



IRC TIRE

ANALYST MEETING

IRC PERFORMANCE Q1/FY2023

February 16, 2022

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AGENDA

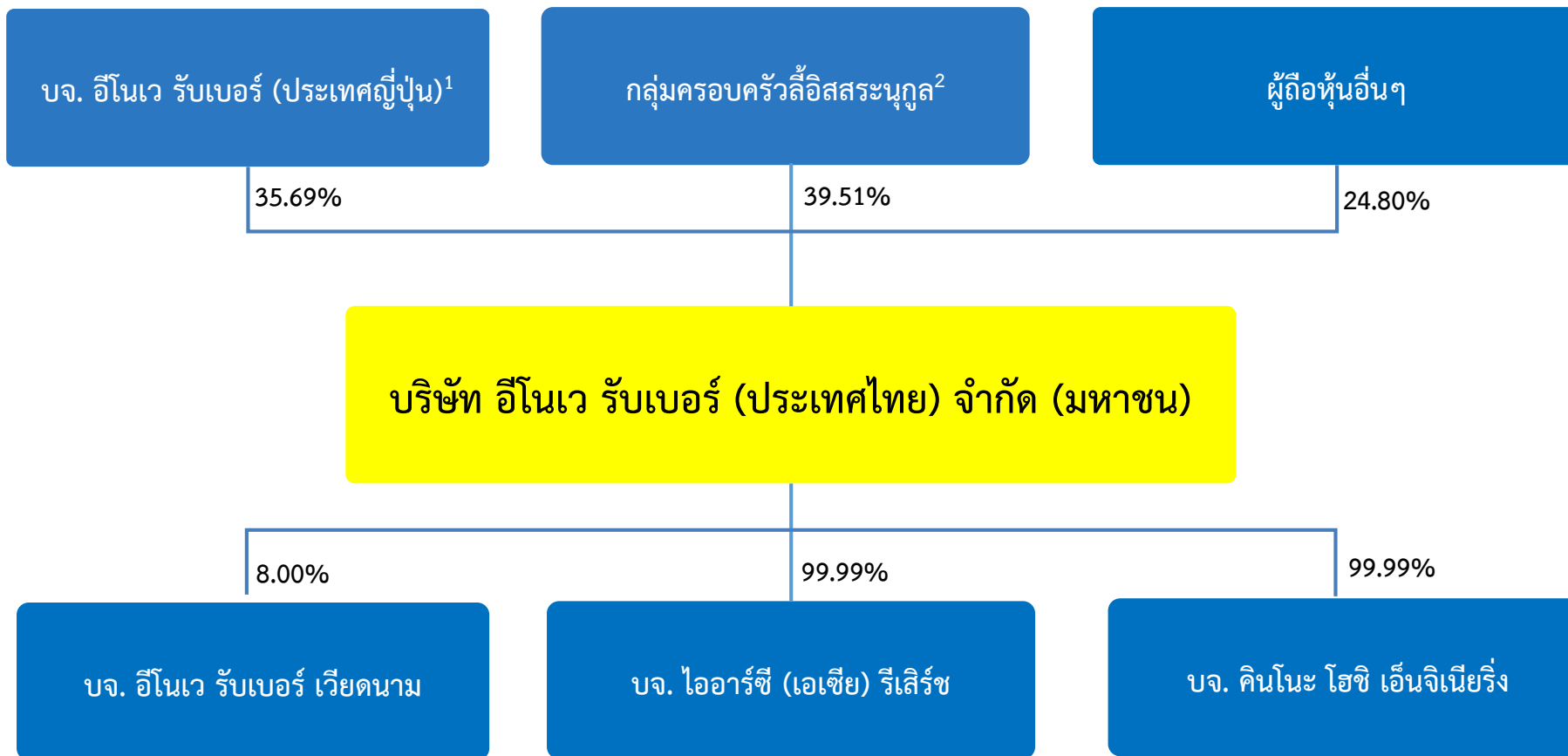
The background of the slide features a blurred image of two motorcycle racers in action on a track. One racer is in the foreground, wearing a white and blue suit and helmet, leaning into a turn. Another racer is visible behind them, wearing a red and white suit and helmet. The scene is set outdoors with green grass and trees in the background.

