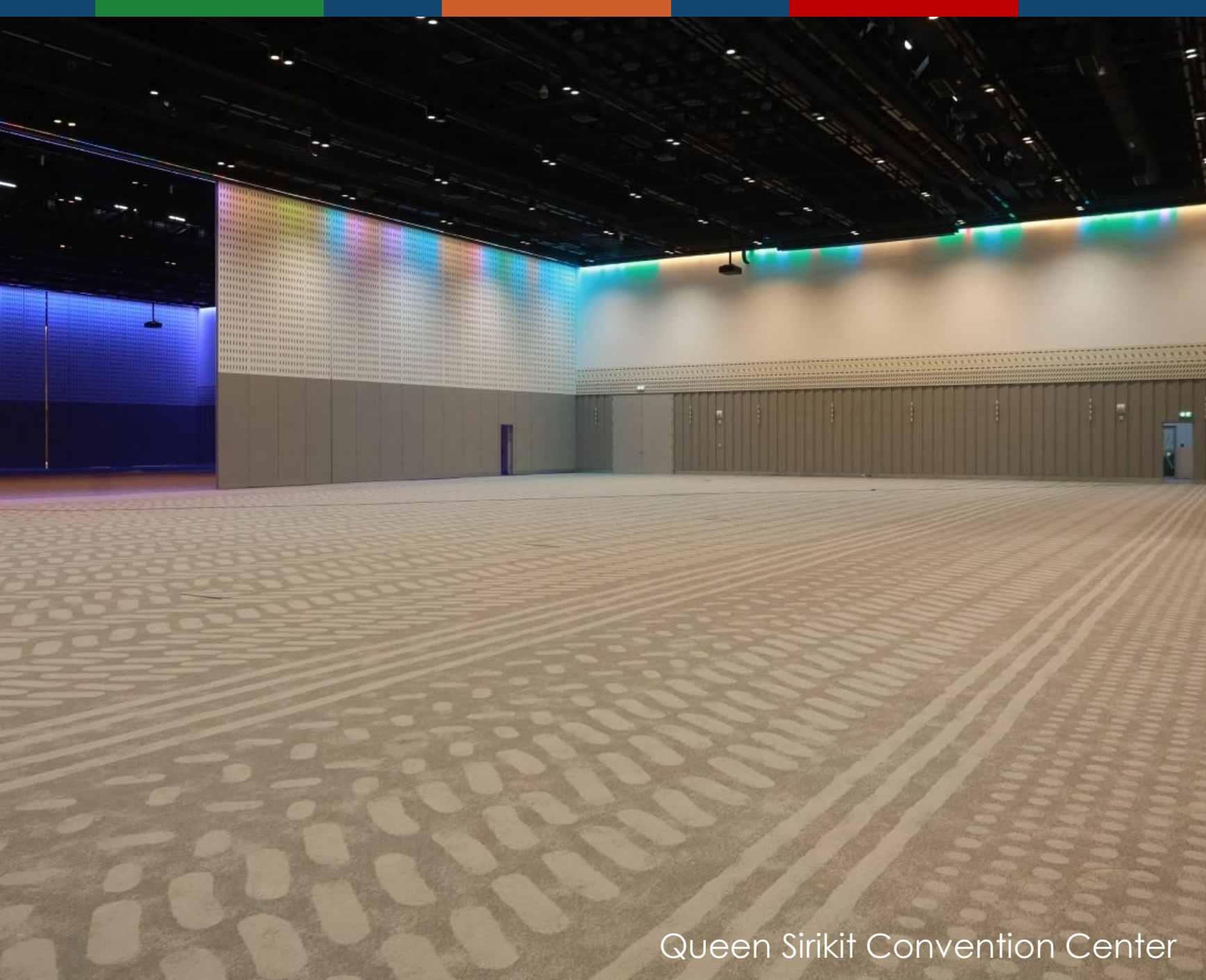




Opportunity Day Q3/2022
TCM Corporation Plc.

15 November 2022



Queen Sirikit Convention Center



Q3/2022
Financial Highlight

TCMC: Q3 2022 Overview

Surface business recovers. Living business is facing some challenges.

Overall:

Profitability turnaround, but not so smooth. Inflation and electricity bills are over shadow.

TCM Living – Sales grows. The turnaround effort materialized. But the new production plan did not go as planned.

TCM Surface Hospitality is recovering. Amid the challenging situation.

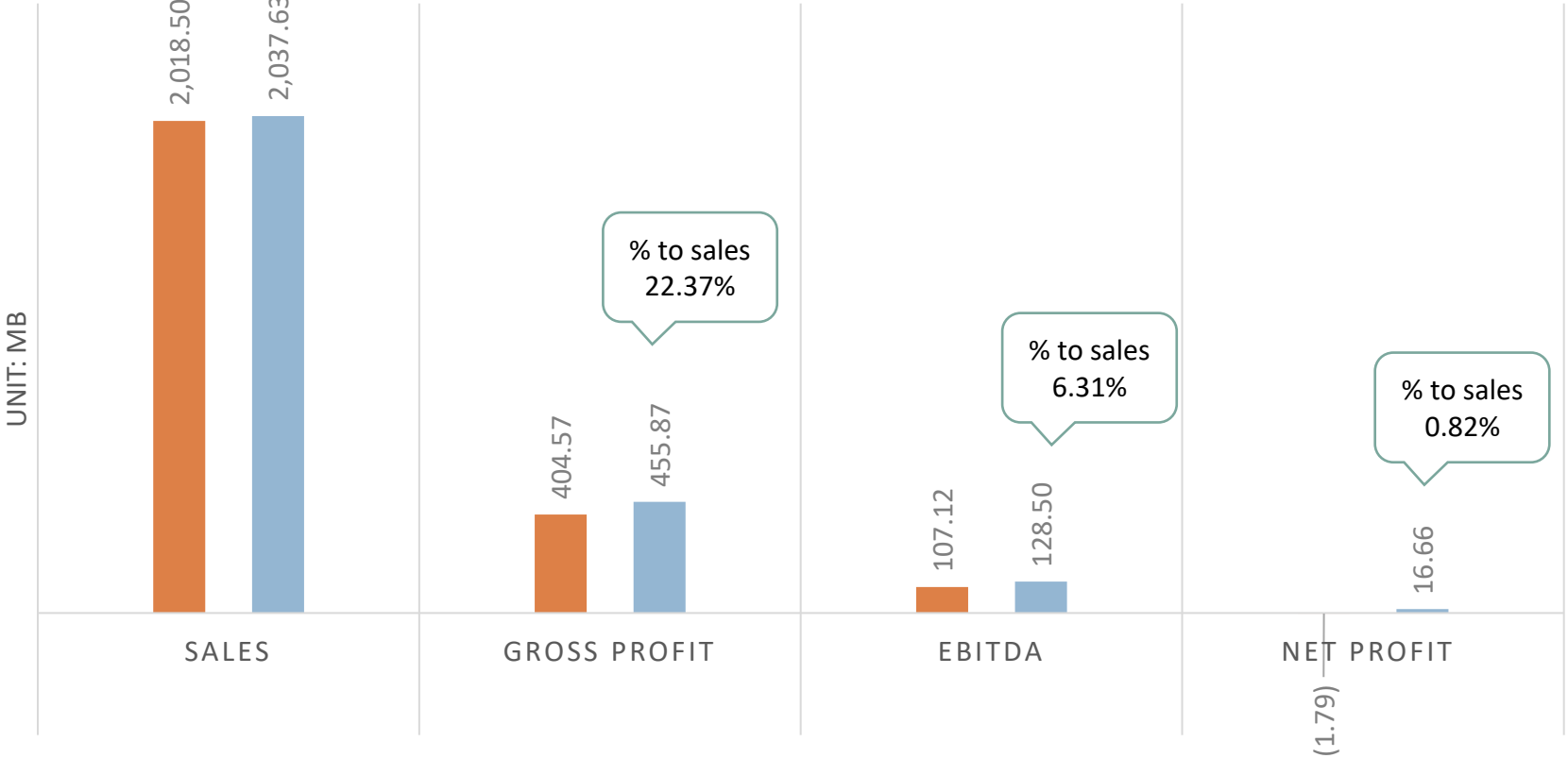
TCM Automotive - Slight hiccup due to raw material price increase and computer chips shortage.

