



Performance Q3/2023
Opportunity Day
17th November 2023

TCMC: Q3/2023 Overview

Operating profit improves despite soften overall revenue. Higher interest expenses dampen the bottom line.

TCM Living

Challenging economic situation. High cost of living and hot summer made furniture market quieter than normal.

TCM Surface

Sales continues to improve. Efficiency improvement and various initiatives pay off.

TCM Automotive

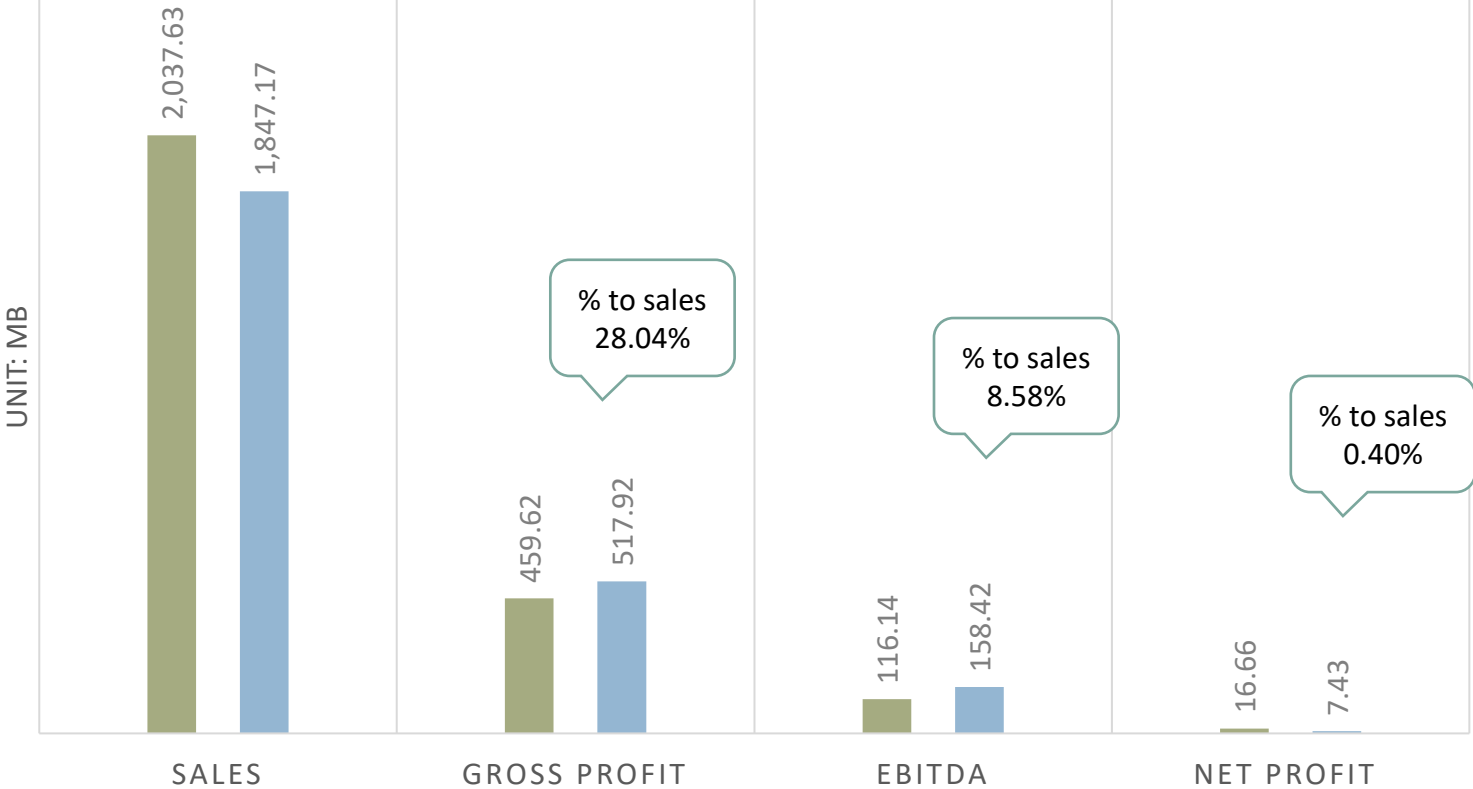
Cash cow. Continue to grow

TCMC Consolidated Performance



CONSOLIDATED PERFORMANCE Q3/2023

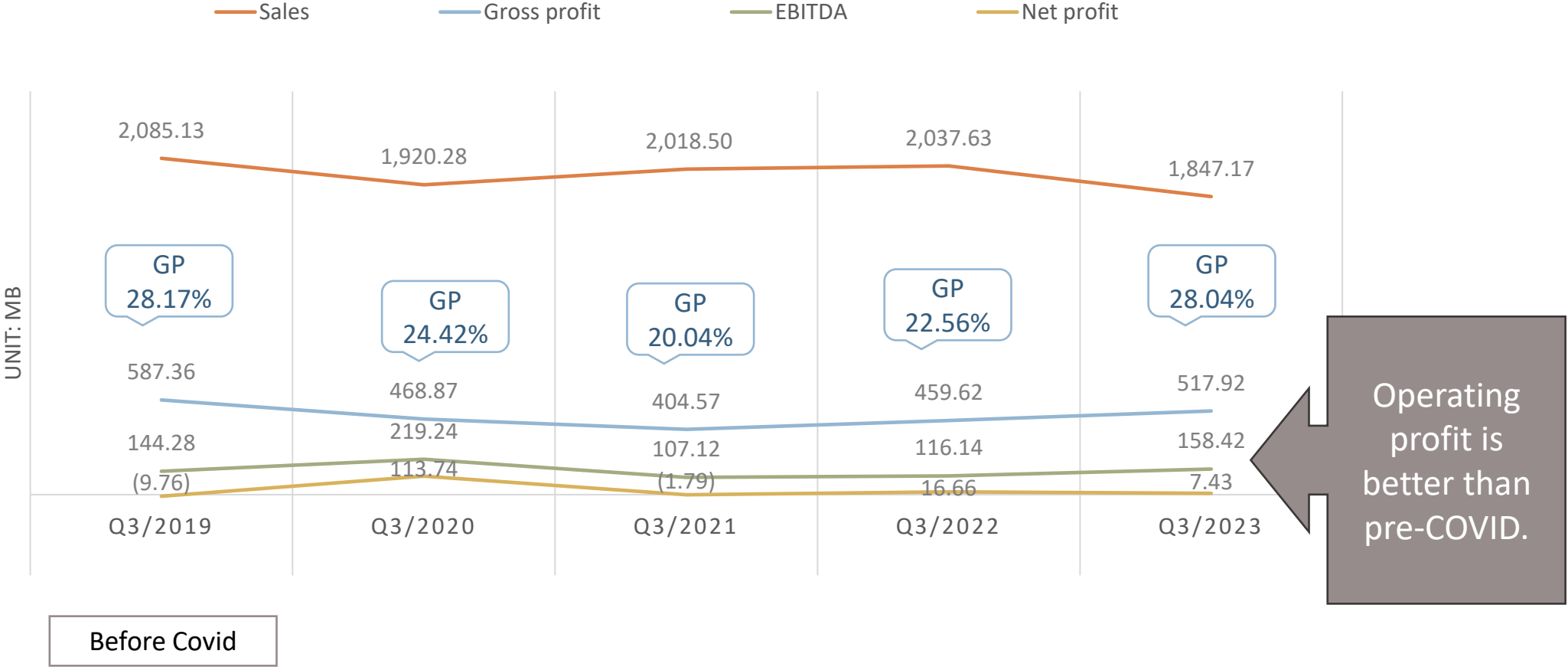
■ LY Q3/2022 ■ Actual Q3/2023



TCMC Consolidated Performance



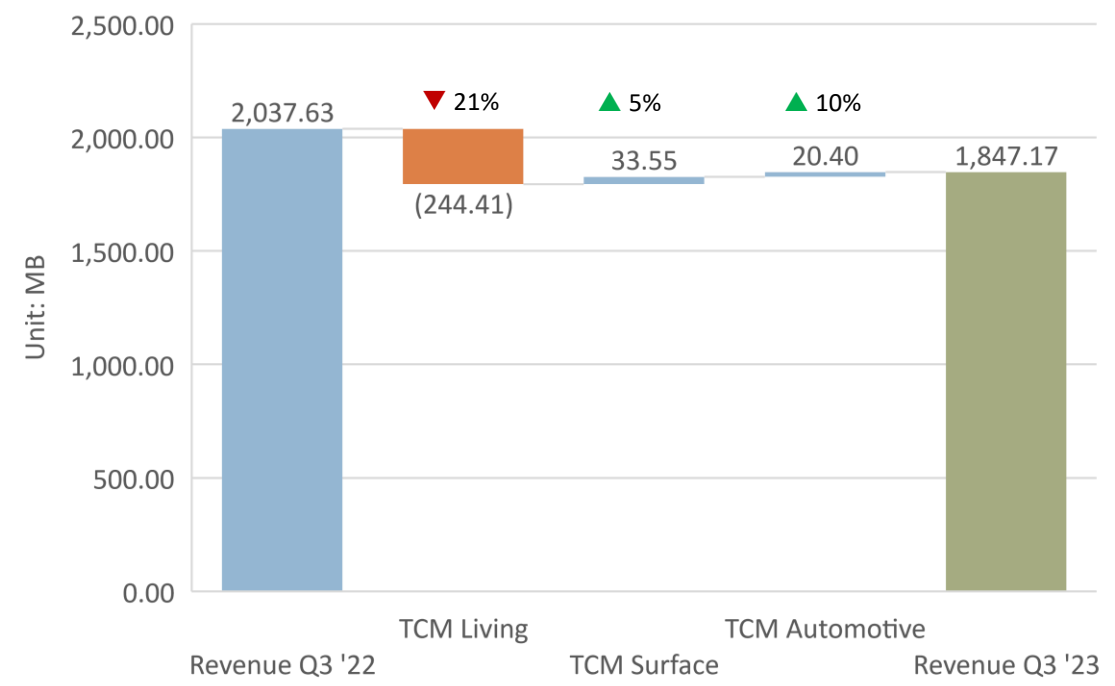
CONSOLIDATED PERFORMANCE Q3 2019-2023



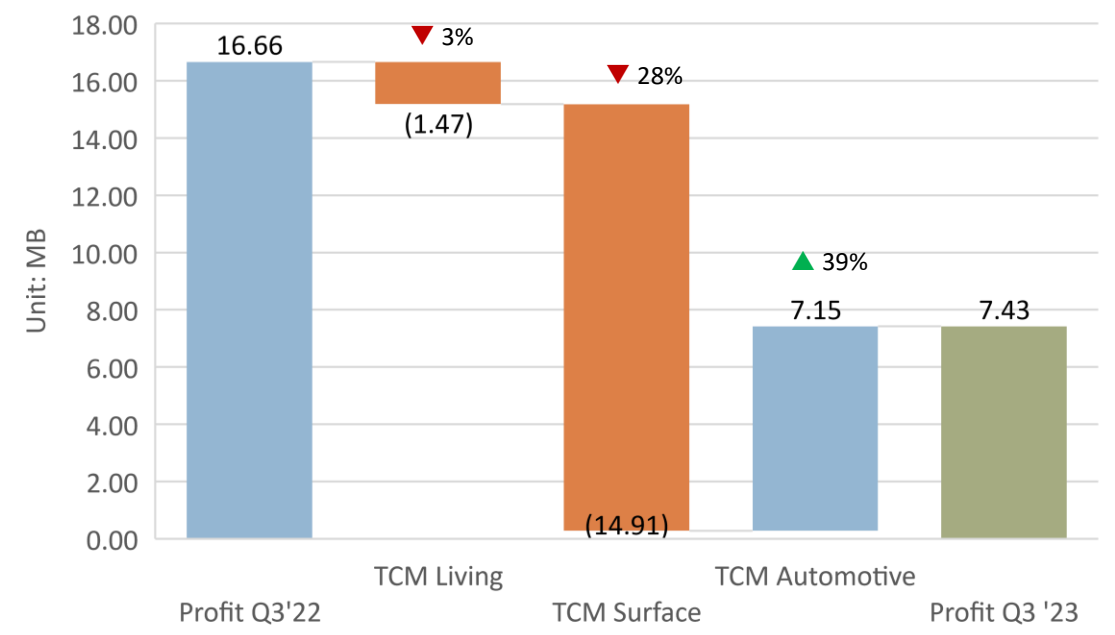
Q3/2023 YoY The Change of Revenue and Net Profit by Business

Stronger Operating profit was offset by interest expenses.

