



SRI TRANG AGRO-INDUSTRY

PUBLIC COMPANY LIMITED

4Q24 & FY24 Presentation



















Disclaimer



IMPORTANT: You must read the following before continuing. In accessing the attached presentation (this "presentation"), you agree to be bound by the following terms and conditions, and you consent to delivery of the attached document by electronic transmission.

This presentation is being made available to you solely for your information and use at the performance briefing to present about Sri Trang-Agro Industry Public Company Limited (the "Company") financial result which may involve the forecasts, targets and other forward-looking information and discussion regarding the Company. Neither this presentation nor any of its contents may be disclosed, distributed or used for any other purpose without the prior written consent of the Company.

This presentation may contain "forward-looking statements", which are based on current expectations and projections about future events, and include all statements other than statements of historical facts, including, without limitation, any statements preceded by, followed by or that include the words "targets", "believes", "expects", "aims", "intends", "will", "may", "anticipates", "would", "plans", "could", "should", "predicts", "projects", "estimates", "foresees" or similar expressions or the negative thereof, as well as predictions, projections and forecasts of the Company, its industry and relevant markets, which are not necessarily indicative of the future or likely performance of the Company or its industry, and are not guaranteed. Such forward-looking statements, as well as those included in any other material discussed at the presentation, concern future circumstances and results and involve known and unknown risks, uncertainties and other important factors beyond the Company's control that could cause actual results, performance or achievements to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. In addition to any risks that Company highlights during this meeting, important risk factors that may affect our future results and performance are described in Company's One-report. Such forward-looking statements are based on numerous assumptions and estimates regarding the Company's present and future business strategies, including expansion plans, dividend policy, and the environment in which the Company will operate in the future. These forward-looking statements speak only as at the date of this presentation.

This presentation also contains certain statistical data and analyses (the "Statistical Information") which have been prepared in reliance upon information furnished by the Company and/or third party sources for which the Company has either obtained or is in the process of obtaining the necessary consents for use. Numerous assumptions were used in preparing the Statistical Information, which assumptions may or may not appear herein. As such, no assurance can be given as to the Statistical Information's accuracy, appropriateness or completeness in any particular context, nor as to whether the Statistical Information and/or the assumptions upon which they are based reflect present market conditions or future market performance. Moreover, any information from third party sources contained in this presentation may not be used or relied upon by any other party, or for any other purpose, and may not, directly or indirectly, be reproduced, disseminated or quoted without the prior written consent of such third party. This presentation does not purport to be a complete description of the terms of or the risks inherent in any actual or proposed transaction described herein.





02 Financial Performance

03 Business Highlights

04 Natural Rubber Market Situation



Company Overview



NATURAL RUBBER COMPANY

Upstream

RUBBER PLANTATIONS

7,500 Hectares

of rubber plantations, covering in 19 provinces in Thailand

Midstream



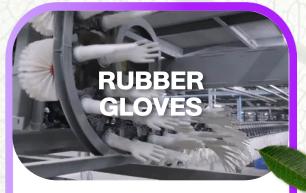
NR processing plants in Thailand, Indonesia, Myanmar and Ivory Coast

3 9 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

38 5 billion pieces of gloves sold in 2024

175+ countries sold over the world

SRITRANG's Global Presence



















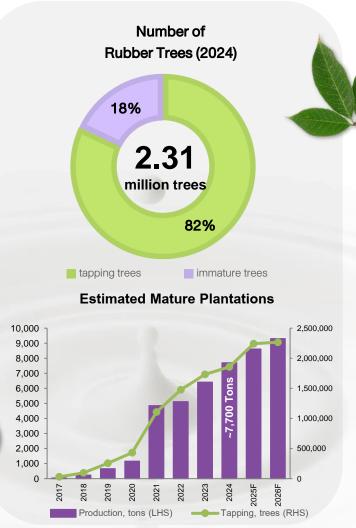




UPSTREAM OPERATIONS

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 tCO₂eq/year



The amount of GHG certified as Carbon Credits

14,450 tco₂eq

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



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).



Production (KG)

