

Media Meeting

Operating Results for Q2/FY25 (July – September 2024)

TATA Steel (Thailand) PLC

October 30, 2024

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.

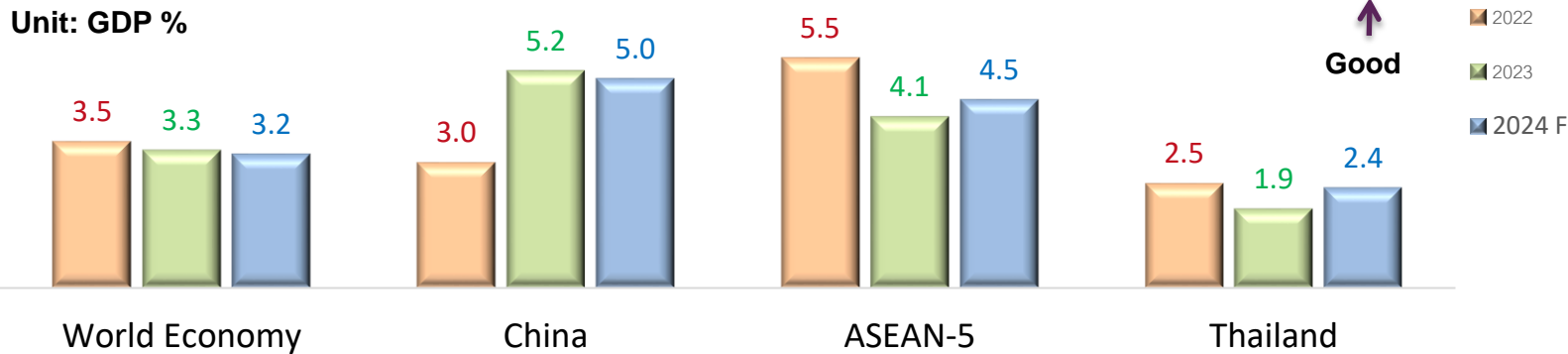
- **Business Environment and Markets**
- **Quarterly Operating Performance**
- **Business Outlook**
- **New products improvement and Corporate Citizenship**

Economy:



- Thailand 2024 GDP growth forecast at 2.4% with H1 2024 at 1.9%.
- ASEAN-5 GDP growth at approx. 4.5%.
- China’s economy slowing down.
- Thai Baht appreciated considerably from July’24 onwards and continuing.

