



UNIVERSITI
TEKNOLOGI
MARA

Cawangan Melaka

UNIVERSITI TEKNOLOGI MARA (UiTM)

CAMPUS BANDARAYA MELAKA

FACULTY BUSINESS AND MANAGEMENT

**BACHELOR OF BUSINESS ADMINISTRATION (HONS)
FINANCE**



DELLOYD

INTERNSHIP (MGT666)

INDIVIDUAL ASSIGNMENT:

INTERNSHIP

**TITLE: SWOT ANALYSIS OF DELLOYD
INDUSTRIES (M) SDN BHD**

PREPARED BY:

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GROUP:

M1BA242

PREPARED FOR:

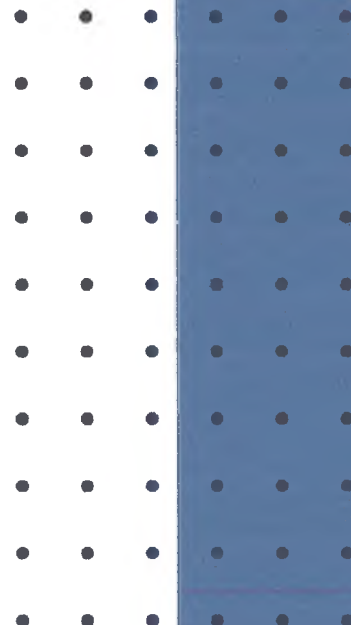
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COMPANY SUPERVISOR:

MR TAN GHEE POON

DATE OF INTERNSHIP:

12 AUGUST 2024 - 24 JANUARY 2025



SURAT KEBENARAN

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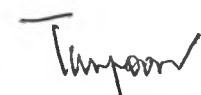
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No. Matriks	2022847678	Nama Program	Sarjana Muda Perniagaan (Kejuruteraan) Kewangan
Tajuk Laporan	SWOT Analysis of	Nama Syarikat	Delloyd Industries (M) Sdn Bhd
Delloyd Industries (M) Sdn Bhd			

2. Tindakan ini adalah di bawah tanggungjawab dan kesedaran penuh oleh pihak organisasi.

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Yang Benar



Nama Pegawai : Tan Ghee Poon
Jawatan : CFO
No. Tel. :
No. Faks :

* Cop jabatan/organisasi:

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(Reg No: 185145-D)
Lot 33004/5, Jalan Kebun,
Kampung Jawa, 41000 Klang,
Selangor Darul Ehsan.
Tel: 603-5163 6888
Fax: 603-5161 3362



EXECUTIVE SUMMARY

Industrial training is an experience for students to understand how industries work, as well as a real-life working environment before landing a real-life job. This period of training also helps them acquire skills like managing time and handling stress. Apart from that, students might learn work ethics, multitasking, teamwork, and leadership. It is also very helpful for students to gain a broader as well as a deeper understanding of the industry and their learning assignments. As well, it instills in pupils an attitude of commitment towards the training, increased responsibility, and very effective communication skills. The reason why I chose Delloyd Industries (M) Sdn Bhd as my industrial training place is because I wanted to know more about what kind of company it is. Rather than that, I am also curious about how the company works and also about the environment while I am working in this company. Furthermore, I worked with cross-functional teams to make project management for them as a tool or method that can make their work become simplified. Rather more, I also managed to learn about account payable and account receivable. For account payable, I do make payment every day and key in invoice, claim manager and staff, gross profit vehicle in the Workshop Pro System. For account receivable, I do bank reconciliation and banker acceptance to submit to CIMB bank. To conclude, there are a lot of things and skill development that I had learnt during my internship progress.

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An orange rectangular header bar with a thin black border. On the left and right sides, there are circular icons. Each icon consists of a red outer ring and a white inner circle, with a black line passing through the center of each circle. The word "ACKNOWLEDGEMENT" is written in bold, black, uppercase letters in the center of the bar.

ACKNOWLEDGEMENT

First and foremost, I would like to express my thankfulness to Allah SWT by praising him for providing me with the strength to complete this work within the allocated amount of time. I was able to get this far in completing this task with his blessing. I committed myself wholly to working diligently and strategically to generate a quality report for my project. Aside from that, I would like to express my appreciation towards my advisor lecturer, Dr Wan Musyirah Binti Wan Ismail, because it would be easier to finish this assignment under her supervision. She never fails to offer me help and suggestions on how I can improve my performance on the internship report, and she always keeps me on track if I have any problem that I faced during my internship. She inspired me so much that I could work quickly on this report. Finally, I would like to take this opportunity to convey my appreciation to the Universiti Teknologi Mara (UiTM) Bandaraya Melaka Campus for allowing me to complete this report assignment. I would also like to thank all my other close friends for providing us with their unwavering support.

STUDENT PROFILE



NURSYAFIQAH BINTI BAHRIN



DR. WAN MUSYIRAH BINTI WAN ISMAIL (DEGREE ADVISOR)

ABOUT ME

As a detail-oriented student at Universiti Teknologi MARA (UiTM), I am pursuing a Bachelor of Business Administration (Hons) in Finance with a current CGPA of 3.00. With a solid understanding of finance and accounts, particularly in analyze financial data, I have developed strong business analytical skills and foundation in financial matters. Following my internship, I am eager to leverage my knowledge and skills in a professional environment, contributing to a dynamic team and furthering my career in Finance.

EXPERIENCE

- **DECEMBER 2018 - FEBRUARY 2019** **RETAIL STAFF: MOLLY FANTASY, AEON BUKIT TINGGI, KLANG**
 - Efficiently handled cash, credit, and debit transactions, ensuring accurate and timely processing of customer purchases.
 - Balanced cash register at the beginning and end of each shift, maintaining accuracy and accountability.
 - Informed customers about ongoing sales and promotions, contributing to a 10% rise in daily sales.
- **AUGUST 2024 - JANUARY 2025** **DELLOYD INDUSTRIES (M) SDN BHD (INTERNSHIP)**
 - Have gain knowledge of how to make payment (In OCBC and CIMB).
 - Learn how to do banker acceptance reimbursement to submit to CIMB bank.

