



16.05.2023 | 11.00 am. - 12.00 pm.  
Quarterly Earning Zoom Conference

**ณรงค์ชัย  
ว่องธนะวิโมกษิ**

ประธานเจ้าหน้าที่บริหาร  
กลุ่มงานบัญชีและการเงิน



**วิรัช  
มรกตกาล**

ประธานเจ้าหน้าที่บริหาร  
กลุ่มงานพาณิชย์

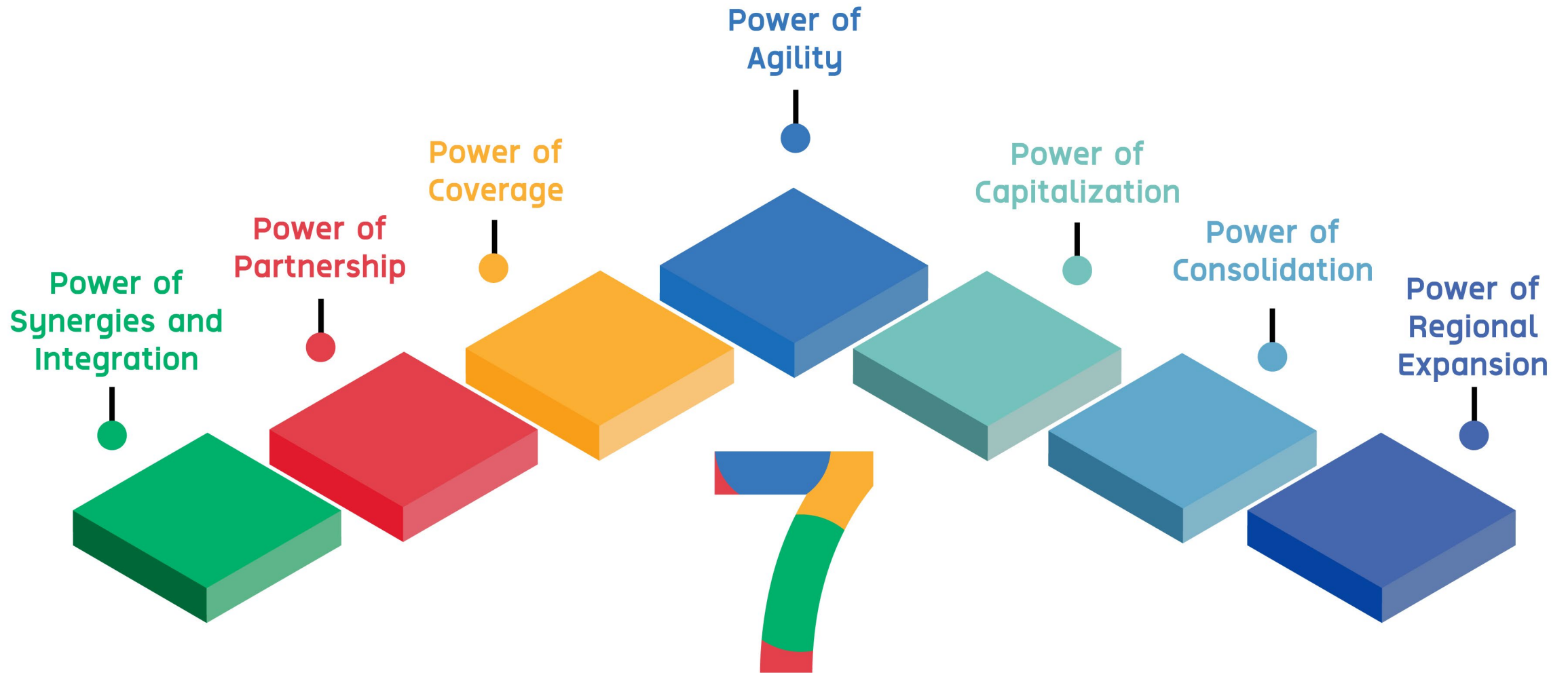




# วิรัช มรกตกาล

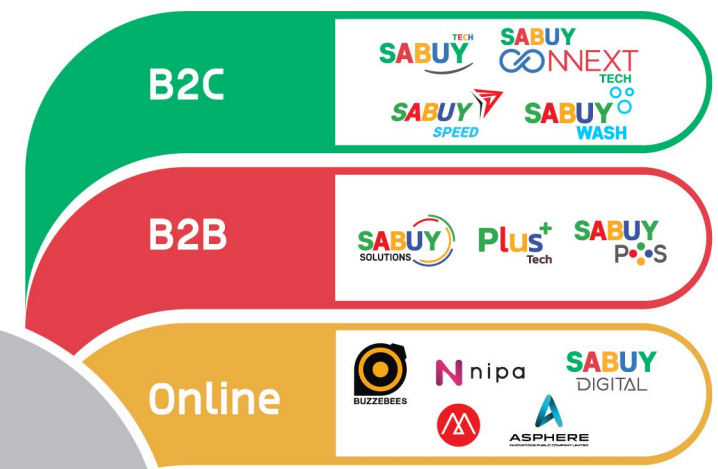
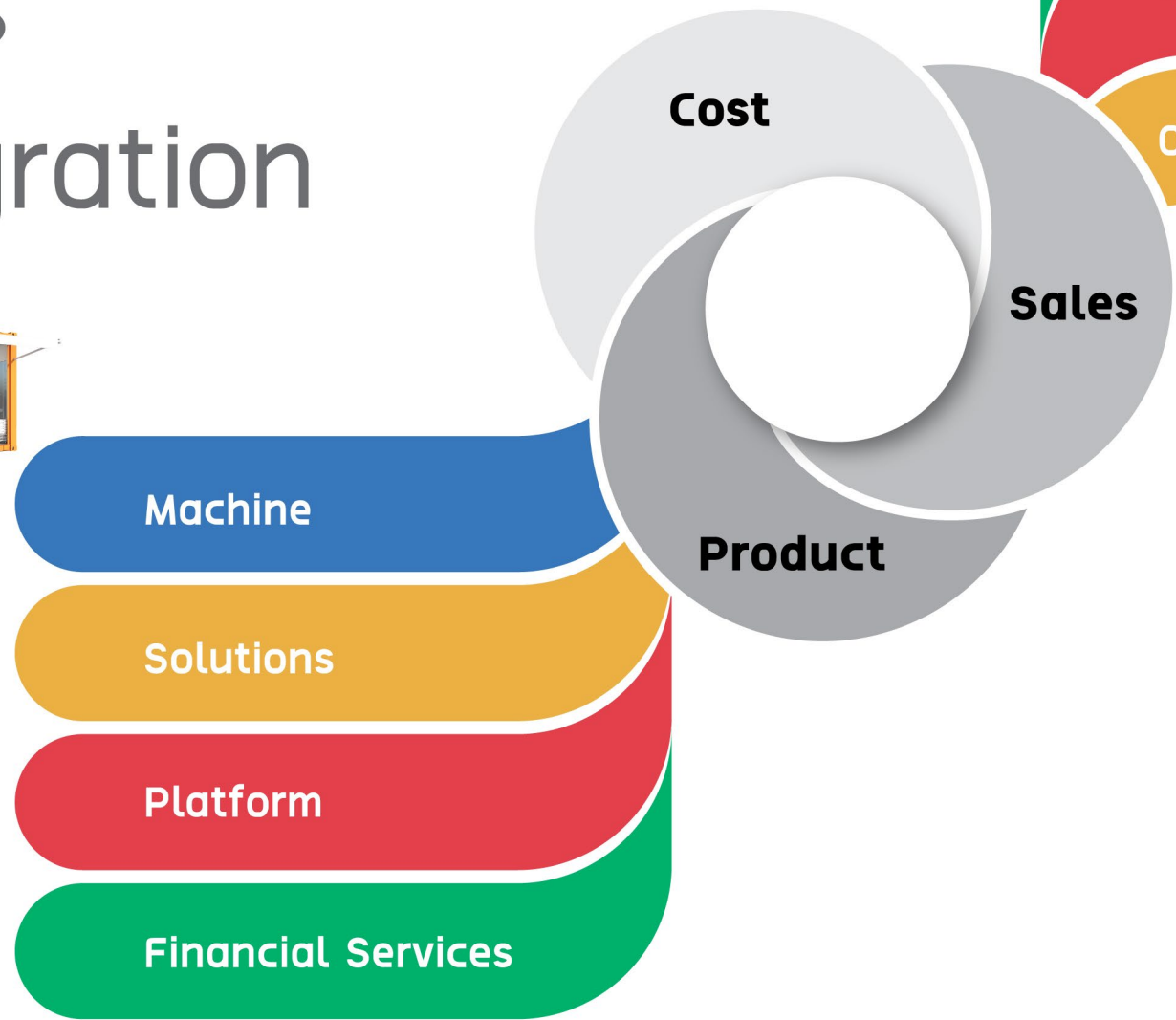
ประธานเจ้าหน้าที่บริหารกลุ่มงานพาณิชย์





