

Q2/2024 Operating Results

TOA Paint (Thailand) PCL.



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AGENDAS



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2 EXECUTIVE SUMMARY



5 DIRECTION AND STRATEGY



3 FINANCIAL SUMMARY



6 KEY SUSTAINABLE GROWTH & AWARDS

1

CORPORATE UPDATE



Marketing Activities (1)

“Why Mega Paint & Home” Event (May 4, 2024)



Gather 59 Mega Paint retailers for a workshop to share best practices and explore strategies for enhancing store performance in various regions nationwide.



Marketing Activities (2)

SuperShield: Dust-reducing Paint TVC

“Hidden dangers lurk in the dust from deteriorating surfaces” You might overlook this silent threat until it harms your health and family. **TOA's SuperShield**, with Triple Technology and Special Acrylic, creates a denser, smoother film that self-cleans, preventing surface deterioration and reducing dust, mold, bacteria, and mildew.

Cooling Paint Technology :

- Reflects up to 97.5% of sunlight, as tested by OTM Solutions Singapore
- Dissipates up to 90% of heat, as tested by King Mongkut's University of Technology Thonburi according to ASTM C 1371 standards
- Reduces indoor temperature by up to 5.5 °C or more, based on simulations conducted by King Mongkut's University of Technology Thonburi using EnergyPlus software.



Marketing Activities (3)

New product lunch : TOA SuperFlex Primer

Highly flexible multipurpose Primer

- Highly flexible multipurpose primer 500%*
- Water-based and white pigment
- Offers superior prevention and protection against cracks and crazing
- Suitable for both interior and exterior use
- For new and well-conditioned concrete surfaces
- Reduce blistering and peeling caused by external moisture



- ✓ สีรองพื้นอเนกประสงค์ยืดหยุ่นสูง สูตรน้ำ เนื้อสีขาว
- ✓ ยืดหยุ่น 500% ปกปิดรอยแตกกลายงาได้ดี
- ✓ สามารถใช้ได้ทั้งภายนอก ภายใน ปูนใหม่ และปูนเก่าสภาพดี
- ✓ ลดการโป่งพองลอกล่อน จากความชื้นภายนอก

*ยืดหยุ่น 500% หมายถึงการยืดตัวได้มากกว่า 5 เท่าของเนื้อสีแห้งแล้ว

Marketing Activities (4)

Architect Expo 2024

TOA's Green Mission to achieve Net Zero reinforces its position as the leading provider of comprehensive decorative paints and construction materials. This year's TOA booth, themed 'Future Tree', features various rooms with curved lines that showcase TOA's diverse product range



Marketing Activities (5)

TOA Spends 8.4 Million Baht on a Chartered Flight to Transport Thai National Team to Face China in World Cup Qualifiers

The Football Association of Thailand President, (Madam Pang) Nualphan Lamsam, has expressed her sincere appreciation to Mr. Jatuphat Tangkaravakoon, CEO of TOA Paint (Thailand), for generously providing a chartered flight for the Thai national team to compete in the second round of the 2026 World Cup Asian Qualifiers in China



Marketing Activities (6)

TOA x Basketball Association of Thailand

kicking off exciting 3x3 basketball tournaments across the country, starting on April 26th. Winners will have the chance to watch world-class basketball matches in Japan. This exciting event is part of a larger initiative to promote sports as a soft power.



Marketing Activities (7)

Supalai and TOA Join Forces on a Massive 'Gypsum Ceiling & Eco-Friendly Paint' Project.

Moving forward to a sustainable zero-waste organization - TOA is committed to sustainable business practices aligned with the SDGs. The company has launched a Green Mission initiative to achieve net-zero carbon emissions by 2050, backed by a concrete roadmap.



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EXECUTIVE SUMMARY



Q2/24 Executive Summary

Sales slightly decreased QoQ and YoY due to a decrease in demand for decorative paints, linked with a slowdown in the real estate sector. The gross margin remained high, while the net profit was impacted by higher SG&A and a loss due to the exchange rate.

Sales	
5,401 ^{MB}	
-1.1% YoY	-0.6% QoQ

Selling Expenses	
703 ^{MB}	
% to Sales	+0.5 p.p. YoY
13.0	+0.6 p.p. QoQ

EBITDA	
867 ^{MB}	
	-22.6% YoY
	-31.3% QoQ
% to Total Revenues	
15.9	

Net Profit	
477 ^{MB}	
	-35.7% YoY
	-40.7% QoQ
% to Total Revenues	
8.7	

Gross Profit	
1,856 ^{MB}	
GP %	0.0 p.p. YoY
34.4	-1.4 p.p. QoQ

Admin Expenses	
421 ^{MB}	
% to Sales	+1.7 p.p. YoY
7.8	+0.4 p.p. QoQ

Core EBITDA	
984 ^{MB}	
	-8.3% YoY
	-11.5% QoQ
% to Total Revenues	
18.0	

Core Net Profit	
594 ^{MB}	
	-14.4% YoY
	-9.2% QoQ
% to Total Revenues	
10.9	

H1/24 Executive Summary

Sales decreased YoY due to a decrease in demand for decorative paints, linked with a slowdown in the real estate sector. The gross margin remained high, while the net profit was impacted by higher SG&A.

Sales	
10,836 MB	
-2.6% YoY	

Selling Expenses	
1,378 MB	
% to Sales	+0.7 p.p. YoY
12.7	

EBITDA	
2,129 MB	-1.2% YoY
% to Total Revenues	
19.5	

Net Profit	
1,281 MB	-6.7% YoY
% to Total Revenues	
11.7	

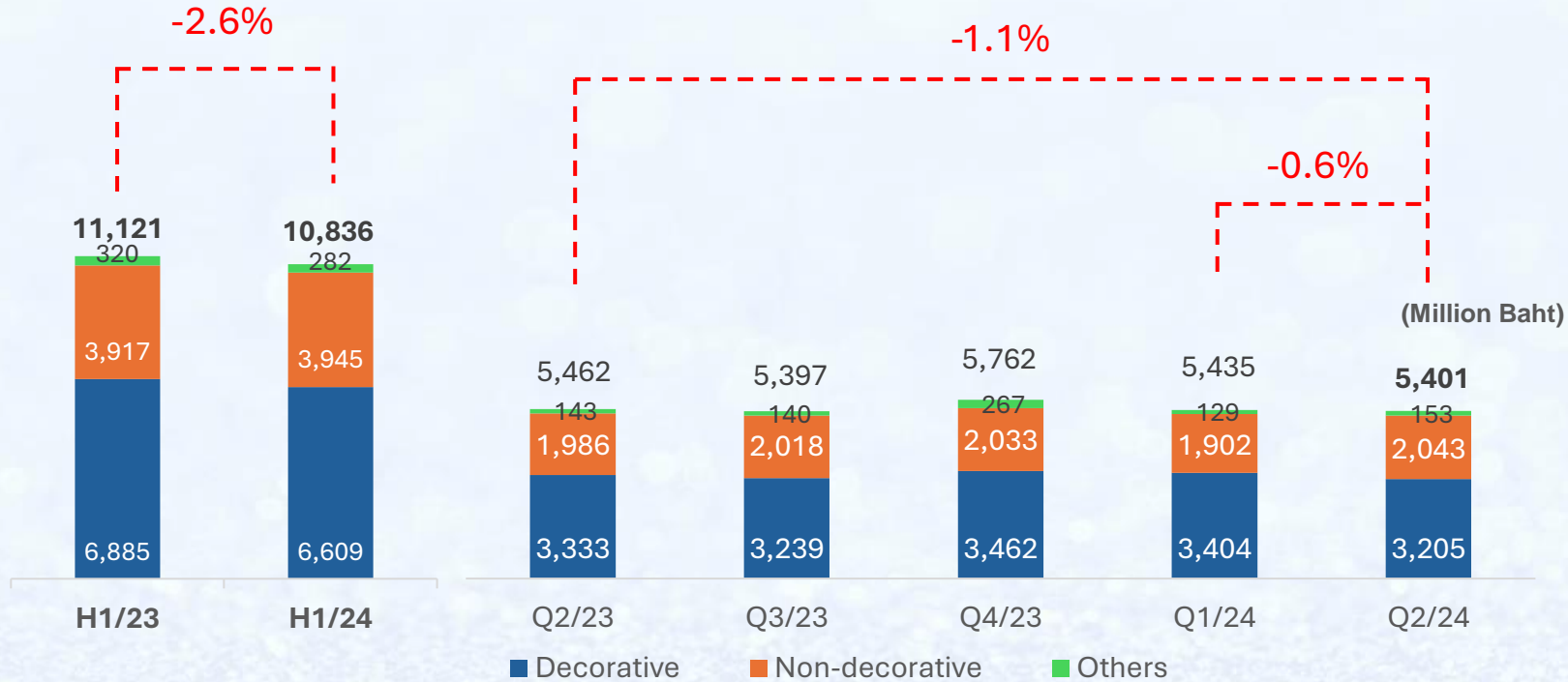
Gross Profit	
3,802 MB	
GP %	+1.5 p.p. YoY
35.1	

