



Inspire Better Living



Q2/2023 Operating Results

TOA Paint (Thailand) PCL.



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AGENDAS

1 CORPORATE UPDATE

2 EXECUTIVE SUMMARY

3 FINANCIAL SUMMARY

4 TOA GOING FORWARD

5 DIRECTION AND STRATEGY

6 KEY SUSTAINABLE GROWTH
& AWARDS



CORPORATE UPDATES

Q2/23 Marketing and Sales Activities (1)

1. Massive Booth at Architect Expo 2023 – TOA showed off its complete quality product line from decorative paint, heavy duty paint, chemical construction, gypsum, and tile with new concept of “Inspire Better Living”. Moreover, TOA won the BEST Innovation Award (2 year consecutively) with TOA Aqua Shield 2in1



2. TOA PU WATERPROOF campaign – TOA launched a big campaign for TOA PU Waterproof, which is the highest TOA Waterproof product to uplift homeowner purchase behavior to higher, better product grade



ฝนนี้...เลขที่ออก!!!

รวมเลขเด็ดกันน้ำจิง **TOA PU Waterproof**

- 100% กันน้ำเข้า ระบบกันซึมแบบไร้รอยต่อ
- ยึดหยุ่นตัวสูง ได้ถึง 0.8 เท่า
- ทนทานแสงแดดและสภาพอากาศ สูงสุด 10 ปี
- ทนน้ำขังได้มากกว่าถึง 0.2 เท่า*

ทนนาน 10 ปี

งัดนี้ไม่ต้องลุ้น!
ด้วย PU กันซึมคุณภาพสูงจาก TOA

จะก็ฝนก็มันใจ...
ด้วยกันซึมคุณภาพสูงสุด
TOA PU Waterproof

- ระบบกันซึม 100% ไร้รอยต่อ
- ยึดหยุ่นสูง 800%
- ทนนาน 10 ปี
- ทนน้ำขังได้

เป็นมิตรต่อสิ่งแวดล้อม

Variety Show

- ช่างบ้านช่างสวน
- ค่ายรถค่ายมอเตอร์
- งานช่างดี
- สีสันสดใส
- Club Friday Show

Drama

- ลมพัดเย็นสบาย
- ลมพัดร้อนสบาย
- ละคร 18.00

News

- โหมกมด
- สีสันสดใส
- สีผสมดิน
- เฟอร์นิเจอร์สุดหรู
- ช่างซ่อมดี
- งานช่างดี
- ไอเดียดี

Music shows

- ร็อกข้ามกำแพง
- เพลงเพลงขี้หนู

Sport

- Southeast Asia Volleyball
- Thai Match
- Football

YouTube, TikTok, Facebook icons

Q2/23 Marketing and Sales Activities (2)

3. “TOA celebrate Pride month” – TOA, together with Frasers Property and Property management office Chulalongkorn, has created areas in Sanyan Mitrtown to be a check-in photo point and the pride crosswalk using high quality TOA roadline paint for crosswalk, and new TOA Aqua Shield 2in1 for outdoor seats.

“TOA ร่วมฉลอง Pride Month ด้วยสีสันแห่งความหลากหลาย เหนือคานาเมืองสีรุ้ง เชื่อมต่อทุกพื้นที่ @สามย่านมิตรทาวน์



4. MOU between TOA and The office of the Vocational Education Commission – To be continue educational project for the 3rd edition (2023-2026) and encouraging vocational student to become a new generation business owner.

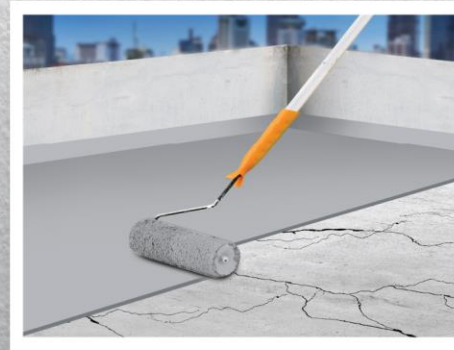


Q2/23 Marketing and Sales Activities (3)

5. Dinner Talk with CEO @ Showroom Sukhumvit 26 - Four times have been arranged; from April to July 2023, 79 stores attended this event

Objective : To invite our customers all around the country to get to know and share their own ideas on running a business and adaptation of traditional trading store for changes and competition in the market. This included adding a new line of products for material substitution in the future and officially showing our new office and tile showroom to our customers.





EXECUTIVE SUMMARY

Q2/23 Executive Summary

Achieved the all-time high of quarterly net profit, driven by the gross profit recovery and a higher proportion of premium products. Sales grew YoY while softening QoQ due to the rainy season factor.

Sales

5,458 MB

+4.9% YoY
-3.5% QoQ

Selling Expenses

691 MB

% to sales
12.7% +0.2 p.p. YoY
+1.0 p.p. QoQ

EBITDA

1,121 MB

+71.9% YoY
+8.4% QoQ

% to total revenues
20.4%

Net Profit

741 MB

+103.0% YoY
+17.3% QoQ

% to total revenues
13.5%

Gross Profit

1,885 MB

%GP
34.5% +4.6 p.p. YoY
+1.6 p.p. QoQ

Admin Expenses

334 MB

% to sales
6.1% -0.6 p.p. YoY
-0.6 p.p. QoQ

Core EBITDA

1,074 MB

+41.8% YoY
+2.0% QoQ

% to total revenues
19.5%

Core Net Profit

694 MB

+47.6% YoY
+6.7% QoQ

% to total revenues
12.6%

Remark: Q2/2022 and Q1/2023 shown in Restated basis.

1H/23 Executive Summary

Higher sales driven by volume and the pricing effect, as well as the impressive net profit driven by the gross profit recovery, all contributed to the remarkable growth in 1H/2023 sales.

