



4QFY22 Update

September 2022

Digital services reinvented.

The expert in providing fully integrated payment platforms for any business.



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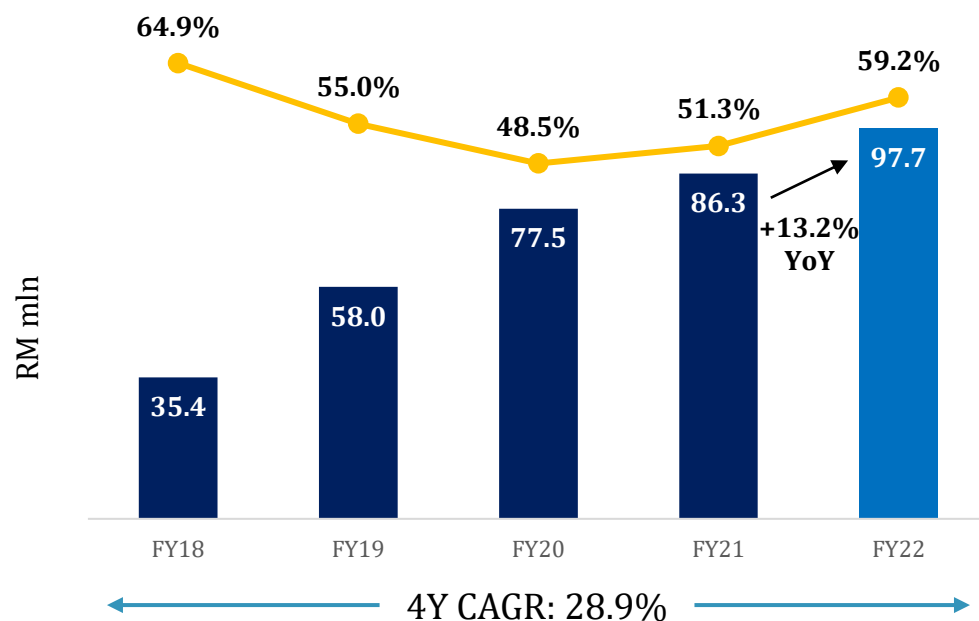
Financial Highlights



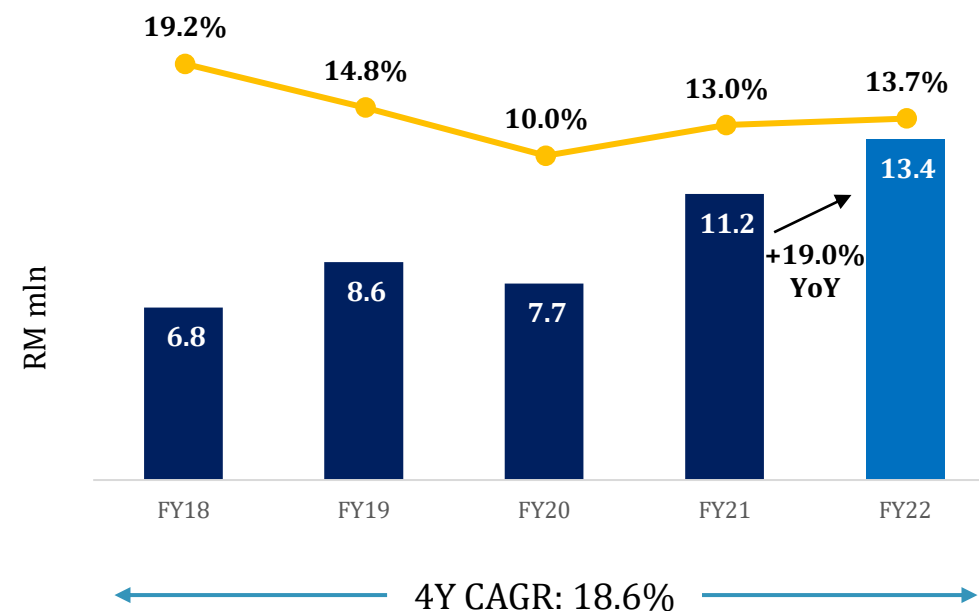
Highlights of FY22 Results

Another record-breaking annual top and bottom-line performance

Turnover & GP Margin



Net Profit & Net Profit Margin

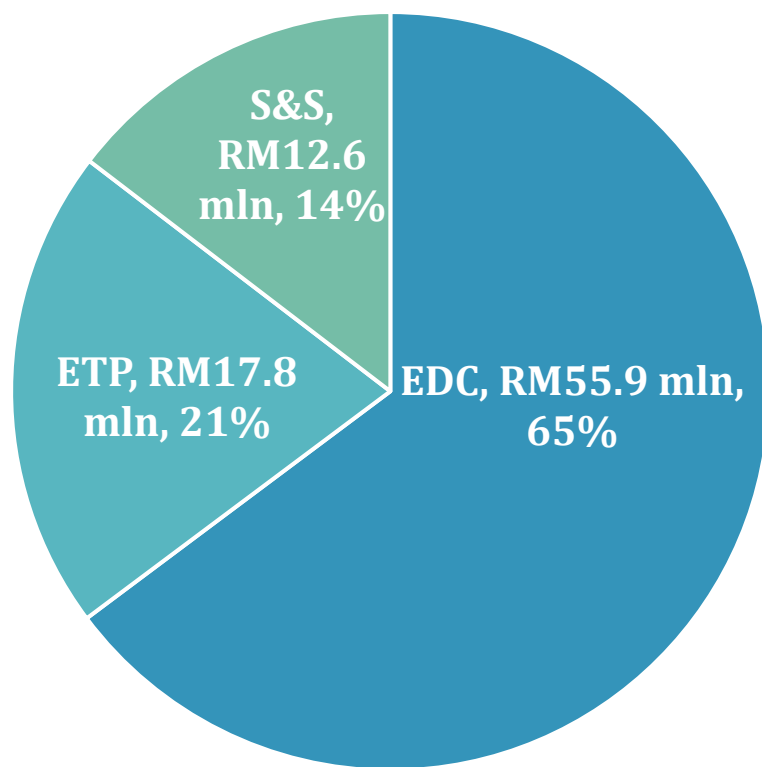


The record-breaking turnover and net profit was primarily driven by the ETP segment stemming from higher transaction processing value following wider adoption of e-commerce transactions, as well as higher contribution from the sales & services division.

