



Investor Presentation

GDEX Berhad

March 2024





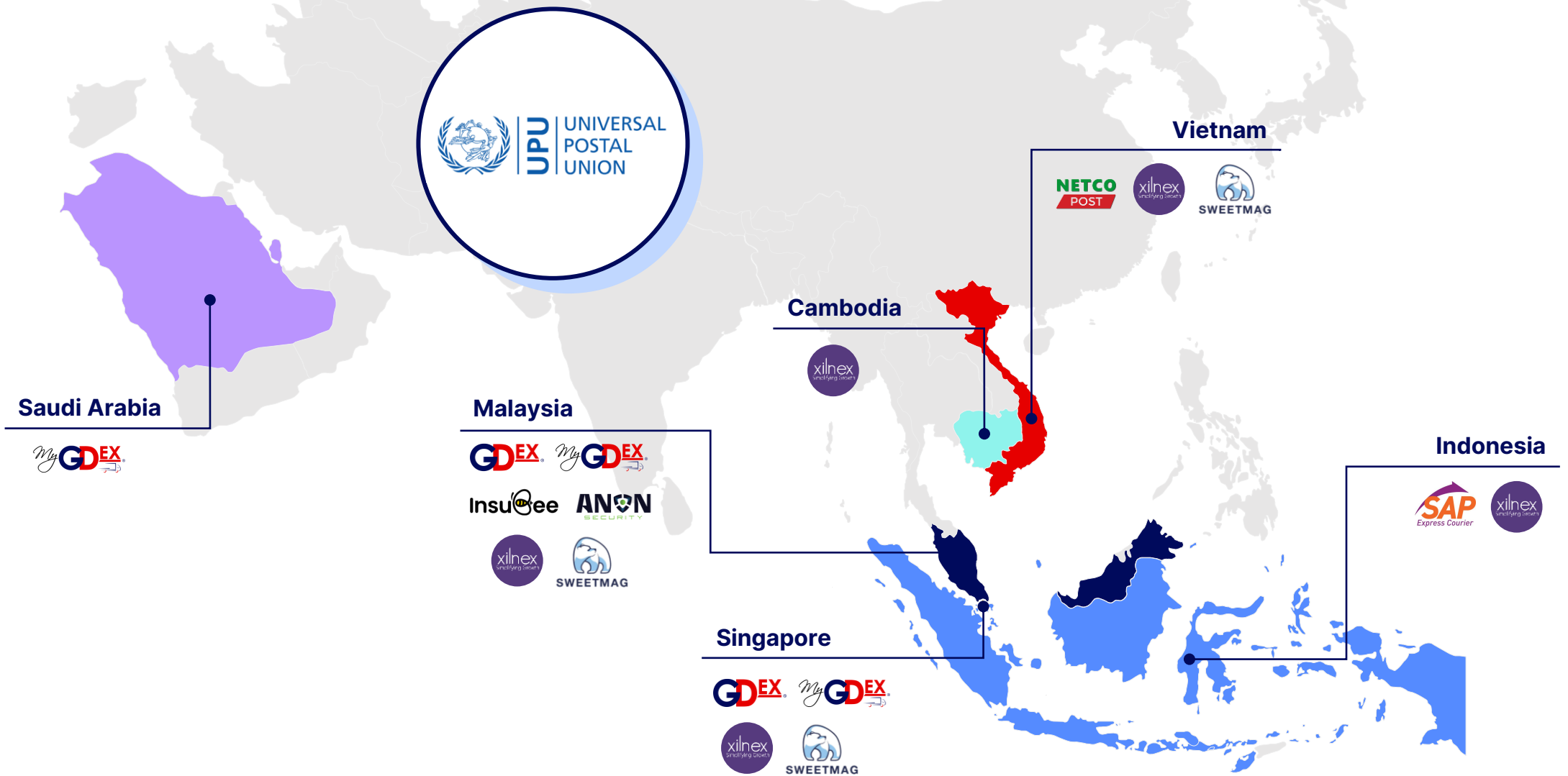
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