## EQUITY RESEARCH - COMPANY REPORT

# SRI TRANG AGRO INDUSTRY

THAILAND / AGRIBUSINESS

# เริ่มถูกกระทบจากภาษีนำเข้าใน 2Q25

- ไม่เพียงแต่ไม่มีสัญญาณการเร่งตุนสินค้า แต่รายได้คาดจะเริ่มชะลอตัวใน 2Q25
- ผู้บริหารเริ่มมีมุมมองที่ระมัดระวังมากยิ่งขึ้นสำหรับในช่วง 2H25
- ปรับลดประมาณการกำไรสุทธิปี 2025 และคำแนะนำเป็นถือ

## เริ่มรู้สึกถึงผลกระทบทางตรงจากภาษีนำเข้าของสหรัฐฯ

แม้ว่าถุงมือยางของไทยจะถูกเรียกสหรัฐฯ เก็บภาษีนำเข้า 10% ซึ่งต่ำกว่าอัตราที่เรียกเก็บจาก ประเทศคู่แข่งอย่างจีน ลูกค้ายังต้องเป็นผู้รับผิดชอบจ่ายภาษีดังกล่าวทั้งหมดในขณะที่สินค้า ยางต้นน้ำอย่างยางก้อนได้รับยกเว้นภาษีนำเข้าจากสหรัฐฯ อย่างไรก็ตามเราคาดว่าปริมาณ ขายถุงมือยางและยางธรรมชาติใน 2Q25 จะลดลง q-q ทั้งจากลูกค้าชาวสหรัฐฯ และที่ไม่ใช่ชาว สหรัฐฯ ซึ่งชะลอคำสั่งซื้อเนื่องจากความไม่แน่นอนในด้านภาษีนำเข้าซึ่งทำให้ลูกค้าส่วนมาก เลือกที่จะรอดู จากเหตุผลดังกล่าวราคาขายถุงมือยางจึงอ่อนตัวตามความต้องการที่ลดลงและ ราคายางธรรมชาติที่ลดลงตามราคายางของ SICOM

## ผู้บริหารมีมุมมองที่ระมัดระวังมากยิ่งขึ้นสำหรับในช่วง 2H25

ตั้งแต่ทรัมป์ประกาศภาษีนำเข้าเมื่อวันที่ 2 เม.ย. ราคายาง TSR 20 ของ SICOM ได้ปรับตัว ลดลง 15% มาอยู่ที่ 165–175 เซ็นต์/กก. ซึ่งจะส่งผลกระทบต่อราคาขายของ STA ตั้งแต่ 3Q25 เป็นต้นไป บริษัทฯ ยังคงเป้าการเติบโตของปริมาณขายถุงมือไว้ที่ 10% y-y ในปี 2025 และตั้งเป้าปริมาณยางธรรมชาติทรงตัว y-y อย่างไรก็ดีผู้บริหารมีมุมมองที่ระมัดระวังมากยิ่งขึ้น จากปัญหาในการประเมินสถานการณ์ภาษีนำเข้า ทั้งนี้เราคาดว่ากำไร 1Q25 อาจเป็นจุดสูงสุด ของปีนี้

#### ปรับลดประมาณการกำไรสุทธิปี 2025

จากแนวโน้มกำไร 2Q25 ที่อ่อนตัวลงเร็วกว่าที่เคยคาดโดยไม่เพียงแต่ไม่มีสัญญาณการเร่งตุน สินค้า แต่คาดรายได้จะเริ่มซะลอตัว เราปรับลดประมาณการกำไรสุทธิปี 2025 ของเราลง 8% เป็น 1.79พัน ลบ. (+7% y-y) แม้ว่าต้นทุนวัตถุดิบจะลดลง แต่ราคาขายน่าจะลดลงเร็วกว่า ใน ขณะเดียวกันคำสั่งซื้อที่ซะลอตัวยังอาจกดดันอัตราการใช้กำลังการผลิตซึ่งน่าจะส่งผลกระทบ ต่ออัตรากำไรขั้นต้นของทั้งธุรกิจยางธรรมชาติและถุงมือยาง

