



ANALYST MEETING

IRC PERFORMANCE Q4/FY2024

November 27, 2024

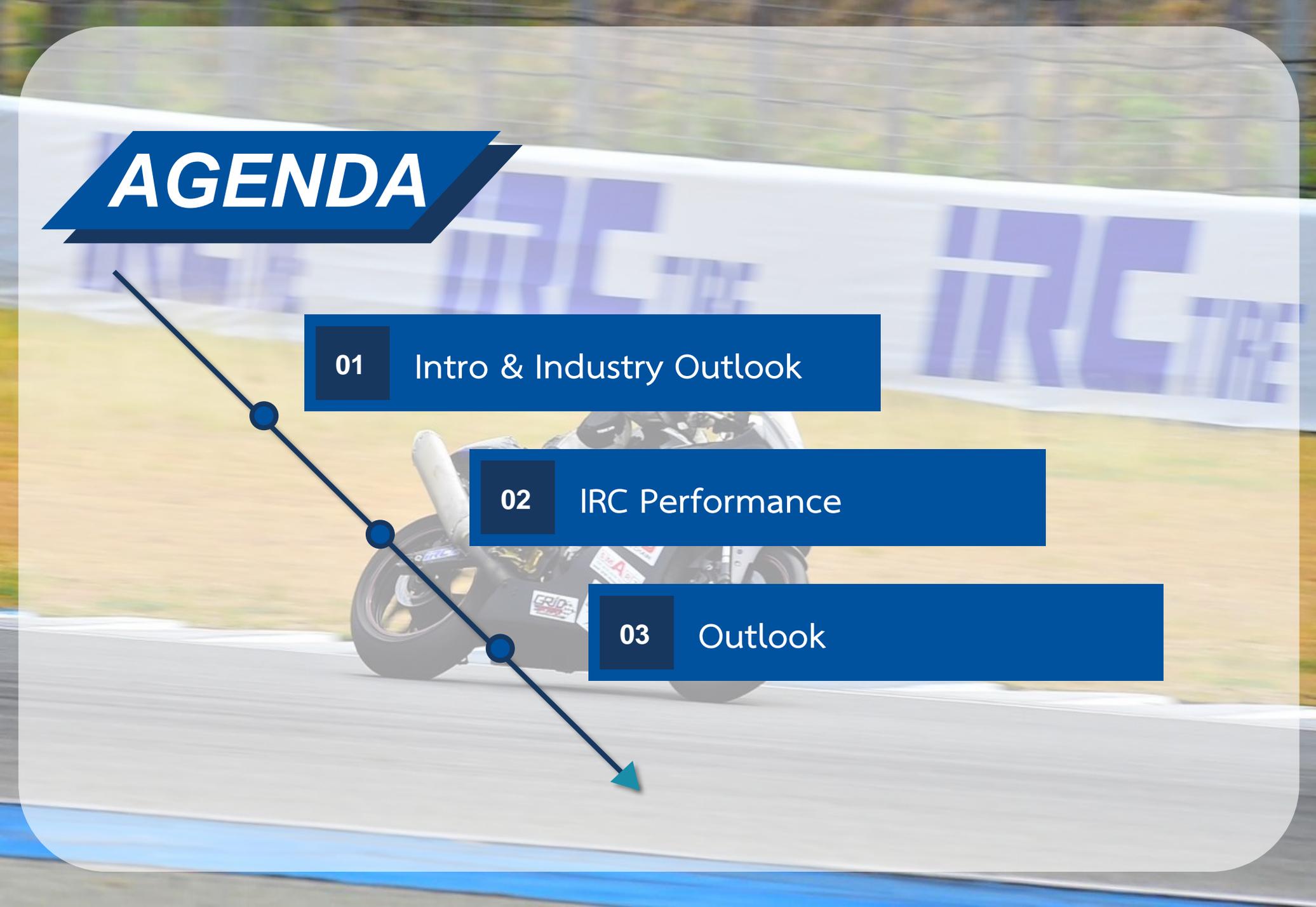


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AGENDA



01 Intro & Industry Outlook

02 IRC Performance

03 Outlook

Our Products (Rangsit Plant)



