

# Every Human Must Thrive With Life-Improving Digital Innovations

---

## Financial & Operational Performance

Quarterly Financial Performance  
For Period Ended 30 September 2020



# Green Packet Business Pillars

## Solution

- Wireless Broadband Devices
- Media Player Device & Platform
- Advanced Fleet Management Platform
- **Silterra Bid**



## Communication

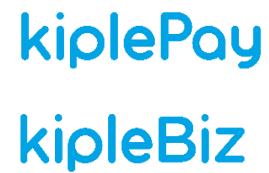
- Wholesale Voice
- Wholesale Data, IDC & Cables
- A2P SMS
- Migrant Digital Services
- Entertainment Platform
- **Hyperscale DC**



## Digital Services

### Fintech

- E-wallet
- Payment Gateway
- Wallet as a Service
- Loyalty & Rewards
- **Xendity Acquisition**
- **Digital Banking License**



### Proptech

- Property Management
- Visitor Management System
- Smart Parking
- Workplace Security



### Cloud

- Managed Services
- Software as a Service (SaaS)
- Platform as a Service (PaaS)
- Infrastructure as a Service (IaaS)



## Strategic Investment

### AI & IOT

- Smart Mobility
- Smart IOT
- Artificial Intelligence
- AI Park Development



28% - G3 Global Bhd

## Simple Investment

### Mobile Network Operator

- 4G Mobile broadband
- Mobile Voice

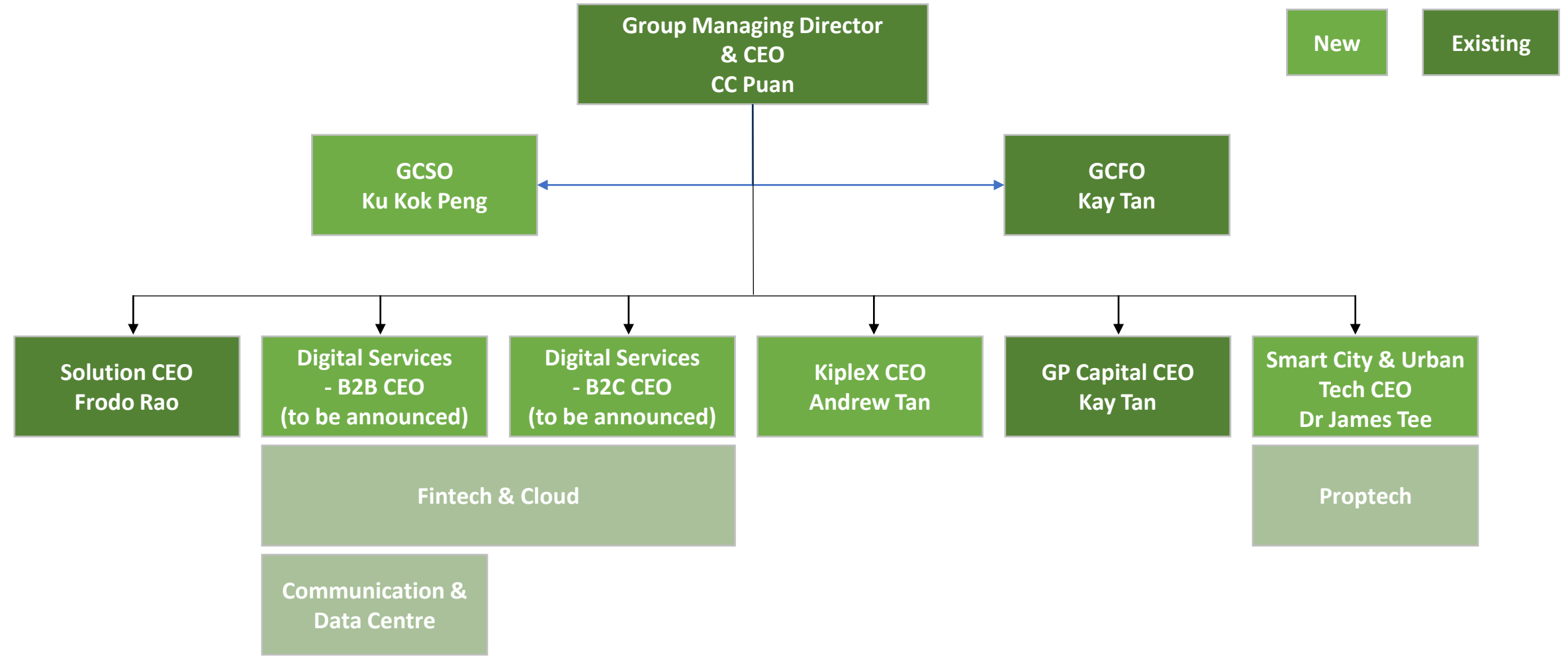
*Disposed in Sept 2020*



Simple Investment – 10.3% fully diluted equity interest

# > New Leadership Structure Supports Pivot to Digital

The Group has made key organisational shifts to position ourselves for success



# Key Achievements in Q3

Important initiatives to position the Group for more success



Turnaround of  
Communication pillar



Completed 1<sup>st</sup> tranche of  
private placement with  
2nd tranche in progress



Mobile Unifi (Webe) eMTN  
settlement reduced gearing  
to near zero



Tencent Cloud

Tencent Cloud's  
partner in Malaysia



Acquisition of Xendity bolsters  
e-KYC solution & strengthen  
digital banking push



G3 Global received LOI  
for AI Park @ TPM

## Key Initiatives Pipeline



Prep for digital banking  
license application



Bid for SilTerra pending  
KNB/GoM decision

The logo for Greenpacket, featuring the word "greenpacket" in a lowercase, sans-serif font. A small green square icon is positioned to the right of the text, partially overlapping the letter 't'.

