



*Creating Smiles,  
Connecting Hearts*  
with AEON Malaysia

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

## **4<sup>th</sup> Quarter FY2023 Results**

**23 February 2024**

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## Contents

1. **Key Financial Highlights**
2. **Business Highlights**
3. **Proposed Final Dividend**
4. **Customer Engagement Initiatives**
5. **Enhancements and Future Development Plans**
6. **ESG**

# 1. Key Financial Highlights

## Financial Performance

	Q4 FY2023 (RM million)	FY2023 (RM million)
Revenue	1,033.3 ▼ 3% <i>Q4 FY22: 1,061.8</i>	4,129.0 ▼ 0.3% <i>FY22: 4,141.1</i>
Profit before Tax	53.8 ▲ 18% PBT Margin @ 5.2% <i>Q4 FY22: 45.6</i> PBT Margin @ 4.3%	193.9 ▼ 8% PBT Margin @ 4.7% <i>FY22: 211.4</i> PBT Margin @ 5.1%
Profit after Tax	32.6 ▲ 31% PAT Margin @ 3.2% <i>Q4 FY22: 24.9</i> PAT Margin @ 2.3%	114.8 ▲ 3% PAT Margin @ 2.8% <i>FY22: 111.2</i> PAT Margin @ 2.7%

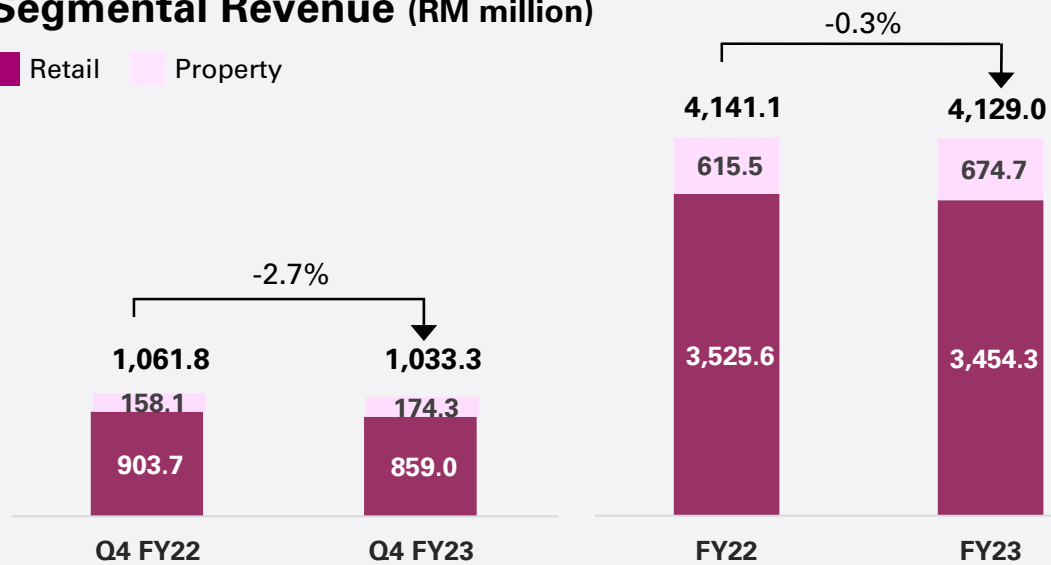
## Financial Position as at 31 December 2023

	FY2023 (RM million)
Net Assets	1,858.9 ▲ 3% <i>As at Dec 2022: 1,807.0</i>
Total Borrowings	420.0 ▼ 16% <i>As at Dec 2022: 497.8</i>

