

FOCUS POINT

FOCUS POINT HOLDINGS BERHAD

884238-U



ANNUAL REPORT
2018

FOCUS POINT

Management Office
Unit 1, 3, 5 & 7, Jalan PJU 1/37, Dataran Prima,
47301 Petaling Jaya, Selangor.
Tel: 03-7880 5520 Fax: 03-7880 5530

Central

163 Retail Park Mont Kiara	03-2771 0931
AEON Alpha Angle	03-4142 0478
AEON BIG Kepong	03-6259 3403
AEON BIG Wangsa Maju	03-4149 6437
AEON Bukit Raja	03-3341 4006
AEON Cheras Selatan	03-9075 3975
AEON Metro Prima Kepong	03-6259 0235
AEON Rawang	03-6092 0843
Alamanda Putrajaya	03-8889 3093
Ampang Point	03-4252 0758
Axis Atrium	03-9281 2449
Bukit Tinggi	03-3323 0349
Eko Cheras	03-9133 7797
Encorp Strand Mall	03-6143 5822
Gamuda Walk	03-5131 7223
Giant Batu Caves	03-6188 4799
Giant Kajang	03-8733 3714
Giant Klang	03 3323 5195
Giant Putra Heights	03-5191 5197
Giant Seri Kembangan	03-8938 2784
Gombak	03-4021 1341
IOI City Mall Putrajaya	03-8959 9346
IOI Mall Puchong	03-8075 7556
Kajang	03 8736 0220
Kelana Jaya	03-7804 3013
Klang Parade	03-3343 5850
Leisure Mall	03-2856 0510
Metro Point Kajang	03-8737 0970
Mid Valley Megamall	03-2287 3790
MyTown Shopping Centre	03-2710 4980
Nu Sentral	03-2272 2073
One Utama	03-7722 1266
Paradigm Mall	03-7887 1078
Pavilion KL	03-2141 4866
PJ Old Town	03-7781 5341
Plaza Shah Alam	03-5891 0535
Rawang	03-6092 2599
SACC Mall	03-5510 9593
Seksyen 14 PJ	03-7960 2726
Selayang Mall	03-6136 9566
Setapak Sentral	03-4131 8977
Setia City Mall	03-3345 6510
Seventeen Mall	03-7622 6712
Sri Gombak	03-6186 7721
Sri Hartamas	03-6143 8828
Sri Petaling	03-9054 0470
SS2	03-7873 6220
Subang Parade	03-5622 1458
Sungai Buloh	03-6141 0976
Sunway Giza	03-6148 1808
Sunway Putra Mall	03-4040 0759
Sunway Pyramid	03-7494 0480
Sunway Velocity	03-2725 9263
Taman Putra	03-4296 2310
Tesco Ampang	03-9285 7767
Tesco Extra Cheras	03-9133 5130
Tesco Kepong	03-6273 4010
Tesco Kuala Selangor	03-3289 6418
Tesco Rawang	03-6091 4809
Tesco Shah Alam	03-5512 1686
The Curve	03-7727 9852
The Mines	03-8941 6158
Tropicana City Mall	03-7710 6630
USJ Taipan 1	03-5637 1536
USJ Taipan 2	03-5631 0801
Wangsa Walk	03-4142 7063

Northern

AEON Bukit Mertajam	04-548 5797
AEON Kinta City	05-546 3566
AEON Klebang	05-291 4257
AEON Seri Manjung	05-687 0046
AEON Station 18, Ipoh	05-321 7225
AEON Taiping	05-804 8036
Alor Setar Mall	04-771 2150
Aman Central	04-733 5520
Central Square	04-422 1813
Gurney Paragon	04-226 1850

Gurney Plaza	04-228 0816
Ipoh Parade	05-243 5717/05-243 5718
Kompleks Bukit Jambul	04-642 5155
Queensbay Mall	04-641 1975
Sunway Carnival	04-390 5520
Taiping Mall	05-804 8129
Tesco Penang	04-659 5070
Tesco Seberang Jaya	04-399 6972
Tesco Station 18, Ipoh	05-322 3509
Tesco Sungai Petani Lagenda	04-425 8858
Tesco Sungai Petani Mutiara	04-425 9858

