



# **Operating Results Y2023**

**Opportunity Day**

**21.3.2024**

# Our Major Shareholders



Major Shareholder	#Shares	% Shares
1. Mr.Chatchawe Vatanasuk	116,891,225	19.226%
2. Thai NVDR Company Limited	32,830,320	5.400%
3. Mr.Thanutum Kiatphaibool	29,847,243	4.909%
4. Mr.Nuthajak Liengchayetz	10,219,800	1.681%
5. Mr.Chanaphan Piriyanphan	9,542,000	1.569%
6. Ms.Pawenee Suwanmethanont (Mr.Chatchawe)	9,200,000	1.513%
7. Mr.Parin Therawor	9,200,000	1.513%
8. Mrs.Nantana Suwanparin (Mr.Chanit)	8,933,572	1.469%
9. T.A.C.Consumer PCL (Treasury stock)	8,000,000	1.316%
10. MRS. Charunee Chinwongvorakul	7,165,000	1.178%

Major Shareholder	#Shares	% Shares
11. Mr.Chai Manophars	6,680,000	1.099%
12. Mrs. Nuchara Vayakornvichitr	5,900,000	0.970%
13. Ms. Piyada Khunsongkiat	5,820,800	0.957%
14. Ms.Nitchana Suwanparin	5,000,000	0.822%
15. Mr. Chavis Suwanparin	5,000,000	0.822%
16. Mr. Kasidi Suwanparin	5,000,000	0.822%
17. Ms.Pinporn Tubtimcharoon	4,791,900	0.788%
18. Goldman Sachs International	4,444,500	0.731%
19. Mrs.Chirapan Khotcharit Choosang	4,333,249	0.713%
20. MR. Vorapote Amnueypol	3,470,000	0.571%

**As of Mar 15,2024**

**Total Shareholders**

**12,979**

(+1,024 from Aug 2023)

- **Thai Shareholders**
- **Foreign Shareholders**

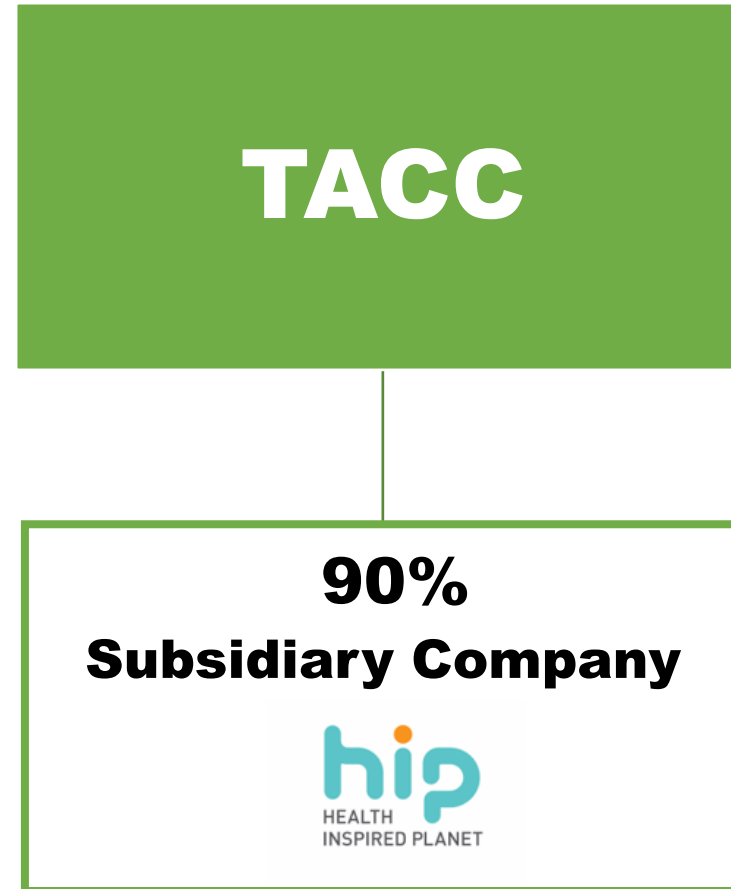
**12,957 (+1,023)**

**22 (+1)**

**% Shares of Minor Shareholders**

**(% Free float) = 71.35%**

# Shareholder Structure of Business Group



# Agenda



**Our Business**



**Y2023  
Financial Figures**



**2024  
Strategic Direction**

# Our Business in Y2023

**B2B 94%**

**B2C 6%**



Dog Please



Warbie Yama

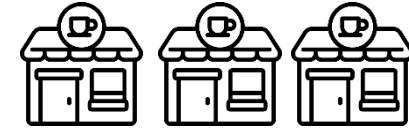
LINE CREATORS



BELLYGOM



## Café Business and Food Service



Year	B2B	B2C
2019	89%	11%
2020	95%	5%
2021	97%	3%
2022	93%	7%
2023	94%	6%

# TACC B2B Business

**B2B(Exclusive for 7-Eleven)**  
**Covers 3 segments in Beverages**

## 1 Cold Beverage Dispenser



**Core Flavor : Espresso, Latte, Milk Tea**  
**Seasonal Flavor : Pinky Candy, Honey Lemon, Peach Tea, Apple Tea**



**12,500++ outlets**

**Total 7-Eleven Y2023 = 14,545 outlets**

## 2 Non-Coffee Menu at All Café coffee corner



**Core Flavor : Thai Milk Tea, Matcha Green Tea, Lemon Ice Tea, Taiwan Milk Tea**  
**Optional core : Fruit Yogurt**  
**Seasonal Flavor : Peach Series , Blue Series and Berry Christmas Series**