Unit: GDP %

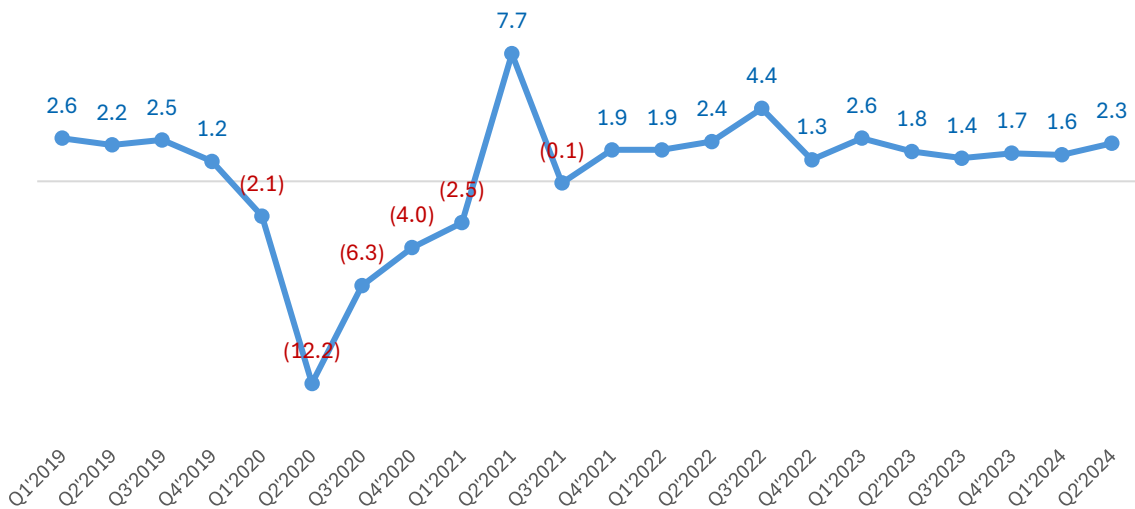


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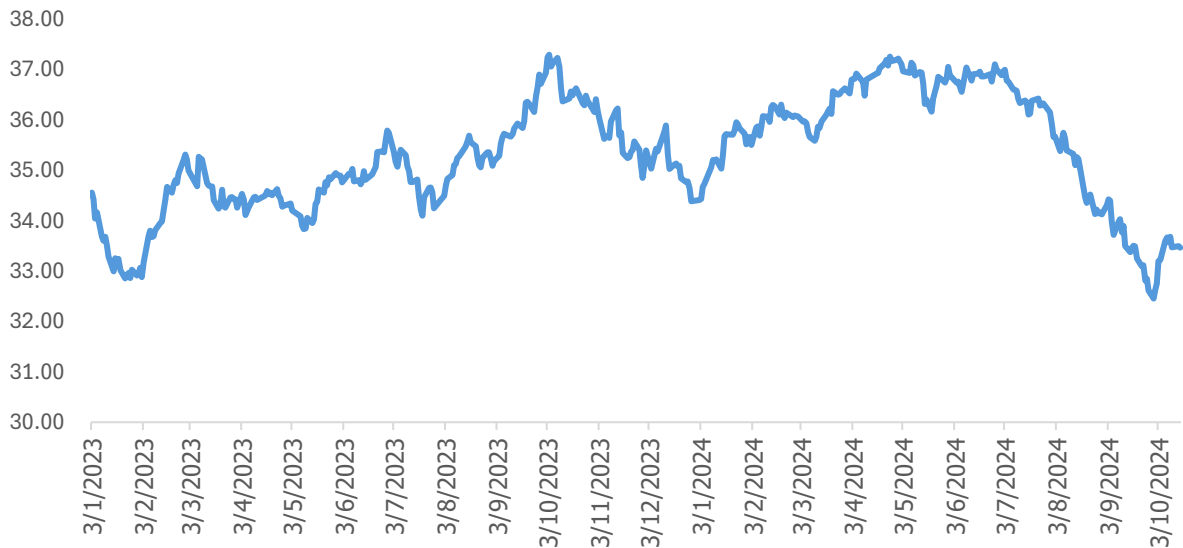
■ 2022
■ 2023
■ 2024 F

Thailand GDP (%Y-o-Y)

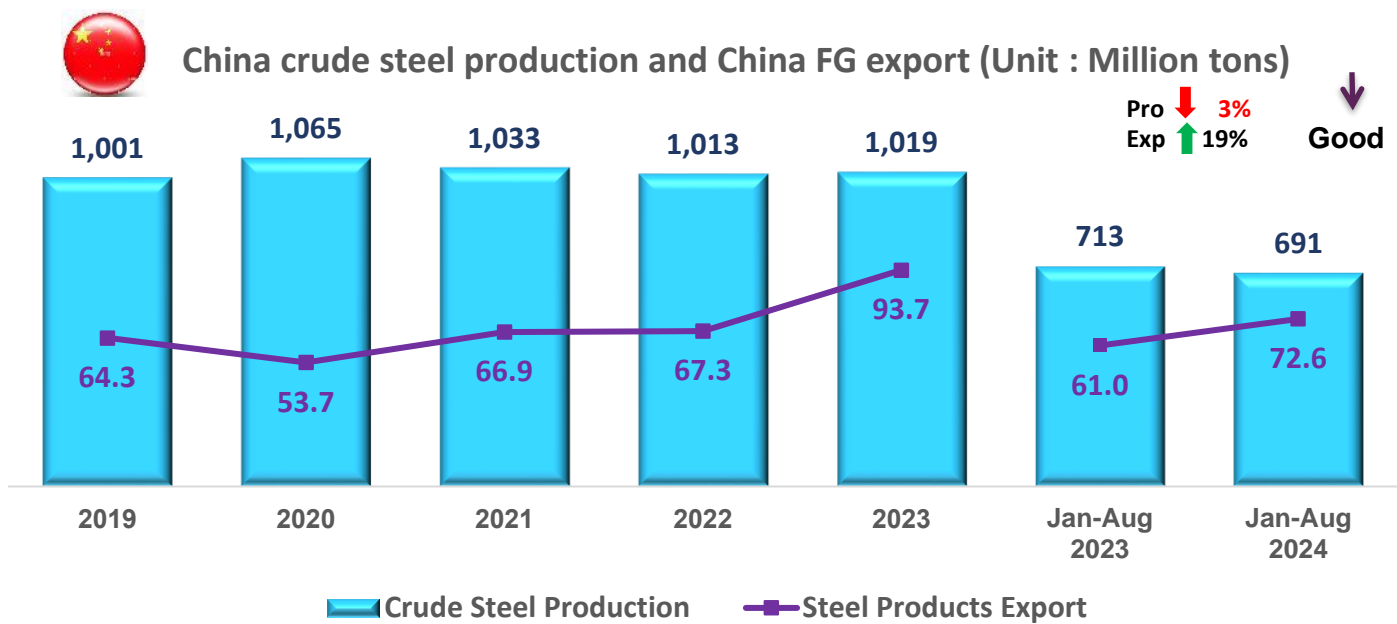
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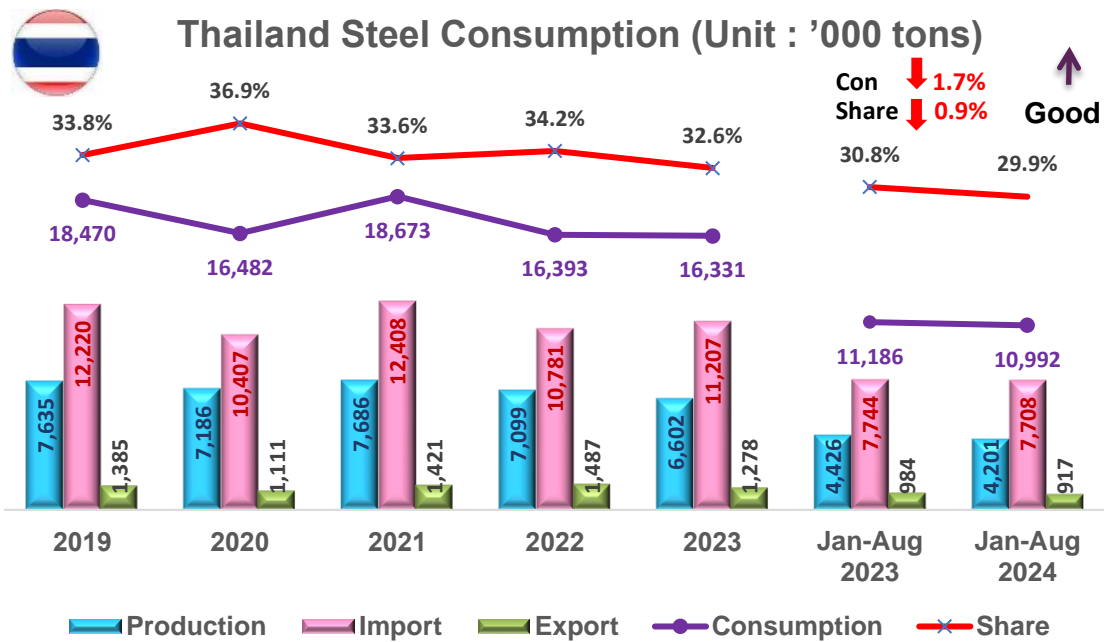


