



AMWAY (MALAYSIA) HOLDINGS BERHAD

**28TH ANNUAL GENERAL MEETING
24 MAY 2023**



28TH ANNUAL GENERAL MEETING

24 MAY 2023

A professional business meeting scene. In the foreground, a man with a beard and long hair, wearing a dark blue suit and a patterned tie, is shaking hands with another person whose arm is visible on the left. They are standing behind a table. On the table, there is a glass carafe of coffee, two white coffee cups on saucers, and some papers. The background shows a large window with a view of a city skyline. The text "BUSINESS HIGHLIGHTS FY2022" is overlaid in large, bold, orange letters on the left side of the image.

BUSINESS HIGHLIGHTS FY2022

**Michael Duong
Managing Director**

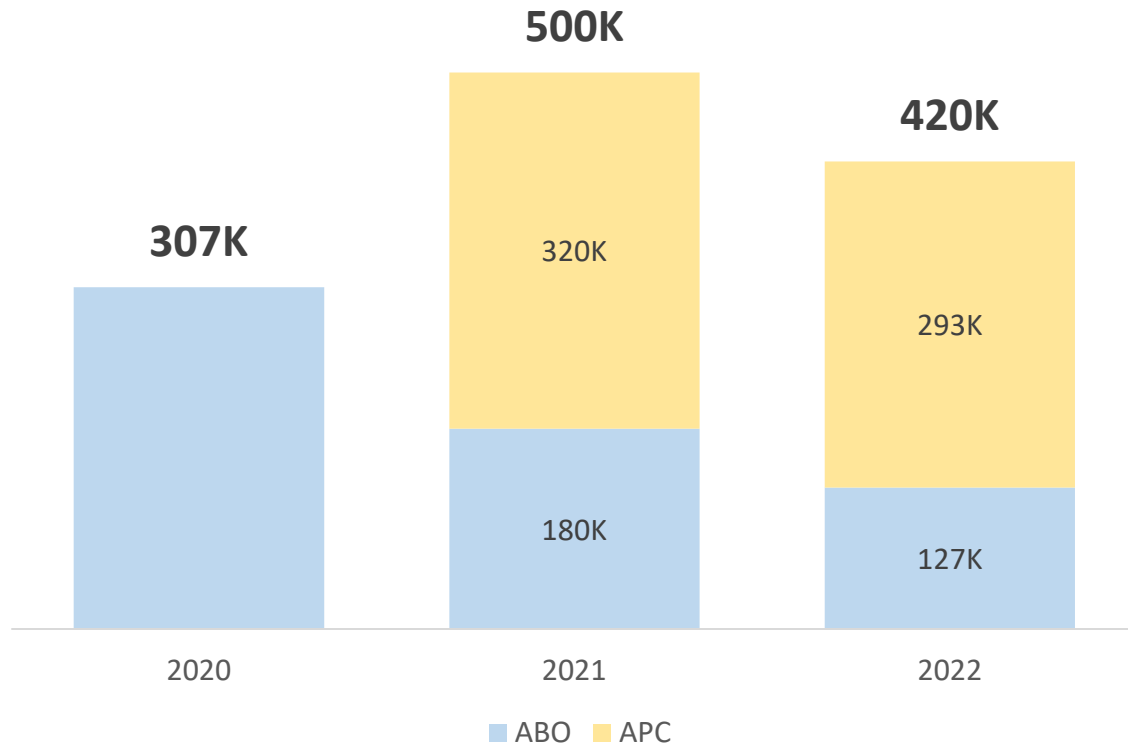


“Amway Selling Machine”

