

**Media Meeting**

**Operating Results for January-March 2024 and April 2023-March 2024**

**TATA Steel Thailand PLC**

**April 30, 2024**

**ทาทา สตีล (ประเทศไทย)**

**พร้อมสร้างการเติบโตร่วมกันอย่างยั่งยืน**



**ด้วยกระบวนการผลิตสีเขียว  
GREEN PROCESS  
เพื่อสิ่งแวดล้อมและสังคมที่น่าอยู่**



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- **Update on Business Environment and Markets**
- **Q4FY24 and FY24 Performance**
- **Business Outlook**
- **New products improvement and Corporate Citizenship**

**Global economy** slowed in 2023 and presently, in 2024, there appears no change.

In Thailand, 2023 growth was 1.9% (there was no government budget) and Q4 was 1.7%.

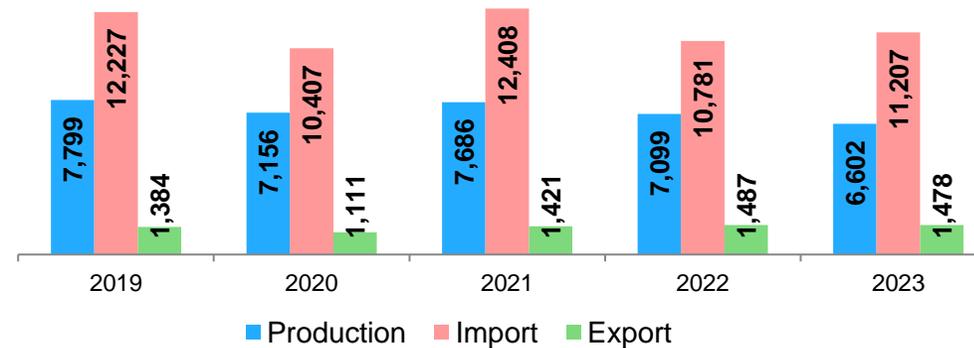
Tourist arrivals – in 2019 it was 40 million, and in 2023 27million. Currency depreciated 5% after Dec 2023.

