



MONTHLY UPDATE

SEPTEMBER 2025/ ISSUE 03

Highlight News for this Month!

- Solar BESS Signing Ceremony (FDIGS Makmur Sdn Bhd X Northern Solar)
- BIG Frozen Retail Promotions: “Stok Hari Ini, Bayar 30 Hari Kemudian” and Daily Delivery service strengthening customer loyalty



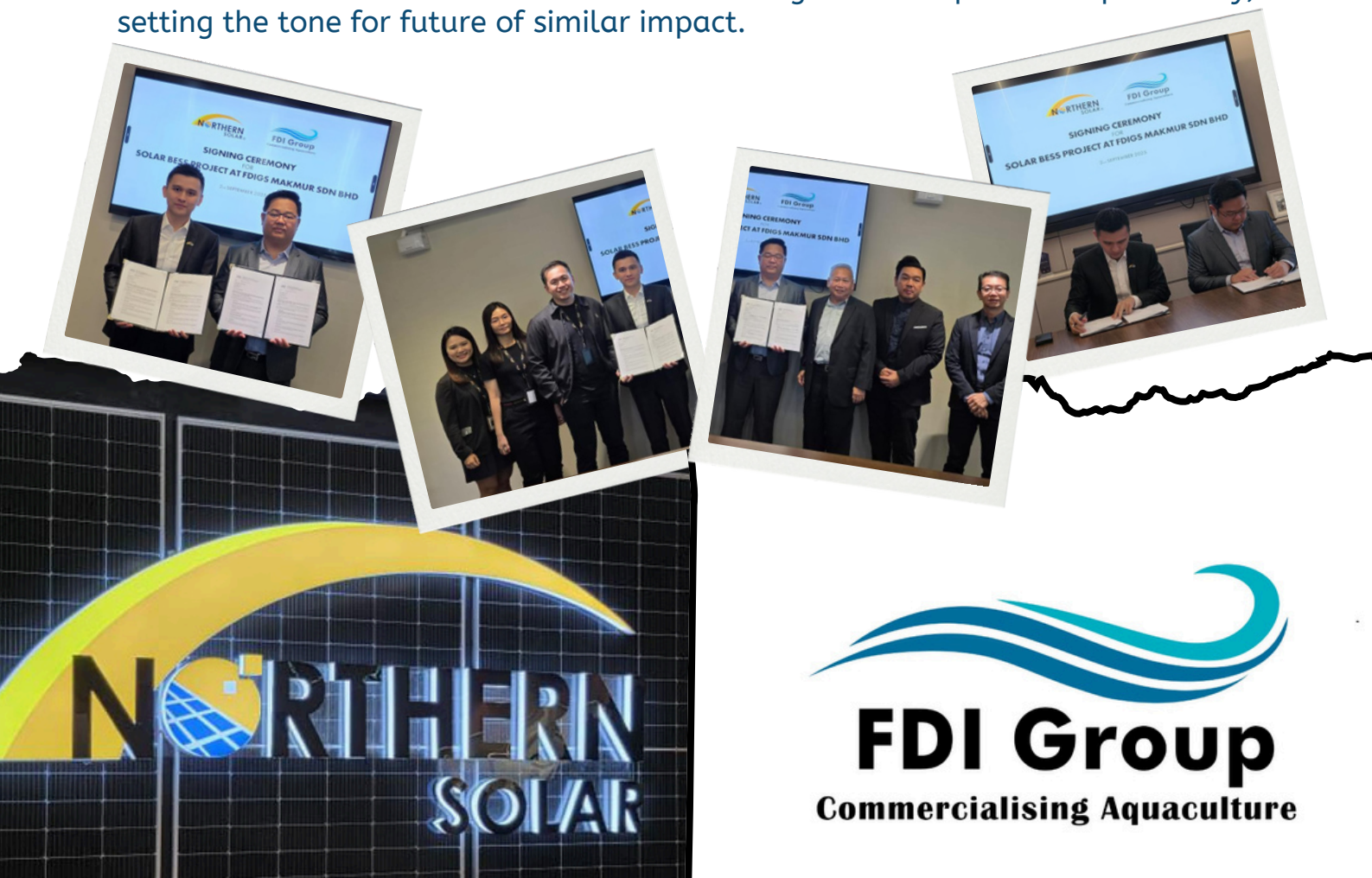
WHAT WENT WELL?

