



AEON CREDIT SERVICE



Q4 FYE23 Financial Results

11 April 2023



Disclaimer



This document has been prepared by AEON Credit Service (M) Berhad (“AEON Credit” or the “Group”) solely for the use at the presentation to analyst, fund managers and investors.

The information contained in this document has not been independently verified. No representation or warranty, whether expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Group nor any of its respective affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss arising from the use of this document or its contents or otherwise arising in connection with this document.

This document contains forward-looking statements that reflect the Group’s beliefs and expectations about the future. These forward-looking statements are based on a number of assumptions about the Group’s operations and factors beyond the Company’s control. Our actual results of operations, financial condition or business prospects may differ materially from those expressed or implied in these forward-looking statements for a variety of reasons.

This document does not constitute an offer or invitation to purchase or subscribe for any shares of the AEON Credit for sale in Malaysia or anywhere else. No part of this document shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. No part of this document may be reproduced, redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization/firm) or published, in whole or in part, for any purpose. No part of this document may be distributed, reproduced or transmitted without prior consent of the Group.

TABLE OF CONTENTS

REVIEW OF FYE2023 **4**

FINANCIAL OVERVIEW **10**

BUSINESS & OPERATIONAL STRATEGIES **23**

APPENDICES **30**



ÆON CREDIT SERVICE

REVIEW OF FYE2023



Overview of Key Business Groups in FYE23

Improving performance despite challenging landscape



Transaction & Financing Volume

RM2.50 BIL

↑ +39% vs. FYE22

Vehicle Financing

- ❑ Automotive supply chain disruption causing shortages in used cars and motorcycles
- ❑ Stringent credit policy impacted the MOPED sales growth

Initiatives

- ❑ Incentivizing selected merchants for good score customers, **contributed >30% sales**
- ❑ **Direct partnership** with Honda, **increased sales** (+44% vs. FYE22)

Transaction & Financing Volume

RM1.81 BIL

↑ +10% vs. FYE22

Payment Business

- ❑ Low card in circulation due to card proposition unclear, streamline credit card features require to attract new customers

Initiatives

- ❑ Established **direct sales team** resulted in 8 % increase in credit card issuance
- ❑ **Collaboration with AEON Retail**, contributed 4.5% of card sales
- ❑ Expand recruitment channel via merchants

Transaction & Financing Volume

RM1.94 BIL

↑ +44% vs. FYE22

Personal Financing

- ❑ New platformers offer digital financing via Mobile apps
- ❑ Low demand of personal loan in Apr'22 impacted by EPF withdrawal scheme

Initiatives

- ❑ **Promote web sales channel** (+177% vs. FYE22) through effective marketing campaigns
- ❑ Digital on-boarding live Q1 FYE24
- ❑ Using Visa analytic tool to drive **cross selling** activities



Achievements in FYE2023

Digitalisation to meet Customer Needs



AEON Wallet Revamp

AEON E-Wallet App
1.63 million
 +25% vs. FYE22 new registration

UI/UX Enhancement of AEON Wallet

- ❑ Upgraded AEON Wallet usability and enabled loan repayment with better UI/UX
- ❑ Deploy E-donation via member point, repayment and refund function in end Dec'22, E-statement function available for all products
- ❑ Embedded financial service in AEON Wallet

Pre-Assessment

```

graph LR
    A[1. EKYC (Biometric / Facial Recognition + OCR)] --> B[2. Minimum Info  
• Name  
• IC No.  
• Email  
• Tel. No.]
    B --> C[3. Phone No. & Email Validation]
    C --> D[Result: Conditional Credit Limit RM50,000]
  
```

Easy Payment Digital On-Boarding

- ❑ Instant Conditional Approval Process live in Sep'22
- ❑ Personal Financing End-to-End Digital on Boarding process live in Q1 FYE23
- ❑ Reached out to **1.1k merchants** and will further expand to target 6.5k merchants

- Digital Pre-Assessment Process
- Contact verification with e-KYC
- Waive of income document

Results
TAT 15 mins and
over 20k applications
since launch

Achievements in FYE2023 (Cont'd)

Sustainability progress



Employees engagement



Established a sustainable HR structure:

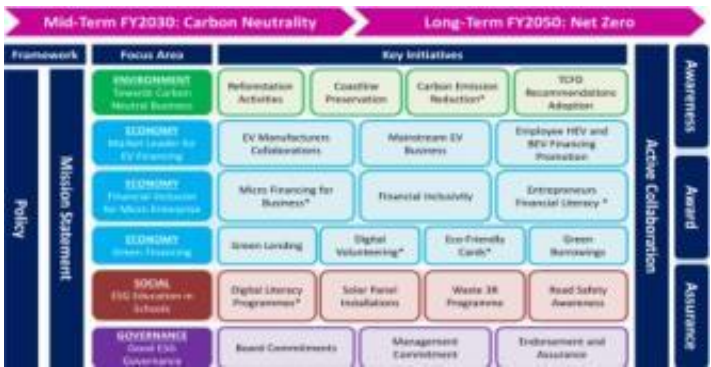
- ❑ Launched employee reward roadmap
- ❑ Building sustainable talent pipeline and Management Trainee program
- ❑ Conducted e-NPS survey (score **83%**)
- ❑ Introduced Competency Based Training (**28.2** training hours for Management and **15.2** hours for Non-Management staffs)



Sustainability

Formulation of 3 years sustainability roadmap

- ❑ Identified 6 sustainability focus areas
- ❑ Formulated :
 - Sustainability Statement
 - Sustainability Framework
 - 3 years roadmap with 21 key initiatives
- ❑ Completed carbon emission profile for scope 1 & 2



Sustainability – Linked Loan (SLL)

- ❑ Secured total RM600 mil from CIMB, MUFG and MIZUHO
- ❑ Offer green and social financing
- ❑ Scope 1&2 carbon emission reduction

CSR Activities

- ❑ Collaboration with Malaysian AEON Foundation (MAF) conducted 28 CSR activities, invested 6,292 hours in volunteer activities across the region

	Indicators FYE23	Actual FYE23	Remark
Loan Growth	> 10%	9.9%	<ul style="list-style-type: none"> Marginally lower mainly impacted by supply disruption and credit portfolio tightening for Vehicle Financing, mitigated by merchant incentive program Low application count for Personal Financing in first half year impacted by special EPF withdrawal scheme, recovered in second half year through effective marketing campaigns
Cost-to-Income	< 60%	53.0%	<ul style="list-style-type: none"> Increased revenue from loan growth and higher fee income attributed to higher transactions volume Discipline cost management
Dividend Payout Ratio	> 30% of PAT	*30.26%	<ul style="list-style-type: none"> Proposed final dividend of 21.00 sen per share Together with the interim dividend, full year dividend amounts to 49.50 sen per share
ROE	> 15%	18.8%	<ul style="list-style-type: none"> Strong net profit growth translating to ROE of 18.8%

