



TAN CHONG MOTOR HOLDINGS BERHAD

3Q FY2025 Financial Results

November 2025

Brands:





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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



TQ-Wuling N300P Light Truck

2

Sustain cost rationalisation



Nissan Kicks e-POWER



TQ-WULING Bingo EV

3

Diversified operations

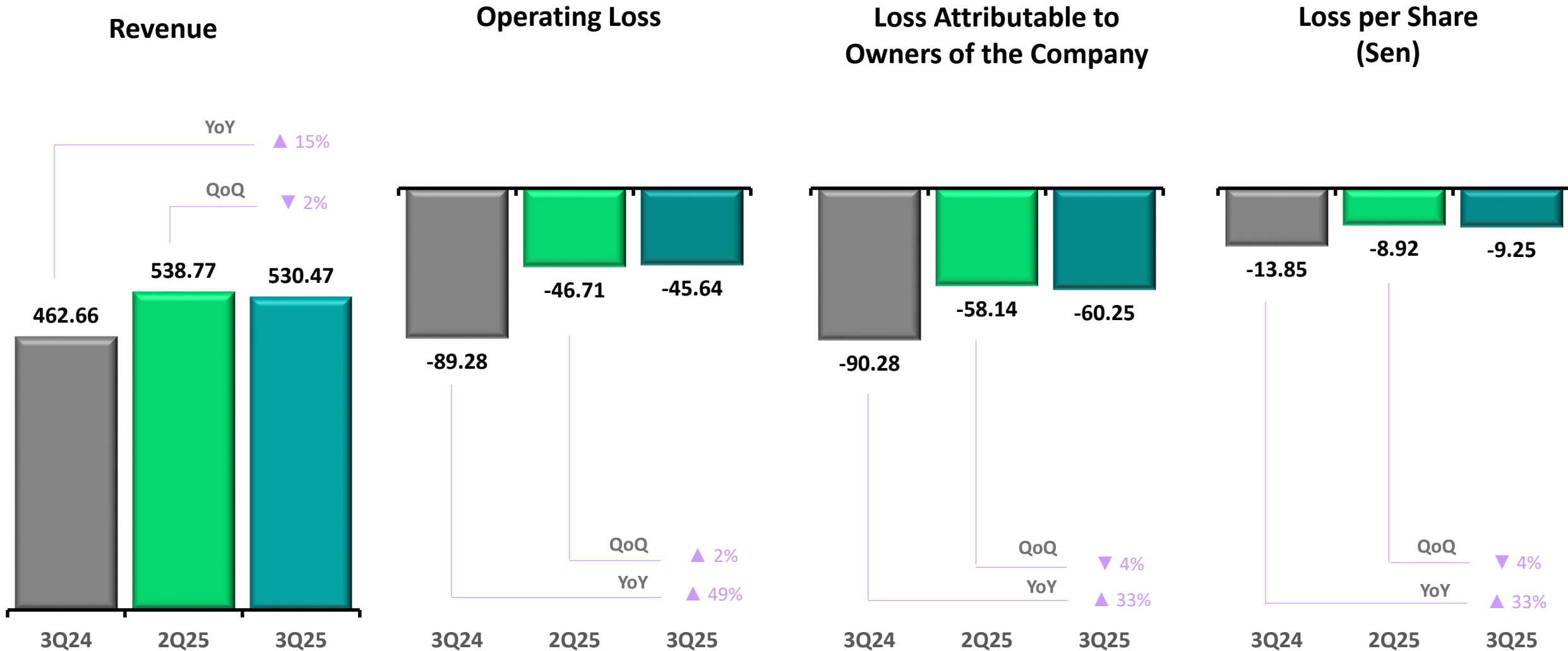


3Q FY2025 Financial Highlights & Results

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
Revenue			
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%
EBITDA			
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%
EBITDA Margin			
Automotive	-0.1%	3%	
Financial services	21%	-9%	
Other operations	> -100%	9%	
	-1%	2%	

