



3rd Quarter FY2022 Results

AEON Co (M) Bhd

24 November 2022

Dr Grace Lee, Chief Financial Officer

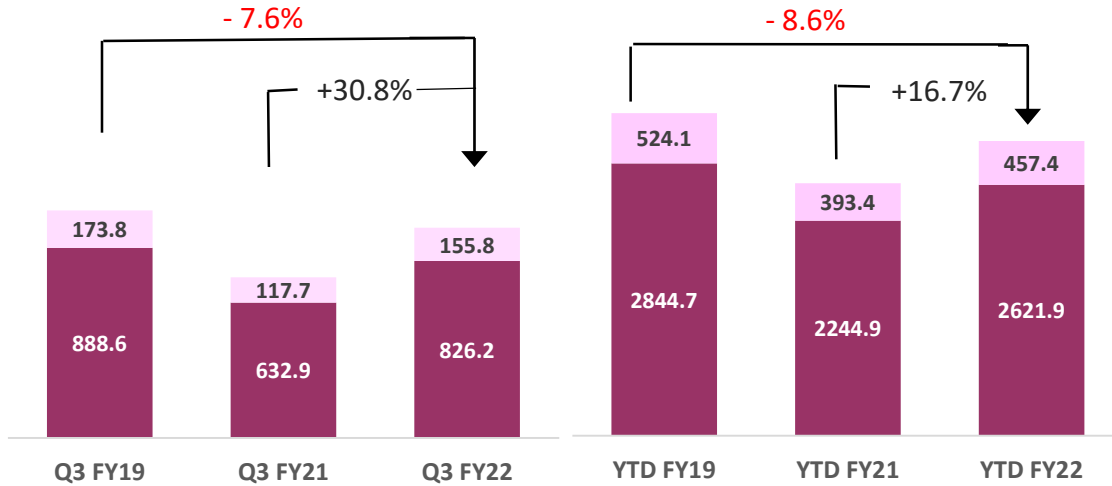


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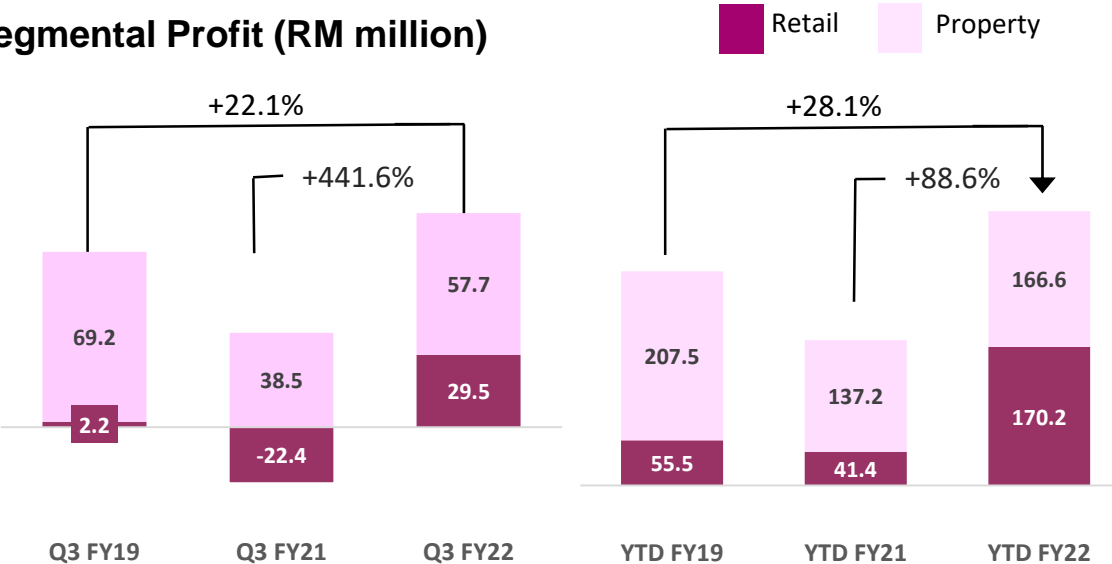
1. 3Q FY22 Financial Performance : Overview
2. 3Q FY22 Business Performance :
Retail & Property Management
3. Outlook for Q4 FY2022
4. FY2022 and beyond

