

NETbay[®]

Innovative Technology Company

Agenda

- Company's profile
- Development of e-Customs in Thailand
- Agriculture in Thailand
- Collaboration

Company's Profile

- Established in 2004 with the initial capital of US\$290,000
- Listed in Thailand Stock Exchange in June 2016 with the paid up capital of US\$ 6.0 millions and the market capital is now US\$ 112.0 millions
- Market leader in providing e-Businesses in the SaaS model
 - e-Customs: Electronic customs clearance process with our applications and networks to related government agencies
 - e-Business
 - Solutions for financial institutes in AML/CFT compliance



Development of e-Customs in Thailand

- Tom Yum Goong Crisis or 1997 Asian Financial Crisis: IMF stepped in to stabilize Thai currency and economy
- Customs procedure was forced to change from manual operation to EDI system
- In 2007, Thai Customs Department introduced new paperless system called e-Customs
 - Thailand has been ranked as the 3rd leading Asian country in 'Trading Across Borders' category of 'Doing Business' report by World Bank Group
 - Netbay has become the market leader in providing software and network solutions for businesses to do e-Businesses with government agencies



Agriculture in Thailand

- Thailand is one of the highest value of rice exporting countries (2nd in 2016)
- Agricultural production as a whole accounts for an estimated 9-10.5 percent of Thai GDP
- Labor intensive method, low productivity and insufficient utilization of natural resources have become problems in Thailand
- Farmland certified as organic in Thailand amounts to 0.3-0.5 percent of all agricultural land compared with one percent worldwide
- Thailand's consumption of organic food remains low, while sales of organic food grew at a seven percent annual rate, compared with five percent for conventional foods.



Collaboration

- Opportunities
 - Solution of Smart Farm which is suitable with Thailand context
- Model
 - Fully invested by Netbay for the complete solution of Smart farm Platform + IOT
 - Co-investment
 - Revenue sharing
 - Netbay provide land, infrastructure and local support
 - Korean partner provides technical solution, implementation support, IT platform and IoT