

(Company No: 12969-P) (Incorporated in Malaysia)

# CONDENSED CONSOLIDATED INCOME STATEMENT FOR THE QUARTER ENDED 31 DECEMBER 2010

|                               | INDIVIDUAL QUARTER                                   |  | CUMULATIVE QUARTER |   |  |
|-------------------------------|--|--|--------------------|---|--|
|                               | Current<br>Year C<br>Quarter<br>31.12.2010<br>RM'000 | Preceding<br>Year<br>orresponding<br>Quarter<br>31.12.2009<br>RM'000 |                    | (Audited) ecceding Year orresponding Period 31.12.2009 RM'000 |  |
| Revenue                       | 835,360  | 720,189  | 3,505,248          | 2,856,886   |  |
| Operating profit              | 71,303   | 43,772   | 335,008            | 182,685   |  |
| Interest expense              | (11,290)   | (6,258)  | (27,477)           | (20,356)  |  |
| Interest income               | 6,295  | 5,667  | 14,583             | 14,728  |  |
| Share of profit of associates | (9)  | (472)  | 639                | 169   |  |
| Profit before taxation        | 66,299   | 42,709   | 322,753            | 177,226   |  |
| Tax expense                   | (13,844)   | 347  | (91,666)           | (22,922)  |  |
| Profit for the period         | 52,455   | 43,056   | 231,087            | 154,304   |  |
| Attributable to:              |  |  |                    |   |  |
| Equity holders of the Company | 52,071   | 42,725   | 229,740            | 153,326   |  |
| Minority Interest             | 384  | 331  | 1,347              | 978   |  |
| =                             | 52,455   | 43,056   | 231,087            | 154,304   |  |
| Earning per share (sen)       |  |  |                    |   |  |
| (a) Basic                     | 7.98   | 6.53   | 35.19              | 23.42   |  |
| (b) Fully diluted             | N/A  | N/A  | N/A                | N/A   |  |

The Condensed Consolidated Income Statement should be read in conjunction with the Annual Financial Report for the year ended 31 December 2009.



(Company No: 12969-P) (Incorporated in Malaysia)

# CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE QUARTER ENDED 31 DECEMBER 2010

## INDIVIDUAL QUARTER CUMULATIVE QUARTER

|   | Current<br>Year Co<br>Quarter<br>31.12.2010<br>RM'000 | Preceding<br>Year<br>rresponding<br>Quarter<br>31.12.2009<br>RM'000 |         | (Audited) ceding Year rresponding Period 31.12.2009 RM'000 |
|---|---|---|---------|--|
| Profit for the period   | 52,455  | 43,056  | 231,087 | 154,304  |
| Foreign currency translation differences for foreign operations | (2,145)   | (141)   | (2,769) | (367)  |
| Cash flow hedge   | 343   | -   | 694     | -  |
| Revaluation surplus   | (159) *   | 159   | (159) * | 159  |
| Other comprehensive income for the period, net of tax           | (1,961)   | 18  | (2,234) | (208)  |
| Total comprehensive income for the period                       | 50,494  | 43,074  | 228,853 | 154,096  |
| Total comprehensive income attributable to:                     |   |   |         |  |
| Equity holders of the Company                                   | 50,110  | 42,743  | 227,506 | 153,118  |
| Minority Interest   | 384   | 331   | 1,347   | 978  |
| Total comprehensive income for the period                       | 50,494  | 43,074  | 228,853 | 154,096  |

<sup>\*</sup> Relates to additional premium for land conversion

The Condensed Consolidated Statement of Comprehensive Income should be read in conjunction with the Annual Financial Report for the year ended 31 December 2009.



(Company No: 12969-P) (Incorporated in Malaysia)

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2010

|                                       | (Unaudited)<br>As at end of<br>current quarter<br>31.12.2010<br>RM'000 | (Audited) As at preceding financial year end 31.12.2009 RM'000 restated |
|---------------------------------------|--|---|
| ASSETS                                |  |   |
| Non-current assets                    |  |   |
| Property, plant and equipment         | 618,388  | 584,941   |
| Investment properties                 | 10,490   | 10,582  |
| Investments in associates             | 18,920   | 18,281  |
| Other investments                     | 1,807  | 1,806   |
| Deferred tax assets                   | 12,035   | 4,881   |
| Hire purchase receivables             | 278,249  | 259,504   |
| Goodwill on consideration             | 14,191   | -   |
| Long term receivables                 | 3,945  | 7,116   |
|                                       | 958,025  | 887,111   |
| Current assets                        |  |   |
| Other investments                     | 297,352  | 423,333   |
| Hire purchase receivables             | 60,581   | 117,220   |
| Receivables, deposits and prepayments | 277,923  | 235,107   |
| Current tax assets                    | 3,310  | 15,047  |
| Inventories                           | 1,005,333  | 673,185   |
| Derivative assets                     | 768  | -   |
| Asset classified as held for sale     | -  | 2   |
| Cash and cash equivalents             | 142,672  | 114,377   |
|                                       | 1,787,939  | 1,578,271   |
| TOTAL ASSETS                          | 2,745,964  | 2,465,382   |