Admin Expenses	
820 MB	
% to Sales	+1.1 p.p. YoY
7.6	

Core EBITDA	
2,096 MB	-1.4% YoY
% to Total Revenues	
19.2	

Core Net Profit	
1,248 MB	-7.2% YoY
% to Total Revenues	
11.4	

Group Sales Breakdown: Product Categories

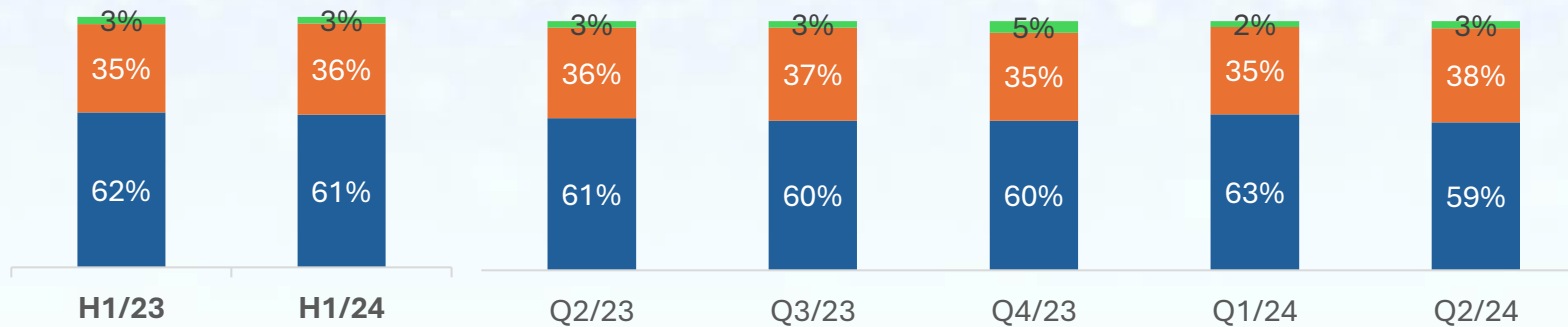


In Q2/24, sales slightly decreased QoQ by **0.6%** from lower quantities of decorative products, while higher sales of non-decorative products counterbalanced the impact.

Compared to Q2/23, sales decreased YoY by **1.1%**, mainly from the same reason above.

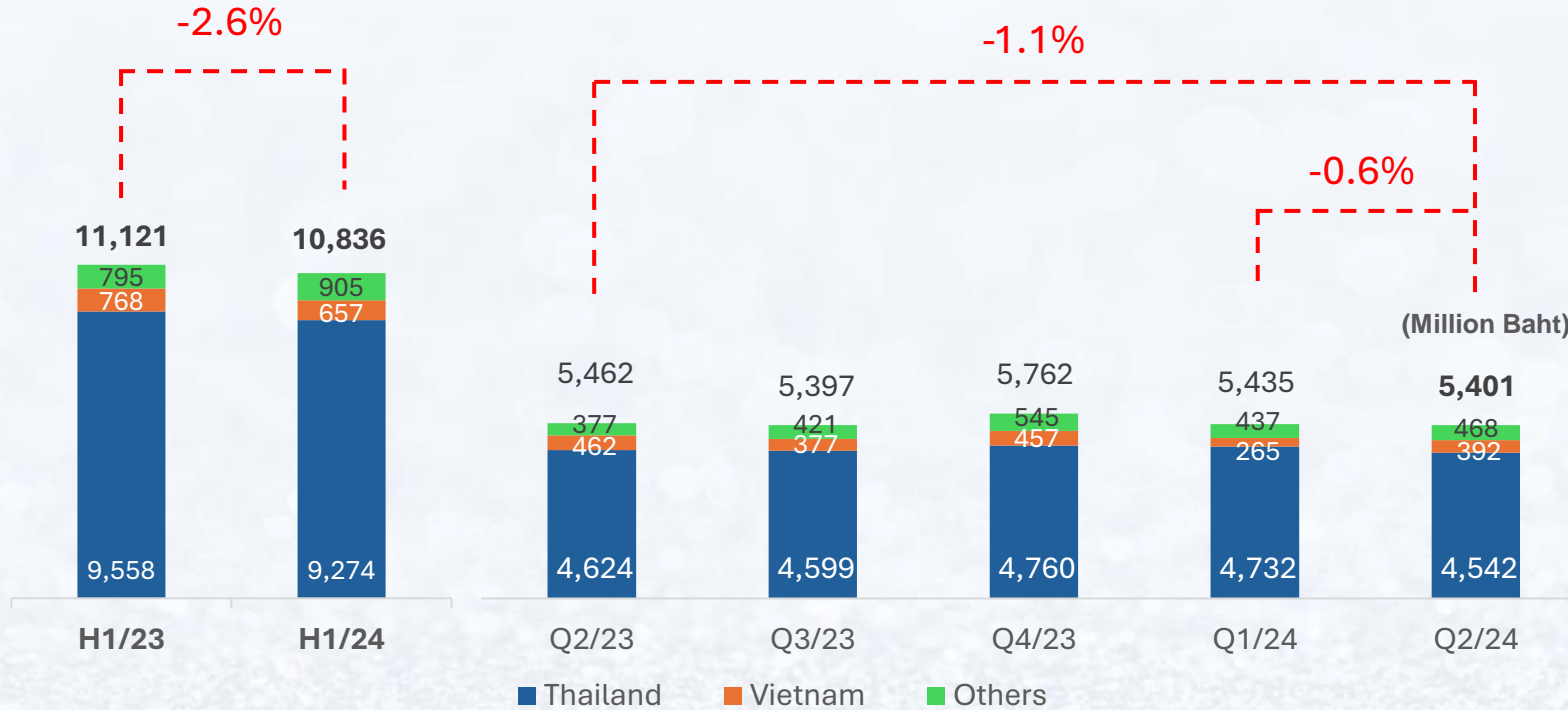
Sales for H1/24 decreased YoY by **2.6%** mainly from the same reason above.

Sales Distribution (% to Total Sales)



	H1/24	Q2/24	
Growth (%)	YoY	QoQ	YoY
Decorative	-4.0%	-5.8%	-3.9%
Non-decorative	+0.7%	+7.4%	+2.9%
Others	-11.8%	+19.0%	+7.1%
Total	-2.6%	-0.6%	-1.1%

Group Sales Breakdown: Geography

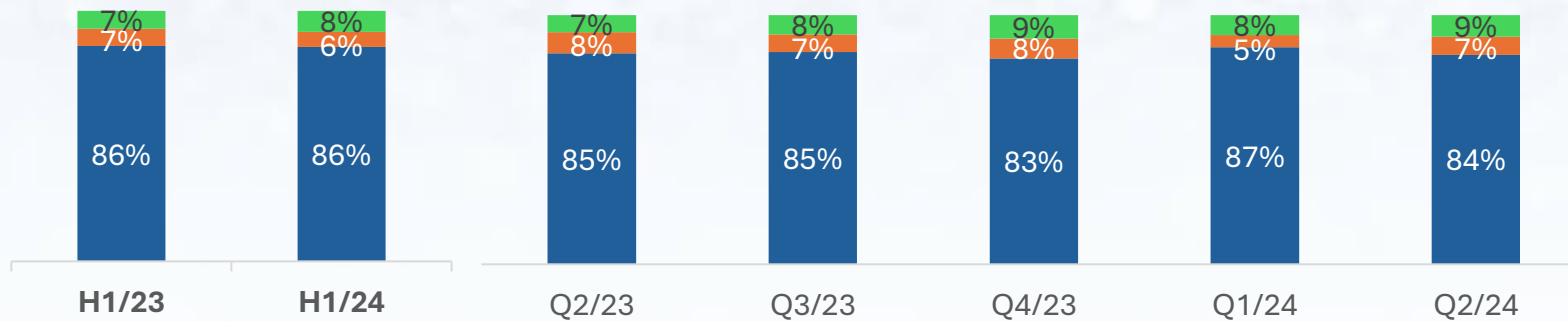


In Q2/24, sales in Thailand decreased QoQ by 4.0% and YoY by 1.8%, due to high household debt, interest rates, and tighter mortgage lending restriction imposed by financial institutions.

Sales in Vietnam increased QoQ by 47.5% due to the long Chinese New Year holiday in Q1. While decreased compared to Q2/23, as the real estate slowdown.