Petchabun

Kalasin



*Phitsanulok



FSC® Search



Pioneer in fully integrated FSC latex supply chain

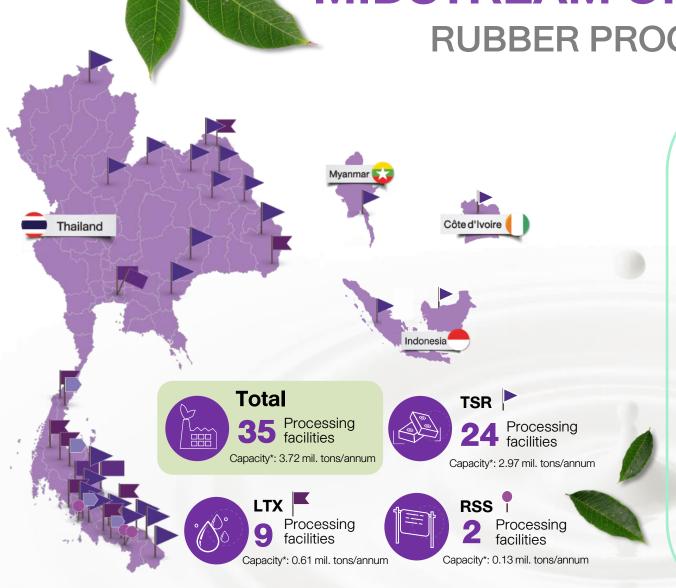


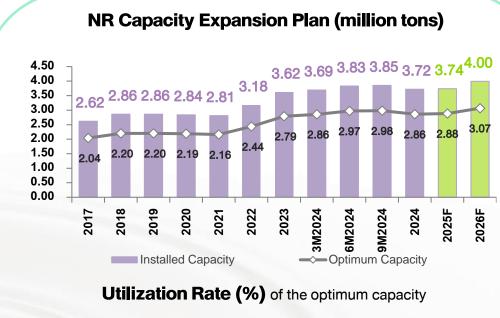


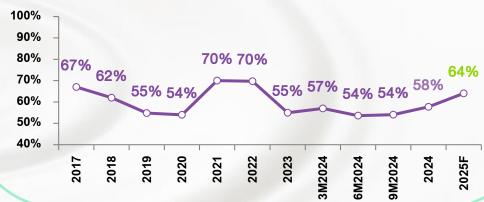


MIDSTREAM OPERATIONS

RUBBER PROCESSING





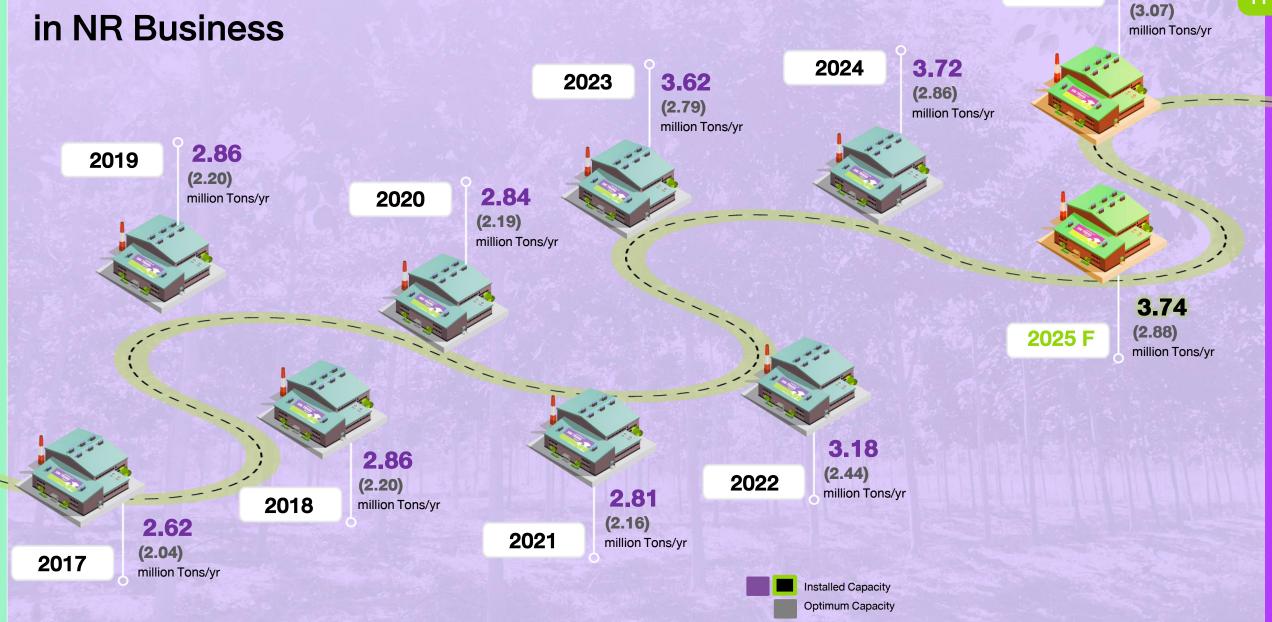


Note: *Total engineering capacity

4.00

2026 F

Capacity Expansion Plan



Aggressive Expansion

SRI TRANG GROUP

in TSR Plants



THB 9,000 million

Investment Budget for TSR Capacity Expansion



✓ Completed projects in 2022–2023

Commercial Run	Location Plant	Capacity (Tons)				
	Pitsanulok	70,080				
	Sakon Nakorn	70,080				
FY2022	Bueng Kan	87,600				
	Sikao, Trang	70,080				
	Myanmar	8,760				
	Sa Keao	122,640				
FY2023	Kalasin	122,640				
1 12023	Loei	122,640				
	Buriram	70,080				
Total		744,600				

Total TSR Engineering Capacity as of 31 Dec 23 totaled 2.41

Million Tons

Completed projects in 2022 and Expansion Plan for 2025–2026

Comme	rcial Run	Location Plant	Capacity (Tons)
	1Q2024 (Completed)	Pitsanulok	70,080
FY2024	2Q2024	Ivory Coast	8,760
	(Completed)	Mukdahan	140,160
EVO	025	Myanmar	17,520
F12	.025	Ivory Coast	8,760
EVO	0006	Chiang Rai	70,080
F12	2026	Sakon Nakon	70,080
То	tal		389,820

* Total TSR Engineering Capacity will be 3.14 Million Tons in 2025



DOWNSTREAM OPERATIONS

The World's Leading Sustainable Gloves Manufacturer



Supply 71 Product Types Worldwide



We offer a wide range of high-quality natural latex and nitrile examination gloves



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.



5. Lower energy cost:

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.



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.



6. Interest subsidy:

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



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.



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.



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

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



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















Dominant NR Glove Player

STGT is the only glove manufacture having NR mix >50-80%

Well Diversified Geography Revenue

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

No Exposure in Geopolitical Risks

Never expose to any geopolitical conflict or trade war with any countries

Resilient Production Facilities

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



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.

Printles No.		238		See Sylvision
GRITI	M	-210	34	
1,000	7614	181312	1000	
0.000	957	HIN		
1002	361	ent-		
onwore:	MALE.	INI		
los.	MMC	HTT:		
127	FFF	TREASURE	90	
80%	74	MI.		
NONE-SZIT	00.761	940		
M950	50,03			

3. Market Expansion to Various Countries

In 2023, we had expanded our market by entering new countries to Haiti and Sierra Leone, marked 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.

