



*Creating Smiles,  
Connecting Hearts*  
with AEON Malaysia

# **AEON CO. (M) BHD.**

## **3<sup>rd</sup> Quarter FY2024 Results**

**21 November 2024**

# Disclaimer

This presentation contains certain forward-looking statements with respect to the business strategy, business plans, operational and financial condition of AEON CO. (M) BHD. ("AEON"). This presentation is prepared by AEON and all rights of authorship in relation to this presentation shall belong to AEON and any information and/or materials contained therein shall not be reproduced or distributed without AEON's prior written consent.

This presentation is prepared according to the information and/or materials made available to us at the time of preparation, in which the same are not independently verified and intended for reference only. The content therein should be read with a degree of caution as it may be subject to risks, uncertainties and other factors beyond AEON's control and could cause actual results to differ materially from the projections stipulated in this presentation, whether implicit or explicit. AEON does not warrant and/or undertake any liability for the accuracy or completeness of the information and/or materials provided therein and assume no obligation or responsibility to update the said presentation in the event there is any new information.

This presentation does not constitute an offer or invitation to sell, or any solicitation of any offer to subscribe or purchase any securities or guarantee any future performance and nothing contained herein shall form the basis for any contract or commitment whatsoever. Any reference to the information and/or materials contained therein shall be made based on your own risks and sole discretion deemed fit, whereby AEON bears no responsibility reason whatsoever for any loss, damage, costs or expenses that may arise out of or in connection with this presentation including but not limited to any investments made based on any of the projections contained in this presentation



## Contents

1. **Key Financial Highlights**
2. **Business Highlights**
3. **Customer Engagement Initiatives**
4. **Expanding our Footprint in Malaysia**
5. **Development Plans**
6. **ESG**