Sales

11,111 MB

+9.3% YoY

Selling Expenses

1,351 MB

% to sales

12.2% +0.1 p.p. YoY

EBITDA

2,155 MB +58.9% YoY

% to total revenues

19.2%

Net Profit

1,373 MB +77.3% YoY

% to total revenues

12.2%

Gross Profit

3,743 MB

%GP

33.7% +4.1 p.p. YoY

Admin Expenses

714 MB

% to sales

6.4% -0.2 p.p. YoY

Core EBITDA

2,126 MB +41.9% YoY

% to total revenues

19.0%

Core Net Profit

1,345 MB +46.6% YoY

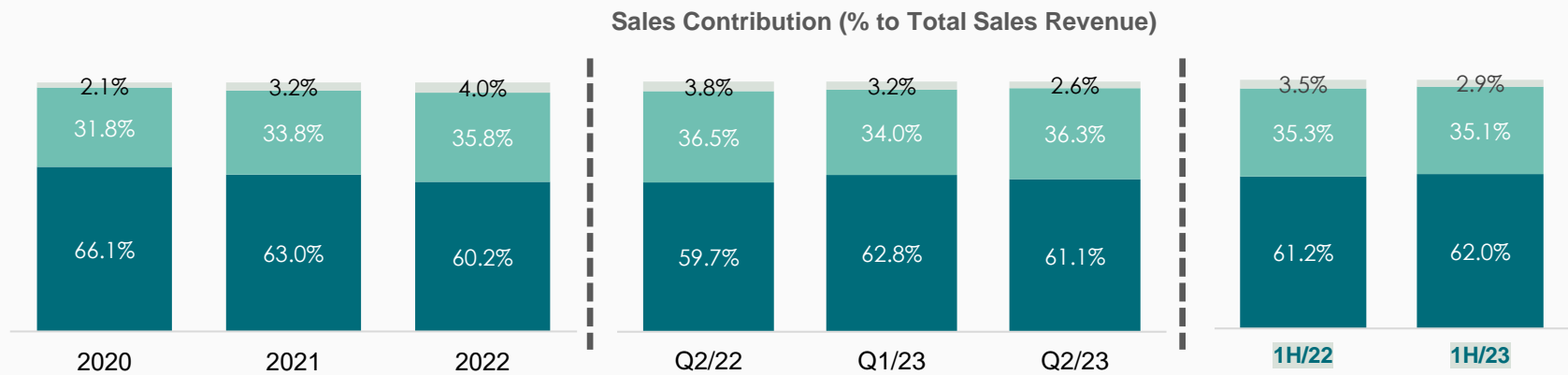
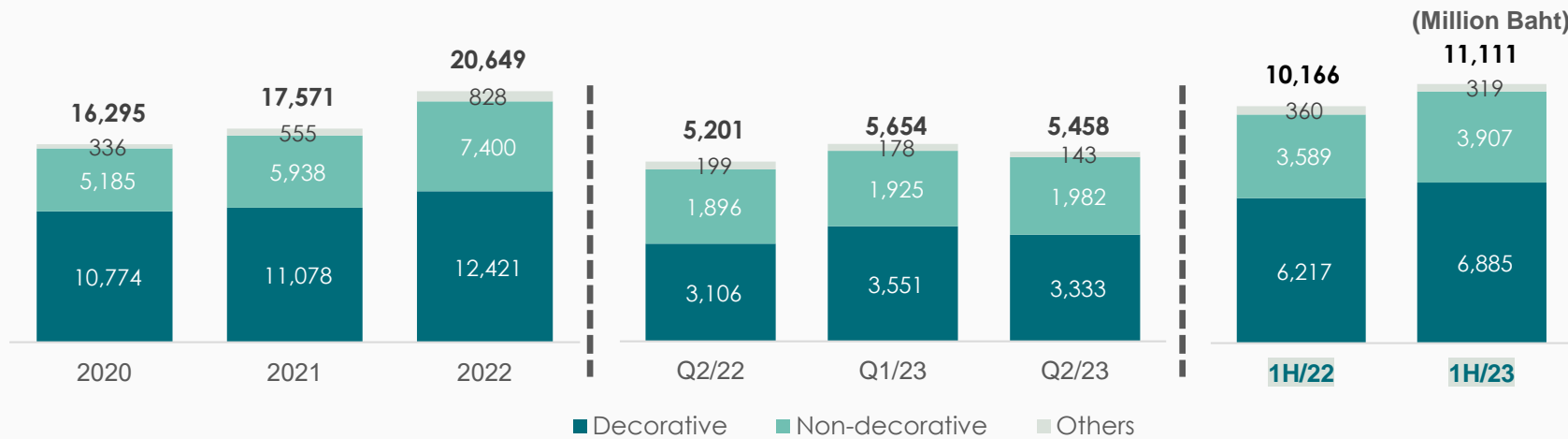
% to total revenues

12.0%

Group Sales Breakdown : By Product Categories



2020	2021	2022	%Growth	QoQ	YoY	YoY
-4.0%	+7.8%	+17.5%	Total	-3.5%	+4.9%	+9.3%
-7.4%	+2.8%	+12.1%	Decorative	-6.1%	+7.3%	+10.7%
+6.6%	+14.5%	+24.6%	Non-Dec	+2.9%	+4.5%	+8.9%
-29.5%	+64.7%	+49.4%	Others	-19.0%	-28.0%	-11.5%



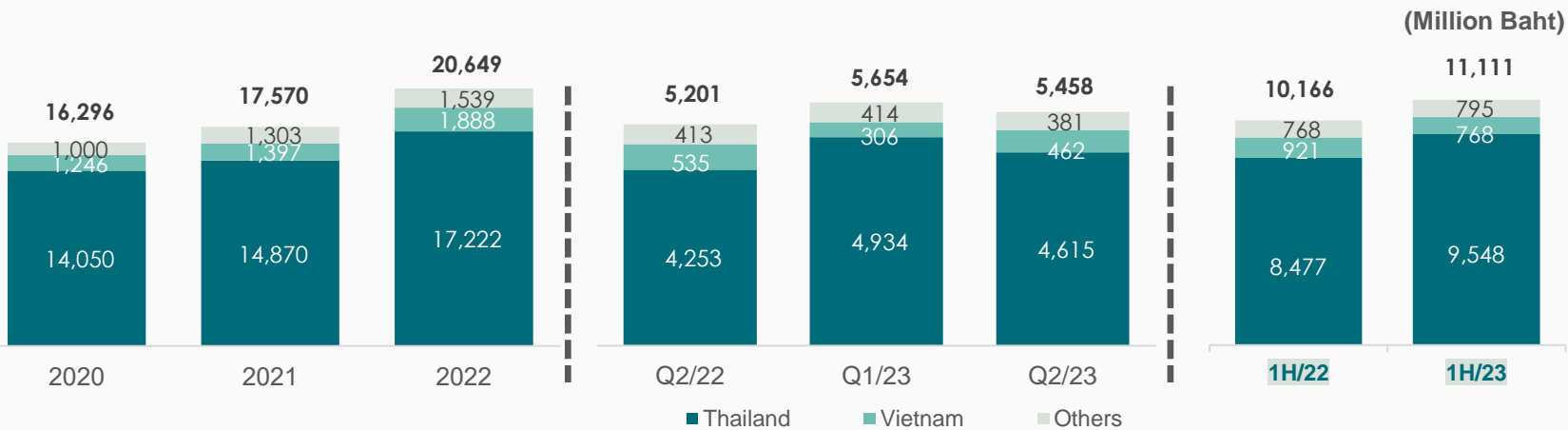
- In Q2/23, sales revenue increased by 4.9% YoY, driven by higher sales for decorative products from higher volume and pricing, respectively.
- Compared to Q1/23, sales revenue decreased by 3.5%, mostly from lower decorative sales due to the rainy season factor.

- In 1H/23, sales revenue increased by 9.3%, driven by 10.7% growth in decorative sales due to higher volume and pricing, respectively. Non-decorative sales grew by 8.9% driven by higher sales of construction chemicals and gypsum products.

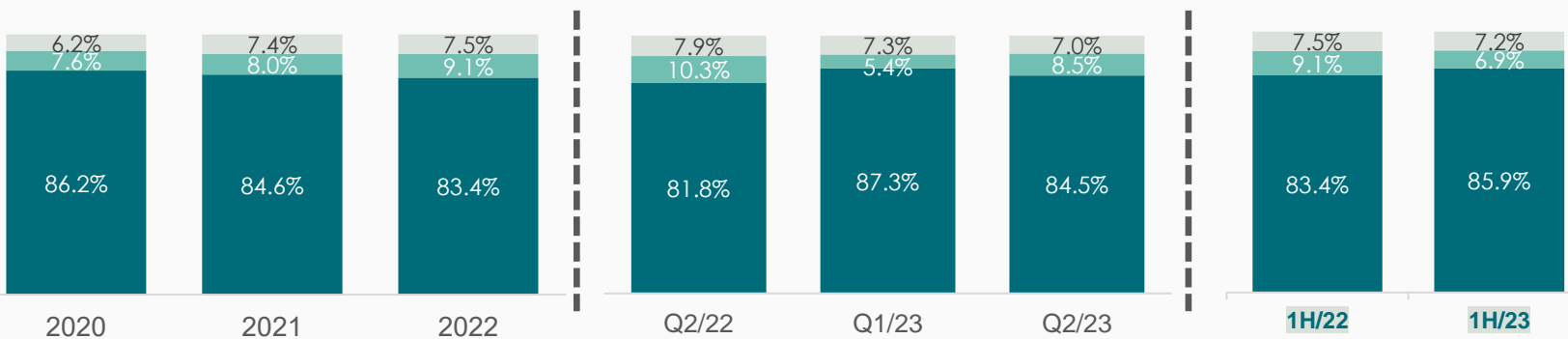
Group Sales Breakdown : By Geography



2020	2021	2022	%Growth	QoQ	YoY	YoY
-4.0%	+7.8%	+17.5%	Total	-3.5%	+4.9%	+9.3%
-4.1%	+5.8%	+15.8%	Thailand	-6.5%	+8.5%	+12.6%
-11.6%	+12.1%	+35.1%	Vietnam	+51.0%	-13.7%	-16.7%
+8.8%	+30.5%	+18.1%	Others	-7.8%	-7.6%	+3.5%



