



Operating Results Y2023

Analyst Meeting

13.3.2024

Our Major Shareholders



Major Shareholder	#Shares	% Shares
1. Mr.Chatchawe Vatanasuk	120,229,825	19.775%
2. Thai NVDR Company Limited	31,417,729	5.167%
3. Mr.Thanutum Kiatphaibool	29,963,243	4.928%
4. Mrs.Charunee Chinwongworakul	13,200,000	2.171%
5. K Mid Small Cap RMF	10,500,000	1.727%
6. Mr.Nuthajak Liengchayetz	10,219,800	1.681%
7. Mr.Chanaphan Piriyaphan	10,132,700	1.667%
8. Mr. Nattapol Songsaicholchai	9,221,800	1.517%
9. Ms.Pawenee Suwanmethanont (Mr.Chatchawe)	9,200,000	1.513%
10. Mr.Parin Therawor	9,200,000	1.513%

Major Shareholder	#Shares	% Shares
11. Mrs.Nantana Suwanparin (Mr.Chanit)	8,933,572	1.469%
12. Mrs. Nuchara Vayakornvichitr	5,900,000	0.970%
13. Ms. Piyada Khunsongkiat	5,820,800	0.957%
14. Mr.Chai Manophars	5,800,000	0.954%
15. N.C.B.TRUST LIMITED-NORGES BANK 1	5,169,200	0.850%
16. Ms.Nitchana Suwanparin	5,000,000	0.822%
17. Mr. Chavis Suwanparin	5,000,000	0.822%
18. Mr. Kasidi Suwanparin	5,000,000	0.822%
19. Ms.Pinporn Tubtimcharoon	4,706,900	0.774%
20. GOLDMAN SACHS INTERNATIONAL	4,293,800	0.706%

As of Aug 25, 2023

Total Shareholders

11,955

(+883 from May 2023)

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

11,934 (+888)

21 (-5)

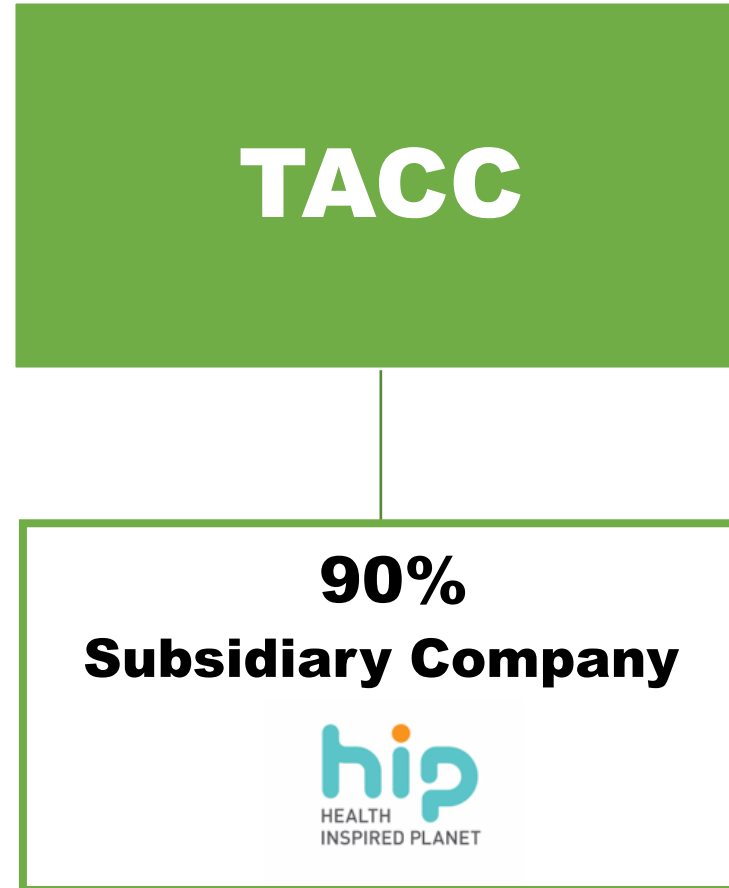
% Shares of Minor Shareholders

(% Free float)

= 71.46%

(+0.11 pt. from May 2023)

