

Star **BIZ**

Genting Hong Kong buys three German shipyards for RM1.04bil >2

yes
Fastest 4G Mobile Internet with Voice
www.yes.my

Enjoy 11GB of Data
To Your Heart's Desire



RM **88** only



Fast expanding: GD Express' customised hub in Petaling Jaya is a hive of activities. In just about a week, fresh from its tie-up with Japan's largest door-to-door delivery service company Yamato Holdings Co Ltd, GDex is, once again, about to make waves with its latest expansion into Indonesia.

GDex expands

Company signs agreement with Pos Indonesia

By **WONG WEI-SHEN** and **TEE LIN SAY**
starbiz@thestar.com.my

PETALING JAYA: GD Express Carrier Bhd (GDex) is a step closer to fulfilling its Asean-play dream, as the company strengthens its foothold in the region with its latest collaboration with Indonesian state-owned enterprise PT Pos Indonesia.

In just about a week, fresh from its tie-up with Japan's largest door-to-door delivery service company Yamato Holdings Co Ltd, GDex is, once again, about to make waves with its latest expansion into Indonesia.

Indonesian market in 2011, due mainly to its attribute as the third most-populated country in Asia with 255.5 million in estimated population in 2015. In comparison, Malaysia's population is just shy of 30 million people.

GDex has since established a working relationship with Pos Indonesia and in 2014, set up a representative office in Jakarta.

Pos Indonesia has an extensive network of more than 24,000 service points and is able to provide 100% coverage in big cities, almost 100% in suburban areas, and 42% in rural and remote areas in Indonesia.

Some 3,700 of the post offices are currently

cities are equipped with mobile post facilities.

Pos Indonesia was initially known as Post Office Batavia, established in 1746 in Batavia, which is now known as Jakarta.

The tie-up with Pos Indonesia is definitely a boost for GDex, which seems to have been on an expansion spree. "It's definitely a strong nod of approval for GDex. To tie up with the national post player of Indonesia, this seals their position as the e-commerce player.

"There are plenty of synergies to be derived when a brick and mortar entity ties up with an e-commerce player. Both parties can benefit from the new shared infrastructure, the

Analyst: Potential for cost savings from tie-up

> FROM PAGE 1

shared processes and the common buyers.

"There is also potential cost savings from the tie-up, for example in terms of labour and distribution," an analyst said.

Going cashless is now a global trend, which has seen traditional businesses change the way they operate.

Yesterday, GDex managing director and group CEO Teong Teck Lean signed a business collaboration agreement with Pos Indonesia president director Gilarsi W Setijono, which will help enhance cross border trade between the two parties as well as

explore further synergies together.

"Pos Indonesia, being the state owned entity of Indonesia possess an extensive network in Indonesia while GDex also have established a comprehensive network in Malaysia. Such collaboration will create more value for the communities by providing better connectivity between both countries," it said in its filing with Bursa Malaysia.

GDex's latest quarterly results saw earnings grow by 8.2% to RM7.8mil while revenue during the quarter was 10.75% higher to RM55.5mil.

GDex has an extensive network in Malaysia and Singapore, with express deliv-

ery as its core business, in which the conventional business-to-business segment contributed 80% of its revenue, while the e-commerce business contributed the remaining 20%.

Its three largest shareholders include Teong with a 36.17% shareholding while the newly-minted Yamato has a 22.8% stake and Singapore Post Ltd has an 11.2% stake.

GDex is the largest carrier service provider in Malaysia in terms of market capitalisation, which stands at RM2.28bil, with national post company Pos Malaysia Bhd coming in second with RM1.12bil in market capitalisation. Its share price was unchanged at RM1.65 yesterday.