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# Investor Relations Presentation

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6<sup>th</sup> October 2015  
AEON CREDIT SERVICE (M) Berhad

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## **FYE 29 February 2016 First Half Year Highlights**

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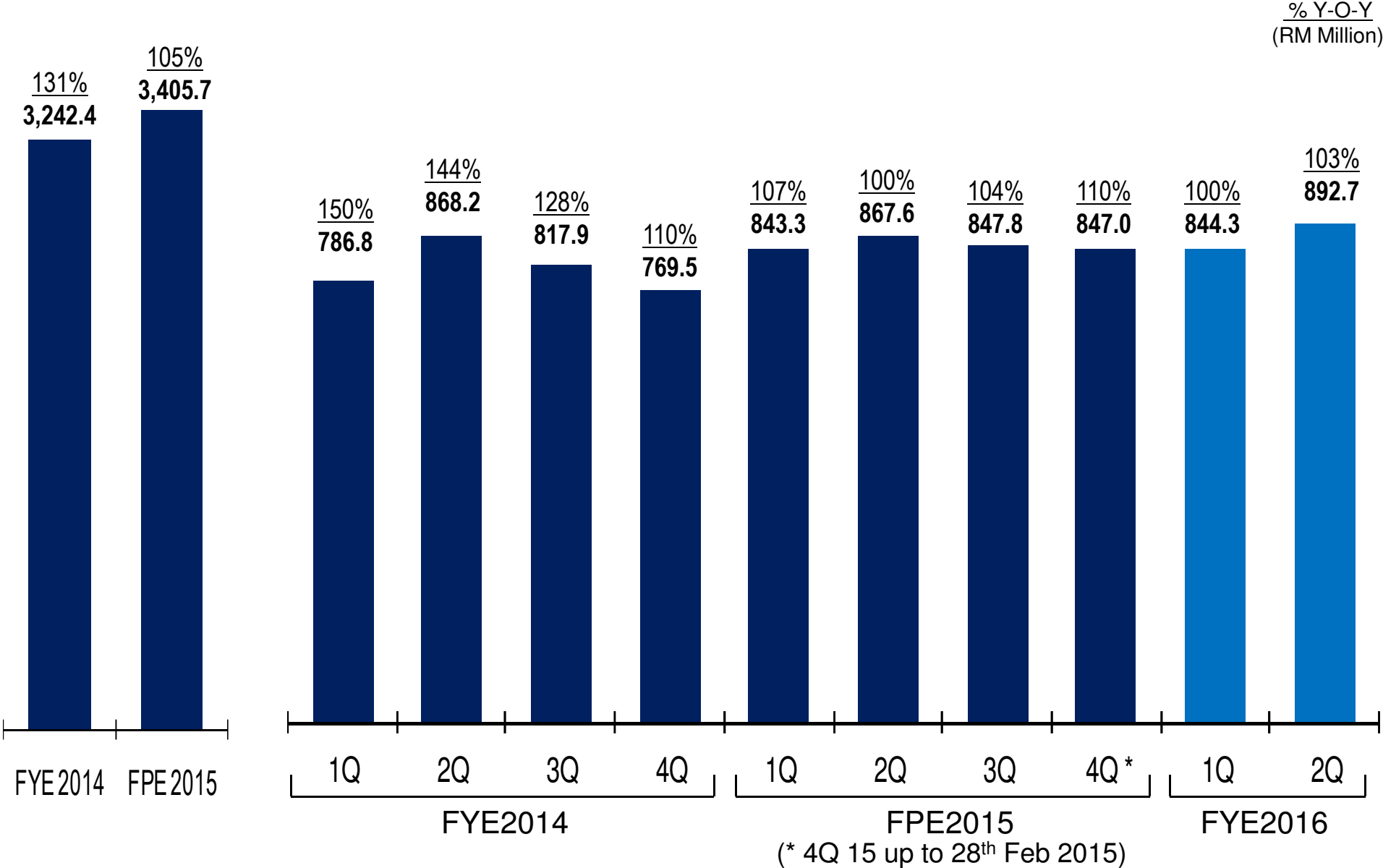
# FYE 29 February 2016 First Half Year Highlights



(RM'million)

	Q2 FYE 2016	% YOY	1H FPE2015	1H FYE2016	% YOY
<b>Total Transaction volume</b>	<b>892.653</b>	<b>103%</b>	<b>1,710.877</b>	<b>1,736.927</b>	<b>102%</b>
<b>Total Income</b>	<b>248.629</b>	<b>112%</b>	<b>436.024</b>	<b>504.872</b>	<b>116%</b>
Impairment loss	70.630	118%	105.874	144.163	136%
Personnel expenses	40.769	118%	69.986	78.396	112%
Depreciation	4.638	99%	9.235	9.299	101%
Other operating expenses	28.518	110%	49.263	54.982	112%
Funding cost	39.802	120%	62.662	77.494	124%
<b>Total Operating Expenses</b>	<b>184.357</b>	<b>117%</b>	<b>297.020</b>	<b>364.334</b>	<b>123%</b>
<b>Profit Before Tax</b>	<b>64.272</b>	<b>101%</b>	<b>139.004</b>	<b>140.538</b>	<b>101%</b>
Corporate Tax	15.786	98%	35.291	33.811	96%
<b>Net profit</b>	<b>48.486</b>	<b>102%</b>	<b>103.713</b>	<b>106.727</b>	<b>103%</b>
<b>Earnings Per Share (sen)</b>	<b>31.45</b>	<b>114%</b>	<b>72.02</b>	<b>69.40</b>	<b>96%</b>

