

APPENDIX B

QUESTION & ANSWER SESSION

Note: The Questions and Answers have been edited for brevity and clarity.

A. APPRECIATION

No.	Shareholder's Name	Questions
1.	Reemarachna A/P Poravi	I have voted in favour of all the resolutions. Thank you for appointing Tricor as our RPV platform provider. Very convenient voting system. Great job by them.
2.	Poravi A/L S P Sithambaram Pillay	All my votes are in favour. Very convenient voting system for seniors like me.
3.	Mono Kari A/P Sokkalingam	Favourable votes from me.
4.	Reevanash A/L Poravi	Full support for all the resolutions. Thank you for the easy voting system.
5.	Sua Foong Sin	TQVM for the door gift
6.	Poravi A/L S P Sithambaram Pillay	Thank you very much for rewarding participating shareholders in this RPV. Most gracious of our Company.
7.	Sua Li Qing	TQVM FOR THE DOOR GIFT
8.	Mono Kari A/P Sokkalingam	All my votes are in favour. Thank you very much for the voucher. Most gracious of our Company.
9.	Reemarachna A/P Poravi	Thank you for taking care of participating shareholders in this AGM today.
10.	Reevanash A/L Poravi	Full support for all the resolutions. No questions from me. Thank you for the door gift for all participating shareholders.
Answer to Items 1 to 10		
We thank you for the Shareholders' kind participation in the 59 th AGM of TDM Berhad and we look forward to your continued support of TDM Berhad in the coming year.		

B. DOOR GIFT/ E-VOUCHER/ TOKEN

No.	Shareholder's Name	Questions
11.	Stephen Lye Tuck Meng	Mr Chairman, I'm a long time and loyal shareholder of the company. I would like to request that the BOD kindly give Touch n Go e-wallet as a token of appreciation for attending this RPV
12.	Lau Thing Sing	Any door gift for participant since no physical meeting?
13.	Lee Suan Bee	Can the board please consider e-vouchers for attendees of this virtual AGM?
14.	Lee Chong Sing	Kindly give e-Wallet or e-Voucher to attendees as a token of appreciation.
15.	Teh Sue Wei	is the company considering providing door gift, e-vouchers or TNG e-wallet as a token of appreciation to shareholders who participate in the virtual AGM?
16.	Tan Choon Poh	What is the door gift as shareholder attend the online AGM this year?
17.	Goh Pek Hong	is the company giving any e vouchers or door gifts to shareholders attending this AGM?
18.	Cheah Yew Boon	B.O.D ANY DOORGIFT OR E-VOUCHER GIVING TO SHAREHOLDERS ATTENDING THIS AGM.
19.	Muhammad Irwan bin Bidin	Got door gift?
20.	Muhammad Taufiq bin Mohamed	How to claim door gift?
21.	Wong Yoke Tho	any door gift?
22.	Loke Ah Cheng @ Loke Ah Ming	Got gift???
23.	Tan Choon Poh	Hi, got door gift to claim?
24.	Tan Choon Poh	Mr Chairman, I'm a long time and loyal shareholder of the company. I would like to request that the BOD kindly give Touch n Go e-wallet as a token of appreciation for attending this RPV
25.	Mohd Adam bin Ismail	Any door gift for participant since no physical meeting?
26.	Tan Mei Teng	Can the board please consider e-vouchers for attendees of this virtual AGM?
27.	Tan Choon Poh	Kindly give e-Wallet or e-Voucher to attendees as a token of appreciation

Answer to Items 11 to 27

The Board has decided to reward our loyal Shareholders who attended the AGM with TNG e-Wallet voucher valued at RM50. The TNG e-Wallet voucher will be issued to all shareholders and proxies who have registered for this AGM by the share registrar, Tricor Investor issuing House Sdn Bhd ("Tricor") to the email address that the shareholder/ proxy has used to register for this meeting, within 3 weeks from the AGM date.

