



**IRC TIRE**

# ANALYST MEETING

IRC PERFORMANCE FY2022

November 25, 2022

# AGENDA

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

01 Intro & Industry Outlook

02 IRC Performance

03 Outlook for Y2023



# AGENDA

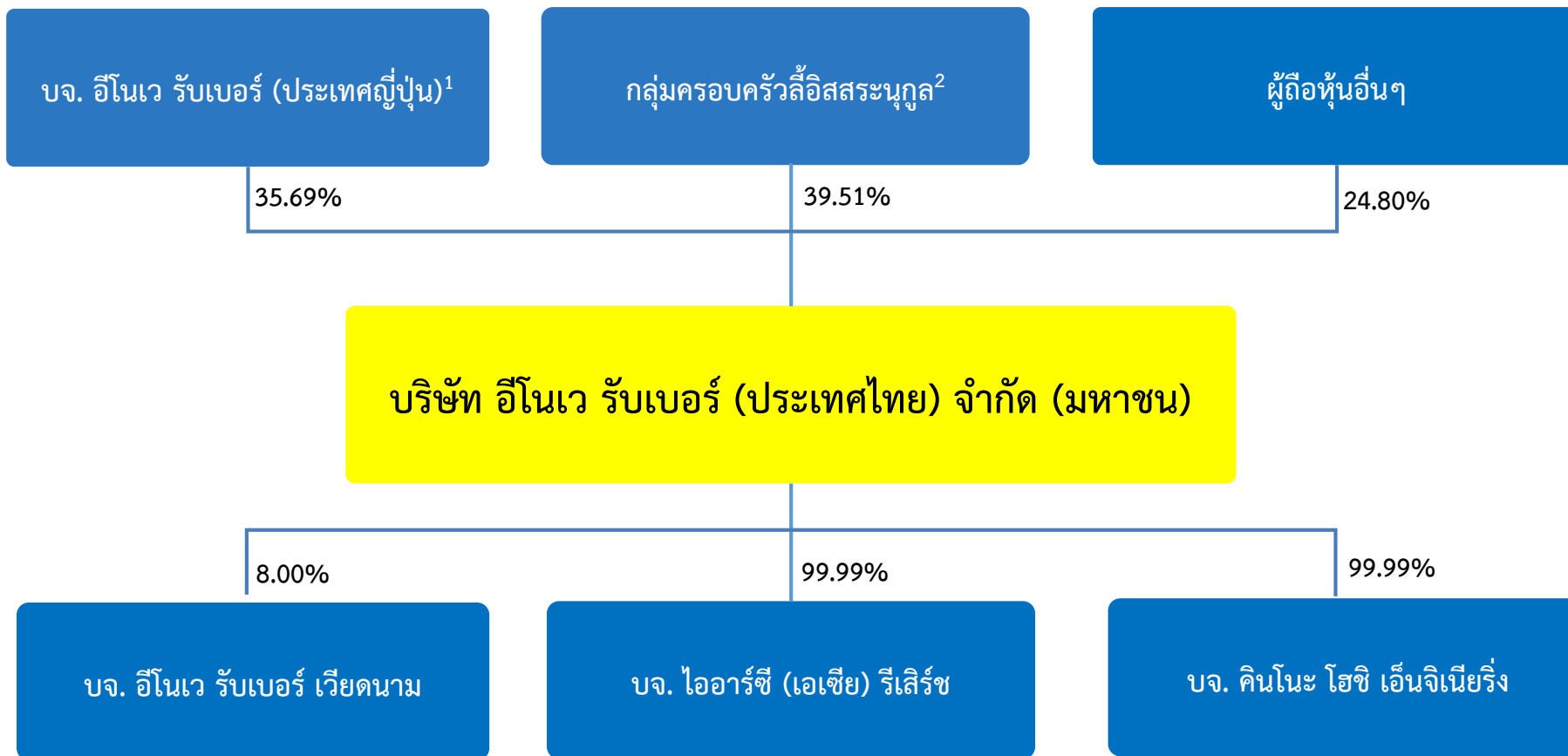
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01 Intro & Industry Outlook

