



Operating Results Y2024

**Opportunity Day
T.A.C. Consumer PCL**

Our Major Shareholders



Shareholder	#Shares	% Shares
1. Mr.Chatchawe Vatanasuk	105,079,825	17.283%
2. Thai NVDR Company Limited	41,360,781	6.803%
3. Mr.Thanutum Kiatphaibool	24,247,843	3.988%
4. Mr.Nuthajak Liengchayetz	9,452,800	1.555%
5. Ms.Pawenee Suwanmethanont	9,240,000	1.520%
6. Mr.Parinya Therawor	9,200,000	1.513%
7. Mrs.Nantana Suwanparin	8,933,572	1.469%
8. Mr. Chanaphan Piriyanphan	8,000,000	1.316%
9. T.A.C.Consumer PCL (Treasury stock)	8,000,000	1.316%
10. Mr. Wanchart Ekchanakul	6,770,000	1.113%

Shareholder	#Shares	% Shares
11.Mr. Chai Manophars	6,000,000	0.987%
12. Ms. Piyada Khunsongkiat	5,820,800	0.957%
13. Miss Nichana Suwanparin	5,000,000	0.822%
14. Mr. Chavis Suwanparin	5,000,000	0.822%
16. Mr. Kasidi Suwanparin	5,000,000	0.822%
16. Ms.Pinporn Tubtimcharoon	4,586,900	0.754%
17. Mrs.Chirapan Khotcharit Choosang	4,244,954	0.698%
18. Ms. Patcharamon Panchatrap	4,100,000	0.674%
19. Mrs. Nuchara Vayakornvichitr	3,867,400	0.636%
20. Mr. Vorapote Amnueypol	3,200,000	0.526%

As of Jan 10, 2025



Total Shareholders

14,107

(+172 from Aug 2024)

• **Thai Shareholders**

14,086 (+846)

• **Foreign Shareholders**

21 (-3)



78.86%

Free float

Shareholder Structure of Business Group



Agenda



Our Business

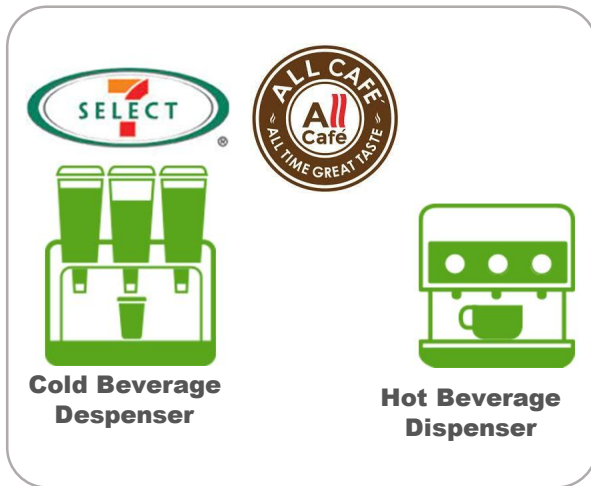


**Y2024
Financial Figures**



**2025
Strategic Direction**

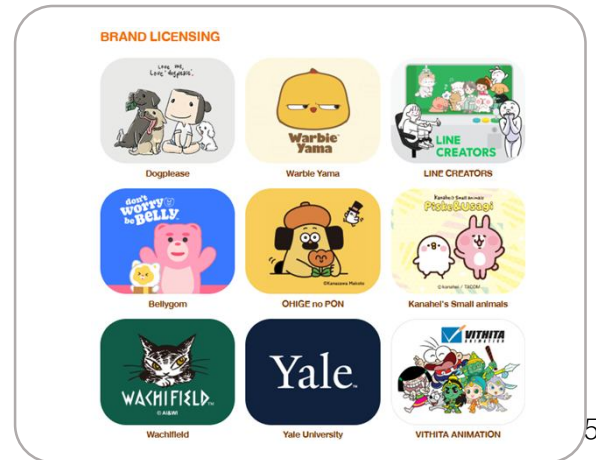
Our Business



93%
B2B Beverage

7%
B2C Own Brands

Year	B2B	B2C
2022	93%	7%
2023	94%	6%



TACC B2B Beverage

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, Jasmine Green Tea



12,600 outlets (+100)