IRC
Tire & Tube



ICE
Motorcycle



EV
Motorcycle



Customers

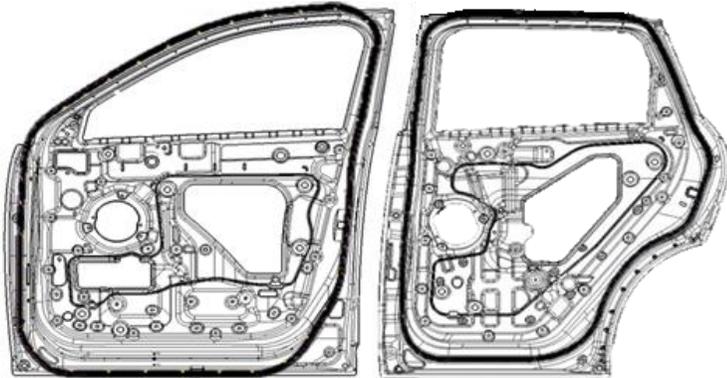


Our Products (Wang Noi Plant)



Automotive Part

High precision function part



Customers



Other Industries



Customers

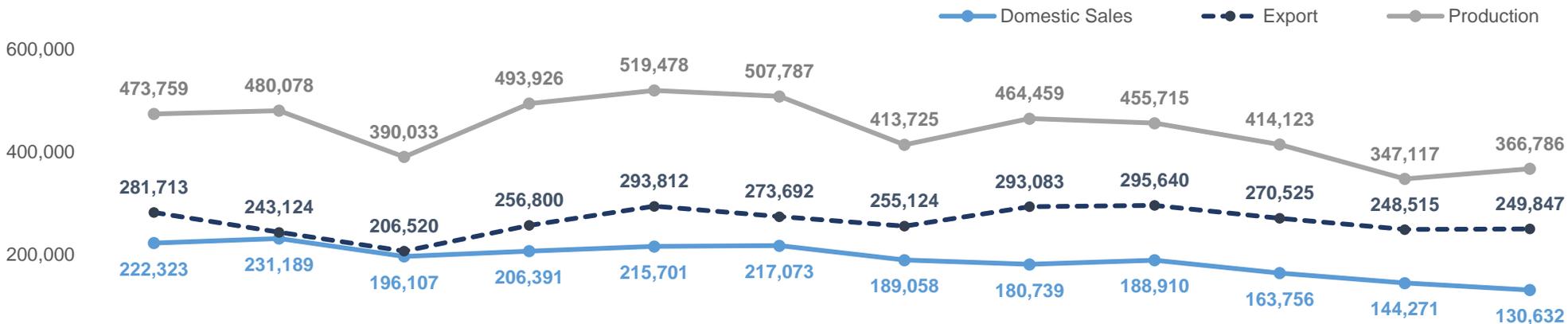


Industry Outlook: Thailand's Automobile Industry



1st local
Omicron case

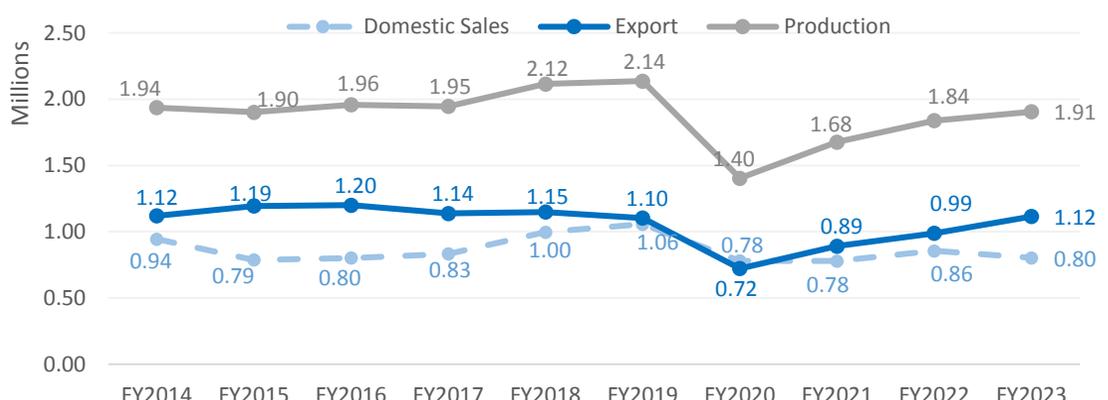
End of COVID
emergency decree



	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	Jul - Sep Q4/23	Oct - Dec Q1/24	Jan - Mar Q2/24	Apr - Jun Q3/24	Jul - Sep Q4/24
FY2022					FY2023				FY2024			

Production	1,837,796				1,905,449				1,583,741			
Export	988,157				1,115,711				1,064,527			
Domestic Sales	856,010				802,571				627,569			

