

Parkson Retail Asia Limited

# Financial Results for Q3 FY2018

1 May 2018

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# Financial Highlights



# Same Store Sales Growth (SSSG)

	Quarter ended		9 Months ended	
	31.03.2018	31.03.2017	31.03.2018	31.03.2017
Malaysia	4.5%	-1.4%	-1.2%	-1.0%
Vietnam	-9.8%	-18.2%	-6.5%	-13.4%
Indonesia	-0.6%	-1.4%	-5.9%	-5.8%
Myanmar	n/a	-11.2%	n/a	-26.4%

## Malaysia

- Stronger Lunar New Year festive sales, higher Chinese tourist arrivals.
- Consumer sentiment index for Q1 2018 (calendar year) as reported by MIER<sup>1</sup> advanced 8.4 points quarter-to-quarter to 91.0, albeit still below the 100-point optimism threshold.

## Vietnam

- Lower negative SSSG on (i) intensive promotional activities; and (ii) low-base effect arising from entry of foreign retailers in the comparative period.

## Indonesia

- Excluding the effect of store downsizing in Jakarta and volcano eruption in Bali, quarterly SSSG would have been 2.4%.
- Improvement in quarterly SSSG due to (i) targeted promotions; and (ii) increasing house brands' contribution.

## Myanmar

- Comparative SSSG represents the results of the store at FMI Centre, Yangon which was closed on 31 January 2017.
- New store at Junction Square, Yangon commenced operation on 17 March 2017.

<sup>1</sup> Malaysia Institute of Economic Research

# Financial Overview

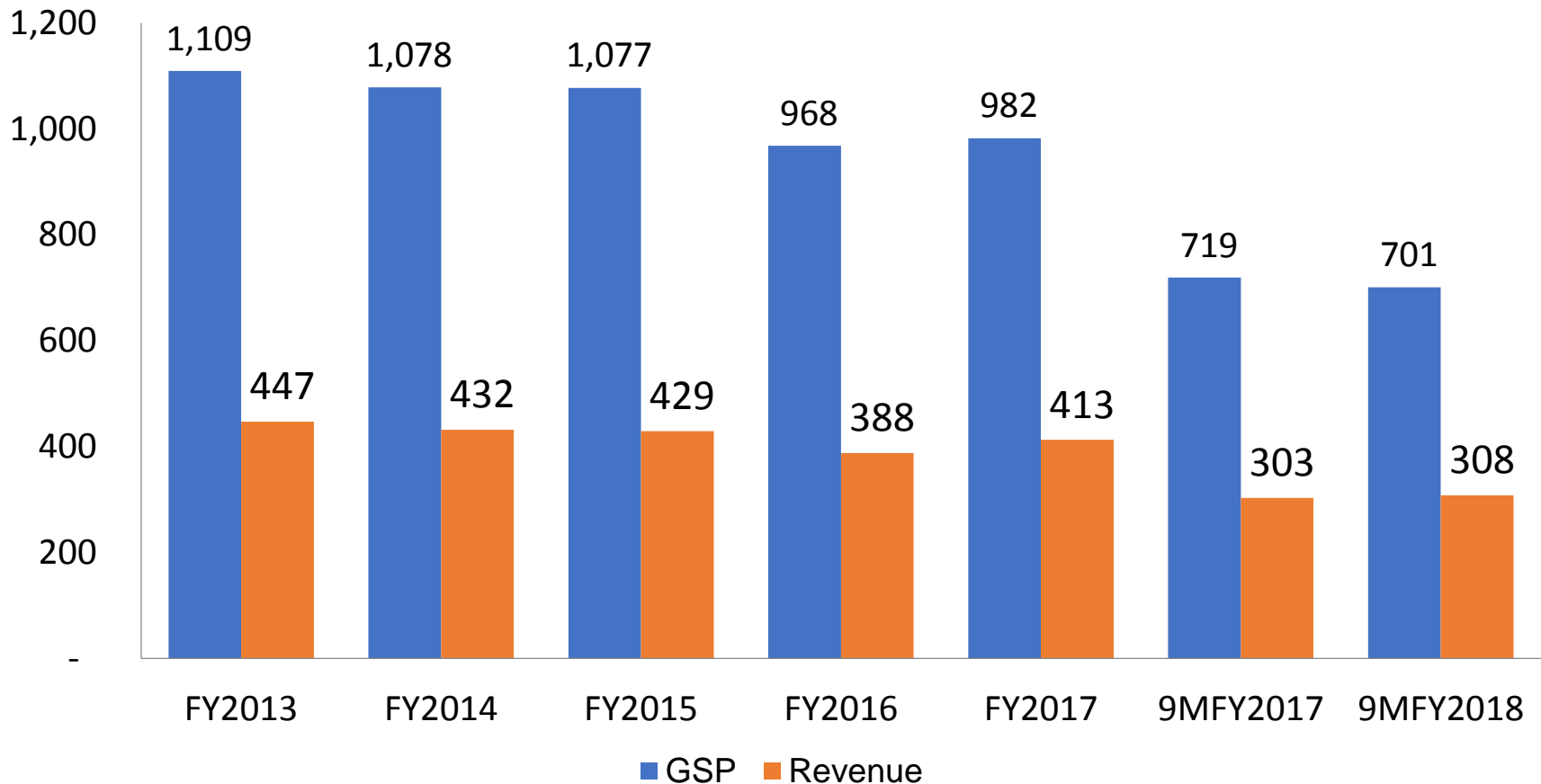
S\$'000	Quarter ended			9 Months ended		
	31.03.2018	31.03.2017	VAR %	31.03.2018	31.03.2017	VAR %
Gross Sales Proceeds ("GSP")	241,170	235,388	2%	700,950	719,496	-3%
Revenue	104,473	98,649	6%	307,685	303,125	2%
EBITDA	(942)	(2,172)	57%	(2,599)	3,303	>-100%
Pre-tax loss	(7,779)	(8,889)	12%	(22,519)	(15,789)	-43%
Net loss attributable to owners of the Company	(7,817)	(9,092)	14%	(23,814)	(16,509)	-44%

