



2nd Quarter FY2022 / 1st Half FY2022 Results

AEON Co (M) Bhd

24 August 2022

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CONTENTS

1. AEON Ecosystem
2. H1 FY22 Financial Performance : Overview
3. H1 FY22 Business Performance :
Retail & Property Management
4. Outlook FY2022

1 Strategy: AEON is an Ecosystem

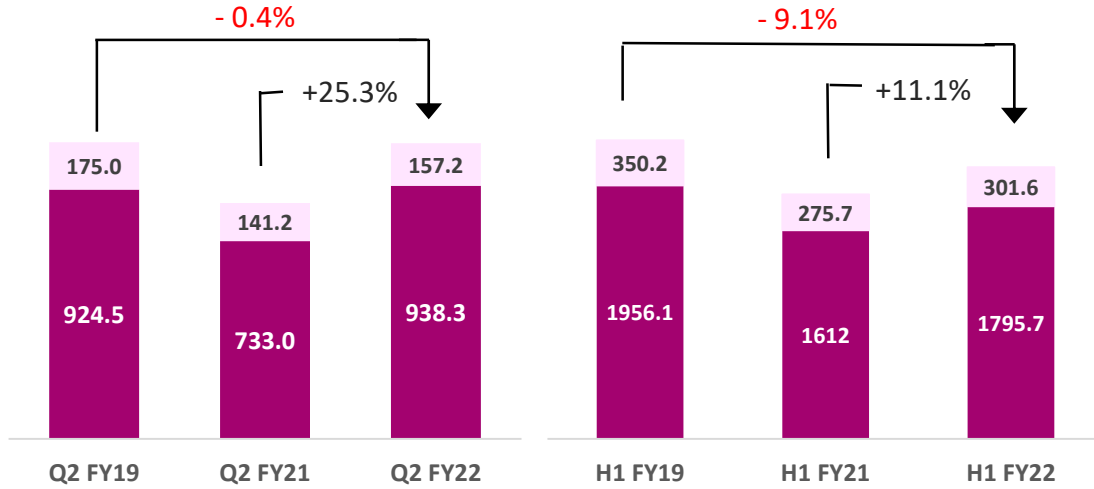


Digital Banking & Digital Currency
Integrated Payment Solutions,
Partner and Customer
Financing

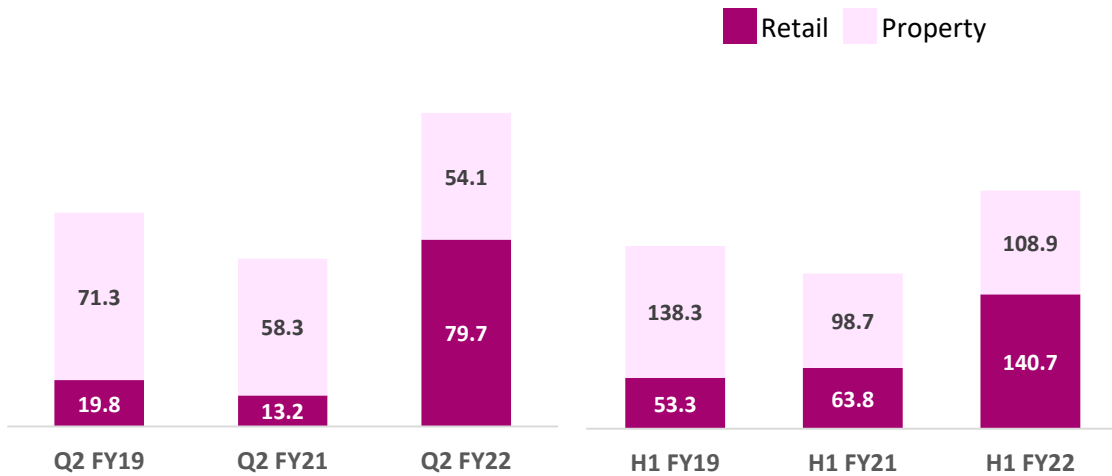


② Financial Highlights - PAT increased driven by recovery of Softline and Hardline revenue after the resumption of economic activities

