



**ENVICTUS INTERNATIONAL HOLDINGS LIMITED**  
(Company Registration No: 200313131Z)

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**RESPONSES TO QUESTIONS FROM SHAREHOLDERS FOR THE ANNUAL GENERAL MEETING TO BE HELD ON 21 JANUARY 2025**

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Envictus International Holdings Limited (the “**Company**”) and its Board of Directors (the “**Board**”) would like to thank a shareholder of the Company (the “**Shareholders**”) for submitting his questions in advance of the Company’s Annual General Meeting (“**AGM**”), which will be convened and held in a wholly physical format at Orchid Ballroom, Basement 1, Holiday Inn Singapore Orchard City Centre, 11 Cavenagh Road, Singapore 229616 on Tuesday, 21 January 2025 at 10.00 a.m.

Below are our responses to the questions received.

**Question 1**

**For TEXAS Chicken franchise: new agreement has been extended to develop 115 outlets in Malaysia and Brunei, Can the management guide us if the market demand is there to support a total of 200 outlets in Malaysia?**

“In 2023, the retail value of fast food or limited-service restaurants in Malaysia amounted to around 3.16 billion U.S. dollars, an increase from 2.76 billion U.S. dollars in the previous year. The sales value of fast food restaurants in Malaysia is expected to reach 4.65 billion U.S. dollars by 2027. In 2023, Malaysians consumed an estimated 50 kilograms of poultry meat per person. This puts Malaysia amongst the top global consumers of poultry meat worldwide.” (source: [www.statista.com](http://www.statista.com)). Based on this statistic, this augurs well for Texas Chicken as we anticipate room for expansion. To put this into perspective more than 60% of our total outlets are currently in Kuala Lumpur and Selangor state with expansion to East Malaysia, namely Sabah and Sarawak slated to take place only towards the middle or tail end of 2025 or beginning of 2026 with Brunei planned for later. This means that with regards to the other states in Malaysia our presence is still sparse thereby highlighting a good opportunity to continue our growth trajectory. As such, we believe there is room to grow beyond 200 outlets.

**Question 2**

**In the Annual report 2024, Chairman mentioned that in TEXAS Chicken segment, the operation margin is expected to be widened due to better supply contracts signed. Can we expect that this segment revenue will be increased tandem with numbers of outlets increased?**

We can expect the Texas Chicken segment revenue to increase in tandem with the number of outlets. Operation margin is expected to widen due to higher revenue derived which brings greater economies of scale and allowing the company to be in a better position to negotiate with suppliers for stable poultry prices, higher savings from rebates from higher purchases and competitive supplier terms.

### **Question 3**

**In the Annual report 2024, Chairman mentioned that in the Dairies segment, a new production line will be added. Can we expect that this segment revenue will be increased tandem with the production volume increase?**

This new production line will ensure that we can sell a higher volume of products to meet existing demand and also pursue the potentially lucrative and growing export market. Our current production line is now coping with our demand which is steadily increasing. This additional line will also potentially improve our margins and volume growth as we will be less reliant on OEM manufacturers to bridge any surge in demand both domestically and internationally.

### **Question 4**

**According to the 2024 year end results announcement, for 2H2024, Financial cost RM6.6m, financial loan was about RM100m, If this is correct numbers, meaning that we were paying the loan at an interest rate of 13.2% per annum. Can we expect that this financial cost will be reduced significantly in the coming year?**

The full year interest for bank borrowings and finance leases is RM6.5 m which is 6.4% of RM109.9 million bank borrowings and finance lease. The interest rate range for bank borrowings of 3.47% to 8.15% p.a is found on note 14 on page 109 of the Annual Report. Based on the improved financial performance of the Group, we have already begun renegotiating and also arranging for new financing and more competitive rates to lower our overall financing costs while allowing us to continue on our expansion and consolidation plans.

### **Question 5**

**Recently, according to the company announcements, numbers of key investors with big holdings already disposed of their shares almost at the same time, can the management explain what had happened in the business operation that may explain these actions?**

Dato' Jaya J B Tan, our Executive Chairman and Group CEO who is also founder of the Group is familiar with the business operations of the Group and is actively involved in the day-to-day operations, growth and business development of the Group. At the point of divestment of key investors, the Company was doing well and in a good financial position. The key investors have the discretion to deal with their investment and we are not in a position to determine if their divestment decision is associated with the business operations.

By order of the Board  
ENVICTUS INTERNATIONAL HOLDINGS LIMITED

DATO' JAYA J B TAN  
Executive Chairman and Group CEO

15 January 2025