

**Tan Chong
Motor
Holdings
Berhad**

FY2021 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. **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.**

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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.

3Q21 Financial Highlights & Results

Key Performance Indicators

(RM'million, unless otherwise stated)

Y-o-Y

Q-o-Q

Revenue

-54.5%

-31.2%

Operating Profit / (Loss)

> -100%

> -100%

Loss Attributable to Owners of the Company

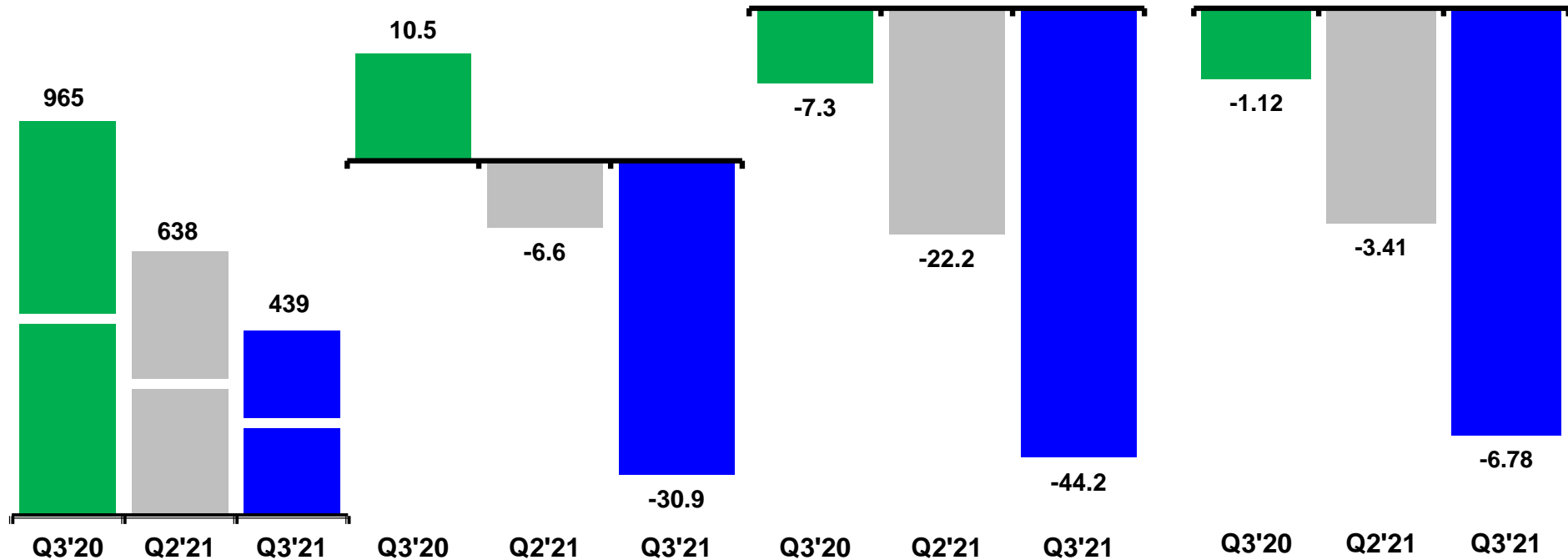
> -100%

-99.0%

Loss Per Share (Sen)

> -100%

-98.8%



QoQ Financial Review

<i>In RM'000, unless stated otherwise</i>	2Q21	3Q21	Changes
Revenue	638,032	439,275	-31.2%
Operating Loss	(6,578)	(30,910)	> -100%
Loss before Tax	(18,288)	(42,674)	> -100%
Loss Attributable to Owners of the Company	(22,210)	(44,202)	-99.0%
Loss per Share (Sen)	(3.41)	(6.78)	-98.8%
Shareholders' Funds	2,794,278	2,739,046	-2.0%
Net Assets per Share (RM)	4.28	4.20	-1.9%

- Revenue and profitability were impacted as majority of our business operations were temporarily halted due to the renewed lockdown in entire Malaysia and certain provinces in Vietnam and Cambodia.