(Company No: 12969-P) (Incorporated in Malaysia)

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2010 (continued)

|   | (Unaudited)<br>As at end of<br>current year<br>31.12.2010<br>RM'000 | (Audited) As at preceding financial year end 31.12.2009 RM'000 restated |
|---|---|---|
| EQUITY AND LIABILITIES  |   |   |
| Equity  |   |   |
| Share capital   | 336,000   | 336,000   |
| Reserve   | 1,371,376   | 1,202,549   |
| Treasury shares   | (24,778)  | (24,777)  |
| Total equity attributable to equity holders of the Company              | 1,682,598   | 1,513,772   |
| Minority interest   | 8,639   | 4,406   |
| Total equity  | 1,691,237   | 1,518,178   |
| Non-current liabilities   |   |   |
| Deferred tax liabilities  | 23,258  | 8,669   |
| Borrowings  | 354,167   | 260,590   |
| Employee benefits   | 31,667  | 22,286  |
|   | 409,092   | 291,545   |
| Current Liabilities   | ,   |   |
| Payables and accruals   | 287,082   | 267,289   |
| Borrowings  | 352,384   | 387,643   |
| Derivative liabilities  | 1   | -   |
| Taxation  | 6,168   | 725   |
| Liability classified as held for sale                                   | -   | 2   |
|   | 645,635   | 655,659   |
| Total liabilities   | 1,054,727   | 947,204   |
| TOTAL EQUITY AND LIABILITIES  | 2,745,964   | 2,465,382   |
| Net assets per share attributable to equity holders of the Company (RM) | 2.58  | 2.32  |

The Condensed Consolidated Statement of Financial Position should be read in conjunction with the Annual Financial Report for the year ended 31 December 2009.



(Company No: 12969-P) (Incorporated in Malaysia)

## CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE PERIOD ENDED 31 DECEMBER 2010

|-----Attributable to Equity Holders of the Company------|-----Non-Distributable-----| Treasury Other **Hedging Distributable** Minority Share capital shares **Total** interest Total equity reserves reserves reserves RM'000 RM'000 RM'000 RM'000 RM'000 RM'000 RM'000 RM'000 (Audited) At 01.01.2009 336,000 (13,024)31 1,098,454 1,421,461 3,557 1,425,018 Total comprehensive income for the period (208)153,326 153,118 978 154,096 Purchase of treasury shares (11,753)(11,753)(11,753)Additional shares subscribed by minority interest 5 5 (29)(29)(134)(163)Acquisition of minority interest Dividend - 2008 Final (24,543)(24,543)(24,543)Dividend - 2009 Interim (24,482)(24,482)(24,482)At 31.12.2009 336,000 (24,777)(177)1,202,726 1,513,772 4,406 1,518,178 (Unaudited) At 01.01.2010 336,000 (24,777)(177)1,202,726 1,513,772 4,406 1,518,178 - Effects on the adoption of FRS 139 75 75 75 At 01.01.2010, as restated 336,000 (24,777)(177)75 1,202,726 1,513,847 4,406 1,518,253 Total comprehensive income for the period (2,928)694 229,740 227,506 1,347 228,853 Purchase of treasury shares (1) (1) (1) Acquisition of subsidiary 3,186 3,186 Dividend - 2009 Final (29,377)(29,377)(29,377)Dividend - 2010 Interim (29,377)(29,377)(300)(29,677)At 31.12.2010 336,000 (24,778)(3,105)769 1,373,712 1,682,598 8,639 1,691,237

The Condensed Consolidated Statement of Changes in Equity should be read in conjunction with the Annual Financial Report for the year ended 31 December 2009.



(Company No: 12969-P) (Incorporated in Malaysia)

# CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE PERIOD ENDED 31 DECEMBER 2010

| INDIVIDU   | IVIDUAL / CUMULATIVE QUARTER |              |  |  |
|--|------------------------------|--------------|--|--|
|  | (Unaudited)                  | (Audited)    |  |  |
|  | For the 12                   | For the 12   |  |  |
|  | months ended                 | months ended |  |  |
|  | 31.12.2010                   | 31.12.2009   |  |  |
|  | RM'000                       | RM'000       |  |  |
|  |                              | restated     |  |  |
| Profit before tax                                      | 322,753                      | 177,226      |  |  |
| Adjustment for:  |                              |              |  |  |
| Non-cash items   | 56,534                       | 51,904       |  |  |
| Non-operating items (which are investing/financing)    | 12,679                       | 5,198        |  |  |
| Operating profit before working capital changes        | 391,966                      | 234,328      |  |  |
| (Increase)/decrease in working capital                 | (314,691)                    | 60,197       |  |  |
| Other cash used (tax payment etc.) in operations       | (75,738)                     | (53,928)     |  |  |
| Net cash generated from operating activities           | 1,537                        | 240,597      |  |  |
| Net cash generated from/(used in) investing activities | 27,495                       | (220,439)    |  |  |
| Net cash (used in)/generated from financing activities | (6,903)                      | 17,687       |  |  |
| Net increase in cash and cash equivalents              | 22,129                       | 37,845       |  |  |
| Cash and cash equivalents at beginning of the year     | 114,019                      | 76,174       |  |  |
| Cash and cash equivalents at end of the period         | 136,148                      | 114,019      |  |  |

The Condensed Consolidated Cash Flow Statement should be read in conjunction with the Annual Financial Report for the year ended 31 December 2009.