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# Shareholding Structure



ข้อมูล ณ วันที่ 30 กันยายน 2565

บริษัทย่อยดำเนินการภายใต้โครงสร้างการบริหารและการบริหารจัดการเดียวกับบริษัทฯ

หมายเหตุ: <sup>1</sup>กลุ่มผู้ถือหุ้นรายใหญ่ที่มีส่วนในการดำเนินงานของบริษัทฯ โดยการส่งบุคคลเข้าเป็นกรรมการ

<sup>2</sup>กลุ่มครอบครัวลี้ฮัสตระกูล ได้แก่ บริษัท โสภากนก อินเตอร์เนชั่นแนล จำกัด นางพรดี ลี้ฮัสตระกูล นายทง ลี้ฮัสตระกูล นางพิมพ์ใจ ลี้ฮัสตระกูล นายอภิชาติ ลี้ฮัสตระกูล นางพรทิพย์ เศรษฐสุวรรณ นายโชคชัย เศรษฐสุวรรณ นายคณิน เหล่าจินดา นางสาวสิริญา เหล่าจินดา จำนวนหุ้นที่มีสิทธิออกเสียง ทัก หุ้นซื้อคืน คือ 192,207,700 หุ้น

# Our Products (Rangsit Plant)



IRC  
Tire & Tube



ICE  
Motorcycle

EV  
Motorcycle



Customers

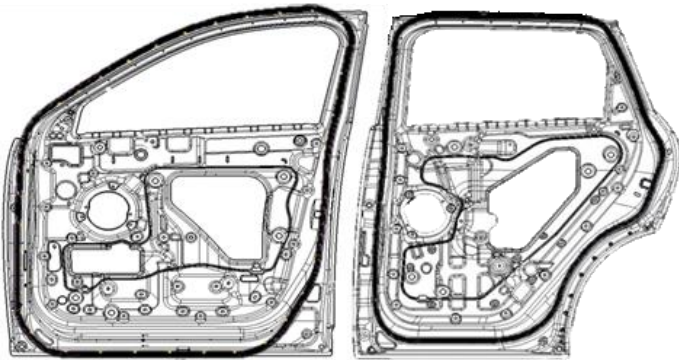


# Our Products (Wang Noi Plant)



## Automotive Part

High precision function part



## Customers



## Other Industries

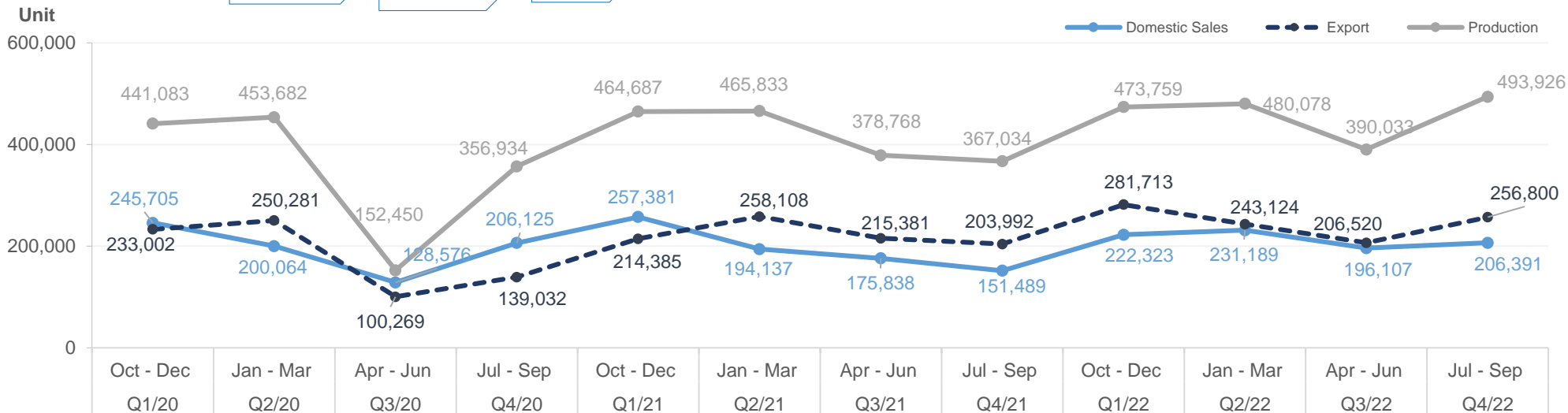


## Customers



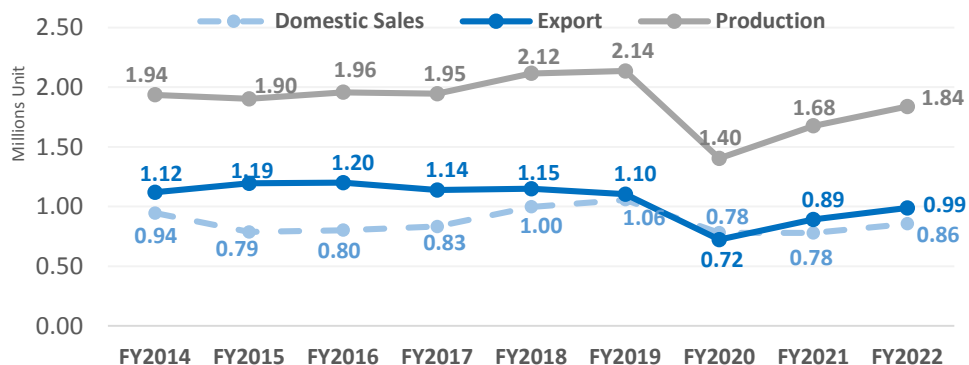


# Industry Outlook: Thailand's Automobile Industry



	FY2020				FY2021				FY2022			
<b>Production</b>	<b>1,404,149</b>				<b>1,676,322</b>				<b>1,837,796</b>			
<b>Export</b>	<b>722,584</b>				<b>891,866</b>				<b>988,157</b>			
<b>Domestic Sales</b>	<b>780,470</b>				<b>778,845</b>				<b>856,010</b>			

