

8. IMR REPORT

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SMITH ZANDER

Date: 26 March 2024

The Board of Directors

Sorento Capital Berhad

No.5, Jalan Astana 2/KU 2
Bandar Bukit Raja
41050, Klang
Selangor

Dear Sirs/Madams,

Independent Market Research Report on the Bathroom and Kitchen Sanitary Ware Industry in Malaysia (“IMR Report”)

This IMR Report has been prepared by SMITH ZANDER INTERNATIONAL SDN BHD (“**SMITH ZANDER**”) for inclusion in the prospectus in conjunction with the listing of Sorento Capital Berhad on the ACE Market of Bursa Malaysia Securities Berhad.

The objective of this IMR Report is to provide an independent view of the industry in which Sorento Capital Berhad and its subsidiaries (“**Sorento Capital Group**”) operate and to offer a clear understanding of the industry dynamics. Sorento Capital Group is principally involved in the marketing, distribution and sale of bathroom and kitchen sanitary wares. Hence, the scope of work for this IMR Report will address the following areas:

- (i) The bathroom and kitchen sanitary ware industry in Malaysia;
- (ii) Key industry drivers, risks and challenges of the bathroom and kitchen sanitary ware industry in Malaysia; and
- (iii) Competitive landscape of the bathroom and kitchen sanitary ware industry in Malaysia.

The research process for this study has been undertaken through secondary or desktop research, as well as detailed primary research when required, which involves discussing the status of the industry with leading industry participants. Quantitative market information could be sourced from interviews by way of primary research and therefore, the information is subject to fluctuations due to possible changes in business, industry and economic conditions.

SMITH ZANDER has prepared this IMR Report in an independent and objective manner and has taken adequate care to ensure the accuracy and completeness of the report. We believe that this IMR Report presents a balanced view of the industry within the limitations of, among others, secondary statistics and primary research, and does not purport to be exhaustive. Our research has been conducted with an “overall industry” perspective and may not necessarily reflect the performance of individual companies in this IMR Report. SMITH ZANDER shall not be held responsible for the decisions and/or actions of the readers of this report. This report should also not be considered as a recommendation to buy or not to buy the shares of any company or companies mentioned in this report.

For and on behalf of SMITH ZANDER:



DENNIS TAN
MANAGING PARTNER

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The research for this IMR Report was completed on 13 March 2024.

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About SMITH ZANDER INTERNATIONAL SDN BHD

SMITH ZANDER is a professional independent market research company based in Kuala Lumpur, Malaysia, offering market research, industry intelligence and strategy consulting solutions. SMITH ZANDER is involved in the preparation of independent market research reports for capital market exercises, including initial public offerings, reverse takeovers, mergers and acquisitions, and other fund-raising and corporate exercises.

Profile of the signing partner, Dennis Tan Tze Wen

Dennis Tan is the Managing Partner of SMITH ZANDER. Dennis Tan has over 26 years of experience in market research and strategy consulting, including over 21 years in independent market research and due diligence studies for capital markets throughout the Asia Pacific region. Dennis Tan has a Bachelor of Science (major in Computer Science and minor in Business Administration) from Memorial University of Newfoundland, Canada.

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1 THE BATHROOM AND KITCHEN SANITARY WARE INDUSTRY IN MALAYSIA

Overview

Bathroom and kitchen sanitary wares refer to a range of plumbing fittings and fixtures that are used in bathrooms and kitchens for sanitation purposes. The products are available in a wide range of designs and specifications to meet different consumer needs, and are made of materials that are durable and moisture proof to prevent rust, which are the essential characteristics of sanitary wares.

Bathroom sanitary wares comprise fittings and fixtures (e.g. bathtubs, water closets, wash basins, shower heads and hand showers, bidets, bathroom faucets and water pumps), bathroom furniture (e.g. bathroom cabinets and mirrors) and bathroom accessories (e.g. towel bars and hand dryers). Bathroom sanitary wares such as bathtubs, water closets and wash basins are typically made of materials such as ceramic, porcelain, acrylic glass, crystal, stone, concrete, enamelled steel or enamelled cast iron; while shower heads and hand showers, bidets and bathroom faucets are typically made of materials such as stainless steel, brass, zinc or zinc alloy, and engineering plastics.

