



#### **SRI TRANG AGRO-INDUSTRY**

**PUBLIC COMPANY LIMITED** 

**2Q25 Presentation** 











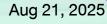












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02 Financial Performance

03 Business Highlights

04 Natural Rubber Market Situation



# Company Overview



#### THE WORLD'S LEADING FULLY INTEGRATED

#### NATURAL RUBBER COMPANY

**Upstream** 

RUBBER PLANTATIONS

**7,500** Hectares

of rubber plantations, covering in 19 provinces in Thailand

Midstream



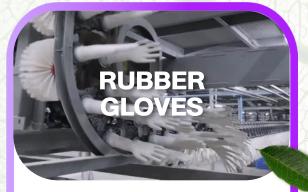
NR processing plants in **Thailand**, Indonesia, Myanmar and Ivory Coast

**3 million tons** in production capacity per year

million tons sold in 2024



**Downstream** 



locations of glove factories in Thailand

**billion pieces** of gloves in production capacity per year

billion pieces of gloves sold in 2024

175+ countries sold over the world

SRITRANG's Global Presence

















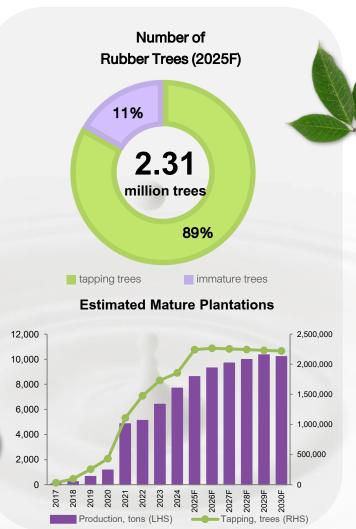




#### **UPSTREAM OPERATIONS**

#### **RUBBER PLANTATION**





#### **Rubber Plantation**

**5,900** Hectare

of Sri Trang Rubber & Plantation Co. Ltd registered to **T-VER** 



Expected amount of Carbon Absorption and reducing emission in rubber plantation

154,465 tco<sub>2</sub>eq/year



The amount of GHG certified as Carbon Credits

14,450 tco<sub>2</sub>eq

(for the period from 1 October 2022 to 11 August 2023)





FSC+EUDR\* 7,990,954

Y2024

#### Thailand's largest FSC Rubber producer

with the most extensive FSC-certified production and plantations. We hold FSC certifications for both

concentrated latex (LTX) and specified block rubber (STR).



FSC® Search





FSC+EUDR

8,900,000

Y2025

Plan

Production (KG)



In 11 provinces

(as of 31 August 2023)

