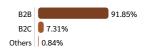
## **Business Overview**

TACC operates in the business of providing, manufacturing, and distributing beverages in parts of tea and coffee and Lifestyle products.

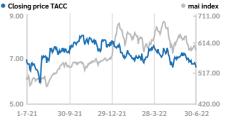
#### **Business Highlight**

- The Company as a Key Strategic Partner with CPALL for long time 20 Year, The Company was received Exclusive Contract and renewed contract continuously.
- The Company's management has most than 20 year, of experience in beverage industry.

#### Revenue Structure



# Stock Information mai / AGRO • Closing price TACC 9.00 711.00



TACC

**AGRO** 

#### Major Shareholders

as of 30/06/22

as of 29/04/2022



- MR CHATCHAWF VATANASUK (24 49%)
- MR. THANUTUM KIATPHAIBOOL (6.32%)
- Thai NVDR Company Limited (5.50%)
- MRS. CHARUNEE CHINWONGVORAKUL (2.79%)
- N.C.B.TRUST LIMITED-NORGES BANK 33 (2.10%)
- Others (58.80%)

# Performance and Analysis 6M/2022

	6M22	6M21	2021	2020
Income Statement (MB)				
Revenues	724.52	679.86	1,346.48	1,318.73
Expenses	566.13	554.54	1,083.62	1,082.71
Net Profit (Loss)	128.55	100.58	214.24	188.38
Balance Sheet (MB)	)			
Assets	1,085.93	1,020.61	1,064.61	1,011.51
Liabilities	324.37	300.70	322.18	288.82
Shareholders' Equity	761.56	719.91	742.43	722.69
Cash Flow (MB)				
Operating	140.22	121.43	223.03	234.45
Investing	19.86	-73.19	-88.03	122.36
Financing	-112.96	-106.27	-202.07	-169.34
Financial Ratio				
EPS (Baht)	0.21	0.17	0.35	0.31
GP Margin (%)	37.79	37.45	38.02	33.87
NP Margin (%)	17.74	14.79	15.91	14.29
D/E Ratio (x)	0.43	0.42	0.43	0.40
ROE (%)	32.70	27.89	29.25	26.07

#### **Business Performance Summary**

- For the 6M2022, the company achieved a sales and service income of Baht 722.32 million. This had an increase of Baht 45.17 million or 6.67% (YoY). The revenue has grown from (A) The COVID-19 pandemic situation is better than last year (B) increasing number of outlets of All Café and non-coffee products of upsize sold, (C) increasing in Co-develop new B2B products and and expanded of modern trade customers and Food service, and (D) expansion to new market in Cambodia with expansion of branches of 7-11.
- Cost of sales and services amounting to Baht 449.34 million.
   which increase Baht 25.79 million or 6.09% (YoY). The portion of cost of sales and services to sales and services income is 62.21%. The gross profit margin is 37.79% slightly increase from last year result of the company can effectively manage the cost of raw materials since 1Q2022, despite there is increasing in raw material cost during 2Q2022.
- Net profit in financial statements in which the equity method
  amounting to Baht 128.55 million, which increase Baht 27.97
  million or equivalent to 27.80% (YoY). The company achieved
  net profit margin of 17.80%. The main reason for the
  increase in net profit was an increase in sales due to the
  COVID-19 pandemic situation is better than last year, and
  expansion of both domestic and international markets,
  including efficient cost management and reducing
  unnecessary sales and distribution costs

# Key Milestones

- TACC has launched the Cold Beverage Dispenser "Fruit Punch Hi-C" at 7-Eleven.
- TACC has launched "YUZU" under All Café at 7-Eleven.

# Business Plan

ROA (%)

- Grow together with major trading partners, with an aim operate
  the business under sustainable growth and Business partnership
  principles
- Focus on continuous product development to differentiate the Business.
- Create and Strengthen distribution channels in both domestic and international markets.
- Increase sales volume from International market and Domestic market by maintaining existing customer base and tapping into new consumer groups.

# Risk Management Policy 1.RISK FORM KEY CUSTOMER DEPENDENCY

# The Company's total revenue as of lune 20.20

The Company's total revenue as of June 30 2022, 92% 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 impaction 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.

# 2.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 7 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.

# 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.

# Recent Awards and Recognitions

- Excellent score 100 point in AGM checklist program from Thai investor Association and SEC, Thailand.
- Rating in ESG 100 for the year 2022 by Thaipat Institue announcement 100 Listed Companies outstanding Environment, Social and Corporate Governance.
- TACC received the Superior Taste Award from the international Taste institute, Belgium, which are UJI Matcha in the All Café corner, 7-Eleven and Ceylon Black Tea Na-Arun (own brand).

## Company Information and Contact

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- 受 Other Trading Info.:
  https://www.settrade.com/C04\_01\_stock\_quote\_p1.jsp?
  txtSymbol=TACC

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