Sales Contribution (% to Total Sales Revenue)

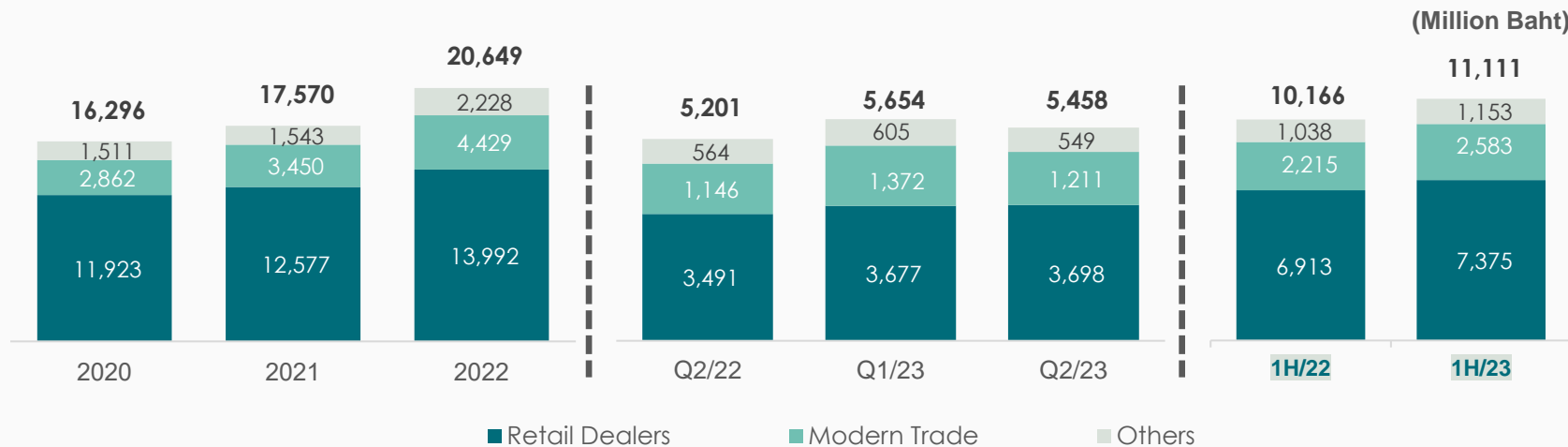


- **In Q2/23, sales revenue in Thailand increased by 8.5% YoY**, as the economy and tourism recovered. However, sales revenue slightly decreased QoQ due to seasonal factor.
- **Vietnam's sales decreased by 13.7% YoY** due to the slowdown in the real estate market. However, Vietnam showed strong growth QoQ, with a 51% increase in sales revenue.
- **Other countries' sales** slightly decreased YoY and QoQ, mainly due to the hyperinflation and economic slowdown.
- **In 1H/23, sales revenue in Thailand increased by 12.6% YoY**, due to higher demand for paint and construction materials as the economy and tourism recovered.
- **Sales revenue from Vietnam decreased 16.7%**, due to economic slowdown causing stricter property market.
- **Other countries' sales revenue** slightly increased, driven by higher sales in Myanmar.

Group Sales Breakdown : By Distribution Channel

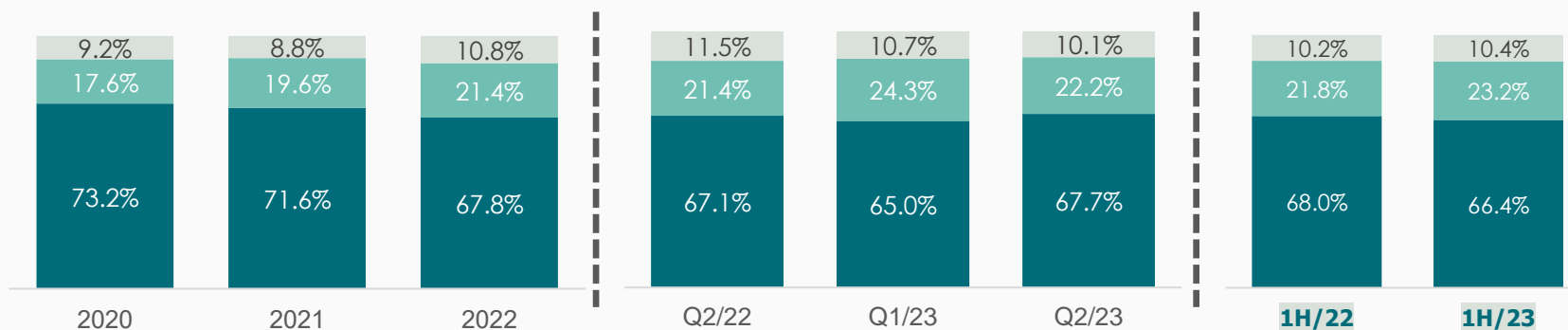


2020	2021	2022	%Growth	QoQ	YoY	YoY
-4.0%	+7.8%	+17.5%	Total	-3.5%	+4.9%	+9.3%
+0.5%	+5.5%	+11.2%	Retail Dealers	+0.6%	+5.9%	+6.7%
-11.1%	+20.6%	+28.4%	Modern Trade	-11.7%	+5.7%	+16.6%
-20.2%	+2.1%	+44.4%	Others	-9.2%	-2.6%	+11.1%



■ Retail Dealers ■ Modern Trade ■ Others

Sales Contribution (% to Total Sales Revenue)



- In Q2/23, sales revenue in the retail channel, increased by 5.9% YoY, due to the tourist recovery in Thailand. While a slight increase of 0.6% QoQ, supported by construction chemicals product sales, which saw strong growth during the rainy season.

- The modern trade channel's sales revenue increased YoY, attributed to higher sales of the same stores and new stores in Thailand. However, sales revenue decreased QoQ, due to the lower decorative sales.

- In 1H/23, sales revenue increased by 9.3% mostly from recovery of economy and tourism in Thailand. Overall, sales revenue increased in all distribution channels.



Financial Summary

Q2/2023 Key Financial Highlights

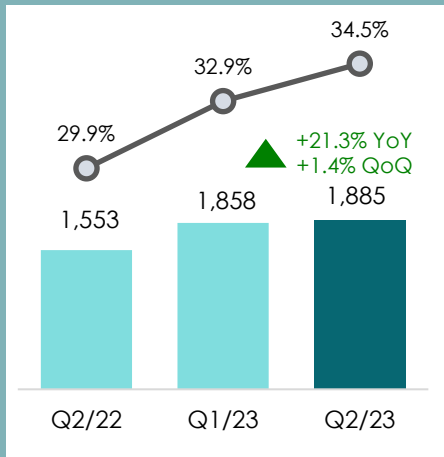
Sales Revenue

(Mil. Baht)



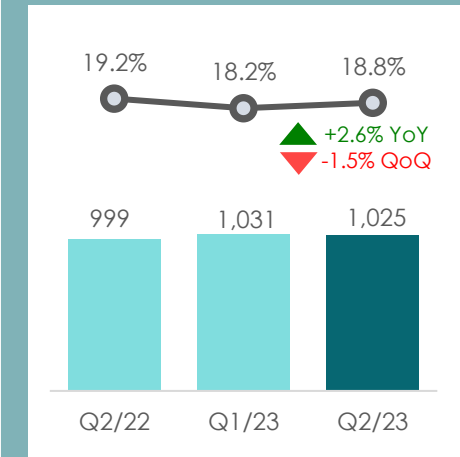
Gross Profit

(Mil. Baht and % to sales)