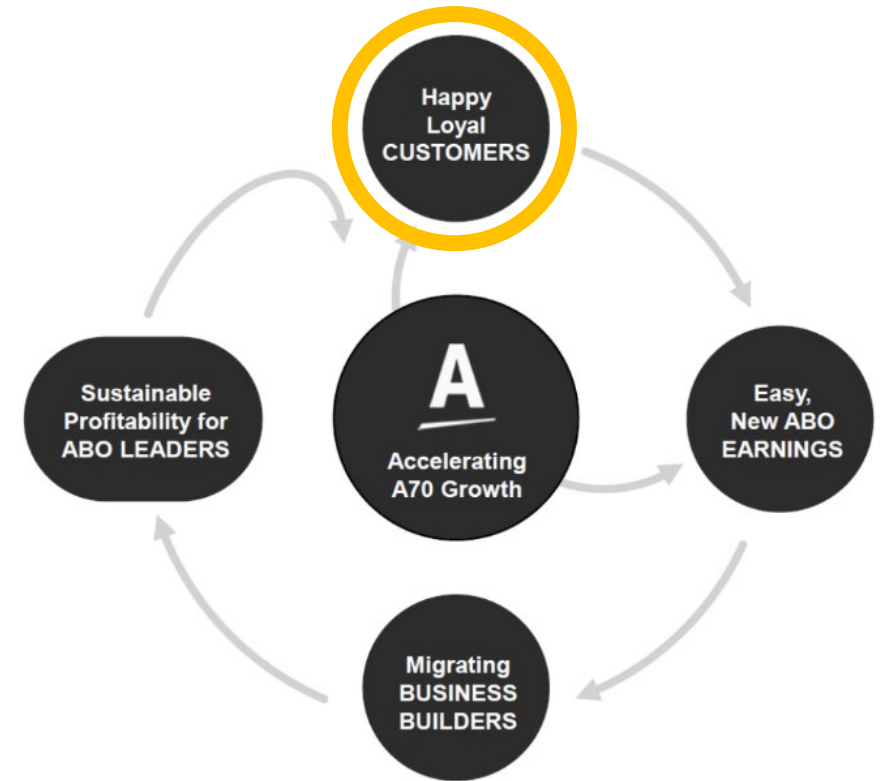
Our FLYWHEEL



New Sign Up



Happy Loyal Customers



New ABO Earning Bonus

Easy New ABO Earnings



Bonus More Than ~MYR200 in first 90 days

CSI Launch
1.5X Grow

2.1X Grow

PY20

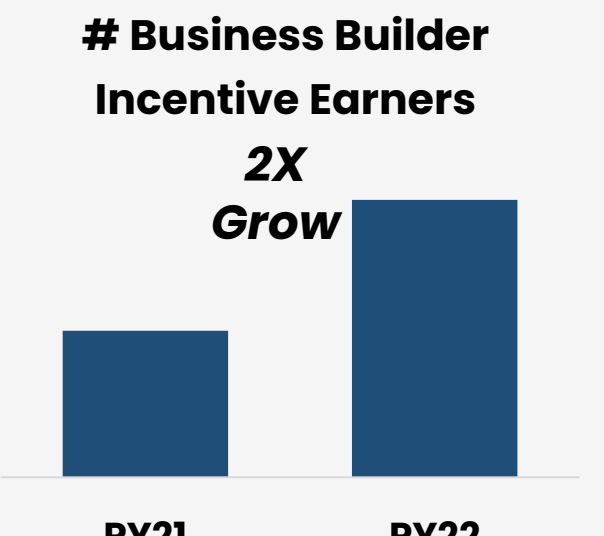
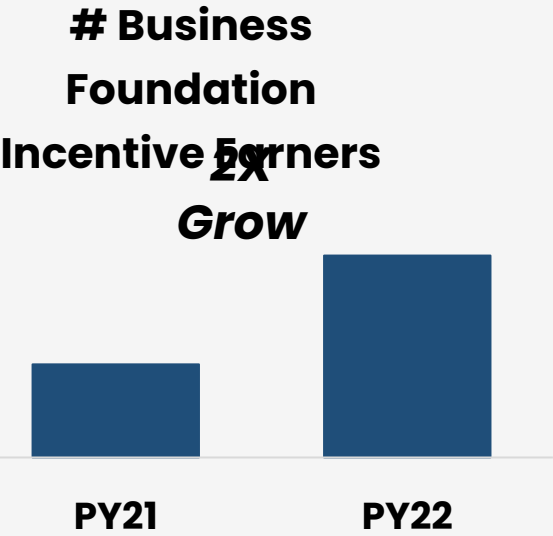
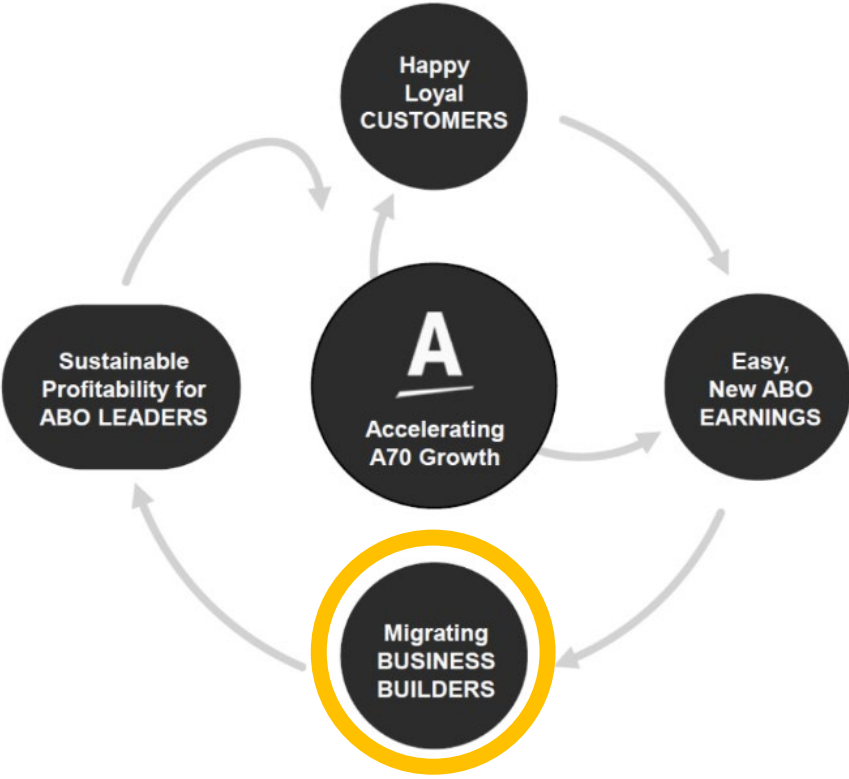
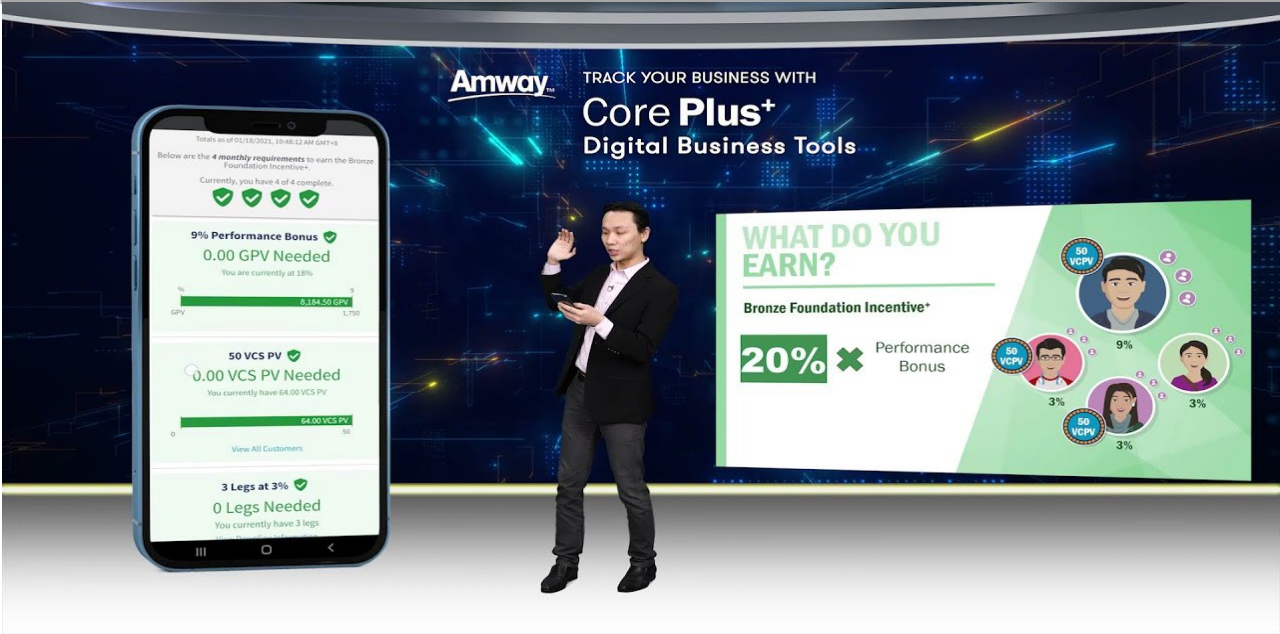
PY21

