



1st Quarter FY23 Results

AEON Co (M) Bhd

19 May 2023

Dr Grace Lee, Chief Financial & Sustainability Officer

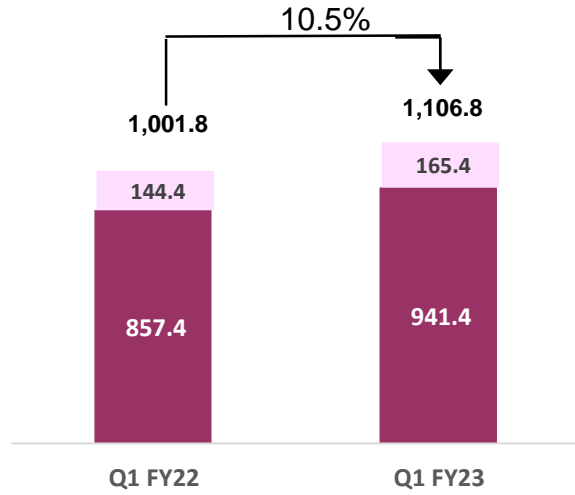


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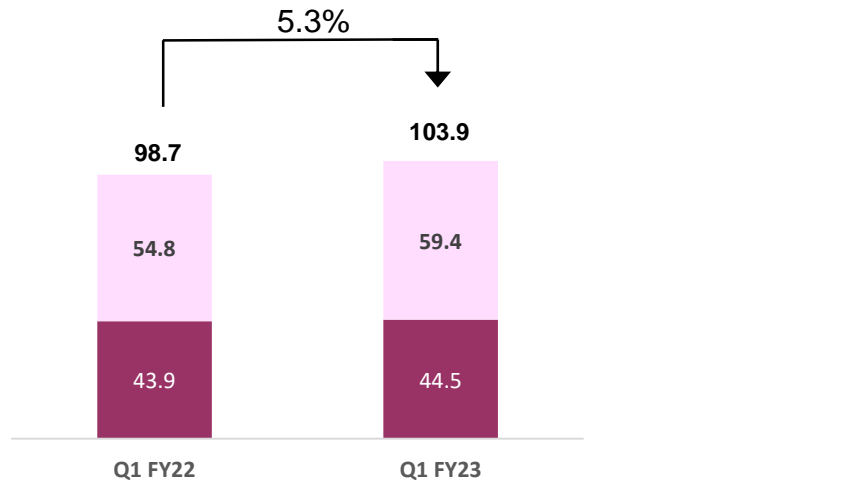
1. Q1 FY23 Financial Highlights
2. Q1 FY23 Business Performance:
Retail & Property Management
3. Outlook for Q2 FY2023 and beyond
4. Sustainability Initiatives for FY2023

1 Financial Highlights – Revenue and Profit improved vs LY driven by recovery of Softline & Hardline sales coupled with improvement in mall income

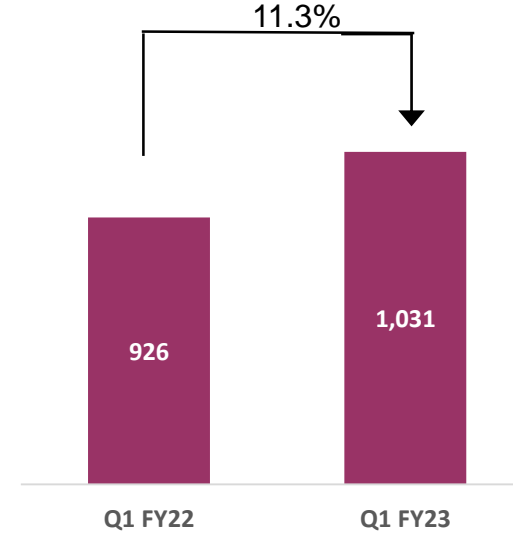
Segmental Revenue (RM million)



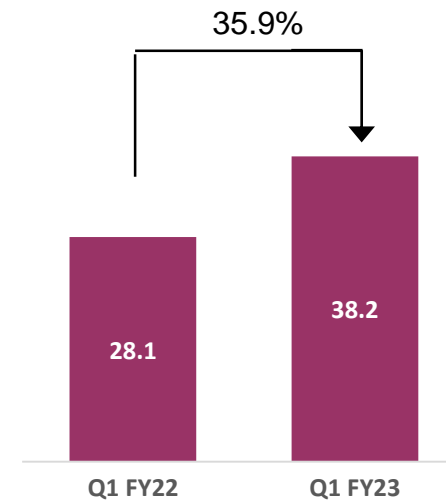
Segmental Profit (RM million)



