



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

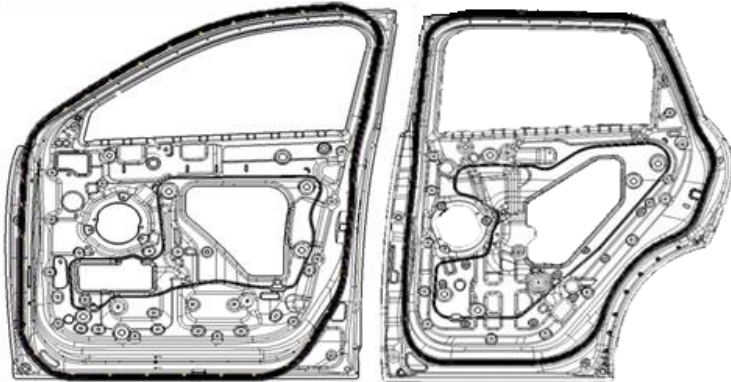


Our Products (Wang Noi Plant)



Automotive Part

High precision function part



Customers



Other Industries



Customers

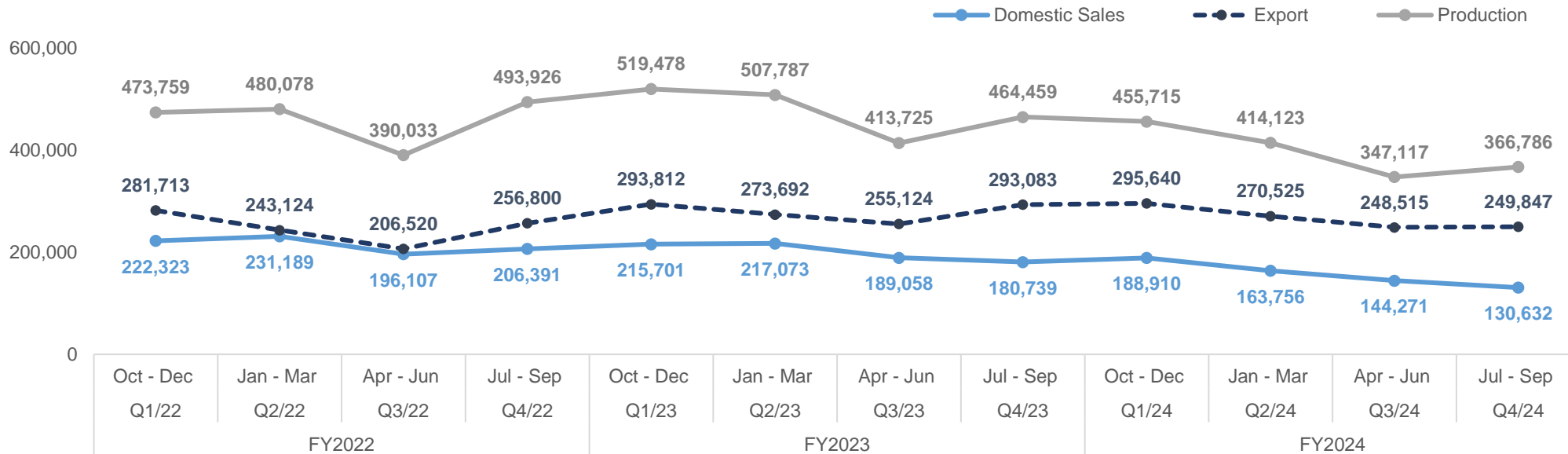


Industry Outlook: Thailand's Automobile Industry



1st local
Omicron case

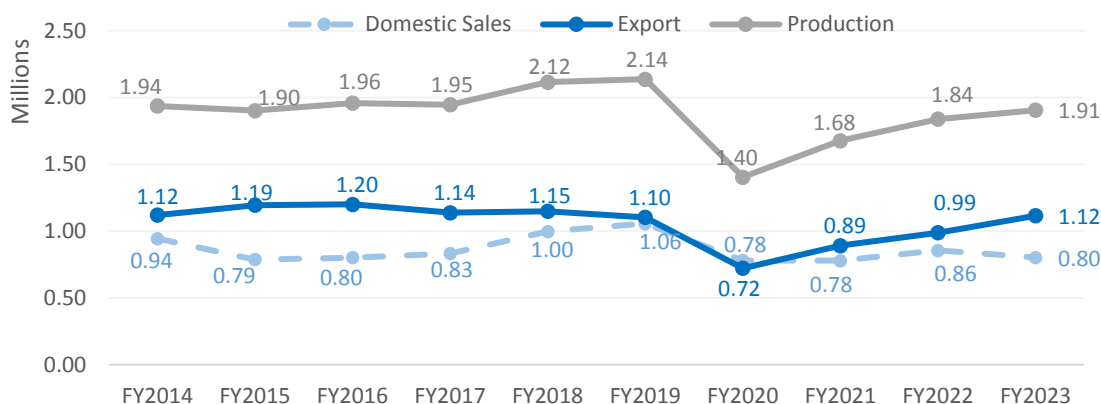
End of COVID
emergency decree



Production
Export
Domestic
Sales

FY2022	FY2023	FY2024
1,837,796	1,905,449	1,583,741