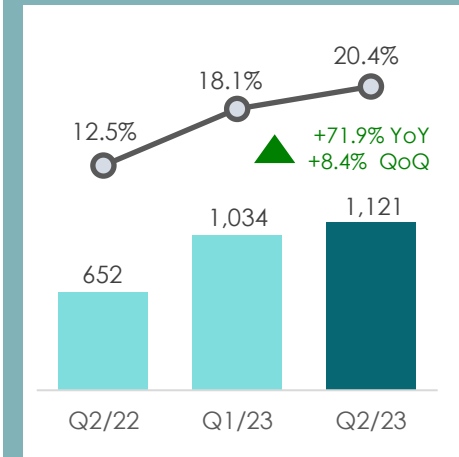
SG&A

(Mil. Baht and % to sales)



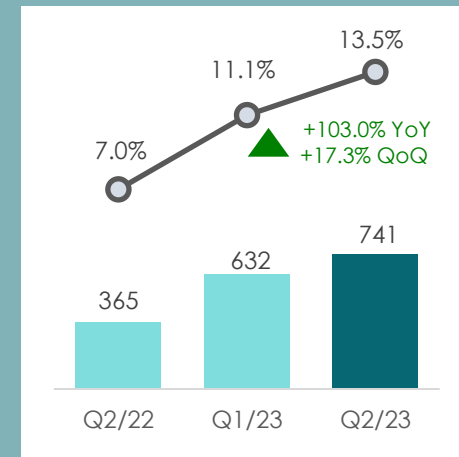
EBITDA

(Mil. Baht and % to total revenues)



Net Profit

(Mil. Baht and % to total revenues)



Q2/23 compared to Q2/22

Sales revenue rose by 4.9% due to higher sales in Thailand from the increasing demand for paints and construction materials and supported by price increase and volume growth.

Gross profit increased significantly by 21.3% as a result of lower average price of raw materials and packaging costs, along with better management of raw materials and production cost. In premium and medium segment, sales continued to grow.

SG&A slightly increased by 2.6%, mainly due to higher expenses from employee cost, freight expenses, and sales promotion offset partly by a decrease in advertising expenses.

Net profit increased significantly by 103.3%, mainly from higher sales and gross margin. Moreover, the result of losses from the fair value of financial assets was THB 103 million in Q2/2022, while Q2/2023 resulted in a gain of THB 2.0 million.

Q2/23 compared to Q1/23

Sales revenue declined slightly by 3.5%, mainly due to the season factor and lower sales in Vietnam from strict housing market.

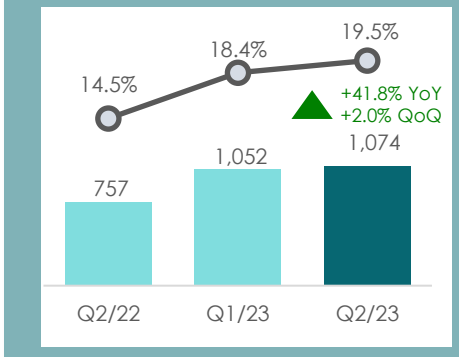
Gross profit grew by 1.4% as a result of lower average price of raw materials and packaging costs, along with better management of raw materials.

SG&A decreased by 1.5%, mostly due to higher selling expenses offset by lower administrative expenses.

Net profit increase by 17.3%, mainly higher gross profit margin, lower SG&A expenses and higher gain on exchange rates.

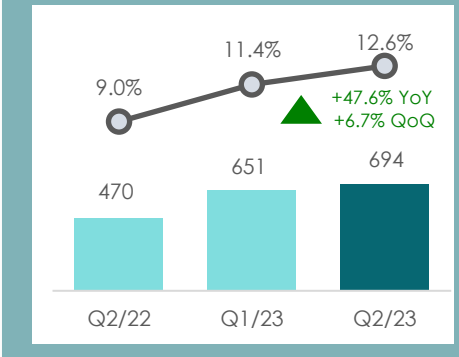
EBITDA Excl. Extraordinary Items

(Mil. Baht and % to total revenues)



Net Profit Excl. Extraordinary Items

(Mil. Baht and % to total revenues)

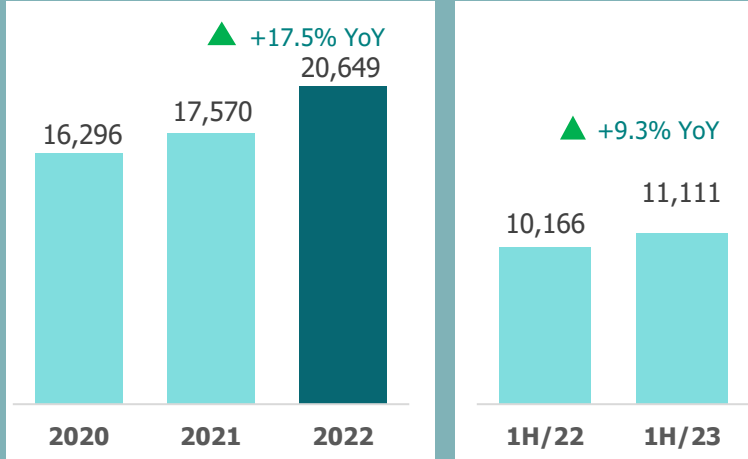


Extraordinary Items (MB)	Q2/22	Q1/23	Q2/23
Gain/(Loss) on exchange rates	3	(19)	49
Gain/(Loss) from fair value of financial assets	(108)	0	(2)

1H/2023 Key Financial Highlights

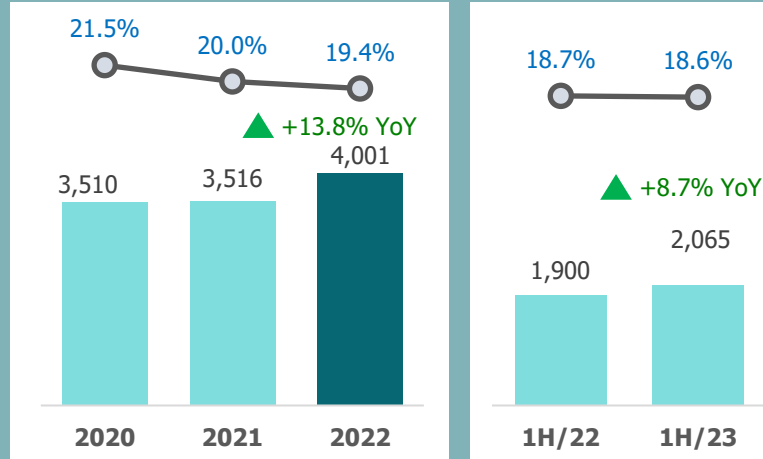
Sales Revenue

(Mil. Baht)



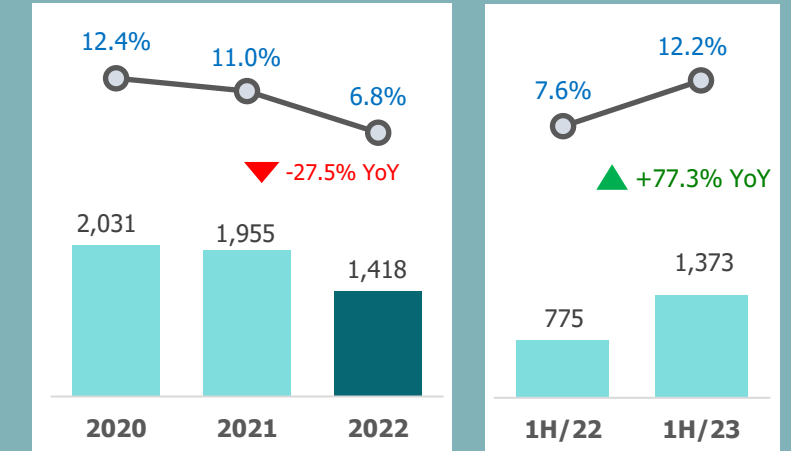
SG&A

(Mil. Baht and % to sales)