# 1. Segmental Financial Performance

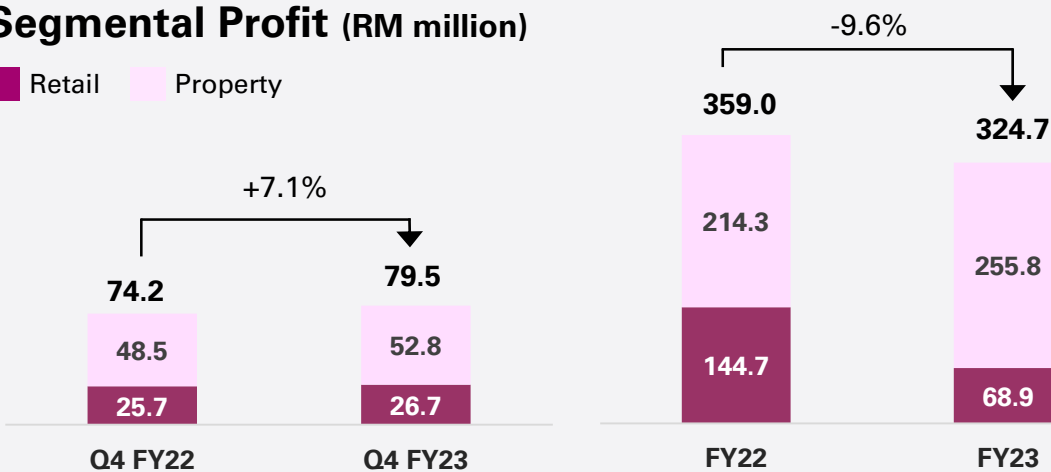
## Segmental Revenue (RM million)