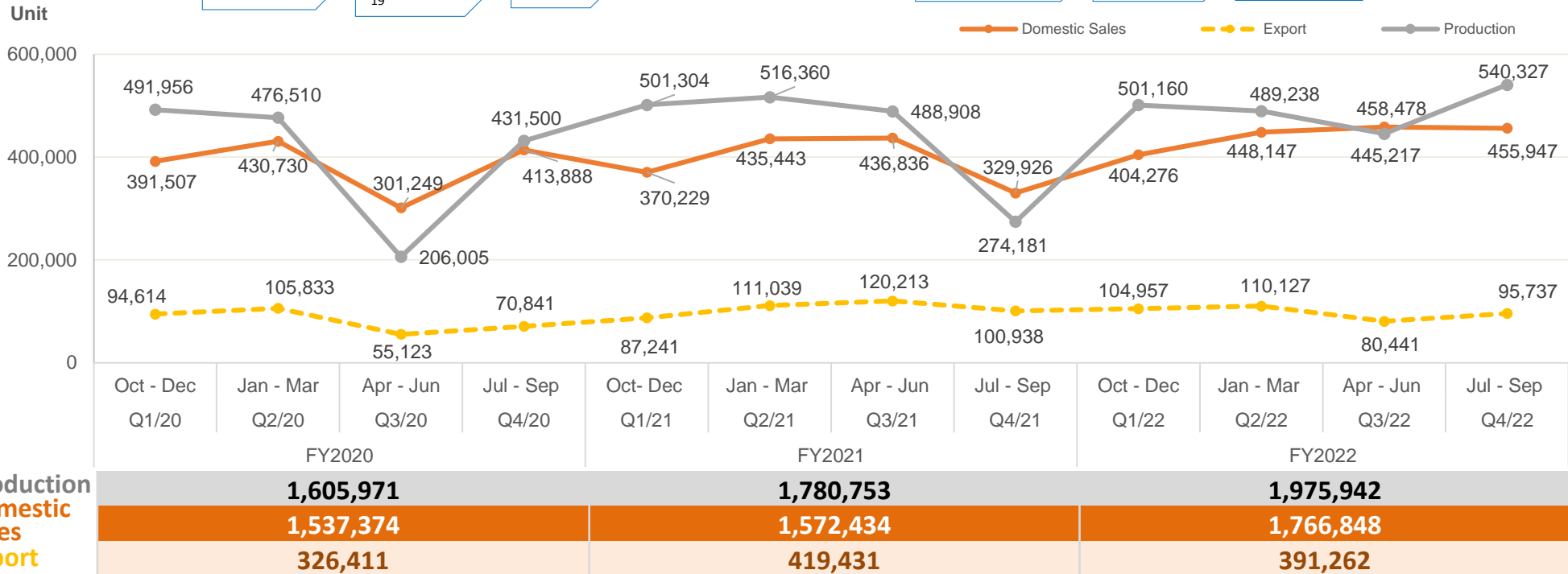
## Automotive Industry Trend



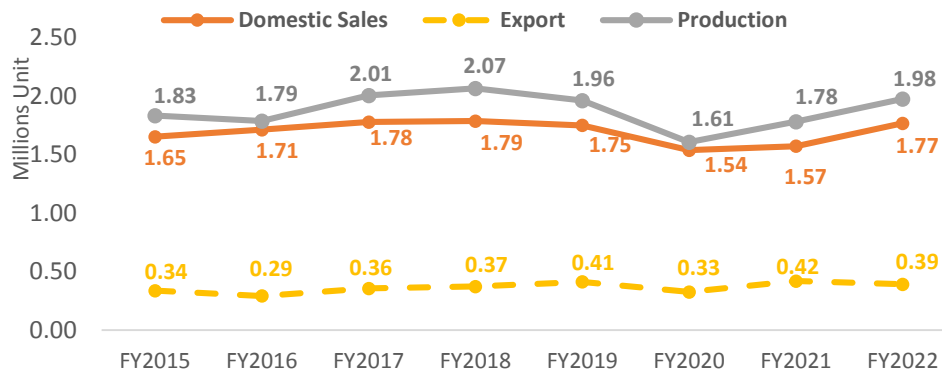
## Highlight:

- The Automotive production in Q4/FY22 was at 0.49 million units increased QoQ and YoY (+26.64% QoQ and +34.57% YoY) as more auto parts of some car model became available. Car production for domestic sales contributed 41.78%, while production for export contributed 52%
- The Automotive export in Q4/FY22 was at 0.26 million units increased QoQ and YoY (+24.35% QoQ and +25.89% YoY)
- The Automotive domestic sales in Q4/FY22 was at 0.21 million units increased QoQ and YoY (+5.24% QoQ and +36.24% YoY) because of an economic recovery and new car model locally.

# Industry Outlook: Thailand's Automobile Industry



## Motorcycle Industry Trend



## Highlight:

- The motorcycle production in Q4/FY22 was at 0.54 million units increased QoQ and YoY (+21.36% QoQ and +97.07% YoY)
- The motorcycle domestic sales in Q4/FY22 was at 0.46 million units rose YoY (+38.20% YoY). Total domestic sales reach 1.77 million unit at the best since 2019 (Fiscal Year)
- The motorcycle exports in Q4/FY22 was at 0.095 million units increased +19.02% QoQ and -5.15% YoY)



