



4th Quarter FY2022 Results

AEON Co (M) Bhd

23 February 2023

Dr Grace Lee, Chief Financial Officer

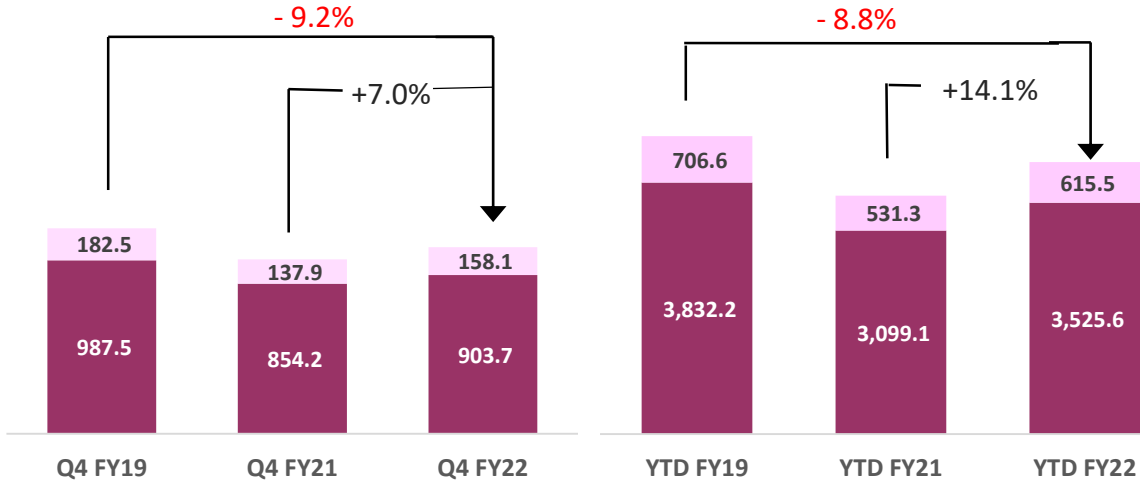


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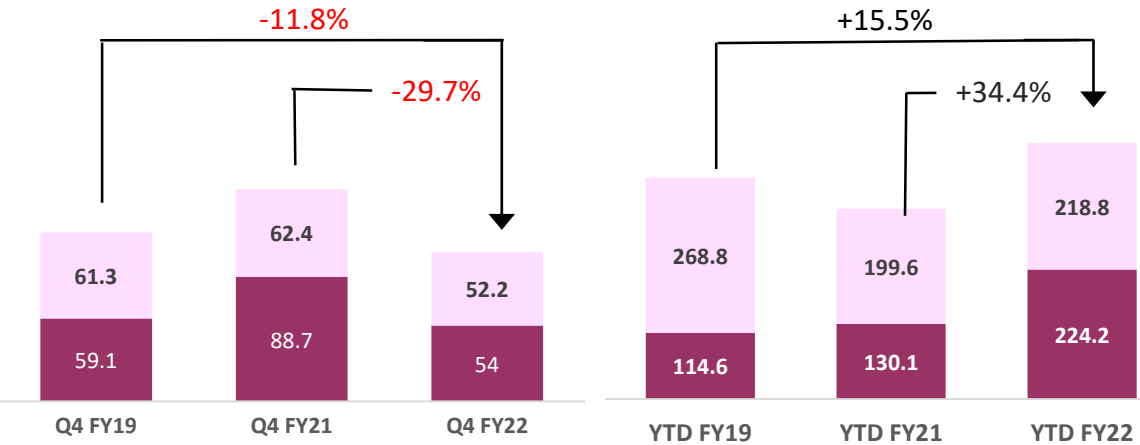
1. Q4 FY22 & FY22 Financial Highlights
2. FY22 Business Performance :
Retail & Property Management
3. FY2022 Initiatives
4. Proposed Final Dividend
5. Outlook for FY2023 & Beyond

1 Financial Highlights – Revenue and Profit improved vs LY driven by recovery of Softline & Hardline sales coupled with improvement in mall income