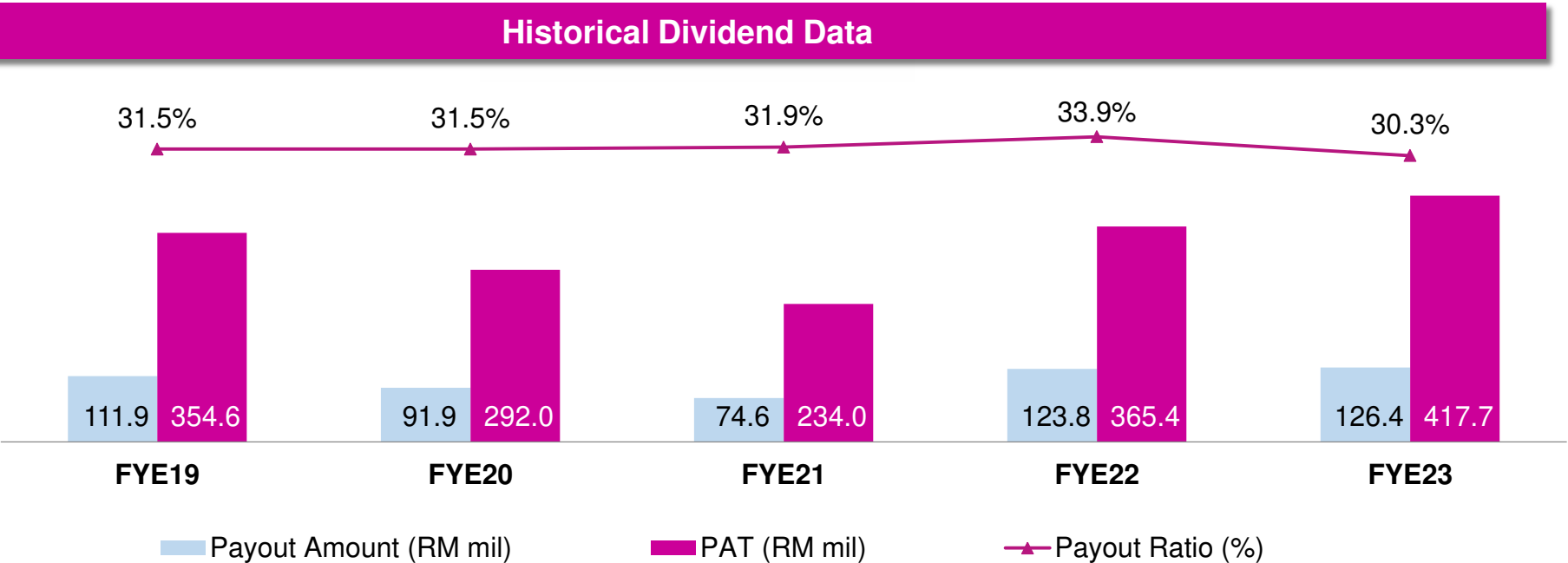
* Final dividend subject to the approval of shareholders at the forthcoming Annual General Meeting



Dividend



Consistently payout >30% of PAT to our valued shareholders



Sen	FYE19	FYE20	FYE21	FYE22	FYE23
Interim	22.25	22.25	9.20	28.50	28.50
Final	22.35	14.00	20.00	15.00	**21.00
Special	-	-	-	*5.00	-
Total	44.60	36.25	29.20	48.50	49.50

* Declared special dividend in conjunction with AEON Credit’s 25th Anniversary celebration

** Subject to the approval of shareholders at the forthcoming Annual General Meeting



ÆON CREDIT SERVICE

FINANCIAL OVERVIEW





Financial Performance



Commendable Earnings growth backed by strong asset fundamental

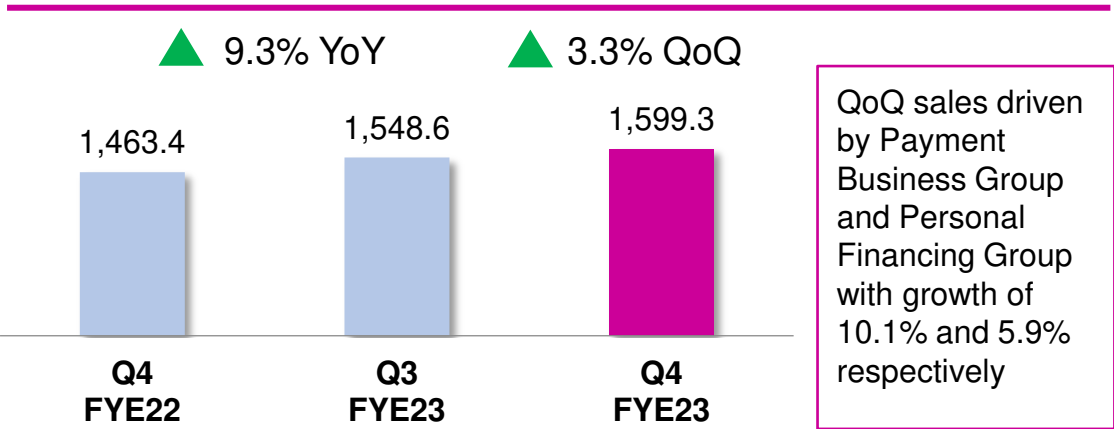
		FYE21	FYE22	FYE23	YoY
Profitability	Revenue	RM1,561.7M	RM1,524.9M	RM1,640.2M	+7.6%
	PBT	RM324.9M	RM526.8M	RM547.0M	+3.8%
	PAT	RM234.0M	RM365.4M	RM417.7M	+14.3%
	ROE	13.8%	19.2%	18.8%	-0.4%
Asset Quality	Transaction & Financing Volume	RM4.2B	RM4.8B	RM6.2B	+31.0%
	Gross Financing Receivables	RM10.1B	RM9.9B	RM10.8B	+9.9%
	Loan Loss Coverage Ratio	339%	289%	252%	-37%
	Non-Performing Loan (NPL)	2.46%	2.66%	2.89%	+0.23%
Capital	Net Credit Cost (NCC)	3.74%	1.47%	2.57%	+1.1%
	Capital Adequacy Ratio (CAR)	24.0%	26.8%	27.1%	+0.3%

Income Statement – Q4FYE23

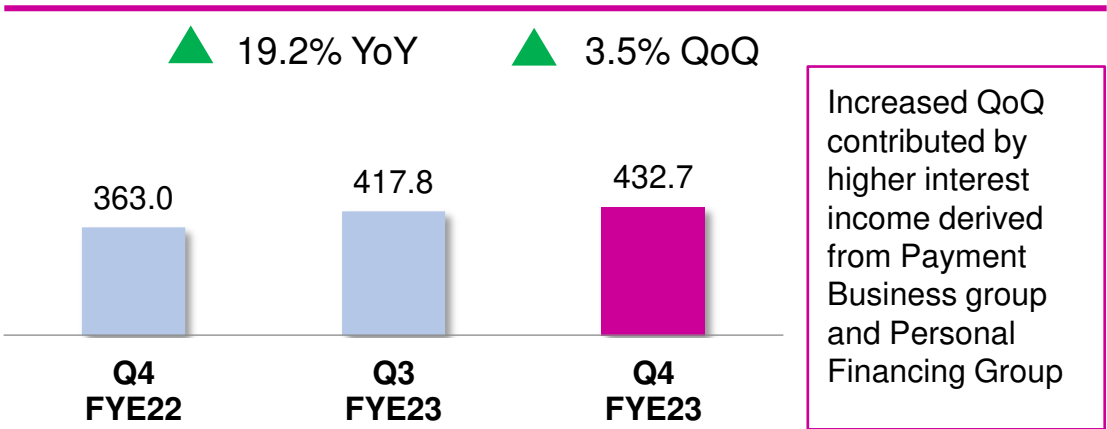
Healthy growth trajectory across all fronts



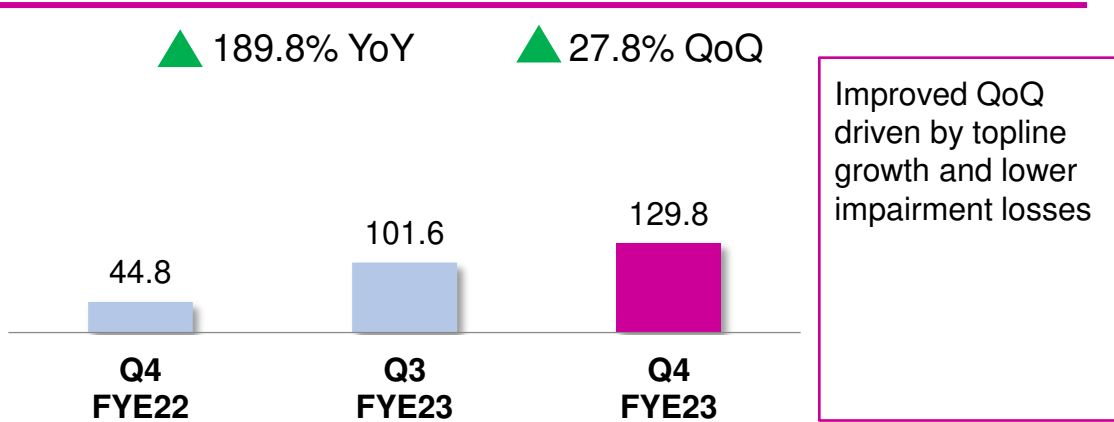
Total Transaction & Financing Volume (RM mil)