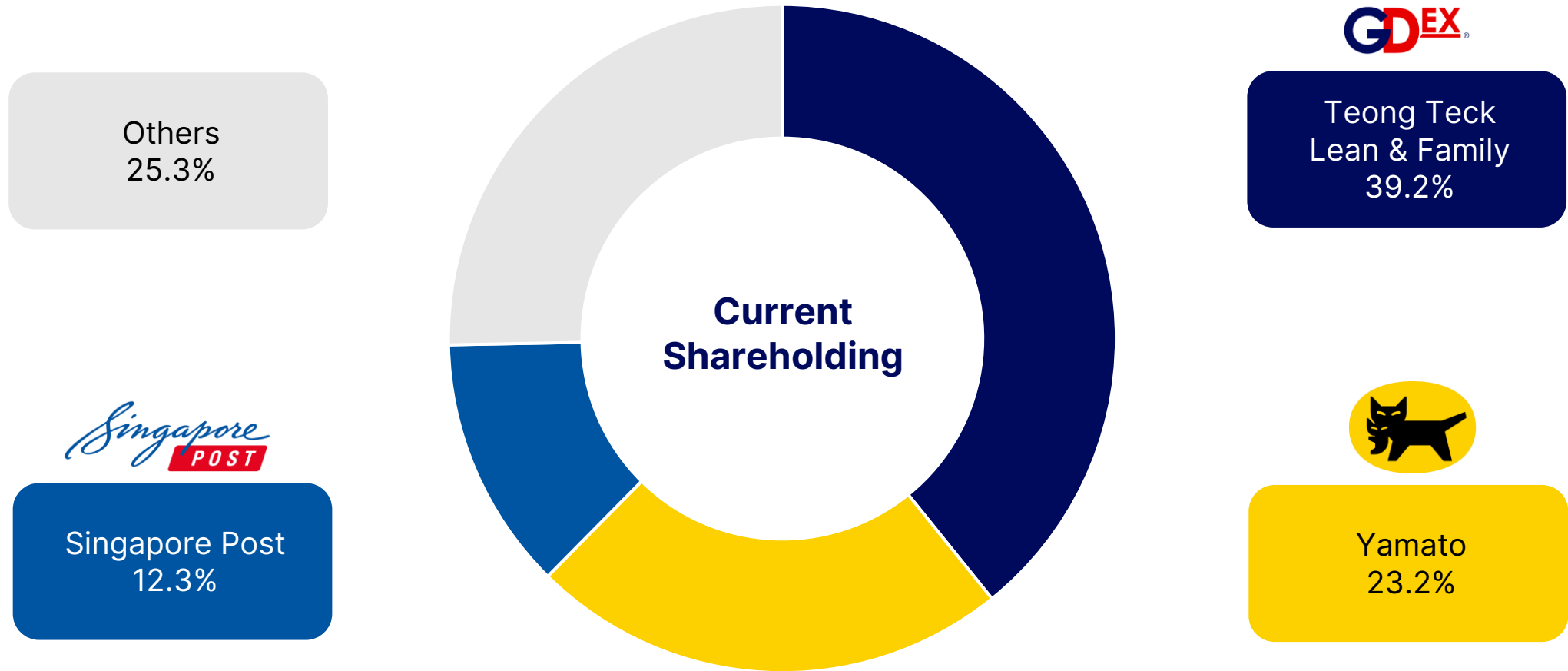
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Our Story – From Malaysia to Global



