



SCB<sup>x</sup>

# A Journey to becoming FinTech Company

Sutirapan Sakkawatra SCBX



... ..  
... ..  
... ..



... ..  
... ..  
... ..

# Our heritage

- First Thai Bank
- Largest Bank in Thailand by market capitalisation
- Recognised as one of the most progressive and innovative banks in ASEAN
- 5 consecutive years on Dow Jones Sustainability Indices (DJSI)

117 Years Ago



Today



# Our effort over the past years

Jun 2016

2017

2018

2019

2020

100-day session



Sales / Service separation



New EASY



Mae Manee



SCB ACADEMY



New call center



All Free campaign

SCB Julius Bär



SCB IOX



SCB Express



Business Investment center



center

## Tech

- Stable/scalable/reconfigurable infrastructure
- Cloud migration and open API

## Data

- Technical data lake
- COE with data engineers/ data scientists setup

## People

- Systematic way to manage resource/ talents
- Mindset of speed

## Process

- Standardized approach for digitization
- Customer experience capabilities

## Coverage

- Leading edge digital platform
- New format pilots
- Beyond banking platform

# Our Transformation Journey 2016-Present

## New foundations and capabilities

- Digital platform
- Technology
- Data Lake
- Digitization
- Coverage
- People

## "Going Upside Down"

- Digital acquisition
- Data capabilities
- New growth (digital lending, wealth management)
- Bank as a Platform
- Lean the bank

## Driving sustainable future growth

- Secure profitable growth from current core: wealth and insurance + commercial banking
- Build new/ exponential digital future: digital bank, SCB IOX
- Explore adjacencies thru inorganic growth
- Transform organizational capability and culture

## Navigating the economic crisis

- Manage credit portfolio and strengthen our balance sheet
- Lean our cost structure



# KEY DRIVERS FOR FUTURE OF BANKING



## Economic

- Covid-19 impact (slow and uneven recovery with large output loss)
- Persistent low interest rate environment
- VUCA world with rising geopolitical and climate risk



## Technology

- Massive applications of digital techs in banking ecosystem
- Emergence of new competitors i.e. BigTech, FinTech & non-banks
- Platform-related network externalities



## Consumer Behavior

- Greater preference for digital & mobile channels
- More time on digital ecosystem platforms
- Customer experience directly translate to brand loyalty

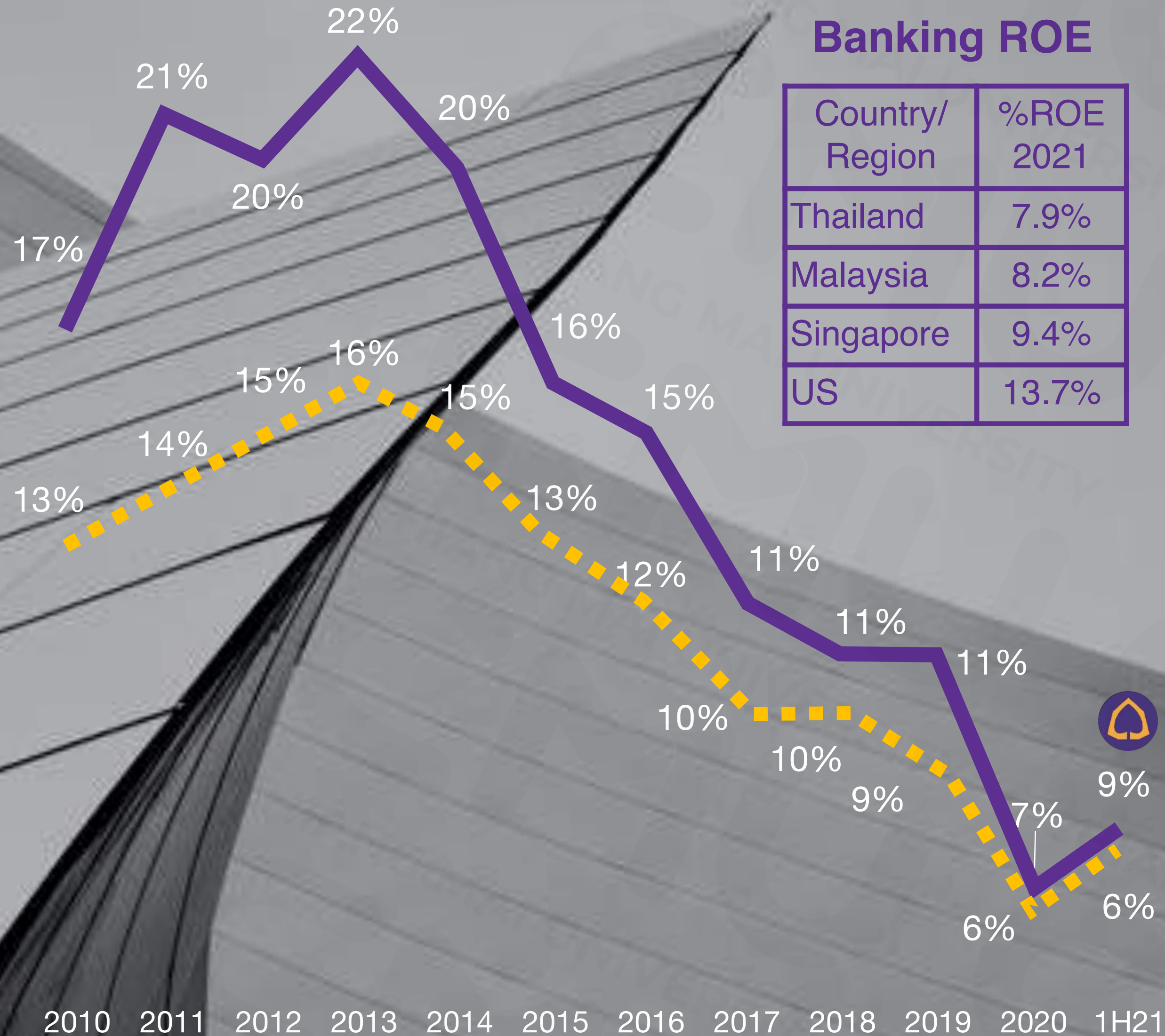


## Regulations

- Regulatory reliefs to address COVID impact
- Trends of increased prudential requirements
- Rising compliance costs
- Roles of CBDC

- *Lower NIM profit prospects from low interest rate and subdued growth*
- *Higher cost from debt restructuring, NPL management and regulatory costs*
- *Greater competition from nonbanks, big-tech and new digital entrants*

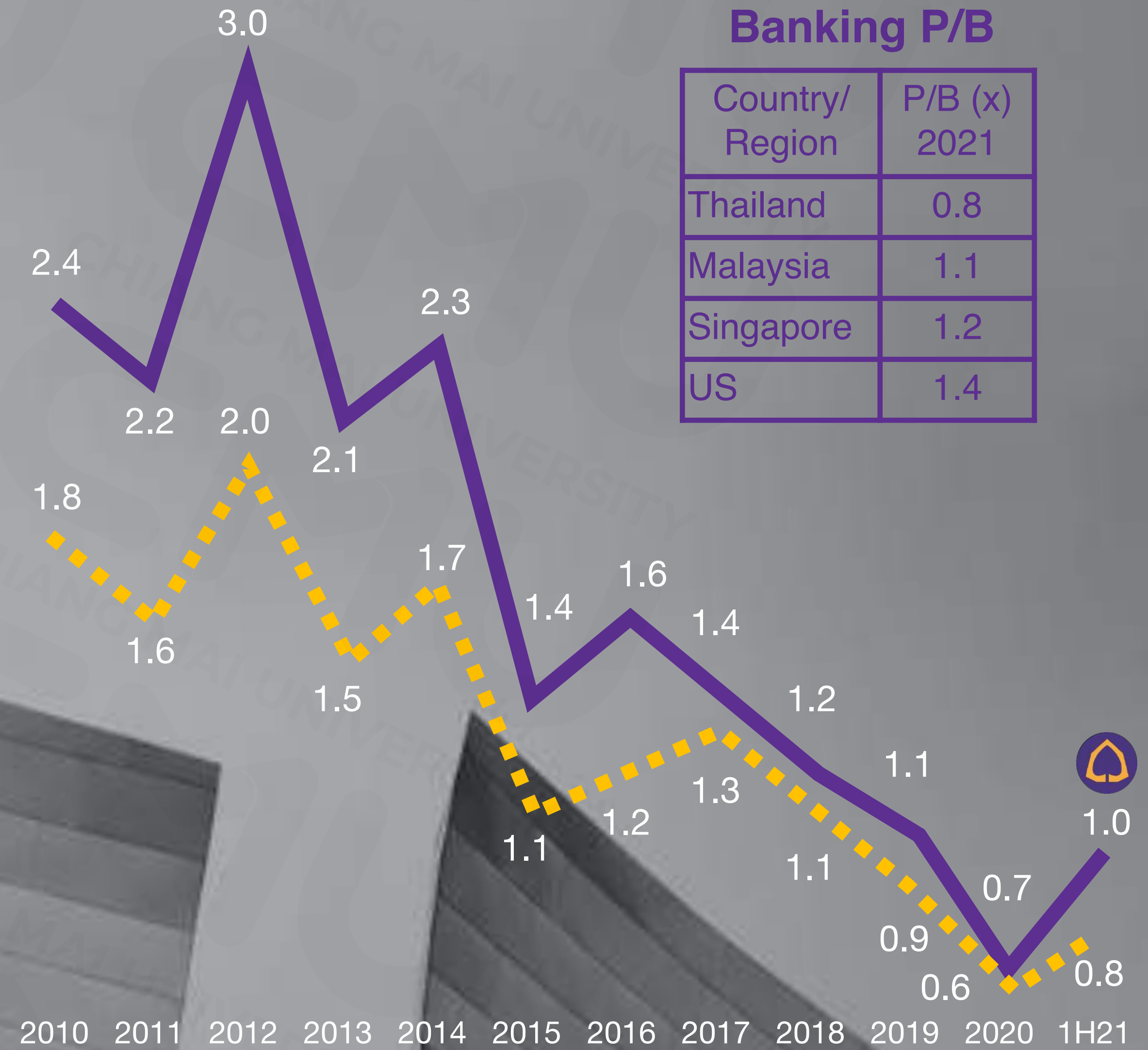
## ROE (%)



### Banking ROE

Country/Region	%ROE 2021
Thailand	7.9%
Malaysia	8.2%
Singapore	9.4%
US	13.7%

## PRICE/BOOK RATIO



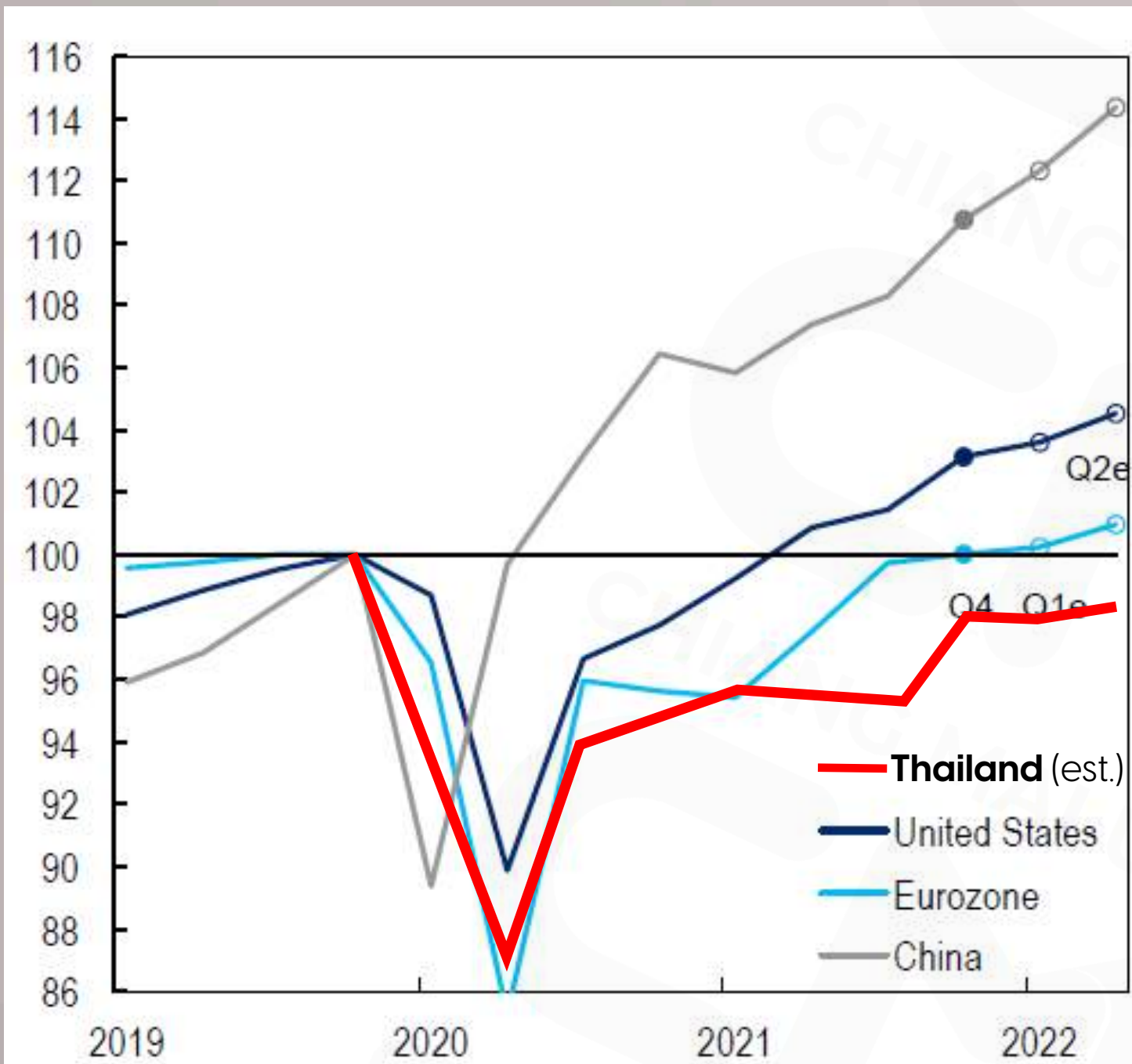
### Banking P/B

Country/Region	P/B (x) 2021
Thailand	0.8
Malaysia	1.1
Singapore	1.2
US	1.4

# The World Will Become Uncertain, Divergent & Digital

## Selected economies real GDP

Unit: Index (Q4/2019=100)



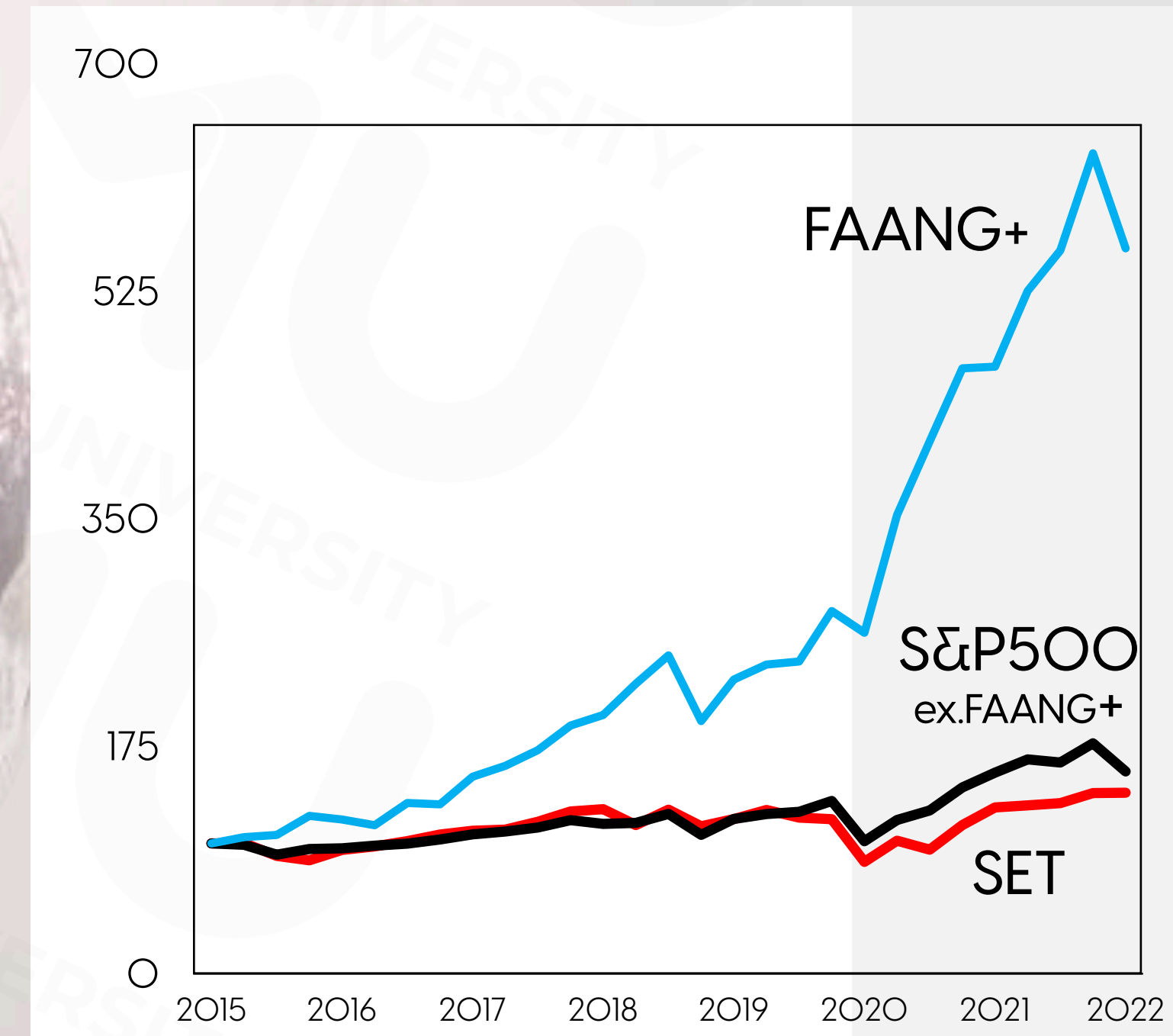
Source: Citi Research, Haver



## Stock market capitalization

Unit: Index (Q1/2015=100)

COVID



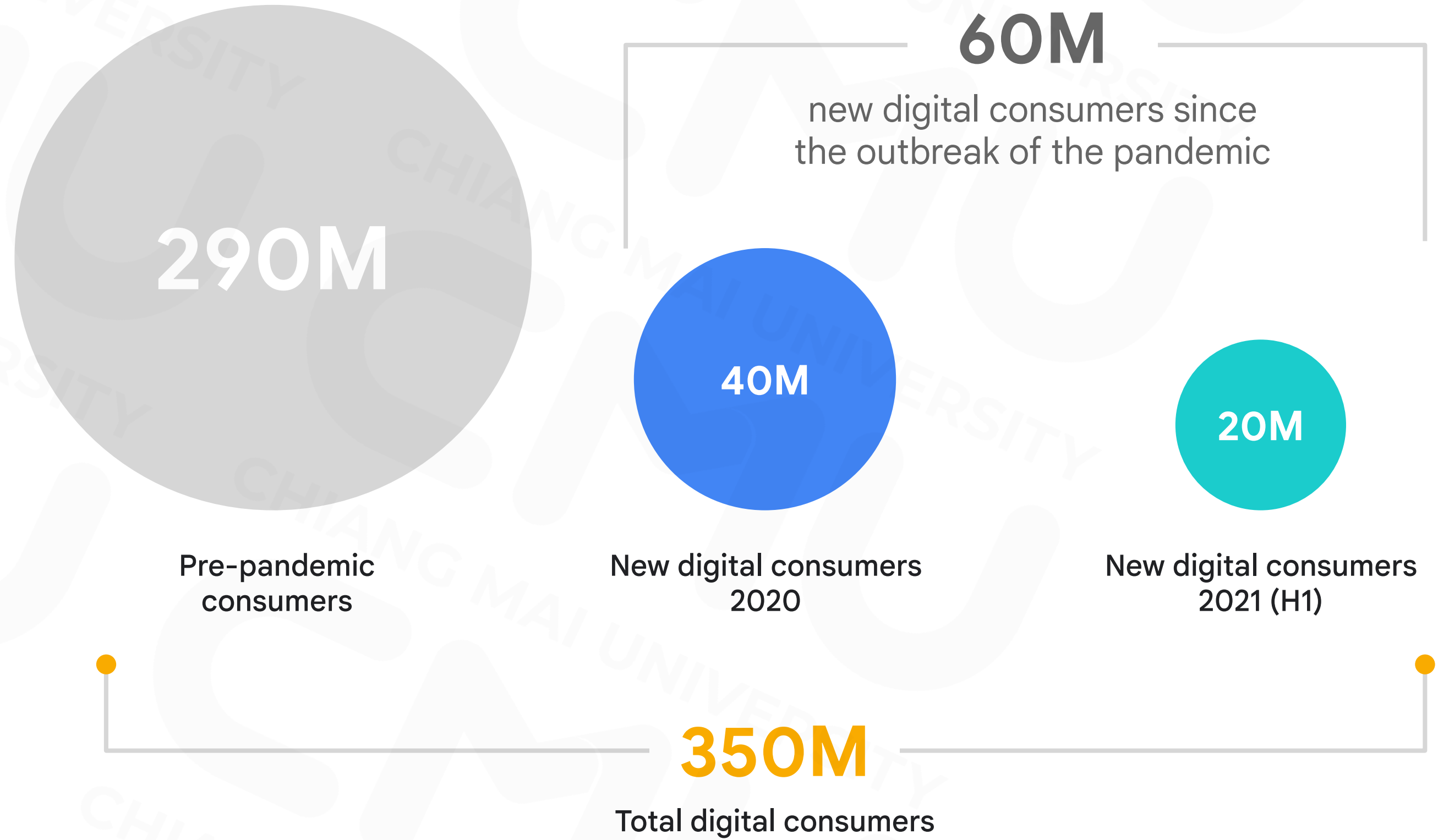
Note: FAANG+ includes Meta, Apple, Amazon, Netflix, Alphabet, Microsoft, NVIDIA, and Tesla / data as of 16Mar22  
Source: Bloomberg, CEIC, Morningstar



More than a year into the pandemic and new consumers are still joining the internet economy rapidly

20M new users were added in H1 2021 alone

Breakdown of digital consumers



Source: Statista; Google-commissioned Kantar SEA e-Conomy Research 2021.

Note: 'Pre-pandemic consumers' are defined as digital consumers who have used a digital service before March 2020. 'New digital consumers 2020' started using any digital service from Mar to Dec 2020. 'New digital consumers 2021' started using any digital service in 2021.

