



**AMWAY (MALAYSIA) HOLDINGS BERHAD  
ANALYST BRIEFING  
28 FEBRUARY 2020**



## 2019 BUSINESS HIGHLIGHTS

**Mike Duong, Managing Director**

# 2019 New Products



Signature Select Masks - Jan



Nutrilite Soy Protein Drink  
(Family size) - March



Artistry Hydra V set - March



ARTISTRY Studio (NYC &  
Paris) - April



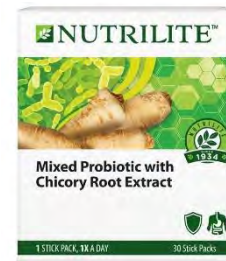
ARTISTRY Studio  
Parisian Style Edition  
Bodylicious Bébé - April



essentials by Artistry 3 step  
Skin Care – May



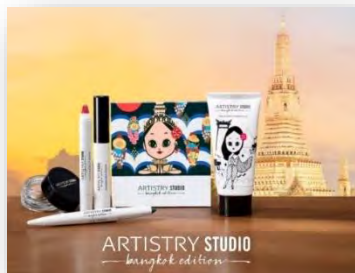
ARTISTRY Phyto  
UV Protect - July



Mixed Probiotic with  
Chicory Root Extract -  
July



Glister duo - July



ARTISTRY Studio  
(Bangkok) - August



XS Whey Protein Chocolate  
Flavour - October



XS Mango Pineapple  
Guava - October



BodyKey Snack Bar On-The-Go  
Seaweed Flavour - November



Artistry Intensive  
Skincare - December

Introduced 10 products and 4 bundles



# COMPANY ORGANISED PRODUCT RALLIES





# SUPPORTING & EMPOWERING ABO ORGANISED COMMUNITIES



ABO-support activities were conducted all over Malaysia with turnout of more than 30k