## 1. Basis Of Preparation

The interim financial statements are unaudited and have been prepared in accordance with the requirements of Financial Reporting Standard (FRS) 134: Interim Financial Reporting and paragraph 9.22 of the Main Market Listing Requirements of Bursa Malaysia Securities Berhad.

The interim financial statements should be read in conjunction with the audited financial statements for the year ended 31 December 2009. These explanatory notes attached to the interim financial statements provide an explanation of events and transactions that are significant to an understanding of the changes in the financial position and performance of the Group since the year ended 31 December 2009.

## 2. Changes In Accounting Policies

The significant accounting policies adopted are consistent with those of the audited financial statements for the year ended 31 December 2009, except for the adoption of the following new and revised FRSs, amendments and interpretations issued by the Malaysian Accounting Standards Board (MASB) which are not yet effective for the Group.

FRSs, Interpretations and amendments effective for annual periods beginning on or after 1 March 2010:

• Amendments to FRS 132, Financial Instruments: Presentation – Classification of Rights Issues

FRs, Interpretation and amendments effective for annual periods beginning on or after 1 July 2010:

- FRS 1, First-time Adoption of Financial Reporting Standards (revised)
- FRS 3, Business Combinations (revised)
- FRS 127, Consolidated and Separate Financial Statements (revised)
- Amendments to FRS 2, Share-based Payment
- Amendments to FRS 5, Non-current Assets Held for Sale and Discontinued Operations
- Amendments to FRS 138, Intangible Assets
- IC Interpretation 12, Service Concession Agreements
- IC Interpretation 16, Hedges of a Net Investment in a Foreign Operation
- IC Interpretation 17, Distributions of Non-cash Assets to Owners
- Amendments to IC Interpretation 9, Reassessment of Embedded Derivatives

FRSs, Interpretations and amendments effective for annual periods beginning on or after 1 January 2011:

- Amendments to FRS 1, First-time Adoption of Financial Reporting Standards
  - Limited Exemption from Comparative FRS 7 Disclosures for First-time Adopters
  - Additional Exemptions for First-time Adopters
- Amendments to FRS 2, Group Cash-settled Share Based Payment Transactions
- Amendments to FRS 7, Financial Instruments: Disclosures Improving Disclosures about Financial Instruments
- IC Interpretation 4, Determining whether an Arrangement contains a Lease
- IC Interpretation 18, Transfers of Assets from Customers
- Improvements to FRSs (2010)

FRSs, Interpretations and amendments effective for annual periods beginning on or after 1 July 2011:

- IC Interpretation 19, Extinguishing Financial Liabilities with Equity Instruments
- Amendments to IC Interpretation 14, Prepayments of a Minimum Funding Requirement

FRSs, Interpretations and amendments effective for annual periods beginning on or after 1 January 2012:

- FRS 124, Related Party Disclosures (revised)
- IC Interpretation 15, Agreements for the Construction of Real Estate

#### 2. Changes In Accounting Policies (Continued)

The adoption of the above FRSs, amendments and interpretations did not have any significant effects on the interim financial report upon their initial application, other than as discussed below:

## (a) FRS 8: Operating Segments

Prior to the adoption of FRS 8, the Group's segment reporting was based on a reporting format of business segments. With the adoption of FRS 8, the Group's segment reporting has been changed to operating segments based on the segment information provided to the Boards of Directors. The comparatives of the preceding year corresponding period are re-presented to conform to the current period presentation, as disclosed in Note 9.

#### (b) FRS 101: Presentation Of Financial Statements (Revised)

Prior to the adoption of the revised FRS 101, the components of the financial statements presented consisted of a balance sheet, an income statement, a statement of changes in equity, a cash flow statement and notes to the financial statements. With the adoption of the revised FRS 101, the components of the interim financial statements presented consist of a statement of financial position, a statement of comprehensive income, a statement of income statement, a statement of changes in equity, a statement of cash flows and notes to the financial statements. This revised FRS does not have any impact on the financial position and results of the Group.

#### (c) FRS 7: Financial Instruments

The adoption of FRS 7 requires additional disclosures regarding fair value measurements and liquidity risk in the full year financial statements, and has no effect on reported profit or equity. However, FRS 7 disclosures are not required in the interim financial statements, and hence, no further disclosures had been made in these interim financial statements.

## (d) Amendment To FRS 117, Leases

The Group has adopted the amendment to FRS 117. The Group has reassessed and determined that all leasehold land of the Group which are in substance finance leases and has reclassified the leasehold land to property, plant and equipment. The change in accounting policy had been made retrospectively in accordance with the transitional provisions of the amendment.

