
Investor Relations Presentation

16th April 2014
AEON CREDIT SERVICE (M) Berhad

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   Financial Results and Overview

   Strategic Business Plan

   Question and Answer Session

■ Financial Performance

■ Net Profit rose 31% to RM 175.35M

■ Total operating income of RM 711.7 Million 42% higher than last FY

■ Total Receivables of RM 3.63 Billion increased 52.3% from last FY

■ Operational Performance

- Card member base 2,375k -
 - Credit Card : 183k
 - Prepaid Card : 17k
 - Express Card : 1,158k
 - AB Loyalty Card : 1,017k
- Number of merchant outlets : Over 6,000
- Number of Co. branches : 50

FYE 20 February 2014 Overview

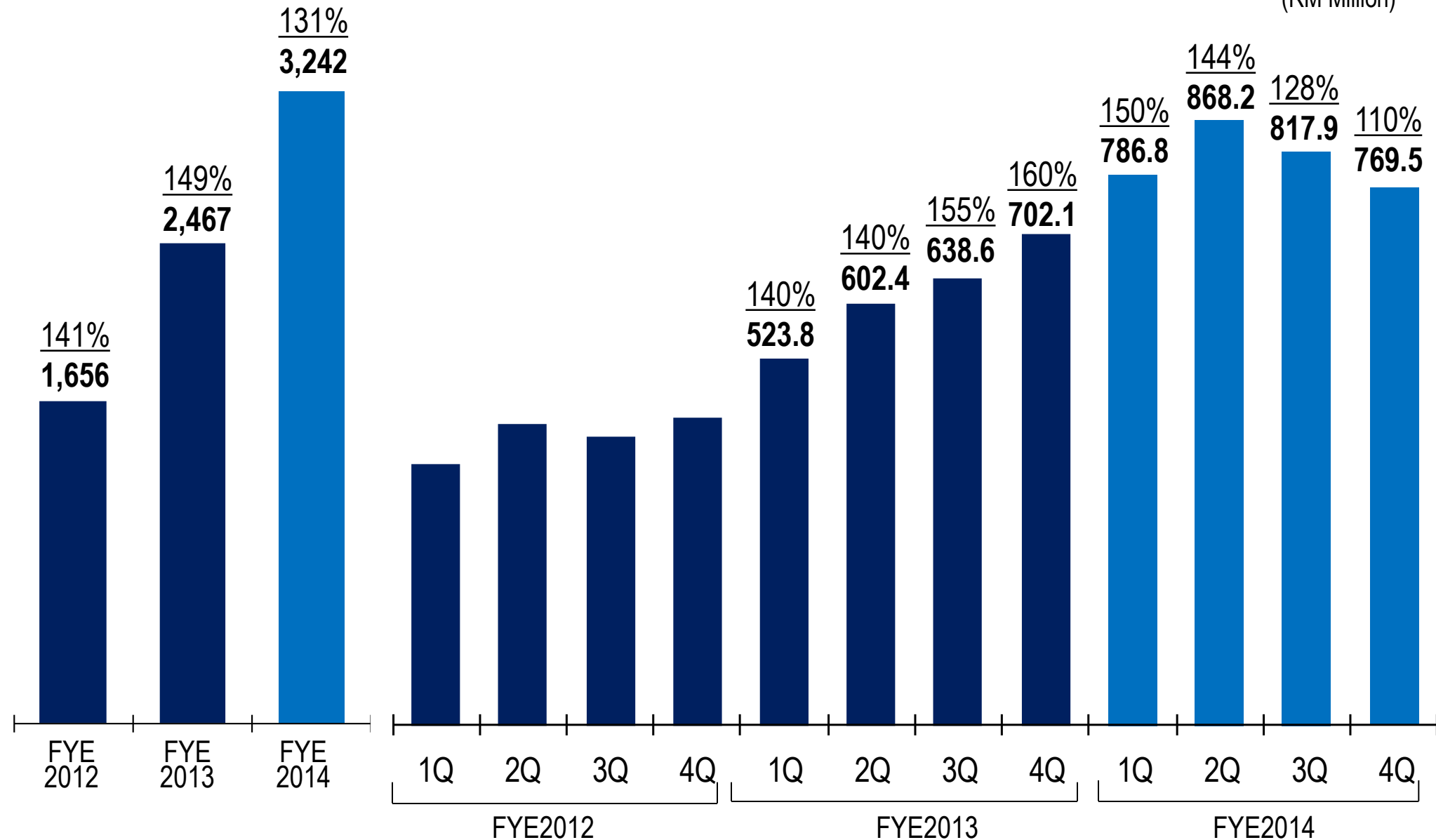
(RM Million)

	Q4 FYE2014	% YOY	FYE2013	FYE2014	% YOY
Total transaction volume	769,466	110%	2,467.083	3,242,413	131%
Revenue	188,126	144%	467.127	672,862	144%
Other Income	11,573	123%	33.660	38,889	111%
Total Operating Income	199,699	143%	500.787	711,751	142%
Impairment Loss	43,207	177%	87.131	149,742	172%
Staff costs	35,632	141%	91.085	130,545	143%
Depreciation	4,555	122%	13.381	17,277	129%
Other Operating exp	24,014	149%	66.410	83,124	125%
Funding cost	27,720	151%	61.672	97,188	158%
Total Operating Expenses	135,128	154%	319.680	477,876	150%
Profit Before Tax	64,571	124%	181.107	233,875	129%
Corporate Tax	16,753	128%	46.981	58,523	125%
Net Profit	47,818	123%	134.126	175,352	131%
Earnings Per Share	33.21 sen	123%	102.84 sen	121.77	131%

Movement for Total Transaction volume



(RM Million)



(Operating Income)

(RM Million)

