



CarboniX



Empowering Sustainability, Trading the Future



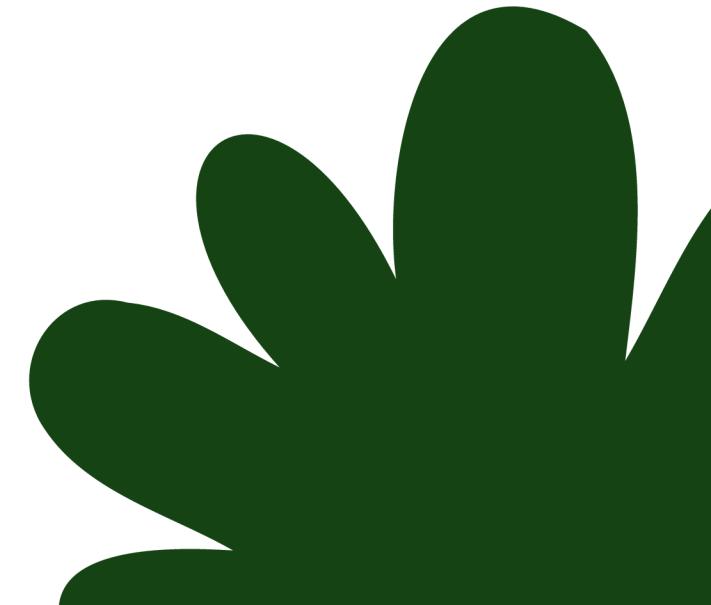
info@carbonix.com



www.carbonix.com

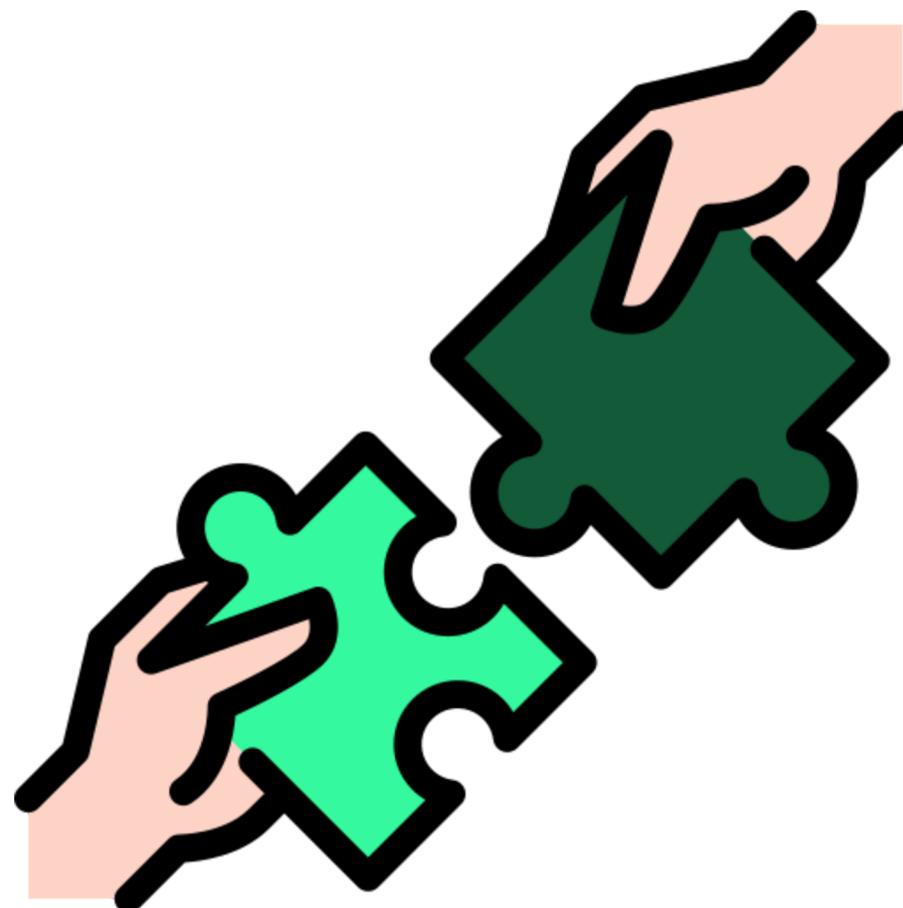
Agenda

- 1 Problem
- 2 Market Potential & Competitive Assessment
- 3 Business Model
- 4 Solution
- 5 Financial & Risk Mitigation