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

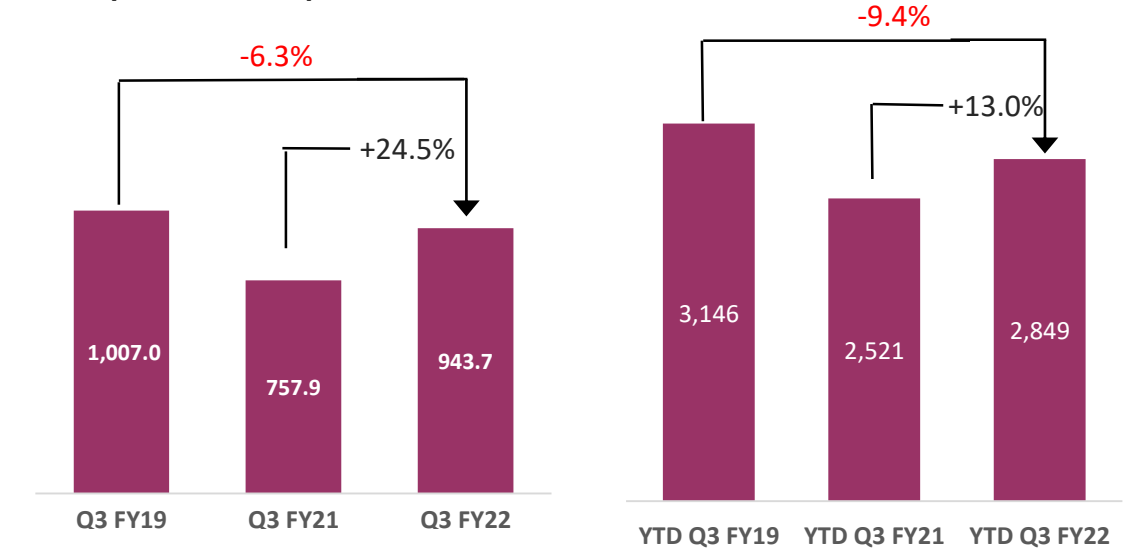
Segmental Revenue (RM million)



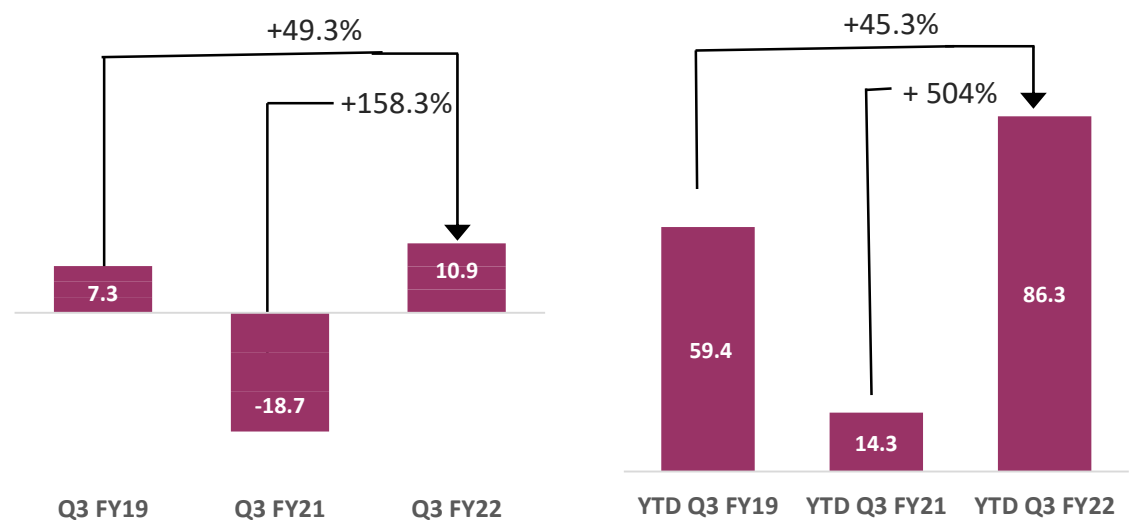
Segmental Profit (RM million)