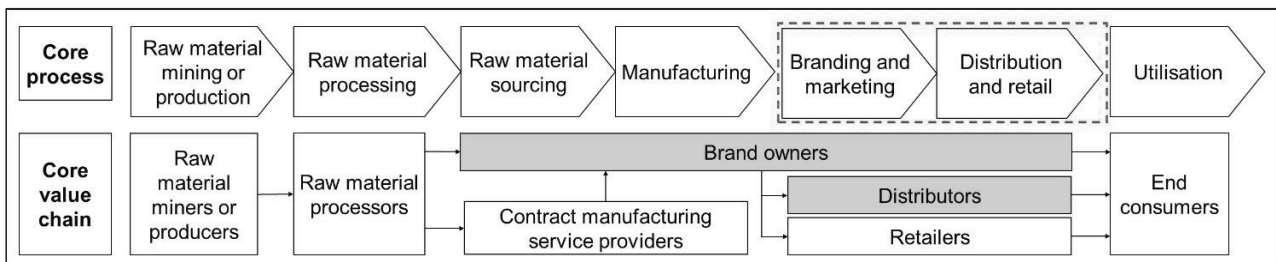


Kitchen sanitary wares comprise kitchen sinks and kitchen faucets, and may also include a selected range of kitchen accessories such as dish racks and waste traps. Kitchen sinks are typically made of materials such as stainless steel, ceramic, porcelain, acrylic, fire clay, stone, enamelled cast iron and steel and quartz. Kitchen faucets are typically made of materials such as stainless steel, brass, zinc or zinc alloy, and engineering plastics.

Bathroom and kitchen sanitary wares are used in a wide variety of settings across different types of residential, commercial, and industrial properties as well as hotels, healthcare facilities, educational facilities, sports facilities and public spaces. Depending on the setting (e.g. residential properties, commercial properties or hotels), usage (e.g. private use or public use), budget and aesthetic needs, different designs and material types for bathroom and kitchen sanitary wares will be used to suit the conditions under which they will be used.



Value chain of the bathroom and kitchen sanitary ware industry



Notes:

- [Dashed box] denotes the core process segments in which Sorento Capital Group is involved.
- [Grey box] denotes the roles of Sorento Capital Group within the core value chain.

Source: SMITH ZANDER

Within the bathroom and kitchen sanitary ware industry, the core processes generally entail raw materials mining or production, raw materials processing, raw material sourcing, manufacturing, branding and marketing, and distribution and retail to end consumers for utilisation. The mining, production and processing of raw materials are the initial stages of the value chain whereby raw material miners, producers and processors

8. IMR REPORT (Cont'd)

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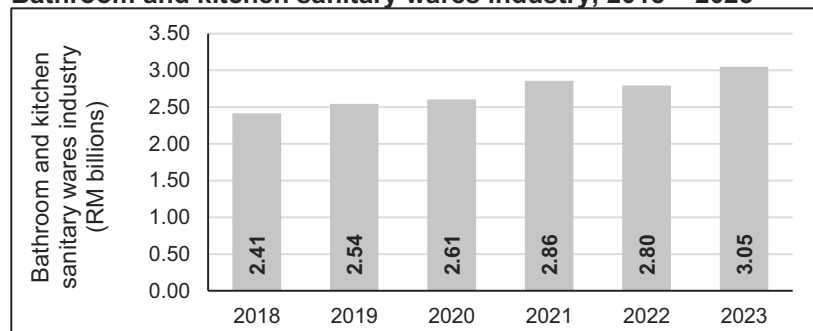
obtain, produce and process the raw materials required for the manufacturing of bathroom and kitchen sanitary wares.

Brand owners of bathroom and kitchen sanitary wares may manufacture their products at their own capacity or source the services of contract manufacturing service providers to manufacture the products for their brands. Brand owners will carry out branding and marketing for their brands and products, and distribute their products to dealers and/or retailers for onward sale to end consumers and/or retail their products directly to end consumers. Distributors and retailers may also carry out marketing activities for the brands and products which they sell, on behalf of brand owners.

2 INDUSTRY PERFORMANCE, SIZE AND GROWTH

The bathroom and kitchen sanitary ware industry, measured by revenue, was recorded at RM2.80 billion in 2022, increasing at a compound annual growth rate ("CAGR") of 3.58% from RM2.41 billion in 2018.

The size of the bathroom and kitchen sanitary ware industry in Malaysia was recorded at RM3.05 billion in 2023, a year-on-year ("YOY") increase of 8.93% from 2022.