**11,000++ outlets**

**(+100 from 3Q2023)**

## 3 Hot Beverage Dispenser



**465 outlets**



# Y2023 B2B New Flavor

Drive category excitement via new news

## 1 Cold Beverage Dispenser

## 2 Non-Coffee Menu at All Café coffee corner

### Seasonal Flavors



5 Jan



3 Mar



28 Sep

### Core Flavor



### New Flavor



23 Mar



27 July

Full year upsizing 22 oz  
Commercial nationwide  
11,000 ++ outlets



23 Nov

# Y2023 B2C Business

B2B 94%

B2C 6%



Dog Please



Warbie Yama

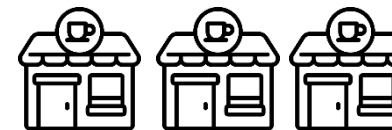
LINE CREATORS



BELLYGOM



Café Business and Food Service





# Expertise on Café Business and Food Service



**Thailand 1,700++ outlets  
(Stand alone + Lotus's go fresh)**



**Thailand 350 outlets**



**Thailand 900 outlets**



**ARABITIA**  
CAFÉ



**Thailand 130+ outlets  
Cambodia 10+ outlets**



**Thailand 83 outlets**



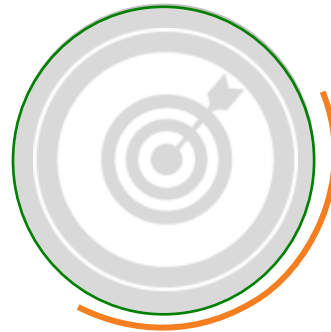
# Agenda



**Our Business**



**Y2023  
Financial Figures**



**2024  
Strategic Direction**

# TACC Y2023 Operating Results : Sales Revenue

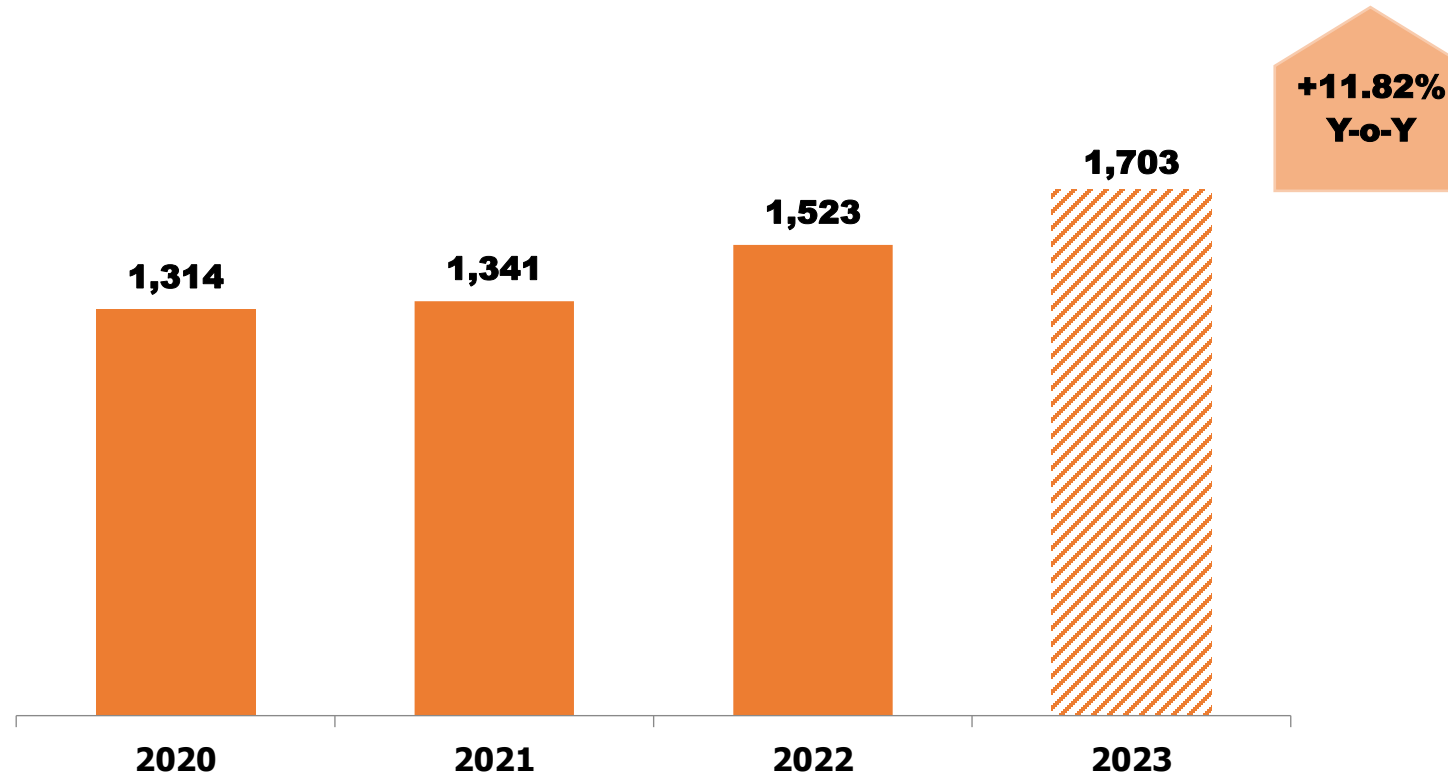


## Company Only Performance

### Key Drivers

1. Domestic sale continue increase since last year.
2. Increasing of sales orders from new customers since the second half of 2022.
3. Expansion to new market in Cambodia in conjunction with expansion of branches of 7-Eleven.