01 Intro & Industry Outlook

02 IRC Performance

03 Outlook

Shareholding Structure



ข้อมูล ณ วันที่ 30 กันยายน 2565

บริษัทย่อยดำเนินการภายใต้โครงสร้างการบริหารและการบริหารจัดการเดียวกับบริษัทฯ

หมายเหตุ: ¹กลุ่มผู้ถือหุ้นรายใหญ่ที่มีส่วนในการดำเนินงานของบริษัทฯ โดยการส่งบุคคลเข้าเป็นกรรมการ

²กลุ่มครอบครัวลี้ฮัสสะระนุกุล ได้แก่ บริษัท โสภากนก อินเตอร์เนชั่นแนล จำกัด นางพรดี ลี้ฮัสสะระนุกุล นายทง ลี้ฮัสสะระนุกุล นางพิมพ์ใจ ลี้ฮัสสะระนุกุล นายอภิชาติ ลี้ฮัสสะระนุกุล นางพรทิพย์ เศรษฐีวรรณ นายโชคชัย เศรษฐีวรรณ นายคณิน เหล่าจินดา นางสาวสิริญา เหล่าจินดา จำนวนหุ้นที่มีสิทธิออกเสียง ทัก หุ้นซื้อคืน คือ 192,207,700 หุ้น

Our Products (Rangsit Plant)



IRC
Tire & Tube



ICE
Motorcycle



EV
Motorcycle



Customers

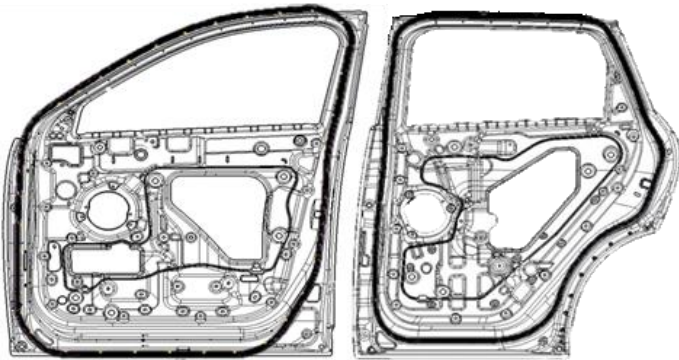


Our Products (Wang Noi Plant)