**Phitsanulok** 

**Chiang Rai** 

Lampang

**Pichit** 

Petchabun

Kalasin



\*Phitsanulok



**FSC STR Production** 

**Chiang Mai** 

Phrae

Pha Yao

Sa Kaeo

Sakon Nakhon

Pioneer in fully integrated FSC latex supply chain

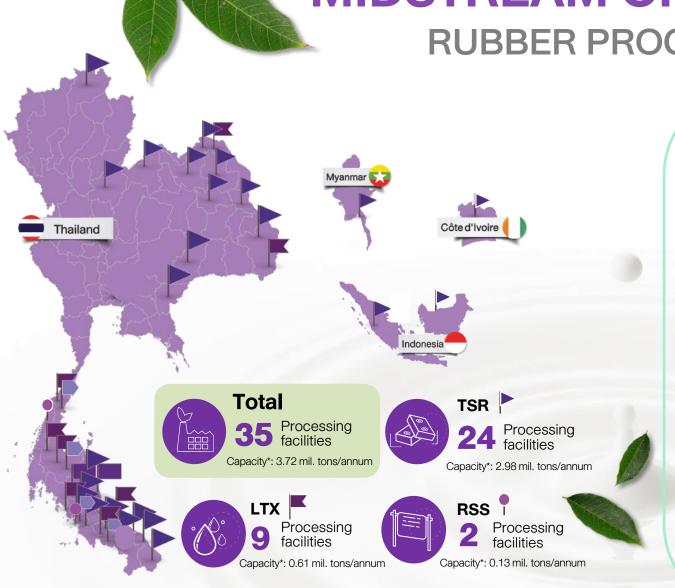




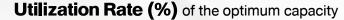


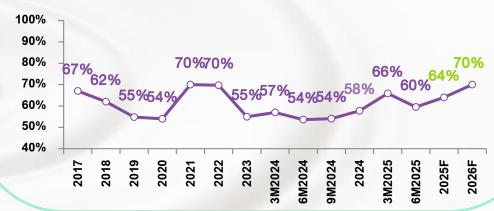
#### **MIDSTREAM OPERATIONS**

RUBBER PROCESSING

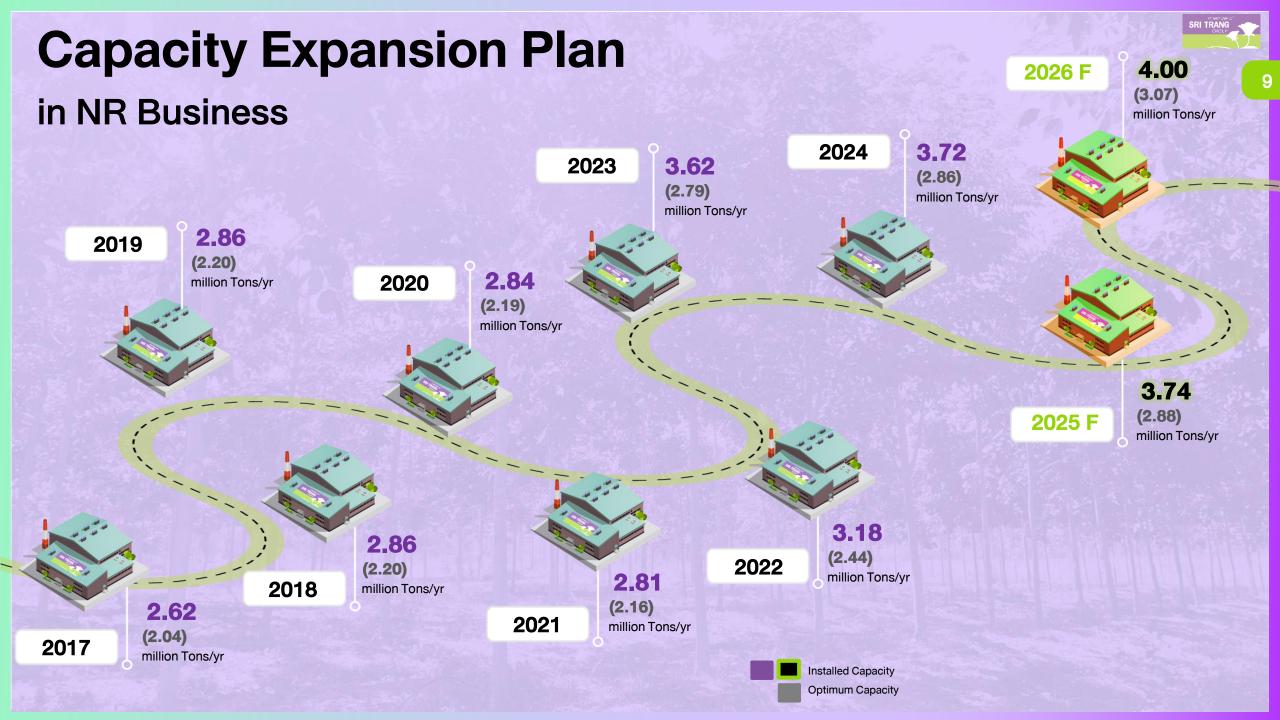


#### **NR Capacity Expansion Plan (million tons)** 4.50 3.62 3.69 3.83 3.85 3.72 3.72 3.72 3.74 4.00 4.00 3.50 2.62 2.86 2.86 2.84 2.81 3.00 2.50 2.79 2.86 2.97 2.98 2.86 2.87 2.87 2.88 2.00 1.50 2.20 2.20 2.19 2.16 1.00 0.50 0.00 Obtimmm Cabacith 6M2024 2020 Installed Capacity





Note: \*Total engineering capacity



#### **DOWNSTREAM OPERATIONS**

The World's Leading Sustainable Gloves Manufacturer



#### **Supply 71 Product Types Worldwide**



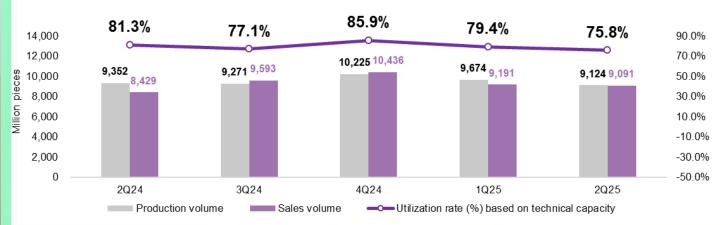
Explore our 「Touch Of Life」 product line
We offer a wide range of high-quality natural latex and nitrile examination gloves

