



TMT STEEL PUBLIC COMPANY LIMITED

Opportunity Day
Performance Year End 2021
April 1, 2022

Agenda

-  **TMT Business**
-  2021 Industry Summary
-  2021 Financial Performance and Key Highlights
-  2022 Outlooks and Challenges

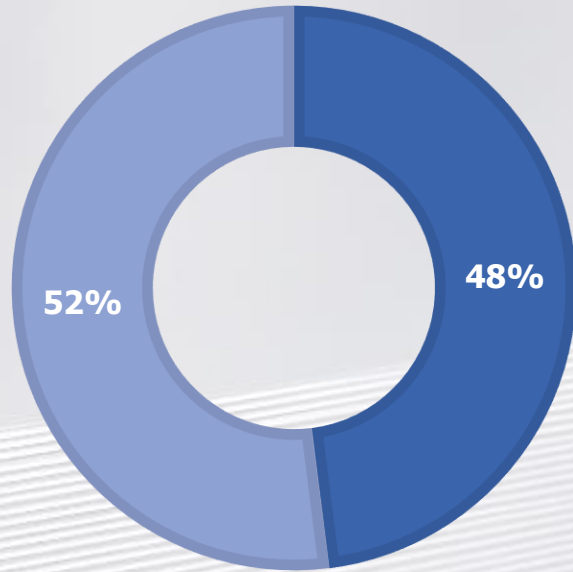




Providing
structure
of your
imagination

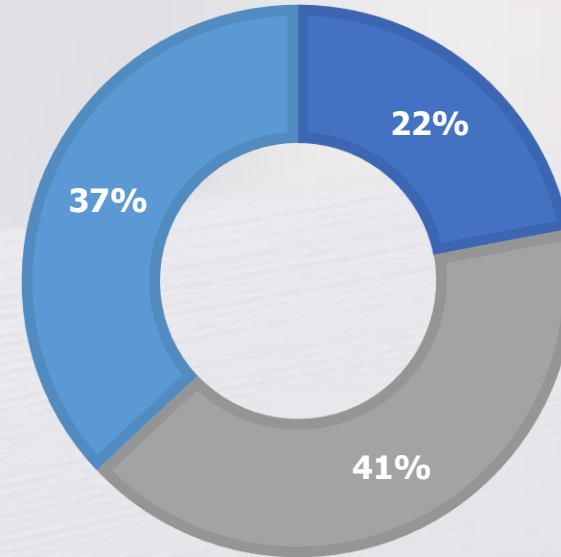


Classified by Products

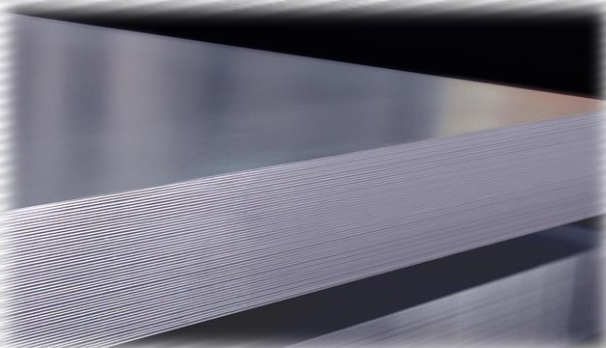