■ Retail ■ Property

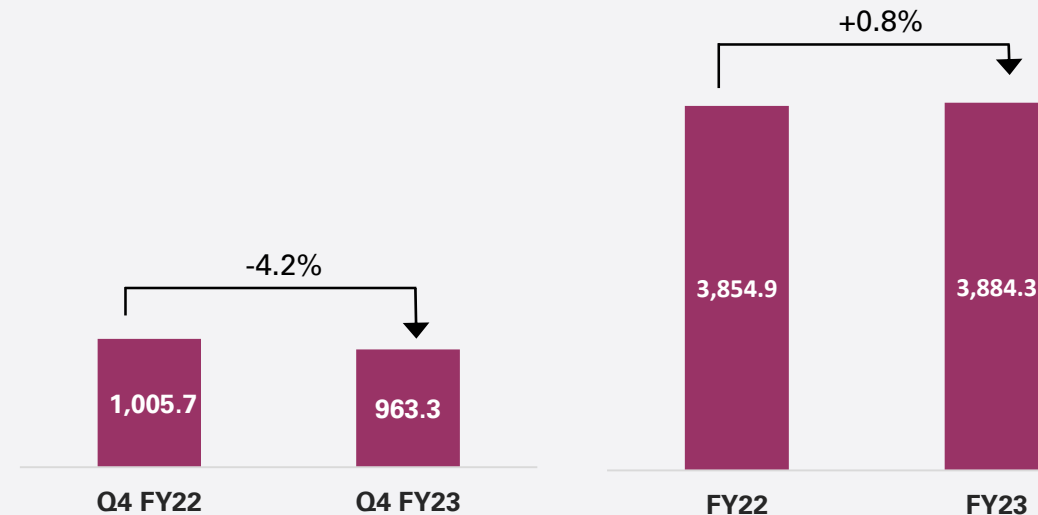


## Segmental Profit (RM million)

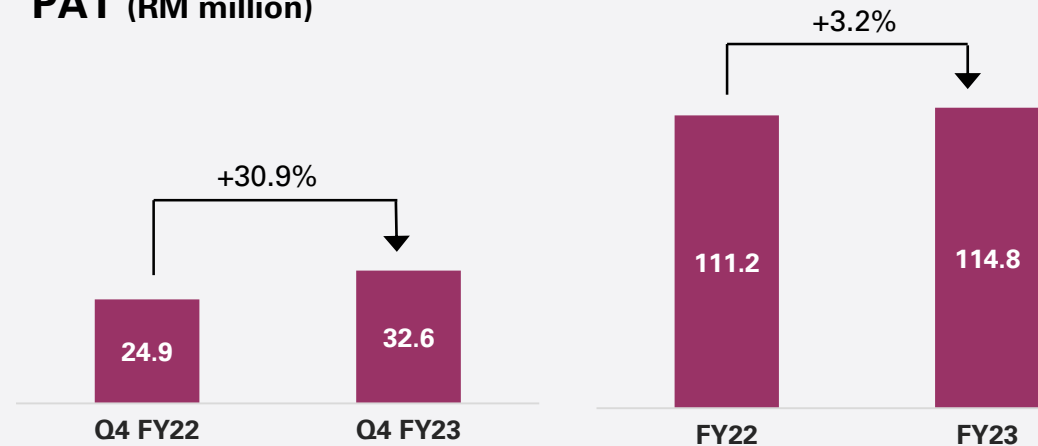
■ Retail ■ Property



## OPEX (RM million)

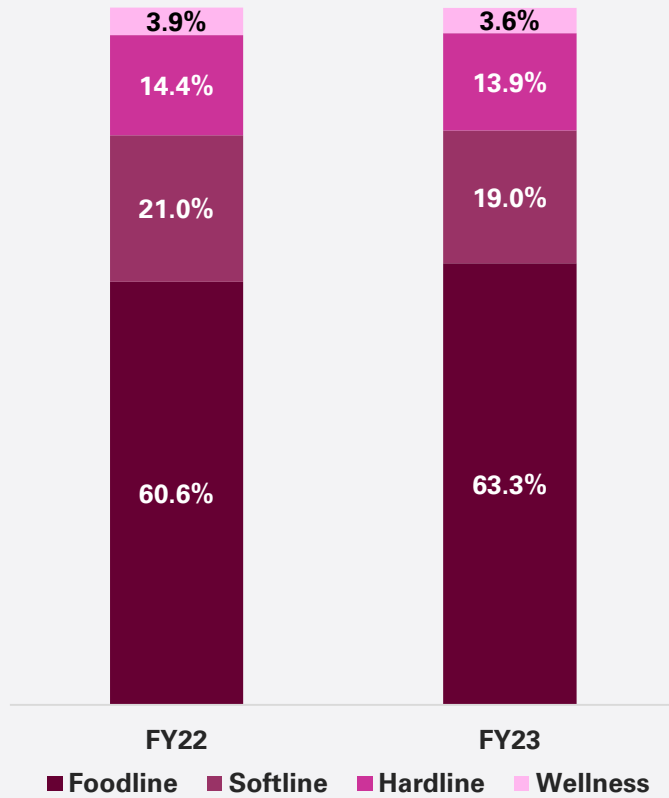


