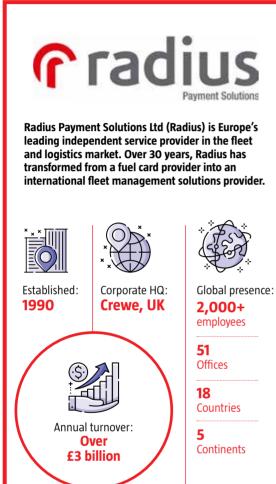


# Accelerating greener solutions from Greater **Kuala Lumpur**

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.





Divisions:

Fuel solutions

Telematics

Insurance

• Telecoms

Vehicle

solutions

charging

• Electric vehicle

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.

**FUTURE PLANS** 

### RADIUS BUSINESS SOLUTIONS (MALAYSIA) SDN BHD

### Established:

resumed.

2017 Employees: 55 local talent. No one was laid off during the global health pandemic and hiring of new talent has

### **CENTRE OF EXCELLENCE**

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

### with Shell and resells their fuel cards throughout Malaysia and Singapore. The company's award-wining tracking/ telematics system, Kinesis, is available in both countries.

Business model: Radius Malaysia has a direct partnership

Radius Malaysia is the group's first and only Centre of Excellence in the Asia-Pacific region. It provides end-to-end fleet management using Robotics Process Automation, Big Data and IoT (Internet of Things). It is also Radius' regional office for Southeast Asia.

• Project management

• The strategic pipeline

centres around the

combustion engine

electric vehicles. The

management of electric

vehicles relies on data and

Radius' telematic software

can assist fleet operators

to transition to these

vehicles.

(ICE) vehicles to

transition from internal

Managed services

**Electric vehicles** 

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

 Customer service and after-sales support

### Finance

- Financial reporting and planning
- Accounts payable and receivable

## • Risk management

- software planning

# Invoice processing

### Information technology • Network, hardware and

- and support

# • IT infrastructure design

**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
- InvestKL introduced Radius Malaysia to

### **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.
- 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.

### WHY GREATER KL

economy

business

• Offers ease of doing

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

- Has a vast talent pool • Offers strong investor protection
- Offers affordable operating costs
- Is strategically located Has an innovation-driven
  - larger local market Has a which is good for Radius' core products — fuel

living

cards and telematics

Has high standard of

### **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.



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



**4** 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 publicprivate sectors, in line with the National Investment Aspirations (NIA) Muhammad Azmi Zulkifli,

**CEO of InvestKL** 



allows companies to track physical assets with small wireless devices and Radius' GPS tracking system.

In future, Radius Malaysia would like

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

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

new hires.