

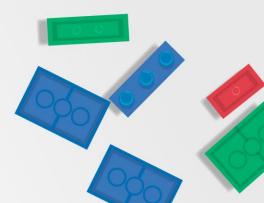
25 Aug 2023



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

ผู้สร้างแพลตฟอร์มทางธุรกิจครบวงจร โดยการเชื่อมต่อเทคโนโลยีทุกมิติ เพื่อให้ผู้บริโภคท้าวข้ามขีดจำทัดของศักยภาพ และใลฟ์สไตล์ที่แตกต่างทัน ไม่ว่าจะด้านสุขภาพ ความมั่งคั่ง การทำงาน สันทนาการ และการเข้าอกเข้าใจความต้องการของแต่ละบุคคล





#### SABUY Milestone of Success

Launched "Termsabuy" Top-up kiosks 2014 2016

Launched SBM & VDP SBS became the number 1 in food court sustem provider.



SABUY

vending PLUS+

Obtained E-Money, PA, PF, FT business licenses from the Bank of Thailand



Listed on Mai on November 2020

Joint Venture with Buzzebees to provide loyalty program





Invested in ShipSmile providing Postal and Drop-off Servicing Shop



เติม สบายพลัส

Established

2015

Termsabuy became number 2 in the top-up machine market

2017

SABUY

Registered as SABUY Technology PLC. VDP became No.2 in Thailand



2019

Expanded into a new business of a Laundry service under the brand "SABUY WASH"

2020

2021

2021

Moved to SET on 2021



Establishing SABUY Market Plus Co., Ltd., and joint venture with Food Ville Co., Ltd. to provide food supply chain services and marketplace





Joint Venture with Howden Maxi to provide insurance brokerage services





Establishing Sabuy Capital Plus Co., Ltd., to conduct lending business



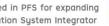




SABUY









2022













Invested in

2023



Acquired TBSP PLC. and renamed

Invested in TERO SABUY as PLUS TECH Innovation PLC. providing marketing distribution platform



Invested in FORTHSABUY providing synergyfor enhancing ecosystem and distribution channels

