

Analyst Meeting

Operating Results 1Q2026



Agenda



Our Business



1Q2026 Financial Performance



2026 Strategic Direction

Our Business

TACC remains a 7-Eleven-driven B2B beverage platform but is actively diversifying channels and revenue streams.



Year	7-Eleven	Non 7-Eleven
2022	93%	7%
2023	94%	6%
2024	93%	7%
2025	89%	11%



85%
(7-Eleven)

15%
(Non 7-Eleven)



TACC (7-Eleven)

Exclusive for 7-Eleven

Covers 2 Segments in Beverages

Core revenue from the 7-Eleven segment continues to grow, supported by the ongoing expansion of 7-Eleven store outlets.

1 Cold Beverage Dispenser



Core Flavor : Espresso, Latte, Milk Tea
Seasonal Flavor : Apple Tea, Drinking Yogurt, Oeang, Jasmine Green, Tea, Americano, Lychee



14,300 outlets

Total 7-Eleven 1Q2026 = 16,084 outlets
(+139) From 4Q2026

2 Non-Coffee Menu at All Café Coffee Corner



Core Flavor : Thai Milk Tea, Matcha Green Tea, Lemon Iced Tea, Taiwan Milk Tea
Optional Core : Fruit Yogurt
Seasonal Flavor : Pure Matcha



12,600 outlets



1Q2026 (7-Eleven) New Flavor

Drive category excitement via new news

Growth is driven by innovation (flavors/products), channel expansion, and strong beverage consumption trends.

1 Cold Beverage Dispenser

Optional Core



2 Non-Coffee Menu at All Café Coffee Corner

Core Flavors



New Flavors



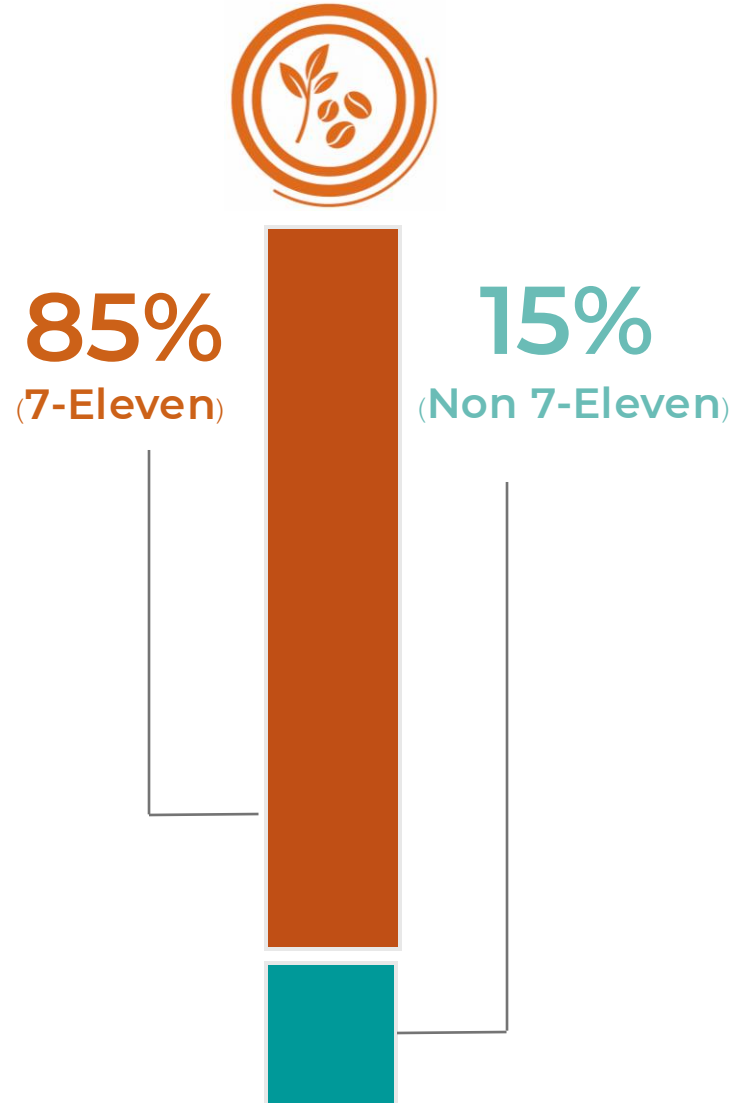
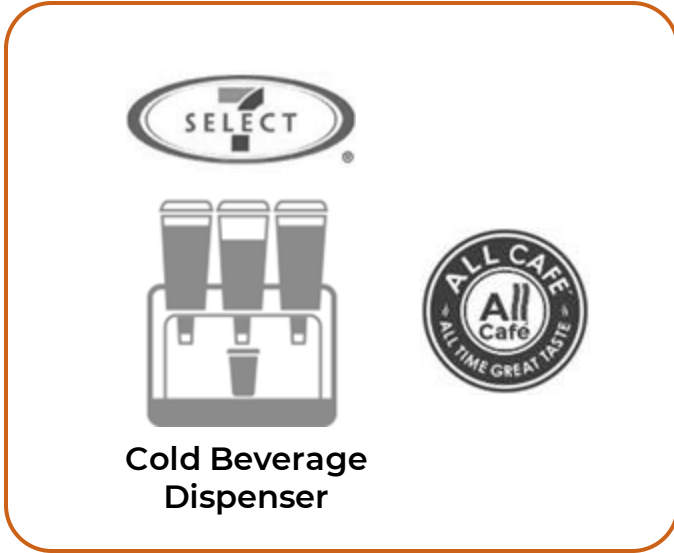
29 Jan



