



TAN CHONG MOTOR HOLDINGS BERHAD

2Q FY2025 Financial Results

August 2025

Brands:



KING LONG



GAC MOTOR

AION



WULING



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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New Nissan KICKS e-POWER IMPUL Edition



The Group unveiled the arrival of the New Nissan KICKS e-POWER IMPUL Edition in Malaysia.

New Nissan Navara X-Tremer



On 29 August 2025, the Group has introduced the New Nissan X-Tremer in Malaysia.

UD Trucks – New Kuzer Launch



New Kuzer SKE 155 light-duty truck was introduced in June 2025.

Product Launch in Cambodia & Laos



All-New Nissan Magnite launch event in Cambodia.

Building Resilience



Operational Efficiency

- Stabilise sales power
- Nissan Serena exports & other contract assembly operations
- Integrate showrooms & service centres operations
- Right-sizing operations
- Divesting non-core investment
- Unlocking value from non-core assets



Customer Touchpoints

- Showrooms enhancement



Diversified Portfolio

- Nissan e-POWER
- UD light truck
- TQ WULING



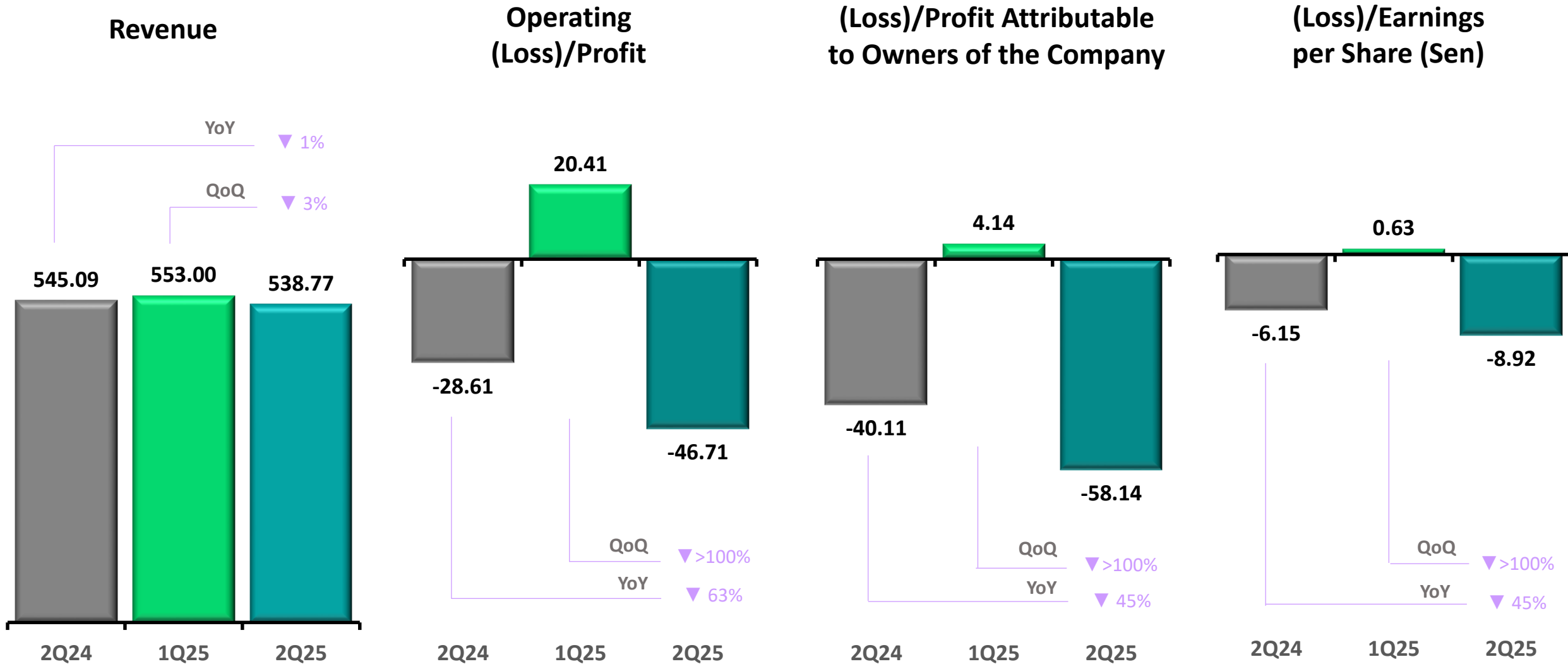


2Q FY2025 Financial Highlights & Results

Key Performance Indicators



(RM'million, unless otherwise stated)



