

DIGISTAR CORPORATION BERHAD
Registration No. 200301001232 (603652-K)
(Incorporated in Malaysia)

SUMMARY OF KEY MATTERS DISCUSSED AT THE TWENTY-SECOND ANNUAL GENERAL MEETING (“AGM”) HELD ON FRIDAY, 21 MARCH 2025

Present : As per Attendance List

Chairman : Tan Sri Dato’ Ir. Hj. Zaini Bin Omar

In Attendance : Wong Youn Kim - Company Secretary

By Invitation : As per Attendance List

At the Twenty-Second AGM, the shareholder raised the following questions on the operational and finance matters and corporate governance matter of the Group which were duly responded by the Management:-

| NO. | QUESTIONS | THE COMPANY’S RESPONSES |
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| 1. (a) | <p>Based on the Managing Director’s Report, revenue for the Imperial Heritage Boutique & Gourmet Hotel was RM16.24 million for FY2024, an increase of 0.5% compared to the previous year (page11 of AR2024). Meanwhile under the segment information, revenue from rental and hotel was RM16.31 million (Note 35, page 187 of AR2024).</p> <p>Please clarify why there are 3 different revenue numbers disclosed in the annual report for the Imperial Heritage hotel.</p> | <p>The Management informed that there was a typo error, and confirmed that the correct figure is RM 16.21 Million. As stated on Page 187, as per title stated which the revenue inclusive of rental. (Rental and Hotel – Title)</p> |
| 1. (b) | <p>Given that the Group managed to generate a slight increase in revenue from the Imperial Heritage Hotel and has seen improvement in occupancy rates compared to FY2023, why did the Group only make a profit before tax of 33 sen at the company level for FY2024? Is the number accurate?</p> | <p>The Management informed that there was a typo error, and confirmed that the correct figure is RM 0.33 Million, the word “Million” was omitted by the designer.</p> |
| 1. (c) | <p>What was the Imperial Heritage Hotel’s occupancy rate for FY2023 as compared to FY2024 and to date?</p> | <p>2023 : Average occupancy rate – 58% 2024 : Average occupancy rate – 61% 2025 : Average occupancy rate – 58%</p> |

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| 2. (a) | How many of the Group's employees are affected by the change in minimum wage? | 25 Employees |
| 2. (b) | To what extent will a minimum wage increase impact the Group's cost of doing business and profitability? | About RM5,000 |
| 2. (c) | With the expected higher labour cost, to what extent will the Group adjust its hotel room rates, going forward | Yes |
| 3. | Revenue contribution from the Group's system integration business segment increased slightly to RM9.83 million (FY2023: RM 8.98 million). Nevertheless, the system integration business segment continued to record a segment loss of RM2.64 million as compared to a segment loss of RM 2.97 million in FY2023, why? | The Management informed that the cost for Panorama TV is consistent at the moment. As such, will need to increase sales in order to achieve profit. |
| 4. | <p>In 2024, the Group ventured into the digital media space with the launch of Panorama TV Asia Broadcast Sdn Bhd (Panorama TV), offering Internet TV services in collaboration with Indonesia's MNC Group. This partnership leverages MNC Group's Over the Top (OTT) platform to provide innovative Internet TV solutions tailored for the Malaysian hospitality industry, marking a strategic move into the high-growth digital entertainment market. (page 10 of AR2024).</p> <p>Please brief shareholders on the progress/performance of Panorama TV, to date.</p> | <p>Panorama TV Asia Broadcast Sdn Bhd is positioning itself as a disruptive player in the OTT (Over-The-Top) and Internet TV space, targeting the hospitality sector in Malaysia with a unique blend of on-demand and live content. Here's a breakdown of its business model, competitive advantages, and growth potential:</p> <p>(i) Key Differentiators</p> <ul style="list-style-type: none"> • Hybrid Content Offering: Combines live TV (e.g., international news from CCTV, Mimiyumi, etc.) with on-demand streaming, catering to both traditional and modern viewing habits. • Focus on Hospitality: Targets hotels, hospitals, and serviced apartments—sectors underserved by traditional pay-TV providers. • Rain-Resistant Solution: Addresses a common pain point in satellite TV (signal loss during rain) by relying on internet-based delivery. • Affordable & Diverse Content: Partnerships with global production houses (China's CCTV, UAE's Mimiyumi) ensure a wide variety of channels. <p>(ii) Market Opportunity</p> <ul style="list-style-type: none"> • Malaysia's Hospitality Sector: With 20,000+ hotels and serviced apartments, capturing even 50% as targeted would mean 10,000+ |

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| | | <p>clients—a massive revenue opportunity.</p> <ul style="list-style-type: none"> • Tourism & Entertainment Niche: Positioning as a "tourism entertainment" provider helps differentiate from generic IPTV services. <p>(iii) Growth & Traction</p> <ul style="list-style-type: none"> • 80+ Hotels in 8 Months: Strong early adoption indicates market demand. • 50% Market Share in 5 Years: Ambitious but achievable if can maintain sales momentum and address scalability. <p>(iv) Challenges & Risks</p> <ul style="list-style-type: none"> • Internet Infrastructure: Relies on stable high-speed internet in hotels—any latency or downtime could affect service quality. • Competition: Competing with established players like ASTRO (Malaysia’s leading pay-TV) and global OTT platforms expanding into hospitality. • Content Licensing: Ensuring long-term partnerships with international broadcasters may require significant investment. <p>(v) Future Expansion Strategies</p> <ul style="list-style-type: none"> • Beyond Malaysia: Potential to expand into neighbouring ASEAN markets (Indonesia, Thailand) with similar hospitality demands. • White-Label Solutions: Offering customized TV solutions for hotel chains could be a lucrative B2B2C model. • Ad-Supported Tiers: Introducing ad-based revenue streams for budget hotels. <p>Panorama TV has a solid niche strategy, leveraging the gaps in traditional TV services for the hospitality industry. If it can maintain content diversity, technical reliability, and aggressive sales growth, it stands a strong chance of dominating Malaysia’s hotel entertainment market. The next phase should focus on scaling operations, securing more</p> |
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| | | premium content, and exploring SaaS-based monetization. |
| 5. (a) | Given that the Group's Scope 2 emission had increased from 1,223.62 tCO ₂ e in FYE2023 to 1,523.14 tCO ₂ e in FYE2024, is the target of 20% reduction in energy consumption by 2025 realistic and achievable? | Target to achieve |
| 5. (b) | If business activities continue to increase, what are the measures to be taken by the Group in 2025 to achieve a 20% reduction in energy consumption by 2025? | Steps/Measurements to be taken to achieve a 20% reduction in energy savings. 1) Ensure all lighting switch to LED 2) Set air-conditioning at 24 c 3) Promote energy-savings habits among employees 4) Conduct energy audits in order to identify key areas of Improvement. 5) Encourage hybrid work arrangement 6) Move to cloud computing |
| 6. (a) | Why were there no operations assessed for corruption-related risks in 2024? | Assessed but is zero (o) corruption |
| 6. (b) | When will the Company start assessing operations for corruption risks? | The Company has assessed and implemented practices from time to time. |
| 7. | Ms. Lee Jin Jean and Mr. Lee Chun Szen, the Executive Directors of the Company only attended 3 out of 5 Board meetings held during the financial year ended 30 September 2024 - 60% attendance during the financial year. (page 7 of AR2024) What are the reasons for them not being able to attend the other two Board meetings during the financial year? | Both of them are on outstation assignments. |