



PHASE II

COM7 BUSINESS MODEL

RETAIL



71 OF 77
PROVINCES

B2B



COMMERCIAL
EDUCATION

SERVICE



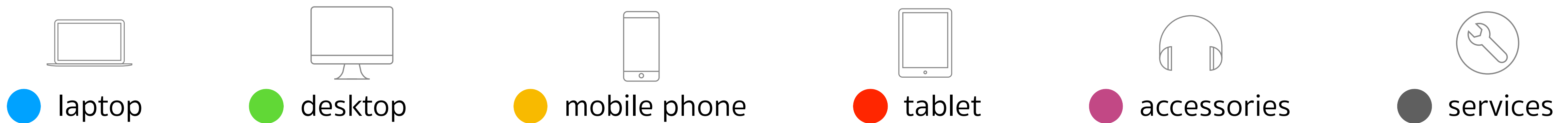
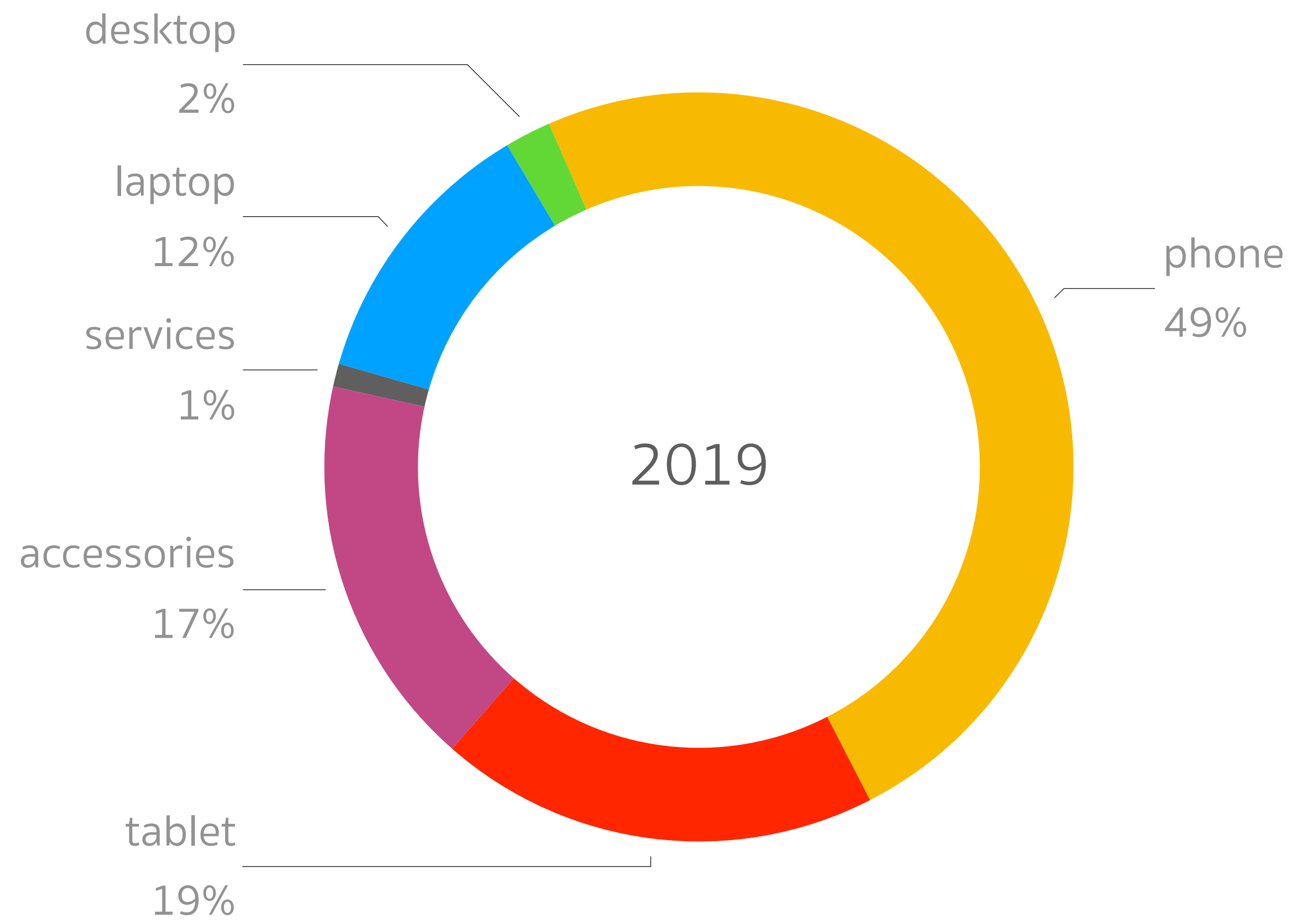
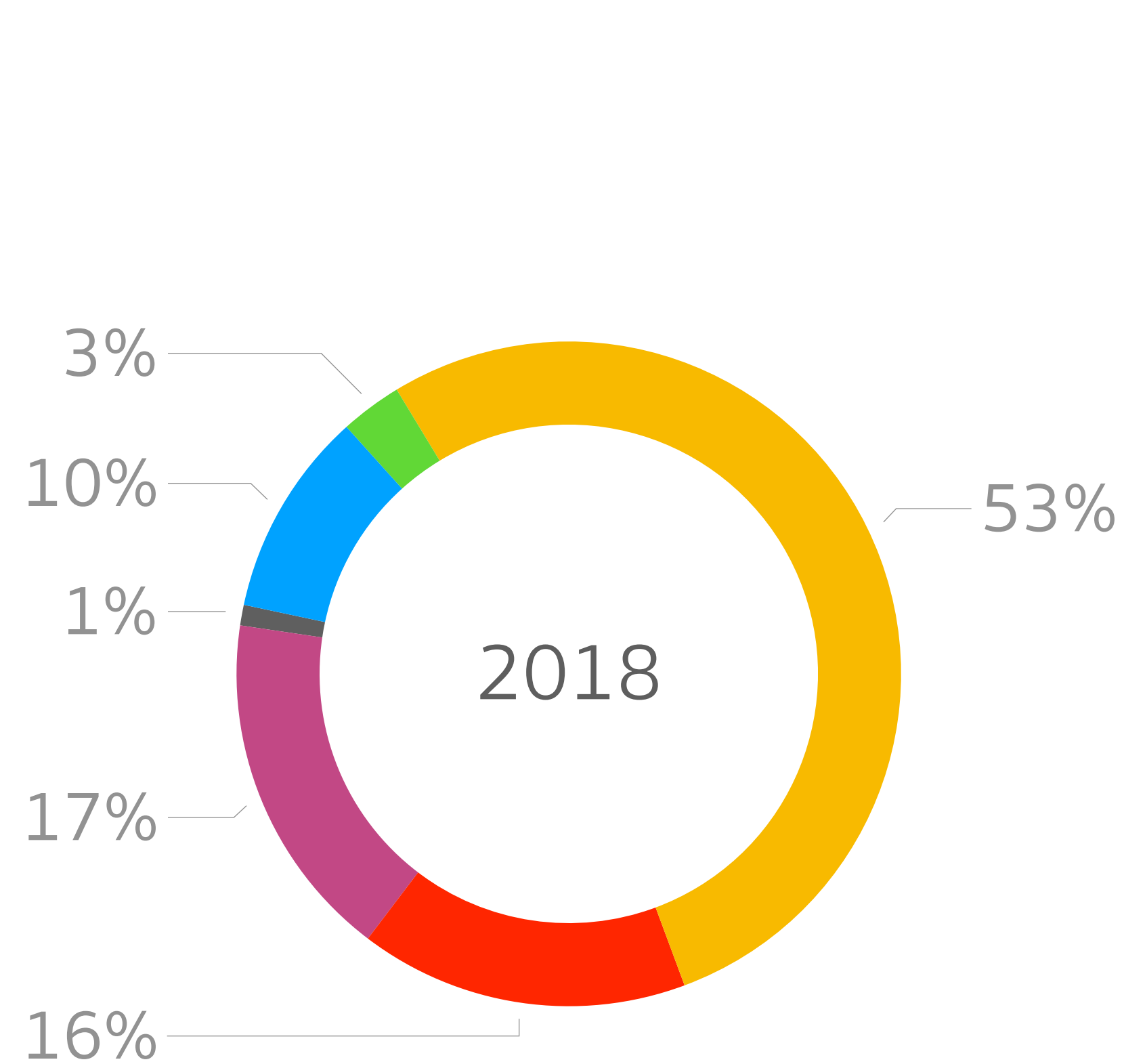
AFTER SALE SERVICE
RETENTION

