

KOTRA INDUSTRIES BERHAD

(Company No. 497632-P)
(Incorporated in Malaysia)

SUMMARY OF KEY MATTERS DISCUSSED AT THE NINETEENTH ANNUAL GENERAL MEETING OF THE COMPANY HELD AT THE AUDITORITUM HALL, KOTRA PHARMA TENCHNOLOGY CENTRE, NO. 2, JALAN TTC 12, CHENG INDUSTRIAL ESTATE, 75250 MELAKA ON THURSDAY, 22 NOVEMBER 2018 AT 10:35 A.M.

At the Nineteenth Annual General Meeting (“**19th AGM**”) of the Company held on 22 November 2018, Mr. Jimmy Piong Teck Onn, the Managing Director of the Company presented the overview of the Group’s operations and financial performance and reverted on questions raised by shareholders which are summarised as follows:-

No.	Presentation on Group’s Operations and Financial Performance	Presentation from the Management of the Company
1.	The Group’s operational review for the financial year 2018	<ul style="list-style-type: none">• Total revenue of RM178.5 million (7.3 % growth);• Profit before tax improved from RM12.5 million to RM15.9 million (27.2% growth);• Global product penetration into two (2) new markets, namely Samoa and Zimbabwe; and• Kick started the Biglink Intelligent Rewards (“Biglink applications”), a cardless reward system.
2.	Group’s future strategy (a) Refocus in developing current existing market in sales and profitability	The Group would re-focus in developing the sale of existing market and profitability. The Group was targeting to capture 50% of market share as the current market share was 35%.
	(b) Managing the transition of traditional media by establishing KOTRA brand in the digital media space	<p>In respect of the Biglink Applications, the Group had performed a <i>beta run</i> on Biglink applications by carrying out various tests to rectify some minor problems in the said application. A few customers had been selected to participate/sign in Biglink application with rewards to entice them.</p> <p>The Meeting further noted that the Group would benefit with the implementation of Biglink application, a KOTRA-owned communication channel with consumers at minimal cost without going through any third parties. During the Biglink application soft launch in year 2017, the healthcare professional data was collected and it was now ready to be launched on 7 December 2018.</p>

KOTRA INDUSTRIES BERHAD

(Company No. 497632-P)

(Incorporated in Malaysia)

(Minutes of the Nineteenth Annual General Meeting held on 22 November 2018 - cont'd)

No.	Presentation on and Group's Financial Performance	Summary of the responses from the Management of the Company
		<p>The Group was targeting to collect six million (6,000,000) household's data in the next five (5) to ten (10) years. He further elaborated that the Electronic Ringgit also named as ERM in the Biglink Application, i.e. the medium of transaction, had been purchased from authorised retailers in order for users to perform online transaction.</p> <p>The Management would also manage the transition from traditional media to the digital media space.</p>
	Questions raised by Shareholders	Summary of the responses from the Management of the Company
3.	Tender of project	<p>The tender award, namely the Offtake Agreement and the Injectable Products Program granted by the government hospitals. The Meeting further noted that the said Offtake Agreement, also known as the Entry Point Project 3 (EPP 3), was via the Management Key Economy Area for pharmaceutical industry. Under this program, the Government would undertake the newly developed products via the new production line. Currently, there were two (2) new products under this program, which were now for sale in the market.</p>

All the resolutions tabled at the 19th AGM were duly passed by way of poll, the results of which had been announced to Bursa Malaysia Securities Berhad on 22 November 2018.