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# Investor Relations Presentation

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18<sup>th</sup> September 2014  
AEON CREDIT SERVICE (M) Berhad

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 Financial Results and Overview

 Question and Answer Session

## ■ Financial Performance

■ Net Profit rose 23% to RM 103.713 Million

■ Total operating income of RM 436.02 Million, 34% higher than last FY

■ Total Receivables of RM 4.21 Billion increased 36% from last FY

## ■ Operational Performance

- Card member base 2,871k -
  - Credit Card : 178k
  - Prepaid Card : 27k
  - Express Card : 1,270k
  - AB Loyalty Card : 1,396k
  
- Number of merchant outlets : Over 8,000
  
- Number of Co. branches : 52

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## FYE 20 February 2015 First Half Year Highlights

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AEON CREDIT SERVICE

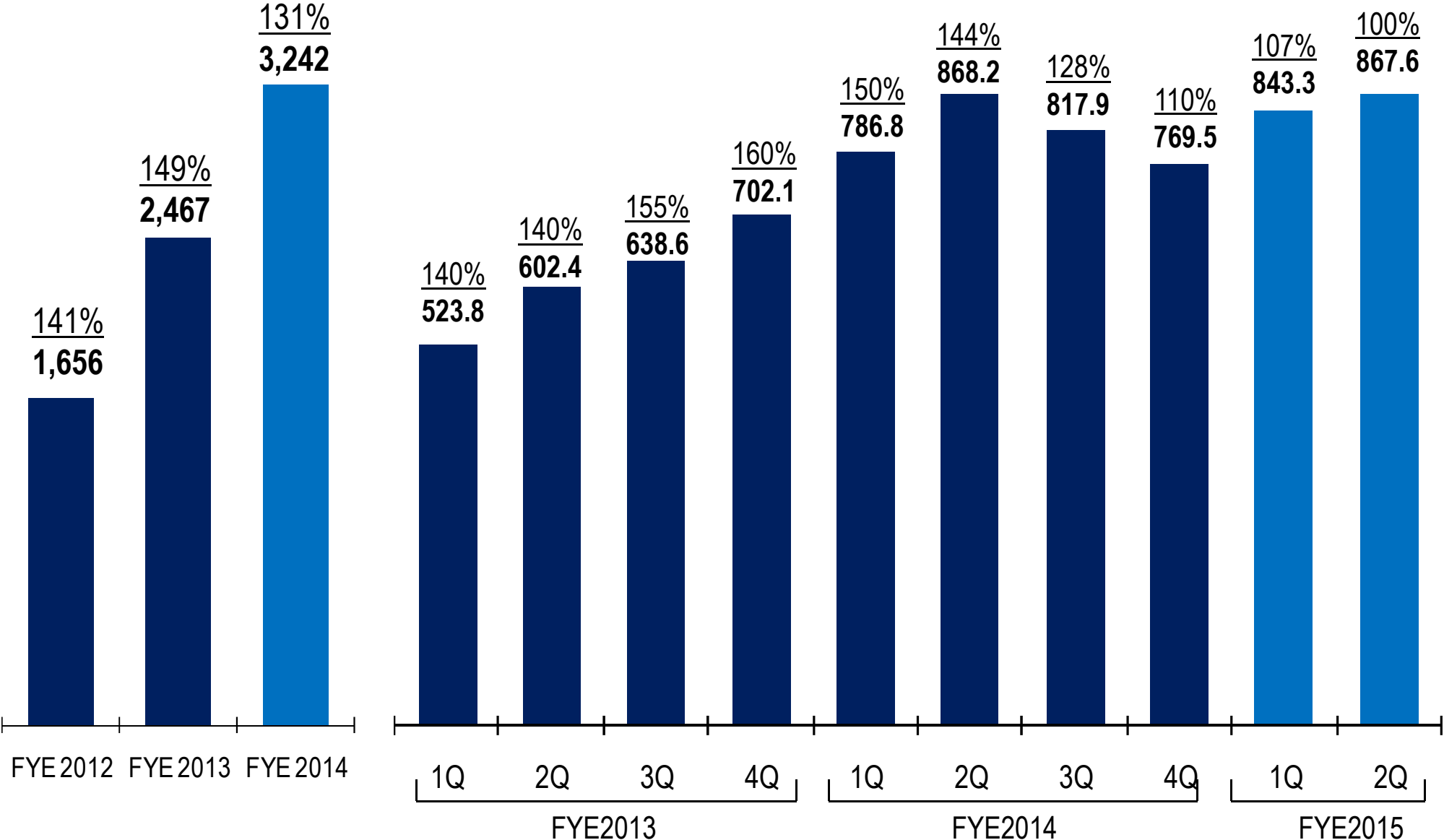
(RM Million)

	Q2 FYE2015	% YOY	H1 FYE2014	H1 FYE2015	% YOY
<b>Total transaction volume</b>	<b>867.593</b>	<b>100%</b>	<b>1,655.000</b>	<b>1,710.877</b>	<b>103%</b>
Revenue	209.316	128%	306.739	410.216	134%
Other Income	12.063	132%	18.658	25.808	138%
<b>Total Operating Income</b>	<b>221.379</b>	<b>129%</b>	<b>325.397</b>	<b>436.024</b>	<b>134%</b>
Impairment Loss	59.613	163%	62.560	105.874	169%
Staff costs	34.477	112%	61.331	69.986	114%
Depreciation	4.693	110%	8.414	9.235	110%
Other Operating exp	25.953	133%	36.516	49.263	135%
Funding cost	33.156	140%	43.366	62.662	144%
<b>Total Operating Expenses</b>	<b>157.892</b>	<b>137%</b>	<b>212.187</b>	<b>297.020</b>	<b>140%</b>
<b>Profit Before Tax</b>	<b>63.487</b>	<b>111%</b>	<b>113.210</b>	<b>139.004</b>	<b>123%</b>
Corporate Tax	16.056	114%	28.731	35.291	123%
<b>Net Profit</b>	<b>47.431</b>	<b>110%</b>	<b>84.479</b>	<b>103,713</b>	<b>123%</b>
<b>Earnings Per Share</b>	<b>32.94</b>	<b>110%</b>	<b>58.67</b>	<b>72.02</b>	<b>123%</b>

