



Operating Results 1Q2024

Analyst Meeting

11.6.2024

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	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%

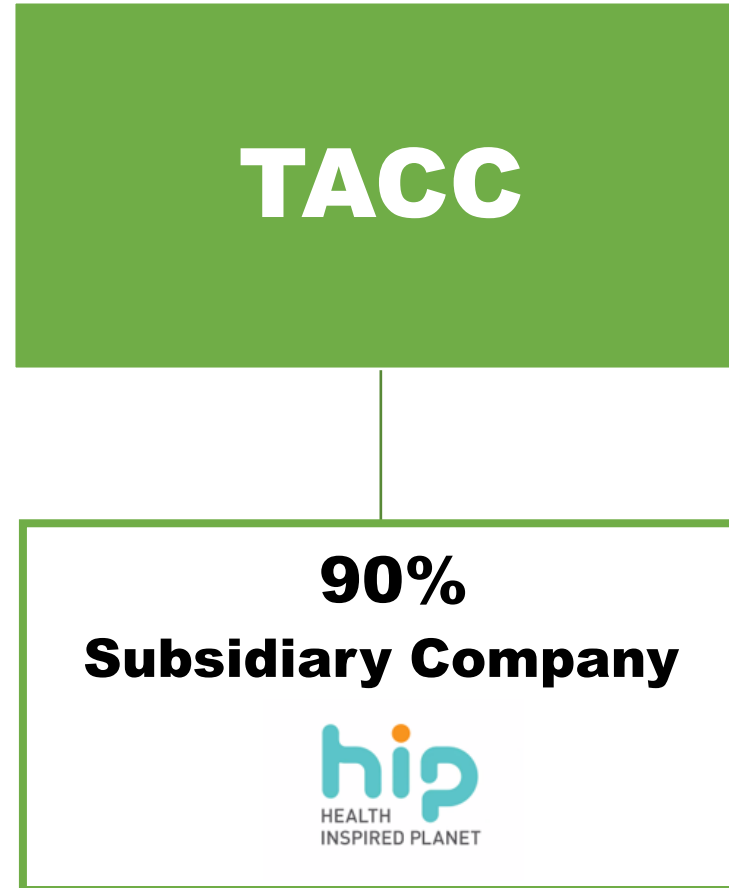
As of May 8, 2024
Total Shareholders

13,090
 (+111 from Mar 2024)

- **Thai Shareholders** **13,065 (+108)**
- **Foreign Shareholders** **25 (+3)**

% Shares of Minor Shareholders
(% Free float) = 73.09%

Shareholder Structure of Business Group



Agenda



Our Business



**1Q2024
Financial Figures**

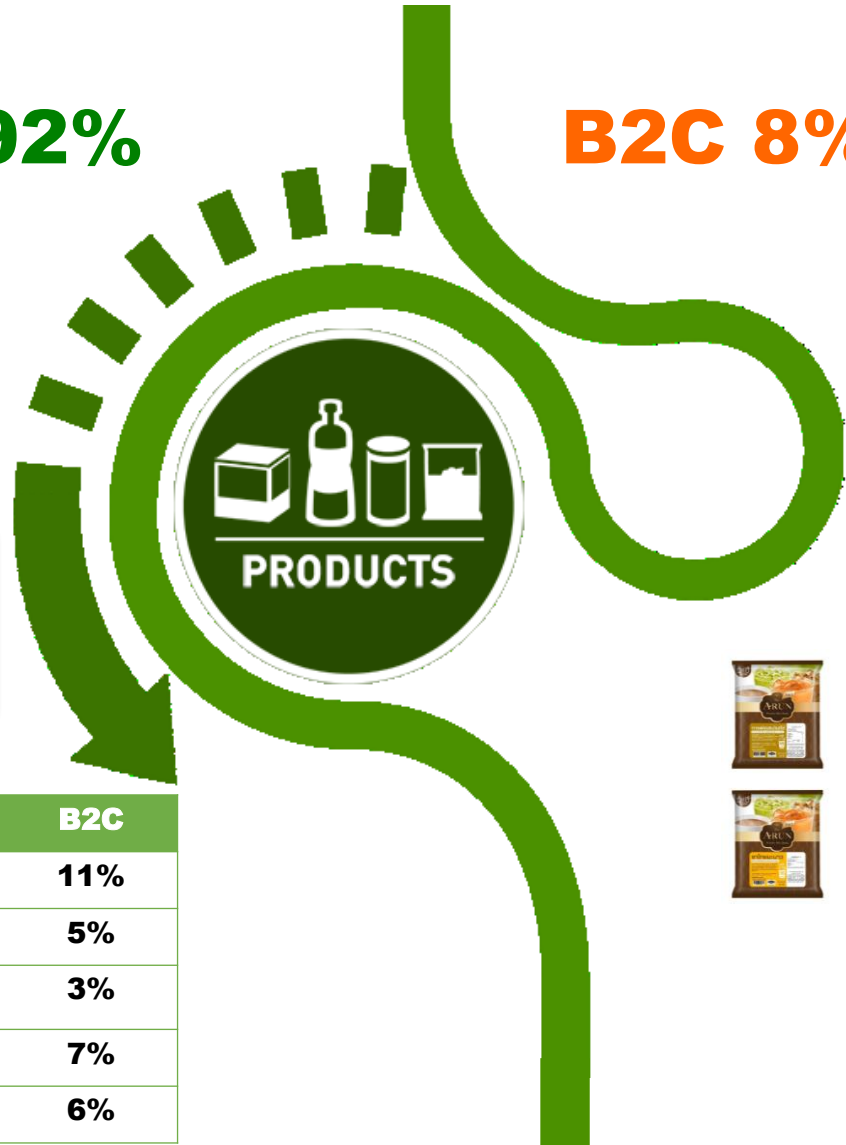


**2024
Strategic Direction**

Our Business in 1Q2024

B2B 92%

B2C 8%



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



Café Business



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 : Apple Tea, Drinking Yogurt



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 : Lychee Jelly Pink.



