



T.A.C.Consumer PCL : Operating Results Y2020 Opportunity Day

25.3.2021

Our Major Shareholders

Major Shareholder	#Shares	% Shares
1. Mr.Chatchawe Vatanasuk	150,717,299	24.789
2. Mr.Thanutum Kiatphaibool	54,665,043	8.991
3. Thai NVDR Company Limited	53,779,360	8.845
4. Mr.Chanaphan Piriyaphan	12,108,700	1.809
5. Mr.Nuthajak Liengchayetz	11,000,000	1.974
6. Ms.Pawenee Suwanmethanont (Mr.Chatchawe)	10,155,000	1.670
7. Mrs.Nantana Suwanparin (Mr.Chanit)	8,933,572	1.469
8. Mr. Wasin Dechkijvigrom	7,150,000	1.176
9.Mr. Kullatep Pichitsing	6,400,000	1.053
10. Mrs.Pinporn Tumtibcharoon	5,119,400	0.842

As of March 8, 2021

Total Shareholders

- **Thai Shareholders** **9,383**
- **Foreign Shareholders** **12**

9,395

**% Shares of Minor Shareholders
(% Free float) = 62.23%**

Agenda

- **Our Business**
- **Y2020 Financial Figures**
- **2021 Strategic Direction**

Agenda

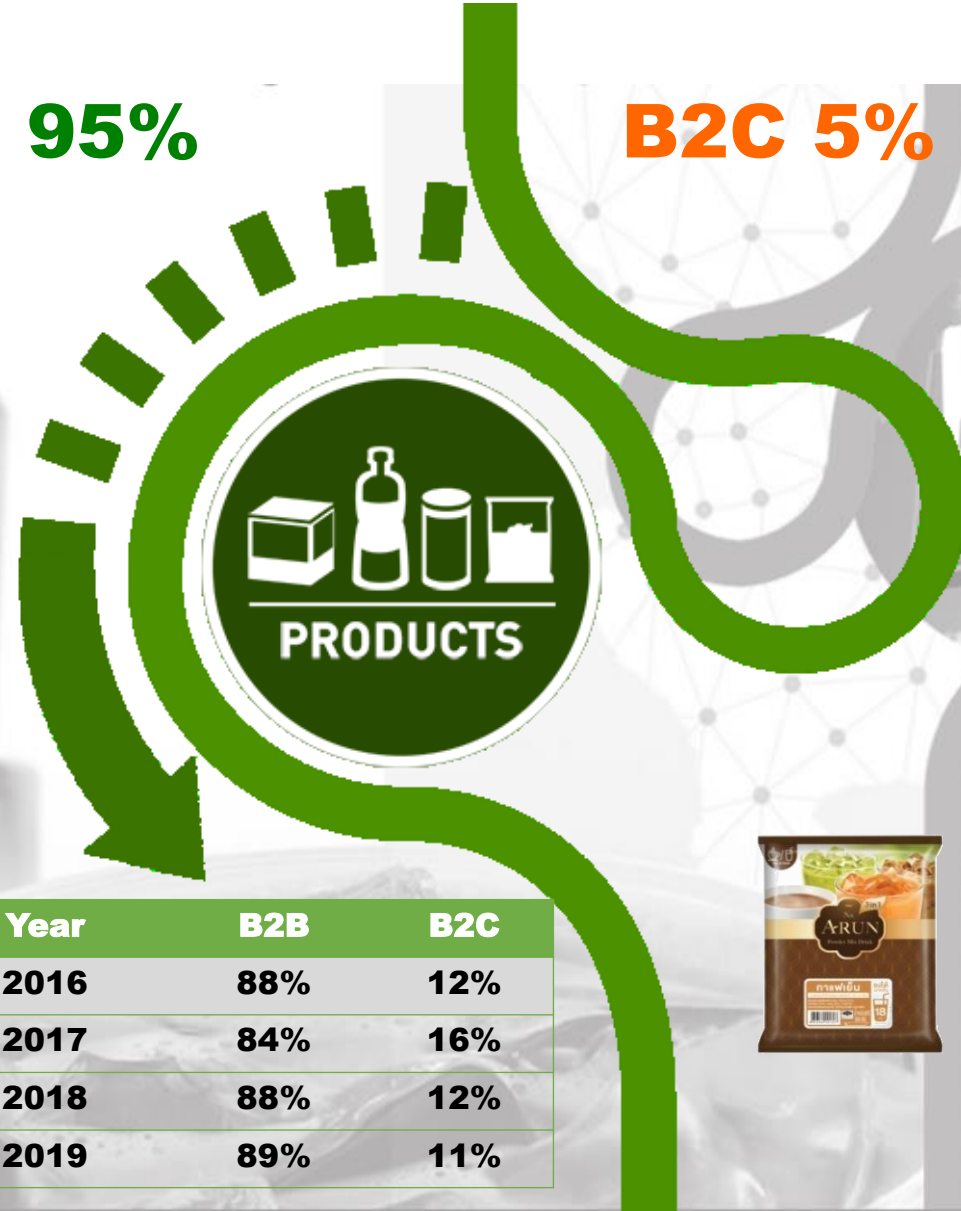
- **Our Business**
- Y2020 Financial Figures
- 2021 Strategic Direction