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

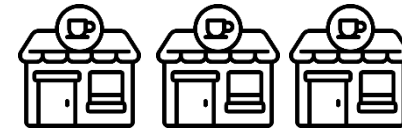
LINE CREATORS



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

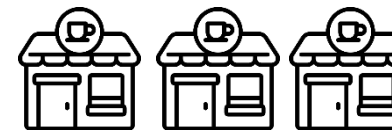
LINE CREATORS



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



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



Thailand 83 outlets



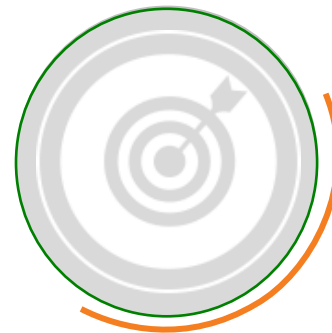
Agenda



Our Business



**Y2023
Financial Figures**



**2024
Strategic Direction**

TACC Y2023 Operating Results : Sales Revenue

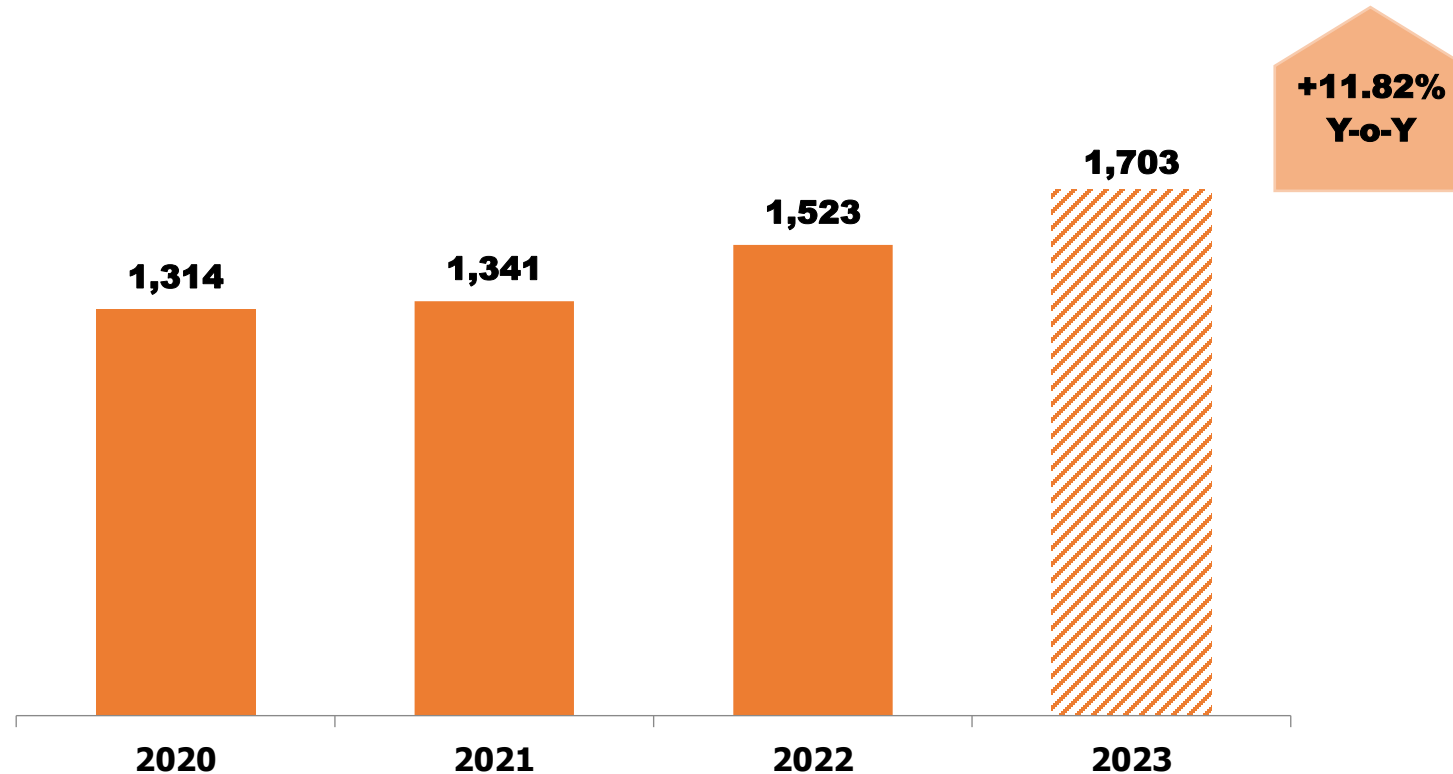


Company Only Performance

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

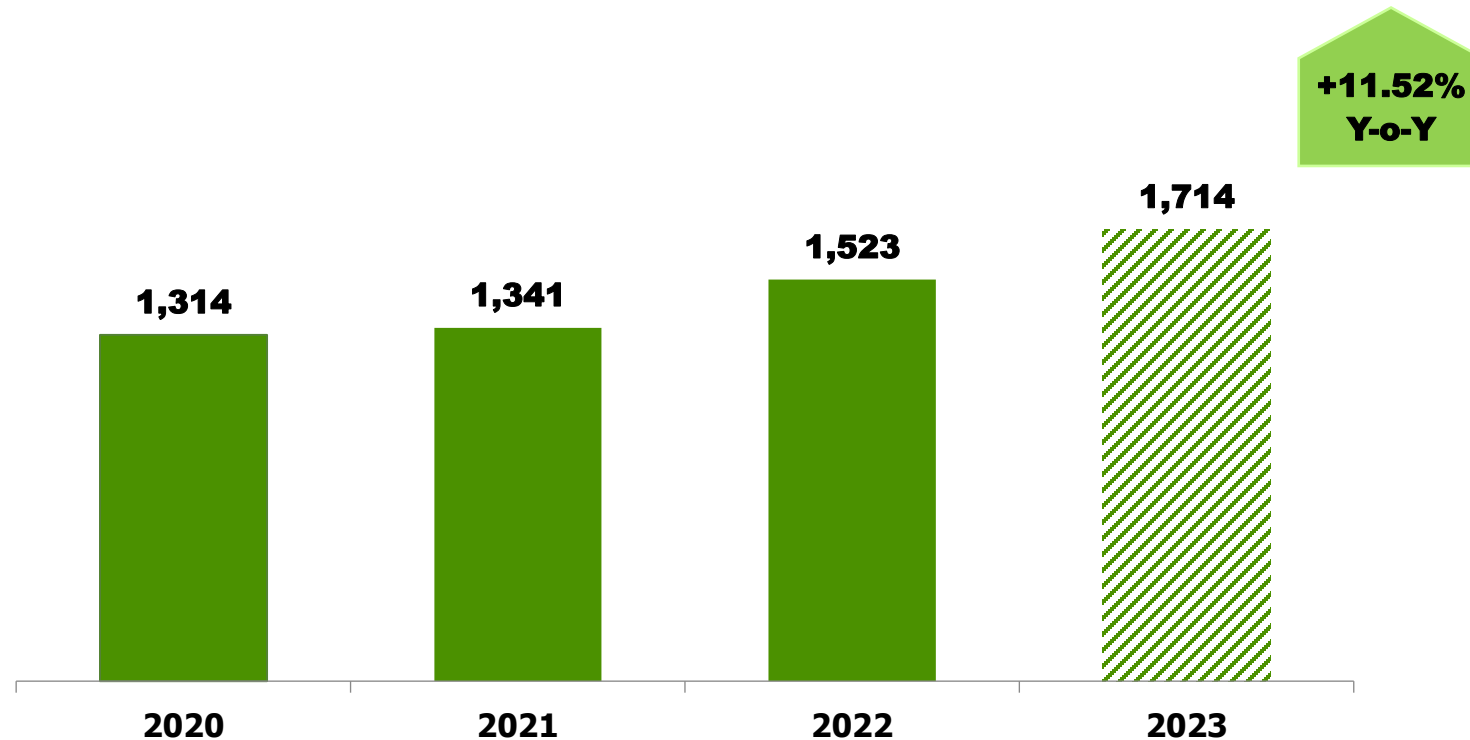


Consolidated Performance