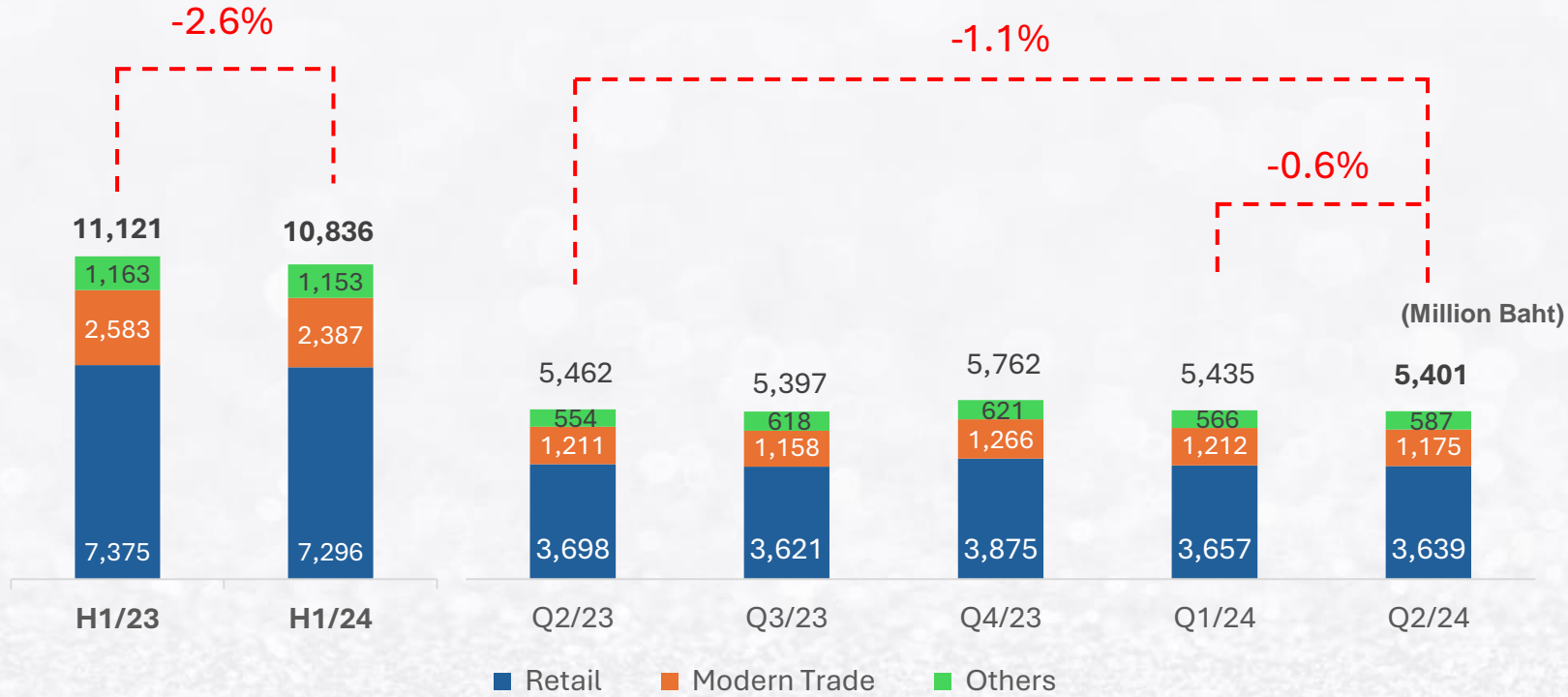
Sales in other countries increased both QoQ and YoY, led by higher sales in Myanmar, Malaysia, and Laos.

Sales Distribution (% to Total Sales)



	H1/24	Q2/24	
Growth (%)	YoY	QoQ	YoY
Thailand	-3.0%	-4.0%	-1.8%
Vietnam	-14.4%	+47.5%	-15.2%
Others	+13.8%	+7.0%	+24.0%
Total	-2.6%	-0.6%	-1.1%

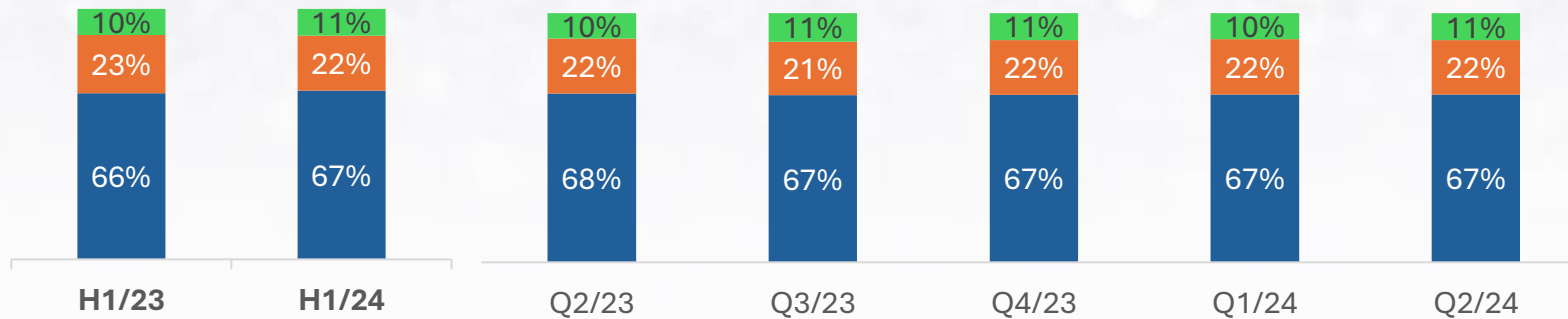
Group Sales Breakdown: Distribution Channel



In Q2/24, retail sales decreased QoQ by 0.5% and YoY by 1.6% due to lower quantity sold, mainly from lower sales of decorative products (medium).

Sales from modern trade decreased QoQ by 3.1% and YoY by 3.0%, mainly from the lower decorative sales in Thailand.

Sales Distribution (% to Total Sales)



	H1/24	Q2/24	
Growth (%)	YoY	QoQ	YoY
Retail	-1.1%	-0.5%	-1.6%
Modern Trade	-7.6%	-3.1%	-3.0%
Others	-0.9%	+3.7%	+6.0%
Total	-2.6%	-0.6%	-1.1%

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FINANCIAL SUMMARY

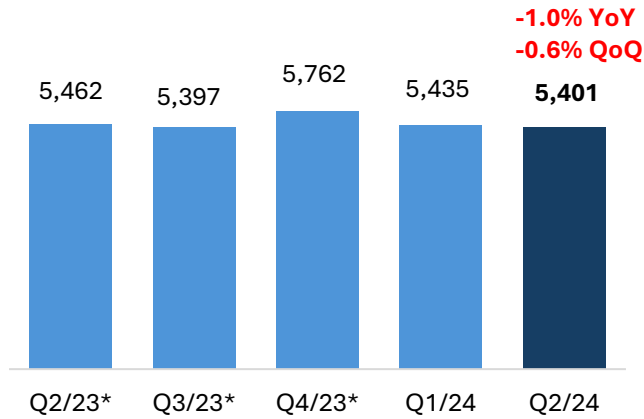


Q2/2024 Key Financial Highlights



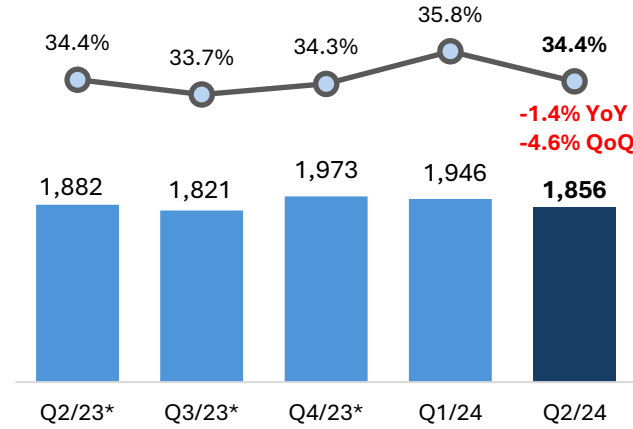
Sales Revenue

(Mil. Baht)



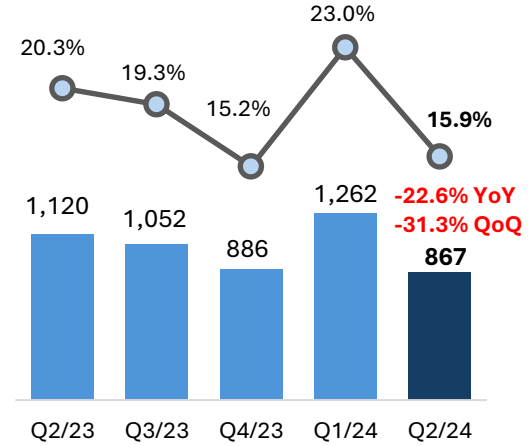
Gross Profit

(Mil. Baht)



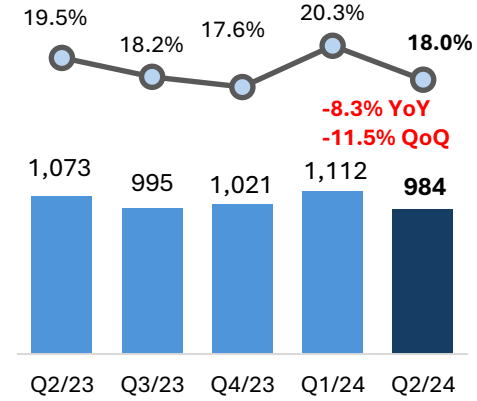
EBITDA

(Mil. Baht and % to total revenues)



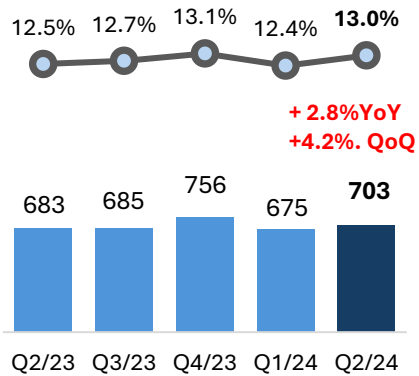
EBITDA Excl. Extraordinary Items

(Mil. Baht and % to total revenues)



