



**บริษัท ทีเอ็มที สตีล จำกัด (มหาชน)**  
**TMT STEEL PUBLIC COMPANY LIMITED**

**Opportunity Day Year End 2022**

**April 3, 2023**

# Agenda

- TMT Business
- 2022 Industry Summary
- 2022 Financial Performance & Key Highlights
- Information Update
- 2023 Outlooks and Challenges





# TMT STRATEGY



Raw Material



Process



Products

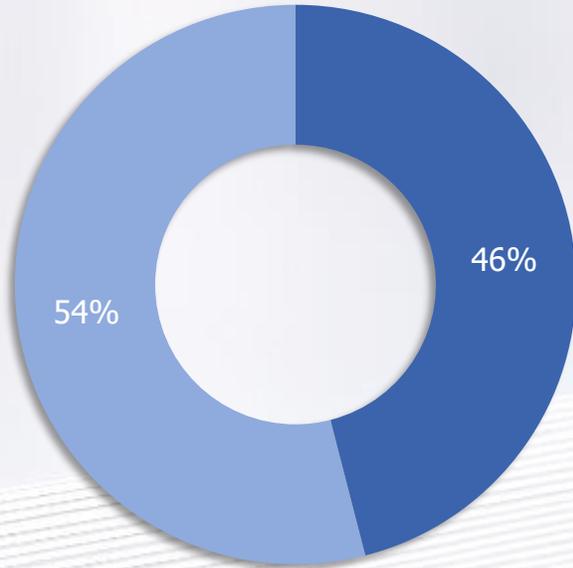


Logistics



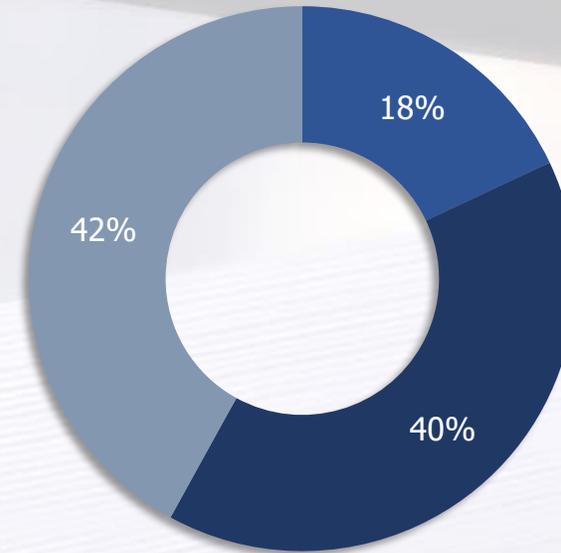
Customers

Classified by Products

