



SRITRANG
GLOVES THAILAND

「 Touch Of Life™ 」

STGT

Company Presentation | 1Q21

12 May 2021





Section 1: Company Overview



STGT At Glance 1Q/2021

STGT's total installed capacity approx. 33,300 million pieces per annum is considered world's #3 rubber gloves manufacturer

STGT

Established in 1989

Bangkok
STGT

Surat Thani
STGT

6,127
million pieces
per annum

Trang
STGT

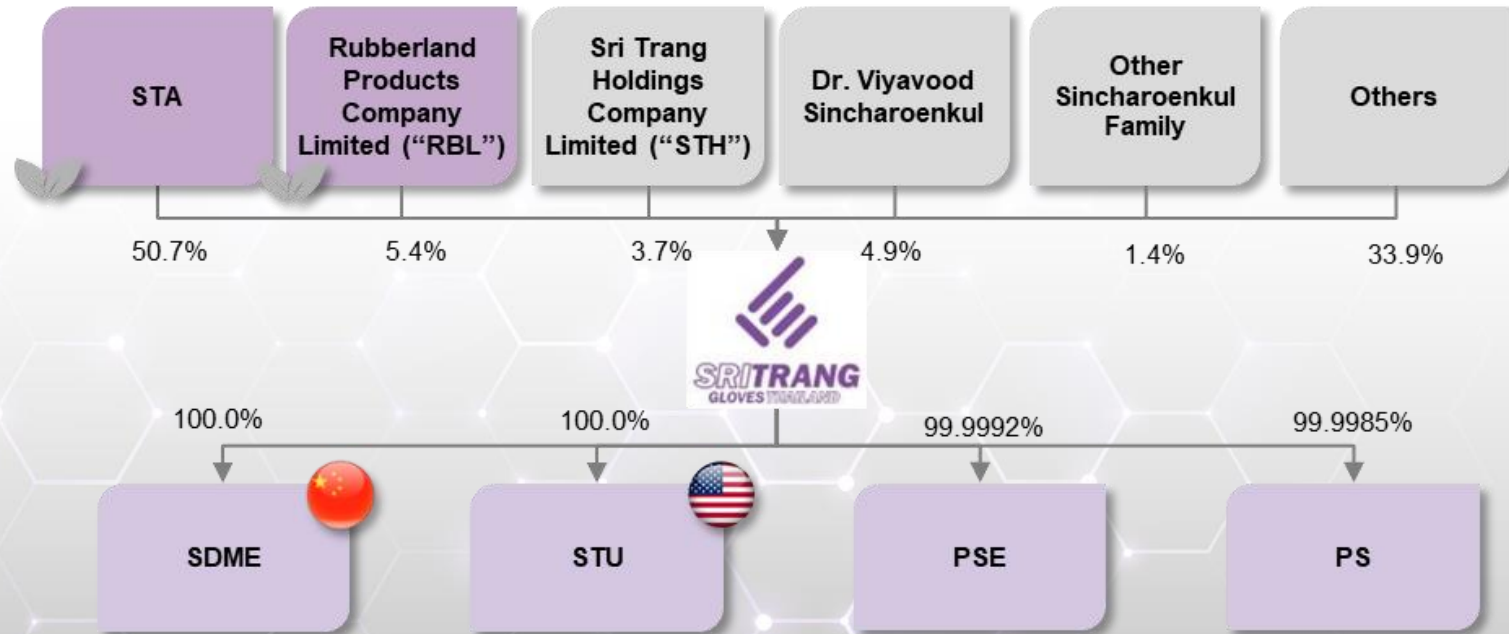
9,953
million pieces
per annum

Hat Yai
STGT

17,238
million pieces
per annum

as of 31/03/2021

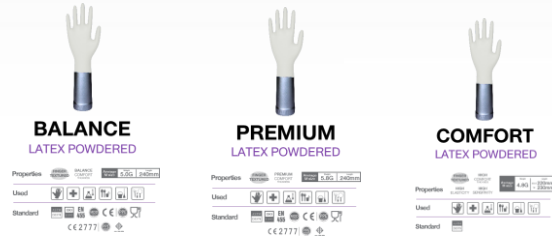
Group Structure



as of 27/04/2021

STGT's Products

LATEX POWDERED: NRPD



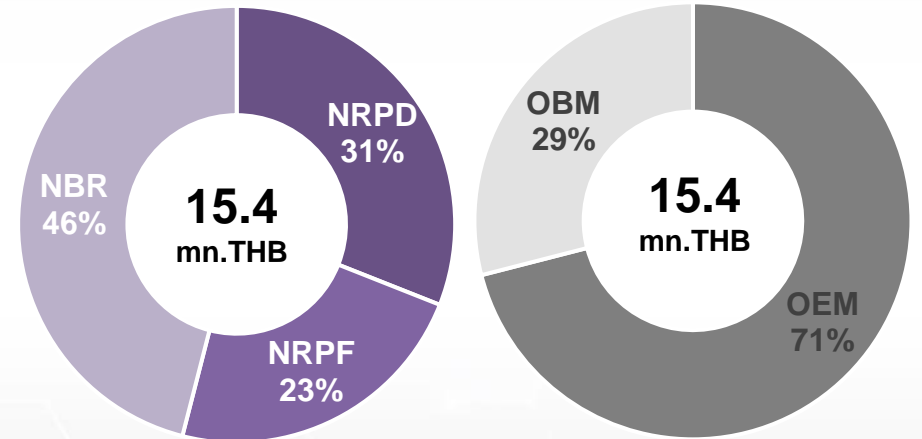
LATEX POWDER-FREE: NRPF



NITRILE: NBR



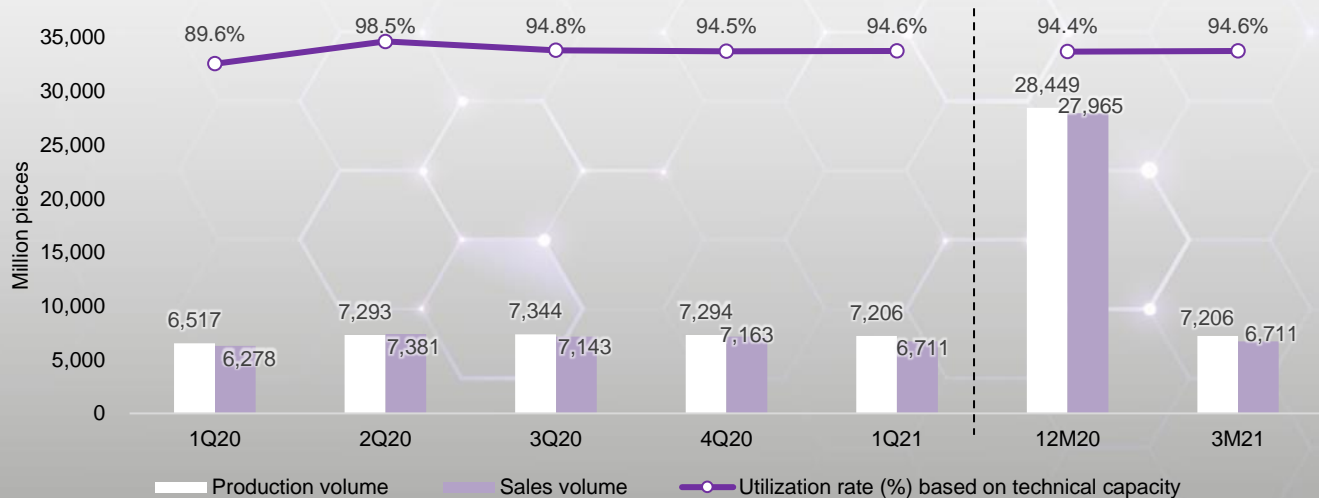
STGT's Product Mix by Gloves Sales



*Non-glove sales revenue is excluded of THB 10.2 million.

3-month data as of 31/03/2021

Sales Volume & Production



STGT's Brands



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.

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.

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.

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.

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.

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

5-8 year tax holidays from capacity expansion investment enables us to have effective tax rate at a single digit.



Advantage from High Barrier to Entry





Section 2: Financial Performance



STGT's Financial Highlights

- **History Record of Revenue, Net Profit and Margins**
- **Economy of Scale & Cost Leverage from New Capacity and Scalable Production from all Sites**
- **A Strong Increase in ASP from a Robust Demand**
- **Industry Remains as “Seller Market”**
- **Sales Volume lower than expected due to the Containers & Ocean Vessel Space Shortage**
- **New Capacity to Capture Solid Demand Much Sooner than Planned**

