



ANALYST MEETING

IRC PERFORMANCE Q3/FY2023

August 11, 2023



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AGENDA



01 Intro & Industry Outlook

02 IRC Performance

03 Outlook

Our Products (Rangsit Plant)



IRC
Tire & Tube



ICE
Motorcycle



EV
Motorcycle



Customers

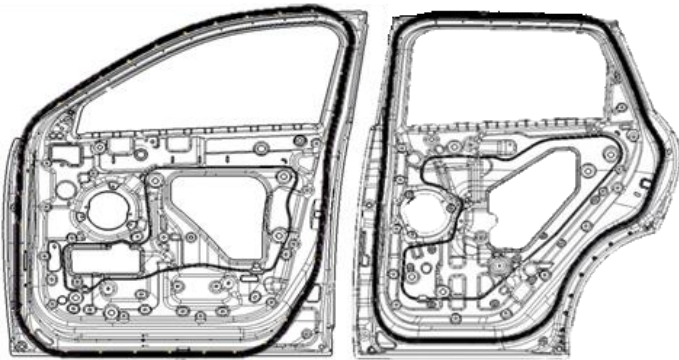


Our Products (Wang Noi Plant)



Automotive Part

High precision function part



Customers



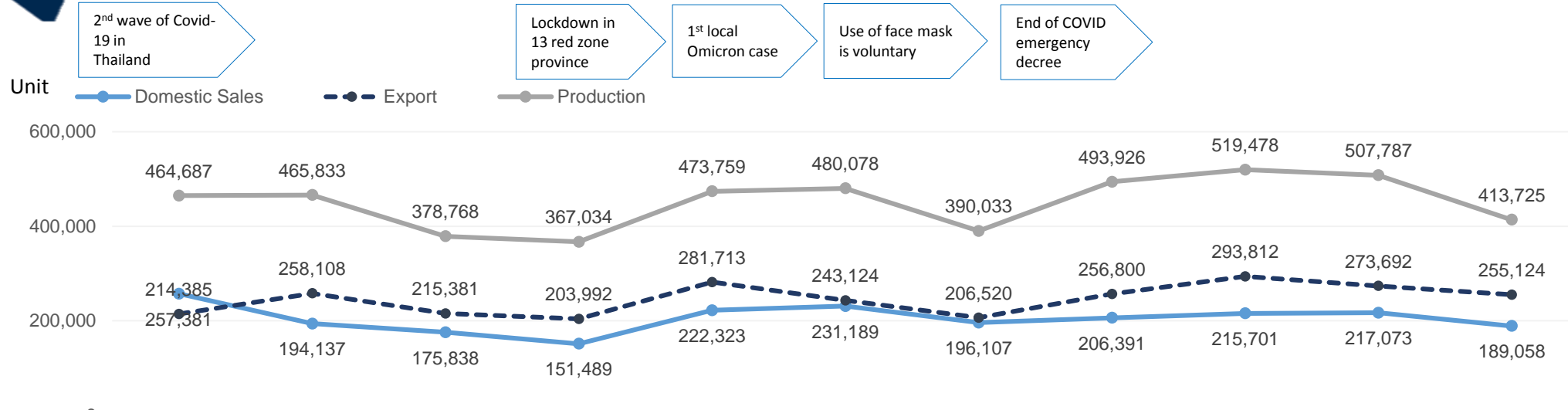
Other Industries



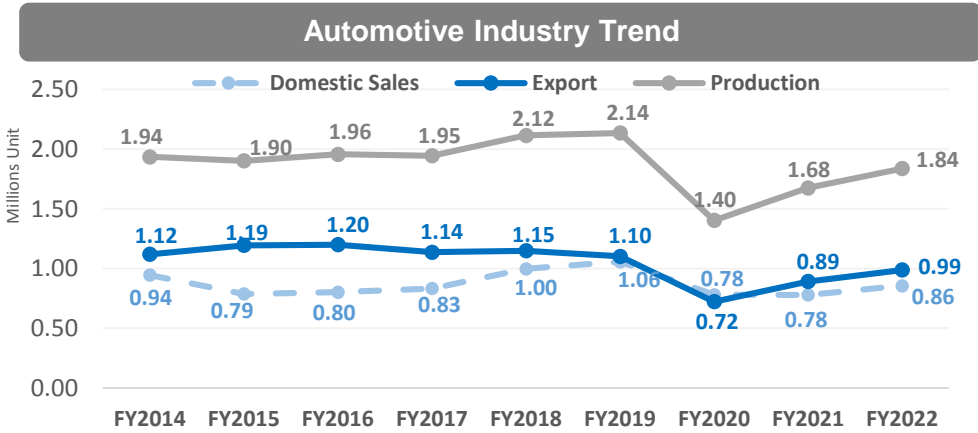
Customers



Industry Outlook: Thailand's Automobile Industry



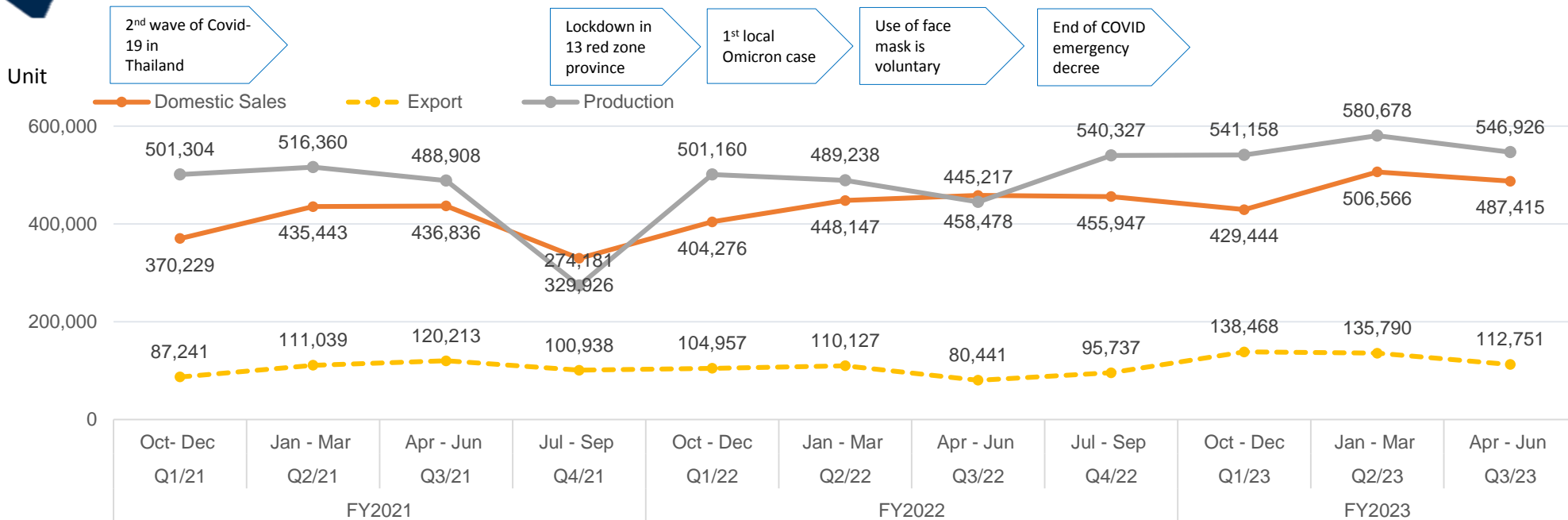
	Oct - Dec Q1/21	Jan - Mar Q2/21	Apr - Jun Q3/21	Jul - Sep Q4/21	Oct - Dec Q1/22	Jan - Mar Q2/22	Apr - Jun Q3/22	Jul - Sep Q4/22	Oct - Dec Q1/23	Jan - Mar Q2/23	Apr - Jun Q3/23
Production	FY2021				FY2022				FY2023		
Export	1,676,322				1,837,796				1,440,990		
Domestic Sales	891,866				988,157				822,628		
	778,845				856,010				621,832		



Highlight:

- The Automotive production in Q3/FY23 was at .413 million units decreased **-18.52% QoQ** but increased **+6.07% YoY**
- The Automotive export in Q3/FY23 was at 0.255 million units decreased **-6.78% QoQ** but increased **+23.53% YoY**
- The Automotive domestic sales in Q3/FY23 was at 0.189 million units decreased **-12.91% QoQ** and **-3.59% YoY**