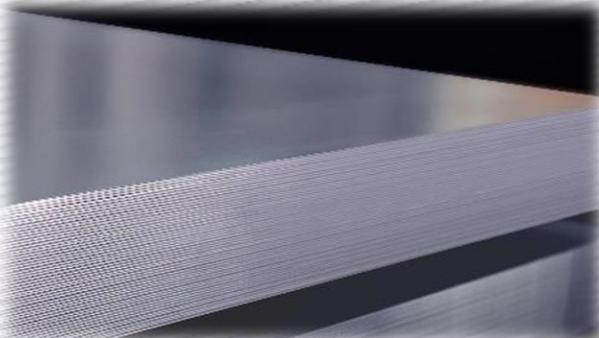


■ Steel Sheet 46% ■ Structural Steel 54%

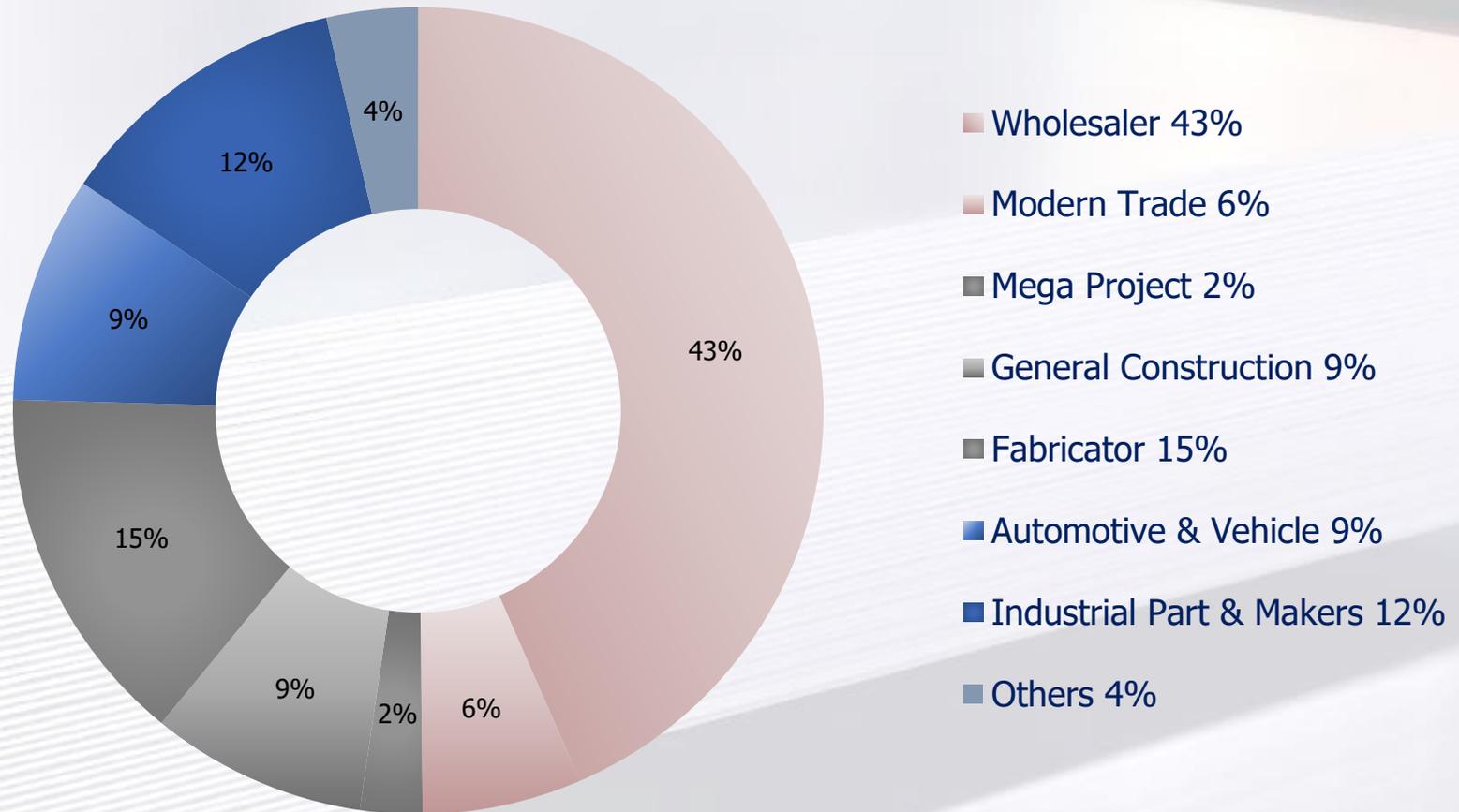
Classified by Process



■ Trading 18% ■ Processing 40% ■ Manufacturing 42%



### Classified by Business Group



# Agenda

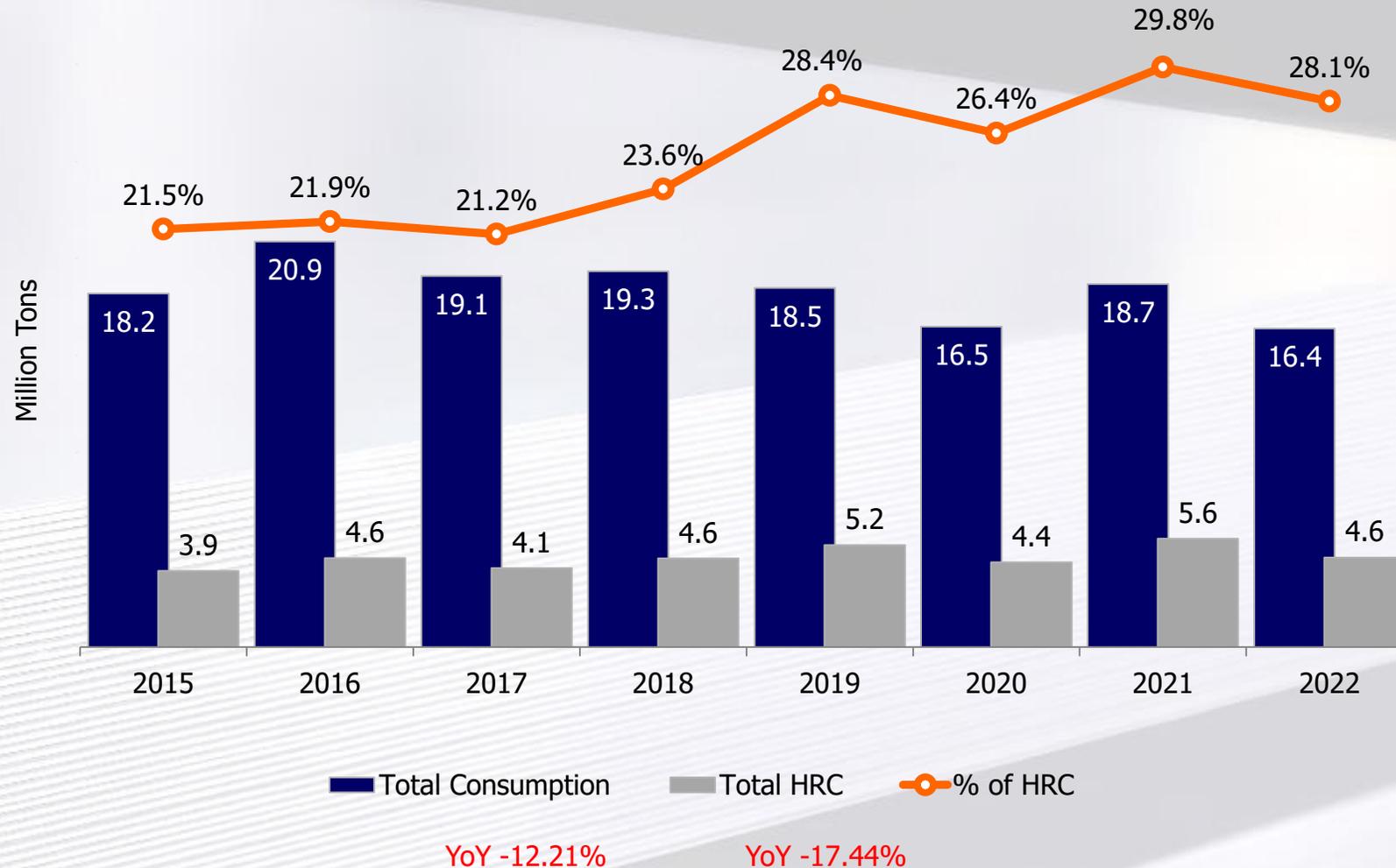
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# 2022 Industry Summary

- Russia-Ukraine War
- Energy Crisis
- Net Zero Policy
- Zero-Covid
- Steel Consumption
- Steel Price



