

## Media Meeting

# Operating Results of Q1/FY24 (April – June 2023)

TATA Steel Thailand PLC

เหล็กเส้น EF ทาทา ทีสคอน



ใช้พลังงานน้อยลง



ลดการปล่อยก๊าซเรือนกระจก



เหล็กสะอาด



ควบคุมองค์ประกอบทางเคมี



ใช้แพร่หลายทั่วโลก

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.

## เหล็กลวด (WIRE ROD)

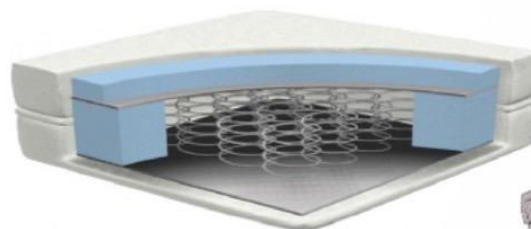
### LOW CARBON WIRE ROD

เหล็กลวดคาร์บอนต่ำ=LCWR

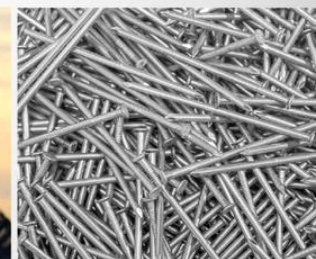
### SPECIAL PRODUCT

#### เหล็กลวดเกรดพิเศษ

- เหล็กลวดคาร์บอนปานกลาง (MCWR)
- เหล็กลวดคาร์บอนสูง (HCWR)
- เหล็กลวดอุตสาหกรรม (Y11, Co2, CHQ)



MATTRESS SPRING

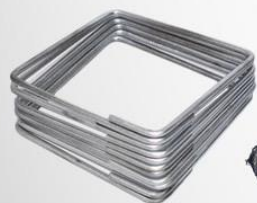




## ผลิตภัณฑ์ ทาตา สตีล



### เหล็กเส้นสำเร็จรูปพร้อมใช้



เหล็กปลอก



เหล็กเสริมฐานราก





## CUT AND BEND

'Cut And Bend' Is The Process Of Cutting And Bending Rebar In Manufacture Follow As Bar Cut List By Order Before Construction. In Order To Reduce Waste And Cost From Cut And Bend Process And Increase The Efficiency Of Construction Management

### FOR SUSTAINABLE SOLUTION IN CONSTRUCTION



Reduce the amount of rebar orders for construction around 10-15%



Reduce transportation fuel from rebar transportation and disposing of scrap steel



Reduce material waste on site



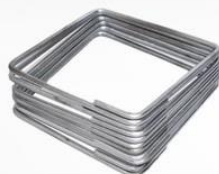
Reduce construction hours on site



### READY MADE REBAR PRODUCT

#### • READY MADE PRODUCT •

Standard size for small construction



STIRRUP  
(TISCON SUPERLINK)



FOOTING  
(TISCON SUPERBASE)

#### • BENEFIT •



CONVENIENT  
TO USE



REDUCE WASTED  
AND TIME



REDUCE SPACE

- **Update on Business Environment and Markets**
- **Q1FY24 Performance**
- **Business Outlook**
- **Corporate Citizenship**

# 2023 Economic Outlook

## World



- The global economy is slowly recovering from impacts of the pandemic
- Continued recovery of the service sector
- Commodity prices have declined
- Energy cost down from its peak



- Tightening of credit conditions weighing on economic activities across the board
- Recessions in many major advanced economies later 2023
- Persistent inflation and rising interest rates
- Continuing geopolitical tensions

## CHINA



- China's economy is recovering, albeit slowly, since the removal of pandemic-related restrictions
- Supply-chain disruptions begin to unwind.
- China's trade with ASEAN have continued to see fast growth



- Slowing exports to advanced economies
- New sales and property projects remained weak
- Production and new order declined in line with all raw material price indicated overall declining trends.