# The 7 Powers of SABUY Ecosystem

# Power of Synergies and Integration



**B2C**

SABUY<sup>TECH</sup> SABUY<sup>CONNEXT</sup><sup>TECH</sup>  
 SABUY<sup>SPEED</sup> SABUY<sup>WASH</sup>

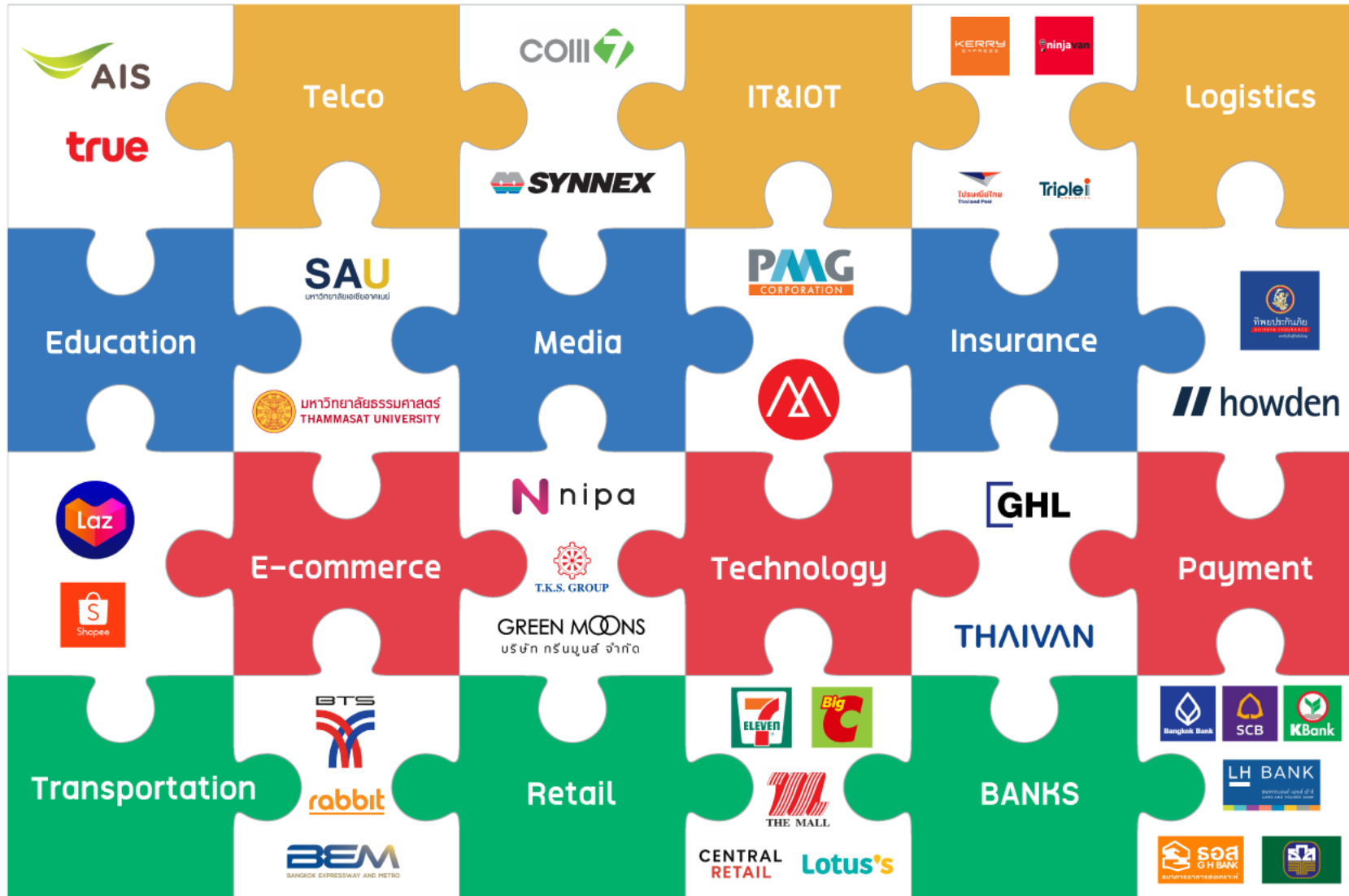
**B2B**

SABUY<sup>SOLUTIONS</sup> Plus<sup>Tech</sup> SABUY<sup>P.O.S</sup>

**Online**

BUZZEBEES N nipa ASPHERE  
 SABUY<sup>DIGITAL</sup>

# Power of Partnership



# Power of Coverage



Top-up kiosk

Vending machine

SABUY Speed branch

	2020	2021	2022	Apr 2023
Top-up kiosk	53,304	50,637	50,681	50,694
Vending machine	5,876	5,922	9,329	9,842
SABUY Speed branch	1,518	6,302	18,689	20,000



205  
สาขา\*



250  
ตู้\*



9,842  
สาขา



3,218  
ร้าน\*



20,000  
สาขา\*



20,000  
จุด\*



50,694  
จุด\*

\*as of Apr'23

# Power of Agility

Success today requires the agility  
and drive to constantly rethink.  
reinvigorate, react, and reinvent.