Million Baht



# TACC Y2023 Operating Results : Sales Revenue

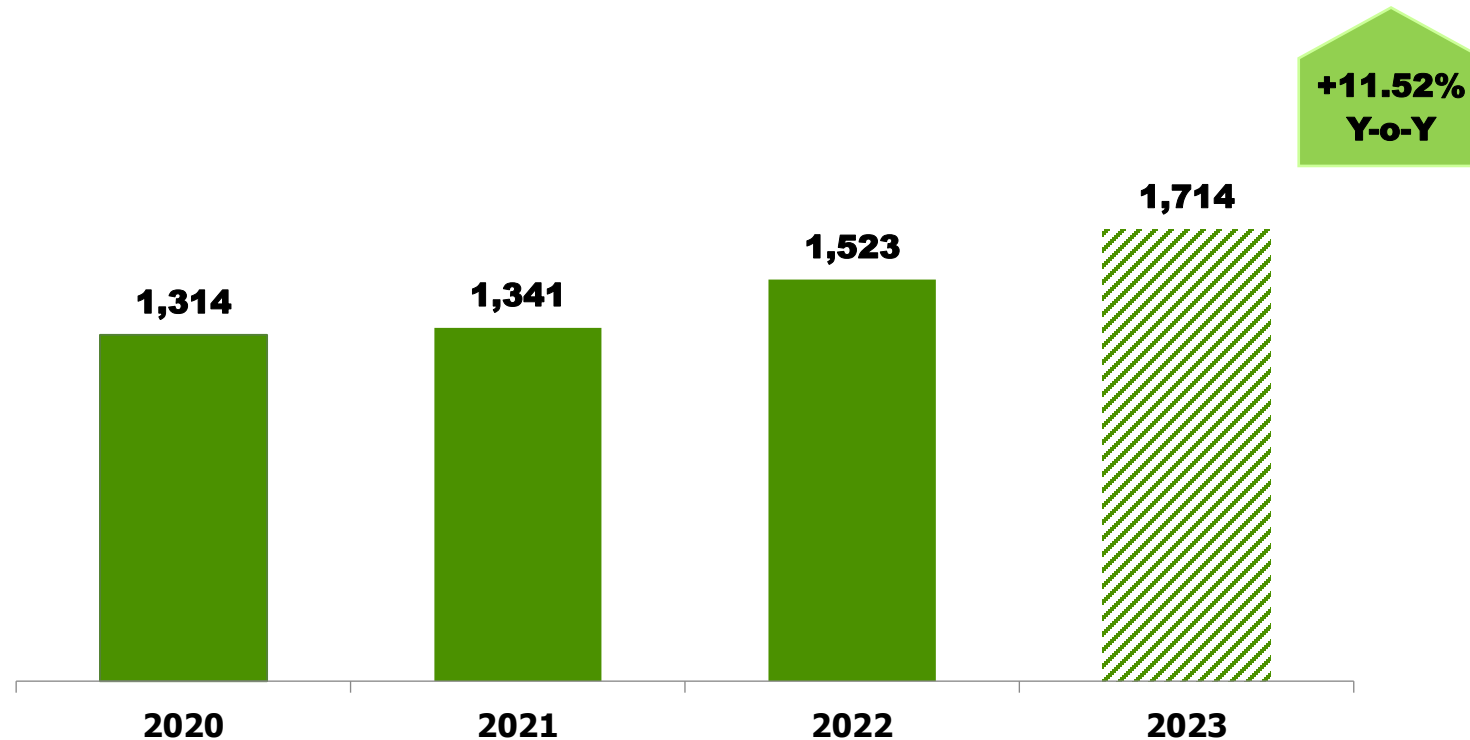


## Consolidated Performance

### Key Drivers

1. Domestic sale continue increase since last year.
2. Increasing of sales orders from new customers since the second half of 2022.
3. Expansion to new market in Cambodia in conjunction with expansion of branches of 7-Eleven.
4. Sales Revenue of Subsidiary Company.

