

Media Meeting

Operating Results of Q2/FY24 (July – September 2023)

TATA Steel Thailand PLC

October 25, 2023

เลือกเหล็กเส้น เลือกทาทา ทิสคอน



**ผู้ผลิตเหล็กทรงยาว
อันดับ 1 ของไทย**

- ทาทา ทิสคอน เป็นยี่ห้อเหล็กเส้นที่ได้รับความนิยมในประเทศไทย
- ได้รับความไว้วางใจจากหลายภาคส่วน และนำไปใช้งานโครงการขนาดใหญ่ เช่น สนามบิน สุวรรณภูมิ, ไอคอนสยาม, MRT/BTS และอาคารรัฐสภาตึกใหม่

- ใช้การหล่อเตาไฟฟ้า(EAF) ในการผลิตเหล็กเพื่อให้คุณภาพส่วนผสมในสินค้ามีความสม่ำเสมอ
- สินค้าทุกล็อตผ่านการทดสอบ 3 ครั้ง และรับประกันคุณภาพโดยรับใบรับรองจากโรงงาน



**สินค้าทุกล็อต
ผ่านการทดสอบ
คุณภาพ**

- มีทีมเทคนิคบริการหลังการขายให้ลูกค้า



- ลูกค้าจะได้รับบริการภายใน 48 ชั่วโมง กรณีมีข้อสงสัยหรือปัญหา

**ทีมเทคนิค
ที่พร้อมให้บริการ
ลูกค้าภายใน
48 ชั่วโมง**

ผู้นำด้านนวัตกรรม

- เป็นผู้ผลิตรายเดียวที่ออกแบบ "เหล็กเส้นเหนียวพิเศษ" ที่สามารถต้านแรงแผ่นดินไหวได้
- มีสินค้านวัตกรรม (SD50, Seismic, CAB, GB) เพื่อคุณภาพที่เหนือกว่าและลดการสูญเสียทรัพยากร



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.

- **Update on Business Environment and Markets**

- **Q2FY24 Performance**

- **Business Outlook**

- **Corporate Citizenship**

Key Takeaway in 2023



World



- Global economy is expected to be largely driven by **services**



- High uncertainty of global economy
- Geopolitical conflict(s); climate volatility and El Niño affect food prices

CHINA



- Policy supports on manufacturing and property sector ease
- People's Bank of China (PBOC) keeping its benchmark lending rates unchanged.



- Deflation occurs in July for the first time since early 2021
- Economic growth remains weak given domestic, external and structural headwinds.
- China's private investment continued to suffer from liquidity problem and high debt burden in the real estate sector.

Thailand



- The government plans to stimulate the economy in near term by lowering energy costs, boosting tourism activity, and restructuring farming debts.
- Private consumption continues to be supported by accelerating services sector and improving confidence.

