



# The Observer

01.12.2023

## ❖ A dozen things I learned from Warren Buffett

Warren Buffett is a master storyteller. You can learn a lot about investing and life lessons from his annual letters to shareholders, annual general meetings, and articles. But do you remember most of them? Probably not.

How about his quotes? Highly likely. This is because they are memorable, short and powerful sentences.

In this article, I will try to distil the main pillars of Buffett's investing philosophy using a dozen of his everlasting quotes.

1. **“Rule No. 1: Never lose money. Rule No. 2: Never forget Rule No. 1.”** Capital preservation should be the main priority before you invest in stocks. Invest with a wide margin of safety to allow for unforeseen events.
2. **“Price is what you pay, value is what you get.”** Focus on the underlying value of your investment. Not share price volatility. Always pay less than the value that you are getting. Don't overpay.
3. **“The key to investing is not assessing how much an industry is going to affect society, or how much it will grow, but rather determining the competitive advantage of any given company and, above all, the durability of that advantage.”** Invest in companies with durable competitive advantage or moat (e.g. pricing power, low-cost advantage, strong brand etc). Products or services with wide and sustainable moats around them are the ones that deliver superior returns to investors.
4. **“It's far better to buy a wonderful company at a fair price, than a fair company at a wonderful price.”** A fair company at a wonderful price may give you a high return over a short period of time. But a wonderful business delivers higher return over the long term, even if you pay a fair price for it. This is because, investment return converges with the return on capital of the business over the long term. If the business earns 10% on capital over 30 years and you hold it for 30 years, your return will around 10%, even if you buy it at a 50% discount. Conversely, if the business earns 30% on capital over 30 years, your return will be about 30%, even if you buy it at a fair price or at a slight premium.

5. **"The stock market is a no-called-strike game. You don't have to swing at everything -- you can wait for your pitch."** Be patient and wait for the right opportunities. Bet only when the odds are in your favour. If not, do nothing.
6. **"No matter how great the talent or efforts, some things just take time. You can't produce a baby in one month by getting nine women pregnant."** It usually takes about 10 years for a business to become an overnight success. Patience and discipline are key traits to success in investing.
7. **"What an investor needs is the ability to correctly evaluate selected businesses. Note that word "selected": You don't have to be an expert on every company, or even many. You only have to be able to evaluate companies within your circle of competence. The size of that circle is not very important; knowing its boundaries, however, is vital."** You have to figure out your circle of competence and stick to those areas you know best. Mistakes are less likely if you stay away from things you don't understand. Never be afraid to say, "I don't know".
8. **"An investor should act as though he had a lifetime decision card with just twenty punches on it."** With this mindset, you will be more careful and think hard about your investment ideas before you invest. It also reduces your temptation to trade stocks over the short term.
9. **"The most important quality for an investor is temperament, not intellect."** Investing is about how you behave when everyone around you is behaving irrationally. It's not how intelligent you are. Hedge fund LTCM collapsed in the late 1990s due to overleveraged positions, despite being run by a group of highly intelligent individuals.
10. **"I never attempt to make money on the stock market. I buy on the assumption that they could close the market the next day and not reopen it for five years."** Focus on a longer time horizon. Anything can happen in the short term. Invest in businesses that lets you sleep well at night.
11. **"Opportunities come infrequently. When it rains gold, put out the bucket, not the thimble."** Act quickly and decisively when rare opportunities present themselves. Don't just buy a small amount. Be aggressive when the price is right.
12. **"The best investment you can make, is an investment in yourself."** Be curious. Set aside time to read and think. Never stop learning. Those who keep learning will keep rising in life.

**Jackson Tan**  
**Manager, Corporate Monitoring**

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### **MSWG AGM/EGM Weekly Watch 4 – 8 December 2023**

For this week, the following are the AGMs/EGMs of companies in the Minority Shareholders Watch Group's (MSWG) watch list.

The summary of points of interest is highlighted here, while the details of the questions to the companies can be obtained via MSWG's website at [www.mswg.org.my](http://www.mswg.org.my).