■ Steel Sheet 48% ■ Structural Steel 52%

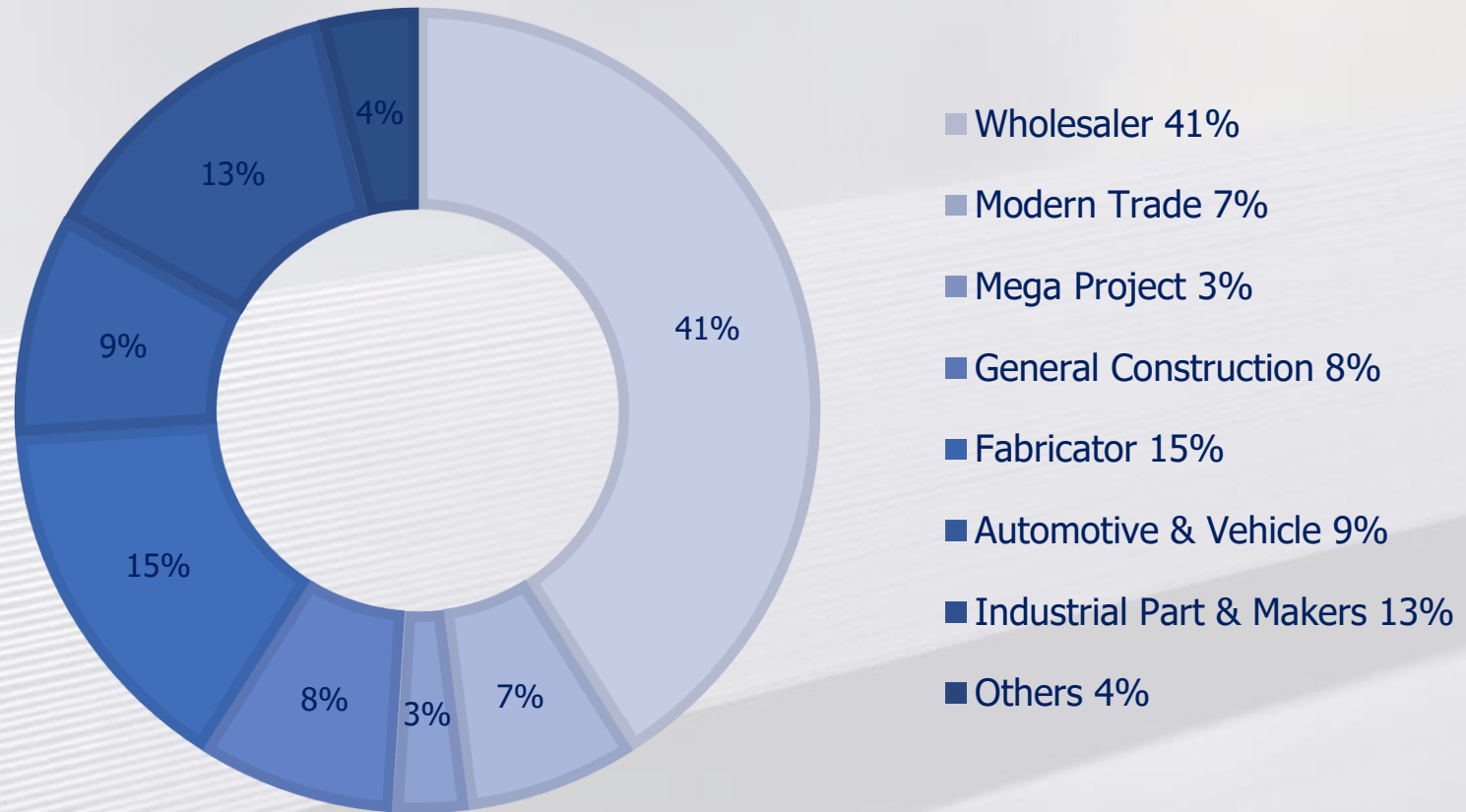
Classified by Process



■ Trading 22% ■ Processing 41% ■ Manufacturing 37%



Classified by Business Group



Agenda

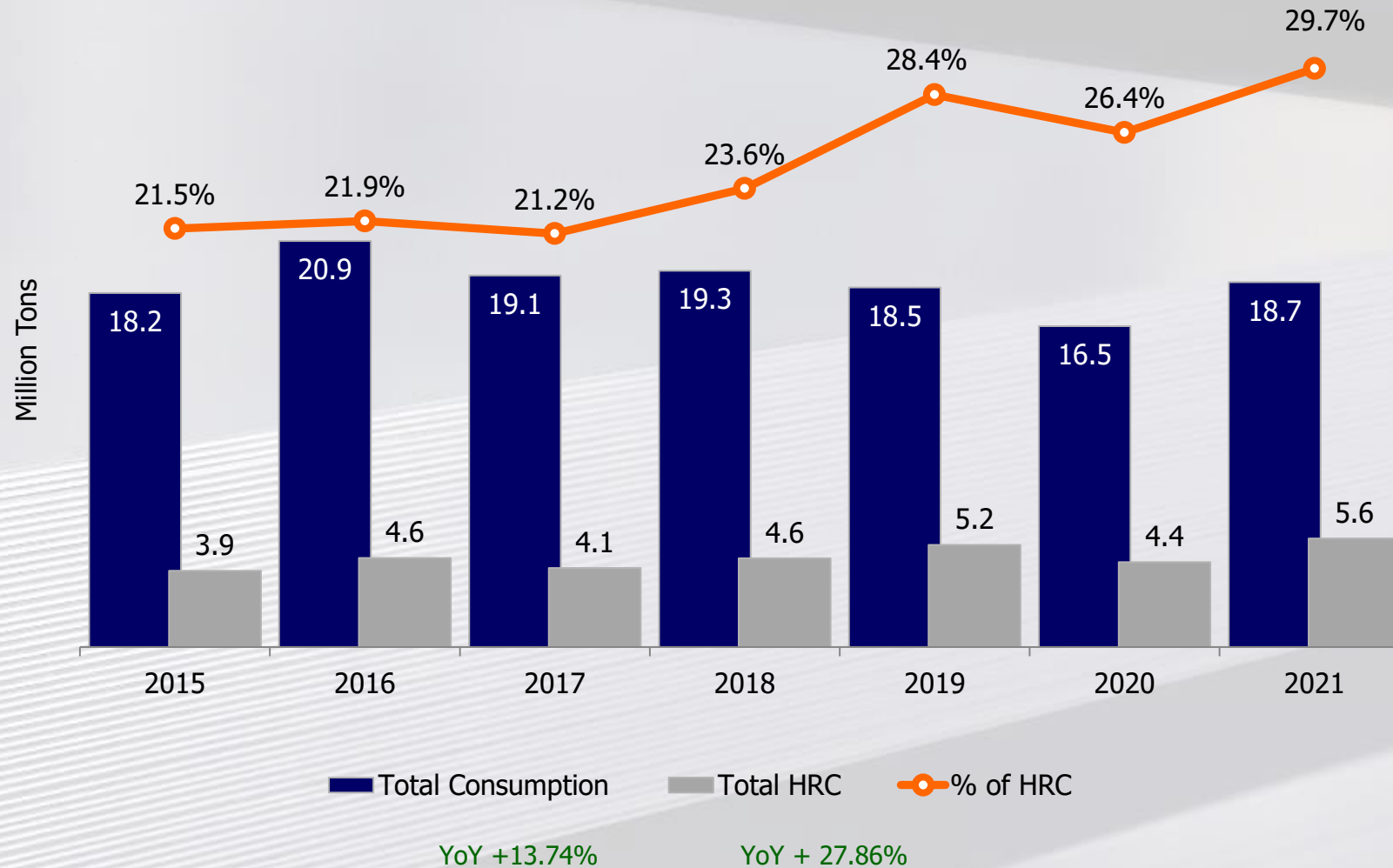
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2021 Industry Summary

- COVID-19 Pandemic
- Government Policy
- Inadequate Raw Material
- Steel Consumption
- Steel Price



