



GDEX BERHAD

4Q22
Investor Presentation

7 March 2023



Mobilising Businesses

IR Adviser





GDEX 2.0

A New Era of Growth

Converging forces and rapid technological disruption shaping businesses of the future... GDEX 2.0 strategy to transform Group into Southeast Asia's preferred logistics ecosystem

GDEX 2.0

- Transformation towards platform-based ecosystem
- Deploying new products and solutions that leverage on existing digital infrastructure
- Investing via M&A in companies and services that complete the value chain
- GDEX aims to become Southeast Asia's preferred logistics ecosystem



Last Mile Convergence Ecosystem

Infrastructure & Real Assets

- Vehicles
- Warehouses
- Sorting Hubs
- Land

Logistics Services

- Express services
- Warehouse fulfillment
- **Last-mile cold chain**
- Forwarding
- Customs clearance

Technology Services

- Digital Platforms
- E-commerce solutions
- **Integrated supply chain**
- **Consulting**
- Data Analytics

Financial Services

- Mobile & e-payment solutions
- Cross Border Remittance
- Financing

Insurance Services

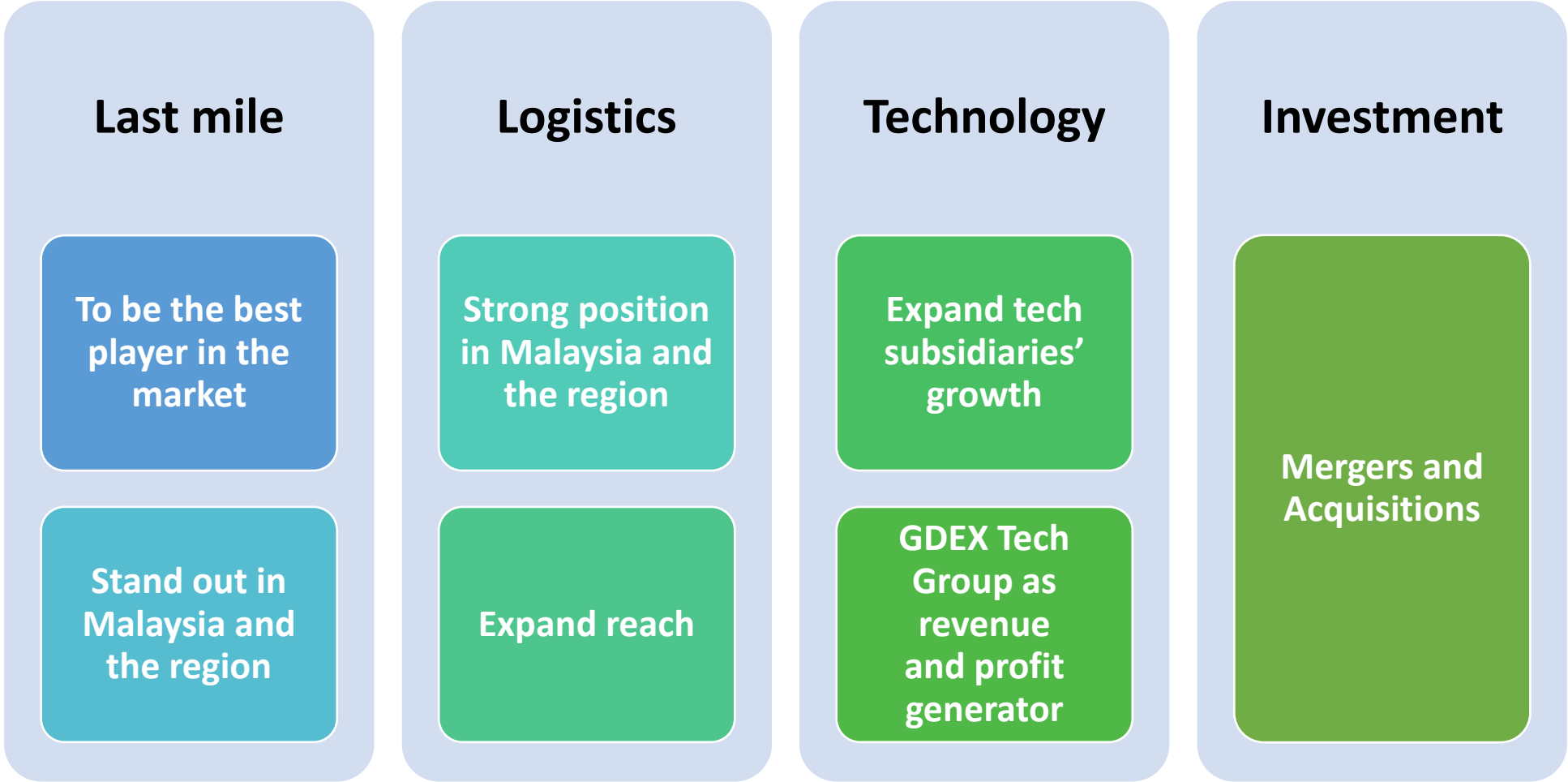
- **Business insurance**
- Cargo insurance
- Product insurance
- Projects insurance
- Health insurance