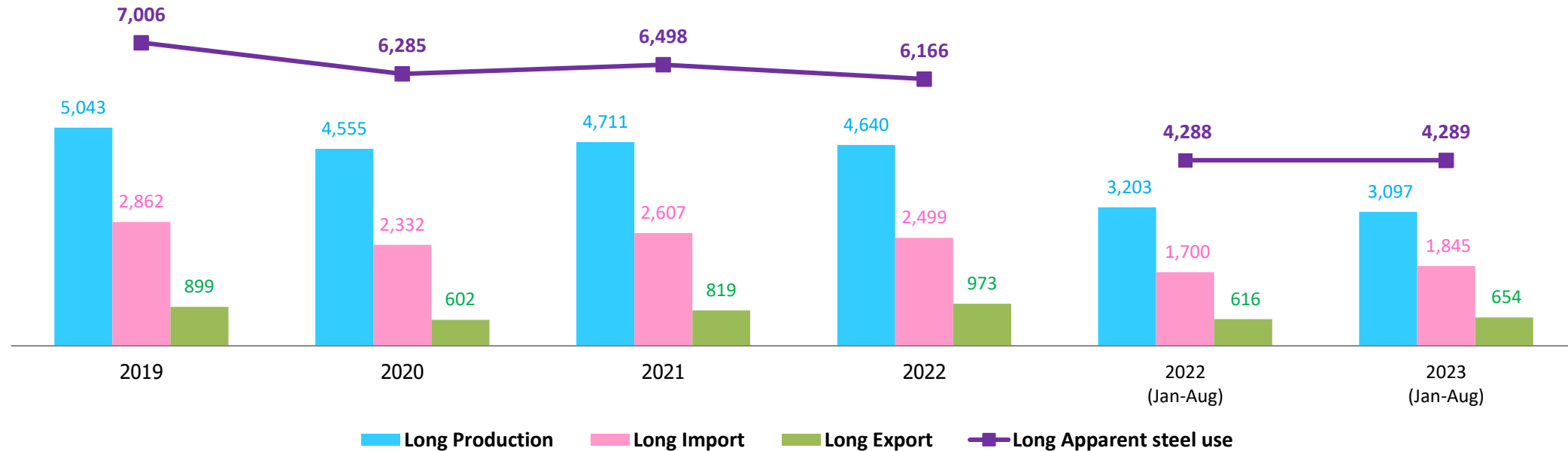


- High household debt
- Rising policy rate - higher cost of loan
- Slow growth
- Export remains sluggish, partly due to weak demand in overseas markets.
- **Thai baht is significantly volatile in the backdrop of weak economy and FED's interest rate increase and Yuan's weakening value.**

Steel Long Products Consumption in Jan-Aug 2023 is at same level as Jan-Aug 2022 (Domestic production, however, is lower and substituted by imports)



Thailand Long Product Finished Steel (Unit : '000 tons)



- The Thai Economy in Q2/2023 expanded by 1.8% YoY as against 2.6% reported in Q1/2023, as against the initial annual projection of 3.5%-4% for CY2023.
- [The government](#) has announced economic stimulus packages of oil price subsidies, electric bill cost reductions, 10,000-baht digital cash handout program.
- The 2024 budget is required to be approved in Oct-Dec; if not, NESDC will inject money into the economy in the Q4
- Private construction activities in 2024 will continue in the previously expanded construction permit areas for both residential and commercial real estate.

Source : ISIT (Sep 2023)