5 Mar

1Q2026 (Non 7-Eleven)

Revenue from the Non-7-Eleven segment recorded significant growth, reflecting the company's successful expansion and diversification efforts.



Expertise on Café Business

The number of outlets in the Non-7-Eleven segment has shown significant growth.



Thailand 300 outlets
International 50 outlets



2,500 outlets
(as of 1Q2026)
(+1,000 from 1Q2025)



Agenda



Our Business



1Q2026 Financial Performance



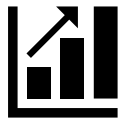
2026 Strategic Direction

TACC 1Q2026 Financial Highlight

We achieved strong double-digit revenue and profit growth. Overall performance in line with our targets.

Consolidated Performance

Sales Revenue



639.96
Million Baht



+20.50% Y-o-Y

GP Margin

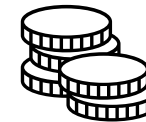


32.07%



-0.43 pt Y-o-Y

Net Profit



99.67
Million Baht



+36.33% Y-o-Y

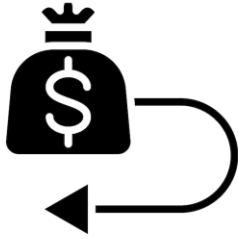
- (a) Higher sales of products in 7-Eleven stores, supported by continuous promotional activities throughout the year.
- (b) The sustained popularity of Thai tea and green tea beverages among consumers.
- (c) Increased sales from domestic customers due to the expansion of key customers' retail networks and the launch of new products jointly developed with them.

This decline was attributable to higher cost of sales.

The increase in total revenue during the year, the Company's effective management of costs and operating expenses, as well as the significant reduction in expenses of the subsidiary following the discontinuation of its operations.

1Q2026 Financial Ratios

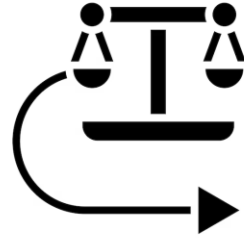
TACC has achieved the highest profitability metrics in Q1 and low leverage, indicating efficient capital use and strong balance sheet.



Return on assets (%)

31.09

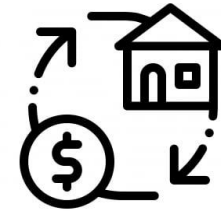
Strong ROA supported by operational efficiency



Return on equity (%)

38.82

Improved ROE reflects stronger profitability and effective capital management



Debt-to-equity ratio (Time)