Change of **Revenue** by Business group



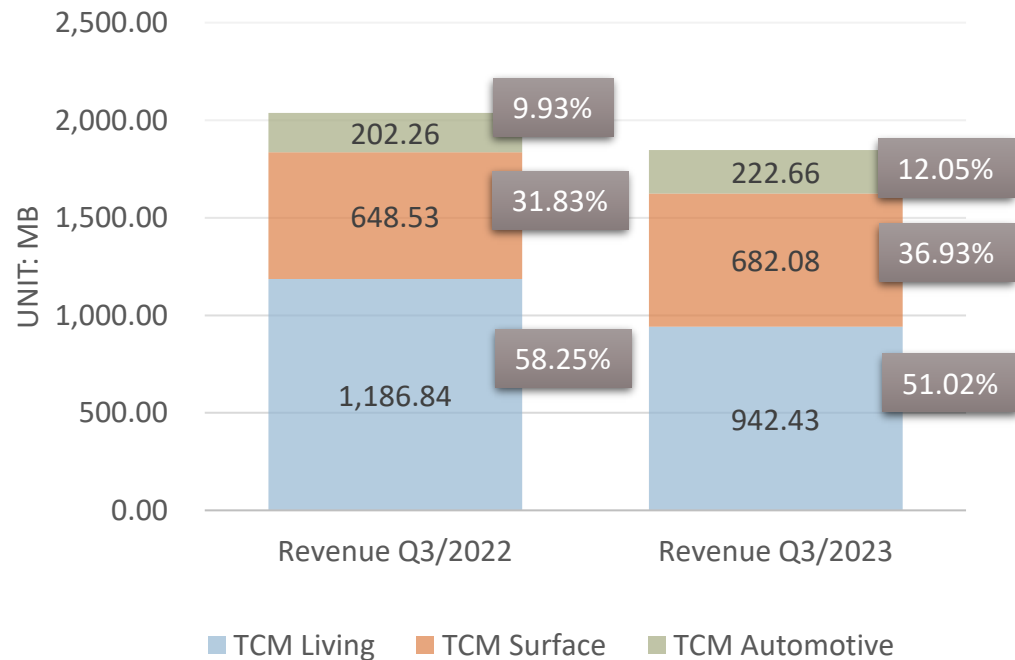
Change of **Profit** by Business group
(including interest exp)