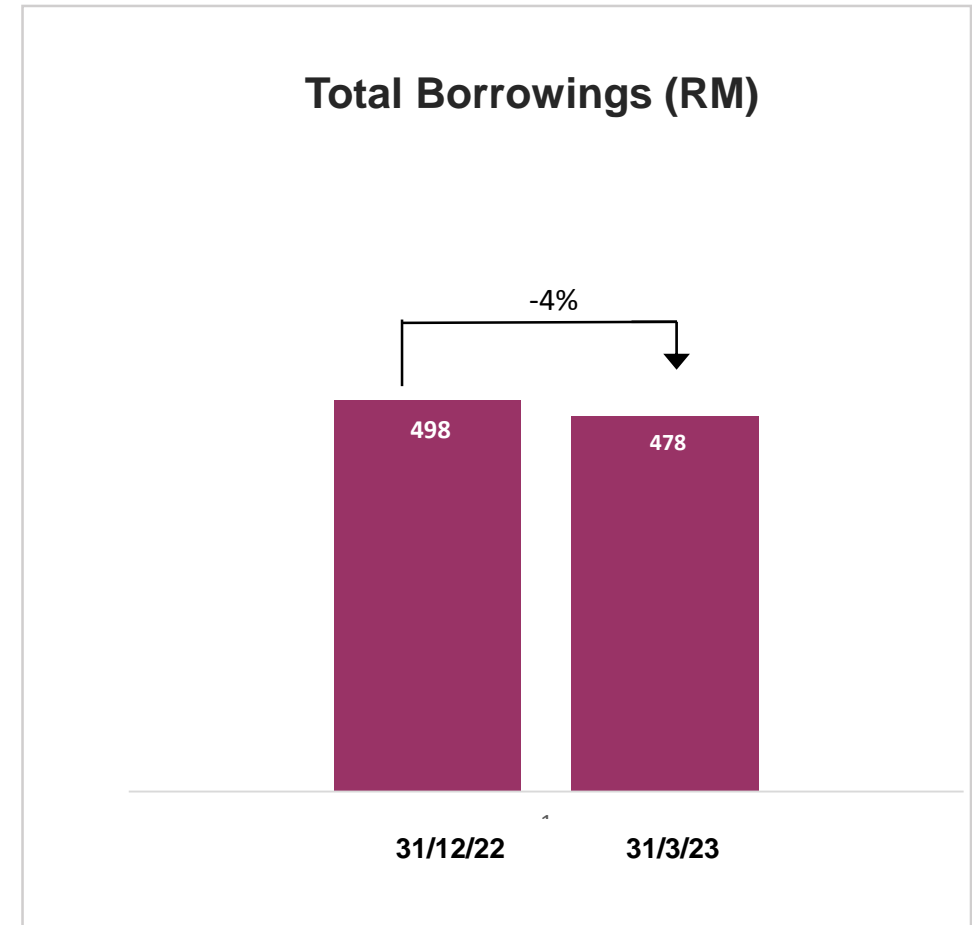
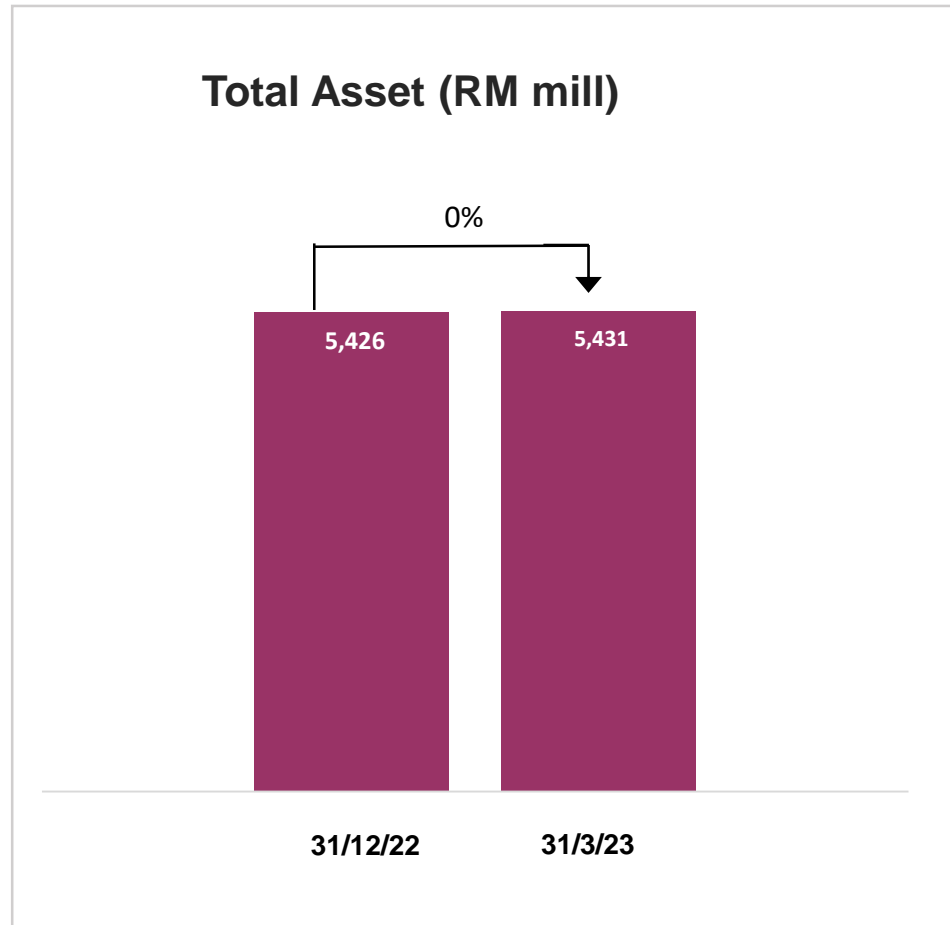
OPEX (RM million)