# 1. Key Financial Highlights

## Financial Performance



### Revenue

Q3 FY2024

**RM1,003.0m** ↑ 5% YoY

Q3 FY2023

RM955.9m

YTD FY2024

**RM3,191.3m** ↑ 3% YoY

YTD FY2023

RM3,095.7m



### Profit Before Tax

Q3 FY2024

**RM25.9m** ↓ 10% YoY

Margin: 2.6%

Q3 FY2023

RM28.9m | Margin: 3.0%

YTD FY2024

**RM166.2m** ↑ 19% YoY

Margin: 5.2%

YTD FY2023

RM140.1m | Margin: 4.5%



### Profit After Tax

Q3 FY2024

**RM18.8m** ↑ 36% YoY

Margin: 1.9%

Q3 FY2023

RM13.8m | Margin: 1.4%

YTD FY2024

**RM104.0m** ↑ 27% YoY

Margin: 3.2%

YTD FY2023

RM82.2m | Margin: 2.7%

## Financial Position



### Net Assets

As at 30 Sept 2024

**RM1,919.9m** ↑ 3% YoY

As at Dec 2023

RM1,858.9m



### Borrowings

As at 30 Sept 2024

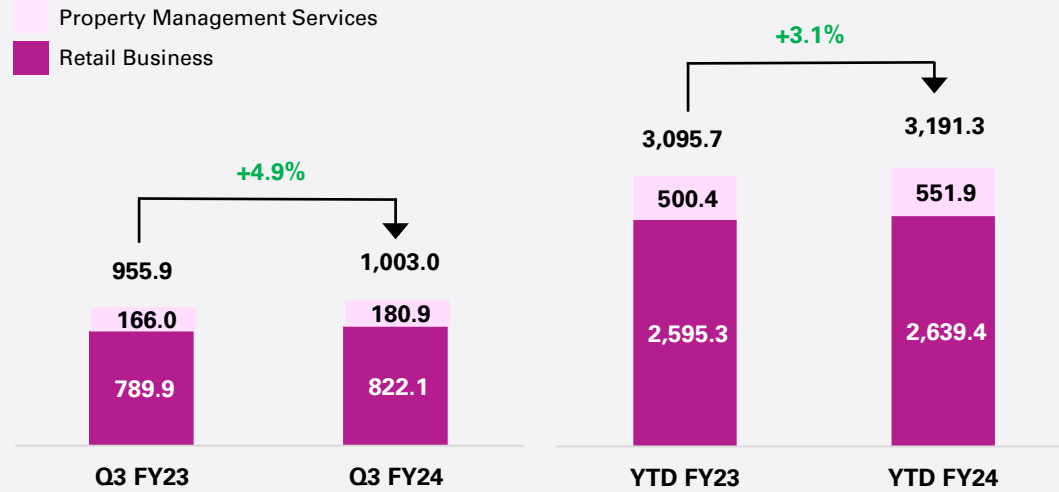
**RM620.0m** ↑ 48% YoY

As at Dec 2023

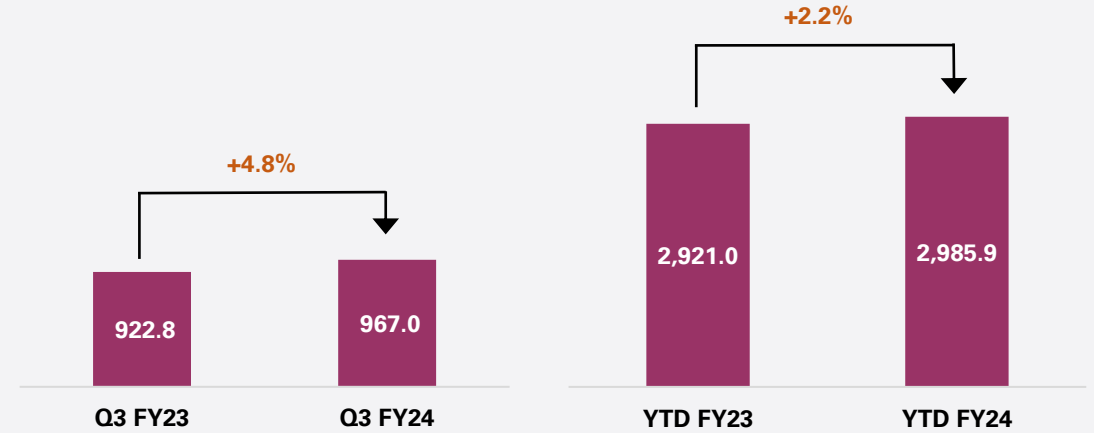
RM420.0m

# 1. Segmental Financial Performance

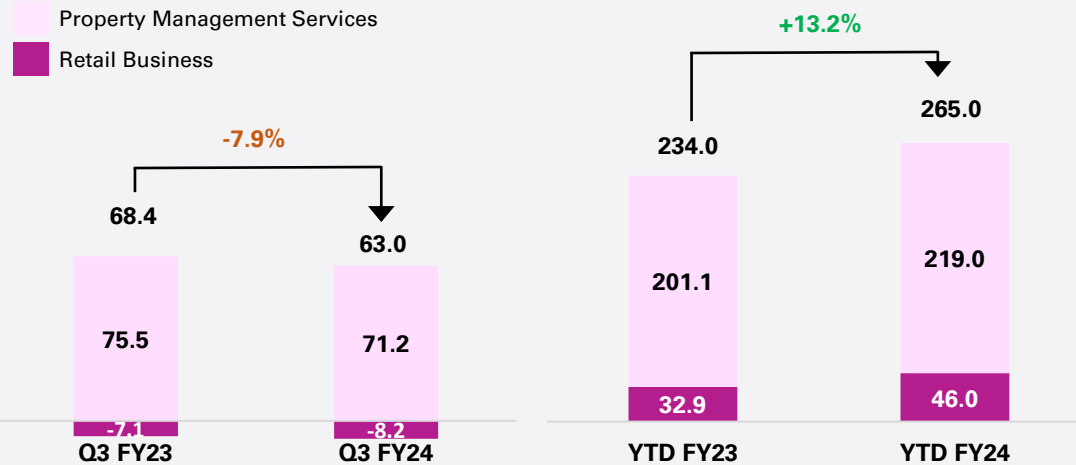
## Segmental Revenue (RM million)



