



Operating Results 3Q2024

Analyst Meeting

20.11.2024

Our Major Shareholders



Major Shareholder	#Shares	% Shares
1. Mr.Chatchawe Vatanasuk	112,679,825	18.533%
2. Thai NVDR Company Limited	44,585,980	7.333%
3. Mr.Thanutum Kiatphaibool	24,755,743	4.072%
4. Mr.Nuthajak Liengchayetz	10,219,800	1.681%
5. Ms.Pawenee Suwanmethanont	9,200,000	1.513%
6. Mr.Parinya Therawor	9,200,000	1.513%
7. Mrs.Nantana Suwanparin	8,933,572	1.469%
8. T.A.C.Consumer PCL (Treasury stock)	8,000,000	1.316%
9. Mr. Chanaphan Piriyanphan	8,000,000	1.316%
10. Mr.Chai Manophars	6,980,000	1.148%

Major Shareholder	#Shares	% Shares
11. Ms. Piyada Khunsongkiat	5,820,800	0.957%
12. Miss Nichana Suwanparin	5,000,000	0.822%
13. Mr. Chavis Suwanparin	5,000,000	0.822%
14. Mr. Kasidi Suwanparin	5,000,000	0.822%
15. Ms.Pinporn Tubtimcharoon	4,426,900	0.728%
16. Mrs.Chirapan Khotcharit Choosang	4,244,954	0.698%
17. Goldman Sachs International	3,888,900	0.640%
18. Mrs. Nuchara Vayakornvichitr	3,867,400	0.636%
19. Mr. Paitoon Panthuwadeethorn	3,200,600	0.526%
20. MR. Vorapote Amnueypol	3,200,000	0.526%

As of Aug 23, 2024

Total Shareholders

13,935

(+111 from Mar 2024)

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

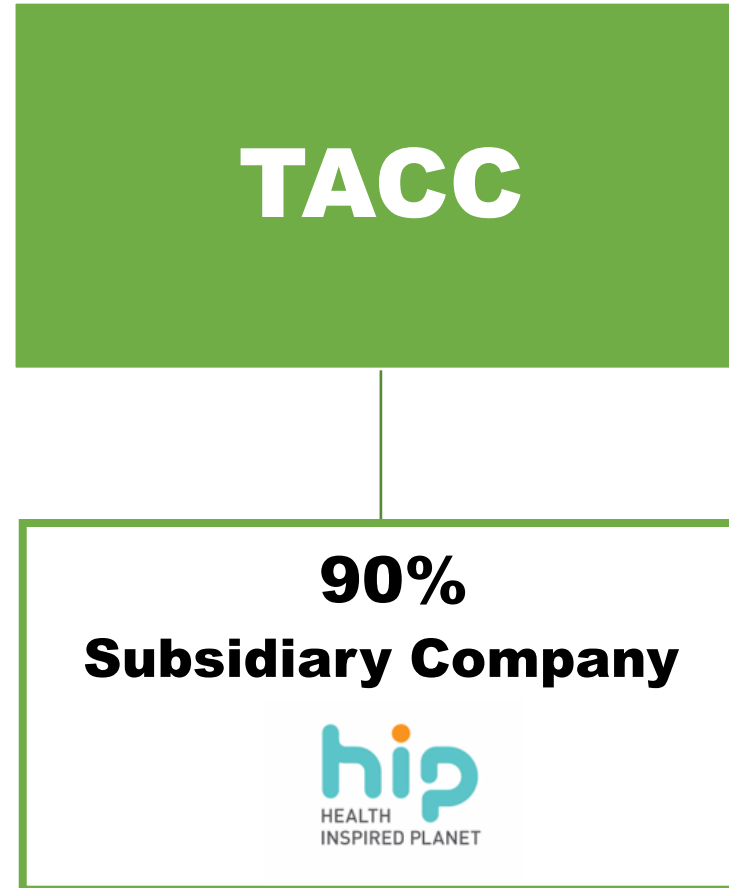
13,911 (+846)

24 (-1)