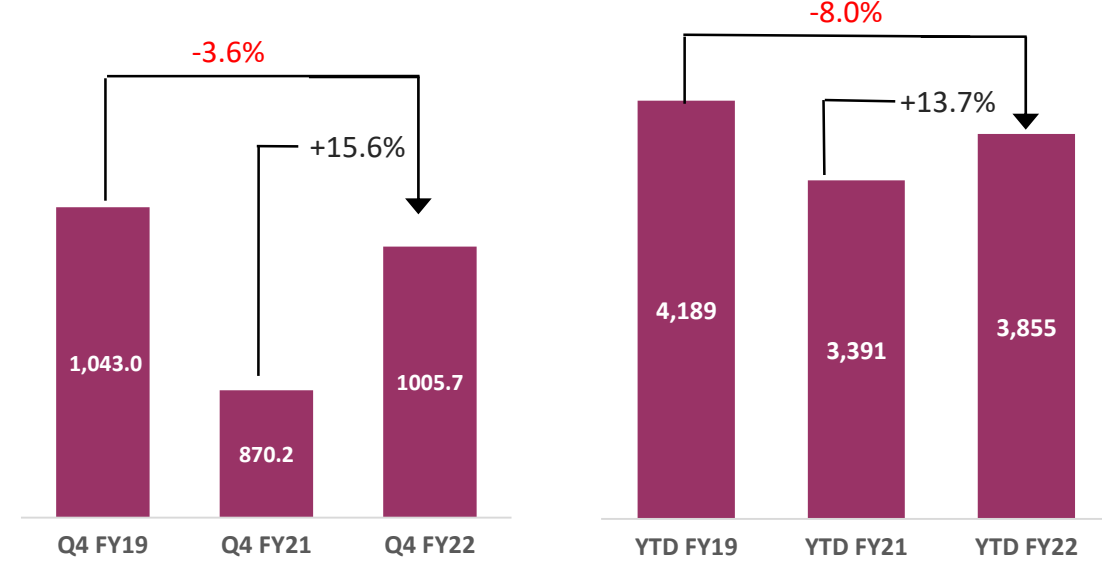
Segmental Revenue (RM million)



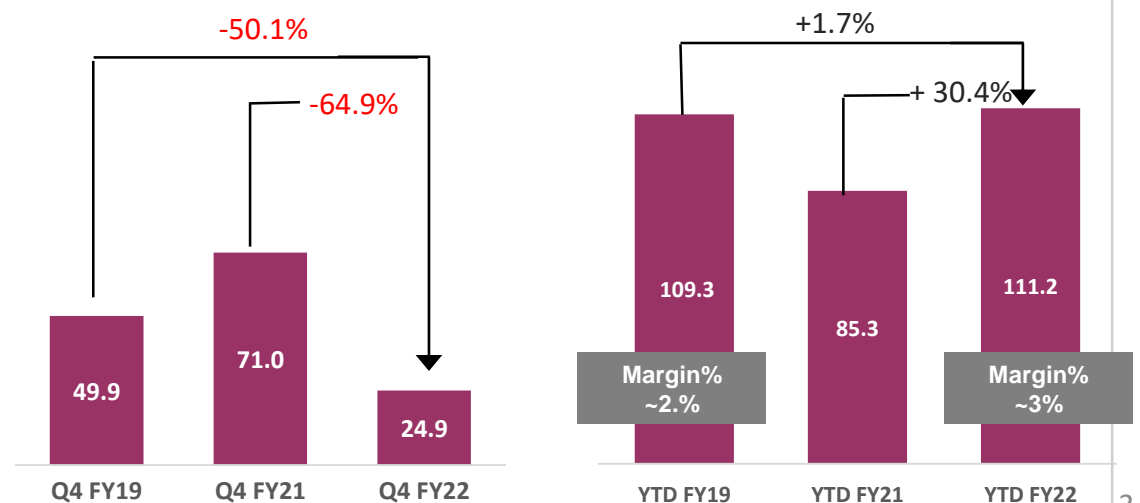
Segmental Profit (RM million)