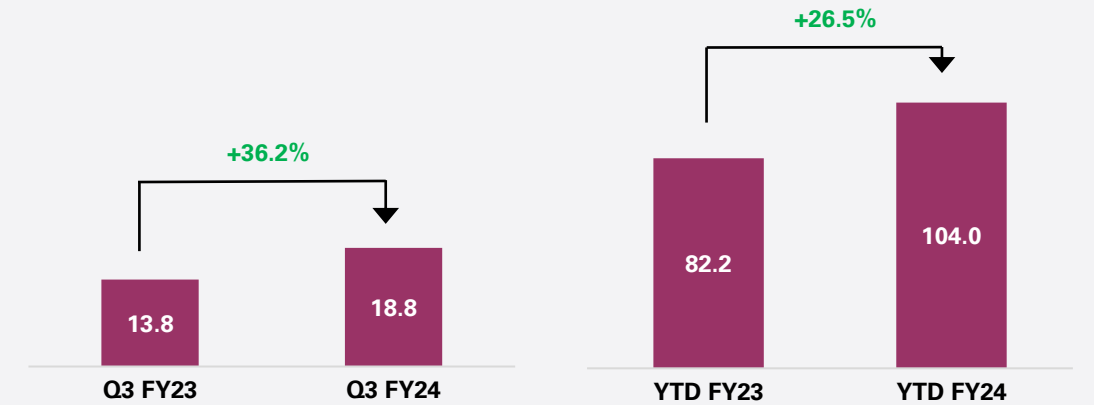
## Operating Expenses (RM million)



## Segmental Profit (RM million)



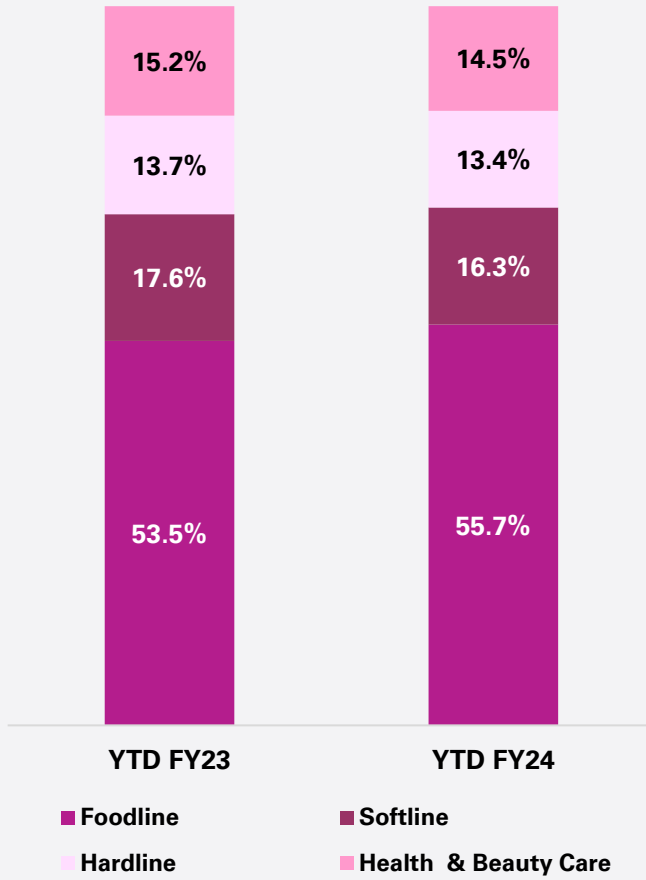
## Profit After Tax (RM million)