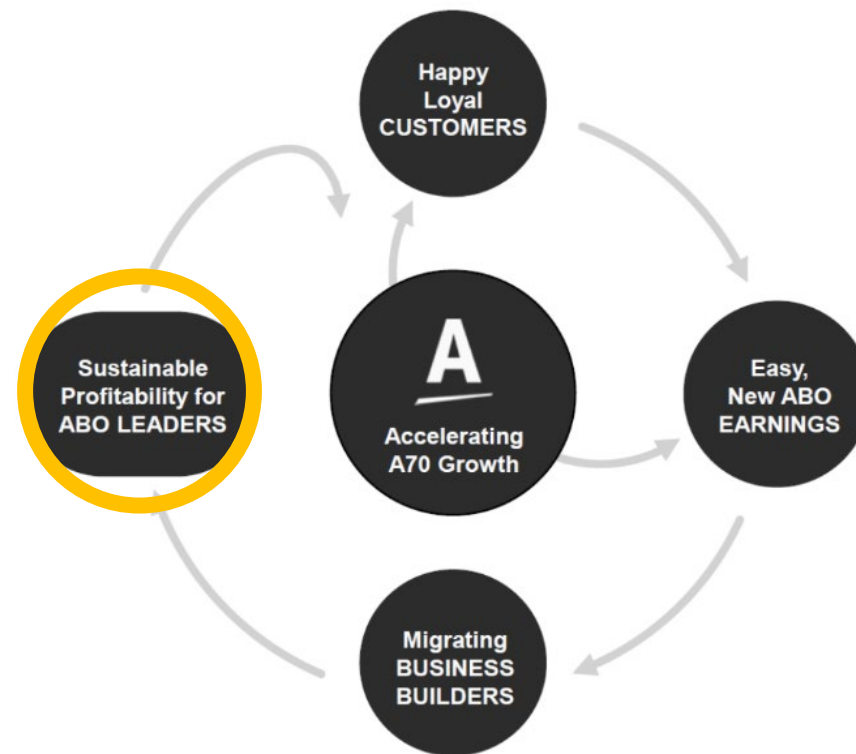
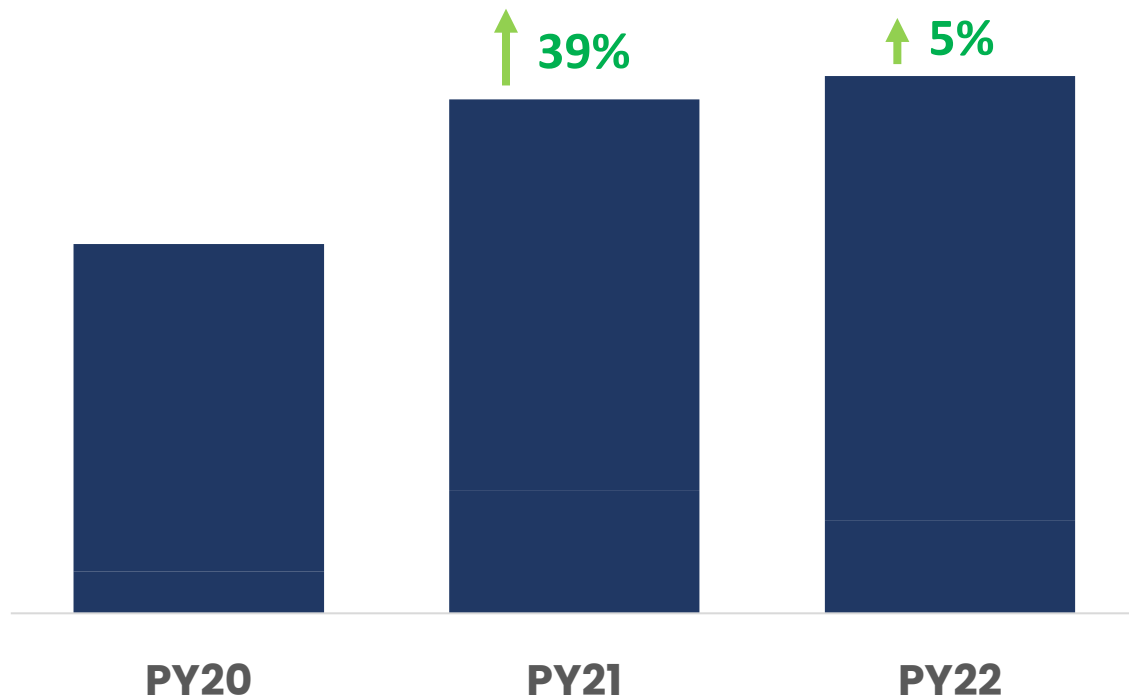
PY22



Encourage Early Team Building

Migrating Business Builders







eCommerce

Home
Delivery

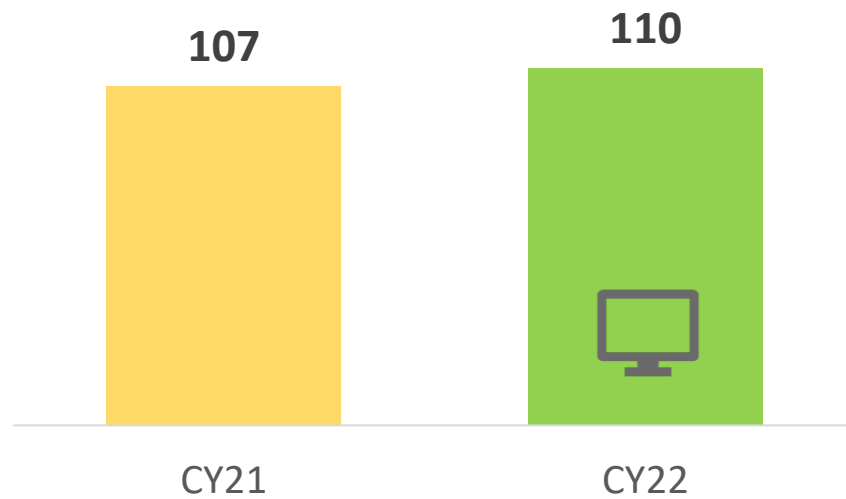
Amway Malaysia's Continuous Journey to Support ABO's Success