Million Baht



# TACC Y2023 Operating Results : Net Profit

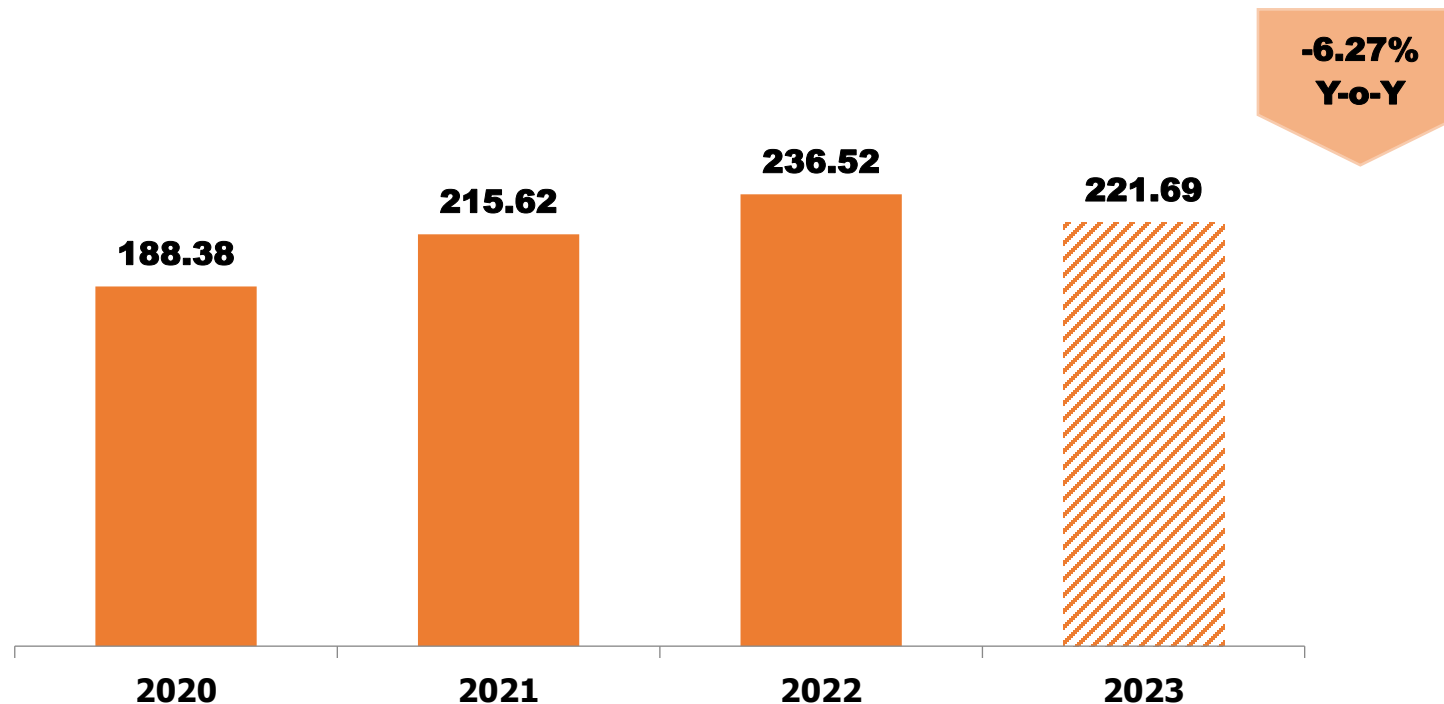


## Company Only Performance

	2020	2021	2022	2023
%Net Profit Margin	14.31%	15.94%	15.53%	11.85%

The reasons for the decrease in net profit are record provision for impairment in associate company at Baht 30 million, and an increase in cost of sales since the second half of year 2022. However. The Company's net profit has been increasing every quarter since the 4<sup>th</sup> quarter of 2022.

Million Baht



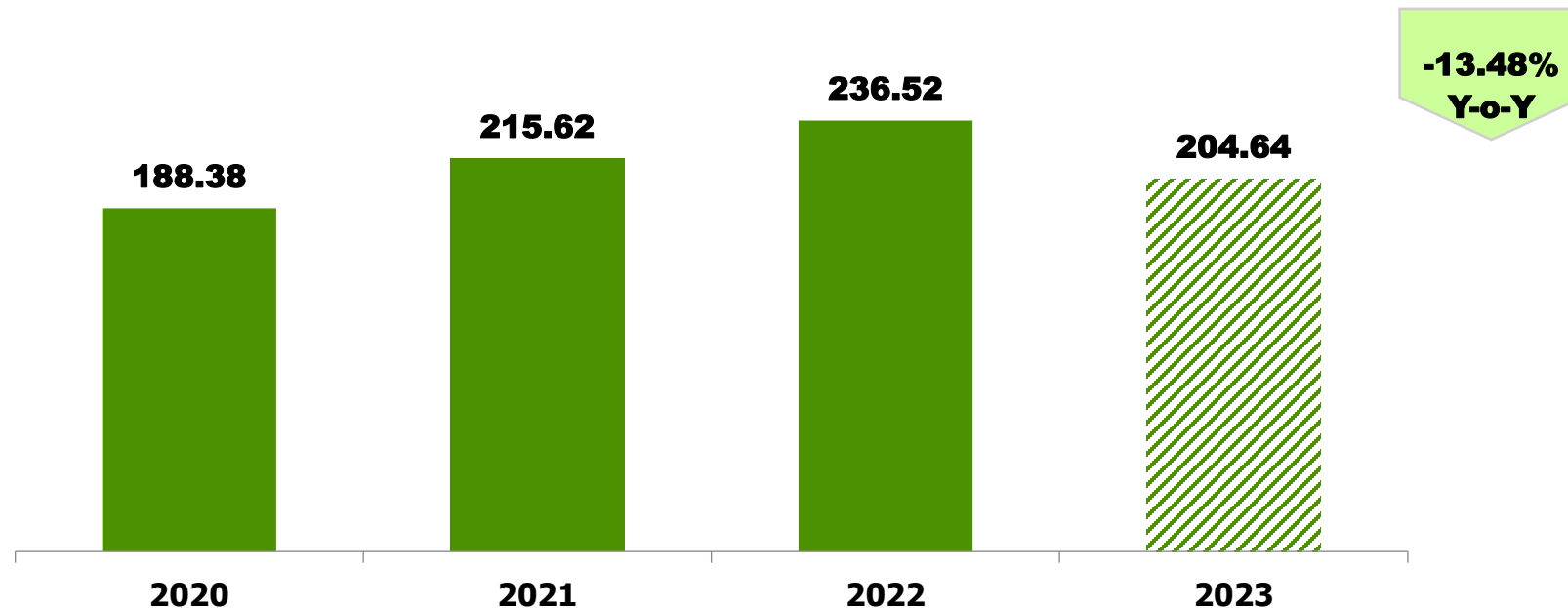


# TACC Y2023 Operating Results : Net Profit



## Consolidated Performance

Million Baht



The reasons for the decrease in consolidated net profit are follow;

- (a) record provision for impairment in associate company at Baht 17.44 million
- (b) Increase in the Company's cost of sales
- (c) Net loss from the subsidiary at Baht 19.48 million
- (d) Increase of share of loss from investment in association amounting to Baht 8.44 million.

