



AMWAY (MALAYSIA) HOLDINGS BERHAD
FY2022 ANALYST BRIEFING
3 March 2023

Amway Year in Review Video 2022





AMWAY (MALAYSIA) HOLDINGS BERHAD
FY2022 ANALYST BRIEFING
3 March 2023



FINANCIAL PERFORMANCE

Ng Ai Lee, Chief Financial Officer

Our 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**

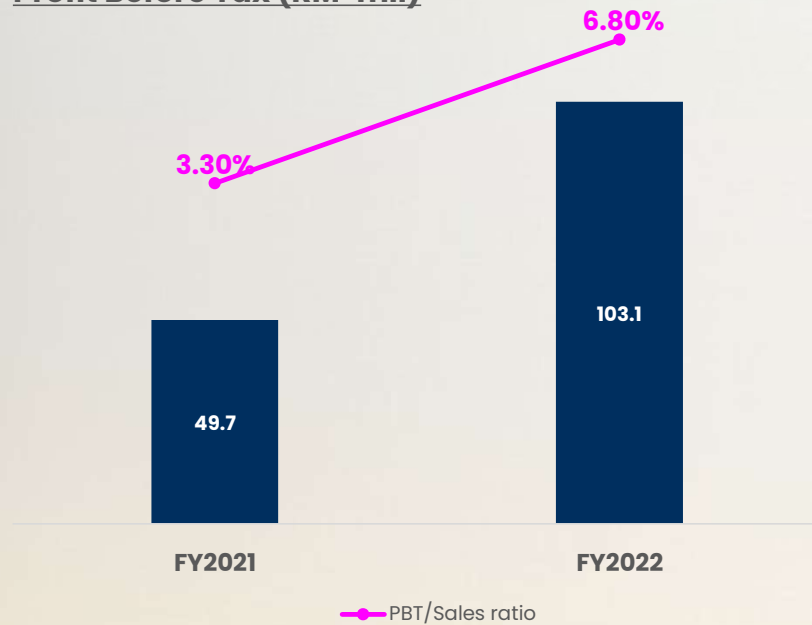
FY2022 RM 1,514.8 million | FY2021 RM 1,485.9 million

Higher sales driven by:

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



Profit Before Tax (RM' mil)



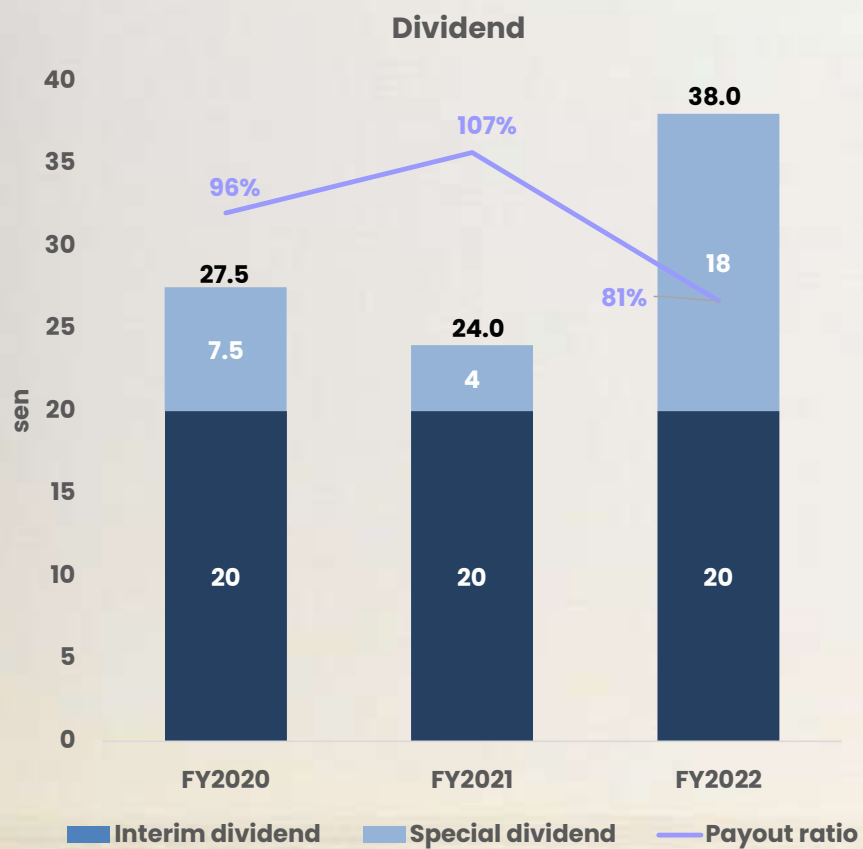
107.3% vs PY
3.5% profitability

FY2021 RM103.1 million | FY2021 RM49.7 million

Profit Before Tax

The significant increase in PBT (107.3%) is mainly attributable to:

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



Dividend Payout

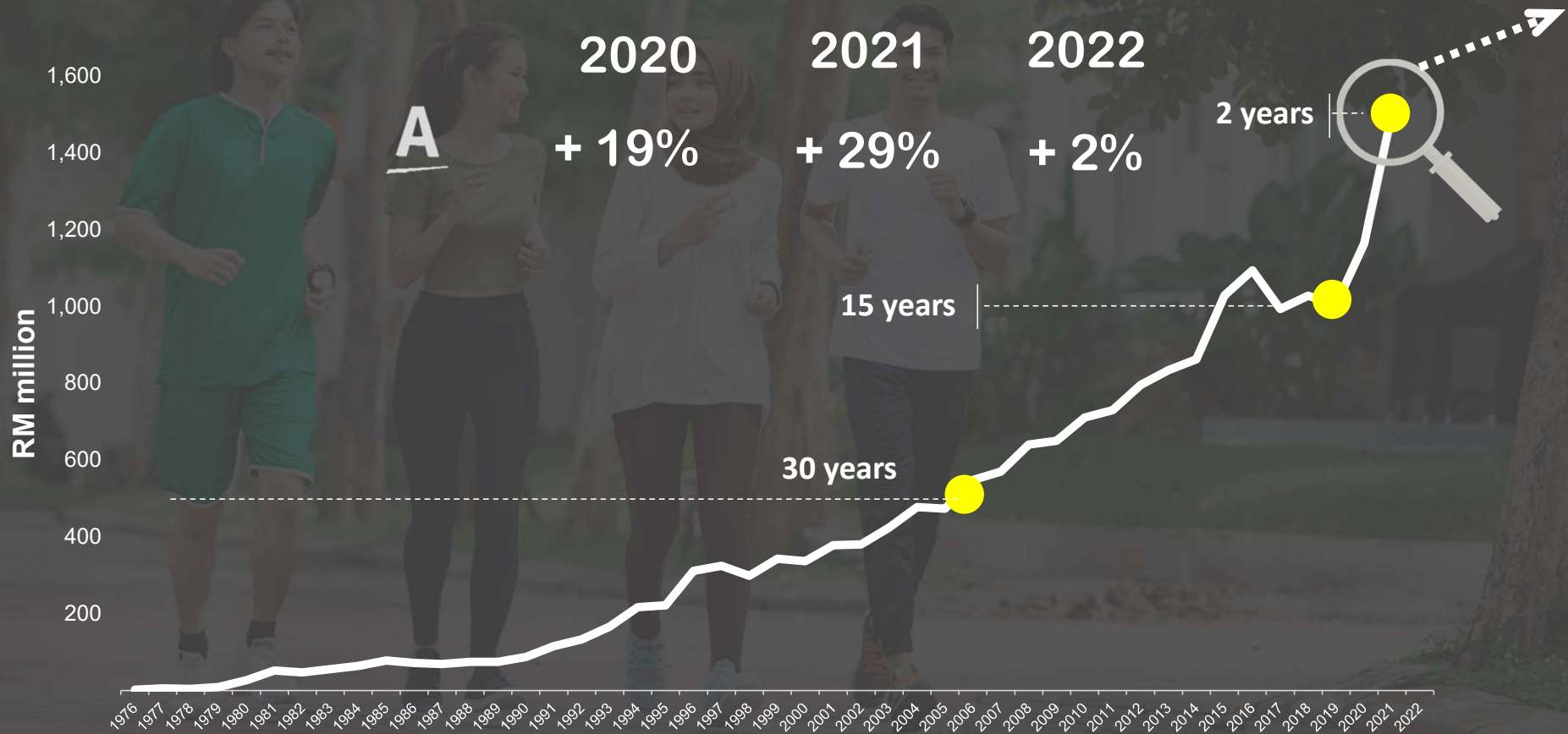
- ✓ Dividend policy: Dividend payout ratio of no less than 80% of current year's net earnings
- ✓ The Group's dividend payout in 2022:
 - Total dividend: **38.0 sen** (2021: 24.0 sen)
 - Dividend payout: **RM62.5mil** (2021: RM39.5mil)

A photograph of two men in business suits shaking hands over a table. The man on the right has a beard and is wearing a dark suit with a patterned tie. The table in the foreground has coffee cups and a glass carafe. The background shows a large window with a view of a city.