TCMC Consolidated Performance



CONSOLIDATED PERFORMANCE Q3/2022

■ LY Q3/2021 ■ Actual Q3/2022

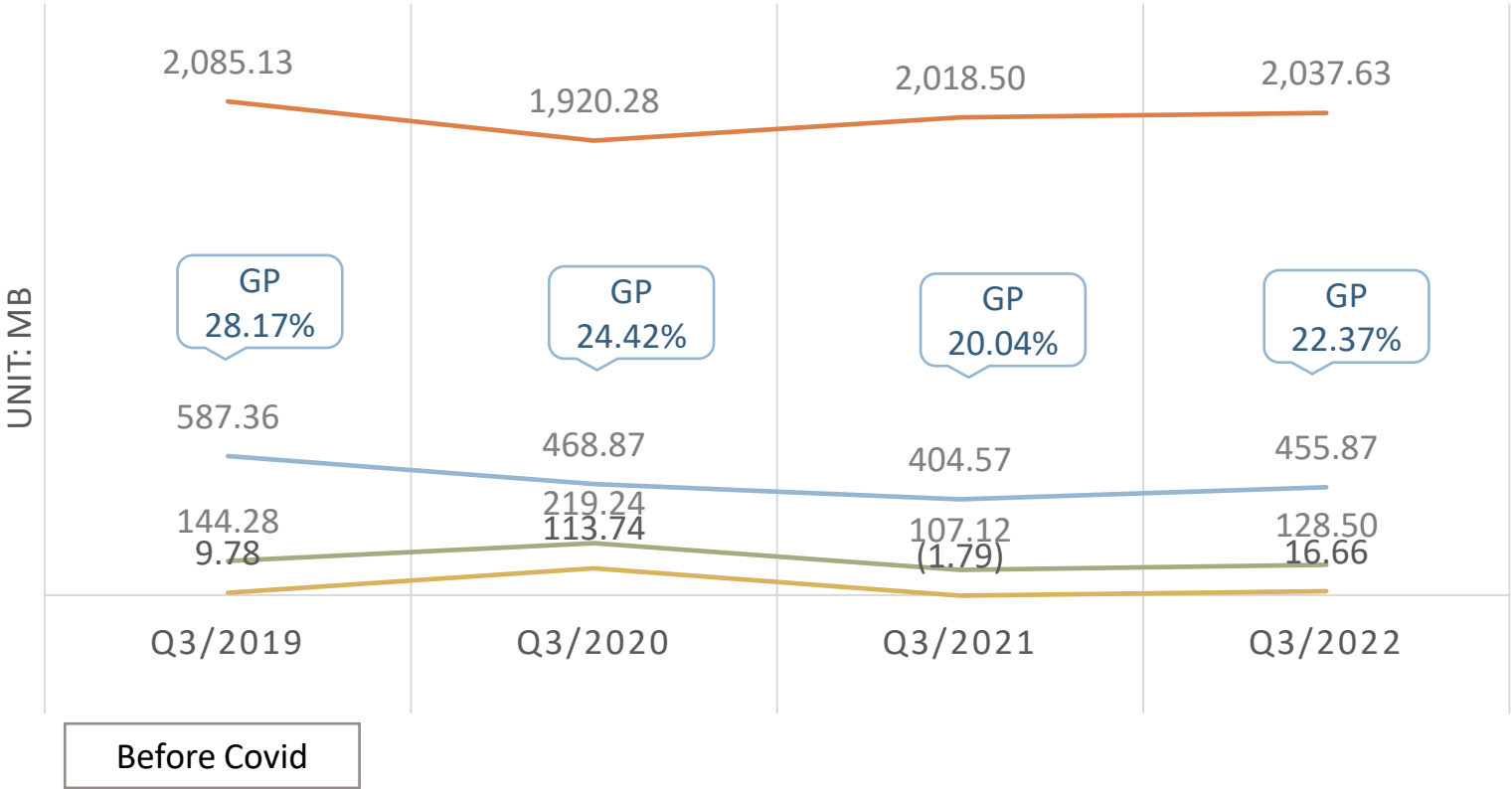


TCMC Consolidated Performance



CONSOLIDATED PERFORMANCE Q3/2022

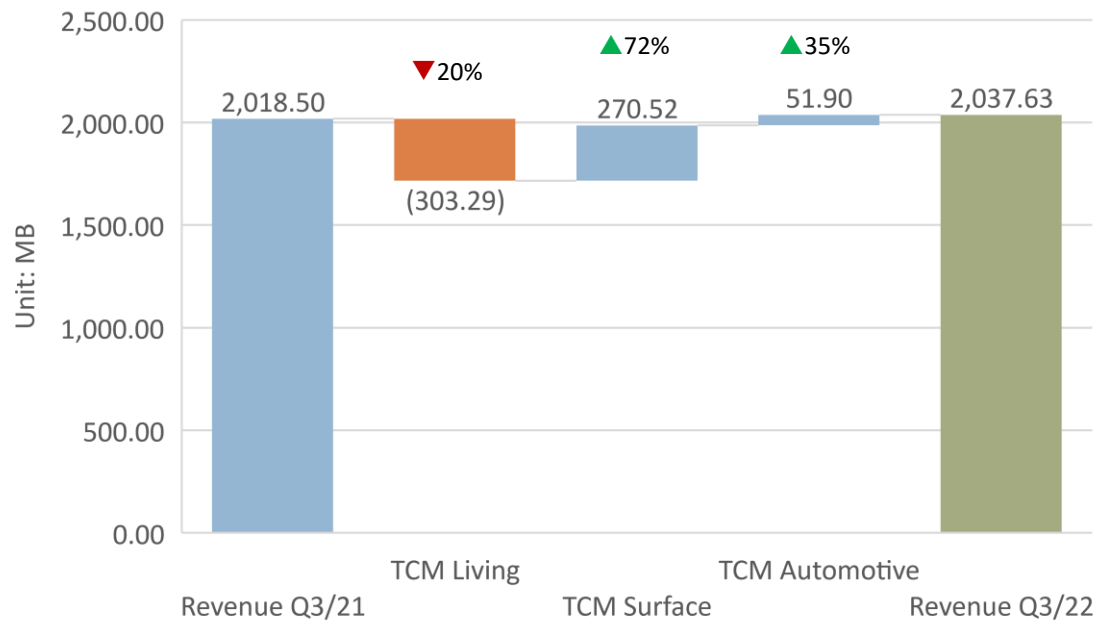
— Sales — Gross profit — EBITDA — Net profit



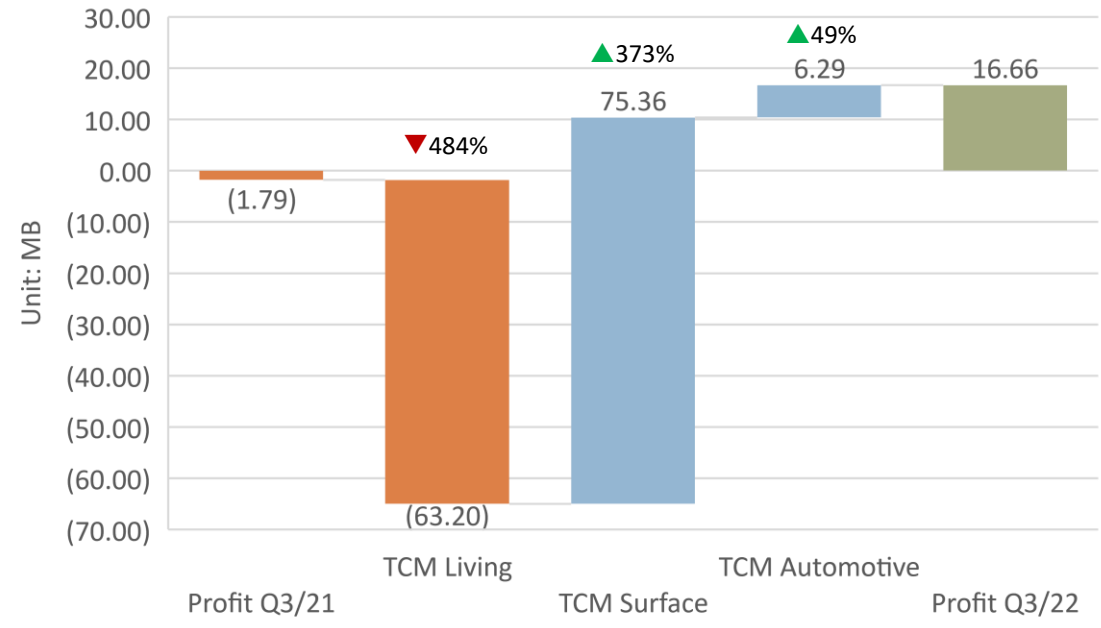
Q3/2022 The Change of Revenue and Net Profit by Business

