



BINTAI KINDEN CORPORATION BERHAD

[Registration No. 199401005191 (Company No. 290870-P)]
("BKCB" or "Company")
(Incorporated in Malaysia)

SUMMARY OF KEY MATTERS discussed at the Twenty Seventh ("27th") Annual General Meeting ("AGM") of the Company held online via the Remote Participation Voting ("RPV") facilities provided by One Capital Market Services Sdn Bhd on Tuesday, 28 September 2021 at 10:00 a.m.

NO.	COMMENTS / QUESTIONS RAISED BY SHAREHOLDERS/PROXY HOLDERS	RESPONSES/ANSWERS FROM/CHAIRMAN CHIEF EXECUTIVE OFFICER/MANAGEMENT
A.	Pre-meeting question from shareholder	
1.	What is the outcome on the Company's Memorandum of Understanding with Generex on the Covid-19 Vaccine announced on 17 August 2020.	<p>The MOU dated 14 Aug 2020 between Bintai and Generex has been superseded with a Distribution and License Agreement (DLA) dated 05 Oct 2020 between the parties. Bintai Healthcare had been granted the exclusive rights to distribute, sell and commercialise the Covid-19 vaccine upon approval by the US Food and Drug Administration (FDA) and the relevant Malaysian authorities.</p> <p>The development of Generex's Covid-19 vaccine are currently in the Pre-IND stage of clinical trials. More information about the status and progress are available in Generex's Corporate website at https://generex.com/nugenerex-immuno-oncology-submits-protocol-data-and-manufacturing-information-to-fda-in-advance-of-the-ind-submission/.</p>
B.	QUESTIONS FROM MINORITY SHAREHOLDERS WATCH GROUP	
1.	The Group recorded revenue of RM58.3 million for FY2021, a decline of 35% compared to FY2020, mainly due to the slowdown in mechanical and electrical engineering ("M&E") segment. Loss before taxation of RM6.92 million was recorded in FY2021 against profit before taxation of RM0.11 million a year ago due to Covid-19 pandemic and Movement Control Orders ("MCO") (page 8 of Annual Report (AR) 2021). What action plans have been taken to improve revenue and earnings in 2022 and going forward?	<p>Bintai Group has diversified its portfolio into Healthcare/Hospitality businesses and in line therein, we have recently undertaken a corporate exercise and submitted our Proposed Acquisition of Johnson Medical International Sdn Bhd ("JMI") ("Proposed Acquisition") to Bursa Malaysia Securities Berhad, pending for its approval. The Proposed Acquisition is targeted to be completed by the Third Quarter of financial year ending 31 March 2022 ("Q3 2022"). JMI is a mechanical and electrical ("M&E") engineering service provider focused on the manufacturing, supply and installation of medical support systems and related equipment, ventilation systems for clean air, operating theatres, critical care units, fluid</p>

What are the opportunities/management priorities for the next 12 months that can drive business growth

management pendants and medical gas delivery systems. JMI specialises in undertaking medical facility development and construction projects, which covers the design, construction planning, engineering, manufacturing, equipping, installation, testing, commissioning, training and maintenance aspects for various medical facilities, hospitals and public health institutions in Malaysia.

The anticipated successful completion of the Proposed Acquisition is expected to widen the market presence and customer profiles of Bintai Group in healthcare services industry in Malaysia that JMI is currently involved in. The consolidation of JMI is expected to contribute positively towards the revenue and earnings of Bintai Group upon the completion of the Proposed Acquisition. Under the Deed of Profit Guarantee and Escrow Arrangement, JMI will be providing a total profit guarantee of RM9.1 million to BKCB and JMI's current order book is approximately RM54.9 million.

Bintai Group will continue to move forward in exploring new business opportunities that will contribute positively towards the future earnings of the Group

2. The Group will continue to focus on its core business in M&E segment and endeavour to secure more opportunities and recurring projects in Malaysia (page 9 of AR 2021).

(a) What is the current outstanding order book of the Group's existing projects? How long are they expected to last?

Bintai Group's current outstanding order book for the existing projects is approximately RM114 million. The projects are expected to be completed by the first quarter of financial year ending 31 March 2024.

(b) What is the current tender book and targeted order book replenishment in the next two financial years?

Current tender book comprises 16 projects with total project value of approximately RM500 million.

(c) How does the Company intend to increase its order book given the challenges in the industry? What are some of the potential opportunities in M&E available to the Group in the next 12-18 months?