EDUCATION

- **OCTOBER 2022 - JANUARY 2025** **UNIVERSITI TEKNOLOGI MARA (UITM)**
Bandaraya Melaka
 - Bachelor of Business Administration (Hons) Finance
- **MARCH 2020 - NOVEMBER 2022** **UNIVERSITI TEKNOLOGI MARA (UITM)**
Alor Gajah, Melaka
 - Diploma In Banking Studies
- **SEPTEMBER 2019 - JANUARY 2020** **UNIVERSITI TEKNOLOGI MARA (UITM)**
Jengka, Pahang
 - Pre Diploma of Commerce
- **NOVEMBER 2018** **SEKOLAH MENENGAH KEBANGSAAN SRI ANDALAS**
Selangor
 - Sijil Pelajaran Malaysia (SPM) - Accounting

ADDITIONAL INFORMATION

- Knowledge in both finance and accounting
- Flexible, reliable, good teamwork
- Problem solving and fast learner
- Language: Malay, English, Chinese
- Good in using MS Words, Excel, Powerpoint and Canva
- Intermediate skills in Adobe Photoshop

COMPANY PROFILE



DELLOYD

DELLOYD INDUSTRIES (M) SDN BHD

Delloyd Industries (M) Sdn Bhd headquarters are located at Jalan Kebun, Klang. The addresses are Lot 33004/5, Jalan Kebun, Kampung Jawa, 41000 Klang, Selangor Darul Ehsan, Malaysia. Thus, this company has four branches located in Tanjung Malim, Kulim, and in the oversea which is at Thailand and Indonesia.

Background

Delloyd Industries (M) Sdn Bhd, established in 1984 and headquartered in Jalan Kebun, Klang, is a prominent player in Malaysia's automotive industry. The company was successfully listed on the Main Board of Bursa Malaysia in November 1996. It operates as an original equipment manufacturer (OEM) for major automakers and suppliers, with its automotive components division expanding to include manufacturing plants in Thailand and Indonesia.

Additionally, the company trades and distributes automotive accessories and components for the replacement market (REM) both domestically and internationally. Delloyd has also ventured into vehicle distribution, focusing on the sale and servicing of Proton cars, and in 2008, expanded to Indonesia for bus chassis manufacturing and assembly. Complementing its core automotive business, Delloyd is involved in oil palm plantations located in Selangor, Malaysia, and Pulau Belitung, Sumatra, Indonesia. In May 2014, the company initiated a privatization exercise, which was successfully completed in March 2015, consolidating its operations under private ownership.

Vision

To be recognized as a world class product manufacturer and the disputed leader in the industry.

Mission

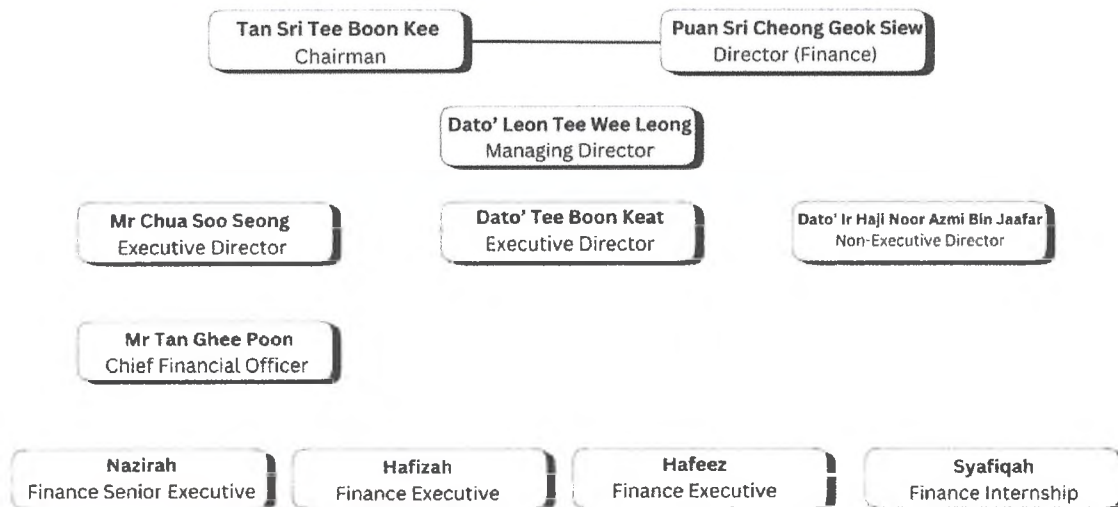
1. Business Growth - 20% growth in annual sales turnover.
2. Customer Satisfaction - ZERO customer complaint.
3. Cost Competitiveness - Continuous implementation of VAVE.
4. Process and Productivity - Implementation of LPS and continuous improvement programs.
5. Research and Development - Continuous development of new innovations.
6. Human Development - Enhancement of skills and capabilities of team members.

Goal & Objective

To be recognized as a preferred OEM manufacturer satisfying the needs of our stakeholders.

COMPANY PROFILE

DELLOYD Organization Structure:



Product & Services

Automotive Components

The Group has been a prominent original equipment manufacturer (OEM) for the main automakers and automakers' suppliers in Malaysia since its founding. Its automotive components division grew to include manufacturing plants in Thailand and Indonesia, two Asean nations. Additionally, both domestically and internationally, the Group trades and distributes accessories and component parts for the replacement market (REM).

Vehicle Distribution

Delloyd Group's core automotive parts business expanded downstream into the motor vehicles business for the sale and service of Proton, Chery, Jaecoo, Mazda and upcoming is MG range of cars. In March 2008, the Group expanded this segment by venturing into Indonesia for the manufacturing and assembling of bus chassis for the local market there.

Plantation

The Group's business is also complemented by its interest in the oil palm plantations sector. The plantations are located in Batang Berjuntai, state of Selangor, Malaysia and in Pulau Belitung, Sumatra, Indonesia. In May 2014, Delloyd Group sought to take private its business and in March 2015 the Group's privatization exercise was successfully completed.



TRAINING REFLECTION

Duration: The duration for this internship program, i need to fulfill my attendance record for almost six months or 24 weeks starting from 12th August until 24th January 2024.

Working Days: My working day is only 5 days per week which is from Monday to Friday.

Working Hours: My working hours are from 8.00 am until 6.00 pm per day.

Attendance: For my attendance record, I need to clock in and clock out using punch card that my company provided, which will be checked and verified by the human resources department.

As an Account and Finance Intern in the Vehicle Distribution Department, I have received several benefits that contribute to my personal and professional growth. The company provides a monthly allowance of RM400.00 as a reward for effort and achievement, serving as motivation to maintain high performance and strive for continuous improvement. Additionally, I gain valuable practical experience by working on real financial tasks such as preparing reports, reconciling accounts, and analyzing budgets. This hands-on exposure bridges the gap between theoretical knowledge and practical application, helping me build confidence and enhance my problem-solving skills.