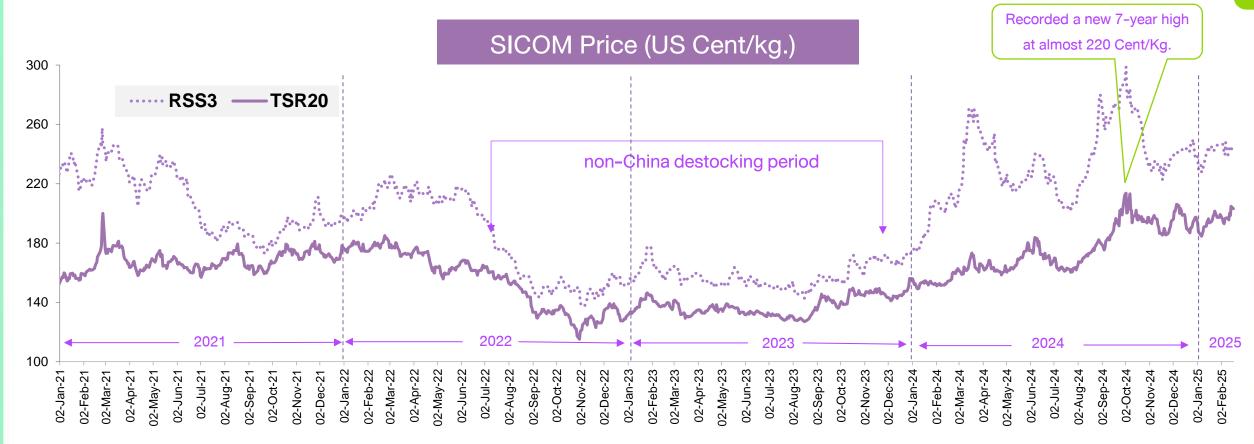




Financial Performance

Rubber Price Movement





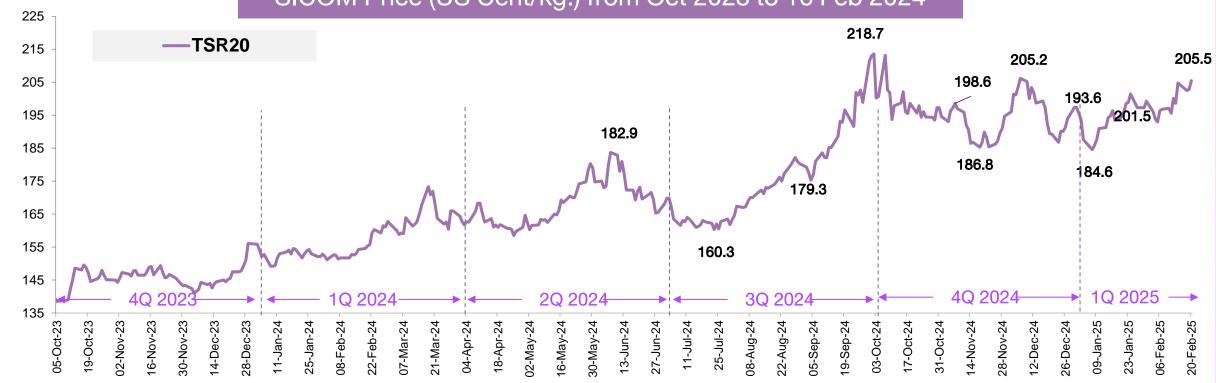
SICOM TSR20 Quarterly Average Prices

١	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24
	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
	(+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%)

Rubber Price Movement







SICOM TSR20 Monthly Average Prices

Oct-23	Nov-24	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-24
144.1	146.5	145.4	152.7	155.1	164.1	162.7	168.8	173.8	163.5	173.6	189.6	199.5	191.1	199.5	193.8
(+2.5%)	(+1.7%)	(-0.8%)	(+5.0%)	(+1.6%)	(+5.8%)	(-0.9%)	(+3.7%)	(+2.9%)	(-5.9%)	(+6.2%)	(+9.2%)	(+5.3%)	(-4.2%)	(+5.3%)	(-1.6%)