Date & Time	Company	Quick-take
04.12.23 (Mon) 10.00 am	Redtone Digital Berhad (AGM)	<p>For FY2023, Redtone achieved a revenue of RM214.7 million, representing a 35.9% increase from FY2022.</p> <p>Telecommunications Services (TS) and Managed Telecommunications Network Services (MTNS) contributed to the higher revenue recorded in FY2023.</p> <p>The TS Segment contributed positively as most businesses were operating in full swing following the country's transition to the endemic phase in 2022.</p> <p>At the same time, it posted a high pre-tax profit of RM75.0 million, representing RM18.5 million or 32.7% improvement compared to RM56.5 million in FY2022.</p> <p>The growth was mainly contributed by the Group's strong performance, cost optimisation, coupled with a higher other income recorded.</p> <p>It remains optimistic, focusing on operational efficiency and new opportunities.</p>
05.12.23 (Tue) 09.00 am	JF Technology Berhad (AGM)	<p>JF Tech saw its net profit decline 29% to RM12.2 million in FY2023 as revenue remained flat at RM45.3 million. The lower profit was a result of changes in product mix and recognition of one-off expenses related to JF Tech's migration to the Main Market of Bursa Malaysia coupled with a high-base effect where a positive tax charge was recognised in the preceding year.</p>
05.12.23 (Tue) 09.30 am	YTL Power International Berhad (AGM)	<p>YTL Power Group recorded an all-time-high revenue of RM21.89 billion in FY2023 compared to RM17.8 billion in the previous financial year. Profit before taxation increased to a record high of RM2.45 billion compared to RM1.64 billion recorded in the previous financial year. The improved performance was primarily due to the Power Generation segment.</p>
05.12.23 (Tue) 09.30 am	Excel Force MSC Berhad (AGM)	<p>In the 18-month period ending 30 June 2023 (FPE2023), the Group reported</p>

		<p>revenue of RM43.4 million, with the ASP segment contributing 67% of it.</p> <p>Meanwhile, its net profit amounted to RM11.8 million, representing a profit margin of 27%. Subsidiaries like Insage MSC Sdn Bhd, performed well during the year.</p> <p>During the year, it launched Interactive X-Chart - an advanced charting application. At the same time, it continued investing in R&amp;D for a new back-office suite and web-based trading platform.</p> <p>With a recovery in trading activities and clear government priorities in the recent Budget speech, the Group is cautiously optimistic about its prospect in FY2024.</p>
05.12.23 (Tue) 09.30 am	Hibiscus Petroleum Berhad (AGM)	<p>The Group's revenue for FY2023 exceeded RM2 billion for the first time in a full financial year, at RM2.3 billion.</p> <p>Contribution from the Peninsula Hibiscus Group's assets was instrumental in achieving this milestone, while the North Sabah and Anasuria Cluster assets also continued to deliver strong performance.</p> <p>On the back of strong revenue levels, the Group achieved a PAT of RM400.5 million for FY2023, representing 19.3% growth from the 'normalised' PAT recorded for FY2022.</p>
05.12.23 (Tue) 10.00 am	Jentayu Sustainables Berhad (AGM)	<p>Jentayu turned loss-making in FY2023 with net loss attributable to shareholders amounted to RM4.97 million, compared to RM29.1 million in FY2022.</p> <p>Segment-wise, the Energy division faced lower revenue post-completion of the Coara Marang project. The Healthcare division experienced a 25% revenue shortfall, and the Trading division's revenue decreased by 35%.</p> <p>The Trading n continues to operate in a difficult economic environment. The division will be streamlined and reformed to primarily support the construction of renewable energy power plants.</p>

		<p>The Group is exploring shorter-cycle projects, international expansion, Operations and Maintenance (O&amp;M) company acquisition, and Renewable Energy Certificates (RECs) business growth.</p> <p>Despite the acquisitions of Telekosang Hydro and Jentayu Solar earlier, coupled with the ongoing Project Oriole development, they are not expected to contribute substantially to the Group until FYE2025 and beyond.</p>
05.12.23 (Tue) 11.00 am	Technodex Berhad (AGM)	<p>The Group's revenue increased y-o-y by 61% to RM56.10 million (FY2022: RM34.85 million), primarily driven by higher contributions from the Hardware, Software and Professional Services, as well as the Manpower Outsourcing and Recruitment Services.</p> <p>The two segments recorded 62% and 50% increase in revenue, respectively.</p> <p>With that, it reported a lower pre-tax loss of RM7.92 million compared to -RM9.05 million in FY2022.</p>
05.12.23 (Tue) 11.00 am	Cyberjaya Education Group Berhad (AGM)	<p>The Group's revenue for the 18-month financial period ended 30 June 2023 ("FPE2023") improved to RM184.7 million compared to RM107.9 million in FYE2021. Net profit also improved to RM9.0 million compared to RM3.5 million in the previous year.</p> <p>The increase in revenue was primarily driven by a sustained increase in the number of active students over the past three years due to successive growth in the past student intake cycles.</p>
05.12.23 (Tue) 11.00 am	BCB Berhad (AGM)	<p>Despite the challenging operating environment, BCB reported a pre-tax profit of RM34.72 million (2022: RM33.65 million) for FY2023, on the back of a higher turnover of RM245.43 million (2022: RM219.63 million).</p> <p>The major contributors to the Group's revenue are from Broadleaf @ HomeTree at Kota Kemuning, Evergreen Heights and Bandar Putera Indah at Batu Pahat, Johor.</p>