	Q4 FYE2014	% YOY	FYE 2014	% YOY	Share
Credit Card	27,934	136%	97,753	126%	13.7%
General Easy Payment	34,794	113%	132,845	112%	18.7%
Motorcycle Easy Payment	62,820	144%	223,362	142%	31.4%
Used Car Easy Payment	18,378	295%	54,377	343%	7.6%
Personal Financing	42,603	143%	158,294	163%	22.2%
SME Financing	1,597	196%	6,231	520%	0.8%
Other Income	11,573	123%	38,889	111%	5.3%
Total Operating Income	199,699	143%	711,751	142%	100.0%

(Summary of Statement of Financial Position)

(RM Million)

	FYE 2013	FYE 2014	Difference	% YOY
Total Assets	2,435.442	3,767.286	1,331.844	154%
NetTrade Receivables	2,356.734	3,570.922	1,214.188	152%
Other Assets	78.708	196.364	117.656	250%
Total Liabilities	2,006.236	3,121.722	1,115.486	156%
Total Equity	429.206	645.564	216.358	150%
Capital Adequacy Ratio	17.6%	17.1%	(0.5%)	97%
NTA per Share (RM)	2.98	3.79	0.81	127%

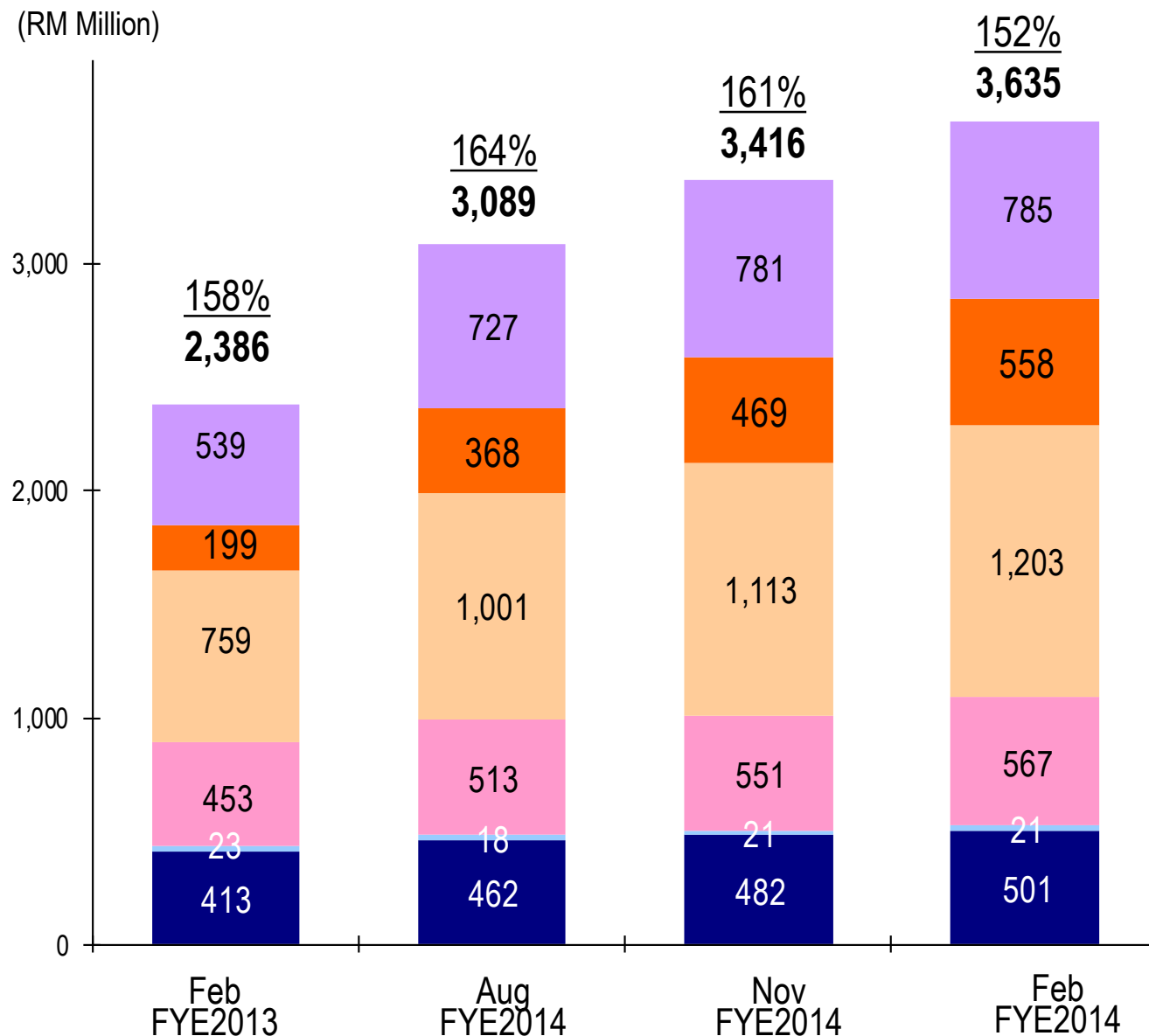
(Unit : RM Million)

	FYE2011	FYE2012	FYE2013	FYE2014
Operating Income	286.8	368.3	500.5	711.7
PBT	85.0	128.1	181.1	233.9
PAT	63.4	95.6	134.1	175.4
Earnings per share (RM)	0.53	0.80	1.03	1.22
NTA per share (RM)	2.35	2.84	2.98	3.79
ROE	23.8%	30.7%	34.8%	32.6%
ROA	5.8%	7.0%	6.7%	5.7%
Capital Adequacy ratio	24.0%	21.8%	17.6%	17.1%
Capital ratio against receivables	25.6%	23.0%	18.8%	18.3%
Debt equity ratio (times)	3.2	3.6	4.3	4.6
Share price (RM)	3.73	7.60	11.34	14.70
PER	7.1	9.5	11.03	12.05
Market Capitalisation (RM Million)	448	912	1,636	2,117

Financing Receivables by Products



(RM Million)



