

## Business Overview

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

## Financial Statement

	3M23	3M22	2022	2021
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### Income Statement (MB)

Revenues	381.83	338.99	1,533.43	1,346.48
Expenses	324.72	262.53	1,240.13	1,083.62
Net Profit (Loss)	42.50	60.15	235.15	214.24

### Balance Sheet (MB)

Assets	1,158.73	1,101.40	1,178.70	1,064.61
Liabilities	349.12	298.82	415.81	322.18
Shareholders' Equity	805.40	802.58	762.89	742.43

### Cash Flow (MB)

Operating	14.78	58.85	271.81	223.03
Investing	26.37	-56.38	-67.22	-88.03
Financing	-27.68	-1.70	-190.29	-202.07

### Financial Ratio

EPS (Baht)	0.07	0.10	0.39	0.35
GP Margin (%)	31.61	38.96	35.20	38.02
NP Margin (%)	11.08	17.74	15.34	15.91
D/E Ratio (x)	0.43	0.37	0.55	0.43
ROE (%)	27.05	28.97	31.24	29.25
ROA (%)	24.27	26.48	26.37	25.87

## Business Plan

1. Grow together with major trading partners, with an aim operate the business under sustainable growth and Business partnership principles.
2. Focus on continuous product development to differentiate the Business.
3. Create and Strengthen distribution channels in both domestic and international markets.
4. 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

- The Company as a Key Strategic Partner with CPALL for long time 21 Years, The Company was received Exclusive Contract and renewed contract continuously.
- The Company's management has most than 21 years, of experience in beverage industry.

## Performance and Analysis

### Business Performance Summary

- In Q1/2023, the Company achieved a sales and service income of Baht 377.61 million. This had an increase of Baht 40.27 million or 11.94% (YoY). The reasons are (A) revenue from sales in 7-11 rebound because the COVID-19 pandemic situation is better from last year resulting in people, business sectors and organizations are back to operate normally, including an increase in the number of tourists since Q4/2022, (B) increasing of new customers in the second half of 2022, and (C) expansion to new market in Cambodia. In Q1/2023, the Group achieved a sales and service income of Baht 379.90 million. This had an increase of Baht 2.29 million from the separate financial statements from sales of subsidiary.
- The cost of sales and services amounting to Baht 258.75 million, which increase Baht 52.86 million or 25.67% (YoY). The portion of cost of sales and services to sales and services income is 68.53%. The GPM is 31.47% decreased because of the increase in raw material prices since last year. In Q1/2023, the Group had consolidated cost of sales and services amounting to Baht 259.80 million, equivalent to 68.53% of consolidated sales and services income, the GPM at 31.61%.
- Net profit amounting to Baht 46.43 million, which decreases Baht 14.05 million or 23.23% (YoY). The Company achieved a net profit margin of 12.30%. The reasons for the decrease in net profit are an increase in cost of sales since the second half of year 2022 and increase of employee-related expenses in line with increasing of employee number from last year. In Q1/2023, the Group has consolidated net profit amounting to Baht 42.32 million, which decreases Baht 17.83 million or 29.65% (YoY)

### Key Milestones

- TACC has launched the Cold Beverage Dispensers "Pinky Candy and Honey Lime Hi-C" at 7-Eleven.
- TACC has launched "Peach Series" under All Café at 7-Eleven.
- The Company established Health Inspired Planet Co., Ltd.

## Risk Management Policy

1. **RISK FORM KEY CUSTOMER DEPENDENCY** The Company's total revenue as of March 31 2023, 92% 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. However, the Company has been continuously developing new products as a key strategic partner and received Exclusive Contract, which supply to chain restaurant and focusing on selling through own brand.
2. **RISK FORM DEPENDENCY ORIGINAL EQUIPMENT MANUFACTURER** The Company outsource most of its product to OEM. The OEMs are unable to deliver product of specified quality and standard or unable to supply product within the order quantity and in a timely manner. At present the Company utilizes 8 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

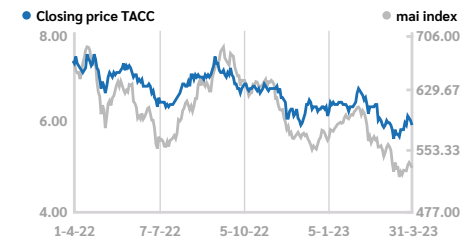
- TACC received the Corporate Governance Report of Thai Listed Companies 2022 with was Excellent score (5 stars) from IOD.
- TACC was awarded "Outstanding Investor Relations 2022" By the Stock Exchange of Thailand in the SET Award 2022.

## Revenue Structure

B2B	92.09%
B2C	7.46%
Others	0.45%

## Stock Information

mai / AGRO



as of 31/03/23	TACC	AGRO	mai
P/E (X)	15.51	38.30	66.21
P/BV (X)	4.78	3.26	2.85
Dividend yield (%)	6.00	2.39	1.26

	31/03/23	30/12/22	30/12/21
Market Cap (MB)	3,648.00	3,891.20	4,772.80
Price (B/Share)	6.00	6.40	7.85
P/E (X)	15.51	15.66	22.99
P/BV (X)	4.78	5.40	6.97

CG Report:

Company Rating:

## Major Shareholders

as of 10/03/2023



## Company Information and Contact

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- Other Trading Info : [https://www.settrade.com/C04\\_01\\_stock\\_quote\\_p1.jsp?txtSymbol=TACC](https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=TACC)