<p>05.12.23 (Tue) 01.30 pm</p>	<p>YTL Corporation Berhad (AGM)</p>	<p>The Group recorded higher revenue of RM29.6 billion for FY2023 compared to RM24.24 billion in FY2022.</p> <p>Its net profit grew by 46% to RM2.12 billion from RM1.45 billion in the year before.</p> <p>The improved results were due mainly to better performance in the Group's utilities segment, with the cement and hotels divisions also turning in strong performances.</p>
<p>05.12.23 (Tue) 04.30 pm</p>	<p>Malayan Cement Berhad (AGM)</p>	<p>The Group recorded a revenue of RM3.76 billion for the year under review, marking a 39% y-o-y increase. The significant increase in revenue was mainly contributed by the consolidation of a full year's revenue of five companies and their respective subsidiaries which are involved in cement and ready-mixed concrete businesses in Malaysia.</p> <p>Meanwhile, its pre-tax profit almost doubled to RM253.118 million compared to the year before.</p>
<p>06.12.23 (Wed) 10.00 am</p>	<p>SMRT Holdings Berhad (AGM)</p>	<p>For the 18-month FPE2023, SMRT's Technology Segment demonstrated robust performance, witnessing a remarkable surge in revenue to RM 87.72 million.</p> <p>This represents a substantial 74.21% increase, with an annualized growth rate of 16.14% compared to the RM 50.35 million reported in FYE2021.</p> <p>The Technology segment reported a net profit of RM 33.39 million, reflecting an impressive, annualized growth of 41.83%.</p> <p>However, its strategic divestment in the Education Segment resulted in losses of approximately RM 17.55 million under "Discontinued Operation."</p> <p>SMRT's evolution into a pure-play IoT provider through N'osairis Technology Solutions Sdn Bhd has been a pivotal success story, serving blue-chip customers across Malaysia and Indonesia, including major utilities and ATM operators. The outlook remains</p>

		positive with a broader market presence.
06.12.23 (Wed) 11.00 am	Vsolar Group Berhad (AGM)	<p>The Group recorded a revenue of RM8.95 million in FYE2023 (FYE2022: RM10.28 million), representing a 13% or RM1.33 million decrease y-o-y.</p> <p>It recorded lower revenue due to decreased demand within the computer hardware trading segment.</p> <p>Nevertheless, it reported a lower pre-tax loss of RM14.68 million in FYE2023 (FYE2022: - RM26.28 million in the absence of a one-off share-based payment amounted to RM14.9 million under Vsolar's ESOS programme).</p>
06.12.23 (Wed) 11.30 am	Malaysian Bulk Carriers Berhad (EGM)	<p>Maybulk is seeking shareholders' approval for the matters below:</p> <ul style="list-style-type: none"> <li>- Acquire of 23.48-hectare freehold land in Kapar, Selangor for RM165 million in cash.</li> <li>- Proposed joint venture with Golden Valley Ventures Sdn Bhd to collaboratively acquire and develop the Kapar Land.</li> <li>- Proposed diversification into industrial property development and investment.</li> <li>- Proposed change in its name from "Malaysian Bulk Carriers Berhad" to "Maybulk Berhad."</li> </ul>
06.12.23 (Wed) 02.00 pm	Vsolar Group Berhad (EGM)	The Company is seeking shareholders' approval for the proposed variation to the terms of the rights issue with warrants of Vsolar, which shareholders approved on 28 April 2023.
06.12.23 (Wed) 03.00 pm	MESB Berhad (AGM)	<p>In FY2023, MESB recorded a higher revenue of RM200.2 million (FY2022: RM198.5 million), thanks to higher revenue contribution from the retailing segment. The segment achieved a turnover of RM192 million in FY2023 (FY2022: RM189 million).</p> <p>In line with the higher revenue, the retailing segment was also the main contributor to the higher pre-tax profit of RM18.2 million recorded by the Group in FY2023 (FY2022: RM12.2 million).</p>