# Segmental Pre-tax Results

S\$'000	← Retailing →					Group
	Malaysia	Vietnam	Indonesia	Myanmar	Others	
<b>9MFY2018</b>						
Department stores	(648)	(2,852)	(6,491)	(1,092)	-	(11,083)
Other retail stores	(7,183)	-	-	-	-	(7,183)
<b>Retailing</b>	<b>(7,831)</b>	<b>(2,852)</b>	<b>(6,491)</b>	<b>(1,092)</b>	<b>-</b>	<b>(18,266)</b>
Other businesses	-	-	-	-	(3,029)	(3,029)
Investment holding	-	-	-	-	(1,224)	(1,224)
<b>As reported</b>	<b>(7,831)</b>	<b>(2,852)</b>	<b>(6,491)</b>	<b>(1,092)</b>	<b>(4,253)</b>	<b>(22,519)</b>
<b>9MFY2017</b>						
Department stores	4,200	(3,019)	(9,282)	(417)	-	(8,518)
Other retail stores	(3,279)	-	-	-	-	(3,279)
<b>Retailing</b>	<b>921</b>	<b>(3,019)</b>	<b>(9,282)</b>	<b>(417)</b>	<b>-</b>	<b>(11,797)</b>
Other businesses	-	-	-	-	(3,415)	(3,415)
Investment holding	-	-	-	-	(577)	(577)
<b>As reported</b>	<b>921</b>	<b>(3,019)</b>	<b>(9,282)</b>	<b>(417)</b>	<b>(3,992)</b>	<b>(15,789)</b>