Distribution Services

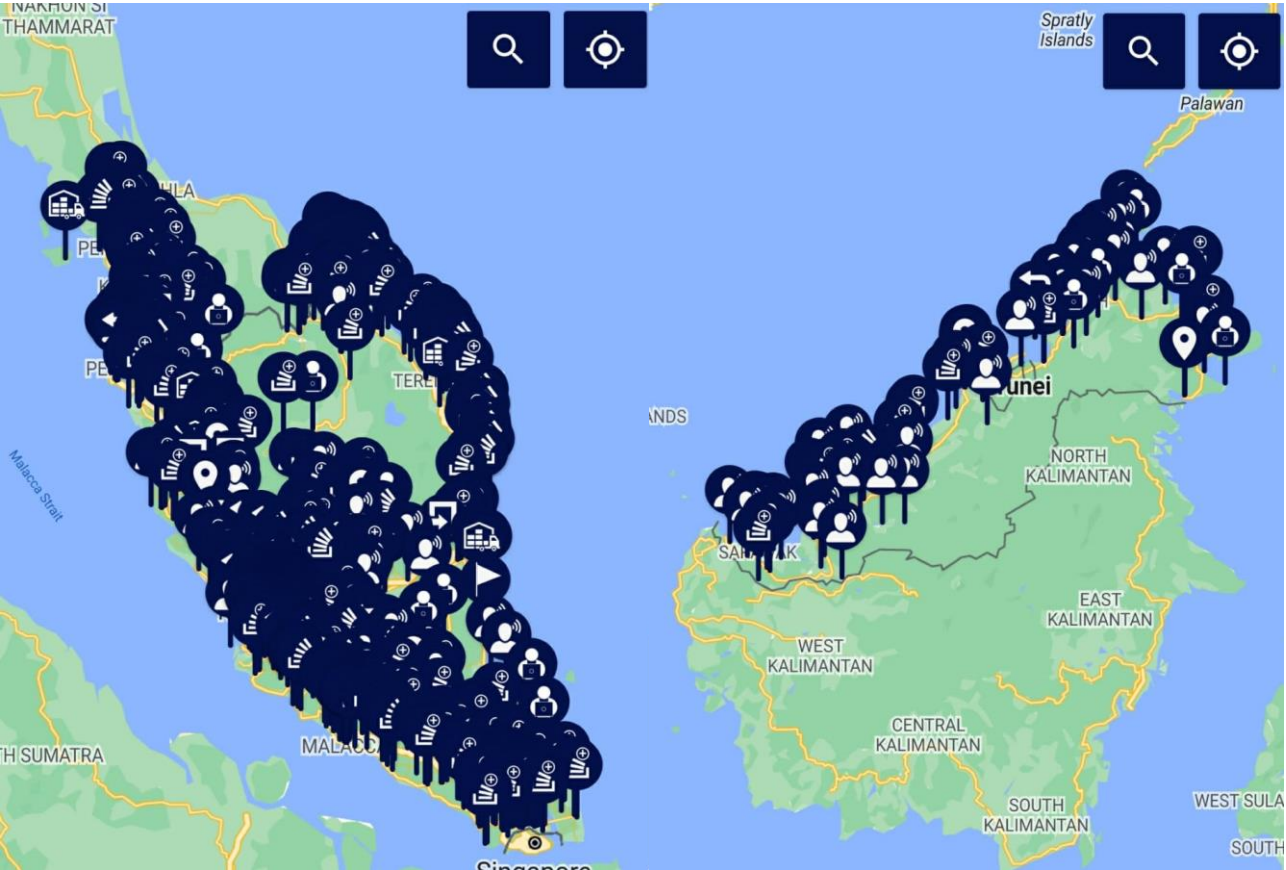
- Consumer goods
- Food & supplements
- Home appliances
- Fashion & apparel

