

## PART B - EXPLANATORY NOTES PURSUANT TO APPENDIX 9B OF ACE MARKET LISTING REQUIREMENT OF BURSA MALAYSIA SECURITIES BERHAD

### B1. Review of financial performance

#### (a) Highlight on Condensed Consolidated Statement of Profit or Loss and Other Comprehensive Income

##### Current financial quarter against corresponding financial quarter

	Unaudited Individual quarter ended 30 June		Variance %
	2021 RM'000	2020 RM'000	
Revenue	18,033	9,539	89.04
Profit before tax ("PBT")	<u>2,973</u>	<u>177</u>	1,579.66

The Group reported revenue of RM18.03 million for the current financial quarter under review. This represents an increase in revenue of approximately 89.04% against the corresponding financial quarter where revenue amounted to approximately RM9.54 million.

The Government of Malaysia had on 3 May 2021 announced the re-imposition of Movement Control Order ("MCO") 3.0 in an effort to contain the coronavirus disease ("COVID-19") outbreak in Malaysia. The MCO 3.0 was imposed on 3 May 2021 and extensions of the MCO 3.0 were announced on 10 May 2021 and 22 May 2021. Besides that, the Government of Malaysia had on 28 May 2021 announced a nationwide total lockdown ("FMCO") for all social and economic sectors in Malaysia from 1 June to 14 June 2021 which subsequently extended until 28 June 2021. As the business falls within essential services, the Group was able to continue its operations during both MCO 3.0 and FMCO periods.

On the other hand, the Group had started taking part in the national vaccination programme ("PICK") and MyMedic@Wilayah which are organised by ProtectHealth Corporation Sdn Bhd and Kementerian Wilayah Persekutuan respectively. Through the Group's participation in these two programmes, the Group derived a new revenue stream from the provision of vaccination services.

Besides that, the Group also continued to offer on-going promotions through online platforms as part of its marketing efforts. These have resulted in the increase in revenue during the current financial quarter under review as compared to the corresponding financial quarter.

## B1. Review of financial performance (continued)

### (a) Highlight on Condensed Consolidated Statement of Profit or Loss and Other Comprehensive Income (continued)

#### Current financial quarter against corresponding financial quarter (continued)

In terms of geographical segmentation (as tabulated below), the Group recorded increase in revenue for all geographical segments.

	Unaudited Individual quarter ended 30 June		Variance %
	2021	2020	
	RM'000	RM'000	
<b>Revenue</b>			
North Malaysia	3,007	1,247	141.14
Central Malaysia	10,865	5,971	82.96
South Malaysia	3,729	2,008	85.71
East Malaysia	432	313	38.02
	<u>18,033</u>	<u>9,539</u>	

While the Group's revenue for the current financial quarter under review increased by 89.04% as compared to the corresponding financial quarter, the Group's PBT increased by 1,579.66% (from RM0.18 million to RM2.97 million). The increase in PBT was mainly due to:

- (i) the increase in revenue as elaborated above;
- (ii) in the corresponding financial quarter 30 June 2020, the Group's revenue had decreased significantly due to the implementation of MCO while a portion of the costs continued to accrued. The major cost items which continue to be accrued including staff costs, depreciation expenses, finance costs and other expenses such as sales and marketing expenses, administration and office expenses professional fees and insurance; and
- (iii) RM0.20 million worth of donation made to the Ministry of Health of Malaysia for the purchase of ventilators, protective gear, test kits and other necessities to combat the COVID-19 outbreak was incurred in the corresponding financial quarter in which such expenses were not incurred during the current financial quarter under review.

**B1. Review of financial performance (continued)****(a) Highlight on Condensed Consolidated Statement of Profit or Loss and Other Comprehensive Income (continued)****Current financial period against corresponding financial period**

	<b>Unaudited</b>		<b>Variance</b>
	<b>Cumulative quarter</b>		
	<b>ended 30 June</b>		
	<b>2021</b>	<b>2020</b>	<b>%</b>
	<b>RM'000</b>	<b>RM'000</b>	
Revenue	32,522	22,617	43.79
PBT	5,058	1,832	176.09

The Group reported revenue of RM32.52 million for the current financial period, as compared to RM22.62 million in the corresponding financial period, representing an increase of RM9.91 million or 43.79%.

The increase in revenue was mainly due to the easing and relaxation of certain restrictions under the MCO 3.0 during the current financial period as compared to MCO 1.0 during the corresponding financial period. Besides, the Group had also started to take part in the national vaccination programme ("PICK") and MyMedic@Wilayah as mentioned above. With these two programmes, the Group derived a new revenue stream from the provision of vaccination services.

In terms of geographical segmentation (as tabulated below), save for East Malaysia, the Group recorded increase in revenue for all other geographical segments.

	<b>Unaudited</b>		<b>Variance</b>
	<b>Cumulative quarter</b>		
	<b>ended 30 June</b>		
	<b>2021</b>	<b>2020</b>	<b>%</b>
	<b>RM'000</b>	<b>RM'000</b>	
<b>Revenue</b>			
North Malaysia	5,365	3,200	67.66
Central Malaysia	19,830	13,711	44.63
South Malaysia	6,572	4,864	35.12
East Malaysia	755	842	(10.33)
	32,522	22,617	

## **B1. Review of financial performance (continued)**

### **(a) Highlight on Condensed Consolidated Statement of Profit or Loss and Other Comprehensive Income (continued)**

#### **Current financial period against corresponding financial period (continued)**

While the Group's revenue for the current financial period only increased by 43.79% as compared to the corresponding financial period, the Group's PBT increased by 176.09%. The increase in PBT was mainly due to:

- (i) the increase in revenue as elaborated above;
- (ii) in the corresponding financial period ended 30 June 2020, the Group's revenue had decreased significantly due to the implementation of MCO while a portion of the costs continued to accrued. The major cost items which continue to be accrued including staff costs, depreciation expenses, finance costs and other expenses such as sales and marketing expenses, administration and office expenses professional fees and insurance;
- (iii) RM0.20 million worth of donation made to the Ministry of Health of Malaysia for the purchase of ventilators, protective gear, test kits and other necessities to combat the COVID-19 outbreak was incurred in the corresponding financial period ended 30 June 2020; and
- (iv) the initial public offering expenses of RM0.30 million was incurred in corresponding financial period ended 30 June 2020, in which such expenses were not incurred during the current financial period under review.