A thick blue curved line that starts on the left, rises to a peak, and then curves down towards the right.

# **Company performance**

## **Fiscal Year 2018**

### **(Ended March 31, 2018)**

# Agenda

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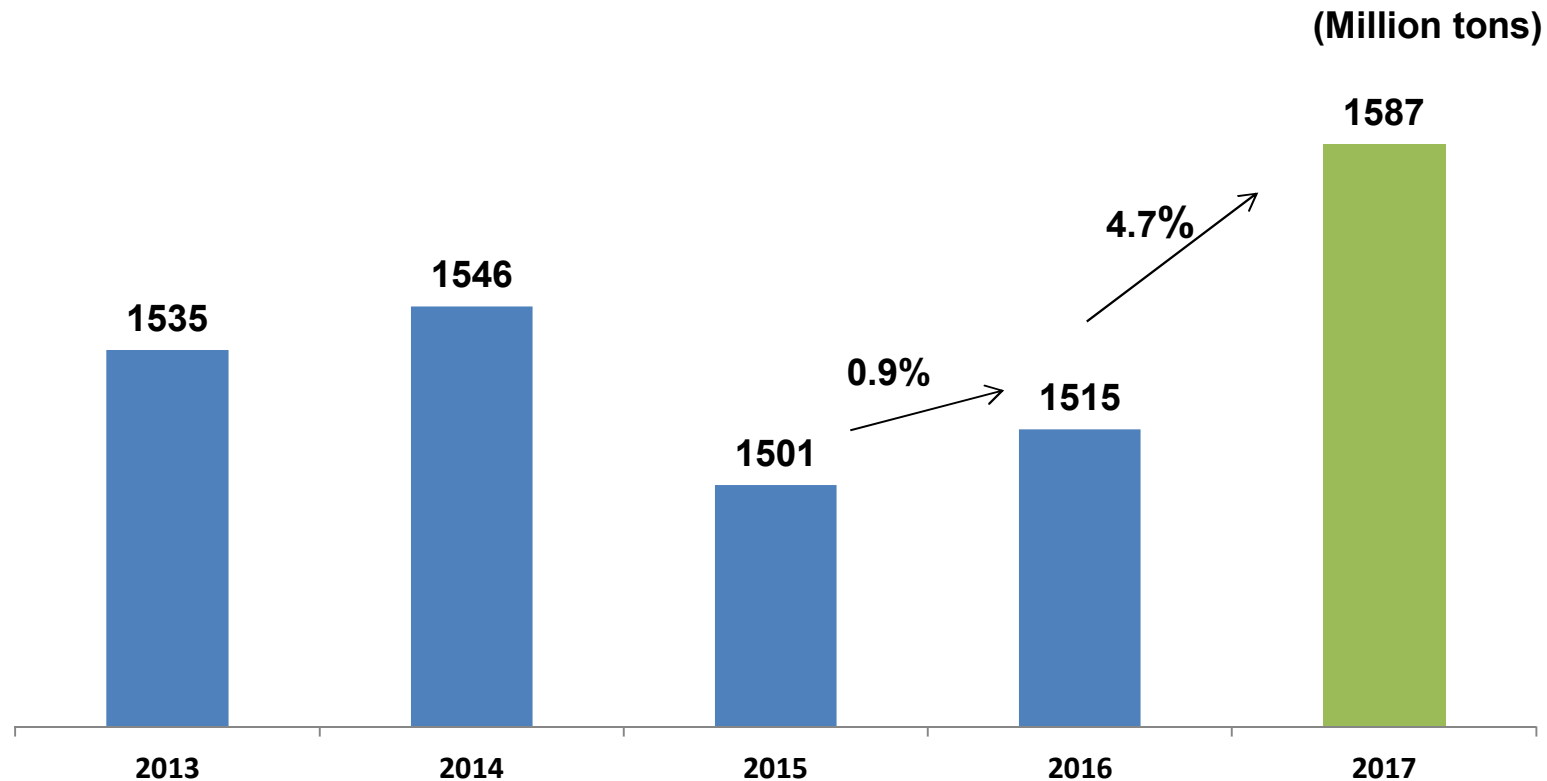