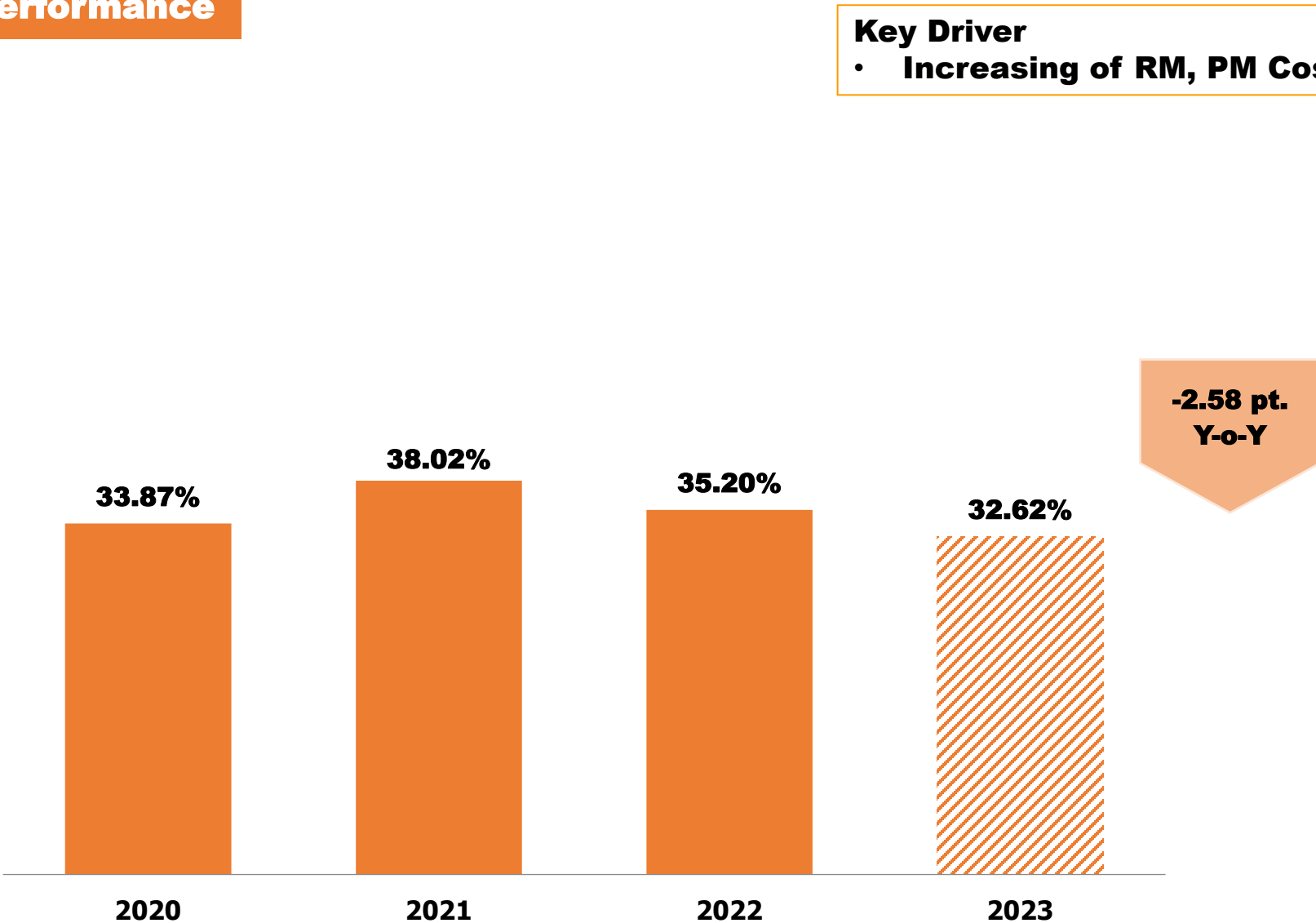
# TACC Y2023 Operating Results : Gross Profit Margin



## Company Only Performance

**Key Driver**

- Increasing of RM, PM Cost



# TACC Y2023 Operating Results : Total Asset, Total Liability and Equity

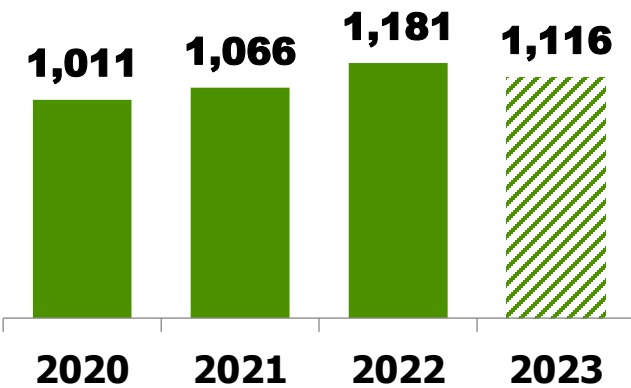


## Consolidated Performance

### Total Asset

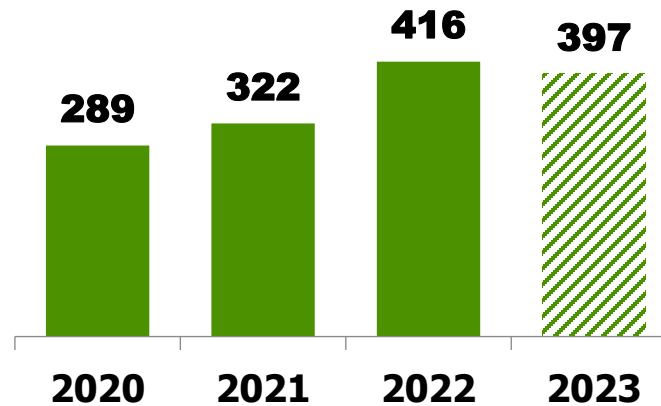
Other Current Financial Assets  
/ Trade and Other Receivables

