

Q1/2024 Operating Results

TOA Paint (Thailand) PCL.



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AGENDAS



1 CORPORATE UPDATE



4 TOA GOING FORWARD



2 EXECUTIVE SUMMARY



5 DIRECTION AND STRATEGY



3 FINANCIAL SUMMARY



6 KEY SUSTAINABLE GROWTH & AWARDS

1

CORPORATE UPDATE



Marketing Activities (1)

TVC TOA Repaint for Tomorrow

- Give our audience a reason to consider TOA & shift the brand awareness to be more than just a “Technician’s choice”.
- Empower TOA stakeholders to be ambassadors of the organization, driven by a sense of pride in their work and contribution to TOA's success.



Marketing Activities (2)

Thailand's Most Admired Company & Brand 2024

TOA Reigns Supreme as Thailand's Most Beloved Paint Brand for 13 Consecutive Years. In a remarkable feat, TOA has once again cemented its position as the undisputed leader in the Thai paint industry. This unwavering consumer trust and preference further solidifies TOA's status as the go-to choice for homeowners and businesses across the nation.



TOA x Samyan Mitrtown Graffiti Dragon Art

TOA x Samyan Mitrtown hosts a unique graffiti art competition under the theme "City of Friendship, Land of Dragons", featuring students from various institutions. TOA Spray multipurpose spray paint was provided to the participants, allowing them to fully unleash their artistic potential and experiment with various techniques.



Marketing Activities (3)

Bangkok Design Week 2024 x TOA @Bang Po Road

TOA proudly presents TOA Polyurethane 1K ULTIMATE, a high-quality wood coating with a thick film that is durable, beautiful, and weather-resistant. Suitable for both floors, walls, and real wood furniture, as well as fiber cement boards.

- Join the TOA troop parade as it marches down Bangpo Road, showcasing the company's expertise as the "True Leader in Wood Coatings."
- NEW-BOND MOUNTAIN CHAIR: A Sculptural Masterpiece by Legendary Wood Artist Acharn Saiyasn Sema-ngern, Join an insightful panel discussion titled "LEGACY OF ARTIST CARPENTER," where experts delve into the enduring value and artistry of wood craftsmanship.
- Embark on a Creative Journey with Woodcarving Workshop "LET'S JOURNEY TOGETHER" and Mini Exhibition by Art Toy Woodcarver Chanathip Chuenbamrung, the creator of the beloved characters Fat Fox & Moon Journey, for an unforgettable experience.



Marketing Activities (4)

3×3 EXE SUPER PREMIER ROUND 2 BANGKOK Presented by TOA

Over the past decade, TOA and the Basketball Association of Thailand (BAT) have forged a strong partnership to promote and develop basketball, particularly 3x3 basketball, in Thailand. This collaboration has laid a solid foundation for nurturing young Thai basketball players and preparing them to compete on the global stage. TOA is proud to be a key supporter of the 3x3 EXE SUPER PREMIER basketball tournament in Bangkok



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EXECUTIVE SUMMARY



Q1/24 Executive Summary

Core profit slightly increased YoY, fueled by an increase in higher gross profit and lower COGS. Higher unrealized gains from the exchange rate impacted net profit, net profit increased both YoY and QoQ.

Sales	
5,428 ^{MB}	
-4.0% YoY	-5.6% QoQ

Selling Expenses	
680 ^{MB}	
% to Sales	+0.8 p.p. YoY
12.5	-0.9 p.p. QoQ

EBITDA	
1,262 ^{MB}	
	+22.0% YoY
	+42.4% QoQ
% to Total Revenues	
23.0	

Net Profit	
804 ^{MB}	
	+27.2% YoY
	+47.6% QoQ
% to Total Revenues	
14.7	

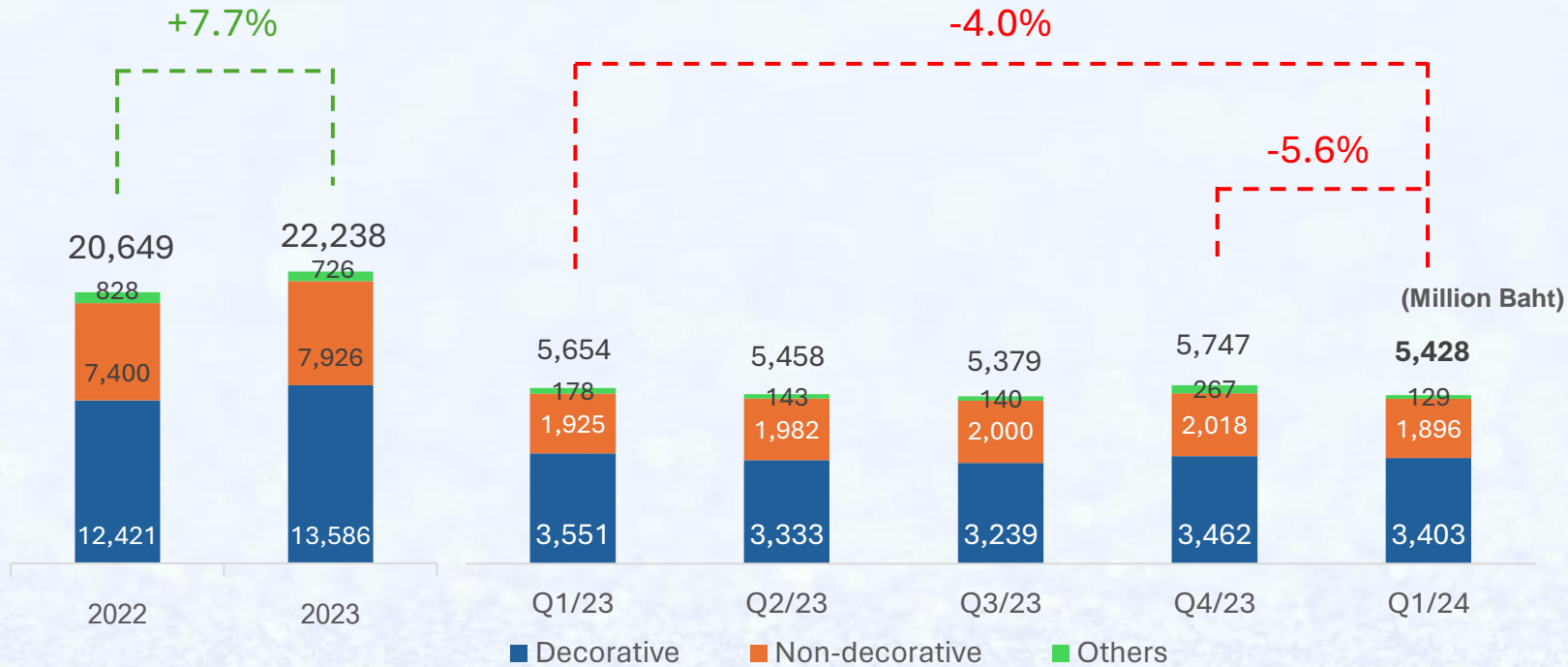
Gross Profit	
1,944 ^{MB}	
GP %	+2.9 p.p. YoY
35.8	+1.5 p.p. QoQ

Admin Expenses	
400 ^{MB}	
% to Sales	+0.7 p.p. YoY
7.4	-0.2 p.p. QoQ

Core EBITDA	
1,112 ^{MB}	
	+5.6% YoY
	+8.9% QoQ
% to Total Revenues	
20.3	

Core Net Profit	
654 ^{MB}	
	+0.6% YoY
	-3.7% QoQ
% to Total Revenues	
11.9	

Group Sales Breakdown: Product Categories



In Q1/24, sales decreased QoQ by 5.6% from lower quantities sold, mainly from both decorative and non-decorative products. This was caused by a delay in government budget allocation, high household debt, and a high interest rate, all of which affected sentiment and purchasing power.

