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# Investor Relations Presentation

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4<sup>th</sup> October 2016  
AEON CREDIT SERVICE (M) Berhad

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# **FYE 28 February 2017 First Half Year Highlights**

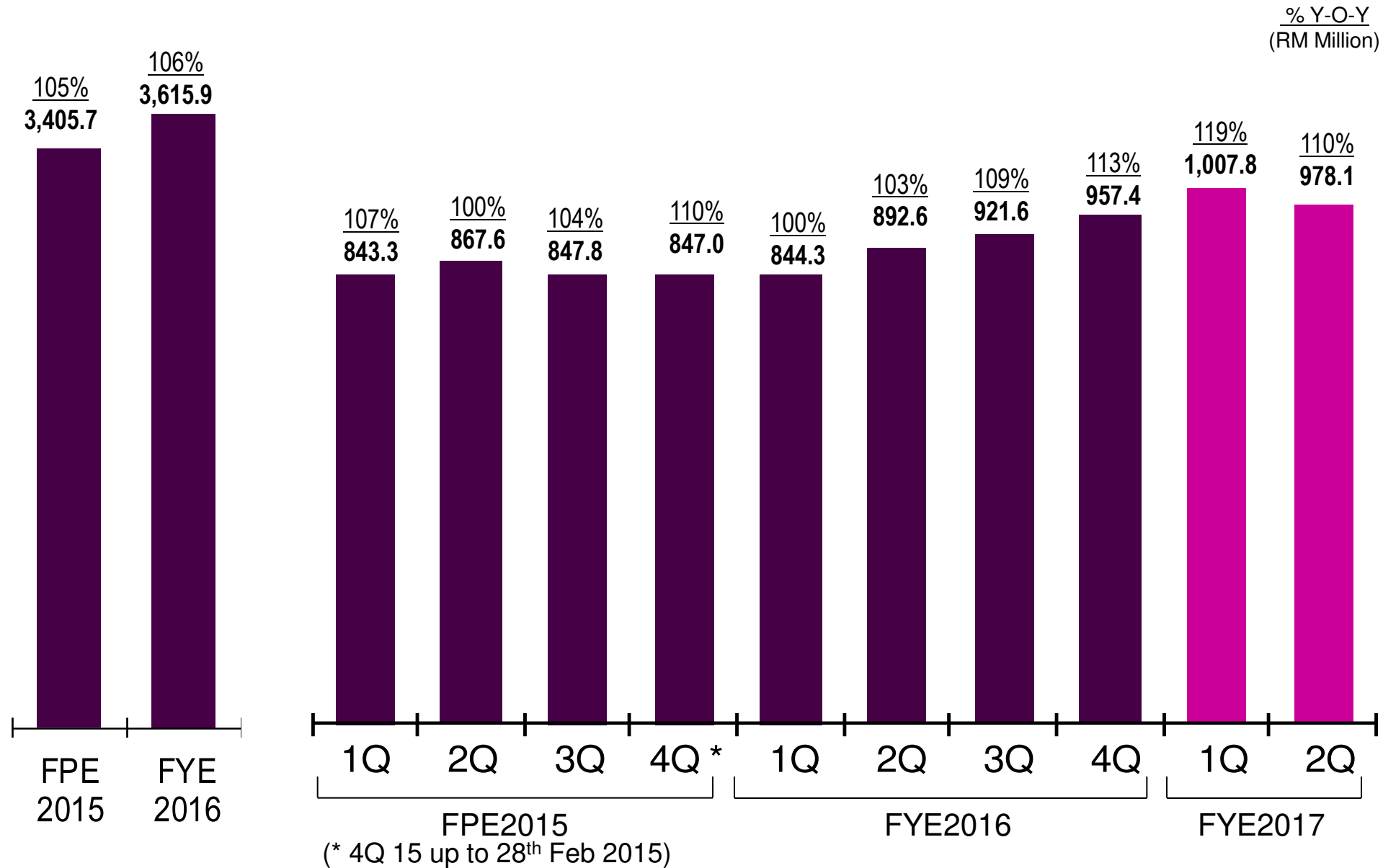
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# FYE 28 February 2017 1<sup>st</sup> HY Highlights



(Unit:RM'million,%)		Q2 FYE 2017	% YOY	1 <sup>st</sup> half FYE 2016	1 <sup>st</sup> half FYE 2017	% YOY
	Credit Card	271.928	120	446.836	538.025	120
	General Easy Payment	93.974	99	183.121	178.455	97
	Motorcycle Easy Payment	129.756	111	247.174	263.781	107
	Superbike Easy Payment	92.785	102	181.181	204.277	113
	Automobile Financing	175.403	91	374.624	370.724	99
	Personal Financing	210.295	125	297.143	418.409	141
	SME Business	4.000	127	6.848	12.293	180
<b>Total Transaction Volume</b>		<b>978.141</b>	<b>110</b>	<b>1,736.927</b>	<b>1,985.964</b>	<b>114</b>
Total Operating Income		294.144	118	504.858	583.351	116
Total Expenses		220.969	120	364.320	426.060	117
<b>Profit Before Tax</b>		<b>73.175</b>	<b>114</b>	<b>140.538</b>	<b>157.291</b>	<b>112</b>
	Corporate Tax	17.981	114	33.811	39.370	116
<b>Net Profit</b>		<b>55.194</b>	<b>114</b>	<b>106.727</b>	<b>117.921</b>	<b>110</b>

# Total Transaction Volume



# FYE 28 February 2017 1<sup>st</sup> HY Performance (Operating Income)



AEON CREDIT SERVICE

(Unit:RM'million,%)		Q2 FYE 2017	% YOY	1 <sup>st</sup> half FYE 2017	% YOY	Share
Credit Card		26.183	157	51.357	126	9
General Easy Payment		30.821	89	62.341	90	11
Motorcycle Easy Payment		59.712	101	119.934	99	20
Superbike Easy Payment		26.088	117	51.434	120	9
Automobile Financing		59.328	132	115.766	135	20
Personal Financing		65.239	133	126.424	129	22
SME Business		1.756	95	3.510	94	0
Other income		25.017	126	52.585	120	9
<b>Total Operating Income</b>		<b>294.144</b>	<b>118</b>	<b>583.351</b>	<b>116</b>	<b>100</b>