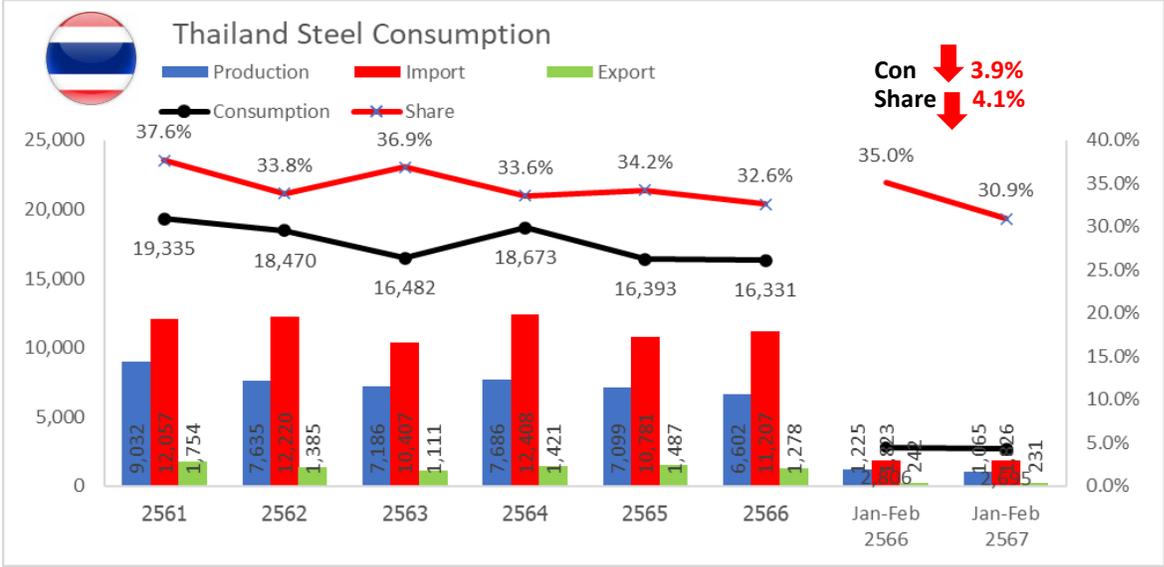
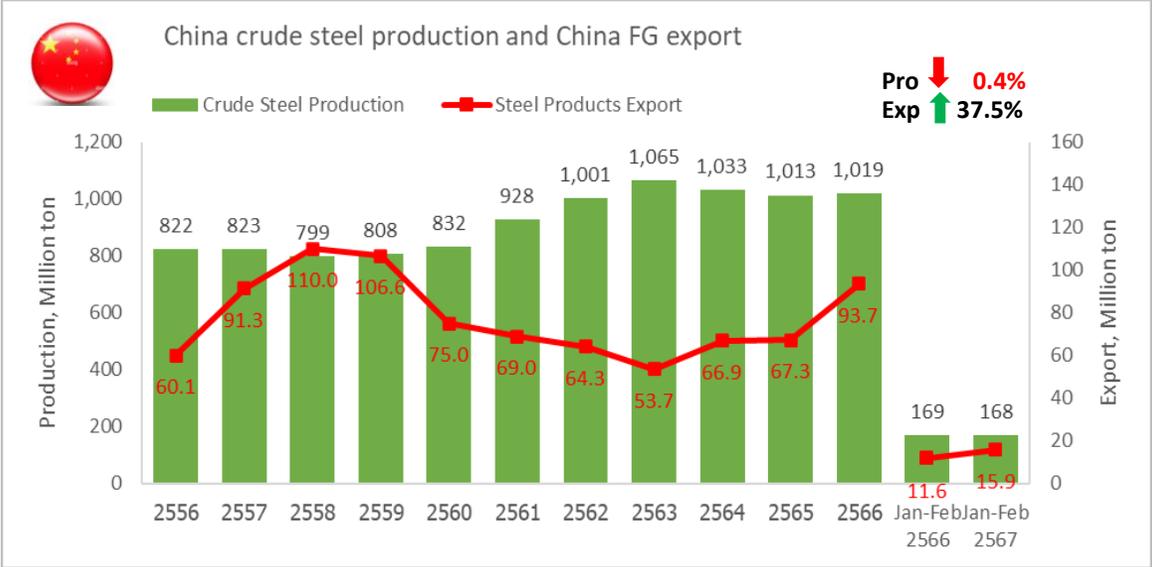


Steel consumption fallen  
+10% from 5 years ago.

### Thailand steel consumption

Unit: '000 tons





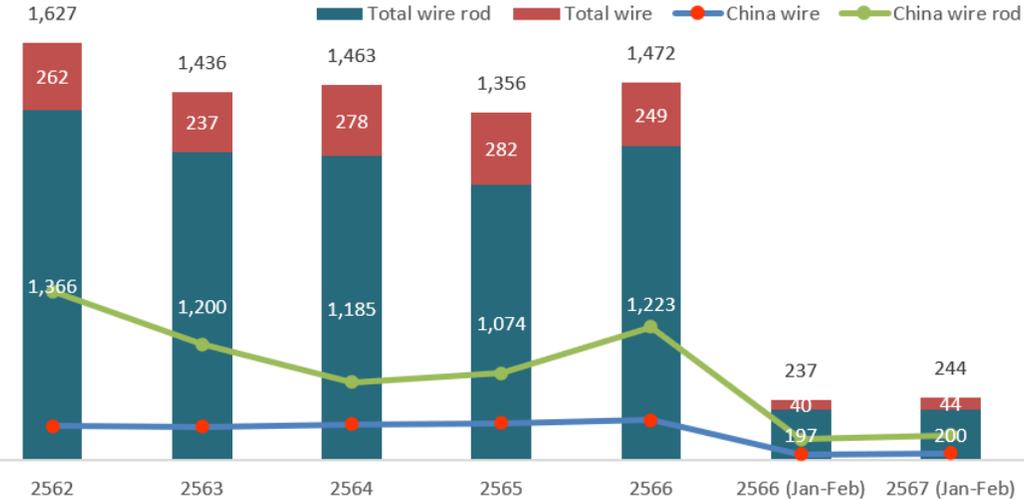
China steel exports in the first two months of 2024 jumped by 37.5% Y-o-Y to 15.9 Million tons while China crude steel production in the first two months of 2024 drop 0.4% Y-o-Y.

