



LUMINOR  
FINANCIAL

THE FUTURE GLOWS

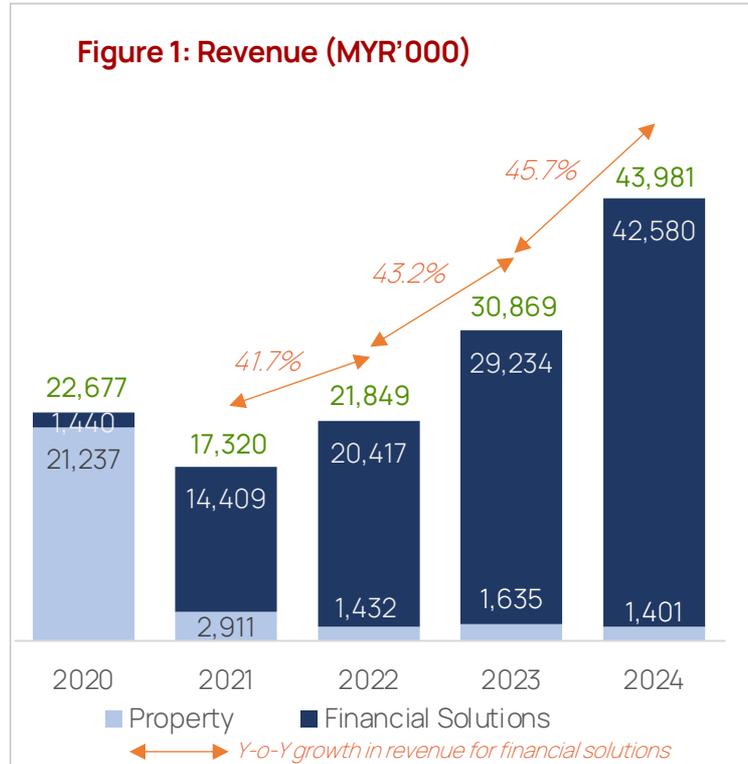
Luminor Financial Holdings Limited

**AGM FY2024**

*28 April 2025*



## 42% Increase in Revenue To MYR44m, MYR11.4m Net Loss After Tax



Condensed Income Statement (RM'000)	FY2023	FY2024
Revenue from financial solutions	29,234	42,580
Revenue from property	1,635	1,401
Interest Income	1,107	1,003
Other Income	866	655
Fair value gain/(loss) on financial assets	3,239	(2,891)
<b>Total Income</b>	<b>36,081</b>	<b>42,748</b>
Expenses	(25,902)	(41,648)
Forex Gains/(Losses)	(3,385)	3,480
Impairment Losses	(2,696)	(11,051)
Share of associate, net of tax	477	22
<b>Profit/(Loss) Before Tax</b>	<b>4,575</b>	<b>(6,449)</b>
<b>Profit/(Loss) After Tax</b>	<b>635</b>	<b>(11,427)</b>

### Financial Highlights

- LCM continues to be in its second year of profitability
- FHPL is currently loss making as the platform was launched in 4Q2024



# Key Figures from Luminor Malaysia

**Loans Funded in FY2024**  
**RM445 million**

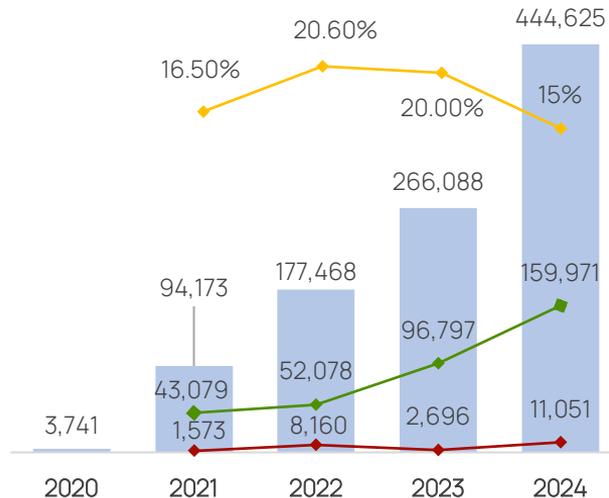
**Gross Contribution**  
**RM38.2 million**

