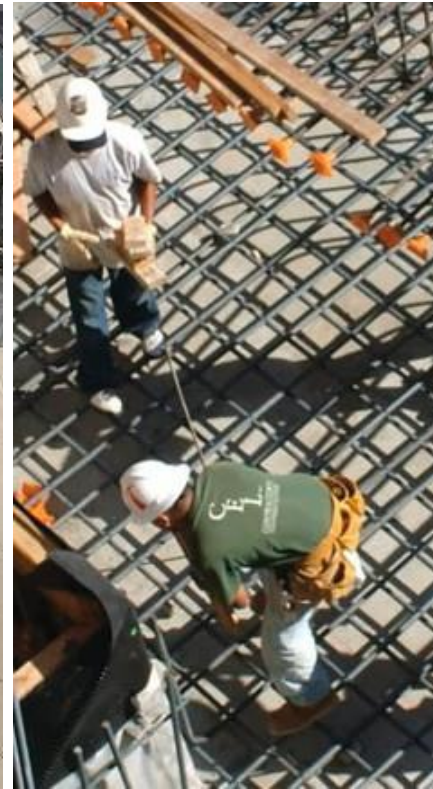


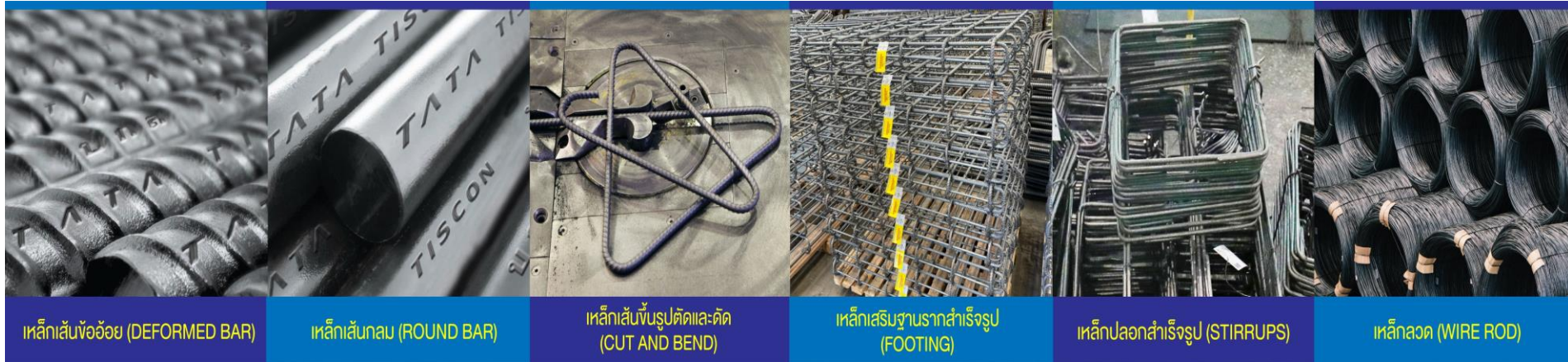
# Media Meeting Operating Results of Q4/FY23 (January – March 2023) TATA Steel Thailand PLC



Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.

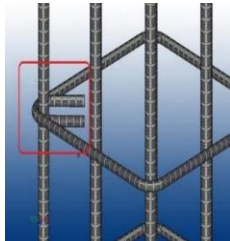


# Our Product

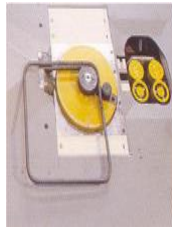


## Downstream Products

Stirrup



CAB



Dowel



Footing



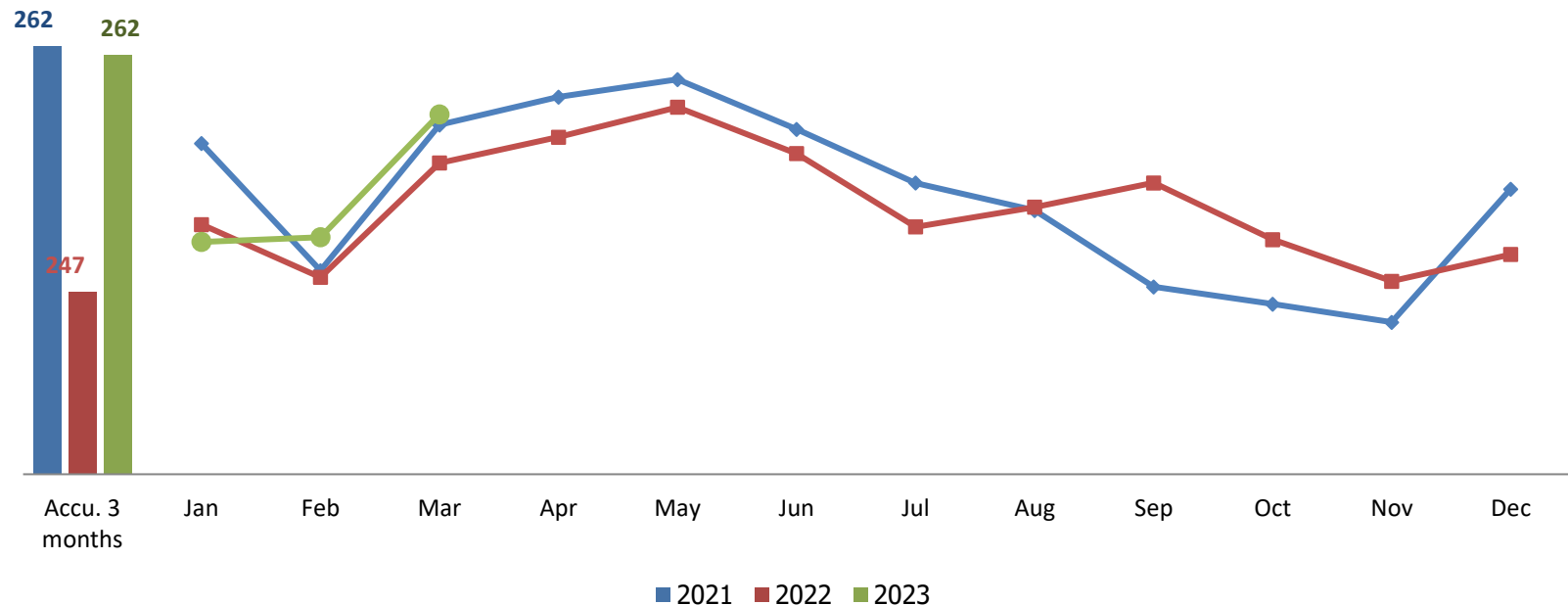
- **Update on Business Environment and Markets**
- **Q4 & Annual FY23 Performance**
- **Business Outlook**
- **Corporate Citizenship**