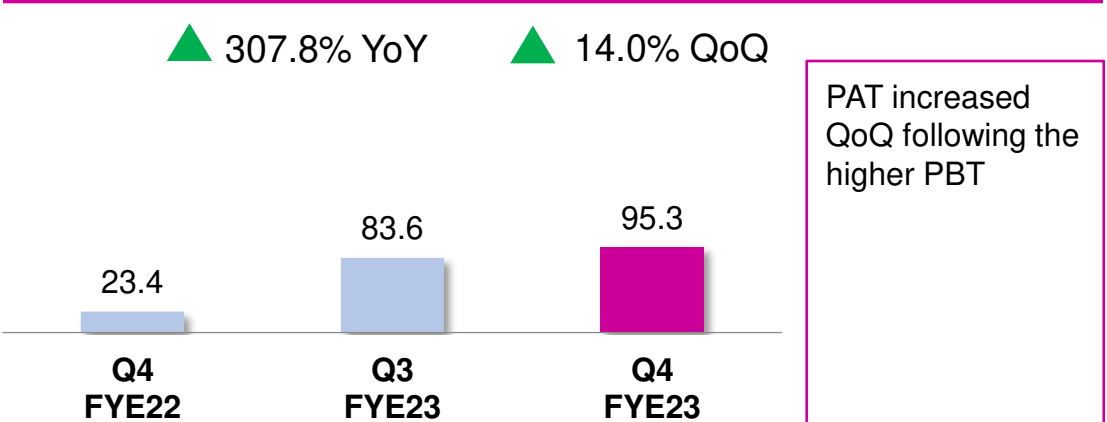
Revenue (RM mil)



Profit Before Tax (RM mil)



Profit After Tax (RM mil)

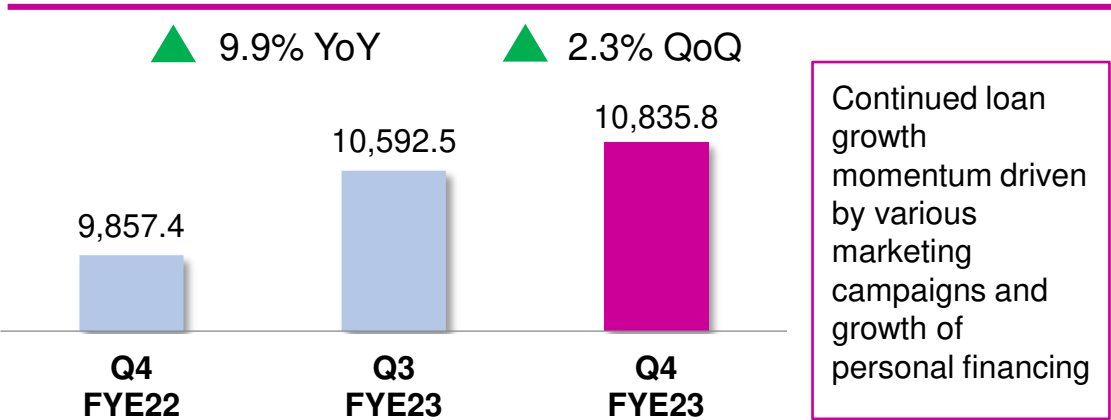


Shareholder Value & Capital Management

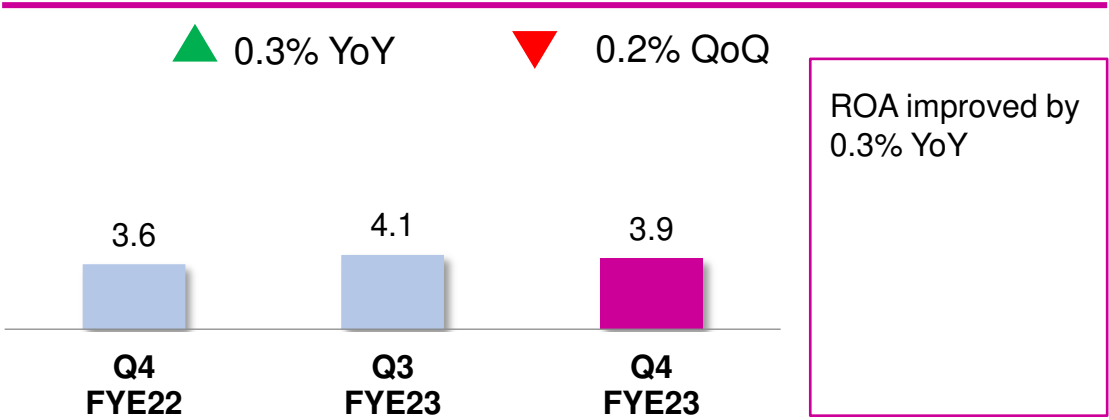


Strong capital base supported by solid fundamentals with ample headroom for growth

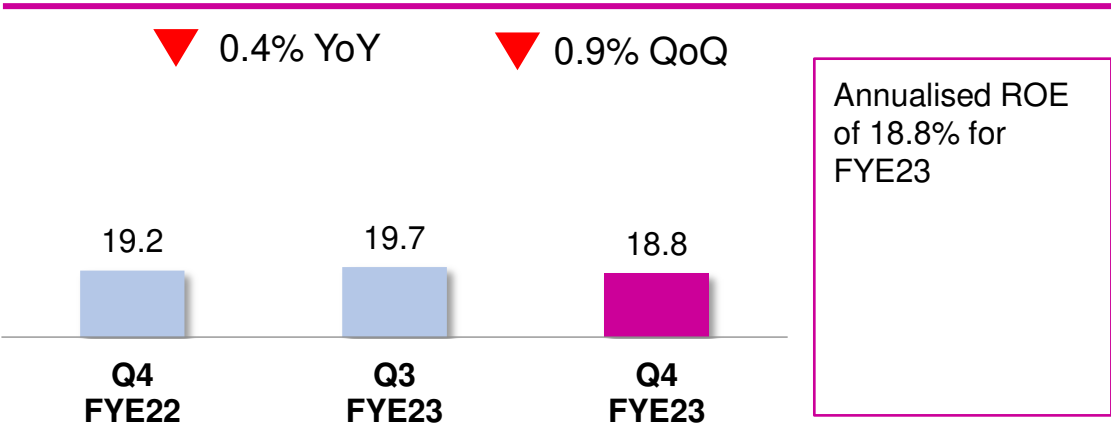
Gross Receivables (RM mil)



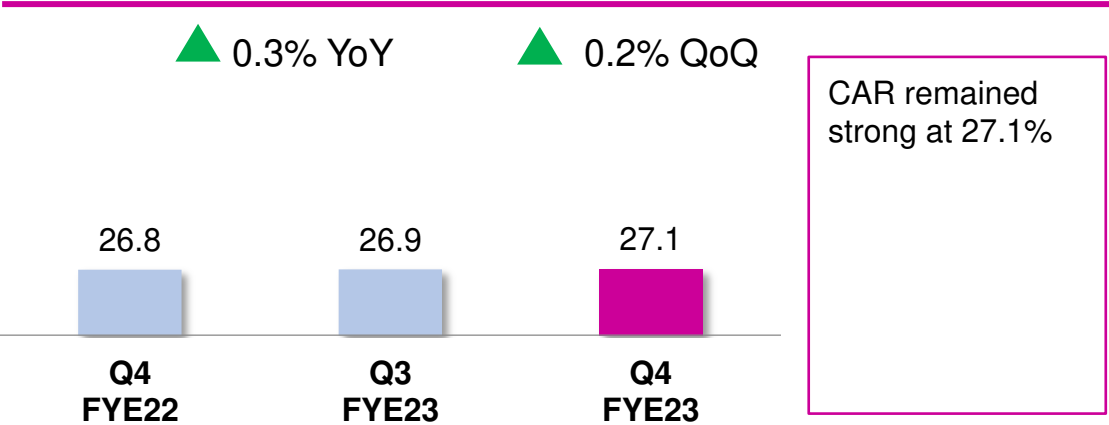
Return On Asset (%)



Return On Equity (%)