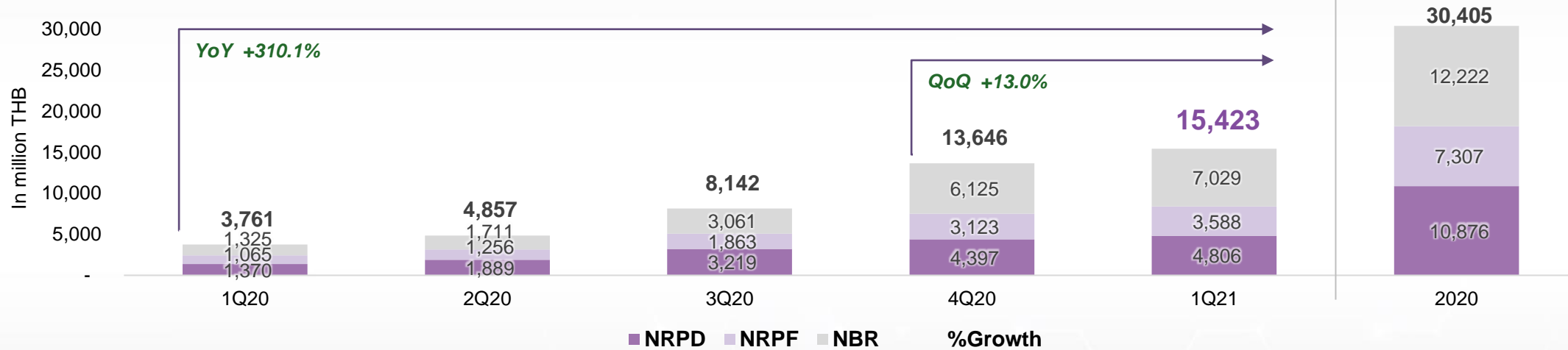


1Q21 Financial Highlights

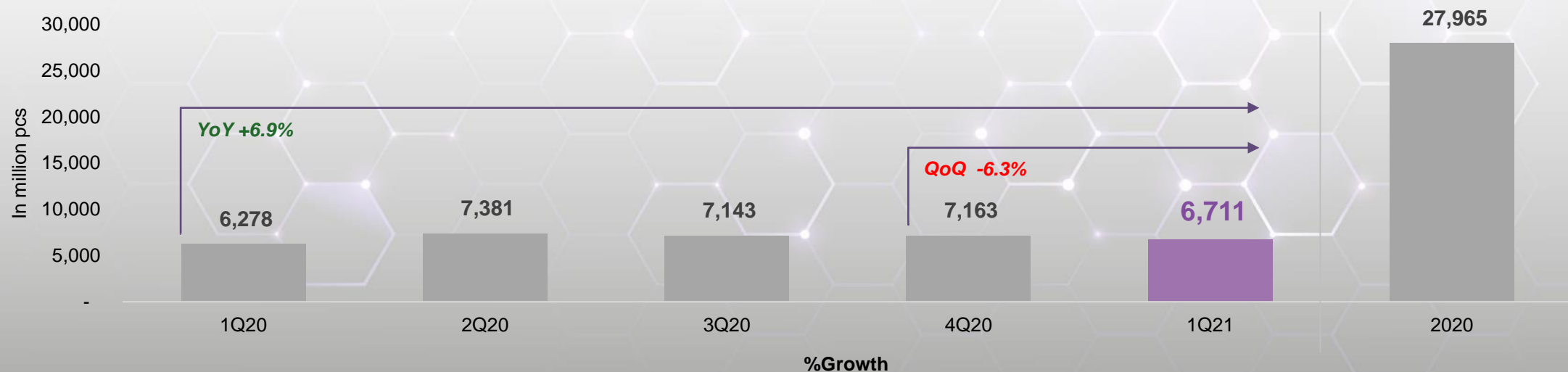
	<i>(In million THB)</i>			<i>Restated</i>		<i>Restated</i>
	1Q21	4Q20	%QoQ	1Q20	%YoY	FY2020
Volume (in million pcs.)	6,711	7,163	-6.3%	6,278	6.9%	27,965
Sales revenue	15,434	13,646	13.1%	3,775	308.8%	30,420
COGS	(4,013)	(3,875)	3.6%	(3,044)	31.8%	(13,593)
Gross profit	11,421	9,771	16.9%	731	1462.4%	16,827
Other income	43	80	-46.6%	18	140.6%	247
SG&A	(448)	(420)	6.5%	(227)	96.8%	(1,116)
Gain (loss) on exchange rate, net	273	(10)	N/A	109	150.4%	176
Other gains, net	(491)	92	N/A	(131)	274.0%	(77)
Operating profit (loss)	10,798	9,513	13.5%	499	2063.4%	16,058
EBITDA	11,115	9,826	13.1%	728.1	1426.7%	17,160
EBIT	10,821	9,534	13.5%	499.1	2068.1%	16,089
Finance income	23	29	-20.1%	0.2	13771.0%	39
Finance costs	(32)	(33)	-1.2%	(39)	-17.4%	(142)
EBT	10,789	9,509	13.5%	460	2244.0%	15,955
Tax	(737)	(989)	-25.5%	(32)	2229.6%	(1,547)
Net profit	10,052	8,520	18.0%	429	2245.0%	14,408
GP margin	74.0%	71.6%	2.4%	19.4%	54.6%	55.3%
EBITDA margin	72.0%	72.0%	0.0%	19.3%	52.7%	56.4%
Net profit margin	65.1%	62.4%	2.7%	11.4%	53.8%	47.4%
Financial Ratio						
Current ratio	5.82	5.50	5.9%	1.45	300.9%	5.50
Cash cycle (days)	41.82	27.04	54.7%	32.56	28.4%	34.01
IBD/E	0.16	0.21	-25.3%	1.39	-88.8%	0.21
Interest coverage ratio	335.78	292.21	14.9%	12.80	2523.5%	113.16
ROA	75.3%	76.4%	-1.2%	12.5%	62.8%	32.6%
ROE	98.8%	106.6%	-7.9%	35.6%	63.2%	45.5%

All Time High Sales Revenue

Sales Revenue and Sales Growth

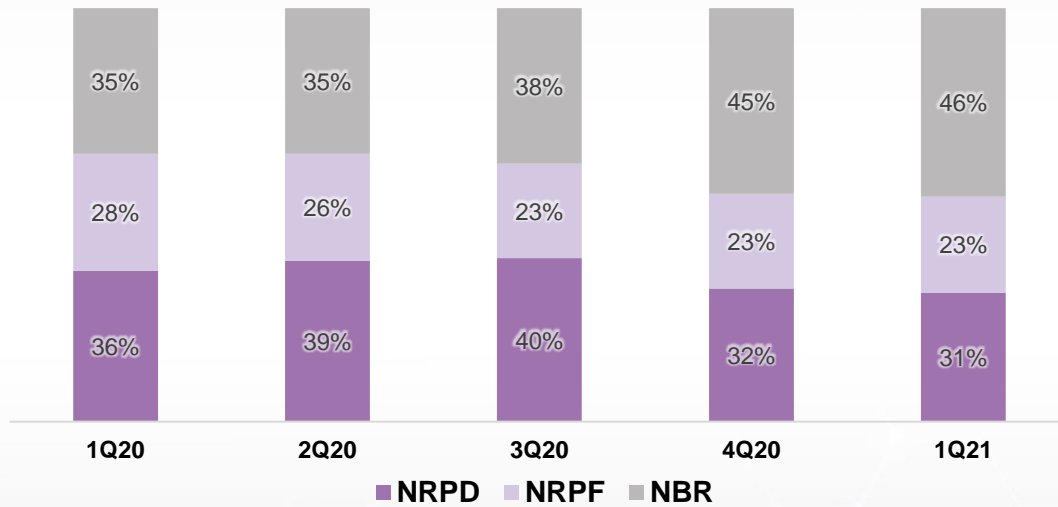


Sales Volume and Volume Growth

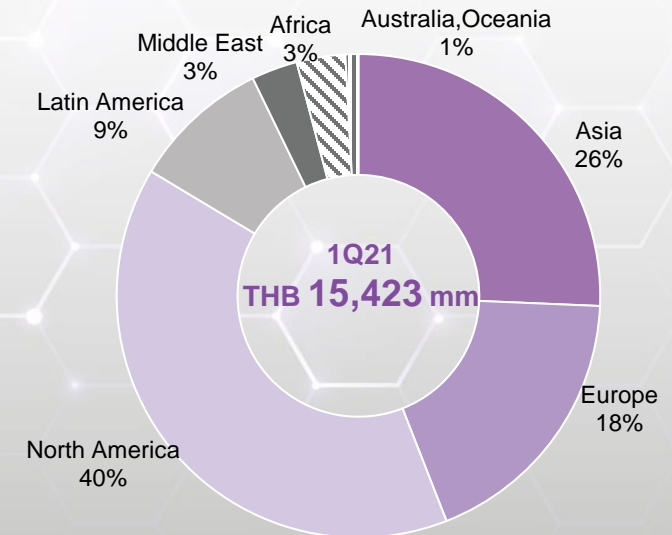
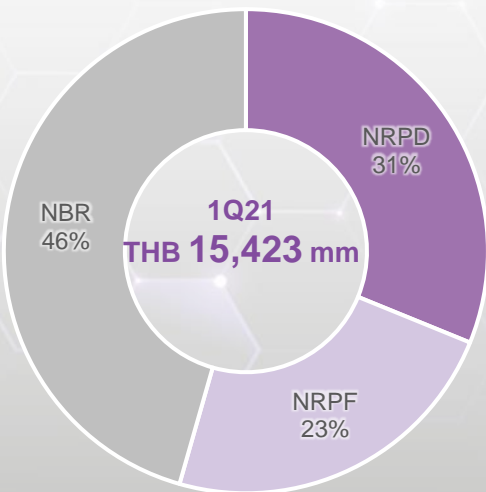
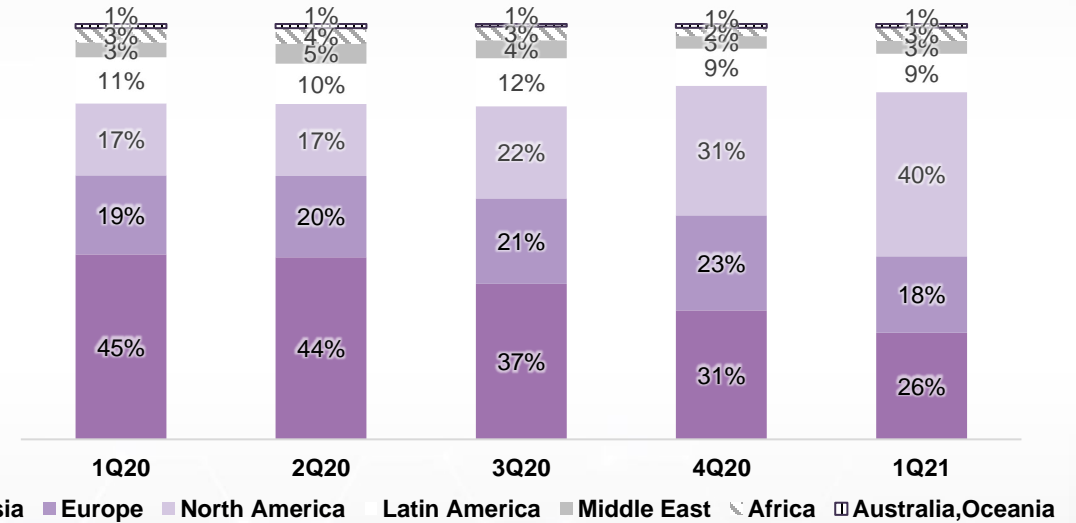