Market Opportunity



- **EU Impact:** 800+ Thai exporters affected by CBAM (2026); **€140B exports face carbon taxes**
- **Domestic Market:** 150M tCO₂e annual emissions; 25% reduction target by 2030
- **Market Value:** 50B baht estimated carbon credit market
- **Growth:** 40% YoY increase; 174.52 THB/tonne average price
- **Timing:** Strategic position at "critical juncture" in Thailand's carbon transition



Competitive Analysis



- **Domestic Players**

- FTIX: First exchange but low volume (~1,800 tons/11 months)
- TGO: Government-backed but not full trading platform
- V-ETS: Limited pilot program

- **Our Advantages**

- Advanced IoT + real-time monitoring
- Multi-layered verification (85% → 90% accuracy)
- Comprehensive data framework
- Diverse revenue streams
- First-mover advantage
- Thailand-specific solution



Business Model

2025



> The Size and Scope of the Market

The Carbon Credit Exchange serves as a comprehensive digital marketplace, specializing in carbon credit trading, environmental, social, and governance (ESG) consulting, and sustainability management solutions.

The platform strategically generates revenue through multiple complementary streams, effectively catering to diverse client needs and industry demands.



Customer Segments



1. Corporate Clients
2. Investors & Traders
3. Project Developers

Revenue Streams



1. Transaction Fees
2. Enterprise Subscriptions
3. Corporate ESG Solution
4. Market Data & API integration
5. Training & Seminars

Channels



1. Web & mobile applications
2. API integrations
3. Direct partnerships and sales
4. Workshops, webinars, and training seminars
5. Online self-service portal & 24/7 support center

Key Partners

- Thailand Greenhouse Gas Management Organization (TGO)
- Financial institutions and banks
- International verification and certification bodies (Verra, Gold Standard, TÜV SÜD)
- IoT sensor manufacturers and satellite data providers
- Technology vendors for data pipeline components (NiFi, Spark, Airflow) and visualization/dashboard tools

Key Activities

- Providing consultancy on Carbon Credit and greenhouse gas reduction
- Developing and managing Carbon Credit projects
- Buying, selling, and managing Carbon Credit
- Conducting training and knowledge sharing within the organization

Key Resources

- IoT sensor network and satellite imagery
- Robust data architecture
- Skilled teams of data scientists, software engineers, environmental experts, and compliance officers
- Third-party verification bodies (Verra, Gold Standard, TGO)
- Containerized microservices platform orchestrated via Kubernetes

Value Propositions

- A comprehensive digital marketplace uniting carbon credit trading and management solutions
- Data-driven transparency and trust through IoT sensors, and automated verification systems .
- Compliance support for international standards
- Progressive accuracy roadmap : 85% accuracy at MVP with a clear plan to reach 90%+ via continuous data quality improvement .

Customer Relationships

- Dedicated account managers
- Automated onboarding with KYC/AML support via the membership system
- Community engagement
- Self-service portal
- SLA-based 24/7 platform support

Channels

- Web & mobile applications
- API integrations
- Direct partnerships and sales
- Workshops, webinars, and training seminars
- Online self-service portal & 24/7 support center

Customer Segments

- Thai Exporters & Heavy Industries
- Agricultural Producers & Cooperatives
- SMEs, Project Developers & Individual Traders
- Banks & Financial Institutions
- Businesses, Cooperatives & Public Organizations (Consultancy Clients)
- Government Agencies & Verification Bodies

Cost Structure

- Salaries for data scientists, engineers, platform support, compliance, and consulting staff
- Software development and maintenance costs
- Third-party verification, certification, and audit fees for data accuracy and compliance
- Marketing, stakeholder engagement, and partnership development expenses
- General operational costs

Revenue Streams

- Transaction Fees
- Enterprise Subscriptions
- Corporate ESG Solution
- Market Data & API integration
- Training & Seminars