# Thailand Apparent Finished Steel Consumption



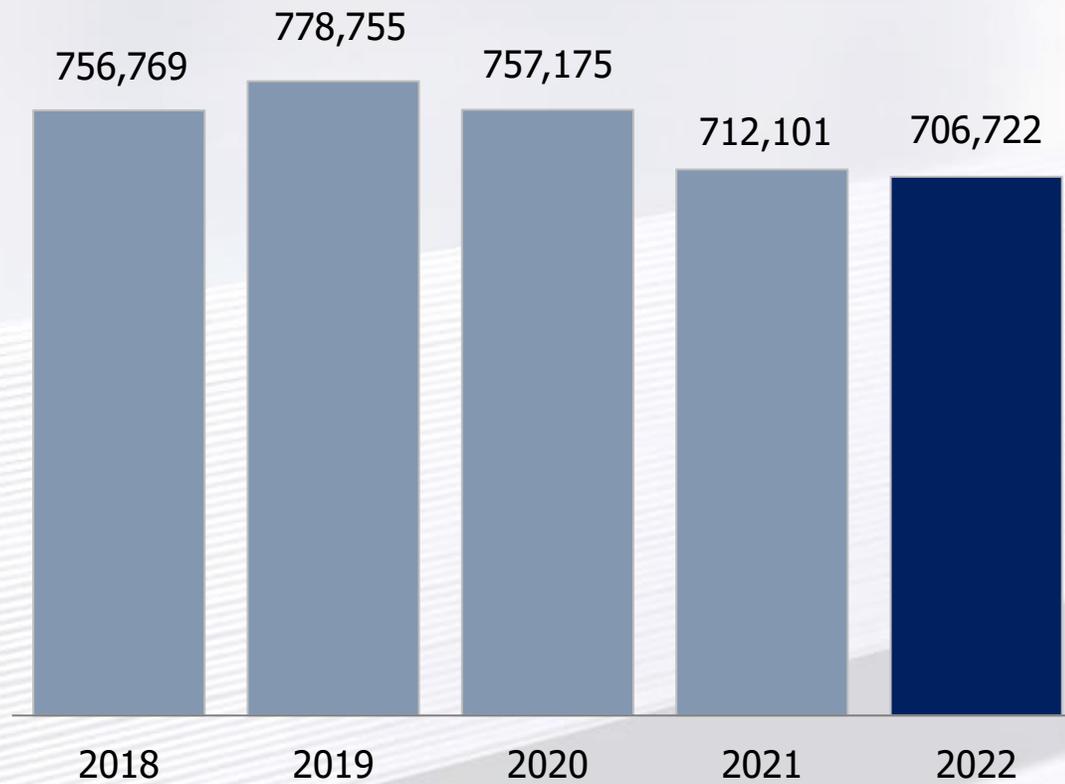
Source: ISIT

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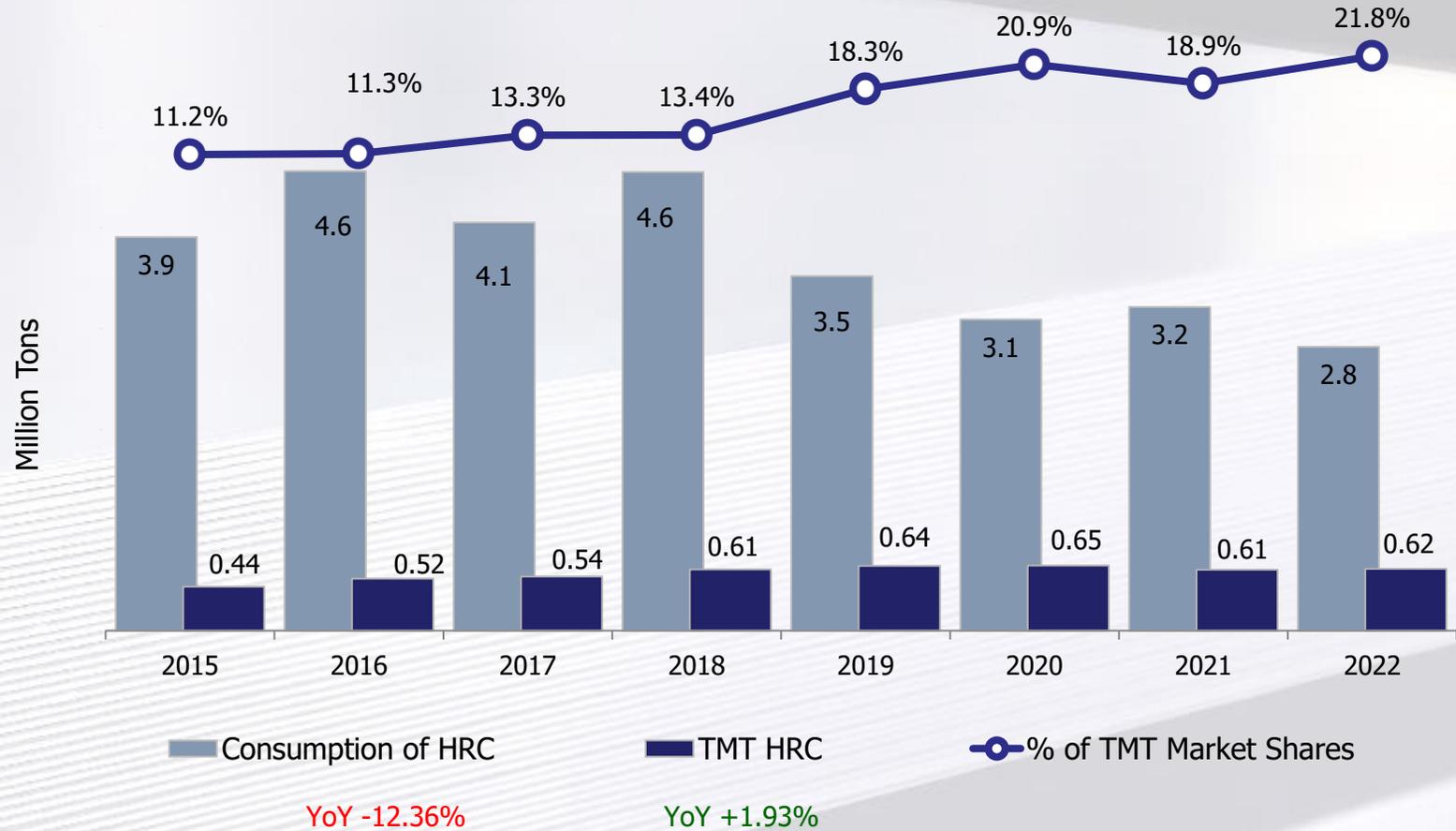
# 2022 Financial Performance