Gloves' Sales Revenue Breakdown

Sales Revenue by Products

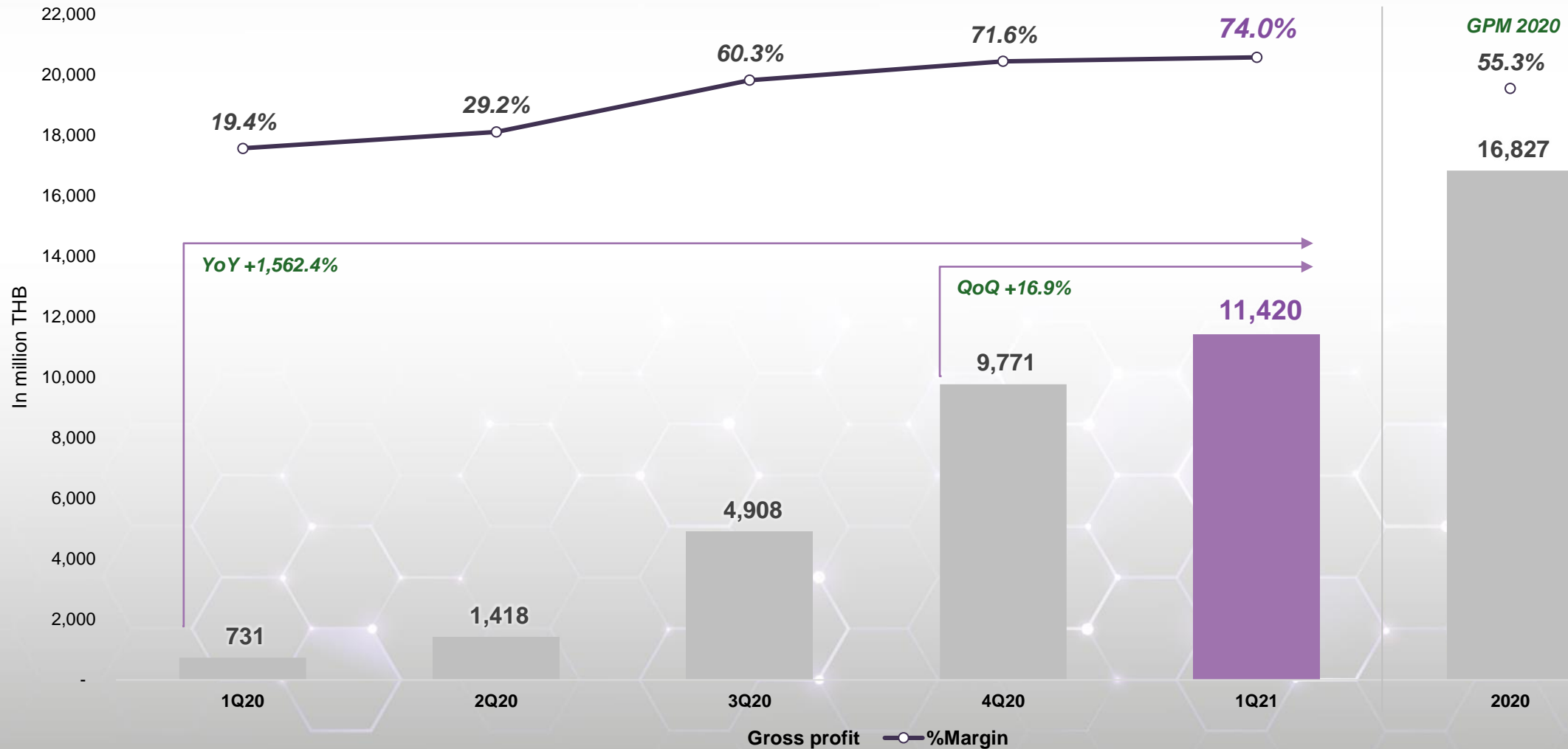


Sales Revenue by Geography



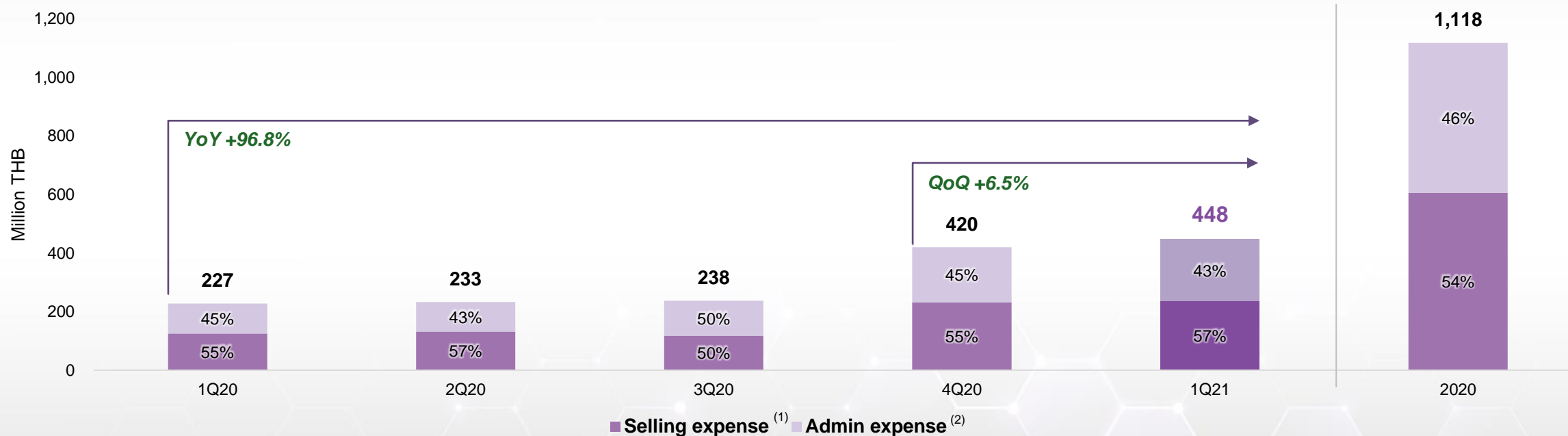
The Highest Gross Profit Margin

Gross Profit and Gross Profit Margin

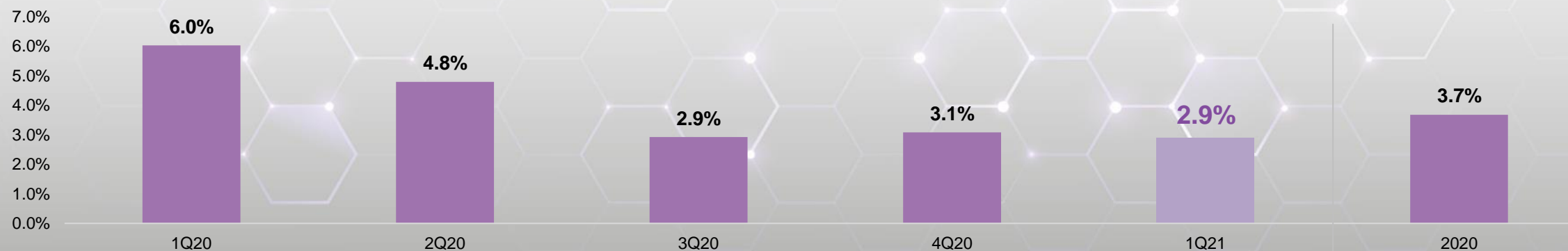


Streamlining in SG&A to Sales

SG&A Breakdown



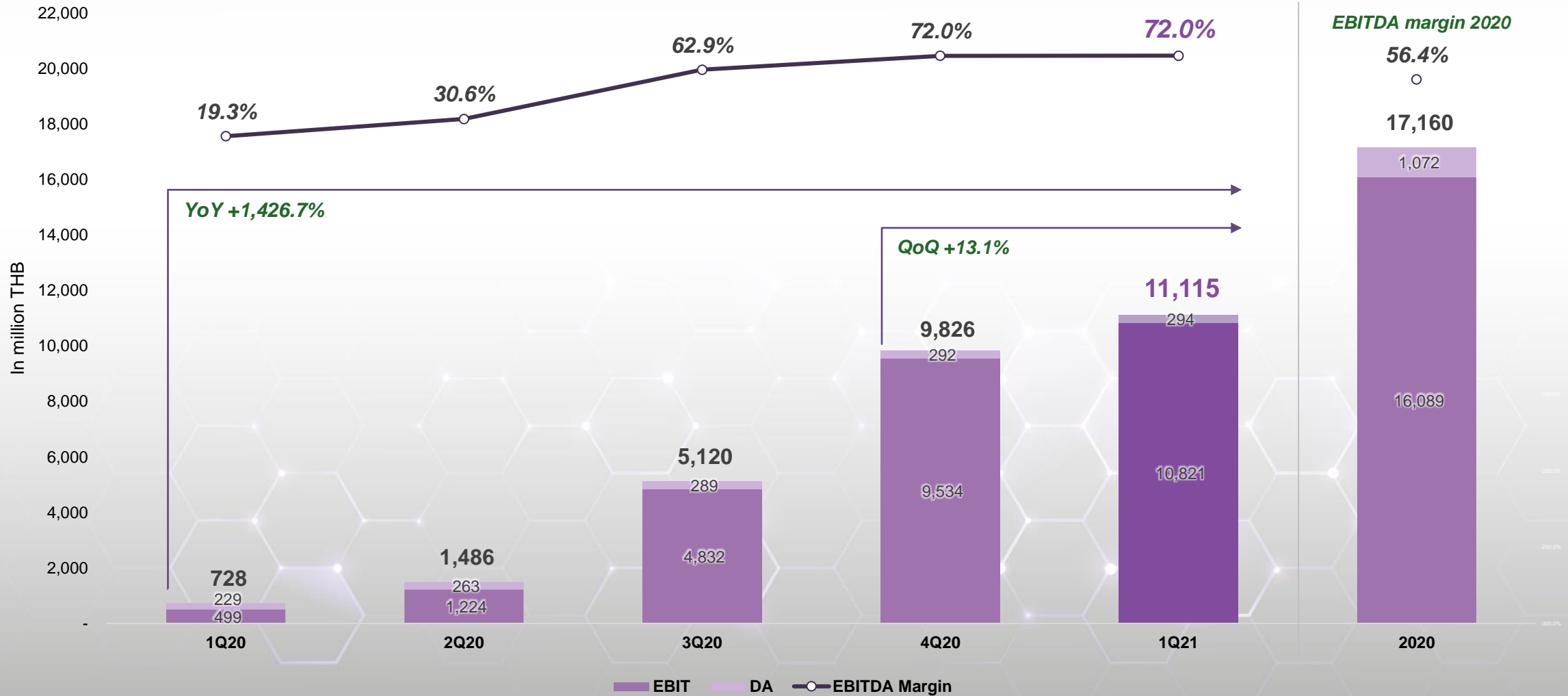
SG&A/Sales



Note: (1) includes transportation, salary, commission, promotional expenses and insurance
 (2) includes salary, office rental, professional fee and bank charge