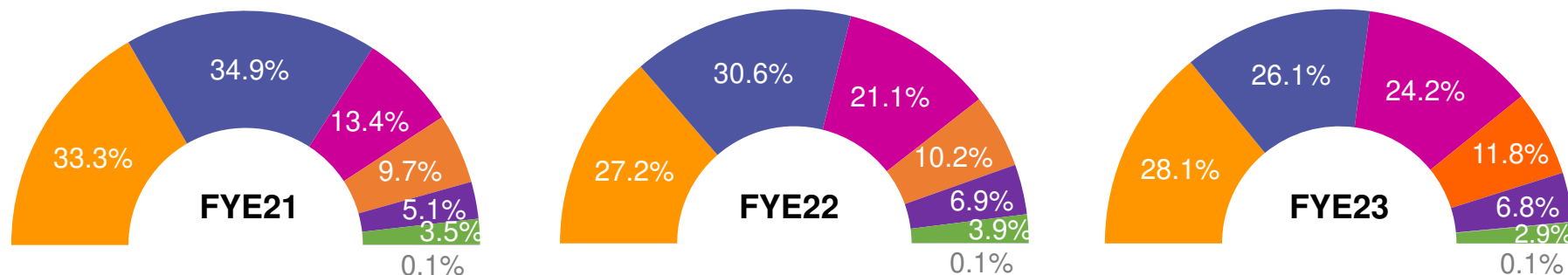


Capital Adequacy Ratio (%)



Total Transaction & Financing Volume – FYE23

Registered growth across all key segments



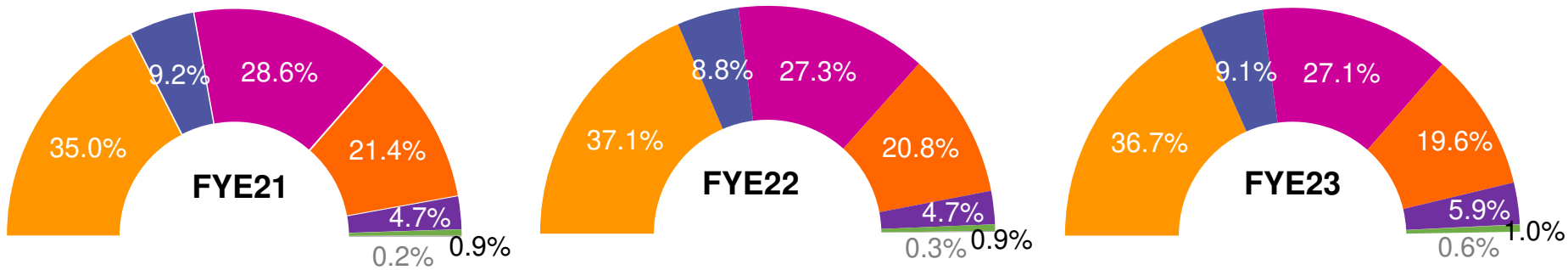
Volume (RM mil)	FYE21	FYE22	FYE23	YoY
Motorcycle Financing	1,409	1,298	1,757	35.4%
Auto Financing	409	487	741	52.2%
Vehicle Financing Group	1,818	1,785	2,498	39.9%
Credit Card	1,476	1,457	1,628	11.8%
E-money	148	186	179	-3.9%
Payment Business Group	1,624	1,643	1,807	10.0%
Personal Financing	567	1,008	1,511	49.9%
Objective Financing	216	329	425	29.4%
SME Financing	4	4	6	39.3%
Personal Financing Group	787	1,341	1,942	44.8%
Total	4,229	4,769	6,247	31.0%

- ❑ Financing volume increased by 39.9% despite tightening credit policy and supply chain disruption for Vehicle Financing Group since last year
- ❑ Credit card sales growth attributed to higher average spending via AEON group collaboration campaigns
- ❑ Despite lower volume in Q1 due to EPF withdrawal scheme, Personal Financing grew by 49.9% YoY driven by our effective marketing campaigns
- ❑ Continuously focus on market penetration via digital onboarding and simplify the pre-assessment process
- ❑ Expand direct sales team nationwide to drive credit card recruitment

Revenue – FYE23



All key segments registered growth following increasing in financing volume



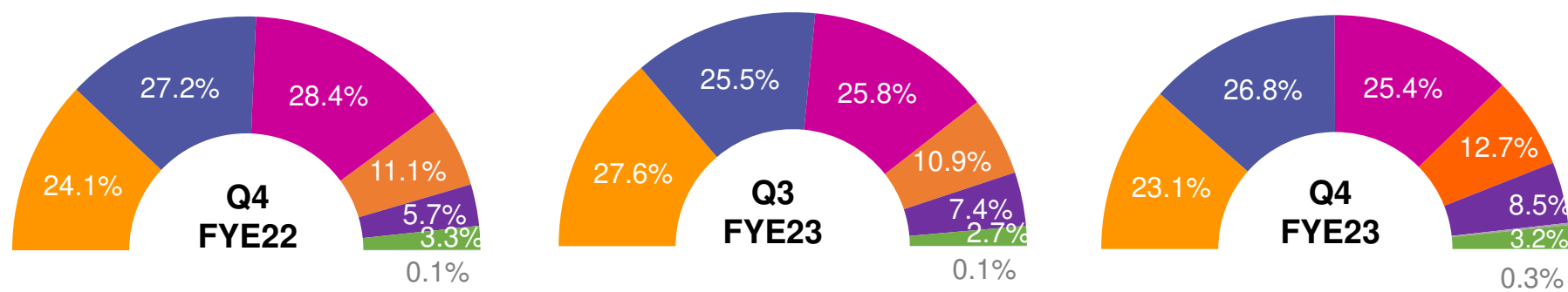
Volume (RM mil)	FYE21	FYE22	FYE23	YoY
Motorcycle Financing	548	566	602	6.3%
Auto Financing	334	317	322	1.6%
Vehicle Financing Group	882	883	924	6.4%
Credit Card	144	134	149	10.9%
E-money	13	14	16	16.0%
Payment Business Group	157	148	165	11.4%
Personal Financing	447	416	444	6.8%
Objective Financing	73	72	97	34.9%
SME Financing	3	2	1	-53.4%
Personal Financing Group	523	490	542	10.7%
Brokerage Fee	0	4	9	135.1%
Total	1,562	1,525	1,640	7.6%

- Revenue higher by 7.6% contributed by higher interest income of RM74.9 mil and higher fee income of RM40.5 mil, supported by higher financing volume
- Higher credit card income of 10.9% contributed by increased in average spending ticket size, attributed to various acquisition campaigns
- Focus on completion of digital transformation to drive sales and member expansion

Total Transaction & Financing Volume – Q4FYE23



Sequential Volume Improvement Except Vehicle Financing Group



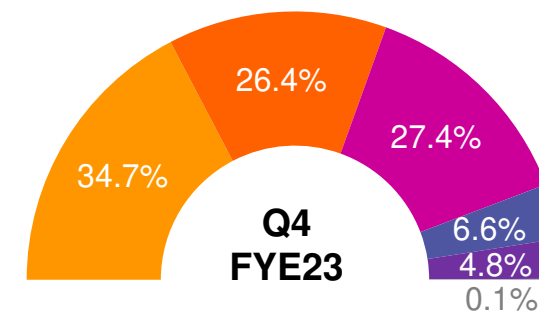
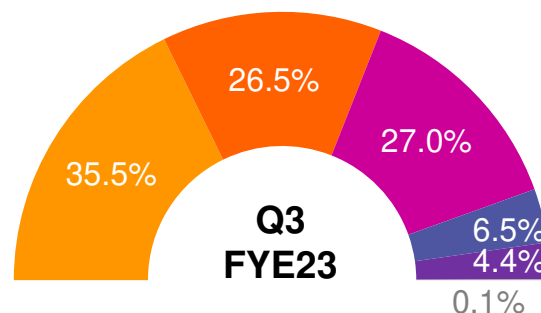
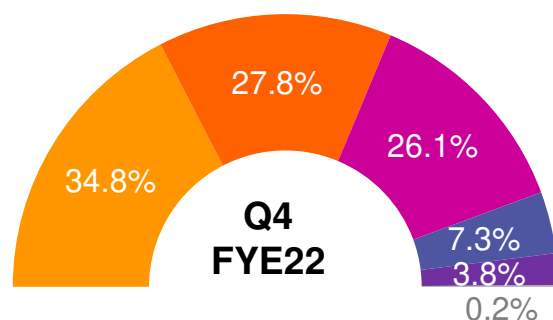
	Volume (RM mil)	Q4 FYE22	Q3 FYE23	Q4 FYE23	QoQ	YoY
	Motorcycle Financing	353	427	369	-13.6%	4.3%
	Auto Financing	163	169	203	20.4%	24.1%
	Vehicle Financing Group	516	596	572	-4.0%	10.6%
	Credit Card	398	395	429	8.6%	7.7%
	E-money	48	42	52	23.9%	8.6%
	Payment Business Group	446	437	481	10.1%	7.8%
	Personal Financing	416	400	406	1.6%	-2.3%
	Objective Financing	84	115	135	17.6%	61.7%
	SME Financing	1	1	5	349.5%	488.1%
	Personal Financing Group	501	516	546	5.9%	9.2%
	Total	1,463	1,549	1,599	3.3%	9.3%