Geographical Performance

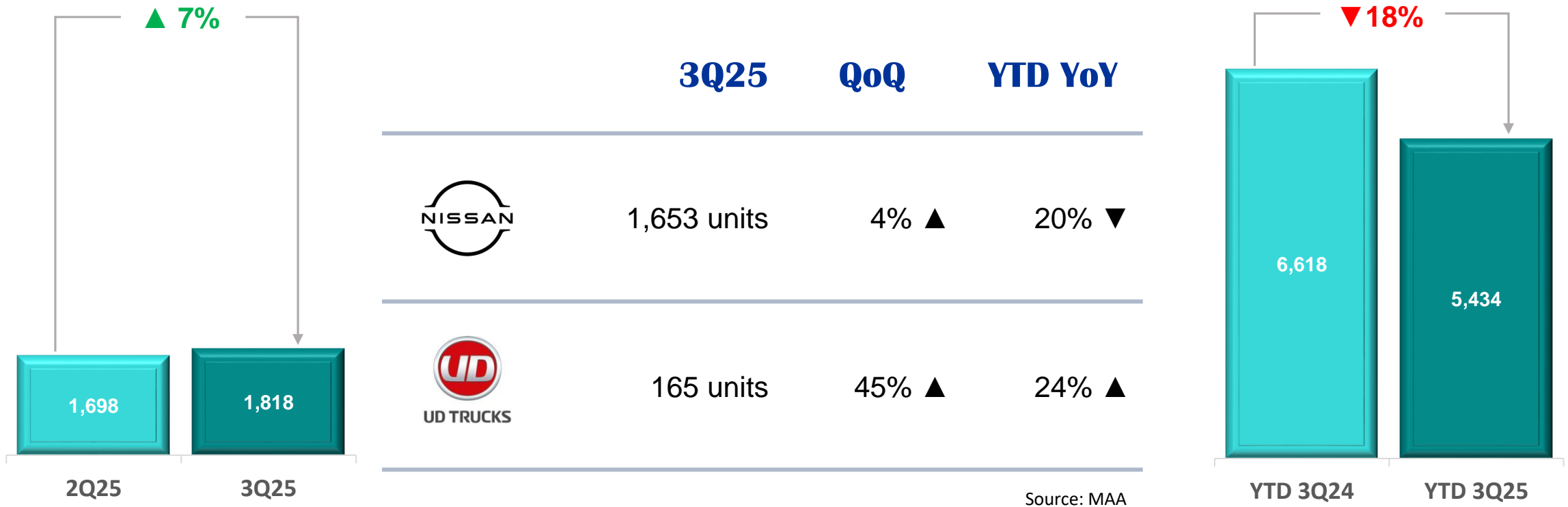


In RM'000	YTD 30-Sep-24	YTD 30-Sep-25	% Change
Revenue			
Malaysia	1,483,232	1,455,556	-2%
Vietnam	16,620	65,490	> 100%
Others	71,589	101,197	41%
	1,571,441	1,622,243	3%
EBITDA			
Malaysia	24,436	50,522	> 100%
Vietnam	(29,385)	(22,746)	23%
Others	(6,377)	10,646	> 100%
	(11,326)	38,422	> 100%
EBITDA Margin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



