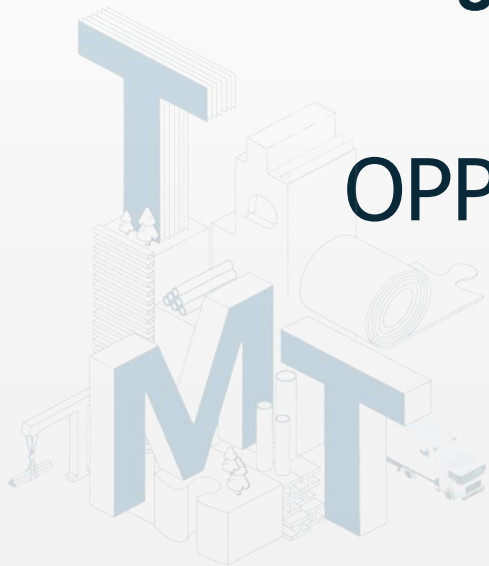




บริษัท ทีเอ็มที สตีล จำกัด (มหาชน)
TMT STEEL PUBLIC COMPANY LIMITED

OPPORTUNITY DAY Q2-1H2024



September 5, 2024



Agenda

- 1 TMT Business
- 2 Q2-1H24 Financial Performance & Key Highlights
- 3 Information Update
- 4 Outlooks and Challenges Q3-Q4



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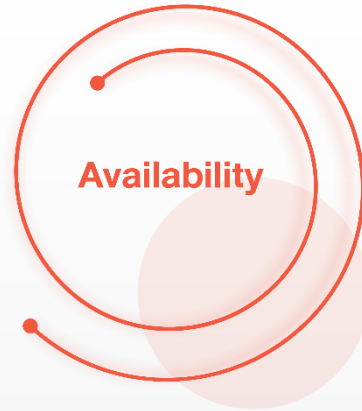


Providing
structure
of your
imagination

MISSION:
WE DELIVER VALUE TO
THE STEEL SUPPLY CHAIN
ECOSYSTEM







Raw Material



Process



Products



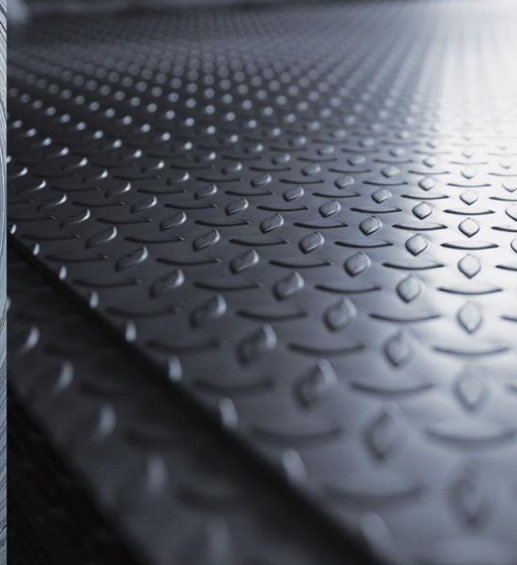
Logistics



Customers

TMT PRODUCTS





FLAT PRODUCTS

ผลิตภัณฑ์เหล็ก
ทรงแบน

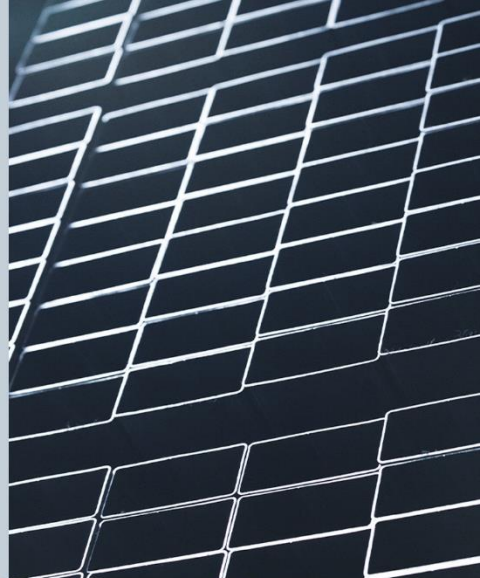
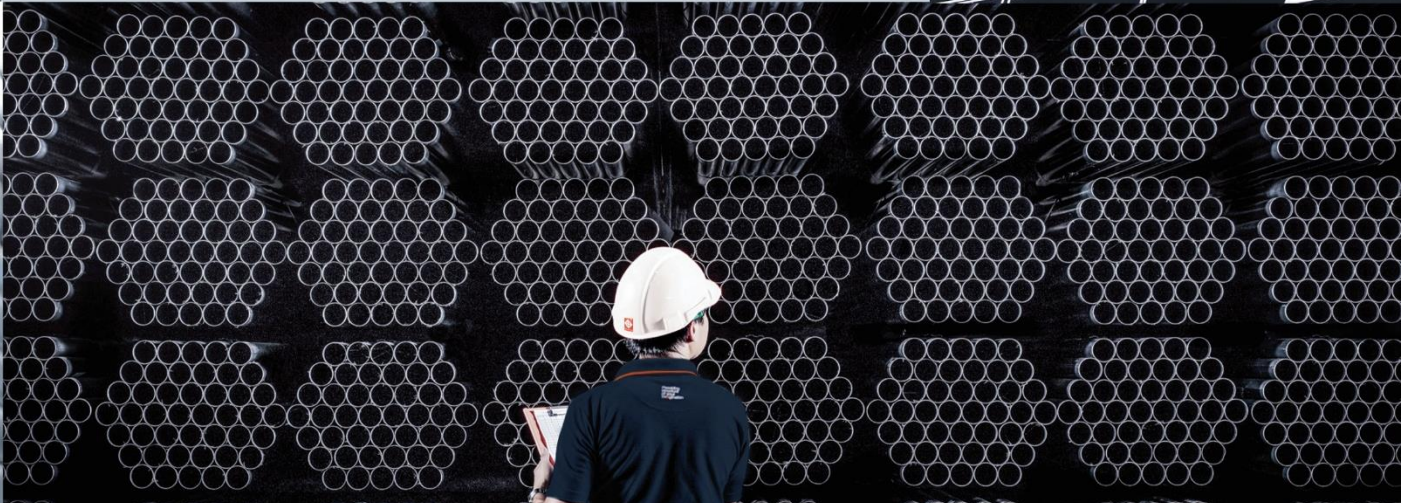
STAY 
FLAT