Moreover, I have the opportunity to develop essential technical and interpersonal skills. Proficiency in tools like Excel and Workshop Pro has strengthened my financial management capabilities, while improved communication, teamwork, and time management skills have prepared me for future roles. These experiences not only enhance my abilities but also provide a competitive edge in the job market.

I have a unique opportunity to gain hands-on experience in the financial and operational aspects of the automotive or transportation industry. My role involve preparing financial reports, assisting with budgeting, and analyzing costs related to the distribution of vehicles. Additionally, managing accounts payable and receivable, reconciling distribution-related accounts, and ensuring compliance with financial regulations is part of my responsibilities.

I have exposure to inventory management, where help monitor vehicle movements and maintain accurate financial records using tools like Excel and Workshop Pro. This internship is an excellent opportunity to learn about the vehicle distribution industry while enhancing your understanding of financial management and gaining practical insights into supply chain operations.

I also handle accounts receivable and payable. For instance, entering vendor invoices with batch payment listings is one of my responsibilities in accounts payable. Workshop Pro is the system that this business employs. In order to improve the working conditions for all employees, Workshop Pro develops a centralised business system that allows the account department to access and exchange shared data. I can use that to key in and consult the system to learn more about it. Once I have paid a vendor, I will email payment advice to all of the vendors as soon as the receipts have been paid. I then review the claim staff and make the monthly payment. I also make payment advice for Vantage Group to purchase car from Proton Edar Sdn Bhd, Chery Auto Malaysia Sdn Bhd and Bermaz Auto Sdn Bhd.

I exclusively use the Workshop Pro System and account statements to perform monthly bank reconciliations for accounts receivable. Account receivable is probably merely connected and awaiting client payment.

SWOT ANALYSIS

STRENGTHS

- Expertise in Financial Management
- Data-Driven Decision Making

WEAKNESSES

- Dependence on Manual Processes
- Limited Strategic Influence

OPPORTUNITIES

- Adoption of Financial Technology
- Insights from Data Analytics

THREATS

- Regulatory and Tax Compliance Risks
- Economic Downturns

SWOT ANALYSIS DISCUSSION

STRENGTHS

- **Expertise in Financial Management**

In order to guarantee the accuracy and financial stability of Vantage Speed, Vantage Chery Auto, Vantage Jaecoo Auto, and Vantage Maz Auto Sdn Bhd, the accounting department is essential. Precise financial administration, including budgetary distribution, income and cost tracking, is part of this duty. Through stringent adherence to financial regulations, the department facilitates the seamless day-to-day operations of the business and guarantees financial reporting transparency.

Maintaining precise records of inventory costs, sales income, and finance contracts pertaining to car sales and purchases is one of the accounting division's primary responsibilities. This implies that all financial transactions need to be accurately documented and examined, whether they are related to buying cars, controlling operating expenses, or processing client payments. The department makes sure that all financial inputs and outflows are properly recorded, which enables the organisation to make wise business decisions and maintain a solid financial position (Hasna Wijayanti, A. I., 2019).

For the Vantage Group, the accounting department is especially crucial to handling the many financial facets of car sales. For instance, the accounting department makes sure that all associated financial aspects, including lease agreements, trade-in values, and loan interest computations, are properly handled when an automobile is sold. By doing this, financial disparities are avoided and fair and transparent pricing is guaranteed for clients. Managing inventory prices is also essential since it entails balancing the costs of buying cars and factoring in other expenses like storage, transportation, and dealer fees.

A crucial duty is to make sure that automobile tax arrangements, such as the sales tax and luxury tax, are followed. These taxes have an effect on pricing policies and general company operations. The accounting department avoids financial or legal penalties and builds trust with regulatory bodies by upholding compliance with tax laws. In addition to facilitating seamless day-to-day operations, this degree of compliance enhances the business's standing in the automotive sector.

Overall, the accounting department serves as the financial backbone of the Vantage Group, ensuring accurate financial reporting, regulatory compliance, and strategic cost management, all of which contribute to the company's long-term stability and success (Hassany, E., & Pambekti, G., 2022).

SWOT ANALYSIS DISCUSSION

STRENGTHS

- **Data-Driven Decision Making**

The Vantage Group's accounting department is essential to using financial data to inform business choices. The department can evaluate the company's overall financial health since it has access to a wealth of financial data, such as profit margins, operational expenses, and client payment trends. The accounting team can increase profitability by identifying revenue-generating opportunities, optimising budget allocations, and modifying pricing strategies through the analysis of this data. The long-term success of the company is ultimately aided by this data-driven strategy, which guarantees that financial decisions are founded on real performance measures rather than conjecture (Kuswandi, S., & Surya, C. M., 2021).

Determining which car models generate the biggest profits and which financing alternatives are most advantageous for consumers can be done with the use of the Vantage Group department's financial records. The department might suggest expanding the inventory for a certain SUV model, for example, if the data shows that client demand drives higher profit margins for that vehicle. By taking this proactive stance, the business lowers the chance of overstocking less popular models and guarantees that it makes investments in cars with significant market potential.

The accounting staff can also find patterns that impact financial plans by examining payment trends. For instance, the department can recommend changing promotional tactics to draw in even more clients with advantageous financing conditions if there is a discernible rise in the number of consumers choosing low-interest financing plans. With this knowledge, Vantage Group may better tailor its revenue streams by matching financial products to consumer preferences, which will increase revenue production and enhance overall company performance (Kukuh, W., Pratiwi, N. A., & Eliza, M., 2021).

Through the use of financial analytics, the accounting department makes sure the business stays competitive in the automotive industry. In order to optimise profitability, reduce expenses, and improve business processes for long-term growth, Vantage Group is able to analyse financial data and make strategic recommendations based on real-time insights.

SWOT ANALYSIS DISCUSSION

WEAKNESESS

- **Dependence on Manual Processes**

In the accounts department, depending on antiquated software or manual accounting methods can seriously harm the accuracy and effectiveness of financial administration. The chance of errors increases when organisations continue to utilise traditional bookkeeping techniques, like manually documenting transactions or depending on spreadsheets for financial management. Delays in reporting, missing data, or inaccurate computations are a few examples of these mistakes that might affect judgement. Inadequate financial procedures could result in lost income or non-compliance with regulations since they make it more difficult for the business to react quickly to market opportunities or financial difficulties (Mashuri, M., & Nurjannah, D., 2020).