Major Milestone - Solar BESS Project Signing Ceremony

On 2nd September 2025, FDI Group reached a major milestone with the signing of a **RM20.5 million Solar BESS Project agreement with Northern Solar**. This initiative marks a decisive step forward in our long-term sustainability roadmap, reflecting our commitment to building resilient, future-ready aquaculture operations. The integration of a solar-based battery energy storage system is designed to **reduce dependency on traditional energy sources, cut operational costs over time, and improve overall energy efficiency across our facilities**.

Beyond the cost savings, the Solar BESS Project is a **powerful statement** of our dedication to **environmental, social, and governance (ESG) principles**. In an era where sustainability is not only an expectation but a requirement, **FDI Group** is positioning itself as a leader in responsible aquaculture practices. The project demonstrates to our stakeholders - customers, regulators, and investors alike - that our growth is underpinned by environmental accountability and innovative solutions.

The significance of this achievement has already attracted wide attention, with prominent coverage in **Business Today, The Edge**, and through **Bursa Malaysia announcement**. This recognition not only reinforces our credibility in the market but also signals strong investor confidence in the Group's strategic direction. It is a milestone that reflects both financial strength and corporate responsibility, setting the tone for future of similar impact.



MEDIA COVERAGE HIGHLIGHT

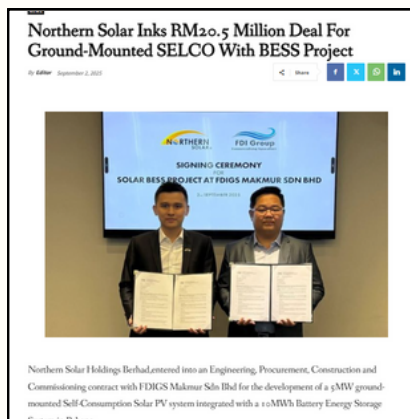
FDI Group's Rm20.5 million Solar BESS Project with Northern Solar has gained significant media attention across Malaysia. Below are key publications covering this milestone agreement.



 Read more at: [9 Shares](#)




 Read more at: [Focus Malaysia](#)



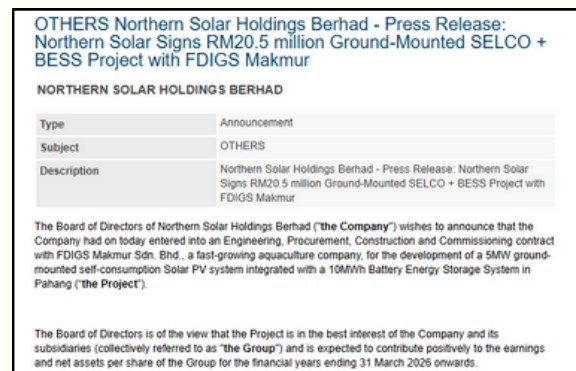
 Read more at: [Business Today](#)



 Read more at: [The Edge Malaysia](#)



 Read more at: [DagangNews.com](#)



 Read more at: [Bursa Malaysia](#)

A Word from the CEO



The signing of the **RM20,500,000 million Solar BESS Project** with **Northern Solar** is a defining moment for **FDI Group**. This project goes beyond cost efficiency - **it represents our unwavering commitment to sustainability and innovation**. As an energy-intensive industry, aquaculture must adapt to new realities, and this partnership ensures that we **remain competitive while contributing positively to the environment**. By embracing renewable energy storage, we are laying the foundation for a future that is both resilient and responsible.