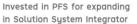






















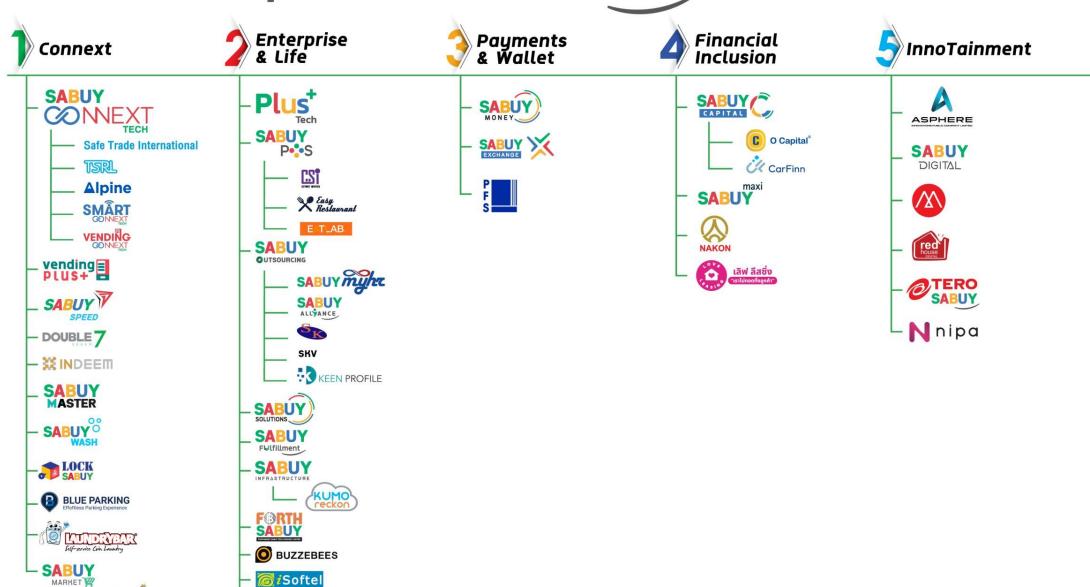






#### Current Group Structure SABUY

FOODPLUS



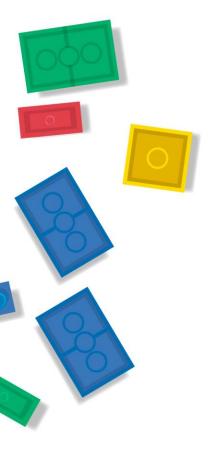
TECH



**C** 

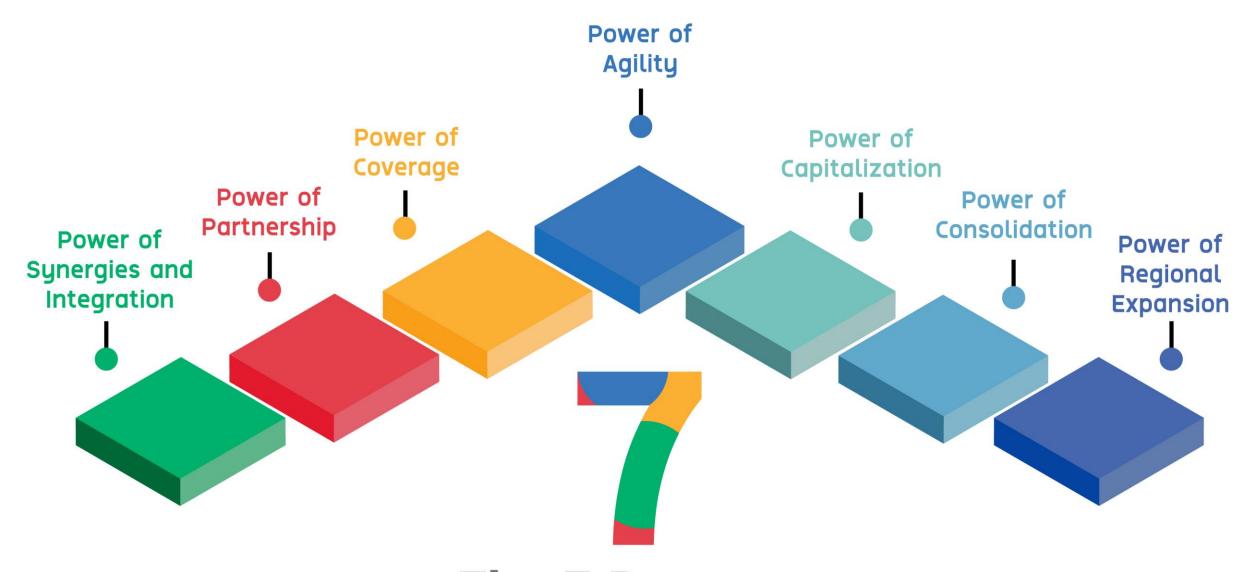
SABUY

LOCK BOX



## SABUY Power

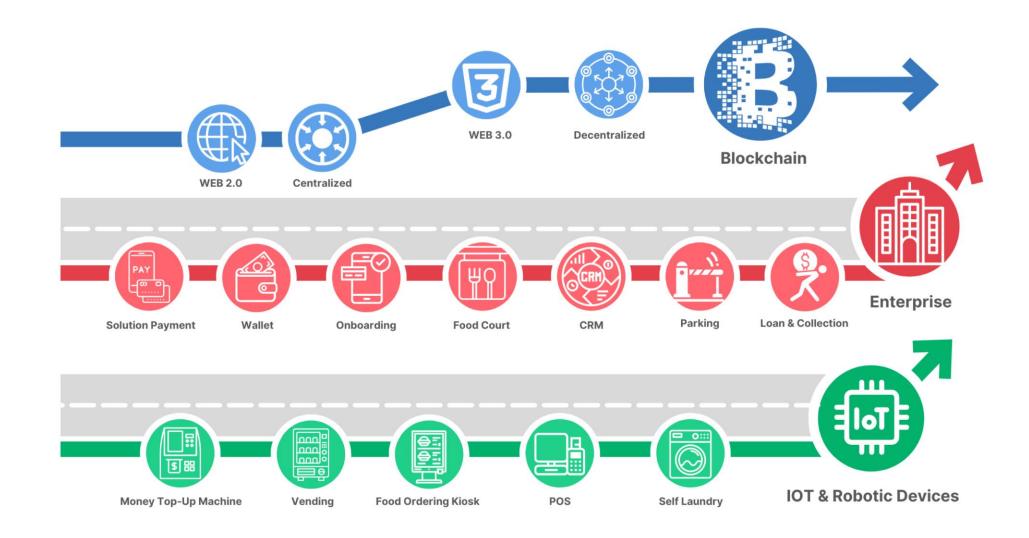




The 7 Powers of SABUY Ecosystem

#### **Tech Journey**

#### From top-up machine to sophisticated blockchain



2024 2020 2021 2022 2023