# Total Transaction volume



(RM Million)



# FYE 20 February 2015 First Half Year Highlights



## (Operating Income)

(RM Million)

	Q2 FYE2015	% YOY	H1 FYE 2015	% YOY	Share
Credit Card	29.945	127%	60.156	137%	14%
General Easy Payment	37.326	114%	73.449	115%	17%
Motorcycle Easy Payment	71.765	134%	140.325	138%	32%
Car Easy Payment	26.489	226%	48.648	234%	11%
Personal Financing	42.061	106%	84.253	114%	19%
SME Financing	1.729	106%	3.385	110%	1%
Other Income	12.064	131%	25.808	138%	6%
<b>Total Operating Income</b>	<b>221.379</b>	<b>129%</b>	<b>436.024</b>	<b>134%</b>	<b>100%</b>

# FYE 20 February 2015 First Half Year Highlights



## (Summary of Statement of Financial Position)

(RM Million)

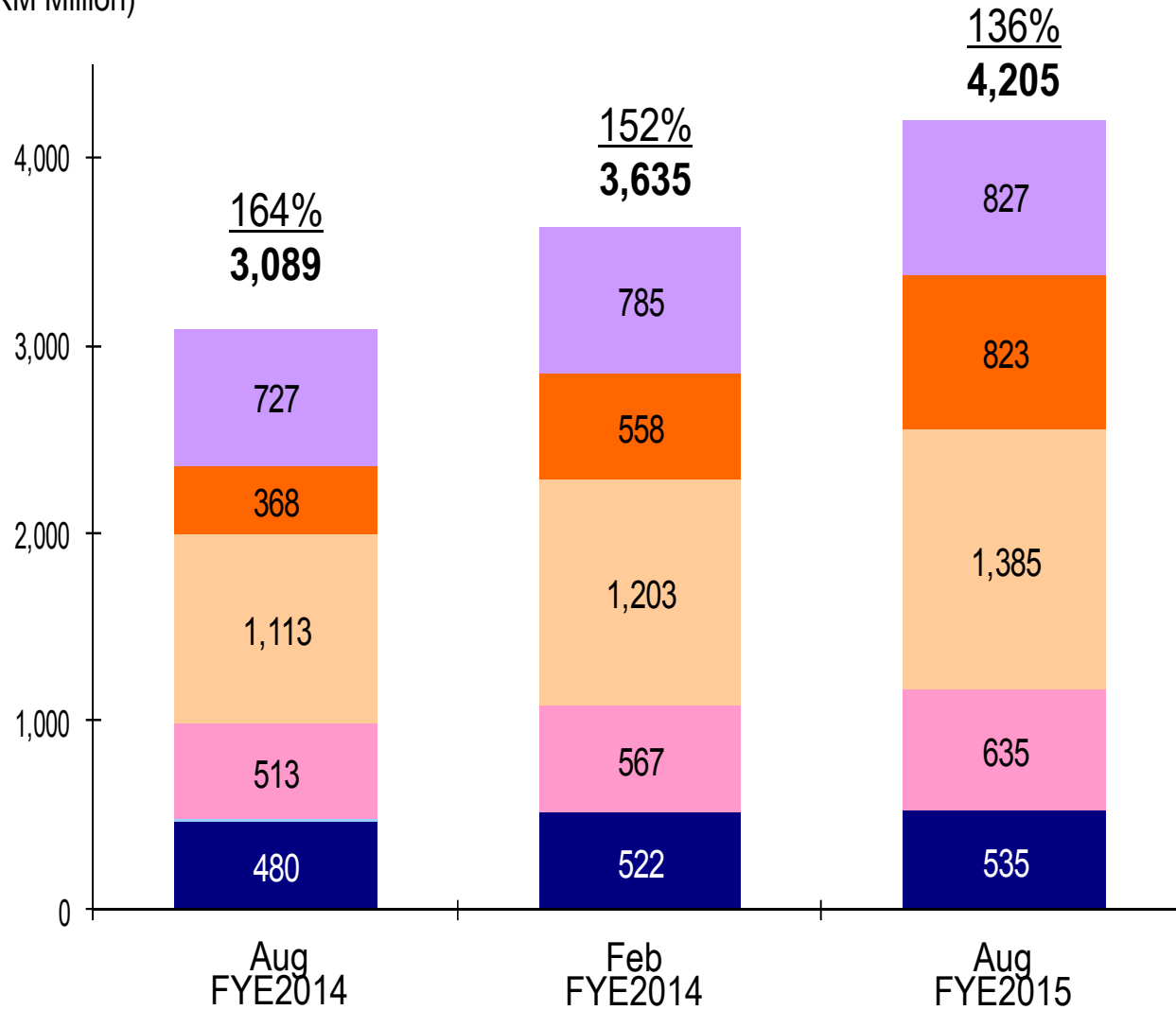
	20 Aug 2013	20 Aug 2014	Difference	% YOY
<b>Total Assets</b>	<b>3,197.595</b>	<b>4,281.786</b>	<b>1,084.191</b>	<b>134%</b>
Net Financing Receivables	3,047.895	4,114.991	1,067.096	135%
Other Assets	149.700	166.795	17.095	111%
<b>Total Liabilities</b>	<b>2,718.026</b>	<b>3,520.478</b>	<b>802.452</b>	<b>129%</b>
<b>Total Equity</b>	<b>479.569</b>	<b>761.308</b>	<b>281.739</b>	<b>159%</b>
<b>Capital Ratio Vs Receivables</b>	<b>16.28%</b>	<b>18.60%</b>	<b>2.32%</b>	<b>114%</b>
<b>NTA per Share (RM)</b>	<b>3.33</b>	<b>4.27</b>	<b>0.94</b>	<b>128%</b>