<Products Share>

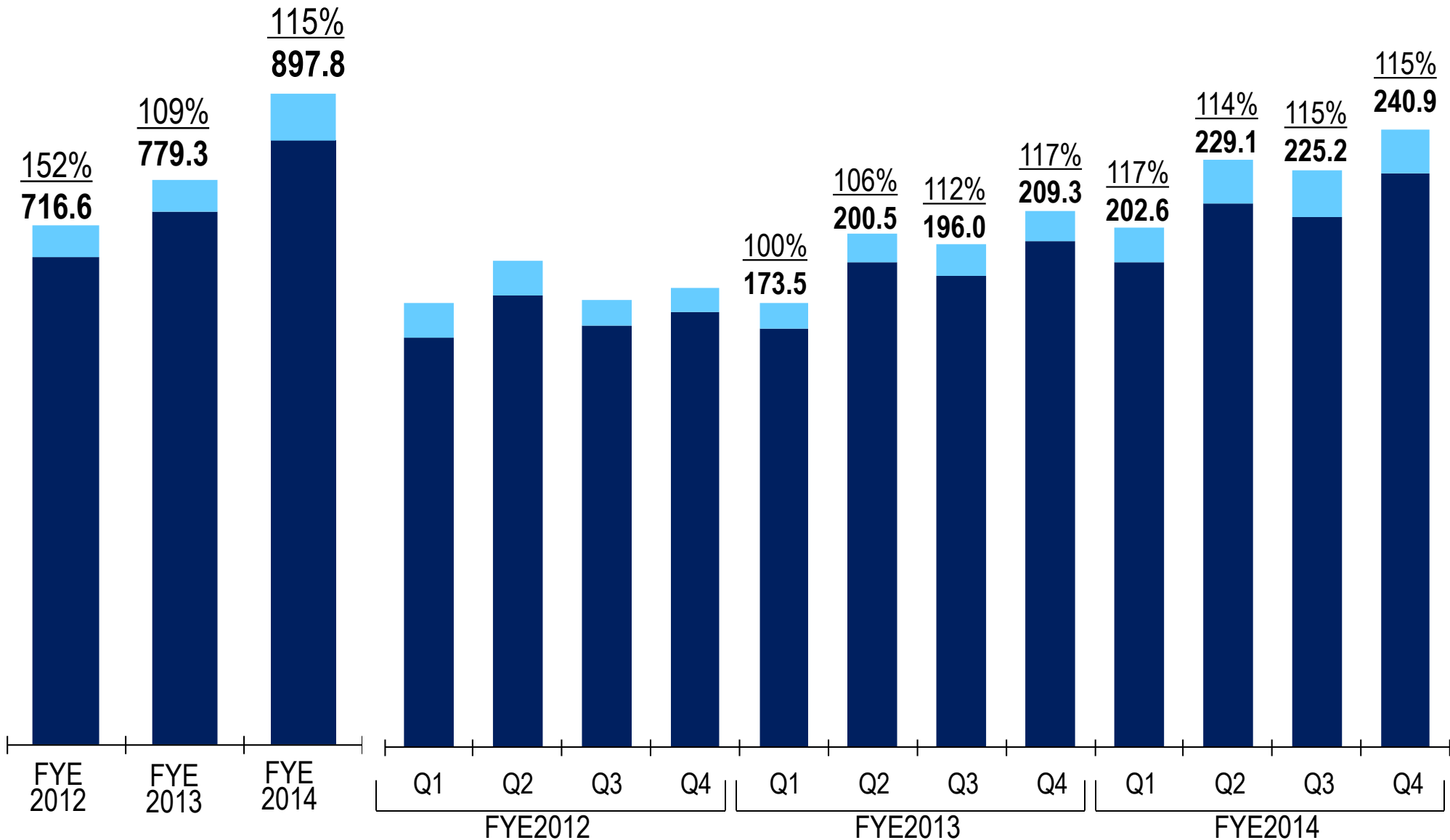
Product	Feb FYE2014	Feb FYE2013
PF	21.6%	22.6%
CEP	15.3%	8.3%
MEP	33.1%	31.8%
GEP & SME	15.6%	19.0%
CA	0.6%	1.0%
CP	13.8%	17.3%

Credit cards transaction volume



■ Credit purchase
 ■ Cash Advance

(RM Million)