Bill Gates



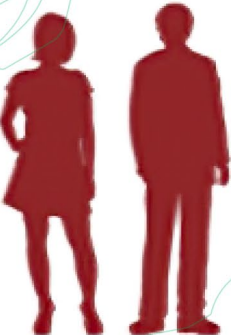


# Power of Capitalization

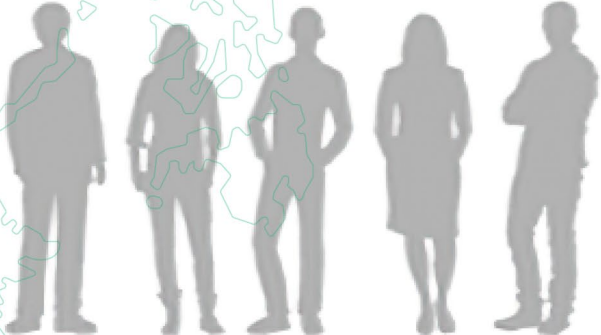
private placement  
and /or public offering



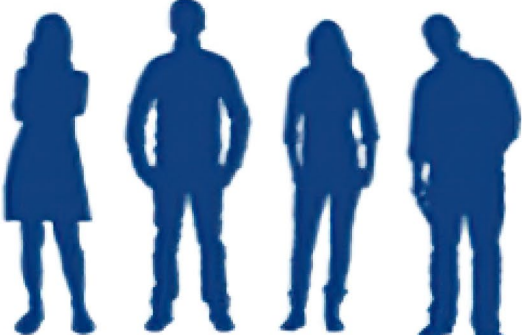
# Power of Regional Expansion



**6** countries



**8** countries



**6** countries

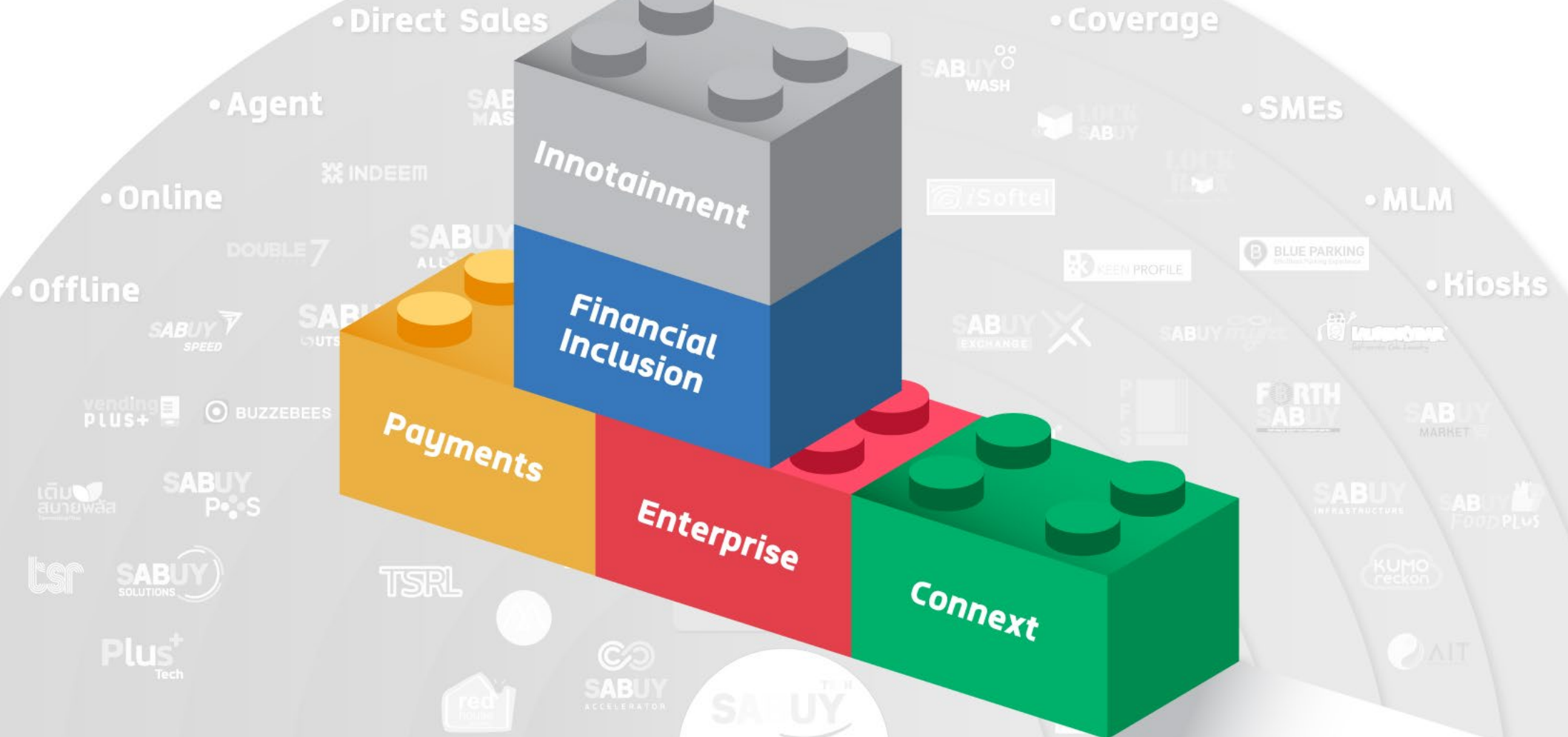
**100** million active users  
**420,000** touchpoints

