

# TAN CHONG MOTOR HOLDINGS BERHAD

## 3Q FY2025 Financial Results

November 2025

Brands:



AION





## 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.



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# New Nissan Navara X-Tremer



*The Group introduced the New Nissan X-Tremer On 29 August 2025.*

# GAC Emkoo & M8 PHEV



*The GAC Emkoo (C-segment SUV) and M8 PHEV (Luxury MPV) are available in the Malaysian market.*

# Building Resilience



1

Reinforce revenue streams



Nissan Navara X-Tremer

2

Sustain cost rationalisation



TQ-WULING N300P Light Truck

3

Diversified operations



Nissan Kicks e-POWER



TQ-WULING Bingo EV

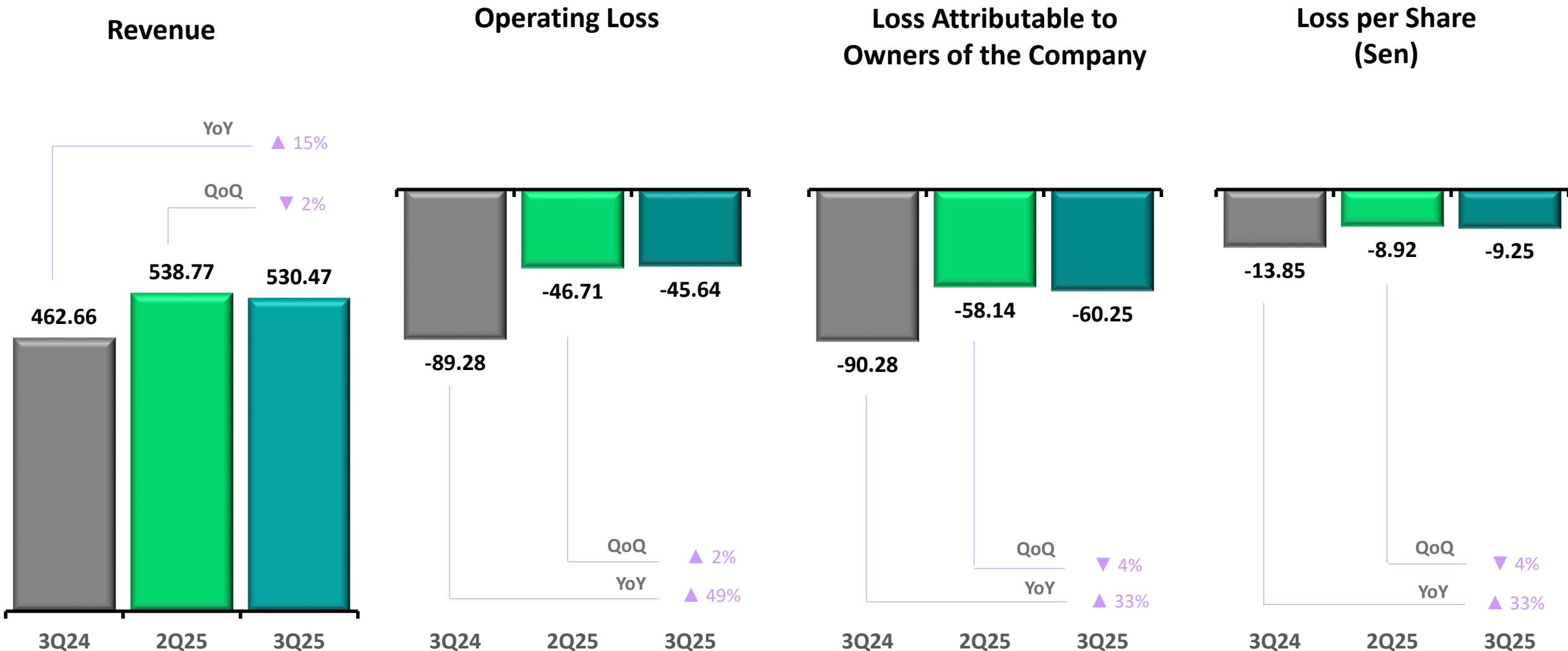


# 3Q FY2025 Financial Highlights & Results

# Key Performance Indicators



(RM'million, unless otherwise stated)