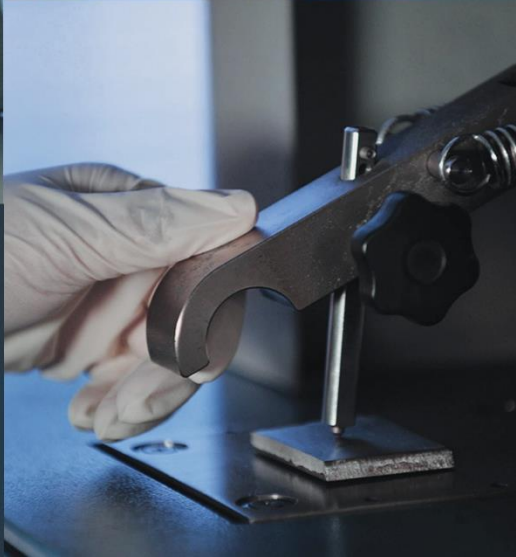
COLD FORMING PRODUCTS

เหล็กโครงสร้างรูปพรรณรีดขึ้นรูปเย็น



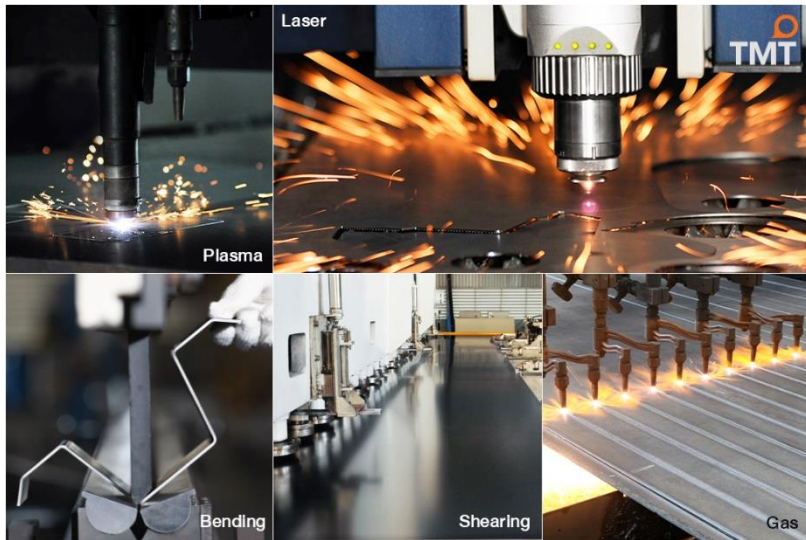
SERVICES & SOLUTIONS





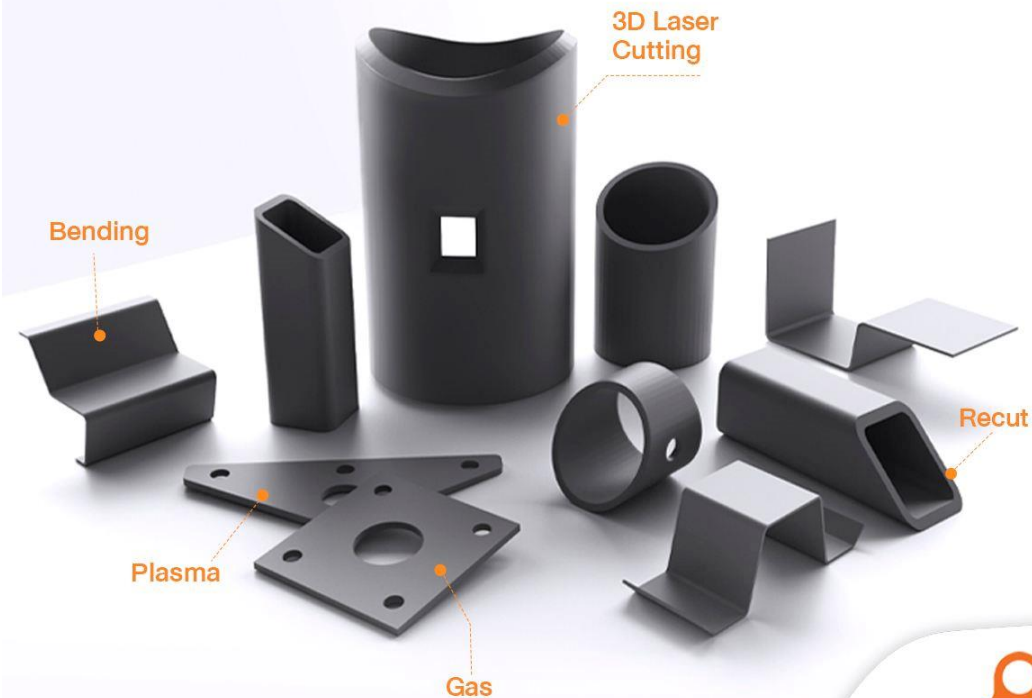
TMT LABORATORY STANDARD & QUALITY





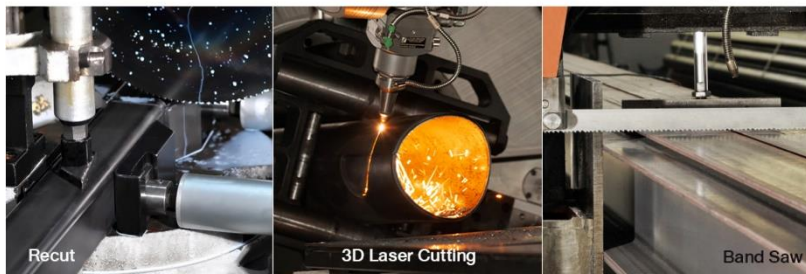
PRE-PROCESS

ชิ้นงานเหล็กที่ผ่านกระบวนการแปรรูปมีอะไรบ้าง



PRE-PROCESS

เตรียมทุกความพร้อม
รองรับการแปรรูปผลิตภัณฑ์เหล็ก



www.tmtsteel.co.th



@tmtsteelofficial



info@tmtsteel.co.th



02-685-4000





WAREHOUSE & TRANSPORTATION

คลังสินค้า และการจัดส่ง

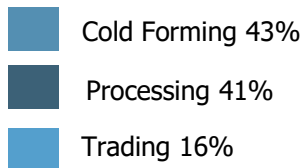
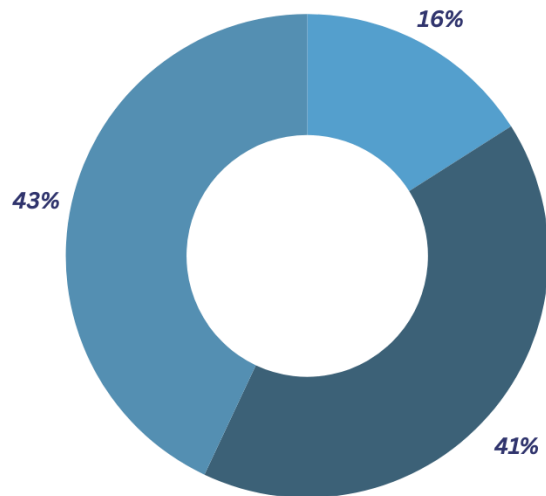


- คลังสินค้าขนาดใหญ่
พื้นที่กว่า 80,000 ตรม.
จัดเก็บสินค้าได้หลากหลาย
- ขนส่งสินค้าอย่างมีประสิทธิภาพ
ส่งเร็ว ส่งครบ ทันตามกำหนด
การใช้งาน

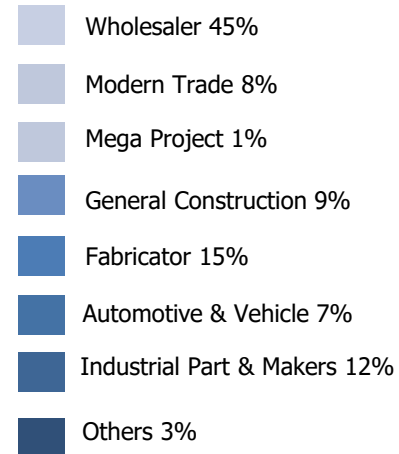
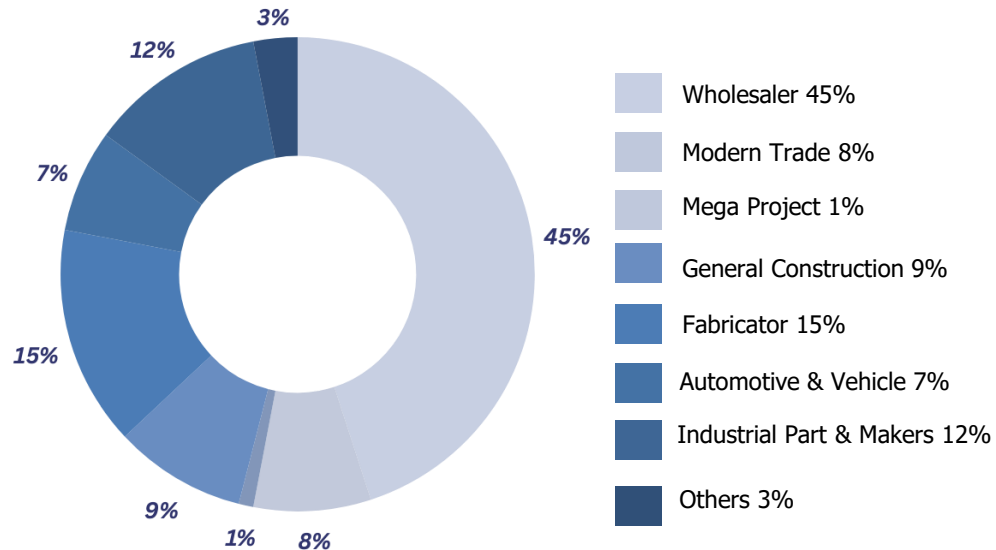