XX INDEEM





















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



#### Data Monetization

- Financial Service
- CRM
- eCommerce









SABUY

FORTH SABUY











SABUY







TIN ( NIT (



**SABUY MASTER** 

SABUY

ALLYANCE

















# Touch points

SABUY

SABUY

150K

120M

**1M** 

1.5M

# Users

/Month

# Transactions

**30M** 

40M

TERO SABUY

**80M** 

150M

200M

300M

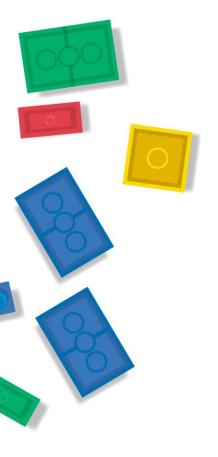
65K

14M

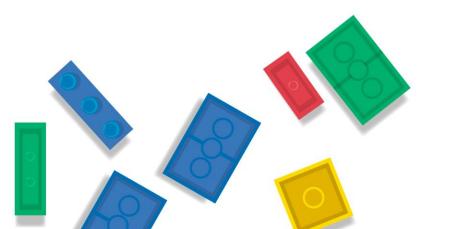
**50M** 

500K

**70M** 



# Financial Performance





6 mth **Q2** 

Revenue THB bn

2,572 +205%

5,100 +204%

Profit THB m

180 -50%

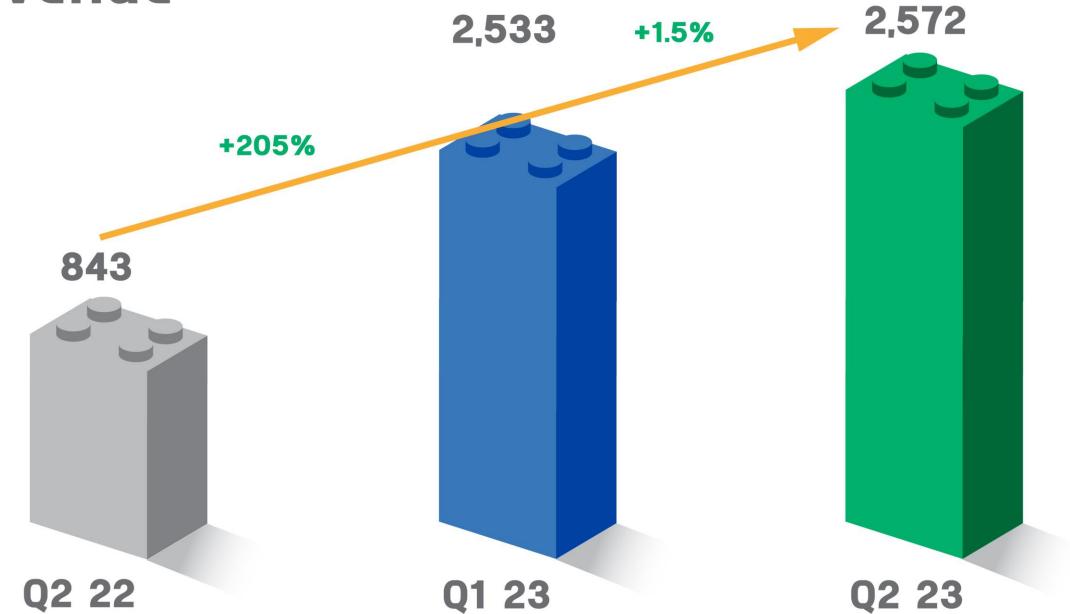
347 -25%

Core Profit 218

433

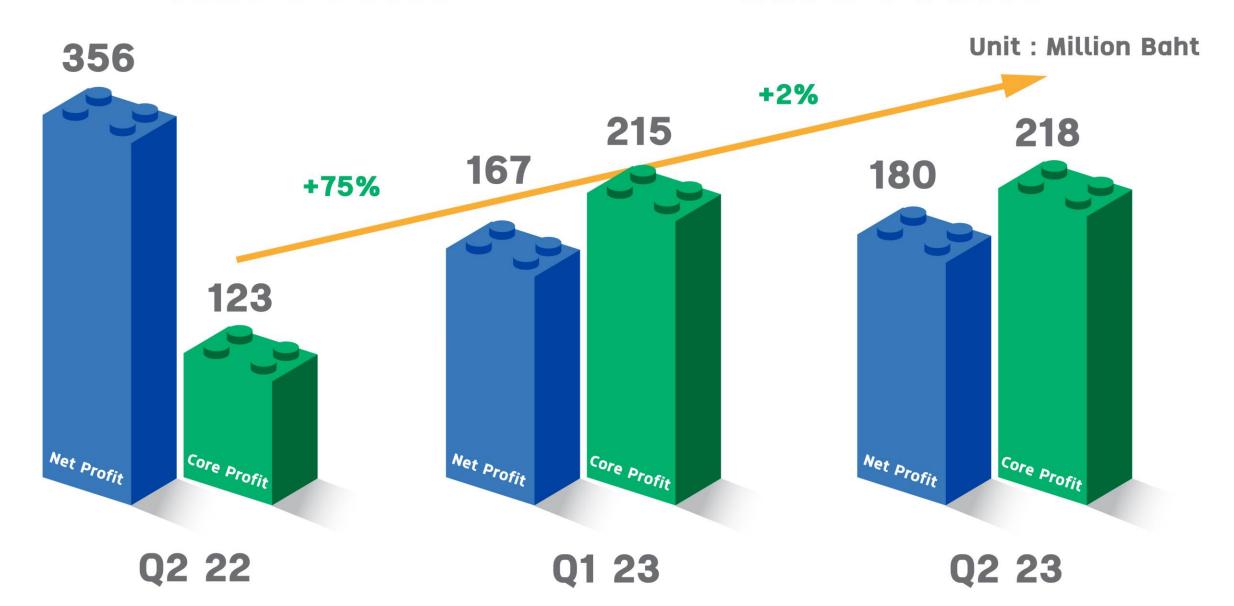


#### Revenue



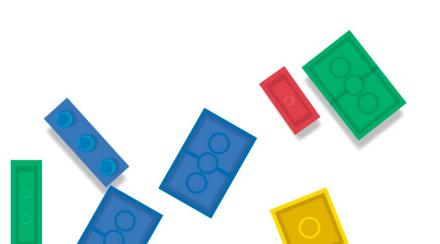
#### **Net Profit**

#### **Core Profit**



## EBITDA (6 mth)

501m (353m)