# AGENDA



01

Intro & Industry Outlook

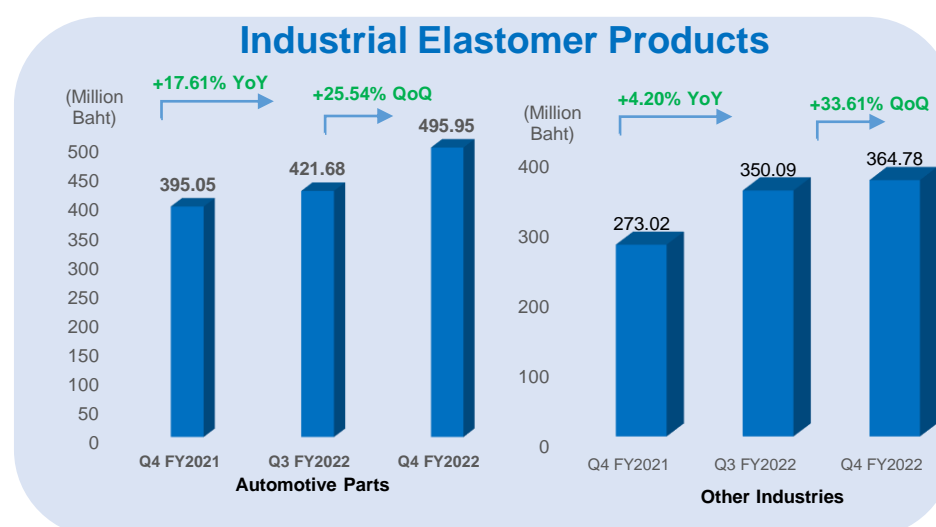
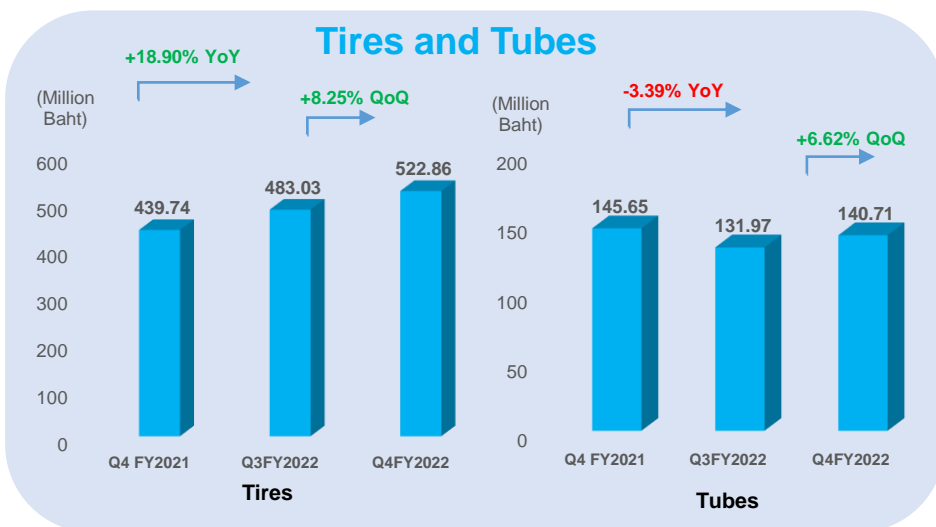