# Total Transaction volume





(RM'million)

# FYE 29 February 2016 First Half Year Highlights

(Total Income)

	Q2 FYE 2016	% YOY	1H FYE2016	% YOY	Share
Credit card	16.667	56%	40.801	68%	8%
General Easy Payment	34.772	93%	69.104	94%	14%
Motorcycle Easy Payment	81.462	114%	163.900	117%	32%
Car Easy Payment	44.841	169%	85.747	176%	17%
Personal Financing	49.129	117%	97.897	116%	19%
SME Financing	1.853	107%	3.715	110%	1%
Other income	19.905	165%	43.708	169%	9%
<b>Total Income</b>	<b>248.629</b>	<b>112%</b>	<b>504.872</b>	<b>116%</b>	<b>100%</b>

# FYE 29 February 2016 First Half Year Highlights



(Summary of Statement of Financial Position)

(RM'million)

	20 AUG 2014	31 AUG 2015	Difference	% YOY
<b>Total Assets</b>	4,281.786	5,592.932	1,311.146	131%
Net Financing Receivables	4,114.991	4,865.102	750.111	118%
Other Assets	166.795	727.830	561.035	436%
<b>Total Liabilities</b>	3,520.478	4,592.966	1,072.488	130%
<b>Total Equity</b>	761.308	999.966	238.658	131%
<b>Capital Ratio vs Receivables</b>	18.60%	20.82%	2.22%	112%
<b>NTA per Share (RM)</b>	4.27	5.03	0.76	118%

# Financial Indicators



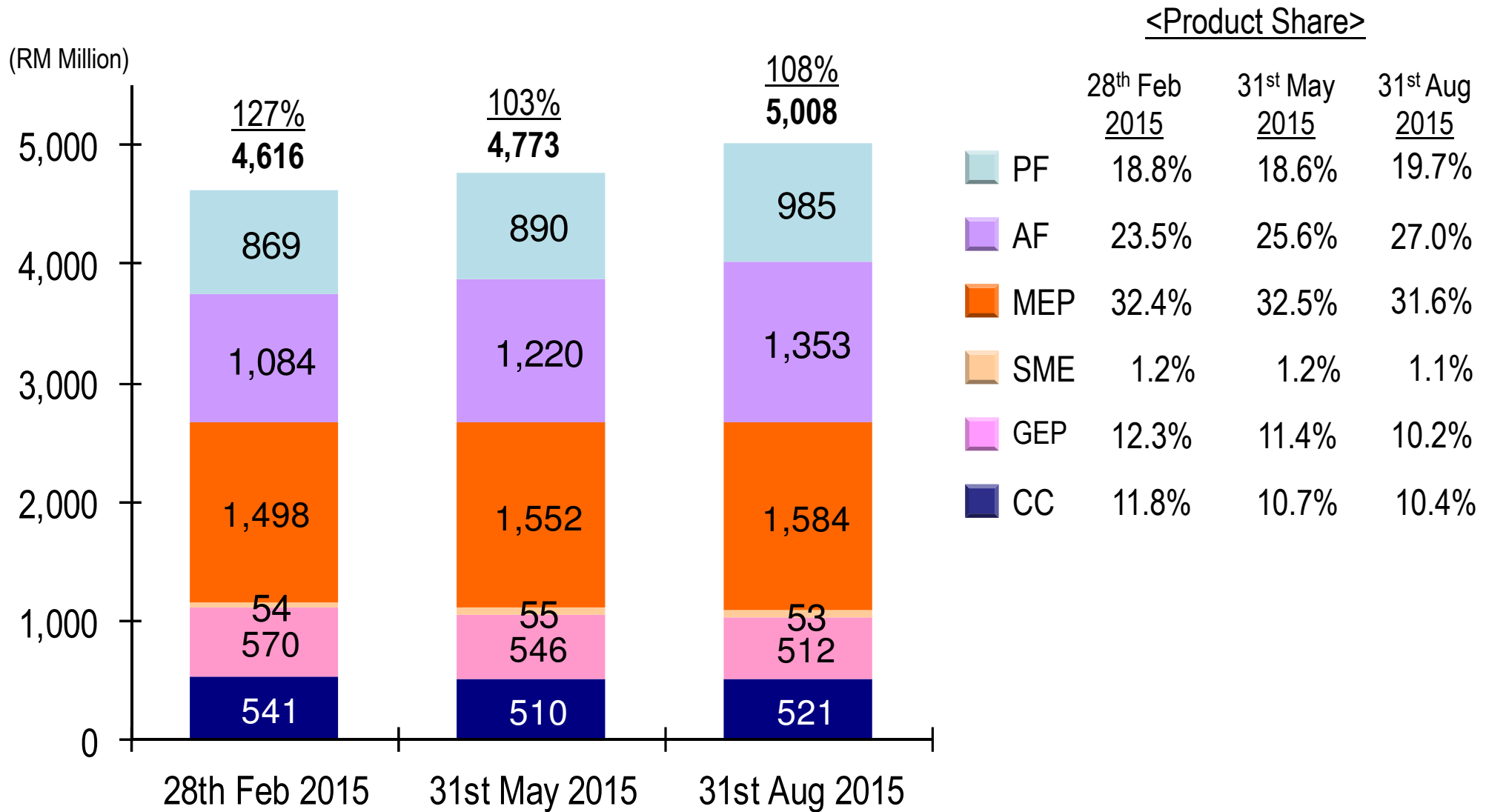
(Unit : RM Million)

