
Investor Relations Presentation: Q4 FYE 2016

21st April 2016
AEON Credit Service (M) Berhad

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1. Financial Results and Overview

2. Strategic Business Plan

3. Question and Answer Session

1. Financial Performance

Net Profit rose 6% to RM 228.2 Million

Total income of RM 1.055 billion 14% higher than last FY

Total Net Financing Receivables of RM 5.40 billion increased 20% from last FY

2. Operational Performance

Card member base 4.0 million

Credit Card	:	197K
Prepaid Card	:	43K
Express Card	:	1,557K
AB Loyalty Card	:	2,244K

Number of merchant outlets : Over 11,000 (11,961)

Number of Co. branches : 60

FYE 29 February 2016 Overview

FYE 29 February 2016 Performance



AEON CREDIT SERVICE

(RM Million)

	Q4 FYE 2016	% YOY (20.02.15)	FYE 20.02.15	FPE 28.02.15	FYE 2016	% YOY (20.02.15)	% YOY (28.02.15)
Total transaction volume	957.441	115%	3,393.432	3,405.676	3,615.989	107%	106%
Revenue	258.292	114%	852.805	871.600	965.234	113%	111%
Other Income	24.650	153%	56.078	56.780	89.974	160%	158%
Total Income	282.942	117%	908.883	928.380	1,055.208	116%	114%
Impairment Loss	67.179	115%	226.032	224.917	288.420	128%	128%
Staff costs	38.443	97%	147.239	150.421	158.182	107%	105%
Depreciation	5.189	112%	18.667	19.073	19.499	104%	102%
Other Operating exp	37.281	127%	104.850	107.406	124.286	119%	116%
Funding cost	44.299	82%	134.053	137.294	163.230	122%	119%
Total Expenses	192.391	114%	630.841	639.111	753.617	119%	118%
Profit Before Tax	90.551	122%	278.042	289.269	301.591	108%	104%
Corporate Tax	22.418	120%	70.673	73.543	73.369	104%	100%
Net Profit	68.133	123%	207.369	215.726	228.222	110%	106%
Earnings Per Share (sen)	45.08	114%	139.83	145.64	149.02	107%	102%

(RM Million)

	Q4 FYE 2016	% YOY (20.02.15)
Credit Card	29.937	103%
General Easy Payment	32.753	85%
Motorcycle Easy Payment	84.588	108%
Auto Financing	52.734	149%
Personal Financing	56.569	132%
SME Financing	1.711	90%
Other Income	24.650	153%
Total Income	282.942	117%

FYE 2016	% YOY (20.02.15)	% YOY (28.02.15)	Share
95.570	80%	78%	9.1%
136.365	91%	89%	12.9%
331.281	113%	111%	31.4%
187.334	163%	159%	17.7%
207.496	123%	121%	19.7%
7.191	100%	98%	0.7%
89.971	160%	158%	8.5%
1,055.208	116%	114%	100%

29 Feb 2016 Financial Position



(Summary of Statement of Financial Position)

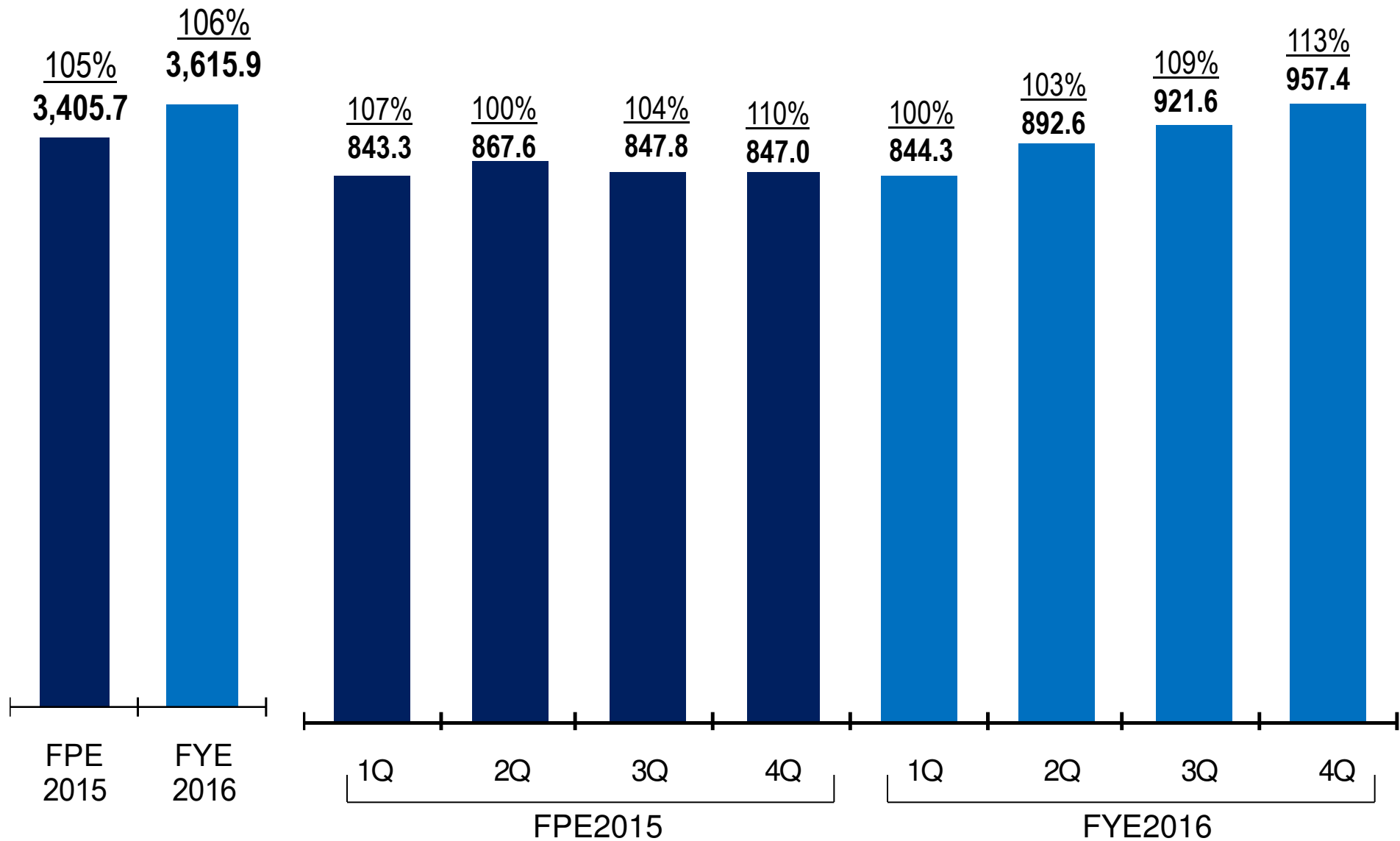
(RM Million)