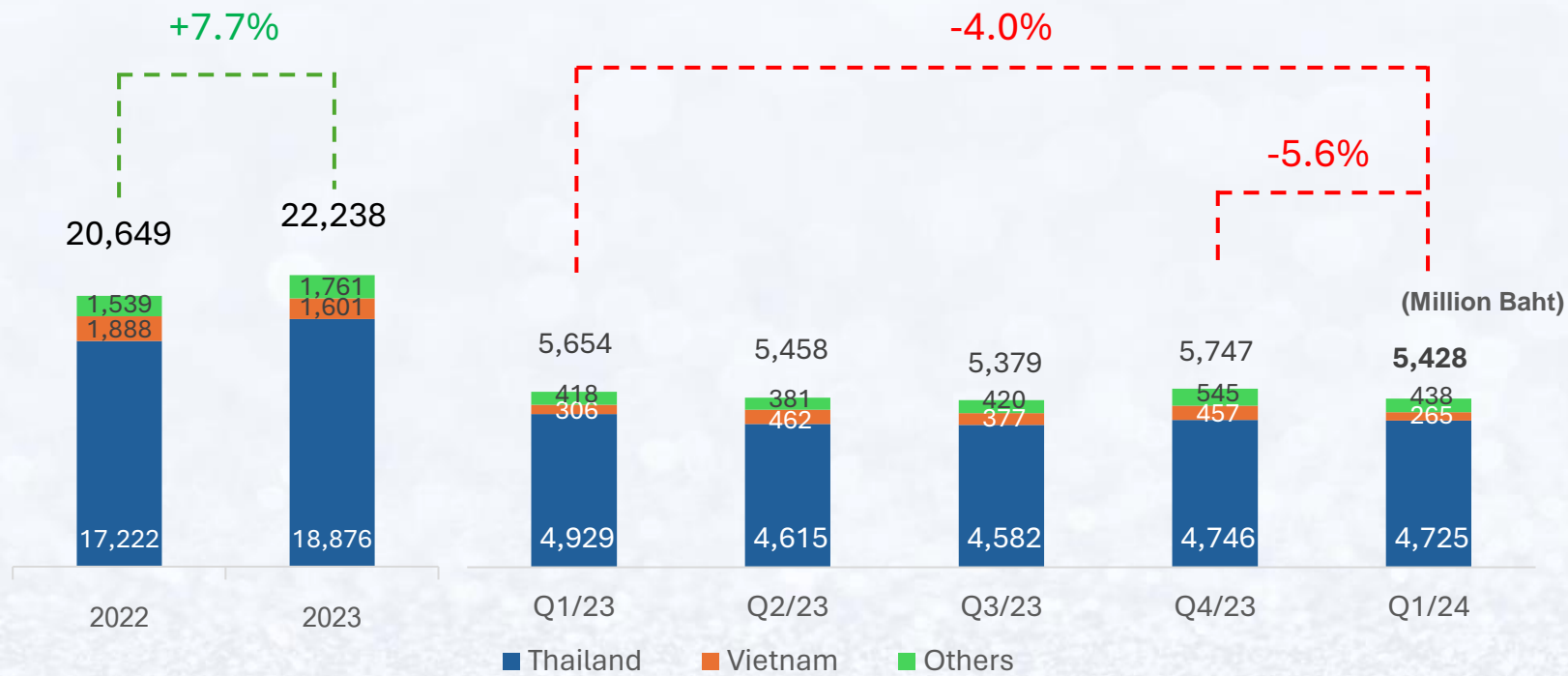
Compared to Q1/23, sales decreased YoY by 4.0% from lower quantity sold, mainly from both decorative and non-decorative products. This was due to the same reason above.

Sales Distribution (% to Total Sales)



Growth (%)	2023	QoQ	YoY
Decorative	+9.4%	-1.7%	-4.2%
Non-decorative	+7.1%	-6.1%	-1.5%
Others	-12.3%	-51.8%	-27.1%
Total	+7.7%	-5.6%	-4.0%

Group Sales Breakdown: Geography



In Q1/24, sales in Thailand decreased QoQ by 0.4% and YoY by 4.1%, due to a sluggish recovery on tourism, real estate, export, and late government budget allocation.

Sales in Vietnam decreased QoQ by 41.9% and YoY by 13.2% due to the slow down of Vietnam's real estate market.

Sales in other countries decreased QoQ, mainly impacted by the slow recovery of the Chinese economy as well as individual factors in each country.

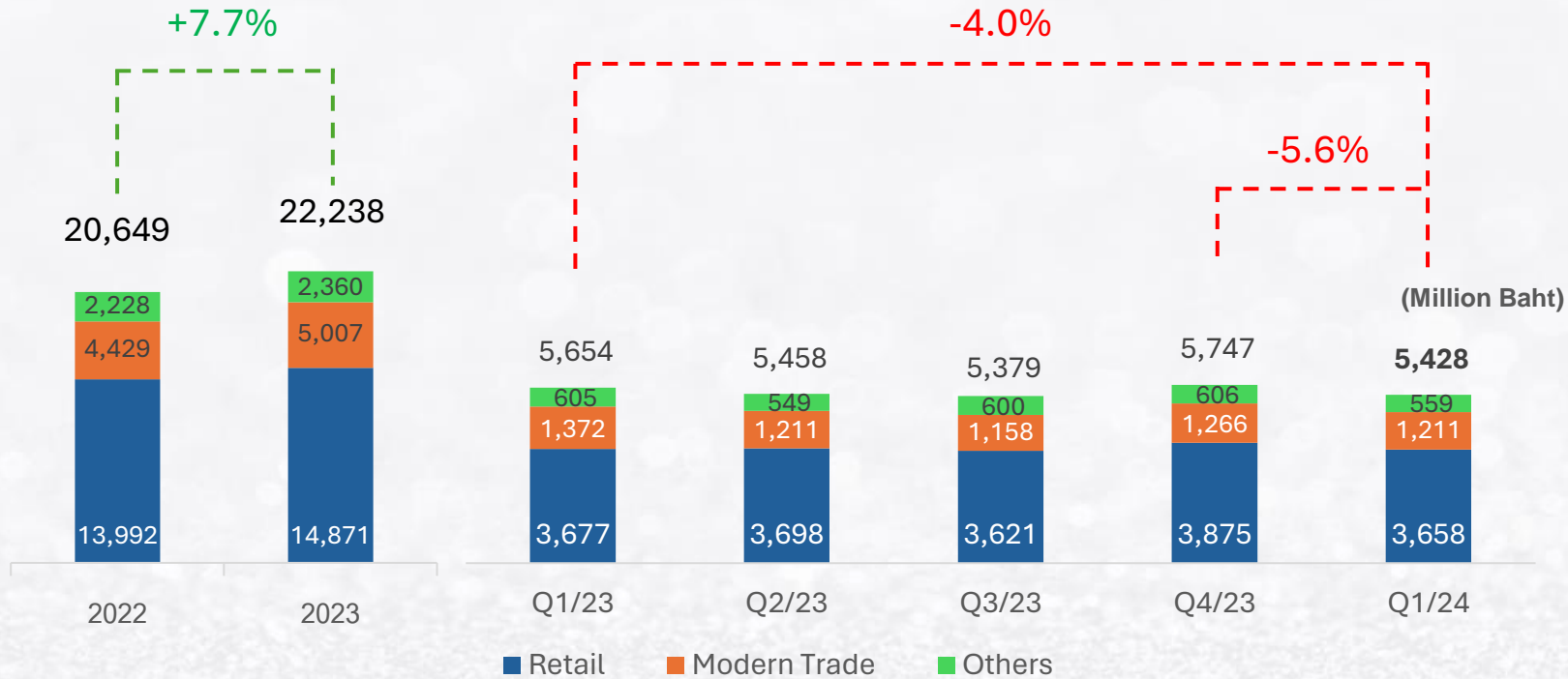
However, it increased YoY, due to higher sales in Laos and Malaysia.