## ➤ Update on business environment

➤ TSTH performance in Fy18

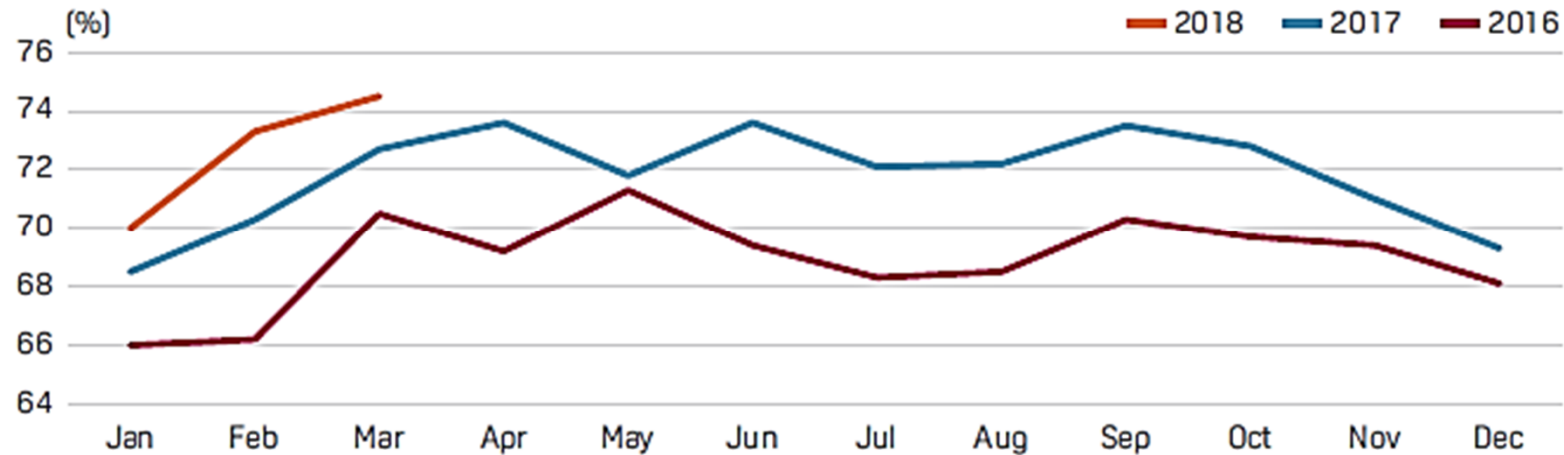
➤ Business outlook for FY19

# World steel consumption improved in 2017



➤ Expected to improve further to 1616 MT in 2018 and 1627 MT in 2019

# Global capacity utilization has gone up



Source: World Steel Association

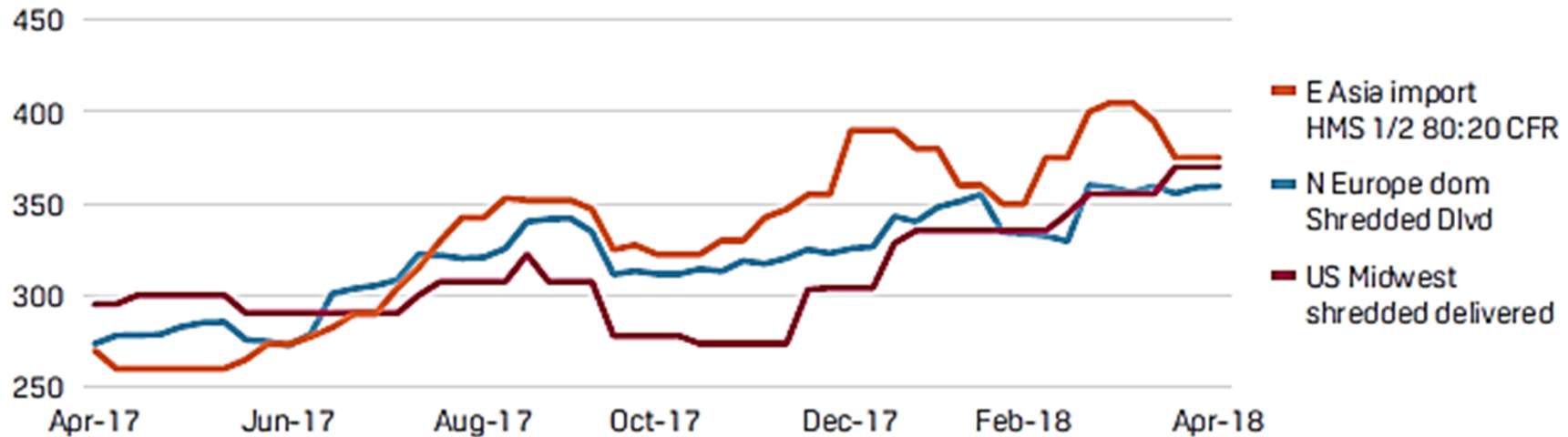
- **Closure of capacity in China and better economic scenario supporting higher capacity utilization**
- **Capacity utilization in Thailand for Long steel is around 40%**



# Steep increase in raw material prices

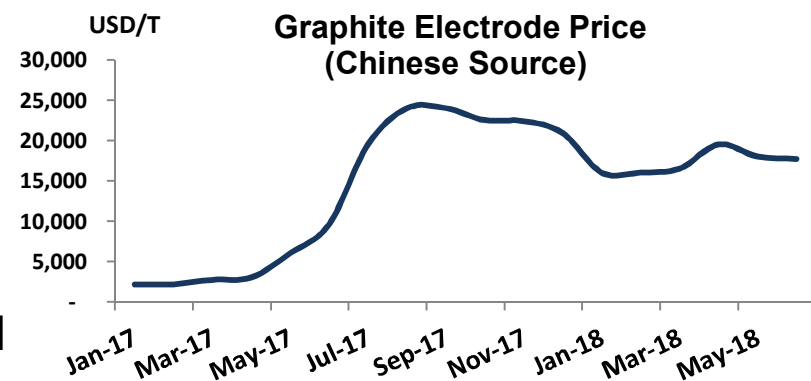


SCRAP (\$/mt)



Source: S&P Global Platts

- Graphite electrode price increased from approx. 2000 USD/t to 15000-18000 USD pmt
- Cost of Refractories : almost doubled

