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## **TAN CHONG INTERNATIONAL LIMITED**

*(Incorporated in Bermuda with limited liability)*

*(Stock Code: 693)*

### **DISCLOSEABLE EVENT**

Reference is made to an Announcement issued by Nissan Motor Co., Ltd. in Tokyo on 25 February 2005, regarding the establishment of their ASEAN Regional Headquarters in Singapore on 1 April 2005. As Nissan vehicles distribution is a significant business of the Company, the Directors make the following disclosure in accordance to the Listing Rules.

#### **NISSAN MOTOR CO., LTD. ANNOUNCEMENT**

Nissan Motor Co., Ltd., announced today that it has established a wholly owned ASEAN headquarters in Singapore, which will commence operations on April 1.

Nissan Asia Pacific Pte., Ltd., is capitalized at US\$10 million and will supervise business development in the ASEAN region. The headquarters plans to oversee Nissan's core business functions throughout the region including regional marketing & sales, franchise management, public relations and production order processing.

Nissan also announced it has set up a treasury center in Singapore to oversee both Asian and Oceania markets. Nissan International Finance Singapore Pte., Ltd., is capitalized at US\$5 million and will also begin operations on April 1.

In its continuing efforts to grow the business well after the completion of its current three-year business plan NISSAN 180, Nissan will start its next three-year business plan NISSAN Value-Up from April.

Under NISSAN Value-Up, Nissan will significantly expand its global presence. This includes new opportunities for investment and growth in markets such as China, Russia, Egypt and India. The ASEAN region is also expected to grow significantly, and Nissan remains focused on further localization, manufacturing expansion, and improvements in logistics in the region.

## **NISSAN REGIONAL HEADQUARTERS ELABORATION**

Specifically, the function of the Nissan Regional HQ in Singapore are as follows:

- Regional Marketing and Sales
- Public Relations
- Franchise Management (Training, CS Improvement, VI Compliance)
- Order Processing Center (Production Orders)

The Company understands from Nissan Motors Co., Ltd. that Singapore has been selected as the RHQ as it is ideally located in the center of ASEAN and is the financial, as well as the cultural hub of the region. Further, Singapore offers the infrastructure and resources that is necessary in operating the RHQ. With this new initiative into the region Nissan Motors Co., Ltd. intends to maintain and further enhance the business relationship with the existing independent NSC network in ASEAN.

## **DIRECTORS STATEMENT**

Tan Chong International Limited is pleased to welcome the establishment of the Nissan RHQ in Singapore as a Principal's initiative in improving cross-region trading, marketing and sales development and facilitation of timely production order processing.

The Directors to their best knowledge, information and belief, and having made all reasonable enquiries with the Principal, in the light of their announcement to establish a RHQ in Singapore have ascertained that the status of Tan Chong Motor Sales Pte Ltd as the Sole Distributor of Nissan Vehicles for Singapore, will be enhanced and all other business relationships remains the same as prior to the setting up of the RHQ.

As at the date of this announcement, the Board of Directors of TCIL comprised of:

### *Executive Directors*

Dato' Tan Kim Hor (Chairman)  
Mr. Tan Eng Soon  
Mr. Joseph Ong Yong Loke  
Mr. Tan Kheng Leong  
Mr. Neo Ah Chap  
Mdm. Sng Chiew Huat

### *Independent non-executive Directors*

Mr. Lee Han Yang  
Mr. Liu Kwei Ming  
Mr. Masatoshi Matsuo  
*Non-executive Director*  
Ms. Jeny Lau

## DEFINITIONS

“Announcement”	The Announcement issued by Nissan Motor Co., Ltd. in Tokyo, Japan on 25 February 2005
“ASEAN”	The Association of Southeast Asian Nations
“Nissan Value-Up”	A Nissan three-year business plan commencing 1 April 2005 to expand global sales to reach 4.2 million units by 2007
“CS Improvement”	An index of Customer Satisfaction improvement implementation
“VI Compliance”	Visual Identity standards compliance as specified by Nissan Motors Co., Ltd.
“Principal”	Nissan Motor Co., Ltd., supplier of vehicles to Tan Chong Motor Sales Pte Ltd
“RHQ”	Regional Headquarters
“Listing Rules”	The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited
“NSC”	Independent Nissan Sales Companies that are the franchise holders of Nissan vehicles distribution within a country

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By Order of the Board  
**Teo Siok Ghee**  
*Company Secretary*

Hong Kong, 25 February 2005

Please also refer to the published version of this announcement in The Standard.