- Motorcycle Financing was impacted by credit control initiative launched in Oct'22; Auto financing volume backed by recovery in stock supply
- To continue driving good score customer via merchant incentive program, pre-approval program and telemarketing activities
- To simplify digital pre-assessment and approval process via e-KYC to enhance customer experience
- Expand direct sales team nationwide to drive credit card recruitment

Total Gross Financing Receivables



Continual growth of key segments; Personal Financing Group & Vehicle Financing Group



	Volume (RM mil)	Q4 FYE22	Q3 FYE23	Q4 FYE23	QoQ	YoY
	Motorcycle Financing	3,435	3,757	3,754	-0.1%	9.3%
	Auto Financing	2,738	2,813	2,858	1.6%	4.4%
	Vehicle Financing Group	6,173	6,570	6,612	0.6%	7.1%
	Credit Card	722	689	718	4.2%	-0.6%
	Personal Financing	2,574	2,862	2,971	3.8%	15.4%
	Objective Financing	370	461	523	13.3%	41.3%
	SME Financing	18	10	12	25.4%	-32.5%
	Personal Financing Group	2,962	3,333	3,506	5.2%	18.3%
	Total	9,857	10,592	10,836	2.3%	9.9%

Increased QoQ to RM10.8 bil

- Create continuous awareness of digital onboarding platform for Easy Payment which was launched in Sep'22 and personal financing target live in Q1 FYE24 to drive take up rate
- Establish external scoring model for Motorcycle Financing to improve accuracy of credit scoring and to drive Motorcycle financing growth

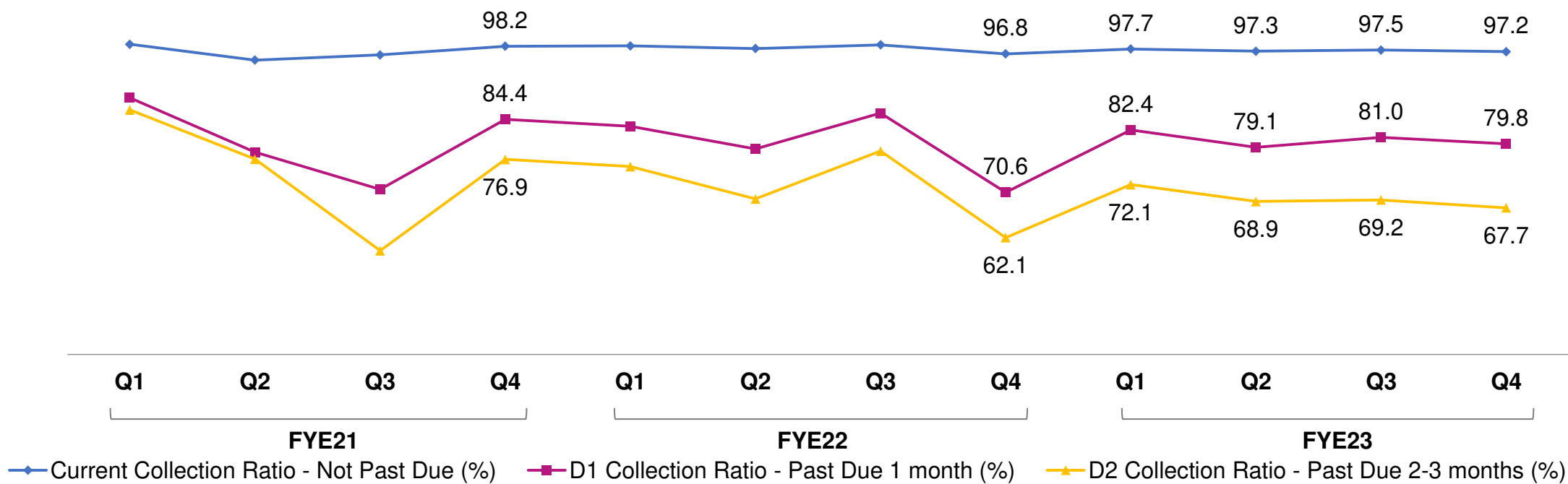


Receivables Collection

Maintain balance between sales expansion and credit criteria



Receivables Collection Trend



- Asset quality remained healthy:
- ❑ Establishment of Task Force to monitor weekly collection performance
 - ❑ Close monitoring tele-collection activities, review call strategy and staff productivity
 - ❑ Refined Auto Financing credit policies and increased down payment requirement for lower score customers

- Actions for Q1FYE24:
- ❑ To strengthen calling strategy towards high-risk accounts in accordance with risk-based approach
 - ❑ To optimize our manpower allocation via the launched of multiple due date in Nov'22 for all products

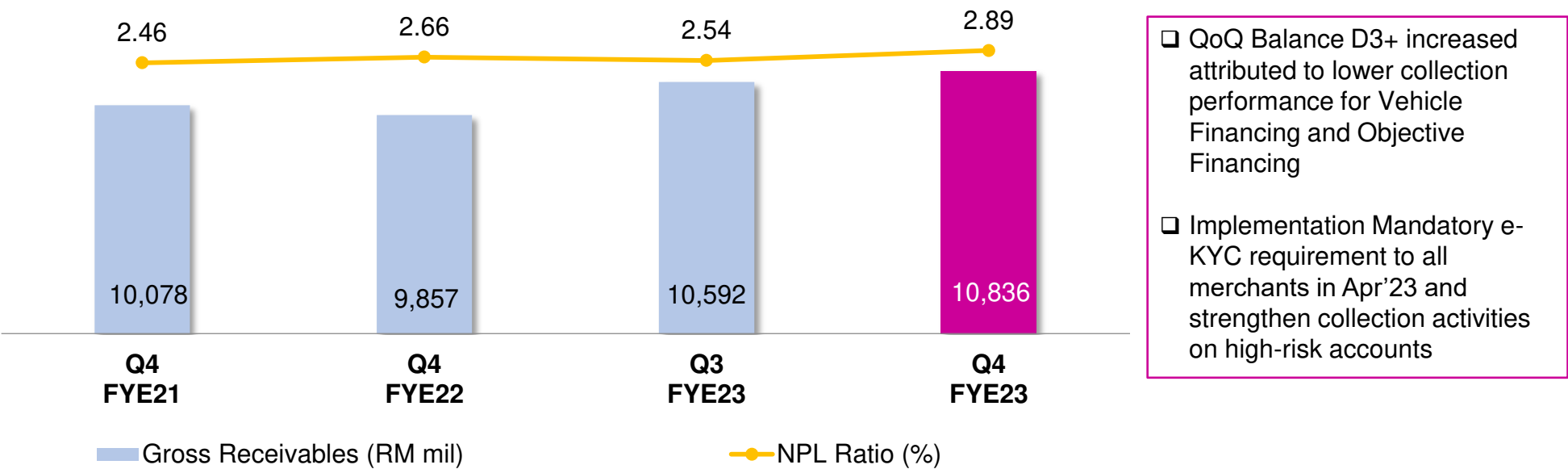


Non-Performing Loan (NPL)

Prudent risk and portfolio management



NPL Trend



(RM mil)	Q4 FYE21	Q4 FYE22	Q3 FYE23	Q4 FYE23
Receivables	10,078	9,857	10,592	10,836
Balance D3+	248	262	269	313
NPL (%)	2.46	2.66	2.54	2.89

