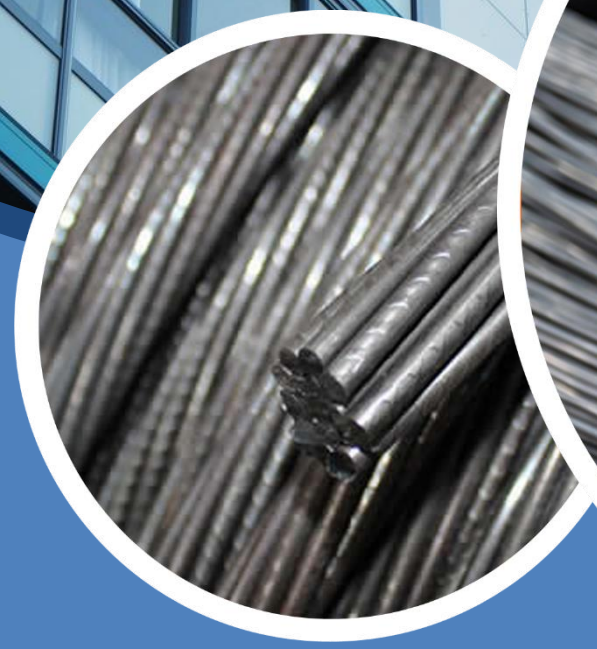




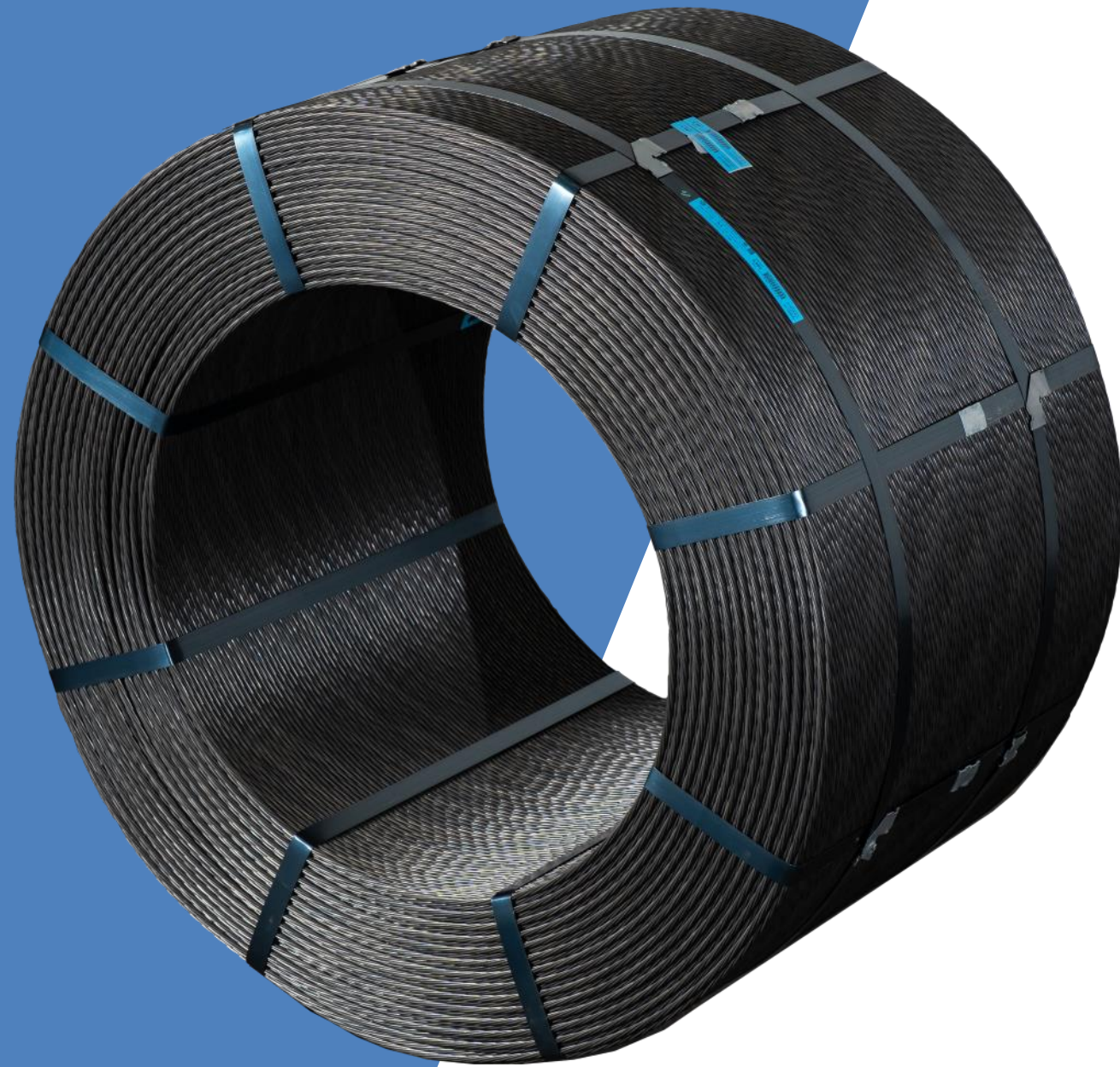
# Opportunity Day

## RAYONG WIRE INDUSTRIES PUBLIC COMPANY LIMITED

MORE THAN QUALITY WIRE







# Agenda

- **Business Overview**
- **Financial Performance**
- **Business Outlook**
- **Q&A**



# Company Overview

Established in 1994, Rayong wire industries PLC (RWI) become one of Thailand's leading specific wire manufacturing. RWI operation under the Capital Engineering Network plc. (CEN) are holding as 52.30%. The producing a range of basic and specialty wire for sale on the domestic and export market. To cope with the high growth of demand.

