



AEON CO. (M) BHD

3rd Quarter FY2023 Results

24 November 2023



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① Key Financial Highlights

Financial Performance

	Q3 FY2023 (RM million)	YTD FY2023 (RM million)
Revenue	955.9 ▼ 3% Q3 FY22: 982.0	3,095.7 ▲ 1% YTD FY22: 3,079.3
Profit before Tax	28.9 ▲ 55% PBT Margin @ 3.0% Q3 FY22: 18.7 PBT Margin @ 1.9%	140.1 ▼ 16% PBT Margin @ 4.5% YTD FY22: 165.8 PBT Margin @ 5.4%
Profit after Tax	13.8 ▲ 27% PAT Margin @ 1.4% Q3 FY22: 10.9 PAT Margin @ 1.1%	82.2 ▼ 5% PAT Margin @ 2.7% YTD FY22: 86.3 PAT Margin @ 2.8%

Financial Position as at 30 September 2023

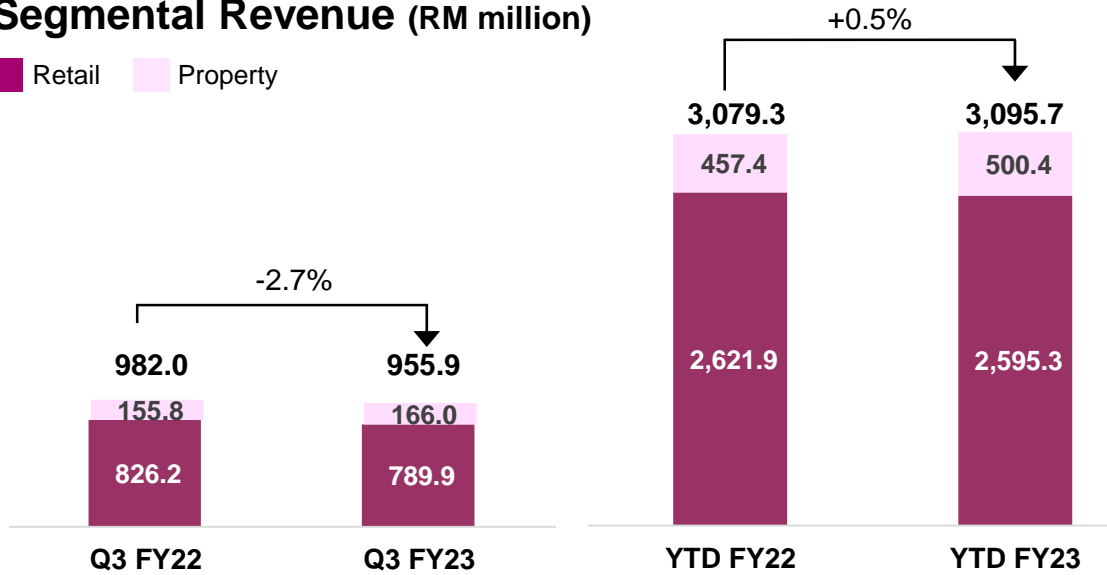
	Q3 FY2023 (RM million)
Net Assets	1,831.2 ▲ 1% As at Dec 2022: 1,807.0
Total Borrowings	639.4* ▲ 28% As at Dec 2022: 497.8

* Total borrowings increased in Q3 FY2023 as Islamic Medium Term Notes ("IMTN") totaling RM370m was raised for the purpose of refinancing an existing iMTN due in July and November 2023. On 10 November 2023, the Company has repaid the iMTN amounting RM200m maturing on the same date.

