



AEON Credit Service (Asia) Co., Ltd.

Stock Code : 0900

2020/21 Interim Results

30 September 2020

Financial Overview

Financial Results



- Revenue: HK\$ 574 million (88% vs. FY2019 1H)
- Net profit: HK\$ 152 million (80% vs. FY2019 1H)
- Impairment losses and impairment allowances: HK\$ 140 million
(HK\$ +16 million vs. FY2019 1H)

Geographical Segment Results

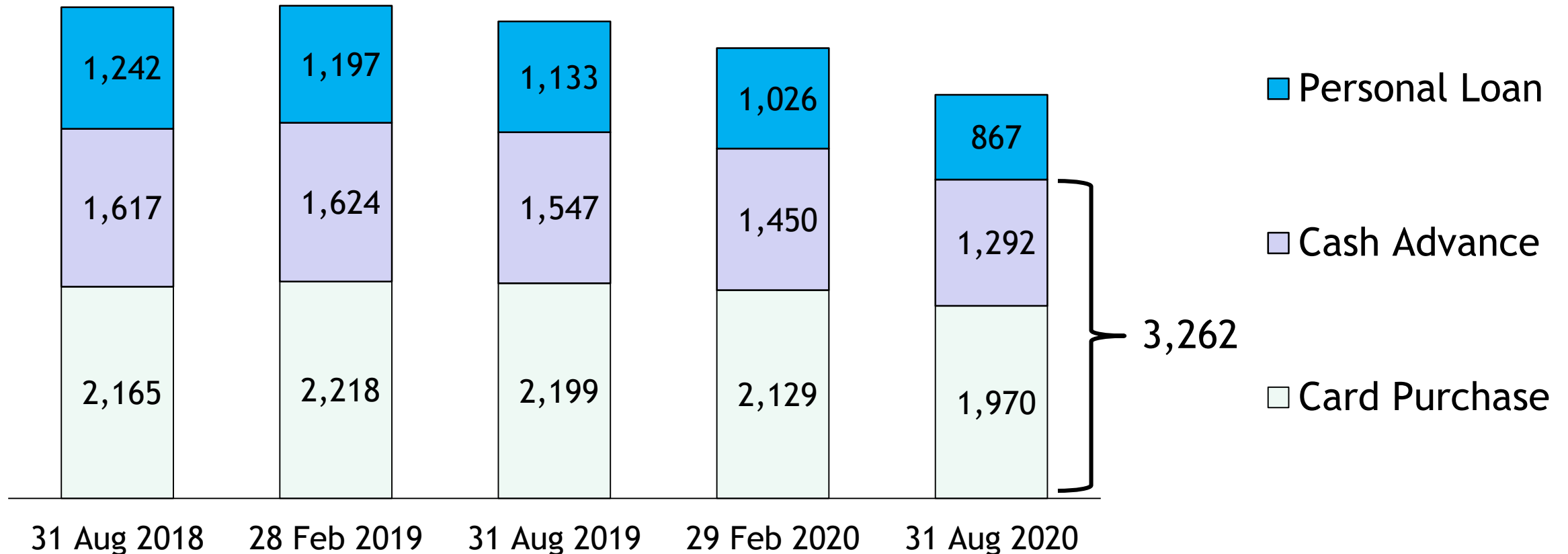
(HK\$ million)

FY2020 1H	HK	PRC	Consolidated
Revenue	569	5	574
FY2019 1H	648	7	655
Segment Results	184	Loss: (3)	181
FY2019 1H	242	Loss: (11)	231
		Unallocated income & expenses	1
		Profit before tax	182
		Net Profit	152
		FY2019 1H	190

Advances and Receivables



Total Advances and Receivables (HK\$ million)



Impairment Losses and Impairment Allowances Analysis



(HK\$ million)

