QuadX – Building Futurepreneurs

Submitted by: QuadX
QUADX has been enabling eCommerce for MSMEs since 2012

We see ourselves as experience innovators, and we operated numerous innovative business through the years.
QUADX in 2021

Filipino MSMEs

PHILIPPINE MARKETPLACES

COD Collection & Disbursement

Across the Philippines

Application-based

API Integrated

98%+
DElivery EfficiEncy

Pick-up & Delivery

Philippine Social Commerce

CROSS-BORDER MARKETPLACES

QUADX

PHILIPPINE MARKETPLACES

Lazada
BeautyMnl.
Shopee

Amazon

eBay

ShippingCart

WhatsApp

facebook Marketplace

xpay
“The Beast” Sorting Machine

Located in: C5, Pasig City

One of the largest automated sorting machines here!

Throughput of 12,000 parcel/hour

Can process 5M transactions monthly

OPS QUICK FACTS:

Ka-GGX Partner – the biggest courier pool in the Philippines.

Over 6,000 riders

Ka-GGX Partners are all registered business with complete permits

Delivery Service Coverage

• 94% of Cities
• 82% of Municipalities

104 regional hubs

GGX Merchants

• 102,000+ (total)
• 25,000 active
• 260,000/mo txn

Cross-border Ops:

• California
• London
• Sydney
• Seoul
• Tokyo
SOCIAL IMPACT

Rider Employment

~6,000 Partner Riders
Registered all over the Philippines

91% Lifestyle Improvement
Partner Riders’ Earnings vs Mandated Minimum Wage

29,000 People Impacted
Partner Riders’ household members

Micro, Small, & Medium Enterprises (MSMEs) Empowerment

102,000+ Social Sellers
Registered all over the Philippines

$300 Average Additional Monthly Income
Monthly Sales by QuadX Social Sellers

300,000+ People Impacted
Social Sellers’ household members
Today we will share insights from the eCommerce Sector:

1. **What are common Growth challenges experienced by MSME?**

2. **How have MSMEs capitalized on cross-border trade and digital solutions to grow?**

3. **What pain-points can be solved to further amplify cross-border trade?**
What’s the biggest challenge to growing your business?

This Top 3 shows a complete shift in priorities.

Market Reach & Competition: avenue for growth is cross-border

In previous years, top concerns were more basic: returns, fees, packaging time management.

**XPAY Top 5 Spend**
1. Facebook Ads
2. Alibaba
3. Retail POS
4. Shopee
5. K-Pop Shops
Cross-Border Activities of MSMEs

- About half engage in cross-border activities
- Heavily skewed towards inward business & importation
- Very small share (5%) engage in export
How Do MSMEs Capitalize on Digital Solutions in Support of Cross-Border Trade

Highlights from QUADX Cross-border Trade Survey: August 2021

- Access to services software and solutions now more friendly to MSMEs
- Importation of merchandise / raw materials
- Advertising and promotions – connecting with customers
We asked about Pain Points & Support Needed

What are their top Pain Points

- items
- Expensive
- tax
- time
- Customs
- Local shipping
- restrictions
- Delays
- products
- Cost
- goods
- delivery

Support that they need

- Shipping
- increase
- Less
- tax
- N
- customs
- Trade
- tax
- import
- lower
- free
- None
Takeaways And Learnings:

- eCommerce MSMEs took advantage of importation / cross-border procurement to significantly grow their revenues fast.
- Digital platforms in finance, communications, shipping, were instrumental to this.
- But as they scale, competition and market reach becomes a hurdle.
- Problems manifested in customs, logistics, taxes – reflect heavy skew in importation.
- Opportunity for long-term growth: export (this is unchartered territory for many!)
- Value added-production, building a brand – will be key for global success.