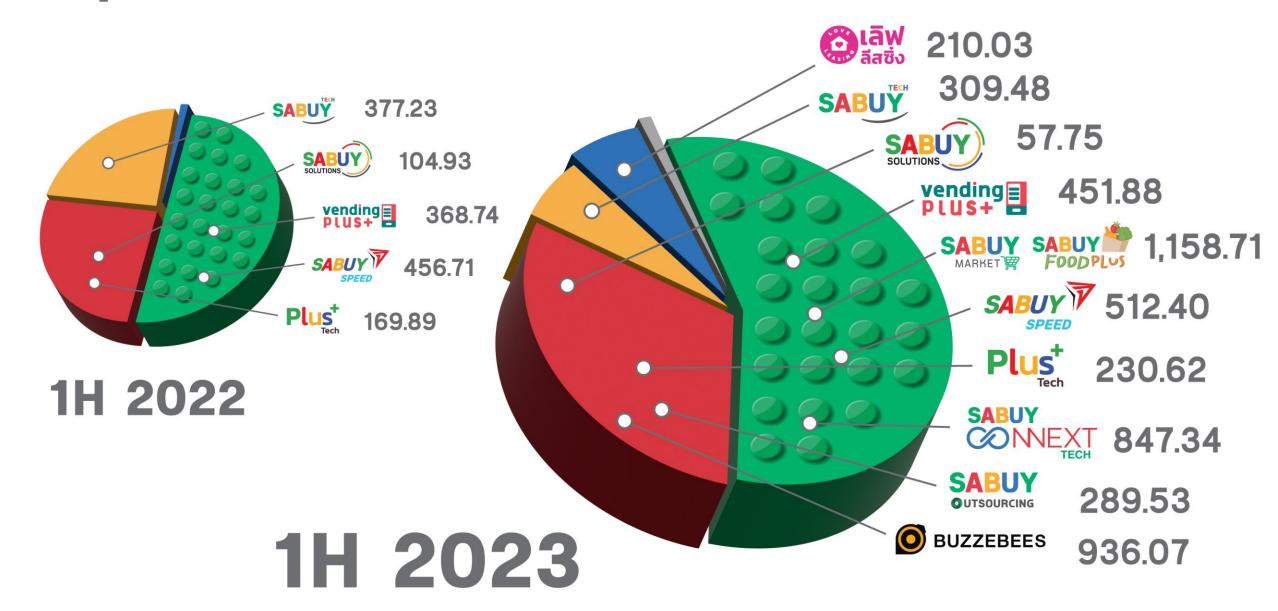


## D/E ratio

0.84 (0.54)

EPS 0.22

#### Top-line Contributor



#### Touch Point versus Transactions: 1H 2023



vending Plus+



Touch Points **56,457** ตู้ Transactions **21.16** ล้านครั้ง Touch Points **11,315** ตู้ Transactions **46.58** ล้านชิ้น

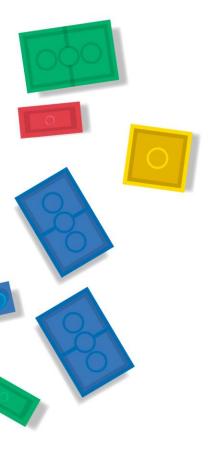
Touch Points **18,857** สาขา Transactions **12.23** ล้านชิ้น



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



#### 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 MelD

#### 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**



¿Softe ∣

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

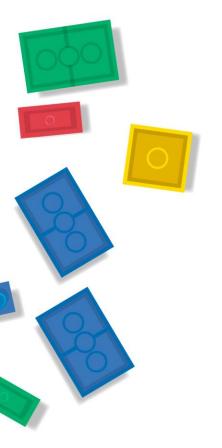
#### **Food Court & POS**



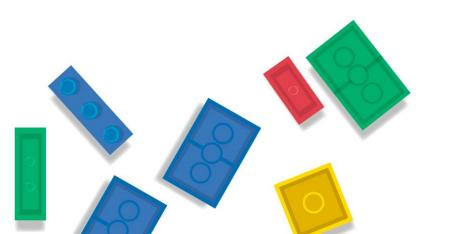
- Job Bank Database
- Nationwide expansion