YoY Financial Review

<i>In RM'000, unless stated otherwise</i>	YTD 30-Sep-20	YTD 30-Sep-21	Changes
Revenue	2,211,722	1,670,386	-24.5%
Operating Loss	(49,363)	(5,219)	89.4%
Loss before Tax	(84,409)	(38,862)	54.0%
Loss after Tax	(109,308)	(66,250)	39.4%
Loss Attributable to Owners of the Company	(95,955)	(58,677)	38.8%
Loss per Share (Sen)	(14.71)	(9.00)	38.8%

- Improvement in profitability (YoY) mainly due to better sales mix, lower operating expenses, lower impairment on hire purchase receivables and higher net foreign exchange gain.
- The Group continues to drive further rationalisation to deliver operational and financial sustainability following the initial outbreak of COVID-19 since last year.

3Q21 Segmental Results

Segmental Performance

<i>In RM'000</i>	9M20	9M21	Changes (%)
Revenue			
Automotive	2,142,473	1,611,354	-24.8%
Financial services	52,978	51,148	-3.5%
Other operations	16,271	7,884	-51.5%
	2,211,722	1,670,386	-24.5%
EBITDA			
Automotive	65,723	65,787	0.1%
Financial services	1,334	14,447	> 100%
Other operations	7,888	26,872	> 100%
	74,945	107,106	42.9%
EBITDA Margin			
Automotive	3.1%	4.1%	
Financial services	2.5%	28.2%	
Other operations	48.5%	> 100%	
	3.4%	6.4%	

Geographical Performance

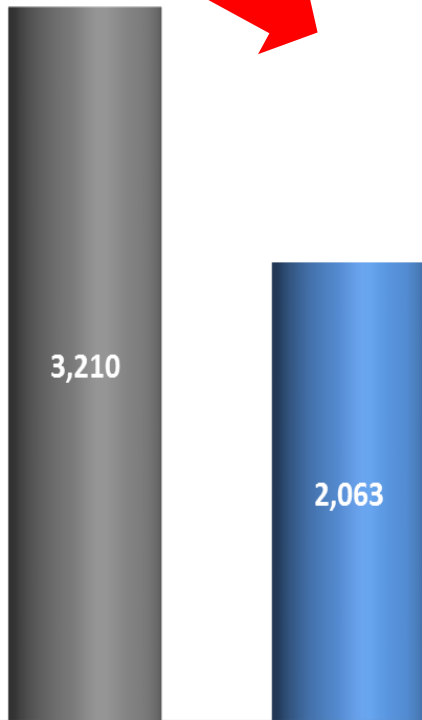
<i>In RM'000</i>	9M20	9M21	Changes (%)
Revenue			
Malaysia	1,740,663	1,381,931	-20.6%
Vietnam	258,913	193,948	-25.1%
Others	212,146	94,507	-55.5%
	2,211,722	1,670,386	-24.5%
EBITDA			
Malaysia	118,474	120,510	1.7%
Vietnam	(64,150)	(5,333)	91.7%
Others	20,621	(8,071)	> -100%
	74,945	107,106	42.9%
EBITDA Margin			
Malaysia	6.8%	8.7%	
Vietnam	-24.8%	-2.7%	
Others	9.7%	-8.5%	
	3.4%	6.4%	

3Q21 Sales Performance, Operation Review

Malaysia Sales Performance

Q-o-Q

-35.7%



2Q21

3Q21



1,917 units
-37%



UD TRUCKS

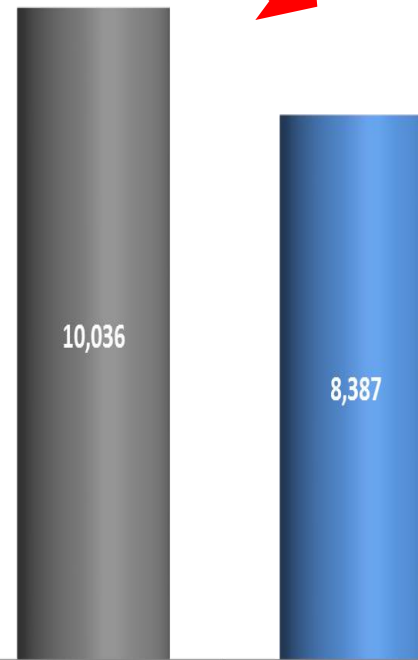
107 units
+41%



39 units
-63%

Y-o-Y

-16.4%



YTD 2020

YTD 2021



7,672 units
-16%



UD TRUCKS

326 units
+24%



389 units
-36%

Malaysia Sales Performance (Cont'd)