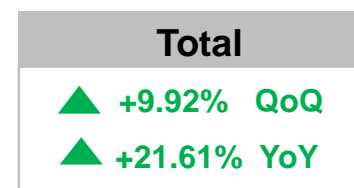
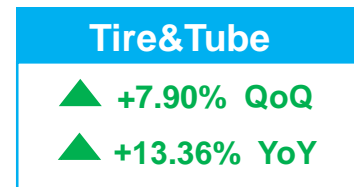
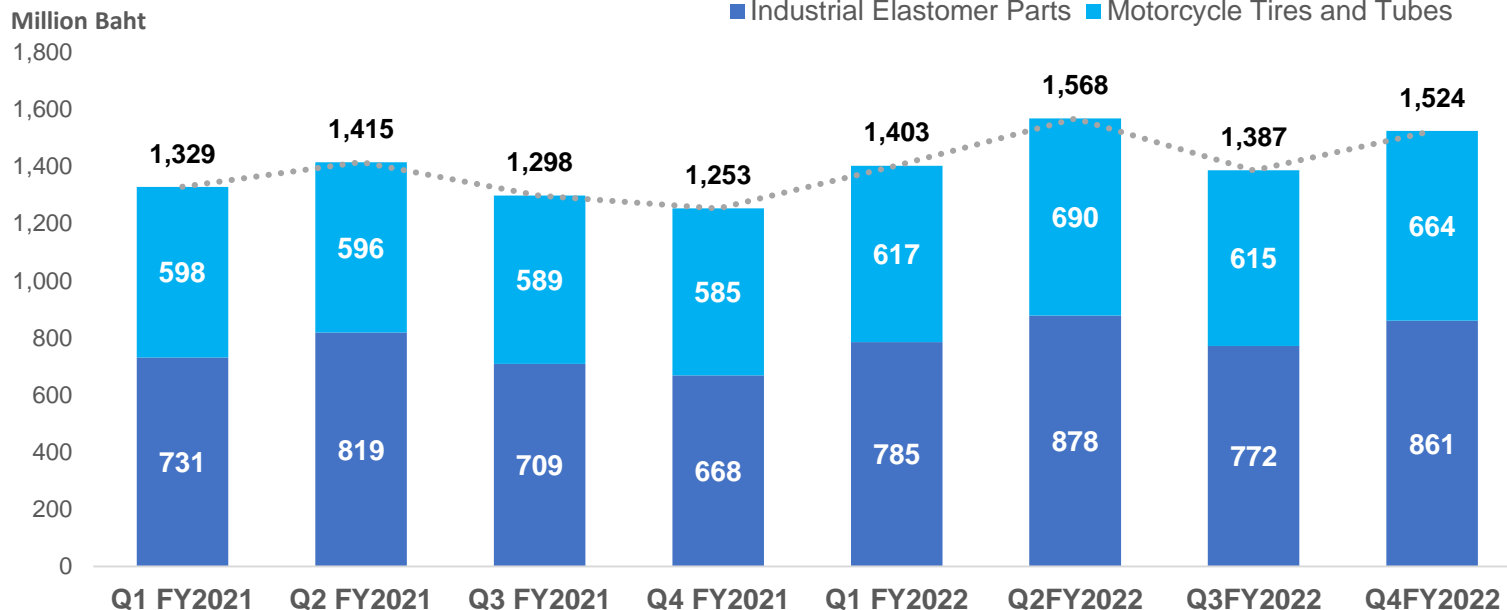
02