**145** million users

**180** million registered accounts

# Power of Consolidation

## Channels

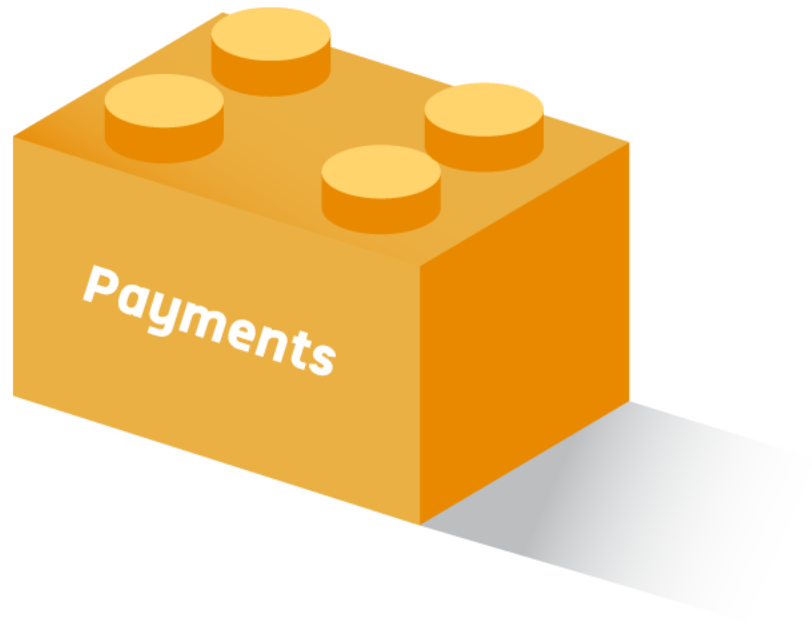




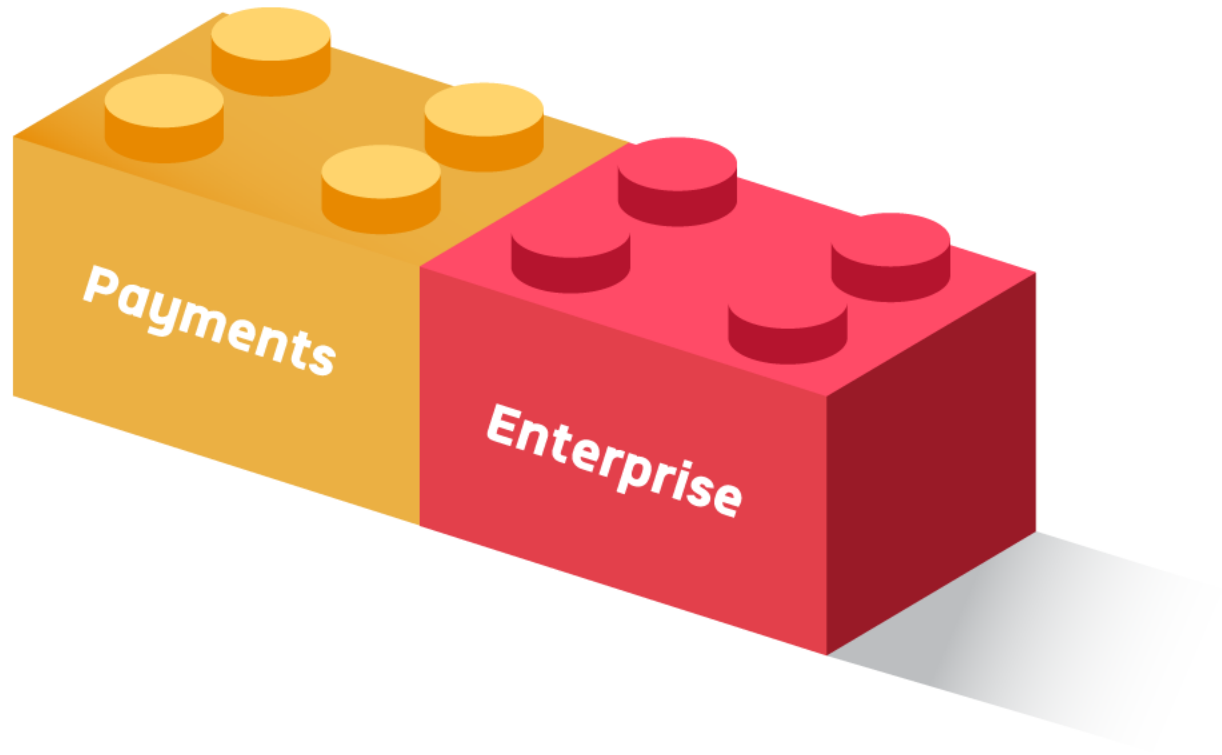
# ณรงค์ชัย ว่องรณะวิโมกข์

ประธานเจ้าหน้าที่บริหารกลุ่มงานบัญชีและการเงิน