11,000 outlets

3 Hot Beverage Dispenser



450 outlets

1Q2024 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



2 May

Core Flavor



New Flavor



21 Mar

1Q2024 B2C Business

B2B 92%

B2C 8%



LINE CREATORS

Dog Please Warbie Yama "Ohige no Pon" BELLYGOM



Café Business



Expertise on Café Business



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



Thailand 350 outlets



Thailand 949 outlets
(+49 from Year 2023)



Thailand 130+ outlets
Cambodia 10+ outlets

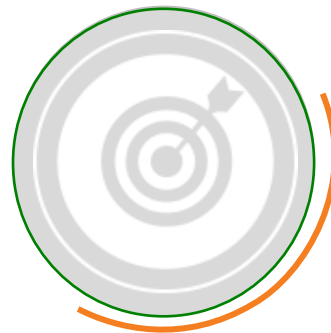
Agenda



Our Business



**1Q2024
Financial Figures**



**2024
Strategic Direction**

TACC 1Q2024 Operating Results : Sales Revenue

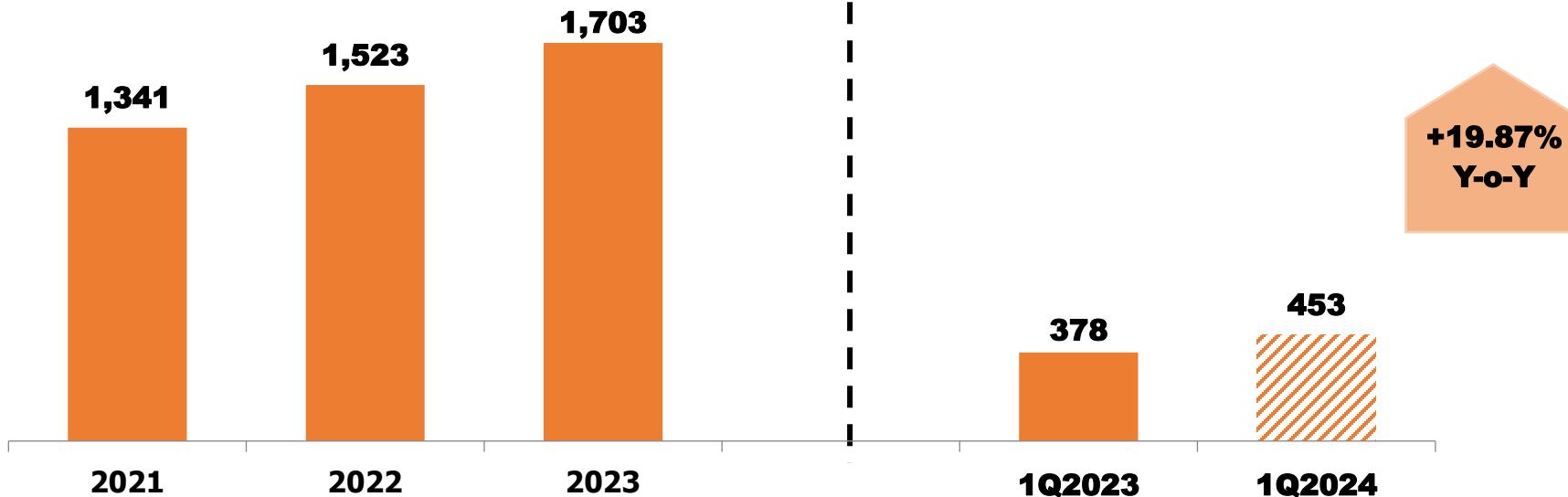


Company Only Performance

Key Drivers

1. Revenue from Cold dispenser and All Café in 7-Eleven store increase because of high temperature, increasing of tourists and E-Receipt project.
2. Increasing of domestic customers' sales from increase of the customer's stores.
3. Increasing of sales in Cambodia in conjunction with expansion of stores of 7-Eleven from last year.