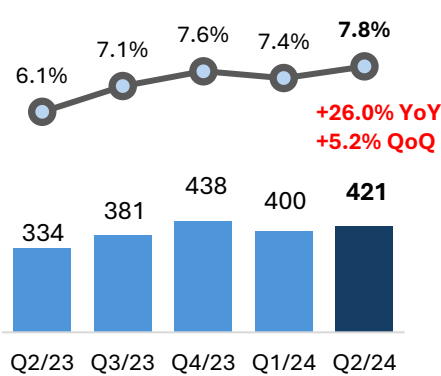
Selling Expense

(Mil. Baht and % to sales)



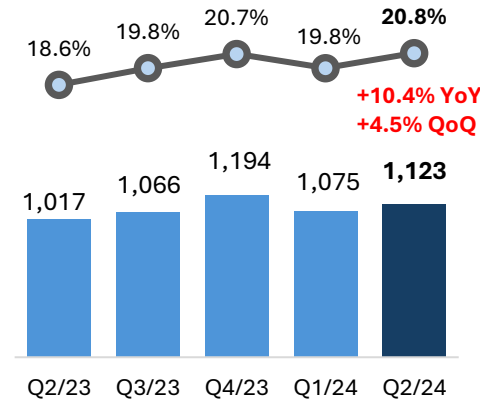
Admin Expense

(Mil. Baht and % to sales)



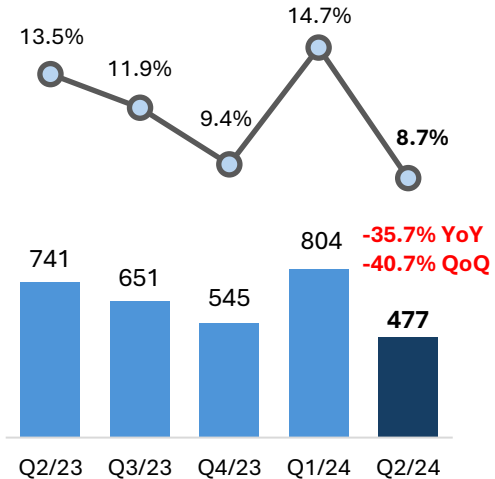
SG&A

(Mil. Baht)



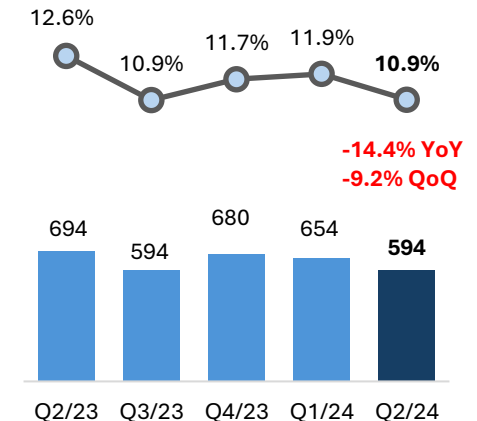
Net Profit

(Mil. Baht and % to total revenues)



Net Profit Excl. Extraordinary Items

(Mil. Baht and % to total revenues)



Extraordinary Items (MB)

	Q2/23	Q1/24	Q2/24
Gain/(Loss) on exchange rates	49	120	(117)
Gain/(Loss) from fair value of financial assets	(2)	29	0

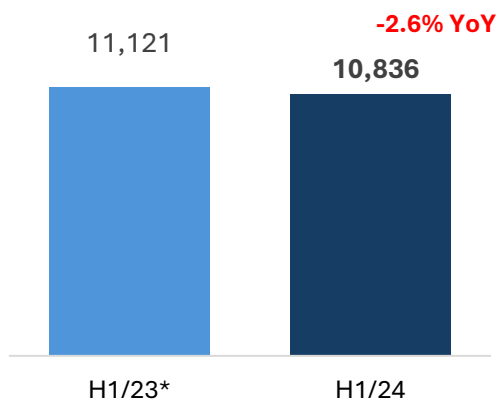
*Note: Sales and Gross Profit for 2023 have been reclassified.

H1/2024 Key Financial Highlights



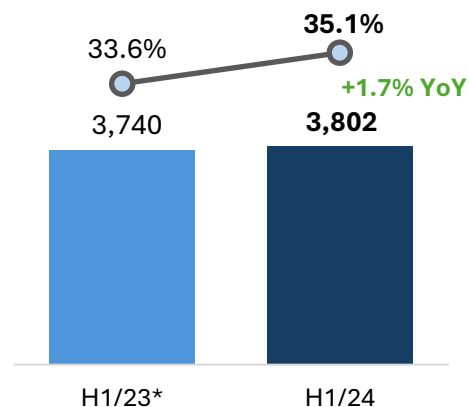
Sales Revenue

(Mil. Baht)



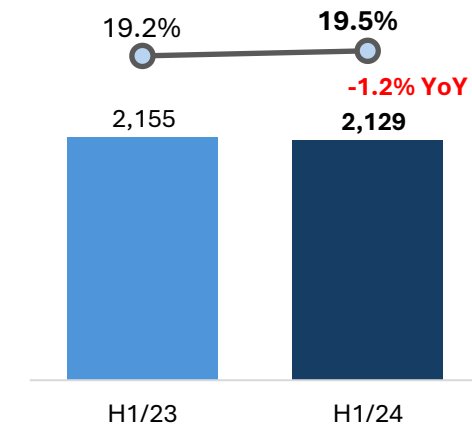
Gross Profit

(Mil. Baht)



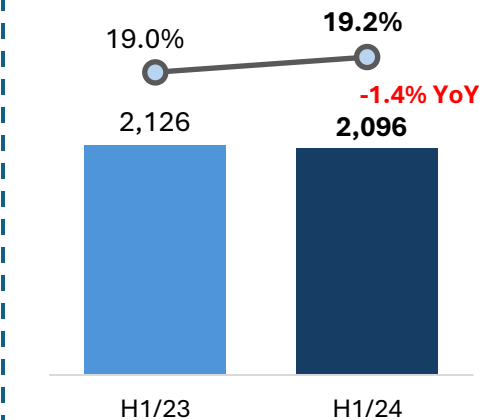
EBITDA

(Mil. Baht and % to total revenues)



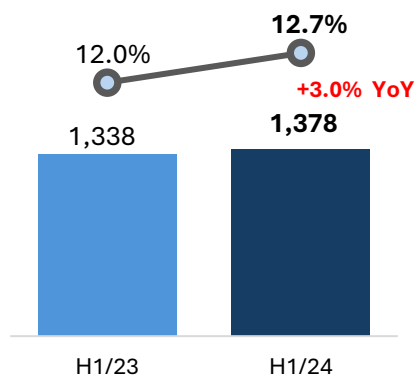
EBITDA Excl. Extraordinary Items

(Mil. Baht and % to total revenues)



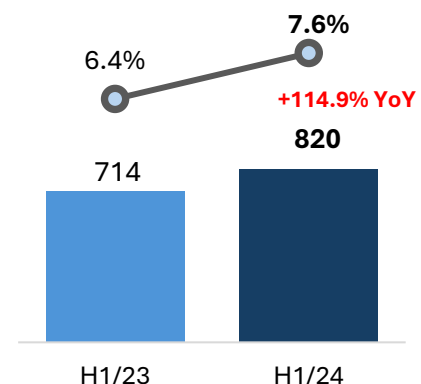
Selling Expense

(Mil. Baht and % to sales)



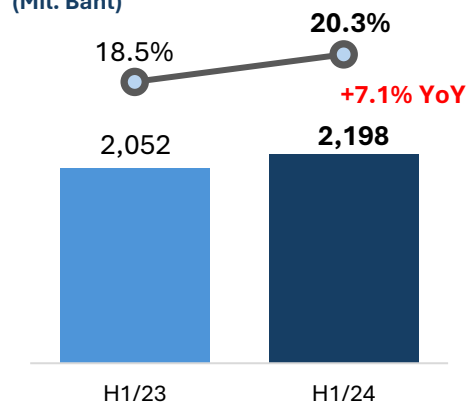
Admin Expense

(Mil. Baht and % to sales)



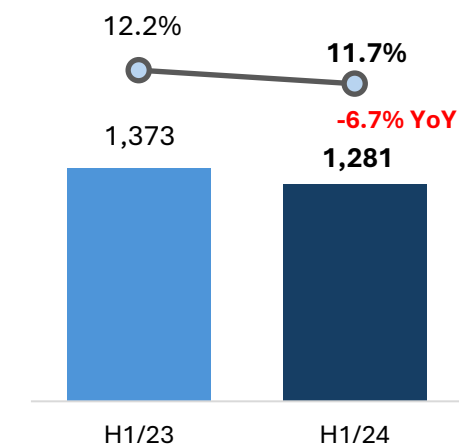
SG&A

(Mil. Baht)



