



AMWAY (MALAYSIA) HOLDINGS BERHAD

29TH ANNUAL GENERAL MEETING
23 MAY 2024



Amway

29TH ANNUAL GENERAL MEETING

23 MAY 2024

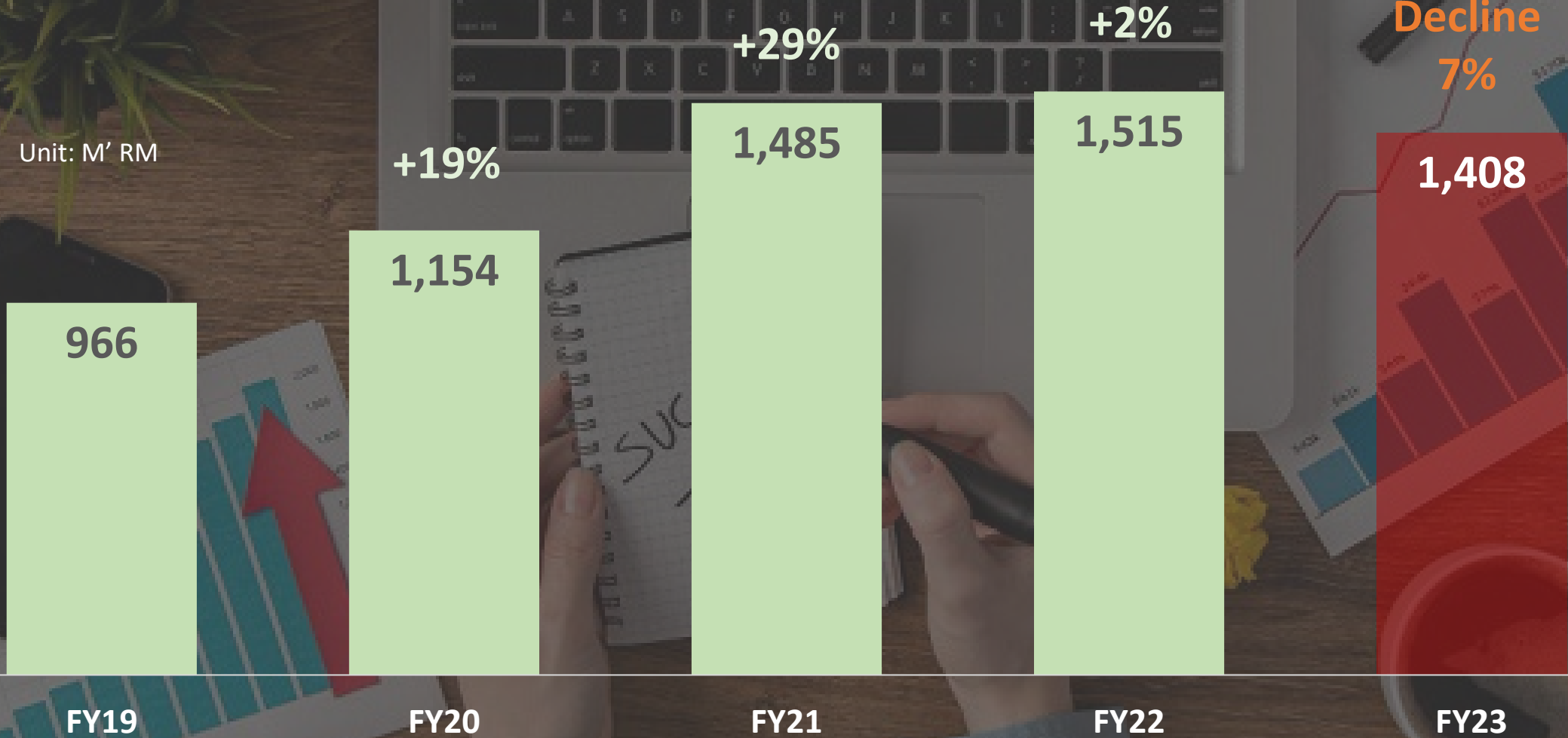
The slide features a background image of several business professionals in a huddle, with their hands stacked in the center. The image is overlaid with a futuristic, blue-toned digital interface. This interface includes concentric circles with rectangular segments, resembling a radar or data visualization, and various geometric shapes like hexagons and lines. The overall aesthetic is clean, modern, and professional.