Million Baht

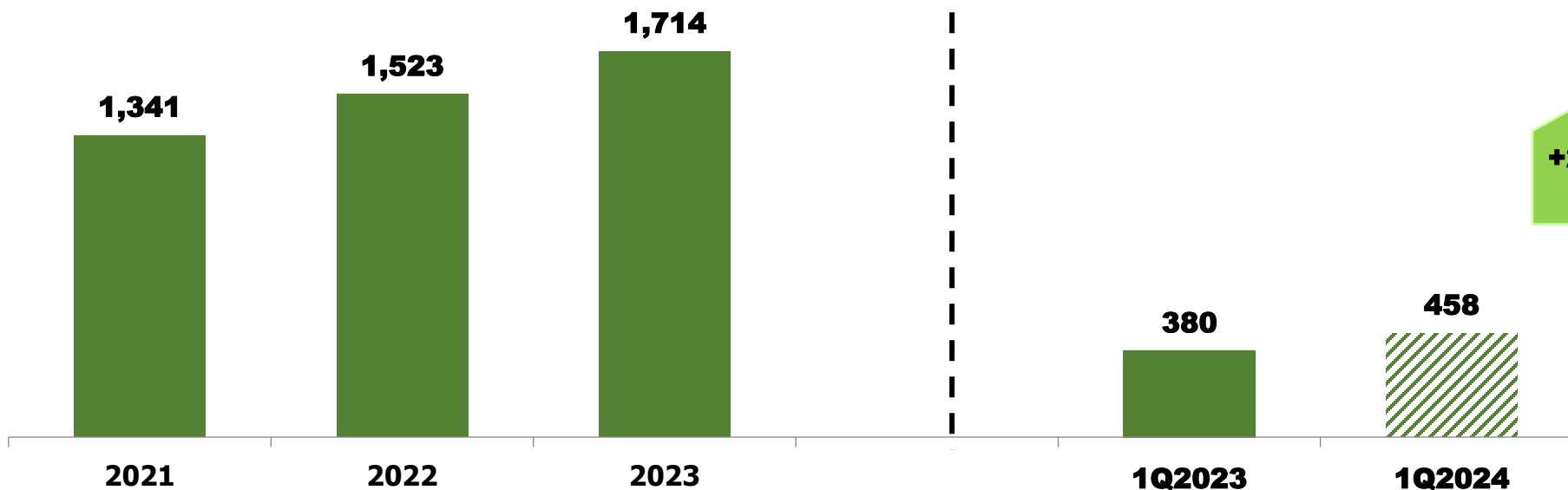


TACC 1Q2024 Operating Results : Sales Revenue



Consolidated Performance

Million Baht



Key Drivers

1. Revenue from cold dispenser and All Café in 7-Eleven store increase because of high temperature, increasing of tourists and E-Receipt project.
2. Increasing of domestic customers' sales from increase of the customer's stores.
3. Increasing of sales in Cambodia in conjunction with expansion of stores of 7-Eleven from last year.
4. Sale Revenue from subsidiary Company.

TACC 1Q2024 Operating Results : Net Profit

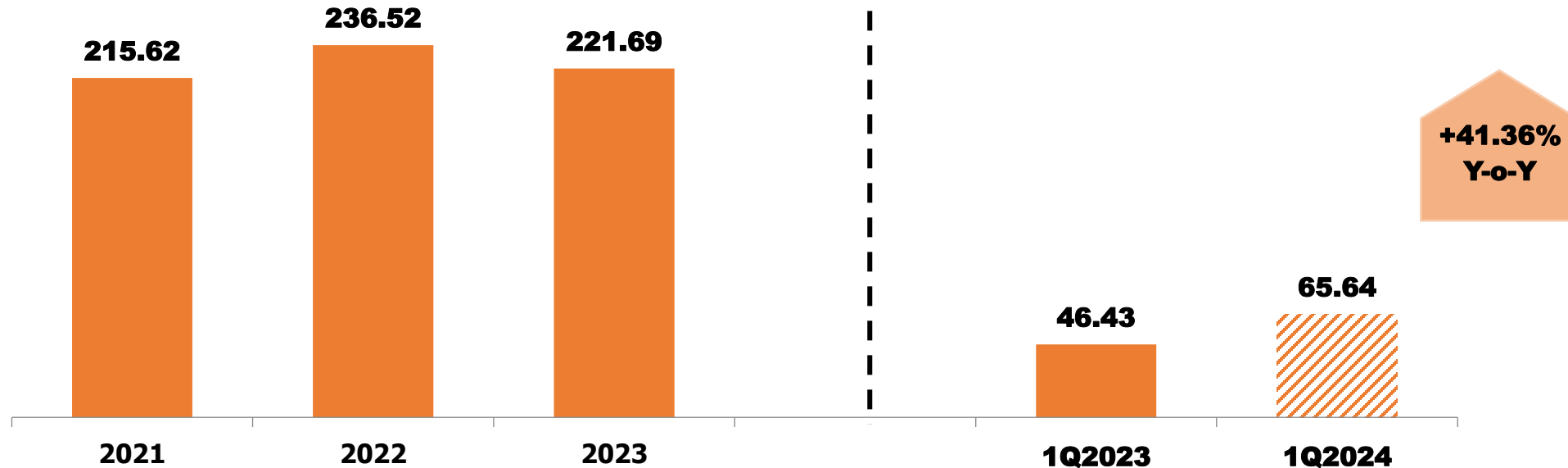


Company Only Performance

	2021	2022	2023	1Q2024
%Net Profit Margin	15.94%	15.53%	13.02%	14.50%

The reasons for the increase in net profit are the increase in sales and services in this period and the efficiency in cost and expenses management.

