



*Creating Smiles,
Connecting Hearts*
with AEON Malaysia

AEON CO. (M) BHD.

2nd Quarter FY2024 Results

29 August 2024

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1. Key Financial Highlights

Financial Performance



Revenue

Q2 FY2024

RM1,020.9m



1%
YoY

Q2 FY2023

RM1,033.0m



Profit Before Tax

Q2 FY2024

RM45.5m



7%
YoY

Margin: 4.5%

Q2 FY2023

RM49.1m | Margin: 4.8%



Profit After Tax

Q2 FY2024

RM27.7m



8%
YoY

Margin: 2.7%

Q2 FY2023

RM30.2m | Margin: 2.0%

1H FY2024

RM2,188.3m



2%
YoY

1H FY2023

RM2,139.8m

1H FY2024

RM140.3m



26%
YoY

Margin: 6.6%

1H FY2023

RM111.2m | Margin: 5.2%

1H FY2024

RM85.2m



25%
YoY

Margin: 4.0%

1H FY2023

RM68.4m | Margin: 3.2%

Financial Position



Net Assets

As at 30 June 2024

RM1,905.6m



3%
YoY

As at Dec 2023

RM1,858.9m



Borrowings

As at 30 June 2024

RM441.1m



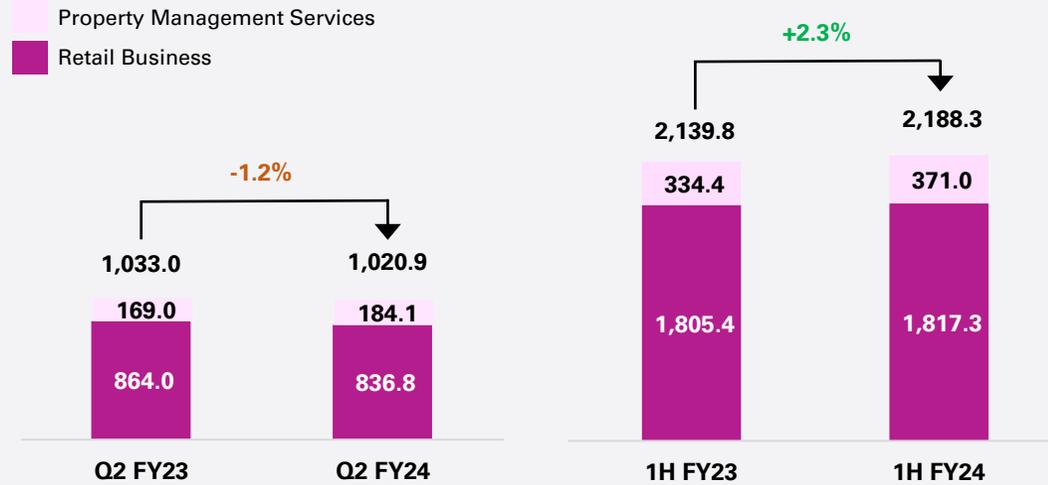
5%
YoY

As at Dec 2023

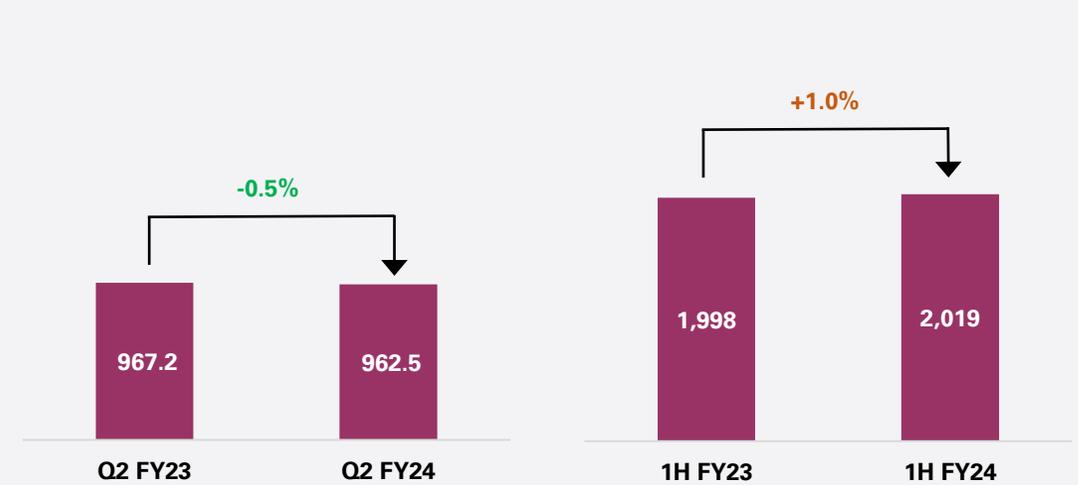
RM420.0m

1. Segmental Financial Performance

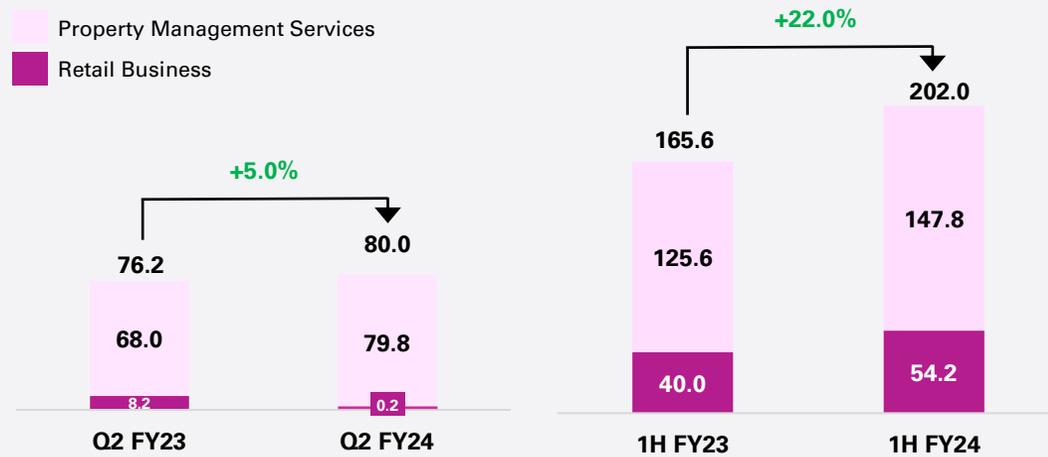
Segmental Revenue (RM million)



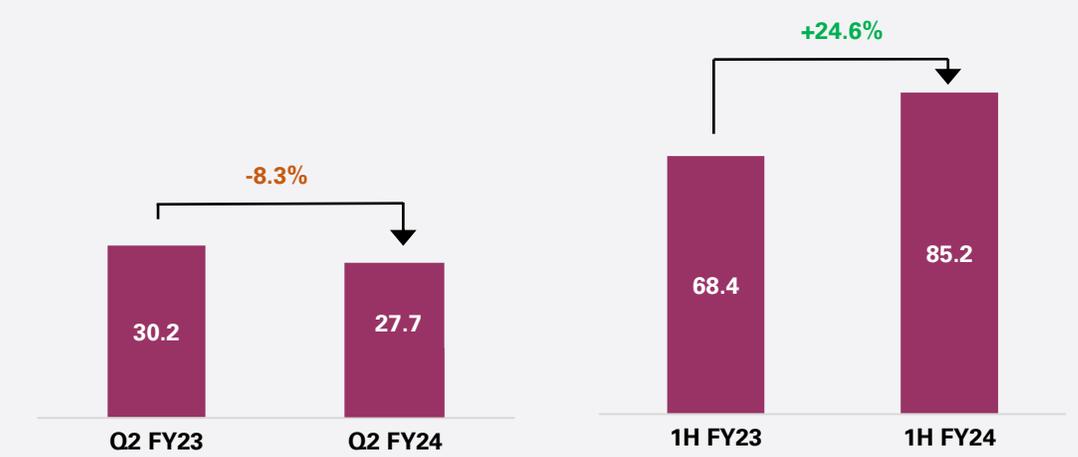
Operating Expenses (RM million)