Turnover Breakdown by Segment

ETP and S&S segments anchored FY22 growth

FY21 Turnover
RM86.3 mln



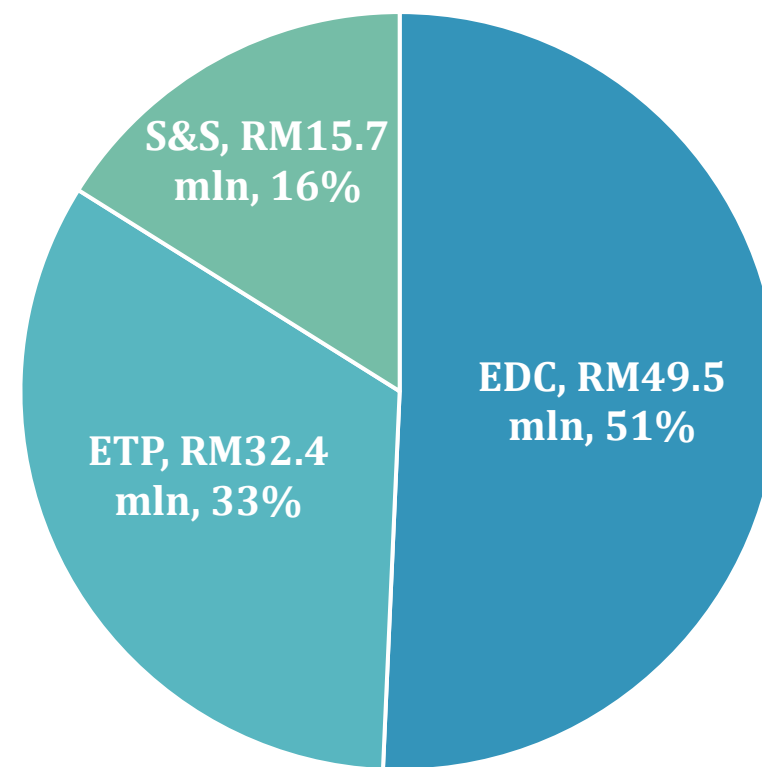
YoY change

EDC
-11.4%

ETP
+82.3%

S&S
+24.7%

FY22 Turnover
RM97.7 mln



EDC : EDC Terminals
ETP : Electronics Transactions Terminals
S & S: Solutions & Services

Highlights of 4QFY22 Results

Turnover

RM28.5 mln

▲ 62.6% YoY



- Strong YoY improvement predominantly attributable to healthy growth across all 3 key segments.

Net Profit

RM0.6 mln

▼ 55.9% YoY



- Top-line improvement was not reflected due to increase in administrative expenses stemming from:
 - Higher staff cost due one-off bonus (RM1.9 mln)
 - Full year staff cost maintained at 23% against total revenue
 - Provision of unrealized forex loss due to EDC purchases denominated in USD (RM0.6 mln);
 - Additional provision for doubtful debts (RM0.5 mln);
 - IT infrastructure cost stemming from Sim Card & Cloud Services (RM0.5 mln);
 - Depreciation (RM0.5 mln)
- Overall FY22 administrative expenses only increased 3% against total turnover on a YoY basis
- As well as increase in share of associate losses and higher effective tax rate for the quarter under review due to expiry of pioneer status

Solid Balance Sheet in Net Cash Position

FYE Jun (RM'mln)	FY18	FY19	FY20	FY21	FY22
Total Assets	53.6	88.9	122.5	189.2	250.4
Total Liabilities	29.9	32.8	55.2	37.9	94.5
S/holders' Equity	23.5	55.6	65.9	148.8	153.6
Non-Controlling Int	0.2	0.5	1.4	2.5	2.3
Total Borrowings	8.4	6.2	8.3	6.6	45.3
Cash Holdings	15.3	23.7	35.5	97.6	82.8
Net Asset/Share (RM)	0.14	0.25	0.21	0.33	0.33
Net Gearing	Net Cash	Net Cash	Net Cash	Net Cash	Net Cash
ROA	12.6%	9.6%	6.3%	5.9%	5.3%
ROE	28.8%	15.4%	11.7%	7.6%	8.5%

1

Increase in total assets largely stemmed from higher property, plant & equipment, intangible assets and investment in associates & properties

2

The surge in equity was largely attributed to increase in retained earnings, as well as issuance of new shares under special issue to meet Bumiputera equity condition as well as exercise of warrants.

3

The rise in total borrowings were owing to drawdown of loans for asset purchase.

4

Reversing trend in ROE with YoY improvement.



Recent Corporate Developments

Recent Corporate Activities



28 Jan



Completed the acquisition of 51.0%-stake in Buymall Services Sdn. Bhd. for RM3.3 mln.



14 Feb

- Completed transfer of listing to  of Bursa Malaysia.
- Launched WannaPay E-wallet 

7 Jun

Proposed acquisition of 49%-interest in Revenue Secure Sdn. Bhd. for RM31.9 mln has turned unconditional.

Our M&A Journey Thus Far...

Amoni Lifestyle

App for theme parks, e.g. ticketing, revenue management, wallet & queue system through front-end & back-end software solutions. Project management & park consultancy as well.



Anypay

- Providing advanced digital payment services to our B2B2C users.
- Bill payment for major telcos and utilities.



WannaPay E-wallet

Integrated platform via **MYScanPay**, combining **Anypay**, **Buymall**, **Wannatalk** and **Vsure** features into a single **WannaPay** App.

wannaPay

Buymall

- The only Malaysian Taobao Agency
- One-stop solution for all end-consumers' purchases from China.



Vsure

- Malaysia's 1st on-demand lifestyle digital insurer approved by BNM Fintech Regulatory Sandbox.
- Offers both general & life insurance.