Thailand Apparent Finished Steel Consumption

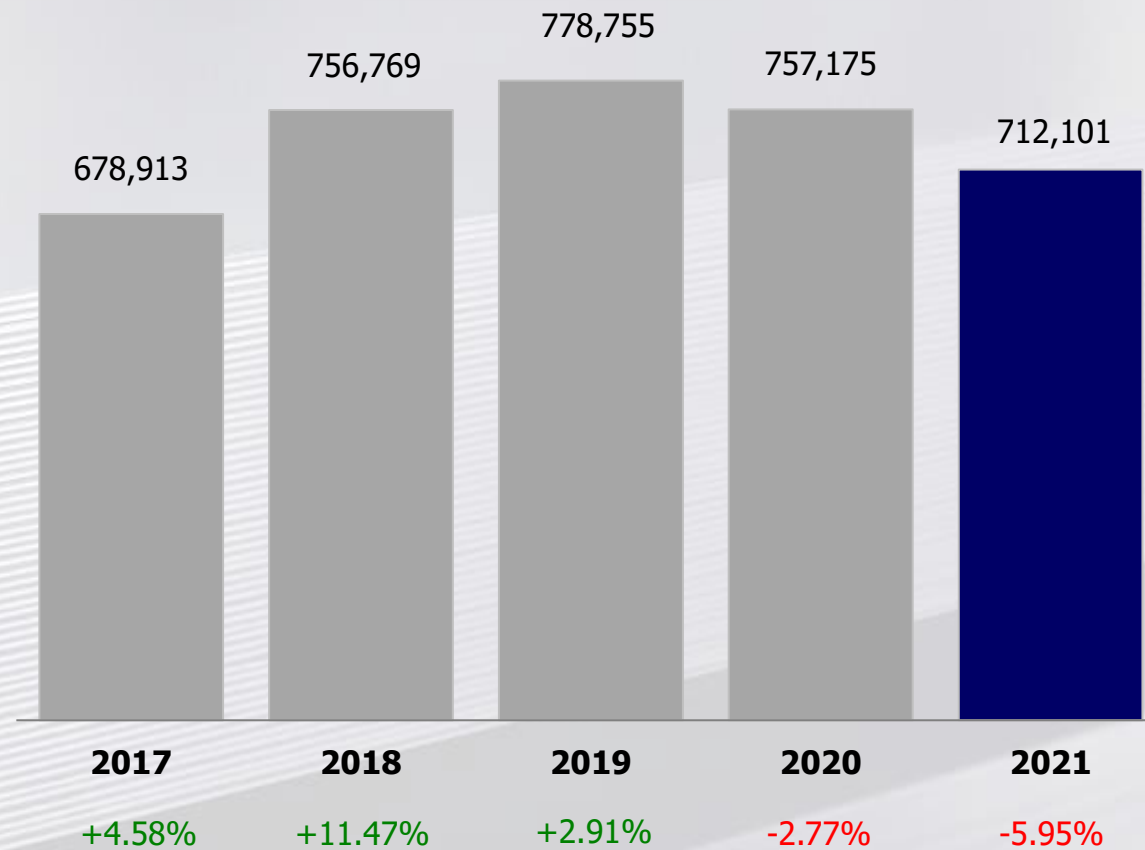


Source: ISIT

