



THAILAND

FOCUS

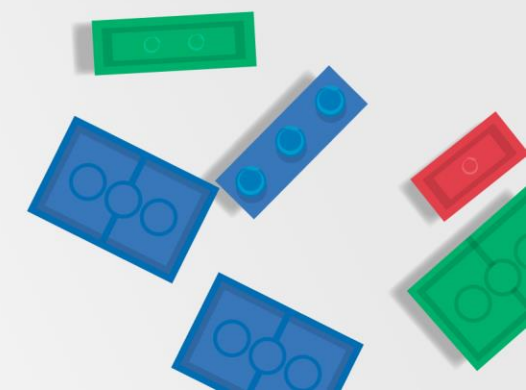
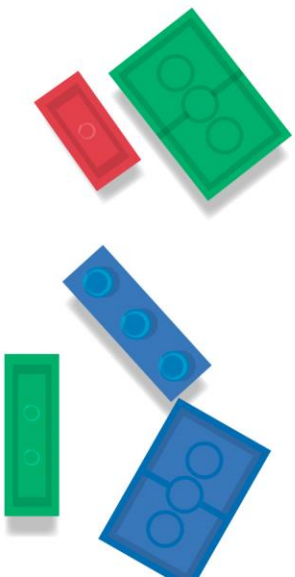
2023

25 Aug 2023

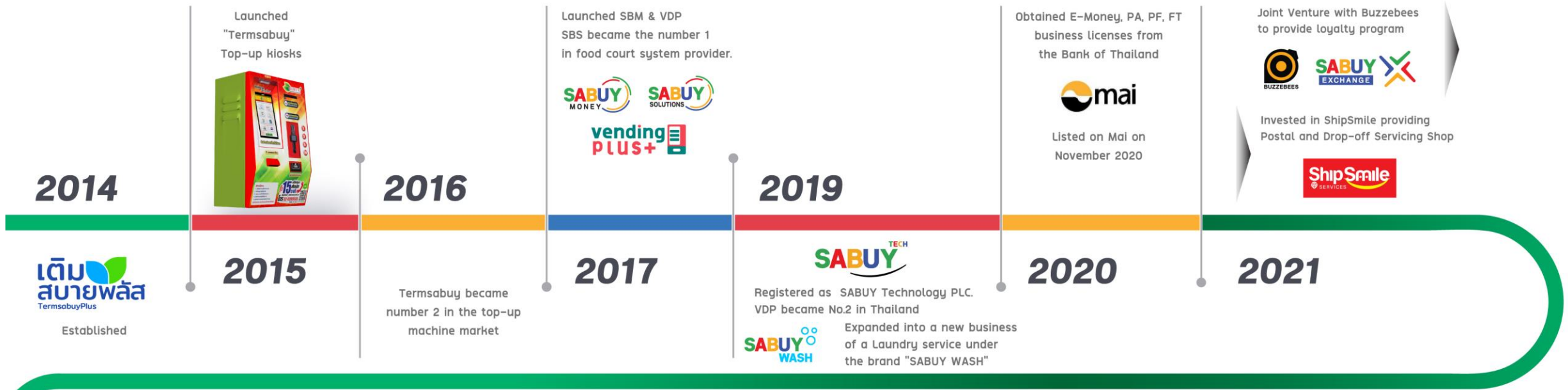
SABUY^{TECH} is

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

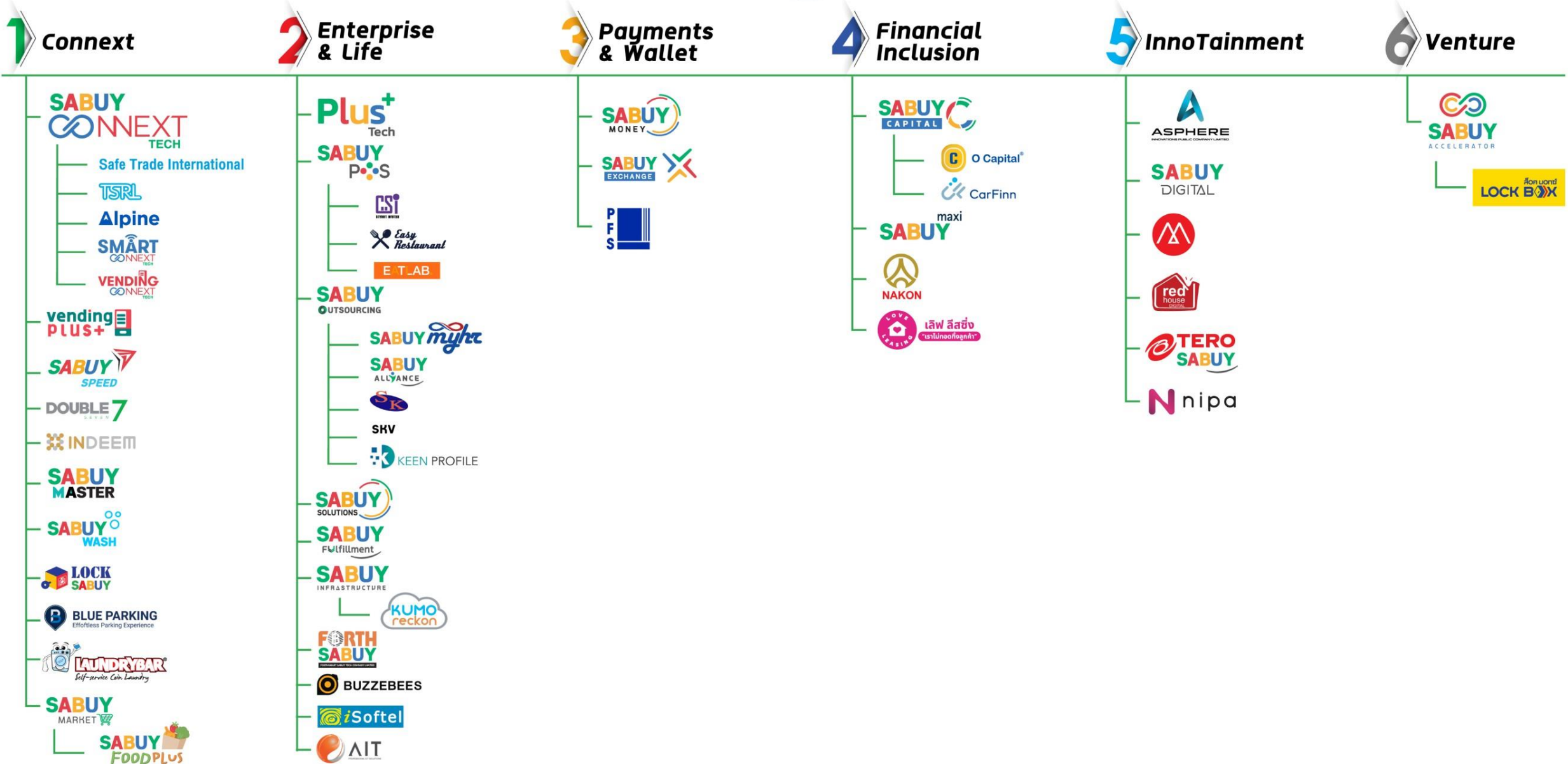
ผู้สร้างแพลตฟอร์มทางธุรกิจครบวงจร โดยการเชื่อมต่อเทคโนโลยีทุกมิติ
เพื่อให้ผู้บริโภคก้าวข้ามขีดจำกัดของศักยภาพ และไลฟ์สไตล์ที่แตกต่างกัน
ไม่ว่าจะด้านสุขภาพ ความมั่งคั่ง การทำงาน สันทนาการ
และการเข้าอกเข้าใจความต้องการของแต่ละบุคคล