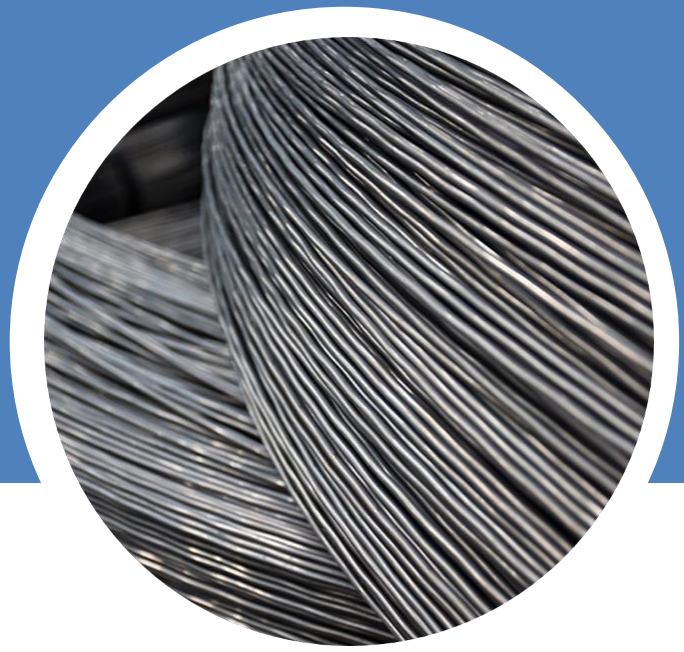
*RWI listed on the Stock Exchange of Thailand (MAI) in 2014  
Paid-Up Capital = 457.64 million baht*



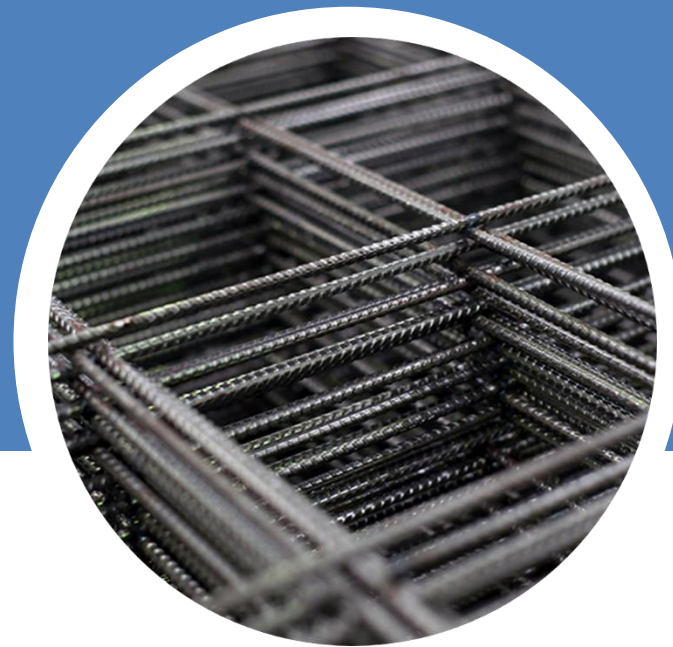


# Product Line

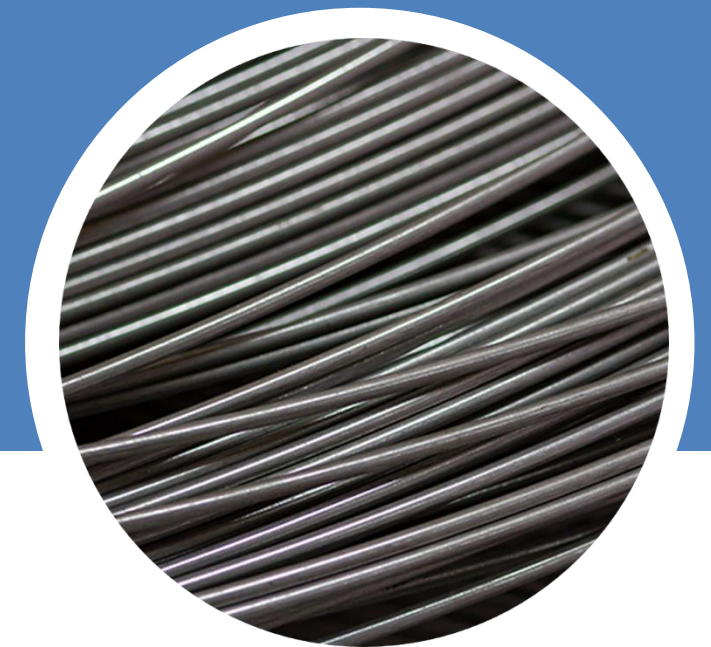
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**PC-WIRE**