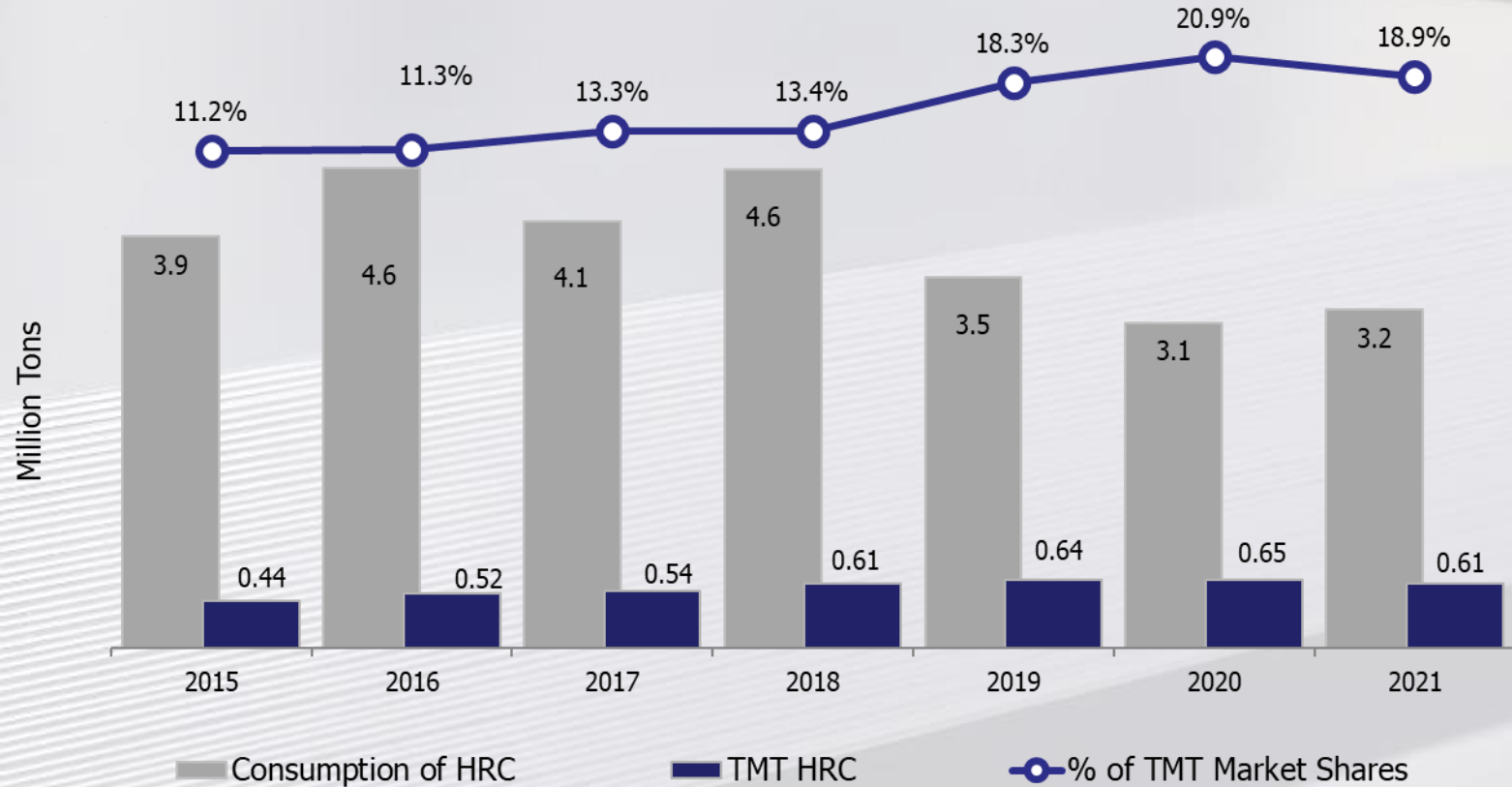
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Sales Volume (Ton)