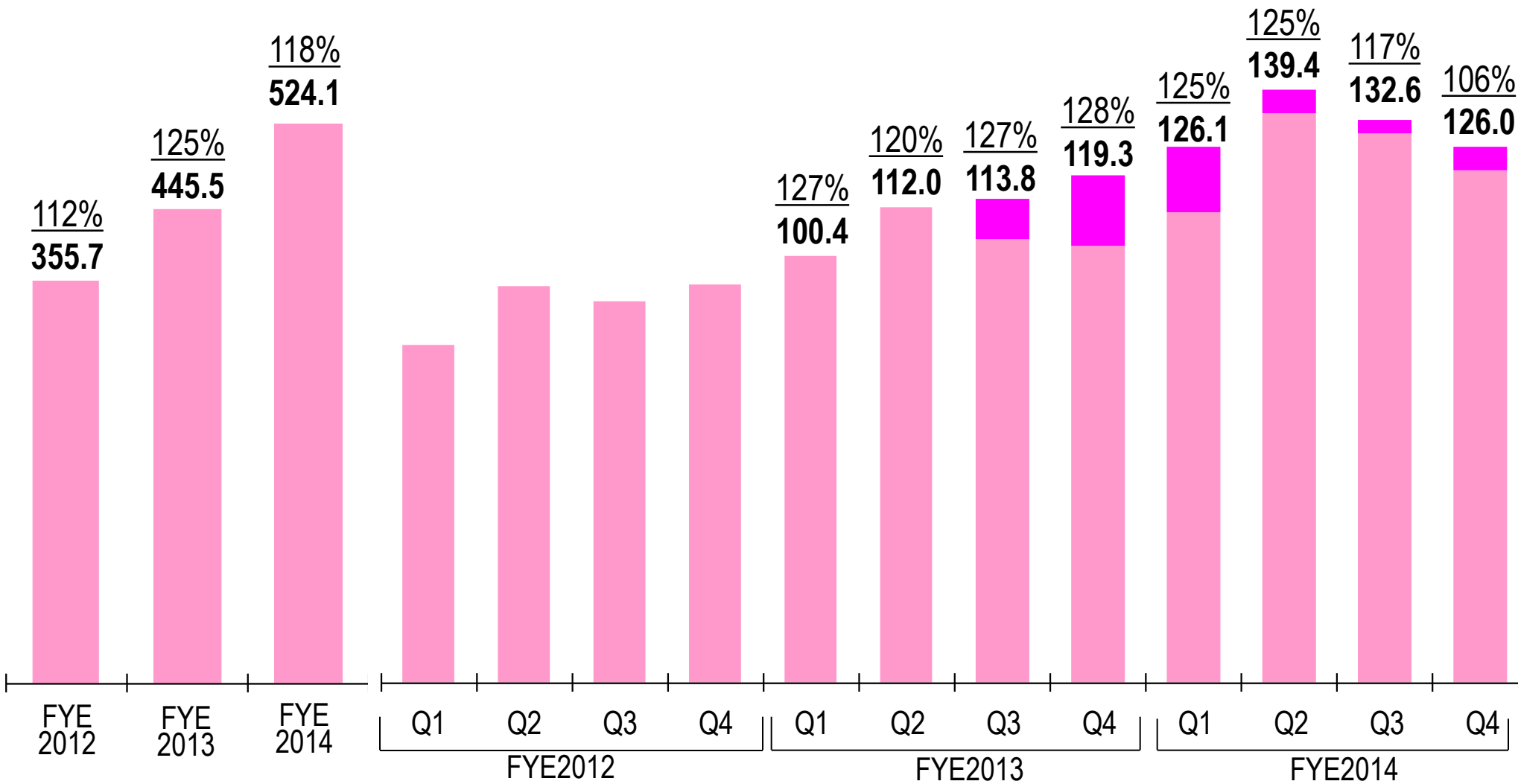


GEP transaction volume



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

(RM Million)