Bathroom and kitchen sanitary wares industry, 2018 – 2023

Source: SMITH ZANDER

3 KEY INDUSTRY DRIVERS, RISKS AND CHALLENGES OF THE BATHROOM AND KITCHEN SANITARY WARE INDUSTRY IN MALAYSIA**Key Industry Drivers**

- **Economic growth, rising population, urbanisation and rising affluence of the population drive the property market**

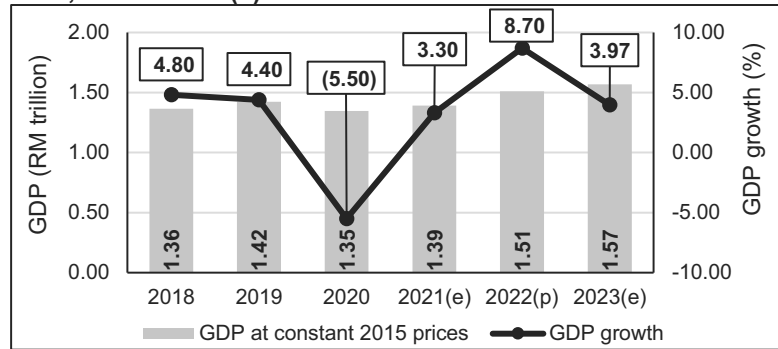
The development of residential, commercial and industrial buildings, as well as leisure and hospitality, healthcare and educational institutions are essential in supporting the economic and social growth of the nation. Bathroom and kitchen sanitary wares form an essential component in the construction of buildings. A Malaysia Standard, namely MS 1402:2006, was established to set out the sanitary accommodation requirements for buildings to ensure public accessibility to bathroom sanitary facilities. The MS 1402:2006 stipulates the required number, position and types of sanitary wares and fittings for a property, depending on the size and type of the premises. This requirement applies to all properties, including but not limited to, residential buildings, commercial buildings (e.g. offices, shops and eating establishments), industrial properties (e.g. factories and workshops), hotels, healthcare facilities, educational facilities, sports facilities and public recreational spaces (e.g. parks and tourist sites). To support the continuous economic growth, more buildings and public amenities are required to accommodate the increase in business operations. This, in turn, drives the demand for bathroom and/or kitchen sanitary wares.

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8. IMR REPORT (Cont'd)

After an economic contraction of 5.50% in 2020 due to the COVID-19 pandemic, Malaysia recorded consecutive growth in gross domestic product (“GDP”) of 3.30% in 2021, 8.70% in 2022, and 3.97% in 2023, contributed by economic recovery and normalisation of business and economic activities as the impact from the COVID-19 pandemic gradually subsided. According to Bank Negara Malaysia, the Malaysian economy is projected to grow by between 4.00% and 5.00% in 2024, supported by expansion in domestic demand amid stable employment and income prospects.

GDP, 2018 – 2023(e)

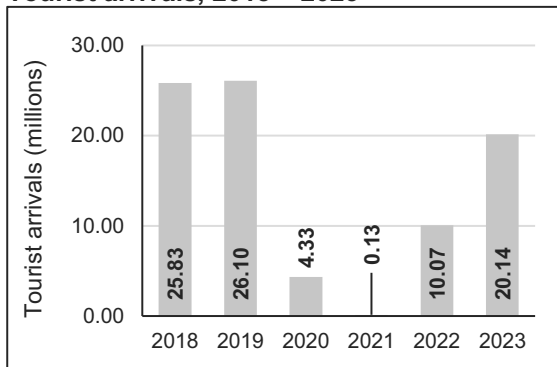


- Notes:
- (e) – Estimate.
 - (p) – Preliminary.

Source: Department of Statistics Malaysia (“DOSM”)

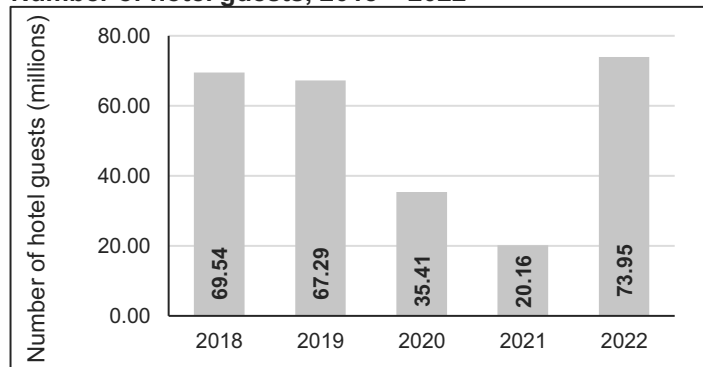
Post-pandemic, the number of annual tourist arrivals in Malaysia recovered significantly in 2022 at 10.07 million, at a CAGR of 52.50% from 4.33 million in 2020. The number of hotel guests in Malaysia also improved significantly at 73.95 million in 2022, exceeding pre-COVID-19 levels. As tourism activities in Malaysia resume to pre-pandemic levels, tourist arrivals reached 20.14 million in 2023 and Tourism Malaysia projects tourist arrival to exceed pre-COVID-19 levels in 2024. This will drive the demand for hotels and public recreational spaces such as tourist sites as well as food preparation facilities (e.g. restaurants and food courts) which must be equipped with bathroom and kitchen sanitary wares.

