



1st Quarter FY22 Results

AEON Co (M) Bhd

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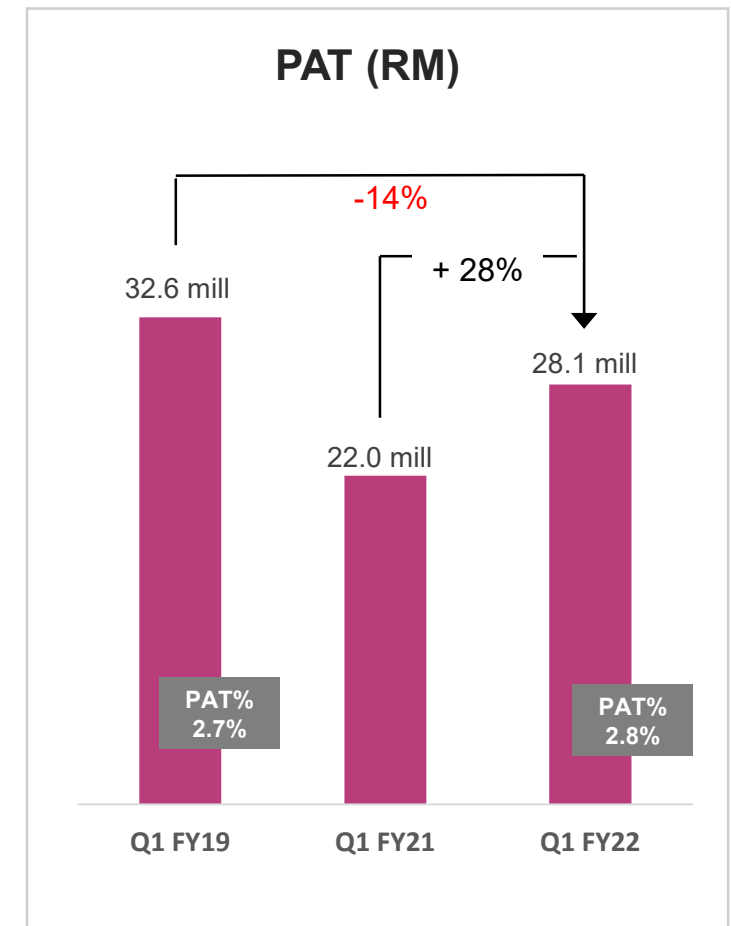
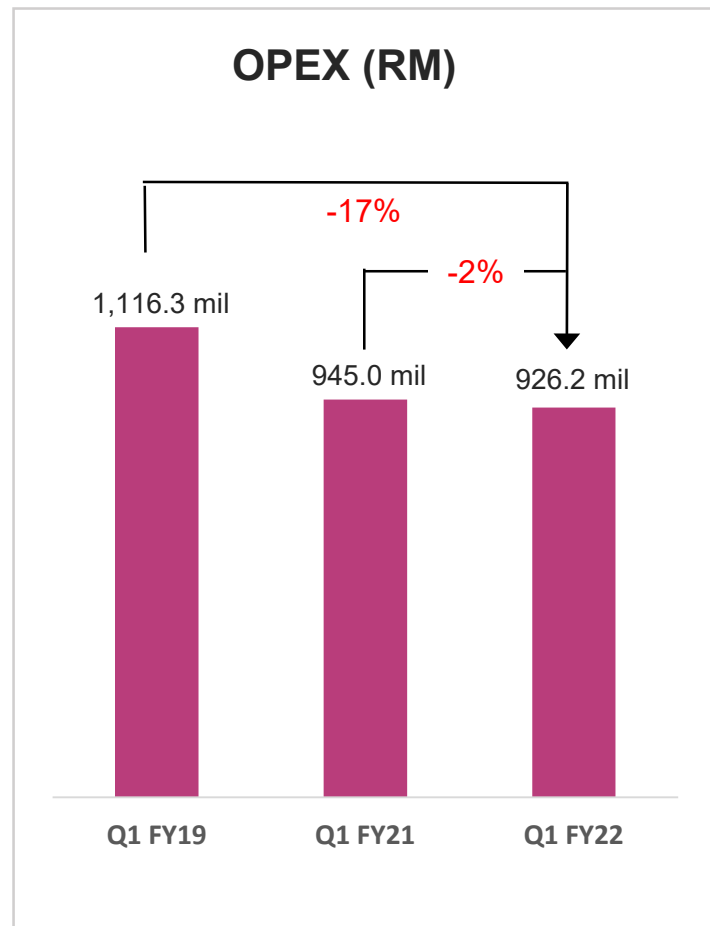
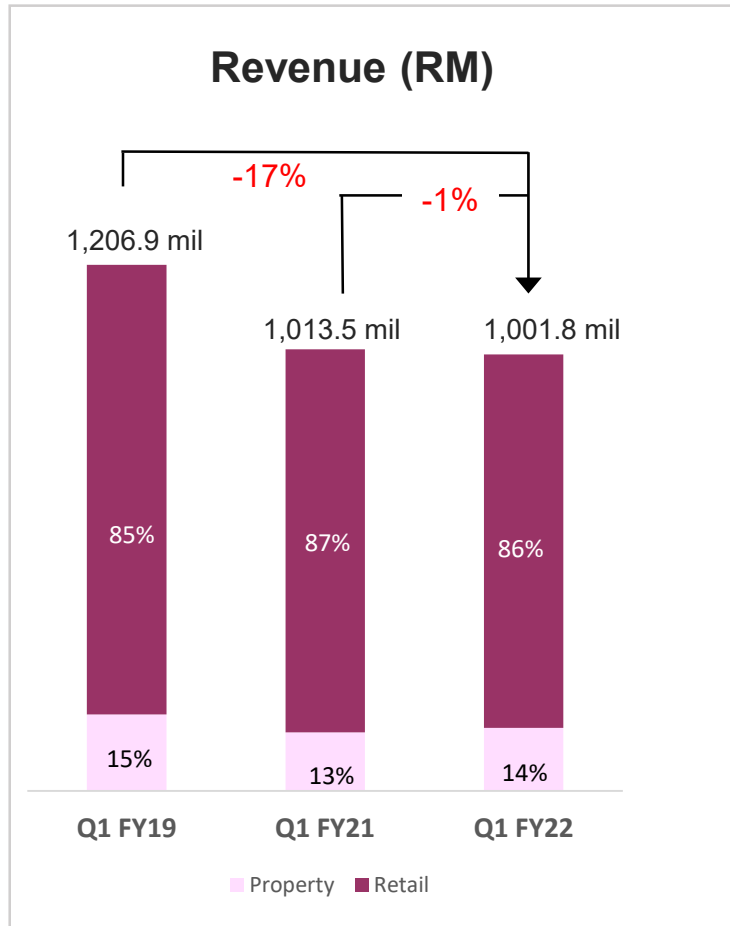
① Strategy: AEON is an Ecosystem