988,157	1,115,711	1,064,527
856,010	802,571	627,569

Automotive Industry Trend



Highlight:

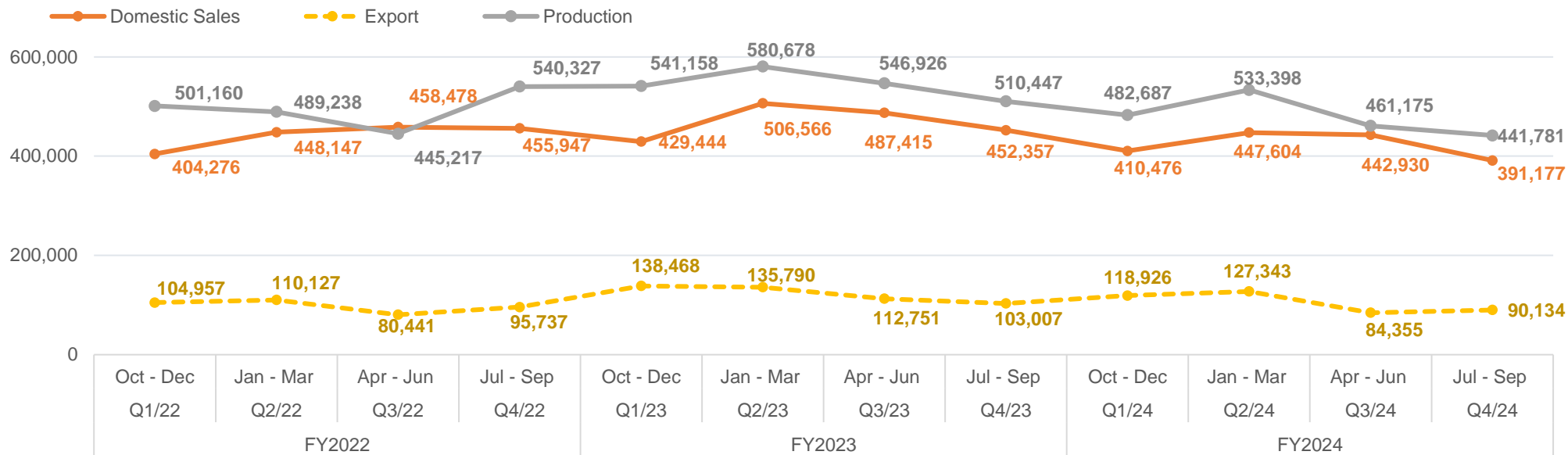
- The Automotive production in Q4/FY24 was at 0.366 million units increased **+5.67% QoQ** but decreased **-21.03% YoY**
- The Automotive export in Q4/FY24 was at 0.249 million units increased **+0.54% QoQ** and **-14.75% YoY**
- The Automotive domestic sales in Q4/FY24 was at 0.13 million units decreased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