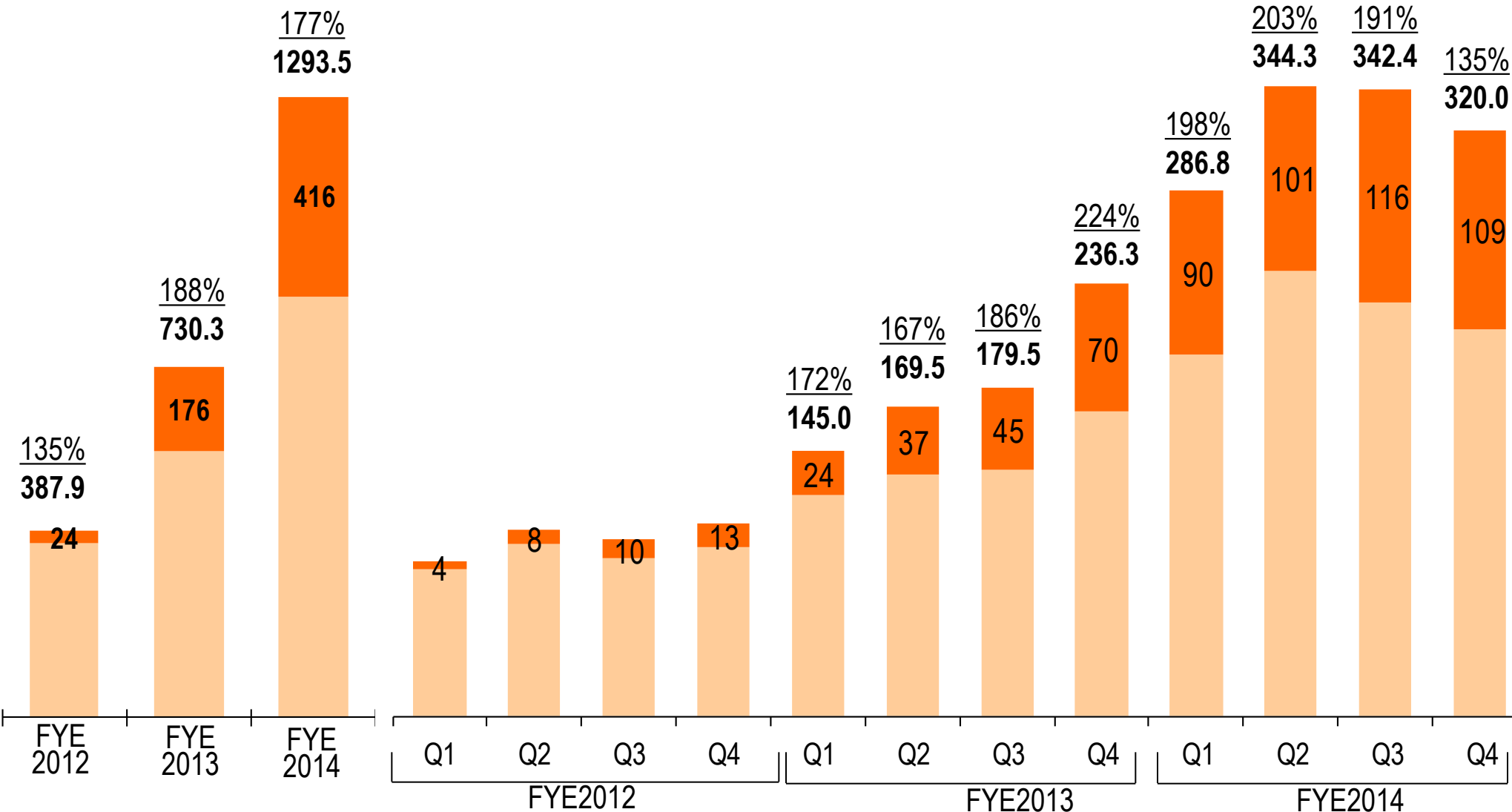


VEP transaction volume



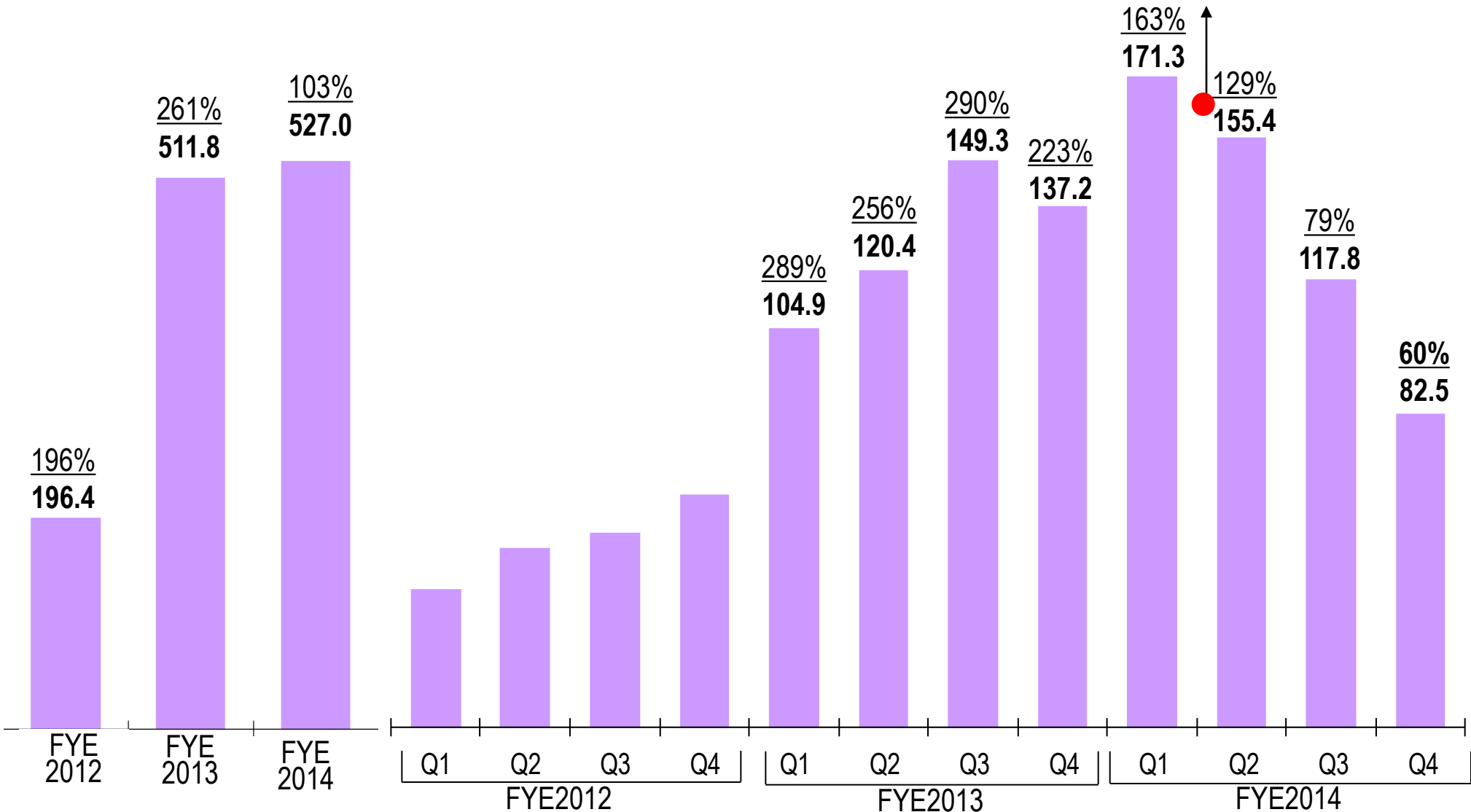
Motorcycle Easy Payment Car Easy Payment

(RM Million)