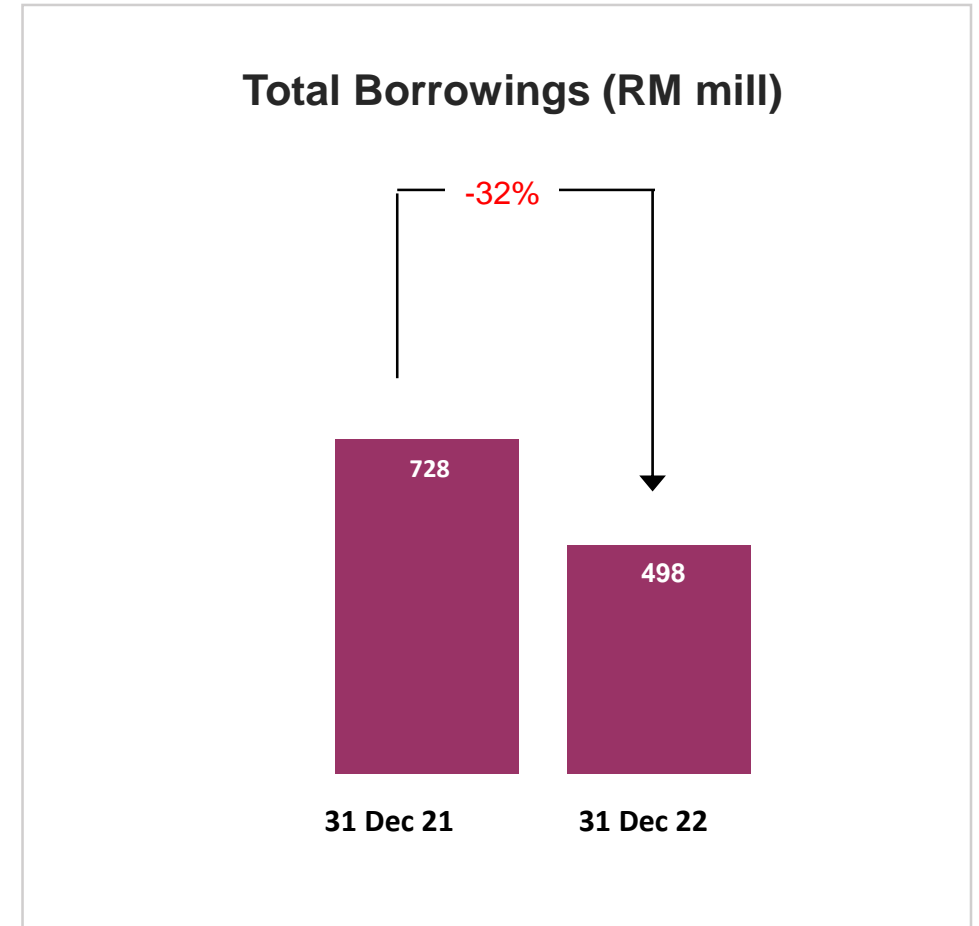
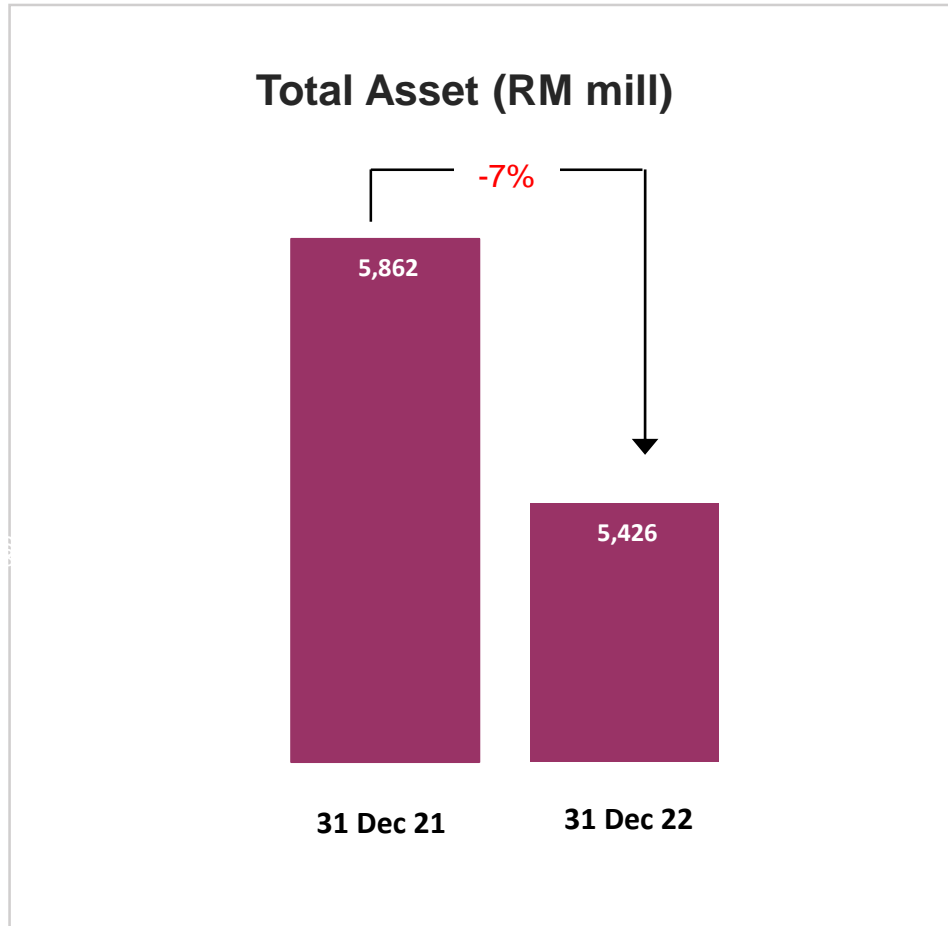
OPEX (RM million)



PAT (RM million)