Manual bookkeeping and spreadsheet-based financial management are two outdated accounting techniques that many car dealerships still use to maintain their financial records. Because of these outdated techniques' inability to match the accuracy and efficiency of contemporary automated systems, financial analysis is more labour-intensive and subject to human mistake. A high-volume dealership that sells hundreds of cars every month, for instance, could find it difficult to calculate its monthly revenue precisely if computations are done by hand. Financial report inconsistencies could result from this, which would impact profitability evaluations and cash flow management.

Reliance on manual accounting can also have a detrimental effect on important financial operations like tracking car costs, processing payroll, and calculating sales commissions. Employee discontent and possible wage or bonus disputes may result from payroll calculations being done by hand, which increases the possibility of errors. Likewise, mistakes in sales commission computations could lead to overpayments or underpayments to salespeople, which would impact operational expenses and staff motivation. Also, inaccurate tracking of car expenses, such as purchase, upkeep, and related dealership fees, can skew profit margins and make it more difficult to implement efficient pricing plans (Aigaje, E., A. Riofrio, and H. Baykara., 2023).

In the end, depending too much on manual procedures raises financial risk in addition to decreasing operational effectiveness. The company's capacity to make timely, data-driven decisions would be improved, processes would be streamlined, and errors would be decreased with the use of automated financial systems and current accounting software. Making the switch to automated processes would help the company increase overall profitability, optimise resource allocation, and improve financial accuracy.

SWOT ANALYSIS DISCUSSION

WEAKNESESS

- **Limited Strategic Influence**

Although it is essential for keeping an eye on a company's financial situation, the accounting department frequently has no direct say in important strategic choices. This restriction may make it impossible for the division to offer insightful financial analysis that could influence the company's overarching business plan. Even while accountants are in charge of monitoring income, costs, and profitability, choices pertaining to the creation of new products, market expansion, or other growth efforts don't always take advantage of their experience. Consequently, the organisation can lose out on chances to match financial information with strategic objectives, which could have an impact on long-term success (Lanzhou University of Finance and Economics, 2023).

Accounting departments are frequently left out of conversations regarding dealership expansion, including branch openings, market entry, and the adoption of cutting-edge sales strategies like online car sales. Due to their extensive knowledge of financial risks, investment viability, and cost control, accountants may find this exclusion to be detrimental. The organisation might find it difficult to match operational goals with financial estimates without their input. For instance, the dealership needs to determine the return on investment (ROI) before deciding to grow or buy more inventory to make sure the move would be financially feasible. The company runs the danger of making judgements about expansion that could put a strain on its finances or result in lower-than-expected profitability if accounting experts are not consulted throughout these planning stages (N. Roig-Tierno, 2023).

The accounting department can enhance the financial planning and risk assessment procedures of firms by incorporating it into strategic decision-making. On long-term financial sustainability, operational efficiency, and investment prospects, accountants can offer data-driven advice. They can assist the organisation in making better decisions about expansion, inventory control, and new business models thanks to their proficiency in financial forecasts, cost analysis, and funding. By improving the relationship between accounting and strategic planning, the business would be able to attain sustainable growth and optimise financial performance.

SWOT ANALYSIS DISCUSSION

OPPORTUNITIES

- **Adoption of Financial Technology**

The accounting department can use cutting-edge financial technology to greatly increase its accuracy and efficiency. Businesses can expedite financial operations and minimise human mistake by implementing automation solutions and advanced accounting software, which are becoming increasingly available. Features like AI-driven forecasting, real-time financial tracking, and automated invoicing make it easy for the department to handle higher transaction volumes. Routine accounting processes can be automated to free up departmental resources for higher-value financial research, which will improve financial oversight and decision-making (Laurence Vigneau, 2020).

Financial operations can undergo a revolution with the use of dealership-specific financial solutions, such as Dealer Management Systems (DMS) or analytics platforms driven by artificial intelligence. These systems provide the smooth integration of accounting procedures with sales data, enabling the monitoring of financial performance in real time. For example, DMS solutions allow dealerships to automate important financial tasks like recording sales commissions, creating legally compliant tax reports, and instantly computing gross profit per vehicle. The accuracy is improved, and tax and financial reporting regulations are followed, thanks to this degree of automation.

Financial technology enables the accounting team to concentrate on strategic financial planning by decreasing the amount of manual labour and the possibility of calculation errors. Rather of investing time in tedious data entry and reconciliation, accountants may create financial plans that propel corporate expansion, optimise cost structures, and analyse trends. Additionally, the dealership becomes more competitive in a changing automotive market by integrating AI and real-time analytics to enhance cash flow management, risk assessment, and overall financial decision-making (K. A. S. Jacques., 2022).

The accounting department is positioned as a strategic asset inside the organisation as a result of the implementation of financial technology, which also boosts productivity and efficiency. Enterprises may enhance financial precision, maximise resources, and promote long-term profitability by adopting automation and AI-powered insights.



SWOT ANALYSIS DISCUSSION



OPPORTUNITIES

- **Insights from Data Analytics**

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SWOT ANALYSIS DISCUSSION



THREATS

- **Regulatory and Tax Compliance Risks**

Keeping up with changes in financial reporting regulations, accounting standards, and tax regulations presents a big task for the accounting department. The department must be educated in order to guarantee complete compliance because these regulations are often changed. The financial stability of the business may suffer if new tax laws or financial guidelines are broken because doing so may result in fines, audits, or harm to the company's reputation. Keeping abreast of regulatory developments is essential because failure to comply can lead to expensive legal problems or financial misstatements that erode the trust of stakeholders and investors (Zhao, Y., 2024).

Particularly in the automotive sector, complicated and constantly evolving tax laws apply. Sales tax rates, for instance, can differ between states or regions, therefore the accounting staff must precisely apply the appropriate tax rates for every transaction. Price structures and financing alternatives are also impacted by the regular changes in government incentives and subsidies for electric vehicles (EVs). The department may issue inaccurate bills or financing terms as a result of improperly accounting for these variances, which could cause disagreements with clients and government regulators. A further layer of complication that can make compliance even more difficult is variations in import tariffs or car registration fees.

Financial penalties, unforeseen audits, or a decline in customer trust are just a few of the major consequences that may result from a failure to adjust to these regulatory changes. Customers may receive wrong invoices, for example, if a dealership miscalculates EV tax credits or applies sales tax incorrectly, which could cause confusion or discontent. This could therefore have a negative impact on the company's reputation and customer retention. Implementing strong compliance monitoring systems, funding regulatory training, and utilising automated tax computation solutions to guarantee accuracy are all necessary for the accounting department to reduce these risks (Falfari, S., 2023).

