



TMT Steel Public Company Limited

Opportunity Day
Performance Year End 2020

Agenda

- TMT Business
- 2020 Market Summary
- 2020 Financial Performance and Key Highlights
- 2021 TMT Challenges

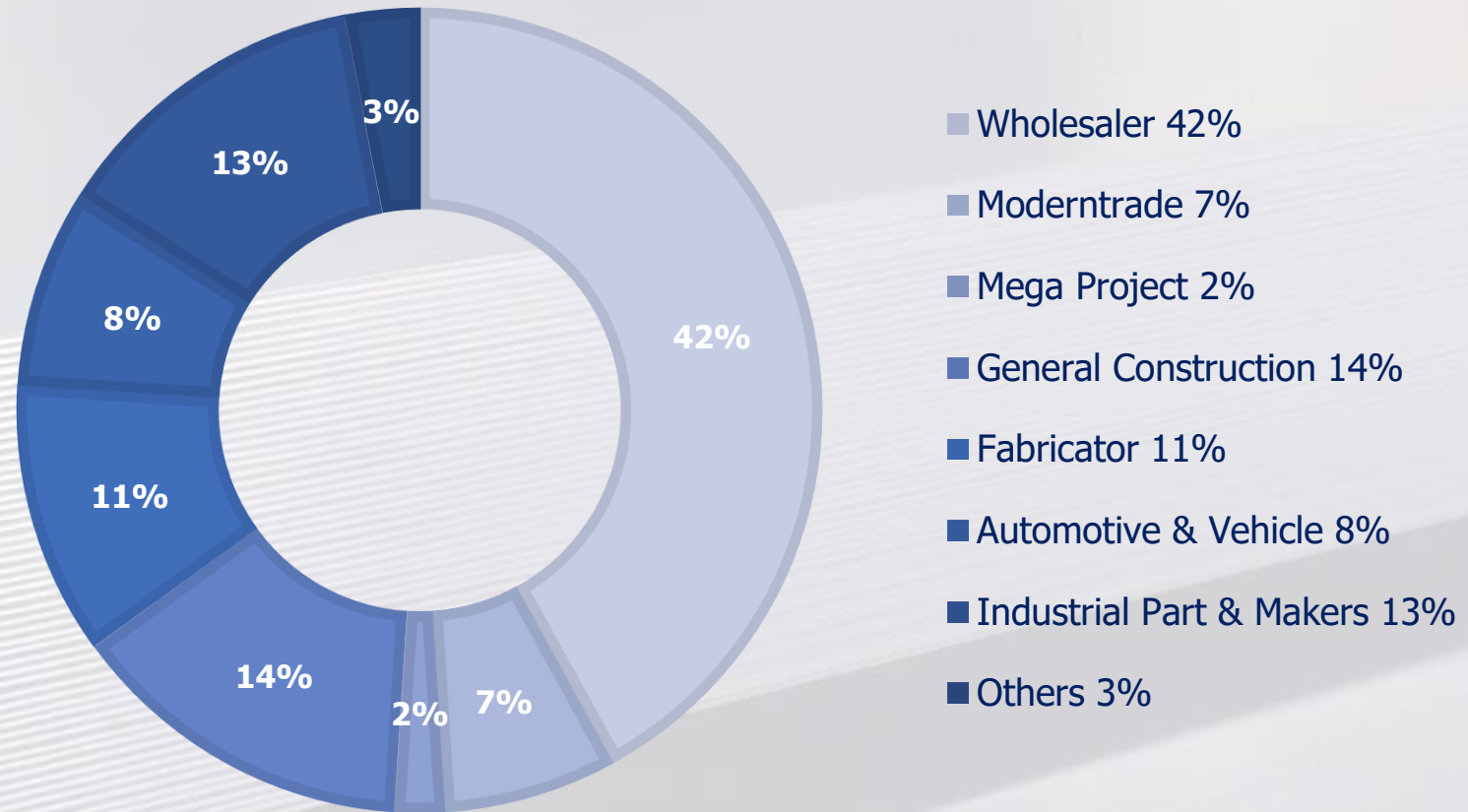
Providing
structure
of your
imagination



