

Parkson Retail Asia Limited

Financial Results For Q1 FY2018

14 November 2017

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Financial Highlights



Same Store Sales Growth (SSSG)

	Quarter ended	
	30.09.2017	30.09.2016
Malaysia	-6.8%	-6.6%
Vietnam	-7.8%	-10.3%
Indonesia	-13.8%	-13.1%
Myanmar	n/a	-28.2%

Malaysia

- Quarterly SSSG impacted by the absence of Hari Raya buying following the shift in festive calendar.
- Consumer sentiment index reported by MIER¹ remained below the 100-point confidence threshold for the 13th consecutive quarter.

Vietnam

- Discretionary retail environment remained difficult over intense competition.

Indonesia

- Quarterly SSSG impacted by the absence of Lebaran buying following the shift in festive calendar.
- Bank Indonesia reported softening in consumer spending for the reported quarter.

Myanmar

- SSSG for Q1FY2017 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.

¹ Malaysia Institute of Economic Research

Financial Overview

S\$'000	Quarter ended		
	30.09.2017	30.09.2016	VAR %
Gross Sales Proceeds ("GSP")	202,426	220,752	-8%
Revenue	91,064	93,337	-2%
EBITDA	(6,715)	(506)	>-100%
Pre-tax loss	(13,186)	(6,309)	>-100%
Net loss attributable to owners of the Company	(12,926)	(5,180)	>-100%

- Decrease in GSP and revenue due to absence of festive buying following the shift in Hari Raya / Lebaran calendar.
- Operationally, the Group's performance was impacted by (i) negative SSSG recorded by the Group's operations following the shift in festive calendar; and (ii) gestation period of new stores and new ventures.

Segmental Pre-tax Results

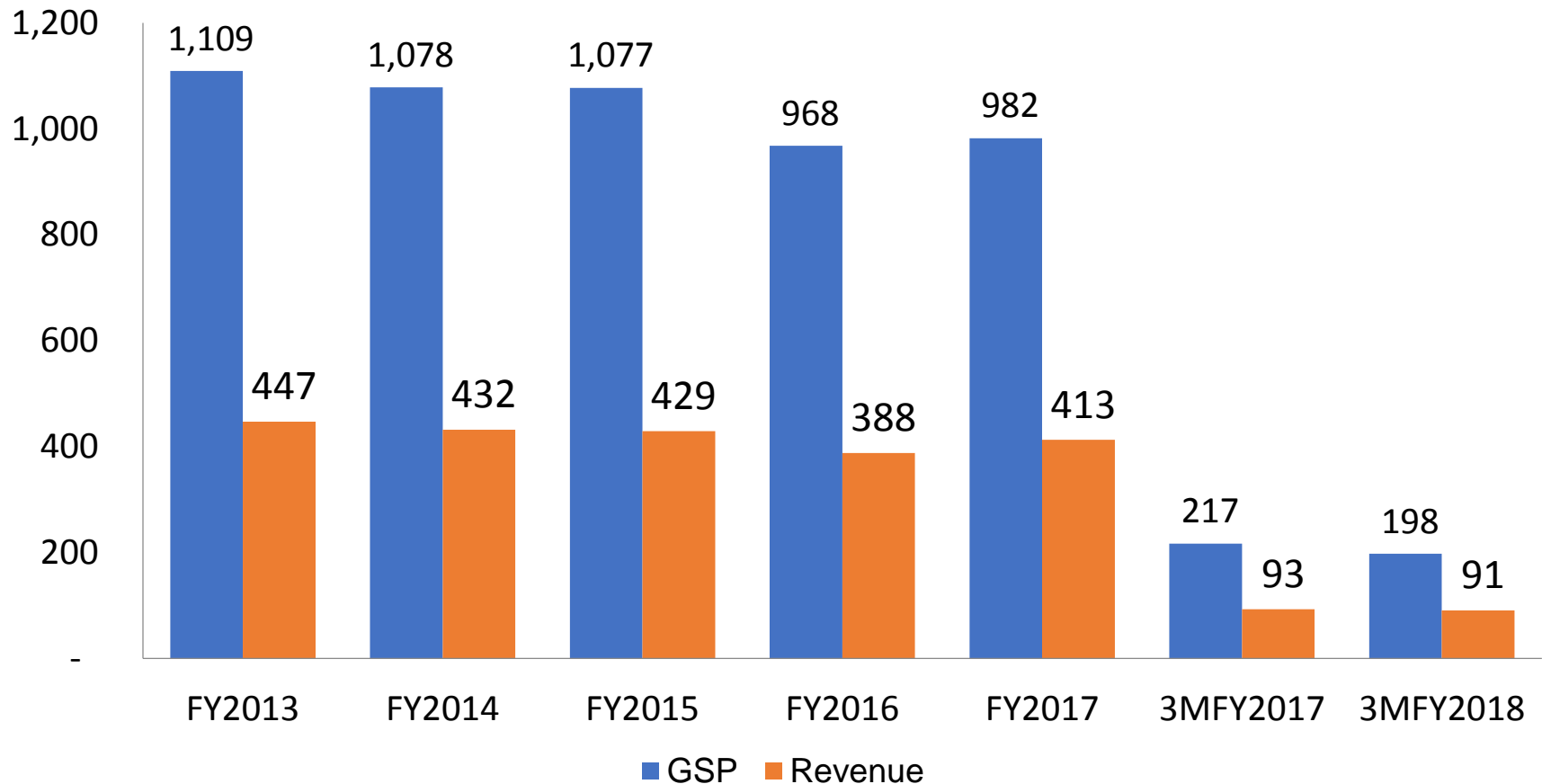
S\$'000	Malaysia	Vietnam	Indonesia	Myanmar	Others	Group
3MFY2018						
Same store	(4,318)	(879)	(2,156)	12	-	(7,341)
<i>Variance TY/LY</i>	<i>-90.6%</i>	<i>-193.0%</i>	<i>-26.2%</i>	<i>166.7%</i>		<i>-71.0%</i>
New stores	(1,262)	-	(497)	(479)	-	(2,238)
Closed stores	-	-	-	91	-	91
Department stores	(5,580)	(879)	(2,653)	(376)	-	(9,488)
Other retail stores	(2,245)	-	-	-	-	(2,245)
Retailing	(7,825)	(879)	(2,653)	(376)	-	(11,733)
Other businesses	-	-	-	-	(1,105)	(1,105)
Investment holding	-	-	-	-	(348)	(348)
As reported	(7,825)	(879)	(2,653)	(376)	(1,453)	(13,186)
<i>Variance TY/LY</i>	<i>-144.8%</i>	<i>-193.0%</i>	<i>-40.1%</i>	<i>-138.0%</i>	<i>-90.9%</i>	<i>-109.0%</i>