07.12.23 (Thur) 10.00 am	Gamuda Berhad (AGM)	<p>Gamuda posted a 41% increase in revenue to RM9.1 billion in FY2023, compared to RM6.4 billion in the year before.</p> <p>The overseas operation contributed more than half of the Group's top line in FY2023.</p> <p>The Group's pre-tax earnings crossed the RM2 billion mark in FY2023 (FY2022: RM1 billion). Excluding FY2023's RM1bil exceptional cash gain on divestment of highways, Gamuda's core post-tax earnings grew 7% y-o-y to a record RM860 million (FY2022: RM806 million) on the back of higher overseas construction earnings.</p>
07.12.23 (Thur) 10.30 am	MK Land Holdings Berhad (AGM)	<p>MK Land's revenue for FY2023 increased to RM213.6 million compared to RM196.8 million from the previous year. Its net profit for FY2023 was lower at RM12.9 million, compared to RM16.1 million in FY2022.</p>
07.12.23 (Thur) 02.30 pm	SAM Engineering & Equipment (M) Berhad (EGM)	<p>SAM proposes to acquire the entire equity interests in Aviatron (M) Sdn Bhd for USD43.30 million via cash ("Proposed Acquisition"). As an integral part of the Proposed Acquisition, the Company will also repay the Vendor's advances of USD 42.43 million (as of 23 October 2023).</p> <p>Further, the Company proposes a rights issue of 135.4 million shares to raise estimated gross proceeds of RM 521.28 million to fund the Proposed Acquisition, repay advances from the Vendor and repayment of bank borrowings.</p>
08.12.23 (Fri) 09.30 am	Kim Teck Cheong Consolidated Berhad (AGM)	<p>KTC registered a 3.34% growth in revenue to RM729.4 million in FY2023. The Distribution of CPG segment recorded a 2.6% growth in revenue to RM708.9 million in FY2023. The manufacturing of bakery products segment registered a growth of 26.8% to RM18.53 million, primarily contributed by higher demand for Gardenia's products. Meanwhile, net profit grew 12.8% to RM25.1 million due mainly to higher gross profit.</p>
08.12.23 (Fri) 10.00 am	Supermax Corporation Berhad (AGM)	<p>Supermax's revenue dropped sharply to RM821.1 million from RM2.7 billion a year ago. The Group also recorded losses for the first time since it went</p>



		<p>public in 2000, with a net loss of RM171.4 million as compared to a net profit of RM757.1 million in the previous year.</p> <p>The Group has suffered a setback in FY2023 owing to the difficult market conditions including the highly over-stocked position of many buyers, the low demand and over-supply situation as well as the stiff market competition and prevailing low ASPs.</p>
08.12.23 (Fri) 10.00 am	P.A. Resources Berhad (AGM)	<p>PARB's revenue reached an all-time high of RM461.5 million in FY2023, up 12.2% y-o-y. Meanwhile, net profit fell 28% to RM31.4 million mainly due to the non-cash flow accounting reversal of Deferred Tax Assets (DTA) recognised in previous year.</p> <p>However, the underlying net profit without the effect of DTA for FY2023 was at RM44.3 million against the prior year of RM37.6 million, representing an increase of 18%, mainly due to operational efficiency in the entire value chain and continuous cost savings measures.</p>
08.12.23 (Fri) 10.30 am	Eurospan Holdings Berhad (EGM)	<p>Eurospan is seeking shareholders' approval for the resolutions below:</p> <ul style="list-style-type: none"> <li>- Proposed Disposal of Dynaspan Furniture Sdn Bhd (DFSB) for RM38.9 million in cash</li> <li>- Proposed disposal of properties under Eurospan Furniture Sdn Bhd (EFSB) to DFSB for RM15.65 million in cash</li> <li>- Proposed Tenancy between DFSB (as landlord) and EFSB (as tenant) upon completion of proposed disposal of EFSB properties.</li> </ul> <p>Upon completion of the exercises, Eurospan plans to acquire new business/assets, expand and diversify its revenue stream and subsequently improve its profitability.</p> <p>Meanwhile, the asset-light strategy would reduce its fixed overheads and improve the use of the Group's resources.</p>