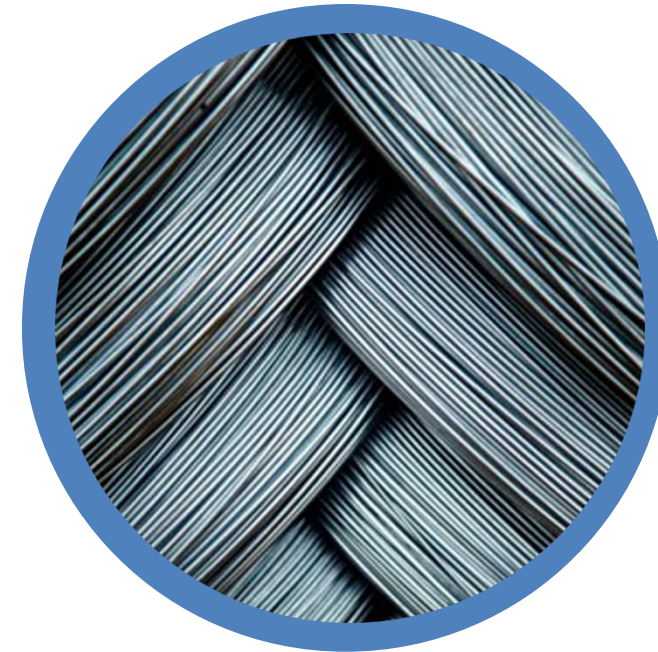
**WIRE MESH**



**HARD DRAWN  
WIRE**



**PC-STRAND**



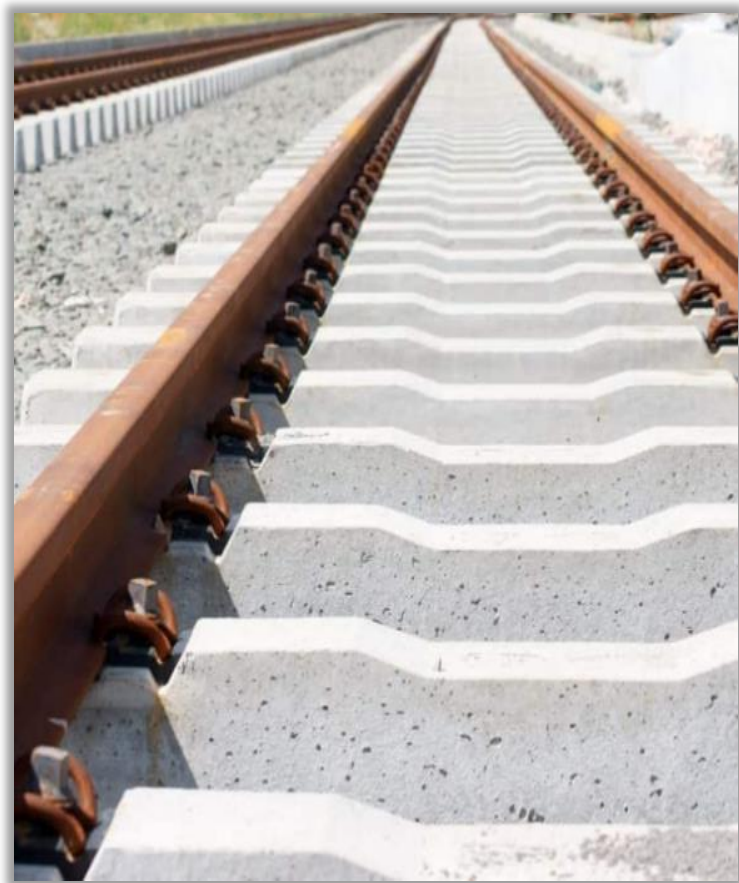
**LOW CARBON  
STEEL WIRE**





# PRE-STRESSED CONCRETE WIRE (PCW)

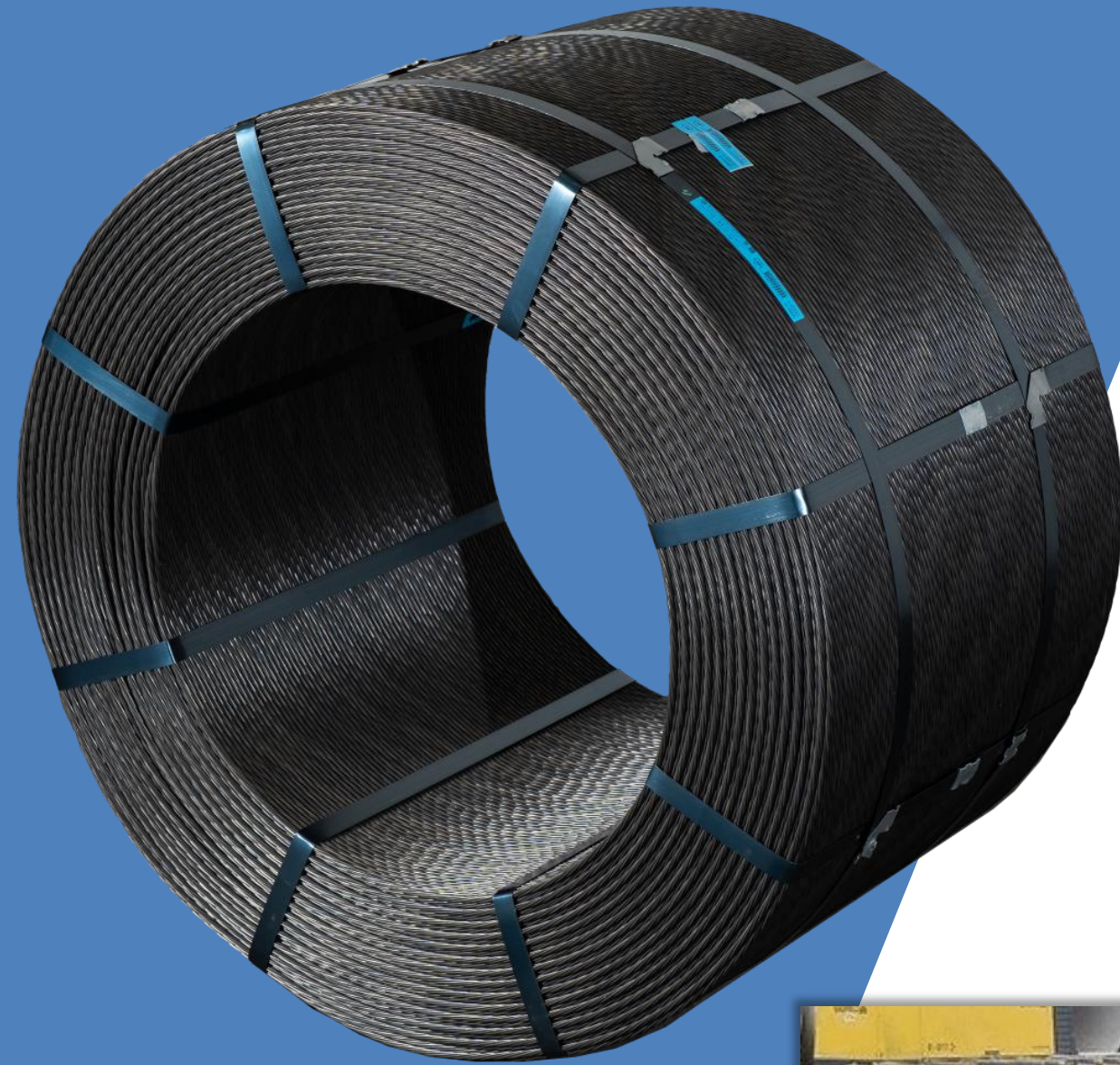
Applicable for construction structure requiring strength and durability such as concrete piles & pipes, electricity poles, hollow-core slabs, concrete slabs, railway sleepers, etc. Products range 4-9 mm diameter with TIS. 95-2540 certificate.