# 2019 Awards and Accolades



**Reader's digest –  
15<sup>th</sup> Consecutive Year**



2019 - GOLD AWARD FOR  
MALAYSIA UNDER VITAMINS  
HEALTH SUPPLEMENTS  
CATEGORY



**Reader's digest –  
13<sup>th</sup> Consecutive Year**



ASIA

2019 - GOLD AWARD FOR  
MALAYSIA & ASIA UNDER WATER  
PURIFIER CATEGORY



MALAYSIA



**Frost & Sullivan –  
10<sup>th</sup> Consecutive Year**



ASIA PACIFIC HOME  
WATER TREATMENT  
COMPANY OF THE YEAR



Top Employer 2018 & 2019 for  
Malaysia & Asia Pacific

**3<sup>rd</sup> Consecutive Year**



# Build Loyal ABOs & Buyers



Total  
Buyer

2%



Repeat  
Buyer

2%



# Enhancement of Services & Infrastructure

## Centralized warehouse



## Delivery

LAZADA  
COM.MY

11ST  
www.11street.my

Lelongmy

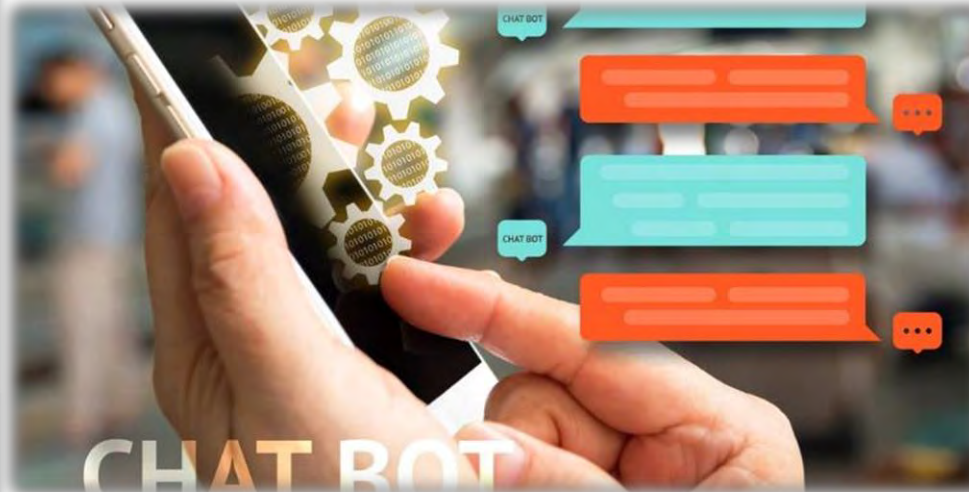
GEMFIVE

youbeli  
Everyday Shopping

Shoppu logon

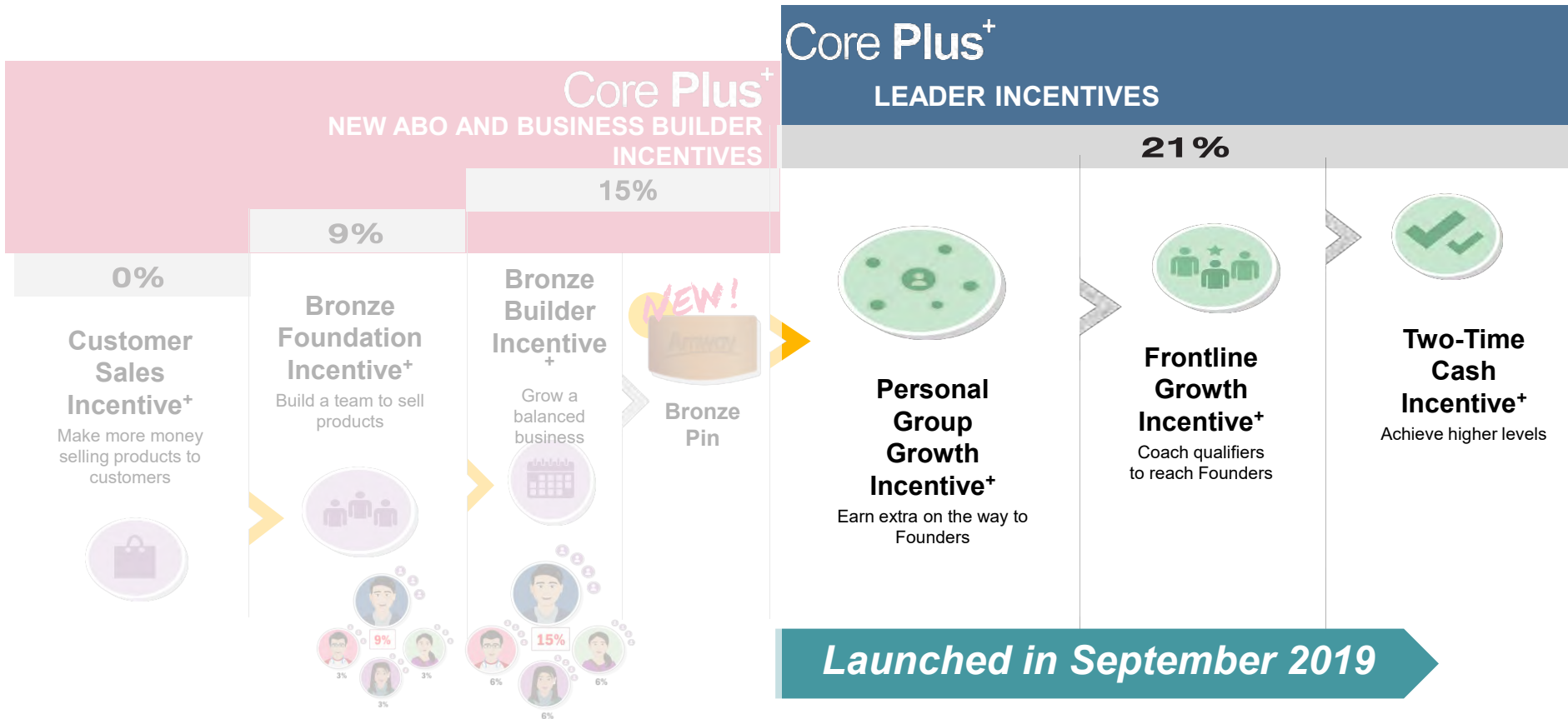


## CUSTOMER SERVICE





# Reward ABOs for Building Strong, Sustainable Business



# Readiness for Core Plus<sup>+</sup> Launch



## Staff Training



## 19 Instructor-Led Live Workshops



## Strategic Account Rallies



## ABO Center Training

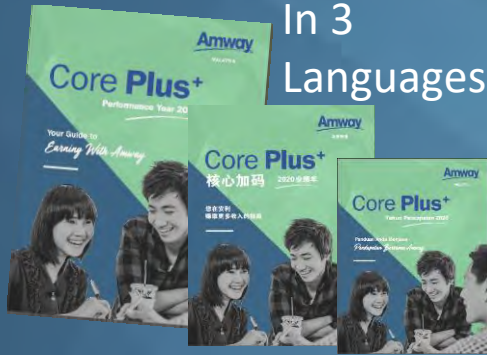




# ABO Tools Readiness

## Core Plus<sup>+</sup> Support Materials

Brochure  
In 3  
Languages



Frequently  
Asked  
Question



Core Plus<sup>+</sup>



Workshop  
workbook



Core Plus<sup>+</sup>  
Digital Business Tools



Communication and Training  
Assets



Core Plus Planner



A

# ABO LEADERS GROWTH & ACHIEVEMENT







Create emotional connection with **WOW Experience/Program** &  
Create opportunity to share **a WOW Story a day**