(Unit : RM Million)

	FYE2012	FYE2013	FYE2014	H1 FYE 2015
Operating Income	368.3	500.8	711.7	436.0
PBT	128.1	181.1	233.9	139.0
PAT	95.6	134.1	175.4	103.7
Earnings per share (RM) (annualised)	0.80	1.03	1.22	1.44
NTA per share (RM)	2.84	2.98	3.79	4.27
ROE (annualised)	30.7%	34.8%	32.6%	29.5%
ROA (annualised)	7.0%	6.7%	5.7%	5.2%
Capital Adequacy ratio	21.8%	17.6%	17.1%	17.8%
Capital ratio against receivables	23.0%	18.8%	18.3%	18.6%
Debt /equity ratio (times)	3.6	4.3	4.6	4.3
Share price (RM)	7.60	11.34	14.70	17.50
PER	9.5	11.03	12.05	12.15
Market Capitalisation (RM Million)	912	1,636	2,117	2,520

# Financing Receivables by Products

(RM Million)



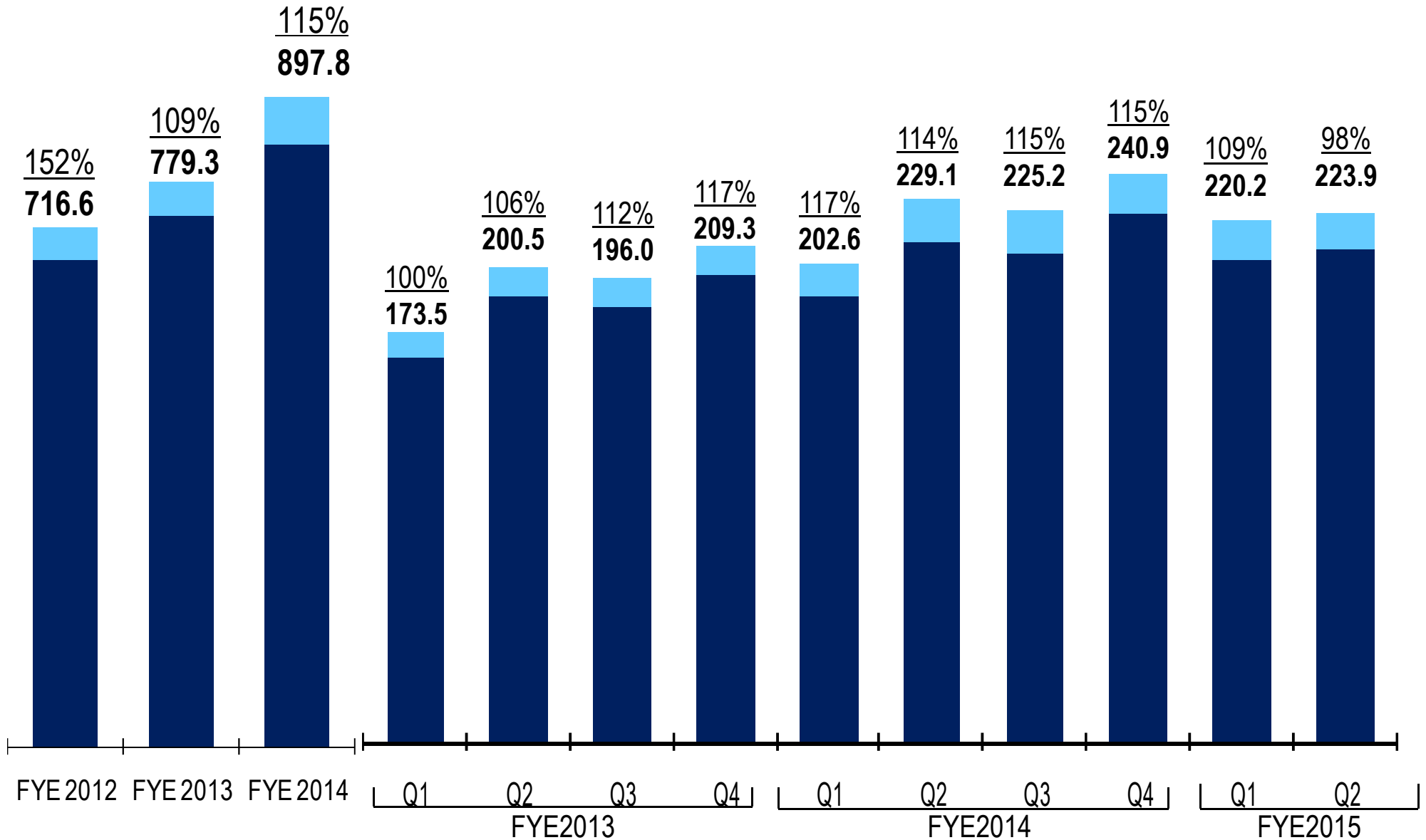
## <Products Share>

	Aug FYE2015	Aug FYE2014
PF	19.6%	23.5%
CEP	19.6%	11.9%
MEP	32.9%	32.4%
GEP & SME	15.1%	16.6%
CC	12.7%	15.6%

# Credit cards transaction volume

■ Credit purchase
 ■ Cash Advance

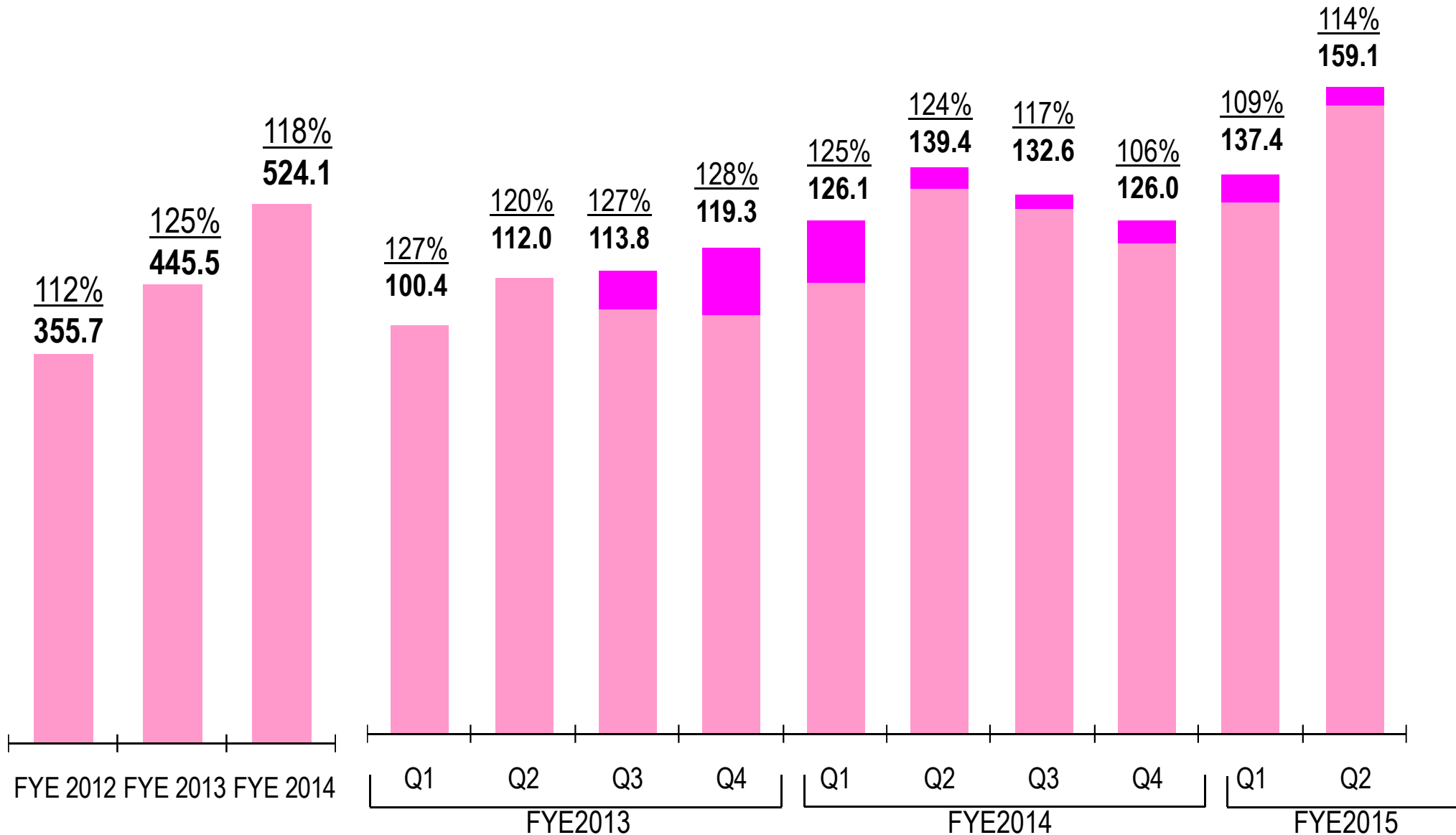
(RM Million)