Segmental Pre-tax Results (Cont'd)

S\$'000	Malaysia	Vietnam	Indonesia	Myanmar	Others	Group
<u>3MFY2017</u>						
Same store	(2,266)	(300)	(1,708)	(18)	-	(4,292)
Closed stores	(181)	-	(186)	(140)	-	(507)
Department stores	(2,447)	(300)	(1,894)	(158)	-	(4,799)
Other retail stores	(749)	-	-	-	-	(749)
Retailing	(3,196)	(300)	(1,894)	(158)	-	(5,548)
Other businesses	-	-	-	-	(766)	(766)
Investment holding	-	-	-	-	5	5
As reported	(3,196)	(300)	(1,894)	(158)	(761)	(6,309)

5-Year Gross Sales Proceeds and Revenue

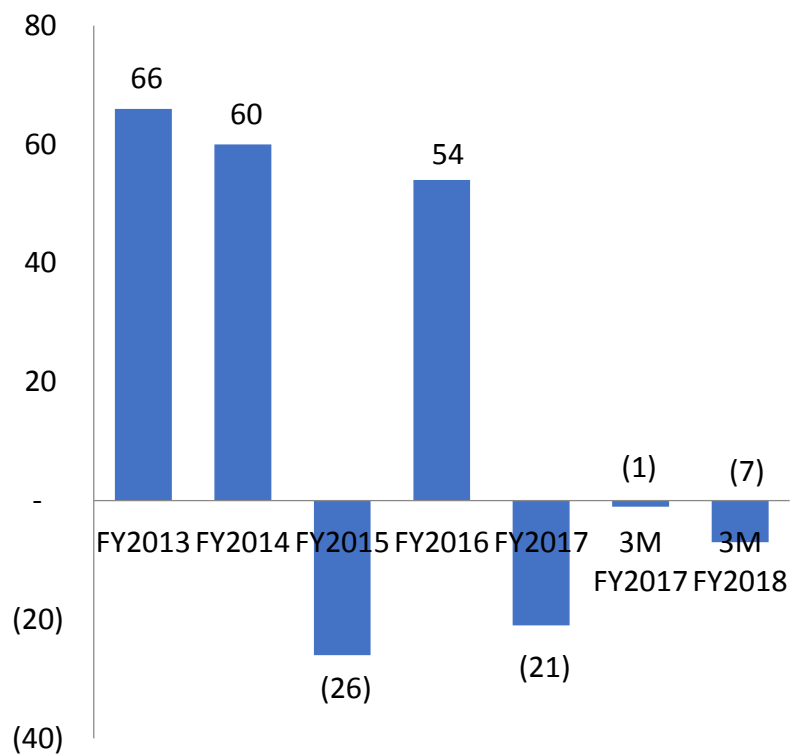
Overall top line growth (\$ million)