% Shares of Minor Shareholders

(% Free float) = 73.09%

Shareholder Structure of Business Group



Agenda



Our Business



**3Q2024
Financial Figures**



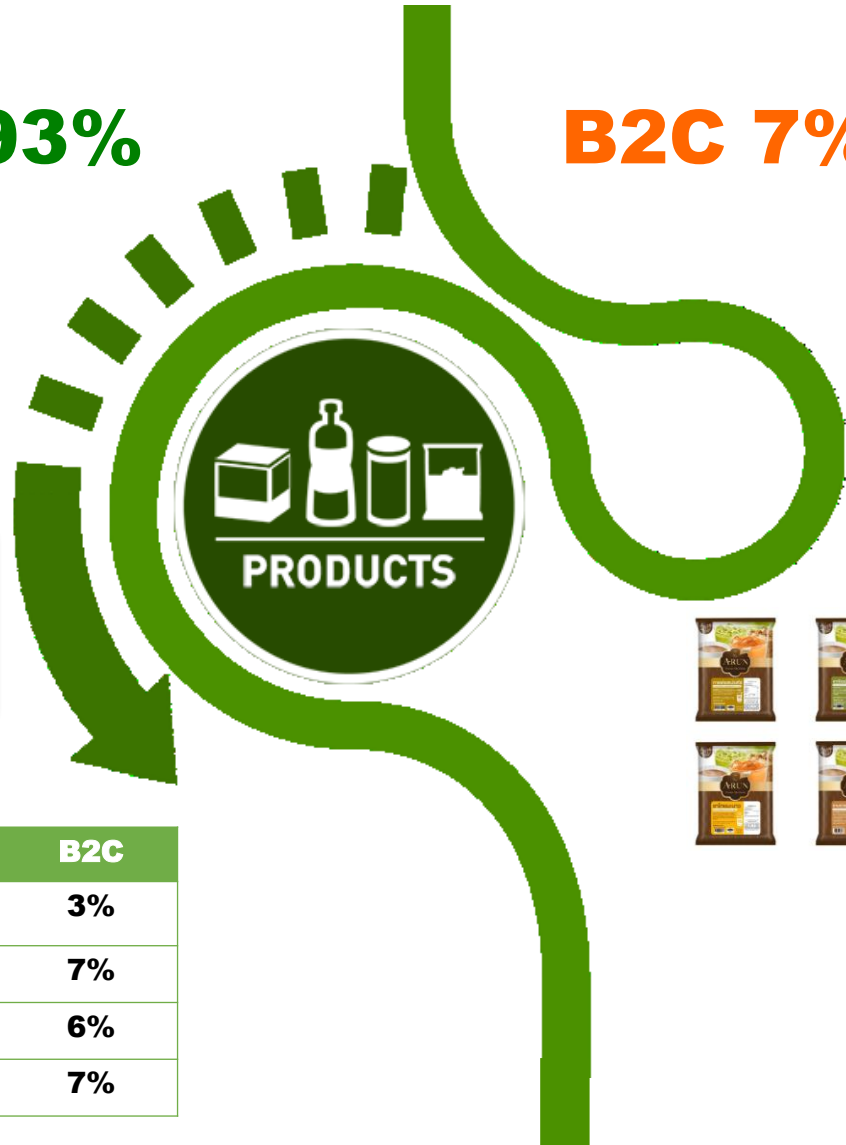
**2024
Strategic Direction**

Our Business in 3Q2024



B2B 93%

B2C 7%



LINE CREATORS



"Kanahei's"



Dog Please



Warbie Yama



BELLYGOM



"Ohige noPon"



Year	B2B	B2C
2021	97%	3%
2022	93%	7%
2023	94%	6%
3Q2024	93%	7%



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, OLeang



12,600 outlets (+100)

Total 7-Eleven 3Q2024 = 15,053 outlets

(+199) From 2Q2024

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 : Blue FUNTASY Series : Blue Lemonade



11,000 outlets

3 Hot Beverage Dispenser



429 outlets

3Q2024 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



26 Sep

Core Flavor



New Flavor



21 Mar



7 Nov



3Q2024 B2C Business

B2B 93%

B2C 7%



LINE CREATORS



"Kanahei's"



Dog Please



Warbie Yama



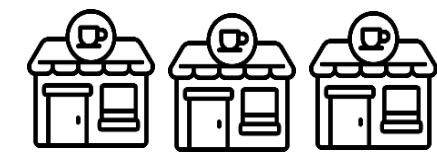
BELLYGOM



"Ohige no Pon"



Café Business



Expertise on Café Business



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



Thailand 300 outlets
International 50 outlets



Thailand 1,100 outlets
(+60 from 2Q2024)