Industry Outlook: Thailand's Automobile Industry



1st local
Omicron case

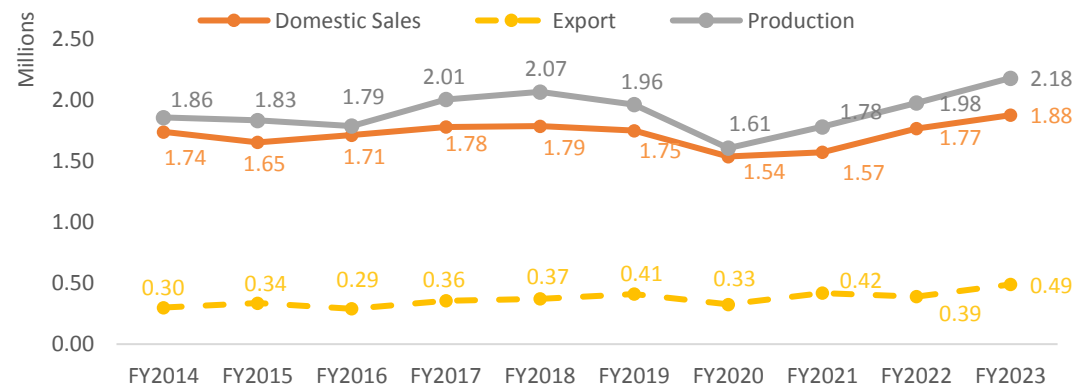
End of COVID
emergency decree



Production
Domestic
Sales
Export

FY2022	1,975,942	2,179,209	2,179,209
	1,766,848	1,875,782	1,875,782
	391,262	490,016	490,016

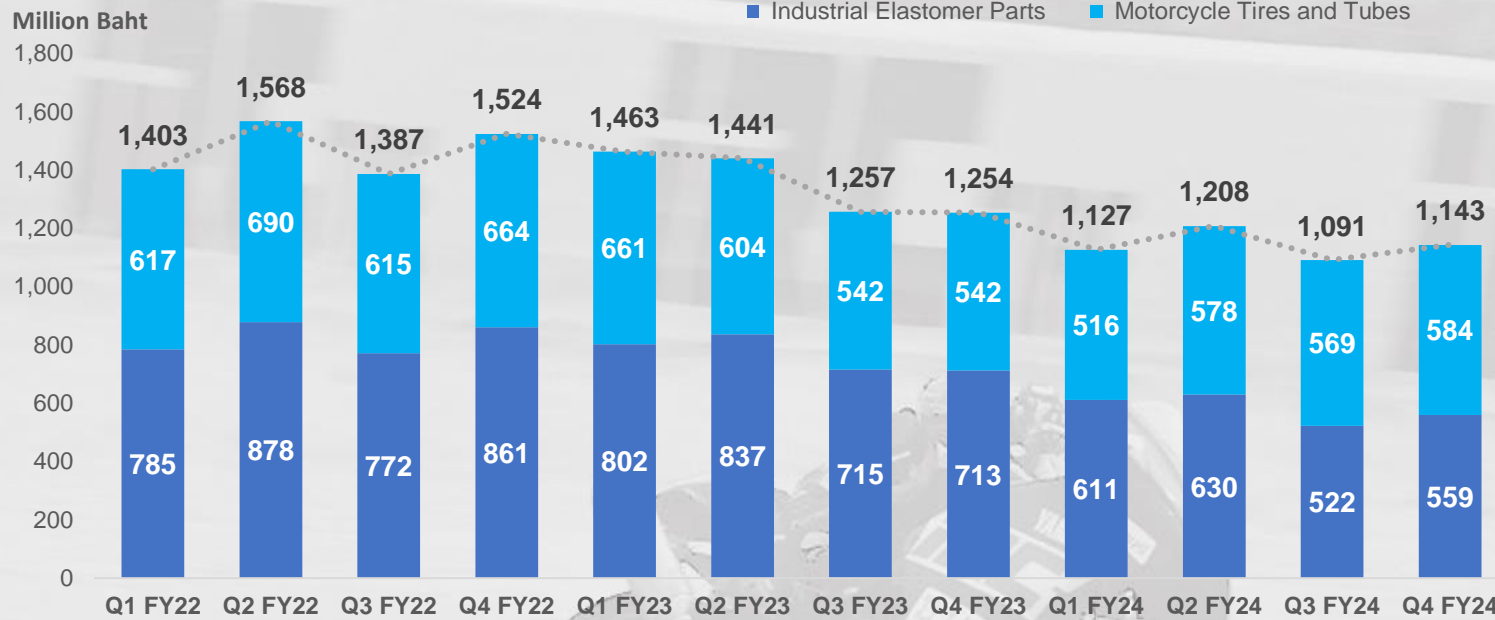
Motorcycle Industry Trend