## PAT (RM million)

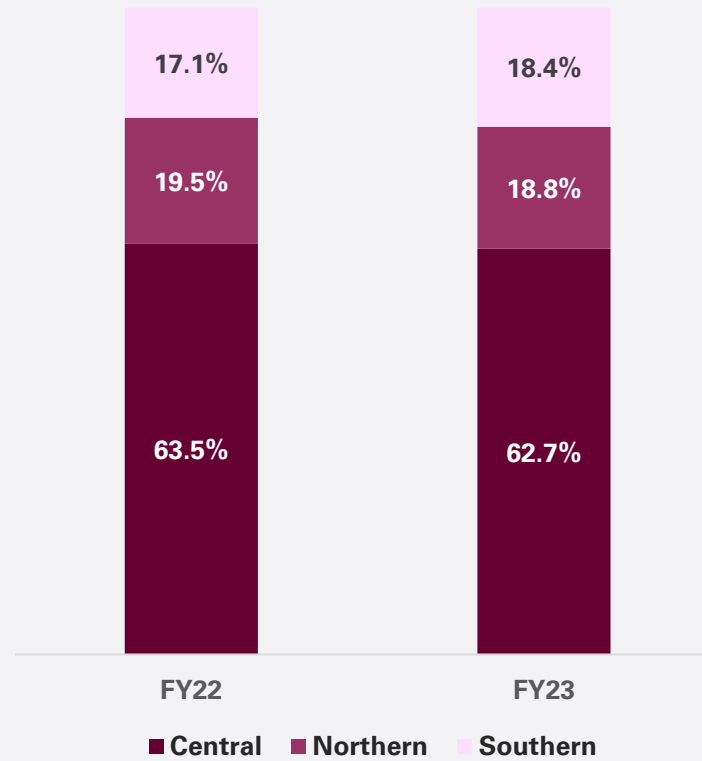


## 2. Business Highlights: Retail

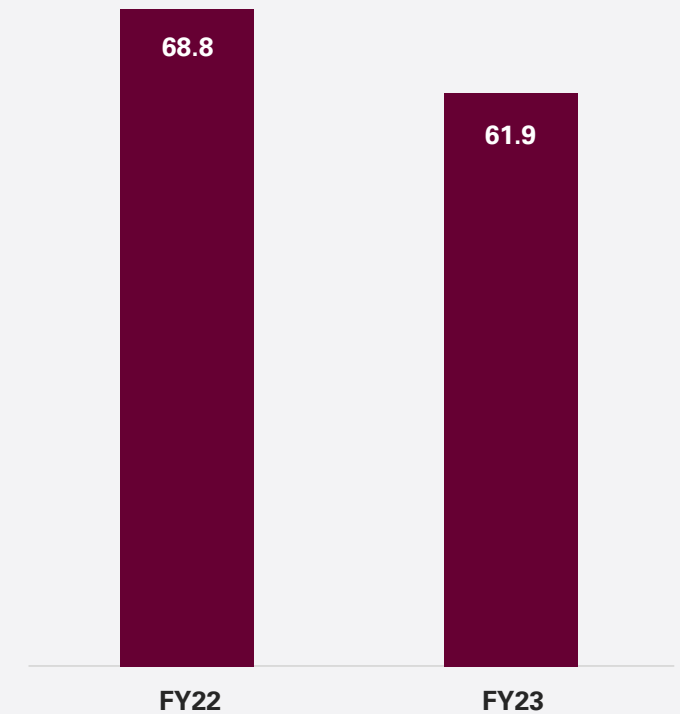
**Revenue Contribution**  
(by Categories)