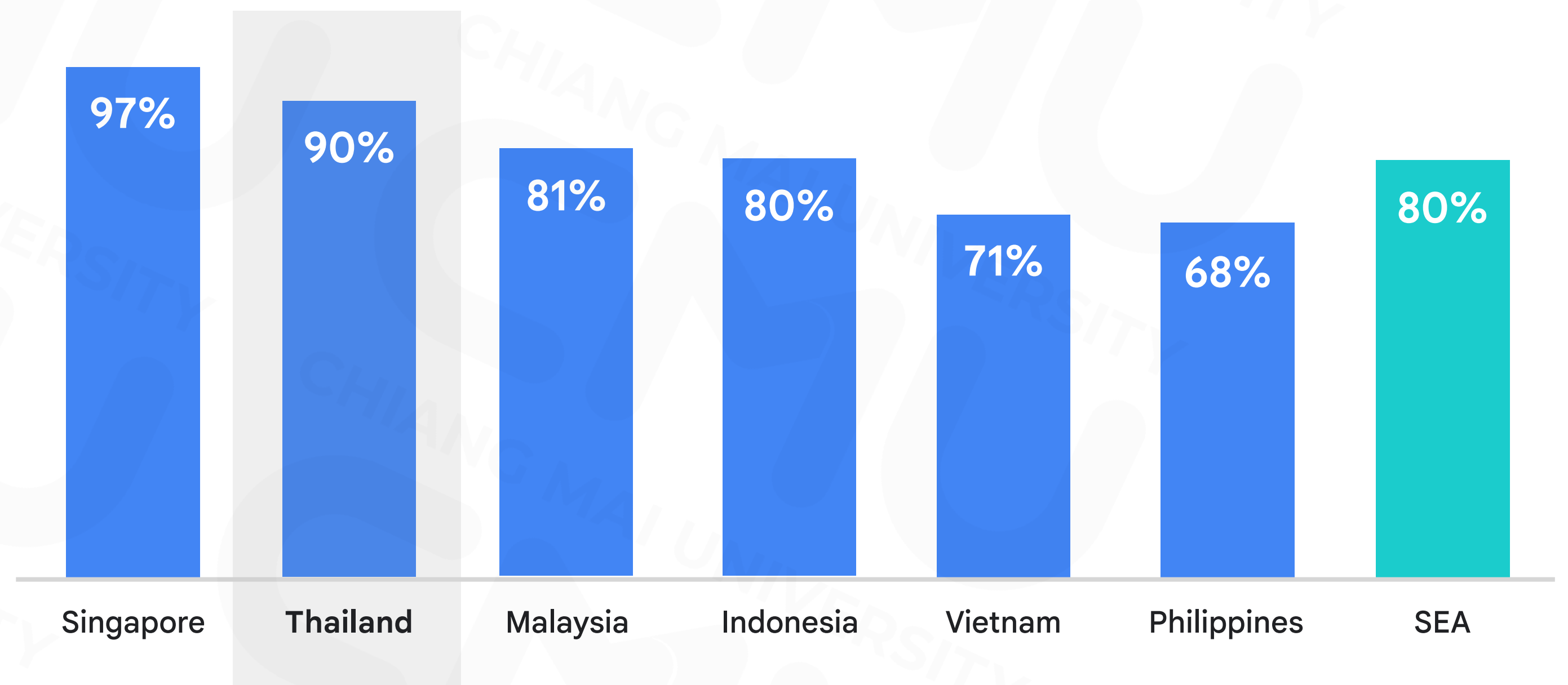
# Amongst Thai internet users, 9 out of 10 are digital consumers



# 350M

SEA digital consumers who made at least one purchase online

% of internet users who have made at least one purchase online



Source: Google-commissioned Kantar SEA e-Conomy Research 2021.

S4. Which of the following online activities have you done before and when did you first start doing them?

Base: SEA internet users n=17,839. Population source from Statista.

Note: A "digital consumer" is defined as any internet user who has paid for an online service in any vertical before or after the pandemic.

# Bank to be transformed 'Tech' company focusing on financial services to stay at the forefront with customers for sustainable growth.

## BANK

### Channel

- Branch
- Direct Sales
- Tele Sales
- Mobile

- Payment
- Lending
- Wealth

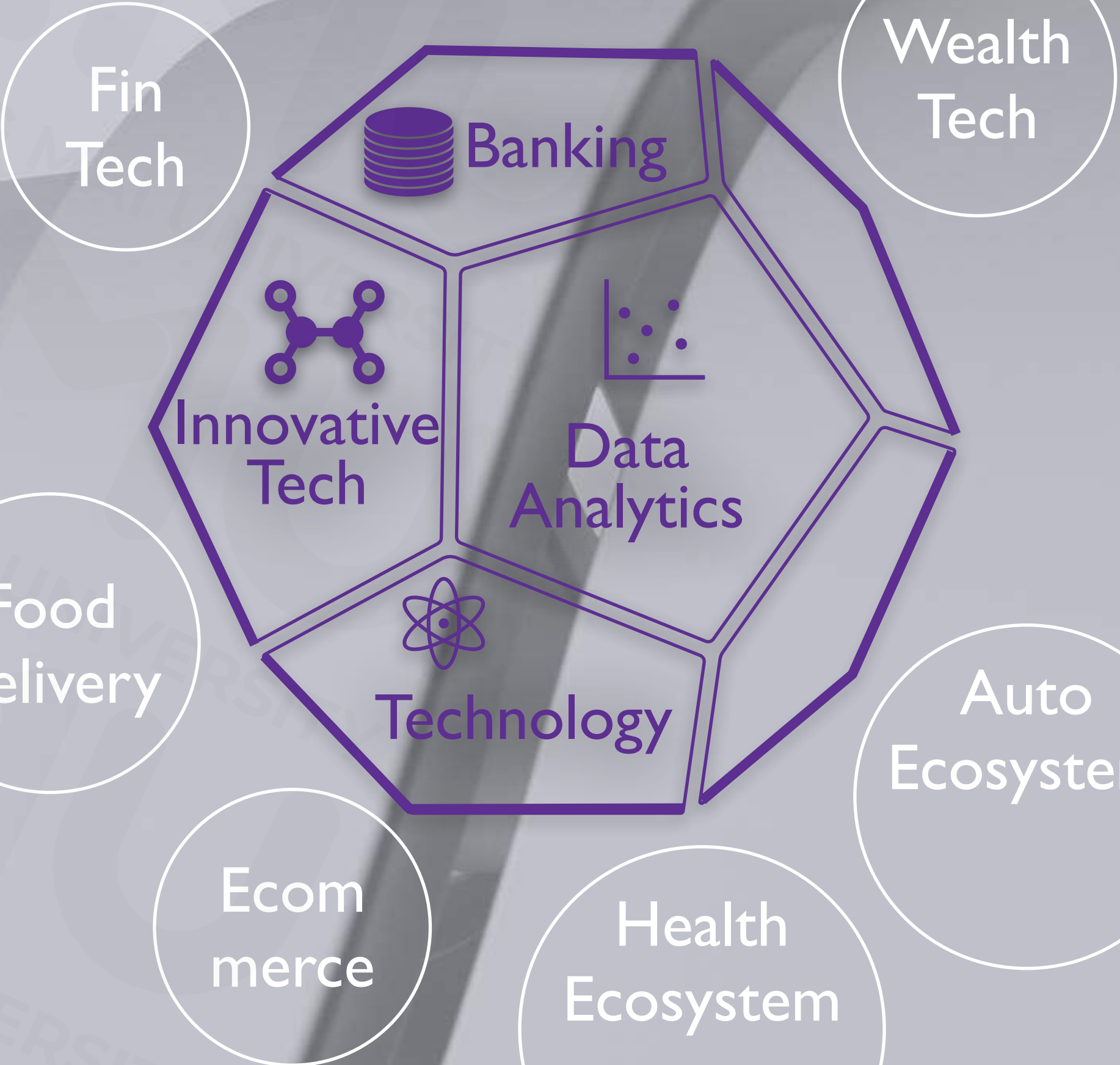
### Support

- Technology
- Data
- Operation

## VERSUS

- COMPETITIVENESS
- CUSTOMER ENGAGEMENT
- BUSINESS AGILITY
- INNOVATION
- COST EFFECTIVENESS

## TECH COMPANY



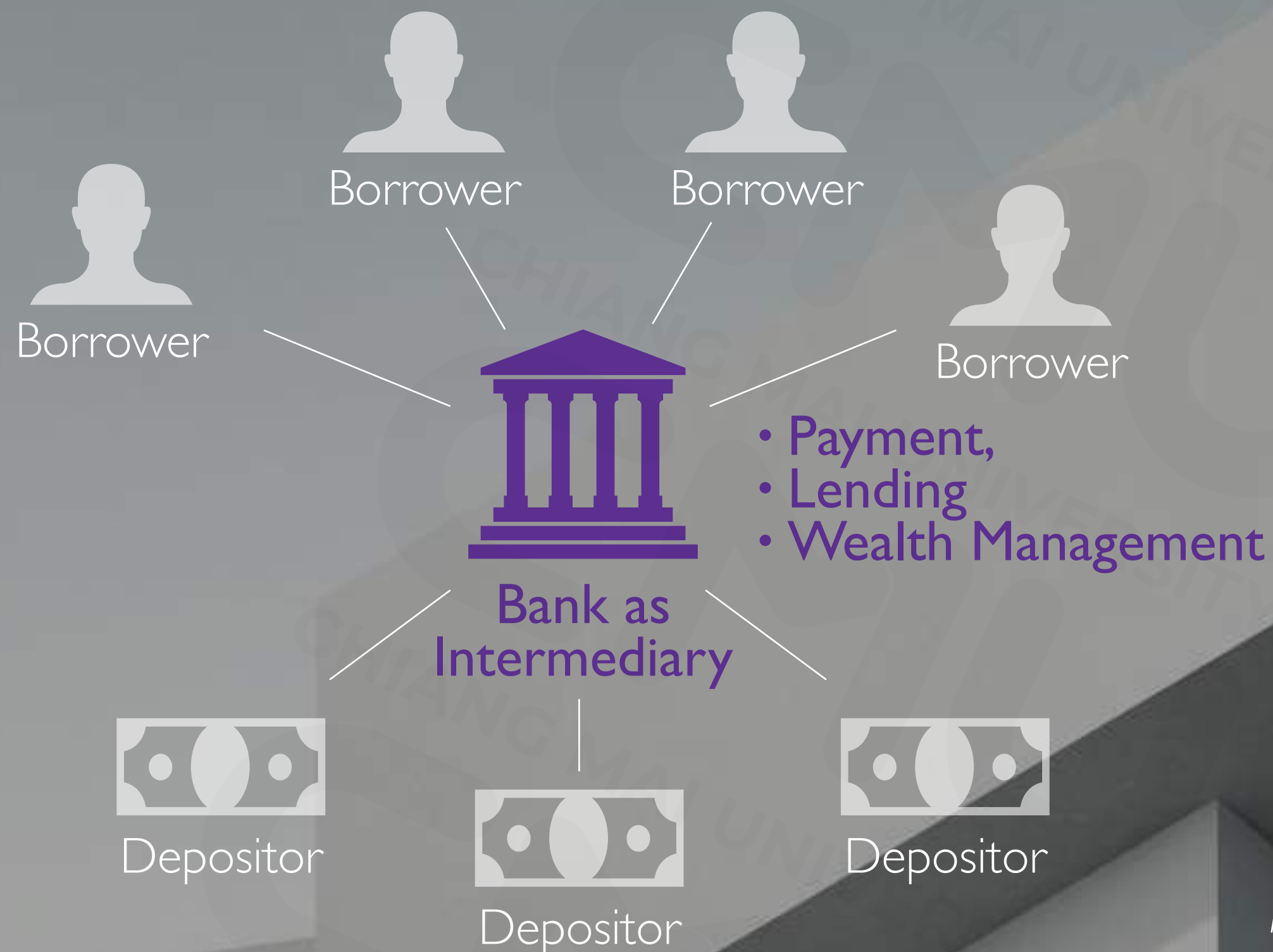


# Role of bank as intermediaries is diminishing as we move into technology connectivity penetration.

## TODAY

### Traditional Business Environment

Bank plays important roles for the economy as an intermediary with strong connectivity and trust.



## FUTURE

Technology brings connectivity across stakeholders through platforms, with ability to expand internationally.



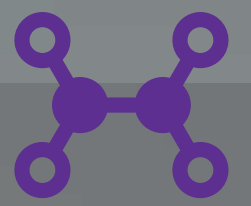
### Banking Business Today

- Highly commoditized
- Stable growth with low risk & low ROE



### New Blue Ocean

- Use tech to develop business & create advantages
- New segments with partnership
- Regional expansion opportunities



### Digital Platform & Tech Services

- New platform business model
- Use tech as core businesses
- Compete for customer scale & engagement

# WHAT DO WE AIM TO ACHIEVE?

## DESIRED BUSINESS TARGETS WITH INNOVATIONS & SPEED

Respond better and faster to customer requirements.

Increase efficiency and effectiveness by breaking down silos and bureaucracy.

Increase engagement to be able to attract and retain talents.

- Focus on delivering core profit
- Continue improvement, but with less expectation to compromise for innovation

**THE BETTER BANK  
AGILE AT SCALE**

**EXPONENTIAL GROWTH  
EXPERIMENTATION AT THE EDGE**

- Innovation at full scale
- Faster speed
- Different KPIs

# New group holding structure

From the current bank-parent structure...



- Limited ability to rapidly respond to changing business landscape such as financial technology, platform-based business model
- Bank to hold high amounts of statutory capital against subsidiary activities
- Low transparency especially on subsidiaries activities



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# New group holding structure

From the current bank-parent structure...



...to a financial technology group.



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- Bank to hold high amounts of statutory capital against subsidiary activities
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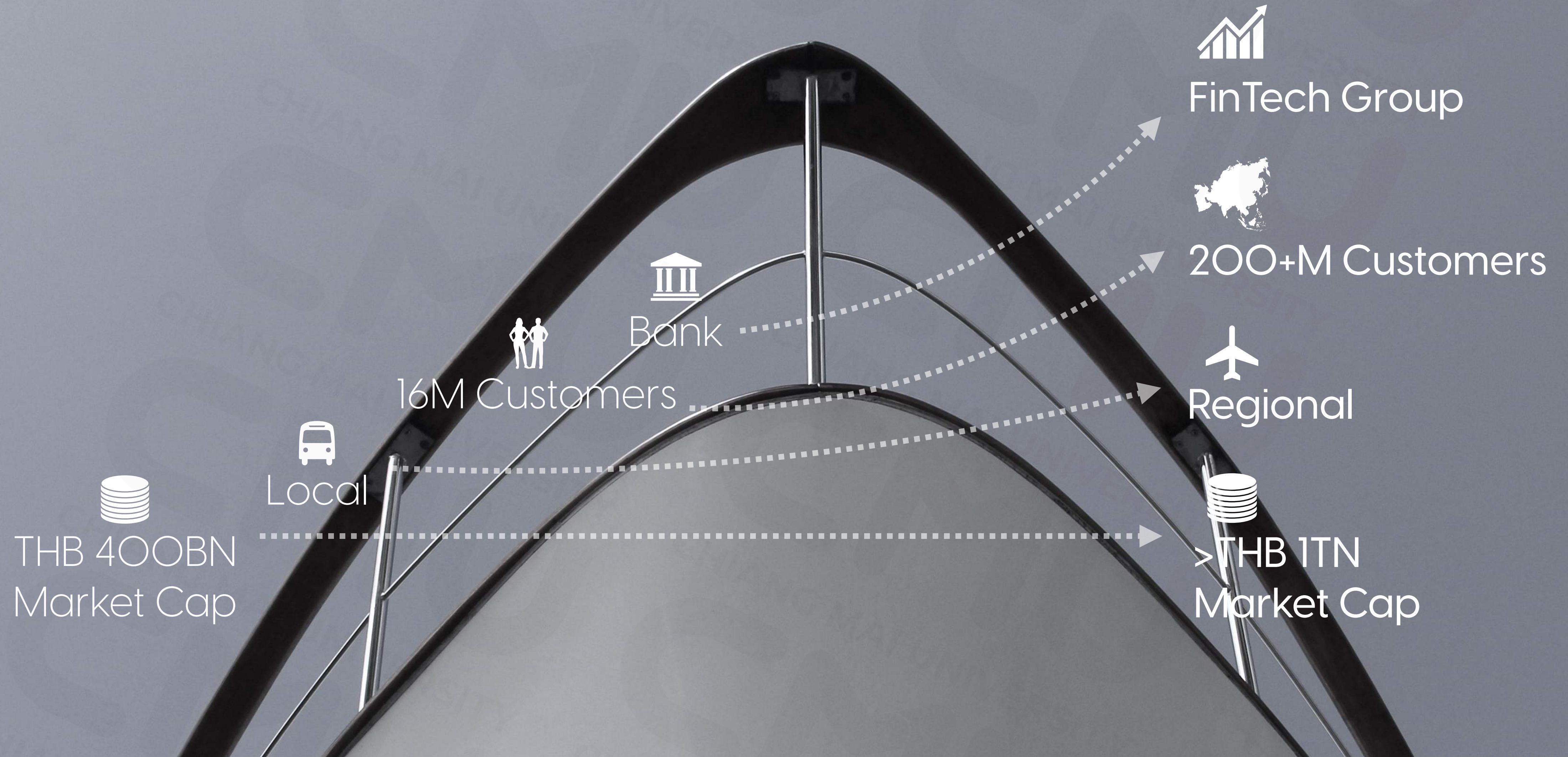
- Enable flexibility and independence on strategic direction and execution for each portfolio company
- Effectively ring-fence the bank from risks associated with new investment impacts
- More agility for new business expansion and talent management

New Mothership.



# Our Vision

## To become The Most Admired Regional Financial Technology Group





**Our Vision**

**The Most Admired  
Regional Financial  
Technology Group**

# Our Mission

To make finance simple, accessible and affordable for all through the power of technology and innovation

## Our Ambition

### BEYOND BANKING

A tech ecosystem, digital assets infrastructure and green tech as focus for growth

### BEYOND THAILAND

200M+ customers in ASEAN and beyond

Through both organic growth and M&A

### VALUE-DRIVEN

Growth focused company with a THB 1 tn valuation

A night view of Earth from space, showing city lights and the sun's glow on the horizon.

**Our investment purposes under  
three key global trends**

# 3 Key Global Pain Points

## Income Inequality

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K-Shape is getting wider.

## Disruptive Technologies

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Rapid technology evolution is disrupting the financial markets.

## Environmental Concerns

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New technologies, new business opportunities to tackle environmental issues.

A black and white photograph of two hands shaking, symbolizing agreement or partnership. The hands are positioned in the center of the frame, with fingers interlaced. The background is a light, neutral color. The image is overlaid with a dark, semi-transparent geometric shape (a large 'X' or diamond) that frames the central text.

**Trend 1 Financial Inclusion:  
Unlocking the opportunity  
of the underserved segments**



# We are ready to unlock the new opportunities



**55%**

of Thailand households **lack access to loans**

**84%**

**Have smartphones,** making digital lending the best way to engage them

**THB 1.5tn<sup>1</sup>**

**Revenue pool for digital lending** in Thailand (and at least 5x potential in ASEAN)

<sup>1</sup> SCBX estimates based on Euromonitor data

# We are set up to win with several digital lenders, each with a distinct focus and new efficiency for mass markets

## Secured

## Unsecured

Luxury vehicles  
hire purchase

ALPHA X

Ultra High Net Worth

Middle & Affluent

Mortgages, auto  
hire purchase &  
secured loans



Upper Mass



Digital loans

Mass



Personal loans &  
credit card

Auto title loan



Lower Mass



Nano revolving loans  
with AI/ML superpower



Fully-automated micro  
digital lender with  
in-house tech

# Building competitive edge through technology

From customer acquisition...



Our digital lenders offer a convenient e2e digital journey

Keeping customer acquisition cost down

... to credit risk control



Our proprietary technology includes AI-based credit scoring & collection models

Controlling credit costs, while serving the underserved

A stack of gold coins is shown in a close-up, slightly angled view. The coins are stacked on top of each other, with the top coin being the most prominent. The background is a light, textured surface with a faint watermark that reads 'UNIVERSITY'. The overall tone is warm and metallic.

**Trend 2 Digital Asset Economy:  
With the potential to replace  
the traditional financial markets**

# FUTURE OF FINANCE WITH BLOCKCHAIN TECHNOLOGY AND DIGITAL ASSETS BUSINESS

DISRUPTION

EVOLUTION

Initial phase

## Capital Markets

- Blockchain enabled efficiency with asset tokenization & smart contract processing
- Examples: Investment tokens, asset-backed tokens

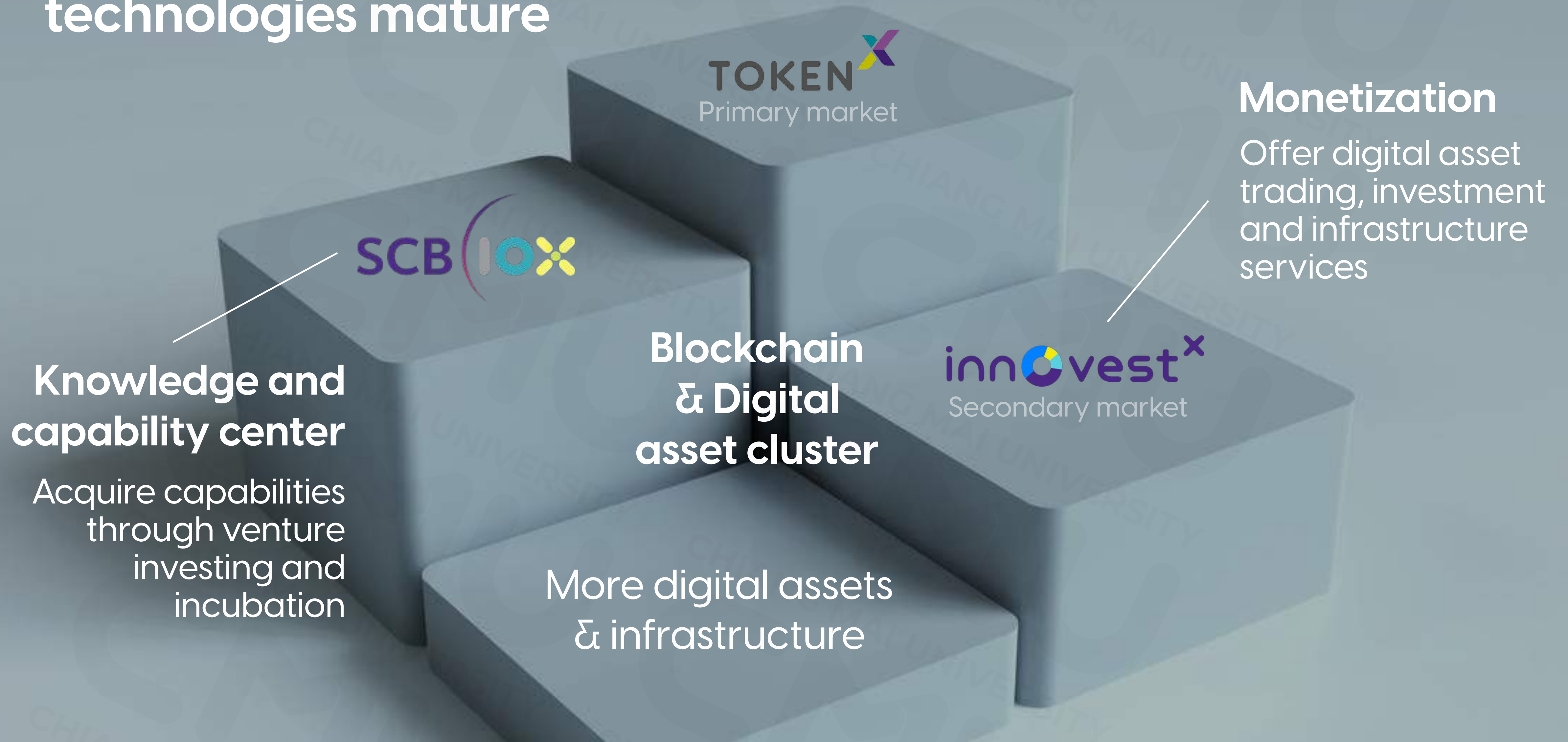
## Banking Services

- Future of banking services with blockchain backbone
- Examples: CBDC, stablecoins, cryptocurrencies, smart contracts for supply chain finance

## Web 3.0 with blockchain enabler

- Web3.0 converging business and financial layer, allowing users to directly interact and exchange value virtually like in the physical world
- Web3.0 token accelerates user adoption while capturing ecosystem value for token holders

We have a structure to capture growth in digital assets as technologies mature



**TOKEN**  
Primary market

**SCB IOX**

**Blockchain  
& Digital  
asset cluster**

**innovest<sup>x</sup>**  
Secondary market

More digital assets  
& infrastructure

### Monetization

Offer digital asset trading, investment and infrastructure services

### Knowledge and capability center

Acquire capabilities through venture investing and incubation



**Trend 3 Green Tech:  
Will transform a generational  
challenge into a business  
opportunity worth USD 50bn<sup>1</sup>  
by 2027**

<sup>1</sup> "The Next Digital: Unlocking US\$ 50 Billion Green Tech Opportunity", BCG Report

# Net Zero is just the start

## WHERE WE ARE TODAY

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### Most ambitious Net Zero commitment in Thailand

- Net Zero in our own operations by 2030
- Net Zero in lending & investment by 2050

SCB<sup>x</sup>

## OUR PATH FORWARD

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Capturing business opportunities in climate tech<sup>1</sup>

<sup>1</sup> For example, carbon measurement, tracking, and reporting carbon exchange platform, green mobility



# SCB<sup>x</sup> We are an investment holding company with portfolio companies in 5 strategic themes

Gen 1

Gen 2

Gen 3

## Better Bank

Digitized, better quality loan book, higher fee contribution & leaner cost



## Digital Lending

Make finance simple, accessible, and affordable



## Digital Ecosystem

Become a part of consumers' daily lives for better digital engagement with customers



## Digital Assets & Future Technology

Future-proof our business with evolving technologies



## Climate Tech

Net Zero by 2050

Build new growth engine by providing climate tech solutions along with financing as well as new EV subscription platform