ON LINE

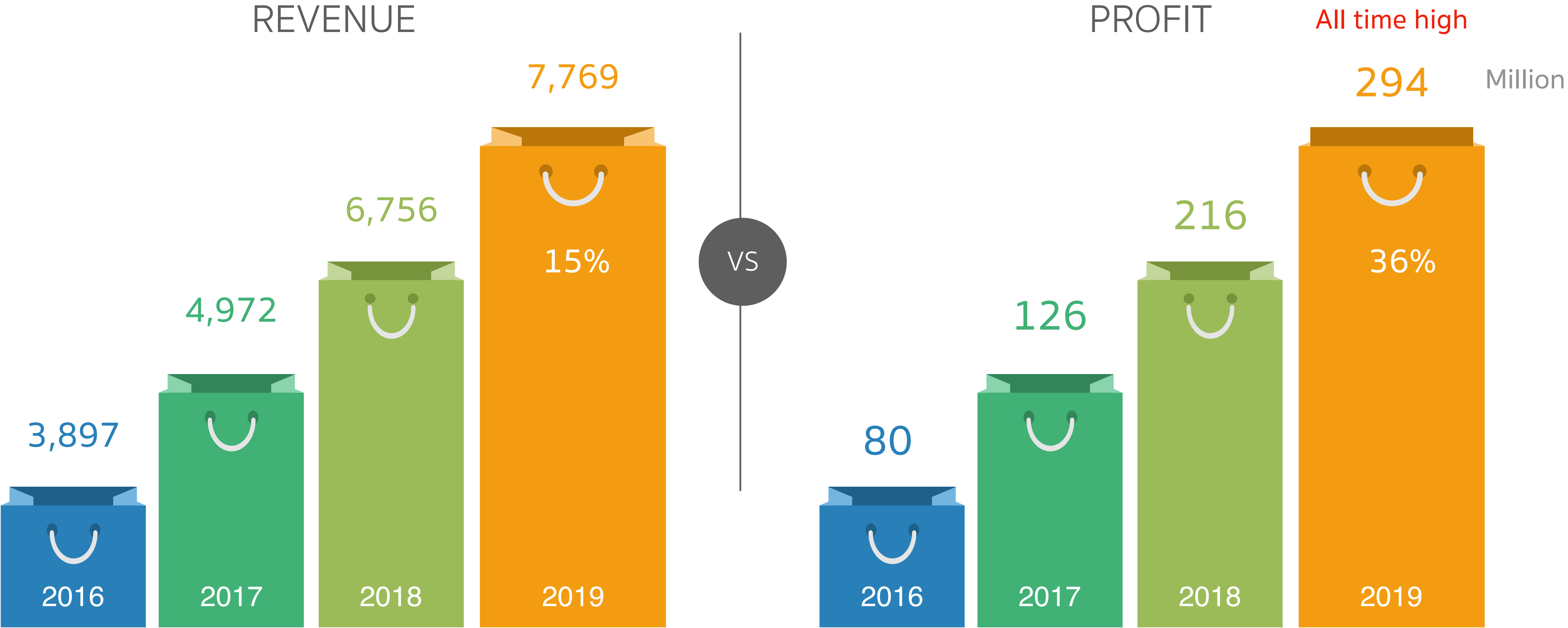


BANANASHOPPING.COM
OMNI CHANNEL

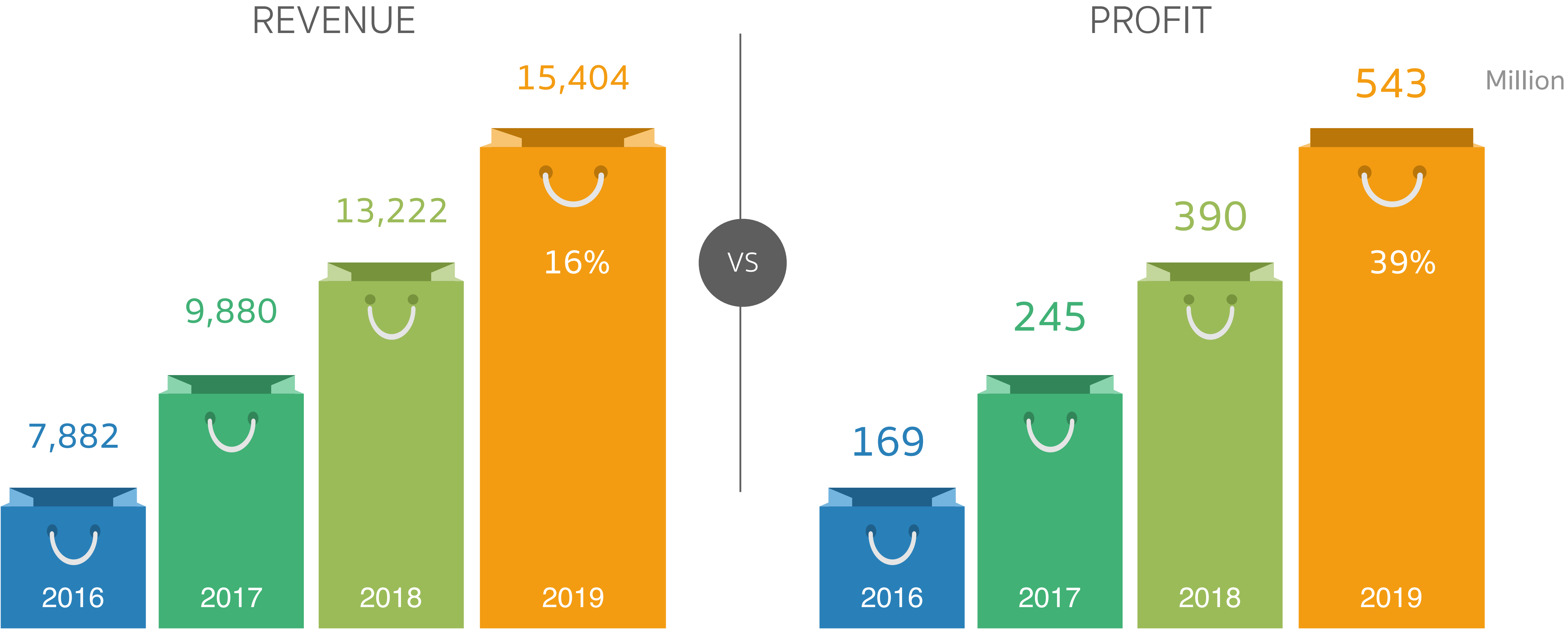
6M PRODUCTS MIX



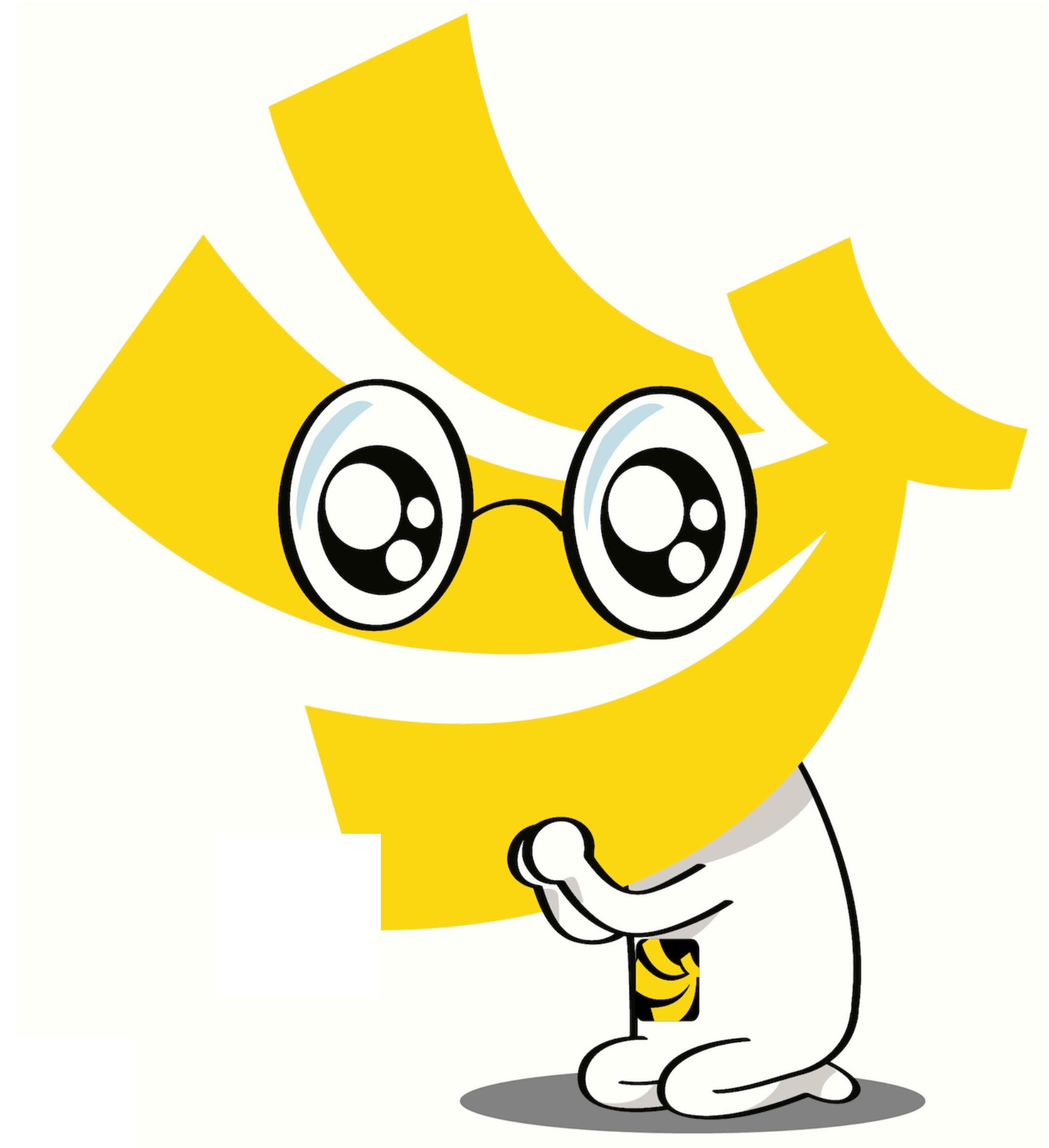