And many more...





GDEX2.0 – Expanding points of presence across the country...



To grow
beyond current
2,182
Points of Presence

GDEX Technology 2.0

- Aspiring and profitable IT companies
- Each with different unique offerings and solutions
- Ability to support one another with contacts and opportunities
- Strengthened logistics ecosystem
- Partnerships with other technology partners
- Cybersecurity
 - Protect GDEX and all subsidiaries and affiliates from cyber attacks
 - Provide confidence to the public, that GDEX is the better choice as a delivery partner as GDEX cares for them and protects their data



**Point of Sales +
Payment Gateway**



SWEETMAG

**Web, Systems &
Enterprise Applications**



Cybersecurity



**Outsource IT
Support &
Developers**

Sweetmag Solutions providing end-to-end design, development and support of e-commerce and corporate website solutions... clients include major brands and retailers



Expertise in developing:

- Corporate and content-based websites
- Customised web solutions
- Mobile apps

Platform enabler of Magento eCommerce, Shopify and Woocommerce

Clients include:



Web Bytes' Xilnex recognized as one of Malaysia's fastest growing solutions...



- Web Bytes's retail cloud POS solutions **Xilnex** recognised as one of Malaysia's Growth Champions of 2023 by Statista
- 5,000 customer brands worldwide with 30,000 deployments and USD2.0 billion in gross merchandise value processed

Acquired 60.0% equity in cybersecurity start-up Anon Security Sdn Bhd in October 2022...



- Anon Security is a provider of artificial intelligence and machine learning cybersecurity solutions
- It is the Managed Security Service Provider and regional distributor for BlackBerry Cylance, DTex, Cyble, Ridge Security, and Stellar Cyber





Recent Developments

GDEX the proud recipients of Best Delivery Award (for Peninsular Malaysia) and Top 3 Best Courier Service in Malaysia Award at the MCMC Star Ratings Award 2021...



- Received **Best Delivery Award** and **Top 3 Courier Service Award** by MCMC, conferred by Minister of Communications and Digital Fahmi Fadzil
- The awards demonstrate dedication of GDEX employees and our continued emphasis on reliable customer service
- MCMC is the regulatory body for the express delivery and logistics industry in Malaysia

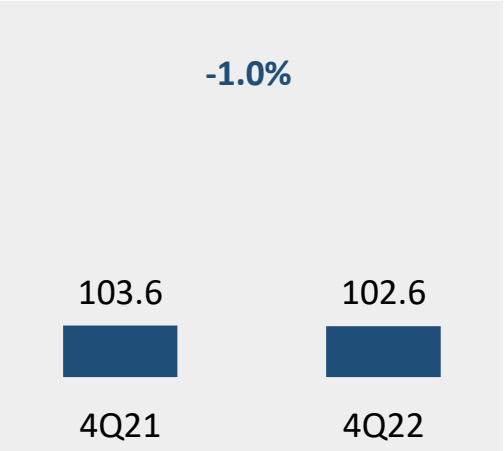
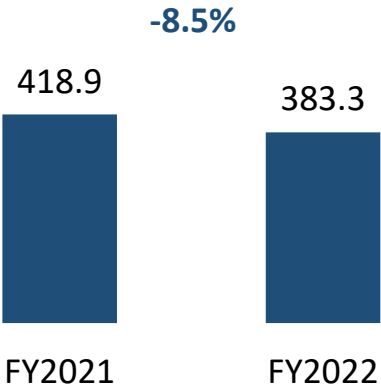