0.58

Strong balance sheet with manageable leverage



Agenda



Our Business



1Q2026 Financial Performance



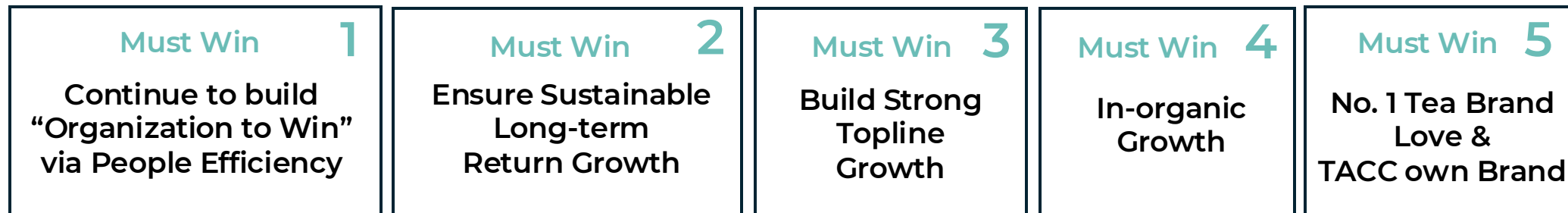
2026 Strategic Direction

Corporate Growth Strategy TACC Strategy House

TACC Business Purpose & Vision

Vision : We are top 6 beverage focus* & wellness companies

Business Purpose : We commit to build compounding wellbeing quality value for sustainability across all



Remark : Strategy House : Mckinsey & BCG

*Top 6 from revenue target Thailand beverage company

Build Strong Topline Growth

YTD 2026 7-Eleven Growth Pillars

Driving business strategically to deliver long-term value creation.

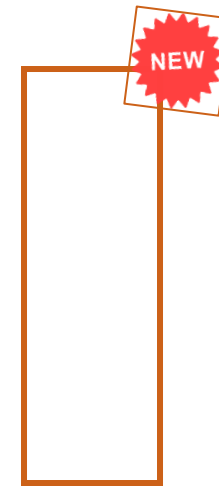
Core Business via Promotion

Channel Expansion via Delivery Platform

New Products via New Launch



7-ELEVEN Delivery		All Cafe	
<p>49 บาท</p>	<p>20 บาท</p>	<p>35 บาท</p>	<p>45 บาท</p>
<p>50 บาท</p>	<p>40 บาท</p>		



(Optional Core) 25 Jun



29 Jan



5 Mar



63 outlets (-49)

CAMBODIA



30 outlets (+4)

LAOS



Build Strong Topline Growth

Signature Menu



YTD 2026 Café Business

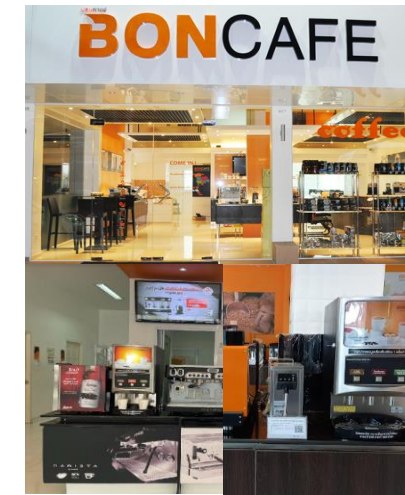
Driving business strategically to deliver long-term value creation.

Seasonal Menu



2,500 outlets
(as of 1Q2026)
(+1,000 from 1Q2025)

YTD 2026 MOU with BONCAFÉ



Hot vending 357
units



BON CAFÉ 20 units



Build Strong Topline Growth

YTD 2026 License Business

Driving business strategically to deliver long-term value creation.

Domestic License



International License

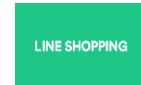


Anime (อนิเมะ)



YTD 2026 TACC Own Brand

Driving business strategically to deliver long-term value creation.



TACC ESG Framework

Driving the business towards sustainable growth.

Business Purpose

“We commit to building compounding well-being quality value for sustainability across all”

ESG Framework and Sustainability Strategy

Manage the organization to win with transparency and governance, adhering to sustainability principles throughout TACC’s value chain to foster sustainable economic growth.

Commit to food quality and safety policies by producing beverages and products that are high quality and safe, in compliance with regulatory and customer requirements, operating with integrity and continuously improving for a better quality of life and a healthy environment.

Empowering 'TACC People' by fostering a learning society, building a Culture of Collaboration, and promoting awareness of sustainability across all dimensions among employees.

Sustainability Components

SUSTAINABLE DEVELOPMENT GOALS



TACC’s ESG Projects since 2022 - Present

TACC’s SDGs Y2026



YTD 2026 ESG Activities

Driving the business through sustainable practices.

E

Solar Rooftop TACC's Factory & OEM



BENJAPHANPONG Co., Ltd.
บริษัท เบลูจพันธ์ฟงศ์ จำกัด



✓ Sustainable Packaging



S

CSR Activities



SET
e-Learning

ESG 101
พื้นฐานความรู้
ด้านความยั่งยืน

100% on 2025

G

CGR Checklist 2025 / Declare CAC, CAC Policy



Q&A

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