Automotive Part

High precision function part



Customers



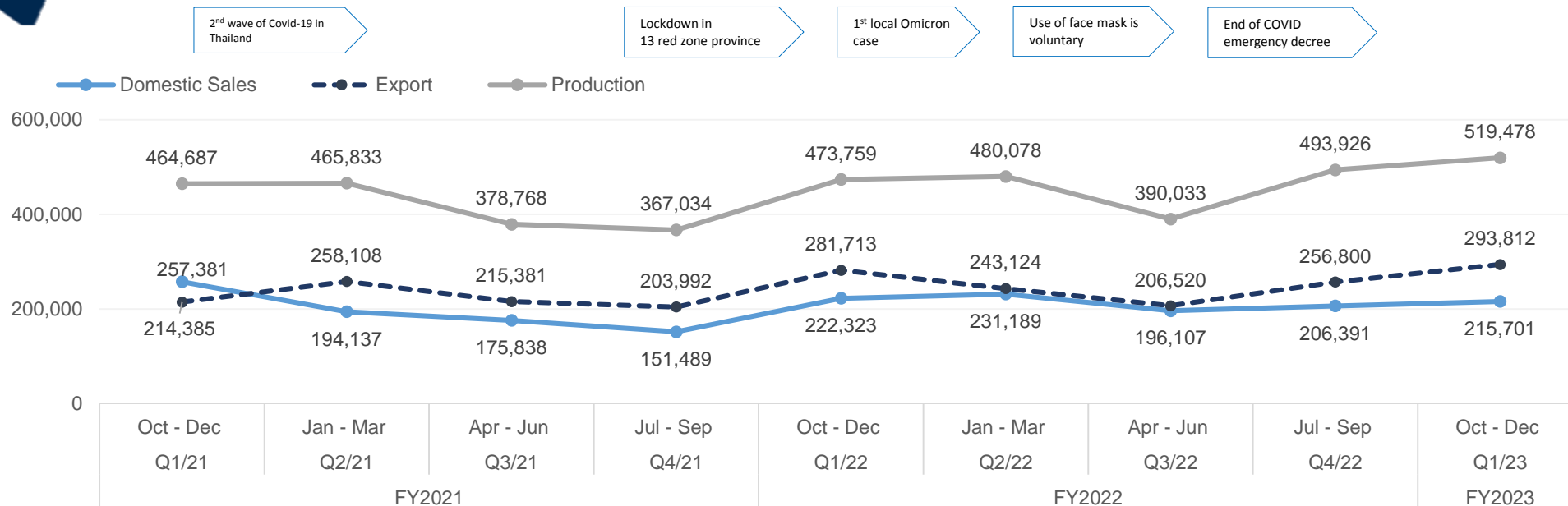
Other Industries



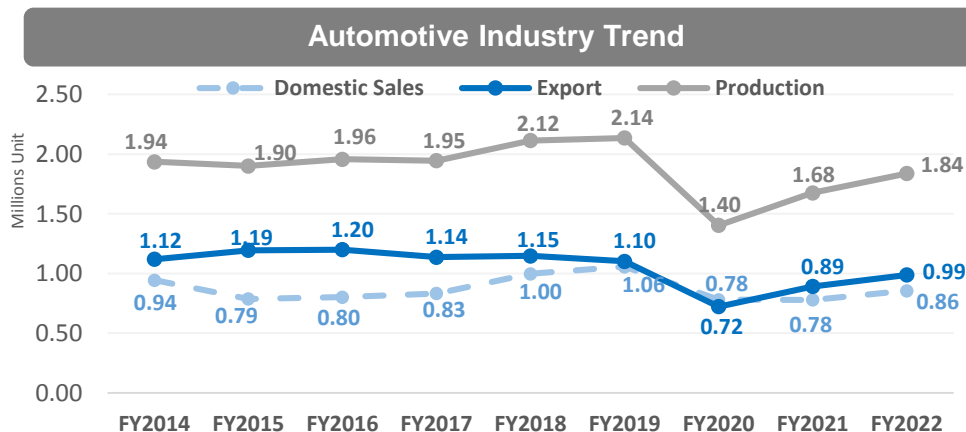
Customers



Industry Outlook: Thailand's Automobile Industry



	FY2021	FY2022	FY2023
Production	1,676,322	1,837,796	519,478
Export	891,866	988,157	293,812
Domestic Sales	778,845	856,010	215,701



Highlight:

- The Automotive production in Q1/FY23 was at 0.519 million units increased **+5.17% QoQ** and **+9.65% YoY** as more auto parts of some car model became available.
- The Automotive export in Q1/FY23 was at 0.293 million units increased **+14.41% QoQ** and **+4.29% YoY**
- The Automotive domestic sales in Q1/FY23 was at 0.215 million units increased **+4.51% QoQ** because of an economic recovery and new car model locally.

