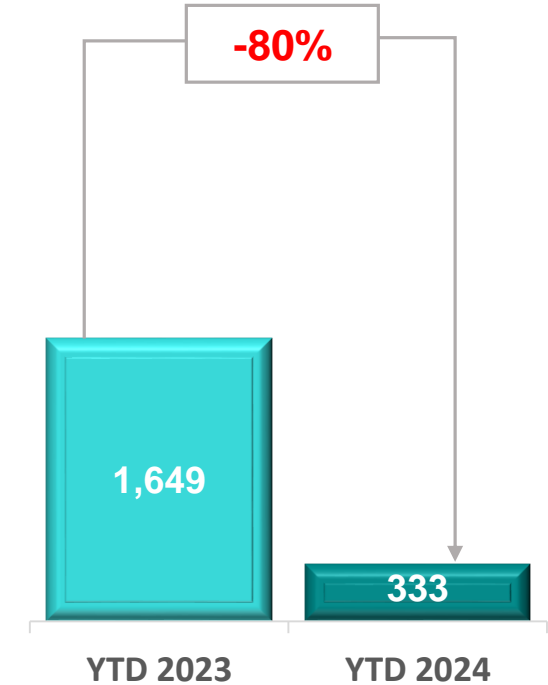
1Q24

2Q24

# Sales Performance - CLMV



	2Q24	QoQ	YTD YoY
 <b>Vietnam</b>	98 units	> 100% ▲	90% ▼
 <b>Cambodia</b>	37 units	31% ▼	44% ▲
 <b>Laos</b>	28 units	30% ▼	35% ▼
 <b>Myanmar</b>	12 units	29% ▼	52% ▼



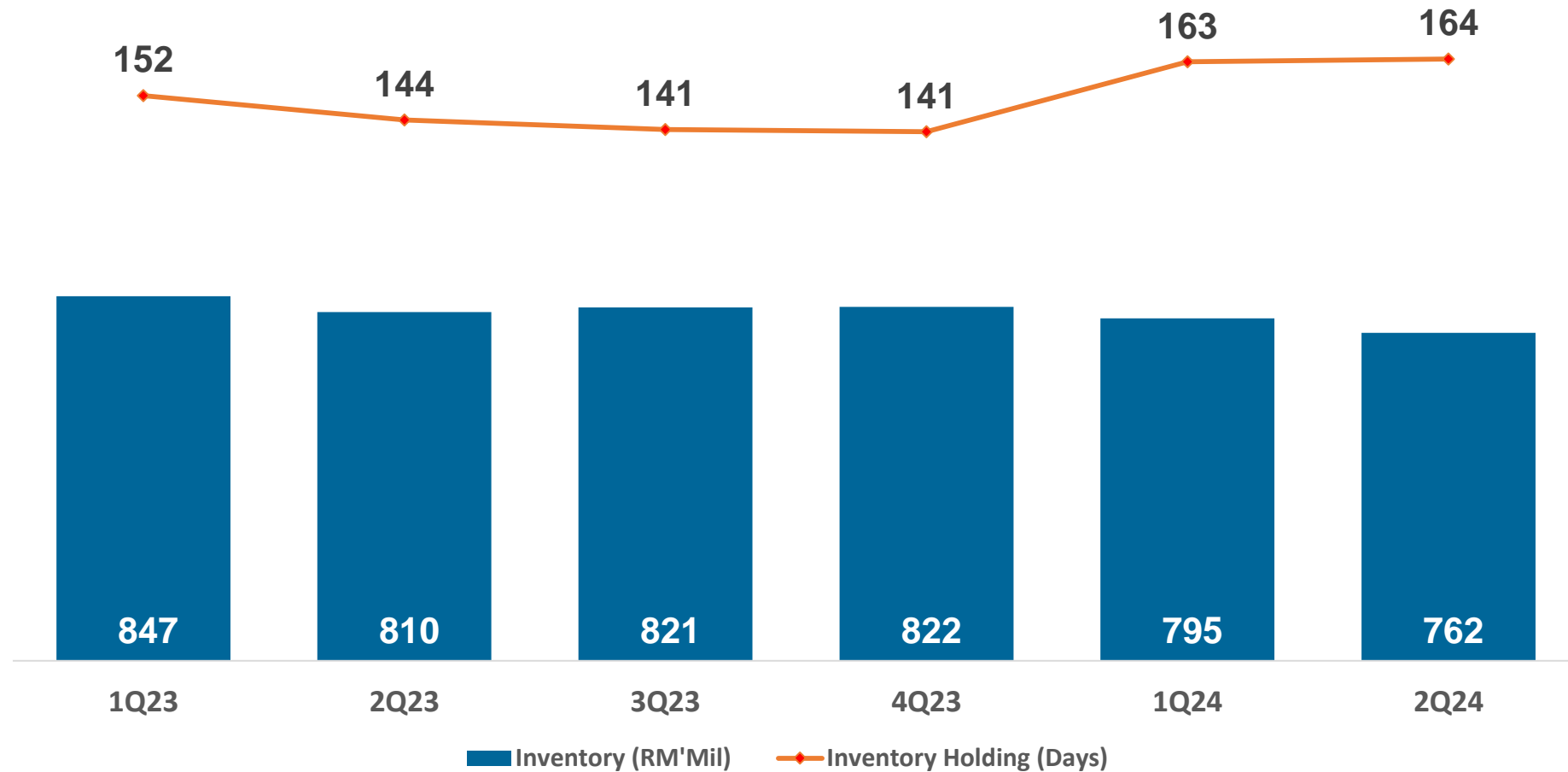
For Vietnam market,

- The Group received good responses for its King Long buses and TQ Wuling N300P light trucks & has recently launched the GAC vehicles.
- With the current product lineup, the Group is optimistic that the business performance in Vietnam will improve going forward.