Our Business in 2020

B2B 95%

B2C 5%

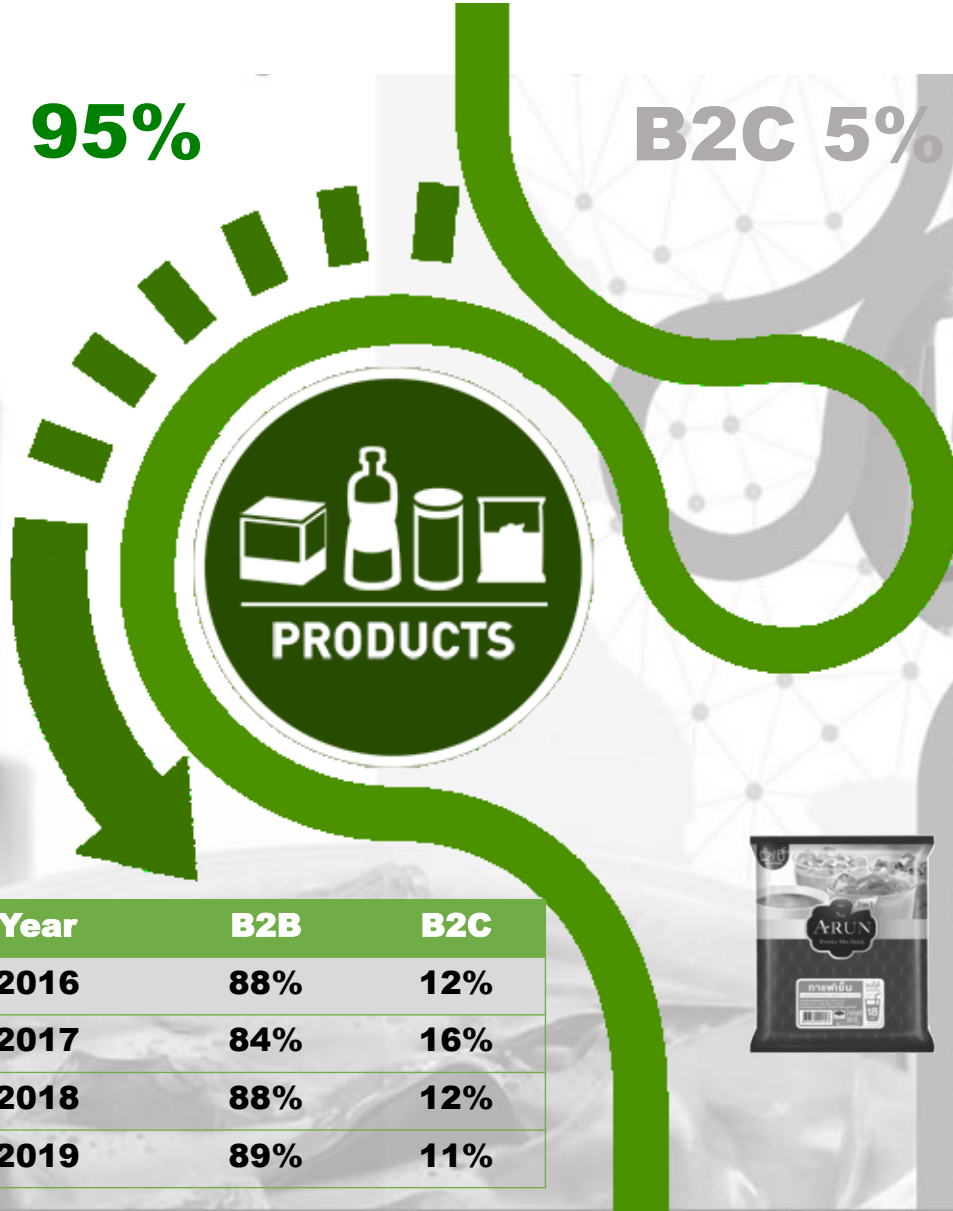


Year	B2B	B2C
2016	88%	12%
2017	84%	16%
2018	88%	12%
2019	89%	11%

Our Business in 2020

B2B 95%

B2C 5%



Year	B2B	B2C
2016	88%	12%
2017	84%	16%
2018	88%	12%
2019	89%	11%



TACC B2B business

B2B(Exclusive for 7-Eleven)



covers **3** segments in beverages

1

Cold Beverage Dispenser



Core Flavor : Espresso, Latte, Milk Tea
Optional core : Hershey's
Seasonal Flavor : Milky Berry, Passion Fruit tea and Matcha Latte



12,000++ outlets

2

Non Coffee Menu @ All Café coffee corner



Core Flavor : Thai Milk Tea, Matcha Green Tea, Lemon Ice Tea, Taiwan Milk Tea
Optional core : Fruit Yogurt
Seasonal Flavor : Fruit Tea, Honey Black Tea, Orange Passion Fruit, Hojicha and etc.



8,300++ outlets

3

Hot Beverage Dispenser



540 outlets

2020 B2B new Flavor

Drive category excitement via new news



1 Cold Beverage Dispenser

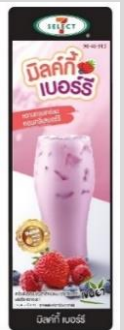
2 Non Coffee Menu @ All Café coffee corner

Core flavor



Milk Tea

4th flavor



Jan



Mar



Sep

Core flavor



Taiwan Milk Tea

New flavor



Apr



May



Jun



Oct

2020 B2C Business

B2B 95%

B2C 5%



Leveraging B2C expertise to café business



Total ~ 1,087 outlets



Thailand 210 outlets



Thailand 14 outlets



ARABITIA
| CAFÉ



Thailand 4 outlets
Cambodia 10+ outlets



Thailand 350 outlets



135 outlets



236 outlets

Agenda

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TACC 2020 operation result : Sales Revenue

Million Baht

Decreased from:

Resulted from COVID-19, that has effected the economy slow down until the end of the year.