WannaTalk

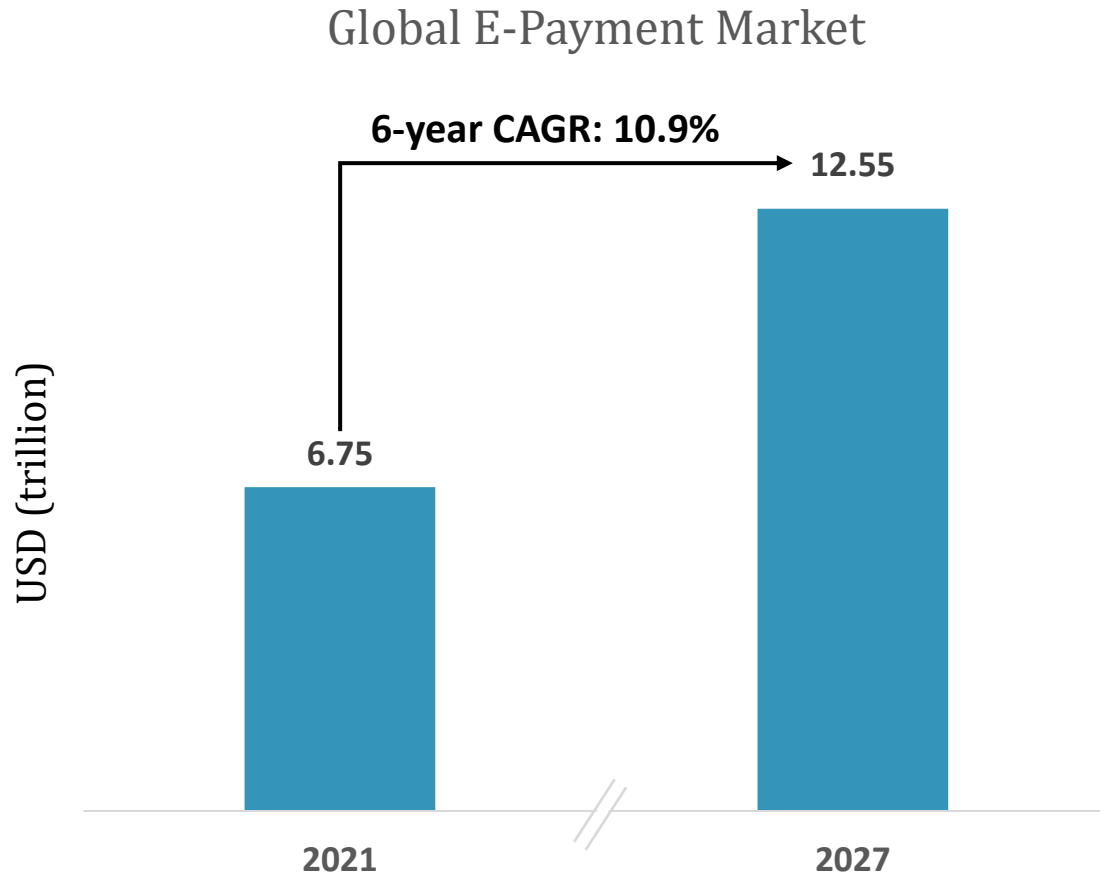
Using Chatbots and A.I. solutions to provide customer engagement services 24x7.





Industry Outlook

Global E-Payment To Continue Growing



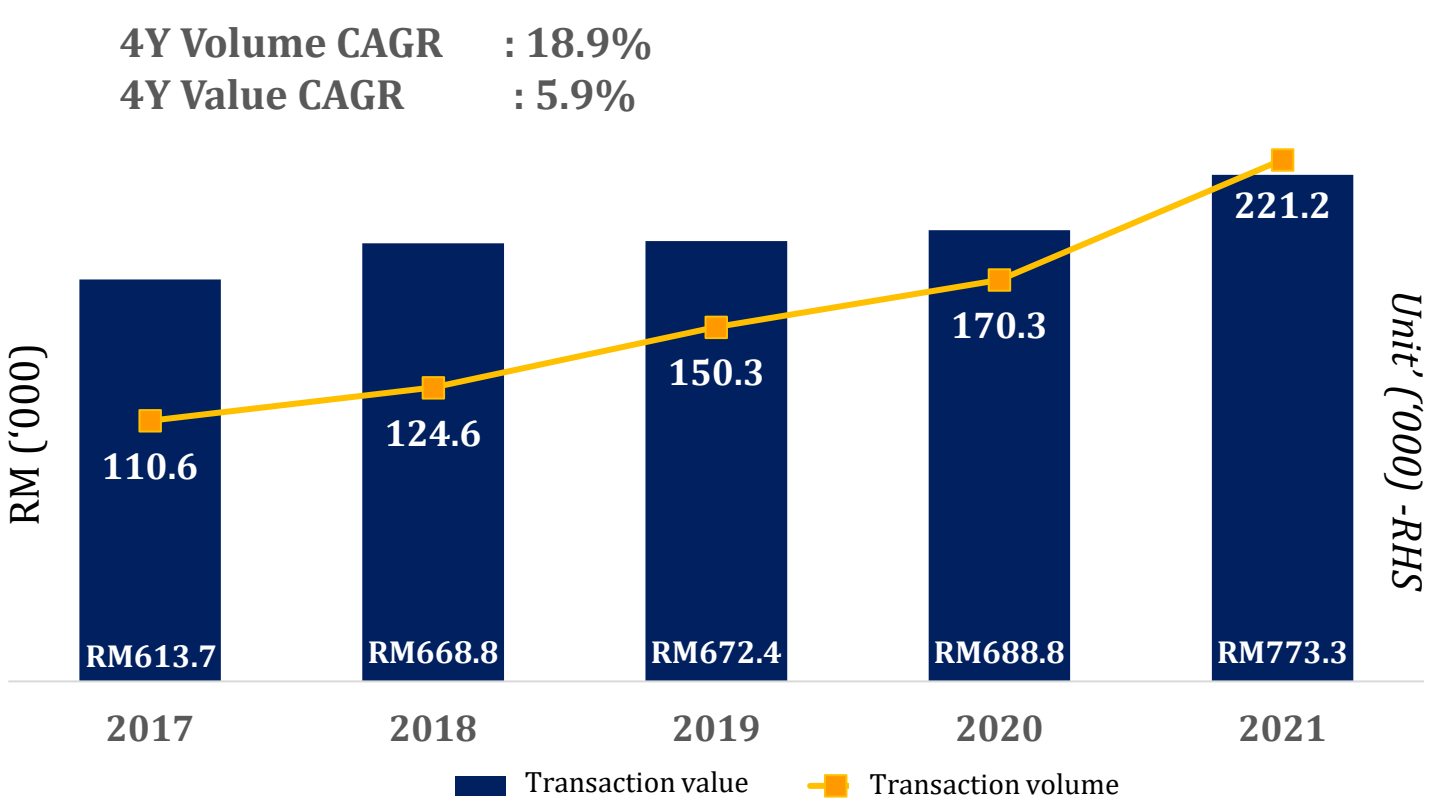
Driving Factors

- Growing e-commerce payment market stemming from:
 - Increasing trend of online shopping and internet banking
 - Rapid technological advancements.
- Growing government support
- Multi-channel payment integration by businesses
- Rising trend of cross border e-commerce

Source: Research And Markets, Digital Payment Market, Size, Global Forecast 2022-2027, Industry Trends, Impact of COVID-19, Opportunity Company Analysis



E-Payment Transactions Per Capita Is Rising



YoY Growth	2018	2019	2020	2021
Value	9.0%	0.5%	2.4%	12.3%
Volume	12.7%	20.6%	13.3%	29.9%

