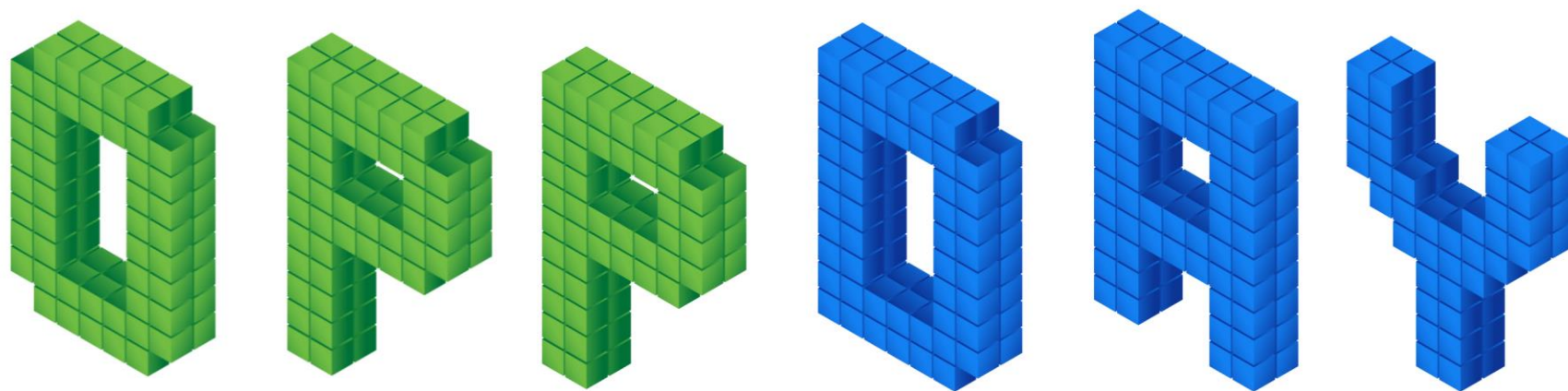


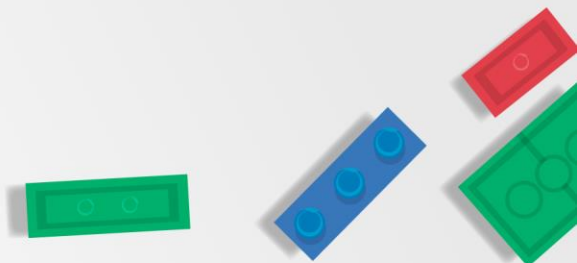
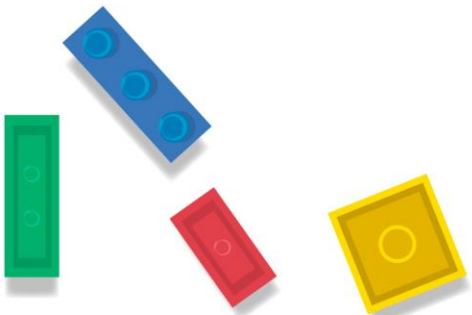


20 Sep 2023



An all-aspect technologies aggregator and
commerce platforms delivering lifestyle enhancement
and living enrichment through Health, Wealth, Work, Leisure
and People understanding.

ผู้สร้างแพลตฟอร์มทางธุรกิจครบวงจร โดยการเชื่อมต่อเทคโนโลยีทุกมิติ
เพื่อให้ผู้บริโภคก้าวข้ามขีดจำกัดของศักยภาพ และไลฟ์สไตล์ที่แตกต่างกัน
ไม่ว่าจะด้านสุขภาพ ความมั่งคั่ง การทำงาน สันทนาการ
และการเข้าอกเข้าใจความต้องการของแต่ละบุคคล



