



Goldpac Group Limited

金邦達寶嘉控股有限公司

(Stock Code: 03315.HK)

Goldpac Announces 2024 Interim Results

(20 August 2024, Hong Kong) Goldpac Group Limited (“Goldpac” or the “Group”, stock code: 03315.HK), today announced the interim results for the six months ended 30 June 2024 (“the period”).

Overview

Due to global economic slowdown and other uncertainties in the first half of 2024, customers outside the Chinese mainland experienced longer-than-expected purchasing cycles. As the Chinese government tightened risk management of the banking industry, the industry turned to the existing user market which witnessed a decrease in the quarterly circulation of credit cards and credit and debit duo cards. For the six months ended 30 June 2024, the Group recorded a revenue of RMB542.0 million, representing a year-on-year decrease of 27.3%.

The Group maintained persistence and accelerated the implementation of its digital and platform-based strategy. The Group increased its research and development investment for digital platform, and promoted projects development in automobile safety, telecommunications, transportation and other fields. The Group’s research and development expenses increased 4.3% year-on-year, accounting for 9.9% of the revenue. The Group recorded a gross profit of RMB132.3 million, and the gross profit margin was 24.4%, maintaining healthy profitability. Influenced by the decrease of the gross profit, as well as the increase in research and development expenses and the decrease in exchange gains, the Group’s profit for the period was RMB30.5 million, representing a year-on-year decrease of 64.4%.

During the period, the Group’s revenue from embedded software and secure payment products segment recorded a revenue of RMB290.3 million, representing a year-on-year decrease of 39.2%. The Group’s revenue of platform and service business segment decreased by 6.3% to RMB251.7 million.

The Group’s financial performance indicators remained stable and healthy. The Group’s available funds totalled RMB 1.163 billion, and the gearing ratio was 18.7% without any loan. The Group has excellent risk resistance capacity to ensure the stability and sustainability of the business, as well as sufficient investment for future research and development.

Outlook

The focus of banks on digital transformation brings the Group opportunities for advancing business model transformation through its digital and platform-based strategy. The Group offers comprehensive business services for financial institutions by developing its UMV digital platform. The UMV – Goldigital platform helps financial institutions to accommodate consumers’ needs for small-batch, rapidly issued personalised products and further enhance core competitiveness. There are already over 18 corporate customers worldwide in fields of finance and transportation using the UMV – Goldigital platform. The UMV – YoMee platform for end consumers has partnered with over 20 banks and attracted a continuously growing number of end users with its expanding catalogue of customised secure payment products.

The Group will continue to utilise the power of the UMV digital platform, propelling the Group on a new trajectory for growth.

To Stabilise and Capture a Larger Share of the Current Product Market

It is projected that the global credit card market will expand at a CAGR between 5% to 9% from 2023 to 2033. Therefore, the Group will fully utilise the core advantages in the field of secure payment, and leverage the UMV digital platform to advance the development of credit card business. The UMV – Goldigital platform facilitates financial institutions in realising the entire operations life cycle from offer to delivery, helping them to improve service quality and efficiency. Simultaneously, the UMV digital platform integrates the Group’s internal digital system, facilitating the Group in capturing a larger share of the market.

To Promote Innovative Products and Services

During the period, the UMV – YoMee platform promoted innovative products and services to end consumers, which facilitated banks to improve customer experience, and the platform received positive feedback. Benefiting from international card organisations’ support for environment protection, as well as the positive effect of “Race to Zero” campaign, eco-friendly payment products will embrace a rapid development.

To Promote Business Transformation From B2B to B2C2B Models

The Group breaks the traditional B2B business model by introducing a B2C2B structure through digital operation and internet traffic aggregation via the UMV digital platform. The Group allows banks to promote the newest and trendsetting secure payment products on the UMV - YoMee platform. With corresponding online promotional events, the UMV - YoMee platform attracts end users’ attention and purchase of secure payment products, which facilitates financial institutions in precision marketing.

To Expand Global Business Territories

The Group will leverage on the UMV digital platform to promote the business transformation to B2C2B models. The model will change the current situation of repeated allocation of production resources in the global industry via resource aggregation and sharing. Meanwhile, the Group will pay close attention to the diverse needs of different countries and regions around the world and cultivate opportunities to improve market coverage.

About Goldpac Group Limited (Stock Code: 03315.HK)

Goldpac, established in 1993, was successfully listed on the Main Board of the Hong Kong Stock Exchange in 2013. As one of the earliest Fintech enterprises in China, with over 30 years' of successful experience and a leading global technology portfolio, Goldpac is committed to its core vision of "Making Transactions More Secure and Convenient". Goldpac specialises in delivering embedded software and secure payment products and digital equipment for global customers in the field of smart secure payment, and providing data processing services, system platforms and other total solutions for customers in a wide business range including financial, retails, public services including social security, healthcare, transportation, by leveraging innovative Fintech.

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