

TACC

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

Head Office : 9/231-233 UM Tower, 23rd Floor, Ramkhamhaeng Road, Suanlung Bangkok 10250

Contact : 0-2717-2898

Website : [www.tacconsumer.com](http://www.tacconsumer.com)

## CEO

Mr.Chatchawe Vatanasuk  
Chairman of the Executive  
Committee

Tel : 0-2717-2898  
cv@tacconsumer.com

## CFO

Miss Parichat Chotipumiwet  
Senior Manager Accounting  
and Finance Department

Tel : 0-2717-2898#27  
parichat@tacconsumer.com

## IRO

Miss Panjaporn  
Roeksomboon  
Investor Relation Manager

Tel : 0-2717-2898#77  
ir@tacconsumer.com

## 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 Cafe 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, The Licensing agent such as San-X, Dog Please (Maaja), "Jay The Rabbit", "Warbie Yama" and Business Cafe.

## Key Development of Company

2021 TACC has launched the Cold Beverage Dispenser Chrysanthemum at 7-Eleven.

TACC has launched Blueberry Crumble and adjusting the formula to reduce the sweetness of Lemon Tea under All Cafe at 7-Eleven.

Character Business of the Company has launched a new character from Thailand "Jay The Rabbit" and "Warbie Yama".

2020 TACC has launch the cold Beverage Dispenser Matcha late at 7-Eleven.

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

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

## Revenue Structure

Period : 30 Sep

(Unit : MB)

	9M/2021	%	9M/2020	%	2020	%	2019	%
Revenue From Sales	987.02	98.80	1,122.99	99.41	1,314.74	99.85	1,520.27	99.37
-B2B	956.11	95.71	965.65	85.48	1,248.84	94.84	1,358.67	88.81
-B2C	30.91	3.09	157.34	13.93	65.90	5.00	161.60	10.56
Other income	11.96	1.20	6.68	0.59	2.00	0.15	9.61	0.63
Total revenue	998.98	100.00	1,129.67	100.00	1,316.74	100.00	1,529.88	100.00

CG Report Score :

THSI List : -

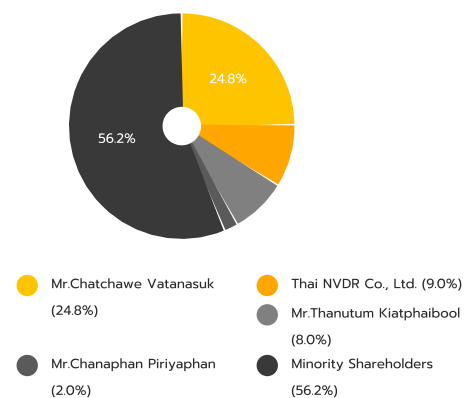
## Stock Data (24/11/2021)

	YTD	2020	2019
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)	4,803.20	3,708.80	2,663.04
Price (B./share)	7.90	6.10	4.38
EPS (B)	0.26	0.31	0.27

## Statistics (24/11/2021)

	P/E	P/BV	Div.Yield
TACC (x)	23.13	7.02	3.80
AGRO - mai (x)	173.40	3.86	2.07
AGRO - SET (x)	25.80	2.02	2.56
mai (x)	57.18	3.28	1.24
SET (x)	20.58	1.77	2.13

## Shareholder Structure (24/11/2021)



## Financial Ratios

	9M/2021	9M/2020	2020	2019
ROE (%)	30.63	27.08	26.07	10.76
ROA (%)	26.88	23.48	23.32	7.46
D/E (x)	0.42	0.45	0.40	0.46
GP Margin (%)	37.67	33.30	33.87	30.71
EBIT Margin (%)	19.83	17.15	17.89	13.35
NP Margin (%)	15.78	13.75	14.29	10.59

# 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 through 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 CP ALL for along time 19 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 teams 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 Q3/2021, 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 outsource 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

2021	TACC was award "Best & outstanding Investor Relations 2021" From The Stoke Exchange in SET Award 2021.
	TACC received Corporate Governance Report of Thai Listed Companies 2021 was Excellent score (5 stars) from Institute of Director.
	TACC was Excellent score 100 point in AGM checklist program from Thai investor Association and SEC, Thailand.
	TACC received the Superior Taste Award from the International Taste Institute, Belgium. The Beverage is available in 7-Eleven stores such as Latte Coffee and Matcha pure Latte.
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 an GMP Codex.
	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 Beverage is available in 7-Eleven stores such as Latte Coffee, Thai Milk Tea and Lemon Tea.

# Capital Structure

(Unit : MB)

	9M/2021	9M/2020	2020	2019
Current Liabilities	254.17	262.25	254.52	310.20
Non-Current Liabilities	35.04	37.18	34.30	20.11
Shareholders' Equity	684.59	671.44	722.69	698.47

# Company Structure



# Company Image

