



NINJA VAN, 7-ELEVEN AND RAZER MERCHANT SERVICES BRIDGE THE GAP FOR E-COMMERCE ENTREPRENEURS

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SHAH ALAM, 12 December 2019 – Ninja Van Malaysia, 7-Eleven and Razer Merchant Services inks a partnership that opens up prolific opportunities known as Razer Parcel+ for e-commerce players to step up their game by enjoying the convenience of processing their parcel with Ninja Van at selected 7-Eleven outlets in Malaysia. This tripartite partnership offers shippers the access to a myriad of reliable services offered by Ninja Van that could potentially boost the overall performance of their businesses and provide them with a peace of mind to further expand their businesses, hassle-free.

The initiative is rolled out in phases, starting from the 7-Eleven outlets in major cities such as Klang Valley, Johor Bahru and Penang areas and eventually to all 2200 outlets across Malaysia to ensure smooth coordination between the three parties that guarantee reliable services for the shippers. This partnership will encourage e-commerce entrepreneurs to expand their businesses and be part of the booming digital economy.

Country Head of Ninja Van Malaysia, Adzim Halim said “We strongly believe that convenience is the core unique selling point for Ninja Van Malaysia and through this partnership with 7-Eleven and Razer Merchant Services, we could effectively lay a robust foundation to achieve that.” He also stated that “By allowing shippers to process their parcels at any 7-Eleven outlets which are already well-distributed across Malaysia, we are not only unlocking more opportunities for shippers to enjoy the reliable services offered by Ninja Van but it also helps to connect businesses regardless of its size to expand their reach throughout Southeast Asia, one delightful delivery at a time.” Inadvertently, this partnership overtakes 7-Eleven to see even more footfall, driving more sales at the stores while at the same time bring additional benefits to shippers which is a win-win for everyone.

Head of Razer Merchant Services, Eng Sheng Guan said “Razer Parcel+ is a universal platform that works 24-hours for all e-commerce, marketplace, logistic providers, and the public at large where everyone can enjoy a seamless shipping experience. Razer Parcel+ complements with Razer Cash’s capability to accept payment in 7-Eleven, it has the potential to replace Cash On Delivery Services.”



7-Eleven Malaysia CEO, Colin Harvey said, “We’re delighted to welcome on-board the 3rd major logistics partner, Ninja Van to Razer’s Parcel+ service which further reinforces our vision of being the best retailer of convenience. Our unrivalled store presence and operating hours, of which most are open 24 hours a day, seven days a week, will provide consumers the flexibility to drop by at their convenience to collect their parcels and at the same time pay their bills or enjoy a Slurpee® or two and this further complements our continuous roll-out of the best, most in-demand, trending and exclusive merchandizes, enhanced store look and feel and rewarding loyalty campaigns.”

“Rest assured, your parcels will be safe as it’ll be secured safely behind our counters and under constant surveillance and consumers should also know that all parcels are covered by an insurance reimbursement policy that is in place with the courier companies. We look forward to serving as the last-mile connection between consumers and e-commerce providers,” he quipped.

For shippers who are keen to use Razer Parcel+ feature, it is important to note that all deliveries must first be created through Ninja Van’s dashboard available online and at this juncture, the service is limited to small parcels only (80 cm cumulative). Shippers will then complete the transaction by transferring funds through Razer Merchant Services which can be conveniently linked to any preferred credit or debit card creating a seamless delivery experience for all.

There will be no additional charge to enjoy this feature and recipients could request their parcels to be directed to a pick-up or drop off (PUDO) points instead of the typical home deliveries. Upon arrival, Ninja Van will send messages daily to alert recipients of their parcel whereabouts, giving them the option to collect it at no additional cost at all.

About Ninja Van

Ninja Van is a tech-enabled express logistics company providing hassle-free delivery solutions for businesses of all sizes across Southeast Asia. Launched in 2014, Ninja Van started operations in Singapore and has become the region’s fastest-growing last-mile logistics company, powering businesses with innovative logistics solutions. Today, Ninja Van has grown its network to cover six countries: Singapore, Malaysia, Philippines, Indonesia, Thailand and Vietnam. For more information, visit www.ninjavan.co.



ABOUT RAZER FINTECH

Backed by the leading global lifestyle brand for gamers synonymous with the youth and millennials, Razer Fintech is the financial technology arm of Razer Inc. Established in April 2018, Razer Fintech has grown to become one of the largest O2O digital payment networks in SEA and has processed over billions of dollars in total payment value. Razer Fintech operates two verticals, Razer Merchant Services (“RMS”) and Razer Pay.

Razer Merchant Services is a leading B2B (business-to-business) solution encompassing:

- **RMS Online:** Card processing gateway supporting global scheme cards and over 110 payment methods, powering online payments for global blue-chip merchants in SEA including Grab, Lazada, Facebook, Shopee, Taobao.com, and more.
- **RMS Offline:** SEA’s largest offline payment network of over 1 million physical acceptance points across SEA. RMS Offline also extends point-of-sale services (such as bill payments and telco reloads), cash-over-counter services (including Razer Pay top-ups and fulfilment of e-commerce purchases), distribution of third party point-of-sale activation (POSA) cards, and merchant acquiring services for Razer Pay and other third-party e-wallets.

Razer Pay is a B2C (business-to-consumer) solution comprising an all-encompassing e-wallet focused on offering a plethora of compelling use cases targeted at the youths, millennials, and underbanked.

About 7-Eleven Malaysia

7-Eleven Malaysia Holdings Berhad through its subsidiary 7-Eleven Malaysia Sdn. Bhd. is the owner and operator of 7-Eleven stores in Malaysia. Incorporated on 4 June 1984, 7-Eleven Malaysia has made its mark in the retailing scene and have been a prominent icon for over 32 years.

7-Eleven Malaysia is the pioneer and largest 24 hours standalone convenience store operator in Malaysia with over 2,400 outlets nationwide and serves more than 900,000 customers daily.

7-Eleven stores can be found across bustling commercial districts to serene suburban residential compounds throughout Malaysia, from petrol stations and LRT stations to shopping malls and medical institutions. 7-Eleven is Always There For You.

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From left to right:

- 7-Eleven Malaysia CEO, Colin Harvey
- Head of Razer Merchant Services, Eng Sheng Guan
- Country Head of Ninja Van Malaysia, Adzim Halim

Press Kit:

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