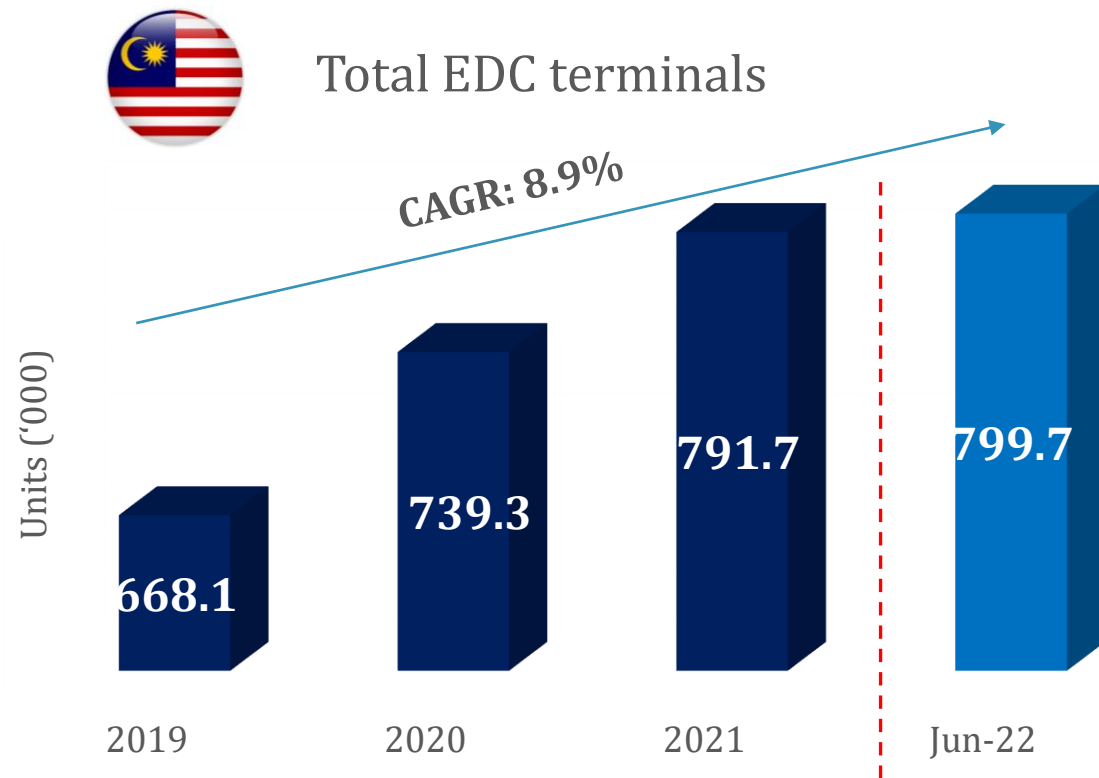
- Both transaction value and volume are on uptrend.
- For 2021, growth in value and volume outpaced prior years, most likely attributable to heightened pace of E-Payment adoption arising from the pandemic.

Source: Bank Negara Malaysia

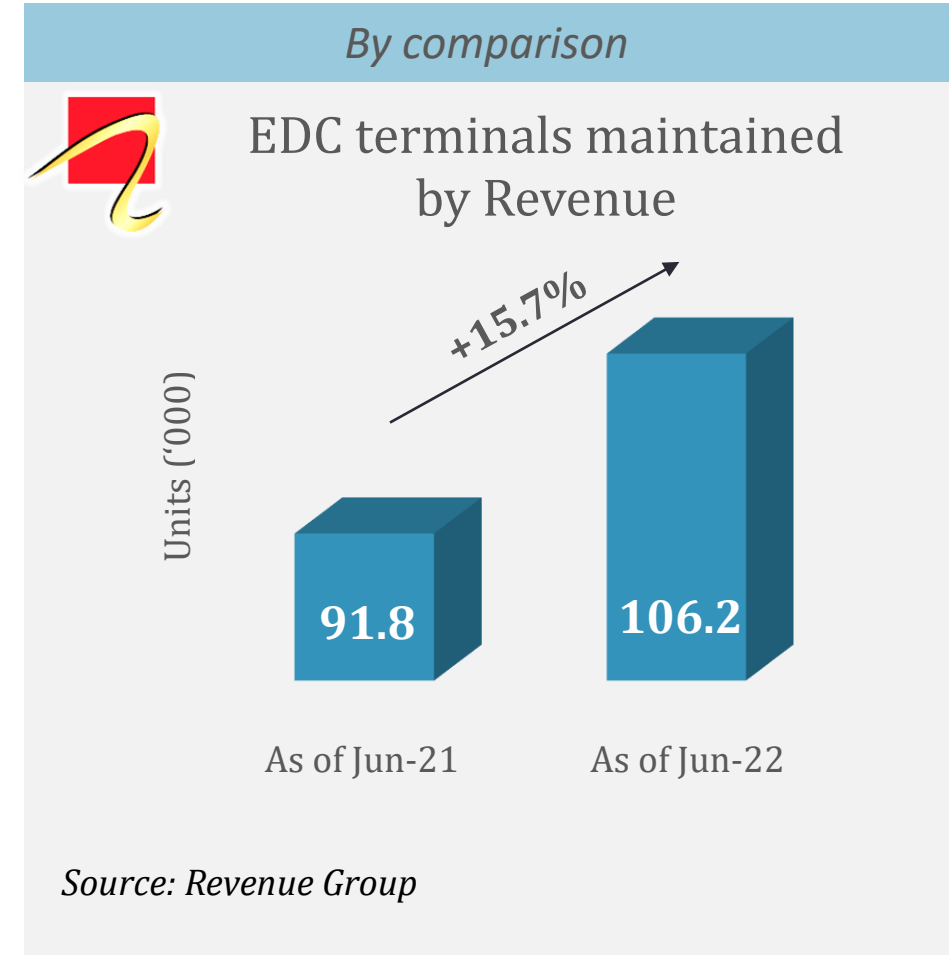
Notes:

1. Total Transaction Volume and Value include Credit Card, Charge Card, Debit Card, E-money, Other cashless instruments, Interbank GIRO, Instant Transfer, Interbank direct debit, ATM, Internet Banking, Mobile banking, Mobile Payment, RENTAS, and Interbank direct debit and standing instructions.
2. Bank Negara Malaysia (the Bank) has made changes to data published on Malaysia's Payment Statistics, effective July 2022. The changes made are intended to improve relevance of the payment statistics, by adding new data sets which incorporated recent changes within the payment landscape, eliminating redundancy in the existing published data and improving the ease of reference for users.