	28 Feb 2015	29 Feb 2016	Difference	% YOY
Total Assets	4,923.299	6,097.507	1,174.208	124%
Net Financing Receivables	4,517.045	5,404.916	887.871	120%
Other Assets	406.254	692.591	286.337	170%
Total Liabilities	3,967.587	5,036.689	1,069.102	127%
Total Equity	955.712	1,060.818	105.106	111%
Capital Ratio against Receivables	21.4%	20.2%	-1.2%	94%
NTA per Share (RM)	4.72	5.45	0.73	115%

Total Transaction volume



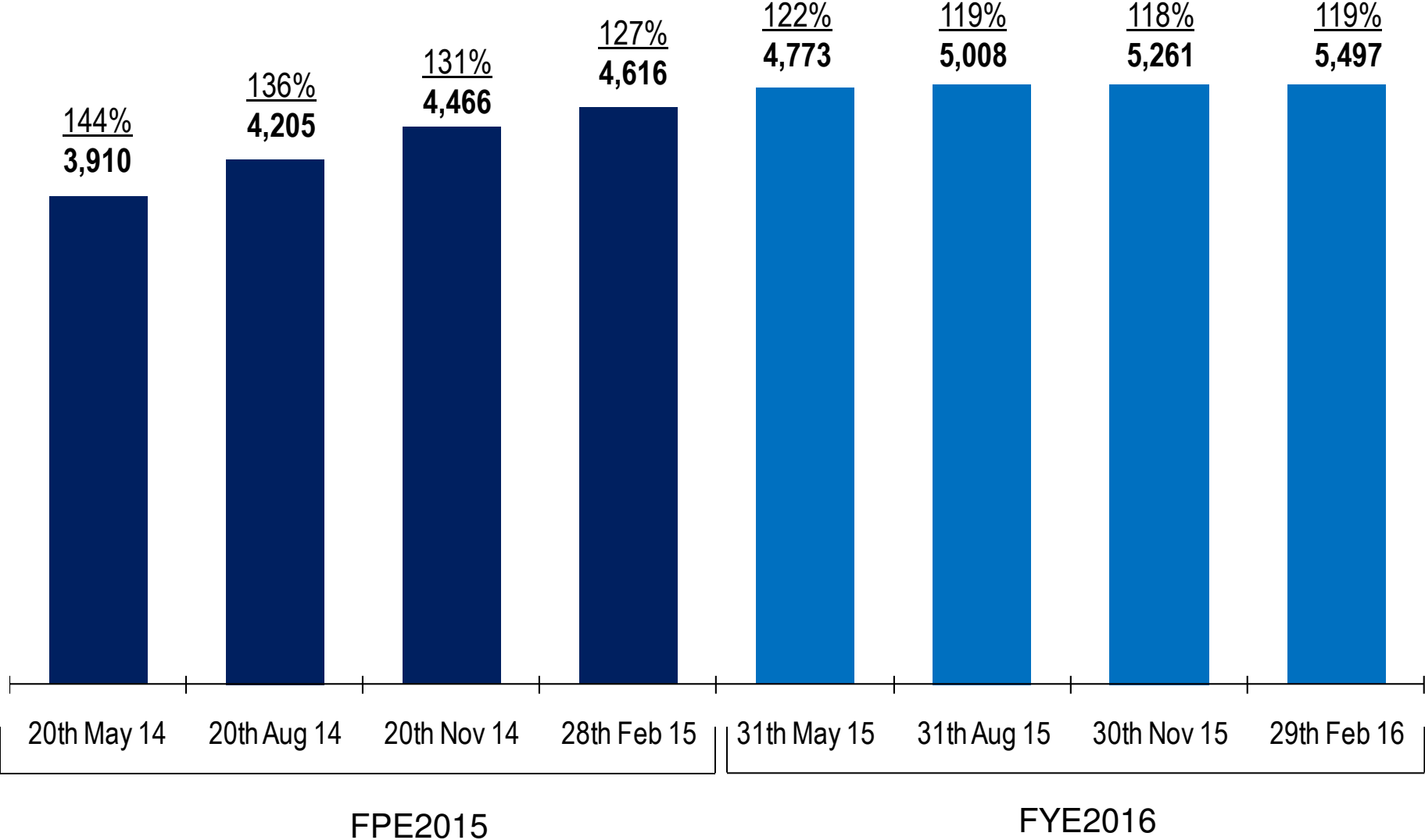
(RM Million)