	FYE2012	FYE2013	FYE2014	28 <sup>th</sup> Feb FPE2015	1HY FYE2016
Operating Income	368.3	500.8	711.7	928.1	504.9
PBT	128.1	181.1	233.9	288.3	140.5
PAT	95.6	134.1	175.4	215.7	106.7
Earnings per share after PERPS distribution (RM) *	0.80	1.03	1.22	1.46	1.39
NTA per share (RM)	2.84	2.98	3.79	4.72	5.03
ROE (on ordinary equity) *	30.7%	34.8%	32.6%	34.2%	28.5%
ROA *	7.0%	6.7%	5.7%	5.0%	4.1%
Capital Adequacy ratio	21.8%	17.6%	17.1%	19.4%	17.9%
Capital ratio against receivables	23.0%	18.8%	18.3%	21.4%	20.8%
Debt equity ratio (times)	3.6	4.3	4.6	3.95	4.41
Share price (RM)	7.60	11.34	14.70	13.30	12.81
PER	9.5	11.03	12.05	9.11	9.22
Market Capitalisation (RM million)	912	1,633	2,117	1,915	1,845

\* Computed based on annualised figure



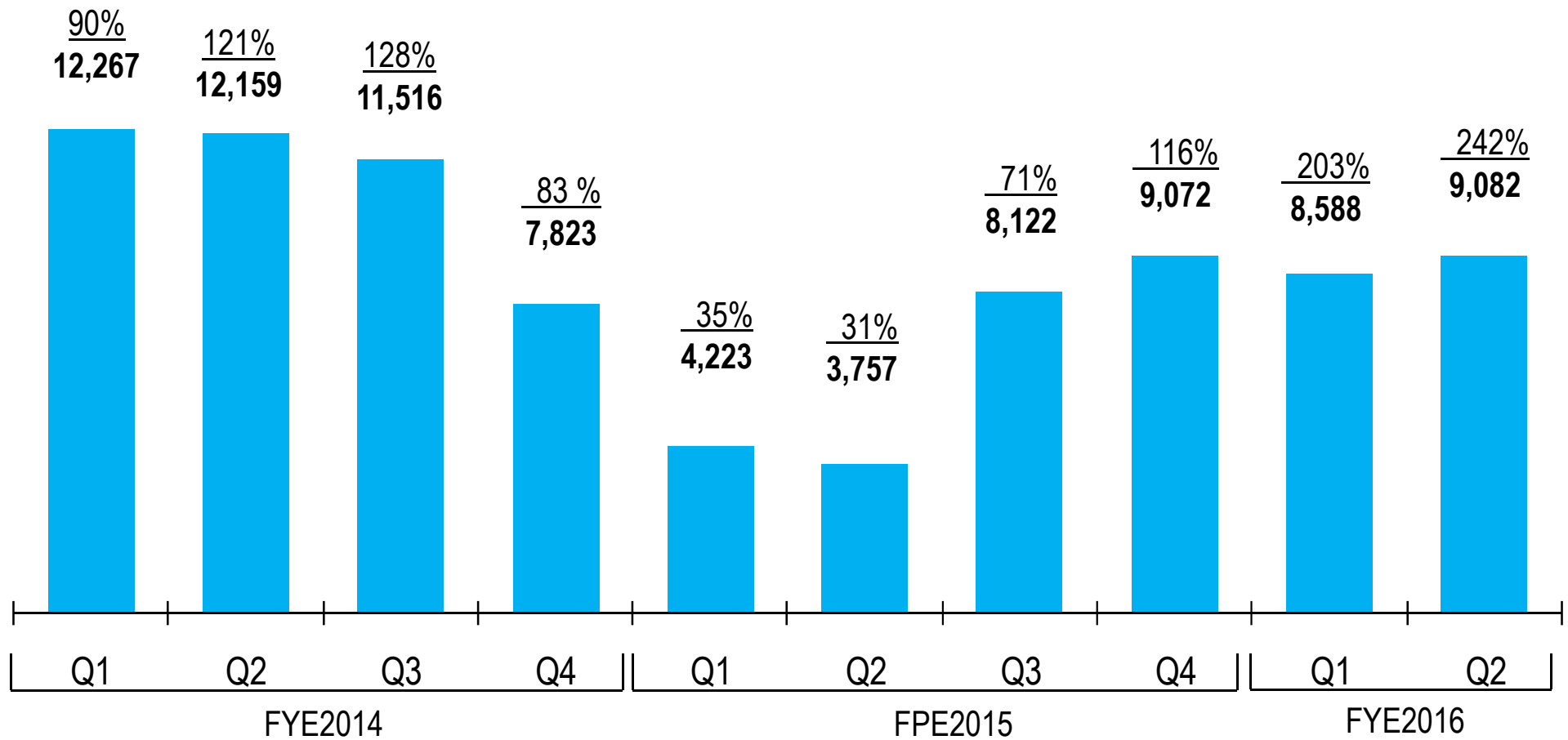
# Financing Receivables by Products



# Credit cards issuance



(unit)