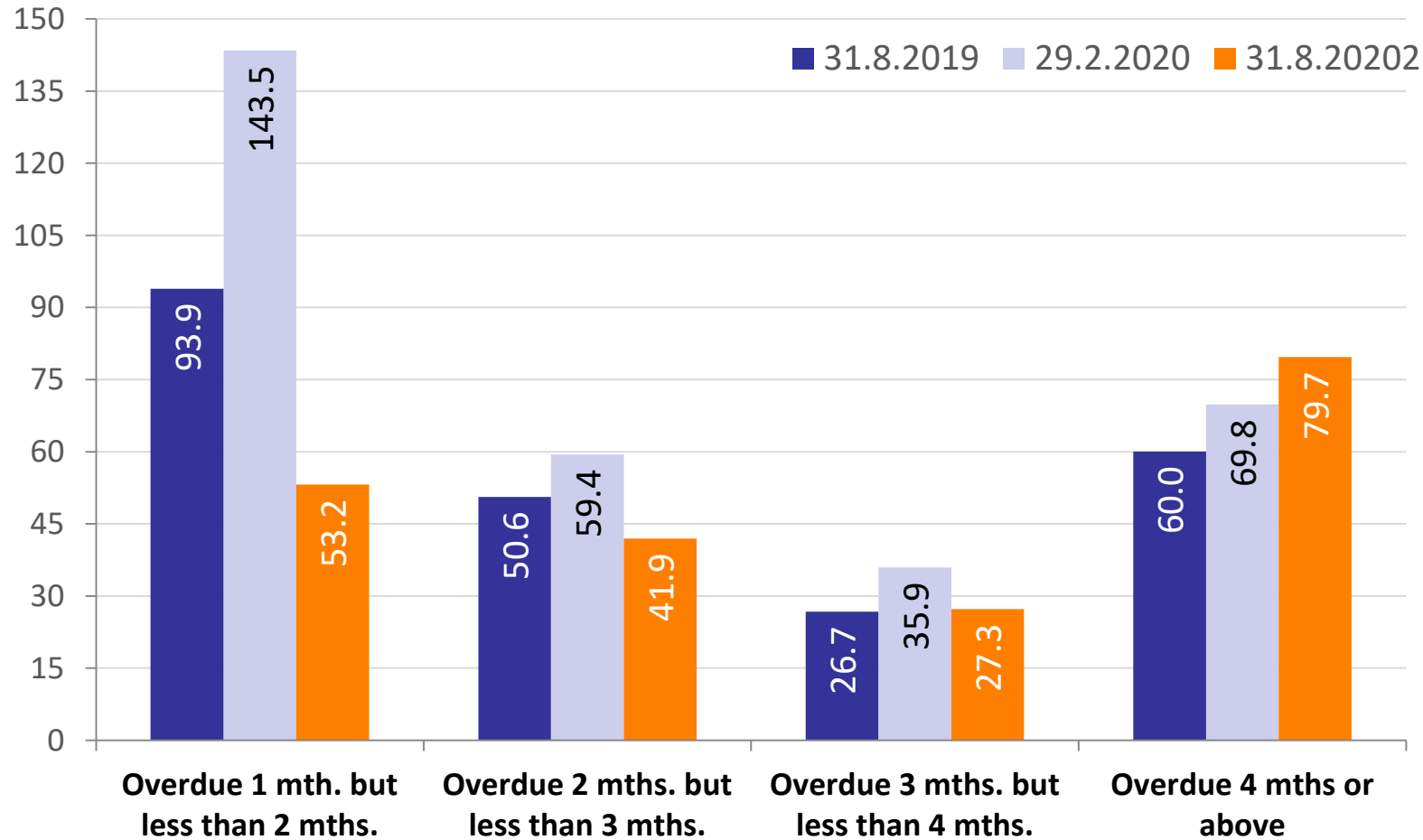
		FY2019 1H	FY2019 2H	FY2020 1H	Vs. FY2019 1H	Vs. FY2019 2H
Opening -BS Impairment allowances		243	255	263	108%	103%
-) Write-off	Bankruptcy accounts	(72)	(71)	(75)	103%	104%
	Over 180 days past due	(38)	(61)	(71)	187%	116%
+) PL Impairment losses and allowances		124	134	140	113%	104%
+) Exchange alignment		(2)	(6)	-	-	-
Closing -BS Impairment allowances		255	263	257	101%	99%