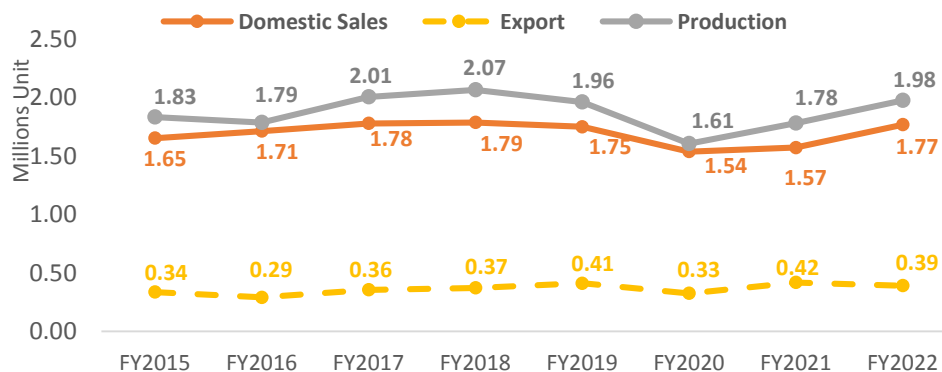
Industry Outlook: Thailand's Motorcycle Industry



Production
Domestic Sales
Export

	FY2021	FY2022	FY2023
Production	1,780,753	1,975,942	1,121,836
Domestic Sales	1,572,434	1,766,848	936,010
Export	419,431	391,262	274,258

Motorcycle Industry Trend



Highlight:

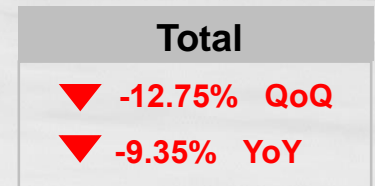
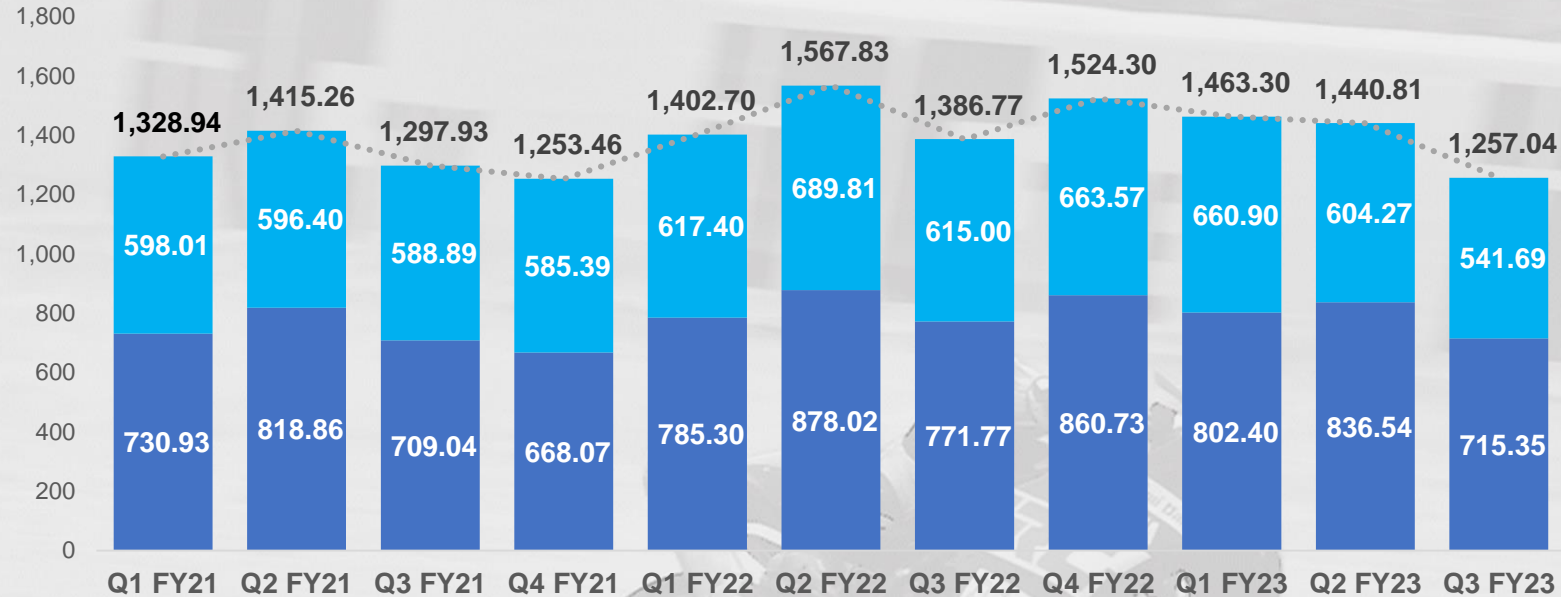
- The motorcycle production in Q3/FY23 was at 0.546 million units decreased **-5.81% QoQ** but increased **+22.84% YoY**
- The motorcycle domestic sales in Q3/FY23 was at 0.487 million units decreased **-3.78% QoQ** but increased **+6.31% YoY**
- The motorcycle exports in Q3/FY23 was at 0.112 million units decreased **-16.97% QoQ** but increased **+40.17% YoY**