# FYE 28 February 2017 1<sup>st</sup> HY Performance (Expenses)



(Unit:RM'million,%)	Q2 FYE 2017	% YOY
Impairment loss	82.597	117
Staff costs	46.250	113
Other operating expenses	42.451	128
<b>Operating Expenses</b>	<b>171.298</b>	<b>119</b>
Funding Costs	49.671	125
<b>Total Expenses</b>	<b>220.969</b>	<b>120</b>

1 <sup>st</sup> half FYE 2017	% YOY	Share
153.844	107	36
90.266	115	21
85.364	133	20
<b>329.474</b>	<b>115</b>	<b>77</b>
96.586	125	23
<b>426.060</b>	<b>117</b>	<b>100</b>

# Summary of Statement of Financial Position as at 31 Aug 2016



AEON CREDIT SERVICE

(Unit:RM'million,%)	31 <sup>st</sup> Aug 2015	31 <sup>st</sup> Aug 2016	Share	vs LY
Credit Card	520.883	562.232	8.6	41.349
General Easy Payment	512.041	438.917	6.8	(73.124)
Motorcycle Easy Payment	1,583.499	1,764.924	27.1	181.425
Automobile Financing	1,353.272	1,804.941	27.7	451.669
Personal Financing	985.161	1,393.402	21.4	408.241
SME Business	53.408	56.826	1.0	3.418
<b>Financing Receivables</b>	<b>5,008.264</b>	<b>6,021.242</b>	<b>92.6</b>	<b>1,012.978</b>
Impairment Loss Provision	(143.162)	(148.949)	(2.3)	(5.787)
Other assets	727.831	633.199	9.7	(94.632)
<b>Total Assets</b>	<b>5,592.933</b>	<b>6,505.492</b>	<b>100.0</b>	<b>912.559</b>
<b>Total Liabilities</b>	<b>4,592.967</b>	<b>5,375.403</b>	<b>82.6</b>	<b>782.436</b>
<b>Shareholders' Funds</b>	<b>999.966</b>	<b>1,130.089</b>	<b>17.4</b>	<b>130.123</b>
<b>Total Equity and Liabilities</b>	<b>5,592.933</b>	<b>6,505.492</b>	<b>100.0</b>	<b>912.559</b>

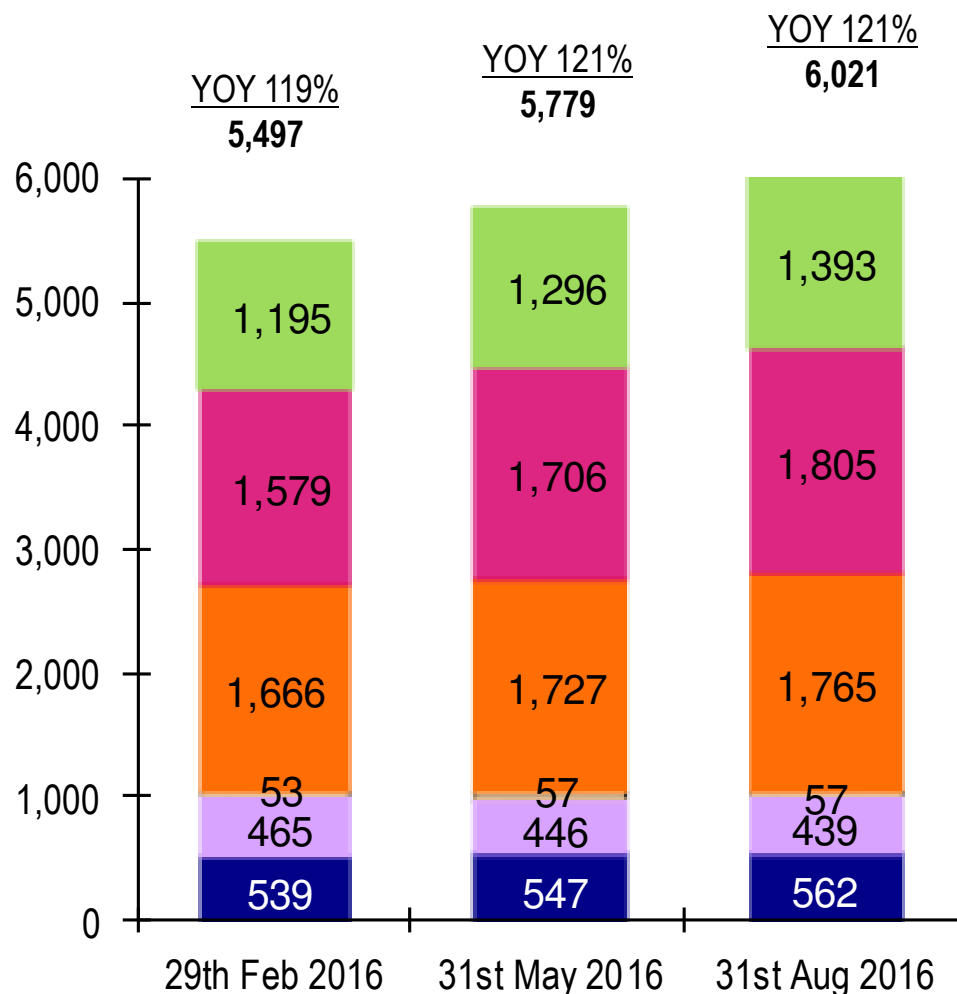
	FYE2013	FYE2014	FPE2015	29 <sup>th</sup> Feb FYE2016	1HY FYE2017
Operating Income	500.8	711.7	928.1	1,055.2	583.4
PBT	181.1	233.9	289.3	301.6	157.3
PAT	134.1	175.4	215.7	228.2	117.9
Earnings per share after PERPS distribution (RM) *	1.03	1.22	1.46	1.49	1.54
NTA per share (RM)	2.98	3.79	4.72	5.45	5.93
ROE (on ordinary equity) *	34.8%	36.0%	34.2%	29.3%	27.1%
ROA *	6.7%	5.7%	5.0%	4.1%	3.7%
Capital ratio against receivables	18.7%	18.3%	21.4%	20.2%	19.6%
Debt equity ratio (times)	4.3	4.6	3.95	4.56	4.56
Share price (RM)	11.34	14.70	13.30	11.92	14.98
PER	11.03	12.05	9.11	8.00	9.71
Market Capitalisation (RM million)	1,633	2,117	1,915	1,716	2,157