REVENUE STRUCTURE

Product Group



Customer Group



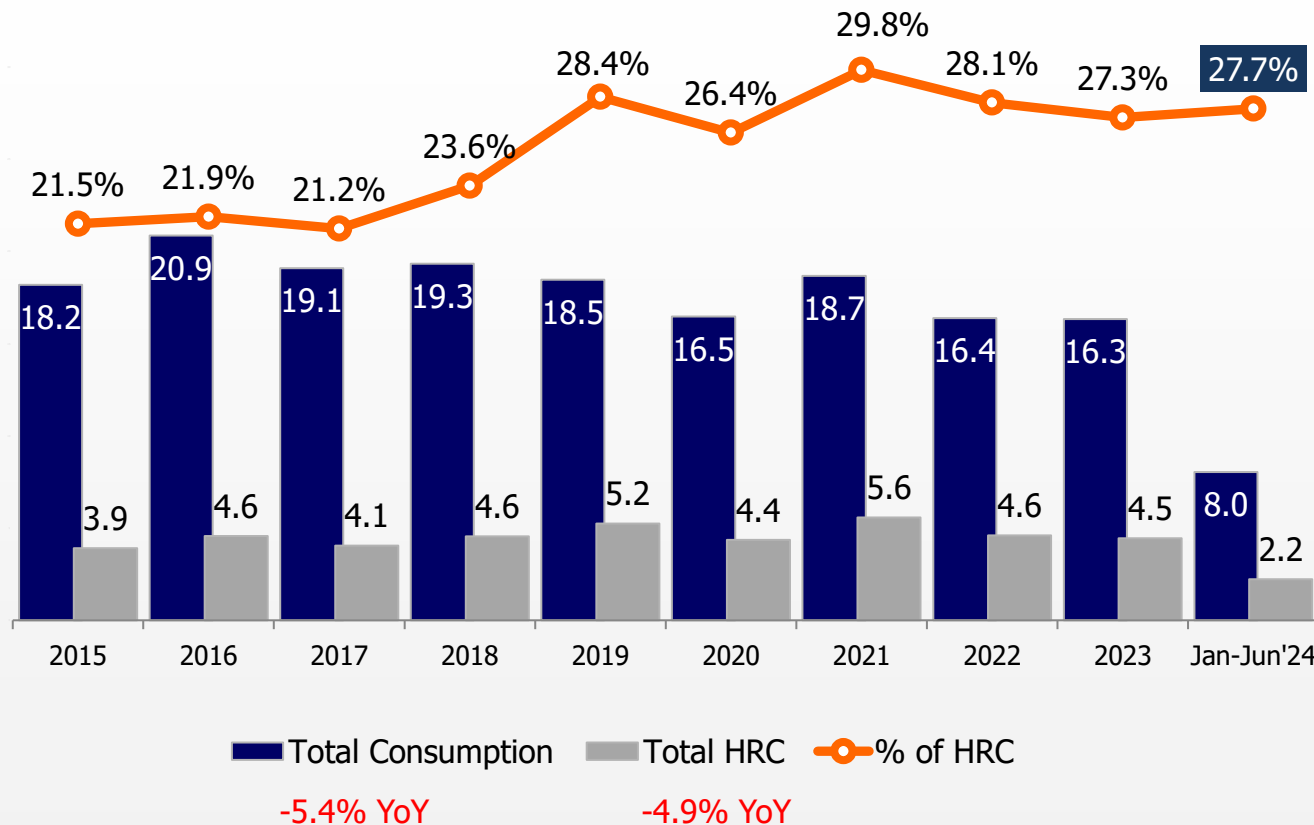
Agenda^o

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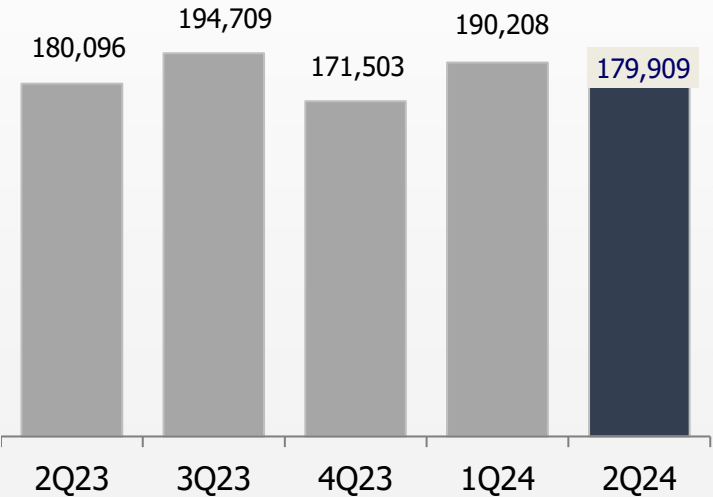


Thailand Apparent Finished Steel Consumption



Sales Volume (Tons)

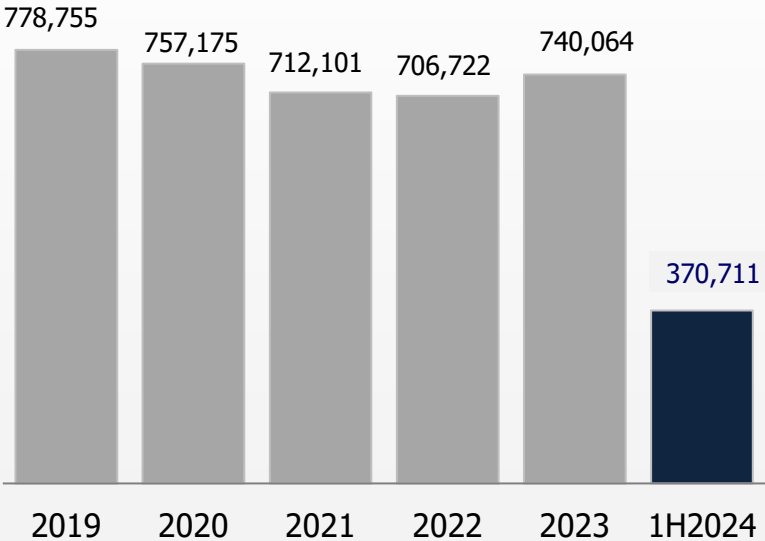
Quarter



-5.41% QoQ
-0.10% YoY

Sales Volume (Tons)

