

SAMURAI[®]

くろぶし黒武士

Samurai 2K Aerosol Limited

Corporate Presentation FY2022

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Agenda

1. *Financial Highlights FY2022*
2. *SAMURAI key milestones*
3. *SAMURAI going forward...*
 - SAMURAI 4.0 (2021 - 2025)*
 - *Technology-driven Innovative Products*
 - *Certified Professional Sprayer*
 - *B2C E-Commerce Marketplaces*
 - *SAMURAI Digital Platform and Ecosystem*

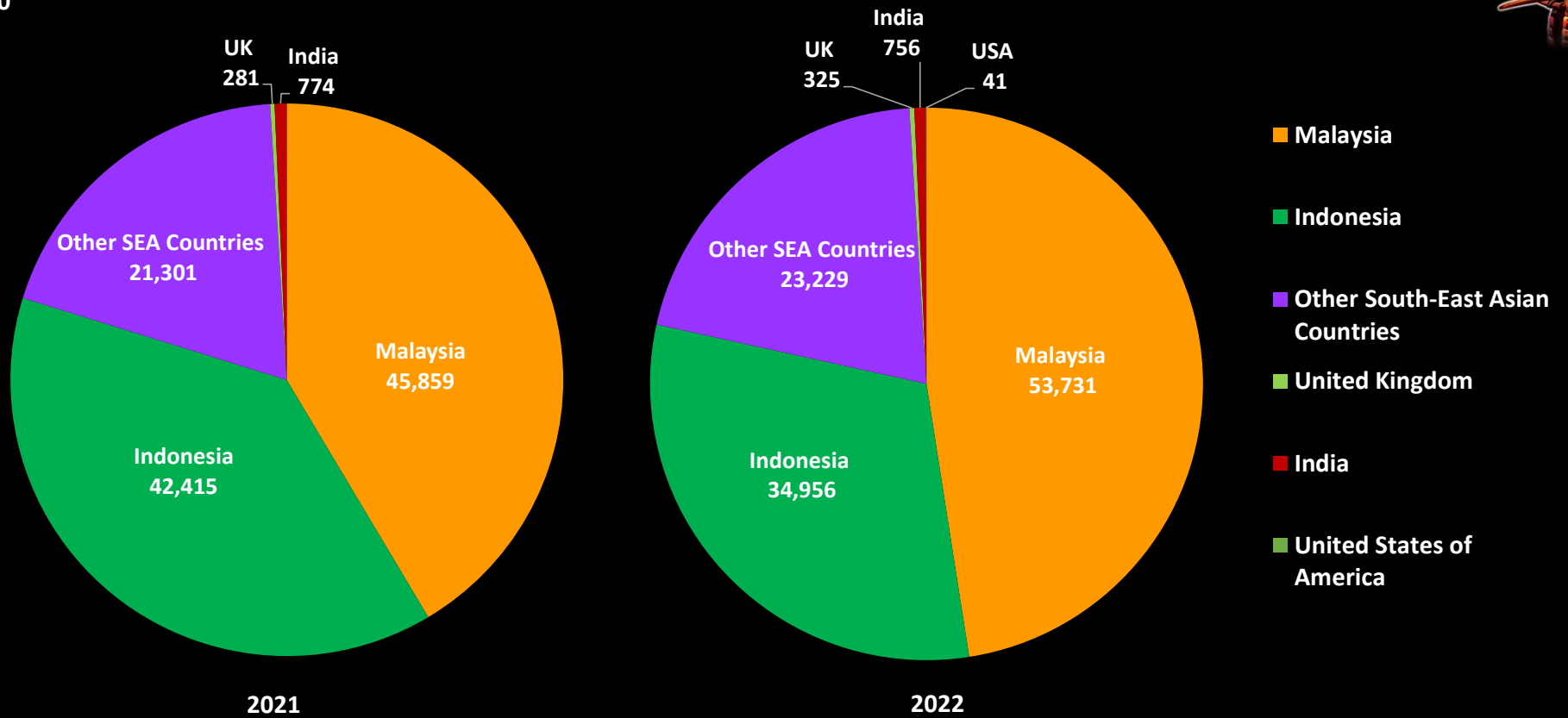


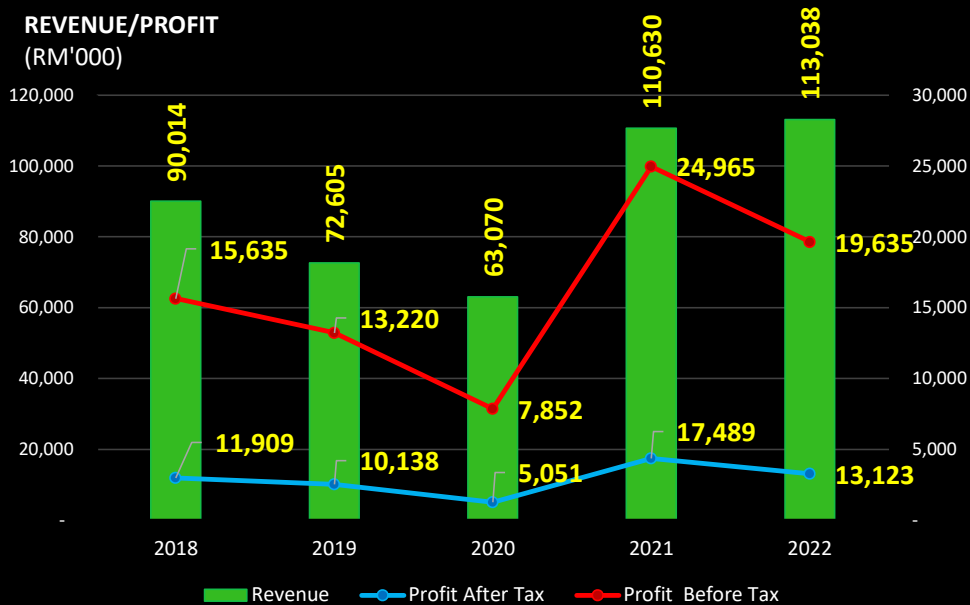


Financial Highlights FY2022

Revenue by geographical segment

RM'000





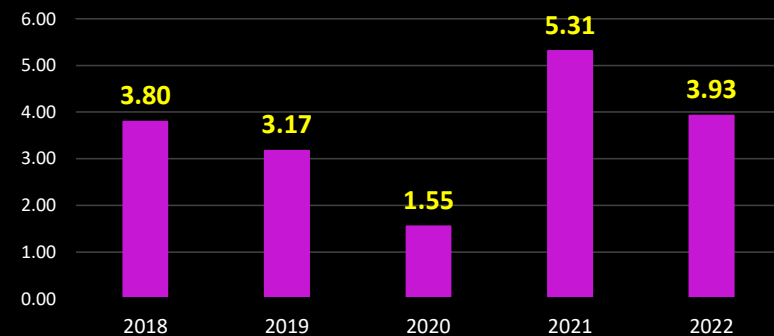
Revenue increased by RM2.41 million or 2.18% from RM110.63 million in FY2021 to RM113.04 million in FY2022. The increase was mainly due to increase demand from Malaysia and other markets such as Thailand, Philippines, Cambodia and United Kingdom.