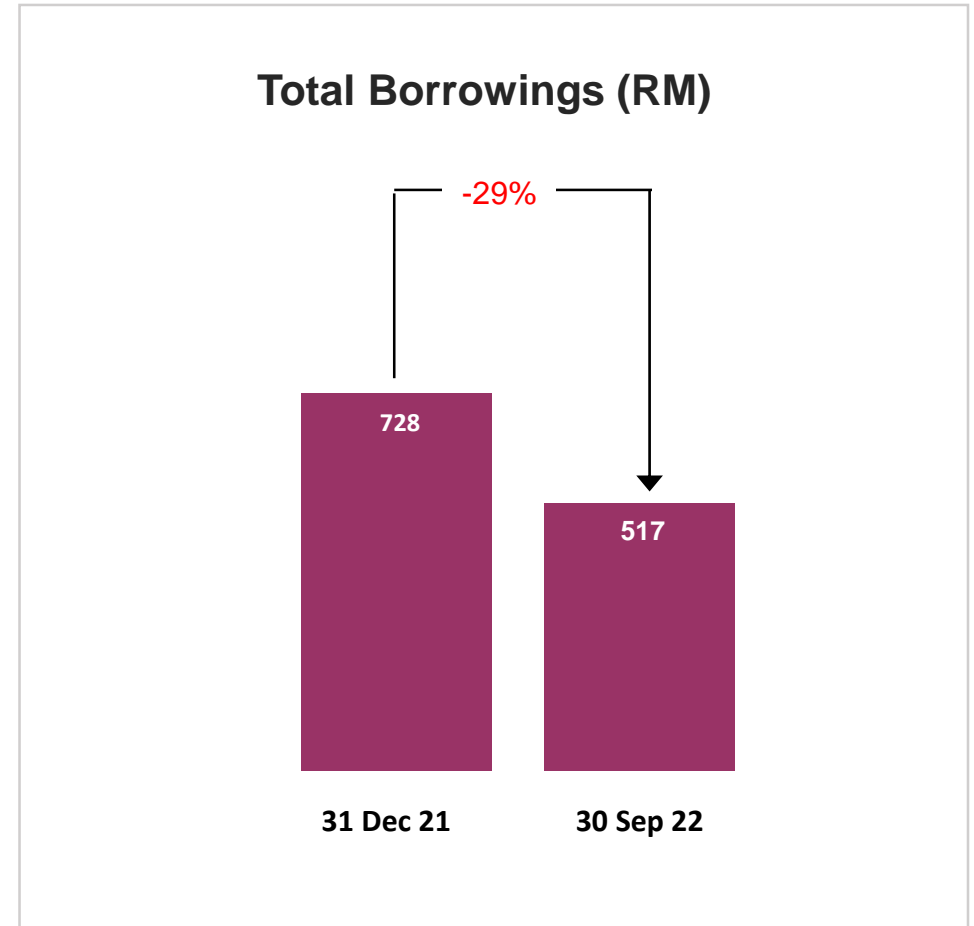
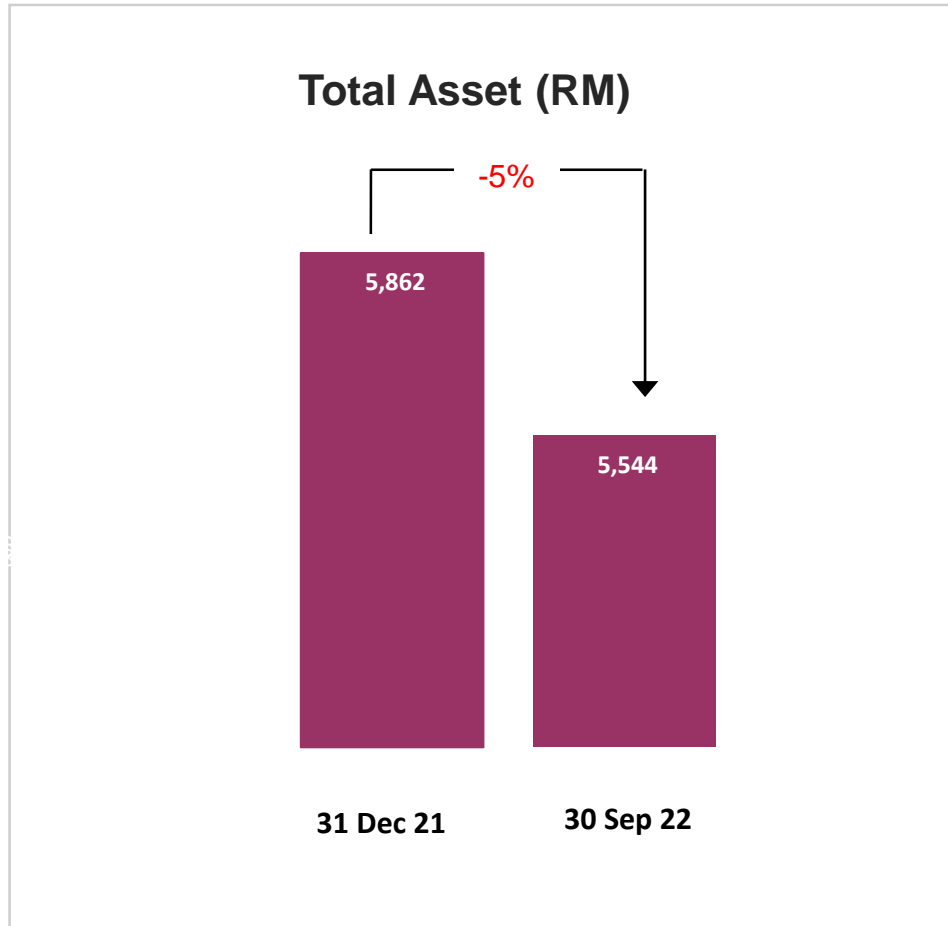
OPEX (RM million)