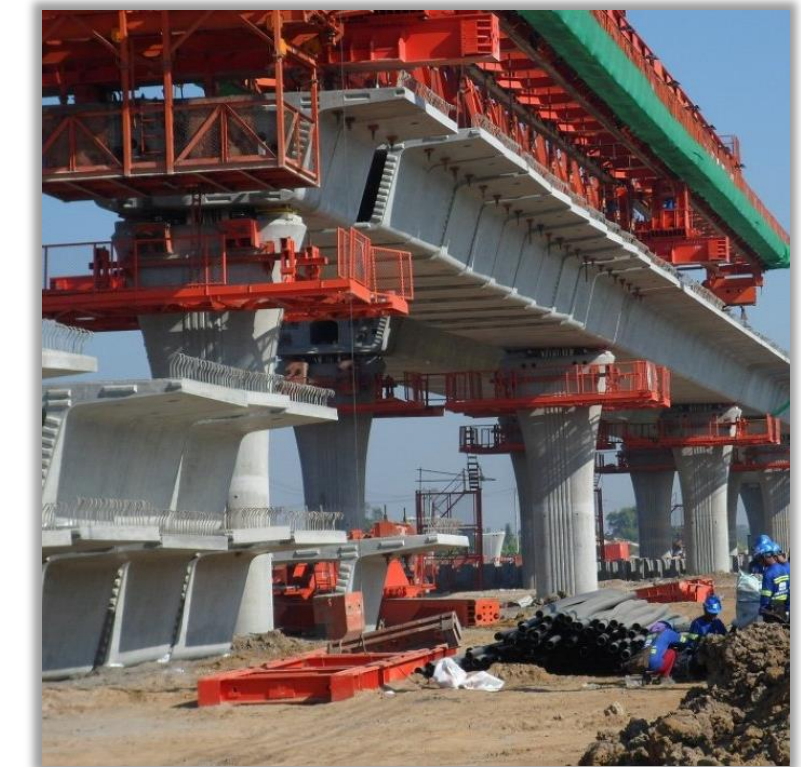


# PRE-STRESSED CONCRETE STRAND (PCS)

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- 7-Wire Indented PC Strand 7-Wire Compacted/Deformed PC Strand
- Applicable for pre-stressed and post-tensioned concrete structures Bridges, Parking decks, Industrial and Commercial Buildings

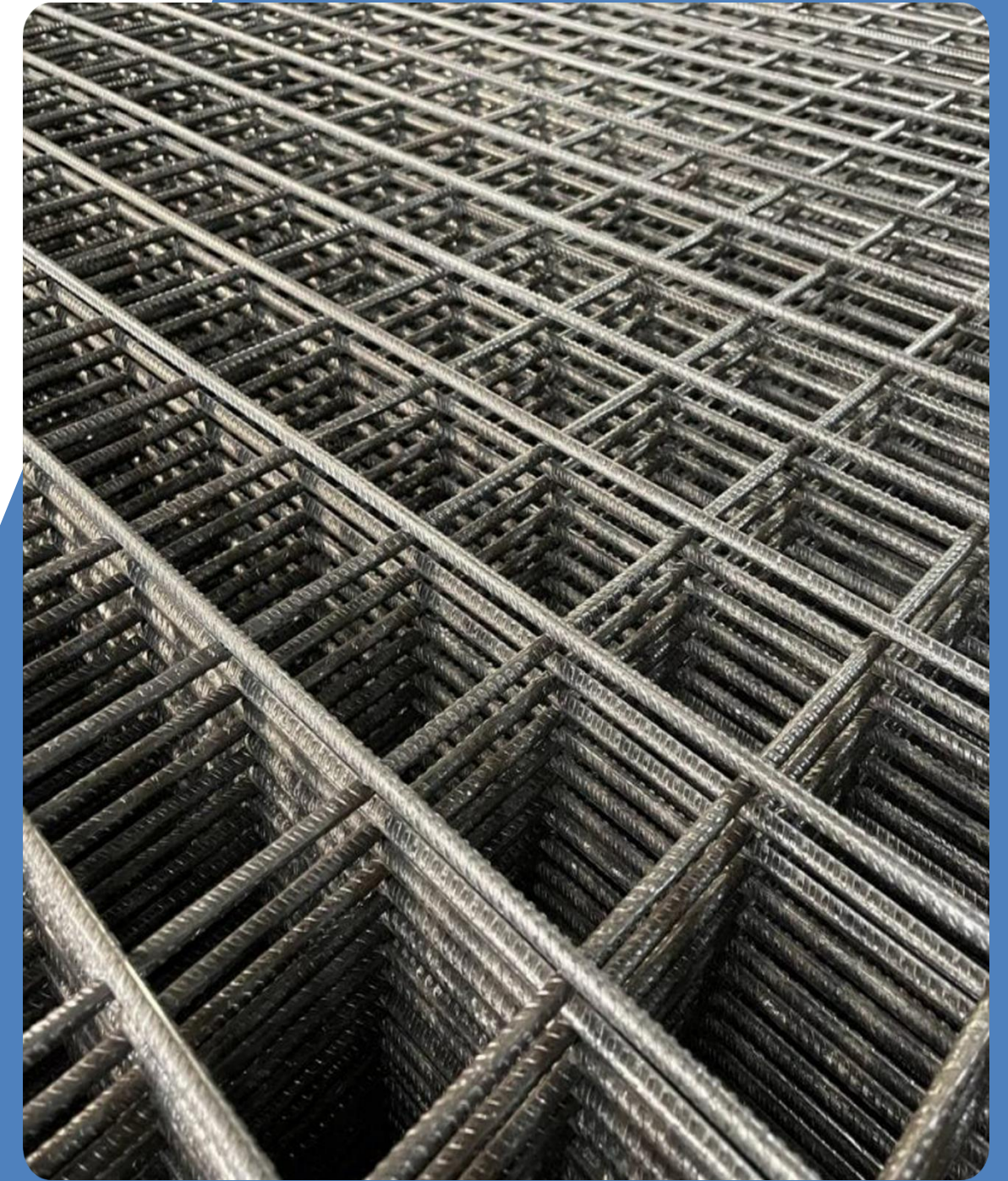




# WIRE MESH

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- Certified of TIS. 737-2549
- Used in concrete road, car parking, swimming pool and many other construction works





# ORDINARY LOW CARBON STEEL WIRE

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- Diameter size between 2.8-7.0 mm approximate weight 100 kgs in coiling packing
- Certified of TIS .194-2535, 747-2531
- Used in piping ring, pole, beam ,etc.





# HARD DRAWN WIRE

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Hard Drawn Low Carbon Wire has been cold drawn to the required diameter and not subjected to any subsequent treatment process. Often used for plating and coating, it is important that the surface finish of the wire is clean and smooth.

This is a general purpose manufacturing wire suitable for a large range of applications. Various applications include  
Mattress spring
















# TOTAL CAPACITY

Product	Ton/Month	Ton/Year	2558	2559	2560	2566	2567
PCW 1	1,040	12,480	12,480	12,480	12,480	12,480	<b>12,480</b>
PCW 2	1,300	15,600	15,600	15,600	15,600	15,600	<b>15,600</b>
PCS 1	780	9,360	9,360	9,360	9,360	9,360	<b>9,360</b>
PCS 2	1,200	14,400	0	10,400	14,400	14,400	<b>14,400</b>
STW	260	3,120	3,120	3,120	3,120	3,120	<b>3,120</b>
HDW	390	4,680	2,340	2,340	2,340	4,680	<b>4,680</b>
WM	130	1,560	1,560	1,560	1,560	1,560	<b>1,560</b>
<b>Total</b>	<b>5,100</b>	<b>61,200</b>	<b>44,460</b>	<b>54,860</b>	<b>58,860</b>	<b>61,200</b>	<b>61,200</b>