		These Proposals are in line with Eurospan's strategies to turn around the consecutive loss performance.
08.12.23 (Fri) 11.30 am	YNH Property Berhad (AGM)	<p>The Group reported RM307.5 million in revenue for FPE2023 compared to RM231.3 million in FY2021. The reporting for FPE2023 is of 18 months.</p> <p>Its revenue during the financial period was mainly contributed by the sale of inventories in Kiara 163 Ooak Suites and Solasta Dutamas for projects in Kuala Lumpur, while Pusat Perniagaan Manjong Point 3 projects are the main revenue contributor for projects in the state of Perak.</p> <p>Its pre-tax profit amounted to RM20.4 million in FPE2023, against RM34.7 million in FY2021.</p>

<b>One of the points of interest to be raised:</b>	
<b>Company</b>	<b>Points/Issues to Be Raised</b>
Redtone Digital Berhad (AGM)	<p>In the reply to MSWG's dated 1 December 2022, it was mentioned that the total value for USP Project is about RM328 million as at 30 September 2022. The contracts tenure ranges from 2 to 5 years will be completed progressively from December 2022 until June 2024. In the past, Malaysia Communications and Multimedia Commission has awarded extensions for some of the REDtone Group's project for a period between 1 to 5 years. The Group is currently working on getting extension for its other on-going projects.</p> <p>a) Please update the status of the other on-going projects.</p> <p>b) What is the unbilled amount of the other on-going projects?</p>
JF Technology Berhad (AGM)	<p>JFTECH was somewhat affected by the softening in orders but thankfully the maturation of its two growth drivers – test engineering solutions business and China facility – enabled the Group to scale its business despite the difficult landscape. (page 6 of Annual Report (AR) 2023)</p> <p>a) What is the Group's current outstanding orderbook?</p> <p>b) Does the Group expect a rebound in orders in FY2024?</p> <p>c) What is the budgeted capex for FY2024?</p>
YTL Power International Berhad (AGM)	<p>1. In December 2022, the Group's YES network garnered four awards at the Malaysian Communications and Multimedia Commission (MCMC) Star Rating Awards, including 'Best Quality of Service' and 'Best in Consumer Satisfaction'. Additionally, YES 5G was awarded Malaysia's fastest mobile network speed in Q3-Q4 2022 and again in Q1-Q2 2023 by Ookla, the global leader in</p>

	<p>fixed broadband and mobile network testing applications, data and analysis.</p> <p>a) Since all 5G network service providers in Malaysia are currently utilising the same 5G infrastructure provided by Digital Nasional Berhad, how has YES 5G achieved fastest mobile network speed, and how does YES 5G differentiate itself from other 5G network service providers?</p> <p>b) What were the total subscribers of the YES network in FY2022 and FY2023? What is the target total subscriber count for FY2024?</p> <p>2. The Group has recently acquired an 18.87% stake in Ranhill Utilities Berhad.</p> <p>a) What was the total purchase consideration paid for the acquisition?</p> <p>b) What is the rationale for the acquisition, considering that the acquired stake does not represent a controlling interest and the investment is insignificant compared to the Group's total assets of RM59.132b as at 30 June 2023?</p> <p>c) Does the Board intend to increase its stake in Ranhill Utilities Berhad?</p>
Excel Force MSC Berhad (AGM)	<p>Trade receivables credit impaired that were past due more than 60 days have risen significantly from RM325,622 in FYE2021 to RM613,110 in FYE2023 (page 90 of AR2023).</p> <p>a) What were the difficulties faced by the Group in the collection of the trade receivables that were past due more than 60 days as the outstanding amount increased tremendously?</p> <p>b) Who are the customers and who make up this category (past due more than 60 days) of the Group's trade receivables on FYE2023 and what are their profiles?</p> <p>c) To-date, how much of the overdue amount has been collected?</p>
Hibiscus Petroleum Berhad (AGM)	<p>In FY2023, HIBISCUS sold a total of 4.5 million barrels (MMbbl) of oil and condensate and 2.6 million barrels of oil equivalent (MMboe) of gas. Of those volumes, 4.8 MMboe originated from assets under the Peninsula Hibiscus group, 1.5 MMbbl from North Sabah, and 0.8 MMboe was sold from the Anasuria Cluster. (page 42 of Annual Report (AR) 2023)</p> <p>a) What is the Group's sales volume target for FY2024? Where is the growth going to come from?</p> <p>b) HIBISCUS spent RM516.8 million on capex in FY2023, up 183% from RM182.5 million in FY2022. What is the budgeted capex for FY2024 and its breakdown?</p>