PAT (RM million)

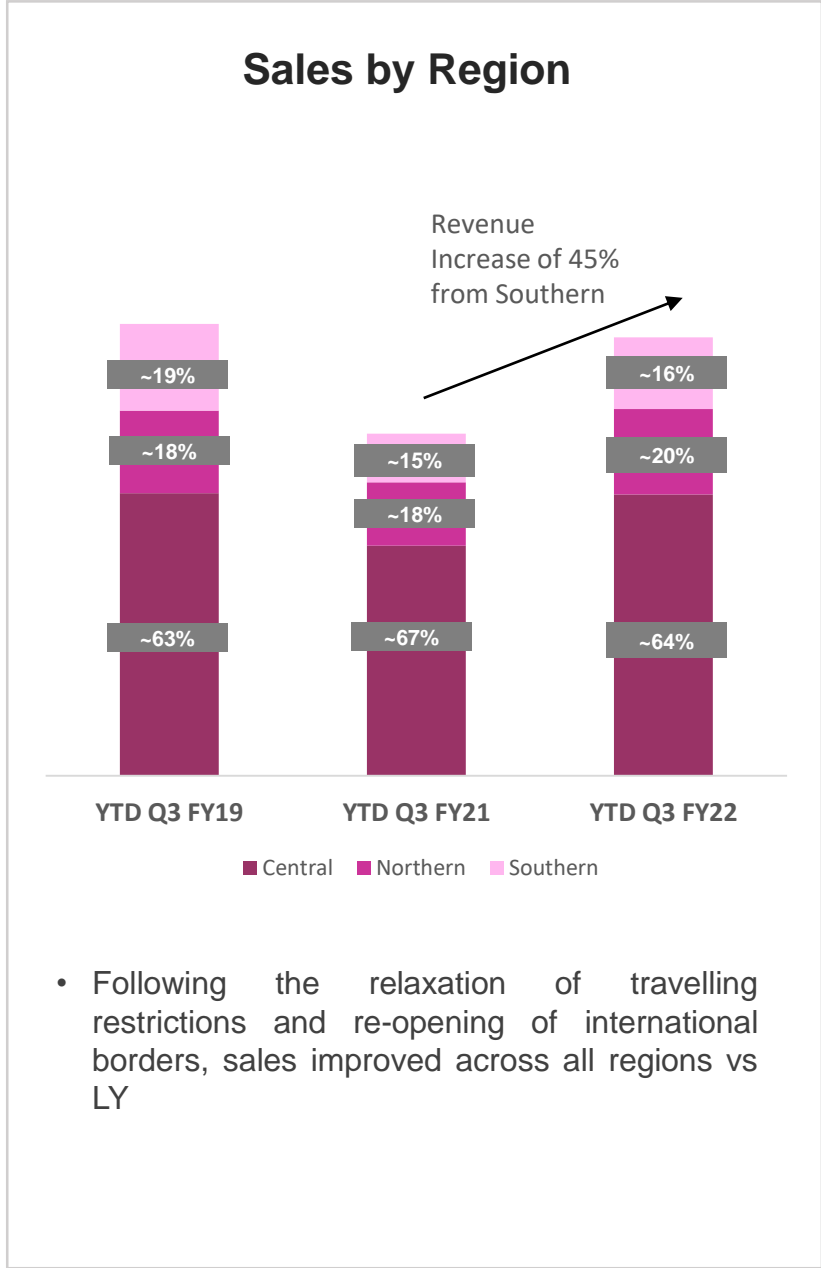