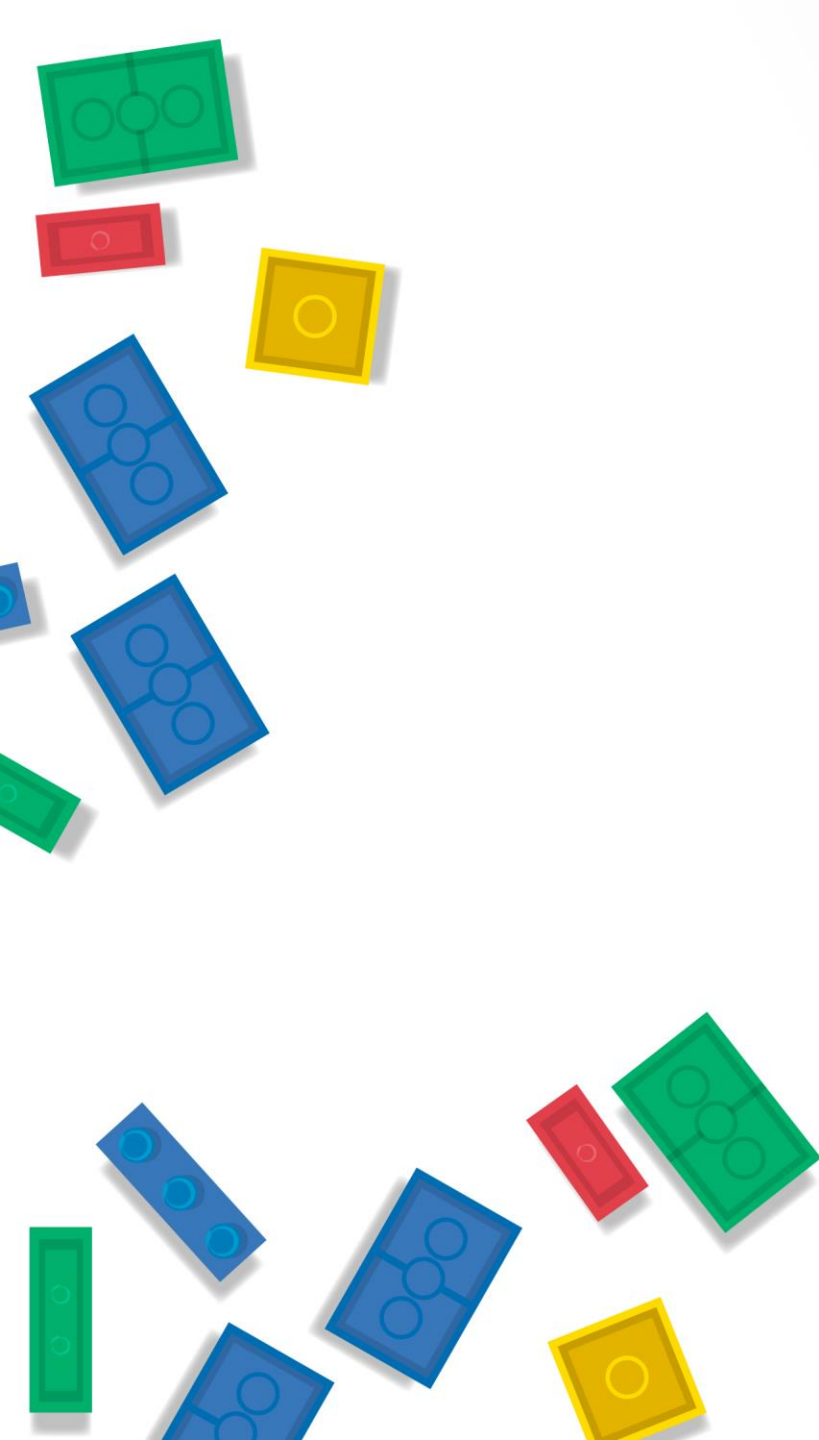


SABUY^{TECH} Milestone of Success

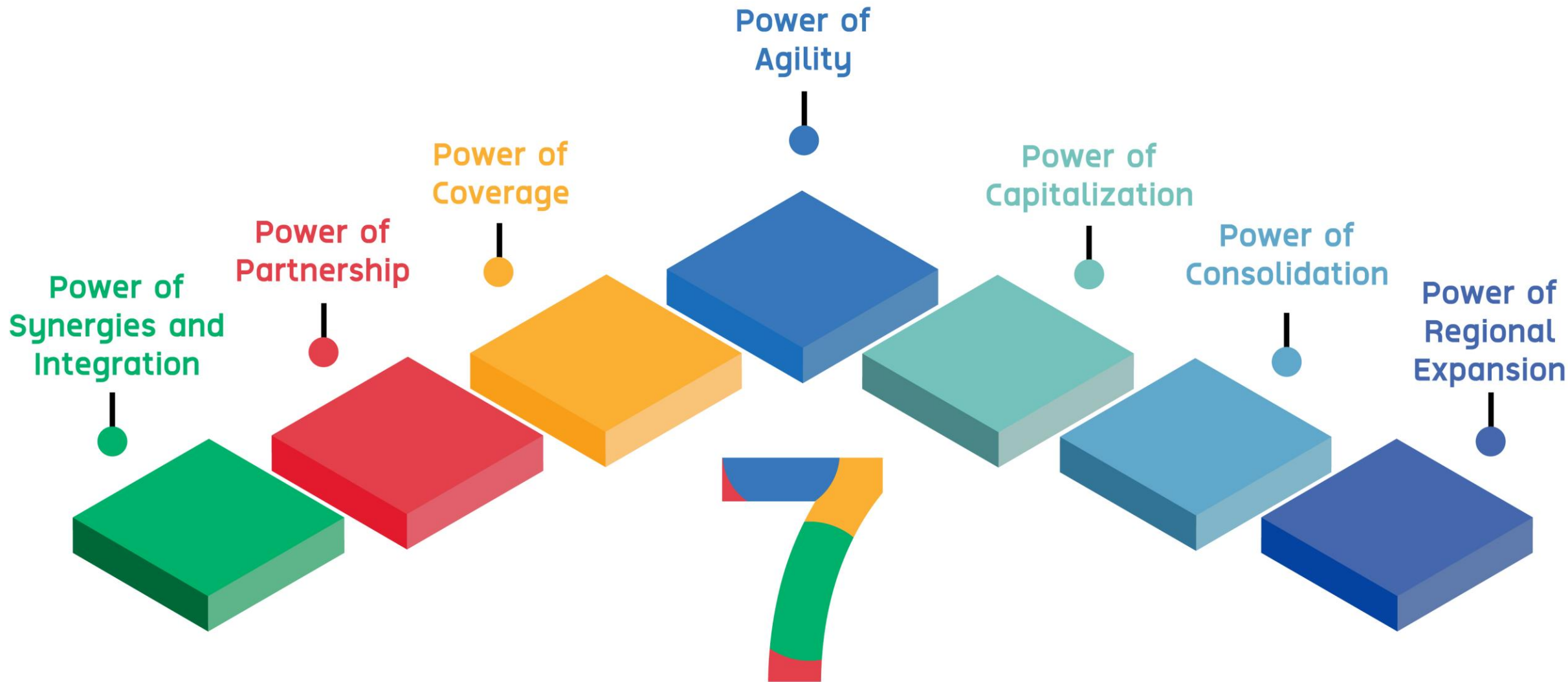


Current Group Structure **SABUY** TECH





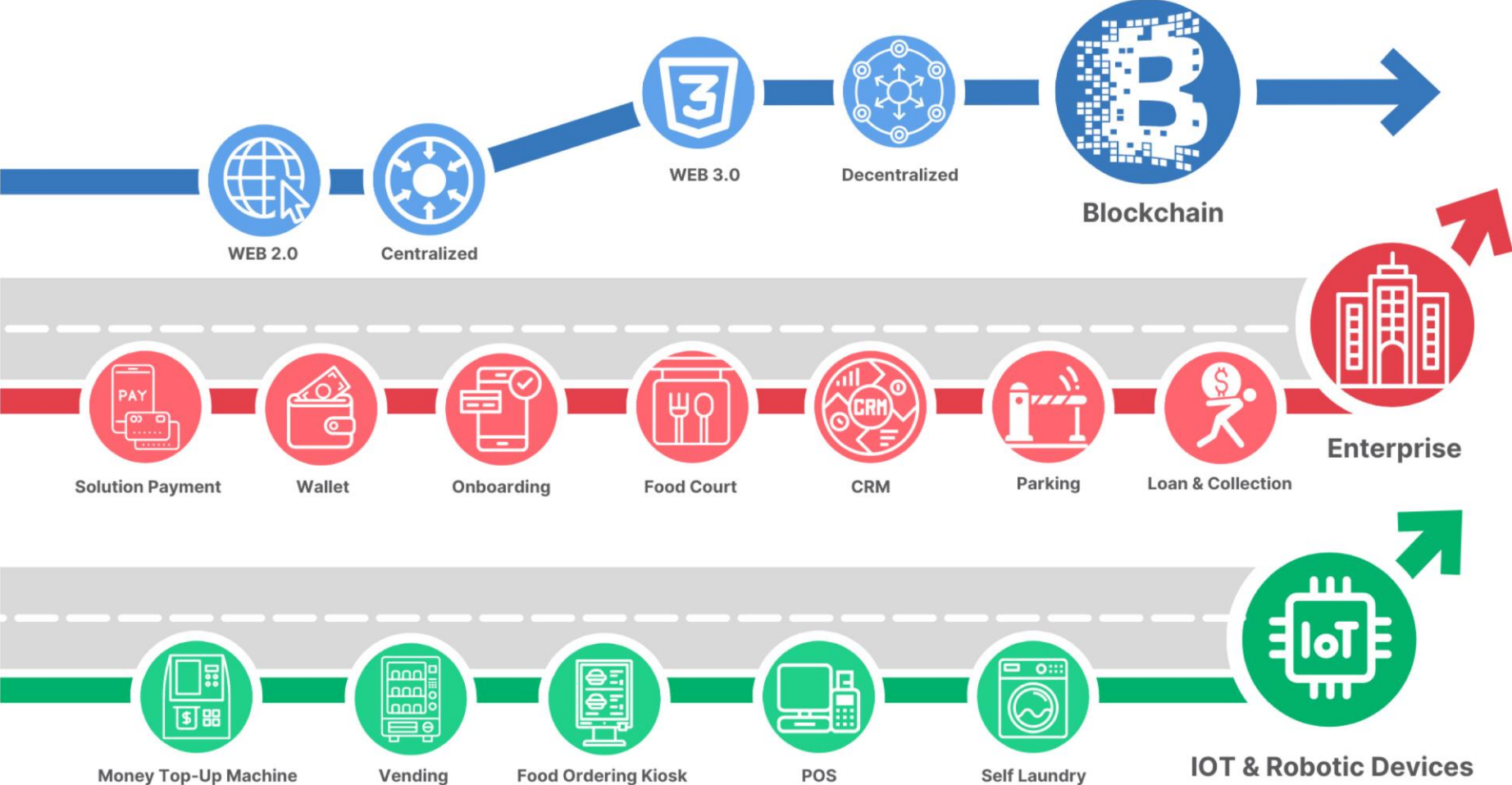