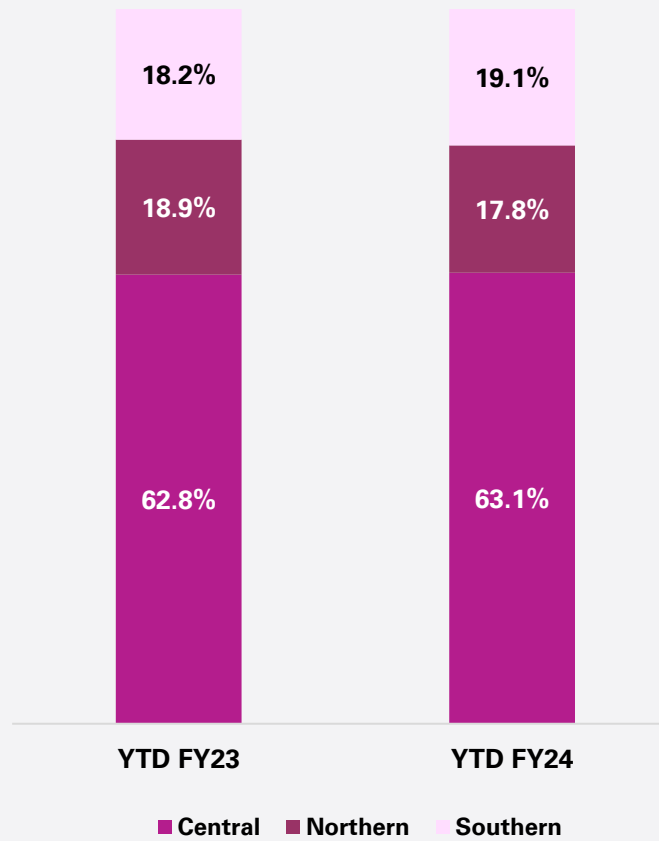
\*As part of the Company's re-alignment of segmental operating result, the comparatives are restated by re-allocating expenses across the segments.

## 2. Business Highlights: Retail Business

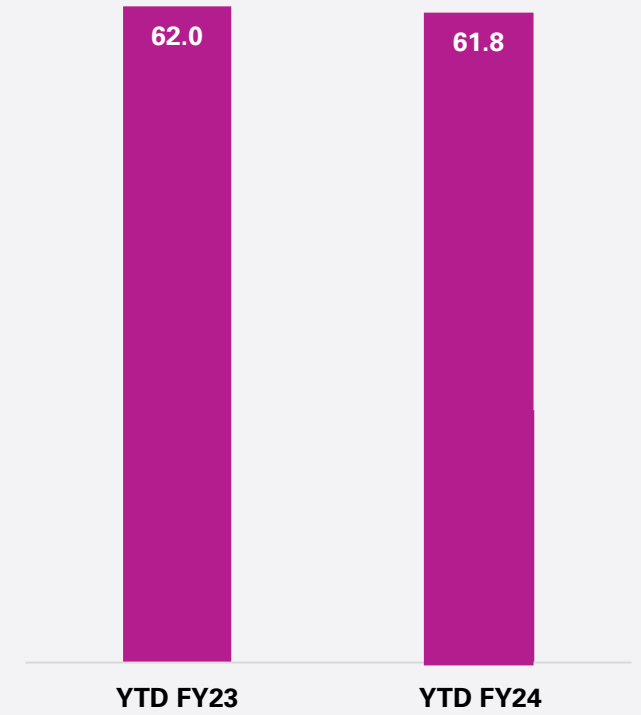
Revenue Contribution (By Categories)



Revenue Contribution (By Region)