## Sales Volume (Ton)



YoY -0.76%

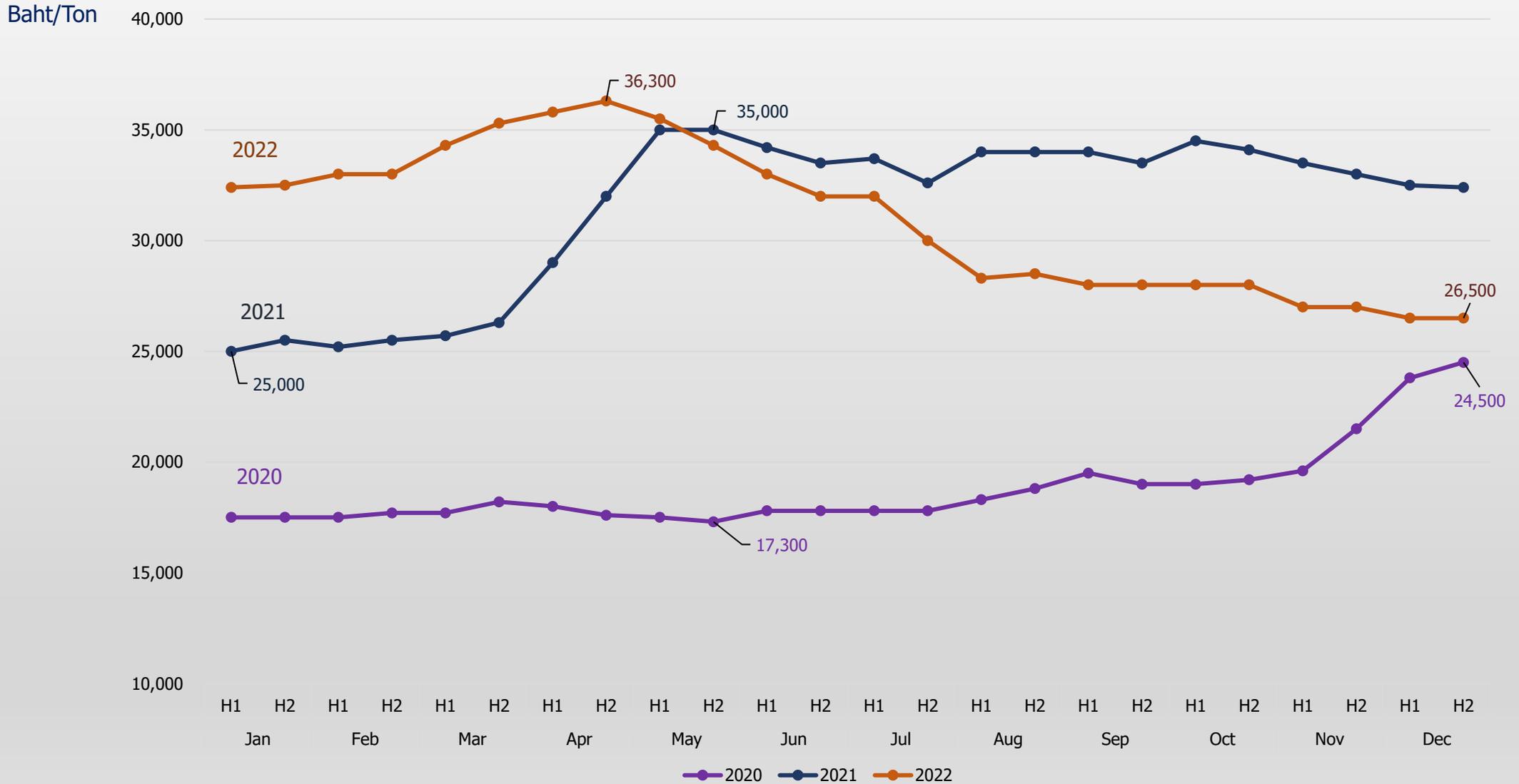
# TMT Market Share (Hot Rolled Coil)



