



iExpress Malaysia

Business Proposal

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Agenda

- iExpress Business Introduction statement.
- Courier Agencies - a crucial E-Commerce Enabler
- Business Model
- iExpress establishments
- iExPoint – a Mobile Application
- Competitive Landscape
- iExpress MY Entities
- iExpress USP
- iExpress Scalability





iExpress Malaysia

was founded by a local entrepreneur Kerwin Ng in March 2018. We are an established chain store agency selling various courier services and e-Commerce fulfillment services.

We also serve as the PUDO (PickUp & DropOff) points for courier companies and e-Marketplaces.



Courier Agencies – an E-Commerce Enabler

Courier agencies are a critical link between the shipment senders, receivers and the logistics providers. In today's fast growing e-Commerce industry, the agencies provide accessibility, competitiveness and improved efficiency for the sellers to engage the delivery service.

Malaysia has a high rate of e-Commerce usage due to its internet and mobile connectivity. Approximately 50% of our population are active online shoppers.

This industry is expected to grow at an annual rate of 11.4% (CAGR 2019 -2019) and the total revenue for the entire industry is MYR 5.5 billion. The growth is expected to grow to MYR 10.6 billion by 2022.

The number of courier parcels traffic according to MCMC:

2018: 85 million domestic + 11 million international.

2019: 120 million domestic + 9 million international

2020: 300 million domestic + 20 million international.

The industry has grown 400% from 2018, and is expected to grow exponentially based on increased consumer preference to shop online, and the transformation of business digitalization.



iExpress Business Model

We appoint licensees to operate iExpress stations throughout Malaysia in selling our approved courier services to customers leveraging our best operational practices, technology platform and consistent market branding.

Licensees pay iExpress MY

- i. License fee
- ii. Professional setup fee and
- iii. Royalty fees from the sales revenue to own and operate an station for extendable 2-5 year periods.



iExpress Targeted Licensees



- Individuals / Corporates whom are interested in this fast growing delivery industry.
- Entrepreneurs looking into starting up a retail business.
- Service-Based Business Opportunity
- Business owners with existing businesses into expansion / transform / adding-on a new business.
- Ambitious and passionate in managing a business.
- Share the same vision with iExpress.



iExpress Retail Stations

Plaza Haji Taib, KL



Bdr Sri Permaisuri, KL



Bdr Puteri Puchong, Selangor



Dpulze Shopping Centre, Cyberjaya



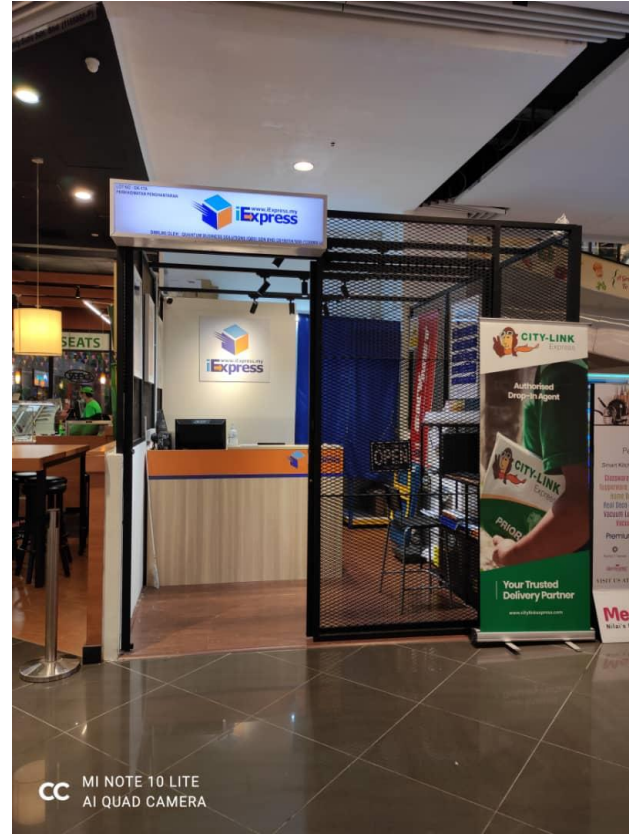
BMC Mall, Cheras



Bayan Baru, Penang



MesaMall, Nilai



Shell Jalan Semenyih, Kajang



Our Target Customer Groups



- Retailers
- SMEs
- Individuals
- eCommerce Marketplaces
- Online Sellers / Drop-shipper
- B2B
- B2C
- C2C

