

**Tan Chong
Motor
Holdings
Berhad**

FY2020 Third-Quarter Financial Results



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. We do not make representation regarding, and assumes no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein.

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 (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

Nissan Almera Turbo – Official Price & Offers



ALL-NEW NISSAN ALMERA TURBO Official Price & Offers

VL

(w/Sales Tax)

RM 83,888

(w/out Sales Tax)

RM 79,906

(SAVE)

RM 3,982

Flexi Financing
Promotion

RM 688/month

VLP

(w/Sales Tax)

RM 89,888

(w/out Sales Tax)

RM 85,715

(SAVE)

RM 4,173

Flexi Financing
Promotion

RM 738/month

VLT

(w/Sales Tax)

RM 95,888

(w/out Sales Tax)

RM 91,310

(SAVE)

RM 4,578

Flexi Financing
Promotion

RM 788/month



OFFERS

*** 5 Years Unlimited Mileage Warranty**

*** 5 Free Maintenance Services**

(parts & labour included, alternating 5 times service within 5 years)

*** Additional Insurance Coverage**

(Personal Accident with sum insured up to RM 75,000, Key Care cover reimbursement up to RM 1,500, Flood Relief allowance up to RM 1,500)

*** Test Drive & Win 10 iPhone SE Contest** (valid from Nov-Dec'20)

*** Buy & Win Contest; prizes worth RM 88,888**

(valid from Nov-Dec'20)

- * On-the-road price without Insurance
- * Valid for Private Individual registration in Peninsular Malaysia
- * Terms & conditions apply



EDARAN TAN CHONG MOTOR SDN. BHD. (230669-H)
A subsidiary of Tan Chong Motor Holdings Berhad (12969-F)



New Nissan Navara

Business Review

3Q20 Sales Performance & Operation Review

Key Performance Indicators

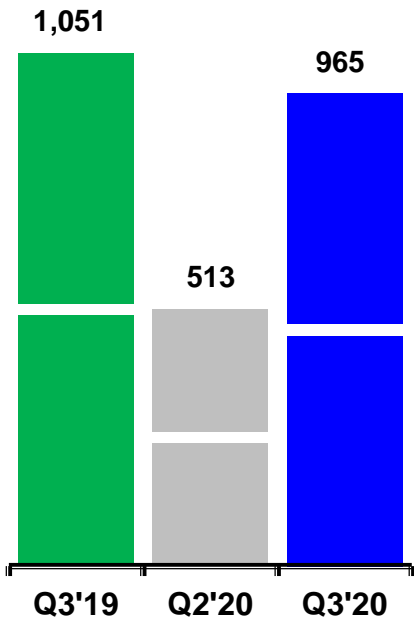
(RM'million, unless otherwise stated)

Y-o-Y

Q-o-Q

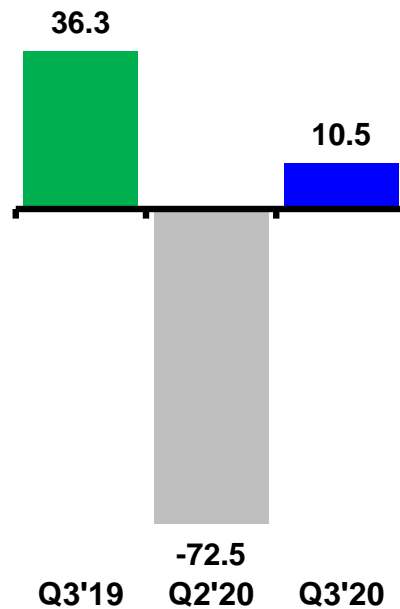
Revenue

-8.2%
88.1%



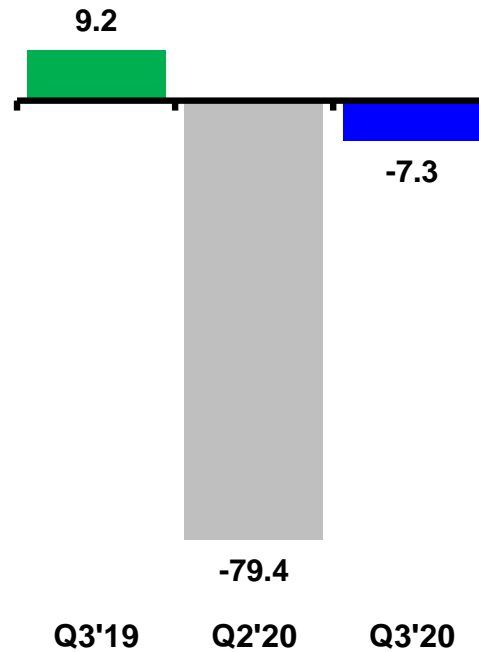
Operating Profit/ (Loss)