Source: ISIT

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

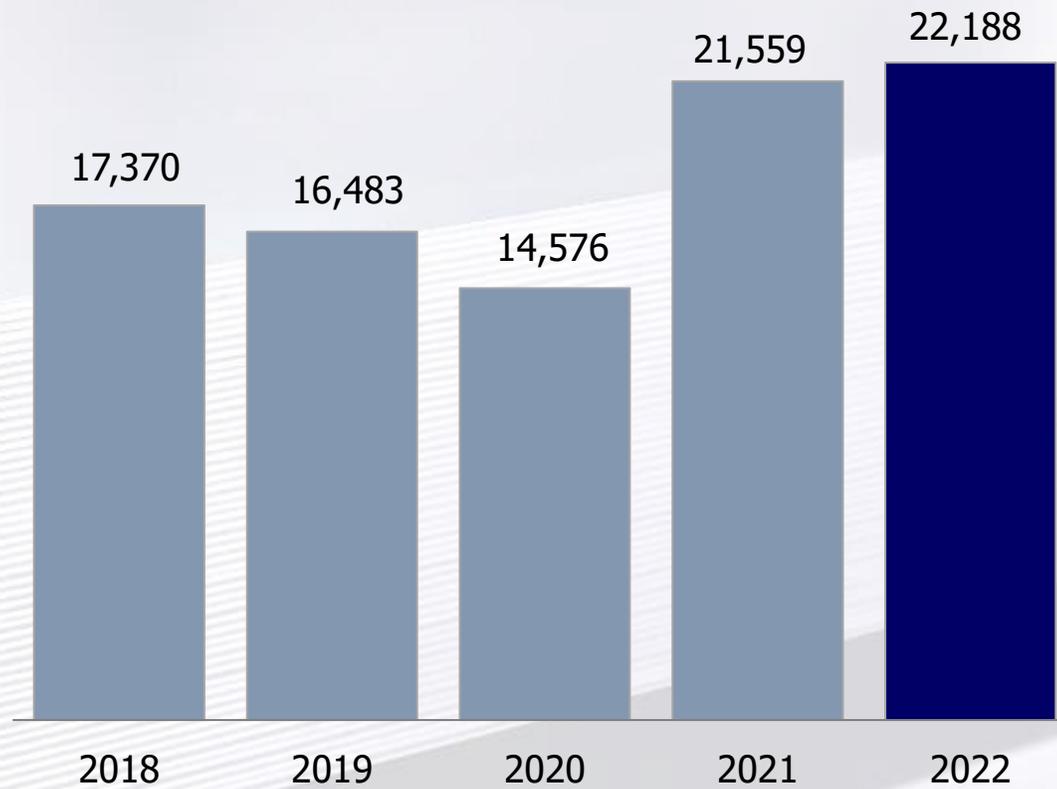
# Domestic Steel Price (Hot Rolled Coil)