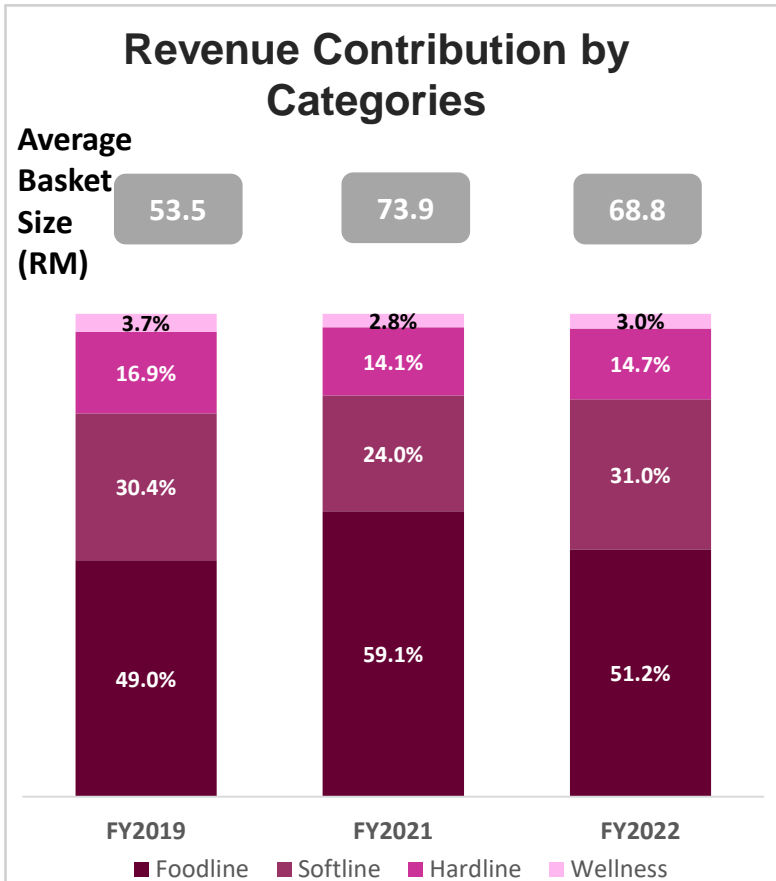


① FY2022 Financial Performance: Balance Sheet as at 31 Dec 2022

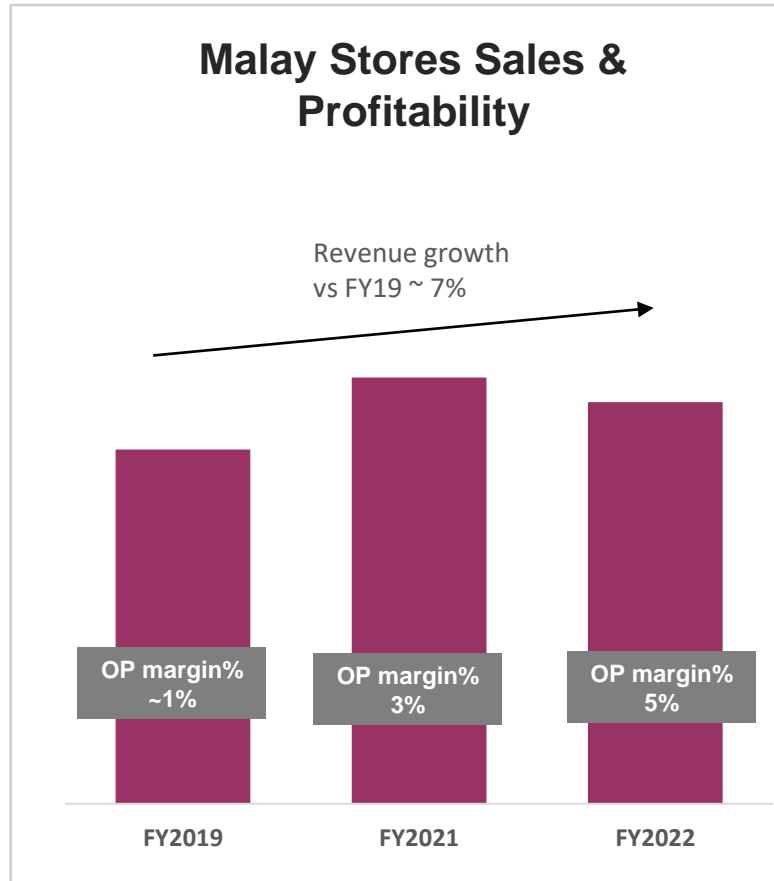


- Reduction in total assets mainly due to depreciation coupled with lower new investments during pandemic years for non-current assets.
- Borrowings have reduced by 32% due to settlement of RM175m SUKUK in Feb 22 and lower lease liabilities following scheduled lease payment.