## Partnership with ABO Leader

PLATINUM FORUM  
MARCH 2015

	Time	Team	Venue
<b>CENTRAL MOUNTAIN</b> 14 March 2019	8.00pm-10.00pm	Peating Jay	New West Peating Jay Hotel
<b>NORTHERN</b>			
Central 14 March 2019	8.00pm-10.00pm	Peating Jay	Esquimaux Inupiat Inuit Centre
Thursday 14 March 2019	8.00pm-10.00pm	Peating Jay	Esquimaux Inupiat Inuit Centre
<b>SOUTHERN</b>			
Central 14 March 2019	8.00pm-10.00pm	Melissa Jucker-Burns	Rainbow Falls
Thursday 14 March 2019	8.00pm-10.00pm	Melissa Jucker-Burns	Rainbow Falls
<b>EAST MTA</b>			
Central 14 March 2019	8.00pm-10.00pm	Steve	Wadeville
Thursday 14 March 2019	8.00pm-10.00pm	Geoffrey	Wadeville
Friday 15 March 2019	8.00pm-10.00pm	Geoffrey	Wadeville
Friday 15 March 2019	8.00pm-10.00pm	Karla Krukowski	Wadeville
Friday 15 March 2019	8.00pm-10.00pm	Karla Krukowski	Wadeville
<b>EAST COAST</b>			
Central 14 March 2019	8.00pm-10.00pm	Kristian	Zach's Hotel
Thursday 14 March 2019	8.00pm-10.00pm	Kristian	Zach's Hotel
<b>BRUNO</b>			
Central 14 March 2019	8.00pm-10.00pm	Samuel	Samuel's House

Kinfolk registered at [www.mtsnw.com/mountain-music](http://www.mtsnw.com/mountain-music) by 8:00am March 14.

PLATINUM FORUM  
OCTOBER 2019

CENTRAL	Time	Topic	Speaker
Thursday, 10 October 2018	8:00am-10:00am	Planning and	Bob Hocking/John Appleby
<b>NORTHWEST</b>			
Wednesday, 10 October 2018	8:00am-10:00am	Software tools	Samuel Hogg
Thursday, 11 October 2018	8:00am-10:00am	Software tools	Samuel Hogg
<b>SOUTHWEST</b>			
Wednesday, 10 October 2018	8:00am-10:00am	Cloud 1	Andrew Hogg
Thursday, 11 October 2018	8:00am-10:00am	Cloud 2	David Turner/John Appleby
<b>EASTWYRE</b>			
Wednesday, 10 October 2018	8:00am-10:00am	Accounting	Simon Wright/John Appleby
Thursday, 11 October 2018	8:00am-10:00am	Cloud 1	Michael Hogg
Friday, 12 October 2018	8:00am-10:00am	Cloud 2	Simon Wright/John Appleby
Friday, 12 October 2018	8:00am-10:00am	Cloud 3	Andrew Hogg
<b>EASTDEVON</b>			
Wednesday, 10 October 2018	8:00am-10:00am	Accounting	Simon Wright
Thursday, 11 October 2018	8:00am-10:00am	Cloud 1	Michael Hogg
<b>BRISTOL</b>			
Wednesday, 10 October 2018	8:00am-10:00am	Accounting	Simon Wright
Thursday, 11 October 2018	8:00am-10:00am	Cloud 1	Michael Hogg
Friday, 12 October 2018	8:00am-10:00am	Cloud 2	Simon Wright
<b>BRISTOL</b>			
Wednesday, 10 October 2018	8:00am-10:00am	Accounting	Simon Wright
Thursday, 11 October 2018	8:00am-10:00am	Cloud 1	Michael Hogg
Friday, 12 October 2018	8:00am-10:00am	Cloud 2	Simon Wright

Kindly register at [www.aimmy.org/uk/uktechnology/TrainingEvents](http://www.aimmy.org/uk/uktechnology/TrainingEvents) by 4th October 2018

Kindly register at [www.amway.my/en/knowledge/TrainingEvents](http://www.amway.my/en/knowledge/TrainingEvents) by 4th October 2019.

**Amway** **NEW**  
**PLATINUM**  
**SEMINAR**







the  
power  
of 5

NUTRILITE™ Power of 5 Campaign is designed to **build awareness** of childhood malnutrition, address the critical need for **proper nutrition during the first 5 years of life** and offer a way that **everyone can help.**

**Amway™**

Over 2,300 children





# ***NUTRILITE POWER OF 5 CAMPAIGN (2017-2019)***

**JOIN THE FIGHT AGAINST CHILDHOOD MALNUTRITION**

***Over RM1,500,000***

- Donations via Power of 5 Website: **RM262,910+**
- Donations from ABOs: **RM1,068,977+**
- Nutrilite™ FAV Gift Set Bundle: **RM200,780**
- Handprint Wall Campaign: **RM44,200 (@85)**

***1 Month Supply of Nutrilite™ LITTLE BITS: 150,000 children***



# Other CSR (2019 - 2020)

## ATMOSPHERE™ DONATION

**RM1,121,904**



Ministry of Health Malaysia



**MAKNA**

— Majlis Kanser Nasional —  
National Cancer Council

Jabatan  
**KEBAJIKAN**  
Masyarakat





A person's hands are visible holding a white rectangular sign. The sign has bold, dark red text. The background is a soft-focus bokeh of warm, golden-yellow and orange lights, suggesting an indoor setting with festive or warm lighting. The text on the sign is arranged in four lines, centered horizontally.

