



## **LANDMARKS BERHAD**

Registration No. 198901007900 (185202-H)

35<sup>th</sup> Annual General Meeting  
29 May 2024

### **Question & Answer**

Q1. As depreciation in money value and rise in land value, the Company need more revenue to generate ongoing business. How and what are the action to be taken by the Company, is warrant/rights/private issue or out of this idea taken and would the decision makers ever think of putting the whole company on sale rather than keep on running in the current situation?

A1. Year 2019 was supposed to be a turnaround year with the additional hotel room keys and resort facilities built up in Treasure Bay Bintan. Unfortunately, Covid-19 Pandemic hit in year 2020 resulting in closing of all countries' borders including Singapore and Indonesia which had gravely affected the performance of the whole Group. The Group performance was further hit by the burning down of The Andaman Resort in January 2021. Management had been working very hard for the past 2 years to re-structure the Group by negotiating with the bank and insurance company. As of to-date, the insurance claims had finally come to a settlement which is expected to be completed by Quarter 4 2024.

Management intended to add another 400 to 500 room keys including joints venture with partners from Indonesia instead of raising fund via issuing warrant / rights / private issue which will be affected by the current turbulence finance market. So long as the Company's resort's location is unique and with proper attractions planned, the Company can expect a better return.

Q2. What is the reason of the Company's share not performing?

A2. Management acknowledged the current depressed share price and reassured that the Company is diligently seeking opportunities to turn around the Company by increasing its recurring income.

Q3. What is the difference in compensation that the Company can receive from the insurance company if the Andaman land is sold and if it is rebuilt?

A3. The total sum insured was amounted to RM223 million (Property Damage: RM151 million; Business interruption: RM72 million). The Company could negotiate to claim up to 70% of the total compensation from the Insurance Company by rebuilding The Andaman hotel. However, the Bank had appointed Receivers and Managers ("R&M") on Andaman Resort Sdn. Bhd. to dispose off the charged assets. With the appointment of R&M, the Company anticipated to receive about RM100 million as part of the insurance compensation.

Q4. It was stated in the Annual Report that the total number of rooms would be increased to 500 rooms. How long and how much it will cost to complete the 300 rooms; are all the 300 rooms in cooperation with Chiva Som; and when Chiva Som is expected to start construction?

- A4. The Chiva Som project was initially planned to commence in year 2020 with all preparation works done in 2019 including funds secured from Exim Bank to finance the building of Chiva Som which was the top priority as compared to other projects at that time. However, the project was postponed due to the COVID-19 Pandemic and remains halted as of to-date.

For the time being, the Company's focus is on building the iconic hotels and boutique hotels and will only proceed with Chiva Som project once circumstances are more favourable for the Company to create a purpose-driven hotel. Currently, there is an oversupply of hotels in popular destinations such as Bali, Phuket, and Langkawi. For Bintan, the Company foresees better future opportunities through collaboration with Singapore, Johor and Kepulauan Riau, Indonesia.

- Q5. What is the total number of visitors to Bintan Island in 2023, how many of them came to Treasure Bay Bintan, what is the occupancy rate in 2024 and how many of them are from China.
- A5. The total number of visitors to Bintan Island in 2023 was at 510,549. 30% of these visitors visited Treasure Bay Bintan with 11% of them from China. Year-to-date occupancy rate ranged between 35% and 40%.
- Q6. What are the attractions offerings will be enhanced to compliment the additional room supply, besides the new walkway along the mangrove?
- A6. The construction of the new walkway is pending as of to-date. However, the Company's current focus is on resolving The Andaman land issue. The Company has developed future plans with new attractions which would be announced in due course to avoid copying of ideas by our competitors. Meanwhile, new activities at Treasure Bay Bintan are being added progressively.
- Q7. The annual administrative expenses are extremely high, what are included in the expenses and what are the top three highest expenses?
- A7. The administration expenses for the financial year ended 31 December 2023 was RM25 million with top 3 expenses being salary cost (50%); office administration expenses (30%); and professional fees (15%).
- Q8. What are the actions taken by the Company after The Andaman land were sold and will the Company file a lawsuit against OCBC Bank?
- A8. Both parties had come to a settlement agreement and the Company had decided to drop the lawsuit against OCBC Bank.
- Q9. How many percent of the total rooms were rented through third-party platforms such as Agoda in the first 5 months of 2024 and how much is their commission?
- A9. The total rooms rented through third-party platforms in first 5 months of 2024 ranged between 30% and 40% with commission approximately at 18%.

Q10. Last year, the Director said that they would consider giving some discounts to shareholders on ANMON stays and activities participation at Treasure Bay Bintan. When will it be announced?

A10. The Company might consider giving some discounted ANMON stays to the shareholders upon request in writing to the Company. However, these discounts are only applicable for off-peak season.

Q11. How much is the cost of virtual AGM and would the Company consider giving token of appreciation for attending this AGM?

A11. The cost of the virtual AGM was approximately RM15,000. No token would be given for this meeting and the Company would evaluate and take this into consideration for future meetings.

Q12. I have invested in Landmarks 30 years ago with the hope that the Company will grow. It used to pay dividend but not anymore. What can the shareholders look forward to?

A12. The CEO assured that the Company is working diligently to turn around the current situation.

Q13. Is there any future business focus beside from hotel and recreation?

A13. The Company's business focus is not limited to hotels and recreation. The Company also organises promotional events by introducing more recreational facilities for its hotel guests.

Q14. Please share the policy on reviewing the directors' fees and remunerations on when was the last review has been performed and how much each director was paid for attending the Board meetings and committee meetings?

A14. The policy reviews are conducted annually, with the latest review completed on January 2024. The details of the directors' fees and meeting allowance paid to each director were disclosed in page 50 of the Company's Annual Report 2023.

Q15. How many people attended this Shareholders' meeting online?

A15. A total of 136 shareholders attended this meeting.

Q16. Kindly revert to physical meeting or hybrid meeting for better interaction with members.

A16. The decision to convene the AGM as a virtual meeting was based on consideration of the prevailing guidelines and circumstances as well as to safeguard the health and wellbeing of the shareholders/proxies as there is still risk of COVID-19 infection. The Company has leveraged on technology to facilitate remote shareholders' participation and conduct of poll via e-voting which allowed all shareholders the convenience of global accessibility, while streamlining the meeting process and improving operational efficiency. The Board will assess and determine the appropriate mode of meeting for the next AGM, considering the guidelines and circumstances then.