IRCT Sales by business unit

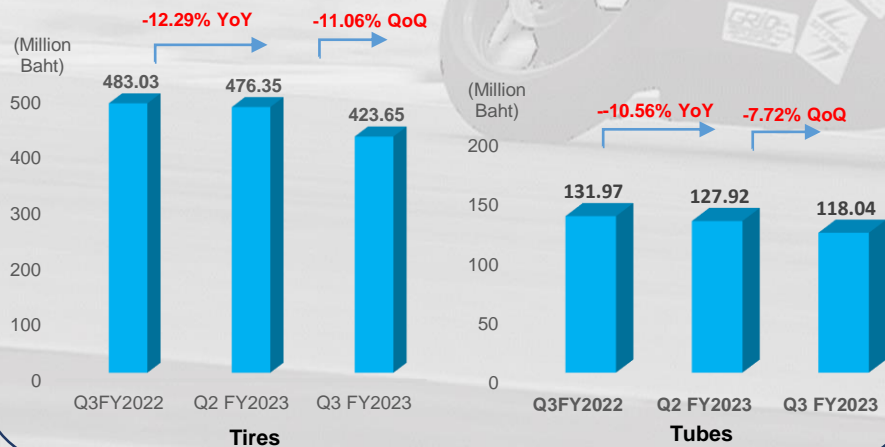


Million Baht

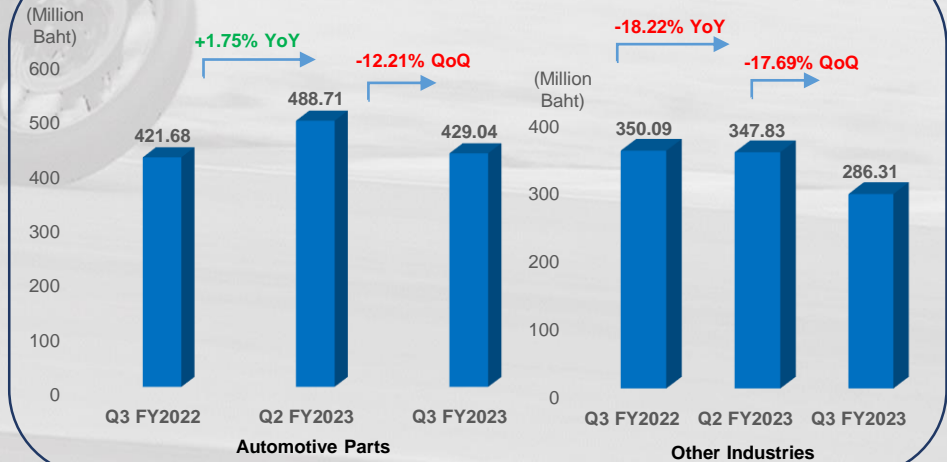
■ Industrial Elastomer Parts ■ Motorcycle Tires and Tubes



Tires and Tubes



Industrial Elastomer Products



Total Revenue Q3/FY2023

(Consolidated)



(Million Baht)	Q3FY2022	Q2FY2023	Q3FY2023	Changed QoQ	%QoQ	Changed YoY	%YoY
Total Revenue	1,397.57	1,460.49	1,269.95	(190.54)	-13.05%	(127.62)	-9.13%
Total COGS	1,316.13	1,297.56	1,145.21	(152.35)	-11.74%	(170.92)	-12.99%
% to total revenue	94.17%	88.84%	90.18%				
Total S&A	94.16	97.74	93.61	-4.13	-4.23%	-0.55	-0.58%
% to total revenue	6.74%	6.69%	7.37%				
Financial Costs and Income Tax Expenses	0.69	4.27	1.40	-2.87	-67.21%	0.72	104.38%
% to total revenue	0.05%	0.29%	0.11%				
Net Profit	-13.40	60.92	29.73	-31.19	-51.20%	43.14	321.78%
% to total revenue	-0.96%	4.17%	2.34%				

Total Revenue 9M/FY2023 VS FY2022

(Consolidated)