Sales Distribution (% to Total Sales)



Growth (%)	2023	QoQ	YoY
Thailand	+9.6%	-0.4%	-4.1%
Vietnam	-15.2%	-41.9%	-13.2%
Others	+14.4%	-19.7%	+4.5%
Total	+7.7%	-5.6%	-4.0%

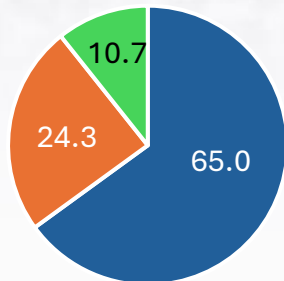
Group Sales Breakdown: Distribution Channel



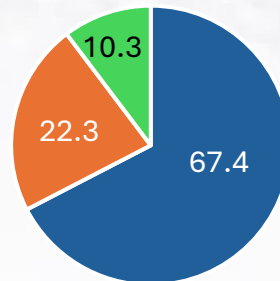
In Q1/24, retail sales decreased QoQ by 5.6% and YoY by 0.5% due to lower quantity sold, mainly from overseas lower sales, while Thailand retail sales slightly increased.

Sales from modern trade decreased QoQ by 4.4% and YoY by 11.7%, mainly from the slowdown sales in Thailand.

Sales Distribution (% to Total Sales)



Q1/23



Q1/24

Growth (%)	2023	QoQ	YoY
Retail	+6.3%	-5.6%	-0.5%
Modern Trade	+13.1%	-4.4%	-11.7%
Others	+5.9%	-7.9%	-7.7%
Total	+7.7%	-5.6%	-4.0%

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FINANCIAL SUMMARY



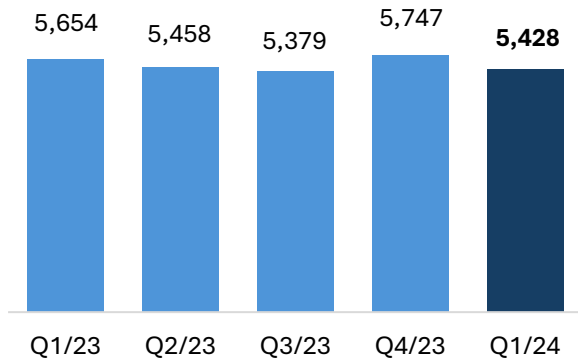
1Q/2024 Key Financial Highlights



Sales Revenue

(Mil. Baht)

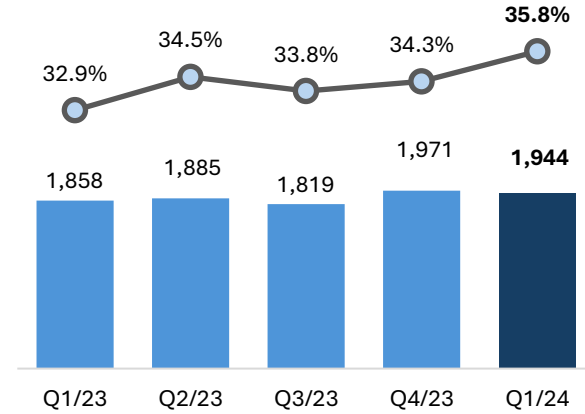
-4.0% YoY
-5.6% QoQ



Gross Profit

(Mil. Baht)

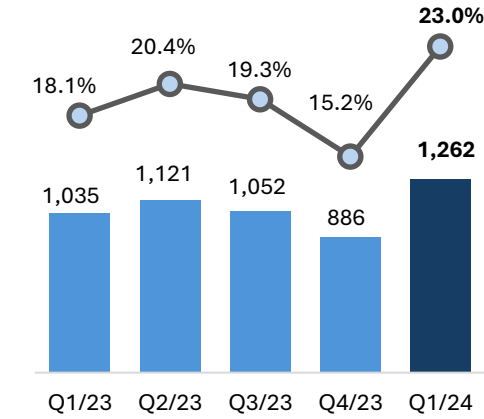
+4.6% YoY
-1.4% QoQ



EBITDA

(Mil. Baht and % to total revenues)

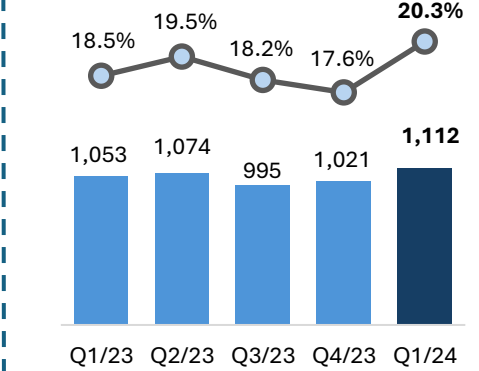
+22.0% YoY
+42.4% QoQ



EBITDA Excl. Extraordinary Items

(Mil. Baht and % to total revenues)

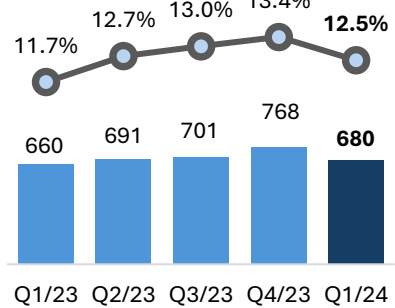
+5.6% YoY
+8.9% QoQ



Selling Expense

(Mil. Baht and % to sales)

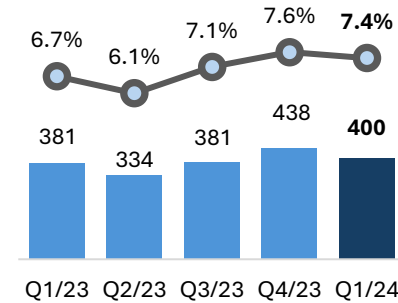
+0.8 p.p. YoY
-0.9 p.p. QoQ



Admin Expense

(Mil. Baht and % to sales)

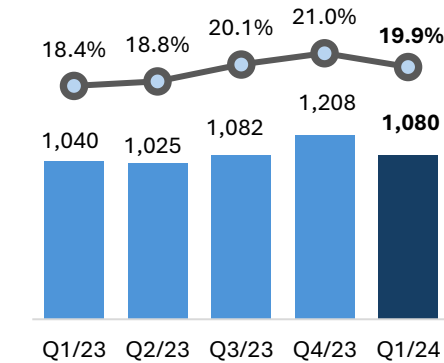
+0.7 p.p. YoY
-0.2 p.p. QoQ



SG&A

(Mil. Baht)

