

## Summary of Shareholders' Questions Received and the Company's Summarised Responses

1.	<p><u>Questions:</u></p> <p><u>Response:</u></p>	<p>What is this year AGM door gift for shareholders and proxies?</p> <p>Each individual attending the 65th AGM as a shareholder, proxy or corporate representative is entitled to one (1) Door Gift only.</p> <p>Additionally, if two (2) proxies represent one (1) shareholder, the Door Gift will only be provided to the first (1st) named proxy stated in the Proxy Form.</p> <p>This year, the AGM door gift for shareholders and proxies will be in the form of TouchNGo credits valued at RM50. Distribution will be made via email within 14 working days following the adjournment of the AGM.</p> <p>We hope this digital format provides greater convenience and flexibility for shareholders to utilize the gift in a way that best suits the needs.</p>
2.	<p><u>Questions:</u></p> <p><u>Response:</u></p>	<p>What are the Board's reasons for not allowing in-person questions during the meeting? This appears inconsistent with the Board's intention to keep having physical meetings only "to facilitate physical engagement with the shareholders".</p> <p>Could the Board also clarify how this approach aligns with the principles of effective shareholder participation under the Malaysian Code on Corporate Governance, as well as expectations of Bursa Malaysia and Securities Commission Malaysia?</p> <p>Why is the AGM not done in hybrid format, to allow those out of KL and Selangor to attend?</p> <p>The Board remains committed to meaningful and constructive shareholder engagement.</p> <p>The current meeting format is designed to ensure that the AGM is conducted in an orderly and efficient manner, while still providing shareholders with the opportunity to raise questions and engage with the Board.</p> <p>Shareholders are encouraged to submit all their questions via the QR code provided.</p> <p>Questions not addressed during the AGM will be responded to and published on the Group's website within 14 working days.</p> <p>Through this method, we are able to capture more questions and extend engagement beyond the physical AGM session.</p> <p>The AGM is aligned with regulatory expectations, including the Malaysian Code on Corporate Governance, Bursa Malaysia, and Securities Commission guidelines.</p>



6.	<p><u>Questions:</u></p> <p>Is the company doing well on FY 2025? Higher dividend can?</p> <p><u>Response:</u></p>	<p>The Company has delivered resilient performance in FY2025 despite a challenging operating environment.</p> <p>It is also driven by the Group's cost optimisation efforts.</p> <p>For the Dividend payout, the Board remains committed to a progressive and sustainable dividend policy.</p>
7.	<p><u>Questions:</u></p> <p>Management noted that the 172% QoQ volume jump in Q4 was largely driven by pre-price increase stock building. How significant is the 'hangover' or destocking effect in Q1 2026 so far? When do you expect trade inventory to normalize?</p> <p><u>Response:</u></p>	<p>The destocking has been progressively normalising.</p> <p>The Group is expecting it to be at baseline levels in the near term.</p>
8.	<p><u>Questions:</u></p> <p>Following the strategic decision to transition out of the non-compliant Vuse product range in Q3 2025, how is the market reception for the new compliant Vuse products? How does BAT plan to compete effectively against the influx of cheap, and often illicit, disposable vapes in the market?</p> <p><u>Response:</u></p>	<p>The decision to transition out Vuse in Malaysia was a deliberate and disciplined strategic choice driven by regulatory developments under Act 852.</p> <p>The exit of Vuse had minimal impact on the Group's financial performance, and allowed us to sharpen our focus on our core combustible portfolio, which continues to underpin profitability and shareholder returns.</p> <p>We have not re-introduced Vuse products into the Malaysian market. The Group will undertake commercial assessments before making decisions on future product launches.</p>
9.	<p><u>Questions:</u></p> <p>With the display ban under Act 852 in full effect, brand visibility at the point of sale is essentially zero. Are you seeing an acceleration in consumer down-trading as a result? How will BAT maintain the premium positioning and margins of brands like Dunhill in a dark market'?</p> <p><u>Response:</u></p>	<p>With display ban, purchasing decisions will now be increasingly driven by brand familiarity and habitual choice, rather than point-of-sale visibility.</p> <p>For established brands with strong equity, this environment places an even greater emphasis on execution, availability, and retailer partnership</p> <p>BAT Malaysia remains well positioned in this regard, supported by the continued strength of Dunhill and our broader portfolio with our data-led, personalised retail engagement platforms</p>



14.	<p><u>Questions:</u></p> <p>How many % of population are still smoking</p> <p><u>Response:</u></p>	<p>Based on internal estimates, there are about 4.4 million smokers in total in Malaysia.</p>
15.	<p><u>Questions:</u></p> <p>To what extent did the reduction in operating expenses in late 2025 carry over into 2026 to cushion the impact of higher retail prices?</p> <p><u>Response:</u></p>	<p>The Company will continue to prioritise cost optimisation in 2026 through ongoing efficiency initiatives, including streamlining operations, optimising resource allocation, and maintaining disciplined spending.</p>
16.	<p><u>Questions:</u></p> <p>Is there a plan to split the shares so the share price will be seen more attractive?</p> <p><u>Response:</u></p>	<p>We currently have no plan to split the shares.</p>
17.	<p><u>Questions:</u></p> <p>Could company survive if government keep implementing restrictions of tobacco? And consumer in Malaysia almost like illegal to own. Or consume in public . How was future company outlook of business income?</p> <p><u>Response:</u></p>	<p>We are fully prepared to navigate regulatory changes effectively and will take all necessary steps to comply with the regulations and guidelines set forth under Act 852.</p> <p>We remain committed to delivering long-term sustainable growth while navigating the evolving regulatory landscape.</p>
18.	<p><u>Questions:</u></p> <p>What are BAT future prospects?</p> <p><u>Response:</u></p>	<p>BATM remains well positioned, supported by the continued leadership of Dunhill. The industry continues to work towards restoring legal volumes through sustained enforcement and regulatory efforts addressing the tobacco black market. However, illicit products still account for 54% of total cigarette consumption in 2025. We remain supportive of strengthened enforcement against illicit trade and focused on delivering sustainable long-term value to shareholders.</p>
19.	<p><u>Questions:</u></p> <p>Regarding Vuse which was completely shut down by March 2026, can the Board quantify the total amount of investment cost plus the operating expenses etc incurred by the Company?</p> <p><u>Response:</u></p>	<p>The exit of Vuse had minimal impact on the Group's overall financial performance and has enabled us to sharpen our focus on our core combustible portfolio, which continues to underpin profitability and deliver shareholder returns.</p>