**Net Interest Margin**  
**15%**

**Non-Performing Loans**  
**2.49%**

## Key Figures

- Gross Disbursement Value (MYR'000)
- Loan Book (as at 31 December)
- Impairment
- Net Interest Margin



## Commentary

- $Net\ Interest\ Margin = \frac{Net\ Interest\ Income}{Interest\ Earning\ Assets}$
- 12 month *rolling* Net Interest Margin calculated at the LCM level
- Reduction in NIM due to higher interest cost, in line with overall higher interest rate
- Gross Disbursement Value: Total amount of loans funded for the year (before deducting fees)
- Loan Book (as at 31 December): Value of outstanding receivables
- Focus for FY2025 will be to continue its expansion in Malaysia as well as branch out to Singapore



# The rise of e-Commerce and Social Commerce.

## THE STRAITS TIMES

Tuesday Aug 20, 2024

### Global digital economy set to hit \$21.6 trillion by 2028: Report

The digital economy will reach US\$16.5 trillion (S\$21.6 trillion) and capture 17 per cent of global economic output by 2028, said research and advisory firm Forrester in a report on Aug 19.

Its study measures the size and growth of the digital economy across areas such as tech spend, retail and travel e-commerce, and estimates that the digital economy will see 6.9 per cent compound annual growth rate (CAGR) from 2023 to 2028.

Almost two-thirds of the global digital economy will be powered by the United States and China. The online retail and travel sectors will be the principal drivers behind the growth, at a CAGR of 9 per cent and 7 per cent, respec-

tively.

Mr Michael O' Grady, principal forecast analyst at Forrester, said: "The World Economic Forum estimates that more than two-thirds of new-value creation over the next decade could come from digitally enabled platforms.

"To nurture the growth of the digital economy, countries must focus on digital businesses, public services, digital skills availability, the growth of R&D spend, and tech investments that influence non-digital activities."

The US has captured 42 per cent of global technology spending, while China has the largest share of the digital economy in e-commerce, with 39 per cent of retail sales conducted online in 2024.

This is estimated to rise to 41 per cent by 2028.

The report also indicated that South Korea spends the largest share of its economy on R&D, with focused investment on areas such as artificial intelligence (AI), semiconductors for AI, 5G and 6G, metaverse and cyber security.

On the flip side, digital investment lags in Europe, with average tech-spend growth per year from 2024 to 2027 forecast to reach €83 billion (S\$120 billion), significantly lower than the €125 billion required by the European Commission.

The top six digital economies by size are the US, China, UK, Japan, Germany and South Korea.

THE BUSINESS TIMES

### 3. Social commerce drives massive engagement in 2024

**96.9 million people in the U.S. shop directly on social media.**

And as younger millennials and gen z continue to consume the market, that number is only going to grow.

**83% of gen z consumers say their shopping starts on social media.**

More and more brands are making it effortless for people to discover and purchase directly from their favorite social apps (primarily Instagram and TikTok), not only [earning themselves social currency](#), but elevating consumer expectations across the board.

***It's expected that social commerce will reach \$2.9 trillion by 2026. Meaning the time for retailers to get social is now.***

<https://www.the-future-of-commerce.com/2023/12/20/e-commerce-trends-2024/>



## FINANCIAL SOLUTIONS – FUNDED HERE

It's **difficult** for SMEs/digital businesses to **obtain financing** though businesses **need funding to grow**.

The digital economy has changed the way we shop and consume – e-Commerce and Social Commerce are fast taking over retail sales.

