

The background of the cover features a high-contrast, blue-toned silhouette of a man's head and shoulders facing left. He appears to be wearing a VR headset or a futuristic helmet. The background is filled with glowing, semi-transparent digital interfaces, including a smartphone-like device showing a network graph, a laptop screen with a globe and data, and various charts and graphs floating in the air. The overall theme is advanced technology and connectivity.

ANNUAL REPORT

# 2025



**SNS NETWORK TECHNOLOGY BERHAD**  
(Registration No. 201601002835 (1173761-W))

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## 2025 Annual General Meeting

### DATE & TIME

Thursday, 10 July 2025  
at 10.30 a.m.

### MEETING VENUE

Kinta Ballroom, Hotel Travelodge Ipoh,  
Jalan Raja Dihilir, 30350 Ipoh,  
Perak Darul Ridzuan

## ABOUT US



Our journey began in 1998 when SNS was established with its headquarters situated in the vibrant city of Ipoh, Perak. Today, we stand as a prominent Information Communication Technology (“**ICT**”) solution provider with a dynamic team of over 300 highly skilled professionals, dedicated to delivering excellence in every facet of our operations.

Our commitment to innovation, coupled with the expertise of our workforce, ensures that SNS remains at the forefront of the ever-evolving ICT landscape, continuously providing cutting-edge solutions tailored to meet the diverse needs of our clientele including end consumers, small and medium-sized enterprises (“**SMEs**”), large corporation and government institutions.

## ABOUT US

*Cont'd*



# OUR VISION & MISSION



## Make Life Easy With Technology

Empowering simplicity through innovative technology, we pave the way for a smoother and more efficient lifestyle.

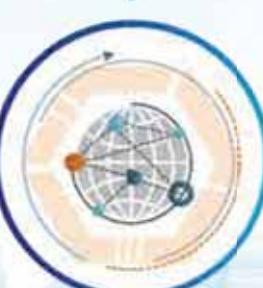


## MISSION

To be the most essential Information Communication Technology (“ICT”) provider for Consumers and Businesses

To be a Global ICT Company

To be a platform for employees to grow as successful as the company



# OUR CORE VALUES



## CORE VALUES

### Customer Centric



We emphasise on fostering customers' loyalty and trust. We listen and engage with our customers seeking to go beyond their expectations.

### Teamwork

We believe that the collaboration of individual accountability and credibility is the essential key to success in any organisation. We foster and appreciate the best ideas as well as values of multiple perspectives within our organisation.



### Quality of Products and Services



We are committed to winning with integrity. Everyone who works for us is empowered and expected to deliver the best quality in products, customer relationships, pre and post sales support.

### Embrace Changes

Changes occur for us to stay competitive, constructive and creative in the market. We are committed to embrace, adapt and support changes that take place in ideas, policies, leadership, processes and technologies.



### A Place To Excel



We believe each individual is born with unique talents. To turn our mission into reality, we believe we must fully expand one's capabilities and extend one's boundaries. We actively seek innovations and ideas that could transform the industry.

# SNS AI FACTORY : TRANFORMING MALAYSIA'S AI LANDSCAPE

## Empowering AI Innovation with GPU-as-a-Service

SNS Network Technology Berhad (“**SNS**” or the “**Company**”), is launching SNS AI Factory, a fully managed Artificial Intelligence (“**AI**”) cloud infrastructure designed to provide high-performance computing capabilities to enterprises, government agencies, and research institutions. Powered by 64 x NVIDIA H100 Graphics Processing Units (“**GPUs**”), this initiative positions SNS at the forefront of AI innovation and digital transformation in Malaysia.

With the increasing demand for AI-driven applications, businesses require scalable, secure, and cost-effective computing solutions. SNS AI Factory provides GPU-as-a-Service (“**GPUaaS**”), allowing organisation to harness AI processing power without the burden of managing infrastructure.



## Strategic Vision: Leading Malaysia's AI Ecosystem

As a pioneer in ICT systems and solutions, SNS has continuously evolved to meet the needs of an increasingly digital world. The launch of SNS AI Factory represents a significant step forward in:

- Enhancing Malaysia’s AI capabilities by providing locally hosted, high-performance AI infrastructure.
- Supporting AI research and development for enterprises, government bodies, and educational institutions.
- Fostering digital transformation by enabling businesses to integrate AI seamlessly into their operations.



# SNS AI FACTORY : TRANSFORMING MALAYSIA'S AI LANDSCAPE

Cont'd

## Key Benefits of SNS AI Factory

### Data Sovereignty & Security

- Ensuring AI workloads remain compliant with local regulations and stored within Malaysia's national boundaries, addressing privacy and security concerns.

### Scalability & Flexibility

- Organisation can scale their AI projects without upfront hardware investments, ensuring cost efficiency and operational agility.

### AI Readiness & Expert Support

- Our AI infrastructure is complemented by readiness assessments conducted by industry specialists, helping businesses navigate AI adoption with tailored solutions.

### Diverse AI Use Cases

- SNS AI Factory is designed to support:
  - Large-scale AI model training
  - Generative AI applications
  - Vision AI & advanced analytics
  - Government and enterprise AI deployments



# SNS AI FACTORY : TRANSFORMING MALAYSIA'S AI LANDSCAPE

Cont'd

## Driving AI Innovation: Our Key Milestones

Financial Year Ending 31 January 2026 ("FYE 2026") Roadmap & Future Plans

- Q1 FYE 2026 – Official launch of SNS AI Factory, hosted at TM Klang Valley Data Center (KVDC), Cyberjaya.



- Q2 FYE 2026 – Dell and SNS hosted a NVIDIA AI Bootcamp offering hands-on AI training on 6<sup>th</sup> and 7<sup>th</sup> May 2025.



## Building an AI-Ready Future

SNS is committed to developing a thriving AI ecosystem in Malaysia. Through strategic investments in infrastructure, partnerships, and talent development, we are creating an AI-ready future that will empower businesses to innovate and scale with confidence.

With SNS AI Factory, we aim to:

- Democratise access to AI computing resources
- Drive AI adoption across multiple industries
- Support Malaysia's goal of becoming a regional AI hub

As we move forward, we remain focused on innovation, collaboration, and delivering value to our stakeholders, ensuring that SNS continues to be a leader in AI-powered digital transformation.

# CORPORATE INFORMATION

## BOARD OF DIRECTORS

**Dato' Zulkapli Bin Ahmad**

*Independent Non-Executive Chairman*

**Ko Yun Hung**

*Managing Director*

**Pah Wai Onn**

*Executive Director*

**Siow Wei Ming**

*Executive Director*

**Dato' F'ng Meow Cheng**

*Independent Non-Executive Director*

**Maylee Gan Suat Lee**

*Independent Non-Executive Director*

**Tan Ee Ming**

*Independent Non-Executive Director*

## AUDIT AND RISK MANAGEMENT COMMITTEE

*Chairman*

**Tan Ee Ming**

*Member*

**Dato' F'ng Meow Cheng**

**Maylee Gan Suat Lee**

## REMUNERATION COMMITTEE

*Chairman*

**Dato' F'ng Meow Cheng**

*Member*

**Maylee Gan Suat Lee**

**Tan Ee Ming**

## NOMINATION COMMITTEE

*Chairman*

**Maylee Gan Suat Lee**

*Member*

**Dato' F'ng Meow Cheng**

**Tan Ee Ming**

## AUDITORS

**Crowe Malaysia PLT**

(LLP0018817-LCA)

Chartered Accountants (AF 1018)

59C, Hala Pusat Perdagangan Canning 1

Pusat Perdagangan Canning II

30350 Ipoh

Perak

Telephone : (+605) 237 8800

Fax : (+603) 2788 9998

## COMPANY SECRETARY

**Chan May Yoke**

(MAICSA 7019010)

(SSM PC No. 202008002012)

## REGISTERED OFFICE

61, 2nd Floor,  
Jalan Sultan Nazrin Shah

30250 Ipoh

Perak

Telephone : (+605) 242 4616

Fax : (+605) 243 4389

Email : ir@sns.com.my

## SHARE REGISTRAR OFFICE

**Boardroom Share Registrars Sdn Bhd**

(199601006647 (378993-D))

Level 11, Menara Symphony

5, Jalan Prof. Khoo Kay Kim

Seksyen 13

46200 Petaling Jaya

Selangor

Telephone : (+603) 7890 4700

Fax : (+603) 7890 4670

Email : bsr.helpdesk@boardroomimlimited.com

## STOCK EXCHANGE LISTING

MAIN Market of Bursa Malaysia

Securities Berhad

Stock Name : SNS

Stock Code : 0259

Sector : Technology

## HEAD OFFICE

61, Jalan Sultan Nazrin Shah

30250 Ipoh

Perak

Telephone : (+605) 242 4616

Fax : (+605) 243 4389

Email : ir@sns.com.my

Website : www.sns.com.my

# CORPORATE STRUCTURE



SNS NETWORK TECHNOLOGY BERHAD

**100%**

Acrux Technology Sdn Bhd  
("Acrux")

**100%**

GLOO Sdn Bhd  
("GLOO")

**100%**

iTworld Services (M) Sdn Bhd  
("iTworld")

**100%**

JOI Sdn Bhd  
("JOI")

**100%**

Notebook Plaza Sdn Bhd  
("Notebook Plaza")

**100%**

SNS Network (ICT) Sdn Bhd  
("SNS Network ICT")

**100%**

SNS Network (M) Sdn Bhd  
("SNS Network Malaysia")

**100%**

SNS Network Services Sdn Bhd  
("SNS Network Services")

## CORPORATE MILESTONE



# 1998

SNS Network, a sole proprietor was established.