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

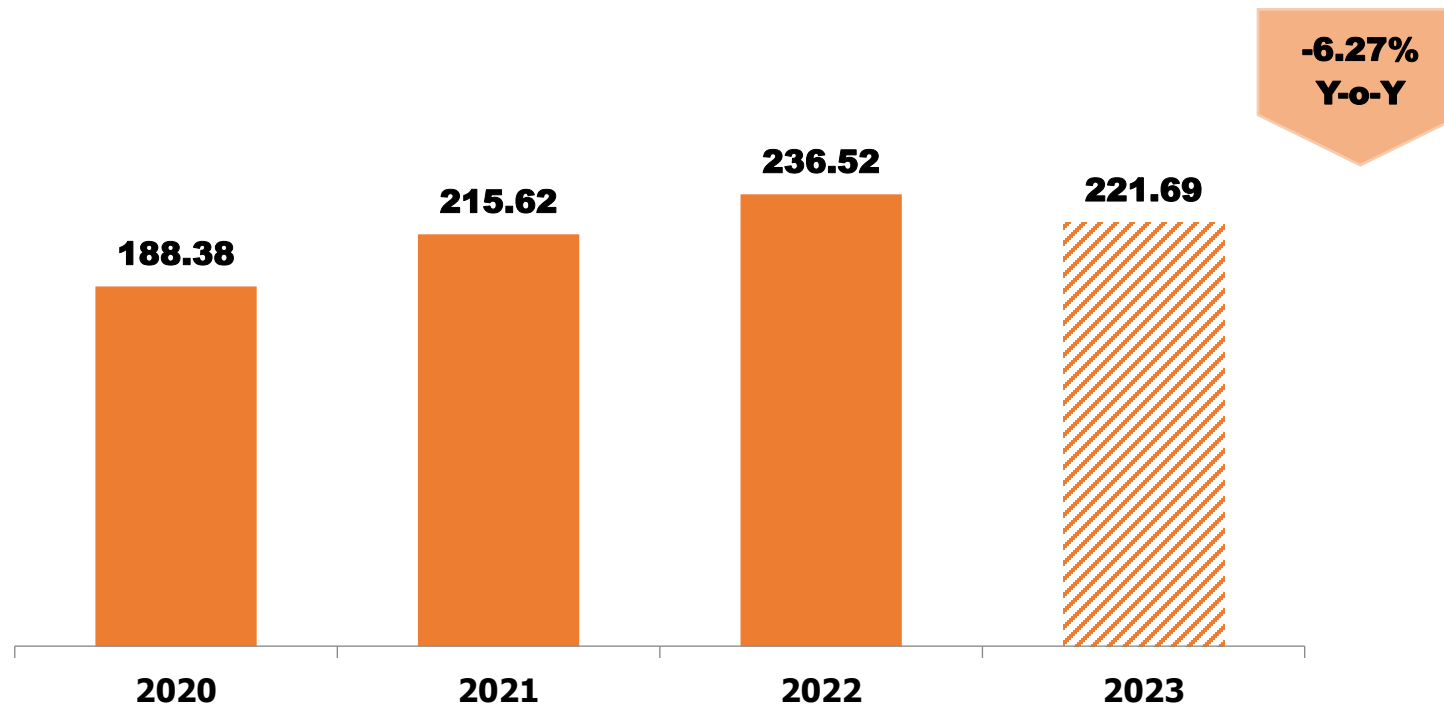


Company Only Performance

	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 4th quarter of 2022.

Million Baht

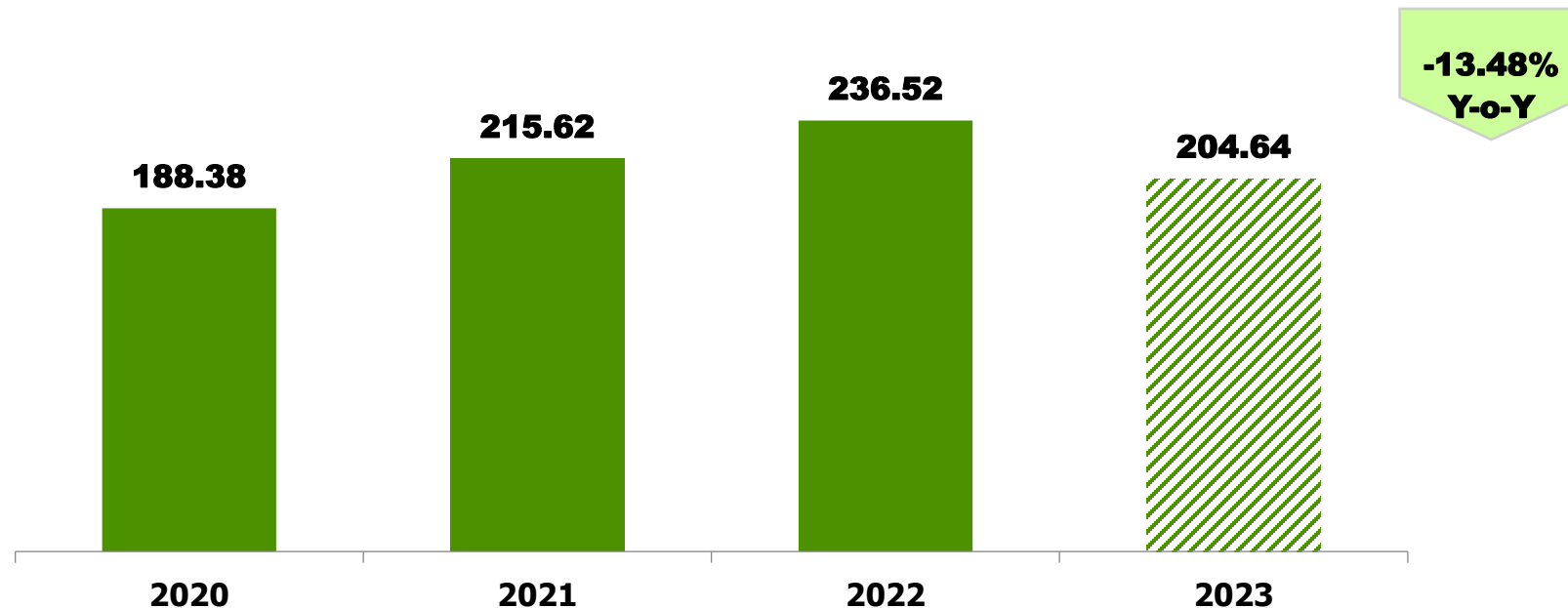


TACC Y2023 Operating Results : Net Profit



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.