Q2 REVENUE & PROFIT COMPARISON



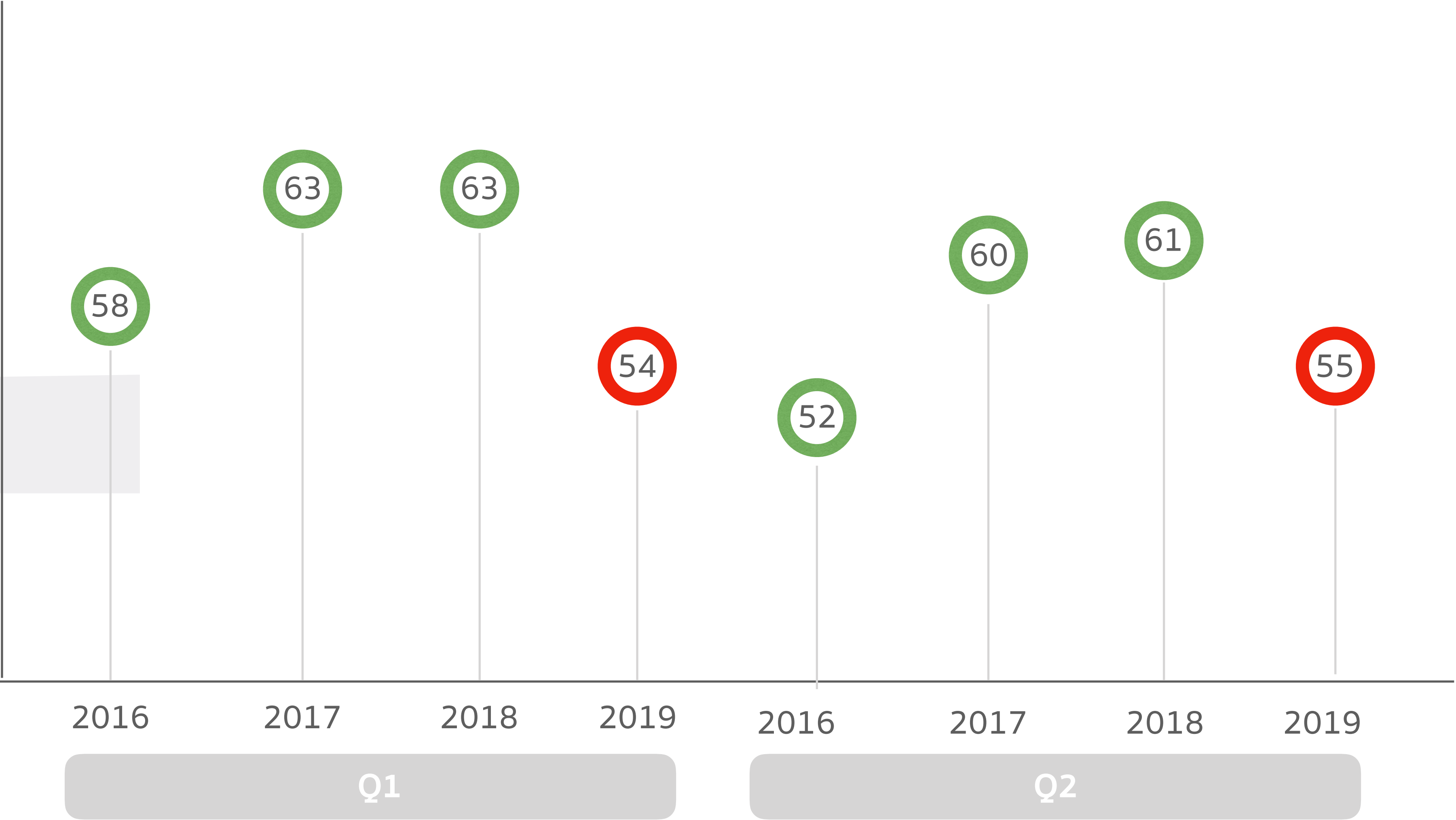
6M REVENUE & PROFIT COMPARISON



PROFIT
WILL
MUCH
BETTER
THAN
THIS
IF...