Million Baht



TACC 1Q2024 Operating Results : Net Profit

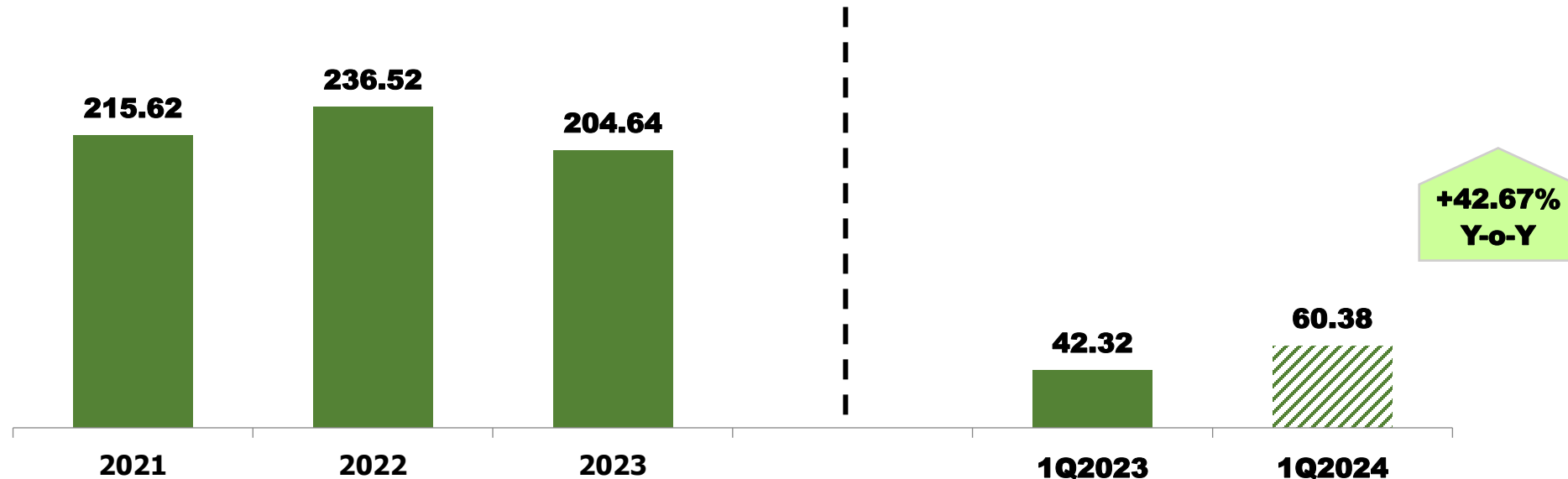


Consolidated Performance

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

- (a) The net profit of the Company increase Baht 19.20 million from the same period of previous year.
- (b) TCI (Associated Company)
- (c) The subsidiary has net loss more than the same period of previous year amounting to Baht 1.15 million.