Total 7-Eleven Y2024 = 15,245 outlets
 (+700) From 2024

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, Blue FUNTASY



11,500 outlets (+500)

3 Hot Beverage Dispenser



417 outlets

Y2024 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

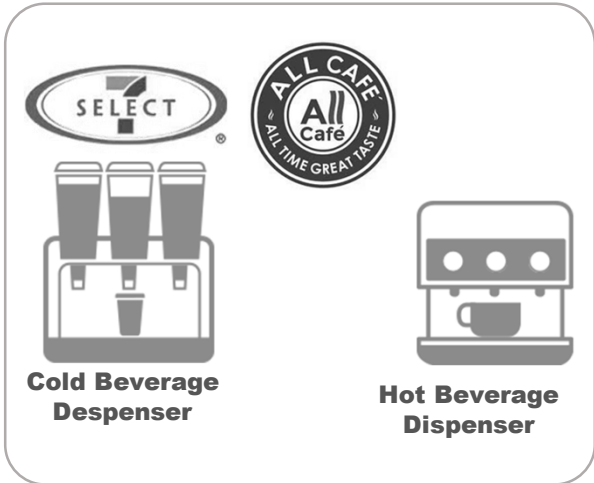


21 Mar



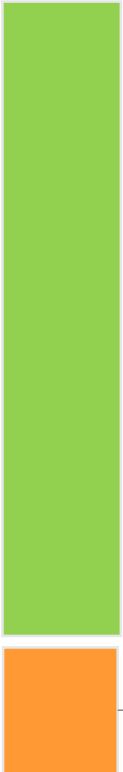
7 Nov

Y2024 B2C Own Brands



93%
B2B Beverage

7%
B2C Own Brands



Expertise on Café Business



Thailand 300 outlets
International 50 outlets



1,360 outlets
(+460 from Y2024)



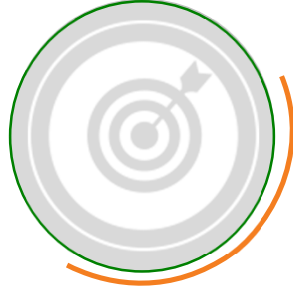
Agenda



Our Business



**Y2024
Financial Figures**



2025
Strategic Direction



TACC Y2024 Financial Highlight

Company Only Performance

Sales Revenue



1,937.61
Million Baht



+13.78% Y-o-Y

The increase of revenue was from
(a) Sales of products in 7-Eleven stores,
(b) Continuous promotional campaigns to boost sales of 7-Eleven customer
(c) Increased domestic customer sales due to the expansion of key customers' store networks.

GP Margin



33.21%



+0.79 pt. Y-o-Y

This improvement was driven by revenue growth and effective cost management throughout the year.

Net Profit



240.76
Million Baht



+8.60% Y-o-Y

An increase in net profit was driven by revenue growth, cost and operation efficiency.

TACC Y2024 Financial Highlight

Consolidated Performance

Sales Revenue



1,953.84
Million Baht



+13.84% Y-o-Y

- The increase of revenue was from
- (a) Sales of products in 7-Eleven stores,
 - (b) Continuous promotional campaigns to boost sales of 7-Eleven customer
 - (c) Increased domestic customer sales due to the expansion of key customers' store networks.
 - (d) Sales Revenue of Subsidiary Company

GP Margin



33.22%



+0.51 pt. Y-o-Y

This improvement was driven by the Group's revenue growth and effective cost management throughout the year.

Net Profit



243.58
Million Baht



+19.03% Y-o-Y

An increase in net profit was driven by the Group's revenue growth cost and operation efficiency.