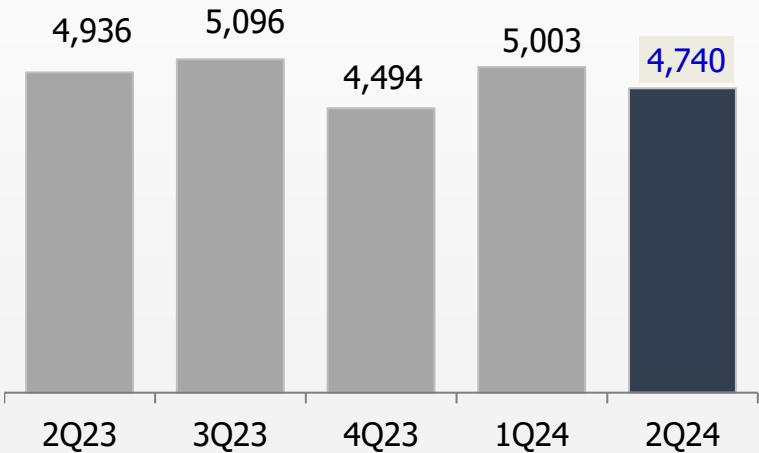
Year



-1% YoY

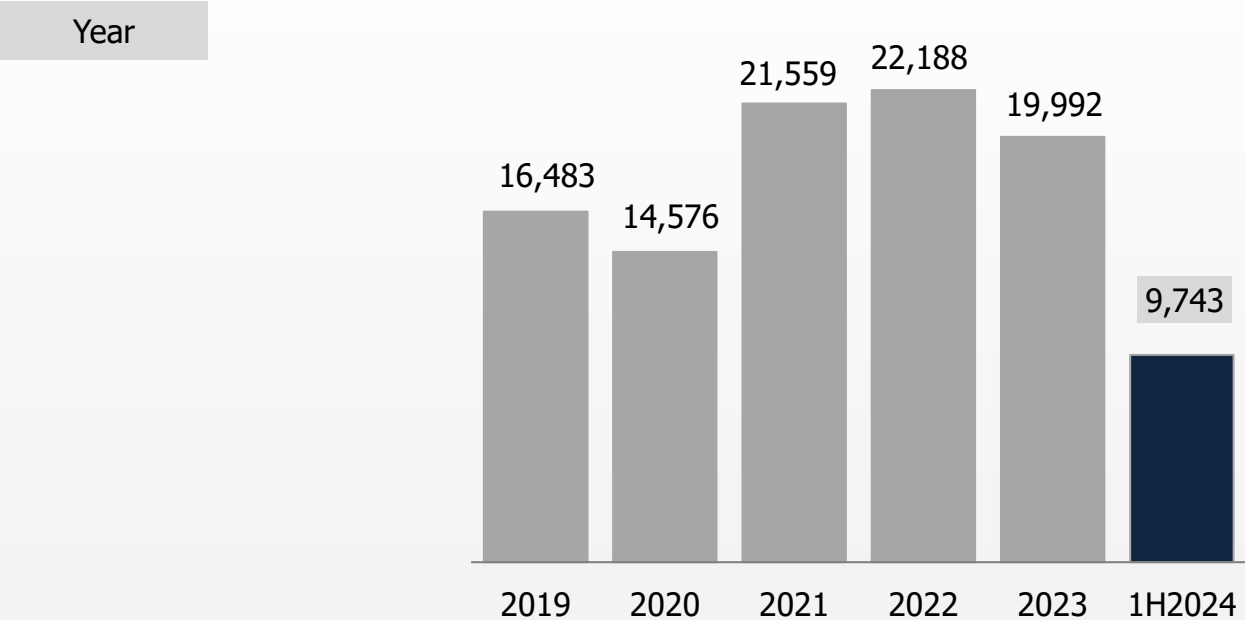
Sales Revenue (MB)

Quarter



-5.25% QoQ
-3.98% YoY

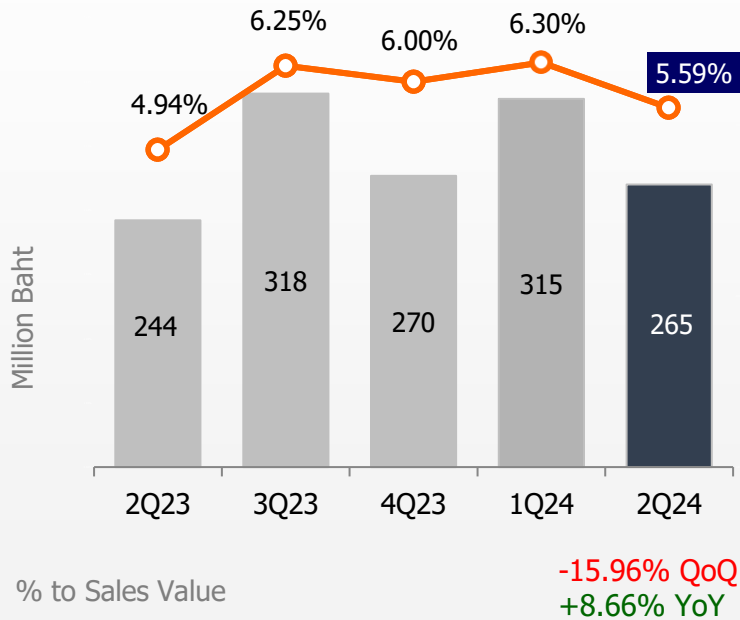
Sales Revenue (MB)



-6.34% YoY

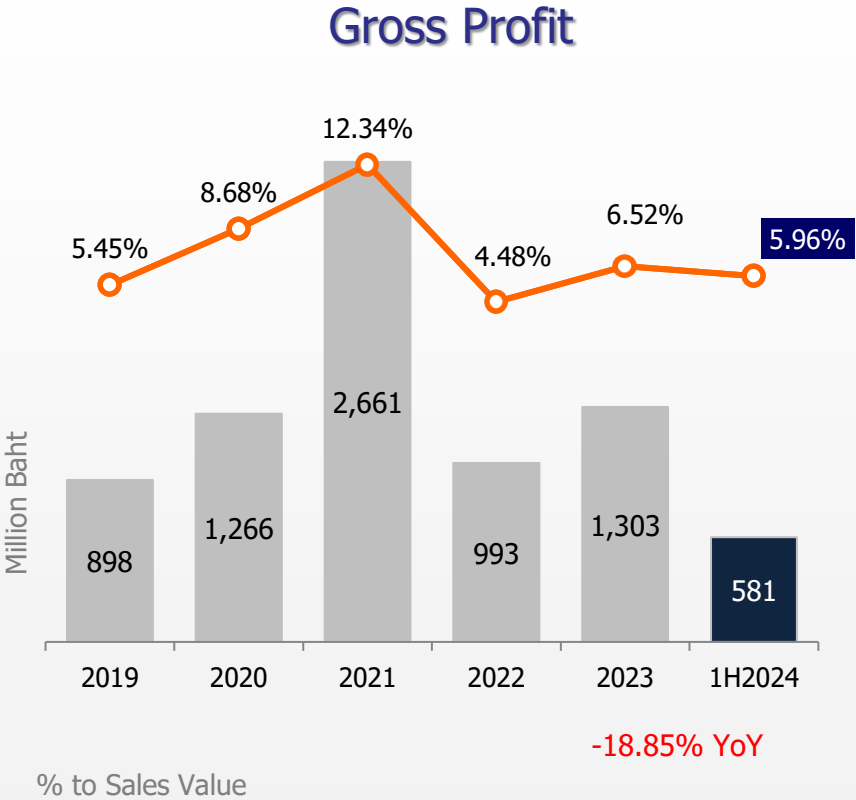
Quarter

Gross Profit



Remark: The financial information from 2019-2022, is the separate financial statements. Since the company invested in a subsidiary on March 16, 2023, the company has started preparing consolidated financial statements since Q1/2023.

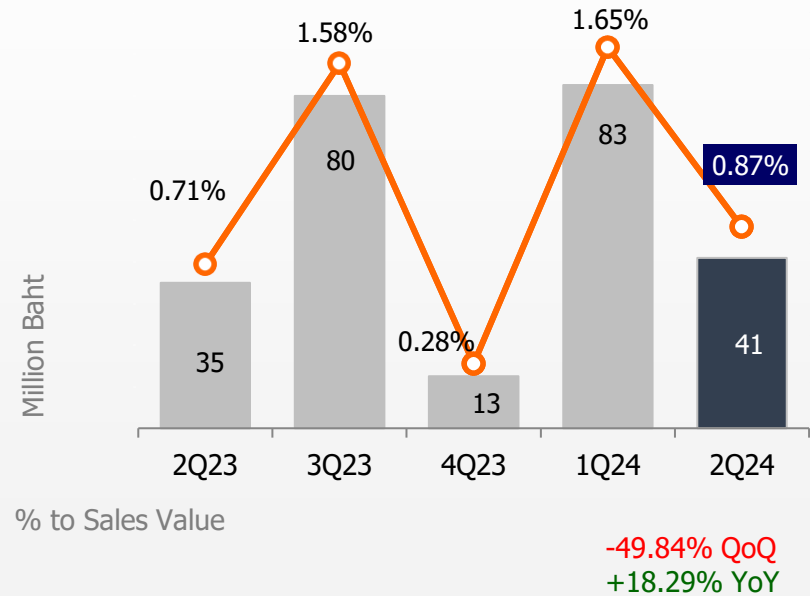
Year



Remark: The financial information from 2019-2022, is the separate financial statements. Since the company invested in a subsidiary on March 16, 2023, the company has started preparing consolidated financial statements since Q1/2023.