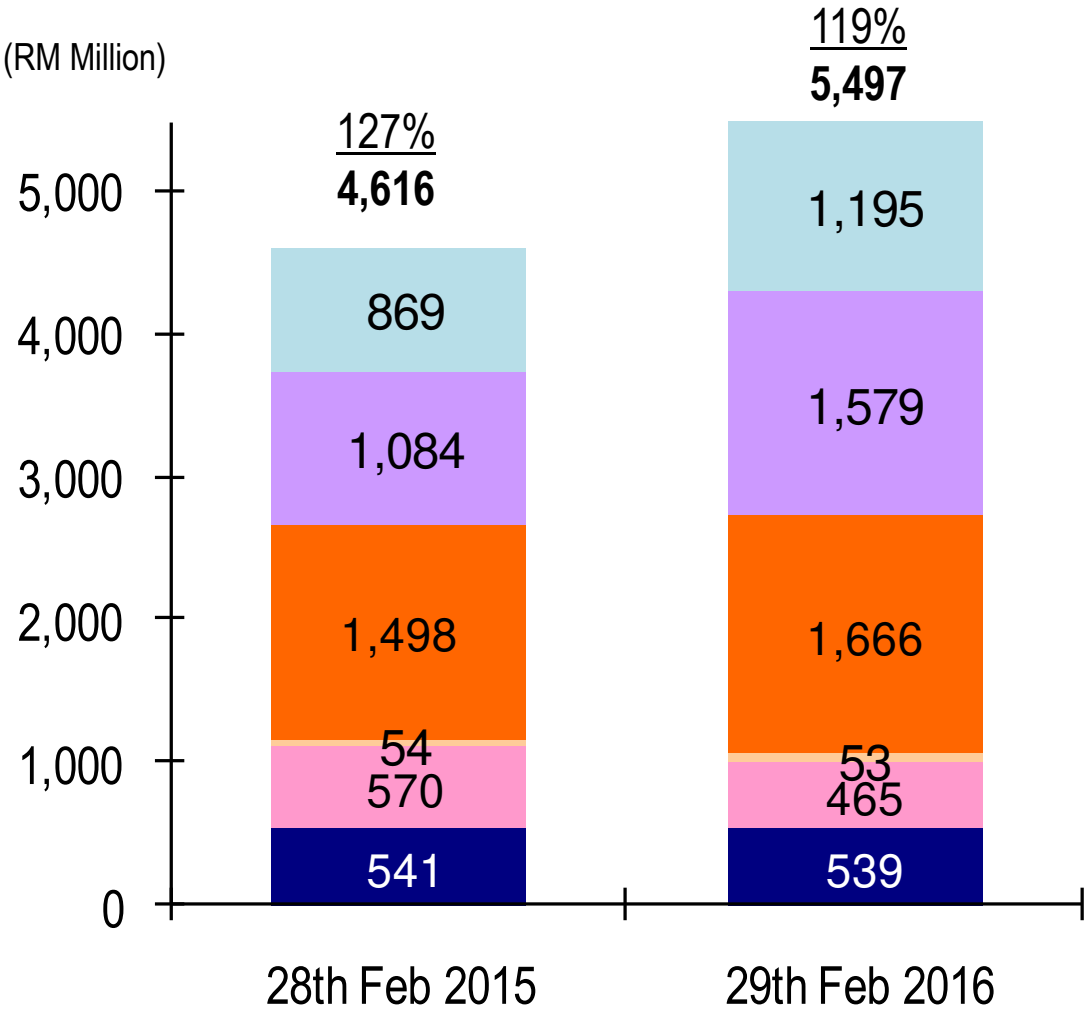
Total Financing Receivables



(RM Million)



Financing Receivables by Products



<Product Share>

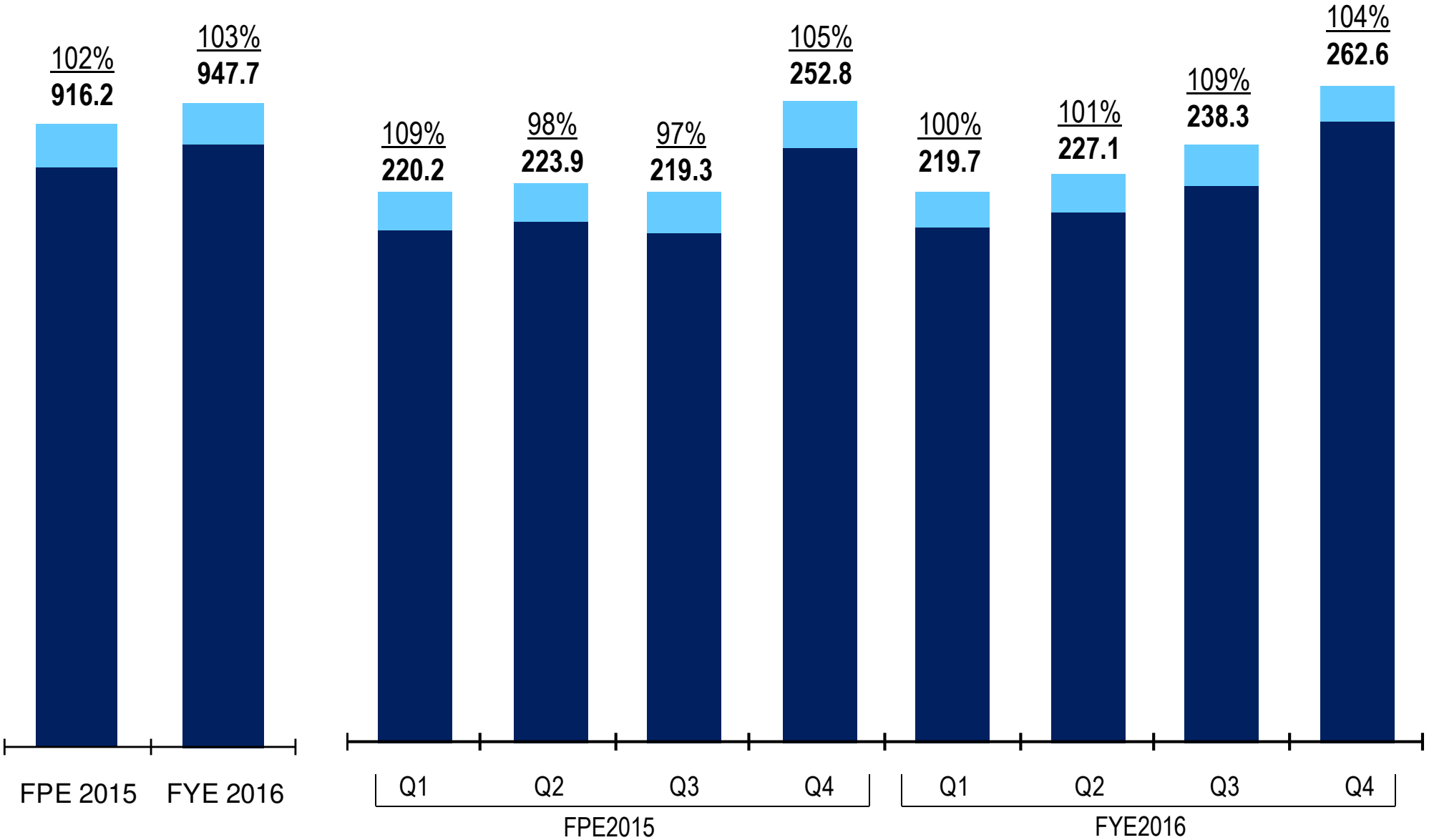
	28th Feb 2015	29th Feb 2016
PF	18.8%	21.7%
AF	23.5%	28.7%
MEP	32.4%	30.3%
SME	1.2%	1.0%
GEP	12.3%	8.5%
CC	11.8%	9.8%

Credit cards transaction volume



■ Credit purchase
 ■ Cash Advance

(RM Million)

