

## PRESS RELEASE

### SEDANIA sets the tone for another profitable year

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#### Key highlights:

- Stronger revenue of RM12.2 million in 3QFYE22 driven by higher revenue contributions from its core segments Sustainable Healthcare and Sustainable Energy
- On track to close another profitable year with profit after tax of RM2.0 million in 9MFYE22 on the back of RM30.3 million in revenue

**KUALA LUMPUR, 29 NOVEMBER 2022** - SEDANIA Innovator Berhad (“SEDANIA” or the “Group”) announced today that it recorded 19% higher revenue of RM12.2 million in the third quarter ended 30 September 2022 (3QFYE22) versus RM10.3 million in the previous year’s corresponding financial period driven by higher revenue contributions from the Group’s core segments Sustainable Healthcare and Sustainable Energy.

The Group posted its 7th consecutive quarterly profit after tax of RM820,000 in 3QFYE22, which was lower year-on-year mainly due to higher costs incurred by the Sustainable Energy and TelcoTech segments.

Consequently, SEDANIA remained on track to close another profitable year having recorded a profit after tax of RM2.0 million on the back of RM30.3 million in revenue in the nine months ended 30 September 2022 (9MFYE22).

SEDANIA Founder and Managing Director Datuk Azrin Mohd Noor said, “We are pleased to successfully record another quarter of uninterrupted profits and this sets an encouraging signal for us to maintain our second consecutive profitable fiscal year.

“This shows that despite the current challenging economic environment, SEDANIA remains in a strong position to grow by enabling companies and consumers to become more energy sustainable and environmentally responsible.

He added that SEDANIA is on a strong growth trajectory as it can enable more corporations to initiate green energy transformations and communities to adopt environmentally friendly practices with its energy efficiency solutions and range of eco-friendly healthcare products.

Datuk Azrin highlighted that more sustainability initiatives will undoubtedly be mandated by regulatory authorities such as Bursa Malaysia in the near future following the recently concluded COP27 conference, which reaffirmed commitments of global economies in limiting the rise of global temperatures.

Revenue from Sustainable Energy rose 33% to RM1.1 million in 3QFYE22 from RM848,000 a year ago, mainly due to the recognition of revenue from completing energy efficiency upgrades for several mail processing centres, as well as contributions from recurring lease interest and maintenance income of ongoing Energy Performance Contracts (EPC).

Elaborating on the Sustainable Energy segment's financial performance, SEDANIA's Chief Executive Officer Daniel Ruppert said, "As becoming energy sustainable is an ongoing initiative, we embrace our role as a sustainability enabler by proactively undertaking initiatives which enhance the energy-saving capabilities of our clients.

"The most recent energy efficiency upgrades for one of our clients is a testament to this commitment and together with recurring income from our EPC, has driven the Sustainable Energy segment's positive 3QFYE22 performance. Going forward, we are optimistic about maintaining this positive momentum as we expect a higher number of installation completions at our project sites."

SEDANIA's Sustainable Healthcare arm, Offspring Inc Sdn Bhd (Offspring) saw 13% higher revenue of RM8.9 million in 3QFYE22 versus RM7.9 million a year earlier on higher demand for its products from the domestic market and Europe.

Ruppert added, "The Offspring brand has continued to make waves as seen through the consistently increasing demand locally and internationally. This shows that sustainability is a very relevant theme for consumers today."

Meanwhile, the Group's FinTech division posted revenue of RM1.6 million in 3QFYE22, a 69% surge from RM1.0 million a year ago driven by higher traffic from its Tawarruq and GoHalal digital platforms. This catalysed a six-fold leap in its operating profit before tax to RM731,000 from RM119,000 in the previous year.

Commenting about SEDANIA's growth prospects, Datuk Azrin said, "For our Sustainable Energy division, we will be looking to secure more contracts from large corporations, shopping malls and manufacturing companies as we seek to become the enabler for their transformation to achieve green energy. Our healthy pipeline of projects from different customers will ensure long-term certainty and consistency in our revenue stream.

"In regards to Offspring, we have started making promising inroads in highly populous markets to expand beyond our current presence in 23 countries. With fertility rates remaining high in several of these populous markets combined with the rapidly growing awareness from the masses about climate change, Offspring's potential as a preferred eco-friendly consumer brand for parents is enormous."

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#### **About SEDANIA Innovator Berhad**

SEDANIA Innovator Berhad is an investment holding company with a focus in sustainability-enabling businesses. Since its listing in 2015 on the ACE Market of Bursa Malaysia, SEDANIA has invested in innovative businesses which lead to the reduction of carbon emissions and enable sustainability.

SEDANIA invests in its corporate clients' future energy sustainability by financing and deploying energy efficiency solutions and renewable energy systems which to date saved over 66 gigawatt-hours and RM30 million in clients' energy cost.

For consumers, SEDANIA offers preventive healthcare products which reduce carbon emissions through the selection of eco-friendly ingredients and biodegradable material. Over 170 products are sold under the brand Offspring online and through selected retail stores in 23 countries worldwide.

***We are Innovators. We improve lives sustainably.*** Log onto [www.sedaniainnovator.com](http://www.sedaniainnovator.com) to find out more about our Sustainable innovations.

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