greenpacket

Connecting Your World

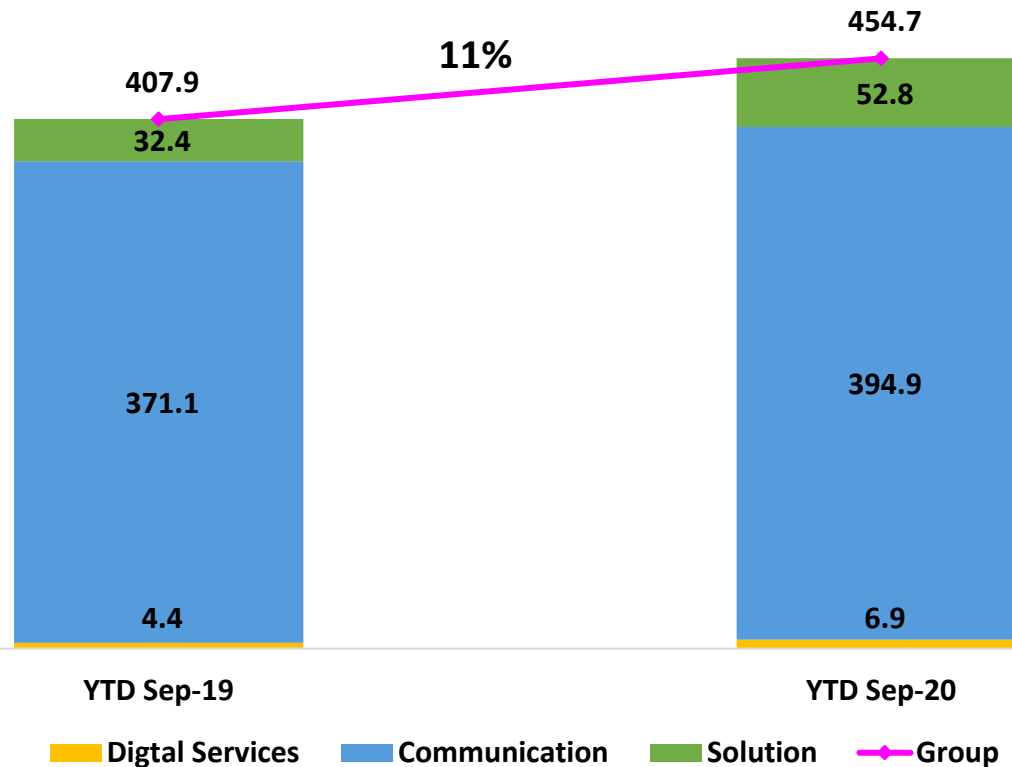
A dark grey horizontal banner containing the title "GROUP FINANCIAL SUMMARY" in white, uppercase, sans-serif font. The background of the entire slide features a low-angle shot of several modern glass skyscrapers against a clear blue sky. A large green arrow points downwards from the right side of the banner. A diagonal grey and white stripe is visible on the left side of the image.

# GROUP FINANCIAL SUMMARY



# Yearly Financial Period Ended Sep 2020

YTD Revenue – Group  
(MYR 'Million)

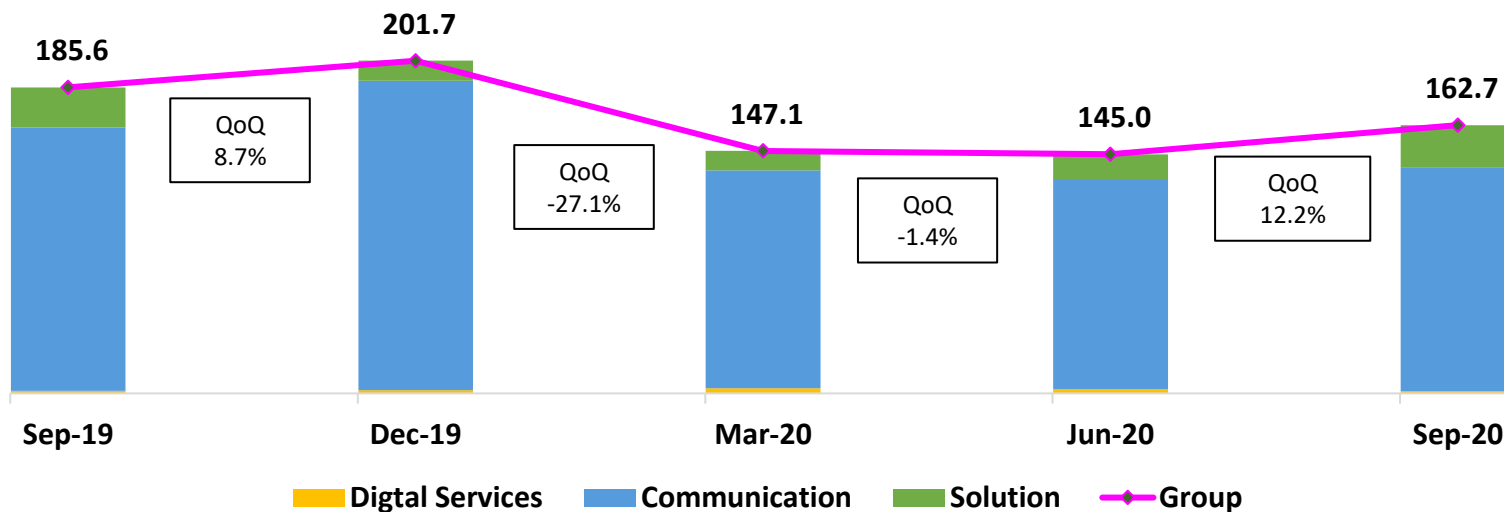


Robust revenue growth YOY for all business pillars

	YTD Sep-19	YTD Sep-20
Digital Services	4.4	6.9
Communication	371.1	394.9
Solution	32.4	52.8
<b>Group</b>	<b>407.9</b>	<b>454.7</b>

# Revenue by Operational Units

Revenue – Group  
(MYR 'Million)