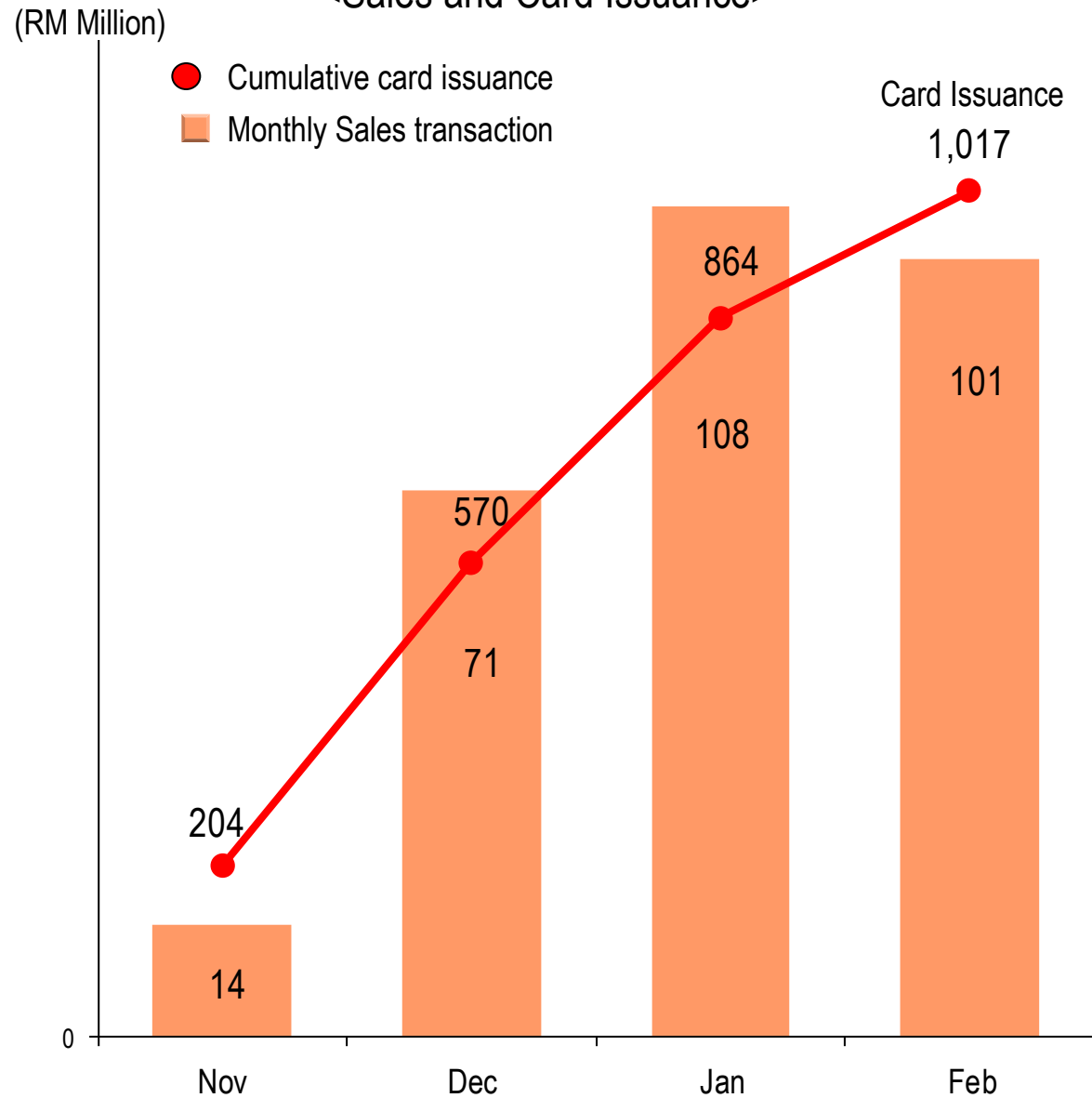
■ Personal Financing

Enforce New Regulation for PF



Loyalty Programme Management – AEON BiG

<Sales and Card Issuance>



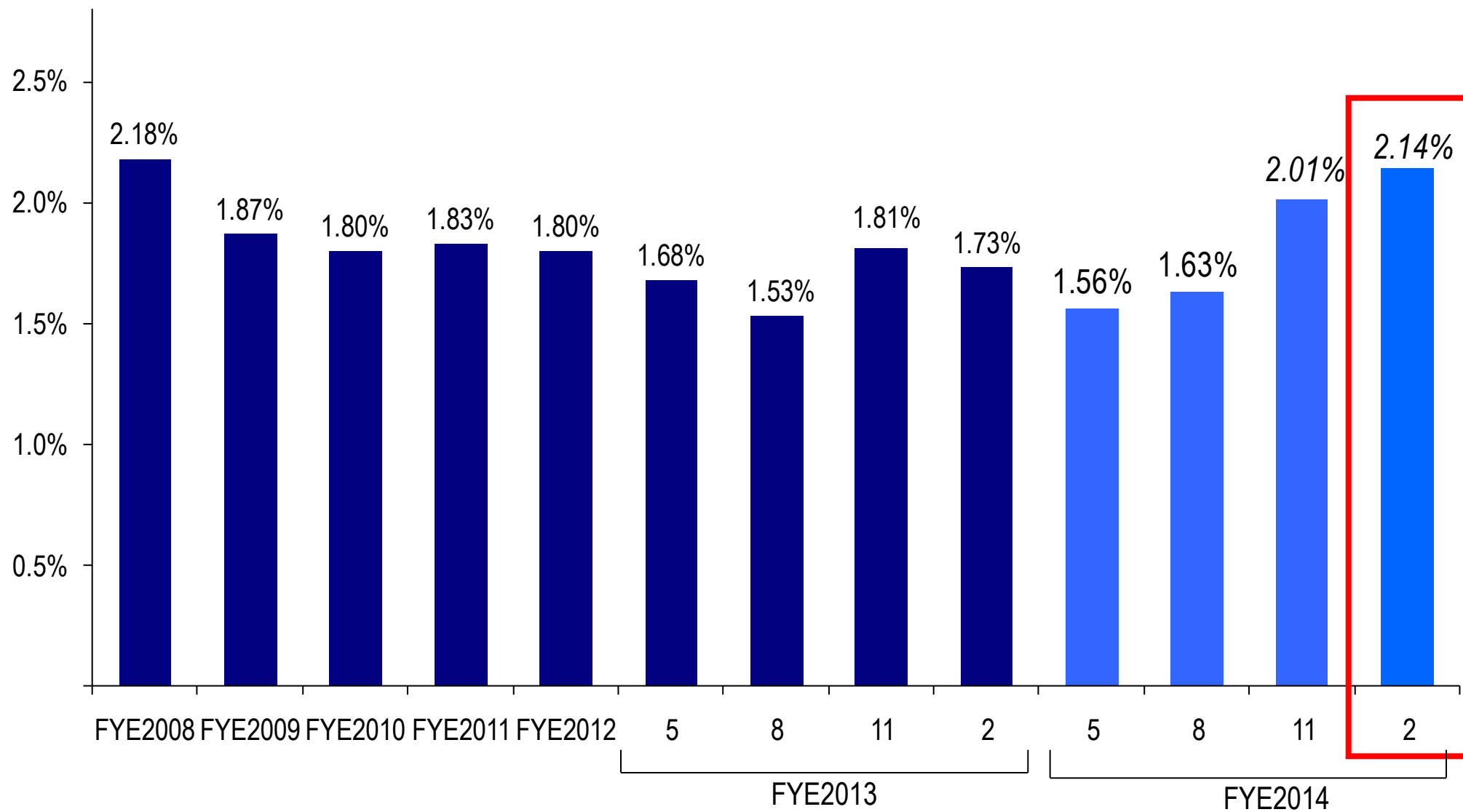
Recruitment Counter

	Q4 FYE2013	Q3 FYE2014	Q4 FYE2014	Difference From LY
Current	97.28%	96.64%	97.24%	-0.04%
D 1	82.22%	79.77%	82.40%	0.18%
D 2	64.32%	60.82%	62.73%	-1.59%
D 3 and above	9.75%	9.90%	10.48%	0.73%

