



**GABUNGAN AQRs BERHAD**  
 [Registration No. 201001028608 (912527-A)]  
 (Incorporated in Malaysia)

**RESPONSES TO THE LIVE QUESTIONS RECEIVED DURING THE TWELFTH ANNUAL GENERAL MEETING OF THE COMPANY  
 HELD ON THURSDAY, 16 JUNE 2022**

---

No.	Name of Shareholder	Questions	Reponses
1.	TEO KHIAN AIK	The material cost and labour cost are getting higher and higher. How the Board overcome this problem since most of the on-hand order is secured before material and labour cost is increased?	<p>Dato' Sri Azizan informed that in May 2022, the Ministry of Finance released a circular for the Variation of Price (VOP) for Government's construction projects. We are pleased to update the signing of the supplemental agreement for the VOP for PPSAS</p> <p>For the LRT3, we are in the process of working with the client to submit the application for the VOP.</p> <p>As for our property development projects, we had increased the selling prices for E'Island Lake Haven. Despite the increase in the selling price, the Company is still able to generate good response of sales and bookings.</p>
2.	TEO CHER MING	With the increase in cost, does the LRT3 and SUKE have any clause in the contract where the Company can pass additional cost to the customer?	As per the response to Question No. 1.

3.	STEPHEN LYE TUCK MENG	<p>Dear Board of Directors, 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 bad now. Please be considerate to us shareholders during these trying times.</p> <p>Thank you.</p>	<p>Tunku Chairman wished to thank the shareholders and proxies for their participation in the 12th AGM.</p> <p>The Company will not be providing any door gifts including e-vouchers to shareholders or proxies who participate remotely in the virtual 12th AGM. This is in line with the Company's "No Gift Policy".</p>
4.	WAN MOHD RUSHDI BIN W.A.LAH	<p>Q1) How will the Company sustain profit during economic and political instability nowadays?</p> <p>Q2) What is future or next development business operation?</p> <p>Q3) Can company sustain giving dividend to all shareholder for next year and what is dividend policy?</p> <p>Q4) I hope company will give some e-voucher or e-wallet to all shareholders join this AGM today.</p>	<p>A1) Dato' Sri Azizan informed that since 2019, the Company has been able to improve its efficiency evidenced by the reduction in operating expenses. The project procurement team has been able to optimise costs for construction projects. The signing of the Supplemental Agreement to formalise the VOP clause for PPSAS as highlighted earlier, will cover additional cost of RM8 million.</p> <p>A2) The Group still has unbilled construction orderbook of RM1.8 billion which will sustain earnings and cashflow contributions up to financial year 2023. The positive property development sales will be able to generate more cash flow in future. In financial 2022, the Group is targeting to replenish the construction orderbook by RM500 million.</p> <p>We are also in the mist of finalising new joint venture property development projects with the gross development value (GDV) of approximately RM400 million. These new projects will pave way for cash flow and earnings visibility beyond 2023 and up to 2027.</p> <p>A3) The Board has adopted a dividend policy of distributing 20% of the consolidated profit after tax and non-controlling interests of any financial year to its shareholders, after taking into account the Group's financial performance and cashflow position, and the capital and investment requirements.</p> <p>A4) As per the response to Question No. 3.</p>

5.	TEO CHER MING	What about for The Peak as the take up rate is only 40%. What measures is the company taking to promote and sell the unsold units?	<p>Dato' Sri Azizan updated that the take-up rate of 41% in The Peak mainly made up of non-Bumiputra purchasers. The Company's strategy is to focus on the completion of The Peak development by early next year. Thereafter, the Company will apply to the relevant regulatory authority for the release of Bumiputra units to non-Bumiputra purchasers.</p> <p>The proximity of The Peak to the transportation facilities such as the upcoming proposed Iskandar Malaysia Bus Rapid Transit and Johor Bahru-Singapore Rapid Transit System, will be a catalyst for the development and will generate positive interest from the foreign buyers.</p> <p>In terms of revenue, we are expecting to generate cash flow up to RM250 million from The Peak. The profits registered will contribute to future dividend distributions.</p>
6.	TEO CHER MING	When do the company expect to sell of all the remaining units of E Island which according to First Quarterly Result is at 75% take-up?	<p>During our AGM last year, the take-up rate E'Island Lake Haven was only 50%. As of to-date, the take-up rate has increased to 75% in the first quarter of 2022. The Company is targeting to achieve 100% take-up rate by the third or fourth quarter of 2023.</p> <p>As of 12 June 2022, the Company has sold 872 units or 76.5% of E'Island Lake Haven. 93 units or 8.2% of units have been booked and are in the process of loan conversion. Hence, the Company is positive of achieving 100% take-up rate within the targeted timeframe.</p>