

# RESPONSES TO QUESTIONS ASKED BEFORE AND DURING MRCB'S 52<sup>ND</sup> AGM HELD ON 7<sup>TH</sup> JUNE 2023

OUESTIONS ANSWERS

#### **DOOR GIFTS / E-VOUCHERS**

- 1. Will there be any door gifts or vouchers?
- Dear BOD Kindly give us some e-vouchers, food vouchers or e-wallet (no discount vouchers please) for being loyal shareholders and attending this meeting. Times are so bad now until ppl have to go to Toyota Car Service Centres to tapau toilet paper. Please be considerate to us shareholders during these trying times. TQ.
- E DOOR GIFT?
- 4. Dear Honorable Chairman & Board of Directors, We appeal to your kindselves & generosity to reward us your loyal shareholders with E-Wallets, E-Vouchers and /or Food Vouchers, for making the effort & taking the time to attend this AGM. We look forward to receiving them as they will help defray the high costs of living escalated by the Covid19 pandemic. Thank you.
- 5. Dear Honorable Chairman & Board of Directors, We would like to request & appeal to your generosity in rewarding us your shareholders with E-Wallet and/or E-Vouchers as we had made the effort & took the trouble to attend this VIRTUAL AGM. Thank You!
- 6. Please revive the practice of providing door gift / eVouchers although is a virtual AGM like many other companies did. TQ.
- 7. Good morning Mr. Chairman and board of directors. For the passed 3 years we get nothing from the company AGMs. Hopefully this year kindly give us rm30 Touch-n-Go e-wallet for being loyal shareholders and attending this AGM. Times are bad now. Please be considered to us during this trying times. Thank you.
- 8. What gift?
- 9. Got gift?

- There will be no door gifts or e-vouchers, as advised in our Administrative Guide circulated together with the Notice of the 52nd AGM.
- However, MRCB is giving a RM20,000 rebate voucher when you purchase either TRIA, Alstonia or Sentral Suites before the end of 2023.
- You will also earn a referral fee if any of your friends or family purchase from any of these projects. For every successful sale, you can earn a referral fee of up to 3%.



	QUESTIONS	ANSWERS
DOO	R GIFTS / E-VOUCHERS (Cont'd)	
10.	Been attended virtual meeting for almost 3 years but the ignorant attitudes	(Answer above)
	from the late chairman to fulfill our demand for door gifts. We are grateful	
	that Datuk Seri Amir Hamzah Azizan was appointed to this position. My	
	heartfelt sympathy goes out to the board members upon hear that there is no	
	door gift distribution. Everyone will die eventually. It is inevitable. Do good get	
	good return. Despite our differences, our though and prayers are with the	
	company during this difficult.	
11.	My heartfelt sympathy goes out to the board members upon hear that there	
	is no door gift distribution. Everyone will die eventually. It is inevitable. Do	
	good get good return. Despite our differences, our though and prayers are	
	with the company during this difficult period. Wish the board members and	
	family members have a meaningful live and stay healthy.	
12.	SELAMAT PAGI, TAN SRI CHAIRMAN AND BOARD OF DIRECTORS, I WISH TO	
	MINTA FROM TAN SRI CHAIRMAN, AS TOKEN OF APPRECIATION, TO GIVE	
	AGM ATTENDEE SOME E WALLET VALUE, IN THIS BULAN RAMADAN,	
	BULAN YANG MULIA. THANK YOU VERY MUCH.	
13.	Kindly provide some form of door gift to the loyal shareholders. Loyal	
	shareholders had suffered loss on hard earned money due to poor share	
	price performance. There is no way we can recoup from the losses.	
	Hopefully the board will not forgetful we are the pioneer investors.	
14.	door gift for shareholder as token of appreciation?	
15.	Is the company giving any door gift to shareholders attending this AGM	
16.	Door gift?	
17.	got gift?	
18.	Would the board consider giving us any door gifts in this AGM?	
19.	As shareholders, we do not have to BEG for door gift, all we have to do is to	
	VOTE AGAINST payment of directors' fee AND ELECTION /RE-ELECTION OF	
	DIRECTORS.	
20.	Please consider token door gift for attending shareholders.	