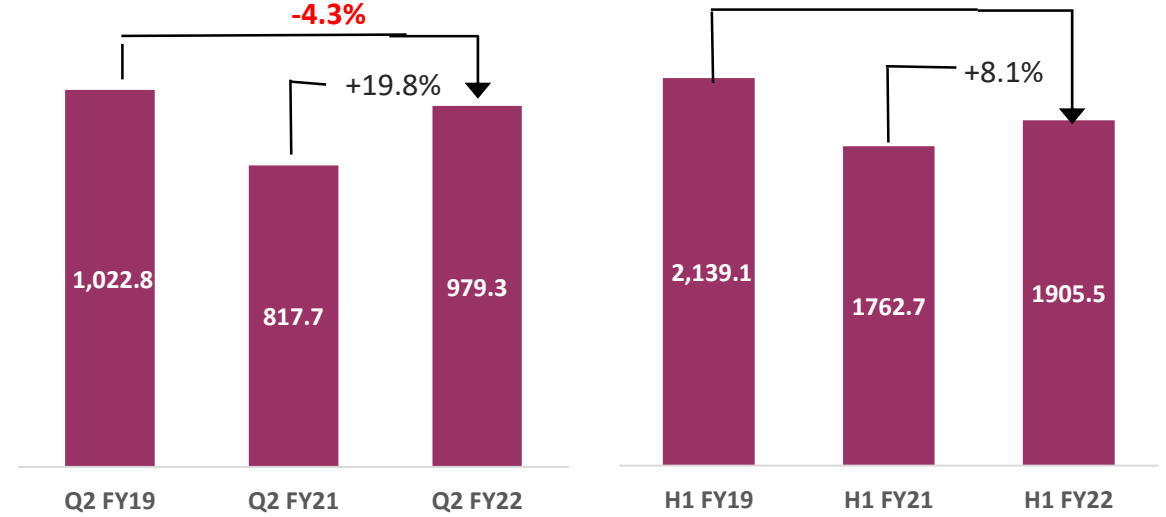
Segmental Revenue (RM million)



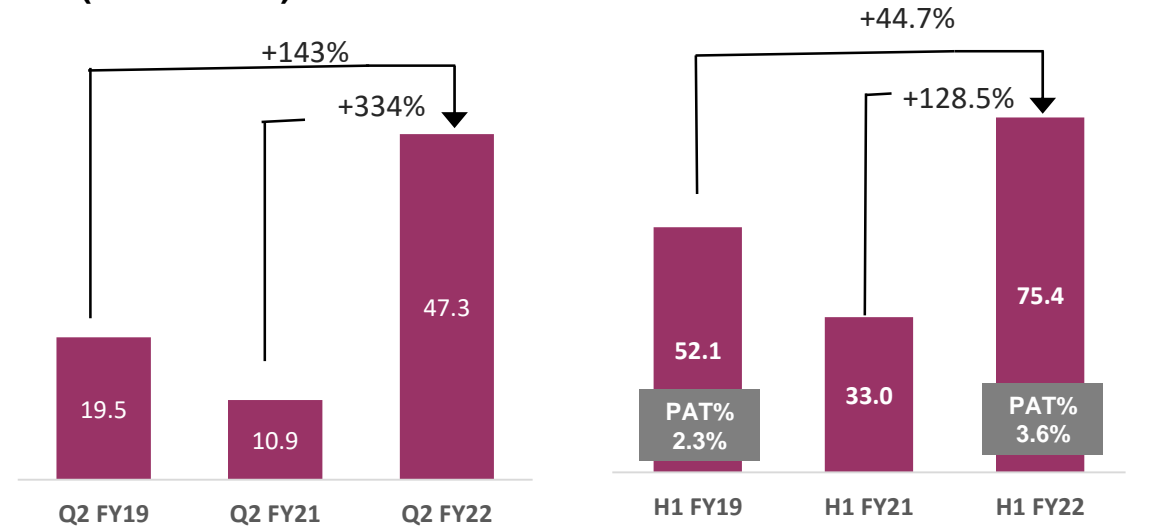
Segmental Profit (RM million)



