



BAN LEONG TECHNOLOGIES LIMITED

(Incorporated in the Republic of Singapore)
(Company Registration Number: 199303898C)

RESPONSE TO QUESTIONS FROM SHAREHOLDERS FOR ANNUAL GENERAL MEETING TO BE HELD ON 27 JULY 2022

The Board of Directors (the “Board”) of Ban Leong Technologies Limited (the “Company” and together with its subsidiaries, the “Group”) would like to thank the shareholders for submitting their questions ahead of the Company’s Annual General Meeting to be held by electronic means on Wednesday, 27 July 2022 at 10:00 a.m.. The Company wishes to provide its responses to the questions received from the shareholders, as set out below:

Question 1:

The business from overseas markets is relatively smaller and less established compared to the Singapore market. Have the business from these newer markets reach maturity and become profitable?

Company’s response:

The overseas business has been profitable. The market presents more opportunities and there are certain aspects we can continue to expand. Such expansion plans are dependent on the available resources which include but not limited to financial resources, human resources and supplier support.

Question 2:

Roughly what proportion of sales are from Business-to-Consumer and Business-to-Business? Are they significantly different in terms of profitability?

Company’s response:

Generally speaking we conduct our sales to commercial clientele and retail clientele through various channels. The proportion to commercial is 23% and to retail is 69%, both generate profit margin within our expectation. Profitability very much depends on the product mix purchased by our clientele.

Question 3:

Does the management see potential to further improve its gross and operating margin? Does the company have a strategy to do that?

Company’s response:

The company adopts a prudent strategy in our business plan by selecting the right product mix and pushing for higher market share and better margins. We hope to maintain or improve our profit margin and profitability.

Different markets present different challenges, and in the current volatile global market where there are logistics challenges, suppliers may also face shortages of components, and consumer spending sentiments may change within a short span of time. Overall Tech products continue to be well received. We will continue to lead and shape the trend of tech-savvy products by presenting quality, innovative, user-focused products and services.



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By Order of the Board

Ronald Teng Woo Boon
Managing Director
22 July 2022