	QUESTIONS	ANSWERS
DOOF	R GIFTS / E-VOUCHERS (Cont'd)	
21.	is there any door gift for shareholder?	(Answer above)
22.	Please give us some door gifts/e vouchers/e wallet for attending this RPV as	
	a token of appreciation. Tq.	
23.	Any door gift?	
24.	Company benchmark bursa when holding virtual meeting this year. Why not	
	company benchmark bursa for providing door gift?	
25.	Will the Board consider giving door gift such e-voucher or e-wallets for those	
	participating in this AGM as a token of appreciation?	
26.	I humbly request BOD to give e-wallet or e-voucher to attendees as a token of	
	appreciation today our company is celebrating its 52nd anniversary. I believe	
	the token sum is small, manageable and within annual budgeted expenses.	
	TQ.	
27.	Is the company giving out any form of vouchers for this AGM?	
28.	Also distribute a door gift/e-voucher to the shareholders attending this	
	lackadiasical AGM. Thank you.	
29.	Kindly consider to give light refreshments (eVoucher and/or eWallet and/or	
	GrabFood) to attendees for this annual event.	
	QUESTIONS	ANSWERS
AGM	MATTERS	ANSWERS
	g matters	
30.	Mr Chairman - Do not use Boardroom for RPV in future. It is not integrated	The AGM commenced live at 10 A.M.
00.	and doesn't allow us to vote when the meeting starts. Need a separate app	Voting is open at the prescribed time announced by the Chairman, and
	for RPV. Complaints made to Boardroom Senior Mgmt are ignored. Use	can take place throughout the meeting.
	SSHSB or Tricor in future. TQ.	We will take your suggestion into consideration.
31.	Mr Chairman - Kindly allow us to vote when the meeting starts and not keep	• We will take your suggestion into consideration.
	us waiting long. TQ.	
32.	already voted stiil ask to v0te.	





	QUESTIONS	ANSWERS
AGM	MATTERS (Cont'd)	
Phys	ical / Virtual AGM	
33.	can the board hold hybrid meeting for the coming AGM?	Thank you for your feedback.
34.	Quality of the meeting has deteriorated in the last few years in comparison with the physical AGMs in the earlier years.	AGMs are the main avenue for engaging with the shareholders and we will take note of this in the next AGM.
35.	When can we attend the physical meeting?	
36.	Hi Good Morning, Chairman. It is better to go physical AGM rather than Virtual.	
37.	You are torturing the shareholders attending this virtual AGM. It is embarrasing and totally unacceptable. Implement a training program to realize the talents of the management and remove the dead wood.	
38.	Face to face interactions is an integral part of the investor relation function to allow for direct engagement with the board members. Any plan to organize shareholder engagement activity?	
Publ	ishing Questions & Answers	
39.	Could you please consider implementing a mechanism for shareholders to submit their questions in advance of the Annual General Meeting (AGM)? This would enable MRCB to prepare and provide well-thought-out responses during the meeting and reply by email after the meeting. By allowing shareholders to send in their questions beforehand, MRCB can ensure that the most pertinent inquiries are addressed, enhancing transparency and shareholder engagement.	As advised in our Administrative Guide circulated together with the Notice of the 52nd AGM, MRCB welcomes questions and views from shareholders, and has provided an email address for shareholders to ask questions in advance.
Publ	ishing of AGM video	
40.	can post the video of agm on website because of gliches?	The video presented by the GMD will be posted on our website within 7 working days.





QUESTIONS ANSWERS

### AGM MATTERS (Cont'd)

#### **BoardRoom Limited / Technical issues**

- 41. I notice that I couldn't find the history record of my vote submission at Boardroom registrar website. Other registrar companies websites provide clear record of vote submission where shareholders can easily access to it. I need to contact Boardroom via email every time for my vote submission records and It is very inconvenient to me and not transparent at all. Sometimes I am not even sure if my vote is submitted successfully or not. Can the company take a look into this matter for shareholders like me? Thank you very much for your attention.
- 42. Internet interruption. No picture n sound!
- 43. Why is the request for printed 2023 annual report not delivered upon registered for it from boardroom, seniors shareholders like myself who is with poor eye-sights, can't read well, the small prints in pdf format which is glaring to the eyes too!
- 44. We suggest Dear Chairman / BOD, Kindly do not use Boardroom for future Virtual Meetings. Their system is not intergrated and their service is not friendly. As a shareholder, we have to hunt for their email just to get the login details and cannot vote when the meeting starts. And as a shareholder, we also have to register 48hrs before the meeting. Not like Tricor, SSHSB and Mega Corp, even while the meeting is going online as a shareholder they allow us to attend the said meeting.
- 45. should improve the quality of the live broadcast in the next virtual agm coming soon... lagging for sometimes, at least 3 times lagging, thank you.
- 46. Dear Sir, thanks to your honesty for admitted technical glitched. Unlike some listed company avoided from admit it or the service provider blamed on shareholders bandwitch. We look forward for good rebound on share price.
- 47. The interruption of video streaming is very bad. If company is unable to ensure the smoothness of meeting, please consider physical meeting instead.