In term of number of cans sold, sales volume decreased by RM0.5 million cans or 2.8% from 17.3 million cans in FY2021 to 16.8 million cans in FY2022, mainly due to lower demand in Indonesia market resulted from the COVID-19 pandemic.

The Group's Earnings Per Share (EPS) declined to Malaysia Ringgit 3.93 sen per share.

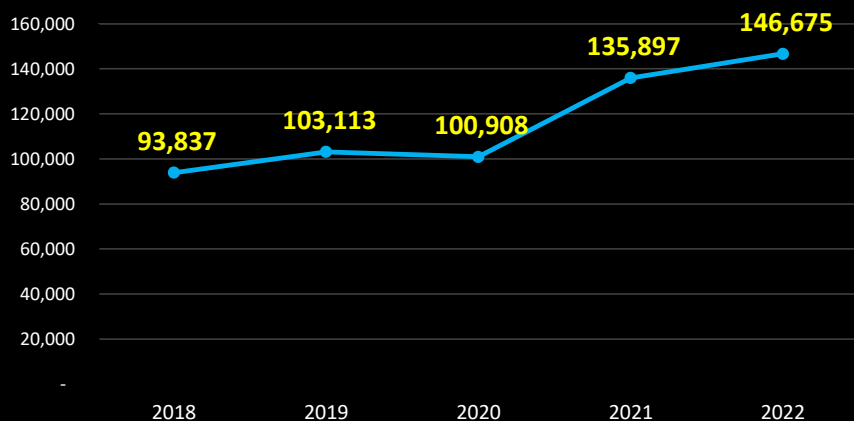
(Note: FY2018 until FY2021, the Earnings Per Share (EPS) has been adjusted based on the new number of shares in issuance after share split.)

EARNINGS PER SHARE
(Sen)

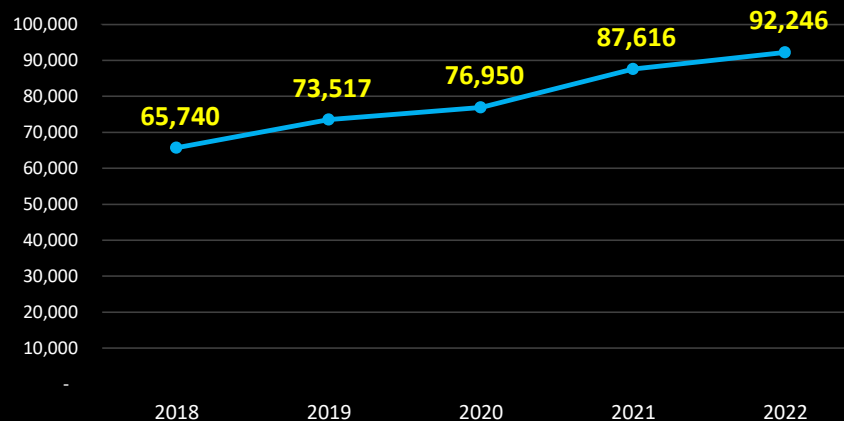




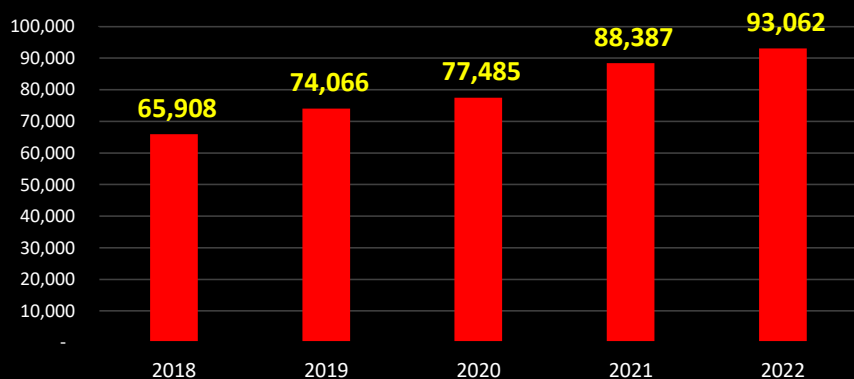
TOTAL ASSETS (RM'000)



NET TANGIBLE ASSETS (RM'000)



SHAREHOLDER EQUITY (RM'000)



The Group's Total Assets and Net Tangible Assets remains robust and maintain healthy liquidity, with cash and cash equivalents balance of **RM71.94 million** and strong net cash position of **RM50.21 million** as at 31 March 2022.

