

MINUTES OF THE PIKOM THIRTY - SIXTH ANNUAL GENERAL MEETING (36th AGM)

Held on 5 December 2022, Monday at PIKOM, E1, Empire Damansara, 2 Jln PJU8/8A, Damansara Perdana,
47820 PJ, Selangor

Present:

Dr Sean Seah	Chairman	SCCW Holdings Sdn Bhd
Ong Chin Seong	Deputy Chairman	Powerware Systems Sdn Bhd
Alex Liew	Secretary	Glocomp Systems Sdn Bhd
Datuk Teoh Eng Kee	Treasurer	EKTECH Communications Sdn Bhd
Danny Lee	Immediate Past Chairman	E-Tech IT Sdn Bhd
Catherine Lian	Councillor	IBM Malaysia Sdn Bhd
Wing K Lee	Councillor	YTL Communications Sdn Bhd
Raymond Devadass	Councillor	Daythree Business Services Sdn Bhd
Anthony Raja Devadoss	Councillor	Agensi Pekerjaan Korn Ferry (M) Sdn Bhd
Johary Mustapha	Councillor	Forest Interactive Sdn. Bhd
Tay Chia Chia	Councillor	Veeam Software Malaysia Sdn Bhd
Lee Cheung Loong	Councillor	IP ServerOne Solutions Sdn Bhd
Alex Loh	Councillor	Nera (Malaysia) Sdn Bhd

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Present:

Alex Liew (Proxy)	Ordinary	Exabytes Capital Group Sdn Bhd
Alex Liew (Proxy)	Ordinary	Software Dynamics Sdn Bhd
Alex Loh (Proxy)	Ordinary	IFCA MSC Berhad
Alex Loh (Proxy)	Ordinary	NTT MSC Sdn Bhd
Alex Rajah A/L P. Selvarajah	Ordinary	Ekklesia Solutions Sdn Bhd
Andy Tan Eng Teik	Ordinary	Toffs Technologies Sdn Bhd
Ang Poh Koon	Ordinary	Integrated Global Solutions Sdn Bhd
Angel Cham Hui Yin (AGM Rep)	Ordinary	OrangeFIN Asia Sdn Bhd
Anthony Raja Devadoss (Proxy)	Ordinary	Desaworx Digital Sdn Bhd
Anthony Raja Devadoss (Proxy)	Ordinary	Promeritus Sdn Bhd
Anwer Yusoff (AGM Rep)	Ordinary	CyberSecurity Malaysia
Azwan (AGM Rep)	Ordinary	Mandiant Technologies Malaysia Sdn Bhd
Brandon Low	Ordinary	SecureKi Sdn Bhd
Brandon Low (Proxy)	Ordinary	CLL Systems Sdn Bhd
Cassandra Seng	Ordinary	Microsoft (M) Sdn Bhd
Catherine Lian (Proxy)	Ordinary	Lenovo Technology Sdn Bhd
Chan Kok Long	Ordinary	iPay88 Holding Sdn Bhd
Cheah Kok Hoong (Proxy)	Ordinary	Canon Marketing (Malaysia) Sdn Bhd
Cheah Kok Hoong (Proxy)	Ordinary	McAfee Security Malaysia Sdn Bhd
Chen Yen Ling (AGM Rep)	Ordinary	Servex (Malaysia) Sdn Bhd
Cherine Woon (AGM Rep)	Ordinary	Ensign Infosecurity (Malaysia) Sdn Bhd

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Present:

Chin Chee Seong (Proxy)	Ordinary	Adv Fusionex Sdn Bhd
Chong Soon Kheng	Ordinary	Swift Bridge Technologies (M) Sdn Bhd
Danny Lee (Proxy)	Ordinary	Sysarmy Sdn Bhd
Danny Lee (Proxy)	Ordinary	Westcon Solutions (M) Sdn Bhd
Dato' Munirah Looi	Ordinary	Brandt International Sdn Bhd
Datuk Teoh Eng Kee (Proxy)	Ordinary	IronHorse Asia Sdn Bhd
David Choong Chok Yin (AGM Rep)	Ordinary	Sunway Computer Services Sdn Bhd
Dennis Koh	Ordinary	CTC Global Sdn Bhd
Desmond Teo	Ordinary	Enzo Plus Sdn Bhd
Dickson Woo	Ordinary	Fortinet Malaysia Sdn Bhd
Dr Khaled Abdullah Soubra	Ordinary	Tech Titan Distribution Sdn Bhd
Dr William Lim	Ordinary	Angkasax Innovation Sdn Bhd
Dzulkifli Abd Latif	Ordinary	GCM Technologies Sdn Bhd
Eng Kin Hoong	Ordinary	CIS IT Solutions Sdn Bhd
Eric Yeow (AGM Rep)	Ordinary	Firmus Sdn Bhd
Eve Ng Siew Yee	Ordinary	Strateq Sdn Bhd
Fitri Abdullah	Ordinary	Oracle Corporation (Malaysia) Sdn Bhd
Hon Fun Ping	Ordinary	NetAssist (M) Sdn Bhd
Irwan Ismail (AGM Rep)	Ordinary	Hitachi Vantara Sdn Bhd