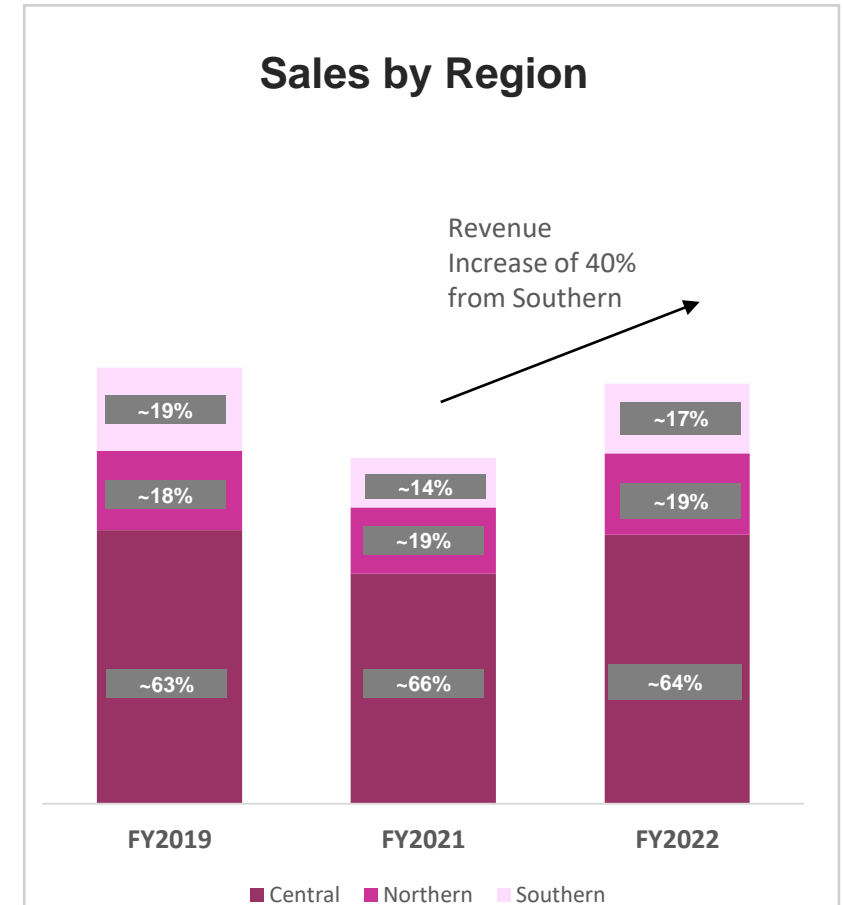
② FY22 Business Performance: Snapshot of Retail



- Revenue increased contributed by Softline & Hardline as customers resumed outdoor activities and festive celebrations after last 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.