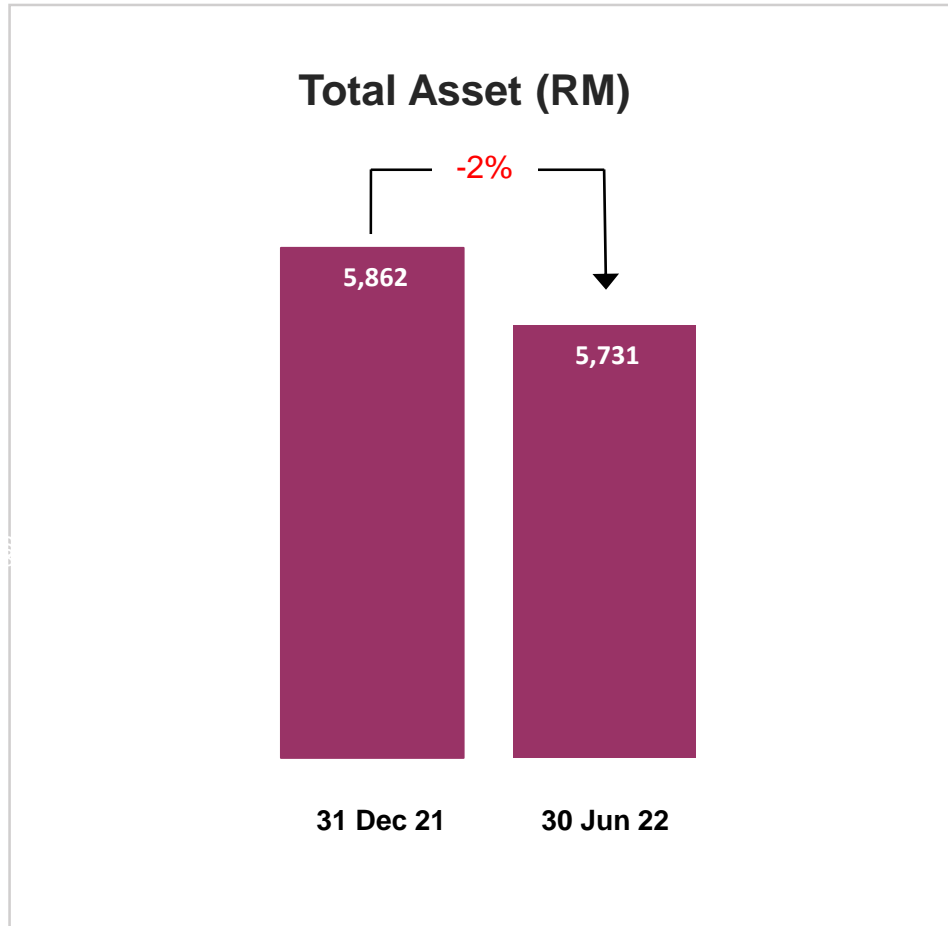
OPEX (RM million)



PAT (RM million)