Digital Banking & Digital Currency
Integrated Payment Solutions,
Partner and Customer
Financing

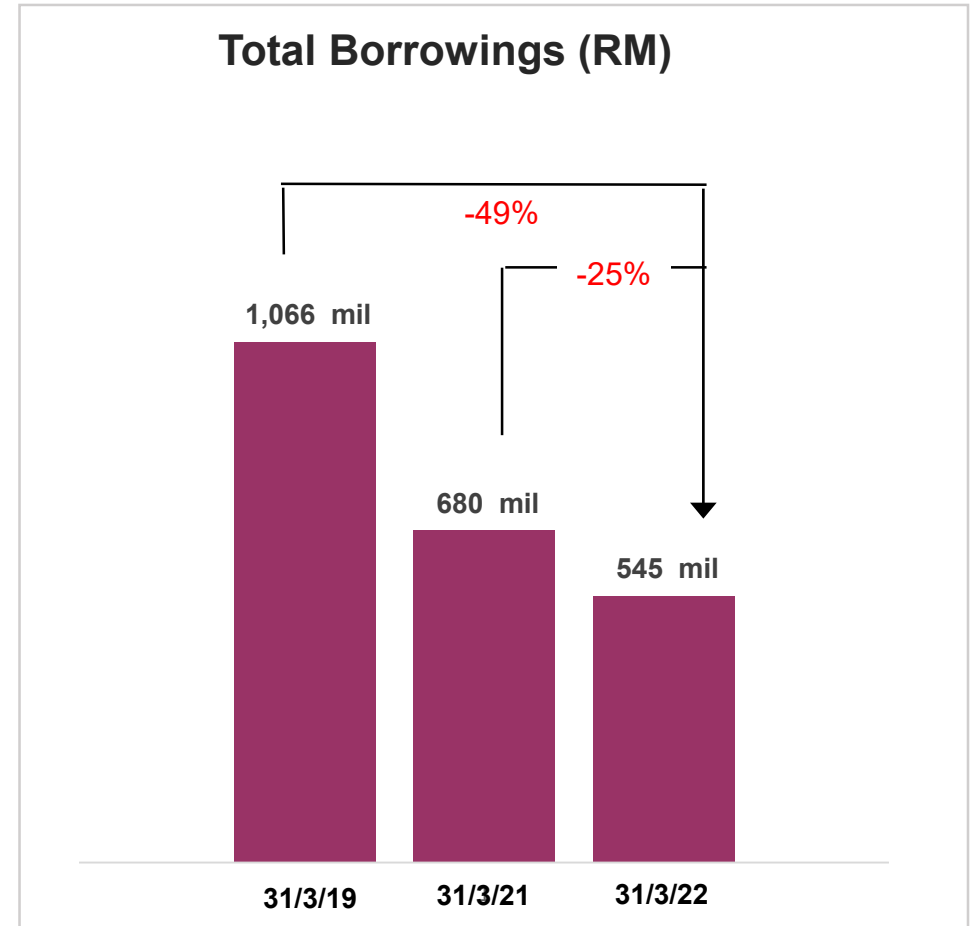
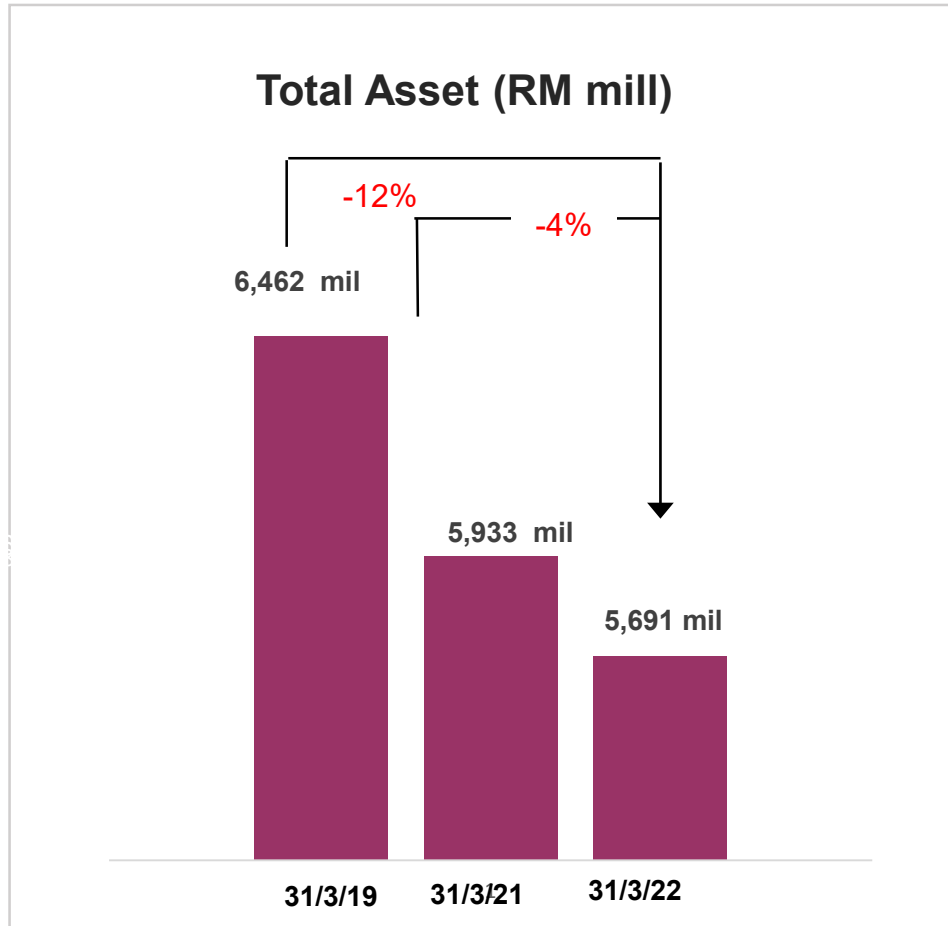