SABUY Power



The 7 Powers of SABUY Ecosystem

Tech Journey

From top-up machine to sophisticated blockchain



2020



2021



2022



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

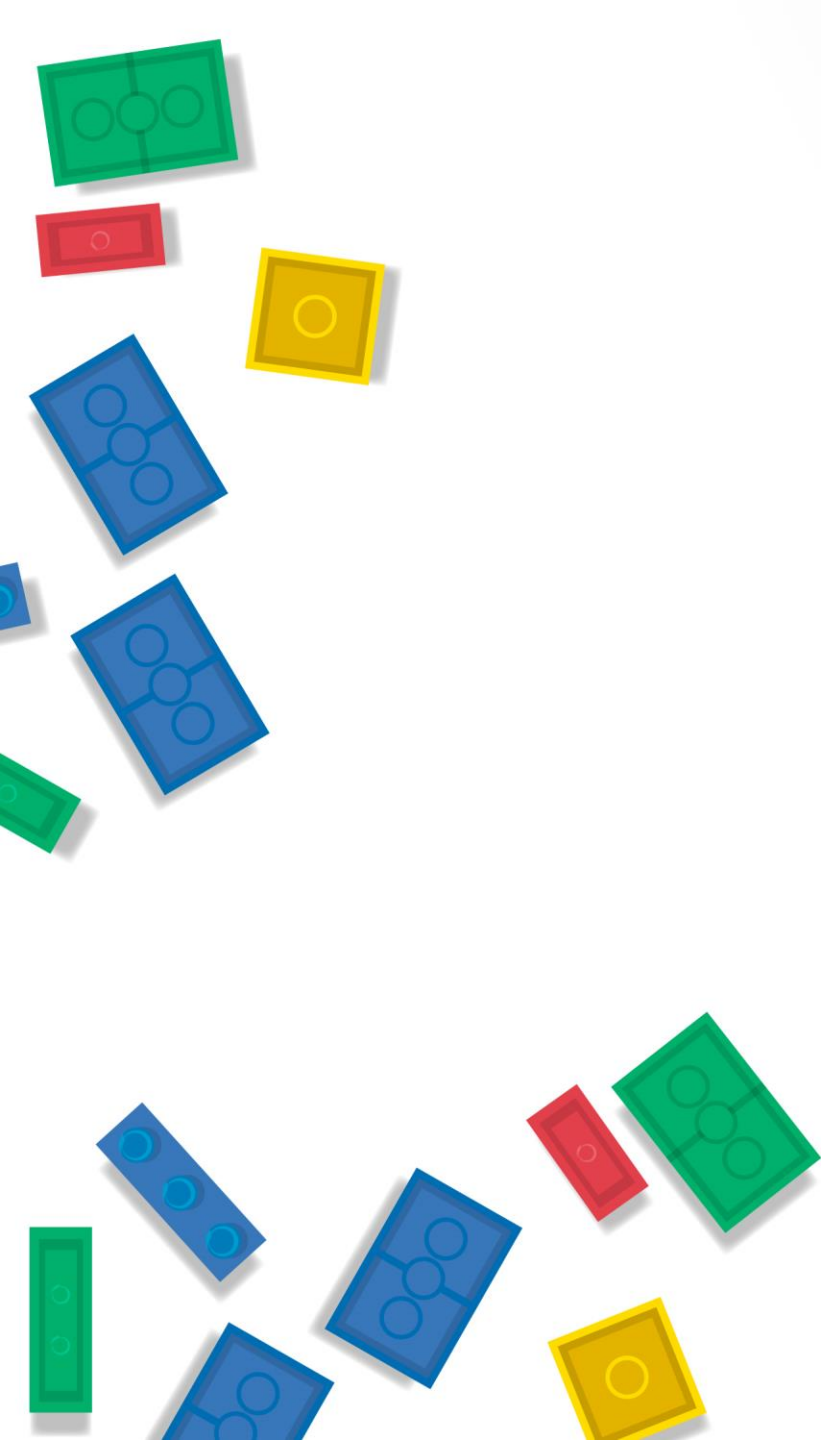
50M

80M

150M

300M

Financial Performance



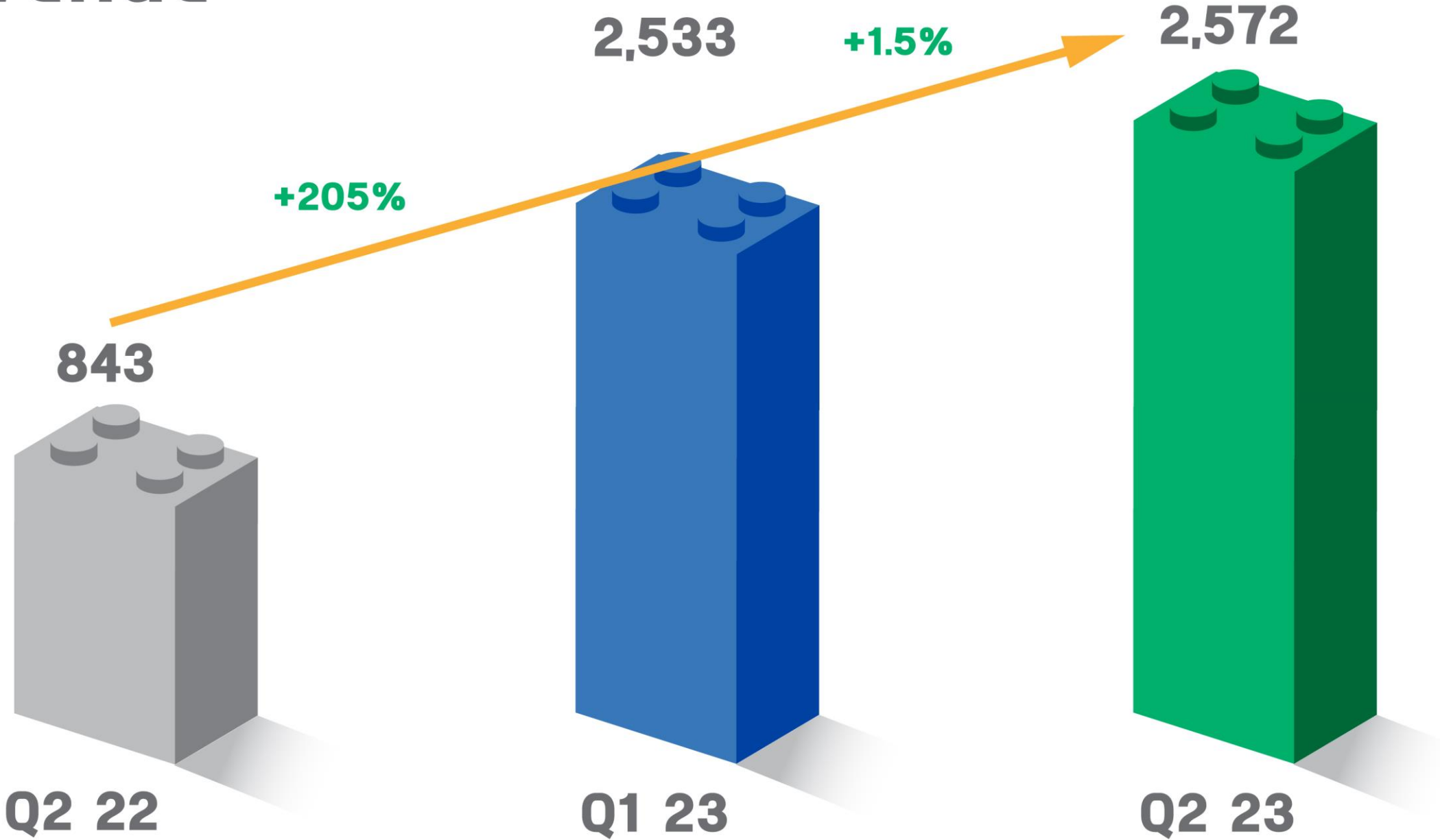


	Q2	6 mth
Revenue THB bn	2,572 +205%	5,100 +204%
Profit THB m	180 -50%	347 -25%