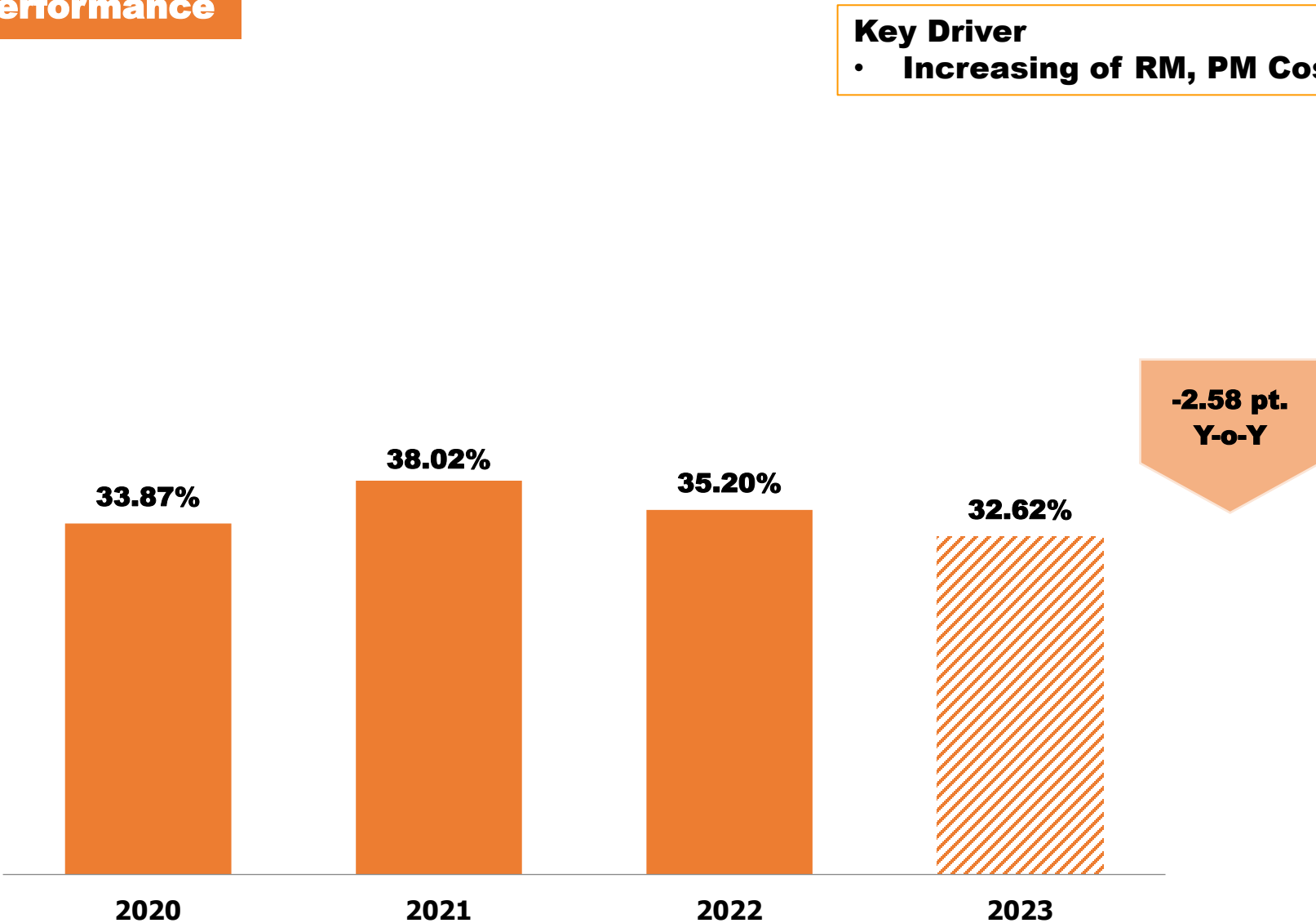
TACC Y2023 Operating Results : Gross Profit Margin



Company Only Performance

Key Driver

- Increasing of RM, PM Cost



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

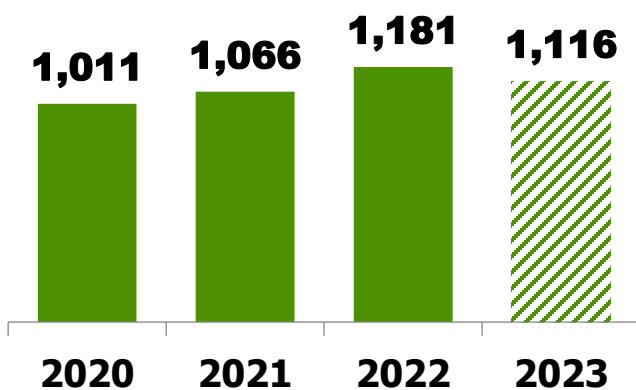


Consolidated Performance

Total Asset

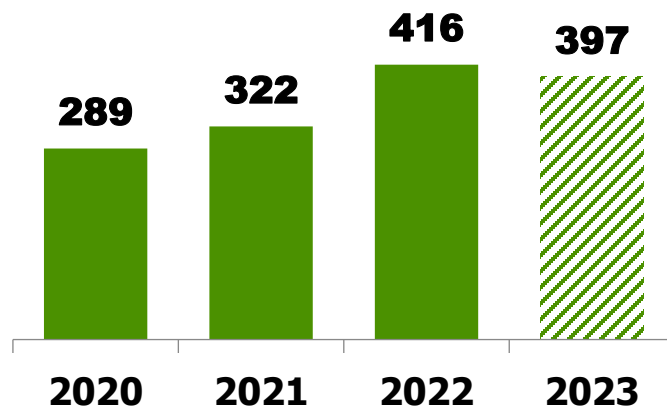
Other Current Financial Assets
/ Trade and Other Receivables