INVENTORY TURNOVER



INVENTORY PROVISION

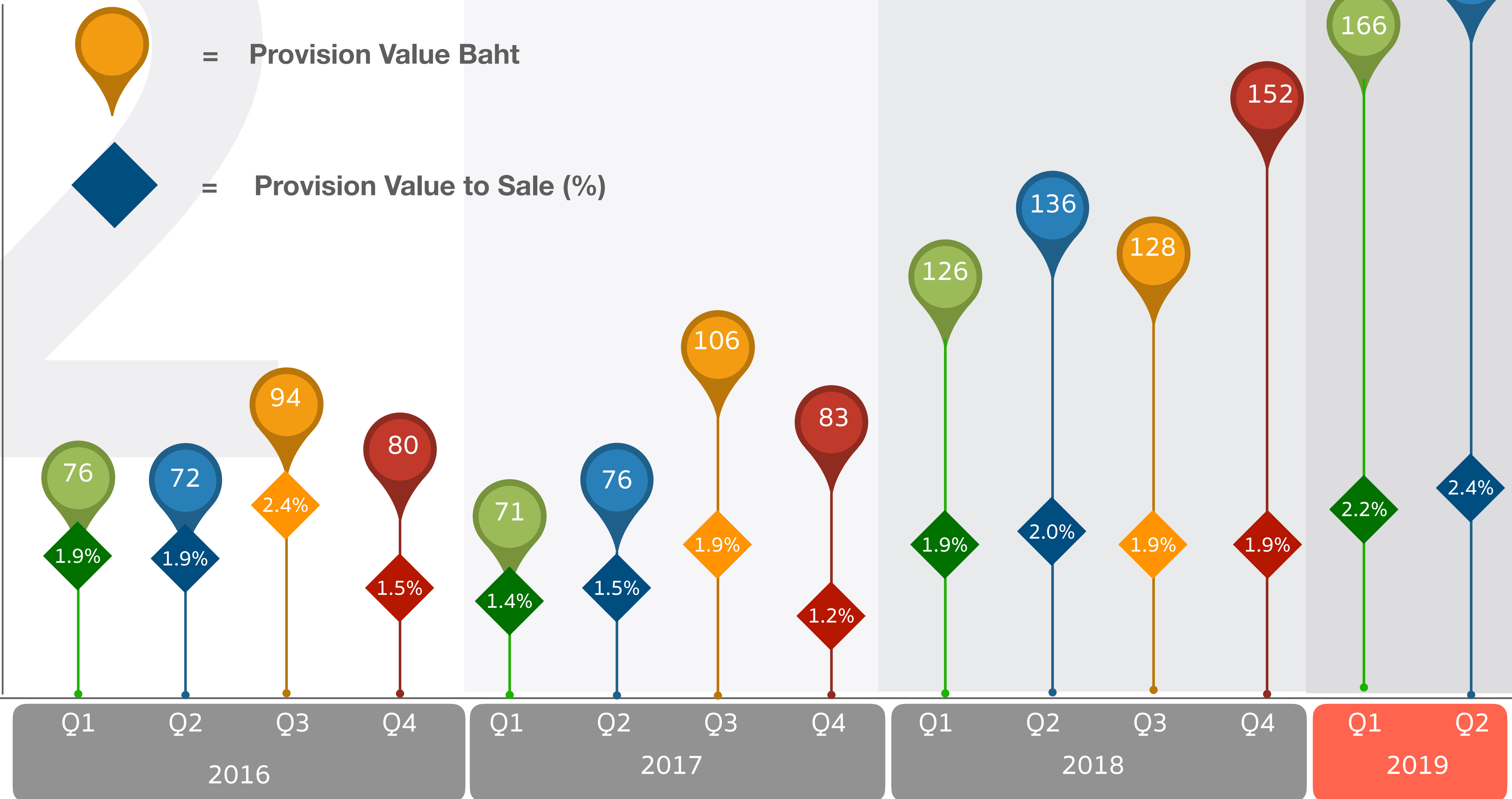
Million Baht



= Provision Value Baht



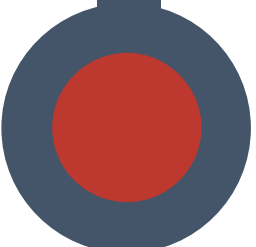
= Provision Value to Sale (%)