# Our strategy will unfold in 3 phases

## PHASE 1:

**Build core tech  
& data capabilities**  
*(1-2 years)*

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- Build core tech capabilities and growth accelerators
- Transform culture and attract top talent

## PHASE 2:

**Deliver growth with  
scale and synergy**  
*(2-3 years)*

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- Ensure steady earnings growth from digital lending businesses...
- ...and optimizing and leaning the bank
- Expand regional footprints

## PHASE 3:

**Monetization and  
exponential growth**  
*(3-5 years)*

---

- Deliver positive EBITDA for Gen 3 businesses
- Realize value through IPOs and equity transactions
- Achieve regional scale

# We've built 3 Centers of Excellence and 2 growth accelerators

3

Group  
Centers of  
Excellence



Data & AI



Cloud



Cyber

2

Growth  
accelerators



Tech solution  
provider  
for SCBX companies



Central Data  
and AI Hub for  
SCBX group

## Data & AI CoE

Drive the responsible use of Data and AI across the group

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## Cloud CoE

Enable the group to run efficiently on the cloud while driving cost down

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## Cybersecurity CoE

Holistically protect the group and its subsidiaries from cyber attacks





**Consolidate group-wide data and data science talent and provide ready-to-use analytics and AI solutions across all areas**

DataX has ingested >90% of group customer data and is building a robust customer 360 with 16 data domains and 800 data points per customer



**Preferred tech partner for SCBX portfolio companies with a line up of tech assets and solutions to leverage**

TechX is currently handling about 40% of group-wide technology works

# SCBX's Journey To Become the Tech Company



# SCB<sup>x</sup>

## Role of the Mothership is to maximise synergies

### Business Development

- Dedicated teams to seek new business opportunities for growth
- Build platforms, create network effect, and expand regionally

### Capital Management

- Utilise full spectrum of domestic and international capital markets
- Employ financial engineering to create value for portfolio companies

### Data Synergy

- Pool big data across the group to achieve value-added services

### Optimise Compliance

- Ensure overall group compliance and direction as well as manage conflict of interest
- Establish good governance for subsidiaries



# Platform Business





**Robinhood**

Thailand's Most Admired  
Lifestyle SuperApp





# เปิดเบื้องหลัง SCB ฉีกแนวธนาคาร เปิดตัว Robinhood ลงศึกฟู้ดเดลิ เวอร์รี่แบบ “ไม่เก็บค่า GP”

By Arty Siriluck - June 8, 2020

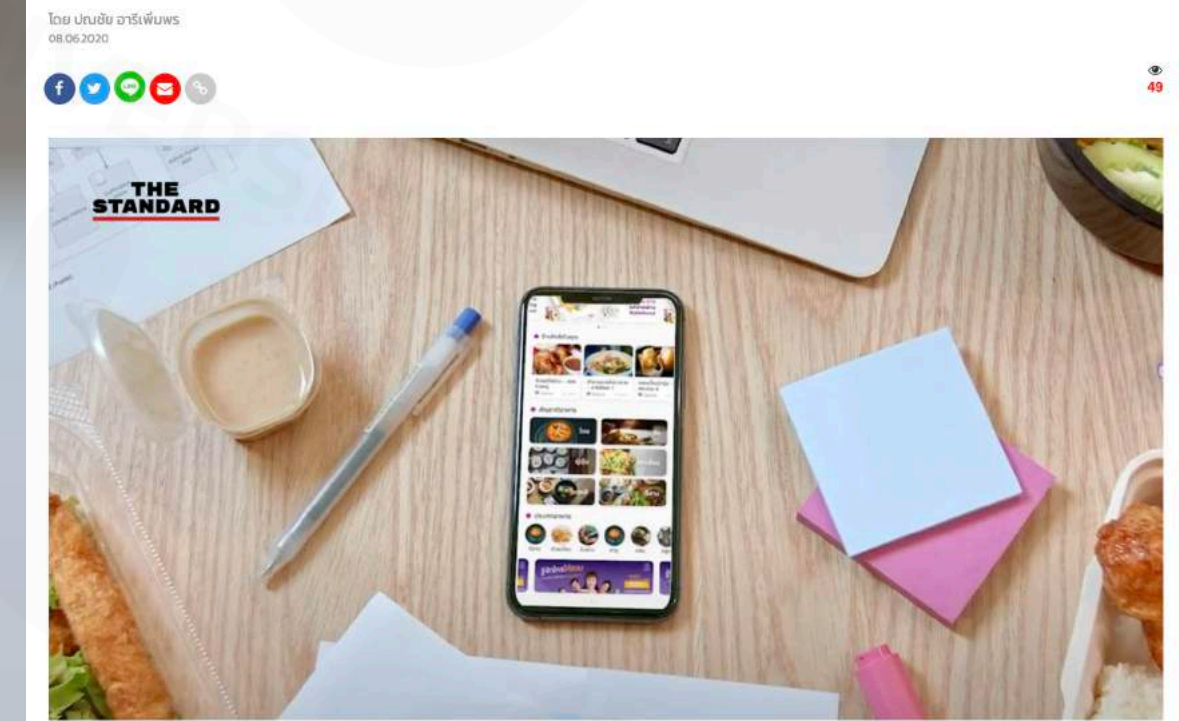
Share on Facebook Tweet on Twitter G+ Pin



SCB ผุด แพลตฟอร์ม ฟู้ดเดลิเวอร์รี่ ‘Robinhood’ ลดภาระผู้บริโภคมช่วยร้านค้า



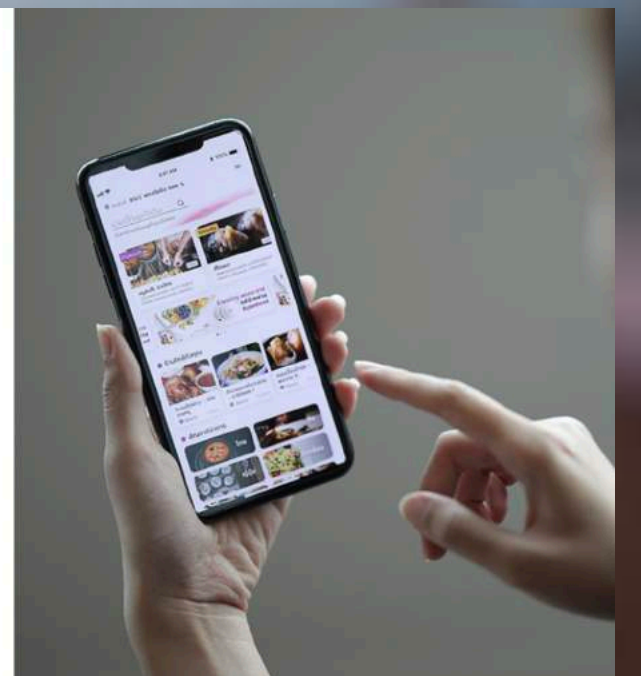
SCB สร้างเซอร์ไพรส์! เปิดตัว ‘Robinhood’ ลุยสังเวียนฟู้ดเดลิเวอร์รี่ ชูจุดเด่น ‘ไม่เก็บค่าธรรมเนียมร้านอาหาร’

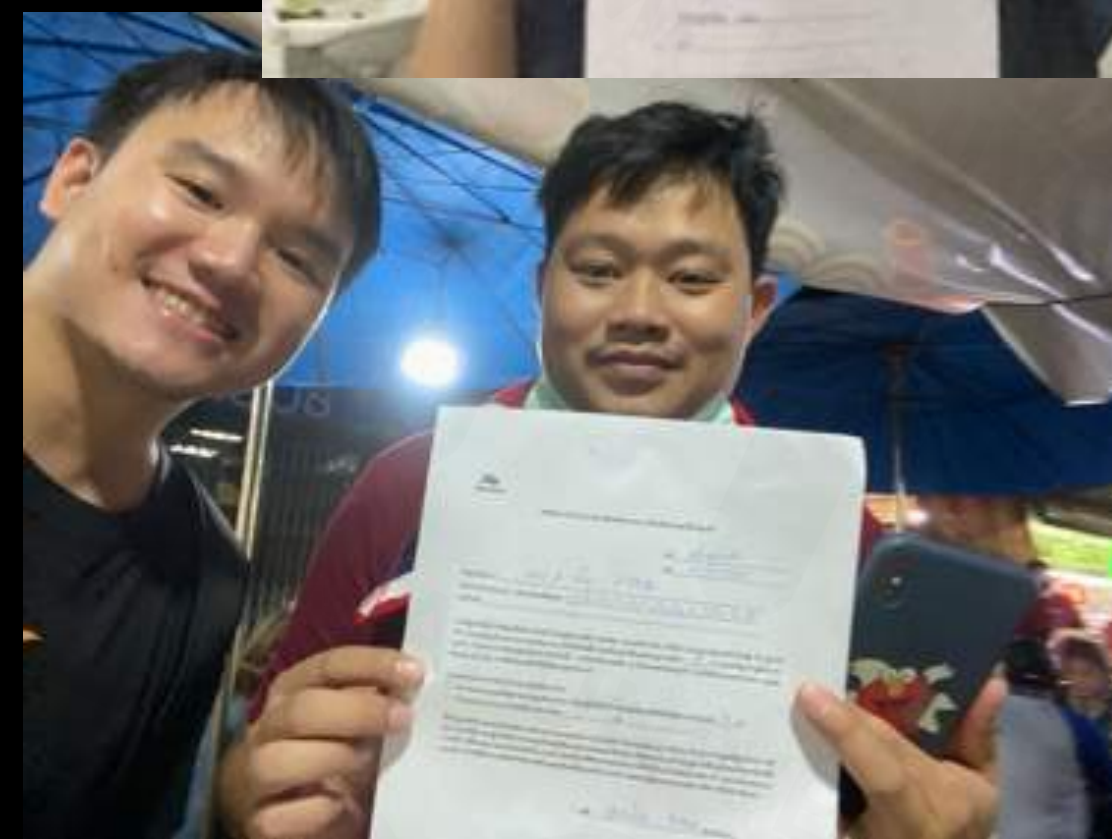
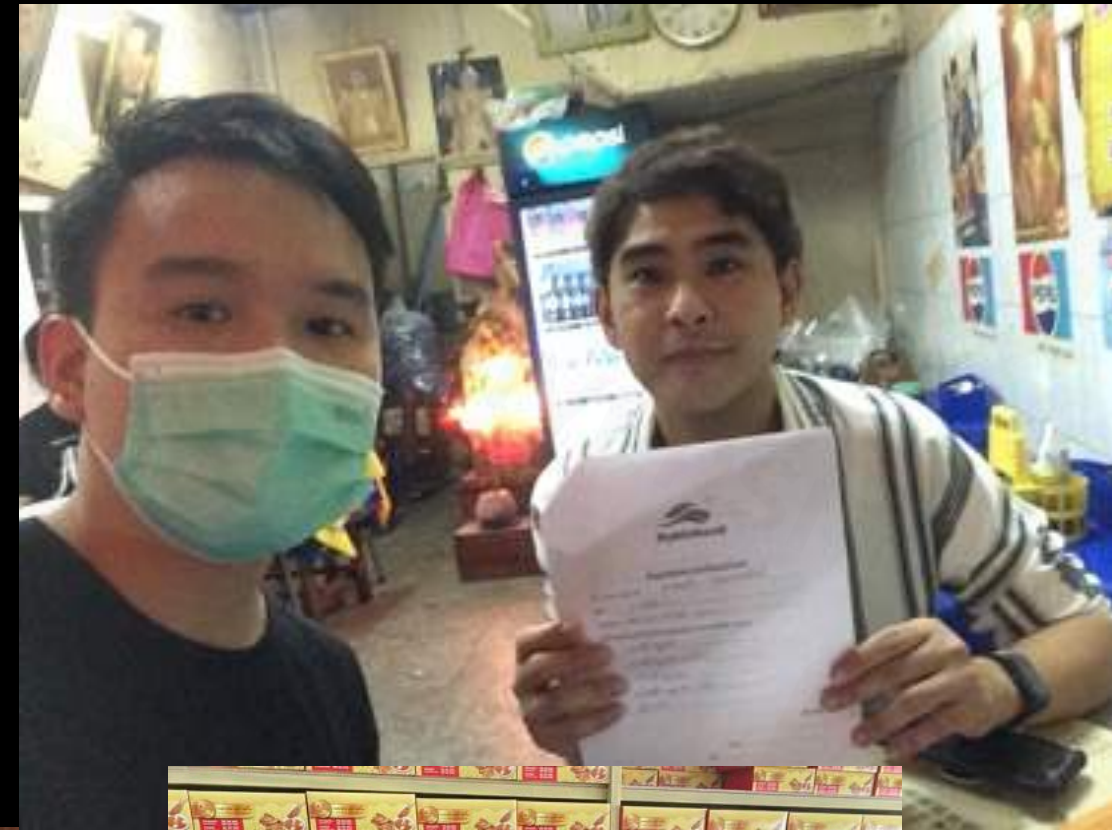


SCB ผุดไอเดียเปิดแอป “Robinhood” รุกคืบธุรกิจฟู้ดเดลิเวอร์รี่  
เผยแพร่: 8 มิ.ย. 2563 16:24 | ปรับปรุง: 8 มิ.ย. 2563 16:38 | โดย: ผู้จัดการออนไลน์



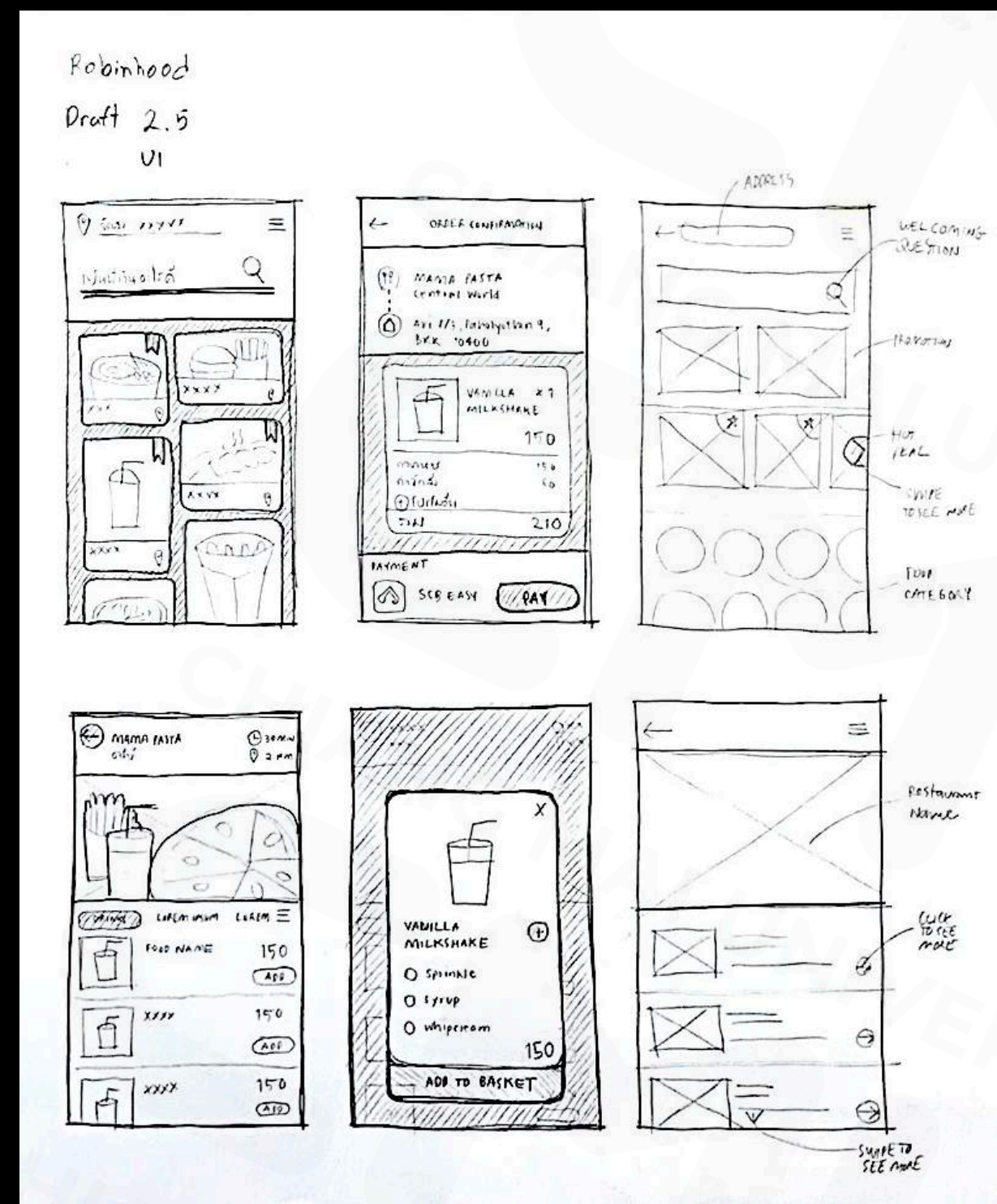
SCB เปิดตัวแพลตฟอร์มฟู้ดเดลิเวอร์รี่ ‘Robinhood’ ไม่เก็บค่าจิปี และไม่ชาร์จเพิ่ม



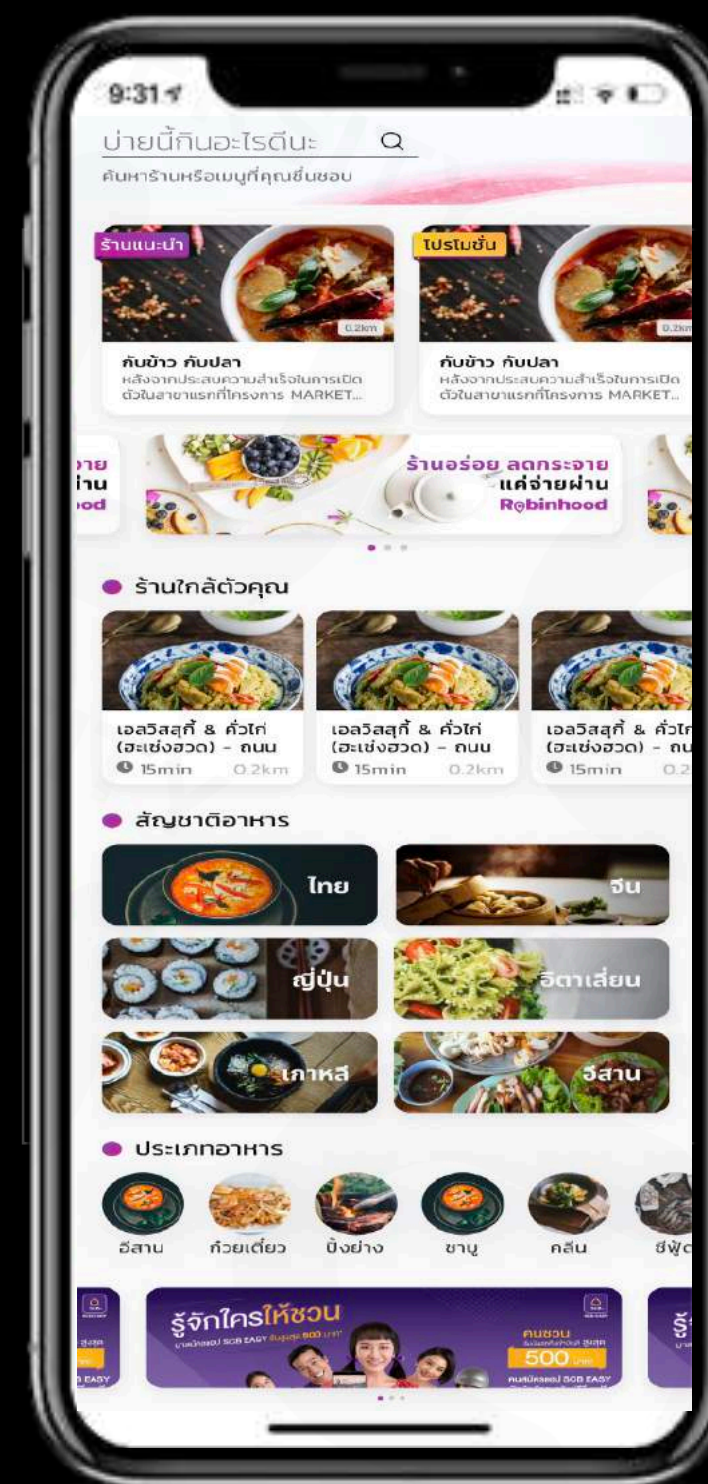




# 1st Prototype April 2020



# Developing July 2020



# Launch Version October 2020





# ...making Robinhood well-positioned to monetize by expanding our offerings

We scaled a high-quality customer base quickly with the support from SCBX

75% of our customers are mass & above

Affluent

11%

Upper Mass

15%

Mass

49%

Lower Mass

25%

...vs.