#### The World's Leading Sustainable Gloves Manufacturer

#### **Supply 71 Product Types Worldwide**



#### Sales Volume & Production

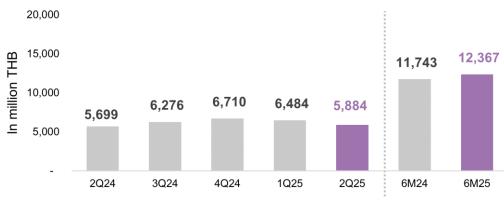


#### **STGT's Product Mix by Gloves Sales**



\*Non-glove sales revenue is excluded of THB 27.1 million.

#### Gloves' Sales Revenue



#### **STGT's Key Competitive Advantages**



#### 1. Unique Product Mix:

Good mix of affordable NR gloves allows us to penetrate to emerging countries where double or triple digits growth is prominent, and NBR gloves balance our revenue from mature markets.

#### 8. ESG Leader:

- Environmentally friendly technology by using 100% of non-fossil based energy in production
- Awarded and rated best in class in workforce treatment under highly recognized standards
- Achieved the reduction of GHGs emission greater than the target and continue to pursue more challenging goal

#### 7. Tax benefit from the Board of Investment **Thailand (BOI):**

5-8 years tax holidays from capacity expansion investment enables us to have low effective tax rate.

#### 2. Security of supply:

Access to sufficient and high-quality supply of concentrated latex from STA Group. Our factories are located proximity to the main source of concentrated latex of the world.



**GLOVES** 

#### 3. Low transportation and inventory handling costs:

STGT's production facilities are located next to STA Group's concentrated latex factories and short distance to the seaports.

#### 4. No burden on import tax (CESS) of concentrated latex:

As a domestic manufacturer, STGT's NR latex procurement is free from import tax.

#### 6. Interest subsidy:

from Thai Government for long-term loans at the maximum rate of 3% till 2026.

#### 5. Lower energy cost:

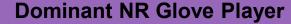
TAX

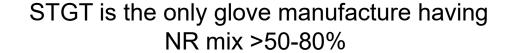
Access to abundance of biomass woodchip as a main fuel source comparing to fossil base (natural gas) which is typically used by competitors in other countries.

#### SRI TRANG CROLP

#### "Unique" in Various Aspects









ESG Leadership & Clean Production

"Clean World Clean Gloves" drives sustainable growth through low-carbon NR gloves and eco-friendly manufacturing.



**Well Diversified Geography Revenue** 

30-40% of STGT has revenue contribution represented by Asia, where USA, EU and Latin accounts for <20% each



Strategic Positioning

Amid Geopolitical Tensions

Limited geopolitical exposure, with potential trade advantages from shifting global policies.



**Resilient Production Facilities** 

Most of production facilities offer interchangeable of raw material in powdered-free offline process

#### **STGT Leadership Enhancement**



#### 1. Expand the Product Lines to Other specialty Gloves

Offer more variety of products to cover more customer's needs.



## Leadership Enhancement

#### 2. Optimize the Production Capacity

Utilize facilities to maximize the profitability for each product category.

#### 3. Market Expansion to Various Countries

In 2023, we had expanded our market by entering new countries to Haiti and Sierra Leone, adding to our presence for 175 countries worldwide.

#### 4. Application of Automation and Technology moving to Al

These boost efficiency, safety, cost reduction, and enhance product quality. These technology have adapted quickly to market demands and provided strategic insights through rapid data analysis, improving decision-making in the production process.