# 5-Year Gross Sales Proceeds and Revenue

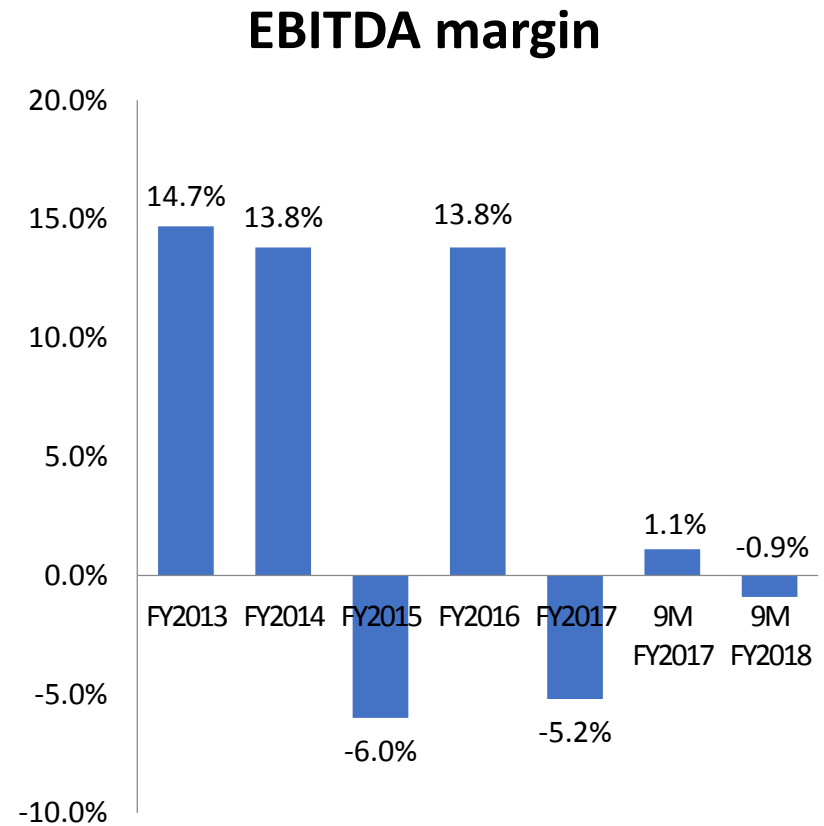
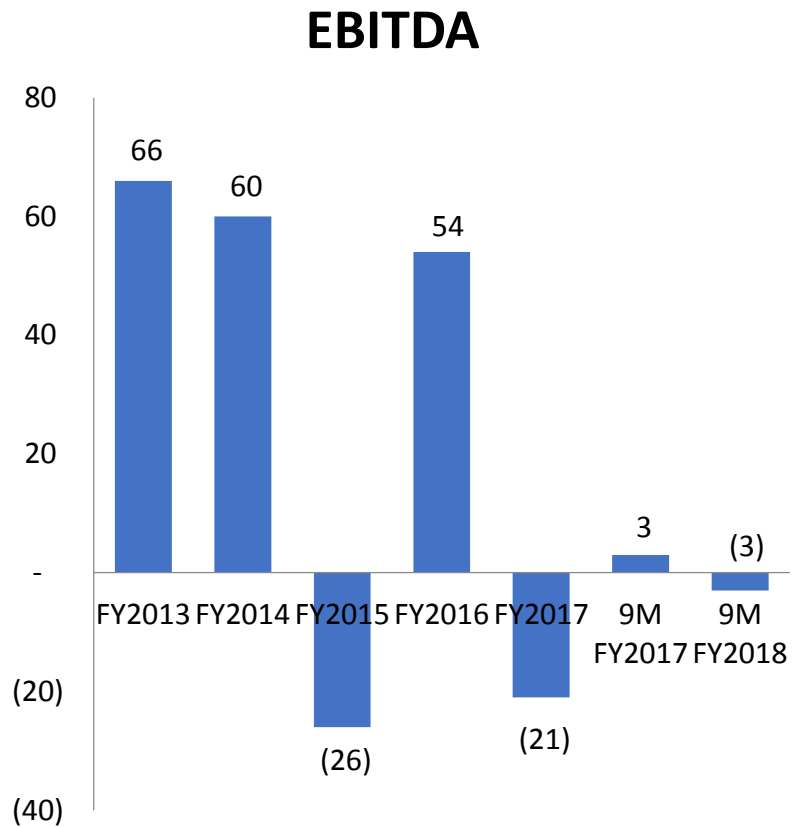
Overall top line growth (\$ million)