50%  
in overall population

# We aim to build Robinhood into Thailand's own Super App

## Urban lifestyle super app

**Eat**

- Food Delivery

**Lifestyle**

- Mart
- Express
- Ride Hailing

**Additional monetization**

- Ad Sales
- Insight Report
- POS System
- HoReCa Supplier


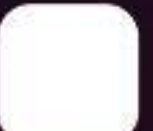


**Digital Financial**

- Payment
- Lending
- Insurance
- Utility Token

**Travel**

- Hotel
- Flight
- Car Rental
- Tour
- Travel Insurance

 existing  upcoming



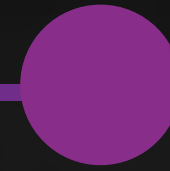
# Robinhood All-In-One Travel Service

Hotel



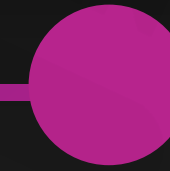
NOW

Tour & Activity



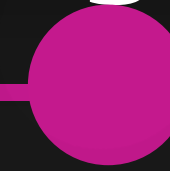
Q3

Car Rental

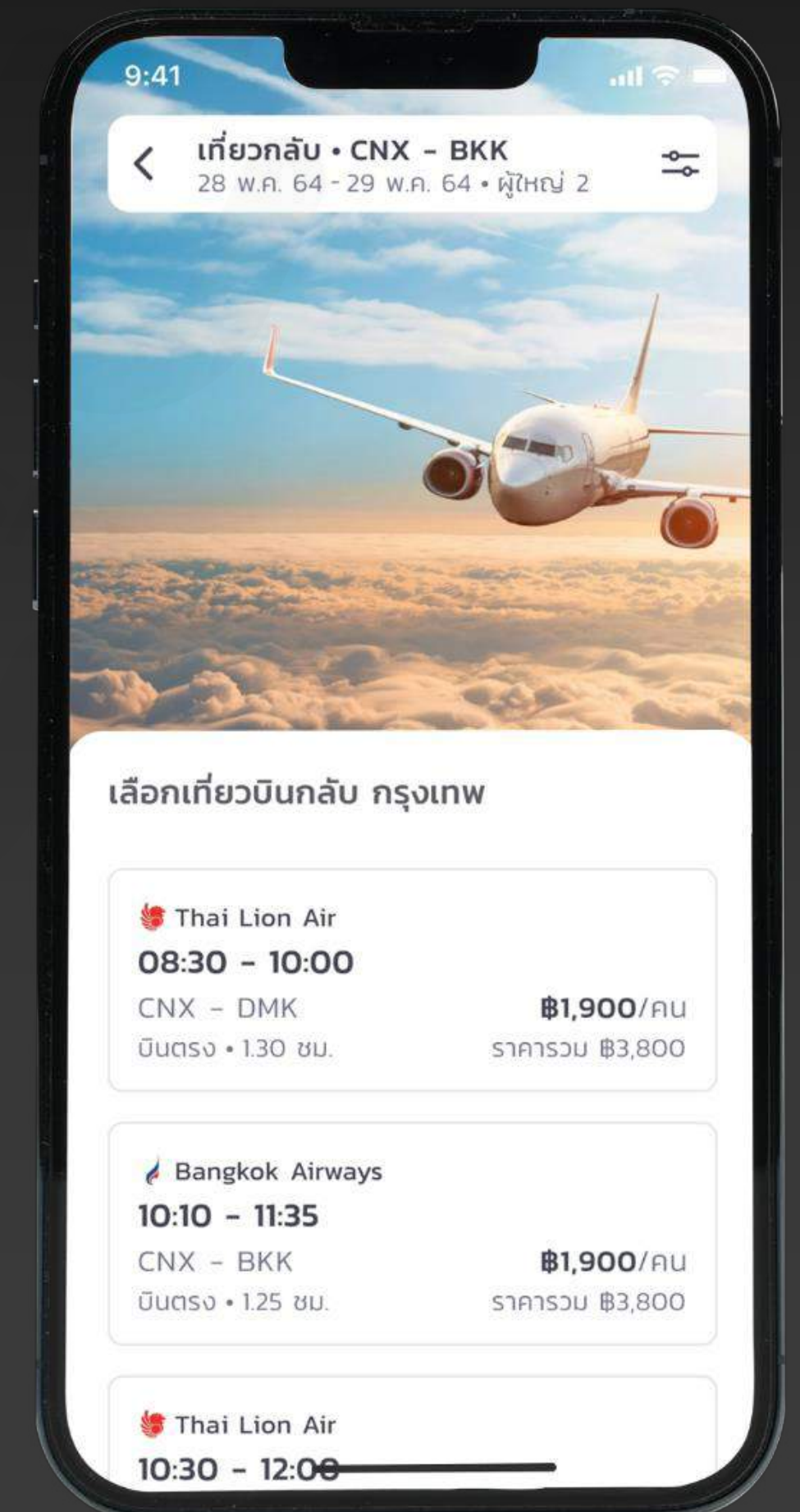
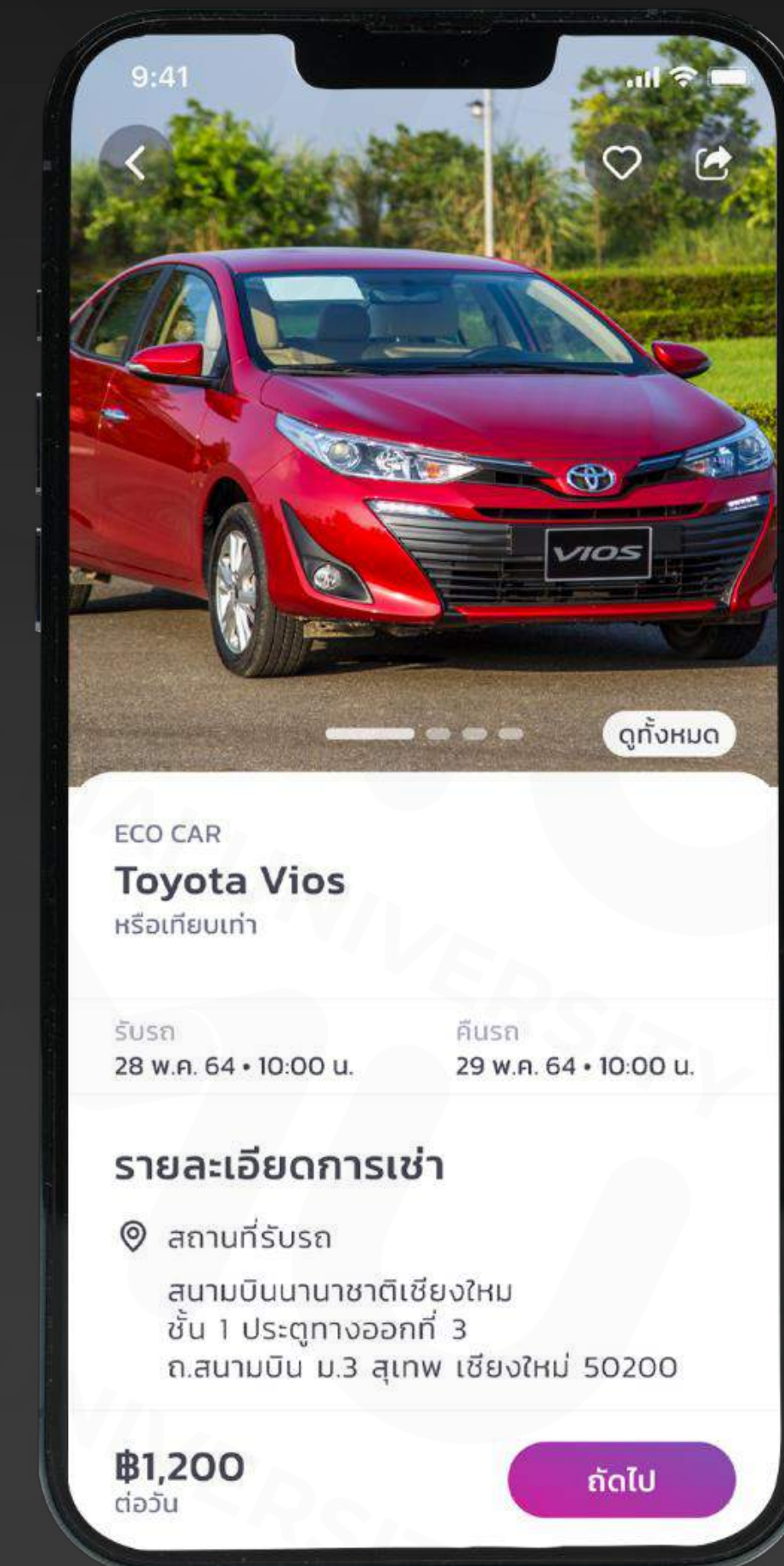
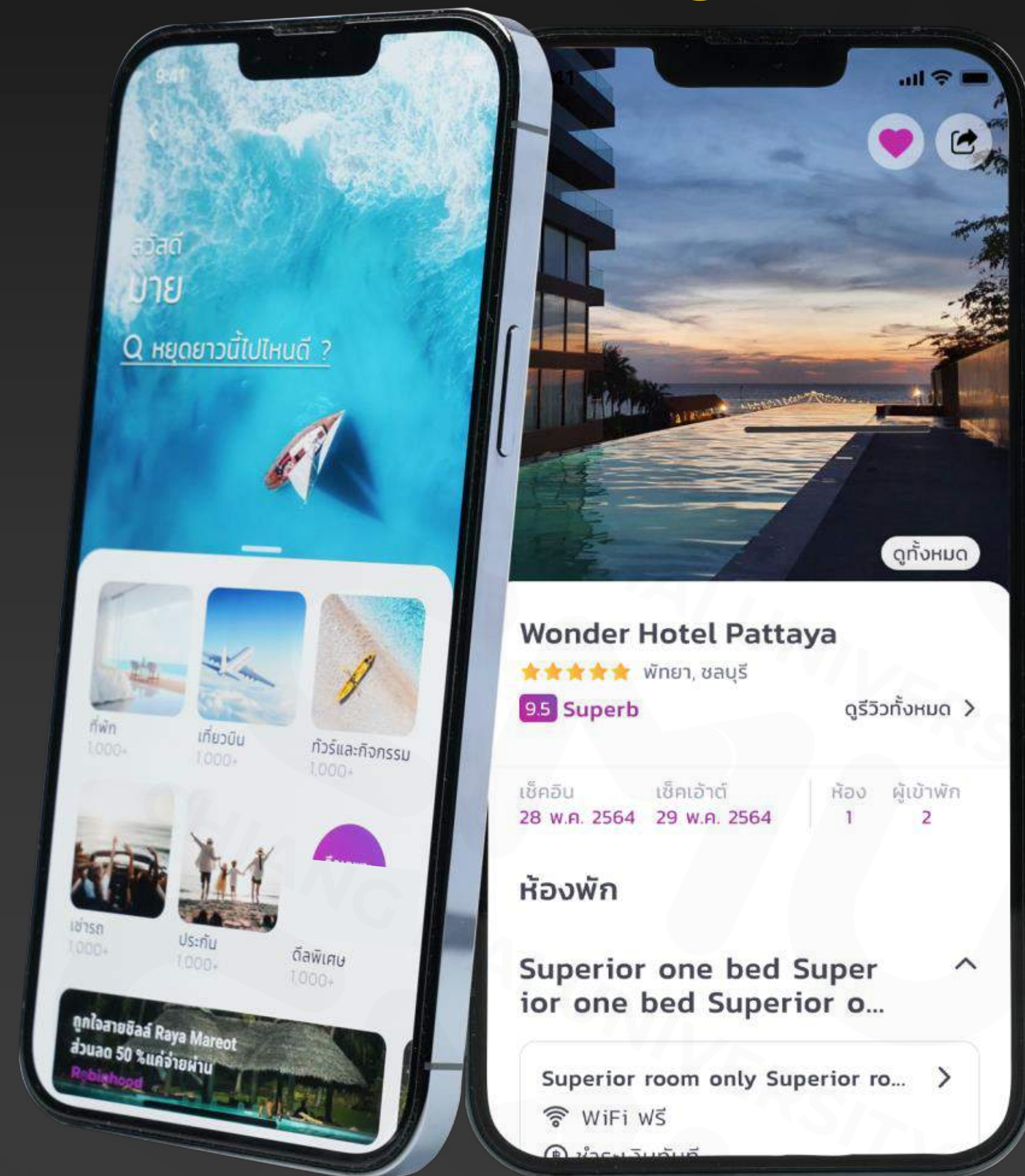


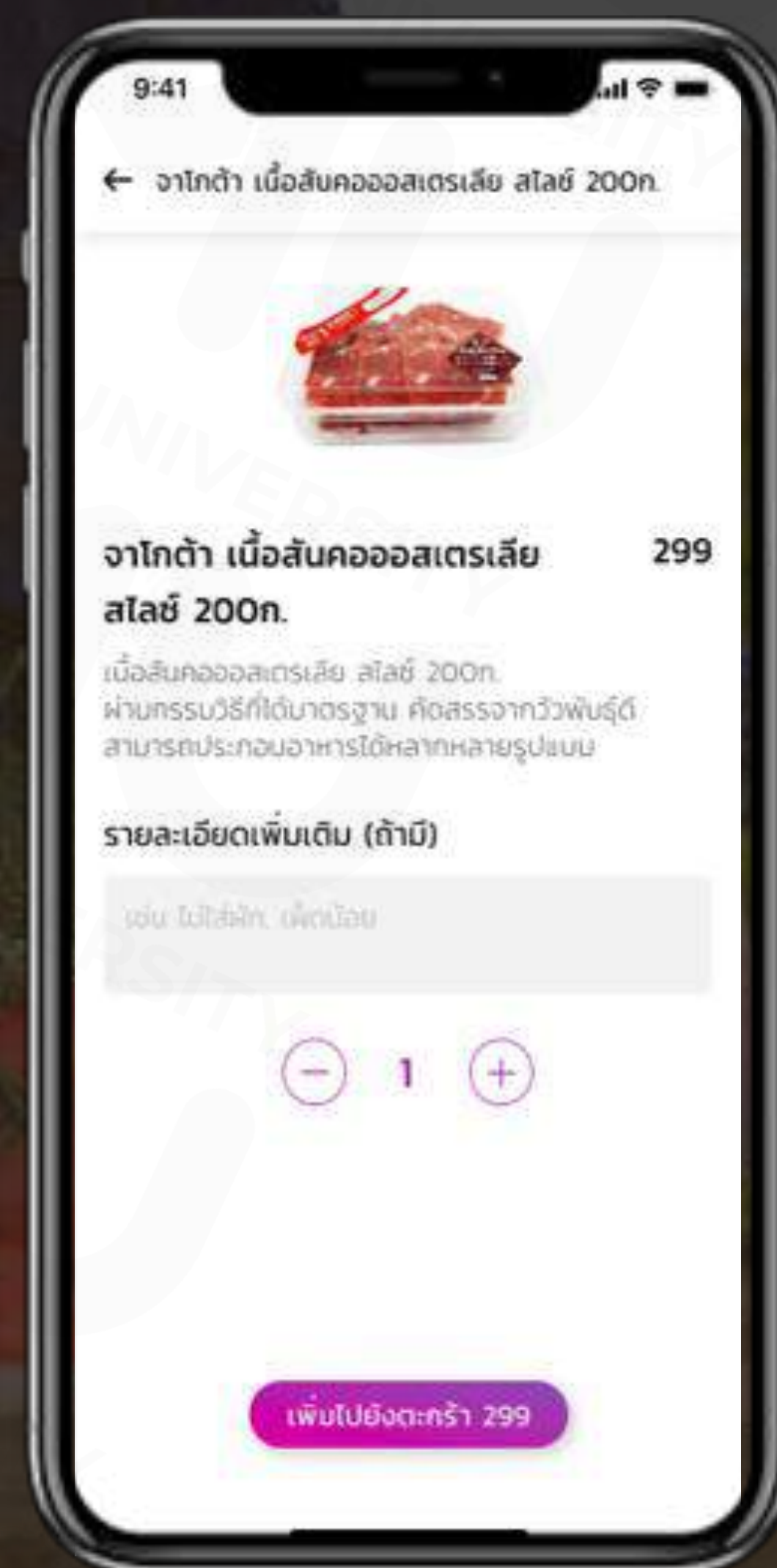
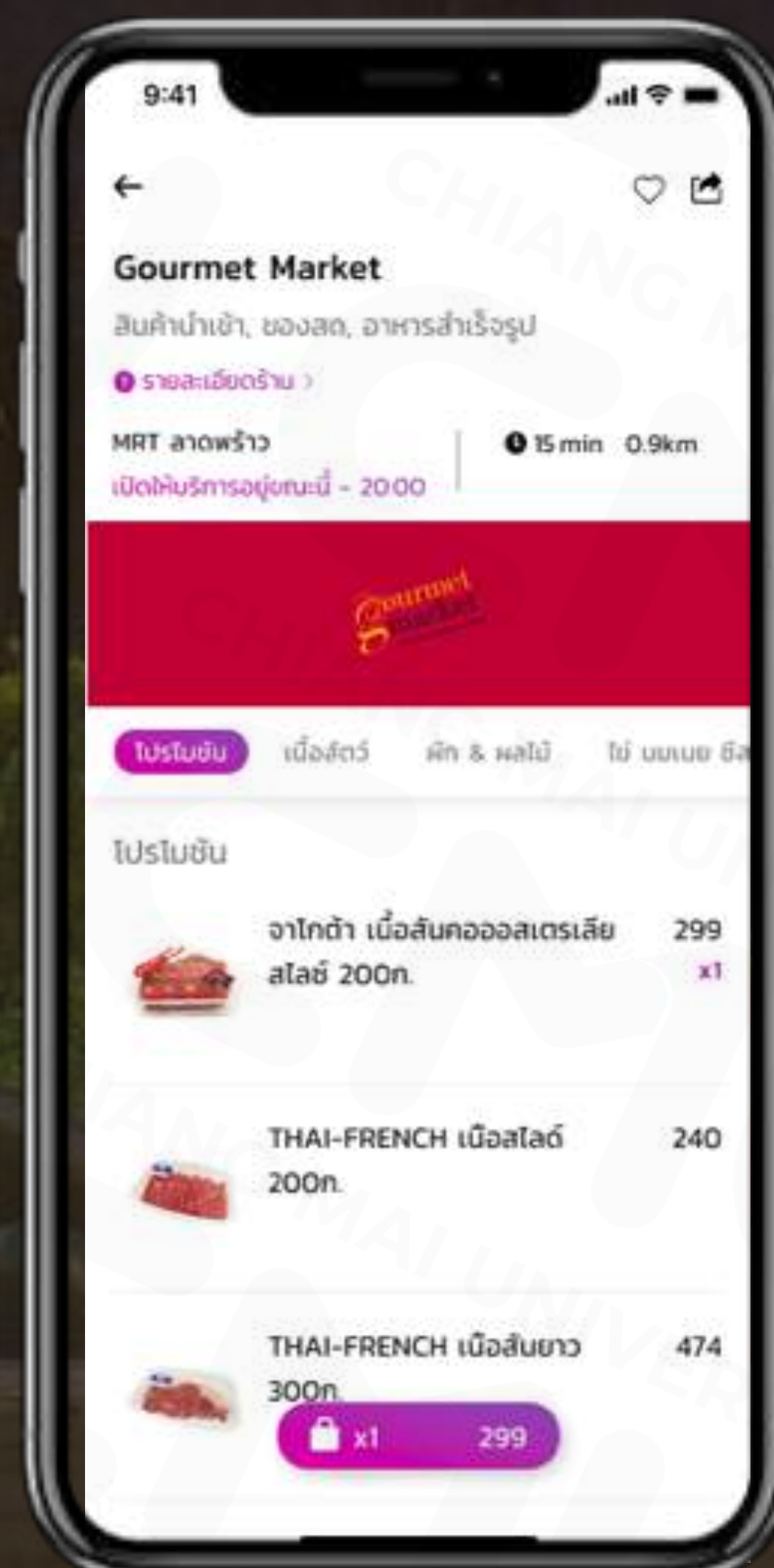
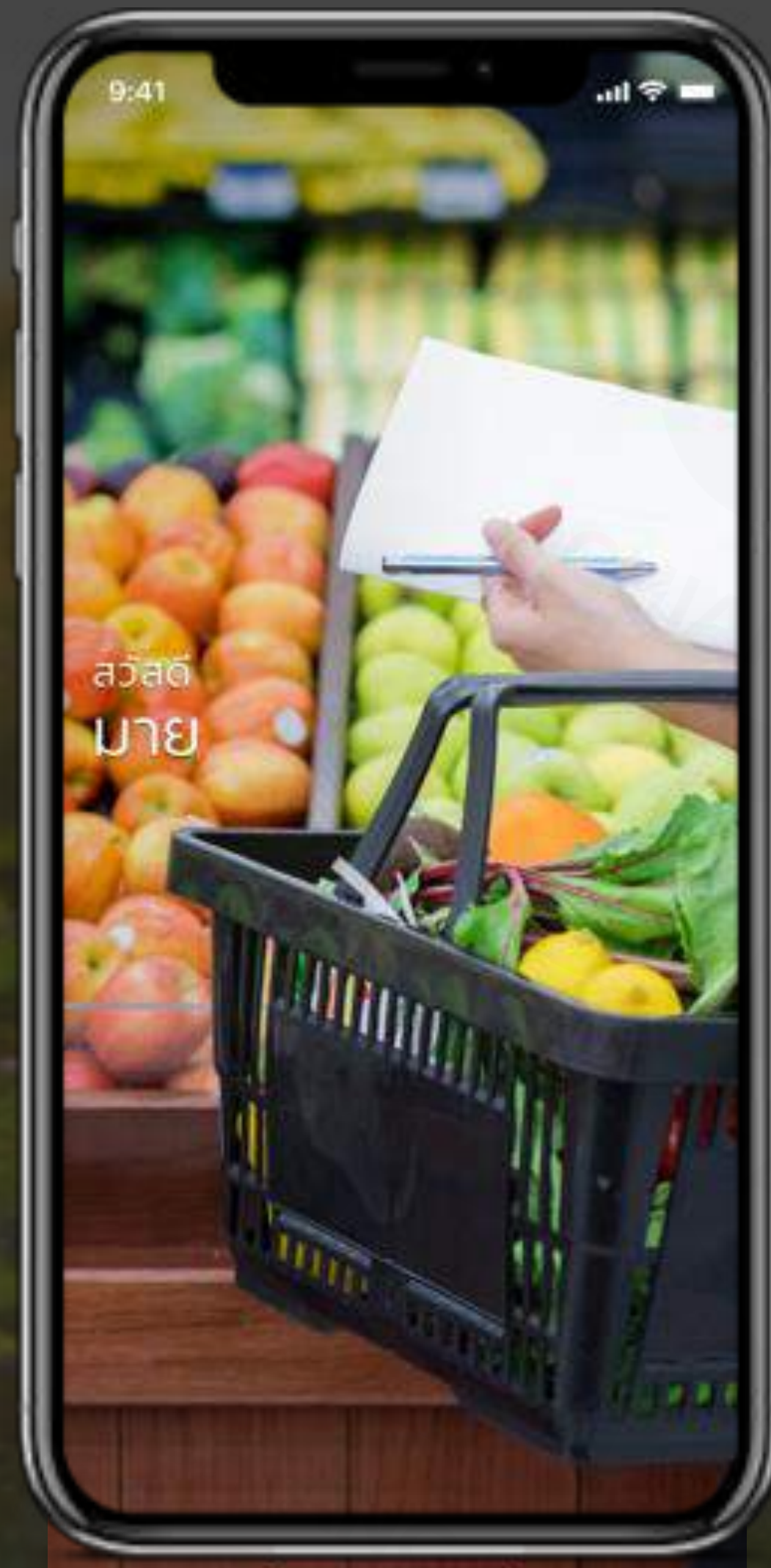
Q3