## Thailand



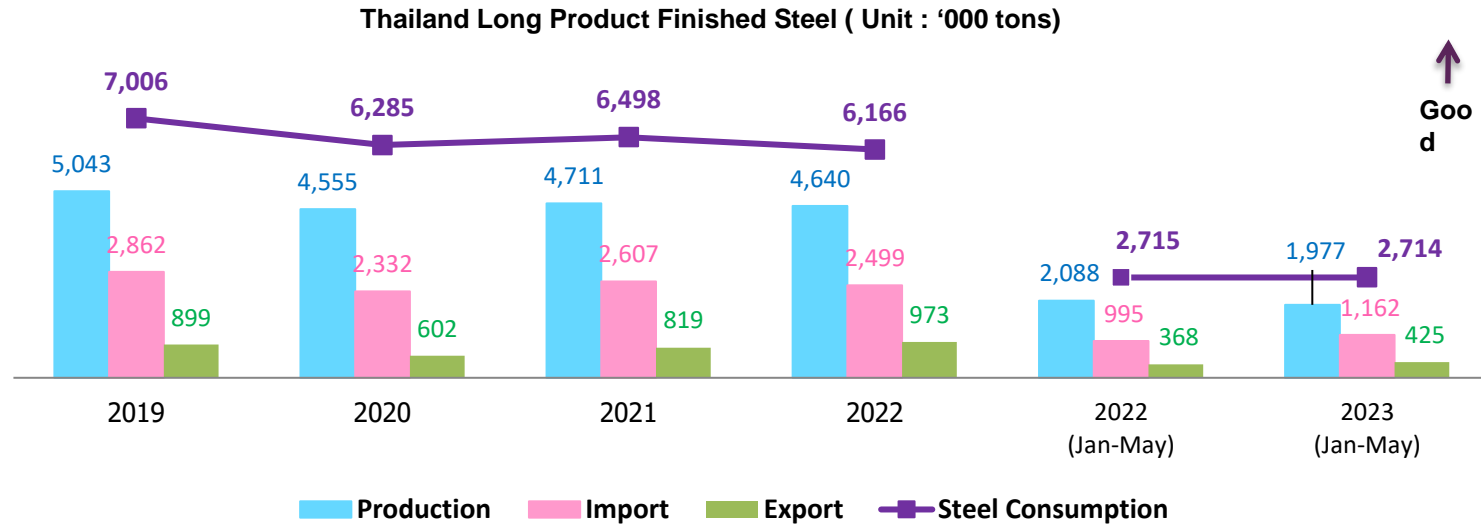
- Thai economy has been driven by recovery in tourism activity and rising domestic spending
- Inflation is abating and consumer confidence is strengthening
- Private investment would be supported by improving domestic activity.



- Political uncertainty from new government formation and its policies
- Subdued exports from global weaker demand
- Rising interest rates with rising cost of living, high household debts
- Mild to severe El Nino impact agricultural

Source : Krungsri Research (Jun 2023) , Capital economics. (Jun 2023) , SCB EIC (Jun 2023) , KPMG (May 2023)

# Overall, Steel Consumption in Thailand has declined since 2019



- Some steel mills also halted production during parts of 2022 and 2023
- During the first five months of 2023 the Long Product steel consumption is same as in 2022
- Real estate slower with recovery from high material price, increasing of interest rate under of high household debt.
- Recovery of tourism and the government's increased spending in infrastructure could help improve future forecasts
- Central Bank increased interest rates by 25 basis points in March
- Thailand's economic outlook will depend on policies to be enacted by the new administration



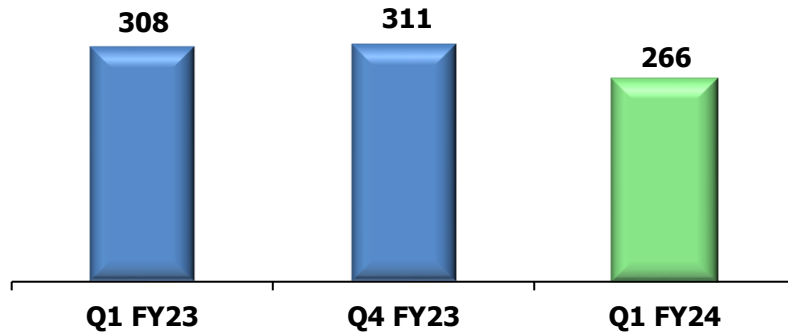
- **Update on Business Environment and Markets**
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# Sales Volume in Q1 FY24:

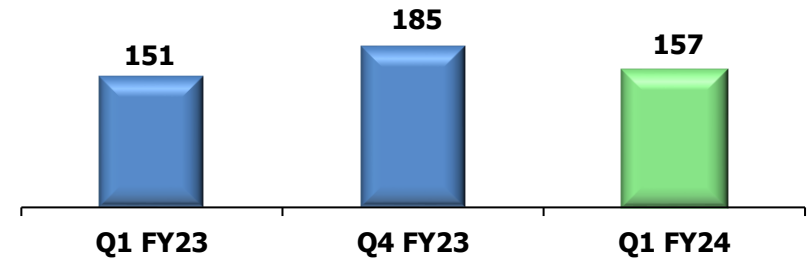
Low domestic demand, surge in low-priced wire rod imports from China, extremely weak international market sentiments adversely impacted deliveries

Unit : KTon  Good

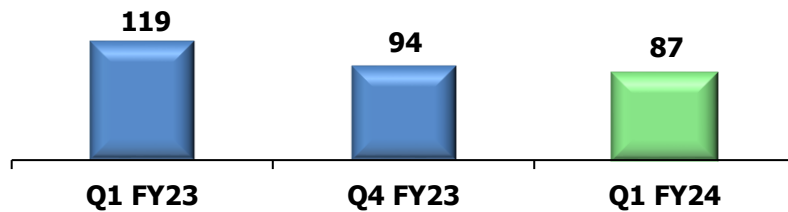
## Total sales



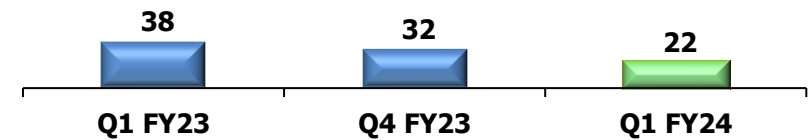
## Domestic Rebars (Include Cut and Bend)



## Domestic Wire Rods (Include Small Section)



## Export



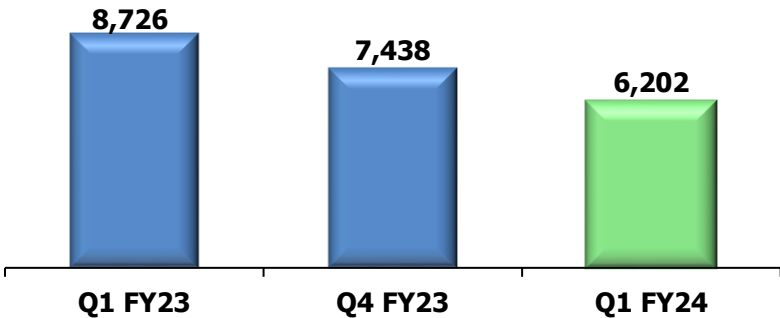
# Financial Performance Q1 FY24:

reflects lower prices from subdued market sentiments and lower sales volume

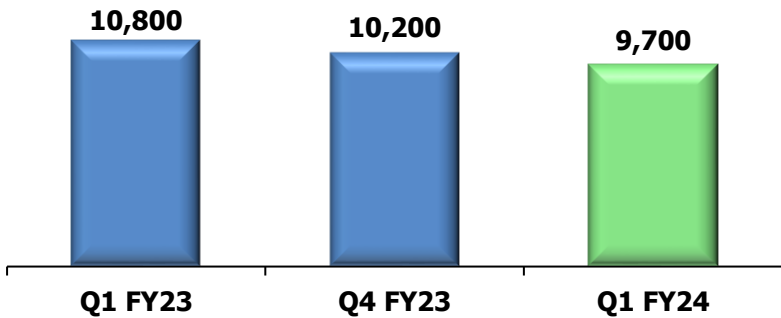


Unit : Million THB  Good

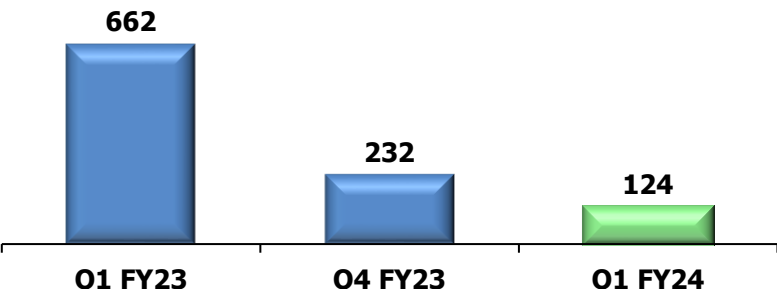
Revenue from sales



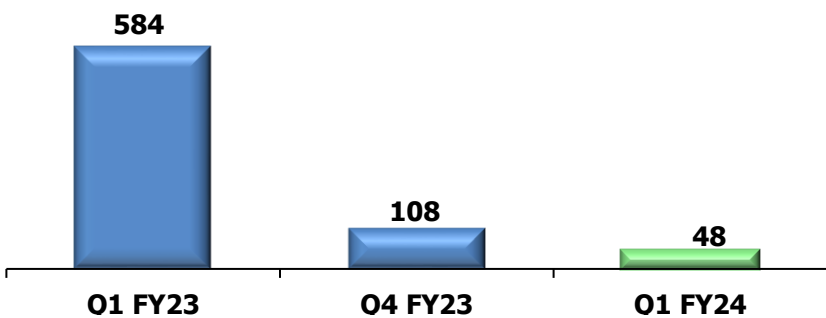
Spread (THB/Ton)



EBITDA

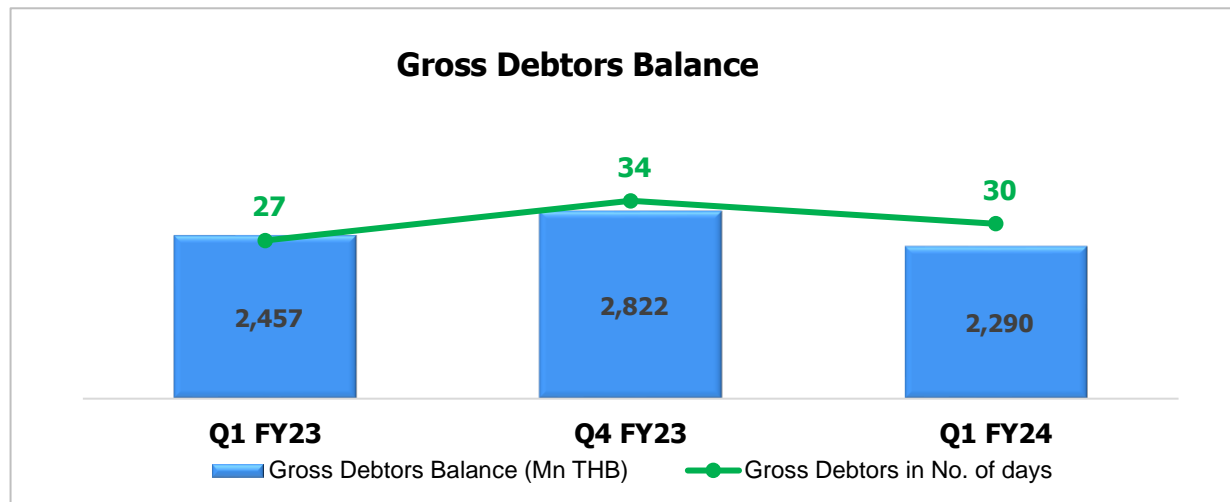
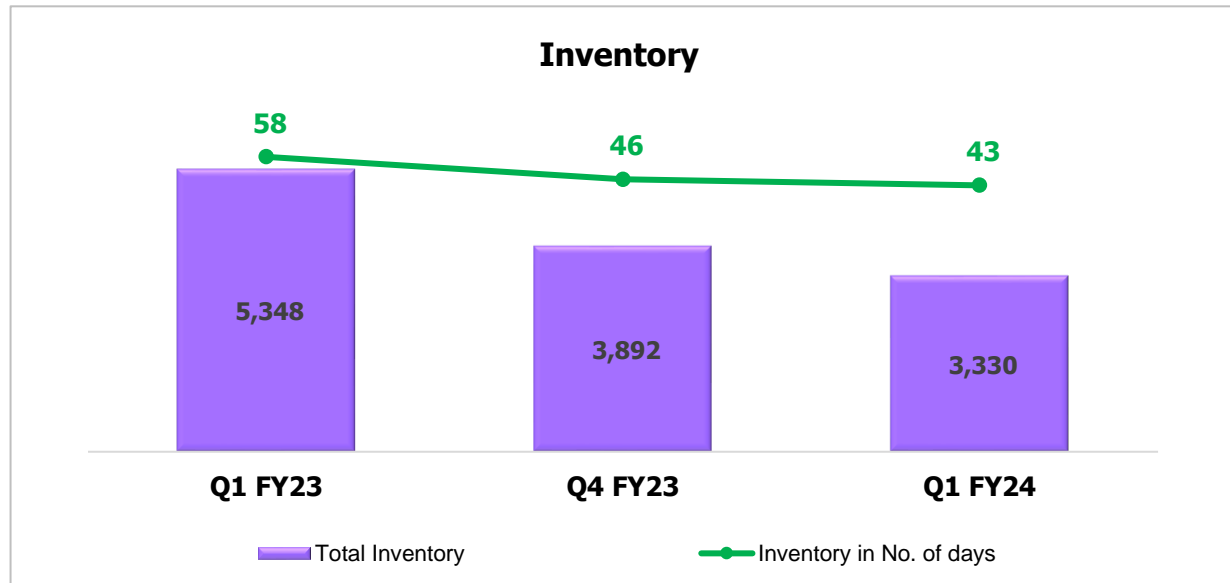