QoQ Financial Review



In RM'000	1Q25	2Q25	% Change
Revenue	553,000	538,772	-3%
Operating Profit/(Loss)	20,406	(46,712)	> -100%
Profit/(Loss) before Tax	4,561	(60,508)	> -100%
Profit/(Loss) Attributable to Owners of the Company	4,136	(58,141)	> -100%
Earnings/(Loss) per Share (Sen)	0.63	(8.92)	> -100%
Shareholders' Funds	2,511,208	2,438,289	-3%
Net Assets per Share (RM)	3.85	3.74	-3%

- The Group recorded a PBT of RM4.6mil in Q1'25 mainly due to the recognition of a one-off fair value gain on investment properties of RM54mil.
- Financial position remains strong with shareholders' funds of RM2.4bil as at end of the quarter.

YoY Financial Review



In RM'000	YTD 30-Jun-24	YTD 30-Jun-25	% Change
Revenue	1,108,786	1,091,772	-2%
Operating Loss	(32,936)	(26,306)	20%
Loss before Tax	(58,445)	(55,947)	4%
Loss after Tax	(62,658)	(58,978)	6%
Loss Attributable to Owners of the Company	(55,828)	(54,005)	3%
Loss per Share (Sen)	(8.57)	(8.29)	3%

- Lower revenue (YoY) mainly due to softer consumer sentiments and highly competitive business landscape in the countries that the Group is operating in.
- Higher profitability (YoY) due to the reasons explained earlier.



2Q FY2025 Segmental Results

Segmental Performance



In RM'000	YTD 30-Jun-24	YTD 30-Jun-25	% Change
Revenue			
Automotive	1,059,515	1,049,197	-1%
Financial services	35,454	33,682	-5%
Other operations	13,817	8,893	-36%
	1,108,786	1,091,772	-2%
EBITDA			
Automotive	5,774	56,818	> 100%
Financial services	6,837	(2,918)	> -100%
Other operations	28,765	(8,056)	> -100%
	41,376	45,844	11%
EBITDA Margin			
Automotive	1%	5%	
Financial services	19%	-9%	
Other operations	> 100%	-91%	
	4%	4%	