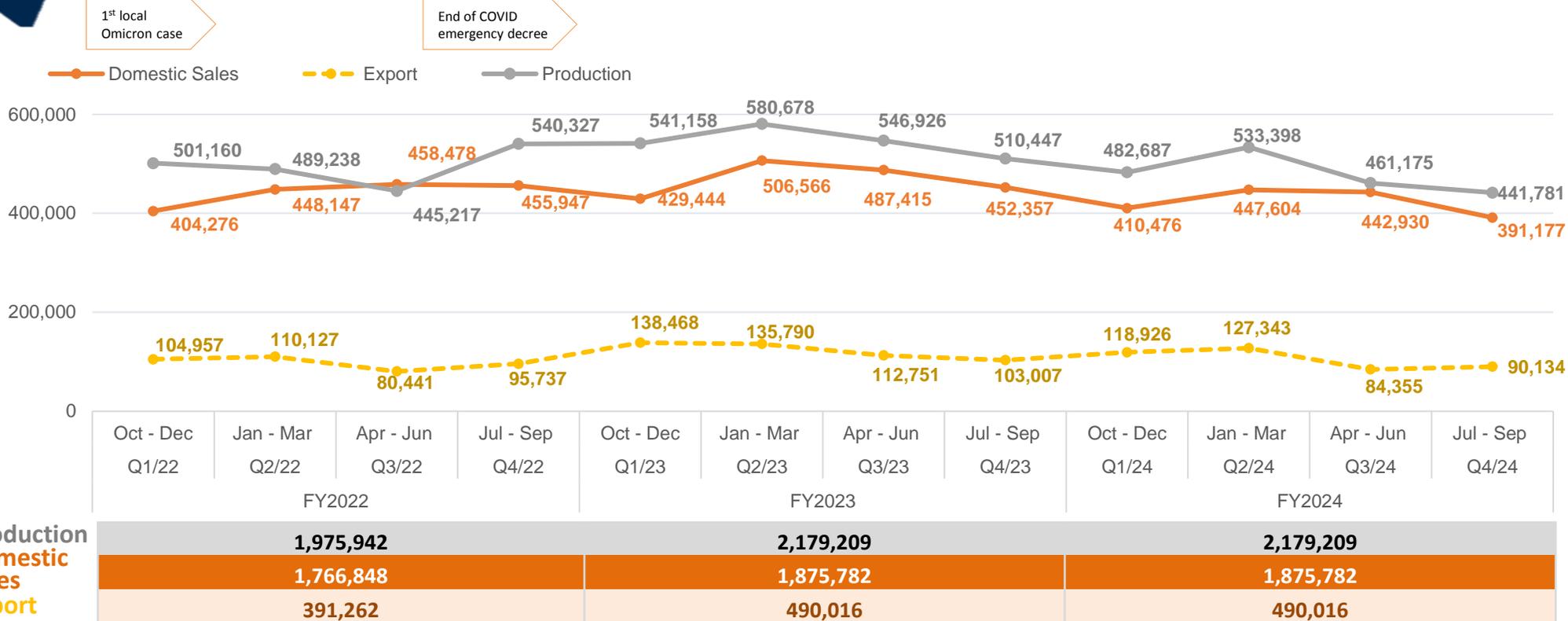
Automotive Industry Trend



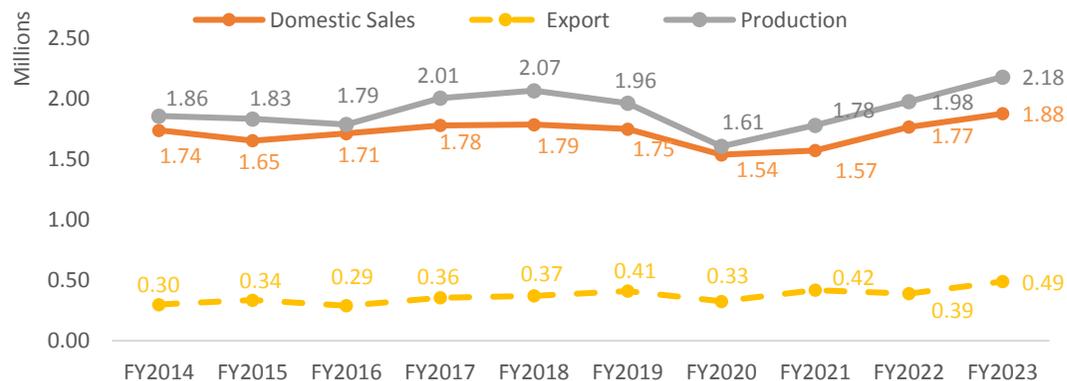
Highlight:

- The Automotive production in Q4/FY24 was at 0.366 million units increased **+5.67% QoQ** but decreased **-21.03% YoY**
- The Automotive export in Q4/FY24 was at 0.249 million units increased **+0.54% QoQ** and **-14.75% YoY**
- The Automotive domestic sales in Q4/FY24 was at 0.13 million units decreased **-9.45% QoQ** and **-27.72% YoY**