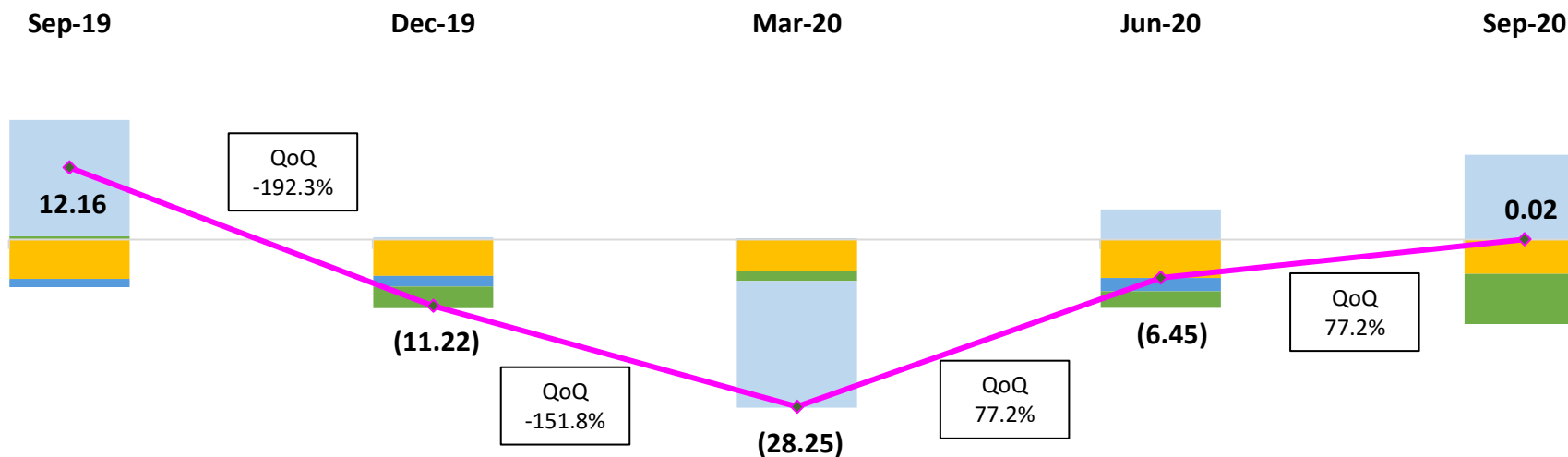
Healthy QoQ revenue recovery post Covid and MCO with China production mostly back to normal.

Quarterly revenue increase of 12%

	Sep-19	Dec-19	Mar-20	Jun-20	Sep-20
Digital Services	1.5	1.9	3.1	2.5	1.4
Communication	159.8	187.8	132.1	127.5	135.4
Solution	24.3	12.1	11.9	15.0	25.9
<b>Group</b>	<b>185.6</b>	<b>201.7</b>	<b>147.1</b>	<b>145.0</b>	<b>162.7</b>

# EBITDA by Operational Units

EBITDA - Group  
(MYR 'Million)



■ Digital Services 
 ■ Communication 
 ■ Solution 
 ■ Non-Solution 
 ◆ Group

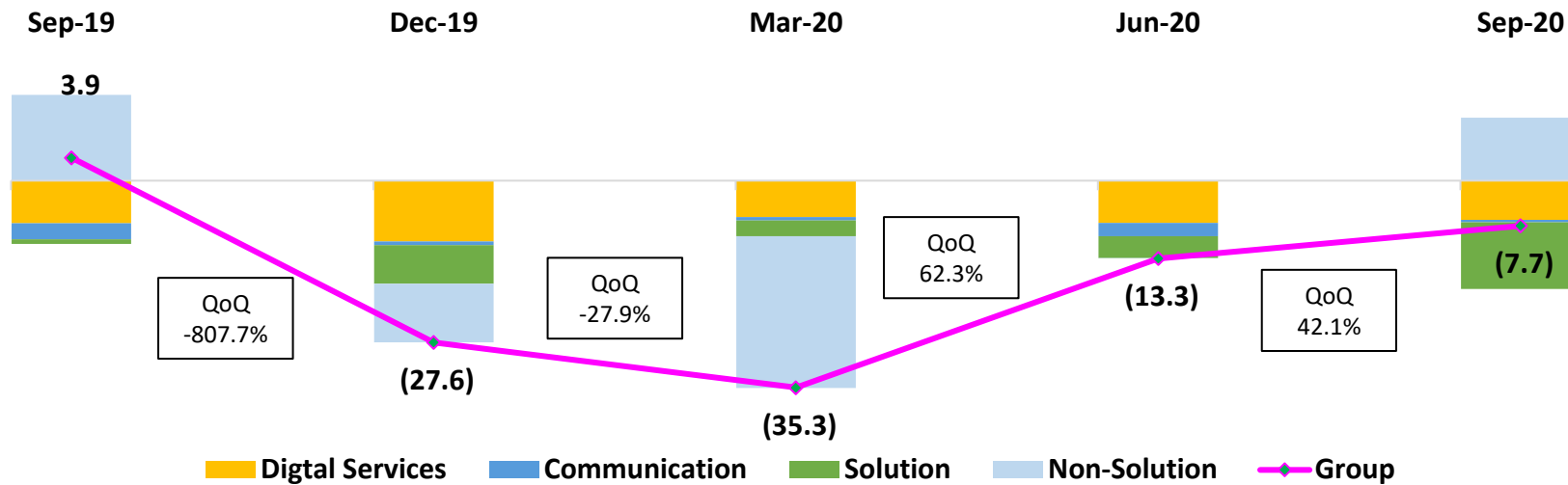
	Sep-19	Dec-19	Mar-20	Jun-20	Sep-20
Digital Services	(6.63)	(6.15)	(5.36)	(6.51)	(5.78)
Communication	(1.40)	(1.81)	0.15	(2.21)	0.06
Solution	0.56	(3.64)	(1.65)	(2.80)	(8.52)
Non-Solution	19.63	0.38	(21.38)	5.07	14.26
<b>Group</b>	<b>12.16</b>	<b>(11.22)</b>	<b>(28.25)</b>	<b>(6.45)</b>	<b>0.02</b>

Improvement at EBITDA level over the last 3 quarters with positive EBITDA achieved in Q3 2020



# PAT by Operational Units

**PAT - Group  
(MYR 'Million)**



	Sep-19	Dec-19	Mar-20	Jun-20	Sep-20
Digital Services	(7.3)	(10.4)	(6.2)	(7.2)	(6.7)
Communication	(2.7)	(0.6)	(0.6)	(2.3)	(0.4)
Solution	(0.8)	(6.6)	(2.7)	(3.7)	(11.4)
Non-Solution	14.6	(10.0)	(25.9)	(0.1)	10.7
<b>Group</b>	<b>3.9</b>	<b>(27.6)</b>	<b>(35.3)</b>	<b>(13.3)</b>	<b>(7.7)</b>

**Narrowing of losses for all pillars. Digital services is still in investment mode. During the MCO, Solution pillar is impacted by higher logistics costs incurred in delivering Set-Top-Box directly to consumers instead of central delivery.**

The logo for Greenpacket, featuring the word "greenpacket" in a lowercase, sans-serif font. A small green square icon is positioned at the top right of the letter "t".

greenpacket

Connecting Your World

A dark grey horizontal banner containing the text "COMMUNICATION BUSINESS" in white, uppercase, sans-serif font.