Financial Highlights



(Unit : THB million)	4Q24	4Q23	%YoY	3Q24	%QoQ	FY24	FY23	%YoY
Revenue	33,256.8	21,709.1	53.20%	31,618.5	5.20%	114,373.7	84,244.9	35.80%
NR Sales volume (tons)	386,956	313,656	23.4%	380,565	1.7%	1,414,770	1,306,494	8.3%
NR Avg. selling price (USD per ton)	1,965.6	1,461.2	34.5%	1,862.4	5.5%	1,774.1	1,424.8	24.5%
Gloves Sales volume (million pieces)	10,.436	8,840	8.8%	9,593	8.8%	38,549	31,384	22.8%
Gioves Avg. selling price (USD per 1,000 pieces)	19.0	16.7	13.9%	18.9	0.6%	18.3	17.5	4.6%
Gross profit	2,510.9	1,982.4	26.7%	3,292.0	-23.7%	10,821.3	8,162.9	32.6%
Adj. gross profit**	2,840.2	1,719.2	65.2%	3,282.2	-99.98%	10,729.4	8,212.0	30.7%
SG&A	(2,141.5)	(2,285.2)	-6.3%	(2,047.0)	4.60%	(7,973.5)	(8,063.1)	-1.1%
Other income and dividend income	530.3	113.9	365.6%	63.1	740.40%	706.5	369.5	91.2%
Gains (loss) on exchange rate, net**	334.0	31.2	970.5%	(279.9)	NM	288.0	39.3	632.8%
Other gains (loss)*	390.8	(152.4)	NM	(198.1)	NM	(284.7)	(32.5)	776.0%
Operating profit (loss)	1,624.4	(310.2)	NM	830.1	95.70%	3,557.6	476.1	647.2%
Share of profit (loss) from investments in JV	28.5	(66.5)	NM	8.7	227.60%	99.4	(107.5)	NM
EBITDA	2,807.8	555.9	405.1%	1,881.1	49.30%	7,754.3	3,985.3	94.6%
EBIT	1,652.9	(376.7)	NM	838.8	97.10%	3,657.1	368.6	892.2%
Finance income	89.0	153.5	-42.0%	95.8	-7.10%	407.7	526.2	-22.5%
Finance cost	-442.7	(341.2)	29.7%	(452.2)	-2.10%	(1,721.4)	(1,421.7)	21.1%
Tax Income (expense)	-92.4	71.6	-229.1%	(17.6)	425.00%	(163.1)	71.0	-329.7%
Net profit	854.3	(422.0)	NM	517.3	65.2%	1,670.4	(434.4)	NM
GP margin	7.6%	9.1%		10.4%		9.5%	9.7%	
Adj. GP margin*	8.5%	7.9%		10.4%		9.4%	9.7%	
Operating profit margin	4.9%	-1.4%		2.6%		3.1%	0.6%	
EBITDA margin	8.4%	2.6%		5.9%		6.8%	4.7%	
Net profit margin	3.6%	-2.3%		1.5%		1.9%	-0.5%	

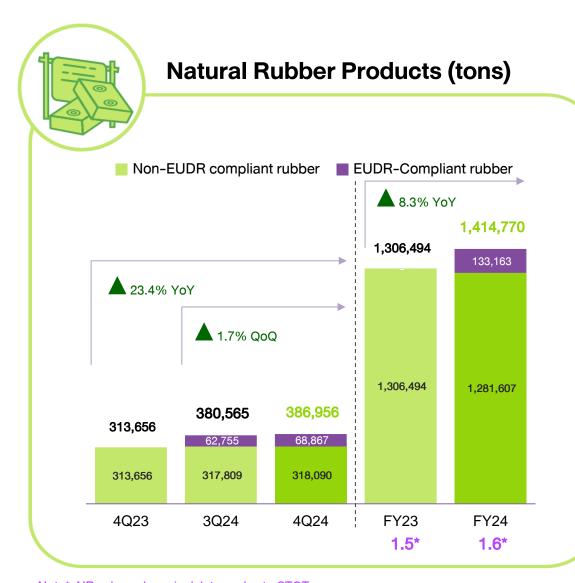
^{*}Adjusting for (reversal) allowance of inventory and realized gains /(losses) from hedging activities

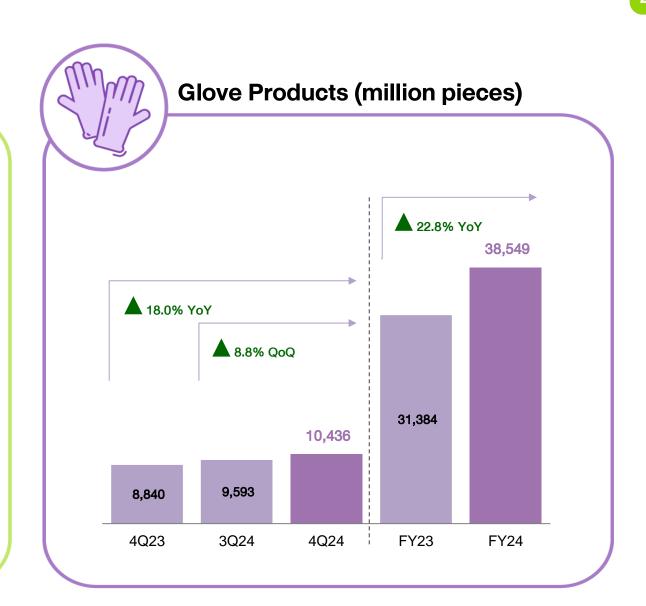
^{**}Reclassified according to TFRS 7-- Just only FX gains/ (losses) related to AP, AR, loans can be shown in this item

^{***}Reclassified according to TFRS related to financial instruments of currency and commodities

Sales Volume

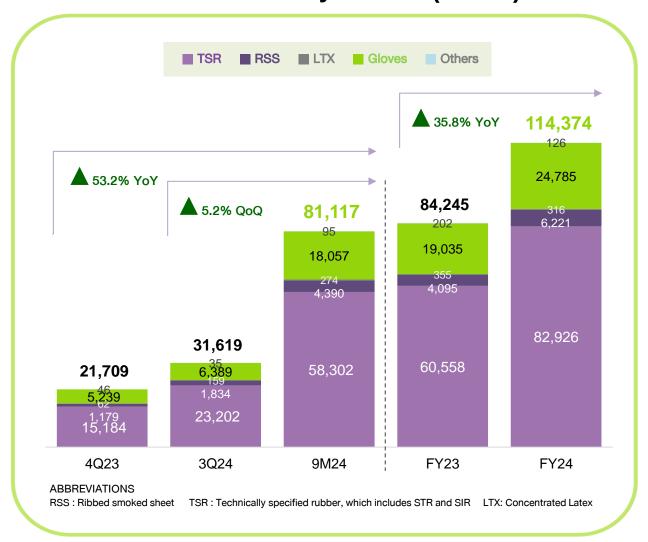






Sales Revenue - 78% contribution from NR business in FY24

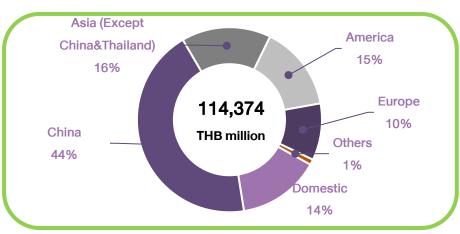
Sales Revenue by Product (m THB)