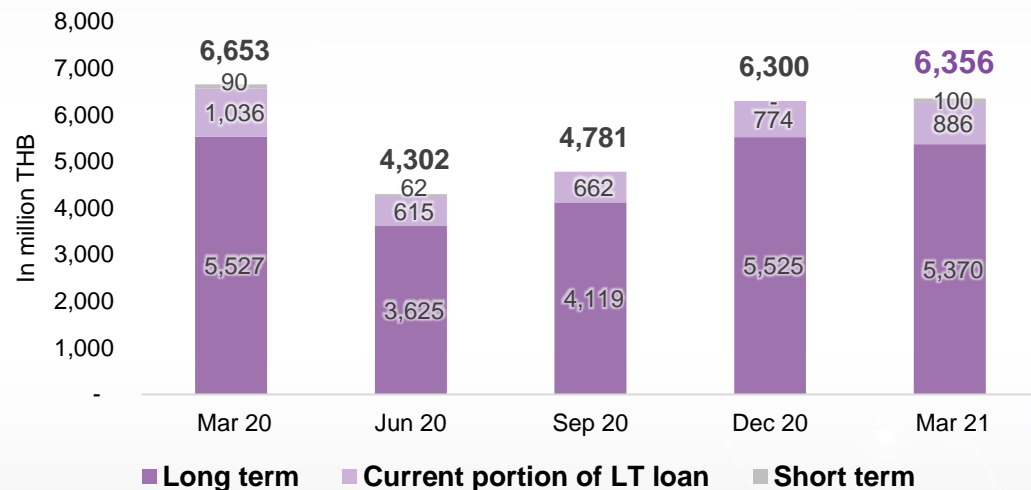
Stronger and Healthier EBITDA

EBITDA and EBITDA Margin

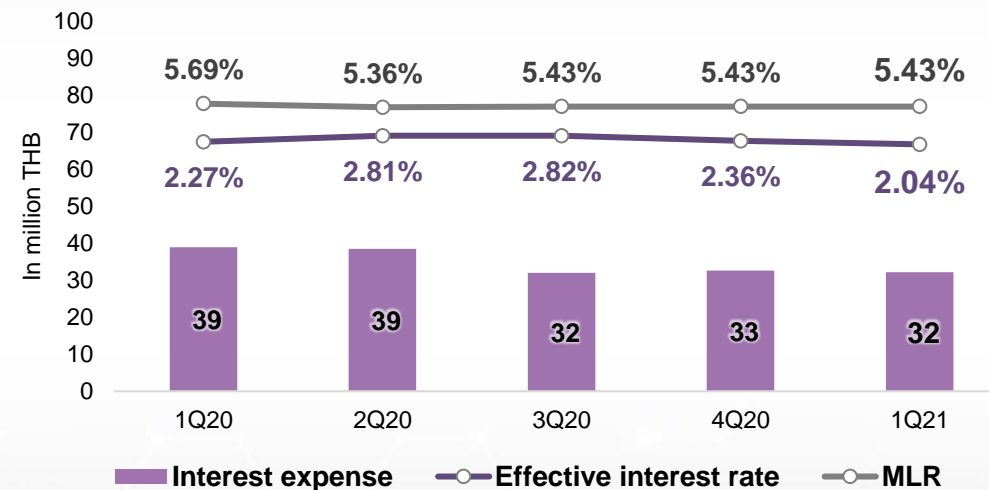


Low Interest Expenses

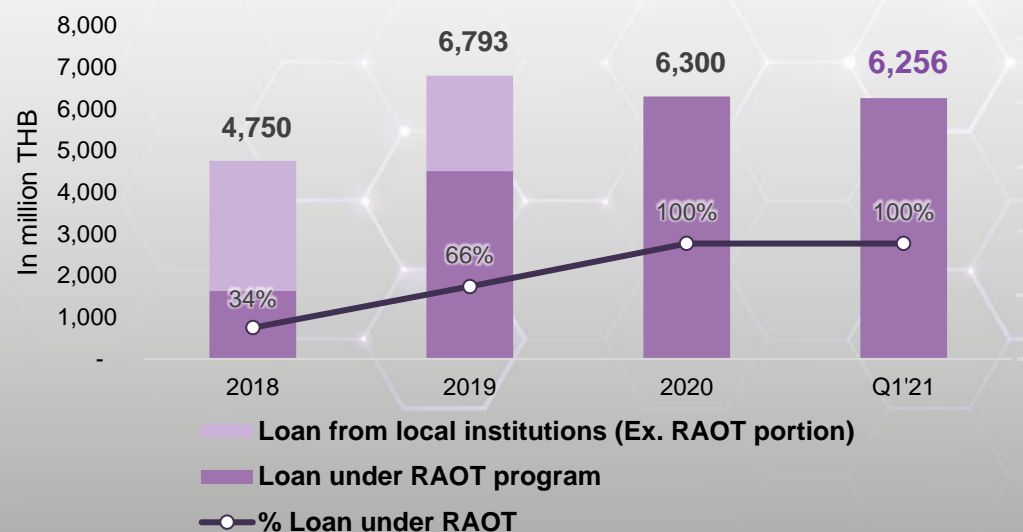
Short Term & Long-Term Loan



Interest Expense



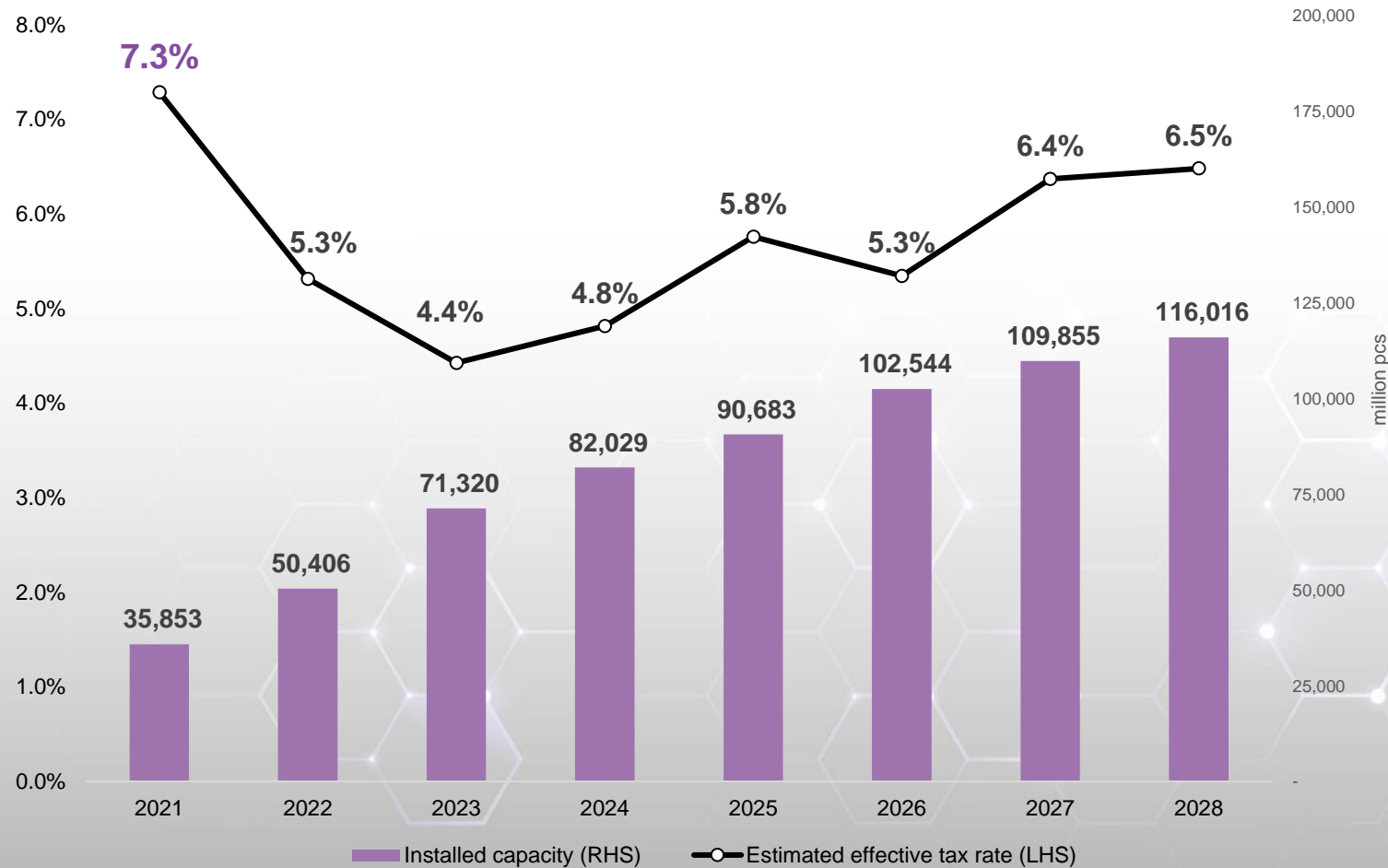
Loan under RAOT Subsidy Scheme



- **RAOT subsidy scheme for the interest paid to the banks at the rate of 3% which will last till 2026.**
- **100% of our term-loan is under RAOT interest subsidy scheme**
- **ROAT interest refund is made on annual basis, usually in 3Q**