3Q FY2025 Sales Performance

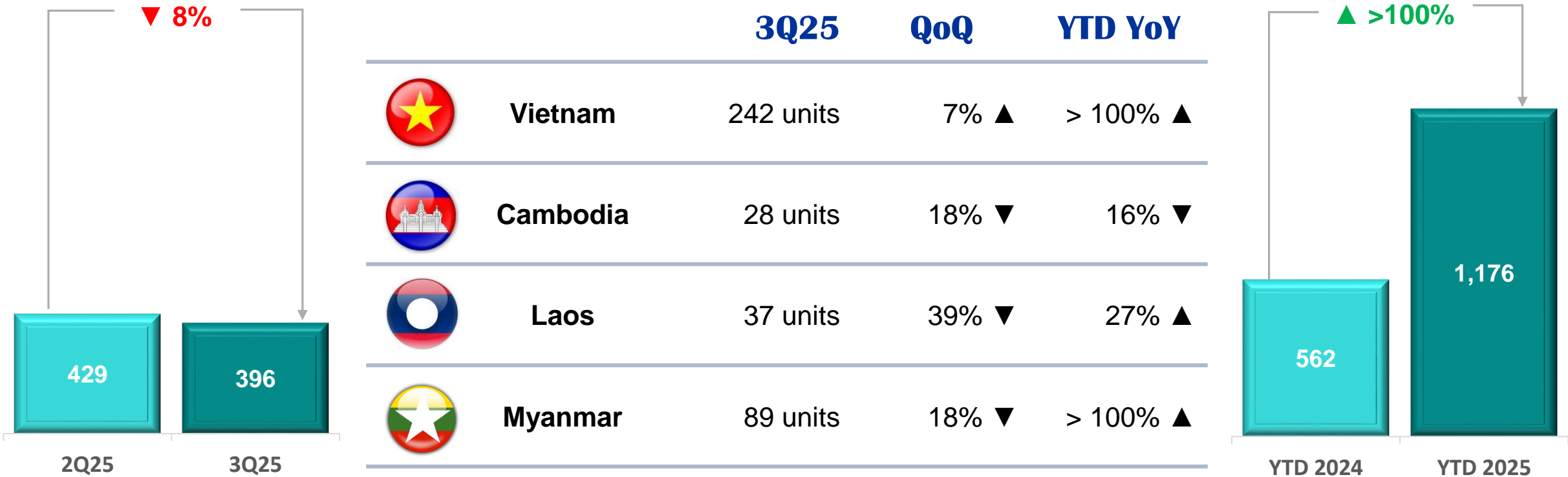
Sales Performance - Malaysia



- QoQ +7% :