EDC Terminals in Malaysia Are On The Rise Too



Source: Bank Negara Malaysia



Source: Revenue Group

Revenue's number of EDC terminals is growing fast and capturing more market share in Malaysia.



Growing Trend for E-Payment

TheStar

CORPORATE NEWS

Thursday, 11 Aug 2022

eMoney payments set to double by 2025

(Excerpt)

PETALING JAYA: The aggregate electronic money (eMoney) payments are expected to double by 2025 in South-East Asia but it may not be sufficient to sustain the provider's ambitious growth plans.

S&P Global Market Intelligence expects eMoney payment revenues in four countries – Indonesia, Thailand, Malaysia and Singapore – to reach US\$905mil (RM4.03bil) in 2025 from US\$544mil (RM2.42bil) last year.

Source : <https://www.thestar.com.my/business/business-news/2022/08/11/emoney-payments-set-to-double-by-2025>

Revenue Group stands to benefit from rising adoption of E-payment in coming years.

Great opportunity for WannaPay to grow in eWallet market and develop our B2B2C payment ecosystem.

NewStraitsTimes . THURSDAY, MARCH 31, 2022

20 | **BUSINESS** / News

BANK NEGARA ANNUAL REPORT 2021

E-payment services increase 30.2pc

AZANIS SHAHILA AMAN
KUALA LUMPUR
bt@nst.com.my

E-PAYMENT services continue to gain further traction, said Bank Negara Malaysia.

E-payment services recorded a higher growth of 30.2 per cent to 7.2 billion transactions last year from 5.5 billion in 2020 (13.5 per cent).

"The increase is almost double that recorded in the pre-pandemic period (five-year average volume and growth of e-payments for the period 2015-2019: 3.6 billion transactions and 16.2 per cent, respectively).

"On average, a person in Malaysia made 221 e-payment transactions, up from 170 transactions in 2020," the central bank said in its Annual Report 2021 released yesterday.

In contrast, Bank Negara said the use of cheques had declined.

The number of cheques cleared dropped to 48.3 million last year from 59.9 million in 2020.

Cash withdrawals from automated teller machines, a proxy of cash usage, recorded 779.6 million transactions valued at RM386.3 billion last

year.

According to Bank Negara, while the proxy of cash usage was slightly higher from 2020's 768.7 million transactions valued at RM377.3 billion, it remained below the pre-pandemic level, reflecting the steady shift away from cash to digital payments.

It said the contactless and online payments remained consumers' preferred e-payment methods, as they were safer and more convenient.

"For payment at physical premises, contactless card transactions accounted for about two out of every three card transactions last year, up from one out of every two card transactions in 2020. In general, card transactions, both contact and contactless, registered a growth rate of 30.9 per cent last year.

"This is twice the five-year average pre-pandemic growth (16.4 per cent)," it added.

Bank Negara said online banking transactions registered a 41.5 per cent increase to 3.5 billion transactions (2020: 2.5 billion).

Similarly, e-wallet transactions increased 74.4 per cent to 1.1 billion transactions (2020: 0.6 billion).

"More merchants are also accepting e-payments," it added.

E-commerce Revenue Surpassed RM1 Trillion in 2021

... and projected to reach RM1.65 trillion by 2025



E-commerce: The digital heart of Malaysia's economy

30 Jun 2022

E-commerce is the great equaliser. Via e-commerce, a single person can run as a global entity thanks to the availability of inexpensive and accessible tools that allow them to source, ship, deliver, pay, collect and digitalise other key aspects of business operations.

E-commerce is an essential aspect in the development of the digital economy and a crucial enabler in catalysing the growth of businesses, especially for micro, small and medium enterprises (MSMEs), which are the backbone of the nation's economy.

Malaysia's e-commerce has grown tremendously in the past couple of years. The Department of Statistics Malaysia (DOSM) reported that the total income for e-commerce transactions in 2021 was RM1.09 trillion, a growth of 21.8% as compared to RM896 billion in 2020.

This is the first time that income from e-commerce transactions breached the RM1 trillion mark, and is on track toward realising Malaysia's aspiration of having an e-commerce market size of RM1.65 trillion by 2025 – a vision propelled by the National E-Commerce Strategic Roadmap (NESR).

Source: <https://www.mida.gov.my/mida-news/e-commerce-the-digital-heart-of-malaysias-economy/>



Fintech (Updated)

Malaysia's e-commerce revenue to reach RM1.65 tril by 2025

Vanessa Gomes / theedgemarkets.com

April 07, 2022 20:19 pm +08



KUALA LUMPUR (April 7): Malaysia's e-commerce revenue surpassed RM1 trillion in 2021, revealed Mahadhir Aziz, CEO of Malaysia Digital Economy Corporation (MDEC).

The country is on track to achieve RM1.65 trillion by 2025, supported by the National E-commerce Strategic Roadmap (NESR), led by MDEC, he said. Mahadhir added that the NESR is a stepping stone towards digital trade, which is to take advantage of the opportunities available in digitisation.

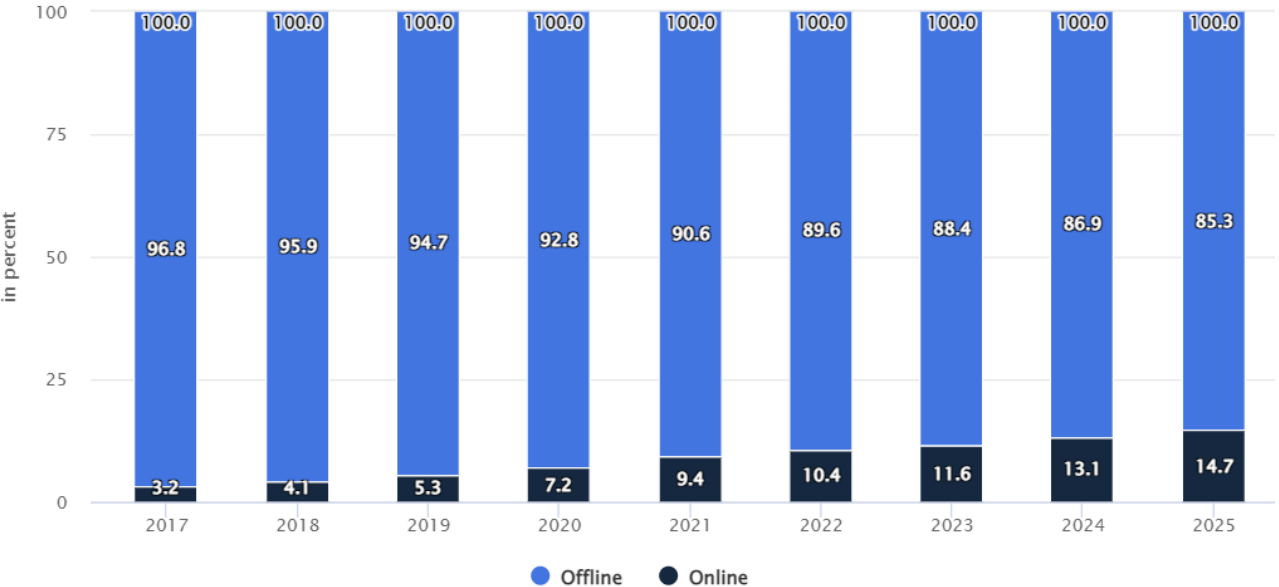
"Digital trade in Malaysia is expected to reap significant benefits through the ratification of the Regional Comprehensive Economic Cooperation Agreement (RCEP). Malaysia is among the 15 RCEP countries, which in essence, is the largest Free Trade Agreement (FTA) in the world."