Current Group Structure **SABUY** TECH

1 Connex



Safe Trade International

TSRL

Alpine

SMART
CONNEX
TECH

VENDING
CONNEX
TECH

vending
PLUS+

SABUY
SPEED

DOUBLE
7
SEVEN

INDEEM

SABUY
MASTER

SABUY
WASH

LOCK
SABUY

BLUE PARKING
Effortless Parking Experience

LAUNDRYBAR
Self-service Coin Laundry

SABUY
MARKET

SABUY
FOODPLUS

2 Enterprise & Life

Plus⁺
Tech

SABUY
POS

CSI
CREDIT SYSTEM

Easy
Restaurant

E T LAB

SABUY
OUTSOURCING

SABUY myhr

SABUY
ALLIANCE

SK

SHV

KEEN PROFILE

SABUY
SOLUTIONS

SABUY
Fulfillment

SABUY
INFRASTRUCTURE

KUMO
reckon

FORTH
SABUY

BUZZEBEES

Softel

AIT

3 Payments & Wallet

SABUY
MONEY

SABUY
EXCHANGE

PFS

4 Financial Inclusion

SABUY
CAPITAL

O Capital

CarFinn

SABUY
maxi

NAKON

LOVE
PARKING
เลิฟ ลิสซิ่ง
เราไม่จอดทิ้งท้าย

5 InnoTainment

ASPHERE
ASIA PACIFIC FILM & ENTERTAINMENT LIMITED

SABUY
DIGITAL

M

red
house
HOUSE

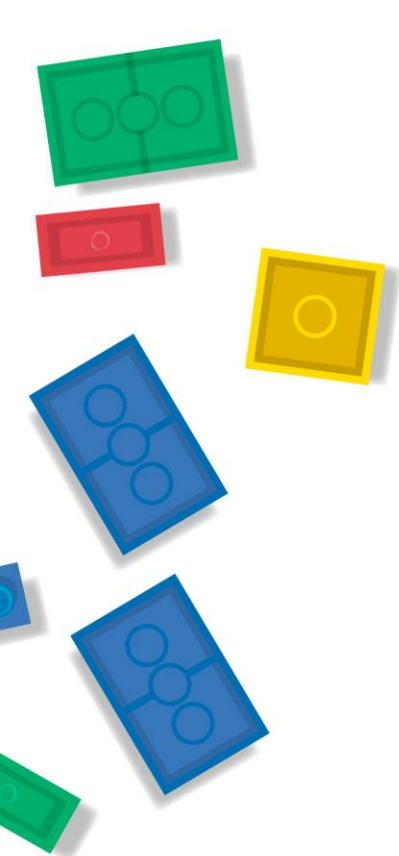
TERO
SABUY

N nipa

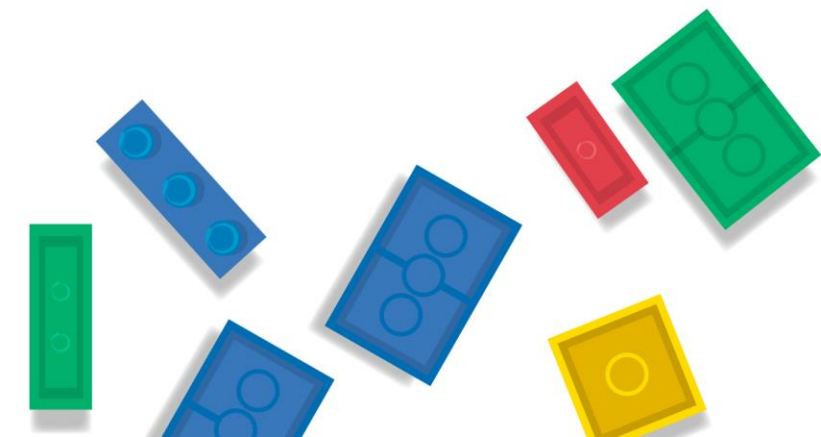
6 Venture

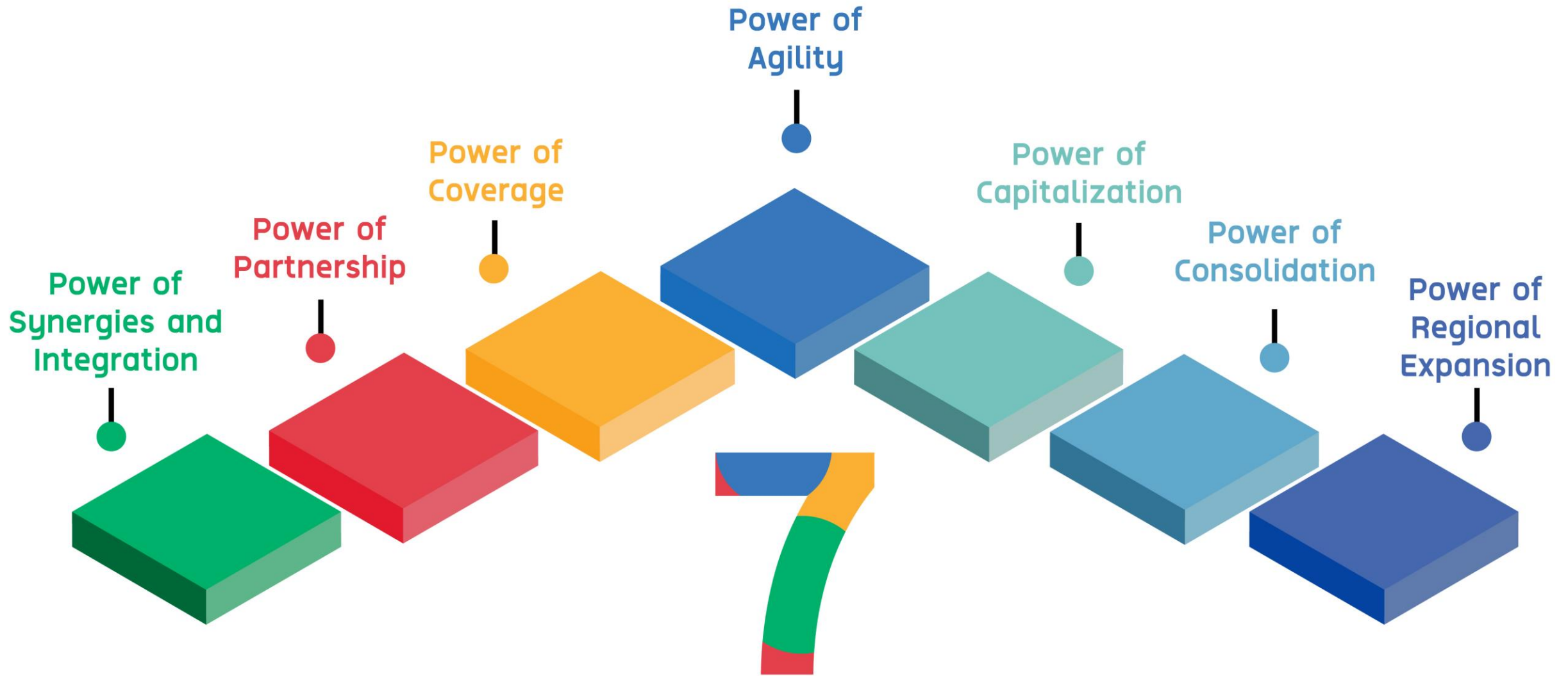
SABUY
ACCELERATOR

LOCK BOX



SABUY Power



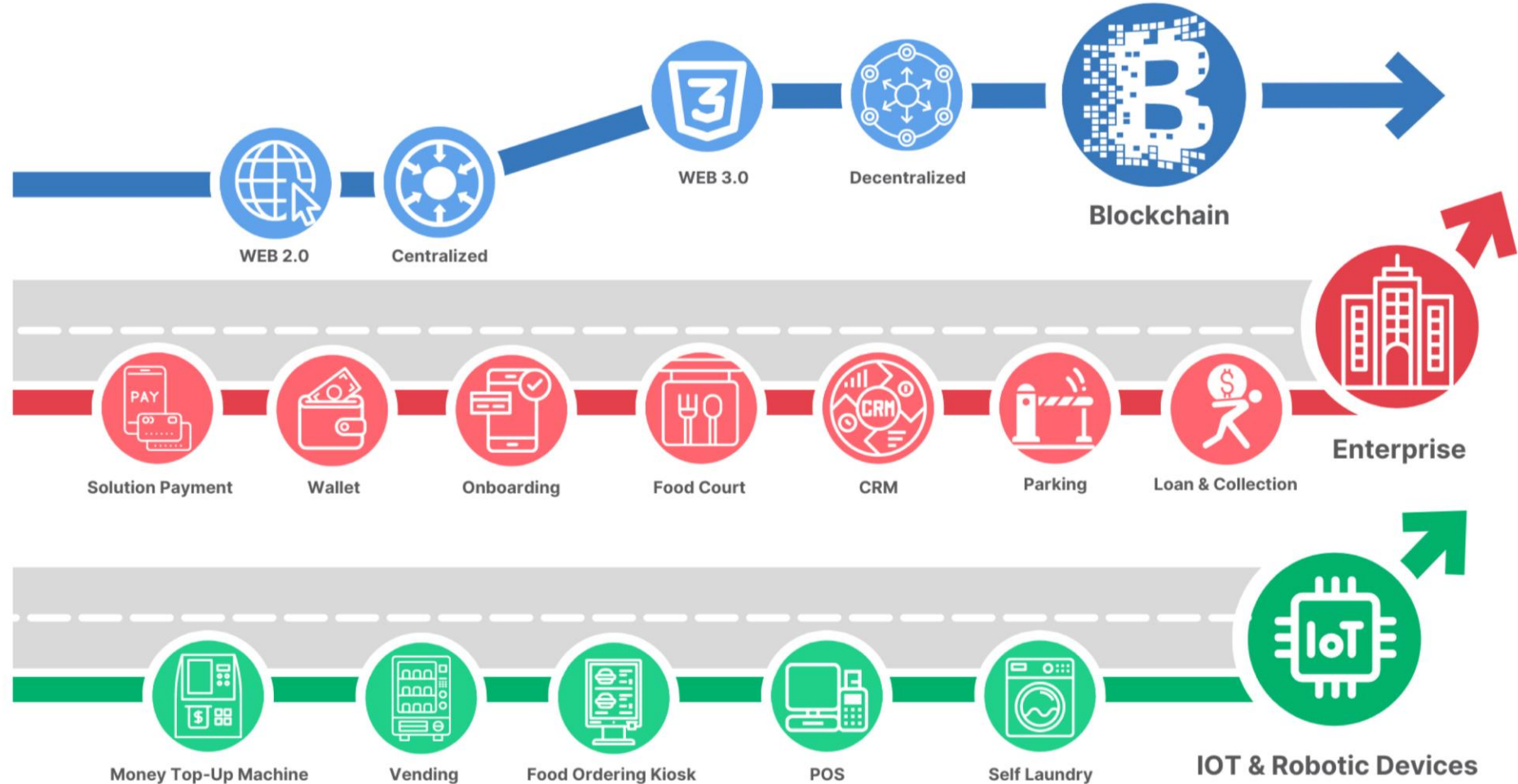


The 7 Powers of SABUY Ecosystem



Tech Journey

From top-up machine to sophisticated blockchain



2020

เติบโต
สบายพลัส
TermsabuyPlus

vending
PLUS+

SABUY
SOLUTIONS

SABUY
MONEY

SABUY
WASH

2021

+

SABUY
SPEED

Plus+
Tech

SABUY P.O.S. SABUY FOODPLUS SABUY MARKET

BUZZEBEES SABUY EXCHANGE

SABUY CAPITAL SABUY maxi SABUY DIGITAL

P.F.S. TERO SABUY FORTH SABUY SABUY ACCELERATOR

2022

+

SABUY
NNEXT
TECH

INDEEM SABUY MASTER

SABUY OUTSOURCING SABUY ALLYANCE

SABUY
INFRASTRUCTURE

SABUY Fulfillment LAUNDHYBAR GST AIT NCAP

CarFinn E.T.A.B. C INDEEM LOCK BOX

Easy Restaurant iSoftel KUMO reckon JV mytee BLUE PARKING LOCK SABUY marketbuzz red house M