PAT (RM million)



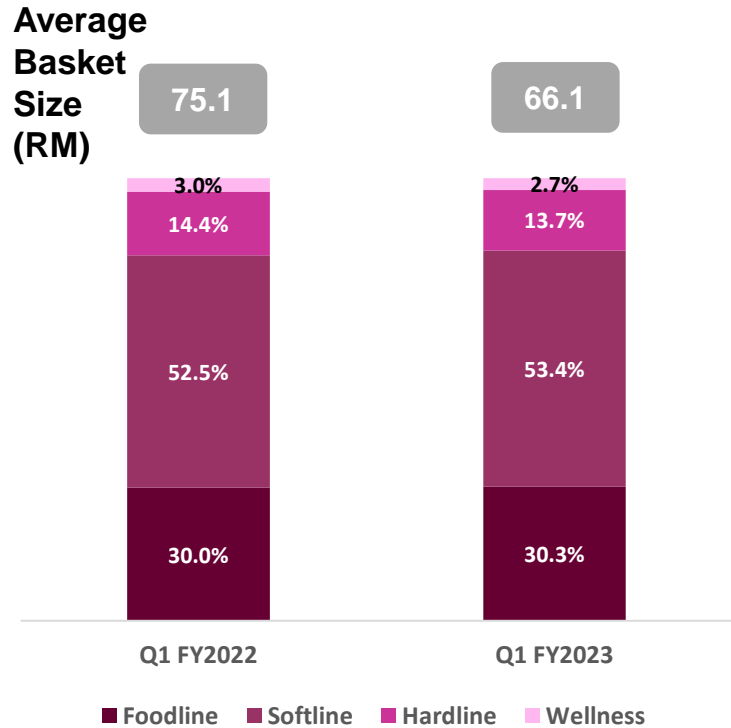
① 1Q FY2023 Financial Performance: Balance Sheet



- Very marginal decrease in total assets due to depreciation in assets, offset by higher cash balances due to effective working capital management.
- Borrowings have reduced by 4% following scheduled loan/lease payments.

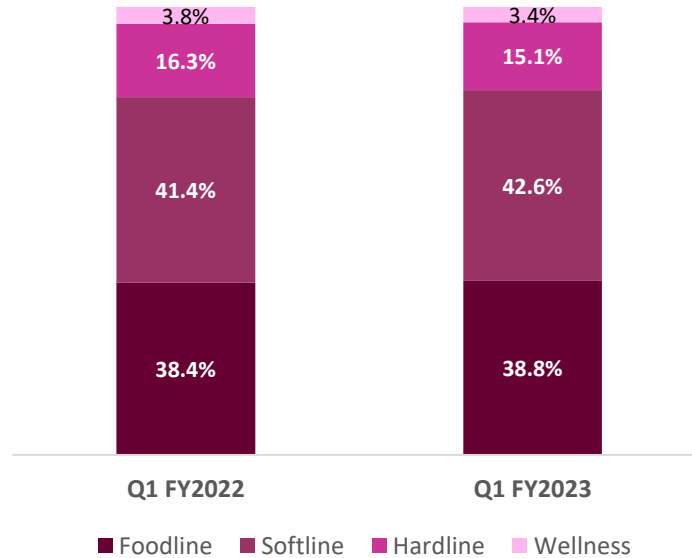
② 1Q FY2023 Business Performance: Snapshot of Retail

Revenue Contribution by Categories



- Growth in Softline and Foodline (Ready-to-eat) compared to LYQ driven by festive celebrations and resumption of outdoor social activities
- Average basket size has stabilised to hover around RM65-RM70 as we focused on driving return sales.