TACC Y2024 Financial Position

Consolidated Performance

Total Asset



1,220
Million Baht

**Other Current Financial Assets / Trade
and Other Receivables**

Total Liability



495
Million Baht

**Trade and
Other Account Payable**

Total Equity



724
Million Baht

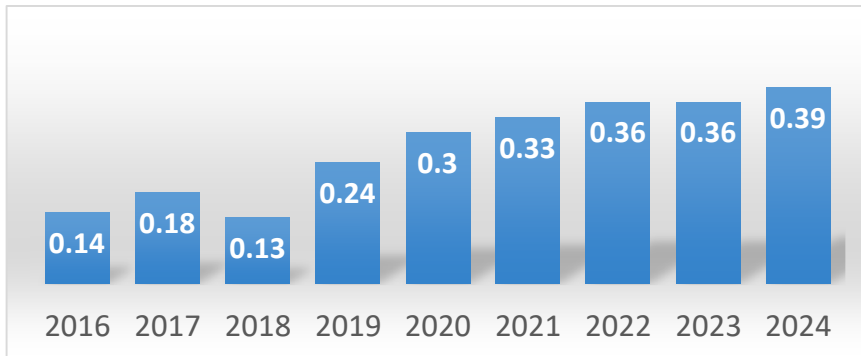
**Profit & Dividend
Payment**

Financial Ratio

Financial Ratio	เกณฑ์ 2567	ปี 2567	ปี 2566
อัตราส่วนสภาพคล่อง (Liquidity Ratio)			
อัตราส่วนสภาพคล่อง/Current Ratio (เท่า)	> 2	2.27	2.58
อัตราส่วนสภาพคล่องหมุนเร็ว/Quick Ratio (เท่า)	> 1	2.06	2.44
ระยะเวลาเก็บหนี้เฉลี่ย/Average Collection Period (วัน)	เครดิตเทอม 45-75	64	69
ระยะเวลาชำระหนี้/Average Payment Period (วัน)	เครดิตเทอม cash-60	66	56
ระยะเวลาขายสินค้าเฉลี่ย/Average Sale Period (วัน)	< 20	19	15
อัตราส่วนแสดงความสามารถในการหากำไร (Profitability Ratio)			
อัตรากำไรขั้นต้น/ Gross Profit Margin (%)	> 32 %	33.21%	32.62%
อัตรากำไรสุทธิ/ Net Profit Margin (%)	> 11 %	12.43%	13.02%
EBITDA (%)	> 15%	17.09%	17.74%
อัตราผลตอบแทนผู้ถือหุ้น/ Return on Equity (%)	> 21%	32.71%	30.29%
อัตราผลตอบแทนจากสินทรัพย์/ Return on Assets (%)	> 15%	19.65%	19.72%
อัตราส่วนวิเคราะห์นโยบายทางการเงิน (Financial Policy Ratio)			
อัตราส่วนหนี้สินต่อส่วนของผู้ถือหุ้น/ Debt to Equity Ration (เท่า)	< 1.0	0.66	0.54