\* Computed based on annualised figure

# Financing Receivables by Products



(RM Million)



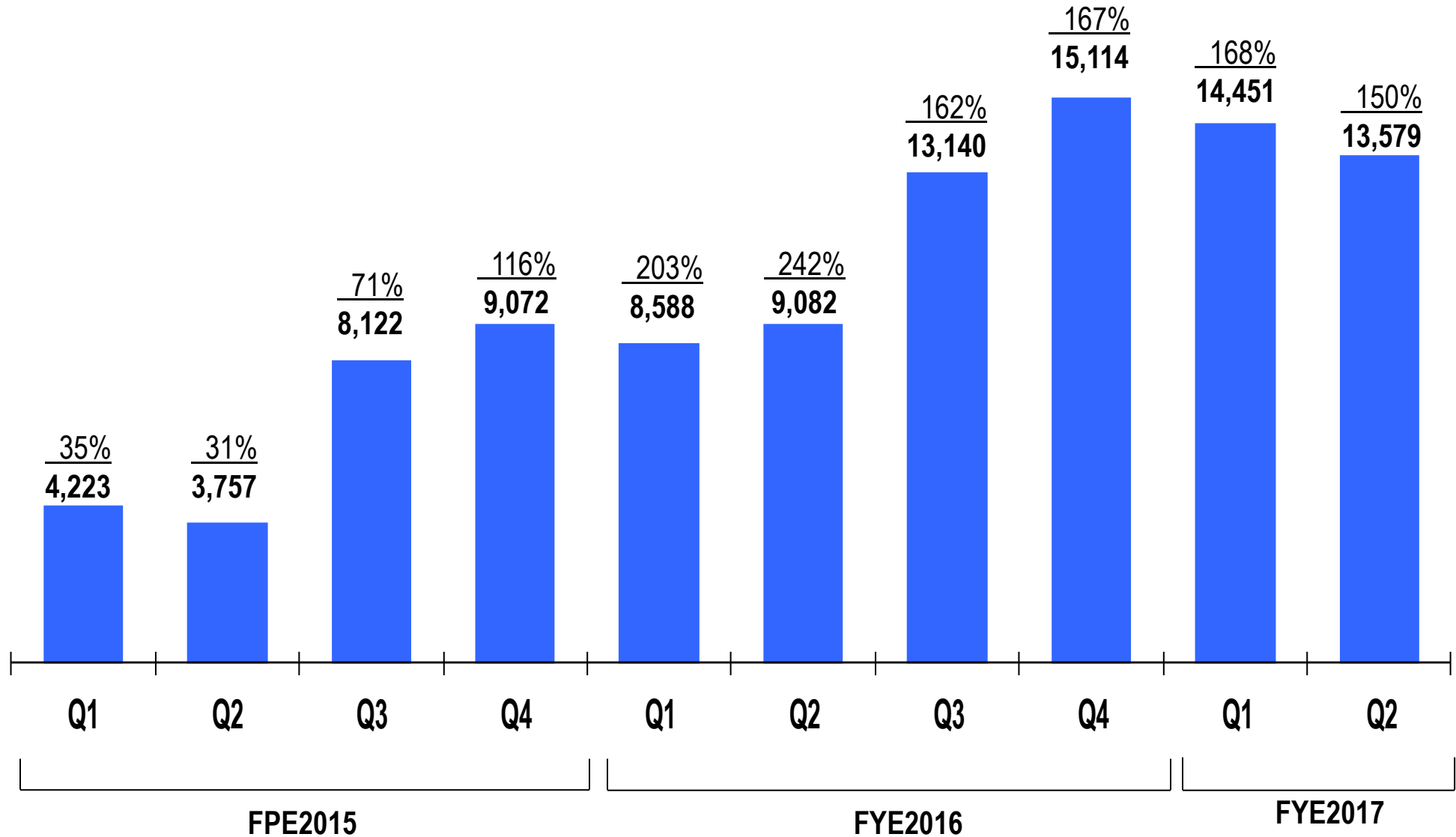
## <Product Share>

Product	29th Feb 2016	31st May 2016	31st Aug 2016
PF	21.7%	22.4%	23.1%
AF	28.7%	29.5%	30.0%
MEP	30.3%	29.9%	29.3%
SME	1.0%	1.0%	1.0%
GEP	8.5%	7.7%	7.3%
CC	9.8%	9.5%	9.3%

# Credit cards issuance



(unit)