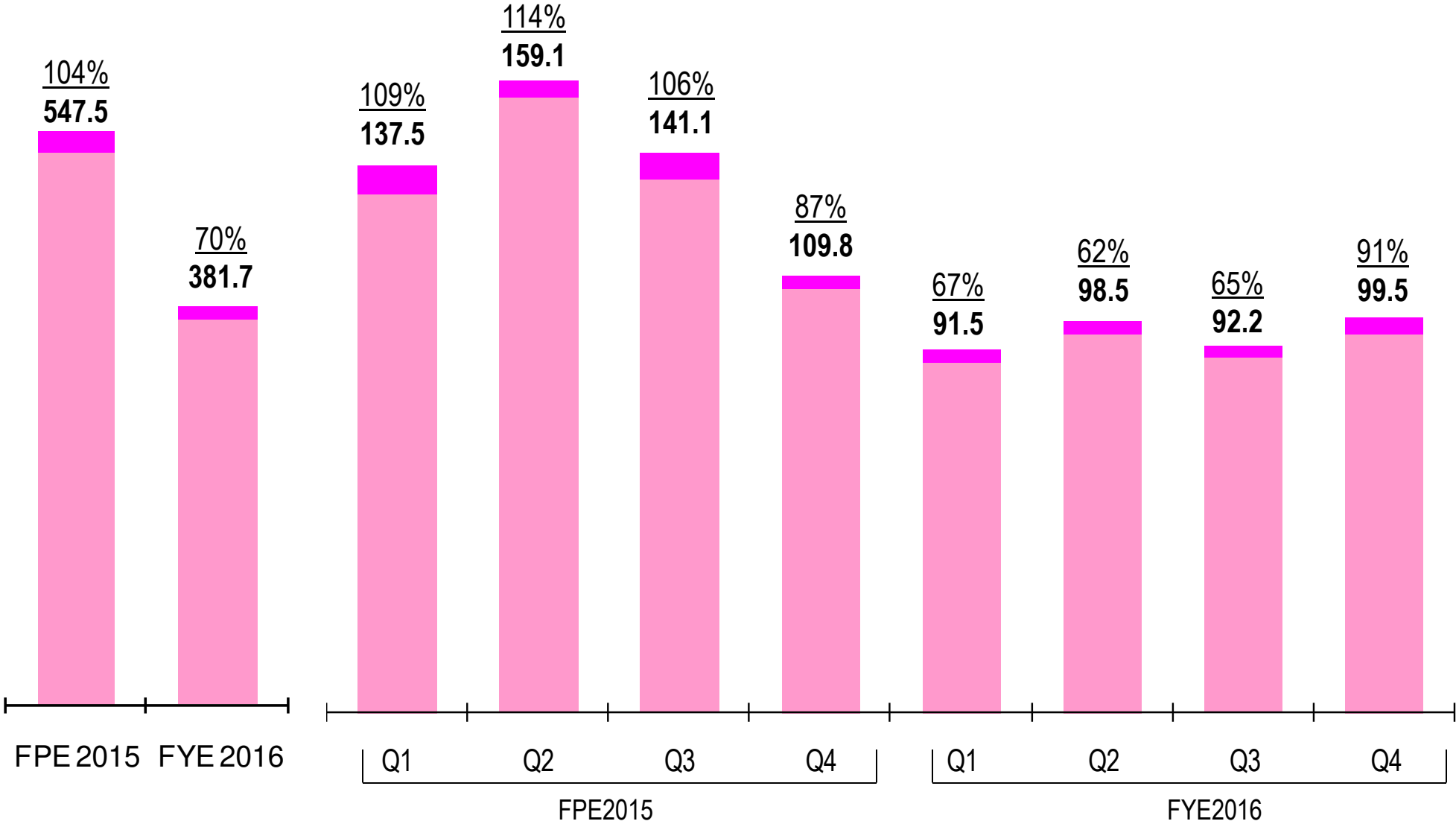


GEP / SME transaction volume



■ General Easy Payment
 ■ Small medium-size enterprise Easy payment

(RM Million)