COMMUNICATION BUSINESS

# BIG WINS IN Q3 2020



## 01

### **Built good relationship with China Unicom**

Secured and completed deal with China Unicom for consecutive 3 months with gross profit of US\$50K+ per month.

---

## 03

### **Secured Starhub project on incremental traffic**

Starhub has committed to send incremental traffic from Malaysia, Indonesia, Philippines and India to NGTN and this is projected to contribute US\$200k+ on our gross profit.

---

## 02

### **Increase voice deal with HKBN via HKBN Data Team relationship**

Successful growth with HKBN per quarter on voice revenue from US\$50k+ to US\$300k+ in Q3.

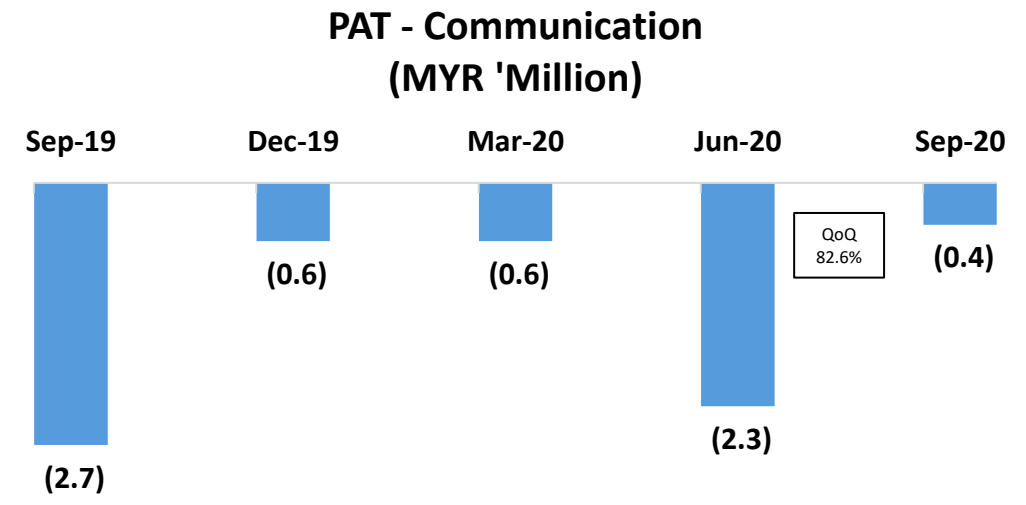
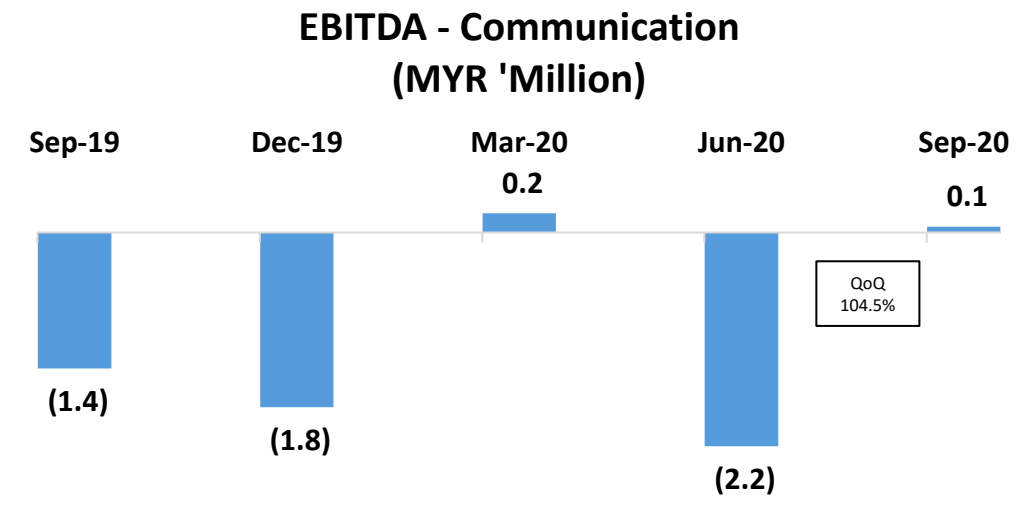
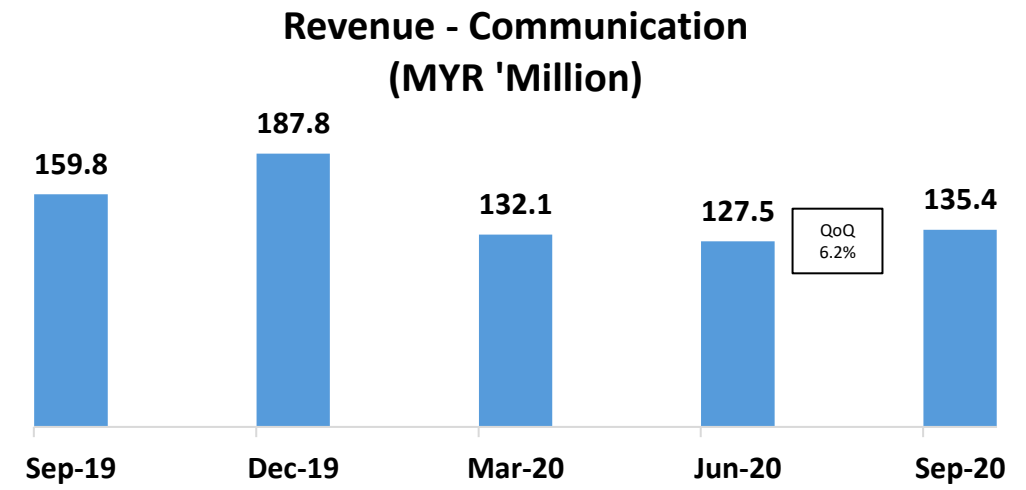
## 04