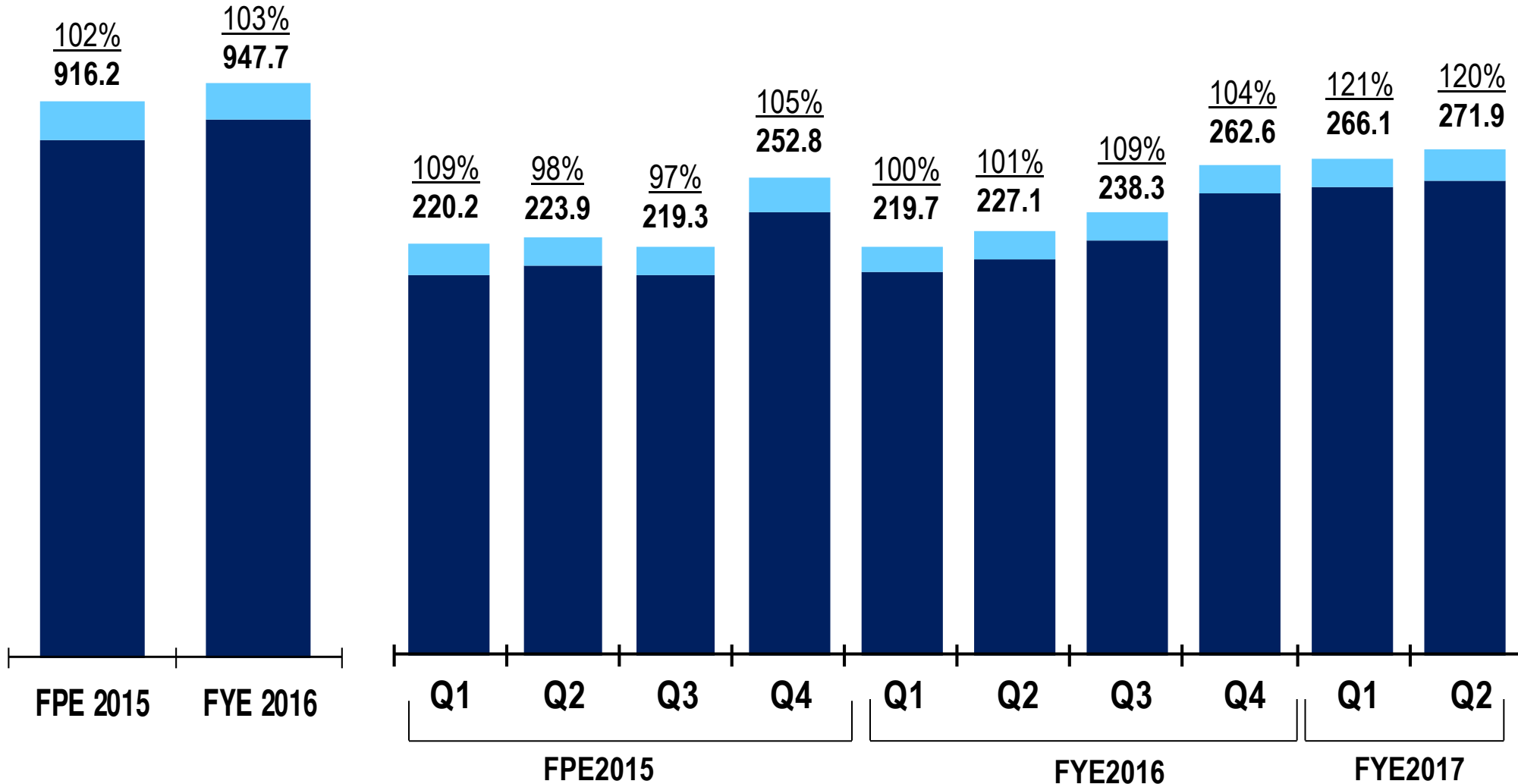


# Credit cards transaction volume



■ Credit purchase    ■ Cash Advance

(RM Million)

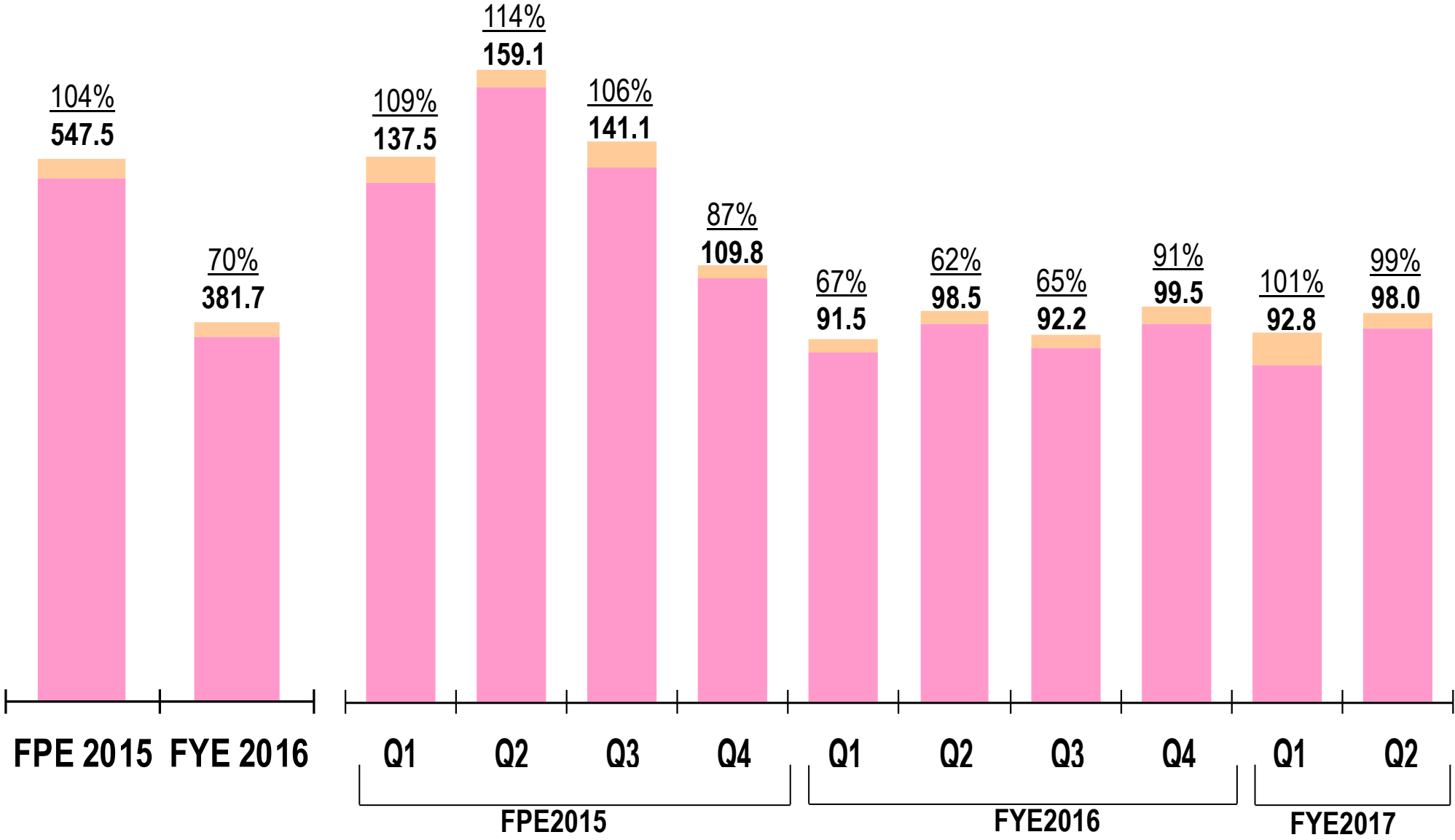


# GEP / SME transaction volume



■ General Easy Payment   
 ■ SME Business

(RM Million)

