

Business Overview

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

Performance and Analysis 3M/2022

	3M22	3M21	2021	2020
Income Statement (MB)				
Revenues	338.99	325.90	1,346.48	1,318.73
Expenses	262.53	269.42	1,083.62	1,082.71
Net Profit (Loss)	60.15	46.69	214.24	188.38
Balance Sheet (MB)				
Assets	1,101.40	1,054.51	1,064.61	1,011.51
Liabilities	298.82	285.13	322.18	288.82
Shareholders' Equity	802.58	769.38	742.43	722.69
Cash Flow (MB)				
Operating	58.85	39.91	223.03	234.45
Investing	-56.38	-102.58	-88.03	122.36
Financing	-1.70	-1.24	-202.07	-169.34
Financial Ratio				
EPS (Baht)	0.10	0.08	0.35	0.31
GP Margin (%)	38.96	35.90	38.02	33.87
NP Margin (%)	17.74	14.33	15.91	14.29
D/E Ratio (x)	0.37	0.37	0.43	0.40
ROE (%)	28.97	27.00	29.25	26.07
ROA (%)	26.48	22.40	25.87	23.32

Business Plan

- 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.

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

1. The Company's management has most than 20 year, of experience in beverage industry.
2. The Company as a Key Strategic Partner with CPALL for long time 20 Year, The Company was received Exclusive Contract three years.

Business Performance Summary

The Company achieved a revenue of 337.33 million baht. This had a slightly increase of 12.09 million baht (3.72%), from the Previous Year. The grown revenue from (A) increasing number of outlets of All Café where the non – coffee products and new product of upsize sold. The Company have launch new flavors in this quarter and, (B) increasing in Co-develop new B2B products and expanded of modern trade customers and Food service. Cost of sales and services valued 205.91 million baht (61.04% of sales and services) with 38.96 % gross margin. The gross margin increasing came from managing the cost expenses more efficiency by controlling and managing cost of products. So the gross margin was more than 1st quarter 2021. Net profit was 60.48 million baht (17.85% of sales), The increase in net profit was driven by the increasing of gross margin in managing the cost expenses more efficiency by controlling and managing cost of products.

Key Milestones

- TACC has launched the Cold Beverage Dispenser "Milky Raspberry" at 7-Eleven.
- TACC has launched Ruby Chocolate and Mango mayongcit under All Café at 7-Eleven.

Risk Management Policy**1.RISK FORM KEY CUSTOMER DEPENDENCY**

The Company's total revenue as of March 31 2022, 94% 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.

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.

Recent Awards and Recognitions

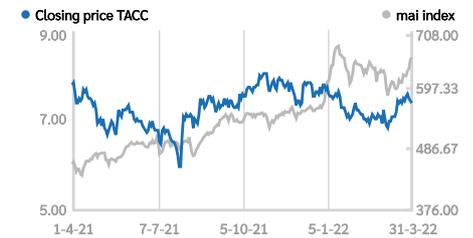
- TACC was award "Best Investor Relations 2021" From the Stock Exchange of Thailand in SET Award 2021.
- TACC received Corporate Governance Report of Thai Listed Companies 2021 was Excellent score (5 stars) from IOD.
- TACC received the Superior Taste Award from the international Taste institute, Belgium. The awarded beverage is available in 7-Eleven convenient stores, which are cold beverages dispenser, consisted of Latte coffee, Matcha in the All Café corner and Mike Tea Taiwan (Na-Arun Brand).

Revenue Structure

B2B	94.54%
B2C	5.03%
Others	0.43%

Stock Information

mai / AGRO



as of 31/03/22	TACC	AGRO	mai
P/E (X)	21.14	80.68	59.24
P/BV (X)	6.10	3.73	3.67
Dividend yield (%)	4.43	2.40	1.18
	31/03/22	31/12/21	31/12/20
Market Cap (MB)	4,529.60	4,772.80	3,708.80
Price (B/Share)	7.45	7.85	6.10
P/E (X)	21.14	22.99	20.40
P/BV (X)	6.10	6.97	5.52

CG Report:



Company Rating:

Major Shareholders

as of 11/03/2022

**Company Information and Contact**

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Other Trading Info :
https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=TACC