Thailand 130+ outlets
Cambodia 10+ outlets

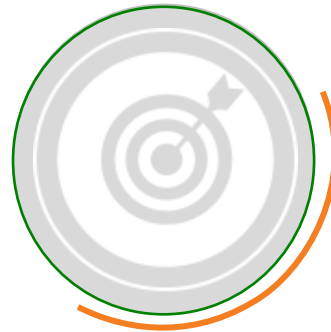
Agenda



Our Business



**3Q2024
Financial Figures**



**2024
Strategic Direction**

TACC 3Q2024 Operating Results : Sales Revenue

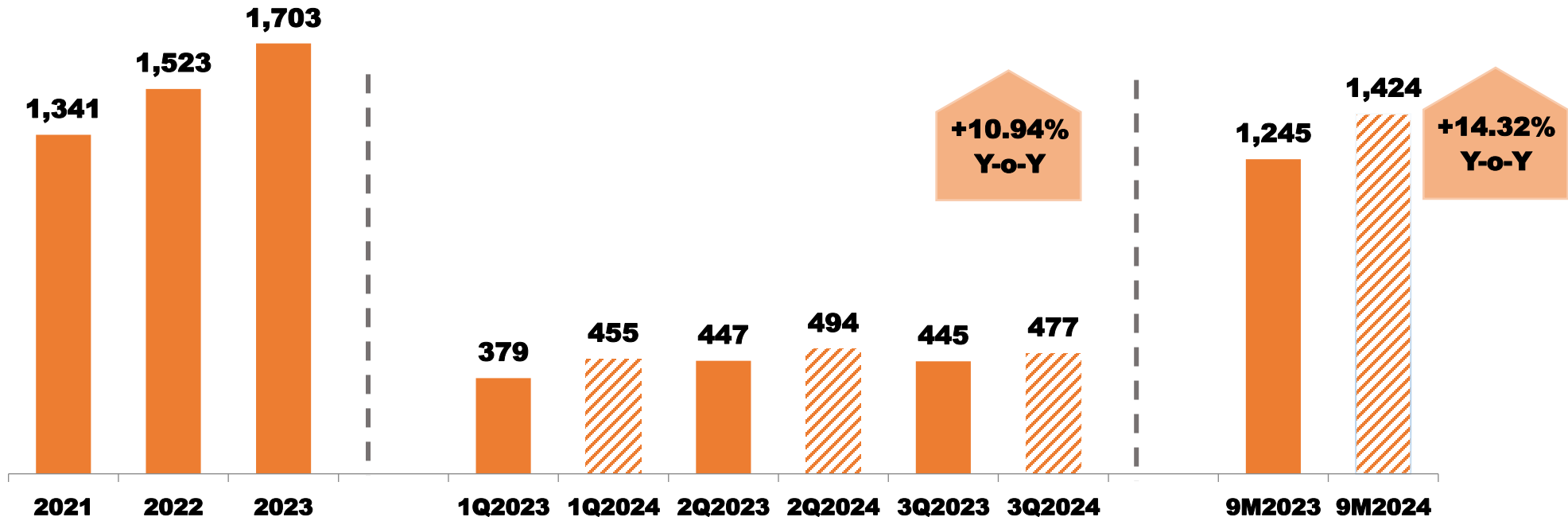


Company Only Performance

Key Drivers

1. Sales increased due to higher spending by students, office workers, and tourists compared to last year, supported by the success of an e-receipt project launched earlier in the year.
 2. Promotional Campaigns: Ongoing promotions at 7-Eleven stores have helped drive sales growth.
- Domestic Sales Expansion: Higher sales from the growing number of stores operated by our key customers.**

Million Baht



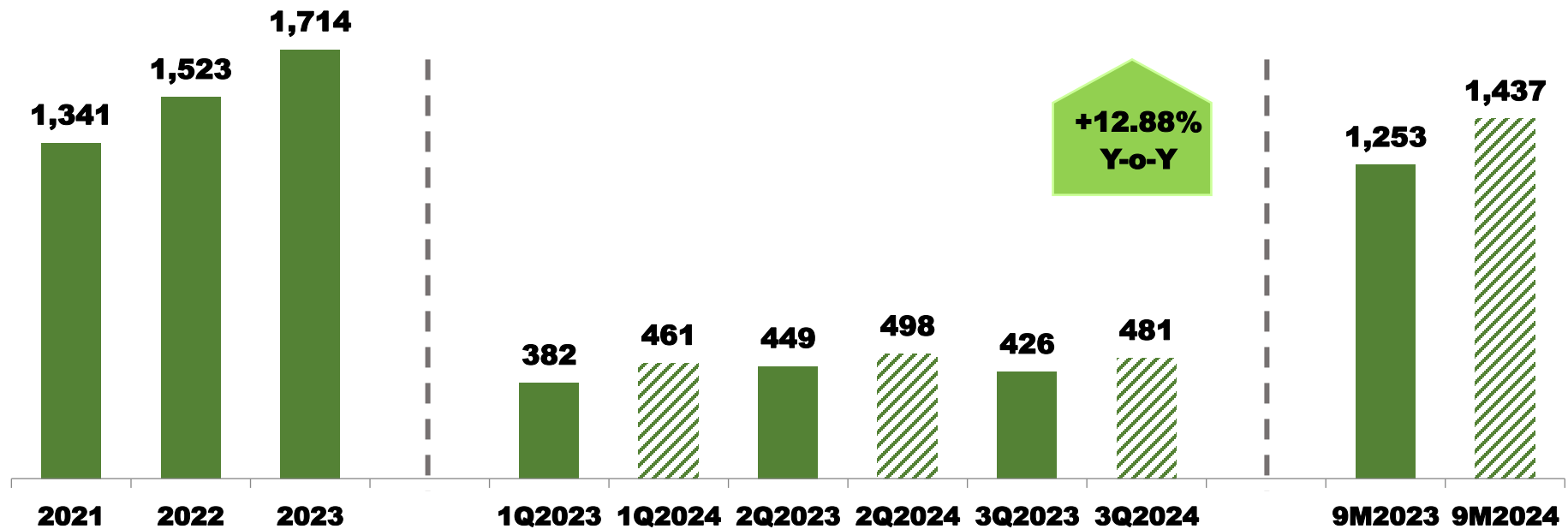
TACC 3Q2024 Operating Results : Sales Revenue



Consolidated Performance

Key Drivers :
 The revenue has grown from the increase in the revenue of the Company and the subsidiary.