# QoQ Financial Review



In RM'000	2Q25	3Q25	% Change
Revenue	538,772	530,471	-2%
Operating Loss	(46,712)	(45,642)	2%
Loss before Tax	(60,508)	(59,879)	1%
Loss Attributable to Owners of the Company	(58,141)	(60,250)	-4%
Loss per Share (Sen)	(8.92)	(9.25)	-4%
Shareholders' Funds	2,438,289	2,379,151	-2%
Net Assets per Share (RM)	3.74	3.65	-2%

- Despite having lower revenue and recognising a fair value loss on investment properties of RM3.4 mil, the Group's LBT improved to RM59.9 mil, mainly due to lower net forex losses incurred during the quarter.
- Financial position remains strong with shareholders' funds of RM2.4 bil as at end of the quarter.

# YoY Financial Review



In RM'000	YTD 30-Sep-24	YTD 30-Sep-25	% Change
Revenue	1,571,441	1,622,243	3%
Operating Loss	(122,216)	(71,948)	41%
Loss before Tax	(162,200)	(115,826)	29%
Loss after Tax	(151,783)	(122,583)	19%
Loss Attributable to Owners of the Company	(146,112)	(114,255)	22%
Loss per Share (Sen)	(22.42)	(17.53)	22%

- YTD loss before tax reduced to RM115.8 mil, mainly attributable to the recognition of a one-off fair value gain on investment properties of RM50.6 mil during the period under review.



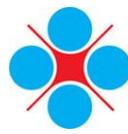
# 3Q FY2025 Segmental Results

# Segmental Performance



In RM'000	YTD 30-Sep-24	YTD 30-Sep-25	% Change
<b>Revenue</b>			
Automotive	1,498,406	1,560,599	4%
Financial services	52,951	48,339	-9%
Other operations	20,084	13,305	-34%
	1,571,441	1,622,243	3%
<b>EBITDA</b>			
Automotive	(1,769)	41,834	> 100%
Financial services	11,187	(4,572)	> -100%
Other operations	(20,744)	1,160	> 100%
	(11,326)	38,422	> 100%
<b>EBITDA Margin</b>			
Automotive	-0.1%	3%	
Financial services	21%	-9%	
Other operations	> -100%	9%	
	-1%	2%	