Financial Highlights

Group 4Q22 revenue maintained above RM100 million despite aggressive competition... implementing new products and services and optimising costs toward profitability

Group Revenue

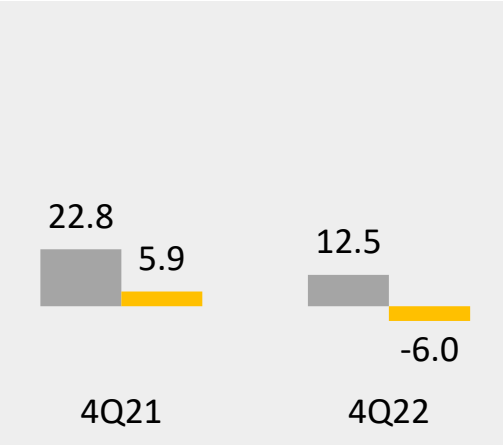
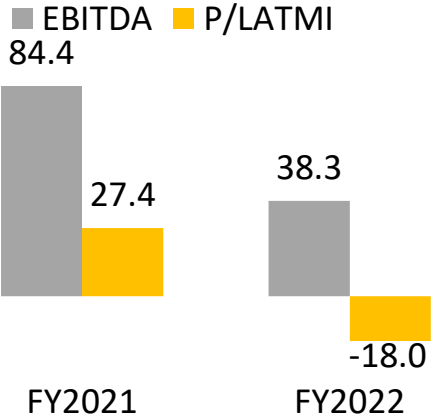
RM (mil)



- 4Q22 saw marginal revenue dip; courier services faced lower demand from online business activities and stiff competition from aggressive pricing practices

Group EBITDA & P/LATMI

RM (mil)



- Net loss on lower demand and stiff competition from aggressive pricing practices; increased IT operating expenses, hub maintenance and operating costs
- The Group will focus on cost optimization and operational efficiency, products and services differentiation for growth

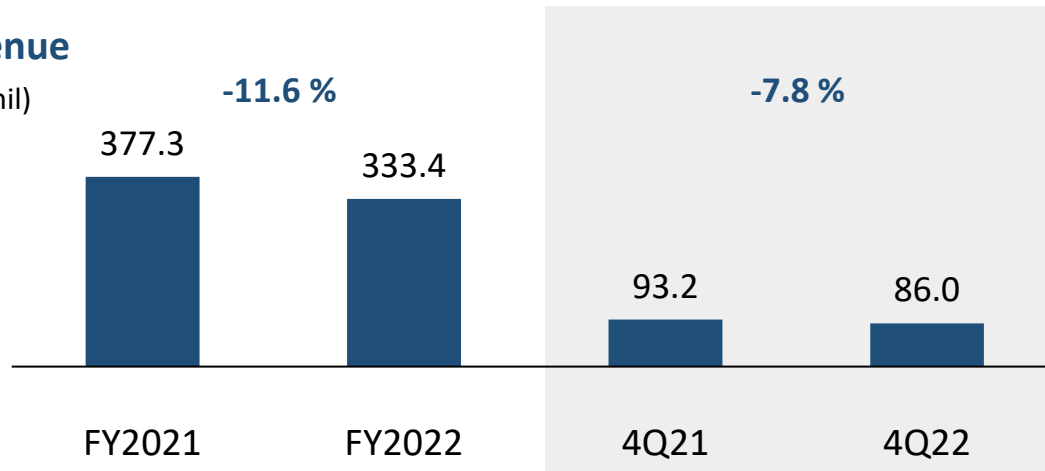


Express deliveries in Malaysia facing challenges but 4Q22 saw improvements Q-o-Q...