-70.9%
114.5%



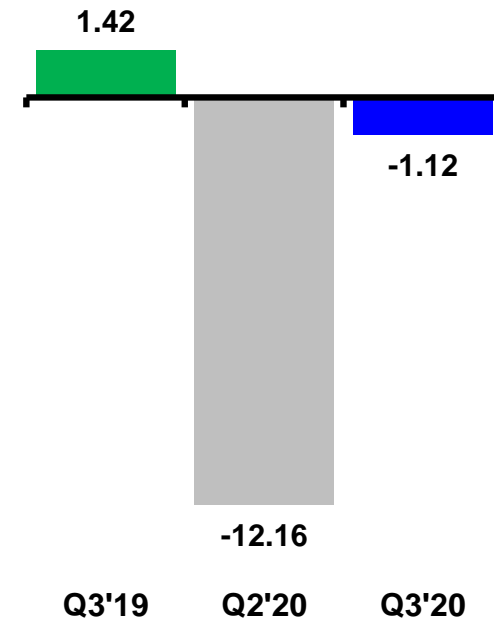
Profit/ (Loss) Attributable to Owners of the Company

-179.3%
90.8%



Earning/ (Loss) Per Share (Sen)

-178.9%
90.8%



QoQ Financial Review

<i>In RM'000, unless stated otherwise</i>	2Q20	3Q20	Changes
Revenue	512,892	964,543	88.1%
Operating (Loss) / Profit	(72,500)	10,543	114.5%
(Loss) / Profit before Tax	(86,330)	1,722	102.0%
Loss Attributable to Owners of the Company	(79,360)	(7,334)	90.8%
Loss per Share (Sen)	(12.16)	(1.12)	90.8%
Shareholders' Fund	2,922,509	2,914,815	-0.3%
Net Asset per Share (RM)	4.48	4.47	-0.2%

- Increase in revenue and profitability contributed by the recovery in vehicle sales as a result of the sales tax exemption as announced under the PENJANA economic recovery plan.

YoY Financial Review

<i>In RM'000, unless stated otherwise</i>	YTD 30-Sep-19	YTD 30-Sep-20	Changes
Revenue	3,197,836	2,211,722	-30.8%
Operating Profit / (Loss)	131,100	(49,363)	-137.7%
Profit / (Loss) before Tax	91,383	(84,409)	-192.4%
Profit / (Loss) after Tax	44,185	(109,308)	-347.4%
Profit / (Loss) Attributable to Owners of the Company	44,657	(95,955)	-314.9%
Earning/(Loss) per Share (Sen)	6.84	(14.71)	-315.1%

- YTD revenue and profitability were lower (YoY) as sales were affected during the MCO and RMC0 period.

Segmental Performance

<i>In RM'000</i>	9M19	9M20	Change (%)
Revenue			
Automobiles	3,123,755	2,142,473	-31.4%
Financial services	62,240	52,978	-14.9%
Other operations	11,841	16,271	37.4%
	3,197,836	2,211,722	-30.8%
EBITDA			
Automobiles	215,632	65,723	-69.5%
Financial services	19,870	1,334	-93.3%
Other operations	13,553	7,888	-41.8%
	249,055	74,945	-69.9%
EBITDA Margin			
Automobiles	6.9%	3.1%	
Financial services	31.9%	2.5%	
Other operations	114.5%	48.5%	
	7.8%	3.4%	

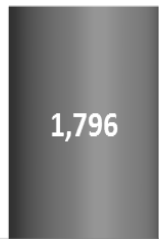
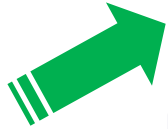
Geographical Performance