Profitability rebounds from the turnaround of TCM Surface

Change of **Revenue** by Business group



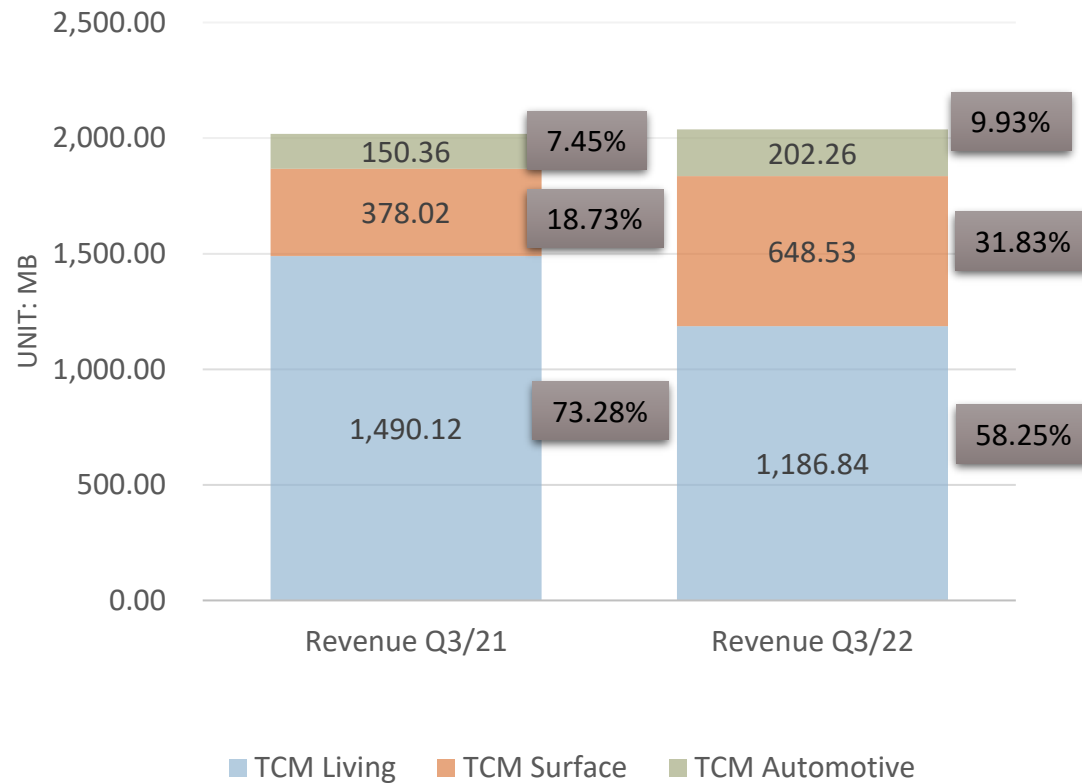
Change of **Profit** by Business group



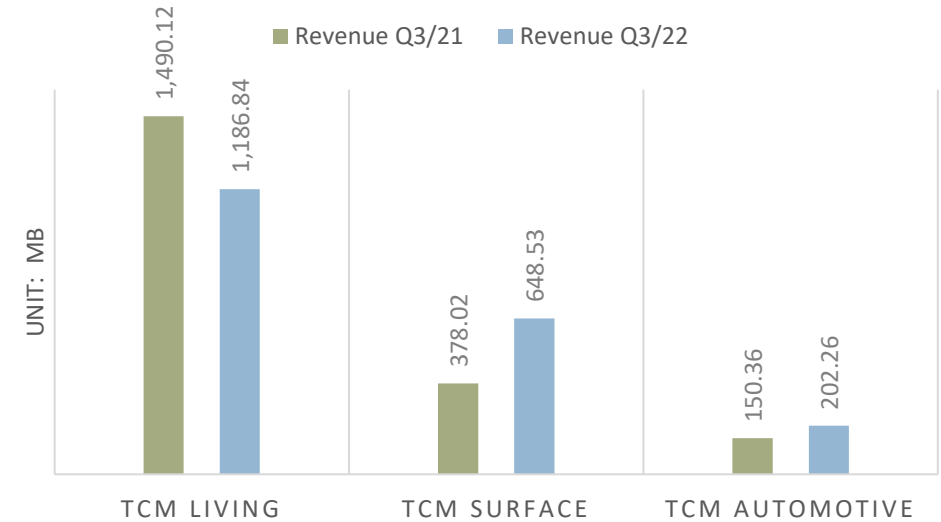
YoY Comparison by Business

TCM Surface revenue proportion increased to 32%

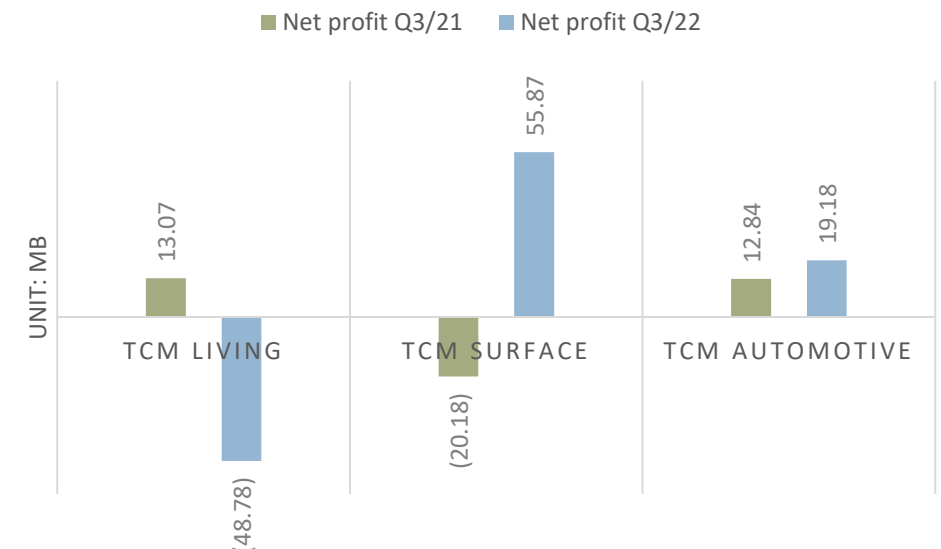
REVENUE Q3/2022 VS Q3/2021



NET SALES Q3/2022 VS Q3/2021



NET PROFIT Q3/2022 VS Q3/2021

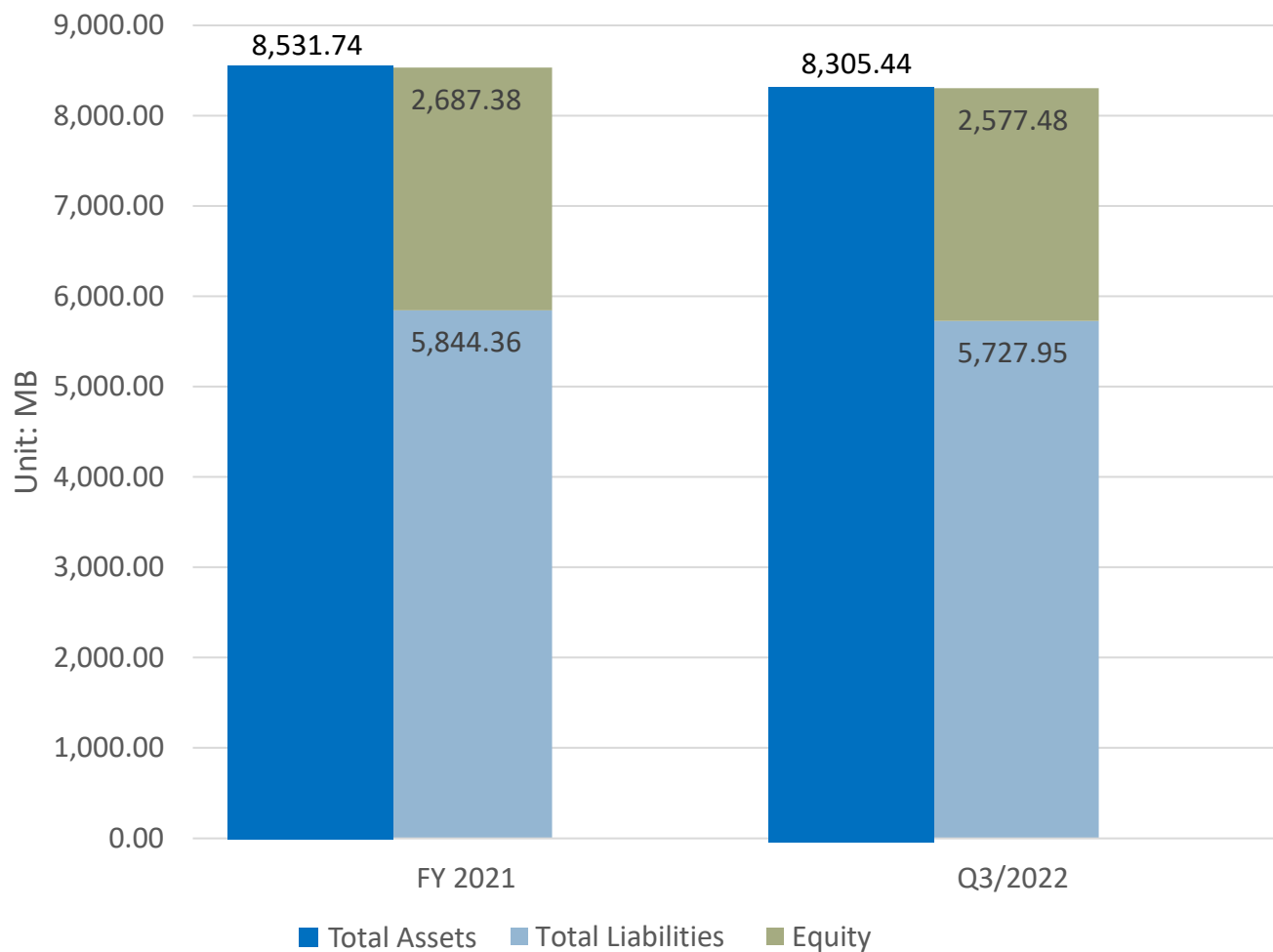


*Net profit excluded Corporate Expenses

Financial Statement – Key Ratio



Statement of Financial Position



| Current Ratio (Times) | |
|-----------------------|---------|
| FY2021 | Q3/2022 |
| 1.25 | ▼ 1.12 |

| Account Receivable Turnover (times) | |
|-------------------------------------|---------|
| FY2021 | Q3/2022 |
| 5.63 | ▲ 6.64 |

| Quick Ratio (Times) | |
|---------------------|---------|
| FY2021 | Q3/2022 |
| 0.89 | ▼ 0.73 |

| Account Payable Turnover (times) | |
|----------------------------------|---------|
| FY2021 | Q3/2022 |
| 4.46 | ▲ 4.89 |


| D/E Ratio | |
|-----------|---------|
| FY2021 | Q3/2022 |
| 2.17 | ▲ 2.22 |

| Inventory Turnover (Times) | |
|----------------------------|---------|
| FY2021 | Q3/2022 |
| 7.12 | ▲ 7.24 |

| Return on equity (%) | |
|----------------------|---------|
| FY2021 | Q3/2022 |
| -6.57 | ▲ 1.33 |

| Assets Turnover (Times) | |
|-------------------------|---------|
| FY2021 | Q3/2022 |
| 0.91 | ▲ 1.10 |

| Return on Assets (%) | |
|----------------------|---------|
| FY2021 | Q3/2022 |
| -1.41 | ▲ 0.93 |