Sales Breakdown by Product (FY24)



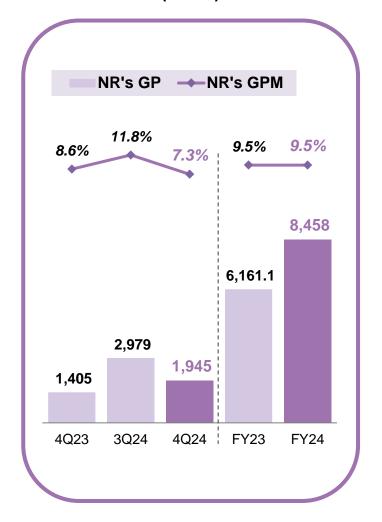
Sales Breakdown by Region (FY24)



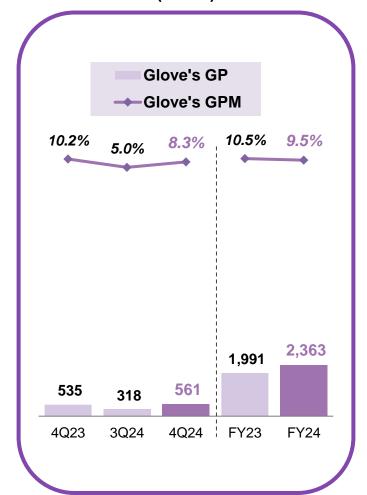
Gross Profit



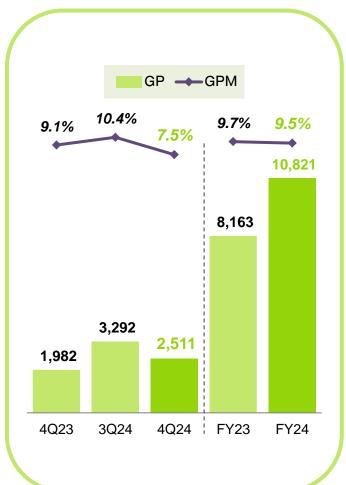
NR's Gross Profit (m THB)



Glove's Gross Profit (m THB)



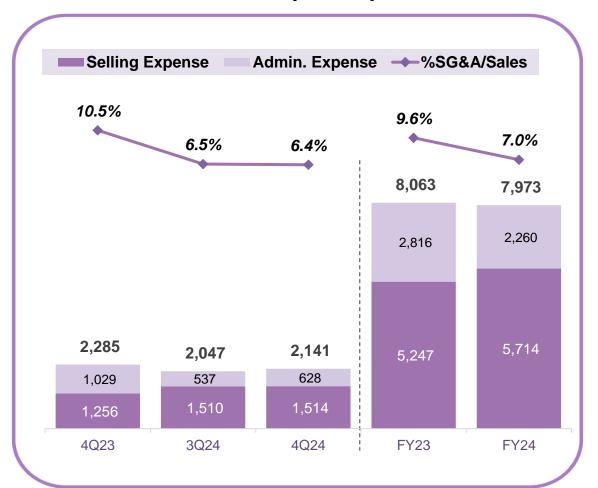
Blended Gross Profit (m THB)



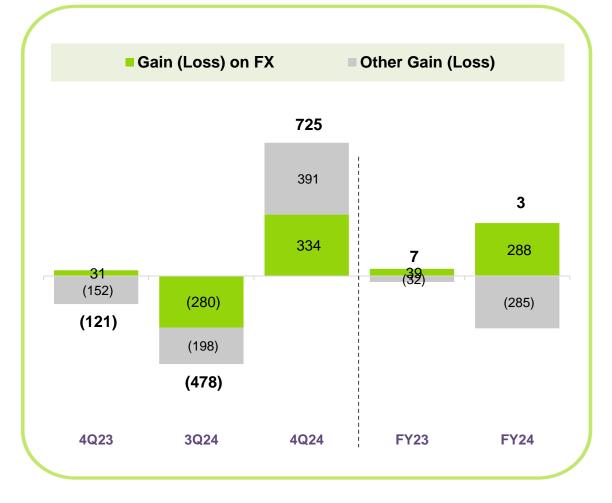
SG&A, Gain on FX, and Other Gain



SG&A (m THB)



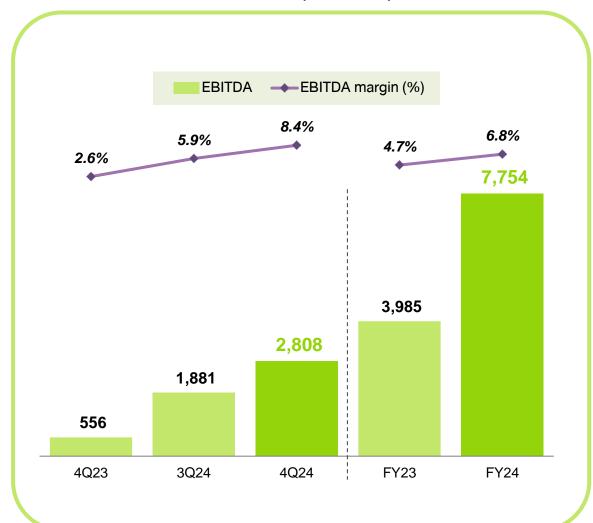
Gain (Loss) on FX and Other Gain (Loss) (m THB)