Tourist arrivals, 2018 – 2023



Source: Tourism Malaysia

Number of hotel guests, 2018 – 2022

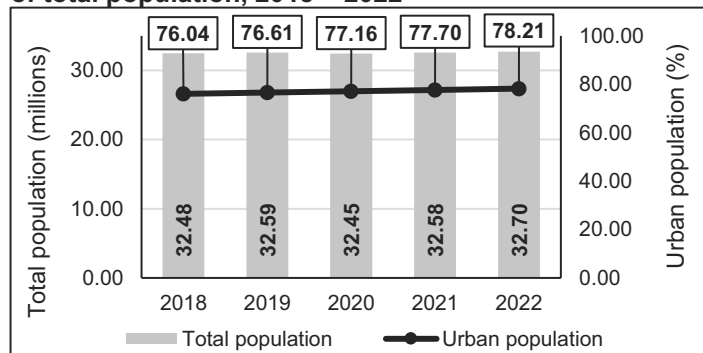


Note: Latest available data as of the date of this report.

Source: Tourism Malaysia

Overall rising population and increasing urbanisation, in turn, drives the growth of the residential property market and subsequently the demand for bathroom and kitchen sanitary wares. From 2020 to 2022, the total population of Malaysia increased from 32.45 million to 32.70 million at a CAGR of 0.38%. Over the same period, urban population as a percentage of the total population increased from 77.16% to 78.21%.

Total population and urban population as a percentage of total population, 2018 – 2022



Note: Latest available data as of the date of this report.

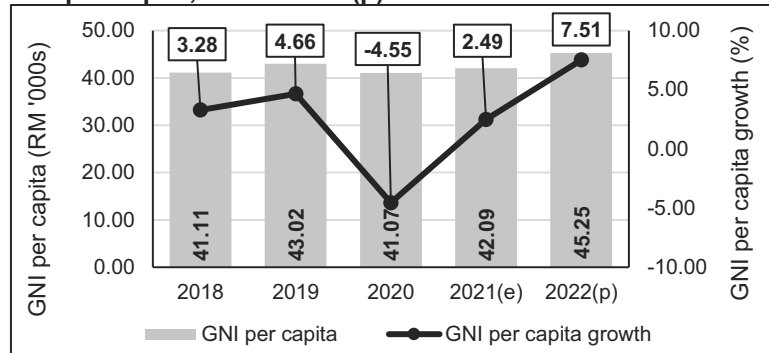
Sources: DOSM, United Nations Department of Economic and Social Affairs

The need for more buildings and public amenities in Malaysia as a result of economic growth, rising population and increasing urbanisation will contribute to the overall growth of the bathroom and kitchen sanitary ware industry in Malaysia.

8. IMR REPORT (Cont'd)

Further, Malaysia is an upper-middle income developing country with a growing economy and increasing wealth. The gross national income (“GNI”) per capita in Malaysia increased by 4.66% from RM41,105.30 in 2018 to RM43,022.40 in 2019. Nevertheless, the adverse impact of the COVID-19 pandemic on the economy, which gave rise to pay cuts and loss of employment, had resulted in a decline of the GNI per capita in 2020 to RM41,066.46.

GNI per capita, 2018 – 2022(p)



In 2021 and 2022, the GNI per capita grew by 2.49% and 7.51% YOY respectively as the nation’s economic conditions gradually recovered post-pandemic.

Notes:

- (e) – Estimate.
- (p) – Preliminary.
- Latest available data as of the date of this report.

Source: DOSM

The increasing GNI per capita indicates a more affluent population with improved standards of living and greater propensity to spend. This may, in turn, contribute to a growing interest of property owners in carrying out home improvement and maintenance works to improve the aesthetic appeal as well as maintain the condition of their properties, thus driving the demand for bathroom and/or kitchen sanitary wares.