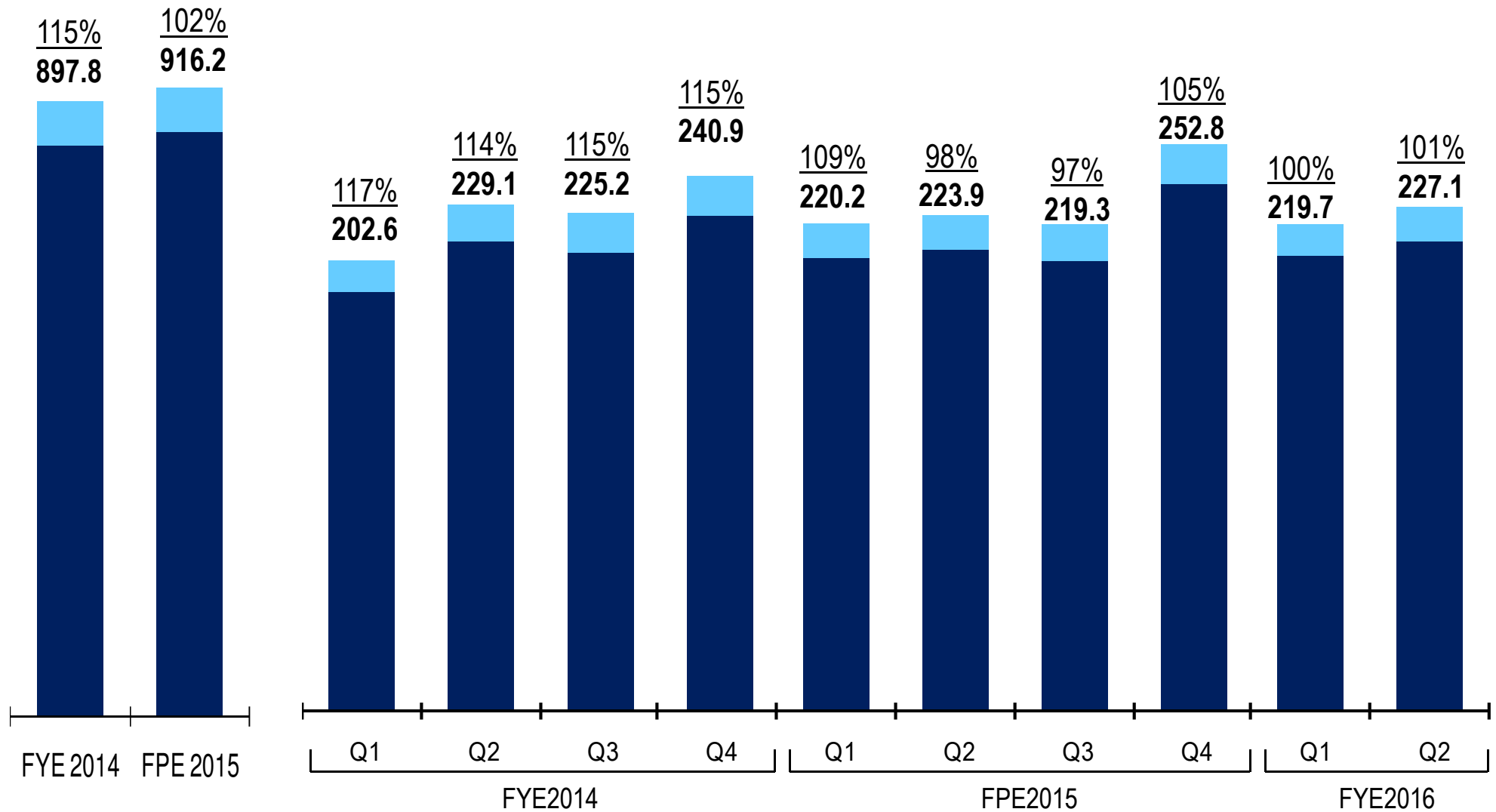


# Credit cards transaction volume



■ Credit purchase
 ■ Cash Advance

(RM Million)