### **Secure Smart Axiata 2<sup>nd</sup> half 2020 deal & renew exclusive termination to Smart Axiata on net till 31 May 2021**

2<sup>nd</sup> half 2020 Smart Axiata deal projection gross profit greater than US\$200k

# Quarterly Financial Period Ended Sep 2020

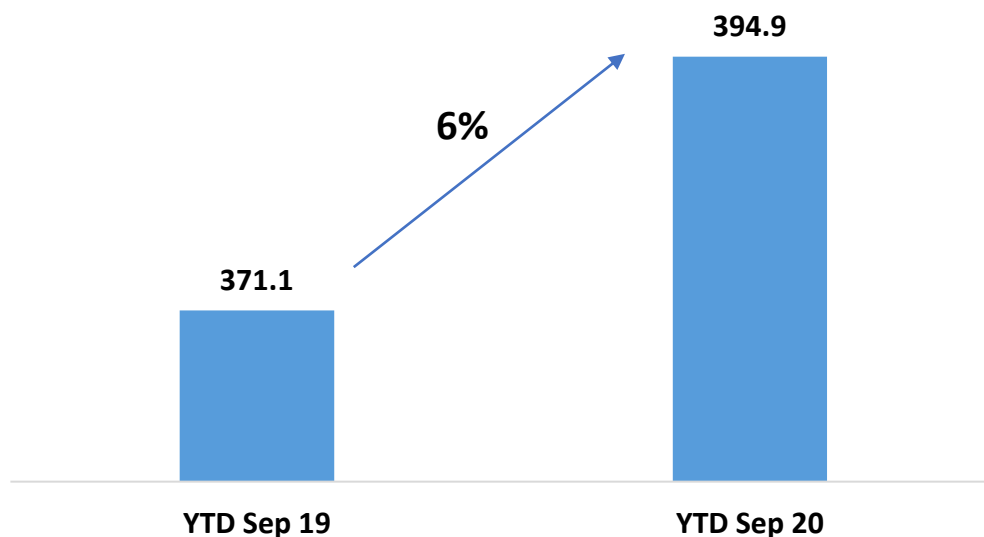
- Revenue is consistent around the RM135m for 2020.
- In 2020 we focused more on profitable routes only giving up on low margin routes hence revenue drop YOY.
- Jun 2020 incurred full winding down activity of the MVNO business in Singapore. NGT is now a pure play wholesale carrier voice & data business.





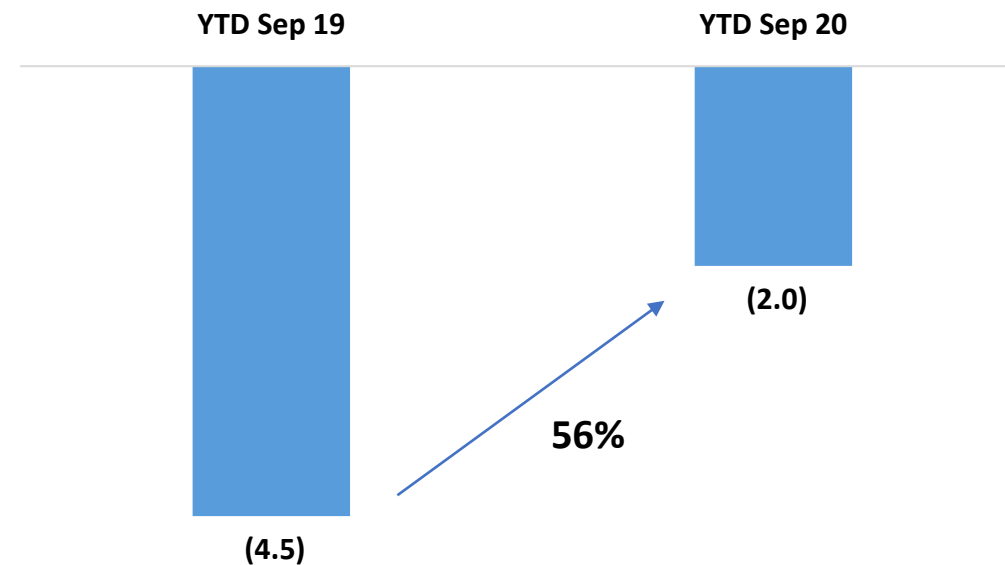
# > Yearly Financial Period Ended Sep 2020

**YTD Revenue - Communication  
(MYR 'Million)**



**Communications revenue has increased by 6% in the current year to date as compared to previous year.**

**YTD EBITDA - Communication  
(MYR 'Million)**



**EBITDA losses has improved from RM4.5mil to RM2.0mil YoY mainly due to decrease in share of losses from winding down of MVNO business.**

The logo for Greenpacket, featuring the word "greenpacket" in a lowercase, sans-serif font. A small green square icon is positioned to the right of the text, partially overlapping the letter "t".

greenpacket

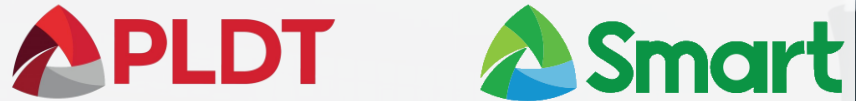
Connecting Your World

A dark grey horizontal banner with the text "SOLUTION BUSINESS" in white, uppercase, sans-serif font. The banner is positioned over a background of modern skyscrapers and a blue sky. A large green arrow points downwards from the right side of the banner.