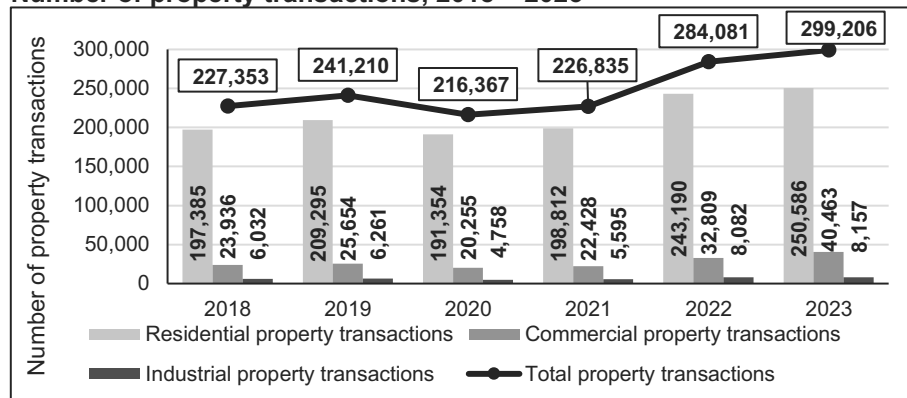
Further, a more affluent population contributes to more property purchases as well as renovation of properties to increase lifestyle comfort as well as to improve the aesthetic quality and/or asset value of the properties, which in turn drive the demand for bathroom and/or kitchen sanitary wares.

► **Increasing demand for property drives property development as well as home improvement, maintenance and renovation activities**

Increasing demand for property in Malaysia as a result of economic growth, rising population and urbanisation will drive property development activities. As bathroom and kitchen sanitary wares are essential to the construction of property, an increase in demand for property in Malaysia will contribute to the overall growth of the bathroom and kitchen sanitary ware industry in Malaysia.

Post-pandemic, property transaction volume in Malaysia increased from 216,367 transactions in 2020 to 248,081 transactions in 2022 at a CAGR of 14.58%, and continued to exceed pre-COVID-19 levels with 299,206 transactions in 2023. This shows strong demand in the primary property market which is expected to drive more launches of property development projects, as evidenced by the rising number of newly launched properties in Malaysia between 2020 and 2022.

Number of property transactions, 2018 – 2023



Note:

- Commercial units comprise shops, SOHO units, shopping complexes, purpose-built offices and serviced apartments.

Source: National Property Information Centre (“NAPIC”)

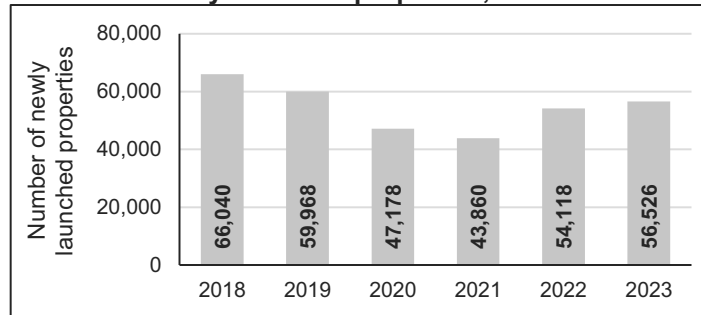
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The number of newly launched properties in Malaysia increased from 47,178 units in 2020 to 54,118 units in 2022 at a CAGR of 7.10%, and continued to recover towards pre-COVID-19 levels, with 56,526 units in 2023. With more project launches, demand for building materials, including bathroom and kitchen sanitary wares, to construct and furnish the properties will increase accordingly.

In addition to increasing demand in the primary property market, there is a growing trend of home buyers purchasing second hand residential properties and subsequently carrying out renovation projects to refurbish these properties.

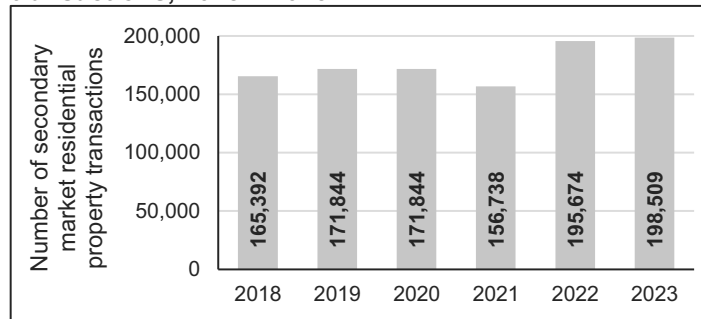
The trend of home buyers purchasing second hand residential properties is evidenced by the increase in the number of secondary market residential property transactions (i.e. residential property transactions in which the transferor is not the property developer) between 2020 and 2022, from 171,844 transactions in 2020 to 195,674 transactions in 2022 at a CAGR of 6.71%, and continued to exceed pre-COVID-19 levels, with 198,509 transactions in 2023.