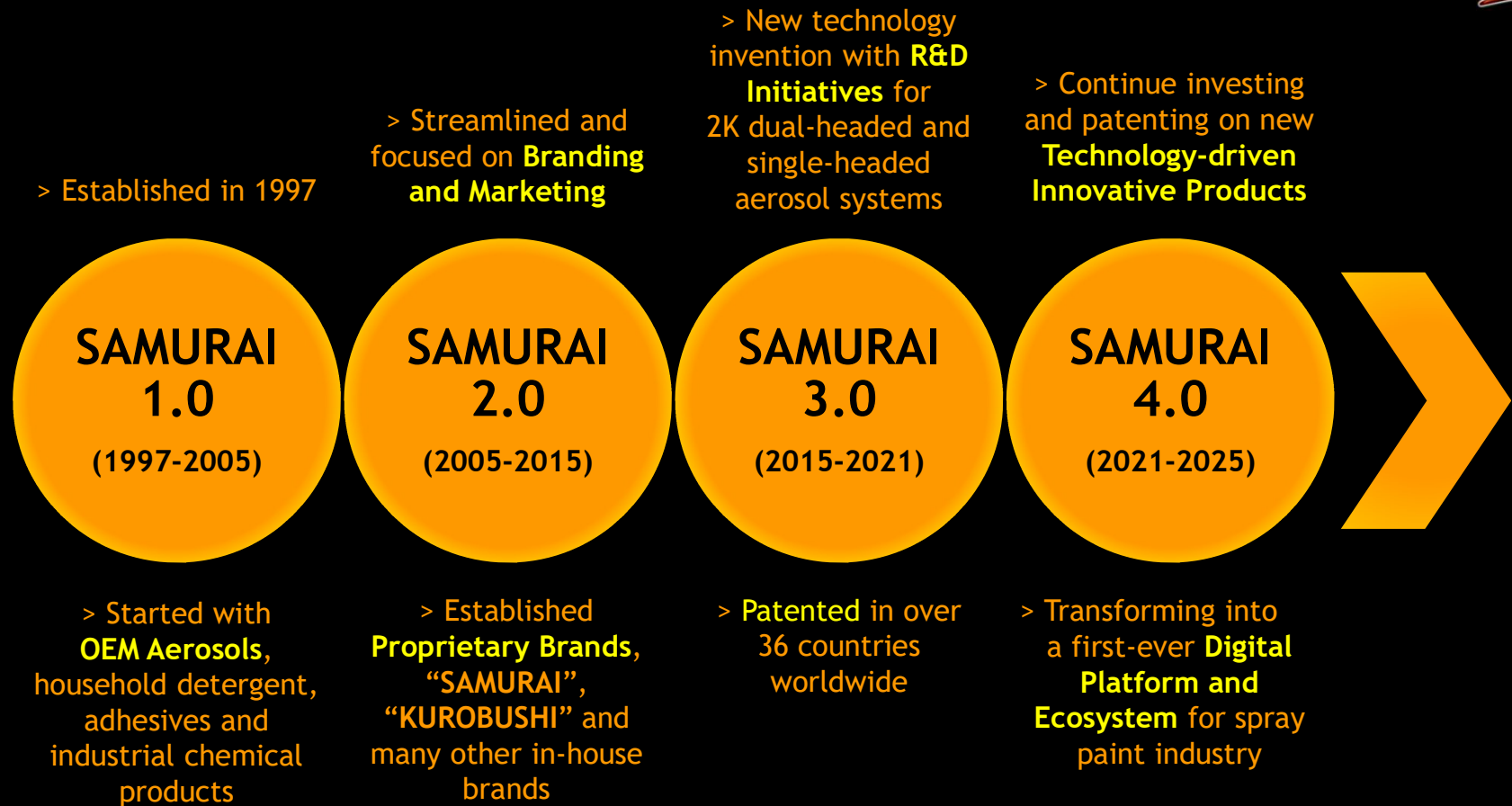
The shareholder equity is on an increasing trend with the balance of **RM93.06 million** as at 31 March 2022.



SAMURAI

key milestones

SAMURAI key milestones





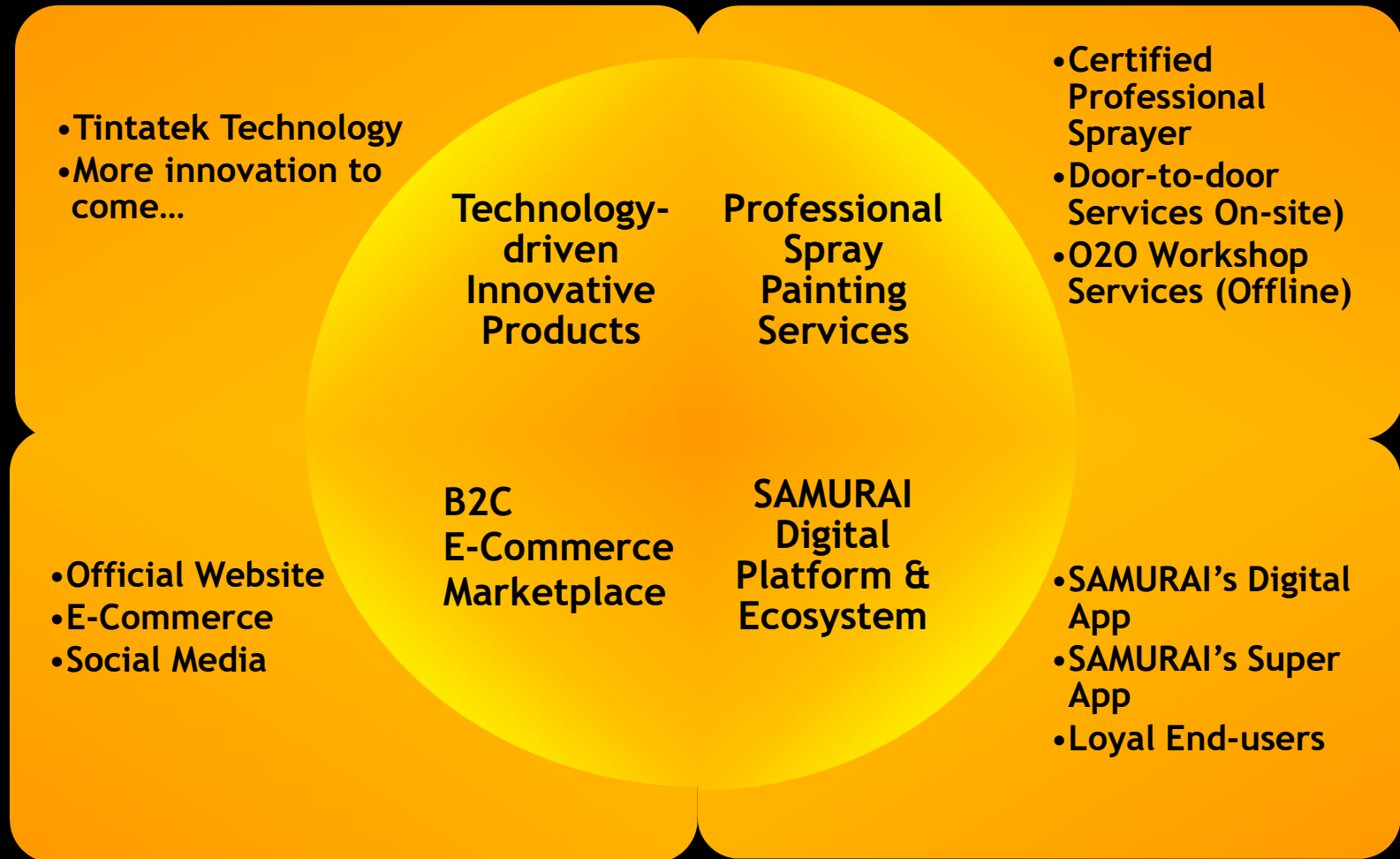
SAMURAI **going forward...**

SAMURAI 4.0 (2021-2025)