BUSINESS HIGHLIGHTS

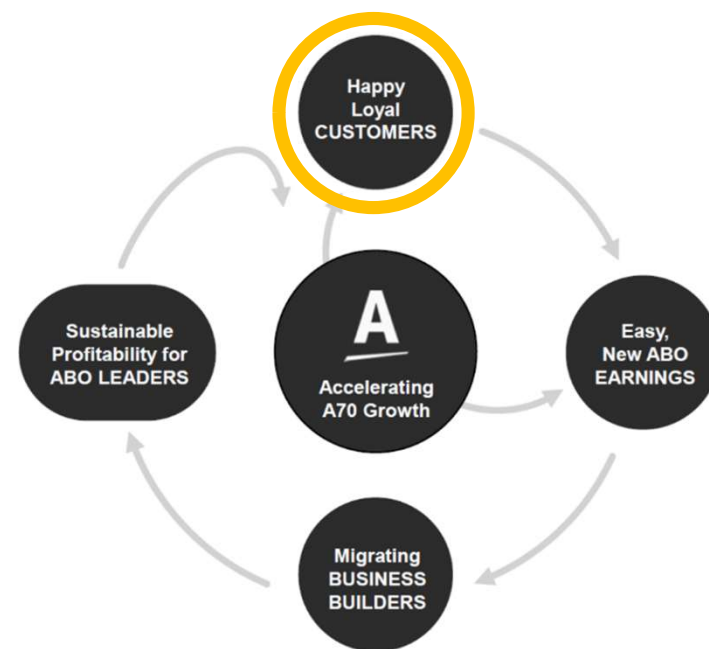
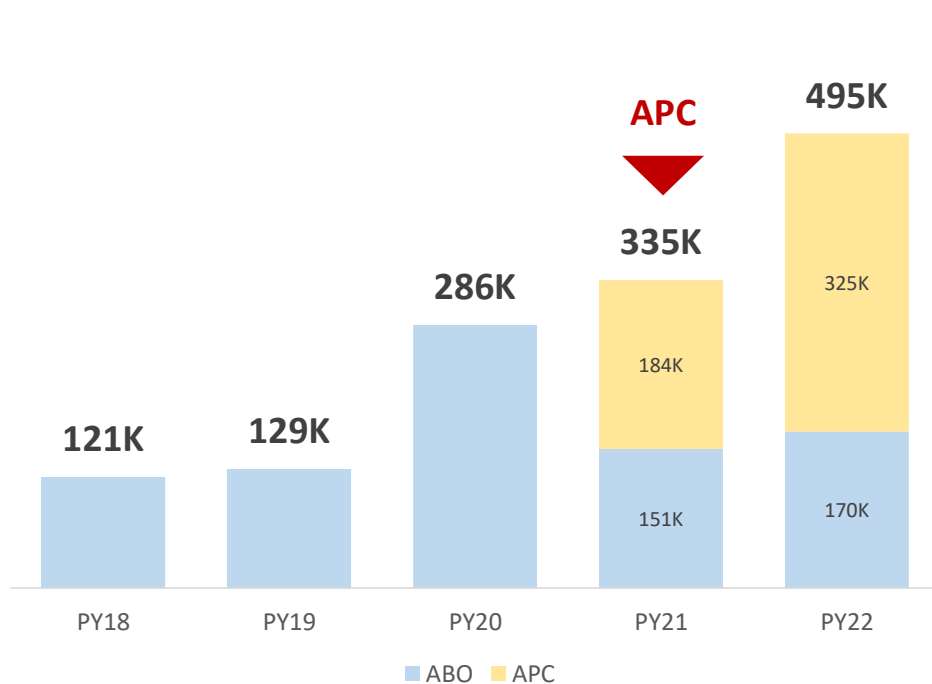
Mike Duong, Managing Director