Million Baht



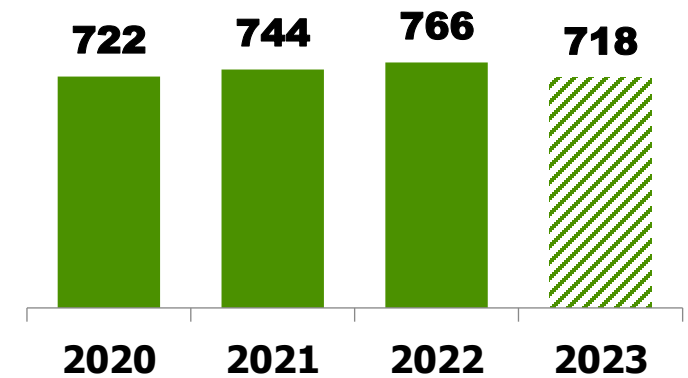
### Total Liability

Trade and Other Account  
Payable



### Total Equity

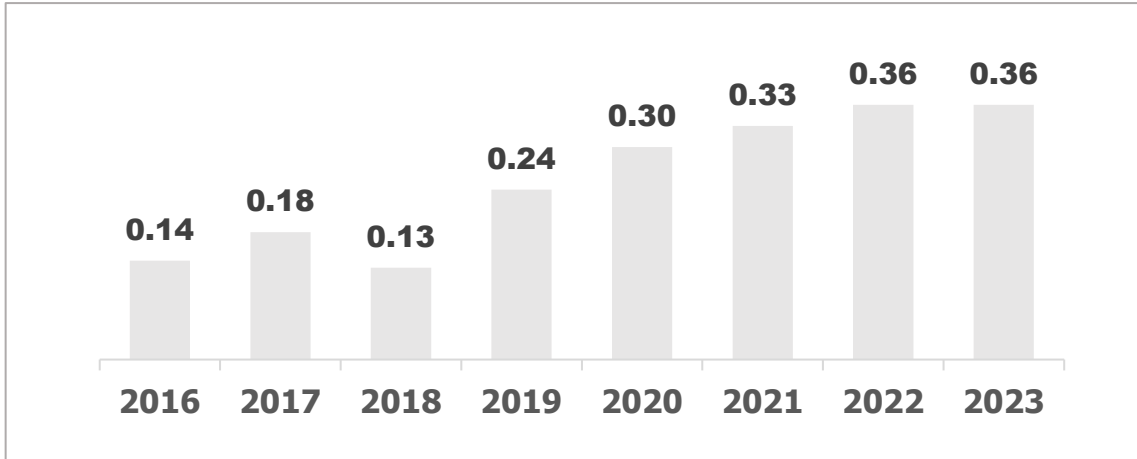
Profit & Dividend  
Payment



# Financial Ratio

Financial Ratio	เกณฑ์ 2566	ไตรมาส 3 ปี 2566	ไตรมาส 2 ปี 2566	ไตรมาส 1 ปี 2566	ปี 2565	
<b>อัตราส่วนสภาพคล่อง (Liquidity Ratio)</b>						
อัตราส่วนสภาพคล่อง/Current Ratio (เท่า)	> 2	2.58	2.10	2.99	3.14	2.71
อัตราส่วนสภาพคล่องหมุนเร็ว/Quick Ratio (เท่า)	> 1	2.44	2.55	2.83	2.96	2.57
ระยะเวลาเก็บหนี้เฉลี่ย/Average Collection Period (วัน)	เครดิตเทอม 45-75	69	67	67	71	68
ระยะเวลาชำระหนี้/Average Payment Period (วัน)	เครดิตเทอม cash-60	56	53	54	57	54
ระยะเวลาขายสินค้าเฉลี่ย/Average Sale Period (วัน)	< 20	15	14	15	18	20
<b>อัตราส่วนแสดงความสามารถในการหากำไร (Profitability Ratio)</b>						
อัตรากำไรขั้นต้น/ Gross Profit Margin (%)	> 32 %	32.62%	32.46%	32.09%	31.61%	35.20%
อัตรากำไรสุทธิ/ Net Profit Margin (%)	> 11 %	13.02%	13.55%	13.23%	11.14%	15.44%
EBITDA (%)	> 15%	17.74%	18.52%	18.02%	15.90%	20.84%
อัตราผลตอบแทนผู้ถือหุ้น/ Return on Equity (%)	> 21%	30.29%	30.41%	28.48%	27.40%	30.89%
อัตราผลตอบแทนจากสินทรัพย์/ Return on Assets (%)	> 15%	19.72%	20.35%	19.74%	19.27%	20.02%
<b>อัตราส่วนวิเคราะห์นโยบายทางการเงิน (Financial Policy Ratio)</b>						
อัตราส่วนหนี้สินต่อส่วนของผู้ถือหุ้น/ Debt to Equity Ration (เท่า)	< 1.0	0.54	0.49	0.44	0.42	0.54