Industry Outlook: Thailand's Motorcycle Industry



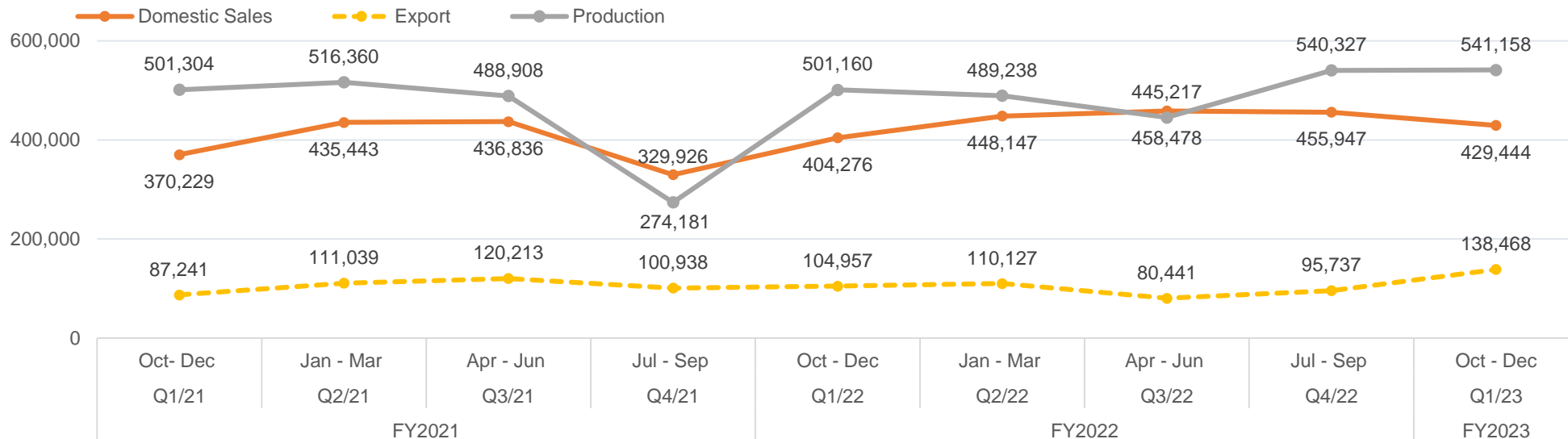
2nd wave of Covid-19 in Thailand

Lockdown in 13 red zone province

1st local Omicron case

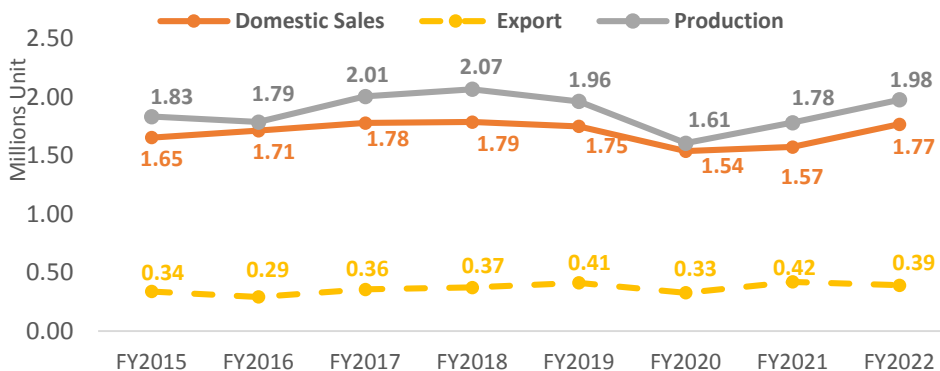
Use of face mask is voluntary

End of COVID emergency decree



	FY2021	FY2022	FY2023
Production	1,780,753	1,975,942	541,158
Domestic Sales	1,572,434	1,766,848	429,444
Export	419,431	391,262	138,468

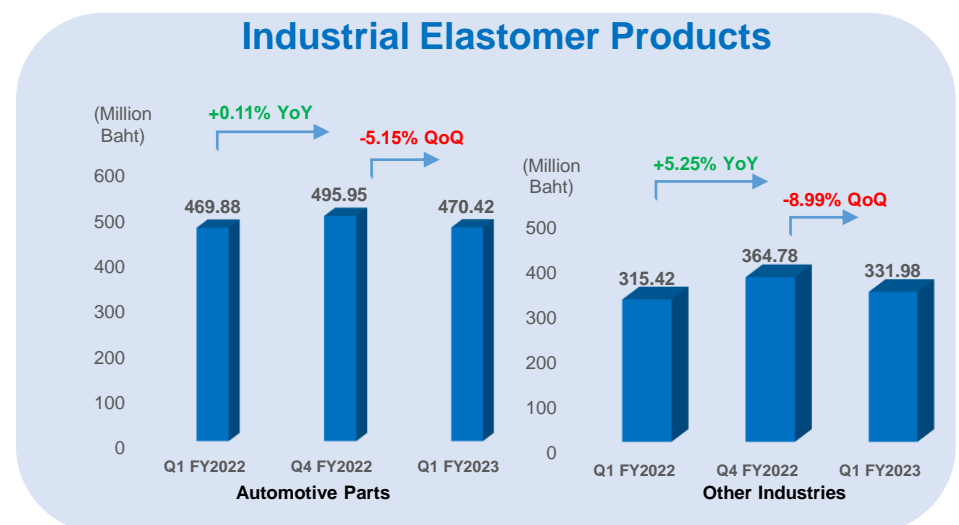
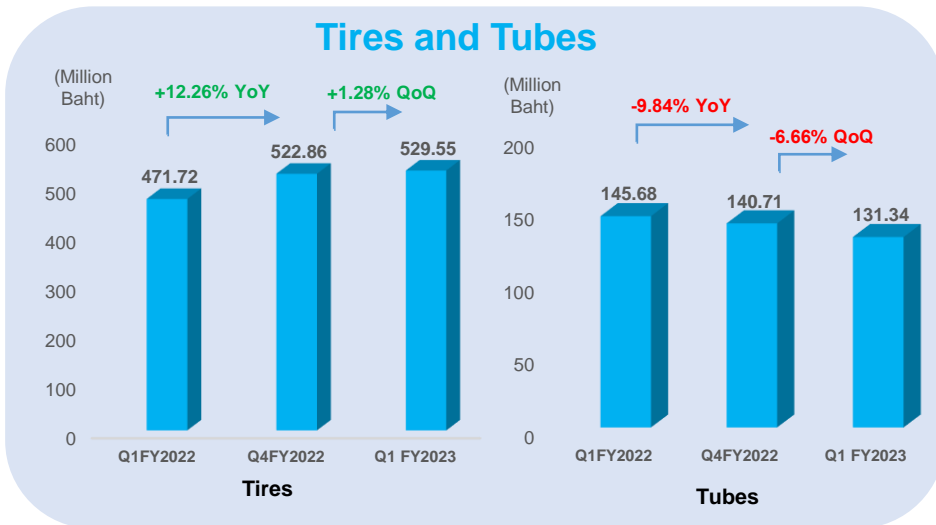
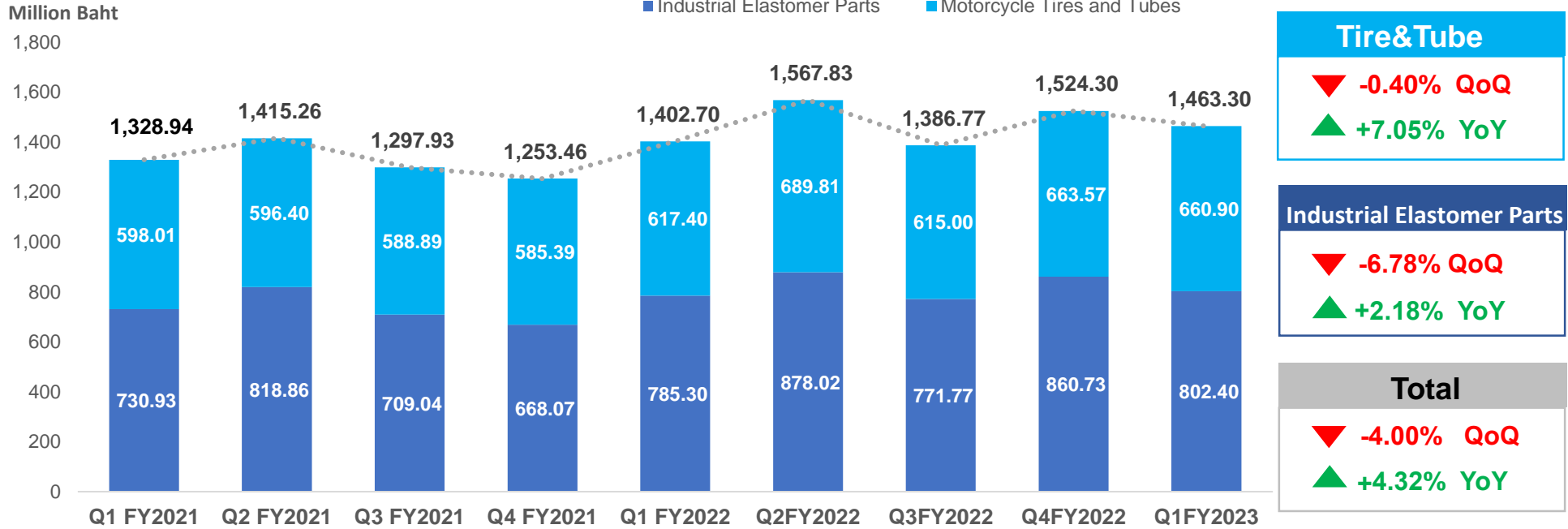
Motorcycle Industry Trend