# GEP / SME transaction volume

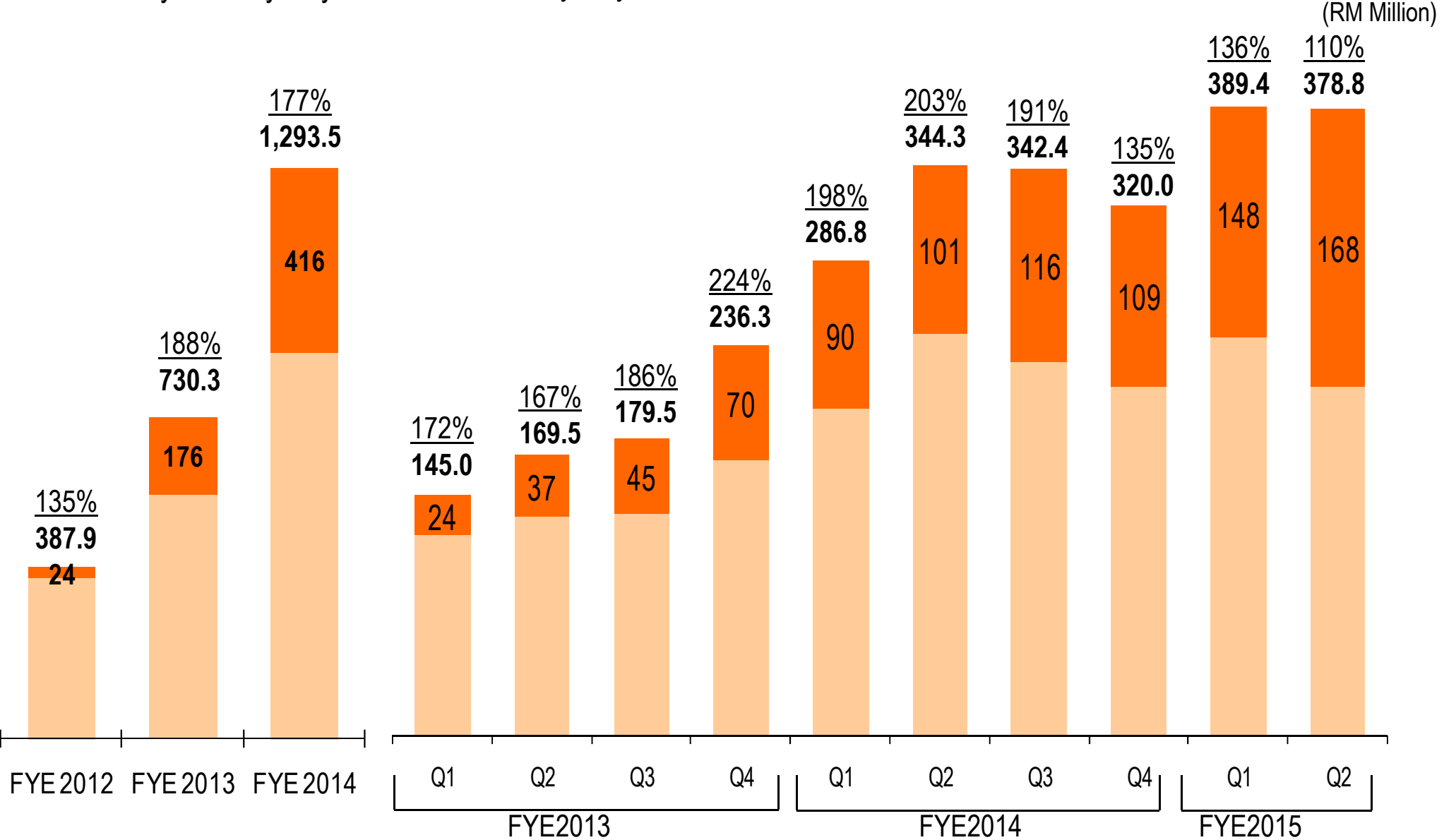
■ General Easy Payment 
 ■ SME Financing

(RM Million)



# MEP / CEP transaction volume

Motorcycle Easy Payment Car Easy Payment

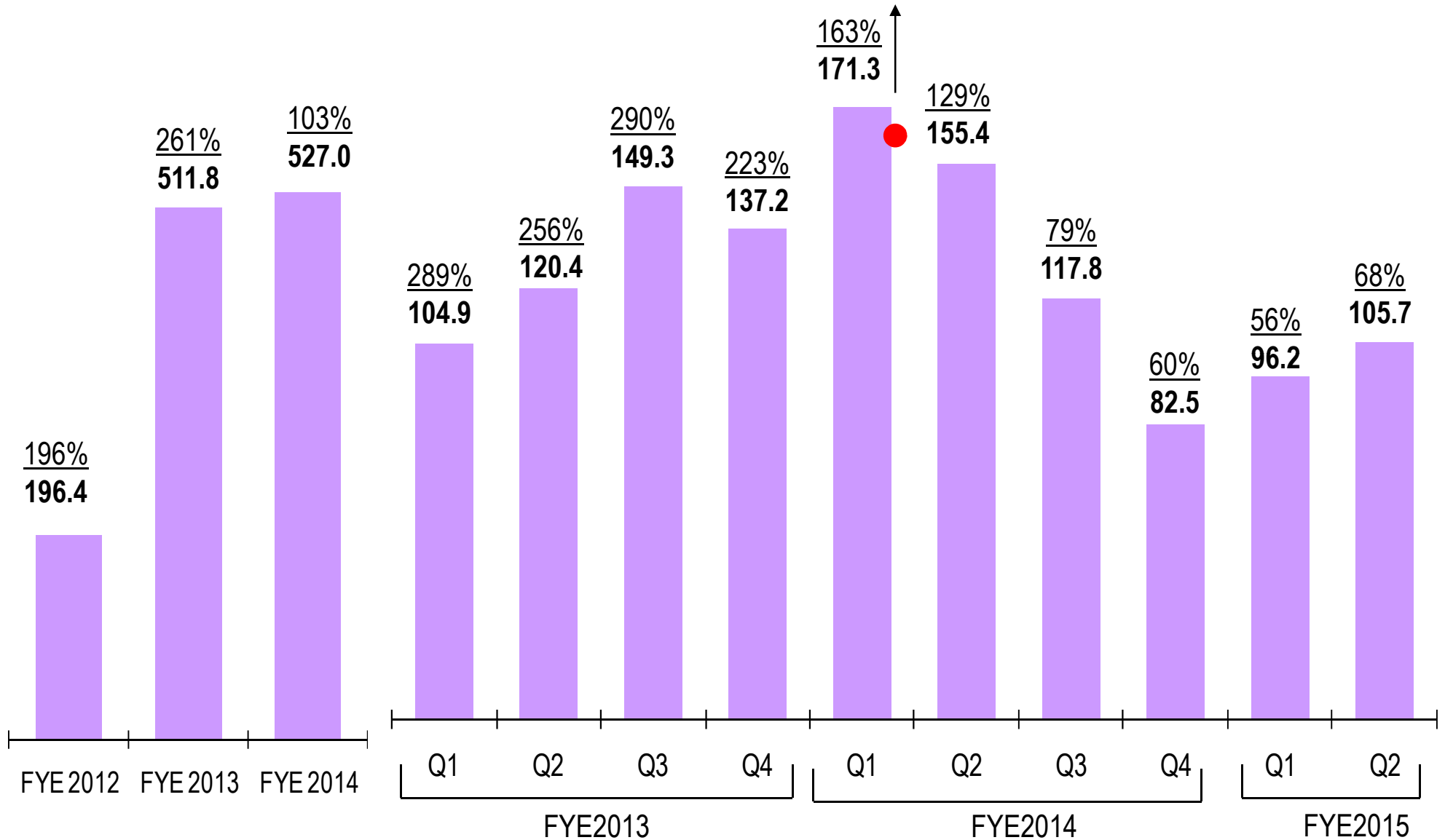


# PF transaction volume

(RM Million)

