

## Westports Holdings Berhad's 27<sup>th</sup> Annual General Meeting

### Responses to Questions from Shareholders

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#### 1. Wendy Lim Siew Ching (Shareholder)

**Tan Ai Ning (Company Secretary):**

**Question:** Kindly consider giving us some vouchers to us shareholders who are attending RPV now after voting.

**Datuk Ruben Emir Gnanalingam Bin Abdullah (Group Managing Director):**

I don't think this is a normal practice in terms of giving vouchers for online AGM. And therefore, I don't think we will be doing this either going forward. Majority of the shareholders are actually voting against doing this and I think we will maintain not giving vouchers.

#### 2. Lee Suan Bee (Shareholder)

**Tan Ai Ning (Company Secretary):**

**Question:** I would request Mr Chairman to reward us for those participating in this remote AGM with vouchers as mentioned earlier in your Administration Note before MCO.

**Tan Ai Ning (Company Secretary):**

As we have already addressed this question, we will not be repeating our answers. All answers to the questions posed here would be uploaded online, we will post it into our website after the AGM.

#### 3. Reevanash A/L Poravi (Shareholder)

**Tan Ai Ning (Company Secretary):**

**Question:** Absolutely stellar performance by Westports. Great job by the BOD & staff. Thank you very much. Kudos to our GMD & our Executive Chairman.

#### 4. Lew Tuck Wai (Shareholder)

**Tan Ai Ning (Company Secretary):**

**Question:** In the Group MD's statement, it was stated that Westport is one of the three ports in South-East Asia able to handle new ULCV. Who are the other 2 ports?

**Datuk Ruben Emir Gnanalingam Bin Abdullah (Group Managing Director):**

Thank you Mr Liew. The other two ports that can handle this kind of vessel are, of course, Singapore PSA and Port of Tanjung Pelepas, which is in Johor.

## 5. Tan Kim Khuat (Shareholder)

**Tan Ai Ning (Company Secretary):**

**Question: Where is the location for us to cast the vote?**

This is already provided in the administrative guide and our poll administrator has highlighted earlier.

**Tan Ai Ning (Company Secretary):**

As requested by our Group Managing Director, we now invite Cheryl to brief our shareholders on where to vote.

## 6. Lai Kim Loong (Shareholder)

**Tan Ai Ning (Company Secretary):**

**Question: MCO in force, will the gift vouchers be sent to us?**

**Tan Ai Ning (Company Secretary):**

We have already addressed this, Mr Lai, thank you for your question. We will post all these questions and answers, and our response thereof in our website.

## 7. Yue Kham Wah (Shareholder)

**Tan Ai Ning (Company Secretary):**

**Question: What would the impact of MCO on the Group performance for this year and the next?**

**Datuk Ruben Emir Gnanalingam Bin Abdullah (Group Managing Director):**

I think this year is going to be a tough year as I mentioned earlier. I believe the main reason for the impact we are going to have is that because people are going to consume less – people are just not going to consume less in Malaysia but because of the MCO here, people are consuming less worldwide because other countries are also having their own lockdown. One of the difficult aspects of assessing when we can get back to normal is the fact that it is just not that the lockdown affects people, it is after that as everyone keeps talking about the new normal. Certain businesses will not go back to normal, and I think it will take a while before people behave the way they did last time.

So, whilst I believe that this year will have a decline in volumes, next year on the other hand we believe it will be better than this year. However, if you ask me if next year would be a better than last year, I think that could be a stretch. I think we might need to wait to 2022 before we can surpass 2019's volume because it is going to take a while for people to start adjusting back, unless of course we find a cure or a very easily administered vaccine. So, without one of those two things this happening, what is going to happen to our business.

How we are trying to mitigate the impact, as I mentioned earlier is by making sure we stay cost competitive always, and without retrenching anybody. Our plan is not to retrench anyone and we try to focus on innovating as much as we can. There are lots of innovation program that are going on right now to help us to cut our cost and become leaner and meaner, so that once this virus is over, we can start growing tremendously again. And we do believe that we will start growing tremendously again eventually, we will be much readier for the future as well.