Southern

AEON Ayer Keroh	06-232 8634
AEON Kulai	07-660 6308
AEON Melaka	06-292 1107
AEON Permas Jaya	07-386 1790
AEON Taman Universiti	07-520 1676
Batu Pahat Jalan Soga	07-432 8964
Batu Pahat Mall	07-435 2306
Batu Pahat Taman Flora	07-438 5520
City Square	07-226 0130
Giant Lukut	06-651 7866
Giant Muar	06-952 9619
Giant Nilai	06-794 0996
Giant Plentong	07-358 3318
Exelview Giant Plentong	07-351 8075
Giant Senawang	06-679 7696
Giant Tampoi	07-236 9588
Holiday Plaza LG25	07-333 2018
Holiday Plaza LG83	07-333 0257
Kluang	07-776 0303
Kota Tinggi	07-882 4967
Masai	07-251 8778
Mydin Seremban 2	06-601 7910
Palm Mall	06-765 6120
Paradigm Mall JB	07-244 4263
Plaza Kota Tinggi	07-883 9689
Segamat	07-9313 408
Skudai Parade	07-554 9784
Terminal One	06-763 9193
Tesco Desa Tebrau	07-353 9780
Tesco Masai	07-388 6231
Tesco Putra Nilai	06-799 8081
Tesco Senawang	06-677 6672
Ulu Tiram	07-861 8363
Wetex Parade	06-951 4379
Yong Peng	07-467 5278

East Coast

East Coast Mall	09-517 3136
Giant Gong Badak	012-406 0567
Giant Kuala Terengganu	09-622 6967
Giant Kuantan	09-515 8279
KB Mall	09-747 7993
KB Mall 2	09-743 2636
Mesra Mall	09-864 9469
Tesco Kota Bharu	09-741 6520

East Malaysia

1 Borneo	088-447 581
AEON Kuching Central	082-237 108
Imago KK	088-274 800
Suria Sabah	088-487 787
Vivacity Megamall	082-263 818

Brunei

Aman Hill Mal	+673 233 1013
Freshco Mall	+673 222 0099
KB Sentral	+673 334 3038
Kuala Belait	+673 333 2299
The Mall	+673 242 8777
Times Square	+673 234 2903

Subsidiary brands of: **FOCUS POINT**

FOCUS POINT

SIGNATURE

AEON Shah Alam	03-5524 5695
Empire Subang	03-5632 4171
Komtar JBCC	07-266 3409
Mid Valley Megamall	03-2282 0878
Quill City Mall	03-2602 2292
Suria KLCC	03-2166 8318
The Spring Kuching	082-230 743

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CONCEPT STORE

AEON Bandar Dato' Onn	07-361 6713
AEON Tebrau City	07-364 3145
Concept Store Melawati Mall	03-4162 1445
Concept Store IPC	03-7731 1358

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OUTLET

Design Village	04-589 9014
Freeport A'Famosa Melaka	06-552 0913
Genting Premium Outlets	03-6436 8171
Damansara Uptown	03-7729 6268



AEON Seremban 2	06-601 5018
Gurney Plaza	04-229 6482
Holiday Plaza LG28	07-335 4121
One Utama	03-7724 1395
Sky Avenue Genting	03-6101 2039
Sunway Carnival	04-398 5520



Premier Lasik & Cataract Eye Centre

Mid Valley	03-2280 0087
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Mid Valley Megamall	03-2856 8771
Pavilion KL	03-2141 8586
Suria Sabah	088-210772

eyefont

Paradigm Mall JB	07-232 7654
Suria KLCC	03-2181 2397



AEON Kota Bahru	09-744 0988
AEON Shah Alam	03-5523 8941
Gurney Plaza	04-218 9624
Imago KK	088-274 248
IOI Mall Puchong	03-8062 0640
Mid Valley Megamall	03-2287 5520
Mydin Seremban 2	06-601 1138
Nu Sentral	03-2260 1306
Queensbay Mall	04-641 0631

Setia City Mall	03-3341 1625
Sunway Pyramid	03-5621 0308
Suria KLCC	03-2181 6386
Suria Sabah	088-204 187
Sutera Mall	07-554 5753
Tesco Seremban 2	06-633 3212
The Curve	03-7710 0426
The Mines	03-8938 1785
Today's Mall	07-861 4415
Vivacity Megamall	082-263 828

Whoosh Brunei

Time's Square Brunei	673-234 1135
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Komugi Malaysia



AEON Mall Tebrau City	07-361 5393
AEON Shah Alam	03-5524 1614
Main Place	03-8021 6093
Mid Valley	03-2201 2846
MyTOWN Shopping Centre	03-2710 5448
One Utama	03-7732 0521
Paradigm Mall	03-7886 5611
Pavilion	03-2110 5022
Subang Parade	03-5039 0630
Sunway Pyramid	03-5612 4212
The Mines	03-8958 5520
Vivacity Megamall	082-263 981