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



Total

▲ +4.74% QoQ

▼ -8.86% YoY

Tire&Tube

▲ +2.47% QoQ

▲ +7.74% YoY

Industrial Elastomer Parts

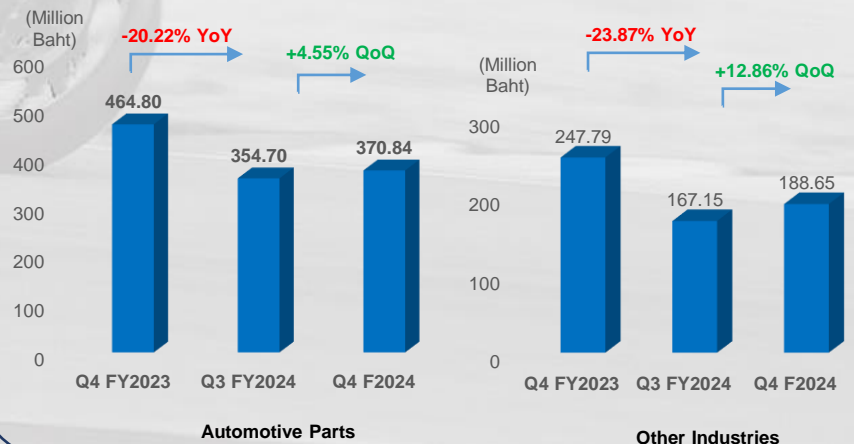
▲ +7.21% QoQ

▼ -21.49% YoY

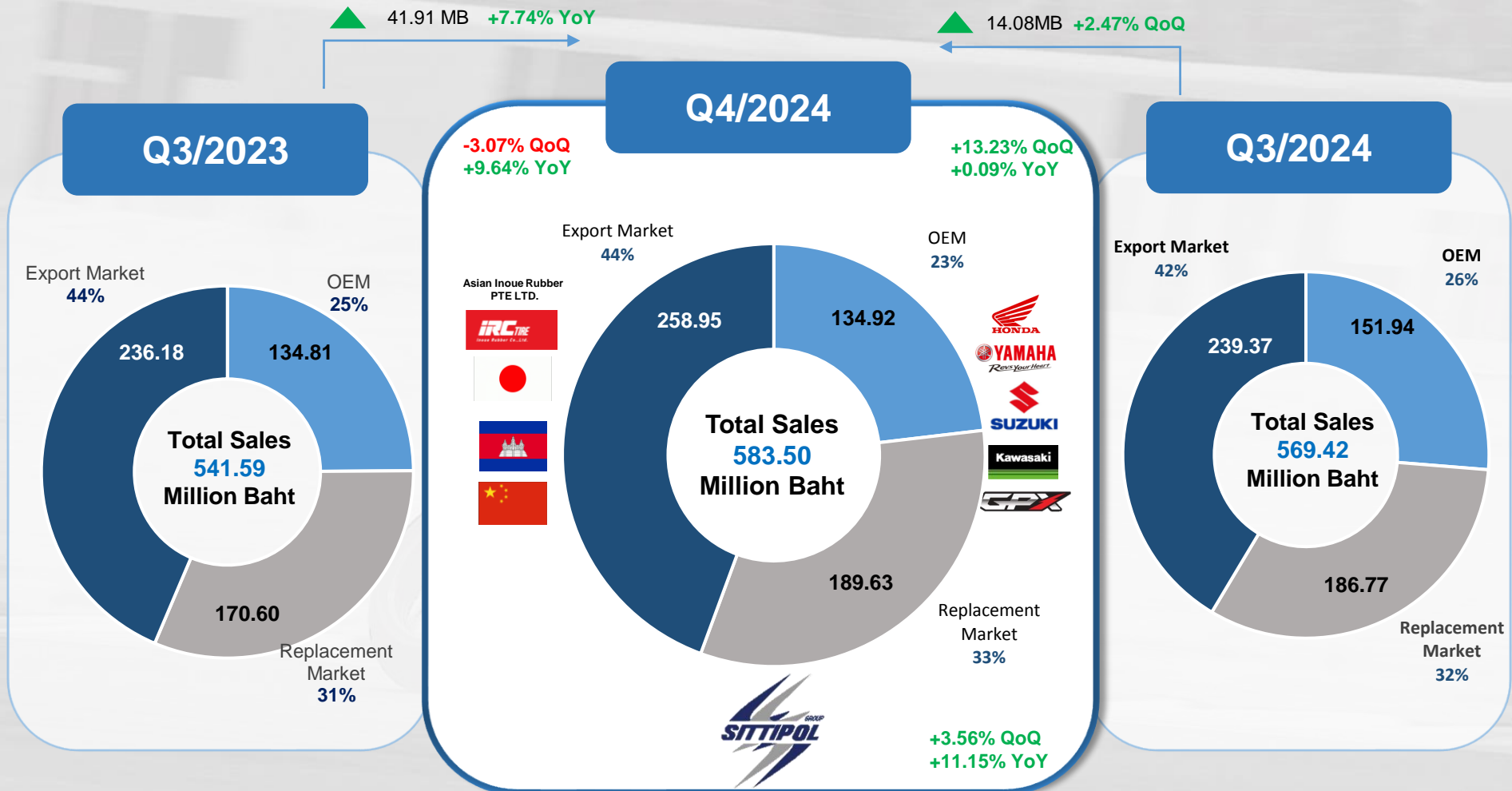
Tires and Tubes



Industrial Elastomer Products



Distribution Channel (Tire and Tube) – Q4/FY2024