Million Baht



TACC 3Q2024 Operating Results : Net Profit

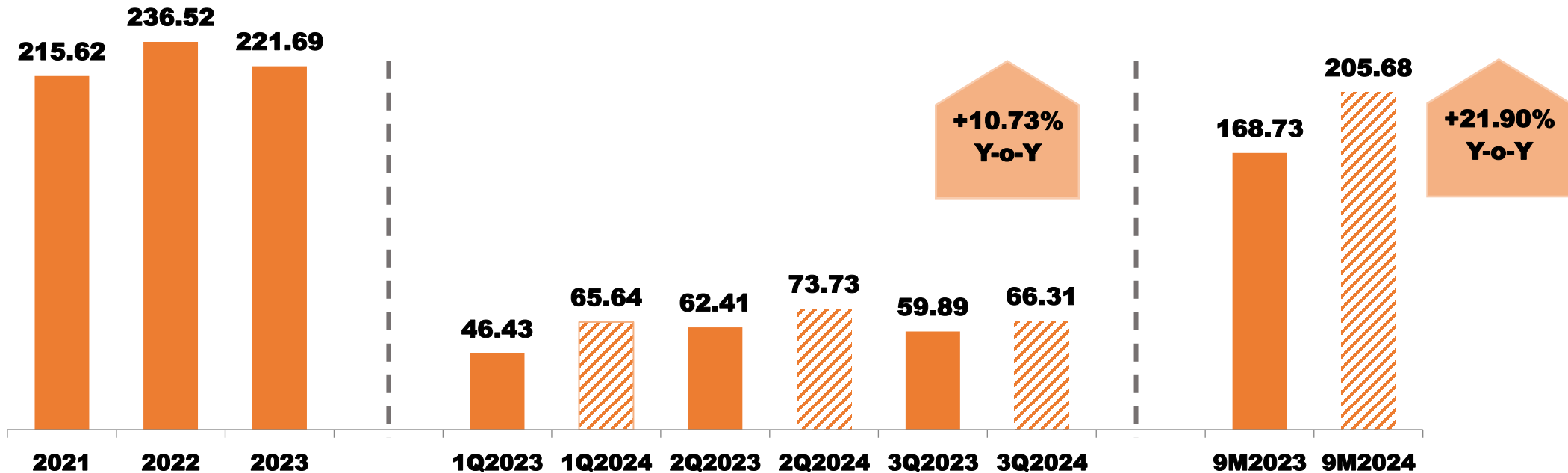


Company Only Performance

	2021	2022	2023	1Q2024	2Q2024	3Q2024	9M2024
%Net Profit Margin	15.94%	15.53%	13.02%	14.50%	14.84%	13.89%	14.45%

The increase in net profit is primarily due to higher revenue compared to last year, reflecting improved sales performance. Additionally, the company has successfully managed costs and expenses more efficiently during this period, contributing to stronger profitability.

Million Baht



TACC 3Q2024 Operating Results : Net Profit



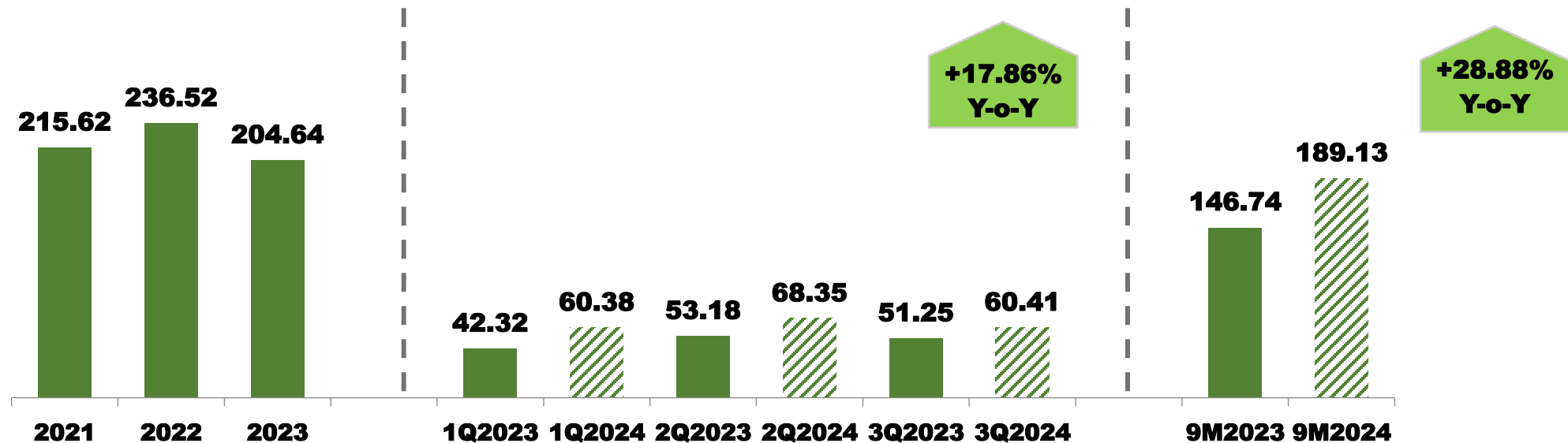
Consolidated Performance

The increase in consolidated net profit is due to two key factors:

(a) The company's net profit grew by 36.95 million Baht compared to the same period last year, reflecting improved financial performance.