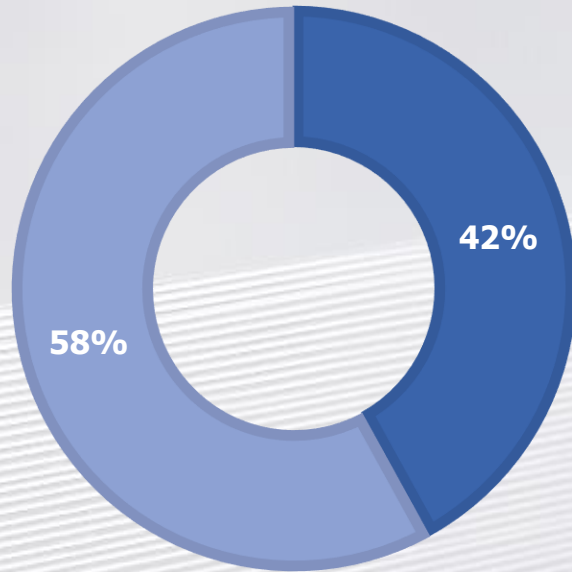
Corporate VDO



Classified by Business Group

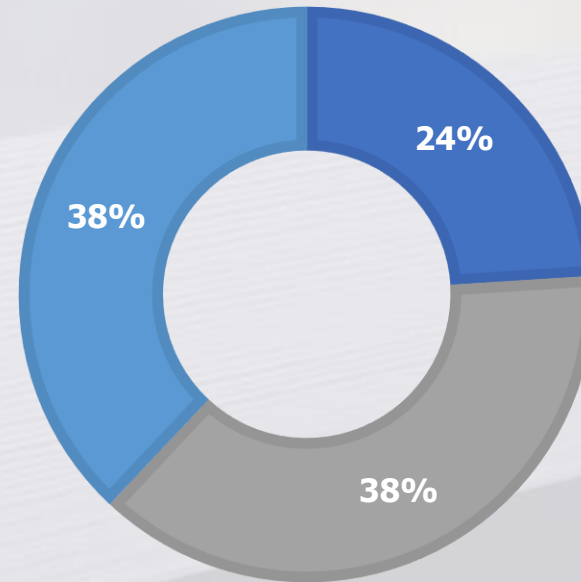


Classified by Products



■ Steel Sheet 42% ■ Structural Steel 58%

Classified by Process



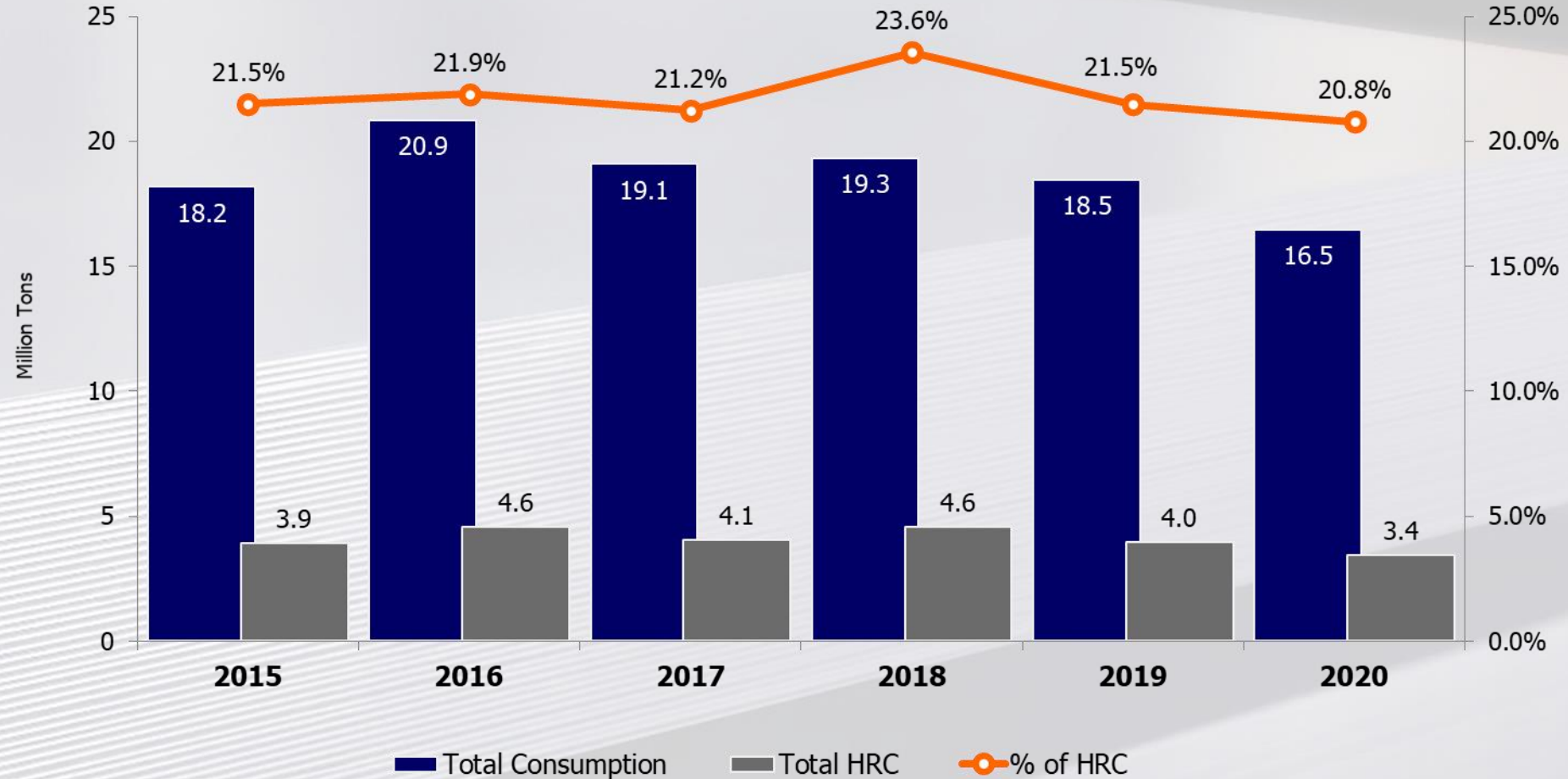
■ Trading 24% ■ Processing 38% ■ Manufacturing 38%