Flight



Q4





# Robinhood Mart



# Robinhood Express

# Our data can enable consumer analytics that can be leveraged by other SCBX companies

## Types of data collected by Robinhood



SHOPPING PREFERENCE



TRAVEL BEHAVIOR



DEMOGRAPHY



LIFESTYLE

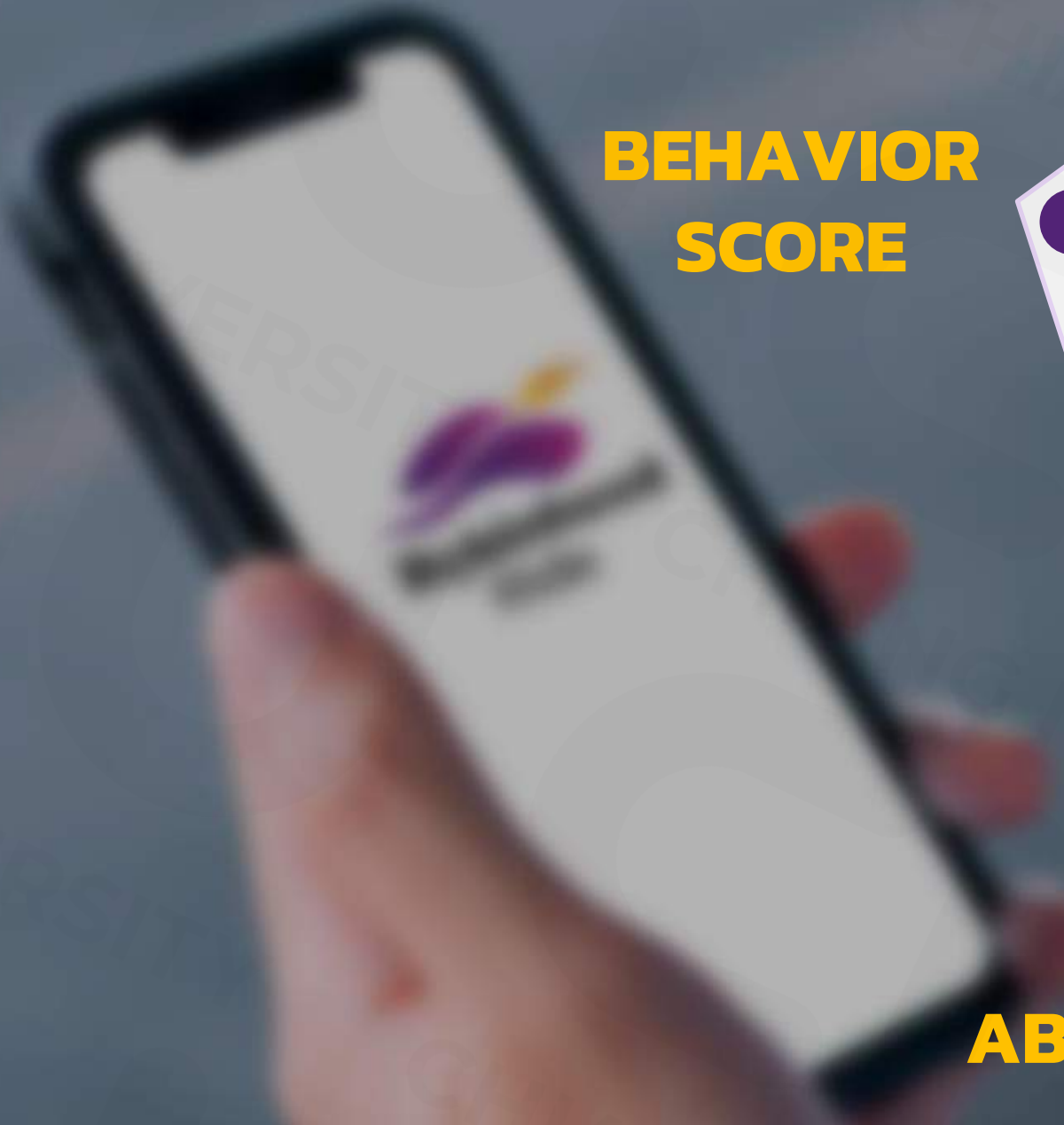


DINING BEHAVIOR

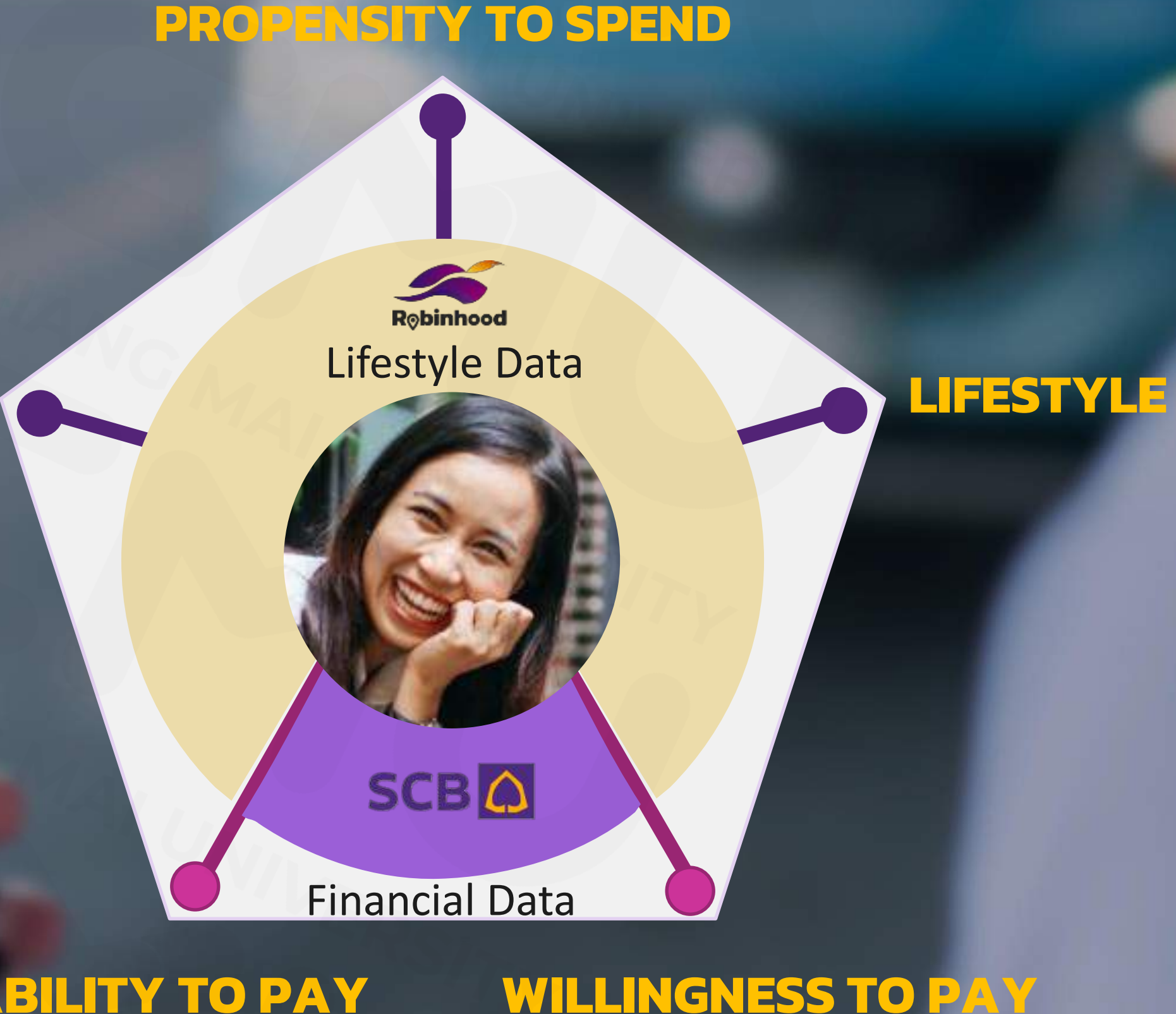


FINANCIAL

*Potentially available from SCBX*



**BEHAVIOR SCORE**



**Data Models can be leveraged by SCBX Companies**

สินเชื่อธุรกิจ

# สินเชื่อสมัครใจ เพื่อธุรกิจ สำหรับร้านค้า Robinhood

สินเชื่อเพื่อธุรกิจ สำหรับร้านค้า Robinhood สมัครง่าย ไม่มีบุคคลค้ำประกัน ไม่ต้องใช้เอกสาร อนุมัติไว

วงเงินสูงสุด  
**1** ล้านบาท

ผ่อนนานสูงสุด  
**72** เดือน

ดอกเบี้ยเริ่มต้น MRR  
**+8%** ต่อปี\*

สนใจสมัคร

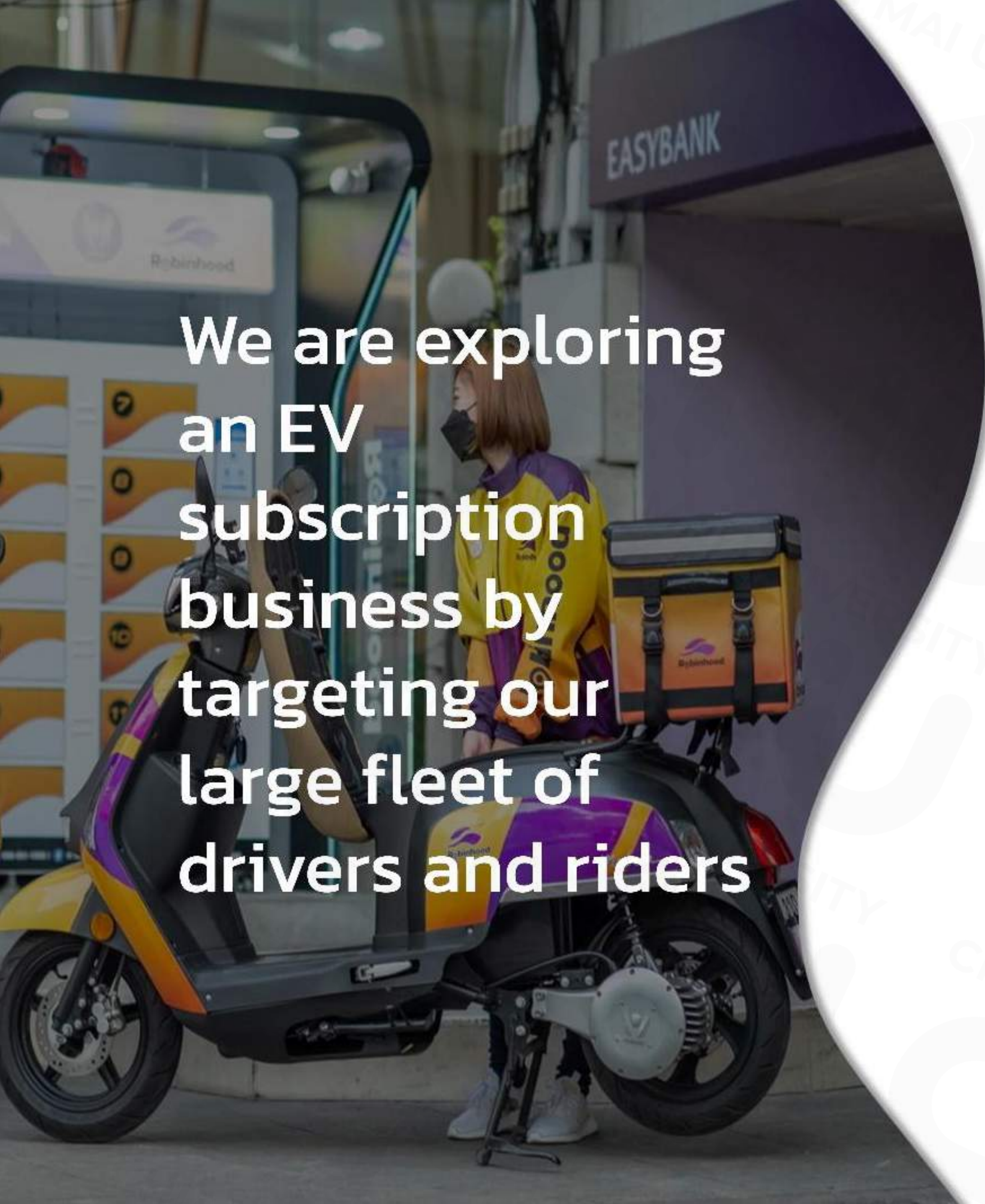
สอบถามเพิ่มเติม โทร. 02 722 2222

\*เงื่อนไขการพิจารณาอนุมัติสินเชื่อ อัตราดอกเบี้ย และค่าธรรมเนียมเป็นไปตามที่ธนาคารกำหนด



SCB Abacus จับมือ Robinhood ส่งแคมเปญช่วยไรเดอร์เว้นระยะห่างเงินกู้นอกระบบ

# SCB X Robinhood



We are exploring an EV subscription business by targeting our large fleet of drivers and riders

Drivers from Ride



Transition to EV



Riders from Food



Robinhood to offer EV on subscription basis



Additional revenue

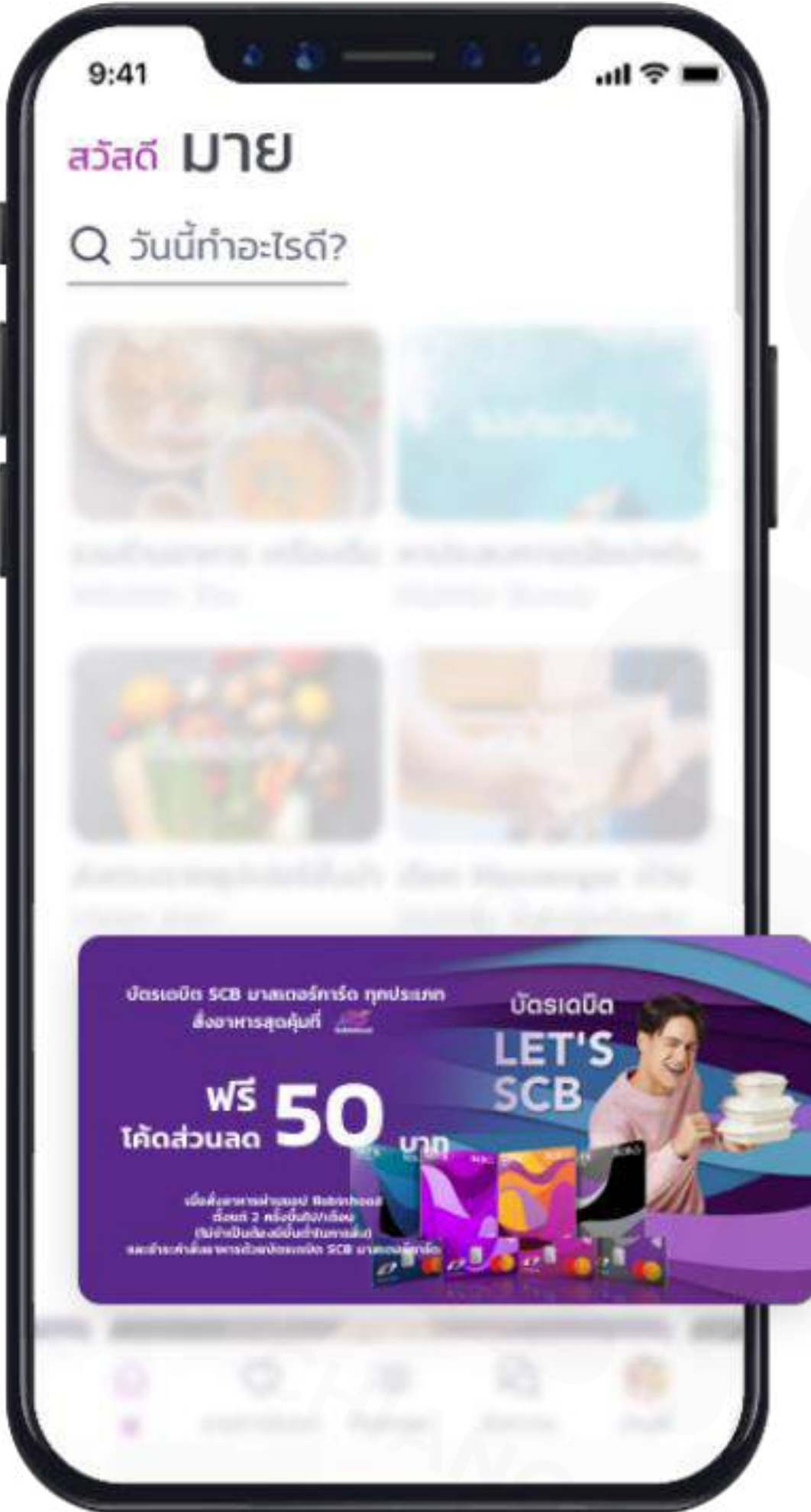


Reduced barrier to join our fleet



Support global Net Zero effort

# Various Ad Formats To Suit Your Advertising Needs



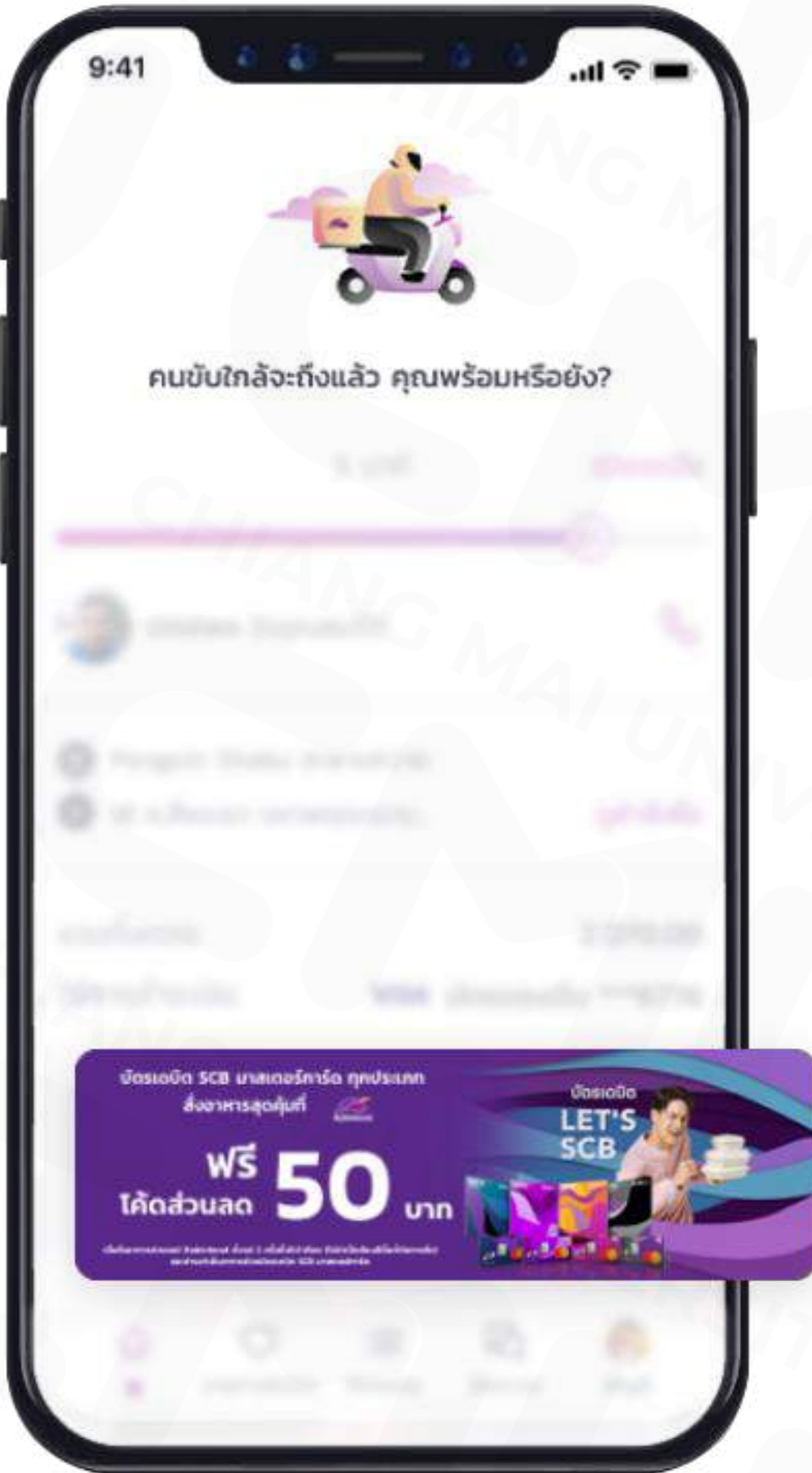
## PREMIUM ADS

Maximize your brand awareness through a premium banner, with a 100% SOV



## NATIVE ADS

Attract your customers as they browse through the Robinhood App's services & post order



## NATIVE - DELIVERY

Make the most of our users waiting time with an ad on the delivery screen



## INTERSTITIAL & MORE COMING SOON

# Reaching Your Intended Audiences At The Right Moment



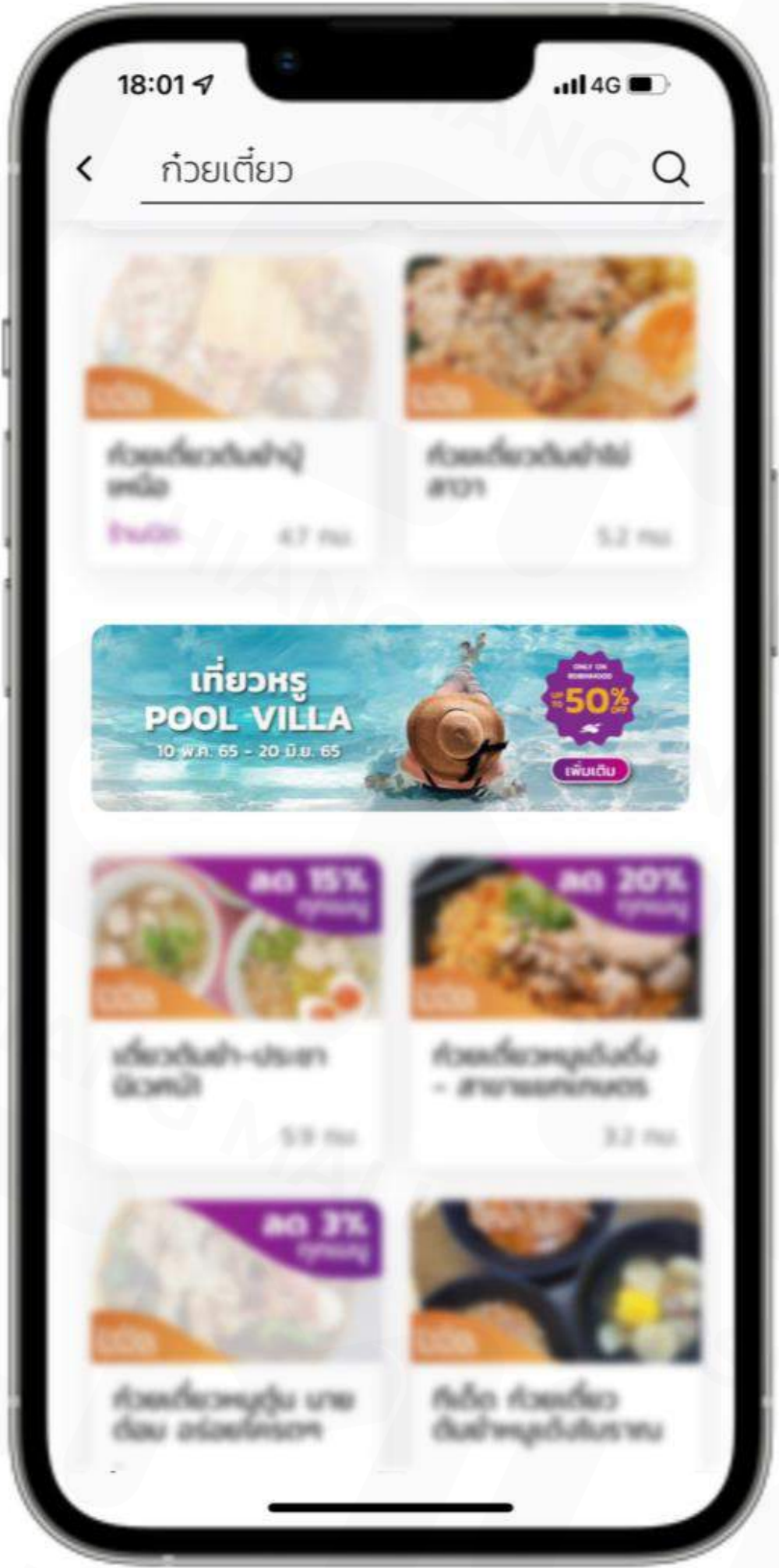
### HOME SCREEN

SUPERAPP HOMEPAGE FEATURING ALL FOUR PILLARS OF SERVICES



### SERVICE LANDING

RESPECTIVE SERVICE SCREEN'S LANDING PAGE (FOOD, HOTEL)



### SEARCH

SEARCH OR CATEGORY SCREENS OF EACH SERVICE



### DELIVERY

DELIVERY OR FINAL CONFIRMATION SCREENS



From SCBS to  
Innovest<sup>x</sup>

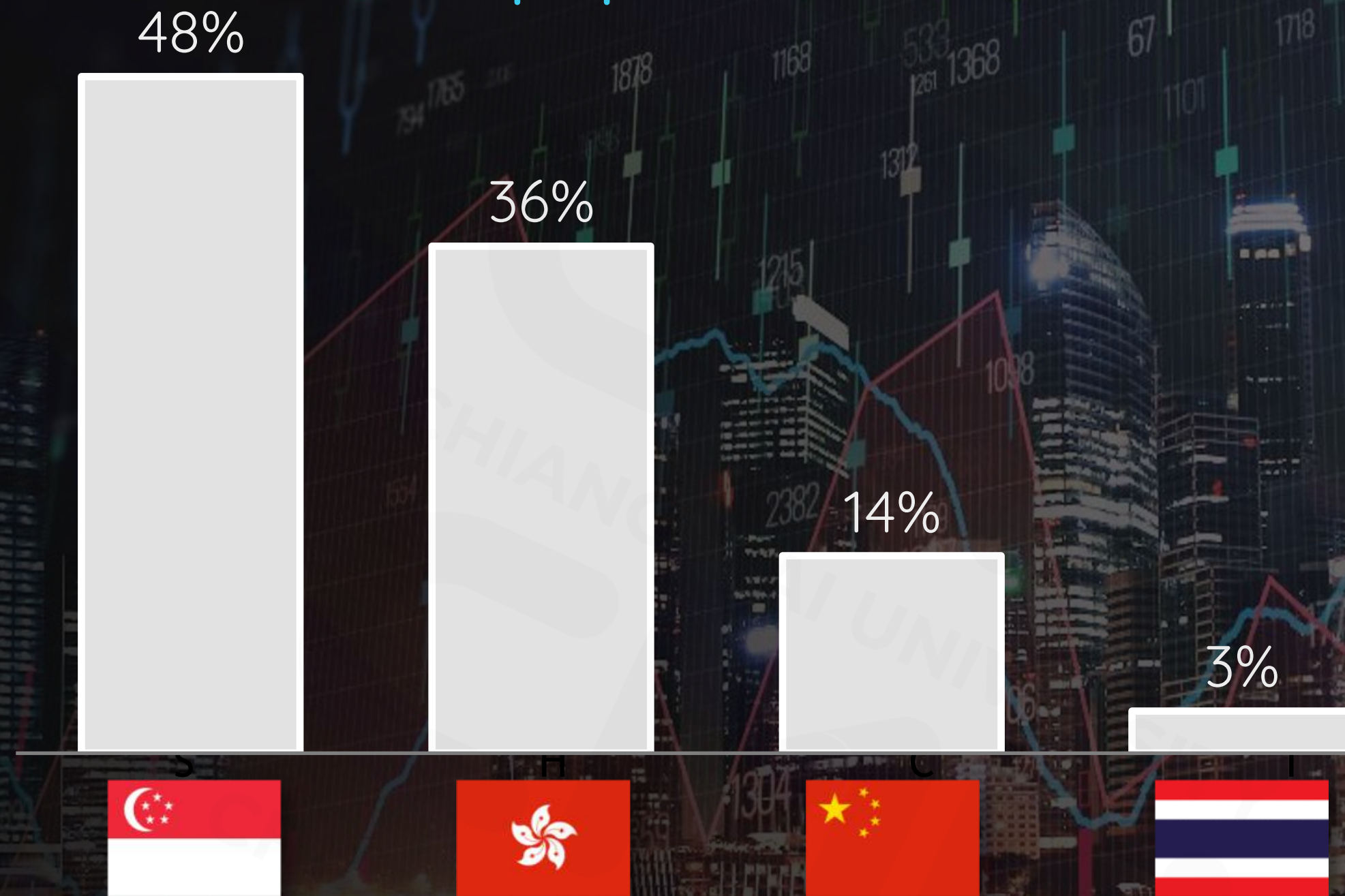
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Future of  
Finance  
Reimagined