• Manpower & Call center

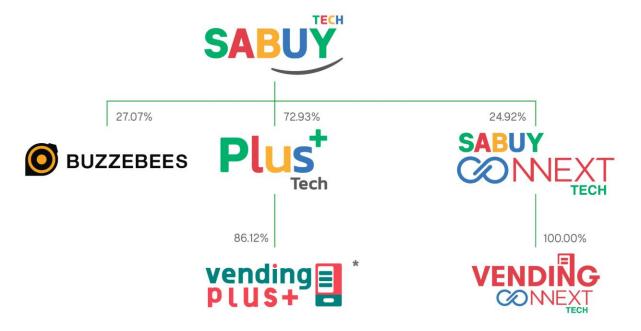


## Developments

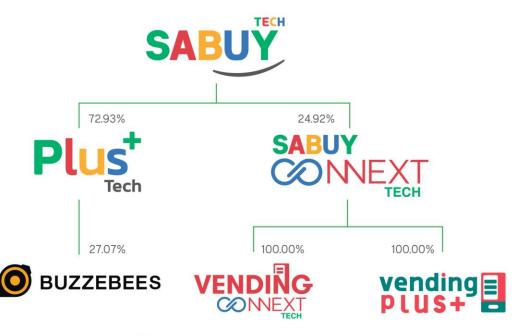


#### **Group Direction & Restructuring**

#### **Current Structure**



#### **Target Structure**





#### Developments in Q2

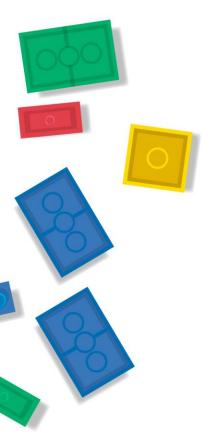








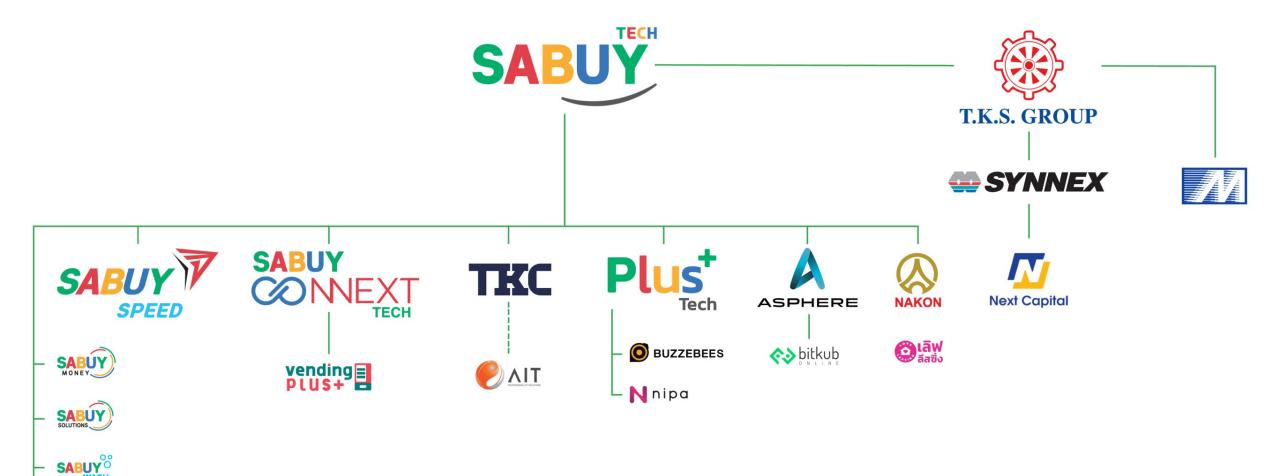




## **SABUY Thrusts Forward**



#### Forces of SABUY group





25 Aug 2023