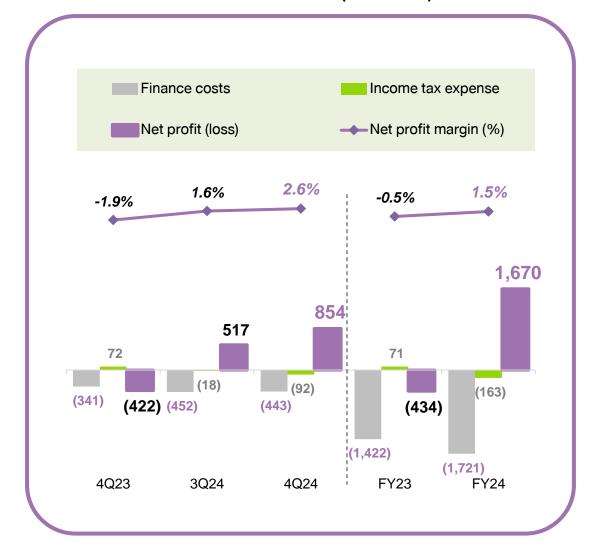
EBITDA and Net Profit



EBITDA (THB million)



Net Profit (THB million)



Consistent Dividend Payments

The Company has a dividend policy to pay dividend distributions to shareholders.

At least 30 percent of its net profit based on the Company's separate financial statements

Declaration Date	Record Date	Payable Date	Amount [Baht per Share]									
	2024											
Feb 17, 2025	Apr 21, 2025	May 8, 2025	1.00									
2023												
Feb 16, 2024	Apr 19, 2024	May 8, 2024	1.00									
	2022											
Feb 17, 2023	Apr 20, 2023	May 8, 2023	1.00									
Aug 10, 2022	Aug 24, 2022	Sep 8, 2022	1.00									
	2021											
Feb 17, 2022	April 20, 2022	May 6, 2022	0.65									
Nov 22, 2021	Nov 8, 2021	Dec 8, 2021	1.25									
Aug 10, 2021	Aug 24, 2021	Sep 8, 2021	1.25									
May 12, 2021	May 27, 2021	Jun 11, 2021	1.00									
Feb 16, 2021	Apr 16, 2021	Apr 29, 2021	1.75									

Business Highlights

Major Customers in Midstream Business

We Proudly Serve Everyone

Conventional (non-China)















Japan













India







Thailand (non-China)

































Sri Trang Digital Products



We developed our App to serve all stakeholders in the rubber industry with traceability as a core value of development.







"Sri Trang Friends

✓ 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.

Ecosystem" 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 3rd 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 industry

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 Postponed by One Year

Our EUDR-compliant sales volume is expected to be approx. 12-14 k tons/month in 6M25-9M25







Cocoa & Chocolate



Palm Oil



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.

Ivory Coast

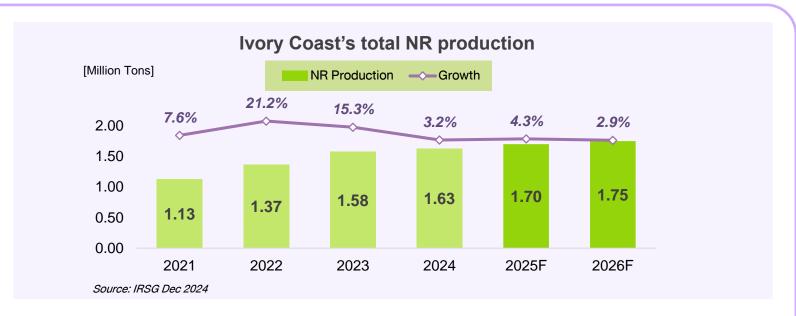
STA Commissions New Blocked Rubber Factory in April 2024



STA's Strategic Expansion in Ivory Coast:

Since the second half of 2023, the company has established two key procurement centers for raw materials. This momentum culminated in the successful commissioning of a processing facility in April 2024.





SRI TRANG AFRICA SA.

Nature of Business	Conducting the trading, sale and purchase of natural rubber, crumb rubber, cup lump, an/or other semi-raw material or raw material arising from rubber or finished product, exporting of rubber or rubber products to oversea.
Initial Registers Capital and Paid- up Capital	350,000,000 F. CFA (around THB 21,100,000)
Shareholder	STA (100% ownership)
Source of Fund	Cash from operation of the Company

- lvory Coast is the world's thirdlargest natural rubber (NR) producing country since FY23, up from the fourth position in FY22, displacing Vietnam.
- In 2025F, Ivory Coast's total NR production is estimated to be around 1.7 million tons, representing a 4.3% increase from FY24.

Update on SRI TRANG AFRICACurrent production: approximately 800 tons per month













STA's Strategies for Driving Business Towards Sustainability



Mission 2024: To maintain our leading position in the industry, we prioritize and operate with Sustainable Intelligence





"4 GREEN"
SUSTAINABILITY
STRATEGY





- Raw material sourcing from ethical suppliers with sustainable practices.
- Support for rubber farmers toward the sustainable management of rubber plantations.







- Our production process is based on the concept of sustainability and energy efficiency.
- Our production facilities do not generate hazardous substances that cause adverse impact on the environment and the neighboring communities.







 Producing high-quality products and chemical free to ensure the health and safety of end-users.





- In every aspect of our operations, we are guided by the belief that transparency is key to building trust and achieving long-term success.
- We also seek to make a positive difference to the local communities and foster long-lasting relationships through various forms of community engagement.