What We Have Enhanced At Website & Satisfaction

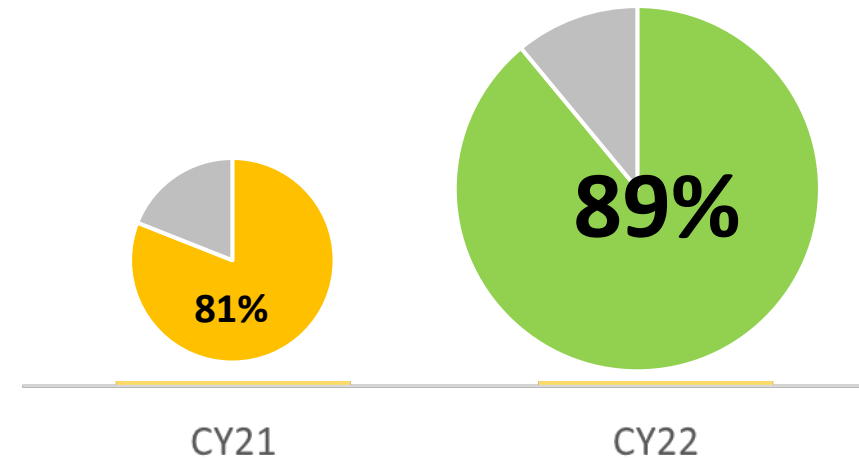
eCommerce

Home
Delivery

#. Website Enhancement

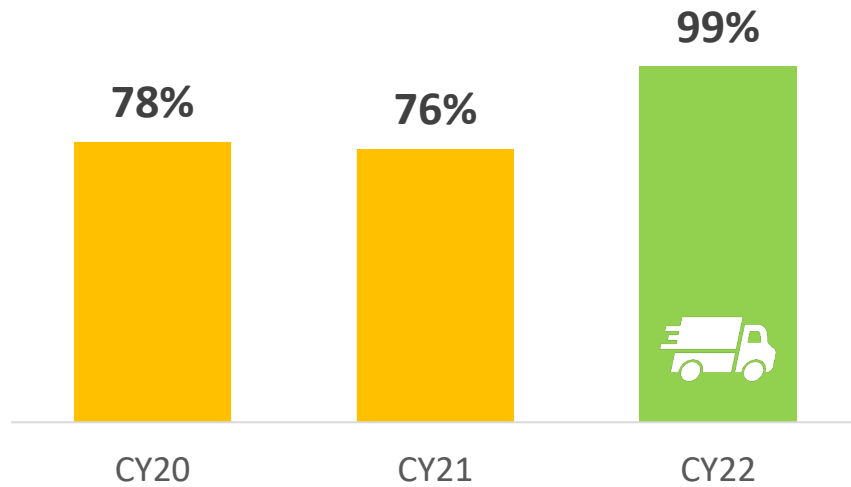


%. Website Satisfaction



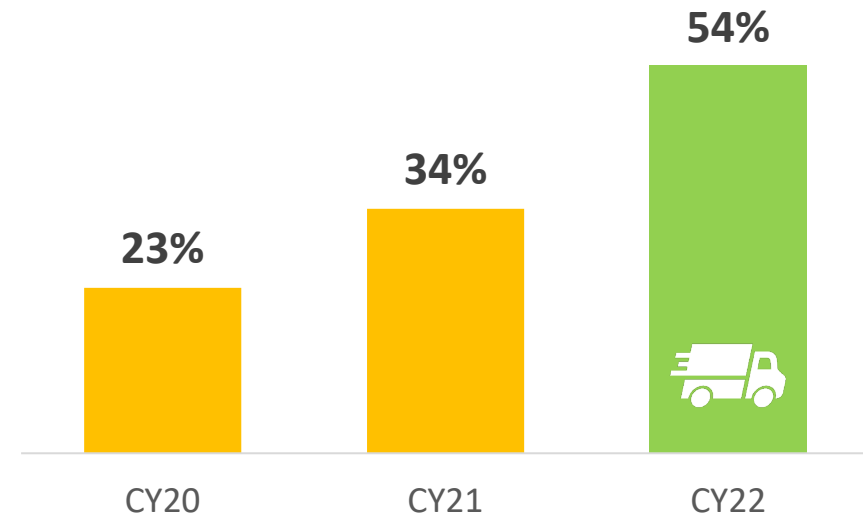
What We Have Improved At Home Delivery & Performance

On Time Delivery



* 3 biz day

Next Day Delivery

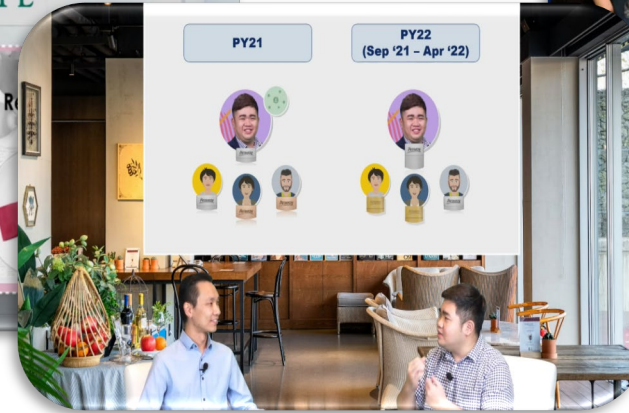


* Include weekend & holiday

ABO & COMPANY EVENTS



- 59 Virtual Trainings
- 32 Physical Trainings
- 21 Online Health Camp Groups
- 17 Recognitions Dinner
- 12 Leaders Engagement Meetings
- 3 Product Rallies
- New Achievers Virtual Recognition
- National Leadership Conference & Dinner (largest & first since COVID)
- Founders Crown Ambassador Celebration Rally & Dinner



2022 NEW PRODUCTS & BUNDLES



DOUBLE X



Botanical Beverage Series



Cranberry Fruit Drink



XS Ignite



BodyKey Start-Up Pack



NutraLite Seize The Day Kit



NutraLite 24/7 Health Guard Kit



Plant to Table by Nutrilite



Vitamin C+HA3 Daily Serum



Collagen Capsule



Semi Matte Color Lipstick



BUY NOW, PAY LATER



ARTISTRY 5-Day Solutions



ARTISTRY Collagen Glow Duo



Vital Treasures Botanical Beverage



Dreamland Chiromax Wellness Mattress



Celebration Mooncakes



Noxxa Low Sugar Rice Cooker



ARTISTRY SKIN NUTRITION 3-Step Sets



EASY TO OWN

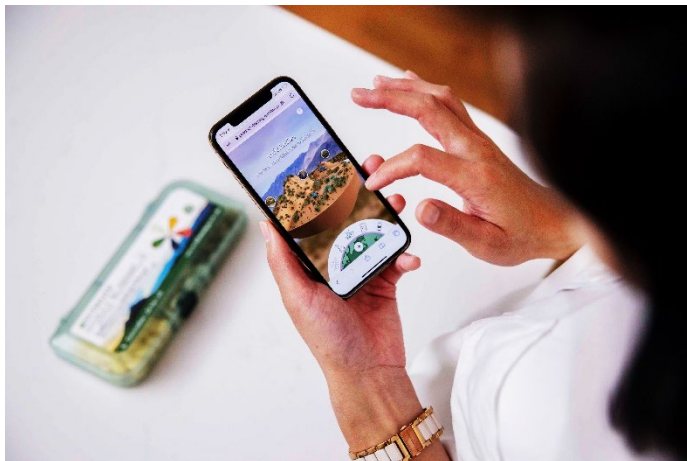


Advance Order

**11 new core line products +
5 new 3rd party products**

**9
bundles**

2022 AWARDS AND ACCOLADES



**Reader's Digest –
18th Consecutive Year**



2022 – GOLD AWARD FOR MALAYSIA
UNDER VITAMINS HEALTH
SUPPLEMENTS CATEGORY



**Reader's Digest –
17th Consecutive Year**



2022 – GOLD AWARD FOR
MALAYSIA & ASIA UNDER WATER
PURIFIER CATEGORY



GOLD SEAL
FROM THE
WATER QUALITY
ASSOCIATION



CERTIFIED
BY NSF
INTERNATIONAL

**Frost & Sullivan –
13th Consecutive Year**



2022 – ASIA PACIFIC
Home Water Treatment
Competitive Strategy Leadership
Award



Sustainability CULTURE @ Amway

AMWAY Malaysia's Sustainability Strategic Framework

2030



Sustainability Reporting Standards:



EESG

BUILD ENTREPRENEURS

- Provide Income Generating Opportunities
- Develop Business Acumen to Cultivate Growth

NURTURING PEOPLE & COMMUNITY

- Focus on Ethically Gained Growth Benefiting All Stakeholders
- Pay It Forward
- Promote Workplace Well-being

WELLNESS-FOCUSED RESPONSIBLE PRODUCTS

- Provide Trusted Products
- Environmental Stewardship
- Source Responsibly

14 MATERIAL MATTERS

2022

2023

Landfill Reduction
76% Recycle Rate

Enhanced Recycling Programs

Recycled Packaging
Carton & Air Pillow

Sustainable Energy Investment

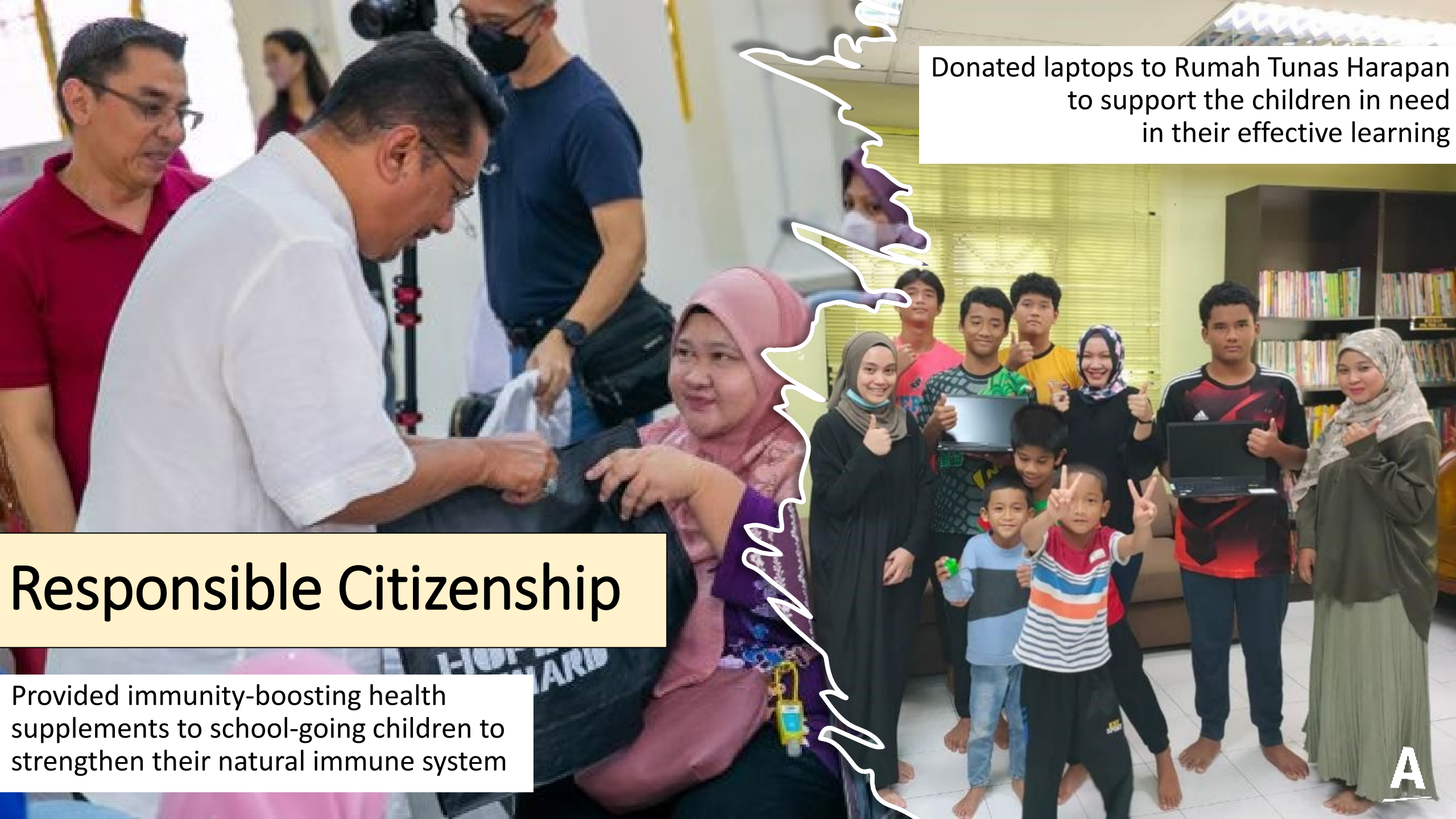
Water Conservation
Low Flow Faucet & Toilet

Electric Vehicle Charging

Digital Pick List
2M+ Sheets of Paper

Plastic Bag Removal

Go Green Sustainability Programs




Donated laptops to Rumah Tunas Harapan to support the children in need in their effective learning

Responsible Citizenship

Provided immunity-boosting health supplements to school-going children to strengthen their natural immune system



MOVING FORWARD 2023

A woman with long, wavy hair is seen from behind, sitting in a meditative pose on a grassy hill. She is looking out over a body of water towards a bright sunset. The sun is low on the horizon, casting a warm, golden glow across the sky and water. The landscape is rugged with some rocks and sparse vegetation. In the top right corner, there is a large, bold, black letter 'A' with a horizontal line underneath it.

A

**Gaya Hidup Sehat
Optimal Health**

Higher Intention of H&W Engagement, but reality is...

Despite the significant growth potential, the health status and awareness among Malaysians remain highly unfavorable, necessitating urgent attention and health care action



Malaysian Medical Association (MMA) and Novartis Malaysia

73% of Malaysians die of hypertension, diabetes and heart disease⁵, while 30.4% are overweight and 19.7% are obese⁶, perhaps it is time we all lead healthier lifestyles.