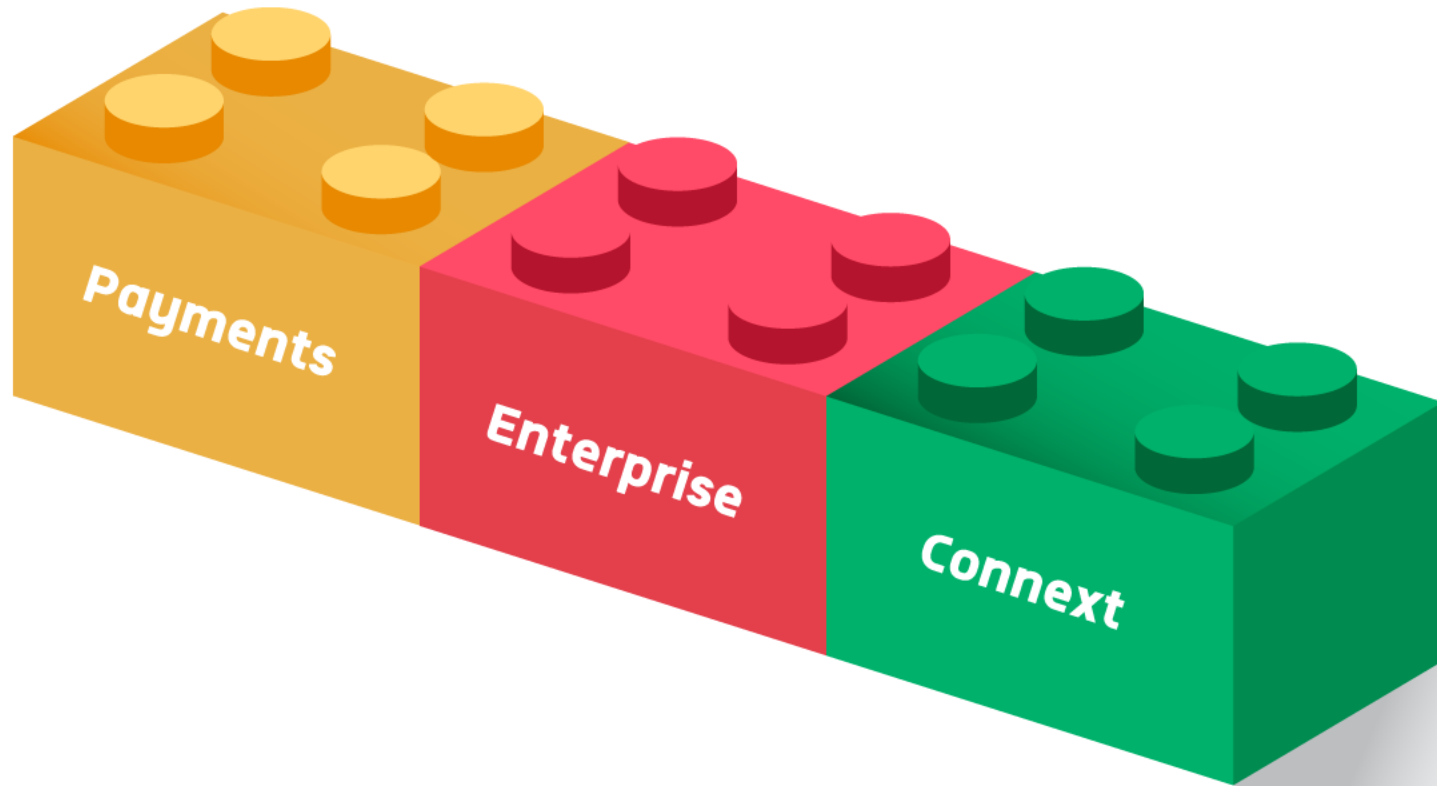
**301m**



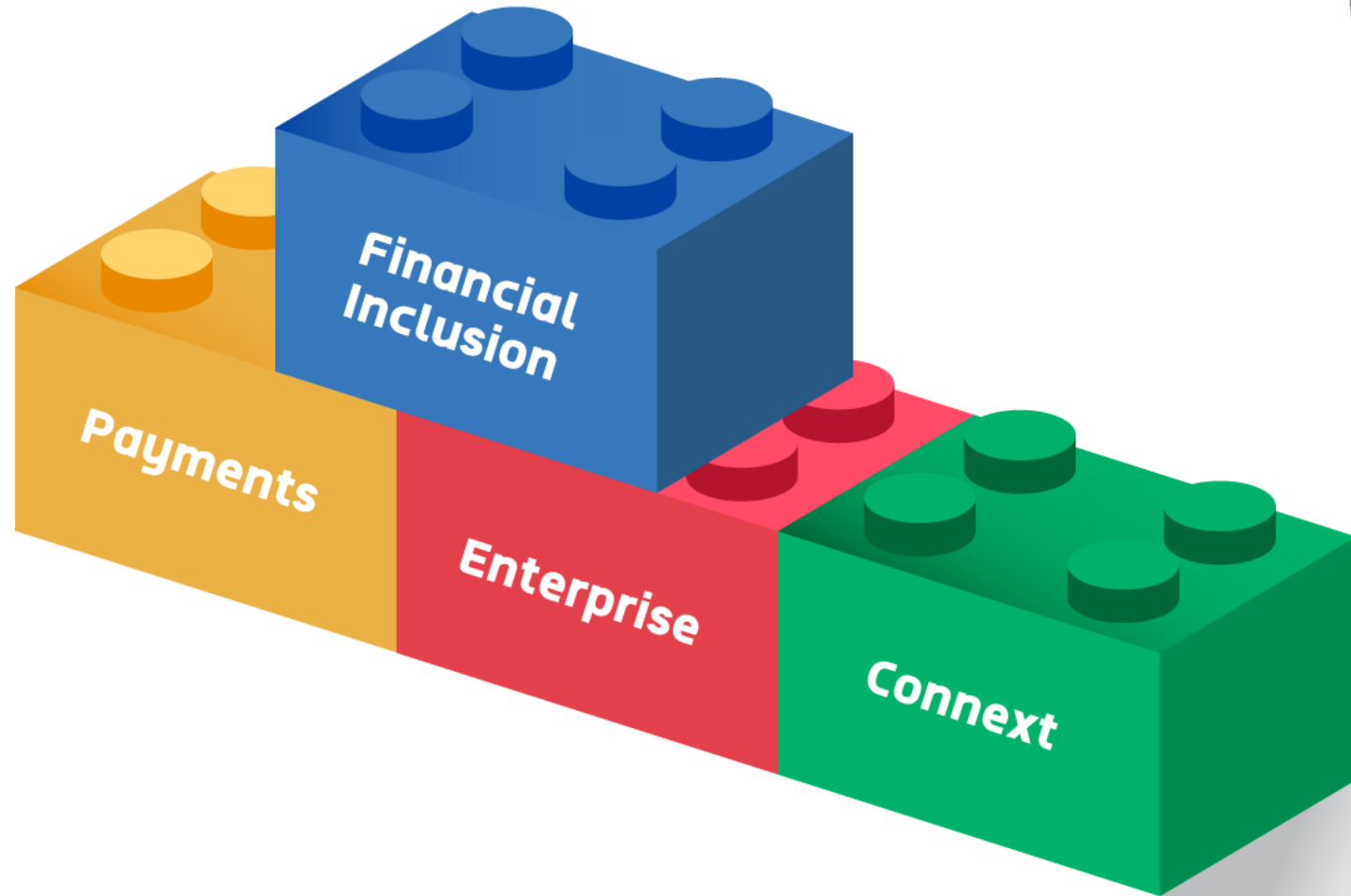
**370m**



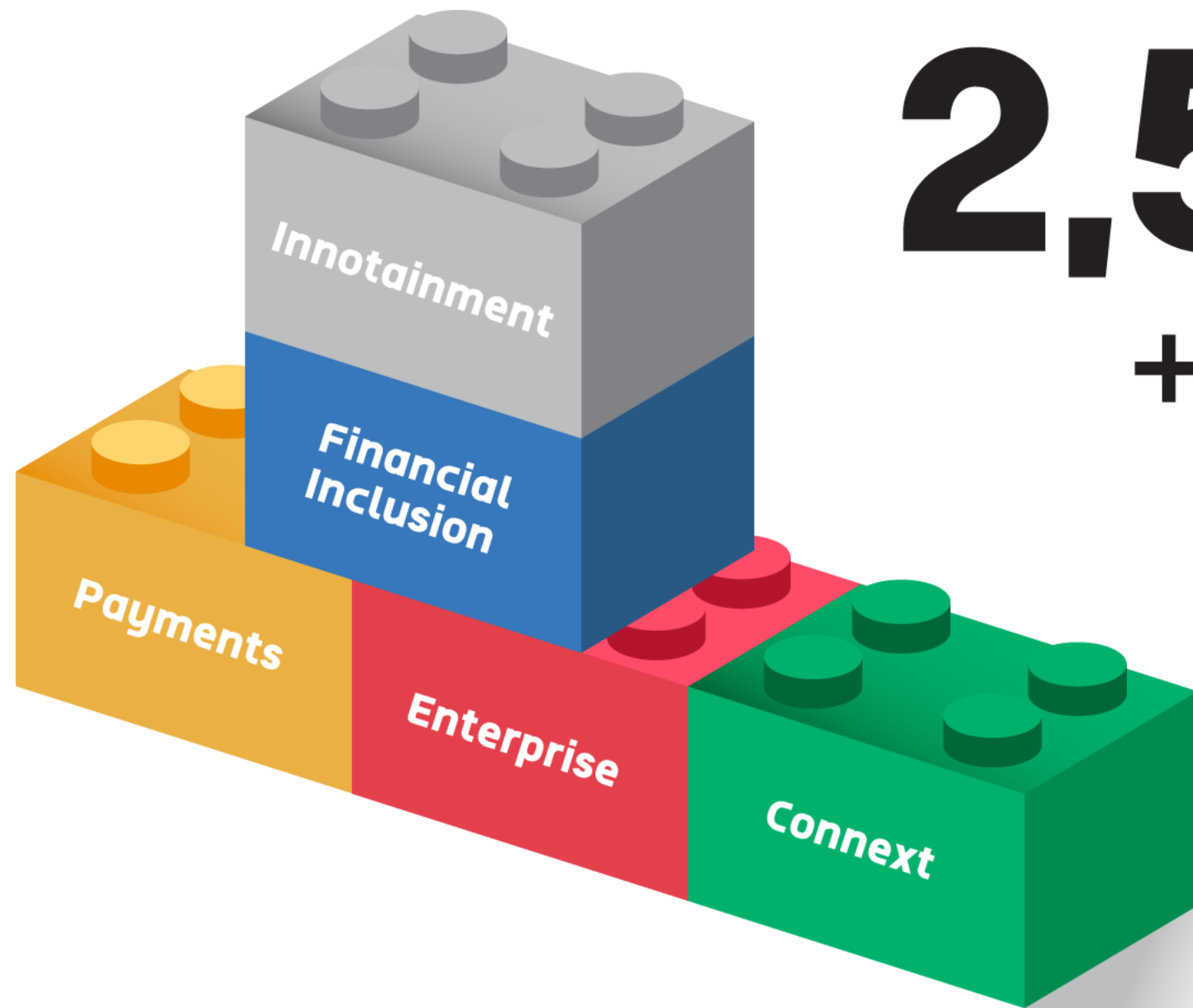
**374m**



**835m**







**2,533m**

**+203% YoY**

# SABUY In Q1-23

Revenue