Kumori Philippines



Landmark Makati, Makati City	+63 917-656 9433
SM Makati, Makati City	+63 917-656 9430
SM North Edsa, Quezon City	+63 977-837 3798
UP Town Center, Quezon City	+63 917-671 8963
Robinsons Place Manila	+63 977-859 8803
SM Mall of Asia	+63 905-325 4143
Ayala Malls Cloverleaf	+63 995-455 2629
Robinsons Galleria	+63 932-355 2299
North Edsa (KIOSK)	+63 977-824 1589
Festival Mall	+63 917-800 7899
Gateway Mall	+63 915-844 7071

Komugi Australia

Eastland Shopping Centre	+613 8820 8140
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Fuwari Malaysia



Mid Valley	03-2201 0279
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OUTLET CONCEPT

Focus Point

A professional eye care centre that caters for consumers of all age groups.



Focus Point Signature

provides only the finest selection of products and brands. In addition to its great service and hospitality, it's Shop-In-Shop concept which allows brand fanatics to have a better shopping experience, 'teleporting' them into a realm filled with only their favourite brands. Equipped with i-Terminal 2 by Zeiss, a fast and high precision technology used to measure centration for perfectly-fitted eyewear, and i-Profiler plus by Zeiss, an easy-to-use eye profiling system infused with i.scription technology, customers are sure to walk away with perfectly-matched eyewear.

Focus Point Concept Store

Created with the aim of becoming a one-stop solution for all customers by combining all key concepts of various Focus Point outlets & brands. It allows customers to get all the eyewear needs sort out in just 1 location conveniently and quick. This store is designed to provide an open concept where customers can easily touch, feel and try on any pair of eyewear they like in a store that is much bigger than usual Focus Point outlets. We hope to provide a different shopping experience for all our customers in this unique store.



Focus Point Outlet

For all bargain hunters, this is a store you should not miss! This store is always on sale for all products at up to 70%.



Eyefont

A store that houses all major Luxottica brands under one roof.



Opulence

An exclusive optical centre for luxurious eyewear brands.



Whoosh

Fast. Fresh. Forward. These words perfectly describe what Whoosh! was created for. Bringing you the latest in eyewear designs, Whoosh! eyewear will satisfy trendsetters who value style, quality, and professional advice on the go. With a wide range of designs in 3 distinctive styles, 4 fixed affordable prices and a great team of professional opticians, a style revolution is coming your way faster than you can say "Whoosh!". Our brightly lit Whoosh! store is designed with its open displays & welcoming atmosphere to showcase our latest eyewear styles. No stress, no sales pitches as you try until you're ready to consult our professional opticians. Next thing you know, your brand spanning new eyewear is ready in a Whoosh!



Solariz

A dedicated sunglasses specialist centre carrying one of the largest range of sunglasses.

Komugi



Komugi is a staple for those who appreciate quality bakery and pastry products with a Japanese soul.

Komugi offers more than 100 variety of deliciously authentic Japanese products that emphasises natural, simple, fresh daily, handmade and premium. Komugi Japanese products are led by team of experienced and passionate chef behind the scene bake everything daily to ensure our valued customers get only the freshest products. Komugi has been expanding locally in KL, Melaka, Johor Bharu, and Kuching and internationally in Philippines and Australia. Komugi also introduced the first Japanese Bakery mobile app, namely Komugi Malaysia, in 2017. Komugi Central Kitchen has also been halal certified in Jan 2018 and all its outlets have also obtained their Halal certification in August 2018.

Komugi not only aspires to make all customers smile on the first bite but also satisfy with the Japanese culture customer service.



Fuwari

fuwari
フワリ

Fuwari is a brand that promotes on simple, straight forward and on-the-spot baking of Japanese patisseries experience. Fuwari was born from humble recipe hailing from Toyohashi, Japan.

Fuwari means fluffy in Japanese and it has two introductory products, namely Fuwari Cheese Cup and Rakuno Caramel Pudding. Fuwari Cheese Cup is a delicious baked cheesecake in a cup, the first of its kind in Malaysia. It is a delicious baked cheesecake in a cup (with 3 layers, creamy cheese, sponge and crunchy crumble). Scoop to the deep to enjoy the delicious 3 layers of texture all-in-together.

Try also Rakuno Caramel Pudding that is silky smooth with laces sweet caramel. Oishii!!