**BUSINESS
HIGHLIGHTS
FY2023**

**Michael Duong
Managing Director**

Amway Malaysia's Growth Journey: After Extraordinary Growth

Unit: M' RM



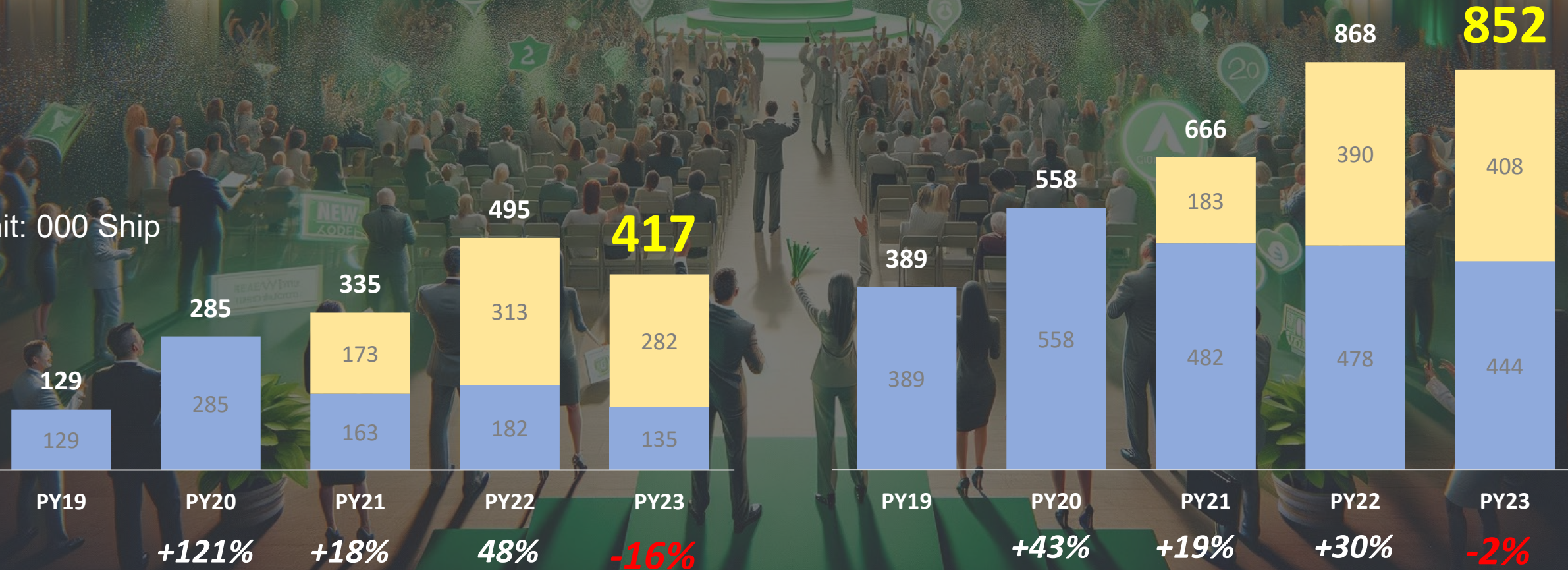
New Sign Up and Force

Last 5 Performance Years

Force

New Sign Up

Unit: 000 Ship



Sales Dynamic: Buyer (Monthly Average)

Unit: 000 Ship

Buyer

Unit: RM

200
180
160
140
120
100
80
60
40
20



PY19

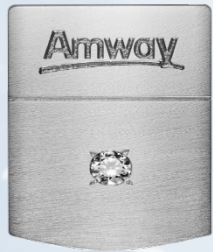
PY20

PY21

PY22

PY23

New Achievers (Diamond)



Amway
CONGRATULATIONS
TO OUR NEW
DIAMOND

**SITI NOR AISYAH
MUHAMAD NOOR
& AHMAD
BAIHAQI HASSAN**

Amway
CONGRATULATIONS
TO OUR NEW
DIAMOND

**NUR IRMA
SYAHRAENI HAJI
MUHAMMAD**

Amway
CONGRATULATIONS
TO OUR NEW
DIAMOND

**ONG CHUAN KEE
& YAW PICK YOKE**

Amway
CONGRATULATIONS
TO OUR NEW
DIAMOND

**KINGSLY TAN
& CHRISTY NG**

Amway
CONGRATULATIONS
TO OUR NEW
DIAMOND

**DING MIN TIEN
& CHO HUI YIN**

Amway
CONGRATULATIONS
TO OUR NEW
DIAMOND

GRACE HENG

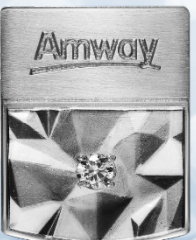
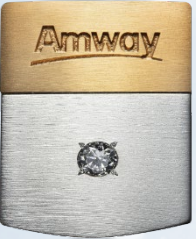
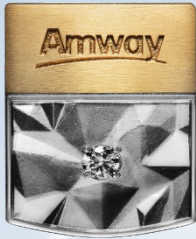
Amway
CONGRATULATIONS
TO OUR NEW
DIAMOND

**JAMIE WOO
& JAROD LIM**

Amway
CONGRATULATIONS
TO OUR NEW
DIAMOND

E CHING ENG

New Achievers (Founders Diamond, Executive Diamond, Founder Executive Diamond)



Amway
CONGRATULATIONS TO OUR NEW
FOUNDERS DIAMOND EXECUTIVE DIAMOND & FOUNDERS EXECUTIVE DIAMOND
NOORHAIZUMI MAMAT & MOHD FAIZUL SULONG



Amway
CONGRATULATIONS TO OUR NEW
FOUNDERS DIAMOND & EXECUTIVE DIAMOND
NANTHA KUMAR & CHAI NI



Amway
CONGRATULATIONS TO OUR NEW
FOUNDERS EXECUTIVE DIAMOND
DANIEL LI & SYUSAN LI



Amway
CONGRATULATIONS TO OUR NEW
FOUNDERS EXECUTIVE DIAMOND
CALVIN LEE & LI SHAN



Amway
CONGRATULATIONS TO OUR NEW
FOUNDERS EXECUTIVE DIAMOND
WAYNE TAN & JOANNE LOOI



Amway
CONGRATULATIONS TO OUR NEW
FOUNDERS EXECUTIVE DIAMOND
JIMMY TAN KIM BENG & CHOON KEAT



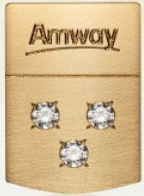
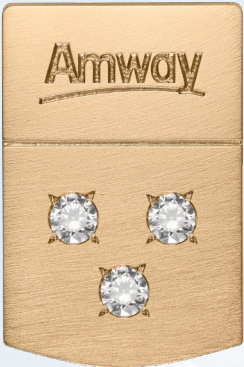
Amway
CONGRATULATIONS TO OUR NEW
EXECUTIVE DIAMOND
NOOR SHAFINAH MAMAT & CHE MOHAMMAD AZAN CHE LAH



Amway
CONGRATULATIONS TO OUR NEW
FOUNDERS DIAMOND
NOOR SHAFINAH MAMAT & CHE MOHAMMAD AZAN



New Achievers (Triple Diamond)



A long, straight asphalt road stretches from the foreground into the distance, flanked by golden-brown grass. In the background, majestic mountains with patches of snow rise against a heavy, overcast sky. The overall mood is one of a long, steady journey.

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



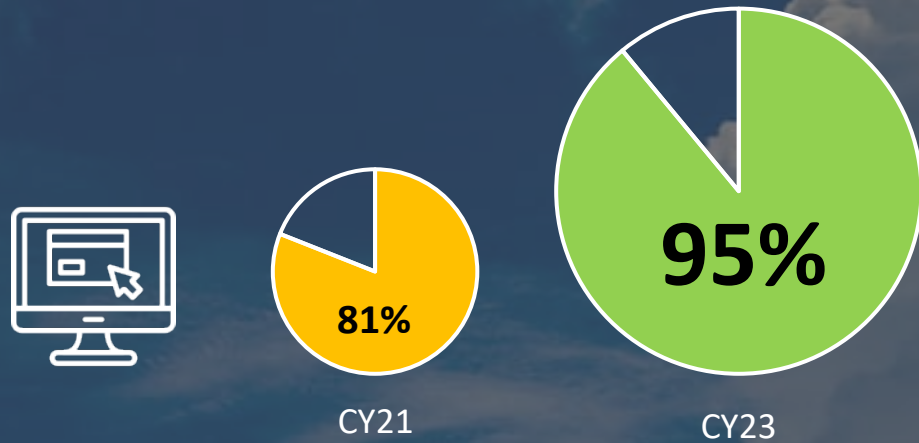
ABO & COMPANY EVENTS

- National Leadership Conference & Dinner 2023
- Nutrilite Experience Day & Exclusive Leadership Rally
- New Achievers Recognition
- **103** Workshop & Training
- **16** Recognition Dinners
- **10** New Product Workshop
- **9** Recognition Rallies
- **5** Leaders Engagement Meetings
- Product Rallies

