

LANDMARKS

LANDMARKS BERHAD

(185202-H)

29th Annual General Meeting

23 May 2018

Question and Answer

- Q1. The Board is optimistic that the Group will achieve positive financial results in 2018. Is the Group recording positive or negative EBITA currently?
- A1. The Group is presently registering positive operating results. The Group operates in 3 countries, ie, Malaysia, Singapore and Indonesia, with the Singapore operations providing management and technical service support to Treasure Bay Bintan, Indonesia. The management will streamline the operations in Singapore to manage costs and at the same time, more effort will be put in to further improve the operating results.
- Q2. Besides the Chiva-Som Bintan wellness resort, what are the other developments in Treasure Bay Bintan?
- A2. Presently, apart from The Canopi and Chill Cove, about 100 acres have been allocated to nurture an organic farm to supply organic vegetables to Treasure Bay Bintan. The Company is working with the main developer of Bintan Resorts to develop our bay into a marina hub on a joint-venture basis.
- Q3. What is the 2018 trend in average occupancy for the Group's hotels?
- A3. The Group's hotels currently enjoy an average occupancy of between 70 – 75%. This trend is expected to be maintained for the rest of 2018.
- Q4. When did the Group dispose of The Datai and to whom?
- A4. The Datai was disposed in 2007 to the original developer, Peremba.
- Q5. There are still about 8 acres of land at The Andaman. Does the Board have any plans to unlock the value of the land?
- A5. The Board is cautious in developing the land as The Andaman is located in an ancient rainforest. Environmental implications of any development have to be given due consideration.

- Q6. What are the means of transport to Treasure Bay Bintan?
- A6. There is an international airport that handles Airbus flights to Bintan. Northern Bintan is reachable by a 45-minute ferry ride departing from Tanah Merah Ferry Terminal, Singapore. Tanjung Pinang, the capital of Riau located in south-western Bintan, is also reachable from Tanah Merah Ferry Terminal as well as the World Trade Center in Singapore. There is also a ferry service from Stulang Laut, Johor Bahru to Tanjung Pinang.
- Q7. What is comprised in Other Income of RM5.4 million in the Statement of Profit or Loss and Other Comprehensive Income?
- A7. Other Income comprise mainly of the gain on disposal of the Group's interest in MSL Properties Sdn Bhd.
- Q8. The Company undertook a Private Placement in 2017. Who were the shares placed out to?
- A8. Hong Leong Investment Bank Berhad ("HLIB") undertook the placement for the Company and was responsible to source for the placees.
- Q9. Mr Mark Wee became a member of the Board of Directors in 2016. Prior to that, what was his position?
- A9. Mr Mark Wee was the advisor to Zimulia Sdn Bhd, the substantial shareholder of the Company prior to joining the Board of Directors.
- Q10. The Board expects the Group to turnaround in 2018. What is the confidence level of the Board to achieve the turnaround?
- A10. The Board is confident that the Group will turnaround in 2018. The Group has already achieved positive operational results.