*USD4.3 trillion*  
revenue in 2025

*8.02% CAGR*  
from 2025 to 2029

*3.6 billion users*  
by 2029

**But traditional financial institutions are not designed for the digital economy**



*Legacy Infrastructure*



*Lengthy application/processing*



*Collateral required*



*Low approval rate*



**Institutional / Individual investors are out of reach**

- Businesses lack the network to reach institutional & individual investors
- Such investors do not have confidence / mandate / capability to invest in such businesses



Business owners turn to the following for credit:

- **Personal loans from moneylenders**
- **Mortgage house (if fully paid for)**
- **Credit card loans**

[https://www.statista.com/outlook/emo/ecommerce/worldwide?currency=USD#revenue\\_65965](https://www.statista.com/outlook/emo/ecommerce/worldwide?currency=USD#revenue_65965)

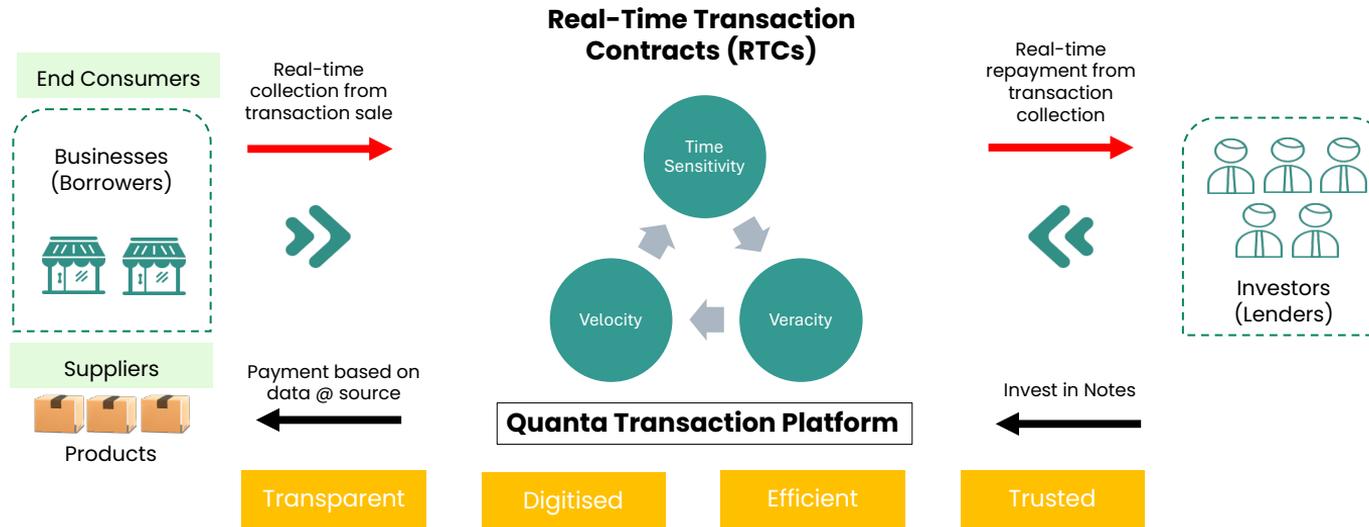


FINANCIAL SOLUTIONS – FUNDED HERE

## Our platform is the first to offer **real-time inventory financing**.

Newly developed by FundedHere, the Quanta Transaction Platform (QTP) allows multiple layers of digital services in real-time transaction with efficiency, scale and sustainability. It is the fit-for-purpose solution for small business financing in the digital age. Services include but not limited to:

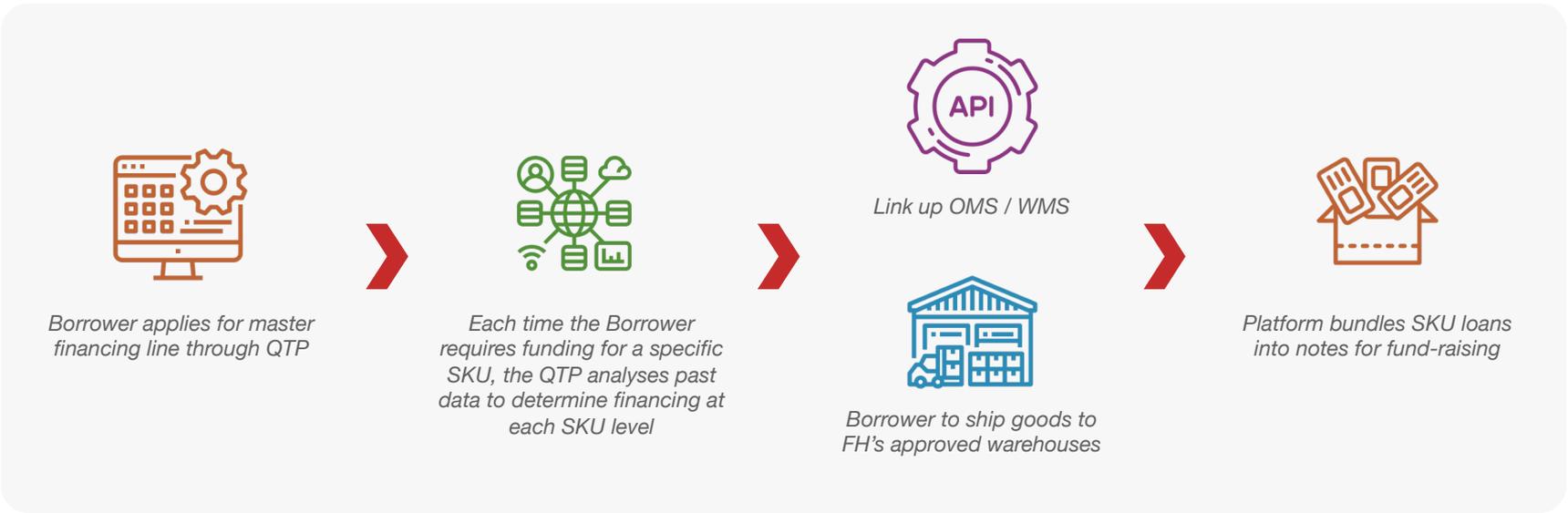
- ✓ Supply Chain Financing
- ✓ Payment Collection and Settlement





FINANCIAL SOLUTIONS – FUNDED HERE

**We help businesses to increase revenue by mapping capital precisely to where it is needed, allowing businesses to get financing on demand.**





FINANCIAL SOLUTIONS – FUNDED HERE

We present a **unique product offering** to investors in the **Private Credit** space.



*Investor signs up through the FundedHere platform.*



*Investors have access to the structured notes available with a breakdown of the SKUs funded*



*Upon sale of each SKU, repayment is made immediately and directly to the Investors*

***Investors can "Click, Flick & Forget"***

- ✓ Backed by precisely the goods funded
- ✓ Potential annualised effective returns of up to 12-36% per annum



FINANCIAL SOLUTIONS – FUNDED HERE

To register your interest, sign up at <http://www.fundedhere.com>

FundedHere  
Scale your e-commerce biz  
Grow your business to new heights and unlock endless opportunities.

1. Increase in Volume
2. Increase in SKU
3. Increase in Sales

www.fundedhere.com

FundedHere

Turbo boost your cash flow

We provide the funds, so you can have more cash flow to cover other expenses.

www.fundedhere.com

FundedHere

Secure up to 90% in funding

We provide up to 90% inventory financing with **no credit limit**.

www.fundedhere.com

FundedHere

We've funded over

664 unique SKUs!

www.fundedhere.com



## **Retirement** of Mr Tan Chade Phang

- Mr Tan Chade Phang will be retiring as a director of the Board upon the conclusion of the FY2024 Annual General Meeting (“AGM”) to be held on 28 April 2025 to facilitate the Board’s renewal.
- Upon his retirement, Mr Tan will cease to be the Chairman of the Nominating Committee, Chairman of the Remuneration Committee, member of the Audit Committee, member of the Risk Management Committee of the Company
- The Company is in the process of selecting a new director and will endeavour to appoint the incoming director within two months of the AGM, but not later than three months from the AGM.
- We thank Mr Tan Chade Phang for his contributions to the Group for the last 9 years.



# Thank You.



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