Malaysia

- **QoQ -35.7% : Lower sales as majority of the business operations were suspended due to FMCO and during Phase 1 of NRP. Businesses are only allowed to reopen gradually in Phase 2 of NRP.**
- **YoY -16.4% : Lower sales as the country experienced longer lockdown this year, as compared to year 2020.**



Top 6 manufacturers

TIV

Q-o-Q

-35.2%

107,479

69,687

2Q21

3Q21

Y-o-Y

-7.7%

345,313

318,874

2020

2021

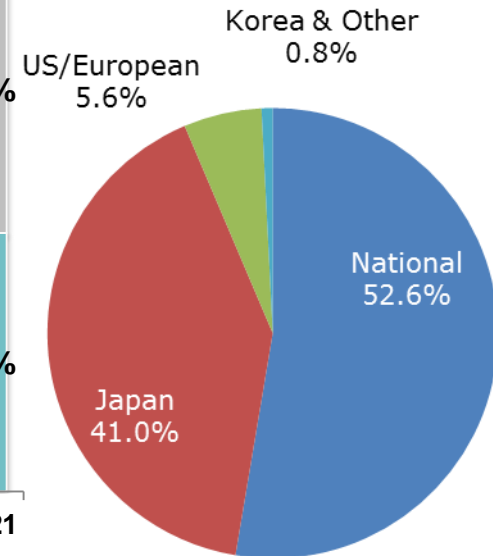
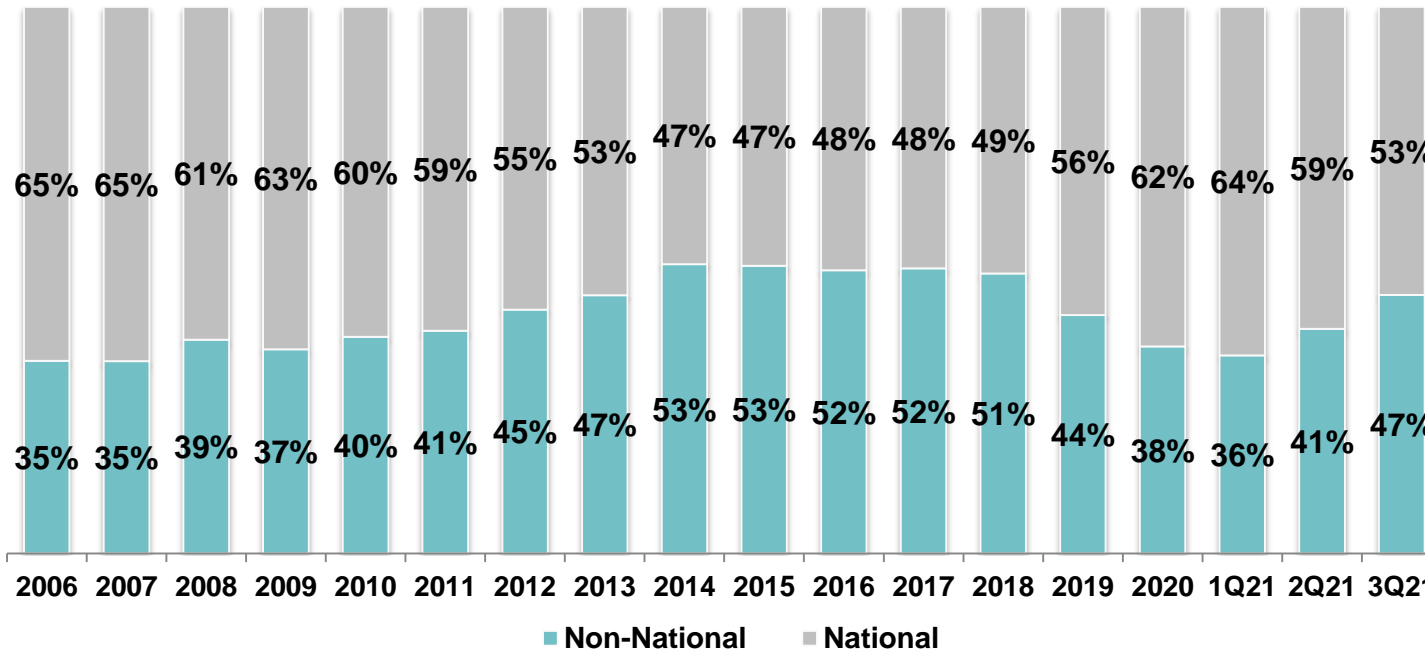
Top 6 manufacturers