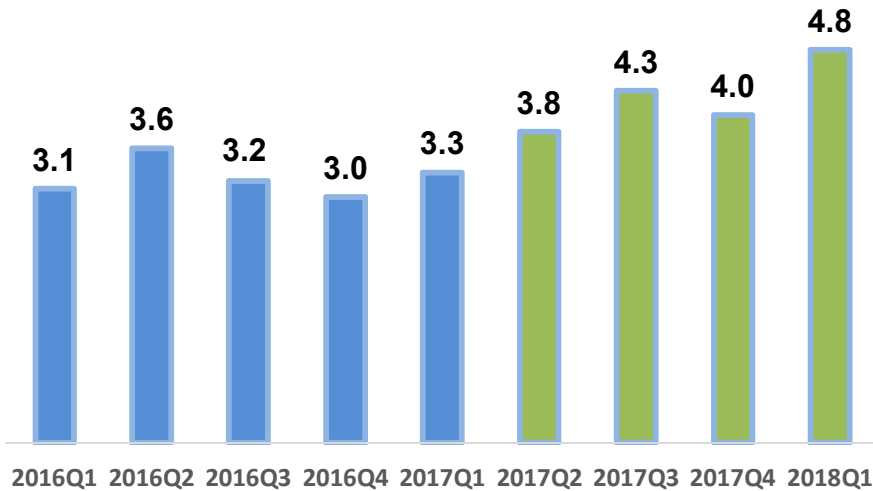


# Business environment in Thailand



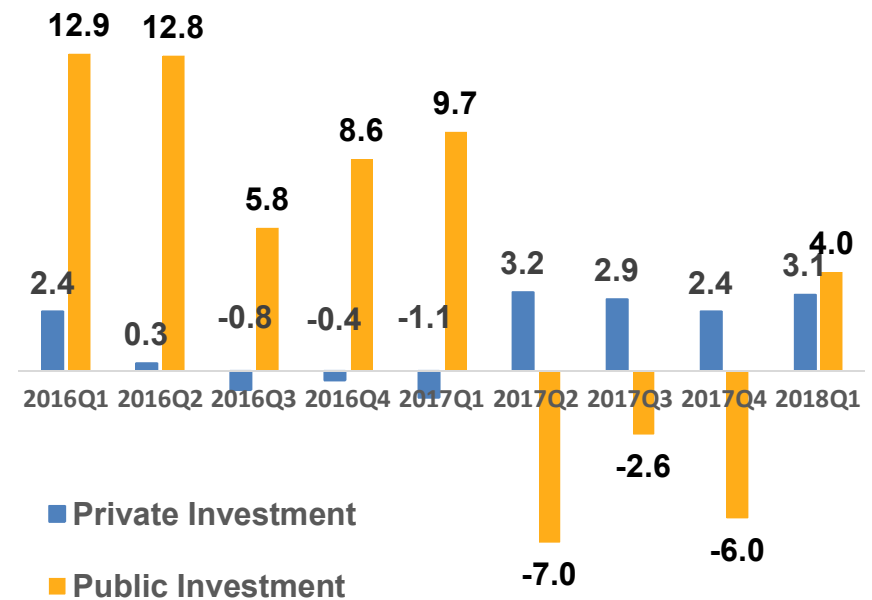
GDP Growth (%)

▲ Good



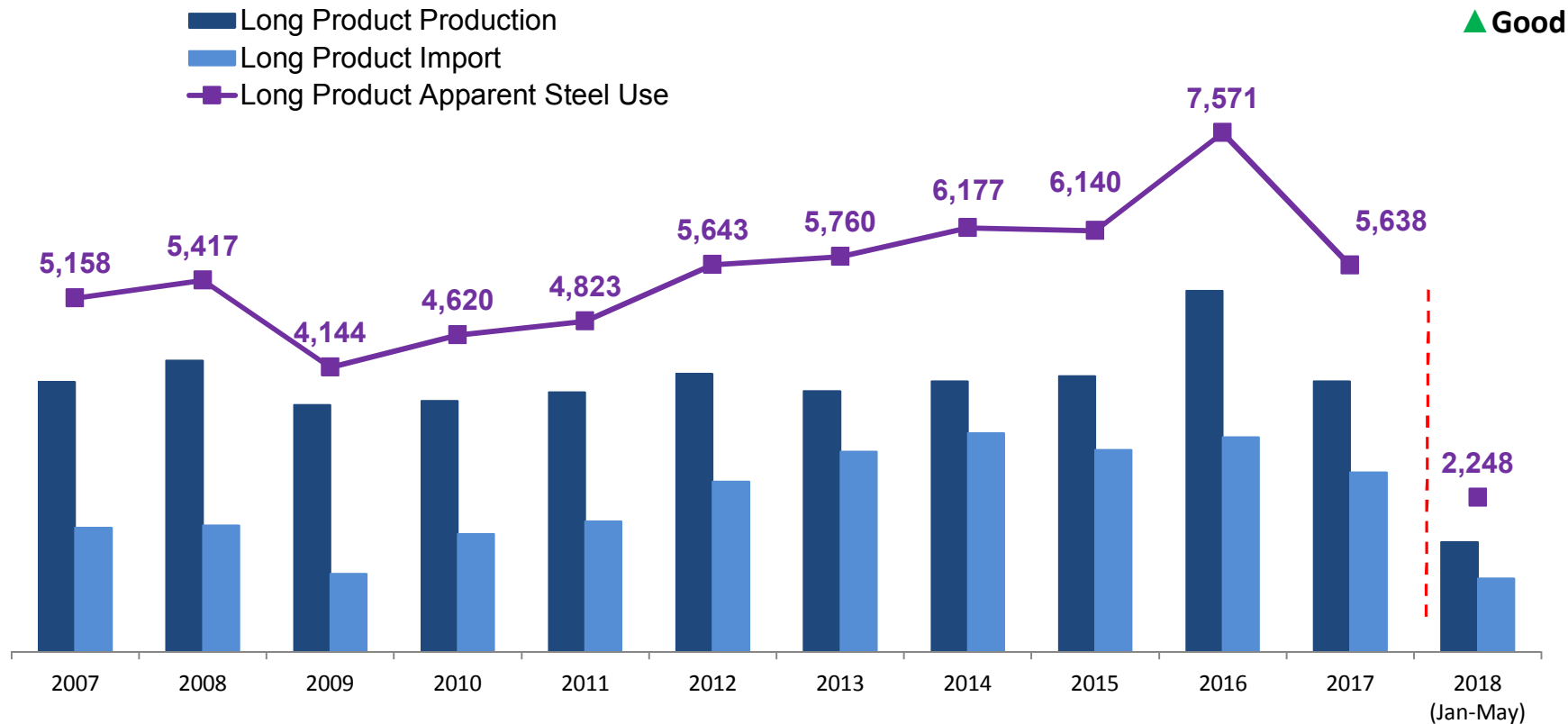
Investment Growth (%)