Geographical Performance

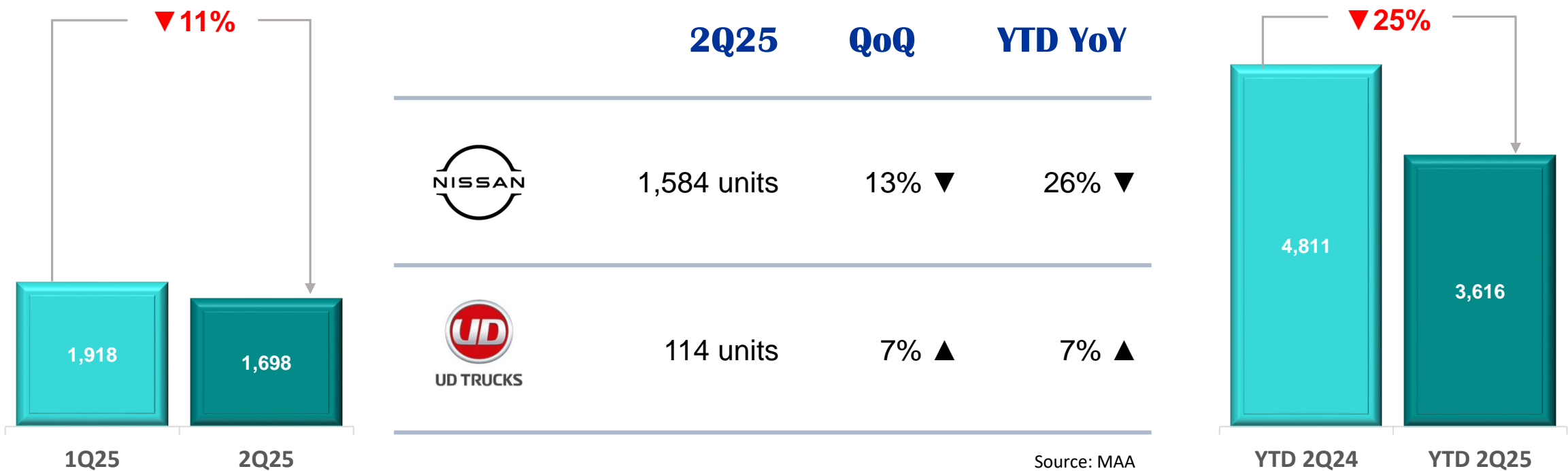


In RM'000	YTD 30-Jun-24	YTD 30-Jun-25	% Change
Revenue			
Malaysia	1,054,059	981,815	-7%
Vietnam	8,982	41,969	> 100%
Others	45,745	67,988	49%
	1,108,786	1,091,772	-2%
EBITDA			
Malaysia	69,487	55,830	-20%
Vietnam	(24,905)	(16,502)	34%
Others	(3,206)	6,516	> 100%
	41,376	45,844	11%
EBITDA Margin			
Malaysia	7%	6%	
Vietnam	> -100%	-39%	
Others	-7%	10%	
	4%	4%	



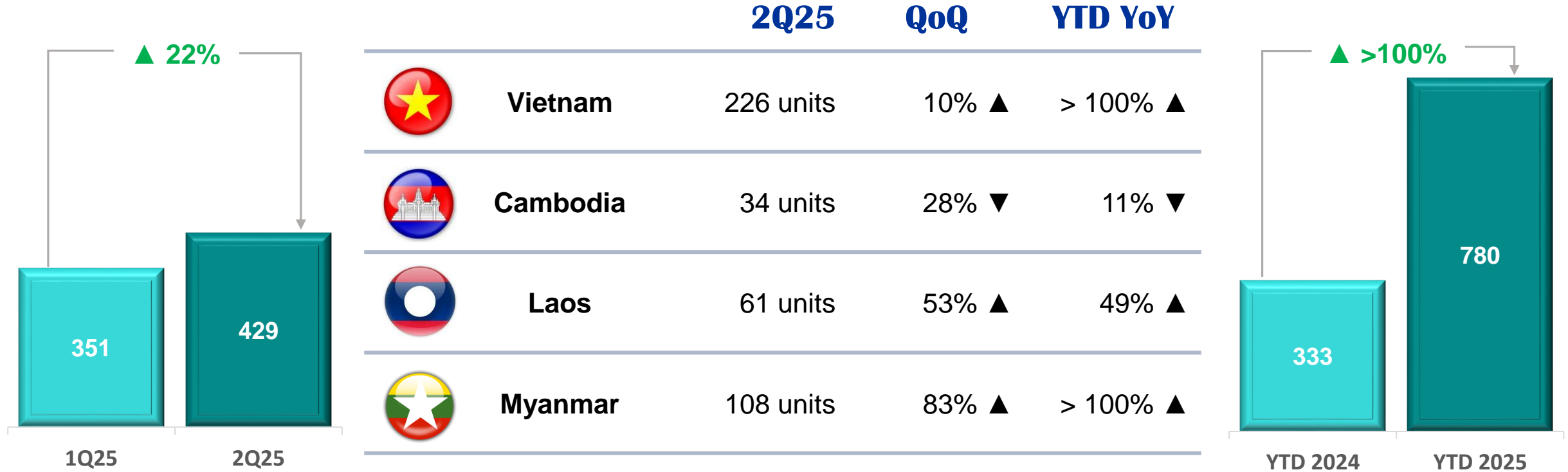
2Q FY2025 Sales Performance

Sales Performance - Malaysia



- YoY -25% :
Lower YTD sales, largely due to highly competitive business landscape faced in the domestic market.