Net Profit

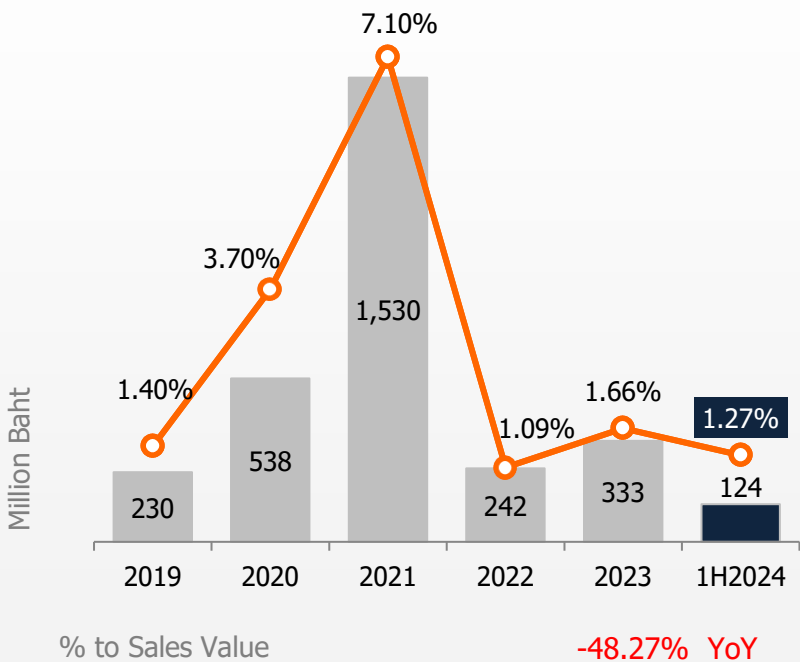
Quarter



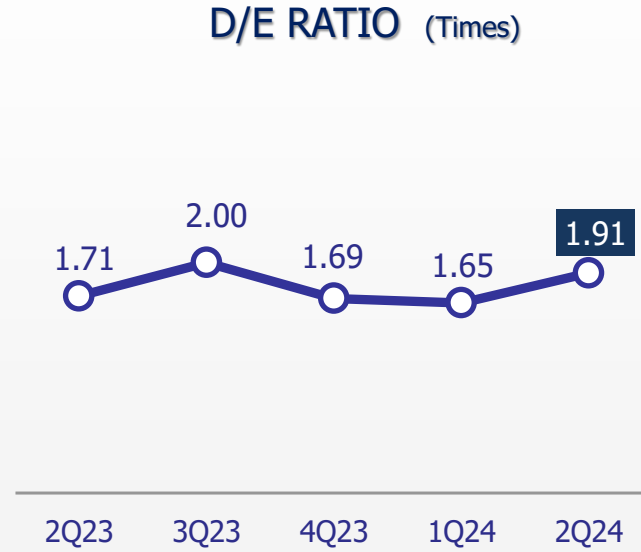
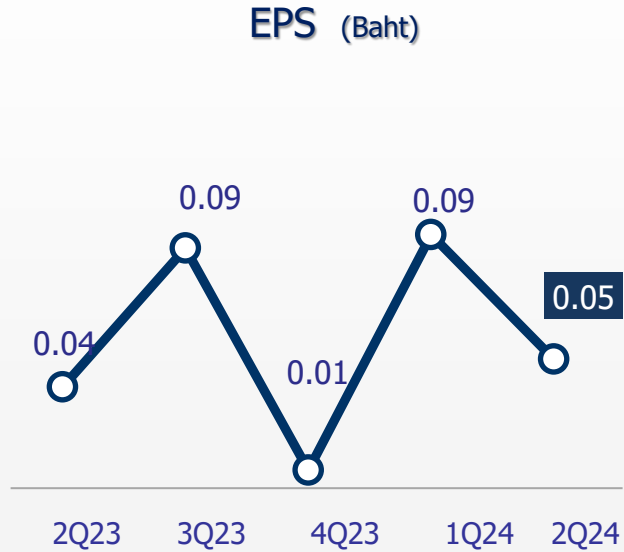
Remark: The financial information from 2019-2022, is the separate financial statements. Since the company invested in a subsidiary on March 16, 2023, the company has started preparing consolidated financial statements since Q1/2023.

Net Profit

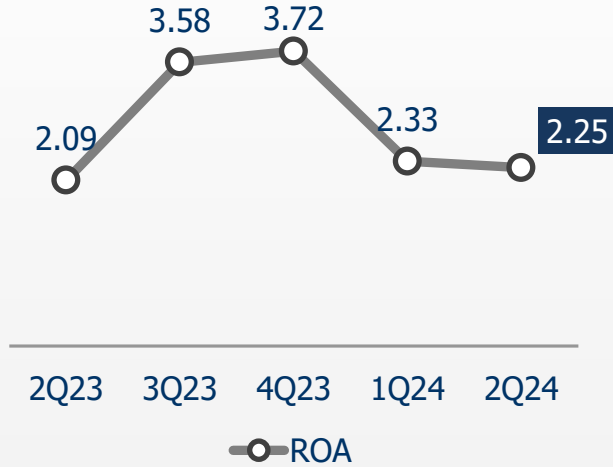
Year



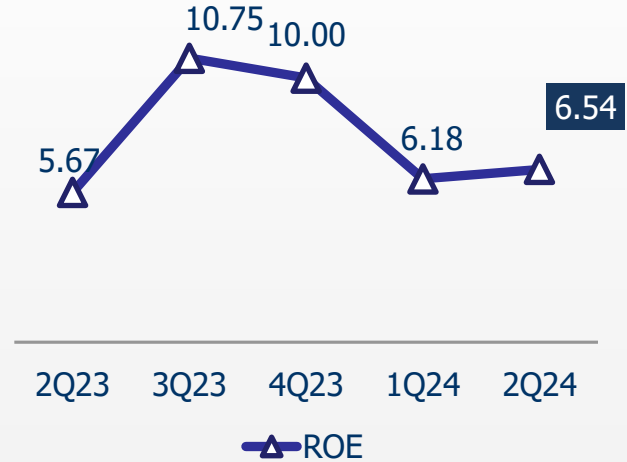
Remark: The financial information from 2019-2022, is the separate financial statements. Since the company invested in a subsidiary on March 16, 2023, the company has started preparing consolidated financial statements since Q1/2023.