	31 Aug 2019	29 Feb 2020	31 Aug 2020	Vs. 31 Aug 2019	Vs. 29 Feb 2020
Principal Total	4,879	4,605	4,129	85%	90%
Delinquent Receivables	231	309	202	87%	65%
Delinquent /Principal total ratio	4.6%	6.7%	4.8%	-	-

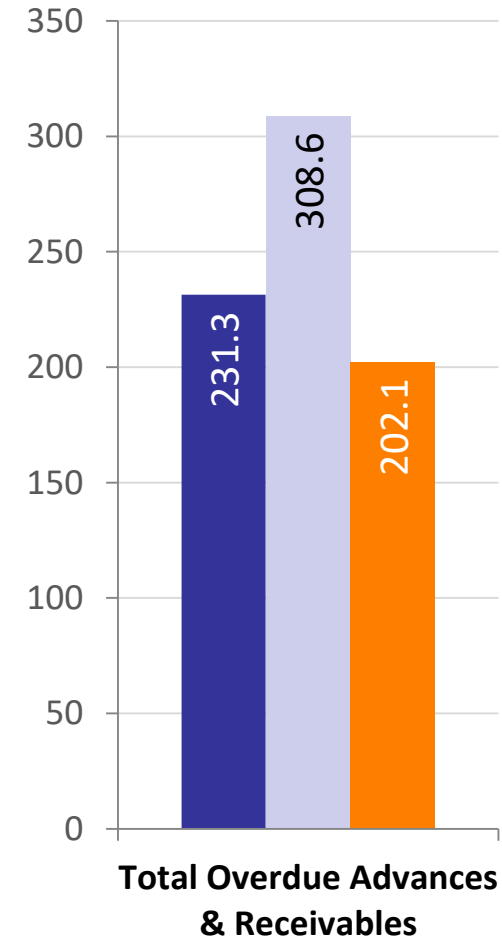
Considerably Reduced Overdue Advances & Receivables



(HK\$ million)



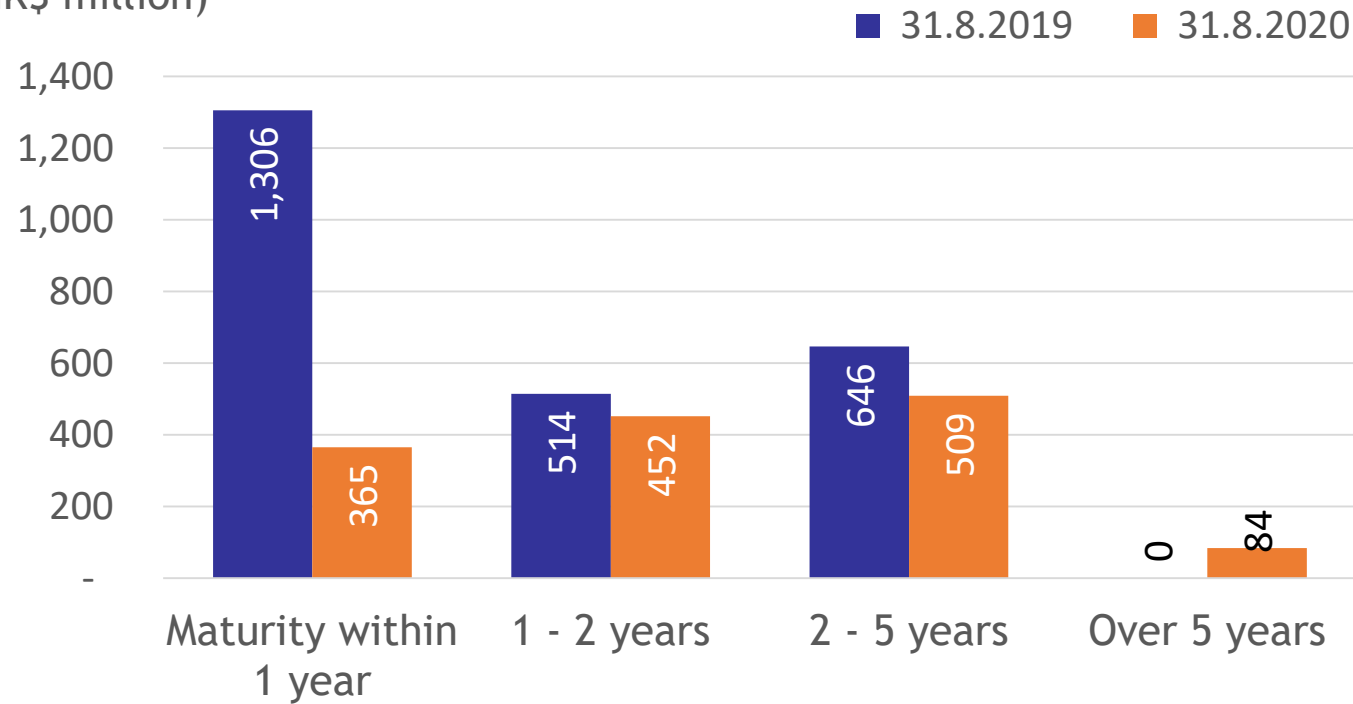
(HK\$ million)