<i>In RM'000</i>	9M19	9M20	Change (%)
Revenue			
Malaysia	2,466,271	1,740,663	-29.4%
Vietnam	455,812	258,913	-43.2%
Others	275,753	212,146	-23.1%
	3,197,836	2,211,722	-30.8%
EBITDA			
Malaysia	246,640	118,474	-52.0%
Vietnam	(17,938)	(64,150)	-257.6%
Others	20,353	20,621	1.3%
	249,055	74,945	-69.9%
EBITDA Margin			
Malaysia	10.0%	6.8%	
Vietnam	-3.9%	-24.8%	
Others	7.4%	9.7%	
	7.8%	3.4%	

Malaysia Sales Performance

Q-o-Q

+193.3%



2Q20



3Q20



4,785 units
+193%



UD TRUCKS

126 units
+138%

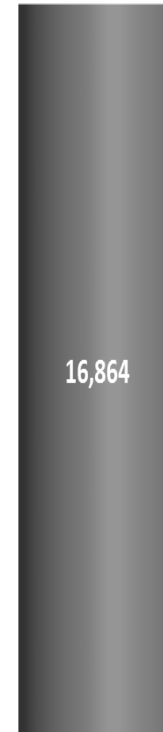


RENAULT

356 units
+230%

Y-o-Y

-40.5%



YTD 9M19



YTD 9M20



9,167 units
-42%



UD TRUCKS

263 units
-9%



RENAULT

606 units
-32%

Malaysia Sales Performance (Cont'd)

Malaysia

- **QoQ +193.3% : Higher sales recorded during the quarter driven by sales tax exemption for locally assembled vehicles (100%) and completely build-up vehicles (50%) as announced under the PENJANA economic recovery plan.**
- **YoY -40.5% : Lower sales affected during the MCO and CMCO period.**



Top 5 manufacturers

TIV

Q-o-Q

+144.8%

68,147

2Q20

166,814

3Q20

Y-o-Y

-22.9%

442,991

YTD 19

341,489

YTD 20

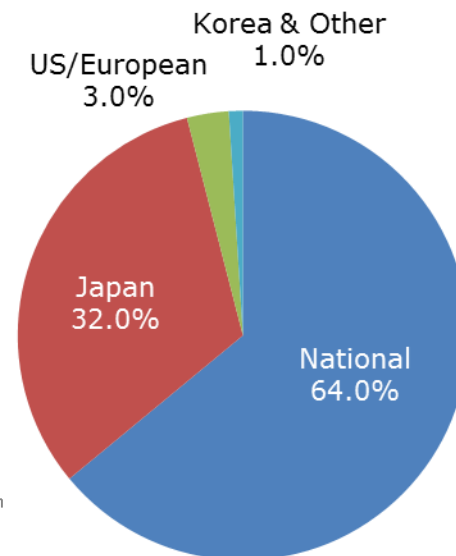
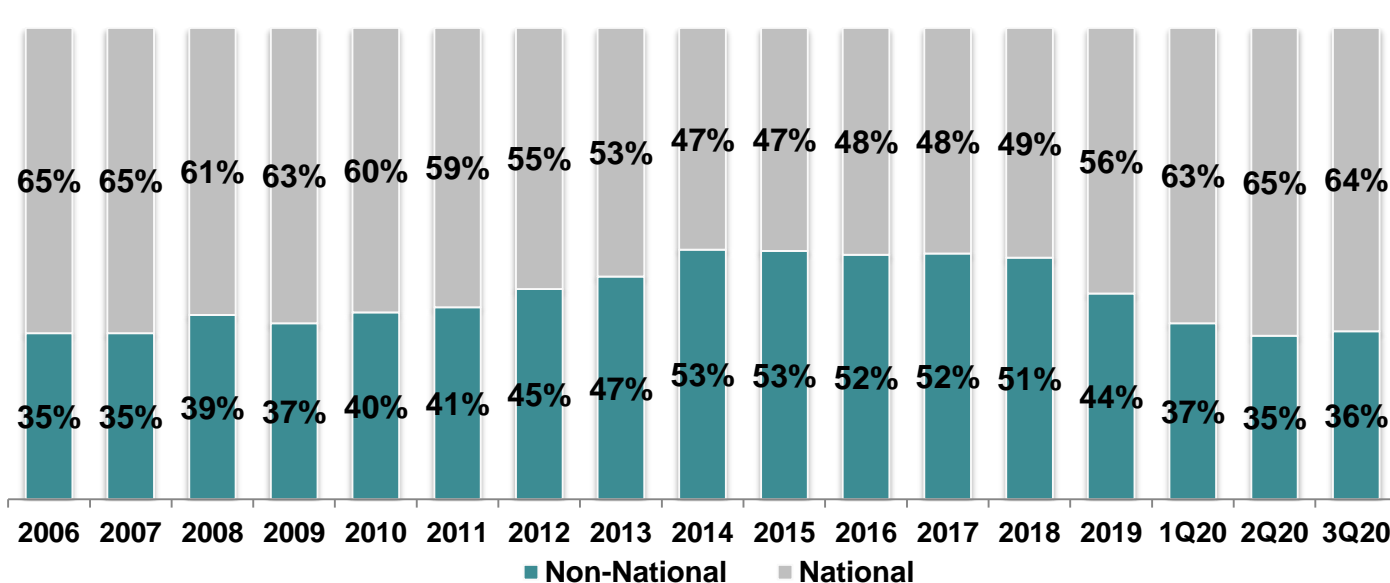
Top 5 manufacturers