In the end, maintaining the company's financial integrity requires staying ahead of regulatory and tax compliance issues. The accounting staff can guarantee seamless operations, avoid legal issues, and preserve confidence with clients and regulatory agencies by consistently keeping an eye on modifications to tax laws and financial rules.

SWOT ANALYSIS DISCUSSION

THREATS

- **Economic Downturns**

Financial stability can be significantly harmed during times of economic severe depression, and the automotive industry is extremely sensitive to these changes. Car sales frequently fall as a result of lower consumer spending, which makes it harder for dealerships to keep a stable cash flow. The accounting department is under more pressure as a result to put financial policies into place that guarantee the long-term viability of the business. During these periods, financial forecasting becomes more difficult because of the need to constantly modify budgeting plans and revenue predictions due to volatile market conditions. During recessions, effective financial management is essential to ensuring the long-term viability of the business (A. K. Mohanty., 2020).

Dealerships go through both times of rapid expansion and economic downturns due to the cyclical nature of the automotive sector. For example, because of job losses, decreased discretionary income, or financial uncertainty, consumers may put off buying cars during a recession. Since sales are down, inventory turnover is slowing, and operating costs are staying the same, this has a direct impact on dealership profitability. The accounting department has to respond by taking proactive steps to reduce these financial risks. Cost-cutting, prioritising necessary expenses, and resource allocation optimisation are some of the strategies that are crucial to preserving financial stability.

The accounting team must also concentrate on enhancing financial resilience and securing liquidity in order to weather economic downturns. Renegotiating supplier contracts to secure better terms for payments is a crucial strategy that enables the dealership to lessen its immediate financial obligations. Furthermore, establishing cash flow buffers, such as expanding cash reserves or obtaining flexible credit lines, guarantees that the company can carry on even in the face of diminishing revenues. The accounting department can also make real-time adjustments to financial strategies through careful monitoring of economic trends, which keeps the dealership flexible in response to shifting market conditions (J. Energy Chem., 2023).

In the end, the long-term success of the business depends heavily on the accounting department's capacity to predict and react to economic downturns. The department helps the dealership weather economic turbulence and come out stronger during recovery periods by putting strategic cost management into place, keeping cash flow stable, and making proactive adjustments to financial plans.



RECOMMENDATION

According to the SWOT analysis, a number of recommendations can be made to improve the effectiveness and strategic influence of the accounting division that handles auto transactions. The team can use the department's financial expertise to accelerate finance clearances, tax calculations, and profit margin assessments, among other processes. The department may periodically provide price and financing training to sales staff to ensure alignment with broader financial goals. Additionally, the department should generate thorough reports on financing success rates, customer preferences, and sales trends to maximise its capacity for data-driven decision-making. Providing management and other departments with these insights might help them make better informed decisions (Davis-Stober, C. P., 2024).

In order to fix errors in manual processes, automation is necessary. Eventhough the company already have system which is Workshop Pro but by investing in state-of-the-art accounting software, such as ERP systems or AI-powered financial tools, the team can focus on strategic planning while minimising errors, eliminating workloads, and boosting efficiency. The strategic function of the department must also be strengthened. Taking part in strategy meetings with accounting leadership will ensure that financial factors are taken into account when choices are being made regarding pricing plans, expansion plans, or the introduction of new cars (Campos, S., 2023).

One area that could use improvement is the use of state-of-the-art financial technology and the implementation of technologies like as cloud-based accounting systems, real-time reporting dashboards, and predictive analytics. With the use of these technologies, the department will be able to handle larger transaction volumes, improve accuracy, and simplify cash flow management. By developing frameworks to analyse sales and purchasing trends, the department might also make use of data analytics. Finding out which car models are in high demand, for instance, could assist guide adjustments to inventory or marketing strategies to increase sales (Int. J. Sci. Res. Sci. Technol., 2021).

Establishing a compliance monitoring system and providing frequent training to staff members would help the department stay ahead of regulatory changes and lower risks. Developing contingency plans, such as adaptable financing options or cost-cutting strategies to employ in times of weak sales, is also essential to preparing for economic downturns. By building up cash reserves, liquidity may be maintained during difficult economic times (Cheng, L, 2024).

Overall, collaboration between the accounting, sales, and marketing teams may ensure that financial information is included into customer-facing strategies. By defining performance measures, such as error rates and the precision of financial forecasts, the department's efficiency may be monitored and improved. Last but not least, the department may contribute more to raising sales and enhancing customer satisfaction by developing finance solutions that are centred on the needs of the client, such as flexible payment plans or high-value purchase incentives (Stoma, M., 2021).

The header bar is orange and features two circular icons on the left and right sides. Each icon consists of a red circle with a white diagonal line running from the top-left to the bottom-right.

CONCLUSION

The SWOT analysis of the division that handles vehicle transactions concludes by highlighting the crucial function that the accounting department plays in preserving financial stability and furthering the organization's overall objectives. The department's capacity to make data-driven decisions and its financial expertise give it a solid foundation for managing high-value transactions and increasing profitability. Conversely, deficiencies such as reliance on manual processes and lack of strategic impact indicate areas that need to be improved. The department's performance and influence can be increased by automating certain tasks and integrating them more closely with strategic planning.

Utilising data analytics and putting advanced financial technology into practice are two examples of areas that promise significant development and innovation potential. Simultaneously, the department must stay abreast of legislative developments and establish contingency plans to protect against risks such as fluctuations in the economy and violations of regulations. By integrating technological advancements into its operations and encouraging interdepartmental contact, the accounting department may generally transition from a transactional position to a strategic partner. The business will benefit from this in the very competitive automobile industry.