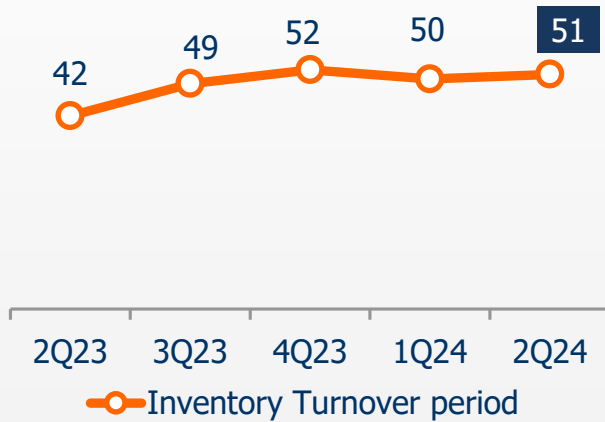
Return on Asset (%)



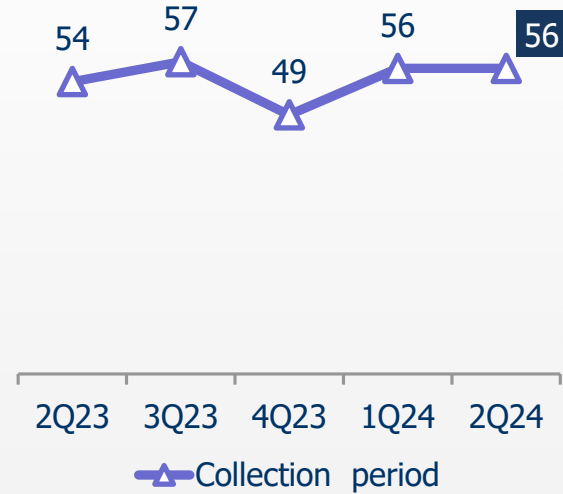
Return on Equity (%)



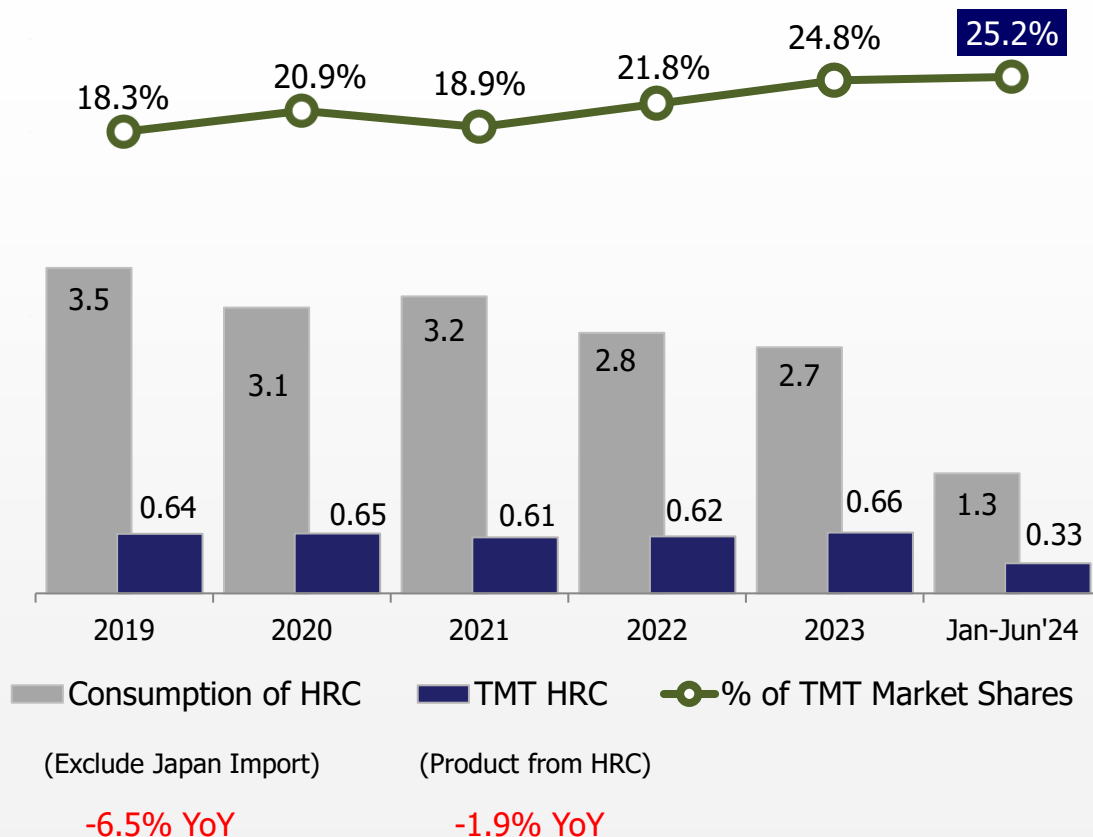
Inventory Turnover Period (Day)



Collection Period (Day)



TMT Market Share (Hot Rolled Coil)



Source of HRC Consumption: The Iron and Steel Institute of Thailand

Agenda^o

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INFORMATION UPDATE: ESG



**GOOD CORPORATE
GOVERNANCE**



**PROFIT &
ECONOMY**



**PLANET &
ENVIRONMENT**



**PEOPLE &
SOCIETY**

Summary of the Company's ESG initiatives in the 1H2024

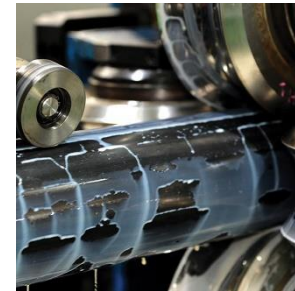
ENVIRONMENTAL

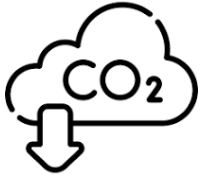
Managing the work process to achieve greenhouse gas emission reduction;



- Installing intelligent air ventilation flow control equipment in production areas to save energy approximately saving **579,096 baht per year**.
- Modifying Tow Tractor to electric vehicles to reduce fuel consumption, in 1H2024 saving fuel around **1,593 liters**.
- Recycling water in the production reduce water usage, in 1H2024 **saving water around 263 cubic meters**.
- The utilization of electricity through Solar Rooftop systems in 1H2024 saving **12.7 million baht** in electricity costs Reduces CO₂ emissions by approximately **1,900,310 kgCO₂ eq**, equivalent to planting **116,583 trees** or saving **625,617 liters of oil**.

(Jan-Jun)





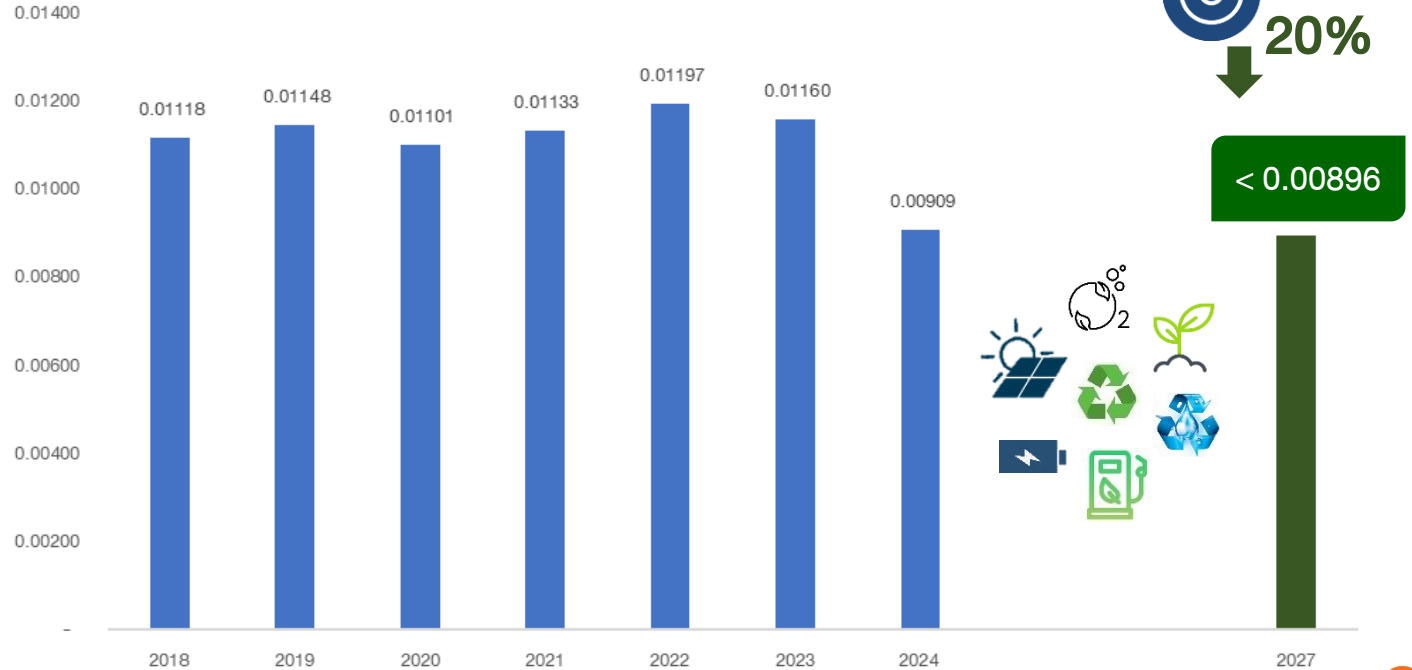
Reduce greenhouse gas emissions per unit of production (ton CO₂eq/ton product) by 20% compared to the base year of 2018 by 2027.