Million Baht



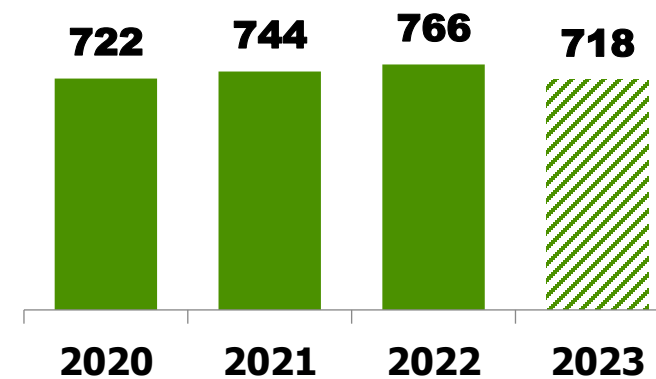
Total Liability

Trade and Other Account
Payable



Total Equity

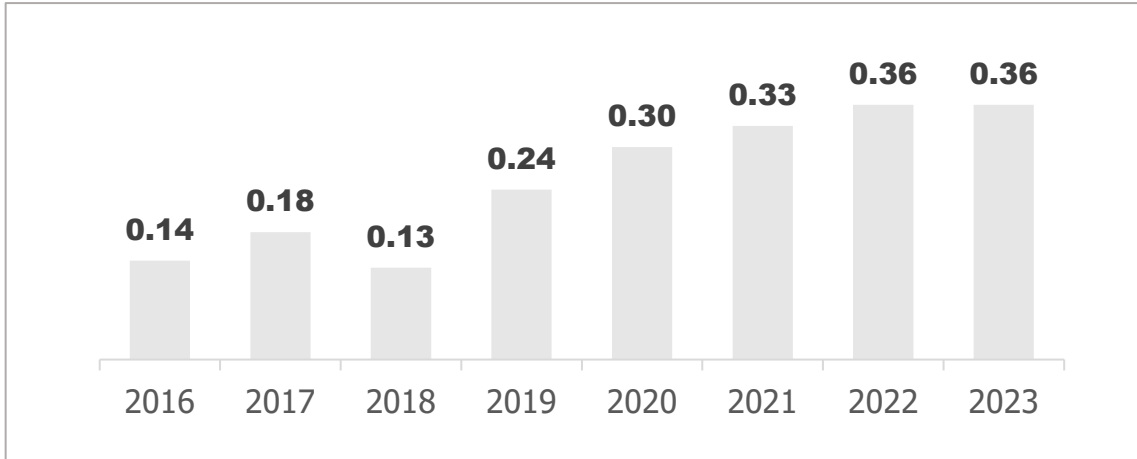
Profit & Dividend
Payment



Financial Ratio

Financial Ratio	เกณฑ์ 2566	ปี 2566	ไตรมาส 3 ปี 2566	ไตรมาส 2 ปี 2566	ไตรมาส 1 ปี 2566	ปี 2565
อัตราส่วนสภาพคล่อง (Liquidity Ratio)						
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
อัตราส่วนแสดงความสามารถในการหากำไร (Profitability Ratio)						
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%
อัตราส่วนวิเคราะห์นโยบายทางการเงิน (Financial Policy Ratio)						
อัตราส่วนหนี้สินต่อส่วนของผู้ถือหุ้น/ Debt to Equity Ration (เท่า)	< 1.0	0.54	0.49	0.44	0.42	0.54