Core Profit	218	433



Revenue

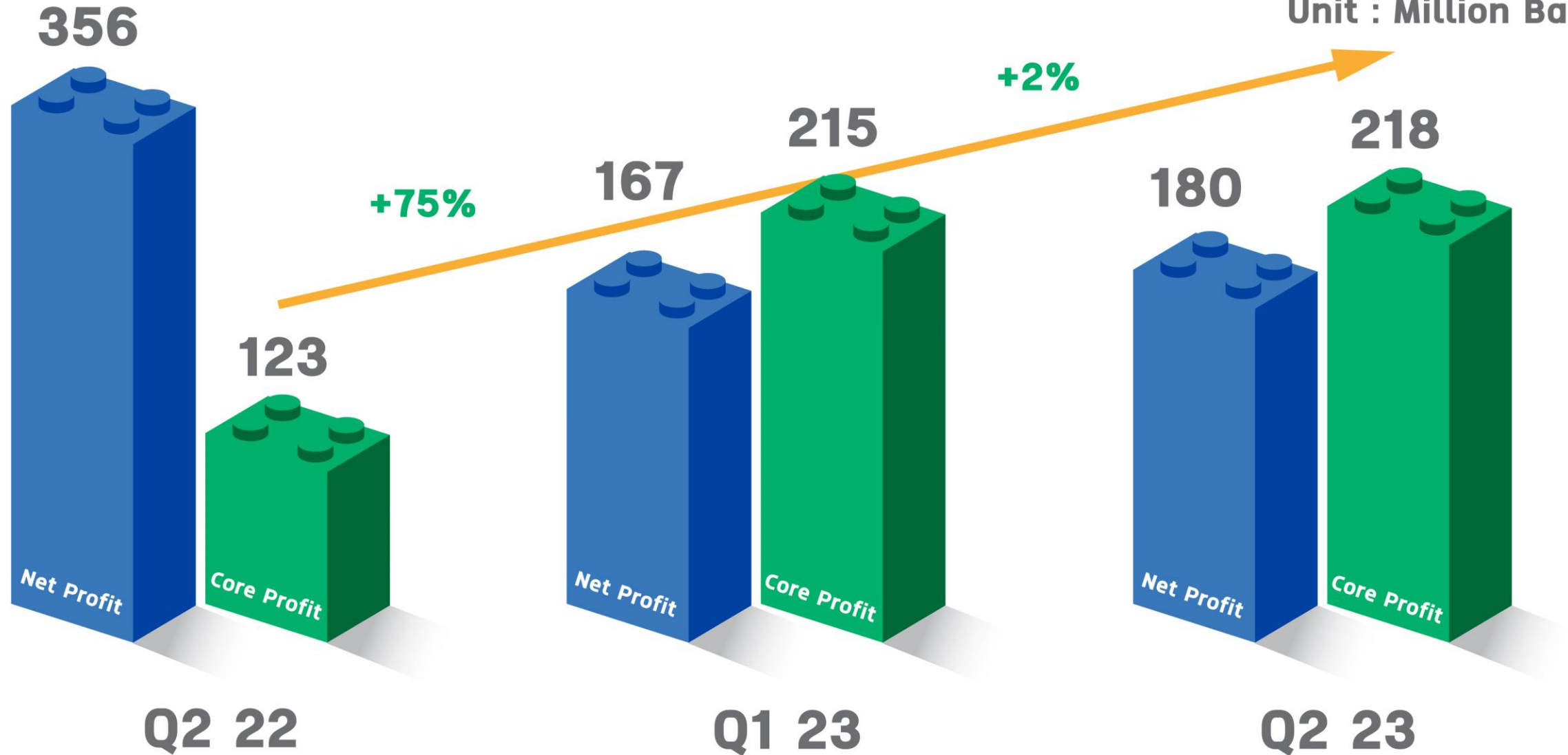
Unit : Million Baht



Net Profit

Core Profit

Unit : Million Baht



EBITDA

(6 mth)

501m

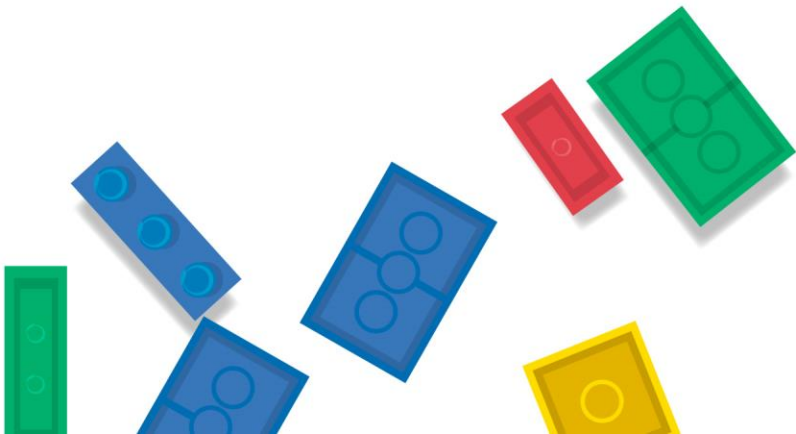
(353m)