# PAST PERFORMANCE

Period as of	Y/E 2021 31 Dec 2021	Y/E 2022 31 Dec 2022	Y/E 2023 31 Dec 2023	6M/2024 30 Jun 2024
<b>Financial Data</b>				
 Assets	1,764.12	1,352.89	1,216.90	<b>1,235.40</b>
 Liabilities	391.87	241.00	215.92	<b>175.49</b>
 Equity	1,372.26	1,111.89	1,000.99	<b>1,059.91</b>
 Paid-up Capital	318.73	457.64	457.64	<b>457.64</b>
 Revenue	891.32	960.47	737.52	<b>618.80</b>
 Profit (Loss) from Other Activities	98.58	-152.74	-42.45	<b>68.35</b>
 Net Profit	179.92	-222.02	-111.27	<b>58.92</b>
 EPS (Bath)	0.29	-0.24	-0.12	<b>0.06</b>
<b>Financial Ratio</b>				
 ROA (%)	12.70	-13.42	-7.90	<b>25.17</b>
 ROE (%)	16.77	-17.88	-10.53	<b>-2.40</b>
 Net Profit Margin (%)	20.19	-23.12	-15.09	<b>9.52</b>

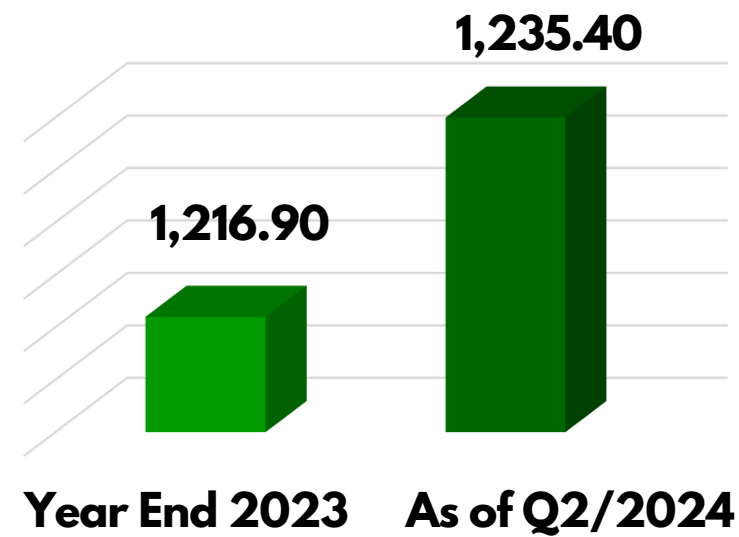


# Financial Performance

## Asset

UNT:MB

YTD: **+1.52%**



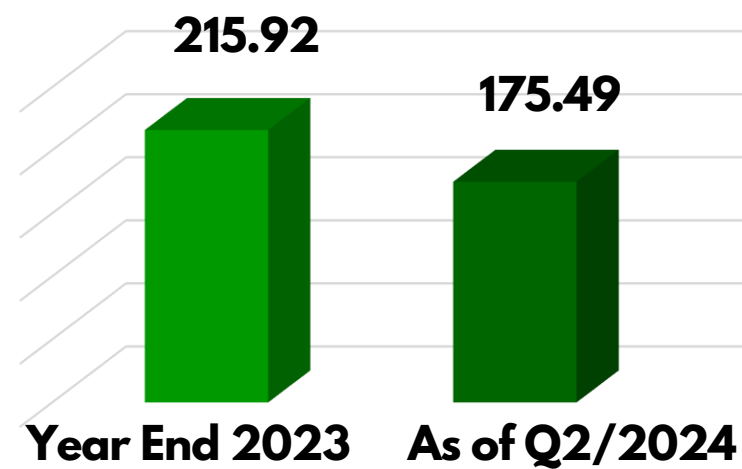
## Total Assets Increase as of Q2/2024

Due to the financial assets that the company invested in equity instrument instruments adjusted their fair value increased resulting in 2024 the company had total assets of 1,235.40 compared to 2023 which had total assets of 1,216.90 or an increase of 1.52%.

## Liabilities

UNT:MB

YTD: **-18.72%**



## Liabilities Decrease as of Q2/2024

In 2024, the company had total liabilities of 175.49 million baht, a decrease of 40.43 million baht or 18.72% compared to 2023, which had total liabilities of 215.92 million baht due to repayment of short-term loans from financial institutions to reduce the interest burden.



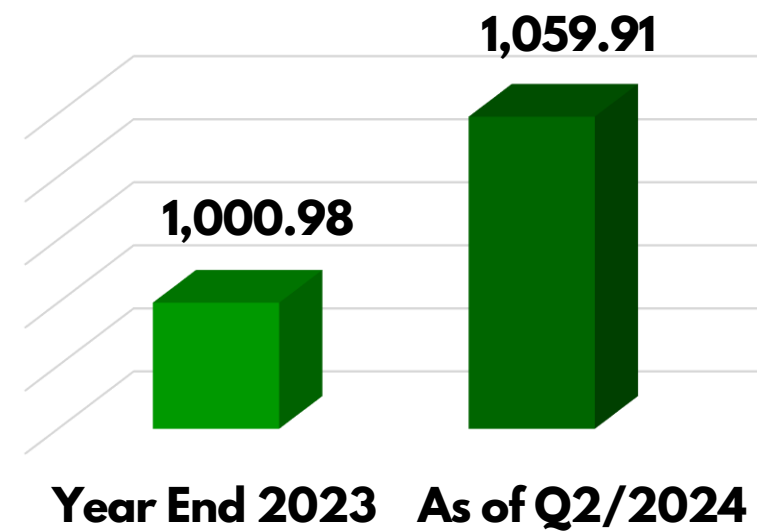


# Financial Performance

## Shareholder's

UNT:MB

YTD: **+5.89%**



## Shareholder's Equity Increase as of Q2/2024

In 2024, the company had total shareholders' equity of 1,059.91 million baht, an increase of 58.92 million baht or 5.89% compared to 2023, which had shareholders' equity of 1,000.98 million baht, coming from the company's increased net profit amount 58.92 million baht.