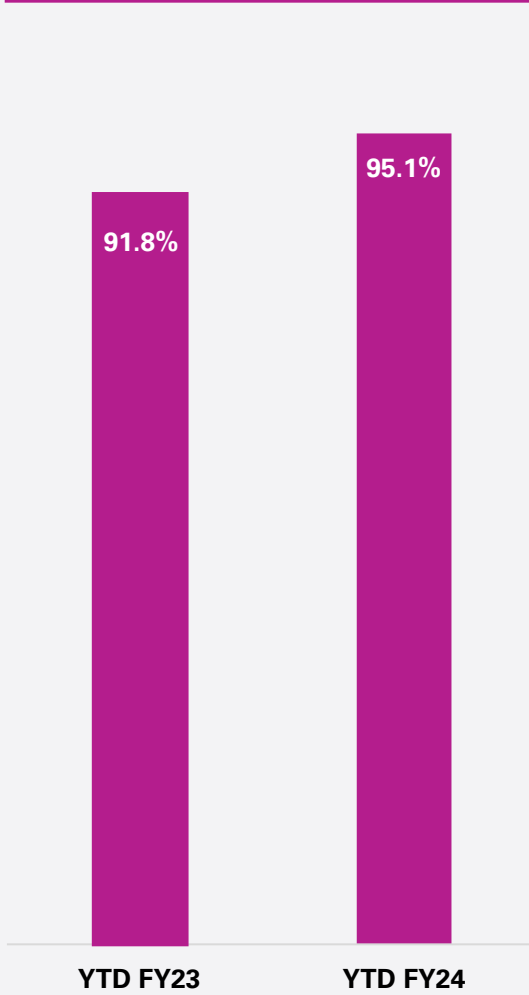


Average Basket Size (RM)



## 2. Business Highlights: Property Management Services

### Occupancy Rate



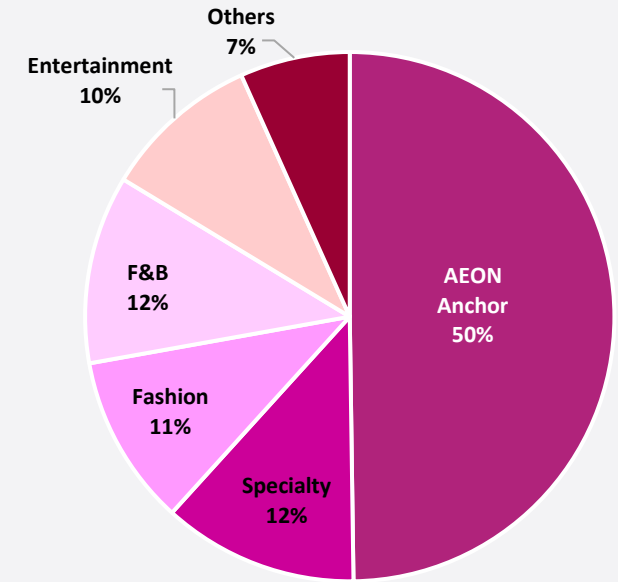
### Tenant Sales



### Car Count



### Tenant Mix (by NLA)



# 3. Customer Engagement: Promotion and Marketing Initiatives

**AEON 40 Years** **AMAZING DEALS 4 DAY** (ADDITIONAL PERKS FOR AEON MEMBERS!)

**28 SEPTEMBER 2024**

Exclusively for AEON Members

**GET RM 10 GMS E-VOUCHER\*** with every RM100 spent in a single receipt storewide

**GET 10000 BONUS POINTS\*** for every RM100 spent in a single receipt when you pay with AEON Member Priv Visa Card, AEON Wallet account or AEON Bank Debit Card!\*\*

**GET RM 5 Reward Voucher** with every RM100 spent in a single receipt on electrical items\*

**10% Cashback** AEON Member Priv / Mastercard

**8% Cashback** AEON Card Visa / Mastercard

**5% Cashback** AEON Card Visa / Mastercard

**FREE DELIVERY** with minimum spend of RM50

**5x AEON Points** at myAEON2go!

\*Terms & conditions apply.

This promotion is available at all AEON stores (Except AEON United Point (Kemping) & Danga Bay (JB)).

**AEON myAEON 2go**

**EVERYDAY FRESH EVERYDAY LOW PRICE**

Now until 31 Oct 2024

\*T&C Apply

**AEON 40 Years** **AEON Malaysia** **AEON myAEON 2go**

**THURSDAY is better than Friday**

AEON MEMBERS SPECIAL

31 Oct 2024

This promotion is only available at selected AEON stores. Terms & Conditions apply.

**Pay with AEON MEMBER Plus Visa Card or AEON Wallet**

**TO ENJOY 3X AEON POINTS + 5% CASH BACK**

\*Terms and conditions apply.