# 5-Year Profit Margins

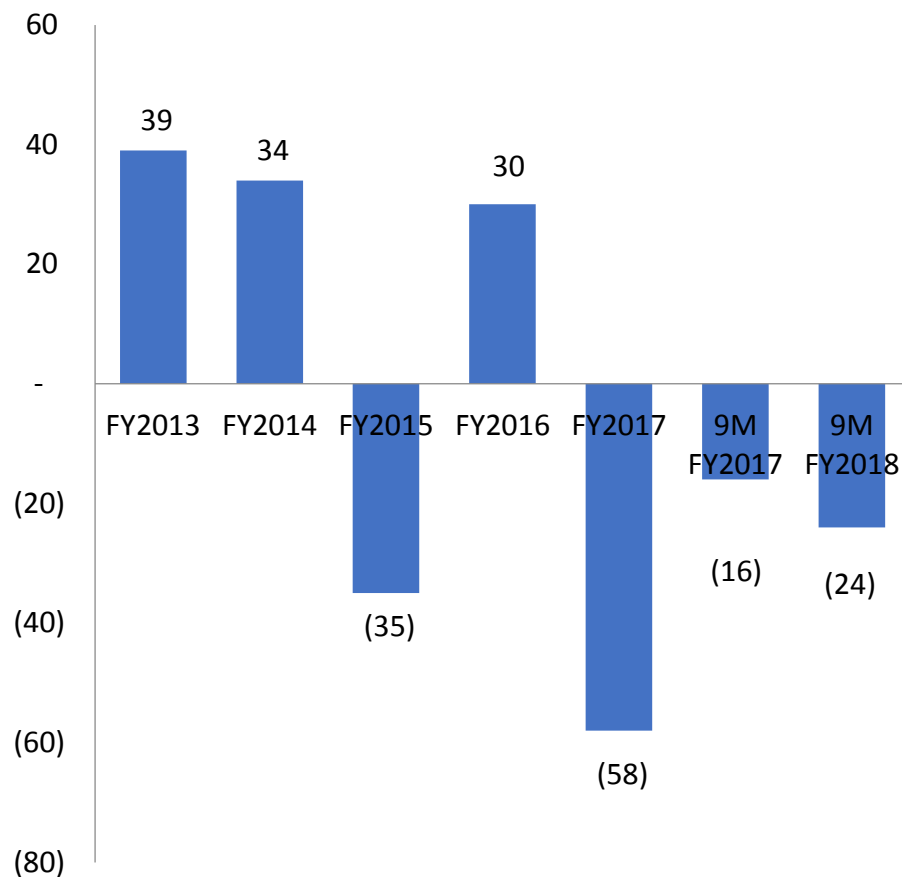
## - EBITDA



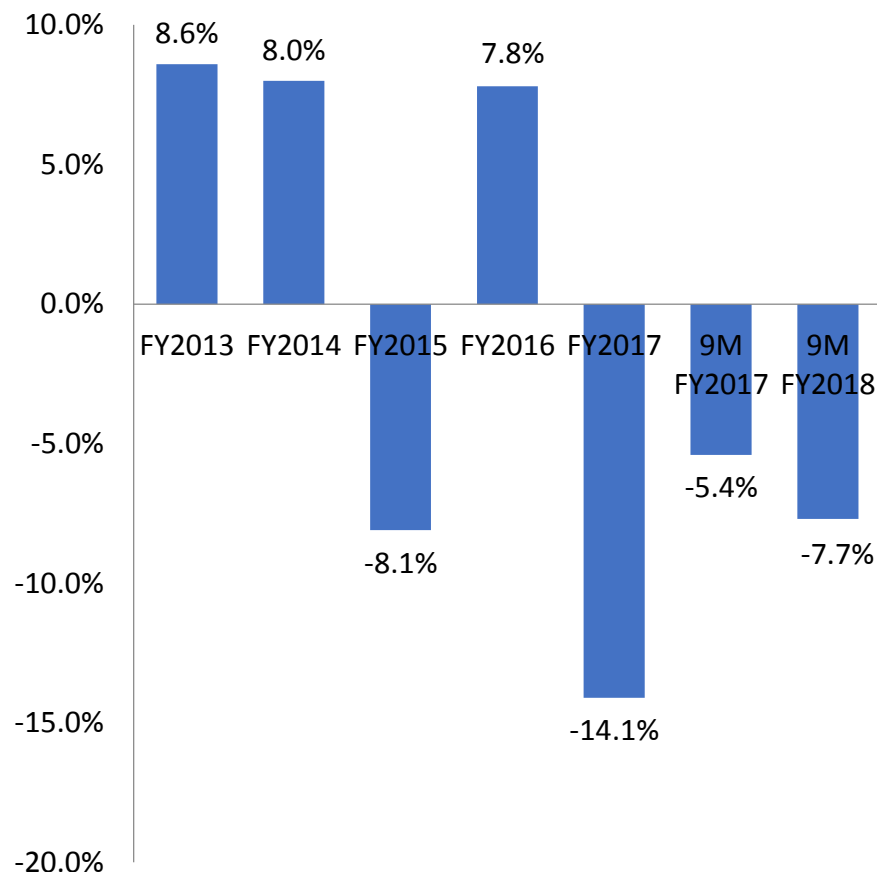
# 5-Year Profit Margins

- Net profit/(loss) attributable to owners of the Company