World	CHINA	Thailand
<div><div></div><div><ul style="list-style-type: none"><li>• More positive signs have now started to appear, with business and consumer sentiment starting to improve, food and energy prices falling back, and the full reopening of China.</li><li>• Declining energy prices have contributed to a modest improvement in the global outlook</li><li>• Headline inflation should largely begin to decline, driven by goods prices</li></ul></div></div> <div><div></div><div><ul style="list-style-type: none"><li>• Russia’s war in Ukraine, weighing on economic activity.</li><li>• Silicon Valley Bank (SVB) failure could deter US Fed from faster rate moves.</li><li>• Increase in interest rates by major central banks.</li></ul></div></div>	<div><div></div><div><ul style="list-style-type: none"><li>• China’s reopening has lifted the economy, especially the services sector.</li><li>• Recovering manufacturing Purchasing Managers' Index (PMI)</li><li>• Easing Covid lockdown</li><li>• Deceleration of inflation</li></ul></div></div> <div><div></div><div><ul style="list-style-type: none"><li>• Private sector companies saw decline in profit</li><li>• Continuing weakness in the property and construction sectors</li><li>• Weak employment</li></ul></div></div>	<div><div></div><div><ul style="list-style-type: none"><li>• Expanding domestic demand</li><li>• Recovering tourism sector and returning of tourists from China</li><li>• Private consumption encouraged by improving confidence</li></ul></div></div> <div><div></div><div><ul style="list-style-type: none"><li>• Higher-than-target inflation</li><li>• High household debt</li><li>• Rising policy rate results in higher cost of loan</li><li>• Slow growth among other regions</li><li>• Recession risk in major countries and outlook for Thai exports</li></ul></div></div>

Source : Krungsri Research (Mar 2023) , Deloitte (Mar 2023) , SCB EIC (Mar 2023) , OECD (Mar 2023)

## CHINA'S CRUDE STEEL OUTPUT, MILLION T

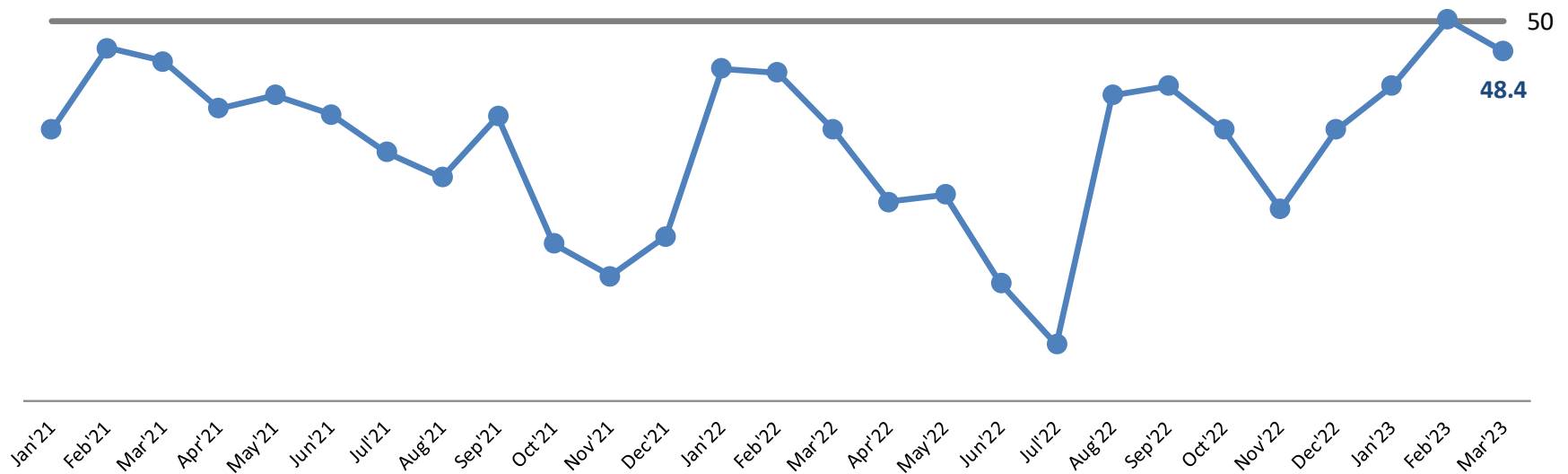


- China crude steel production increased by 6.1%y-o-y in Jan-Mar 2023. The rise was mainly attributed to better sentiment in the local market, as lockdowns under the zero-COVID policy were lifted.
- Chinese steelmakers decided to cut output as maintenance works in April and early May. Production will decrease further in May.