▲ Good



- Major contribution to GDP growth continue from export and tourism related businesses
- Public investment declined for many quarters

# Steep decline in Long Products steel usage



➤ **Steel consumption dropped by approx. 25% in 2017**

# Agenda

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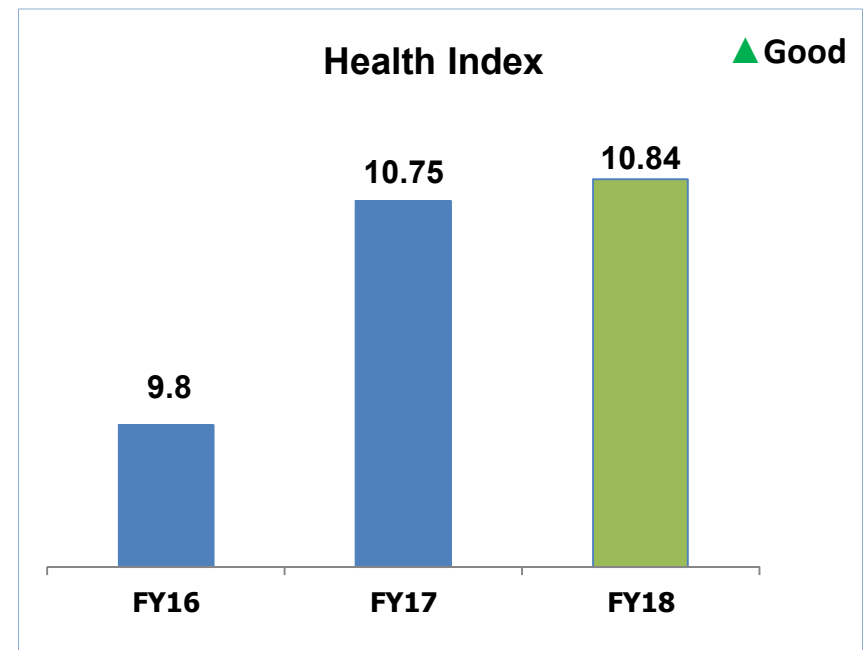
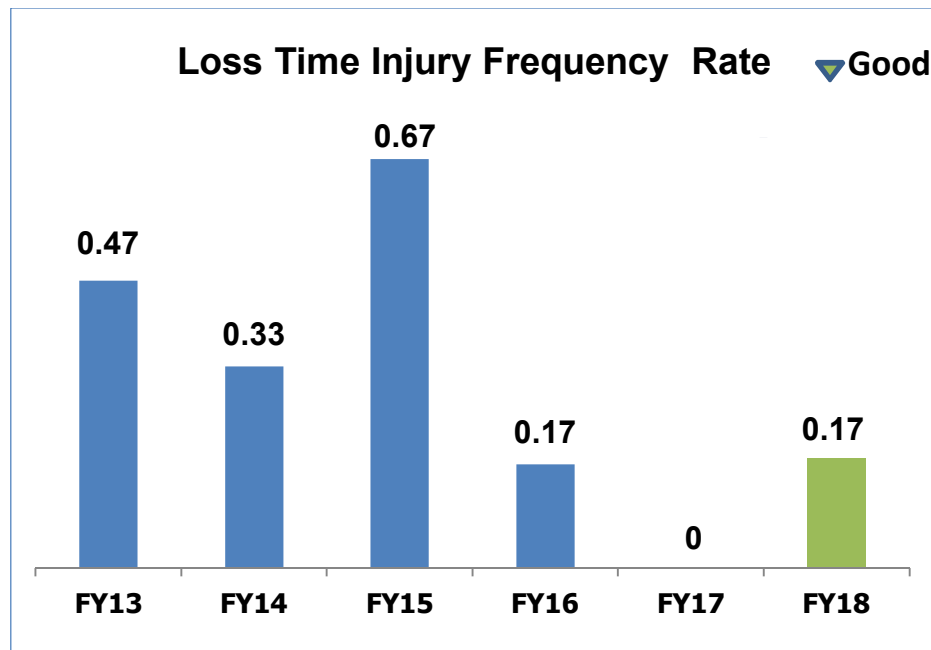


➤ **Update on business environment**

➤ **TSTH performance in Fy18**

➤ **Business outlook for FY19**

# Occupational safety, health and environment



- ❖ NTS and SCSC plants completed 6 and 5 years respectively without any lost time injury
- ❖ Recognition for safety improvement at national and international level
- ❖ 1.4 MW solar power plant installed at SCSC (in April'18)