	Units			Market Share		
	3Q'20	2Q'20	Changes	3Q'20	2Q'20	2020
Perodua	70,842	29,193	142.7%	42.5%	42.8%	42.5%
Proton	36,469	15,321	138.0%	21.9%	22.5%	21.5%
Honda	17,531	6,024	191.0%	10.5%	8.8%	10.1%
Toyota	18,635	7,784	139.4%	11.2%	11.4%	10.8%
Nissan	4,785	1,635	192.7%	2.9%	2.4%	2.7%

Source: MAA

National brands regaining market share

3Q'20



	Q-o-Q %
Perodua	+142.7%
Proton	+138.0%

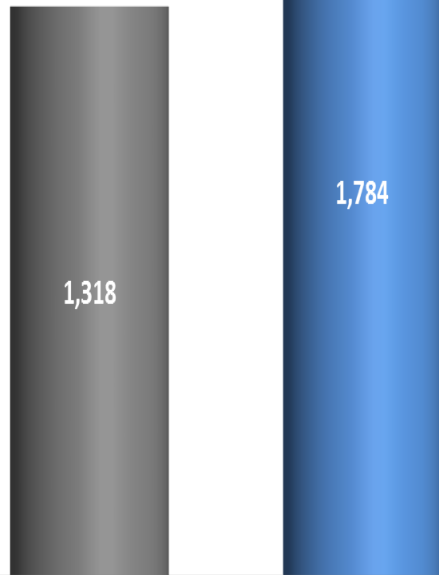
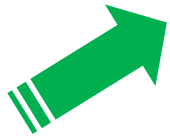
	Q-o-Q %
Toyota	+139.4%
Nissan	+192.7%
Honda	+191.0%
Mitsubishi	+132.4%
Isuzu	+199.5%
Mazda	+140.1%