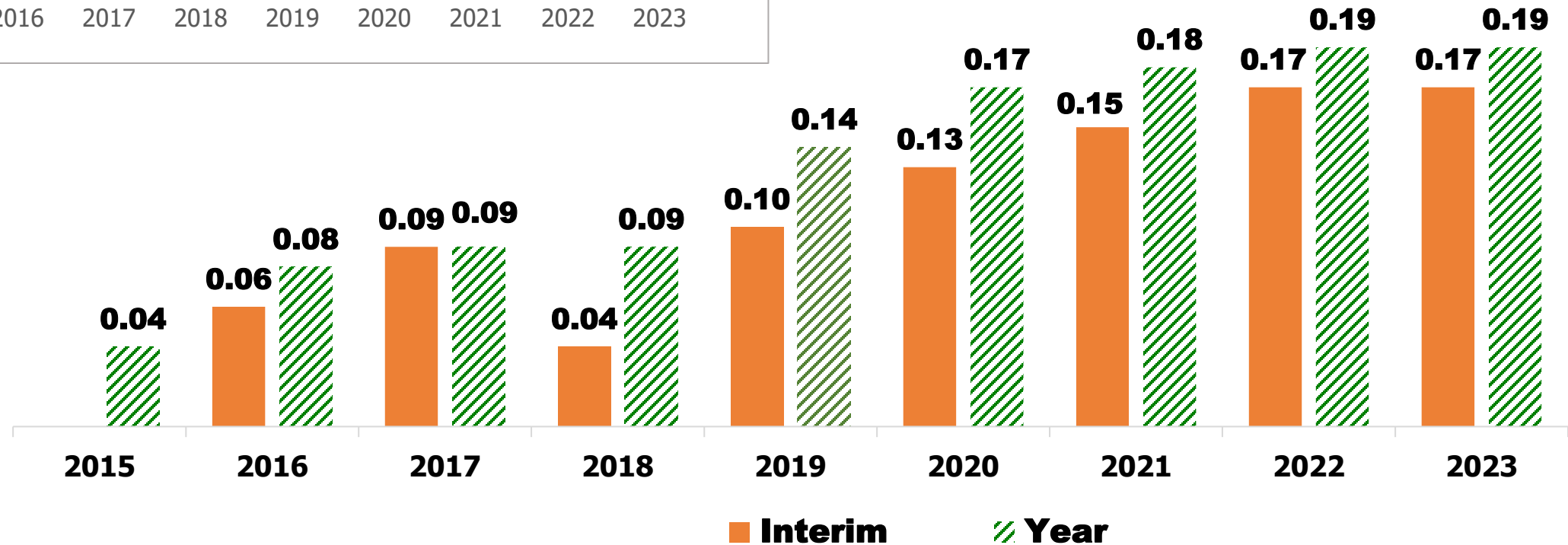
Dividend Payment



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



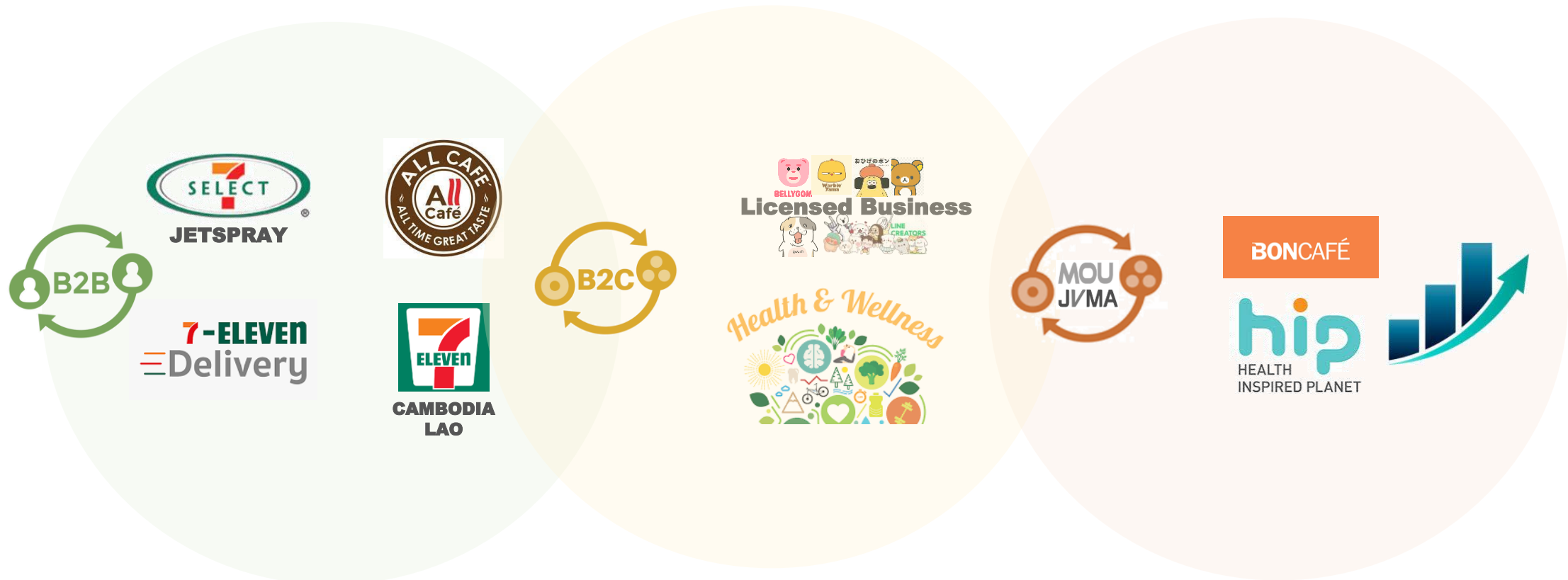
**Y2023
Financial Figures**



**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

Happy Birthday
 พิเศษ เฉพาะสมาชิก
 ลดทันที ที่เกิดเดือน กุมภาพันธ์
 All Café 16 oz. เหลือ 17.-
 1 - 29 พ.ย. 2567

