



AEON Credit Service (Asia) Co., Ltd.

Stock Code : 0900

2024 Annual General Meeting

26 June 2024

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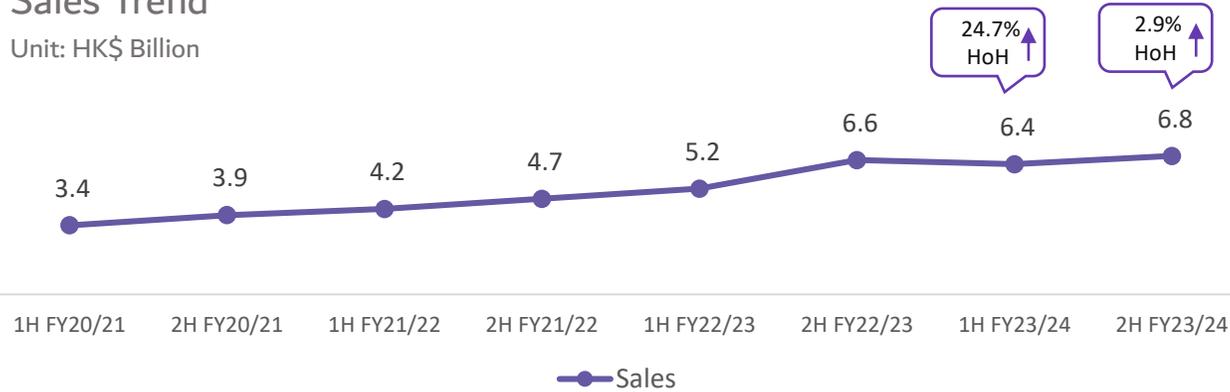
Glossary

1H FY20/21	First half of FY2020/21
2H FY20/21	Second half of FY2020/21
1H FY21/22	First half of FY2021/22
2H FY21/22	Second half of FY2021/22
1H FY22/23	First half of FY2022/23
2H FY22/23	Second half of FY2022/23
1H FY23/24	First half of FY2023/24
2H FY23/24	Second half of FY2023/24
HK\$	Hong Kong Dollars
YoY	FY23/24 vs. FY22/23
HoH	1H FY23/24 vs. 1H FY22/23 2H FY23/24 vs. 2H FY22/23
bn	Billion
M / m	Million