② 1Q FY2022 Financial Performance: Overview



- Q1 FY2022 revenue marginally declined vs Q1 FY2021 due to lower revenue from Foodline as consumers resume outdoor activities and spend less time cooking at home
- PAT improved vs Q1 FY21 due to higher mall income coupled with GP margin improvement and strong disciplined cost management.
- Introduction of Cukai Makmur leads to higher effective tax rate in Q1 FY22

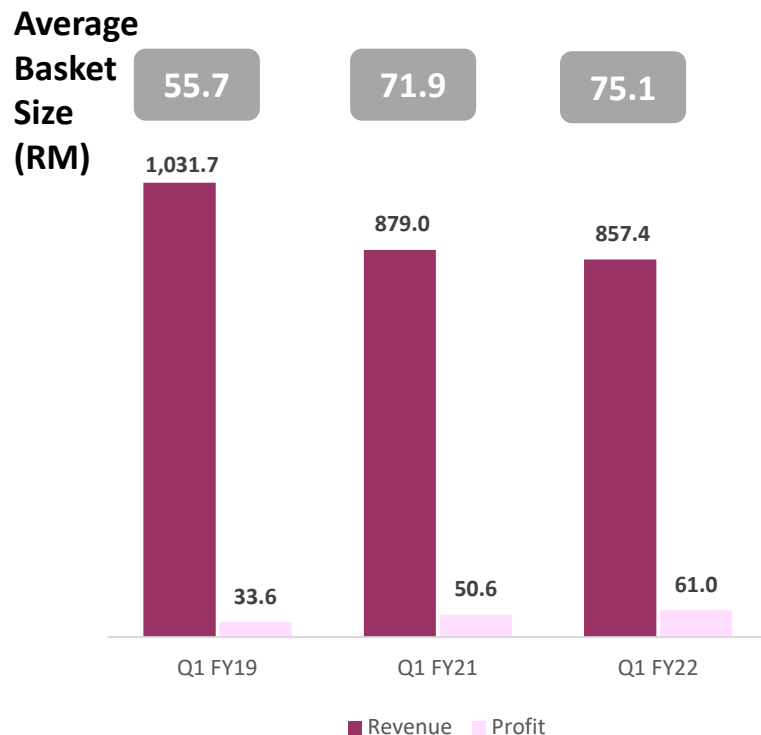
② 1Q FY2022 Financial Performance: Balance Sheet



- Reduction in total assets is mainly due to depreciation coupled with lower new additions during pandemic years
- Borrowings have reduced by 17% following the settlement of our RM175m SUKUK ICP98

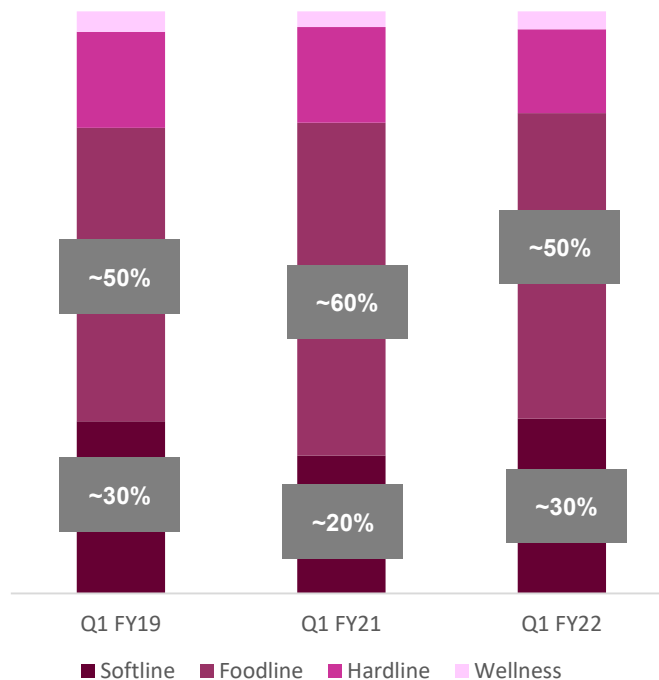
③ 1Q FY2022 Business Performance: Snapshot of Retail