Sales Performance – CLMV

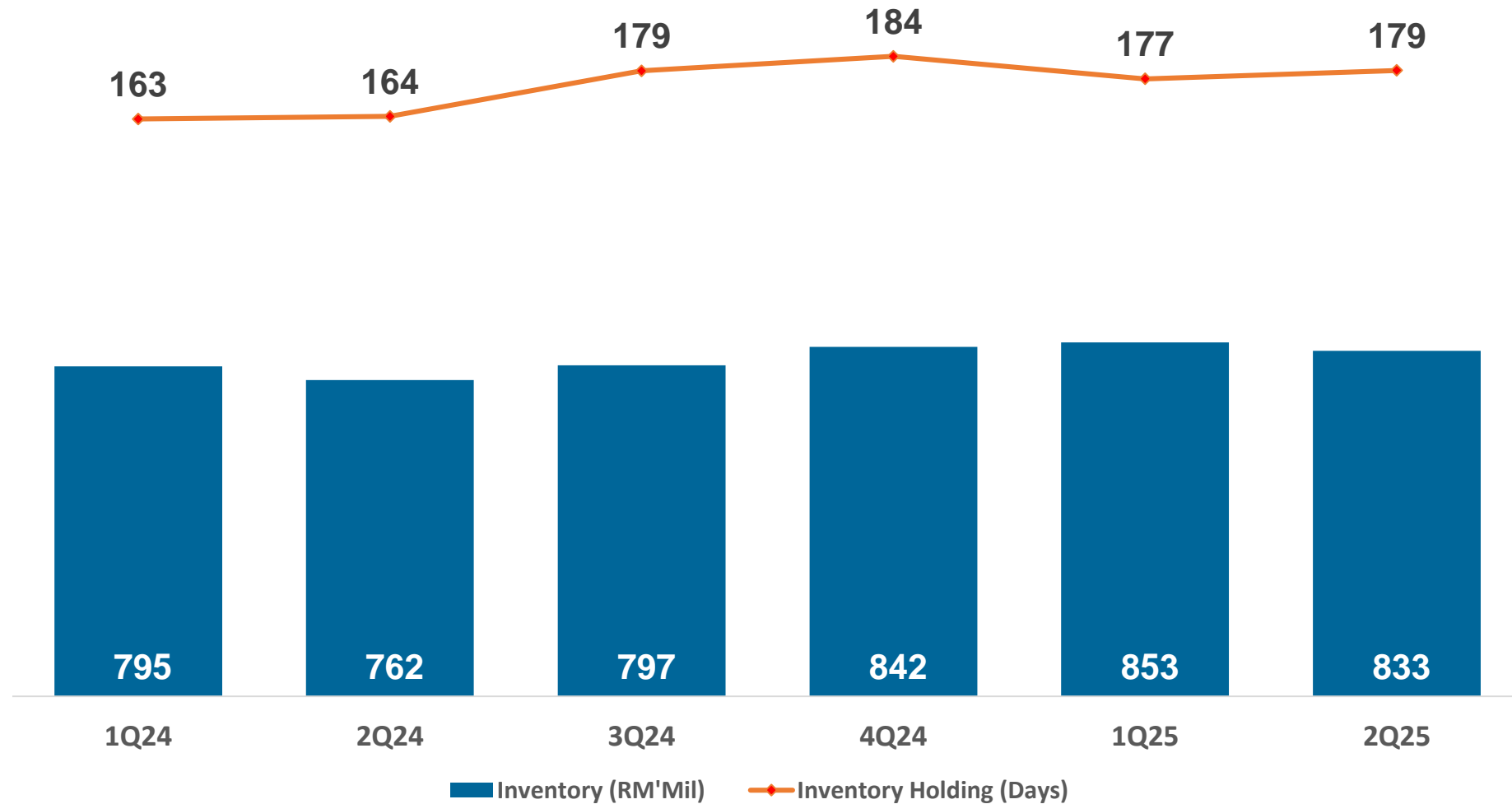


- Vietnam market – The sales momentum continued to build throughout the quarter, driven by healthy demand for the current product lineup, particularly GAC M8 MPV, TQ-Wuling N300P light truck and King Long Nova Euro 5 bus.
- Myanmar market – Higher sales was recorded during the quarter. In addition, the TQ-Wuling N300P light trucks are scheduled to be launched in the second half of 2025.