- We apologise for the interruption due to a technical issue from our service provider, and we thank you once again for your patience and understanding.
- We will investigate the root cause for the technical glitch and take your feedback into consideration.





	QUESTIONS	ANSWERS
AGM	MATTERS (Cont'd)	
Boar	dRoom Limited / Technical issues (Cont'd)	
48.	The company or the country shouldn't use the infrastructure or technical issue as an excuse, as we are advance to 5G era. How do you convince investors to come in to our country?	(Answer above)
49.	Hi Chairman. You are not competent to conduct a simple yearly AGM. Have a training program for the BOD and Management. Remove the deadwood. You better jump out of the window. Shameful to the shareholders and your peers. Revert to physical and Hybrid AGM. Thank you.	
50.	Hi Chairman What is happening to this virtual AGM. Imagine the tension and time wasted for this Virtual AGM. If you cannot manage a simple Meeting, what else can the Board and management are capable at? Dont be a puppet and clowns by just drawing salaries. Bench marking your salaries is miscalculation. No competency .Be conscientious to the shareholders and ethical. Revert to physical and Hybrid AGM. Thank you.	
51.	Not a good meeting. Too many interruptions.	
Hard	copy of printed Integrated Annual Report	
52.	Morning BOD ,Please send a copy of annual report to me. Please give ewallact or evouchers to those attend this meeting.Tq goh.	Noted. Please contact us at +603-7890 4700 / email to bsr.helpdesk@boardroomlimited.com.
53.	Please send me a printed copy of the Annual Report, tq.	
54.	KINDLY SEND ME A COPY OF THE LATET PRINT ANNUAL REPORT TO MY REGISTERED ADDRESS. TQ. PLEASE ALSO BE KIND TO DISTRIBUTE SOME E VOUCHERS FOR TODAY'S ATTENTEES, WILL BE HIGHLY APPRECIATED.	
55.	Please send a print AR 2022 and SBB Statement to [redacted]. Thanks	
56.	Can I have a hardcopy of the annual report to be sent to me?	
57.	Can the board send me the printed annual report to my temporary address at [redacted] thanks.	





QUESTIONS ANSWERS

## **BOARD MATTERS**

#### Board emoluments / remuneration / fees

- 58. How many % of execute directors' emoluments constituted against overall salary paid out. If the directors' emoluments paid out is in line with the industry peer practice.
- 59. Why increase on execute directors' total salary more than the dividend yield?
- 60. Kindly share the policy for review of directors' fees and remunerations. When was the last time a review was done?
- 61. directors received huge directors fee & benefits, 1% for shareholders, this is unfair, a lot of new projects earning profits.
- 62. RESOLUTION 5 TO APPROVE THE PAYMENT OF RM197,534 FOR DATUK SERI AMIR HAMZAH AZIZAN AS DIRECTORS' FEES FOR THE FINANCIAL YEAR ENDING 31 DECEMBER 2023. Why is this payment higher than the rest of the director's fees?
- 63. Our shareholders have worked hard but our efforts have not been appreciated and valued in the past few years. If our most respected Board of directors had decided not to give any door gift to shareholders who had given a lot of time, efforts, participation, contribution, involvement during the past 3 years AGM and also in this 2023 AGM, we as shareholders would like to propose that no directors fees and expenses should also be given to the Board of Directors for attending all the past and current AGMs. It is most important that shareholders be treated fairly and with utmost respect. Thank you very much for your kind assistance, understanding and support.