TARGET
Carbon Intensity
< 0.00896 TonCO₂eq/
Ton Product

CARBON EMISSION

TARGET & RESULTS

Carbon Intensity Scope1+2



Unit: Ton CO₂eq / Ton Product

Summary of the Company's ESG initiatives in the 1H2024

SOCIAL

Creating shared value for the community, society, and stakeholders;



- Signed an academic cooperation agreement with King Mongkut's Institute of Technology North Bangkok for a student internship program to foster work experience in steel industry.

- Joined the committee for the **“Quality of Life Improvement Project for Communities”** in Wang Noi District, Ayutthaya Province”
- Continuously developed employee capabilities with **An average of 11 hours of training per person, in 1H2024.**

(Jan-Jun)



Summary of the Company's ESG initiatives in the 1H2024

GOOD GOVERNANCE

Adheres to good corporate governance principles and ensures the subsidiary operates responsibly towards all stakeholders;



- Participated in the **CGR 2024 survey**.
- Communicated the **business code of conduct and anti-corruption policy with 100% of critical Tier 1** suppliers signing acknowledgments.
- **Monitored the company's risk assessment** results ensures that high-risk issues are prevented and managed to acceptable levels.

Information Update: New Tube Mill



- Tube manufacturing with FFX Technology (Flexible Forming Excellent), valued at 456 million baht.
- Offering a wider range of steel tube sizes, up to 10 inches in diameter.
- Increasing steel tube production capacity totaling 400,000 tons per year.
- Anticipated to complete machine installation in Q4/24 and expected to commence production in Q1/25.

Awards & Recognitions



Governance & Economic



Agenda

1 TMT Business

2 Q2-1H24 Financial Performance & Key Highlights

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4 **Outlooks and Challenges Q3-Q4**





Business Outlooks

- Steel Industry Update
- Steel Market Update

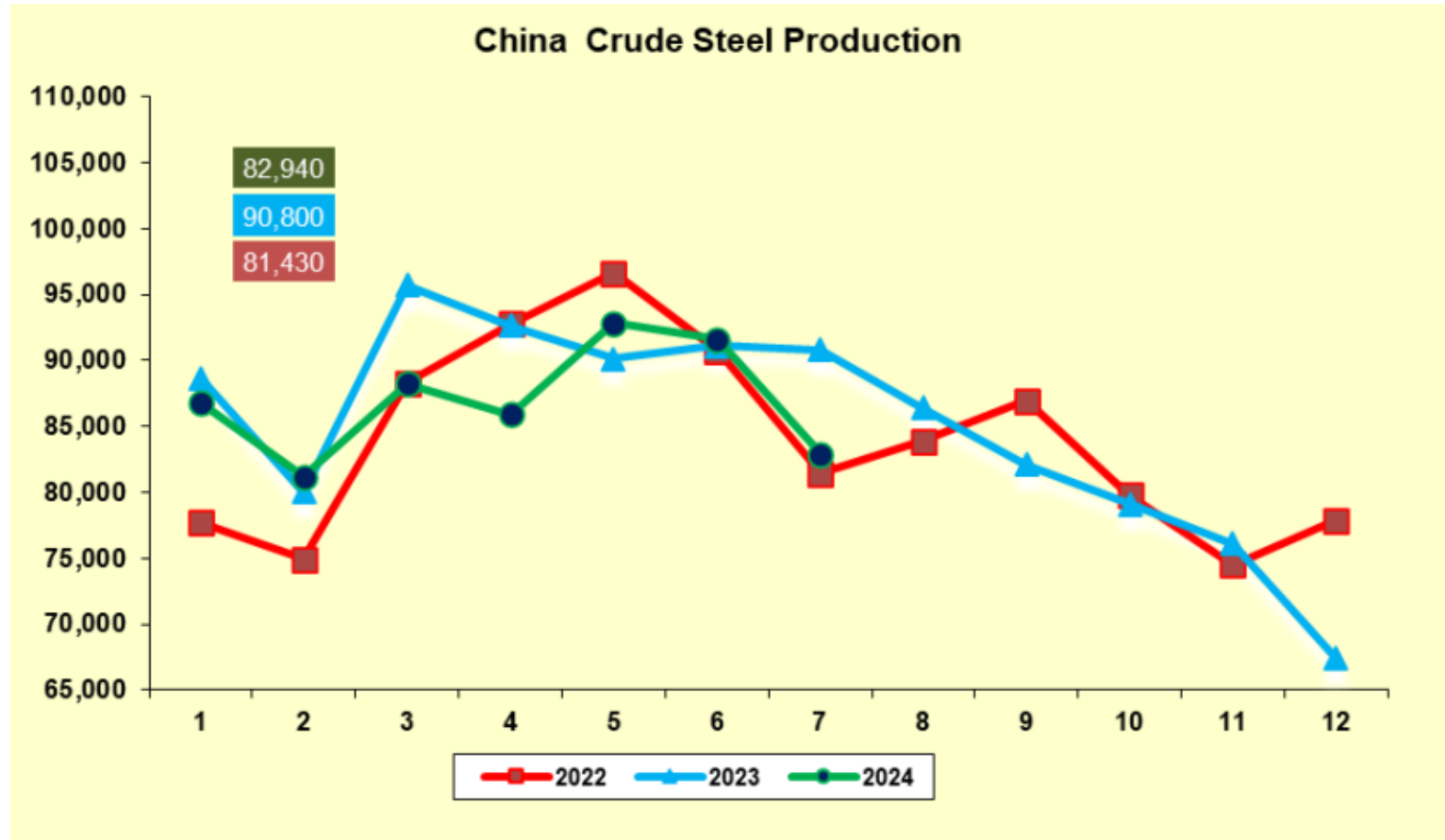
World Crude Steel Production

	Jul 2024 (Mt)	% change Jul 24/23	Jan-Jul 2024 (Mt)	% change Jan- Jul 24/23
China	82.9	-9.0	613.7	-2.2
India	12.3	6.8	86.4	7.2
Japan	7.1	-3.8	49.8	-2.8
United States	6.9	2.1	46.9	-1.8
Russia	6.3 e	-3.1	43.1	-3.0
South Korea	5.5	-3.4	37.1	-5.9
Germany	3.1 e	4.8	22.5	4.5
Türkiye	3.1	4.0	21.7	14.9
Brazil	3.1	11.6	19.4	3.3
Iran	1.8	-18.7	18.4	2.9

Source: The Iron and Steel Institute of Thailand

(Unit: Million Tons)