Good

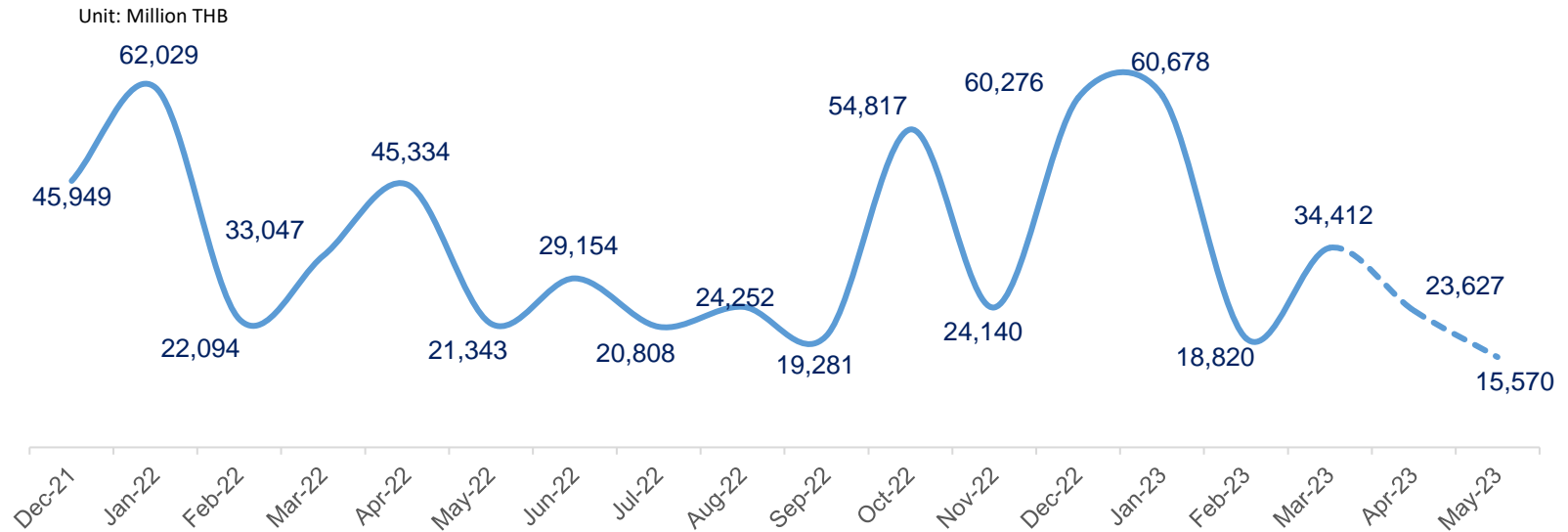
## China: Steel PMI



- Steel PMI has improved continually since early 2023 reflected from steel production and demand rose over the period. Raw material purchase price rises import iron ore and scrap prices.
- However, steel demand was below expectations despite some improvement, leading to growing supply pressure in the market.

Source: TSL China Desk

# Total construction spend trend in Thailand



- The forecast of total construction starts was declined, most sectors are seen to decline in terms of construction activity influenced by local politics, and global crisis such as an increased in the pricing of construction materials, shortage of manpower and an ongoing conflict between Russia and Ukraine is yet to improved.
- The commercial sector is trends to bounced back in terms of wellness and tourism; health and hospitality.

Source : BCI (Apr 2023)

