

PARTNERSHIP PROPOSAL

Become a founding restaurant partner

成为 VegeBuddy 创始餐厅伙伴 — 100% 素食客群，低佣金第二渠道。

500+ users 用户

Launched June '26 六月上线

100% vegetarian 纯素食

VegeBuddy Technologies · Made with ❤️ in Malaysia



TODAY'S REALITY

The problem on big platforms

大平台上的三大痛点

High commission

Commission eats the margin

高额佣金吃掉利润

Major platforms can charge high delivery commissions, depending on your contract — before ads and promo co-funding. 大平台的外送佣金依合约而定，往往偏高；这还没算广告费与促销共担。

1 in 1000s

Lost among non-veg listings

淹没在荤食店家之中

Vegetarian filters are buried; ranking higher means paying for ads. 素食筛选被埋在深处，想排前面就得花钱买广告。

Wrong crowd

Vegetarian customers can't find you

素食客群找不到您

The people actively searching for vegetarian food are not being routed to your kitchen. 真正在找素食的顾客，并没有被导向您的厨房。

WHO WE ARE

VegeBuddy at a glance

认识 VegeBuddy — 马来西亚素食生活一站式 App

Every user opens it for one reason: to eat vegetarian. You reach the right crowd, never buried among non-veg listings. 每位用户打开它只为一件事：吃素。

Discover restaurants 发现素食餐厅

AI menu Scan AI 菜单扫描

Community & meetups 社区与聚餐

Food ordering — where you come in 在线点餐

500+

app users &
growing 用户持续增长

**June
'26**

app launched 正式上线

100%

vegetarian
audience 纯素食客群



English · 中文 · Bahasa Malaysia — app & merchant portal

YOUR CONCERN Nº 1 · 佣金

Commission structure

佣金结构 — 三种方案，随时切换

FREE

RM0 / month · 月费

12%

per delivery order 每笔外送订单

3% on pickup orders 自取订单 3%

Weekly payout · 每周结算 (min RM50)

No storefront badge 暂无徽章

PLUS · MOST POPULAR

RM49 / month · 月费

8%

per delivery order 每笔外送订单

2% on pickup orders 自取订单 2%

Payout 3x a week · 每周三次 (min RM20)

TRUSTED BADGE · 信任徽章

PRO

RM149 / month · 月费

5%

per delivery order 每笔外送订单

0% on pickup orders 自取订单免佣

Daily payout · 每日结算 (min RM5)

PREMIUM BADGE · 尊享徽章

Rate is locked on each order at checkout — never changed retroactively. 佣金率在下单当刻锁定，绝不追溯调整。

No ad fees, no ranking fees, no equipment rental, no lock-in contract. 没有广告费、排名费、设备租金，也没有绑约。

FOUNDING PARTNER OFFER

Two offers, for founding partners only

创始合作伙伴双重优惠 — 9 月 30 日前入驻

EVERY NEW MERCHANT · 所有新商家

0%

commission for your first 30 days

首 30 天 0% 佣金（每笔订单）

All merchants are settled weekly during the commission-free period; your plan's faster payout starts after day 30. 佣金假期
内统一每周结算，30 天后按方案结算。

Then Free plan by default: RM0 monthly, 12% delivery,
cancel anytime. 之后默认免费方案，随时退出。

IF YOU PICK A PAID PLAN · 选择付费方案

50% off

Plus & Pro for your first 3 billing months

Plus 与 Pro 首 3 个计费月享 5 折

Plus 进阶版
RM24.50 /mo

Pro 专业版
RM74.50 /mo

Subscribe by 30 September 2026 · full price from month 4. 9
月 30 日前订阅，第 4 个月起恢复原价。

No signup fee · no setup fee · no hardware cost — a phone or laptop is enough. Hand-picked into VegeBuddy Picks & vegetarian search. 零注册费、零
硬件成本；入选 VegeBuddy 精选。

Free, Plus and Pro side by side

免费版 · 进阶版 · 专业版 — 逐项对比

Package 套餐	Free 免费版	Plus 进阶版	Pro 专业版
Monthly fee 月费	RM0	RM49	RM149
Delivery commission 外送佣金	12%	8%	5%
Pickup commission 自取佣金	3%	2%	0%
Active vouchers 生效优惠券	1	10	Unlimited 无限
Veg-day promo toolkit 素食日工具	—	Included 含	Included 含
Analytics window 数据范围	7 days 天	7 / 30 / 90 days 天	7 / 30 / 90 days 天
Insights, peak times & zero-sale alerts 洞察提醒	—	Included 含	Included 含
Weekly AI business digest 每周 AI 摘要	—	—	Included 含
Storefront badge 店铺徽章	—	Trusted 信任	Premium 尊享
Payouts 结算 · min 最低	Weekly 每周 · RM50	3× a week 每周三次 · RM20	Daily 每日 · RM5