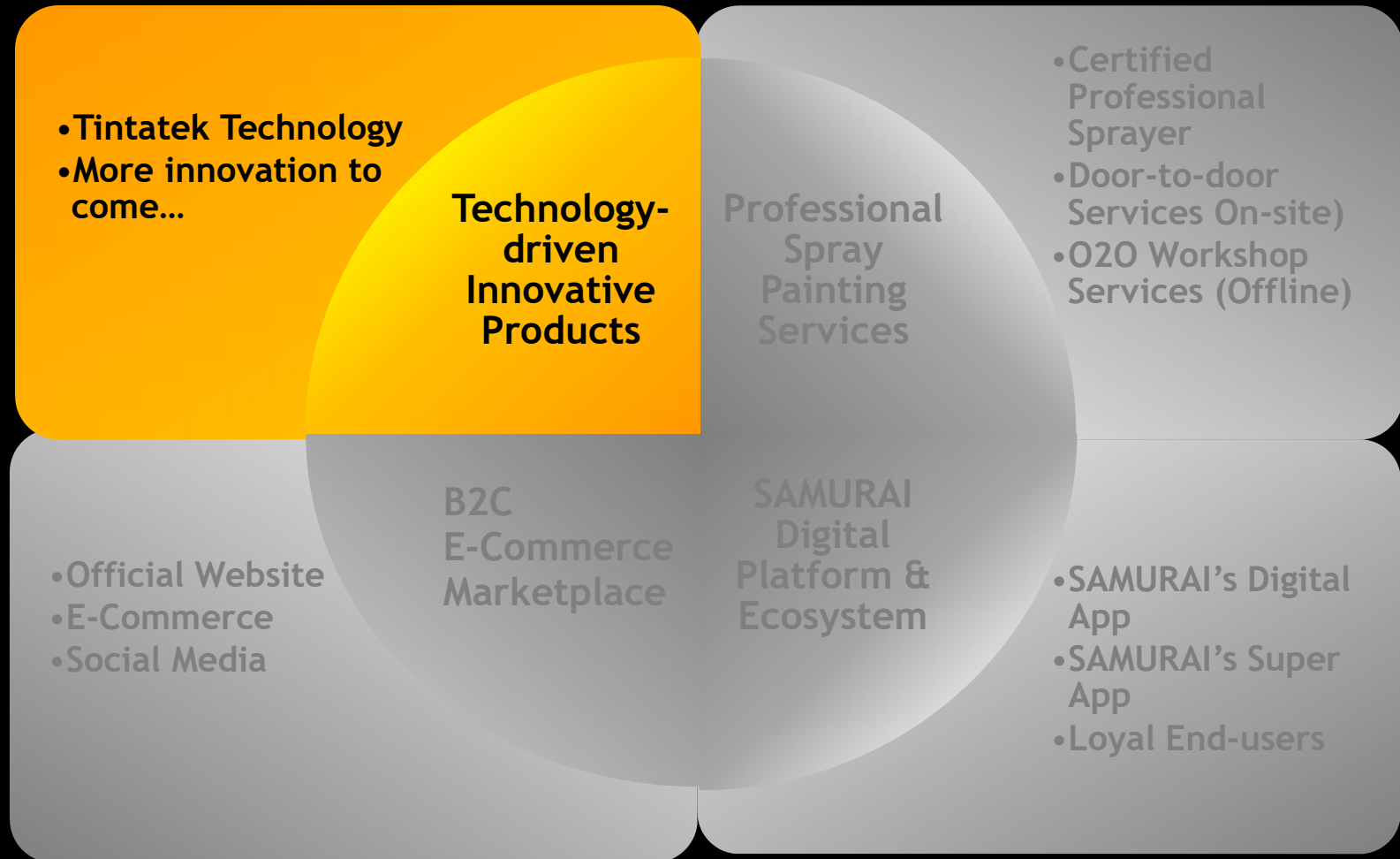
Transforming from “Product-oriented” to
“Service-oriented” Business Model



SAMURAI 4.0 (2021-2025)



SAMURAI 4.0 (2021-2025)



Technology-driven Innovative Products



Tintatek Technology ("Colour-Mixing System")

Spray gun



Tintable spray can

Volumetric pigment dispenser



Technology-driven Innovative Products



Existing Problem:

- Pre-filled conventional 1K aerosol spray paint with **limitation of desired colour-matching in automotive.**
- Comprehensive but **expensive spray tools and equipment.**
- **Only** can be done by **professional** even a minor scratches.
- **Only** can be done at **workshop** with hefty price and time-consuming.

Technology-driven Innovative Products



Tintatek Technology (“Colour-Mixing System”)

- By using Tintatek Technology, only **26 basic colours** are needed to **generate millions of colours**, be the **FIRST IN THE WORLD** by using aerosol spray can.
- Allow users (especially automotive consumers) to custom fill their desired colours into aerosol spray can without the use of a complicated tool or equipment, and then spray on to a desired surface, which can be perfectly match with the original factory paint.
- It is an economical, convenient and easy-to-operate system for a wide range of end-users, from ordinary home users to spray paint specialists.
- **REVOLUTIONISED & INDUSTRIAL DISRUPTIVE INNOVATION** to all the aerosol paint manufacturers in the world.

