RHB Small Cap Asean Research

27 May 2024

Tan Chong Motor (тсм мк)

A Bad Start To The Year; Reiterate SELL

• Reiterate SELL, new MYR0.73 TP from MYR0.74, 15% downside. 1Q24 was another quarter of losses for Tan Chong Motor, which underperformed both our and consensus' FY24F estimates. We maintain our rating as we believe TCM will continue to bleed with no turnaround in the near term, given the lack of catalysts.

- Below expectations. TCM started off the year with wider YoY losses of MYR19m in 1Q24 vs a MYR9.8m loss in 1Q23 underperforming both our and consensus' full-year estimates of MYR63m and MYR71m. The underperformance was mainly due to higher-than-expected expenses, as 1Q24 revenue was in line with our forecasts. Despite the wider losses, a MYR0.01 dividend per share was announced as expected.
- Results review. TCM posted softer 1Q24 revenue (-11% YoY), mainly due to weaker automotive segment revenue (-10% YoY), as sales volumes fell c.14% YoY. This resulted in its 1Q24 core earnings plunging 94% YoY, despite being partially offset by FX gains of MYR13.0m.
- Muted outlook. As we are expecting Malaysia's TIV to soften in 2024, we think TCM's sales volumes could continue to fall YoY. While we understand from management that the new Nissan Almera has been receiving strong orders, we believe the local market continues to favour national carmakers due to better pricing, while other non-national carmakers have new launches in the pipeline, leaving Nissan at a disadvantage. Given the lack of new model launches, we expect TCM to continue losing ground to its rivals in terms of market share. As of 4M24, Nissan's market share in Malaysia stood at 1.2% (FY23: 1.3%).
- Forecast. We now expect a wider net loss of MYR76m for FY24 (from a net loss of MYR72m) to better reflect its current performance, while keeping our FY25-26 earnings forecasts unchanged.
- Valuation. We derived our TP by ascribing a P/BV of 0.2x to FY24F book value, as the stock lacks earnings visibility. The 0.2x P/BV is at -2SD from its 5-year mean. Our TP also includes an ESG discount of 10%. We continue to recommend that investors do not take a buying position, as we think TCM not only lacks positive catalysts, but may also undergo a further de-rating due to its continued losses.
- Key upside risks include stronger-than-expected demand for Nissan vehicles, and better-than-expected FX movement.

Forecasts and Valuation	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total turnover (MYRm)	3,052	2,533	2,150	2,265	2,265
Recurring net profit (MYRm)	(36)	(112)	(72)	(46)	(38)
Recurring net profit growth (%)	70.5	210.7	(36.0)	(36.0)	(17.7)
Recurring P/E (x)	na	na	na	na	na
P/B (x)	0.2	0.2	0.2	0.2	0.2
P/CF (x)	3.44	na	1.70	6.06	5.44
Dividend Yield (%)	3.5	1.2	1.2	1.2	1.2
EV/EBITDA (x)	6.01	11.75	8.74	8.43	8.17
Return on average equity (%)	(0.7)	(2.4)	(2.7)	(1.7)	(1.5)
Net debt to equity (%)	27.8	41.2	33.3	33.8	33.8

Source: Company data, RHB

Motor (TCM M/2)

Consumer Cyclical | Auto & Autoparts

Sell (Maintained)

Target Price (Return):	MYR0.73 (-14.6%)
Price (Market Cap):	MYR0.86 (USD119m)
ESG score:	2.5 (out of 4)
Avg Daily Turnover (MYR/USD)	0.08m/0.02m

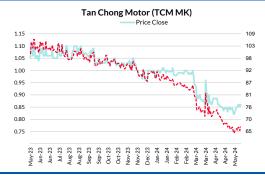
Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(11.4)	1.8	(13.1)	(16.5)	(18.9)
Relative	(22.7)	(1.2)	(17.6)	(27.9)	(33.8)
52-wk Price l	ow/high (M	IYR)		0.82	2 - 1.10



Source: Bloomberg

Overall ESG Score: 2.5 (out of 4)

E: GOOD

TCM focuses on environmentally conscious manufacturing, production and assembly processes. 2019's CO2 emissions per unit of vehicle produced declined to 0.228 tonnes/unit from 0.246 tonnes/unit a year ago.

S: GOOD

The group is proactively working to improve its workplace safety metrics, in addition to consistent CSR participation. In FY20, TCM reported 72 workplace injuries, which led to 526 total lost work days – mainly on the higher risk of traffic accidents at its assembly plant. A total of 11,450 hours of training were provided in 2019.

G: MODERATE

The tenure of two independent non-executive directors exceeded a cumulative term of nine years – one of these directors resigned in Oct 2020. The board also does not disclose, on a named basis, the top five senior management's remuneration components in bands of MYR50,000. The company engages with the investment community on a quarterly basis, through analyst briefings.