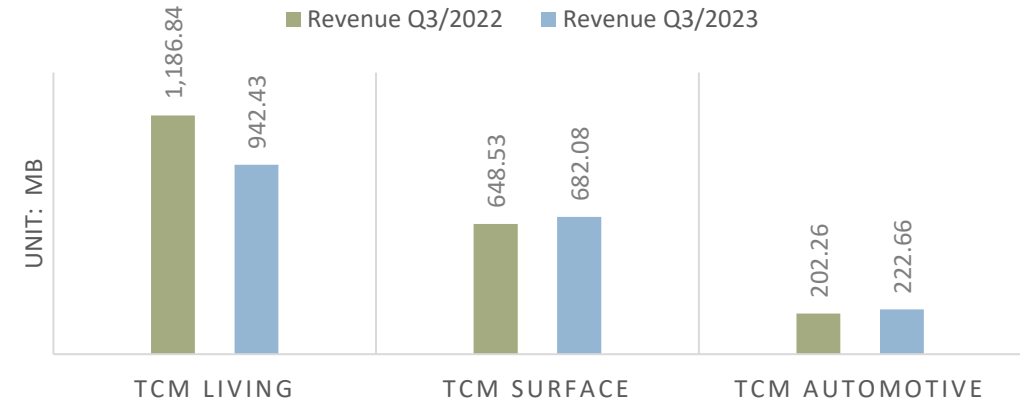
YoY Comparison by Business

TCM Surface grew to 37%, leaving TCM Living 51%

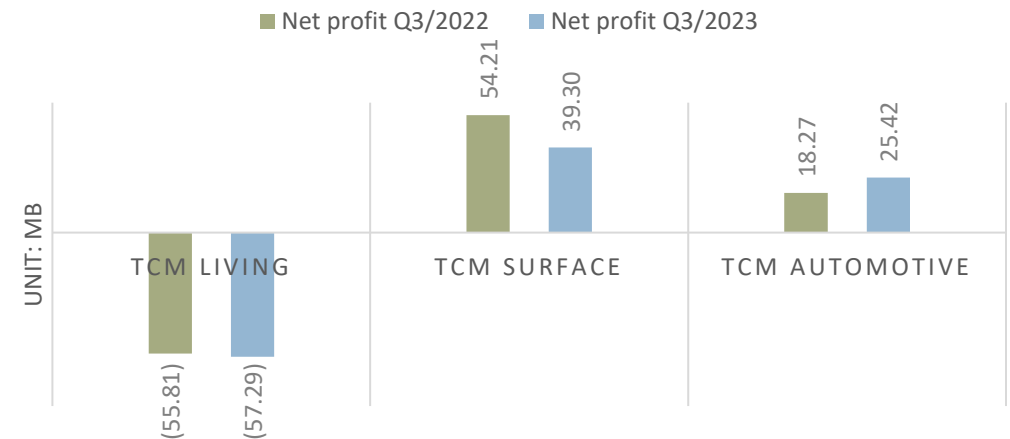
REVENUE Q3/2022 VS Q3/2023



NET SALES Q3/2022 VS Q3/2023



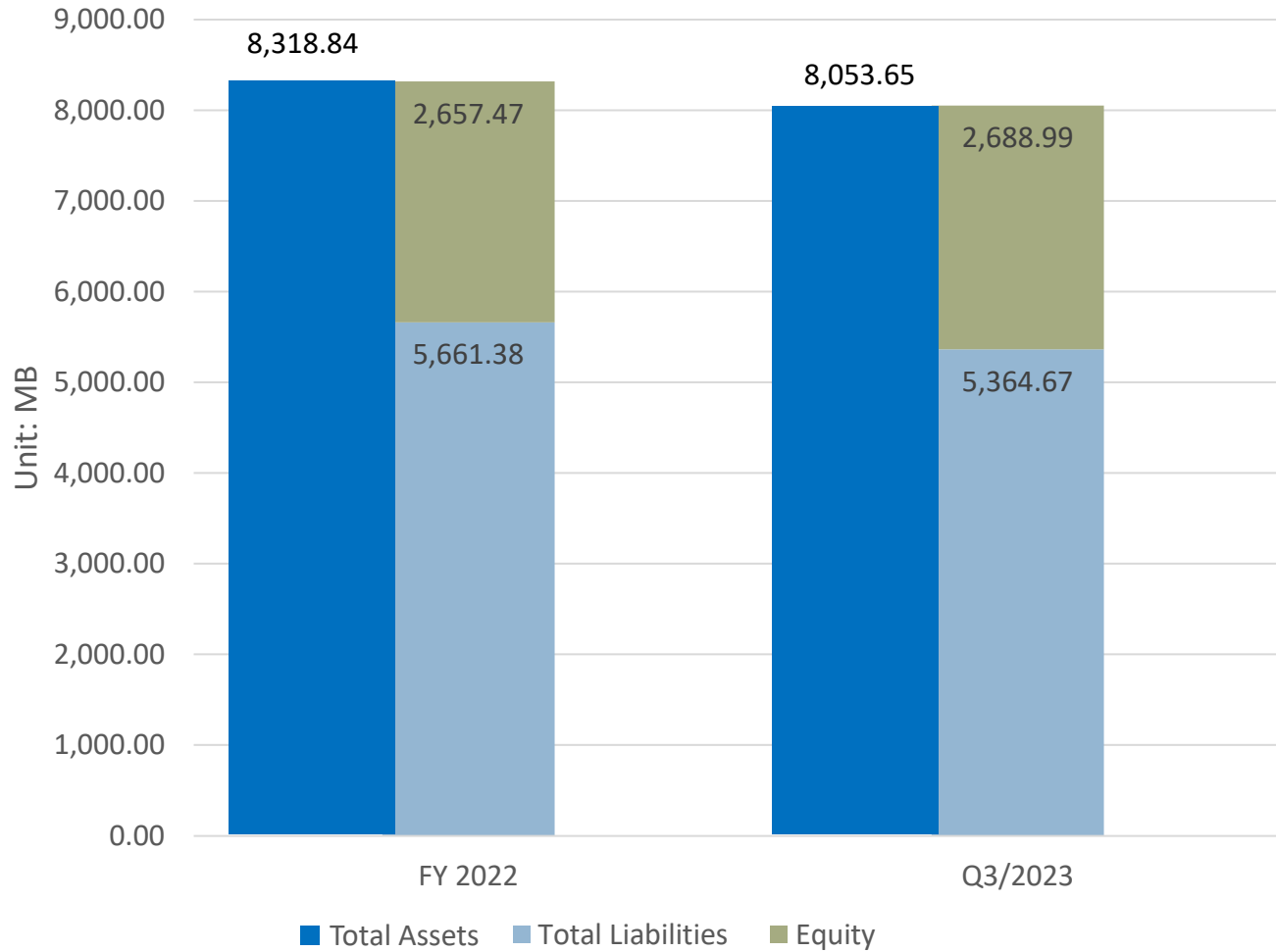
NET PROFIT Q3/2022 VS Q3/2023



Financial Statement – Key Ratio



Statement of Financial Position



Current Ratio (Times) ▲

FY2022	Q3/2023
1.09	1.19

Quick Ratio (Times) ▲

FY2022	Q3/2023
0.72	0.77

D/E Ratio ▼

FY2022	Q3/2023
2.13	2.00

Return on equity (%) ▼

FY2022	Q3/2023
4.56	4.47

Return on Assets (%) ▼

FY2022	Q3/2023
2.10	1.78

Account Receivable Turnover (times) ▼

FY2022	Q3/2023
6.41	6.07

Account Payable Turnover (times) ▼

FY2022	Q3/2023
4.75	3.95

Inventory Turnover (Times) ▼

FY2022	Q3/2023
7.29	5.85

Assets Turnover (Times) ▼

FY2022	Q3/2023
1.09	1.02



TCM LIVING[®]
Performance Q3/2023

Long Eaton, UK

 **TCM LIVING**® Our Brands



Alstons
Sofas for Living



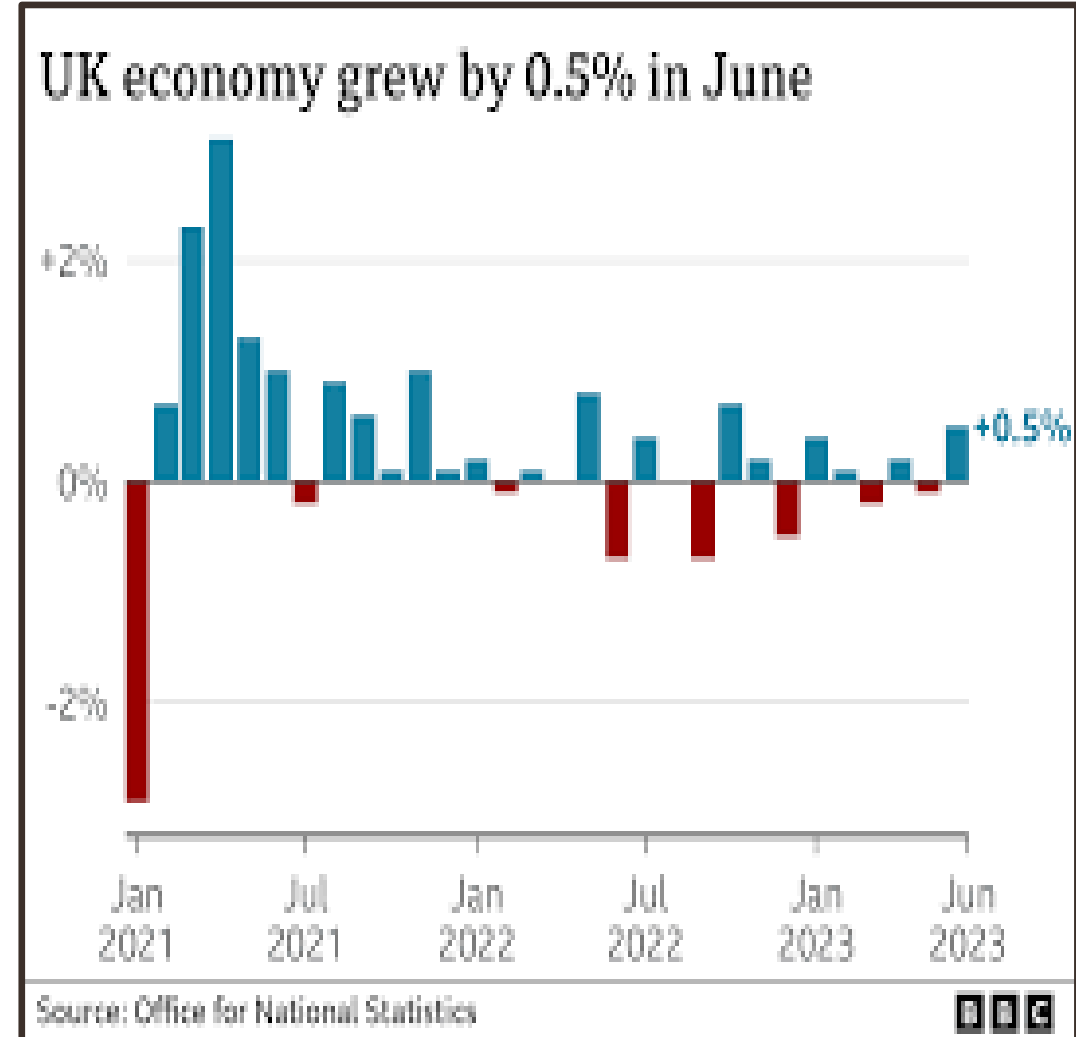
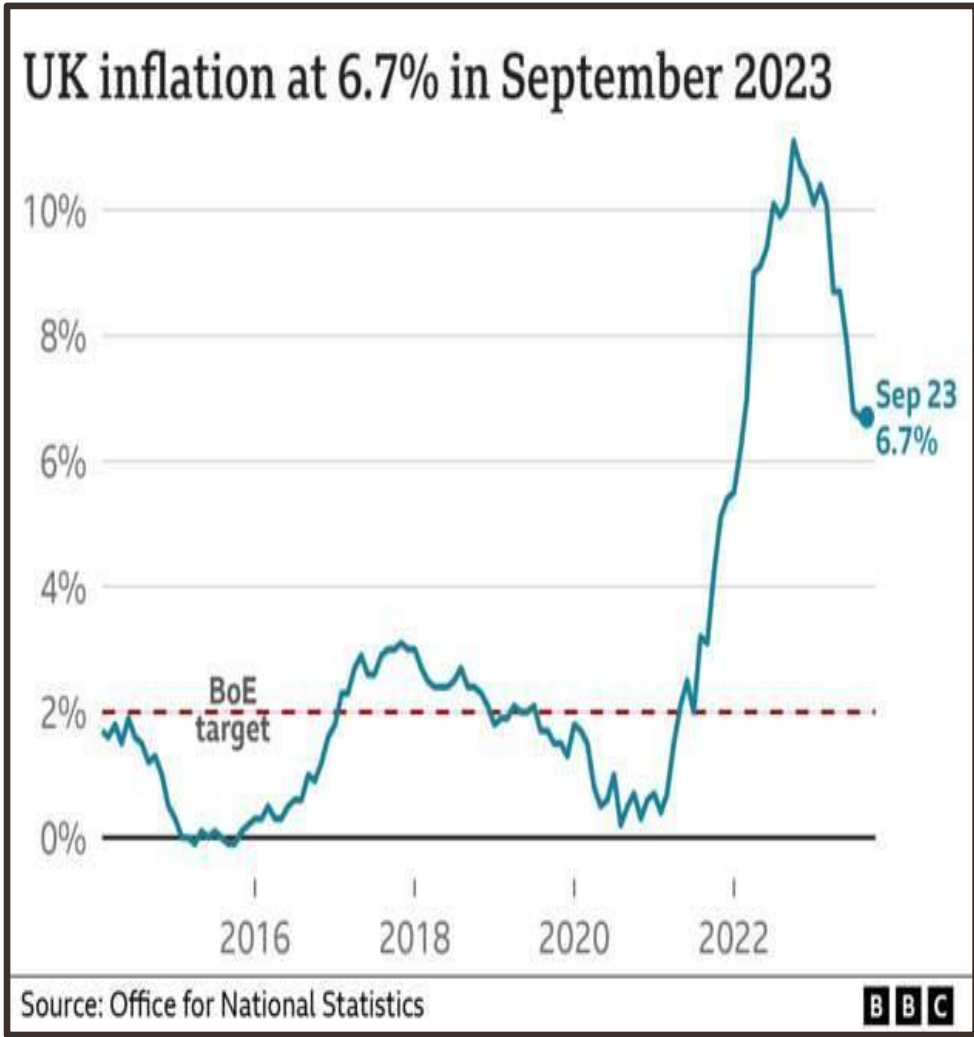
ASHLEY MANOR
a new design language



amxdesign
the leather experts



Alexander & James
GREAT BRITISH SOFA DESIGN



Demand is weak.

- Ongoing cost of living weakened consumer confidence. Rising UK interest rates eroding consumers discretionary spend
- Retailers interest free options are crucial to maintain order rates but are becoming more expensive to the retailer. Main retailers have reduced interest free option to three years from four years.

Shipping is back to normal

- Shipping is back to normal at 1500-2500 USD/ container.
- Dead freight becomes a challenge. If demand fluctuation, container costs still occur.

Higher Cost of Production

- The energy price increased significantly.
- High inflationary affect raw materials cost and wages.
- Interest rate is record high.

Enhancing operations & modernising systems:

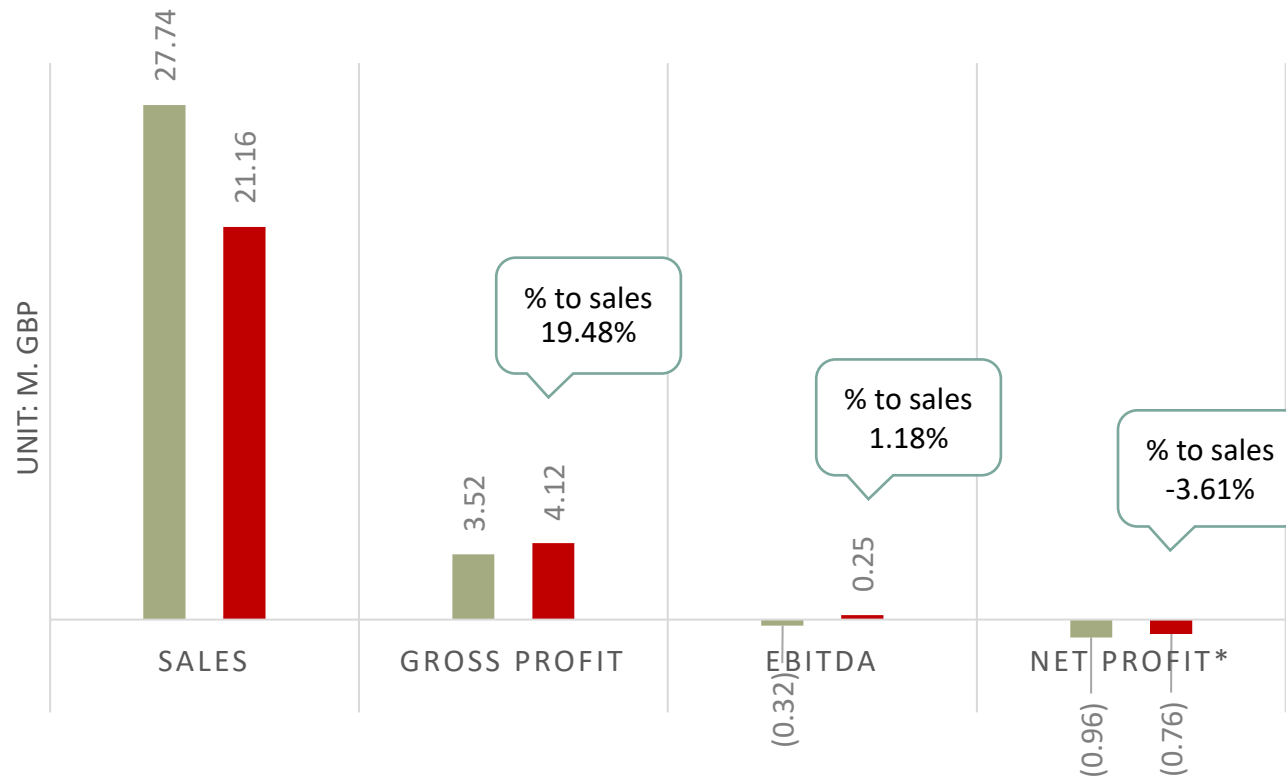
- Continue to implement ERP programme across Group – A&J has now successfully gone live
- Enhancement of ESG programme and compliance across the Group

Industry Consolidation

- Weaker competitors operate 3 days a week or leave a business
- Some player is acquired by foreign companies