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Present:

Jason Yuen	Ordinary	Ernst & Young Advisory Services Sdn Bhd
Jean F. Queralt	Ordinary	The IO Network MY Sdn Bhd
JH Soong	Ordinary	VSTECS Berhad
Joan Soh	Ordinary	Hitachi Sunway Information Systems Sdn Bhd
Joseph Liow	Ordinary	BPM Vision Malaysia Sdn Bhd
Joseph Liow (Proxy)	Ordinary	Unique Central Sdn Bhd
Keane Leong Kin Man	Ordinary	Bridgenet Solutions Sdn Bhd
Keane Leong Kin Man (Proxy)	Ordinary	Complete Human Network Sdn Bhd
Keane Leong Kin Man (Proxy)	Ordinary	GrandTech Systems Sdn Bhd
Kevin Choong	Ordinary	Panduit Singapore Pte Ltd
KK Khooi	Ordinary	KH Datagate (M) Sdn bhd
Kym Lim	Ordinary	Zebra Technologies Malaysia Sdn Bhd
Law Seeh Key (Edward)	Ordinary	Securemetric Technology Sdn Bhd
Lim Ken Vi	Ordinary	Dedoco Sdn Bhd
Lynn Lee Wan Yin (AGM Rep)	Ordinary	Acestar Sdn Bhd
Marcus Teh	Ordinary	Asustek Computer Malaysia Sdn Bhd
Martin Tan (AGM Rep)	Ordinary	Sunway Quantum Sdn Bhd
Dato' Matthew Chuah	Ordinary	INFOPRO Sdn Bhd
Mohd Navawee Husiany	Ordinary	HeiTech Padu Berhad
Muhammad Hafez bin Ahmat Murtza	Ordinary	Langit Kita Sdn Bhd (Apadilangit)

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Present:

Muzahid Shah Abdul Rahman	Ordinary	SteerQuest Sdn Bhd
Muzahid Shah Abdul Rahman (Proxy)	Ordinary	Aldan Technology Sdn Bhd
Muzahid Shah Abdul Rahman (Proxy)	Ordinary	BDO Consulting Sdn Bhd
Natherine Lee	Ordinary	PanPages Lab Sdn Bhd
Nicole Lim Sweet Guat (AGM Rep)	Ordinary	SiteGiant Sdn Bhd
Noor Sharazain Ahmad Noordin	Ordinary	Mesiniaga Berhad
Nurul Azreena	Ordinary	Shippop Malaysia Sdn Bhd
Oliver Liu Qingsong	Ordinary	Huawei Technologies (Malaysia) Sdn Bhd
Ong Chin Seong (Proxy)	Ordinary	Google Malaysia Sdn Bhd
Ong Foo Kiat (AGM Rep)	Ordinary	Commerce DotAsia Ventures Sdn Bhd
Ong Tee Kok	Ordinary	Micro Focus Malaysia Sdn Bhd
Puvanesan Subenthiran	Ordinary	Privasia Technology Berhad
Ron Lau (AGM Rep)	Ordinary	Axiata Digital eCode Sdn Bhd
Sherena Razly (AGM Rep)	Ordinary	Bestinet Sdn Bhd
Shermaine Chow (AGM Rep)	Ordinary	Innovatic Commerce Solution Sdn Bhd
Tan Wai Ho (AGM Rep)	Ordinary	ISATEC Sdn Bhd
Tang Yeong Kuang (AGM Rep)	Ordinary	Computer Business Solutions Sdn Bhd
Tay Chia Chia (Proxy)	Ordinary	CommVerge Solutions (M) Sdn Bhd
Tay Chia Chia (Proxy)	Ordinary	KPMG Management & Risk Consulting Sdn Bhd
Tengku Soffian (AGM Rep)	Ordinary	Veritas Technologies (M) Sdn Bhd

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Present:

Toh Yung Fei	Ordinary	iMocha Sdn Bhd
Victor Cheah Chee Wai	Ordinary	Vigilant Asia (M) Sdn Bhd
Vincent Choy	Ordinary	Fedelis Sdn Bhd
Wing K Lee (Proxy)	Ordinary	Blacksmith Data Sdn Bhd
Wing K Lee (Proxy)	Ordinary	Cisco Systems (Malaysia) Sdn Bhd
Wong Chee Voon	Ordinary	Peering One Sdn Bhd
Wong Eu Joe (AGM Rep)	Ordinary	TIME dotCom Bhd
Yau Chyong Lim	Ordinary	MEASAT Satellite Systems Sdn Bhd
Alex Hee	Affiliate – GBS Malaysia	Documation Sdn Bhd
Jusri Ong	Affiliate - GBS Malaysia	Telecontinent Sdn Bhd
Dato' Winnie Lim (AGM Rep)	Associate	Malaysia Retail Chain Association (MRCA)
Genie Tai	Observer	Zebra Technologies Malaysia Sdn Bhd

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Present:

Cheah Kok Hoong	Honorary Chairman	Cognitive Digital Sdn Bhd
Chin Chee Seong	Honorary Chairman	PIKOM
Dato' Dan E Khoo	Advisor	WITSA
David Wong Nana Fay	Advisor	SnT Global Sdn Bhd
Lee Boon Kok	Advisor	I-Commerce Sdn Bhd
Shaifubahrim Saleh	Advisor	PIKOM
Wee Kee Heng	Advisor	PIKOM
Woon Tai Hai	Advisor	PIKOM
Xavier Tan	Advisor	PIKOM

Auditors Present:

Aries Wong Lai Cheng	Observer	Russell Bedford
Gavin Foo Tun Xiang	Observer	Russell Bedford
Ng Han Ci	Observer	Russell Bedford

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Election Officer:

Ong Kian Yew	CEO, PIKOM Secretariat
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PIKOM Secretariat Present:

Alicia Wong	Head, Finance & Administration
Azlina Ishak	General Manager, Industry Affairs
Audreen Wong	Manager, Sales & Marketing
Jamie Tan	Manager, Finance & Administration
Ng Wai Teng	Executive Secretary
Azlianawatie	Senior Executive
Arthur Chew	IT, Web & Building Administrator
Chelsea Clement	Customer Management Executive

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ADDRESS BY CHAIRMAN

Chairman of the meeting, Dr Sean Seah thanked and welcomed all members, proxies and observers present.

Members, proxies and observers received the following upon registration:

1. Notice of Annual Report Booklet
2. Balloting Forms for Council Election (Ordinary members & their proxies only). Announcement was made at the meeting that there was printing error on the ballot form for the Councillor position, stating 35th AGM instead of 36th AGM. Secretariat will counter-sign the ballot form when they receive the ballot form from the members during election.

Upon having ascertained that the required quorum was present according to Rule 12 (b) Part III Meetings & Voting, Chairman called the 36th AGM to order at 2.30 p.m. The notice of the 36th AGM was sent in accordance to the PIKOM Rule 11 (d) Part III Meetings & Voting. Chairman read the agenda convening the meeting.

1. CONFIRMATION OF MINUTES OF THE THIRTY-FIFTH ANNUAL GENERAL MEETING (35th AGM)

The minutes of the 35th AGM held on 25 November 2021 has been circulated together with the notice of the 36th AGM on 14 November 2022.

The minutes of the 35th AGM was confirmed with no amendment as proposed by Catherine Lian and seconded by Mr Alex Loh.

2. MATTERS ARISING

There were no matters arising from the 35th AGM.

3. ANNUAL REPORT 2021/2022

Chairman presented the Annual Report 2021/2022. The Annual Report 2021/2022 was received and adopted by the meeting as proposed by Mr Anthony Raja and seconded by Tay Chia Chia.

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4. AUDITED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2021

Treasurer, Datuk Teoh Eng Kee reported the following:

Financial Trend:

	YR 2013	YR 2014	YR 2015	YR 2016	YR 2017	YR 2018	YR 2019	YR 2020	YR 2021
EBITDA	(794,578)	(2,005,769)	(1,461,240)	(838,108)	(1,215,366)	(912,022)	(712,743)	(902,123)	337,178
Surplus/ (Deficit)	(1,106,398)	(1,741,357)	(1,999,376)	(1,398,300)	34,117	(1,488,270)	(2,067,239)	(1,121,779)	(820,166)

PIKOM has been making loss at the EBITDA level for the past few years except for year 2021. Congratulations to the former Chairman, Mr Danny Lee who successfully turned around from RM902,123 loss to RM337,178 surplus at EBITDA level which was a very significant achievement. The EBITDA has increased by 137.4% (RM 1.24 mil) despite year 2021 being a Covid year.