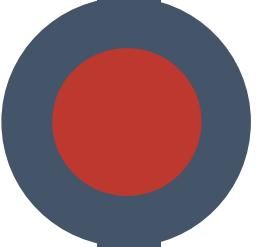
ONLINE BUSINESS



2019 TARGET
1,000_m



FORECAST



FACT

6M REVENUE
150_m



2019 TARGET
1,000_m



▲
▶ FACT

6M REVENUE
320_m

FRANCHISE BUSINESS

Find FRANCHISE ◀



2019 TARGET
120
1,000_M

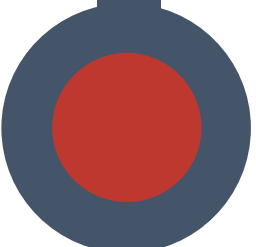
▶ Get Approved

67
280_M

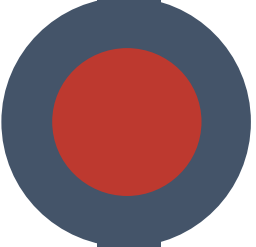


HUAWEI BUSINESS

Q2 REVENUE
-150_m



LOST



FORECAST

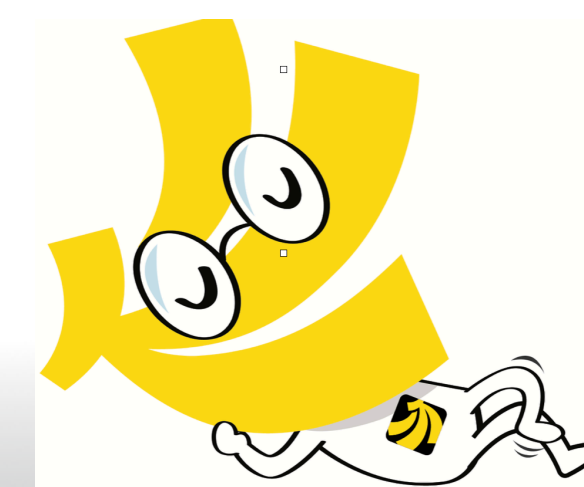
Q3 REVENUE
-50_m



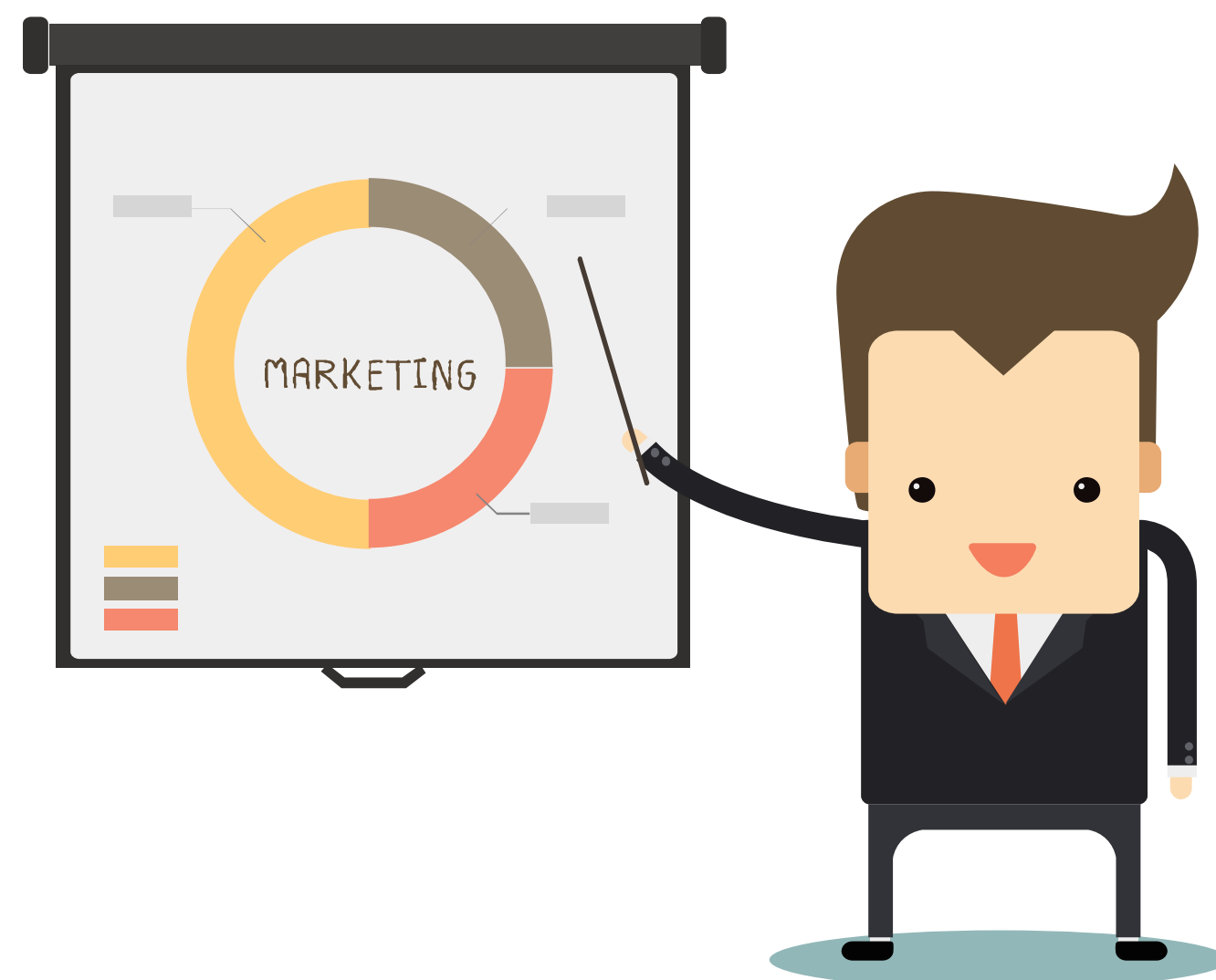