Our company's main focus is still on projects awarded by Tenaga Nasional Berhad ("TNB") as TNB is the largest electricity utility in Malaysia and a leading utility company in Asia. Currently, our tender book has approximately RM500 million which are mostly contributed from TNB. Based on our long-term relationship with TNB, good reputation and good track record in the past, we are confident that the chances of securing more tender projects from TNB are high. Hence, the

overall revenue is expected to grow and enhance our cash flow in the next 12 - 18 months.

3. Bintai Healthcare Sdn Bhd has been appointed by SLAB Asia Co., Ltd., a company incorporated in Korea, to act as the exclusive distributor for the full range Greenie Medi Cold Chain Box within the geographical territory of Malaysia, Saudi Arabia, Philippines, Indonesia as well as non-exclusive distributor for South-East Asia countries (page 8 of AR 2021)

(a) Has Bintai Healthcare started selling the Cold Chain Box in Malaysia since it has obtained approval/registration certification from Medical Device Authority (MDA) in July 2021? What are the projected sales for FY2022, and its expected contribution to the Group's revenue and profit in FY2022?

Bintai Healthcare Sdn Bhd, a subsidiary of Bintai, has entered into a Business Collaboration Agreement with NGT Solutions (M) Sdn Bhd ("NGTS") on 7 September 2021. NGTS is an appointed Health Organiser of Duopharma Biotech Berhad ("Duopharma") and Duopharma has been granted the product registration Conditional Approval by the Drug Control Authority for Sinopharm's COVILO Covid-19 vaccine ("Vaccine"). Under the aforesaid Collaboration Agreement, Bintai Healthcare Sdn Bhd will be providing the Greenie Medi Cold Chain Box for storage of the Vaccine.

Our Business Collaboration Agreement with NGTS is to explore mutually beneficial opportunities in the area of sales, marketing and distribution of the COVILO Covid-19 Vaccine via NGTS as the HCO to the private sector in Malaysia.

(b) According to The Edge press report on 14 September 2021, 52.6% of the Malaysian population have been fully vaccinated and 65.4% have received at least one dose.

The main purpose for Bintai Healthcare Sdn Bhd to undertake the registration of Greenie Medi Cold Chain Box with the authorities is to enable Bintai Group to support and to supplement the distribution of various types of vaccines by the Government and private sectors, and not limited only to the Covid-19 vaccines.

What is the Company's view on the demand for Cold Chain Box which is designed for storage and distribution of Covid-19 vaccine?

Greenie Medi Cold Chain Box is:

- (a) is a purpose-built box for exclusive use in logistics of medical products which is designed to keep inbox temperature of up to negative 70 degrees Celsius (-70°C) at an optimal level of up to 120 hours;
- (b) enable proper storage and distribution of vaccines, including highly anticipated COVID-19 Vaccine;
- (c) designed and tested to meet ISTA 7D/7E requirements which is the international test standard set by Center for Drug Evaluation and Research under The United States Food

and Drug Administration (“US FDA”) in certifying compatibility and adequacy for transporting medical grade products.

In summary, Greenie Medi Cold Chain Box is a temperature-controlled purpose made box suitable for transporting biologics, vaccines and other medical products which require low or ultra-low temperature.

Hence, Bintai is confident that the demand for the Greenie Medi Cold Chain Box will be sustainable for a longer period.

4. As at 31 March 2021, the Group’s cash and bank balances was RM1.9 million. The Group’s trade and other payables were RM32.6 million in FY2021 (page 57 & 58 of AR 2021) and finance costs were RM9.6 million in FY2021 (Note 25 to the Financial Statements, page 106 of AR 2021). With negative operating cashflow of RM20.6 million, how will the Group prepare itself to meet its financing payments and payables obligation on a timely manner?

The negative operating cashflow of RM20.6million was as a result of the slow activity of our mechanical and electrical engineering segment and delayed collection from the concession arrangement during the various phases of the Movement Control Order imposed by the Government due to spread of the COVID-19 pandemic.

We are in the midst of active discussions and negotiations with the parties to the concession arrangement on a new repayment schedule to settle the existing outstanding payment as well as for future repayment under the concession arrangement.