TMT Market Share (Hot Rolled Coil)



YoY +3.99%

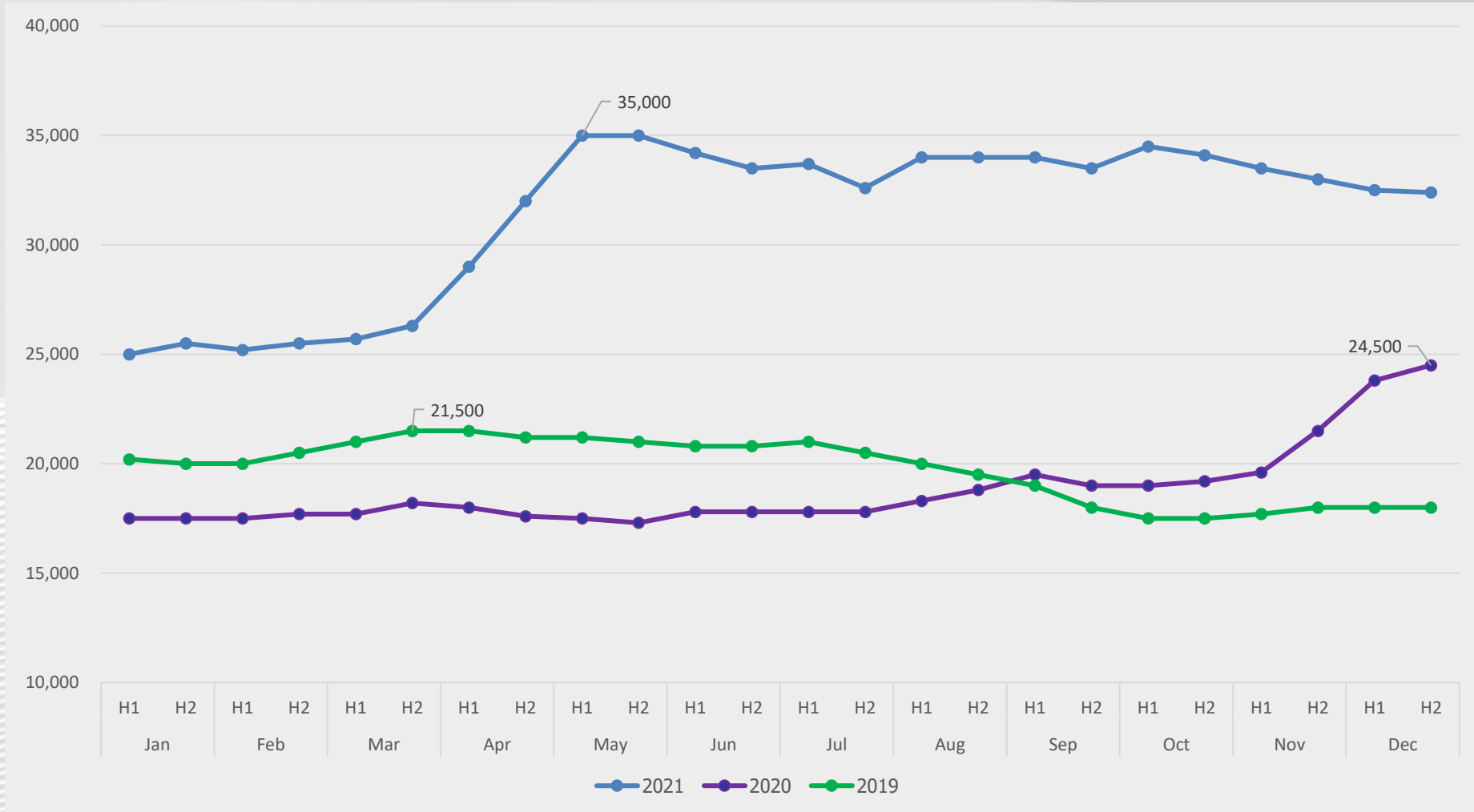
YoY -6.17%

Source: ISIT

Remark: 2019-2021 consumption of HRC excluded Japan import of HRC-Carbon Steel & Alloy