## Net profit



## Net profit margin

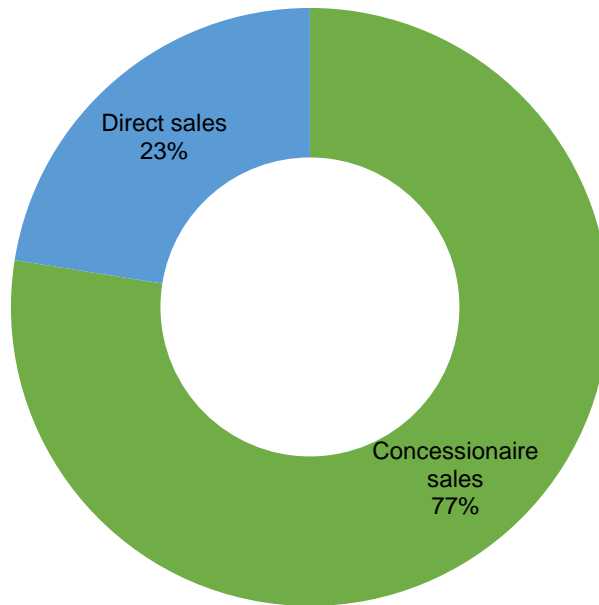


# Operational Highlights

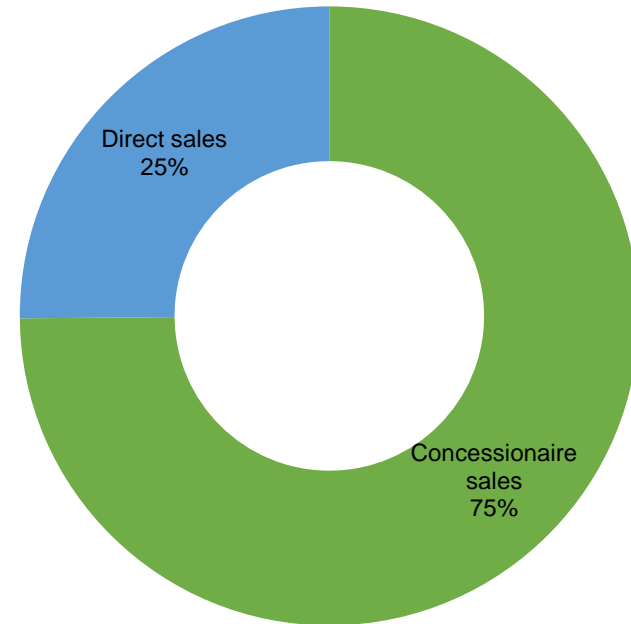