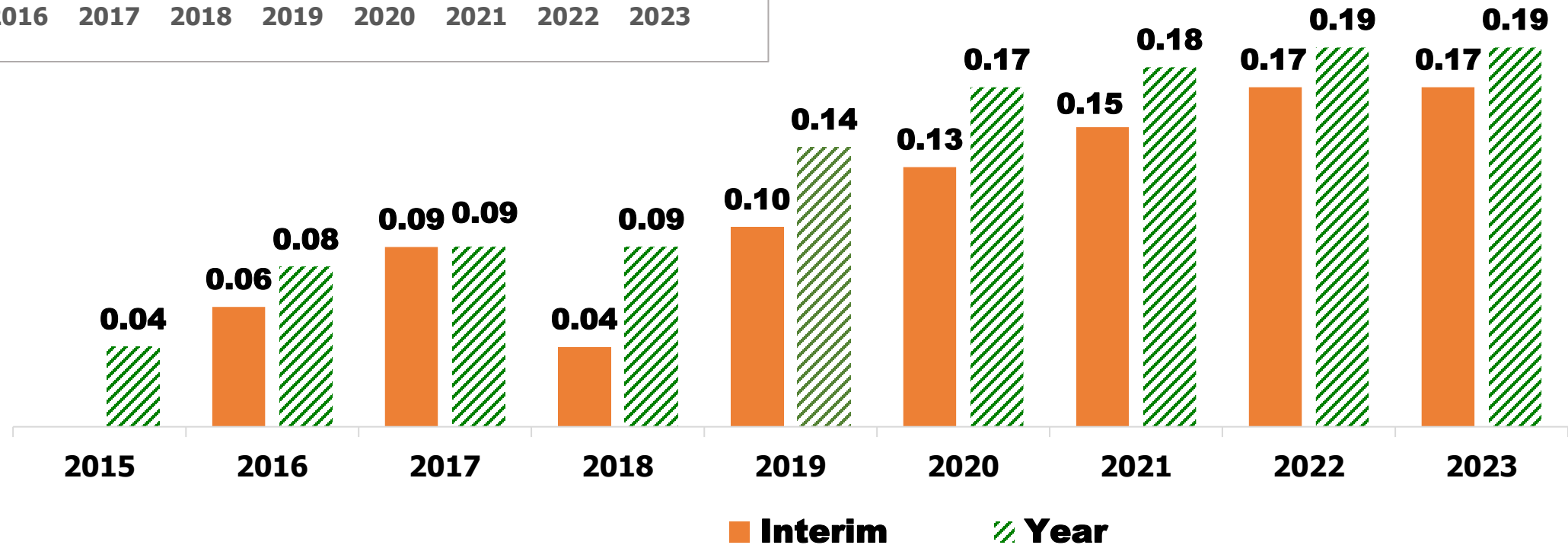
# Dividend Payment



Waiting approve from  
2024 AGM  
Date: 26 April 2024

(Baht per share)

Dividend Yield = 7.45%  
As of 31/12/2023



**Remark : Dividend Payment for period Jan 1- Dec 30, 2023 paid on May 20, 2024 at 0.19 baht per share, Total year 0.36 baht per share**



# Agenda



**Our Business**



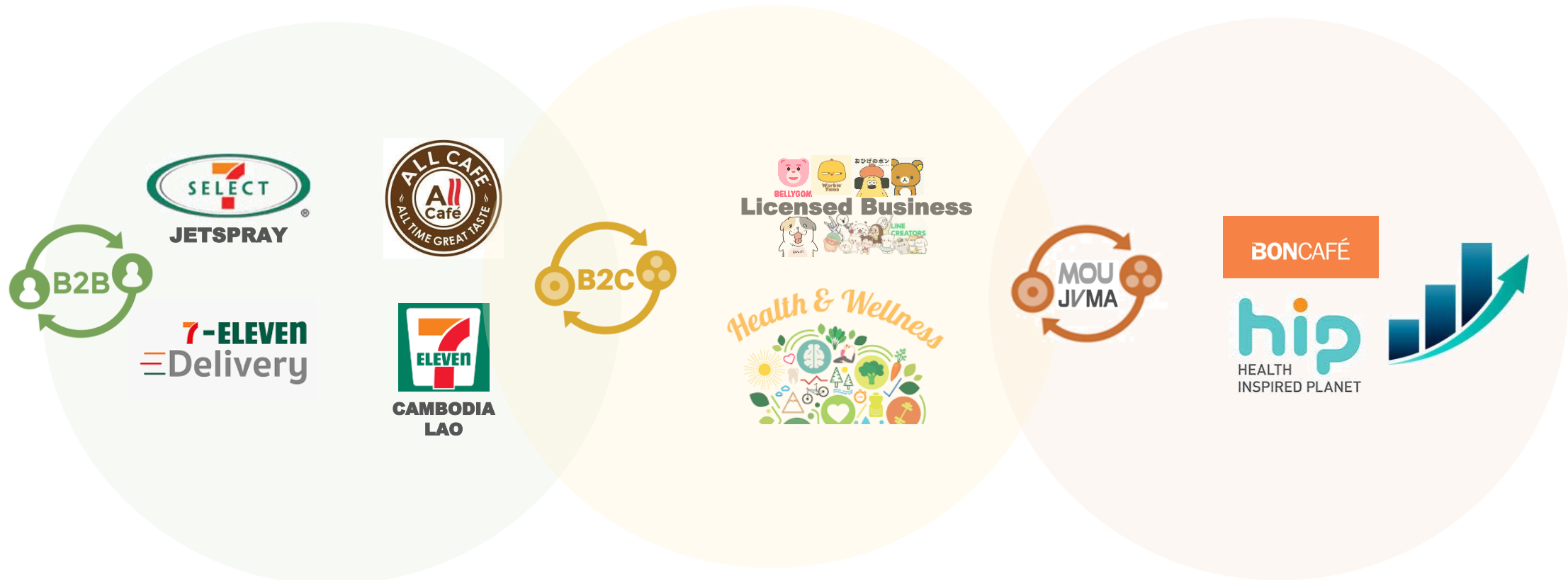
**Y2023  
Financial Figures**



**2024  
Strategic Direction**

# 2024 Strategic Direction

**TACC aims to grow around 10% by strengthen core business via value creation, cost & operation efficiency and capture consumer trend of health & wellness via new product as well as further expand to new market both B2B and B2C.**



