Registration No: 201801028697 (1290723-T)

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

<u>Current financial quarter against corresponding financial quarter</u>

	Unaudited Individual quarter ended 30 June		
	2025 RM'000	**2024 RM'000**	**Variance %**
Revenue	34,140	32,047	6.53
Profit before tax ("PBT")	5,920	5,850	1.20

The Group reported revenue of RM34.14 million for the current financial quarter under review. This represents an increase in revenue of approximately 6.53% against the corresponding financial quarter where revenue amounted to approximately RM32.05 million.

The increase in revenue mainly due to the effective marketing effort from ongoing promotions through online platforms and contribution from newly set up satellite clinics/centre in East Malaysia and Cambodia.

However, the increase in profit before tax is not proportional to the increase in revenue, mainly because the utilisation rate of the new centre will take time to ramp up, which has not yet offset the higher operating costs (staff expenses) and depreciation (renovation and machinery) arising from the expansion of our new centre in previous year.

In terms of geographical segmentation (as tabulated below), the Group recorded increase in revenue for all region except South Malaysia:

	Unaudited Individual quarter ended 30 June		
	2025 RM'000	**2024 RM'000**	**Variance %**
Revenue			
North Malaysia	5,283	5,239	0.84
Central Malaysia	20,802	19,348	7.51
South Malaysia	5,594	6,047	(7.49)
East Malaysia	1,949	1,078	80.80
Cambodia	512	335	52.84
	34,140	32,047	6.53

B1. Review of financial performance (continued)

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

<u>Current financial period against corresponding financial period</u>

	Unaudited Cumulative quarter ended 30 June		
	2025	**2024**	**Variance**
	RM'000	**RM'000**	**%**
Revenue	64,416	60,262	6.89
PBT	10,547	10,310	2.30

The Group reported revenue of RM64.42 million for the current financial period, as compared to RM60.26 million in the corresponding financial period, representing an increase of RM4.15 million or 6.89%.

However, the increase in profit before tax is not proportional to the increase in revenue, mainly because the utilisation rate of the new centre will take time to ramp up, which has not yet offset the higher operating costs (staff expenses) and depreciation (renovation and machinery) arising from the expansion of our new centre in previous year.

B1. Review of financial performance (continued)

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

<u>Current financial period against corresponding financial period (continued)</u>

In terms of geographical segmentation (as tabulated below), the Group recorded increase in revenue for all geographical segments except South Malaysia and North Malaysia:

	Unaudited Cumulative quarter ended 30 June		
	2025 RM'000	2024 RM'000	Variance %
Revenue			
North Malaysia	9,593	9,889	(2.99)
Central Malaysia	39,643	36,850	7.58
South Malaysia	10,427	11,177	(6.71)
East Malaysia	3,511	2,011	74.59
Cambodia	1,242	335	270.75
	64,416	60,262	6.89

The increase in revenue mainly due to the effective marketing effort from ongoing promotions through online platforms and contribution from newly set up satellite clinics/centre in East Malaysia and Cambodia.

B2. Variation of results against immediate preceding financial quarter

	Unaudited Individual quarter ended		
	30 June 2025 RM'000	31 March 2025 RM'000	Variance %
Revenue	34,140	30,276	12.76
PBT	5,920	4,627	27.94

The Group's revenue increased from RM30.28 million to RM34.14 million, which was an increase of 12.76%.

The increase in revenue was mainly due to fewer business days in the preceding financial quarter ended 31 March 2025 and coupled with festive season such as Chinese New Year and Hari Raya as people tend to do surgery after the festive season.

The Group's PBT increased by RM1.29 million mainly due to the increase 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 wellpositioned 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.