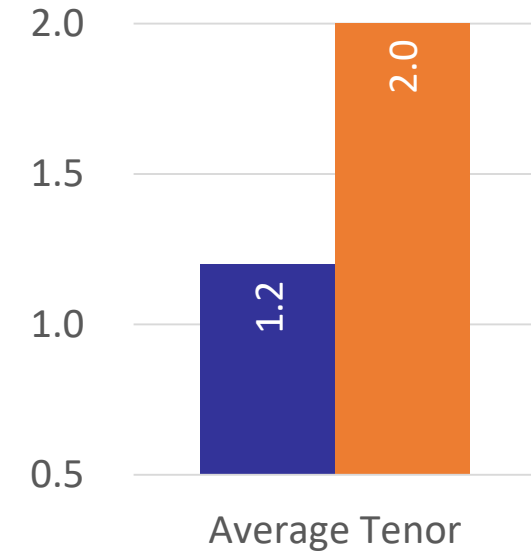
Funding Profile



(HK\$ million)



(In Years)

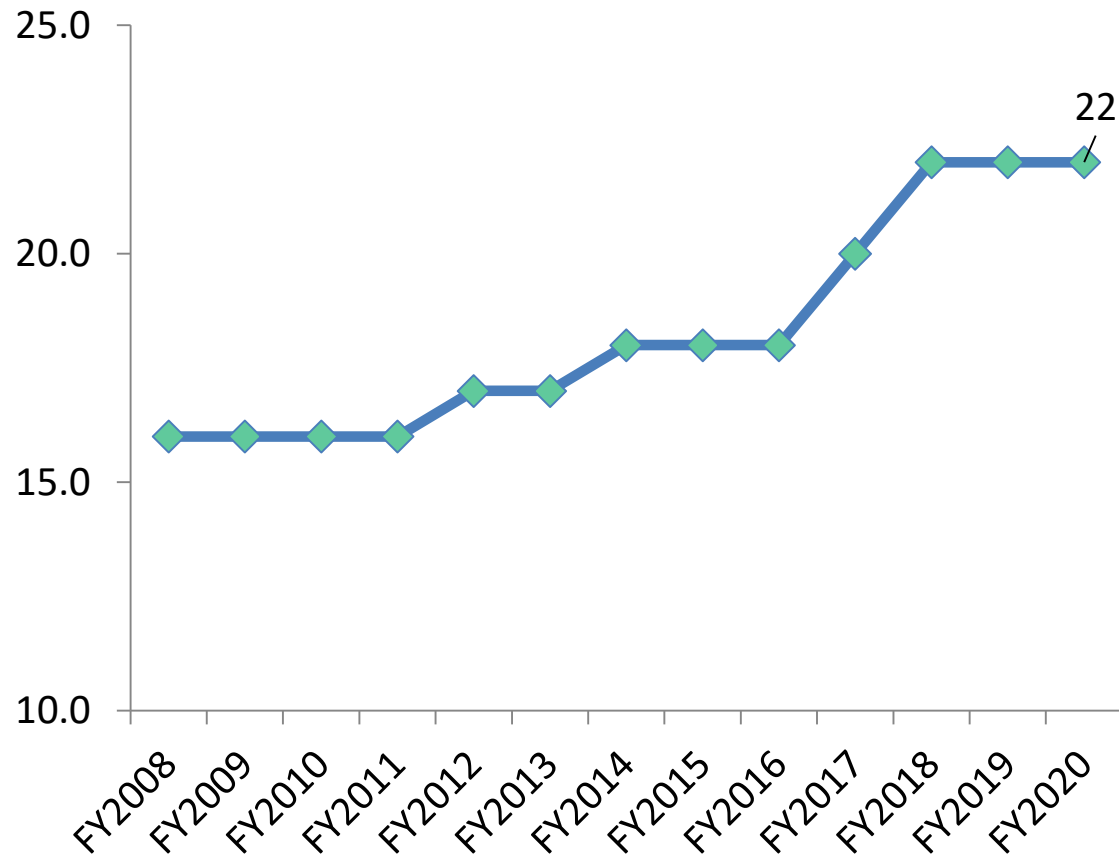


	FY 2019 1H	FY 2020 1H
Average interest rate	3.00%	2.51%
Interest expense	HK\$38M	HK\$24M

Dividend Payout



Interim Dividends (HK cents)



	FY 2019 1H	FY 2020 1H
Interim dividend	22.0 HK¢	22.0 HK¢
Total	HK\$ 92M	HK\$ 92M
Payout ratio	48.4 %	60.5 %