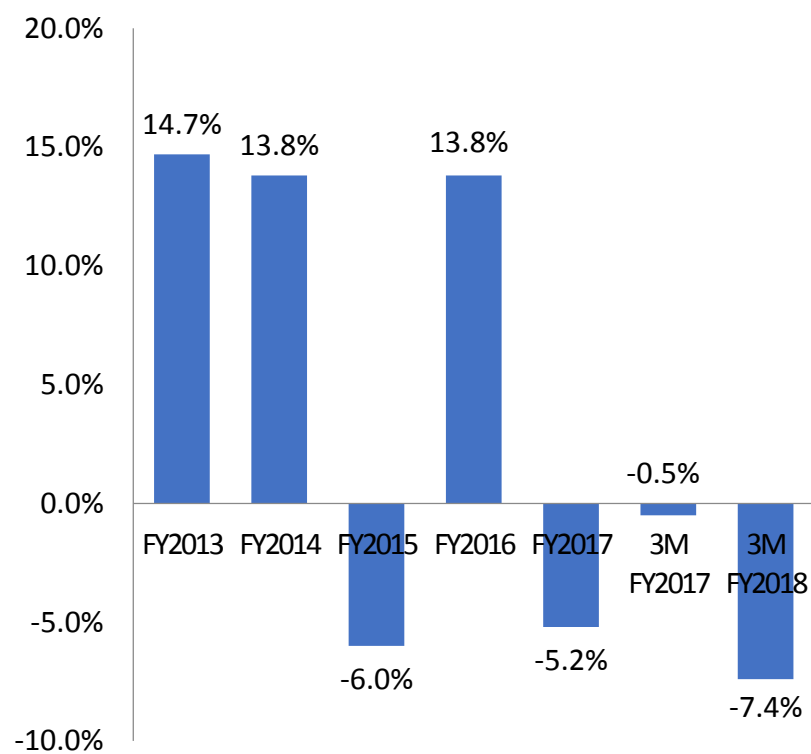
5-Year Profit Margins

- EBITDA

EBITDA



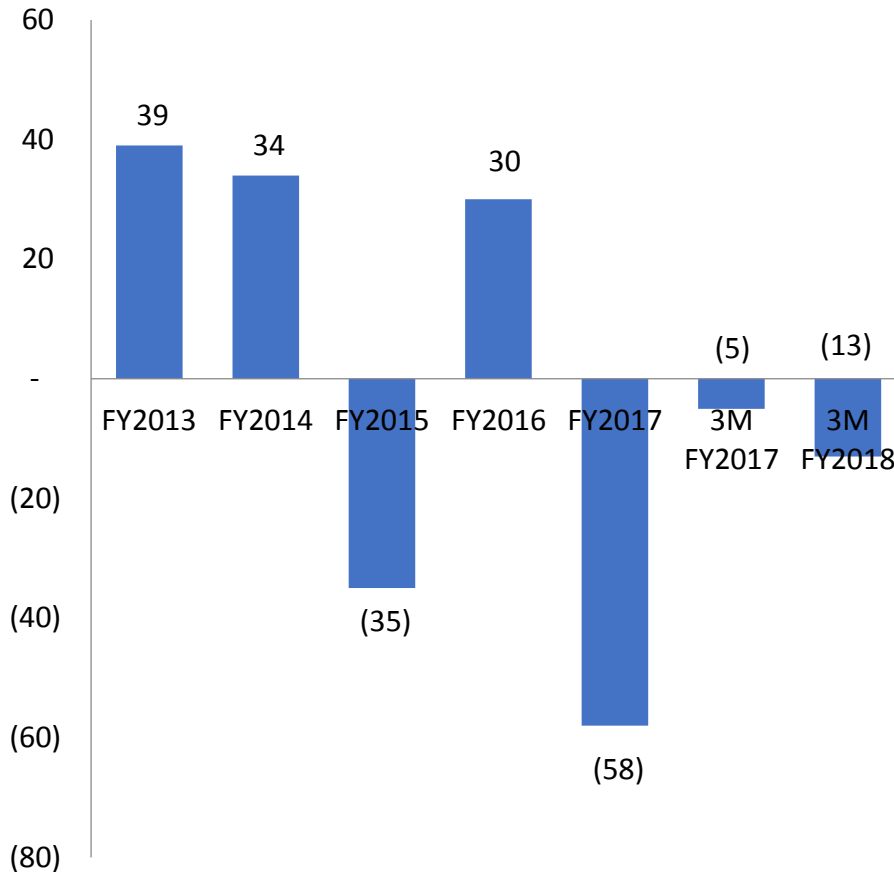
EBITDA margin



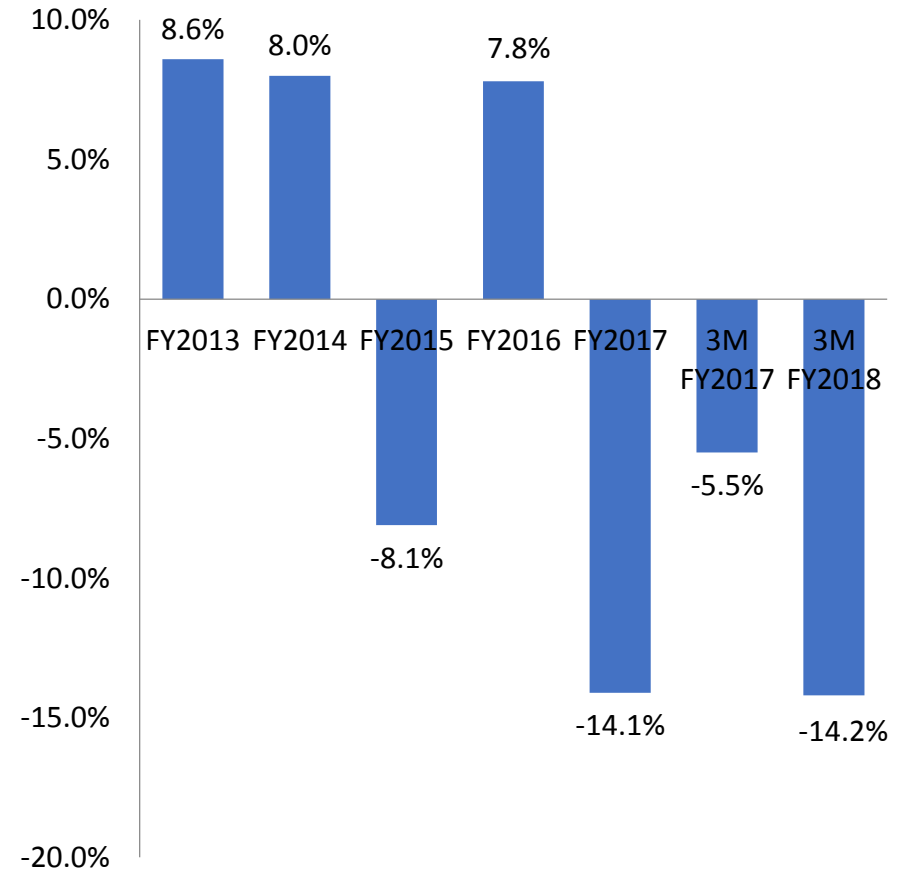
5-Year Profit Margins

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

Net profit



Net profit margin

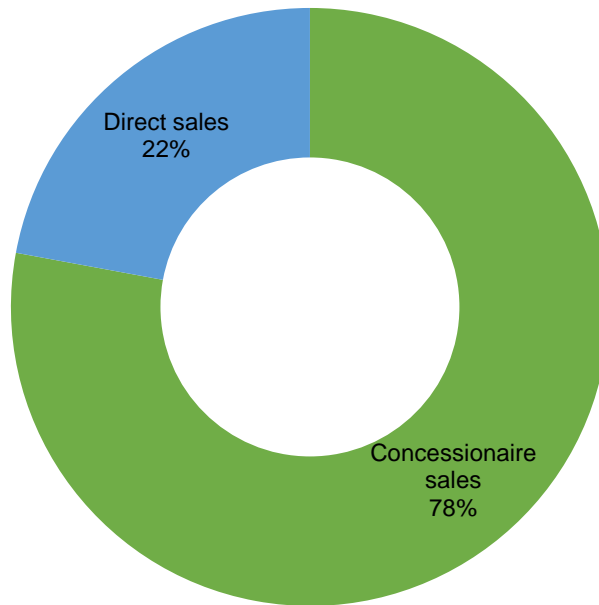


Operational Highlights

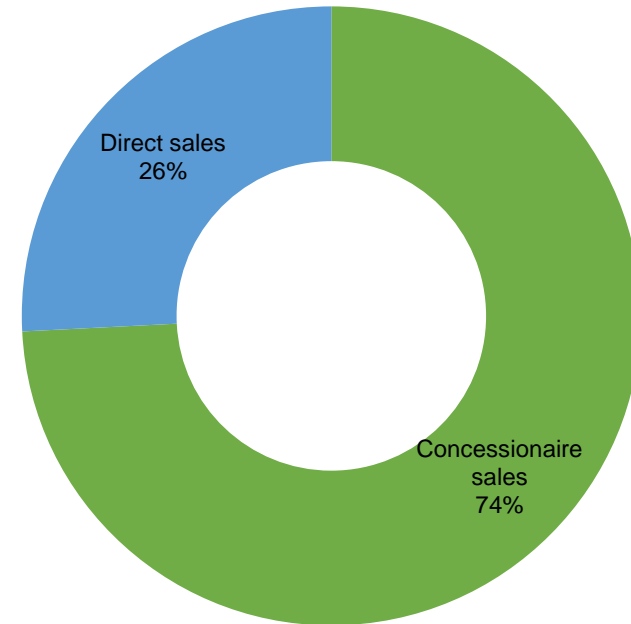


Merchandise sales mix