TCM LIVING PERFORMANCE

■ Q3/2022 ■ Q3/2023

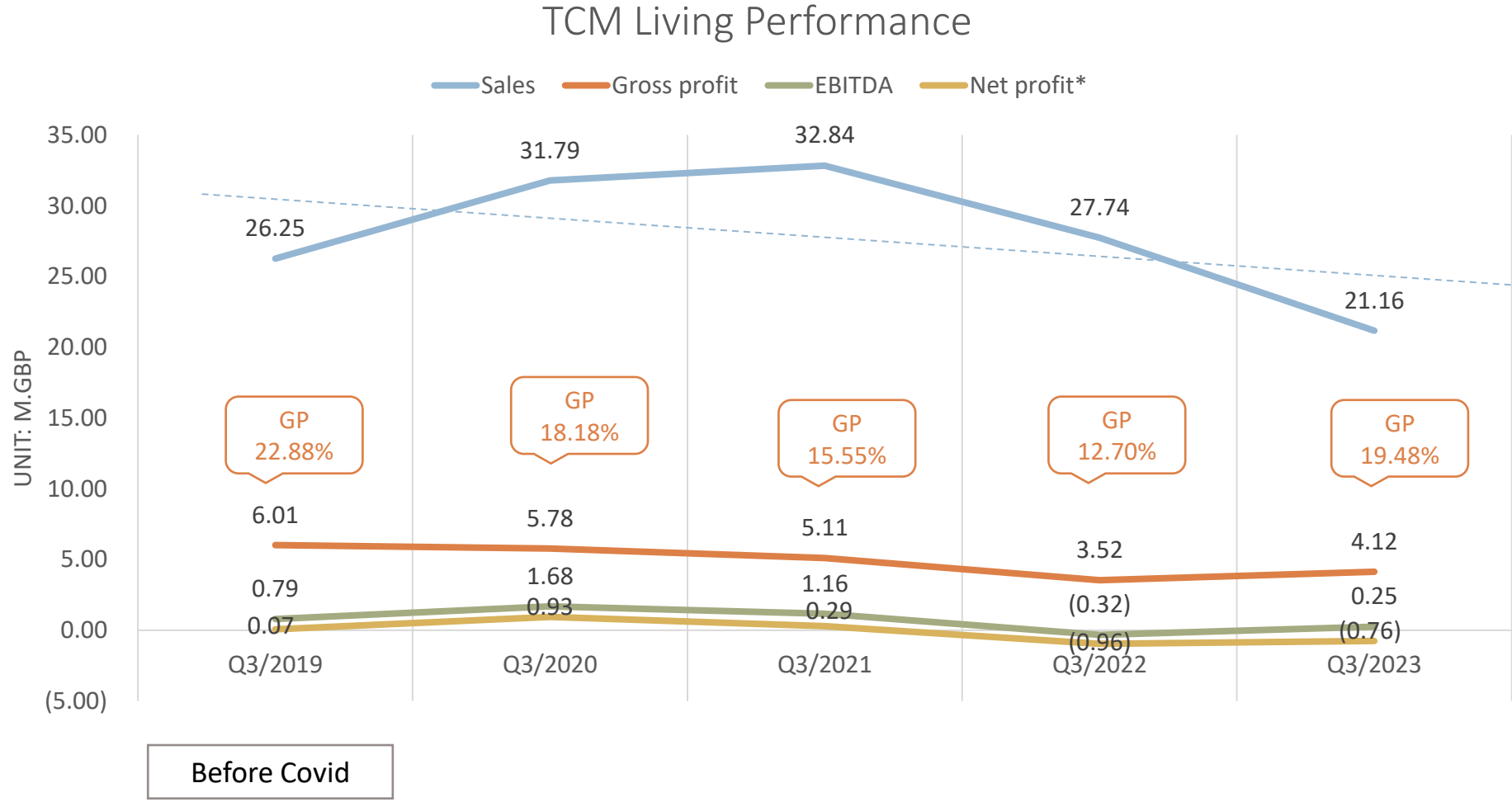


Q3/2023	Amount (M.GBP)	YoY	QoQ
Turnover	21.16	▼ 24%	▼ 33%
Gross Profit	4.12	▲ 17%	▼ 35%
EBITDA	0.25	▲ 177%	▼ 85%
Net Profit (excl. Corp Expenses)	(0.76)	▲ 21%	▼ 186%

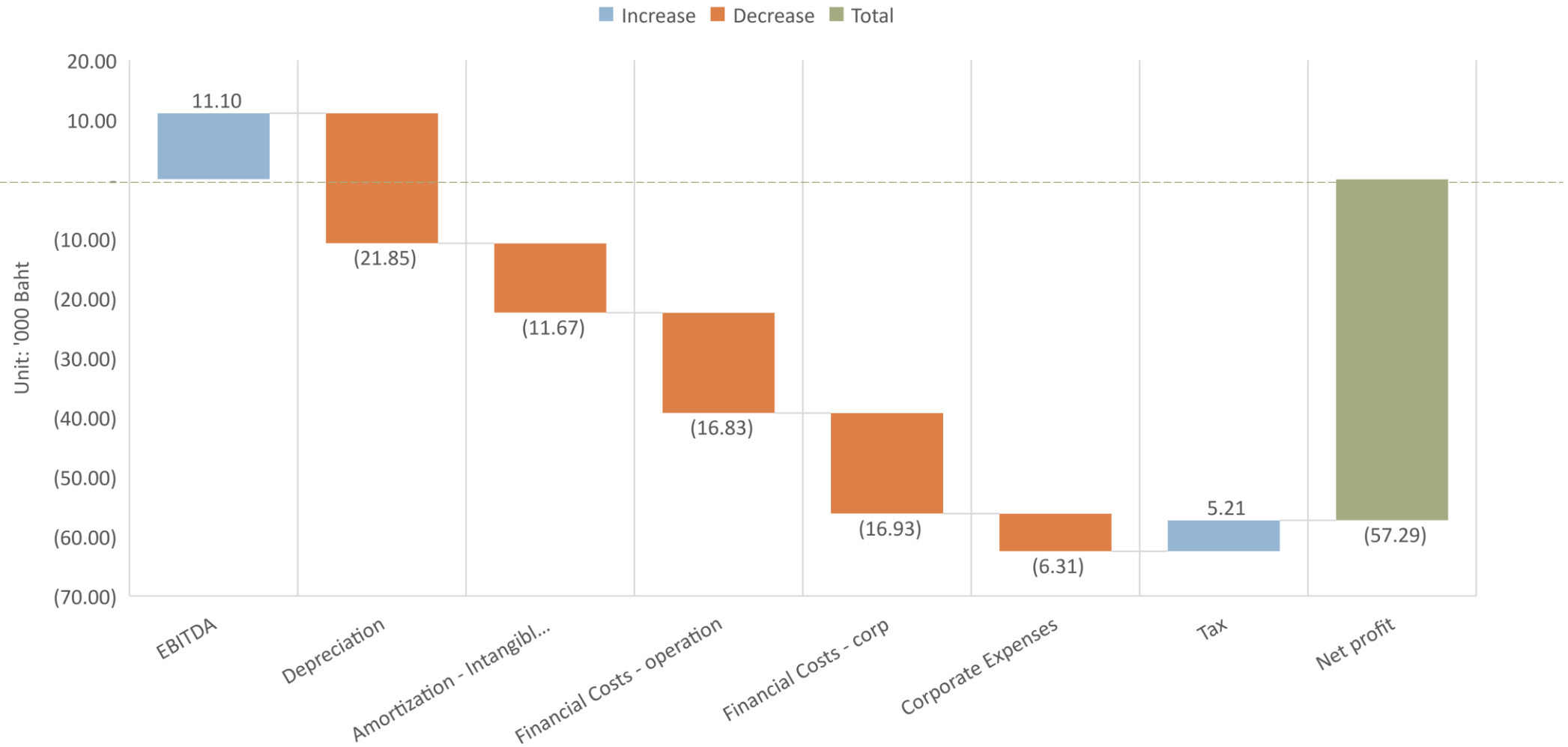
*Net profit excluded Corporate expenses

Historical Performance

Gross Profit improved, and Net profit improved at a slower pace.



TCM Living EBITDA to Net Profit



New CEO Introduction



Mr. Andrew Kennaugh

Age : 52 Years

Nationality : British

Position : Managing Director, Alstons group

Work Experience : Commercial Director, Alstons Group
Previously Managing Director with Jensen Beds
Sales and Marketing Director at Derwent for 5 years
Retail experience within John Lewis

Shareholding : as of 31 December 2021 - 8% shares in TCMC
Furniture Limited, UK
(Ultimately hold 3.6% shares in TCM Living)