Express Delivery

Revenue

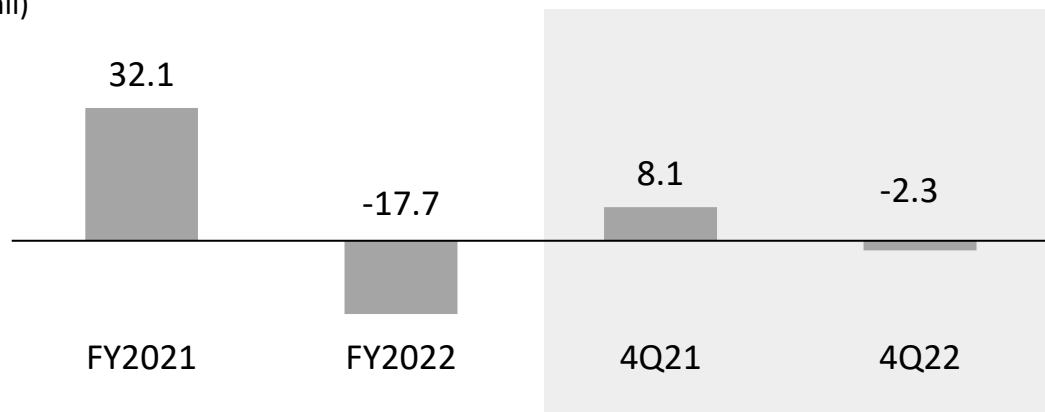
RM (mil)



- Adverse impact from “masking” where e-commerce merchants on major e-commerce platforms in Malaysia are unable to choose preferred courier providers
- Strong performance by Vietnam subsidiary Netco Post, with FY2022 revenue increasing 13.6% from FY2021

Segment Profit/Loss

RM (mil)



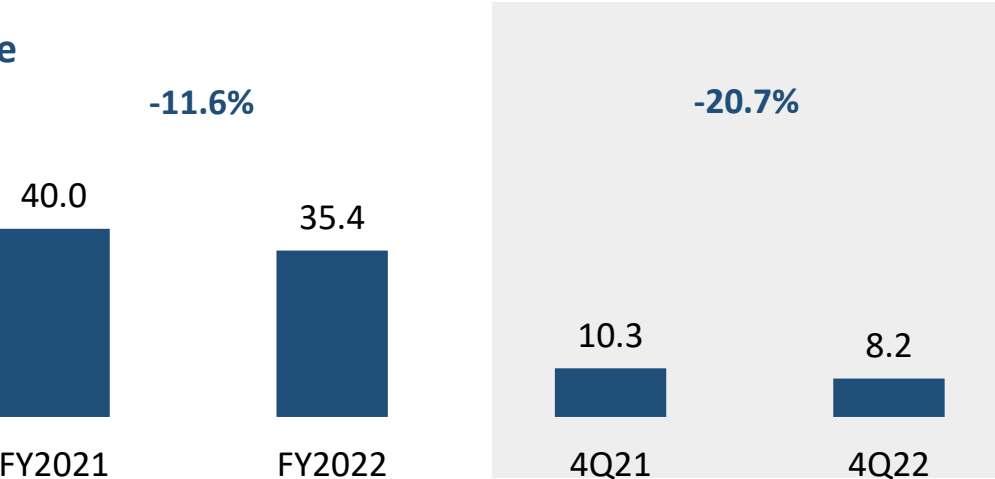
- Registered loss due to higher operating costs

Logistics segment faced lower demand in online business and slower business of warehousing customers... seeing business expansion opportunities from new customers