① Segmental Financial Performance

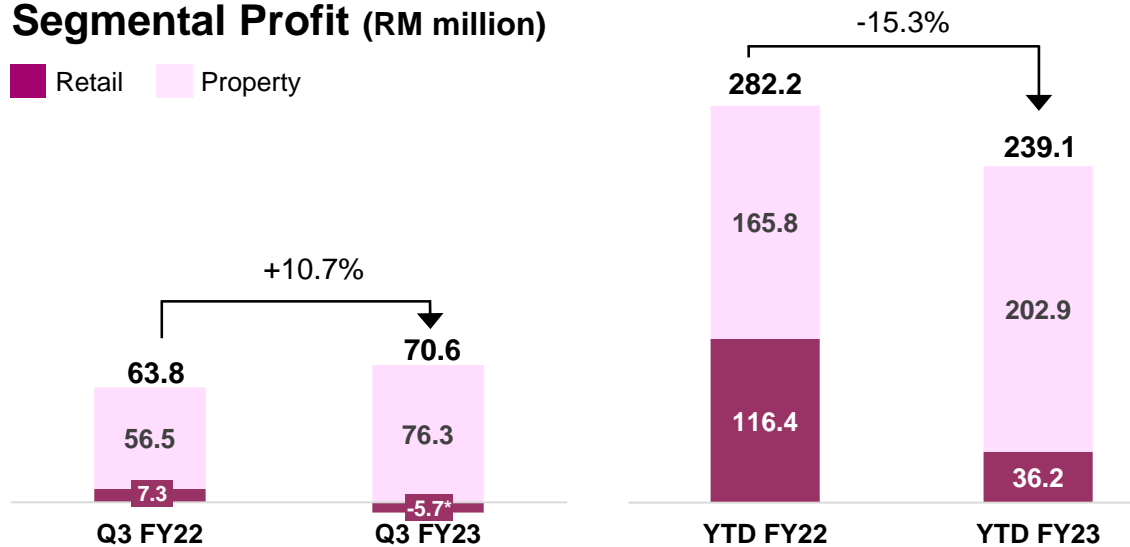
Segmental Revenue (RM million)

■ Retail ■ Property

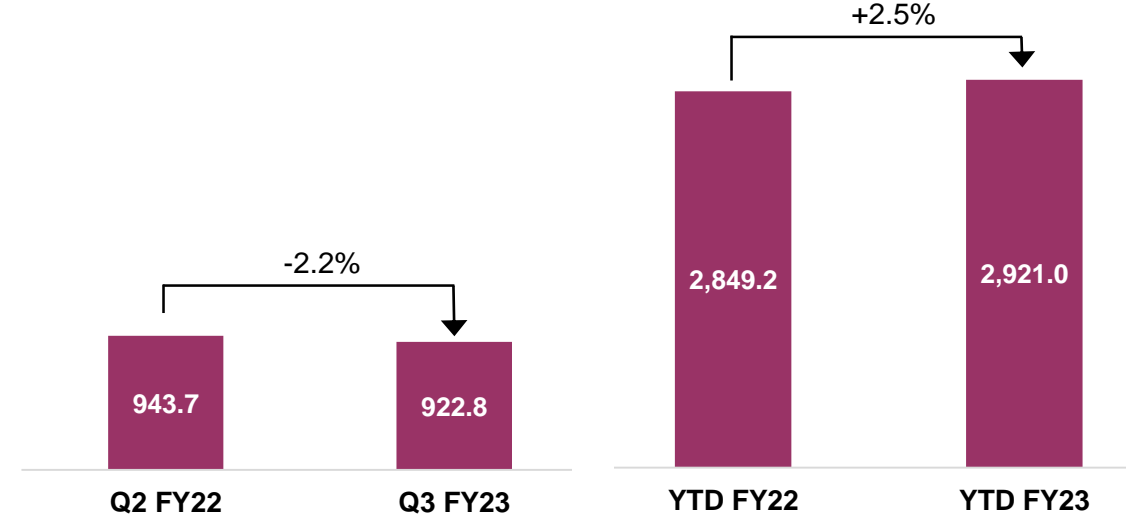


Segmental Profit (RM million)