Estimated Effective Tax Rate

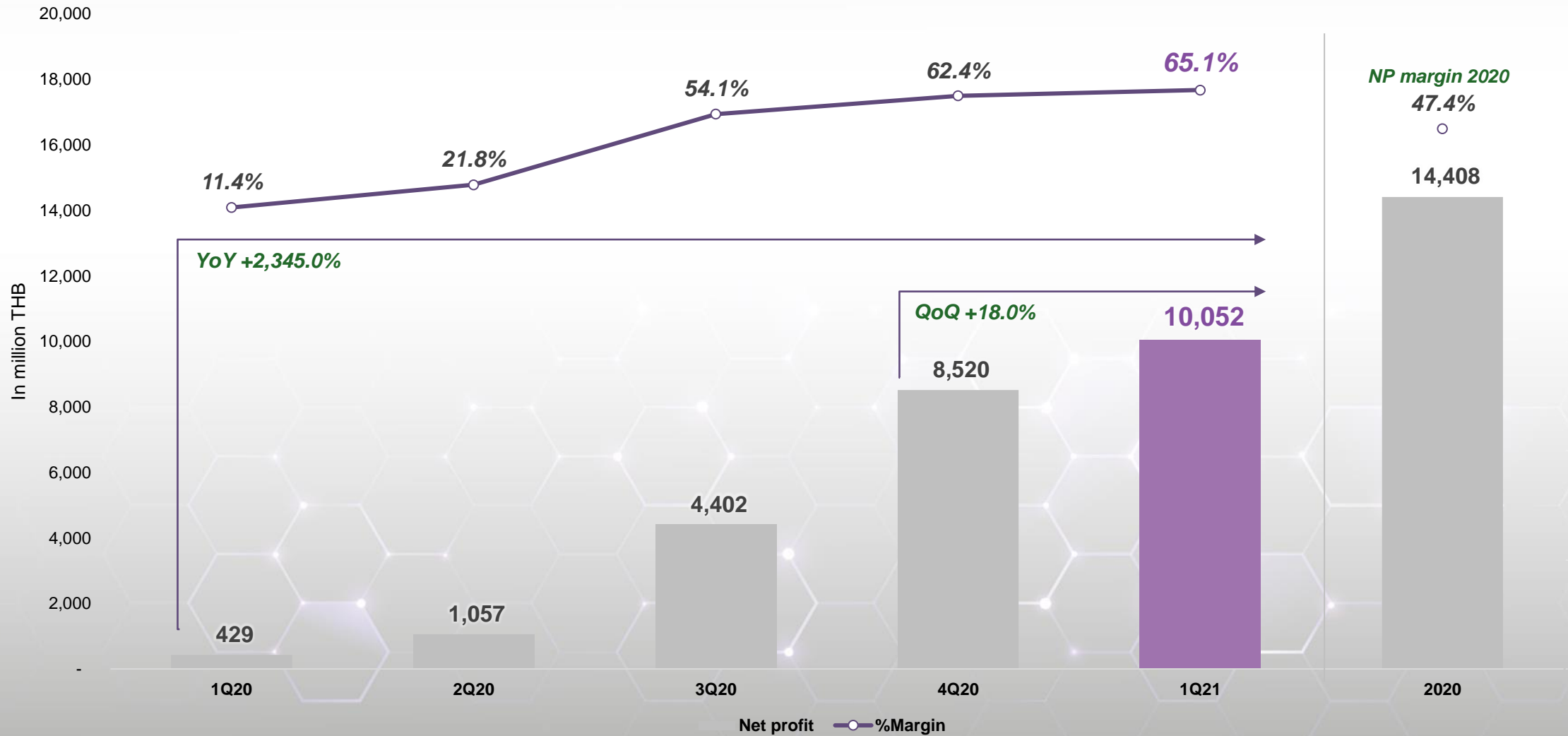
Estimated Effective Tax Rate 2021 - 2026



- *Effective tax rate in 1Q21 was 6.8%*
- **With new committed investment in the future, our effective tax rate will remain at single digit for the next 5-8 years.**
- **Thanks to tax heaven scheme from the Board of Investment in Thailand (BOI) for the 5-8 years tax free for new investment.**