(b) The previous year, There was no recorded share of loss from investments in an associated company.

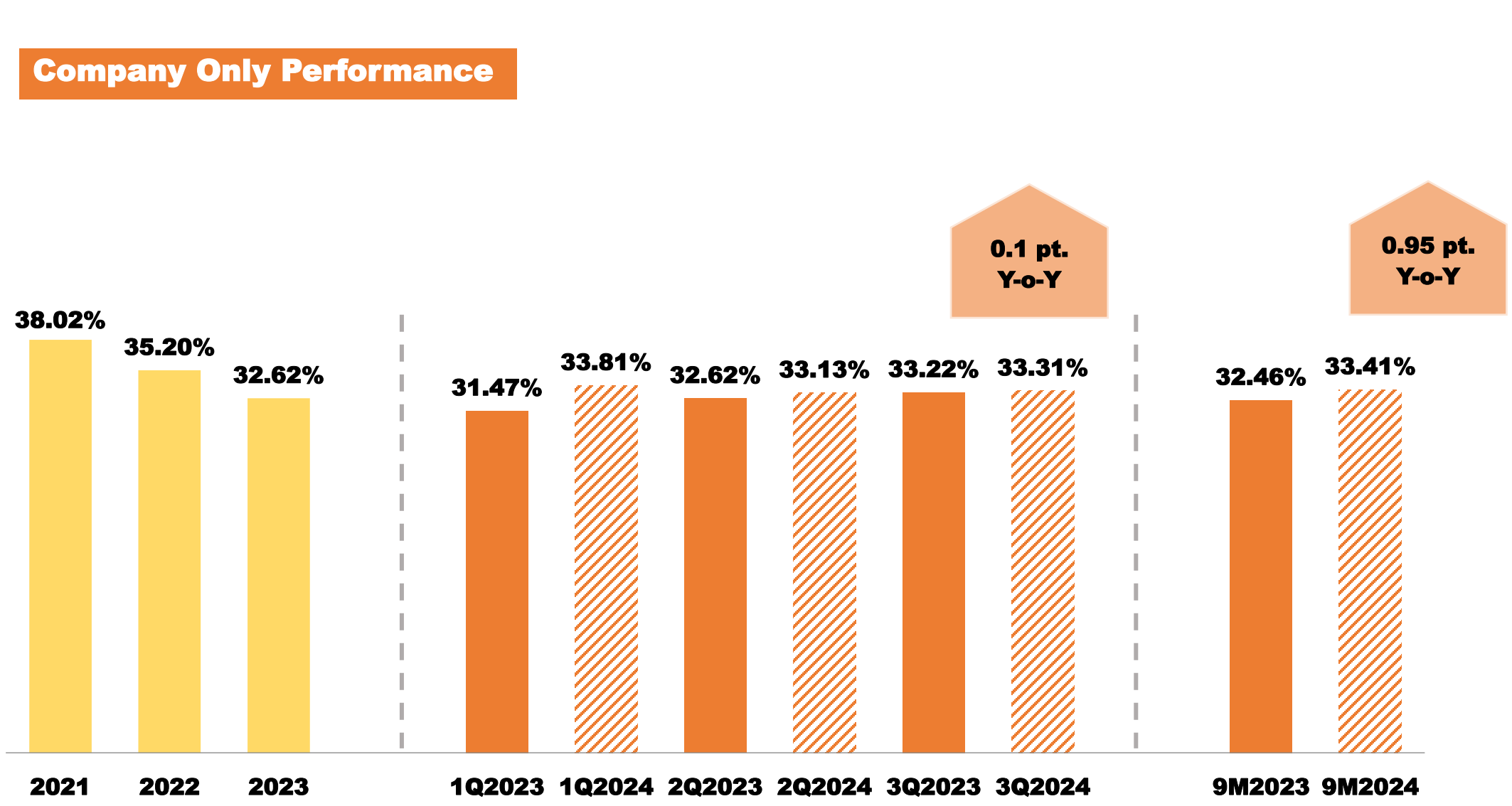
Million Baht



TACC 3Q2024 Operating Results : Gross Profit Margin



Company Only Performance



TACC 3Q2024 Operating Results : Total Asset, Total Liability and Equity



Consolidated Performance

Total Asset

Other Current Financial Assets
/ Trade and Other Receivables

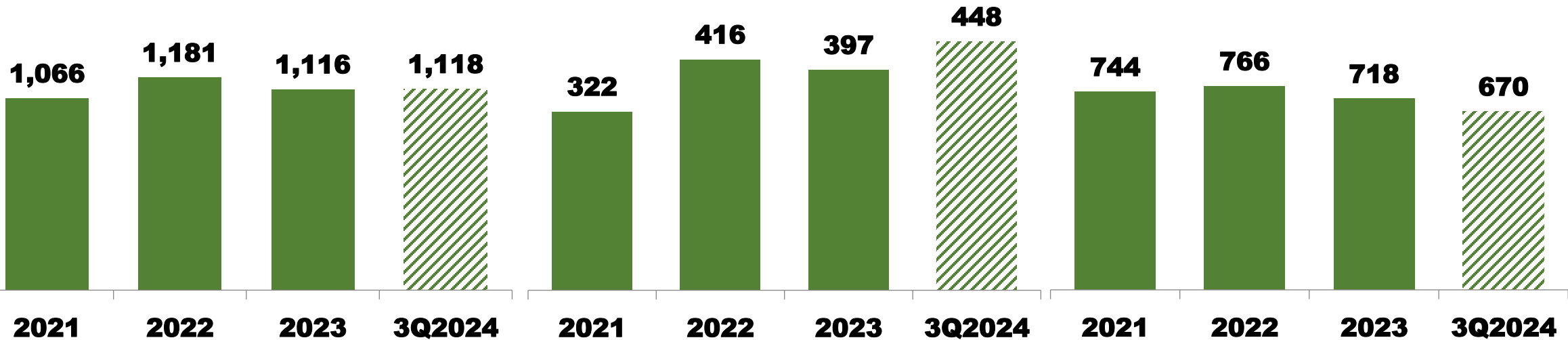
Total Liability

Trade and Other Account
Payable

Total Equity

Profit & Dividend
Payment

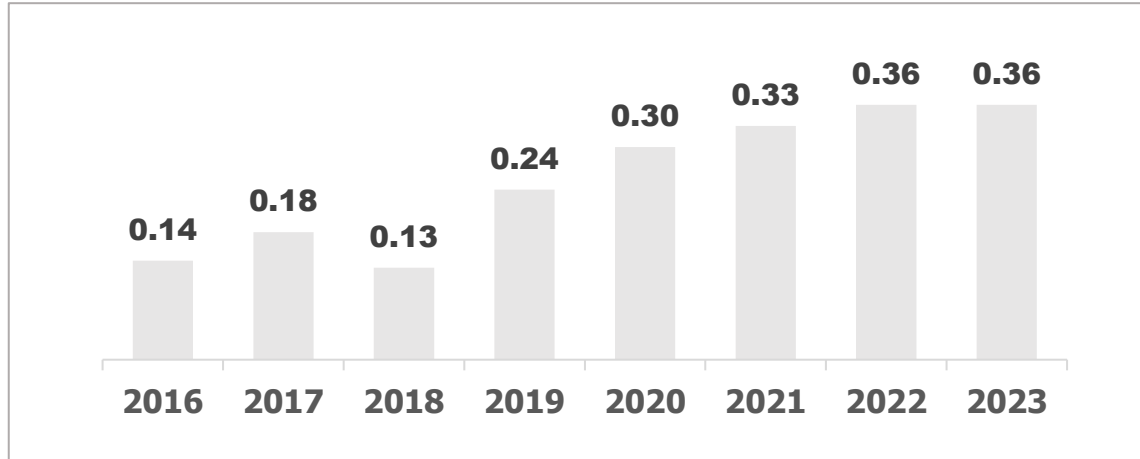
Million Baht



Financial Ratio