Segmental Profit (RM million)



Profit After Tax (RM million)



2. Business Highlights: Retail Business

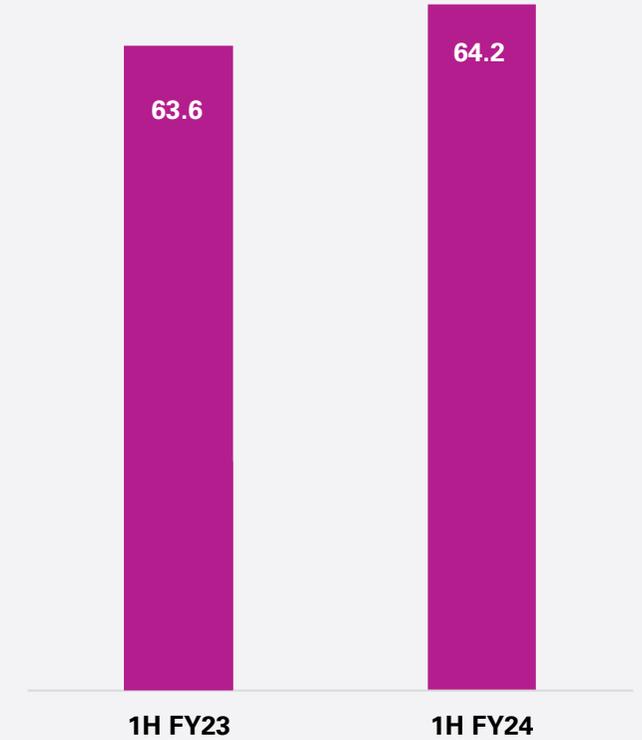
Revenue Contribution (By Categories)



Revenue Contribution (By Region)



Average Basket Size (RM)