Industry Outlook: Thailand's Automobile Industry



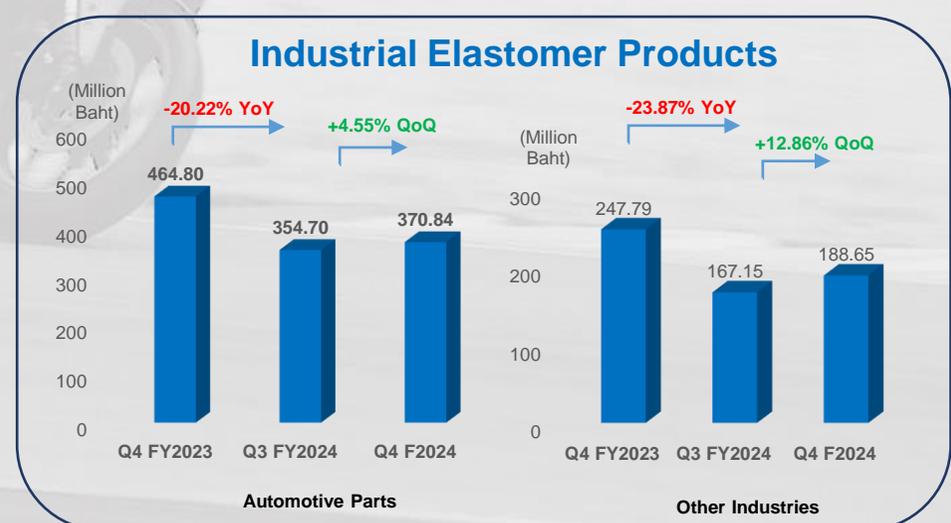