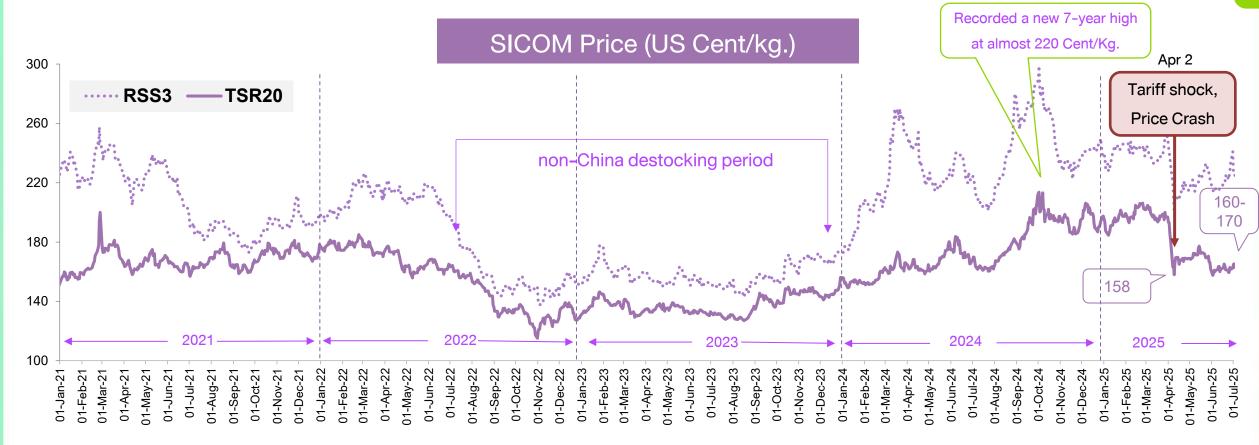




## Financial Performance

#### **Rubber Price Movement**





#### SICOM TSR20 Quarterly Average Prices

ı	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25
	167.0	165.3	166.0	172.9	176.9	165.4	146.7	129.8	137.3	134.4	133.5	145.3	157.3	168.3	175.1	196.0	197.4	167.9
	(+8.1%)	(-1.0%)	(+0.4%)	(+4.2%)	(+2.3%)	(-6.5%)	(-11.3%)	(-11.5%)	(+5.7%)	(-2.1%)	(-0.7%)	(+8.9%)	(+8.2%)	(+7.0%)	(+4.1%)	(+11.9%)	(+0.7%)	(-14.9%)

#### **Financial Highlights**



(Unit : THB million)	2Q25	2Q24	%YoY	1Q25	%QoQ	6M25	6M24	%YoY
Revenue	30,841.4	25,820.5	19.4%	34,385.1	-10.3%	65,226.5	49,498.4	31.8%
NR Sales volume (tons)	397,461	329,376	20.7%	396,955	0.1%	794,416	647,248	22.7%
NR Avg. selling price (USD per ton)	1,889.0	1,692.0	11.6%	2,066.3	-8.6%	203.0	162.5	24.9%
Gloves Sales volume (million pieces)	9,091	8,429	7.9%	9,191	-1.1%	18,282	18,520	-1.3%
Gloves Avg. selling price (USD per 1,000 pieces)	19.64	18.50	6.2%	20.87	-5.9%	20.27	17.60	15.2%
Gross profit	1,363.6	3,145.7	-56.7%	3,138.1	-56.5%	4,501.8	5,018.4	-10.3%
Adj. gross profit**	1,862.6	2,778.3	-33.0%	2,974.2	-37.4%	4,836.8	4,607.0	5.0%
SG&A	(2,043.6)	(1,995.8)	2.4%	(1,946.8)	5.0%	(3,990.4)	(3,784.9)	5.4%
Other income and dividend income	51.7	68.1	-24.2%	71.0	-27.3%	122.7	113.2	8.4%
Gains (loss) on exchange rate, net**	(171.4)	21.1	-911.2%	(239.7)	-28.5%	(411.0)	233.9	-275.7%
Other gains (loss)*	236.3	(118.0)	-300.2%	194.5	21.5%	430.8	(477.4)	NM
Operating profit (loss)	(563.3)	1,121.1	-150.2%	1,217.2	-146.3%	653.9	1,103.2	-40.7%
Share of profit (loss) from investments in JV	54.8	48.9	12.1%	27.0	103.2%	81.7	62.2	31.5%
EBITDA	647.6	2,150.7	-69.9%	2,370.1	-72.7%	3,017.8	3,065.4	-1.6%
EBIT	(508.5)	980.7	-151.9	1,244.1	-140.9%	735.6	1,165.3	-36.9%
Finance income	66.9	119.6	-44.0%	75.5	-11.3%	142.4	223.0	-36.1%
Finance cost	(377.2)	(435.1)	-13.3%	(477.2)	-21.0%	(854.4)	(826.5)	3.4%
Tax Income (expense)	112.6	(92.7)	NM	(19.4)	NM	93.2	(53.2)	-275.3%
Net profit	(786.8)	628.4	-225.2%	688.7	-214.2%	(98.1)	298.7	-132.8%
GP margin	4.4%	12.2%		9.1%		6.9%	10.1%	
Adj. GP margin*	6.0%	10.8%		8.6%		7.4%	9.3%	
Operating profit margin	-3.6%	4.3%		3.5%		1.0%	2.2%	
EBITDA margin	2.1%	8.3%		6.9%		4.6%	6.2%	
Net profit margin	-2.6%	2.4%		2.0%		0.2%	1.0%	