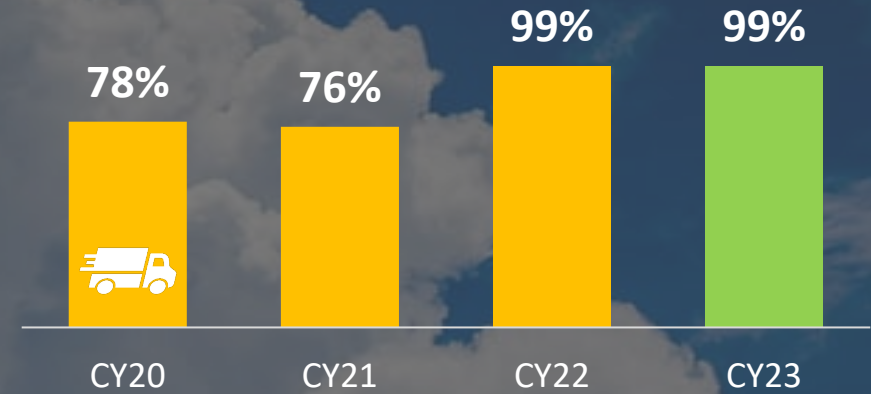


Highest Service Levels

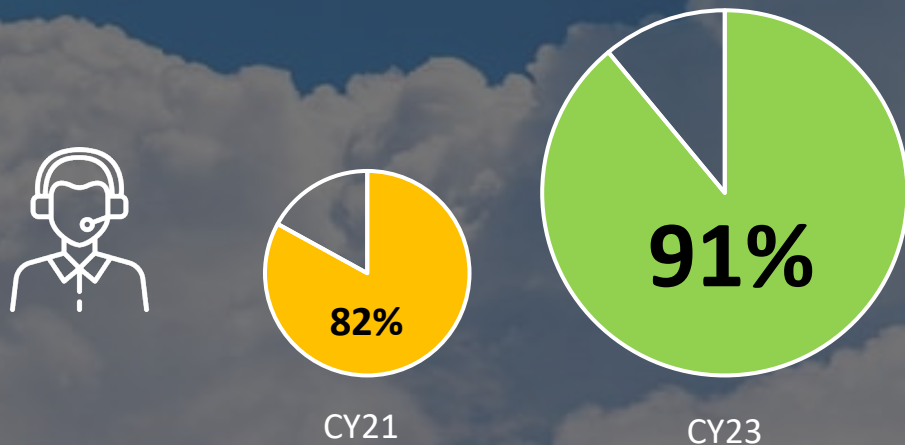
% Website Satisfaction



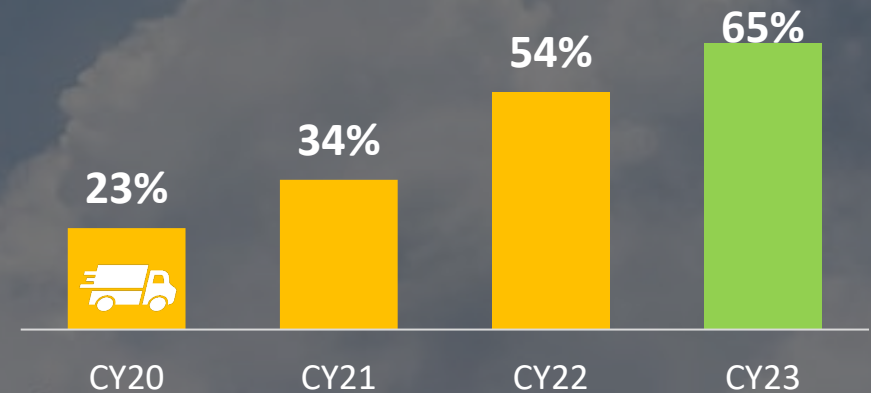
On Time Delivery



Customer Service 1st Contact Resolution



The Next Day Delivery



2023 NEW PRODUCTS



Vergold Drip Coffee



Botanical Beverages Berries With Lutein



Plant To Table by Nutrilite Organic Muesli



Tropical Herbs Al Siha Botanical Beverage Dates



Artistry Studio Skin



BodyKey Start-Up Pack



Artistry Skin Nutrition Multi-Defense UV Protect



New Glister Series



Nutrilite Mixed Soy Protein with Peptides & Aloe Vera and Lecithin with Vitamin E



Tanamera Aroma Diffuser



Artistry Sheet Masks



Bodykey Meal Replacement (Milk Tea)



Dreamland Wellness Pillows



inBody Dial



Gintell StarWay Massage Chair



Artistry Labs Retexturizing System



Philips Wet & Dry Robot Vacuum Cleaner



Gintell Walking Pad



Philips High Speed Blender 7000 Series HR3760



XS Wildberry Flavour Drink Premix



Artistry Future Glow

2023 Awards

7th Sustainable Farm Awards
(Amway Brazil Farm)



Reader's Digest Trusted Brand Awards 2023
(Amway Malaysia eSpring & Nutrilite)



Frost & Sullivan Asia-Pacific Best Practices Awards
(Amway Malaysia eSpring)



Amway

bodykey

by NUTRILITE

Gut Reset for Better Health

Kickstart your weight management journey with a healthier gut.