	<p>c) What is the crude oil price outlook for 2024?</p>												
Jentayu Sustainables Berhad (AGM)	<p>The amount due from subsidiaries on the Company level increased significantly from RM21.5 million in FYE2022 to RM66.2 million in FYE2023 (page 86 and 152 of AR2023).</p> <p>a) What are the factors that led to the substantial additions to accumulated impairment losses from the amount due from subsidiaries, from RM2.9 million in FYE2022 to RM6.3 million in FYE2023?</p> <p>b) What positive developments contributed to the substantial reversals of accumulated impairment losses from the amount due from subsidiaries, from RM1.5 million in FYE2022 to RM8.4 million in FYE2023?</p>												
Technodex Berhad (AGM)	<p>For FYE2023, the Group recorded a revenue of RM56.10 million as compared to RM34.85 million recorded in FYE2022, representing an increase of RM21.25 million or +61%. For the current year under review, revenue from the hardware, software and professional services increased by RM19.48 million or +62% to RM50.76 million (FYE2022: RM31.28 million) which was mainly attributed to higher contribution from hardware project sales order. (page 9 of AR2023)</p> <p>To-date, has the hardware project sales order been fully fulfilled? If no, what is the outstanding orderbook value? When will the hardware project sales order be fully delivered?</p>												
Cyberjaya Education Group Berhad (AGM)	<p>1. Net profit in FPE2023 included a one-off gain on modification and termination of lease RM13.46 million. The Group and its main operating segments i.e., the University Segment and the College Segment would have been in loss position in FPE2023 if this one-off gain is excluded. (Page 146 of AR2023)</p> <p>Despite the Management stating that the Group continues to operate at a sustainable Gross Profit margin of 49% in FPE2023 (Page 26 of AR2023), what are the reasons for poorer operational performance (excluding the one-off gain) as compared to FYE2021?</p> <p>2. The Group recorded trade receivables impairment loss of RM3.96 million and bad debt written off RM1.89 million in FPE2023. (Page 145 of AR2023)</p> <p>The expected credit loss allowances ("ECL") rate on trade receivables also increased as compared to FYE2021, indicating higher exposure to credit risk.</p> <table border="1"> <thead> <tr> <th>Trade Receivables</th> <th><u>ECL Rate</u> At 30 Jun 2023</th> <th><u>ECL Rate</u> At 31 Dec 2021</th> </tr> </thead> <tbody> <tr> <td>1 to 30 days past due</td> <td>5% - 41%</td> <td>1% - 4%</td> </tr> <tr> <td>&gt; 30 days past due</td> <td>8% - 47%</td> <td>1% - 7%</td> </tr> <tr> <td>&gt; 60 days past due</td> <td>3% - 34%</td> <td>1% - 9%</td> </tr> </tbody> </table>	Trade Receivables	<u>ECL Rate</u> At 30 Jun 2023	<u>ECL Rate</u> At 31 Dec 2021	1 to 30 days past due	5% - 41%	1% - 4%	> 30 days past due	8% - 47%	1% - 7%	> 60 days past due	3% - 34%	1% - 9%
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	<table border="1" data-bbox="644 192 1270 315"> <tr> <td data-bbox="644 192 852 248">&gt; 90 days past due</td> <td data-bbox="852 192 1059 248">1% - 64%</td> <td data-bbox="1059 192 1270 248">1% - 27%</td> </tr> <tr> <td data-bbox="644 248 852 315">&gt; 120 days past due</td> <td data-bbox="852 248 1059 315">25% - 100%</td> <td data-bbox="1059 248 1270 315">8% - 100%</td> </tr> </table> <p data-bbox="644 315 995 349">(Source: Page 160 of AR 2023)</p> <ol data-bbox="644 383 1402 801" style="list-style-type: none"> <li>What is the nature of the trade receivables in the Group's business environment. Do these trade receivables mainly consist of individual students?</li> <li>What are the reasons for the increase in trade receivables ECL rate?</li> <li>What are the Group strategies and targets set to improve credit control and recovery, along with the growing revenue?</li> <li>How much of the impaired trade receivables have been recovered to-date?</li> </ol>	> 90 days past due	1% - 64%	1% - 27%	> 120 days past due	25% - 100%	8% - 100%
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BCB Berhad (AGM)	<p data-bbox="580 801 1402 902">Completed development properties increased substantially from RM55.3 million in FY 2022 to RM362.6 million in FY 2023, an increase of RM307.3 million or 555.7%. (Page 84 of AR)</p> <ol data-bbox="580 936 1402 1682" style="list-style-type: none"> <li>Please explain the reason(s) for the high inventories of completed development properties in FY 2023 as compared to FY 2022.</li> <li>Please provide the number of units, type, and value of the completed development properties respectively in FY 2023 and FY 2022.</li> <li>Which property project has the highest number of units unsold and what is the value of these unsold properties?</li> <li>Please provide the ageing profile of the completed development properties in bands of less than 1 year, 1-2 years and more than 2 years.</li> <li>What measures have the Group taken to clear the completed development properties in the current financial year?</li> <li>What is the value of completed development properties that the Group has managed to sell since the last financial year till October 2023 from the completed development properties held as at FY 2023?</li> </ol>						
SMRT Holdings Berhad (AGM)	<p data-bbox="580 1682 1402 1850">SMRT acquired N'osairis Technology Solutions Sdn Bhd (NTS) in 2016 with 600 sites, recording RM10 million revenue. By the last fiscal year, NTS managed 21,000 sites, achieving RM87.72 million revenue over the preceding 18 months—an impressive growth trajectory (page 4 of AR2023).</p> <ol data-bbox="580 1883 1402 2004" style="list-style-type: none"> <li>What is the current turnaround time for the installation process of the devices at these managed sites? Has it been improved over time?</li> </ol>						