Stable and Sustainable Growth for 47+ years



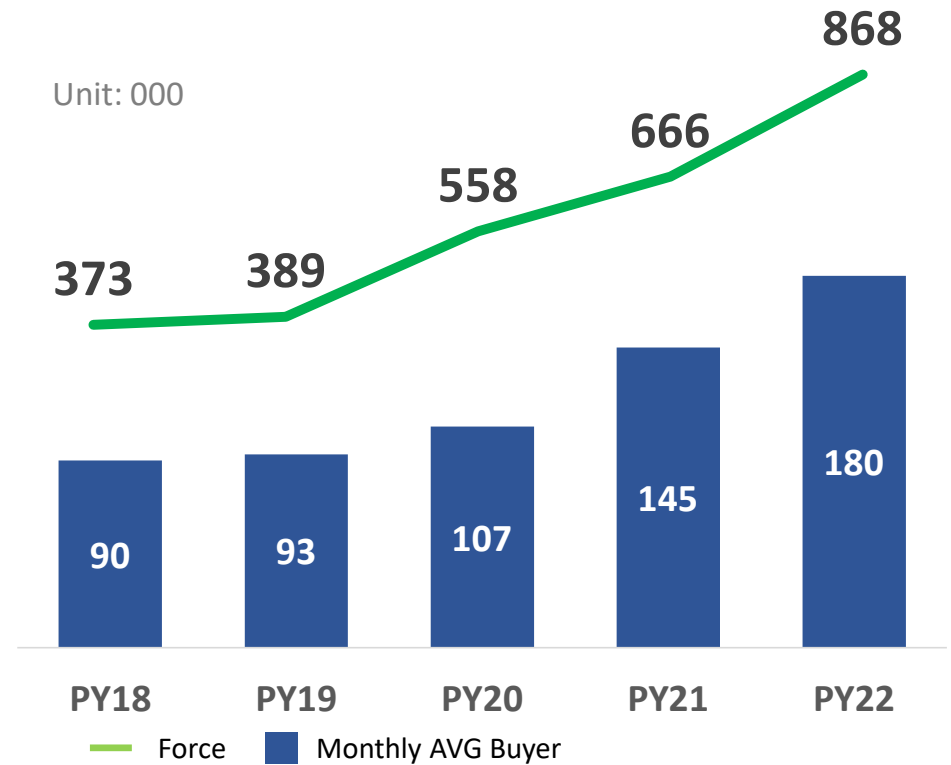
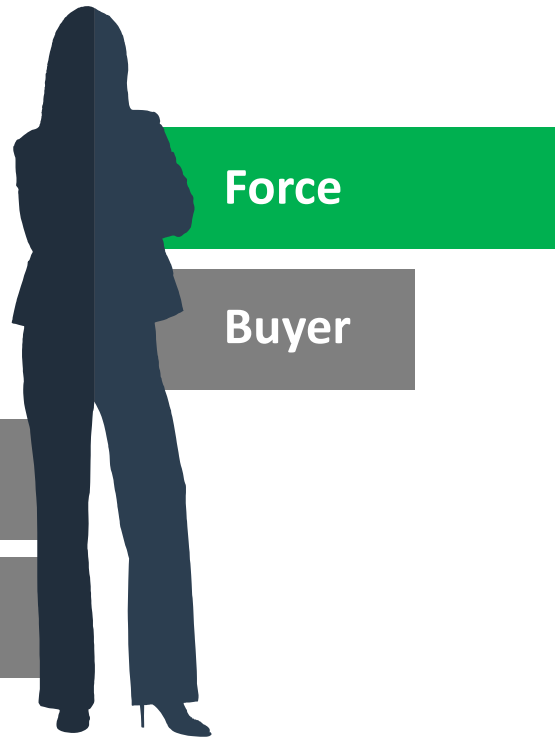
New Sign Up