Thailand steel consumption from Jan-Feb 2024 reduced 3.9% Y-o-Y.

# Thailand Imported Wire Rod and Wire

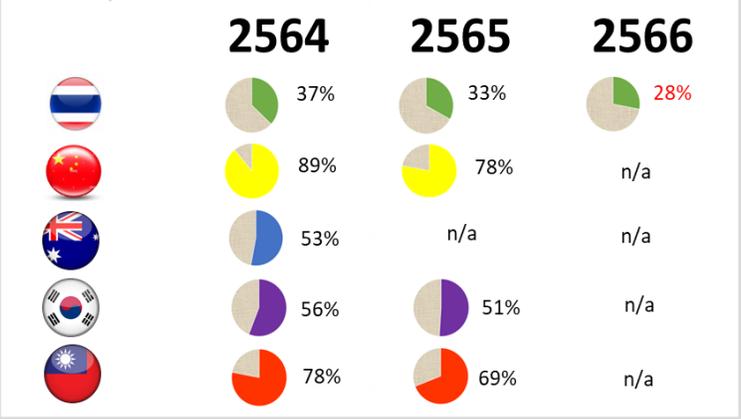


Thailand Imported Wire rod and wire (kTons)



- Thailand imported wire rod and wire in 2023 increase 9% Y-o-Y and the first two months of 2024 increase 3% Y-o-Y.
- The most imported wire rod and wire come from China (more than 40% of total imported wire rod and wire) by 2023 increase 39% Y-o-Y and the first two months of 2024 increase 18% Y-o-Y.
- Thailand wire rod utilization in 2023 reduce to 28% and remain in the first two months of 2024 due to high imported wire rod with low wire rod consumption that make domestic wire rod producer reduce their utilization.

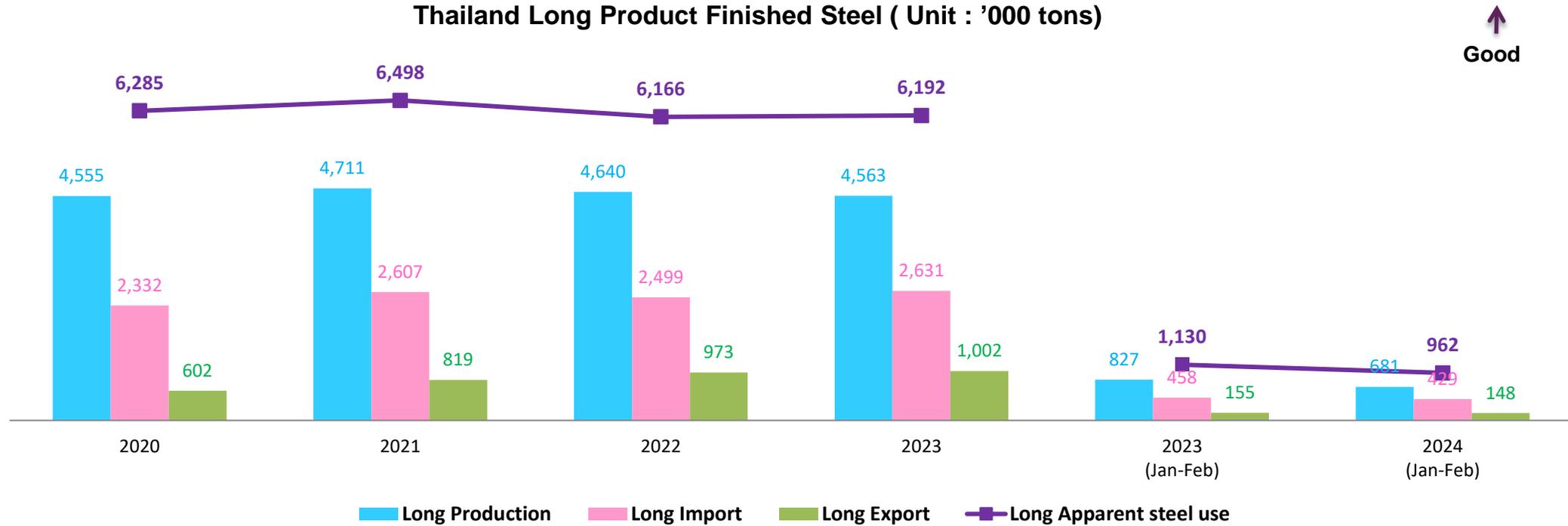
Compare steel utilization of Thailand and other