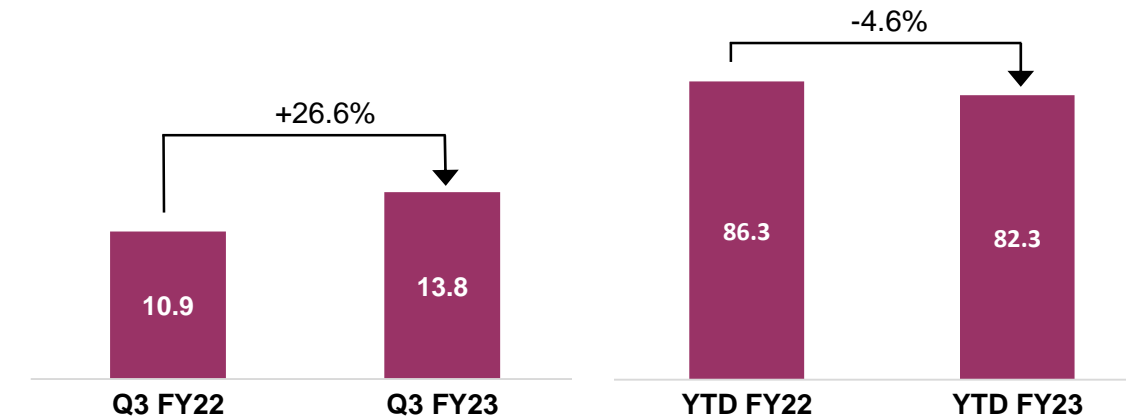
■ Retail ■ Property



OPEX (RM million)



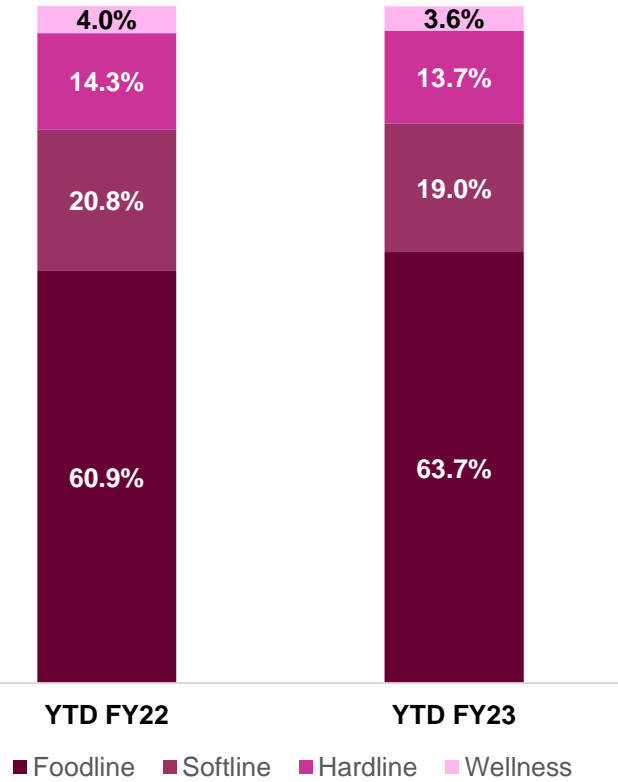
PAT (RM million)



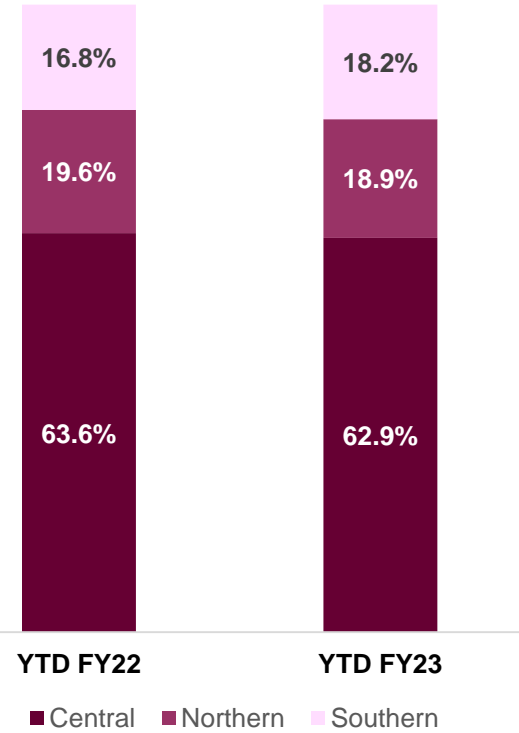
* Retail segment profit turned negative in Q3 FY23 due to lower revenue contribution from the partial closure of AEON Melaka and AEON Cheras Selatan stores undergoing rejuvenation