Highlight:

- The motorcycle production in Q1/FY23 was at 0.541 million units increased **+0.15% QoQ** and **+7.98% YoY**
- The motorcycle domestic sales in Q1/FY23 was at 0.429 million units decreased **-5.81% QoQ** but rose **+6.23% YoY**
- The motorcycle exports in Q1/FY23 was at 0.138 million units increased **+44.63% QoQ** and **+31.93% YoY**

IRCT Sales by business unit



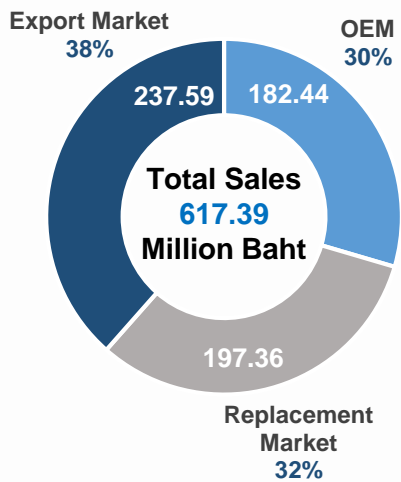
Distribution Channel (Tire and Tube) – Q1/FY2023



▲ 43.51 MB +7.05% YoY

▼ 2.67 MB -0.40% QoQ

Q1/2022



Q1/2023

+10.15% QoQ
-10.90% YoY

Asian Inoue Rubber
PTE LTD.