Shareholding for spouse and child in the company: as at 31 December 2021

- None

Relationship between Board of directors and management: None



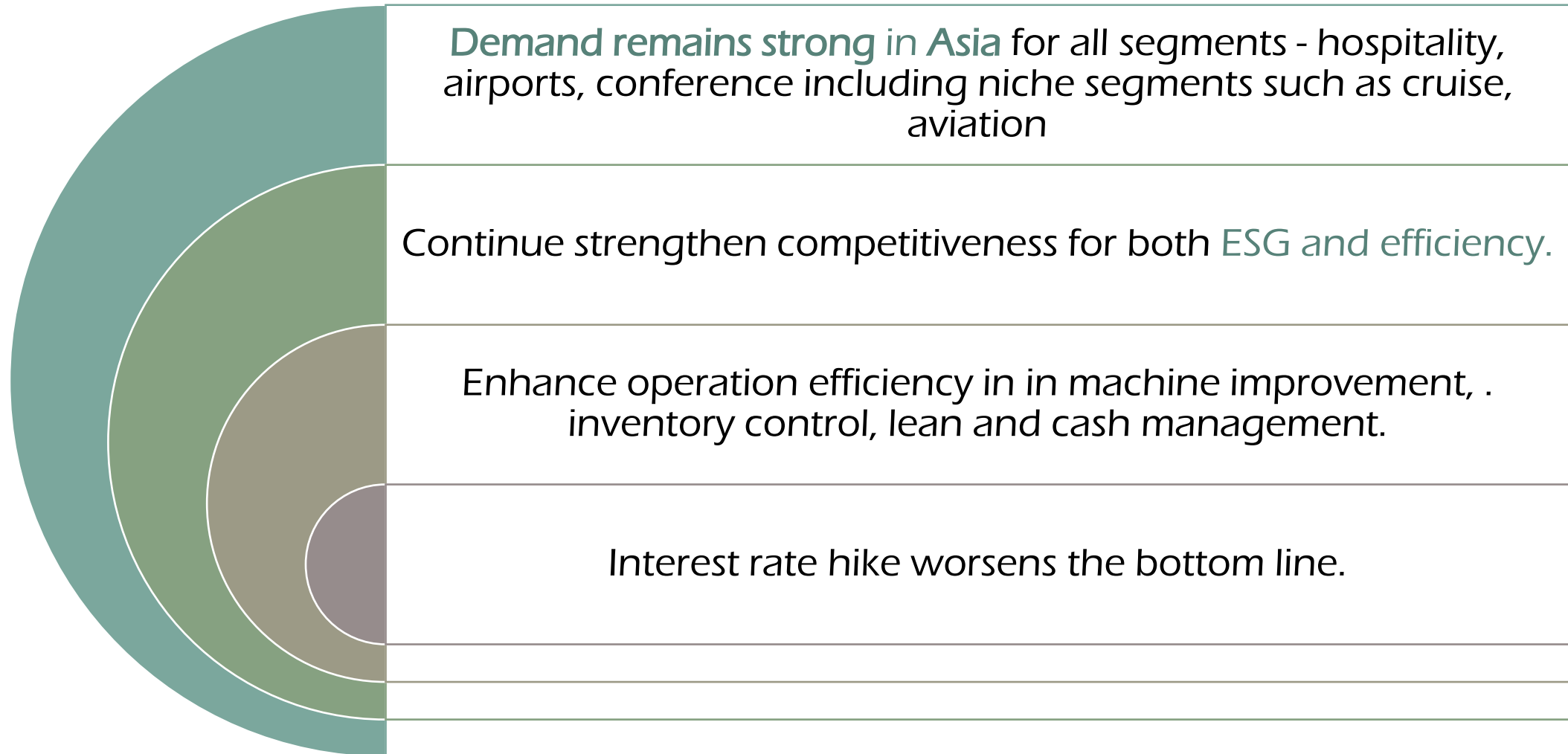
TCM SURFACE[®]
Performance Q3/2023

Boca West Country Club, US

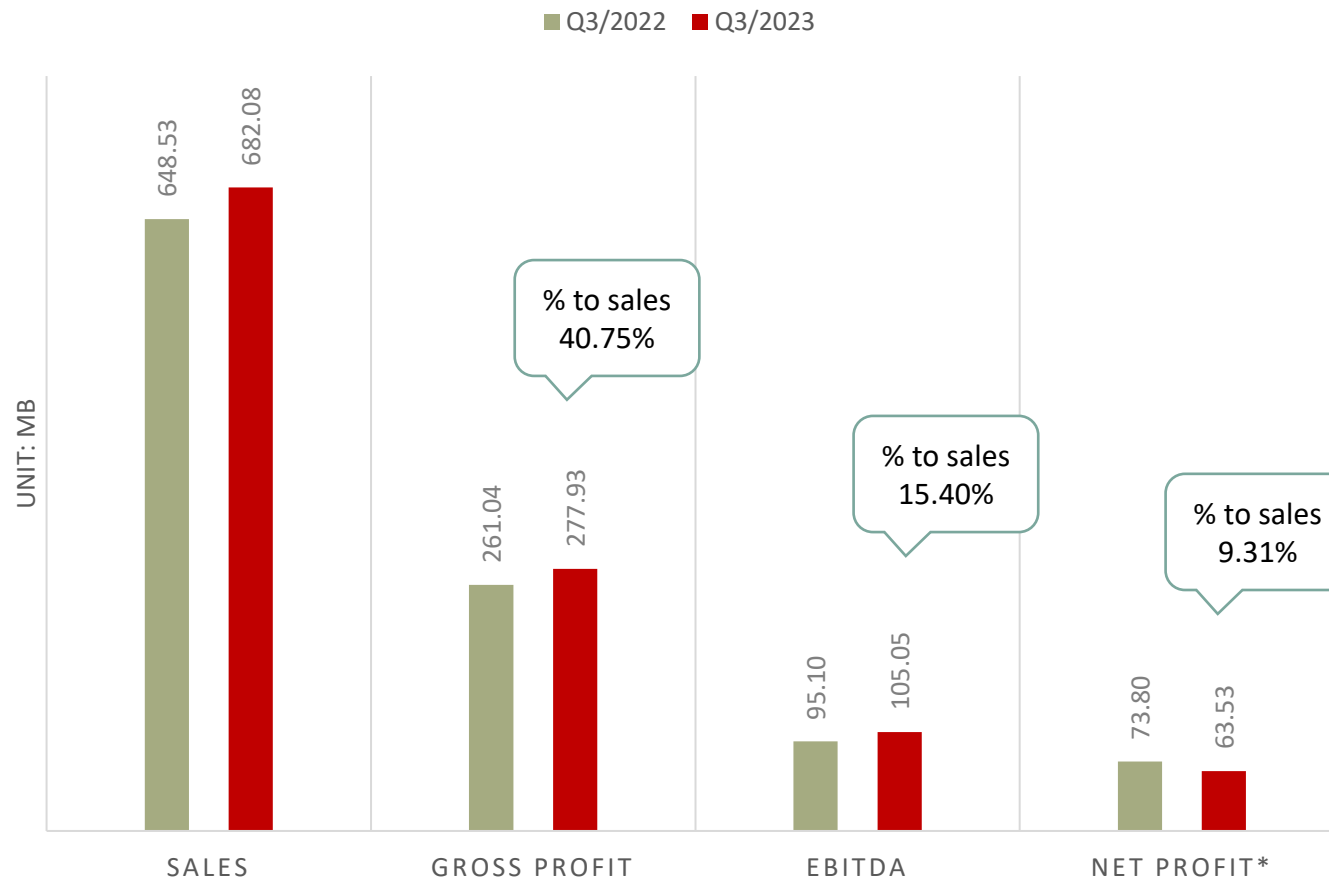


Carpets Inter[®]


ROYAL THAI



TCM SURFACE PERFORMANCE



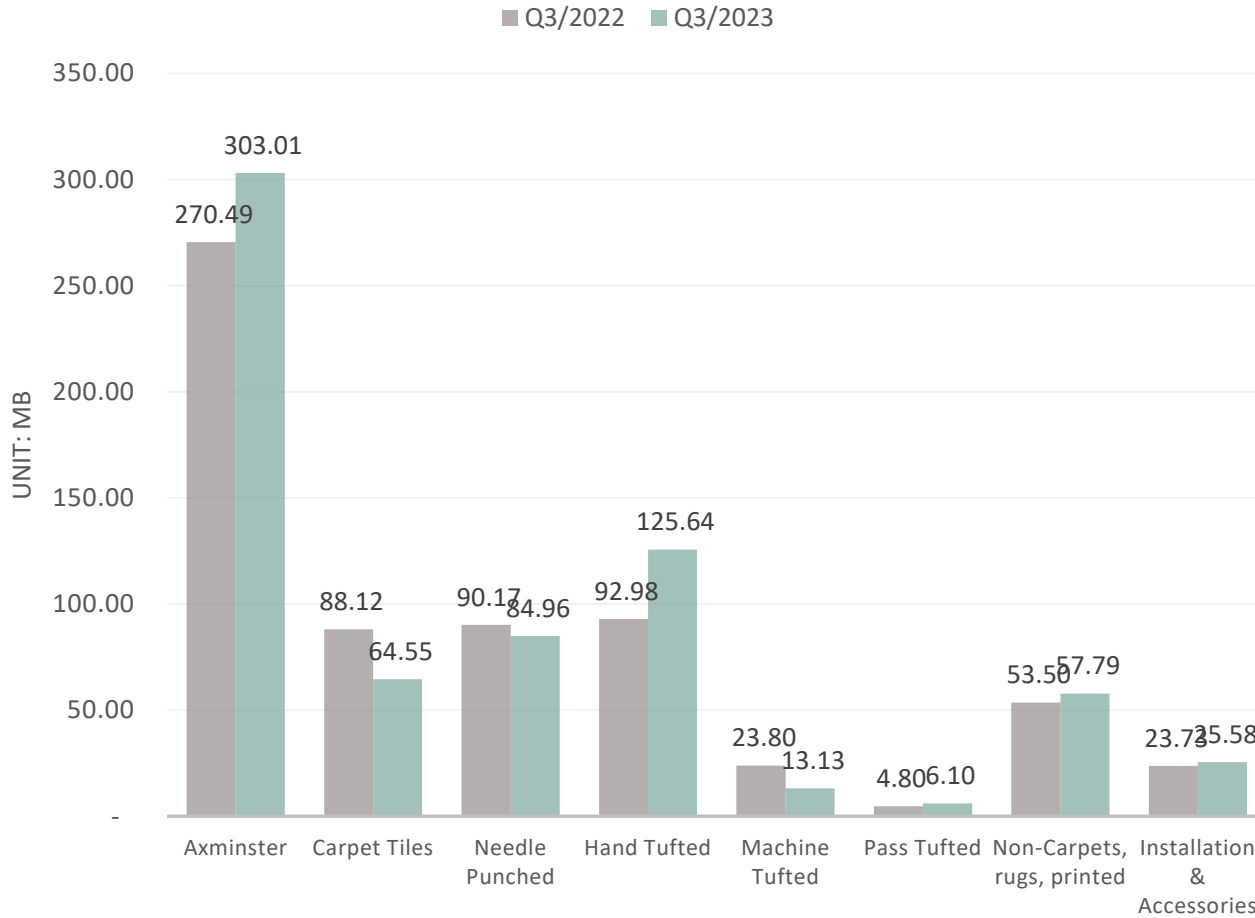
Total Secured Business (BNI + Inv)

Unit: MB	% to budget
As of Oct 2022	110%
As of Oct 2023	103%

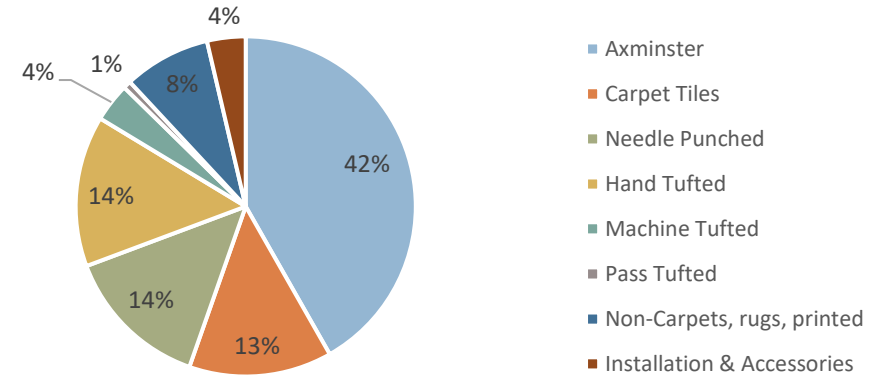
Q3/2023	Amounts (MB)	YoY	QoQ
Turnover	682.08	▲ 5%	▲ 18%
Gross Profit	277.93	▲ 6%	▲ 28%
EBITDA	105.05	▲ 10%	▲ 65%
Net Profit (excl. Corp Expenses)	63.53	▼ 14%	▲ 496%

