

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		
	2025 RM'000	2024 RM'000	Variance %
Revenue	30,276	28,215	7.30
Profit before tax ("PBT")	<u>4,627</u>	<u>4,460</u>	3.74

The Group reported revenue of RM30.28 million for the current financial quarter under review. This represents an increase in revenue of approximately 7.30% against the corresponding financial quarter of RM28.22 million.

Even though the occurrence of two major festive seasons, Chinese New Year (in January and February) and Hari Raya (in March), within the same quarter, the Group successfully recorded revenue growth. This was primarily driven by effective marketing efforts through ongoing online promotions and contributions from newly established satellite clinics and centres.

The increase in profit before tax was mainly attributable to the higher revenue achieved during the quarter. Moving forward, the Group will continue to focus on optimising its operating costs in FY2025 to further enhance profitability.

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 Central Malaysia and East Malaysia and decrease in revenue in North Malaysia and South Malaysia.

	Unaudited Individual quarter ended 31 March		
	2025 RM'000	2024 RM'000	Variance %
Revenue			
North Malaysia	4,310	4,650	(7.31)
Central Malaysia	18,841	17,502	7.65
South Malaysia	4,833	5,130	(5.79)
East Malaysia	1,562	933	67.42
Cambodia	730	-	-
	<u>30,276</u>	<u>28,215</u>	7.30

The increase in revenue was primarily driven by effective marketing efforts, including ongoing promotions through online platforms, as well as contributions from newly established satellite clinics and centres. However, the overall growth was partially offset by a decline in revenue from the Northern and Southern regions of Malaysia, which were impacted by the timing of two major festive seasons, Chinese New Year (in January and February) and Hari Raya (in March), falling within the same quarter.

B2. Variation of results against immediate preceding financial quarter

	Unaudited Individual quarter ended		
	31 March 2025 RM'000	31 December 2024 RM'000	Variance %
Revenue	30,276	34,322	(11.79)
PBT	4,627	5,092	(9.13)

The Group's revenue decreased by 11.79% from RM34.32 million to RM30.28 million.

The decrease in revenue can primarily attributed to the initial phase of the year and coupled with festive seasons such as Chinese New Year and Hari Raya as people tend to do surgery after the festive season.

The Group's PBT decreased by RM0.47 million mainly due to the decrease in revenue in the current financial quarter under review.

B3. Commentary on prospects

The outlook for the healthcare industry remains robust, aligning with the Government's agenda. This is driven by the increasing demand and awareness from both local and foreign patients who are more health-conscious. Optimax is well-positioned to capitalise on this trend as it continues to optimise operational costs and seeks strategic locations across Malaysia to establish more ambulatory care centres and satellite clinics to support its growth. The Group is cognisant that such strategic locations must be supported by high foot traffic.

Following the expansion undertaken in FY2024, the Group will now focus on increasing the utilisation rates of the newly established centres. Notably, the ambulatory care centre at Atria Mall, Petaling Jaya, and the ambulatory care centre in Cambodia, both of which commenced operations in the second half of FY2024, have already reached self-sustaining levels.

The Group will also continue to explore and evaluate growth opportunities both within and beyond Malaysia, as part of its broader strategy to expand its footprint in Southeast Asia.

In addition, Optimax remains committed to exploring advanced technologies and innovative services in overseas markets, with the aim of introducing suitable offerings into Malaysia to strengthen its long-term strategic positioning.

Accordingly, the Board of Directors is cautiously optimistic that the Group's prospects for the financial year ending 31 December 2025 will remain favourable, supported by emerging opportunities, innovative service offerings, and a strong commitment to meeting the diverse needs of its patients.