Currency Exchange Rate (THB/USD)

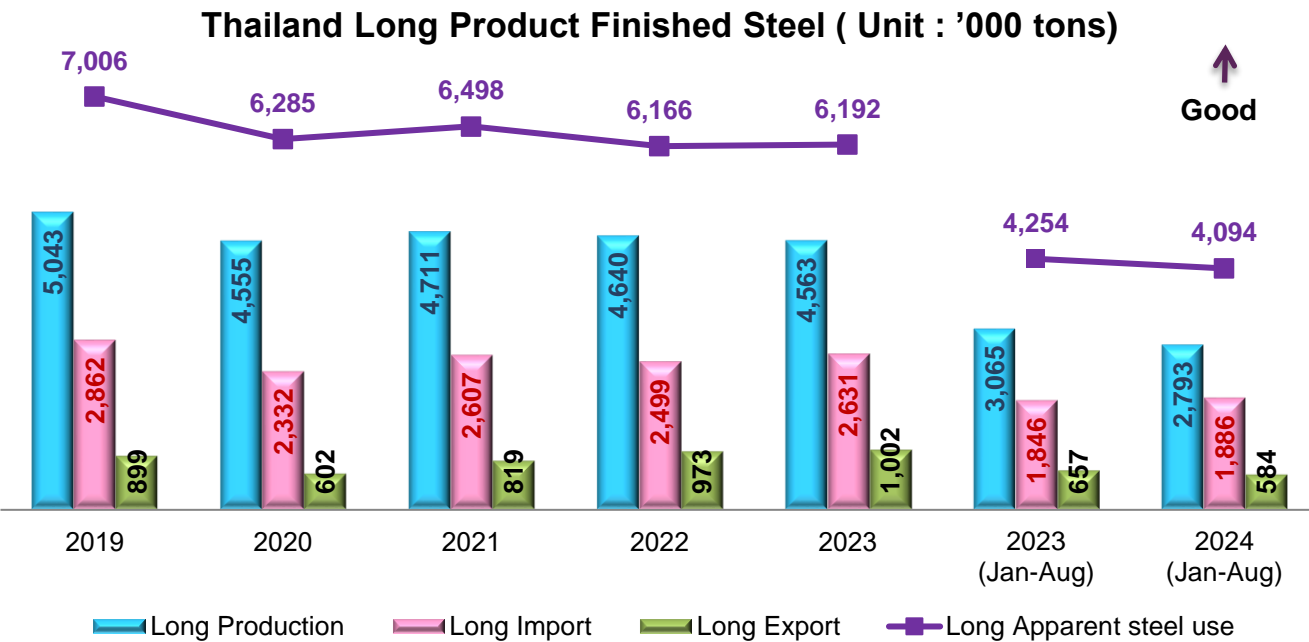


During Jan-Aug 2024, steel exports from China increased 19% y-o-y to 72.6 Million tons even though crude steel production in China dropped 3% y-o-y.