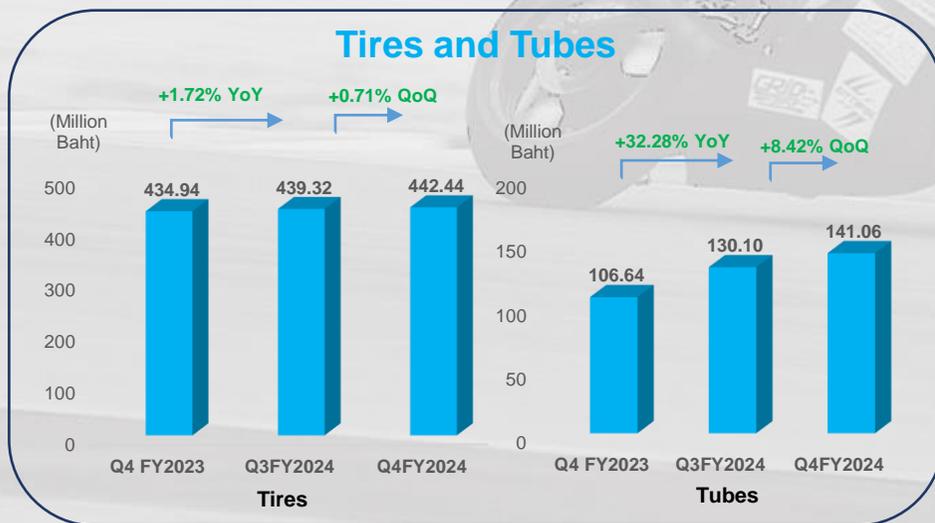
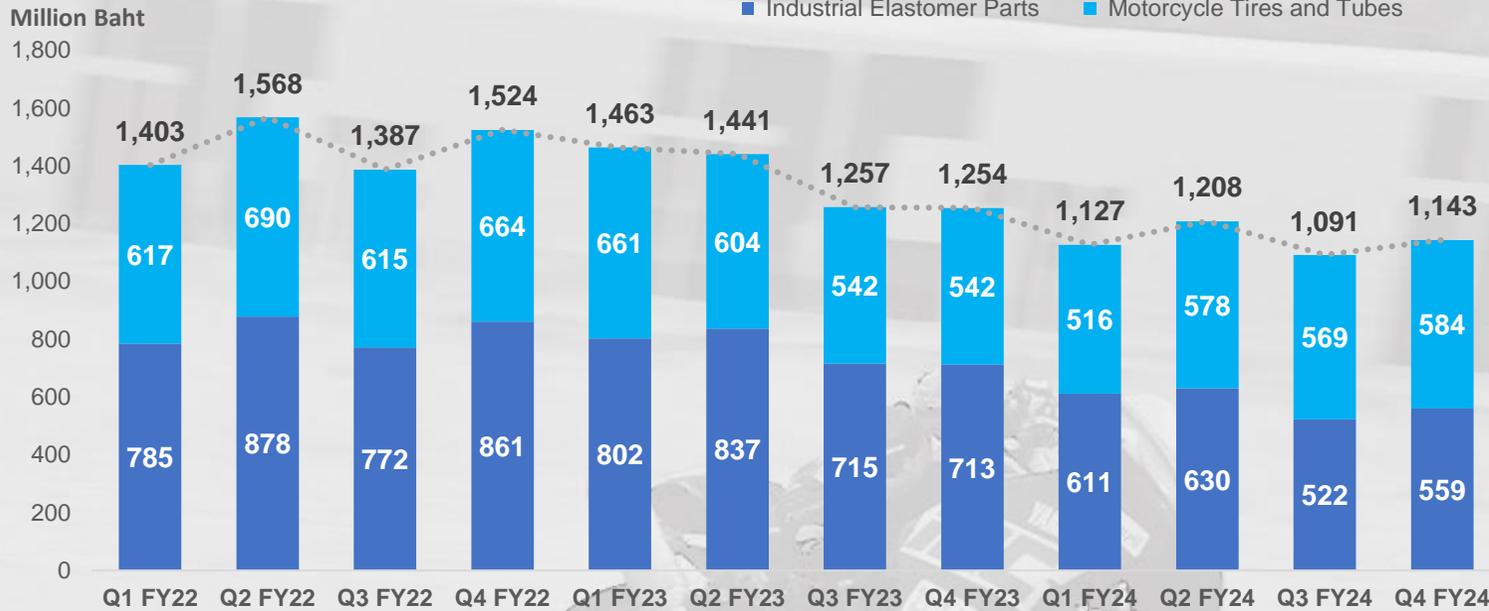
Motorcycle Industry Trend