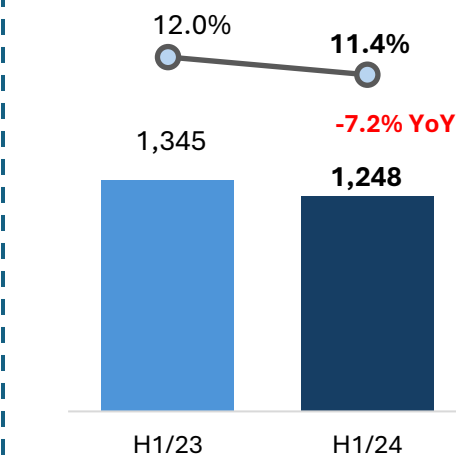
Net Profit

(Mil. Baht and % to total revenues)



Net Profit Excl. Extraordinary Items

(Mil. Baht and % to total revenues)



Extraordinary Items (MB)	H1/23	H1/24
Gain/(Loss) on exchange rates	30	3
Gain/(Loss) from fair value of financial assets	(2)	30

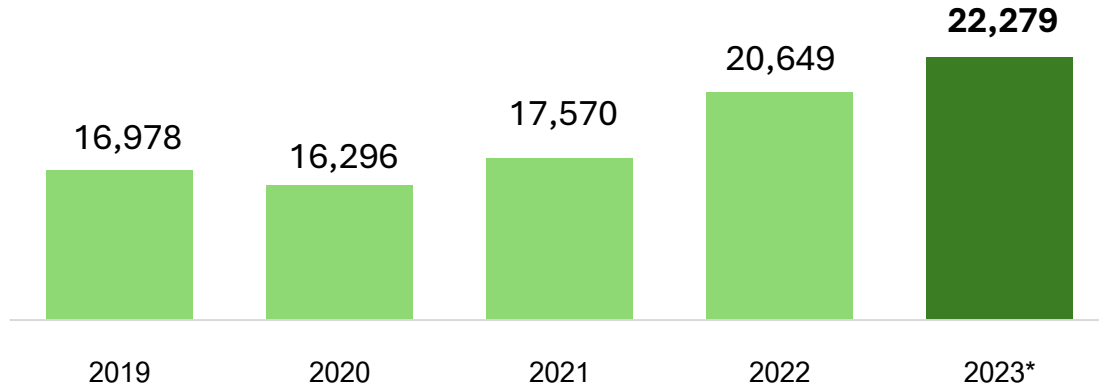
*Note: Sales and Gross Profit for 2023 have been reclassified.

Past Financial Performance (5 years)



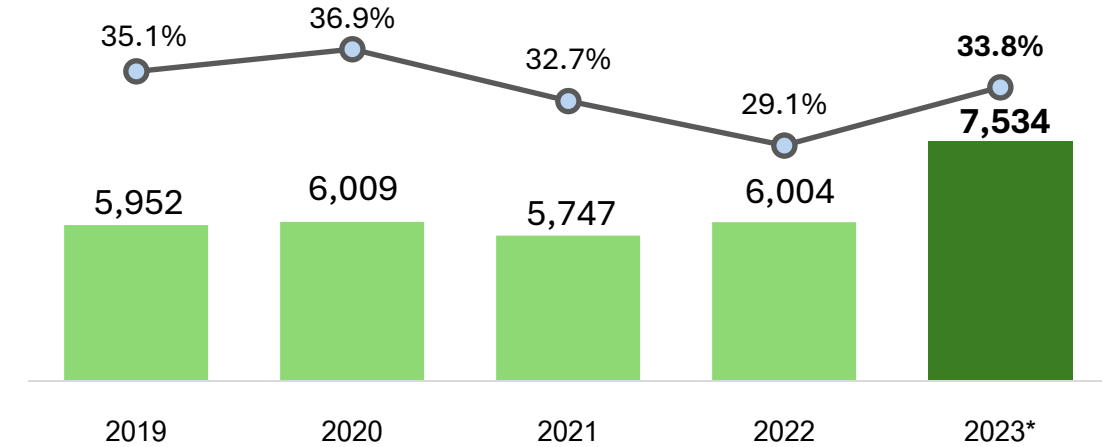
Sales Revenue

(Mil. Baht)



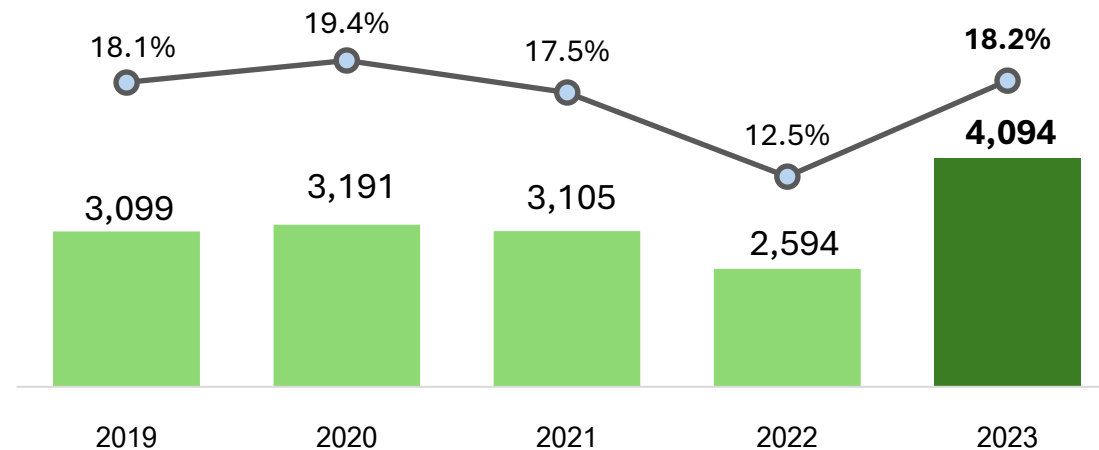
Gross Profit

(Mil. Baht and % to sales)



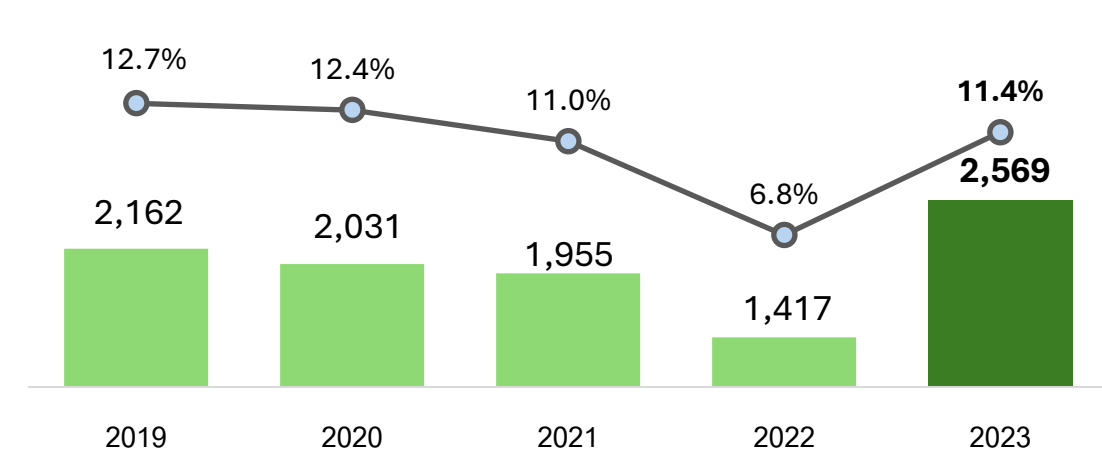
EBITDA

(Mil. Baht and % to total revenues)