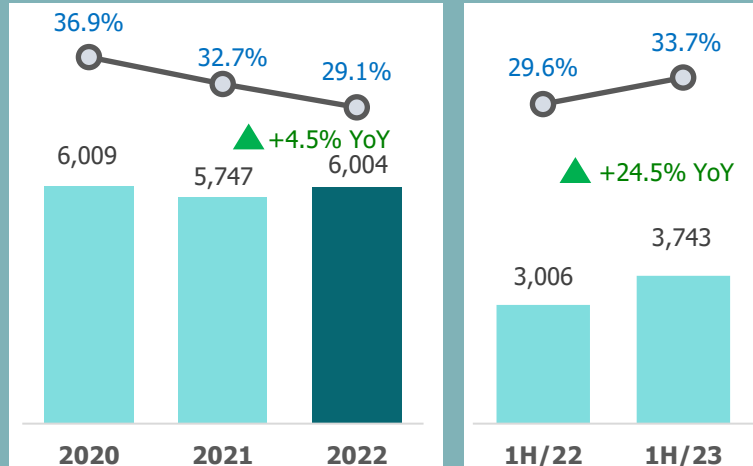
Net Profit

(Mil. Baht and % to total revenues)



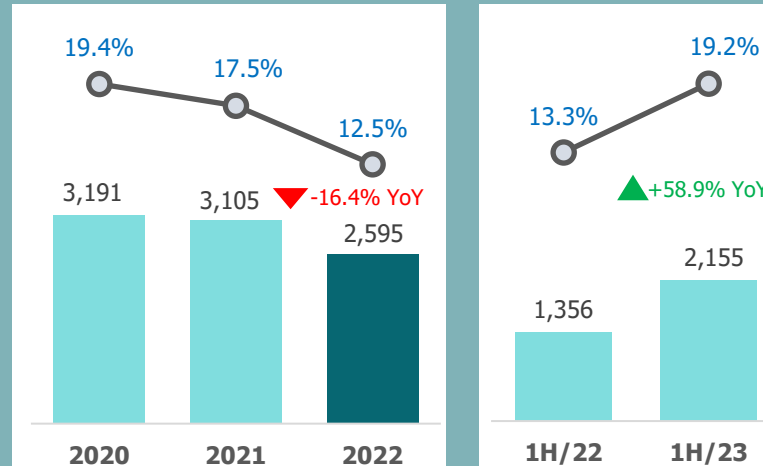
Gross Profit

(Mil. Baht and % to sales)



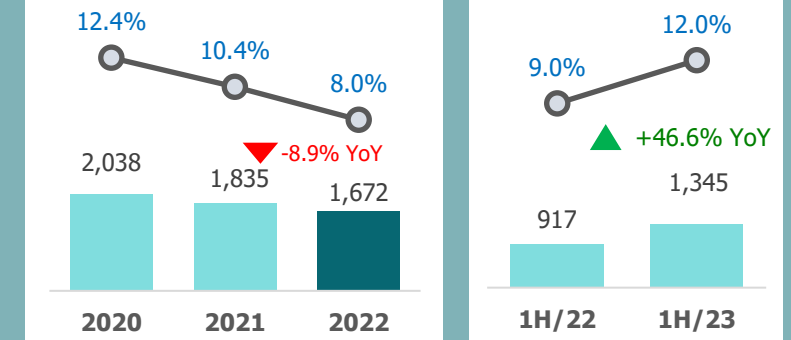
EBITDA

(Mil. Baht and % to total revenues)



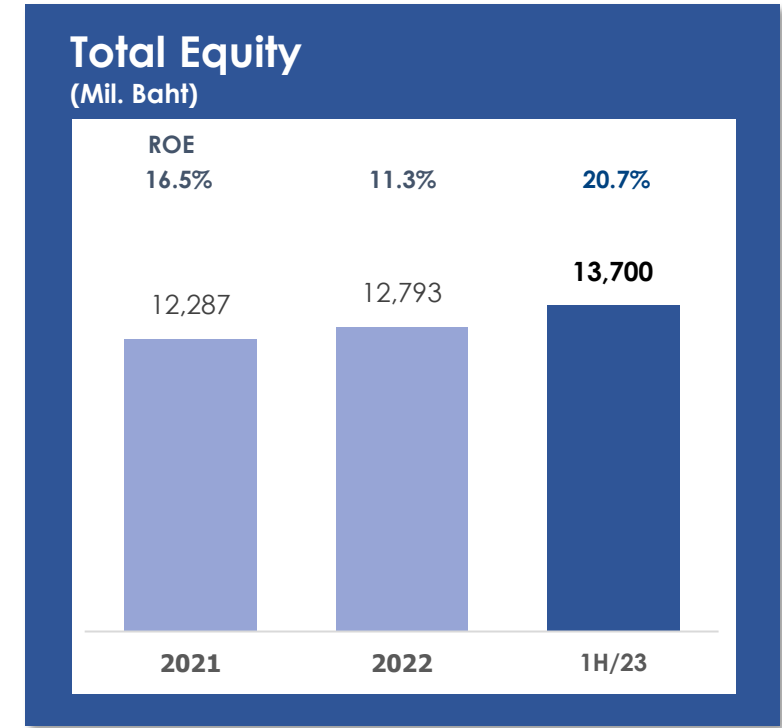
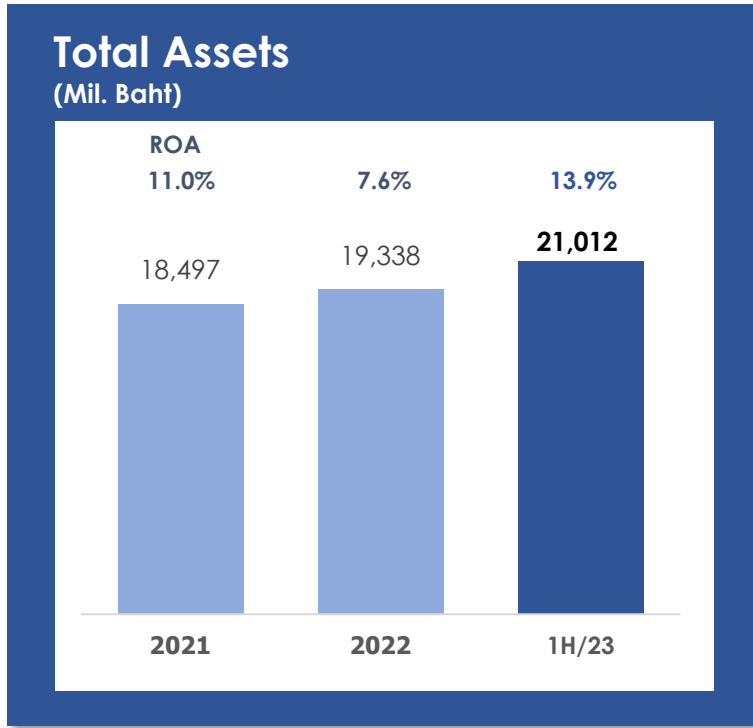
Net Profit Excl. Extraordinary Items

(Mil. Baht and % to total revenues)



Extraordinary Items (MB)	2020	2021	2022	1H/22	1H/23
Gain/(Loss) on exchange rates	28	51	(147)	(3)	30
Gain/(Loss) from fair value of financial assets	(35)	69	(107)	(139)	(2)

Statement of Financial Position



- **At the end of 1H/23, total assets increased by 1,660 MB from the end of 2022** mainly from
 - an increase of other financial assets, cash and cash equivalents, advance payments for properties, while inventories decreased.
 - **In 1H/23, ROA** increased from 2022 due to the strongly growth of annualized net profit.

- **At the end of 1H/23, total liabilities increased by 742 MB from the end of 2022** mainly from an increase in trade and other payables, corporate income tax payable, and lease liabilities (current and long-term).