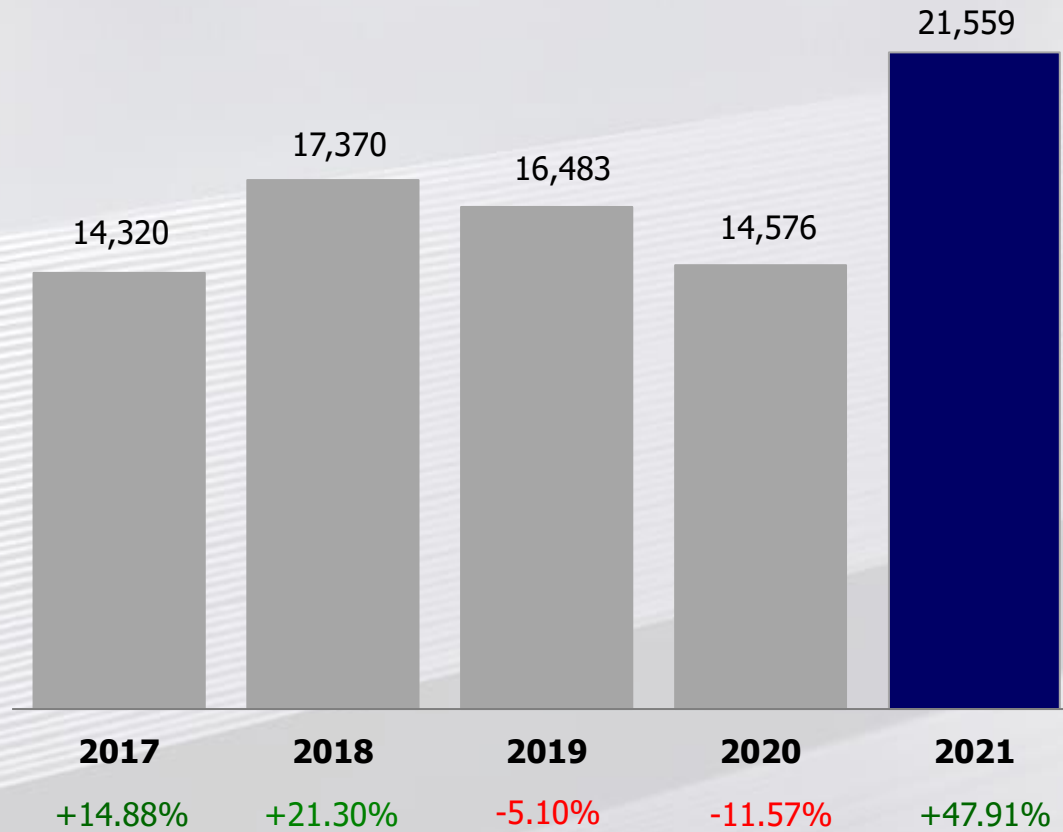
Domestic Steel Price (Hot Rolled Coil)

Baht/Ton



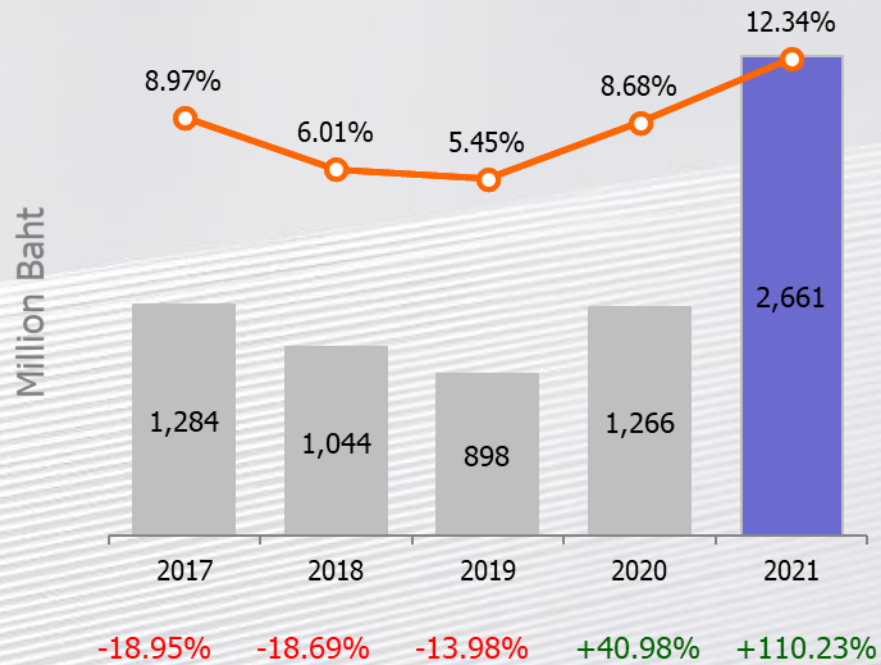
Source: ISIT, Bangkok and Vicinity areas, HRC 2 mm. 4 ft.