**AEON 40 Years** **AEON Malaysia**

**HAPPY DEEPAVALI**

**3 Days Special**

28 UNTIL 30 OCTOBER 2024

This promotion only available at selected AEON stores.

**AEON 40 Years** **AEON Malaysia**

**Travel Better 2024**

16 October - 29 December 2024

**LET'S GO TO JAPAN**

In partnership with **AEON Bank**

**1x A TRIP TO JAPAN FOR 2 PAX (worth RM22,000)**

\*Terms and conditions apply.

**AEON MALL** **AEON Malaysia**

**Win-A-Cruise Trip**

On The Genting Dream

**THURSDAY is better than Friday**

5 Sept - 26 Dec 2024

Makanan Halal Disediakan

**AEON 40 Years** **AEON Malaysia**

**MONTHLY DREAM CAR GIVEAWAY**

19 August - 1 Dec 2024

**Mitsubishi X-PANDER** 19 Aug - 8 Sept 2024

**Audi Q8 e-tron** 9 Sept - 6 Oct 2024

**PROTON X50 Flagship** 7 Oct - 3 Nov 2024

**smart #1** 4 Nov - 1 Dec 2024

**Consolation Prize X 40 Winners Each Month**

\*Terms and conditions apply.

**AEON 40 Years** **AEON Malaysia**

**Black Friday**

UP TO 70% OFF

29 Nov - 1 Dec 2024

**GET RM 10 GMS E-VOUCHER\*** with every RM100 spent in a single receipt storewide

Exclusive for AEON Members

\*Terms and conditions apply.



### 3. Customer Engagement: Gearing Up for Upcoming Festivities



## 4. Expanding Our Footprint in Malaysia

### AEON Malls



**28**

AEON Malls

1 planned for FY25

### AEON Stores



**35**

AEON Stores

1 addition in FY24  
1 planned for FY25

### Specialty Stores



**117**

Specialty Stores

8 additions YTD FY24  
More to come...

# 5. Development Plans: Store Re-openings

Presenting a whole new and refreshed shopping experience for customers



# 5. Development Plans: Store Re-openings

Presenting a whole new and refreshed shopping experience for customers



# 5. Development Plans: New Food & Lifestyle Zone at AEON Tebrau City





**TEBRAU CITY  
FOOD HALL**



**SHABU-YOU**

**KYOCHON 1991**



**THE FOUNDERS  
BAKERY**



**Maruki**



**EATPIZZA**



**O'Brien's**  
IRISH SANDWICH CAFÉ



**Potato  
Corner**



**CINNABON**



**Fish & Fish**



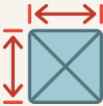
**ROYCE'**




**TOBATSU**  
by AN NAISON

**and more...**


**TSUTAYA  
BOOKSTORE**



**27,000** sq ft



**Comprehensive** selection of books from English, Malay, Chinese, Japanese and more



**Integrated Japanese Café** offering a wide selection of F&B, while creating a serene space for book browsing

# 6. ESG: Sustainability Initiatives & Recognitions in Q3 FY2024



**Launched “Planting Seeds of Growth for Future: Creating Gardens in Schools” Tree Planting Programme**

In conjunction with AEON’s 40th Anniversary celebration, the programme, in collaboration with the Education Ministry (MOE) aims to strengthen AEON’s commitment towards community development and environmental conservation. Under this initiative, AEON will be planting a total of 10,000 saplings across 28 schools nationwide.



**Strengthened our pledge to ‘Say No to Single-Use Plastics’ with Ministry of Housing and Local Government (KPKT)**

Despite AEON having implemented this initiative since January 2023, AEON has recently reaffirmed its commitment towards “saying no single-use plastics” by signing a pledge towards Government’s goal of eliminating single-use plastics nationwide by 2030.

AEON, alongside 15 other retail-chain operators, with a footprint of over 8,000 outlets nationwide has pledged not to provide any single-use plastic bags to customers starting 1 October 2024.