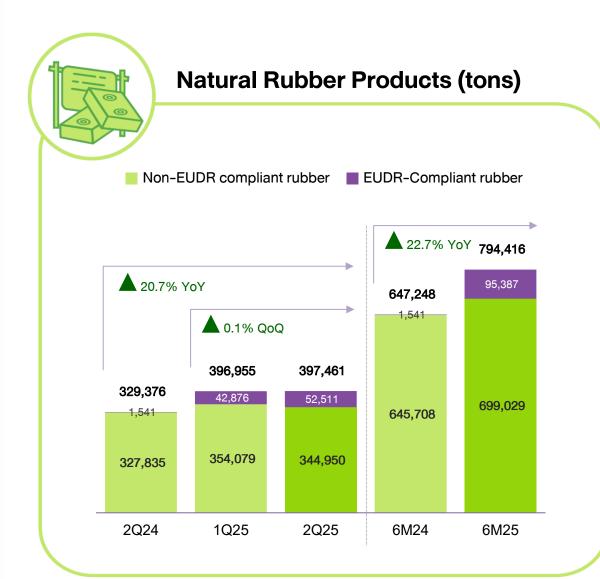
<sup>\*</sup>Adjusting for (reversal) allowance of inventory and realized gains /(losses) from hedging activities

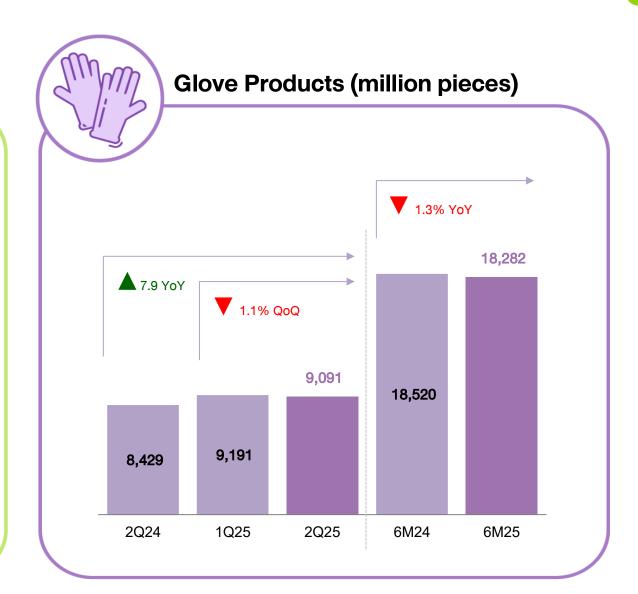
 $<sup>{}^{\</sup>star\star}\text{Reclassified according to TFRS 7-- Just only FX gains/ (losses) related to AP, AR, loans can be shown in this item$ 

<sup>\*\*\*</sup>Reclassified according to TFRS related to financial instruments of currency and commodities

#### **Sales Volume**





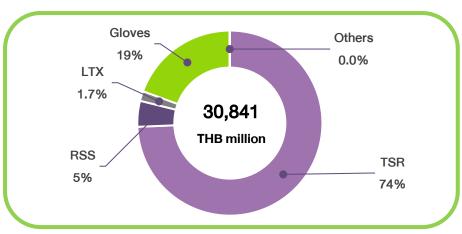


#### Sales Revenue - 81% contribution from NR business in 2Q25

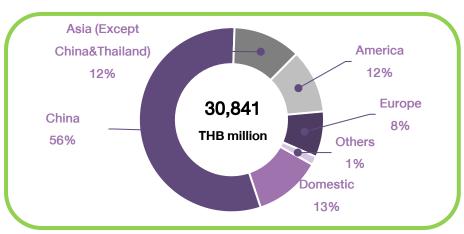
#### Sales Revenue by Product (m THB)



