



AGM

QUESTIONS & RESPONSES
TO SHAREHOLDERS



CROWN PAINTS KENYA PLC ANNUAL GENERAL MEETING
HELD VIRTUALLY ON 11TH AUGUST 2021 AT 11AM

	NAME	QUESTION	RESPONSE
1.	Alois Chami	Give me light on how you can improve the group business now and the next level of business.	<p>We have a strong strategy in place to improve our sales and brand equity:</p> <ol style="list-style-type: none"> 1. Expansion of our customer base in the region. 2. Continuous innovation to meet our customers' changing tastes and preferences. 3. Digital and brand visibility dominance. 4. Horizontal and vertical tie-ups through diversification and strategic partnerships with organizations with superior technology.
2.	Alois Chami	How do I get my gifts?	For 2021 the organization's main policy is to conserve cash. Due to this we will not give gifts this year.
3.	Shad Moss	Is the company interested in looking at how the share price is going to improve?	The share price is determined by market dynamics which the company has no control over. We therefore cannot guarantee favorable price movement.

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4.	Sammy Sambu	Are there plans to accelerate tenders and online sales in line of the potential lock downs?	We have launched an e-commerce platform, but the market is taking some time to respond. Paint is a product that customers want to touch and feel the different colors before purchasing. As a result, online paint sales have experienced a challenge worldwide. Our strategy however, is to continue promoting digital sales and ecommerce through digital transformations.
5.	Ayoo Michael Odiwuor	With the many cheap paints coming from outside the country are there strategies in place to reduce the cost of production?	Our R&D is constantly reviewing our sources of raw materials to ensure that we get quality materials at cost effective prices.
6.	Alois Chami	With the many cheap paints coming from outside the country are their strategies in place to reduce the cost of production?	The main challenge is the increasing cost of production and the threats of new entrants.
7.	Joseph Mwaura Kanyuthe	When are we going to get the dividends?	After consideration by the Board of Directors, it was found prudent that for strategic reasons, the company would not be proposing any dividends for the year 2020. The company continues to retain its cashflows due to the uncertainty of Covid 19. For now, it is difficult to ascertain when the dividends will be availed until the covid pandemic is contained.