Technology-driven Innovative Products

Illustration with Colour-Mixing System



1. Select your favourite car surface.



2. Select the car model from the menu. A prescribed colour ratio will be recommended.



3. Fill colour pigments into dispenser tubes with the prescribed colour ratio.



4. Stir and mix the pigments with mixing stick, to ensure final colour matches your desired surface.



8. Perfect match!

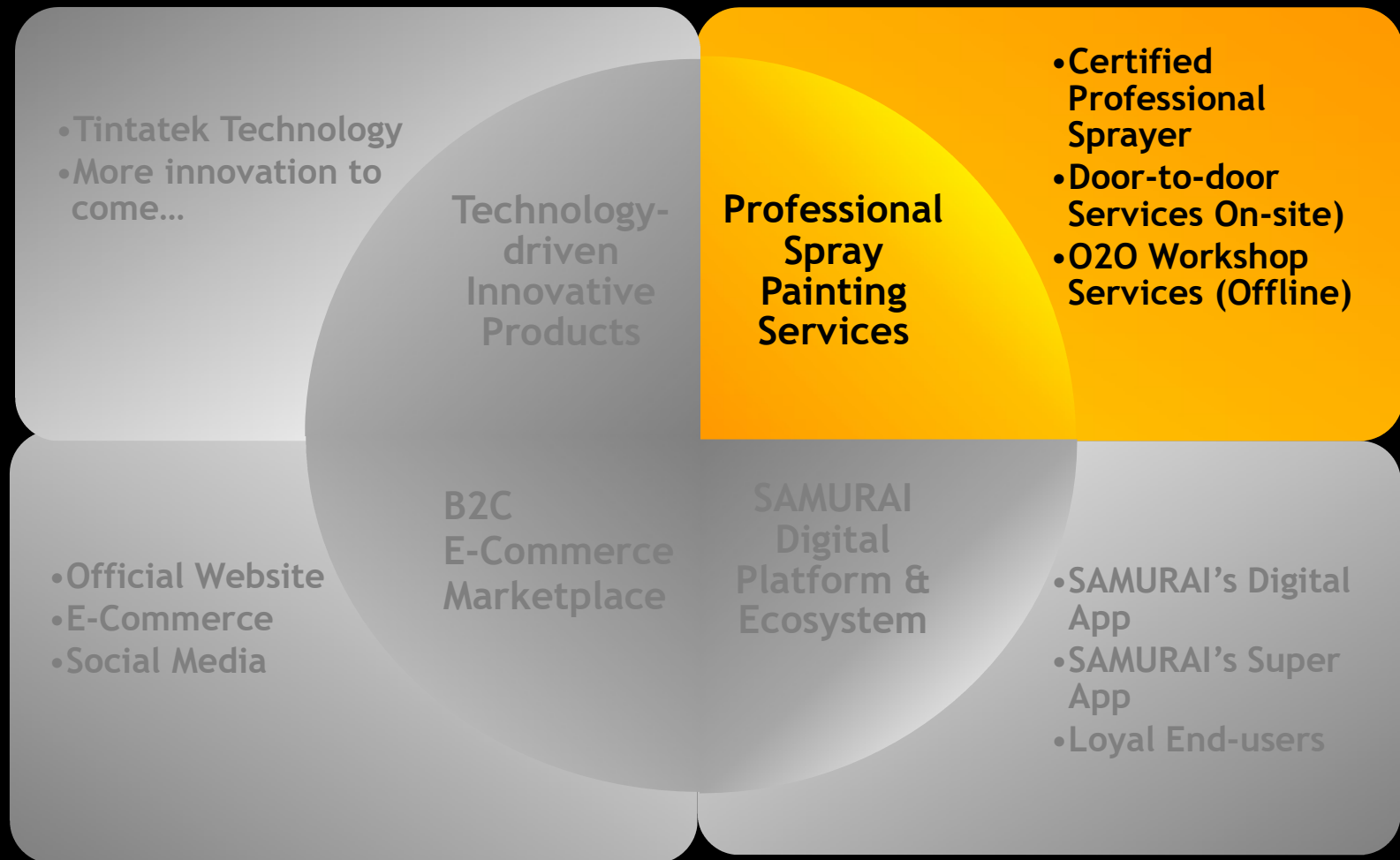
7. Shake well for 5 minutes and ready for spray by plugging it onto the spray gun.

6. Hand push the red button and mandrel break through the inner sleeve of the tintable can.

5. Fill the final colour matched of dispenser tube into the tintable can.



SAMURAI 4.0 (2021-2025)



Professional Spray-Painting Services



Certified Professional Sprayer



Door-to-Door Services (On-site)

Samurai Digital Ecosystem

O2O Workshop Services (Offline)