# SOLUTION BUSINESS



# The Big Wins in Q3 2020



**MYR 17 mil +**  
**(D2K, MQ725)**



**MYR 4 mil +**  
**(OA335)**

**Casair.net**



**ABC**  
COMMUNICATIONS

*Everlink LLC*

**Digicel**

**MYR 3 mil +**  
**(OH736, OA335, D2K)**

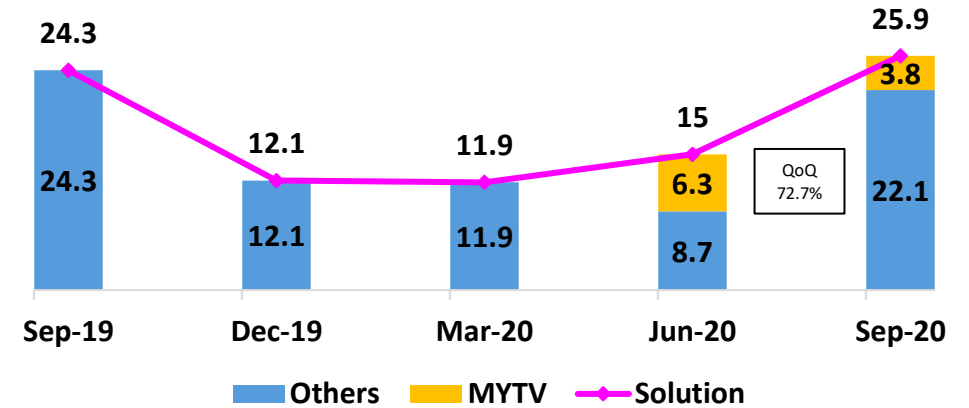


**TOTAL ORDERS RECEIVED MYR 23 million +**

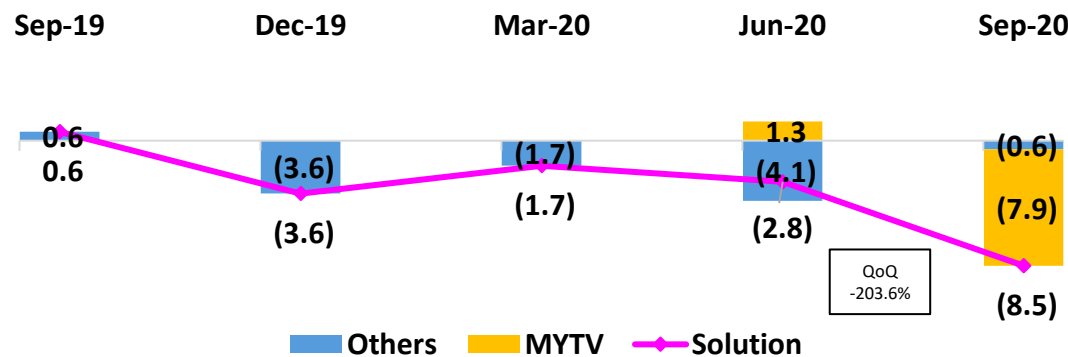
# Quarterly Financial Period Ended Sep 2020

- Overall, Solution business registered 6.6% higher revenue YoY mainly due to higher shipment to ASEAN, Europe, Middle East and Latin America.
- Post Covid recovery of manufacturing capability, Solution (Without MYTV) business registered 154% higher revenue in the current quarter compared to last quarter.
- The EBITDA & LAT are mainly due to a RM7.96 million EBITDA losses in MYTV project. Higher logistics costs had incurred in delivering Set-Top-Box directly to consumers instead of central delivery and deferred production cost for the manufacturing resulting in EBIDTA loss of RM8.5m for solutions pillar.

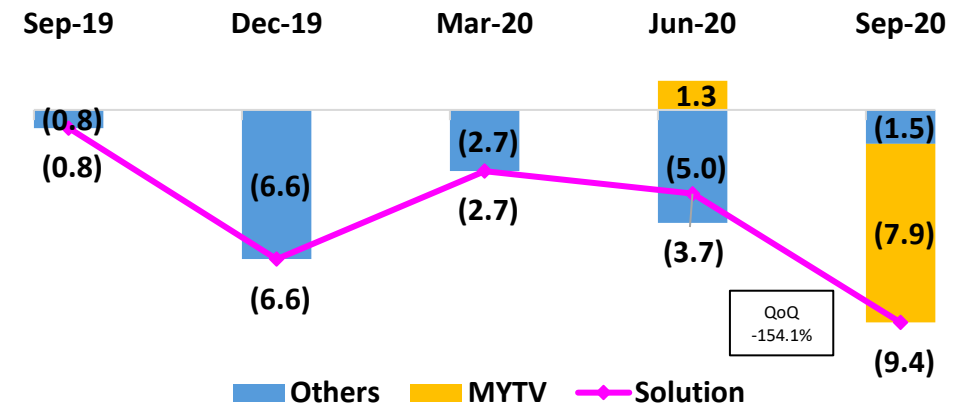
Revenue – Solution  
(MYR 'Million)



EBITDA – Solution  
(MYR 'Million)

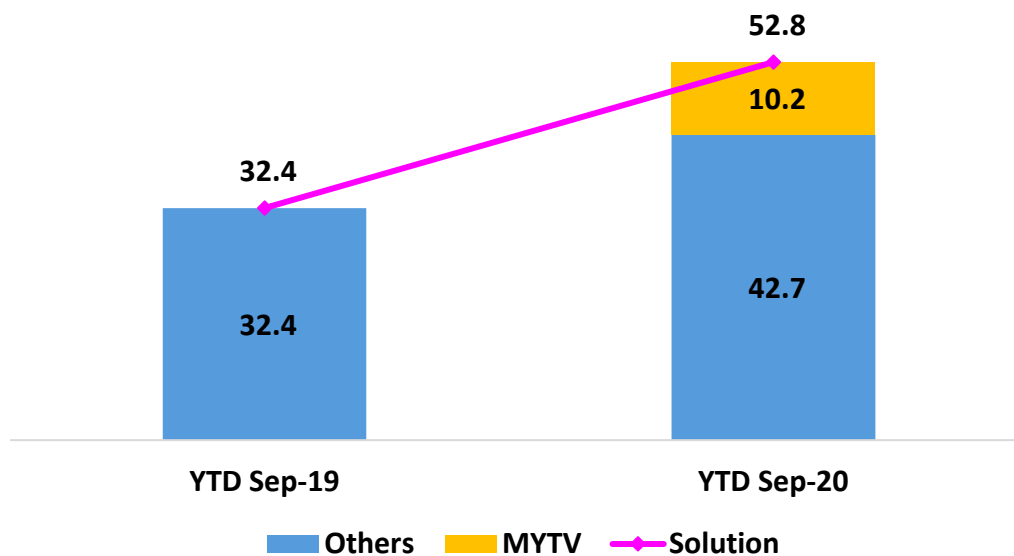


PAT – Solution  
(MYR 'Million)