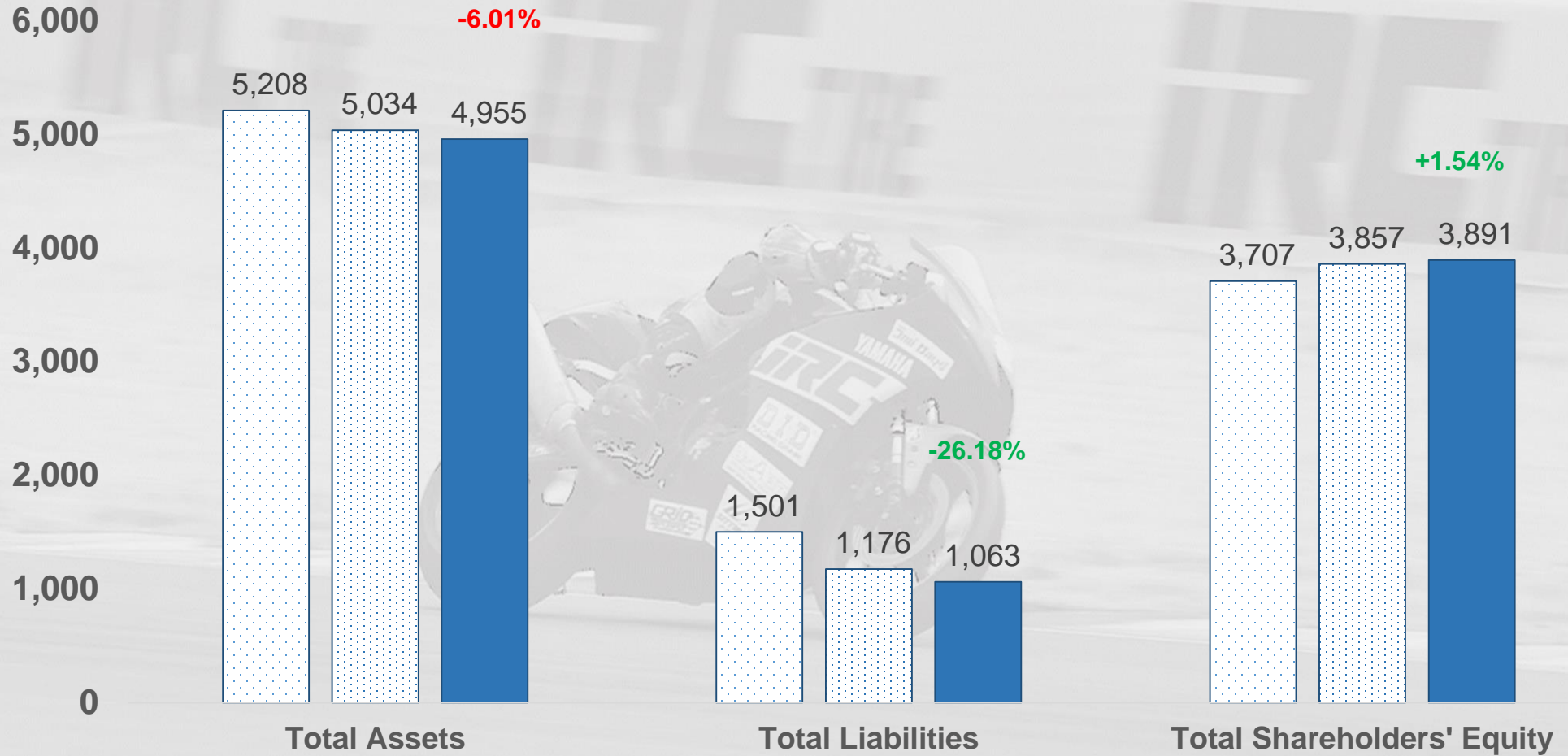
(Million Baht)	FY2022	9M/FY2023	9M/FY2023 VS FY2022	%
Total Revenue	5,951.10	4,204.44	(1,746.66)	-29.35%
Total COGS	5,442.20	3,803.98	(1,638.22)	-30.10%
% to total revenue	91.45%	90.48%		
Total S&A	385.9	287.11	-98.79	-25.60%
% to total revenue	6.48%	6.83%		
Financial Costs and Income Tax Expenses	12.44	6.99	-5.45	-43.84%
% to total revenue	0.21%	0.17%		
Net Profit	109.94	106.36	-3.58	-3.26%
% to total revenue	1.85%	2.53%		

Balance Sheet

(Consolidated)



(Million Baht)