Incorporated SNS Network Malaysia.

Set up Regional Office in Kuala Lumpur.

Secured first dealership agreement with Acer.

With this, expanded our range of third party brand ICT products, services and solutions.

# 2000



# 2003

Appointed as an authorised reseller of TM branded products.

Over the years, expanded our offering to internet/broadband services, telephone line and/or mobile services from other service providers such as Celcom, Maxis and TIME too.

Started our first consignment counter in AEON Kinta City, this marked our retail expansion journey.

Now with 7 counters in AEON departmental stores throughout Malaysia.

Relocated our headquarters to Greentown Business Centre, Ipoh, Perak.

# 2004



# 2008

Received the “SME Young Entrepreneur Award” for SME Recognition Award 2008 from SMI Association of Malaysia (now known as SME Association of Malaysia).

Relocated our regional office to Petaling Jaya, Selangor.

Received the “SME ICT Adoption Award (IT Service Provider)” for SME Recognition Award 2009 from SMI Association of Malaysia (now known as SME Association of Malaysia).

# 2009



## CORPORATE MILESTONE

Cont'd



Appointed as an Apple Authorised Reseller, with our first Apple store "iTworld" in Ipoh, Perak.

Obtained 2<sup>nd</sup> place in the "Enterprise 50 Award Programme 2010", awarded by SME Corporation Malaysia.



Appointed as Apple Authorised Service Provider, with our first service center in Ipoh, Perak.

Launched our house brand of ICT products, JOI®.

2014 JOI®

Relocated our Headquarters to a 4 storey building with over 33,000 sqft in Jalan Sultan Nazrin Shah, Ipoh, Perak.



Launched our first online store, [iTworld.com.my](http://iTworld.com.my).

2017



Obtained 3<sup>rd</sup> placing in the "Malaysia Top E-Commerce Merchant Award", awarded by Selangor Information Technology and Digital Economy Corporation.



Listed on the Ace Market of Bursa Malaysia Securities Berhad.

2022

## CORPORATE MILESTONE

Cont'd



# 2023

First ESOS granted on 12 September 2023.

Opened the largest store in SNS Group's history – the GLOO ICT Hyperstore at Queensbay Mall, spanning over 6,000 sqft, bringing an enhanced tech retail experience to our customers.

# 2024



Expanded to East Malaysia – Established a new branch office in Kuching, Sarawak.



Successfully transferred to the Main Market of Bursa Malaysia Securities Berhad on 13 June 2024.



# CHAIRMAN'S STATEMENT

“

On behalf of the Board of Directors ("the Board") of SNS Network Technology Berhad, a Public Limited Company ("SNS" or the "Company"), I am honoured to present to you the Annual Report and Audited Financial Statements of SNS and its subsidiaries ("SNS Group" or the "Group") for the Financial Year Ended 31 January 2025 ("FYE 2025").

”



**DATO ZULKAPLI BIN AHMAD**

Independent Non-Executive  
Chairman

# CHAIRMAN'S STATEMENT

Cont'd

## Dear Valued Shareholders,

As we reflect on the past year, we are filled with immense pride and gratitude. FYE 2025 has been a defining year for SNS, marked by significant milestones, strong financial performance, and a continued commitment to innovation and sustainability. Together, we have navigated challenges, seized opportunities, and strengthened our position as a leader in the ICT industry.

## Financial Performance

In FYE 2025, our Group achieved a total revenue of RM1.02 billion which contributed by our core business, sale of Information Communication Technology ("ICT") products and we recorded Profit After Tax of RM30.30 million for FYE 2025. The financial results are discussed in depth in the Management's Discussion and Analysis as set out in this Annual Report.

## A Landmark Achievement: Main Market Transfer

One of the most exciting moments of FYE 2025 was the successful transfer from the ACE Market of Bursa Malaysia Securities Berhad ("Bursa Securities") to the Main Market of Bursa Securities on 13 June 2024. With a market capitalisation of RM1.36 billion, this milestone is a reflection of our strong financial foundation, consistent growth, and the confidence the market has in our future. Moving to the Main Market of Bursa Securities is not just a badge of honour; it is a testament to the dedication of our team and the trust of our stakeholders. It also opens up new opportunities for us to grow, innovate, and deliver even greater value to our shareholders.

## Looking Ahead

As we look to the future, I am filled with optimism. The ICT industry is evolving at an unprecedented pace, and we are committed to staying ahead of the curve. Emerging technologies like Artificial Intelligence ("AI"), cloud computing, and digital transformation will continue to shape our industry, and we are well-positioned to leverage these trends to drive growth and innovation.

One of the key areas we are focusing on is GPU-as-a-Service ("GPUaaS"). As demand for high-performance computing and AI-driven solutions grows, GPUaaS will play a pivotal role in enabling businesses to access powerful computing resources without the need for significant upfront investments. This service will not only cater to the needs of our clients but also position SNS as a leader in providing scalable, cost-effective solutions for AI and machine learning workloads.

In addition, we are excited about the development of SNS AI Factory initiative. The SNS AI Factory is designed to be a hub for innovation, where we will develop, test, and deploy AI-driven solutions tailored to the unique needs of our clients. By combining cutting-edge technology with our deep industry expertise, the SNS AI Factory will enable us to deliver smarter, faster, and more efficient solutions that drive real business value. This initiative underscores our commitment to embracing AI as a core driver of our future growth.

While we remain confident in our growth trajectory, we are mindful of external challenges such as global trade tensions and shifting tariff policies. These factors may impact on supply chains and costs, but our agile business model and diversified partnerships ensure we can adapt and continue delivering value to our customers.

This initiative underscores our commitment to embracing AI as a core driver of our future growth, regardless of the evolving economic landscape.

## Sustainability

Sustainability remains at the heart of everything we do. In FYE 2025, we made significant strides in integrating environmental, social, and governance ("ESG") principles into our operations. From reducing our environmental footprint to fostering a culture of inclusivity and responsibility, we are committed to making a positive impact on the world around us. Our sustainability initiatives are not just about meeting expectations, they are about setting new standards for our industry.

For more details, please visit the Sustainability Statement in this report.

## Appreciation

I would like to extend my heartfelt thanks to the Board for their wisdom and guidance, which have been invaluable in steering the Group toward success. To our clients and business partners, thank you for your trust and collaboration—we are proud to work with you. To our shareholders, your belief in us fuels our ambition and drives us to deliver results. And finally, to the entire SNS team, thank you for your hard work, passion, and commitment. You are the backbone of our success.

