

PANASONIC MANUFACTURING MALAYSIA BERHAD

Registration No. 196501000304 (6100-K)

59th Annual General Meeting

ANNEXURE 3

RESPONSES TO LIVE QUESTIONS FROM SHAREHOLDERS

No.	Questions	Answers
1	<p>Company was innovated in IOT, and robotic and international company in battery.</p> <p>There was more revenue growth in expecting, does company will distribute higher dividend in next quarter?</p> <p>and also robotic automations?</p>	<p>Since last few years, we have paid dividend based on 100% payout ratio of profit after taxation for the year.</p> <p>The Board and management team is focusing on delivering value to shareholders through constant effort to deliver good performance.</p> <p>To do so, we need to retain sufficient level of cash to invest in new equipment, machineries and facilities to retain for any expansion plans.</p>
2	<p>With the more intense competition from China brands on the electrical products, what's the Board's strategies moving forward?</p>	<p>Business environment is drastically changing in these 10years. One of the biggest changes is polarization of market demand. Market demand is polarizing towards 2 directions, one is towards premium and another one is towards price.</p> <p>Customers buy premium model if they feel the value of the product, otherwise, they just go to low end model with cheapest price.</p> <p>From sales and marketing point of view, considering this business environment, we believe that our direction should be Premium shift. To realize this Premium Shift, for example, we're changing our marketing to CX marketing, which we improve customer experience to increase our Loyal Customer and Fan.</p>
3	<p>I understand that Panasonic Manufacturing Malaysia Berhad has discontinued rice cookers and small kitchen appliances to focus on developing new water-related products. However, the recent drop in revenue suggests that the new product lines may not yet be compensating for the loss. Could management provide the following information:</p> <p>(a) The extent of revenue and profit loss from the discontinued product lines.</p> <p>(b) The revenue and profit generated from the new product lines over the past year, including their growth rate and projected future growth rate?</p>	<p>Even though there is discontinuance rice cookers and small kitchen appliances, we are focusing to developed new related products which currently in emphasize stage. Therefore, the revenue not able to recover the losses of these 2 products.</p> <p>The small kitchen appliances business, the revenue approx. 120 mil-150mil per year and profit was 3%~ 8% during operation time. And rice cooker we terminated because it incurs continuous losses but the revenue around 50 mil per year.</p> <p>Around 170 mil revenue has been drop due to the discontinuance of these 2 products, even though we have new water related product we are looking at small revenue at this point of time but it will be scale up in next few years.</p>
4	<p>Has Panasonic bean using China Component in all products if yes why?</p>	<p>We have been sourcing some parts from China but all suppliers has gone through rigorous quality checks in accordance with Panasonic standard.</p>

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5	<p>The Currency Risk sensitivity analysis in Note 23 - page 111 of AR showed a decrease of RM8.549 million should USD weakens by 7.4% against RM.</p> <p>(1) What was the average USD:RM exchange rate used to arrive at the above sensitivity analysis?</p> <p>(2) With the USD weakened further against to RM to around USD1:RM4.35 currently, what is expected decrease in USD export earning estimated for FY2025?</p>	<p>Basically as 31st of March our exchange rate for USD against RM was still on the high side so the benchmark was 4.77.</p> <p>During our sensitivity analysis there was mark down of 7 over percent and we mark it again around 4.4 Ringgit to 1 USD and that around 8.5mil. If the question asked at this current rate at 4.35 and 4.44 that is not too far different, so we expect the decrease a little bit more maybe around a region of 9 million Ringgit further drop.</p>
6	<p>How your water purification compares to Coway?</p>	<p>Essentially, we do benchmark against other competitors, but our product development is driven by market research and a focus on meeting customer needs. It's not merely about competing with others; as we have already explained, Panasonic's water technology, which has been refined over 60 years in the water business, is the foundation. Our water purifiers are now available in over 12 countries in the region, and our approach to product development is based on addressing the needs of our customers.</p>
7	<p>I have panasonic ceiling fan in my home. I ask your technician to come to service and he charge me RM 98 for the circuit board (He also charge RM 25 for mileage and RM 55 for labour). However, when I go to panasonic store in PJ to purchase the same circuit board, it only cost me RM 91. The staff in panasonic store in PJ told me that the technician not suppose to charge me more for th e circuit board. Please explain. Why your technician (I believe is out source) provide these kind of service?</p>	<p>Panasonic Malaysia has been advised to reach out directly to the shareholder to gather more information about the issue.</p>
8	<p>Does Panasonic Manufacturing Malaysia Berhad have a dedicated website and investor relations resources? I have been unable to find these online. Additionally, could the company consider posting the minutes of the Annual General Meeting online for transparency and accessibility?</p>	<p>We have our company website and announcements shared in Bursa website.</p> <p>Please share your email address, management will arrange accordingly about the website and investor relations resources.</p> <p>We will be posting the minutes of the Annual General Meeting after AGM.</p>
9	<p>Panasonic's slow response to market trends competitors is criticized. The markets are fragmented and we have seen many competitors from various countries introduced more innovative products faster than the Company. Hence, the Company is losing its market share. pls comment on this</p>	<p>Firstly, thank you very much for your comment and duly noted as a voice of market and customer.</p> <p>To bring innovative products to the market, we're always working with factory, based on market trend and our latest technology.</p> <p>We believe we're bringing many value-added products with cutting-edge technology in various categories, however, we will continue to improve further to introduce more innovative products to Malaysian market with speed.</p>