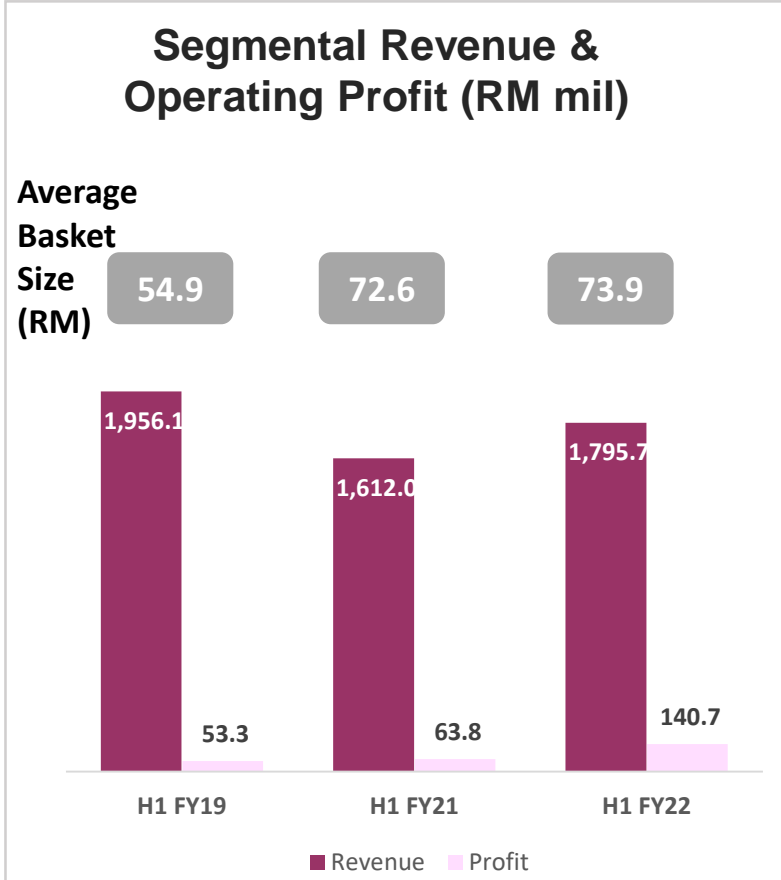


② H1 FY2022 Financial Performance: Balance Sheet as at 30 June 2022

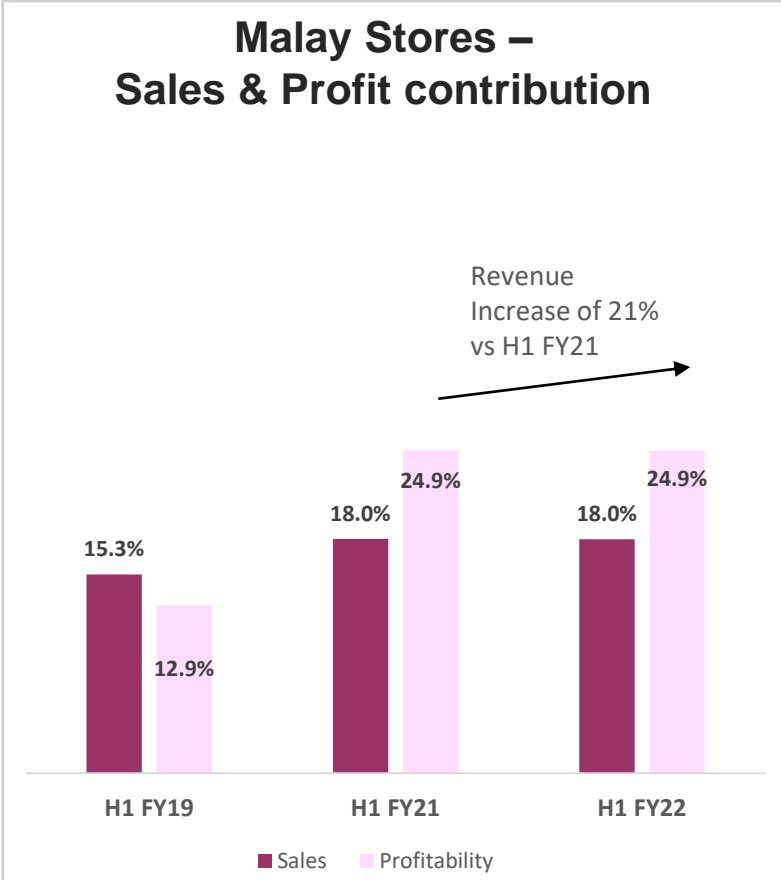


- Slight reduction in total assets is (vs LY) mainly due to depreciation coupled with lower new investments during pandemic years.
- Borrowings have reduced by 26% following the settlement of our RM175m SUKUK ICP98 in February 2022.