CARBONIX COMMUNICATION STRATEGY

KEY MESSAGE

Trade Carbon with Trust

BRAND PERSONALITY

TRUSTED - INTELLIGENCE - INCLUSIVE

TARGET AUDIENCE

EXPORTER

**INDUSTRIAL
SMES**

AGRICULTURAL

**FINANCIAL
INSTITUTION**

STRATEGIC MESSAGE

Mitigate CBAM tariffs through verified carbon reduction

Turn your data into profit through carbon credit sale

Sustainable farming now pays you back

Thailand's reliable carbon credit investment platform

OMNI-CHANNEL MEDIA STRATEGY

**OFFLINE
(EVENT, PR NEWS)**

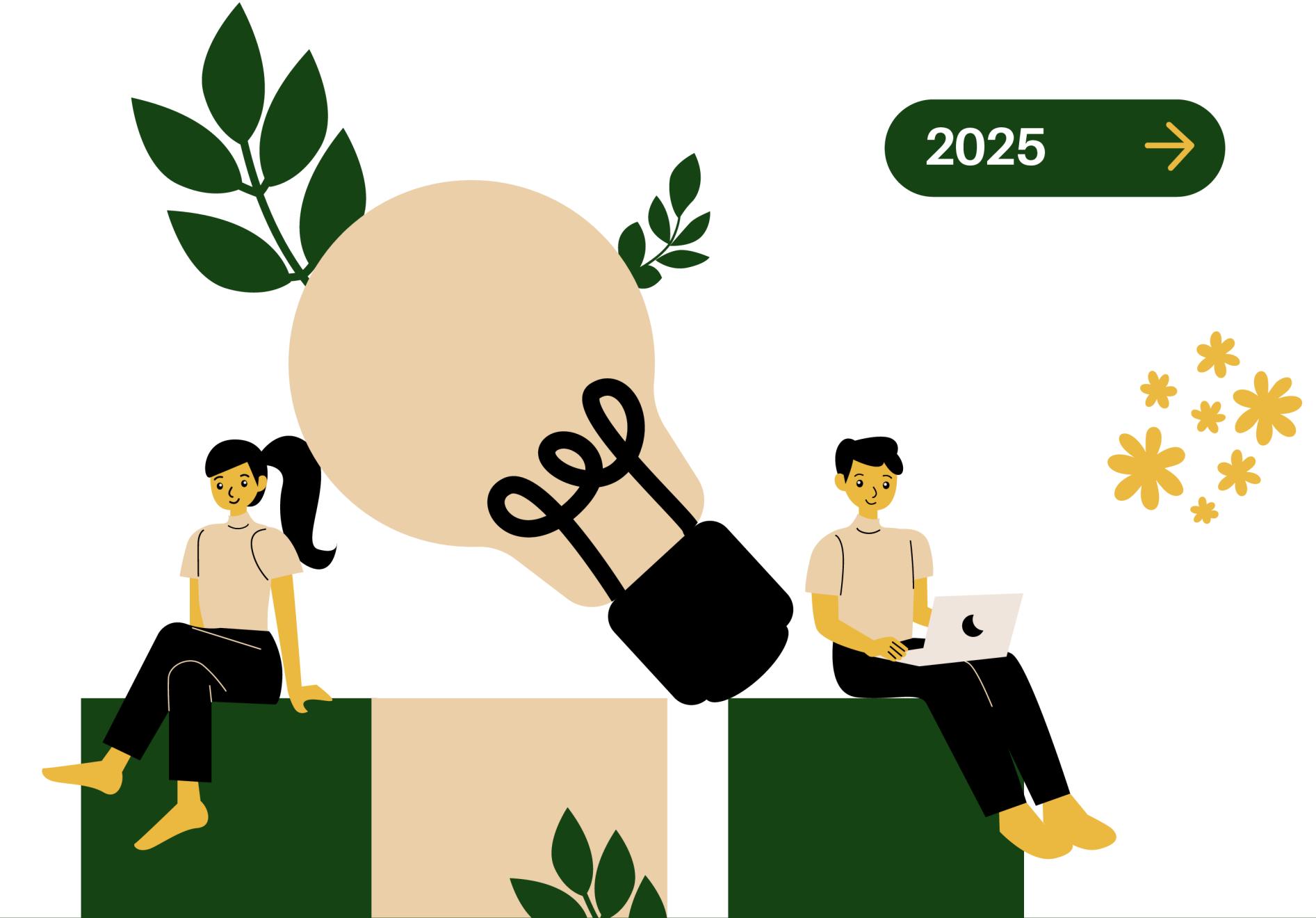
**ONLINE
(SOCIAL MEDIA, SEO, WEBSITE)**



Solution



A platform designed for creating, verifying, and trading carbon credits in Thailand