	<p>b) What is the overall performance of these managed sites in terms of operational efficiency, data accuracy, and user satisfaction? Do they meet expectations?</p> <p>c) If there were any deviations from expectations, what factors influenced this outcome, and what strategic measures does the Group plan to implement to enhance performance?</p> <p>d) What is the target number of managed sites in FYE2024 and is the group currently equipped with the necessary capacity and infrastructure support to accommodate an increase in the number of managed sites?</p>
Vsolar Group Berhad (AGM)	<p>The Group recorded another fair value loss on other investments amounting to RM9,240,309 in FYE2023 (FYE2022: Fair value loss of RM6,975,586 (RM7,043,754 - RM68,168)) (Page 62 of AR2023) related to the quoted investments. The fair value loss amount in FYE2023 represents 28.76% of the quoted investments' value of RM32,122,966 (Page 107 of AR2023).</p> <p>a) Which quoted investments are involved in the fair value loss exercise?</p> <p>b) Based on the monitoring done by the Group, does the Group expect another fair value loss in FYE2024, or are the market values of these quoted investments expected to recover in FYE2024?</p> <p>c) How long does the Group intend to retain these quoted investments?</p> <p>d) What is the Group's policy about investing in quoted/other investments? As the investments recorded successive fair value losses, has this triggered a change in the Group's policy? Please explain.</p>
MESB Berhad (AGM)	<p><u>Retailing</u> The retailing segment is gearing up for expansion in the Group's own retail shop with the imminent opening of three additional boutiques in the Klang Valley area in October 2023, under the standalone brand name Ducati, offering an extensive range of men's wear, kids' wear, and leather goods (Page 4 of AR2023).</p> <p>a) What is the current sales performance of these newly opened boutiques? Which of the abovementioned products has produced the most sales? What is the targeted sales performance in FY2024?</p> <p>b) Has the segment set retail Key Performance Indicators (KPIs) for these additional boutiques for the next two financial years? If so, what are the targeted KPIs to be achieved by these boutiques?</p>
Gamuda Berhad (AGM)	<p><u>Property Division</u> a) What is the latest take-up rate for all the division's property projects?</p>