Profit Before Tax



# Working Capital Performance Q1 FY24:

The focus was on maintaining close control on the working capital





- **Update on Business Environment and Markets**
- **Q1FY24 Performance**
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- Private investment showed positive signs in first half of 2023 given improving sentiment in the manufacturing and services sectors and improving FDI
- Private consumption would continue to grow on the back of lower unemployment, but growth would be capped by still-low income, still-high debt, higher interest rates, and drought impact.
- The key issue will be when the next government would be formed and affect of delay on budget of FY2024

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# Improving quality of life of our communities of Q1FY24

More than 19,000 Beneficiaries

## Supporting Religion, Culture & Education

**SCSC:** Supported Songkran tradition to 3 communities: Soi Prapa Community, Nong Nam Yen Community, Nong Taeng Mae community, Rayong province.



## Promoting Health & Safety Awareness

**NTS & SISCO:** Supported 2,520 Tata drinking water for 7 Dangerous days during Songkran festival to the Moral Rescue Unit, Ban Bueng Association, Bowin Point, Bowin Provincial Police Station and Si Racha District Office, Bowin Sub District, Si Racha District, Chonburi Province, and Tha Lan Sub District Municipality, Tha Luang Sub District Municipality and Bangkhamod Sub District Municipality, Saraburi Province.



## Environmental Conservation

- **All 3 plants:** Arranged environment conservation activities by planting **410 trees** in the plants on World Environment Day.
- **SISCO:** Arranged “Plant with heart for the environment” project by planting **345 trees** at Muaklek Life Skill Promotion and Development Center, Saraburi.
- **TSTH & NTS:** Participated in **Environmental Spy Network Project** with WHA Chonburi Industrial Estate 1-2 by teaching **say no to plastic** for students at Ban Bowin School, Chonburi.



## Community Development

**SCSC:** Supported **6 chairs** from **Circular Economy Project** for Nong Nam Yen community office, Rayong and supported **short-end steel and wooden pallets** for Nong Bua Daeng community, Rayong for making furniture on their own.





# Awards and Recognitions in Q1FY24



TSTH has been selected to be in the Universe of the **ESG100 Securities Group of 2023** for the best-performing publicly listed companies in terms of Environmental, Social and Governance (ESG) as the universe for sustainable investments with the yield *“more than financial returns”*.



TSMT - SCSC Plant received **Carbon Footprint of Circular Economy Product Label Certificate (CE-CFP)** for Deformed bar 15M 400W from Thailand Greenhouse Gas Management Organization (Public Organization) (TGO) for export to Canada.



TSMT - NTS Plant has been certified for **Green Industry Level 4 (Green Culture)** from Ministry of Industry

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**