The reclassification does not affect the basic and diluted earnings per ordinary share for the current and prior periods.

The following comparative figures have been restated following the adoption of the amendment to FRS 117:

|   | 31.12                    | 31.12.2009                           |  |  |
|---|--------------------------|--------------------------------------|--|--|
|   | As<br>restated<br>RM'000 | As<br>previously<br>stated<br>RM'000 |  |  |
| Property, plant and equipment<br>Prepaid lease payments | 584,941                  | 493,765<br>91,176                    |  |  |

#### 2. Changes In Accounting Policies (Continued)

## (e) FRS 139, Financial Instruments: Recognition And Measurement, And Amendments To FRS 139: Financial Instruments: Recognition And Measurement

The new standard on FRS 139 establishes principles for recognising and measuring financial assets, financial liabilities and contracts to buy and sell non-financial items.

FRS 139 has been applied prospectively in accordance with the transitional provisions of the standard. In accordance to the transitional provisions for first-time adoption of FRS 139, adjustments arising from re-measuring the financial instruments as at 1 January 2010 were recognised as adjustments of the opening balance of retained earnings or other appropriate reserves. Comparatives are not adjusted.

Since FRS 139 is applied prospectively, its adoption does not affect the profit or loss for the preceding year corresponding quarter ended 30 September 2009.

The adoption of FRS 139 has resulted in changes to accounting policies relating to recognition and measurement of financial instruments and the new accounting policies are as follows:

#### i) Initial recognition and measurement

A financial instrument is recognised in the financial statements when, and only when, the Group becomes a party to the contractual provisions of the instrument.

A financial instrument is recognised initially, at its fair value plus, in the case of a financial instrument not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial instrument.

## ii) Financial instrument categories and subsequent measurement

Financial assets

a) Financial assets at fair value through profit or loss

Fair value through profit or loss category comprises financial assets that are held for trading, including derivatives (except for a derivative that is a designated and effective hedging instrument) or financial assets that are specifically designated into this category upon initial recognition.

Other financial assets categorised as fair value through profit or loss are subsequently measured at their fair values with the gain or loss recognised in profit or loss.

#### b) Loans and receivables

Loans and receivables category comprises debts instruments that are not quoted in an active market, trade and other receivables and cash and cash equivalents.

Financial assets categorised as loans and receivables are subsequently measured at amortised cost using the effective interest method.

#### 2. Changes In Accounting Policies (Continued)

## (e) FRS 139, Financial Instruments: Recognition And Measurement, And Amendments To FRS 139: Financial Instruments: Recognition And Measurement (Continued)

## ii) Financial instrument categories and subsequent measurement (continued)

Financial assets (continued)

#### c) Available-for-sale financial assets

Available-for-sale financial assets comprise investment in debt securities that are not held for trading and are subsequently measured at fair value with gain or loss recognised in other comprehensive income.

All financial assets, except for those measured at fair value through profit and loss, are subject to review for impairment.

#### Financial liabilities

All financial liabilities are subsequently measured at amortised cost other than those categorized as fair value through profit and loss.

Fair value through profit and loss category comprises financial liabilities that are held for trading, derivatives (except for a derivative that is a financial guarantee contract or a designated and effective hedging instrument) or financial liabilities that are specifically designated into this category upon initial recognition.

Other financial liabilities categorised as fair value through profit and loss are subsequently measured at their fair values with the gain or loss recognized in profit and loss.

#### iii) Hedge accounting

#### Cash flow hedge

A cash flow hedge is a hedge of the exposure to variability in cash flows that is attributable to a particular risk associated with a recognised asset or liability or a highly probable forecast transaction and could affect the profit or loss. In a cash flow hedge, the portion of the gain or loss on the hedging instrument that is determined to be an effective hedge is recognised in other comprehensive income and the ineffective portion is recognised in profit or loss.

Subsequently, the cumulative gain or loss recognised in other comprehensive income is reclassified from equity into profit or loss in the same period or periods during which the hedged forecast cash flows affect profit or loss. If the hedged item is a non-financial asset or liability, the associated gain or loss recognised in other comprehensive income is removed from equity and included in the initial amount of the asset or liability. However, loss recognised in other comprehensive income that will not be recovered in one or more future periods is reclassified from equity into profit or loss.

Cash flow hedge accounting is discontinued prospectively when the hedging instrument expires or is sold, terminated or exercised, the hedge is no longer highly effective, the forecast transaction is no longer expected to occur or the hedge design is revoked. If the hedge is for a forecast transaction, the cumulative gain or loss on the hedging instrument remains in other comprehensive income until the forecast transaction occurs. When the forecast transaction is no longer expected to occur, any related cumulative gain or loss recognised in other comprehensive income on the hedging instrument is reclassified from equity into profit or loss.