Logistics

Revenue

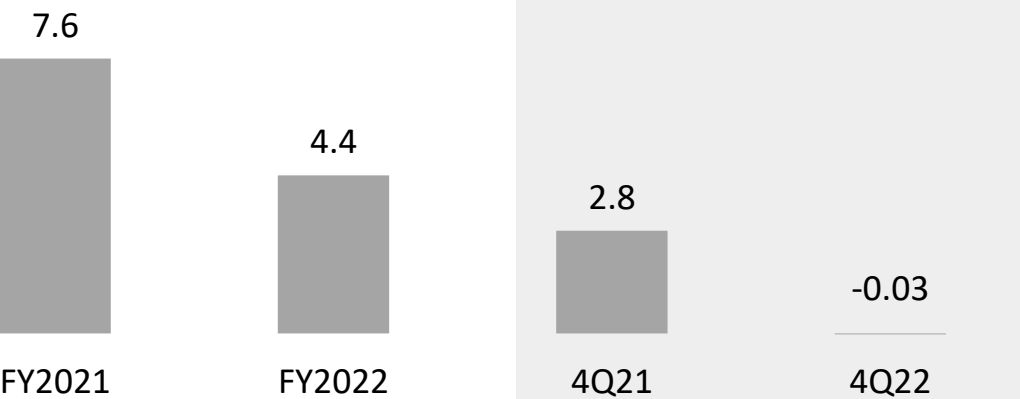
RM (mil)



- Revenue declined due to low demand in online business activities after resumption of business operations of retail businesses

Segment Profit

RM (mil)



- Profit declined due to slow pace of business activities of warehousing customers, and increase in warehouse maintenance and operating cost including amortisation of right-of-use assets from lease of additional warehouse space for business expansion

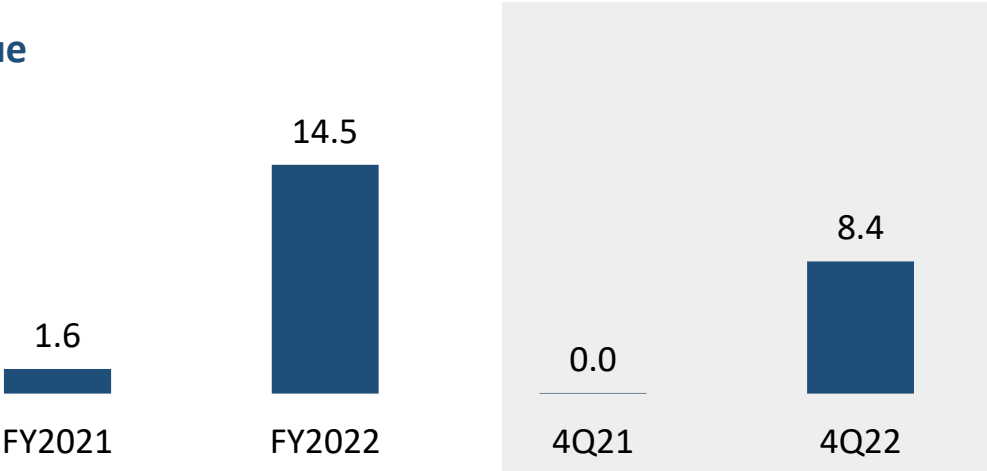


Expanding portfolio of technology and web solutions providers under GDEX2.0 strengthens internal capabilities and offers comprehensive range of solutions to clients...