Segmental Revenue & Operating Profit (RM mil)



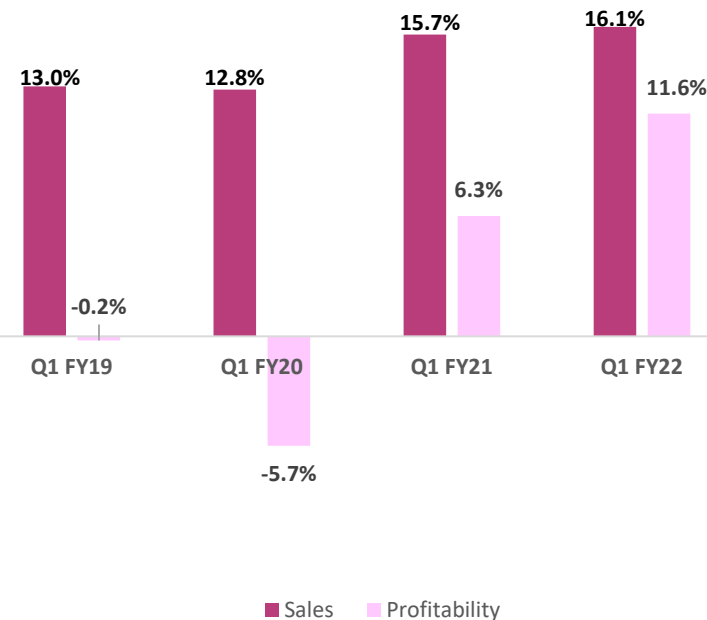
- Average basket size increased y-o-y and against FY19 as we focused on driving return sales.