	Units			Market Share		
	3Q'21	2Q'21	Changes	3Q'21	2Q'21	2021
Perodua	21,803	39,381	-44.6%	31.3%	36.6%	37.3%
Proton	14,892	23,932	-37.8%	21.4%	22.3%	22.3%
Toyota	11,856	16,715	-29.1%	17.0%	15.6%	14.3%
Honda	6,030	10,225	-41.0%	8.7%	9.5%	9.7%
Mitsubishi	3,320	3,587	-7.4%	4.8%	3.3%	3.5%
Nissan	1,917	3,028	-36.7%	2.8%	2.8%	2.4%

Source: MAA

Market Share Analysis

3Q'21



	Q-o-Q %
Perodua	-44.6%
Proton	-37.8%

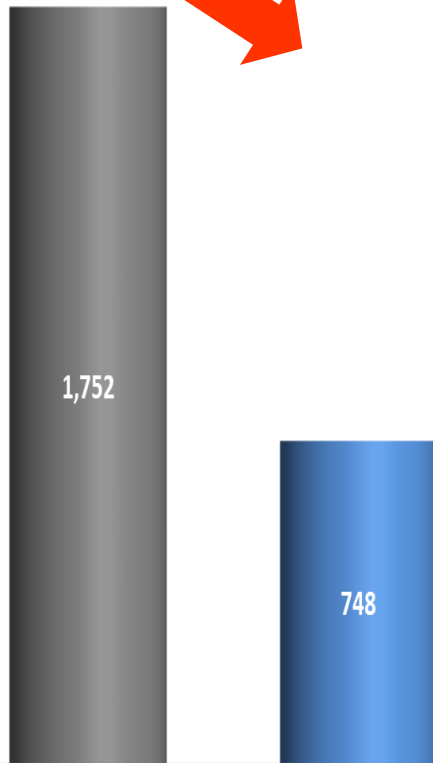
	Q-o-Q %
Toyota	-29.1%
Honda	-41.0%
Nissan	-36.7%
Mitsubishi	-7.4%
Isuzu	+11.2%
Mazda	-43.2%