# Merchandise sales mix

**9MFY2017**

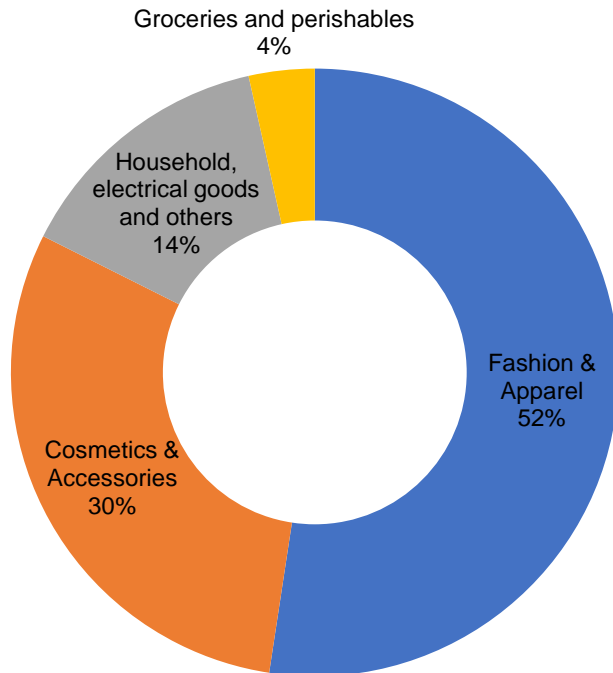


**9MFY2018**

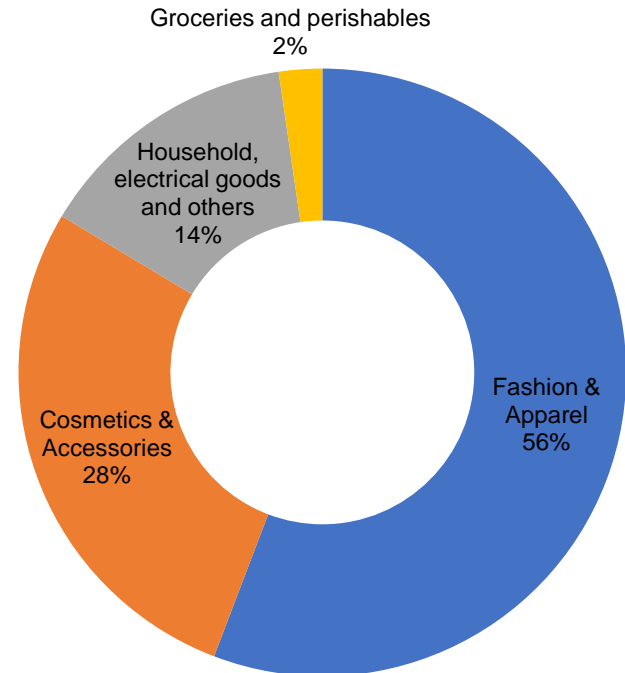


# Merchandise sales by segment

## 9MFY2017