	<p>b) As at 31 July 2023, the Division has unsold completed properties of RM677 million. Overseas unsold stock is minimal while Malaysia unsold properties are mainly high-rise units. Overall, the unsold unit consist of 18 percent landed and 82 percent high-rise (2022: 14 percent landed and 86 percent high-rise) (Page 36 of IR2023).</p> <p>i. What percentage of the unsold completed properties is expected to be cleared in FY2024?</p> <p>ii. Does the Division set a clearance target percentage for both landed and high-rise properties for FY2024? If yes, what is the targeted percentage for each?</p> <p>c) The purchase of the London property – Winchester House, which currently houses Deutsche Bank AG's London headquarters, is part of the Quick Turnaround Projects' strategic plan as the Property Division eases into commercial properties in London (Page 25 of IR2023).</p> <p>i. What is the Division's targeted return on London property investment and its estimated payback period?</p> <p>ii. Does the Division intend to continue to explore commercial properties in London in the near future? If so, what has made the Division continue to consider London?</p>
MK Land Holdings Berhad (AGM)	<p>The Group has impaired 61.5% and 66.0% of the gross trade receivables aged more than 60 days in both FYs 2023 and 2022. (Page 129 of AR)</p> <p>a) Please provide the gross trade receivables aged more than 60 days for both FYs 2022 and 2023 by category of the business units and amount, respectively.</p> <p>b) Please provide the ageing profile of the gross trade receivables aged more than 60 days by bands of 90-120 days, 121 days to 150 days and more than 150 days for both FYs 2022 and 2023, respectively.</p> <p>c) What challenges did the Group face in the collection of gross trade receivables aged more than 60 days in both FYs 2022 and 2023?</p> <p>d) How much of the gross trade receivables aged more than 60 days did the Group manage to collect in FY 2023 from the trade receivables reported in FY 2022?</p> <p>e) What is the Group's current year collection from trade receivables aged more than 60 days from trade receivables reported in FY 2023?</p>
SAM Engineering & Equipment (M) Berhad (EGM)	<p>The Vendor has provided loans and advances to Aviatron and may offer additional cash advances, pending the Company's approval. The purpose is to support Aviatron's ongoing business and operations during the period leading to the completion of</p>

	<p>the Proposed Acquisition. As at the LPD, Aviatron owes the Vendor USD42,603,551, including accrued interest (equivalent to approximately RM199.02 million) (Page 2 of the Circular to shareholders dated 22 November 2023 ("Circular"))</p> <p>a) When did the Vendor first provide advances to Aviatron?</p> <p>b) Would Aviatron continue to rely on advances from its holding company upon completion of the Proposed Acquisition? If yes, when is Aviatron expected to be self-sustaining?</p> <p>c) How much cash is required monthly for Aviatron's ongoing business and operations?</p>
Kim Teck Cheong Consolidated Berhad (AGM)	<p>The Distribution of CPG segment recorded a 2.6% growth in revenue to RM708.9 million in FY2023. This was mainly due to the growth in demand for household products, foods and beverage products as well as personal care and cosmetics products. (page 10 of Annual Report (AR) 2023)</p> <p>a) Please provide the revenue breakdown by product categories for FY2023 compared to FY2022.</p> <p>b) Who are your top 5 suppliers in FY2023? How was the sales trend over the last five financial years?</p> <p>c) What is the targeted revenue growth for the distribution business in FY2024?</p> <p>d) What is the budgeted capex for FY2024 and its breakdown?</p>
Supermax Corporation Berhad (AGM)	<p>The Group reclassified RM197.3 million to Aircraft from other categories of assets under property, plant and equipment. (Page 26 of AR2023)</p> <p>a) When did the Group purchase the aircraft?</p> <p>b) How much has been spent on operating and maintaining the aircraft in FY2023?</p> <p>c) The aircraft depreciates RM19.7 million annually. Please justify the cost-benefit of owning an aircraft instead of travelling by commercial airplanes. Is there a necessity to own an aircraft? How would the aircraft improve shareholder value?</p>
P.A. Resources Berhad (AGM)	<p>Last year, First Solar extended its Supply Agreement (SA) with PARB from 1 July 2023 to 1 July 2024. The contract value was RM550 million.</p> <p>a) What is the latest status of this SA? And what is the contract value?</p> <p>b) The Group has a high customer concentration risk with First Solar accounting for more than 80% of its total revenue. Does the Group have any plans to diversify its customer base to reduce its reliance on one customer?</p>



<p>YNH Property Berhad (AGM)</p>	<p>The Company and certain of its subsidiaries are required to comply with externally imposed capital requirements for certain debt-service ratio, debt-to-equity ratio, loan-to-valuation ratio and to maintain certain level of shareholders' equity in respect of their bank borrowings. (page 153 of AR)</p> <p>The Group's gearing ratio has increased further from 86% in FY 2021 to 96% in FY 2023.</p> <p>a) In view of the Group's high gearing ratio of 96%, what are the fallback measures in case the Company and its subsidiaries are not able to comply with the debt-service ratio, debt-to-equity ratio, loan-to-valuation ratios as required by the banks?</p> <p>b) What measures have the Group taken to reduce the Group's gearing ratio as it is approaching 100% as this can be considered high?</p> <p>c) What is the Group's latest gearing ratio as of September 2023?</p> <p>d) What is the Groups target optimal ratio?</p>
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#### DISCLOSURE OF INTERESTS

• With regard to the companies mentioned, MSWG holds a minimum number of shares in all the companies covered in this newsletter.

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