INFOMINA BERHAD
[Registration No.: 200701018579 (776590-U)]
("the Company")
(Incorporated in Malaysia)

Appendix A

QUESTION AND ANSWER SESSION AT THE THIRTEENTH ANNUAL GENERAL MEETING ("AGM") OF THE COMPANY HELD ON 18 NOVEMBER 2025

Q1: Based on the financial highlights disclosed in the Annual Report 2025 of the Company, both revenue and profit after tax of the Group showed an upward trend from the financial year ended ("FY") 2021 to FY 2023. However, a decline was recorded in the FY 2024 and the FY 2025. Are the newly announced projects addition to, or part of the Group's total order book and will these new projects impact future profit trends?

A1: Both the Turnkey and Renewal Segments remained profitable. The Group's profit after tax for the FY 2025 was lower due to a one-off provision of approximately RM10 million. Excluding that provision, the Group's performance remained consistent and comparable to the previous FYs. The Renewal Segment continued to record double-digit growth.

Q2: The Group's revenue for the FY 2025 of RM196.68 million was lower than the FY 2024 of RM225.16 million. Will the Group be able to improve its order book and is the projected order book expected to support record-high revenue in the coming year?

A2: Based on contracts secured and announced in the past month, the Group had achieved an order book of approximately RM386.5 million to date. The Group is confident of further strengthening the order book.

The Group expects increased contribution from overseas markets, especially from the Renewal Segment, where contracts are typically long-term. Several customers with contracts due for renewal are expected to renew in the coming months, which the Group anticipates will have a positive impact to its order book.

Q3: Whether the long-serving and ageing Executive Directors remained capable of leading a technology and Artificial Intelligence ("AI")-driven company, and whether the Board has in place any board refreshment or succession planning? The member also highlighted the importance of talent retention to mitigate the risk of talent migration and competitive poaching.

A3: The Group has in place a robust succession planning framework across the Group. Given the Group's role in managing and supporting mission-critical environments for government agencies, banks and other financial institutions as well as major private-sector customers, including insurance companies and telecommunications providers, leadership continuity and capability are carefully considered at all levels.

While technology continues to evolve rapidly, the Group has adopted a balanced approach by combining the experience of senior leadership with the capabilities of younger and AI-savvy talent. The Group has also seen a significant shift towards younger skill sets, presenting opportunities for collaboration and growth. Subsidiaries such as Infomina AI Sdn. Bhd. and Infomina Geolytik Sdn. Bhd. were pioneered and led by young talent.

Talent development and retention remain key priorities of the Group. In this regard, subject to the shareholders' approval, the Company proposes to implement the Employees' Share Option Scheme to retain key talent and strategic human capital.

Q4: With the planned implementation of the carbon tax in 2026 and the high energy consumption associated with AI operations, will this result in higher costs and adversely impact the Group's profitability?

A4: The Group has implemented a Sustainability Framework which serves as a guide for integrating Environmental, Social and Governance principles into its core business practices, which includes measures to monitor and control the Group's carbon emissions. The Group also continues to monitor global developments, while actively managing energy consumption and sustainability considerations in line with industry expectations.

Q5: With reference to Note 31 – Segment Information on page 153 of the Annual Report 2025, there is no breakdown of non-current assets ("NCA") for Singapore, Thailand, the Philippines and Indonesia. Does this indicate that the Group did not allocate NCA to these countries?

A5: The Group did not purchase non-current assets (such as physical offices) in these countries which reflects the Group's operating structure in these markets. Except for Malaysia and Japan, the Group's presence in these countries is primarily through representative offices, with operations managed primarily from Malaysia. This structure supports a lean Balance Sheet and improved return on equity. Management fees are charged to the respective overseas entities by the Company, where applicable.

Q6: Are there language or cultural challenges in the Group's expansion into international markets such as Thailand, the Philippines, and Indonesia, or is the expansion primarily service-driven?

A6: There are always cultural and language challenges when entering new markets, especially when the market's main language differs from Malaysia. To overcome this, the Group employs local personnel in the respective markets as the primary customer-facing team, supported by its Malaysian staff and Key Senior Management who provide oversight and support as required.

The Group locally hired staff typically operate at customer sites or short-term rental working spaces, allowing the Group to remain flexible and avoid unnecessary overheads associated with maintaining large long-term physical offices.

Q7: Which overseas markets have demonstrated growth and how does Management assess their revenue growth prospects, particularly with respect to Indonesia?

A7: Markets with larger populations generally offer greater addressable market potential. Markets such as Thailand, the Philippines, Japan, Hong Kong, China and Taiwan present strong growth prospects, alongside Malaysia.

Malaysia remains the Group's most mature market, supported by a larger team and closer operational proximity, which continues to provide a strong foundation for growth. Over the past five to six years, the Group's international expansion had contributed significantly to revenue growth, increasing the Group's total annual revenue from approximately RM66 million in FY 2019 to about RM200 million in recent years.

Indonesia, which only started contributing revenue to the Group two years ago in the FY 2023, is also viewed as a key growth market, and Management is always on the lookout to increase the Group's market share in Indonesia, which is expected to have the potential to contribute more significantly to the Group.

Overall, Management believes that all identified markets offer substantial long-term growth opportunities and intends to continue expanding across the region and in Malaysia.