

Business Overview

TACC operates in the business of providing, manufacturing, and distributing beverages in parts of tea and coffee and lifestyle product. The Company's products can be divided into two main categories comprising of 1) Business to Business (B2B) such as Cold Beverages Dispenser in 7-Eleven, Powder Drink distributed to All Café stores located in 7-Eleven and Seasonal or Special products, Hot Beverage Dispenser and 2) Business to Customer (B2C) such as Instant powder drink under brand "Na-Arun", Concentrated Fruit Syrups and Powder Drink TRIVA and License Business

Financial Statement

	2024	2023	2022	2021
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Income Statement (MB)

Revenues	1,970.87	1,727.44	1,533.43	1,346.48
Expenses	1,650.84	1,460.65	1,240.13	1,083.62
Net Profit (Loss)	247.29	206.61	235.15	214.24

Balance Sheet (MB)

Assets	1,220.09	1,115.60	1,178.70	1,064.61
Liabilities	495.46	397.91	415.81	322.18
Shareholders' Equity	724.82	714.16	762.89	742.43

Cash Flow (MB)

Operating	279.60	198.38	271.81	223.03
Investing	4.60	91.35	-67.22	-88.03
Financing	-246.88	-279.26	-190.29	-202.07

Financial Ratio

EPS (Baht)	0.41	0.34	0.39	0.35
GP Margin (%)	33.22	32.71	35.20	38.02
NP Margin (%)	12.36	11.85	15.34	15.91
D/E Ratio (x)	0.68	0.55	0.55	0.43
ROE (%)	34.37	27.98	31.24	29.25
ROA (%)	27.41	22.47	26.37	25.87

Business Plan

1. We aim to grow together with major trading partners, with an aim to operate the business under sustainable growth and business partnership principles.
2. We focus on strengthening our core business through innovation that enhances the experience of modern customers.
3. We focus on building our business through products within the Own brands, both domestically and internationally.
4. We prioritize the efficient and sustainable management of both direct and indirect costs to ensure maximum effectiveness on an ongoing basis.

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

- The Company as a Key Strategic Partner with CPALL for long time 23 Year, The Company was received Exclusive Contract and renewed contract continuously.
- The Company's management has most than of experience in beverage industry.

Performance and Analysis

Business Performance Summary

- For 2024, the Company achieved a sales and service income of 1,953.84 MB. This had an increase of 240.19 MB or 14.02% (YoY) from the same period last year 1,702.91 MB because (A) an increase in sales of products in 7-Eleven stores, driven by higher consumption among students, office, staffs, and tourists compared to the previous year, as well as the E-Receipt project launched earlier in the year, (B) continuous promotional campaigns to boost sales of 7-Eleven customer, and (C) increased domestic customer sales due to the expansion of key customers' store networks. For 2024, the Group achieved a sales and service income of 1,968.65 MB. This had an increase of 241.94 MB or 14.01% from the same period last year 1,726.40 MB The revenue has grown from the increase in the revenue of Meanwhile, the Group effectively managed costs and expenses at the same level as the previous year .
- The cost of sales and services amounting to 1,304.69 MB, which increase 151.63 MB or 12.71% (YoY) from the same period 841.20 MB or 13.15% of revenue of the sales services . For 2024 the Company had a gross profit margin 33.22% increase 0.51 point from the previous year ,which had gross margin at 32.71% because an increasing of the Company's revenue from last year and efficiency of cost management during the period.
- Net profit amounting to 243.58 MB, which increases 38.93 MB or 19.02% (YoY) from the same period last year 204.64 MB. The Company achieved a NPM of 12.47%, which increased 0.53% from the same period last year at 11.94%. The increase in the net profit is because an increasing of the Company's revenue from last year and efficiency of cost management during the period .

Key Milestones

- TACC Open factory 3 at banbueng chonburi
- TACC has launched the Cold Beverage Dispensers "Jasmine Greentea " and "Honey lime" at 7-Eleven

Risk Management Policy

RISK FORM KEY CUSTOMER DEPENDENCY

The Company's total revenue of Year2024, 93% 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.

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 8 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

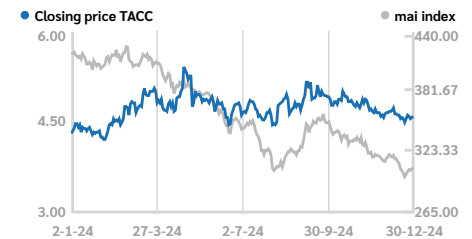
- TACC was awarded Outstanding Investor Relations Awards 2024.
- TACC has been certified for quality management system (ISO9001:2015, Quality Management System)

Revenue Structure

B2B	93%
B2C	7%

Stock Information

mai / AGRO



as of 30/12/24	TACC	AGRO	mai
P/E (X)	11.17	21.72	41.84
P/BV (X)	4.17	2.98	1.55
Dividend yield (%)	7.81	3.13	2.47

	30/12/24	28/12/23	30/12/22
Market Cap (MB)	2,821.12	2,650.88	3,891.20
Price (B/Share)	4.64	4.36	6.40
P/E (X)	11.17	13.61	15.66
P/BV (X)	4.17	3.86	5.40

CG Report:



Company Rating:

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Major Shareholders

as of 17/03/2025

Mr. Chatchawe Vatanasuk (16.90%)
Thai NVDR Company Limited (6.76%)
MR. THANUTUM KIATPHAIBOOL (3.94%)
MISS PAWENEE SUWANMETHANONT (1.65%)
Mr. Natthachak Liangchayet (1.55%)
Others (69.20%)

Company Information and Contact

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