TCM LIVING[®]
Performance Q3/2022

 **TCM LIVING**® Our Brands



Alstons
Sofas for Living



ASHLEY MANOR
a new design language



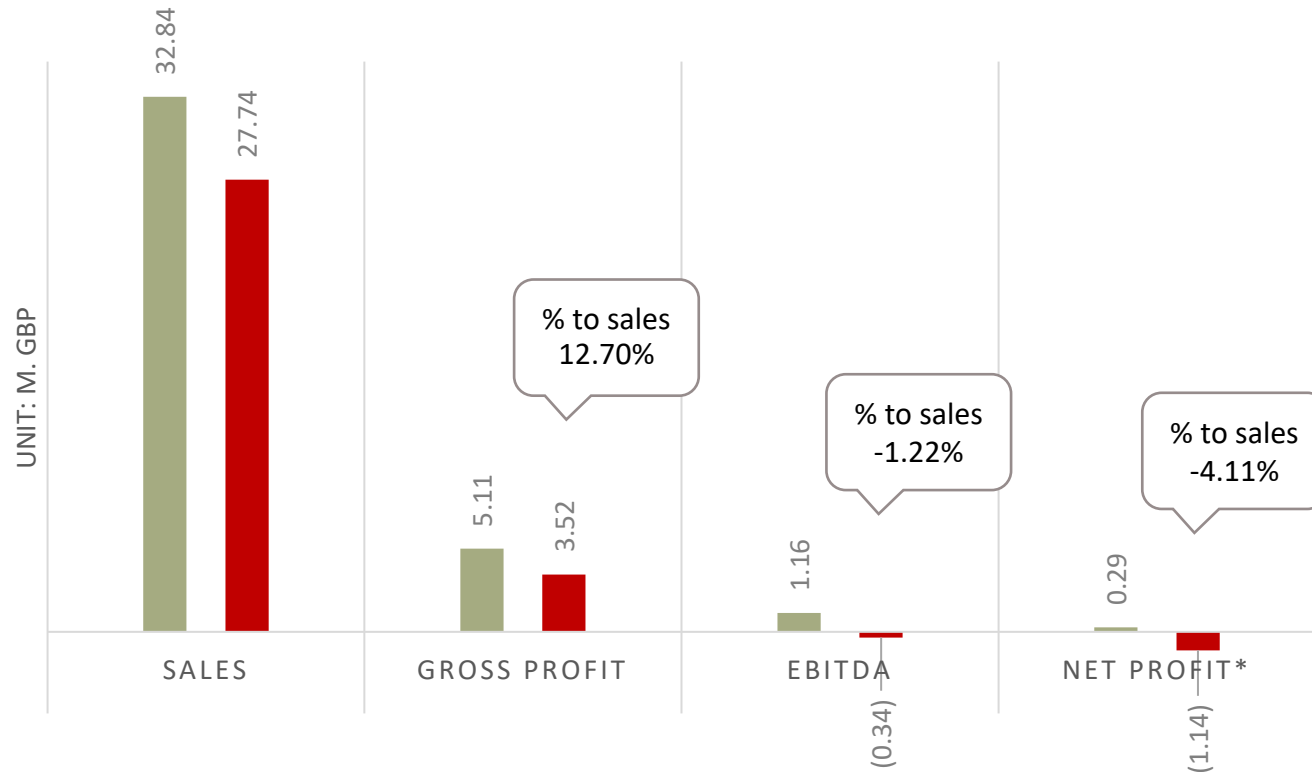
amxdesign
the leather experts



Alexander & James
GREAT BRITISH SOFA DESIGN

TCM LIVING PERFORMANCE

■ Q3/2021 ■ Q3/2022



*Net profit excluded Corporate expenses

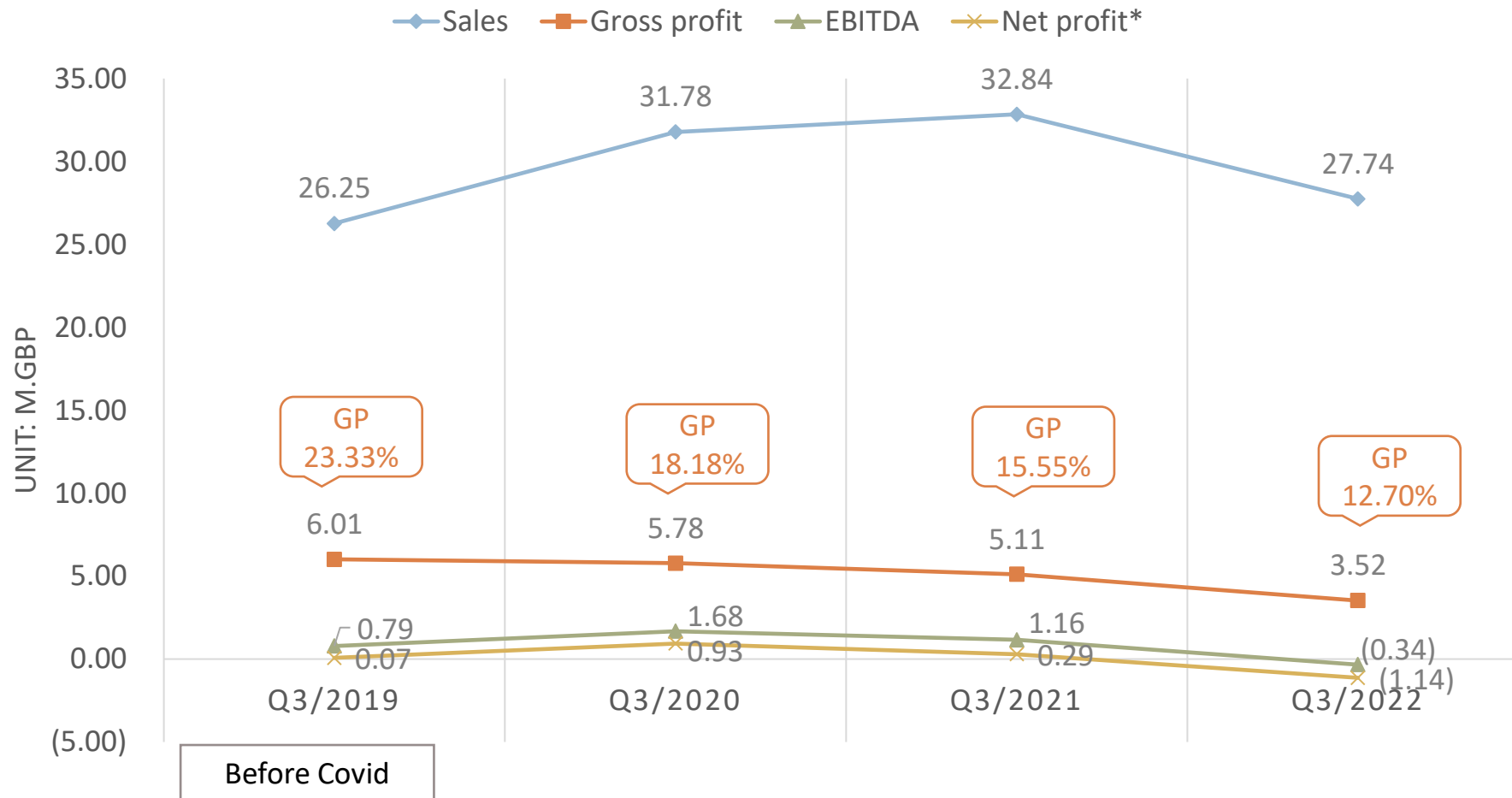
- Key leadership reform, culture change, production efficiency, better governance
- Appointed new managements
- 'Everybody matters' project
- Summer is full of travelling, which dropped demand
- Shipping price started coming down.
- Inflation hit- raw material price increase, foam shortage, FX impact on prices

| | Q3/2022 | Amounts (M.GBP) | YoY | QoQ |
|----------------------------------|---------|-----------------|--------|--------|
| Turnover | | 27.74 | ▼ 16% | ▼ 30% |
| Gross Profit | | 3.52 | ▼ 31% | ▼ 37% |
| EBITDA | | -0.34 | ▼ 129% | ▼ 126% |
| Net Profit (excl. Corp Expenses) | | -1.14 | ▼ 496% | ▼ 333% |

Performance Y-O-Y

Gross Profit is lower than Pre-Covid due to high inflation. Weak GBP and shipping cost