② Business Highlights: Retail

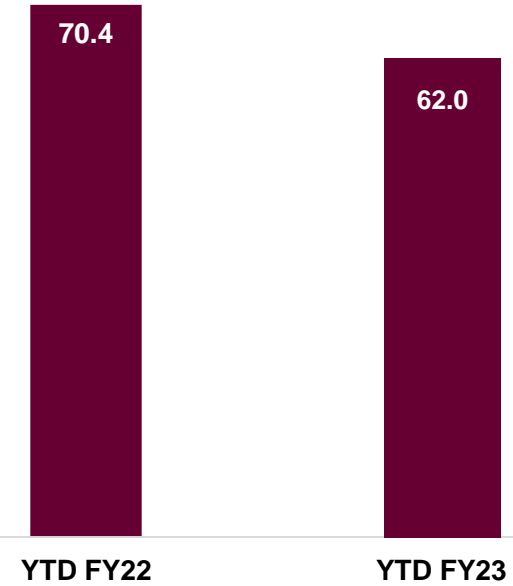
Revenue Contribution
(by Categories)



Revenue Contribution
(by Region)

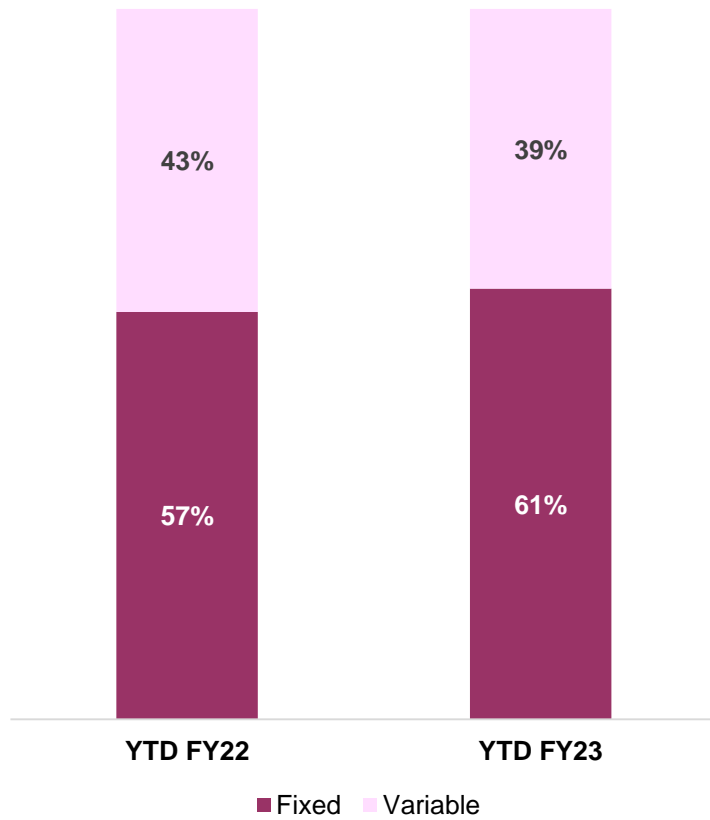


Average Basket Size
(RM)

