

APPENDIX C

The following is the question and answer (“Q&A”) session held during the Meeting:

Q&A 1

*Mr Chong Fook Khing (“**Mr Chong**”) extended his congratulations to the Management on QL’s better performance for the financial year (“**FY**”) ended 31 March 2025. Mr Chong then proceeded and raised the following enquiries:*

- i) *Based on the operational capacity of the existing two (2) central kitchens, what was the Management’s total target to open FamilyMart stores in Malaysia?*

Mr Chia Lik Khai (“**LKhai**”) replied that the Management targets to open a total of 600 FamilyMart stores in Malaysia by end of the FY ending 31 March 2027. He further informed that the Management is currently planning to open a new central kitchen to support the further expansion of FamilyMart stores in Malaysia by the FY ending 31 March 2028.

- ii) *What is the revenue contributed by Convenience Store Chain (“**CVS**”) business pillar as compared against the total revenue of QL Group for the FY ended 31 March 2025 (“**FY2025**”)?*

LKhai replied that the CVS business pillar contributed approximately 15% to the Group’s revenue for FY2025. He further informed that the Management expects further growth in the upcoming financial years.

- iii) *What is the Management’s action to handle the products sold in FamilyMart stores prior to their expiry date?*

LKhai replied that a 25% discount would be offered to customers starting eight (8) hours before the products’ expiration date in stores. For the expired products, these would be returned to the Central Kitchen for waste treatment, such as converting them into animal feed and fertilizer as part of the Group’s ESG (Environment, Social and Governance) initiatives. He further informed that the Management is collaborating with Kechara Soup Kitchen as part of a broader food salvage initiative to redirect surplus edible food to those in need, in alignment with the food waste hierarchy.