[Click Here to Learn More](#)



Healthy Life Start with Healthy Gut



*Partner with Innoquest Pathology

Gut Reset for Better Health



Health Warriors Pilot Group (42pax)

98% lost **4.4kg**

88% lost 4.5% body fat

Train the Trainer Program (543pax)

77% lost **4.4kg**

72% lost 3.9% body fat

Employees (150pax)

80% lost **2.1kg**

67% lost 2.9% body fat



CHOLESTEROL

62-72% showed improvement

50-60% healthy zone



Glucose

80% showed improvement

53-78% healthy zone



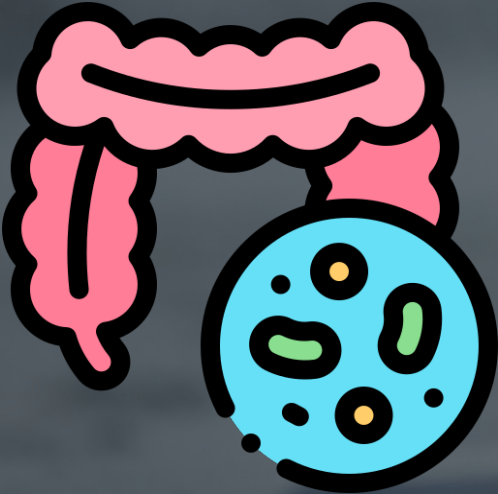
Blood Pressure

73-81% showed improvement

50-60% healthy zone

Observations

Importance of Gut Micro-biome



Nutriline products, diet, and lifestyle change works



Strong community, training, support and testing is important



Better, healthier lives.

A better, healthier planet.

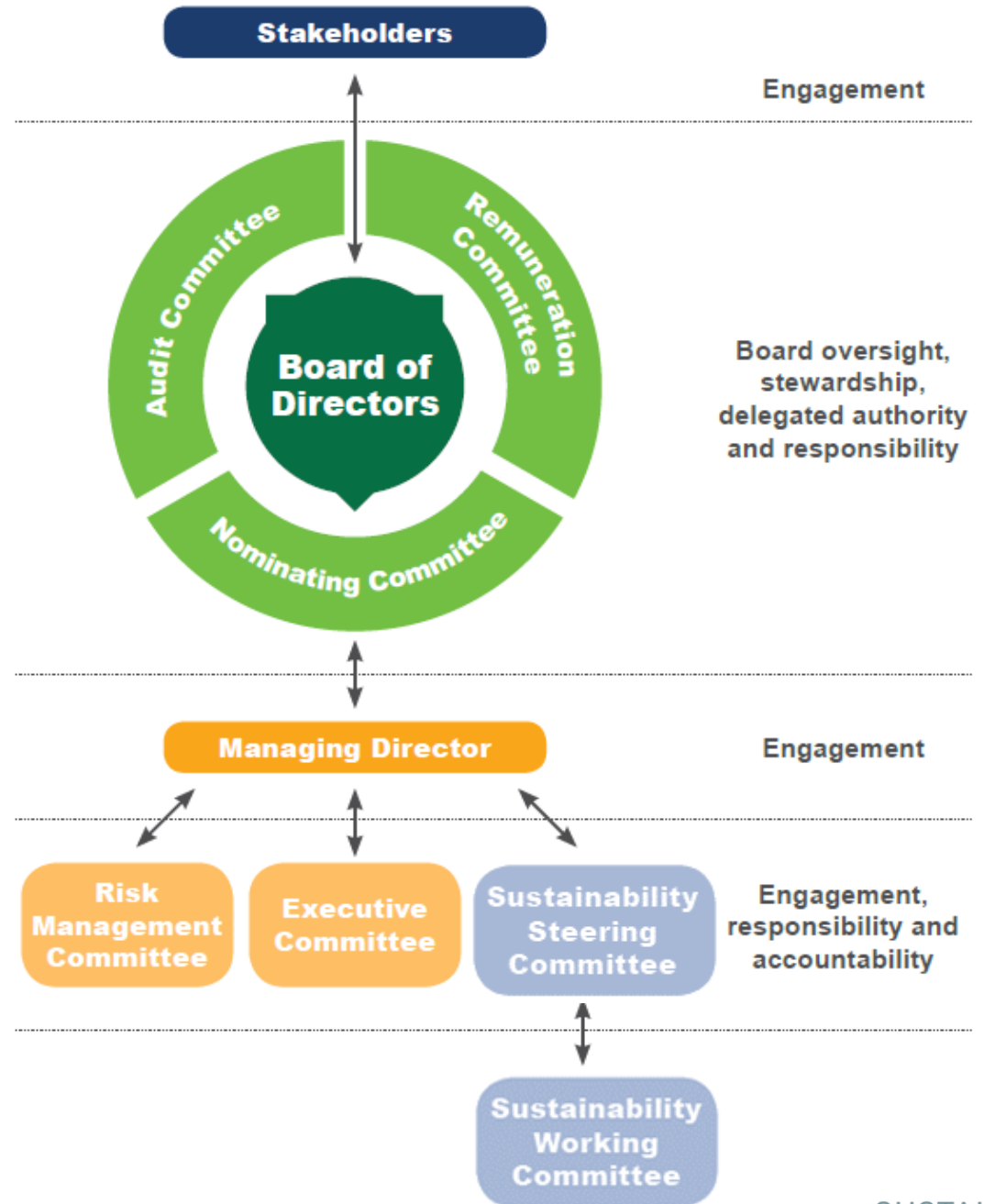
A more sustainable **Amway**

SUSTAINABILITY



SUSTAINABILITY

Leadership and governance



AMWAY's Sustainability Strategic Framework

2030



United Nations Sustainable Development Goals



Pillars and Strategic Approaches



Ethical Business Practices	Engaged Communities	Employee Welfare & Growth	Occupational Health & Safety	Diversity, Equity, Inclusion
Responsible Sourcing & Supply Chain	Data Privacy & Protection	Packaging & Waste	Energy Use & GHG Emissions	Water Use

The Group's Material Matters

Our Board of Directors

Diversity

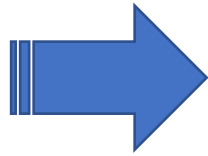
➤ Gender:

- ✓ 3 out of 8 Directors (38%) are women
- ✓ 2 women Directors hold committee chair positions - Audit Committee & Nominating Committee



Board Succession Plan

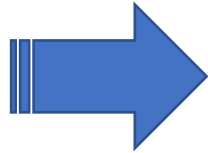
Board Chairperson



- **Tan Sri Faizah** retired as the Board Chairperson & Senior Independent Non-Executive Director (INED) after 9 years serving as an independent director (in line with MCCG 5.3).
- **En Abd Malik** was redesignated as Board Chairman & Senior INED and stepped down as AC Chairman, and a member of the NC & RC.