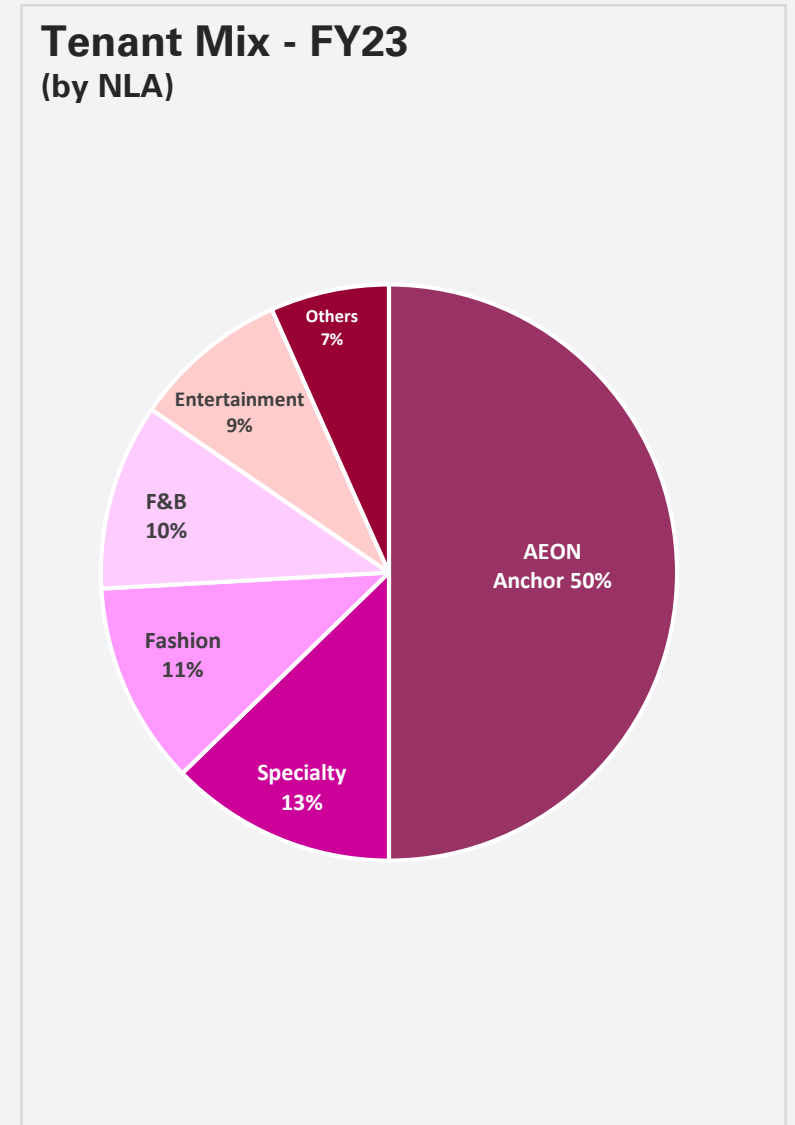
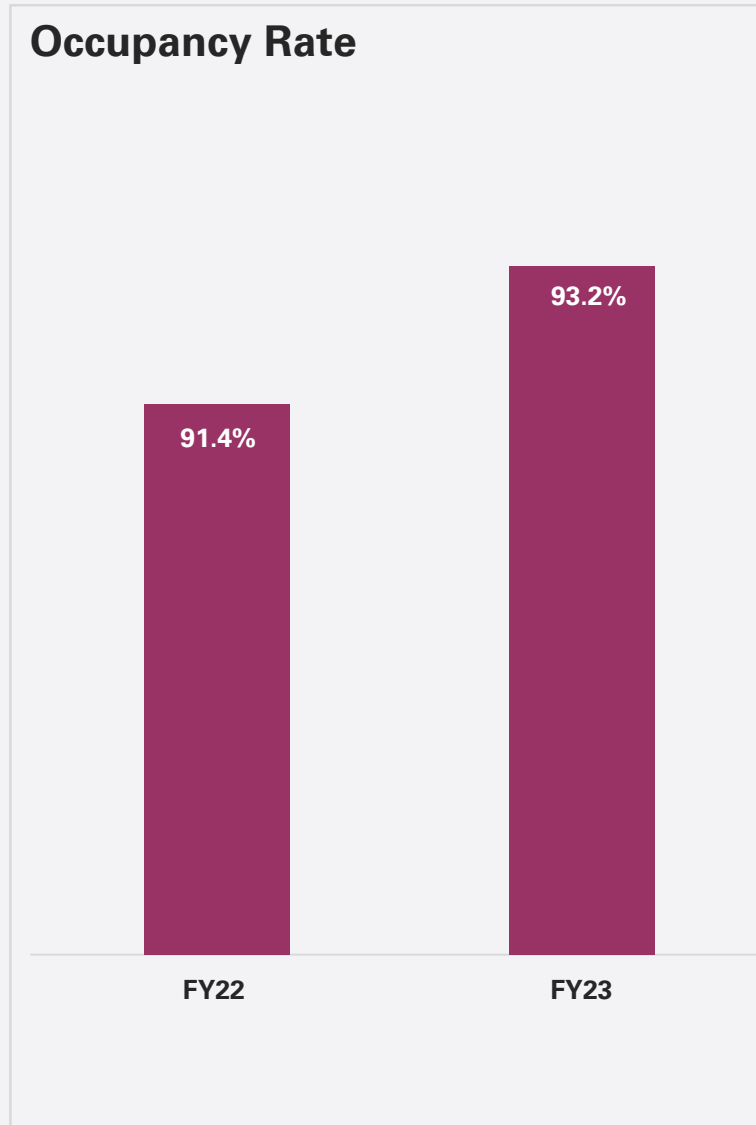
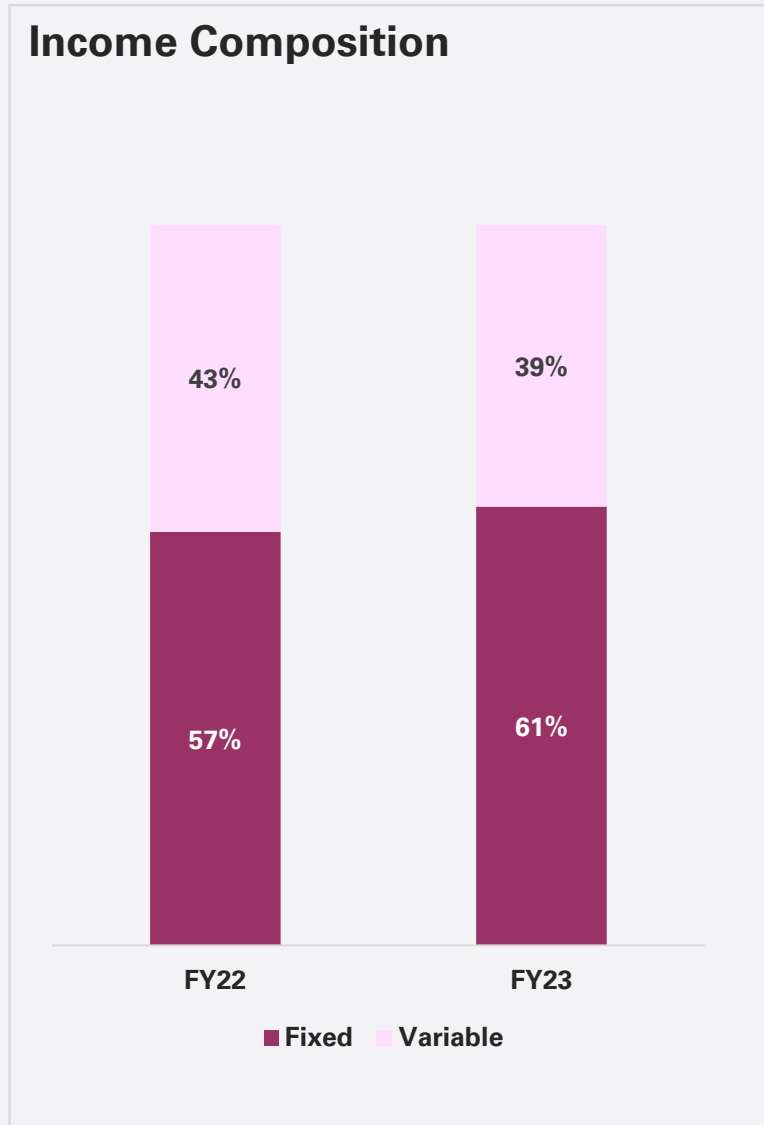
**Revenue Contribution**  
(by Region)