Digital Carbon Credit Market

Farms Participate in creating and selling carbon credits transparently

Organizations Verify and purchase carbon credits for sustainability

Financial Institutions Connect financial systems with the carbon credit market



Environmental Monitoring

Sensors

Measure PM2.5, CO₂, methane accurately

Real-time Data

Enhanced monitoring and analysis capabilities

Machine Learning

Increases data accuracy by more than 90%



Carbon Credit Issuance & Entity Classification

Carbon Credit Issuance

Issue carbon credits through transparent verification processes Promote responsibility and sustainable practices

Farm and Organization Types

- Net Emitters
- Net Neutral
- Net Absorbers



Carbon Credit Trading platform

Farms

Participate in creating and selling carbon credits transparently

Organizations

Verify and purchase carbon credits for sustainability

Financial Institutions

Connect financial systems with the carbon credit market



Environmental Monitoring System with IoT



Sensors IoT

Measure PM2.5, CO2, methane accurately



Real-time Data

Enhanced monitoring and analysis capabilities



Machine Learning

Increases data accuracy by more than 85%





Carbon Credit Issuance and Entity Classification System

Credit Issuance



Issue carbon credits through transparent verification processes



Promote responsibility and sustainable practices

Types



Net Emitters

Produce more carbon than they absorb must purchase credits.



Net Neutral

Carbon balanced neither buy nor sell credits.



Net Absorbers

Absorb more carbon than they emit can sell credits.



Consulting Services and Revenue Generation Tools



Consulting Services

Help with certification and strategic business planning



Training

Skill enhancement for regulatory compliance



API and Premium Data

Revenue generation channels for organizations



CarboniX

Empowering Sustainability,
Trading the Future

Verification
system

Data
recording and
transparent
inspection

Public
Reporting

Access to
data and
project results

Create
Carbon
Credits

From
environmental
data and IoT

Trading

Through the
platform
marketplace

Verified
Body

By global
standards
(Verra, Gold
Standard &
TGO)

Financial

For
sustainable
projects

Carbon Exchange

Thailand's first data-driven carbon credit exchange platform. Transform environmental responsibility into economic opportunity.

