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Announcement Details

GENERAL ANNOUNCEMENT::RESPONSE TO QUESTIONS - AGM 2021

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Submitted By (Co./ Ind. Name)

Victor Neo

Designation

Executive Director, Chief Executive Officer and Deputy Board Chairman

Description (Please provide a detailed description of the event in the box below)

Please refer to attached.

Attachments

[REVEZ Annc-AGM2021 Questions.pdf](#)

Total size =644K MB

**RESPONSE TO QUESTIONS RECEIVED PRIOR TO THE COMPANY'S
ANNUAL GENERAL MEETING TO BE HELD ON 27 APRIL 2021**

The Board of Directors (“**Board**”) of Revez Corporation Ltd. (“**Company**”) and together with its subsidiaries, the “**Group**”) wishes to address questions received in advance of the Annual General Meeting (“AGM”) to be held by electronic means on 27 April 2021 at 2.00 p.m. The following are the responses to the questions being raised.

Q1. The company is a CreativeTech group incorporating capabilities across its seven domain expertise (page 1 of the annual report).

1.1 Can management provide shareholders more information on the range of products and services contributed by the group? Why do we see higher contribution towards ‘IT Solutions’? What are the major services and products offered by the group?

Answer

Our company bundles products and solutions from our seven domain expertise to form customised and turnkey IT solutions for enterprises. The unique positioning of the company means that our services are complementary and will be regarded as an integrated solution for our clients. These solutions are the result of cross-domain innovation and contribution. For more information on each domain, please refer to page 6 and 7 of our Annual Report 2020.

With the strong demand for digitalisation across industries and interfaces, the contribution towards our IT solutions was better, as compared to M.I.C.E support and digital media networks.

1.2 Would management consider doing a presentation to showcase to shareholders the top products/services for each of major operating subsidiary?

Answer

The information on the expertise of each operating subsidiary is constantly updated with latest sharing on both the Company’s and the respective subsidiaries’ websites. Shareholders may also refer to pages 4 to 7 of our Annual Report 2020.

1.3 Does the group have any recurring revenue stream?

Answer

Our business is not just a one-off solutions provider, we see ourselves as a long-term technology partner for enterprises. Our proven track record in public sector projects provides a strong foundation with recurring returns from enhancements, upgrades and maintenance.

In addition, we serve the clients bundled services from end-to-end, from the consultative kick-off to experiential design, production, implementation, maintenance and modification of the solutions which results in good client stickiness.

The group is heading towards a Software-as-a-Service (SaaS) business model which leads to a more sustainable financial returns in the longer term. Our newly introduced domains, cybersecurity and digital media networks are both largely recurring in nature, involving licensing and subscription fees.

1.4 What is the profile of the group's customers?

Answer

The group conducts its business operations predominantly in Singapore, serving customers on a global scale. It has worked with more than 100 clients in the private and public sectors on over 500 projects locally and regionally. The group also has a proven track record in handling government projects.

1.5 How do the operating subsidiaries differentiate themselves from competitors?

Answer

We place emphasis on developing innovative solutions that are scalable and flexible, enabling our clients and partners to build a more robust digital ecosystem. Our operating subsidiaries proactively forge strategic alliances to enhance our service offerings and diversify our use cases. In addition, we invest in organisational capabilities in each subsidiary to develop proprietary turnkey products and solutions which are more difficult for competitors to replicate.

1.6 With the technological landscape changing so fast, how does management ensure that it is focusing on the right domains, as well as attracting the right employees with relevant domain expertise?

Answer

As a pioneer in the technological implementation landscape, the management team has extensive industry experience to better monitor / foresee the macro trends in emerging technology and use relevant areas for design and implementation. We also actively seek feedback from overseas counterparts, industry partners and existing clients to identify new opportunities or pain points which can be better resolved by technology.

Employees remain our key assets and we send them for skills upgrading and certification to stay at the forefront of technology adoption. We also partner academic institutions to recruit top talents in the field.

Q2. During the current financial year, the company completed the acquisition of the entire issued share capital of PGK Digital Networks Pte. Ltd. ("PGK").

2.1 How does management go about assessing the suitability of the M&A and to ensure its success?

Answer

The company has assessed the acquisition target's business models, existing and prospective clients' pipeline, organisational structure, growth projections and compatibility with existing subsidiaries before venturing into the M&A. Through M&A, our portfolio can be expanded quickly to gain access to a larger market share and steady financial performance. We also ensure the right deal structure to propel growth in the right direction for the company.

The acquisition of PGK Digital Networks synergises the knowledge and assets of both companies to jointly differentiate from conventional media experiences. By leveraging each other's domain knowledge and larger networks, the company now offers an exceptional value proposition to our clients and partners.

As per our announcement, our investment is paid in tranches to safeguard company interests.

2.2 How valuable is the group's CreativeTech ecosystem to potential investees?

Answer

Our CreativeTech ecosystem, along with our operational and technological excellence, powered by robust CreativeTech innovations; is well-poised to maximise value for potential investees, while enabling them to develop tech-enabled business models.

Investees can trust that our portfolio has been optimised to ensure that our group businesses can secure sustainable growth and establish strong competitive position.

Q3. As at the date of the annual report, the board comprises seven members, including three independent directors, one of whom is also the independent chairman.

3.1 What is the level of industry knowledge in the board, especially the non-executive directors? In addition, what is the board's experience in technological innovations and digital creativity?

Answer

We have taken into account the board's well-rounded management/business expertise and networks. In addition, the board has a good mix of experiences in the technological industry. For more information on their biography, please refer to page 6 and 7 of our Annual Report 2020.

3.2 Has the NC reviewed the overall desired competency matrix of the board and identified any gaps in skills or competencies that could be addressed in future director appointments?

Answer

The NC reviews and recommends all new Board appointments to the Board. When the need for a new director arises, or where it is considered that the Board would benefit from the services of a new director with particular skills, the NC, in consultation with the Board, will determine the selection criteria and will select candidates with the appropriate expertise and experience for the position.

3.3 Can the NC help shareholders understand if the non-executive directors have the appropriate balance and mix of skills and knowledge in technology and digital media, to engage in effective and constructive debate with the executive directors/management?

Answer

Kindly refer to answer from 3.1. For more information on their biography, please refer to page 6 and 7 of our Annual Report 2020.

By Order of the Board
REVEZ CORPORATION LTD.

Neo Wee Han Victor
Executive Director, Chief Executive Officer and Deputy Board Chairman

Date: 23 April 2021

This announcement has been reviewed by the Company's Sponsor, Hong Leong Finance Limited. It has not been examined or approved by the Exchange and the Exchange assumes no responsibility for the contents of this announcement, including the correctness of any of the statements or opinions made or reports contained in this announcement.

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