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APPENDICES



Figure 1: About Delloyd

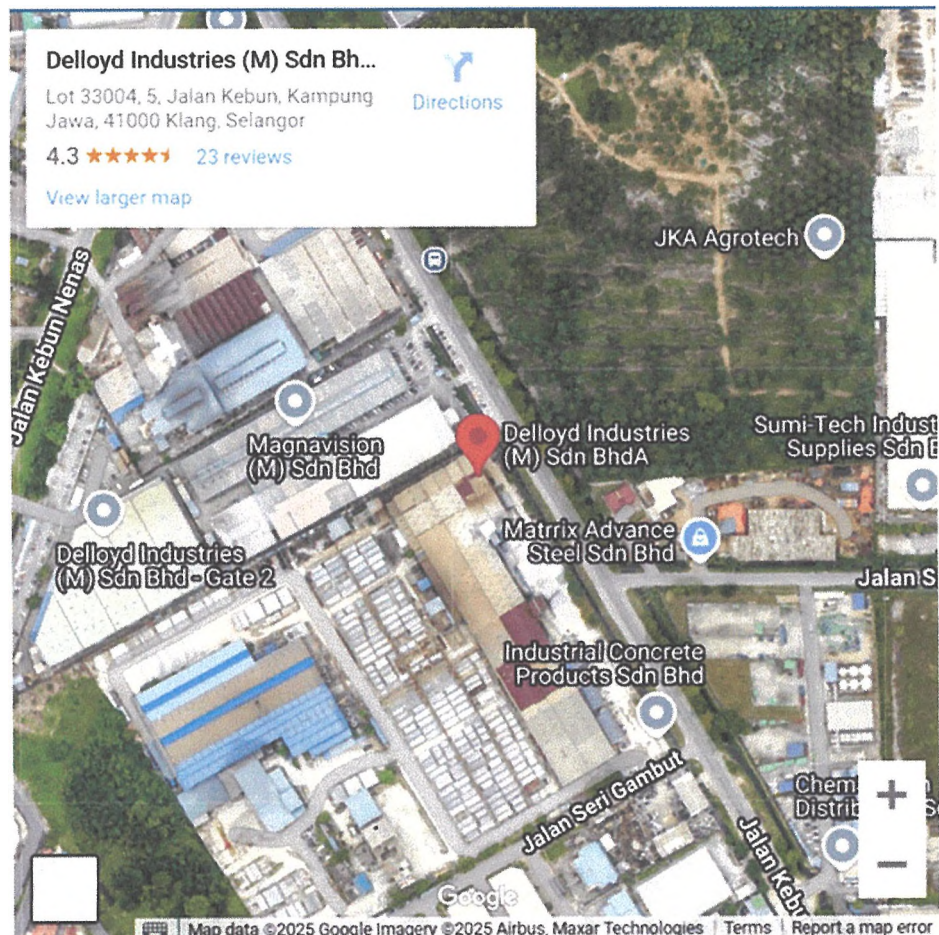


Figure 2: Location Delloyd

APPENDICES



Figure 3: Corporate Structure

Company Name	Delloyd Ventures Sdn. Bhd.
Headquarter	Lot 33004/5, Jalan Kebun, Kampung Jawa, 41000 Klang, Selangor Darul Ehsan, Malaysia.
Incorporation Date	20 March 1996
Secretaries	Ng Hao Ern Yew Ing Chuo
Auditors	CroweMalaysia PLT Kuala Lumpur Office Chartered Accountants
Solicitors	J. M. Chong, Vincent Chee and Co Lee Hishammuddin Allen & Gledhill
Principal Bankers	OCBC Bank (Malaysia) Berhad Hong Leong Bank Berhad CIMB Bank Berhad RHB Bank Berhad
Registered Office	52A, Lebuhr Enggang, 41150 Klang, Selangor Darul Ehsan. Tel: (03) 3343 7145 Fax: (03) 3343 3296

Figure 4: Corporate Information

APPENDICES

Automotive	Vehicle Distribution	Plantation	Others
Malaysia			
	<p>Delloyd Industries (M) Sdn Bhd <i>-Klang, Selangor, Malaysia</i> <i>-Tanjung Malim, Perak, Malaysia</i> Manufacturer of original equipment parts and accessories such as door mirror, inner mirror, bumper, door trim, pillar trim, door handle, sunvisor, latch, and others</p>		
	<p>Delloyd Electronics (M) Sdn Bhd <i>-Klang, Selangor, Malaysia</i> Manufacturer of electrical and electronic automotive parts and components including side turn signal, power window regulator, lamps, switches and other</p>		
	<p>Delloyd C&C (M) Sdn Bhd <i>-Klang, Selangor, Malaysia</i> Manufacturer of Automotive Camera and DVR. Delloyd C&C's expert area is Automotive image processing and signal interface such as Automotive camera, Display audio and AVN, AVM(Around View Monitoring), ADAS and CDR(Camera Data Recorder)</p>		
	<p>Delloyd R&D (M) Sdn Bhd <i>-Klang, Selangor, Malaysia</i> Provides research and development services of automotive parts and components to the group of companies</p>		
	<p>Delloyd Auto Parts (M) Sdn Bhd <i>-Klang, Selangor, Malaysia</i> Involved in the trading, distribution and auto parts & accessories to both domestic and overseas retailers, wholesalers and hypermarkets</p>		
Overseas			
	<p>Delloyd-TIMS (Thailand) Co., Ltd <i>-Ayutthaya, Thailand</i> A 90% owned subsidiary of Delloyd Industries (M) Sdn Bhd and involved in the manufacture of original equipment parts and accessories (OEM) such as hood hinge, door hinge and door check</p>		

Figure 5: Group of Companies

APPENDICES



Automotive	Vehicle Distribution	Plantation	Others
 <p>Vantage Speed Sdn Bhd <i>-Setia Alam, Selangor, Malaysia</i> A 100% owned subsidiary of ATOZ Motor Marketing Sdn Bhd and operates as a dealer for the sale of Proton cars</p>			
 <p>PT Asian Auto International <i>-Bagor, Jawa Barat, Indonesia</i> Delloyd Group's venture into Indonesia for the manufacturing and distribution of bus chassis for the local market. The KOMODO, a registered trademark of the company's key product, the high-floored 18-meter CNG articulated bus which runs on the Transjakarta busway</p>			

Figure 6: Group of Companies

Automotive	Vehicle Distribution	Plantation	Others
 <p>Delloyd Plantation Sdn Bhd <i>-Sungei Rambai, Selangor, Malaysia</i> A 90% owned subsidiary and is involved in the business of oil palm cultivation and sale of Fresh Fruit Bunches (FFB) and palm kernel</p>			
 <p>PT Rebinmas Jaya <i>-Pulau Belitung, Indonesia</i> A 60% owned subsidiary of Delloyd Plantation Sdn Bhd and is involved in oil palm cultivation and operation of a palm oil mill</p>			

