



RADIANT GLOBALTECH BERHAD

200301018877 (621297-A)

(Incorporated in Malaysia)

SUMMARY OF KEY MATTERS DISCUSSED AT THE SEVENTEENTH ANNUAL GENERAL MEETING OF RADIANT GLOBALTECH BERHAD ("RADIANT GLOBALTECH" OR "THE COMPANY") HELD ON FULLY VIRTUAL BASIS AND ENTIRELY VIA REMOTE PARTICIPATION AND VOTING ON WEDNESDAY, 29 JULY 2020 AT 10:30 A.M.

- Q1. Please explain the nature of increase in trade receivables from approximately RM13.0 million in the financial year ended 31 December 2018 to approximately RM31.0 million in the financial year ended 31 December 2019 ("FYE 2019").**

The increase in trade receivables in the FYE 2019 was in tandem with higher sales of both hardware and software segments.

- Q2. Please clarify on the increase in the inventories written-down for the FYE 2019 and the basis in writing down the inventories.**

Based on the impairment policy of the Company, the non-moving stocks which were not sellable for more than two (2) years would be impaired.

- Q3. With reference to Note 9 of the Audited Financial Statements in respect of the intangible assets, why the computer software was classified as intangible asset?**

The computer software was classified as intangible asset as the intangible asset was the in-house software arising from the acquisition of Adaptive POS Sdn. Bhd. and Infoconnect Commerce Sdn. Bhd.

- Q4. The Company planned to utilise RM11.6 million of the proceeds raised from the initial public offering ("IPO") ("IPO Proceeds") for business and capital expansion purpose, where RM7.5 million out of the RM11.6 million will be utilised for acquisition of new office and renovation. Is the plan to acquire own office still relevant after the COVID-19 pandemic and why is the Company not pursuing asset light strategy to rent office instead of to buy?**

The Company is exploring for new office to accommodate the increase of staff. However, this plan has been put on hold due to the COVID-19 pandemic. Nonetheless, the Company will utilise the IPO Proceeds carefully and is exploring the work-from-home concept for our staff.

- Q5. What is the competitive advantage of the Company?**

The Company provides end-to-end retail technology solution in respect of hardware, software and maintenance. The Company has service centres throughout Malaysia and has regional presence across Thailand, Vietnam and Cambodia. The one stop solution that the Company is providing to its customers in South East Asia enables the Company to have an edge over its competitors.



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Q6. How many percent of the Group's revenue is recurring income and the percentage target of the recurring income that the Group wishes to achieve?

About 10% to 20% of the Group's revenue is recurring income. Our software business is growing and we target to achieve at least 50% of the Group's revenue to come from the software segment.

Q7. What factors drive the Group's business?

We offer end-to-end retail technology solution and services which are the Group's strength. The Group has a strong revenue stream from its internal software business, e.g. AX Business-to-Business ("B2B") solution which is based on SAAS model which brings recurring income to the Group. The sales from our in-house software increased tremendously and as such, the Company will continue to focus on this strategy to drive the Group's business.

Q8. What are the risks affecting the Group's business?

Obsolete technology will be one of the key risks affecting the Group's business. The Group is constantly carrying out research and development on its technology in order to keep up with the ever-changing technology environment. Besides, changing of the retail landscape to e-commerce will be another risk faced by the Group. The Group is working to mitigate this risk by integrating the B2B solution with e-commerce solution.

Q9. What is the growth potential of the Company?

The Company will get more suppliers to join its B2B solution and to also focus on Point-of-Sale solutions. In view of the global trend of business digitalisation, more customers are interested to explore on having their data stored in Cloud.

Q10. Does the Company have any plan to transfer its listing from ACE Market to Main Market of Bursa Securities?

There is no immediate plan at this point of time to migrate to the Main Market. However, the Board will consider the transfer of listing plan when the Group meets the Main Market Listing Requirements in the future.



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Q11. What is the timeframe for the software business of the Group to achieve the targeted 50% recurring income?

No specific timeframe was set. We will work on it to achieve the target as soon as possible.

Q12. How long have Crowe Malaysia PLT been the Auditors of the Company?

They have been with the Company since our IPO exercise.

Q13. Does the Company have e-wallet facilities to incorporate into the Company's existing services?

The Company's software solution is able to work with e-wallet payment service providers.

Q14. There are a lot of sellers moving from offline to online since COVID-19 pandemic. How does this impact the Company?

The Company's retail software solution can serve both online and offline customers. Hence, there is no major impact to the Company.

Q15. What is the Company's next big plan to increase its customer base?

The Company always work towards acquiring more customers and it will continue to approach other retail customers.