## SALE

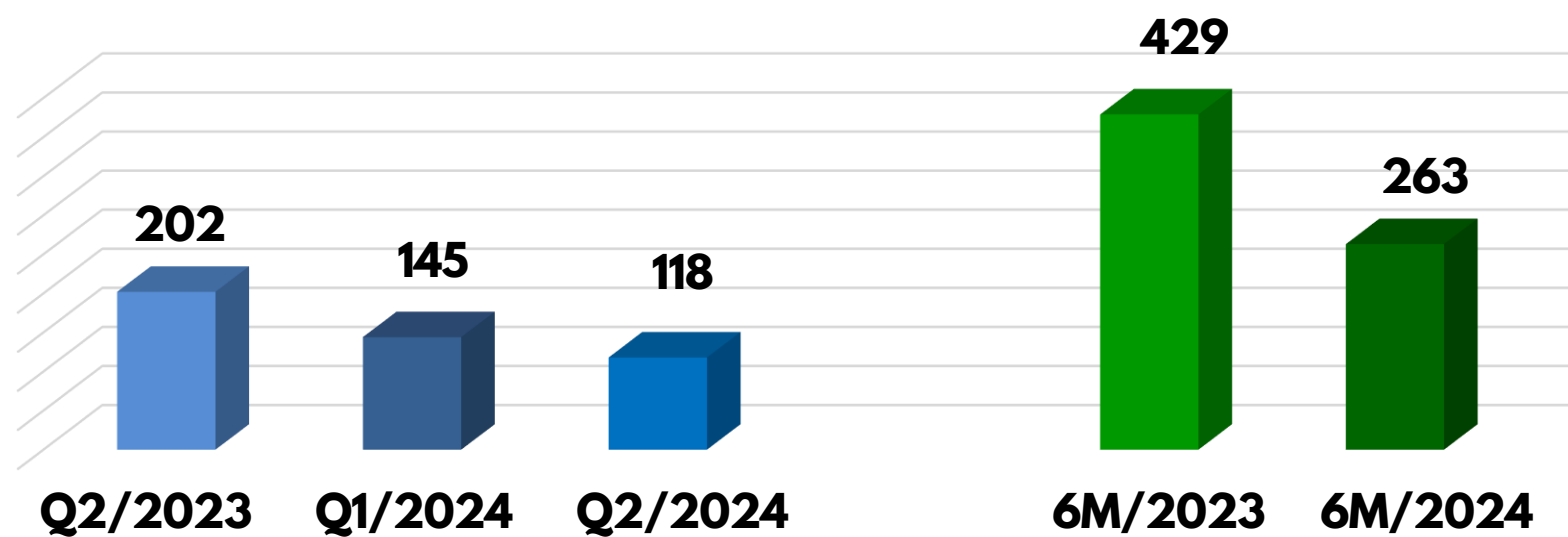
UNT:MB

QTD:

-18% QoQ  
-42% YoY

YTD:

-39% YoY



## Sale Decrease in 6M/2024

In 2024, domestic sales volume will decrease due to lower investment and demand from the public and private sectors for steel product consumption.





# Financial Performance

## GPM

UNT:MB

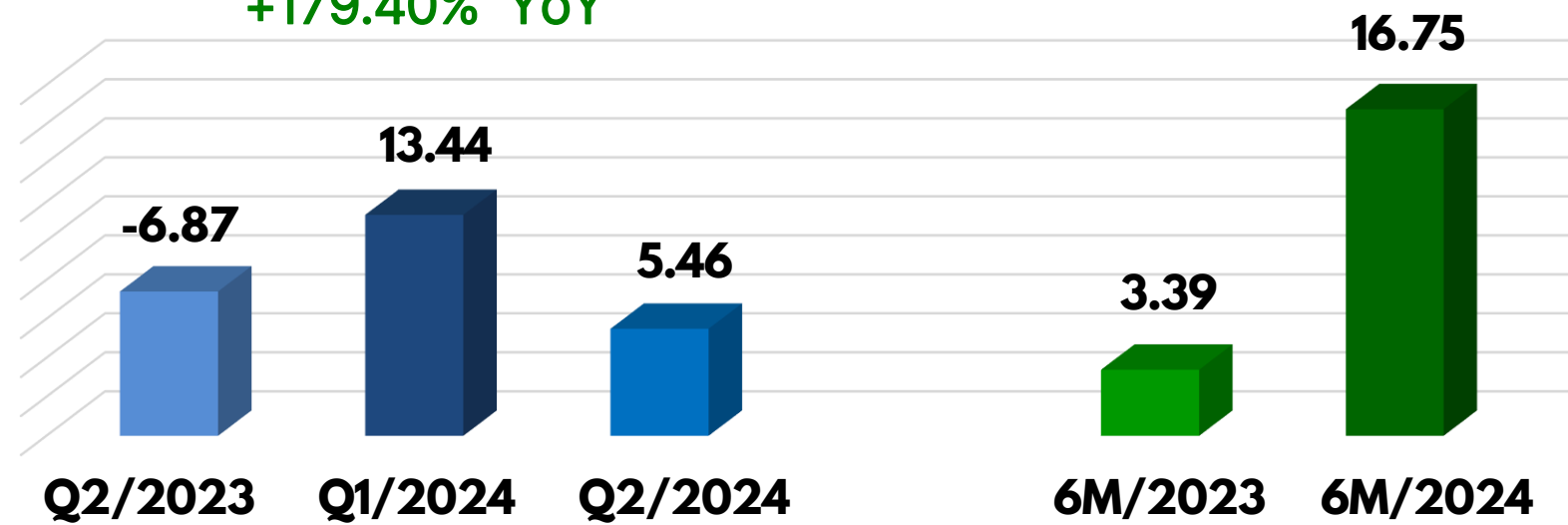
QTD:

-59.30% QoQ

+179.40% YoY

YTD:

+394.10% YoY



## GPM Increase in 6M/2024

In 2024 due to the strategy for managing value addition and average sales and cost reductions result in lower operating costs.