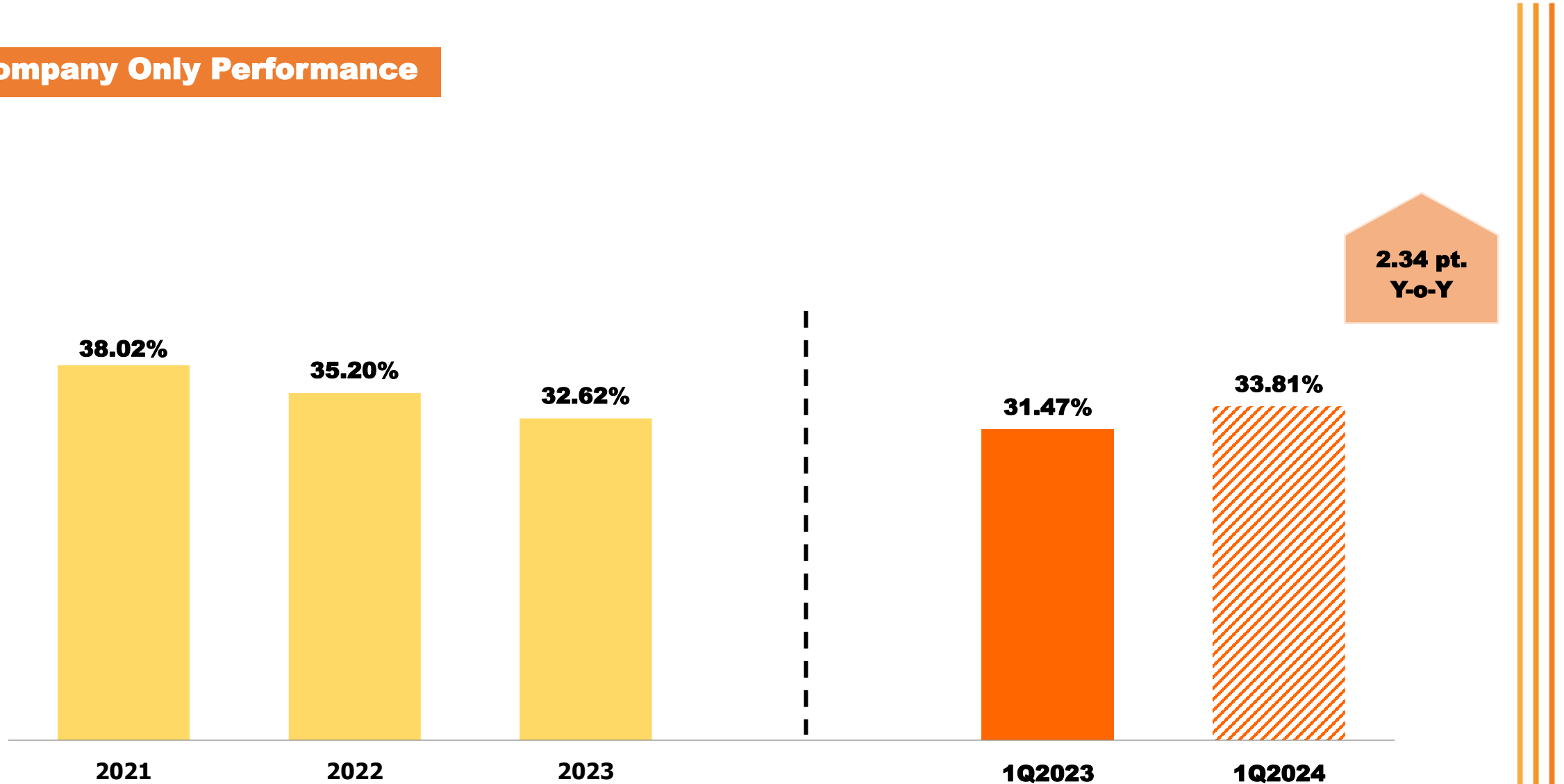
Million Baht



TACC 1Q2024 Operating Results : Gross Profit Margin



Company Only Performance



TACC 1Q2024 Operating Results : Total Asset, Total Liability and Equity



Consolidated Performance

Total Asset

Other Current Financial Assets
/ Trade and Other Receivables

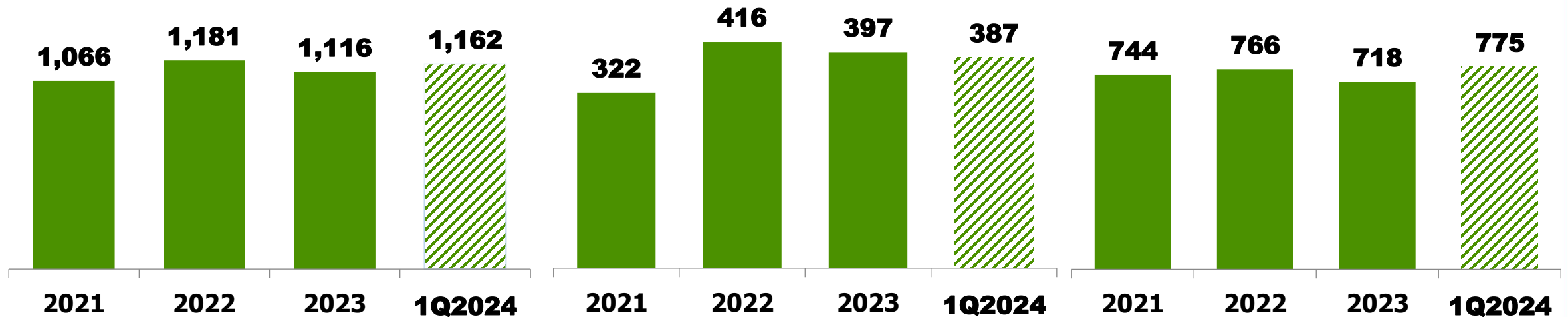
Total Liability

Trade and Other Account
Payable

Total Equity

Profit & Dividend
Payment

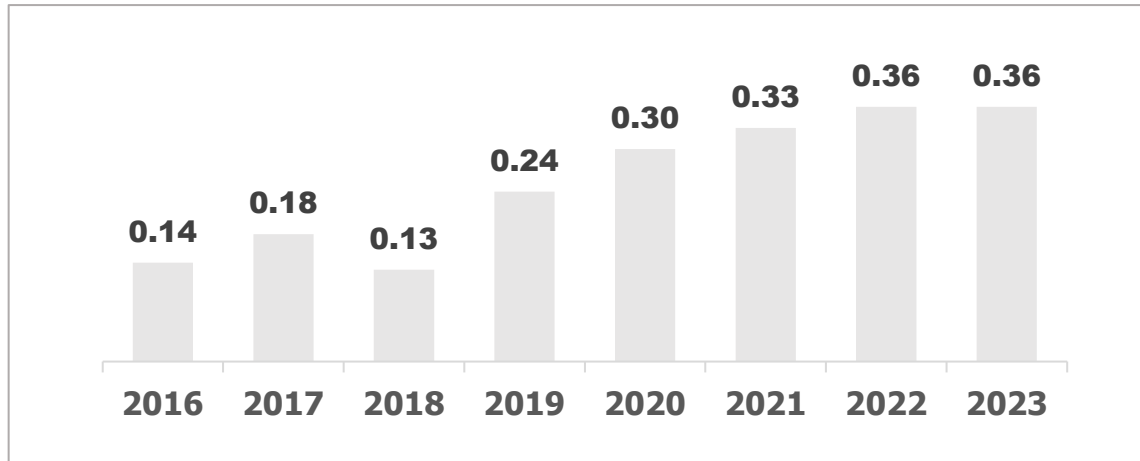
Million Baht



Financial Ratio

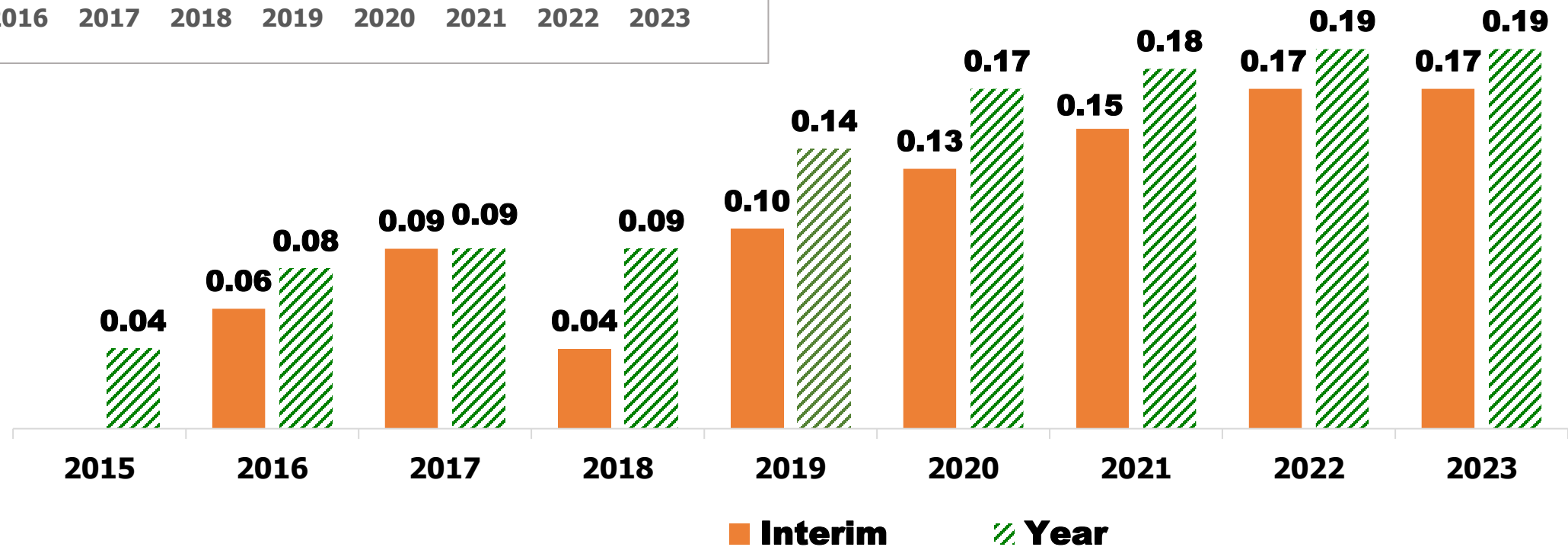
Financial Ratio	เกณฑ์ 2567	ไตรมาส 1 ปี 2567	ปี 2566
อัตราส่วนสภาพคล่อง (Liquidity Ratio)			
อัตราส่วนสภาพคล่อง/Current Ratio (เท่า)	> 2	2.73	2.58
อัตราส่วนสภาพคล่องหมุนเร็ว/Quick Ratio (เท่า)	> 1	2.58	2.44