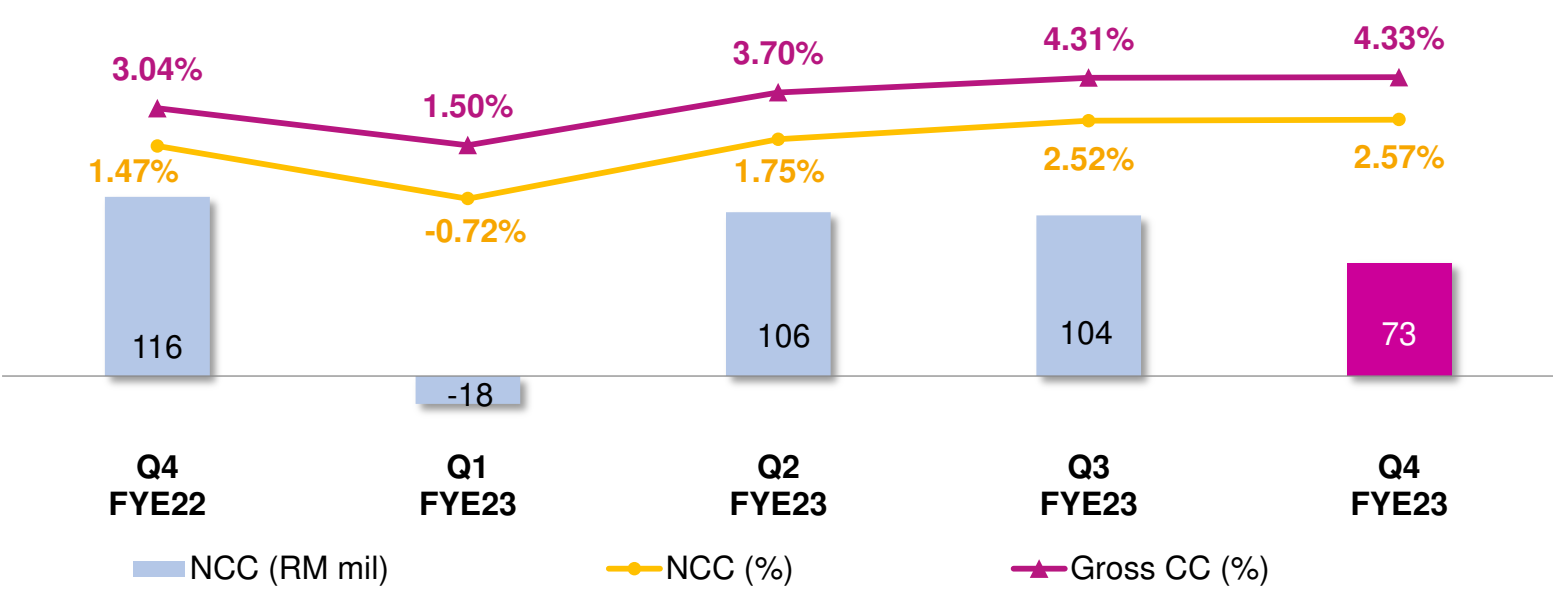


Net Credit Cost (NCC)

Continuous prudent approach on provisioning



NCC Trend

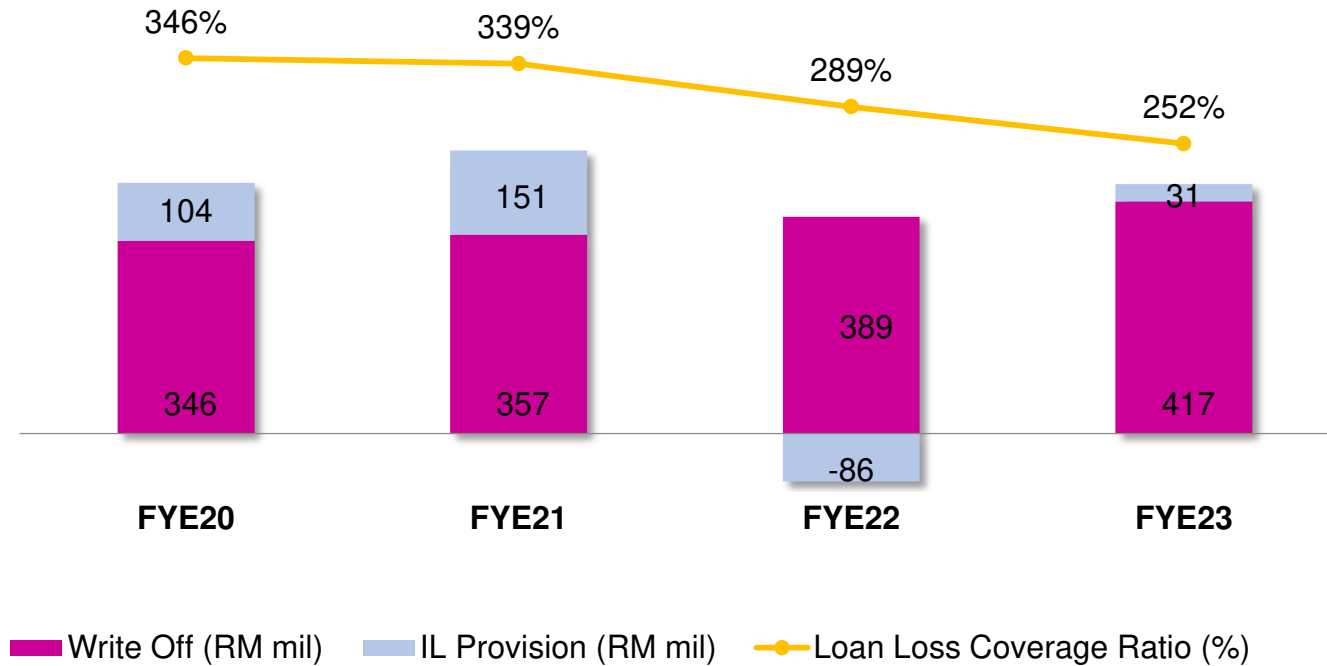


- Higher annualised NCC:
- Higher new sales impairment loss provision of RM105.7 mil attributed to higher receivables movement of RM978.4 mil
 - Higher written off by 7% or RM27.8 mil in line with higher sales growth

(RM mil)	Q4 FYE22	Q1 FYE23	Q2 FYE23	Q3 FYE23	Q4 FYE23
Total Impairment Loss (IL)	154	37	150	143	117
(-) Bad Debt Recovered	38	55	44	39	44
NCC	116	-18	106	104	73

Impairment Loss (IL) Analysis

Higher IL attributed to higher delinquent receivables and bad debt written off



Expected Credit Loss (ECL) provision attributed by:

- Higher ECL provision of RM31 mil (FYE22: reversal of ECL provision of –RM85.8 mil) due to higher specific provision of RM44.0 mil (FYE22: reversal of –RM118.1 mil), offset by write back of management overlay of RM13.1 mil
- Higher bad debt written off by 7.2%

(RM mil)	FYE20	FYE21	FYE22	FYE23	YoY RM mil	YoY
Write Off	346	357	389	417	28	7.2%
IL Provision	104	151	-86	31	117	-136%
Total IL	450	508	303	448	145	47.6%



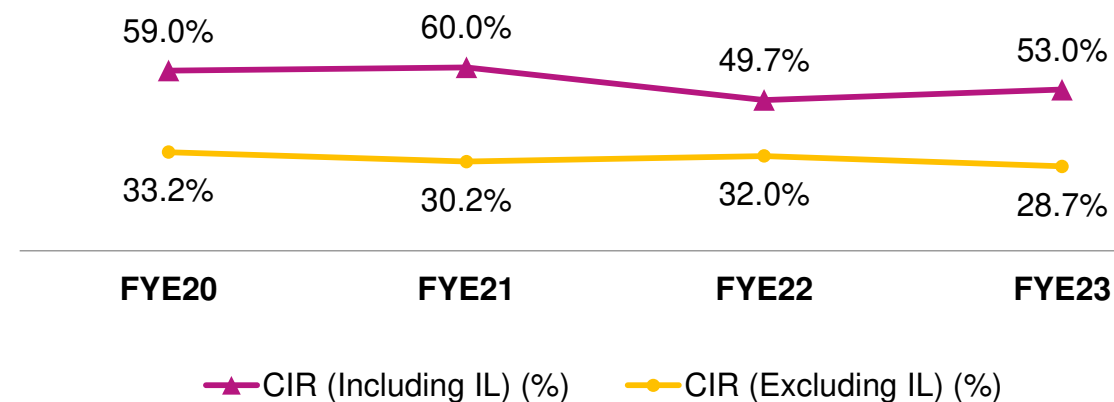
Cost-to-Income Ratio (CIR)



FYE23 operational efficiency (excluding IL) improved YoY due to prudent cost management