- Steel consumption in Thailand has been reducing from 2019.
- The consumption in 2023 was 12% lower than 2019. In Jan-Aug 2024, the steel consumption further reduced 1.7% YoY.

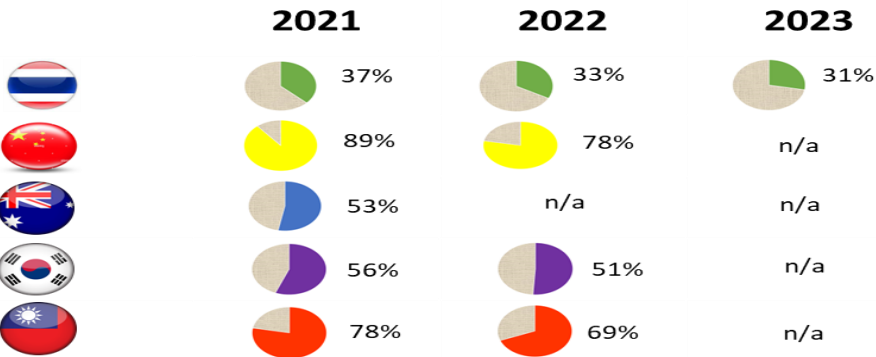


- Like overall steel consumption, Thailand's long products steel consumption has been declining. During Jan-Aug2024, it was down by 3.8% y-o-y
- It is hoped that the government accelerates the disbursement of 2024 budget towards the end of the year.

Thailand / Steel capacity utilization, wire rod imports

Capacity utilization of steel industry in Thailand remains low compared to other countries in the region