TCM LIVING PERFORMANCE



Inflation at 10.1% in September 2022

Consumer Prices Index

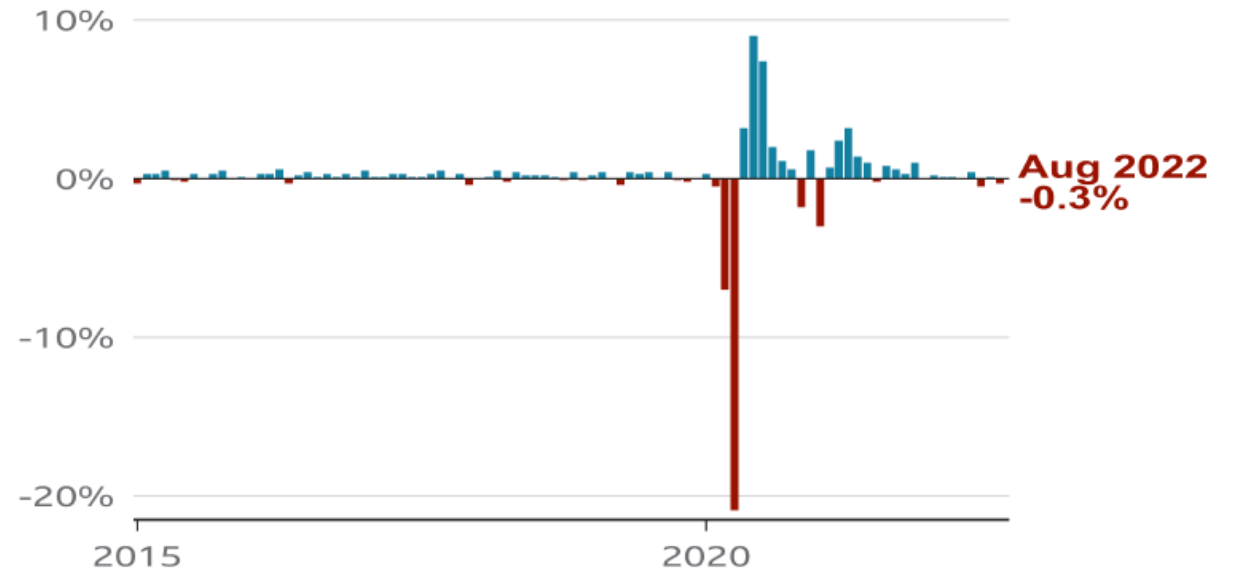


Source: Office for National Statistics



UK economy shrinks by 0.3% in August 2022

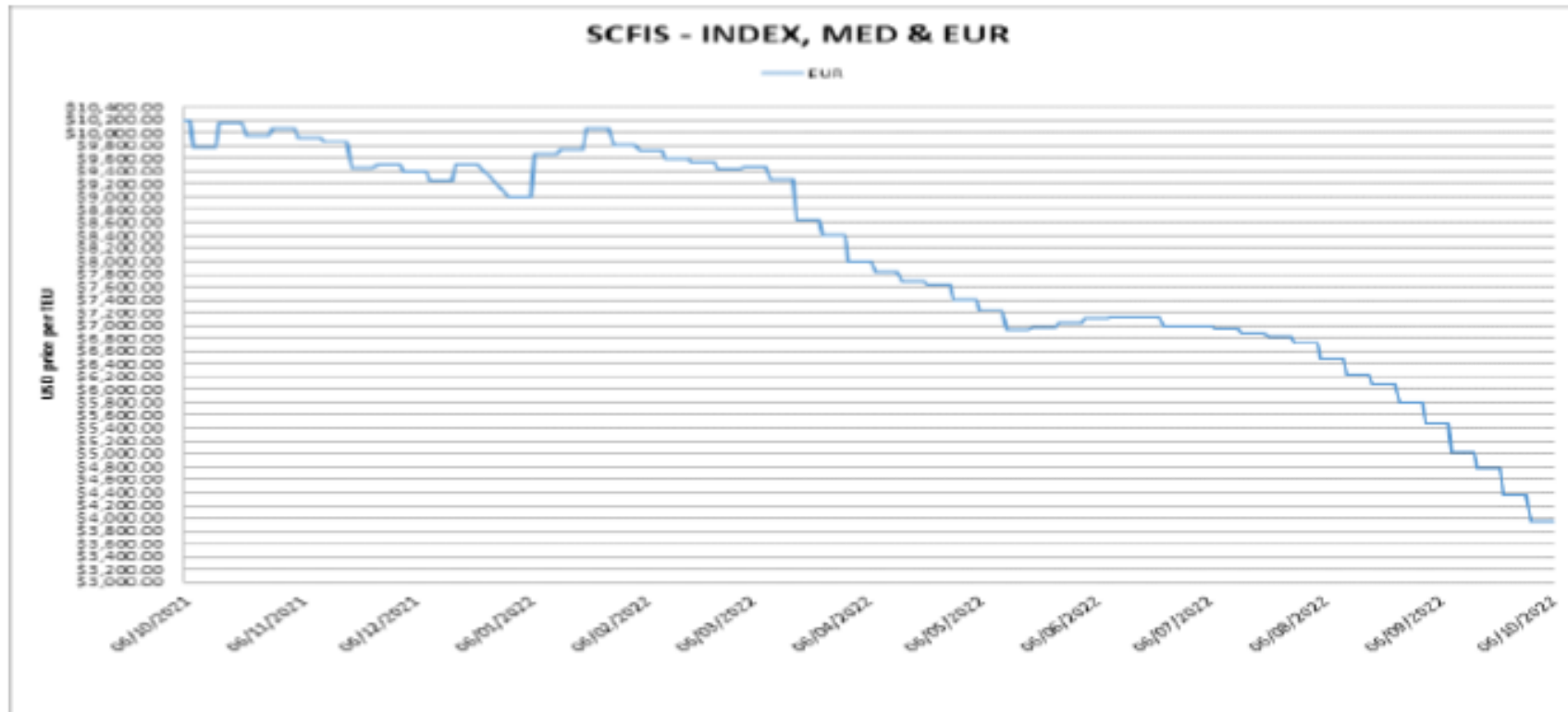
Monthly GDP growth, %



Source: Office for National Statistics



Container rates continue to fall, despite the best efforts of the shipping lines to halt the slide, with FAK rates dipping below the \$4000 mark, driven by falling demand. The lines have announced a further raft of blank sailings during October, peaking at 38% of total capacity withdrawn in week 41. Talk is now of contract rates settling between \$2 -3k/40HC by Jan 2023. Until then the market is moving very rapidly and where possible we should continue supplement any contract volume by booking against the best monthly FAK rates, as they become available.



Alexander & James
GREAT BRITISH SOFA DESIGN

BRITISH SOFAS SALE
UPTO
50%++

บ้านและสวนแฟร์ 2022
28 ต.ค. - 6 พ.ย. 2565
โซนพิเศษ เมืองทองธานี
SELECTED ZONE
K64-68,96-100