History Record of Net Profit

Net profit and Net profit Margin

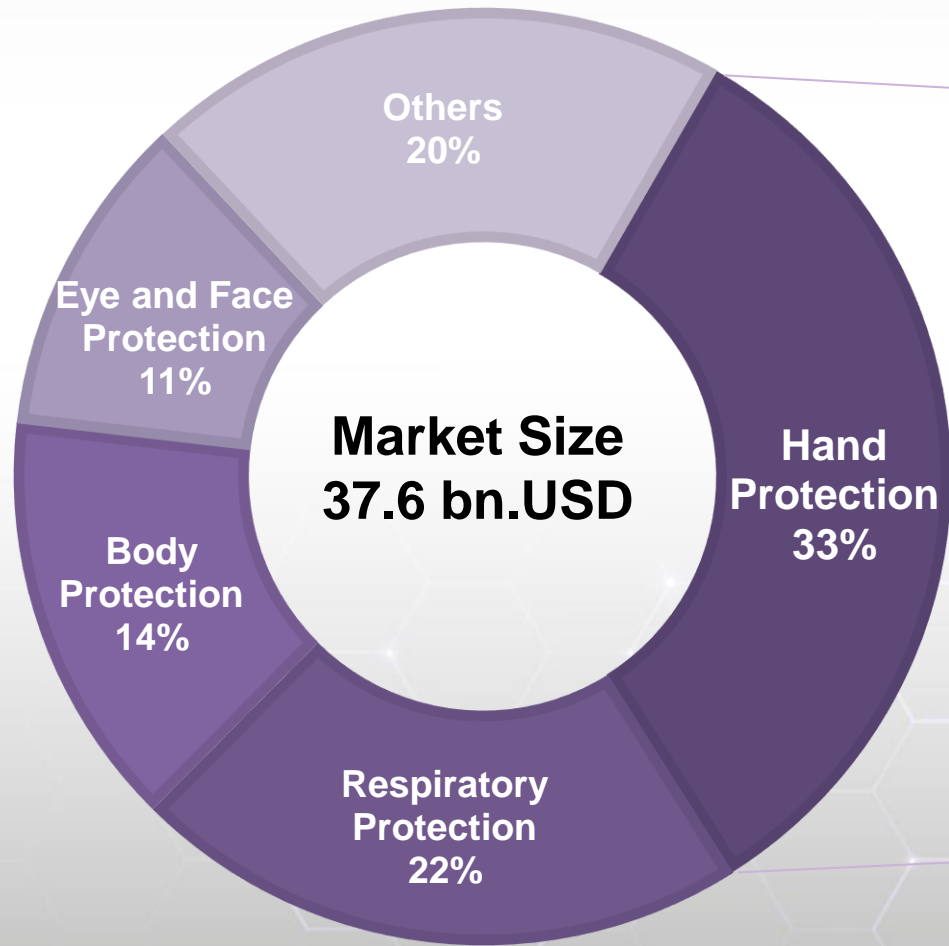




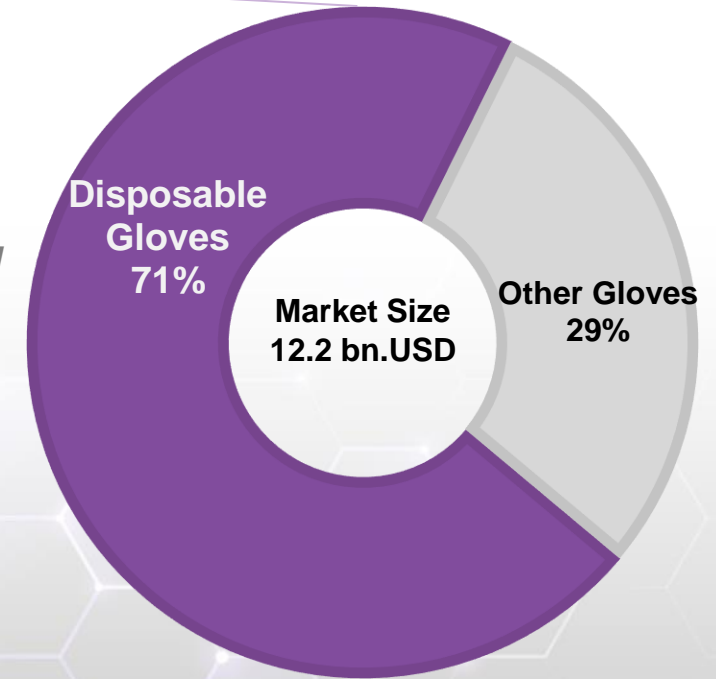
Section 3: Rubber Glove Industry



Global PPE Market by Product in 2019

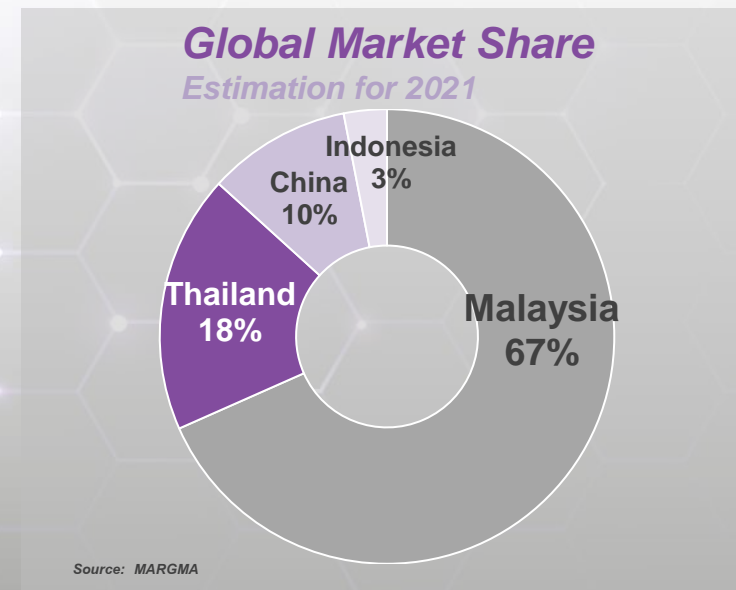
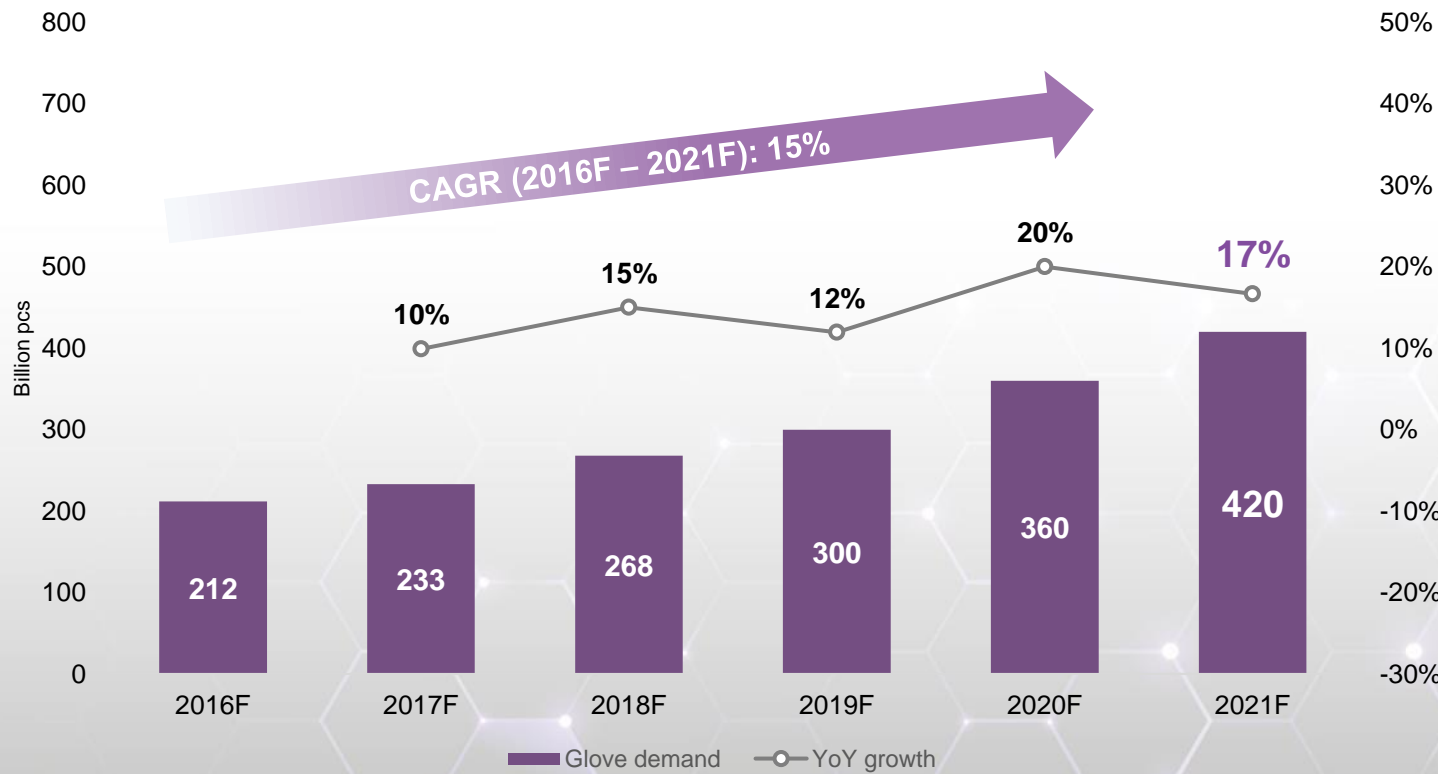


33% of PPE spending
went to glove industry
in 2019 form
25% in 2018



Global Rubber Glove Demand

Forecasted Global Rubber Glove Demand during 2016 - 2021



Insufficient Supply of Gloves

Malaysian rubber glove group says demand to oustrip supply until 2023  REUTERS

When Will Life Return to Normal? In 7 Years at Today's Vaccine Rates

Our new calculator shows how long it will take states and countries to vaccinate 75% of their populations

Bloomberg

AstraZeneca vaccine cannot stop the South African mutation

February 8, 2021

 OPEN ACCESS GOVERNMENT



Source: Reporters' Website

HEALTH AND SCIENCE

Covid variant found in South Africa is worrying experts: Here's what we know so far

PUBLISHED WED, JAN 6 2021-5:34 AM EST | UPDATED WED, JAN 6 2021-9:12 AM EST

New Variants of the Virus that Causes COVID-19

Updated F



Centers for Disease Control and Prevention
CDC 24/7: Saving Lives, Protecting People™

Malaysian medical glove exports face more delays amid shipping container shortage

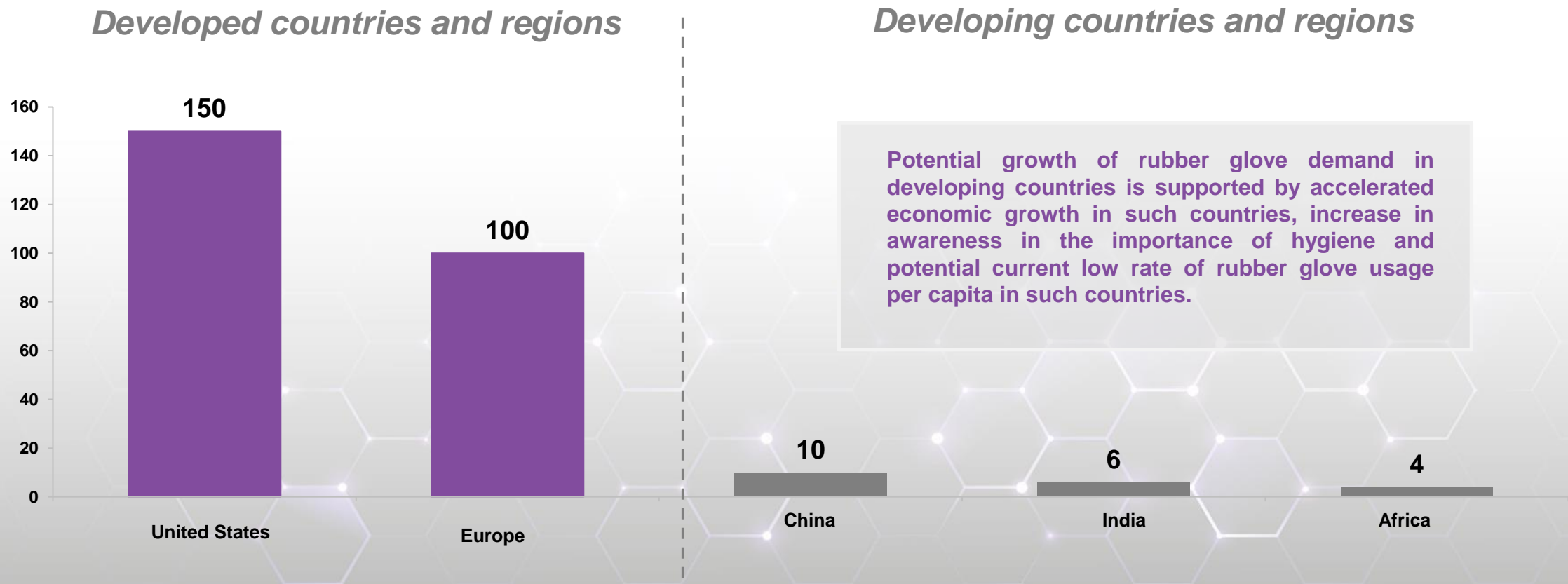
 REUTERS

The claim: COVID-19 surge in India connected to rollout of vaccine

 USA TODAY

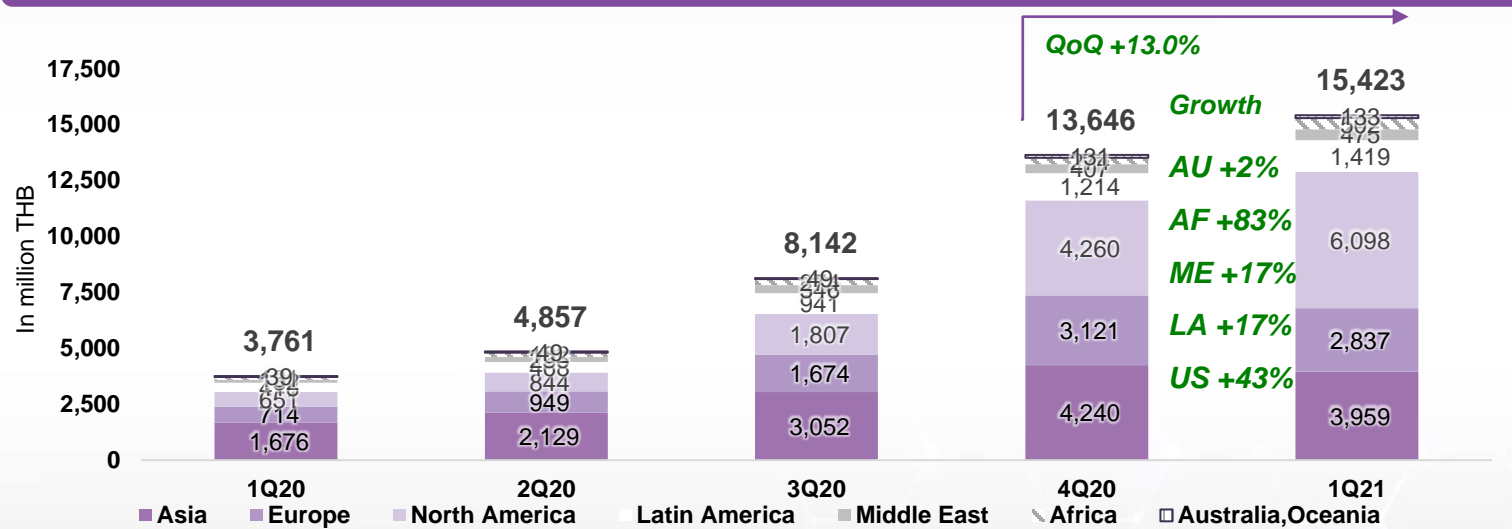
Low Glove Consumption per Capita in Emerging Market