## NPM

UNT:MB

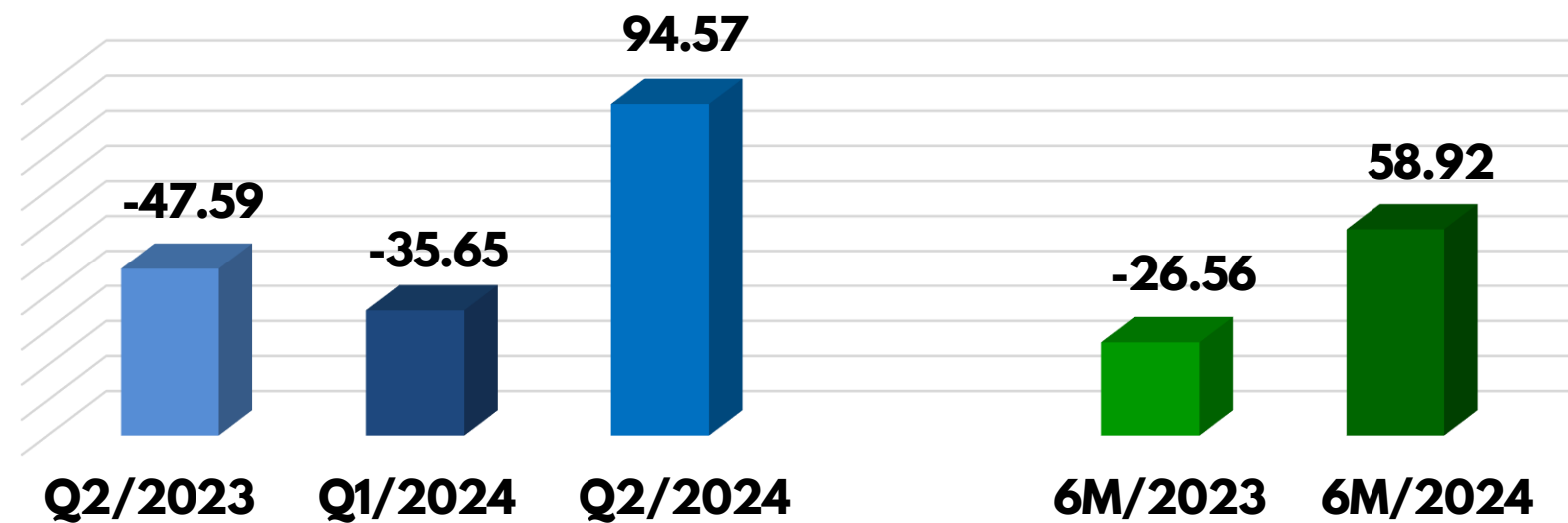
QTD:

+365.20% QoQ

+298.70% YoY

YTD:

+321.81% YoY



## NPM Increase in 6M/2024

The gap between the price of the material and the selling price, including other income obtained from the sale of wire scraps, interest income, and reduced administrative and production expenses. As a result, the fair value adjustment of securities increased by 58.92 million baht.



RWI



# Key Financial Ratio



## Debt to Equity

Debt decreased 40 MB.  
Equity increased 58.92 MB.

2023

2024

0.22

0.17



## ROA

Net profit QoQ increased 142 MB.

2023

2024

-3.91%

7.65%



## ROE

Net profit QoQ increased 142 MB.

2023

2024

-4.75%

8.92%

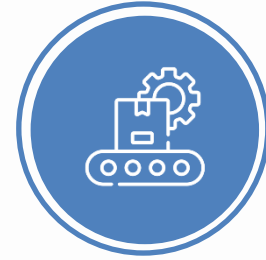


RWI



# Strategy

Maintaining customer base and increasing gross profit by adjusting sales strategies to maintain existing and target customer bases select high-priced retail customers and place greater emphasis on services that meet customer needs.



Increase efficiency and improve production lines, increase employee potential, stock reduction to increase income and profits continuously and sustainably.



Expand the customer base and create a stable structure for the company by expanding product export areas to Asian countries to push the company to be one of the top three in the country in terms of sales and production of high tensile steel wire products and start looking for new business opportunities that will create good returns in the future.



Follow the government's policy on preventing dumping of Steel wire from abroad.



Maintaining sustainability, the company conducts business with social and environmental responsibility to create long-term sustainability.



Personnel development the company has realized the importance of developing the knowledge and abilities of employees training has been increased and duties have been rotated to create diverse potential for employees.



Investment: The company plans to invest in equity instruments and stocks whose book value is higher than the market price. The company has carefully managed its portfolio management strategies to reduce risk and increase returns in times of extreme market volatility and because the company has liquidity in the cash flow section, the company has released credit lines to companies in the group to generate income from interest to promote the company's net profits to be higher.



# Road Map

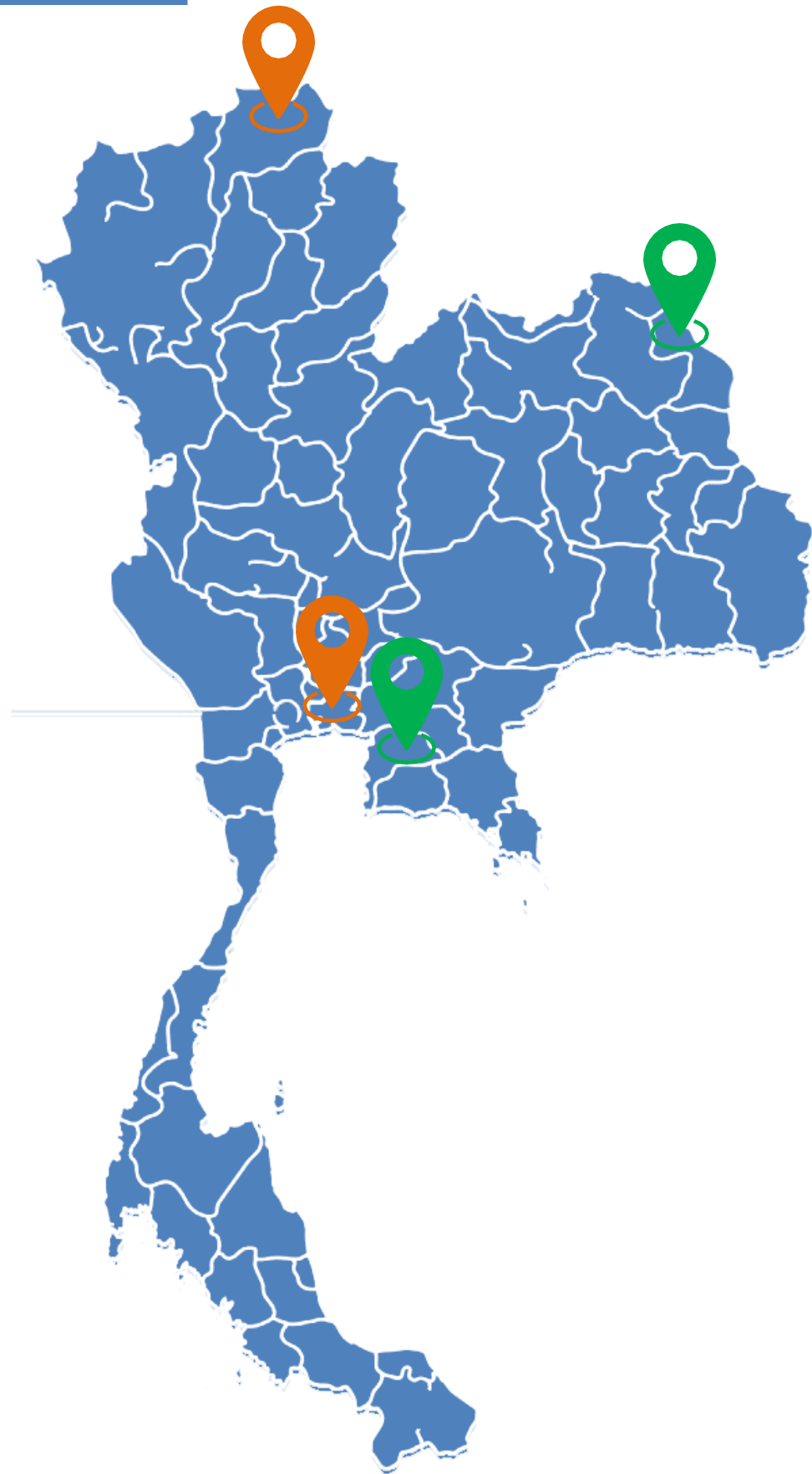
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- Double-track railway construction
- Intercity Highway Project
- Precast Concrete