Performance Highlights

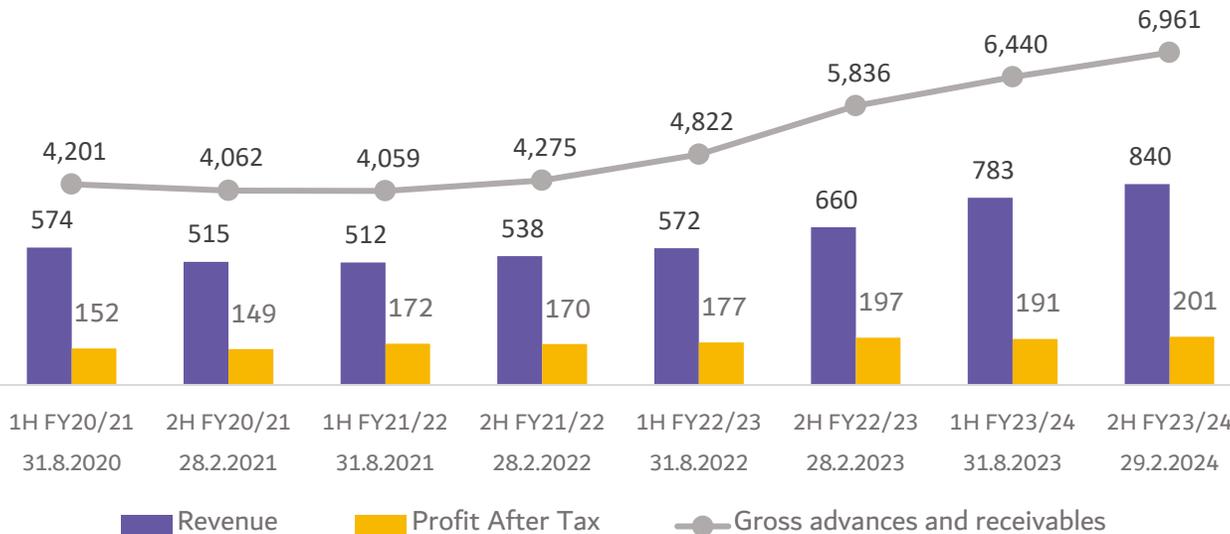
Sales Trend

Unit: HK\$ Billion



Gross Advances & Receivables, Revenue, Profit After tax

Unit: HK\$ Million



**Sustainable
Growth Momentum**

Sales for FY23/24

HK\$13.2bn (+12% YoY) ↑

Gross advances and receivables
as at 29.2.2024

HK\$7.0bn (+19% vs 28.2.2023) ↑

Revenue for FY23/24

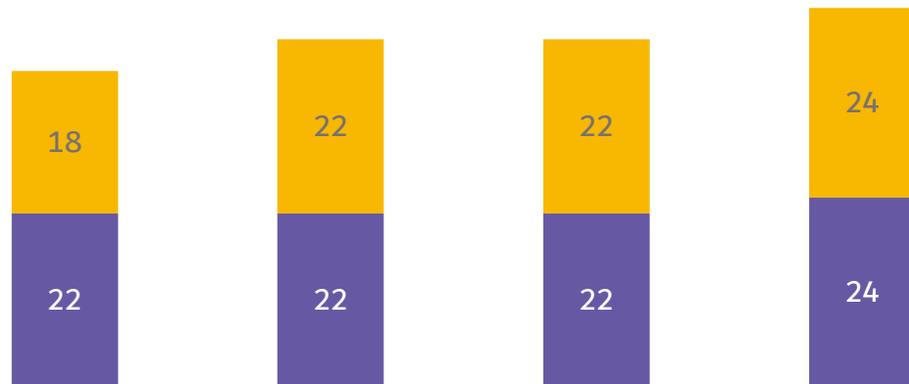
HK\$1,623m (+32% YoY) ↑

Profit after tax for FY23/24

HK\$392m (+5% YoY) ↑

Dividend

Unit: HK Cents



■ Interim dividend ■ Final dividend ● Annual payout ratio (%)

Core Payout Ratio

Payout ratio for FY23/24

51.2%

Dividend Policy :
Annual dividend payout ratio of not less than 30% of the net profit attributable to shareholders of the Company for the financial year