End-users



Professional Spray-Painting Services

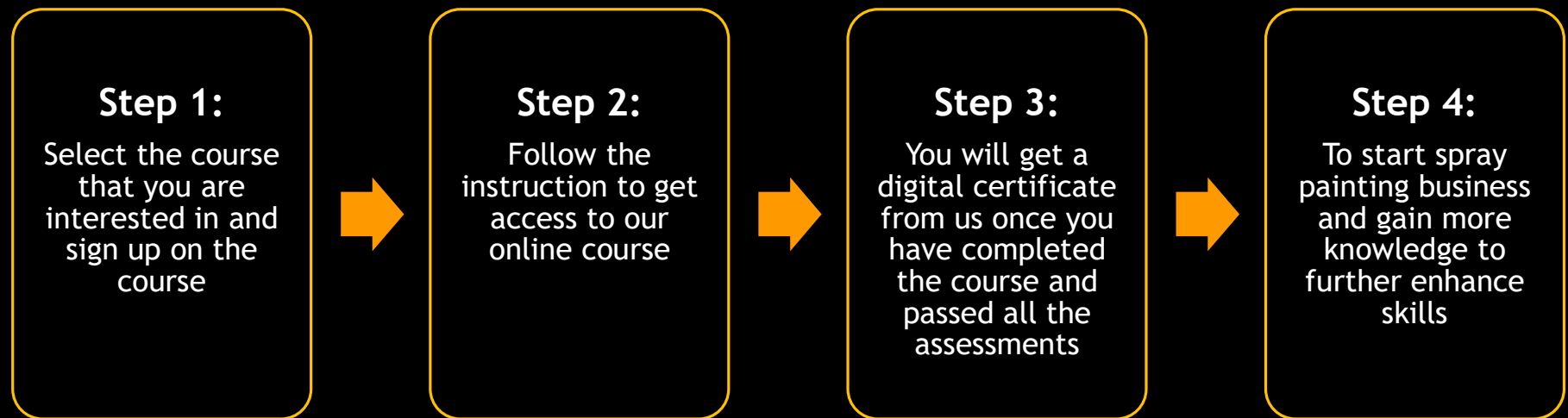


Professional Spray-Painting Services



Certified Professional Sprayer

- To become certified professional sprayer in just 4 simple steps



Professional Spray-Painting Services

Corporate social responsibility initiatives



Professional Spray-Painting Services

Trainings on colleges and technical schools



Professional Spray-Painting Services



Potential market targeting

On-site (Door-to-Door) Services

- Convenient
- Time-saving
- Freelance

Offline (O2O Workshop) Services

- Physical store experience
- Variety of services

Hybrid

- Hybrid package
- Direct feedback
- Build strong brand name and loyalty

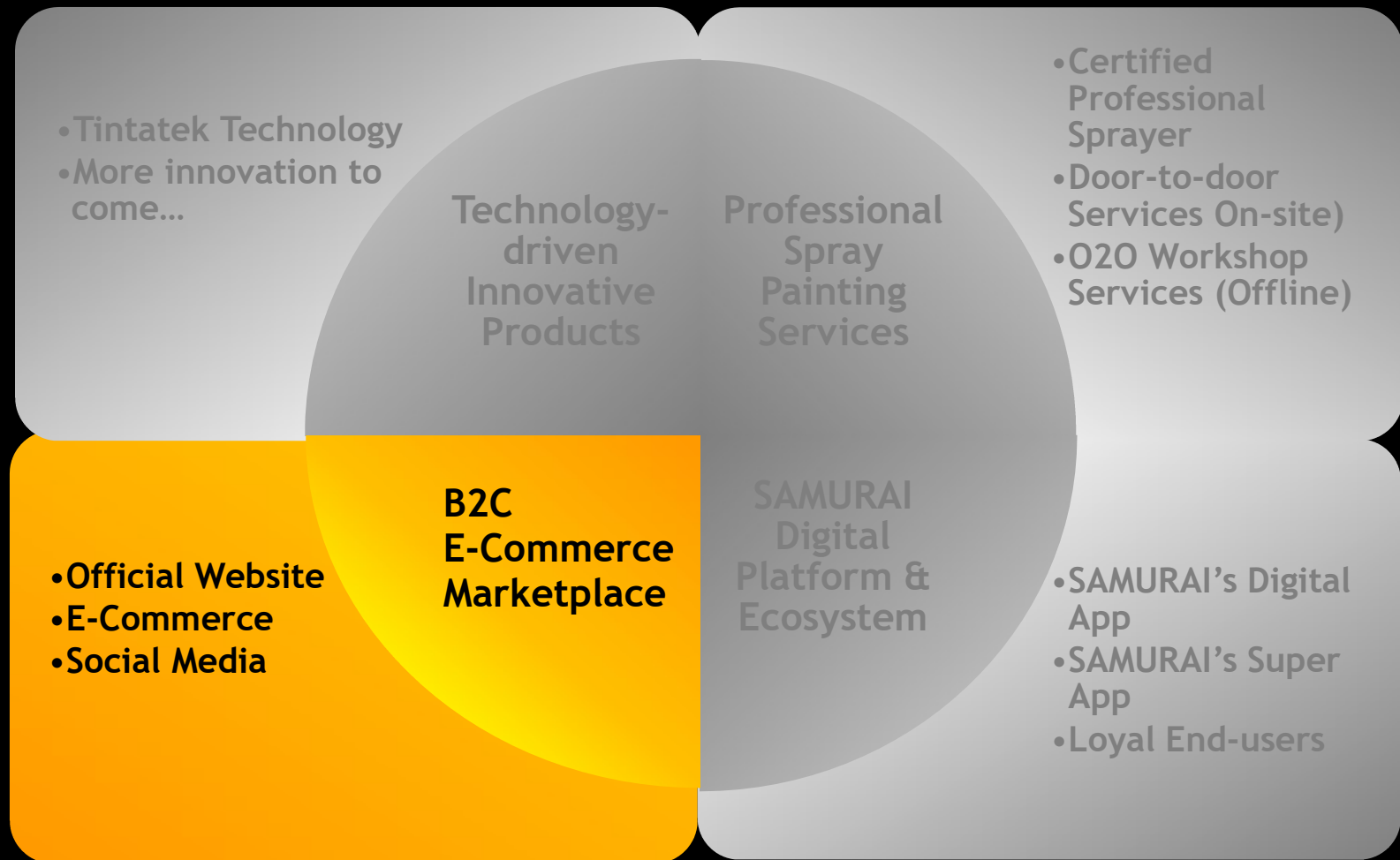
Motorcycle Industry

- Total registered around **220 million** units in ASEAN countries
- Total registered nearly **10 million** units in United States and European countries

Automotive Industry

- Total registered around **250 million** units in ASEAN countries
- Total registered more than **500 million** units in United States and European countries

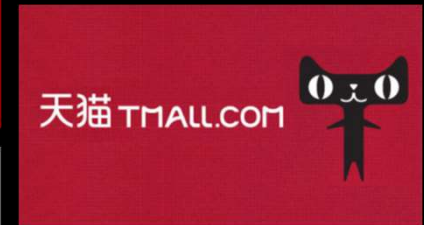
SAMURAI 4.0 (2021-2025)