C. ANNUAL REPORT

No.	Shareholder's Name	Questions
28.	Lee Suan Bee	I would like to request a printed hard copy of the company annual report
29.	Lee Huong Sing	May I get a copy of TDM printed copy annual report through post? I wish to receive one. Thank you.
30.	Ngee Geok Choo	Kindly send me a copy of the latest annual report, thank you

Answer to Items 28 to 30

As a shareholder of the Company, you may request for a printed copy of the mentioned above at <https://tjih.online> by selecting "Request for Annual Report/Circular" under the "Investor Services" or alternatively, you may also make your request through telephone or e-mail to our Share Registrar.

D. GOVERNANCE

No.	Shareholder's Name	Questions
31.	Liew Chee Seng	Can the company continue online AGM for the coming year.

Answer to Item 31

The Board will decide and recommend the best manner to conduct general meetings, taking into account the necessary factors and in compliance with the regulations and requirements of the regulatory authorities and the Group's internal guidelines for conducting meetings. It is also important to provide shareholders with the opportunity to interact with the Board of Directors and Senior Management in real time or virtually, including responding to questions and comments.

No.	Shareholder's Name	Questions
32.	Lee Suan Bee	How much does the company spend on this virtual AGM?

Answer to Item 32

The cost is about RM38,000.00 inclusive of TNG e-Wallet vouchers to the Shareholders attending the AGM amounting at about RM19,600.00.

E. STRATEGY/ GROWTH PROSPECT

No.	Shareholder's Name	Questions
33.	Goh Pek Hong	How can the Company improve on the Return on investment for shareholders.
Answer to Item 33		
<p>A Company's shareholder value is based on strategic decisions that its Board of Directors and Senior Management make, including the ability to make wise investments and generate a healthy return on invested capital. This value created, particularly over the long term, will show the share price increases and the Company can pay larger cash dividends to shareholders. Improving ROI and shareholder value is an ongoing process that requires strategic decisions and effective management, which leads to an increase in dividends and capital gains for shareholders.</p> <p>Among others, the following shows the ongoing steps taken by the Company in improving the ROI to its shareholders: -</p> <ul style="list-style-type: none"> i. Increase profitability ii. Optimise asset use iii. Effective debt use iv. Cashflow management v. Tax optimisation 		
No.	Shareholder's Name	Questions
34.	Noorwahidah binti Mamat	Why is TDM share price low?
Answer to Item 34		
<p>Despite TDM's strong financial background and solid fundamentals, TDM's current low share price could be attributed to market sentiment rather than the Company's performance. TDM has a diversified portfolio, with core businesses in both plantation and healthcare sectors, which provides stability and resilience. In the plantation sector, TDM benefits from a robust production base and efficient operations, ensuring steady revenues. Additionally, TDM's healthcare segment shows promise with multiple services in multiple areas, positioning the Company for long-term growth.</p> <p>Despite these strengths, external factors such as broader market conditions and sector-specific challenges may be influencing investor perception, resulting in the low share price. However, TDM's strong financial position and strategic initiatives provide a solid foundation for future value creation, making it an attractive opportunity for investors seeking potential upside in the long term.</p>		

E. STRATEGY/ GROWTH PROSPECT

No.	Shareholder's Name	Questions
35.	Lau Thing Sing	May I know, what is the Company's future outlook?
36.	Haryati binti Mohd Nordin	What is the Group investment outlook?

Answer to Items 35 and 36

TDM Berhad is optimistic about its investment outlook, driven by strong performances in its core businesses of plantation and healthcare. TDM has benefited significantly from the rising crude palm oil ("CPO") prices, which are currently fluctuating between average RM3,900 - RM4,000 (as to-date) per metric tonne ("MT") in 2024. This favourable market condition has boosted the plantation segment's earnings, and TDM plans to continue leveraging these trends while focusing on cost-saving measures and operational efficiencies to enhance profitability.