Compare steel utilization of Thailand and other

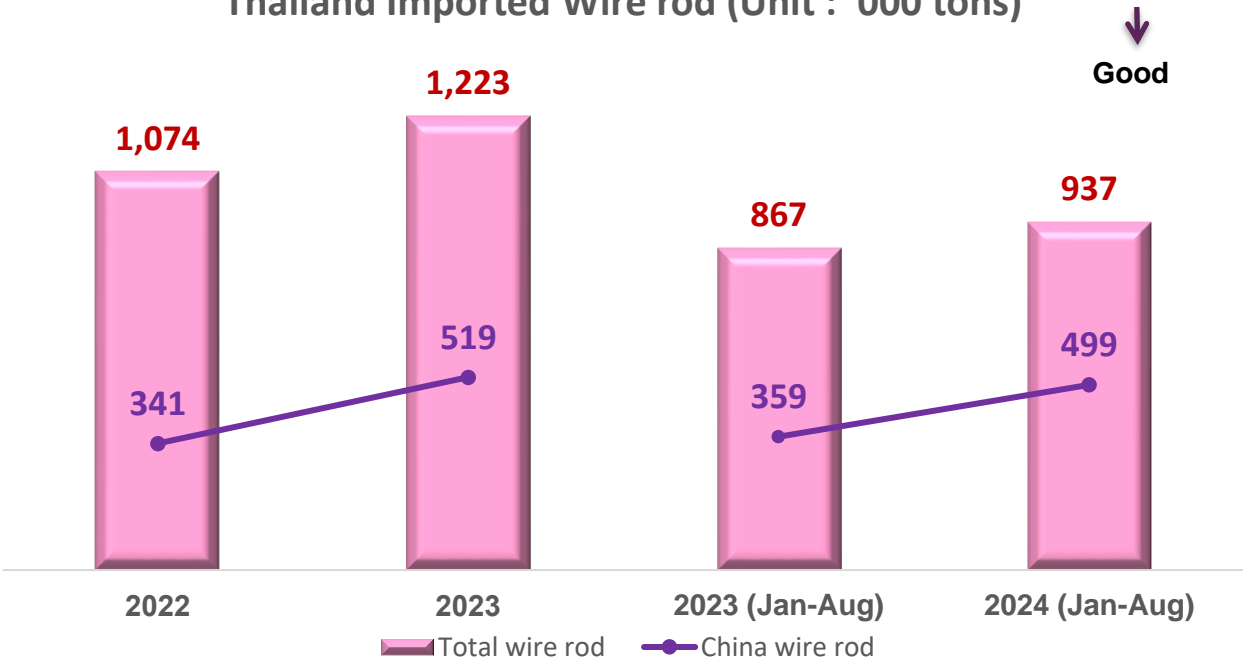


Estimate 2024 capacity utilization of steel industry in Thailand around 28%

Example of Wire Rods

- Imports into Thailand in the first eight months of 2024 increased 8% Y-o-Y
- During first 8 months of 2024, imports from China increased 39% Y-o-Y; during first 8 months of 2024, imports from China were 53% of total imports
- All domestic wire rod producers reduced their capacity utilization.

Thailand Imported Wire rod (Unit : '000 tons)



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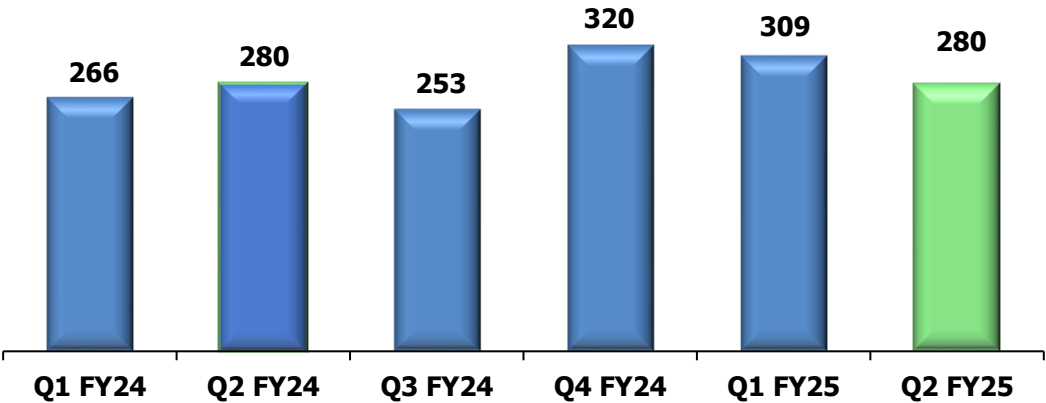
Quarterly Operating Performance

Low domestic demand and unfavorable exchange rate impacted the domestic and export sales respectively.

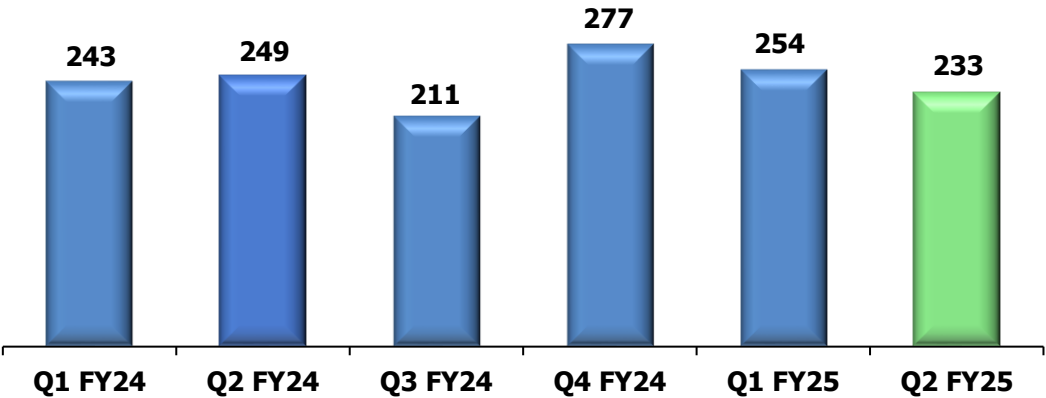


Quarter-wise sales

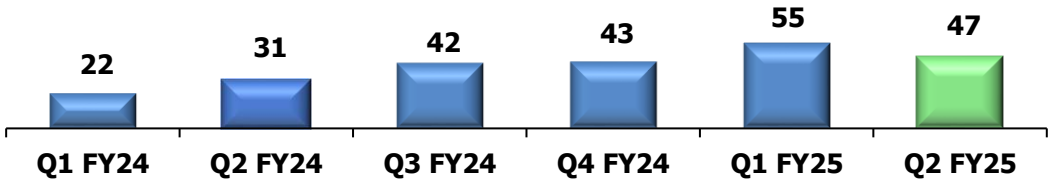
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Unit : '000 tons



Domestic



Export



Quarterly Operating Performance

Lower revenue from sales from lower sales volume and softened prices reflecting the market sentiments.