Business Review & Business Plan

Business Strategies



Digital Transformation and Automation



Easy

Fast

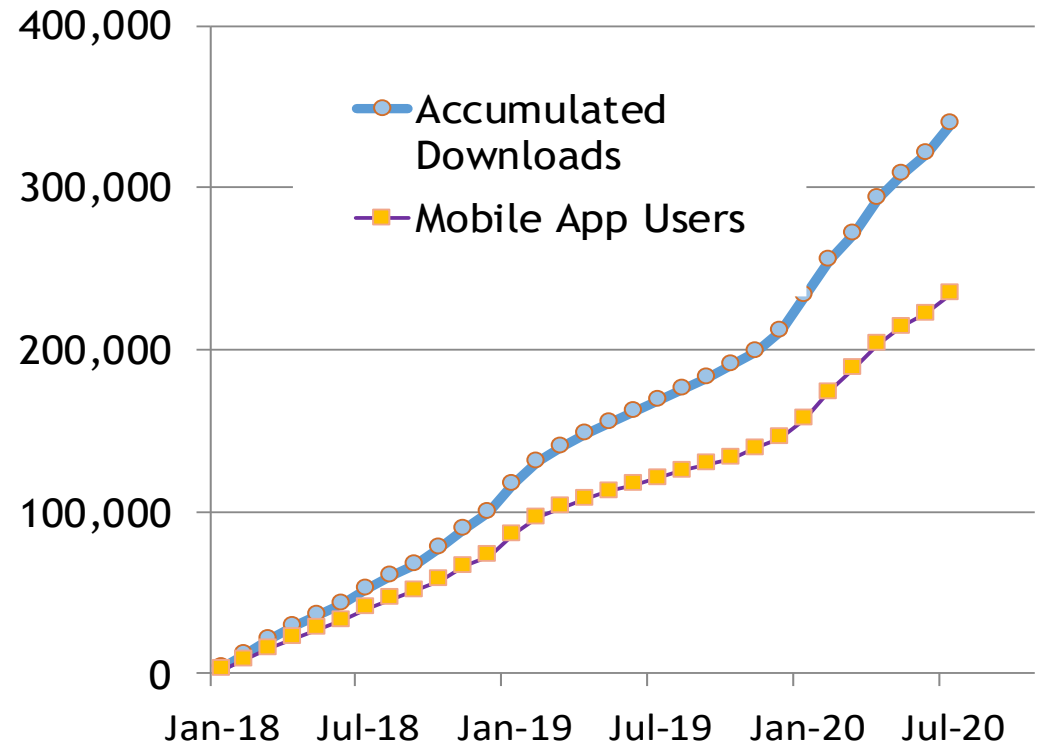
Secure

- Face-to-Face → Online Channel
- Anytime, anywhere (24×7)