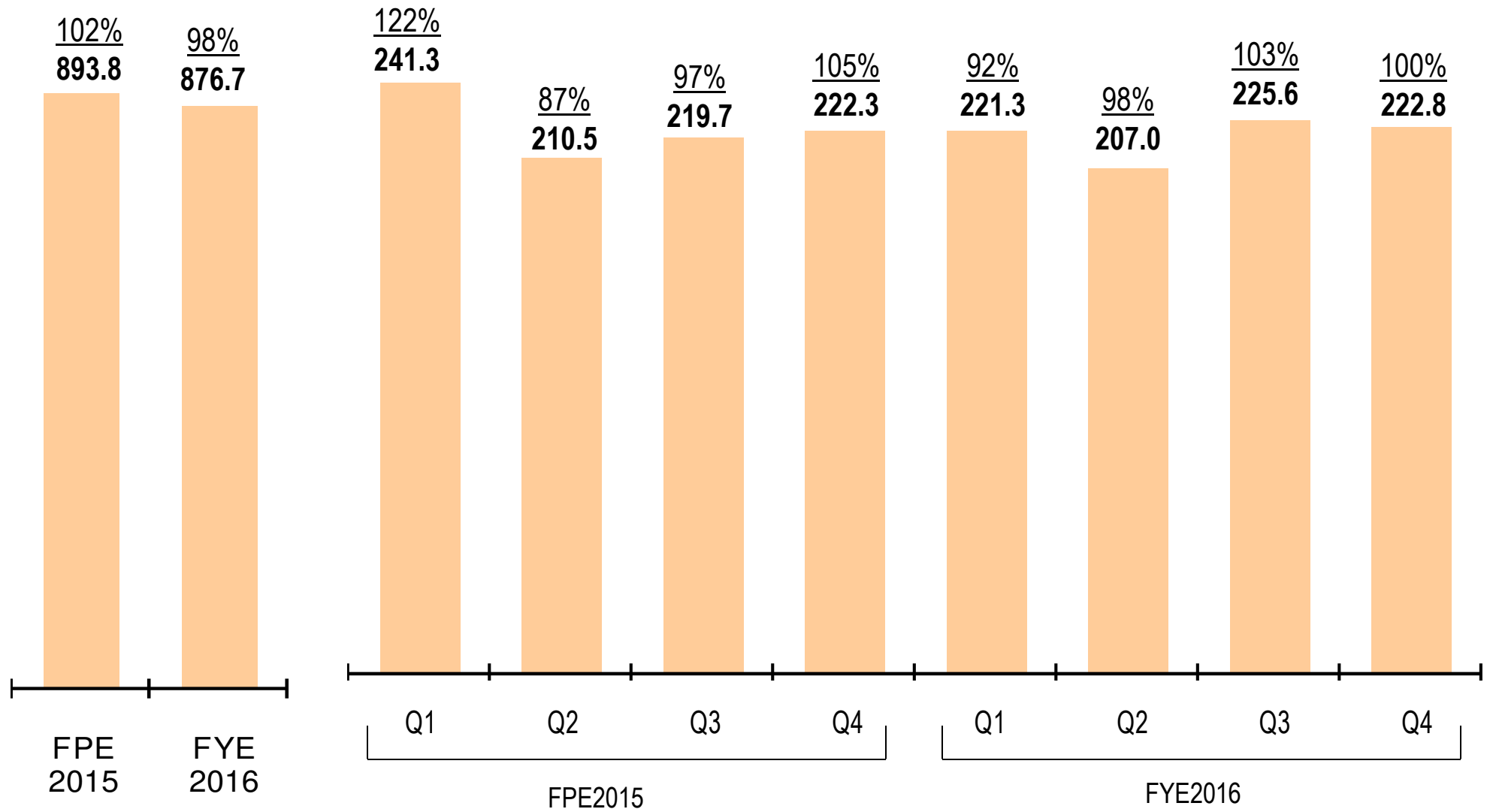


MEP transaction volume



Motorcycle Easy Payment

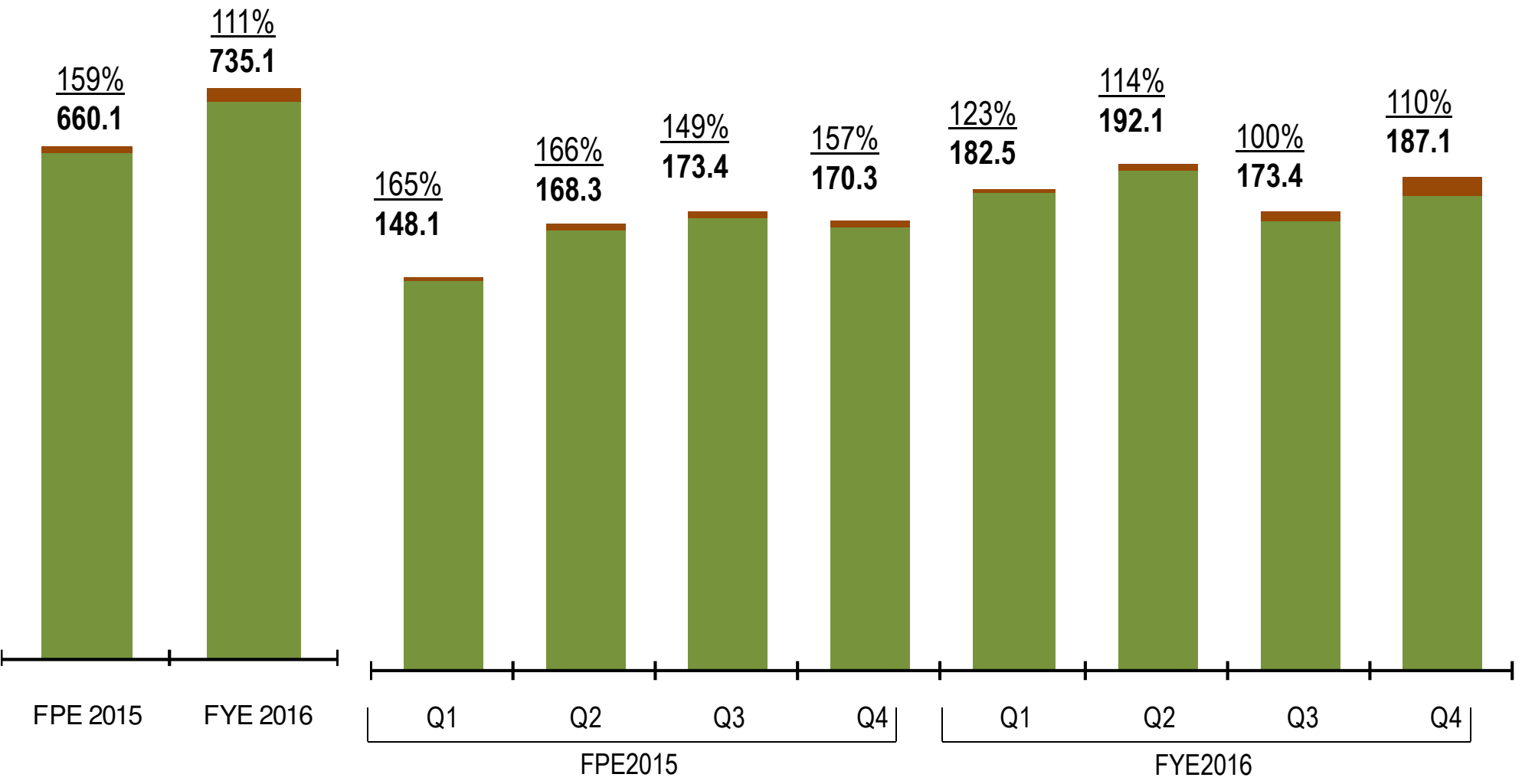
(RM Million)



AF transaction volume

■ UCEP
 ■ NCEP

(RM Million)