**Dato' Zulkapli Bin Ahmad**

Independent Non-Executive Chairman

## FINANCIAL HIGHLIGHTS

REVENUE  
**RM1.0**  
billion

(FYE 2024 : RM1.3 billion)



DIVIDEND  
PAYOUT RATE  
**47.0%**

*Based on dividend per share declared in respect of FYE 2025*



PROFIT  
BEFORE TAX  
**RM41.4**  
million

(FYE 2024 : RM43.5 million)



CURRENT  
RATIO  
**1.73x**

(FYE 2024 : 1.68x)



FIXED DEPOSITS, CASH  
AND BANK BALANCES  
**RM88.4**  
million

(FYE 2024 : RM121.5 million)



GEARING  
RATIO  
**0.28x**

(FYE 2024 : 0.22x)



## FINANCIAL HIGHLIGHTS

Cont'd

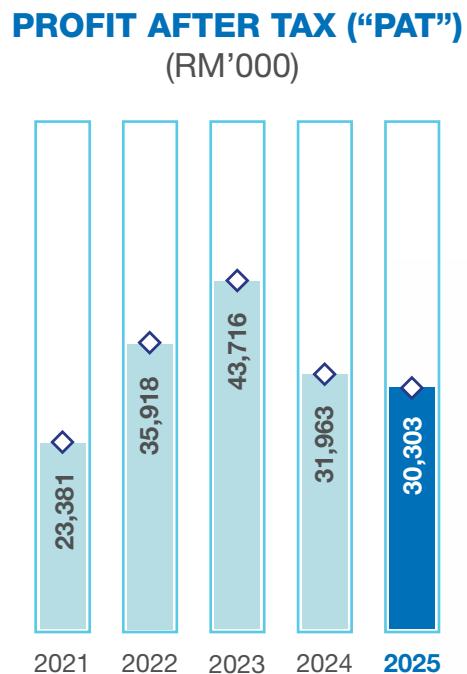
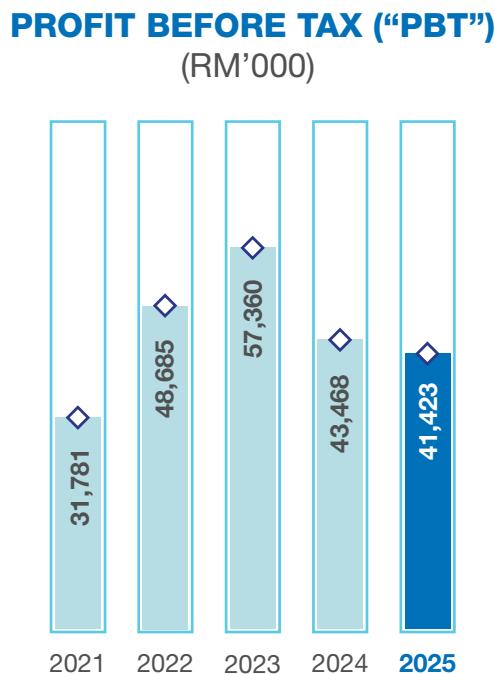
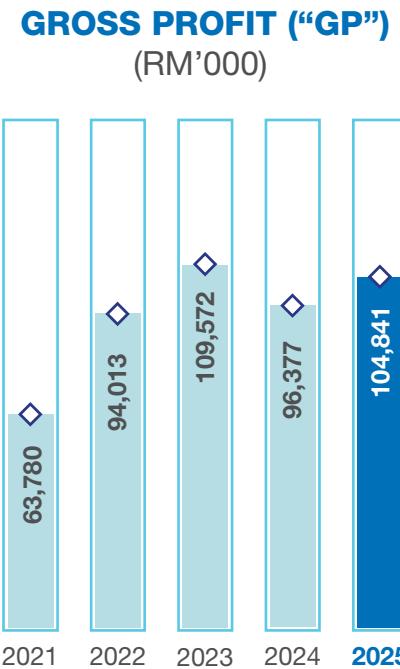
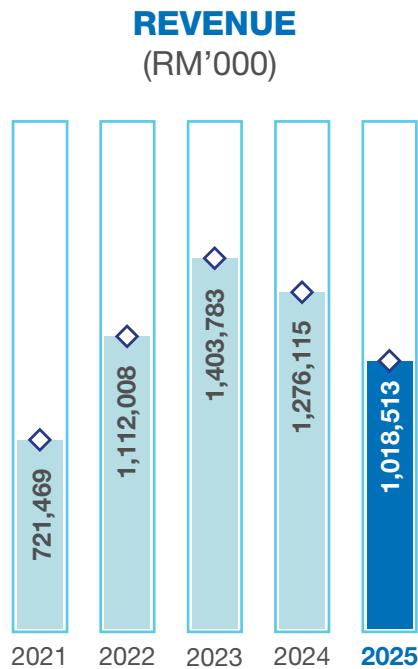
Financial year ended 31 January (RM'000)	2021 <sup>(1)</sup>	2022 <sup>(1)</sup>	2023	2024	2025
Revenue	721,469	1,112,008	1,403,783	1,276,115	<b>1,018,513</b>
Gross profit ("GP")	63,780	94,013	109,572	96,377	<b>104,841</b>
Profit before tax ("PBT")	31,781	48,685	57,360	43,468	<b>41,423</b>
Profit after tax ("PAT")	23,381	35,918	43,716	31,963	<b>30,303</b>
Profit attributable to owners of SNS	23,381	35,918	43,716	31,963	<b>30,303</b>
Basic earning per share (RM) <sup>(2)</sup>	4.95	5.89	0.05	0.02	<b>0.02</b>
As at 31 January (RM'000)	2021	2022	2023	2024	2025
Total assets	224,172	292,094	396,373	536,794	<b>560,407</b>
Total liabilities	161,071	199,075	175,370	293,142	<b>284,020</b>
Total shareholders' equity	63,101	93,019	221,003	243,652	<b>276,387</b>
Fixed deposits, cash and bank balances	19,465	29,829	91,993	121,475	<b>88,397</b>
Current ratio <sup>(3)</sup>	1.31	1.40	2.04	1.68	<b>1.73</b>
Gearing ratio <sup>(4)</sup>	0.76	0.54	0.16	0.22	<b>0.28</b>

**Notes:**

- (1) The statements of comprehensive income and statements of financial position as at 31 January 2021 and 31 January 2022 were combined financial statements of SNS Group as disclosed in the Prospectus of SNS Group dated 27 July 2022.
- (2) Basic earning per share is calculated based on PAT over weighted average number of shares in issue for the FYE 2021, FYE 2022, FYE 2023, FYE 2024 and FYE 2025 ("Financial Years Under Review").
- (3) Computed based on current assets over current liabilities as at the end of each financial year.
- (4) Computed based on total interest-bearing borrowings (excluding lease liabilities for right-of-use assets) over total equity as at the end of each financial year.

## FINANCIAL HIGHLIGHTS

Cont'd



# MANAGEMENT'S DISCUSSION AND ANALYSIS

## OVERVIEW OF THE GROUP'S BUSINESS AND OPERATIONS

SNS was established in 1998 and has its start in the assembly and supply of desktop and related peripherals. Over 25 years, the Group has grown significantly and with the incorporation of SNS Network Technology Berhad as an investment holding company to consolidate various subsidiaries, the Group was listed on the ACE Market of Bursa Malaysia Securities Berhad (“**Bursa Securities**”) on 2 September 2022. On 13 June 2024, the Group had been transferred from the ACE Market of Bursa Securities to the Main Market of Bursa Securities.

As at to date, the Group's principal activities comprised the provision of Information Communication Technology (“**ICT**”) products, services and solutions. The Group's core business activities are sale of ICT products comprising hardware, devices and related peripherals, as well as the provision of ICT services and solutions; and provision of device repair and related services, as well as sale of broadband services. The Group distributes and sells ICT products through physical store channel (i.e brand-specialty stores, multi-brand concept stores and consignment counters), online store channel (i.e iTworld online store, GLOO online store, Notebook Plaza online store and third-party marketplaces), and commercial channel (i.e businesses, government agencies, ministries of the government, and educational institutions).

The sales of ICT products include an extensive range of third-party brands (i.e. Apple, Intel, Samsung, etc.) and the Group's in-house brand (i.e. JOI®). The Group sources the third party branded ICT products from brand principals and/or appointed distributors for onward sale to customers.

The Group's house brand, JOI®, is developed internally, targeting at customers who seek for affordable ICT products. Thus, JOI® products are generally priced lower and do not compete with third party branded ICT products. The Group has developed a range of JOI® products comprising laptops, tablets, desktops, interactive smartboards, mobile charging stations and other related peripherals.

In addition, the Group also provides customers with after-sales repair services. For software issues, the Group performs remote software troubleshooting whereas for hardware issues, the Group assists logically to send devices to authorised third-party service centres or for Apple and JOI® products, to the Group's in-house service centres.

The Group's revenue is mainly contributed by the local market, while the Group has also established presence in other geographical markets (i.e., Hong Kong, Singapore, Australia, Brunei, Indonesia, Maldives, Thailand, Vanuatu and Vietnam).