# Corporate Social Responsibility



## Forest for Life for our beloved King



## Employee volunteerism



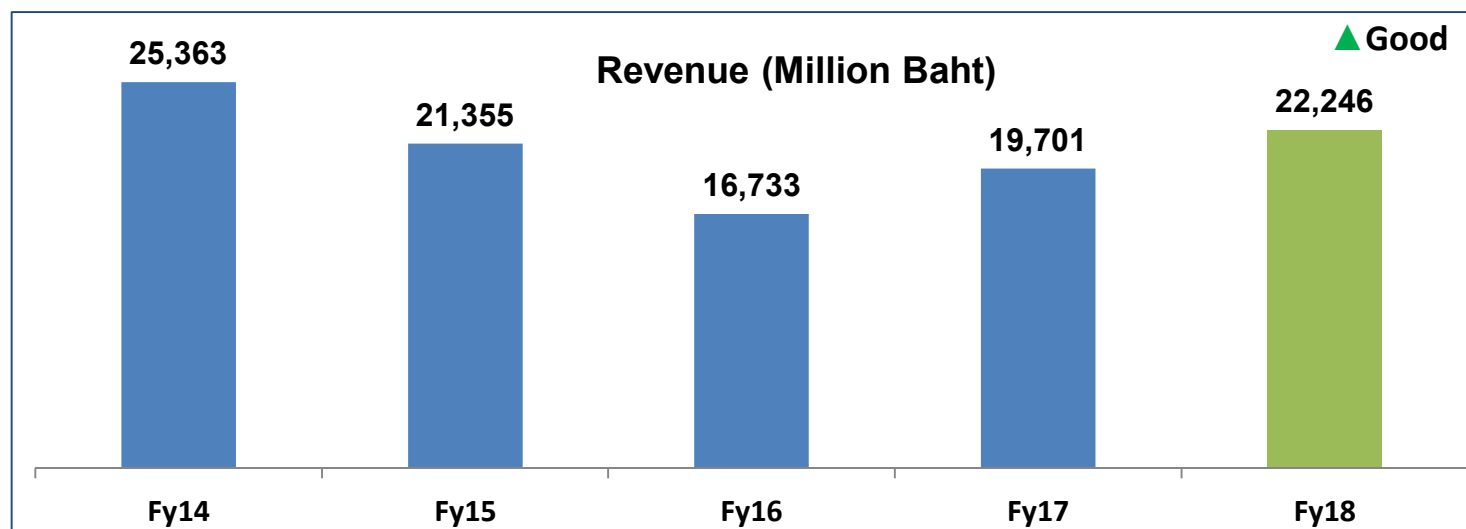
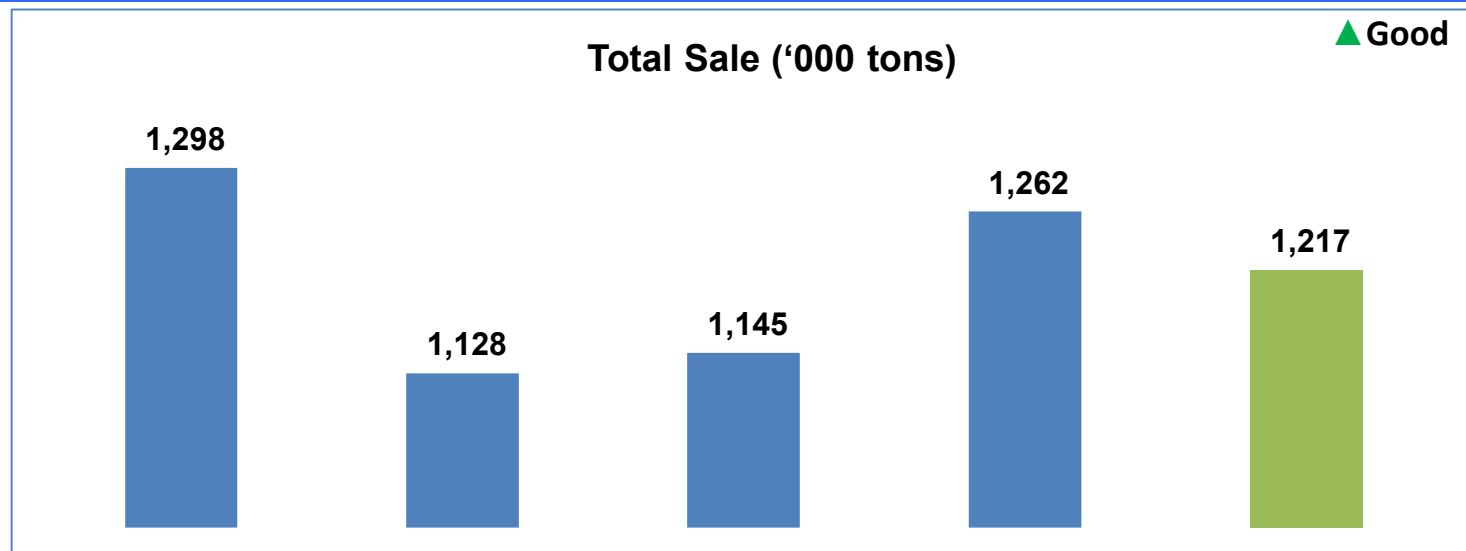
## Tata Steel Mini Marathon 2018



