

## Iconic Worldwide Berhad

52nd Annual General Meeting (“AGM”) of the Company conducted on a fully virtual basis through live streaming and online remote voting via Remote Participation and Voting Facilities available on Tricor Investor & Issuing House Services Sdn Bhd’s TIH Online website at <https://tjih.online> on Tuesday, 28 September 2021 at 10.30 a.m.

## QUESTIONS RECEIVED DURING THE MEETING

No	Questions	Company's Response
1.	As we all know that recently, Iconic Medicare Sdn Bhd expanded its Personal and Protective Equipment (“PPE”) products range into distribution of Covid-19 Test Kits. Unfortunately, few weeks later the government suddenly imposed price cap for the test kits. Currently at RM19.00 for Rapid Antigen, and opposition parties are lobbying for lower price cap to RM5.00, What is Iconic Management’s view on this? Will this product still generating profits after the price cap? Or any other counter measure as to prevent it becoming a loss to the Company?	For the test kits, we have appointed a contract manufacturer to OEM our products. The risk is lower for OEM products as we do not need large capital investment. We are able to negotiate the price with suppliers based on the changing market condition and market demand. The commitment is not high as we have the facility to order the stocks based on the orders we have on hand. The test kits will be in demand for long term as it is necessary for all companies in Malaysia to do testings for their employees. We foresee that the demand will continue to grow and it will be rewarding in future.
2.	Same situation with glove, the current development seems bad for glove such dropping ASP and China rapid expansion. As Iconic is new in this venture and investing almost RM100 million plus in this venture, what is the management’s view on this? Can the management assure that the venture will not become loss making investment? Has the management thought about any other expansion such as distributing health supplement like D3, B complex and health food?	We expect the demand for PPE to be sustainable even after the Covid-19 pandemic. This is due to the new norm and public awareness for health self-protection care and hygiene practices. Although the average selling price has been dropping, raw material price has dropped as well. Hence, we are confident that the net profit margin is not affected severely. As for the new product expansion, we are currently moving our face mask production to focus on KN and KS face mask series as well as doing contract manufacturing for our test kits. At this moment, we are not looking into health supplement but will explore if opportunity arises.
3.	When will the glove production start? What is the % of contribution for the glove business for FY2021 and 2022 revenue? The ASP for glove is dropping drastically recently amid vaccination and China glove companies pushing high volume to the global market. How much will this affect Iconic future revenue?	We are currently conducting trial runs for our gloves and expecting to commence operations by next month. PPE revenue was around 15% to 20% of the total revenue for FYE2021 but it will continue to rise as we expand our face mask production as well as gloves and test kits towards the end of the year. As mentioned earlier, we expect the PPE demand to grow even after the Covid-19 pandemic as worldwide population are more educated on hygiene issue.

		We will be able to maintain the profit margin as the raw material price has dropped as well. Face mask on the other hand will provide better profit margin as demand continues to grow as the economy re-opens. In addition, we foresee that property and tourism segments are under recovery mode and will continue to expand which will provide significant revenue to the Group.
4.	Please send me a copy of 2020 and 2021 Annual Reports.	Noted. Our team will arrange to send them to you.
5.	I would like to ask due to significant drop in Glove Counter, will it impact the Company as the ASP has been chopped a lot? Need your explanation on this. Thanks and hope you have a great day!	As mentioned earlier during the pre-submitted questions earlier, we expect the demand for PPE to be sustainable even after the Covid-19 pandemic. This is due to the new norm and public awareness of the need for self-protection and hygienic practices. Although the average selling price of ASP has been dropping, the raw material prices has dropped as well. We will do a cost controlling at our side. Therefore, we are confident that it will be a profitable manufacturing business.
6.	Although the Company's circular to shareholders mentioned that there will be no door gift or food vouchers to be distributed. I, as a small shareholder would like to request the Company to do so. Our company will indirectly help the country's economic growth by just spending a little money. One stone killed 3 birds. Hope the Board of Directors will consider this. Thank you.	Our BOD would consider this. Thank you for your suggestion.
7.	How much does the company spend on this virtual AGM? Will the Board consider giving e-voucher or e-wallet as tokens of appreciation for attending this RPV? Thank you.	For this virtual AGM, cost saving is 20-30%. As for the e-vouchers and e-wallets, the Board will consider this.
8.	Can shareholders who attend get e-wallet e.g. TNG?	As mentioned, the BOD will discuss and consider this. Thank you.
9.	Hi, I know the company has good direction (glove and face mask business) but why are the shares price not reflecting this good	The Company has started manufacturing last year and we have also started manufacturing gloves and face masks. However, we are unable to control the market sentiment but we

## APPENDIX A

	prospect?	are confident that from the business point of view, we will be profitable in the long run.
10.	Mr. Chairman, shareholders are taking time & efforts to register, go online & participate in the Virtual AGM & would appreciate that the company reward us appropriately with Touch&Go credits or post some food vouchers to us. Thank you.	As mentioned, the BOD will discuss and consider this. Thank you for your suggestion.
11.	Attending AGM	Thank you very much for your attendance and support.
12.	May I ask what is the glove factory progress? Has it started to earn money?	As mentioned earlier, the glove manufacturing has started to trial run one round. Hence, we are actually rolling out our products by next month. The revenue will be better captured towards the end of this year or 21 <sup>st</sup> quarter of FY2022. Currently, there is no revenue for gloves.
13.	Mr. Chairman, in this difficult Pandemic period, please give EWallet credits (e.g. Touch&Go) for us loyal minority shareholders voting today for us to have some food to replace the normal refreshments at physical meetings. Thank you.	We have answered this earlier. Thank you for your suggestion.
14.	Hi, may I ask the estimated company glove cost and the selling price?	The price for gloves is fluctuating every month. We are looking forward for 2 months onwards. Due to price fluctuation, we are unable to give an estimation. However, we will set a new price every month. Currently, we are looking at RM50 plus per box.
15.	Hi, when will the share buy-back kicks in to support the share price? Thanks	Currently, our Company is investing money into this manufacturing plant in Batu Kawan. The cash flow is being utilised for the factory. In future, when the profit comes in from the glove business, we will consider the share buy-back.