## REVIEW OF FINANCIAL RESULTS

### Financial performance

Financial year ended (“FYE”) 31 January	Audited		Variance	
	FYE 2024 RM'000	FYE 2025 RM'000	RM'000	%
Revenue	1,276,115	1,018,513	(257,602)	(20.2)
Profit before tax (“ <b>PBT</b> ”)	43,468	41,423	(2,045)	(4.7)
Profit after tax (“ <b>PAT</b> ”)	31,963	30,303	(1,660)	(5.2)

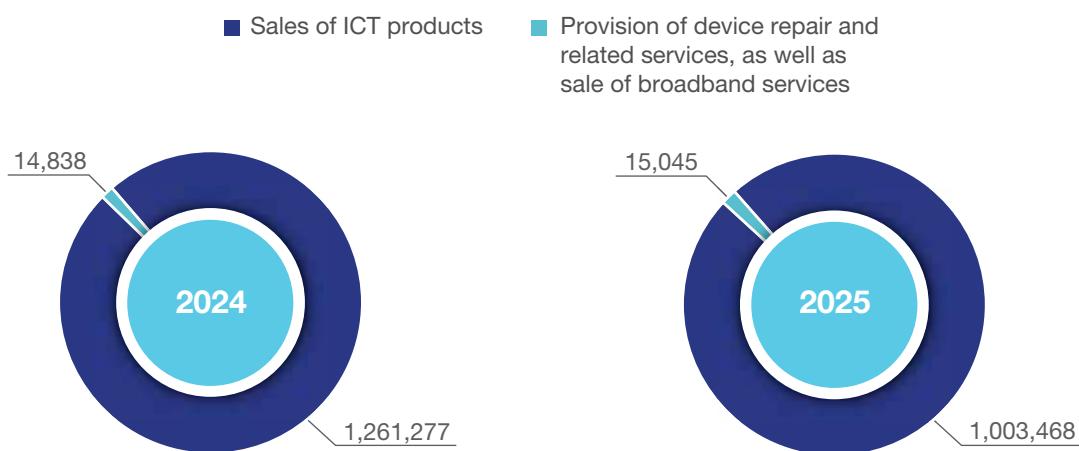
# MANAGEMENT'S DISCUSSION AND ANALYSIS

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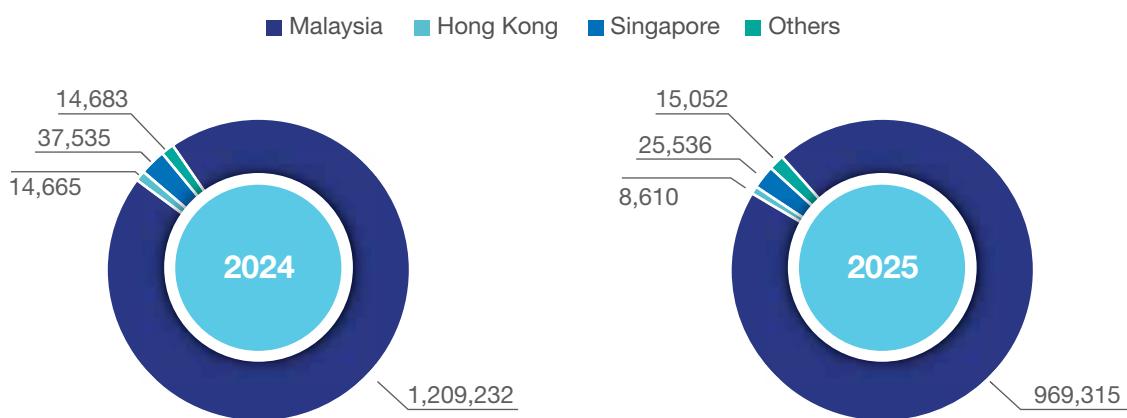
## Revenue

The Group's revenue by business segment and geographical regions are tabulated as below:

### Revenue by business activities (RM'000)



### Revenue by geographical location (RM'000)



The Group's revenue decreased by RM257.60 million or 20.2% to RM1,018.52 million for FYE 2025 (FYE 2024: RM1,276.12 million) primarily due to the decrease in the sale of ICT products segment.

The sale of ICT products segment was the Group's largest revenue contributor, which recorded RM1,003.47 million or 98.5% of the Group's total revenue for FYE 2025 (FYE 2024: RM1,261.28 million or 98.8%), mainly contributed by the local market. In terms of geographical location, the local market was the primary revenue contributor which recorded RM969.32 million or 95.2% of the Group's total revenue for FYE 2024 (FYE 2024: RM1,209.23 million or 94.8%).

The Group's revenue from the sale of ICT products decreased by RM257.81 million or 20.4% to RM1,003.47 million for FYE 2025 (FYE 2024: RM1,261.28 million) primarily attributable to the major orders secured by the Group in relation to government projects from the commercial channel in FYE 2024. The said decrease was partially offset by the increase in revenue from the online store channel mainly due to higher demand from the consumers.

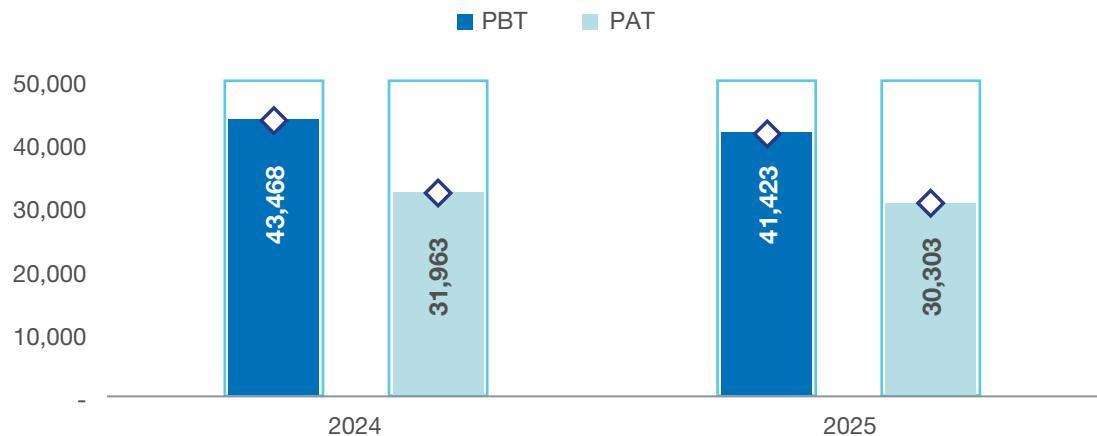
# MANAGEMENT'S DISCUSSION AND ANALYSIS

Cont'd

The Group recorded increase in revenue from the provision of device repair and related services, as well as sale of broadband services by RM0.21 million or 1.4% to RM15.05 million for FYE 2025 (FYE 2024: RM14.84 million), primarily attributable to the increase in revenue from the broadband service mainly due to increase in the volume of sale of broadband services. The said increase was partially offset by the decrease from the provision of device repair and related services due to lower demand from consumers.

## PBT AND PAT

**PBT and PAT (RM'000)**



The Group recorded a decrease in PBT by RM2.05 million or 4.7% for FYE 2025, mainly due to the Group recorded higher selling and distribution expenses mainly attributable to the increase in staff costs and commissions to the third-party online marketplaces. The said decrease was partially offset by the increase in the Group's GP.

Correspondingly, the Group has also registered a decrease in PAT by RM1.66 million or 5.19% for FYE 2025.

## Financial position

As at 31 January	Audited		Variance	
	2024 RM'000	2025 RM'000	RM'000	%
Total assets	536,794	560,407	23,613	4.4
Total liabilities	293,142	284,020	(9,122)	(3.1)
Total shareholders' equity	243,652	276,387	32,735	13.4
Fixed deposits, cash and bank balances	121,475	88,397	(33,078)	(27.2)

## Total Assets

The Group's total assets increased by RM23.62 million or 4.4% to RM560.41 million as at 31 January 2025 (as at 31 January 2024: RM536.79 million), mainly due to increase in property, plant and equipment which the Group invested on Artificial Intelligence ("AI") Graphics Processing Units ("GPUs") servers for SNS AI Factory to provide GPU-as-a-Service ("GPUaaS"), allowing organisation to harness AI processing power without the burden of managing infrastructure as well as the increase in finance lease receivables as the Group secured more device-as-a-service ("DaaS") subscription-based service agreement.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

Cont'd

## Total Liabilities

The Group's total liabilities decreased by RM9.12 million or 3.1% to RM284.02 million as at 31 January 2025 (as at 31 January 2024: RM293.14 million), mainly due to a decrease in trade and other payables as there were lesser purchases towards the end of FYE 2025. The said decrease was partially offset by the increase in borrowings, mainly attributable to higher utilisation of bankers' acceptance for payments to suppliers for the purchase of inventories.

## Total Shareholders' Equity and Capital Structure

The Group's total shareholders' equity increased by RM32.74 million or 13.4% to RM276.39 million as at 31 January 2025 (as at 31 January 2024: RM243.65 million), resulting from the increase in our retained earnings due to the improved financial performance and position for FYE 2025. It was partially offset by dividends paid of RM16.17 million.

In addition, on 5 September 2024 and 14 January 2025, the Company collectively increased its issued and paid up ordinary share capital by RM15.74 million through the issuance of 7,494,000 and 55,484,336 ordinary shares respectively at an issue price of RM0.25 per share pursuant to the employees' share option scheme.

