

## FIBON BERHAD

Registration No. 200801009722 (811010-H)

(Incorporated in Malaysia)

**Summary of Key Matters Discussed at Fifteenth Annual General Meeting of the Company held as a fully virtual meeting through vote2u online meeting platform at <https://web.vote2u.my> on Thursday, 27 October 2022 at 10:00 a.m.**

At the Fifteenth Annual General Meeting (“15<sup>th</sup> AGM”) of the Company held on 27 October 2022, the matters discussed in the 15<sup>th</sup> AGM relate to the letter dated 17 October 2022 received from the Minority Shareholders Watch Group (“MSWG”) and questions submitted by Shareholders/Proxies via text box during the AGM.

The clarifications from the Company in response to the enquiries raised by the MSWG are summarised as follows:-

No.	Key Matters raised by MSWG	Summary of the reply from the Management of the Company
	<b><u>Operational and Financial Matters</u></b>	
1.	<p>FIBON is principally engaged in the manufacturing of advanced polymer matrix fibre composites for the manufacturing of FIBON® high-amperage insulators. The Group also specialises in the manufacturing and supplying of explosion-proof electrical switchboards and enclosures, and trading in copper busbars. (Page 7 of AR 2022)</p> <p>(a) Apart from the oil and gas segment, which other main business segments does the Group cater to?</p> <p>(b) Is there acute competition in the Group’s main business? What competitive advantages does the Group have over its peers?</p>	<p>Mr. Lim Teck Cheong, the Regional Business Development Manager of the Company, then proceeded to address the following queries raised by MSWG:-</p> <p>(a) Building and infrastructure.</p> <p>(b) Competition from China, mainly on price.</p> <p>(i) Material formulation and Performance: Proven by series of explosion-proof type tests.</p> <p>(ii) Critical Technical Advice: Constantly providing much needed customized critical technical advice to customers, especially on designs, product application and sufficiency of short-circuit withstand strength of their bus bar systems. Competitors are mainly focus on mass supply of materials.</p>

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		<p>(iii) Brand: Throughout the years, Fibon has built up a reputable and well-known brand name in the electrical switchboard industry. Fibon has become the preferred brand for electrical insulators especially in Singapore.</p> <p>(iv) Close customer relationship: Fibon provides personal touch to almost each and every of its customers. We pay visit to customers, especially those who require technical assistance, have technical discussions and providing technical solutions to them.</p>
2.	<p>For the financial year ended 31 May 2022 (“FYE2022”), FIBON’s revenue increased by 21.23% to RM15.14 million as compared to RM12.49 million in the previous financial year. (Page 7 of AR 2022)</p> <p>(a) Is the revenue expected to increase further in FY 2023 and from which segments/products?</p> <p>(b) What is the Group’s current capacity utilisation? Will there be higher utilisation and capacity expansion?</p>	<p>Mr. Lim Teck Cheong informed on the following:-</p> <p>(a) Fibon is in continuation of ongoing projects of our clients carried forward from Financial Year 2022. We are optimistic in revenue growth in Financial Year 2023.</p> <p>(b) The Group’s current capacity utilisation is at approximately 65%. As we are in continuation of ongoing projects of our clients carried forward from FY 2022, we do not foresee substantial increase in capacity utilisation in Financial Year 2023.</p>
3.	<p>The Group minimises the impact of increases in cost of materials through a far-sighted progressive purchasing strategy by increasing purchases of stocks in advance. On the other hand, the management has adjusted the selling price of Fibon products.</p> <p>To what extent can the Group pass on the increase in cost of materials to its customers via product price increase?</p>	<p>Mr. Lim Teck Cheong replied that Fibon has managed to pass a portion of the increased in cost of materials to our customers and at the same time maintain a minimum increase in selling price by constantly improving our production efficiency.</p>

4.	<p>Group revenue is mainly generated from Singapore, Malaysia, Australia. (Page 111 of AR 2022)</p> <p>Why does the Group not expand its business more aggressively to other countries? Are there plans to expand to other countries?</p>	<p>Mr. Lim Teck Cheong, informed that the Group revenue is mainly generated from Singapore, Malaysia, Australia. Fibon has local facilities in Malaysia. This enables us to serve the customers in Malaysia and Singapore better. Similarly, we have a local facility in Australia which enables us to serve the Australian customers directly.</p> <p>Indonesia is one of our close neighbors. In recent years, Indonesia has maintained political stability and is slowly progressing into a middle-income country. Fibon is exploring the opportunity to further expanding into Indonesia.</p>
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The clarifications from the Company in response to the enquiries raised by the Shareholders/Proxies are summarised as follows:-

<b>No.</b>	<b>Questions submitted by shareholders/proxies via text box during the AGM</b>	<b>Summary of the reply from the Management of the Company</b>
1.	May I know, what is the company's future outlook?	<p>Mr. Lim Teck Cheong replied that Indonesia is one of our close neighbours. In recent years, Indonesia has maintained political stability and is slowly progressing into a middle-income country. Fibon is exploring the opportunity to further expanding into Indonesia.</p> <p>Shall there is any confirm expansion, or diversification project for the Company, the Company shall announce in Bursa Link.</p>
2.	Will the Board consider giving door gift such e-voucher or e-wallets for those participating in this AGM as a token of appreciation?	Mr. Lim Teck Cheong responded that the Board take note on the request and the Company will take the proposal into consideration.

All the resolutions tabled at the 15<sup>th</sup> AGM were duly passed by way of poll, the Chairman announced the results of the poll for each of the resolutions and declared that all the resolutions set out therein were duly carried and passed by the shareholders and proxies present. The results of which had been announced to Bursa Malaysia Securities Berhad on 27 October 2022.