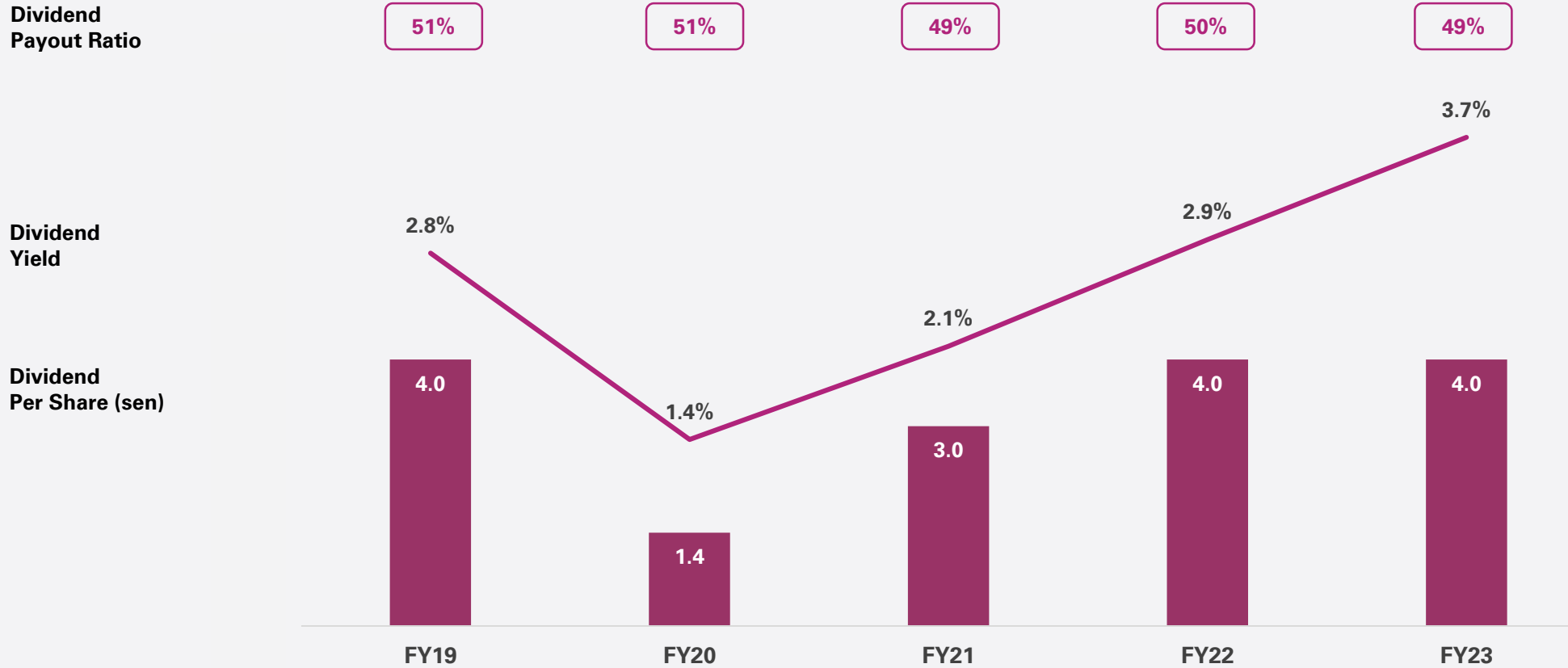
**Average Basket Size**  
(RM)