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CORPORATE PROFILE



VISION

To become a leading brand name in Asia through our focused approach in vision care

MISSION

To provide consumers with the best vision care and eyewear services as well as to uphold the highest standards in reliability, quality and professionalism

It all started with the opening of the very first Focus Point outlet in Muar, Johor, back in 1989. At the time, it was simply called Focus Vision Care Centre, and the store was nothing more than a small counter in a shopping centre.

From those humble beginnings, we have grown from a small-town optical store to a company that not only leads the eyewear retail industry in the country, but one that is set to make its mark on the region.

Certainly, it has been quite a journey. Following the establishment of Focus Point Sdn Bhd in 1993, a head office was set up in Johor Bahru to provide management and operational support to the growing number of retail branches. But more opportunities beckoned, and we eventually expanded to the nation's capital and set up home in Petaling Jaya in 2000.

As business continued to thrive, our management arrived at a turning point. The decision to formulate a franchise programme was sparked by the belief that people are the most important asset, plus a desire to create opportunities for rising young entrepreneurs.

Listed in 2010, we are now a leading optical player in the market.

CORPORATE INFORMATION



Board of Directors

Leow Ming Fong @ Leow Min Fong
(Independent Non-Executive Chairman)

Dato' Liaw Choon Liang
(President/Chief Executive Officer)

Datin Goh Poi Eong
(Executive Director)

Kelvin Liaw Kai Xuan
(Executive Director)

Datin Sim Swee Yoke
(Independent Non-Executive Director)

**Dato' Syed Kamarulzaman
bin Dato' Syed Zainol Khodki Shahabudin**
(Non-Independent Non-Executive Director)

NOMINATION COMMITTEE

Leow Ming Fong @ Leow Min Fong
(Chairman)
Datin Sim Swee Yoke
(Member)
Dato' Syed Kamarulzaman bin Dato'
Syed Zainol Khodki Shahabudin
(Member)

REMUNERATION COMMITTEE

Datin Sim Swee Yoke
(Chairman)
Leow Ming Fong @ Leow Min Fong
(Member)
Dato' Syed Kamarulzaman bin Dato'
Syed Zainol Khodki Shahabudin
(Member)

AUDIT COMMITTEE

Datin Sim Swee Yoke
(Chairman)
Leow Ming Fong @ Leow Min Fong
(Member)
Dato' Syed Kamarulzaman bin Dato'
Syed Zainol Khodki Shahabudin
(Member)

CORPORATE OFFICE

Unit 1, 3, 5 & 7, Jalan PJU 1/37
Dataran Prima
47301 Petaling Jaya
Selangor Darul Ehsan
Tel No.: 03-7880 5520
Fax No.: 03-7880 5530

REGISTERED OFFICE

Unit 30-01, Level 30
Tower A, Vertical Business Suite
Avenue 3, Bangsar South
No. 8, Jalan Kerinchi
59200 Kuala Lumpur
Tel No.: 03-2783 9191
Fax No.: 03-2783 9111

STOCK EXCHANGE LISTING

Bursa Malaysia Securities Berhad
ACE Market
Stock Code : 0157

COMPANY SECRETARIES

Wong Wai Foong
(MAICSA 7001358)
Wong Peir Chyun
(MAICSA 7018710)

**SENIOR INDEPENDENT
NON-EXECUTIVE DIRECTOR**

Leow Ming Fong @ Leow Min Fong
Unit 1, 3, 5 & 7, Jalan PJU 1/37
Dataran Prima
47301 Petaling Jaya
Selangor Darul Ehsan
Email: leowjim2015@gmail.com

SHARE REGISTRAR

Tricor Investor & Issuing House Services
Sdn Bhd (11324-H)
Unit 32-01, Level 32
Tower A, Vertical Business Suite
Avenue 3, Bangsar South,
No. 8, Jalan Kerinchi
59200 Kuala Lumpur
Tel No.: 03-2783 9299
Fax No.: 03-2783 9222

AUDITORS

BDO PLT (AF0206)
Chartered Accountants
Level 8, BDO@Menara CenTARa
360 Jalan Tuanku Abdul Rahman
50100 Kuala Lumpur
Tel No.: 03-2616 2888
Fax No.: 03-2616 2970

