

VISDYNAMICS HOLDINGS BERHAD

(Company No. 677095-M)

(Incorporated in Malaysia)

SUMMARY OF KEY MATTERS DISCUSSION AT THE COMPANY'S THIRTEENTH ANNUAL GENERAL MEETING HELD ON FRIDAY, 23 MARCH 2018 AT 10.30 A.M.

NO.	QUESTION RAISED BY SHAREHOLDERS/ PROXIES	RESPONSES FROM DIRECTORS/ MANAGEMENT
1.	The outlook of the semiconductor industry and the prospect of the Company in the coming financial year.	Financial year 2017 was a record year as the Company achieved the highest revenue and net profit since its inception. The Company could achieve another good financial performance in the financial year 2018 given the positive market sentiments coupled with the anticipation of new products launch.
2.	The target market segment of the Company.	The Company would be focusing on the mid-end and high-end products. The Company had customers from the various industries and the products were not design for any specific industry.
3.	The reasons that accounted for the higher level of inventories as compared to that of the previous financial year.	The increased inventories were to cater for potential increase in sales and production requirements.
4.	The targeted customer and targeted selling price for the new machines	The new machines were targeted to sell to the overseas customers such as China, Taiwan and the Philippines and the selling price would vary according to the specification of the machines and customers' requirement.
5.	The Company's major competitors in the industry.	The Company's major competitors included companies from Belgium and Singapore. However, the Company had competitive advantages in greater efficiency, flexibility and speed and also in fulfilling customers' needs.
6.	The reason that accounted for the substantial increase in trade receivable as compared to that of the previous financial year.	The increase in the trade receivables was mainly due to different credit terms given to the customers. After years of dealings and the established credibility, the Company did not foresee any potential bad debt.
7.	The reason why the sale revenue derived from South East Asia market had substantially increased as compared to that of the previous financial year.	The movement was mainly due to political factor where customers from the United States had changed their suppliers from China to countries in South East Asia, particularly to the Philippines.