



PUBLIC PACKAGES HOLDINGS BERHAD

Registration No. 198701003743 (162413-K)

(Incorporated in Malaysia)

SUMMARY OF KEY MATTERS DISCUSSED

SUMMARY OF KEY MATTERS DISCUSSED AT THE 39TH ANNUAL GENERAL MEETING OF PUBLIC PACKAGES HOLDINGS BERHAD ("THE COMPANY") HELD AT ANGIER & BORDEN LEVEL 4, MEETING ROOM, THE PRESTIGE HOTEL OF 8 GAT LEBUH GEREJA, 10300 GEORGE TOWN, PENANG ON FRIDAY, 22 MAY 2026 AT 10.00 A.M.

Key matters discussed at the 39th AGM are summarised as follows:-

1. What is the proportion of packaging business versus display products?

Answer:

Packaging remains the larger portion of the business. However, it is difficult to quantify precisely because many display products also function as packaging. The two segments are increasingly integrated.

2. The printing and packaging industry is highly competitive. Why is the Company consistently profitable?

Answer:

Profitability is driven by strong cost control, continuous investment in machinery upgrades, and improved efficiency. Controlling material and labour costs are critical.

3. Is cost the main factor in winning customer orders?

Answer:

Cost is important, but service quality and people are equally important factors in securing and retaining customers.

4. What types of customers does the Company serve? Are they MNCs or local companies?

Answer:

The Company serves a diversified customer base, including MNCs, FMCG companies, retailers and wholesalers. Customer diversification is important and there is no significant customer concentration.

5. Does the Company manufacture non-printed corrugated cartons?

Answer:

Yes, depending on customer requirements.

6. How is product pricing determined?

Answer:

Packaging is generally a customized product and large customers understand the underlying paper costs. As such, the Company differentiates itself by creating value through operational efficiency, service and innovation in product offerings.

7. Is there any issue with paper supply?

Answer:

No. There are sufficient local paper suppliers in Malaysia at present.

8. What is the nature of the quoted investments in Singapore?

Answer:

The Company's investment portfolio is primarily focused on bank and REIT investments, with the purpose of generating stable income and preserving capital.

9. The Company has significant investments. Are these solely money market funds or do they include equities?

Answer:

Yes, the majority of the investments were in money market instruments. These investments were made to preserve capital maintain liquidity and generate stable returns.

10. Hotel revenue declined but profit remained stable. What are the occupancy and average room rates?

Answer:

Occupancy rate is approximately 70%–75%, while the average room rate is around RM450.

11. Given weaker tourism data, should hotel revenue weaken further?

Answer:

Management does not necessarily expect weaker performance.

12. What is the Company's relationship with Marriott?

Answer:

The hotel originally entered into agreement with Design Hotels, which was subsequently acquired by Marriott. Marriot provides branding and marketing supports, particularly in European and US markets, while hotel retains full responsibility for the hotel's operations and management.

13. What commission is paid to Design Hotels/Marriott?

Answer:

The Management viewed that the commission arrangement is confidential and cannot be disclosed.

14. The Joint Venture with New Merit Development Sdn Bhd recorded RM10 million of other income. What was it?

Answer:

It arose from one off revaluation gain on its investment properties.

15. Annual Report page 85 shows RM107 million invested in unit trusts.

Answer:

The amount mainly represents money market funds, which can be redeemed at any point of time upon request.

16. Who makes the investment decisions relating to these funds?

Answer:

Money market funds are treated as deposits-type instruments and are managed as part of the Company's treasury and cash management functions.

17. Is there any KPI for money market fund investments?

Answer:

No. As these funds are regarded as deposit-type instruments, there is no specific KPIs attached with them.

18. Is there any plan to reallocate funds between money market funds and securities?

Answer:

No.