

## Business Overview

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

## Financial Statement

	6M23	6M22	2022	2021
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### Income Statement (MB)

Revenues	830.85	724.52	1,533.43	1,346.48
Expenses	704.72	566.13	1,240.13	1,083.62
Net Profit (Loss)	96.42	128.55	235.15	214.24

### Balance Sheet (MB)

Assets	1,090.83	1,085.93	1,178.70	1,064.61
Liabilities	342.45	324.37	415.81	322.18
Shareholders' Equity	743.81	761.56	762.89	742.43

### Cash Flow (MB)

Operating	65.31	140.22	271.81	223.03
Investing	87.98	19.86	-67.22	-88.03
Financing	-144.20	-112.96	-190.29	-202.07

### Financial Ratio

EPS (Baht)	0.16	0.21	0.39	0.35
GP Margin (%)	32.19	37.79	35.20	38.02
NP Margin (%)	11.49	17.74	15.34	15.91
D/E Ratio (x)	0.46	0.43	0.55	0.43
ROE (%)	26.97	32.70	31.24	29.25
ROA (%)	23.48	28.65	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 Year, The Company was received Exclusive Contract and renewed contract continuously.
- The Company's management has most than 21 year, of experience in beverage industry.

## Performance and Analysis

### Business Performance Summary

- For 6M/2023, the Company achieved a sales and service income of 822.67 MB, which increase 100.34 MB or 13.89% (YoY). The revenue has grown from (A) the COVID-19 pandemic situation is better than last year resulting in people, business sectors and organizations are back to operate normally, including an increase in the number of tourists, (B) increasing of new customers since the second half of 2022, (C) expansion to new market in Cambodia with expansion of branches of 7-11, the Group achieved a sales and service income at 826.92 MB, which increase 4.25 MB from the separate financial statements from sales of subsidiary.
- The cost of sales and services amounting to 558.65 MB, which increase 109.31 MB or 24.33% (YoY). The portion is 67.91%, The GPM is 32.09% decreased because of the increase in raw material prices since last year. As a result, the Company has higher cost of sales this year, the Group had consolidated cost of sales and services amounting to 560.76 MB, 67.81% of consolidated sales and services income, the GPM at 32.19%.
- Net profit amounting to 108.84 MB, which decreases 20.38 MB or 15.77% (YoY), which the NPM at 13.23%, the Group has consolidated net profit amounting to 95.49 MB, which decreases 33.06 MB or 25.72% (YoY), which the NPM at 11.55% decreases because of (a) increase in the Company's cost of sales, (b) increase of employee-related expenses of the Group, (c) net loss from subsidiary at 8.45 MB, and (d) increase of share of loss from investment in association amounting to 4.22 MB.

### Key Milestones

- TACC, as a copyright agent of Maa Ja, participates in the Hong Kong International Licensing Show 2023, one of the largest character licensing events in the world.
- TACC encourages the development of the RD team's potential to international quality standards by License CQI Arabica Grader (Q Grader).

## Risk Management Policy

### RISK FORM KEY CUSTOMER DEPENDENCY

The Company's total revenue as of June 30 2023, 93% 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 impaction 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.

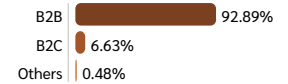
### RISK FORM DEPENDENCY ORIGINAL EQUIPMENT MANUFACTURER

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

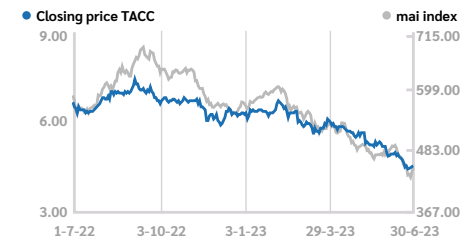
- TACC encourages the development of the RD team's potential to international quality standards by License CQI Arabica Grader (Q Grader).
- TACC received the Corporate Governance Report of Thai Listed Companies 2022 with was Excellent score (5 stars) from IOD.

## Revenue Structure



## Stock Information

mai / AGRO



as of 30/06/23	TACC	AGRO	mai
P/E (X)	13.03	40.45	69.74
P/BV (X)	3.52	3.35	2.41
Dividend yield (%)	7.73	2.40	1.46

	30/06/23	30/12/22	30/12/21
Market Cap (MB)	2,833.28	3,891.20	4,772.80
Price (B/Share)	4.66	6.40	7.85
P/E (X)	13.03	15.66	22.99
P/BV (X)	3.52	5.40	6.97

CG Report:

Company Rating: -

## Major Shareholders

as of 09/05/2023



- MR.CHATCHAWEE VATANASUK (19.69%)
- Thai NVDR Company Limited (5.15%)
- MR. THANUTUM KIATPHAIBOOL (5.00%)
- MRS. CHARUNEE CHINWONGVORAKUL (2.26%)
- N.C.B.TRUST LIMITED-NORGES BANK 1 (1.85%)
- Others (66.05%)

## 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)