2020 Market Summary

- COVID-19 Pandemic
- Economic Slowdown
- Domestic Consumption
- Private Investment
- Government Investment



Thailand Apparent Finished Steel Consumption

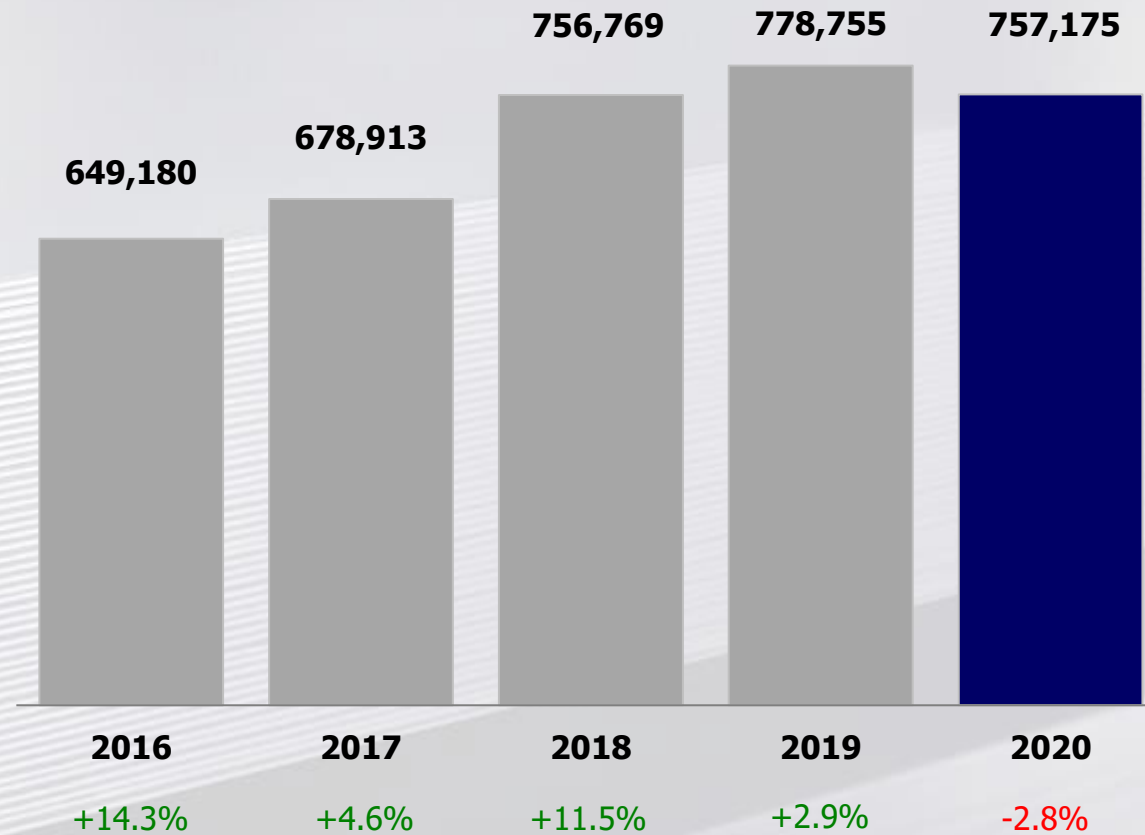


-11% YoY

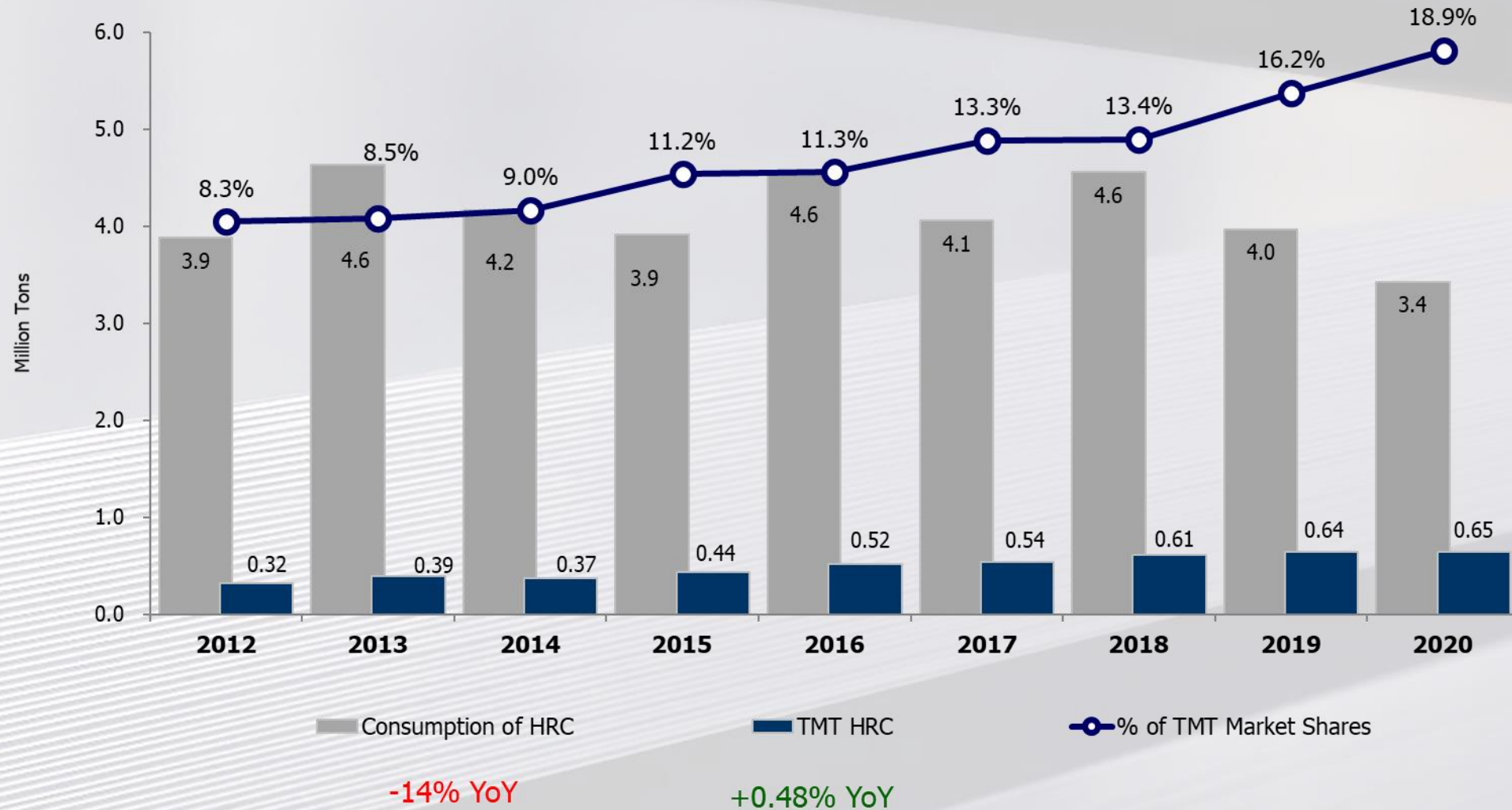
-14% YoY

Source : ISIT

Sales Volume (Ton)