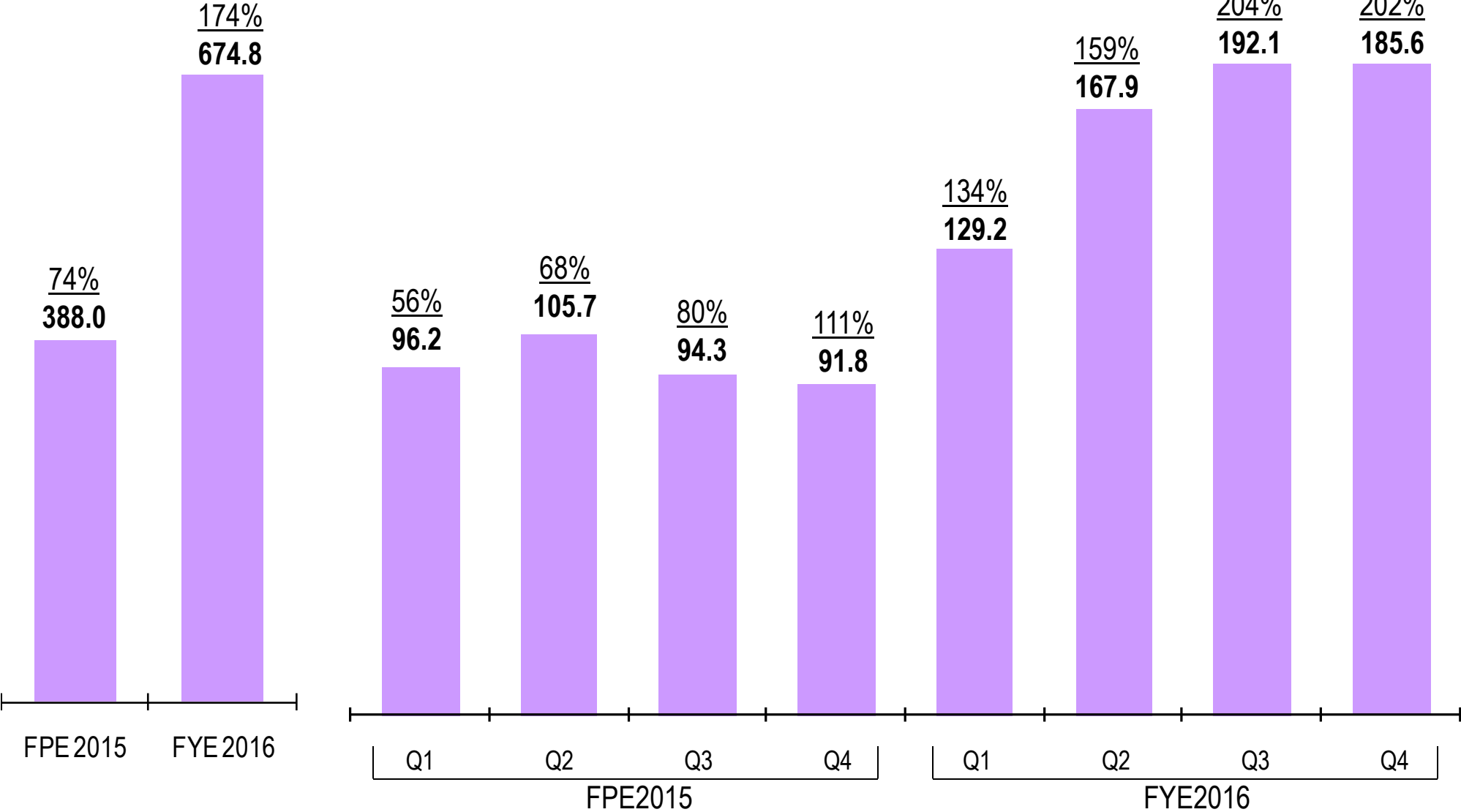


PF transaction volume



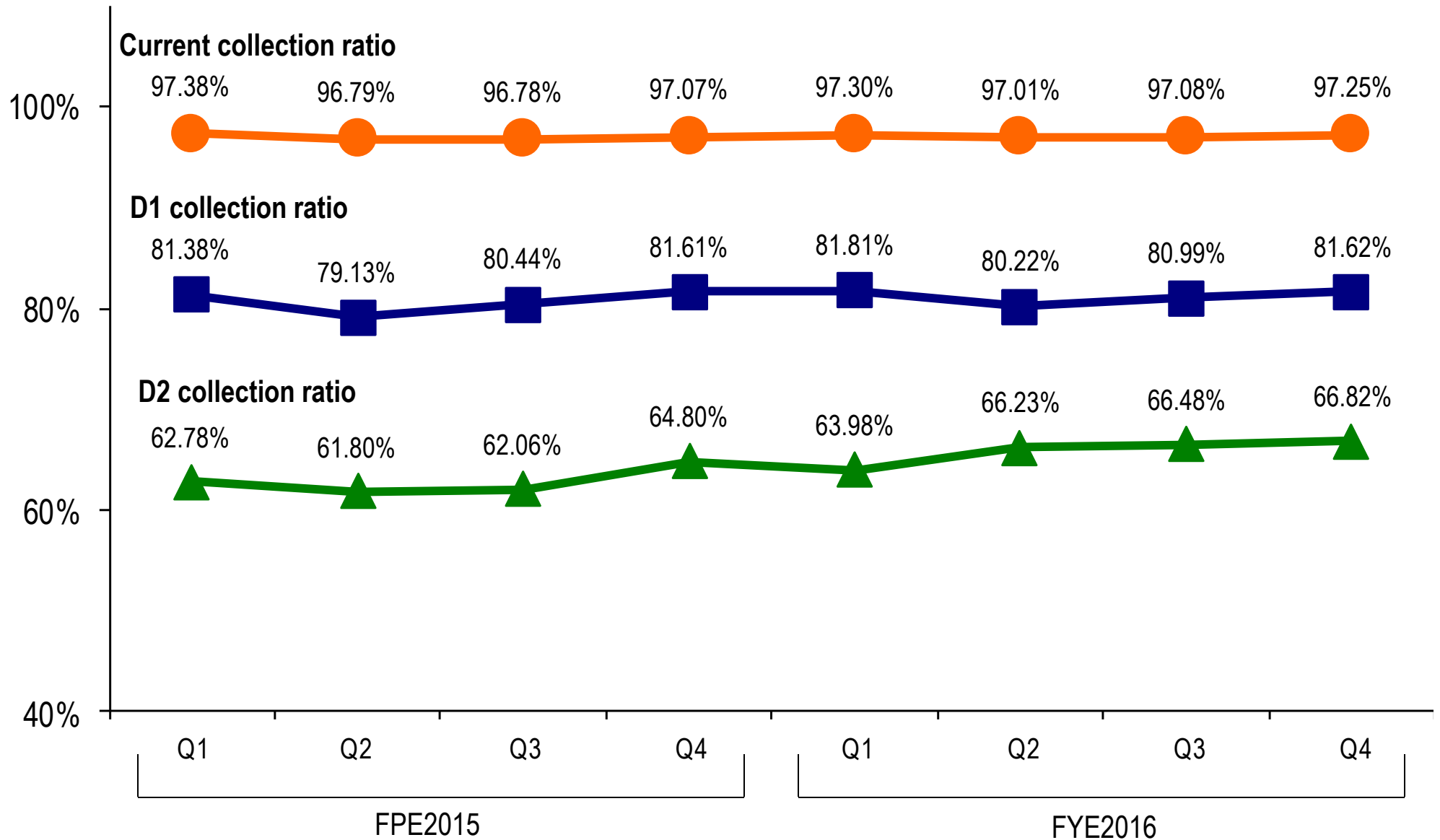
Personal Financing

(RM Million)