MISTAKE

OR

OPPORTUNITY



Marketing SHARE ◀



SMART PHONE
10%

COMPUTER
20%

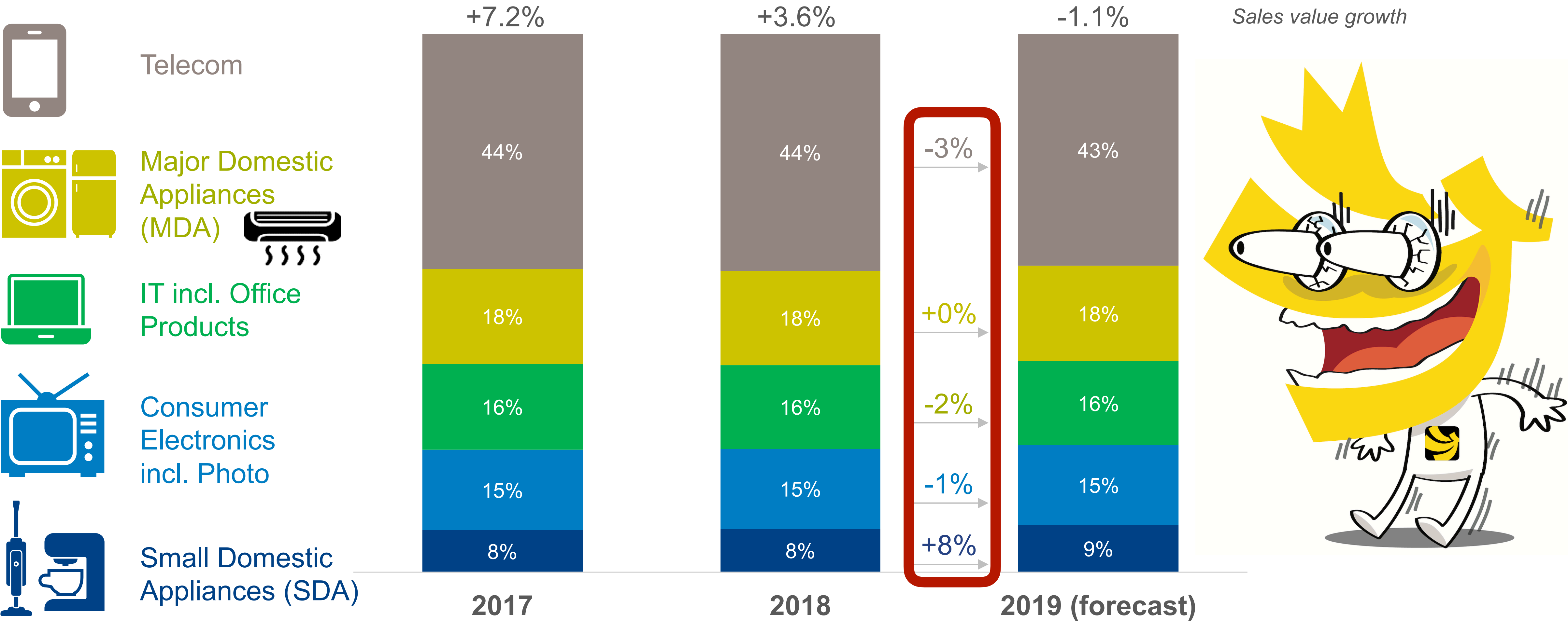
▶ Get A Team Work



▲ Marketing SHARE

Global : Market for technical consumer goods

Stable segment shares with every other dollar spent on Telecom products



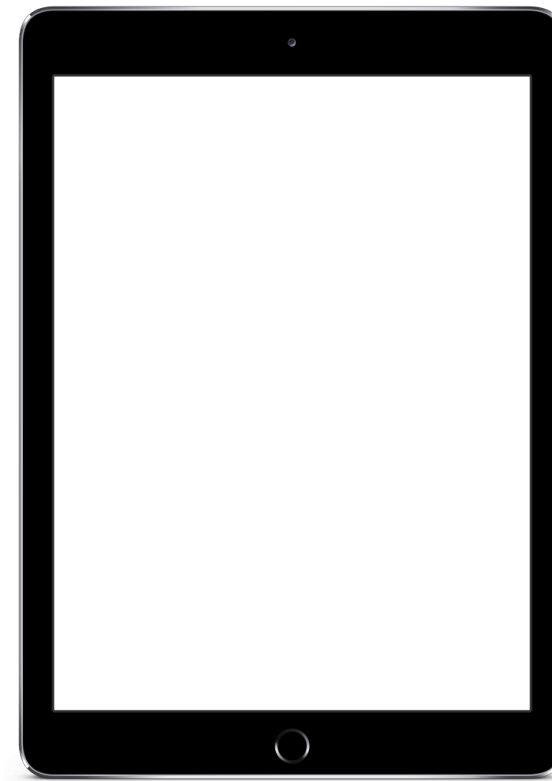
Source: GfK Point of Sales Tracking and total market estimation incl. North America, based on a fixed currency exchange rate



APPLE FINANCIAL REPORT Q3 2019 (APR-JUN)