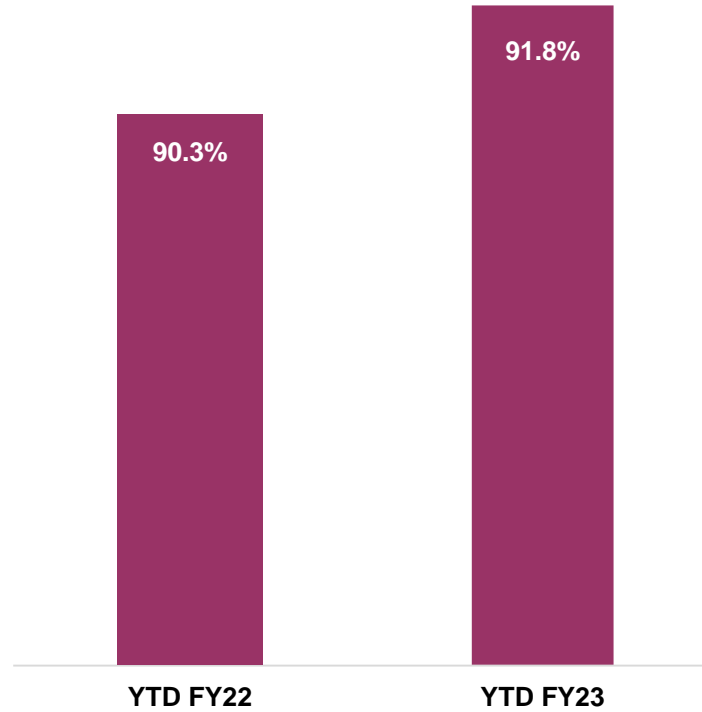


② Business Highlights: Property Management Services

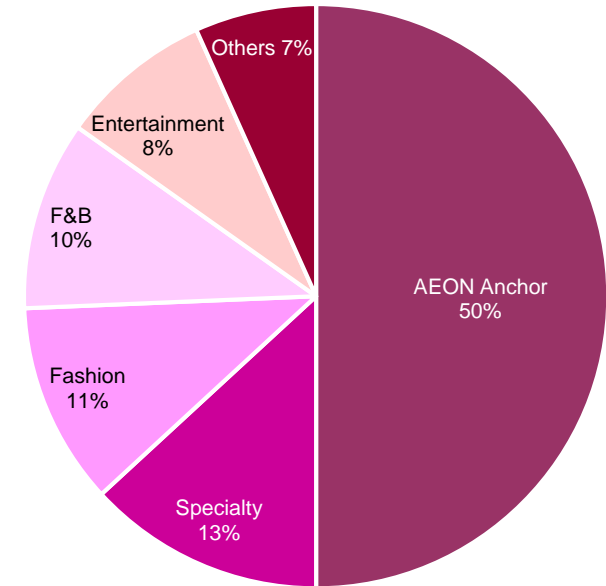
Income Composition



Occupancy Rate



Tenant Mix - YTD FY23 (by NLA)



3 Customer Engagement Initiatives



Mid-Autumn Festival at IOI City Mall, Putrajaya
 Setting a new Malaysia Book of Records for the largest selection of mooncakes being offered at AEON IOI City Mall featuring a variety of over 200 mooncakes



AEON Members Day
 Driving footfall to AEON Malls and Stores across Malaysia with AEON Members Day



Reopening of AEON Melaka Mall
 Ushering customers back to our new and refreshed AEON Melaka Ayer Keroh Mall starting 1 November 2023