	Q-o-Q %
Ford	+155.5%
VW	+185.5%
BMW	N/A

Indochina Sales Performance

Q-o-Q

+35%



2Q'20

3Q'20



**1,295 units
+34%**

Vietnam



**138 units
+70%**

Laos



**93 units
+16%**

Cambodia

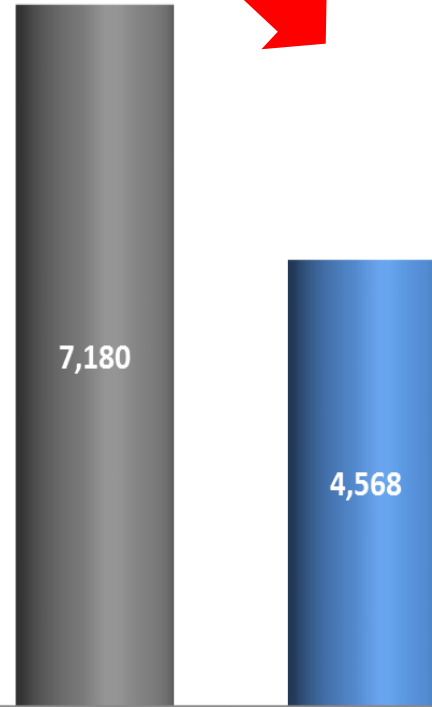


**258 units
+34%**

Myanmar

Y-o-Y

-36%



YTD 2019

YTD 2020



**2,897 units
-44%**

Vietnam



**396 units
-31%**

Laos



**289 units
-46%**

Cambodia



**986 units
+9%**

Myanmar

Ytd Sales

Indochina Sales Performance (Cont'd)

Indochina

- Overall YTD sales in Indochina decreased by 36% YoY, affected by the lockdowns in various countries where the Group is operating in.
- QoQ, overall sales in Indochina increased by 35% driven by the pent-up demand as the lockdowns were gradually removed in the respective countries.