## Liquidity and Capital Resources

The Group's capital expenditure and working capital requirements have been financed by short-term debts provided by third-party licensed banks.

The cash and cash equivalent decreased by RM34.17 million or 28.77% to RM84.60 million for FYE 2025 (FY2024: RM118.77 million), mainly due to net cash used in operating activities for payment made to trade and other payables for purchase of ICT products.

Total borrowings of the Group increased to RM78.70 million as at 31 January 2025 (as at 31 January 2024: RM52.56 million) primarily attributable to the Group higher utilisation of bankers' acceptances for payments to the suppliers for the purchase of ICT products.

The Group's capital expenditure in respect of property, plant and equipment incurred in FYE 2025 amounted to RM5.23 million mainly due to the purchase of computer software and office equipment as well as furniture, fixture and electrical fittings for our physical stores and office use.

## ANTICIPATED OR KNOWN RISKS

### a) Dependence on brand principals, appointed distributors, and original equipment manufacturers ("OEMs").

During FYE 2025, sales generated from third party branded ICT products accounted for 96.8% of the Group's revenue. The Group is dependent on brand principals and appointed distributors for the provision of ICT products, services and solutions. While the Group continues to have a good relationship with the Group's brand principals and appointed distributors, there can be no assurance that the Group will not encounter any disruption in supplies in the foreseeable future.

Furthermore, the Group also relies on brand principals to conduct the quality control on ICT products manufactured as the Group has limited or no control over such processes. Thus, any product defects that are not resolved by the Group's brand principals may adversely affect the Group.

While the Group is the brand principal for our JOI® ICT products, the risk of product defects is still present as the Group relies on the quality of ICT products assembled by the OEMs, as well as the quality of manufactured components that the Group sources for the in-house assembly of JOI® desktops.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

Cont'd

## b) Competitive Industry

The Group operates in a competitive market where the Group's performance can be affected by a variety of factors such as the range of product offering. The competitive landscape includes generally low barriers to entry with competitive pricing, promotional activities, outlet location and quality of customer service. The Group's products and services are often subject to technological advancement and the constantly evolving spending habits and expectations of the consumers.

As such, the Group recognises the need to improve continuously to remain competitive in this market. The Group continues to improve towards the goal of providing the appropriate product mix that matches consumer demand and preferences across different demographics.

## c) Credit risk

Credit risk refers to the risk that counterparty will default on its contractual obligations resulting in financial loss to the Group. The normal trade credit terms granted by the Group for trade receivables range 30 to 120 days. The exposure of the Group to credit risk arises principally from receivables and other financial assets. The Group has adopted a policy of only dealing with creditworthy counterparties as a means of mitigating the risk of financial loss from defaults. Any significant delay or default in payment by the Group's major customers could result in impairment being put through for credit losses which in turn, would adversely affect the Group's financial position and results. The Group review ageing reports monthly to identify slow paying customers for actions to be taken for recovery and provision, if necessary.

## d) Liquidity risk

Liquidity risk is the risk that the Group will encounter difficulty in meeting financial obligations due to shortage of funds. The Group's exposure to liquidity risk arises primarily from mismatches of the maturities of financial assets and liabilities. As part of the overall liquidity management, the Group has established an appropriate liquidity and cash flow risks management framework for the management of the Group's short, medium and long-term funding and liquidity and cash flow management requirements. The Group manages liquidity and cash flow risks by maintaining adequate reserves and banking facilities and continuously monitoring forecast and actual cash flows and by matching the maturity profiles of financial assets and financial liabilities.

## e) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Group's exposure to interest rate risk arises mainly from its loans and borrowings. The Group finances its operations by a mixture of internal funds and bank and other borrowings. The Group regularly reviews the interest rate profile of borrowings against prevailing and anticipated market rates. The repayment and maturity profiles of borrowings are structured after taking into consideration the cash inflows expected to be generated from the underlying assets or operations and the economic life of the assets or operations being financed.

The Group's policy is to borrow both on the fixed and floating rate basis to reduce the impact of an upward change in interest rates while enabling benefits to be enjoyed if interest rates fall.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

Cont'd

## FUTURE PROSPECTS

The ICT products and services industry is expected to be continuously driven by the wide usage of ICT in everyday lives by the public and businesses to perform daily and business activities, the replacement cycle of devices and continuous technology advancement, the implementation of initiatives by the Government for digital transformation, as well as the incorporation of ICT to promote digital education in schools. As such, the Group intends to set-up 10 new stores in Malaysia to increase the Group's customer base, which we have launched 2 new multi-brand concept stores located in Penang and Selangor each in May and November 2024, respectively as well as 1 new brand specific store in Penang in January 2025. Furthermore, the Group had set up additional 2 new brand specific stores in Penang in February 2025.

As businesses demand for more flexibility and control over the usage of ICT products and services according to their business and operational needs, reducing large upfront capital expenditure required for the purchase and deployment of hardware and software, the demand for DaaS subscription is expected to grow in the long term. The Group has put in focus to support the expansion of the DaaS subscription-based service for the Group's existing and future DaaS subscription agreements.

Looking into the future, the Group's commitment to innovation remains steadfast, with a focus on embracing emerging technologies that align with the Group's mission and values. The Group believes in the coming years, AI will play a significant role in its success, the Group acknowledges that the future is dynamic and diverse in its technological demands.

The Group offers AI solutions designed to transform businesses by enhancing operational efficiency and delivering personalised customer experiences. By integrating cutting-edge AI technologies, the Group provides tailored solutions that streamline processes, improve decision-making, and drive innovation, ensuring businesses can harness AI's full potential. Committed to accessibility and understanding, the Group empowers companies of all sizes to thrive in the digital landscape, promoting sustainable growth and a positive impact on stakeholders.

By making AI accessible, understandable, and beneficial, the Group actively contributes to the broader adoption of AI technologies, supporting sustainable growth, adaptability, and resilience in a rapidly changing digital environment, benefiting businesses of all sizes in an ever-evolving digital landscape.

The Group launched our first-ever SNS AI GPUaaS in Malaysia. This innovative service offers businesses on-demand access to high-performance GPUs, eliminating the need for significant upfront capital expenditures or ongoing operational expenses associated with owning and maintaining costly hardware. GPUaaS empowers businesses to harness powerful computing resources for complex tasks such as AI, machine learning and data analysis. This cutting-edge cloud computing service will offer businesses and individuals on-demand access to high-performance GPUs via the cloud, empowering them with advanced capabilities for data-intensive tasks. Our GPUaaS solution is designed to provide enterprise-grade security, ensuring data sovereignty, privacy, and robust protection against threats, all while preventing intellectual property leakage. As the Group continue to innovate, this milestone represents a key step forward in bringing powerful, accessible technological solutions to our customers.

The Group remains positive with the ICT industry complemented by the development in AI technologies resulting in the continuous growth in demand for ICT products and strengthening of our existing customer base while expanding the Group's market share in attracting new customers.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

Cont'd

## DIVIDEND POLICY

The Group presently does not have any formal dividend policy and the declaration of dividends and other distribution are subject to the discretion of the Board of Directors. In line with the Group's performance and as recognition for the continuous support of the Group's loyal shareholders, during FYE 2025, the Board of Directors had declared and paid interim single-tier dividends as follows:

	Financial Year End	Payment Date	Total Dividends RM'000
A third interim single-tier dividend of 0.25 sen per ordinary shares	2024	23 May 2024	4,032
A first interim single-tier dividend of 0.25 sen per ordinary shares	2025	28 August 2024	4,032
A second interim single-tier dividend of 0.25 sen per ordinary shares	2025	26 November 2024	4,051
A third interim single-tier dividend of 0.25 sen per ordinary shares	2025	30 December 2024	4,051
			16,166

Subsequently to FYE 2025, the Board of Directors has approved and declared a fourth interim single-tier dividend of 0.125 sen per ordinary share amounting to RM2.09 million in respect of financial year ended 31 January 2025, to be paid on 26 May 2025. The entitlement date is 5 May 2025.

The Board is of the view that the recommended dividends provide an adequate balance between rewarding the shareholders and investors with appropriate returns while retaining sufficient profits to sustain growth in the future.

## PROFILE OF DIRECTORS



### DATO' ZULKAPLI BIN AHMAD

*Independent Non-Executive Chairman*

Nationality



Gender



Age

70

**Date of Appointment:**

19 July 2021

**Membership(s) of Board Committee:**

Nil

Dato' Zulkapli bin Ahmad obtained his Malaysia Certificate of Education from Sekolah Menengah St Paul Seremban in 1974. In 1983, he obtained his Chartered Institute of Transport (UK) qualification from Institut Teknologi Mara, Shah Alam. In 1996, he obtained a Certificate in Maintenance Management from Crown Agents Management Training Centre Worthing, UK and subsequently obtained a Diploma in Police Sciences from Universiti Kebangsaan Malaysia in 2003.