*Net profit excluded Corporate expenses

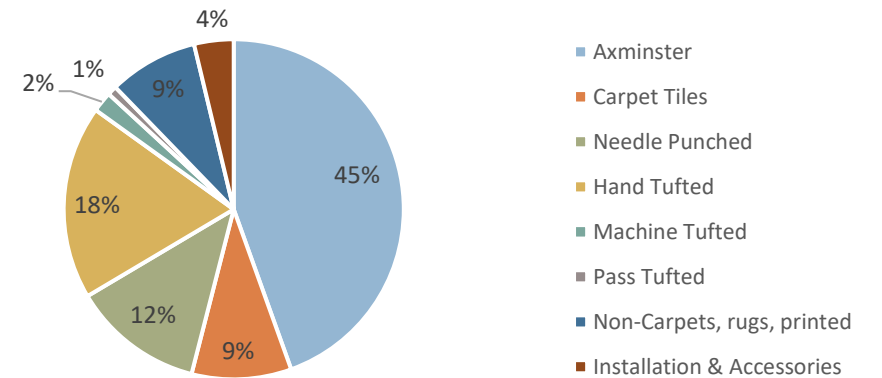
Sales by Products



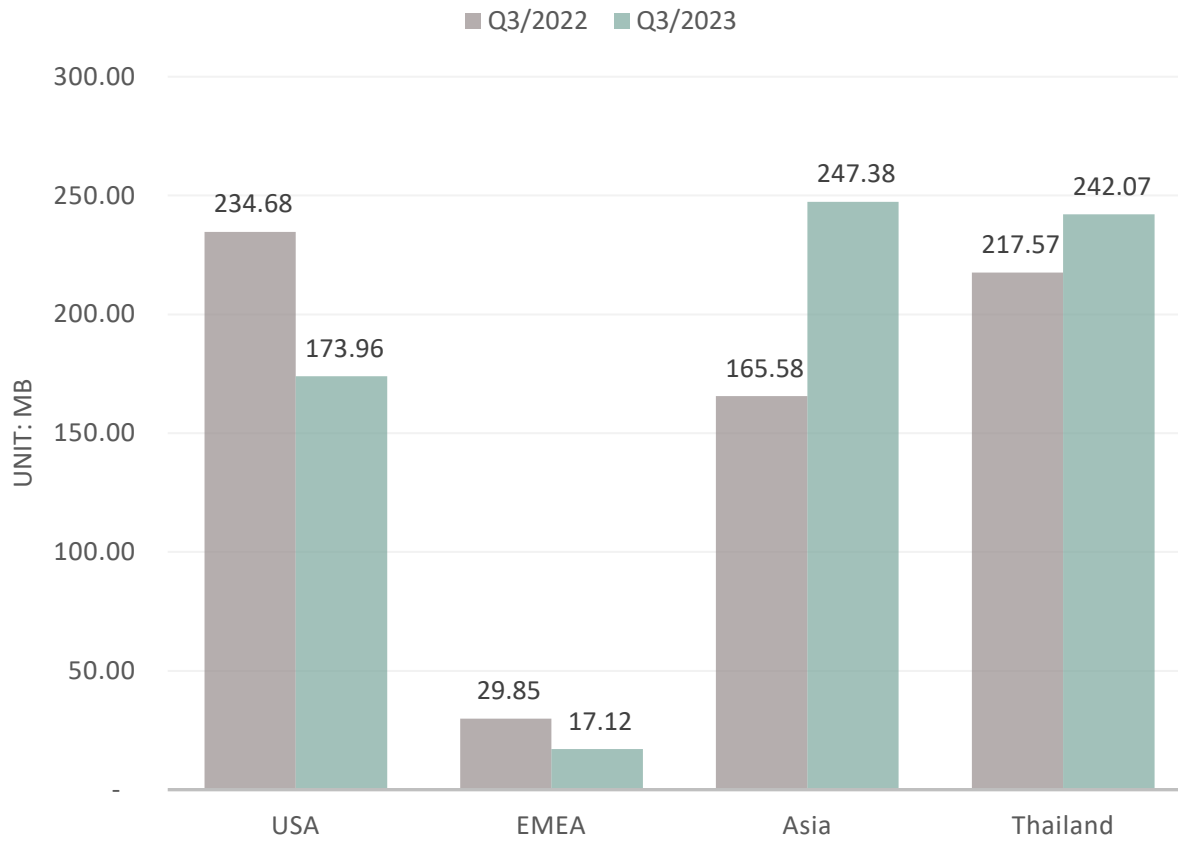
Sales by Products Q3/2022



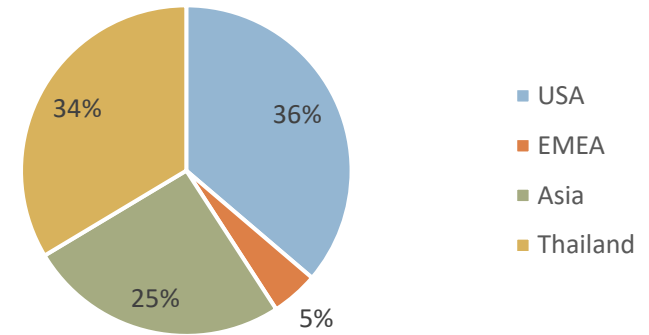
Sales by Products Q3/2023



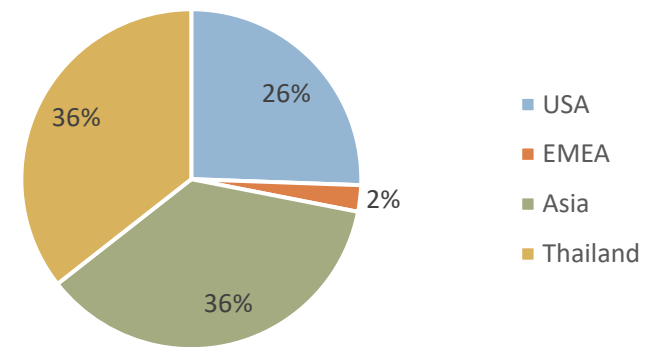
Sales by Regions



Sales by Regions Q3/2022



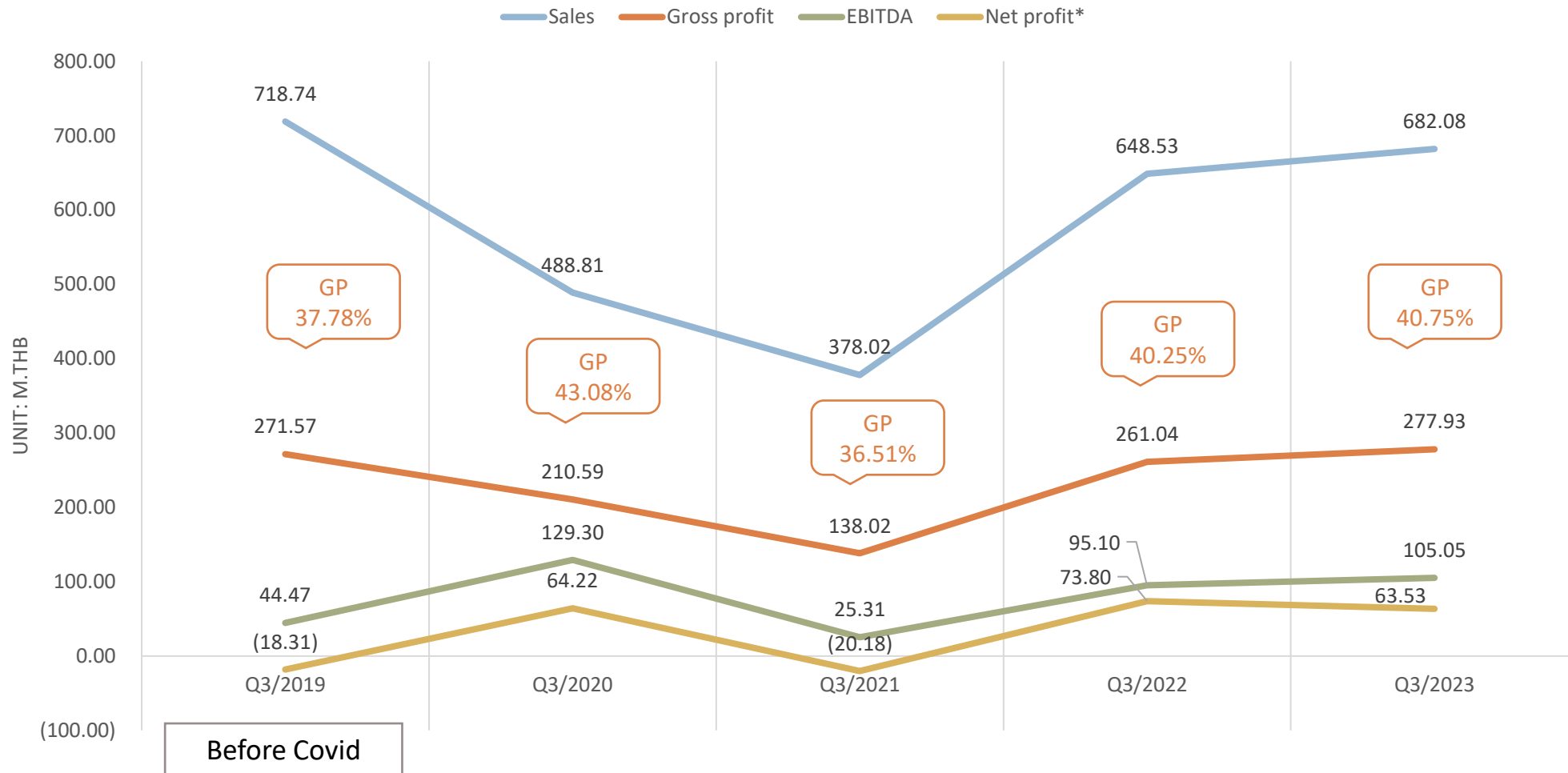
Sales by Regions Q3/2023



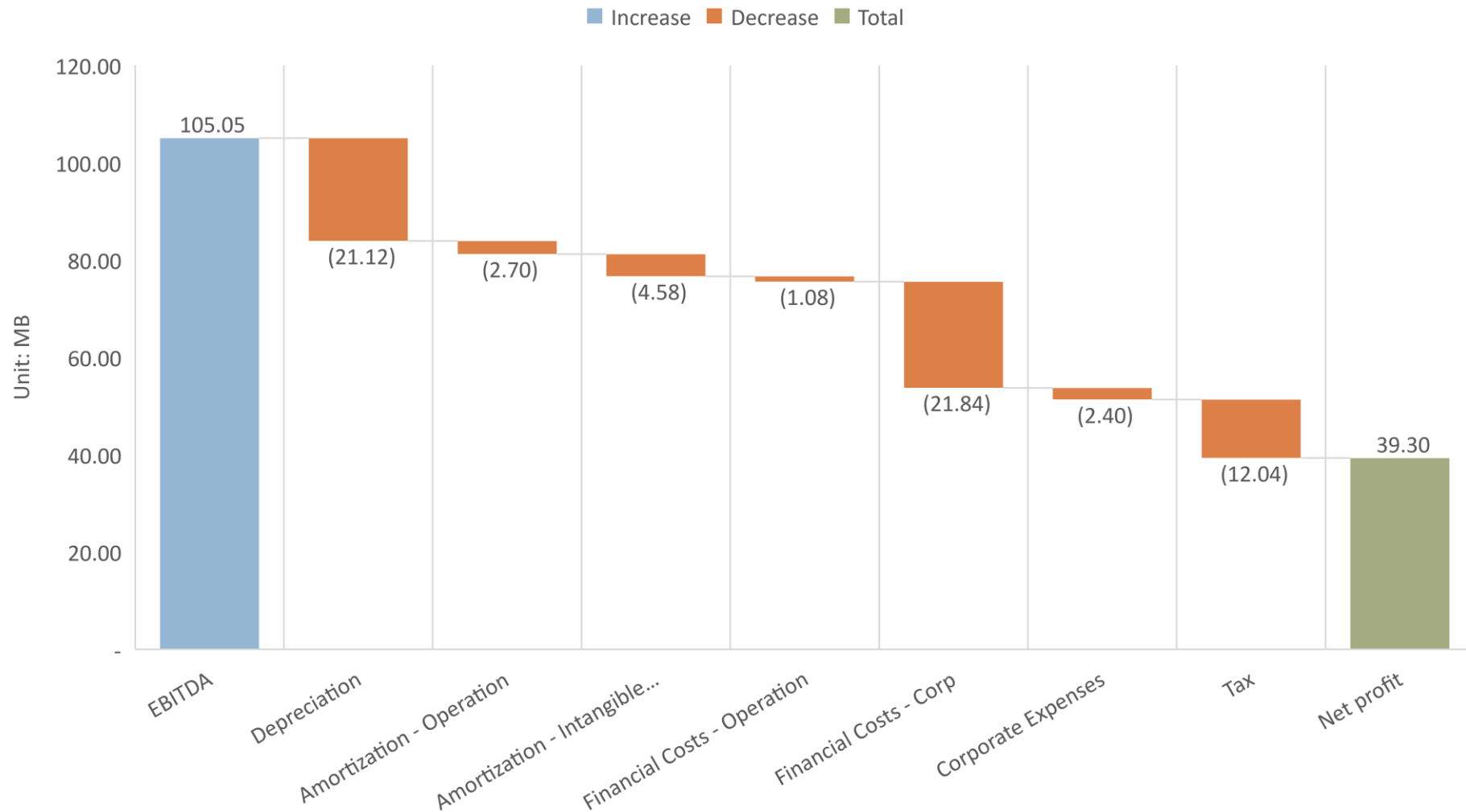
Historical Performance

Lean exercise and efficiency improvement maintain %GP, despite several challenges