Mobile App Enhancement

- AEON Bonus Point Pay
- Faster Payment System on Cash Advance & Personal Loan

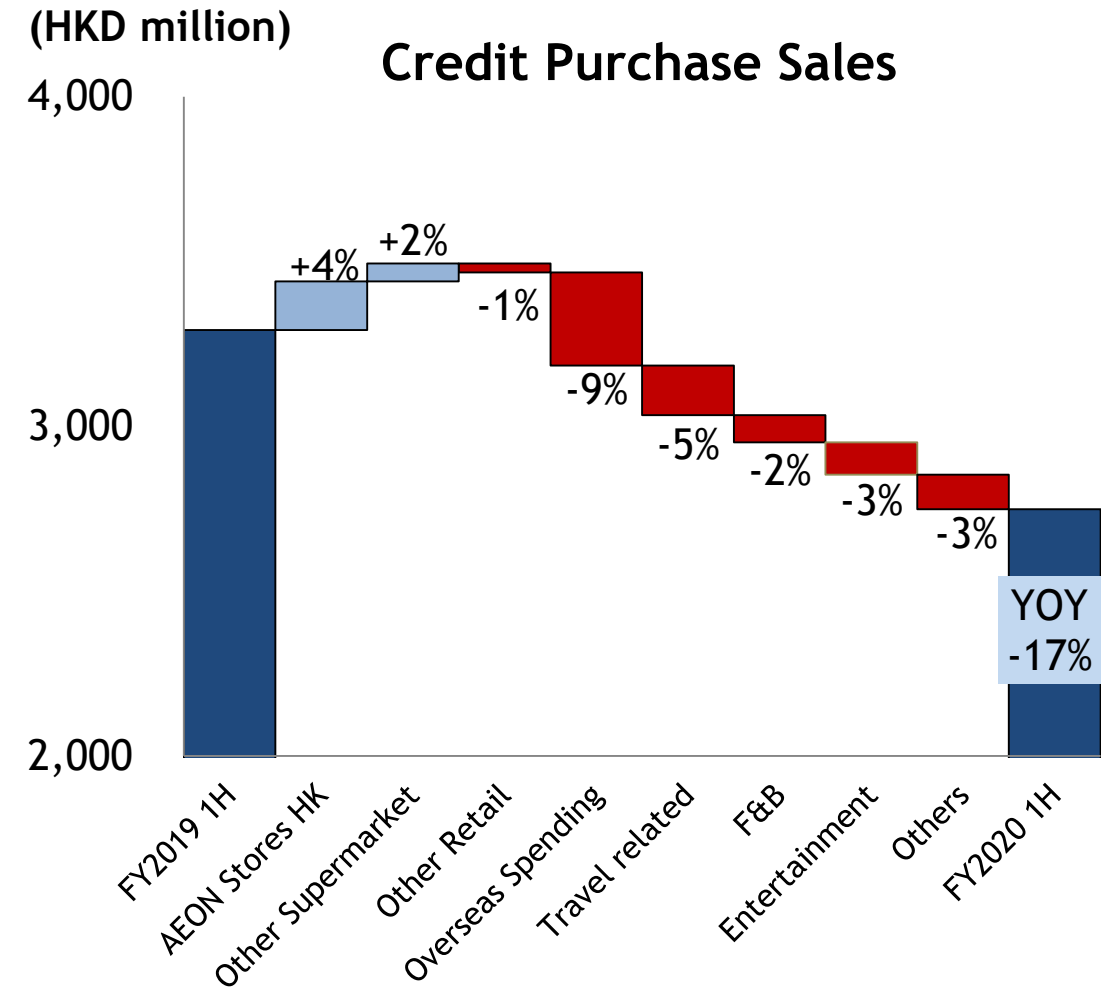
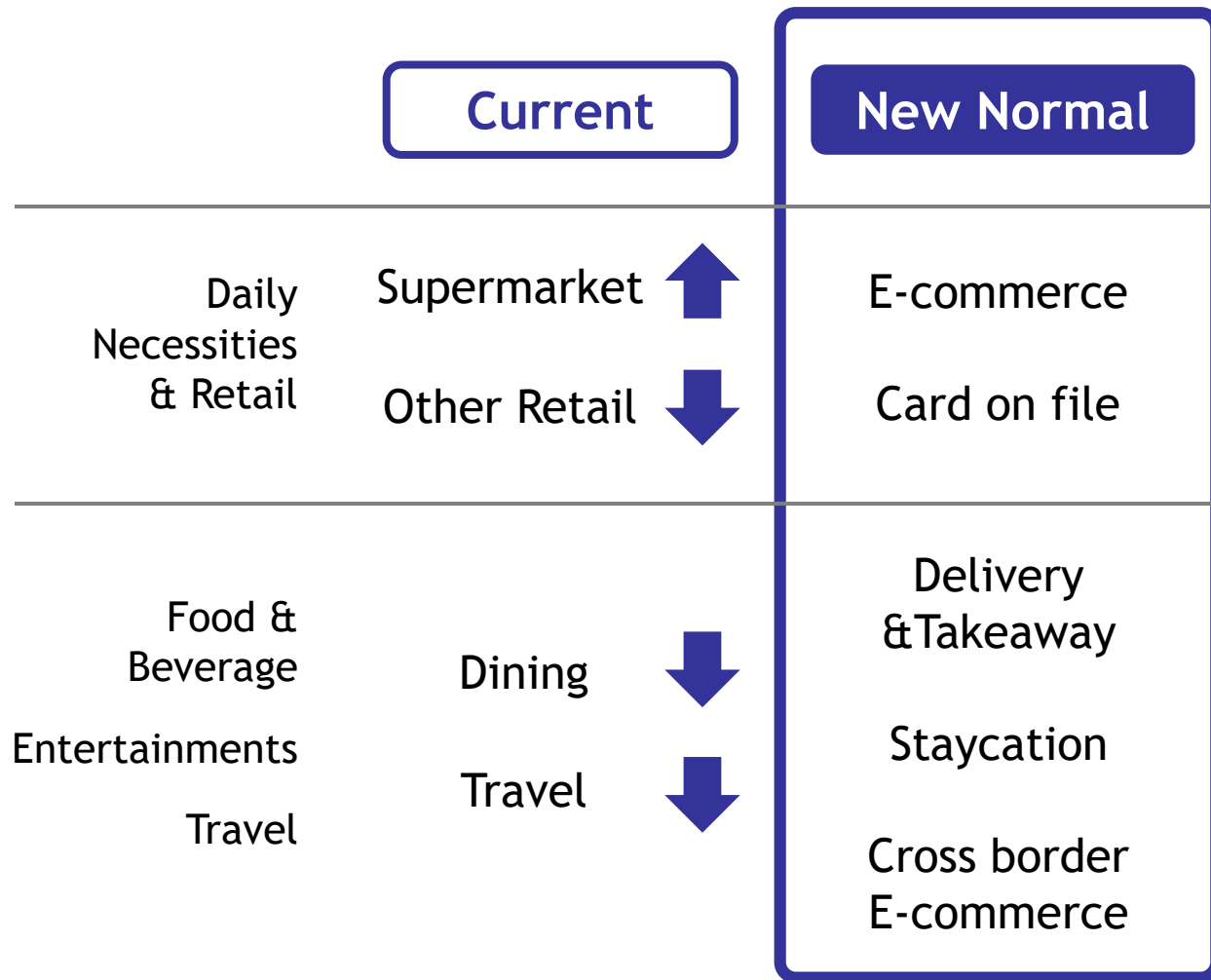
No. of Mobile App downloads: 357K (vs. LY 203%)