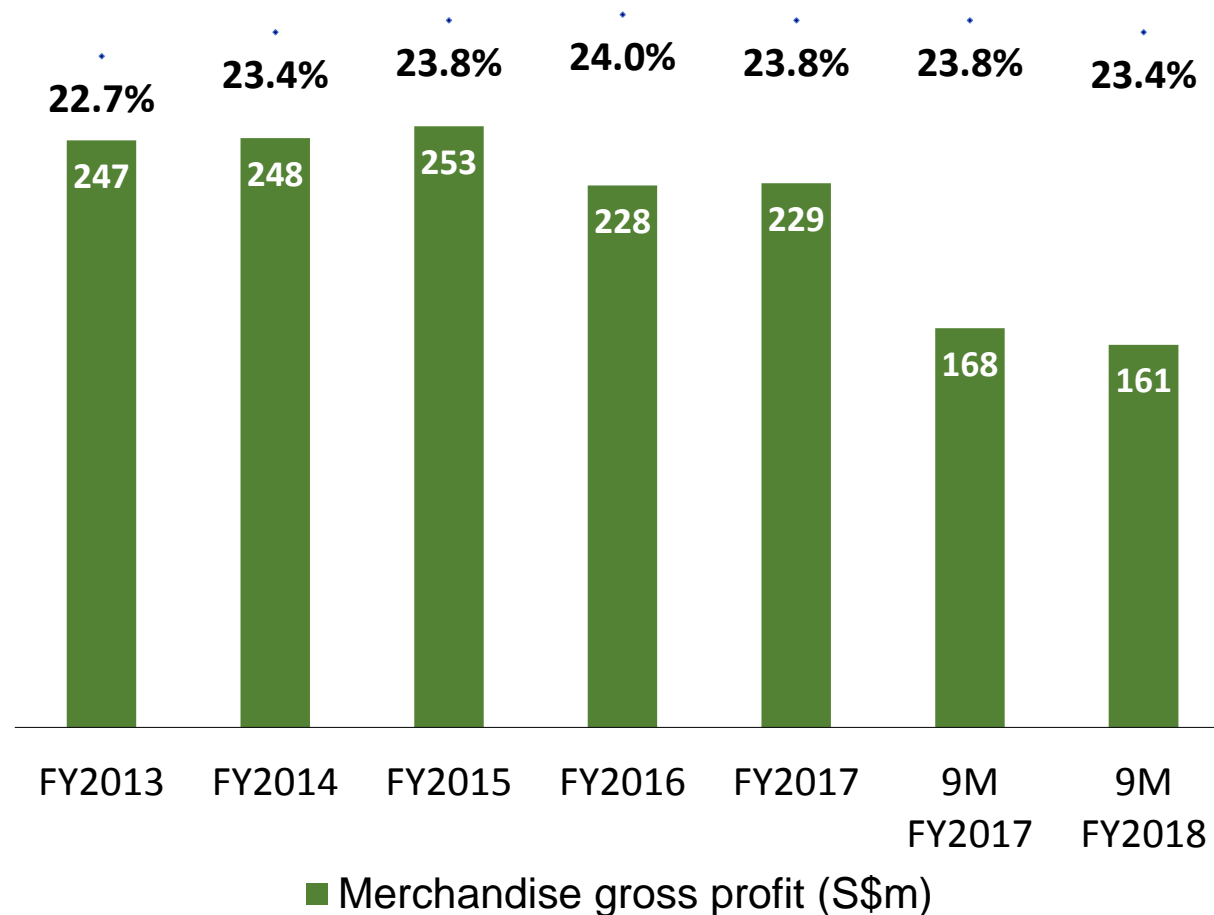


## 9MFY2018



# 5-Year Merchandise Gross Margin

Merchandise gross margin (including both direct sales and concessionaire sales)