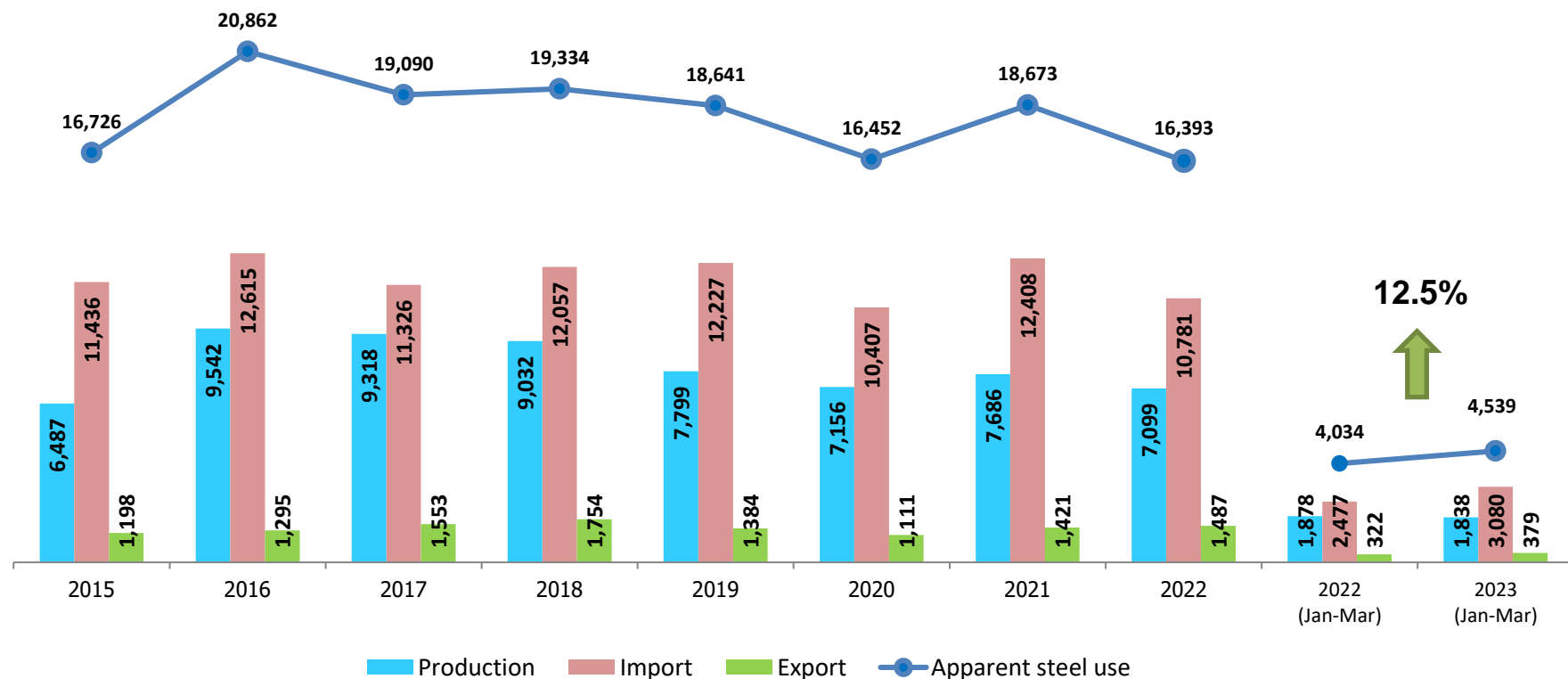


# Thailand apparent finished steel consumption



Total steel consumption increased by 12.5% in the first 3 month of 2023 which recovers from expansion of domestic demand, both consumption public and private investment.

## Thailand Apparent Steel Consumption ('000 tonnes)

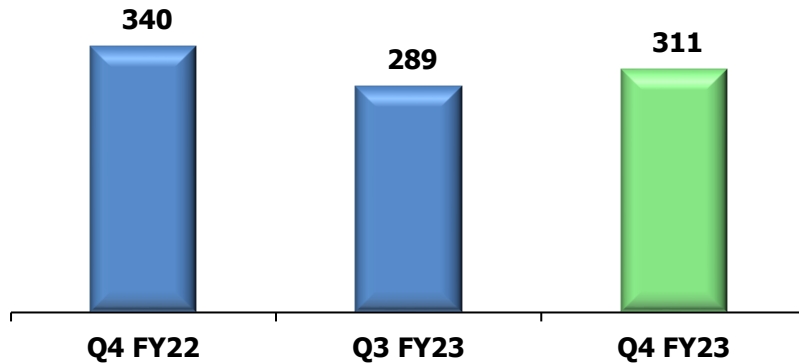


- **Update on Business Environment and Markets**
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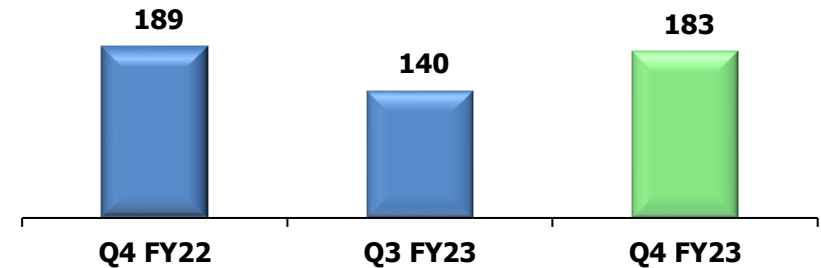
**Sales Volume in Q4 FY23 improved from previous quarter from higher domestic rebar sales partly offset by lower exports.**