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10	Hi, how does cutting interest rate affect company business?	A reduction in interest rates will certainly impact our finance income, as we are a net-cash company. However, from an operational standpoint—such as operating profit—there will be no effect. The recent growth in our finance income has been driven by Bank Negara's rate hikes and some placements in USD, which have shown a significant increase over the past few years. Looking ahead, with the expected interest rate cuts, our finance income will undoubtedly be affected.
11	Thanks for your effort for managing it, I have one question for WPS for Indonesia market, our share market only 4%, and target 5%, can I know why our share is so low at 4~5%, who is the major leader of it(top 3)? how many percent they having in the market? how to penetrate it more percentage? what is the challenge that we only get 4~5%?	We mentioned that the penetration rate of our WPS product, a water purification system, in Indonesia is around 5%. The overall market for water purification in Indonesia remains low because many households still use well water for tasks like laundry and bathing. This is why Panasonic, along with other brands, offers water purification systems. However, we are confident that our unique ion removal technology sets us apart, allowing us to enter this market and grow our revenue in Indonesia.
12	<p>1. How much does the company spend on this virtual AGM?</p> <p>2. Would the BOD kindly give Touch n Go e- wallet as a token of appreciation for attending today's RPV</p> <p>3. I would like to request a printed hard copy of the company annual report</p> <p>4. What's the future outlook and prospect of the company's business? Please advise</p> <p>5. When will the company reward shareholder with bonus issue?</p>	<p>1. The total cost of conducting the virtual AGM in 2024 is approximately RM152K. This cost is roughly 49% lower than the physical AGM conducted in 2019.</p> <p>2. We will give Touch N Go voucher RM50 for shareholder who attended the meeting.</p> <p>3. Please share your address, our Management will arrange accordingly.</p> <p>4. The company's direction is expanding the existing core business of home shower, vacuum cleaner, and fan products to global markets. The launch of new water related business would be the new pillar of Water system products (ROWP and POE). Company target to enhance the new pillar sales for total PMMA business growth.</p> <p>5. At this point of time, there's no plan for bonus issue.</p>
13	Good morning. When will the board hold a physical AGM next? It will allow for better participation & interaction between the Board and shareholders and also amongst shareholders. Thank you	We appreciate the suggestion and will take it into consideration. Additionally, we will monitor the situation next year and consider the best approach to hold the AGM.
14	The wet and dry vaccum mop (vaccum and mop and self cleaning) is getting very popular in the market, replacing the traditional vaccum cleaners. Why is panasonic not tapping into this market?	Regarding future product development we consider all the possibility for the future growth our vacuum cleaner business. Thank you.
15	Can I know how much share of Panasonic Fan(CF, EF) in Malaysia market, noted that there is a premium price of Panasonic brand(inc KDK), do you have confident to lead market with others brand penetrate with competitive price, services,,What is your strategy to lead the market or take over No 1 brand in Malaysia.	In the fan business, we currently hold the leading position in the Malaysian market, with a market share exceeding 60%, dominating the entire market. As part of our product strategy, we continue to expand our lineup by upgrading existing models and developing new distribution channels, such as online platforms and project-based initiatives. These are the areas we are focusing on, and we are confident that we will maintain our position as the number one brand in Malaysia.

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16	What is the status of the factory building in TTC Melaka which has been closed down? Is it sold?	This is not PMMA. another entity
17	I'm a supporter of your brand. I would like to know you will cease production of spare parts how long after launching a product. In view of your products as high end compared to other generic brands, you should try to source for spare parts instead of discard it. This will be one of the sustainability for environment and to reduce wastage	When we launch a product, our service parts are already prepared, and we ensure availability for more than seven years to consistently support our customers. We don't discontinue the parts immediately after a product is phased out. This approach aligns with environmental considerations and helps reduce waste, adhering to ESG principles.
18	How does the raising Yen against the ringgit affect the business moving forward?	We have minimal exposure to the Yen. As outlined in our annual report, we've conducted a sensitivity analysis showing that even if the Yen strengthens or weakens by 7%, the impact would be only around RM500,000. For example, if the Yen moves from 0.03 to 0.032 against the Ringgit, the impact remains approximately RM500,000, meaning the effect is not significant.
19	Thank you. Kindly also have a hybrid meeting. Thank you	We will take your suggestion into consideration.
20	What is the prospect of PMMA? What is the expected growth rate?	The company's direction is expanding the existing core business of home shower, vacuum cleaner, and fan products to global markets. The launch of new business would be the new pillar of Water system products (ROWP and POE). Company target to enhance the new pillar sales for total PMMA business growth. We will disclose more information in future.
21	It is good to virtual meeting or hybrid. It is good for cost saving in virtual and can more rewards to shares	Thank You for your support. We will consider on your suggestion.
22	Is there any dividend policy?	We do not have a written dividend policy. Since last few years, we have paid dividend based on 100% payout ratio of profit after taxation for the year.
23	I prefer the virtual AGM so that all shareholders can attend if unable to travel. maybe the company can do both if possible. thank you.	Thank you for your suggestion, we will take into consideration. Additionally, we will monitor the situation next year and consider the best approach to hold the AGM.
24	Dear Honorable Chairman & Board of Directors, we appeal to your kindness and generosity to reward us your loyal shareholders with E-Wallets eg TnG E-wallets &/or E-Vouchers eg AeonBig or Giant E-	We will give Touch N Go voucher RM50 for shareholder who attended the meeting. However, we appreciate the suggestion and will take it into consideration when preparing next year's AGM.
25	This year can increase value of door gift for up to RM 100 and above? can cash value as e-wallets reload? The expenses can be absorbed by company, why not rewards more for loyalty investing?	We will take your suggestion into consideration. However, due to the challenges faces this year, we will not be able to offer more than last year. The Board will announce later.