#### **Sales Breakdown by Product**



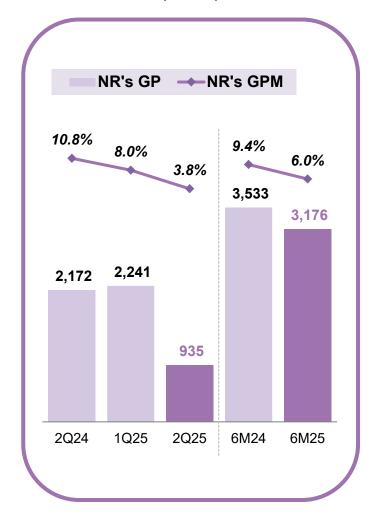
#### **Sales Breakdown by Region**



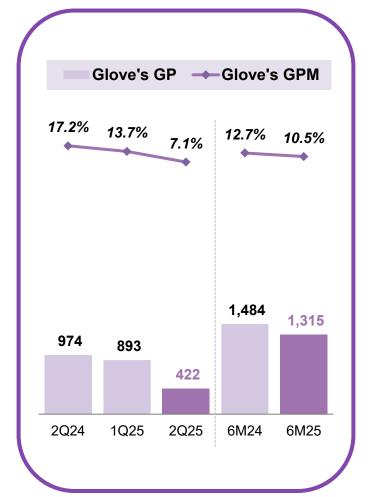
#### **Gross Profit**



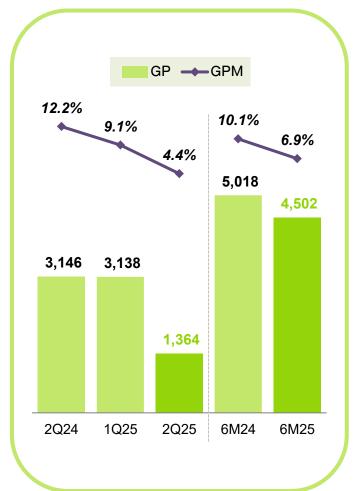
NR's Gross Profit (m THB)



Glove's Gross Profit (m THB)



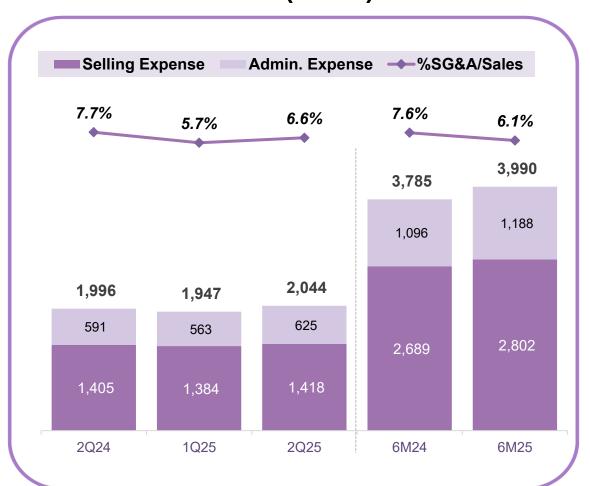
Blended Gross Profit (m THB)



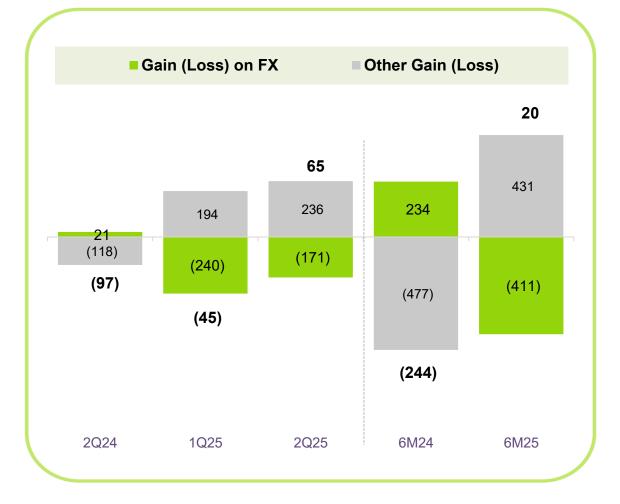
#### SG&A, Gain on FX, and Other Gain



#### SG&A (m THB)



#### Gain (Loss) on FX and Other Gain (Loss) (m THB)



#### **EBITDA** and Net Profit



#### **EBITDA** (THB million)



#### Net Profit (THB million)



## Business Highlights

#### Major Customers in Midstream Business

We Proudly Serve Everyone

#### Conventional (non-China)

















Japan













India







Thailand (non-China)

































#### **Sri Trang Digital Products**

SRI TRANG

Our Apps were developed to serve all rubber industry stakeholders with traceability as a core value of development.