Switch plan anytime in the portal; every plan includes human support from our team. 随时在后台更换方案；所有方案都有真人客服。

SHOW ME THE MONEY · 实际到手

A RM30 order, compared

同一张 RM30 订单，您能拿到多少？

Example major platform 大平台示例

30% illustrative commission*



RM21.00

VegeBuddy Free 免费方案

12% commission · 佣金 12%



RM26.40

VegeBuddy — first 30 days 首 30 天

0% founding offer · 佣金 0%



RM30.00

+RM5.40 more in your pocket on every RM30 order — without changing your kitchen.

每张订单多赚约 RM5.40，厨房照常运作（未计线上支付手续费）。

*Illustrative comparison — major-platform delivery commissions vary by contract; confirm your own. Online payment processing fees apply on all platforms, including ours. Customer pays the delivery fee in all three cases. * 仅为示意对比，请以您的合约为准。

YOUR CONCERN № 2 · 配送费

Delivery fee model

配送费怎么算 — 由顾客支付

RM3.50

flat, within 3 km 3 公里内统一价

+RM1.00

per extra km 每超出 1 公里

RM12

max customer fee 顾客最高

EXAMPLES · 例子

2 km

RM3.50

6 km

RM6.50

12-15 km

RM12.00

Delivery radius: up to 15 km from your kitchen. 配送范围：以厨房为中心 15 公里。

RMO

base delivery cost to the restaurant

餐厅基础配送成本 RMO，除非您自行选择补贴。

The customer pays the distance fee. Within the supported radius, VegeBuddy absorbs courier-cost differences above the capped fee — not your payout. 高于封顶价的骑手成本差额由 VegeBuddy 承担，不从您的货款中扣除。

NO RIDERS NEEDED · 无需骑手

Delivery with Lalamove

Lalamove 配送整合 — 内置在系统里

No riders to hire or manage

On-demand fleet, booked automatically with your kitchen's GPS pin. 无需自聘骑手。

One tap when food is ready

Tap "Dispatch rider" and a Lalamove driver is requested. 餐做好，一键召唤骑手。

Live tracking & photo proof

Driver name, plate and a doorstep photo on delivery. 实时追踪，送达拍照存证。

We handle rider coordination

If there is a delay, VegeBuddy manages the customer update. 骑手协调由 VegeBuddy 处理。

IN YOUR PORTAL · 后台画面

Dispatch rider · 召唤骑手

Lalamove driver assigned · 已派单

Ahmad · WXY 4521 · 前往取餐中

Live tracking · 实时追踪

追踪链接同步给顾客

Delivered · 送达拍照存证

订单自动完成

CLEAR DELIVERY, HAPPIER CUSTOMERS · 配送清楚，顾客更安心



配送清楚，顾客更安心

Clear delivery, happier customers.

费用先显示，Lalamove 追踪链接，补贴可选且有上限。
Upfront fees, Lalamove tracking, optional capped subsidies.

骑手安排

Rider booking

按订单叫骑手

Lalamove; 实际匹配以骑手供应而定。
Auto-booked when ready;
subject to rider availability.

商家补贴 (可选)

Optional merchant subsidy

固定折扣或满额免运;
按你设置的上限计算。
Fixed discount or
free-above-spend, capped
by your settings.

买家配送费

Buyer delivery fee

≤ 3 km	RM3.50
超过 3 km	+ RM1 / km
封顶 / Cap	RM12.00

付款前显示，无隐藏惊喜
Shown upfront. No surprises.

顾客

Customers

费用先看清
See fee upfront

骑手

Riders

追踪链接
Tracking link

商家

Merchants

封顶补贴
Capped subsidy

平台

Platform

成本独立核算
Courier cost tracked

一个平台。费用透明。体验更稳。

One platform. Transparent fees. Better experience.

