

The following are the questions and answers (“Q&A”) session held during the Meeting:-

Q&A 1

Can you share the performance of 17 units of FamilyMart’s vending machine?

The performance of FamilyMart mini is positive and QL will expand FamilyMart mini to 90 locations by end of FY2023.

Q&A 2

Due to Indonesia new capital relocation, QL has any plan to expand livestock business on that new capital?

QL will continue to monitor the prospects of Kalimantan market.

Q&A 3

Integrated Livestock Farming (ILF): The Government cost subsidy actually helped to mitigate the rise in feed raw material costs during the price control period for QL in its Q4FY2022 and Q1FY2023 which helped to improve its profit before tax (“PBT”) for the two (2) quarters. May I know how many percentage that the Government helped in the subsidy specifically on the feed raw material and how long would the subsidy last?

Currently, the subsidy provided by the Government is RM0.03/egg and RM1.20/kg for broiler.

The Government subsidy commenced from February 2022 and is currently extended to August 2022 as announced by the department of Design Verification Specification, Malaysia.

Q&A 4

Convenient store business segment: Comparing to its peers like myNEWS and 7-Eleven, its revenue per store is significantly higher due to its main revenue was mainly generated from fresh food and beverage segment such as ice-cream, bread, oden, hot foods. I can see that these peers are trying to imitate the strategy into their own convenient stores which could negatively affect FamilyMart’s revenue per store in the future. What would be the QL’s strategy to counter this problem?

QL will continue to focus on providing quality convenience food, positive store experience and adapt our offerings to serve QL’s customers.

Q&A 5

Based on current challenge, how QL continue to grow the business, which investments can be the growth engine to generate revenue and earnings before interest, taxes, depreciation and amortization (“EBITDA”)?

Despite the challenging macro business environment, QL will continue to invest in long-term growth areas such as food manufacturing, retail convenience stores, aquaculture and attractive poultry markets in ASEAN.

Q&A 6

The revenue from Palm Oil and Clean Energy (“POCE”) segment doubled in FY2022 but the segment’s PBT dropped by almost 50% to RM45.329 million (page 194 of Annual Report):

- *Why this segment reporting reduced profit despite the record crude palm oil prices in 2022?*

As disclosed in QL’s Q4FY2022 quarterly announcement in May 2022, earnings of POCE in FY2022 decreased by 48% mainly due to the absence of one-off remeasurement gain of Boilermech Holdings Berhad (“Boilermech”) recognised in FY2021. The impact is partially mitigated by full year consolidation of Boilermech results and improved performance of Palm Oil Activities.

- *What is the breakdown of the PBT between Palm Oil and Clean Energy?*

FY2022 PBT of Boilermech was RM25.7 million and the remaining balance was contributed by Palm Oil Activities.

Q&A 7

How’s the strategy of FamilyMart to compete with new competitor, for example from myNEWS with its new joint venture?

FamilyMart’s fresh food offering, quality and brand loyalty remain to be QL’s differentiation against other convenience store players. QL will continue to focus on those factors and expand its network for the convenience of its customers.

Q&A 8

How’s the Company cope with the rising production costs? Does the Company plans to expand FamilyMart outlet to East Coast Malaysia?

The Group will mitigate the rising production costs by improving production efficiency, tightening cost control and price adjustment.

QL is currently focused on West Coast Malaysia. However, East Coast is part of QL’s growth strategies and long-term business plan as well.

Q&A 9

Can shareholders continue to have the option of virtual Annual General Meeting (“AGM”) in future, like in the form of hybrid AGM? Virtual participation provides opportunity to shareholders who live in other states to attend.

The option of virtual AGM depends on the guidance provided by the Securities Commission of Malaysia. QL will however, take note on shareholders’ comments on this matter.

Q&A 10

Personal expenses on wages, salaries and others reported a 16% increase in FY2022 vs FY2021:

- *What is/are the reason(s) for the double digit increase in wages and salaries for FY2022?*

The increase of personnel expenses was in line with QL's turnover increase of about 19%.

- *What is the expected increase in personnel expenses in FY2023 vs FY2022?*

The expected increase in personnel expenses will be in tandem with inflation rate and hike in minimum wage.

Q&A 11

- *What is the Company's future outlook?*

On the Company's future outlook, SKooi requested the shareholder to refer QL Group's businesses performance review and outlook that was shared by him in this meeting earlier.

- *Will the Board consider giving door gifts such as e-voucher or e-wallet for those participating in this AGM as a token of appreciation?*

SKooi requested the shareholder to join as FamilyMart member via FamilyMart Apps to enjoy special discount and promotions. He also requested the shareholder to scan the QR code that will be displayed on the screen during the break time after voting session to enjoy such special discount and promotions.