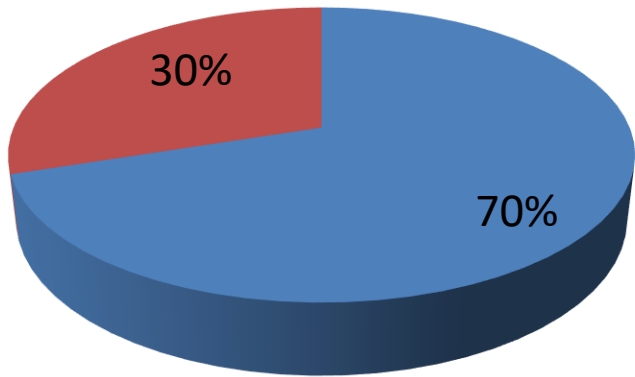


3PL (Third-Party Logistic)



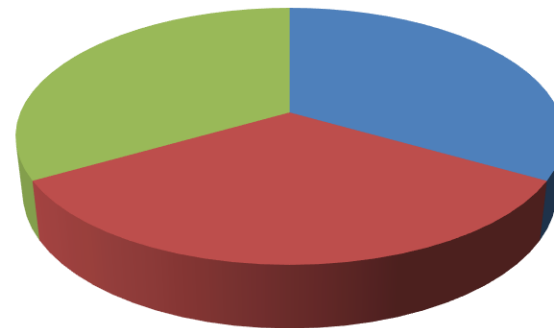
.. And more 3PL partner joining us soon 

Products Mix



Delivery

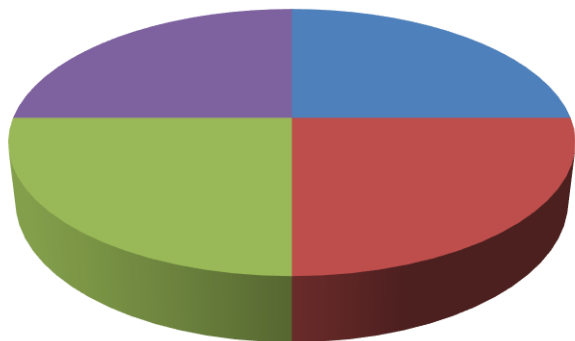
■ Domestic ■ International



Fulfillment

■ Receiving & Storage
■ Repacking & Handling
■ Resending & Delivery

Others



■ Drop & Collect Services
■ Packaging Materials
■ Printing Services
■ Others

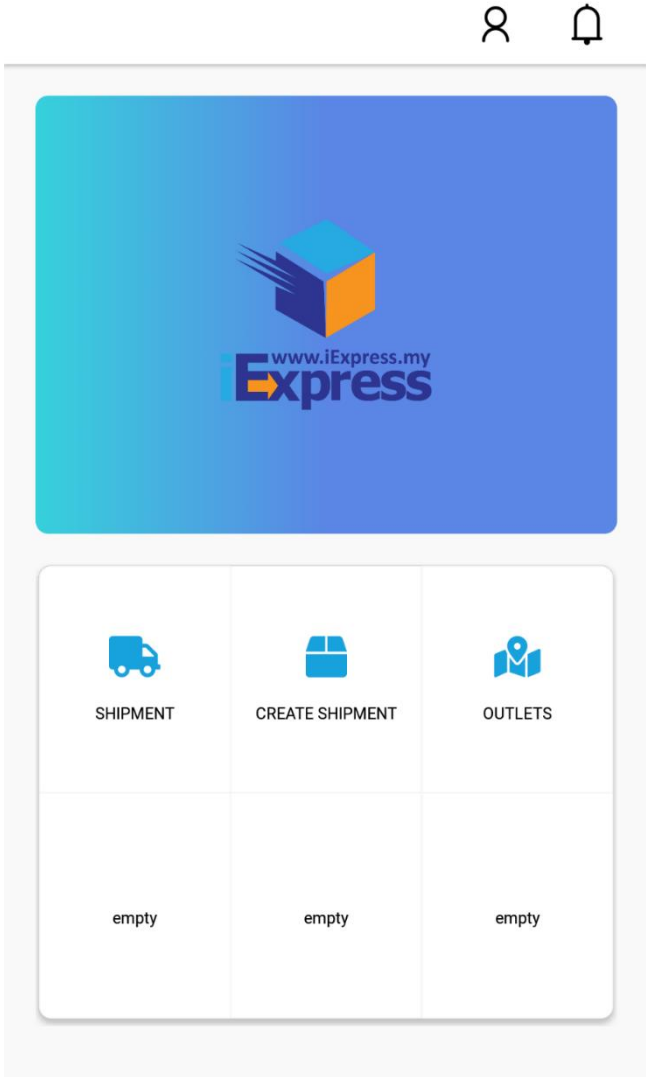


iExpress MY Income streams

- Licensing Fees
- Royalty Charges
- JV Outlet Profits
- Couriers
- Supplies



Digital Platform – iExPoint Mobile Applications



The iExPoint Mobile Application allows senders to create and track shipments electronically without filling up paper forms at iExpress stations.

It is also an integrated digital platform for shipment submissions and tracking with courier delivery providers and a cloud-based station management portal.



Digital Integration with Service Providers

iExPoint integrates with our courier service providers through system interfaces APIs on:

1. Check shipping rates.
2. Create and amend / cancel shipment consignments and receive consignment codes.
3. Or Provide bulk pre-assigned consignment notes to iExpress.
4. Enquire shipment status from time to time.

DOWNLOAD iExPoint APP
FOR CREATE SHIPMENT



Cloud-based Station Management Dashboard

The screenshot displays the iExpress Cloud-based Station Management Dashboard. The interface includes a top navigation bar with service categories and a user profile. A sidebar on the left contains navigation options like 'Dashboard', 'Shipment Management', and 'Settings'. The main content area is titled 'Shipment Management' and features a search bar with a 'Quick Search' input, a 'Status' dropdown, and a search button. Below the search filters is a table listing shipment details.

Shipment No	Outlets	Customer Info	Created At	Amount	Parcel	Status	Action
TRX00000011	DPulze Shopping Centre	Name: Benson Choong Email: benson@gmail.com Gender: Male	2020-02-12	RM49.60	2	Pending	⋮
TRX00000010	DPulze Shopping Centre	Name: Benson Choong Email: benson@gmail.com Gender: Male	2020-02-12	RM25.00	1	Pending	⋮

At the bottom right of the table, there is a pagination control showing page 1 of 10.

Competitive Landscape

Direct Competitors:

- Mailboxes Etc. (MBE)
- ParcelHub
- Ikobana
- EasyParcel
- Other aggregators / agency

Courier Companies:

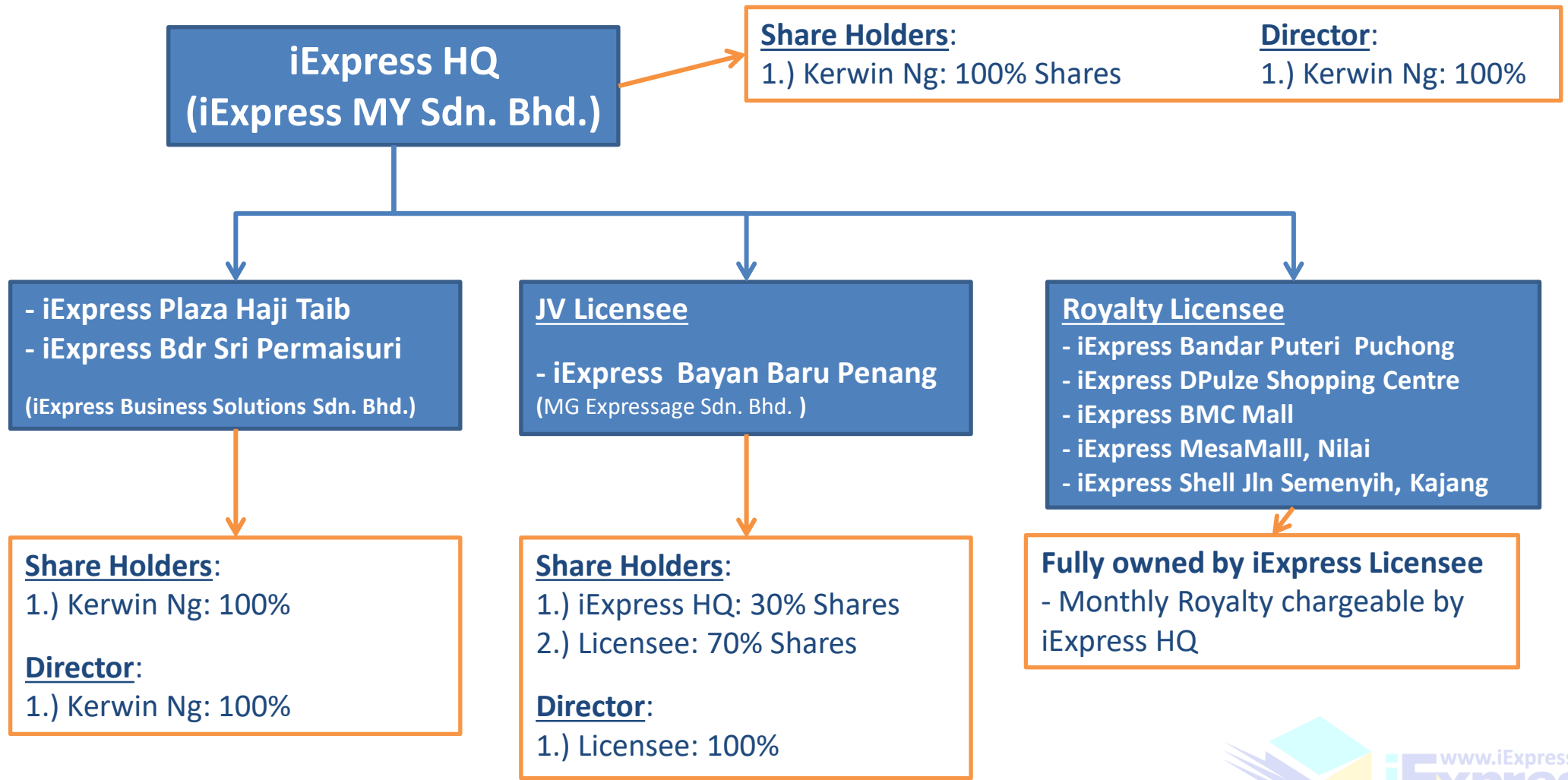
- J&T Express
- Posstore
- Flash Express
- Other direct courier shop



<h1>Who am I?</h1>	<h2>Kerwin Ng – iExpress Company Director / Founder</h2>
	<p>+6018-2770 881 kerwin@iExpress.my www.iExpress.my</p>
	<p>EDUCATION Informatics College 2001 - 2003 Major in Computer Science</p> <hr/> <p>EXPERIENCE Head of Network Management Mail Boxes Etc. (MBE) Malaysia 2004 – 2017 (14 years) Daily operational issues at individual centers Manage franchisees & vendors New center opening, Training & Setup, Special Project</p> <hr/> <p>SKILLS Retail, Logistic / Shipping / Courier, Franchising, New Business Development, & Operations Management.</p>



iExpress Malaysia – Business Entities



iExpress USP (Unique Selling Point)

Combination
of Brick &
Mortar Retail
network and
IT Digital
System

Lower setup
cost. Leverage
on existing retail
business by
setup small Kiosk

Systematic,
Simple and Easy
to manage

Vast Courier
Service
Industry
Experience



Expansion Plans of iExpress MY

Expansion of iExpress Network (Station)

iExpress In-house Delivery Services

e-Fulfilment Services

Same-Day Delivery Service

Cold-Chain Delivery Service

Inter-Stations Delivery

Scalability!





THANK YOU!