2023

+

Overseas
Aspiration

- Digital Payment & Wallet
- Master Solutions
- Commerce Platform
- CRM
- Lifestyle & Entertainment
- Financial Products
- Communications
- Cloud

2024

+

Data
Monetization

- Financial Service
- CRM
- eCommerce

Touch points

65K

150K

500K

1M

1.5M

Users

14M

40M

70M

120M

200M

Transactions /Month

30M

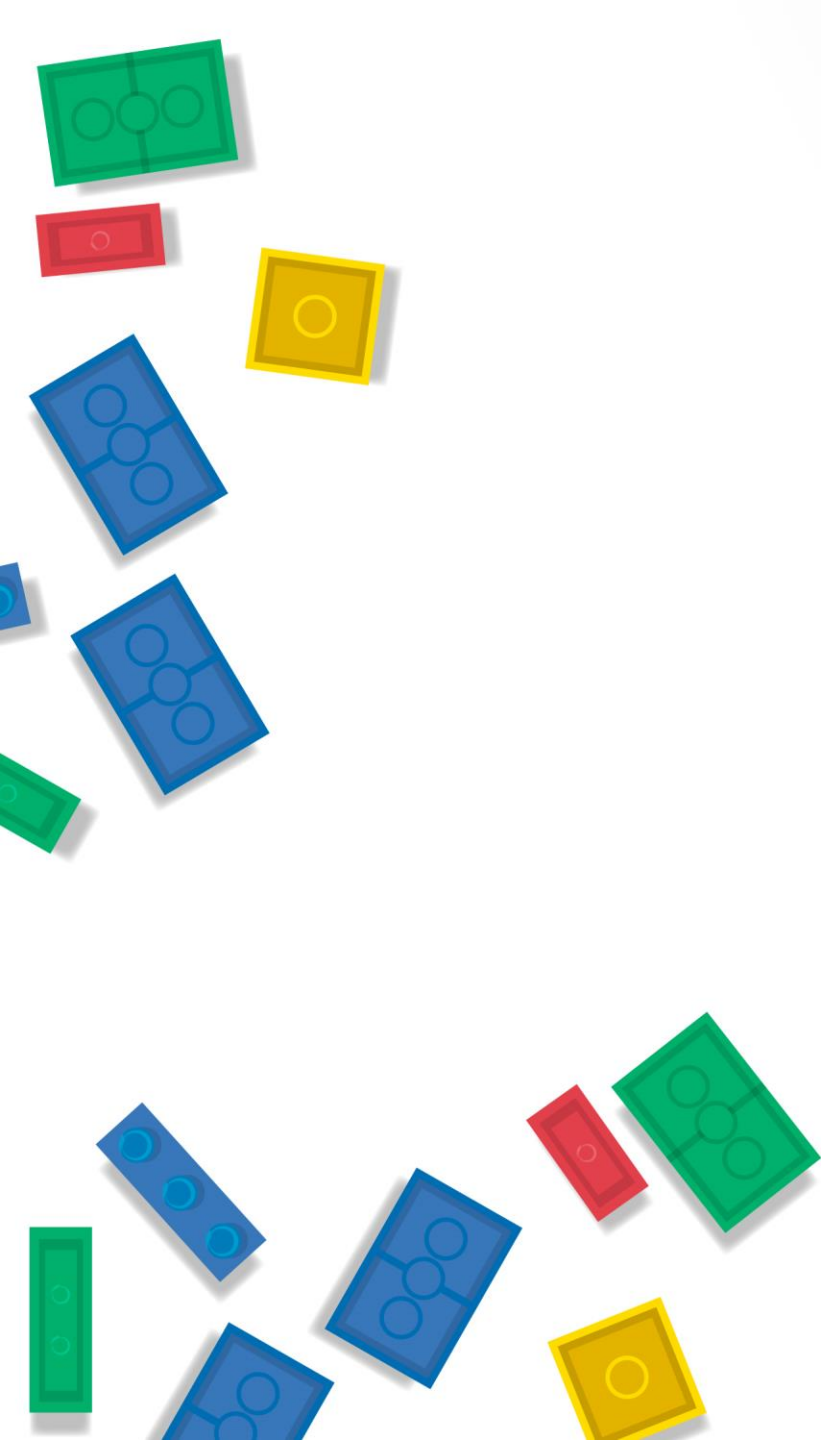
50M

80M

150M

300M

Financial Performance