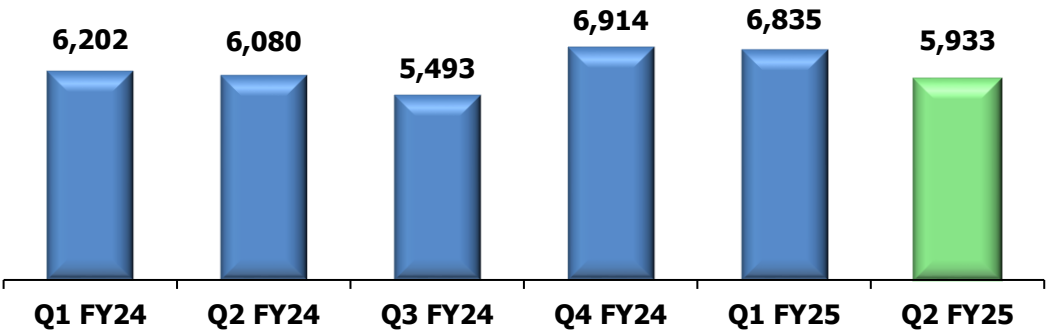


Revenue from sales

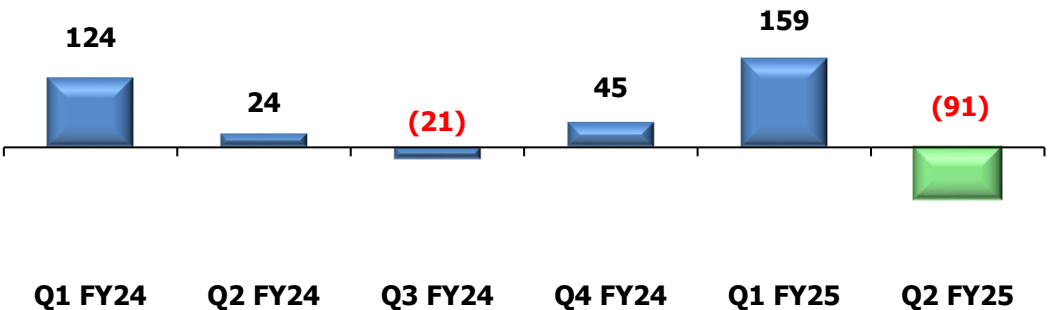


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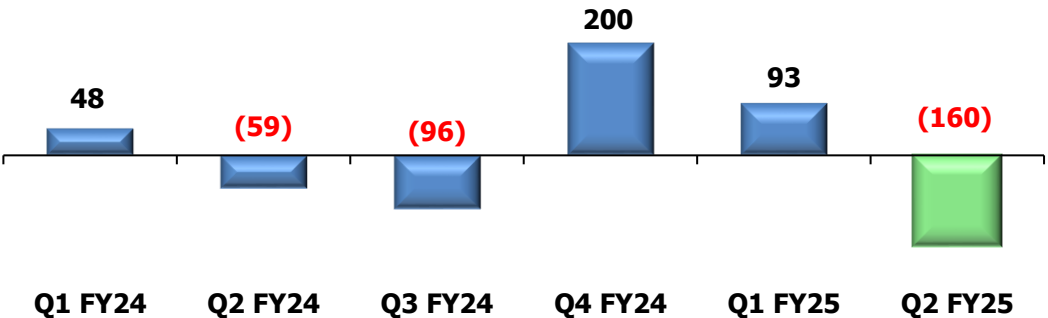
Unit : Million THB



EBITDA



Profit (Loss) Before Tax



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Mega Project 2024 and 2025



Mega construction projects in 2024 had continued progress all of project consumed rebar around 140,000 tons in 2024, While there are positive signs for new projects planned, as most have clear plans to start construction next year around 19,400 MB

| Project Name | Project Value (MB) | Rebar consumption in 2024 (Ton) | % Construction Status |
|--|--------------------|---------------------------------|-----------------------|
| Ongoing in 2024 | | | |
| Expressway (Rama 3 -Dao Khanong) Phase 1 | 28,000 | 20,000 | 82% |
| High Speed train Thai-Chinese | 116,000 | 160,000 | 36% |
| Lopbburi Paknampoe Double Track Railway | 19,000 | 6,000 | 90% |
| MRT Purple line (South) | 75,000 | 90,000 | 42% |
| MRT Pink line (Extension) | 3,000 | 13,000 | 62% |
| Den Chai- Chieng Khong Double Track Railway | 73,000 | 40,000 | 18% |
| Ban Pai-Nakhon Panom Double Track Railway | 55,000 | 30,000 | 6% |
| Motorway (Rama 2 -Phase 2) | 12,000 | 20,000 | 59% |
| DOH Roadway Budget for FY'2023 | 38,000 | 30,000 | 40% |
| New project start in 2025 | | | |
| MRT Orange line (West) | 77,000 | - | Start Q1 25 |
| Knon Khan-Nong Khai Double Track Railway | 30,000 | - | Contract signed |
| Expressway Jatuchod – 3rd Ringroad (Bangkok) | 24,000 | - | Start Q1 25 |
| Mortorway M7 Utapao Airport | 4,500 | - | Bidding |
| Double Deck (Ngamwongwan-Rama9) | 34,000 | - | Review contract |
| DOH Roadway Budget for FY'2024 | 50,000 | - | Contract signed 80% |
| Runway Utapao | 13,000 | - | Start Q1 25 |
| Google data center | 36,000 | - | Start 25 |