Overall Deficit decreased by 26.9% RM302K from RM1.121,779 million loss to RM820,166 loss. (Deficit -RM 820.2K includes WCIT loss –RM152.4K & Building revaluation loss –RM543K)

Deficit would be RM 124.5K loss if WCIT 2020 SB loss & building revaluation loss are not taken into account, 90.5% (RM 1.18 mil), less than in the year 2020, RM 1.305 million.

Group gross profit increased by 137.1% (RM1.121 million) compared to 2020, from RM817K to RM1.94 million.

Highlights:

- 1) PLS & Cybersecurity were organised twice (virtual & hybrid) with gross profit RM346K & RM405K respectively and Cybersecurity Chapter 1st conference were organized.
- 2) Academy gross profit was RM236K include PLC training (RM26K) & PENJANA HRDF Training (RM209.7K)
- 3) There were no awards and dinner organized

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4. AUDITED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2021

Highlights (Cont'd):

- 4) HR Cost: Reduced by 5.8%, RM81K, from RM1.41 million to RM1.32 million.
- 5) Thanks to the Secretariat, they went on voluntarily 2-day unpaid leave monthly since October 2020 until August 2021 to help reduce some cost.
- 6) Shared Services cost: reduced by 25.1%, RM76K (mainly utilities, printing cost, travelling), from RM301K to RM225K
- 7) Additional RM1 million Term Loan applied received in July 2021 to help improve cash flow.

Comments:

Mr Alex Rajah raised the question about the building revaluation loss of RM500K. Treasurer informed that as required by auditors, PIKOM needs to revalue the building. During 2017, the revaluation was high, i.e., more than RM14 million. However, the value of the property dropped last year and the revaluation resulted in a loss of RM543K. Hopefully the property market will improve so to have a higher value.

There being no further questions asked, the accounts were accepted by the meeting. This motion was proposed by Mr. Wing K Lee and seconded by Ms Johary Mustapha.

5. APPOINTMENT OF AUDITOR FOR THE FINANCIAL YEAR 2022

The present auditor, Russell Bedford LC & Company was re-appointed as PIKOM's External Auditor for the financial year 2022 and the Council to negotiate and decide the fees as proposed by Mr Danny Lee and seconded by Mr Lee Boon Kok.

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6. ANY OTHER MATTERS

Chairman invited members to raise other issues pertaining to PIKOM.

Building:

A query was raised if there was any plan for PIKOM to sell the building. Chairman mentioned that there was in fact an offer to buy the building some time in March 2022 but it did not materialise. In all, when there is offer to buy the PIKOM building at the right time and price, PIKOM will consider. Also, there is a committee mandated to drive this exercise.

Members Value:

Mr Dennis Koh commented that PIKOM has been organising many events but how would that contribute to the growth of members' business and the industry as Malaysia has been falling behind as compared to other Asian countries.

Chairman mentioned that although Malaysia has lagged in term of a number of growth areas but the industry is still growing by segment, especially ecommerce, cybersecurity software players. PIKOM represents pocket of interest via its chapters, and these chapters are the ones that organise relevant activities that is beneficial for members. PIKOM as an association will continue to strive and bring members together to grow.

Chairman thanked for the feedback, and PIKOM will plan activities/ events that bring value to more segment of members, and look forward to serve all members better.

There being no further questions raised by any member; Chairman proceeded to the next item in the agenda.

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7. ELECTION OF OFFICE BEARERS AND COUNCILLORS FOR YEAR 2022/2023

The position for Chairman, Deputy Chairman and Treasurer were uncontested. For the position of Secretary, two (2) nominations were received. Nominees were invited to introduce themselves to the members present. Subsequently, balloting was undertaken, and the results as follows:

POSITION	CANDIDATES	PROPOSER	SECONDER	RESULTS
Chairman	Ong Chin Seong	Danny Lee	Cheah Kok Hoong	Ong Chin Seong
Deputy Chairman	Alex Liew	Ong Chin Seong	Danny Lee	Alex Liew
Secretary	Alex Loh	Ong Chin Seong	Alex Liew	Alex Loh
	Datuk Teoh Eng Kee	Catherine Lian	Anthony Raja Devadoss	
Treasurer	Anthony Raja Devadoss	Ong Chin Seong	Alex Liew	Anthony Raja Devadoss