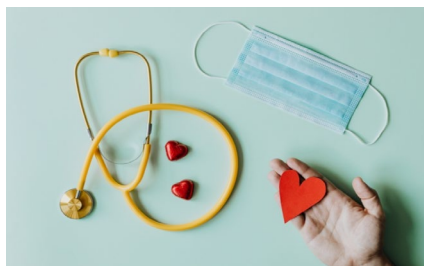


1 in 2 adults in Malaysia are **overweight or obese** according to BMI



4 in 10 adults in Malaysia have **high cholesterol levels...**

Survey: 98pc of Malaysians think they are healthy but nearly **75% diagnosed with NCDs**



<https://www.malaymail.com/news/life/2023/03/31/survey-98pc-of-malaysians-think-they-are-healthy-but-nearly-75pc-diagnosed-with-ncds/62486>



3 in 10 adults in Malaysia have **high blood pressure...**



1 in 5 adults in Malaysia have **diabetes...**

Nutriline 90th Year Anniversary





Importance of GUT MicroBIOME

Microbiome

IN NUMBERS

100 Trillion

symbiotic microbes live in and on every person and make up the human microbiota

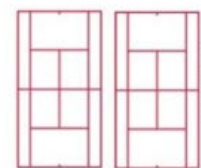
The human body has more microbes than there are stars in the milky way

95%

of our microbiota is located in the GI tract

150:1

The genes in your microbiome outnumber the genes in our genome by about 150 to one



The surface area of the **GI tract** is the same size as 2 tennis courts

You have

1.3X

more microbes than human cells

>10,000

Number of different microbial species that researchers have identified living in and on the human body

2kg

The gut microbiota can weigh up to 2Kg



The microbiome is more medically accessible and manipulable than the human genome

90%

of disease can be linked in some way back to the gut and health of the microbiome

5:1

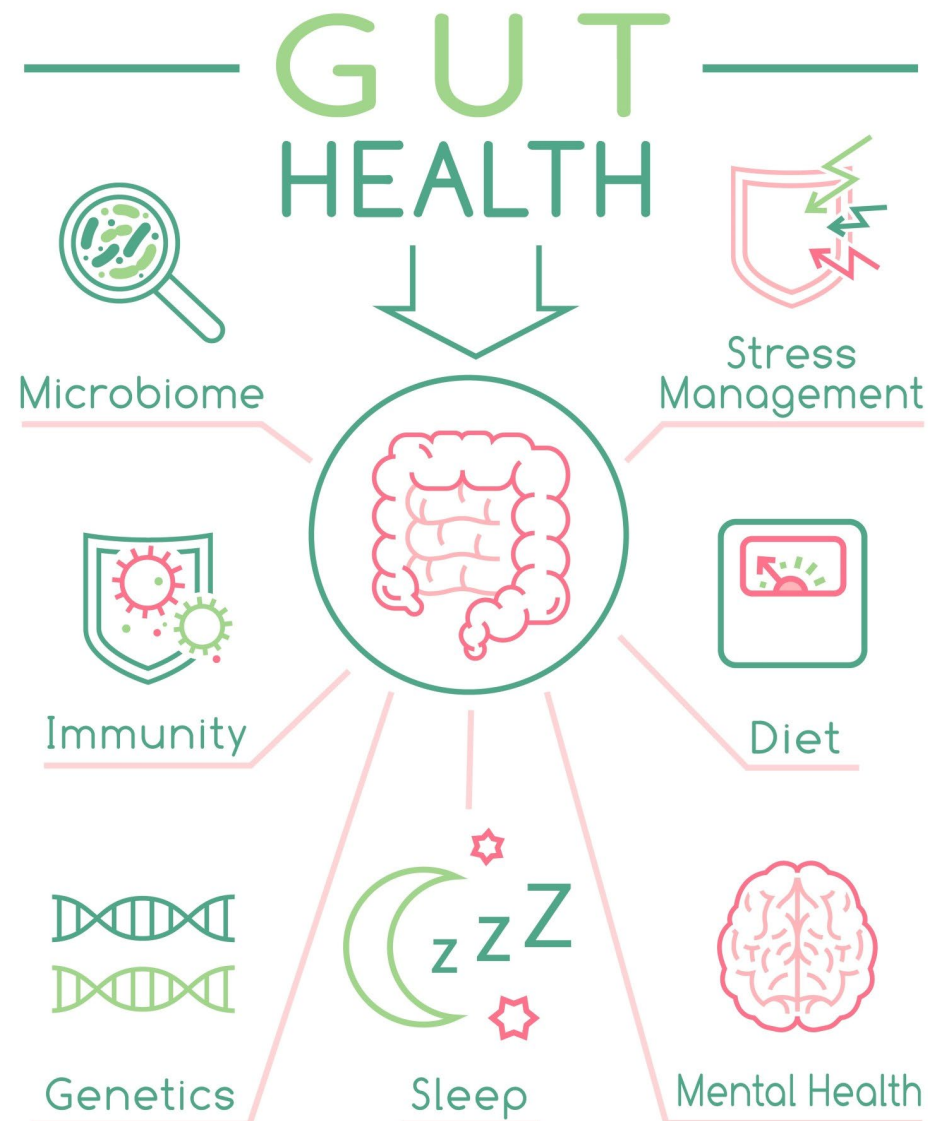
Viruses:Bacteria in the gut microbiota



2.5

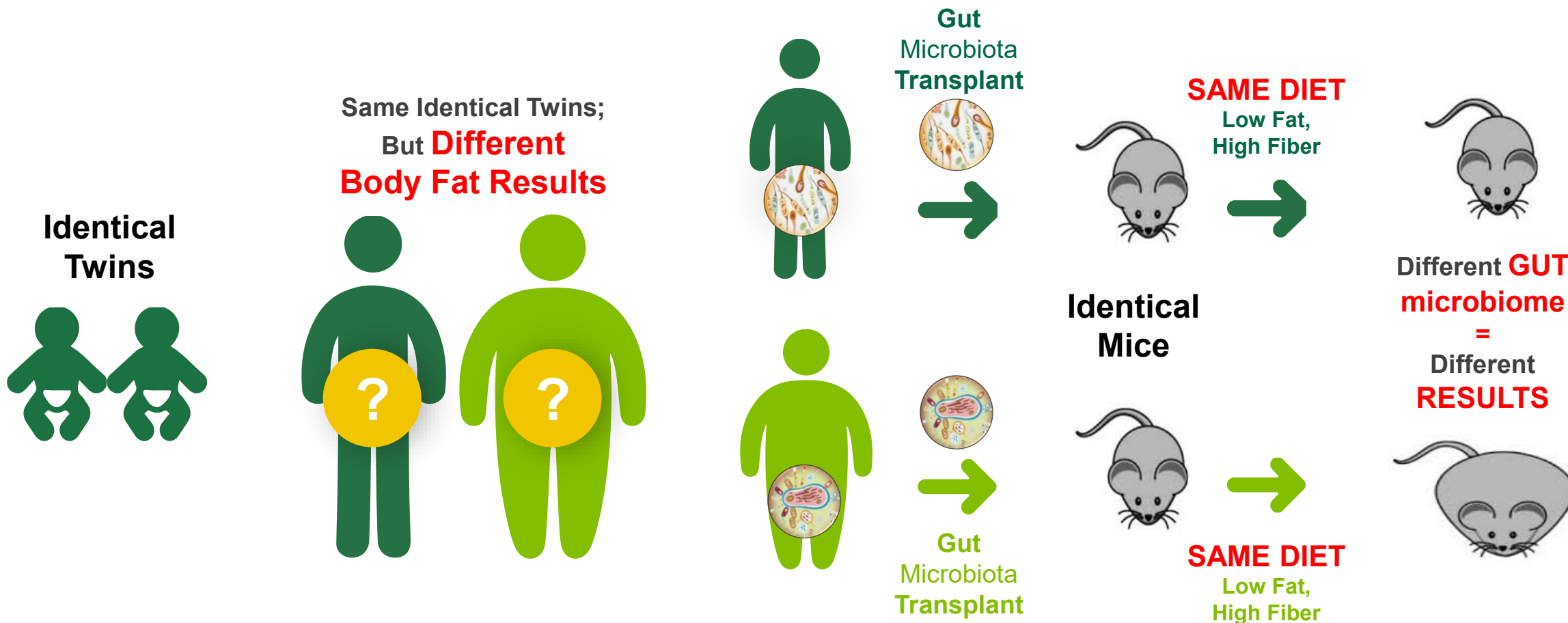
The number of times your body's microbes would circle the earth if positioned end to end