RM mil	Q4 FYE22	Q4 FYE23	YoY	FYE22	FYE23	YoY
Total Operating Income	406.1	481.2	18.5%	1,706.2	1,837.5	7.7%
Personnel Expenses	63.9	67.4	5.4%	226.8	219.4	-3.3%
Advertisement & Promotion	7.3	8.3	14.1%	43.9	30.2	-31.1%
Other Operating Expenses	56.3	77.7	38.1%	274.5	277.2	1.0%
Operating Expenses	127.5	153.4	20.3%	545.2	526.8	-3.4%
Total Impairment Loss	154.7	117.2	-24.2%	303.3	447.8	47.6%
Total Operating Expenses	282.2	270.6	-4.1%	848.5	974.6	14.9%

CIR Trend



FYE2023

Operating Income increased by 7.7% YoY to RM1.8 bil contributed by higher revenue from all products except for SME Financing with higher receivables recorded

The decrease in operating expenses contributed by effective personal cost management and lower advertisement & promotion expenses due to the shift to digital marketing

Cost to income ratio excluding IL improved to 28.7% compared to 32.0% in FYE22



ÆON CREDIT SERVICE

BUSINESS & OPERATIONAL STRATEGY



Group Strategy for FYE2023 – 2026



Driving growth for a sustainable future



Receivables Growth



Enhance Customer Experience



Employees Development



Solid ESG Progress

- **Increase profitability by focusing on areas of strength**
 - ❑ Establish card acquisition framework to drive card in circulation growth
 - ❑ Penetrate new customer segment to increase personal financing market share via digital onboarding process
 - ❑ Expand used car financing business

- **Expansion of services and membership**
 - ❑ Consolidate all AEON members onto a single loyalty member platform
- **Digital transformation**
 - ❑ Uphold service quality digitally by completing the end-to-end onboarding process and the new AEON mobile app to meet customers' evolving needs

- **Building employees capabilities**
 - ❑ Talent development & acquisition
 - ❑ Employee health, safety, and well-being
 - ❑ New working environment transformation
 - ❑ Accelerate IT organisation transformation

- **Financial inclusion and accessibility**
 - ❑ Embed sustainability initiatives into the business model to expand financial inclusion objectives
- **Community contribution & transition to a sustainable future**
 - ❑ Contributing to the local community as a responsible corporate citizen





Progression in FYE2024



Continuous enhancement in our Customers' Journey and Experience

New AEON Wallet

- ❑ Development of All-New Wallet app
- ❑ Integration Express card to the New Wallet app with loyalty point
- ❑ Provide credit limit Instant approval to Express card member
- ❑ DuitNow integration and digital card issuance



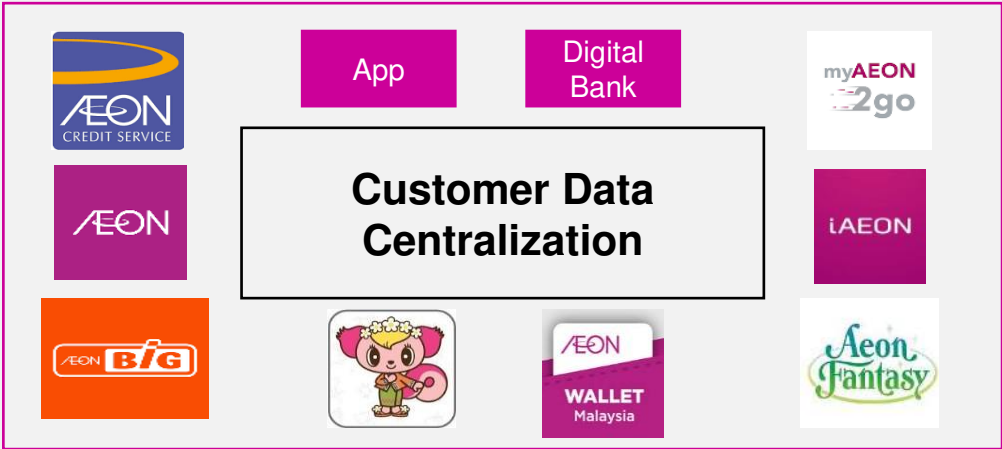
Single Database platform

Introduce new customer loyalty program

Finance Service App

Customer Centric

- ❑ Establishment of AEON Group Common ID and Group Data Management Platform to reach **AEON Living Zone**
- ❑ AEON point reward to all AEON Group members



Progression in FYE2024 (Cont'd)



Continuous enhancement in our Customers' Journey and Experience

Card Business

- ❑ AEON Retail collaboration and intensify cross selling activities
- ❑ Streamline card feature as a “Must Have Card” to drive settlement and fee income
- ❑ Promote online application via AEON Wallet
- ❑ Target card in circulation increase by 20% YoY



One Stop financial services counter

Channel expansion

Card features revamp

Operational Efficiency

- ❑ Accelerate auto approval ratio to 30% by implementing AI scoring models
- ❑ Advance collection approach via new collection system
- ❑ Strengthen calling strategy with score and pooling function
- ❑ Implement telephony system to enhance productivity



Enhance on-boarding experience

Upgrade existing systems

Integrate AI scoring model into approval process

Progression in FYE2024 (Cont'd)

Developing employees and support community's financial needs



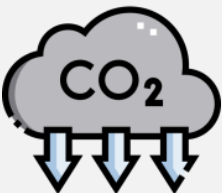
Working Environment

- ❑ Transform new working environment
- ❑ Talent development & acquisition
- ❑ Accelerate IT organisation transformation
- ❑ Modern digital workplace to achieve hybrid environment



ESG & Sustainability

- ❑ **Taskforce on Climate-related Financial Disclosure (TCFD)**
To establish climate action framework to oversee climate action performance, risk and opportunity
- ❑ **Sustainability Performance Targets**
 - a. **Green and Social Financing**
 - Hawkers and Petty Traders Financing
 - Green Financing
 - Electric Motorcycle and Scooter Financing
 - b. **Scope 1 & 2 Carbon Emission Reduction** (base year FYE2022)

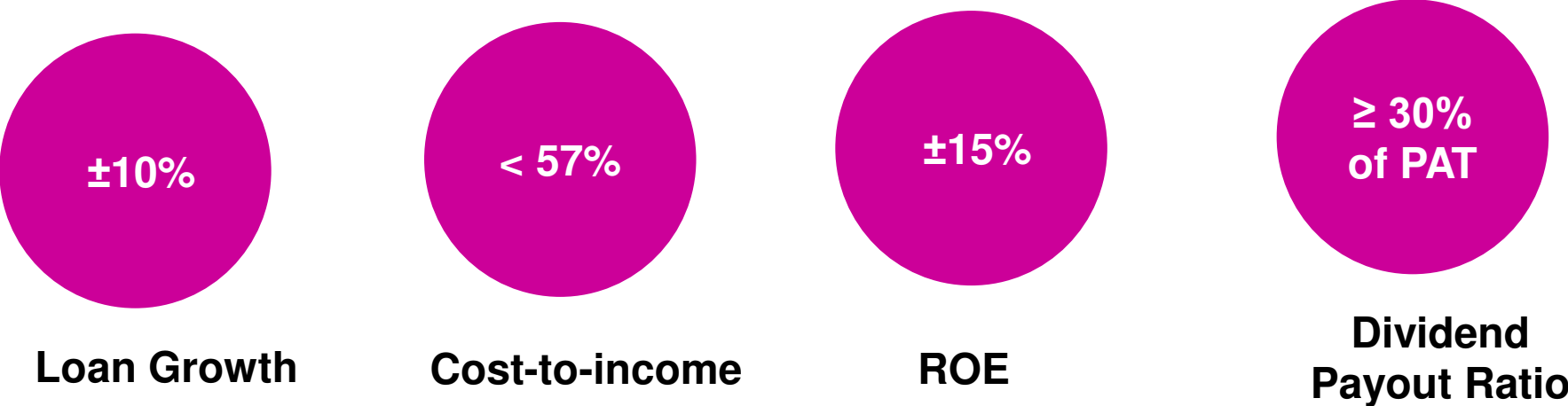


Target: 15% reduction



FYE2024 Indicators

Continue deliver sustainable returns to shareholders



Growth Drivers



Digital Bank Timeline for FYE2022 – 2023



Launch within 24 months from April 2022



**AEON
Financial
Service**



AEON Credit

- Obtained Digital Bank licence on 29 April



ACS Digital Berhad

System Development

- ❑ As the joint venture parties cease negotiation, AEON appointed a technology partner to develop our planned tech stack which has started in Oct'22. AEON will continue with the operational readiness plan as approved by BNM