In the situation from applied “The New normal” in their businesses. These have affected sales decline

Growth from:

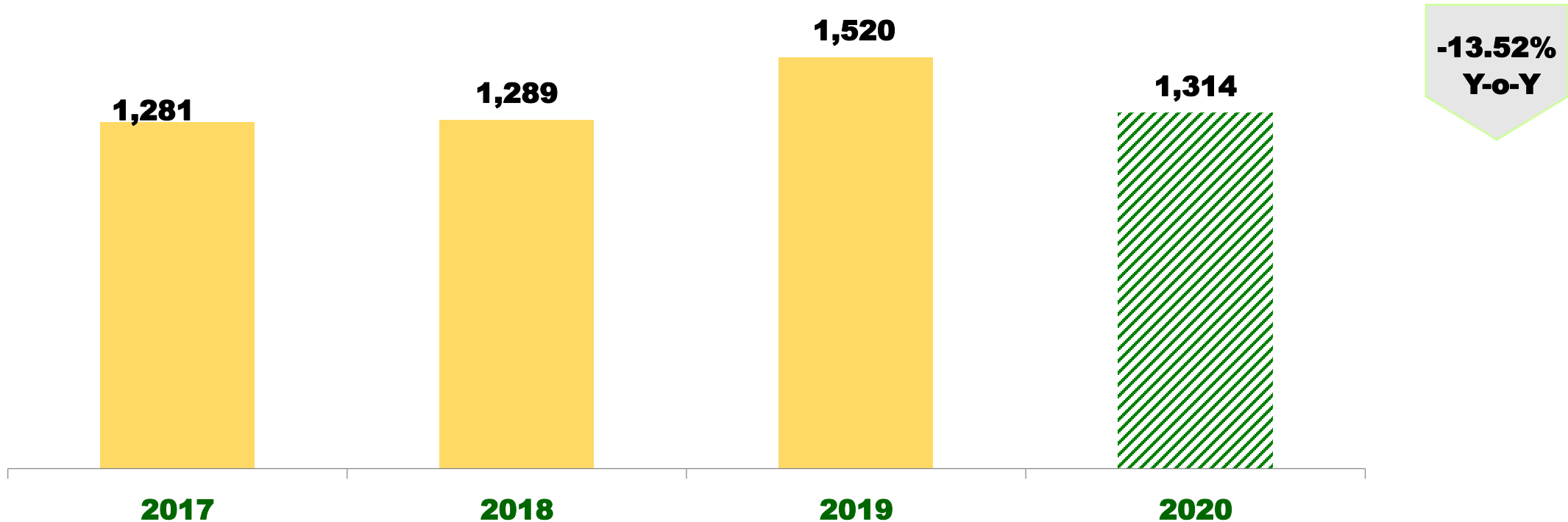
1. All Café

➤ **Number of outlets**

➤ **Series of new seasonal flavors**

➤ **Upsize of product 22 Oz**

2. B2B [Non 7-Eleven] Co-develop new products.

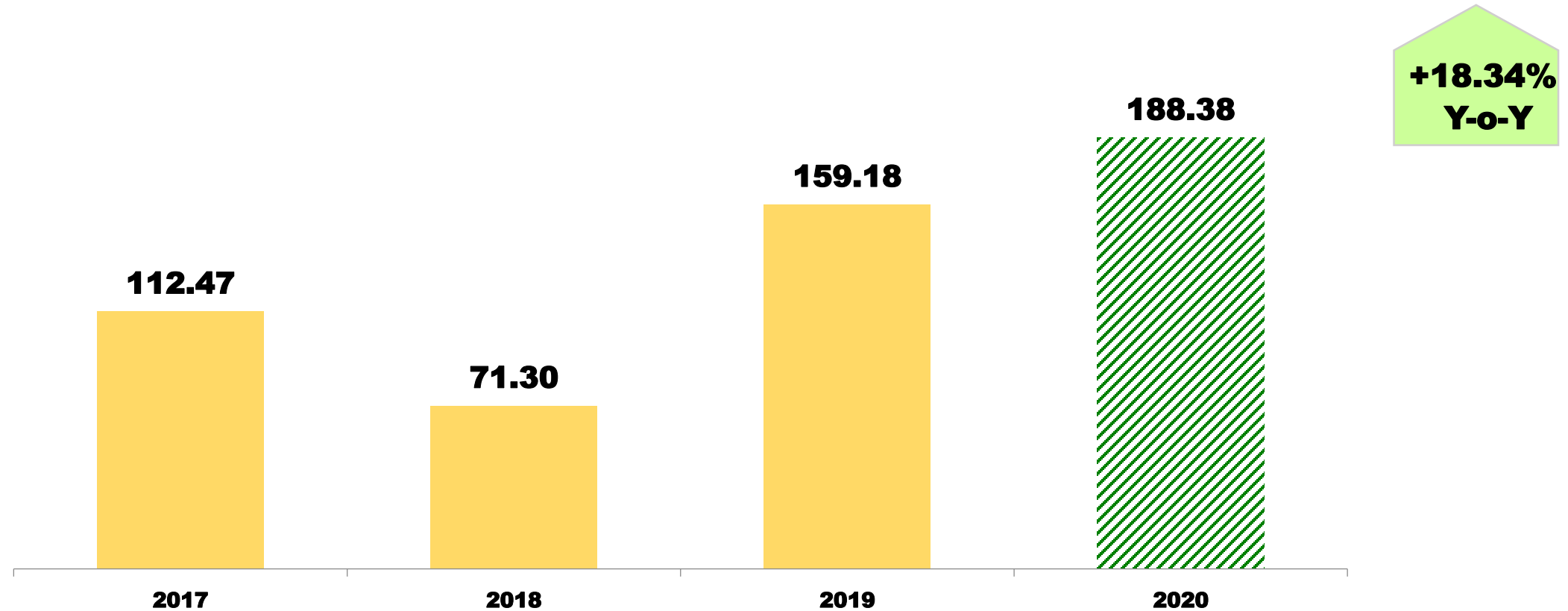


TACC 2020 operation result : Net Profit

	2017	2018	2019	2020
%Net Profit Margin	8.78%	5.50%	10.41%	14.31%

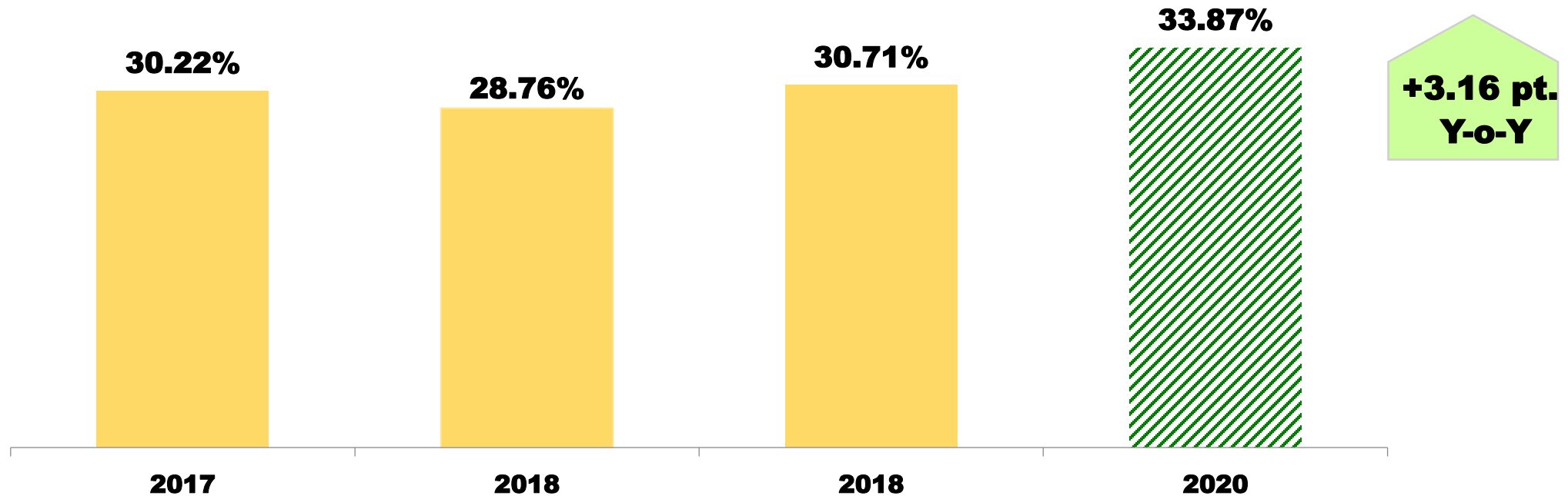