ระยะเวลาเก็บหนี้เฉลี่ย/Average Collection Period (วัน)	เครดิตเทอม 45-75	65	69
ระยะเวลาชำระหนี้/Average Payment Period (วัน)	เครดิตเทอม cash-60	56	56
ระยะเวลาขายสินค้าเฉลี่ย/Average Sale Period (วัน)	< 20	15	15
อัตราส่วนแสดงความสามารถในการหากำไร (Profitability Ratio)			
อัตรากำไรขั้นต้น/ Gross Profit Margin (%)	> 32 %	33.81%	32.62%
อัตรากำไรสุทธิ/ Net Profit Margin (%)	> 11 %	14.50%	13.02%
EBITDA (%)	> 15%	19.44%	17.74%
อัตราผลตอบแทนผู้ถือหุ้น/ Return on Equity (%)	> 21%	30.30%	30.29%
อัตราผลตอบแทนจากสินทรัพย์/ Return on Assets (%)	> 15%	20.49%	19.72%
อัตราส่วนวิเคราะห์นโยบายทางการเงิน (Financial Policy Ratio)			
อัตราส่วนหนี้สินต่อส่วนของผู้ถือหุ้น/ Debt to Equity Ration (เท่า)	< 1.0	0.48	0.54

Dividend Payment



(Baht per share)