Each individual has a unique gut **microbiota**, as personal as a fingerprint



New Paradigm from Emerging Science

Science Lesson From Twin Study



Gut health AND healthy microbiome necessary for Healthy Eating and Weight

Ridaura, et al Science. 2013 Sep 6;341(6150):1241214.



Amway

bodykey
by NUTRILITE

Gut Reset for Better Health

Kickstart your weight management journey with a healthier gut.

[Click Here to Learn More](#)





A Successful and Sustainable Healthy Weight Program => Optimal Health

innoquest
In pursuit of science, innovating for life

NEW

**Pre-Health
Screening
Day 0**

bodykey
by **NUTRILITE**

NEW

**Gut Reset
Day 1-14**

**Weight Loss
Day 15-60**

innoquest
In pursuit of science, innovating for life

NEW

**Post-Health
Screening
Day 60**

LOYALTY Amway
PROGRAMME

**More Optimal
Health
6-12 months**



WEIGHT LOST

98%

Lost 4.4 KG
averagely



BodyKey with Gut Reset Result in 2.5 Months

FAT LOST

88%

Lost 2.3 KG
averagely

BodyKey with Gut Reset Result in 2.5 Months
Amongst 42 ABOs with Weight Concern Source : Innoquest



Pilot Participants Showed

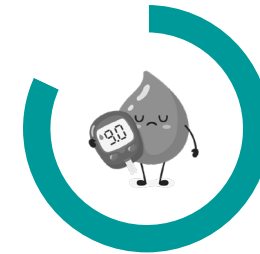
- Importance of Gut Micro-biome
- Nutrilite products, diet, and lifestyle change works (validated by data)
- Company-led community, training, support and testing is important

EARLY indications...

show positive impact on Big HEALTH issues



Improved Blood
Pressure



Improved
Glucose Level



Improved
Cholesterol

THANK YOU

Amway



FINANCIAL PERFORMANCE FY2022

Ng Ai Lee, Chief Financial Officer

Our FY2022 Performance



Sales Revenue
RM 1,514.8million



Profit Before Tax
RM 103.1 million



Net Profit
RM 76.9 million

Sales Revenue

 **1.9% vs PY**

FY2022 RM 1,514.8 million | FY2021 RM 1,485.9 million

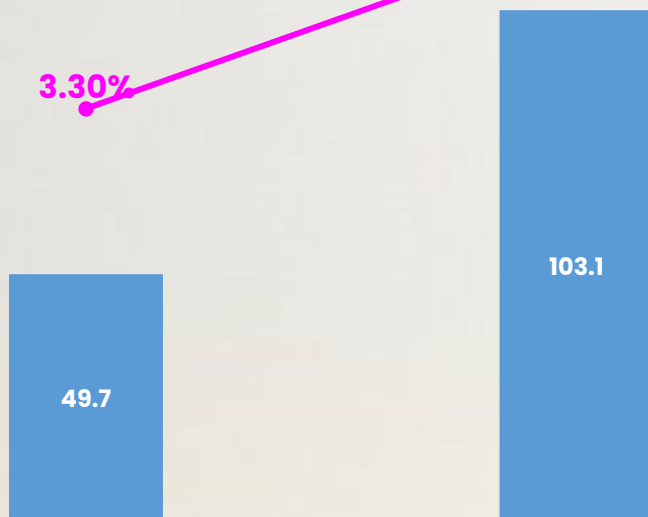
Higher sales driven by:

- ✓ Growth in buyer base
- ✓ New product launches (i.e. XS Ignite, Artistry Vitamin C+HA3 serum)
- ✓ Strong demand for personal care products
- ✓ Price increase in the health & wellness, catalog, personal & homecare products; and



Profit Before Tax (RM' million)