	Q-o-Q %
Ford	+52.6%
VW	-22.8%
BMW	+28.1%

CLMV Sales Performance

Q-o-Q

-57%



2Q'21

3Q'21



444 units
-72%

Vietnam



40 units
-7%

Laos



52 units
+27%

Cambodia

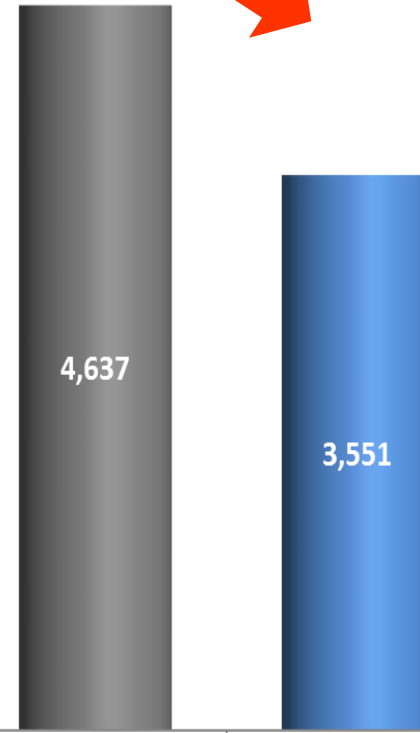


212 units
> 100%

Myanmar

Y-o-Y

-23%



YTD 2020

YTD 2021



2,858 units
-4%

Vietnam



189 units
-52%

Laos



157 units
-46%

Cambodia



347 units
-65%

Myanmar

Ytd Sales

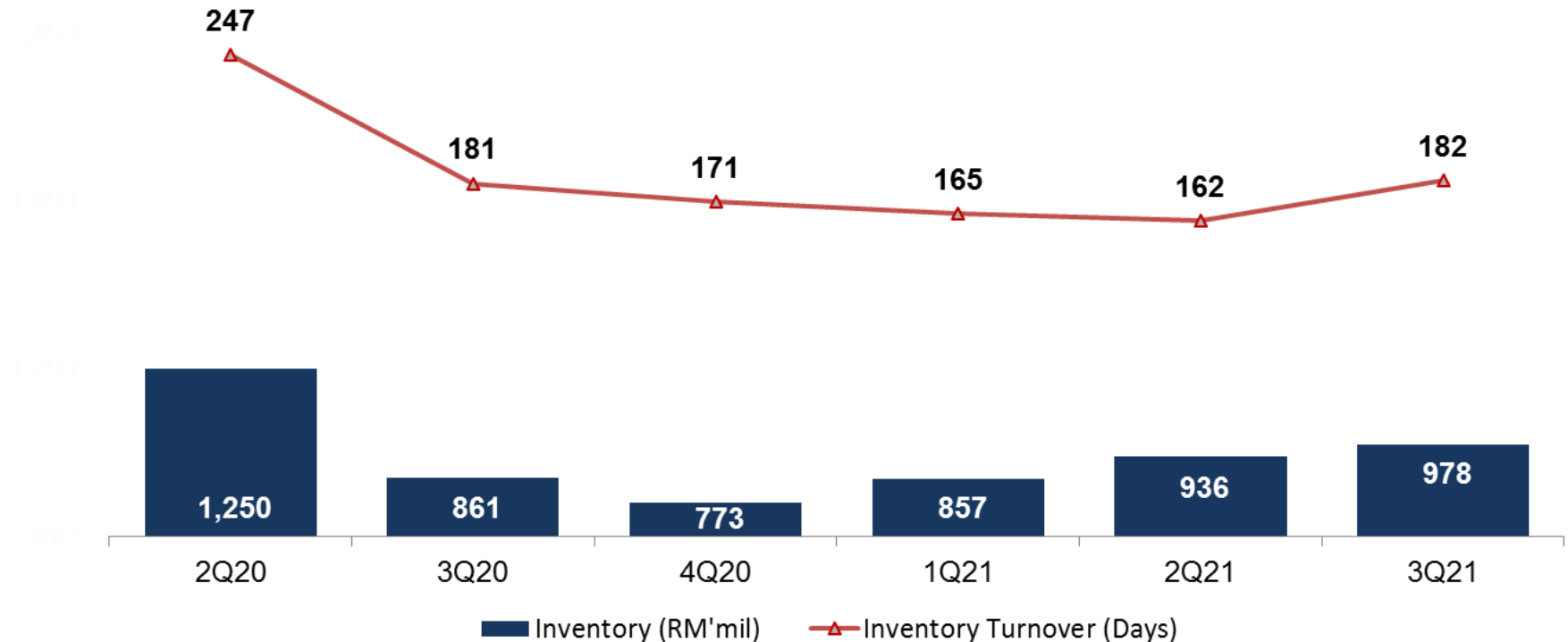
CLMV Sales Performance (Cont'd)

CLMV Countries

- YTD sales in CLMV decreased by 23% YoY, as lower sales was recorded in all 4 countries as more lockdowns were implemented whilst countries are raising the vaccination rates locally.
- Vietnam experienced largest drop in sales in the quarter caused by lockdowns that were implemented in Ho Chi Minh City, which is the economic center of Vietnam, and certain provinces in Vietnam.