Dividend Yield = 7.36%
As of 31/3/2024



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



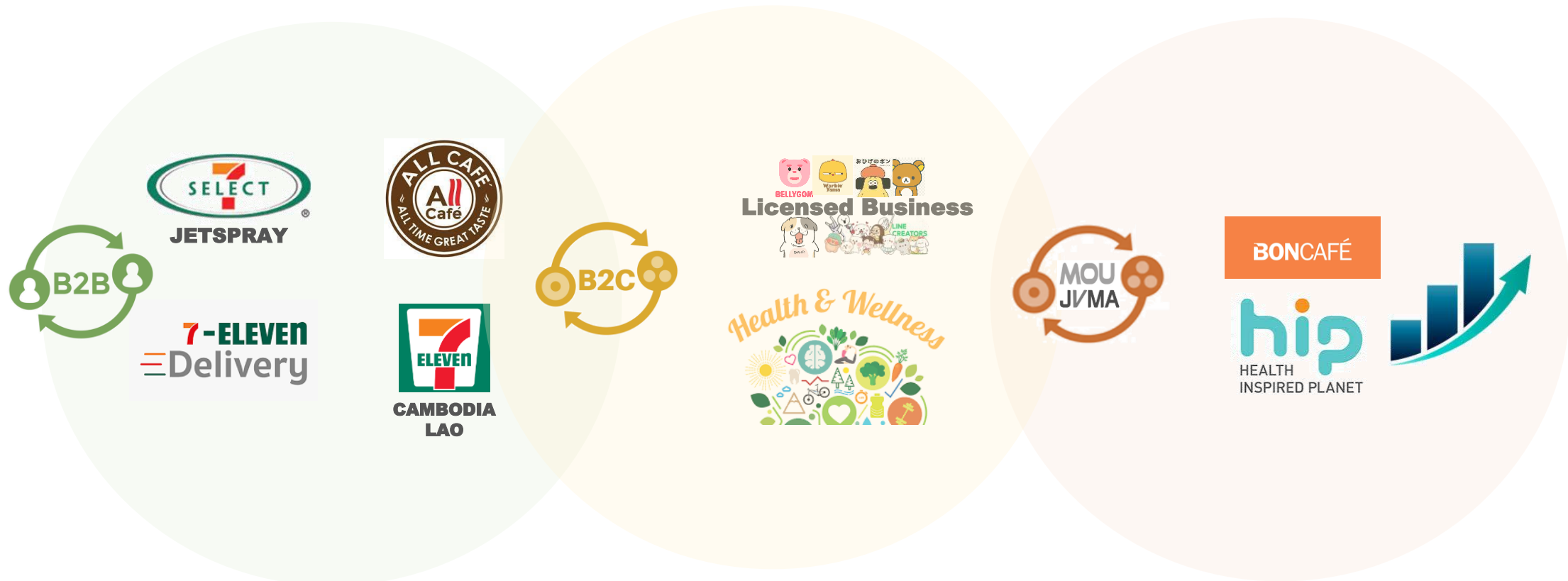
**1Q2024
Financial Figures**



**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 May

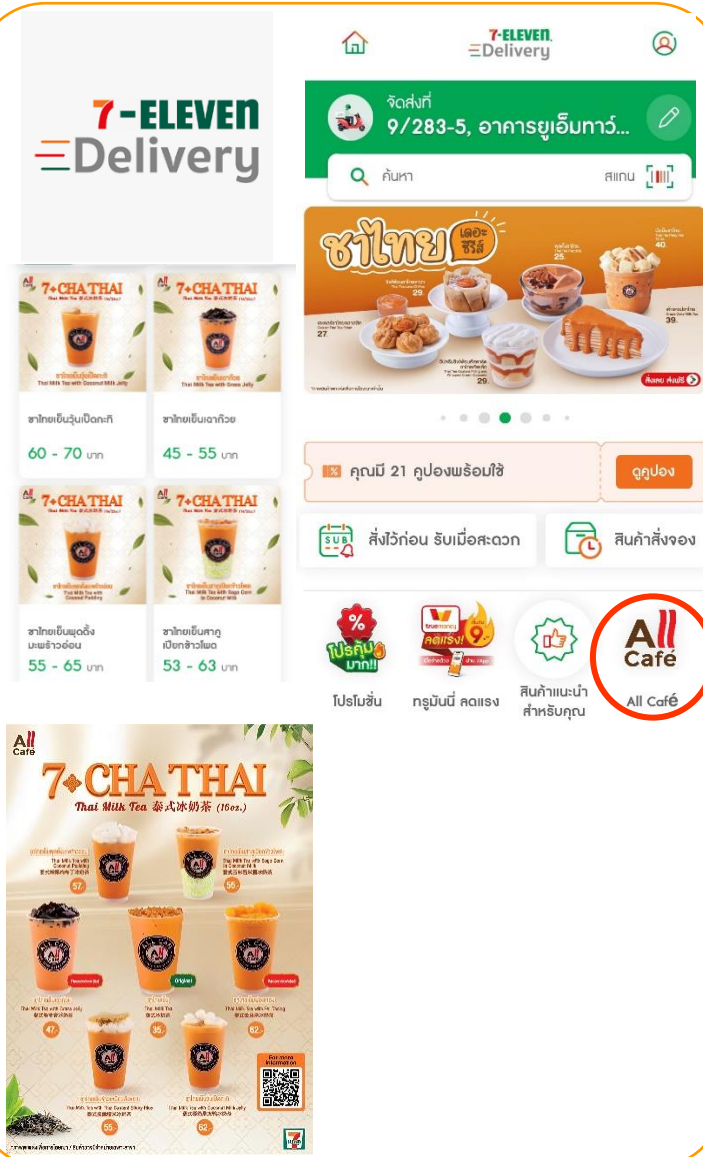
2 Non-Coffee Menu @ All Café coffee corner