In 1975, he pursued further studies at Institute Teknologi Mara, Shah Alam. Prior to completing his studies there, he left the institution in 1977 to work at his family's grocery business in Seremban.

In 1977, he joined Polis Diraja Malaysia ("PDRM") where he obtained basic police training in Kuala Lumpur before being posted to Johor Contingent where he was involved in intelligence gathering. From 1981 to 1983, he took a study leave from PDRM to pursue further studies, in which he subsequently obtained his Chartered Institute of Transport (UK) qualification. In 1983, he returned to PDRM where he was ranked Assistant Force Transport Officer (Administration) in Bukit Aman. He served at the Bukit Aman Police Headquarters, Kuala Lumpur and was involved in executing the day-to-day operations of the transport division. Over the years, he was posted to different state contingents within the transport division. In 1994, he was posted back to the Bukit Aman Police Headquarters, Kuala Lumpur where he was promoted as Deputy Force Transport Officer and served the transport division until mid-1998.

In July 1998, he was transferred to the Shah Alam District Police Headquarters as Deputy Head of Police District Shah Alam to perform police duties. From 2002 to early 2003, he was selected to attend a Diploma Police Science Course conducted by University Kebangsaan Malaysia. In mid-2003, he was posted as Principal Assistant Director Logistics (Procurement) and promoted to the rank of Assistant Commissioner Police, where he was involved in overseeing and managing the procurement activities of the procurement division Logistic Department in Bukit Aman. He continued to serve in PDRM and was promoted and posted to different divisions where he oversaw the daily operational functions of each division including supplies division, human resource division, as well as finance and budgeting division of the logistics department. He retired from PDRM in 2015 as Deputy Commissioner of Police of the Bukit Aman Police Headquarters, Kuala Lumpur.

In 2016, he was appointed as a Business Consultant for Samsung Malaysia Electronics (SME) Sdn Bhd, a company involved in the trading and distribution of electrical and electronic products and after-sales services, until 2018 where he provided consulting services to the company in relation to the procurement processes and procedures involved in supplying products to the government. In July of the same year, he was also appointed as Secretary of Koperasi Polis Diraja Malaysia Berhad, an investment holding company that invests in various industries such as hotel management, construction, aviation and tourism. He was involved in overseeing its administrative functions in relation to membership matters, conducting membership

## PROFILE OF DIRECTORS

Cont'd

drive programmes, coordinating board meetings and annual general meetings, and preparing quarterly reports to Suruhanjaya Koperasi Malaysia on the performance and activities of the co-operative up to completion of his term in 2018.

Since then, he took a career break until 2020, where he was offered to join Kop Tradtech Sdn Bhd, as Chief Executive Officer, a subsidiary of Kop Mantap Berhad, a company involved in general trading and supply of uniform and uniform accessories mainly to PDRM and Auxiliary Police. He is responsible for overseeing the management and overall performance of the company. In October 2022, he left the company due to health reasons.

He does not hold any directorship in other public and/or public-listed company and does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries nor any family relationship with any other Director, member of key senior management or major shareholder of the Group. He has not been convicted for any offences within the past five (5) years nor has he been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.

## PROFILE OF DIRECTORS

Cont'd



### KO YUN HUNG

*Managing Director*

Nationality



Gender



Age

50

**Date of Appointment:**

26 January 2016

**Membership(s) of Board Committee:**

Nil

Ko Yun Hung is the Group's Managing Director. He is responsible for determining the strategic direction and growth of the Group, formulating business policies, roadmaps and corporate strategies, and overseeing the overall business and product development of the Group.

In 1999, he graduated with a Bachelor of Engineering (Hons) Mechanical Engineering from Universiti Sains Malaysia.

Upon graduation, he joined SNS Network, a sole proprietorship, as part of its pioneer management team and was involved in the assembly and supply of desktops and related peripherals, as well as the provision of ICT services such as structured cabling work, networking services and software installation. With growing orders from customers and seeing the potential of the industry, he co-founded SNS Network Malaysia in 2000.

Under his leadership, he led the launch of the Group's first brand of retail outlet, iTWorld, in 2010. To further enhance the Group's brand name and market presence, he also initiated the launch of the Group's consignment counters in AEON in 2004 and led the rebranding of these consignment counters to GLOO in 2012. He also spearheaded the development and launch of the Group's house brand of ICT products, JOI® in 2014.

With over 25 years of experience in the ICT products and services industry, he has developed vast experience and in-depth understanding of the industry. Building on his experience and industry knowledge, he plays a major role in spearheading the expansion of the Group, as well as helm ongoing product development and improvement initiatives for the Group's products, services and solutions to support the continued growth of the Group. In 2018, he received the "SME Icons Recognition" award from the Malaysian Service Providers Confederation, in recognition for his outstanding contribution toward innovative, articulative and motivative talents that lead the industry and place Malaysia on the world map.

He does not hold any directorship in other public and/or public-listed company and save as disclosed in Note 32 under Notes to Financial Statements, he does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries nor any family relationship with any other Director or major shareholder of the Group. He is spouse of Eng Su Fern who is member of Key Senior Management of the Group. He has not been convicted for any offences within the past five (5) years nor has he been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.

## PROFILE OF DIRECTORS

Cont'd



### PAH WAI ONN

*Executive Director*

Nationality



Gender



Age

50

**Date of Appointment:**

19 July 2021

**Membership(s) of Board Committee:**

Nil

Pah Wai Onn is the Group's Executive Director. He is responsible for managing and overseeing the sales and marketing functions of the Group including sales planning and budgeting, developing marketing and brand awareness strategies, leading the implementation of sales and marketing initiatives and leading the sales team to achieve annual sales target and building business relationships with industry stakeholders to be continuously updated with the latest trends and products for sales and marketing purposes.

He obtained his Sijil Pelajaran Malaysia from Sekolah Menengah Jenis Kebangsaan Sam Tet Ipoh, Perak in 1993. From 2017 to 2019, he studied part-time and obtained a certificate for International Executive Master of Business Administration in International Business Management from Paris Graduate School of Management, France in Mantissa College, Kuala Lumpur.

Upon completing his Sijil Pelajaran Malaysia, he pursued further studies in Tunku Abdul Rahman College. Nevertheless, prior to completing his studies, he left in 1995 and became involved in freelance IT works where he was involved in sourcing and selling desktops until 1999.

In 1999, he joined SNS Network, a sole proprietorship, as part of its pioneer management team and was involved in the assembly and supply of desktops and related peripherals, as well as the provision of ICT services such as structured cabling work, networking services and software installation.

In 2000, he left SNS Network and joined SNS Network Malaysia as part of its pioneer management team and undertook the position as Project Coordinator.

His responsibilities include developing, implementing and executing sales and marketing strategies, managing and coordinating projects as well as building and managing supplier relationships.

In 2007, he was promoted to Sales and Marketing Director. Throughout the years, he supported the Group's Managing Director, Ko Yun Hung, in various sales and marketing strategies and initiatives, as well as building brand awareness for the Group's house brands, namely iTworld and GLOO. He was also involved in the development of marketing strategies for the Group's house brand of ICT products, namely JOI®.

With over 25 years of experience in the ICT products and services industry, he has developed vast experience and in-depth understanding of the industry. Building on his experience and industry knowledge, he continues to play a critical role in spearheading the overall sales and marketing functions of the Group.

He does not hold any directorship in other public and/or public-listed company and does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries nor any family relationship with any other Director or major shareholder of the Group. He is spouse of Tham Sau Har who is member of Key Senior Management of the Group. He has not been convicted for any offences within the past five (5) years nor has he been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.

## PROFILE OF DIRECTORS

Cont'd



### SIOW WEI MING

*Executive Director*

Nationality



Gender



Age

52

**Date of Appointment:**

19 July 2021

**Membership(s) of Board Committee:**

Nil

Sio Wei Ming is the Group's Executive Director. He is responsible for product planning including developing product pricing, new product launching, identifying new market potential, developing market entry approaches such as identifying new brands of products to be sold and developing strategies to promote the sales of new brands, as well as reviewing and enhancing product mix and offerings.

He obtained his Sijil Tinggi Persekolahan Malaysia from Sekolah Menengah Sulaiman, Bentong, Pahang in 1993.