Q2

6 mth

Revenue
THB bn

2,572
+205%

5,100
+204%

Profit
THB m

180
-50%

347
-25%

Core Profit

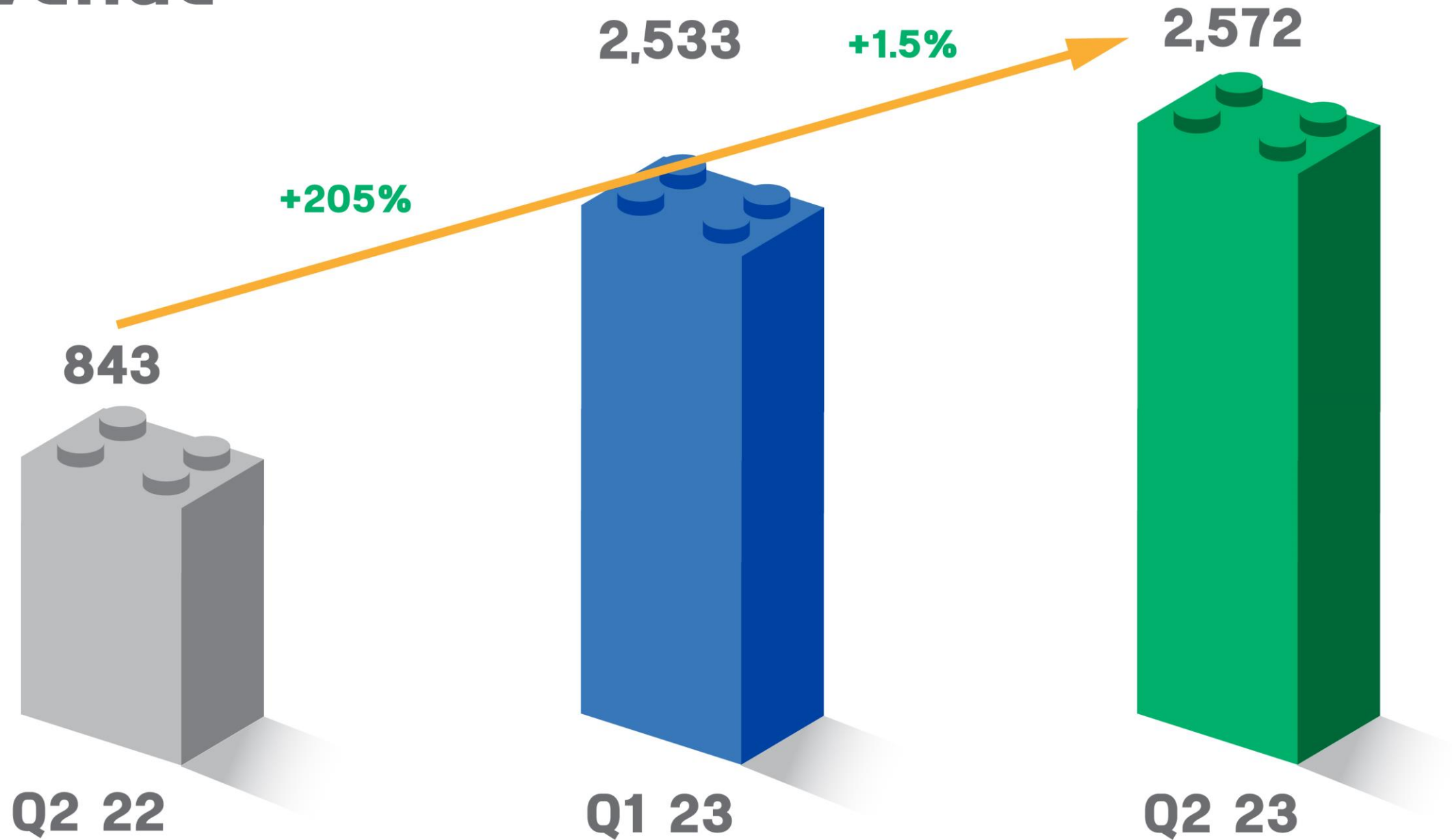
218

433



Revenue

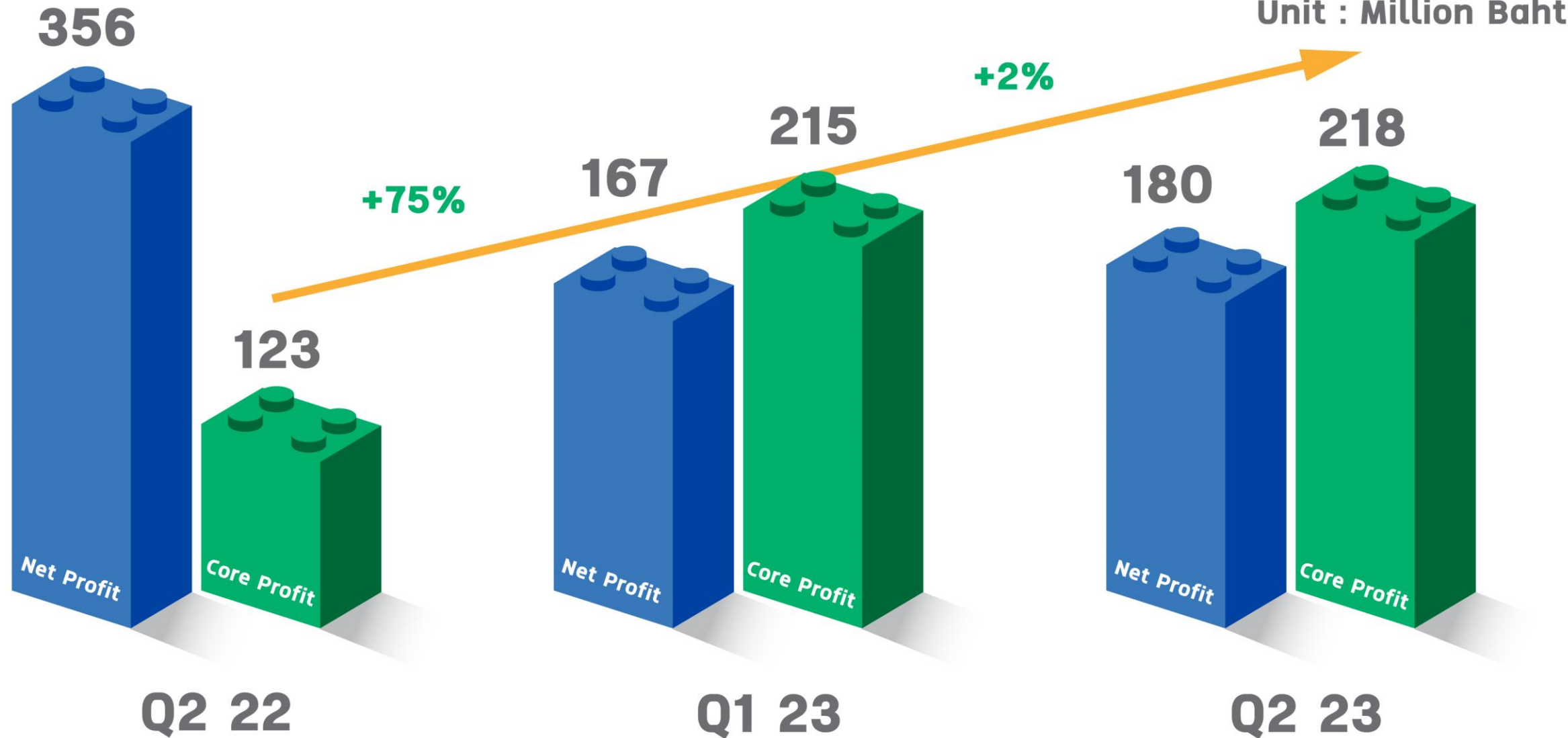
Unit : Million Baht



Net Profit

Core Profit

Unit : Million Baht



EBITDA

(6 mth)

501m

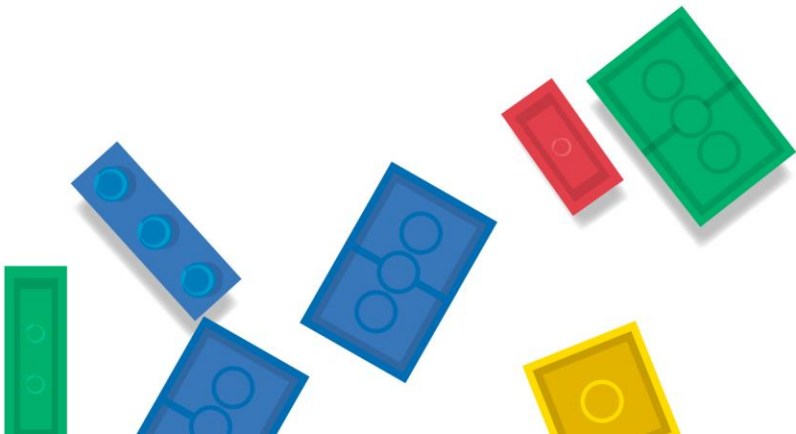
(353m)

D/E ratio

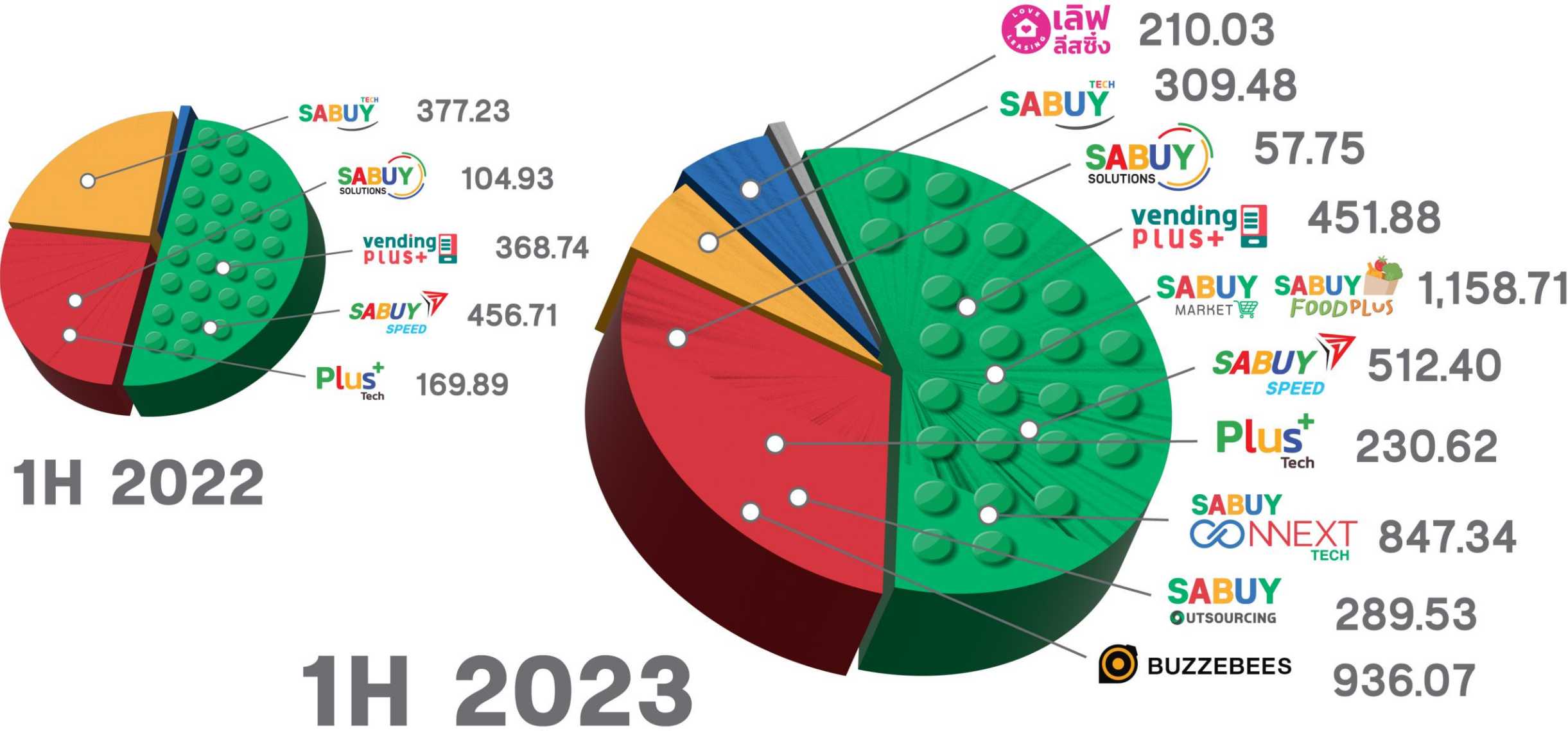
0.84 (0.54)