Unit : KTon  Good

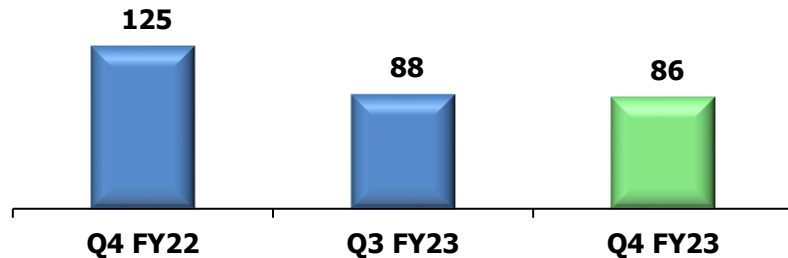
**Total sales**



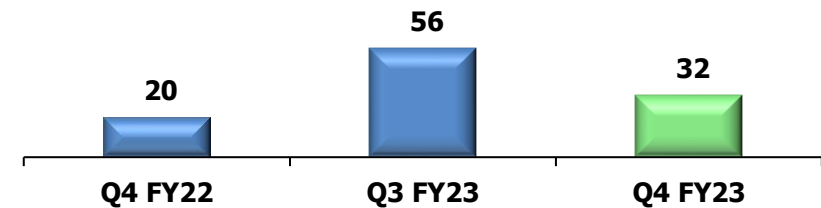
**Dom. Rebars + Cut & bend**



**Dom. Wire Rods**



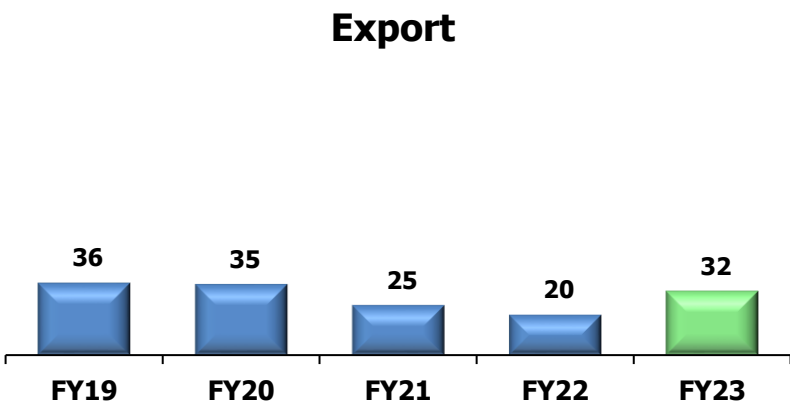
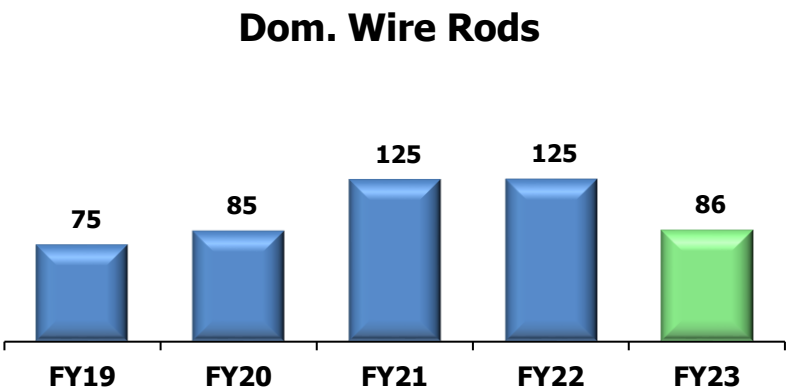
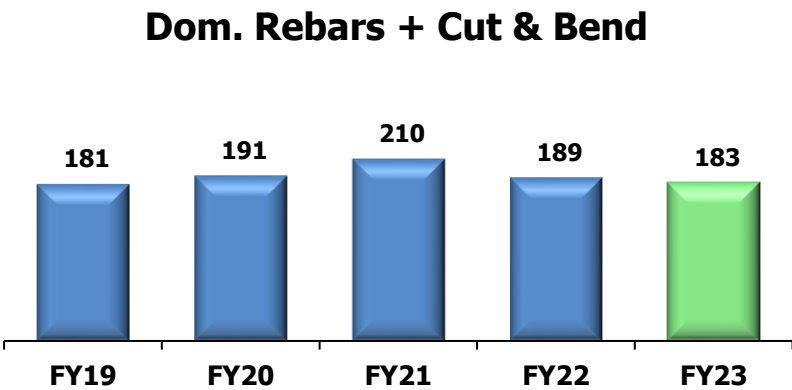
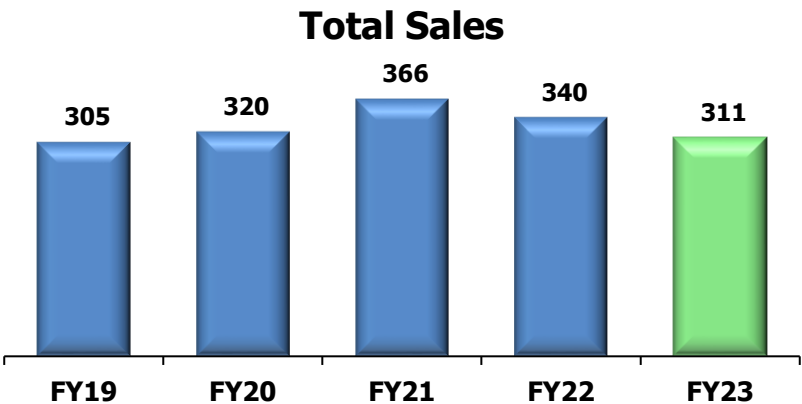
**Export**



# Sales Volume Trend for Q4 – FY23 reflects the subdued domestic market sentiments



Unit : KTon  Good

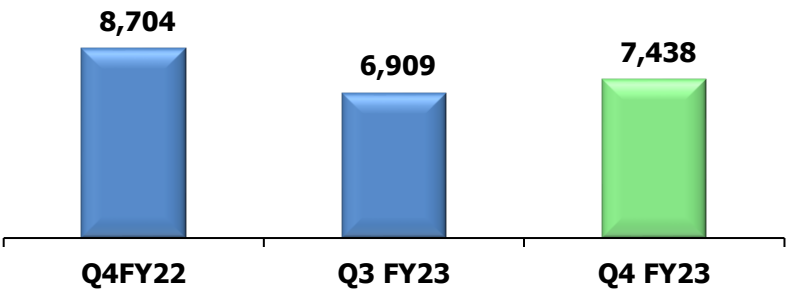


# Financial Performance Q4 FY23 – improved from previous quarter



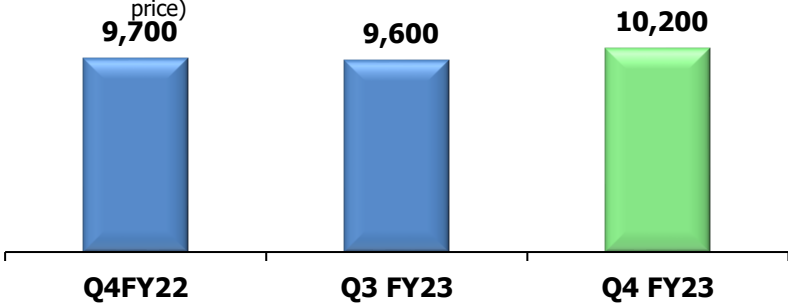
Unit : Million THB    Good

Revenue from sales

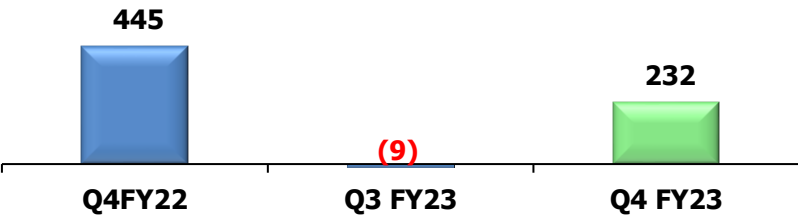


Spread (THB/Ton)