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

Sales Performance – CLMV

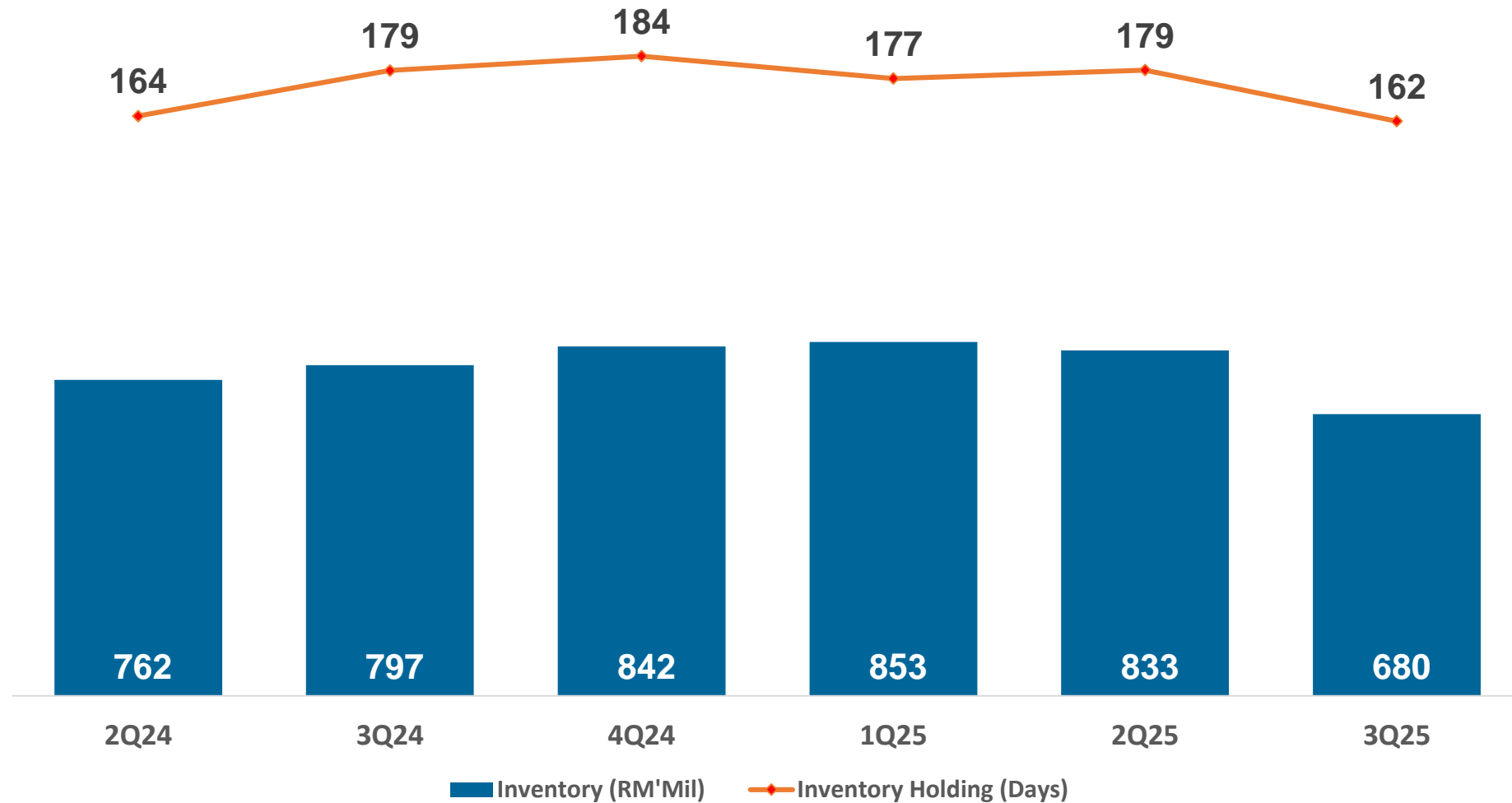


- Vietnam market – The sales momentum continued to build throughout the quarter, driven by healthy demand of the GAC passenger vehicles and TQ-Wuling light trucks.
- Myanmar market – The TQ-Wuling N300P light truck was introduced to the Myanmar market during the quarter.



3Q FY2025 Operation Review

Inventory Management

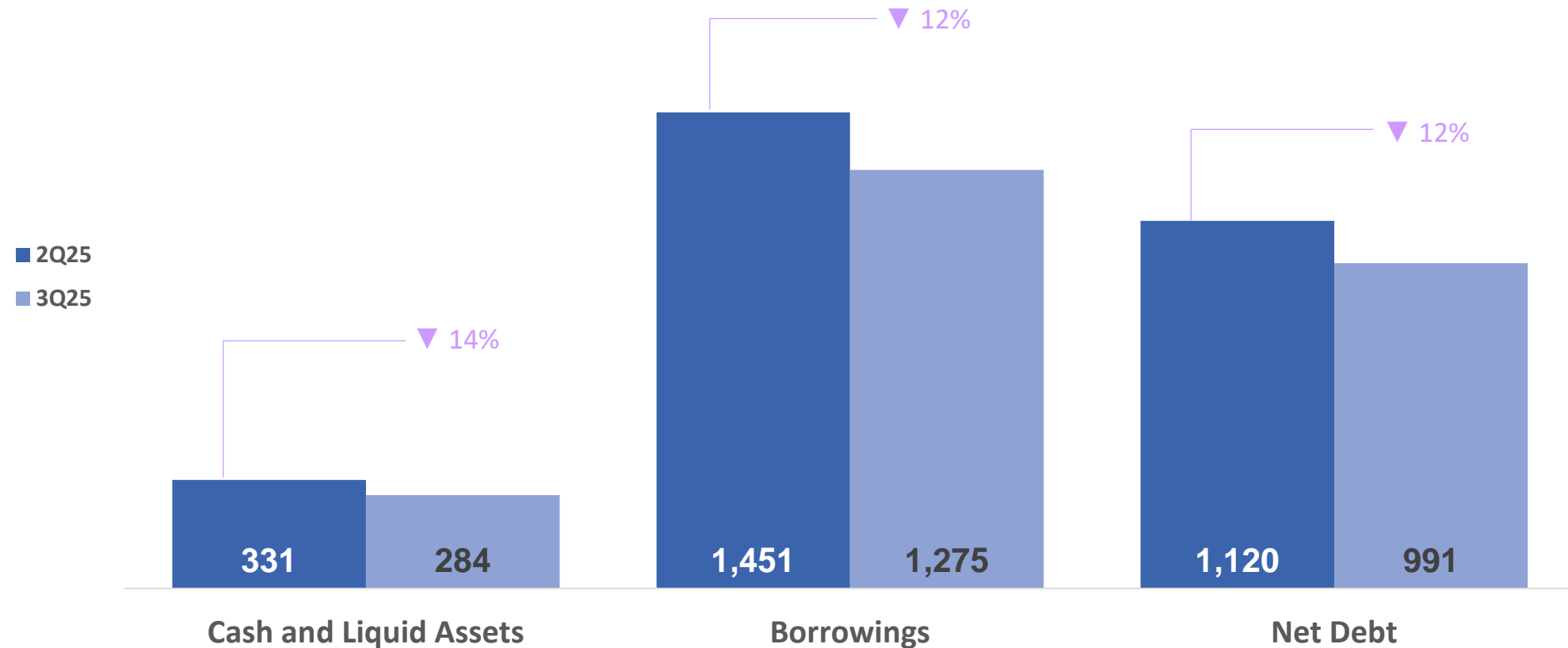


- Lower inventory value compared to preceding quarter due to timing of stocks replenishment.

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