Net Profit

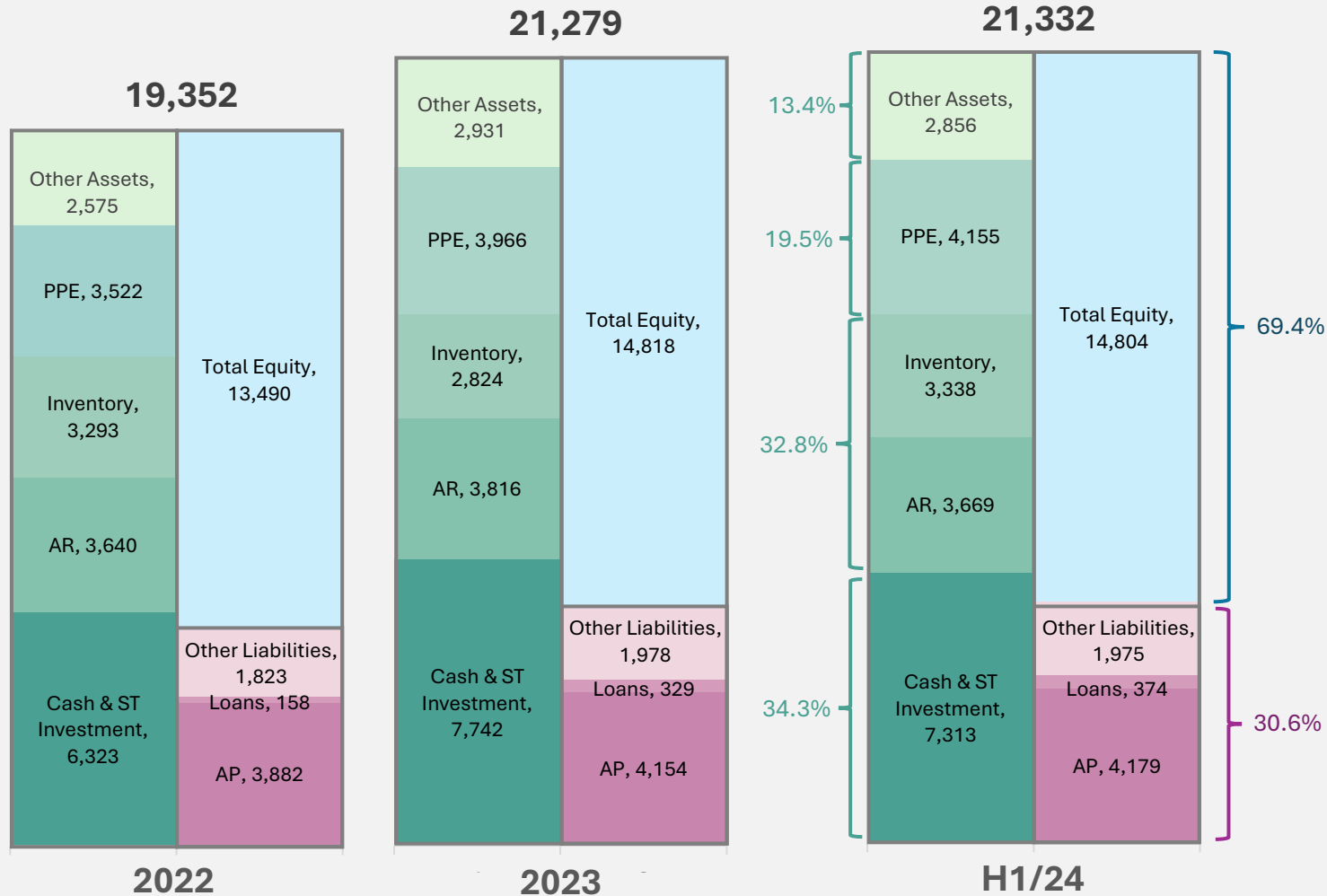
(Mil. Baht and % to total revenues)



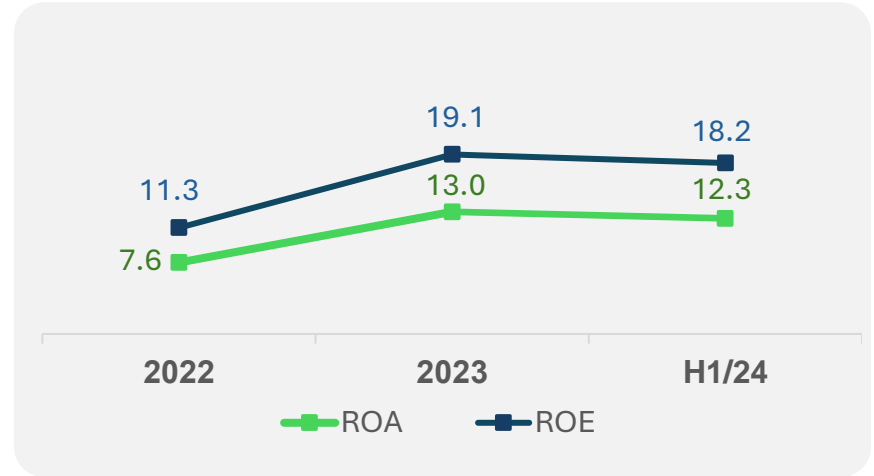
*Note: Sales and Gross Profit for 2023 have been reclassified

Statement of Financial Position

(Million Baht)



ROA & ROE



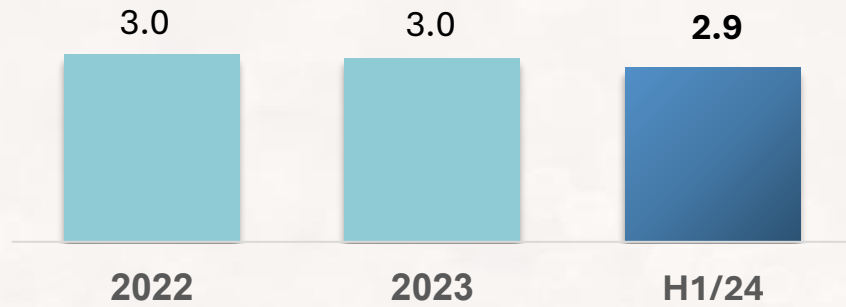
Robust financial position

- **Total asset** accounted to 21,332 MB, an increased 0.2% from 2023
- **High liquidity as the cash and ST investment** accounted represented 34.3% of Total Assets.
- **Low level of Liabilities and higher Total Equities.**
- **High return on Asset and Equities**