In 1994, he began his career when he joined Alpha Data Sdn Bhd, a company involved in the sales and distribution of electronics and computer equipment, as Sales Executive where he was involved in the sale of laptops to retail dealers throughout Malaysia. In 1998, he left Alpha Data Sdn Bhd and joined Intranet Sdn Bhd, a company involved in the trading of computer products, as Account Manager where he was responsible for product sourcing and purchasing, supplier management and selling ICT products. In 2000, he was promoted to Assistant Sales Manager and was responsible for product distribution to branches located throughout Malaysia.

In 2001, he left Intranet Sdn Bhd and joined PM Distribution Sdn Bhd, a company involved in the distribution of laptops, motherboards, hard disk drives and digital versatile disk rewritable, as Sales Manager where he was responsible for sourcing products, managing business development activities, building brand awareness for the company's own brand of laptop and achieving yearly sales targets.

In April 2010, he left PM Distribution Sdn Bhd and set up Note Plaza Sdn Bhd with 2 other shareholders, a company involved in the trading of computer and computer accessories, and the provision of cyber internet and network IT solutions and services, and was involved in the sale of laptops.

In August 2010, he incorporated Notebook Plaza, with 2 other shareholders for the sale of ICT hardware, devices and related peripherals. With that, he led the development and execution of business plans and strategies, overseeing daily operations and building business relationships with industry stakeholders. Upon incorporating Notebook Plaza, he gradually ceased the operations and business of Note Plaza Sdn Bhd. He joined the Group in August 2010 upon incorporating Notebook Plaza. He has been with the Group for 15 years.

He does not hold any directorship in other public and/or public-listed company and does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries nor any family relationship with any other Director, member of key senior management or major shareholder of the Group. He has not been convicted for any offences within the past five (5) years nor has he been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.

## PROFILE OF DIRECTORS

Cont'd



### **TAN EE MING**

*Independent Non-Executive Director*

**Nationality**



**Gender**



**Age**

52

**Date of Appointment:**

19 July 2021

**Membership(s) of Board Committee:**

Audit and Risk Management Committee  
(Chairman)  
Remuneration Committee  
Nomination Committee

Tan Ee Ming obtained her qualification in 1994 from The Chartered Association of Certified Accountants (Association of Chartered Certified Accountants) and has also been a member of the Malaysian Institute of Accountants since 2000.

In 1994, she began her career when she joined KPMG, an audit firm, as Audit Assistant where she was involved in audit works. Over the years, she was promoted to various positions within KPMG. She was last appointed as Manager in July 2000 in which she served until 2002. During her tenure, she was responsible for managing and supervising team members in performing audit tasks for companies from various industries, recruitment of new staff and managing the career development of her team members.

In 2002, she left KPMG and joined UPHA Corporation (M) Sdn Bhd (after which was known as CCM Pharmaceuticals Sdn Bhd and now known as Duopharma Marketing Sdn Bhd, a wholly-owned subsidiary of Duopharma Biotech Berhad), a company involved in the manufacturing of pharmaceutical products, as Management Accounting Manager where she was responsible for managing the accounting and finance functions of the pharmaceutical division regionally, including Malaysia, Singapore, Vietnam and Indonesia. In 2004, she was promoted to Finance Manager, where she took on further responsibilities to lead the accounting and finance functions of the pharmaceutical division.

In 2008, she left CCM Pharmaceuticals Sdn Bhd (now known as Duopharma Marketing Sdn Bhd, a wholly-owned subsidiary of Duopharma Biotech Berhad) and joined Comfez Limited, a company involved in the trading of commodity, as Regional Financial Controller where she was involved in leading and managing the accounting and finance functions of the company and

its regional subsidiaries, monitoring financial performance and operational issues, as well as enhancing internal control processes. In 2009, she was transferred to Gold Coin Holdings Sdn Bhd, a company involved in the manufacturing of animal feed, as Group Regional Controller and assumed similar responsibilities.

In 2015, she left Gold Coin Holdings Sdn Bhd and joined iSentia Library Group Sdn Bhd, a media intelligence firm, as Finance Director (Asia), where she was responsible for managing the overall finance functions of the regional office including providing financial decision analysis on the development and implementation of financial strategies, dealing with various stakeholders for corporate exercises, and streamlining accounting and finance operations across subsidiaries. In 2021, she left iSentia Library Group Sdn Bhd until her appointment to the Group's Board.

In 2022, she joined Boilermech Sdn Bhd (a wholly-owned subsidiary of BM GreenTech Berhad (formerly known as Boilermech Holdings Berhad) which is listed on the Main Market) as Group Financial Controller where she is responsible for overseeing the financial and accounting functions of the group.

She does not hold any directorship in other public and/or public-listed company and does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries nor any family relationship with any other Director, member of key senior management or major shareholder of the Group. She has not been convicted for any offences within the past five (5) years nor has she been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.

## PROFILE OF DIRECTORS

Cont'd



### DATO' F'NG MEOW CHENG

*Independent Non-Executive Director*

Nationality



Gender



Age

59

**Date of Appointment:**

28 September 2021

**Membership(s) of Board Committee:**

Remuneration Committee (*Chairman*)  
Audit and Risk Management Committee  
Nomination Committee

Dato' F'ng Meow Cheng graduated with a Bachelor of Science in Business Administration from University of Southwestern Louisiana, United States of America in 1991. She has been a member of the MACPA and the Malaysian Institute of Accountants since 1997 and 1998 respectively. In 2016, she pursued further studies on a part-time basis and obtained her Master of Management from the Australian Institute of Business, Australia through distance learning in Malaysia.

In 1991, she began her career in Sony Electronics (M) Sdn Bhd, a company involved in the manufacturing of consumer electronic products, as System Planner, where she assisted in the preparation and drafting of standard operating procedures (SOP) for the company's overall processes for the application of International Organisation for Standardisation (ISO) certification.

In 1992, she left Sony Electronics (M) Sdn Bhd and joined Russ Ooi & Associates, an audit firm, as Junior Auditor, where she was involved in audit and corporate advisory works. She was an Assistant Manager when she left the firm in 1996 to pursue full-time studies for her MACPA examination.

In 1997, she joined H.B. Ooi & Co., an audit firm, as Manager and was involved in providing consultancy and advisory services for corporate exercises, audit and taxation matters.

In February 1998, she left H.B. Ooi & Co. and in March 1998, she joined K.B. Tan & Co., an audit firm, as Audit Manager where she was involved in providing audit, taxation and corporate advisory services. In November 1998, she left the main office in Klang, Selangor to set up and manage a new branch office in Bukit Mertajam, Penang.

In 2002, she set up MC F'ng & Associates, an audit firm and took over the practice from K.B. Tan & Co., as the latter ceased its Penang operations. As at to-date, she still operates as a sole practitioner of the firm and is involved in providing audit services.

In 2006, she set up MC F'ng Consultancy Sdn Bhd, a company involved in the provision of tax consulting and financial management services, to provide advisory and tax planning services as well as compliance consultancy services.

She currently serves as an Independent Non-Executive Director on the board of directors of UWC Berhad (listed on Main Market) and Aurelius Technologies Berhad (listed on Main Market). She does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries nor any family relationship with any other Director, member of key senior management or major shareholder of the Group and has not been convicted for any offences within the past five (5) years nor has she been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.

## PROFILE OF DIRECTORS

Cont'd



### **MAYLEE GAN SUAT LEE**

*Independent Non-Executive Director*

**Nationality**



**Gender**



**Age**

48

**Date of Appointment:**

19 July 2021

**Membership(s) of Board Committee:**

Nomination Committee (*Chairman*)  
Audit and Risk Management Committee  
Remuneration Committee

Maylee Gan Suat Lee graduated with a Bachelor of Laws from the University of London, UK in 1999. She obtained her Certificate in Legal Practice from the Legal Profession Qualifying Board Malaysia in 2000. She pursued further studies and obtained the University Postgraduate Certificate in Information Technology and the University Postgraduate Diploma in Information Technology in 2001 and 2003, respectively from Staffordshire University, UK. Following that, she continued to pursue her part-time studies and obtained her Master of Science in Information Technology in 2005 from Staffordshire University, UK.

She was admitted as an Advocate and Solicitor of the High Court of Malaya in 2005. She has been a member of the Malaysian Association of Company Secretaries since 2016, a member of the Fintech Association of Malaysia since 2016 and a registered Company Secretary of the ROC since 2019.

In 2003, she joined Hiew & Loh (now known as SW Tham, Yong & Co), a law firm, to perform her pupillage. In January 2004, she left Hiew & Loh and took a 6-month career break to focus on her studies.

