



GDEX Berhad [200301028159 (630579-A)]

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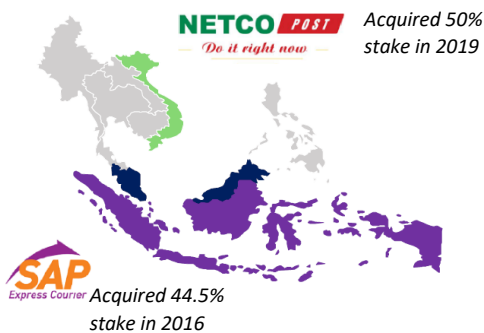
Corporate Website: <http://www.gdexpress.com/>

Bursa Code: 0078
Bloomberg: GDX:MK
Reuters: GDEX.KL

BUSINESS OVERVIEW

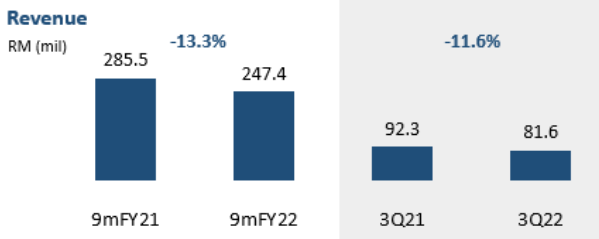
GDEX Berhad is a leading domestic and international express delivery services provider in Malaysia. GDEX also has an increasing presence in Southeast Asia, with operations in Singapore, Indonesia (SAP Express), and Vietnam (Netco Post). Supported by a workforce of over 10,000 employees and fleet size of over 6,000 vehicles, the Group provides comprehensive solutions encompassing:

- Next day express courier service
- Customised delivery solutions
- International shipping
- Digitised shipping platform
- Warehouse fulfilment

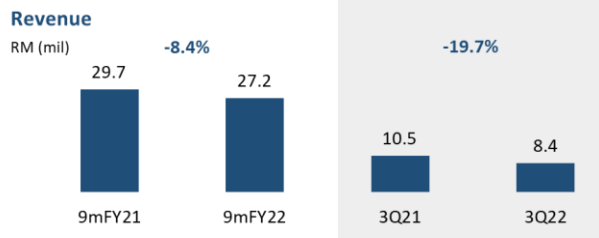


REVENUE BY SEGMENTATION

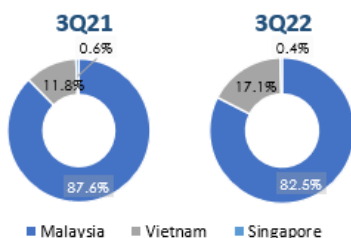
Express Delivery



Logistics

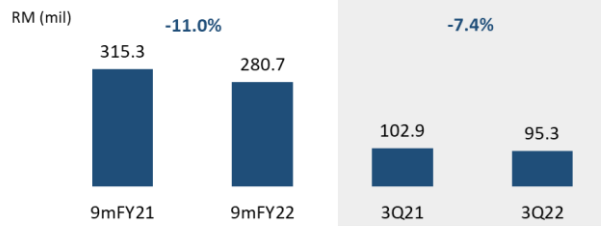


REVENUE BY COUNTRY

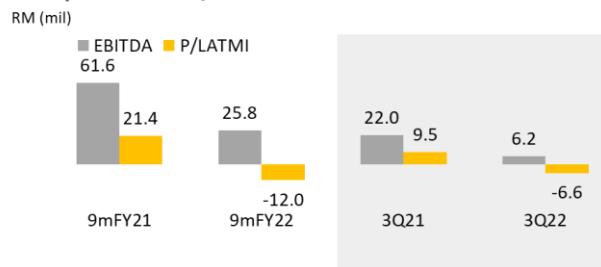


FINANCIAL PERFORMANCE

Group Revenue



Group EBITDA & P/LATMI



GDEX's 3Q22 revenue declined 7.4% yoy due to stiff competition, weak market sentiment, and lower demand for online businesses as physical retail activity resumed. The market challenges and higher operating costs led to a net loss of RM6.6m in 3Q22 (3Q21: PATMI of RM9.5m).

The Group is undertaking cost optimisation such as reduced discretionary spending, and enhancing operating efficiency. The Group is also implementing new products and services to drive growth, as well as expecting to benefit from increased warehousing services activity from new customers and year-end consumer spending in 4Q22.

GROWTH STRATEGIES - CREATING GDEX 2.0

- ❖ To accelerate growth via multi-pronged strategies, ranging from M&As and collaborations to in-house innovations
- ❖ To invest in digital innovation and technology capabilities that complement Group's digital offerings and ecosystem
- ❖ To expand GDEX2.0 ecosystem of converged solutions and services that are customer-centric and digitally-forward; including other forms of complementary services (e.g. technology, insurance, financial services) through acquisitions/partnerships
- ❖ To build stronger intra-ASEAN ecosystem through greater integration of regional operations
- ❖ To leverage on process engineering capabilities to streamline operating processes for enhanced profitability

INVESTMENT MERITS

- ❖ **Growing market player in its space**, prominent homegrown express delivery services provider with increasing Southeast Asia presence
- ❖ **Proven track record** of successful growth via organic expansions and strategic acquisitions
- ❖ Core competencies in **digital innovation**, spanning technology deployment, systems integration, and digital services
- ❖ Experience in **process engineering** for scale, growth, and profitability
- ❖ Long term vision to become **digital company** with platform-based last mile ecosystem, to thrive in **era of convergence**

Investor relations contact:

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