Major Shareholders





Key Milestones

1997

GD Express Sdn Bhd was established

2000

Teong Teck Lean entered GDEX as major shareholder

Listed on ACE Market of Bursa Malaysia

2007

Set up operations in Singapore

2011

Singapore Post entered GDEX as a substantial shareholder

2013

Transferred to Main Market of Bursa Malaysia

2016

Japan's Yamato Group entered GDEX as the second largest shareholder

Acquired 30% equity stake in Web Bytes

Entered Indonesia via SAP Express with 44.5% equity stake

2019

Entered Vietnam via NETCO with 50% equity stake

2020

Launch of new GDEX Philosophy

Change of name from GD Express Carrier Bhd to GDEX Bhd

2021

Launch of GDEX 2.0 roadmap

2022

Acquired 51% equity stake in Sweetmag

Acquired 60% equity stake in Anon Security

2023

Launch of auto sorting hub

GDEX 2.0 – A Platform-Based Ecosystem

COMPLETE SOLUTIONS – *Mobilising Businesses*

Logistics



Logistics Service



Warehousing and Fulfilment Service



Technology



Digital Shipping Platform



Cybersecurity Solutions



Smart Retail & POS System



Web & Enterprise Solutions



Online Insurance Platform

Supported by 230 IT employees

Business Synergies

Logistics Business Units



Express Delivery

Domestic and international express delivery

Cross-border freight forwarding by air, land, and sea



Warehousing and Fulfilment Service

Storage, inventory management, order fulfilment, pick and pack, labeling, and distribution solutions