# YTD 2024 7-Eleven Growth Pillars



## Core Business via Promotion

## New Product via New Launch

### 1 Cold Beverage Dispenser



5 Jan

### 2 Non-Coffee Menu @ All Café coffee corner

New flavor



21 Mar

## Channel Expansion Delivery Platform



# YTD 2024 7-Eleven Cambodia & Laos expansion



**CAMBODIA**  
Y2023 : 82 outlets



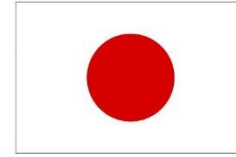
**LAOS**  
Y2023 : 3 outlets



# YTD 2024 License Business (International License) : New Character



“BELLYGOM”

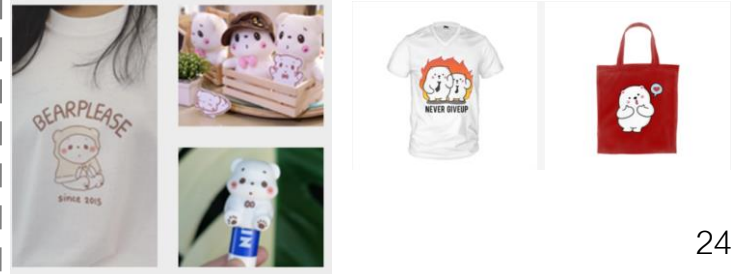


“Ohige noPon” (โอฮิเงะ โนะพอน)





# YTD 2024 License Business (Domestic License) : DOG PLEASE, WARBIE YAMA, Line Creators Thailand





# YTD 2024 Café Business



**As of Y2023 ~ 900 outlets**  
(+123 from Nov 2023)

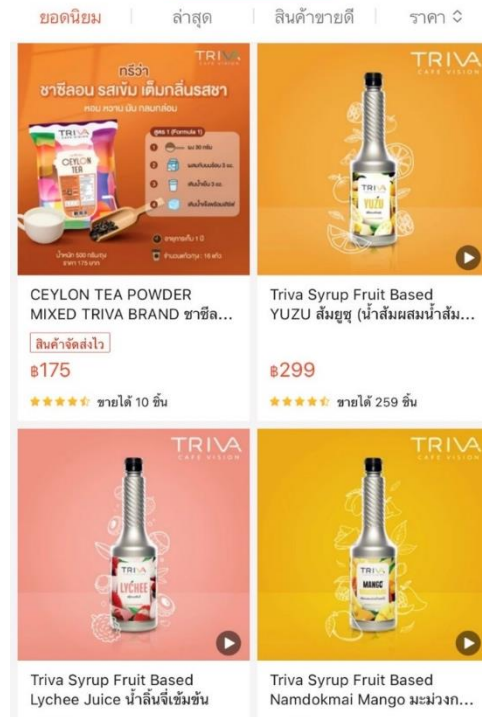
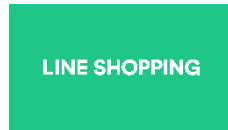
## Signature Menu



## Seasonal Menu



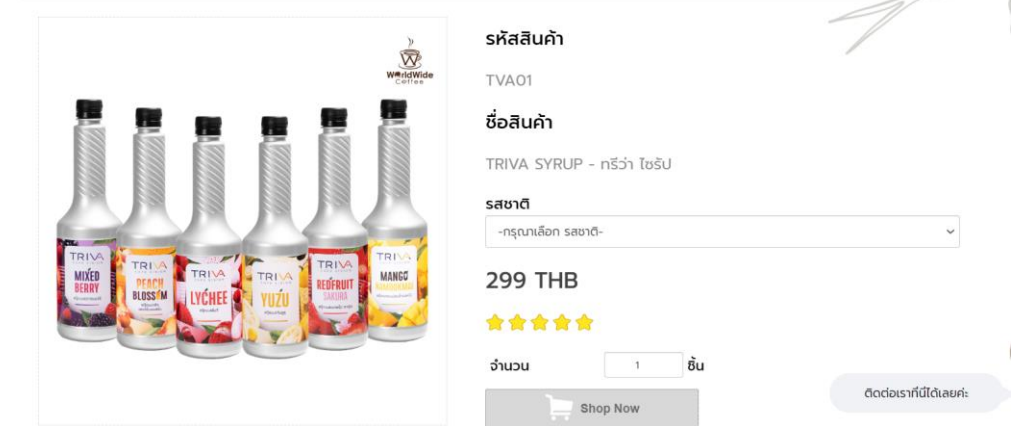
# YTD 2024 "TRIVA" Brand



เริ่มต้นธุรกิจร้านกาแฟกับเรา Worldwide coffee  
ศูนย์รวมธุรกิจกาแฟครบวงจร

เวลาทำการ : 08.00 - 17.00 น. โทรเลย 080-867 6776

วัตถุดิบ >> TRIVA SYRUP - ทริว่า โซริบ



**Rebranding & packaging design**  
: กลุ่มผง premix, pure



# YTD 2024 MOU with BON CAFE

## 1. Hot Vending Machine Agent



As of Mar 2024 : Hot vending 228 units  
(+24) from Y203



## HIP Business Plan

### Core Products :



**Body & Skin Supplement (Jelly)**



**Skincare**

### New S Curve:

- **Launch new skincare in March'24: Nourishing serum; Reju booster**



### Upgrade Core Product:

- **Launch Jeli in April'24: Upgrade reformulation & new pack size**



**5x Acerola cherry**



**Channels**

**Online**



**Retail [800+]**

**EVEANDBOY**

**watsons**



**T.A.C.C.** to **3<sup>rd</sup>**  
**decade**

# Q&A

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**<https://www.facebook.com/TACConsumer>**

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