- **At the end of 1H/23, total equity increased by 908 MB from the end of 2022** mainly from an increase in unappropriated retained earnings by 232 MB from our operating profit.
- **In 1H/23, ROE** increased from 2022, resulting from higher annualized net profit.

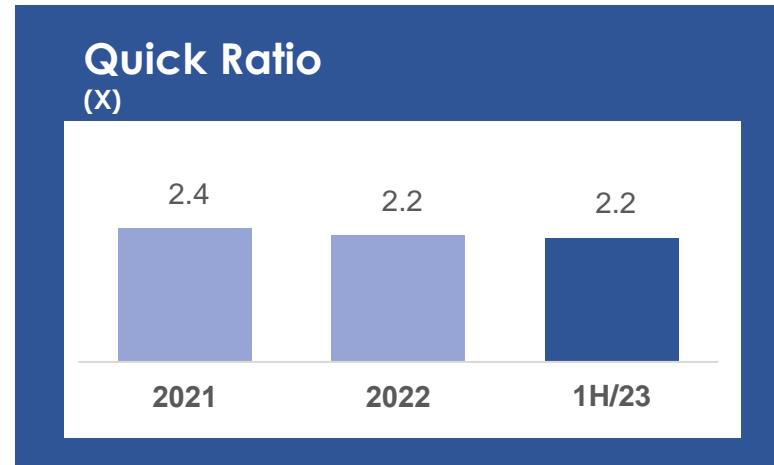
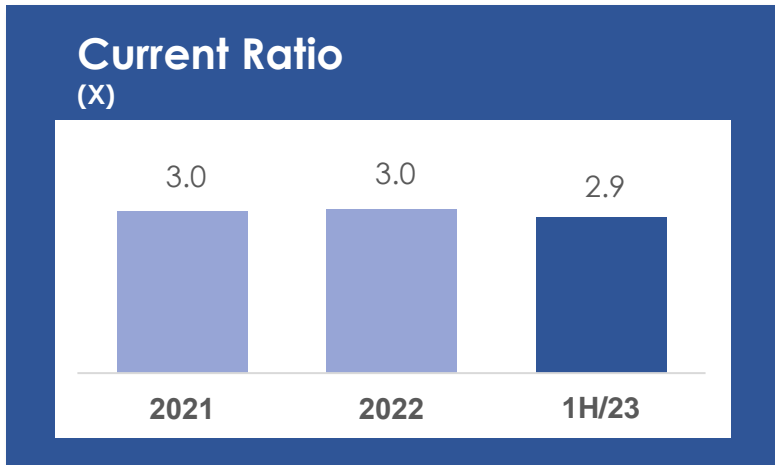
Note:

ROA = Annualized net profit divided by average total assets.

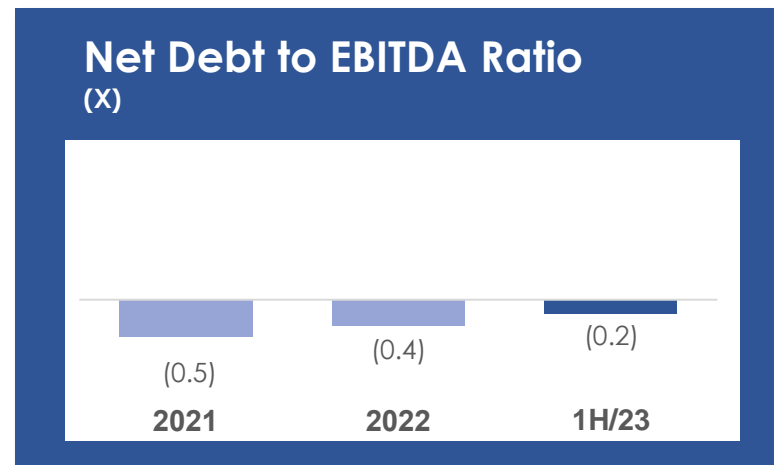
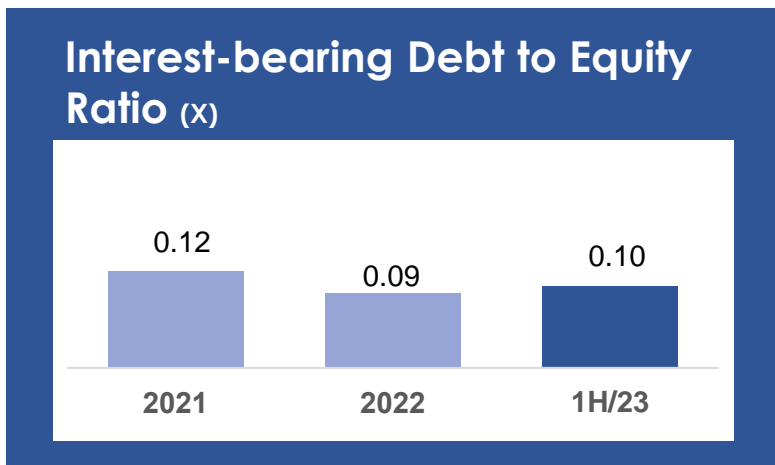
ROE = Annualized net profit divided by average shareholders' equity.

Liquidity & Leverage Ratios

Ability to Maintain Our Robust Financial Position



- **Current Ratio and Quick Ratio were still at a healthy level.** They were similar when compared to the last year.



- **The interest-bearing debt-to-equity ratio** shows a low level of financial loans compared to shareholders' equity.
- **Net Debt to EBITDA ratio** was still negative, showing its strong ability to cover the debt.

Note:

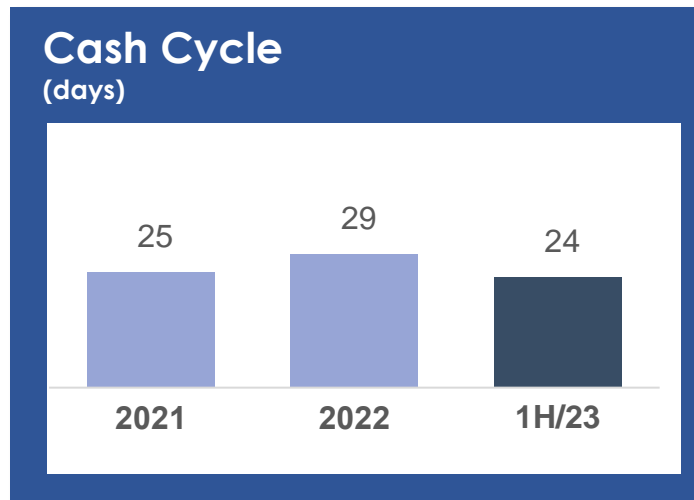
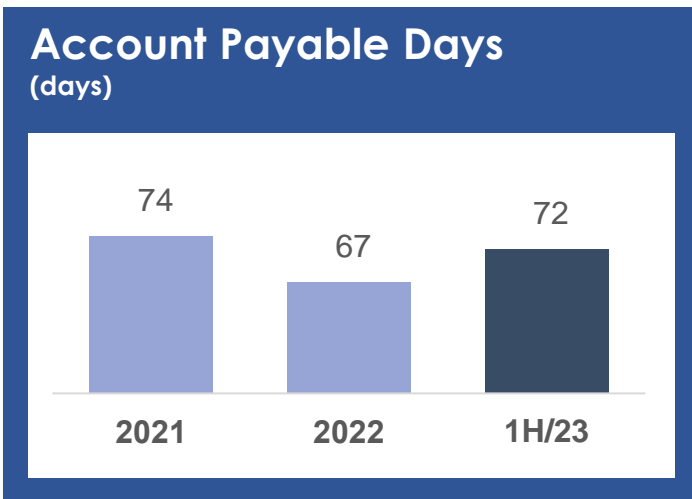
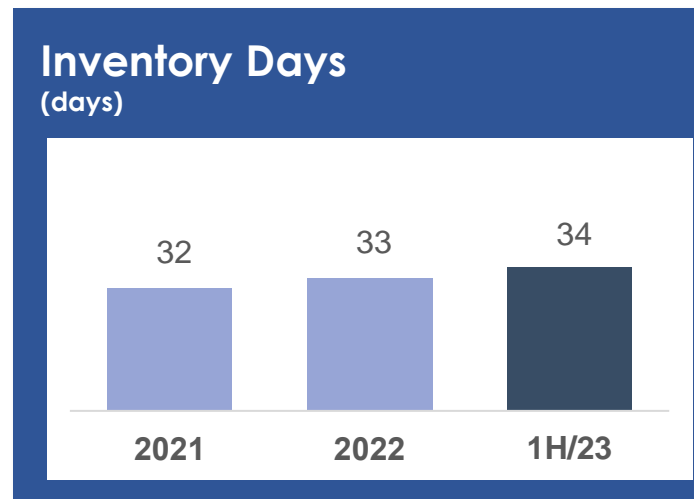
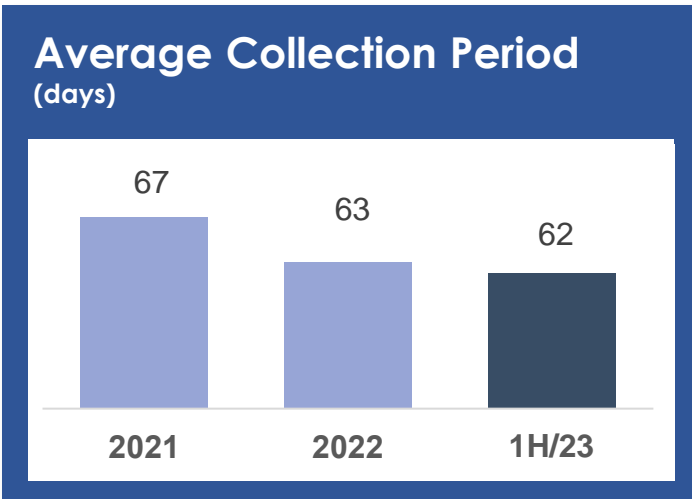
Current Ratio = Current assets / Current liabilities.