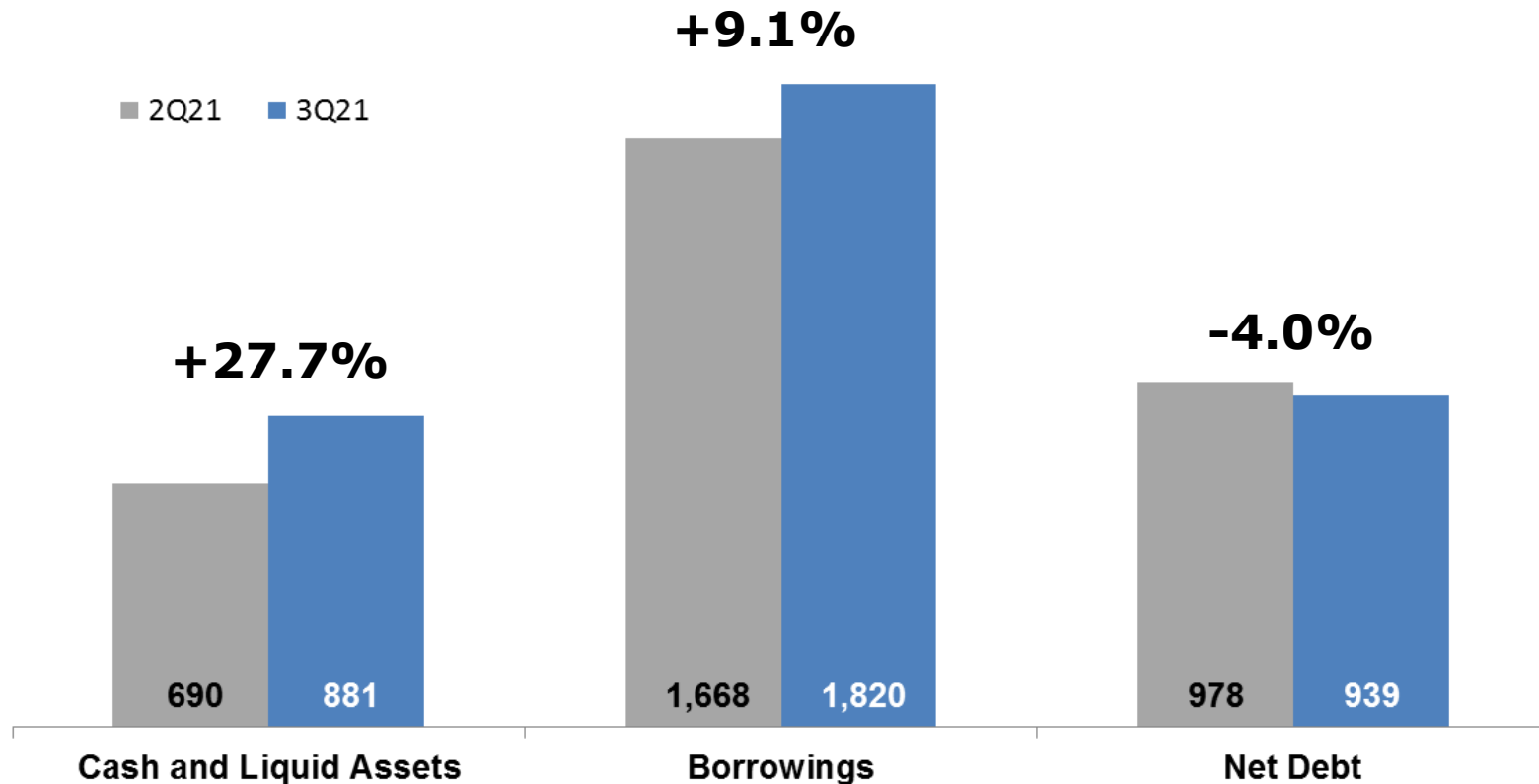


Inventory Management



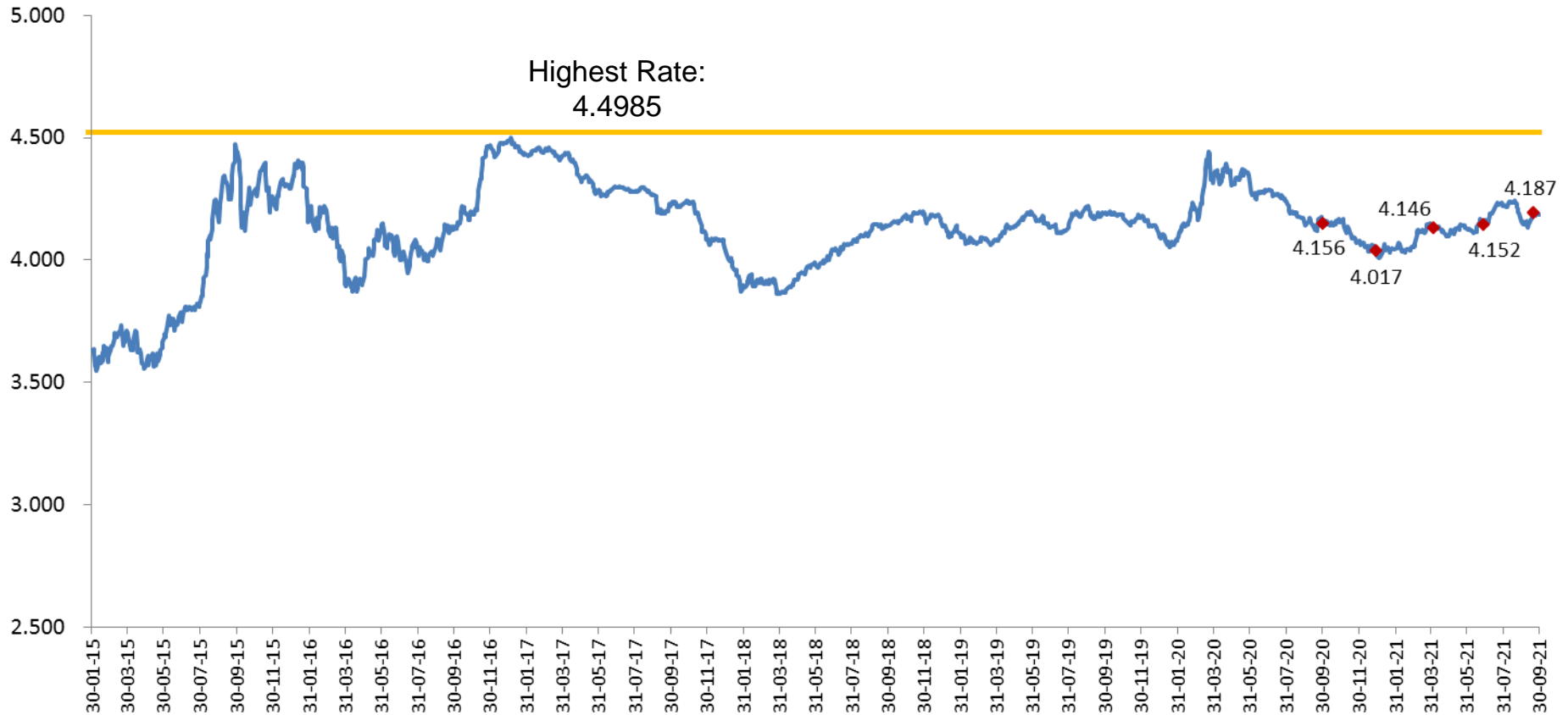
- Inventory turnover days went up as lower sales was recorded during the quarter.

Cash Balance & Borrowings (RM'mil)



- Both cash and borrowings increased as the Group preserves additional liquidity in light of the COVID-19 uncertainties.
- Net gearing stood at 34.3% as at end of the quarter.

Foreign Exchange Management



Source: Bank Negara

- Ringgit closed lower at 4.187 against 1USD during the quarter.
- The Group continues to take diligent steps to monitor the foreign currency risk and manage our hedging activities prudently.

Thank you