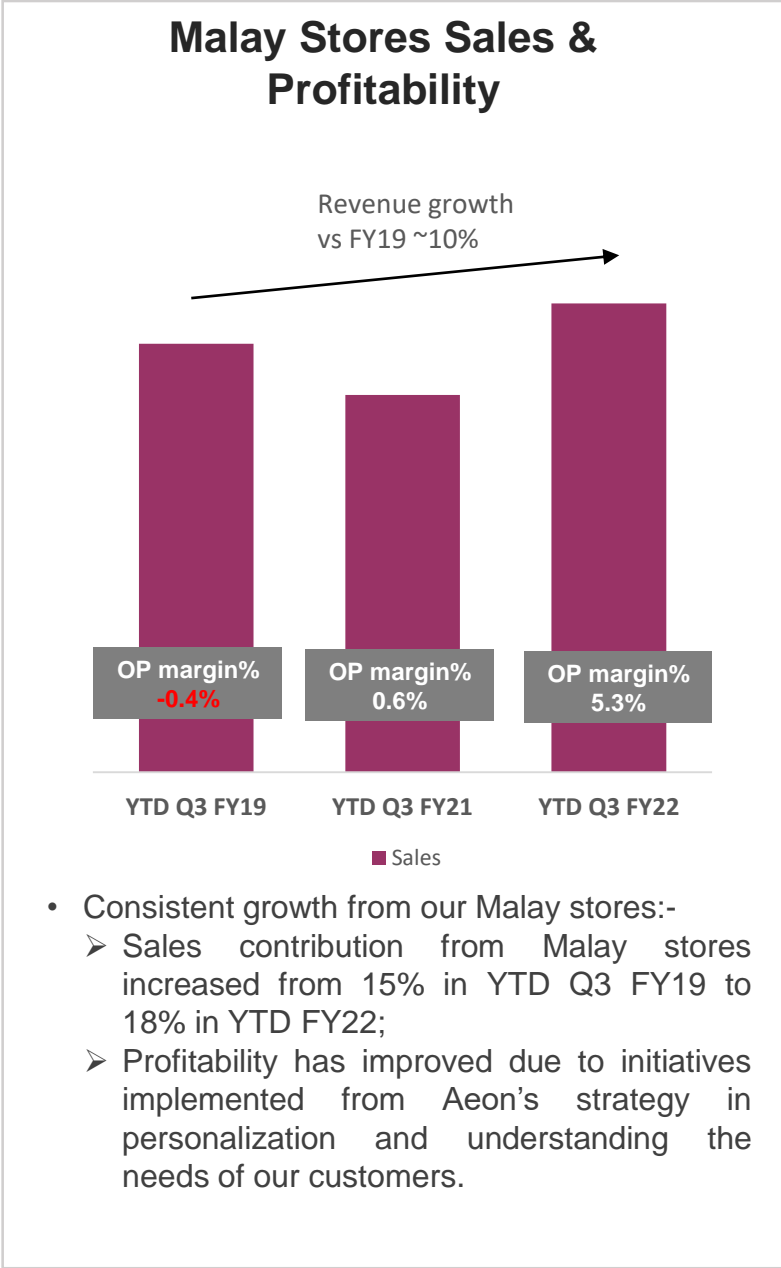