FROM SIGN-UP TO SELLING · 入驻

Onboarding journey

入驻流程 — 一次到店，全部搞定

1

Set up your shop 设置店铺

Guided wizard: shop info, GPS pin, hours, photos, bank details. 引导式设置。

~30 min · 专人陪同

2

Verification 平台审核

We review your listing; licences uploaded during onboarding. 团队审核店铺资料。

1-2 days · 1-2 天

3

Build your menu 上架菜单

Items, photos, prices, prep time, dietary tags — change anytime. 随时可改。

same visit · 当天完成

4

Go live 正式开卖

You appear in vegetarian search, Discover & VegeBuddy Picks. 出现在素食搜索与精选。

within a week · 一周内

A VegeBuddy person sits with you for setup, and stays one WhatsApp away after launch. 入驻由专人陪同完成，上线后随时 WhatsApp 联系。

HOW AN ORDER WORKS · 订单流程

Order flow, end to end

从下单到送达的全流程

01

Customer orders & pays in-app

顾客下单，在线付款

02 · YOUR TOUCH

Your portal rings with the new order

后台响铃提醒新订单

03

Kitchen accepts & prepares

接单备餐，时长由您设定

04 · YOUR TOUCH

One tap — Lalamove rider dispatched

一键召唤骑手

05

Rider collects from your counter

骑手到店取餐

06

Customer tracks the rider live

顾客实时追踪配送

07

Delivered — photo proof, auto-completed

送达拍照，自动完成

08

Order value flows into your settlement

货款自动进入结算

Your only two touches: accept the order, and tap dispatch when the food is ready. 您只需两步，其余全自动。

YOU STAY IN CONTROL · 商家后台

Your merchant portal

用手机或电脑就能管理，免设备租金

Live orders with sound alerts

订单看板，响铃提醒

Menu, prices & photos — edit anytime

菜单价格随时改，即时生效

Opening hours & a pause button

营业时间自定，太忙可暂停接单

Vouchers & promos you control

优惠券由您决定，不强制促销

Statements, payouts & per-order breakdown

对账单与每笔订单明细

English · 中文 · Bahasa Malaysia

后台支持三语，团队都会用

Want to boost sales? Optionally subsidize the delivery fee — a fixed RM off every order, or free delivery above a spend you set. Fully optional, capped by you, switch off anytime. 可选择补贴配送费，上限由您设定。



结算透明，每一笔都清楚

Transparent payouts. Every time.

按配置生成结算，佣金与补贴都有明细。
Plan-based settlements with clear commission and subsidy breakdowns.



按配结算
Plan-based



明细锁定
Snapshots



银行资料
Bank details

结算概览 (示例)

Settlement overview (example)

	商品销售 Food sales	+RM 1,250.00
	平台佣金 12% Commission snapshot	-RM 150.00
	商家配送补贴 Merchant delivery subsidy	-RM 50.00
	小单费 Small-order fee	+RM 10.00
	预计净结算 Estimated net	RM 1,060.00



佣金按下单时锁定
Rates are snapshotted at checkout



结算状态
Payout status

Free: 每月 / RM50
Plus: 每周 3 次 / RM20
Pro: 每日 / RM5



放心增长
Built for growth

退款 / 调整会另列明细
Refunds and adjustments stay visible.

WHERE THE MONEY GOES · SETTLEMENT

Payouts & settlement

透明结算 — 每一张订单、每一笔费用都清清楚楚

Customer pays online

顾客在线付款

Itemized settlement per order

每笔订单逐项结算

Payout to your bank

按结算周期发放

FIRST 30 DAYS · 首 30 天

0% commission · weekly payout · min RM50

0% 佣金 · 每周结算 · 满 RM50 可提

All merchants settle weekly during the commission-free period. 佣金假期内统一每周结算。

AFTER DAY 30, BY PLAN · 之后按方案

FREE

Weekly 每周结算 · min RM50

PLUS

3x a week 每周三次 · min RM20

PRO

Daily 每日结算 · min RM5

Every order is itemized — subtotal, delivery fee, commission, refunds, adjustments and net payout. 每笔订单逐项列明，一清二楚。

VegeBuddy vs the big platforms

与大平台的对比 —— 我们是并行的第二渠道

	VegeBuddy	Big platforms 大平台
Commission 佣金	12% — down to 5% 最低可至 5%	high, by contract 偏高，依合约而定
Audience 客群	100% vegetarian buyers 纯素食顾客	mass market, mostly non-veg 多为荤食
Being found 曝光	curated in VegeBuddy Picks 入选精选	pay ads to rank 买广告才排前面
Delivery cost to you 配送成本	RM0 — customer pays 由顾客支付	promos often co-funded 促销共担
Support 支援	direct line to the founders 直接联系创办团队	ticket queues 排队等客服工单

Honest note: their reach is bigger today. VegeBuddy is not a replacement — it's a second channel where every user is your customer, at a fraction of the cost. VegeBuddy 是您的第二渠道，两者可并行。