May 2023

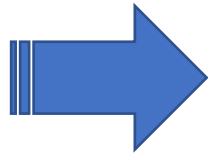
Board Members



- **Ms Ho Kim Poi** was appointed as an INED and a member of AC and RC.
- **Redesignated as the AC Chairperson** to replace En Abd Malik.

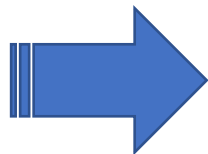
March 2023

May 2023



- **Pn Aida** (a nominee of PNB) stepped down and was replaced by **Pn Norhanifah**.

Jan 2024



- **Dato Abdullah** will retire upon the conclusion of the AGM on 23 May 2024, after serving 9 years as an independent director.
- The Board recommended **Datuk Harjeet** to succeed Dato' Abdullah. Datuk Harjeet's appointment is subject to the shareholders' approval at the AGM.

May 2024

Our Key Senior Management



Diversity

➤ **Gender:** 4 out of 6 positions (67%) are held by women



Join Mar
2024

Jason Leng
General Manager



Ng Ai Lee
Chief Financial Officer



Join Apr
2023

Jennifer Wang
Chief Sales & Experience Officer



Joanne Chong
Chief Marketing Officer



Wong Choom Yee
Head of Human Resources



Mohamad Zaihan Bin Mohamed Ariffin
Head of Corporate & Government Affairs

Estimated Annual Impact

From **2019**

YTD **2024**

Landfill Reduction
72% Recycle Rate



Waste To Energy
Step Towards Zero Waste Operation



Sustainable Energy
22.5% HQ Energy – Solar Panel

Circular Packaging

Recycled Material and Recyclable

Cartons, Tape, Bags, Dunnage, Labels



Water Conservation

68% Decrease



Electric Vehicle Charging



Digital First Ops

2M Pick List

20M Welcome Pack

2M Printed Receipts

After Sales Paperless



Remove Single Use Plastics

457K Annually Removed

Shop Operations

Office Centralized Waste Program



SUSTAINABILITY

AMWAY VOLUNTEERS (CSR)

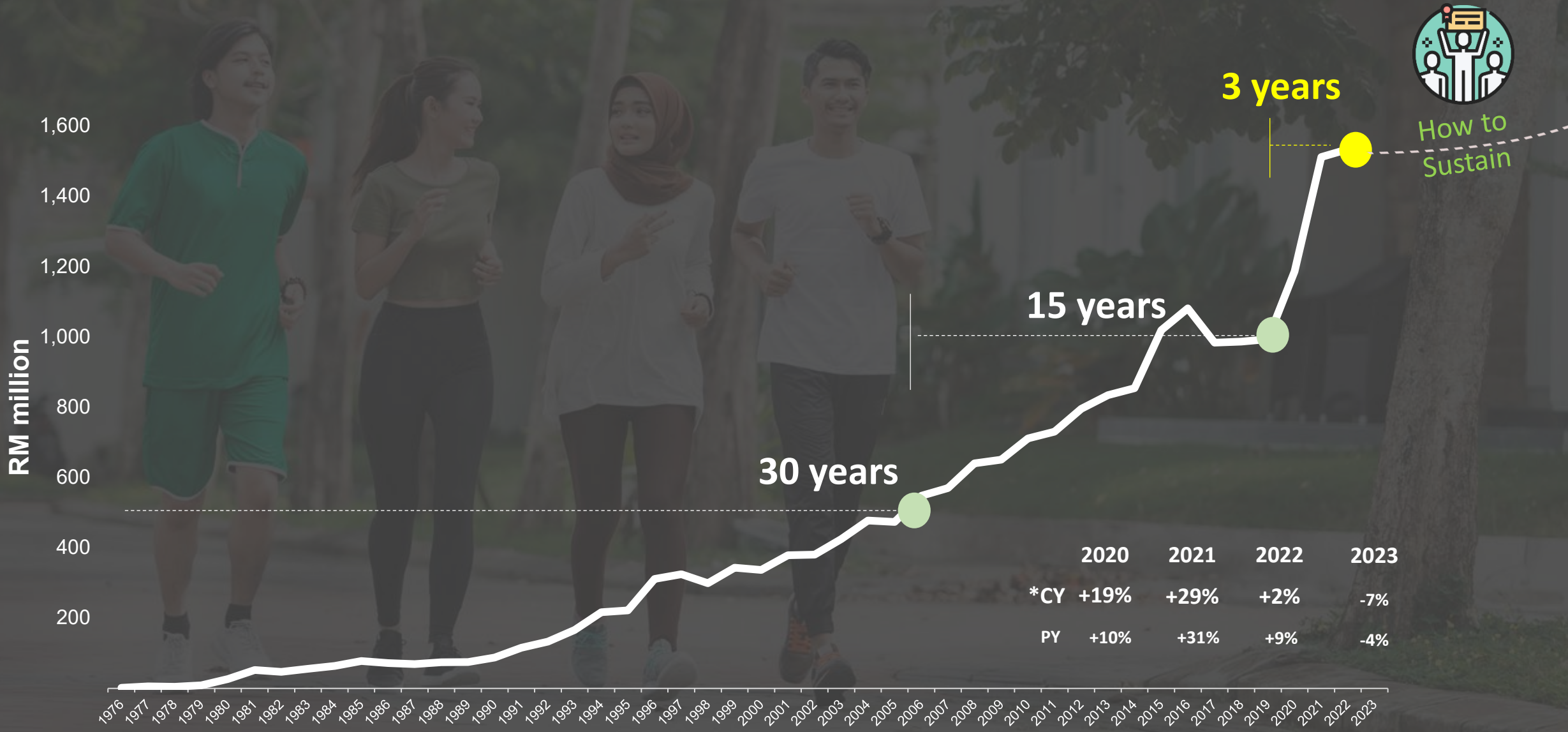


Amway Volunteers initiative is a study aid program where Amway employees provide free tuition in English, Mathematics, and Science to students aged 7 to 17 at Rumah Tunas Harapan (RTH) Sungai Buloh.



**MOVING FORWARD
2024**

After Latest PEAK – What NEXT?



How to Sustain

*Statutory Result

Founders' Vision & Purpose

Health & Wellbeing Direction

HEALTHY BODY

A key component in journey towards optimal Health + Wellbeing. Amway supports this journey through well-researched programs, products and solutions that target the health systems that maintain our physical wellbeing to extend cognitive, physical and emotional healthspan.