D/E ratio

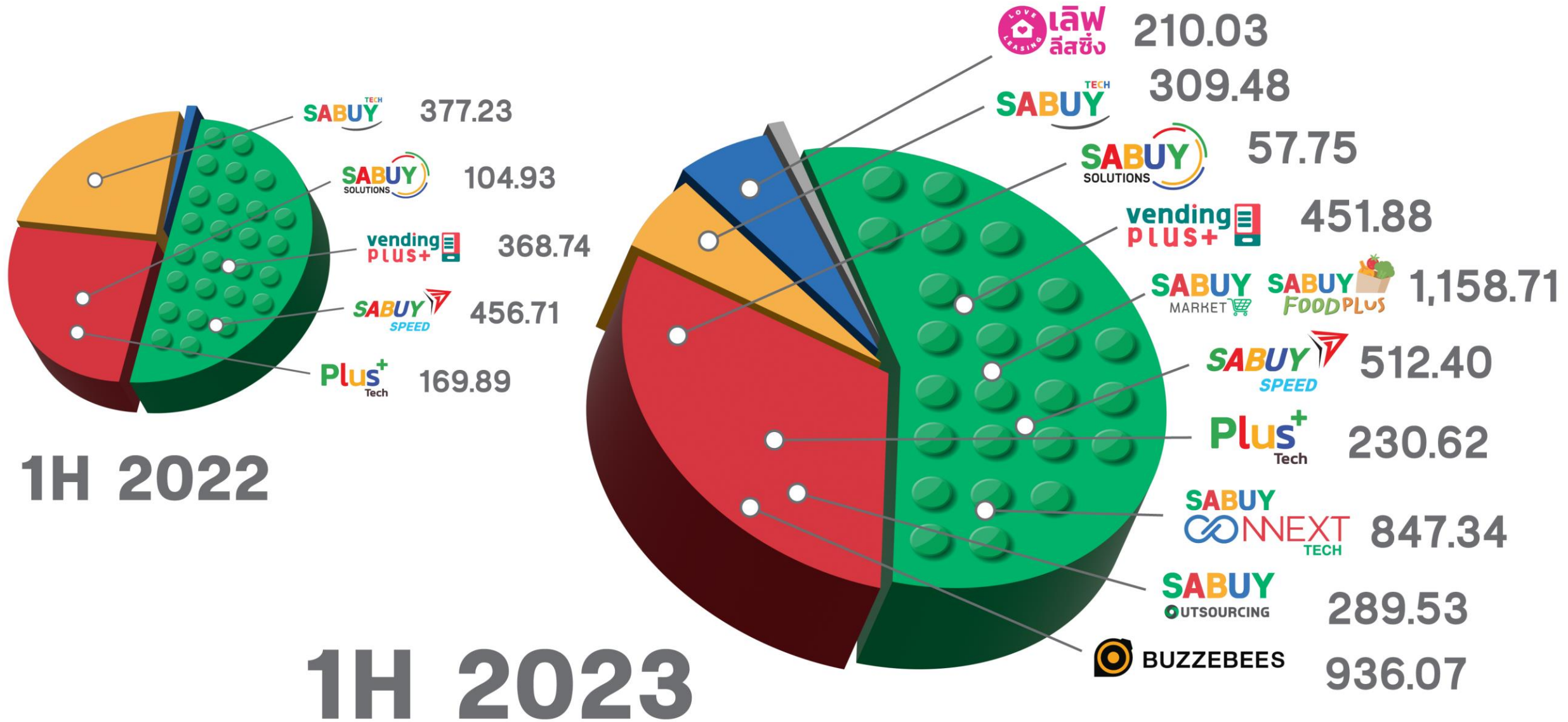
0.84 (0.54)

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



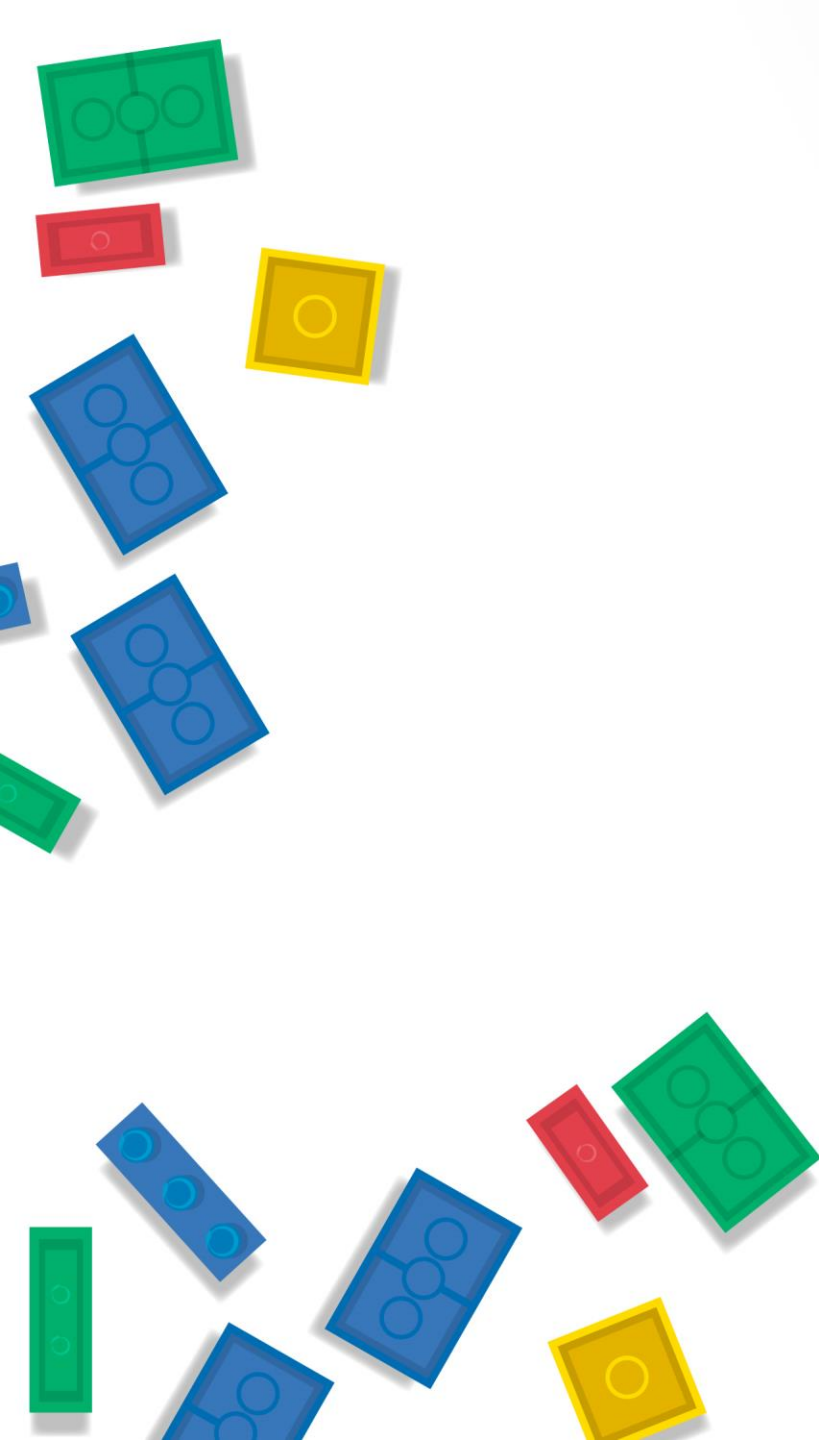
Touch Points **18,857** สาขา
Transactions **12.23** ล้านชิ้น