TCM Surface Performance



TCM Surface EBITDA to Net Profit



Activities



‘TCMC’ จับมือ ‘วิศวะสังคิต-เทคโนโลยีลาดกระบัง’
พัฒนานวัตกรรมลดมลพิษ
ทางเสียง-ความสั่นสะเทือน





โครงการขับเคลื่อนเศรษฐกิจ BCG
ด้วยระบบเศรษฐกิจหมุนเวียนในโรงงานอุตสาหกรรม
 (ภายใต้โครงการขับเคลื่อนเศรษฐกิจตามนโยบาย BCG สำหรับภาคอุตสาหกรรมสู่การลด CO₂)

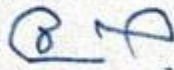
ขอมอบเกียรติบัตรนี้ให้ไว้เพื่อรับรองว่าโรงงานนี้เป็นโรงงานต้นแบบ BCG Model

บริษัท คาร์เพท อินเตอร์เนชั่นแนล ไทยแลนด์ จำกัด (มหาชน)

10130200125352 [3-31-1/35ปท]

เข้าร่วมโครงการฯ กับกรมโรงงานอุตสาหกรรม

ให้ไว้ ณ วันที่ 18 สิงหาคม 2566



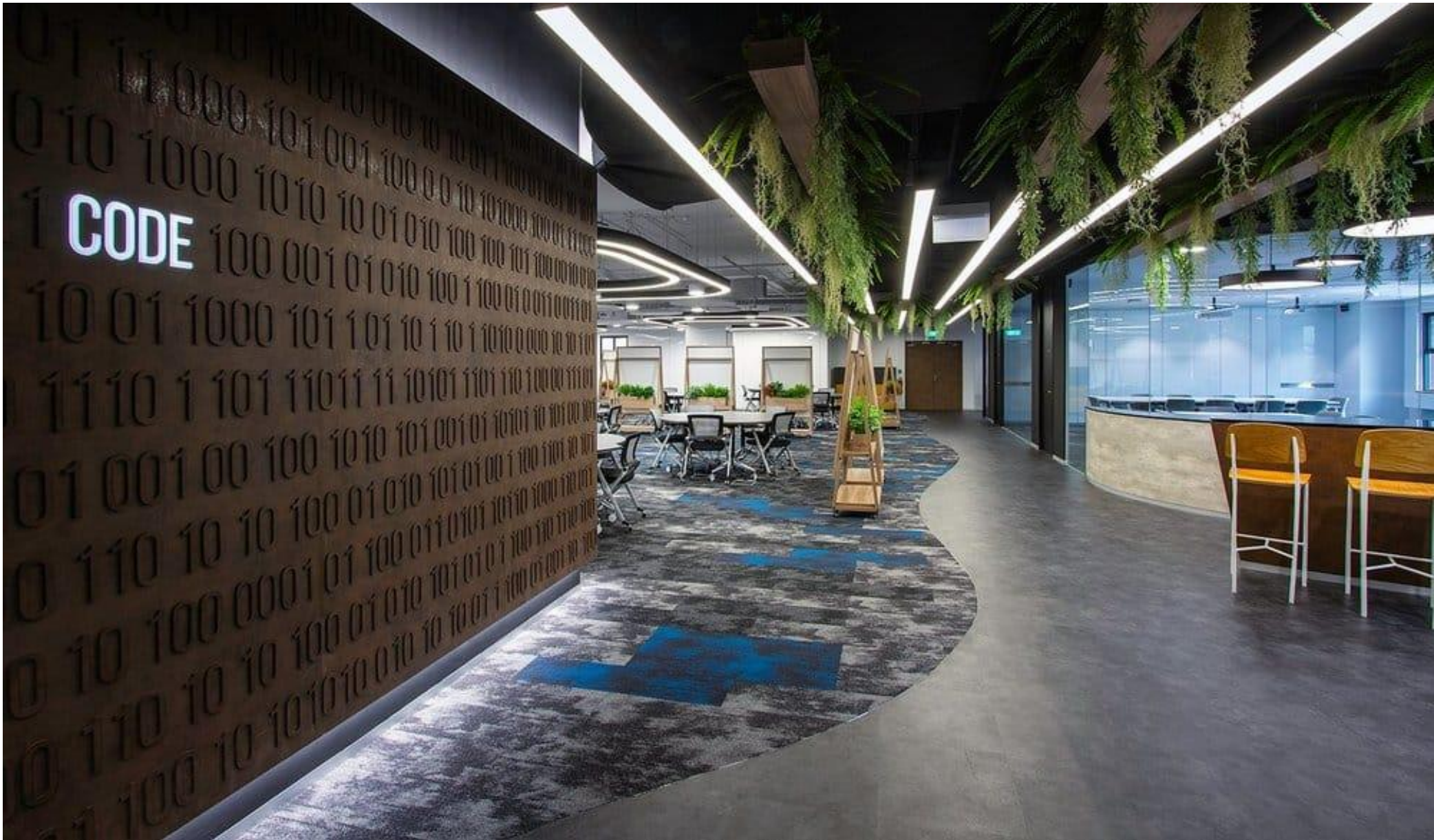
นายจุลพงษ์ ทวีศรี
 อธิบดี
 กรมโรงงานอุตสาหกรรม