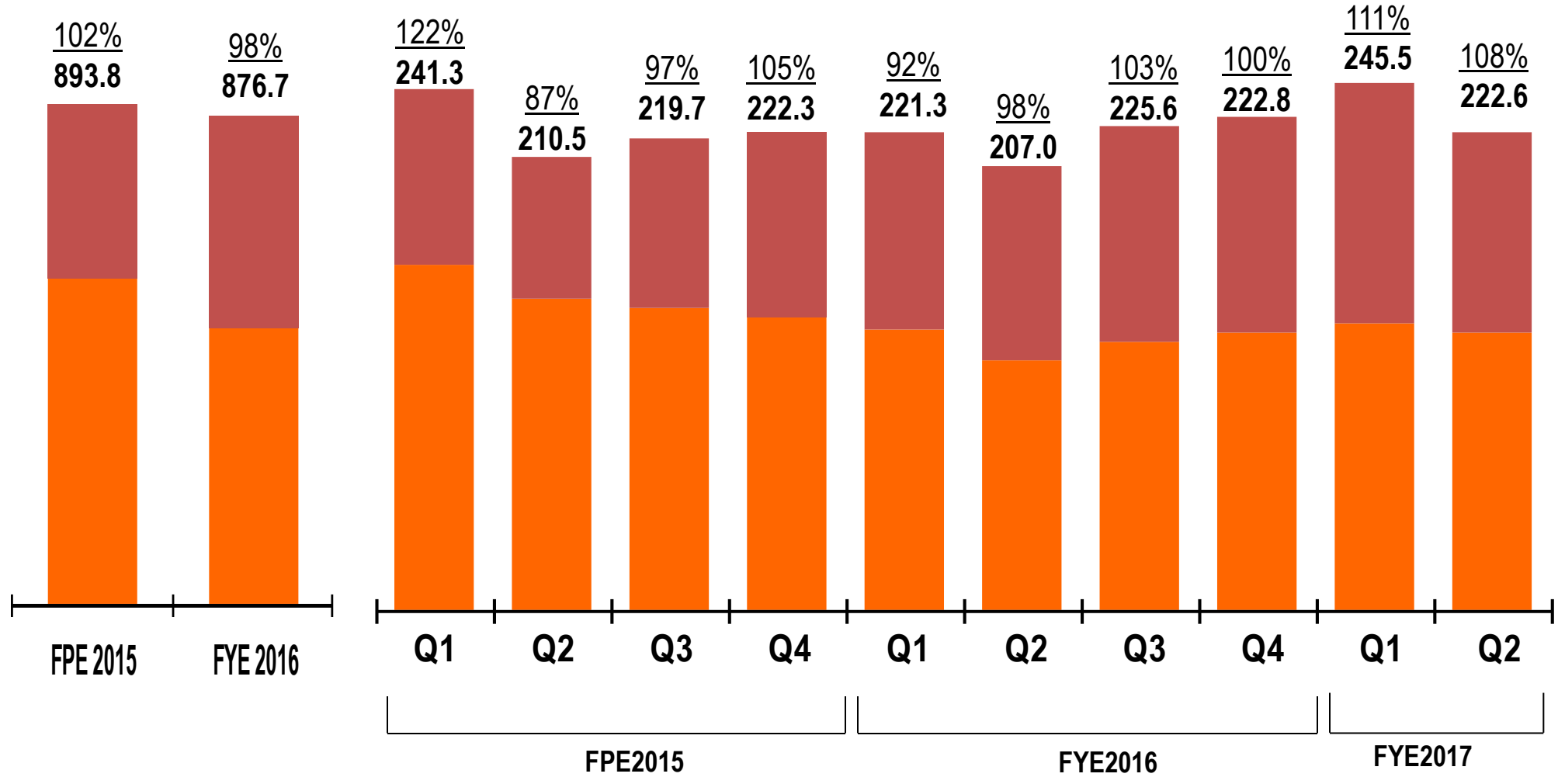


# MEP transaction volume



■ Moped Easy Payment    
 ■ Superbike Easy Payment

(RM Million)