Logistics Service

Specialising in heavy and bulky items

Domestic and international express delivery services, cash-on-delivery, and warehousing services



Logistics Service

Principally serves the financial industry

Includes cash-on-delivery, warehousing and fulfilment services

Technology Business Units

100%



Digital Shipping Platform

- Self-print consignment notes
- Lodge-in shipments at any GDEX network point
- Arrange for shipment pick-up at doorstep
- Real-time delivery updates

60%



Cybersecurity Solutions

- Provide consultation on cybersecurity, conduct maturity assessment and launch cybersecurity incident response
- Regional distributor for BlackBerry Cylance, DTex, Cyble, Ridge Security and Stellar Cyber

38%



Smart Retail & POS System

- Cloud-based Point-of-Sales (POS)
- Optimize processes and gain insightful data on customers and retail performance
- Serves 8,000 outlets across SEA

51%



Web & Enterprise Solutions

- Web design, platform development, advance digital marketing
- Integration with major eCommerce enablers (e.g. Adobe Commerce, Magento eCommerce, Shopify, Woocommerce)

100%



Online Insurance Platform

- A range of insurance solutions
- Simplify insurance purchase
- Collaboration with Tokio Marine, MSIG and Allianz

GDEX's Equity Stake

Our Institutional Partners



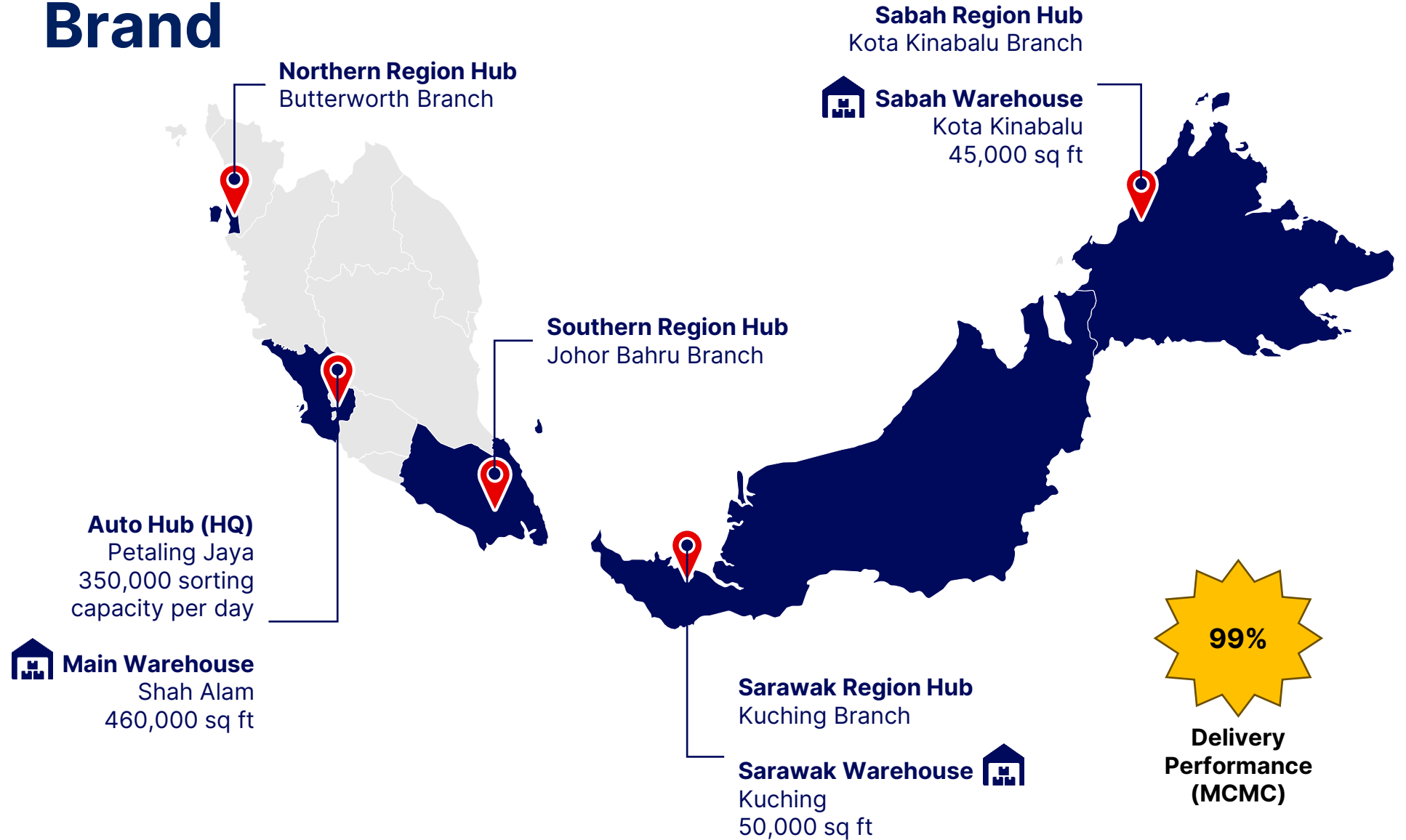


Malaysia – Express Delivery under GDEX Brand

4,700
Network points

1,423
Vehicles

3,457
Employees





Malaysia – Logistics (Warehousing & Fulfilment)

555k sq ft

Warehouse space

**Ambient
Storage**

34,500 pallets

**Target
SMEs**

Sales strategy

**New
Customers**

Onboarding in 2024



Vietnam Operations – NETCO (50% stake)

NETCO
POST

Top 5

Express delivery
player in Vietnam

4

Central Hubs

42

Branches and
Sub-Branches

187

Vehicles

936

Employees

Introducing more

**B2B &
B2C**

Services

RM 62.6m

(VND 326.8b)

FY2023 Revenue

RM 8.8m

(VND 45.9b)

FY2023 Net Loss

GDEX's share of loss: RM 4.4m

Improving operational efficiency, customer service quality and technological upgrades

Indonesia Operations – SAPX (44.5% associate stake)



No. 1

COD delivery
player in Indonesia

230

Branches

>13,000

Retail counters

>3,950

Total Fleet

2,662

Partners

>6,080

Employees

80k sqft

Warehouse space

RM

186.4m

(IDR 622.1b)

FY23 Revenue

RM 0.3m

(IDR 1.1b)

FY23 Net Profit

GDEX's share of profit: RM 0.14m

Change in parcel profile that fetch unfavourable pricing and margin

Information Technology – Strategies and Prospects

RM 33.4m

Revenue
(FY23)