Forecasted Rubber Glove Consumption per Capita in Developed and Developing Countries in 2019



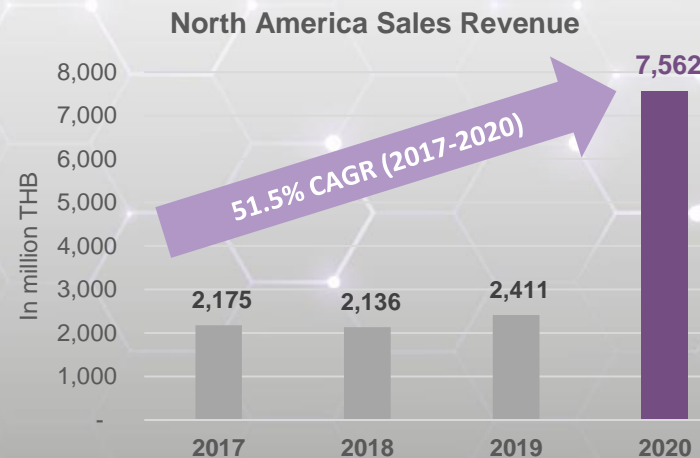
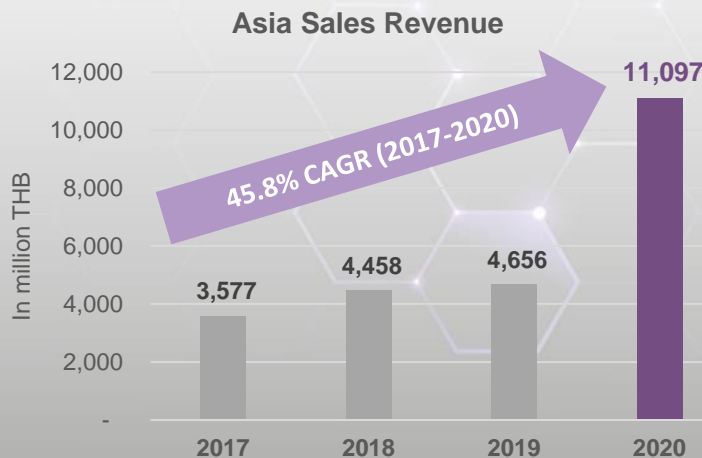
STGT's Market Diversification

Gloves' Sales Revenue by Region



- **QoQ sales growth is intensified with hotspot regions of Covid-19.**
- **Higher % of geography breakdown to US (where the gloves are in deep shortage).**
- **Prices increased across all types of gloves.**

High Growth Region





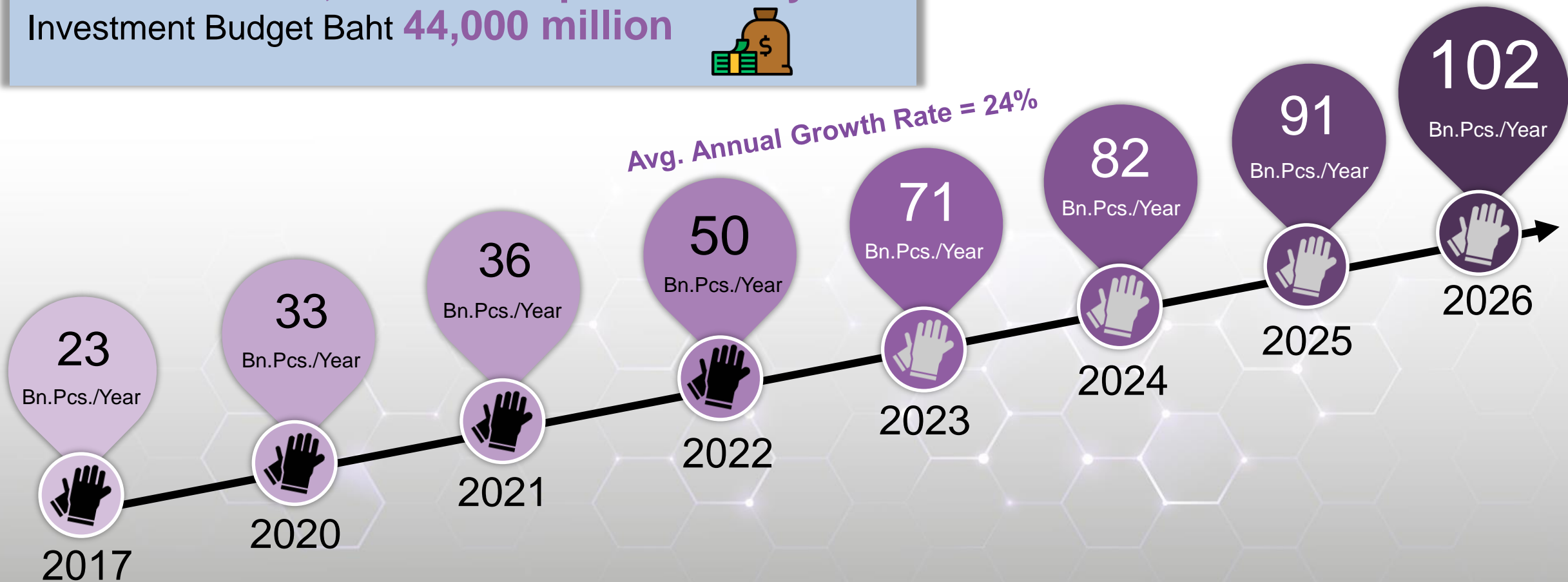
Section 4: Business Outlooks



Aggressive Capacity Expansion Plan

from more than 30 years in rubber glove industry

Target to Expand **3 Folds** of Current Installed Capacity
Aim to Achieve **100,000 million pcs.** within **6 years**
Investment Budget Baht **44,000 million**



Strategic Location for Key Suppliers and Tax Privileges



Strategic Location for Key Suppliers and Tax Privileges

Project	CP (1Q22)
Installed Capacity	13,064 mm pieces per year
Main Raw Material	Concentrated Latex / Synthetic Rubber Latex

3 Production Facilities
Total Installed Capacity of 32,619 mm pieces per year

Chumphon
Karnchanadid, Surat Thani

Kantang, Trang
Hat Yai, Songkhla
Sadao, Songkhla

1 Surat Thani Plant



Installed Capacity⁽¹⁾	5,703 mm pieces per year
Main Raw Material	Concentrated Latex / Synthetic Rubber Latex

New

Project	SR2 (1Q21)	Tax exemption: 5 Years
Installed Capacity	2,177 mm pieces per year	
Main Raw Material	Concentrated Latex / Synthetic Rubber Latex	

New

Project	SR3 (2Q21)	Tax exemption: 5 Years
Installed Capacity	3,992 mm pieces per year	
Main Raw Material	Concentrated Latex / Synthetic Rubber Latex	

2 Hat Yai Plant



Installed Capacity⁽¹⁾	17,278 mm pieces per year
Main Raw Material	Concentrated Latex / Synthetic Rubber Latex

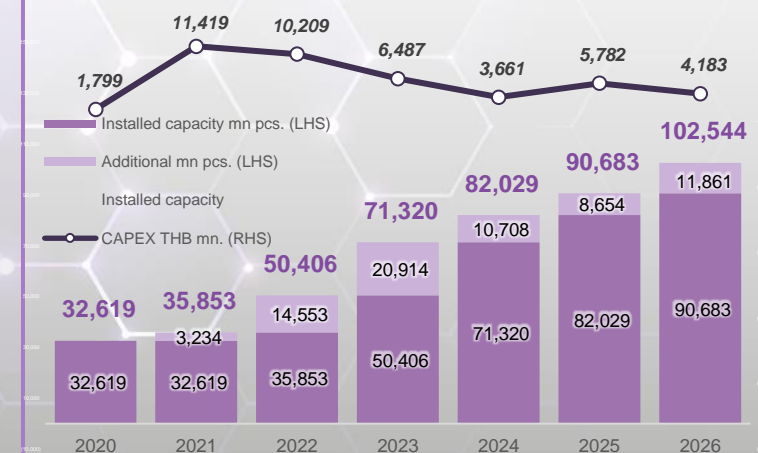
New

Project	PS (3Q21)	Tax exemption: 8 Years
Installed Capacity	2,903 mm pieces per year	
Main Raw Material	Concentrated Latex / Synthetic Rubber Latex	

New

Project	ANV (1Q22)	Tax exemption: 8 Years
Installed Capacity	7,258 mm pieces per year	
Main Raw Material	Concentrated Latex / Synthetic Rubber Latex	

Capacity & CAPEX



Trang Plant	
3	
Installed Capacity⁽¹⁾	10,092 mm pieces per year
Main Raw Material	Concentrated Latex
New	Tax exemption: 5 Years
Project	TG3 (4Q21)
Installed Capacity	3,110 mm pieces per year
Main Raw Material	Concentrated Latex / Synthetic Rubber Latex
New	Tax exemption: 5 Years
Project	TG4 (3Q22)
Installed Capacity	7,465 mm pieces per year
Main Raw Material	Concentrated Latex / Synthetic Rubber Latex
New	Tax exemption: 5 Years
Project	TG5 (1Q23)
Installed Capacity	6,169 mm pieces per year
Main Raw Material	Concentrated Latex