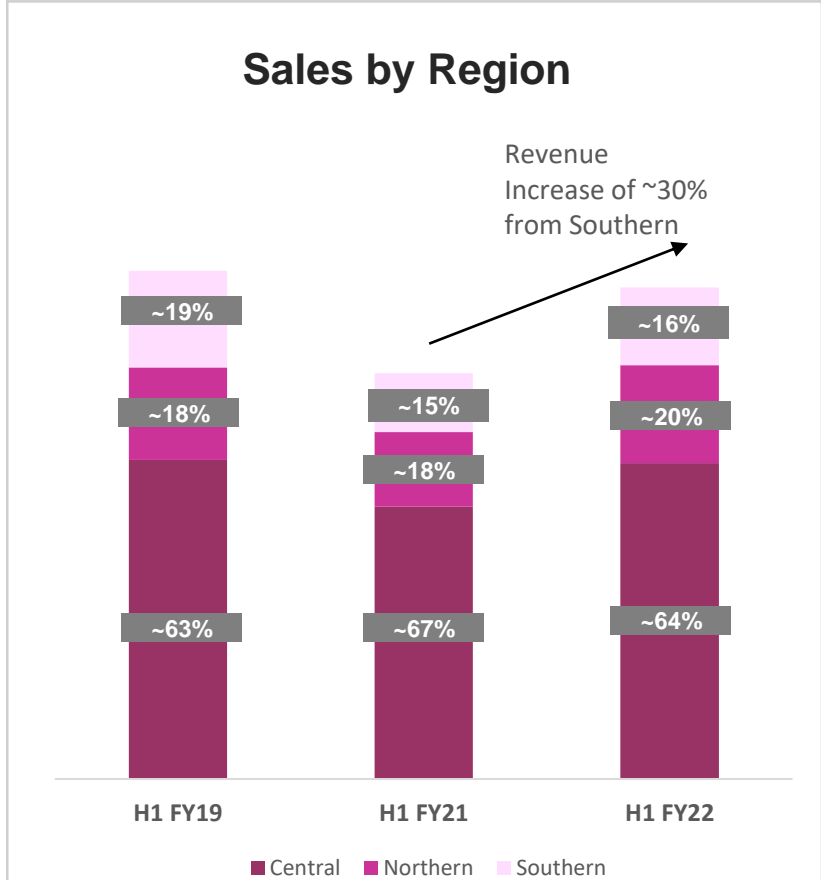
3 H1 FY22 Business Performance: Snapshot of Retail



- Revenue increased mainly contributed by Softline (~30%) driven by CNY and HRY festive due to pent-up spending after 2 years of lockdown.
- Consistent improvements in terms of Average Basket Size as we focused on driving return sales.