	Q4 FPE2015	Q3 FYE2016	Q4 FYE2016	Difference From LQ
Current	97.07%	97.08%	97.25%	+0.17%
D 1	81.61%	80.99%	81.62%	+0.63%
D 2	64.80%	66.48%	66.82%	+0.34%
D 3 and above	8.07%	7.12%	8.90%	+1.78%

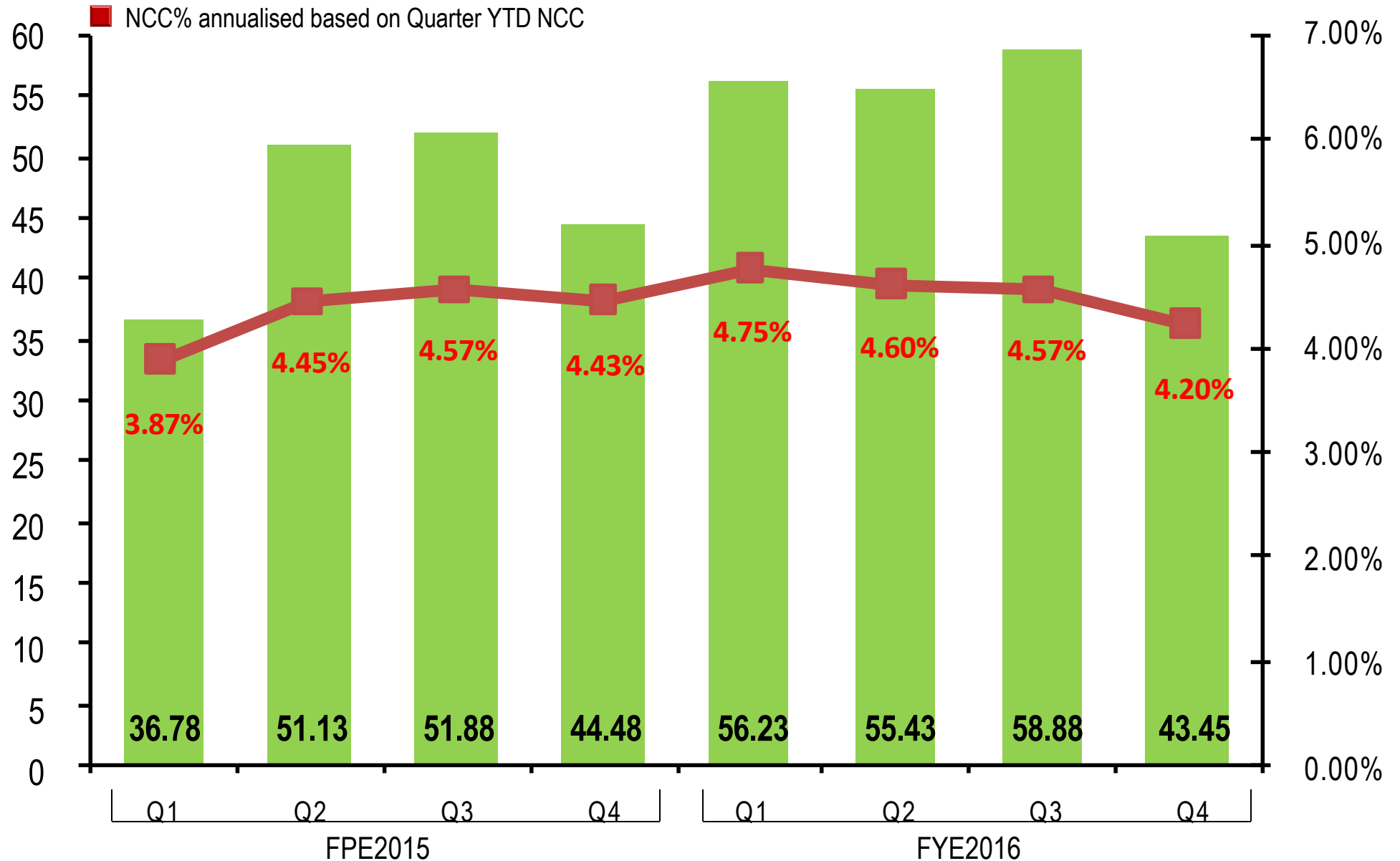
Movement of collection ratio



Net Credit Cost Ratio vs Receivables



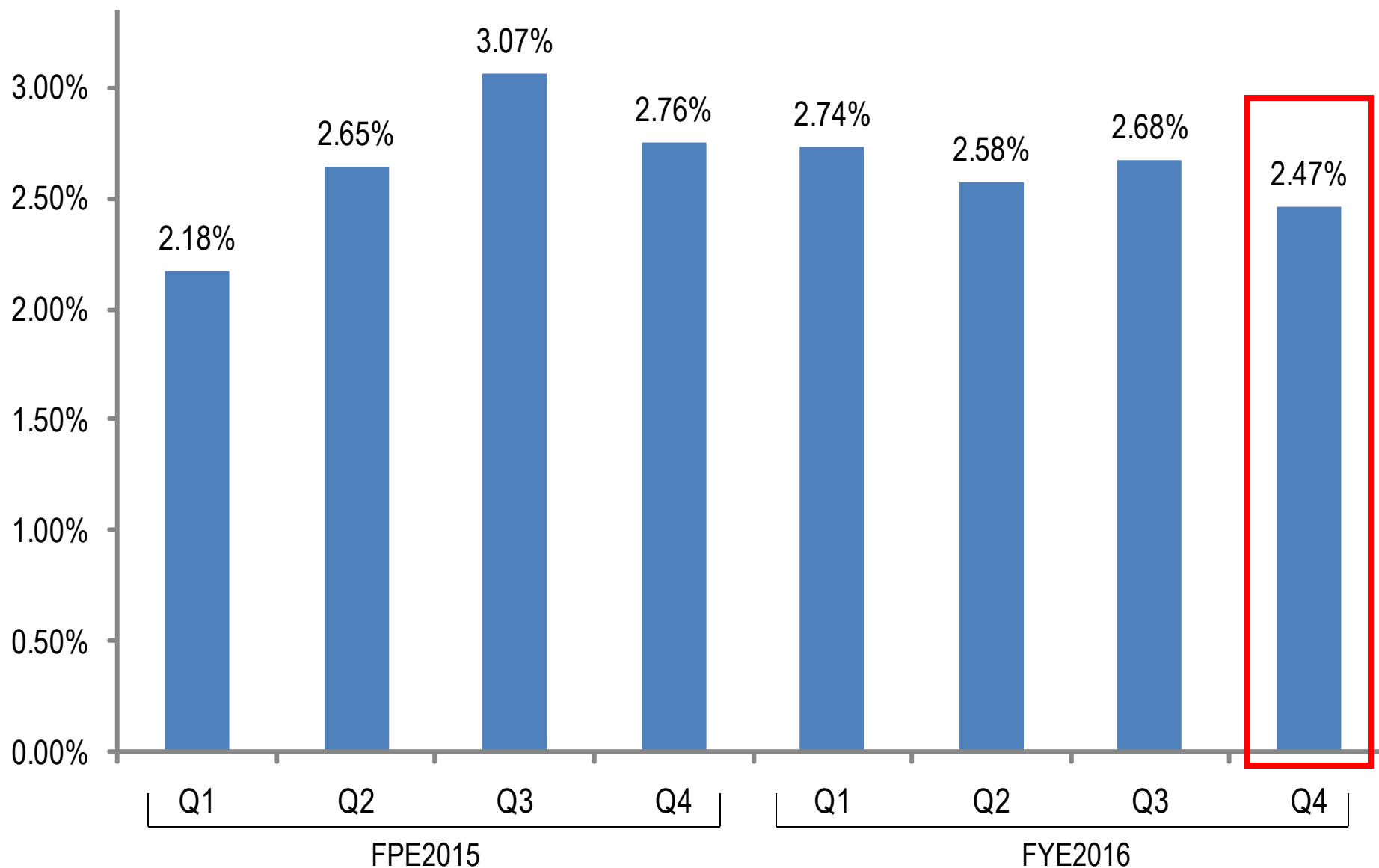
(RM Million)