Dealers and Farmers
sell rubber to STA via this platform



**Friends Station App** 



Dealers purchase and collect rubber from Farmers via this App





Drivers provide services to deliver rubber from Farmer's plantations to STA "Sri Trang Friends
Ecosystem"

industry

✓ Geolocation available (GPS)



Sri Trang Friends Ecosystem revolutionizes by connecting everyone involved in the rubber industry and become the first pioneer in fully integrated latex and TSR supply chain.

480 million sqft OF FSC FM land Cloud Smart Factory Sustainable **Services** sourcing ✓ Smart receiving system (Real time update to end user) ✓ Smart manufacturing system Transparent rubber trading proceeded via Sri Trang Friends App. Source of raw material recorded (Up to sub district level) Farm Management ✓ Geographic Information System Friends Station GPS, Shape file recorded Program ✓ Transaction Traceability Built system to integrate with Provide POS for operating RAOT or 3<sup>rd</sup> party for verification SUPER Super Driver trader shops to record transactions, print slips, and check historical data Provide services for farmers in Geolocation available (GPS) remote area ✓ Create a new job in the rubbe

#### The Road to Traceable Natural Rubber Sourcing

"Sri Trang Friends Platform" is the first platform to provide one stop services for rubber farmers and traders, such as offer and match their rubber quotation and schedule time for delivering to factory via App - facilitating a more transparent and professional rubber trading business, and other services to serve our user's needs Moreover, STA has recently expanded to a new "Sri Trang Friends Station App", consisting of (1) Super Driver services – providing rubber delivery services for fellow rubber planters who may be constrained by distance and (2) Rubber Trading program – for our traders whom used for operating their rubber business on STA professional standard. All in all, it is to create traceable rubber sourcing ecosystem, tracing from smallholder farmers to traders to factories, ensuring good quality raw material sourced for producing finished goods.

#### **EUDR Enforcement Effective 30 Dec 2025**

Our EUDR-compliant sales volume is expected to be approx. 15 k tons/month in 3Q25







Cocoa & Chocolate



Palm Oil



Rubber & Wood



Cattle & Beef



Coffee



Soy

EUDR requires 7 commodities and certain specified products made from them must be "deforestation-free" for export to the EU.

- Deforestation-free (cut-off date after 31 Dec 2020)
- Products must adhere to the laws of their country of origin.
- Legality Check







STA is ready for the new mega trend of Traceability & Sustainability. Many tire maker companies strongly requires natural rubber to be traceable to source of origin as they are required proof to comply with EUDR by implementing traceability, we therefore has better chance to secure sales volume and possible premium.

Update on SRI TRANG AFRICA
Current production: approximately 1,000 tons/ month (target 2,000)













#### **Green Process**

"Emphasize the environmentally and socially - friendly production process"











#### Climate Change and Energy Management

#### **Biomass Fuel**



Proportion of renewable energy used in the production process is

**49.8%** of the total energy consumption





#### **Solar Floating Project**



Installed 8 branches: Mukdahan, Thung Song, Huai Nang, Udon Thani, Loei, Bueng Kan, Sa Kaeo, and Buriram



Total installed capacity

Electricity generation 28 million kWh/year



Reducing GHG emissions

**14,000** tCO<sub>2</sub> eq/year



#### **Target**



Total reduction of greenhouse gas emission (Scope 1 and 2) per product unit by

10 percent

compared to the base year 2021 by 2026

#### **Performance**



GHG emissions intensity is

**0.105** tCO<sub>s</sub>e per ton of product

Percentage of GHG emissions intensity reduction compared to base year is 12%



#### Carbon sequestration and reducing emission





Expected amount of GHG **Emission Reduction** 

154,465 tCO<sub>2</sub> eq/year



The amount of GHG certified as Carbon Credits



(for the period from 1 October 2022 to 11 August 2023)



#### **Green Process**

"Emphasize the environmentally and socially - friendly production process"













#### **3Rs Water Management**

(Reduce, Reuse and Recycle)







#### **Target**

Reduce new water withdrawals from water sources per product unit by 20 percent compared to the base year 2022 by 2026.

#### **Performance**

Percentage of water withdrawal intensity reduction compared to base year is 31%



The Company reuses treated water, accounting for 93% of the total water consumption





Manage waste with the 3Rs principle and Circular Economy



#### Useful Soil project (7<sup>th</sup> year)

Processing 429 tons of sludge from the wastewater treatment system into soil improvement material







#### **Green Product & Green Procurement**

"Produce high-quality products that are free of chemical substances and create happiness for external and internal societies"











#### **Human Rights** and Non-Discrimination



- United Nations Guiding Principles on Business and Human Rights (UNGPs)
- International Labour Organization (ILO)

#### Employees' Care and Development



**Employee** Engagement **89%** (Target 85%)

#### Occupational Health & Safety Management



Target 100% of block rubber factories by 2025.