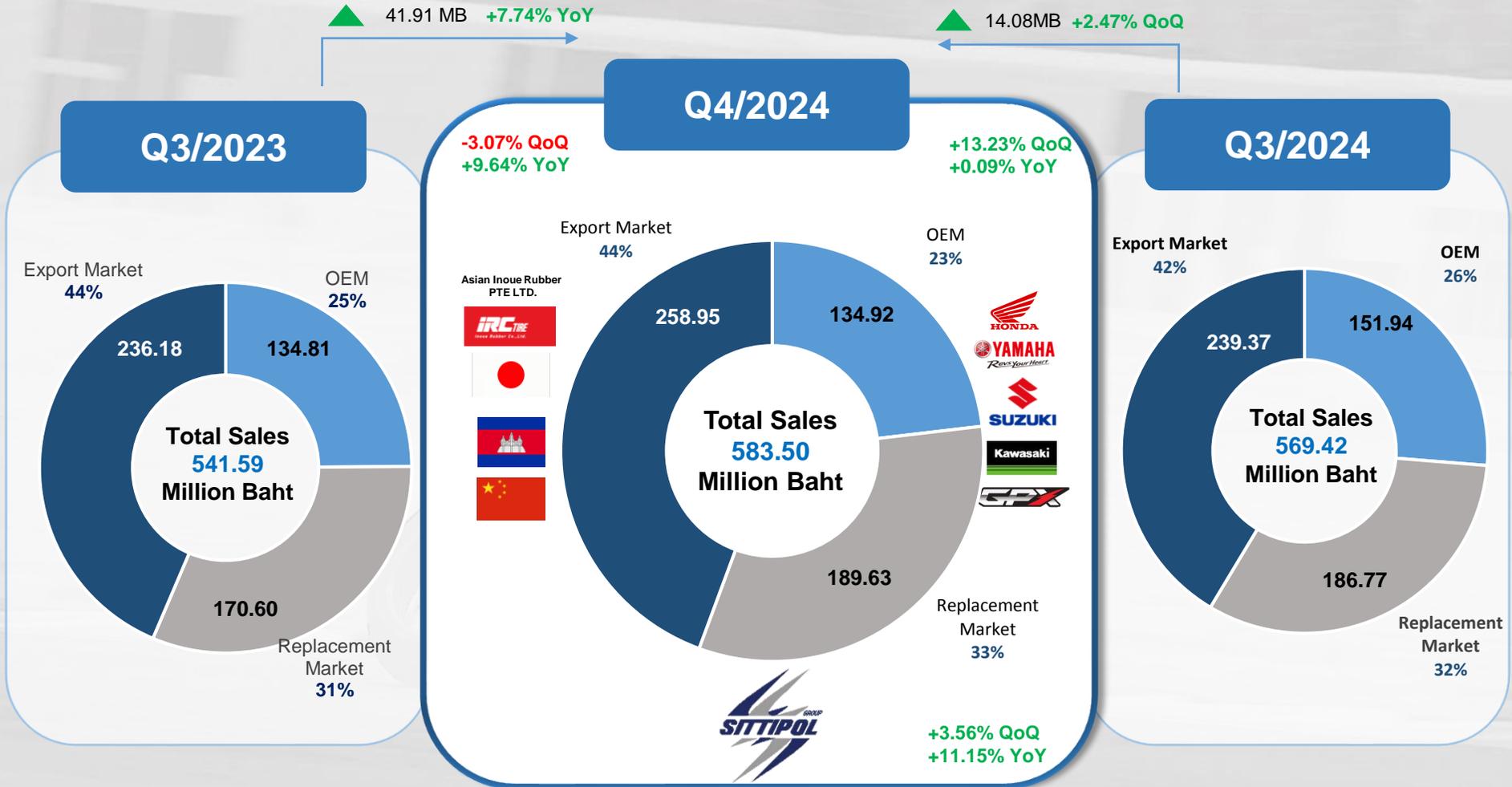
Highlight:

- The motorcycle production in Q4/FY24 was at 0.441 million units decreased **-4.21% QoQ** and **-13.45% YoY**
- The motorcycle domestic sales in Q4/FY24 was at 0.391 million units decreased **-11.68% QoQ** and **-13.52% YoY**
- The motorcycle exports in Q4/FY24 was at 0.09 million units increased **+6.85% QoQ** but decreased **-12.5% YoY**

IRCT Sales by business unit



Distribution Channel (Tire and Tube) – Q4/FY2024



Distribution Channel (IED) – Q4/FY2024



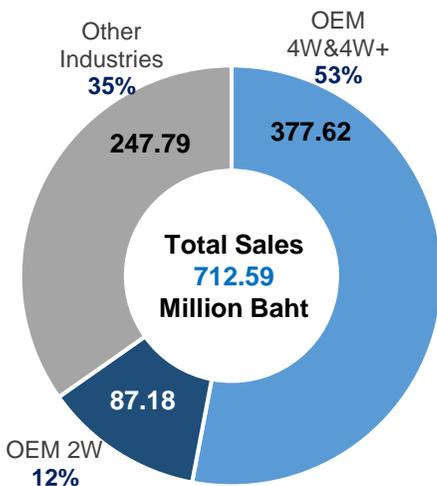
▼ 153.10 Million Baht -27.05% YoY

▼ 37.64 Million Baht -17.19% QoQ

Q4/2023

Q4/2024

Q3/2024



+12.86% QoQ
-23.87% YoY

+5.79% QoQ
-22.81% YoY

Other Industries
34%

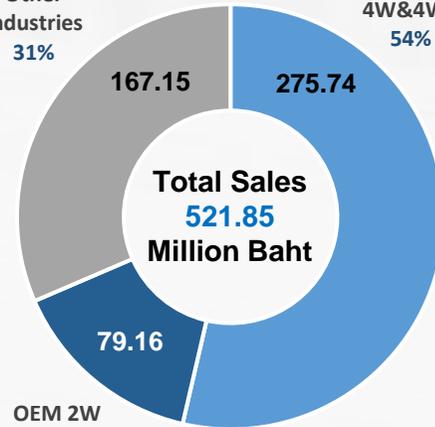
OEM 4W&4W+
52%



Total Sales
559.49
Million Baht

Other Industries
31%

OEM 4W&4W+
54%



+0.24% QoQ
-8.98% YoY

OEM 2W
14%



Total Revenue Q4/FY2024

(Consolidated)