# 2Q FY2024 Operation Review

# Inventory Management

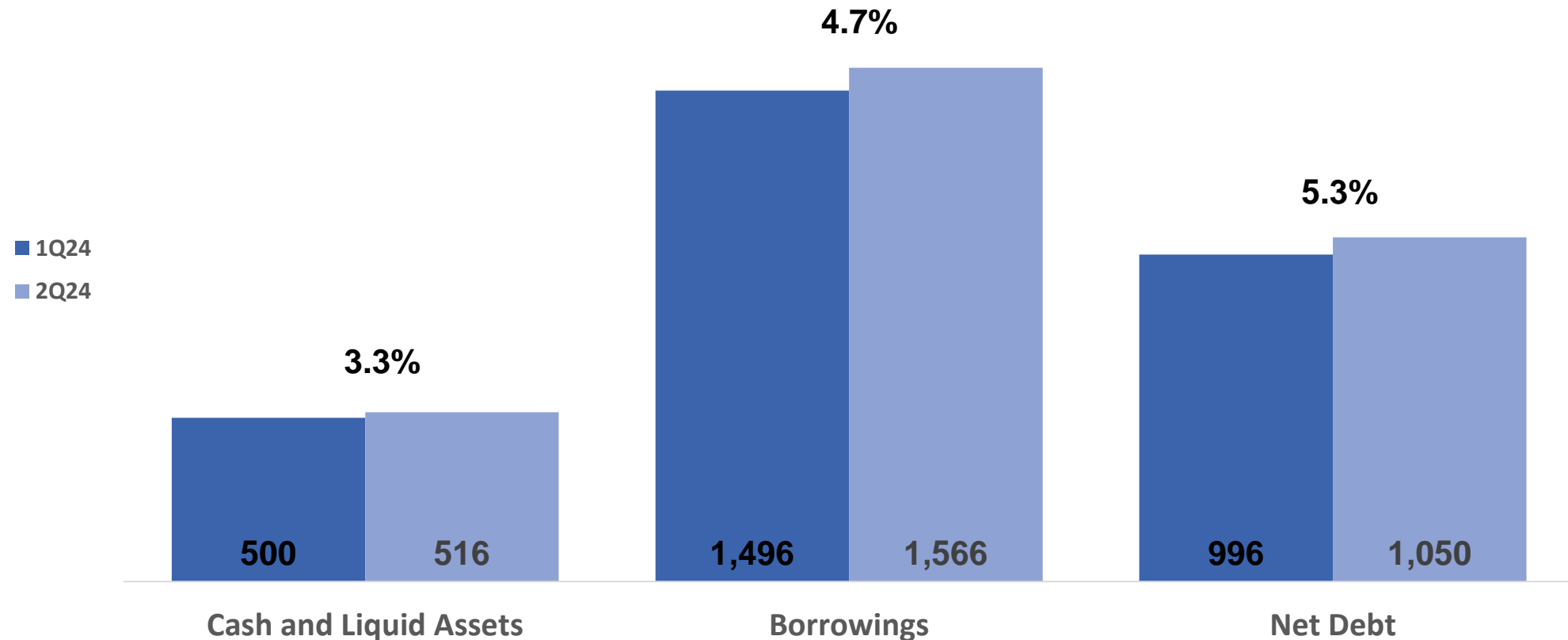


Inventory value was lower compared to the preceding quarter largely due to timing of stocks replenishment.

# Liquidity Management



## Cash Balance & Borrowings (RM'Mil)



- Net gearing ratio stood at 39.3% 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



- Our 1<sup>st</sup> 20-Megawatt Floating Large-Scale Solar Photovoltaic (LSSPV) plant in Serendah commenced operations in January 2024 and contributed positively to the Group's revenue stream.
- The floating 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 on the road, or planting of 29,058,175 trees.
- The energy harnessed from assembly plant in Serendah's rooftop solar panel amounting to over 1,000MWh, has also contributed in the cost reduction of RM900,000 and estimated reduction of over 800 tonnes of CO<sub>2</sub> emissions per annum.

# Thank you



DISCOVER  
EXCITEMENT

Malaysia  
Day '24



**FREE\***

**MULTIPOINT  
INSPECTION**



**8%\*** OFF

**WHEEL ALIGNMENT  
& BALANCING**

APPLICABLE TO ALL NISSAN MODELS  
VALID TILL 30 SEPTEMBER 2024

\*Terms apply