Our **growth journey** is not measured only in financial returns but also in the value we create for **stakeholders, communities, and the environment**. This milestone demonstrates that the **FDI Group** is ready to lead by example, **integrating ESG principles** into every level of our operations. We see this as the beginning of a broader transformation that will not only strengthen our market position, but also inspire greater confidence in our vision as we move towards our **2026 IPO**. We are proud that this collaboration has garnered strong attention across **Malaysia**, reflecting the significance of our role in driving sustainable progress.

— Mr. Steven Tan,
CEO FDI Group





WHAT WENT WELL?

Export Momentum: Record Orders Secured

Alongside our sustainability milestone, **September** brought another strong highlight: **record-breaking export momentum**. For the months of **September and October**, orders have been fully secured, amounting to at least **nine containers of premium Black Tiger Prawn**. This accomplishment reflects the strength of international demand and the confidence that overseas buyers place in **FDI Group** as a **trusted supplier** of quality seafood.

The demand surge has been particularly notable in key **Asian markets** including **China, Taiwan, Korea** and **Hong Kong**. **Buyers** in these regions **continue to submit inquiries and quotations** at an accelerated pace underlining the appeal of our products in competitive global markets. This is not merely transactional business – it represents a growing recognition of the **FDI brand** as synonymous with **consistency, quality, and reliability**.

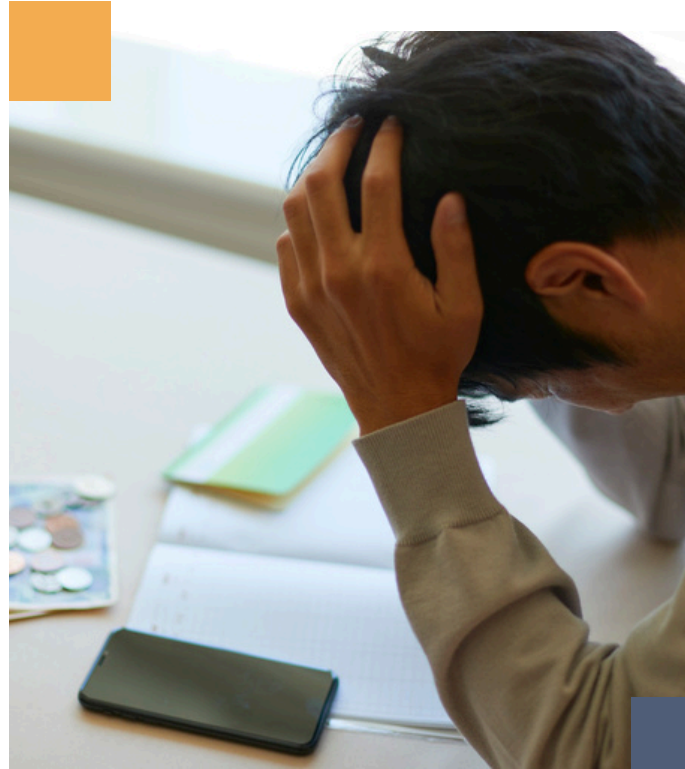


Looking ahead, we anticipate this momentum will carry through until **Chinese New Year 2026**, a **peak season for seafood consumption**. This provides **FDI Group** with a strong and stable growth pipeline, ensuring predictable revenue and operational planning. More importantly, it positions us to deepen our footprint in markets where premium seafood demand is rising sharply, reinforcing our long-term export strategy and strengthening our international presence.

CHALLENGE:

CASH FLOW PRESSURE AMID EXPORT TRANSITION

As **FDI Group** gradually shifts its focus from local sales to a stronger emphasis on exports, the company has experienced a notable improvement in **profit margins**, estimated at around **10 - 15%**. This positive development demonstrates the long-term sustainability and competitiveness of an export-driven model. However, the **transition** also brings with it immediate **financial challenges**. The **main challenge** is it creates **6-8 week cash flow gap** that arises between the time products are shipped and when payment is received from international buyers. This gap, while temporary, creates strain on financial planning and puts added pressure on the company's operational flexibility.



