



**Transcorp Holdings Limited
Annual General Meeting
22 March 2019**

Vincent Chia | 22 March 2019

Financial Highlights & Turnaround Strategies

AGENDA



- **Board of Directors**
- **Financial Highlights & Key Events for 2019**
- **Turnaround Strategies**



Board of Directors

BOARD OF DIRECTORS



Vincent Chia Siak Yan **Acting Non-Executive Chairman and Independent Director**

- Appointed on 13 July 2017
- 20 years of corporate investment and strategy development experience.
- Temasek Holdings-Private Equity and Venture Capital
- Singapore Press Holdings- Ltd Merger and Acquisition
- KPMG- Corporate Finance
- Cityneon Holdings Limited-GM Corporate Development
- M & A experience-media and internet, technology and IT, engineering and construction, environmental and renewables, real estate, healthcare, commodities and education.
- National University of Singapore
- Degree is in Civil Engineering with a Minor in Law
- Masters is in Applied Economics

You Zihui **Executive Director**

- Appointed on 19 November 2018
- 7 years experience in Strategy Development in Engineering, IT, Banking
- M&A experience in healthcare, lifestyle services, F&B
- Entrust Healthcare Pte Ltd, Business Development Manager
- Pacific Healthcare Holdings Ltd, Executive
- BSc from London School of Economics, University of London

BOARD OF DIRECTORS



Ding Xinyan **Independent Director**

- Appointed on 19 November 2018
- 15 years experiences in senior management roles in MNCs such as IBM, NOKIA and Microsoft,
- Tech product creation and innovation, and managing portfolio over USD 10 billion
- Selling experience in more than 100 countries.
- Investor and advisor for ASEAN startups and Chinese CVCs to overseas deals,
- Directors for many deep tech/B2B startups
- MBA and BA , major in foreign trade & Laws

Kevin John Chia **Non-Executive Non-Independent Director**

- Joined the Board on 11 January 2019
- 25 years Banking experience with Overseas Union Bank, United Overseas Bank and OCBC Bank.
- Extensive Banking experience includes Commercial Banking, Consumer Banking and Wealth Management.
- Recipient of OCBC Bank Chairman's Award for continuous improvement for the Auto Business.
- Currently, a General Manager with AM Automotive (S) Pte Ltd.
- MBA from Strathclyde Business School, University of Strathclyde.

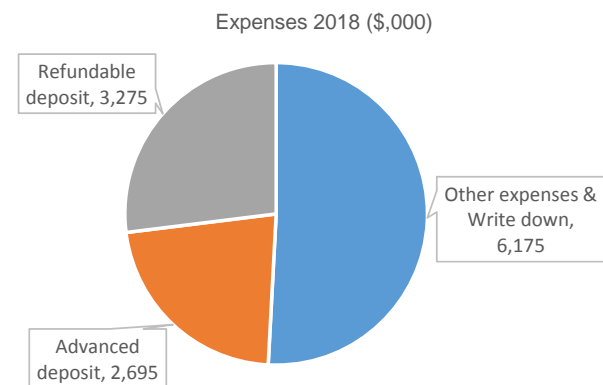
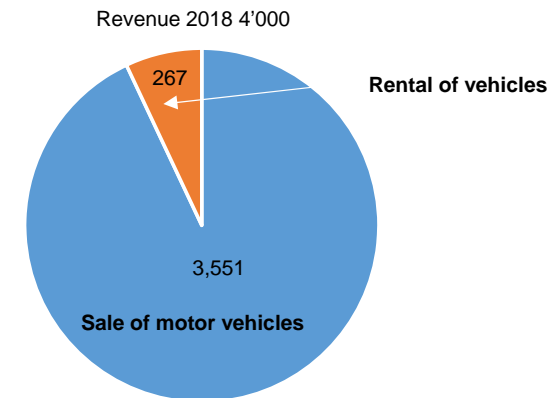
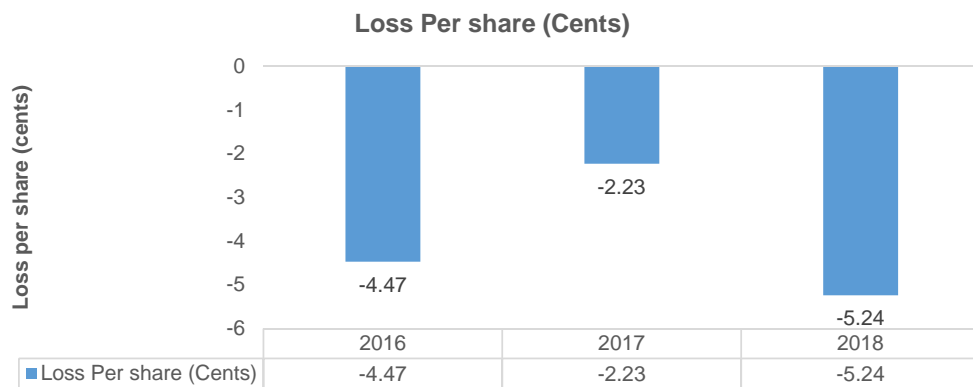


Financial Highlights & Key Events 2019

FINANCIAL HIGHLIGHTS



Group (\$'000)	2016	2017	2018
Revenue	6,720	6,083	3,820
Cost of sales	6,700	(6,522)	(5,617)
Gross loss	20	(437)	(1,798)
Other income	92	305	46
Expenses	(10,494)	(5,839)	(12,145)
Loss before tax	(10,383)	(5,972)	(13,897)