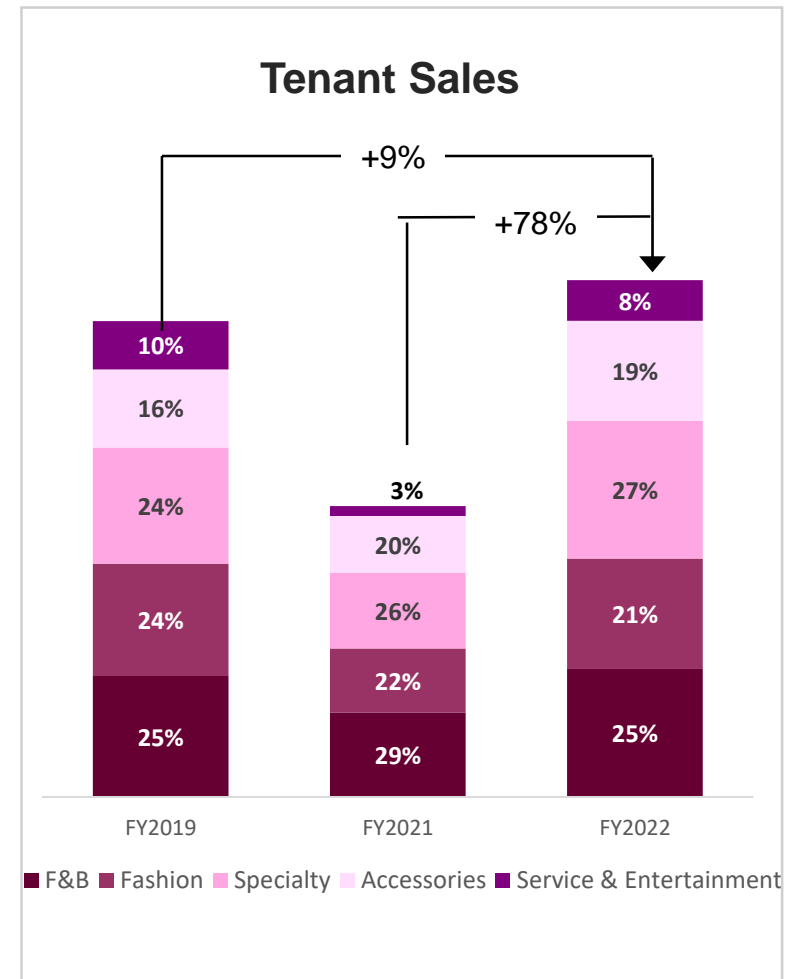
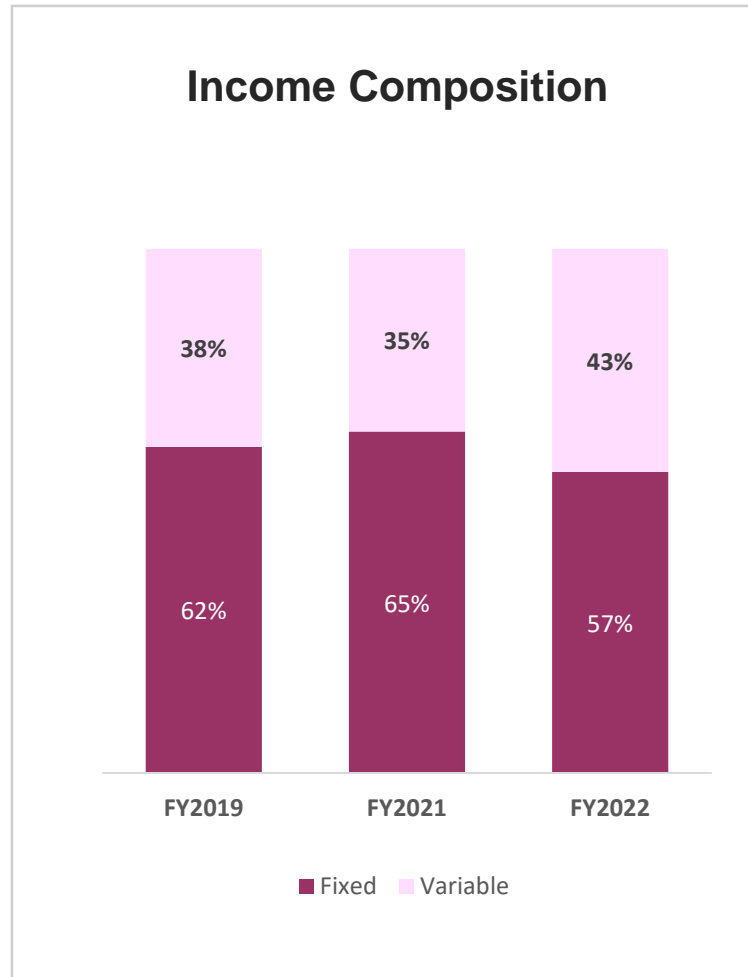
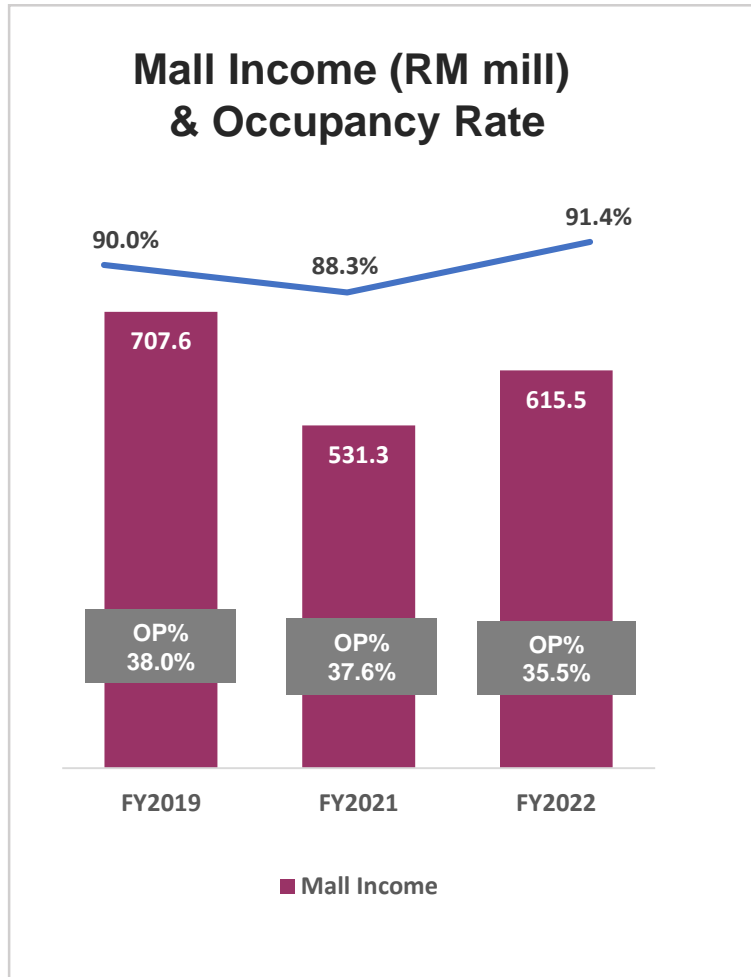