3MFY2017

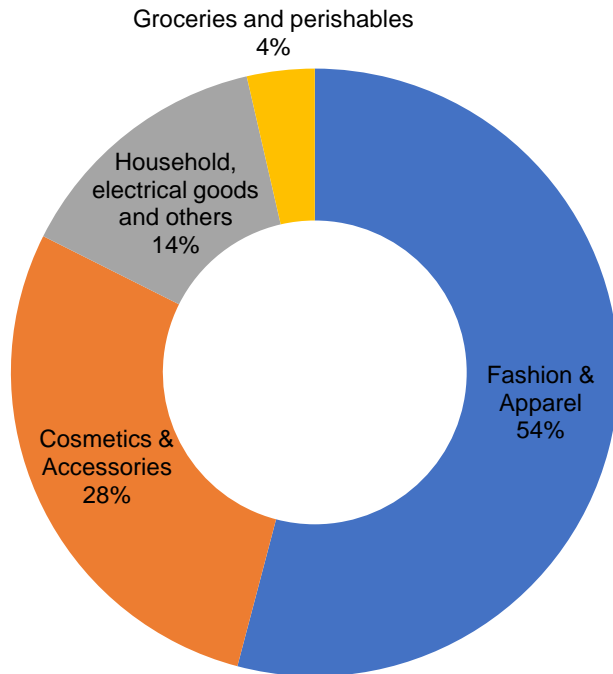


3MFY2018

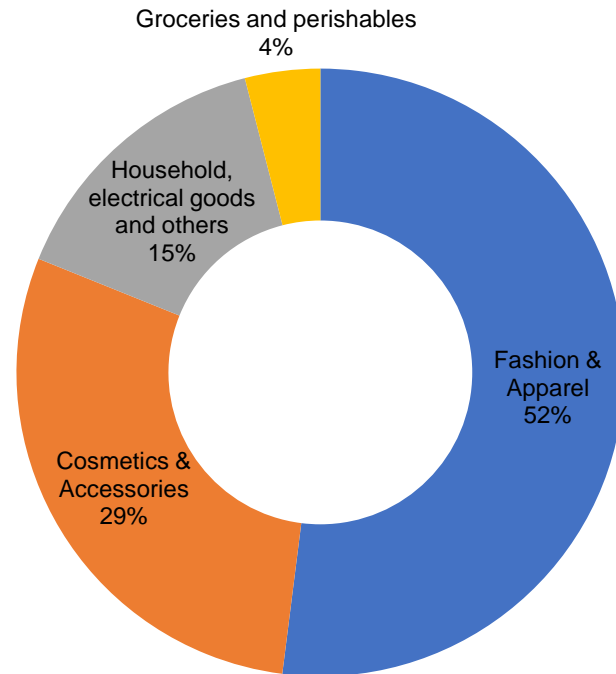


Merchandise sales by segment

3MFY2017

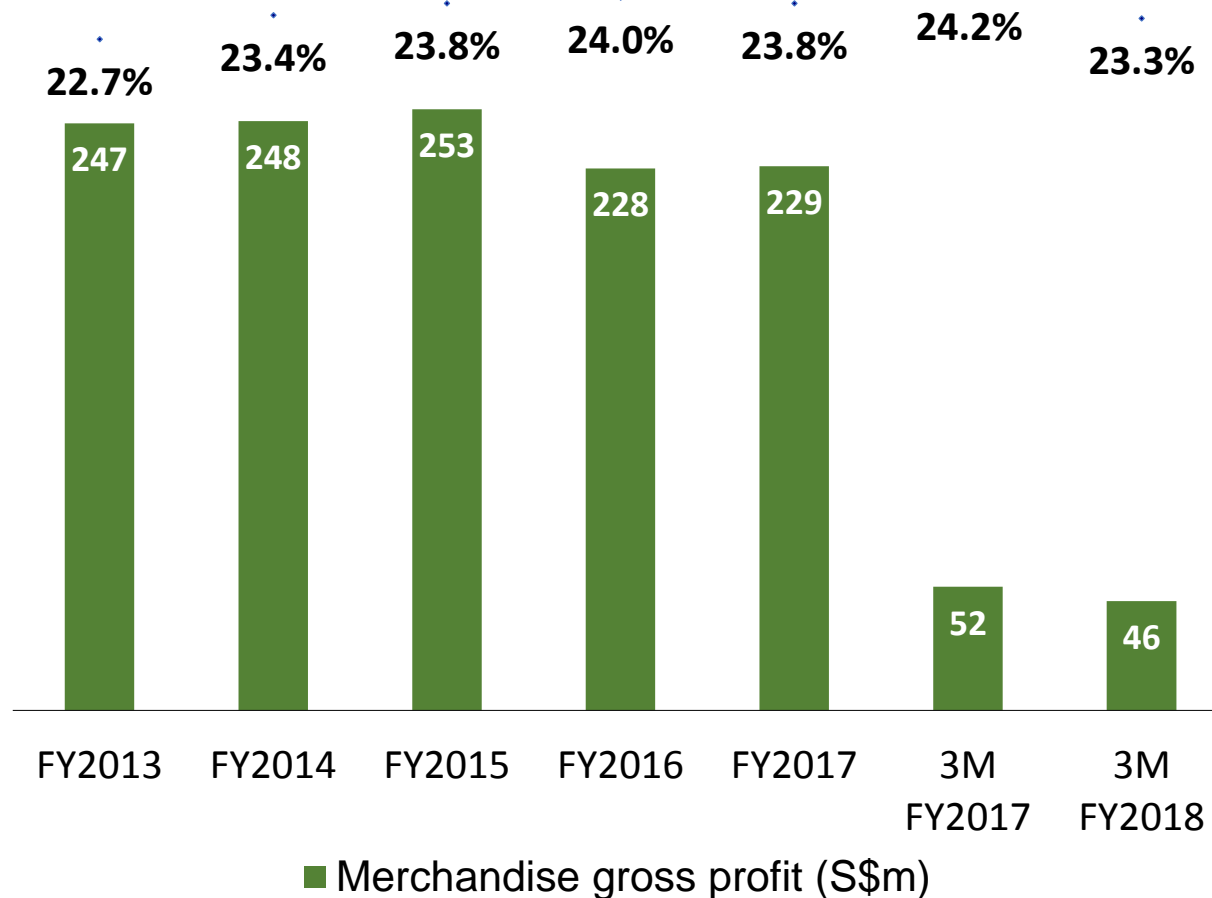


3MFY2018



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: 512,000 sqm



Vietnam

Number of stores: 7
GFA: 128,000 sqm



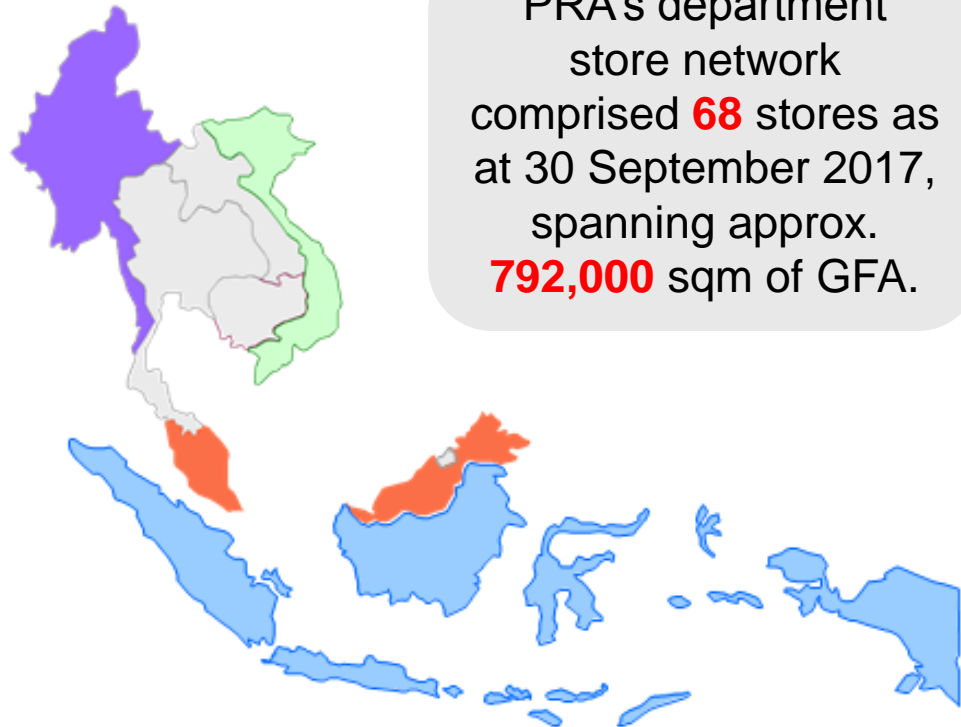
Indonesia

Number of stores: 16
GFA: 148,000 sqm



Myanmar

Number of store: 1