■ 30-June-2022 ■ 31-Mar-2023 ■ 30-Jun-2023

Statement of Cash Flow

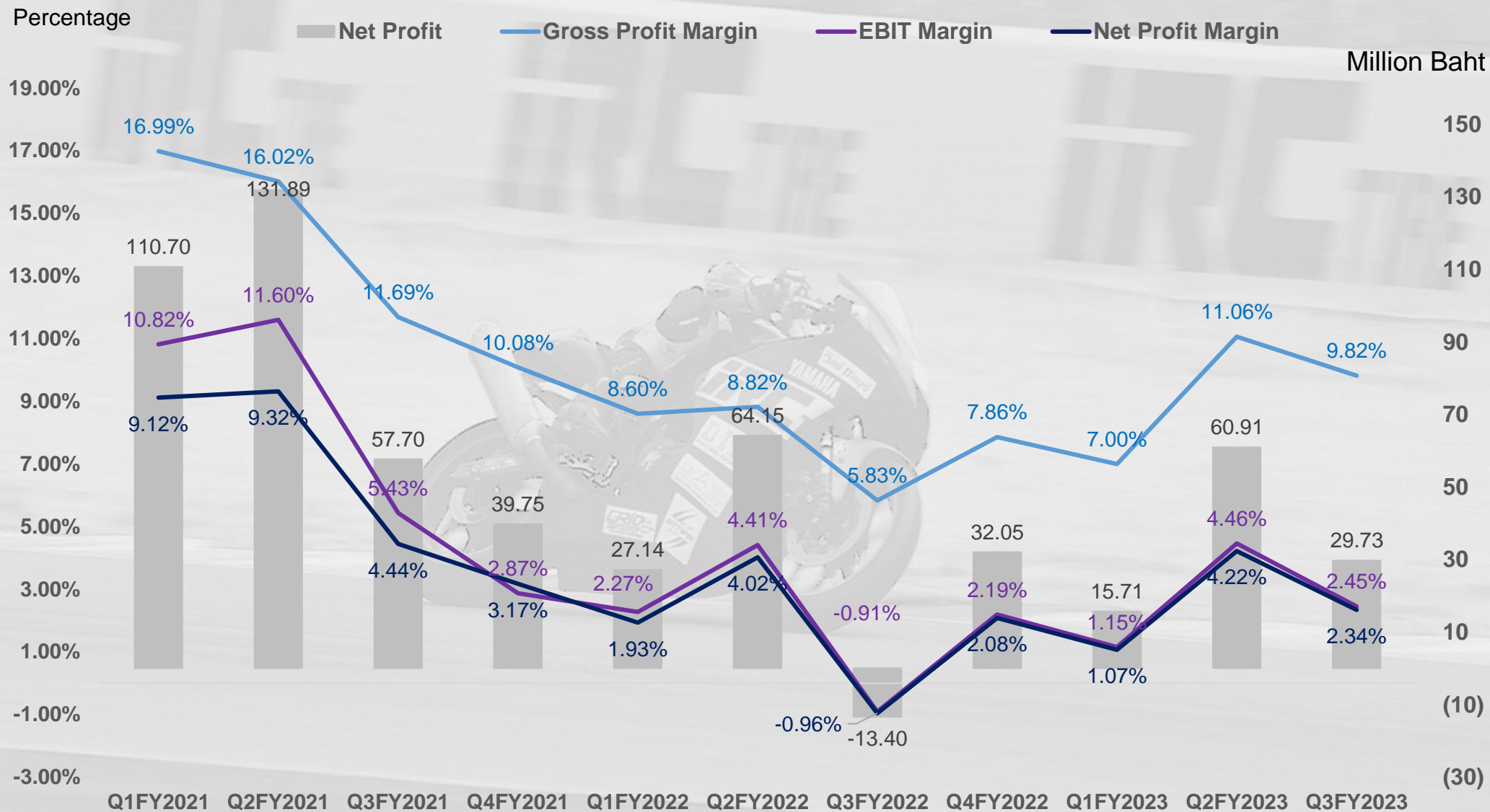
(Consolidated)



Statement of Cash Flow (Million Baht)

	30-Jun-2023	30-Jun-2022	Change	%Change
CF from Operating Activities	303.11	204.53	98.57	48.19%
CF from Investing Activities	-188.47	-207.51	19.04	-9.18%
CF from Financing Activities	-56.11	-170.17	114.07	-67.03%
Net Decrease in Cash	58.53	-173.15	231.68	-133.80%
Cash, Beginning Balance	897.27	1,003.32	-106.05	-10.57%
Cash, Ending Balance	955.80	830.17	125.63	15.13%

Financial Ratio Highlight



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