- Consistent growth from our Malay stores which since FY19:-
 - Sales contribution from Malay stores increased from 15% in FY19 to stabilise to ~17% in FY22;
 - Profitability has improved due to initiatives implemented from Aeon's strategy in personalization and understanding the needs of our customers.



- Following the relaxation of travelling restrictions, sales improved across all regions vs LY, especially in Southern region after reopening of Malaysia-Singapore international borders

② FY2022 Business Performance : Snapshot of Property Management

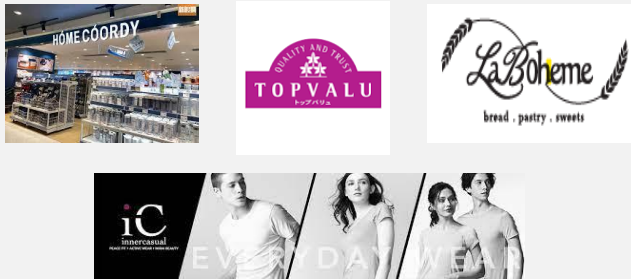


- Mall income improved by 16% against FY21 contributed by higher sales commission, temporary space rental and car park income after effective adoption of new rental structure during pandemic phase
- OP% declined mainly arising from higher utilities due to tariff increase and higher maintenance costs
- Tenant sales increased by 78% in FY22 vs FY21 with increase in Accessories and Specialty stores

3 FY2022 Initiatives

Branding, Marketing & Communication

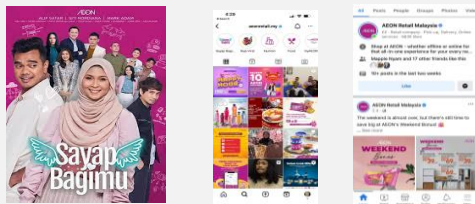
- Private brand expansion



- Customer Campaigns

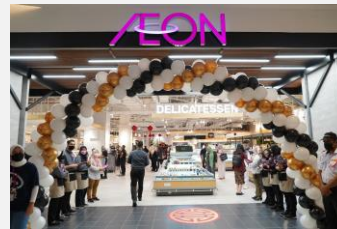


- Sayap Bagimu drama episodes & social media activities



Value Capture

- New Store Openings



IOI Putrajaya



Gurney Plaza

- New Tenant Mix

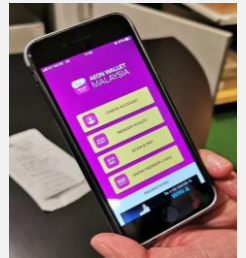
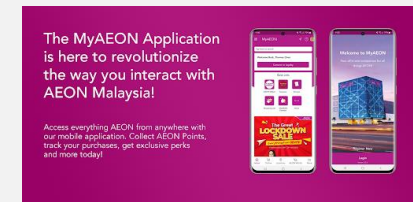


SITI KHADIJAH



New Retail

- Enhanced iAEON app



- No of downloads : ~305k
- Active users : ~170k

- Installation of Self Checkout Counters in all AEON stores



3 FY2022 Sustainability – Continued commitment to ESG strategic initiatives

E ENVIRONMENTALLY FOCUSED

- Became a **signatory to United Nations Global Compact (UNGC)** Network Malaysia & Brunei in May 2022.
- Completed **installation of 2 solar PV panels** in **AEON Taman Maluri** and **Aeon Alpha Angle**
- Pilot **installation of EV charging station** at Aeon Alpha Angle
- **Zero-plastic bags** effective 1 January 2023
- **Integrated Waste Management** system at Aeon Alpha Angle



S RESPONSIBLE EMPLOYMENT SUSTAINABLE ECONOMICS DYNAMIC CX

- One of the first company to **increase minimum wage** ahead of the mandatory timeline
- >6,000 AEON People attended various **technical, core skill development programme**
- Continued **AEON's Person with Disabilities (PWD)** Programme
- Fostered **sustainable partnerships** with local micro and SMEs, eg farmers, local products from Sarawak, collaboration with govt agencies (MARA, Kraftangan, FAMA, etc)
- Various community engagement and development programmes conducted under **Malaysian AEON Foundation (MAF)**