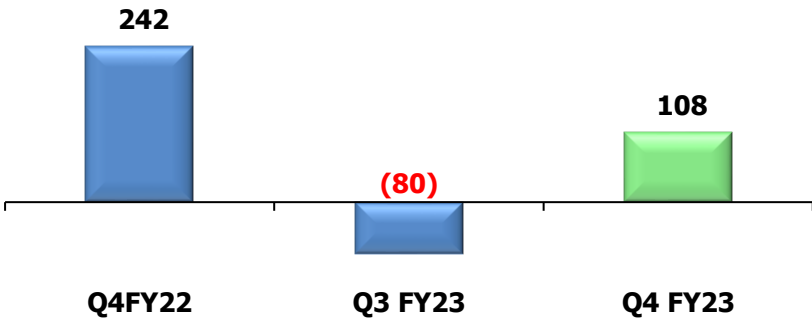
(Difference between sales price and raw material price)



EBITDA



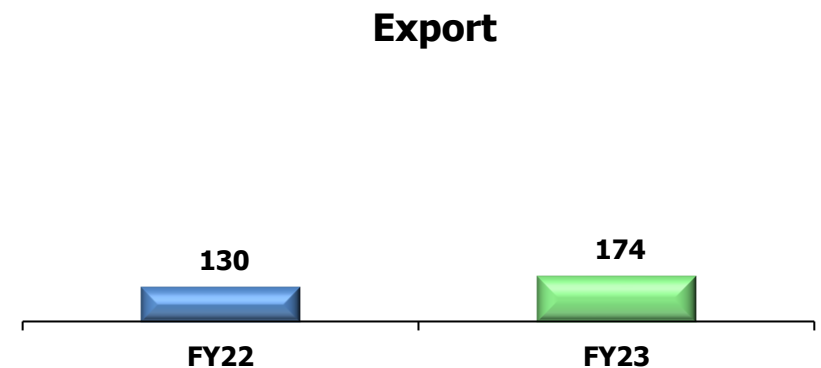
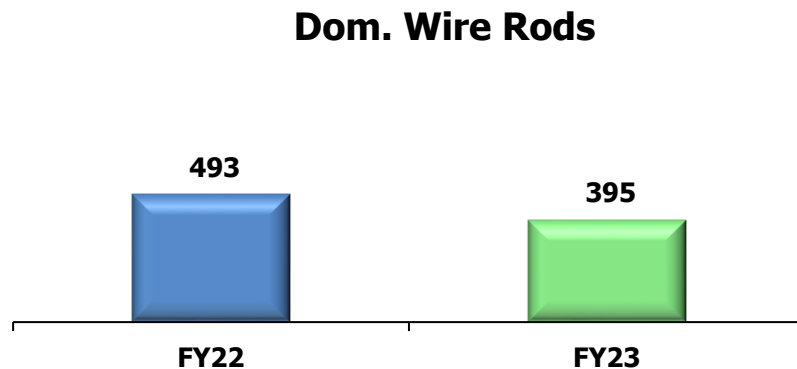
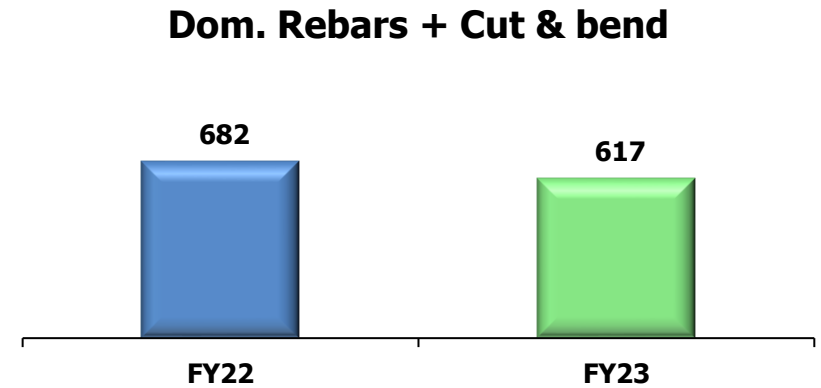
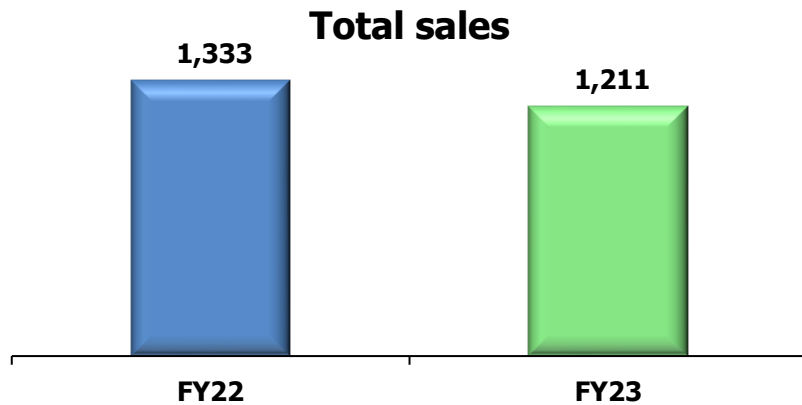
Profit (Loss) before tax