Others

Revenue

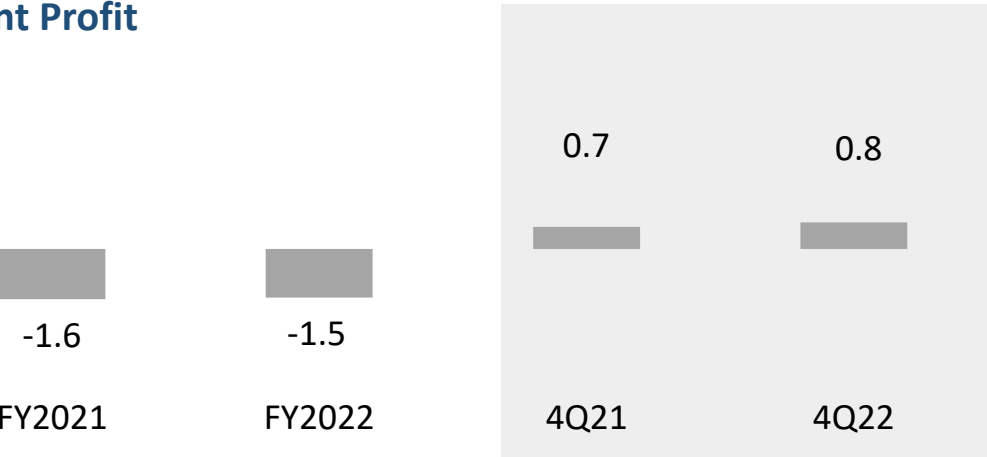
RM (mil)



- Higher revenue driven by information technology businesses, i.e. newly acquired subsidiary companies Sweetmag and Anon Security, and increased stake in Web Bytes

Segment Profit

RM (mil)

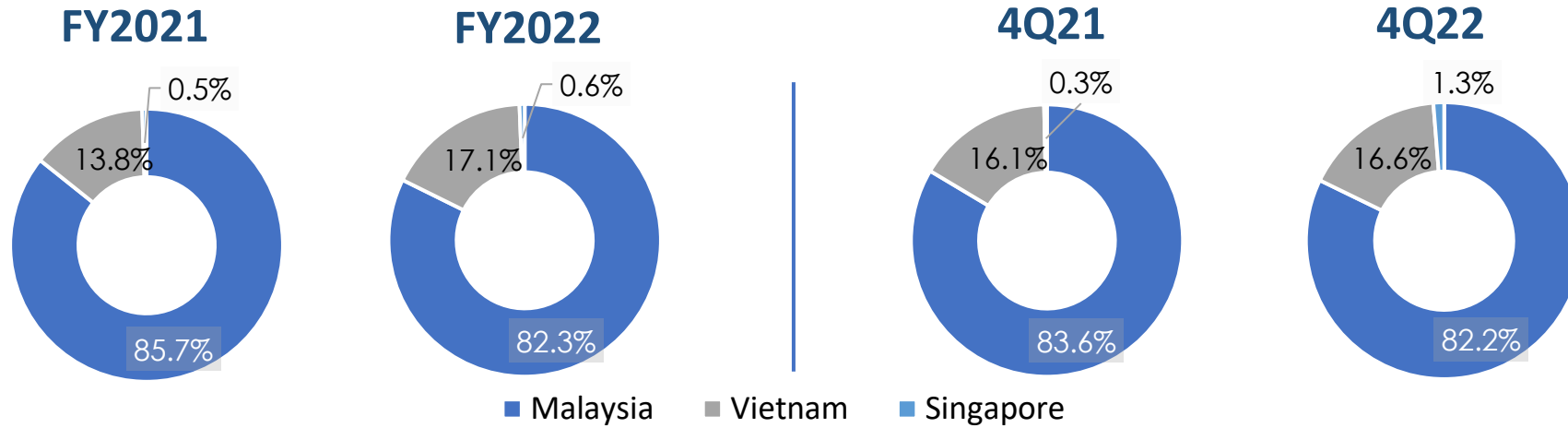


- Marginally higher profit in 4Q22 versus 4Q21, profit driven by earnings from the newly acquired subsidiaries



GDEX's regional footprint in Vietnam and Indonesia continues to grow...