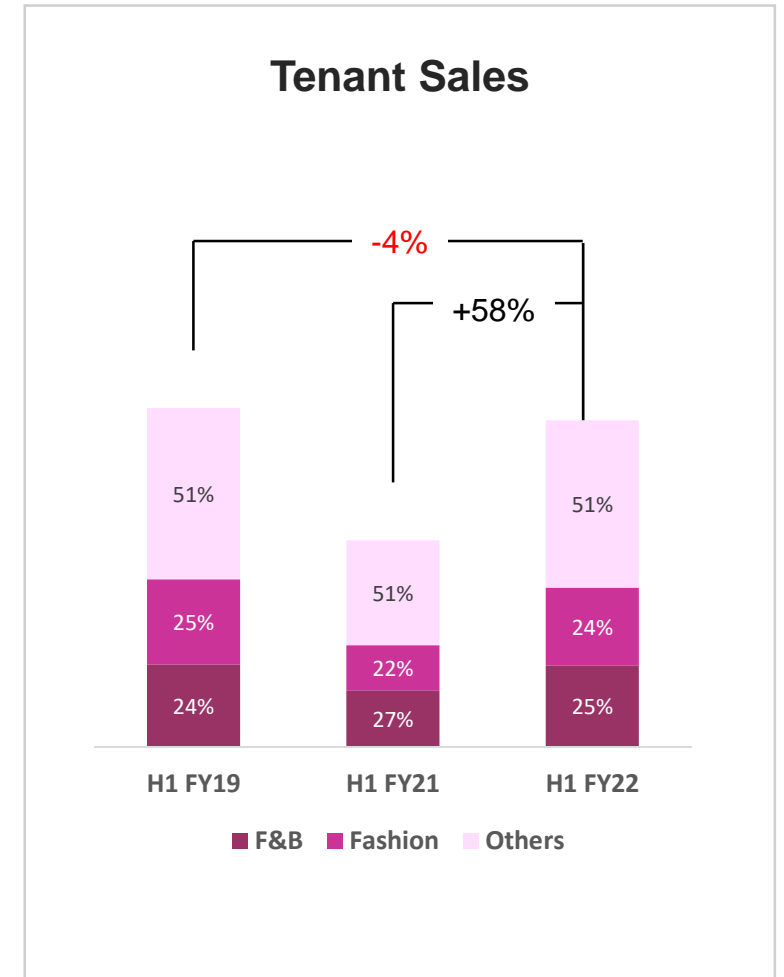
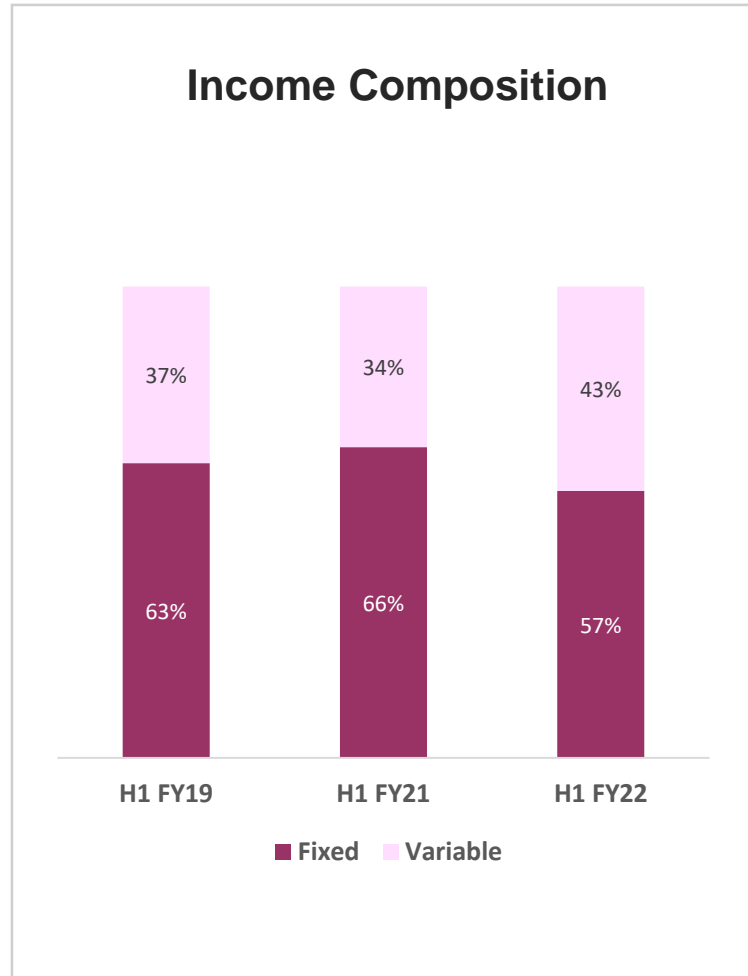
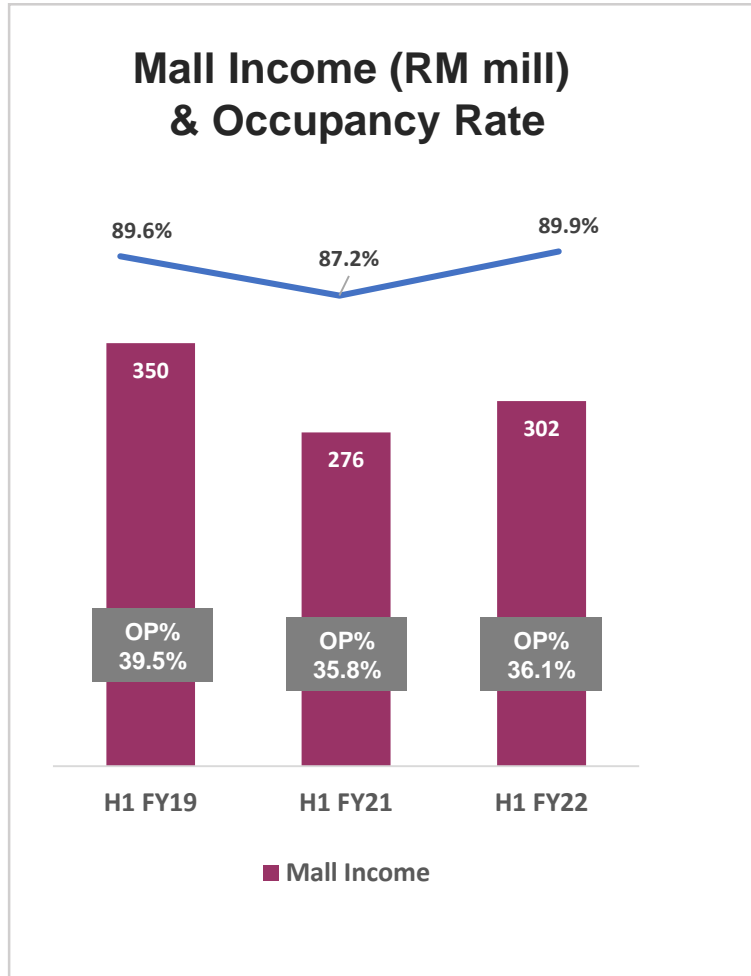


