



# Press Release

**FOR IMMEDIATE RELEASE**

## **HINO APPOINTED AUTO SKYLINE TO DELIVER ONE-STOP SOLUTION IN JOHOR BAHRU**

- *Hino Motors Sales (Malaysia) sets the sustainable competitive advance through improving and expanding its 3S dealership network.*
- *RM120K new 3S centre aims to provide the best support solutions that optimally suit customer needs.*

**JOHOR BAHRU, March 2021** – Hino Motors Sales (Malaysia) Sdn Bhd (HMSM) has officially launched its new 3S (Sales, Service, and Spare Parts) centre by completing its fully upgraded renovation this year. Through a strong partnership with Auto Skyline Sdn Bhd (Auto Skyline), an established HINO Authorised Dealer, the 3S operation involved a onestop solution centre in meeting its customers' emerging needs.

Auto Skyline was appointed as Hino 1S (Sales) centre in April 2002 and it has been endeavouring in coachbuilder industry since 1990. Strategically located in the industrial hub in Johor Bahru, known as Kawasan Perindustrian Tebrau, a developing city in Malaysia, the **8160-sqft** centre is expected to build on Hino's efforts to deliver the brand's vision to the market and bolster customer confidence.

Drawing inspiration from the brand's Japanese-inspired ideals and corporate identity guidelines, the centre state-of-art equips four service bays at the rear side, and there will provide refreshment, free Wi-Fi connection, and television in its Customer Lounge area comes with fully air-conditioned for customer cosiness.

HMSM to-date has established up to 35 HINO Authorized 3S centres throughout the country that conforming to the company's new standard and corporate image.

Putting customer-centric value as a top priority in the business direction, HMSM Managing Director, Atsushi Uchiyama said, "We appointed Auto Skyline as Hino Authorized 3S centre to offer a one-stop solution under one roof to our customers. One-stop solution centre is known as customer-centric main angle in our industry and this will enhance the confidence of our

customers from the point of deciding to purchase a Hino. With the full range of service under one roof, we aim to enhance customer service and excellent experience of owning a Hino vehicle.”

“As a reliable business partner, customers remain at the heart of everything we do, and this 3S centre is convenient for the customer from making inquiries about the latest Hino models to purchasing one and getting all the required after-sales services,” he added.

Confident with HINO brand as it has been in Malaysia for more than four decades, Auto Skyline Managing Director, Beck Kuang Chiaw shared his mission on the new 3S centre,

“With the growth of our business, we find that it is imperative to offer a one-stop solution under one roof to our customers. The decision to upgrade is based on the confidence in the future and potential of HINO in Malaysia, especially in Johor state.

“I strongly believe that HINO products with its QDR: Quality, Durability, and Reliability will continuously be trusted by our customer and be chosen to contribute to their business. Upgrading from 1S to 3S centre is indeed a great investment especially for future business development,” he added.

Leveraging its empire for more than 40 years in the country, Hino Malaysia continues to master its performance in Sales and After-Sales Services through various customer engagement programs to give the absolute experience of Sales, Service, and Spare Parts.

With the new 3S centre and the strategic location in Johor Bahru, we have strengthened our Total Support that provides the best support solutions that optimally suit their needs. We help our valued customers make the most of their HINO trucks and busses by providing comprehensive follow-up service in the spirit of Total Support.

Auto Skyline, the new HINO Authorized 3S centre, is located at PLO 178, Jalan Angkasa Mas 6, Kawasan Perindustrian Tebrau 2, 81100 Johor Bahru, Johor and opens on Mondays to Saturdays from 9:00 a.m. to 6:00 p.m. For any inquiries, customers may contact the direct telephone number 07-355 3433 or fax to 07-355 8433.

Hino Motors Sales (Malaysia) Sdn. Bhd. (HMSM) a subsidiary of Hino Motors Limited Japan, associates under the Toyota Group of Companies, is a provider of Light Commercial Vehicle (HINO 300 series), Medium and Heavy-Duty Vehicle (HINO 500 series), Prime Mover (HINO 700 series) and busses. In Malaysia, ever since its establishment in 1977, HMSM has been working closely with its dealers to improve their services through upgrading to 3S (Sales, Services and Spare Parts) status which delivers a 'One Stop Solution' for customers and provides a total package of services and offers conveniences to customers across the country. HINO products are some of the most technologically advanced in the Malaysian commercial vehicle market.

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