# Steel Long Products Consumption in Jan-Feb 2024 has decreased slightly from the same period.



↑  
Good



- Thailand's steel sector in 2023 was held back by sluggish domestic demand and pressure from Chinese products entering the market.
- Delays in 2024 annual budget affected public construction and steel consumption.
- The Thai Economy in 2024 was revised down to 2.7% Y-o-Y from 3% Y-o-Y
- It is hoped that the value of government construction in 2024 will expand, though, at a low pace due to delays in annual budget and disbursement will be in the third quarter of 2024, which is the end of the fiscal year. On the other side, the value of private construction in 2024 is likely to continue expanding following the construction of single-detached houses and condominiums, as well as the construction of commercial real estate and industrial factories.

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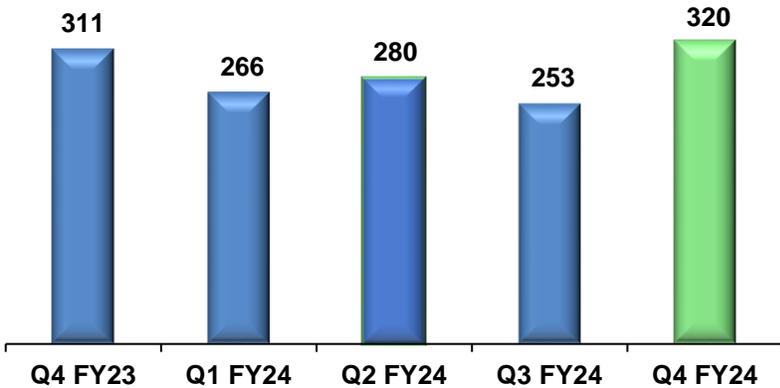
- **New Products Improvement and Corporate Citizenship**