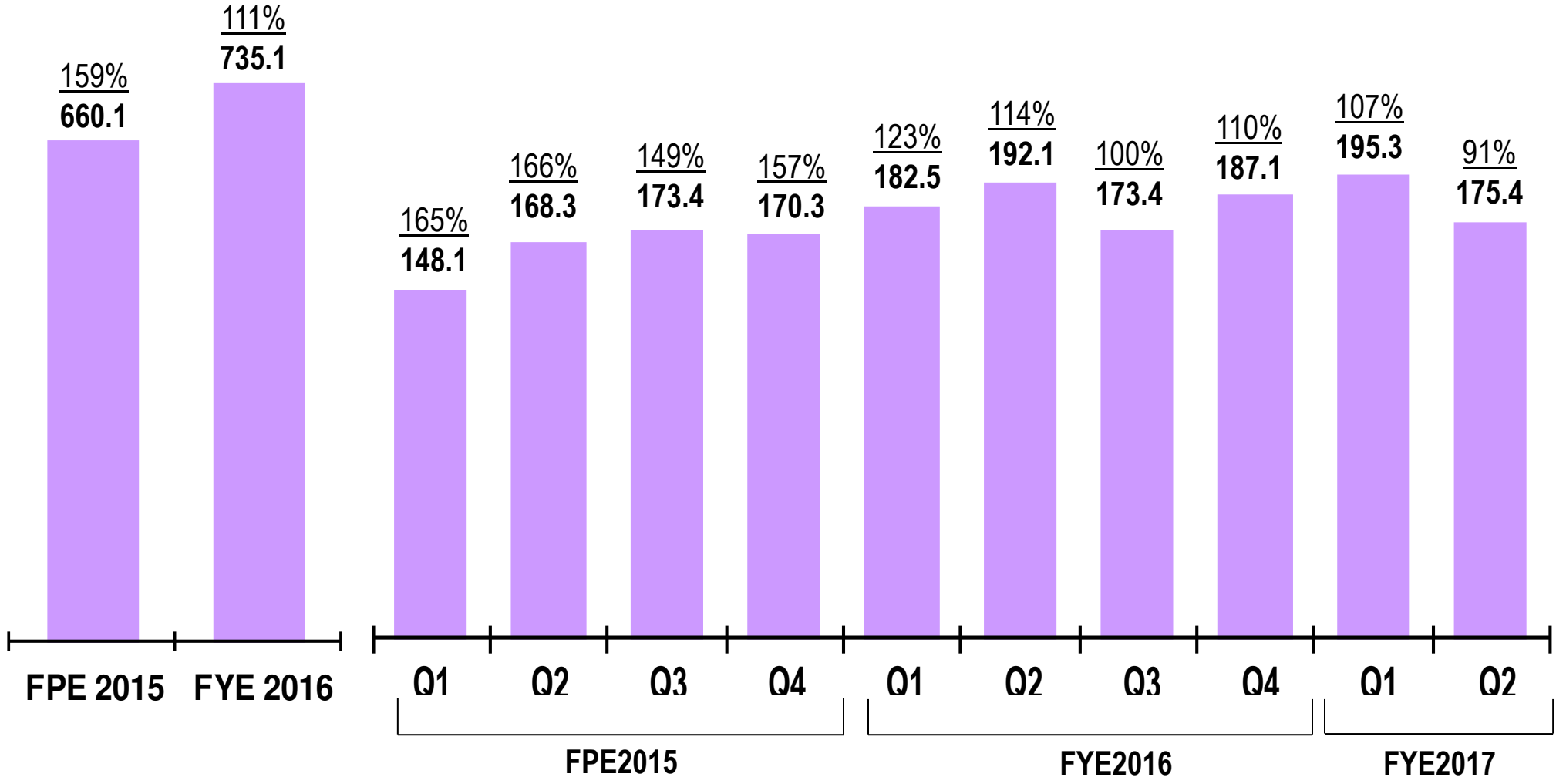


# AF transaction volume



Auto Financing

(RM Million)