Export
Market
46%

OEM
26%
-22.81% QoQ
-6.13% YoY

Total Sales
660.90
Million Baht



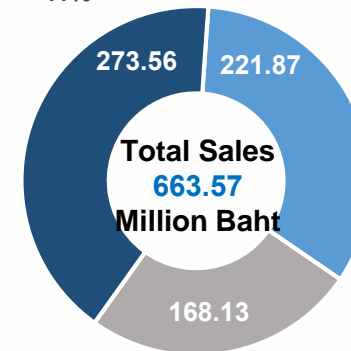
Replacement
Market
28%

+11.41% QoQ
-5.09% YoY



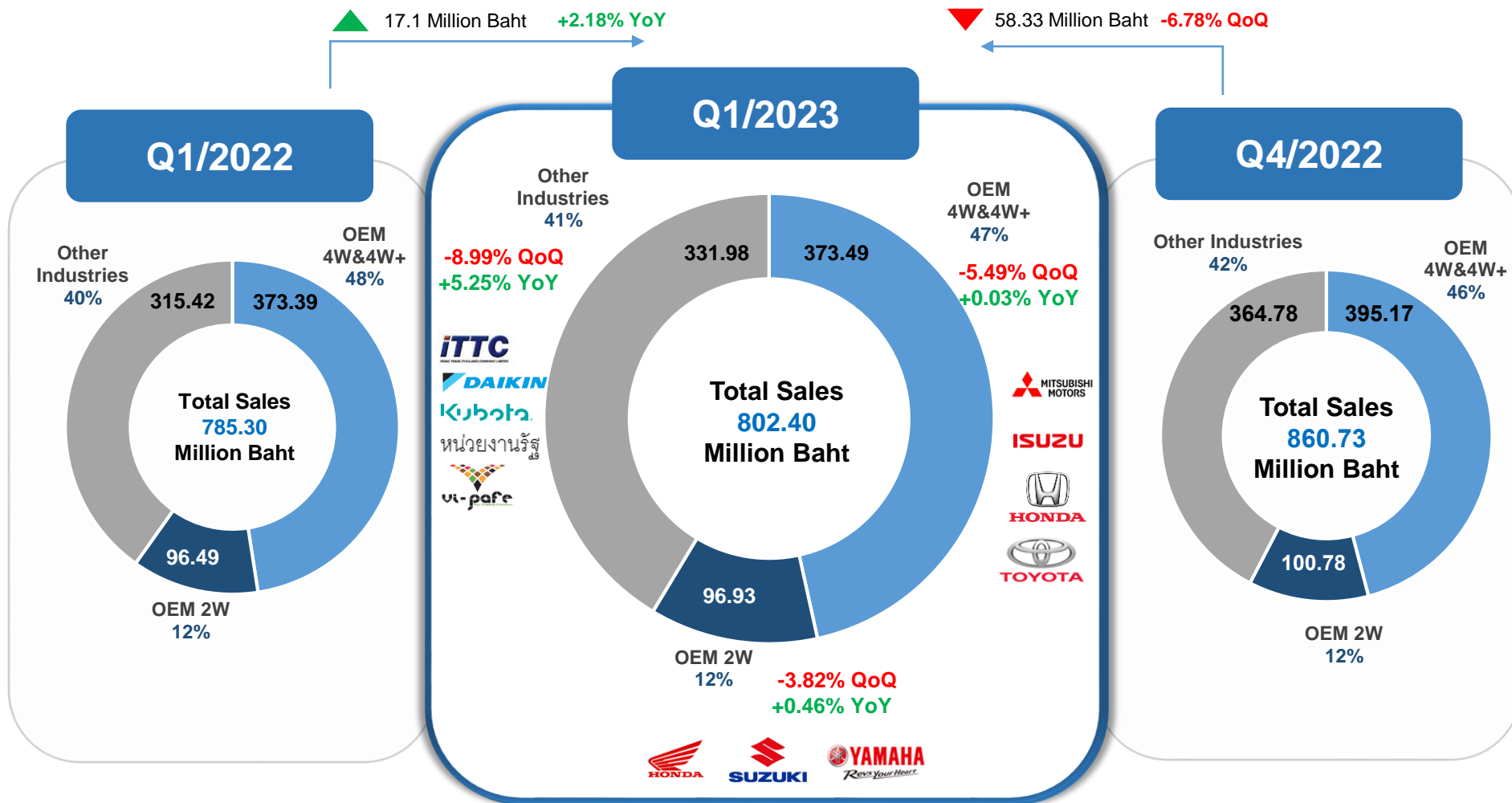
Q4/2022

Export Market 41% OEM 34%



Replacement
Market
25%

Distribution Channel (IED) – Q1/FY2023



Total Revenue Q1/FY2023

(Consolidated)