# Geographical Performance

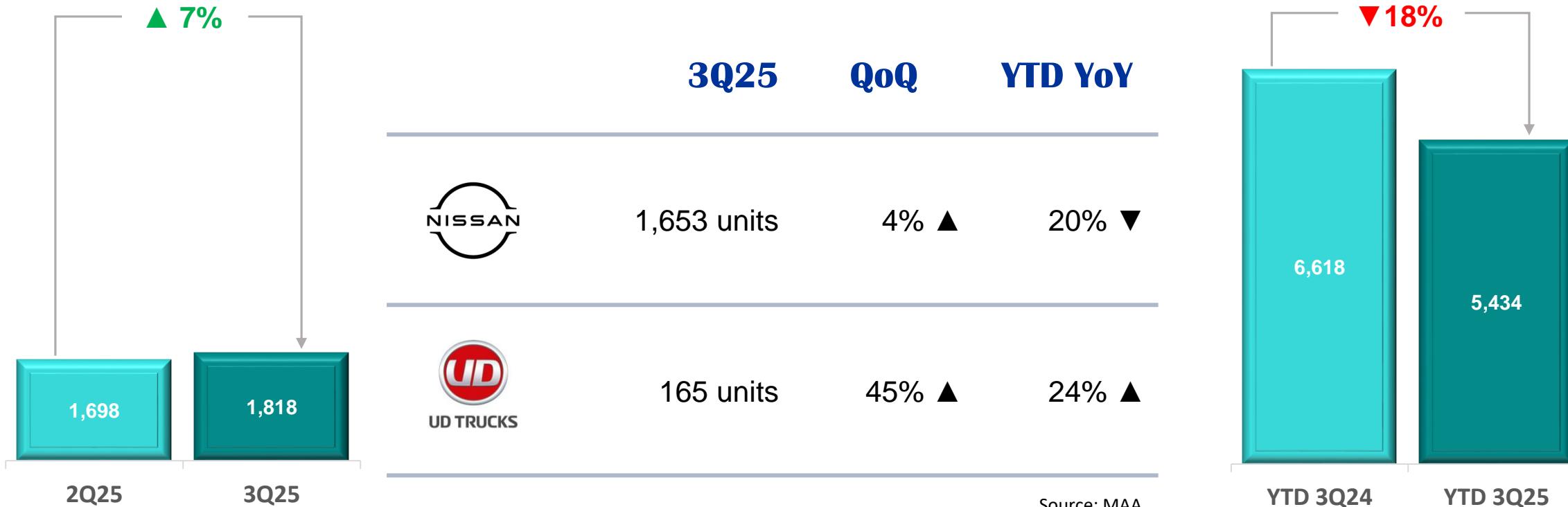


In RM'000	YTD 30-Sep-24	YTD 30-Sep-25	% Change
<b>Revenue</b>			
Malaysia	1,483,232	1,455,556	-2%
Vietnam	16,620	65,490	> 100%
Others	71,589	101,197	41%
	1,571,441	1,622,243	3%
<b>EBITDA</b>			
Malaysia	24,436	50,522	> 100%
Vietnam	(29,385)	(22,746)	23%
Others	(6,377)	10,646	> 100%
	(11,326)	38,422	> 100%
<b>EBITDA Margin</b>			
Malaysia	2%	3%	
Vietnam	> -100%	-35%	
Others	-9%	11%	
	-1%	2%	



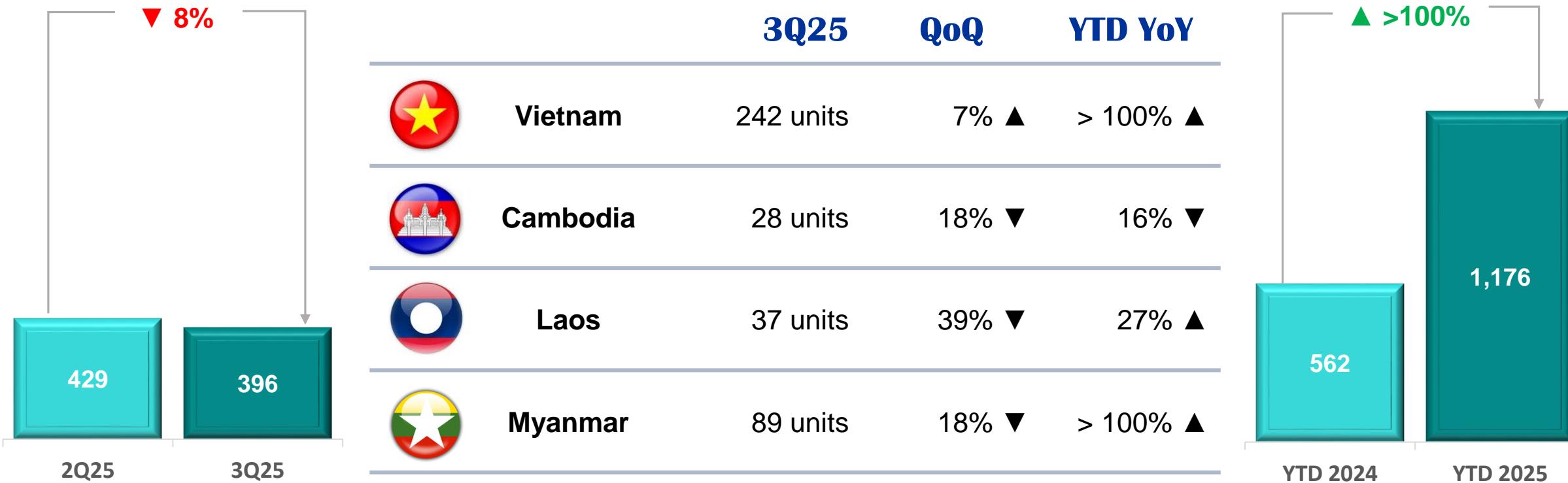
# 3Q FY2025 Sales Performance

# Sales Performance - Malaysia



- QoQ +7% :  
Higher Q-o-Q sales, due to higher demand in both Nissan passenger vehicles and UD commercial trucks.