Happy Loyal Customers



Business Foundation

Buyer Growth





Amway Sustainability CULTURE

2022

Landfill Reduction
76% Recycle Rate

Recycled Packaging
Carton & Air Pillow

Water Conservation
Low Flow Faucet & Toilet

Digital Pick List
2M+ Sheets of Paper

2023

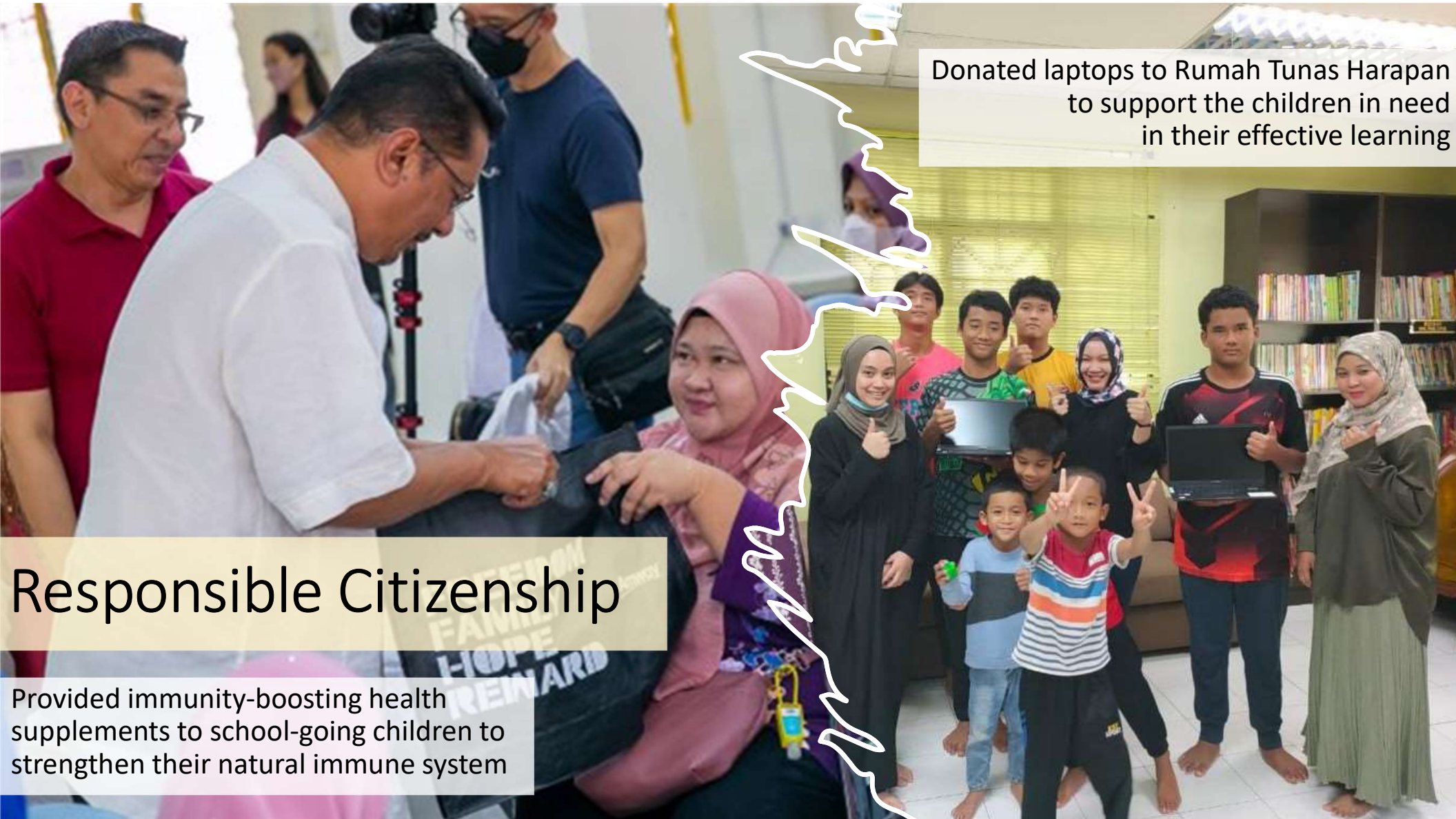
Enhanced Recycling Programs

Sustainable Energy Investment

Electric Vehicle Charging

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

2022 NEW PRODUCTS & BUNDLES



DOUBLE X



Botanical Beverage Series



Cranberry Fruit Drink



XS Ignite



BodyKey Start-Up Pack



Nutriline Seize The Day Kit



Nutriline 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 COUPON

Advance Order

What We Have **Launched** To Support ABO Business



**40-60 Products/Bundles
Launched Per year**









A

MOVING FORWARD

**Amway Malaysia
Big Health Plan**

Key MSB Focus in 2020

 <p>#1 Launch amway.my (inc. SG & BR)</p>	 <p>#2 Launch APC Customer Program</p>	 <p>#3 Core+ for Leaders & Early ABOs</p>
 <p>#4 ABO Shopping (Fix Delivery Pain)</p>	 <p>#5 Win with Nutralite</p>	 <p>#6 Sustainable BUMI Business Growth</p>

