

TACC

บริษัท ที.เอ.ซี. คอนซูเมอร์ จำกัด (มหาชน)  
T.A.C. CONSUMER PUBLIC COMPANY LIMITED

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## CEO

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## CFO

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## IRO

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## Company Background

The Company engages in the business of sourcing manufacturing and distribution of beverage in tea and coffee categories and lifestyle products. The Company distributes its products using both domestic and overseas channels. The nature of product can be separated into 2 main categories.

1. Business to Business (B2B) such as Cold Beverage Dispenser (ice-coffee, milky ice-tea and ice-latte) sold at 7-Eleven Thailand, Instant Power Drink for distribute to All Café and Hot Beverage Dispenser.
2. Business to Customer (B2C) such as Read-to-drink green tea under the brand "Zenya" instant Powder Drink under the brand Na-Arun, Chocolate Hershey's Beverage, The Licensing agent such as San-X, "Dog Please (Maaja)", "Art Story", "Jay The Rabbit" and Business Café.

## Key Development of Company

2021 TACC has launched the Cold Beverage Dispenser Lychee Berry Twist and taking Berry at 7-Eleven.

TACC has launched Peach Cherry Blossom and Melon Milky Series under All Café at 7-Eleven.

TACC launched a new character from Thailand, "Jay The Rabbit".

2020 TACC has launched the Cold Beverage Dispenser Matcha late at 7-Eleven.

TACC has launched Honey Black Tea and Hojicha under All Café at 7-Eleven.

TACC has launched Aloe Vera Topping under All Cafe at 7-Eleven.

## Revenue Structure

Period : 31 Dec

(Unit : MB)

	2020	%	2019	%	2018	%
รายได้จากโฆษณา	1,314.74	99.85	1,520.27	99.37	1,289.60	99.54
-B2B	1,248.84	94.84	1,358.67	88.81	1,143.22	88.24
-B2C	65.90	5.00	161.60	10.56	146.38	11.30
รายได้อื่น	2.00	0.15	9.61	0.63	5.99	0.46
รายได้รวม	1,316.74	100.00	1,529.88	100.00	1,295.58	100.00

CG Report Score :

THSI List : -

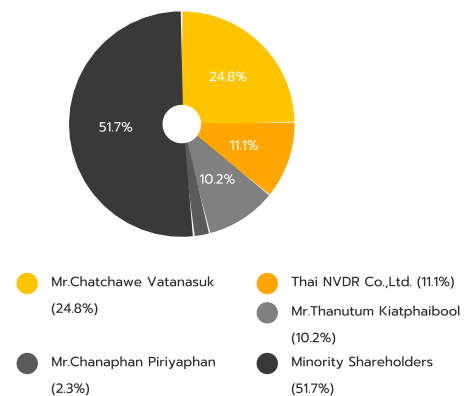
## Stock Data (08/03/2021)

	YTD	2019	2018
Paid-up (MB)	152.00	152.00	152.00
Listed share (M)	608.00	608.00	608.00
Par (B)	0.25	0.25	0.25
Market Cap (MB)	3,708.80	2,663.04	1,532.16
Price (B./share)	6.10	4.38	2.52
EPS (B)	0.31	0.27	0.11

## Statistics (08/03/2021)

	P/E	P/BV	Div.Yield
TACC (x)	25.50	6.65	3.80
AGRO - mai (x)	71.52	3.32	2.25
AGRO - SET (x)	26.34	2.08	2.59
mai (x)	77.56	1.97	2.32
SET (x)	40.29	1.75	2.46

## Shareholder Structure (16/11/2020)



## Financial Ratios

	2020	2019	2018
ROE (%)	26.07	10.76	10.34
ROA (%)	23.32	7.46	9.70
D/E (x)	0.40	0.46	0.46
GP Margin (%)	33.87	30.71	28.76
EBIT Margin (%)	17.89	13.35	7.15
NP Margin (%)	14.29	10.59	5.28

# Business Plan

- Grow together with major trading partners, with an aim operate the business under sustainable growth and Business partnership principles.
- Focus on continuous product development to differentiate the business.
- Create and strengthen distribution channels in both domestic and international markets.
- Increase sales volume from International market and Domestic market by maintaining existing customer base and tapping into new consumer groups.

## Investment Highlight

1. The Company's management has more than 20 year, of experience in beverage industry, They have thorough understandings of beverage industry, They also possess comprehensive understanding of consumer's behaviors allowing them to set effective marketing strategies for the Company.
2. The Company as a Key Strategic Partner with CPALL for along time 18 Year, The Company was received Exclusive Contract three years and auto renew. The Company is given the opportunity to continuously develop is new products.
3. The Company's focus on developing unique and different products as well as giving high importance to working closely and sincerely with Business Partnership in order to build strong relationship and to grow together.
4. The grow opportunity of the launch new products. The Company as the SME Business has limitations in terms of investment funds, thus the management must analyze the competitive situation thoroughly in order to find new opportunities and market that the Company is able to compete so, the Company is able to Continuously expand its business.

## Risk Factor

### 1. RISK FORM KEY CUSTOMER DEPENDENCY

The Company's total revenue as of December 31, 2020, 95% come from transactions with CPALL Public Company Limited. Therefore, if the Company loses the said customer or the customer reduces its orders, it will significantly have an impact on the Company's revenue and financial performance.

### 2. RISK FORM DEPENDENCY ORIGINAL EQUIPMENT MANUFACTURER

The Company outsources most of its production to OEM. The OEMs is unable to deliver products of specified quality and standard or unable to supply product within the order quantity and in a timely manner. At present the Company utilizes 7 major OEMs. The Company has set Key OEMs by the letter of cooperation for emphasize key strategic Partner and shown commitment between two for business companies cooperation in the future.

## Awards and Recognition

2020	TACC, Ban Bueng factory Branch entered into international standard with Food Safety System Certification (FSSC 22000) by the combination of ISO 22000: 2018 and HACCP Codex as well as GMP Codex.
	TACC received Corporate Governance Report of Thai Listed Companies 2020 was Excellent score (5 stars) and Top Quartile 1,000-2,999 MB. Market cap. from Institute of Director.
	TACC was award "outstanding Investor Relations 2020" in SET Award 2020.
	TACC was Excellent score 100 point in AGM checklist program from Thai investor Association and SEC, Thailand.
	Forbes Magazine has announced Asia's 200 Best Under A Billion 2020 list; Where TACC of the 19 companies representing Thailand.
	TACC received the Superior Taste Award from the International Taste Institute, Belgium. The Beverages is available in 7- Eleven stores such as Latte Coffee, Thai Milk Tea and Lemon Tea.
	TACC was rating in ESG 100 for the Year 2020 by Thaipat Institute announcement 100 Listed Companies outstanding environment, Social and Corporate Governance.

## Capital Structure

(Unit : MB)

	2020	2019	2018
Current Liabilities	254.52	310.20	288.34
Non-Current Liabilities	34.30	20.11	16.04
Shareholders' Equity	722.69	698.47	657.14

## Company Structure

No subsidiary / No associates company

## Company Image