- **Update on Business Environment and Markets**

- **Q2FY24 Performance**

- **Business Outlook**

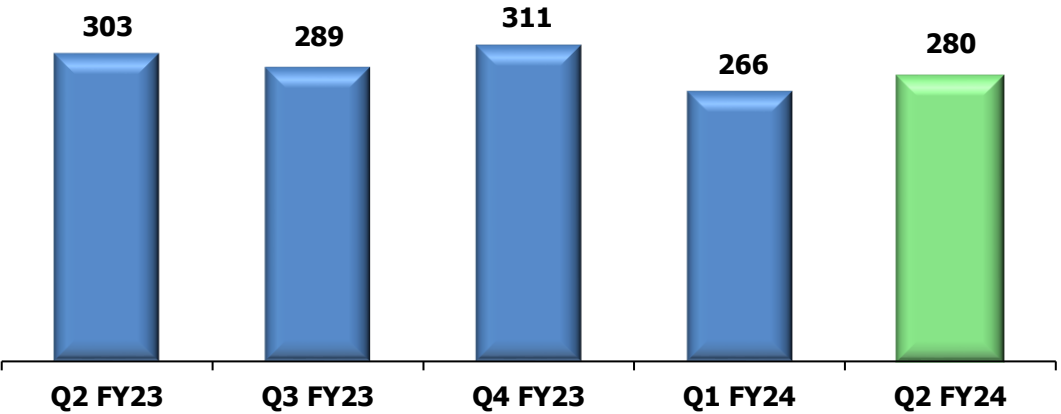
- **Corporate Citizenship**

Sales Volume in Q2 FY24

Good
Unit : KTon

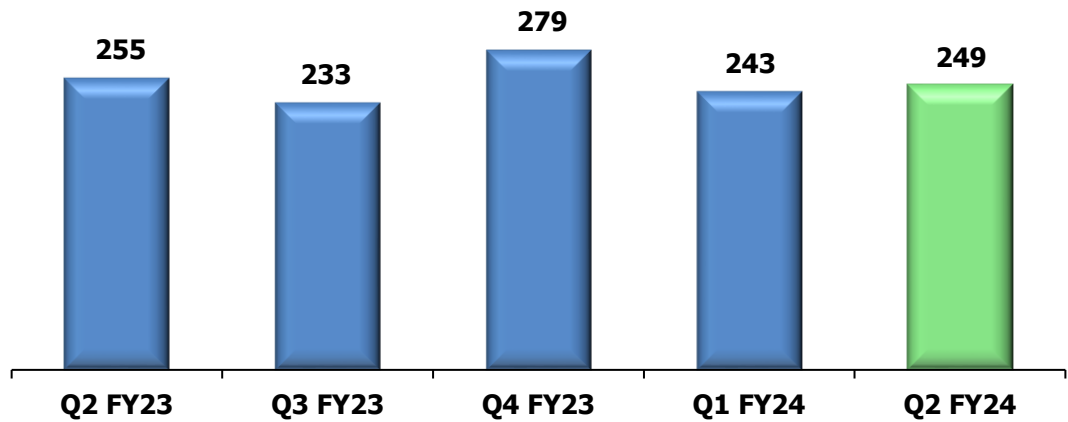


Total sales

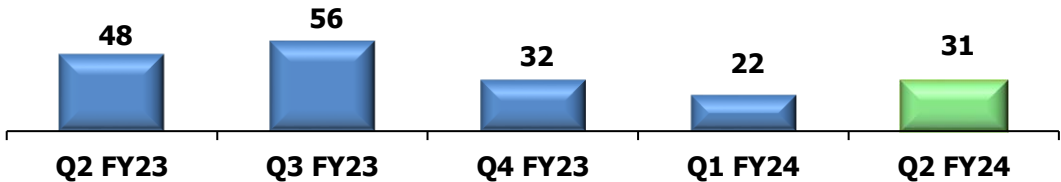


- Some improvements noted in Rebar sales. However, overall low domestic demand coupled with a surge in low-priced wire rod imports into Thailand continued to adversely impact the deliveries in the Q2.
- International markets remained depressed.

