# MINORITY SHAREHOLDERS WATCH GROUP

*BADAN PENGAWAS PEMEGANG SAHAM MINORITI BERHAD*

(Incorporated in Malaysia – Registration No.: 200001022382 (524989-M)

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## MSWG AGM/EGM WEEKLY WATCH
## 4 - 8 MARCH 2024

MSWG had issued AGM/EGM letter to the following PLCs for their shareholders meeting held from 4 - 8 March 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.**

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

| Company | Points/Issues to Be Raised |
|---|---|
| **Revenue Group Berhad (AGM)** | The digital payment services segment recorded the highest revenue contributor with a revenue of RM459.9 million or 86.5% of the Group total sales in financial period ended 30 September 2023 (FPE2023, 15-months reporting) compared to EDC and ETP business segments (page 23 of AR2023).<br>1. Why does the modest increase in sales of digital payment services, contributing 86.5% of revenue in FPE2023 compared to 83.9% in FYE2022, lead to a substantial reduction in gross profit margin from 9.2% in FYE2022 to 5.0% in FPE2023?<br>2. How much is the revenue contribution for the EDC and ETP business segments to the Group in FYE2022 (after restated), and what are the primary reasons for the drop in sales for the EDC and ETP business segments in FPE2023? |
| **XOX Berhad (AGM)** | "Price wars impact the profit margins, prompting XOX to innovate and maintain a competitive edge. In addition, customer shifting their preferences pose a risk, in which case, XOX needs to leverage on data analytics for tailored offerings to mitigate subscriber retention risks."<br>1. Please provide some examples of the innovative plans/ strategies XOX has executed to maintain a competitive edge to-date. What is the outcome of these executed plans/ strategies?<br>2. How much was spent on implementation of data analytics? What are the actionable strategies executed or planned based on the findings from data analytics? |
| **Kumpulan Perangsang Selangor Berhad (EGM)** | The Group aims to address the loss of contribution from Kaiserkorp Group by focusing on the manufacturing and infrastructure segments (page 10 of Circular 2024).<br>Did the decline in the manufacturing segment from RM62.4 million in FYE2022 to RM37.9 million in FYE2023 align with expectations? What strategies does the Group have in place to navigate the downcycle in demand within the electrical and electronic sector, and what is the projected timeframe for the segment to rebound and return to growth?<br>How does KPS plan to stimulate growth in the infrastructure segment given the minute revenue contribution (0.4% in FYE2023) to the Group sales? Are there any significant projects in the pipeline for KPS-HCM and Smartpipe that could substantially enhance this segment's contribution to the Group?<br>If no projects are underway for KPS-HCM and Smartpipe, what are the Group's rationale behind choosing the infrastructure segment as the second priority over other segments, especially when trading and licensing segments hold a higher revenue contribution of 11.6% and 3.7% to KPS sales in FYE2023 respectively? |
| **Digistar Corporation Berhad (AGM)** | The revenue for the Imperial Heritage hotel was RM16.14 million for FY2023, an increase of 14% compared to previous year (page 9 of AR2023). Rental income remains at RM66,000 (FY2022: RM66,000) (Note 5 (a), page 113 of AR2023), however profit contribution from the rental and hotel segment decreased substantially by 32% to RM5.01 million (FY2022: RM 7.34 million) (Note 35, pages 156 &159 of AR2023).<br>Given the increased in revenue contribution from Imperial Heritage hotel, what were the main reasons for the drop in profitability of the Group's rental and hotel segment? |

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