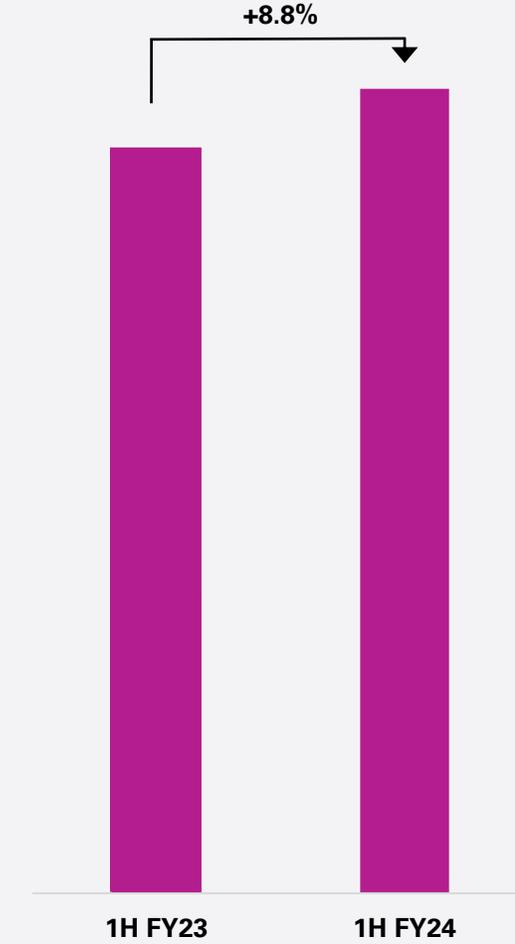


2. Business Highlights: Property Management Services

Occupancy Rate



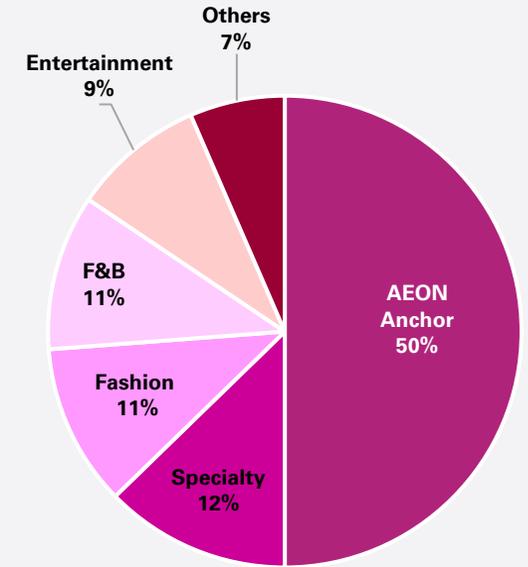
Tenant Sales



Car Count



Tenant Mix (by NLA)



3. Customer Engagement: Promotion and Marketing Initiatives

AEON MALL **ACTIVE BEAT 2.0** **40 Years** **AEON Malaysia**

MEET THE LEGEND
MICHAEL OWEN

MEET & GREET - 2pm
Spend of RM100*
(Football fan club members)
Maximum 3 combined same - day receipts.
28 June 2024 (Fri) - AEON MALL Ipoh Station 18
29 June 2024 (Sat) - AEON MALL Cheras Selatan
30 June 2024 (Sun) - AEON MALL Bukit Indah
1 July 2024 (Mon) - AEON MALL Nilai

EXCLUSIVE PRIVATE DINE-IN - 5pm
Spend of RM100*
(Football fan club members)
Maximum 3 combined same - day receipts.
28 June 2024 (Fri) - AEON MALL Kinta City
29 June 2024 (Sat) - AEON MALL Bukit Tinggi
30 June 2024 (Sun) - AEON MALL Tebrau City
1 July 2024 (Mon) - AEON MALL Shah Alam

40 Years **AEON** **MaxLife**

You complete my Mid-Autumn Festival
Now until 17 September 2024

中秋

40 Years **AEON Malaysia**

TIME OUT **AEON MEMBER RUSH**

FINAL CALL!
SATURDAY
31 August 2024

AVAILABLE AT ALL AEON STORES

*TERMS AND CONDITIONS APPLY

40 Years **AEON**

JIWA MERDEKA
Now until 31 Aug 2024

EVERYONE IS
CAN T I K

40 Years **AEON**

Twice the Joy!

8.8

SHOPGANZA
8 - 11 AUGUST 2024

POWER UP YOUR SAVINGS

EXCLUSIVE FOR AEON MEMBERS

AEON myAEON 2go

EVERYDAY FRESH
EVERYDAY LOW PRICE

Now until 31 August 2024

*T&C Apply

40 Years **AEON Malaysia** **AEON** **MaxLife** **myAEON 2go**

THURSDAY
is better than Friday
AEON MEMBERS SPECIAL
4 July 2024

This promotion is only available at selected AEON stores. Terms & Conditions apply.

Pay with **AEON MEMBER Plus Visa Card** or **AEON Wallet**

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

Exciting Products From: H&M, MKB, SENSOAR, PINE COPO, ANKER, DALY, VILM, B&W, L&L, JOMIA

40 Years **AEON** **Maybank**

TREATS FAIR
8-11 AUGUST 2024
MID VALLEY EXHIBITION CENTRE, KL

Exclusive Deals Awaits
Come & Visit AEON Booth At
Hall 1 - No.17, 18, 19, 36, 37 & 38

Exciting Products From: H&M, MKB, SENSOAR, PINE COPO, ANKER, DALY, VILM, B&W, L&L, JOMIA

3. Customer Engagement: New Brands and Collaborations at AEON



4. Expanding Our Footprint in Malaysia

AEON Malls



28

AEON Malls

1 planned for FY25

AEON Stores



35

AEON Stores

1 addition in FY24
1 planned for FY25

Specialty Stores



114

Specialty Stores

3 additions YTD FY24
More to come...