1. The increase of gross margin in portion sale of products mix from developed costing
2. Developed costing and Operation efficiency

million baht



TACC 2020 operation result : Gross Profit

The gross margin increase was due to increasing in portion sale of products mix from the company have developed cost of products.

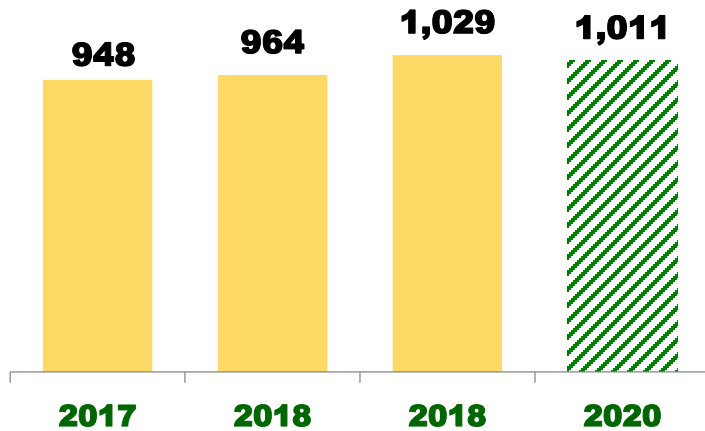


TACC 2020 operation result :

Total Asset , Total Liability and Equity

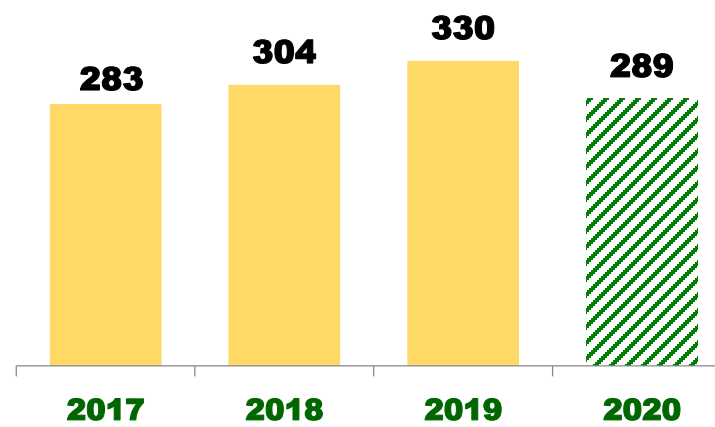
Total Asset
(Million baht)