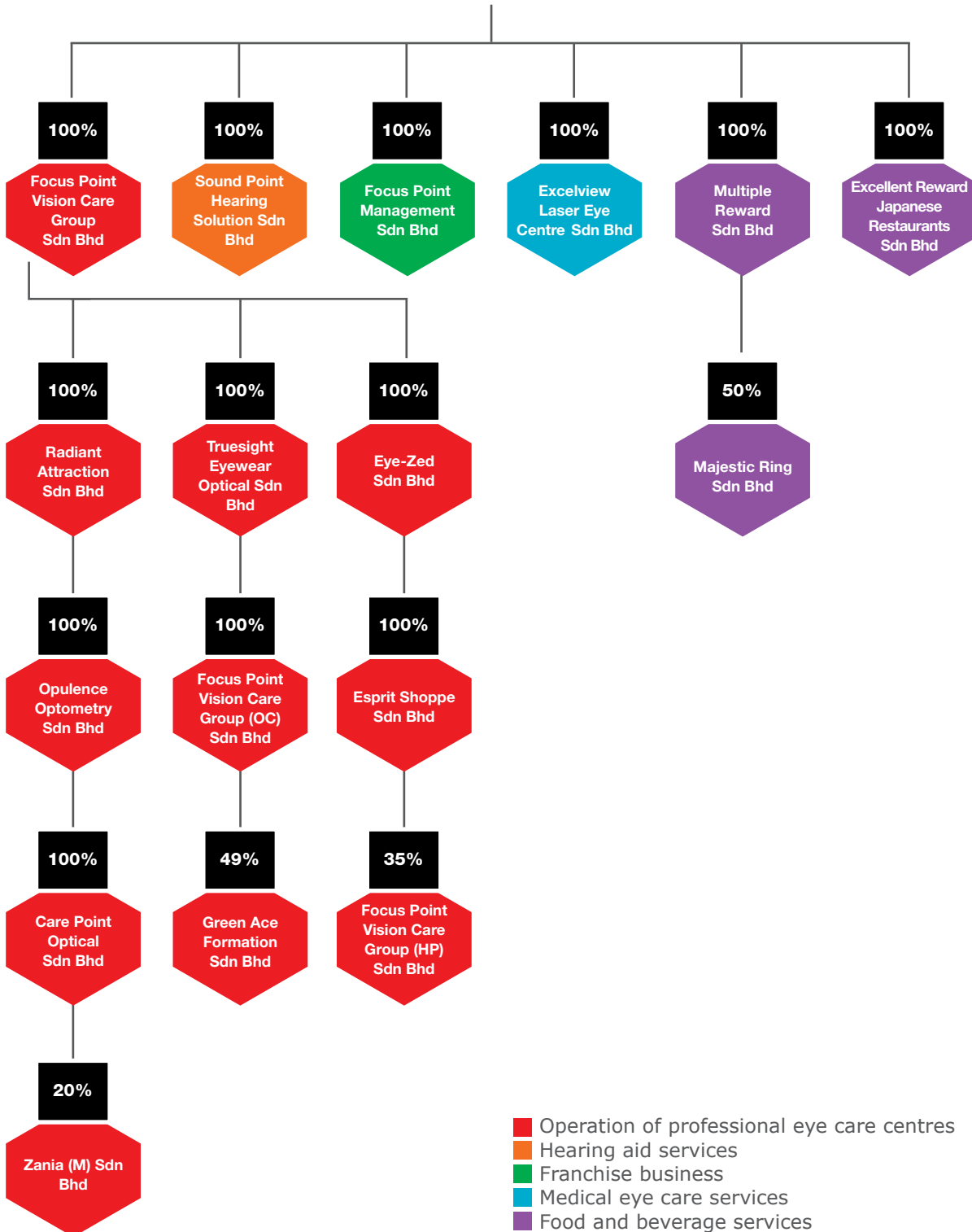
COMPANY WEBSITE

www.focus-point.com

CORPORATE STRUCTURE

FOCUS POINT

Focus Point Holdings Berhad



FINANCIAL HIGHLIGHTS

	2018	2017	2016	2015	2014	2013	2012	2011	2010 *
Revenue (RM'000)	179,272	165,121	161,946	154,592	153,491	147,451	130,578	120,226	74,649
Earnings before interest, tax, depreciation and amortisation (EBITDA) (RM'000)	21,637	12,436	10,342	12,985	11,809	15,312	14,023	13,388	12,039
Profit before tax (RM'000)	10,887	1,911	643	4,593	4,104	8,360	9,477	9,208	9,393
Profit/(Loss) after tax (RM'000)	7,099	(457)	(1,283)	1,200	1,103	4,701	6,019	6,999	6,214
Net profit/(loss) attributable to owners of the parent (RM'000)	7,099	(458)	(1,198)	1,331	1,167	4,771	6,035	7,012	6,234
Total assets (RM'000)	128,434	129,818	133,344	123,735	109,707	107,469	98,895	92,462	89,119
Total liabilities (RM'000)	71,154	77,474	80,548	69,762	56,954	52,489	45,365	41,731	41,886
Total borrowings (RM'000)	38,982	43,331	44,667	32,536	27,145	26,667	21,317	15,213	21,281
Total equity (RM'000)	57,280	52,344	52,796	53,973	52,753	54,980	53,530	50,731	47,129
Equity attributable to owners of the parent (RM'000)	57,280	52,344	52,802	54,083	52,752	54,946	53,475	50,740	47,027
Return on assets (%)	6	-	(1)	1	1	4	6	8	7
Return on equity (%)	12	(1)	(2)	2	2	9	11	14	13
Gearing ratio (%)	68	83	85	60	51	49	40	30	45
Net assets per share (sen)	34.72	31.72	32.00	32.78	31.97	33.30	32.41	30.75	28.50
Earnings/(Loss) per share (sen)	4.30	(0.28)	(0.73)	0.81	0.71	2.89	3.66	4.25	3.78
Dividend per share (sen)	1.00	0.00	0.00	0.00	1.00	2.00	1.00	2.00	2.00

* The audited financial statements for 2010 was for a period of 8.5 months as the acquisition of Focus Point Vision Care Group Sdn Bhd and its subsidiaries by Focus Point Holdings Berhad as well as the Point Holdings Berhad was Market Bursa in internal restructuring were completed on 14 April 2010. Focus listed on the ACE Market of Malaysia Securities Berhad August 2010.