#### 2. Changes In Accounting Policies (Continued)

- (e) FRS 139, Financial Instruments: Recognition and Measurement, And Amendments To FRS 139: Financial Instruments: Recognition And Measurement (Continued)
  - iii) Hedge accounting (continued)

Cash flow hedge (continued)

The application of the above new policies has the following effects:

|  | Hedging reserves |                |  |
|--|------------------|----------------|--|
|  | 2010<br>RM'000   | 2009<br>RM'000 |  |
| At 01.01.2010, as previously stated<br>Adjustment arising from adoption of FRS 139:<br>- Recognition of derivatives previously not | -                | -              |  |
| recognized   | 75               | -              |  |
| At 01.01.2010, as restated   | 75               | -              |  |

The Group has not applied the following FRSs, amendments and interpretations that have been issued by the MASB but are not applicable for the Group:

FRSs, Interpretations and amendments effective for annual periods beginning on or after 1 March 2010:

• Amendments to FRS 132, Financial Instruments: Presentation – Classification of Rights Issues

FRs, Interpretation and amendments effective for annual periods beginning on or after 1 July 2010:

- FRS 1, First-time Adoption of Financial Reporting Standards (revised)
- FRS 3, Business Combinations (revised)
- FRS 127, Consolidated and Separate Financial Statements (revised)
- Amendments to FRS 2, Share-based Payment
- Amendments to FRS 5, Non-current Assets Held for Sale and Discontinued Operations
- Amendments to FRS 138, Intangible Assets
- IC Interpretation 12, Service Concession Agreements
- IC Interpretation 16, Hedges of a Net Investment in a Foreign Operation
- IC Interpretation 17, Distributions of Non-cash Assets to Owners
- Amendments to IC Interpretation 9, Reassessment of Embedded Derivatives

FRSs, Interpretations and amendments effective for annual periods beginning on or after 1 January 2011:

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  - Limited Exemption from Comparative FRS 7 Disclosures for First-time Adopters
  - Additional Exemptions for First-time Adopters
- Amendments to FRS 2, Group Cash-settled Share Based Payment Transactions
- Amendments to FRS 7, Financial Instruments: Disclosures Improving Disclosures about Financial Instruments
- IC Interpretation 4, Determining whether an Arrangement contains a Lease
- IC Interpretation 18, Transfers of Assets from Customers
- Improvements to FRSs (2010)

The Group will adopt these relevant Standards beginning on 1 January 2011. The adoption of these new Standards in next financial year is not expected to result in any significant impact in the accounting policies of the Group.

## 3. Audit Qualifications

There were no audit qualifications in the annual financial statements for the year ended 31 December 2009.

#### 4. Seasonal Or Cyclical Factors

During the quarter, the business of the Group had not been affected by any significant seasonal or cyclical factors, apart from the general economic environment in which it operated.

#### 5. Unusual Items

There were no unusual items that have a material effect on the assets, liabilities, equity, net income or cash flow for the period.

#### 6. Material Changes In Estimates

There were no material changes in estimates in respect of amounts reported in prior financial year.

#### 7. Debt And Equity Securities

During the current financial quarter, the Company bought back 100 units of its own shares through the open market at RM5.46. The total consideration paid for this transaction including transaction costs was RM587 and this was financed by internally generated funds. The cumulative total number of shares bought back at the end of the financial quarter was 19,181,200.

The shares bought back are being held as treasury shares in accordance with Section 67A of the Companies Act 1965.

Under the Group's Asset-Backed Medium Term Notes ("MTN") Program, the Group has completed a third issuance of RM241.75 million nominal value of MTN on 2 December 2010. During the quarter under review, the Group has redeemed RM23.0 million and RM1.65 million nominal values of Class A and Class B MTN respectively. The outstanding nominal value of MTN comprising Class A, Class B and Class C is RM540.1 million at the end of the financial quarter.

Save for the above, there were no other issuance and repayment of debt securities, share cancellation and resale of treasury shares during the period.

## 8. Dividend Paid

No dividends were paid during the quarter ended 31 December 2010.

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## Explanatory notes as per Financial Reporting Standard (FRS) 134 Interim Financial Reporting and the Main Market Listing Requirements of Bursa Malaysia Securities Berhad

## 9. Segmental Reporting

For the twelve months ended 31 December 2010

Vehicles assembly, manufacturing, distribution and after

|                       | distribution<br>sale se |                      | Financial            | services             | Other op             | erations             | To                   | tal                  |
|-----------------------|-------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
|                       | 31.12.2010<br>RM'000    | 31.12.2009<br>RM'000 | 31.12.2010<br>RM'000 | 31.12.2009<br>RM'000 | 31.12.2010<br>RM'000 | 31.12.2009<br>RM'000 | 31.12.2010<br>RM'000 | 31.12.2009<br>RM'000 |
| External revenue      | 3,458,816               | 2,835,995            | 45,133               | 20,383               | 1,299                | 508                  | 3,505,248            | 2,856,886            |
| Inter-segment revenue | 8.930                   | 2.661                | 700                  | 791                  | 24.115               | 18.244               | 33.745               | 21,696               |
|                       | 0,550                   | 2,001                | 700                  | ,,,,                 | 21,110               | 10,2                 | 25,7 15              | 21,070               |
| Segment<br>EBITDA*    | 368,558                 | 212,472              | 31,593               | 12,109               | 12,341               | 24,968               | 412,492              | 249,549              |