- Ramping up reselling services
- Emphasis on human capital and resources

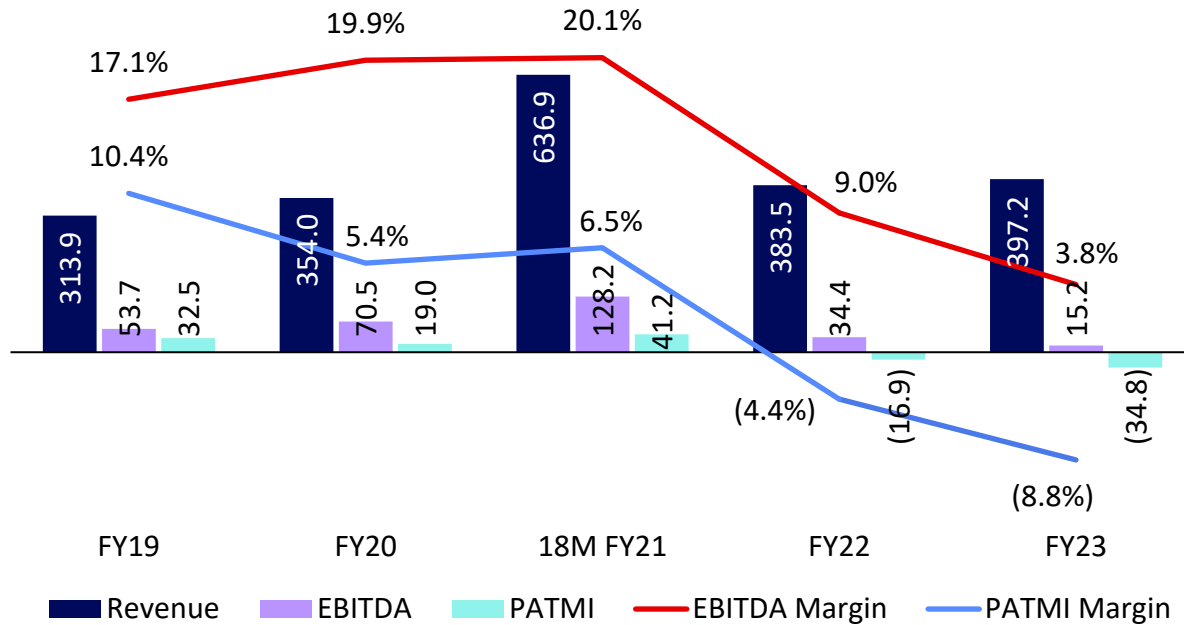


- Upcoming new market in Philippines
- Focusing on R&D
- Expect strong growth

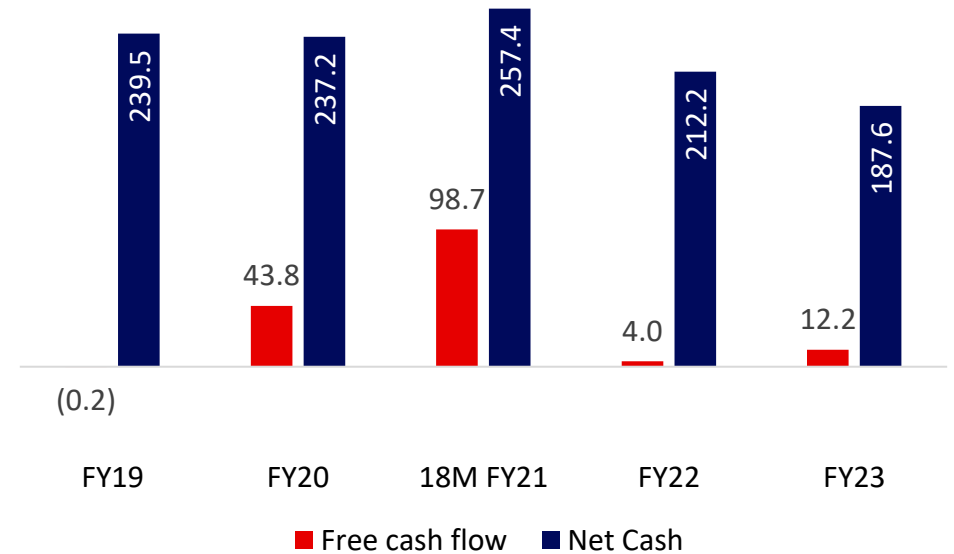


Financials – Positive EBITDA and FCF

Profitability (RM m)



Positive FCF and Net Cash Position (RM m)

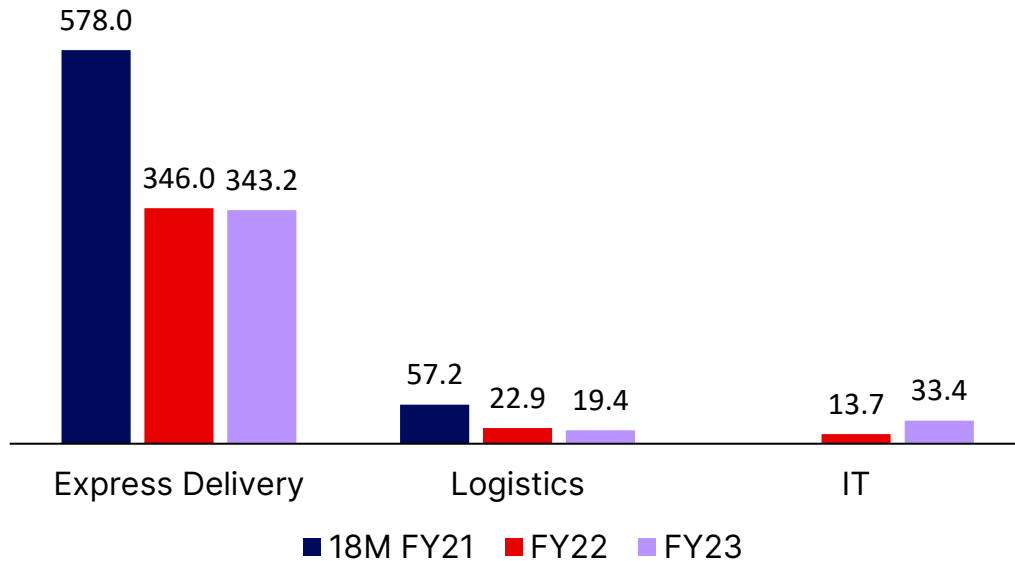


- FY23 Revenue increased YoY due to increase in IT contribution
- FY23 LATMI widened YoY, mainly attributed to losses incurred by NETCO and logistics segment