# Thailand population is underinvested

Retail investors as % of total population<sup>1</sup>



# Innovest\* is well-positioned to capture this opportunity

Differentiated proposition with both traditional securities and digital assets

17M+ customers base from SCBX

Brand name and consumer trust from being part of SCBX

Experience and relationship with regulators

High-quality tech infra — Security, stability, scalability

1. Calculated based on data from the Stock Exchange of Thailand, Hong Kong Stock Exchange, World Federation of Exchange, State Street, and Singapore Business Review

To make investment and digital asset services

**Simple**

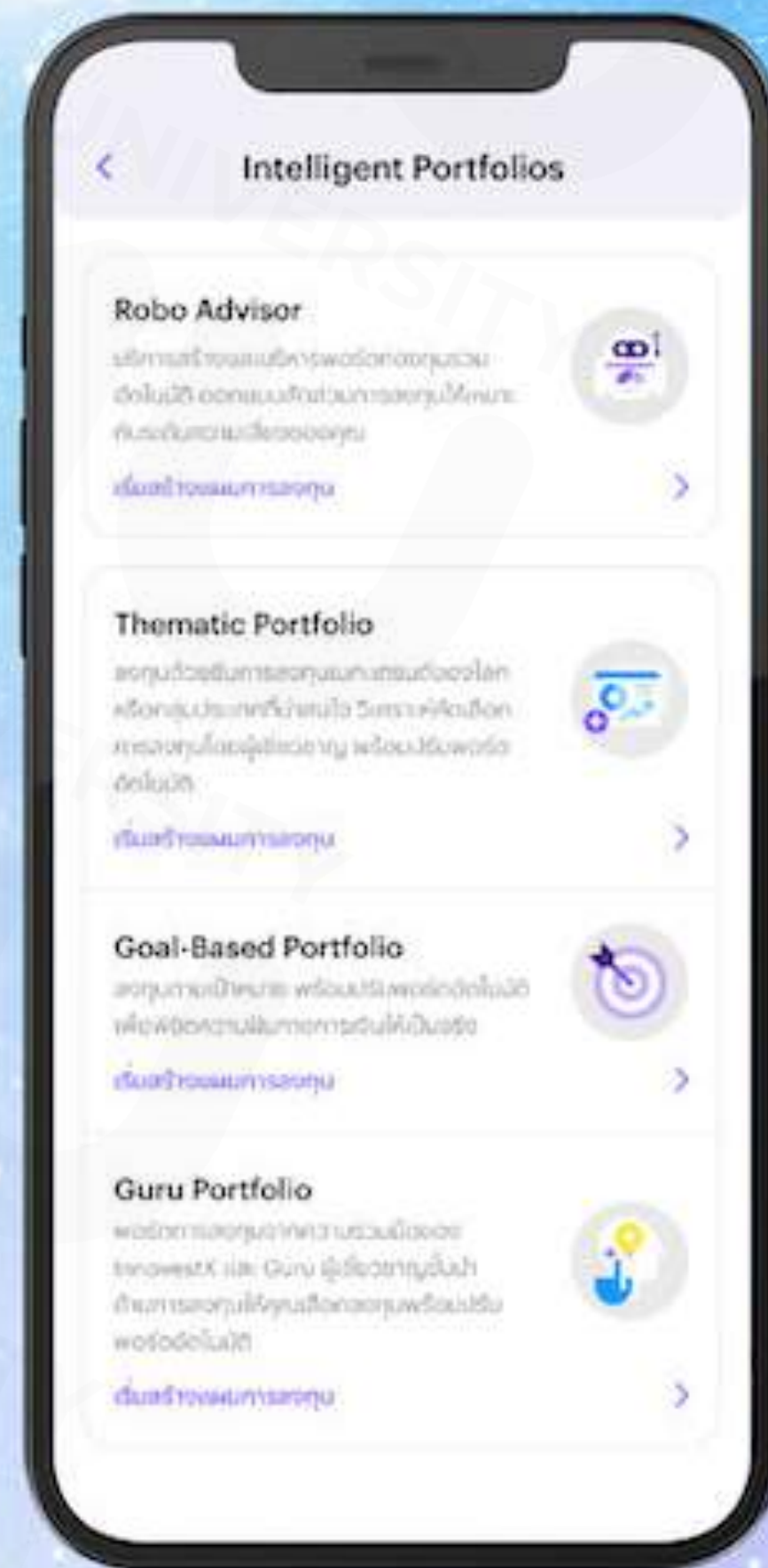
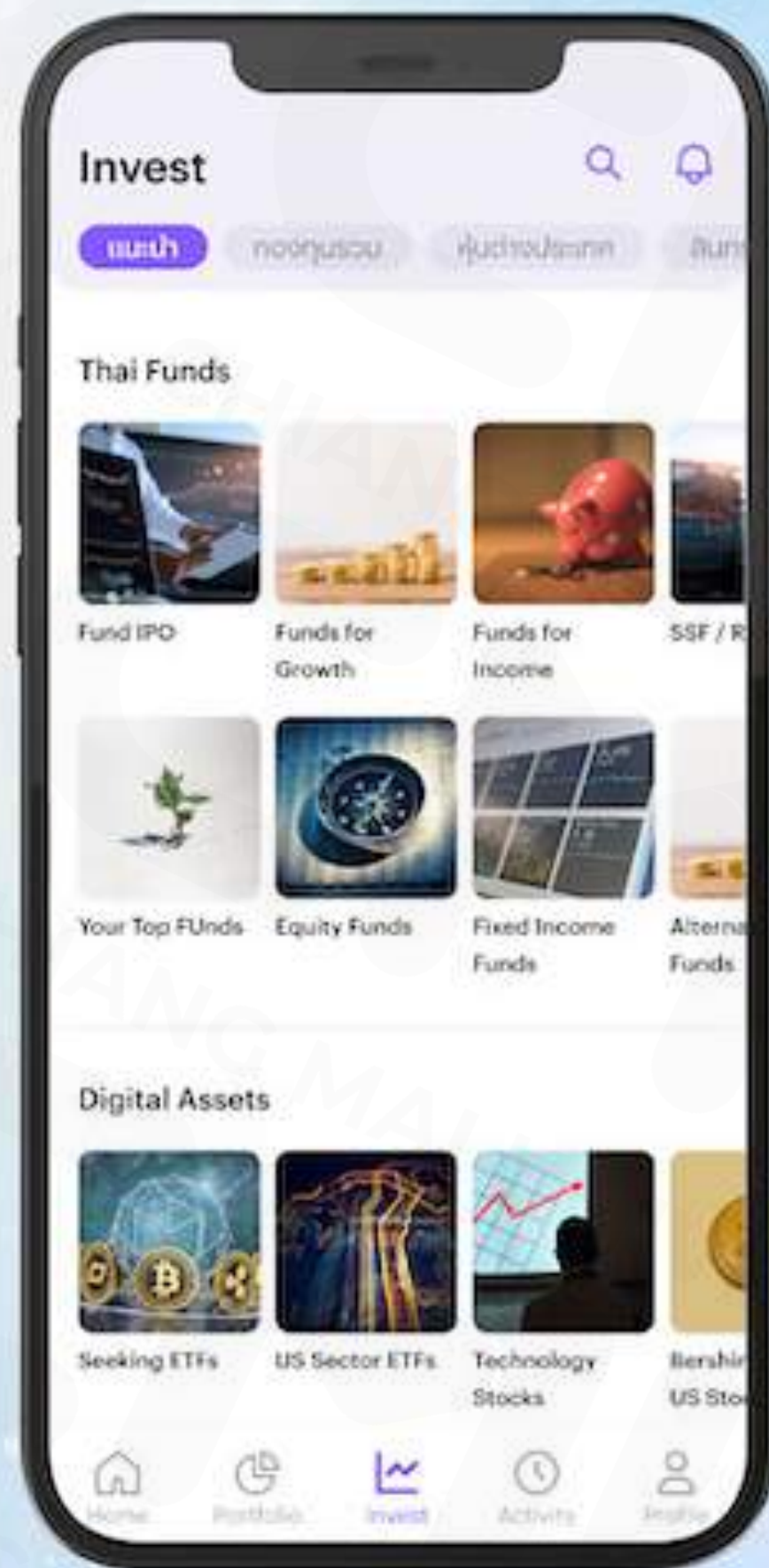
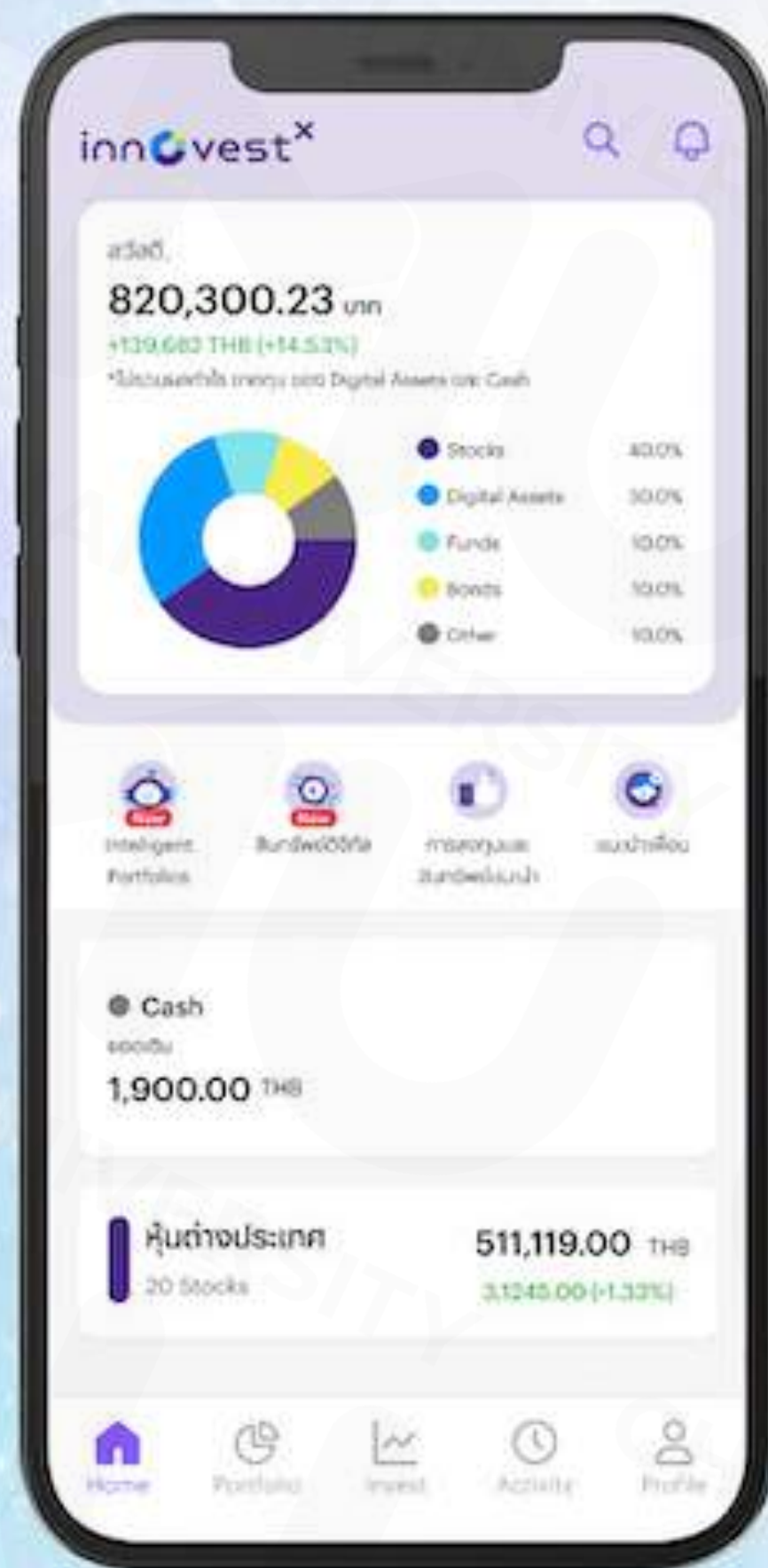
**Accessible**

**Affordable**

for all through technology and innovation

Subsidiary of SCB<sup>x</sup>

# innovest<sup>x</sup>



## #จักรวาลการลงทุนในมือคุณ

# Investment Reimagined

innovest<sup>x</sup>

# Thailand's First Ever Universal Investment SUPER-APP

Thematic  
Portfolio

Guru  
Portfolio

Digital Assets

Bond  
Funds

Stock



กองทุนหุ้นสหรัฐฯ ของคุณปรับตัวขึ้น  
จากผลประกอบการไตรมาสล่าสุดที่ออกมาดี  
แนะนำทยอยสะสม

34,991.56 บาท  
+5.89 (5.09%)

34,991.56 บาท  
+5.89 (5.09%)

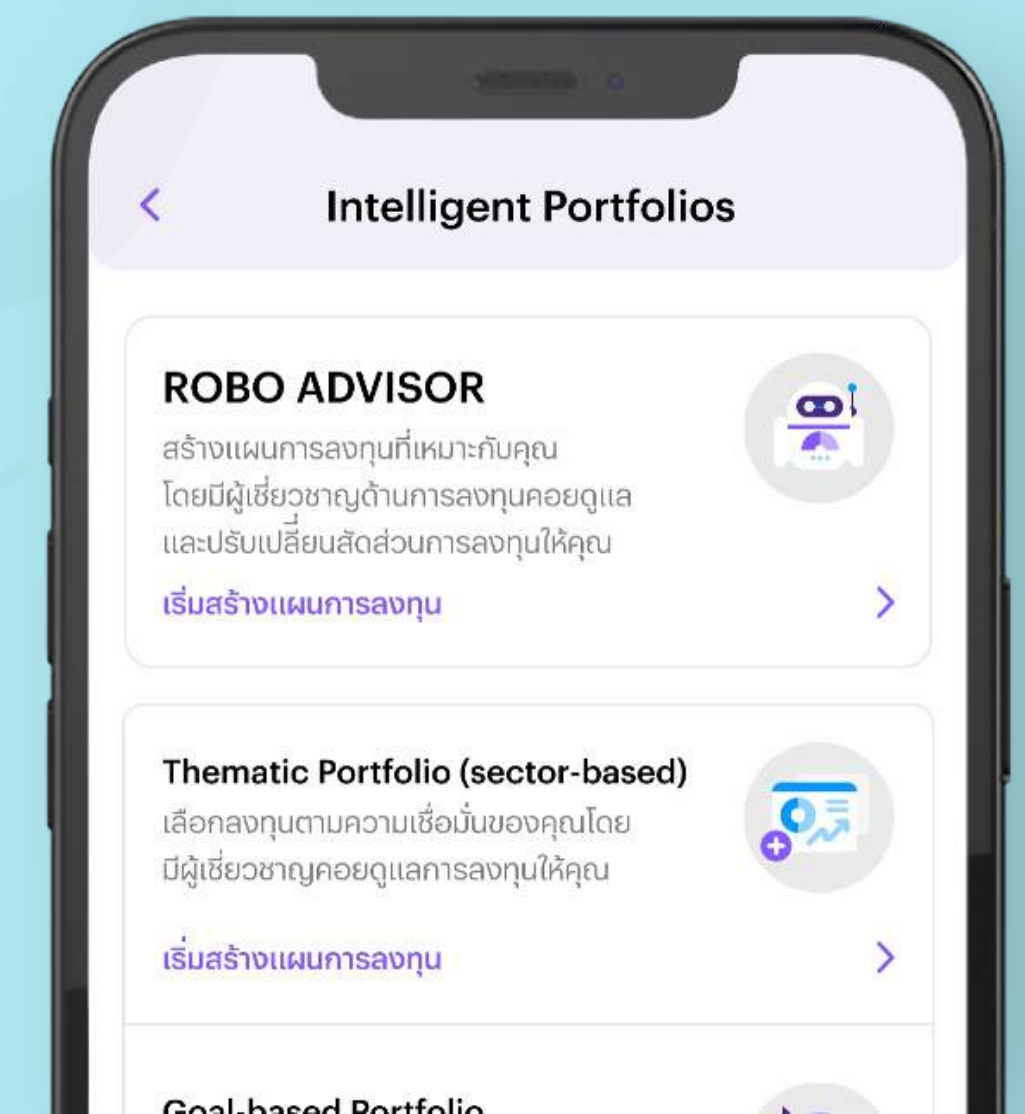
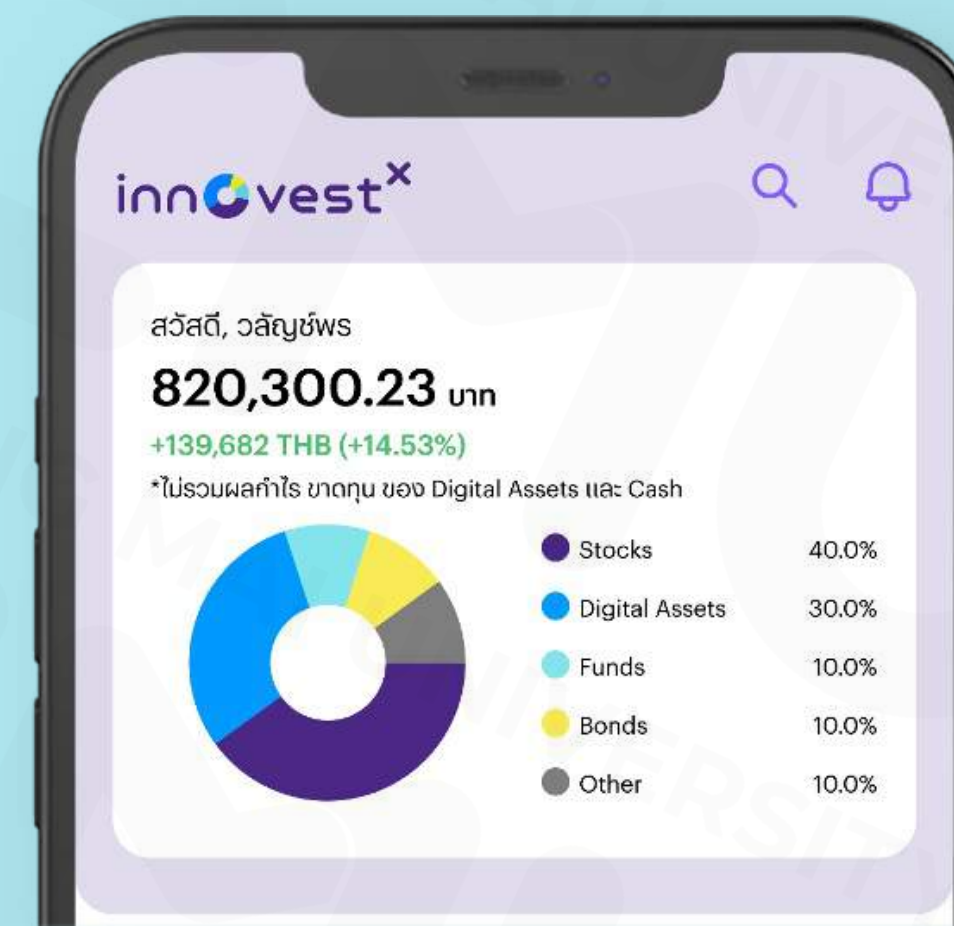
34,9

## Unites all assets in one app

- Thai stocks
- International stocks
- Thai funds
- International funds
- Bonds
- Digital Assets

## Investing made easier

- Automated Intelligent Portfolios
- Consolidated portfolio view
- Personalized notification
- User-friendly UI



# Future of Finance Reimagined



## Physical world



Physical Assets & Businesses



Users/  
Investors

## Physical-digital Interface



Tokenization



Fiat-DA  
on/off ramp

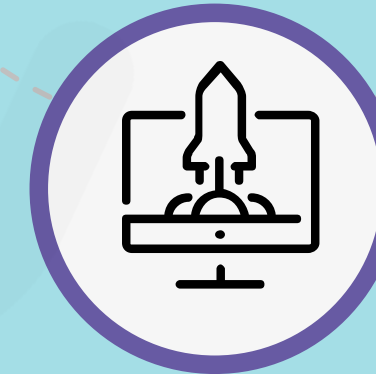


## Digital Asset World

Trading & Exchange



Future infrastructure & services



Asset management



Custody

SCB IOX Experimenting new opportunities

THAILAND & ASEAN










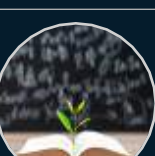
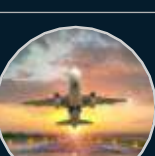
# AI-first Organization





# What industries are most affected by the trend?

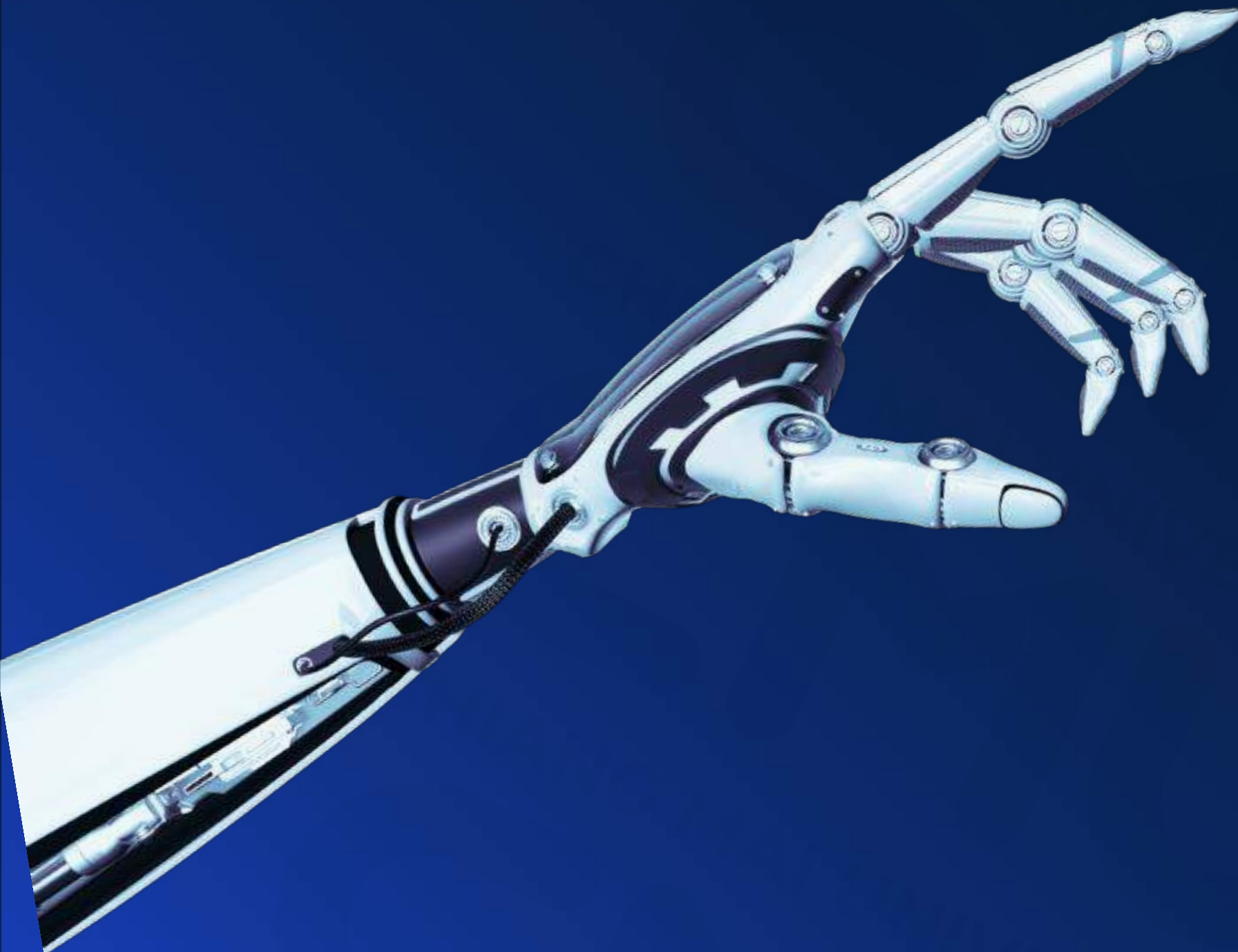
A diverse set of stakeholders across all industries are experiencing the impact from applied AI, which can include **disruption in value chains, better financial outcomes, and improved operations**

Industry affected <sup>1</sup>	Example impact from the trend
 <b>Information technology and electronics</b>	Pervasive use across the tech industry and constituent sectors, such as software, hardware, and electronic devices (eg, use of generative AI models to create 3-D visuals for software simulations)
 <b>Telecommunications</b>	Programming AI models to identify recurring customer concerns and deliver solutions before complaints arise
 <b>Pharmaceuticals and medical products</b>	Exploring relationships across different medical treatments and their combined outcomes for the discovery of new drugs
 <b>Aerospace and defense</b>	Aiding the design process (eg, through visual simulations of aircraft performance under different conditions) as well as for security and risk mitigation processes
 <b>Healthcare systems and services</b>	Enhancing healthcare services through functions like automated pathology recognition and diagnosis decision support
 <b>Financial services</b>	Supporting risk management in financial services, eg, detecting credit card fraud to reduce incidents of loss
 <b>Retail and consumer packaged goods</b>	Boosting sales by using ML to analyze huge sets of purchasing data, discern patterns, and give shoppers customized recommendations
 <b>Education</b>	Improving personalized learning based on students' progress
 <b>Aviation, travel, and logistics</b>	Leveraging multimodal fusion, enabled by AI, to combine inputs from various sensors that can help operate autonomous vehicles <sup>2</sup>

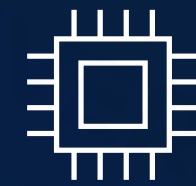
<sup>1</sup>Not exhaustive and focused on industries where AI has widespread applications with mature adoption.