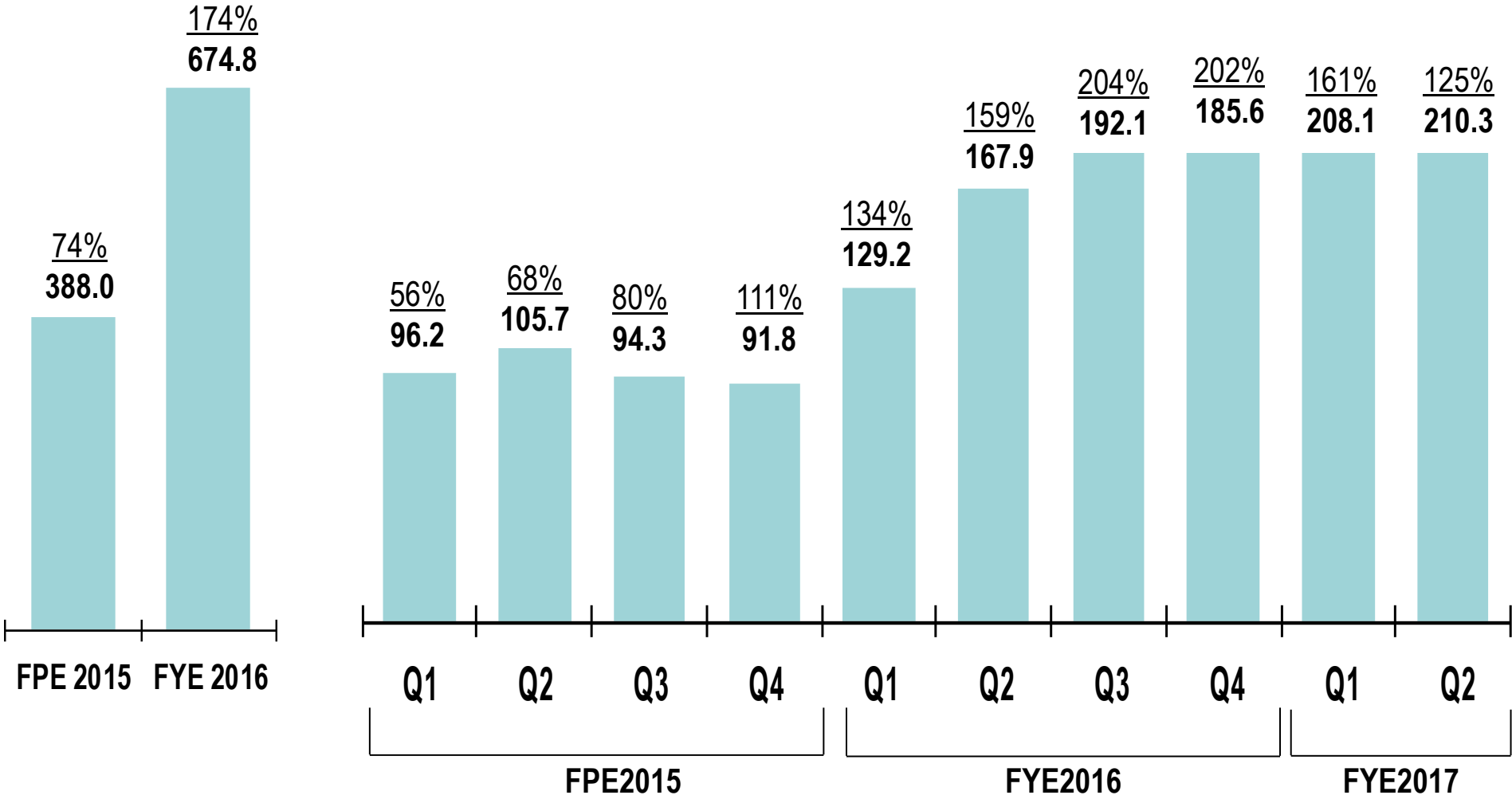


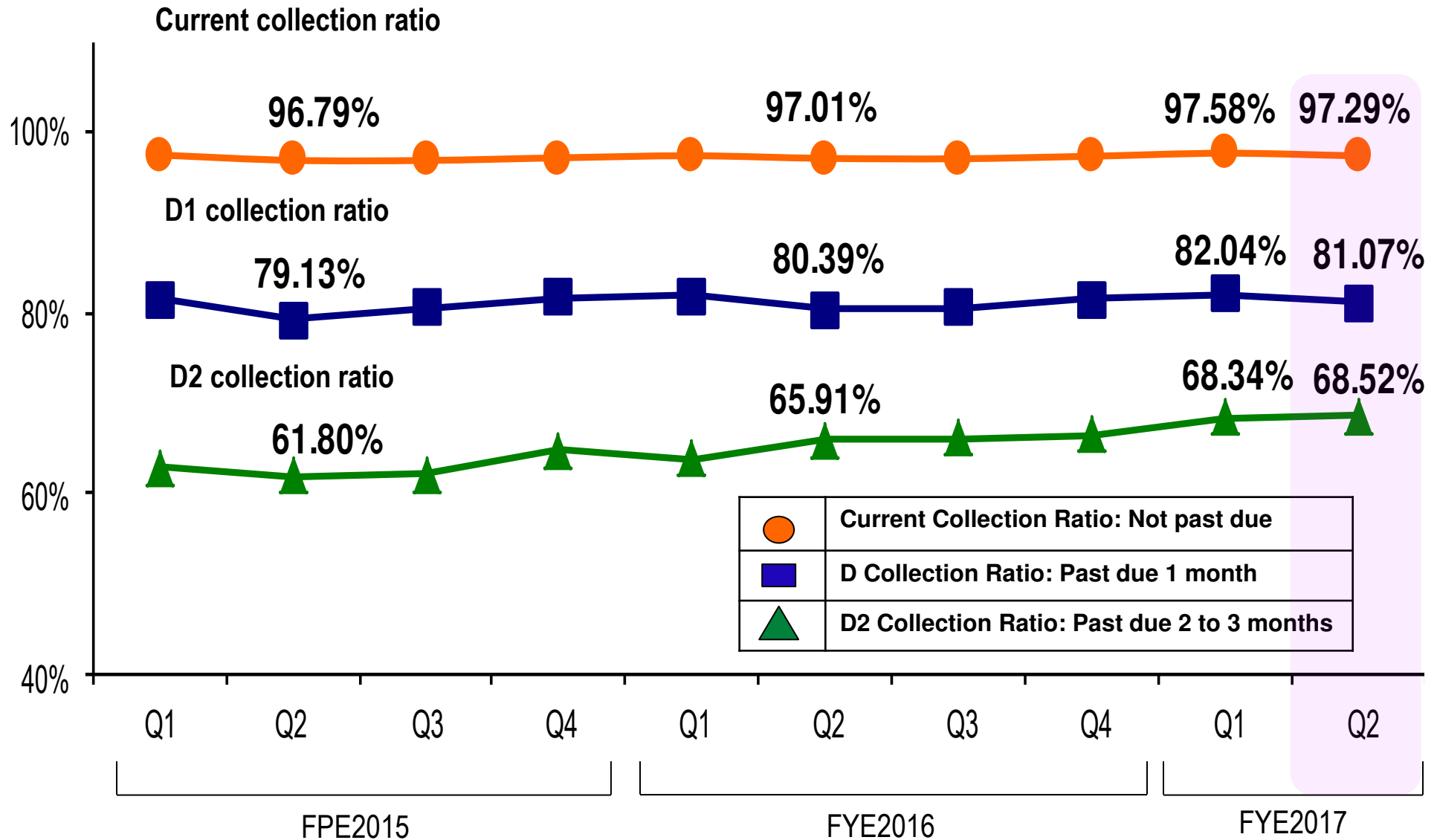
# PF transaction volume



Personal Financing

(RM Million)



