



ANNUAL GENERAL MEETING TO BE HELD ON 25 APRIL 2025
RESPONSE TO QUESTIONS FROM SHAREHOLDERS

Q1: The gross profit margin has risen in the past three years, from 22.8% in 2002, 24.6% in 2023, and 25.2% last year. What were the causes for the improvement? Better pricing, better product mix, or cost controls?

Company's Response

The reasons for the improvement in gross profit margin are mainly due to better pricing and product mix.

Q2. Will manufacturing wheels in Malaysia be rendered infeasible by the sweeping tariffs by the USA?

Company's Response

USA only accounts for about 6% of the wheels manufactured in our Malaysia factory. Over 85% of our wheels manufactured in Malaysia are exported to the European market.

Q3. YHI launched the proprietary Neuton in 2006. What segments (passenger car, light truck, or TBR) is the brand covered by? Is it a budget brand? Is it viable?

Company's Response

The Group discontinued with the proprietary Neuton brand of tyres few years ago due to changes in the tyre industry and the competitive landscape in the budget brand segment. The focus for this tyre segment is to continue with distributing reputable factory brands instead. However, the Group has successfully launched the Neuton Power brand in our Energy segment that consists of Automotive Battery and Industrial Product business. The Industrial Product business includes products such as Industrial Batteries, Inverters and Solar Panels.

Q4. YHI took a 60% stake in Wheelworld GmbH in 2023. Sales in Germany were \$28.4m in 2024, and \$2.7m in 2023. Trade receivables were \$10.1m as of the end of 2024, and \$3m the prior year. How many months of 2023 were taken into account? Was Wheelworld in the red given Germany's dire economy?

Company's Response

Wheelworld GmbH was acquired on 31 October 2023 and hence only 2 months of their financial results were consolidated in the Group in FY2023. Wheelworld reported a small loss in FY2024.

Q5. The fair value of the investment properties was \$39.5m in 2024, sharply higher than the prior year's \$26.7m. As rental income in 2024 (\$2.965m) was lower than 2023's \$ 3.415m, did the \$12.8m fair value increase take account of higher replacement costs? Why were the direct operating expenses for the investment properties a mere \$96k in 2024?

Company's Response

The fair value of investment properties is required to be assessed yearly based on the latest market value at year end and the increase in fair value has considered the higher replacement costs. The direct operating expenses were mainly repairs and maintenance costs.

Q6. What are the major land & buildings? What are the land area and floor of the HQ Building?

Company's Response

The Group's major land & buildings are mainly industrial land & buildings in Malaysia. The land and floor area of the HQ Building in Singapore is about 15,200 and 26,100 square meters respectively.

Q7. YHI Holdings Pte Ltd held 94,100,846 YHI shares on 18 March 2025. A year ago, it held 128,021,860 YHI shares. Were there announcements on the decreases?

Company's Response

The change in shareholding was announced on 1 October 2024 via the SGX and the company's website.

By Order of the Board of
YHI International Limited

Tay Tian Hoe Richard
Executive Chairman and Group managing Director

17 April 2025