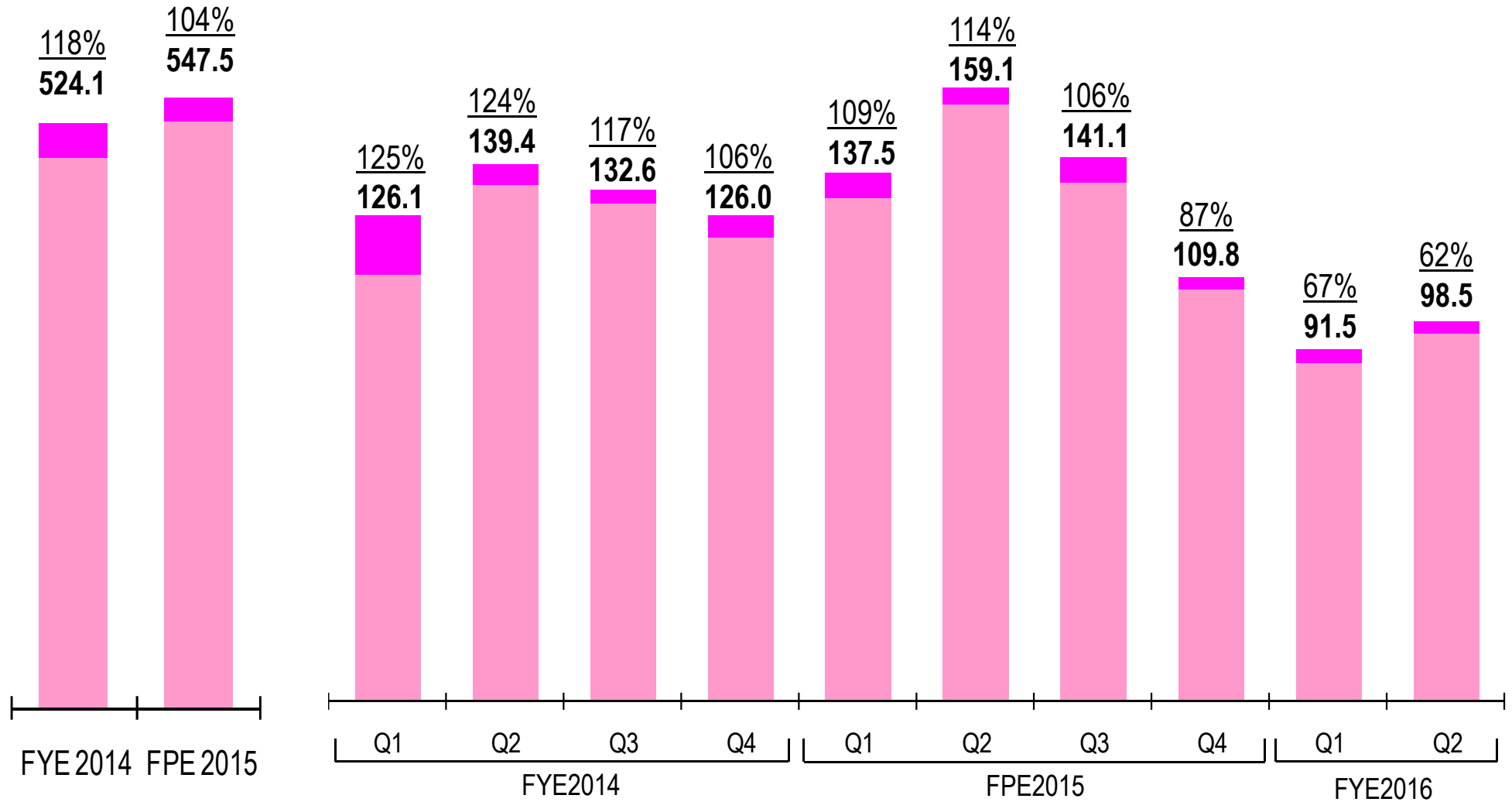


# GEP / SME transaction volume



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

(RM Million)

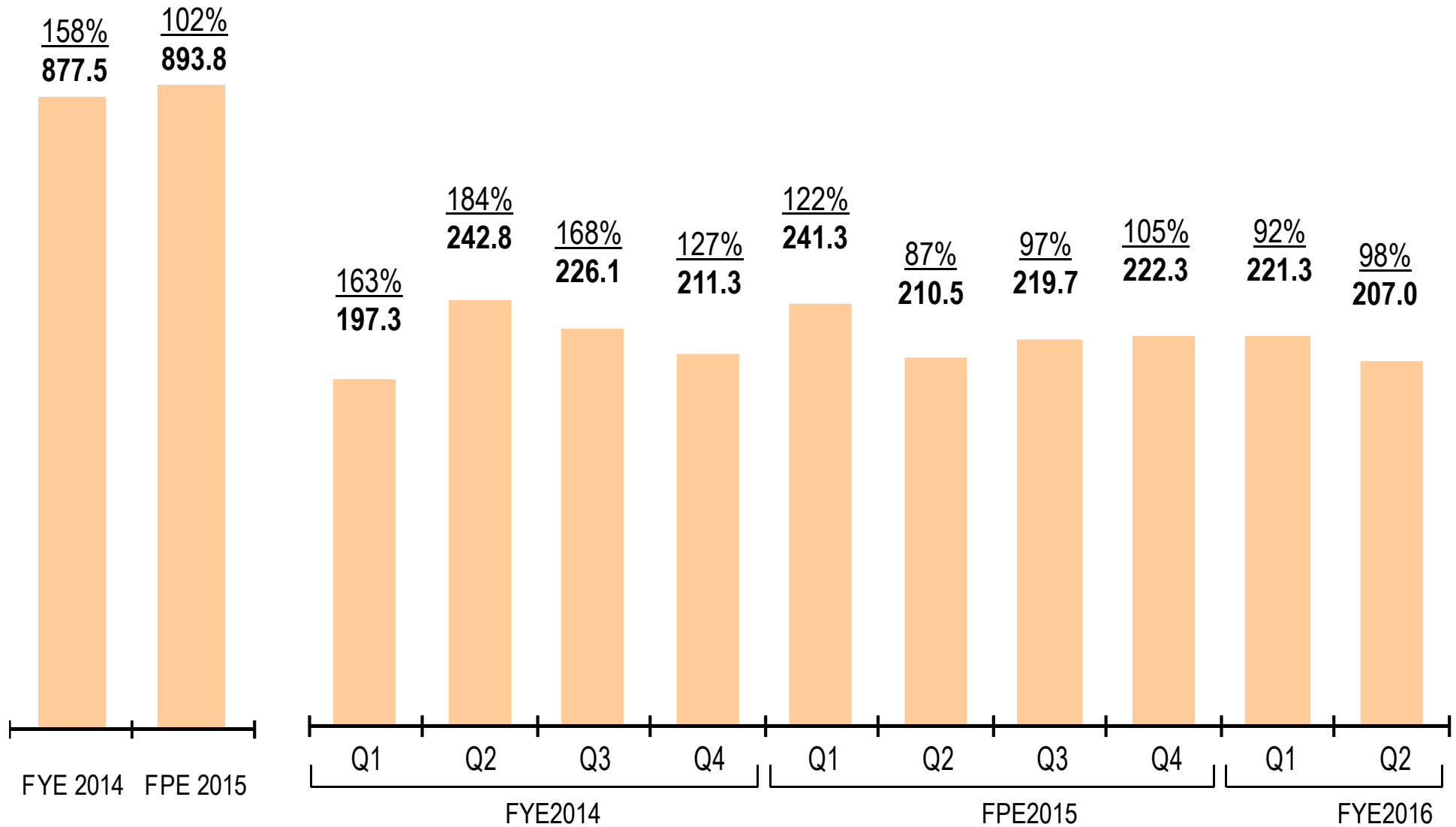


# MEP transaction volume



Motorcycle Easy Payment

(RM Million)