## 2. Business Highlights: Property Management Services



### 3. Proposed Final Dividend



- The Board of Directors of AEON has proposed a final single-tier dividend of 4.0 sen per share, subject to shareholders' approval at the upcoming AGM in May 2024, which represents our commitment to reward our shareholders



# 4. Customer Engagement Initiatives

**EVERYDAY FRESH EVERYDAY LOW PRICE PRICE LOCK**

Look out for more PRICE LOCK items at AEON Supermarket in-store

Now until 29 Feb 2024

250 essential items at fixed prices for 3 months

\*T&C Apply

**40 Years Anniversary SPECIAL**

Now until 31 January 2024

**Auspicious Weekend Deals**

Now until 28 January 2024

\*This promotion is not applicable at AEON Ipoh Falim, Kuching Central, United Point (Kepong), Palm Mall and Danga Bay (JB).

Get RM10 e-VOUCHER with every RM100 spent in a single receipt\*

Exclusive for AEON Members

27 - 28 January 2024

**THURSDAY is better than Friday**

AEON MEMBERS SPECIAL

Don't Miss Out On

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

When you pay with AEON Convenient Pay at supermarket

**AEON THANK YOU DAY**

23 DECEMBER 2023

FREE RM10 e-voucher + BONUS RM10 voucher

with every RM100 purchase in one receipt\*

with minimum payment of RM100 in one receipt with AEON Member Plus Visa Card or AEON wallet

ONLY AT : AEON BANDAR UTAMA, PERMAS JAYA, SEREMBAN 2, IPOH STATION 18, SERI MANJUNG, KOTA BHARU, PUTRAJAYA & WANGSA MAJU

Exclusively for AEON Members

**ELECTRIFYING SAVINGS**

22 - 25 December 2023

AEON BANDAR UTAMA, PERMAS JAYA, SEREMBAN 2, IPOH STATION 18, SERI MANJUNG, KOTA BHARU, PUTRAJAYA & WANGSA MAJU

EXCLUSIVE FOR AEON MEMBERS

Get RM5 Voucher\* with every RM100 spent in a single receipt on electrical items\*

THANK YOU DAY DOUBLE REWARDS EXTRA RM10 e-VOUCHER\* with every RM100 spent in a single receipt

**EVERYDAY FRESH EVERYDAY LOW PRICE**

Now until 31 Dec 2023

12 items under RM12

RM 7.59, RM 8.90, RM 11.69, RM 6.50, RM 10.50, RM 9.99, RM 10.49, RM 10.88, RM 11.88, RM 8.99, RM 10.99, RM 1.49, RM 8.50

**Thursday Exclusive Earn 2X Point**

with any purchase at myAEON2go!