In the healthcare sector, TDM is expanding its presence to meet the increasing demand for healthcare services. The expansion of KMI Kuantan Medical Centre and KMI Tawau Medical Centre hospitals, to be constructed KMI Chukai Medical Centre as well as the acquisition of the Hospital Bersalin Razif with multiple multidisciplinary disciplines highlight this strategy. These efforts are part of TDM's broader five-year strategic plan, aimed at strengthening its healthcare infrastructure and services delivery. In addition, sustainability remains a central focus in all future planning. Any significant updates regarding this matter will be promptly shared with the public.

F. PT RAFI KAMAJAYA ABADI ("PTRKA")

No.	Shareholder's Name	Questions
37.	Ooi Teek Teia	How the update on the Indonesia court case - please update us the latest details.

Answer to Item 37

PTRKA's legal counsel is diligently assessing new evidence and is prepared to file a judicial review ("Peninjauan Kembali") against the Supreme Court's decision. PTRKA is targeting to file the judicial review before end of June 2024. Further, PTRKA's Management is also liaising with the Kementerian Lingkungan Hidup dan Kehutanan Indonesia to understand how the decision of the Supreme Court to be executed.

G. HEALTHCARE DIVISION

No.	Shareholder's Name	Questions
38.	Amalia @ Amalia Kamilah binti Othman	Any Plan to Expand Our Healthcare Business Beyond Malaysia?
Answer to Item 38		
<p>At the moment, there are no discussions to expand our business beyond Malaysia as we are going to focus on strengthening our foothold in Malaysia especially in the East Coast Belt. However, we are always open to opportunities outside Malaysia based on the viability of each project.</p>		
No.	Shareholder's Name	Questions
39.	Iza Maria binti Ibrahim	Any plans to publicly list TDM businesses such as Healthcare that perhaps can unlock value?
40.	Lau Theam Keat	Any plan for health care arm listed in bursa or overseas?
Answer to Item 39 and 40		
<p>As of now, there are no imminent plans to publicly list TDM businesses, including healthcare, in the short to medium term. Instead, the Company is focused on diligently executing its Strategic Business Plan, prioritising operational efficiency and sustainable growth across its core plantation and healthcare segments. This approach reflects a deliberate strategy aimed at maximising value creation within the existing framework, ensuring that resources are allocated effectively to drive long-term profitability and shareholder returns. By maintaining a steadfast commitment to executing its Strategic Business Plan, TDM aims to consolidate its position as one of the leading players in both the plantation and healthcare sectors, ultimately positioning itself for sustained success and value enhancement in the future.</p>		
No.	Shareholder's Name	Questions
41.	Ooi Teek Teia	Any capex and outlook on the healthcare segment.
Answer to Item 41		
<p>In response to the growing demand for healthcare services, TDM is expanding its footprint in the healthcare sector especially in the east coast belt. This strategy is underscored by the expansion of KMI Kuantan Medical Centre and KMI Tawau Medical Centre hospitals, the construction of KMI Chukai Medical Centre, and the acquisition of Hospital Bersalin Razif, which offers various multidisciplinary services. These initiatives form part of TDM's extensive five-year strategic plan to bolster its healthcare infrastructure and service delivery.</p> <p>For the development of KMI Chukai Medical Centre, the total construction cost for is estimated to be around RM108.0 million, with an additional capital expenditure of RM35.0 million, primarily for medical equipment and facility readiness.</p>		
No.	Shareholder's Name	Questions
42.	Wee Tee Fatt	Any plans to spin off the group's hospital business?
Answer to Item 42		
<p>There are none at the moment. However, we will definitely share with the public if there are any updates on this matter.</p>		

H. PLANTATION DIVISION

No.	Shareholder's Name	Questions
43.	Iza Maria binti Ibrahim	Oil extraction rate ("OER") performance. How is the performance of OER % in FY2023 and how TDM expected to improve in this year?
Answer to Item 43		
<p>In the year 2023, TDM Group OER achievement was 19.93% as compared to 19.21% in 2022. This is the highest in 10 years. The management expected OER increment in 2024 with continuous improvement and initiatives taken at estates and mills.</p>		
<p>Cross ref. IAR: page 374 (5-Year Group Plantation Statistics).</p>		