Key Events 2019

Recovery of \$6.003 mil from Dongshan Project

Reasons For Termination

- Project risks outweighs benefits
- Lack of expertise
- Lack of financial and operational resources

Security

- Share charge for CMM
- Share in Transcorp Holdings Limited

Recovery of advance deposit from Car Profile Trading

Action by Company

(Regal Motors Pte Ltd)

- 31 Oct 2018, action to recover \$2.8 mil was unsuccessful
- Solicitors issued letter of demand to Car Profile Trading
- 25 March 2019, 4pm, supplier to propose repayment schedule

Security

- Letter of undertaking by Mr Goh Chin Soon
- Letter of undertaking by Mr Koh Tuck Seng

Ace Financial Services Pte Ltd

Action by Company

(Regal Motors Pte Ltd)

- Partly complied with letter of Demand
- Settled sum of \$292,468.88 by sale of vehicle to 3rd party
- Negotiating damages for Reputation loss

Turnaround Strategies

Strategic Action

- Expand car rental business
- Appointment of CFO

Cost Cutting Measures

- Release of Mid View City Showroom and Seng Kee Road office
- Moved to a new premise The Alexcier at \$3,200 per month
- Manpower reduction will save \$28,814 per month from March 2109 onwards

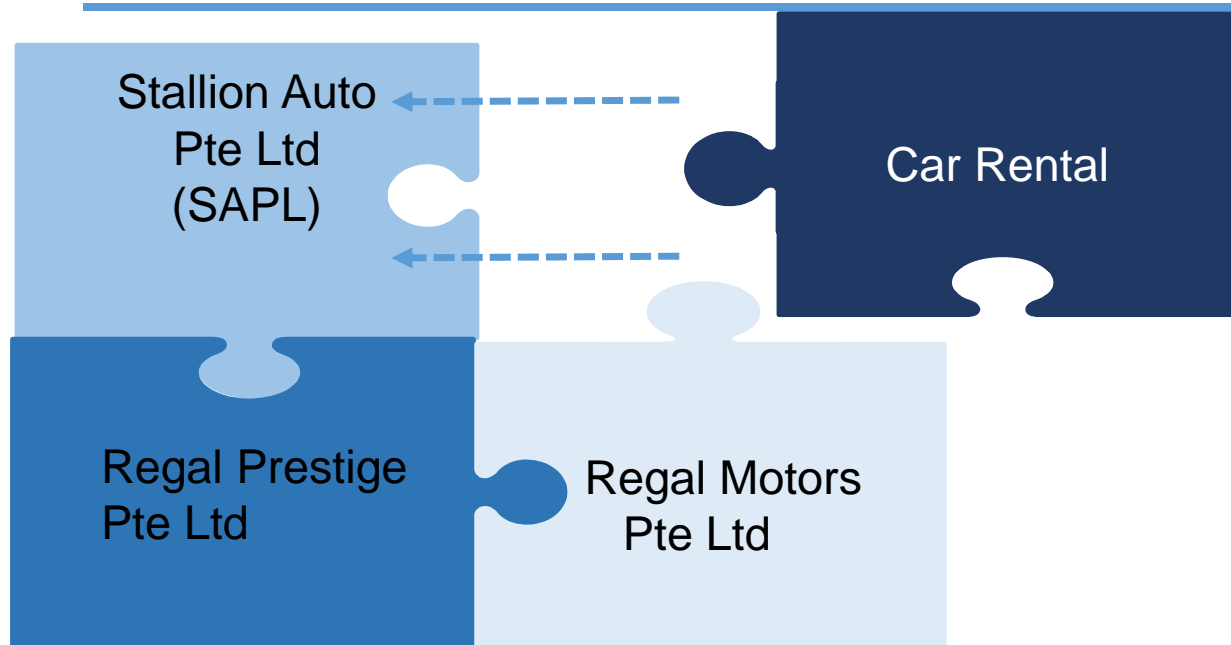


Turnaround Strategies



Turnaround Strategies

Rationale for expanding the car rental business



Strong Strategic Fit with existing business

- Expand current fleet size
- Achieve economies of scale
- Supply cars to Grab driving partners
- Tie-up with other ride hailing app players

Time is right for TCH

- New ride hailing app entrant , a boon for car rental Business
- New entrant bring sustained demand for vehicles
- Turnaround story





Growth in Car Rental Industry Arguers Well

- Revenue in the Car Rentals segment amounts to US\$150 mil in 2019.
- Revenue is expected to show an annual growth rate (CAGR 2019-2023) of 6.8%, resulting in a market volume of US\$195m by 2023
- User penetration is 6.2% in 2019 and is expected to hit 7.0% by 2023
- The average revenue per user (ARPU) currently amounts to US\$413

Source: Statista

Statista is an online Statistics portal. ... As one of the world's most successful statistics databases, the platform counts over 1,000,000 statistics on over 80,000 topics from more than 18,000 sources.



Car Rental To Provide A Stable Earning Base

- Let our strategic partners do the work,..... we put more cars on the road
- Acquire vehicles only when long term contract is secured
- Long term contracts with driving partners to mitigate vehicle fleet utilisation risks



TURNAROUND PLANS IN PLACE

- Resolve matters for Dongshan Project, Car Profile Trading and Ace Financial Services Pte Ltd
- Focus on expanding car rental business

BUILD | DOMINANT | MOST COMPETITIVE | WITHIN 3 YEARS

Market
presence

|

Force

|

Player

|

Top 5 players

Thank you