Moose Hotel, Chiangmai


TCM FLOORING®
Performance Q3/2022

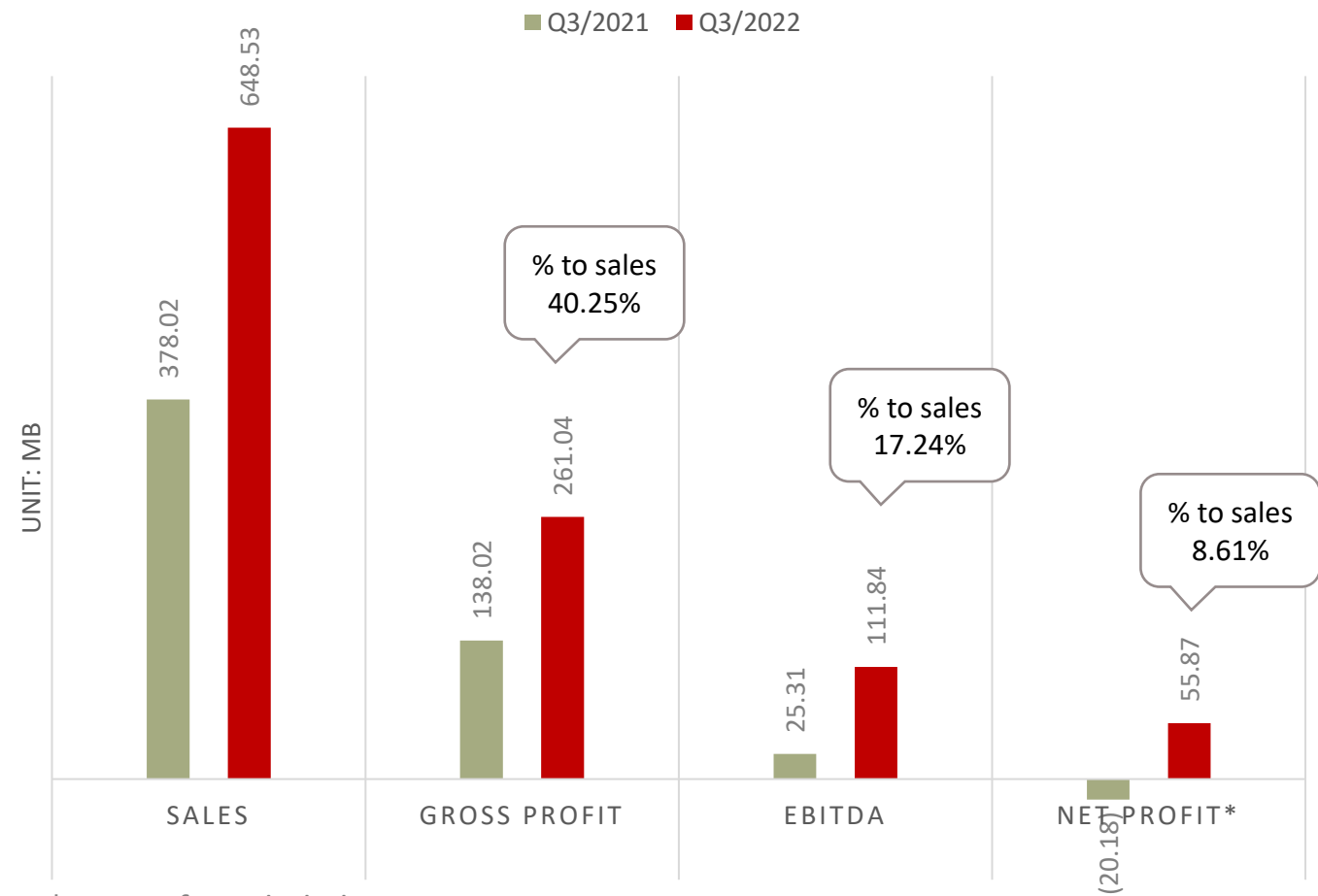



ROYAL THAI



Carpets Inter®

TCM SURFACE PERFORMANCE



*Net profit excluded Corporate expenses

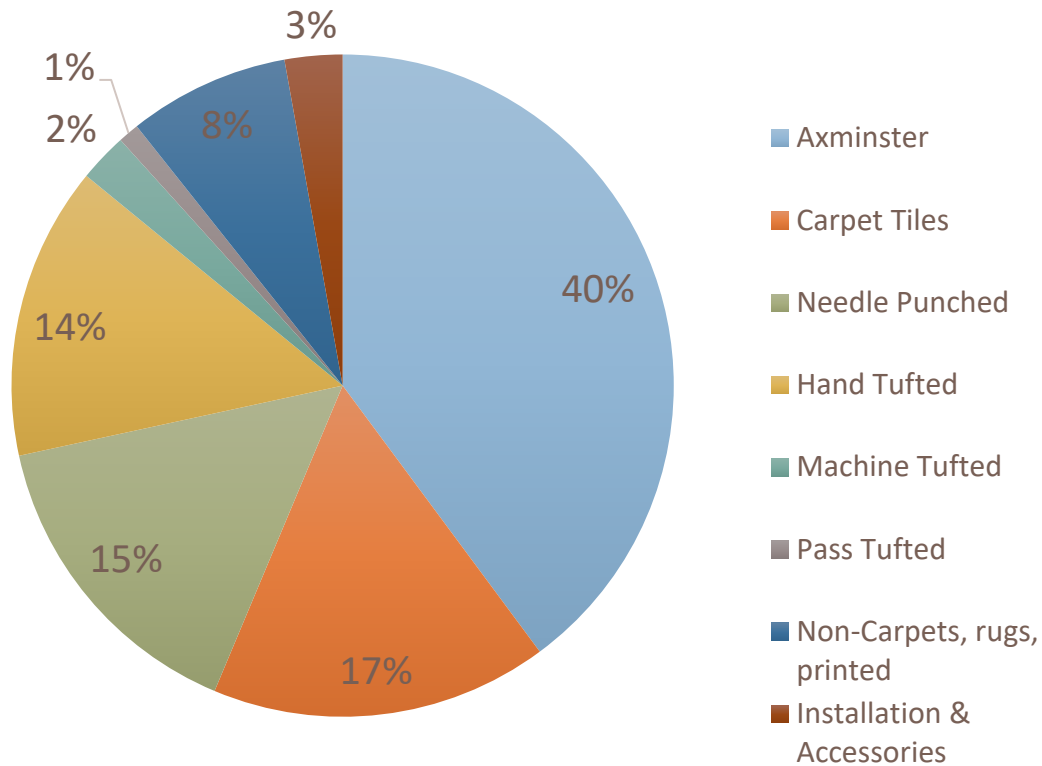
| Total Secured Business (BNI + Inv) | |
|------------------------------------|-------------|
| Unit: MB | % to budget |
| Q3/2021 | 64.06% |
| Q3/2022 | 98.69% |

| Q3/2022 | Amounts (MB) | YoY | QoQ |
|----------------------------------|--------------|--------|--------|
| Turnover | 648.53 | ▲ 72% | ▲ 32% |
| Gross Profit | 261.04 | ▲ 89% | ▲ 51% |
| EBITDA | 111.84 | ▲ 342% | ▲ 149% |
| Net Profit (excl. Corp Expenses) | 55.87 | ▲ 377% | ▲ 491% |

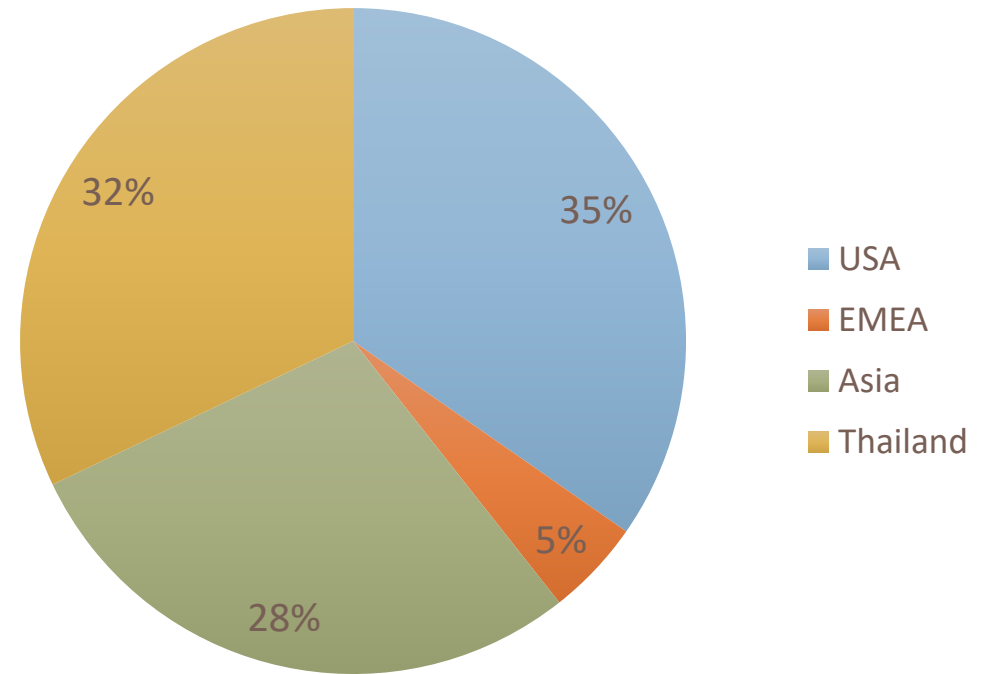
Q3/2022: Sales by Products and Regions

Hotel recovered strongly

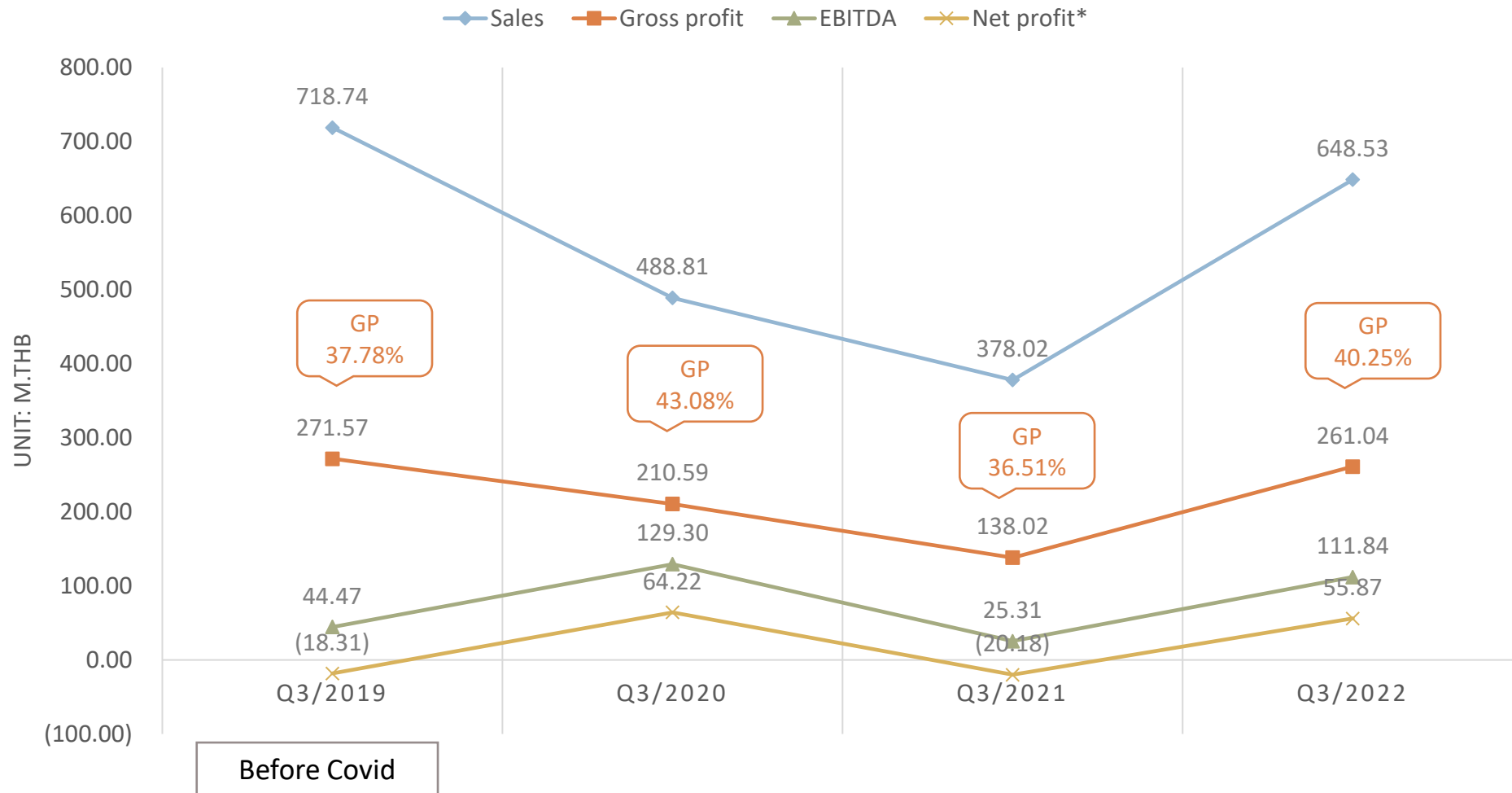
Sales by Products YTD Sep 2022



Sales by Regions YTD Sep 2022



TCM SURFACE PERFORMANCE





TCM FLOORING[®]



TCM SURFACE[®]

Vision

To become a trusted global solution provider serving customers' floor covering and acoustic aspirations.

Mission

Embracing our heritage and globally diverse culture, we consistently inspire and enhance distinctive design experiences by delivering integrated floor covering and acoustics solutions that respect the wellbeing of people and planet.