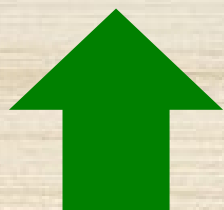
3.30% 6.80%



FY2021

FY2022

—●— PBT/Sales ratio



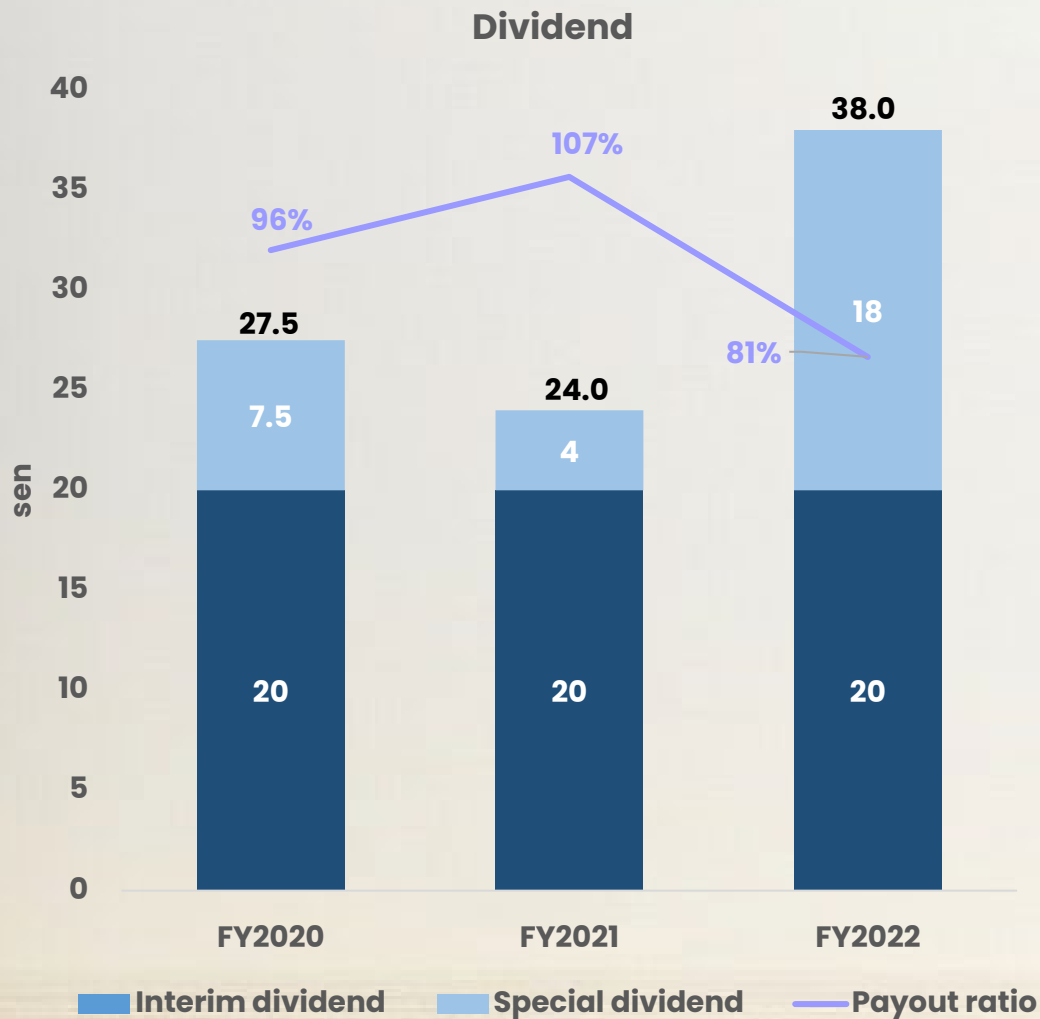
PBT 107.3% vs PY
+ 3.5% profit margin

FY2022 RM103.1 million | FY2021 RM49.7 million

Profit Before Tax (PBT)

**Significant increase in PBT (107.3%)
mainly attributable to:**

- Stronger sales growth;
- Price increase; and
- Normalisation of ABO sales incentives



Dividend Payout

Dividend policy

Dividend payout ratio of no less than 80% of current year's net earnings

Dividend payout in 2022



- Total dividend : **38.0 sen** (2021: 24.0 sen)
- Dividend payout : **RM62.5mil** (2021: RM39.5mil)

THANK YOU

Amway



28TH ANNUAL GENERAL MEETING

24 MAY 2023

Agenda 1

Receive the Audited Financial Statements for the financial year ended 31 December 2022 together with the Directors' and the Auditors' Reports thereon



Agenda 2 (Resolution 1)

Re-election of
Michael Jonathan
Duong as Director



Agenda 3 (Resolution 2)

Re-election of
Pn Aida Binti Md Daud
as Director



Agenda 4 (Resolution 3)

Re-election of
Mr Low Han Kee
as Director



Agenda 5 (Resolution 4)

Re-election of
Ms Ho Kim Poi
as Director



Agenda 6 (Resolution 5)

Approve the Directors' fee of up to RM48,600 payable to Tan Sri Faizah Binti Mohd Tahir, the Chairperson and the Senior Independent Non-Executive Director, for the financial period from 1 January 2023 to 24 May 2023

Agenda 7 (Resolution 6)

Approve the Directors' fee of up to RM110,350 payable to En Abd Malik Bin A Rahman, the Audit Committee Chairman and the Independent Non-Executive Director, for the financial year ending 31 December 2023

Agenda 8 (Resolution 7)

Approve the Directors' fee of up to RM83,800 payable to Dato' Abdullah Thalith Bin Md Thani, the Nominating Committee Chairman and the Independent Non-Executive Director, for the financial year ending 31 December 2023

Agenda 9 (Resolution 8)

Approve the Directors' fee of up to RM76,100 payable to Mr Low Han Kee, the Non-Independent Non-Executive Director, for the financial year ending 31 December 2023

Agenda 10 (Resolution 9)

Approve the Directors' fee of up to RM85,450 payable to Datin Seri Azreen Binti Abu Noh, the Independent Non-Executive Director, for the financial year ending 31 December 2023

Agenda 11 (Resolution 10)

Approve the Directors' fee of up to RM69,500 payable to Pn Aida Binti Md Daud, the Non-Independent Non-Executive Director, for the financial year ending 31 December 2023

Agenda 12 (Resolution 11)

Approve the Directors' fee of up to RM68,600 payable to Ms Ho Kim Poi, the Independent Non-Executive Director, for the financial year ending 31 December 2023

Agenda 13 (Resolution 12)

Approve the Directors' benefits of up to RM124,250 for the financial year ending 31 December 2023

Agenda 14 (Resolution 13)

Re-appoint Ernst & Young PLT as Auditors of the Company and to authorise the Directors to fix their remuneration

Agenda 15 (Resolution 14)

Proposed Renewal of Shareholders' Mandate
for Recurrent Related Party Transactions of a
Revenue or Trading Nature

Agenda 16

Any other business



Amway

28TH ANNUAL GENERAL MEETING

Q&A

Questions received in advance

Q1.

The Core Plus+ Early Incentive programme of Bronze Builder Incentive ("BBI") & Bronze Foundation Incentive ("BFI") lasted for 18 months and was paid in 12 payments. Will there be any additional incentive introduced after this and Management's view on the normalisation of the incentive plan?

Questions received in advance (cont'd)

Q2.

Can Management explain the deferred tax asset as at 31 December 2022 of RM41.691 million? Is it an unutilised tax?

Questions received in advance (cont'd)

Q3.

Will the Company increase dividend payout?

Questions received in advance (cont'd)

Q4.

Will 2023 be better than 2022 or will be worse due to new challenges?

Questions received in advance (cont'd)

Q5.

Will Amway Malaysia consider acquiring Amway Indonesia or any other countries' Amway business as subsidiaries under the listed entity in Malaysia? Why is Amway only listed in Malaysia but not in other countries?

Questions received in advance (cont'd)

Q6.

Amway's website is shockingly terrible. It often hangs during order or payment processes, and this has not happened just 1 or 2 times but happened throughout this year. Even many complaints have been made, Customer Service also acts like don't care, at the end, the customer turns to other brands.

- a) How much has Amway invested in this system?
- b) Why is the system so low quality?
- c) Have top management themselves try to use it?
- d) Are there any leakages and mismanagement in the investment?

The Customer Care Manager a few days later called me to thoroughly understand the issue, take ownership and investigate on this issue. I appreciate that as a customer and shareholder. This is the right culture that should be instilled in Amway, management should not ignore system bugs and customers' purchasing experiences. Leaving bugs unfixed for months will only frustrate your customers, turn your customers to competitors

Questions received in advance (cont'd)

Q7.

Can the Company consider providing e-vouchers/e-wallet/door gifts to shareholders who attend the virtual AGM?



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Live Streaming Questions



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Thank You