Quick Ratio = (Cash + Investment in trading securities + Trade receivables) / Current liabilities.

Interest-bearing debt to equity = Interest-bearing debt / Total shareholders' equity.

Net debt to EBITDA = (Total borrowings – Cash and cash equivalent) / Annualized EBITDA.

Cash Cycle Days



1H/23 cash cycle days were shorter than at the end of 2022 by 5 days due to;

- Cash cycle days shortened as a result of efficient management of AR collection and AP payments.
- Longer Inventory days were due to higher COGS.

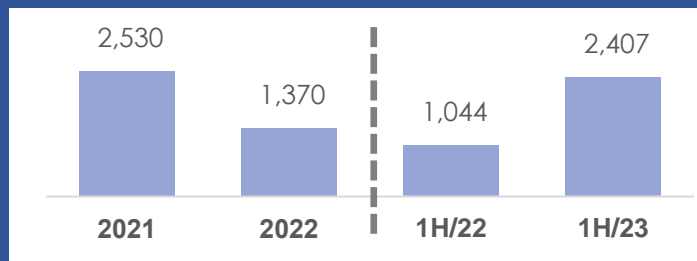
Note:
 Cash cycle day = avg. inventory days + avg. collection days – avg. payment days
 Average inventory days = 360 / (annualized cost of sales/ avg. finished goods inventory after net of allowance of obsolete stocks)
 Average collection days = 360 / (annualized sales / avg. trade receivables before allowance for doubtful accounts)
 Average payable days = 360 / (annualized cost of sales/ avg. trade payables)

Statement of Cash Flows & Capex



Operating Cash Flow

(Million Baht)

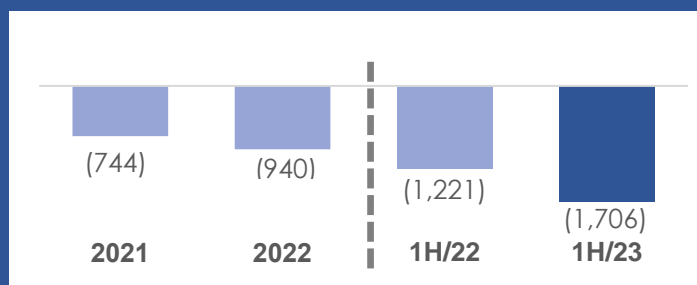


1H/23, Net cash generated from operating activities increased YoY by 1,364 MB due to

- Profit before tax increased by 776 MB.
- The higher cash was received from working capital, which was mainly from Inventories by 605 MB and AR 189 MB.

Investing Cash Flow

(Million Baht)

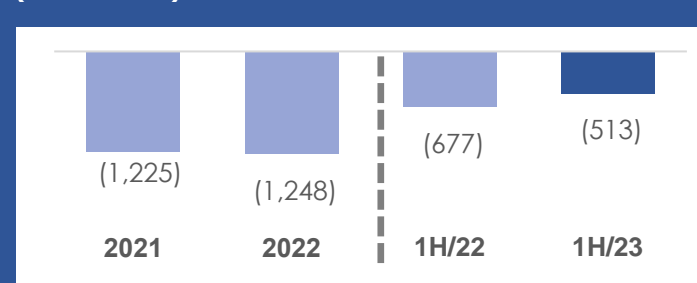


1H/23, Net cash used in investing activities increased by 484 MB, primarily from

- an increase in net cash payment for financial assets by 747 MB and advance payments for fixed assets by 297 MB
- offset by a decrease in net cash payment for acquisition of subsidiaries by 753 MB.

Financial Cash Flow

(Million Baht)

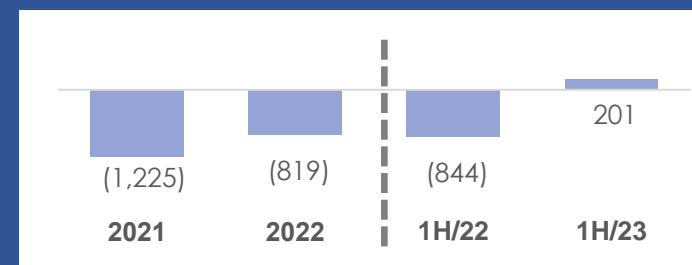


1H/23, Net cash used in financial activities decreased YoY by 165 MB, primarily from

- the lower net cash repayment for short-term loans by 156 MB and long-term loans by 109 MB
- offset an increased of dividend paid by 139 MB.

Net Cash Flow

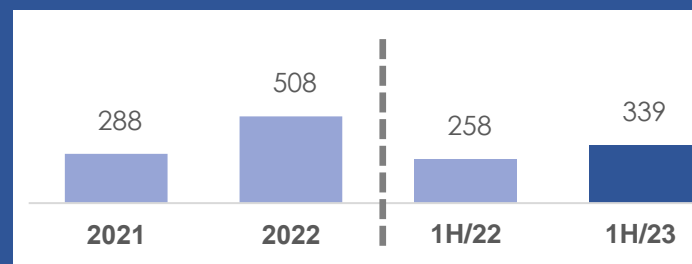
(Million Baht)



1H/23, Net cash flow increased from last year by 1,045 MB mainly from the higher net cash from operating activities.

Capital Expenditures

(Million Baht)



- CAPEX for 1H/23 was mostly made up of investments in machinery and plant upgrades in Thailand.