<sup>2</sup>For more, see "Future of mobility," *McKinsey Technology Trends Outlook 2022*, McKinsey, Aug 2022.

# What is the trend about?



Applied AI uses intelligent application to solve classification, prediction, and control problems **to automate, add, or augment real-world business use cases**. As AI technologies rapidly push new frontiers of innovation, **business adoption continues to grow across use cases**



## Selected AI technologies<sup>1</sup> *Foundational methods of AI*

### Machine learning (ML)

- Computer vision
- Natural-language processing (NLP)
- Deep reinforcement learning
- Knowledge graphs



## Selected use cases<sup>2</sup> *Applications of AI at work*

### Risk management

### Service operations optimization

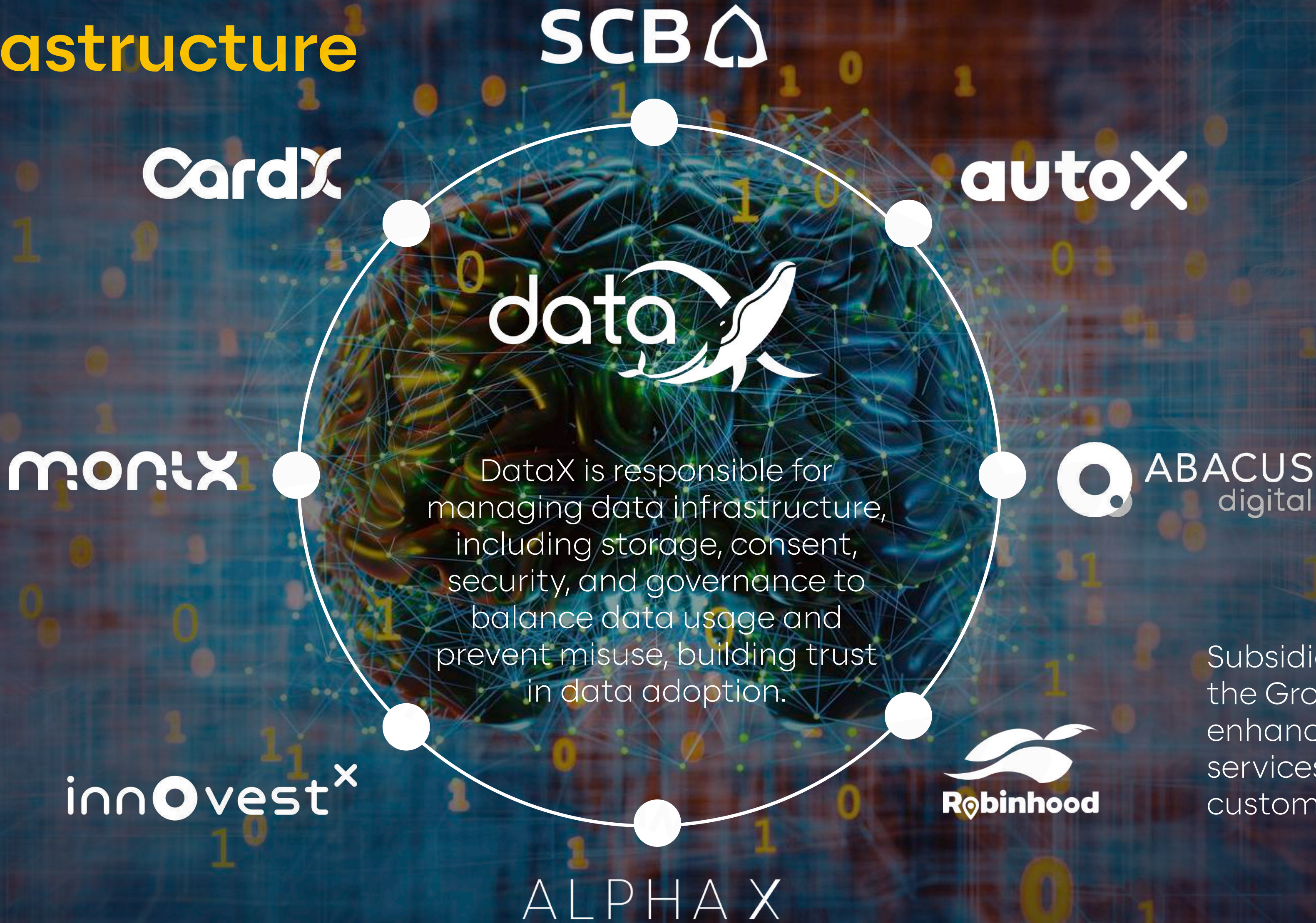
### Product and/or service development



<sup>1</sup>Technologies are nonexhaustive and examples that are at the frontier of innovation and used across industries.

<sup>2</sup>Use cases are nonexhaustive and industry agnostic examples that are leading in business adoption.

# 1. DataX as our core data infrastructure



Subsidiary companies use the Group's data and AI to enhance products and services, fostering long-term customer commitment.

A woman's profile is shown in silhouette, facing right. Her head is filled with a complex digital overlay of blue and white data, including a world map, various charts, and network diagrams. The background is a soft, light blue gradient.

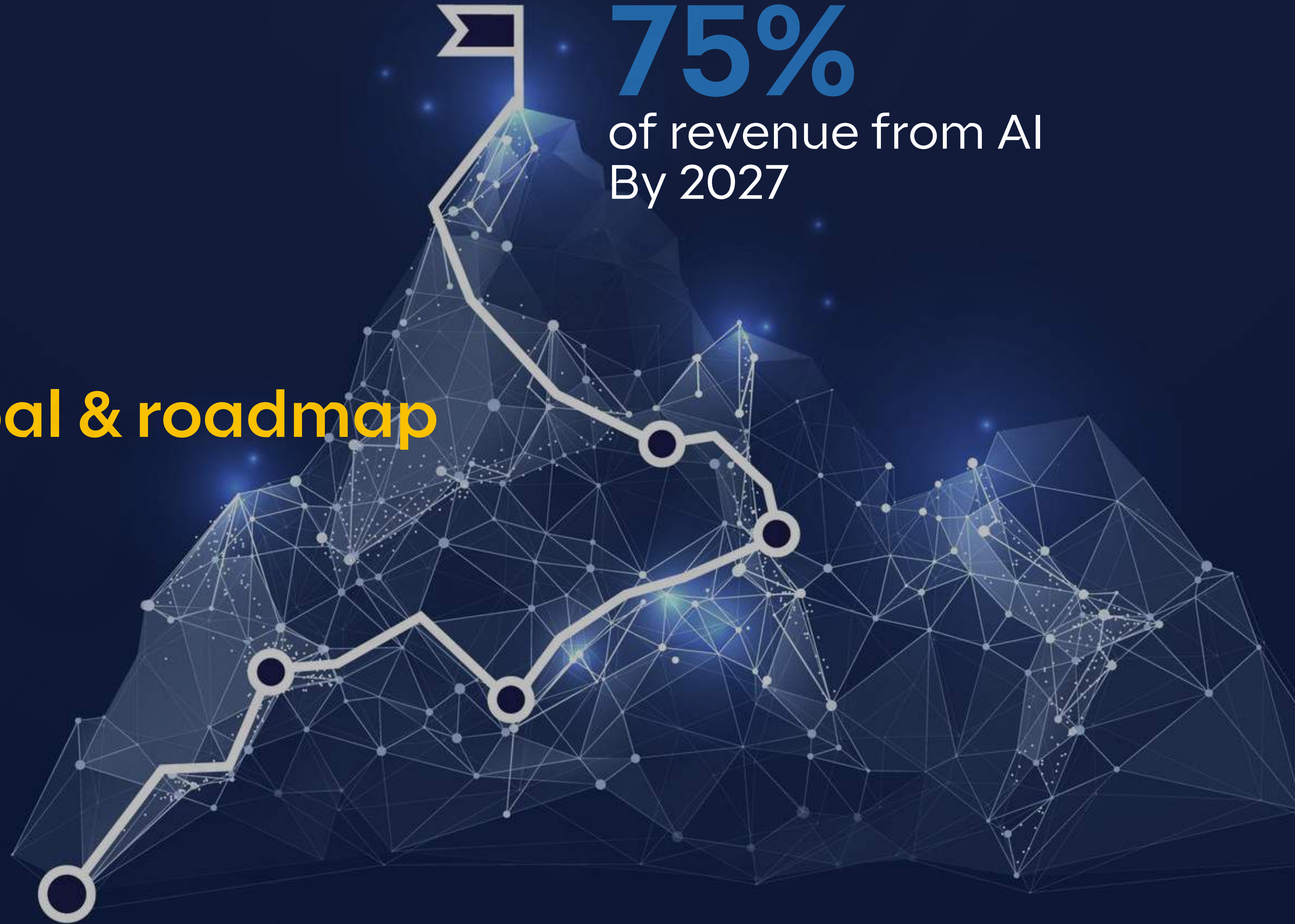
## 2. Talent and Culture

- **Talent Pooling** at DataX
- **Optimise the balance** between risks v.s. benefits with policy, governance, principles & R&D Sandbox
- **Fact-based Culture** builds AI DNA

### 3. Shared vision, goal & roadmap

**75%**

of revenue from AI  
By 2027

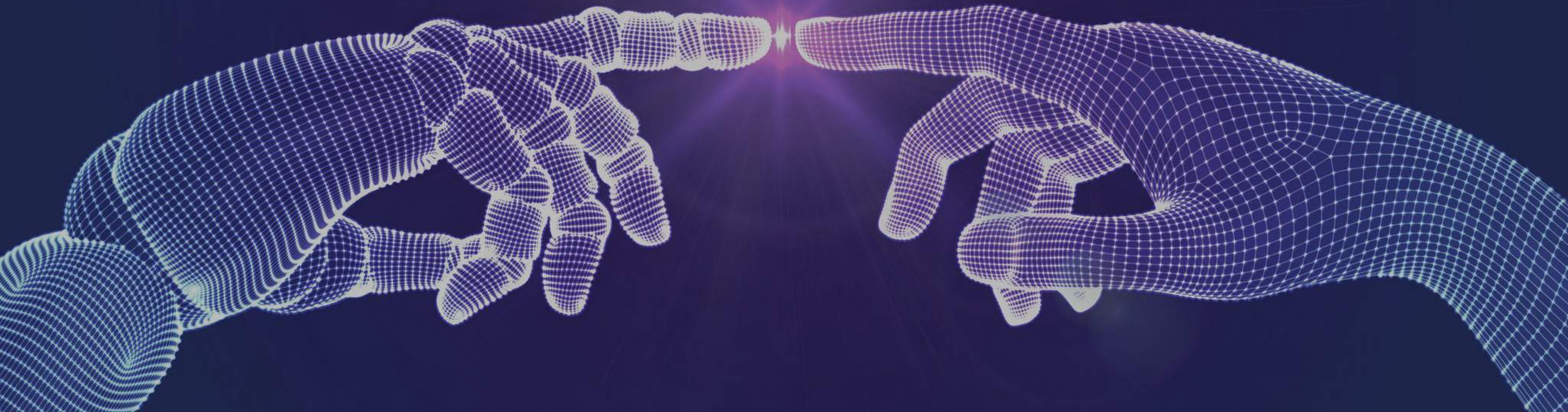


## Deep AI Adoption

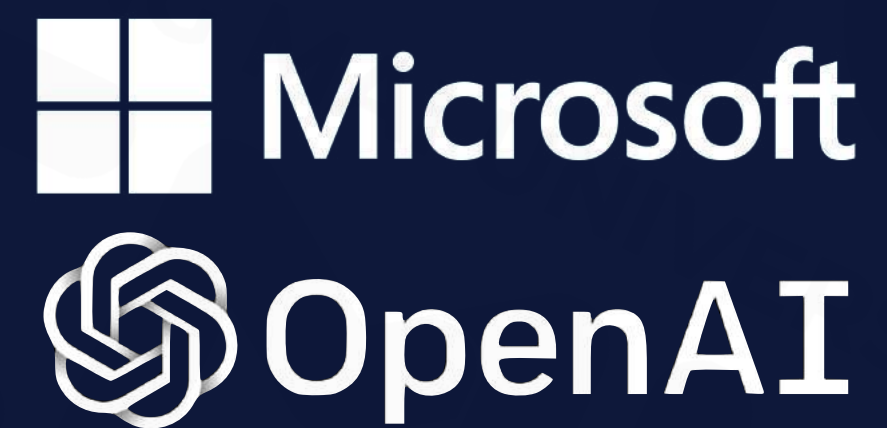
Better Predictive Capability  
Better Analytic Capability  
Better Solutions

## Broad AI Adoption

Better working efficiency  
Better customer experience



# Microsoft 365 Copilot



**SCB<sup>x</sup>**

Microsoft co-pilot partnership is a critical tool to enable AI adoption in a natural way - a mechanism to adopt new tech.

Solving scarcity of resources by effectively adopting AI technology at work, such as Generative AI, Co-pilot work to be applied for more significant use cases across business processes.



**Research & Development Nation**



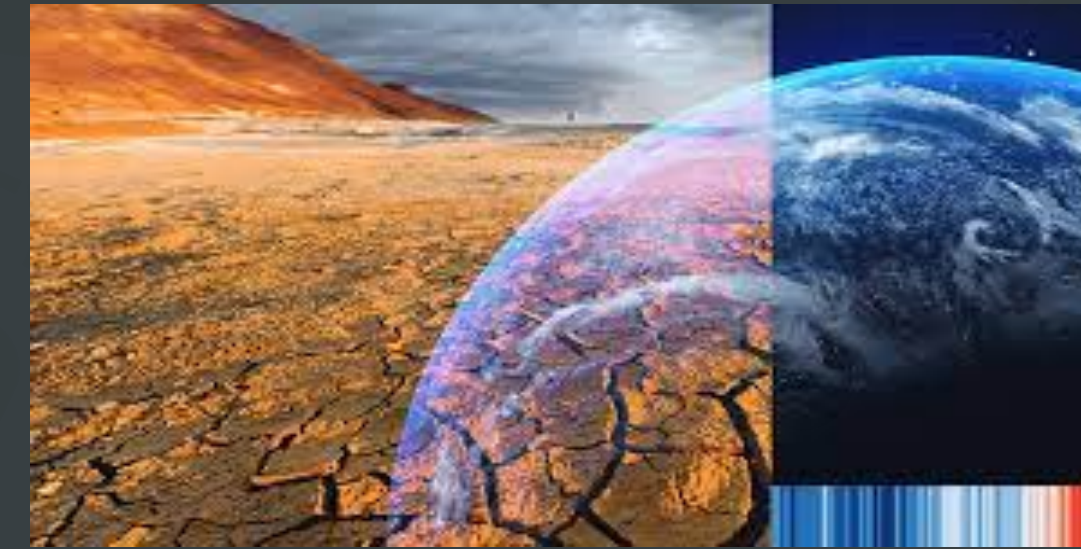
# SCBX R&D focus areas/ ideas to be explored under A-B-C-D technology theme

## AI

## Blockchain/ Web3

## Climate

## Disruptive Tech



1

- Taking OpenAI beyond proven use cases (e.g., Thai NLP)
- Foundation model development for Thai Financial Services (Thai NLP, Thai financial regulations, BOT, standards, etc.)
- AI for Responsible AI
- AI-enabled RPA (robotic process automation)
- Digital RM (e.g., virtual wealth advisor)

2

- Web3 infrastructure: wallets, decentralized identity (DCI)
- GameFi
- Metaverse bank branch
- AI + Blockchain

- Carbon credit tokenization/ exchange
- Net zero tools for Thai SMEs

- Quantum (knowledge)

# Bootcamp seeks future Web3 developers

SCB 10X is looking for high-potential university students in any fields to join "SCB 10X BlockCamp 2022", an intensive bootcamp designed to equip them with skills and build innovative projects to expand the frontier of the Web3 ecosystem.

The camp will allow participants interested in blockchain technology to develop specific skills and invent innovative products to expand the ecosystem frontier with SCB 10X's blockchain experts and world-class partners through mentorship and consultation, whether in technology, blockchain software development or business development.

The project has two categories — "Blockchain Software Engineer (Technical)" for blockchain and full-stack development; and "Blockchain Product Owner (Business)" for product development, tokenomics design and community building.



Graph and Web3 Infrastructure. Only 30 successful candidates will be selected to join the six-day bootcamp, which will be held in Cha-am in Phetchaburi province from July 31 to Aug 5, free of charge.

Participants will receive advice on developing innovations and attend knowledge-sharing sessions with leading gurus with expertise in the global blockchain industry, such as Nansen/Ape Board, Nebula Protocol, Edge Protocol, Impossible Finance, Speedboat and Laika.

They will be able to present ideas to the SCB 10X team and seek future employment opportunities with SCB 10X. Applications can be made via [bit.ly/3bn-q7iZ](https://bit.ly/3bn-q7iZ) by Sunday.

Participants can choose to develop future products and technologies related to DeFi, NFTs, the metaverse, DAO, Web3 Social

Visit [blockcamp.scb10x.com](https://blockcamp.scb10x.com) or email [SCB10XBlockCamp2022@gmail.com](mailto:SCB10XBlockCamp2022@gmail.com).

## Bootcamp on Blockchain

SCB 10X invites high-potential university students in any fields to join "SCB 10X BlockCamp 2022", an intensive bootcamp designed to equip them with skills and build innovative projects to expand the frontier of the Web3 ecosystem. There are two categories to choose from based on their interests in building future products and technologies — "Blockchain Software Engineer (Technical)" and "Blockchain Product Owner (Business)". Only 30 successful candidates will be selected to join the six-day camp which will be held in Cha-am, Phetchaburi, from July 31-Aug 5.

Applications can be made via [bit.ly/3bn-q7iZ](https://bit.ly/3bn-q7iZ) by July 10. Visit [blockcamp.scb10x.com](https://blockcamp.scb10x.com) or email [SCB10X-2022@gmail.com](mailto:SCB10X-2022@gmail.com).

SCB 10X | Bloomberg

# REDeFiNE TOMORROW 2023

SCB 10X'S 4TH ANNUAL DEFI & WEB3 VIRTUAL SUMMIT BRINGS ALL-STAR ROSTER OF LEADING DEFI INNOVATORS AND CHANGEMAKERS FROM ACROSS THE GLOBE

25 - 26 MAY 2023

#REDeFiNEMORROW2023 #SCB10X

WWW.SCB10X.COM

Bangkok Post

NEWS THAILAND BUSINESS LIFE GURU LEARNING MULTIMEDIA

THAILAND 31 NEWS

## SCBX forges new collaboration with Stanford HAI to drive innovation in AI and fintech

# SCB X

SCB X Public Company Limited (SCBX) is delighted to announce its recent collaboration with the Stanford Institute for Human-Centred AI (HAI) as its first international member in the Financial Services & AI Corporate Affiliate Program. With the aim of becoming the leading regional financial technology group, SCBX is firmly committed to staying at the forefront of the latest developments in AI and fintech with the ultimate goal of driving innovation in the industry. This collaboration reinforces SCBX's "mothership" strategy to shift towards actively developing innovative technologies and transitioning into a true technology company. Additionally, it will enable SCBX to gain a competitive advantage and stay ahead of the curve in the industry.

Bangkok Post

THAILAND WORLD BUSINESS OPINION AUTO LIFE LEARNING ASIA FOCUS MORE

Download the Bangkok Post for Education app to develop your English using the Bangkok Post's biggest news stories

## Robinhood enters strategic alliance with Google Cloud and MFEC to build Thailand's first 'super app' and unlock inclusive growth opportunities for all

PUBLISHED | 13 JUN 2022 AT 16:33



Google Cloud chosen as Robinhood's new primary cloud provider, as the latter embraces a One Google approach to supercharge its next phase of growth

Robinhood, the Bangkok-based food delivery and all-in-one travel service platform under SCBX Group, Purple Ventures Co., Ltd., has announced a multi-year strategic alliance with Google Cloud and MFEC Public Company Limited ("MFEC") to advance its mission of building a homegrown "super app" that delivers inclusive growth opportunities to small business owners, delivery riders, and diverse users in metro and non-metro areas.

THE NATION THAILAND

In Focus Perspective Business Life Tech Property Thai Destination International Education Program

## Robinhood teams up with Accenture Song to accelerate Super App ambitions through digital marketing innovation

Home » Business » Robinhood Teams Up With Accenture Song To Accelerate Super App Ambitions Through Digital Marketing Innovation

Bangkok, July 7, 2022 – Robinhood, Thailand's fastest-growing food delivery app and all-in-one travel service platform, is collaborating with Accenture (NYSE: ACH) to drive advertising creativity and enhance brand experiences for advertisers on the platform.

led by Accenture Song (formerly Accenture Interactiv), the multi-year strategic collaboration accelerates Robinhood's business transformation across various aspects of the company, positioning the platform as one of Thailand's most compelling apps, enhancing its product management and strategy, and creating rewarding customer experiences. Key to this effort is an ad suite platform powered by data insights and analytics technologies to support advertisers in multiple areas of digital marketing optimization.

Accenture Song's Southeast Asia lead, Thomas Maurer, said: "Robinhood is an important purpose-led company offering great support to the community. Our creativity, technology and intelligence will support Robinhood's next phase of growth in Southeast Asia, adding more relevant experiences to their ecosystem."