Million Baht

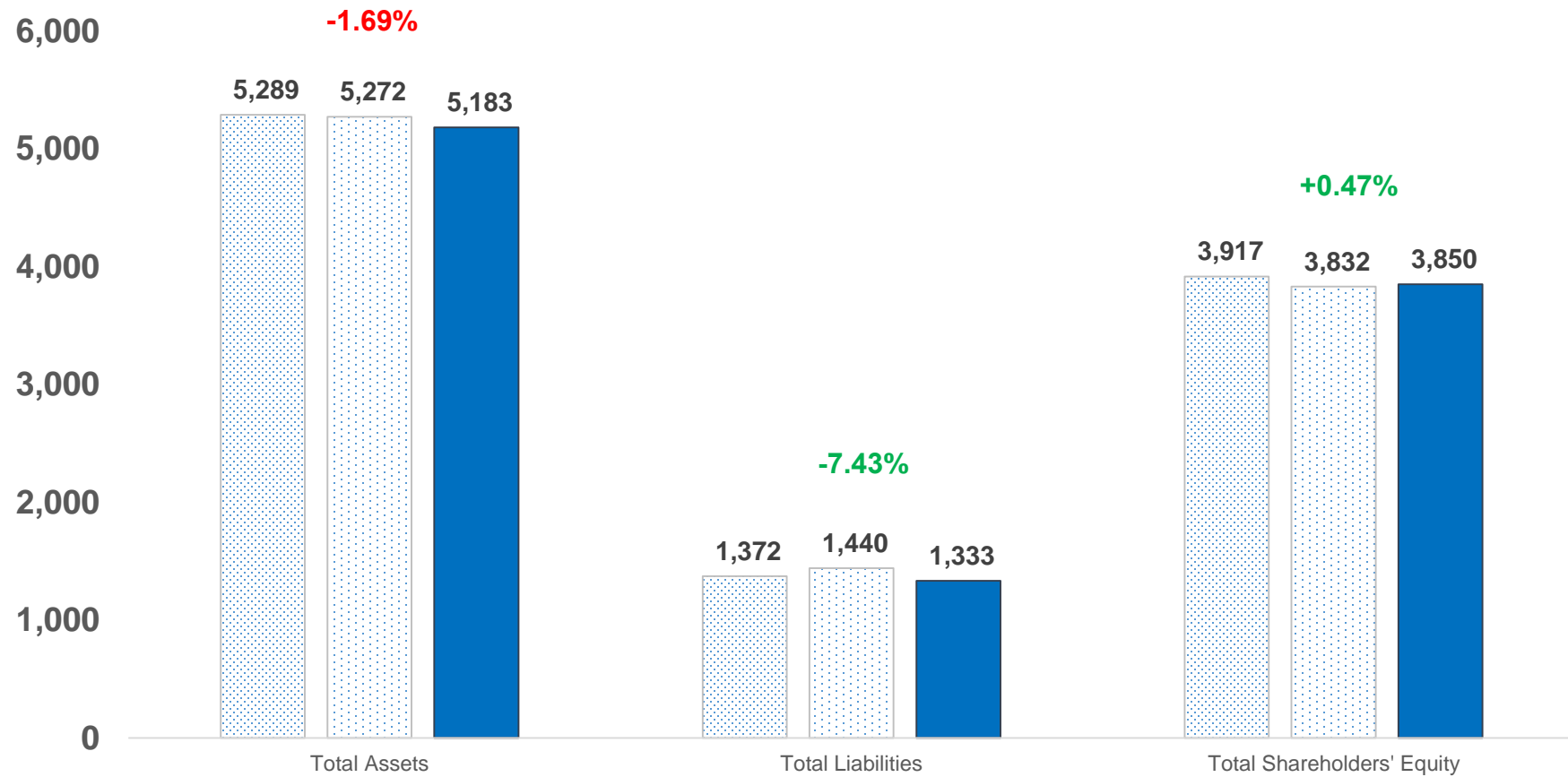
	Q1/FY2022	Q4/FY2022	Q1/FY2023	Changed QoQ	%QoQ	Changed YoY	%YoY
Total Revenue	1,417.42	1,541.32	1,474.93	-66.39	-4.31%	57.51	4.06%
Total COGS	1,282.35	1,420.16	1,361.20	-58.96	-4.15%	78.85	6.15%
% to total revenue	90.47%	92.14%	92.29%				
Total S&A	103.23	87.57	96.70	9.13	10.43%	-6.53	-6.33%
% to total revenue	7.28%	5.68%	6.56%				
Financial Costs and Income Tax Expenses	4.69	0.92	1.32	0.40	43.48%	-3.37	-71.86%
% to total revenue	0.33%	0.06%	0.09%				
Net Profit	27.14	32.06	15.71	-16.35	-51.00%	-11.43	-42.11%
% to total revenue	1.91%	2.08%	1.07%				

Balance Sheet

(Consolidated)



(Million Baht)