Number of newly launched properties, 2018 – 2023



Source: NAPIC

Number of secondary market residential property transactions, 2018 – 2023



Source: NAPIC

Often times, refurbishment of older residential properties to suit modern lifestyles includes a makeover of bathrooms and kitchen. This includes replacement of new bathroom and kitchen sanitary wares which will drive the demand for these products.

► **Product innovation and increasingly sophisticated consumer lifestyle and aesthetic preferences**

With the continuous advancement of technology and rising affluence of the population, aesthetic concepts and consumer preferences have become increasingly sophisticated. This prompts manufacturers of bathroom and kitchen sanitary wares to develop new and innovative designs to enhance user experience, as well as to cater to the lifestyle and/or aesthetic concepts desired by property owners, in order to remain competitive in the market. Such designs include intelligent and sensor-enabled sanitary wares which provide added convenience and a touchless user experience; environmentally-conscious sanitary wares which reduce water wastage; and sanitary wares of a broad range of design, colours, patterns, textures and materials to enhance the aesthetic appeal of properties. The wide variety of bathroom and kitchen sanitary wares, coupled with the introduction of increasingly innovative and sophisticated designs in the market, present property owners with a diverse array of options for their properties.

Further, property owners have become increasingly aware of the extensive options available to them as a result of the accessibility of the internet and from online sales channels. This has given rise to a well-informed consumer base which has influenced the lifestyle and aesthetic preferences of consumers, thus attracting property owners to improve their standards of living by upgrading their homes.

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8. IMR REPORT (Cont'd)**SMITH ZANDER****► Government initiatives to refurbish, maintain and construct public lavatories, public amenities, educational and sports facilities, and affordable housing projects**

The Government of Malaysia has set out various initiatives under the Budget 2024 to refurbish public lavatories across the nation as well as refurbish, maintain and construct public amenities, healthcare, educational and sports facilities, and affordable housing projects, as follows:

- allocation of RM150 million for the maintenance and repair of public lavatories in 150 local authorities' areas nationwide;
- allocation of RM300 million to the National Disaster Management Agency for flood preparedness activities, including the refurbishment of lavatories and bathrooms at 1,500 Temporary Evacuation Centres;
- allocation of RM110 million for the repair of dilapidated stalls, hawker centres and public infrastructure in 150 local authorities' areas, as well as RM50 million for the construction of 4,000 units of new trade spaces;
- allocation of RM1.29 billion for health development projects comprising the construction and expansion of hospitals and health clinics in selected locations nationwide;
- allocation of RM31 million to build 10 new children's nurseries and pre-schools under the Community Development Department ("KEMAS") Early Childhood Education Program; RM20 million for upgrading existing KEMAS Early Childhood Education premises; RM82 million for the construction of 26 new pre-schools under the Ministry of Education; RM1.90 billion for the upgrading and maintenance of schools nationwide; and RM2.5 billion for the construction of 26 new schools nationwide;
- allocation of RM50 million for the upgrading and maintenance of youth and sports facilities nationwide, with a particular focus on facilities with dilapidated infrastructure; and
- allocation of RM2.47 billion to implement affordable housing projects. These include the completion of 15 projects under the People's Housing Program by the end of 2024 which are expected to benefit 5,100 new residents; the construction of 3,500 housing units under the Rumah Mesra Rakyat Program; and the construction and upgrading of residential homes under the People's Welfare Development Scheme.

The abovementioned government initiatives in the refurbishment, maintenance and construction of public lavatories, public amenities, educational and sports facilities, and affordable housing projects will drive the demand for bathroom and kitchen sanitary wares.

Key Industry Risks and Challenges**► Demand for bathroom and kitchen sanitary wares is subject to economic conditions and performance**

As the demand for bathroom and kitchen sanitary wares is dependent upon property construction and renovation activities, the performance of the bathroom and kitchen sanitary ware industry in Malaysia is subject to the economic conditions and performance of the country. In the event that economic growth stagnates or decreases, consumer spending power will decrease and, consequently, the property market is likely to slow down or decrease as consumers become less inclined to purchase new properties. As a result, construction activities can be expected to decline, which will in turn reduce the demand for bathroom and kitchen sanitary wares from property developers.

