

## 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 31 December		Variance %
	2021 RM'000	2020 RM'000	
Revenue	26,607	17,211	54.59
Profit before tax ("PBT")	<u>6,335</u>	<u>3,879</u>	63.31

The Group reported revenue of RM26.61 million for the current financial quarter under review. This represents an increase in revenue of approximately 54.59% against the corresponding financial quarter of RM17.21 million.

On 15 June 2021, the Government of Malaysia announced the National Recovery Plan ("NRP") which consists of four phases of an exit strategy to help the country emerge from the coronavirus ("COVID-19") pandemic and its economic fallout. The transition from one phase to the next phase will be based on three threshold indicators. The indicators include the average number of daily COVID-19 cases, intensive care unit ("ICU") bed occupancy rate and the national vaccination rates (by having two shots). From 7 August 2021 onwards, the number of new COVID-19 cases with serious symptoms were used to indicate whether a state was ready to move up to Phases 2 and 3 instead and asymptomatic cases were no longer counted. Most of the states had entered into phase 4 in October 2021 (Pahang, Kuala Lumpur, Selangor, Putrajaya, Malacca, Johor and Terengganu) and November 2021 (Sabah, Perlis, Kedah, Penang and Perak).

With the easing and relaxation of certain restrictions under NRP, the Group has seen a gradual recovery in the number of patients, including patients for refractive surgeries and cataract surgeries who postponed their treatments until after the Full Movement Control Order ("FMCO") which came to effect from 1 June 2021 to 28 June 2021.

In the previous financial quarter, the national vaccination programme ("PICK") and MyMedic@Wilayah which are organised by ProtectHealth Corporation Sdn Bhd and Kementerian Wilayah Persekutuan respectively had been rapidly rolled out throughout the country. Through the Group's participation in these two programmes, the Group derived a new revenue stream from the provision of vaccination services. There is still spill over effect from the above 2 programmes as the Group are still involve in administering of booster jabs in the current 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)

Besides that, the Group also continued to offer ongoing promotions for its eye specialist services 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.

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

	<b>Unaudited</b>		<b>Variance</b>
	<b>Individual quarter</b>		
	<b>ended 31 December</b>		
	<b>2021</b>	<b>2020</b>	<b>%</b>
	<b>RM'000</b>	<b>RM'000</b>	
<b>Revenue</b>			
North Malaysia	5,161	3,013	71.29
Central Malaysia	15,986	10,067	58.80
South Malaysia	4,947	3,751	31.88
East Malaysia	513	380	35.00
	<u>26,607</u>	<u>17,211</u>	<u>54.59</u>

While the Group's revenue for the current financial quarter under review increased by 54.59% as compared to the corresponding financial quarter, the Group's PBT increased by 63.31% from RM3.88 million for the corresponding financial quarter to RM6.34 million for the current financial quarter. The increase in PBT was mainly due to:

- (i) the increase in revenue as elaborated above;
- (ii) effective marketing effort as there are ongoing promotions through online platforms; and
- (iii) better control of operating costs after the Group had encountered multiple lockdowns since March 2020.

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

	Cumulative quarter ended 31 December		Variance %
	Unaudited 2021 RM'000	Audited 2020 RM'000	
Revenue	88,898	58,020	53.22
PBT	18,591	9,670	92.25

The Group reported revenue of RM88.90 million for the current financial year, as compared to RM58.02 million in the corresponding financial year, representing an increase of RM30.88 million or 53.22%.

The increase in revenue was mainly due to the easing and relaxation of certain restrictions under the NRP during the current financial year as compared to the previous Movement Control Order ("MCO") and its extension under the Conditional Movement Control Order from 4 May 2020 to 9 June 2020 and Recovery Movement Control Order from 10 June 2020 to 31 December 2020 during the corresponding financial year.

Besides, the Group had participated in PICK and MyMedic@Wilayah as mentioned above. With these two programmes, the Group derived a new revenue stream from the provision of vaccination services, which has contributed positively to the increase of both revenue and PBT.

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

	Cumulative quarter ended 31 December		Variance %
	Unaudited 2021 RM'000	Audited 2020 RM'000	
<b>Revenue</b>			
North Malaysia	13,734	9,304	47.61
Central Malaysia	58,240	35,009	66.36
South Malaysia	15,187	11,940	27.19
East Malaysia	1,737	1,767	(1.70)
	88,898	58,020	53.22

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

While the Group's revenue for the current financial year only increased by 53.22% as compared to the corresponding financial year, the Group's PBT increased by 92.25%. The increase in PBT was mainly due to:

- (i) the increase in revenue as elaborated above;
- (ii) in the corresponding financial year ended 31 December 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) non recurrence of expenses which were incurred in the last corresponding financial year ended 31 December 2020 that were not incurred during the current financial year under review, including:
  - (a) 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; and
  - (b) RM0.60 million of IPO expenses.