# Sales Volume FY23 – lower domestic sales partly compensated by higher exports

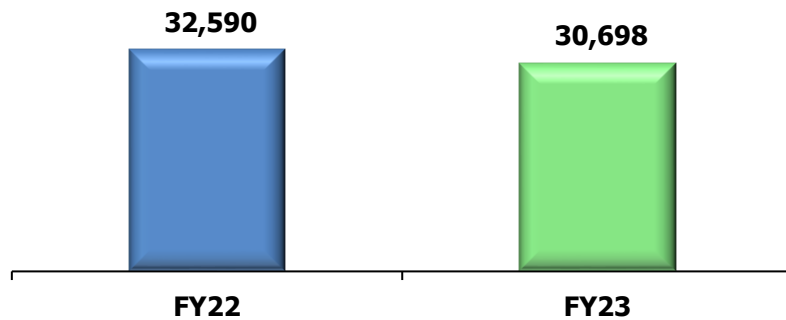
Unit : KTon  Good



# Financial Performance FY23 - lower volume and significant increase in price of power, NG etc. have impacted EBITDA

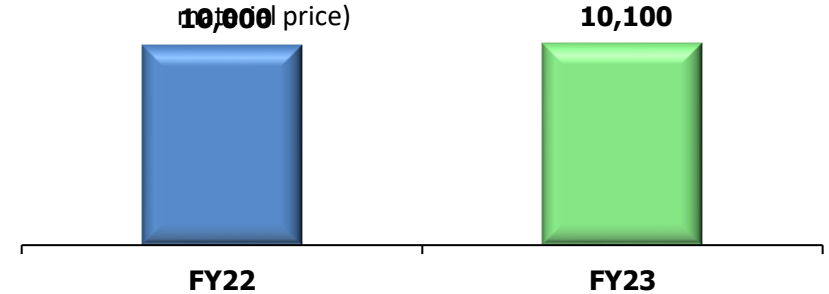
Unit : Million THB  Good

## Revenue from sales

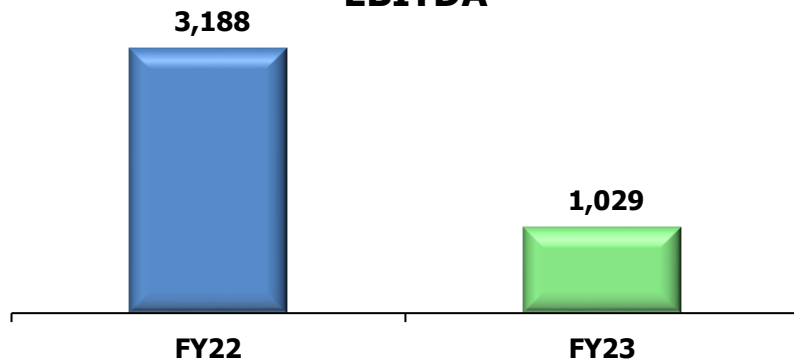


## Spread (THB/Ton)

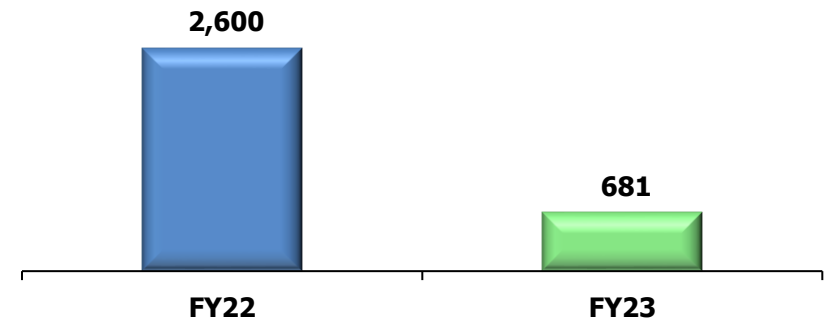
(Difference between sales price and raw material price)



## EBITDA



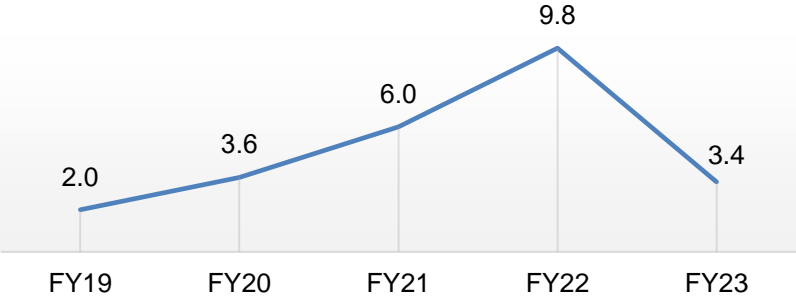
## Profit before tax



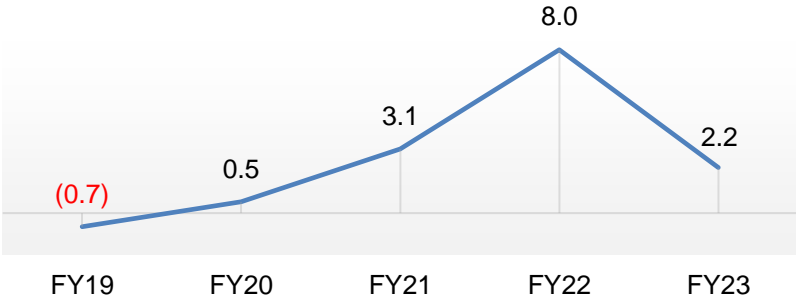
# Key Financial Indicators



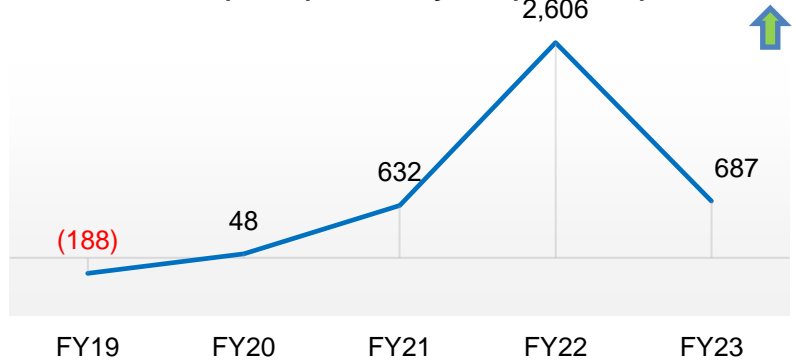
EBITDA Margin (%)