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

# 2022 Financial Performance

## Sales Revenue (MB)

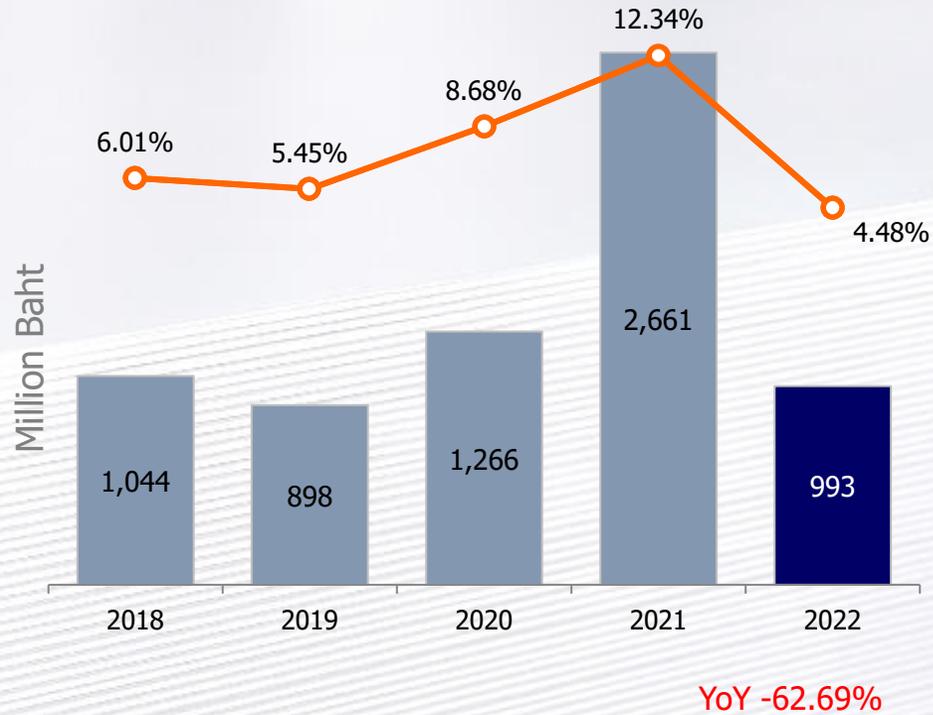


YoY +2.92%

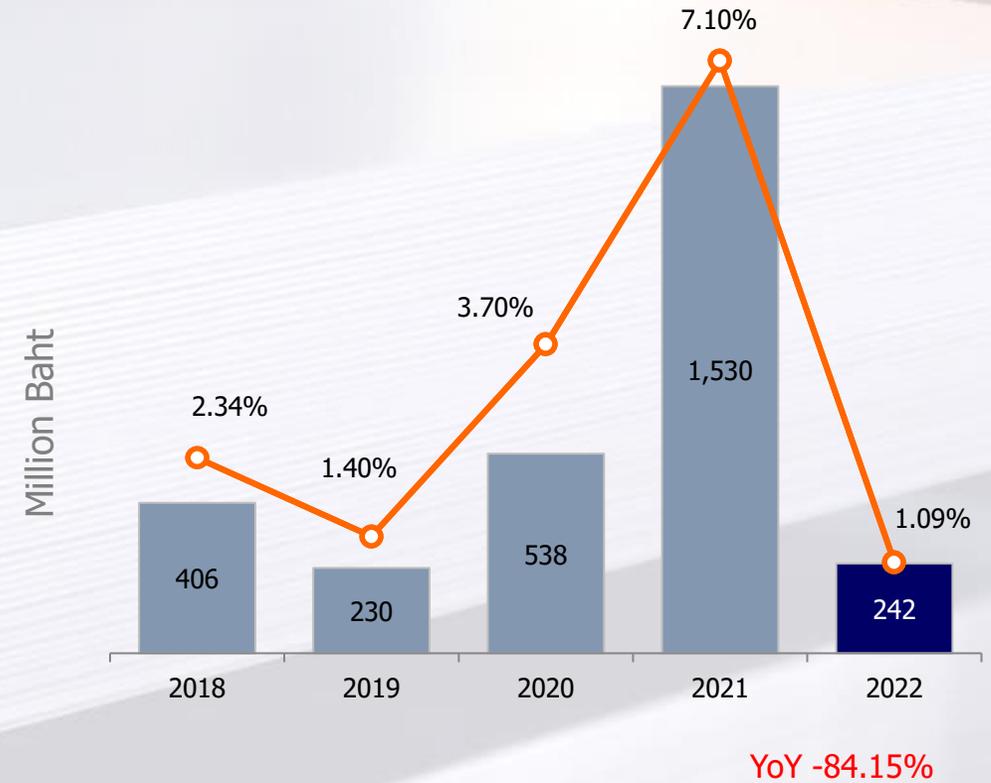


# 2022 Financial Performance

## GROSS PROFIT

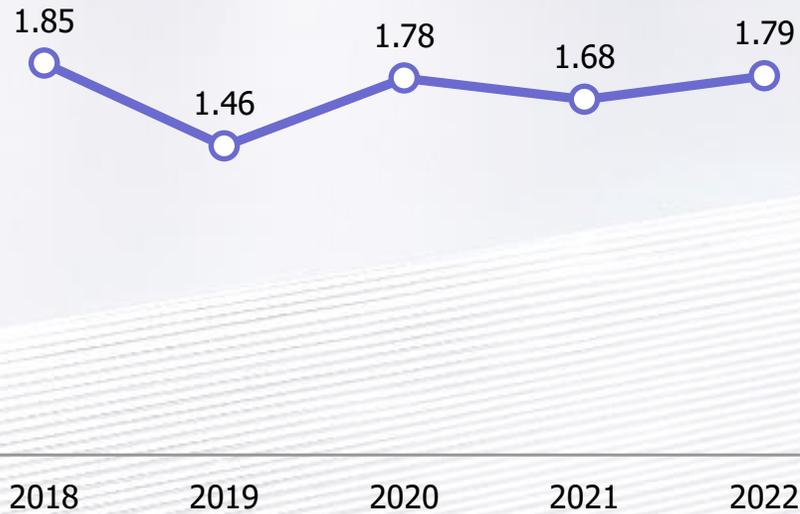


## NET PROFIT

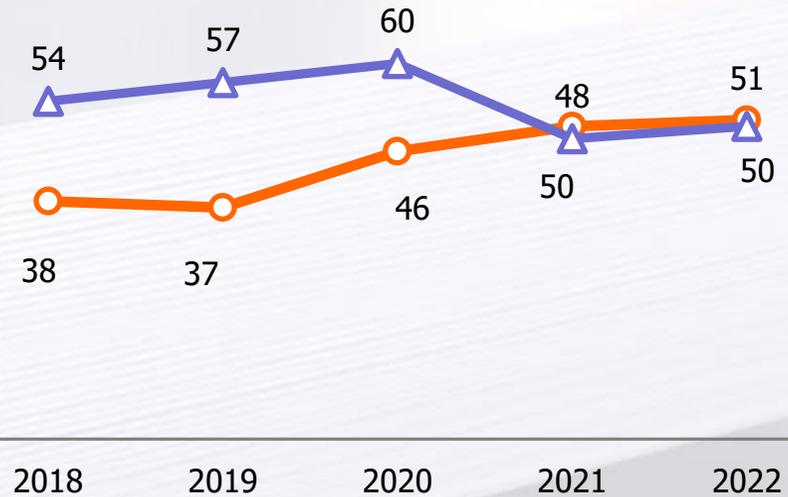


# 2022 Financial Performance

## D/E Ratio (Times)



## Liquidity Ratio (Days)



 Inventory Turnover period

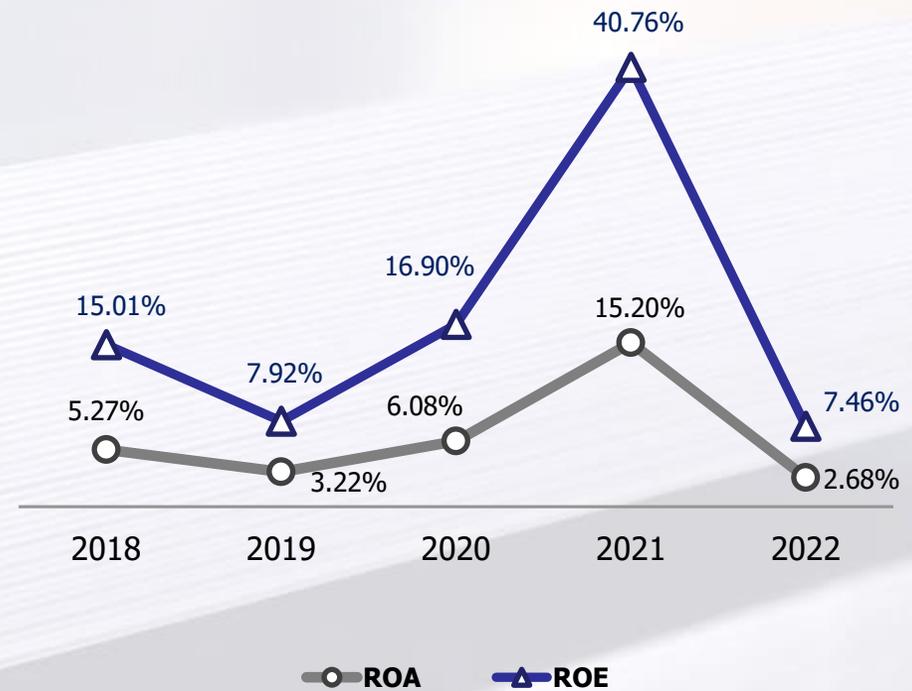
 Collection period

# 2022 Financial Performance

## EPS (Baht)



## Profitability Ratio (%)



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

# 2022 Key Highlights

## Operation



Expanding Production Capacity for Steel Tube and Stay Flat (Steel Sheet), Installing new machines for new services