<sup>\*</sup>Segment earnings before interest, taxation, depreciation and amortisation

#### Reconciliation of reportable segment profit or loss:

|   | 31.12.2010 | 31.12.2009 |
|---|------------|------------|
|   | RM'000     | RM'000     |
| Total EBITDA for reportable segments                              | 412,492    | 249,549    |
| Depreciation and amortisation                                     | (57,229)   | (51,473)   |
| Finance costs   | (27,477)   | (20,356)   |
| Interest income   | 14,583     | 14,728     |
| Share of profit of associates not included in reportable segments | 639        | 169        |
| Unallocated corporate expenses                                    | (20,255)   | (15,391)   |
| Consolidated profit before tax                                    | 322,753    | 177,226    |

## 10. Valuation Of Property, Plant And Equipment

The valuation of property, plant and equipment were brought forward without amendment from the annual financial statements for the year ended 31 December 2009.

## 11. Material Subsequent Event

The Board is not aware of any material event subsequent to the end of the period reported on that have not been reflected in the financial statement for the period.

## 12. Changes In Composition Of The Group

On 27 October 2010, Nissan Vietnam Co., Ltd became a 74% owned subsidiary of the Group upon issuance of the amended Investment Certificate by the People's Committee of Hanoi.

During the quarter under review, the Group had incorporated in Malaysia the following wholly-owned subsidiaries:

| No.   | Name of Subsidiary            | Date of Incorporation | Principal Activity             |
|-------|-------------------------------|-----------------------|--------------------------------|
| (i)   | TC Trucks Group Sdn Bhd       | 23 December 2010      | Investment holding             |
| (ii)  | TC Trucks Sales Sdn Bhd       | 29 December 2010      | Distribution and sale of motor |
|       |                               |                       | vehicles                       |
| (iii) | TC Trucks After Sales Sdn Bhd | 30 December 2010      | Provision of automobile after- |
|       |                               |                       | sales services                 |

## 13. Changes In Contingent Liabilities Or Contingent Assets

There were no material changes in contingent liabilities or contingent assets since the last annual balance sheet date.

## 14. Capital Commitments Outstanding Not Provided For In The Interim Financial Report

|                                   | 31.12.2010 | 31.12.2009 |
|-----------------------------------|------------|------------|
|                                   | RM'000     | RM'000     |
| Property, plant and equipment     |            |            |
| Authorised and contracted for     |            |            |
| In Malaysia                       | 37,584     | 16,051     |
| Outside Malaysia                  | -          | 6,262      |
| Authorised but not contracted for |            |            |
| In Malaysia                       | 125,218    | 204,760    |
|                                   | 162,802    | 227,073    |
|                                   |            |            |

## 15. Significant Related Party Transactions

(a) Significant transactions with Warisan TC Holdings Berhad (WTCH) and APM Automotive Holdings Berhad (APM) Groups, companies in which certain Directors of the Company, namely Dato' Tan Heng Chew and Tan Eng Soon, are deemed to have substantial financial interests, are as follows:

|                 | Individual Quarter   |                      | <b>Cumulative Quarter</b> |                      |
|-----------------|----------------------|----------------------|---------------------------|----------------------|
|                 | 31.12.2010<br>RM'000 | 31.12.2009<br>RM'000 | 31.12.2010<br>RM'000      | 31.12.2009<br>RM'000 |
| With WTCH Group |                      |                      |                           |                      |
| Sales           | 4,337                | 3,510                | 21,698                    | 11,045               |
| With APM Group  |                      |                      |                           |                      |
| Purchases       | 30,724               | 31,774               | 136,033                   | 80,116               |

These transactions have been entered into in the normal course of business and have been established under negotiated terms.

(b) Significant transactions with Nissan Motor Co. Limited Group, Japan, a substantial shareholder of the Company, are as follows:

|           | <b>Individual Quarter</b> |            | <b>Cumulative Quarter</b> |            |
|-----------|---------------------------|------------|---------------------------|------------|
|           | 31.12.2010                | 31.12.2009 | 31.12.2010                | 31.12.2009 |
|           | RM'000                    | RM'000     | RM'000                    | RM'000     |
| Purchases | 355,213                   | 319,673    | 1,138,744                 | 724,477    |

These transactions have been entered into in the normal course of business and have been established under negotiated terms.