37.	<p><u>Questions:</u></p> <p>Could company and board of members, diversify business operation to others sector? Since road of tobacco business much more narrow since Malaysia government implemented until almost selling like illegal in market and retailer. Like Chinese voice as coffin seller or almost as funeral decon or merchandise products. That was really bad situations of tobacco business in Malaysia and WHO was resting smoke in international. What would company overcome to gains profit in tobacco business?</p> <p><u>Response:</u></p>	<p>The Group's strategic aim is to deliver combustible value growth as part of our multicategory business.</p> <p>We will continue to evaluate opportunities aligned with the Group's long-term strategy and sustainable value creation for shareholders.</p>
38.	<p><u>Questions:</u></p> <p>The way of advertising and sponsorship was really unable do in Malaysia , how was this budgets? Does company. Contribute to CSR? Or pay in more for dividend?</p> <p><u>Response:</u></p>	<p>Without traditional advertising and sponsorship, we are strategically geared to cater to an environment where brand equity and activation quality matter more than visibility. Essentially, our spending prioritises a data-led, personalised engagement platform design to build our repertoire at scale.</p> <p>In relation to CSR, BAT Malaysia runs Beyond Benih community investment programme that focuses on enhancing food security within low-income (B40) communities.</p> <p>In 2025 we had 22 community farm gardens supporting 154,000 beneficiaries from B40 communities.</p>
39.	<p><u>Questions:</u></p> <p>If company doing virtually or hybrid. Minimise the walk in physical user. Would help for carbon footprint and also paper consumption which eco friendly apply. Why company not to do ? Since board members would receive allowance in meetings. Why not virtually to be save operations cost that could stronger profit in company operating costs as well . That would contribute to eco efficiency too.</p> <p><u>Response:</u></p>	<p>Thank you for feedback. The regulator requires public listed companies to hold AGM either physical or hybrid with effect from April 2025. The Board will consider it during planning for next year's AGM.</p>
40.	<p><u>Questions:</u></p> <p>The smokers consumer getting lesser from company products in Malaysia ? Does company able gains from export ?</p> <p><u>Response:</u></p>	<p>Following the cessation of our manufacturing facility in Petaling Jaya, we do not export on a large scale.</p>



44.	<p><u>Questions:</u></p> <p>Company was celebrating 60 years or more . That company of banking Public bank .was almost same age. The performance was different as differently. Since KLCI index was out more then 10 years. Would company have hope be in KLCI list of company index?</p> <p><u>Response:</u></p>	<p>BAT Malaysia is not currently included in the FBM KLCI index because our market capitalization does not meet the FTSE Bursa Malaysia requirement of ranking within the top 25 largest eligible companies on the Main Market.</p> <p>We recognise that index inclusion is a key benchmark for institutional visibility, our key focus remains firmly on driving sustainable shareholder value by strengthening its core combustible business, defending capital efficiency and continue collaborating closely with government to restore legal market volume.</p> <p>We believe that by building highly resilient, fundamental corporate earnings growth will ultimately drive the long-term re-rating of our market valuation.</p>
45.	<p><u>Questions:</u></p> <p><u>Response:</u></p>	<p>AGM should start later 10.30am/11am to avoid the peak or rush hour.</p> <p>We value your feedback and will consider this moving forward.</p>
46.	<p><u>Questions:</u></p> <p><u>Response:</u></p>	<p>How was company in publicity for gain more business? Does company will doing online sales in future since market retailers restriction? Have. Any statistics of consume income level of company product customer ? How was company as focus potentially customer ?</p> <p>Malaysian tobacco laws prohibit tobacco advertisements and online sales, and we operate within the legal framework. Our plan to strengthen our portfolio strategy that maximises consumer value at every price tier, coupled with legal marketing tools to focus on increasing consumer awareness and trials.</p> <p>We are placing undivided focus on Dunhill as our flagship proposition, ensuring it remains the preferred choice for consumers.</p> <p>At the same time, we complement this with Peter Stuyvesant and Rothmans, which are positioned to provide alternatives to consumers who seek a value-driven choice.</p> <p>By strengthening Dunhill's premium equity while expanding reach through Peter Stuyvesant and Rothmans, we create a balanced portfolio engine that grows penetration, protects share, and captures value across consumer segments.</p> <p>This integrated approach ensures sustainable revenue growth, sharper marketing efficiency, and long-term shareholder value creation.</p>
47.	<p><u>Questions:</u></p> <p><u>Response:</u></p>	<p>As investors, but not as tobacco consumed. Hopefully will increase of return on dividend from company, does company investing for company investing since tobacco are hopeless market in the reality of Malaysia law and regulations situations. Does company use company cash to growth return from investment rather only reliable from sales of profits ?</p> <p>We remain focused on strengthening our fundamentals and positioning the business for long-term sustainability.</p>