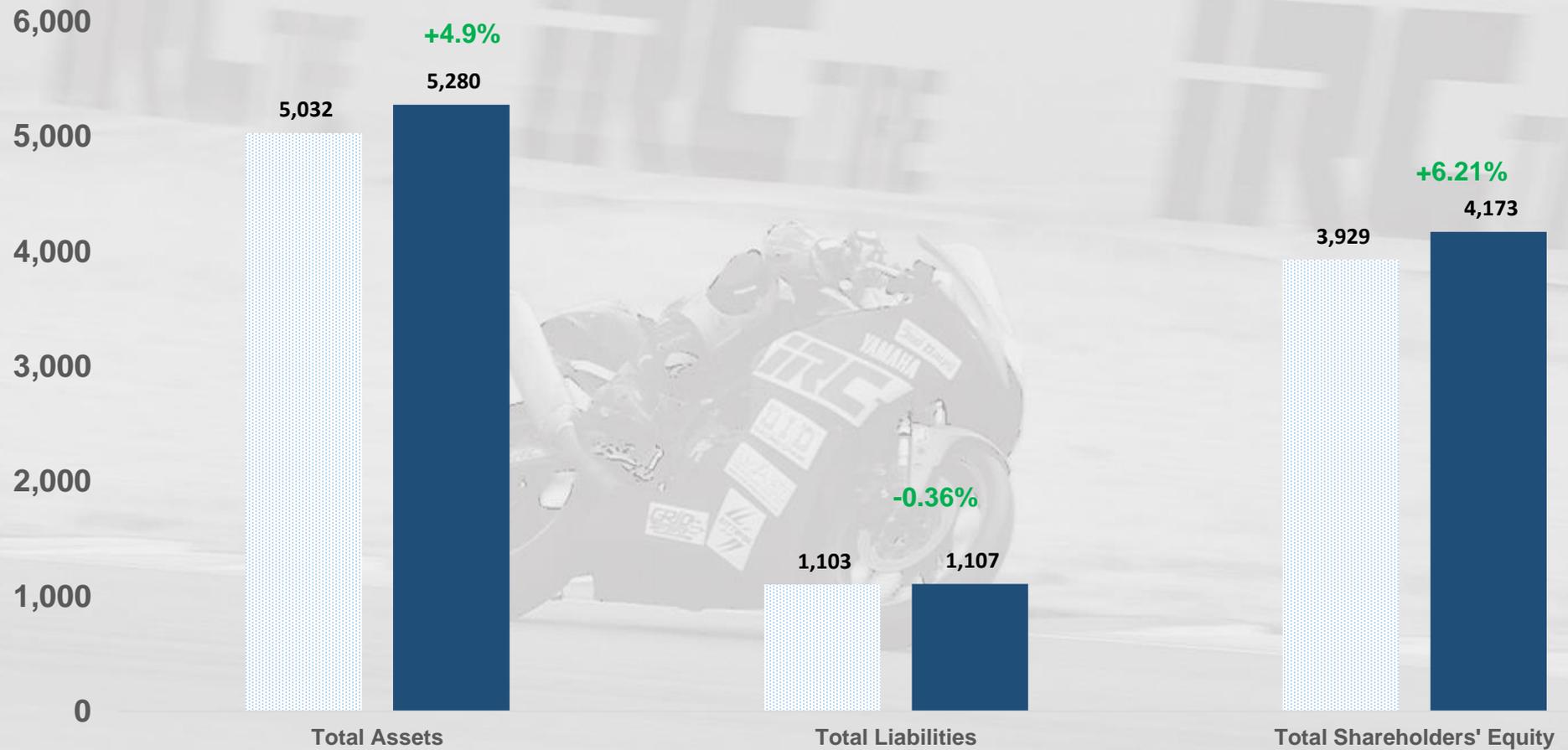
(Million Baht)	Q4FY2023	Q3FY2024	Q4FY2024	Change QoQ		Change YoY	
				Amount	%	Amount	%
Total Revenue	1,272.52	1,264.07	1,158.45	(105.61)	-8.36%	(114.07)	-8.96%
Total COGS	1,122.66	973.79	1,027.86	54.07	5.55%	(94.81)	-8.44%
% to total revenue	90.18%	77.04%	88.73%				
Total S&A	93.07	98.37	115.90	17.53	17.82%	22.83	24.53%
% to total revenue	7.37%	7.78%	10.00%				
Financial Costs and Income Tax Expenses	3.38	33.164	4.27	-28.89	-87.12%	0.89	26.27%
% to total revenue	0.11%	2.62%	0.37%				
Net Profit	53.406	158.743	10.43	-148.32	-93.43%	-42.98	-80.48%
% to total revenue	2.34%	12.56%	0.90%				

Balance Sheet

(Consolidated)



(Million Baht)



■ 30-Sep-2023

■ 30-Sep-2024

Statement of Cash Flow

(Consolidated)



Statement of Cash Flow (Million Baht)

	30-Sep-2024	30-Sep-2023	Change	%Change
CF from Operating Activities	554.32	536.27	18.04	3.36%
CF from Investing Activities	(932.48)	(231.31)	701.17	303.14%
CF from Financing Activities	(80.49)	(56.11)	24.38	43.46%
Net Increase in Cash	(458.65)	248.86	-707.51	-284.30%
Cash, Beginning Balance	1,146.13	955.80	190.33	19.91%
Cash, Ending Balance	687.48	1,204.66	-517.18	-42.93%

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