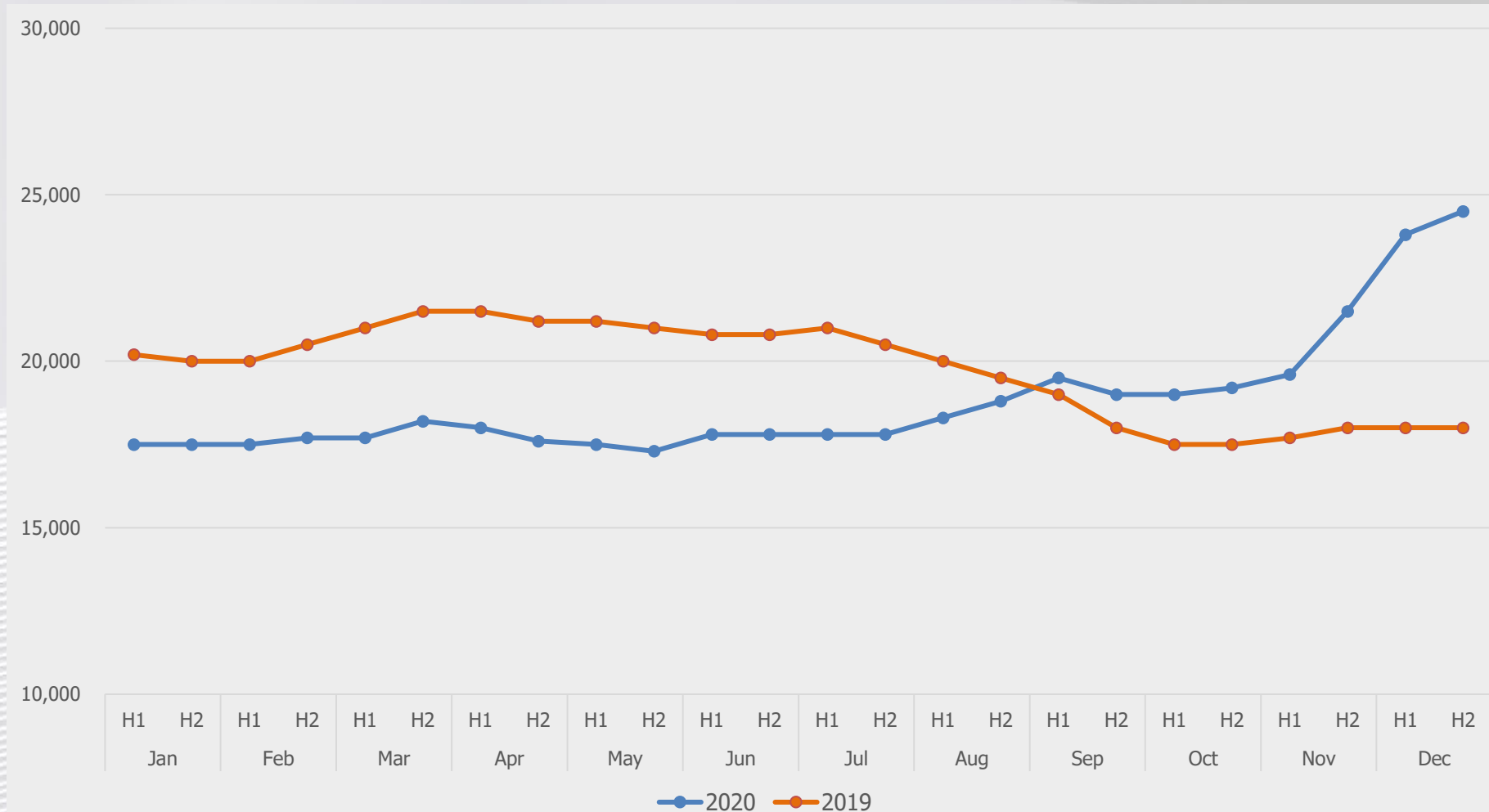


TMT Market Share (Hot Rolled Coil)

