

**MINORITY SHAREHOLDERS WATCH GROUP**  
**BADAN PENGAWAS PEMEGANG SAHAM MINORITI BERHAD**  
(Incorporated in Malaysia – Registration No.: 200001022382 (524989-M))

New Straits Times, Business Times – 21 October 2024 Part 1

**MSWG AGM/EGM WEEKLY WATCH**

21 - 25 OCTOBER 2024

MSWG had issued AGM/EGM letter to the following PLCs for their shareholders meeting held from 21 - 25 October 2024. The extraction of the question raised in the letter is highlighted here. For the details of other questions, please login to MSWG website at [www.mswg.org.my](http://www.mswg.org.my).

*One of the points of interest to be raised:*

Company	Points/Issues to Be Raised
<b>Glomac Berhad (AGM)</b>	<p>The Group's revenue dropped by 21.5% from RM341.0 million in FY 2023 to RM267.6 million in FY 2024 while the Group's profit before tax also dropped to RM32.9 million in FY 2024 from RM50.5 million in FY 2023, decreased by 34.9%. (Page 17 of the Annual Report (AR) 2024)</p> <p>The Group's newly launched projects are still in the initial development stages and have yet to significantly contribute to its revenue in this fiscal year. (Page 50 of AR2024)</p> <p>a) Please explain how the situation above resulted in the Group reporting a much lower revenue in FY 2024.</p> <p>b) The Company should be able to plan its property project launches to ensure a steady and regular revenue stream, minimising the Company's financial results being subject to wide fluctuations in revenue and earnings. Please comment.</p> <p>c) The Group delayed launching new property projects in FY 2024. Could it be due to the high inventory of unsold completed property units amounting to RM112 million in FY 2024? Please comment.</p>
<b>Apollo Food Holdings Berhad (AGM)</b>	<p>1. The Management has outlined the following focuses for FY2024:</p> <ul style="list-style-type: none"> <li>- Increasing efficiency and leveraging the Group's strong brand to develop new export market and customer segments.</li> <li>- Rationalising manufacturing space, upscaling automation, and digitalisation to optimise overall productivity and efficiency.</li> <li>- Improving distribution and marketing efforts to achieve deeper market penetration</li> </ul> <p>a) What are the untapped export markets the Company is eyeing? Please illustrate the potential and prospects of these markets.</p> <p>b) As of 30 April 2024, Apollo Food has six factory buildings that serve as corporate offices, cake and waffle production plants, and warehouses (page 110, AR2024).</p> <p>i. Which are the plants earmarked for operation rationalisation, automation and digitalisation exercises? What is the current automation level (by percentage and processes) among the manufacturing plants?</p> <p>ii. Would the exercise result in a significant reduction in the workforce required? To what extent has the Group embraced automation and technology to reduce its heavy reliance on manual labour?</p> <p>iii. What is the estimated capex for the exercise? What are the measurable intended outcomes from these exercises?</p> <p>c) Meanwhile, what are the common challenges the Group faces in product distribution and marketing efforts? How does the Group address these issues?</p> <p>2. Local market accounted for 74.18% of Apollo Food's total revenue in FY2024, compared to 68.36% in FY2023. Meanwhile, revenue from the ASEAN region (excluding Malaysia) decreased by 18.72% y-o-y to RM61.53 million from RM75.71 million a year ago (page 88 of AR2024). The Others segment also recorded a lower revenue of RM4.36 million compared to RM5.58 million a year ago.</p> <p>a) Why was there a sharp decline in export revenue to the ASEAN region (excluding Malaysia) in FY2024? Was the decline a particular concern for the Group?</p> <p>b) What are the key ASEAN countries Apollo Food exporting to? How does the gradual appreciation of Ringgit Malaysia against US Dollar pan out in trades with these countries? What is the outlook for the export revenue ASEAN region (excluding Malaysia) for FY2025?</p> <p>c) Coupling with the responses provided for Question 2(a), how does the expansion to the new markets improve the overall export performance? Over the long run, what is the ideal ratio between local and export revenue?</p>

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New Straits Times, Business Times – 21 October 2024 Part 2

**MSWG AGM/EGM WEEKLY WATCH**  
 21 - 25 OCTOBER 2024

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Company	Points/Issues to Be Raised
<b>Pintaras Jaya Bhd (AGM)</b>	<p>The construction segment widened its loss before tax to RM20 million, compared to about RM5 million in the previous financial year. Losses were primarily recorded in the Malaysia operations, although Singapore operations remained profitable. The primary factors contributing to losses in Malaysia were liquidated damages due to late delivery, and increased material and labour costs from projects initiated during the COVID period. These projects are essentially completed (Page 39 of AR2024).</p> <p>a) What were the pre-tax profits or losses for the Malaysia and Singapore operations, excluding fair value gains or losses on financial assets, in FY2024?</p> <p>b) What was the total amount of liquidated damages recognised in FY2024? Is the Group solely responsible for the delays, and are there possibilities to claim or recover these costs?</p> <p>c) Revenue from Malaysia operations was significantly reduced to only RM886k from RM40.1 million in the previous year as the Group focused on completing unprofitable legacy projects. With these projects now essentially completed, what strategies and focus will the Malaysia operations have in FY2025?</p> <p>d) What is the estimated revenue required for Malaysia operations to reach breakeven, assuming a conservative profit margin in the face of intense competition? Does the Board anticipate breakeven for Malaysia operations in FY2025?</p>
<b>ES Ceramics Technology Bhd (AGM)</b>	<p>1. With the building materials division contributing over 90% of the Group's revenue, what growth opportunities does the Company see in this segment, particularly with the development of data centres and infrastructure projects in Malaysia?</p> <p>2. The building materials division recorded a profit before taxation (PBT) of RM12.58 million with a PBT margin of approximately 3.68% for the FYE 2024. Meanwhile, the division incurred an impairment loss on receivables of RM6.52 million. As at 31 May 2024, the Group's trade receivables stood at RM95.93 million (net of impairment losses).</p> <p>Premised on the above and given the challenges posed by material cost fluctuation and diesel price rationalisation, is the Company considering any adjustments to its credit policy to mitigate potential credit risks? Please provide justification as to whether adjustments are being considered or otherwise.</p>

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