Current investments, Trade and other receivables



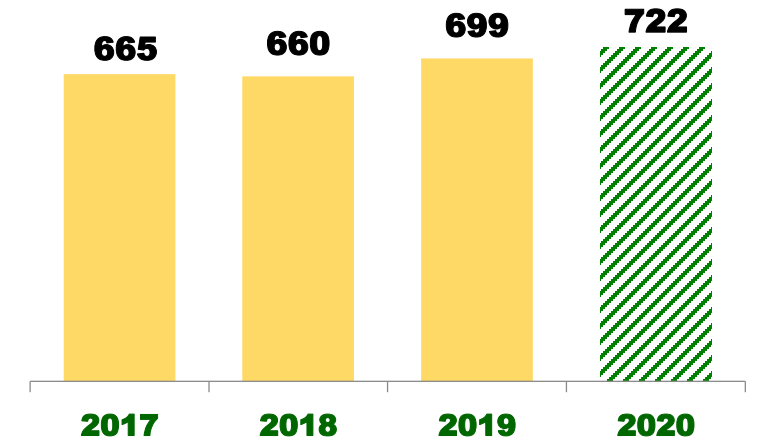
Total Liability
(Million baht)

Trade and other Account Payable and Long-term financial lease liabilities



Total Equity
(Million baht)

Profit & Dividend payment



TACC's Financial Ratio

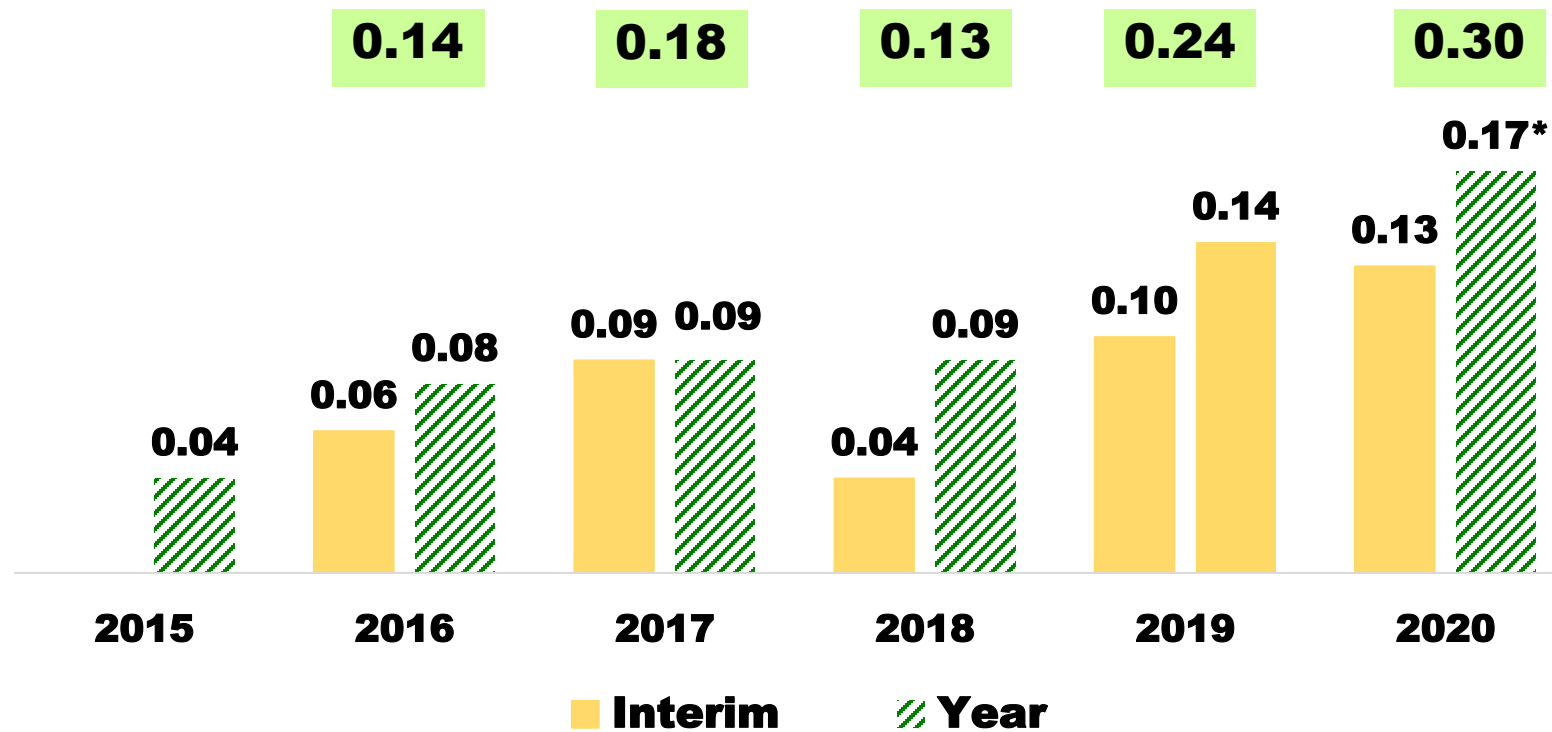
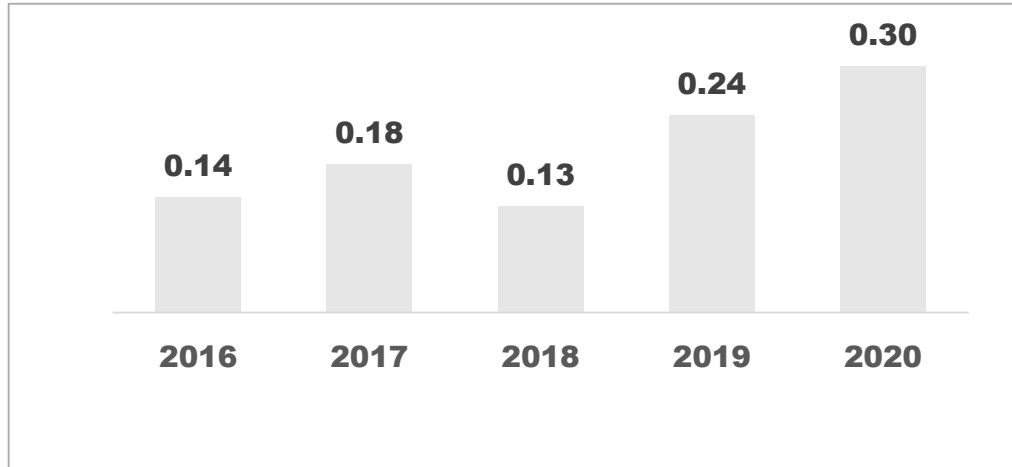
Financial Ratio	เกณฑ์ 2563	ปี 2563	ปี 2562
อัตราส่วนสภาพคล่อง (Liquidity Ratio)			
อัตราส่วนสภาพคล่อง/Current Ratio (เท่า/X)	> 2	3.46	2.94
อัตราส่วนสภาพคล่องหมุนเร็ว/Quick Ratio (เท่า)	> 1	3.31	2.80
ระยะเวลาเก็บหนี้เฉลี่ย/Average Collection Period (วัน)	เครดิตเทอม 45-75	73	71
ระยะเวลาชำระหนี้/Average Payment Period (วัน)	เครดิตเทอม cash-60	65	63
ระยะเวลาขายสินค้าเฉลี่ย/Average Sale Period (วัน)	< 15	16	15
อัตราส่วนแสดงความสามารถในการหากำไร (Profitability Ratio)			
อัตรากำไรขั้นต้น/ Gross Profit Margin (%)	> 30 %	33.87%	30.71 %
อัตรากำไรสุทธิ/ Net Profit Margin (%)	> 10.4 %	14.31%	10.42 %
EBITDA (%)	> 12 %	19.52%	14.37 %
อัตราผลตอบแทนผู้ถือหุ้น/ Return on Equity (%)	> 18%	26.23%	23.44 %
อัตราผลตอบแทนจากสินทรัพย์/ Return on Assets (%)	> 14%	18.27%	15.97%
อัตราส่วนวิเคราะห์นโยบายทางการเงิน (Financial Policy Ratio)			
อัตราส่วนหนี้สินต่อส่วนของผู้ถือหุ้น/ Debt to Equity Ration (เท่า)	< 1.0	0.40	0.47