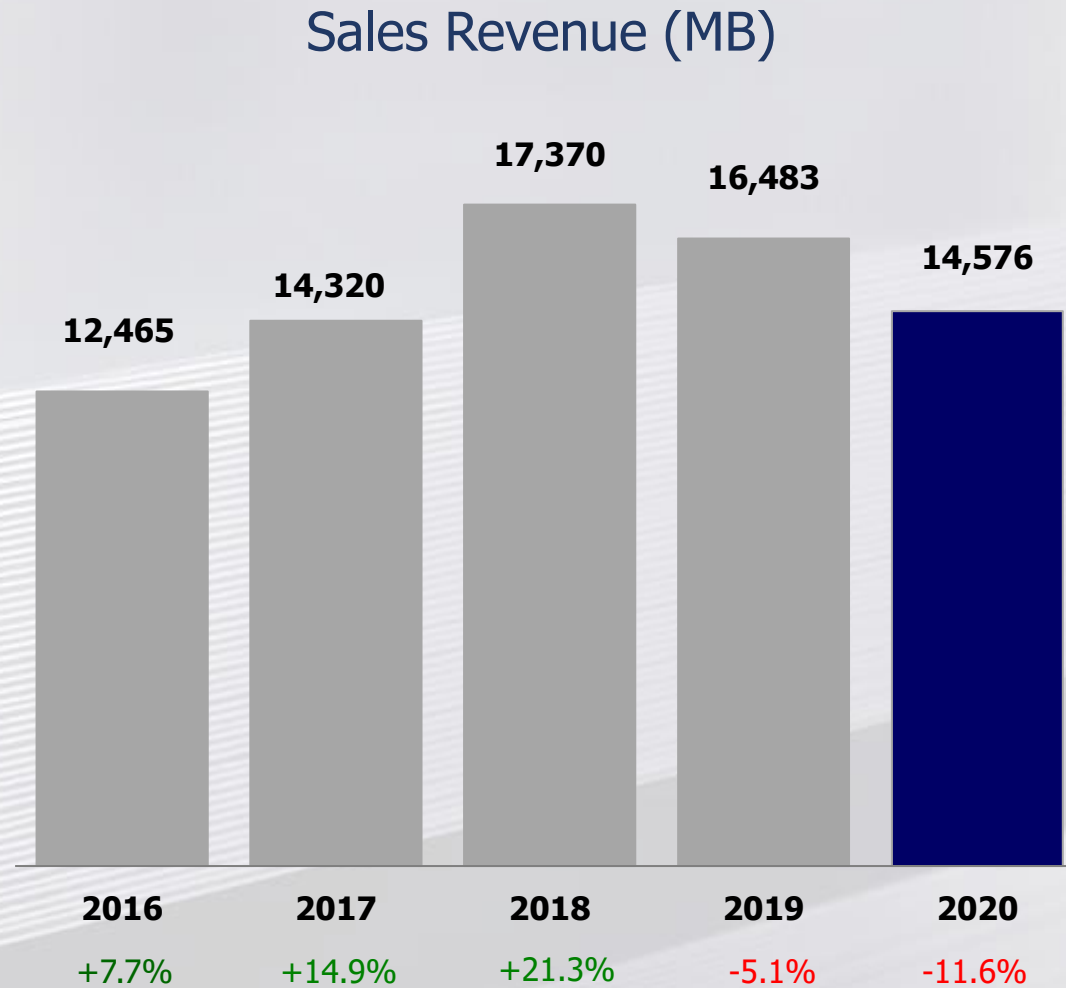


2020 Thailand Domestic Steel Price (Hot Rolled Coil)

Baht/Ton

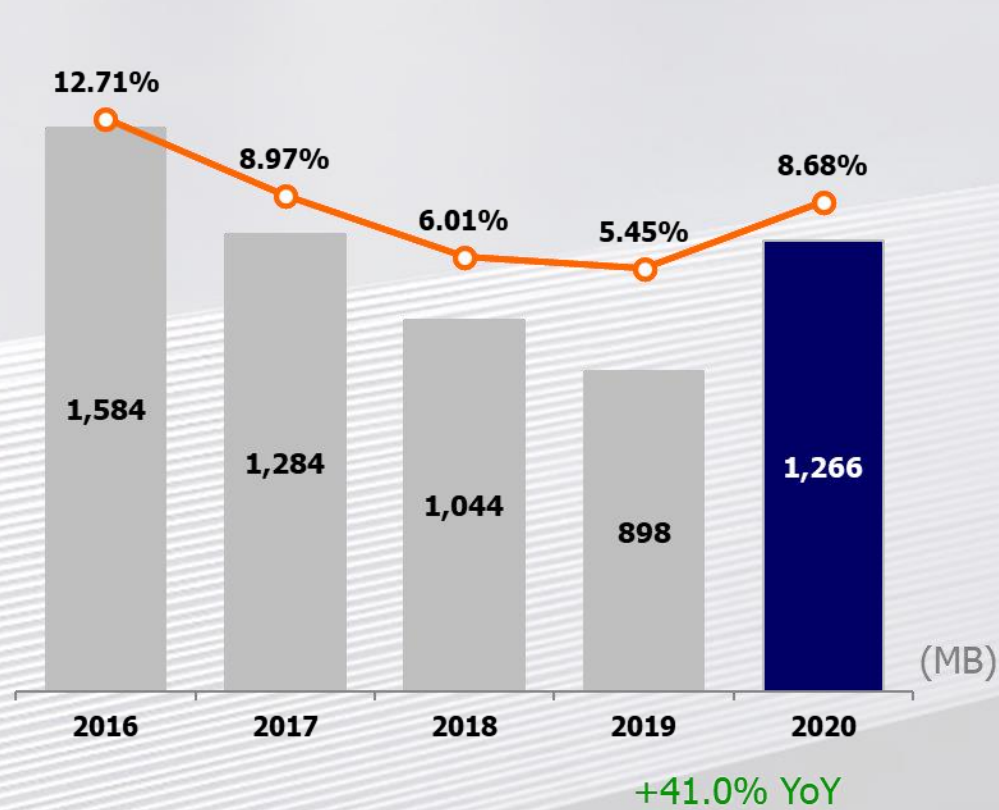


Source : ISIT



Financial Performance

GROSS PROFIT