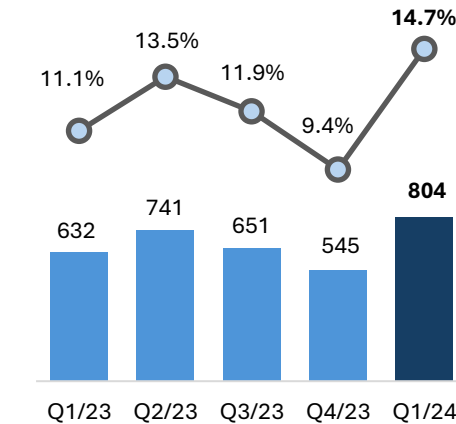
+3.8% YoY
-10.5% QoQ



Net Profit

(Mil. Baht and % to total revenues)

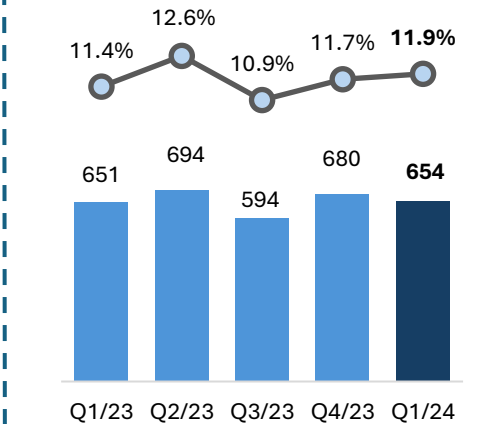
+27.2% YoY
+47.6% QoQ



Net Profit Excl. Extraordinary Items

(Mil. Baht and % to total revenues)

+0.6% YoY
-3.7% QoQ



Extraordinary Items (MB)

Gain/(Loss) on exchange rates
Gain/(Loss) from fair value of financial assets

Q1/23

Q4/23

Q1/24

(19)

(166)

120

0

31

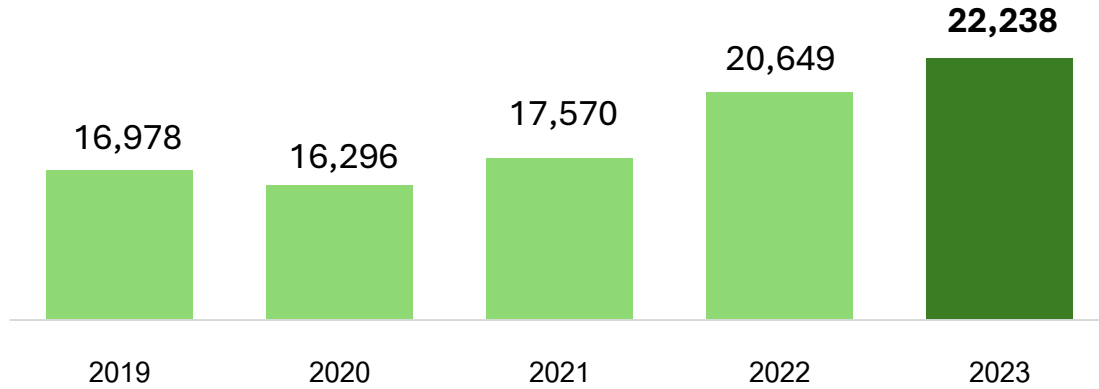
29

Past Financial Performance (5 years)



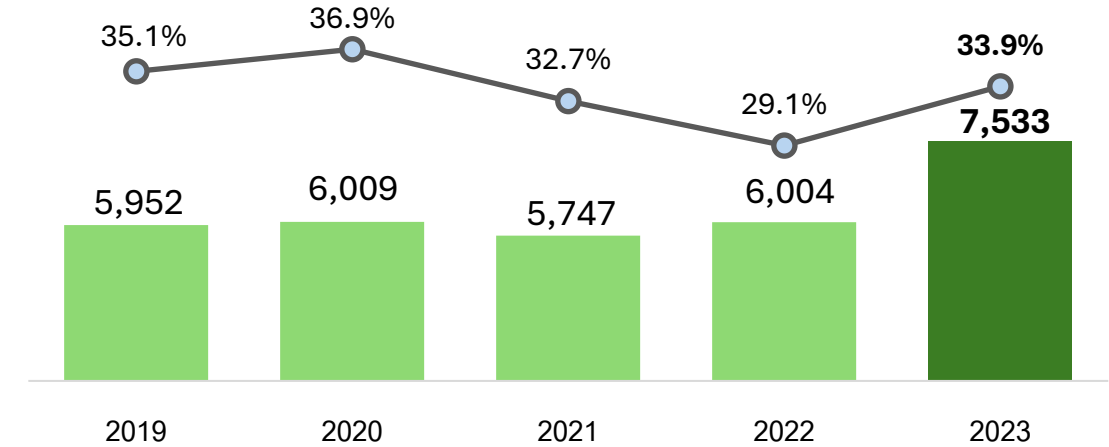
Sales Revenue

(Mil. Baht)



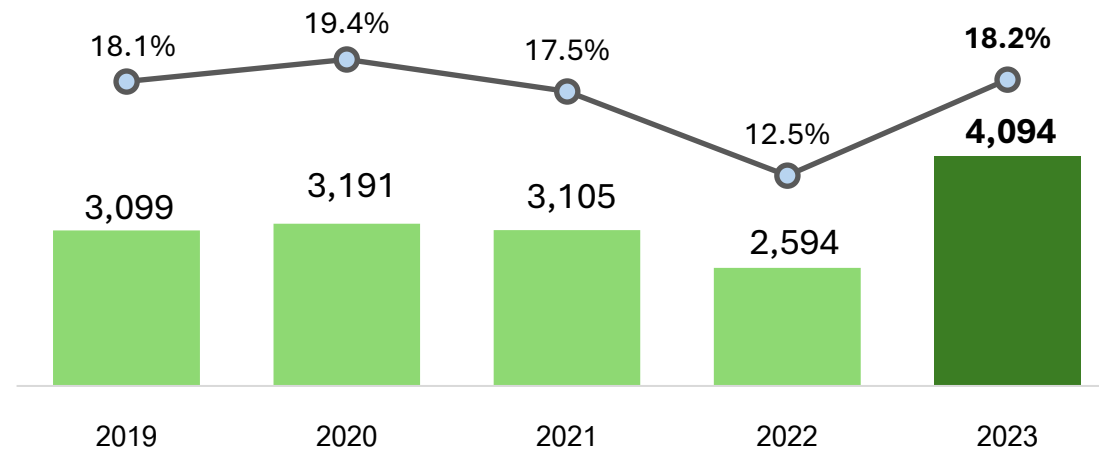
Gross Profit

(Mil. Baht and % to sales)



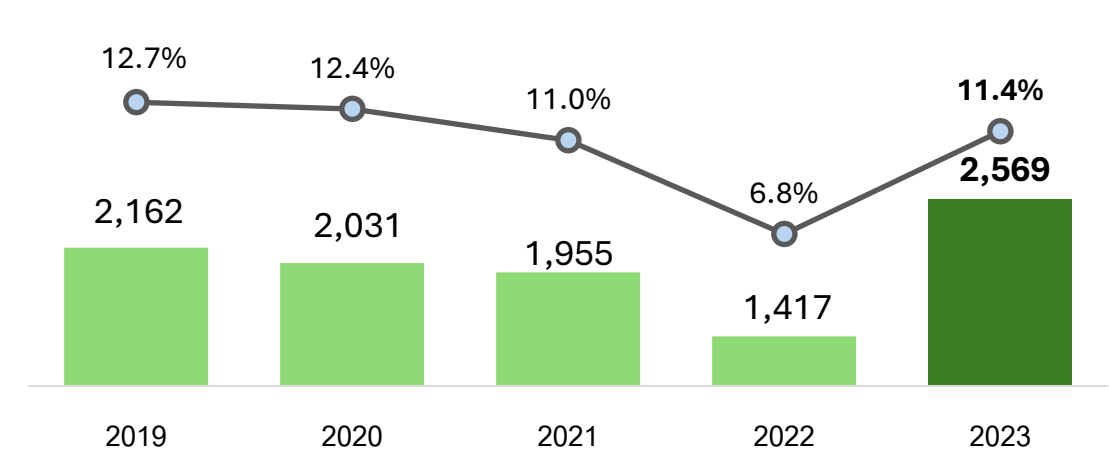
EBITDA

(Mil. Baht and % to total revenues)