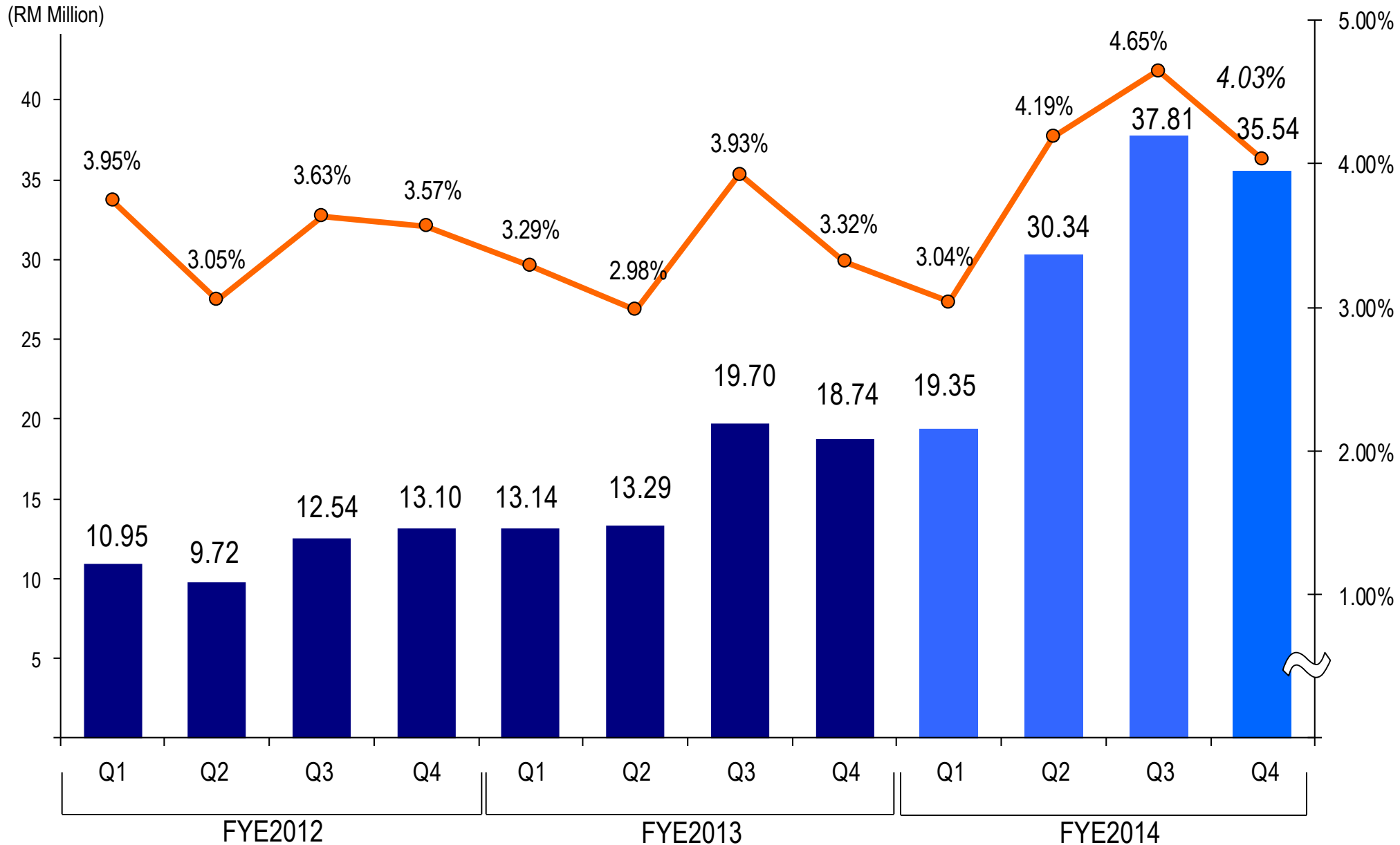
Ratio of Non-Performing Loans (NPL)



Marginal increase in Feb 2014 NPL ratio arising mainly from lower volume of new transaction in Q4