IRC Performance

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Outlook for Y2023

# IRCT Sales by business unit



# Total Revenue Q4/FY2022

(Consolidated)



(Million Baht)	Q4/FY2021	Q3/FY2022	Q4/FY2022	Changed QoQ	%QoQ	Changed YoY	%YoY
Total Revenue	1,268.10	1,397.57	1,541.32	143.75	10.29%	273.22	21.55%
Total COGS	1,147.28	1,316.13	1,420.16	104.03	7.90%	272.88	23.78%
% to total revenue	90.47	94.17	92.14%				
Total S&A	84.89	94.07	87.57	-6.50	-6.91%	2.68	3.16%
% to total revenue	6.69	6.73	5.68%				
Financial Costs and Income Tax Expenses	6.66	0.69	0.92	0.23	33.33%	-5.74	-86.19%
% to total revenue	0.53	0.05	0.06%				
Net Profit	29.27	-13.4	32.06	45.46	339.25%	2.79	9.53%
% to total revenue	2.31	-0.96	2.08%				

# Total Revenue FY2022

(Consolidated)



(Million Baht)	FY2021	FY2022	Change	% Change
<b>Total Revenue</b>	5,371.10	5,951.10	580.00	10.80%
<b>Total COGS</b>	4,577.50	5,442.20	864.70	18.89%
<b>% to total revenue</b>	85.22%	91.45%		
<b>Total S&amp;A</b>	372.54	385.9	13.36	3.59%
<b>% to total revenue</b>	6.94%	6.48%		
<b>Financial Costs and Income Tax Expenses</b>	80.97	12.44	-68.53	-84.64%
<b>% to total revenue</b>	1.51%	0.21%		
<b>Net Profit</b>	340.03	109.94	-230.09	-67.67%
<b>% to total revenue</b>	6.33%	1.85%		