Key MSB Focus in 2023.. Forward

 <p>#1 Health & Wellness "BIG HEALTH"</p>	 <p>#2 Unauthorized Selling</p>	 <p>#3 Feedback on Core+ (CSI in particular)</p>
 <p>#4 Launch Mobile App</p>	 <p>#5 Profitability (FX, Inflation, Rising Costs)</p>	 <p>#6 Other (Succession, 50th, ??)</p>

lack of exercise malaysian - Google x NST 73% of Msians die of hypertensio x +

nst.com.my/news/2017/04/228008/73-msians-die-hypertension-diabetes-heart-disease-moh

Malaysia, Singapor...


Trending account due to unauthorised transactions NATION Immigration officer who cursed man at UTC counter transferred to another d

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NEW STRAITS TIMES

73% of Msians die of hypertension, diabetes, heart disease: MOH

By Bernama - April 7, 2017 @ 8:55am



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nutrilite dr sa... C:\Users\aiufc... Inbox - micha... Photo - Messa... Physical Prese... 73% of Msian... NextGen Dou... 154322.jpg - ... 27 ... 5:15 PM



>50% of
adults in Malaysia are
overweight or obese
according to BMI



>40% of
adults in Malaysia have
high cholesterol levels...



>30% of
adults in Malaysia have
high blood pressure...



>20% of
adults in Malaysia
have diabetes...



Nutriline: 90th Year Anniversary

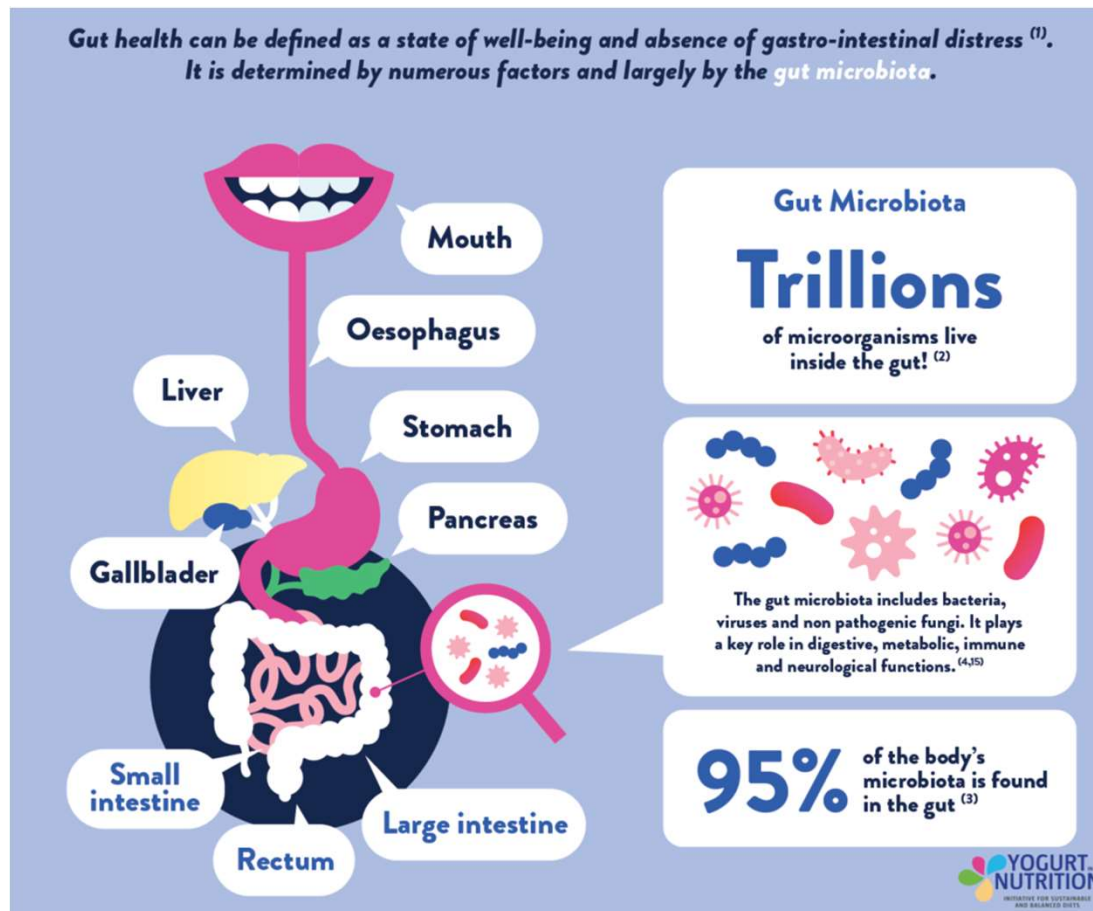
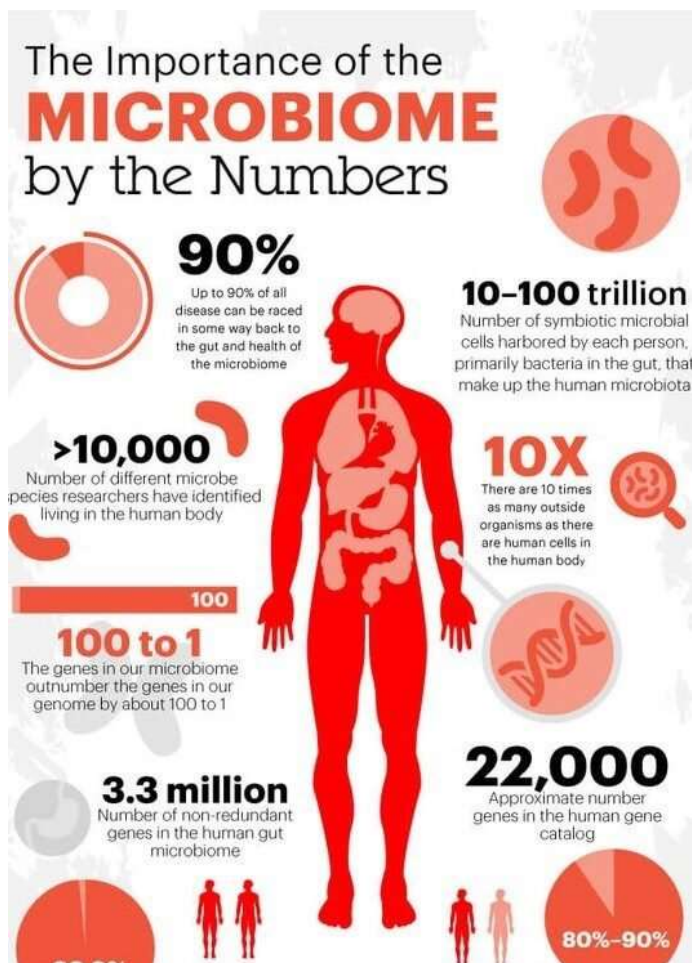