**Gold Award  
Top Sustainability Practices 2023-2024  
Malaysia Shopping Malls Association**



**Waste Management Outstanding Award  
AEON Mall Alpha Angle  
Waste Association Of Malaysia (WMAM)**

# 6. ESG: Progressively Installing More Solar PV Panels Across AEON Malls

AEON Alpha Angle



AEON Bandar Dato Onn



AEON Bukit Mertajam



AEON Ipoh Station 18



AEON Melaka Shopping Centre



AEON Metro Prima



AEON Shah Alam



AEON Taman Maluri



AEON AU2 Setiawangsa



AEON Cheras Selatan

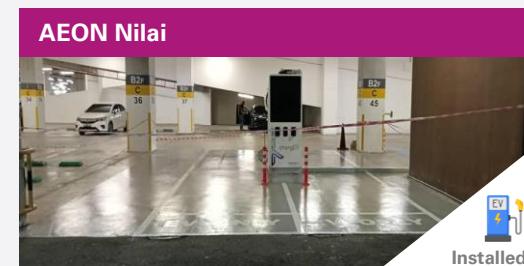
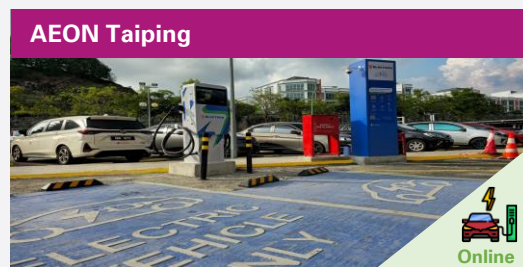


AEON Kulajaya



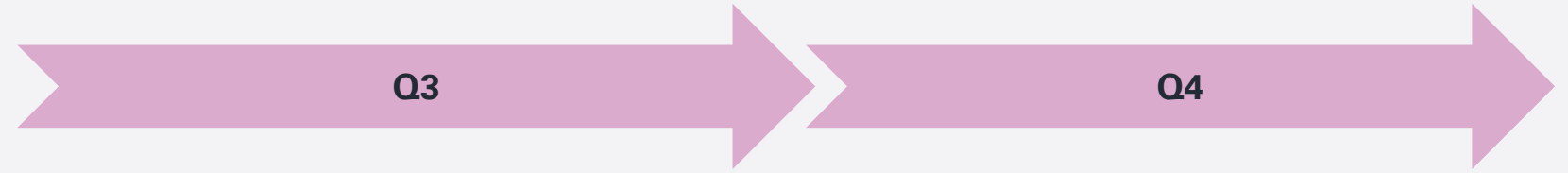
More to come...

# 6. ESG: Activating More EV Charging Stations across AEON Malls





## 6. ESG: Sustainability Initiatives in 2H FY2024



### Energy Efficiency (EE) & Renewable Energy (RE)

- Assess energy efficiency strategy, ensuring a comprehensive approach to energy conservation.
- More solar PV installations across AEON Malls and subscribe to Green Electricity Tariff (GET) to reduce carbon footprint in electricity consumption.

### Sustainable Supply Chain Development Programme

- Develop supplier engagement programme in partnership with Bursa Malaysia and CIMB Bank to support and empower AEON's suppliers to embark on their ESG journey and enhance performance tracking through structured assessments, targeted workshops, and financial incentives

### Embracing Circularity

- Group-wide waste initiatives including Polyethylene Terephthalate (PET) bottles and High-Density Polyethylene (HDEP) containers recycling awareness programme at selected AEON malls in partnership with Coca-Cola, Kao, Hiroyuki Industries, Trash4Cash and KAO.

### Biodiversity Conservation

- "Planting Seeds of Growth for Future: Creating Gardens in Schools" – a tree planting programme across 28 schools surrounding AEON malls nationwide.

### Governance

- Achieve ISO37001 Anti-Bribery Management System certification by the end of 2024.
- Enhance ESG Disclosures based on GRI, FTSE4Good and other sustainability reporting standards.

# THANK YOU

[www.aeonretail.com.my](http://www.aeonretail.com.my)

AEON AEON MALL



myAEON 2go