- We saw consistent growth from our Malay stores:-
 - Sales contribution from Malay stores increased from 15% in H1 FY19 to 18% in H1 FY22;
 - In terms of profitability contribution, Malay stores grew by 12% in H1 FY22 vs H1 FY19, pre-pandemic.



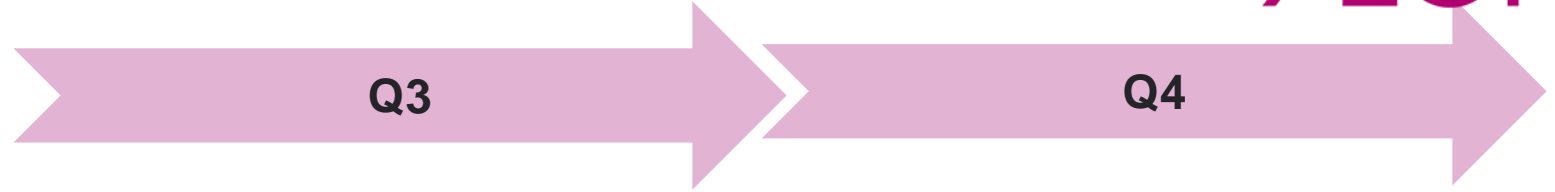
- Following the relaxation of travelling restrictions and re-opening of international borders, sales improved across all regions vs LY

③ H1 FY2022 Business Performance : Snapshot of Property Management



- Mall income improved by 9% against H1 FY21 attributed to higher occupancy rate at 89.9% vs 87.2% 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 58% in H1 FY22 vs H1 FY21 with F&B & Fashion contributing more than 50% to total Tenant Sales

④ Outlook H2 FY2022



1. Branding, Marketing & Communication

- In house brand expansion – TopValu, Inner Casual & Home Coordy
- Mooncake festival
- AEON Merdeka Campaign

- Diwali, Christmas and early CNY sales
- AEON Members' Exclusive – 38th anniversary

- Star rewards programme – extension of Neoflam & new redemption catalogue

2. Value Capture

- Rejuvenation of mall and stores which includes store floor revamp
- Improvement in Mall & Tenant Mix ~ 90% Occupancy
- Digitalisation initiatives – Self-Checkout Terminals

3. Embrace New Retail

my**AEON**2go

- Accelerate customer acquisition & enhance customer experience



i**AEON**

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

4. Sustainability

- Initiatives in the AEON Sustainability Charter to meet goals defined by 5 core pillars via **#AEON Responsible Campaign**

THANK YOU

www.aeonretail.com.my



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