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



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



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

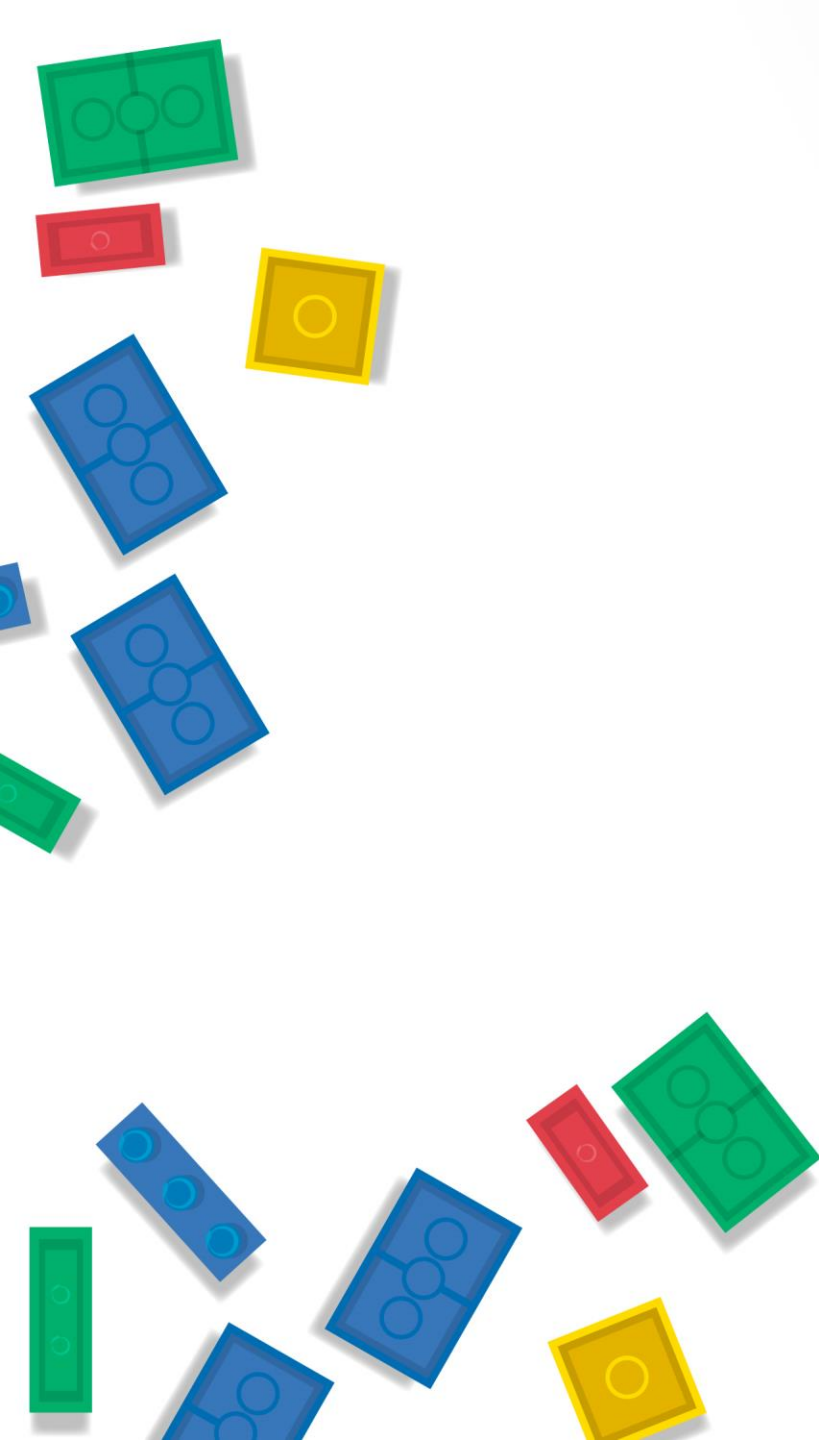


- X-sell to other products
- Android POS software
- Sales by vertical segments

Food Court & POS



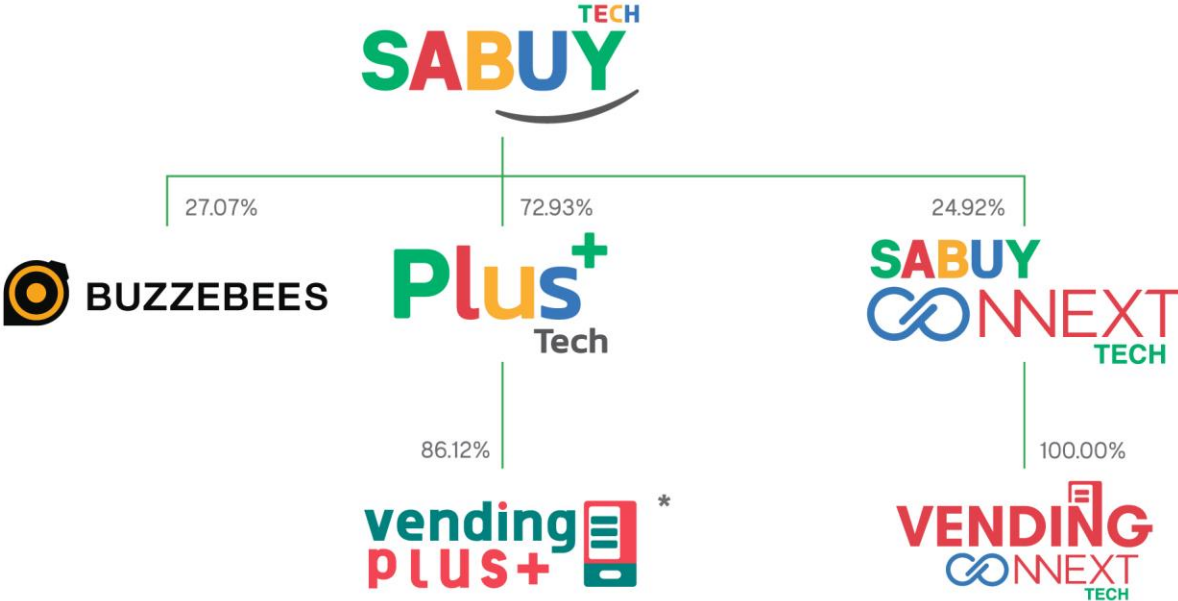
- Job Bank Database
- Nationwide expansion
- Manpower & Call center