+11%



+8%



-12%



+48%

NEW PRICE CHEAPER 7-15%
THAILAND



WWDC 2019

WATCH OS 6

APP STORE



IOS 13

30% FASTER UNLOCK FACE ID

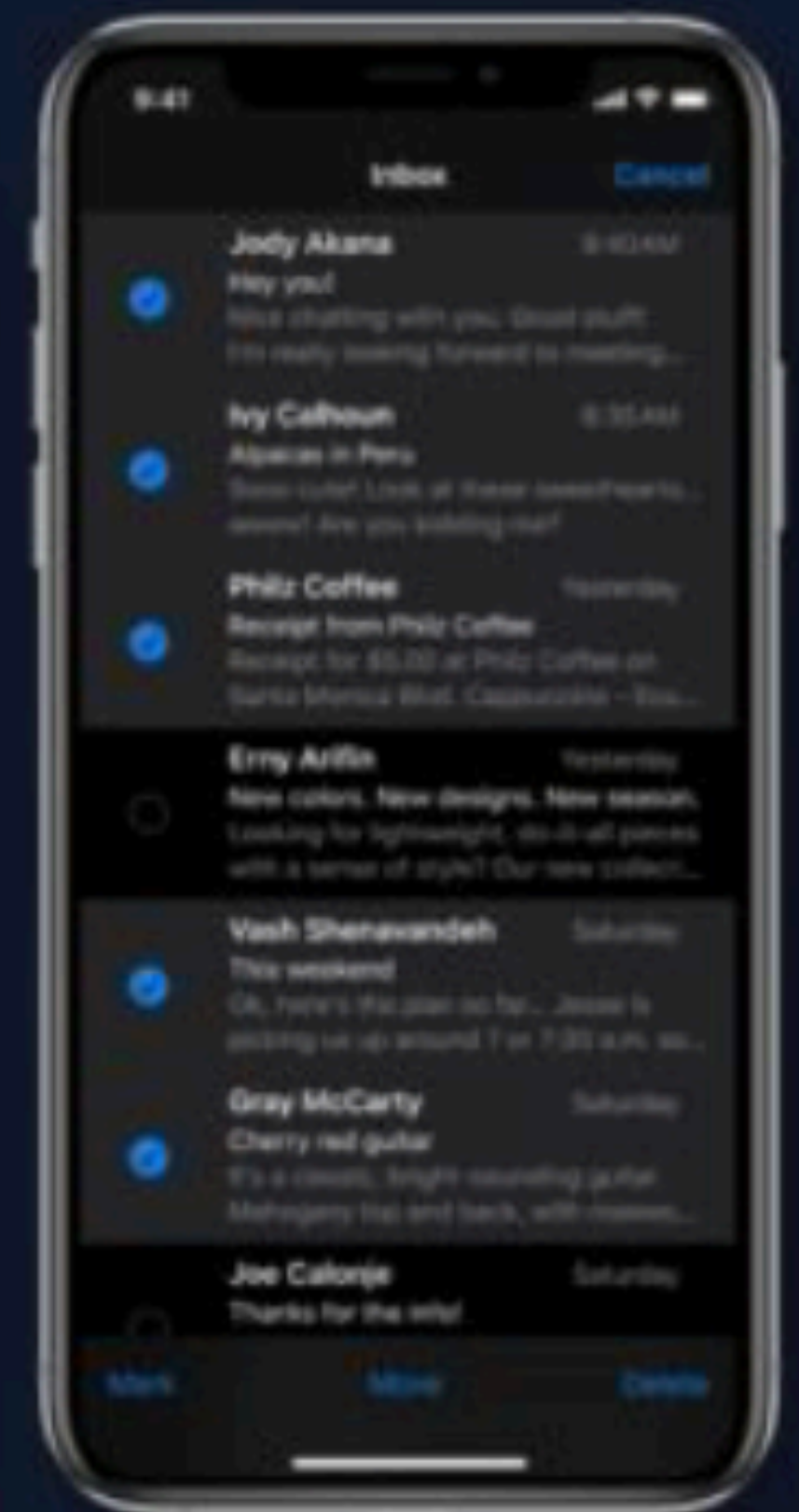
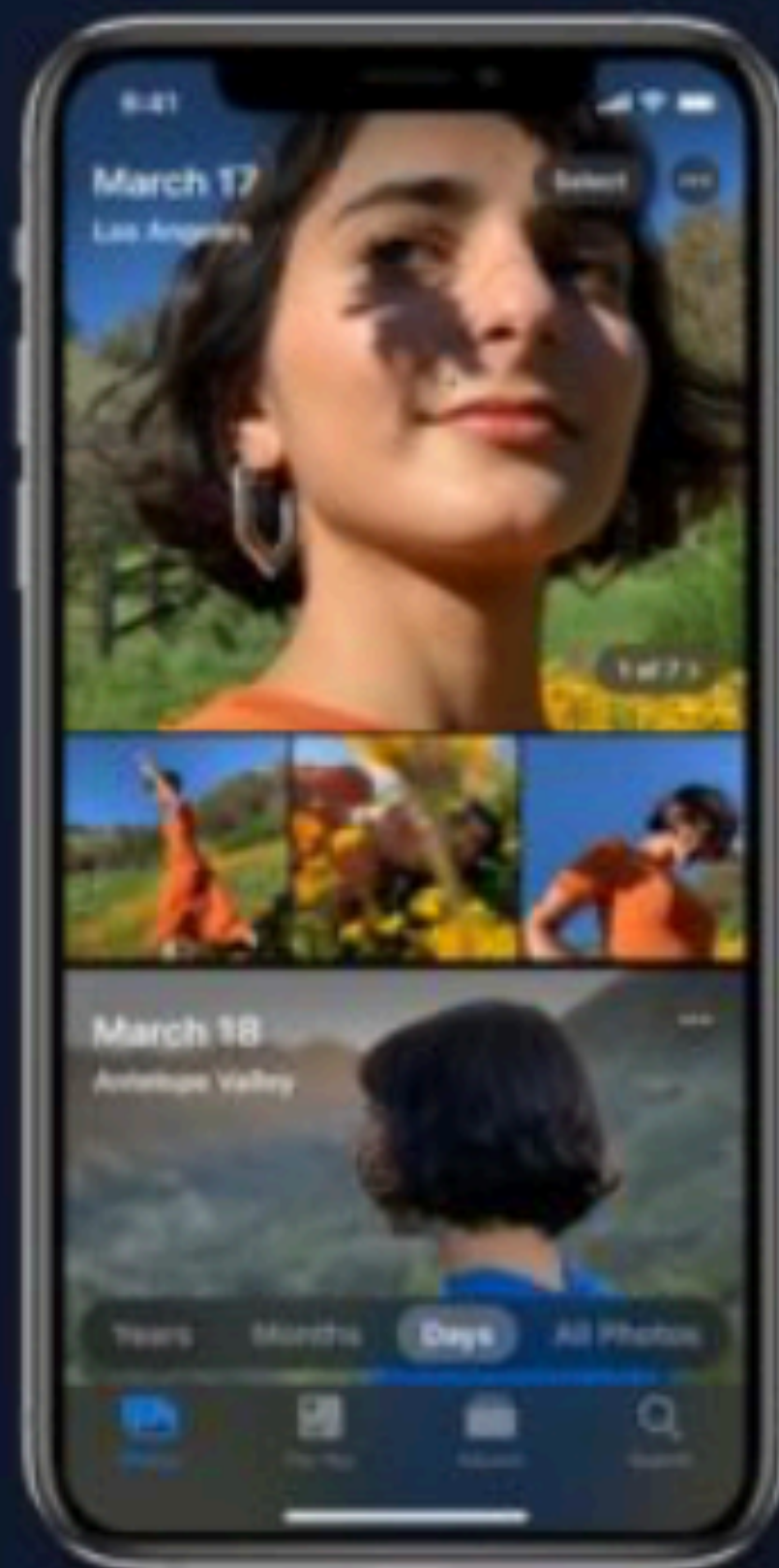
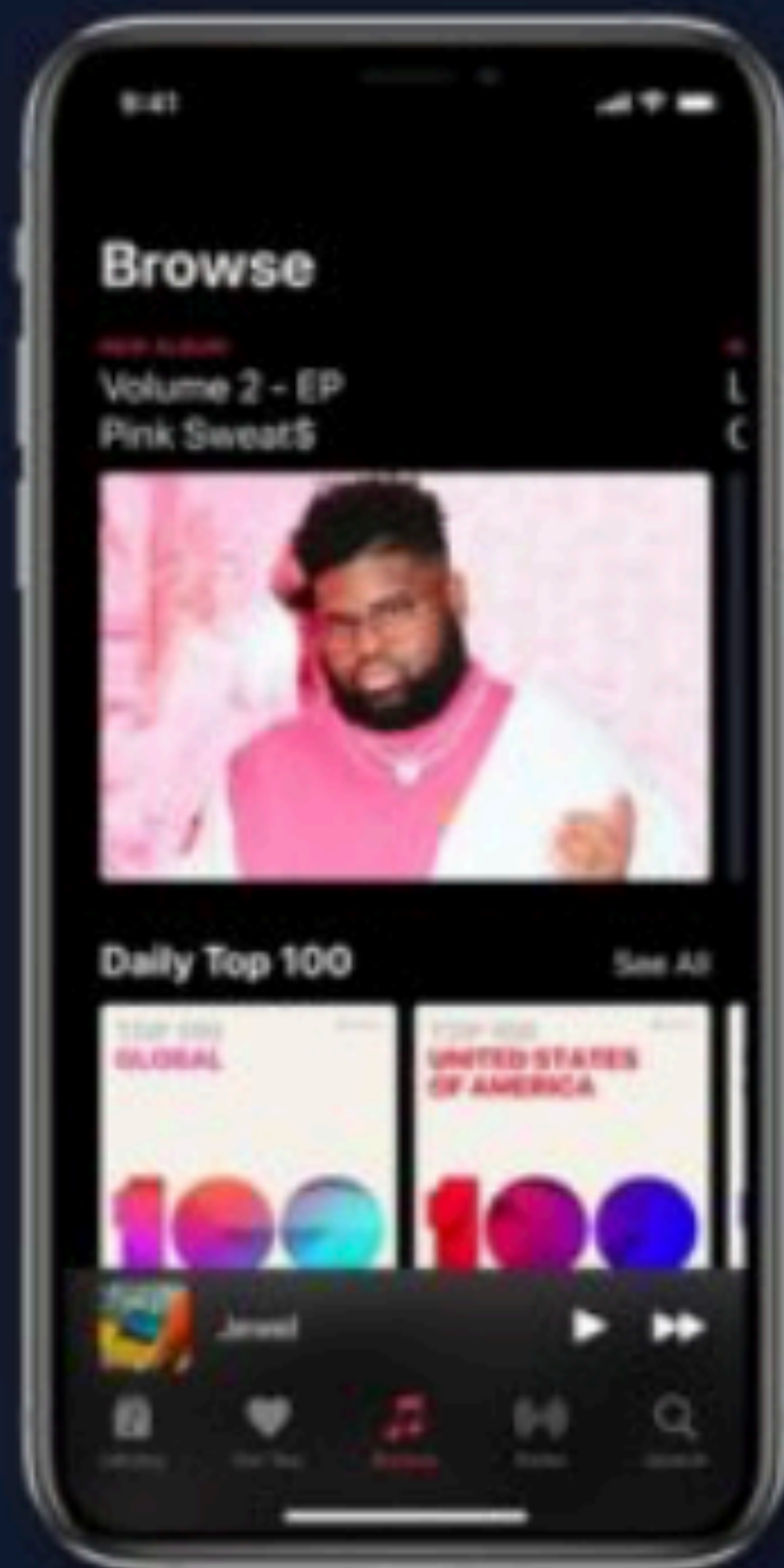
2X APP LAUNCH



ios

DARK MODE

DUAL AIRPOD





iPadOS

MULTI TASK

USB-C EXTERNAL

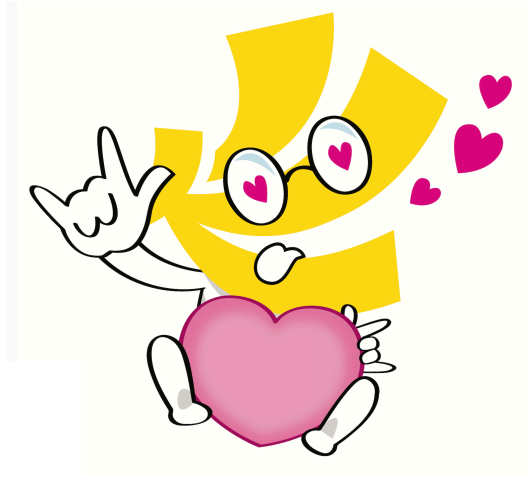
9ms PENCIL LATENCY (20 ms)

FIND MY





“Several new products that we can’t wait to show you.” Tim Cook



THANK YOU