Healthy Planet

A healthy planet starts with healthy people, healthy plants and a healthy home. Amway is purposeful and impactful in our contribution to a healthier planet by working to reduce our environmental footprint through consciously created products and practices, and through delivering solutions that enable people to improve their personal environment and enjoy the benefits of living a more sustainable lifestyle.

FINANCIAL WELLBEING

Having control of your financial health contributes to a holistic wellbeing. Amway provides an opportunity for people who are passionate about health and wellness to achieve personal financial goals, feel secure about their financial future, and make choices that allow them to lead a life of fulfillment.



HEALTHY MIND

Mental clarity, focus, and mindfulness create a positive emotional state that is attained through social, emotional, and spiritual means. Amway provides pathways to enhance and sustain a healthy mindset and positive outlook through encouraging and stimulating communities, a culture of empathetic collaboration, and a deeply rooted understanding of the synergies between body and mind.

COMMUNITY CONNECTION

Building meaningful relationships is critical to providing a sense of belonging and social connectedness which can lead to longer life, better health, and improved wellbeing. By helping people foster new connections and by supporting the communities around us, Amway, in partnership with ABOs, leverages the transformative power of communities to satisfy the human need to connect with and feel valued by others.

PERSONAL GROWTH

Includes activities that develop a person's capabilities and potential, enhance quality of life and facilitate the realization of goals and aspirations. At Amway, we take a growth mindset approach to help people take the steps needed to optimize behavior, attitudes, values, actions and habits.

WHAT HAPPENS TO YOUR BODY *on Protein*

BRAIN

Proteins make up neurotransmitters, which help brain cells communicate with each other.

MUSCLES

Protein is key for the growth and repair of muscle cells after physical activity. More muscle helps burn more calories at rest.

IMMUNE SYSTEM

Antibodies are proteins that help protect the body from viruses and bacteria.

INSIDE OUR CELLS

Proteins make up enzymes, which catalyze numerous biochemical reactions aiding digestion, muscle and nerve function and even breathing.

HAIR, SKIN AND NAILS

Keratin is a type of protein that provides structure to hair, skin and nails.

BLOOD

Hemoglobin is a protein in blood that carries oxygen to the body's tissues.

HORMONES

Protein helps make up most of the body's hormones, which have important functions for reproduction, growth and development and appetite regulation.

TENDONS, BONES AND LIGAMENTS

Collagen and elastin are types of protein that provide structure to bones, tendons and ligaments.

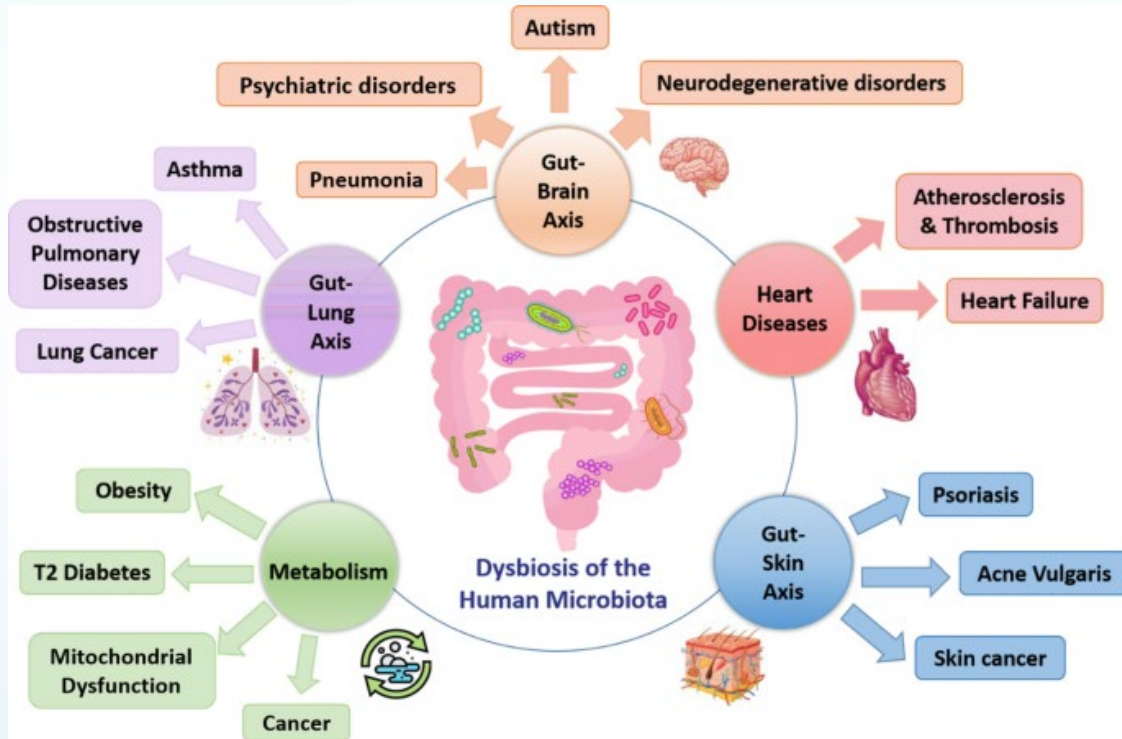


Solution

Start w/ PROTEIN (and Clean Water)