GP Margin Contribution by Categories



- Overall GP margin improved largely contributed by Softline.
- Lower GP margin for Hardline due to on-ground promotions in order to be price competitive and clearing of aging stocks.

Key Retail Highlights



AEON IOI Putrajaya Store opening on 2 March 2023

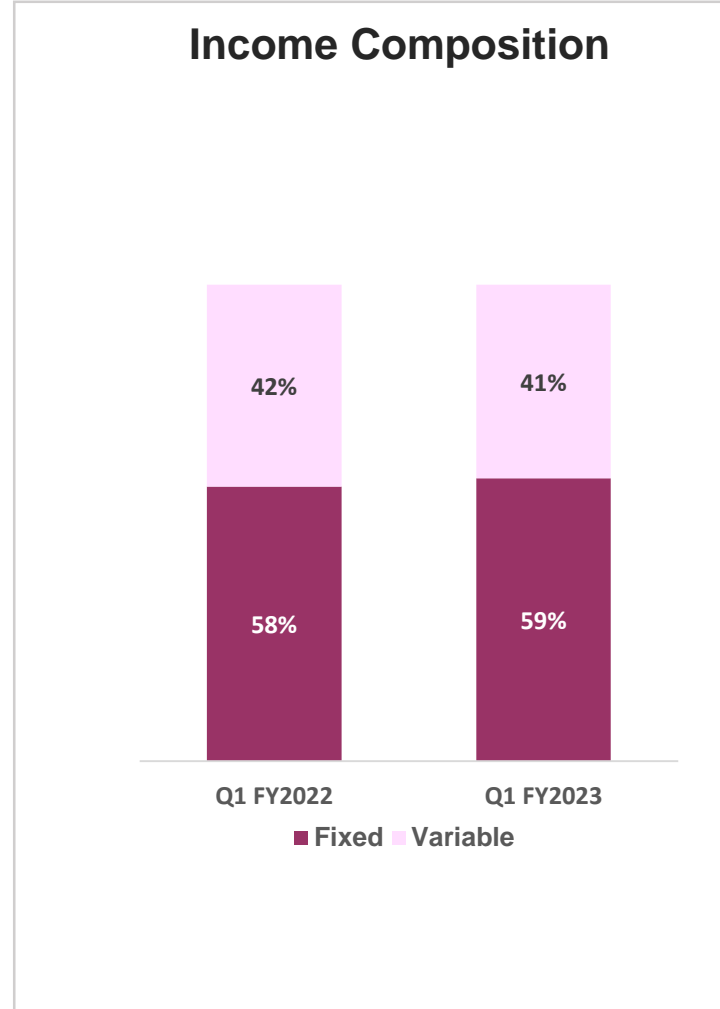
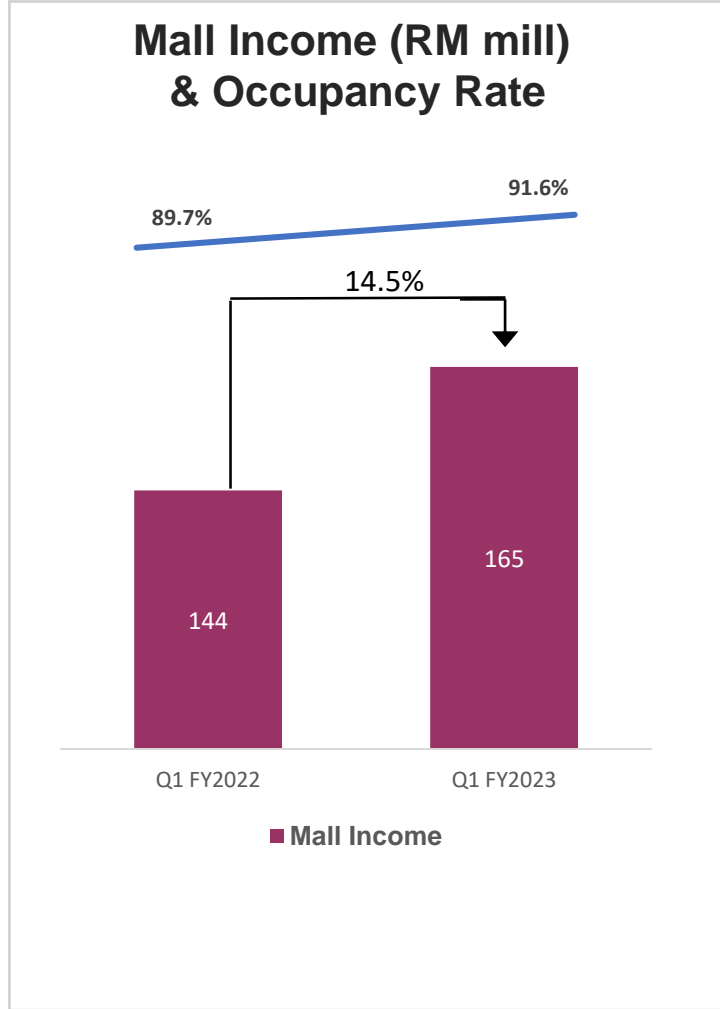