สรุป โดยภาพรวมอัตราส่วนทางการเงินอยู่ในเกณฑ์ที่กำหนด

* ปี 2563 มีการปรับมาตรฐานการบัญชีเรื่องสัญญาเช่า ทำให้สินทรัพย์และหนี้เพิ่มสุทธิ 19 ลบ.

Dividend payment

(Baht per share)



***Waiting approve from 2021AGM
Date: 22 April 2021**

Agenda

- Our Business
- Y2020 Financial Figures
- **2021 Strategic Direction**



2021 Strategic Direction

TACC aims to grow between **10-15%** by creating value of existing portfolio and continue creating new product in high growth & potential markets and new trend customers.



2021 Strategic Direction

B2B



New Menu
Jet spray, All Café

All Café
Up sizing Strategy
Occasion
Messaging



Tesco Lotus



7-Eleven

- Cambodia
- Laos



CPALL ส่ง 7-11 เขมรและลาว

B2C



**Character
business**

- San-x
- New IP
- Contract Renew
Maa ja

Domestic

New Partner



M&A, JV

U.T.A.C.C.



2021 Strategic Direction



New Menu
Jet spray, All Café

All Café
Up sizing Strategy
Occasion Messaging



Tesco Lotus



7-Eleven

- **Cambodia**
- **Laos**



CPALL ส่ง 7-11 บุกลาวและกัมพูชา



Drive category excitement via new news

1 Cold Beverage Dispenser

2 Non Coffee Menu @ All Café coffee corner

4th
flavor



Jan



18 Mar

Core
flavor



New
flavor



Jan

Full year upsizing 22 Oz
Commercial nationwide 8,300 ++outlets



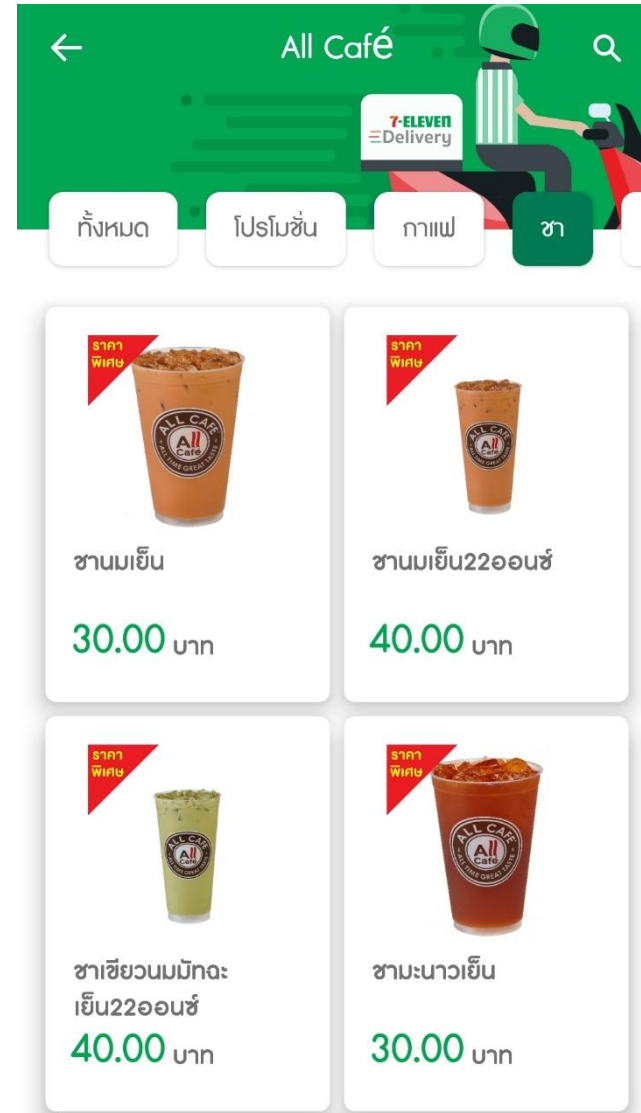
25 Mar

Aggressively participant 7-Eleven growth engine

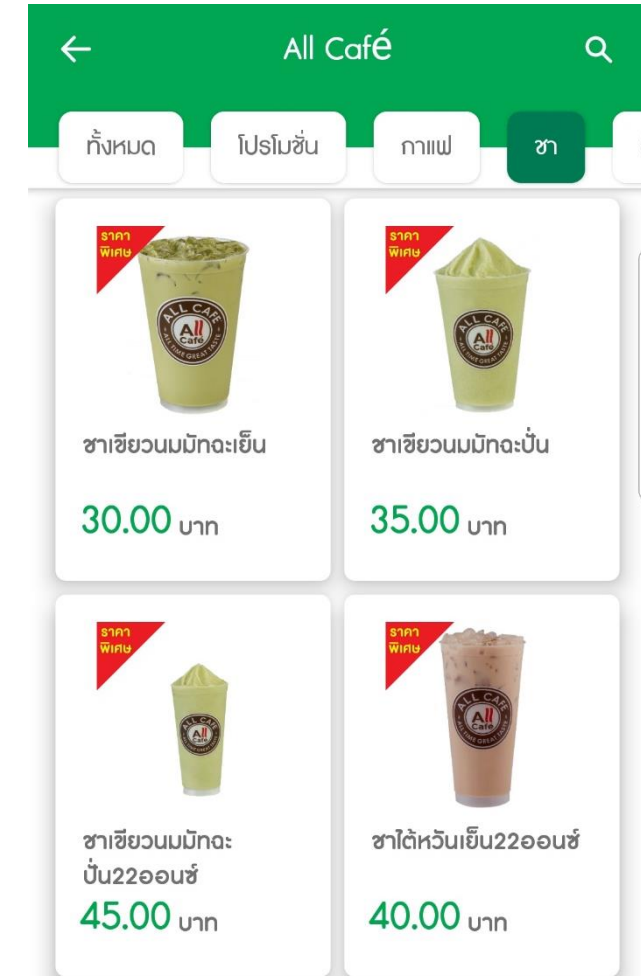
7-ELEVEN
Delivery



- โปรรอบชิ้น
- All Café
- อาหารพร้อมทาน
- นม / โยเกิร์ต
- เครื่องดื่ม
- อาหารว่างรองท้อง
- อิมคั้ม**
- ขนมและลูกอม



Delivery Platform



กำลังค้นหาที่อยู่

All Cafe Occasion messaging afternoon break and in home

98-52-381

TAKE A BREAK ☺

ช่องว่าง
...ยามบ่าย...

หอม หวาน เข้มข้น
ช็อกโกแลต
บุนกลาล่า

กะทิเข้มข้น
อร่อยกลมกล่อม

ใหม่
New

เอแคลร์
บุนกลาล่า
29.-

ปลาหมึกไข่เต่า
กะทิสด
20.-

อื่น...etc. 7-Eleven



All Cafe แบบใหม่
ขวดน่ารักเวอร์

เร็ว สะดวก เก็บได้ 1 ปี

All Cafe

7-Eleven



Expand TACC Business to new partner “Lotus’s”



@Lotus's สาขา รามอินทรา



Food Court



Arabitia Cafe

Solid Plan in Cambodia & Lao



CPALL ส่ง 7-11 บุกลาวและกัมพูชา

B2B

'CPALL' เล็งหาพันธมิตรร่วมทุนเปิด 7-11 ในลาว-กัมพูชา



5 มีนาคม 2564

540

<http://www.bangkokbiznews.com/news/detail/925809>

CPALL ขยายเวลาเจรจาเปิด 7-Eleven ใน กัมพูชา-สปป.ลาว เดิมสิ้นสุด Q2/62



<http://www.efinancethai.com/LastestNews/app.index.aspx?id=RWtkbTRRZUw2c1k9&year=2019&month=7&lang=T&v=2018&security=CPALL>

2021 Strategic Direction



Character business

- San-x
- New IP
- Contract Renew Maa ja

Domestic

New Partner



And?