Sales Composition by Category



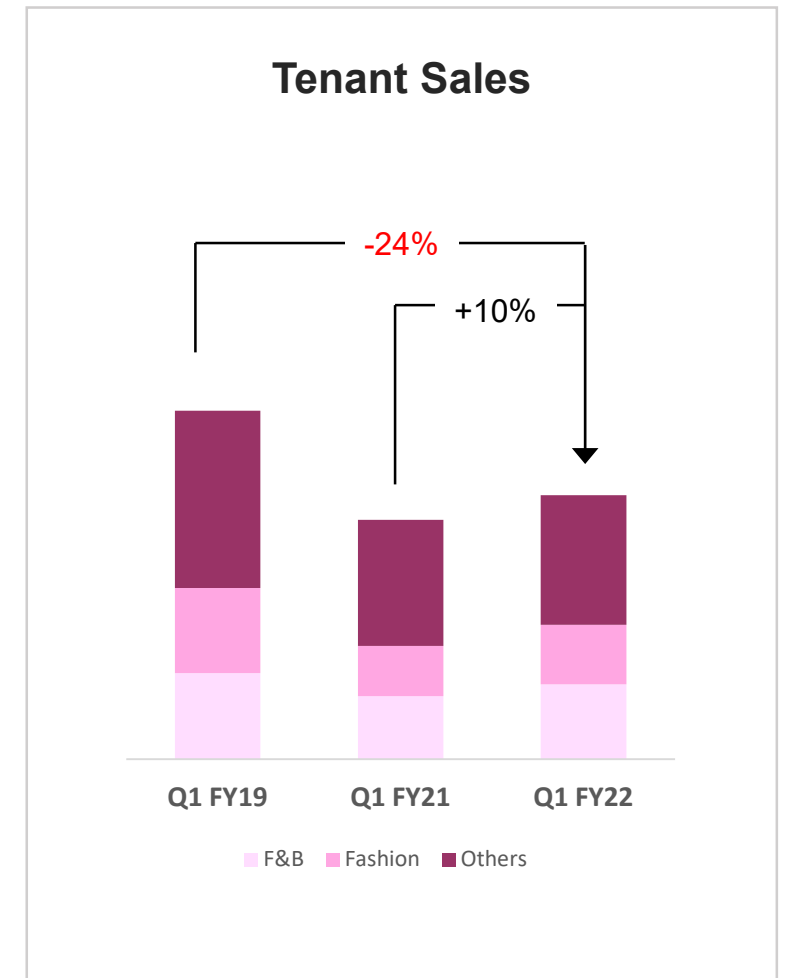
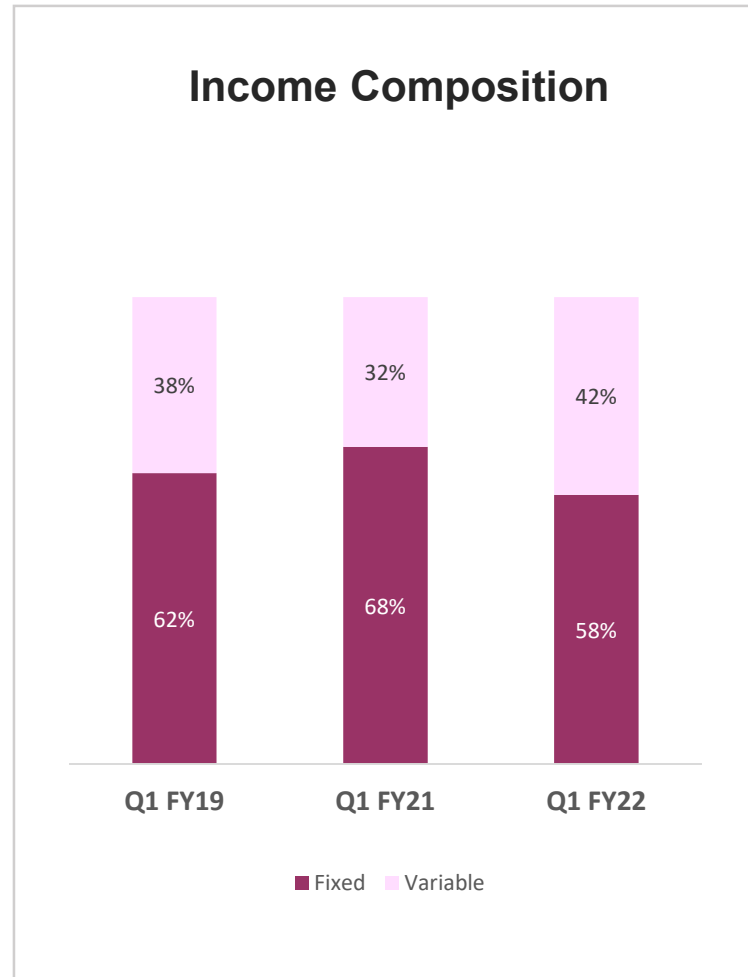
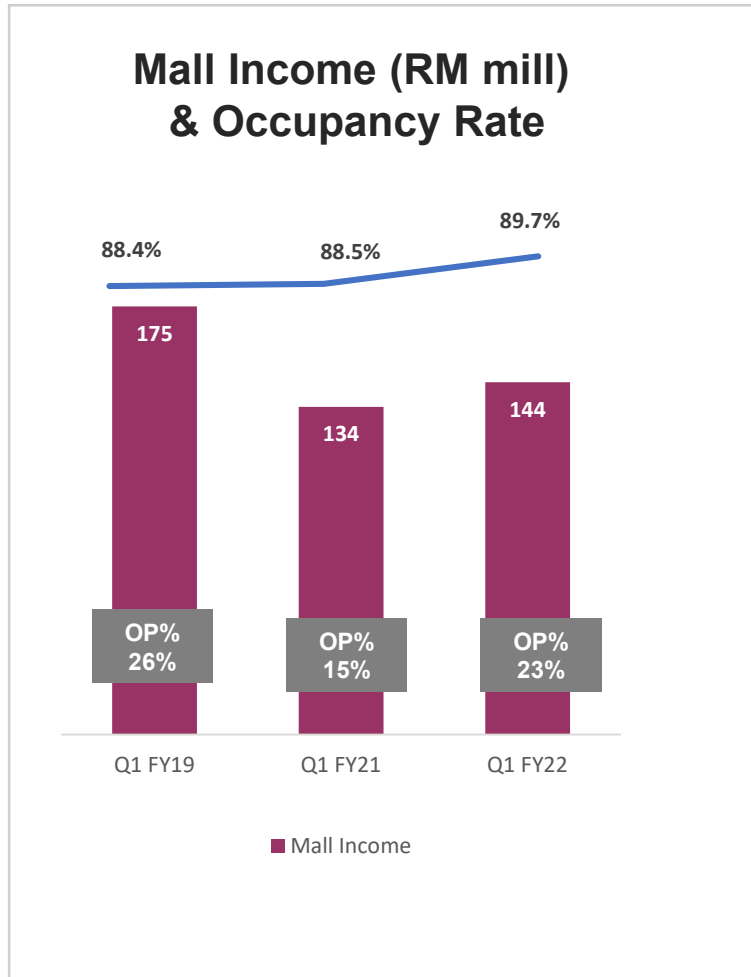
- Sales contribution from Softline increased in Q1 FY22 as economic activities resumes with CNY celebration and Back-to-School
- Sales contribution from Foodline decreased vs Q1 FY21 as more consumers spend more time dining outdoors than cooking at home