31-Dec-2021

30-Sep-2022

31-Dec-2022

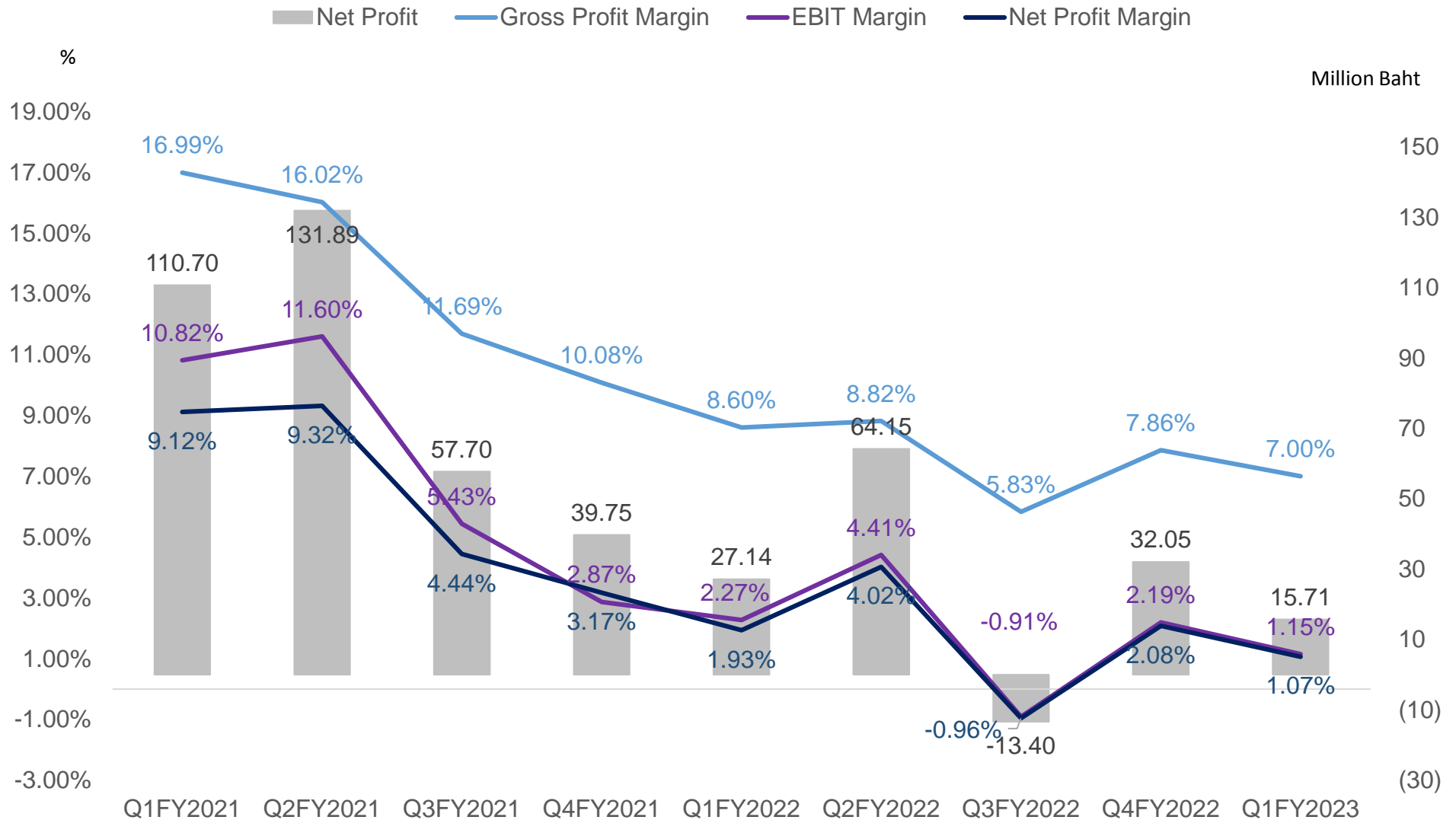
Statement of Cash Flow

(Consolidated)



Statement of Cash Flow (Million Baht)				
	31-Dec-2022	30-Dec-2021	Change	%Change
CF from Operating Activities	-28.96	-36.42	7.47	-20.49%
CF from Investing Activities	-51.94	-58.41	6.47	-11.08%
CF from Financing Activities	-	-	-	-
Net Decrease in Cash	-80.90	-94.84	13.94	-14.69%
Cash, Beginning Balance	897.27	1,003.32	-106.05	-10.57%
Cash, Ending Balance	816.37	908.48	-92.11	-10.14%

Financial Ratio Highlight



Maintain sales growth following automotive industry

Concern on:

- **Purchasing power (EXPORT, REPLACEMENT and OEM's customer)**
- **High price raw material stock remain until end February (EST.)**
- **Baht fluctuation (Direct Export = 18% of Total Sales)**
- **Higher electricity cost (increase 5%)**

Dividend Payment

Dividend per share: 0.291 Baht

Record Date (XD): February 9, 2023

Payment Date: February 28, 2023

Contact: Investor Relations

Email: ir@ircthailand.com

Tel: +66 2996-0890 (Ext.170)

Website: www.ircthailand.com

Facebook.com/IRCthailand

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