B2C Business



ICONSIAM



Sumikkogurashi x Kumoya
Pop-up cafe opens at Orchard Central!

Brace yourself for a kawaii dose of kooky characters

What sits in the corner of the room and flushes back when you try to get them to the center? It's the kawaii and wonderful Sumikkogurashi! And Kutoyo is happy to host them in the corner of our cafe for the Sumikkogurashi x Kumoya pop-up cafe from Friday, 12 March 2021.

You can expect a load of fun from this merry gang as we transform our cafe into their living space. Special dishes will carry the Sumikkogurashi inspired theme, designed exclusively by Shirley Wong (@shirleywong) and our very own Kutoyo Kitchen crew.

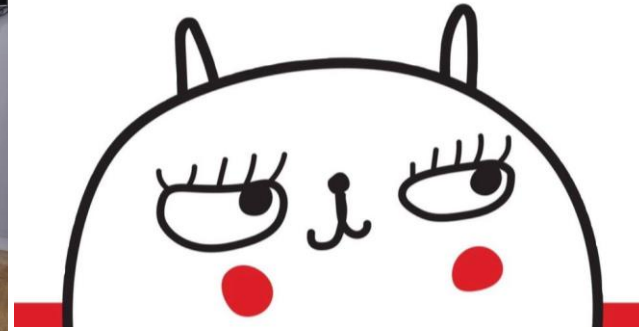
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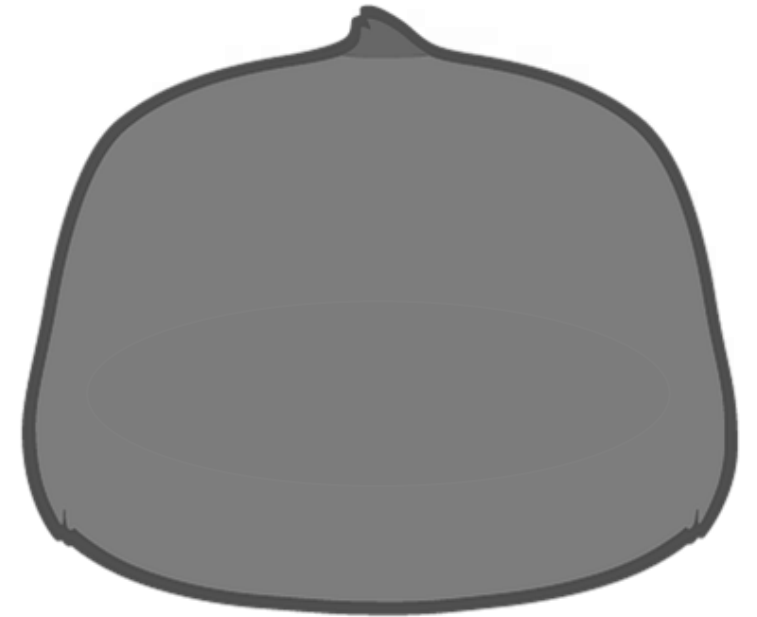
Renew Contract Maaja



ジェイラビ
Jay The Rabbit



Character Business, New IP
2 year contract : 2021-2023, Thailand



New Character

TACC's Award & Reputation



The taste Institute has evaluated more than 15,000 food & drink products from around the world. Our jury of prestigious Chefs & Sommeliers and our strict tasting methodology have contributed to make the Superior Taste Award, the most renowned independent certification worldwide, 100% focused on TASTE. Over 200 jury members are carefully selected based on their experience in tasting. Their talents are recognized in Chef & Sommelier competitions or by renowned institutions such as Le guide Michelin or Gault & Millau. Products are tested by a large panel of professional taste-experts, members of the most prestigious Chef & Sommelier Associations. International taste Institute has been highly recognized from Food and Beverage industry not only producer but also retails worldwide. As of March 2020, they are more than 72 countries join these prestige award



TACC Products : Latte, Thai Milk Tea and Lemon Ice tea granted stars in Superior taste award from International taste Institute from Brussels.



2020



Latte Coffee



Thai Milk Tea



Thai Lemon tea

2021



All Cafe Latte Coffee



Matcha Pure Latte

TACC's Award & Reputation



Ban Bueng Factory entered into international standard with food safety management system certification for the food and beverage manufacturing industry to have quality, hygiene and safety for consumers on 25 December 2020. The Company is certified with Food Safety System Certification (FSSC 22000)

CERTIFIED ORGANIZATIONS

🏠 > Certified organizations

The FSSC 22000 certificate proves that an organizations' food safety management system complies with the Scheme requirements.

All current FSSC 22000 certified organizations are listed below.

SEARCH >

✕ Remove all filters

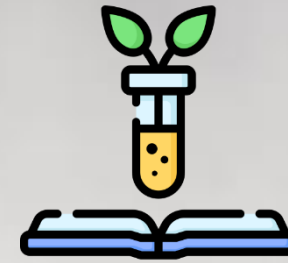
Thailand ✕

FSSC 22000 ✕

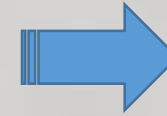
Found **444** Certified Organizations

As of 11 March 2021

M&A/JV



**CBD Business
(R&D)**



**Expand TACC Business
to Health & Wellness**



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Q & A