■ Personal Financing

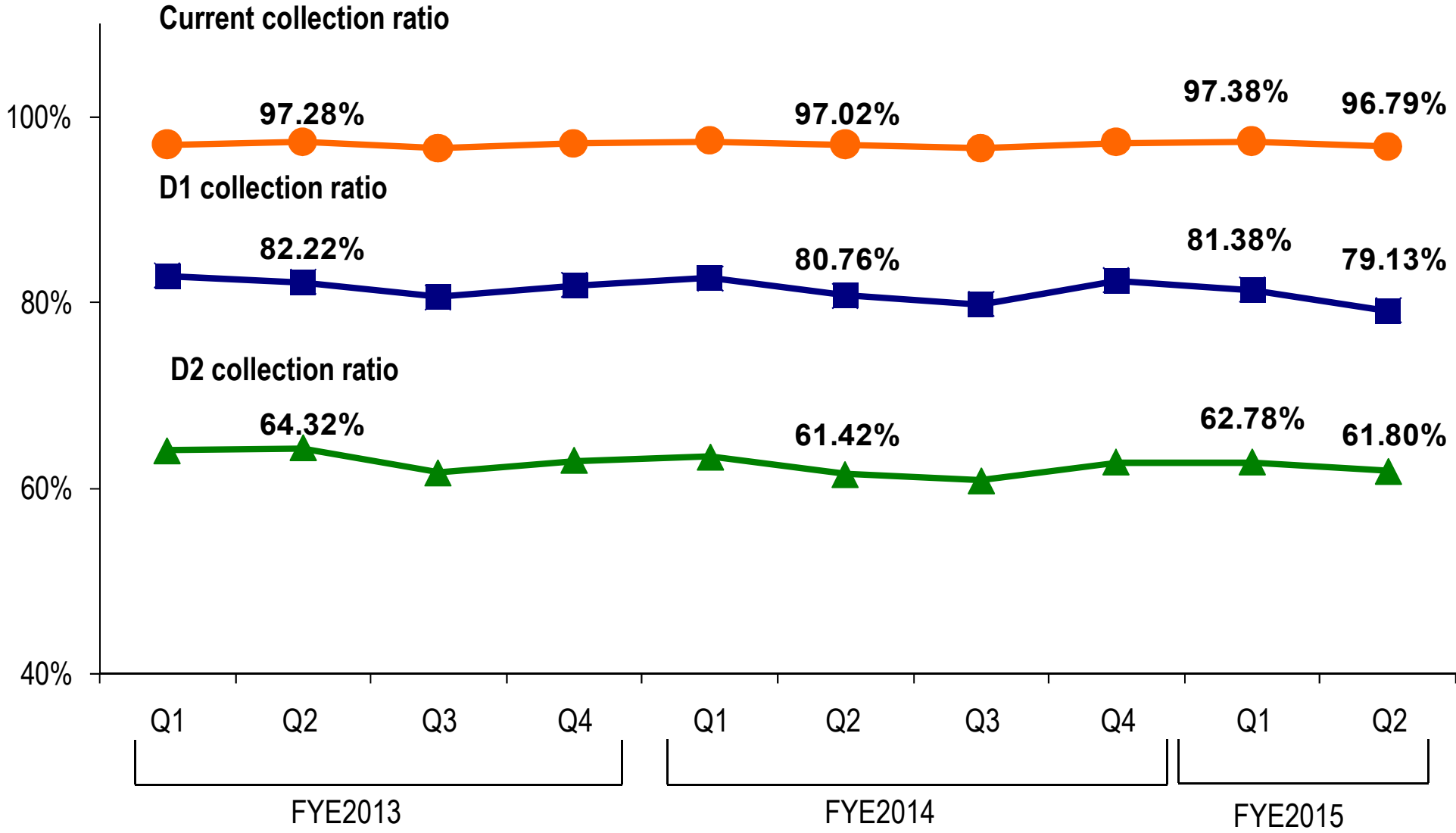
Enforce New Regulation for PF



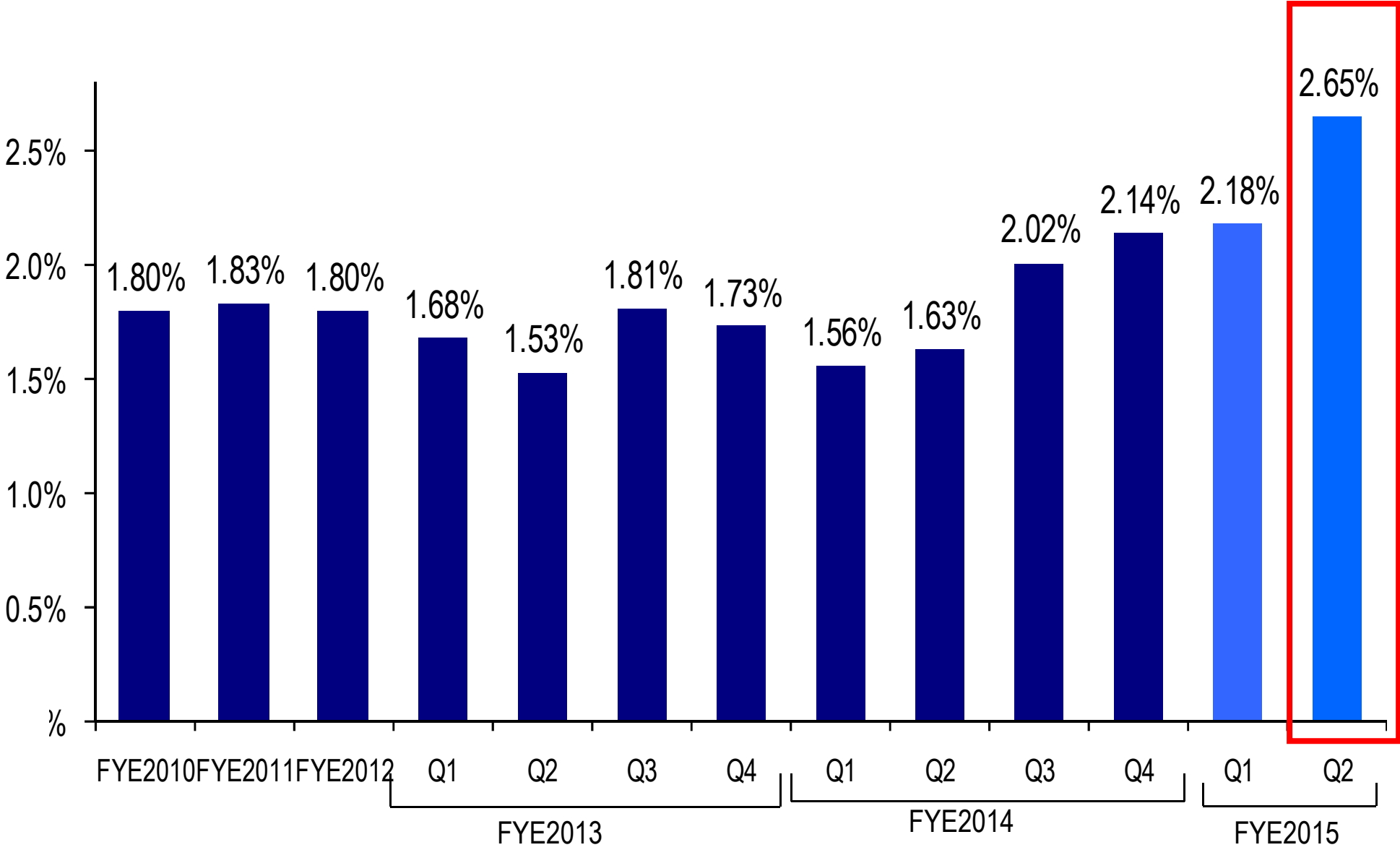
# Collection ratio

	Q2 FYE2014	Q1 FYE2015	Q2 FYE2015	Difference From LY
Current	97.02%	97.38%	96.79%	-0.23%
D 1	80.76%	81.38%	79.13%	-1.63%
D 2	61.42%	62.78%	61.80%	0.38%
D 3 and above	9.99%	9.03%	7.21%	-2.78%