Note:

Small cap stocks are defined as companies with a market capitalisation of less than USD0.5bn.



Financial Exhibits

	Financial summary (MYR)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Malaysia	Recurring EPS	(0.06)	(0.17)	(0.11)	(0.07)	(0.06)
Consumer Cyclical	DPS	0.03	0.01	0.01	0.01	0.01
Tan Chong Motor	BVPS	4.48	4.20	4.08	4.00	3.93
ГСМ МК	Return on average equity (%)	(0.7)	(2.4)	(2.7)	(1.7)	(1.5)
Sell						
	Valuation metrics	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
/aluation basis	Recurring P/E (x)	na	na	na	na	na
FY24F 0.2x P/BV	P/B (x)	0.2	0.2	0.2	0.2	0.2
	FCF Yield (%)	13.2	(32.4)	44.5	2.2	4.1
Key drivers	Dividend Yield (%)	3.5	1.2	1.2	1.2	1.2
i. Increase in consumer spending;	EV/EBITDA (x)	6.01	11.75	8.74	8.43	8.17
ii. Long-term potential from Indo-China operations.	EV/EBIT (x)	18.18	3,011.54	77.31	60.83	53.68
Key risks	Income statement (MYRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Jpside risks include:	Total turnover	3,052	2,533	2,150	2,265	2,265
i. Stronger-than-expected demand for Nissan	Gross profit	600	495	398	419	419
vehicles both domestically and overseas following	EBITDA	221	143	163	168	417
the reopening of the economy,	Depreciation and amortisation	(148)	(142)	(145)	(145)	(145)
ii. Improving consumer sentiment;		73	(142)	18	23	(143)
iii. Favourable FX movement.	Operating profit	(40)				
Commune Dary file	Net interest		(43)	(44)	(40)	(40)
Company Profile	Pre-tax profit	18	(59)	(26)	(17)	(14)
TCM owns and operates the distribution franchise for	Taxation	(41)	(13)	(51)	(33)	(28)
Nissan vehicles in Malaysia. This includes assembly, sales and distribution, after sales, as well as financial	Reported net profit	(19)	(67)	(72)	(46)	(38)
products. Its assembly division also undertakes third-	Recurring net profit	(36)	(112)	(72)	(46)	(38)
party assembly work for Subaru and Mitsubishi	Cash flow (MYRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
vehicles. The group also operates the Nissan vehicle distribution franchise in Cambodia, Laos, and	Change in working capital	365	36	261	(2)	0
Ayanmar.	Cash flow from operations	163	(70)	329	93	103
viyannar.	Capex	(89)	(112)	(80)	(80)	(80)
	Cash flow from investing activities	(59)	(186)	(80)	(80)	(80)
	Dividends paid	(20)	(20)	(7)	(7)	(7)
	Cash flow from financing activities	(35)	266	(7)	(7)	(7)
	Cash at beginning of period	514	558	512	755	761
	Net change in cash	69	10	243	6	17
	-		569	755	761	777
	Ending balance cash	583	507			///
	Balance sheet (MYRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
	Balance sheet (MYRm) Total cash and equivalents	Dec-22 558	Dec-23 512	755	Dec-25F 761	Dec-26F 777
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets	Dec-22 558 2,711	Dec-23 512 2,610	755 2,545	Dec-25F 761 2,480	Dec-26F 777 2,415
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments	Dec-22 558 2,711 70	Dec-23 512 2,610 66	755 2,545 66	Dec-25F 761 2,480 66	Dec-26F 777 2,415 66
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets	Dec-22 558 2,711 70 5,097	Dec-23 512 2,610 66 5,110	755 2,545 66 5,068	Dec-25F 761 2,480 66 5,031	Dec-26F 777 2,415 66 4,982
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt	Dec-22 558 2,711 70 5,097 993	Dec-23 512 2,610 66 5,110 1,122	755 2,545 66 5,068 1,122	Dec-25F 761 2,480 66 5,031 1,122	Dec-26F 777 2,415 66 4,982 1,122
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total long-term debt	Dec-22 558 2,711 70 5,097 993 371	Dec-23 512 2,610 66 5,110 1,122 518	755 2,545 66 5,068 1,122 518	Dec-25F 761 2,480 66 5,031 1,122 518	Dec-26F 777 2,415 66 4,982 1,122 518
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total long-term debt Total liabilities	Dec-22 558 2,711 70 5,097 993	Dec-23 512 2,610 66 5,110 1,122	755 2,545 66 5,068 1,122	Dec-25F 761 2,480 66 5,031 1,122	Dec-26F 777 2,415 66 4,982 1,122
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total long-term debt Total liabilities Total equity	Dec-22 558 2,711 70 5,097 993 371 2,197 2,900	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,742	755 2,545 66 5,068 1,122 518 2,409 2,659	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,602	Dec-26F 777 2,415 66 4,982 1,122 518 2,428 2,554
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total long-term debt Total liabilities	Dec-22 558 2,711 70 5,097 993 371 2,197	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,368	755 2,545 66 5,068 1,122 518 2,409 2,409	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,428	Dec-26F 777 2,415 66 4,982 1,122 518 2,428