5. Development Plans: Store Re-openings

Presenting a whole new and refreshed shopping experience for customers



5. Development Plans: Ongoing Key Projects



5. Development Plans : AEON Seremban 2 Mall Expansion Plan

The image shows an aerial view of the AEON Seremban 2 Mall expansion site. A red-shaded area represents the existing mall, and a yellow-shaded area represents the new 23.045-acre expansion. An inset photo in the top left shows the existing mall building with a 'JUALAN AEON Sale' banner. A yellow callout box on the right contains the following text:

**New
2 storey**
Connecting Shopping Mall

+400k sq ft
Net Lettable Area
(Estimated)

6. ESG: Progressively installing more Solar PV panels across AEON Malls

AEON Alpha Angle



AEON Cheras Selatan



AEON Ipoh Station 18



AEON Taman Maluri



AEON AU2 Setiawangsa



AEON Bandar Dato Onn



AEON Bandaraya Melaka



AEON Bukit Mertajam



AEON Kulajaya



AEON Metro Prima



AEON Shah Alam



**Rooftop completed, pending ground installation*

More to come...

6. ESG: More Electric Vehicle (EV) Charging Stations at AEON Malls



6. ESG: Sustainability Initiatives in 1H FY2024

Expanding Recycling Initiatives with More Partners



Collaborate with recycling partners that offer cash incentives and rewards to individuals who recycle across AEON Malls, while promoting and encouraging recycling among the public

Say No To Plastic Bag



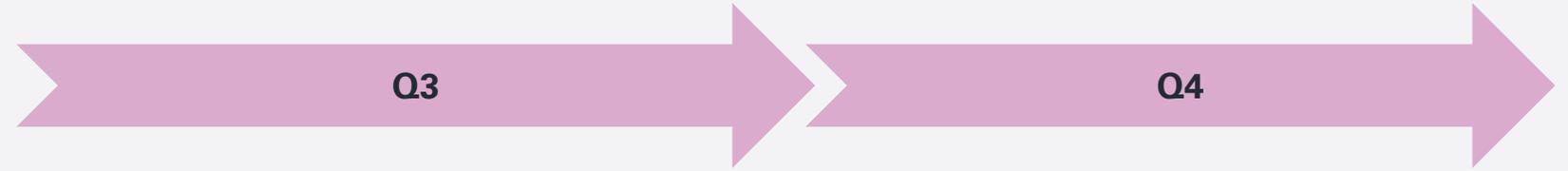
Emphasising our commitment to saying “No” to plastic bags, we introduced a new range of reusable bags made from recycled plastic bottles (rPET) in July 2024.

Early Adopters of Bursa’s Centralised Sustainability Intelligence (CSI) Solution



AEON joined the early adopters of Bursa Malaysia’s Centralised Sustainability Intelligence (CSI) Solution on 21 June 2024. Through the CSI Solution, AEON and its partners aim to encourage just transition of our suppliers by providing the necessary support and ESG knowledge to widen good ESG practices and adoption.

6. ESG: Sustainability Initiatives in 2H FY2024



Energy Efficiency (EE) & Renewable Energy (RE)

- Implement energy efficiency plan, ensuring a comprehensive approach to energy conservation.
- Subscription to Green Electricity Tariff (GET) to reduce carbon footprint in electricity consumption.

Sustainable Supply Chain Development Programme

- Establish supply chain programme by engaging with suppliers to understand their emissions data while supporting their ESG journey.

Embracing Circularity

- Group-wide waste initiatives including Polyethylene Terephthalate (PET) bottles and High-Density Polyethylene (HDPE) containers recycling awareness programme at selected AEON malls in partnership with Coca-Cola, Kao, Hiroyuki Industries and Trash4Cash.

Biodiversity Conservation

- Completed Malaysia-Japan Friendship Forest Project, handover to government in September 2024.
- Kick off tree planting programme across 28 schools in conjunction with AEON 40th Anniversary.

Governance

- Achieve ISO37001 Anti-Bribery Management System certification by the end of 2024
- Enhance ESG Disclosures based on GRI, FTSE4Good and other sustainability reporting standards.

THANK YOU

www.aeonretail.com.my

AEON AEON MALL



myAEON 2go