In addition, we also have current unbilled order book of approximately of RM114 million that is expected to sustain the Group’s operation until the first quarter of financial year ending 31 March 2024. As the Government has recently uplifted its restrictions and allow most of the industries to resume operations, our business operations have also slowly resumed and therefore, Bintai’s cash flow is expected to improve during the economic recovery phases

5. Accumulated impairment losses on investment in subsidiaries of RM45.5 million in FY2021 (FY2020: RM45.0 million) (Note 6 to the Financial Statements, page 87 of AR 2021).

- (a) What are the reasons for the substantial impairment losses and what made this impairment necessary? Please name the subsidiaries with the impairment losses?

Based on the computation, the carrying amount of investment of the following subsidiaries are higher than the net assets value recorded in their respective financial statements. As such, pursuant to the applicable accounting standards, where cost of investment is higher than the net assets value, impairment is hence required:

Subsidiaries	Impairment losses (RM'000)
Kejuruteraan Bintai Kindenko Sdn Bhd ("KBK")	36,346
BIEC Sdn Bhd (formerly known as Bintai Intergrated Engineering & Construction Sdn Bhd)	750
Bintai Asset Holdings Sdn Bhd	7,906
Bintai Property Development Sdn Bhd	500

- (b) What is the likelihood of further impairment or reversal or recoverability in FY2022?
- It is unlikely for further impairment or recoverability in the financial year ending 2022 ("FY2022") taking into consideration that full impairment have been made for inactive subsidiaries [except for Kejuruteraan Bintai Kindenko Sdn Bhd ("KBK")]. Furthermore, the recoverability of impairment loss in KBK is depending on the Company's business performance. The business performance will be gradually recoverable in subsequent years, but the recoverability of impairment loss next year will be unlikely due to many uncertainties in the current downside of the economic situation.
6. The ageing analysis of the Group's trade receivables shows all categories of past due but not impaired trade receivables. The category of more than 91 days past due but not individually impaired increased significantly to RM19.6 million in FY2021 (FY2020: RM1.3 million) (Note 30, page 112 of AR 2021).
- (a) How much of the RM19.6 million trade receivables have been collected todate? What are the efforts by management to collect the long outstanding trade receivables?
- As of today, we have collected RM358,000 out of the total RM19.6 million. The category of more than 91 days past due which has not been individually impaired consists of RM18.8million which is owing from the concession arrangement segment. As mentioned in item (4) above, we are in the midst of active discussion with the relevant parties to the concession arrangement on the new repayment schedule to settle this outstanding balance.
- (b) Has the Group experienced slower collections of its trade receivables from customers in the construction business? What are the profiles of the customers with long outstanding debts?
- Most of the customers in construction business are good paymaster as they able to make payment within the credit term period. Our major long outstanding debts is owing by our customer of concession arrangement segment.
- (c) What is the likelihood of impairment in the current year given that the industry has been disrupted by the pandemic and MCO 3.0?
- Bintai Group has put in a lot of efforts to secure more projects and managing our daily operation to avoid further deterioration to our business performance.

As of today, most of the states in Malaysia have moved into Phase 2 of the National Recovery Plan (“NRP”) and gradual transitions to the third and fourth phases by all states in the country are foreseeable. Malaysia’s economy is expected to gradually recover as the National COVID-19 Immunisation Programme has been accelerated to meet the NRP threshold for each state. This will facilitate a broader reopening of economic and social activities soon.

Corporate Governance Matters

7. BKCB in its Corporate Governance (CG) Report 2021 states that it has departed from Practice 4.5 which requires the board to disclose in its annual report the company’s policies on gender diversity, its targets and measures to meet those targets. Currently, the Company does not have any female directors on the Board. The Board does not have any policy on gender diversity policies and targets. When does the Board plan to disclose in its annual report the company’s policies on gender diversity, its targets and timeframe to meet those targets?

The Board will endeavour to disclose the Company’s policies on gender diversity in the next Annual Report of the Company or earlier, if possible.
8. Paragraph 15.29 (2) of the Main Market Listing Requirements requires listed issuer to publish the anti-bribery and corruption policy onto the company’s website. BKCB group has formally adopted the anti-bribery policy statement on 6 August 2020 (page 34 of CG Report 2021). As of 13 September 2021, the said policy was not available on the Company’s website under the section, Corporate Governance. Why was the anti-bribery policy not uploaded on the corporate website?

We will publish our anti-bribery policy statement in our website as soon as possible.

All the resolutions set out in the Notice of the Company’s AGM were put to vote by poll where all were duly carried.

Dated : 28 September 2021