Sales Revenue (MB)

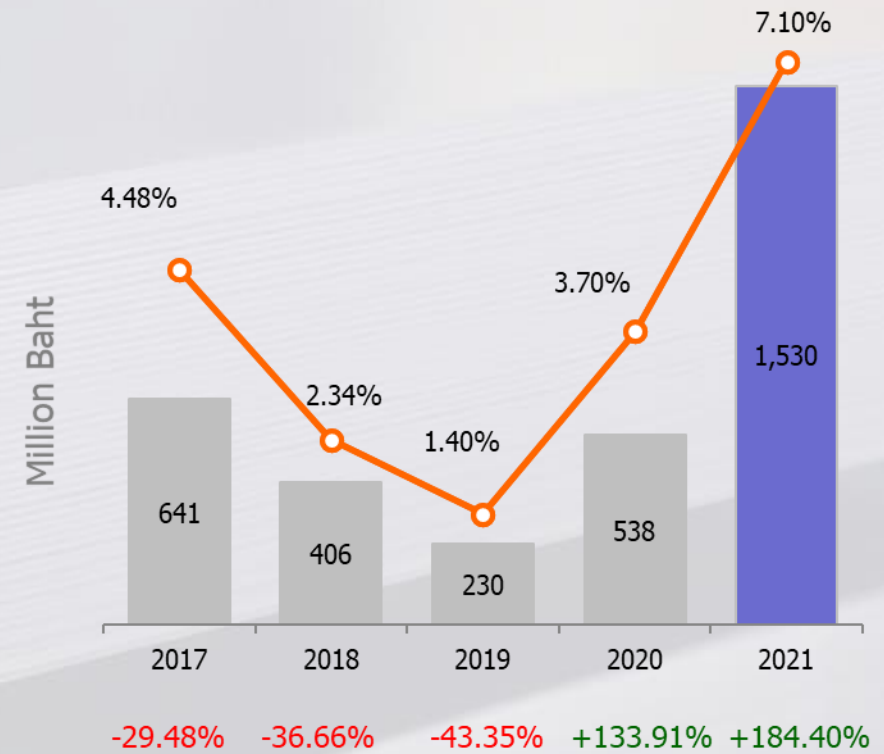


Financial Performance

GROSS PROFIT

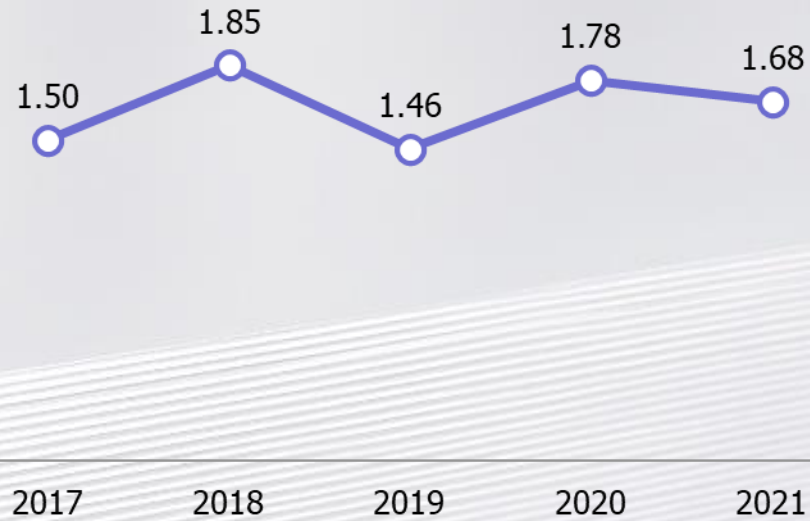


NET PROFIT

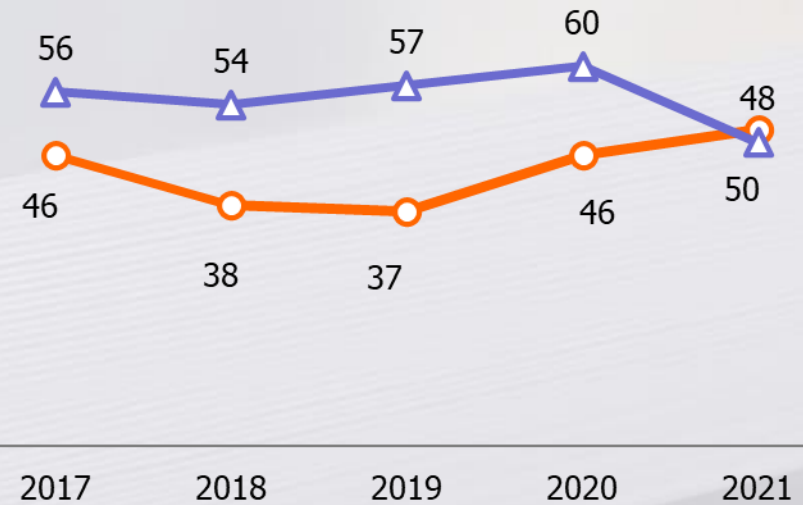



Financial Performance


D/E Ratio (Times)



Liquidity Ratio (Days)

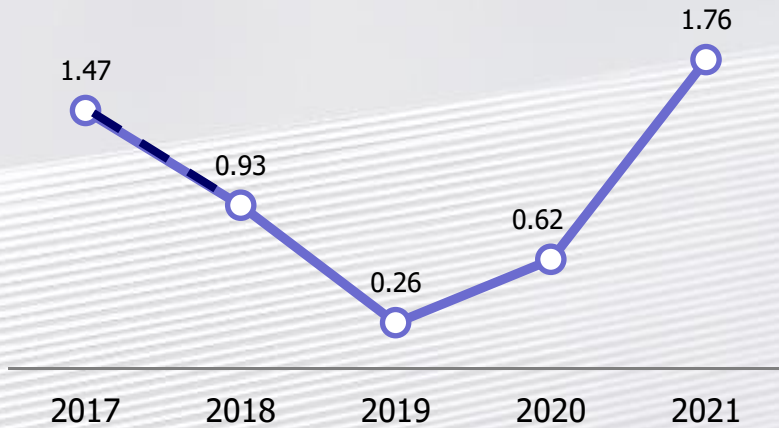


 Inventory Turnover period

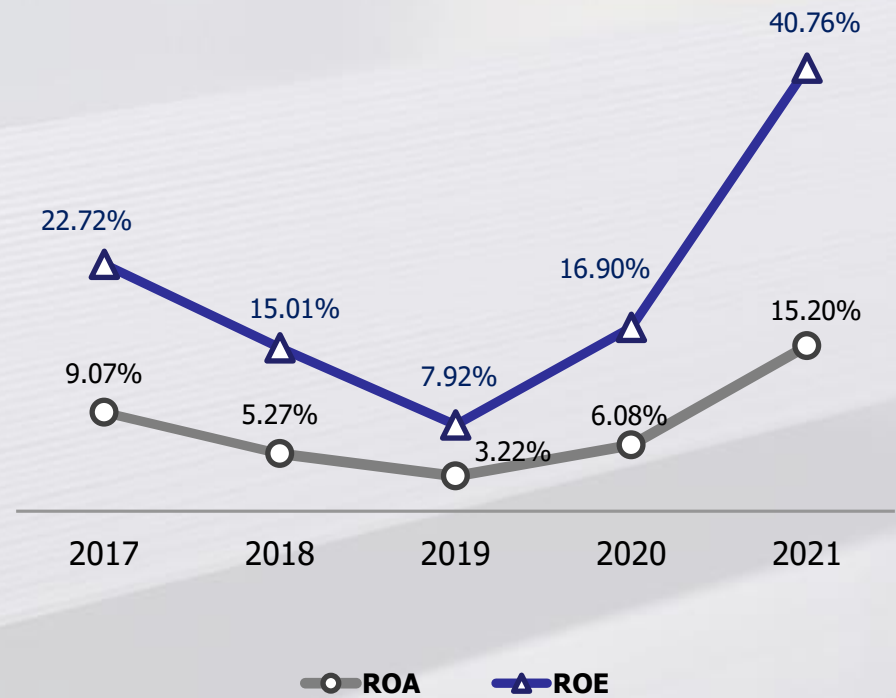
 Collection period

Financial Performance

EPS (Baht)



Profitability Ratio (%)



--- EPS for 2017-2018, based on issued and paid-up capital 435,379,017 Baht

2021 Key Highlights

Operation



Expanding Production Capacity
& Warehouse Spaces



Initiating Modern Infrastructure &
Data Automation



TMT's Products
Certified Made in Thailand

Sustainability



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2022 Outlooks

- Russia-Ukraine War
- Oil Price Increase
- Inflation
- Raw Material Price Volatility
- Innovation & Technology
- COVID-19 Omicron Variant



Supply Chain Collaboration



Providing structure of your imagination



Q&A



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