2Q FY2025 Operation Review

Inventory Management

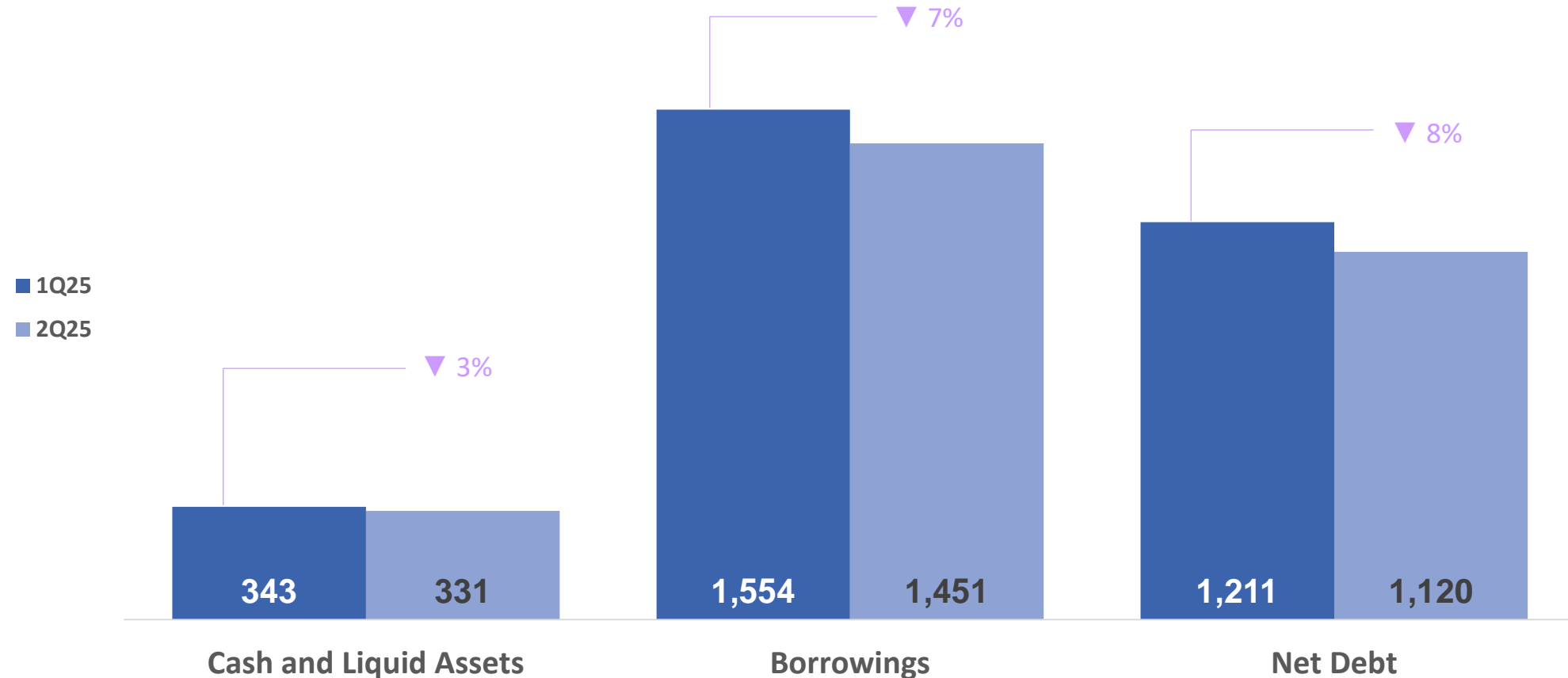


- Lower inventory value compared to preceding quarter due to timing of stocks replenishment.

Liquidity Management



Cash Balance & Borrowings (RM'Mil)



- Net gearing ratio stood at 46% 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.

Thank you



100% Electric Motor Driven.
No Plug-In Charging.

The All-New NISSAN KICKS e-POWER