GREEN PROCESS

SRI TRANG CROLU

STA'S CLIMATE CHANGE AMBITION TOWARDS NET SERO 2050

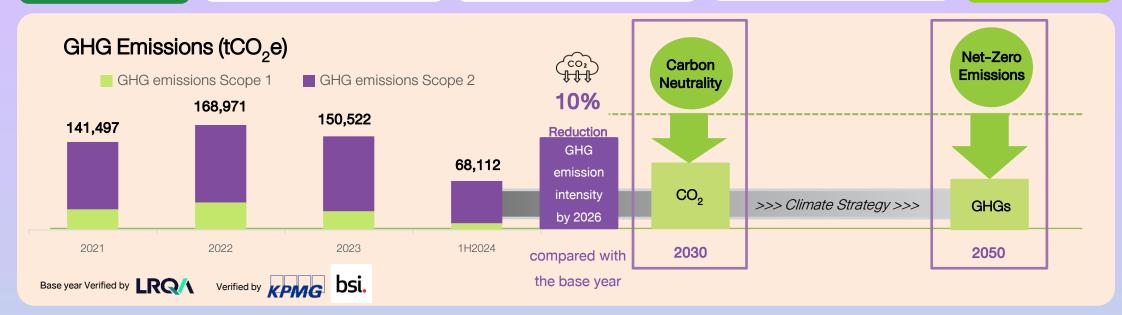
CLIMATE CHANGE
GOALS

Reduce the use of non-renewable energy per product unit by 20% compared to the base year 2021 by 2026

Reduce electrical energy use per unit by 7 % compared to base year 2021 by 2026

Total reduction of GHG emission (scope 1 & 2) per product unit by 10% compared to the base year 2021 by 2026

Carbon Neutrality by 2030 and Net Zero by 2050



Climate Strategy

Efficiency Improvement

Maximize energy efficiency in operations and reduce GHG from significant sources



Biomass Renewable Energy



Energy Efficiency Improvement

Breakthrough technology

Low-carbon technologies and fuels acquisition e.g., renewable energy projects



Solar Project

(Solar Roof / Solar Floating / Solar Farm)



V Forklift



EV Car

Carbon offsetting and absorption

Sri Trang Group Carbon Credit T-VER plantation registration







STANDARD CERTIFICATION, **MEMBERSHIP AND SUSTAINABILITY RATINGS**





ESG Ratings







Management Certificates

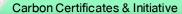














Carbon Footprint of Product



Thailand Voluntary Emission Reduction Program



Support Scheme

Sustainability Awards

Membership & Network



Sustainable Natural Rubber

RUBBERWAY RubberWav Global Platform for



Thailand Carbon Neutral Network



SET AWARDS 2024:

Highly Commended Sustainability Awards





Sustainability Disclosure Recognition





CAC Change Agent

Award 2024

CSR-DIW and CSR-DIW Continuous 2014-2022



Supporting People with Disabilities 2016-2023



Disease-Free, Safe Workplace. Healthy Body and Mind 2023

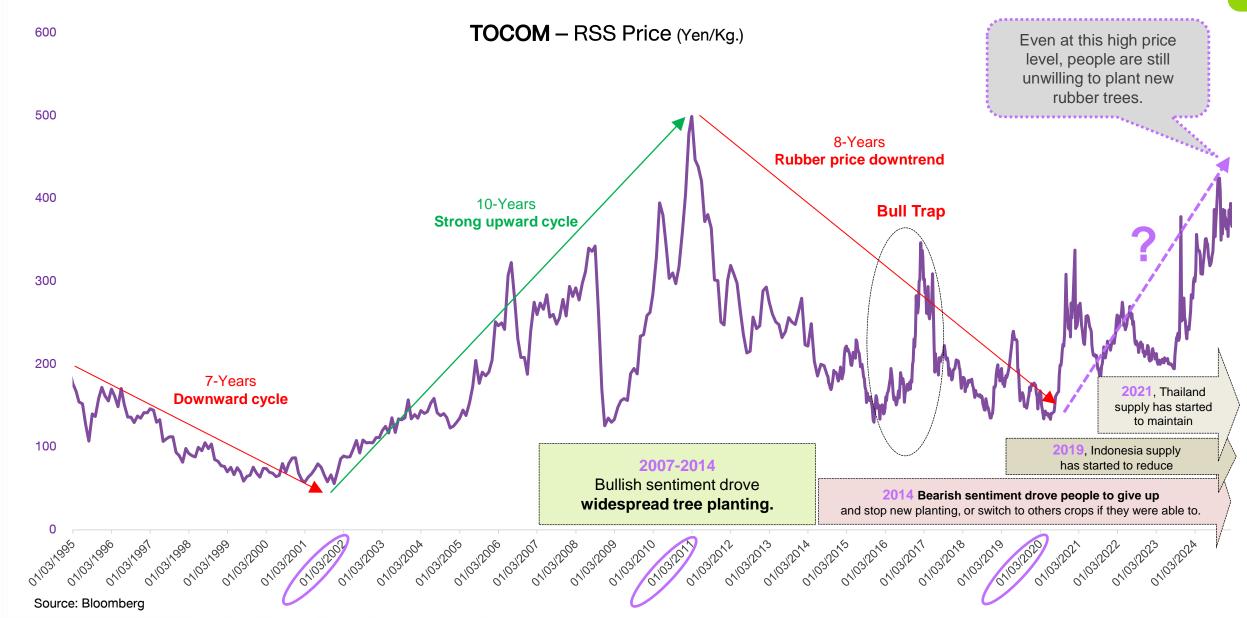


Eco Factory plus Social Value 2022-2023



Natural Rubber **Market Situation**

Decades of Rubber Price Movement (1995-Present)