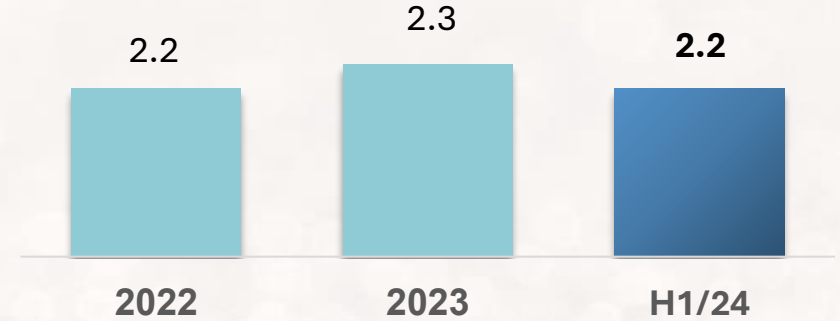
Liquidity & Leverage Ratios

Unit: Times

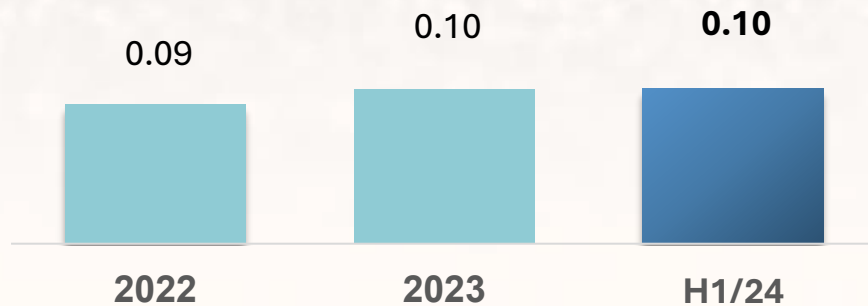
Current Ratio



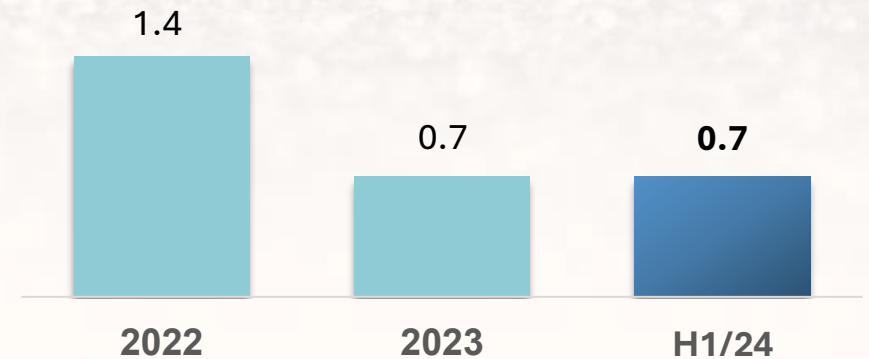
Quick Ratio



Interest-bearing Debt to Equity Ratio

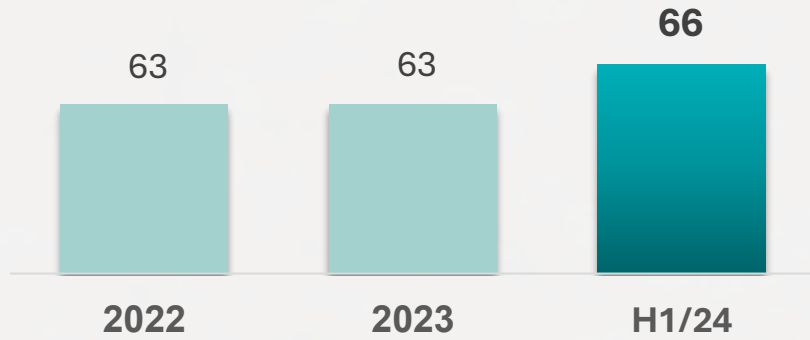


Net Debt to EBITDA Ratio



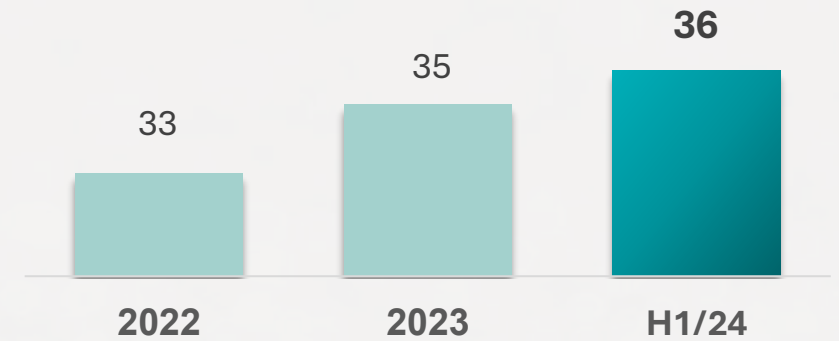
Cash Cycle Days

Average Collection Period

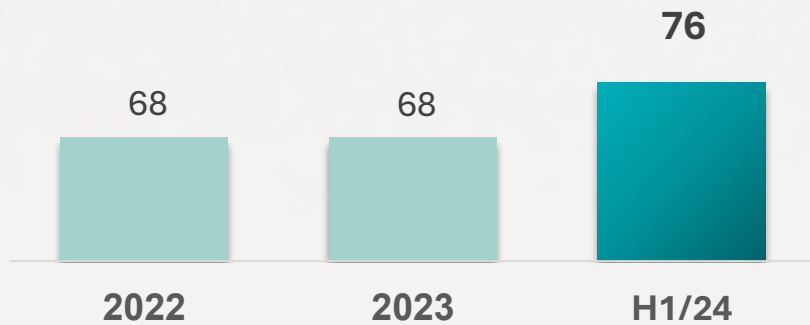


Inventory Days

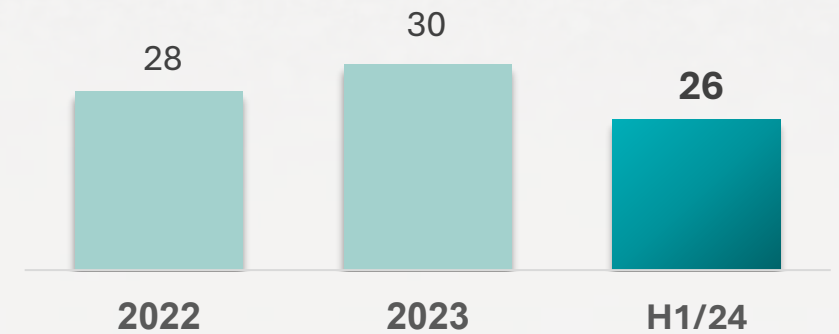
Unit: Days



Account Payable Days



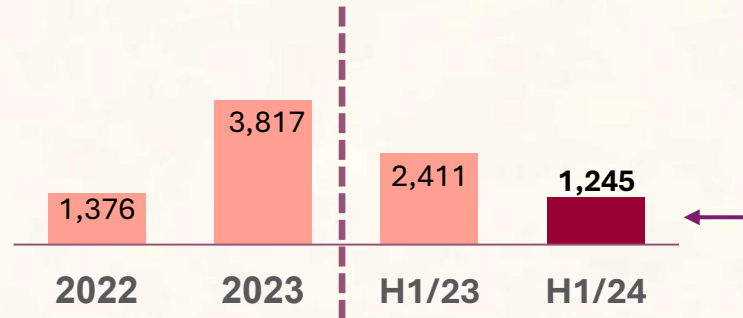
Cash Cycle



Statements of Cashflow & CAPEX

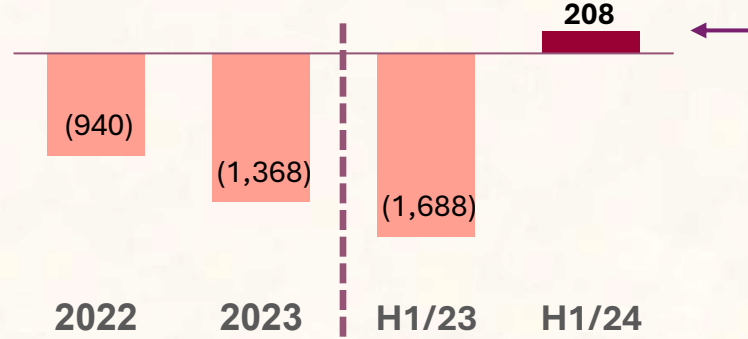
Unit: Million Baht

Operating Cashflow



H1/24 Cash received from Operating CF decreased of 1,166 MB YoY, mainly from higher paid for inventories of 772 MB and AP 336 MB.

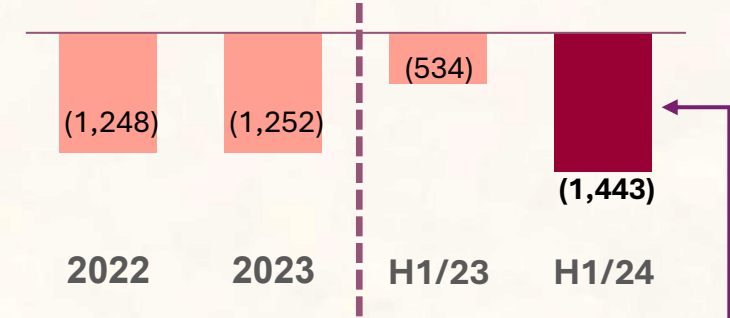
Investing Cashflow



H1/24 Cash received from Investing CF increased of 1,896 MB YoY, mainly from

- higher net received from other current financial assets 1,541 MB
- lower paid for advance payment for PPE than H1/23, which was THB 297 million.

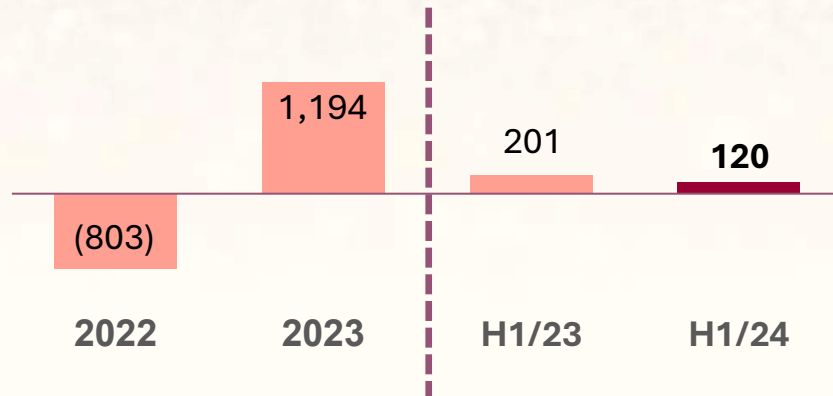
Financial Cashflow



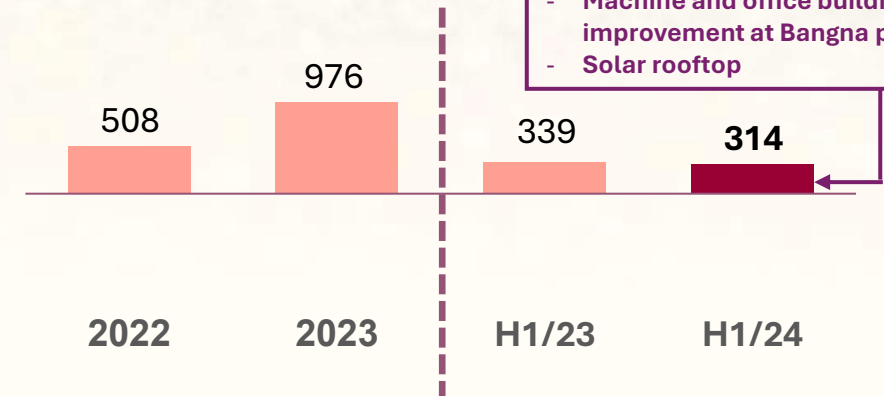
H1/24 Cash paid for Financial CF increased of 909 MB YoY, mainly from

- higher paid for Treasury Stock 718 MB
- Higher dividend paid 119 MB.

Net Cashflow



Capital Expenditure



H1/24 Investment projects including

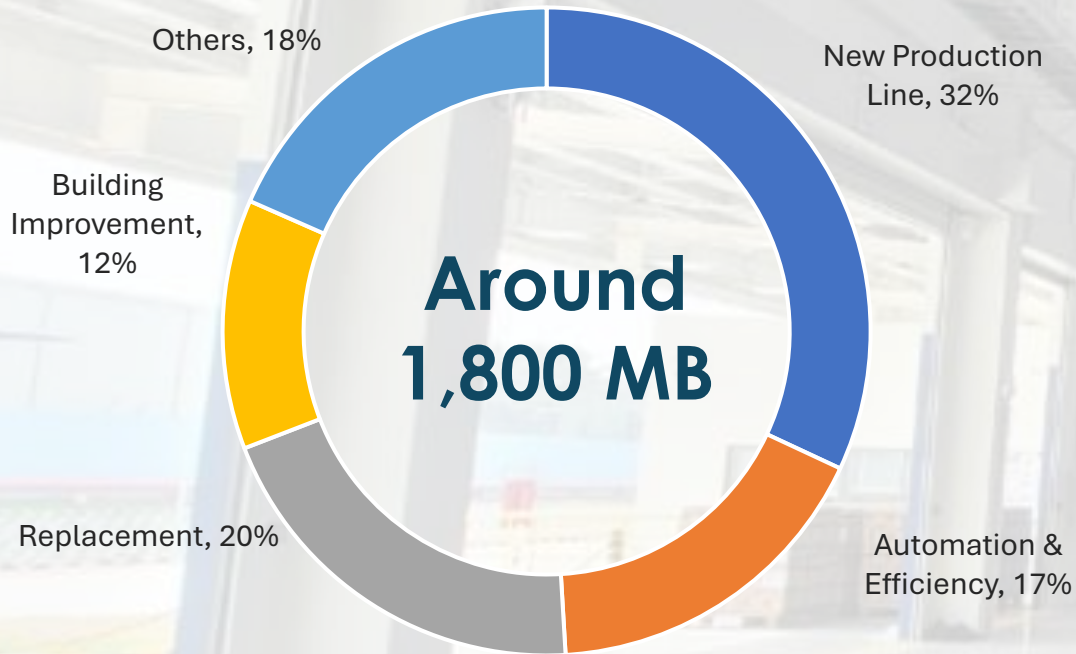
- Samrong plant expansion
- Machine and office building improvement at Bangna plant
- Solar rooftop