- The Executive Directors' emoluments make up 1.7% of total salary.
- The increase in the Executive Directors' pay in 2022 compared to 2021 is due to 2022 reflecting the full year of salary of the Executive Vice Chairman who was appointed in September 2021.
- The BOD and Senior Management Remuneration Policy was last reviewed on 27 March 2023, however, there were no changes to the director's fee and remuneration. The Policy is available on our website.
- Directors' fees are benchmarked to other listed companies and the industry.
- It is standard practice at all companies for the Chairman to receive a higher fee than other directors. MRCB also details out the remuneration process in its Policy available on our website.





	QUESTIONS	ANSWERS
BOARD MATTERS (Cont'd)		
<b>Boar</b> 64.	Please mandated annual health screening to all board members. As we are aware that Tan Sri Chairman demised during Tan Sri appointed tenure. This will impact company daily business operation and huge sum of medical costs involved. Prevention is better than cure. With mandated annual health screening, management can plan things ahead.	<ul> <li>Thank you for your kind thoughts. The company provides annual health screening benefits for all our directors and Senior Management.</li> <li>Internally, MRCB has also been conducting health campaigns for our staff, and we will continue to conduct such programmes as a social obligation to our employees.</li> </ul>
Boar 65. 66. 67.	Hi, I want to ask shouldn't the chairman be independent.  Can we have more independent rather than EPF nominees?  How do MRCB maintain its independence when the CEO and CFO of EPF which is its biggest shareholder are sitting on MRCB board. Why are they there and any value add to MRCB?	<ul> <li>It is neither a Bursa Malaysia nor Securities Commission requirement for the Chairman to be independent.</li> <li>We comply with the minimum requirement set by Bursa Malaysia's Main Market Listing Requirement for the necessary number of independent directors, which is to have at least 1/3 of the Board to comprise independent directors.</li> <li>The EPF nominated directors act as individuals and complement the Board's capabilities. They also provide oversight, strategic direction, and stewardship to MRCB Group. It should be highlighted that all interested directors abstain from any related party matters being deliberated in board meetings.</li> </ul>



	QUESTIONS	ANSWERS
PRO	PERTY DEVELOPMENT & INVESTMENT	ANOWERO
Buki	t Jalil / Bukit Komanwel	
68.	Notice that no signs of development around Bukit Jalil stadium for the Bukit Jalil Sentral development. Can the company share when projects will be launched/construction pace is expected to pick up.  Please take good care of Bukit Komanwel. The grass are uncut most of the time. Big monitor lizard and their babies everywhere there. A lot of Seniors and children go there. Thank you.	<ul> <li>Plans for Bukit Jalil have taken some time as we needed to go through local authorities in order to obtain necessary approvals. This takes around 1 to 1.5 years. To date we have successfully obtained all necessary Development Orders and Design Planning for the entire development.</li> <li>We have plans to launch the development of Phase 1A and 1B of Bukit Jalil in 2024.</li> <li>The development will be a 1,200-unit service residence valued at approximately RM800 million.</li> <li>The site is adjacent to a park that is open to the public.</li> <li>The timing for the development of this project is just right as developments in the surrounding area have been completed and sets the stage for a promising launch.</li> <li>We have also appointed a contractor for the periodic maintenance of Bukit Komanwel and will look into this comment further to ensure public safety.</li> </ul>
70.	In the AR, MD review mentioned 227 million of completed unsold unit but q1 announcement mentioned 379 million.does this means property sales is lower than the rate of properties completed? Can the company provide a by project breakdown on this 152 movement between q1 2023 and q4 2022.	<ul> <li>The number of completed unsold units increased compared to Q42022 as Sentral Suites was completed in Q12023.</li> <li>This is merely a re-classification of previously on-going development units to now being classified as unsold stock.</li> </ul>