# Sales Performance – CLMV

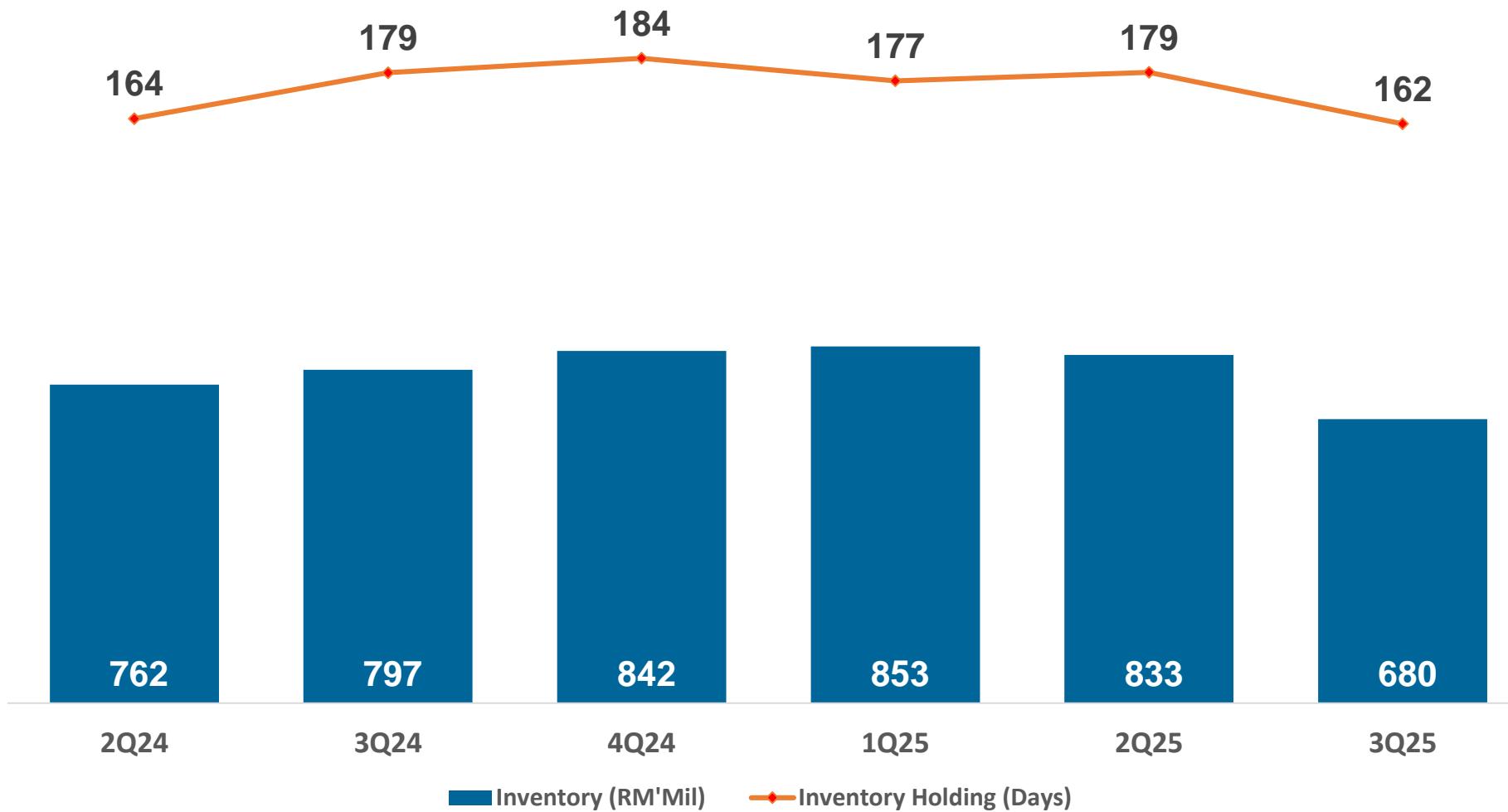


- Vietnam market – The sales momentum continued to build throughout the quarter, driven by healthy demand of the GAC passenger vehicles and TQ-Wuling light trucks.
- Myanmar market – The TQ-Wuling N300P light truck was introduced to the Myanmar market during the quarter.



# 3Q 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 42% 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



YOUR  
YEAR-END  
*Mega Savings*