EPS

0.22



Top-line Contributor



Touch Point versus Transactions : 1H 2023



Touch Points **56,457** ตู้
Transactions **21.16** ล้านครั้ง



Touch Points **11,315** ตู้
Transactions **46.58** ล้านชิ้น



Touch Points **18,857** สาขา
Transactions **12.23** ล้านชิ้น

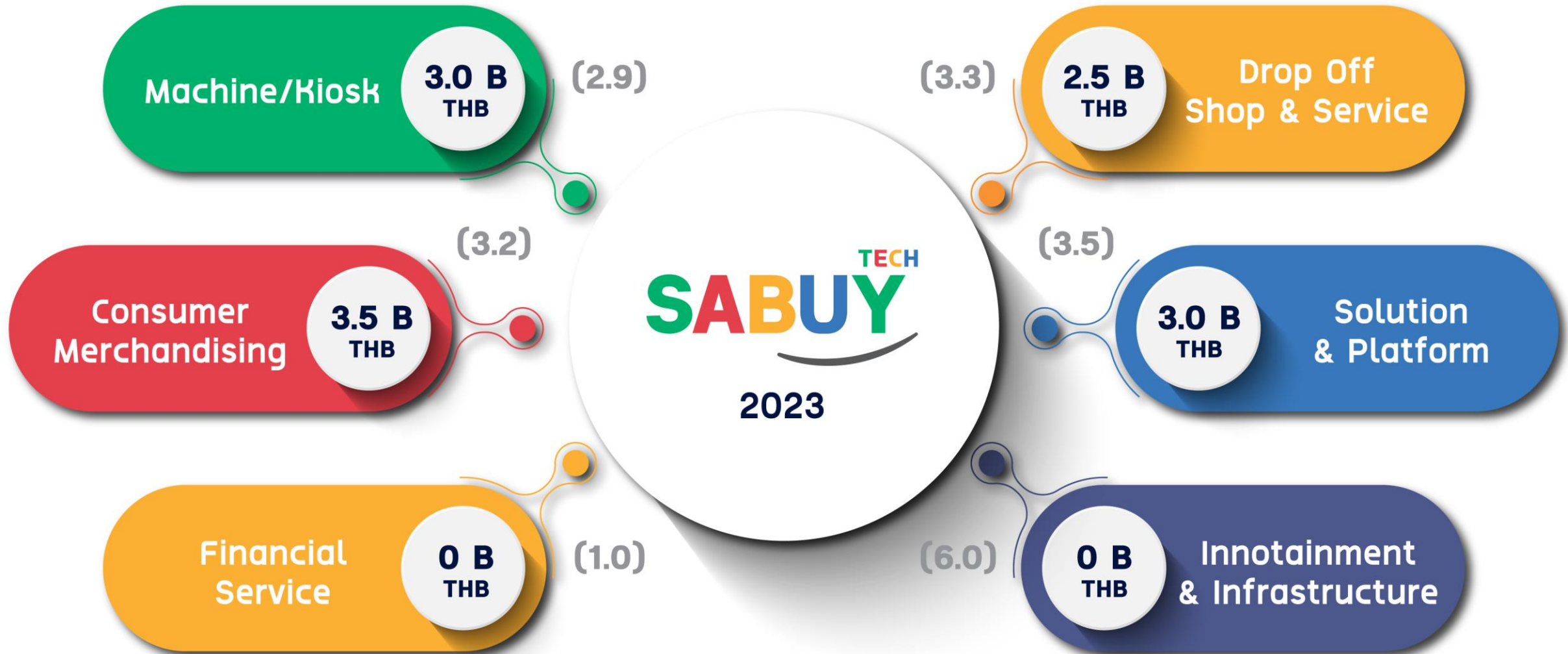


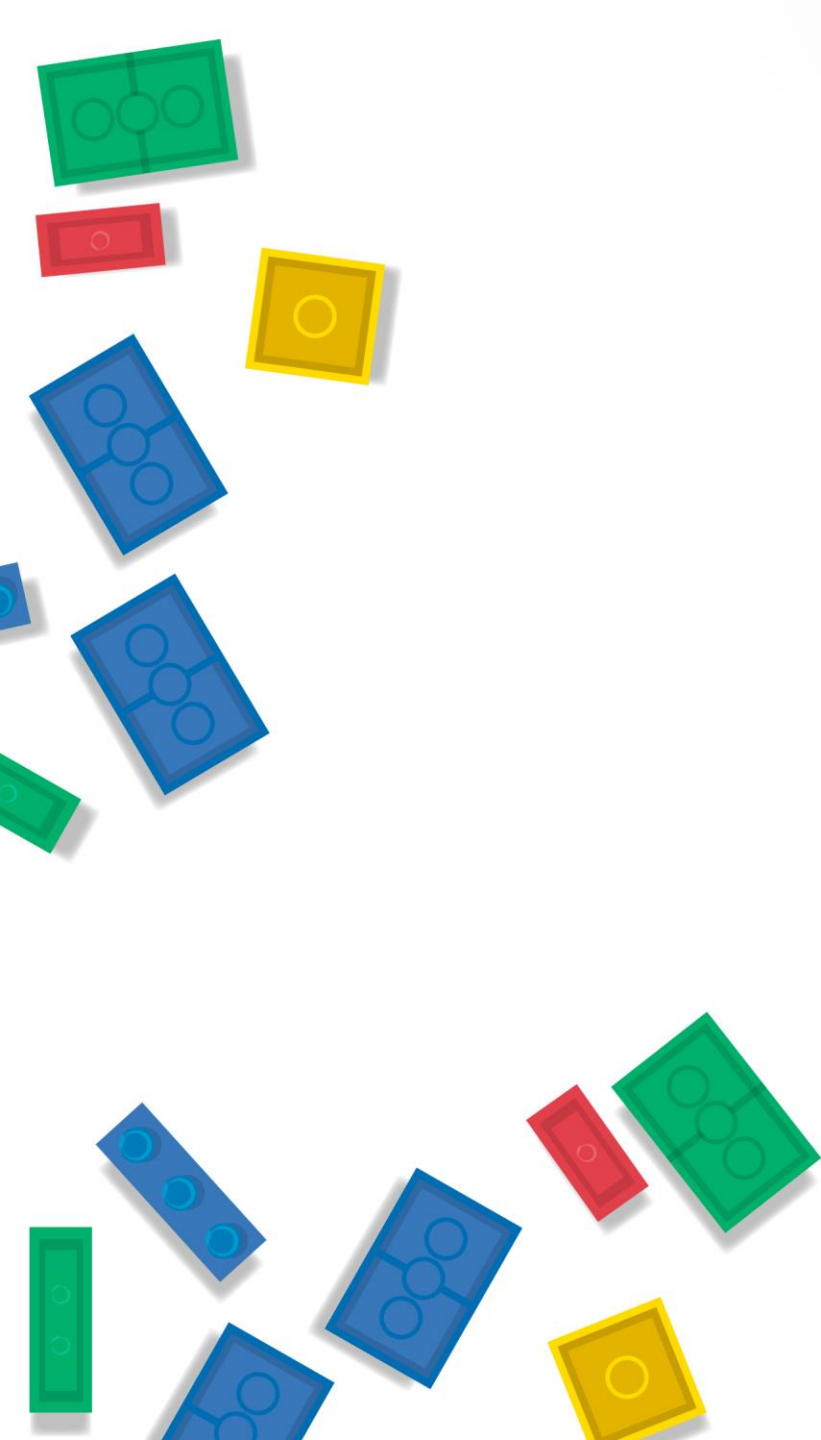
Touch Points **3,386** ร้านค้า
Transactions **34.8** ล้านครั้ง