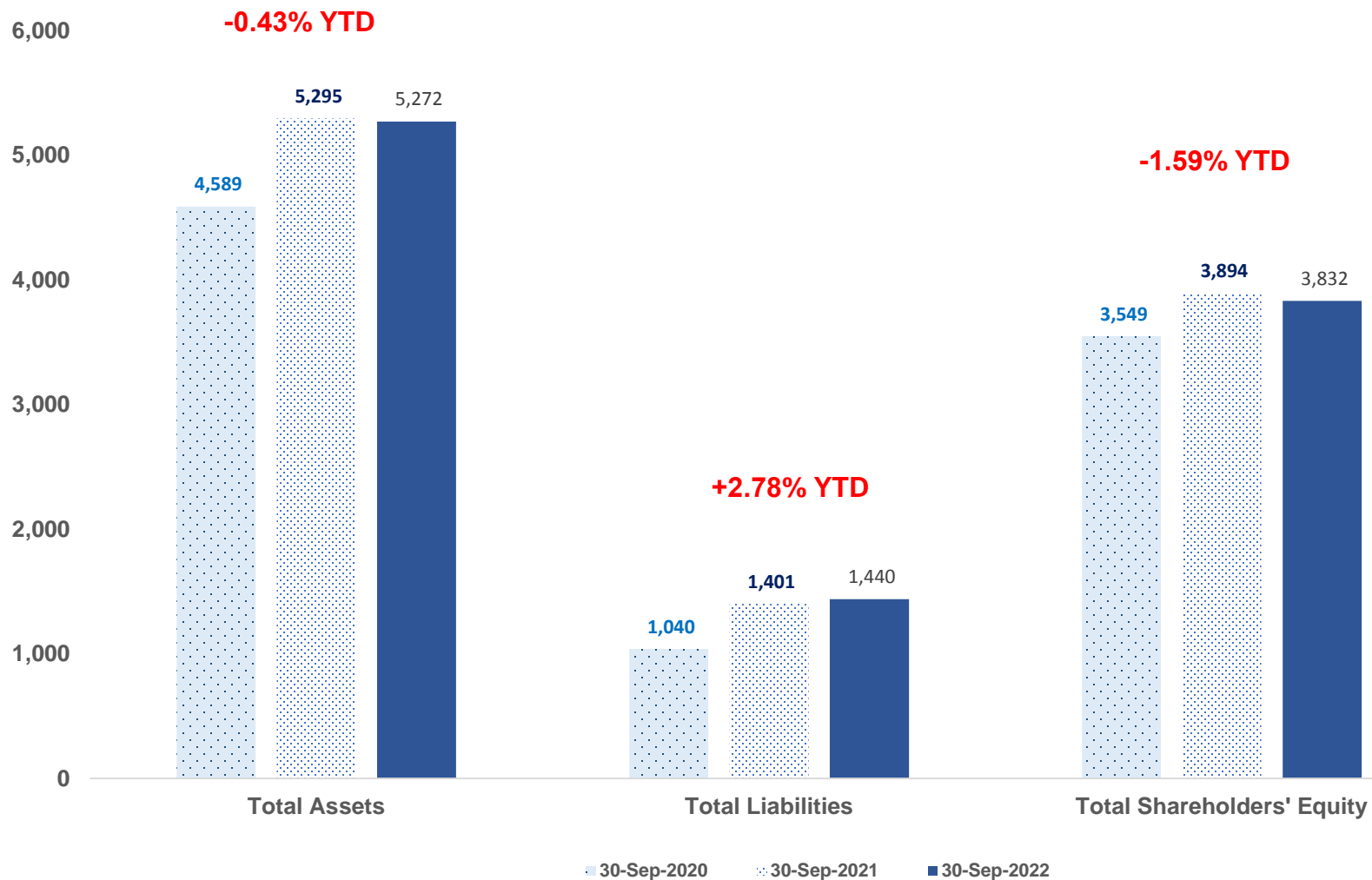


# Balance Sheet

(Consolidated)



(Million Baht)