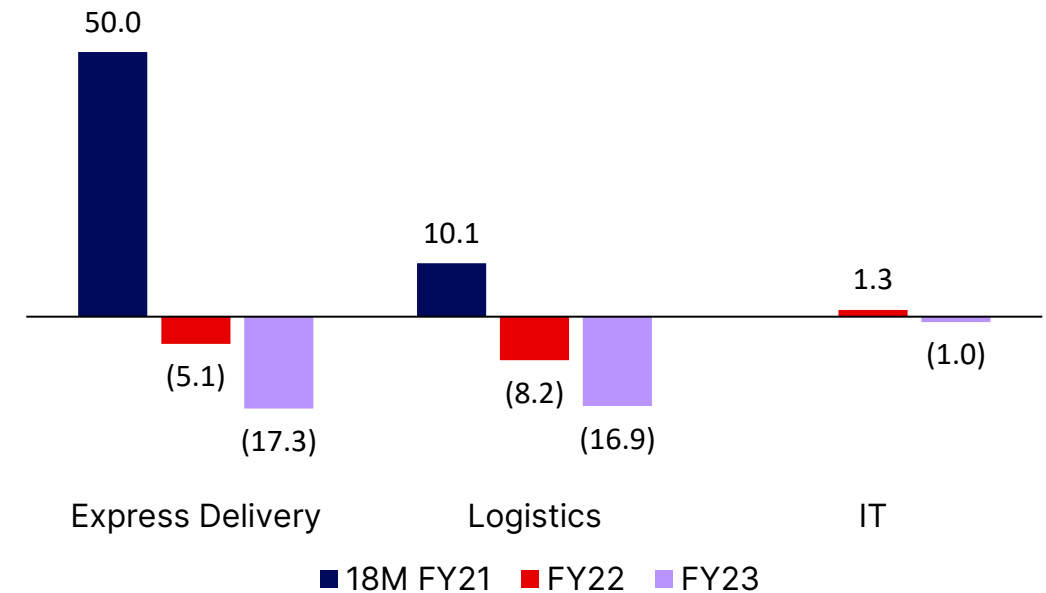
- FCF – Positive FCF despite losses in FY22 and FY23
- Net cash – War chest of RM187.6m for business expansion

Segmental Earnings by Business Division

Revenue (RM m)



EBIT (RM m)



Express Delivery

- Higher losses YoY in FY23 due to marginal decline in revenue, higher operating cost incurred by NETCO and inflationary impact

Logistics

- FY23 Revenue and earnings were weaker YoY owing to a slowdown in online business activities of the existing warehousing customers

IT

- FY23 Revenue jumped 2.4x YoY given the full contribution from new tech subsidiaries which were acquired in 2Q22
- Operating loss was attributable to higher human capital costs



Earnings by Country – Aims to be a Leading Player in ASEAN

Revenue (RM m)	FY22	FY23	YoY	4Q22	4Q23	YoY
Malaysia	315.6	331.3	5.0%	84.5	85.7	1.4%
Vietnam	65.5	62.6	(4.5%)	17.0	16.1	(5.2%)
Singapore	2.4	2.9	24.9%	1.3	0.3	(74.1%)
Total (Reported)	383.5	397.2	3.6%	102.8	102.5	(0.3%)
Indonesia (Associate) ¹	177.2	186.4	5%	42.5	52.0	22.4%

1. The revenue pertains to the entirety of SAPX and not GDEX's portion. Figures denoted in MYR after conversion from IDR (1 MYR = 3,340.06 IDR)

ESG Highlights



Environment



- 127,081 kWh of solar energy generated, savings of 15% per month
- Rolled out recycled plastic flyers

- Replacing old trucks with more fuel-efficient models
- Recycled 28,993 kg of paper
- Launched electric motorcycles



Social

5,584

Staff trained

14

Safety and Health related training

33%

Women representation at Board level

29,368

Training hours

95%

Overall customer satisfaction score



91

Completed Level 3 Malaysian Skills Certificate

9

Diploma (Level 4) Graduates

19%

Women in GDEX workforce



Economic/Governance

- Commenced automated sorting hub
- Deployed iFleet Management System to improve fleet efficiency
- Deployed advanced AI and Machine Learning-powered cybersecurity solutions
- ISO 37001:2016 Anti-Bribery Management System
- 0 cases of corruption



THANK YOU