DDO	QUESTIONS	ANSWERS
	PERTY DEVELOPMENT & INVESTMENT (Cont'd) erty Sales	
71.	pg84 AR mentioned 1 unit of 1060 Carnegie was yet to be sold. Has it been sold to date and if not why is it so hard to sell just 1 unit.  On another related question, the company gave away 20k discount voucher in last year AGM. how much of sales/bookings has been generated from these vouchers.	<ul> <li>The remaining single unit at 1060 Carnegie is a commercial unit, which is currently being leased out for a medium-term leasing period, and we will sell it at the right price.</li> <li>While there were no sales generated last year from the vouchers gifted to shareholders at the 51<sup>st</sup> AGM, 20 people had registered their interest, However, this was expected as the economy was still normalising after the COVID-19 pandemic.</li> <li>This year we have expanded the eligible properties and added the up to 3% referral fee.</li> </ul>
VIVO	0@9 Seputeh	
73.	May I know what is the unsold unit for Project Vivo 9 Seputeh as at today? Many of retail lot for Vivo 9 Seputeh remain empty and unoccupied although this project has be completed many years. What is MRCB plan on this to improve on retail area for Project Vivo 9 Seputeh.	<ul> <li>All the retail units at VIVO have been sold to a cooperative, which is working with MRCB to fill up the tenancy, and we estimate that it will take 1-2 years for the units to be fully tenanted.</li> <li>MRCB's operational offices also occupy some of these units.</li> <li>For the residential units, we are undergoing the statutory process of converting the Bumi units to Non-Bumi units, which will take some time.</li> </ul>
VIST	A, Surfer's Paradise, Gold Coast, Australia	
74.	What is the current takeup rate for Vista Gold Coast.	<ul> <li>The current take-up rate for VISTA is around 7%, and we only started marketing the project this year.</li> <li>To date, we have approximately AUD11 million worth of bookings, and we are hopeful to meet our sales targets this year.</li> </ul>





# **QUESTIONS ANSWERS** PROPERTY DEVELOPMENT & INVESTMENT (Cont'd) **Future launches** Could you provide insights into MRCB's pipeline of upcoming projects and MRCB is focusing on diversifying its property income into new their potential impact on the company's revenue and profitability? segments, including the industrial segment, which will start What is MRCB's outlook on the demand and supply for residential, contributing from 2024 onwards. We have also expanded our regional commercial, and industrial properties in Malaysia? Are there any specific footprint in New Zealand and Australia, and anticipate developments regions or segments that the company is targeting for growth? there to begin in the next few years. Concurrently, we will continue to launch projects in Malaysia, and look forward to launching Residensi Tujuh in Kwasa Damanasara and Bukit Jalil. We anticipate demand for industrial development to remain strong and we look forward to new revenue streams coming from our lpoh Raya Integrated Park moving forward. We also anticipate growing demand to come from the residential segment particularly due to the strategic land bank we have interests We are also planning to develop more innovative commercial spaces that meet changing market demands.



	QUESTIONS		ANSWERS
ENG	INEERING, CONSTRUCTION & ENVIRONMENT		
<u>Shah</u> 77.	Even the proposed Shah Alam stadium redevelopment (from public news) is being paid by land not cash, so wouldn't this be a further negative cash outflow for MRCB?	•	The proposed development will only be undertaken if there are no negative impact to MRCB's finances.
Was	te-to-energy (WTE)		
78.	Could the company elaborate on the WTE project.		MRCB is currently in advance discussions with the Government and is looking to finalise the definitive agreement for this project soon. More details about the WTE project will be announced once the definitive agreement is signed.
MRC	B Building System (MBS)		
79.	On MBS, which other 19 countries are the patents pending and are these expected to generate sizeable licensing fees for the company moving forward.	•	To date, we derive income from our licensee in Hong Kong.  Among the countries we have patented our MBS technology are Singapore, Malaysia, United Kingdom, USA, Australia, New Zealand, and China.  Countries where our patents are pending, which include Saudi Arabia, may take some time to be approved, as each country is subjected to its own local processes that is time consuming.  We are hopeful that we can expand into these countries as there is high demand for mass housing solutions that can be addressed by our MBS technology.