# Geographic Footprint

- department stores



## Malaysia

Number of stores: 44  
GFA: 537,000 sqm



## Vietnam

Number of stores: 6  
GFA: 103,000 sqm



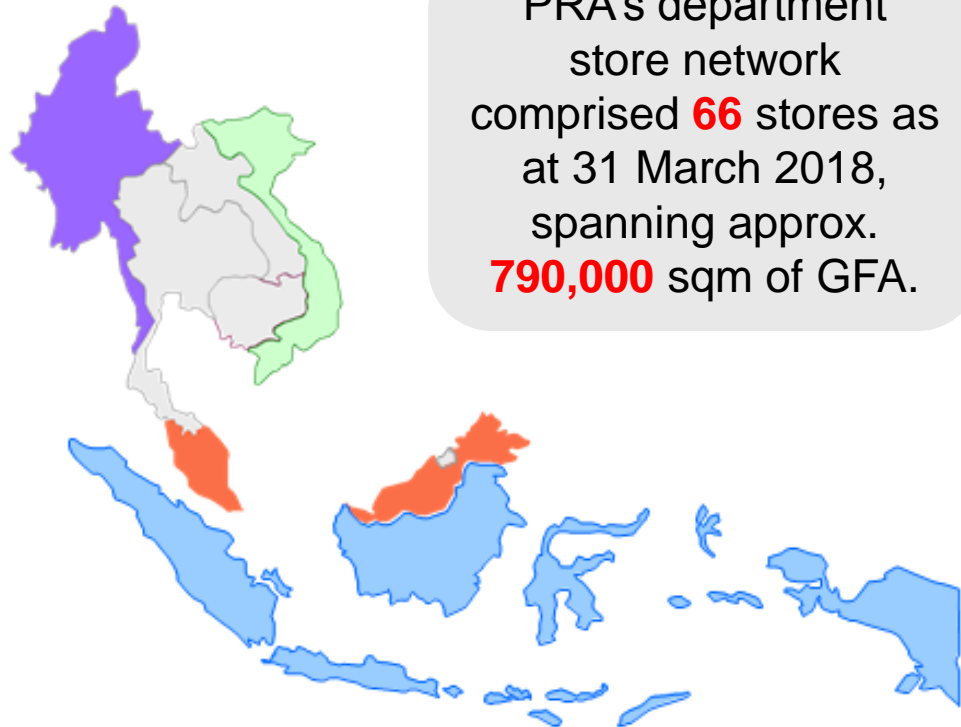
## Indonesia

Number of stores: 15  
GFA: 146,000 sqm



## Myanmar

Number of store: 1  
GFA: 4,000 sqm



# Expansion Plan





# Expansion Plan

## - department store openings in FY2018

Location	FY2018 GFA
<b><u>Malaysia</u></b>	(sq.m)
1. Kuantan City Mall, Kuantan (opened in October 2017)	12,261
2. Paradigm Mall, Johor Bahru (opened in November 2017)*	19,212
3. M Square, Puchong (opened in January 2018)	35,316
4. Evo Shopping Mall, Bangi (Q4FY2018)^	7,726
<b>Total</b>	<b>74,515</b>

*^ opening dates shown are indicative only based on dates provided by mall owners*

*\* managed store*

# Appendix: Store Count and Gross Floor Area

# Store Count and Gross Floor Area (“GFA”)

## - department stores

	31.03.2018	30.06.2017	Openings	Closures	Change
Malaysia <sup>1</sup>	44	45	3	(4)	(1)
GFA (sqm)	537,000	527,000			
Vietnam <sup>1</sup>	6	7	-	(1)	(1)
GFA (sqm)	103,000	128,000			
Indonesia	15	17	-	(2)	(2)
GFA (sqm)	146,000	150,000			
Myanmar	1	1	-	-	-
GFA (sqm)	4,000	4,000			
GROUP	66	70	3	(7)	(4)
GFA (sqm)	790,000	809,000			

<sup>1</sup> Includes 1 managed store

# Store Count and Gross Floor Area (“GFA”)

## - department stores (cont’d)

Summary of department store openings / closures	Country	Commenced / ceased operation
Openings		
- Kuantan City Mall, Kuantan	Malaysia	October 2017
- Paradigm Mall, Johor Bahru (managed store)	Malaysia	November 2017
- M Square, Puchong	Malaysia	January 2018
Closures		
- Berjaya Megamall, Kuantan	Malaysia	September 2017
- Kem Chicks Pacific Place, Jakarta	Indonesia	September 2017
- Melaka Mall, Ayer Keroh	Malaysia	December 2017
- Parkson Gourmet Mart, Jakarta	Indonesia	December 2017
- Maju Junction Mall, Kuala Lumpur	Malaysia	January 2018
- Sungai Wang Plaza, Kuala Lumpur	Malaysia	February 2018
- Flemington, Ho Chi Minh City (managed store)	Vietnam	February 2018

**THANK YOU**

