

Group name: Pet Me!

<u>Key Partners</u> Wongnai Food Provider Payment Posture Government LINE Major Cineplex Lalamove Alpha Fast	<u>Key Activities</u> Processing meal order Marketing Sell advertisement Thai consumer research Market research Sales	<u>Value Propositions</u> Low cost Time & cost-effective Reliable daily life assistant Improving user’s experience Travel faster Safety Reach more customers	<u>Customer Relationships</u> Promotion and discount coupon Automated services	<u>Customer Segments</u> Traveler Couple University Students Family SMEs Students Young Adult Thailand’s LINE users
	<u>Key Resources</u> System Infrastructure Taxi Restaurant Development Team Motorcycle Convenience store Sales Shopping center Cloud service provider LINEMAN Platform and Application Customer Driver Marketing Deliver man		<u>Channels</u> E-commerce Application Influencers PR	
<u>Cost Structure</u> Platform and application development Salary Marketing & Sales General & Administrative Point of Service System Software Maintenance Delivery man Wongnai’s data accessing			<u>Revenue Streams</u> Brokerage fee In-App Purchase Advertising Commission	