Touch Points **276** สาขา
Transactions **4.5** ล้านครั้ง

Revising our aspiration to 12bn





Key Focus

Key Focus in 2023 for Sabuy Group

Group Restructuring

Synergy power within SABUY group

Capture X-Sell opportunities

Overseas Aspiration

Overseas Aspiration



Digital Payment & Wallet

Master Solutions

Commerce Platform

CRM

Lifestyle & Entertainment

Financial Products

Communications

Focus in our BU's



Consumer merchandise

- New solutions – IOT & Smart Home
- Strengthen sales (Online & Offline)
- Expand to CLMV



Drop-off shop

- Strategic areas with X-selling
- B2B Senders
- CRM via MeID



Card

- Solution-based card
- Improve efficiency
- Deliver stronger bottom-line

Vending /kiosk



- Sales & More POS MKT Campaign
- New service e.g. E-KYC, insurance
- B2B2C

Outsource service

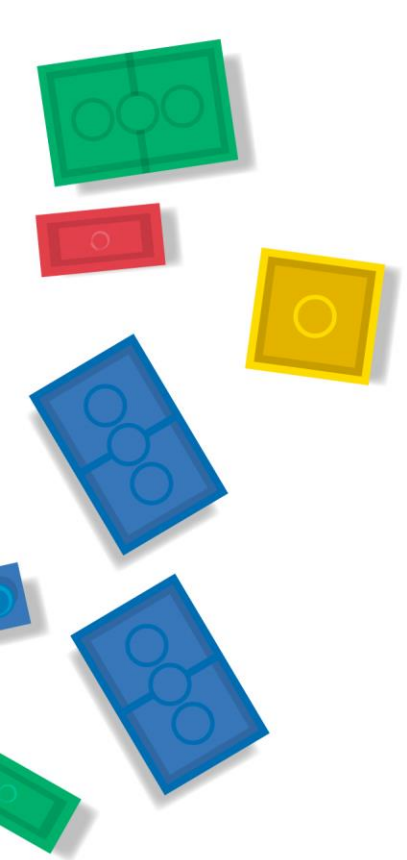


- X-sell to other products
- Android POS software
- Sales by vertical segments

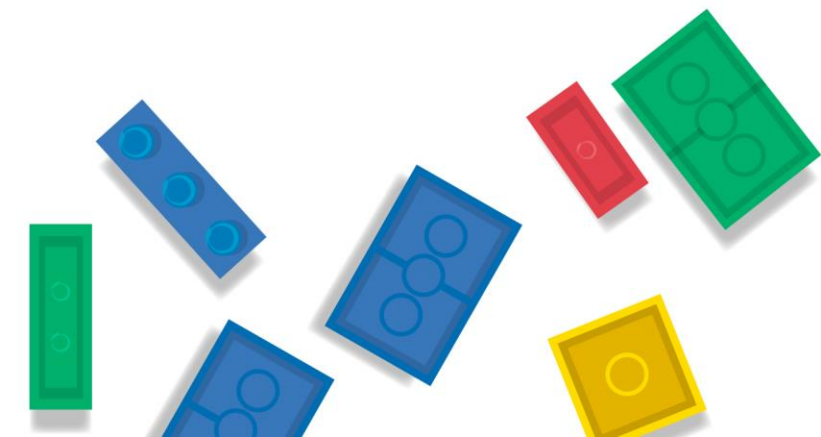
Food Court & POS



- Job Bank Database
- Nationwide expansion
- Manpower & Call center



Developments

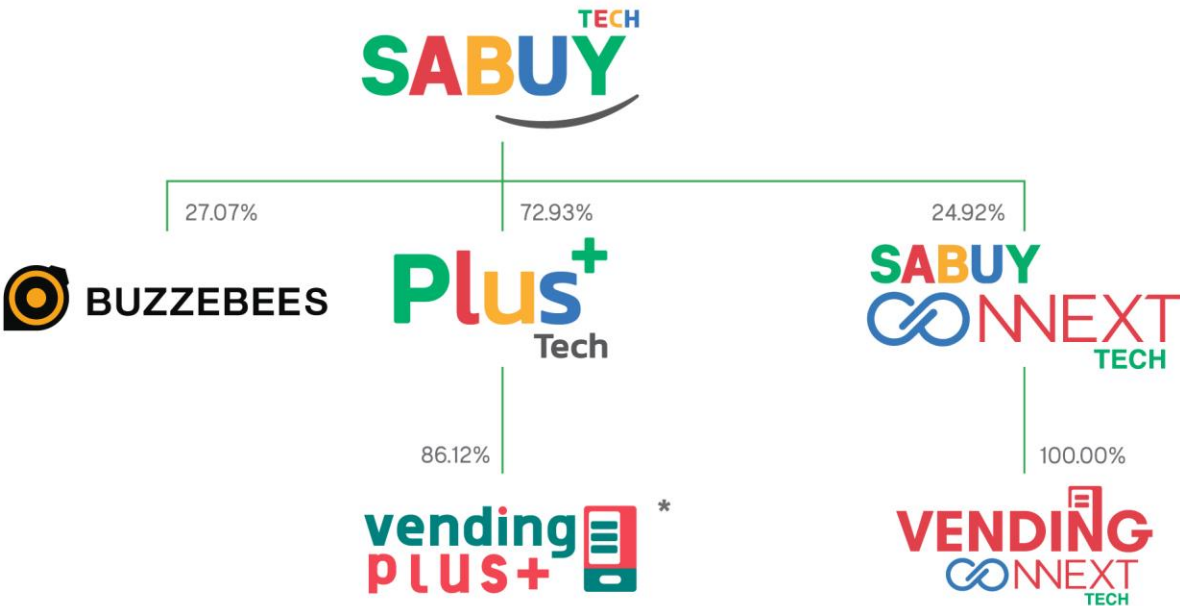


Developments in Q2

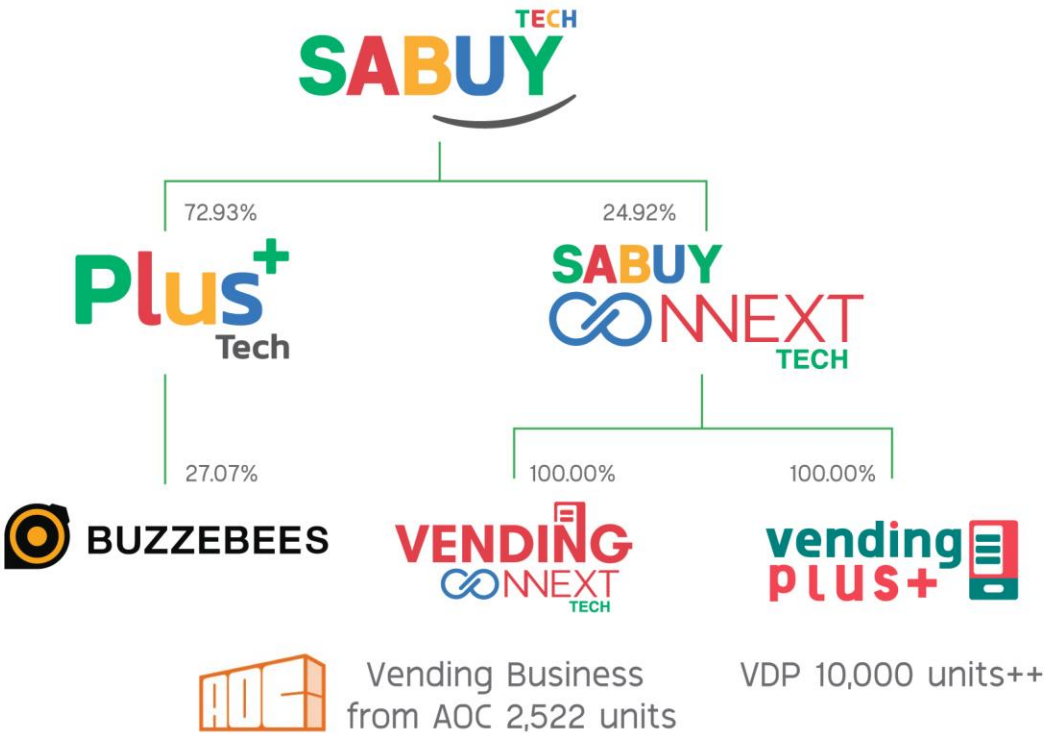


Group Direction & Restructuring