4

TOA GOING FORWARD

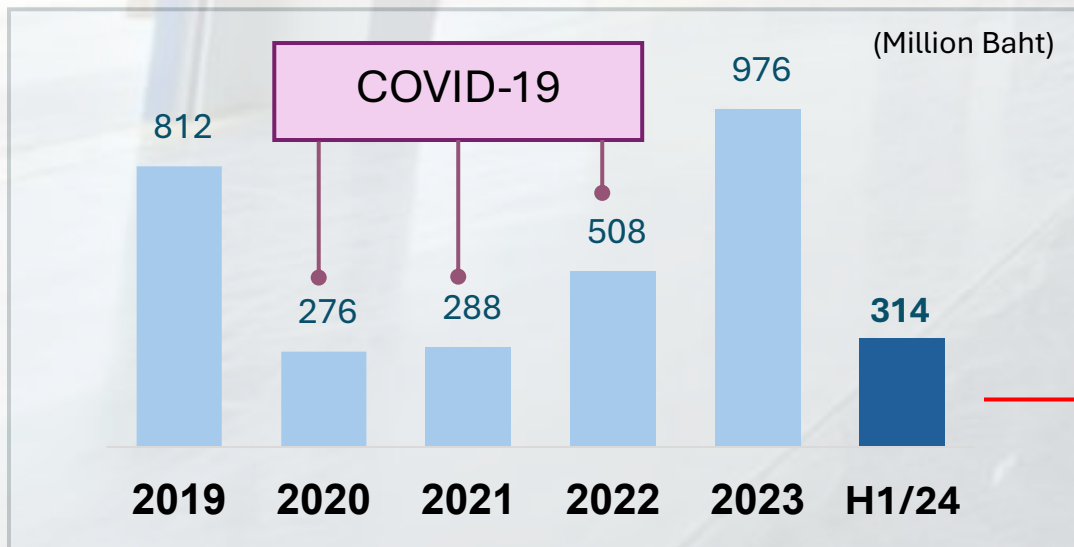


Capital Expenditure 2024-2025



Major Projects 2024-2025

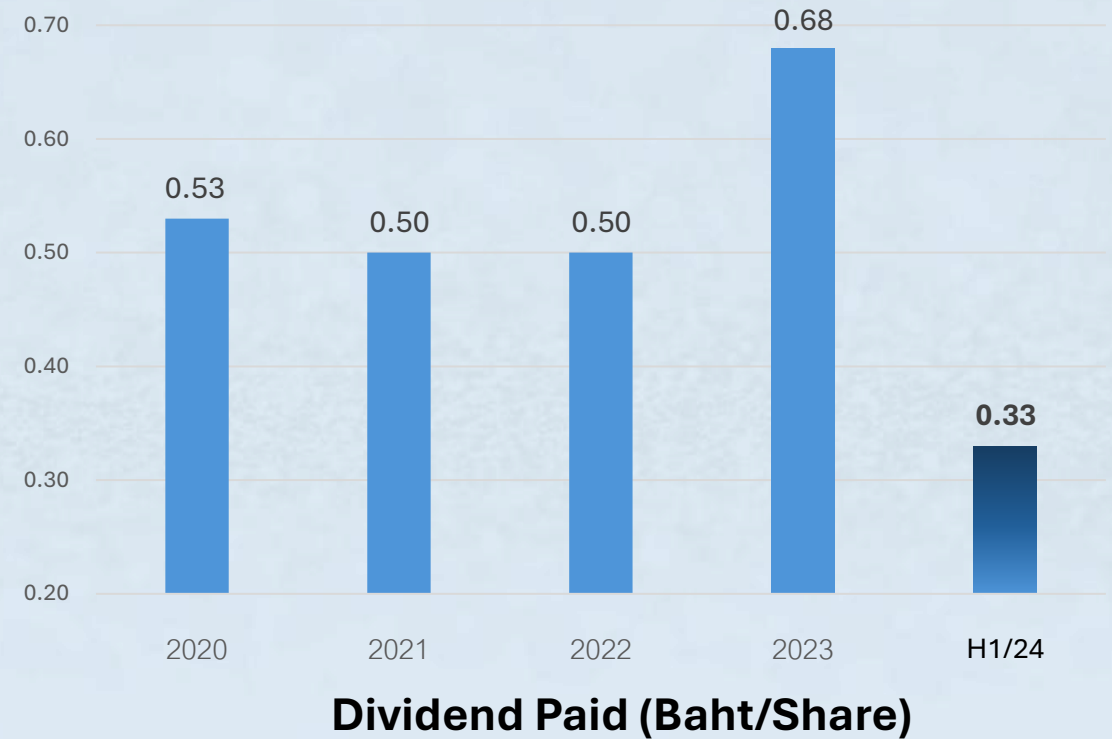
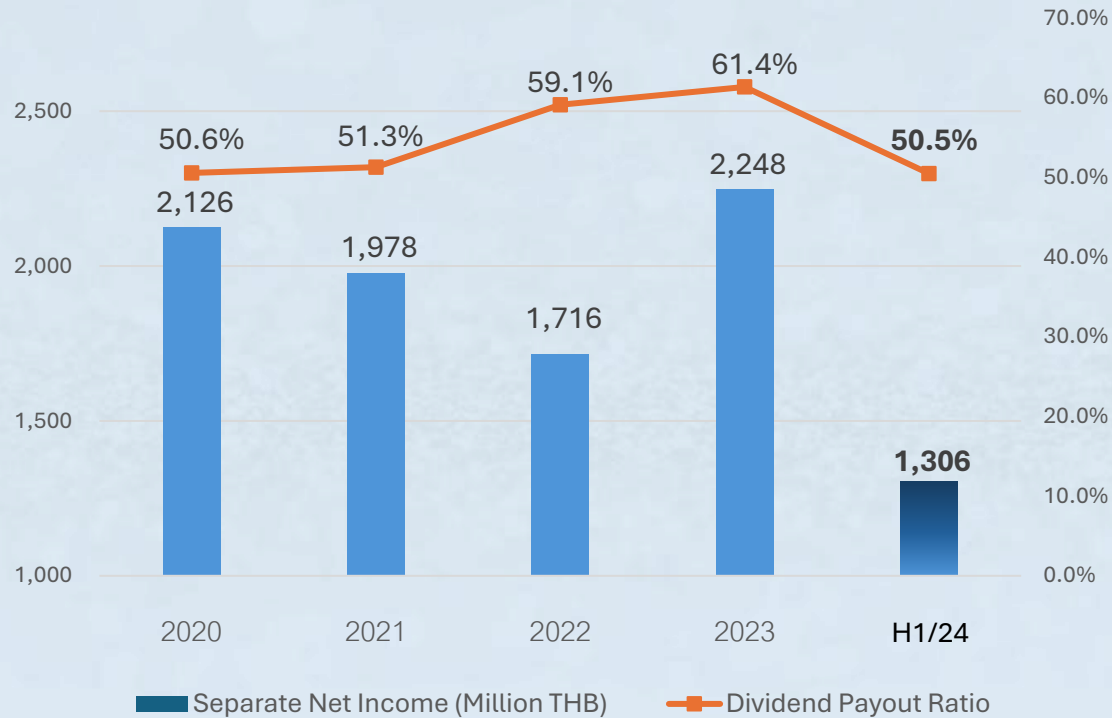
- Gypsum Production Expansion
- Vietnam Plant Improvement
- Samrong Plant Expansion & Improvement
- Bangna Plants Automation & Improvement
- Chemical Construction Plant Expansion
- New Pail Factory
- Solar Roof Top
- Laboratory Equipment
- SAP Licenses and Application
- Website and Digital Platform



Q1/24 : THB 160.5 million
 Q2/24 : THB 143.3 million

Dividend Information

Dividend Payment Policy: The Company has a policy to pay dividends at the rate of **not less than 40% of the Company's separate net profits** after deducting corporate income tax and other reserve funds as required by law and as determined by the Company.



*Dividend payout ratio was calculated using separated net income.

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



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

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
-  More User-friendly
-  Health & Well Being
-  Environmental-friendly





Over 40 TOA decorative products received Carbon Footprint Reduction label (CFR) from Thailand Greenhouse Gas Management Organization

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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