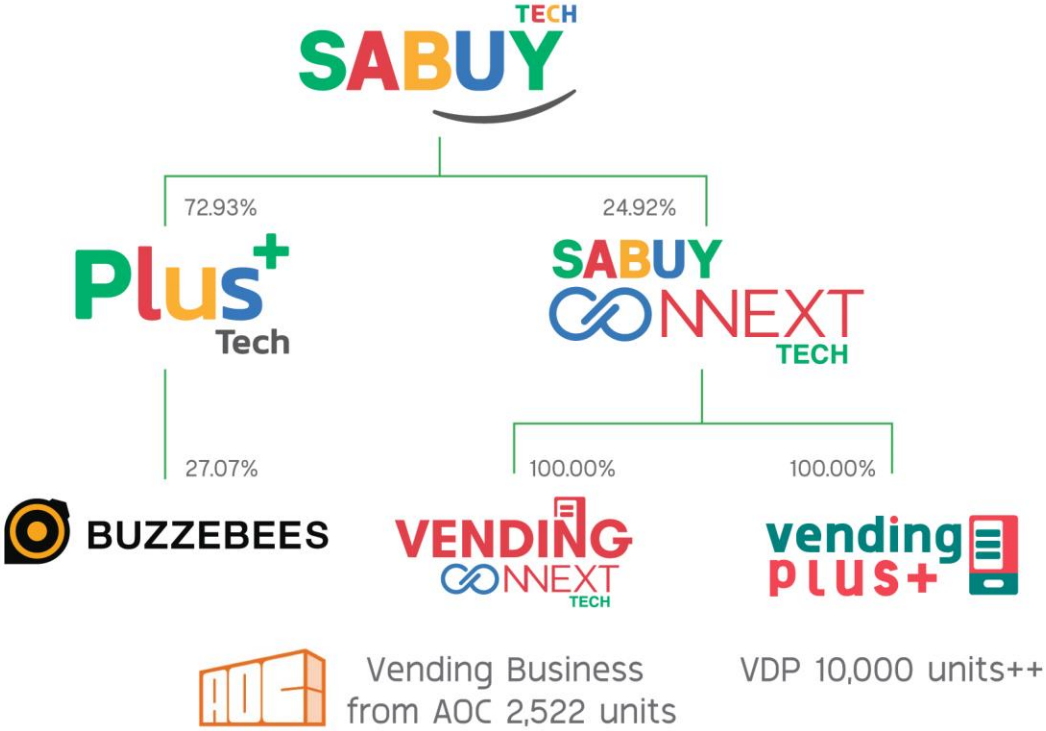
Developments

Group Direction & Restructuring

Current Structure



Target Structure



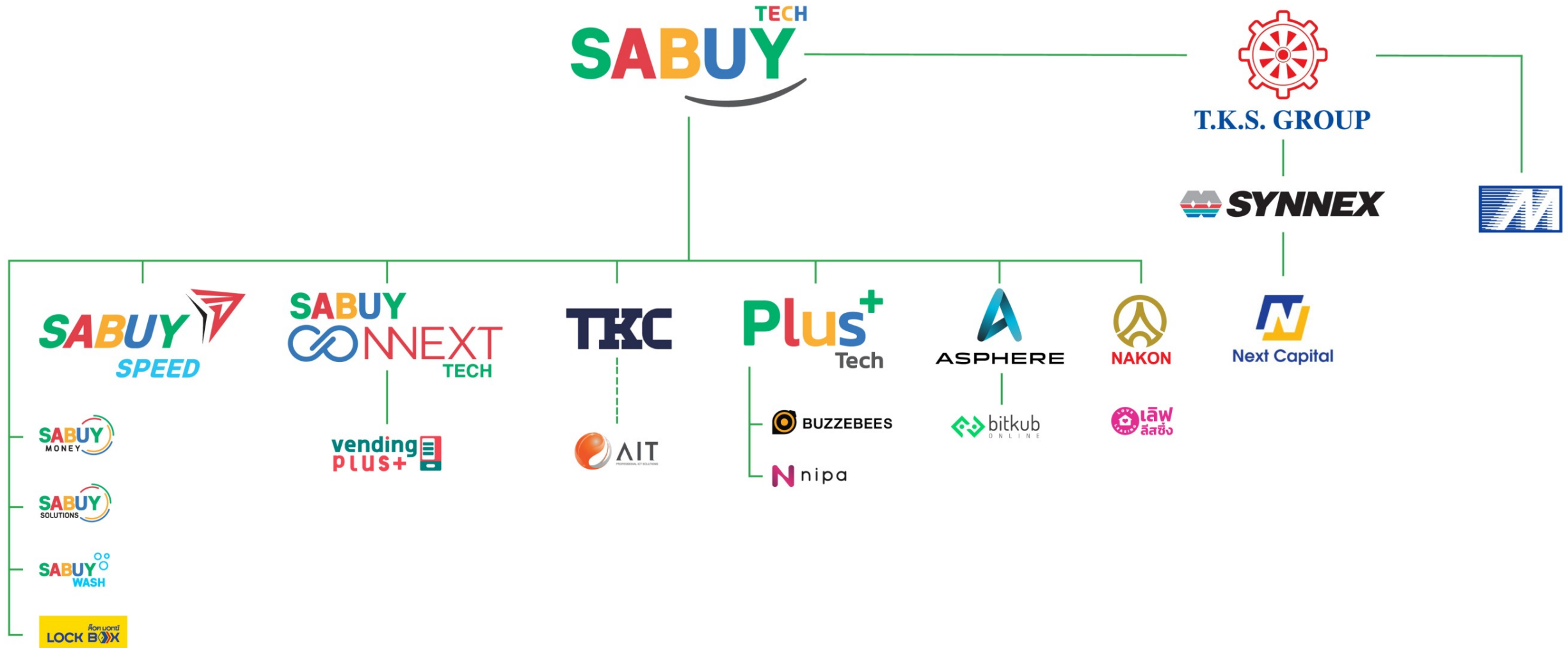
Developments in Q2





SABUY Thrusts Forward

Forces of SABUY group





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FOCUS

2023

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