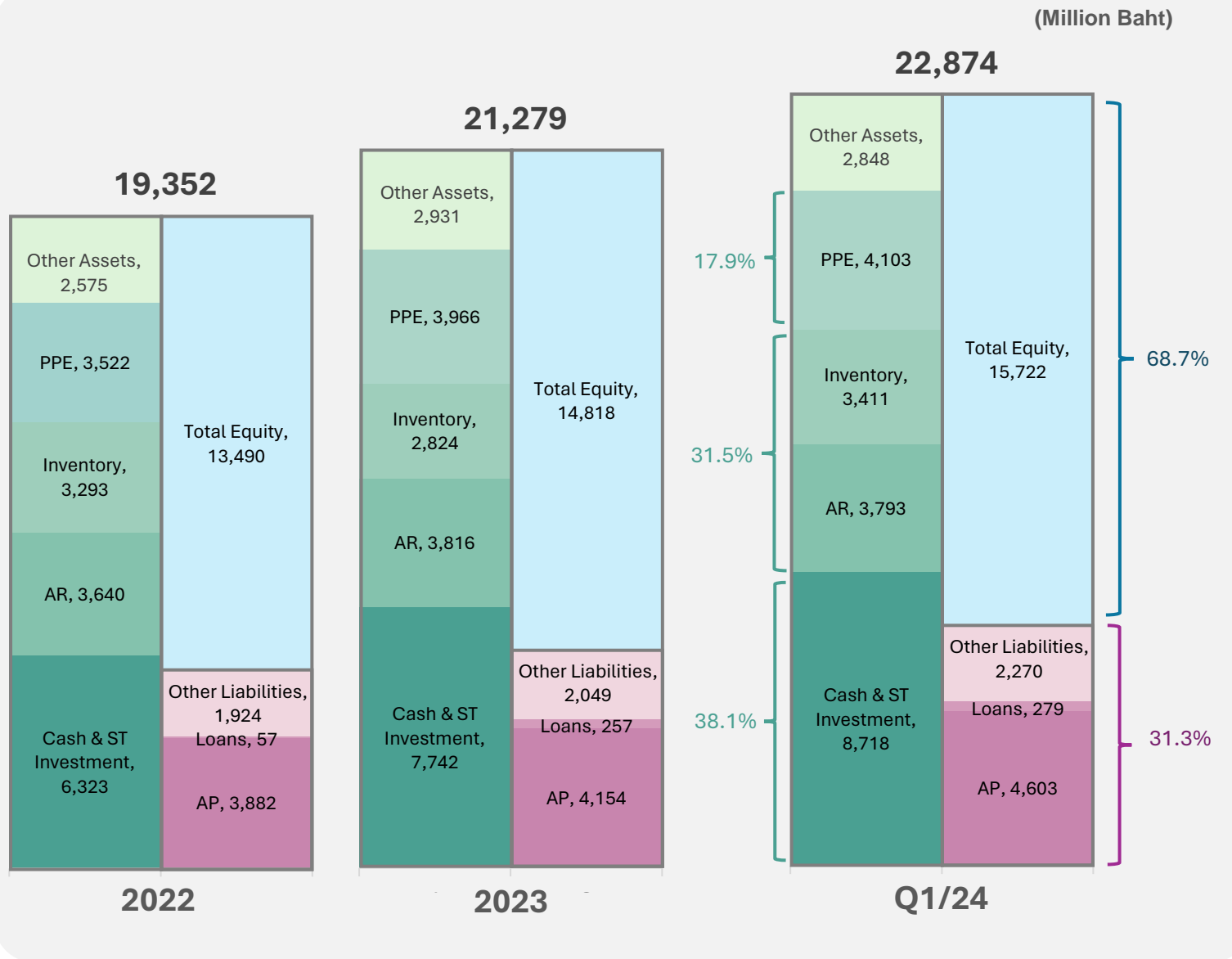


Net Profit

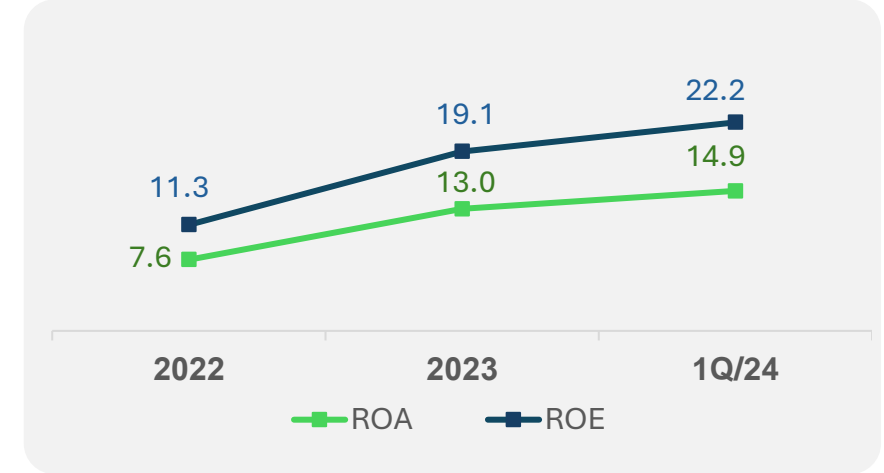
(Mil. Baht and % to total revenues)



Statement of Financial Position



ROA & ROE



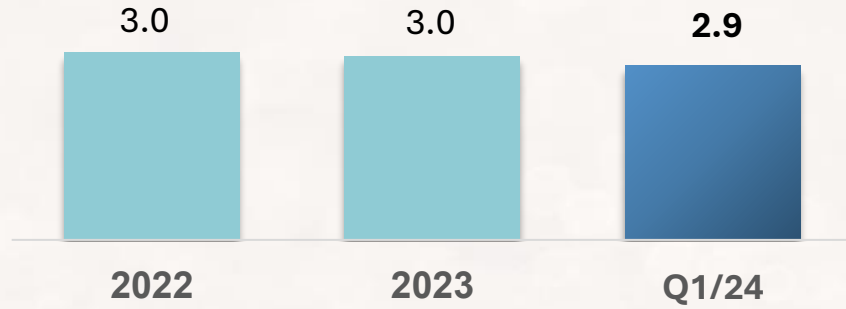
Robust financial position

- **Total asset** accounted to 22,874 MB, an increased 7.5%
- **High liquidity** as the cash and ST investment accounted represented 38.1% of Total Assets.
- **Low level of Liabilities and higher Total Equities.**
- **High return on Asset and Equities**