NET PROFIT

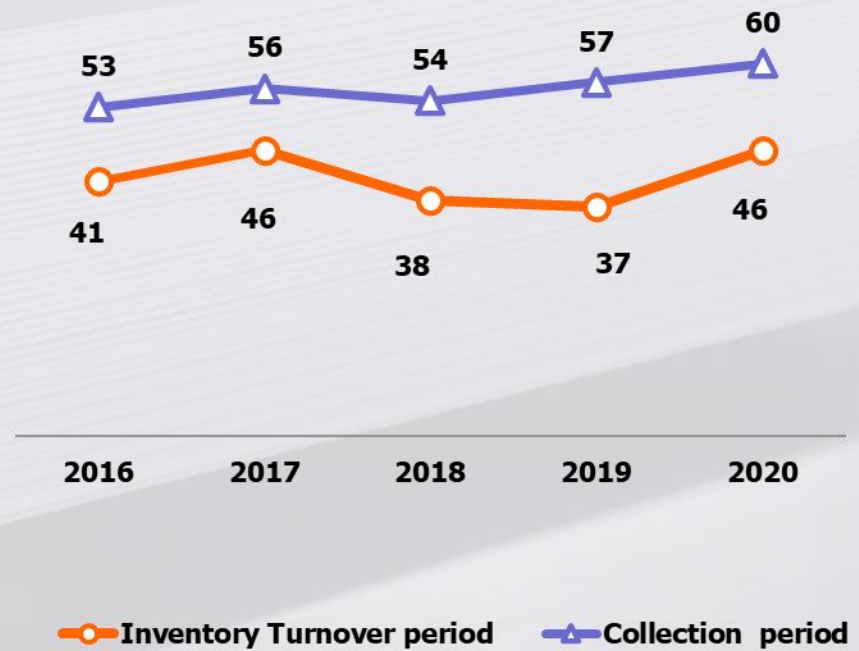


Financial Performance

D/E Ratio (Times)



Liquidity Ratio (Days)



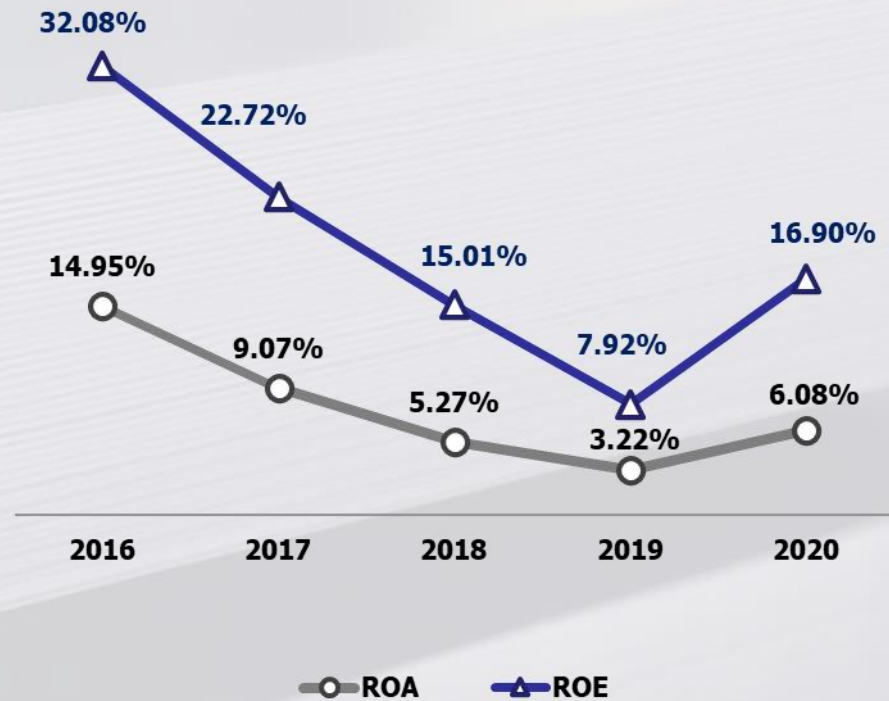
Financial Performance

EPS (Baht)