TECHSAUCE KNOWLEDGE SHARING PLATFORM

NEWS TECH & BIZ SUSTAINABLE EXEC INSIGHT CORP INNOV SAUCY THOUGHTS VIDEOS PODCAST STARTUP

## InnovestX จับมือ Goldman Sachs พัฒนาผลิตภัณฑ์การลงทุน เพิ่มโอกาสคนไทยเข้าถึงผลิตภัณฑ์

พฤษภาคม 4, 2023 | By TechSauce Team

บริษัทหลักทรัพย์ อินโนเวสต์ เอกซ์ จำกัด (InnovestX Securities Co., Ltd.) เจ้าของธุรกิจการให้บริการลงทุนของยามแม่ม เอสซีบี เอกซ์ (SCBX) ร่วมกับโกลด์แมนแซคส์ (Goldman Sachs) สถาบันการเงินชั้นนำระดับโลก จับมือพัฒนาผลิตภัณฑ์การลงทุนใหม่ๆ ร่วมกันเพื่อรองรับการลงทุนแห่งอนาคต

พร้อมรุกตลาดการลงทุนในไทย โดยความร่วมมือระหว่างสองสถาบันการเงินชั้นนำในครั้งนี้ จะช่วยให้

THE NATION THAILAND

SCB 10X launches Web3 collaboration hub in Bangkok to nurture startups

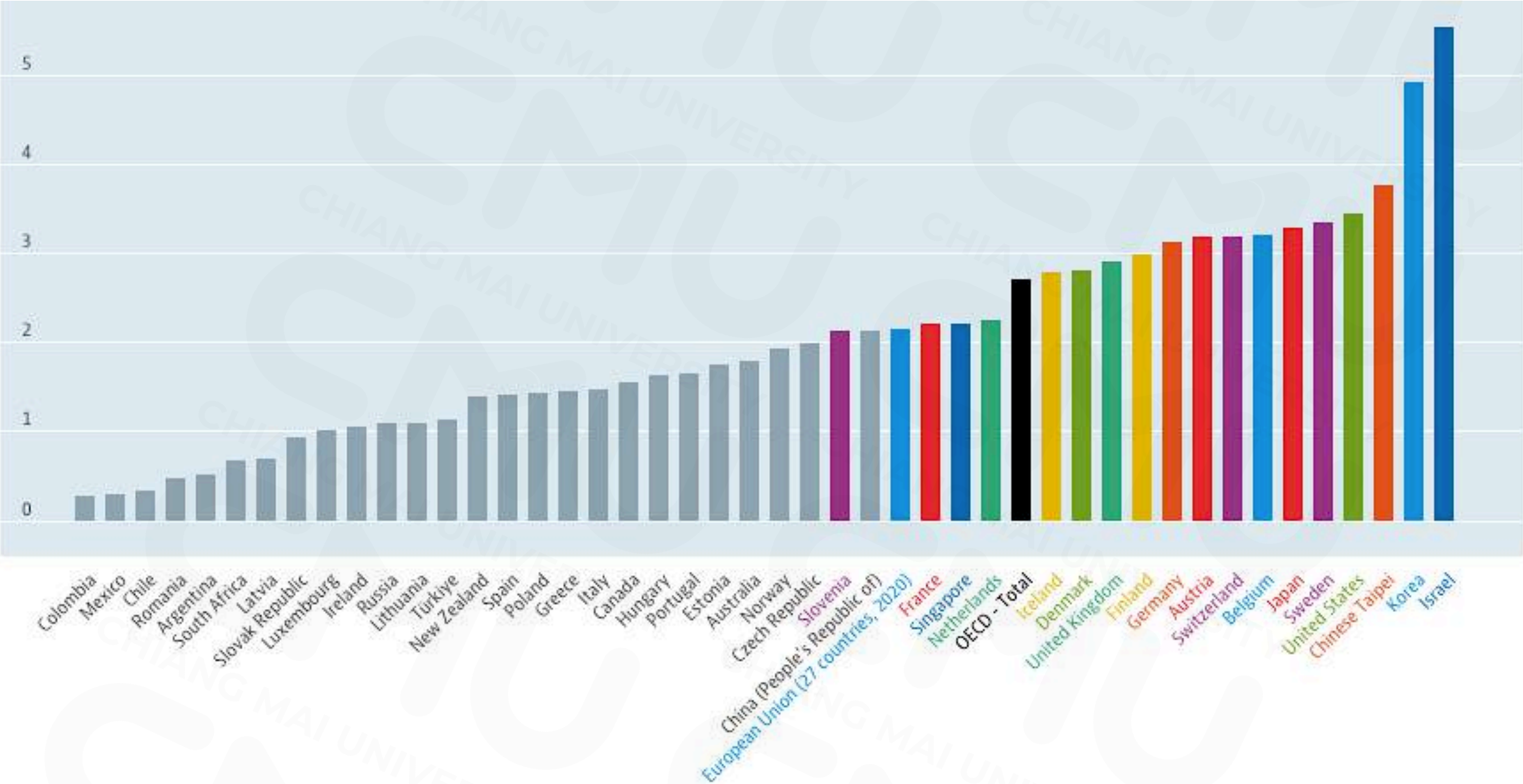
SCB 10X has opened a new physical space in Bangkok to serve as a hub for ideation, collaboration, and building in Web3 and assist in international community-building, the company said.

DistrictX will be a Web3 collaboration hub for SCB 10X, the venture investment arm of SCBX group, which will help build and incubate startups in the Web3 and blockchain industry.

Located in the heart of Bangkok, DistrictX will allow for both community building and business co-working. The 10,000 square foot spot is equipped with meeting rooms, a town hall, operational war room, podcast room and dining space offering free refreshments.

# Top 20 Gross Domestic Spending on R&D Globally

Total, % of GDP, 2022 or latest available



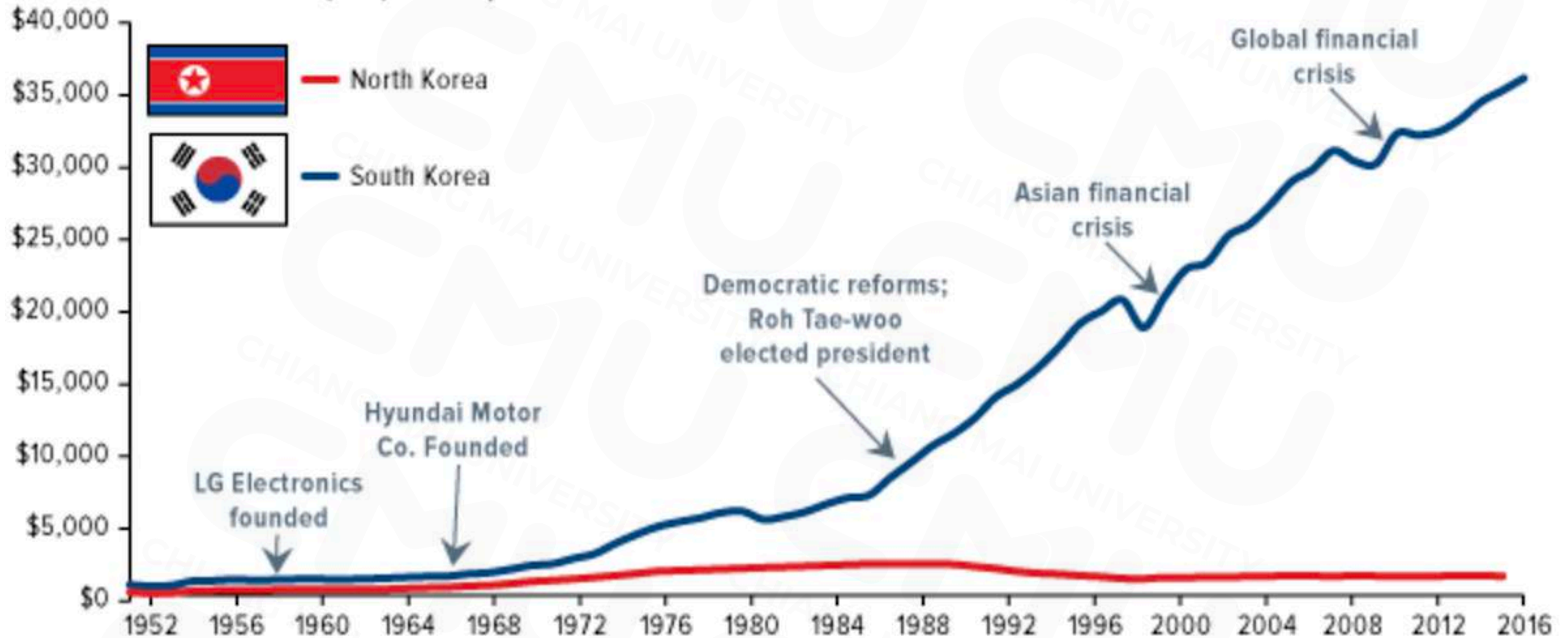
Source: Main Science and Technology Indicators

# Top 20 Gross Domestic Spending on R&D Globally

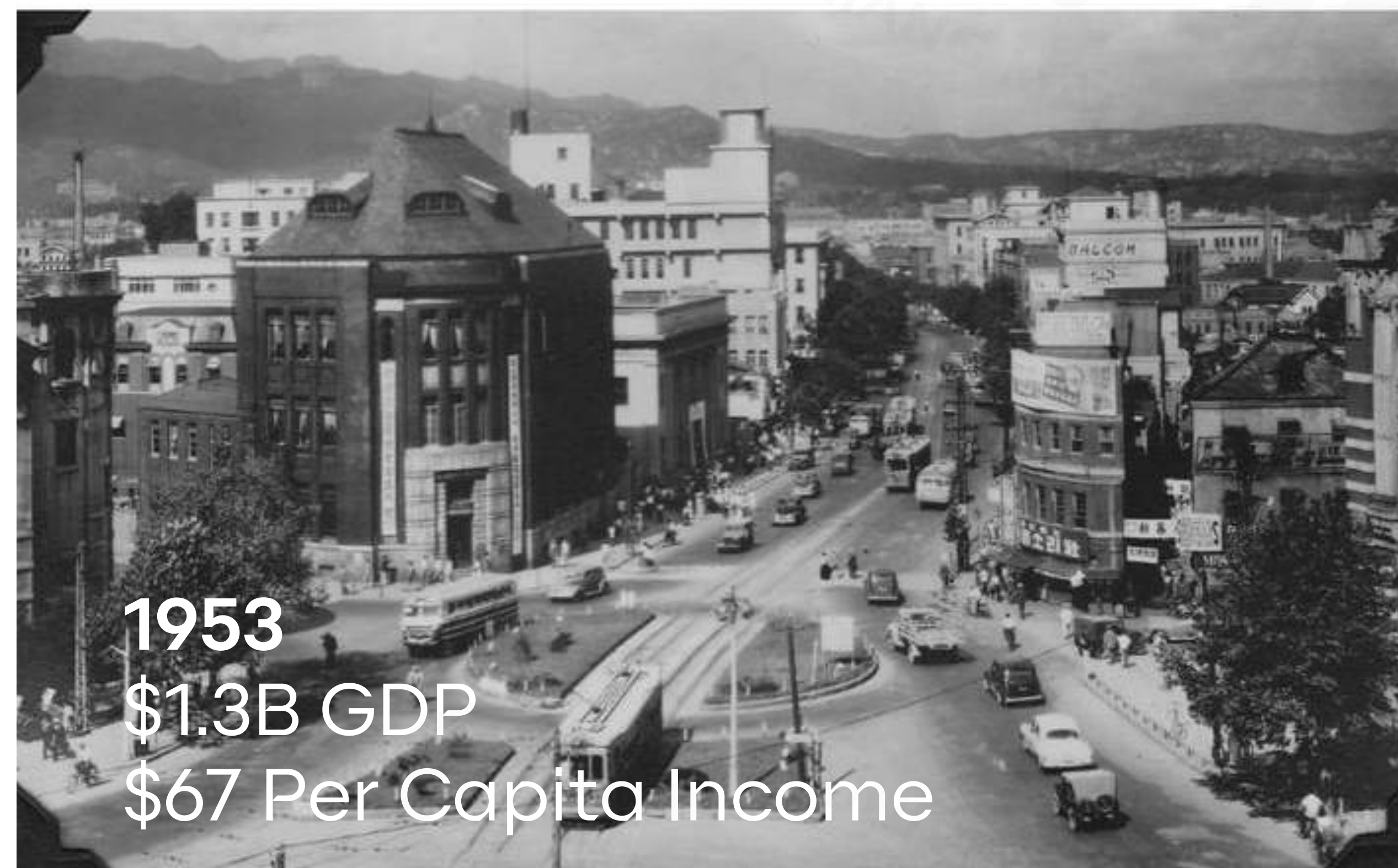
- 
1. Israel 5.6%
  2. Korea 4.9%
  3. Chinese Taipei 3.8%
  4. US 3.5%
  5. Sweden 3.3%
  6. Japan 3.3%
  7. Belgium 3.2%
  8. Switzerland 3.2%
  9. Austria 3.2%
  10. Germany 3.1%
  11. Finland 3.0%
  12. UK 2.9%
  13. Denmark 2.8%
  14. Iceland
  15. Netherlands
  16. Singapore
  17. France
  18. EU (27 countries)
  19. China
  20. Slovenia

# Miracle on the Han River, 70 Years Later

Gross National Income (GNI) Per Capita



# Miracle on the Han River



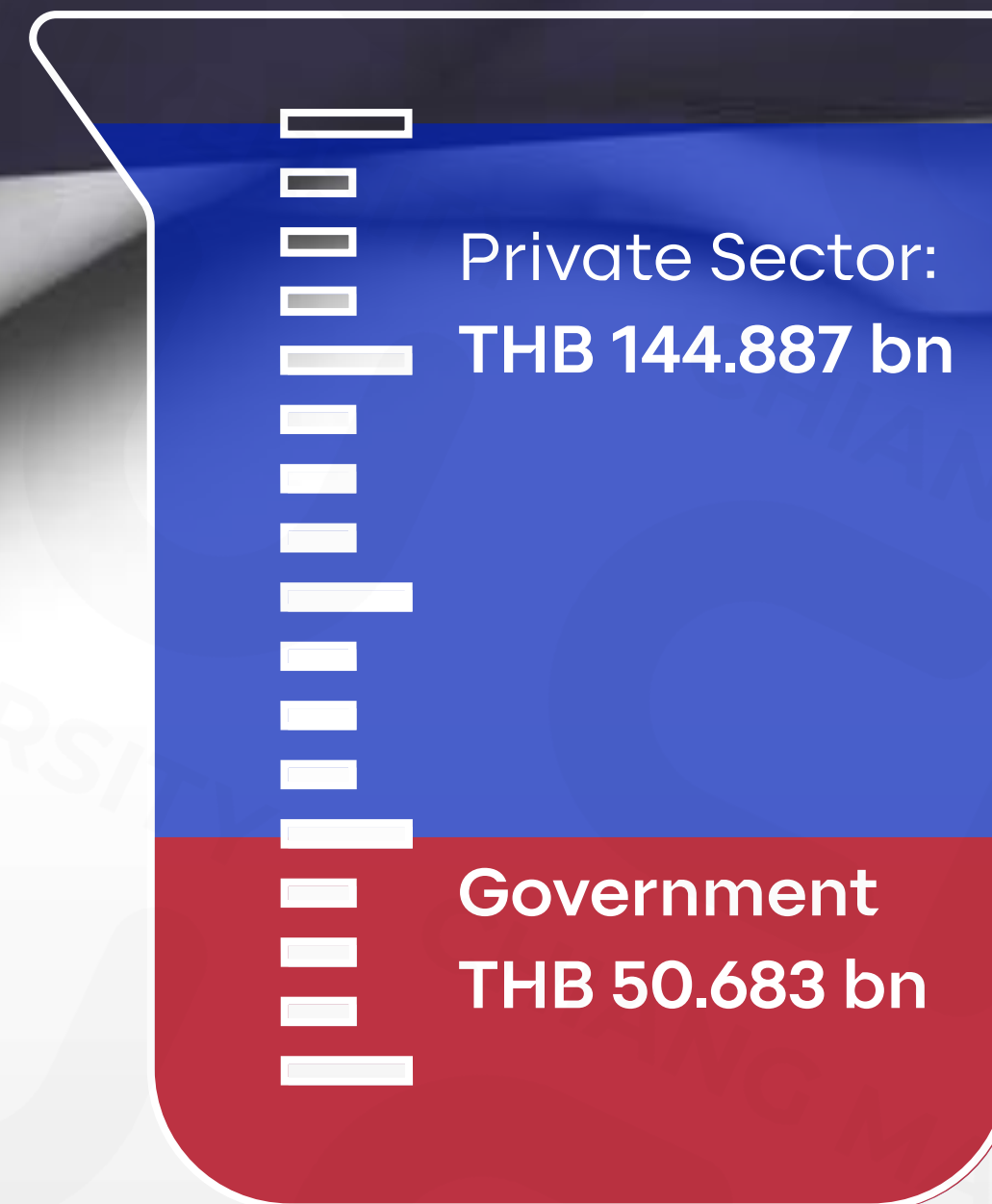
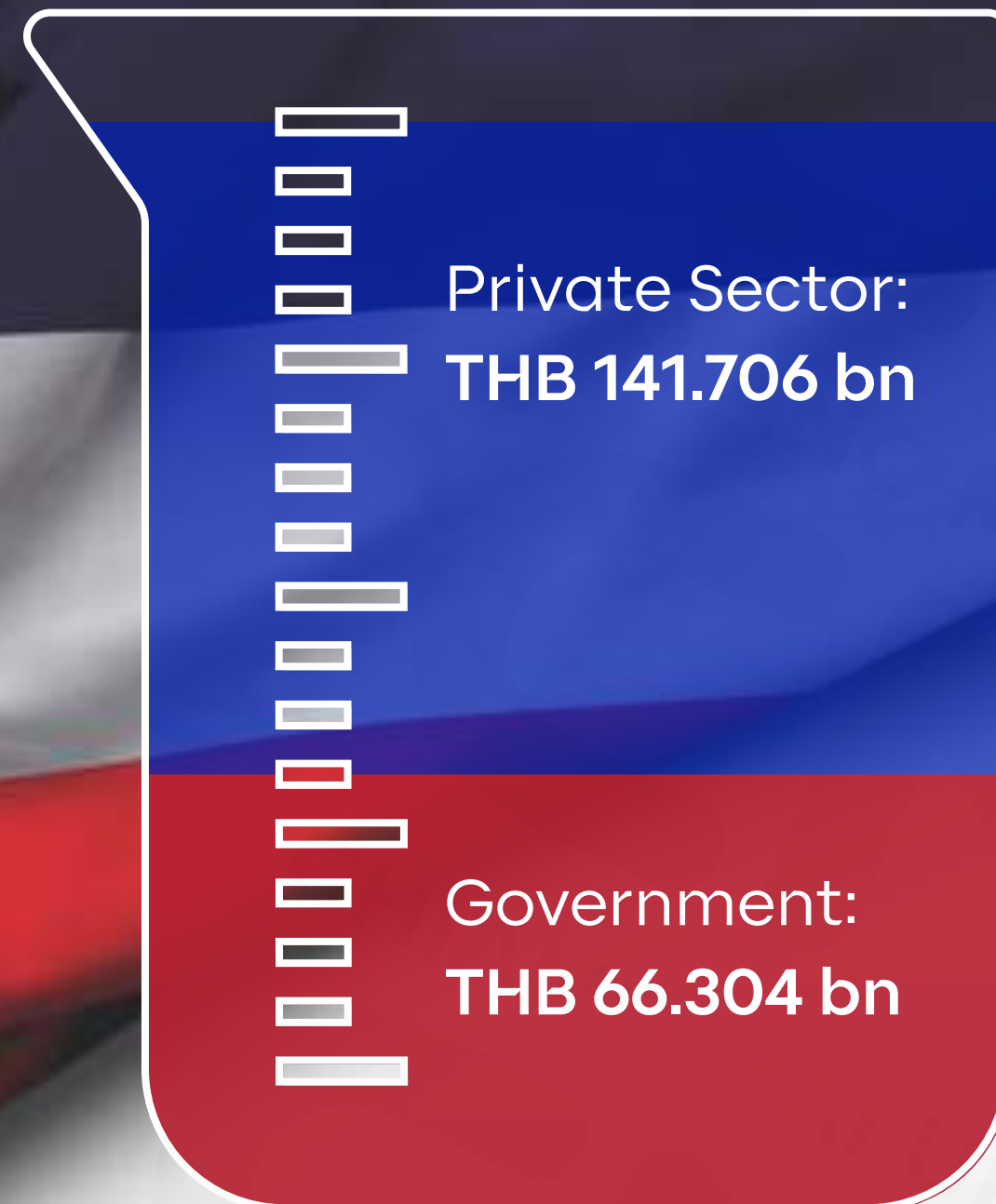
# Thailand should increase R&D Spending from 1% to 3% in 5 Years

**2020:**

THB 208.01 billion  
1.33% of GDP

**2021:**

THB 195.57 billion  
1.21% of GDP



- The decline in R&D investment in Thailand from 2020 to 2021
- Increase in private sector contribution despite the overall decline

# The 'Digital Decade'

## By 2030, the SEA Internet Economy Could Reach \$1T GMV

SEA internet economy GMV



4X - 5.7X from 2021  
15-19% per year (CAGR)



# Thailand should aspire to become The Digital Hub of SEA

2000s

“Detroit of Asia”



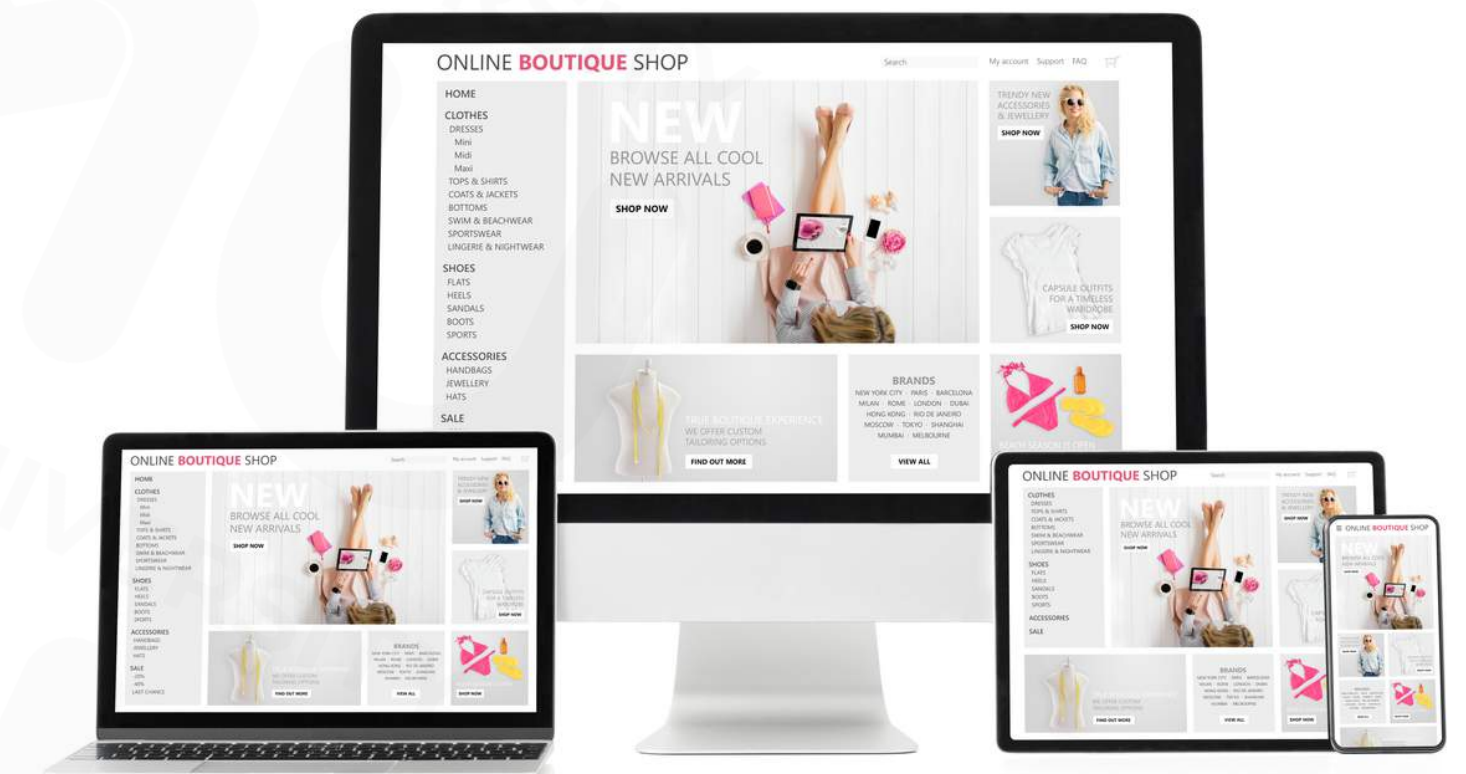
2010s

“Amazing Thailand”



2020s

“SEA Digital Hub”



Technology Platform  
as key growth engine

# Digital Hub

A physical space or a city developed for a cluster of technology digital media and internet companies





**Phuket**



**Chiang Mai**



**EEC**

# Key Benefits of the Regional Hub for Thailand

**Stimulating  
Business Dynamics**

**Value Creation in  
Domestic Supply Chain**

**Inclusive Growth**

**Human Capital  
Spillover**





SCB<sup>x</sup>

Create clarity to the  
organisation.  
**What.**  
**Why.**  
**And how to get there.**

SCB<sup>x</sup>

**Ability to see  
the future.**

Technology.

Geopolitics.

Climates.

Etc.



How to build  
**perspectives and goodwill**  
of the organisation  
to change?



SCB<sup>x</sup>

To adopt change = **Taking new risks**



SCB<sup>x</sup>

Conceptual/Strategies  
V.S.  
**Implementation**



SCB<sup>x</sup>

**Not everything** needs  
to be transformed  
and implemented  
fast and radical.