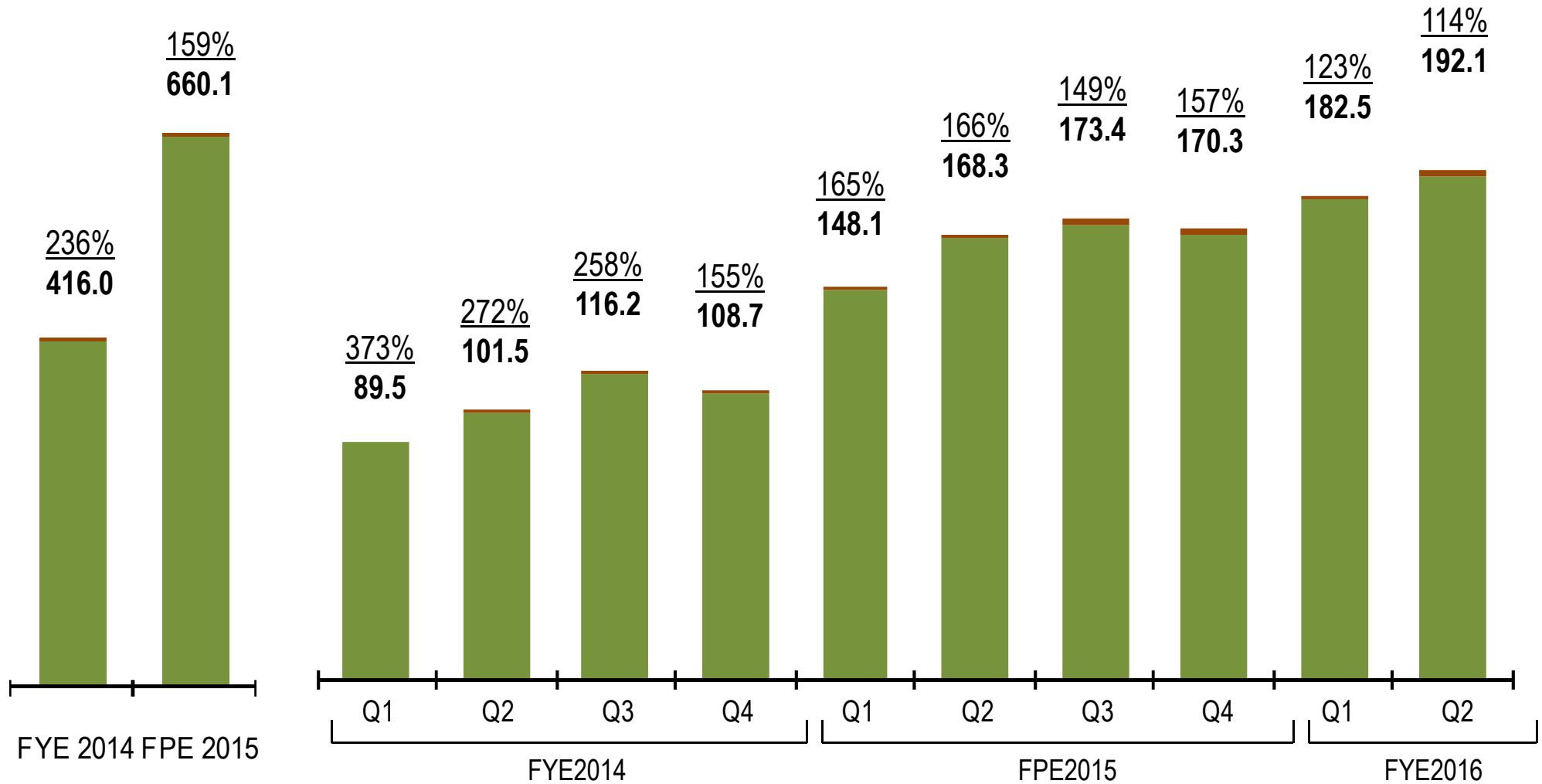
# AF transaction volume



UCEP

NCEP

(RM Million)