Further, with reduced spending power under poor economic conditions, consumers are also less likely to carry out home renovation projects in which they replace existing bathroom and kitchen sanitary wares with new ones. Further, the durability of bathroom and kitchen sanitary wares compounded with the high costs which may be involved in replacing them, is likely to lead consumers to be disinclined to replace existing bathroom and kitchen sanitary wares unless replacement is made necessary by damage to existing sanitary wares. As a result, adverse economic conditions and performance can pose a risk to the bathroom and kitchen sanitary ware industry where it reduces demand for bathroom and kitchen sanitary wares by negatively affecting consumer spending power and the performance of the property market.

8. IMR REPORT (Cont'd)**SMITH ZANDER****► Industry players are exposed to competition as well as changes in consumer preferences**

The bathroom and kitchen sanitary ware industry in Malaysia is competitive due to the large number of industry players comprising brand owners, distributors and retailers offering local brands, foreign brands and/or generic brands. Industry players generally compete in terms of branding, product quality, product pricing, and range of product offerings. Further, the e-commerce industry experienced a boom during the outbreak of the COVID-19 pandemic as brick-and-mortar stores in the bathroom and kitchen sanitary ware industry were forced to temporarily stop operations. Increased access to e-commerce platforms for bathroom and kitchen sanitary wares increased the convenience of consumers in accessing a larger variety of choices, thus increasing competition for industry players in Malaysia.

The barriers to entry to this industry is low as bathroom and kitchen sanitary wares can be readily sourced locally or from overseas. However, in order to remain competitive and have a sustainable and profitable business over the long term, industry players must be able to implement measures and strategies such as providing wide ranges of product designs and quality products at competitive prices, employing effective branding and marketing strategies, as well as continuously innovating and offering bathroom and kitchen sanitary wares with new and/or enhanced features to cater to changing market trends and consumer needs. Any failure on the industry players' part to remain competitive could lead to reduced sales which will impact their profitability.

► Industry players are exposed to changes in regulations and regulatory standards

Industry players in the bathroom and kitchen sanitary wares industry in Malaysia are subject to regulations and regulatory standards set out by local authorities such as the Department of Standards Malaysia, CIDB and National Water Services Commission ("SPAN"). For instance, industry players must ensure that the bathroom sanitary wares (e.g. ceramic water closets, ceramic wash basins, ceramic flushing cisterns, ceramic urinals, ceramic bidets and pedestals, ceramic and plastic flushing cisterns) they procure have valid Standard Compliance Certificate issued by CIDB as being compliant with Malaysia Standards before importing and distributing the bathroom sanitary wares in Malaysia. Further, registration as a supplier with SPAN is also required to supply products (e.g. water pipes, water fittings, storage cisterns, valves, back flow preventers, meters, taps and mixers, water closets, water closet flushing cisterns and flush pipes, flush valves, sanitary appliances and urinals) used for water supply and sewerage services in Peninsular Malaysia, Federal Territories of Kuala Lumpur, Putrajaya and Labuan.

Over time, regulations governing the manufacture, import and/or distribution of bathroom and kitchen sanitary wares may change and become more stringent. In the event of any such changes in regulations, existing bathroom and kitchen sanitary wares distributed by industry players may no longer be compliant and thus, industry players may be subject to financial losses as they may be forced to recall their existing products. Further, complying with new regulations is likely to give rise to additional costs which may also adversely affect the financial performance of industry players.

4 COMPETITIVE LANDSCAPE OF THE BATHROOM AND KITCHEN SANITARY WARE INDUSTRY IN MALAYSIA

The bathroom and kitchen sanitary ware industry in Malaysia is competitive and fragmented due to the large number of industry players including brand owners, distributors and retailers offering local brands, foreign brands and/or generic brands. Industry players may concurrently operate multiple roles within the industry value chain. For instance, a local brand owner may also operate as a distributor and/or retailer for other foreign brands. These industry players may also offer a variety of product mix within the home and living industry, such as building materials, furniture, fixtures and paints.

Foreign brand owners may establish their own local companies in Malaysia to distribute their products through retail stores or to their distributors. Many foreign brand owners do not have local presence in Malaysia and they appoint local companies as authorised distributors to distribute their products to other distributors and/or retailers.