13 factories have received certification is 50% of the total number of factories

ISO45001

Expand to 8 factories in 2025

#### **Participation to Development Social and Communities**



"Good Quality Latex Creates Happiness" Project (5th year)

Project satisfaction score 99.8% (Target 85%)



"Bun Tuk Yang Tid Rang Srang Roi Yim" Project (8<sup>th</sup> year)

Rubber trucks that met the standard average 99.38% (Target 100%)



S-Brick: Sustainable Brick, Green Brick Project

Paving bricks, made from ashes, for landscape improvement in the communities, worth THB 55,232



Sri Trang Volunteer Project

1,050 projects 5,977 employees participating



#### **Green Company**

"Conduct the business based on transparency and pursue the sustainable growth"







#### **Good Corporate Governance**











Receive Corporate Governance Assessment at

"Excellent Level" for 6 consecutives years

From Thai Institute of Directors Association (IOD)

#### **Customers and Consumers Relationship Management**



Customers Satisfaction Score: 87%

(Target 80%)

#### **Anti-Corruption**



Received the **CAC Change Agent Award 2024** 

from the Thai Private Sector Collective Action Against Corruption (CAC)

#### **Innovation Development**



To enhance competitiveness



To promote the sustainable and environmentally friendly operation

#### **Supply Chain Management**

#### The preparation for **EU Deforestation Regulation**



#### **Developed Sri Trang Ecosystem**

via Sri Trang Friends and **Sri Trang Friends Station application** 

- Transparent
- Equitable and Fair
- **⊘** Traceable



Generated income for small-scale farmers who sold rubber to the company through the application, amounting to 1,683 million Baht.



Supported 335 farmers across 27 provines, creating jobs and generating over 10 million Baht in income for the community.

### Standard Certification, Membership and Sustainability Ratings



#### **Management Certificates**



Forest Stewardship Council (FSC™) FSC™-FM & FSC™-CoC







#### **ESG Ratings**









REFINITIV 🔫

#### Carbon Certificates & Initiative



Carbon Footprint of Organization







#### Membership & Network



Global Platform for Sustainable Natural Rubber



RubberWay



Thailand Carbon Neutral Network

#### **Sustainability Awards**





2024

Sustainability
Disclosure Recognition
2024



2020-2024

CAC Change Agent Award 2024



2023-2024

CSR-DIW and CSR-DIW Continuous 2024



2014-2024

Supporting People with Disabilities 2024



2016-2024

Disease-Free, Safe Workplace, Healthy Body and Mind 2024



2023-2024

Climate Action Leading Organization: CALO



2024

## Natural Rubber **Market Situation**



#### **Good Rainfall Boosts Agricultural Output**

เตรียมรับมือราคาลำไยตกต่ำ หลังผลผลิตเพิ่ม13 % และ ลำไยนอก ฤดูค้างสต๊อก



Thailand's key economic fruits, 2025: Bumper harvest could trigger a sharp decline in prices and a 4.8% drop in total sales (Current Issue No.3583 Full Ed.)

Ref: https://www.thaipbs.or.th/news/content/350741

https://www.thansettakij.com/economy/trade-agriculture/625967 https://www.amarintv.com/spotlight/economy/515703

https://www.thaipbs.or.th/news/content/352966

https://www.bangkokpost.com/thailand/general/3024771/campaign-to-

reduce-thai-fruit-glut

https://www.kasikornresearch.com/en/analysis/k-econ/business/Pages/Fruit-CIS3583-KR-23-05-25.aspx



Torus consucce in Francis CROTHICLE

ทำไมทุเรียนไทยราคาร่วงหนัก หน้าสวนต่ำกว่า 100 บาท/ กก. ดิ่งสุดในรอบ 5ปี

#### Campaign to reduce Thai fruit glut

Public and private sectors encouraged to support farmers by stepping up purchases



ปีนี้แย่สุด! มะม่วงน้ำดอกไม้ล้นตลาด เกรดส่งออกเผชิญพิษ เศรษฐกิจโลก



อธิบดีค้าภายใน เตรียมนัดประชุม กนป. เร่งด่วน แก้ราคาปาล์ม ตก

ฐานเศรษฐกิจ







#### Thank you