TOA WOOD EXPERT
ผู้เชี่ยวชาญผลิตภัณฑ์ไม้ธรรมชาติ



TOA GOING FORWARD

2023 Outlooks



Opportunities

- The Recovery of the Tourism Industry
- Higher Demand of Old House Renovation
- The relocation of production base from China
- The higher possibility of the Fed stopping rising interest rates



Challenges

- Hyperinflation and High Level of Household Debt
- Exports decline
- Drought by El Niño
- Fluctuation of Thai Baht
- Fluctuation of Energy Cost
- Political Uncertainty

Expansion Project Timeline (Projected)



the Bangna Plant



New DC Project



the Vietnam Plant & DC

Q3/23

To complete

- Expansion of the new DC in Ho chi minh City, Vietnam.
- Modernization and automation of the Bangna plant for the enamel and emulsion processes.

Others in pipeline

- Factory expansion in Vietnam

Q4/23

To complete

- Modernization of the Samrong plant to use more automation and increase the production batch size
- Expansion of construction chemical capacity for cement base products.
- Factory relocation in Malaysia.



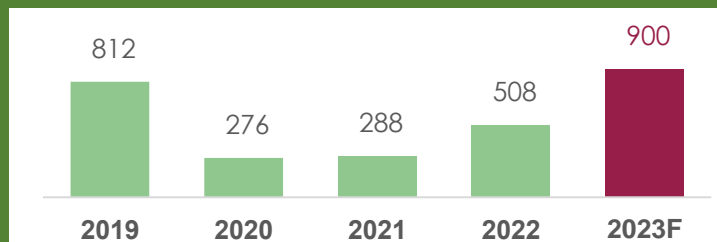
Cement Waterproof



Skim Coat Powder

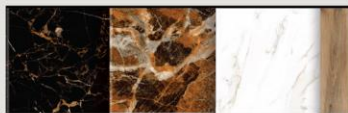
Capital Expenditures

(Million Baht)





TILE
COLLECTION
Interior & Exterior | Wall & Floor Tiles



TOA GypsuM
เบากว่า นานกว่า แกร่งที่สุด



DIRECTION AND STRATEGY



Our Vision : No. 1 in AEC through a wide range of product portfolio of coating and light construction materials with value creation and sustainability

Mission : To innovatively create the products with enhancing life quality of customer and building aesthetic beauty



Decorative Products

Enhance brand engagement
TO BE No.1 in the customer's mind



Non-Decorative Products



Construction Chemical



Services

Auto Tinting Machine

by TOA Color World Solution Services



A Corner Showcase our Construction
Chemical Products



A One-stop Service Shop with a Wider
Range of Products and Solutions



A modernize hardware shop



โซลูชันงานบ้าน ครบ จบ ที่เดียว



Online Platform for Professional Home Improvement and Repair



SUSTAINABILITY DEVELOPMENT & CORPORATE GOVERNANCE



OUR SUSTAINABILITY VISION

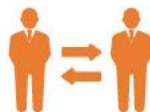
“To be a leader in the paint industry and construction in ASEAN by offering integrated products and services, creating business stability and sustainability as well as participating in creating better environment and society”
under the following three-dimensional framework namely:



Economy and CG

- Good corporate governances
- Customers and Products Stewardship
- Customer Relationship management
- Supply chain management

Response to
SDGs



Society

- Human Capital Management
- Human rights, and Health and Safety
- Improving quality of life for Community and Society
- Drive society towards sustainability



Environmental

- Resources Management (energy, water)
- Climate Change Management
- Waste Management
- Innovation development



TOWARDS NET ZERO CARBON EMISSIONS BY 2050



TOA does not just focus on operation toward business's stability only, but we are also conscious of the need to return to society and environment with a strong emphasis on advancement of sustainability in society and environment across all dimensions.

TOA drives the greenhouse gas emissions reduction to Net Zero with the following main strategies:

- 1. Implementation on greenhouse gas emissions reduction** that focuses on improving operational efficiency and adjustments for better.
- 2. Implementation to absorb greenhouse gases** with reforestation activities

TOA GOAL

- 1. Reduce greenhouse gas emissions at least 20% by 2025 (2021 baseline)**
- 2. Reduce net greenhouse gas emissions to 0 (Net Zero) by 2050**

NET ZERO



Environment



MISSION ROAD TO NET ZERO

TOWARDS NET ZERO CARBON EMISSIONS BY 2050



01 RENEWABLE ENERGY

เพิ่มการใช้พลังงานสะอาด
มากถึง **20%** ในปี 2022



03 LEAN & AUTOMATION PROCESS

ปรับปรุงกระบวนการดำเนินงาน
และการผลิตด้วยเทคโนโลยี
ให้ทันสมัยที่สุด



02 GREENOVATION

คัดค้นผลิตภัณฑ์และนวัตกรรม
ที่เป็นมิตรต่อสิ่งแวดล้อม
อย่างต่อเนื่อง



04 REFORESTATION

อนุรักษ์ป่า เพื่อเพิ่มพื้นที่สีเขียว
ให้กับชุมชนและโลกของเรา



Sustainability

TOA Greenovation ผู้นำนวัตกรรมความยั่งยืน

TOA Inspire Better Living

TOA GREEN CERTIFIED

Selected for Better Living

- LEED & WELL Building Standard
- Environmental Sustainability
- Health & Well-being

TOA product line: SEASOFT, Shield-1, SuperShield DURACLEAN, organic care, AQUA SHIELD, SuperShield DURACLEAN, NEUTRAL LACQUER

TOA GREEN CERTIFIED

HEALTH AND WELLNESS

- มาตรฐาน Indoor Environmental Quality, LEED 4.1 และ WELL สาหะเทออินทรีย์ (VOC) ต่ำ
- ปราศจาก โลหะหนัก สารปรอท ตะกั่ว ฟอร์มัลดีไฮด์ และสารอันตรายกลุ่มอัลคิลฟีนอลออกซิเจน (APEO)
- ยับยั้งแบคทีเรียและไวรัสได้ 99%
- ลดการเกิดเชื้อรา ตะไคร่น้ำ และคราบสกปรก

GREEN PRODUCTION

- ลดการปล่อยก๊าซเรือนกระจก (Carbon Footprint)
- ใช้พลังงานที่เป็นมิตรต่อสิ่งแวดล้อม ในกระบวนการผลิต
- ลดของเสียจากกระบวนการผลิต

GREEN MATERIAL AND PACKAGING

- ลดการใช้วัตถุดิบที่ส่งผลกระทบต่อสิ่งแวดล้อม
- สามารถรีไซเคิลบรรจุภัณฑ์กลับมาใช้ใหม่
- การใช้วัตถุดิบจากธรรมชาติ

ENERGY AND COST SAVING

- ช่วยประหยัดพลังงาน ลดความร้อนในอาคาร
- เพิ่มอายุการใช้งาน ลดทรัพยากรและค่าใช้จ่ายในการดูแลรักษาอาคาร
- ลดขั้นตอน ประหยัดเวลาการทาสี

GREEN INNOVATION AND SOLUTION

- นวัตกรรมที่ตอบโจทย์การใช้งานที่ดีที่สุด และเป็นมิตรต่อสิ่งแวดล้อมมากขึ้น

TOA GREEN CERTIFIED GOLD CLASS

**Certified product: 7 product groups
(40 products)**

Track Record of Achievements



Thailand's Top Corporate Brands 2022
(construction material category) 2 consecutive years



Best Innovative Company Awards at from SET Awards 2022



CSR-DIW Continuous Award 2022
8 consecutive years for Bangna Plant
7 consecutive years for Samrong Plant
by Department of Industrial Works,
Ministry of Industry



No.1 Brand Thailand 2022
10 consecutive years for decorative paint and coating category by Brand Age Magazine



Best Innovation Award - Architect Expo 2023
2 consecutive years



listed within SET THIS Index (SETTHSI) under the Stock Exchange of Thailand for 3 consecutive years



5 stars – excellent level for CGR assessment results (IOD)



Brand Age 2023 Thailand's Most Admired Brand
12 consecutive years for the construction materials by Brand Age Magazine



Best Innovation Award 2022



ASEAN Asset Class PLCs Award by Capital Markets Forum (ACMF) and Asian Development Bank (ADB)

Q & A



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