Ratio of Non-Performing Loans (NPL)



Prudent risk management policies and portfolio management to control NPL



(RM Million)

	28 Feb 2015	29 Feb 2016
Beginning Balance	91.449	135.298
+ Impairment Loss (annual)	224.917	288.420
(-) Write-off (annual)	(181.068)	(285.797)
Closing Balance	135.298	137.921
% of Financing Receivables	2.93%	2.51%
NPL Ratio	2.76%	2.47%
Growth of net receivables v.s. Q4 of LY	26.5%	19.7%

Final Dividend Per Share and Payout ratio



	FYE2014	FPE 2015	FYE 2016	Difference from LY
<u>Interim Dividends</u>	22.3 cent	27.4 cent	29.9 cent	109% 2.5 cent
<u>Final Dividends</u>	24.0 cent	29.6 cent	29.6 cent	100% 0.0 cent
<u>Total Dividends</u>	46.3 cent	57.0 cent	59.5 cent	104% 2.5 cent
<u>Payout Ratio</u>	38.0%	38.0%	37.5%	-

	FYE2013	FYE2014	28 th Feb 2015	29 th Feb 2016
Total Income	500.8	711.7	928.1	1,055.2
PBT	181.1	233.9	289.3	301.6
PAT	134.1	175.4	215.7	228.2
Earnings per share (RM)	1.03	1.22	1.46	1.49
NTA per share (RM)	2.98	3.79	4.72	5.45
ROE	34.8%	36.0%	34.2%	29.3%
ROA	6.7%	5.7%	5.0%	4.1%
Capital ratio against receivables (min 16%)	18.8%	18.3%	21.4%	20.2%
Debt equity ratio (times)	4.3	4.6	3.95	4.56
Share price (RM)	11.34	14.70	13.3	11.92
PER	11.03	12.05	9.11	8.00
Market Capitalisation (RM Million)	1,633	2,117	1,915	1,716

* Computed based on annualised figure

Financial Year 2016 Strategic Plan

- Cross selling of Easy Payment product and Credit Cards to existing products to 2.2mil AEON Big Members
- Expansion of branch network via customer acquisition by opening service centers at AEON Mall and secondary towns

Feb 2016: 60



Feb 2017: 64

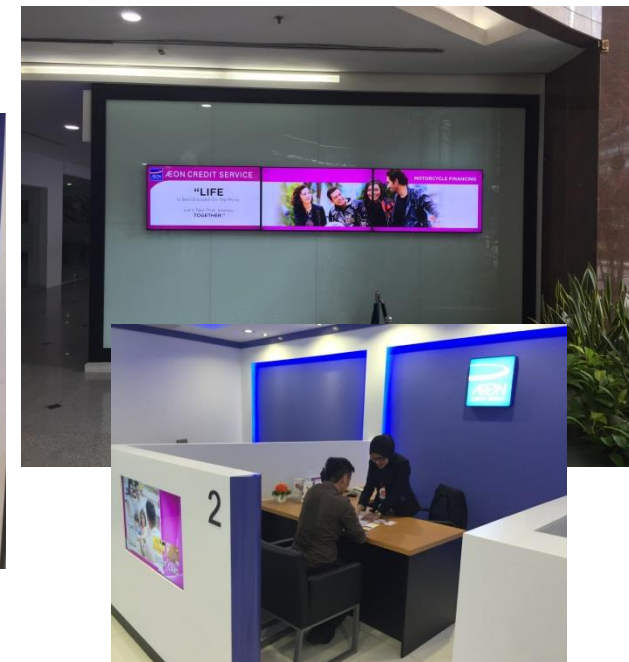


Customer Experience

- Self Service Kiosk
- Digital Devices

Digitalization of Operations

- Application, Settlement, Marketing & Recruitment



■ Credit Card

- Develop Co- Brand Credit Card

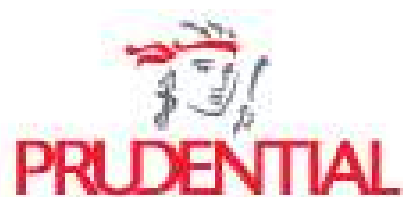
- Increase customer loyalty with more in-store rewards



■ Expand Insurance Business

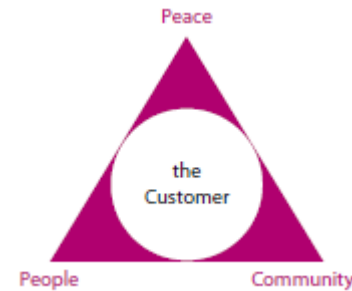
- AEON Member base

- Extended Warranty expansion



20th Anniversary Celebration

- Special Promotion
- Community Events
- Branding and Awareness



Q & A Session