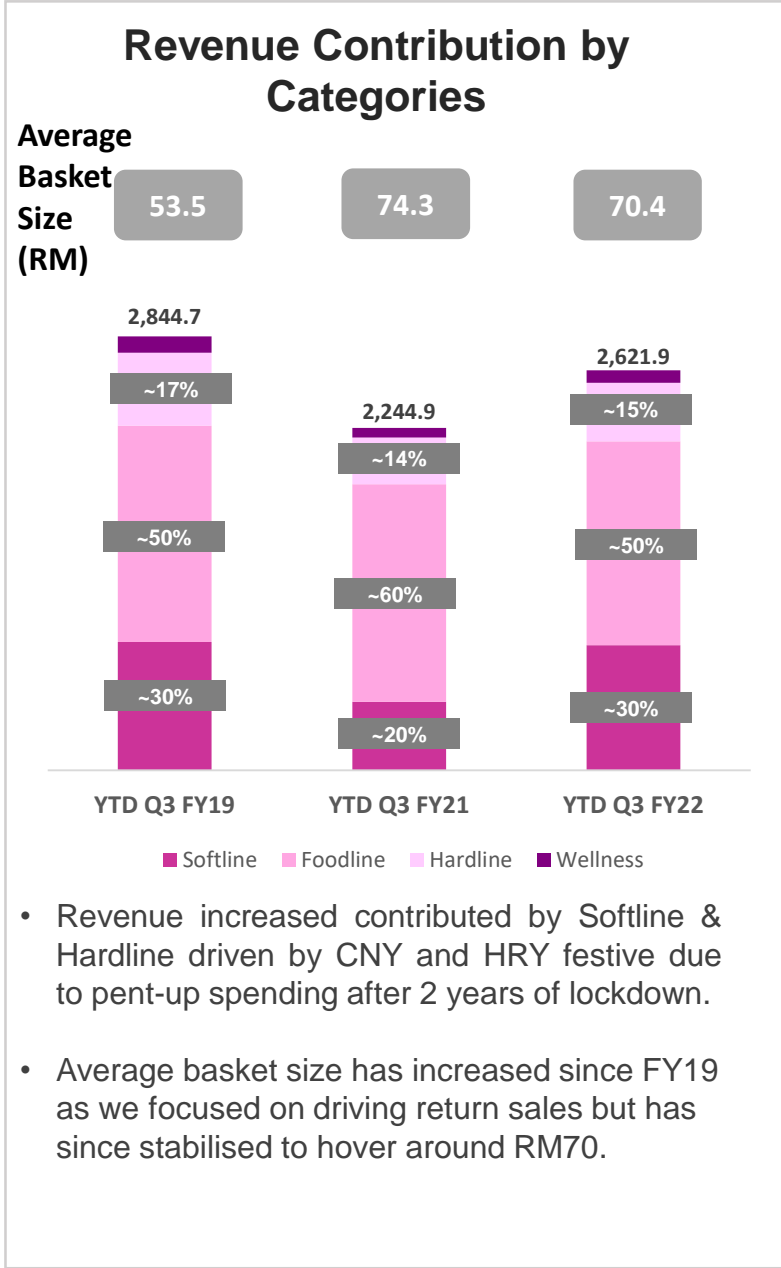