Managing this gap requires careful coordination, particularly for the **finance** and **operations** teams who must strike a balance between covering daily operational costs and meeting the requirements of fulfilling new export contracts. The challenge is compounded by the scale of export commitments, which **demand higher upfront resource allocation**, including **raw materials**, **packaging**, **logistics**, and **compliance expenses**. If not addressed strategically, such a cash flow gap could affect short-term stability, even as the long-term growth outlook remains highly promising.

SOLUTION

STRENGTHENING FINANCIAL RESILIENCE

To address the cash flow gap, **FDI Group** has **proactively engaged** with **several banking partners** to secure financial support that ensures business continuity. These **banks** are closely **reviewing our requirements** and **working alongside us to structure financing solutions** that match our operational needs. This **strong collaboration** reflects the confidence that financial institutions have in our growth direction and long-term strategy. By building these partnerships, **FDI Group** is not only addressing short-term challenges but also laying the foundation for more sustainable financial management in the future.

In the immediate term, a **RM650,000** loan has already been secured from one of our subsidiaries, providing quick relief to ongoing operations. On top of this, an additional **RM5,500,000 million** loan is expected to be approved by **30th September 2025**. Together, these **financing arrangements** will significantly **ease current cash flow pressures**, allowing operations to run smoothly without interruption. More importantly, they reinforce **FDI Group's resilience** and **readiness** to scale its export business while maintaining financial stability. With this strong backing, we remain confident in navigating short-term gaps while pursuing long-term growth opportunities.



*September marks a turning point - while **cash flow** remains our **biggest challenge**, we are actively addressing it with the support of our banking partners. At the same time, international demand and retail expansion continue to place us on a stronger, accelerated growth path towards our **2026 IPO journey**. As with every challenge, there also lies an opportunity, and it is through resilience and unity that we will transform these trials into lasting success."*

- Mr. Steven Tan, CEO FDI Group



WHAT'S NEXT?

DRIVING RETAIL AND EXPORT GROWTH

FDI Group is entering the next phase of growth with a strong emphasis on retail marketing expansion. Our new insurance coverage and retail credit programme have already gained significant traction, giving customers more confidence and flexibility in their purchases.

Applications and new customer accounts have surged to a **record high**, reflecting the strong response and demand for this initiative. This **growth** demonstrates that the programme is not only filling a gap but also unlocking new opportunities in the retail segment.

With time to mature and stabilise, the initiative is projected to **increase retail revenue by 20-25%** on a monthly basis starting **October 2025**. This provides a stronger financial base for the company while also strengthening customer loyalty and long-term engagement.

On the international front, **FDI Group** will continue to build momentum by capturing **peak demand** in **Asian markets**. In the coming months, particular focus will be placed on preparing for the **Chinese New Year period**, which represents one of the highest demand cycles in the year.

To succeed in this space, the strategy will concentrate on ensuring **consistent supply readiness** and delivering at scale while **protecting our premium brand positioning**. This will reinforce **FDI Group's reputation** as a reliable exporter and help secure long-term partnerships in high-value markets. Together, these initiatives — both in **retail** and **international exports** — represent a significant step toward sustainable **growth** and **stronger market resilience** in the months ahead.



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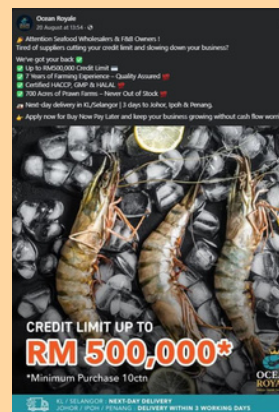
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