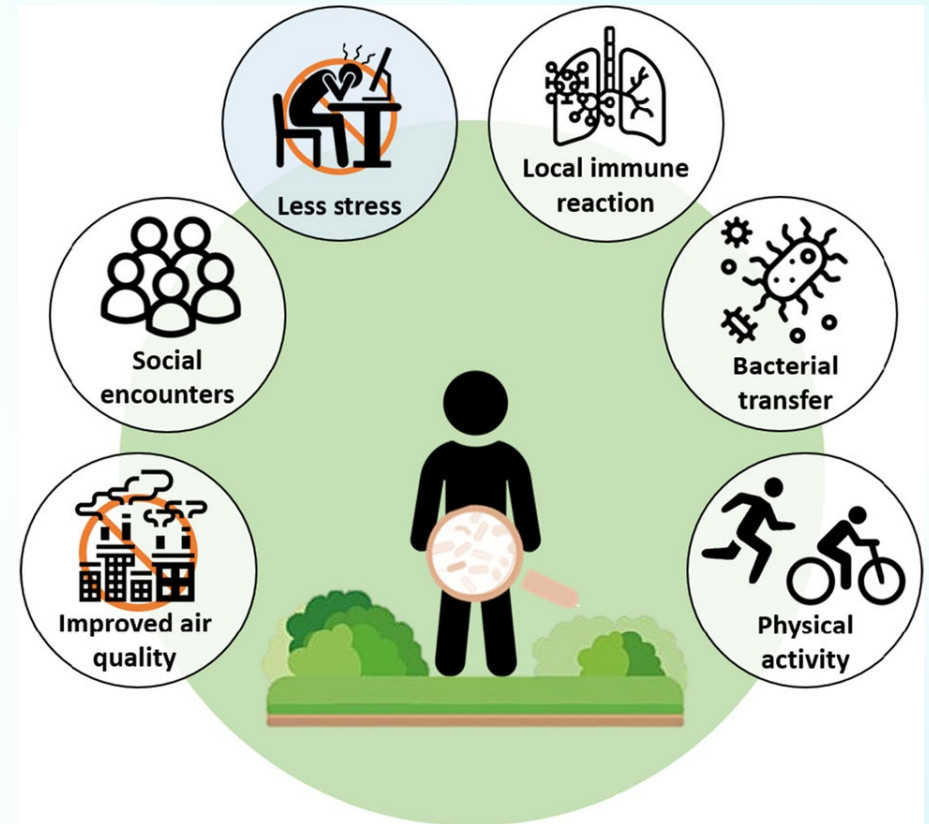
Gut Microbiome (In to Out)

Impacts All Aspects of Our Health



Gut Microbiome (Out to In)

Impacted By Numerous Factors & It Changes



Build Foundational Solution + N for All Stages of Human Needs

1 FOUNDATION

Protein & Gut microbiome foundation for optimal health

Life stage ↑
90s
80s
70s
60s
50s
40s
30s
20s

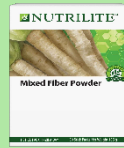
GUTPROtein Solution Daily Gut Protein Nutrition



Protein



Fiber



Probiotic



RESTORE

overall cell repair & regeneration, and support your gut lining

REPLENISH

the good bacteria in your gut with prebiotics

REPLACE

good, live bacteria in your gut with probiotics and support your gut in fending off harmful bacteria

2 IDENTIFY

Specific short-term and long-term health-span support



3 TARGET

Personalized Nutrients

GutRESET

Weight Management Program

Holistic healthy lifestyle programme focused on health awareness, gut health, balanced diet, exercise, and supplementation





ABO ENABLED TRAINING & SUPPORT

- > Better Me Story Telling
- > Community Engagement



ABO Led Health & WELL-BEING COMMUNITY MODEL

H&W Community Support for ABO



AUTHORITATIVE CONTENT

A

Amway Focus Areas

- 1 Science-Based Foundational Solution
- 2 SOP Linked to Foundational Solution
- 3 Enabling Community
Via Content and Social Media Platforms
- 4 Account Managers have Training & Tools
to support ABO Success
- 5 Linking Foundational Solution to Bronze