- (c) Significant transactions with Auto Dunia Sdn. Bhd.:
  - (i) a company in which a former Director of the Company, namely Azman bin Badrillah (resigned on 1 July 2010) has substantial financial interest; and
  - (ii) a company connected to certain Directors of the Company, namely Dato' Tan Heng Chew and Tan Eng Soon by virtue of Section 122A of the Companies Act, 1965.

|           | Individual ( | Individual Quarter    |         | Cumulative Quarter |  |
|-----------|--------------|-----------------------|---------|--------------------|--|
|           | 31.12.2010   | 31.12.2010 31.12.2009 |         | 31.12.2009         |  |
|           | RM'000       | RM'000                | RM'000  | RM'000             |  |
| Purchases | 89,812       | 38,990                | 305,865 | 120,812            |  |
|           |              |                       |         |                    |  |

These transactions have been entered into in the normal course of business and have been established under negotiated terms.

#### 1. Review Of Performance

2010 was a record year with revenues of RM3.5 billion and RM322.7 million in profit before tax. But due to a slower second half, net profit and earnings per share came in at the low end of market expectations. The slowdown reflects the complexity of transitioning from a higher commercial vehicle sales mix to stronger passenger models. The all-new NISSAN Teana was launched on 23<sup>rd</sup> November 2010 and the bulk of sales were recognized at the start of 2011 instead of 2010. Overall performance shows a disciplined approach to executing our long-term business plans even as total industry volume peaked.

Inventories rose from RM673 million a year ago to over RM1.0 billion as at 31<sup>st</sup> December 2010 since most customers opted for deliveries in January 2011 instead of December. Net gearing in the meantime, touched 15.8% (or RM267 million net debt) of shareholder's funds (amounting to RM1.7 billion). Financial liquidity remains abundant.

#### 2. Comparison With Preceding Quarter's Results

The performance for the quarter was below the previous quarters' level although conditions continued to be positive in terms of hire purchase financing. December 2010 saw across the board price discounting to clear 2010 inventories ahead of new model introductions in 2011. In return for the volume tradeoff our Operating Profit margins stabilized at 8.5% in Q4 compared to 8.3% in Q3. Despite an intense marketplace, we extended our competitive reach by successfully filling the gap in the D-segment and expanding our regional presence, especially in emerging markets.

#### 3. Current Year Prospects

2011 will be a year of record new model introductions for the Group, due in large part to a rigorous marketplace and a more discerning consumer. Based on the booking backlog in Q4 2010 and visible showroom traffic, the Group remains well positioned to capitalize on both local and regional economic trends. As total industry volume matures in Malaysia but grows from a low base in Indochina, the prospect for sustainable expansion is possible if we remain committed and careful.

## 4. Comparison With Profit Forecast

This is not applicable to the Group.

#### 5. Taxation

|              | Individual Quarter   |                      | <b>Cumulative Quarter</b> |                      |
|--------------|----------------------|----------------------|---------------------------|----------------------|
|              | 31.12.2010<br>RM'000 | 31.12.2009<br>RM'000 | 31.12.2010<br>RM'000      | 31.12.2009<br>RM'000 |
| Current year | 14,820               | 5,657                | 79,865                    | 32,473               |
| Prior year   | (363)                | (5,115)              | (346)                     | (4,764)              |
| Deferred tax | (613)                | (889)                | 12,147                    | (4,787)              |
|              | 13,844               | (347)                | 91,666                    | 22,922               |

## 5. Taxation (Continued)

Taxation for the quarter under review is higher compared to corresponding period last year due to improved profit and Reinvestment Allowance has been exhausted.

The effective tax rate for the year is higher than the statutory rate of 25% due to certain expenses disallowed for tax purposes and absence of full group relief.

## 6. Profits On Sales Of Unquoted Investments And/Or Properties

There were no sale of unquoted investments and/or properties for the current financial quarter ended 31 December 2010.

## 7. Quoted Securities

There were no purchases or disposals of quoted securities for the current financial quarter ended 31 December 2010.

The adoption of FRS 139 has resulted in the Group's short term investment which consists of quoted securities classified under "Financial assets at fair value through profit and loss (FAFVPL)".

FAFVPL are subsequently measured at fair value with gain or loss recognised in profit or loss. This category of financial assets is classified as current assets.

|  | 31.12.2010 |
|--|------------|
|  | RM'000     |
| Fair value gain recognised in profit or loss | 241        |

## 8. Status Of Corporate Proposals

There were no corporate proposals announced but not completed as at reporting date.

## 9. Group Borrowings

Group borrowings, all denominated in Ringgit Malaysia, as at the end of the reporting period are as follows:

|                                  | 31.12.2010<br>RM'000 |
|----------------------------------|----------------------|
| Unsecured:                       |                      |
| - Bills payable                  | 189,489              |
| - Bank overdraft                 | 6,524                |
| - Short term loan                | 156,371              |
| - Long term loan                 | 354,167              |
| Total borrowings                 | 706,551              |
| Comprising:                      |                      |
| Amount repayable within one year | 352,384              |
| Amount repayable after one year  | 354,167              |
|                                  | 706,551              |
|                                  |                      |

#### 10. Realised And Unrealised Profits

On 25 March 2010, Bursa Malaysia Securities Bhd ("Bursa Malaysia") issued a directive to all listed issuers pursuant to Paragraphs 2.06 and 2.23 of Bursa Malaysia Main Market Listing Requirements. The directive requires all listed issuers to disclose the breakdown of the unappropriated profits or accumulated losses as at the end of the reporting period, into realised and unrealised profits or losses.