Operational Readiness Update

- ❑ Appointed External Independent Reviewer for Operational Readiness Review (ORR)
- ❑ Hire of Key personnel completed. CEO joined Digital Bank on 1 Dec 2022



ÆON CREDIT SERVICE

APPENDICES



Performance Highlights



(RM mil)	Q4 FYE22	Q1 FYE23	Q2 FYE23	Q3 FYE23	Q4 FYE23	QoQ	YoY	FYE22	FYE23	YoY
Total Transaction & Financing Volume	1,463.4	1,486.7	1,612.4	1,548.6	1,599.3	3.3%	9.3%	4,768.6	6,247.0	31.0%
Credit Card	397.9	410.0	394.3	394.8	428.7	8.6%	7.7%	1,456.2	1,627.8	11.8%
Easy Payment Financing	601.6	737.6	767.9	711.8	712.0	0.0%	18.3%	2,118.1	2,929.4	38.3%
Personal Financing	415.8	295.0	409.5	399.8	406.4	1.6%	-2.3%	1,007.9	1,510.6	49.9%
E-Money	48.1	44.1	40.7	42.2	52.2	23.9%	8.6%	186.4	179.2	-3.9%

Total Income	406.1	449.3	447.0	460.0	481.2	4.6%	18.5%	1,706.2	1,837.5	7.7%
Operating Expenses	-282.2	-156.2	-268.1	-279.6	-270.6	-3.2%	-4.1%	-848.5	-974.6	14.9%
Interest Expenses	-79.1	-77.6	-78.8	-78.8	-80.8	2.5%	2.1%	-330.9	-315.9	-4.5%
Profit Before Tax	44.7	215.5	100.0	101.6	129.8	27.8%	189.8%	526.8	547.0	3.8%
Income Tax	-21.4	-52.4	-24.4	-18.0	-34.5	92.0%	61.0%	-161.4	-129.3	-19.9%
Net Profit	23.4	163.1	75.7	83.6	95.3	14.0%	307.8%	365.4	417.7	14.3%

Financial Summary



(RM mil)	Q4 FYE22	Q1 FYE23	Q2 FYE23	Q3 FYE23	Q4 FYE23	QoQ	YoY
Credit Card	722.0	676.1	675.1	689.1	717.9	4.2%	-0.6%
Card Purchase	701.6	656.9	652.6	664.3	690.6	4.0%	-1.6%
Cash Advance	20.4	19.2	22.5	24.8	27.3	10.2%	34.0%
Personal Financing	2,574.7	2,604.7	2,745.9	2,861.6	2,970.9	3.8%	15.4%
Objective Financing	370.0	390.8	418.4	461.4	522.9	13.3%	41.3%
Motorcycle Financing	3,434.7	3,536.7	3,723.5	3,757.5	3,753.9	-0.1%	9.3%
MOPED	2,680.5	2,769.6	2,941.8	2,974.2	2,975.6	0.0%	11.0%
Superbike	754.2	767.1	781.7	783.3	778.3	-0.6%	3.2%
Auto Financing	2,738.2	2,773.9	2,806.8	2,813.3	2,858.2	1.6%	4.4%
SME Financing	17.8	14.3	11.3	9.6	12.0	25.4%	-32.5%
Total Financing Receivables	9,857.4	9,996.5	10,381.0	10,592.5	10,835.8	2.3%	9.9%
Impairment Loss	-756.3	-712.1	-833.5	-798.7	-787.2	-1.4%	4.1%
Other Assets	1,039.8	1,165.2	952.0	943.8	1,068.5	13.2%	2.8%
Total Assets	10,140.9	10,449.6	10,499.5	10,737.6	11,117.1	3.5%	9.6%
Total Liabilities	7,939.6	8,027.8	8,066.8	8,276.5	8,592.3	3.8%	8.2%
Shareholders' Fund	2,201.3	2,421.8	2,432.7	2,461.1	2,524.8	2.6%	14.7%

Operating Income



(RM mil)	Q4 FYE22	Q1 FYE23	Q2 FYE23	Q3 FYE23	Q4 FYE23	QoQ	YoY	FYE22	FYE23	YoY
Credit Card	35.9	35.3	36.2	38.2	39.3	2.8%	9.5%	134.4	149.0	10.9%
Personal Financing	99.1	102.8	106.9	113.6	121.4	6.8%	22.5%	416.4	444.6	6.8%
Objective Financing	17.5	21.7	22.3	24.7	28.2	14.0%	61.0%	71.8	96.9	34.9%
Motorcycle Financing	128.9	144.6	148.6	154.5	154.0	-0.3%	19.5%	565.9	601.7	6.3%
Auto Financing	74.0	79.4	79.5	80.6	82.5	2.4%	11.5%	316.9	322.0	1.6%
SME Financing	0.6	0.3	0.2	0.2	0.2	18.2%	-62.6%	1.8	0.9	-53.4%
E money	4.6	4.2	3.3	3.7	4.8	30.8%	3.7%	13.8	16.0	16.0%
Brokerage Fee*	2.4	2.3	2.2	2.3	2.3	-1.3%	-5.4%	3.9	9.1	135.1%
Total Revenue	363.0	390.6	399.2	417.8	432.7	3.6%	19.2%	1,524.9	1,640.2	7.6%
Other Operating Income	43.1	58.7	47.8	42.2	48.5	15.2%	12.8%	181.3	197.3	8.9%
Total Operating Income	406.1	449.3	447.0	460.0	481.2	4.6%	18.5%	1,706.2	1,837.5	7.7%

Note: *AEON Insurance Brokers (M) Sdn Bhd (Formerly known as Insurepro Sdn Bhd) becoming a wholly-owned subsidiary of AEON Credit since Oct 2021

Total Expenses

(RM mil)	Q4 FYE22	Q1 FYE23	Q2 FYE23	Q3 FYE23	Q4 FYE23	QoQ	YoY	FYE22	FYE23	YoY
Impairment Loss on Receivables	154.7	37.3	150.0	143.3	117.2	-18.3%	-24.2%	303.3	447.8	47.6%
Personnel Expenses	63.9	43.1	52.5	56.3	67.4	19.6%	5.4%	226.8	219.4	-3.3%
Advertisement & Promotion (A&P)	7.3	8.3	5.8	7.8	8.3	7.5%	14.1%	43.9	30.2	-31.1%
Other Operating Expenses	56.3	67.5	59.8	72.2	77.7	7.7%	38.1%	274.5	277.2	1.0%
Operating Expenses	282.2	156.2	268.1	279.6	270.6	-3.2%	-4.1%	848.5	974.6	14.9%
Interest expenses	79.1	77.6	78.8	78.8	80.8	2.5%	2.1%	330.9	315.9	-4.5%
Total Expenses	361.3	233.8	346.9	358.4	351.4	-2.0%	-2.7%	1,179.4	1,290.5	9.4%

	FYE20	FYE21	FYE22	FYE23
PBT (RM mil)	390.4	324.9	526.8	547.0
PAT (RM mil)	292.0	234.0	365.4	417.7
Weighted average no. of ordinary shares (mil)	255.3	255.3	255.3	255.3
Basic EPS (RM)*	1.07	0.88	1.39	1.60
NTA per share (RM)	6.1	6.6	7.8	9.1
ROE (%)*	18.0	13.8	19.2	18.8
ROA (%)*	3.1	2.3	3.6	3.9
Capital Adequacy Ratio (%)	18.9	24.0	26.8	27.1
Debt-to-Equity Ratio (x)	4.6	3.8	3.1	3.0
Share Price (RM)	13.8	11.7	14.7	12.0
PER (x)	12.9	13.3	10.6	7.5
Market Capitalisation (RM mil)	3,500	2,992	3,748	3,064

Note: *Computed based on annualised figures



AEON CREDIT SERVICE

THANK YOU

Mr Lee Kit Seong

Chief Corporate Officer
leeks@aeoncredit.com.my

Ms Lee Siew Tee

Chief Financial Officer
stlee@aeoncredit.com.my

Investor Relations Team

ir_info@aeoncredit.com.my

Level 18, UOA Corporate Tower,
Avenue 10, The Vertical,
Bangsar South City,
No. 8, Jalan Kerinchi,
59200 Kuala Lumpur.

www.aeoncredit.com.my
03-2772 9000