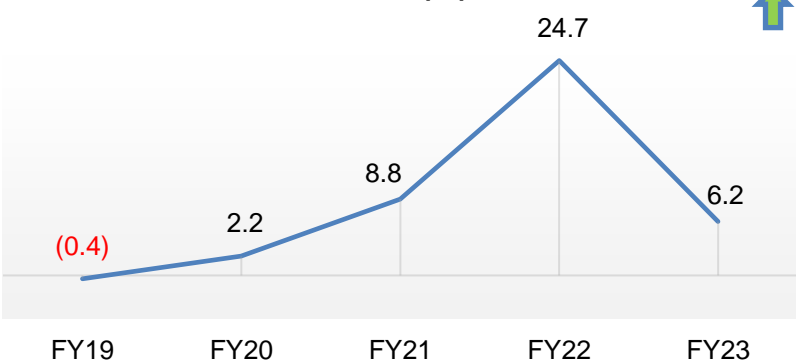
PBT/Sales (%)



Profit (Loss) for the year (Mn THB)



ROIC (%)



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- Thai economy continue to expand, driven mainly by tourism and private consumption. Exports expected to gain strength by the second half of this year
- Campaigning for general election, hold on May 14, will help boost with domestic economic activity
- Some of government projects may postponed the decision during setup new government
- FTI expects car production to inch up by 3.5% y-o-y to 1.95 million units in 2023, due to chip shortage condition improving, EV promotion and better demand from local and export
- Inflation situation in Thailand saw decelerating
- Thai baht is expected to regain steam against the greenback to 32-33 THB/USD at year-end 2023, backed by Thailand's improving economic fundamentals
- In short term, there is slow down of global demand had caused reduced exports from many Asian countries to tumble and Chinese wire rod, including finished goods, continue import to Thailand with keep pressure on domestic market



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# Improving quality of life of our communities of Q4FY23 (Jan – Mar 23)



**FY23: More than 75,000 Beneficiaries, 100% employees' participation with 9,600 Hrs.**

## Relationship with Community & Government Agencies

- **All 3 Plants:** Surveyed **36 community nearby all 3 plants** at the end of FY in March for satisfaction and opinions. Feedbacks are incorporated into activity plan FY24.



## Promoting Health & Safety Awareness

- **SISCO:** Arranged **Promoting Safety Activity** by **painting roads and traffic routes** at Tha Lan - Huay Bong Road and arranged **Fire Extinguisher Training** at Ban Kong Lek, Saraburi in February.



## Community Development

- **SCSC:** Installed **rooftop solar panels 10 kW and accessory system** for Nong Bua Daeng community, Rayong to support energy consumption of coffee shop and fitness in the community in February.



## Supporting Religion, Culture & Education

- **3 Plants:** Supported scholarship on **Children's Day activities** on the second Saturday of January for communities and schools nearby the plants.
- **TSTH & SCSC:** **Granted 20 set of second hand computers** for students at Ban Nong Fab School, Mueang Rayong District, Rayong in February.
- **NTS & SCSC:** Supported fund and participated in **Islamic religious activities** at Nurulhidayah Mosque, Muang District, Rayong and supporting the annual event of Al Ittihad Mosque, Ban Sang Wiman, Sriracha district, Chonburi in January.



## Environmental Conservation

- **SISCO:** Arranged **Tata Steel preserving the forest for the community & birthday activity** in March by **planting 200 trees**, at Phra Phutthabat Noi community forest, Saraburi.



# Awards and Recognitions in Q4FY23



TSMT - NTS Plant and SISCO Plant received **Corporate Social Responsibility – Department of Primary Industries and Mines (CSR-DPIM) Continuous Award** for the fourth and third consecutive years, respectively, and SCSC Plant received it for the first year in the category of Metallurgy plant from Department of Primary Industries and Mines, Ministry of Industry.



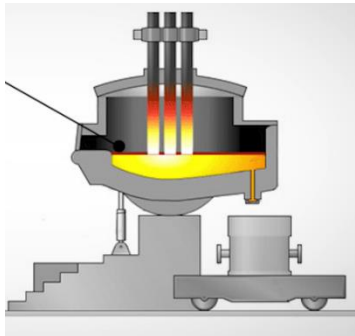
Arranged **Circular Economy Product Showcase** at Rasa Tower to promote circular economy product development by SCSC Plant which is one of the project the Company received **The Prime Minister's Industry Award 2022 in Circular Economy category.**



## Tata Tiscon rebar production by EAF process

EAF or Electric Arc Furnace is the steel melt process from scrap to recycle 100% with electrical energy that the best steel recycling technology in the present in terms of product quality, consistency and environment

- **Consume less energy:** Consumes up to 60% less energy than the iron ore process.\*
- **Less Greenhouse gas emissions:** Up to 71% less CO<sub>2</sub> emissions than iron ore production.\*
- **Clean steel:** This process can rid impurities in liquid metal that negatively affect the strength of product
- **Precise control of chemical composition:** Therefore, obtaining strong, good quality rebar suitable for construction work



## Tata Steel Environmental Management

- In Fiscal Year 2022, Tata can successfully control **CO<sub>2</sub> emission at the rate of 0.606 Ton/Ton of crude steel** by improving furnace and working process
- The company has improved the production process. to increase energy efficiency and use alternative energy for reduce the impact on the environment



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

**Thank you for your attention**