THB **2.5**bn  
+203% YOY

Profit

THB **167**m  
+56% YOY

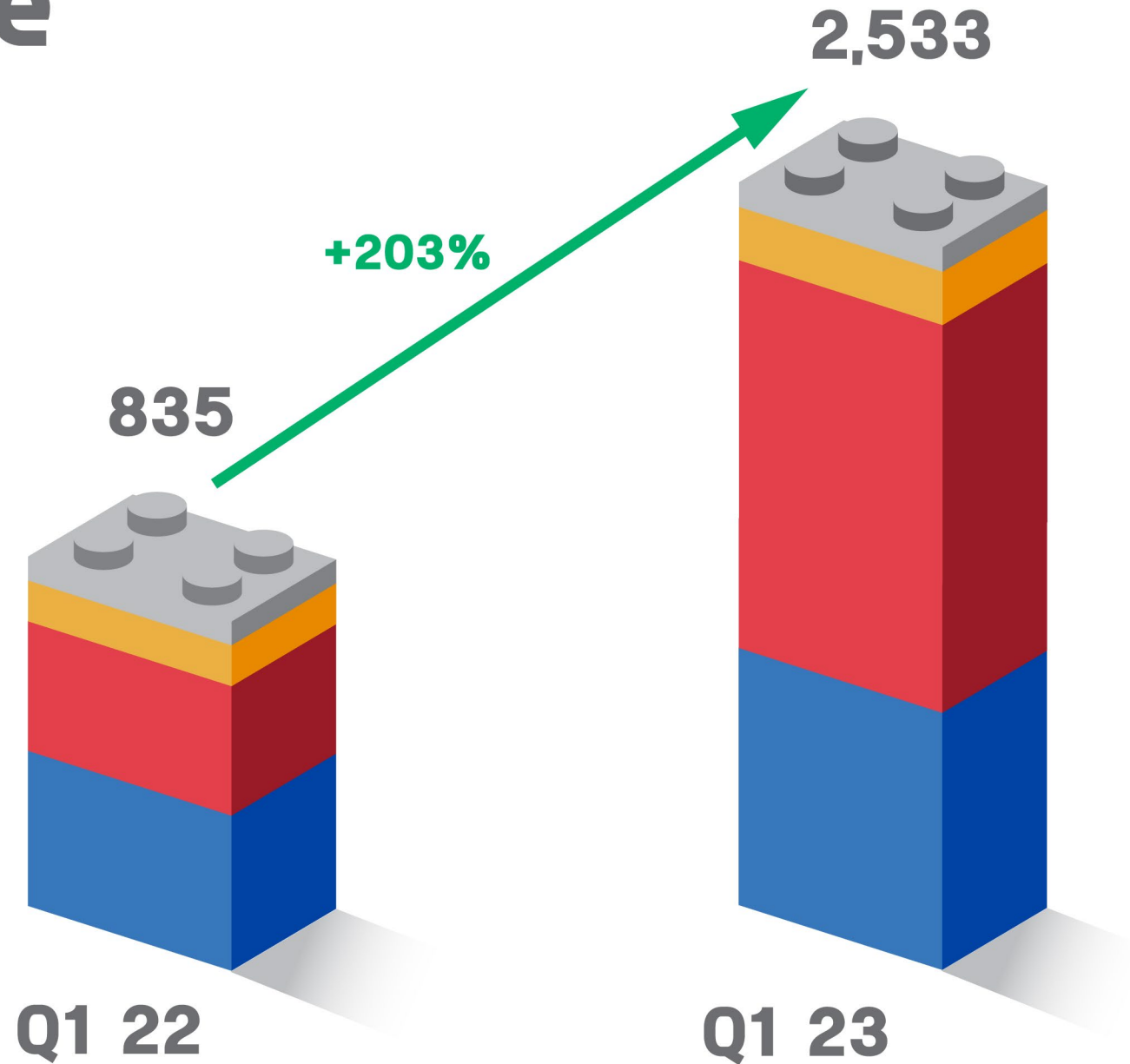
Core Profit

THB **215**m



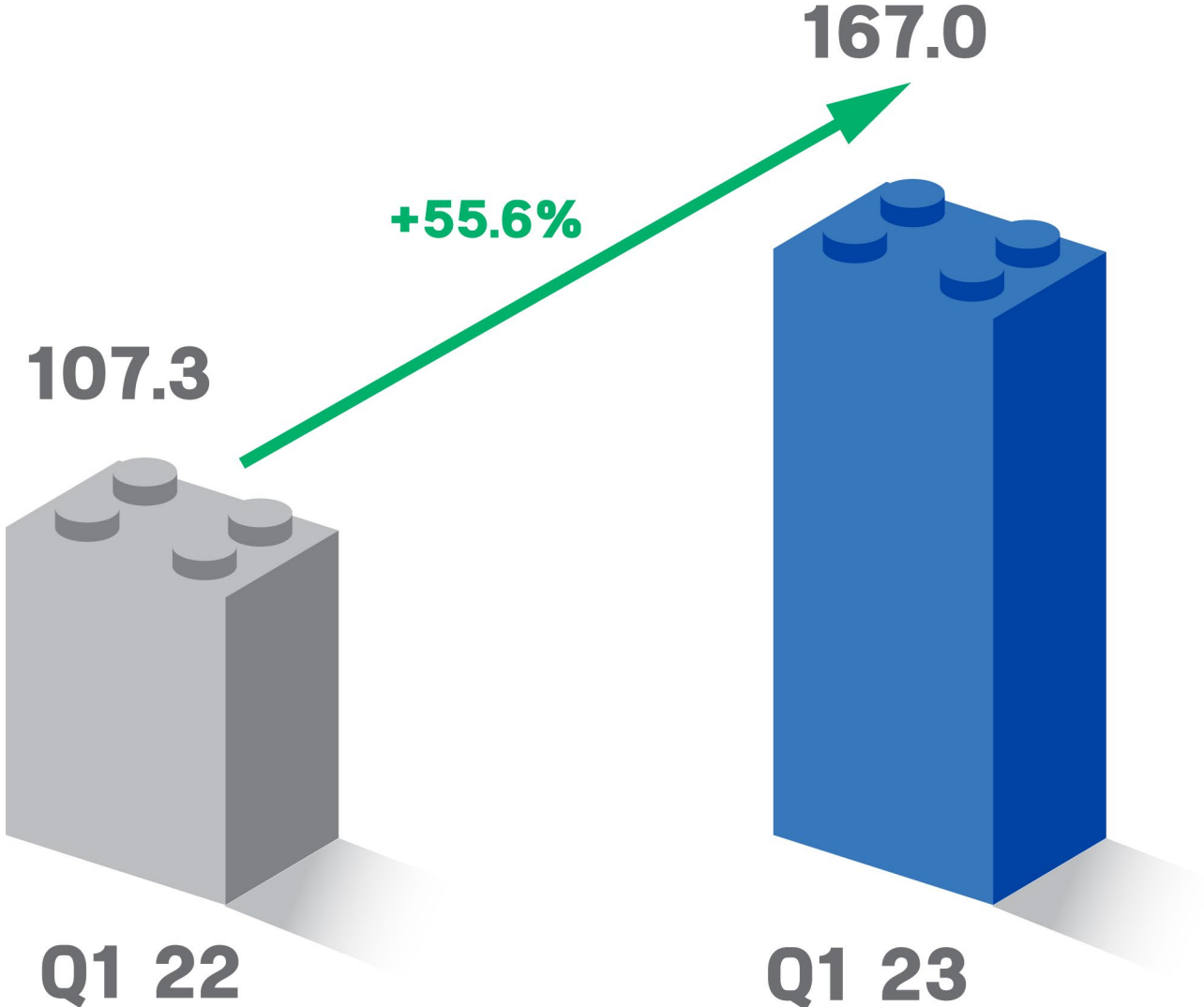
# Revenue

Unit : Million Baht

