

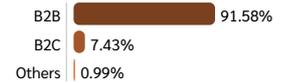
## Business Overview

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



## Performance and Analysis 9M/2022

	9M22	9M21	2021	2020
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## Income Statement (MB)

Revenues	1,108.06	991.07	1,346.48	1,318.73
Expenses	874.95	801.58	1,083.62	1,082.71
Net Profit (Loss)	190.72	156.40	214.24	188.38

## Balance Sheet (MB)

Assets	1,068.00	973.81	1,064.61	1,011.51
Liabilities	347.61	289.21	322.18	288.82
Shareholders' Equity	720.38	684.59	742.43	722.69

## Cash Flow (MB)

Operating	209.46	174.89	223.03	234.45
Investing	51.44	22.50	-88.03	122.36
Financing	-217.45	-198.68	-202.07	-169.34

## Financial Ratio

EPS (Baht)	0.31	0.26	0.35	0.31
GP Margin (%)	36.87	37.67	38.02	33.87
NP Margin (%)	17.21	15.78	15.91	14.29
D/E Ratio (x)	0.48	0.42	0.43	0.40
ROE (%)	35.38	30.63	29.25	26.07
ROA (%)	30.54	26.88	25.87	23.32

## Business Performance Summary

- For the 9M 2022, the Company achieved a sales and service income of Baht 1,103.84 million. This had an increase of Baht 116.82 million or 11.84% (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 upsized sold, (C) increasing in Co-develop new B2B products and expanded of modern trade customers and Food service, and (D) expansion to new market in Cambodia with expansion of branches of 7-11.
- The cost of sales and services amounting to Baht 696.80 million, which increase Baht 81.62 million or 13.27% (YoY). The portion of cost of sales and services to sales and services income is 63.13%. The gross profit margin is 36.87% slightly decrease from last year result of the Company can effectively manage the cost of raw materials, this made the Company cans maintain the gross margin despite there is increasing in raw material cost during the year.
- Net profit in financial statements in which the equity method amounting to Baht 190.72 million, which increase Baht 34.32 million or 21.94% (YoY). The Company achieved net profit margin of 17.28%. 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 Dispensers "Matcha Latte" and "Prune berry" at 7-Eleven.

## 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.

## Risk Management Policy

**1.RISK FORM KEY CUSTOMER DEPENDENCY**

The Company's total revenue as of September 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 impact on 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.

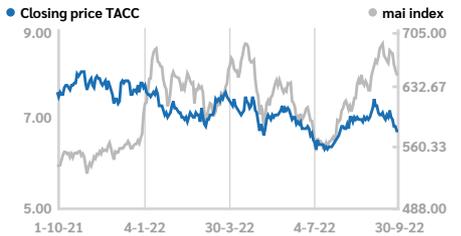
## Recent Awards and Recognitions

- TACC received the Corporate Governance Report of Thai Listed Companies 2022 with was Excellent score (5 stars) from IOD.
- TACC was awarded "Outstanding Investor Relations 2022" By the Stock Exchange of Thailand in the SET Award 2022.
- TACC received Excellent score 100 point in AGM checklist program from Thai Investor Association and SEC, Thailand.

## Stock Information

mai / AGRO

## Closing price TACC



as of 30/09/22	TACC	AGRO	mai
P/E (X)	17.07	74.57	58.56
P/BV (X)	5.43	3.42	3.35
Dividend yield (%)	4.85	2.57	1.09

	30/09/22	30/12/21	30/12/20
Market Cap (MB)	4,134.40	4,772.80	3,708.80
Price (B/Share)	6.80	7.85	6.10
P/E (X)	17.07	22.99	20.40
P/BV (X)	5.43	6.97	5.52

CG Report:



Company Rating: -

## Major Shareholders

as of 26/08/2022



- นาย ชัชชวีร์ วัฒนสุข (24.10%)
- MR. THANUTUM KIATPHAIBOOL (5.69%)
- บริษัท Thai NVDR Company Limited (4.94%)
- MRS. CHARUNEE CHINWONGVORAKUL (3.01%)
- N.C.B.TRUST LIMITED-NORGES BANK 33 (2.10%)
- Others (60.16%)

## Company Information and Contact

<http://www.tacconsumer.com>

ir@tacconsumer.com

0-2717-2898

9/231-233, UM Tower, 23rd Floor, Ramkhamhaeng Road, Suanluang Bangkok 10250

Other Trading Info :  
[https://www.settrade.com/C04\\_01\\_stock\\_quote\\_p1.jsp](https://www.settrade.com/C04_01_stock_quote_p1.jsp)  
 txtSymbol=TACC