	QUESTIONS	ANSWERS
	NCIAL PERFORMANCE	
80. 81.	In the AP 2022 page 143 under Related Party Disclosures, can you pls elaborate on 'supply of chilled water charged to an associate'?  Why is MRCB buying Kwasaland's land in Sg Buloh from EPF but selling its jewel Bukit Jalil land to EPF. It seems like MRCB is helping EPF by taking their not so prime land and being forced to sell its valuable land to EPF.	<ul> <li>We supply chilled water to Sentral REIT for Platinum Sentral at KL Sentral. Sentral REIT is our Associate Company</li> <li>Both of these transactions have been scrutinised by Independent Advisors and approved by the non-interested shareholders in 2015 and 2018 for Kwasa Sentral and Bukit Jalil Sentral projects respectively. Both projects remain strategic to MRCB Group.</li> </ul>
Fina 82. 83.	Can you provide an overview of MRCB's financial position, including any major investments, partnerships, or acquisitions that may contribute to the company's future growth? continuing negative operating cashflow in 2021, 2022 and latest 1Q2023 is very worrying, resulting in increasing net gearing of the group. Is management concerned about this and if so, what is being done to reverse this?	<ul> <li>As at Q12023, our NTA is RM4.54 billion, Net Gearing 0.37x, and Cash Balance RM602 million.</li> <li>The negative operating cashflow recorded in Q12023 was due to the timing difference between the completion of the Sentral Suites project and the Vacant Possession for the Purchasers that occurred in different quarters. This will be partially addressed as the Company monetises its available inventory, which MRCB is aggressively marketing, as well as the Company's strategy to bid for new, complex infrastructure projects.</li> <li>The increase in net gearing was due to refinancing of a loan that was due in April and August 2023. The early drawdown was made to mitigate against an anticipated interest rate increase, which did indeed happen.</li> </ul>
<b>Rese</b> 84.	erve loss  Why group reported other reserve loss?	The reserve loss arose from Currency Translation and Charges from the Retirement Benefit Reserve.





	QUESTIONS	ANSWERS
FINA	NCIAL PERFORMANCE (Cont'd)	
Shar	e price / Market capitalisation	
85. 86. 87.	Company financial result was relatively poor and share price hit the lowest ever under the leadership of Tan Sri Zainol. I believe that Datuk Seri Amir Hamzah Azizan would perform fiduciary duty at utmost top notch and closely monitor the company performance and ensure good return on investment to the loyal shareholders.  Why is the share price still low?  How company intends to resolve declining market capitalization? Any impact to the company business operation with reported declining market capitalization?	<ul> <li>The Company was affected by the challenges plaguing the country as a result of the COVID-19 pandemic during the late Chairman's tenure.</li> <li>The share price is mainly driven by market sentiment and is affected by the current and perceived economy, interest rate uncertainties, as well as timing on the announcement of new government infrastructure projects. Furthermore, the property sector is trading at a large discount to Net Asset Values.</li> <li>Plans to improve declining market capitalisation include moving away from a project-driven business model to improving our long-term sustainable returns through diversifying our business and multiplying our revenue streams.</li> </ul>
SHAI	REHOLDERS / INVESTORS	
Divid	<u>ends</u>	
88. 89. 90.	MCO more than 3 years, all virtual AGM and the company saving a lot of money on AGM, why dividend is 1%.  Hi BOD. You must soar higher than your competitors. Benchmarking is for incompetency. Wake up It is filled with all Dead wood. Better knock your head against the wall. a.k.a go kill yourself. Did you benchmark the Dividends payout? Benchmark against the private listed company not GLC. Your Dividend is horrible.	<ul> <li>The dividend payout is approved by the Board after considering factors such as company performance and outlook and based on the policy of paying out at least 20% of core net profits. The virtual AGM is another measure for the Company to reduce costs.</li> </ul>
91.	erns by shareholders  What are the hottest issues raised by shareholders? If the board take necessary steps to manage shareholders expectation?	The hottest issues are on the company outlook and door gifts.



	QUESTIONS	ANSWERS
	REHOLDERS / INVESTORS (Cont'd)	
<u>Insti</u> 92.	tutional investors  What are the major shareholders which are also big institutional investors ie EPF, TH, KWAP doing for MRCB in such uncertain market condition?	<ul> <li>Having large institutional shareholders with large funds under management provides us access to potential capital and potential avenue to dispose assets, allowing us to recycle our capital.</li> <li>Historically, big institutional investors such as EPF and TH have supported MRCB either through purchasing our buildings, investing in our bonds, and collaborating with us in the projects we undertake.</li> <li>Nevertheless, it should be highlighted that all Related Party Transactions will undergo the necessary processes and are scrutinised by Independent Advisors before it is submitted to non-interested shareholders for approval.</li> </ul>
Minc 93.	Do treat all members of company fairly. Don't priorities to reply MSWG questions as the watchdog group is just for the sake of asking without further follow up action. Independency though of MSWG is highly suspicious due to the four founding organizations are government statutory in related. May I know whether MSWG has voting right on all resolutions?	<ul> <li>All questions from all shareholders will be answered, and subsequently published in our website accordingly.</li> <li>We encourage all shareholders to ask as many questions as possible.</li> <li>All shareholders have voting rights.</li> </ul>