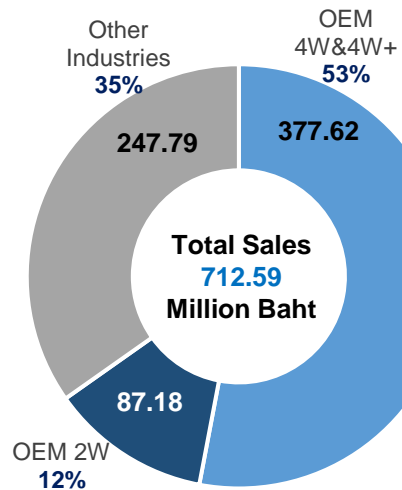
Distribution Channel (IED) – Q4/FY2024



▼ 153.10 Million Baht -27.05% YoY

▼ 37.64 Million Baht -17.19% QoQ

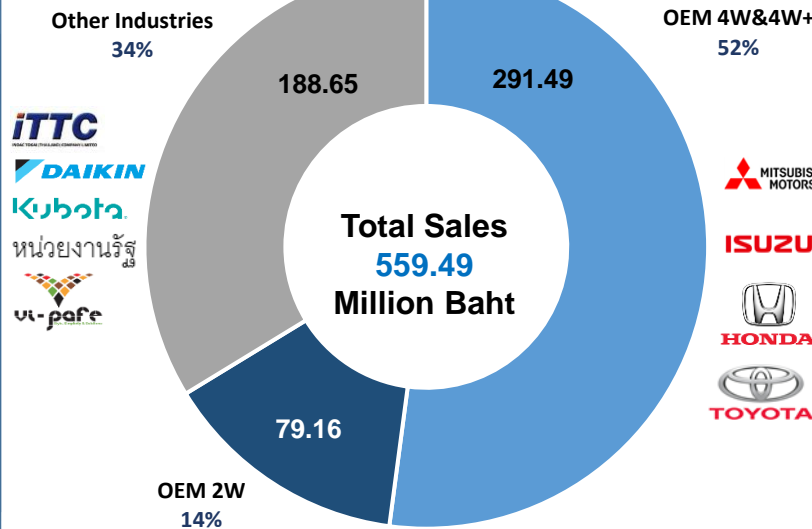
Q4/2023



Q4/2024

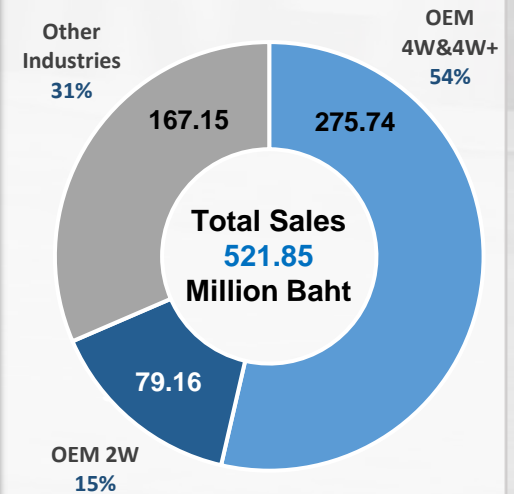
+12.86% QoQ
-23.87% YoY

+5.79% QoQ
-22.81% YoY



+0.24% QoQ
-8.98% YoY

Q3/2024



Total Revenue Q4/FY2024

(Consolidated)