High Speed train Thai-Chinese



MRT Purple Line (South Section)



Den Chai- Chieng Khong Double Track Railway



Motorway Rama2



MRT Orange Line (West Section)



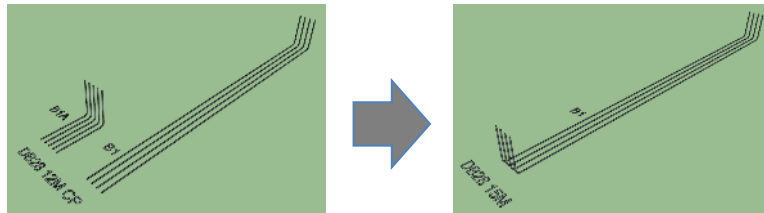
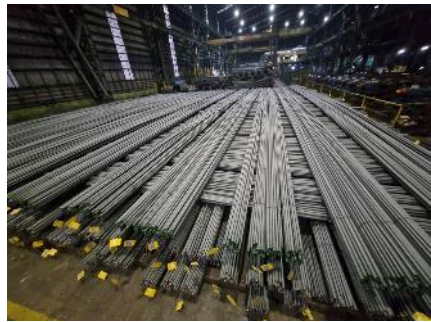
Chalong Rat Expressway extension (Chatuchote-Lam Luk Ka)

- Monsoon season and heavy flood in Thailand in some regions lead to low demand and lack to purchasing power that affects to place new order and construction work.
- Researcher maintains Thailand GDP growth forecast for 2024 at 2.4%, Gains from the government's cash transfer program to the vulnerable group may get offset by the impact of the flood throughout the country.
- The GDP growth projected to rise to 3.6% in Q4 from an estimated 2.3% in Q3, driven by growth of the tourism sector and a rebound in public spending after earlier delays.
- MPC reduced the policy rate by 25 bps to 2.25% aiming to ease household debt burdens without disrupting deleveraging process.
- Private investment is expected to continue contracting, particularly in residential construction and vehicle investments, reflecting the declining demand in the housing and automobile markets amid rising loan defaults and higher credit rejection rates.
- Total construction forecast starts in Thailand may increase in short-term but the long-term may need further assessment

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Innovations in Reinforced Concrete Rebar by Tata Tiscon

Tata Tiscon is committed to developing prefabricated rebar products to meet market demands, focusing on reducing construction process, lowering costs, and increasing competitiveness



Special Length Steel >12 m

- Replaces 10 and 12 meter rebar.
- Replace splicing, couplers, and welding.
- Reduces costs associated with splicing steel.
- Decreases rebar density at splice points.
- Minimizes cutting process and leftover rebar scrap.

User Feedback

- Using 18-meter steel cut to lengths between 6.1 to 9 meters reduces scrap steel by 8-10%, lowering steel purchase costs.

Barrier Rebar for Highway Projects

- Strong prefabricated units, easy to install, and quick to complete.
- Manufactured from TIS standard steel.
- Designed according to highway standard specifications.



User Feedback

- Convenient and faster work completion.
- Reduces rebar work time by over 70%.
- Cuts rebar costs by 20% through reduced labor and waste.

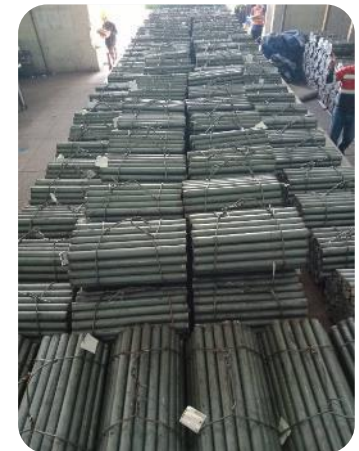
Dowel Bar and Tie Bar by Tata Tiscon

Ensuring product quality

- Made from full-length steel.
- Standardized length with smooth, straight cuts.
- Produced from new rebar, not recycled or previously used rebar.