# RWI'S DOMESTIC PROJECT



## Double-track railway construction project Den Chai-Chiang Rai-Chiang Khong

- 2024-2028
- PC Wire and PC Strands steel wire 34,800 tons
- 87 km.
- Worth THB 4,200 million



## Bang Khun Thien - Ban Phaeo Intercity Highway Project

- 2021-2024
- PCS high-tensile steel wire 15.20 mm (mainly)
- 16.29 km
- Worth THB 18,755 million



## Ban Phai-Nakhon Phanom

- 2024-2028
- PC Strands 9.30, 9.53 mm steel wire 350 tons/month
- 354 km
- Worth THB 66,848.33 million



## Bang Khun Thien Line - Bang Bua Thong - Bang Pain, The Intercity Highway Project

- 2023-2027
- PCS stranded high-tensile steel wire 21,000 tons
- 38 km
- Worth THB 56,035 million



## Other

- Precast concrete
- Concrete slab
- Concrete pile





# RWI'S DOMESTIC PROJECT



## Double-track railway construction project Den Chai-Chiang Rai-Chiang Khong

Double-track railway construction project Den Chai-Chiang Rai-Chiang Khong, distance 87 km, THB 4,200 million, starting in 2024, currently in the process of clearing the area and basic operations and will use 34,800 tons of PC Wire, PC Strands to complete the project in 2028.



2024-2028



87 km



34,800 tons



THB 4,200 m.





# Bang Khun Thien - Pak Tho Intercity Highway Project

The route connects the Rama 3 - Dao Khanong Line with 16.29 km., THB 18,755 million. Mainly using PCS high-tensile steel wire 15.20 mm in a total of 16,200 tons and starting in 2021 and completed in 2024



2021-2024



16.29 km



16,200 tons



THB 18,755 m.

## RWI'S DOMESTIC PROJECT









# RWI'S DOMESTIC PROJECT



## Bang Khun Thien Line - Bang Bua Thong - Bang Pain, The Intercity Highway Project

Kanchanaphisek Road. Distance 38 km., THB 56,035 million. Construction starts in 2023-2027 using 21,000 tons of PCS stranded high tensile steel wire, divided into

15.20 mm = 15,000 tons

12.70 mm = 6,000 tons



2023-2027



38 km



21,000 tons



THB 56,035 m.



RWI



# Long Project

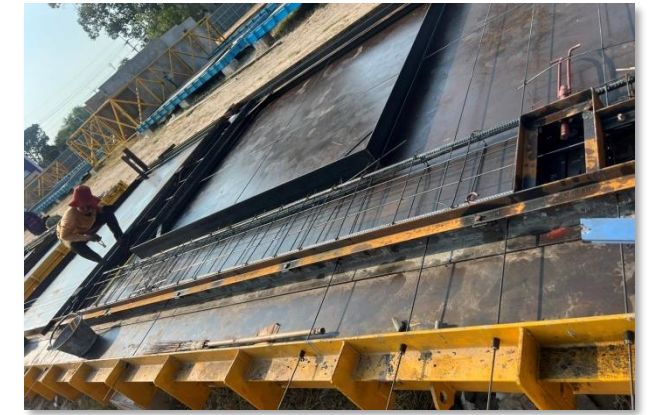






# PRECAST CONCRETE

Precast concrete group is a private sector construction group that produces commercial prefabricated concrete walls that has a tendency to become widespread and expand into more and more regions. This group is a group construction of a low-rise house housing estate among high-end customers and buildings, hotels, warehouses, precast concrete is strong because it is a reinforced steel wall. In addition, manufacturers can reduce costs by reducing costs faster labor and construction times.





# RWI' S EXPORT IN ASIA

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## The Lao-Vietnamese Railway Project

- PCS stranded high-tensile steel wire (mainly) 555 km.
- 166,500 tons
- USD 5 billion



## Expand into Vietnam Market Project

- Post tension, PCS high-tensile steel wire Start in December 2022
- 150-200 tons per month



RWI



## The Lao-Vietnamese Railway Project

Based on the Lao Logistics Link strategy, has a total distance of 555 km. from 452 km. in Laos, and 103 km. in Vietnam. The project's investment budget amounts to USD 5 billion.

- A total of 166,500 tons (300 tons per 1 km) in 15.20 mm of PCS stranded high-tensile steel wire will be mainly used.
- The channel for selling products is to bid through neighboring contractors and contractors in Thailand.



-



**555 km**

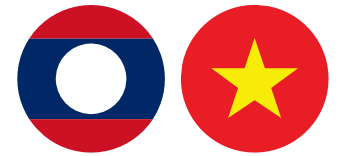


**166,500 tons**



**USD 5 b.**

## RWI'S OVERSEA PROJECT





## Expand into Vietnam Market Project

Currently, Vietnam has expanded its infrastructure under the "Macau of Southeast Asia" project. A large number of condominiums and bridge beams have been built, resulting in the expansion of RWI into Vietnam through contractors in Thailand, which mainly uses post-tension and uses 12.70 mm of PCS high-tensile steel wire. The shipment of goods will be started in early December 2022, with 150 to 200 tons at the beginning of each month.



**2022-**



-



**150-200 tons/month**



-

## RWI'S OVERSEA PROJECT







**RAYONG WIRE INDUSTRIES PUBLIC COMPANY LIMITED**

# Contact Us

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(66) 3868 4522-7



[www.rwi.co.th](http://www.rwi.co.th)



No.5., I-5 Rd., Amphur Muang,  
Rayong Province 21150



**RWI**