China Crude Steel Production

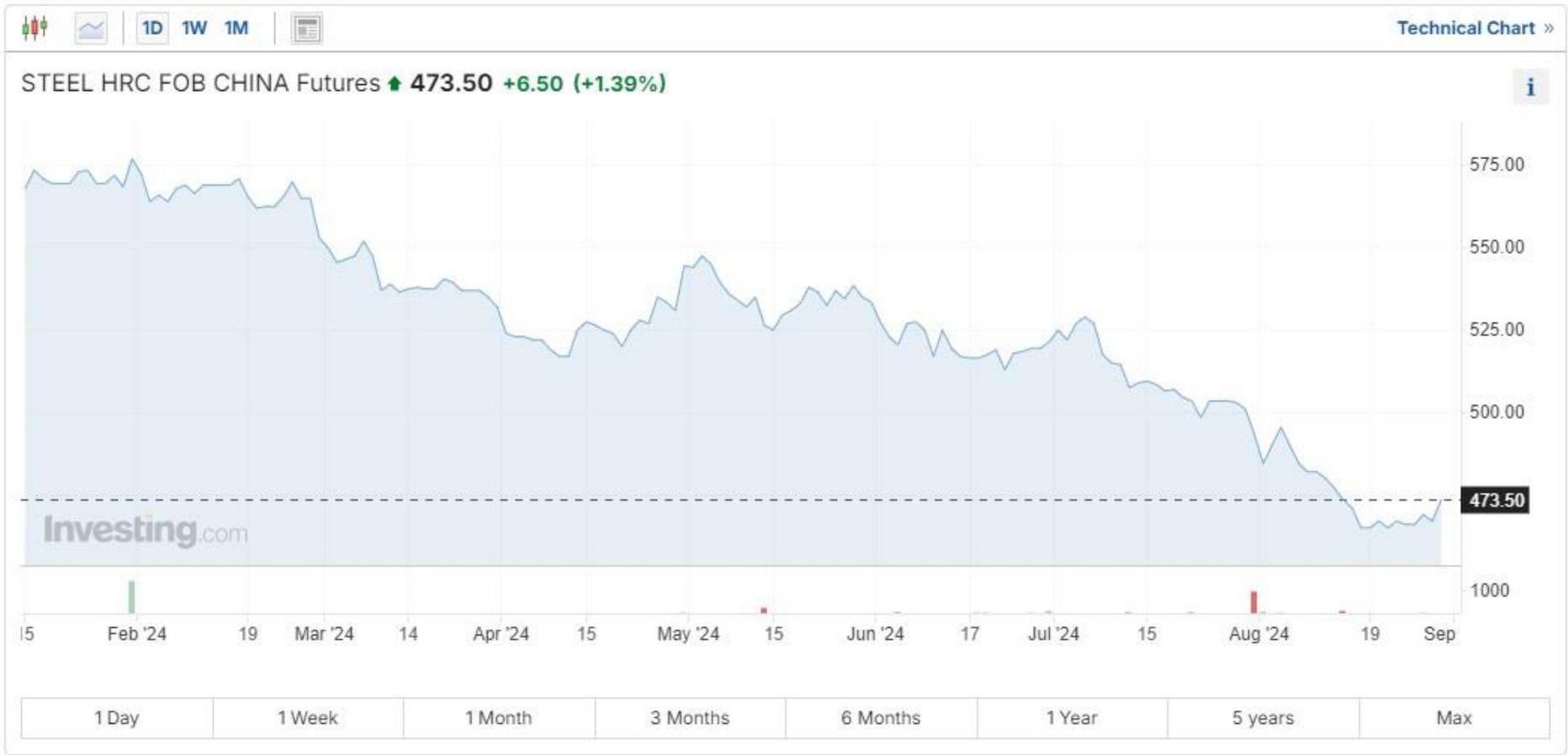


China Steel Exports

6 เดือน สหสม ปี 2024	
Crude Steel Production	- 1.1% y-o-y. (530.57 million tonnes)
Consumption Crude Steel	- 3.4% y-o-y. (478.47 million tonnes)
Imports of semis and finished steel	- 1.8% y-o-y. (4.84 million tonnes)
Exports of semis and finished steel	+ 22.7% y-o-y. (54.87 million tonnes)

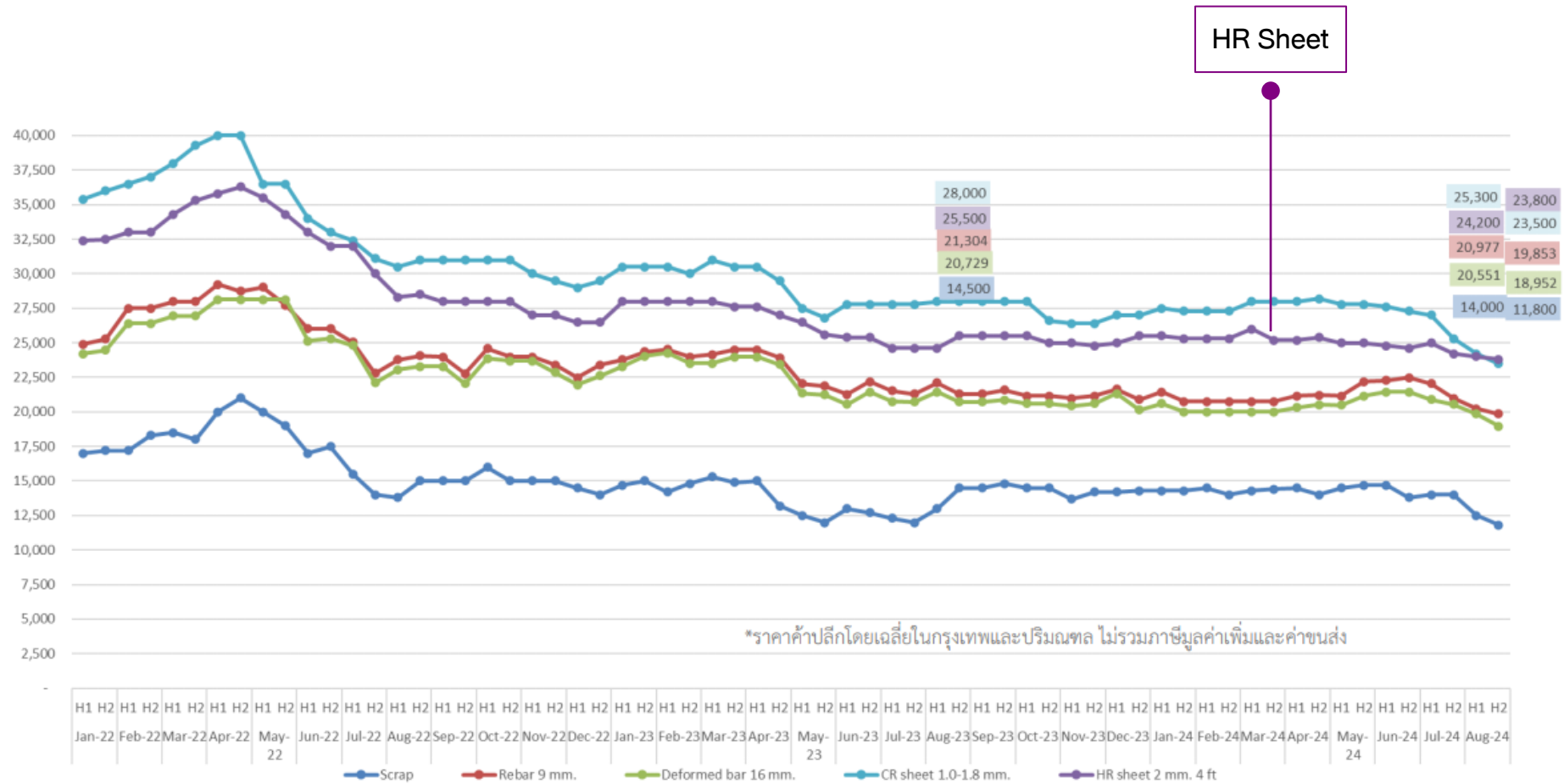
China Steel Price Trend

(Unit: USD)



Source: <https://www.investing.com/commodities/lme-steel-hrc-fob-china-futures>

Thailand Steel Price



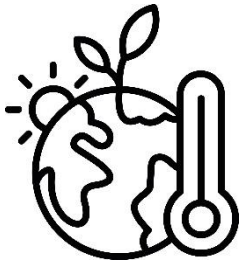
Major Challenges for Business



Economic Uncertainty



Steel Price



Environmental Issues,
Climate Change in action



INFORMATION & CONTACT



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