SNS NETWORK TECHNOLOGY BERHAD
Registration No.: 201601002835 (1173761-W)
(Incorporated in Malaysia)

2026 ANNUAL GENERAL MEETING
THURSDAY, 16 JULY 2026 AT 10.30 A.M.

<u>QUESTIONS & ANSWERS (Q&A) DURING 2026 AGM</u>

Question 1 (Shareholder 1)	a) Why did the Group not disclose any capital commitments as at 31 January 2026? What about the capital expenditure required for the expansion of its DaaS (Device-as-a-Service) subscription-based services, set-up of new retail stores, and the construction of the Regional Hub? How much capital expenditure has been planned and allocated in FY2027 and beyond to increase the Group's AI infrastructure capacity? b) What is the current status of the Group's plan to set up 10 new stores nationwide and the construction of the Regional Hub in Petaling Jaya?
Response	a) The Group did not disclose any capital commitments as at 31 January 2026 because there were no capital commitments requiring disclosure under the applicable accounting standards as of the reporting date. However, the absence of disclosed capital commitments does not imply that the Group has no expansion plans. The Group continues to evaluate and invest in strategic growth initiatives, including the expansion of its DaaS business, the opening of new retail stores, the development of the Regional Hub in Petaling Jaya, and AI-related infrastructure such as the SNS AI Factory and GPU-as-a-Service (GPUaaS) platform. b) The Group has made meaningful progress in its retail expansion plans. Two multi-brand concept stores were opened in Penang and Selangor in May and November 2024 respectively, followed by a brand-specific store in Penang in January 2025. During FY2026, two additional brand-specific stores were opened in Penang. The construction of the Regional Hub in Petaling Jaya remains subject to approvals from the relevant authorities. The Regional Hub project remains part of the Group's long-term growth strategy. The proposed facility is expected to comprise storage facilities, customer experience centres, training facilities, workshops and office space, with an estimated built-up area of approximately 261,155 square feet, including car parks.

SNS NETWORK TECHNOLOGY BERHAD
Registration No.: 201601002835 (1173761-W)
(Incorporated in Malaysia)

Question 2 (Shareholder 1)	How much revenue did the DaaS contribute to the Group's revenue in FY2026, and what growth rate is management targeting for this service offering in FY2027?
Response	The Group does not separately disclose DaaS revenue, as it is reported within the Sales of ICT Products segment. The Group does not provide earnings guidance or public revenue forecasts and has therefore not disclosed a specific growth target for FY2027. We are committed to strengthening its DaaS offerings to capitalise on the growing shift towards flexible, subscription-based ICT solutions, supporting increasing demand for scalable and cost-efficient ICT deployment.

Question 3 (Shareholder 1)	Sustainability Statement: a) Why has the Group not established specific targets for all the sustainability matters disclosed in Pages 84 to 86, particularly in relation to emissions management and emissions reduction? b) Page 41 to the Annual Report - It is stated that no identified critical concerns and none were communicated to the Board during FY2024 to FY2026. In that case, what sustainability-related matters and updates were regularly communicated to the Board during the period? c) What is the Group's current level of preparedness for sustainability reporting in accordance with IFRS S1 and IFRS S2 disclosure requirements?
Response	a) The Group is still in the process of strengthening and maturing its sustainability reporting framework. The FY2026 Sustainability Statement was prepared with reference to the GRI Standards 2021 and Bursa Malaysia Sustainability Reporting requirements. The Board and ESG Working Group continue to enhance governance structures, data collection methodologies and reporting processes before establishing quantitative targets, particularly for emissions management and emissions reduction initiatives in accordance with the sustainability reporting framework. The Group will fully comply with IFRS S1 & S2 by FY2028. b) Although no critical sustainability concerns were escalated to the Board during FY2024 to FY2026, sustainability-related matters were regularly reviewed through the Board’s oversight of the Group’s ESG framework, including ESG governance and oversight developments, stakeholder engagement outcomes, environmental initiatives such as renewable energy projects including solar panel installations at headquarters, social initiatives and CSR programmes, education-related activities, and progress on sustainability reporting. c) The Group is aware of the National Sustainability Reporting Framework as well as the disclosure requirements under IFRS S1 and IFRS S2. Current efforts are focused on strengthening governance structures, sustainability data collection processes, materiality assessments and overall reporting capabilities through the ESG Working Group. Management has indicated that further updates regarding compliance progress will be communicated in future reporting periods.

Question 4 (Shareholder 1)	a) How much of the RM189 million trade receivables as at year-end, especially the RM72 million past due balances, has been collected subsequent to the financial year end? b) The allowance for impairment losses increased significantly by RM23 million, comprising RM11 million from trade receivables and RM12 million from finance lease receivables. What were the key factors contributing to the higher expected credit losses? Does this indicate any weakness in the Group's credit assessment or credit control processes?
Response	a) The Group continues to actively manage and monitor its receivables portfolio. Collection efforts remain ongoing, and historically a substantial portion of receivables has been collected in the normal course of business. Management maintains close oversight of collection performance and credit exposure to ensure effective receivables management. b) The increase in impairment allowances was primarily driven by the growth in receivables resulting from larger commercial projects and the expansion of the DaaS portfolio. Management does not believe this reflects any weakness in the Group’s credit assessment or credit control processes. Instead, the provisions are determined in accordance with MFRS 9 expected credit loss requirements. The impairment reflects conservative accounting and prudent risk management, not a loss of confidence in the future of the business. The Group continues to monitor customer credit quality, collection performance and recoverability on a regular basis.