# Sales Volume in Q4 FY24 and FY24

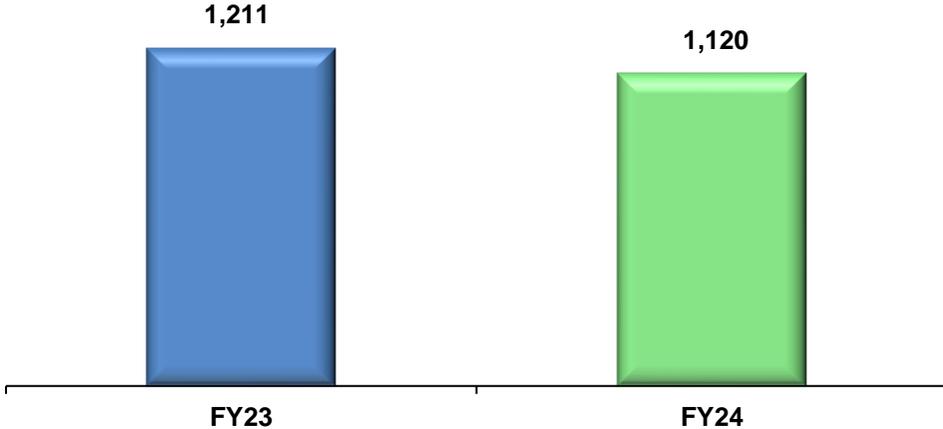
↑ Good  
Unit : KTon



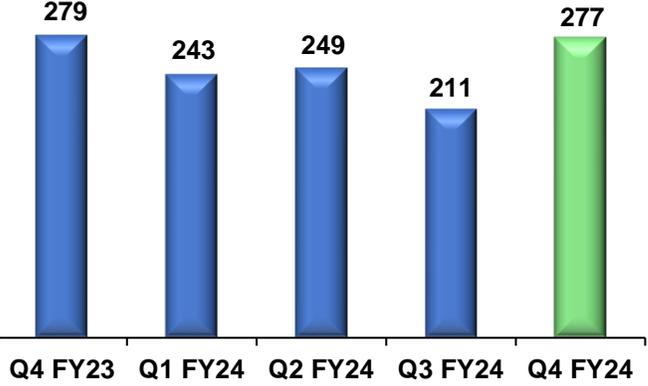
Quarter-wise sales



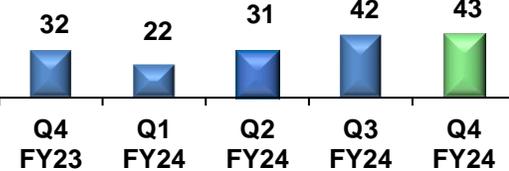
Financial Year sales



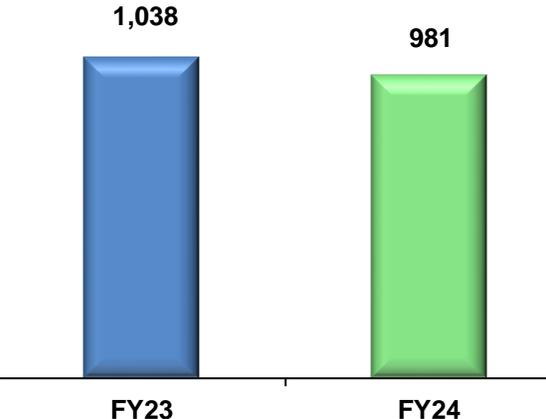
Domestic



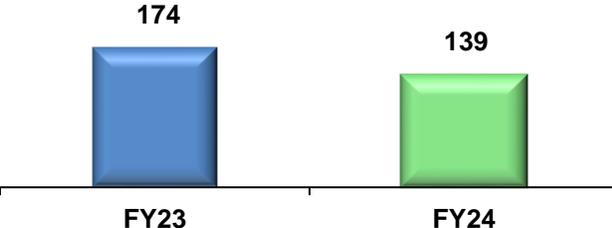
Export



Domestic



Export



# Financial Performance Q4 FY24 and FY24

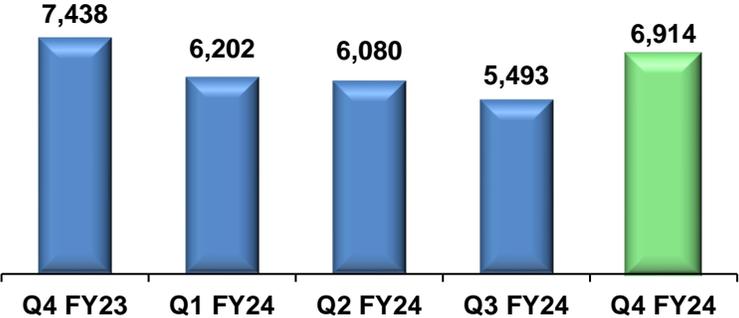


Good

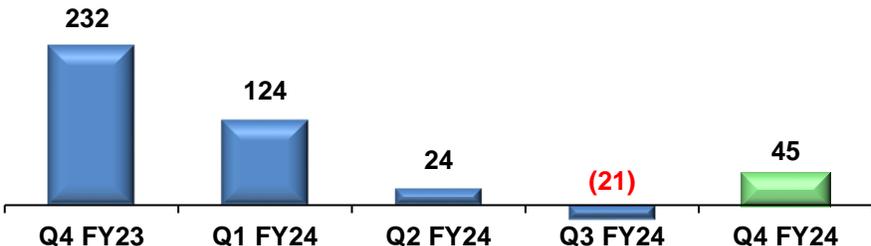
Unit : Million THB



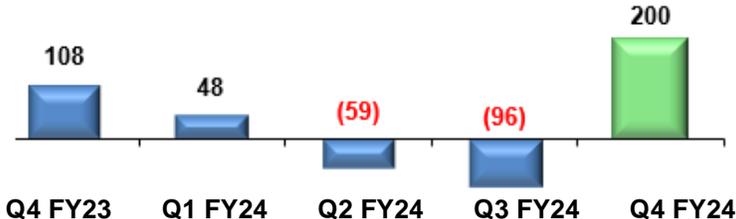
Revenue from sales



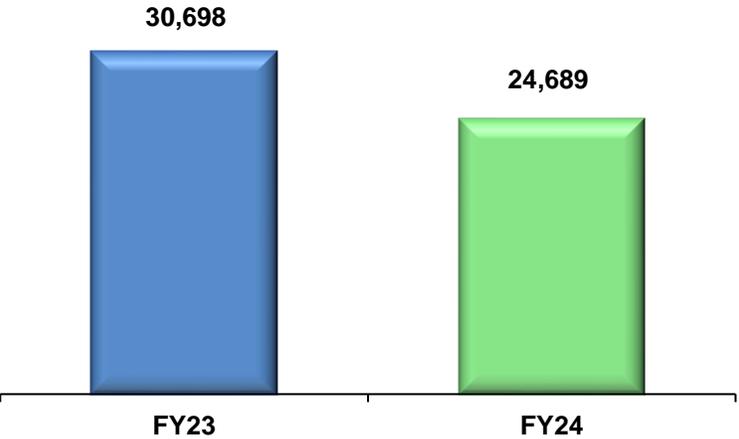
EBITDA



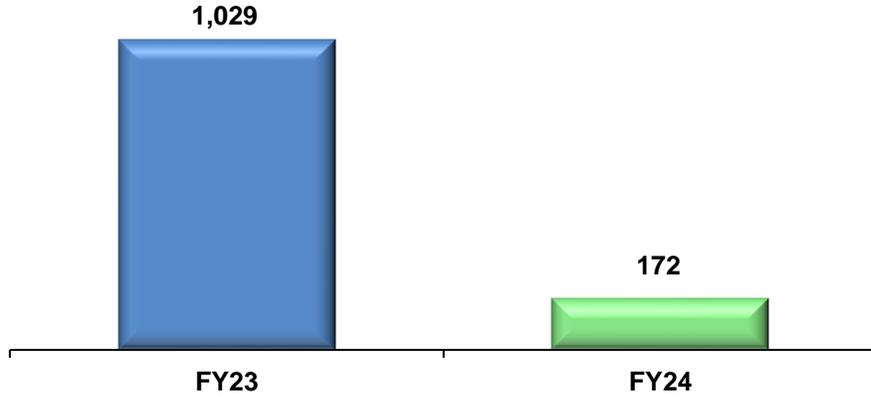