#### **8. Reevanash A/L Poravi (Shareholder)**

**Tan Ai Ning (Company Secretary):**

**Question: Our Board has worked extremely hard for the good performance. Super job.**

**Question: How does the political instability here possibly affects Westports?**

**Tan Sri Datuk Gnanalingam (Executive Chairman):**

It is a very difficult question to answer but I'll try. We have not been affected by political issues for the last 25 years and I don't believe we will be affected by any of these issues in the next 25 years as well.

#### **9. Nadia Binti Rosdin (Shareholder)**

**Tan Ai Ning (Company Secretary):**

**Question: For the past month, after the MCO was enforced, did you see drop in business compared year on year?**

**Datuk Ruben Emir Gnanalingam Bin Abdullah (Group Managing Director):**

Yes, I think the MCO started in the middle of March. Definitely for the whole month of April, we definitely saw less volumes for sure but as I mentioned, it is not just because of the MCO, it is because lockdown has been imposed in other countries as well. I think when Singapore went into lockdown, it made it faster and of course when India went into lockdown, of course it made it faster. Now, the fact is that Europe is in complete lockdown as well, this makes it faster reduction. The issue is not just our MCO, the issue is that other MCOs are happening everywhere else. So, as we announce our results tomorrow for the first quarter, although the 1<sup>st</sup> quarter is flat, in April, we have seen a big decline already in terms of volume.

#### **10. Tan Khar Gut (Shareholder)**

**Tan Ai Ning (Company Secretary):**

**Question: Mr Ken of Boardroom a very thank you in assisting us to register as shareholders and watch the live virtual.**

**Tan Ai Ning (Company Secretary):**

Thank you for the comment.

**11. Kok Sak Lin (Shareholder)**

**Question:** Mr. Chairman, it is really a challenge for us retired shareholders to log into Westports RPV virtual AGM as there are so many technical steps and instructions involved. I sincerely request for some gifts of E-Vouchers or Food Vouchers for our efforts to participate for this virtual AGM and also to ease our economic hardship. Thank you.

*The answers have been provided at Question 1.*

**12. Lee Eng Fock (Shareholder)**

**Question:** Good Afternoon Mr. Chairman n board of directors, after many calls and esquires , at last manage to get to this site. Though we are not able to get together for some light refreshment , hope you will not disappoint us by sending the vouchers to us during this difficult times. Thank you.

*The answers have been provided at Question 1.*

**13. Poravi A/L S P Sithambaram Pillay (Shareholder)**

**Question:** Good afternoon Mr Chairman. This is the first time we have an AGM of Westport using the RPV system. I hope you would consider giving us e vouchers just like Bursa Malaysia as an incentive for all those participating in this AGM. Thank you.

*The answers have been provided at Question 1.*

**14. Tan Kim Khuat (Shareholder)**

**Question:** the streaming is very bad in this meeting, and we have only abt 40 person attend, pls consider to improve the meeting streaming in the future and pls consider to give away some e voucher as token of appreciation for us hard core and still stay on listening to your AGM.

*The answers have been provided at Question 1.*

**15. Tee Chwee Liong (Shareholder)**

**Question:** What are the steps you will take to mitigate the impact to biz?

*The answers have been provided at Question 7.*

**16. Chang Lai May (Shareholder)**

**Question:** What time will this agm start?

**17. Ng Huang Peng (Shareholder)**

**Question:** why agm not yet start?

**18. Choo Yi Ling (Shareholder)**

**Question: MSWG: Thank you for addressing our questions**

**There is no further question received from Shareholders, after 30 seconds, the Chairman made the following statement.**

**Tan Sri Datuk Gnanalingam (Executive Chairman):**

We shall now close the Q&A session. Questions that have not been taken up at the meeting will receive an email response from the company as soon as possible. We will upload on our website all the questions received and answers by using full name and proxy shareholders etc