Highlighting

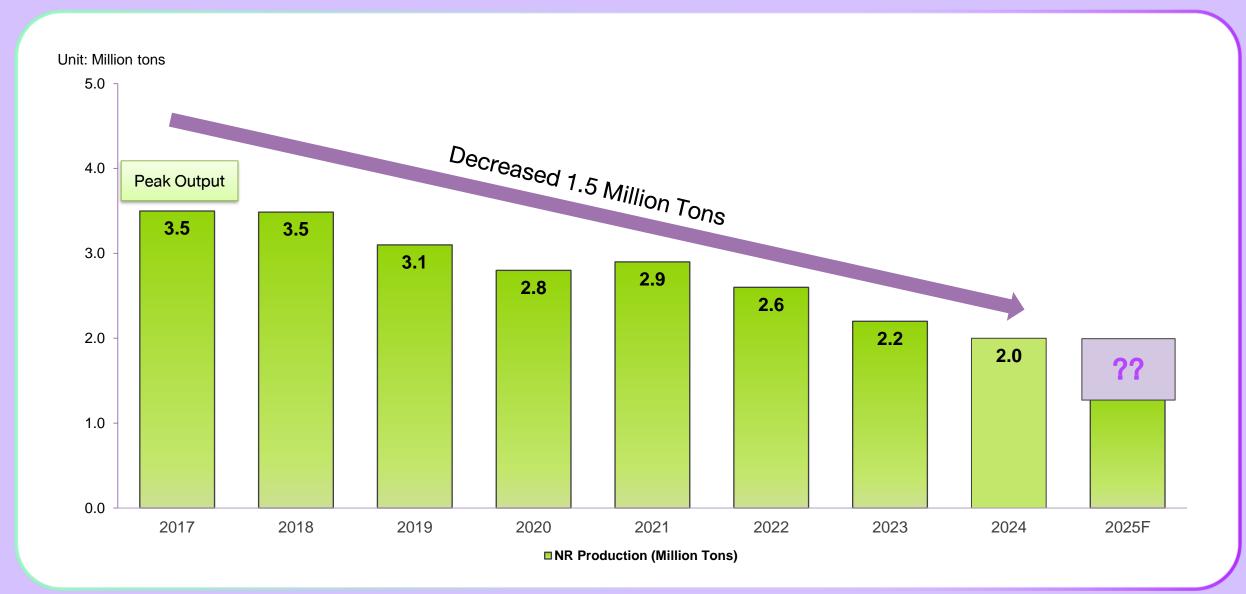
Seasonal NR Supply in Thailand and Indonesia

Thailand								F	Peak Season	Low Season		Wintering Season	Very Sea	Very Low Season	
	Region	Country	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Normal	SE Asia	Thailand – N/E													
Normal	SE ASIA	Thailand – S													
2022	SE Asia	Thailand – N/E					Wook	Veak-L	alina						
2022		Thailand – S					V	vear L	aiiiia						
2023	SE Asia	Thailand – N/E					S	trong E	Inino						
		Thailand – S													
2024	SE Asia	Thailand – N/E			Coo	oon bo	0 400110	o o d 4 o	n e kies el						
2024	SE ASIA	Thailand – S			Sea	son na	s resun	ied to	normai						
0005	SE Asia	Thailand – N/E						10/-:4 -	and Cool						
2025	SE ASIA	Thailand - S						vvait a	and See!						

Indonesia

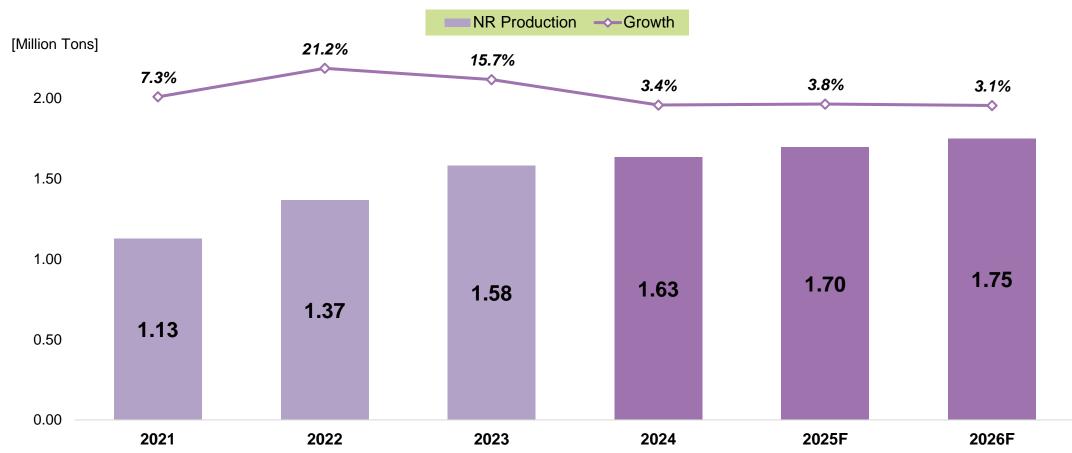
	Region	Country	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Normal	SE Asia	Indonesia												
2022	SE Asia	Indonesia				No Pe	ak Season	in 2022						
2023	SE Asia	Indonesia			No Pe	eak Season	with a very	low output	in 2023					
2024	SE Asia	Indonesia				No siç	gn of impro	vement						
2025	SE Asia	Indonesia												

Indonesia Supply Output



Ivory Coast Supply Output

Côte d'Ivoire's total NR production



^{*}The maximum natural rubber production volume in Ivory Coast is estimated to be around 1.7-2.0 million tons.

Source: IRSG Dec 2024

Thank you