LAUNCH OF GUT RESET PROGRAM

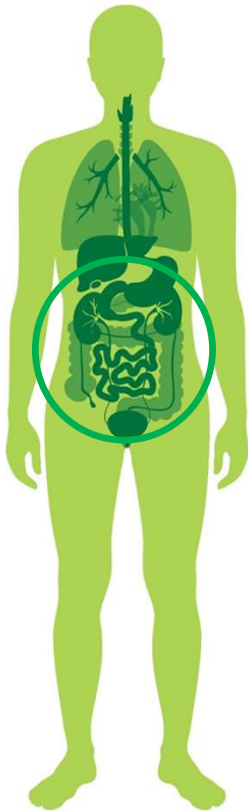


Importance of GUT MicroBIOME





GUT Feeling



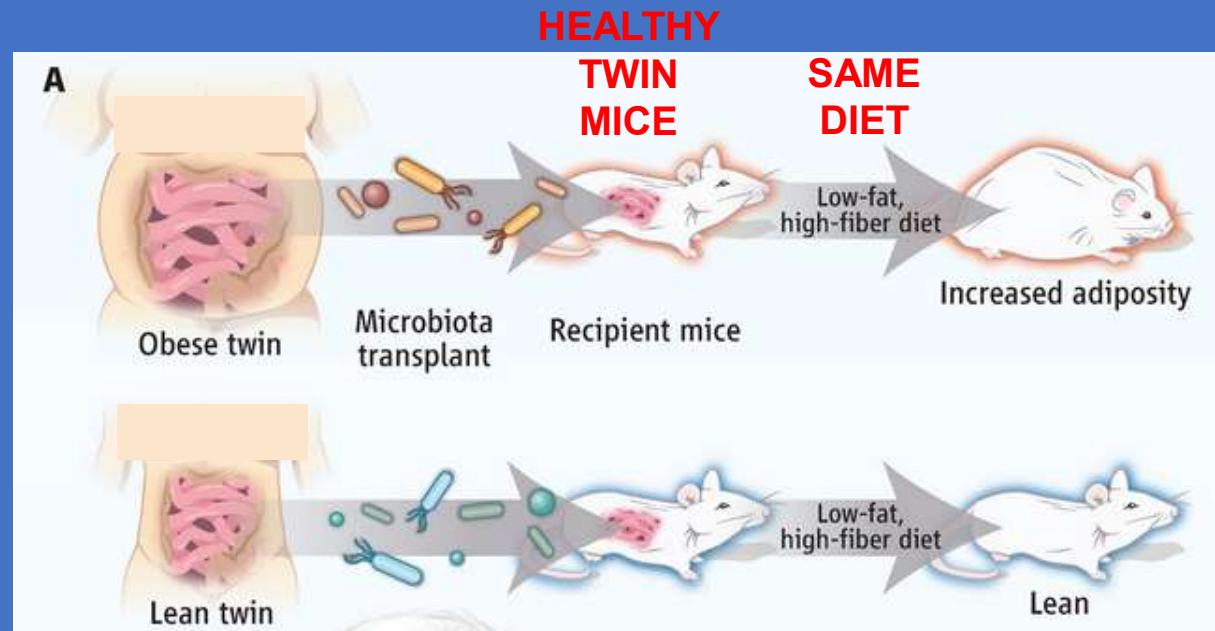
GUT DYSBIOSIS



Inflammatory Bowel Disease
Irritable Bowel Syndrome
Ulcerative Colitis



MicroBIOME vs. Genetics, Diet, Exercise



Restore BIG HEALTH – Gaya Hidup SIHAT

Gut Reset

14 Days



Weight Loss

First 60 Days



Weight Maintenance



Restore BIG Health

6 to 12 Months



Further weight loss, or
maintenance plan



Target blood cholesterol
management



Target blood glucose
management



Start from WEIGHT MGMT:

Purchase of BODYKEY Jump Start Kit, PWP two basic health screening checks RM100

+

Buy

Jump Starter Kit (60days)
(Science / Assessment based)

Buy

15th Mar 2023 onwards

PWP



AP RM 1514.50

Pre-Health Assessment (Day 0)

Gut Reset*

Weight Loss

Post - Health Assessment (Day 60)

1-14days

15-60 days

Easy, Simple Healthy Habits

RM100 for 2 tests

Pre & Post Health Screen + teleconsultation

RM300
(150x2)
Value





A Successful and Sustainable Healthy Weight Program

innoquest
In pursuit of science, innovating for life

NEW

**Pre-Health Screening
Day 0**

bodykey
by **NUTRILITE**

**Gut Reset
Day 1-14**

**Weight Loss
Day 15-60**

innoquest
In pursuit of science, innovating for life

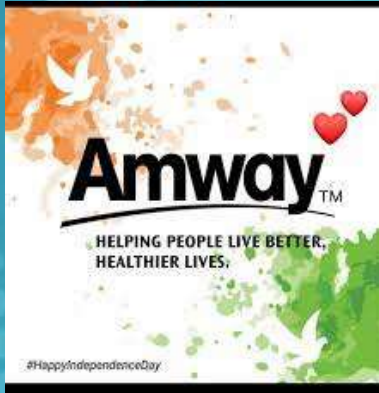
NEW

**Post-Health Screening
Day 60**

LOYALTY Amway
PROGRAMME

**Longer Term Healthy Body
6-12 months**





Agenda Nasional *Malaysia Sihat*

Agenda Nasional Malaysia Sihat (ANMS) adalah pakej SIHAT SEPANJANG HAYAT bagi MANFAAT rakyat melalui pembudayaan hidup sihat dan kelestarian persekitaran yang menyokong hidup sihat

Amway is not “Soap & Hope”...

Amway is “HEALTH & WEALTH”




Committed to be the recognized leader in Health & Wellness



*Healthy
Solutions*



Healthier
Body



Healthier
Skin



Healthier
Food



Healthier
Home





Setiap tahun, 73% kematian yang dilaporkan di Malaysia
据卫生部报道每年马来西亚报告的死亡人数中



Q&A session

THANK YOU

Amway