[Start Trading →](#)**150M tCO2e**

Annual emissions from Thai heavy industries

**25% by 2030**

Thailand's NDC commitment for reduction

**50B THB**

Estimated carbon credit market value

Featured Projects



Financial Projection & ROI Overview



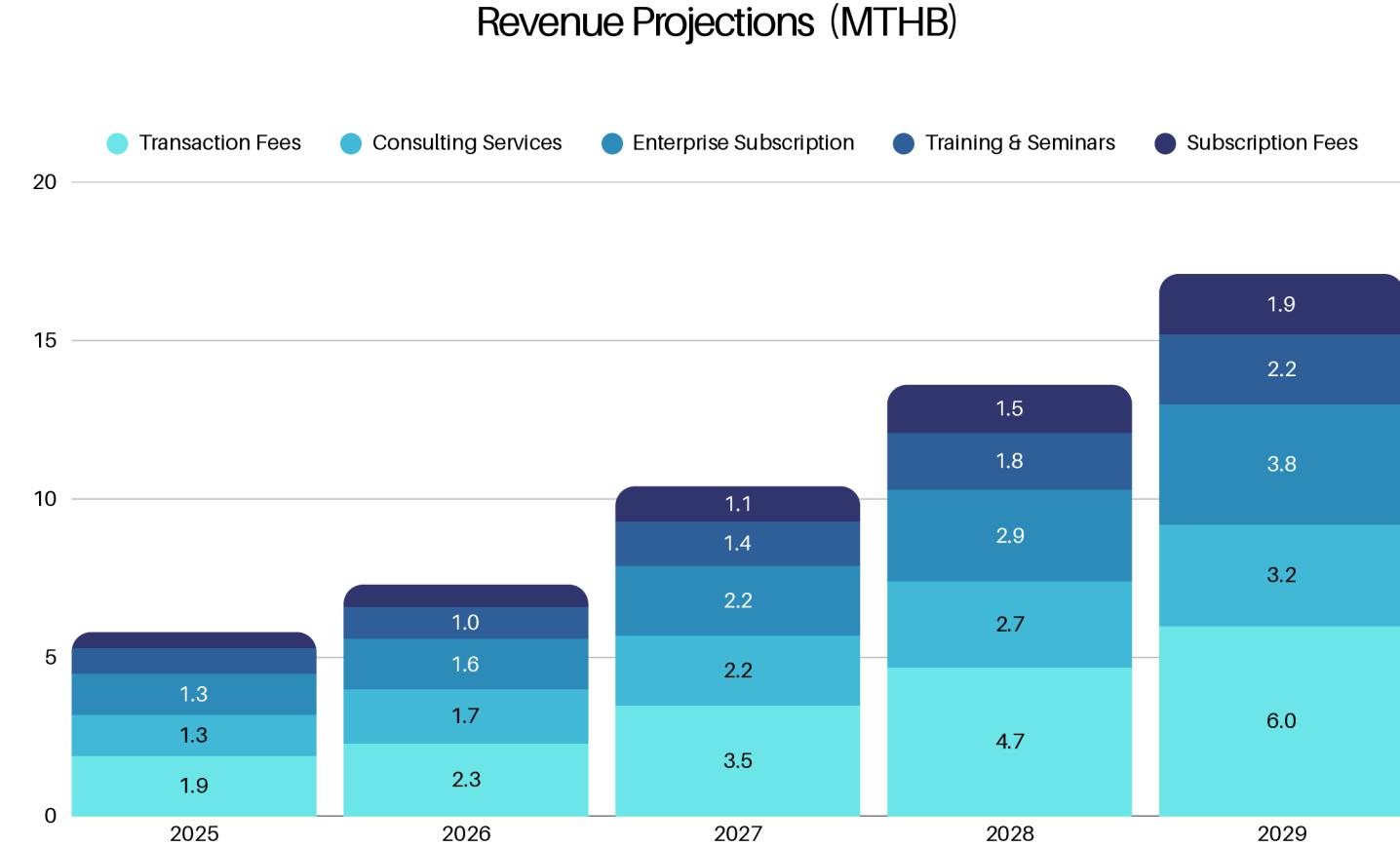
Financial Projection & ROI Overview

Our carbon platform targets Thailand's growing voluntary carbon market with a projected 6.2M THB in first-year revenue, driven by transactions, consulting, subscriptions, and data services. **With a 22% ROI and a 2.78-year payback period**, the model offers strong early returns and scalable growth potential in a rising ESG-focused economy.



Diversified Revenue Streams

- Carbon Trading Base:** 330M THB projected market; aligned with global fee benchmarks
- Consulting & Training:** High-margin, value-added services targeting key industries
- Subscription Growth:** Tiered pricing for SMEs to enterprises; strong recurring potential
- Platform Expansion:** API, analytics, and compliance tools for ecosystem integration
- Positioned for Growth:** Revenue scales with market maturity and ESG adoption





Risk Mitigation



Strategic & Regulatory Risks

- Diversify credit types (forestry, technology)
- Engage in lobbying and scenario planning
- Use robust verification (ICROA, VERRA)
- Prioritize transparency and stakeholder trust



Operational Risks

- Implement redundant systems and disaster recovery
- Utilize AI for fraud detection
- Apply credit insurance and collateral
- Adopt cloud infrastructure for scalability



Financial Risks

- Maintain reserve capital and credit lines
- Use credit scoring and diversify buyers
- Hedge currency and interest rate exposures
- Use fixed-rate contracts for stability



Data Privacy, Security & Compliance

- Encrypt data and use multi-factor authentication
- Conduct compliance audits regularly
- Deploy surveillance tools to prevent manipulation
- Enforce strict AML and KYC processes





**Asst. Prof. Worapol Pongpech
Advisor**

Our Team

➤ The People Behind the Vision

Our Commitment

Through relentless ideation and teamwork, CarboniX delivers a future-ready solution that balances profitability with planetary impact, paving the way for a sustainable tomorrow.



**Phanuwat
Chatchinnarat**

**Tanyavat
Kaew Pradit**

Ruj Kasetsuwan

Atisak Tongdeeput

**Kanokpon
Cheevanichapan**

**Piyawat
Visessri**

**Watanyu
Lertpongpreecha**



2025



Thank You

 info@carbonix.com

 www.carbonix.com