Within the large range of bathroom and kitchen sanitary wares, based on latest information available, there are 66 companies who are importers of ceramic sanitary ware registered with the CIDB. Nevertheless, other

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than ceramic sanitary ware, there are many other products within bathroom and kitchen sanitary wares that do not require registration with the CIDB. There are also many distributors and retailers who source products locally from importers and suppliers for onward sales to end-consumers. Further, there are also a large number of small to medium independent retailers (e.g. hardware stores) who may import products directly or source products locally to supply their products with generic brands, whereby the products are marketed without widely recognised brand names and/or logos because these products are not typically advertised publicly.

Regardless of their mode of operations, industry players offering the same products compete in terms of branding, product quality, product pricing, and range of product and brand offerings, amongst others, as they ultimately compete to capture the same customer base.

Nevertheless, as Sorento Capital Group is a local brand owner, its closest competitors are selected based on the following criteria:

- Companies in Malaysia who own house brands of bathroom and kitchen sanitary wares. These companies may also be involved in the distribution of third party brands of bathroom and kitchen sanitary wares; and
- Companies which recorded more than RM10 million revenue based on their respective latest available financial years.

Key Competitors of Sorento Capital Group

Company name	House brand(s)	Third party brand(s)	Latest available financial year	Revenue ⁽ⁱ⁾ (RM million)	Gross profit margin (%)	Profit/(loss) after tax margin (%)
Sorento Capital Group	Sorento, Cabana, Mocha and i-Born	Bravat and Infinity	30 June 2023	112.31	47.56	22.20
Roca Malaysia Sdn Bhd	Johnson Suisse, Roca	None	31 December 2022	96.14	Not available	(5.44)
Inno Ceramitec Sdn Bhd	Inno, Sericite	None	21 December 2022	39.68	11.52	1.96
Leonfast Sdn Bhd	Big Bath, Le Celebrity, Tora	Anthill, Co Moov, Faurex, Gemy, Hansgrohe, Savaginni	31 December 2022	27.75	34.87	7.23
LTL Corporation Sdn Bhd	Konig	American Standard, Duravit, Grohe, Inax, Superino	31 December 2022	23.54	18.44	2.45
Shower Scene (M) Sdn Bhd	Abagno	Atget, Estillo, Teka, SSWW	31 December 2022	17.46	38.88	3.07
TC Bath Mart Sdn Bhd	Saniware	None	31 December 2022	17.33	17.18	1.00

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Company name	House brand(s)	Third party brand(s)	Latest available financial year	Revenue ⁽ⁱ⁾ (RM million)	Gross profit margin (%)	Profit/(loss) after tax margin (%)
Rigel Technology (M) Sdn Bhd	Rigel	None	31 December 2022	17.26	44.73	16.12
Doe Industries Sdn Bhd ⁽ⁱⁱ⁾	Caravaggio, Doe, Doff, Potex	Damixa, ISA Idrosanitaria, Nelco, Nikles, Solomon, Supergrif	30 June 2023	14.87	22.63	(15.41)
Sanieuro Sdn Bhd	Novatec	None	31 March 2023	10.69	4.94	0.83
Team Strength Sdn Bhd	Effegi, Latina, Rinocon, Storm	None	31 December 2022	10.63	17.79	1.02

Notes:

- The identified key industry players include all industry players that were identified by SMITH ZANDER based on sources available, such as the internet, published documents and industry directories. However, there may be companies that have no online and/or published media presence, or are operating with minimal public advertisement, and hence SMITH ZANDER is unable to state conclusively that the list of industry players is exhaustive.
- (i) Comprises segmental revenue from trading of sanitary goods only. However, the company may also be involved in other businesses that are not related to the marketing, distribution and sale of bathroom and/or kitchen sanitary wares.
- (ii) Doe Industries Sdn Bhd is a subsidiary of CI Holdings Berhad (a company listed on Bursa Stock Exchange).

Sources: Sorento Capital Group, various company websites, Companies Commission of Malaysia, SMITH ZANDER

Market Share

In 2023, the bathroom and kitchen sanitary ware industry in Malaysia was recorded at RM3.05 billion. For the financial year ended 2023, Sorento Capital Group's revenue derived from the sale of bathroom and kitchen sanitary wares was recorded at RM112.31 million, and thereby Sorento Capital Group captured a market share of 3.61% in the bathroom and kitchen sanitary ware industry in Malaysia.



Sources: Sorento Capital Group, SMITH ZANDER

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