Core Values "SMILE"



SUCCESS

"S" Succeed Together:

Across geographies and cultures, we are a result driven and growth-minded team



MOTIVATION

"M" Motivate People:

With a focus on company goals, we realize our potential through nurturing trust



INNOVATION

"I" Innovate with Purpose:

Inspired by our long-term vision and fueled by passion, we are change seekers



INTEGRITY

"L" Lead with Integrity:

Guided by company interests and transparency, we act with genuine respect



EXPECTATION

"E" Exceed Expectation:

Though continuous improvement, we fulfill our commitment to chase excellence in all we do

วิสัยทัศน์

ผู้ผลิตและจัดจำหน่ายวัสดุปูพื้นและผลิตภัณฑ์ซับเสียงที่ลูกค้าเชื่อมั่น
ไว้วางใจและเป็นที่ยอมรับระดับสากล

พันธกิจ

เชื่อมโยงประสบการณ์อันยาวนาน และความหลากหลายของวัฒนธรรม
เราสร้างแรงบันดาลใจ และยกระดับการออกแบบที่โดดเด่นอย่างต่อเนื่อง
โดยนำเสนอผลิตภัณฑ์ที่ตอบโจทย์ด้านวัสดุปูพื้นและวัสดุซับเสียงที่คำนึงถึง
ความเป็นอยู่ที่ดีของผู้มีส่วนได้ส่วนเสียและสิ่งแวดล้อม

ค่านิยมองค์กร "SMILE"



SUCCESS

"S" Succeed Together สร้างความสำเร็จร่วมกัน

เชื่อมโยงความหลากหลายทางภูมิศาสตร์และวัฒนธรรม เราจะจับเคื่อนสู่เป้าหมาย
เดียวกัน และเติบโตไปด้วยกัน



MOTIVATION

"M" Motivate People ยกระดับศักยภาพพนักงาน

ความสำเร็จขององค์กรจะเกิดขึ้นได้ด้วยเชื่อมั่นและวางใจในพลัง และศักยภาพ
ของคนในทีม



INNOVATION

"I" Innovate with Purpose คิดริเริ่มเพื่อสิ่งใหม่

สร้างแรงบันดาลใจการคิดค้นสิ่งใหม่ๆ เพื่อยกระดับ และพัฒนาองค์กรด้วยวิสัยทัศน์
ที่กว้างไกล



INTEGRITY

"L" Lead with Integrity ยึดมั่นคุณธรรม

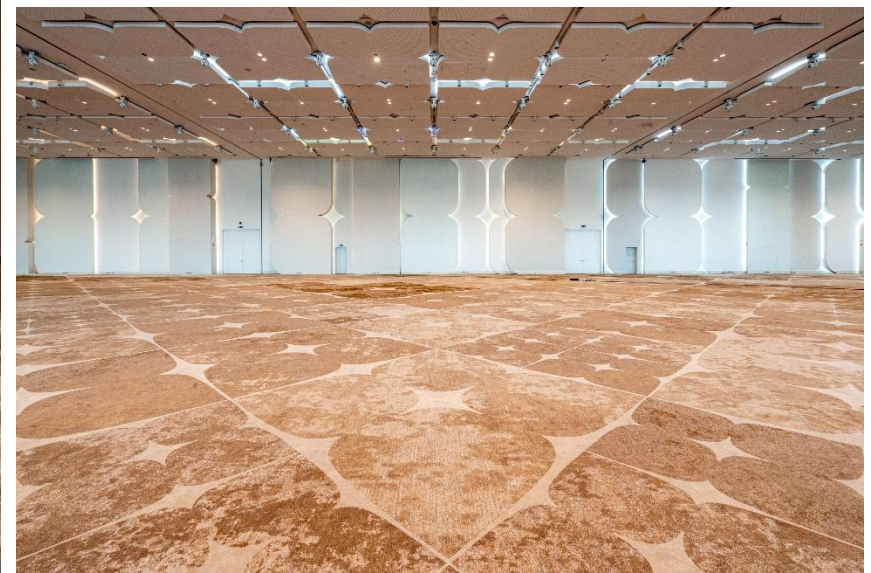
ปฏิบัติงานด้วยความซื่อสัตย์และโปร่งใสโดยคำนึงถึงผลประโยชน์ส่วนรวม



EXPECTATION

"E" Exceed Expectation มุ่งสู่ความเป็นเลิศ

มุ่งมั่นให้เกิดผลลัพธ์ที่ดีที่สุดผ่านการปรับปรุงและพัฒนาอย่างต่อเนื่อง



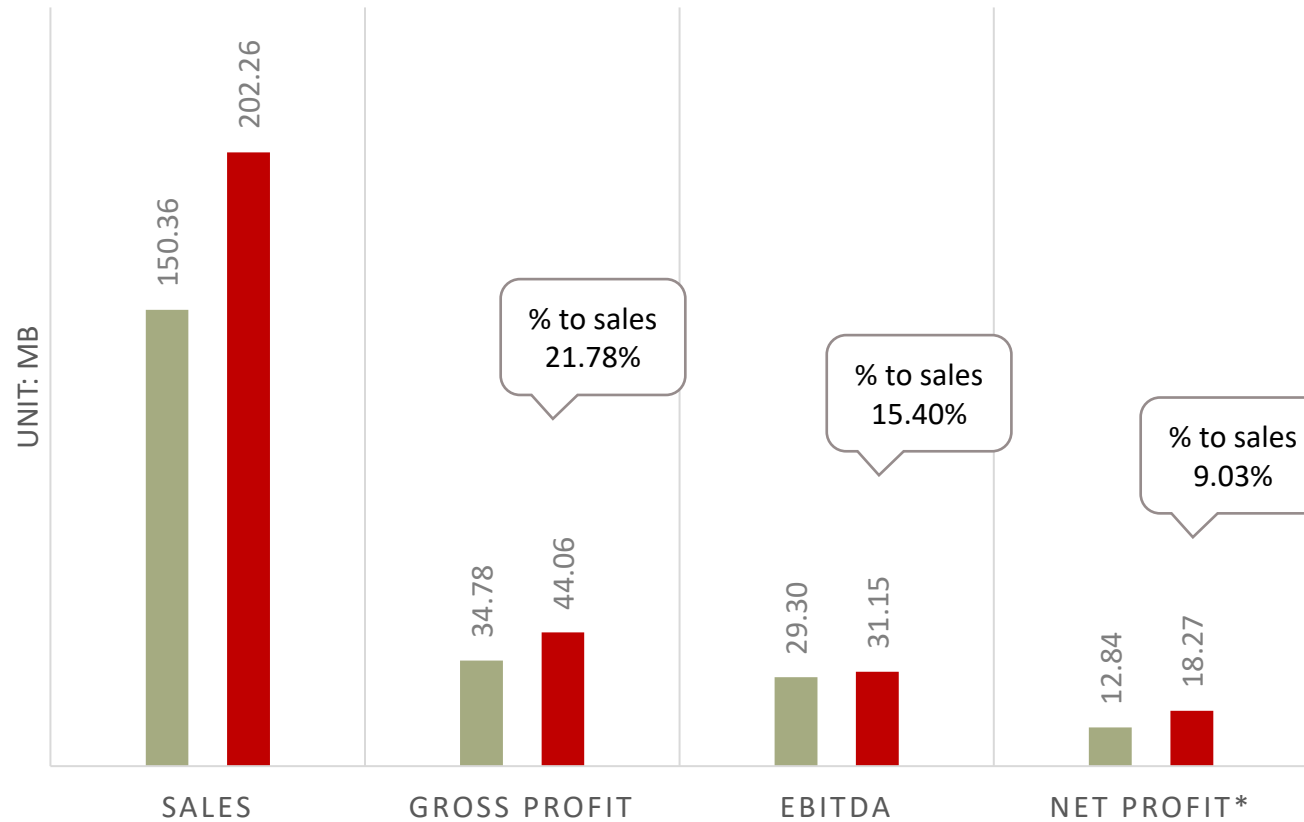




 **TCM** AUTOMOTIVE®
Performance Q3/2022

TCM AUTOMOTIVE PERFORMANCE

■ Q3/2021 ■ Q3/2022

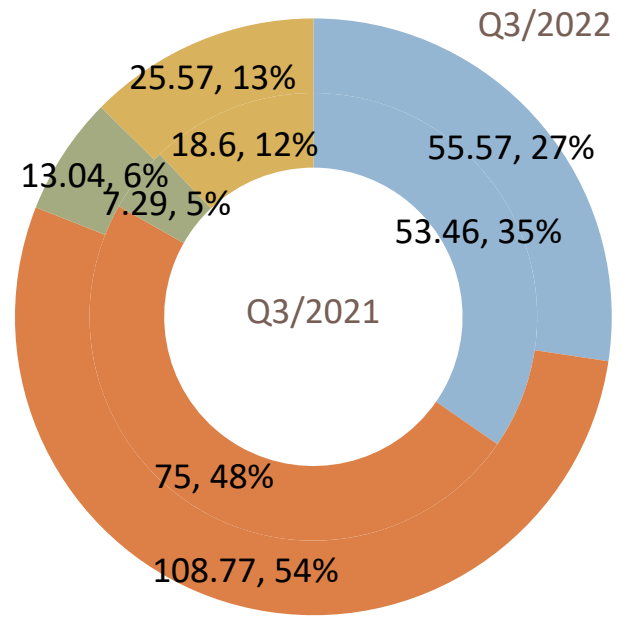


| Q3/2022 | Amounts (MB) | YoY | QoQ |
|----------------------------------|--------------|-------|-------|
| Turnover | 202.26 | ▲ 35% | ▲ 12% |
| Gross Profit | 44.06 | ▲ 27% | ▲ 34% |
| EBITDA | 31.15 | ▲ 6% | ▲ 35% |
| Net Profit (excl. Corp Expenses) | 18.27 | ▲ 42% | ▲ 70% |