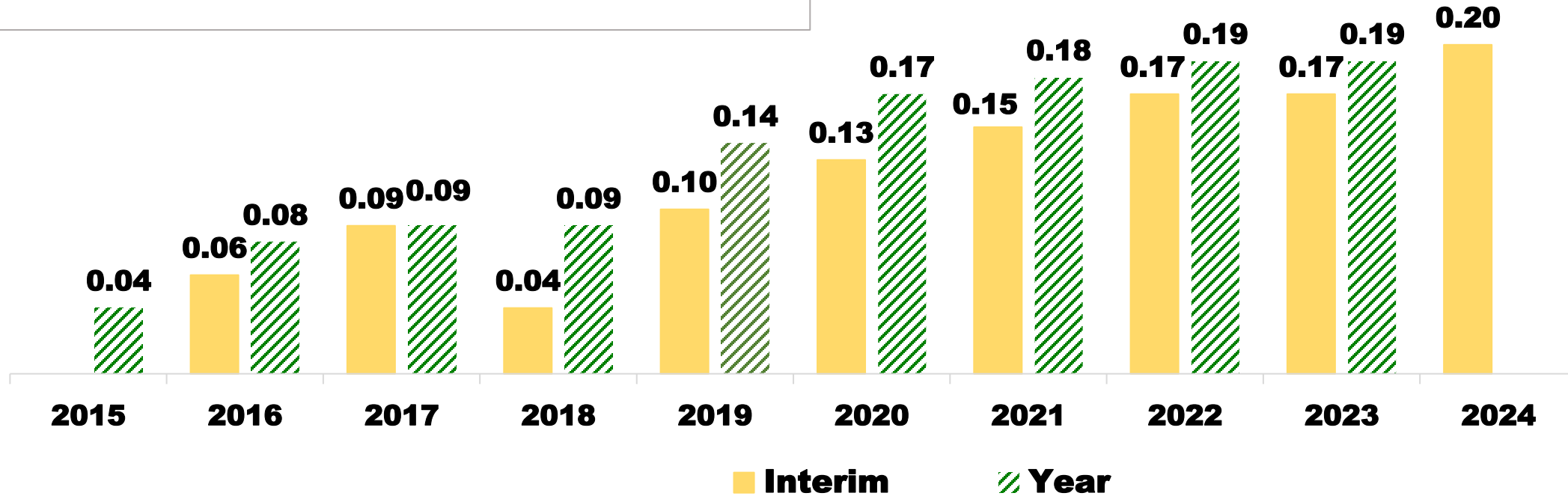
Financial Ratio	เกณฑ์ 2567	ไตรมาส 3 ปี 2567	ไตรมาส 2 ปี 2567	ไตรมาส 1 ปี 2567	ปี 2566
อัตราส่วนสภาพคล่อง (Liquidity Ratio)					
อัตราส่วนสภาพคล่อง/Current Ratio (เท่า)	> 2	2.28	2.48	2.73	2.58
อัตราส่วนสภาพคล่องหมุนเร็ว/Quick Ratio (เท่า)	> 1	2.21	2.37	2.58	2.44
ระยะเวลาเก็บหนี้เฉลี่ย/Average Collection Period (วัน)	เครดิตเทอม 45-75	64	65	65	69
ระยะเวลาชำระหนี้/Average Payment Period (วัน)	เครดิตเทอม cash-60	59	57	56	56
ระยะเวลาขายสินค้าเฉลี่ย/Average Sale Period (วัน)	< 20	11	13	15	15
อัตราส่วนแสดงความสามารถในการหากำไร (Profitability Ratio)					
อัตรากำไรขั้นต้น/ Gross Profit Margin (%)	> 32 %	33.41%	33.46%	33.81%	32.62%
อัตรากำไรสุทธิ/ Net Profit Margin (%)	> 11 %	14.45%	14.73%	14.50%	13.02%
EBITDA (%)	> 15%	19.48%	19.71%	19.44%	17.74%
อัตราผลตอบแทนผู้ถือหุ้น/ Return on Equity (%)	> 21%	36.89%	33.42%	30.30%	30.29%
อัตราผลตอบแทนจากสินทรัพย์/ Return on Assets (%)	> 15%	22.61%	21.81%	20.49%	19.72%
อัตราส่วนวิเคราะห์นโยบายทางการเงิน (Financial Policy Ratio)					
อัตราส่วนหนี้สินต่อส่วนของผู้ถือหุ้น/ Debt to Equity Ration (เท่า)	< 1.0	0.63	0.53	0.48	0.54

Dividend Payment



(Baht per share)

Dividend Yield = 7.61%
As of 30/9/2024



Remark : Dividend Payment for period Jan 1- Jun 30, 2024 paid on Sep 6, 2024 at 0.20 baht per share

