



SAMURAI 2K AEROSOL LIMITED
(Company Registration Number 201606168C)
(Incorporated in the Republic of Singapore)

RESPONSES TO QUESTION FROM SHAREHOLDERS

The Board of Directors (the "**Board**") of Samurai 2K Aerosol Limited (the "**Company**", together with its subsidiaries, the "**Group**") refer to the following:

- (a) the annual report of the Company for the financial year ended 31 March 2020 ("**FY2020 AR**"); and
- (b) the notice of the annual general meeting ("**AGM**") issued on 8 September 2020.

The Company would like to thank shareholders for submitting their questions in advance in accordance to the deadline set out in the notice of AGM. The Company has received a question from a shareholder in relation to the FY2020 AR and would like to set out in this announcement its responses.

Question:

The Annual Report contains little financial information in regard to Marketing & Distribution efforts made so far to USA, India, Philippines etc. We ask the management to share for each country.

Answer:

The Marketing & Distribution efforts made so far for:

USA – In November 2019, we had participated in SEMA (Specialty Equipment Market Association) which is a one of the biggest exhibitions for specialty equipment on automotive. Currently, we are building the distribution channel and due to COVID-19, the progress has been delayed. However, we are still optimistic of the USA market.

India – We are in the market for about 1 year. India's market is alike to Indonesia's market, whereby the population has limited exposure over spray paints on motorcycle. Our focus in India is to increase end-users' awareness via offline marketing activities such as school training, dealer's demonstration, motor club training and others end-user training. On the other hand, we also perform online marketing activities such as Facebook live, Facebook advertising and YouTube video posting. Currently, we have entered into 12 states in India, with 2 importers, 10 wholesalers, and more than 150 dealers.



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South-East Asia (SEA) - For Philippines, Thailand, Vietnam and Cambodia, we consistently continue our offline marketing such as motor club training, school training as well as dealer demonstration. In addition, during the financial year ended 31 March 2020, we increased our online marketing activities such as Facebook advertising, Instagram and other social media platforms, together with our wholesalers and dealers. Through the online marketing activities, we are able to reach out and increased our engagement with more end-users, which help us to understand the end-user's preferences.

By Order of the Board

Ong Yoke En
Executive Director and Chief Executive Officer
22 September 2020

*This announcement has been prepared by Samurai 2K Aerosol Limited (the “**Company**”) and its contents have been reviewed by UOB Kay Hian Private Limited (the “**Sponsor**”) for compliance with the relevant rules of the Singapore Exchange Securities Trading Limited (the “**SGX-ST**”) Listing Manual Section B: Rules of Catalyst.*

This announcement has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this announcement, including the accuracy, completeness or correctness of any of the information, statements or opinions made or reports contained in this announcement.

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