Profit (Loss) Before Tax



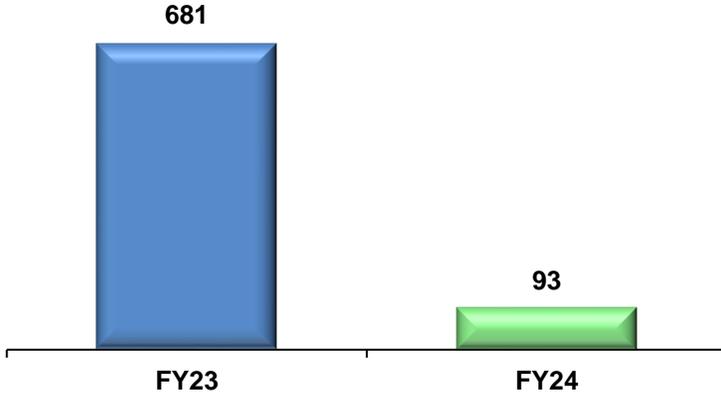
Revenue from sales



EBITDA



Profit Before Tax



• Profit included gains from disposal of idle assets held-for-sale 220 Mn THB in the current quarter (not included in EBITDA).

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# Mega Project as of March 2024 being tracked



In 2024 there will be mega construction projects continuing from the previous year which consumed rebar around 90,000 tons in Q1FY25, with total annual rebar use expected to be around 400,000 tons, while there are new projects planned for this year. It is expected to use additional 60,000 tons.