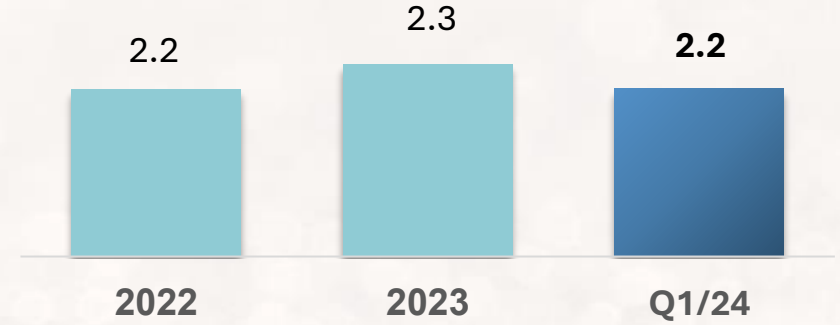
Liquidity & Leverage Ratios

Unit: Times

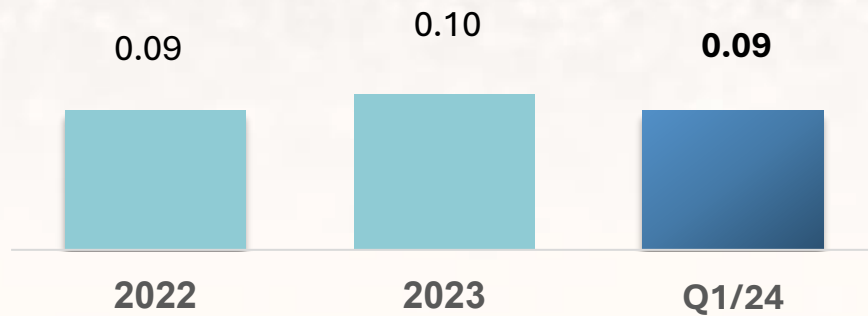
Current Ratio



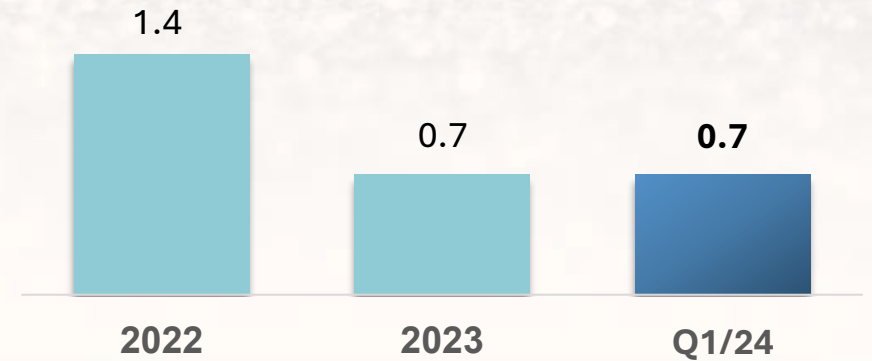
Quick Ratio



Interest-bearing Debt to Equity Ratio

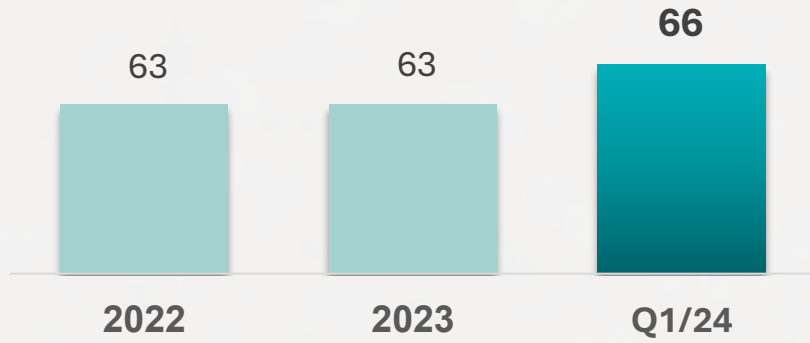


Net Debt to EBITDA Ratio



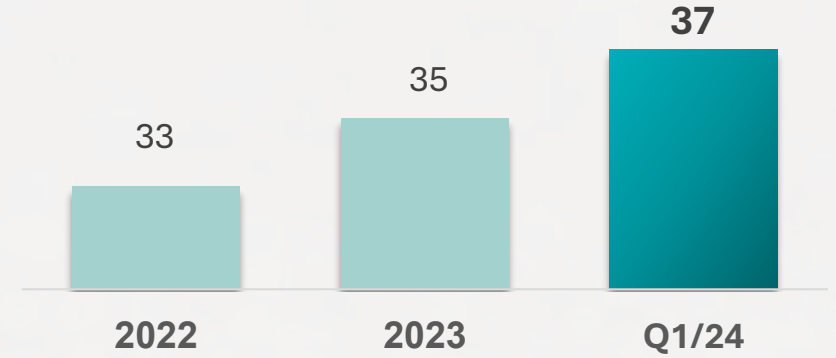
Cash Cycle Days

Average Collection Period

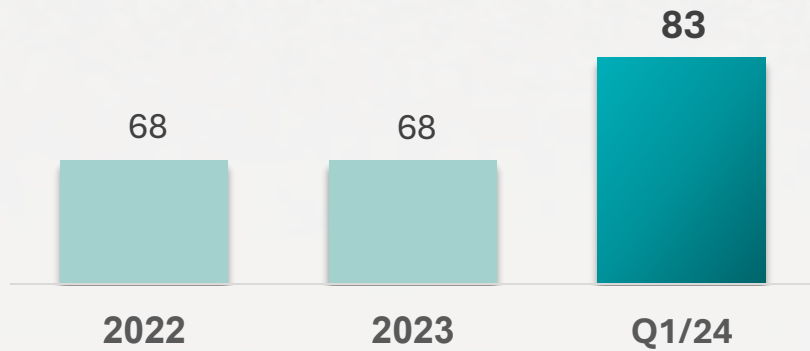


Inventory Days

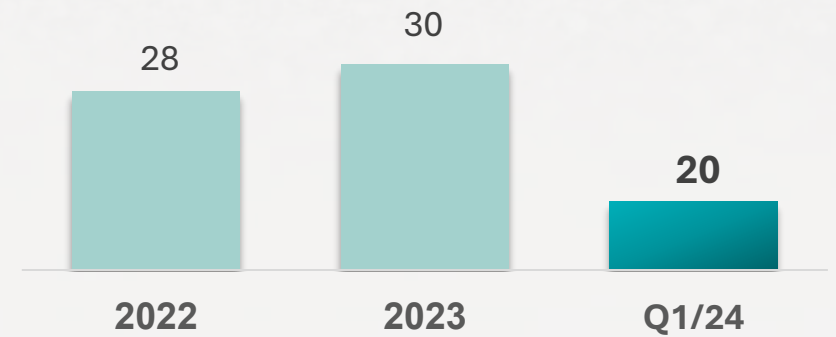
Unit: Days



Account Payable Days



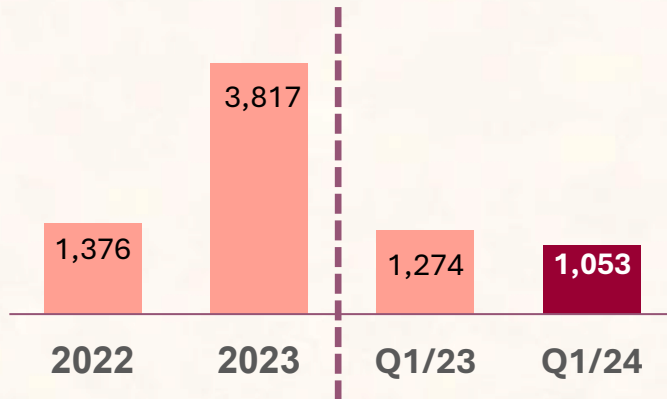
Cash Cycle



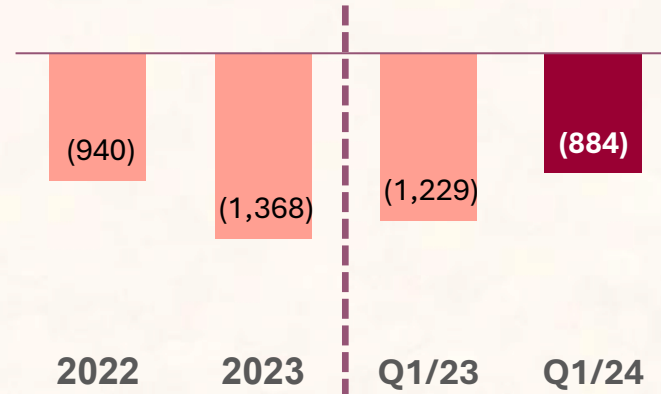
Statements of Cashflow & CAPEX

Unit: Million Baht

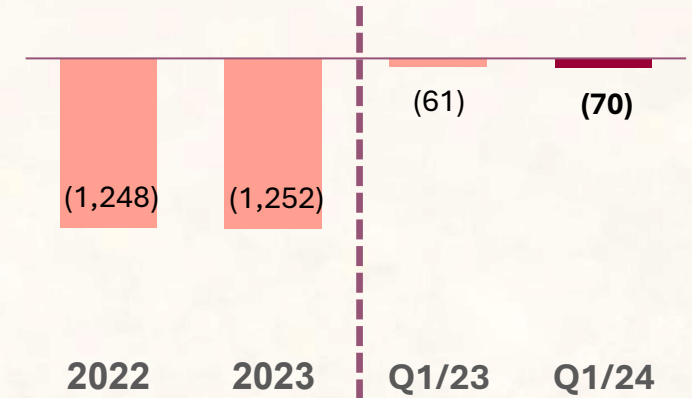
Operating Cashflow



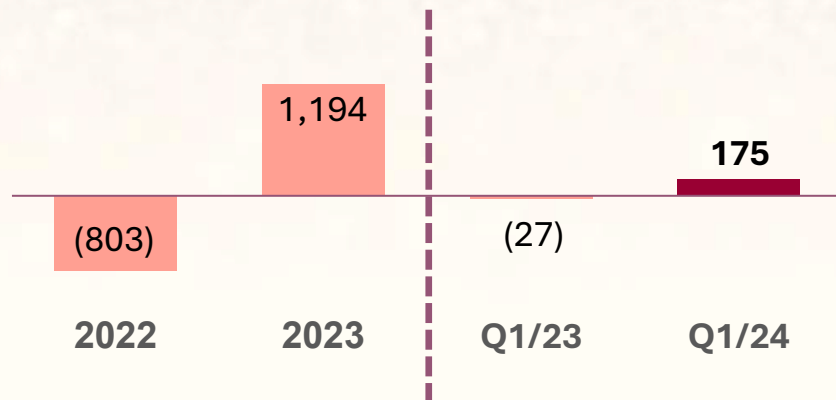
Investing Cashflow



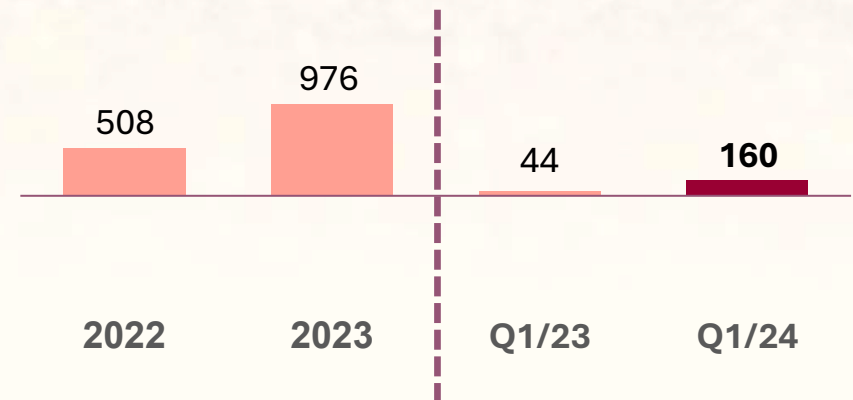
Financial Cashflow



Net Cashflow



Capital Expenditure



4

TOA GOING FORWARD



2024 Outlook

Opportunities


Recovery of Tourism



Old House
Renovation



Government
Stimulus



Challenges

High Household Debt



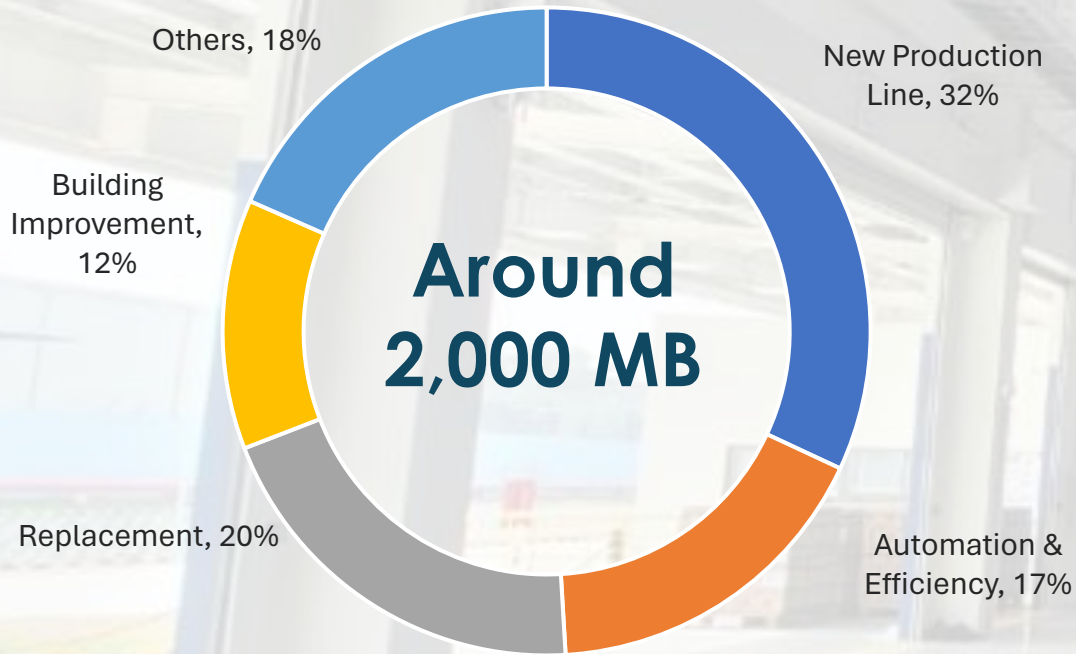
Property
Slowdown



Geopolitical
Issues

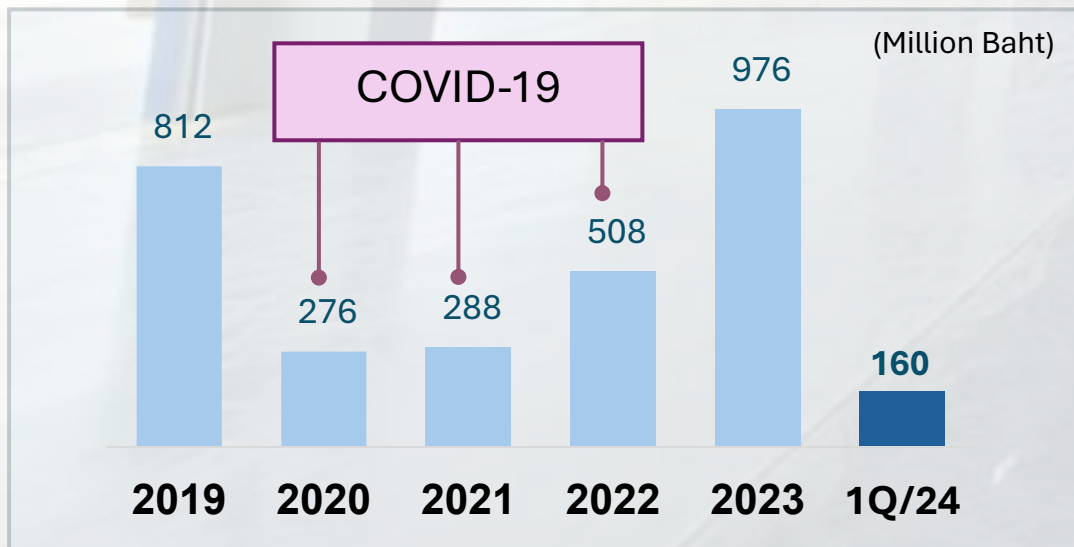


Capital Expenditure 2024-2025



Major Projects 2024-2025

- Gypsum Production Expansion
- Vietnam Plant Improvement
- Samrong Plant Expansion & Improvement
- Bangna Plants Automation and Improvement
- Chemical Construction Plant Expansion
- New Pail Factory
- New Showroom
- Solar Roof Top
- Laboratory Equipment
- SAP Licenses and Application
- Website and Digital Platform



5

DIRECTION AND STRATEGY



TOA

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

6

KEY SUSTAINABLE GROWTH & AWARDS





SUSTAINABILITY DEVELOPMENT & CORPORATE GOVERNANCE



Towards Anniversary

Step to Sustainable Organization



Towards Leading in the AEC Market of Paints, Coatings, and Construction Chemicals

We offer products and services under the "Total Solutions" philosophy to our customers through an extensive distribution network in AEC, which includes

- Wide Range of Paint and Coatings
- Full Spectrum of Construction Chemicals
- Fulfill Our Portfolio with Gypsum Board, Tiles, Hardware, Etc.
- Step Forward Together with Our Partners



Towards Climate Change Management

Our goal of achieving Net Zero encompasses

- Renewable Energy
- Greenovation
- Lean & Automation Process
- Circular Economy & Biodiversity
- Reforestation



Inspire Better Living

We aim to create innovations in products and services to enhance the quality of life and the beauty of our planet by utilizing the following ideas:

- Meet Customer Requirements