Figure 7: Group of Companies

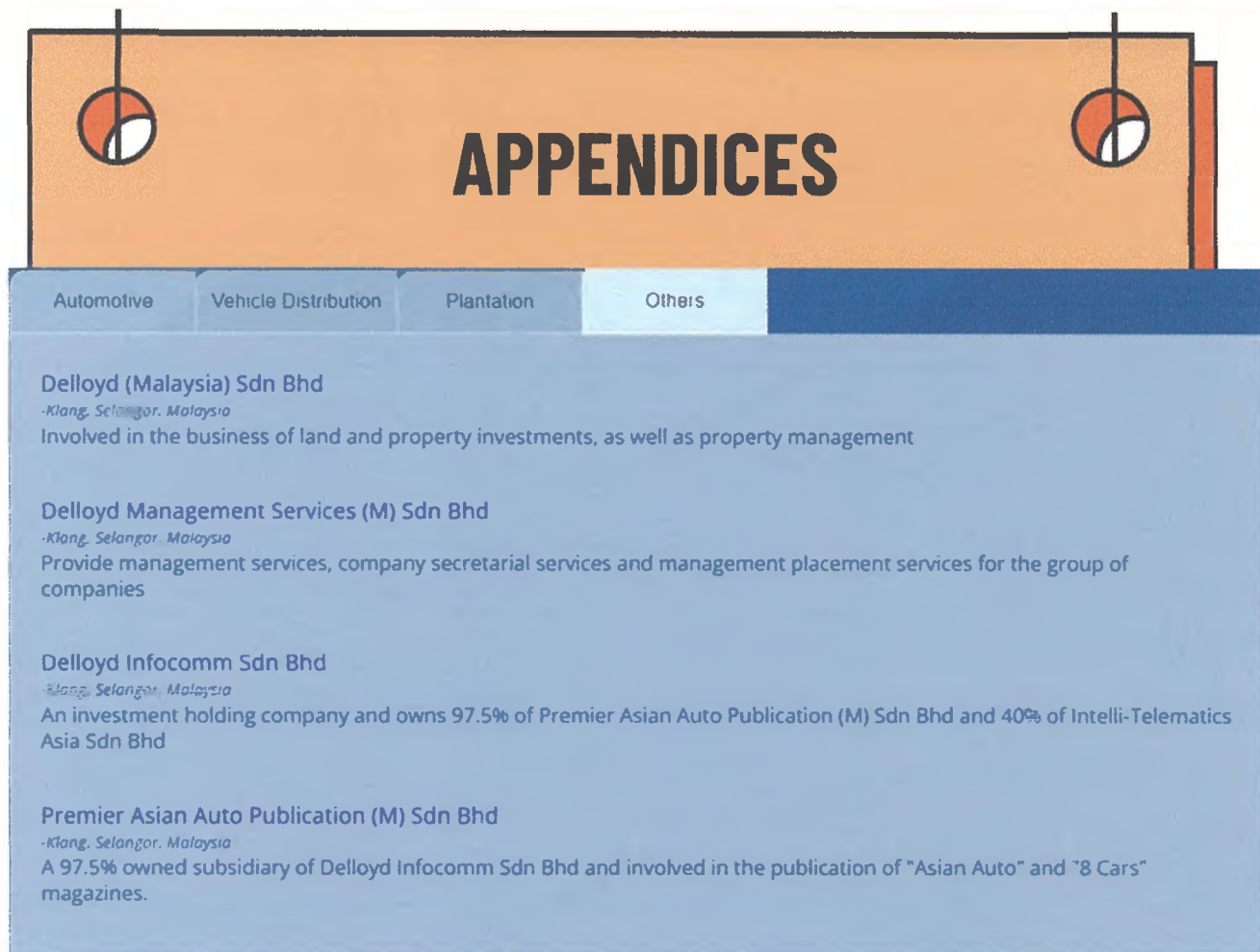


Figure 8: Group of Companies



Figure 9: Workshop Pro System

APPENDICES

Figure 10: General Payment

Figure 11: Purchase Invoice

APPENDICES

WorkshopPro Incendo 4S System - V6.0 - [frmPayment]

Account Invoice Workshop Customer Loading Stock Acc Payable Misc Report View Windows Help

COA Journal Cust Appl Inv CH DN iCard di Claim Rec Cred PO GRM PUR Pay Stock Service Set in Set Out Book Car Sales Wizard

TRANSID: PVD917 TransNo2
 RECDATE: 22-01-2025
 CREDITOR: Load All Branches
 PAYMENTMODE:
 REF:
 REMARKS:
 AUTHORIZED:
 AMOUNT:
 PAOTOTAL:
 COMPANY: VANTAGE MOTOR SERVICES SDN
 STATUS:
 INPUT TAX:
 OUTPUT TAX:
 Press F11 to Find Transaction
 Press F12 to Find Creditor

DATE	TRANS_NO	S_RVNO	ORIGINAL AMT	OUTSTANDING	AMOUNT	REFERENCE	Allocate
------	----------	--------	--------------	-------------	--------	-----------	----------

New Save Cancel Close Print Check Print Unmatch M Total Outstanding: 540 AMT/MATCHED: AMT/UNMATCHED:

VANTAGE MOTOR SERVICES SDN BHD(648360-H)