Shareholder Return

Dividend Total for FY23/24

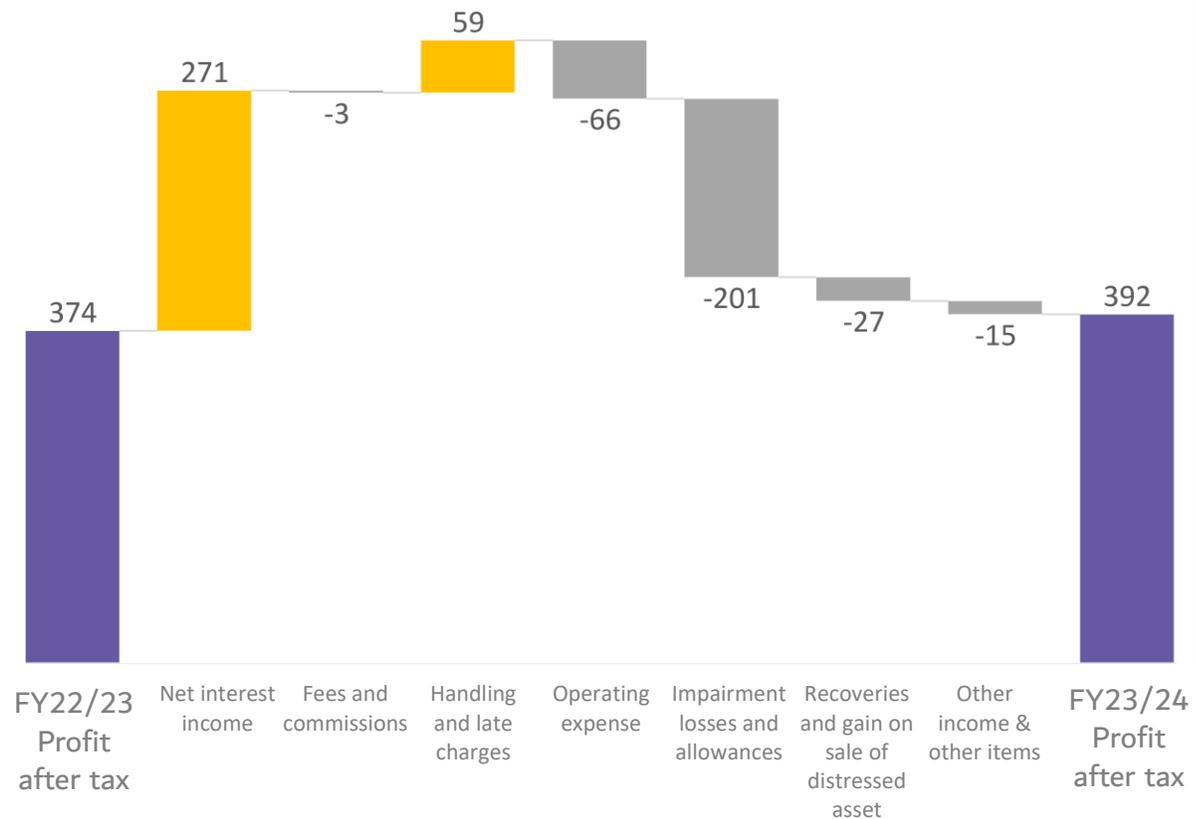
HK\$0.48 /share

> 8% Yield at Current Share Price

Highlights of Consolidated Statement of Profit or Loss

Profit Analysis Waterfall Chart

Unit: HK\$ Million



Financial Highlights

Net interest income, vs FY22/23

+HK\$271m ↑

Handling and late charges, vs FY22/23

+HK\$59m ↑

Earnings per share

94 HK cents ↑
(+5HK cents)

Segment Information

Items	Credit cards	Personal loans	Insurance	Consolidated	Hong Kong	PRC	Consolidated
<u>FY23/24</u>							
Revenue	1,284M	313M	26M	HK\$ 1,623M	1,596M	27M	HK\$ 1,623M
Segment results	421M	41M	12M	HK\$ 474M	469M	5M	HK\$ 474M
Unallocated income / (expense)				(HK\$ 1M)			(HK\$ 1M)
Profit before tax				HK\$ 473M			HK\$ 473M
<u>FY22/23</u>							
Revenue	963M	242M	27M	HK\$ 1,232M	1,210M	22M	HK\$ 1,232M
Segment results	337M	100M	21M	HK\$ 458M	454M	4M	HK\$ 458M
Unallocated income / (expense)				(HK\$ 9M)			(HK\$ 9M)
Profit before tax				HK\$ 449M			HK\$ 449M

Operational Review

Digital Transformation

- Successfully launched new card and loan system and revamped AEON mobile app
- Rolled out the Data Lake to achieve better data analysis results for marketing activities

Contactless Payment Function

- Added “QR Pay” and “QR Cash” functions to the AEON UnionPay Card
- Introduced Apple Pay and Google Pay

Branch Services

- Revamped branch network to build a “one-stop” financial service center with dedicated insurance consultation counters

Growth Strategies

- 1 Development of New Contactless Mobile Payment Solutions**
- 2 Diversification of Personal Loan Products**
- 3 Intensification of Sales Channel Development in Peripheral Business**
- 4 Acceleration of Back-office Digitalization**
- 5 Strengthening Foundation for Business Growth in Greater Bay Area**

Latest Operational Update

Virtual Card Function

- Ready to launch the Virtual Card Function in "AEON HK" Mobile App to allow instant purchase experience right after card application



New Shatin Branch

- Opened new Shatin Branch in June to expand branch network to eastern New Territories
- New Branch Business Model : One-stop financial solutions provider



Sustainability Activity Highlights in FY 23/24

March

- ❖ HKU AEON Scholarship Ceremony
- ❖ Sponsorship of "Hong Kong Money Month 2023"



April

- ❖ Launch of eco-friendly uniform



May

- ❖ Friends of the Earth Tree Planting Challenge
- ❖ UNICEF SDG Actioner Challenge Acknowledge Ceremony



July

- ❖ UNICEF Young Envoys Field Trip to South Korea



August

- ❖ UNICEF Young Envoys Appointment Ceremony
- ❖ Sponsored "Healthy Children · Happy Parents" program organized by Sowers Action



September

- ❖ Launch of eco-friendly credit card
- ❖ Participated in "ESG+ Pledge" organized by Chinese Manufacturers' Association of Hong Kong



December

- ❖ Established a new scholarship with New Asia College of The Chinese University of Hong Kong



香港中文大學
The Chinese University of Hong Kong



香港中文大學新亞書院
New Asia College, The Chinese University of Hong Kong

February

- ❖ Completion of head office renovation with enhanced energy efficiency and waste recycling facilities





Thank You!