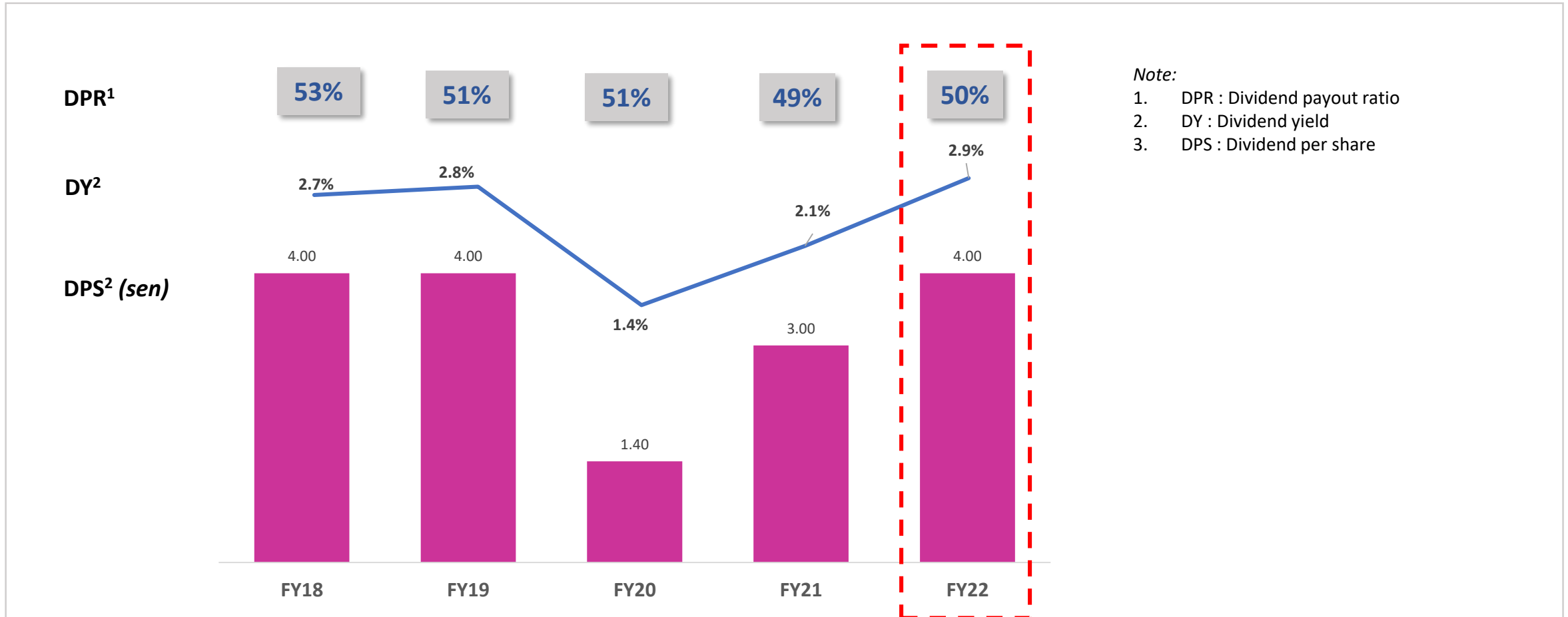
G EFFICIENCY & INTEGRITY

- **Strengthened AEON Enterprise Risk Management (ERM) model** encompassing risk management, business continuity management (BCM) and Anti-Bribery and Anti Corruption (ABAC) – **Project TRUST**
- Completion of **Project CARA – one-stop digital library to centralise, digitalise and standardize AEON's SOPs** to increase efficiency and improves tracking for audit purposes.
- Collaboration with IIM



FTSE4Good

④ Proposed Final Dividend



- The Board of Directors of AEON has proposed a final single-tier dividend of **4 sen** per share, subject to shareholders' approval at the upcoming AGM in May 2023, which represents our commitment to reward our shareholders.
- The 4 sen dividend generates a dividend yield of 2.9% which is higher than FY21.

5 Outlook for Q1 FY2023 and beyond

Q1 2023 and beyond

1. Branding, Marketing & Communication

- In house brand expansion – TopValu, Inner Casual & Home Coordy
- Festive events
- Star Rewards Programme – Disney 100 years Tupperware



2. Value Capture

- Opening of new stores : AEON department store in IOI Putrajaya (March 2023)
- Mall and store rejuvenations
- Launch of new Private Brand – Glam Boutique



3. New Retail / Digitalisation

- Strengthening myAEON2go platform to drive higher sales
- Increase utilisation of SCOs
- Digitalisation of back-office and store operations



myAEON2go

4. Sustainability

- Expand use of renewable energy – installation of solar PV panels on other malls, EV charging points/bay
- Waste management system
- Tree planting activities with FRIM



THANK YOU

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