

Accelerating greener solutions from Greater Kuala Lumpur



The global fuel card market was valued at US\$672.84 billion in 2019 and is expected to reach US\$1.21 trillion by 2027, according to a report by Allied Market Research. This growth represents a compound annual growth rate (CAGR) of 13.9%. Fuel card service providers such as Radius Payment Solutions Ltd (Radius) are leveraging this trend by developing telematics systems and robust reporting services to improve fleet management productivity.

Radius is also rapidly diversifying into new divisions and leveraging advance technology as a competitive advantage. The company is also helping businesses to transition to cleaner sources of energy such as electric vehicles. This is in line with Malaysia's electrification agenda under the Low Carbon Mobility Blueprint 2021 – 2030 proposed by the Ministry of Environment and Water. This blueprint is expected to drive greater participation in electric vehicles across the country.



Radius Payment Solutions Ltd (Radius) is Europe's leading independent service provider in the fleet and logistics market. Over 30 years, Radius has transformed from a fuel card provider into an international fleet management solutions provider.



Established: **1990**



Corporate HQ: **Crewe, UK**



Global presence: **2,000+ employees**



Annual turnover: **Over £3 billion**



51 Offices

18 Countries

5 Continents

COMPETITIVE ADVANTAGE

Developing leading-edge technologies. All the company's services are web-enabled and Velocity, its customer portal, has over 140,000 regular users.

ESG

Radius aims to help businesses adapt to the future. About 30% of the company's gross profit comes from non-fossil fuel based services and the plan is to keep growing the adoption of greener fuel.

Radius Vehicle Solutions, established in 2021, supports customers' transition from diesel vehicles to electric ones.

Divisions:

- Fuel solutions
- Telematics
- Insurance
- Telecoms
- Vehicle solutions
- Electric vehicle charging

RADIUS BUSINESS SOLUTIONS (MALAYSIA) SDN BHD

Established: 2017

Employees: 55 local talent. No one was laid off during the global health pandemic and hiring of new talent has resumed.

CENTRE OF EXCELLENCE

Currently supporting Malaysia, Singapore, Australia — aiming to expand into Thailand and the Philippines

Regional fuel card support

- Strategic business planning and corporate planning
- Business development
- Commercial operations
- Brand management

Telematics

- End-to-end solution development
- Product and application localisation
- Customised and pre-sales consulting
- UI/UX development

- Customer service and after-sales support

Finance

- Financial reporting and planning
- Accounts payable and receivable
- Risk management
- Invoice processing

Information technology

- Network, hardware and software planning
- IT infrastructure design and support

- Project management
- Managed services

Electric vehicles

- The strategic pipeline centres around the transition from internal combustion engine (ICE) vehicles to electric vehicles. The management of electric vehicles relies on data and Radius' telematic software can assist fleet operators to transition to these vehicles.

EXPANSION PLANS IN GREATER KL

There are plans to move Radius' software development team from Belarus to Greater KL via the Greater KL Live Lab programme. Radius Malaysia will be moving to a new office with 92 workstations.

Talent sourcing:

- Radius Malaysia is a fast-growing company and there are many opportunities for current employees and new hires.
- InvestKL introduced Radius Malaysia to

PERKESO and enrolled the company in its Jamin Kerja scheme.

- InvestKL's connection to prestigious universities enables Radius Malaysia to find talent for its management trainee programme.

TALENT DEVELOPMENT

Qualified local graduates in Radius Malaysia's management trainee programme have the opportunity to work for one year in Crewe, UK. In Malaysia, line managers provide employee support and training while human resources colleagues in the UK conduct online training.

WHY GREATER KL

Radius' regional office for Southeast Asia was moved from Singapore to Malaysia in 2017 because it:

- Has a vast talent pool
- Offers affordable operating costs
- Is strategically located
- Has an innovation-driven economy
- Offers ease of doing business
- Offers strong investor protection
- Has high standard of living
- Has a larger local market, which is good for Radius' core products — fuel cards and telematics



“ We have doubled our business during the pandemic riding the digitalisation wave. In line with our expansion, our office in Greater KL plans to offer 24/7 customer support, especially in English-speaking nations where Radius operates in globally. ”

— Jonathan Goh, regional director, Southeast Asia, Radius Business Solutions (Malaysia) Sdn Bhd



“ All efforts in advancing green growth and sustainability are timely to help convince investors who are increasingly paying more attention to the SDG principles. ”

Companies like Radius Payment Solutions Ltd have an action plan focused on sustainability via the use of electric vehicles and their presence in Greater KL supports adoption of greener vehicles in the public-private sectors, in line with the National Investment Aspirations (NIA) ”

— Muhammad Azmi Zulkifli, CEO of InvestKL



FUTURE PLANS

In May 2022, Radius Malaysia started offering Kinesis Pro, a powerful fleet intelligence that is fully customisable to local markets. The next step is to launch an asset-tracking solution that allows companies to track physical assets with small wireless devices and Radius' GPS tracking system.

In future, Radius Malaysia would like

to provide telco, insurance, electric vehicle charge cards and vehicle leasing in Southeast Asia. Customers will be provided with the latest in mobility and connectivity products and services, including:

- Provision of vehicle fuelling and charging
- Insurance
- Tracking and monitoring driver behaviour

ESG INITIATIVES GOING FORWARD

Sustainability is the core of Radius' offerings. With leading e-mobility solutions, Radius can guide businesses through their energy transition and towards opportunities in this area.

There are also plans for ESG implementation in Radius Malaysia's local office, in line with the group's overall ESG journey.