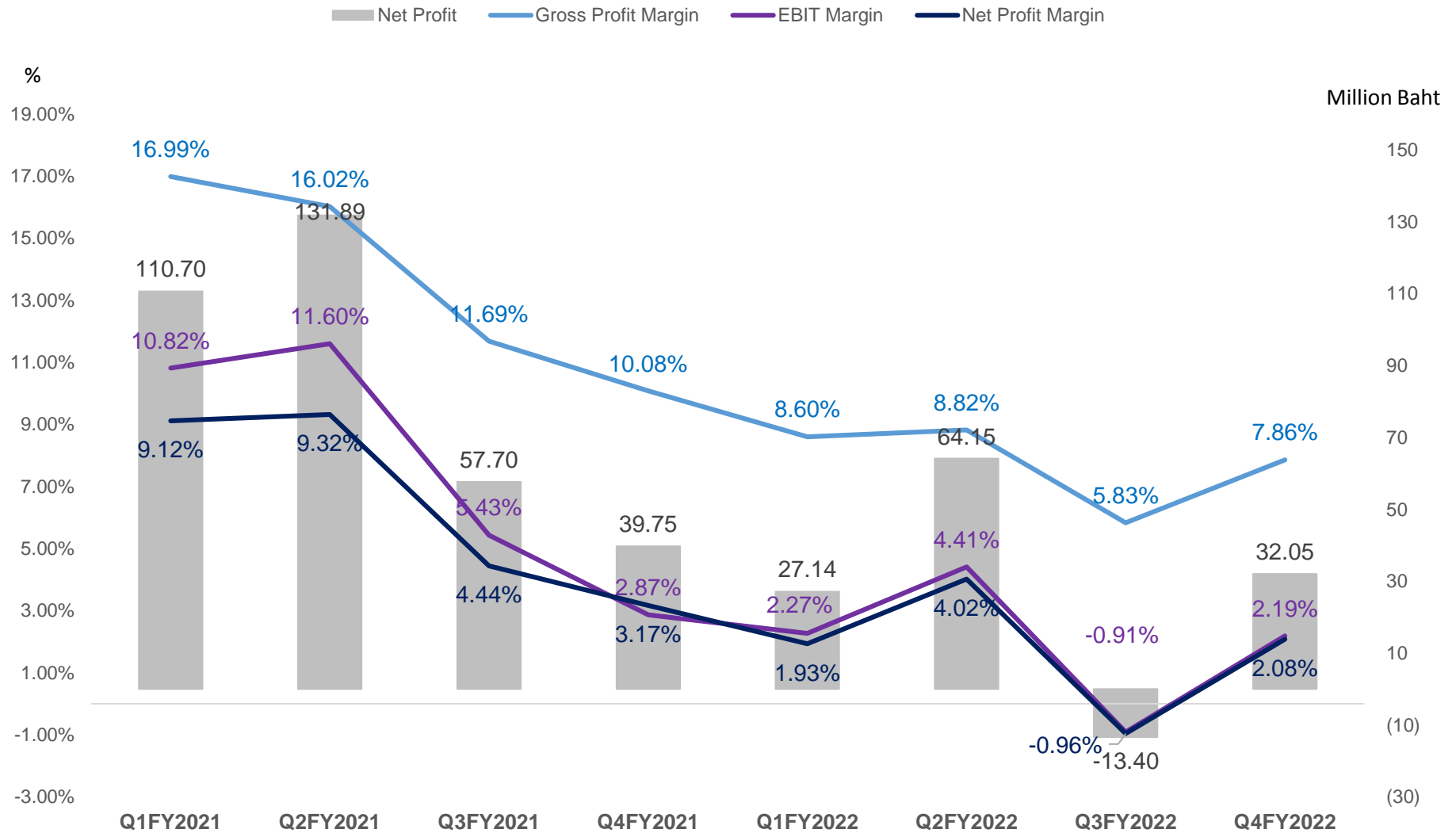
# Statement of Cash Flow

(Consolidated)



Statement of Cash flow (million baht)				
	30-Sep-2022	30-Sep-2021	Change	%Change
CF from Operating Activities	340.46	609.92	-269.46	-44.18%
CF from Investing Activities	-276.34	-401.96	125.62	-31.25%
CF from Financing Activities	-170.17	-109.74	-60.43	55.06%
<b>Net Decrease in Cash</b>	<b>-106.04</b>	<b>98.22</b>	<b>-204.26</b>	<b>-207.97%</b>
Cash, Beginning Balance	1,003.32	905.10	98.22	10.85%
<b>Cash, Ending Balance</b>	<b>897.27</b>	<b>1,003.32</b>	<b>-106.04</b>	<b>-10.57%</b>

# Financial Ratio Highlight



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The background of the slide features a blurred photograph of two motorcycle racers in motion on a track. The racer in the foreground is wearing a white and blue suit with a blue helmet, while the second racer behind is in a red and white suit with a white helmet. The scene is set outdoors with green grass and trees in the background.

01

Intro & Industry Outlook

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Outlook for Y2023



- Expect sales growth in automotive industry due to easing supply of semiconductor shortage and automotive parts.
- Look forward to getting better earning after decreasing in raw material price.
- Internal process improvement
  1. Alternative raw material
  2. Finding new material sources
  3. Reject, Waste and Loss Management
  4. Negotiation

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## **Dividend Payment**

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Dividend per share: 0.291 Baht

Record Date (XD): February 9, 2023

Payment Date: February 28, 2023

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