New flavor



21 Mar

Channel Expansion Delivery Platform



YTD 2024 7-Eleven Cambodia & Laos expansion



CAMBODIA

1Q2024 : 84 outlets
(+36) from 1Q2023



LAOS

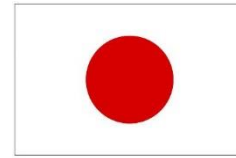
1Q2024 : 4 outlets
(+4) from 1Q2023



YTD 2024 License Business (International License) : New Character



“BELLYGOM” MEDIUM AND MORE



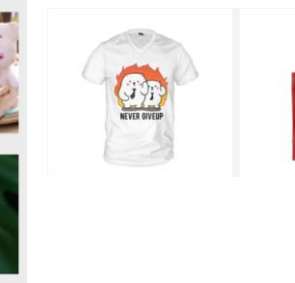
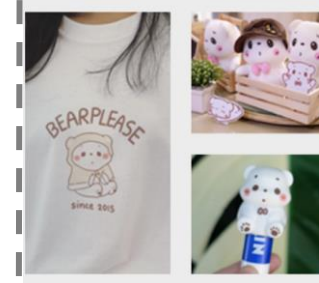
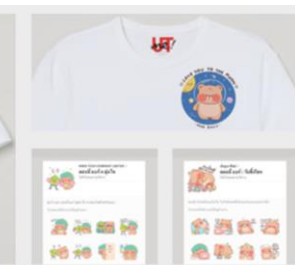
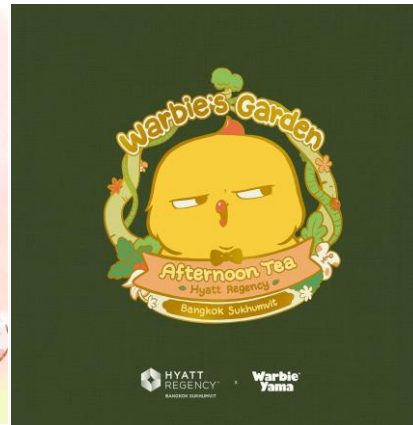
“Ohige noPON” (โอฮีเงะ โนะพอน)

おひげのポン
OHIGEnoPON
โอฮีเงะโนะพอน

โอฮีเงะโนะพอน (OHIGEnoPON) เป็นสุนัขตัวผู้ที่มีหนวดเครา
ถึงแม้เขาจะดูเงิบ แต่จริงๆแล้วมันนิสัยที่ใจดีมาก
ครั้งใดเหมือนพอนจึงจะมีความสุข
ขมากที่ได้พบกับทุกคนที่ประเทศไทยนะครับ!



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



YTD Café Business



As of 1Q2024 ~ 949 outlets
(+49 from Year 2023)

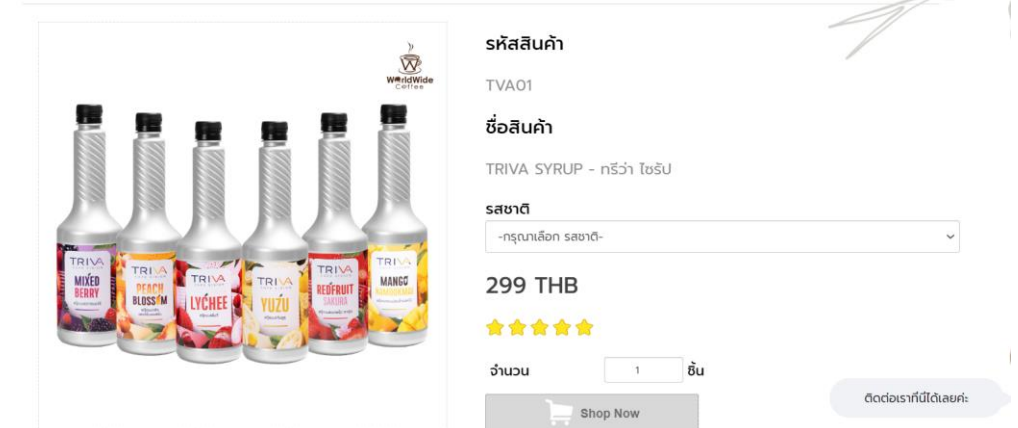
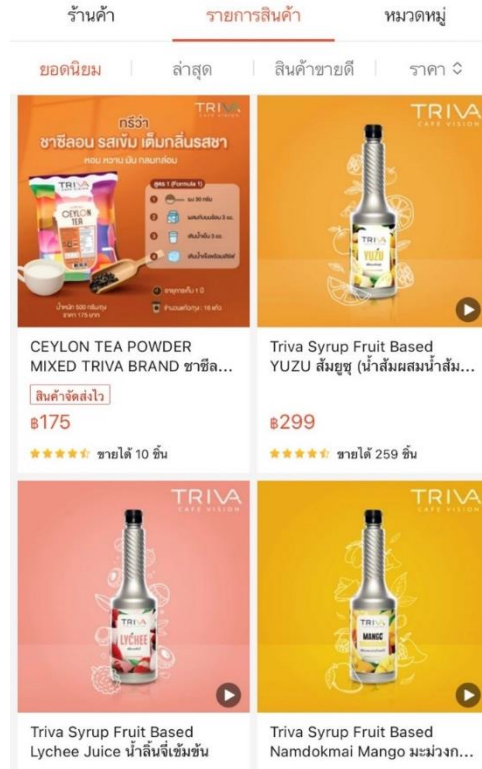
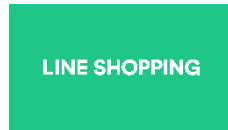
Signature Menu



Seasonal Menu



YTD 2024 "TRIVA" Brand



Rebranding & packaging design
 : กลุ่มผง premix, pure

YTD MOU with BON CAFE

1. Hot Vending Machine Agent



As of 1Q2024 : Hot vending 246 units
(+18) from Y2023



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

LINE Official Account



Retail [800+]

EVEANDBOY

watsons



 **T.A.C.C.** to 
decade

Q&A

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