

**PRESS RELEASE**

## **Radiant Group digitalising retailers in post-MCO ‘new normal’**

- *New supermarket chain customers boosted supplier base of AX Retail B2B to 3,850*
- *AX Retail B2B able to support physical and e-commerce platforms*

Selangor, Malaysia, 16 June 2020 - Retail technology solutions provider **Radiant Globaltech Berhad**, (Radiant Group, the Group, 锐腾有限公司, Bloomberg: 0202:MK, Reuters: RADI.KL) is enabling retailers to digitalise operations in the ‘new normal’ environment post-Movement Control Order (MCO) through its retail management portal AX Retail B2B.

The Group’s B2B portal facilitates back-end transactions seamlessly between retail chain outlets and its suppliers. The cloud-based portal captures and processes all transactions from delivery orders to invoice generation in a timely manner, hence reducing order-delivery-payment time and errors.

Attesting to retailers’ increased emphasis on efficiency, Radiant Group expanded its customer base, securing a 45-outlet retail supermarket chain. The Group has registered 350 of its suppliers onto the retail management portal, boosting the Group’s total supplier base to 3,850.

“Covid-19 has posed unprecedented challenges to the retail sector, including shorter operations hours in outlets, and changing consumer behaviours through social distancing and increased safety protocols. Retailers have to adapt to the post-MCO ‘new normal’ on top of ensuring efficient items in stock and managing cash flow. AX Retail B2B accelerates that transition from traditional processes to digitalised solutions, to resolve the issues in line with the changing environment.

Besides that, AX Retail B2B is also versatile in terms of its ability to support physical retailers and e-commerce platforms, hence capturing the uptrend of online shopping.

The retail sector’s ‘new normal’ is in fact a boon for our software segment, which will build a strong recurring income stream for the Group.”

*Paul Yap Ban Foo (“叶汶富”),  
Managing Director of Radiant Globaltech Berhad*

The Group's software contribution over the past five financial years have increased from contributing just 9.5% of the Group's revenue in the financial year ended 31 December 2015 (FY2015) to 19.4% in FY2019.

In the first quarter ended 31 March 2020 (1Q20), the Group posted 2.3% higher revenue to RM14.1 million from RM13.8 million a year ago on stronger revenue contribution from the Group's software segment.

Revenue from the Group's Software segment increased 18.6% from RM2.0 million previously to RM2.4 million in 1Q20, while the Hardware segment rose 6.6% to RM9.0 million from RM8.4 million. This offset the 18.1% decline in revenue from Maintenance and Technical Support segment of RM2.8 million from RM3.4 million a year ago.

However, the Group reported a net loss of RM0.4 million from a net profit of RM0.5 million in the previous corresponding quarter due to business losses of RM0.6 million from a newly acquired Hardware and Maintenance subsidiary in Thailand and higher staff costs as the Group expanded its Software division.

#### **About Radiant Globaltech Berhad (锐腾有限公司, [www.rgtech.com.my](http://www.rgtech.com.my))**

Founded in 1994, Radiant Group is primarily involved in the provision of retail technology solutions, which consists of providing hardware and software for retail industry, as well as maintenance and technical support services for retail hardware and software. The Group has operational presence in Malaysia, Vietnam and Cambodia.

Radiant Globaltech obtained MSC-Malaysia status in December 2014, enabling access to financial and non-financial incentives for five years. Pursuant to the MSC-Malaysia status, Radiant Group was granted a Pioneer status, which entitles the Group to a 5-year tax exemption until 2019.

Radiant Group's retail technology solutions are used in the retail sector to automate customers' operations, in order to increase efficiency and reduce costs. Furthermore, the Group's retail technology solutions are used for capturing and processing payments (i.e. POS), inventory management, analytics and reporting, as well as sales and marketing (i.e. customer loyalty management).

The Group boasts a notable list of customers which includes 99 Speedmart, 7-Eleven Malaysia, Aeon Big, Aeon TopValu, Giant, Parkson, Cold Storage, Guardian and Manjaku Baby Mall.

**Issued for and on behalf of RADIANT GLOBALTECH BERHAD by Aquilas Advisory (M) Sdn. Bhd. For media enquiries, please contact:**

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