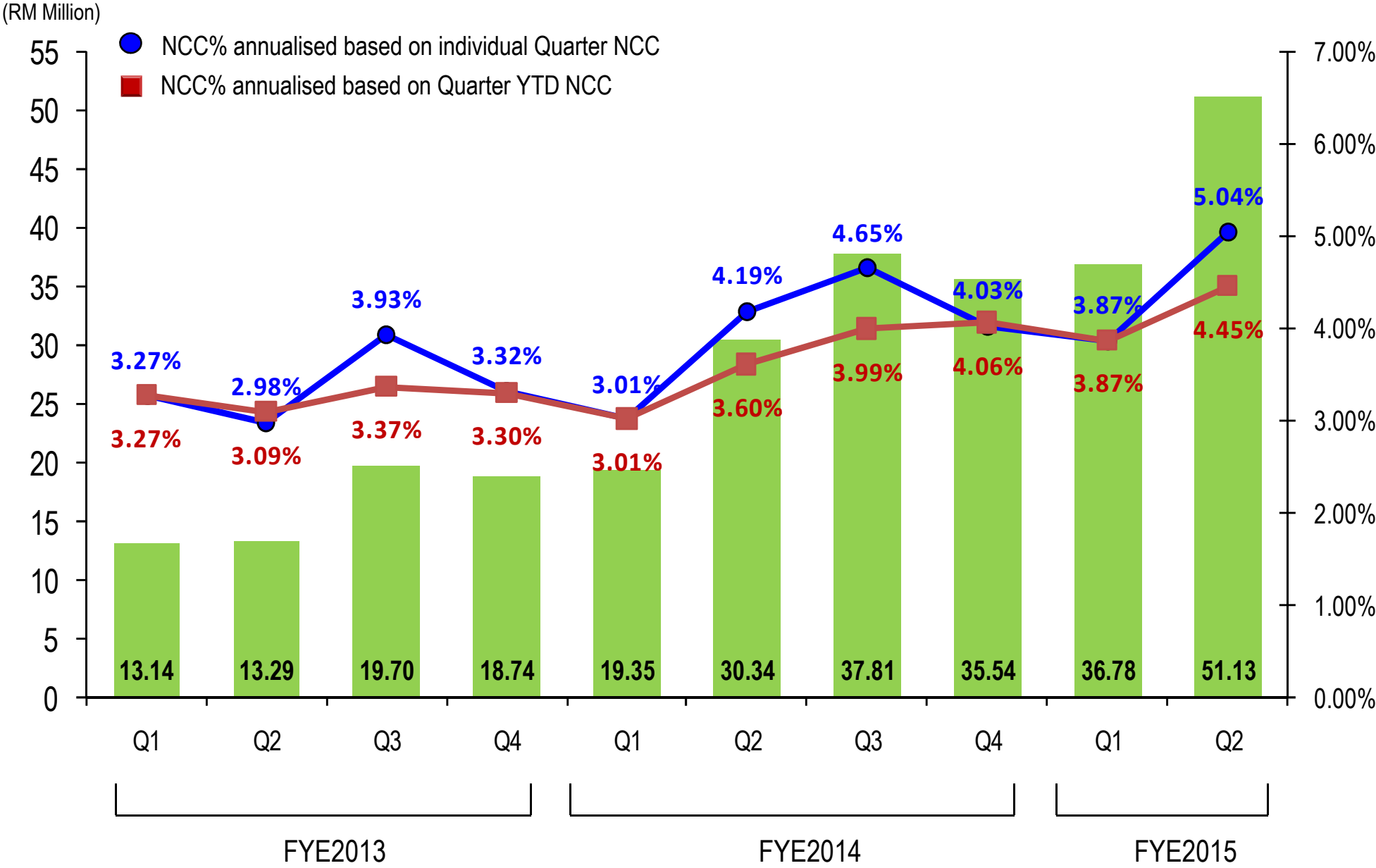
# Movement of collection ratio



# Ratio of Non-Performing Loans (NPL)



# Net Credit Cost Ratio vs Receivables

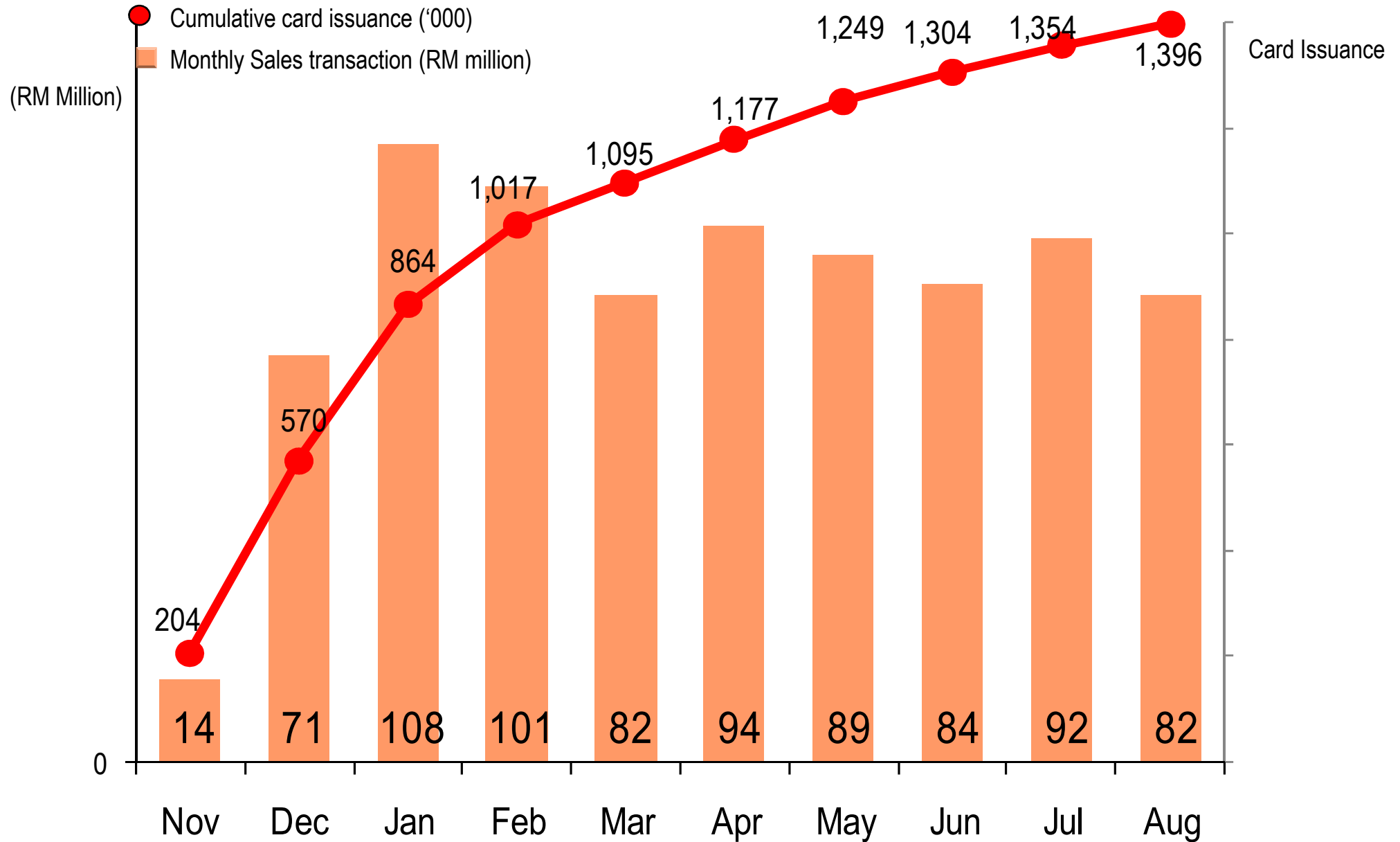


# Provision for Impairment Loss (Fin. Receivables)

(RM Million)

	1HY FYE2014	1HY FYE2015
Beginning Balance (as at 20 Feb)	49.739	<b>91.449</b>
+ Bad Debt Provision	62.561	<b>105.874</b>
(-) Write-off	(46.752)	<b>(76.412)</b>
Closing Balance (as at 20 Aug)	65.548	<b>120.911</b>
% of Financing Receivables	2.12%	<b>2.88%</b>
NPL Ratio	1.63%	<b>2.65%</b>
Growth of receivables v.s. Q2 of LY	63.5%	<b>35.0%</b>

## <Sales and Card Issuance>



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## Q & A Session

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