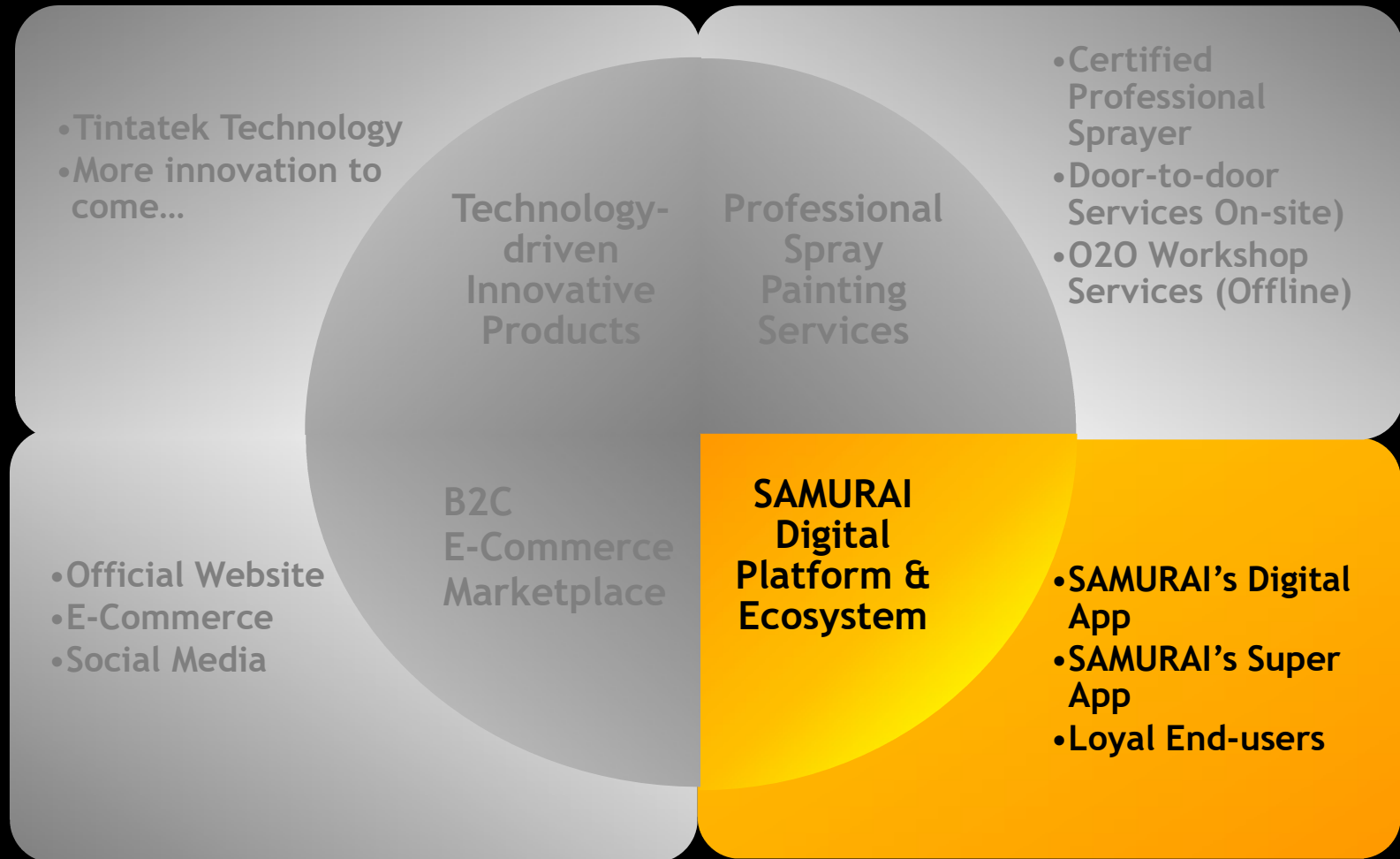


B2C E-Commerce Marketplace

- Online selling products and services to end-users directly, without retailers or wholesalers (ie Business-to-Consumer).
- Using big data analytics to better understand the end-users' buying behaviour, evaluate the marketing campaign, create content strategies and promote the products and services.



SAMURAI 4.0 (2021-2025)



SAMURAI Digital Platform & Ecosystem

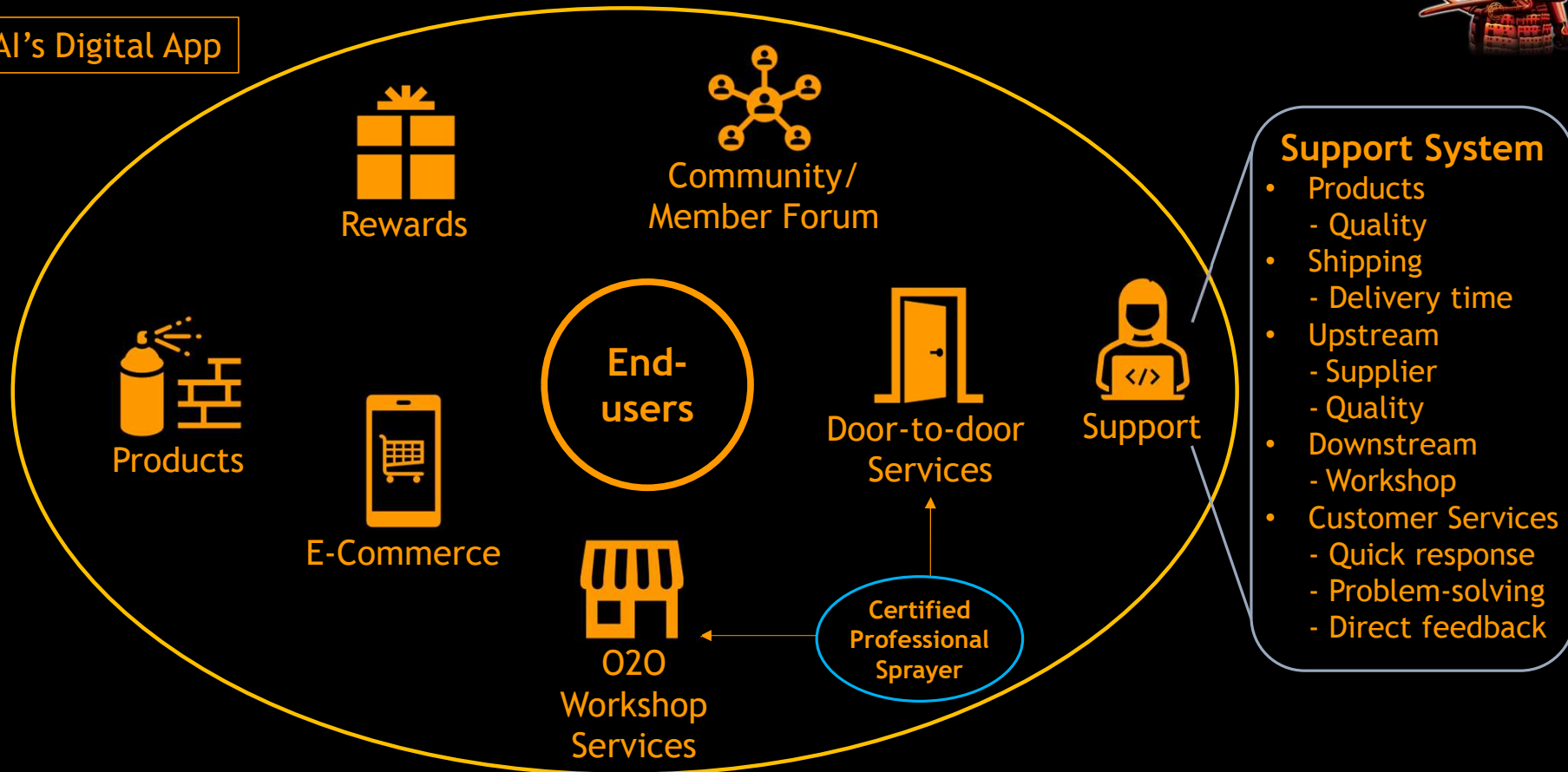


- To launch first-ever digital platform (**SAMURAI's Digital App**) in the spray paint industry, which enable end-users to book the sprayers for spray painting services.
- A data-driven **O2O (Online-to-Offline) platform** using “IKEA-OYO” concept to match sprayers and end-users who need spray paint services.
- Implement an omni-channel approach to provide end-users with a seamless shopping experience via multiple channels, including mobile device, website, physical store and social.
- To expand into **Super App (SAMURAI's Digital Ecosystem)**, which offering FinTech services (such as money transfer, deposits, lending, investment, etc) and other services (such as car rental/selling services, insurance, groceries, tourism industry, etc).
- To build one-stop spray painting solutions for end-users in various categories, including motorcycle, automotive, household, industrial, etc.