① YTD 3Q FY2022 Financial Performance: Balance Sheet as at 30 Sep 2022

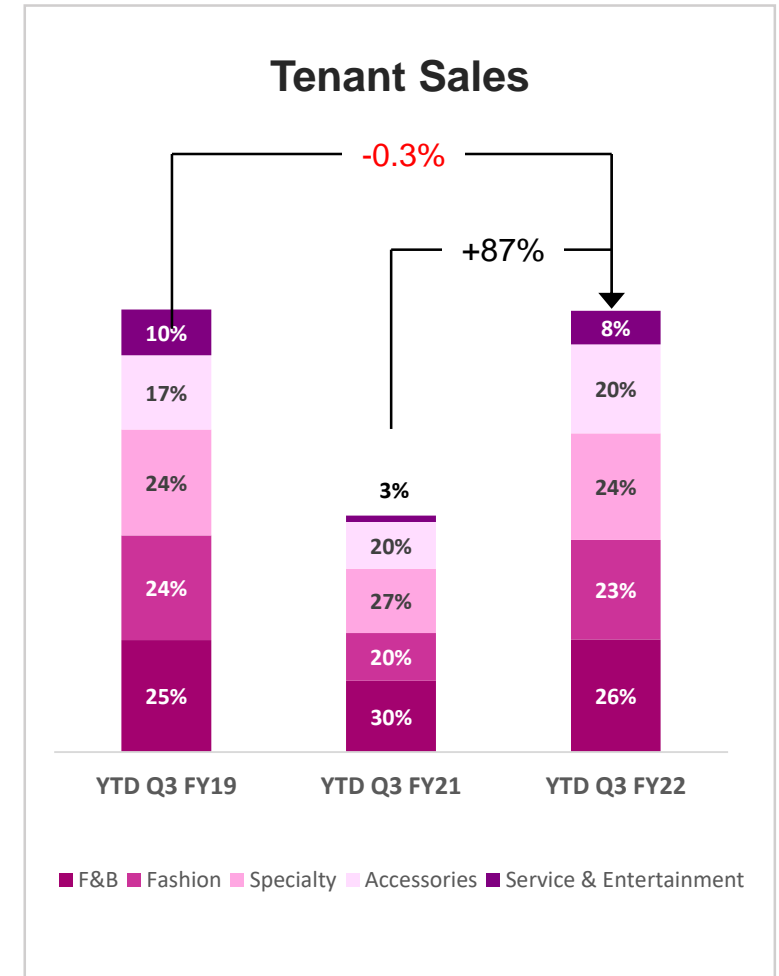
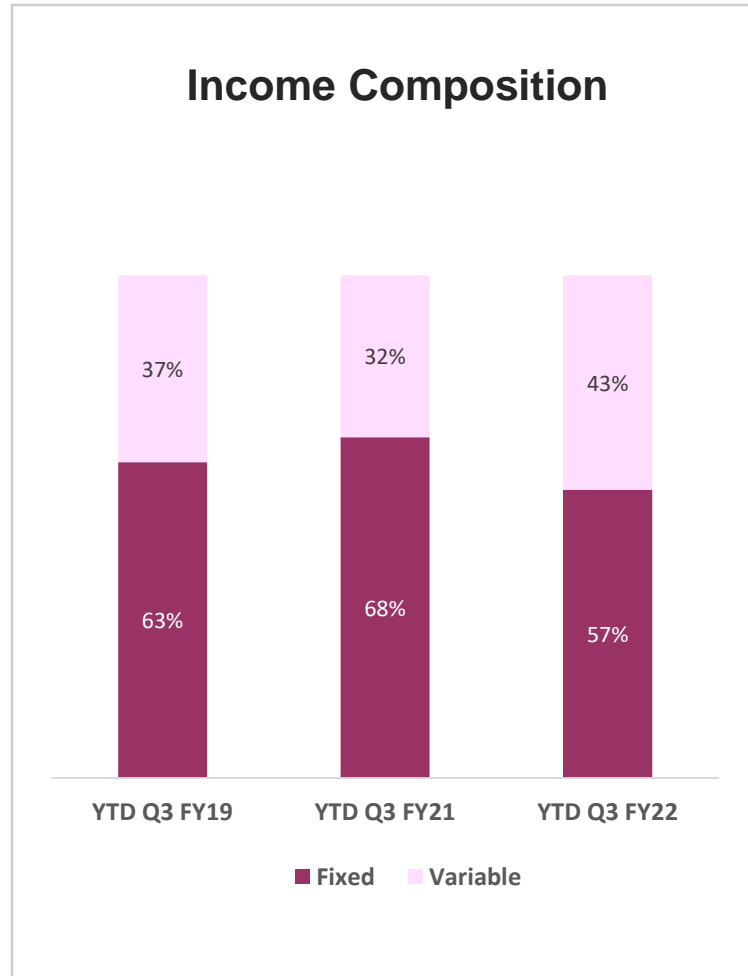
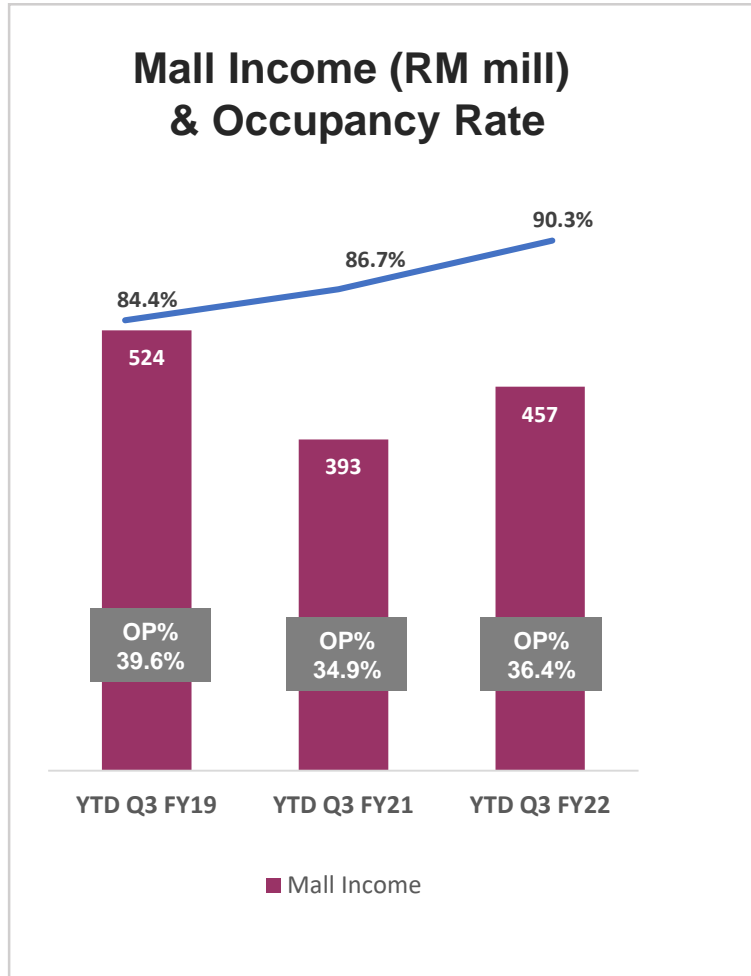


- Slight reduction in total assets mainly due to depreciation coupled with lower new investments during pandemic years.
- Borrowings have reduced by 29% as we generated sufficient operating cash to fund the working capital.

② YTD Q3 FY22 Business Performance: Snapshot of Retail



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

③ Outlook for 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



i**AEON**

- 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

④ FY2022 and beyond



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THANK YOU

www.aeonretail.com.my



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