PROFILE OF DIRECTORS

Leow Ming Fong @ Leow Min Fong

Malaysian, aged 69, male

Leow Ming Fong @ Leow Min Fong is our Independent Non-Executive Director and was appointed to our Board on 1st April 2010. He was appointed as Chairman of the Company on 3 August 2015. He is also Chairman of the Nomination Committee as well as a member of the Remuneration Committee and Audit Committee. He is a retired Audit Partner of KPMG, Kuala Lumpur. He is a Fellow of Institute of Chartered Accountants in England and Wales, member of the Malaysian Institute of Certified Public Accountants and member of the Malaysian Institute of Chartered Accountants. He began his career in 1969 when he started his articleship with a chartered accounting firm in London, United Kingdom. He returned to Malaysia in 1974 and joined KPMG, Kuala Lumpur as an Audit Senior and Supervisor. In 1976, he was appointed as the Audit Manager in KPMG, Sandakan, Sabah and subsequently, in 1980, he was appointed as the Partner overseeing the tax and audit department of KPMG, Sandakan and Tawau, Sabah. In 1995, he returned to KPMG, Kuala Lumpur to take up the position of Audit Partner and during the years between 1996 and 2000, he also acted as the Partner-in-Charge of KPMG, Cambodia for 3 ½ years. He carried out short-term assignments such as fraud investigation, due diligence for mergers and acquisitions, reporting accountant for various corporate exercises for public listed companies during his KPMG experience in Singapore, British Guinea in South America and Vietnam. He is also Independent Non-Executive Director of KSK Group Berhad, a Canadia Bank PLC, a bank operating in Cambodia, Sovannaphum Life Assurance PLC, a life insurance company operating in Cambodia, Hap Seng Consolidated Berhad and Jawala Inc, a company listed in the Singapore Stock Exchange. He attended all the five (5) Board of Directors' Meetings held during the year.

Dato' Liaw Choon Liang ("Dato' Liaw")