Convenient and efficient for work

- Ready to use, reducing cutting steps.
- Easy to transport and move to construction sites



ESG (Environment, Social and Governance)

- After The European Union (EU) has announced the implementation of the CBAM (Carbon Border Adjustment Mechanism), the direct impact on Thai steel exporters to the EU is higher export costs, such as:
 - **Cost of developing environmentally friendly production lines**, such as Green Hydrogen or installing Carbon Capture and Utilization (CCU) technology.
 - **Cost of complying with EU regulations**, such as preparing emissions reports and hiring verifiers.
- Another impact is the **increased competition from imported steel, especially from China**, which may turn to other countries to replace the EU after the EU announced the CBAM.
- After the EU announced the use of CBAM, China's share of steel exports to 3 groups of countries increased significantly: 1) ASEAN 2) the United States and Mexico 3) the Middle East.
- This has led to each country raising import tariffs on steel from China to curb market penetration, such as the United States and Mexico.
- There are also other ESG issues related to the steel industry that need to be closely monitored:
 - AUS-CBAM of Australia
 - The Thailand Taxonomy Phase 2



Awards and Recognitions in Q2 FY25



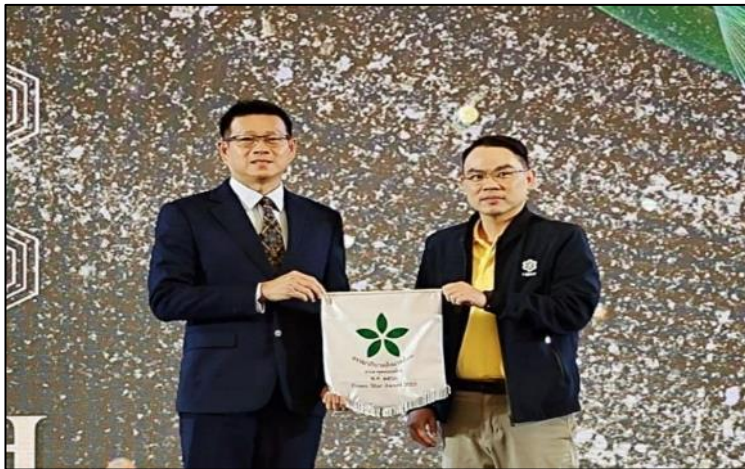
NTS, SCSC and SISCO received award **Green Industry Level 4** from the Department of Industrial Works



NTS, SCSC, and SISCO received **CSR-DPIM Continuous Award** from the Department of Industrial Works



NTS, SCSC and SISCO received **Outstanding Continuous Green Mining Standard Award 2024** from Department of Primary Industry and Mine



NTS and SCSC received **Green Star Award 2024** from the Industrial Estate Authority of Thailand



SCSC received the certificates of **Excellent Practices Establishment on Occupational Safety & Health** from Department of Labor Protection and Welfare



SCSC being the first manufacturer to receive EPD (**Environmental Product Declaration**) label certification

Improving Quality of Life of Communities in Q2 FY25



1. Religion, Culture, Education and Local Traditions



NTS - Participated in the National Mother's Day 2024 event at Ban Bo Win School, Ban Khao Hin School, and Ban Phan Sadet Nok School.



NTS - Participated in the "Environmental Detectives" activity at Ban Phan Sadet Nok School.

2. Diversity, Equity and Inclusion Communities



NTS - Donated Tata Steel drinking water bottles to support the 12th Red Cross project in honor of His Majesty King Vajiralongkorn on his 72nd birthday.



SCSC - Organized the "Sharing Love and Smiles" event for children at the Special Education Center in Rayong Province.



NTS, SCSC, SISCO - Participated in the CSR-DPIM Network activities for the year 2024 at Suan Phueng, Ratchaburi.

3. Livelihoods and Skill Development



SISCO - Vocational training for the community to make Alua (Thai desserts), Tha Luang Factory Group.



NTS - Invited the community to bring local products for sales in front of the cafeteria from 6:30 - 8:30 hrs.

4. Safety, Health, and Environment



SCSC, NTS, SISCO, TSTH - Blood donation for social aid, Employee : 60 persons / Contractor : 5 persons



NTS - Participated in the "Reforestation in Honor of King Rama X" event at the public area (Lam Huay Ta Muek).



SCSC - Donated first aid bags and medical supplies to the Siam Ruamjai (Pu In) Foundation in Rayong.



SISCO - Participated in a community relations outreach event with the Thaluang plant group at the New Thalan Market Dome.



SISCO - Project: Grow with Care, Protect the Environment.



SCSC - Participated in a tree planting activity to honor Her Majesty Queen Sirikit, organized by the Port Authority of Thailand.

Thank you for your attention