Study Digital Business with Strategic Alliance



TMT's Products Certified Made in Thailand

## ESG



บริษัทในกลุ่มแห่งชาติ บริษัทในเครือแห่งชาติ บรรษัทภิบาลแห่งชาติ บรรษัทภิบาลแห่งชาติ บรรษัทภิบาลแห่งชาติ  
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# Information Update

## Solar Rooftop #2

### Solar Rooftop Project 2

- Area of 17,055 square meters
- Generate electricity 3.782 megawatts
- Reduce carbon dioxide emissions by approximately 1,978 tons per year

### Totaling Projects 1 and 2

- Generate electricity 6.282 megawatts
- Reduce carbon dioxide emissions by approximately 3,286 tons per year



expected to complete in Q4/23

# Information Update



expected to operate in Q4/24

- FFX Technology (Flexible Forming Excellent) production line, the value of 456 MB
- More variety in the Steel Tube size range, up to 10-inch diameter
- Increase the production capacity of Steel Tube totaling 400,000 tons/year



## A Subsidiary Company

### Red Rocco Digital Company Limited

Incorporation Date	March 16, 2023
Type of Business	Electronic Commerce Service Provider
Registered Capital	30,000,000 Baht (Thirty million Baht)
Number of Shares	6,000,000 Shares (Six million shares)
Share Value	5 Baht/Share (Five Baht per share)
Shareholding Structure	TMT Steel Public Company Limited holds 70% of the share  Fire One One DR Company Limited holds 30% of the share

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# 2023 Outlooks and Challenges

- Geopolitical
- High Inflation
- Economics Slowdown
- Environmental Issue-Net Zero
- Raw Material Price Volatility



# Q&A



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