Malaysian, aged 51, male

Dato' Liaw is the President/Chief Executive Officer and was appointed to the Board on 30 December 2009. He is a registered optician with the Malaysian Optical Council. He brings with him invaluable industrial experience having accumulated over 30 years of experience in the professional eye care industry. He has been instrumental in the growth and development of our Group and more importantly, has been the key driving force in the expansion of our chain of professional eye care centres. As our Group's President/Chief Executive Officer, his overall management has contributed significantly to the success and growth of our Group. During the early years of our operations, he recognised the importance of brand building and development, ownership and management as the key components in differentiating our Group from our competitors. In addition, he was instrumental in building our "Focus Point" brand as the chain of professional eye care centres which has become the largest in Malaysia today. His expertise and contributions also extend to strategy planning and business development where his sound management skills have contributed to the continuing success and growth of our Group. In 2002, he was awarded the Certificate of Merit for The Outstanding Young Malaysian Awards 2002 by the Junior Chamber, Malaysia. In 2009, he was a finalist for the Best Franchise Entrepreneur Award by the Malaysian Franchise Association. Subsequently, at the Malaysian Retailers-Chain Association ("MRCA") – 8TV Entrepreneur Awards in 2009, Dato' Liaw was given an award in recognition of his outstanding entrepreneurship. In 2012, Dato' Liaw was elected as Deputy President of MRCA for 2012 to 2014. Further in 2014 itself, he was elected as President of MRCA for 2014 to 2016. Dato' Liaw was awarded Industry Advisory Council and CEO Faculty, Polytechnic Education Department for 2015 to 2017 by Politeknik Malaysia. He also holds several directorships in the companies within the Group. He is the father of Mr. Kelvin Liaw Kai Xuan, the Executive Director and the spouse of Datin Goh Poi Eong, the Executive Director and also a major shareholder of the Company. He attended all the five (5) Board of Directors' Meetings held during the year.

Profile of Directors
(cont'd)**Datin Goh Poi Eong (“Datin Goh”)**

Malaysian, aged 52, female

Datin Goh is the Executive Director and was appointed to the Board on 30 December 2009. She is a registered optician with the Malaysian Optical Council. She has accumulated more than 20 years of experience in the industry. Her expertise and contribution extends to resource planning and management where her prudent management has contributed to the continuing business success and growth of our Group. She is currently actively involved in the planning and implementation of various corporate social responsibility efforts to further enhance the corporate image and awareness of our Group. She holds several directorships in the companies within the Group. She is the mother of Mr. Kelvin Liaw Kai Xuan, the Executive Director and the spouse of Dato’ Liaw Choon Liang, the President/Chief Executive Officer and also a major shareholder of the Company. She attended all the five (5) Board of Directors’ Meetings held during the year.

Kelvin Liaw Kai Xuan (“Mr Kelvin Liaw”)

Malaysian, aged 26, male

Mr Kelvin Liaw was appointed to the Board as Executive Director on 20 December 2017. He possesses a Bachelor Degree, majoring in Business & Marketing Management from Oxford Brookes University, United Kingdom. Since young, he has been highly exposed to the optical industry and worked as sales assistant within the Group’s optical outlets. Mr Kelvin Liaw joined the Group on 1 October 2014, assuming the role of marketing for the food & beverage business. Prior to his appointment as Executive Director, he was holding the position of Executive Assistant to the President and Chief Executive Officer involving group marketing as well as operation planning & execution. He is the son of Dato’ Liaw Choon Liang and Datin Goh Poi Eong who are also major shareholders of the Company. He attended all the five (5) Board of Directors’ Meetings held during the year.

Datin Sim Swee Yoke (“Datin Sim”)

Malaysian, aged 58, female

Datin Sim is our Independent Non-Executive Director. She was appointed to our Board on 3rd August 2015. She is Chairman of the Audit Committee and Remuneration Committee as well as a member of the Nomination Committee.

She holds a Bachelor Degree of Arts & Social Science from University Malaya, a Masters of Arts (Management & Organisational Analysis) from Warwick Business School of the United Kingdom, and is also a certified coach.

Datin Sim is a human resource practitioner and has close to 36 years of commercial experience in real estate/hospitality, management consulting and financial services (insurance and asset management) industries.

She started her career in marketing communications. Her working experiences were gained from both developed and emerging markets including start-ups in China, India and Vietnam. She has also worked regionally in Hong Kong, Tokyo, Indonesia, Maldives, Singapore and the Philippines.

Her core expertise covers partnering with business leaders in setting-up new offices, information technology shops as well as sale and acquisition of businesses. She has extensive experience in human resource transformation, managing and delivering shared services practice, human resource & information technology outsourcing and change management.

Profile of Directors (cont'd)

Datin Sim is skillful in organisational development, talent acquisition as well as building bench strength and human capital for organisations. She has been a key leader in the insurance sector and has introduced the best in class practices when the insurance sector was undergoing critical skills shortage in the last decade. She has also led cross-cultural teams, and is adept in providing human resource solutions for organisations experiencing change especially in the context of mergers and acquisitions.

Prior to the appointment, her last employment was with Great Eastern Life Assurance (M) Berhad as Senior Vice-President of Human Capital. She has also served as the President of the Association of Insurance Employers (AIE), Vice President of the Malaysian Employers Federation (MEF) and a Director of the Malaysian Employers Federation Academy (MEFA).