UNTIL 31 DEC 2023

Link to myAEON2go now! Convert your AEON Member Plus Card to start collecting points!

Variety of Deals to Engage Online Customers and Offline Shoppers

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





# 4. Customer Engagement Initiatives



**Reopening of AEON Cheras Selatan Mall and AEON Melaka Ayer Keroh Mall**  
 Ushering customers back to our new and refreshed AEON Melaka Ayer Keroh Mall and Cheras Selatan Mall in Q4 FY23

**Christmas and Chinese New Year Celebration Across AEON Malls**  
 Ushering in the festivities with a series of special events, meet and greet sessions, driving customer footfall to our Malls



# 5. Enhancements : Rejuvenations Completed in FY2023



**Sales**  
(Reopening month)

**+27%**



**Car Count**  
(Reopening week)

**+12%**



**Sales**  
(Reopening month)

**+61%**



**Car Count**  
(Reopening week)

**+27%**

# 5. Future Development Plans : Expanding Our Footprint in Malaysia

## 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



**116**

Specialty Stores

6 additions in FY23  
More to come...



# 5. Future Development Plans : Upcoming Key Projects

## Klang Valley



Store Facelift at AEON IOI Bandar Puchong

## Southern



Store Facelift at AEON Bukit Indah



Opening of New AEON Setia Alam



Store Facelift of AEON Tebrau City

## 5. Future Development Plans : New Store in FY24, New Mall in FY25/26

AEON Setia Alam in FY24



AEON KL MIDTOWN Mall in FY25/26





# 6. ESG: 9 AEON Malls Equipped With Solar PV Panels

Progressively installing more Solar PV panels across AEON Malls



AEON Taman Maluri



AEON Cheras Selatan



AEON Kulaijaya



AEON Bandar Dato Onn



AEON Melaka Ayer Keroh



AEON Alpha Angle



AEON Metro Prima



AEON AU Setiawangsa



AEON Ipoh Station 18



AEON Shah Alam

*\*Rooftop 100% completed, pending ground installation*



# 6. ESG: 2023 Reflection

**E**

**Environmentally Focused**

**S**

- Responsible Employment
- Sustainable Economics
- Dynamic CX

**G**

**Efficiency & Integrity**

- 9 malls equipped with solar PV**
  - Total generation: c.**3,900 MWh** in FY23
  - Newly completed solar PVs to start generating from 1H 2024 onwards
- EV charging facilities**
  - EV charging facilities installed across 9 AEON Malls
- Zero Plastic Bags pledge**
  - Single-use plastic bags purchased\*:
 

2022	2023
70.5 million	Zero

*\* For packing at cashier counters*

- AEON Malaysia Japan Friendship Forest Programme**
  - Planted 12,000 trees in 2023 with a total of 30,000 trees planted cumulatively

- 36% women representation in Board** (2022 : 18%)
- 58% women in leadership position** (2022 : 48%)
- 12 hours spent on training per employees** (2022 : 8 hours per employee)
- 184 Persons with Disability (PWD) hired** (2022 : 123)
- Collaborated with **Malaysian AEON Foundation (MAF)** for various community engagement and development programmes with c.RM2 million spent for external beneficiaries

- ZERO corruption cases reported**
- ZERO fines/penalties** in relation to corruption
- Digitalised and centralised AEON's SOPs** to improve retrievability and efficiency
- Kickstarted **ISO 37001 Anti-Bribery Management System (ABMS)** in December 2023
- Enhance ESG disclosures** based on FTSE4Good Bursa Malaysia assessments
- Made available up-to-date ESG disclosures via Annual Report, Quarterly Reports, corporate websites and relevant channels



Mandated by NRECC as Advisory Panel for Trade and Industry cluster representing one of Malaysia retailer in COP28, Dubai UAE



Recognition by UN Global Compact Network Malaysia & Brunei under "Partnership for the Goals"



Constituent of FTSE4Good Bursa Malaysia Index since 2022



# THANK YOU

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



 SUSTAINABLE DEVELOPMENT GOALS