## Employee participation in CSR (FY18)

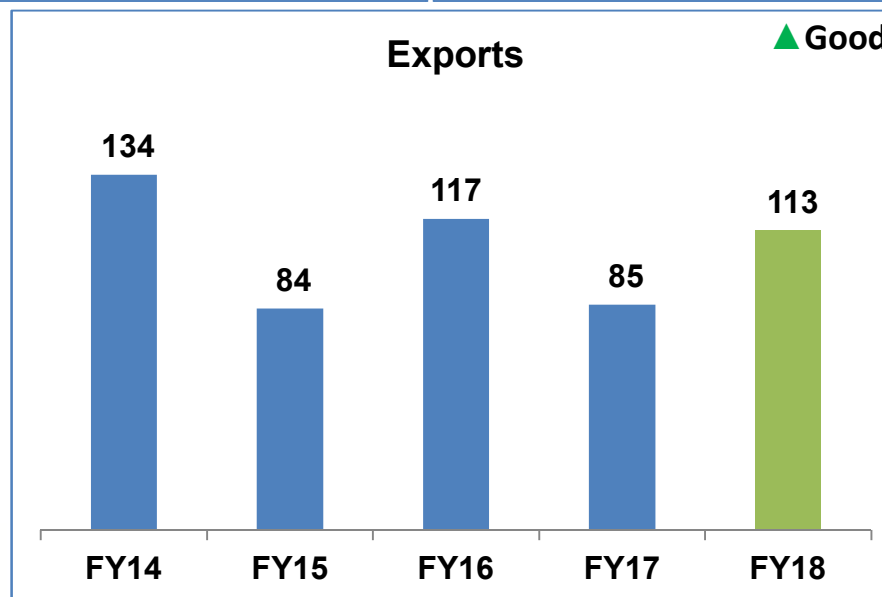
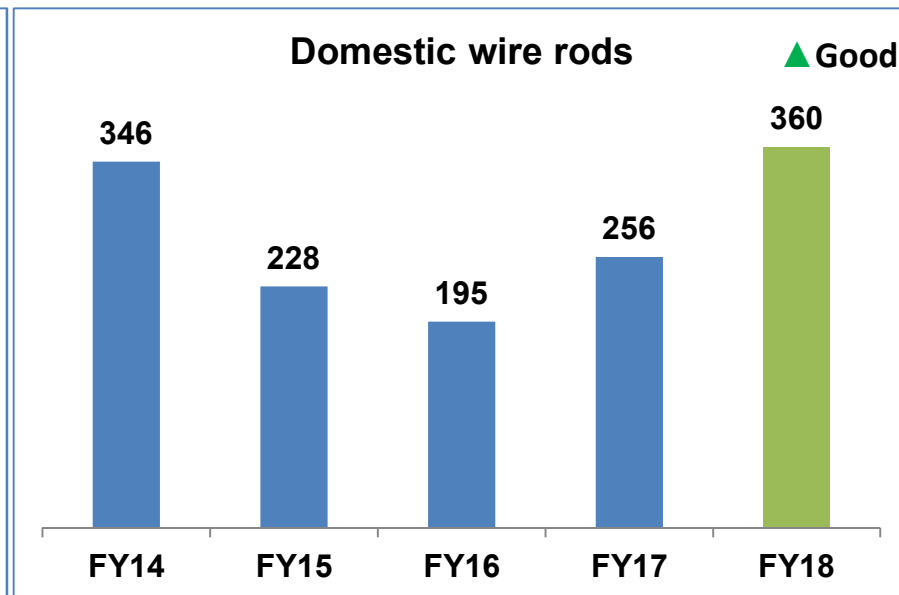
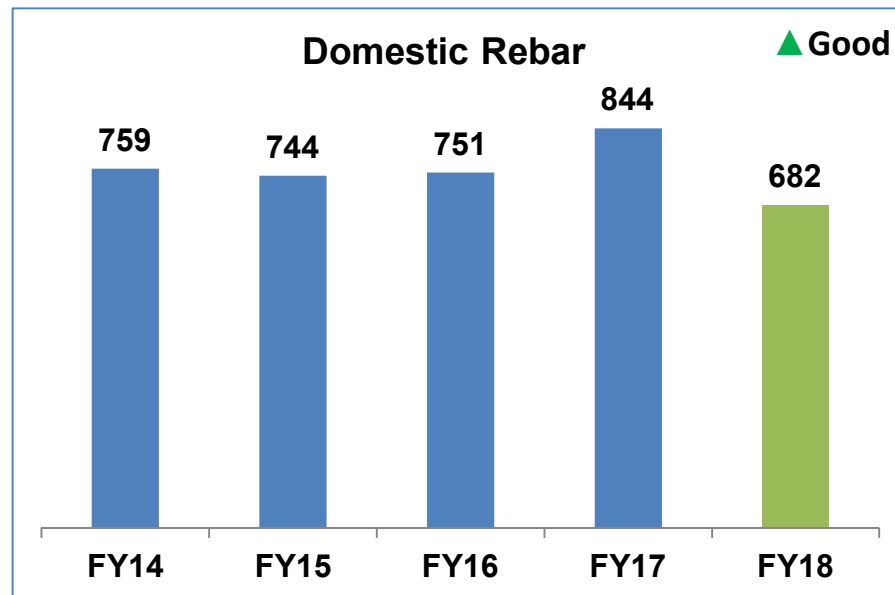
- 99.5%
- 12.1 man-hours/employee