	QUESTIONS	ANSWERS
	/ING FORWARD / STRATEGIES	
<b>Over</b> 95. 96. 97. 98. 99.	WILL 2023 BE BETTER THAN 2022 OR WILL BE WORSE DUE TO NEW CHALLENGES?  MAJOR CHALLENGES FOR 2023? OUTLOOK FOR NEXT 3 MONTHS? STRATEGY FOR NEXT 6 MONTHS? OUTLOOK FOR NEXT 3 MONTHS? STRATEGY FOR NEXT 6 MONTHS? May I know what is the company's future outlook?	<ul> <li>We are hopeful yet cautious for 2023.</li> <li>Market has reopened, allowing us to market our properties more efficiently and effectively, and we have seen a recovery in sales.</li> <li>Sales from foreign buyers have also started to trickle back in, boosting our sales numbers.</li> <li>However, we still remain cautious of rising interest rates and the cost of raw materials, supply chain disruptions from underperforming suppliers and manufacturers.</li> <li>We continue to closely monitor these risks and have plans in place to mitigate against them, such as ensuring we have an adequate numbe of suppliers that can meet our expectations.</li> <li>Apart from cost management, we also have plans to focus on our diversification strategy, which includes, among others, entering new</li> </ul>
<u>Heal</u> 100.	pg85 mention pursue healthcare or aged care facilities market. My initial thought MRCB doesnt have any healthcare experience/expertise. could the management please elaborate on this potential market.	<ul> <li>markets such as the industrial segment, to reduce our exposure in the residential and commercial sectors.</li> <li>MRCB does not plan to manage hospitals, rather it plans to build custom made or bespoke hospitals or aged-care facilities that are rur by operators, and receiving proceeds through either a Build-and-Lease model or an outright sale.</li> <li>In the past MRCB has developed niche developments such as KL Sentral and Cardiac Vascular Sentral Kuala Lumpur (CVSKL) and sold these developments to the operators who were willing to pay a good value for the bespoke asset.</li> </ul>





	QUESTIONS	ANSWERS
MOVING FORWARD / STRATEGIES (Cont'd)		
	s and challenges  What are the main challenges of MRCB? What measures is MRCB taking to	The main challenges include supply chain disruptions and rising
	mitigate any potential risks or challenges in the current economic and regulatory environment that could affect the company's property development projects?	<ul> <li>The main challenges include supply chain disruptions and rising material costs, which in turn could escalate our project costs.</li> <li>MRCB has mitigation plans in place, which include among others, expanding our pool of suppliers, locking in prices through long-term contracts, conducting forward purchases, stockpiling materials such as steel, tiles and general materials, as well as ensuring the standardisation of materials across all projects to allow for bulk purchases at cheaper rates.</li> <li>In terms of changing economic and regulatory requirements, MRCB has a strong engagement programme in place and is in constant communication with local authorities and regulators such as the Real Estate and Housing Developers' Association Malaysia (REHDA) and Kementerian Pembangunan Kerajaan Tempatan (KPKT).</li> </ul>
Strategies to sustain our business		
	Our Co. has been in a privileged position with good land banks but still rather poor performance which are blamed on the economic environment and this means that the directors are receiving too high fees/renumerations for the poor realization of our Co's potential with poor investors' interest in our share now languishing at penny stocks levels. How is our BOARD going to extricate our Co. from poor to much better growth & profitability and shareholders don't experience capital losses investing in our shares? Any new meaningful initiatives apart from the normal ones now in place which will beat the competition?	<ul> <li>We have a diversification strategy in place.</li> <li>We innovated the MRCB Building System technology, which has been licensed to two (2) international companies in Hong Kong and Singapore.</li> <li>To date we have also strengthened our presence in Australia and New Zealand with projects in the pipeline.</li> <li>Locally, we are focusing on the industrial sector through our recently launched Ipoh Raya Integrated Park in Perak</li> <li>We are also expanding into the renewable energy market, which will</li> </ul>
103.	MRCB landbanks are mostly high value developments, but the current overhang makes it difficult to develop. And there is not much big infra projects. Is MRCB considering to diversify since the property and construction market is gloomy?	give us recurring income.