Sales Recovery in the “New Normal”



- New way of promotion to adapt to the “New Normal”

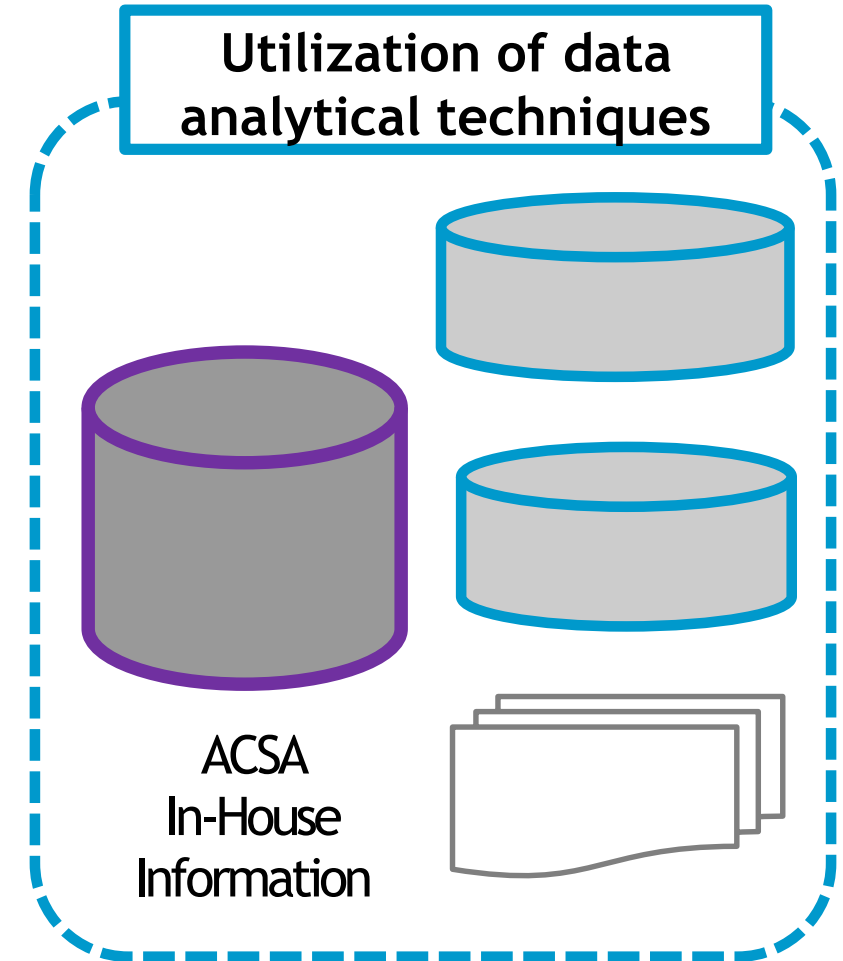
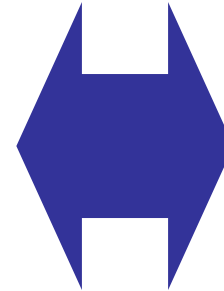


Enhanced Credit Control

Refine current prediction model by A.I to raise credit assessment accuracy

Optimize personal credits according to customer's financial needs

Detect credit risk in advance to minimize default risk





Thank You!

Disclaimer



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