SAMURAI Digital Platform & Ecosystem



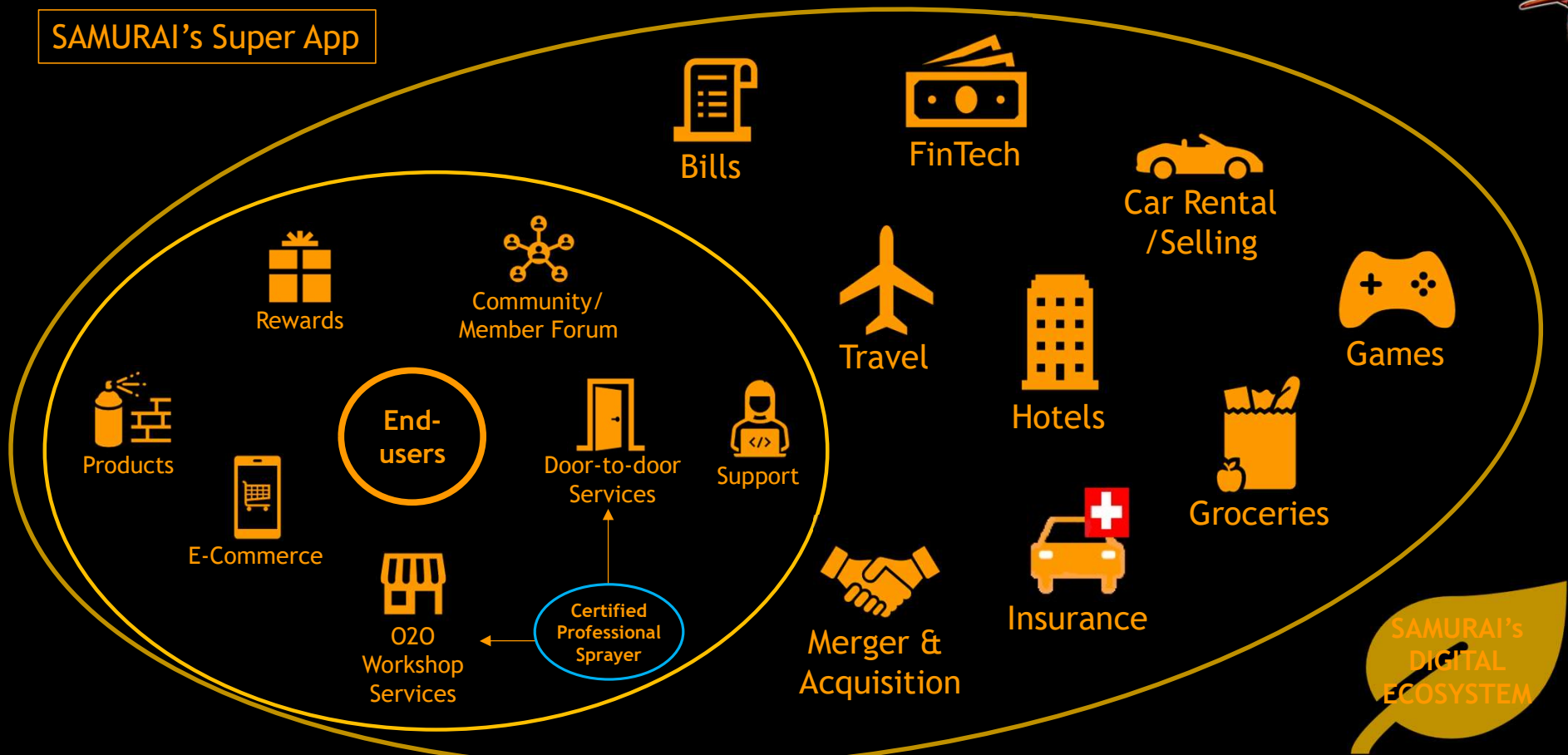
SAMURAI's Digital App



SAMURAI Digital Platform & Ecosystem

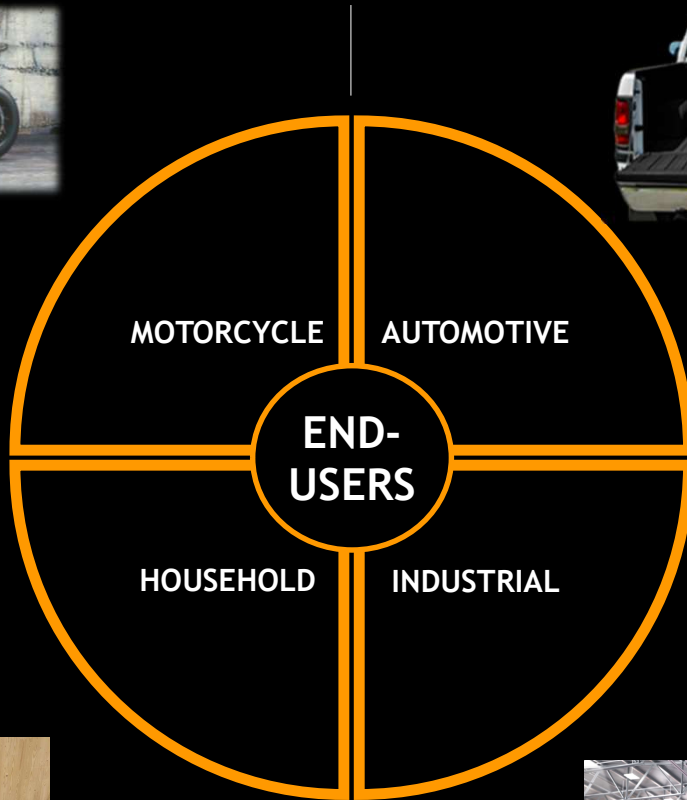


SAMURAI's Super App



SAMURAI's
DIGITAL
ECOSYSTEM

SAMURAI Digital Platform & Ecosystem





SAMURAI Digital Platform & Ecosystem



Loyal End-users

- A **community/member forum** help to gather feedbacks/ideas from end-users directly for retention strategies/new product development.
- **Reward** end-users with “**STONE**” collections to redeem through various loyalty programme such as initial subscription, member refer member, gaming, free gift and etc.
- To provide **support** within the community/member forum help to solve end-users problem and give instant responses.

Our Vision

*To be the world's respected
innovative aerosol system
provider*



Our Mission

*To offer the most innovative
aerosol systems with the best
user enjoyment and to create
more job opportunities for all
sprayers in the world*



*We Change Aerosol,
Aerosol Changes The World*

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THANK YOU