GFA: 4,000 sqm



Expansion Plan



Expansion Plan

- department store openings in FY2018

Location	FY2018 GFA
<u>Malaysia</u>	(sq.m)
1. Kuantan City Mall, Kuantan (opened in October 2017)	12,261
2. Evo Shopping Mall, Bangi (Q2FY2018)^	7,726
3. Paradigm Mall, Johor Bahru (Q2FY2018)*^	19,212
4. M Square, Puchong +	35,316
Sub-total	74,515
<u>Indonesia</u>	
5. Icon Mall, Gresik (Q3FY2018)^	6,682
Total	81,197

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

** managed store*

+ opening dates to be advised by mall owners

Appendix: Store Count and Gross Floor Area

Store Count and Gross Floor Area (“GFA”)

- department stores

	30.09.2017	30.06.2017	Openings	Closures	Change
Malaysia	44	45	-	(1)	(1)
GFA (sqm)	512,000	527,000			
Vietnam ¹	7	7	-	-	-
GFA (sqm)	128,000	128,000			
Indonesia ²	16	17	-	(1)	(1)
GFA (sqm)	148,000	150,000			
Myanmar	1	1	-	-	-
GFA (sqm)	4,000	4,000			
GROUP	68	70	-	(2)	(2)
GFA (sqm)	792,000	809,000			

¹ Includes 2 managed stores

² Includes 1 supermarket

Store Count and Gross Floor Area (“GFA”)

- department stores (cont’d)

Summary of department store openings / closures	Country	Commenced / ceased operation
Closures		
- Berjaya Megamall, Kuantan	Malaysia	September 2017
- Kem Chicks Pacific Place, Jakarta	Indonesia	September 2017

THANK YOU