- Health & Well Being
- More User-friendly
- Environmental-friendly





Decorative Products
that received Carbon Footprint Reduction
label (CFR)





2023 SD Performance-Economic & Corporate Governance



Response to SDGs

Corporate Governance



- Promote employee's awareness by training
- Code of Conduct 95%
- Personal data management 87%

Supplier Relationship Management



- Promote key suppliers to confirm their compliance with our Supplier Code of Conduct.
- Audit supplier including ESG issues 57%

Customer Relationship Management



We receive an 86% satisfaction score from the four channels of customer surveys (retails, modern trade, projects, and end-users) to get feedback to improve our business operations because we value customer satisfaction very much.

Responsible for our products and services



- Decrease of complaint regarding quality 54%
- Response to complaint within 24 hours 100%
- Satisfaction score towards complaint management 91%





2023 SD Performance-Social



Response to SDGs

Employees



1. Employee Retention and Human Capital

- Average training hours of employees 7.9 hours
- Employees' engagement towards organization 81%

2. Strong ability to prevent and control workplace accidents

- Resulting in a total injury frequency rate of only 0.22 and a lost-time injury frequency rate of only 0.05.



Community and Society

1. Education support and quality of life improvement for community and society

- Supporting skills development courses in educational institutions
- Support and employ of disabilities persons

2. Implement projects to support community and social sustainability and meet their needs.

- Number of local communities benefitting from social activities 83%
- Stakeholders' satisfaction for activities that promote and help communities and societies 88%





2023 SD Performance-Environmental



Response to SDGs

Energy Management



- Reduce electricity use from machine improvement and Solar roof 13.3%
- Reduce electricity use per production unit 9.3%

Innovations for Sustainability and Environmental



- Increase in revenue from Green Products in product portfolios per total revenue to 28%
- No cases and costs from violating laws and environment impact

Water Management



- Decrease in water use from production process and utility system by recycling 4.8%
- Decrease in water use per production unit 9.6%

Waste Management



- Increase in the number of recycled or reused nonhazardous waste 53.4%
- Increase in the number of recycled or reused hazardous waste 1.4%

Climate Change Management



- Reduce Gas emissions by decrease in the amount of refrigerant use (R410A) 27.5%