In her spare time, Datin Sim contributes time as a Mentor Coach for The ICAEW & Talentcorp Malaysia Women In Leadership (WIL) programme.

In 2018, Datin Sim co-authored her first book titled, "Creating Winning Culture & Building Supertalent, The Anthrophillic Way, A Toolkit Based Book".

She attended all the five (5) Board of Directors' Meetings held during the year.

Dato' Syed Kamarulzaman bin Dato' Syed Zainol Khodki Shahabudin ("Dato' Syed Kamarulzaman")

Malaysian, aged 54, male

Dato' Syed Kamarulzaman was appointed as our Non-Independent Non-Executive Director, a member of the Audit Committee and the Nomination Committee on 16 August 2016. He was subsequently appointed as a member of the Remuneration Committee on 26 February 2018. He is the holder of Master in Science and Corporate Communication from School of Modern Languages & Communication, Universiti Putra Malaysia (UPM). He also holds a Bachelor degree in Business Administration from School of Business, Royal Melbourne Institute of Technology (RMIT) and a Diploma in Business Studies from Mara Institute of Technology.

Dato' Syed Kamarulzaman was previously the Managing Director of Yayasan Tekun Nasional. Prior to joining Yayasan Tekun Nasional, he had accumulated over 20 years of experience in banking operations, corporate management, property and information technology with a last attachment at Bank Muamalat Malaysia Berhad as Branch Manager while he began his career at Bank Bumiputera Malaysia Berhad. He had also served as a Lecturer at Universiti Tenaga Nasional (UNITEN).

Dato' Syed Kamarulzaman was appointed as Managing Director of Perbadanan Nasional Berhad ("PNS") from 1st December 2007 to 1st December 2018. He was the member of Directors Investment Committee of PNS and an Independent Non-Executive Director of WZ Satu Berhad and Ikhtiar Factoring Sdn Bhd.

Dato' Syed Kamarulzaman is the Vice Chairman of Association of Development Finance Institution of Malaysia (ADFIM) and the Vice President of Oxford Business Alumni KL Chapter.

Dato' Syed Kamarulzaman attended all the five (5) Board of Directors' Meetings held during the year.

Save as disclosed above, none of the Directors has :

- *Any family relationship with any Director and/or major shareholder of the Company;*
- *Any conviction for offences within the past five (5) years other than traffic offences and particulars of any public sanction or penalty imposed by the relevant regulatory bodies during the financial year; and*
- *Any conflict of interest with the Company and the Group.*

PROFILE OF KEY SENIOR MANAGEMENT

Kenneth Chin Kah Kiong (“Mr Kenneth”)

Chief Financial Officer, Malaysian, aged 45, male

Mr Kenneth began his career as an auditor in Moore Stephens in 1998. In 2001, he joined Malton Berhad as a corporate planning executive and in 2002, he joined Karambunai Corp Berhad as an Assistant Manager, Group Finance and was promoted to Group Financial Controller in 2005. He subsequently joined Nam Fatt Corporation Berhad as a Senior Manager in the corporate finance department in 2007. Prior to joining the Group, he was employed by Danga Bay Sdn Bhd as a Financial Controller from 2008 to 2009. He was the Chief Financial Officer of Benalec Holdings Berhad (“Benalec”) from 2010 to 2015 and was subsequently appointed as Benalec’s Executive Director in 2016 and hold that position until 2017. He joined Focus Point Holdings Berhad (“FPHB”) on 1 March 2019 as Chief Financial Officer managing group finance, operational finance, internal audit, treasury, taxation, corporate finance and investor relation functions of FPHB.

Chee Kok Hua (“Mr Chee”)

Head of Retail Sales & Operations, Malaysian, aged 44, male

Mr Chee holds an optician qualification of FBDO (UK) from the Association of British Dispensing Opticians. He started his career as an optician in 1997 before joining Focus Point Vision Care Group Sdn Bhd on 1 June 2011 as Head of Retail Sales & Operations. He has since then been given the responsibility to in charge the operations of optical retail chain for wholly-owned outlets nationwide. He was also later been assigned to head the operation of corporate sales division in 2017. His main duty is to keep the optical business growing and profitable.

Save as disclosed above, none of the Key Senior Management has :

- *Any family relationship with any Director and/or major shareholder of the Company;*
- *Any conviction for offences within the past five (5) years other than traffic offences and particulars of any public sanction or penalty imposed by the relevant regulatory bodies during the financial year; and*
- *Any conflict of interest with the Company and the Group.*