

Business Overview

TACC operates in the business of providing, manufacturing, and distributing beverages in parts of tea and coffee and lifestyle product. The Company's products can be divided into two main categories comprising of 1) Business to Business (B2B) such as Cold Beverages Dispenser in 7-Eleven, Powder Drink distributed to All Café stores located in 7-Eleven and Seasonal or Special products, Hot Beverage Dispenser and 2) Business to Customer (B2C) such as Instant powder drink under brand "Na-Arun", Concentrated Fruit Syrups and Powder Drink TRIVA and License Business

Financial Statement

	6M24	6M23	2023	2022
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Income Statement (MB)

Revenues	962.09	830.85	1,727.44	1,533.43
Expenses	801.34	704.72	1,460.65	1,240.13
Net Profit (Loss)	129.77	96.42	206.61	235.15

Balance Sheet (MB)

Assets	1,136.28	1,090.83	1,115.60	1,178.70
Liabilities	406.50	342.45	397.91	415.81
Shareholders' Equity	727.29	743.81	714.16	762.89

Cash Flow (MB)

Operating	120.81	65.31	198.38	271.81
Investing	-14.47	87.98	91.35	-67.22
Financing	-121.78	-144.20	-279.26	-190.29

Financial Ratio

EPS (Baht)	0.22	0.16	0.34	0.39
GP Margin (%)	33.53	32.19	32.71	35.20
NP Margin (%)	13.38	11.49	11.85	15.34
D/E Ratio (x)	0.56	0.46	0.55	0.55
ROE (%)	32.62	26.97	27.98	31.24
ROA (%)	26.74	23.48	22.47	26.37

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 22 Year, The Company was received Exclusive Contract and renewed contract continuously.
- The Company's management has most than of experience in beverage industry.

Performance and Analysis
Business Performance Summary

- For 6M/2024 the Company achieved a sales and service income of 946.41 MB. This had an increase of 123.74 MB or 15.04% from the same period of the previous year 822.66MB because (A) an increase of consumption of students, office staffs and tourists than last year and E-Receipt project in the beginning of the year, (B) promotion of 7-Eleven store to stimulate sale, (C) increasing of domestic sales from increase of main customer's store . For 6M/2024, the Group achieved a sales and service income of 955.63 MB. This had an increase of 128.71 MB or 15.57% from the same period of the previous year 826.92 MB The revenue has grown from the increase in the revenue of the Company and the subsidiary .
- The cost of sales and services amounting to 629.77 MB, which increase 71.12 MB or 12.73% (YoY) from the same period 58.65 MB or 67.38% of revenue of the sales services . For 6M/2024 the Company had a gross profit margin 33.46% increase 1.36 point from the previous year ,which had gross margin at 32.09% because an increasing of the Company's revenue from last year and efficiency of cost management during the period.
- Net profit amounting to 139.37 MB, which increases 30.53 MB or 28.05% (YoY) from the same period of previous year 108.84 MB. The Company achieved a NPM of 14.73%, which increased 1.50% from the same period of previous year that net profit margin at 13.23% . The increase in the net profit is because an increasing of the Company's revenue from last year and efficiency of cost management during the period .

Key Milestones

- TACC signed a contract with NETIZEN for SAP S/4 HANA

Risk Management Policy
RISK FORM KEY CUSTOMER DEPENDENCY

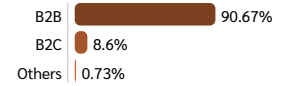
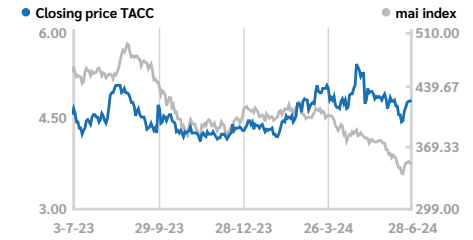
The Company's total revenue of June 30 2024, 93% come from transactions with CPALL Public Company Limited. Therefore, if the Company loses the said customer of the customer reduces its orders, it will significantly have an impact on the Company's revenue and financial performance. However, the Company 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.

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 received the Corporate Governance Report of Thai Listed Companies 2023 was an Excellent CG scoring (5 stars) from IOD.
- TACC received Superior Taste Award 2024 , 2 star level
- TACC was a score 100 by the quality assessment of Annual General Meeting of shareholders .

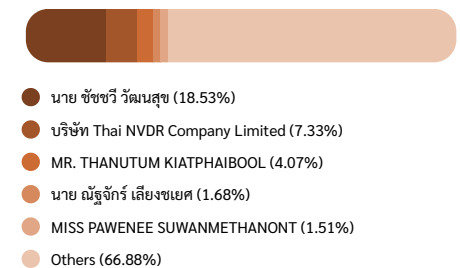
Revenue Structure

Stock Information
mai / AGRO


as of 28/06/24	TACC	AGRO	mai
P/E (X)	12.96	20.73	40.95
P/BV (X)	3.78	2.78	1.79
Dividend yield (%)	7.45	3.10	2.06

	28/06/24	28/12/23	30/12/22
Market Cap (MB)	2,954.88	2,650.88	3,891.20
Price (B/Share)	4.86	4.36	6.40
P/E (X)	12.96	13.61	15.66
P/BV (X)	3.78	3.86	5.40

CG Report:

Company Rating: -

Major Shareholders
as of 23/08/2024

Company Information and Contact

- 🌐 <http://www.tacconsumer.com>
- ✉ ir@tacconsumer.com
- ☎ 0-2717-2898 To 77
- 🏠 9/231-233, UM Tower, 23rd Floor, Ramkhamhaeng Road, Suanluang Bangkok 10250
- 🗉 Other Trading Info. : https://www.settrade.com/C04_01_stock_quote_p1.jsp
txtSymbol=TACC