ส่งสุขรับขวัญ
 สิทธิพิเศษ 36.-
 2 หัว ปกติ 40.-
 4 - 23 พ.ย. 2567

All member
 สิทธิพิเศษ 100 คะแนน
 4 พ.ค. - 23 พ.ค. 2567

New Product via New Launch

1 Cold Beverage Dispenser

ชาแอปเปิ้ล Apple Tea
 5 Jan

2 Non-Coffee Menu @ All Café coffee corner

New flavor

LYCHEE JELLY PINK
 21 Mar

Channel Expansion Delivery Platform

7-ELEVEN Delivery
 จัดส่งที่ 9/283-5, อาคารยูเอ็มทาว...
 ค้นหา สินค้า

7+CHA THAI Thai Milk Tea with Covered Milk Jelly 60 - 70 บาท	7+CHA THAI Thai Milk Tea with Green Milk Jelly 45 - 55 บาท
7+CHA THAI Thai Milk Tea with Strawberry Jelly 55 - 65 บาท	7+CHA THAI Thai Milk Tea with Orange Jelly 53 - 63 บาท

คุณมี 21 คูปองพร้อมใช้ **ดูคูปอง**
 สั่งไว้ก่อน รับเมื่อสะดวก **สินค้าสั่งซื้อเอง**
 โปรโมชั่น **คืนเงินทันที** **ลดแรง!** **สิริคำแนะนำ** **All Café**

7+CHA THAI
 Thai Milk Tea 泰式冰奶茶 (16oz.)

YTD 2024 7-Eleven Cambodia & Laos expansion



CAMBODIA
Y2023 : 82 outlets



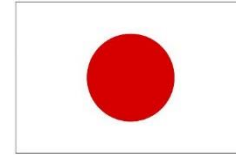
LAOS
Y2023 : 3 outlets



YTD 2024 License Business (International License) : New Character



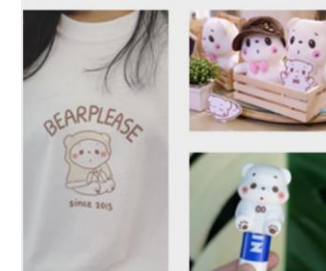
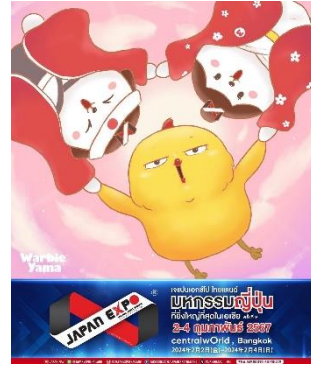
“BELLYGOM”



“OhigenoPon” (โอฮิเงะโนะพอน)



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



YTD 2024 Café Business



Signature Menu

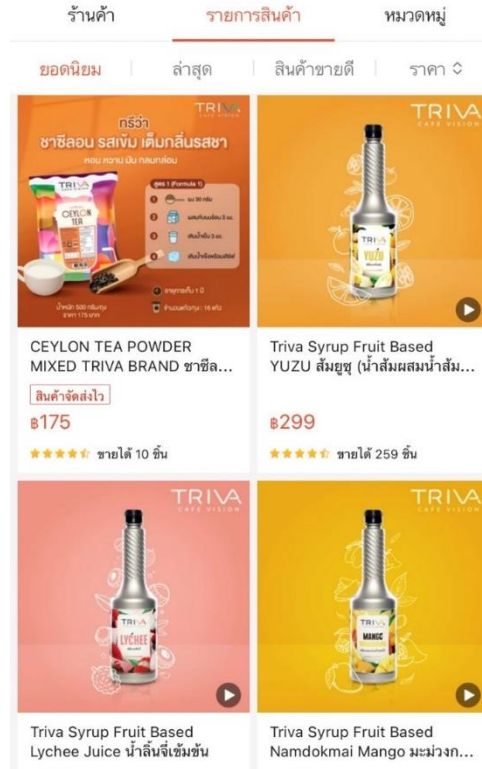
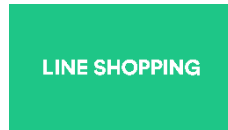


Seasonal Menu



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

YTD 2024 "TRIVA" Brand



เริ่มต้นธุรกิจร้านกาแฟกับเรา Worldwide coffee
ศูนย์รวมธุรกิจกาแฟครบวงจร

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

วัตถุดิบ >> TRIVA SYRUP - ทริว่า โซริบ



รหัสสินค้า

TVA01

ชื่อสินค้า

TRIVA SYRUP - ทริว่า โซริบ

รสชาติ

-กรุณาเลือก สรสชาติ-

299 THB



จำนวน 1 ชิ้น



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**



Online
5x Acerola cherry



Channels

Online

LINE Official Account



Retail
[800+]

EVEANDBOY

watsons



T.A.C.C. to **3rd**
decade

Q&A

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

T.A.C. Consumer PCL

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