Malay Stores – Sales & Profit contribution



- We saw consistent growth from our Malay stores:-
 - Sales contribution from Malay stores increased from 13% in Q1 FY19 to 16% in Q1 FY22;
 - In terms of profitability, Malay stores improved by 5% in Q1 FY22 vs Q1 FY21.

③ 1Q FY2022 Business Performance : Snapshot of Property Management



- Property management services revenue improved by 7% against Q1 FY21 attributed to higher occupancy rate at 89.7% vs 88.5% and higher sales commission as tenants improved their sales as well as increased revenue from temporary space rental and car park income
- Tenant sales increased by 10% in Q1 FY22 vs Q1 FY21 with F&B & Fashion contributing more than 50% to total Tenant Sales

④ Outlook FY2022



1. Branding, Marketing & Communication

- Pre-Ramadhan & Hari Raya campaigns,
- Star Reward Program with Chef Wan on Neoflam cookware redemption

- Anti-Inflation campaigns
- National Day, Deepavali & Christmas

2. Value Capture

- New Stores – 4 Komai-So & 1 Store in IOI Putrajaya by Q4
- Rejuvenation of Stores – 3 malls
- Improvement in Mall & Tenant Mix ~ 90% Occupancy

3. Embrace New Retail

my**AEON2go**

- Target growth 2-3x vs FY21



i**AEON**

- No of downloads :250k
- Active users : 50k

4. Sustainability

#AEON Responsible Campaign

- Vertical farming
- Renewable energy

④ Pilot: Inclusive | Digital | Experiential | in AEON ~ IDEA Mall

Before Transformation

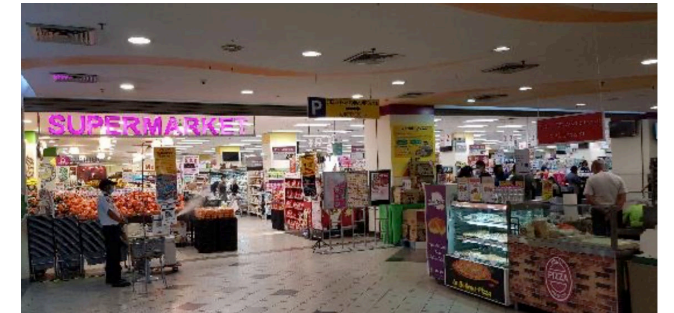
Facade



Softline



Foodline



Hardline



④ Pilot: Inclusive | Digital | Experiential | in AEON ~ IDEA Mall

Value Capture



Concourse



Supermarket



Inner Casual



Home Coordy

New Retail ~ IDEA Mall Realization



Inclusivity of Community with Different Persona



Solar Panel – Completed
EV Charging – Completed
Farm – Target Aug 2022



Construction in progress
(Target May 2022)

Experiential of Green Experience (Vertical Farming, Solar Panel, Recycling, etc)

Digital New Retail with Integration of Offline & Online

THANK YOU

www.aeonretail.com.my



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