Figure 12: Payment Voucher

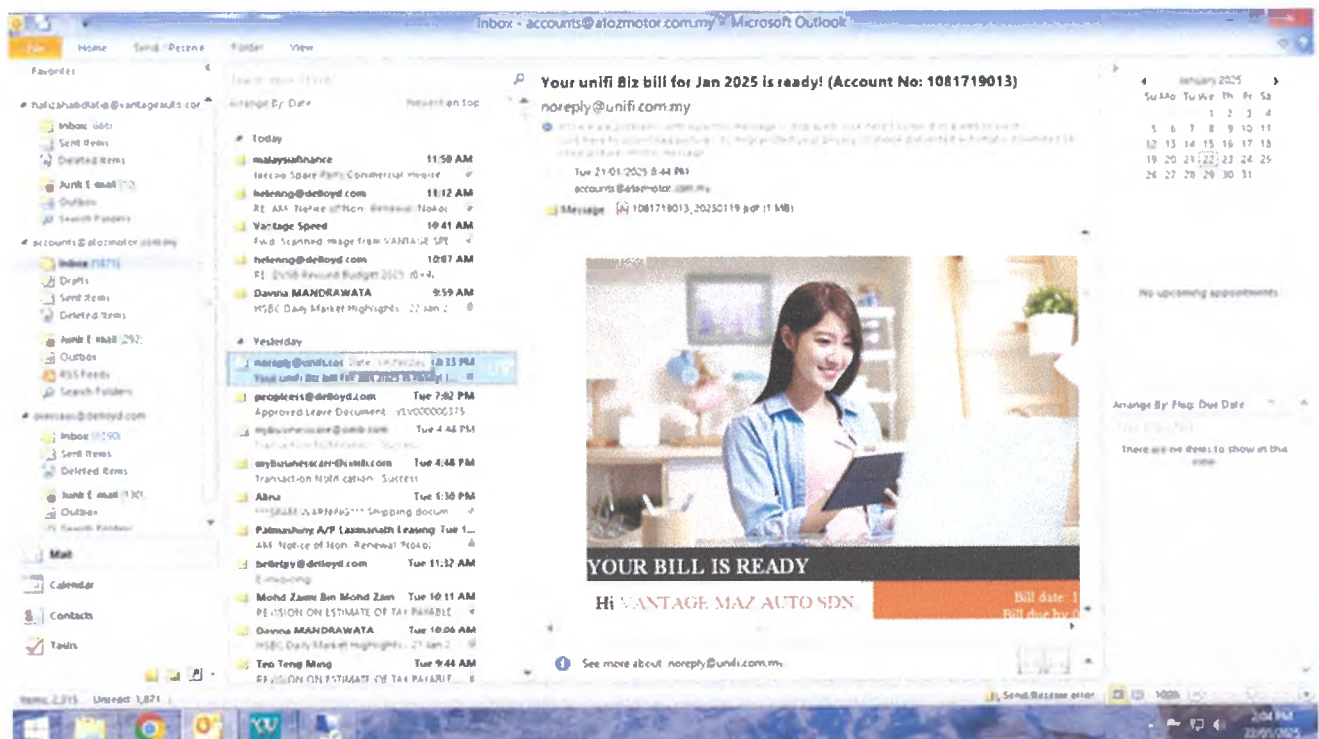


Figure 13: Checking inbox e mail

APPENDICES

00 VSSB - Gross Profit - FYE 2025 (DECEMBER) - Microsoft Excel

VANTAGE SPEED SDN BHD
GROSS PROFIT BY CAR FOR THE MONTH OF APR 2024

NO INQUIRY
DTD
PROBLEM
NO BROKER

CN = +ve
DN = -ve

No.	Date	Invoice No.	Model	Year Make	Chassis no	Reg No	Customer Name	Net Selling Price	Registration
1	02-12-2024	V519'51	PROTON SAGA 1.3 PREMIUM	2024	PL1BT3SRUSB181006	BSA670	E SHINE SALES AND SERVICE	45,935.00	50
2	02-12-2024	V519'55	PROTON SAGA 1.3 (A) STD	2024	PL1BT3SRUSB186654	BSA6990	FALZ MUSTAQOQ BEN BOTENG	37,935.00	15
3	03-12-2024	V519'56	PERSONA 1.6 (A) PREM	2024	PL1BH6STRSG172667	VUN7640	MOHAMAD FIDAU'S BIN MARDZER	57,265.00	30
4	03-12-2024	V519'60	PROTON SAGA 1.3 PREMIUM	2024	PL1BT3SRUSB181106	VUN7615	AKHIAH ATIQ SYAHIDIE BEN ZULRAINI	45,935.00	15
5	04-12-2024	V519'61	PERSONA 1.6 (A) PREM	2024	PL1BH6STRSG172964	SB4572	NOOR ASFIHAN BIN ABDUL WAHID	57,265.00	6
6	04-12-2024	V519'62	PROTON SAGA 1.3 PREMIUM	2024	PL1BT3SRUSB181063	RAX8810	KAMALANATHAN A T ADARAKALAM	45,935.00	15
7	04-12-2024	V519'63	PERSONA 1.6 (A) PREM	2024	PL1BH6STRSG173146	VUN7911	ATTIAH BINTI RAZLAN	57,265.00	30
8	06-12-2024	V519'64	PROTON SAGA 1.3 PREMIUM	2024	PL1BT3SRUSB181482	JCN2119	SYED AL FIKRI BIN SAIED AB RAHMAN	40,935.00	15
9	06-12-2024	V519'65	PROTON SAGA 1.3 PREMIUM	2024	PL1BT3SRUSB189652	VNK1549	ZURADAWATI BINTI MUSTAFA	45,935.00	15
10	06-12-2024	V519'66	PERSONA 1.6 (A) EXEC	2024	PL1BH6STRSG172937	VNK1344	MOHAMAD RIDZUAN FADLI BEN AYOB	52,265.00	30
11	06-12-2024	V519'67	PROTON SAGA 1.3 PREMIUM	2024	PL1BT3SRUSB181068	VNK2271	MOHAMMAD AL FATEH BEN KASSANUDDIN	49,935.00	15
12	09-12-2024	V519'68	PROTON X30	2024	PL1DGT3RSG125697	VNR1615	MAUNUHLA	85,205.00	35

Figure 14: Key In Gross Profit Vehicle

00 CREDIT CARD TRANSACTION 2024 - Microsoft Excel

DEPOSIT

1,732.90 CS-SV17240 FEB RC-SV15996
1,759.50 CS-SV17263 FEB RC-SV15997
750.00 CR-SVD4358 MAR RC-SV15998

DATE NOT SAME WITH INVOICE
LAST MONTH INVOICE
OVERPAID
QUARTERLY DEPOSIT

DATE	12 Sep	%	15 Aug	%	18 Aug	%	17 Aug	%	19 Aug	%	20 Aug	%	21 Aug	%	22 Aug
18	246.50	1.25	764.15	1.25			791.95	1.25	1,729.15	1.25					
19		3.25	633.35	1.25			562.35	1.25	1,099.65	1.25					
20		0.50	556.25	1.25			527.50	1.25	272.50	1.25					
21		0.50	39.35	1.25			754.65	0.50							
22							210.50	0.50							
23							549.95	0.50							
24							591.10	0.50							
25							430.05	0.50							
26							887.50	0.50							
27							744.35	0.50							
28							701.95	1.25							
29							805.20	1.25							
30							419.75	1.25							
TOTAL SV	9,627.35		10,562.20		7,883.65		14,160.67		11,150.05		7,901.15		9,542.98		10,555.71
COM SV	93.24		103.49		67.84		113.21		109.87		73.87		87.31		104.91
NET TOTAL	9,534.11		10,458.71		7,815.81		14,047.46		11,040.18		7,827.28		9,455.67		10,450.82

Figure 15: Key in credit card transactions