

# 3rd Quarter FY2022 Results AEON Co (M) Bhd

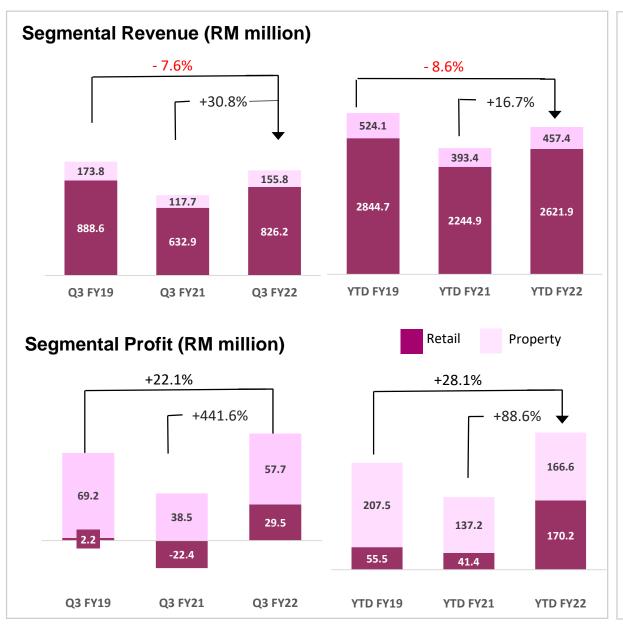
**24 November 2022** 

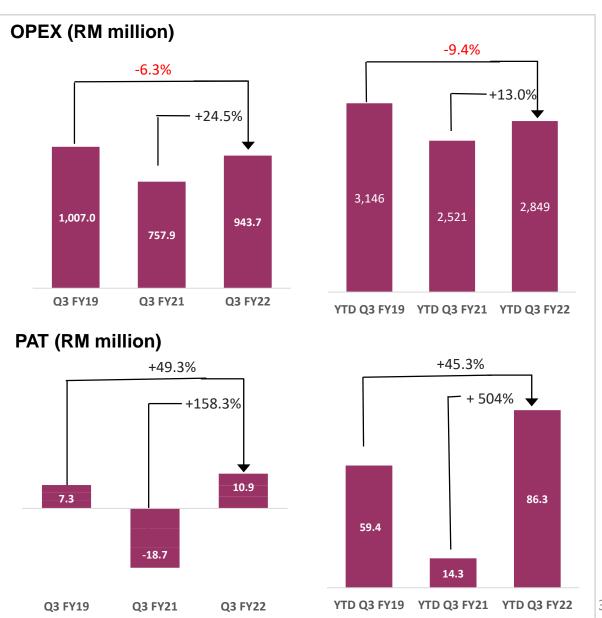
**Dr Grace Lee, Chief Financial Officer** 

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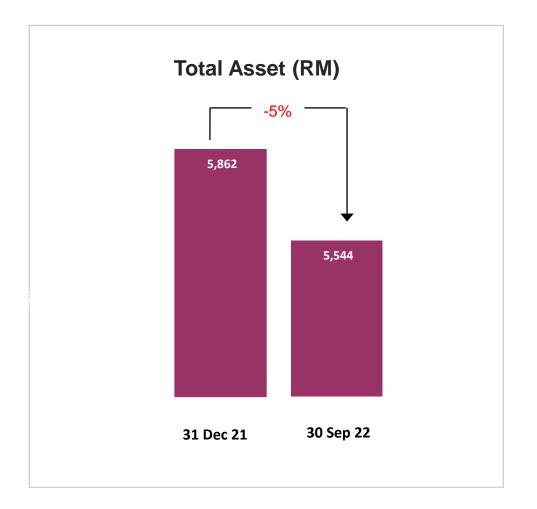
## Financial Highlights – Revenue and Profit improved vs LY driven by recovery of Softline & Hardline sales coupled with GP margin improvement as business recovers