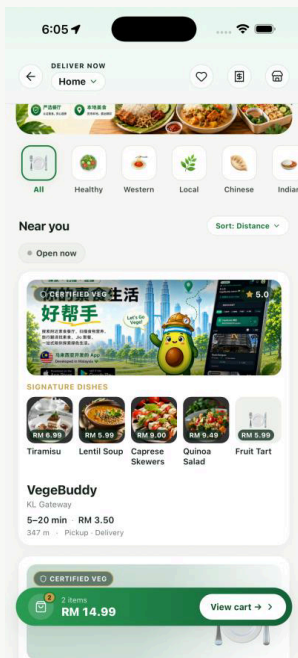
From discovery to checkout

从发现到结账的无缝体验 — 熟悉、低阻力的下单流程

01 — Discover 发现



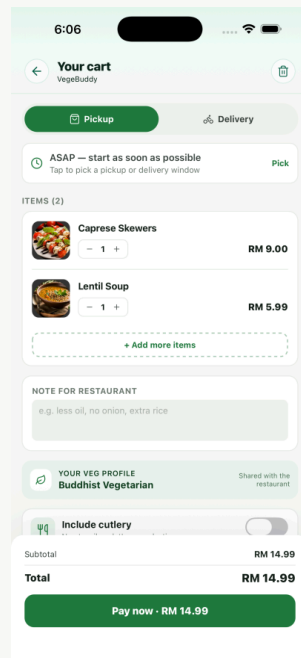
02 — Browse 浏览



03 — Restaurant 餐厅



04 — Cart & pay 下单付款



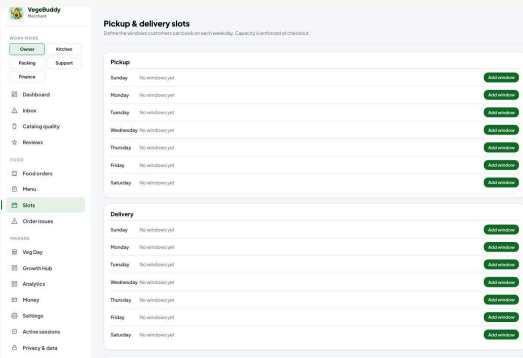
A familiar, low-friction flow keeps vegetarian choices visible — and makes ordering feel effortless. 让素食选择更显眼，下单更轻松。

MERCHANT PORTAL EXPERIENCE · 商家后台体验

Everything you need, in one workspace

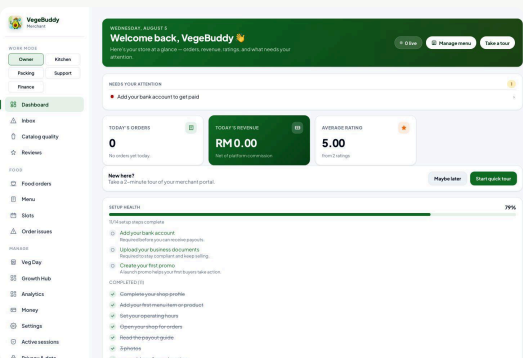
设置店铺、日常运营与业务增长 — 一个后台完成

Live orders 订单看板



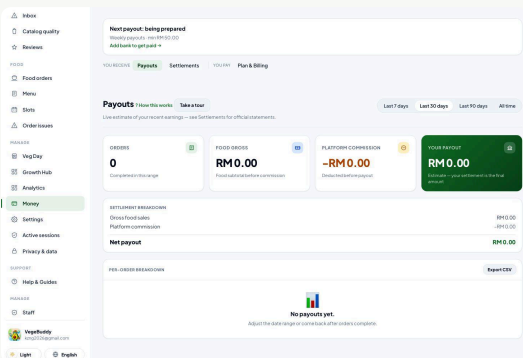
Sound-alert order board — accept, prep time, dispatch. 响铃提醒，一屏接单。

Daily dashboard 每日概览



Today's sales, orders and refunds at a glance. 今日营业额一目了然。

Payouts & statements 结算对账



Every order itemized, with net payout per settlement. 每笔订单逐项列明。

One portal connects every merchant task — set up, run, and grow. 一个后台连接所有商家任务，日常运营更简单。

LET'S EAT WELL TOGETHER · 下一步

Next steps

1 Say yes — sign the founding partner form today

今天签署创始伙伴表格

2 We onboard you — shop, menu & bank in one visit

我们上门协助完成设置

3 Go live within a week — 30 days at 0% commission

一周内上线，首 30 天佣金全免

No signup fee · no lock-in contract · cancel anytime. 零费用、无绑约、随时退出。



Ready to join? 准备加入?

WhatsApp 011-11229835

vegelahmy@gmail.com

Or register directly in the merchant portal 也可直接注册:

merchant.vegebuddy.com/sign-in

VegeBuddy Technologies · Made with ❤️ in Malaysia