On 20 December 2010, Bursa Malaysia further issued guidance on the disclosure and the format required.

The breakdown of retained profits of the Group as at the reporting date, into realised and unrealised profits, pursuant to the directive, is as follows:

|   | Group<br>31.12.2010<br>RM'000 | Group<br>30.09.2010<br>RM'000 |
|---|-------------------------------|-------------------------------|
| Total retained profits of Tan Chong Motor Holdings Bhd and    |                               |                               |
| its subsidiaries:   |                               |                               |
| - Realised  | 1,552,710                     | 1,523,939                     |
| - Unrealised loss   | (16,848)                      | (22,912)                      |
|   | 1,535,862                     | 1,501,127                     |
| Total share of retained profits from associated companies:    |                               |                               |
| - Realised  | 4,980                         | 4,989                         |
| - Unrealised loss   | (57)                          | (57)                          |
|   | 4,923                         | 4,932                         |
| Total Group retained profits before consolidation adjustments | 1,540,785                     | 1,505,959                     |
| Less: Consolidation adjustments                               | (167,073)                     | (184,318)                     |
| Total Group retained profits as per consolidated accounts     | 1,373,712                     | 1,321,641                     |

The determination of realised and unrealised profits is based on the Guidance on Special Matter No. 1, Determination of Realised and Unrealised Profits or Losses in the Context of Disclosure Pursuant to Bursa Malaysia Securities Bhd Listing Requirements, issued by Malaysian Institute of Accountants on 20 December 2010.

The disclosure of realised and unrealised profits above is solely for complying with the disclosure requirements stipulated in the directive of Bursa Malaysia and should not be applied for any other purposes.

#### 11. Outstanding Derivatives As At 31 December 2010

| Derivative type                    | Notional value<br>RM '000 | Fair value<br>RM '000 | Maturity         |
|------------------------------------|---------------------------|-----------------------|------------------|
| Forward foreign exchange contracts | 91,188                    | 91,957                | Less than 1 year |

Forward foreign exchange contracts are entered into with locally incorporated licensed banks to hedge certain portion of the Group's purchases from exchange rate movements. As the exchange rates are predetermined under such contracts, in the event of exchange rate movement, exposure to opportunity gain/(loss) is expected. Given that the contracts are entered into with locally incorporated licensed banks, we are of the view that credit risk and the counterparty risk are minimal. Apart from a small fee payable to the banks there are no cash requirements for the forward contracts.

It is the Group policy not to enter into hedging contracts, which in the aggregate relate to volumes that exceed its expected commercial requirements for imports.

#### 12. Changes In Material Litigations

Tan Chong & Sons Motor Company ("TCM"), a wholly-owned subsidiary of the Company, and two others were sued in the High Court at Kota Kinabalu by a third-party for general damages, special damages estimated at RM10.67 million and liquidated damages of RM2.97 million together with interest and costs in connection with car distributorship in Sabah (1st suit). On 6 August 2008, another related suit (where TCM was sued by the aforesaid same-party for RM65,065 together with interest and costs in connection with alleged monies owed to the third-party) (2nd suit) was ordered by the High Court to be consolidated with the 1st suit. All parties have closed their cases for the first suit during the continued hearing on 9 and 10 February 2011 and the Court has fixed for decision on 5 May 2011. During the same hearing the court has decided that the 2nd suit to be heard separately and the court will fix another hearing date.

The solicitors representing the Group are of the view that TCM has a valid defence to the claim.

#### 13. Dividend

Subject to the approval of the shareholders at the forthcoming Annual General Meeting, the Board had recommended a final dividend of 12% less tax of 25% for the year ended 31 December 2010 (2009 – 12% less 25% income tax). The net amount payable is RM29.4 million (2009 - RM29.4 million).

The entitlement and payment dates for the final dividend will be announced at a later date.

## 14. Earnings Per Share

The calculation of basic earnings per share for the periods is based on the net profit attributable to ordinary shareholders of the periods and the weighted average numbers of ordinary shares outstanding during the periods as follows:

|  | Individual Quarter |                | <b>Cumulative Quarter</b> |                |
|--|--------------------|----------------|---------------------------|----------------|
| Weighted average number of ordinary shares | 2010<br>('000)     | 2009<br>('000) | 2010<br>( <b>'000</b> )   | 2009<br>('000) |
| Issued ordinary shares at beginning of     |                    |                |                           |                |
| the period                                 | 652,819            | 654,602        | 652,819                   | 666,078        |
| Effect of shares buyback during the        |                    |                |                           |                |
| period                                     | -                  | (1,683)        | -                         | (10,865)       |
| Weighted average number of ordinary        |                    |                |                           |                |
| shares                                     | 652,819            | 652,919        | 652,819                   | 655,213        |

#### BY ORDER OF THE BOARD

YAP BEE LEE Company Secretary

Kuala Lumpur 23 February 2011