2023 Key Highlights

SET Awards 2023 – Most Innovative Company (TOA Aqua Shield)



AWARDS & RECOGNITIONS IN 2023



The Company received the **"Most Innovative Company" Award** for TOA AQUA SHIELD Paint Innovation at the SET Awards 2023, organized by the Stock Exchange of Thailand in Collaboration with Money & Banking Magazine



Track Record of Achievements

Awards & Recognitions – to ensure the Company’s recognition and excellence in various categories.

Trust and Brand Recognition



Thailand's Most Admired Company 2023
for 9 consecutive years for decorative paint and coating in construction materials category and Thailand's Most Admired Brand 2023 for 12 consecutive years for the construction materials in interior and exterior paint category by the BrandAge Magazine



No.1 Brand Thailand 2023
for 11 consecutive years for decorative paint and coating category that received highest popular votes in Thailand by Marketeer Magazine



Best Brand Performance on Social Media 2023
in Construction Material Section from 11th Thailand Social Awards



Top 50 Companies in Thailand 2023 by Work Venture



Best Innovation Award 2023
for TOA Aqua Shield for Architect '23, Live Architectural Event

Corporate Governance and Sustainability



SET Awards 2023
The Company received the "Most Innovative Company" Award for TOA AQUA SHIELD Paint Innovation at the SET Awards 2023, organized by the Stock Exchange of Thailand in Collaboration with Money & Banking Magazine



CG SCORE: 5/5
Corporate Governance Report of Thai Listed Companies (CGR)
The Company received 5 stars – excellent level for CGR assessment results under the Corporate Governance Report of Thai Listed Companies 2023 for 5 consecutive years, which was organized by the Thai Institute of Directors (IOD) with the support of the Stock Exchange of Thailand.



SET ESG Rating of "A"
The Company Received an "A" Rating in the SET ESG Ratings Assessment from the Stock Exchange of Thailand

Safety, Occupational Health, Environment, and Corporate Social Responsibility (SHE)



An exemplary model of a business in terms of safety, occupational health, and environmental conditions at the national level for the year 2023.

The factory in Bang Na has maintained a top-tier position for 10 consecutive years, and the Samrong factory for 6 consecutive years. This recognition is conferred by the Department of Labour Protection and Welfare.



The Award for Outstanding national-level recognition in the category of Gold Shield, "Disease-Free, Safe, and Healthy Workplace," for the year 2023



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