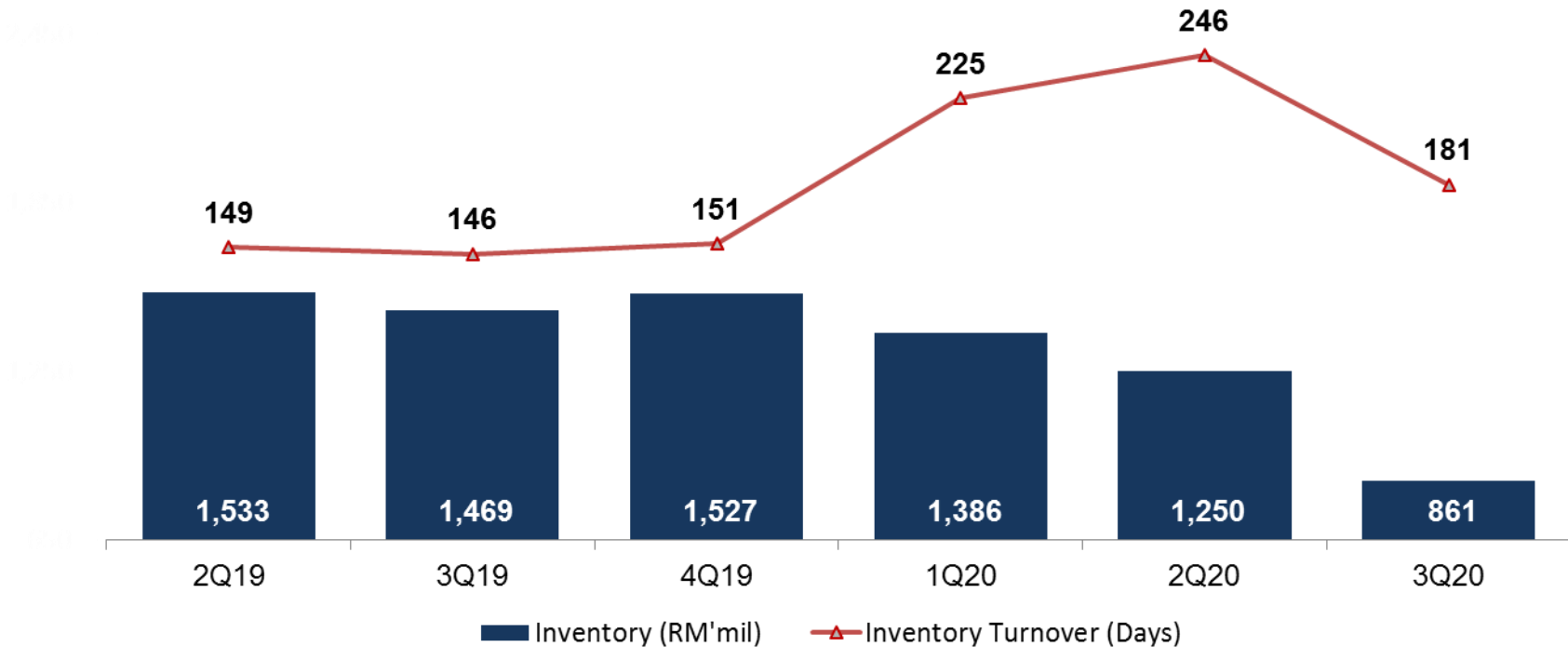


Business Review

3Q20 Sales Performance & Operation Review

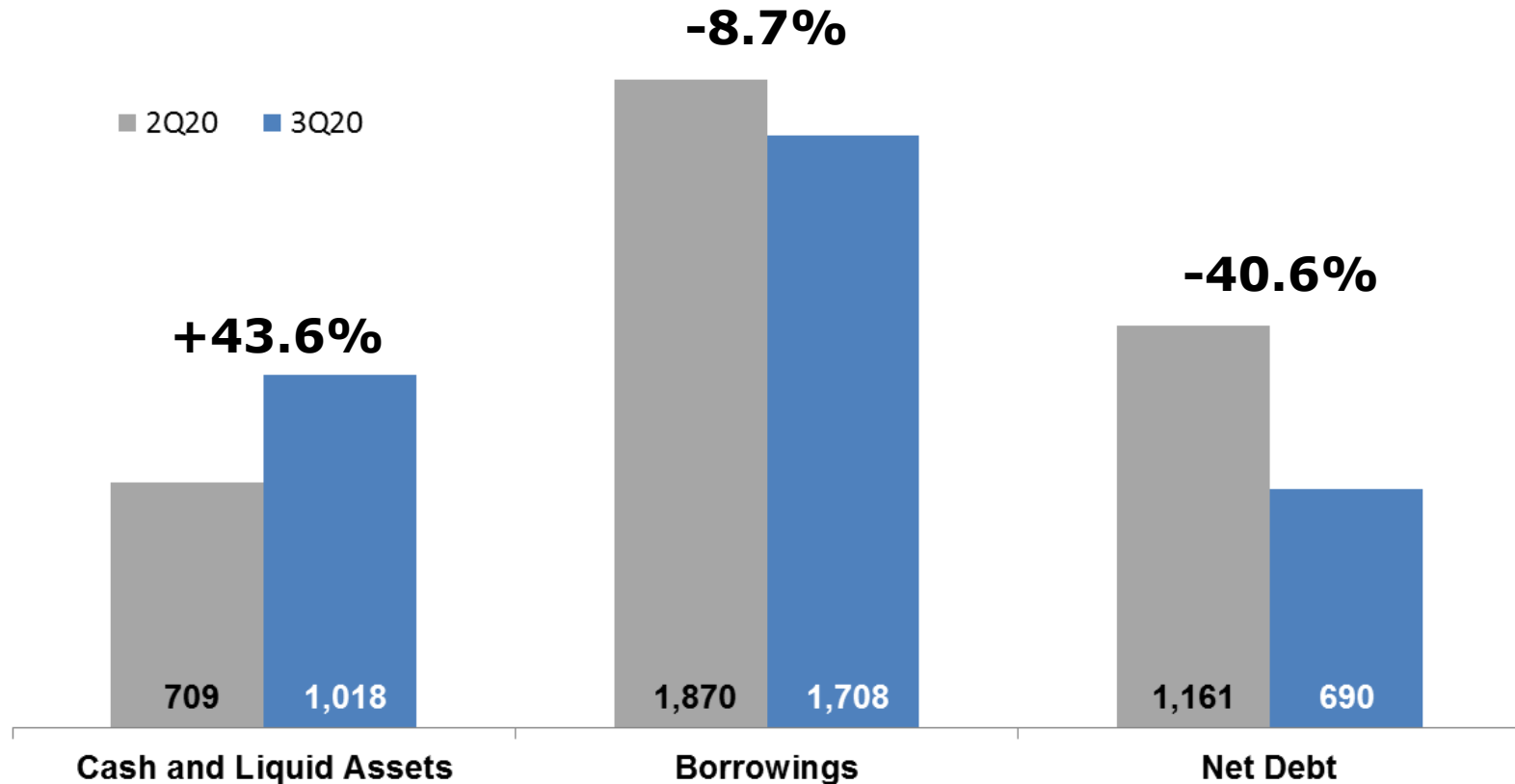
Appendices

Inventory Management



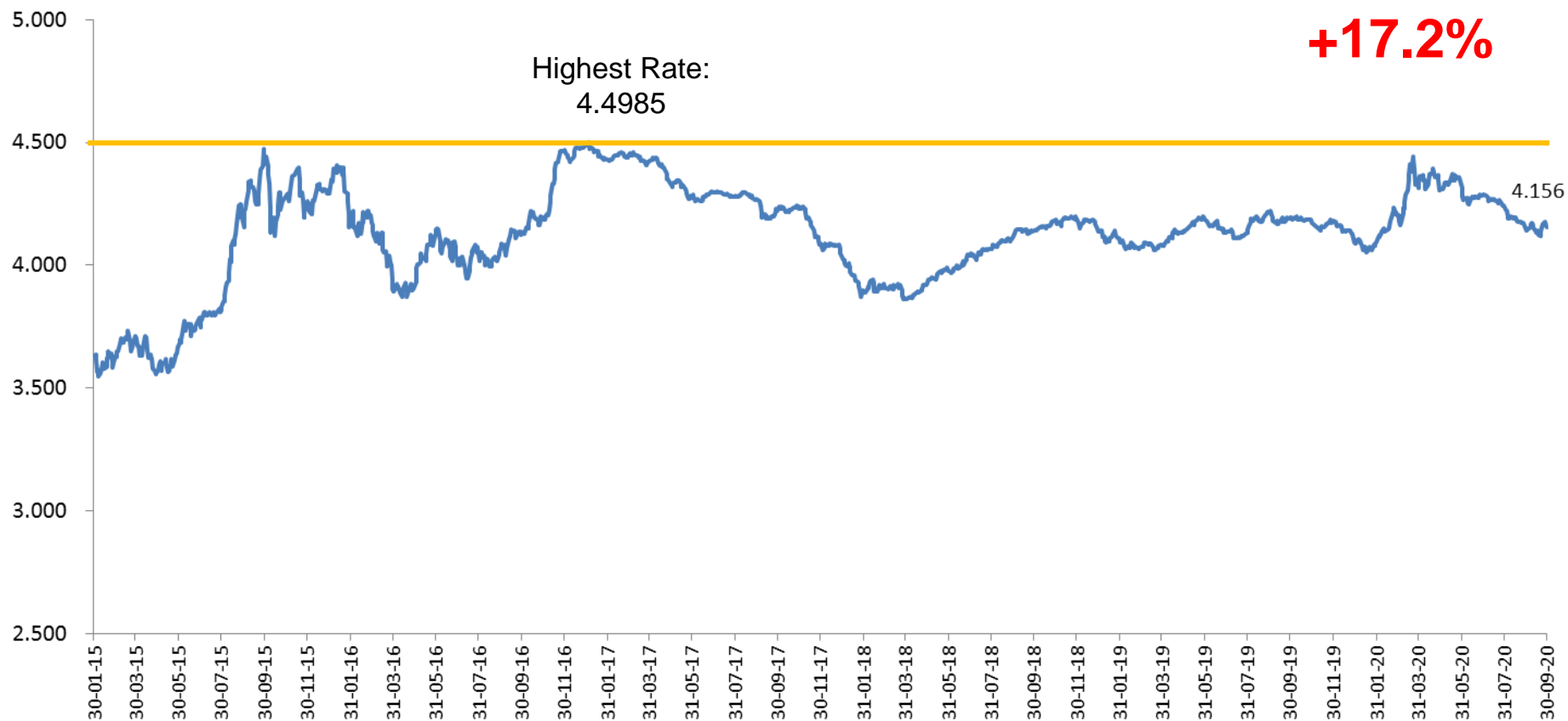
- Improved inventory turnover days as the Group undertook to reduce inventory in hand to conserve cash flow.

Cash Balance & Borrowings (RM'mil)



- Net gearing improved significantly to 23.7% as at end of the quarter.

Foreign Exchange Management



Source: Bank Negara

- **U.S. Dollar continued to soften during the quarter as global economies stage for recovery post the lockdowns due to pandemic.**
- **The Group continues to take diligent steps to monitor the foreign currency risk and manage our hedging activities prudently.**

Thank you