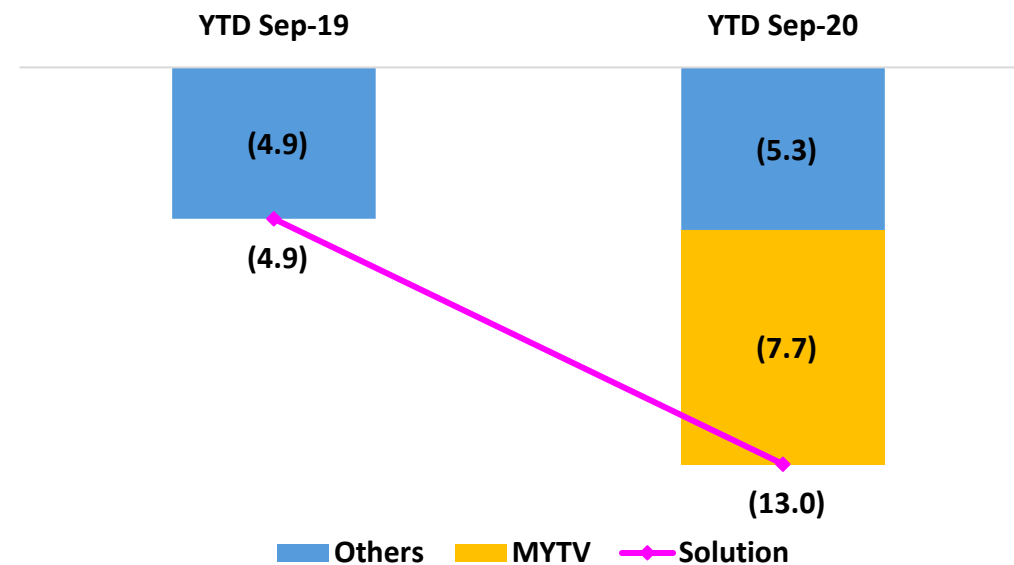
# Yearly Financial Period Ended Sep 2020

**YTD Revenue - Solution  
(MYR 'Million)**



Revenue – Others (Without MYTV) has increased by 32% in the current year to date as compared to previous year.

**YTD EBITDA - Solution  
(MYR 'Million)**



EBITDA losses (without MYTV) is flattish as we increase sales and marketing costs to correspond with the increased revenue.



The logo for Greenpacket, featuring the word "greenpacket" in a lowercase, sans-serif font. A small green square icon is positioned to the right of the text, partially overlapping the letter 't'.

greenpacket

Connecting Your World

A dark grey horizontal banner with the text "DIGITAL SERVICES BUSINESS" in white, uppercase, sans-serif font. The banner is positioned over a background of modern skyscrapers and abstract geometric shapes.

DIGITAL SERVICES BUSINESS

# Big Wins in Q3 2020

## Direct Merchants



Large customers have increased their GTV by more than RM6M during Q3 with:

- Enhancement of payment experience
- Opening cross state travel during RMCO

## Master Merchants



Master merchants continue to grow with increased GTV of more than RM8M

Introduction of additional eWallet payment options like Boost, TnG, Grab for up-to-date offerings to MM to service their sub merchants.

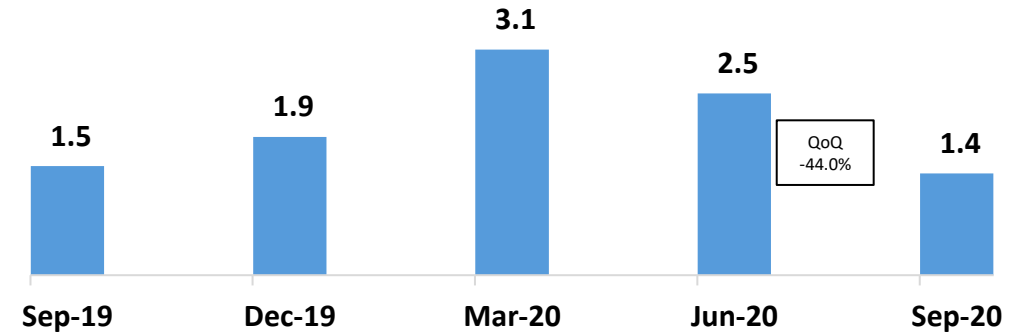
## Social Sellers (1 Click Payment)



Energy Success Academy PLT and JD Sports onboarded as social seller with more than RM1M GTV

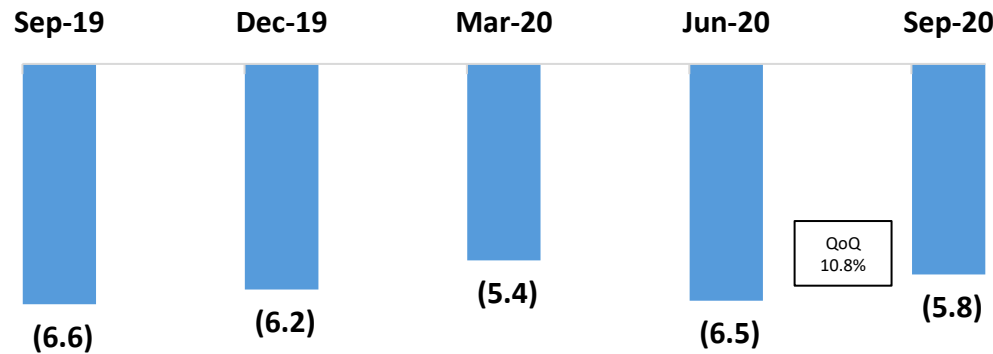
# Quarterly Financial Period Ended Sep 2020

Revenue - Digital Services  
(MYR 'Million)