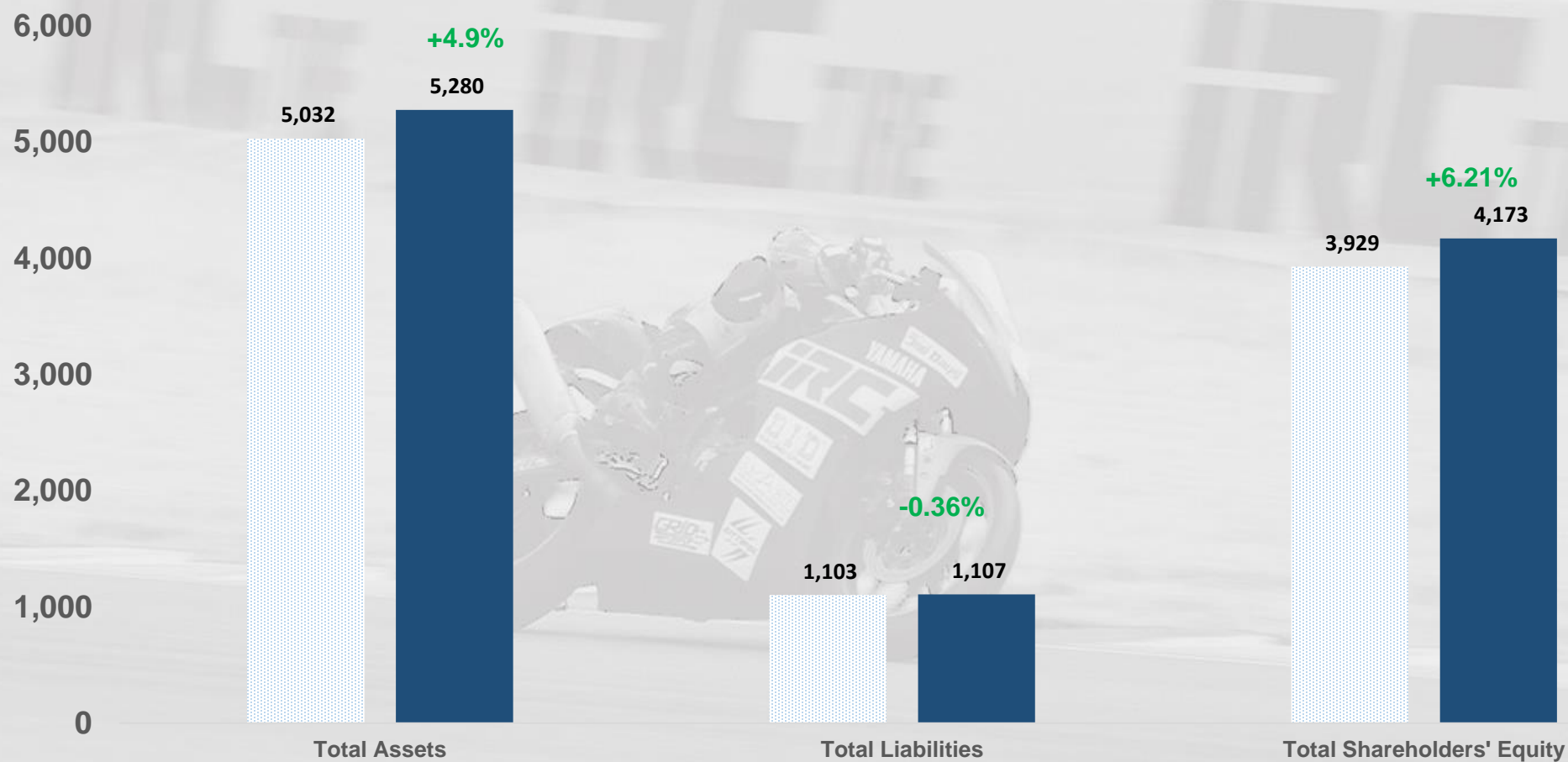
(Million Baht)	Q4FY2023	Q3FY2024	Q4FY2024	Change QoQ		Change YoY	
				Amount	%	Amount	%
Total Revenue	1,272.52	1,264.07	1,158.45	(105.61)	-8.36%	(114.07)	-8.96%
Total COGS	1,122.66	973.79	1,027.86	54.07	5.55%	(94.81)	-8.44%
% to total revenue	90.18%	77.04%	88.73%				
Total S&A	93.07	98.37	115.90	17.53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