Project Ref







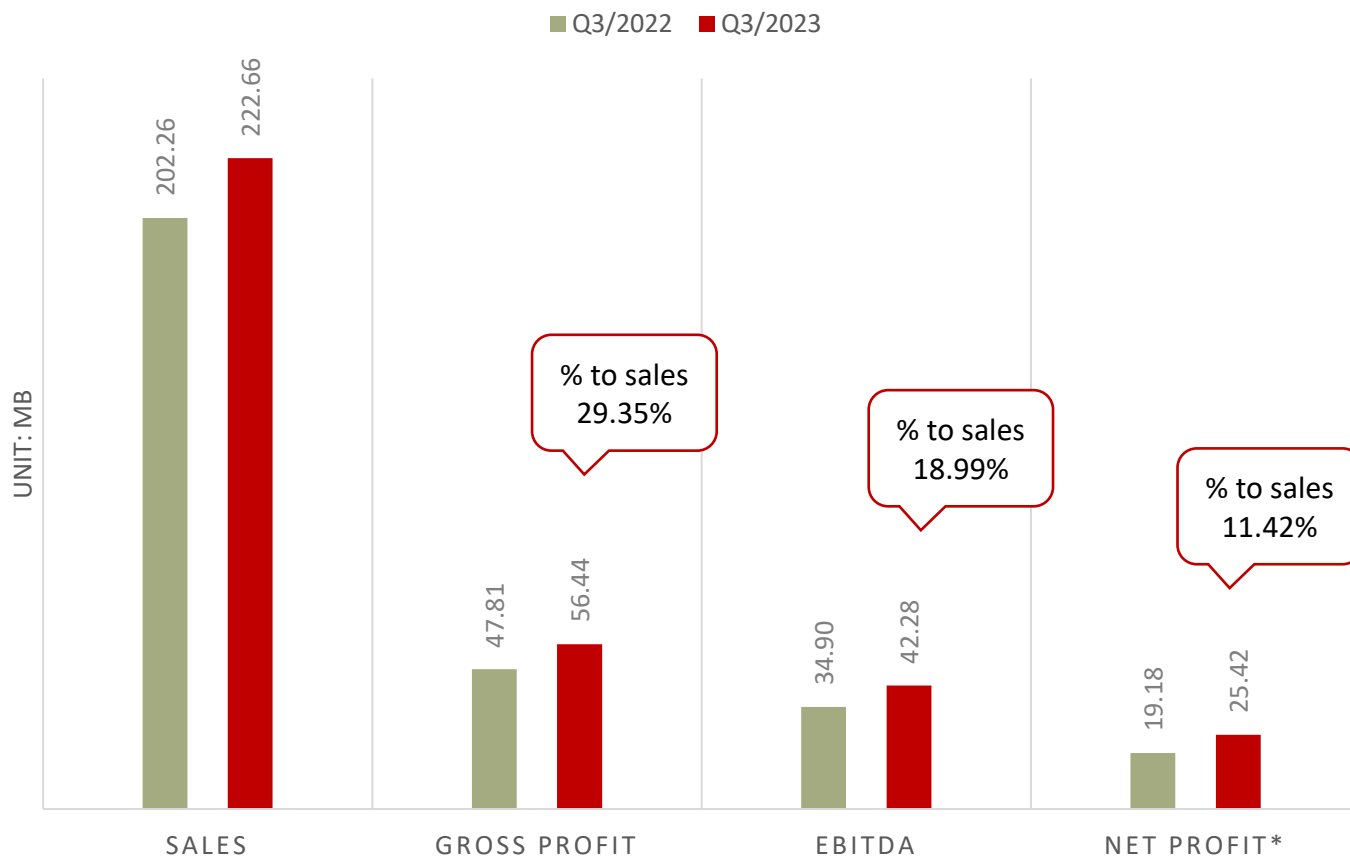


TCH Suminoe, Thailand



TCM AUTOMOTIVE[®]
Performance Q3/2023

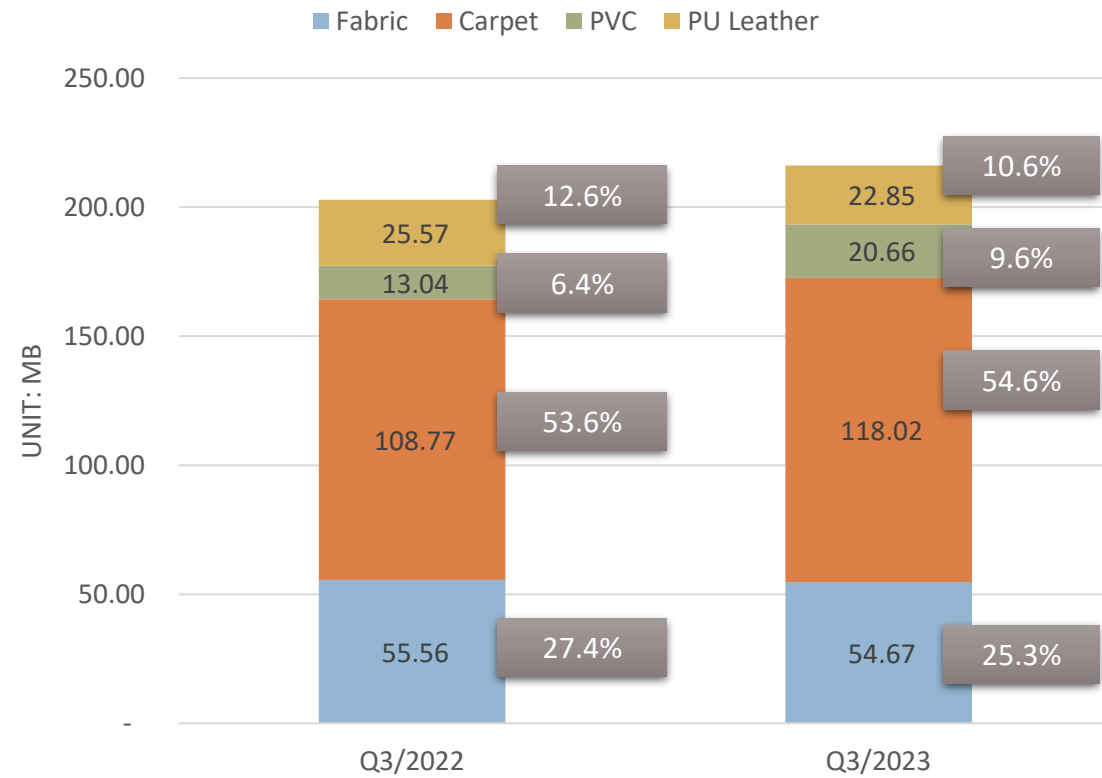
TCM AUTOMOTIVE PERFORMANCE



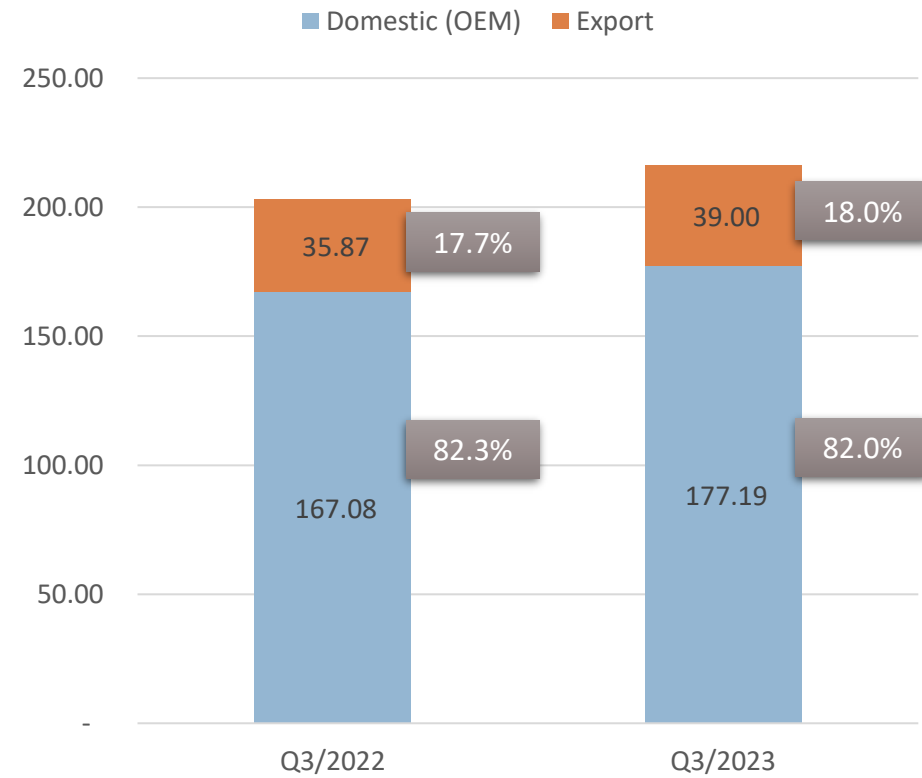
Q3/2023	Amounts (MB)	YoY	QoQ
Turnover	222.66	▲ 10%	▲ 9%
Gross Profit	56.44	▲ 18%	▲ 63%
EBITDA	42.28	▲ 21%	▲ 14%
Net Profit (excl. Corp Expenses)	25.42	▲ 33%	▲ 108%

*Net profit excluded Corporate expenses

Revenue by Products



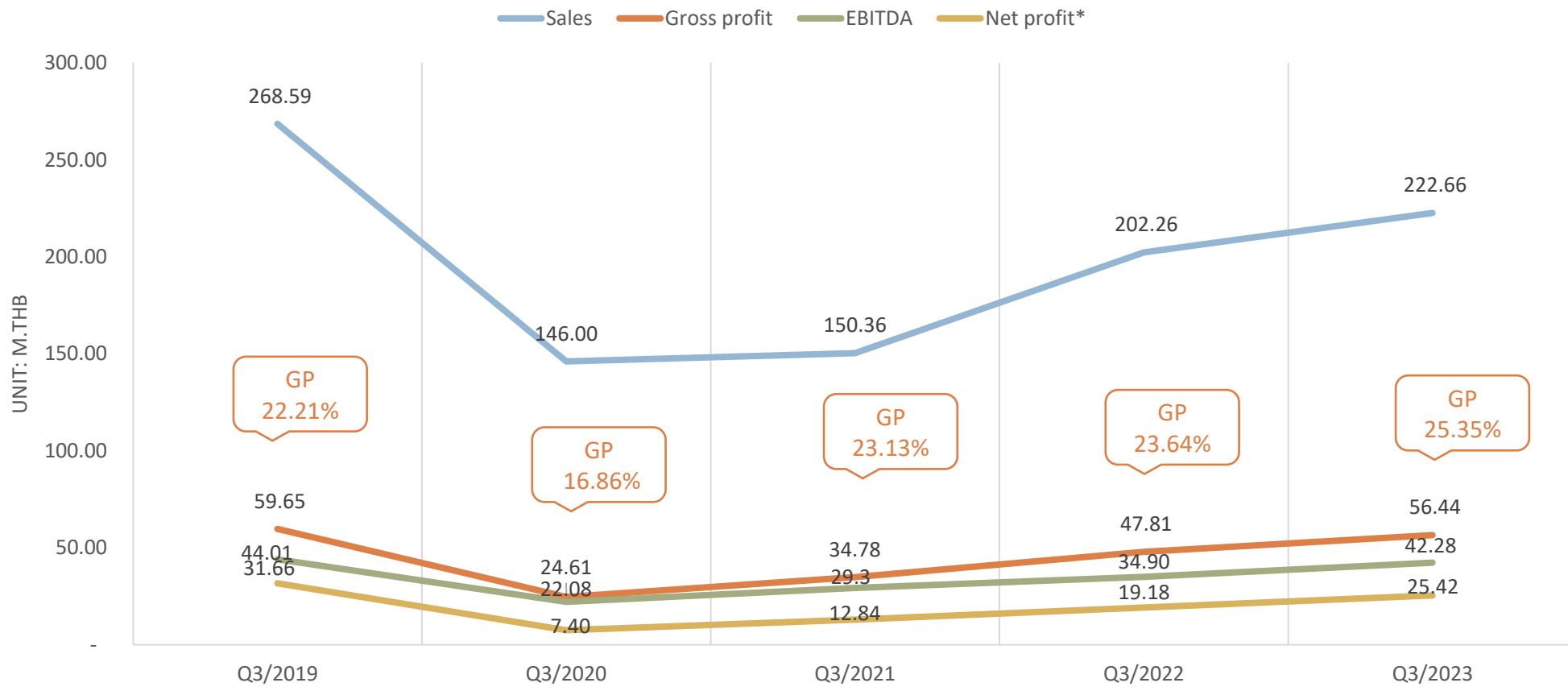
Revenue by Market



Historical Performance

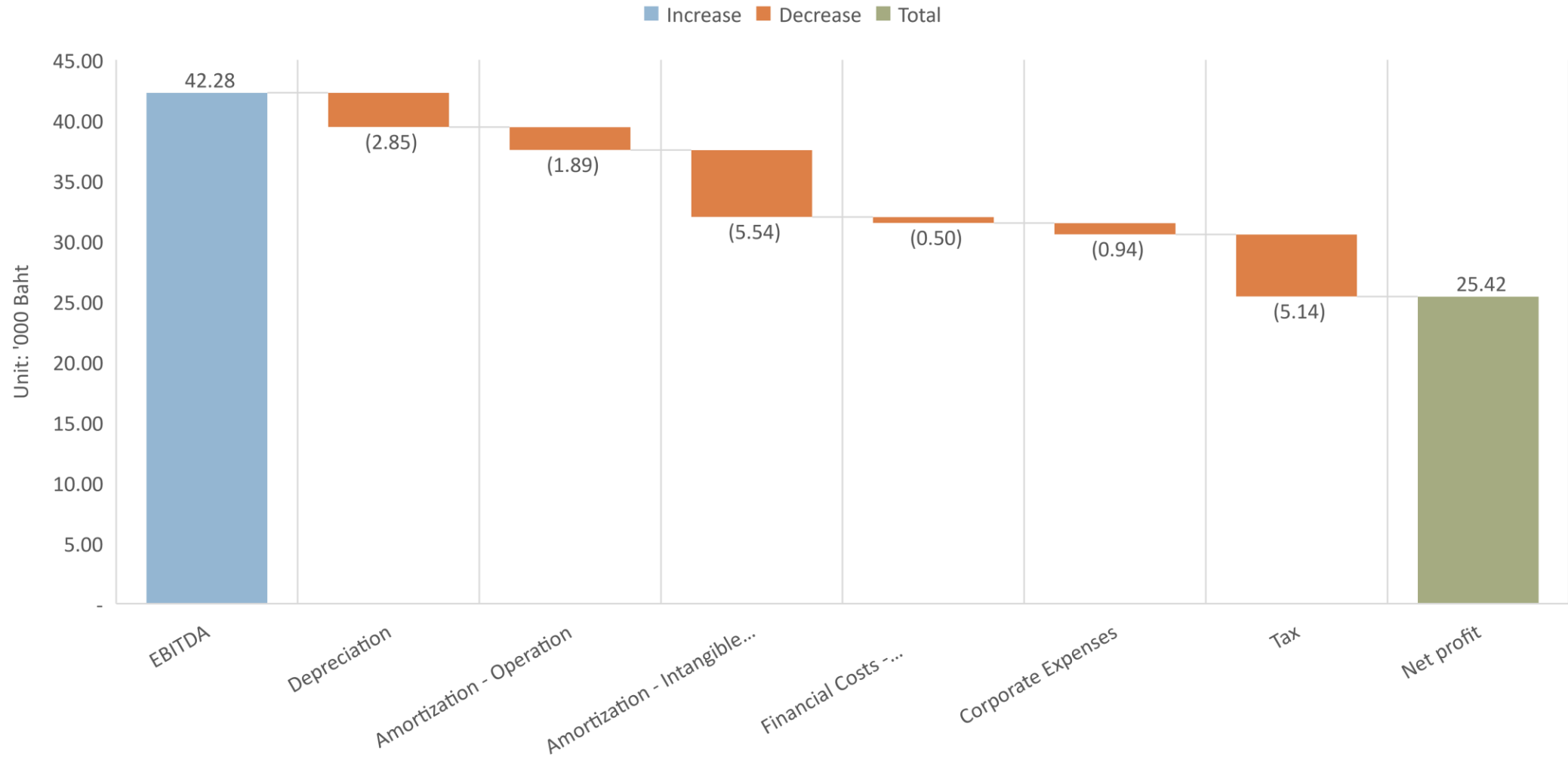
The automotive demand rose. A slow-paced recovery

TCM Automotive Performance



Before Covid

TCM Automotive EBITDA to Net Profit



Our Focus are:

- Build muscle. Operating performance improved and will continue to be better.
- Enhance long term competitiveness through R&D, innovation, sustainability, branding, collaboration w partners, people development.
- Pay bank loan earlier to reduce interest expense.
- Net Zero goal 2050
- TCML IPO listing time is subject to economic situation.

Questions & Answers



Global Presence • Aesthetic Excellence • Business Integrity

Contact :

Address: TCM Corporation Plc.
2054 New Petchburi Road, Bangkapi, Huaykwang,
Bangkok, 10310 Thailand
Tel: +66 (0) 2 318 3960

Investor Relations :

E-mail: ir@tcm-corporation.com
Tel: +66 (0) 2 318 3960 ext. 412