

Business Overview

TACC operates in the business of providing, manufacturing, and distributing beverages in parts of tea and coffee and lifestyle products.

Performance and Analysis 2021

	2021	2020	2019	2018
Income Statement (MB)				
Revenues	1,353.52	1,318.73	1,529.88	1,295.58
Expenses	1,083.62	1,082.71	1,319.20	1,200.06
Net Profit (Loss)	214.24	188.38	162.09	68.39
Balance Sheet (MB)				
Assets	1,064.61	1,011.51	1,028.78	961.51
Liabilities	322.18	288.82	330.31	304.38
Shareholders' Equity	742.43	722.69	698.47	657.14
Cash Flow (MB)				
Operating	223.03	234.45	232.35	152.95
Investing	-88.03	122.36	-177.79	-79.67
Financing	-202.07	-169.34	-118.47	-81.95
Financial Ratio				
EPS (Baht)	0.35	0.31	0.27	0.11
GP Margin (%)	15.84	33.87	30.71	28.76
NP Margin (%)	15.91	14.29	10.59	5.28
D/E Ratio (x)	0.43	0.40	0.46	0.46
ROE (%)	29.25	26.07	10.76	10.34
ROA (%)	25.87	23.32	7.46	9.70

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.

Sustainable Development Plan

The Company recognizes the importance of sustainability supervision to be in accordance its vision, The food quality and safety policy, which shows its commitment in the process management for obtaining high-quality and safe products according to relevant laws is "We are committed to producing and selling high-quality and safe beverages according to legal requirements and customer requirements, as well as to continuously develop for a good quality of life and to create the highest customer satisfaction.". There are also a production process design to be eco-friendly and a relationship building with the community around the factory. Additionally, it operates with social responsibility towards sustainability according to the international principles of Un Global Compact.

Business Highlight

- 1.The Company's management has most than 20 year, of experience in beverage industry, They have through understanding of beverage industry.
- 2.The Company as a Key Strategic Partner with CPALL for long time 19 Year, The Company was received Exclusive Contract three years.

Business Performance Summary

- In 2021, the sales and service income increased by 2.01 % from expanded market share and launched many new products.
- In 2021, the net profit increased 14.46%, increase in net profit was driven by the increase of gross margin in portion sale of products mix, and developed costing and operation efficiency.
- In 2021, the cost of sales and services decreased by 4.40%, decreased from managing the cost expenses more efficiency.
- In 2021, the finance cost , decrease by 9.18%. This finance costs were from the deferred interest of a financial lease.

Key Milestones

- TACC has launched the Cold Beverage Dispenser Crysanthemum, White Chocolate Mint, Salak Berry and Lychee Berry Twis at 7 Eleven.
- TACC has launched Blueberry Crumble, Lemon Tea less sugar, Melon Milky and Peach Cherry Blossom under All Cafe at 7-Eleven.
- License Business has launched a new character from Thailand "Jay the Rabbit" and Warbie Yama".

Risk Management Policy**1.RISK FORM KEY CUSTOMER DEPENDENCY**

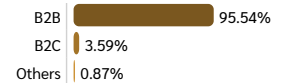
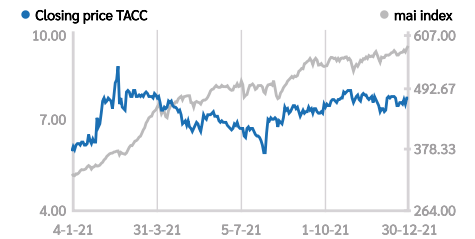
The Company's total revenue as of December 31 2021, 95% come from transactions with CPALL Public Company Limited. Therefore, if the Company loses the said customer of the customer reduces its orders, it will significantly have an impact on the Company's revenue and financial performance.

2.RISK FORM DEPENDENCY ORIGINAL EQUIPMENT MANUFACTURER

The Company outsource most of its product to OEM. The OEMs is unable to deliver produce 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.

Recent Awards and Recognitions

- TACC was award "Best Investor Relations 2021" From the Stock Exchange of Thailand in SET Award 2021.
- TACC received Corporate Governance Report of Thai Listed Companies 2021 was Excellent score (5 stars) from IOD.
- TACC received the Superior Taste Award from the international Taste Institute, Belgium. The awarded beverage is available in 7-Eleven convenient stores, which are cold beverages dispenser, consisted of Latte Coffee, Matcha in the All Café corner and Milk Tea Taiwan (Na-Arun Brand).

Revenue Structure**Stock Information**

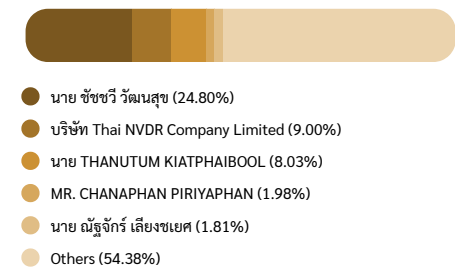
	TACC	AGRO	mai
as of 31/12/21			
P/E (X)	22.99	171.62	58.21
P/BV (X)	6.97	3.82	3.42
Dividend yield (%)	3.82	2.09	1.18
	31/12/21	31/12/20	31/12/19
Market Cap (MB)	4,772.80	3,708.80	2,663.04
Price (B/Share)	7.85	6.10	4.38
P/E (X)	22.99	20.40	20.99
P/BV (X)	6.97	5.52	4.04

CG Report:

Company Rating:

Major Shareholders

as of 27/08/2021

**Company Information and Contact** <http://www.tacconsumer.com>

0-2717-2898

9/231-233, UM Tower, 23rd Floor, Ramkhamhaeng Road, Suanluang Bangkok 10250

 Other Trading Info : https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=TACC