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7. ELECTION OF OFFICE BEARERS AND COUNCILLORS FOR YEAR 2022/2023

1. There are six (6) positions for Councillors to be elected instead of four (4). The top four (4) candidates with the most votes will be elected to serve in the Council for 2 years (2022-2024). The fifth and sixth-candidates will serve for one (1) year (2022-2023).
2. The additional two (2) positions resulted from the resignation of Councillors who were elected to serve two (2) terms in the preceding term, have resigned prior to the completion of the term. The fifth and sixth-place candidates will complete the remainder of the term of the Councillors who resigned.
3. A total of six (6) nominations were received. The nominations were closed as proposed by Mr David Wong and seconded by Mr Chong Soon Kheng.
4. The nominees were then invited to introduce themselves to the members present. Subsequently, balloting was undertaken and the results as follows:

NO	CANDIDATES	PIKOM MEMBER	PROPOSER	SECONDER	REMARKS
1	Wing K Lee	YTL Communications Sdn Bhd	Ong Chin Seong	Alex Liew	TERM 2022-2024
2	Dato' Munirah Looi	Brandt International Sdn Bhd	Anthony Raja Devadoss	Catherine Lian	TERM 2022-2024
3	Raymond Devadass	Daythree Business Services Sdn Bhd	Catherine Lian	Anthony Raja Devadoss	TERM 2022-2024
4	Dato' Seri Ivan Teh	Adv Fusionex Sdn Bhd	Ong Chin Seong	Ong Chin Seong	TERM 2022-2024
5	Eric Chong	Axiata Digital eCode Sdn Bhd	Cheah Kok Hoong	Alex Liew	TERM 2022-2023
6	Datuk Teoh Eng Kee	EKTECH Communications Sdn Bhd	Danny Lee	Dr Sean Seah	TERM 2022-2023

5. PIKOM's rules stated that candidate that was not successful in the election of the first position, they are still eligible to go for the election for another position as long as the nomination has not closed.

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8. CHAIRMAN' S MESSAGE

1. Mr Ong Chin Seong thanked members' support and trust in electing him, and the new team of Office Bearers and fellow Council members. He also thanked Dr Sean Seah for his tremendous effort in the year 2022, who has been instrumental in leading the association well, achieving great success with WCIT 2022.
2. Chairman looked forward to work together with the new Office Bearers and fellow Council members to serve the members better, for PIKOM and for the industry.
3. As Chairman, he laid out some expectation of the Council:
 - a. The passion to serve the industry:
 - Passionate and aspire to serve the industry and the members, to assist members in flourishing their businesses and also to be their voices for the industry, actively participating in government policy guidelines.
 - b. Step up and take responsibilities:
 - Take up additional roles and be ready to contribute financially when required.
 - For example, PIKOM was not able to solicit any sponsor to take up Titanium sponsorship for the WCIT2022 after the MCO lifted at this year March.
 - Dato' Seri Ivan Teh, Fusionex Group Founder and CEO stood up and told the Organising team chaired by Penang Chief Minister YAB Chow that if no taker, he is willing to upgrade his sponsorship from Platinum to Titanium for the event.
 - Dato' Seri Ivan's willingness to take up additional responsibility reflects his dedication to help when the situation arises.
 - Chairman recorded his thanks to Dato' Seri Ivan for his dedication and contribution to the industry.
 - c. Adhere to good governance and serve with high integrity:
 - The new team will have to comply to all processes and governance strictly. To uphold high integrity in carrying the tasks and duties for PIKOM with the best interest of its members.

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8. CHAIRMAN' S MESSAGE

4. PIKOM Plan in 2023 and Beyond:

- a. Digital Technology will contribute 25.5% in Malaysia's GDP by 2025, hence, there will be plenty of opportunities in the industry. Chairman hoped members can capture the opportunities by leveraging on PIKOM's platform.
- b. Moving into 2023, PIKOM has laid out plans to focus on the needs of members through the seven chapters, that covers multiple sectors within the tech industry including Global Business Services (GBS Malaysia), Cybersecurity, CIO, Venture Investment, eCommerce, Women in Tech and SpaceTech.
- c. PIKOM Council will carry out a strategic planning workshop next month in January to plan short and mid-term blue print to continue to stay relevant in the industry and to serve members better.
- d. PIKOM will conduct an industry wide survey to gauge the expectations of the players and users for the next 3 years. This will be part of the driver for PIKOM strategic blue print.
- e. Work with ESG Association to carry out a study on how ready is the Digital Technology industry on ESG.
- f. To further collaborate with WITSA/ASOCIO in assisting local firms who aspire to do business globally or in the region.

- 5. Once again, Chairman thanked all members for their support and look forward to embrace the future together.

9. CLOSURE

There being no other matters, the 36th PIKOM Annual General Meeting ended at 5.30 p.m.

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Ong Chin Seong

Alex Liew

PIKOM Chairman (2022/2023 Session)

PIKOM Deputy Chairman (2022/2023 Session)