Project Name	Project Value (MB)	Rebar consumption in 2024 (Ton)	% Construction
<b>Ongoing form 2023</b>			
Expressway (Rama 3 -Dao Khanong) Phase 1	27,700	20,000	75%
Motorway (Rama 2 - Phase1)	10,500	40,000	91%
High Speed train Thai-China	116,600	160,000	32%
Lopburi Paknampoe Double Track Railway	18,699	6,000	87%
Motorway Bangyai Kanjanaburi	55,927	16,000	97%
MRT Purple line (South)	75,250	90,000	24%
MRT Pink line (Extension)	3,379	13,000	48%
Den Chai- Chieng Khong Double Track Railway	72,919	40,000	6%
Ban Pai-Nakhon Panom Double Track Railway	55,300	30,000	2%
Motorway (Rama 2 -Phase 2)	19,700	20,000	44%
<b>New Project started in 2024</b>			
MRT Dark Red line	6,570	1,000	start in Q3/24
MRT Light Red line	15,671	3,000	start in Q3/24
MRT Orange line (West)	76,632	21,000	start in Q3/24
Knon Khan-Nong Khai Double Track Railway	29,748	8,000	start in Q2/24
Jira-Ubon Ratchathani Double Track Railway	36,683	5,000	start in Q3/24
Expressway Jatuchod – 3rd Ringroad (Bangkok)	24,060	2,000	start in Q4/24
Expressway Katoo – Patong (Phuket)	14,670	1,000	start in Q4/24
Nakhon Ratchasima-Nong Khai high speed train	252,400	15,000	start in Q4/24



MRT Orange Line (West Section)



MRT Purple Line (South Section)



Extension of SRT Light Red Line and Dark Red Line



Chalong Rat Expressway extension (Chatuchote-Lam Luk Ka)



High-speed rail (Phase II)



Motorway Rama 2

- Thailand's GDP forecast in 2024 is downgraded to 2.7% (from 3%) as the contraction in public spending is likely to continue due to the delayed enactment of the 2024 budget bill.
- Public investment is slow to expand due to the delayed enactment of the 2024 budget bill.
- Private investment is expected to expand as BOI investment promotion applications have risen.
- Manufacturing sector is still slow to recover.
- Income recovery is uneven and high debt looms among low-income businesses and households.
- Thailand's finished steel consumption kept demonstrating negative dynamics in February due to weak demand for long products. The main reason is the weaker construction sector, as infrastructure projects in the country were running slower due to payment delays.

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## CFP, CE-CFP Certificate for Tata Tiscon Rebar

Tata Tiscon rebar has received CFP and CE-CFP certification from the Thailand Greenhouse Gas Management Organization. (Public Organization) which show the amount of greenhouse gases that occur from the acquisition of the product. and produced from circulating resources according to the principles of the circular economy so that consumers can use this information for reference. Following the guidelines for reducing global warming and sustainability in business operations.



## Develop New Grade of Low Carbon Wire Rod

We have developed low carbon wire rod grade M22, which is a raw material for producing high quality nails substitute importing raw materials from abroad. This special nail is a global product standard.



## LCWR new grade via Canada

Tata Steel (Thailand) pushes new grades of low carbon wire rod to abroad, such as wire rod grade M17 for nail/wire mesh products and SAE grade for making Galvanize wire sent to Canada, which is widely used in the North American zone.



## Develop High Carbon Wire Rod Large Size

Tata Steel has improved high carbon wire rod grade 82B large size (13 mm.) for use in the production of Pre-stress concrete wire (PC wire) by improving the rolling process which invested new machine called Stelmor. Helps customers not have to order raw materials imported from abroad. and increase convenience.



# Improving Quality of Life of Communities in Q4FY24



## Relationship with Community & Government Agencies

3 Plants visited 20 government agencies, 20 communities and 3 local press nearby for support during important festivals throughout the year.



## Supporting Religion, Culture & Education

TSTH & SISCO donated 20 sets of second-hand computers and taught fundamental computer usage for students at Wat Maha Lok School, Saraburi.



## Health & Safety

NTS & SISCO supported campaign for promoting safe driving during the so-called "Seven Dangerous Days" of New Year holiday with local government agencies in Chonburi & Saraburi.



## Non-Profit Organization

TSTH Collected used desk calendars from employees of 4 location and donated them to The Bangkok School for the Blind. The calendars are utilized to create Braille learning materials.



## Environment Conservation

TSTH & SISCO arranged "Tata Steel Restore the Earth Project" by planting 1,100 trees at Muaklek Life Skill Promotion and Development Center, Saraburi.



SCSC installed solar cells on the school buildings, aiming to reduce electricity expenses and promoting the use of clean, renewable source of energy at Ta-Kuan School.



## Community Development

SISCO collaborated with the R&D team from the Fathai company to develop the crispiness and extend the shelf life of Curry Puff Product at Ban Moh Community, Saraburi, as part of livelihood and skill development initiatives.



**Thank you for your attention**