THANK YOU

Amway



FINANCIAL PERFORMANCE

Ng Ai Lee, Chief Financial Officer

Our Performance



Sales Revenue
RM 1,408.3million



Profit Before Tax
RM 152.6 million



Net Profit
RM 115.9 million

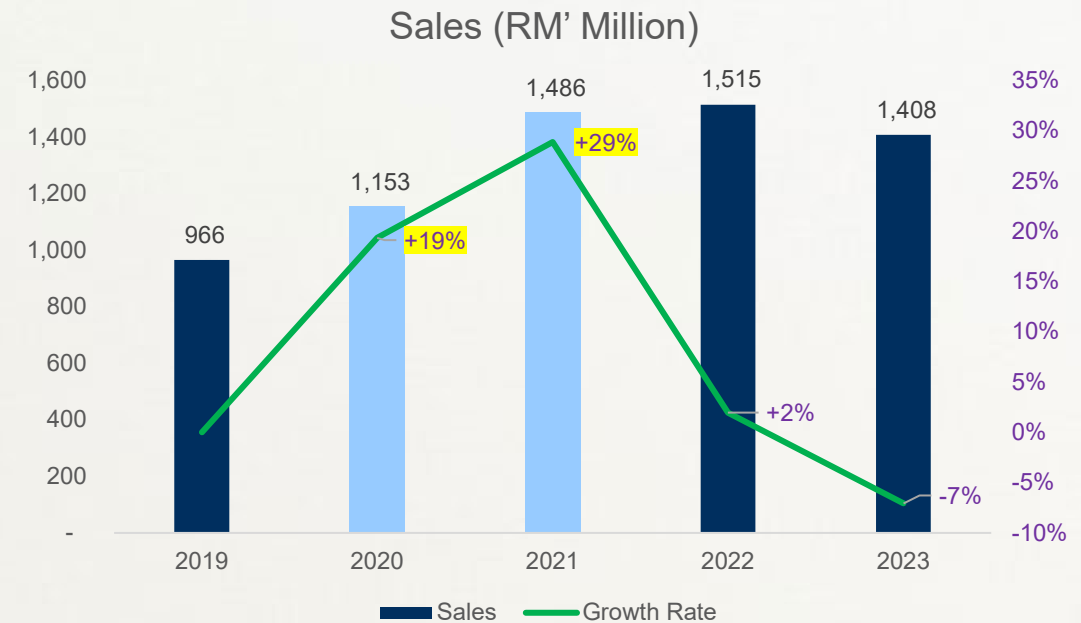
Sales Revenue

 **7.0%** vs PY

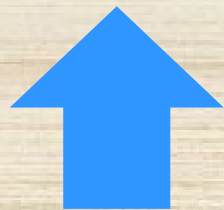
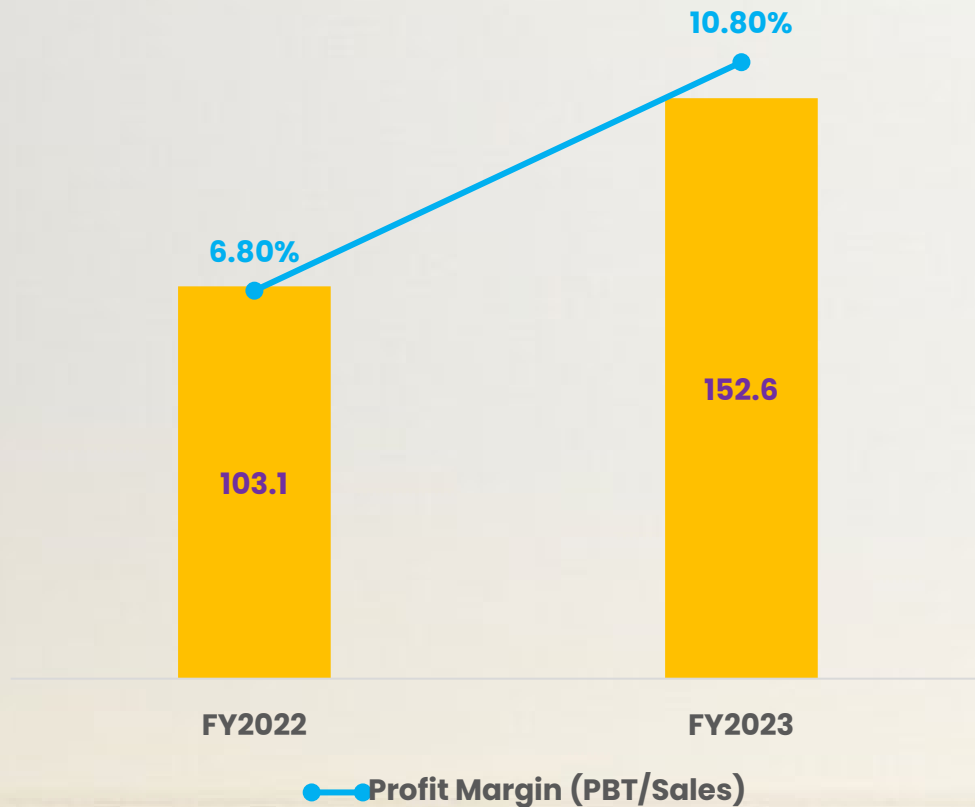
FY2023 RM1,408.3 million | FY2022 RM 1,514.8 million

Sales decline due to:

- ✓ On the back of exceptional growth in year 2020 & 2021 and a marginal growth in FY2022;
- ✓ Weaker demand for health & wellness products & home appliances.
- ✓ Surge in inflationary pressure dampening consumer sentiment and spending ability; and
- ✓ Consumer priorities shifting away from pandemic-specific health concerns.



Profit Before Tax (RM'mil)



48.0% vs PY
+4.0% profitability

Profit Before Tax (PBT)

The significant increase in PBT (48.0%) is mainly attributable to:

- Lower ABO incentives payout in tandem with lower sales; and
- Price increase.

FY2023 RM152.6 million | FY2022 RM103.1 million

Dividend Payout



Dividend policy:

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

Dividend payout 2023:

- Total dividend : **60.0 sen** (2022: 38.0 sen)
- Dividend payout: **RM98.6mil** (2022: RM62.5mil)

THANK YOU

Amway



Amway

29TH ANNUAL GENERAL MEETING

23 MAY 2024

Agenda 1

Receive the Audited Financial Statements for the financial year ended 31 December 2023 together with the Directors' and the Auditors' Reports thereon



Agenda 2 (Resolution 1)

Re-election of
En Abd Malik Bin A
Rahman as Director



Agenda 3 (Resolution 2)

Re-election of
Pn Norhanifah Binti
A.Jalil as Director



Agenda 4 (Resolution 3)

Appointment of
Datuk Harjeet Singh
A/L Hardev Singh as
Director



Agenda 5 (Resolution 4)

Approve the Directors' fee of up to RM132,000 payable to En Abd Malik Bin A Rahman, the Chairman and the Senior Independent Non-Executive Director, for the financial year ending 31 December 2024

Agenda 6 (Resolution 5)

Approve the Directors' fee of up to RM35,600 payable to Dato' Abdullah Thalith Bin Md Thani, the Nominating Committee Chairman and the Independent Non-Executive Director, for the financial period from 1 January 2024 to 23 May 2024

Agenda 7 (Resolution 6)

Approve the Directors' fee of up to RM94,300 payable to Ms Ho Kim Poi, the Audit Committee Chairperson and the Independent Non-Executive Director, for the financial year ending 31 December 2024

Agenda 8 (Resolution 7)

Approve the Directors' fee of up to RM82,100 payable to Mr Low Han Kee, the Non-Independent Non-Executive Director, for the financial year ending 31 December 2024

Agenda 9 (Resolution 8)

Approve the Directors' fee of up to RM94,800 payable to Datin Seri Azreen Binti Abu Noh, the Independent Non-Executive Director, for the financial year ending 31 December 2024

Agenda 10 (Resolution 9)

Approve the Directors' fee of up to RM75,100 payable to Pn Norhanifah Binti A.Jalil, the Non-Independent Non-Executive Director, for the financial year ending 31 December 2024

Agenda 11 (Resolution 10)

Approve the Directors' fee of up to RM53,200 payable to Datuk Harjeet Singh A/L Hardev Singh, the incoming Independent Non-Executive Director, for the period from 23 May 2024 to 31 December 2024 (subject to passing of Resolution 3)

Agenda 12 (Resolution 11)

Approve the Directors' benefits of up to RM138,400 for the financial year ending 31 December 2024

Agenda 13 (Resolution 12)

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

Agenda 14 (Resolution 13)

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

Agenda 15

Any other business



Amway

29TH ANNUAL GENERAL MEETING

Q&A

Questions received in advance (cont'd)

Q1.

Any guidance on revenue and profit growth, as well as profit margin for FY2024? Based on the current situation and barring any unforeseen circumstances, does management expect to achieve profit growth for FY2024?

Questions received in advance (cont'd)

Q2.

With the Limited Risk Distributor (LRD) transfer pricing methodology, will stronger MYR benefit the Company's profit? LRD methodology valid for how long, is it permanent?

Questions received in advance

Q3.

Since the pandemic, Amway AGMs have been on a virtual basis. As the Covid situation is under control, perhaps face-to-face AGMs can be re-introduced.

Loyal shareholders have not received any door gifts since the pandemic. Amway should reintroduce door gifts even when AGMs are held virtually. The door gifts can be sent to shareholders' registered address. This is being done by a company where I am also a shareholder.



Amway

29TH ANNUAL GENERAL MEETING

Live Streaming
Questions



Amway

29TH ANNUAL GENERAL MEETING

Thank You