Domestic



Export



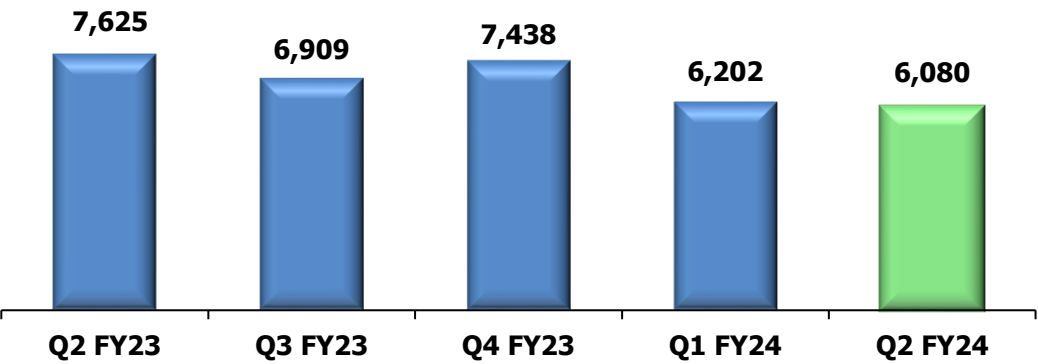


Good

Unit : Million THB

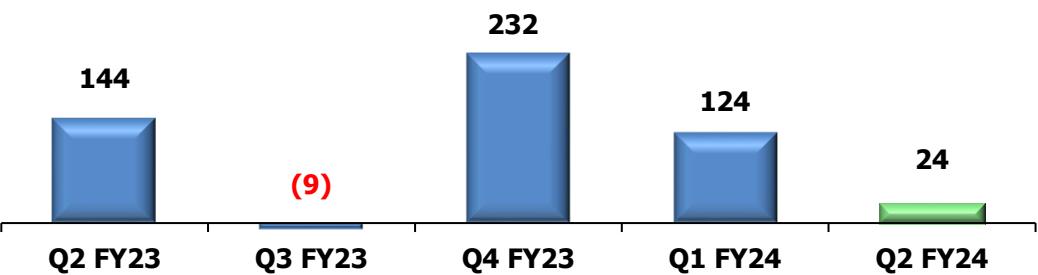


Revenue from sales

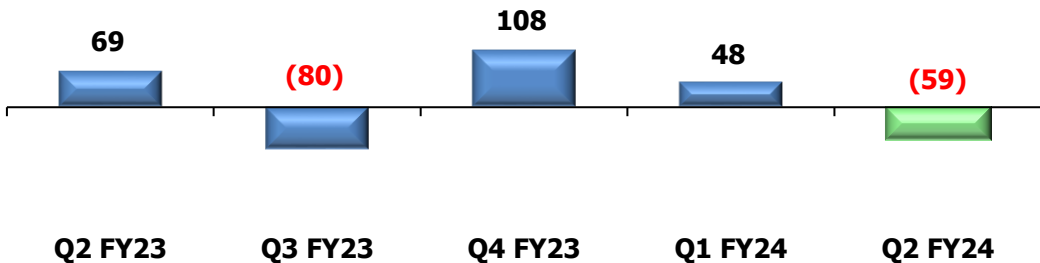


- There has been considerable reduction in margins as sales prices remained under **considerable comparison to** scrap prices.
- The working capital (inventory and debtors) were under control

EBITDA



Profit (Loss) Before Tax



- **Update on Business Environment and Markets**
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- Overall economic sluggishness and weakness in global demand is expected to continue.
- The industry will keenly await 2024 annual budget settlement and disbursement of government investment.
- Overall steel consumption will remain the same as previous year
- Private consumption continues support from improving in services sector, clear with government policy but growth could be limited by high household debts and drought impact and weak external demand
- Industrial product exports in 2023 are poised for a contraction in almost all segments due to the global demand slowdown and price factors.
- The movement of Thai baht will be under focus from all stakeholders

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Improving quality of life of our communities of Q2FY24



Supporting Religion, Culture & Education

1. **TSTH & NTS:** Participated in the **English & Adventure Camp Activity 2023** by teaching School Zone Road Safety at Ban Bowin School, Si Racha District, Chonburi in August 2023.



Promoting Health & Safety Awareness

1. **TSTH & all 3 Plants:** Donated Blood for the project **“Share Life Give Blood”**. **156 Employees, total blood of 54,600 cc** during April to September 2023.



1. **SISCO:** Arranged safety-promoted activities by **painting barriers and fence lines** for accident prevention in front of SISCO plant, Saraburi in July 2023.



Environmental Conservation

1. **TSTH & all 3 Plants:** Arranged **“Tata Steel Restore the Earth Project”** by **planting 1,000 Yang Na trees and making seed bombs** at Bang Phra Wildlife Breeding Station, Chonburi in September 2023.
2. **SISCO:** Designed and installed **50 movable organic waste bins** including sharing the knowledge of separating waste properly with systematic waste management in Wat Saraphi community, Saraburi in August 2023.



Supporting Non-Profit Organization

1. **TSTH:** Donated **Tata Tiscon Rebar** to **“Engineers Camp of Chulalongkorn University”** for the construction of a multi-purpose building for schools in remote areas at Ban Nong Krating School, Prachuap Khiri Khan in July 2023.



Awards and Achievement Q2 FY24



NTS, SCSC, SISCO received **CSR-DIW Continuous Award 2023** from Department of Industrial Works, Ministry of Industry.



NTS, SCSC, SISCO received **Green Mining Award 2023** from Department of Primary Industries and Mines, Ministry of Industry.



SISCO received **Certificate of Carbon Footprint Product (CFP) and Circular Economy - CFP** from Thailand Greenhouse Gas Management Public Organization (TGO).



SISCO received **Certificate of Carbon Footprint for Organization (CFO) 2023** from Thailand Greenhouse Gas Management Public Organization (TGO).



SCSC received **Green Star Award 2022** from the Industrial Estate Authority of Thailand (IEAT).



NTS received **EIA Monitoring Award 2023** from Ministry of Natural Resources and Environment.



SCSC Plant received **Thailand Labor Management Excellence Award 2023** in National Level for the 5th consecutive year, from Department of Labor Protection & Welfare, Ministry of Labor.

Thank you for your attention