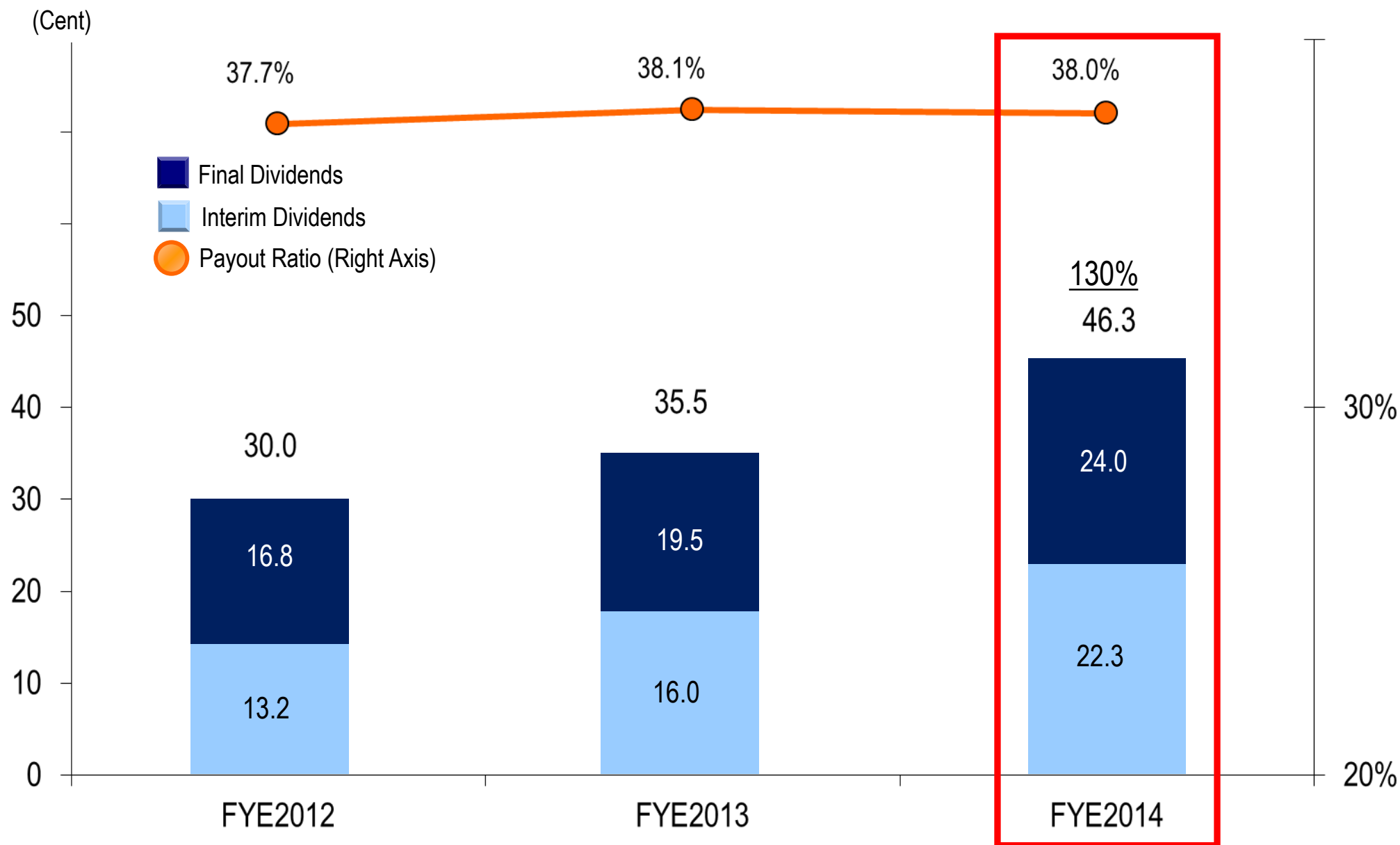
Net Credit Cost Ratio vs Receivables



(RM Million)

	FYE2013	FYE2014
Beginning Balance (as at 20 Feb)	33.997	49.739
+ Bad Debt Provision	87.131	149.742
(-) Write-off	(71.389)	(108.032)
Closing Balance (as at 20 Feb)	49.739	91.449
% of Trade Receivables	2.08%	2.52%
NPL Ratio	1.73%	2.14%
Growth of receivables v.s. Q4 of LY	57.6%	51.5%

Final Dividend Per Share and Payout ratio

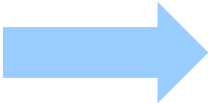


Business Plan for FYE2015

- Cross selling of GEP, personal financing and insurance products to 1.02 million of AEON Big Point card members.

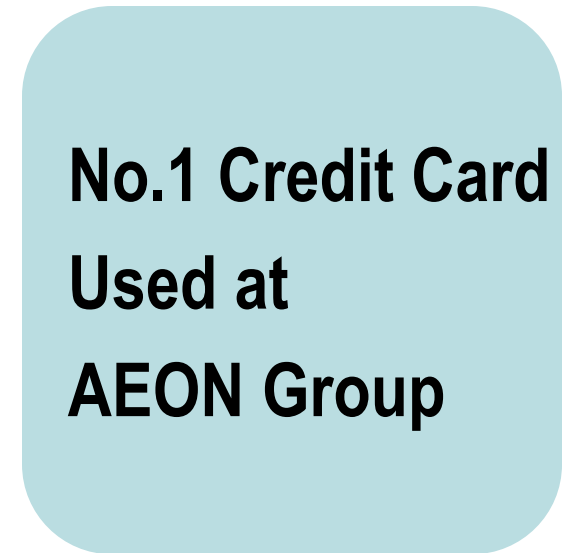


- Business network expansion and customer acquisition at AEON Big branches via opening of new counter service centre (CSU)

Feb 2014: 10  Feb 2015: 15



- Launch new 2 in 1 co-brand credit card with AEON BiG (M) Sdn Bhd
- Promote “Thank you Day” benefit and other benefits to become the preferred card in AEON Group shopping centres



- Expansion of card member database from AEON group

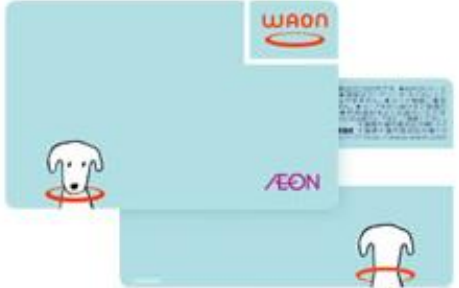


Total
> 3,500 K

- Integrate AEON Group Point Scheme
- Utilise the analysis of customer data to expand Fee Business

- Launch of acquiring business in AEON Group shopping centres, easy payment merchants and e-commerce solution

- Launch E Money card for customers as alternative to cash payment.



-To capture customer data of cash market to enhance database marketing

Q & A Session