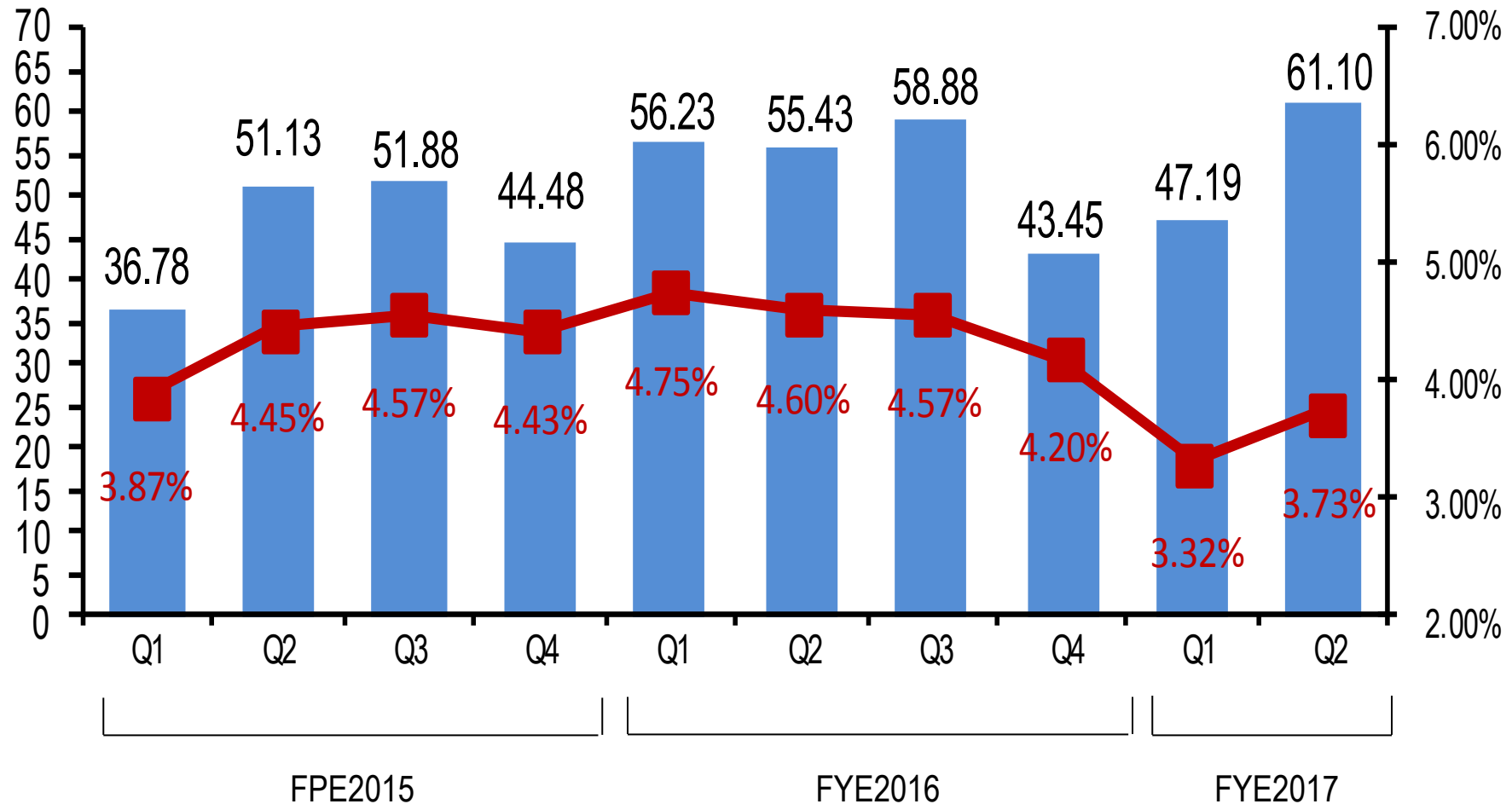


# Net Credit Cost (NCC) & NCC Ratio vs Receivables



(RM Million)

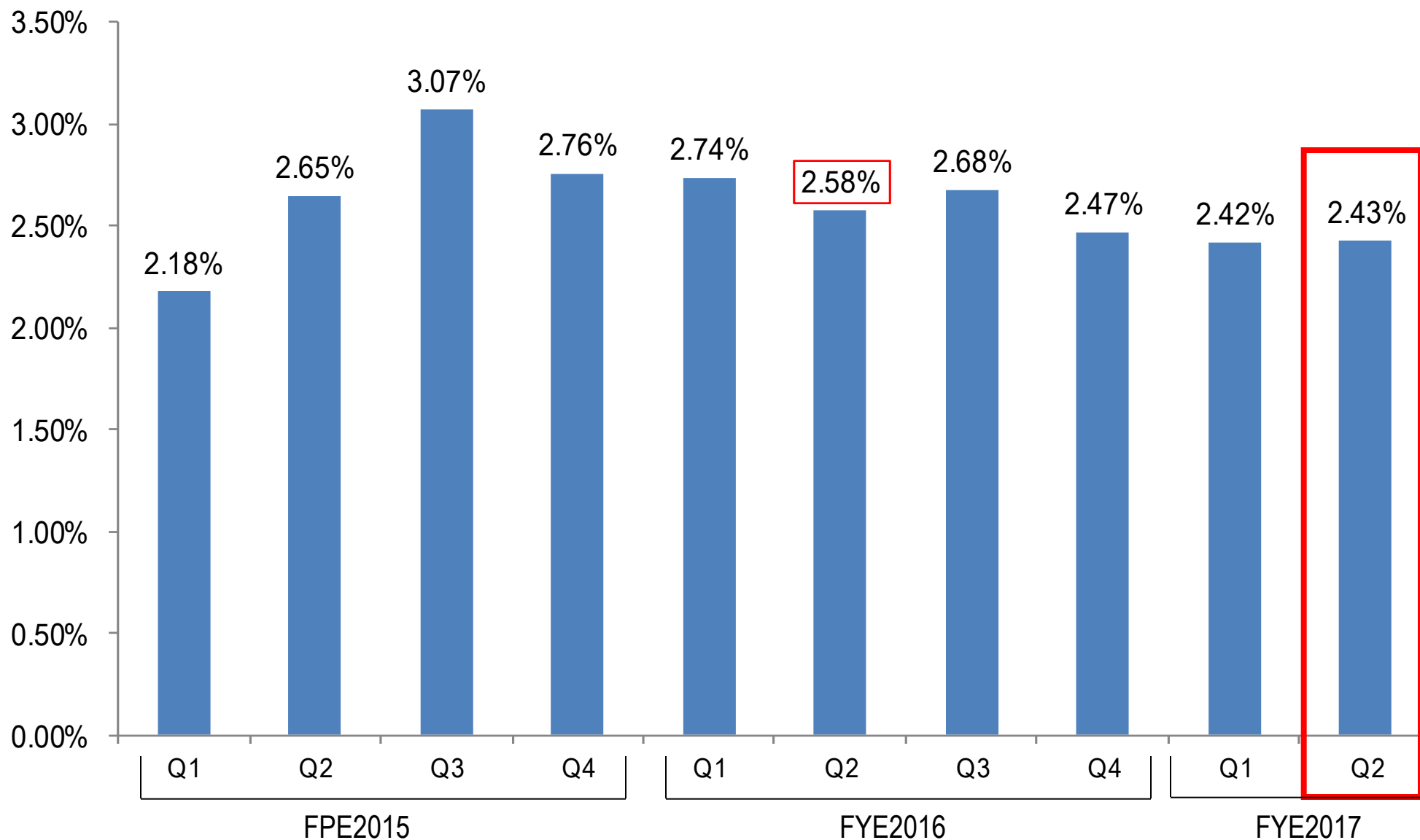
■ NCC% annualised based on Quarter YTD NCC



# Ratio of Non-Performing Loans (NPL)



Prudent risk management policies and portfolio management to control NPL



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Thank you

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