Star Rewards Programme – Disney 100 x Tupperware



Launch of "EVERYDAY FRESH EVERYDAY LOW PRICE" in February

② Q1 FY2023 Business Performance : Snapshot of Property Management



Key Mall Highlights

Some of the new brands / tenants on board in Q1 2023

CNY Event- Largest Participation of Wearing Chinese Attire in a Gathering – 3,906 participants

- Revenue from Property Management segment increased by 15% compared to LYQ contributed by higher fixed rental and sales commission concurrently with the improvement in occupancy rate

③ Outlook FY2023



1. Branding, Marketing & Communication

- Raya Paling campaign,
- Star Reward Program with Disney100 x Tupperware
- AEON Members Day commencement
- AEON Fashion Preview
- AEON Animefest

- AEON Members Day
- Star Reward Program with Anis Nabila : Swiss Diamond & Royal Limoges
- Merdeka & Malaysia Day
- Mid Autumn Festival

- AEON 39th Anniversary
- Xmas and Year end celebration

2. Value Capture



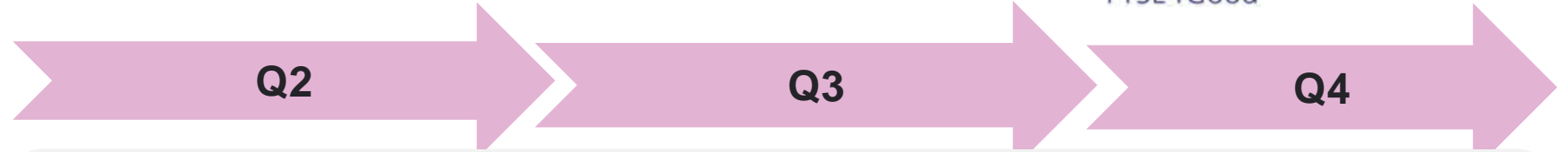
New Daiso (Setia Alam) opened in April

- Planned new Stores – Daiso & Wellness
- Rejuvenation of 2 malls :
 - i. Cheras Selatan
 - ii. Ayer Keroh, Melaka
- Store-in-store concept (Glam Beautique)
- Focused development of Private Brands

3. Embrace New Retail

- Strengthening myAEON2go platform to drive higher sales
- Increase utilisation of SCOs and expand installation to Daiso & Wellness
- Digitalisation of back-office and store operations

④ Sustainability Initiatives in 2023



1. Renewable Energy Initiatives

- Installation of solar PV on our malls, starting with 6 malls in Q2 & Q3 and all our owned malls by end of 2023.
- Installation of charging infrastructure across AEON shopping malls nationwide

2. Waste Management Initiatives

- Wet waste composting system as part of Circular Economy initiative (Reduce, Reuse, Repurpose)
- PET Bottles Recycling Program – extension of pilot project implemented in Johor with Coca Cola and Hiroyuki Industries
- The Lost Food Project initiative

3. Biodiversity Initiative

- Tree Diversity Planting Program at Bidor Forest, Perak

- Zero-Plastic bags initiative – to expand to other sections (produce, perishable items, bakery)

4. Foster Sustainable Business Partnership

- Sustainable supply chain program

Adopted United Nations Sustainable Development Goals (SDGs)



THANK YOU

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