--- EPS for 2016-2018 base on Issued and paid-up capital 435,379,017 Baht

Profitability Ratio (Days)



Key Highlights

Operation

- Increased warehouse spaces 9,600 square meters.
- Applied Automation to reduce employee's workload, accident and increased productivity to 17.24%.
- Investment for 2021-2022 (CAPEX 600 MB)
 1. Warehouse 4,000 Tons (Q2-2021)
 2. Tube Mill 78,000 Tons/Year (Q3-2021)
 3. Slitter 74,000 Tons/Year (Q1-2022)
 4. Stay Flat 180,000 Tons/Year (Q1-2022)



Sustainability

- SET Award, Outstanding Innovative Company (STAY FLAT Products)
- Listed in THSI
- CSR DIW Award (Continuous)
- Sustainability Disclosure Award (Thaipat)
- ESG100 (Thaipat, 5th consecutive year)
- Carbon Emission Management
- Social Contribution





Agenda



2021 TMT Challenges

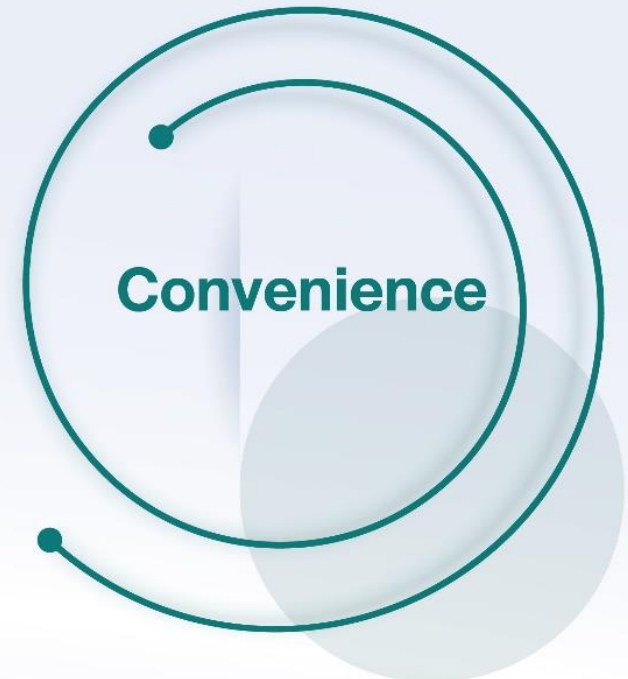
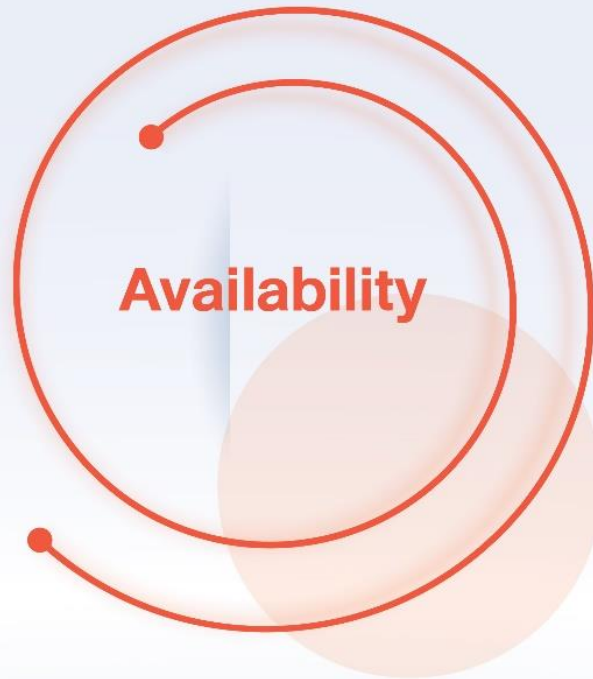
- Uncertainty of Supply
- Price Volatility
- Customer Confidence
- Technology



Supply Chain Collaboration



Providing structure of your imagination



Supply Chain Collaboration



Q&A



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