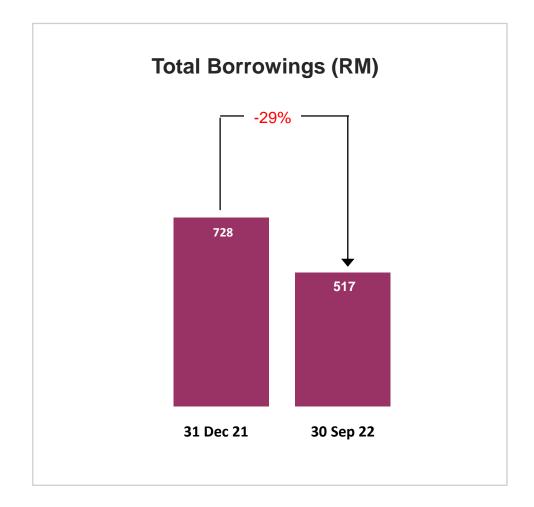




## (1)

## YTD 3Q FY2022 Financial Performance: Balance Sheet as at 30 Sep 2022

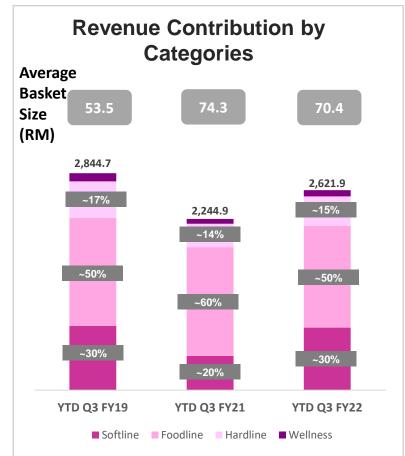




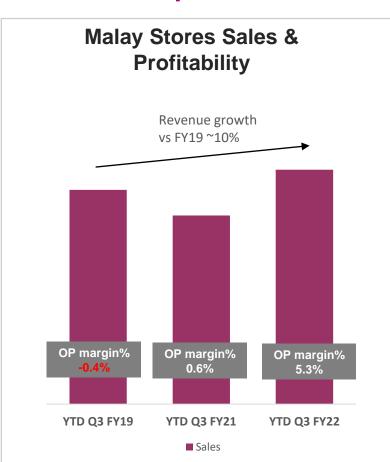
- Slight reduction in total assets mainly due to depreciation coupled with lower new investments during pandemic years.
- Borrowings have reduced by 29% as we generated sufficient operating cash to fund the working capital.



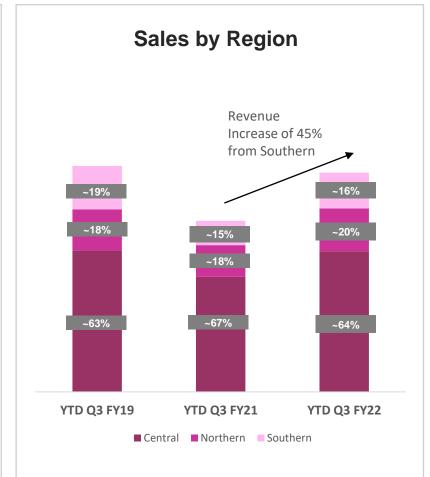
#### YTD Q3 FY22 Business Performance: Snapshot of Retail



- Revenue increased contributed by Softline & Hardline driven by CNY and HRY festive due to pent-up spending after 2 years of lockdown.
- Average basket size has increased since FY19 as we focused on driving return sales but has since stabilised to hover around RM70.



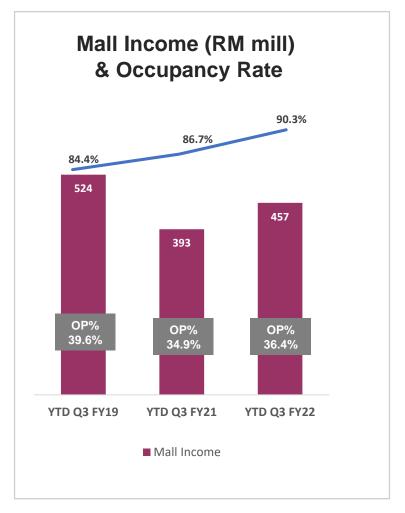
- · Consistent growth from our Malay stores:-
  - ➤ Sales contribution from Malay stores increased from 15% in YTD Q3 FY19 to 18% in YTD FY22:
  - Profitability has improved due to initiatives implemented from Aeon's strategy in personalization and understanding the needs of our customers.

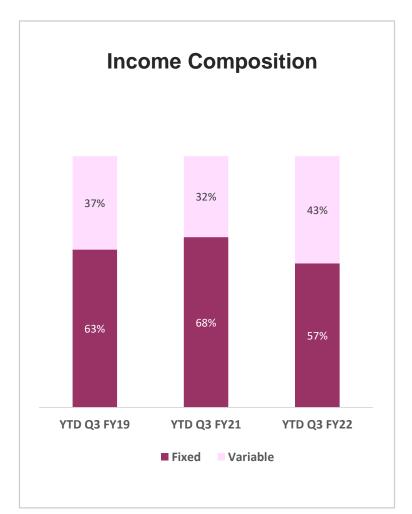


 Following the relaxation of travelling restrictions and re-opening of international borders, sales improved across all regions vs LY

## **(2)**

## YTD Q3 FY2022 Business Performance: Snapshot of Property Management







- Mall income improved by 16.3% against YTD Q3 FY21 attributed to higher occupancy rate at 90.3% vs 86.7% and higher sales commission as a result of recovery in tenant sales.
- Tenant sales increased by 87% in YTD Q3 FY22 vs YTD Q3 FY21 with F&B & Fashion contributing more than 50% to total Tenant Sales





#### Q4 FY2022

1. Branding, Marketing & Communication

- In house brand expansion TopValu, Inner Casual & Home Coordy
- Festive events Diwali, Christmas shopping destination, World Cup parties and early CNY sales
- 38th Anniversary Celebration: AEON Members' Exclusive with "A-Day" for 6 selected malls
- Extension of **Star Rewards programme** to 31 Oct and new redemption catalogue to include Carl Schmidt Sohn glassware
- Sayap Bagimu drama episodes

2. Value Capture

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

3. Embrace New Retail

## my**AEON**2go

 Accelerate customer acquisition & enhance customer experience



## **iAEON**

No of downloads: ~290k

• Active users : ~50k

4. Sustainability

- Initiatives in the AEON Sustainability Charter to meet goals defined by 5 core pillars via #AEON Responsible Campaign
  - ChargEV
  - Solar panel installation in all Aeon malls

FY2022 and beyond













**Encompass Sustainability** 



**Existing Core** Business





**Embrace New Transformation** 







**Engage &** Strengthen Customer Loyalty



Enrich Merchandising **Assortments** 





## **THANK YOU**

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