Source: <https://www.theedgemarkets.com/article/malaysias-ecommerce-income-can-breach-rm1-tril-again-year-says-mdec>

Our Ubiquitous Presence – Online & Offline

Offline retail still dominates purchases, but online transactions are fast growing.

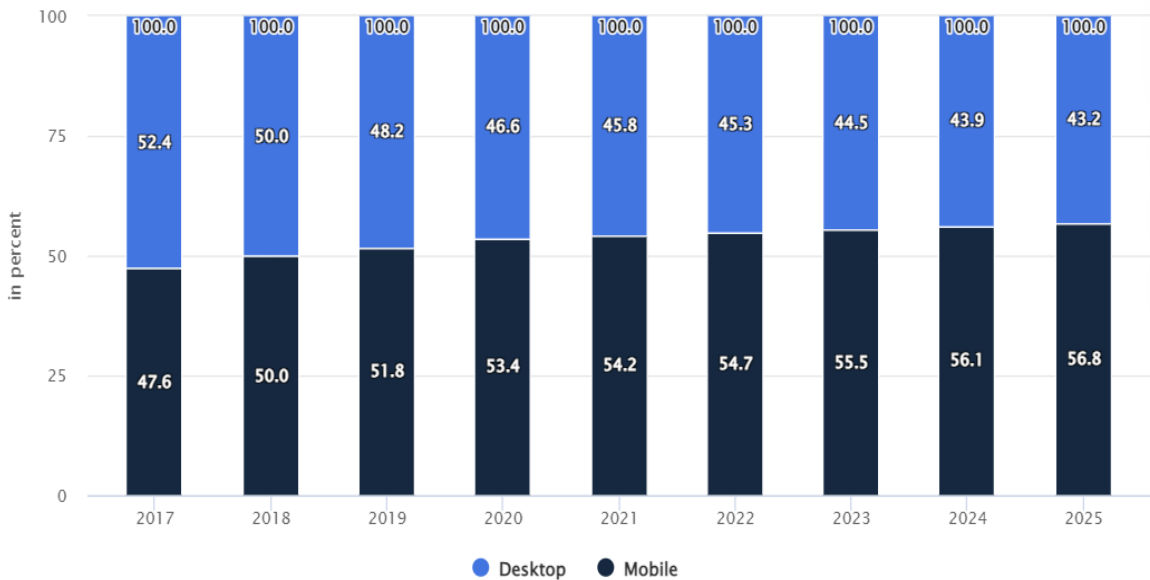
Online & Offline Split



Most recent update: Jun 2022
Source: Statista

Within online purchases, transactions via mobile are greater than desktop activities.

Mobile/Desktop Split



Most recent update: Jun 2022
Source: Statista

Whether it's online, offline, mobile or desktop purchases, our **revPAY** solution can and will capture them.





Our Journey Forward

Multiple-Pronged Growth Catalysts



Expands E-Payment network by focusing on growing ETP and digital payment services (without hardware requirement).



Continuous enhancement & upgrading of revPAY to ensure high scalability of our proprietary platform.



Monetising Solutions & Services with WannaPay, WannaTalk, Vsure etc. Potential to offer cross-border payment system via integration with Alipay+.



Target expansion within SEA markets.

With high scalability, potential to replicate service offerings from Malaysia across SEA markets.

B

2

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An established & matured segment that we will continue to expand and capture more market share.

Great potential but still at infancy stage currently. Will continue to nurture for future growth.

Growing ETP and Digital Payment Services



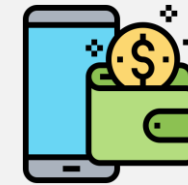
Tie up with Buy Now, Pay Later (BNPL) providers to offer deferred payment services to merchants.

→ To increase gross merchandise value (GMV), (benefitting Revenue in the process).



Planning to offer short-term micro loans to merchants using our money lending license and leveraging on our merchant data. Exploring the use of SPV as funding vehicle.

→ New revenue stream in the form of interest income.



Enabling Easy Payment Plan for Taobao mobile.

→ To increase GMV (benefitting Revenue in the process).

Nascent stage now, but great potential ahead.

Stage 1

- Develop Union Pay QR.
- To issue Union Pay Card.



Stage 2

- Connects to Alipay+ payment system and Alipay e-wallet.
- Able to share merchant base with Alipay+.
- Tie-up greatly expands our merchant base.



Stage 3

- Develop and provide micro loans to merchants.





Thank You



For more information, please refer to:
<http://www.revenue.com.my>

For Investor Relations queries,
please contact Mei Chee @
meichee@capitalfront.biz