	Balance sheet (MYRm)Total cash and equivalentsTangible fixed assetsTotal investmentsTotal assetsShort-term debtTotal long-term debtTotal liabilitiesTotal equityTotal liabilities & equity	Dec-22 558 2,711 70 5,097 993 371 2,197 2,900	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,742 5,110	755 2,545 66 5,068 1,122 518 2,409 2,659 5,068	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,602 5,031	Dec-26F 7777 2,415 66 4,982 1,122 518 2,428 2,554 4,982
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total liabilities Total liabilities & equity Total liabilities & equity	Dec-22 558 2,711 70 5,097 993 371 2,197 2,900 5,097 Dec-22	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,742 5,110 Dec-23	755 2,545 66 5,068 1,122 518 2,409 2,659 5,068 Dec-24F	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,602 5,031 Dec-25F	Dec-26F 777 2,415 66 4,982 1,122 518 2,428 2,554 4,982 Dec-26F
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total liabilities Total liabilities & equity Total liabilities & equity Key metrics Revenue growth (%)	Dec-22 558 2,711 70 5,097 993 371 2,197 2,900 5,097 Dec-22 20.3	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,742 5,110 Dec-23 (17.0)	755 2,545 66 5,068 1,122 518 2,409 2,659 5,068 Dec-24F (15.1)	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,602 5,031 Dec-25F 5,3	Dec-26F 7777 2,415 66 4,982 1,122 518 2,428 2,554 4,982 Dec-26F 0.0
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total liabilities Total liabilities Total liabilities & equity Total liabilities & equity Total liabilities & equity	Dec-22 558 2,711 70 5,097 993 371 2,197 2,900 5,097 Dec-22 20.3 69.9	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,742 5,110 Dec-23 (17.0) 210.7	755 2,545 66 5,068 1,122 518 2,409 2,659 5,068 Dec-24F (15.1) (36.0)	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,602 5,031 Dec-25F 5.3 (36.0)	Dec-26F 7777 2,415 66 4,982 1,122 518 2,428 2,554 4,982 Dec-26F 0.0 (17.7)
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total liabilities Total liabilities Total liabilities & equity Total liabilities & equity Revenue growth (%) Recurrent EPS growth (%) Gross margin (%)	Dec-22 558 2,711 70 5,097 993 371 2,197 2,900 5,097 Dec-22 20.3 69.9 19.6	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,742 5,110 Dec-23 (17.0) 210.7 19.6	755 2,545 66 5,068 1,122 518 2,409 2,659 5,068 Dec-24F (15.1) (36.0) 18.5	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,602 5,031 Dec-25F 5.3 (36.0) 18.5	Dec-26F 777 2,415 66 4,982 1,122 518 2,428 2,554 4,982 Dec-26F 0.00 (17.7) 18.5
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total liabilities Total liabilities Total liabilities & equity Total liabilities & equity Revenue growth (%) Recurrent EPS growth (%) Gross margin (%) Operating EBITDA margin (%)	Dec-22 558 2,711 70 5,097 993 371 2,197 2,900 5,097 Dec-22 20.3 69.9 19.6 7,3	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,742 5,110 Dec-23 (17.0) 210.7 19.6 5.6	755 2,545 66 5,068 1,122 518 2,409 2,659 5,068 Dec-24F (15.1) (36.0) 18.5 7,6	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,602 5,031 Dec-25F 5.3 (36.0) 18.5 7,4	Dec-26F 777 2,415 66 4,982 1,122 518 2,428 2,554 4,982 Dec-26F 0.00 (17.7) 18.5 7,6
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total liabilities Total liabilities Total liabilities & equity Total liabilities & equity Revenue growth (%) Recurrent EPS growth (%) Gross margin (%) Net profit margin (%)	Dec-22 558 2,711 70 5,097 993 371 2,197 2,900 5,097 Dec-22 20.3 69.9 19.6 7.3 (0.6)	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,742 5,110 Dec-23 (17.0) 210.7 19.6 5.6 (2.6)	755 2,545 66 5,068 1,122 518 2,409 2,659 5,068 Dec-24F (15.1) (36.0) 18.5 7.6 (3.3)	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,602 5,031 Dec-25F 5.3 (36.0) 18.5 7.4 (2.0)	Dec-26F 777 2,415 66 4,982 1,122 518 2,428 2,554 4,982 Dec-26F 0.00 (17.7) 18.5 7.6 (1.7)
	Balance sheet (MYRm) Total cash and equivalents Tangible fixed assets Total investments Total assets Short-term debt Total liabilities Total liabilities Total liabilities & equity Total liabilities & equity Revenue growth (%) Recurrent EPS growth (%) Gross margin (%) Operating EBITDA margin (%)	Dec-22 558 2,711 70 5,097 993 371 2,197 2,900 5,097 Dec-22 20.3 69.9 19.6 7,3	Dec-23 512 2,610 66 5,110 1,122 518 2,368 2,742 5,110 Dec-23 (17.0) 210.7 19.6 5.6	755 2,545 66 5,068 1,122 518 2,409 2,659 5,068 Dec-24F (15.1) (36.0) 18.5 7,6	Dec-25F 761 2,480 66 5,031 1,122 518 2,428 2,602 5,031 Dec-25F 5.3 (36.0) 18.5 7,4	Dec-26F 777 2,415 66 4,982 1,122 518 2,428 2,554 4,982 Dec-26F 0.00 (17.7) 18.5 7,6