# Sales Performance



# Product wise sales

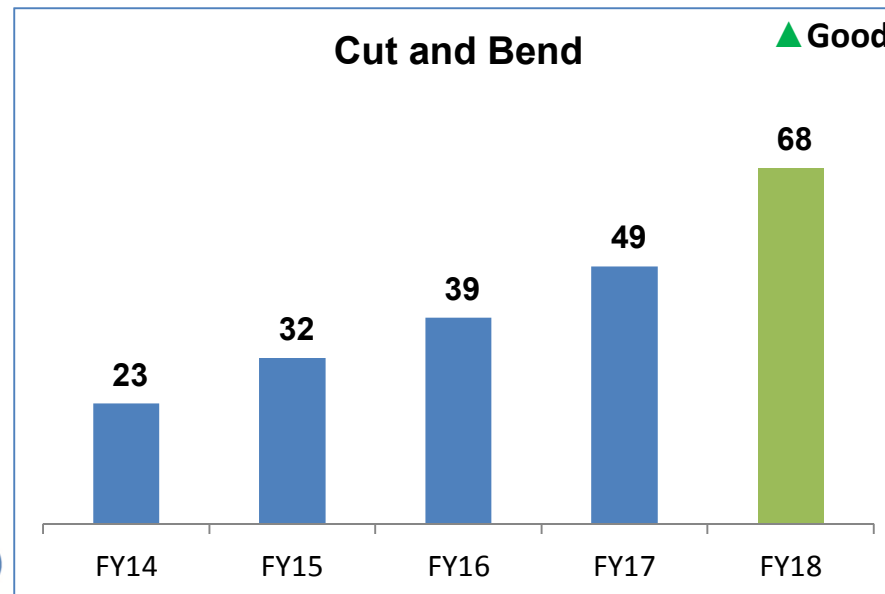
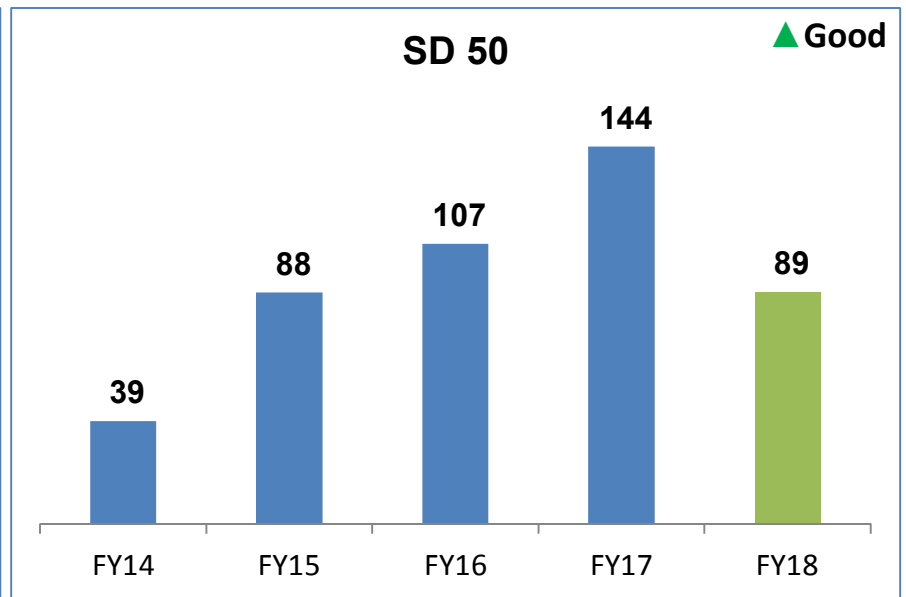
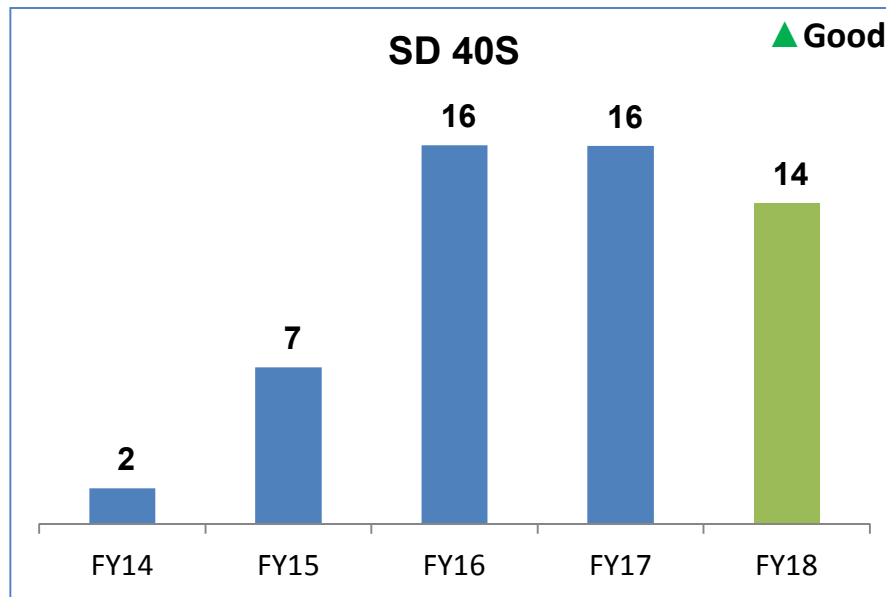
Unit : '000 Tons





