

# NATURE OF BUSINESS

## 1. Decorative Paint and Coating Products



## 2. Non-Decorative Paint and Coating Products



## 3. Other Business Products

comprise sales of certain products to the related companies, such as raw materials and semi-finished materials.

# TOA Paint (Thailand) Public Company Limited

Human

The Company manufactures and sells a full range (in terms of price and usage) of decorative and non-decorative paint and coating products to professionals and “Buy It Yourself” or “BIY” customers in the Southeast Asia and other countries.

TOA sells its various products through the extensive distribution network:

1. Retail Dealer
2. Modern Trade
3. Other channels

### VISION

“TO BECOME A LEADER OF THE END USER PAINT AND COATING INDUSTRY IN AEC THROUGH PRODUCT DIFFERENTIATION AND THE PROVISION OF SERVICE SOLUTIONS”

### GOAL

“WE AIM TO BE THE MARKET LEADER IN THE PAINT AND COATING INDUSTRY IN THE AEC AND SUCCESSFULLY CAPITALIZE ON THE HIGH POTENTIAL GROWTH OF THE REGION’S MARKETS”

### CORE VALUES

- CUSTOMER: Customers First
- CHANGE: Change for Tomorrow
- PASSION: Passion for Learning
- EXPERTISE: Deliver our Expertise
- EXECUTION: Execution to Excellence

FORTIFYING LEADING  
**NO.1**  
PAINT BRAND  
in Thailand



48.7%

Fortifying presence as a leader No.1 Decorative Paints in Thailand with the market share 48.7%



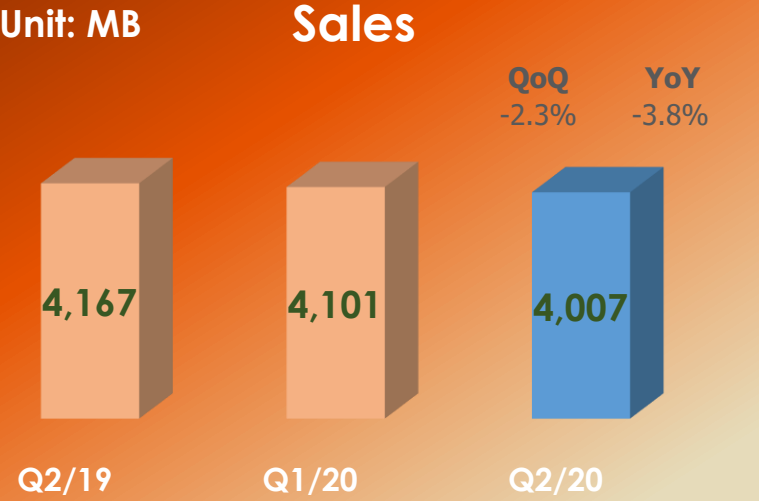
Mastering the Future of Paint



## FACT SHEET Q2/20 Performance

GROWING  
BEYOND  
COLORS

# BUSINESS PERFORMANCE

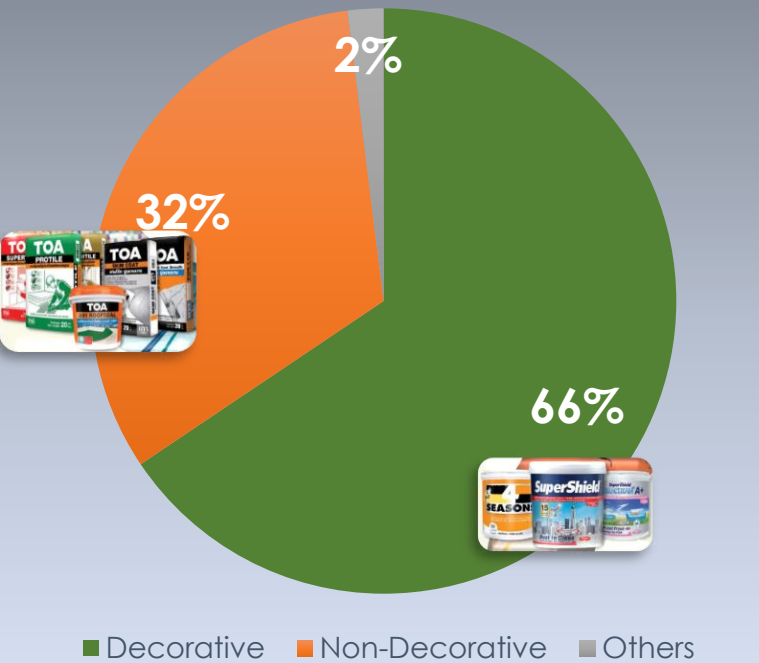


## COVID-19 hit revenue but net profit still increased QoQ and YoY

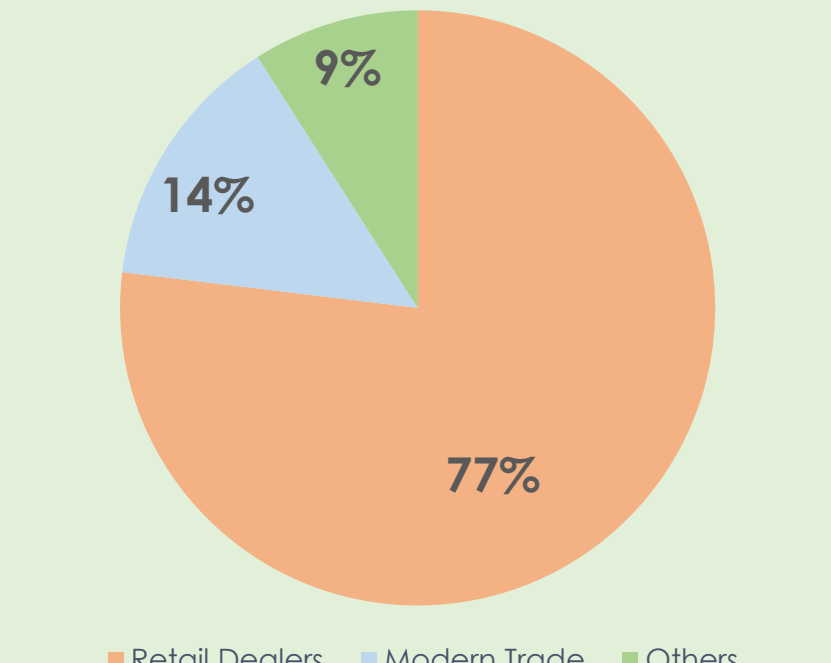
- **Q2/20 sales** : 4,007 MB (-3.8% YoY and -2.3% QoQ)  
Sales revenue impacted from lockdown in Modern Trade channel since 22 Mar 2020. However, every store in Modern Trade channel were re-opened in the mid of May and sales revenue have recovered.
- **Satisfactory Gross Profit Margin** : Gross Profit margin improved YoY to 36.4% driven by the decreased average cost per unit of raw materials used.



Sales Q2/20 by Product Segment



Sales Q2/20 by Distribution Channel



Sales Q2/20 by Geography