Agenda



Our Business



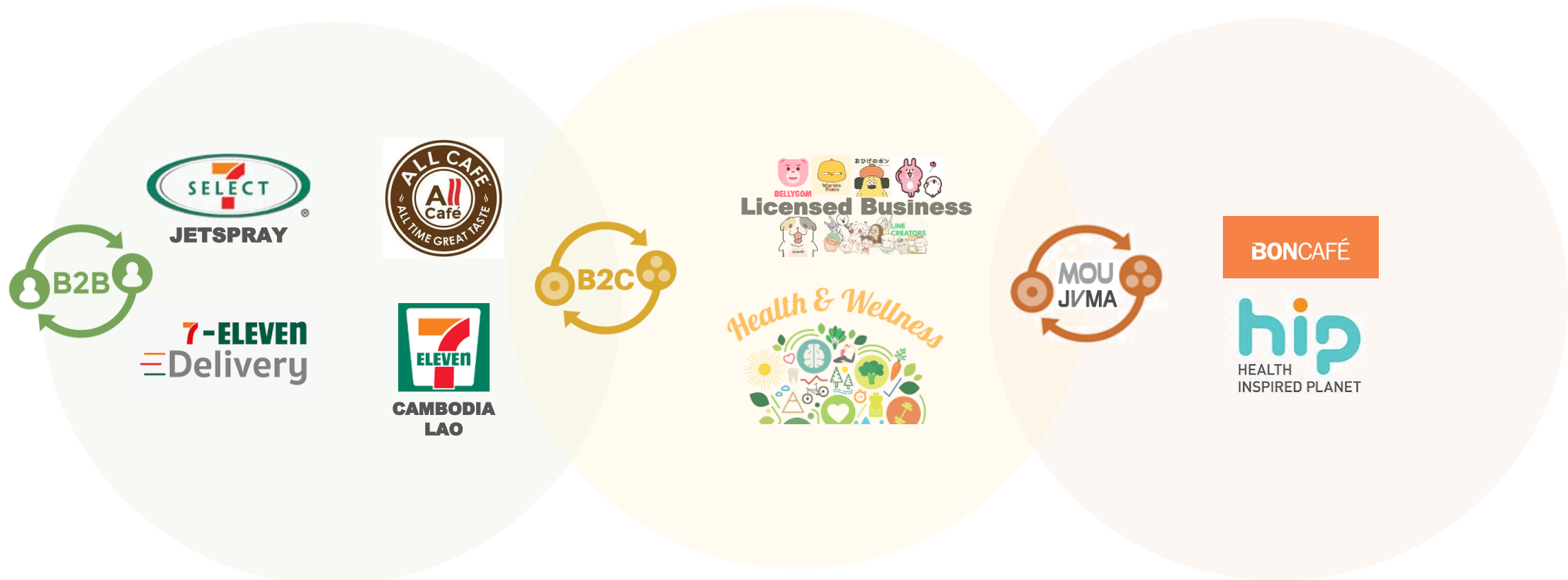
**3Q2024
Financial Figures**



**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 Channel Expansion via Delivery Platform

1 Cold Beverage Dispenser

5 Jan 2 May 26 Sep

2 Non-Coffee Menu @ All Café coffee corner

New flavor

21 Mar 7 Nov

YTD 2024 7-Eleven Cambodia & Laos expansion



CAMBODIA

3Q2024 : 98 outlets
(+11 from 2Q2024)



LAOS

3Q2024 : 9 outlets
(+3 from 2Q2024)



YTD 2024 License Business (Domestic License)

New Character



“PangPond”



“Noo-Hin”



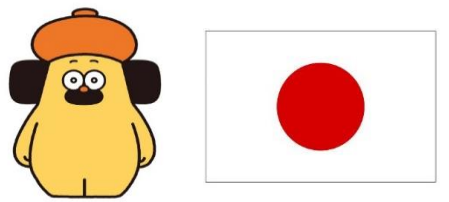
“Ramakian”

DOG PLEASE, WARBIE YAMA, Line Creators Thailand



YTD 2024 License Business (International License)

“Ohige noPon” (โอฮีเงะ โนะพอน)

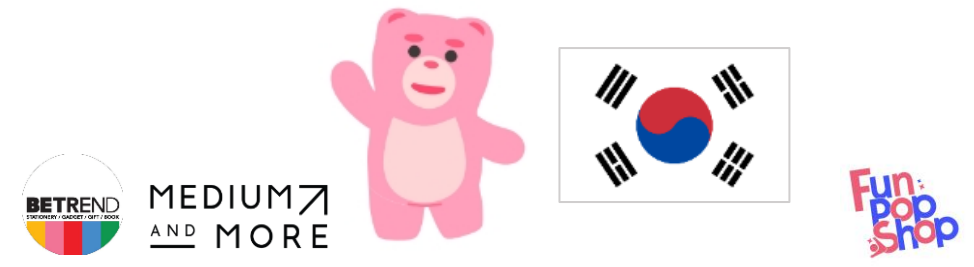


OHIGEnoPON
โอฮีเงะโนะพอน

โอฮีเงะโนะพอน (OHIGEnoPON) เป็นสุนัขตัวผู้ที่มีหนวดเครา
กึ่งแมวจะตึงเย็บ แต่จริงแล้วไม่มีเสียงที่โอดโง่
ครั้งนี้ดูเหมือนพอนเงงจะมีความสุข
มากกว่าได้พบกับทุกคนที่ประเทศไทยนะครับ!



“BELLYGOM”



11.11 ลดหนักจัดใหญ่
ไอเทมพิเศษที่ลดราคา
ลดทั้งร้าน ดูป้องกันสูงสุด 555-

GARNIER x BELLYGOM

BETREND

YTD 2024 Café Business



Signature Menu



Seasonal Menu

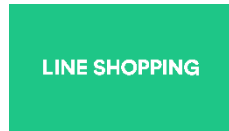


As of 3Q2024 ~ 1,100 outlets
(+60 from 2Q2024)

Market Test : Slushy

YTD 2024 "TRIVA" Brand

Thailand Coffee Fest 2024



Restech 2024 x วิทยุรุ่นตั้งตัว



YTD 2024 MOU with BON CAFE

1. Hot Vending Machine Agent



As of 3Q2024 : Hot vending 260 units
(+14) from 2Q2024



Subsidiary Company: Health Inspired Planet Co., Ltd. (HIP)

HIP Business Plan



Core Products :



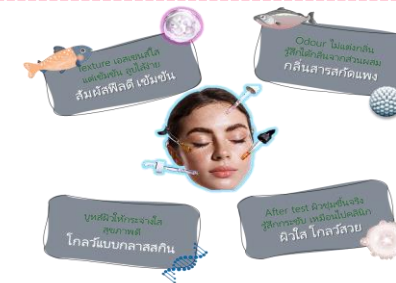
Body & Skin Supplement (Jelly)



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



New Channel : Jelly Probiotics



Channels :





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



Q&A

IR Contact :
Tel : +66-2-717-2898#77
Email : ir@tacconsumer.com

T.A.C. Consumer PCL
9/231-233 Ramkhamhaeng Road,
Suanluang, Bangkok 10250

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

แบบสำรวจความคิดเห็นกิจกรรมนักลงทุนสัมพันธ์