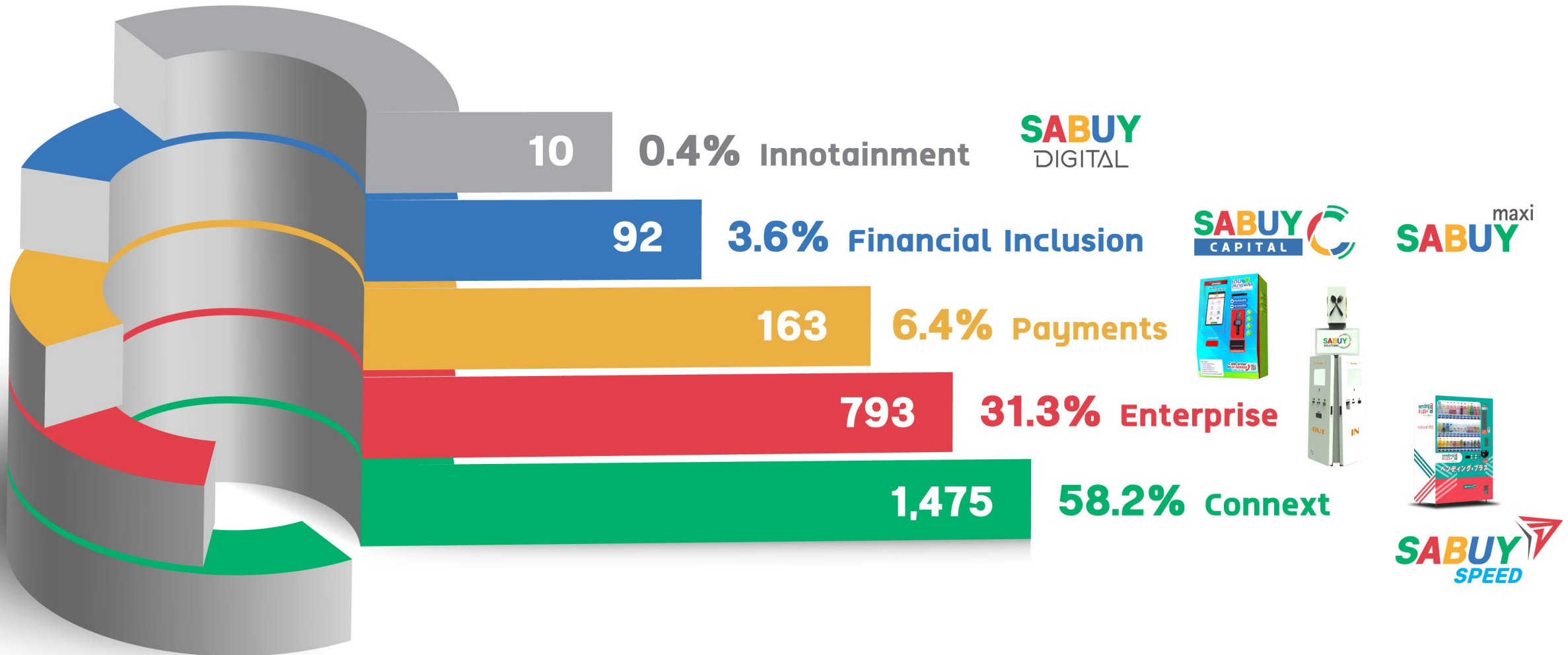


# Net Profit

Unit : Million Baht

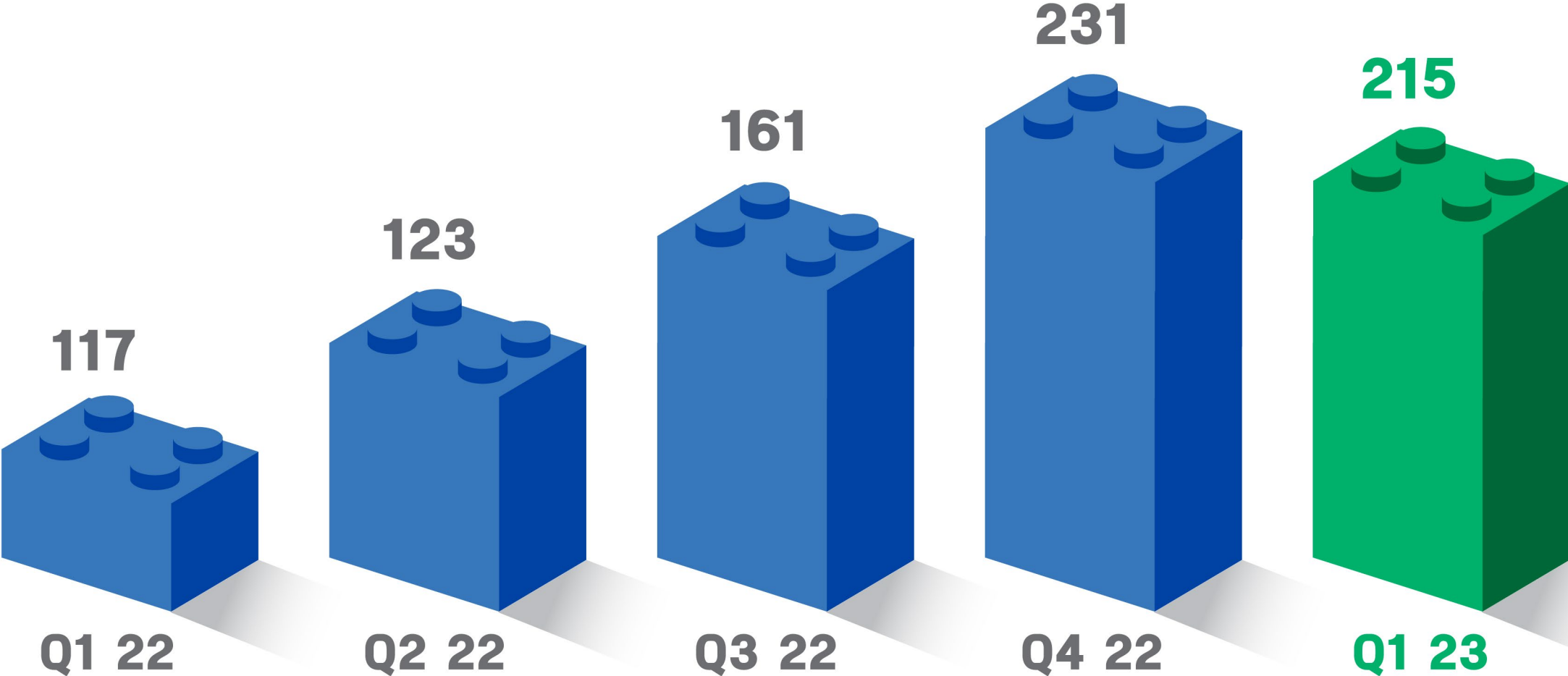


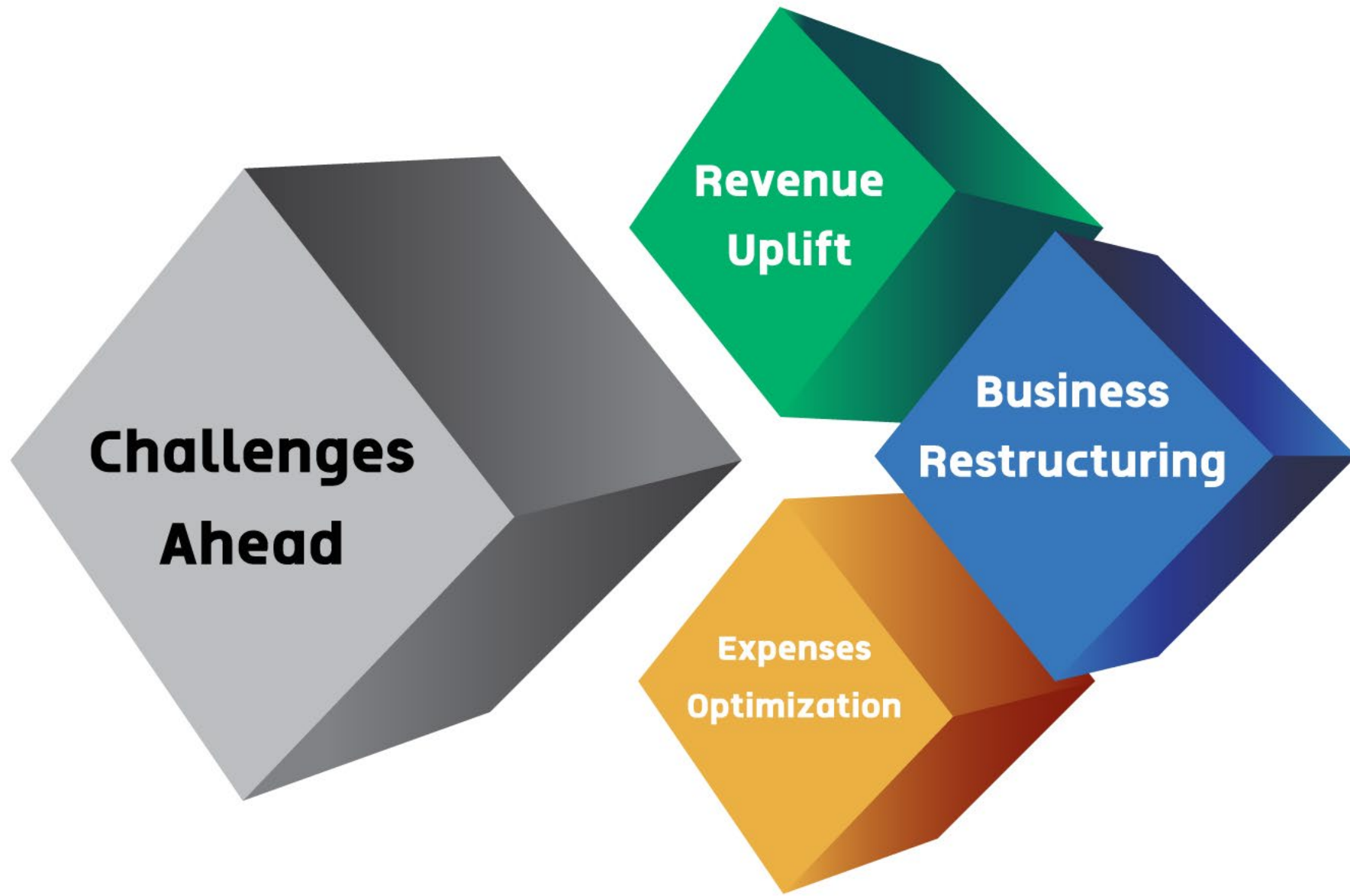
# Segment Revenue



# Quarterly Core Profit

Unit : Million Baht





**Challenges  
Ahead**

**Revenue  
Uplift**

**Business  
Restructuring**

**Expenses  
Optimization**

# Prepare for headwind



## To secure solid TRUST forward



# SABUY Aspiration

2022  
**5.3**  
Billion



2023  
**20**  
Billion



SABUY<sup>TECH</sup>