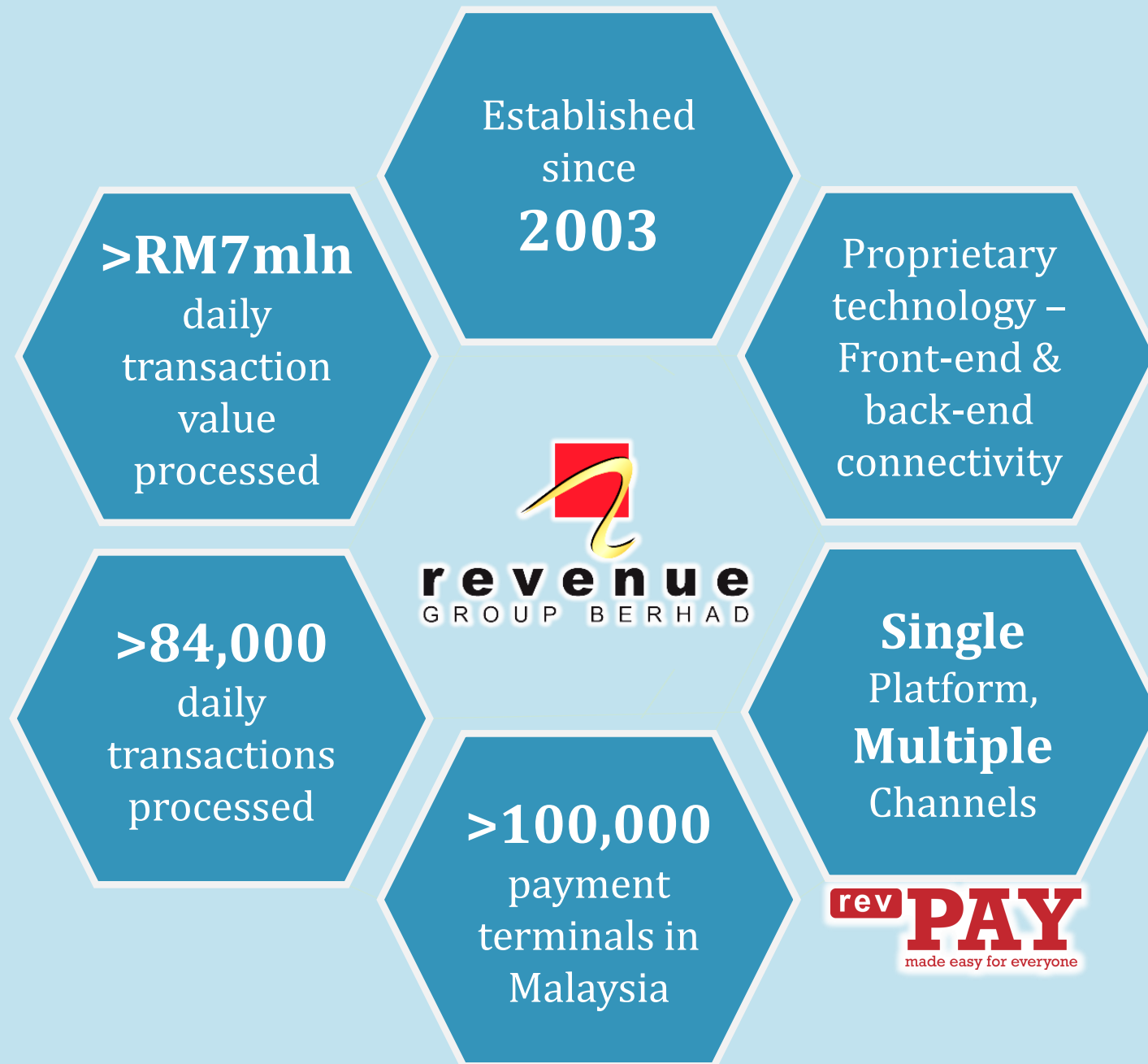


rev **PAY**
made easy for everyone

Appendices

Who We Are

Leading E-Payment Solutions Provider in Malaysia



Revenue at a Glance

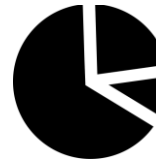
Exposure in Cashless Payment Solutions

- Established in 2003, with more than 15 years of operating history in the electronic payments industry in Malaysia
- Key business segments:
 - EDC Terminal
 - Electronic Transaction Processing (ETP)
 - Solutions & Services
- Growth Catalyst
 - Continue to growth ETP Segment to become the largest revenue contributor
 - Expand our B2B2C ecosystem
- Financials: 4 years revenue & net profit CAGR of 28.9% and 18.6% respectively (FY18-FY22)

Bursa: REVENUE, 0200; Bloomberg: REVENUE:MK



Share Price	RM0.97 (as of 30/8/2022)
Listing	Main Market of Bursa Malaysia
Shariah status	Shariah-Compliant
Market Cap	RM462.6 million
Issued Cap	476.9 million
52w Hi-Low	RM2.05-RM0.91



Major Shareholders	
ED & Group COO, Ng Shih Chiow	11.60%
ED & Group CTO, Ng Shih Fang	11.10%
MD & Group CEO, Datuk Eddie Ng	10.16%

Financials & Key Ratio (FYE June)



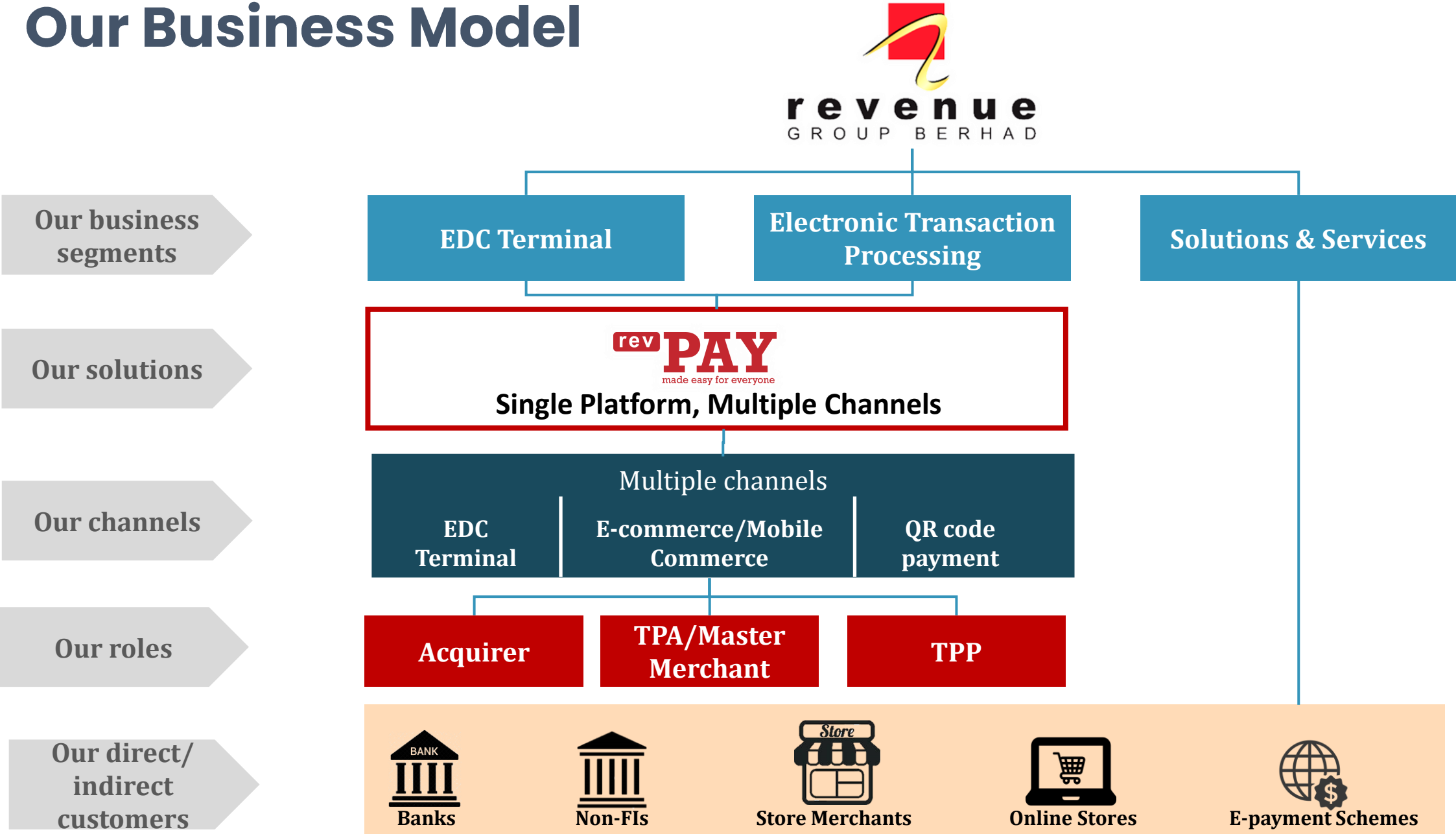
FY22 Revenue	RM97.7 million
FY22 Net Profit	RM13.4 million
EPS	2.89 sen
NA/Share	33 sen @ 4QFY2022
FY22 PER	34.6x
FY22 ROE	8.5%
P/B	3.0x @ 4QFY2022
Net Gearing	Net cash @ 4QFY2022