SNS NETWORK TECHNOLOGY BERHAD
Registration No.: 201601002835 (1173761-W)
(Incorporated in Malaysia)

Question 5 (Shareholder 1)	Note 35 Operating Segments - Revenue from the Sale of ICT Products segment increased by RM2.3 billion, while segment profit increased by only RM77 million, representing an incremental profit margin of approximately 3.3%. Why was the profit margin on the additional revenue so low? Is the Group able to effectively pass on higher procurement costs of ICT products to customers?
Response	The ICT industry naturally operates with different profit profiles across products, customers and project categories. During FY2026, a significant portion of revenue growth came from large-scale commercial transactions and enterprise projects which typically carry lower percentage margins but generate substantial absolute profit contribution. While margin percentages may appear lower, these transactions contribute significantly to earnings, strengthen customer relationships and improve our market positioning. The Group continues to focus not only on revenue growth but also on increasing higher-value services, recurring revenue streams and infrastructure-related opportunities that have the potential to improve earnings quality over time. We have generally been able to pass through procurement cost increases to customers, although pricing dynamics remain influenced by competition and market conditions.

Question 6 (Shareholder 1)	Given that Q1 FY2027 revenue declined by 46% and profit before tax declined by 73% compared with the corresponding quarter last year, what is management's outlook and guidance of the Group's revenue and profitability for FY2027?
Response	Although Q1 FY2027 revenue declined by 45.9% and profit before tax decreased by 73.5% compared with the exceptionally strong corresponding quarter of the previous year, management believes the Group's underlying business remains stable. The decline was mainly attributable to the absence of exceptionally large commercial orders recognised in Q1 FY2026, timing differences caused by delayed supplier deliveries which postponed revenue recognition, and higher depreciation and certain operating expenses. Looking ahead, management remains optimistic about FY2027, supported by continued ICT market growth, device refresh cycles, government and enterprise digitalisation initiatives, DaaS expansion, growing AI infrastructure opportunities, and the commercialisation of the SNS AI Factory and GPUaaS platform. While quarterly performance may continue to be influenced by project timing and delivery schedules, management believes growth prospects remain favourable.

SNS NETWORK TECHNOLOGY BERHAD
Registration No.: 201601002835 (1173761-W)
(Incorporated in Malaysia)

QUESTIONS DURING 2026 AGM

Question 1 (Shareholder 2)	Referred to a previous interview given by Mr. Ko and Mr. Pah regarding the proposed second AI factory comprising approximately 1,000 GPUs, what was the estimated timeline for its development, the anticipated capital investment, and its expected revenue to be generated from this Project?
Response by the Managing Director	The Group was currently in negotiations with several potential off-takers for the proposed second AI cluster. The project was targeted to be finalised within the current year, subject to the successful completion of commercial negotiations, due diligence processes and trade compliance requirements. The global shortage of ICT components, particularly GPU memory and related components, continued to affect the supply chain, resulting in longer procurement lead times. Nevertheless, the Group had been actively preparing for the project since the previous year and, subject to the timely availability of equipment and completion of the necessary approvals, to facilitate smooth deployment. The investment required for the acquisition of NVIDIA B300 GPUs is currently estimated to be in the region of RM400 million to RM500 million. However, the actual investment amount may vary depending on factors such as final specifications, deployment scale, procurement arrangements, foreign exchange movements, and other commercial terms. As discussions with customers and project arrangements were still ongoing, the Company was not in a position to disclose the expected revenue and returns at this stage.

Question 2 (Shareholder 2)	Referred to recent media reports that certain suppliers had tightened export controls on AI chips and reduced their Asian customer base by half. Has the Group been adversely affected by these developments?
Response by the Managing Director	The AI infrastructure industry had experienced significant regulatory and geopolitical developments since 2023, requiring the Group to strengthen its trade compliance and risk management processes. While the tightening of export controls had not materially affected market demand for the Group's products and services, it had resulted in a more extensive and time-consuming procurement and sales process. Malaysia was not a sanctioned jurisdiction and therefore remained eligible to procure AI-related products. However, purchases of AI servers were now subject to enhanced due diligence requirements by manufacturers and suppliers. Customers were required to undergo more extensive compliance reviews including the intended use of the equipment, deployment location, source of funding and various compliance declarations. These submissions would subsequently be reviewed independently by manufacturers and technology vendors, each applying their own compliance screening procedures and restricted-party database checks. Despite the longer sales cycles, customer demand remained healthy. As these regulatory requirements had become widely recognised across the industry, customers were now generally more cooperative and willing to provide the information required for the due diligence process, compared with the initial implementation period in 2024.

Question 3 (Shareholder 2)	With the increasing development of data centres in Malaysia, could the Group share whether it has secured any business opportunities arising from the data centre industry?
Response by the Managing Director	Data centre operators were generally not direct customer of the Group's. Instead, the Group's customers were typically the tenants occupying the data centres, to whom the Group supplied the AI and IT hardware solutions. The business model of data centre operators was to invest in and operate data centre facilities, generating revenue through the provision of colocation and hosting services. The Group's role was to supply AI servers and other hardware to its customers and, where required, facilitate the delivery and deployment of such equipment within the relevant data centres. AI servers remained one of the highest-value products supplied by the Group.