Updated the Fire Incident at Surat Thani Plant 2

-  **Impacted area:** extension lines of SR2 Plant
-  **Expected loss:** THB 52 million (which is fully covered by insurance)
-  **Impacted production volumes:** 200 million pieces per year
-  **Recovery period:** start running the first 2 lines since 19 April 2021 and will be run all 6 lines in early May 2021
-  **This fire incident does not affect the expansion projects at any other locations.**

In 2021, there will be additional 4 plants starting commercial run as below:

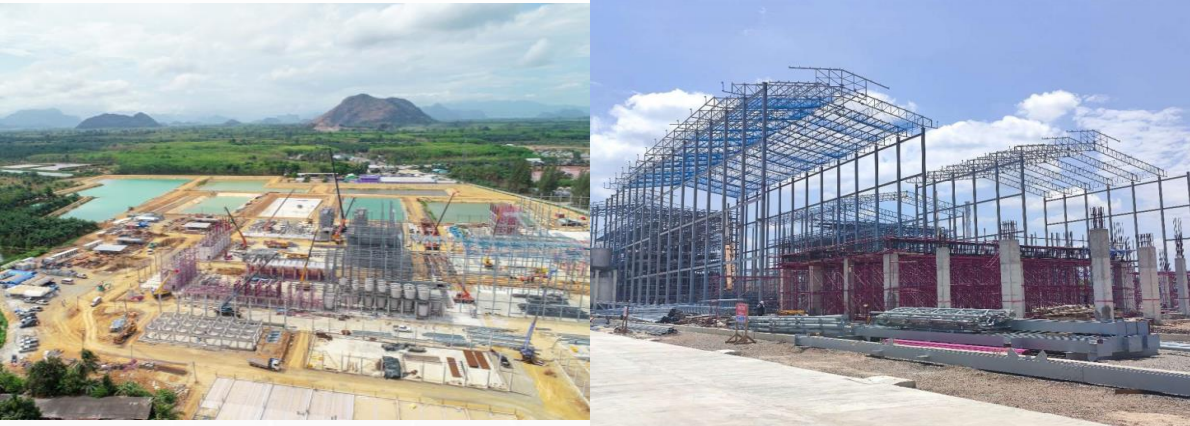
SR2 Plant		SR3 Plant		PS Plant		TG3 Plant	
Commercial Run	19 April 2021	Expected Commercial Run	2Q21	Expected Commercial Run	3Q21	Expected Commercial Run	4Q21
Installed Capacity	2,177 mm pieces/year	Installed Capacity	3,992 mm pieces /year	Installed Capacity	2,903 mm pieces/ year	Installed Capacity	3,110 mm pieces/ year

Expansion Progress in 2021

SR2 Plant



SR3 Plant



PS Plant



TG3 Plant

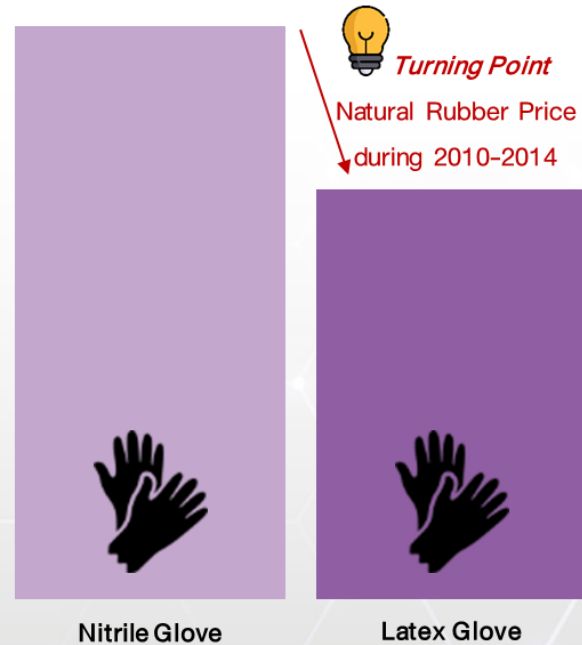


Launching New Products by 2H2021

Opportunity of Latex Glove **is Back!**

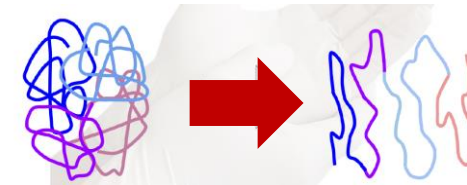
Before 2010

After 2010

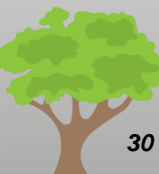


STGT's New Product = **Game Changer**





Change in molecule of the protein in natural rubber



- + Latex Glove **with no protein allergy**
- + Latex Glove is biodegradable faster than Nitrile Glove **100 times**
- + Latex Glove is **low carbon product** as it's made from natural based raw material comparing to Nitrile Glove which is petroleum based raw material.
- + Latex Glove made from natural raw material causing **lower pollution.**
- + Latex Glove is **cheaper comparing to Nitrile Glove.**
- + Latex Glove helps **increase the rubber consumption in Thailand** encouraging income distribution to Thai rubber farmers.



Latex Powder Free Gloves with MULTICOLOR style

-  More variety
-  High Quality Standard
-  Cheaper than Nitrile Gloves
-  Attract targeted customers



SPECTRUM™ Latex Powder-Free Gloves

Natural gloves, Nature your protection, Nature our world

 Medical Grade Comply with global medical regulation	 Lock Steady Grip Hold your tools with confidence	 High Flexibility Up to 900% elongation	 Soft & Comfort Like wearing silk
 Food Contact Compliance The perfect choice for food handling	 Micro Textured at Fingertip Enhanced precise control	 Made from Renewable Resource Lower carbon footprint	 Made from Renewable Energy Woodchip thermal power



Low Protein
 Made from SRI TRANG's special aging recipe of natural rubber latex



The Achievement of Secondary Listing on the Singapore Stock Exchange (SGX)



Singapore Exchange (SGX) today welcomed the secondary listing of Sri Trang Gloves (Thailand) Public Company Limited on its Mainboard under the stock code "STG".

Sri Trang Gloves (Thailand) PLC is one of the largest glove manufacturers globally, manufacturing and distributing rubber gloves for a wide range of industries including healthcare and medical. The company currently has three production plants with a total of 145 production lines in Thailand, and its products are exported to more than 140 countries. Listed on the Stock Exchange of Thailand under the stock code "STGT", it is a subsidiary of Sri Trang Agro-Industry Public Company Limited – a fully integrated natural rubber company and the world's largest producer and distributor of natural rubber – which is also dual-listed in Thailand and Singapore.

Dr Viyavood Sincharoenkul, Chairman of Executive Committee of Sri Trang Gloves (Thailand) PLC, said, "Today marks another important milestone in Sri Trang Gloves' journey to deliver the touch of life on a global scale. SGX is an internationally recognised gateway to the global investment community and we believe this listing will further elevate our global profile and enhance shareholders' value. I thank SGX for their strong support, and extend my appreciation to the professionals who have worked tirelessly towards this day."

Chew Sutat, Head of Global Sales and Origination, SGX, said, "We are excited to welcome Sri Trang Gloves to SGX. Our partnership with the Sri Trang Group started when Sri Trang Agro-Industry PLC listed on our Mainboard back in 2011. Today's listing demonstrates the Group's confidence in SGX as an international fundraising platform. We look forward to partnering with Sri Trang Gloves as it seeks to diversify and broaden its investor base, further increase its profile and visibility in the region, as well as potentially tap international capital in the future."

The listing of Sri Trang Gloves (Thailand) PLC brings the total number of secondary listings on SGX to 29. It will also join SGX's healthcare sector, which has a combined market capitalisation of around S\$110 billion.



SRI TRANG GLOVES (THAILAND) PLC LISTING TODAY ON THE SINGAPORE EXCHANGE MAIN BOARD 10 May 2021

Sri Trang Gloves (Thailand) Public Company Limited is one of the world's leading manufacturers of rubber gloves, being the largest manufacturer in Thailand with an installed capacity of approximately 33 billion pieces per annum.

As an established player for the past 32 years in the rubber glove industry, we employ strategies incorporating ESG considerations, distributing high-quality rubber gloves to more than 140 countries worldwide. We have doubled our capacity over the past 3 years with a product mix that allows us to penetrate both high-growth and developed markets. We plan to increase our installed capacity by 140% to 80 billion pieces per annum by 2024 and triple our installed capacity to 100 billion pieces per annum by 2026.

Successfully listed on the Stock Exchange of Thailand in July 2020 with a market capitalisation of approximately S\$5.5 billion, we are now taking another step to list on the Main Board of the Singapore Exchange today.

www.sritranggloves.com

stg_lr@sritranggroup.com

stock code: STG; SGX; STGT; SET

This advertisement shall not constitute an offer to sell or an invitation or solicitation of an offer by us or on our behalf, to the public to subscribe for or purchase any shares of Sri Trang Gloves (Thailand) Public Company Limited.

Our Pride of Awards and Industry Recognition



Prime Minister
Industry award 2018, 2020

THAI FDA
Quality award 2020
(Best of the Best)



Environmental
law on waste water (Gold level)

**Empowering Persons
with Disabilities**
and Ensuring Inclusiveness and
Equality Award, 2017, 2018, 2019, 2020

Prime Minister
Best Exporter award 2018

**CSR-DIW
Continuous**
Award 2018, 2019

CSR-DIW
Award 2016, 2020

FSC™
CoC

Outstanding
social activities Year 2020

THAI FDA
Quality award
2019, 2018, 2017, 2016,
2014, 2011, 2010, 2009





SRITRANG
GLOVES THAILAND

「Thank you very much」

Investor Relation

Call: +66 2207 4500 Ext. 1404 | **Email:** stgt_ir@sritranggroup.com | **Website:** www.sritranggloves.com