Current Structure

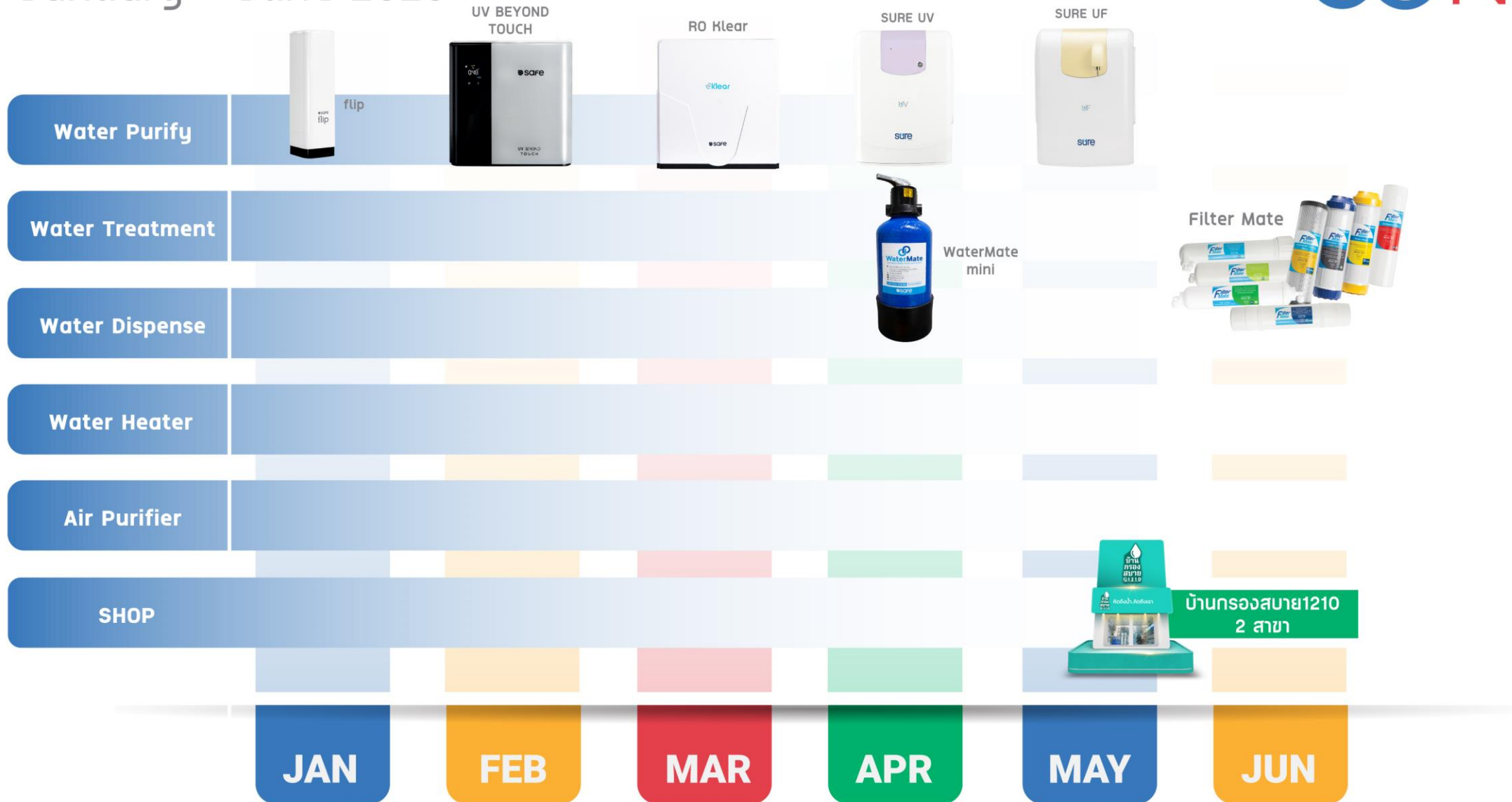


Target Structure



PRODUCT ROADMAP

January – June 2023



JAN

FEB

MAR

APR

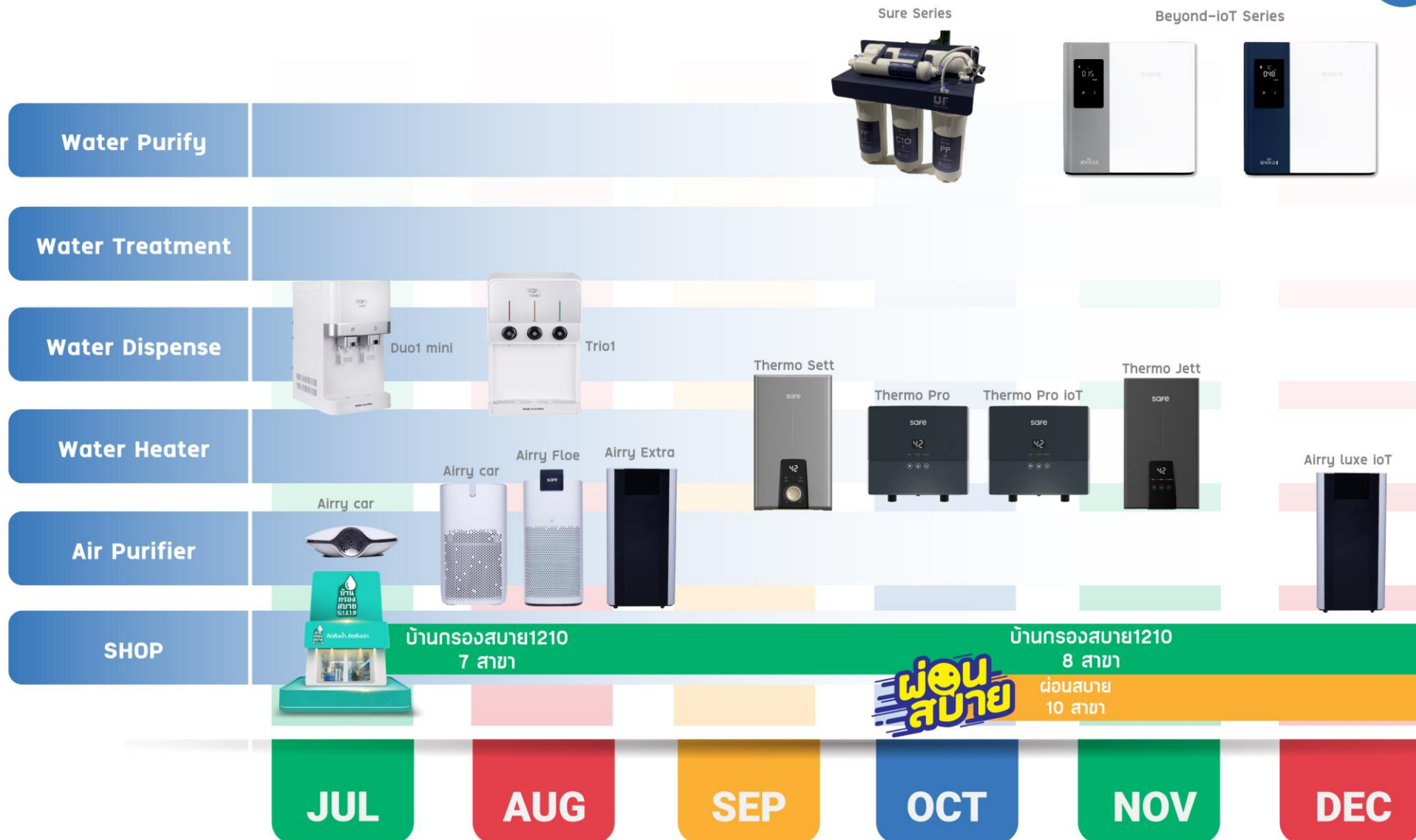
MAY

JUN

บ้านทองทราย 1210
2 สาขา

PRODUCT ROADMAP

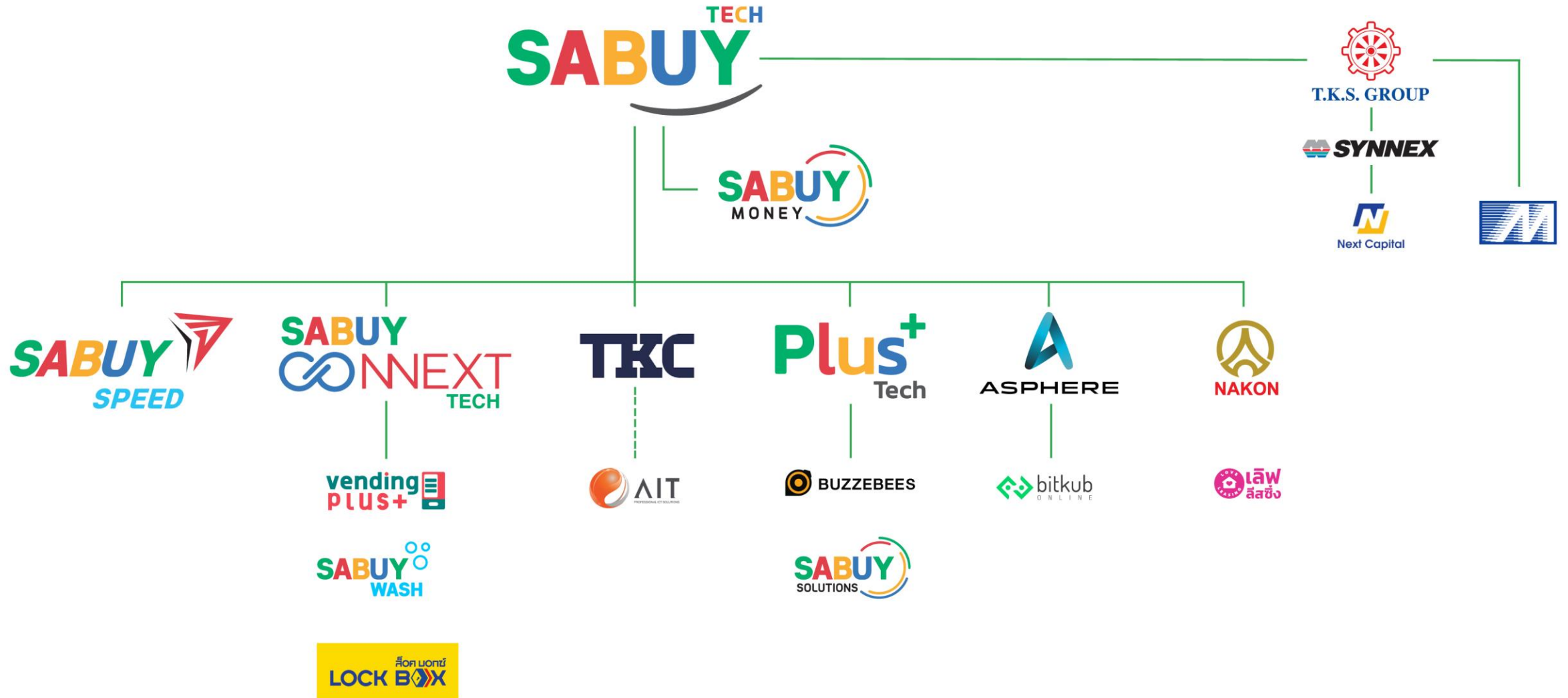
July – December 2023

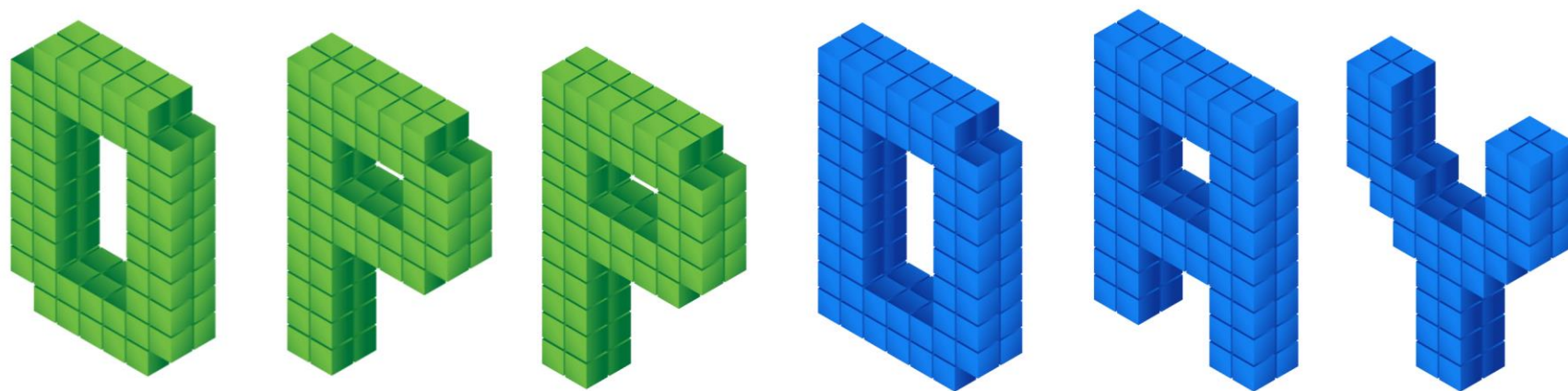


A collection of colorful geometric shapes, including rectangles and squares in green, blue, red, and yellow, scattered along the left and bottom-left edges of the slide. Some shapes contain small circles or patterns.

SABUY Thrusts Forward

Forces of SABUY group





20 Sep 2023