*Net profit excluded Corporate expenses

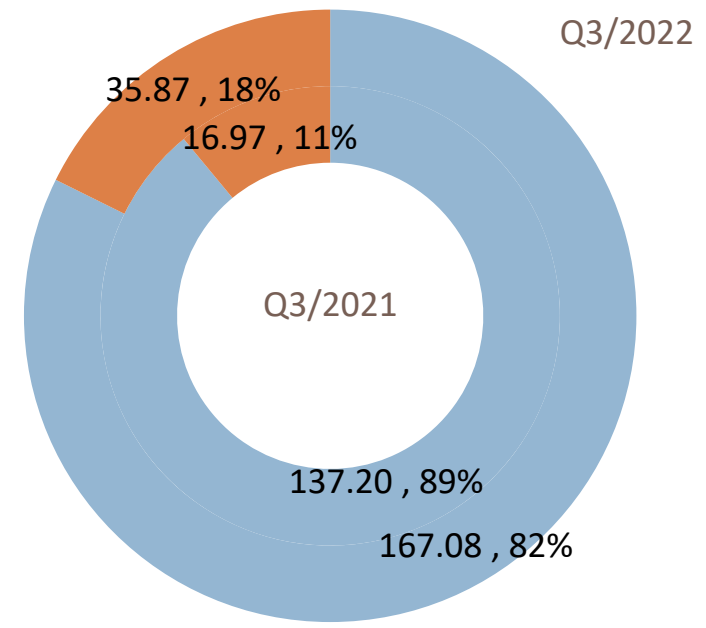
REVENUE BY PRODUCTS

■ Fabric ■ Carpet ■ PVC ■ PU Leather



REVENUE BY MARKET

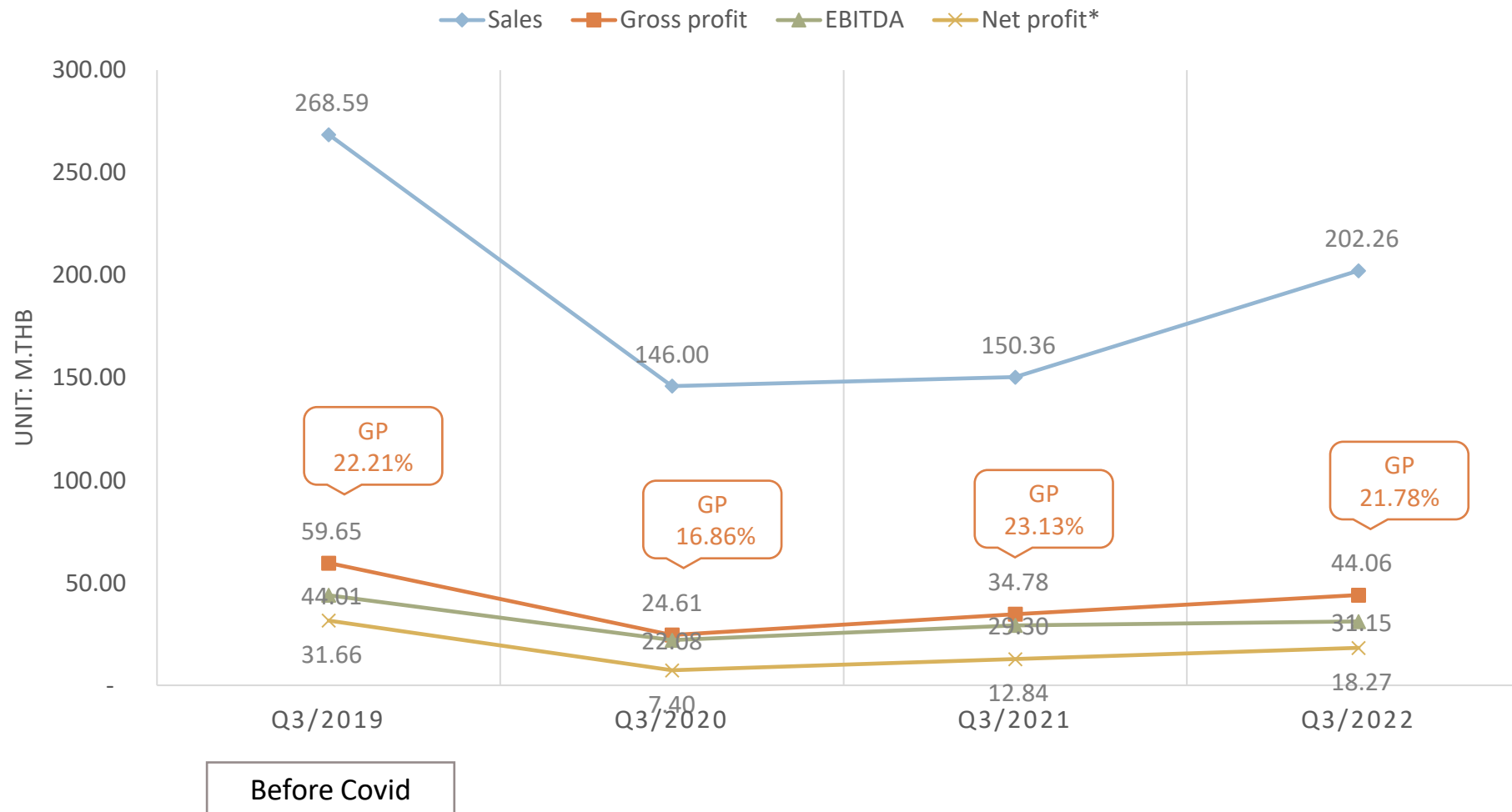
■ Domestic (OEM) ■ Export



Historical Performance

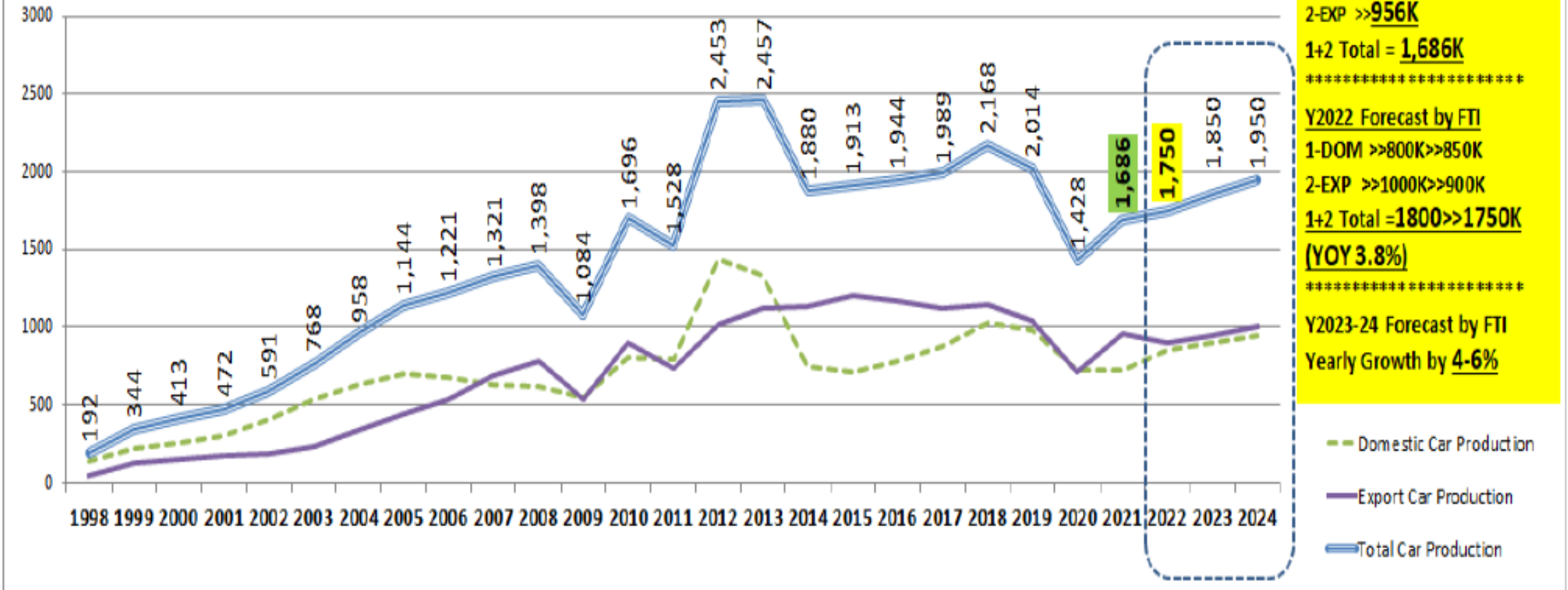
Market is slightly soft due to global chip shortages.

TCM AUTOMOTIVE PERFORMANCE



Well recover despite a shortage of spare part.

Thailand Yearly Automotive Production Unit Trend Y1998-2022 : K.Unit



Y2021 Actual by FTI :
 1-DOM >> **729K**
 2-EXP >> **956K**
 1+2 Total = **1,686K**

Y2022 Forecast by FTI
 1-DOM >> **800K >> 850K**
 2-EXP >> **1000K >> 900K**
 1+2 Total = **1800 >> 1750K**
(YOY 3.8%)

Y2023-24 Forecast by FTI
 Yearly Growth by **4-6%**

- Domestic Car Production
- Export Car Production
- Total Car Production

Questions & Answers



Global Presence • Aesthetic Excellence • Business Integrity

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