

## 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 %
	2022 RM'000	2021 RM'000	
Revenue	27,654	18,033	53.35
Profit before tax ("PBT")	<u>6,996</u>	<u>2,973</u>	135.32

The Group reported revenue of RM27.65 million for the current financial quarter under review. This represents an increase in revenue of approximately 53.35% against the corresponding financial quarter where revenue amounted to approximately RM18.03 million.

With the easing and relaxation of certain restrictions under the Government of Malaysia's National Recovery Plan ("NRP") in controlling the coronavirus disease ("COVID-19") pandemic while progressively reopening society and the economy, there was an increase in the number of patients seeking treatments, including patients for refractive surgeries and cataract surgeries who had postponed their treatments during the various movement control orders implemented within Malaysia.

Besides that, ongoing promotions for eye specialist services which includes giving out free vouchers and discounts through online platforms have sustained the momentum in the increase in revenue during the current financial quarter under review as compared to the corresponding financial quarter.

In the corresponding financial quarter, Malaysia was under the Movement Control Order ("MCO") 3.0 and nationwide total lockdown ("FMCO") for all social and economic sectors in Malaysia from 1 June to 14 June 2021 which was subsequently extended until 28 June 2021, where the Group's performance was unfavourably affected as there were strict restrictions to be observed and adhered to. The Group had implemented measures and precautions to safeguard and protect its customers and employees and there were postponement of customers' surgery appointments.

**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.

	<b>Unaudited</b>		<b>Variance</b>
	<b>Individual quarter ended</b>		
	<b>30 June</b>		
	<b>2022</b>	<b>2021</b>	
	<b>RM'000</b>	<b>RM'000</b>	<b>%</b>
<b>Revenue</b>			
North Malaysia	4,904	3,007	63.09
Central Malaysia	15,483	10,865	42.50
South Malaysia	6,362	3,729	70.61
East Malaysia	905	432	109.49
	27,654	18,033	

While the Group's revenue for the current financial quarter under review increased by 53.35% as compared to the corresponding financial quarter, the Group's PBT increased by 135.32% (from RM2.97 million to RM7.00 million). The increase in PBT was mainly due to:

- (i) the increase in revenue as elaborated above;
- (ii) effective marketing effort from ongoing promotions which includes giving out free vouchers and discounts through online platforms; and
- (iii) better control of operating costs drawing from the experience gained from various movement control 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 period against corresponding financial period**

	Unaudited Cumulative quarter ended 30 June		Variance %
	2022	2021	
	RM'000	RM'000	
Revenue	50,911	32,522	56.54
PBT	11,338	5,058	124.16

The Group reported revenue of RM50.91 million for the current financial period, as compared to RM32.52 million in the corresponding financial period, representing an increase of RM18.39 million or 56.54%.

With the easing and relaxation of certain restrictions under the NRP in controlling the COVID-19 pandemic while progressively reopening society and the economy towards the new normal, there was an increase in the number of patients seeking treatments, including patients for refractive surgeries and cataract surgeries who had postponed their treatments during the various movement control orders implemented within Malaysia.

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

Revenue	Unaudited Cumulative quarter ended 30 June		Variance %
	2022	2021	
	RM'000	RM'000	
North Malaysia	9,250	5,365	72.41
Central Malaysia	29,143	19,830	46.96
South Malaysia	11,065	6,572	68.37
East Malaysia	1,453	755	92.45
	50,911	32,522	

While the Group's revenue for the current financial period only increased by 56.54% as compared to the corresponding financial period, the Group's PBT increased by 124.16%. The increase in PBT was mainly due to:

- (i) the increase in revenue as elaborated above;
- (ii) effective marketing effort from ongoing promotions which includes giving out free vouchers and discounts through online platforms; and
- (iii) better control of operating costs drawing from the experience gained from various movement control lockdowns since March 2020.