Small Cap **Asean Research**

Source: Company data, RHB



Tan Chong Motor

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Consumer Cyclical | Auto & Autoparts

27 May 2024

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FYE Dec	1Q23	4Q23	1Q24	QoQ	YoY	Comments
(MYRm)				(%)	(%)	
Revenue	619.9	643.8	563.7	(12)	(9)	Lower revenue QoQ and YoY mainly due to lower sales volumes.
EBIT	13.3	(52.2)	(4.3)	92	(>100)	
Interest expense	(15.2)	(16.8)	(16.6)	(1)	10	
Interest income	5.0	5.4	4.9	(8)	(2)	
Associate	(0.6)	0.3	(0.1)	(141)	80	
PBT	2.5	(63.3)	(16.1)	74	(>100)	Weaker profitability YoY due to weaker automotive segment
Tax Expense	(8.3)	9.0	(3.6)	(>100)	57	
Minority interest	0.7	(0.6)	(4.0)	n.m.	n.m.	
Reported Net profit	(5.1)	(54.8)	(15.7)	(71)	210	
Core Net Profit	(9.8)	(50.1)	(19.1)	62	(94)	TCM continues to disappoint with numerous quarters of losses.
EBIT Margin (%)	2.1	(8.1)	(0.8)			
PBT Margin (%)	0.4	(9.8)	(2.9)			
Effective tax rate (%)	(325.4)	(14.3)	22.1			
Core Net Margin (%)	(1.6)	(7.8)	(3.4)			

Source: Company data, RHB



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Consumer Cyclical | Auto & Autoparts

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Emissions And ESG

Trend analysis

TCM does not disclose its GHG emissions in absolute terms. It, however, discloses its carbon emission intensity levels which more than doubled in 2022.

Emissions (tCO2e)	Dec-21	Dec-22	Dec-23
Scope 1	na	na	na
Scope 2	na	na	na
Scope 3	na	na	na
Total emissions	na	na	na

Latest ESG-Related Developments

- **Social-related initiatives:** TCM provides 100% sponsorship for technical and vocational education and training (TVET) in automotive studies for students from underprivileged and marginalised backgrounds.
- Green energy: TCM has embarked on a solar energy project which has been granted a 4-year power purchase agreement (PPA) extension by the Energy Commission, which revised the 21-year PPA to a 25-year PPA.

ESG Rating History



Recommendation Chart



Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2024-03-01	Sell	0.74	0.99
2023-11-28	Sell	0.76	1.00
2023-08-29	Sell	0.78	1.06
2023-05-25	Sell	0.80	1.09
2023-04-09	Neutral	1.10	1.10
2023-03-01	Neutral	1.10	1.11
2022-11-23	Neutral	1.10	1.12
2022-08-30	Neutral	1.10	1.12
2022-07-15	Sell	0.94	1.12
2022-05-25	Sell	0.94	1.13
2021-08-25	Sell	0.97	1.17
2021-05-25	Sell	0.97	1.15
2021-04-05	Sell	0.97	1.19
2021-04-01	Sell	0.95	1.17
2020-11-25	Neutral	0.95	1.07

Source: RHB, Bloomberg



RHB Guide to Investment Ratings

Buy:	Share price may exceed 10% over the next 12 months
Trading Buy:	Share price may exceed 15% over the next 3 months, however longer-
	term outlook remains uncertain
Neutral:	Share price may fall within the range of +/- 10% over the next
	12 months
Take Profit:	Target price has been attained. Look to accumulate at lower levels
Sell:	Share price may fall by more than 10% over the next 12 months
Not Rated:	Stock is not within regular research coverage

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