**TODAY'S  
PREPARATION...  
TOMORROW'S  
SUCCESS**







Staff  
Growth  
Mindset



Partnership



eCommerce  
Platform



Rules of  
Conduct

## 2020 FOCUS

Get **BETTER**...  
in order to Grow

# BIGGER



Better  
Service



Products  
(win with  
Nutralite)



HEBAT  
Community



Launch  
Privileged  
Customer

POINTS

RETURNS

SPEED  
&  
VALUE

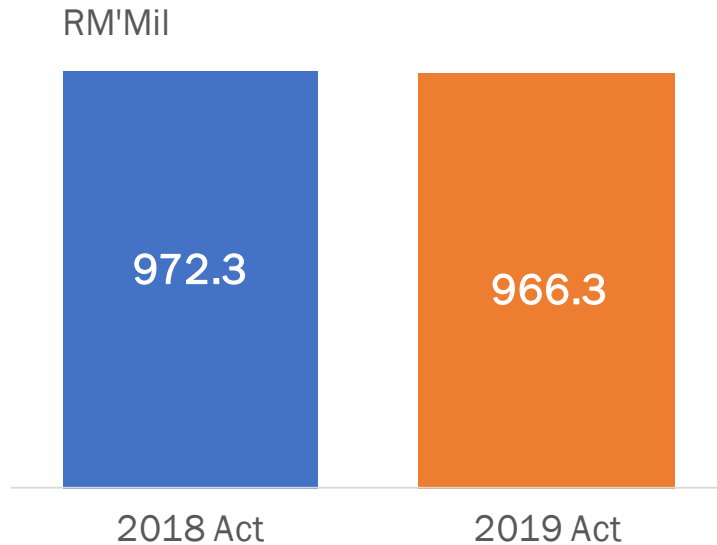


## 2019 FINANCIAL REVIEW

**Ng Ai Lee, Chief Financial Officer**



# Sales Performance Review

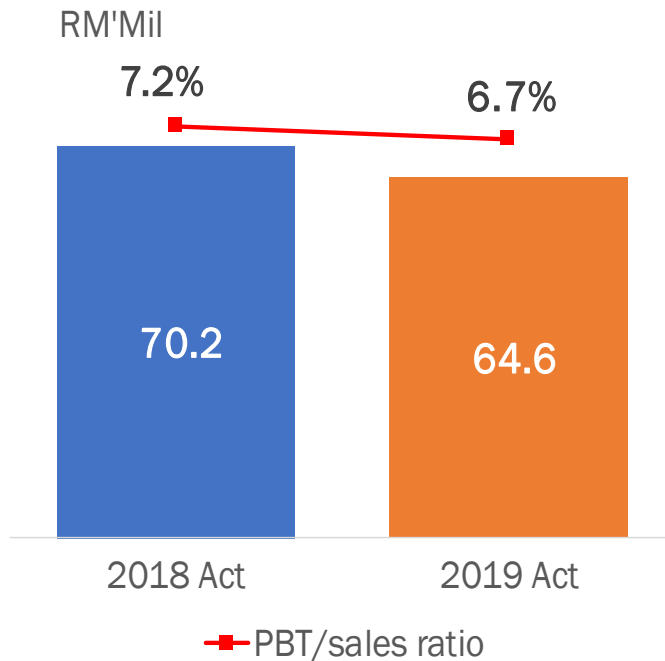


- ✓ Group revenue for the twelve months ended 31 December 2019 declined by 0.6% compared with the same period last year due to softer response to sales and marketing promotions in the third quarter of 2019.




**-0.6%** vs PY

# PBT Performance Review



- ✓ PBT declined by 8.0% mainly due to higher selling and administrative and distribution expenses; these were partially offset by lower import cost arising primarily from full year favorable forex.

 **-8.0%** vs PY  
-0.5% profitability



# Dividend

Net Dividend per share (sen)



- ✓ Dividend policy: Dividend payout ratio of no less than 80% of current year net earnings.
- ✓ 2019:
  - 88% of net earnings
  - Net dividend payout of RM45.2 mil

**THANK YOU**

***Amway***



**THANK YOU**



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