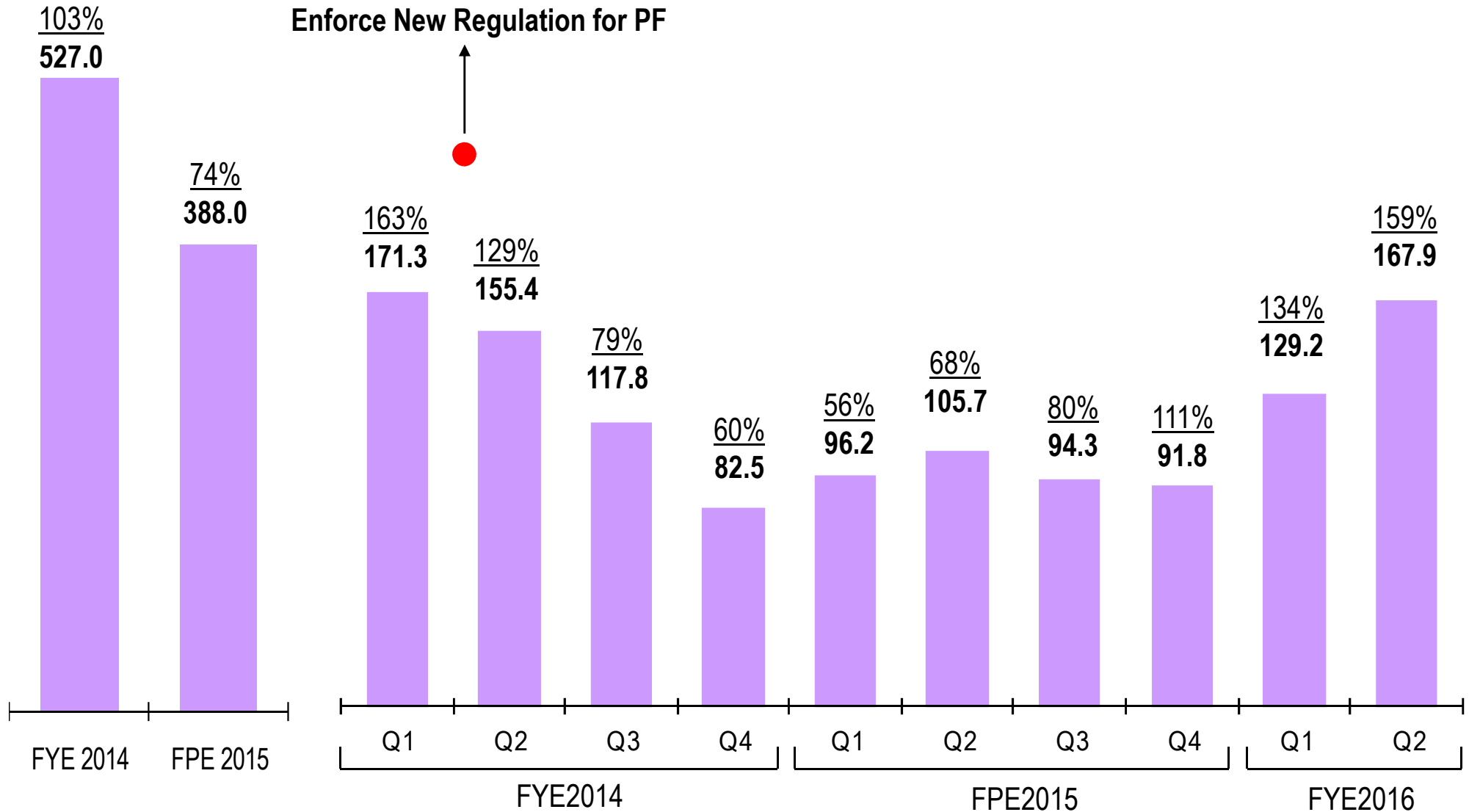
# PF transaction volume



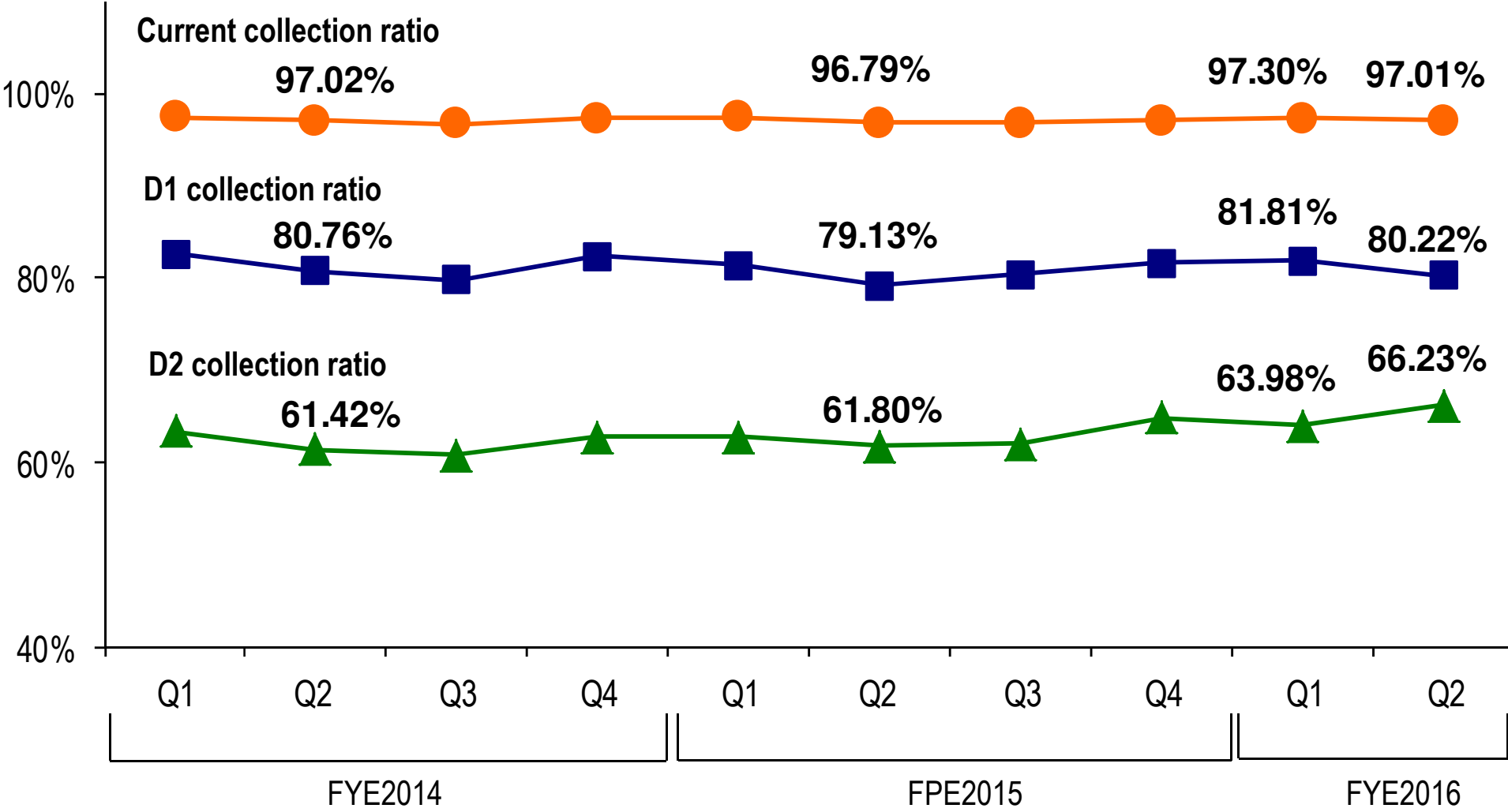
Personal Financing

(RM Million)

Enforce New Regulation for PF

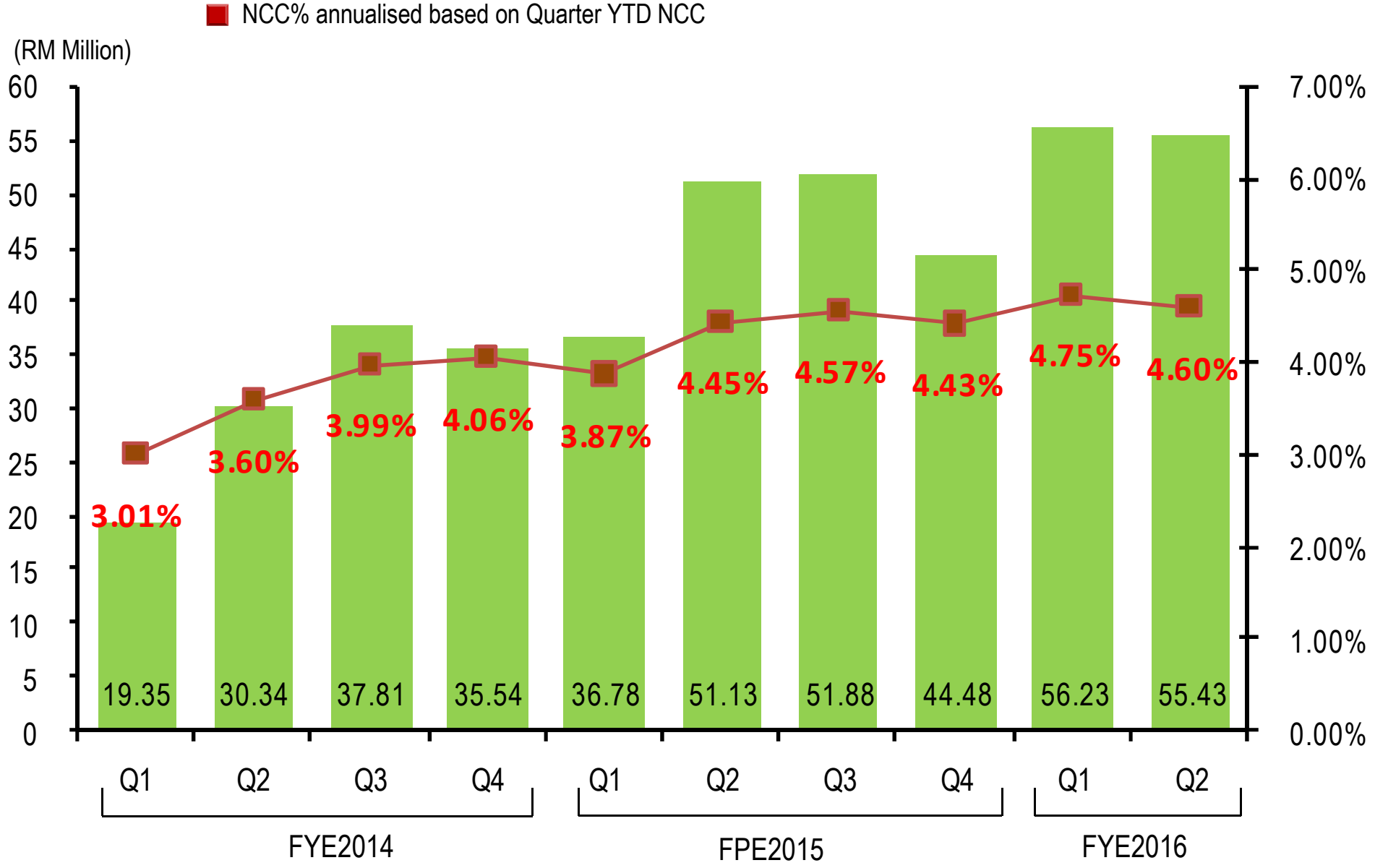


# Movement of collection ratio





# Net Credit Cost Ratio vs Receivables



# Ratio of Non-Performing Loans (NPL)



Prudent risk management policies and portfolio management to control NPL