สรุป โดยภาพรวมอัตราส่วนทางการเงินอยู่ในเกณฑ์ที่กำหนด

Dividend Payment

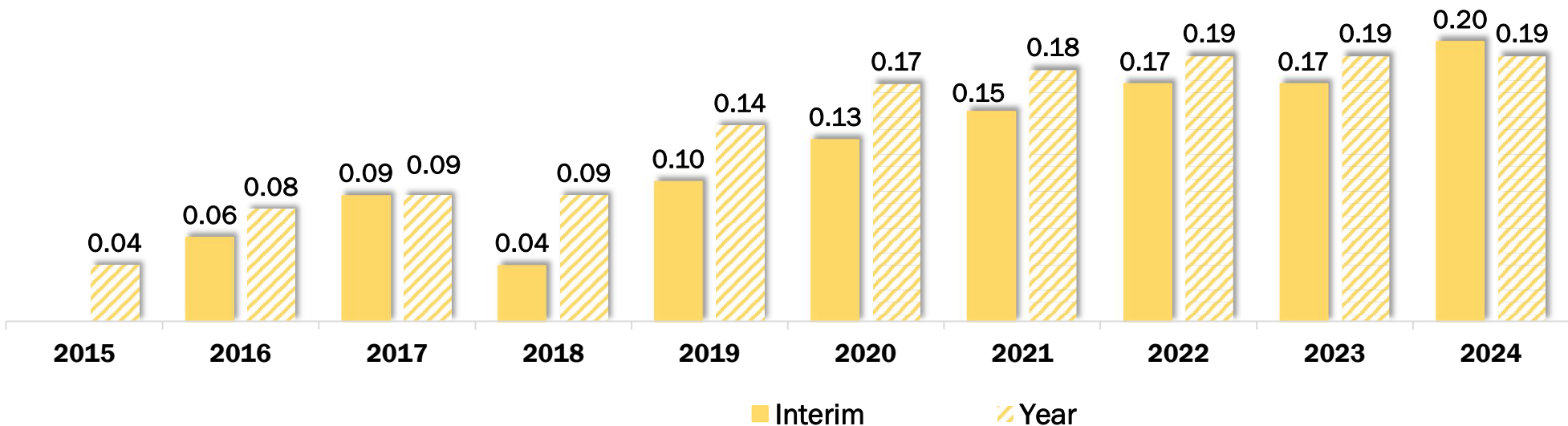


(Baht per share)

Dividend Yield = 9.15%
Base on close price 4.26 Baht
YTD as of 14/3/2025

Waiting approve from
2025 AGM

Date: 25 April 2025
0.39 Baht/per shares



Remark : Dividend Payment for period Jan 1- Dec 31, 2024 paid on May 21, 2025 at 0.19 baht per share
 Dividend Yield = 9.15% as of 14/3/2025, Base on close price 4.26 Baht

Agenda



Our Business



Y2024
Financial Figures



2025
Strategic Direction

2025 Strategic Direction

Sustainable Growth to **2 Billion Business**



3 Strategic Growth Pillars

1 Core Business Regeneration

- New trend & lifestyle
- Consumer Fragmentation



2 TACC Own Brand Acceleration

- New category
- New geography

3 Partnership Ecosystem Collaboration

- Cost optimization
- Supply innovation & sustainability



3 Years Investment Plan (2025-2027)

TACC Factory

- Product line extension

Investment Venture



YTD 2025 B2B Beverage 7-Eleven Growth Pillars



Core Business via Promotion



Channel Expansion via Delivery Platform



New Product via New Launch Cold Beverage Dispenser



9 Jan



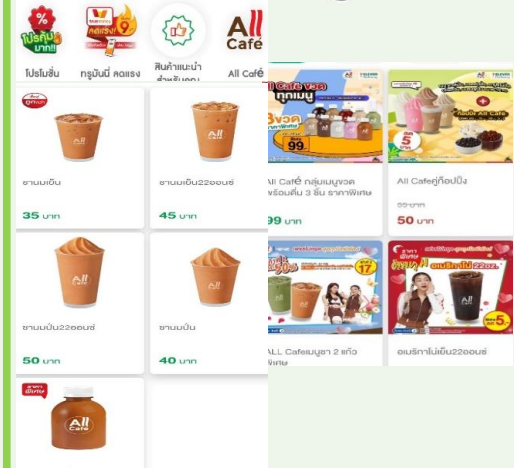
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Core Business via Promotion



Channel Expansion via Delivery Platform



CAMBODIA

112 outlets
(+30 from Y2024)



LAOS

10 outlets
(+7 from Y2024)



YTD 2025 Café Business



YTD 2025 MOU with BONCAFÉ

Signature Menu



Seasonal Menu



1,360 outlets
(+460 from Y2024)



Hot vending 270 units
(+42 from Y2024)



YTD 2025 TACC Own Brand



LINE SHOPPING



TikTok SHOP



Gulfood | 30TH EDITION
17-21 FEB 2025 | DUBAI WORLD TRADE CENTRE



YTD 2025 License Business

Domestic License



International License



OHIGE no PON



Bellygom





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

Q&A

IR Contact :

Tel : +66-2-717-2898#77

Email : ir@tacconsumer.com

www.tacconsumer.com

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

T.A.C. Consumer PCL

**9/231-233 Ramkhamhaeng Road,
Suanluang, Bangkok 10250**