In July 2004, she joined Lee Hishammuddin Allen & Gledhill, a law firm, and completed her pupillage in October 2004. She continued practising as a Legal Assistant where she was responsible for performing legal tasks pertaining to corporate matters. Following that, she was called to the bar in 2005. In 2008, she left Lee Hishammuddin Allen and Gledhill and co-founded Maylee Gan & Tai, a law firm, to provide legal services pertaining to corporate matters.

She has 20 years of experience in providing legal services pertaining to corporate matters to clients in a wide range of industries. Her portfolio of clients includes public listed companies and multinational corporations in various industries such as real estate development and construction, investment, retail and consumer banking and financial services, private equity funding, financial technology, peer to peer lending, automotive, electronics and IT, industrial manufacturing, as well as oil and gas. Amongst the key areas of her practice are commercial and corporate matters, securities and capital markets, compliance and regulatory matters as well as banking and finance.

She currently serves as an Independent Non-Executive Director on the board of directors of Kerjaya Prospek Group Berhad (listed on the Main Market) and Nextgreen Global Berhad (listed on the Main Market). She does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries nor any family relationship with any other Director, member of key senior management or major shareholder of the Group and has not been convicted for any offences within the past five (5) years nor has she been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.

## PROFILE OF KEY SENIOR MANAGEMENT



### ENG SU FERN

Development Director

#### Nationality



#### Gender



#### Age

44

#### Date of Appointment:

1 January 2007

#### Membership(s) of Board Committee:

Nil

Eng Su Fern is the Group's Development Director. She is responsible for leading and overseeing the development of the Group's e-commerce and omnichannel platform as well as the Group's business development, sales and operations, retail expansion, software and system development as well as customer service and support. She is also involved in overseeing the daily operations of the Group's Apple Authorised service centres.

In 2004, she graduated with a Bachelor of IT with Honours from Universiti Utara Malaysia. She pursued further studies and obtained her Master of Business Administration from Universiti Sains Malaysia in 2019.

In 2004, she began her career as System Development Engineer in SNS Network Malaysia where she was involved in software and system Research and Development ("R&D") activities, primarily focusing on website development and creating online presence for the company.

In 2007, she was promoted to Development Director where she led a team of engineers in software and system development activities, exploring new product offerings and performing business development matters pertaining to identifying new locations for retail expansion. She also led R&D activities for new products, services and solutions development, and/or continuous upgrade of existing products, services and solutions for the Group's JOI® smart classroom framework, JOI® Smart Sense solution and JOI® ICT products services and solutions. She also spearheaded the launch of the Group's online stores on third party marketplaces in 2015 and the Group's in-house online stores in 2017.

In 2024, she successfully developed and patented "the Platform for Digital Smart Classroom Using Intelligent and Big Data Techniques", which leverages advanced Artificial Intelligence ("AI") algorithms and big data analytics to create personalised and adaptive learning experiences for students. She has also played a key role in the development of AI-related technologies, contributing to innovative projects that integrate intelligent systems into the Group's offerings

She is spouse of Ko Yun Hung, the Managing Director and major shareholder of the Group. She holds 17,039,611 shares of SNS and does not hold any directorship in other public and/or public-listed company. She does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries. She has not been convicted for any offences within the past five (5) years nor has she been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.

## PROFILE OF KEY SENIOR MANAGEMENT

Cont'd



### THAM SAU HAR

*Administrative and Operations Director*

**Nationality**



**Gender**



**Age**

44

**Date of Appointment:**

29 January 2021

**Membership(s) of Board Committee:**

Nil

Tham Sau Har is the Group's Administrative and Operations Director. She is responsible for overseeing the day-to-day administrative and operational functions of the Group, planning and supervising inventory management, building relationships with brand principals, appointed distributors, OEMs and suppliers for procurement and operational purposes, as well as ensuring the Group's internal operations, processes and practices comply with regulatory requirements.

She obtained her Sijil Pelajaran Malaysia from Sekolah Menengah Kebangsaan Raja Perempuan, Ipoh, Perak in 1998. She continued her education and obtained her Accounting – Third Level certification from the London Chamber of Commerce and Industry ("LCCI") Examinations Board in 2000.

In 2000, she joined SNS Network Malaysia as Business Administrator where she was responsible for the execution of daily administrative and accounting tasks.

In 2007, she was promoted to Finance Director and was responsible for the management of daily administrative and accounting functions including controlling monthly expenses, managing payment collections, overseeing the continuous improvement of financial processes involving internal control policies and standard operating procedures, securing loans and financial facilities from financial institutions, and ensuring compliance of quality controls and quality assurance procedures.

In 2017, she handed over her financial responsibilities to the Group Financial Controller to focus on the administrative and operational functions of the Group. In February 2021, she was redesignated as Administrative and Operations Director and assumed her current responsibilities.

She is spouse of Pah Wai Onn, the Executive Director and major shareholder of the Group. She holds 17,039,611 shares of SNS and does not hold any directorship in other public and/or public-listed company. She does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries. She has not been convicted for any offences within the past five (5) years nor has she been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.

# PROFILE OF KEY SENIOR MANAGEMENT

Cont'd



## THONG SOON CHEONG

*Group Financial Controller*

**Nationality**



**Gender**



**Age**

55

**Date of Appointment:**

29 June 2020

**Membership(s) of Board Committee:**

Nil

Thong Soon Cheong is the Group's Financial Controller. He is responsible for overseeing and managing the overall financial and accounting functions of the Group including preparing financial budgets and providing financial advice to the management for decision making, as well as developing and implementing financial policies to improve the profitability of the Group.

He obtained his Unified Examination Certificate for Independent Chinese Secondary Schools in Malaysia from Sekolah Menengah Shen Jai, Ipoh, Perak in 1989. He continued his education in Sekolah Menengah Shen Jai Ipoh, Perak and obtained his Accounting – Third Level certification from the LCCI Examinations Board in 1991. He has been a member of The Chartered Institute of Management Accountants ("CIMA") and the Malaysian Institute of Accountants, both since 1999.

In January 1991, he began his career in Francis Lee & Co. as Audit Assistant for 2 months where he assisted in the financial audit processes for clients. In March 1991, he joined MBF Construction Sdn Bhd as Accounts Assistant where he handled payments, prepared accounts receivables and assisted in debtor reconciliation. In 1992, he left to join Hexza Corporation Berhad as Accounts Assistant where he was responsible for preparing subsidiaries' accounts and consolidating accounts. In 1993, he left to pursue full-time studies in CIMA which he completed in 1995 and obtained his CIMA professional certification.

In 1995, he joined Sportma Corporation Berhad as Accounts Manager where he was responsible for the preparation of cash flows, monthly reporting, reviewing and updating the costing system, and assisted in the listing exercise of the company.

In 2000, he left Sportma Corporation Berhad and joined Maju Weko Timber Industries Sdn Bhd as Accountant where he was responsible for managing the administrative and finance functions including tax and regulatory requirements, licensing applications and renewals, and securing loan facilities from financial institutions. He also participated in the listing exercise of the company. In March 2003, he was transferred to Kota Pinang Sdn Bhd (a related company to Maju Weko Timber Industries Sdn Bhd) as Accountant and assumed similar responsibilities. In December 2003, he was promoted to Group Finance Manager when Leweko Resources Berhad, the holding company of Maju Weko Timber Industries Sdn Bhd and Kota Pinang Sdn Bhd, was listed Main Market on Bursa Securities through a reverse takeover exercise. He left the group in 2010.

In 2010, he joined his family business, Square One Concept Interior Design, a sole proprietorship involved in interior design and renovation, as Finance Manager where he was responsible for its finance and administrative functions.

In February 2012, he left to join another family business, Greenster Trading, a partnership involved in landscaping design and flowerpot manufacturing, as Finance Manager where he was responsible for its finance and administrative functions. In May 2012, he left to join Yayasan Bina Upaya Darul Ridzuan as Manager where he managed the overall finance and administrative operations of the company. In 2013, he left to join YBU Holdings Sdn Bhd where he managed the overall finance and accounting functions of the company and was involved in management decision making. In 2015, he was promoted to Finance Manager.

In 2017, he left YBU Holdings Sdn Bhd and joined SNS Network Malaysia as Financial Controller. In June 2020, he was promoted to Group Financial Controller and assumed his current responsibilities.

He holds 900,000 shares of SNS and does not hold any directorship in other public and/or public-listed company. He does not have any family relationship with any other Director, member of key senior management or major shareholder of the Group and does not have any conflict of interest or potential conflict of interest including interest in any competing business with the Company or its subsidiaries. He has not been convicted for any offences within the past five (5) years nor has he been imposed of any public sanction or penalty by any relevant regulatory bodies during the financial year ended 31 January 2025.