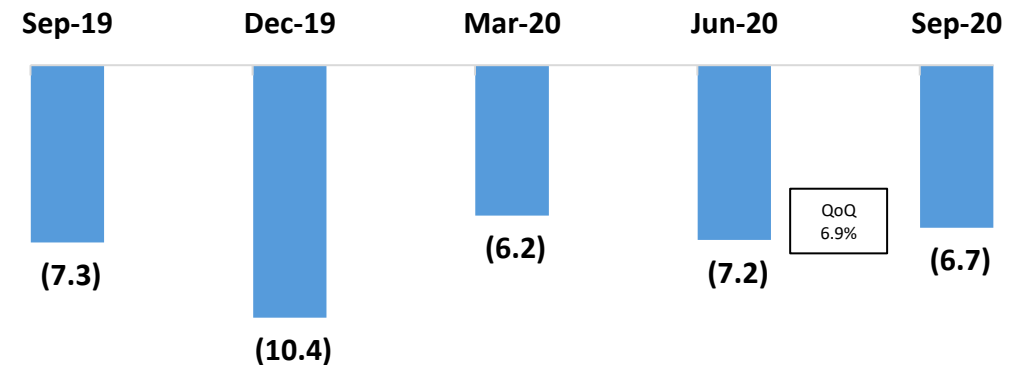


- The Digital Services business recorded a lower revenue of 7% YoY mainly due no NRE revenue for the current quarter while the EBITDA has improved by 12%.
- The lower revenue of 44% QoQ mainly due to the expiry of a material contract while the EBITDA has improved by 11%.
- The EBITDA and LAT QoQ has improved due to stable margin and flat expenses from recurring revenue sales.

EBITDA - Digital Services  
(MYR 'Million)



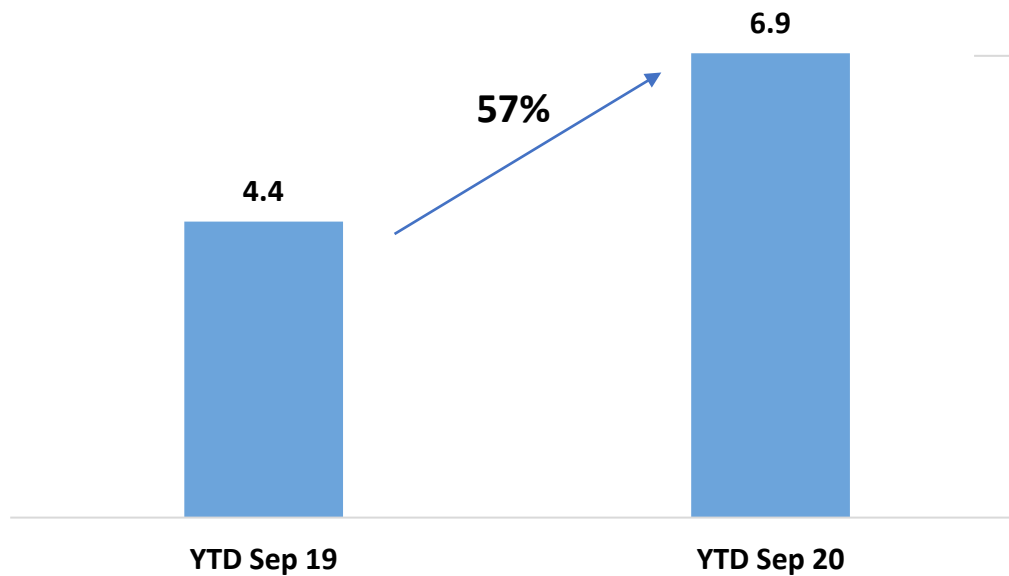
PAT - Digital Services  
(MYR 'Million)





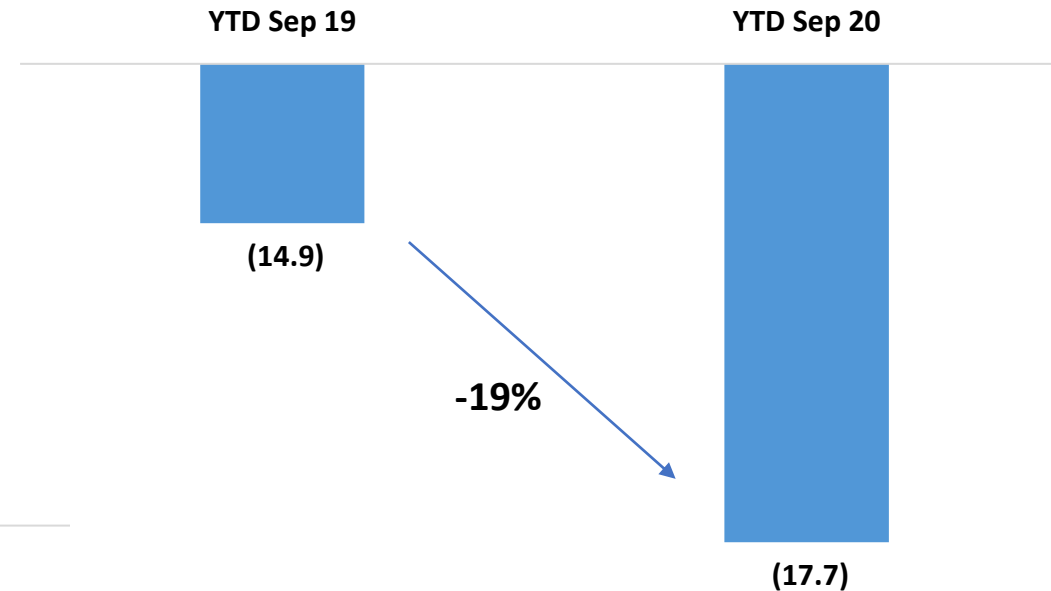
# Yearly Financial Period Ended Sep 2020

YTD Revenue - Digital Services  
(MYR 'Million)



Revenue has increased by 57% YoY due to increased contribution from new merchants.

YTD EBITDA – Digital Services  
(MYR 'Million)



EBITDA losses has increased from RM14.9mil to RM17.7mil YoY mainly due to increase in staff headcount resulting in the increase in staff related cost.

# THANK YOU

---

**Our Location:**

The Ascent Paradigm  
B-23A-3, No 1 Jalan SS7/26A, Kelana Jaya, 47301 Petaling Jaya  
Selangor Darul Ehsan, Malaysia

**Our Contact:**

Tel +603 2714 6288 Fax +603 2714 6289  
Email: [info@greenpacket.com](mailto:info@greenpacket.com)

greenpacket<sup>®</sup>