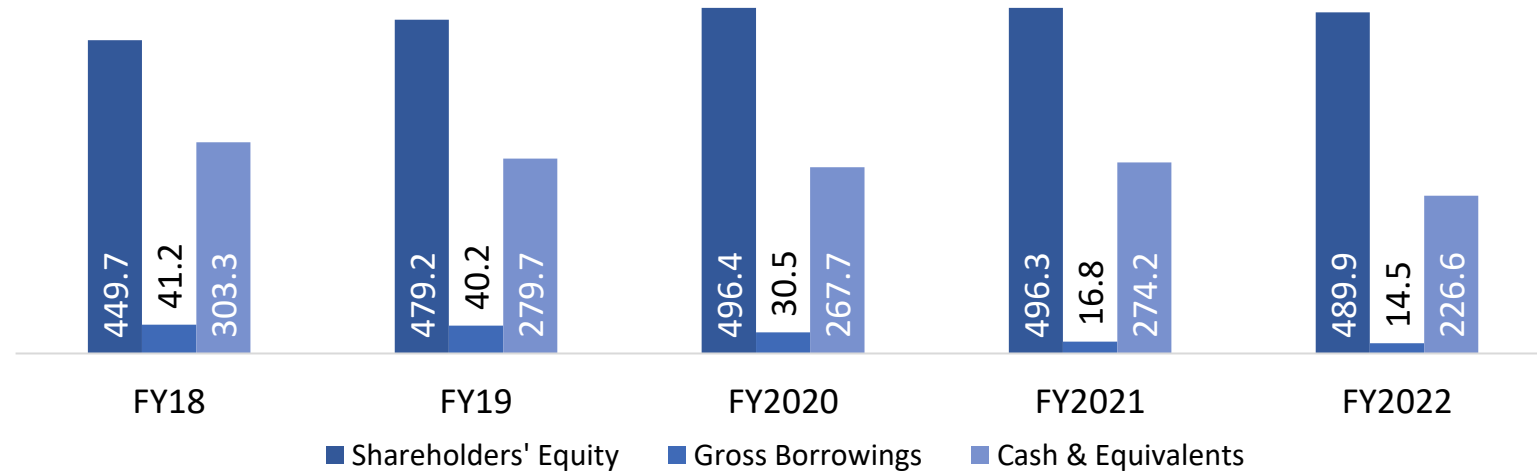
Revenue by Country



| Revenue by Country | FY2021 | FY2022 | YoY | 4Q21 | 4Q22 | YoY |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | RM 'mil | RM 'mil | | RM 'mil | RM 'mil | |
| Malaysia | 359.1 | 315.4 | -12.2% | 86.6 | 84.3 | -2.6% |
| Vietnam | 57.7 | 65.5 | 13.6% | 16.7 | 17.0 | 1.7% |
| Singapore | 2.2 | 2.4 | 8.4% | 0.3 | 1.3 | 306.0% |
| Total (Reported) | 418.9 | 383.3 | -8.5% | 103.6 | 102.6 | -1.0% |
| Indonesia (associate) ^a | 122.6 | - | - | - | - | - |

^a Figures denoted in MYR after conversion from IDR (100 MYR = 350,190 IDR); financial figures for 4Q22 pending publication

Strong balance sheet with net cash position to support organic and M&A growth in Malaysia and regionally...



| | FY18 | FY19 | FY20* | FY21 | FY22 |
|-----------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | RM 'mil | RM 'mil | RM 'mil | RM 'mil | RM 'mil |
| Property, Plant & Equipment | 85.9 | 108.6 | 114.1 | 121.9 | 121.5 |
| Right of Use Assets | - | - | 97.0 | 85.4 | 124.8 |
| Investment in Associates | 5.7 | 29.0 | 35.0 | 41.4 | 32.7 |
| Current Assets | 376.3 | 374.8 | 386.5 | 381.8 | 354.3 |
| Current Liabilities | 37.0 | 49.4 | 81.5 | 76.3 | 72.7 |
| Non-current Liabilities | 31.3 | 27.1 | 78.1 | 65.2 | 102.9 |
| Shareholders' Equity | 449.7 | 479.2 | 496.4 | 496.3 | 489.9 |
| Net Gearing | Net Cash | Net Cash | Net Cash | Net Cash | Net Cash |

*FY20 and prior years ended 30 June



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