# Value added product sales

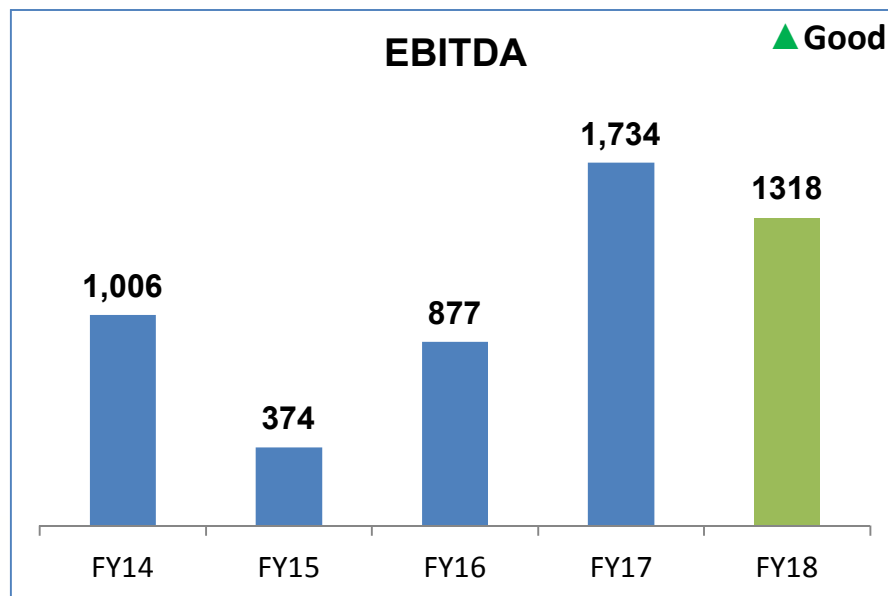
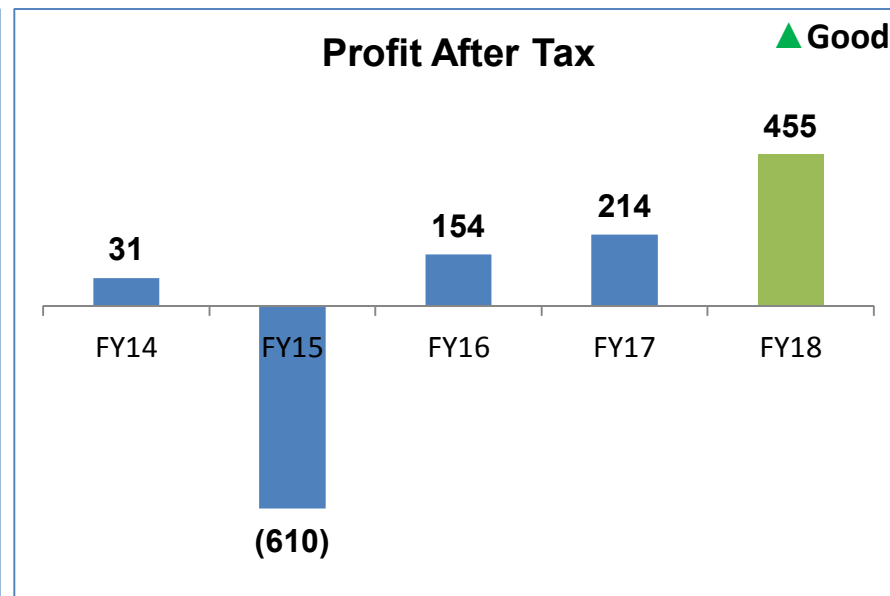
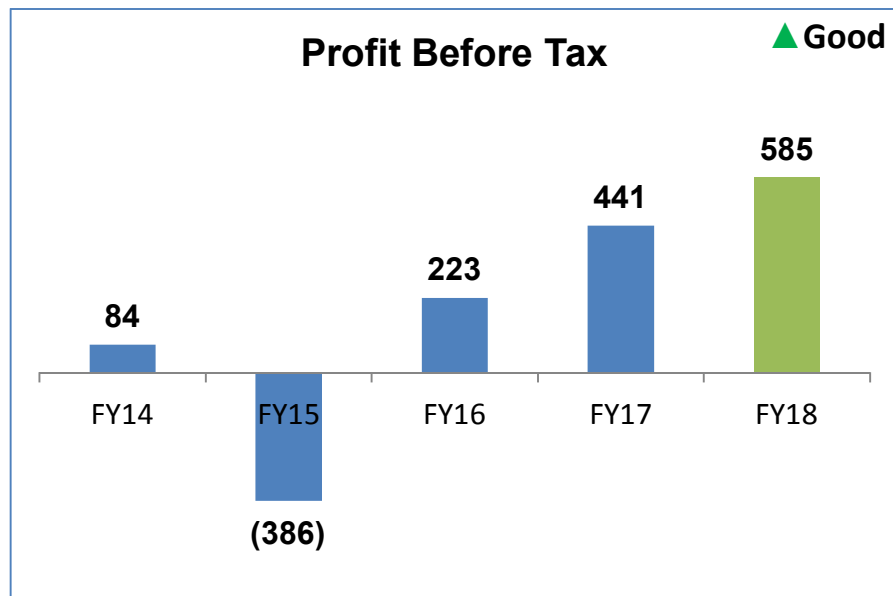
Unit : '000 Tons



Remark : Domestic sales

# Financial Performance

Unit : Million Baht



# Awards & Recognitions



The Prime Minister Awards 2017



Thailand KAIZEN Award 2017



Thailand Labour Management Excellence Award 2017



Sustainability Report Award 2017



CSR - DPIM Awards 2017



CSR - DIW Awards 2017

# Agenda

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- **Update on business environment**
- **TSTH performance in Fy18**
- **Business outlook for FY19**

# Business outlook



- Scrap and other raw material prices likely to remain high
- Exports from China expected to be lower than previous years
- Domestic construction demand likely to improve after Sep'18
- Opportunity to export higher volume to India, Myanmar and Malaysia



## Our response:

- ✓ Continue to offer differentiated products
- ✓ Expand in retail market
- ✓ Be export ready by taking necessary approvals
- ✓ Drive cost efficiencies further

**Thank You for the attention**