Business Overview

Our Business Model



3 Core Business Segments

Segments

Principal Activities

Income Stream

EDC Terminals

Distribution, deployment and maintenance of EDC terminals.

- i. Monthly rental income from renting of EDC terminals to customers.**
- ii. Monthly income from the maintenance of EDC terminals.**
- iii. Income from the sale of EDC terminals and spare parts.**

Electronic Transaction Processing (ETP)

Provision of ETP for credit cards, debit cards and electronic money payment scheme, where we act as Acquirer, Master Merchant (“MM”) or Third-Party Payment Processor (“TPP”).

- i. Net Merchant Discount Rate (“MDR”) earned from ETP via EDC terminals.**
- ii. Pre-determined commission earned from ETP via e-commerce / mobile channel.**
- iii. A share of Net MDR earned as a TPP and MM.**

3 Core Business Segments (Con't)

Segments

Principal Activities

Income Stream

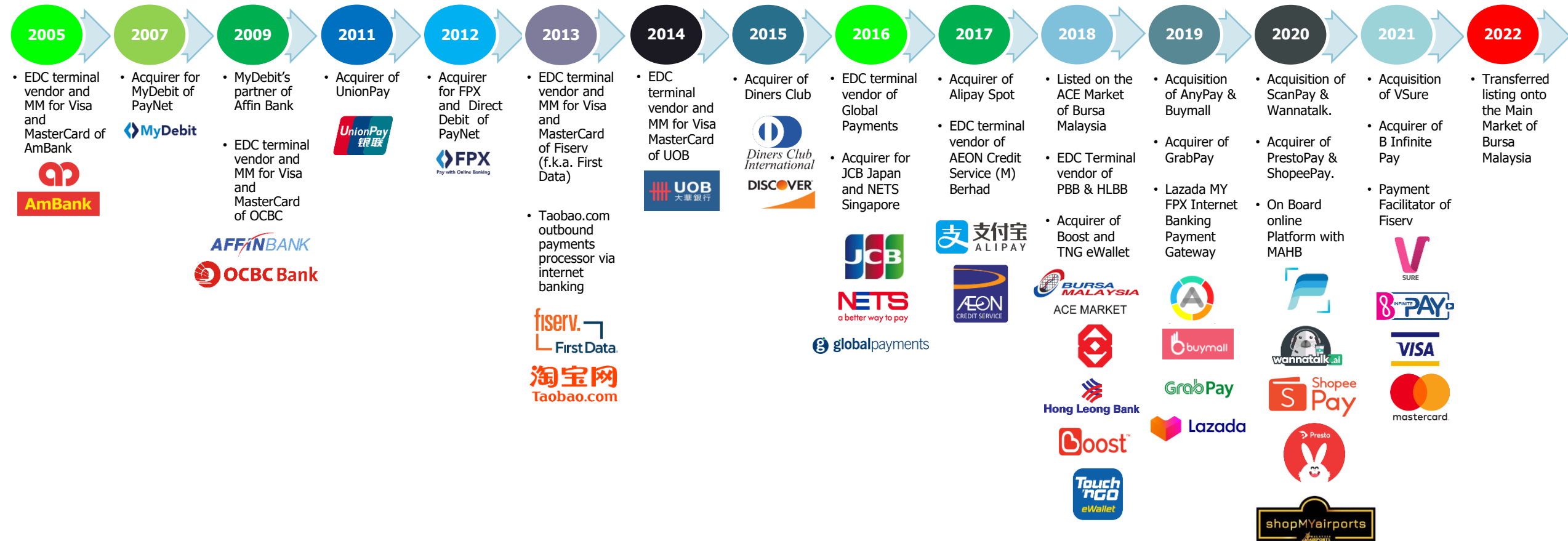
Solutions & Services

Provision of :

- a) Solutions and Services in relation to payment gateway, payment security and payment infrastructure.
- b) Digital payment solutions and services such as mobile top-ups, phone bill payments, game credits, entertainment and ticketing services.
- c) Procurement services for consumer goods from e-commerce websites, and cross-border logistics and last mile delivery in Malaysia.

- i. Sales, development and licensing of software, payment network security solutions, and related hardware including its maintenance services
- ii. Commission earned on:
 - a) Successful digital payment for mobile top-ups, phone bill and utilities bill payment, game credits, entertainment and ticketing services; and
 - b) Successful transactions on service rendered with regards to procurement and/or logistics services provided to customers

Achievements and Milestones



Our Proprietary Platform – revPAY



revPAY Single Platform, Multiple Channels and Multiple Roles Solutions...



rev **PAY**
made easy for everyone

Corporate Structure

Revenue Group Structure as of 30 June 2022

