

## PART B - EXPLANATORY NOTES PURSUANT TO APPENDIX 9B OF MAIN 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 March		Variance %
	2023 RM'000	2022 RM'000	
Revenue	26,091	23,257	12.19
Profit before tax ("PBT")	<u>4,649</u>	<u>4,342</u>	7.07

The Group reported revenue of RM26.09 million for the current financial quarter under review. This represents an increase in revenue of approximately 12.19% against the corresponding financial quarter of RM23.26 million.

The increase in revenue by comparing to the corresponding financial quarter is mainly due to increase in the number of patients seeking treatments, including patients for refractive surgeries and cataract surgeries. The newly set up satellite clinic/centre has contributed to the increase in revenue as well.

Besides, ongoing promotions for eye specialist services through online platforms have increased the momentum in revenue during the current financial quarter under review as compared to the corresponding financial quarter.

On the other hand, the overall increase in operating cost is mainly due to additional staffs (ie doctors, nurse, optometrist and supporting staff) hired in advance for the upcoming expansion of new ambulatory care centres and satellite clinics/centres at the new location. Hence, staffs will be well trained in our existing centres before transferring them to the upcoming new ambulatory care centres and satellite clinics/centres.

Registration No: 201801028697 (1290723-T)
---

## 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 an increase in revenue for all geographical segments.

	Unaudited Individual quarter ended 31 March		Variance %
	2023 RM'000	2022 RM'000	
<b>Revenue</b>			
North Malaysia	4,625	4,346	5.96
Central Malaysia	15,145	13,660	11.23
South Malaysia	5,428	4,703	14.88
East Malaysia	893	548	62.36
	<u>26,091</u>	<u>23,257</u>	12.19

While the Group's revenue for the current financial quarter under review increased by 12.19% as compared to the corresponding financial quarter, the Group's PBT increased by 7.07% from RM4.34 million for the corresponding financial quarter to RM4.65 million for the current financial quarter.

The slight increase in PBT was mainly due to the increase in revenue as elaborated above and effective marketing effort from ongoing promotions through online platforms. The overall increase in operating cost as explained earlier has some slight impact to the PBT and this impact is expected to be diminished upon the operationalisation of the new ambulatory care centre and satellite clinic/centre.