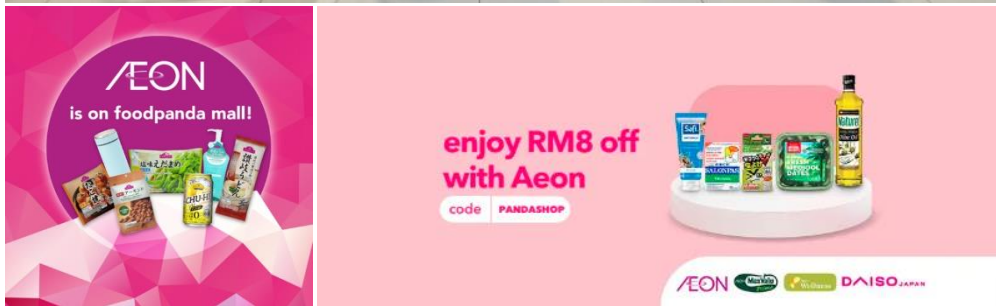


Variety of Deals to Engage Online and Offline Shoppers

Engaging physical shoppers with great in-store promotions while attracting online customers with exclusive deals through myAEON2go app

③ Customer Engagement Initiatives

Partnerships & Collaborations



AEON x foodpanda

Expanding customer reach by enabling Malaysians to purchase AEON products on the foodpanda app

Special Events and Promotions



Drawing crowd to AEON Malls with specially-curated events and attractive bargains

④ Enhancements

New Maxvalu @ Sunway Velocity



Upgrading of AEON Delicatessen and La Boheme Mall Rejuvenation – AEON Melaka and Cheras Selatan



AEON Melaka Mall Ayeh Keroh
Reopened on 1 Nov 2023



AEON Cheras Selatan
Expected to reopen in December 2023

④ Future Development Plans

Expanding our footprint in Malaysia with more stores coming

AEON Malls



28

AEON Malls

1 planned for FY25/26

AEON Stores



34

AEON Stores

1 addition in FY23
1 planned for FY24

Specialty Stores



103

Specialty Stores

3 additions YTD in FY23
More to come...

Expanding cinema fleet



18

Cinemas

More to come...

5 Commitment Towards Sustainable Practices



ZERO Plastic Bag Pledge

AEON pledged to stop chargeable single-use plastics in all our Stores* nationwide effective 1st January 2023



Greener Malls

Incorporated sustainable initiatives including solar panel, EV charging stations and ticketless parking systems in our newly refurbished AEON Melaka Ayer Keroh Mall as well as progressively installing solar PV panels across AEON Malls



Recycling Campaigns

Rallying Malaysians to recycle plastics bottles by rewarding them with cashbacks and complimentary beverage in collaboration with Coca-Cola Malaysia and Trash4Can



Encouraging consumers to Reuse and Refill

TopValu detergent refill stations encourages consumers to reuse and refill their used detergent bottles to reduce plastic waste while enjoying better value on household cleaning products



AEON Malaysia Japan Friendship Forest Programme

Planted 30,000 trees in Bidor, Perak since 2014, including 12,000 trees this year in collaboration with Forest Research Institute Malaysia (FRIM)

⑤ Commitment Towards Sustainable Practices

Progressively installing more Solar PV panels across AEON Malls



5 Ongoing Sustainability Initiatives

Adopting Renewable Energy Sources and Conscious Energy Usage

- Installation of Solar PV panels across AEON Malls
- Install EV charging stations across AEON Malls
- Increase energy efficiency through various initiatives and energy management system

Caring for Our Environment

- Expand Zero Plastic Bags initiative to other operations including fresh produce, perishable items, bakery and more
- Encourage consumers to Reuse and Refill used detergent bottles with TopValu detergent refill stations
- Broaden recycling campaigns across AEON Malls
- Explore integrated waste management system as part of circular economy initiative

Championing Diversity

- 4 out of 11 Board members are women, an equivalent of 36% of board representation

Fostering Sustainable Business Partnerships

- Sustainable supply chain program

Enhancing ESG Disclosures

- Improve ESG disclosures based on FTSE4Good Bursa Malaysia assessments
- Provide up-to-date ESG disclosures via our Annual Report, Quarterly Reports, corporate websites and relevant channels



THANK YOU

www.aeonretail.com.my



SUSTAINABLE DEVELOPMENT GOALS