#### ปรับลดคำแหะนำเป็นถือหลังลดราคาเป้าหมายลงเหลือ 17 บาท

เราปรับลดราคาเป้าหมายเป็น 17 (จาก 20) บาทหลังปรับค่า P/BV เป้าหมายเป็น 0.5x (-1 SD) และปรับลดคำแนะนำเป็นถือเพื่อรอการฟื้นด้วในด้านปริมาณคำสั่งซื้อ สำหรับนักลงทุนที่ สามารถรับความเสี่ยงได้ เราแนะนำให้ซื้อเก็งกำไรระยะสั้นตามแนวโน้มราคายาง ทั้งนี้ปัจจัย สำคัญที่นักลงทุนต้องจับตาดูประกอบด้วย 1) สถานการณ์ภาษีนำเข้าของสหรัฐฯ; 2) แนวโน้ม เศรษฐกิจโลกและ 3) ความเสี่ยงที่การบังคับใช้กฎหมาย EUDR จะเลื่อนออกไปอีกหลังปัจจุบัน มีกำหนดบังคับใช้กฎหมายดังกล่าวในสหภาพยุโรปตอนสิ้นปีนี้

## FROM BUY TARGET PRICE THB17.00 CLOSE THB12.80

+32.8%

-9.5%

THB20.00 -15.0%

CHANGE IN TP
TP vs CONSENSUS

PRIOR TP

**UP/DOWNSIDE** 

INANS

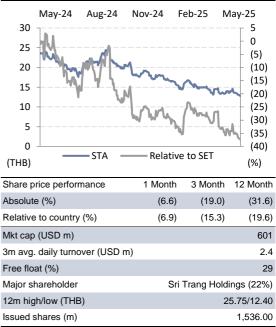
SS INTERNATIONAL INVESTMENT

FSSIA ESG rating

## **KEY STOCK DATA**

**STA TB** 

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	114,374	119,992	126,059	131,432
Net profit	1,670	1,789	1,986	2,088
EPS (THB)	1.09	1.16	1.29	1.36
vs Consensus (%)	-	(18.4)	(23.1)	(28.6)
EBITDA	7,421	7,985	8,410	8,655
Recurring net profit	1,670	1,789	1,986	2,088
Core EPS (THB)	1.09	1.16	1.29	1.36
Chg. In EPS est. (%)	-	(8.4)	(11.5)	(12.5)
EPS growth (%)	nm	7.1	11.0	5.1
Core P/E (x)	11.8	11.0	9.9	9.4
Dividend yield (%)	7.8	5.5	6.1	6.4
EV/EBITDA (x)	11.2	10.7	10.2	10.1
Price/book (x)	0.4	0.4	0.4	0.4
Net debt/Equity (%)	64.1	65.7	65.0	65.0
ROE (%)	3.3	3.5	3.8	4.0



Sources: Bloomberg consensus; FSSIA estimates



Sureeporn Teewasuwet Fundamental Investment Analyst on Securities; License no. 040694 sureeporn.t@fssia.com, +66 2646 9972

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บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 28 พฤษภาคม 2025

#### **Investment thesis**

Thai rubber gloves are subject to a 10% US tariff—lower than those imposed on competitors like China—and the tariff is fully borne by the customers. Meanwhile, natural rubber (such as rubber blocks) is not subject to US tariffs. However, we expect 2Q25 sales volumes of both natural rubber and rubber gloves to drop q-q. This is due to: 1) indirect impact from car tires exported from Thailand to the US, which are now subject to tariffs; and 2) non-US customers delaying orders while waiting for clarity on the tariff situation amid global economic volatility.

Key issues to monitor include: 1) the US tariff situation; 2) global economic conditions; and 3) the risk of a further delay in the enforcement of the EUDR, which is currently scheduled to take effect at the end of the year, as announced by the EU.

### **Company profile**

STA was established in 1987, which has expanded the business and grown to become the world's leading fully integrated rubber company. In 2024, revenue from the midstream business accounted for 78.3% of total revenue, while 21.7% came from the glove business, which is operated through STGT TB (STA holds a 56% stake).

www.sritranggroup.com

#### Catalysts

Potential catalysts for STA's earnings growth in 2024-25 are 1) revenue growth driven by demand from China and an automotive industry recovery; 2) declining raw material costs; 3) higher-than-expected demand for rubber under the EUDR; and 4) if the price of EUDR rubber is higher than non-EUDR rubber.

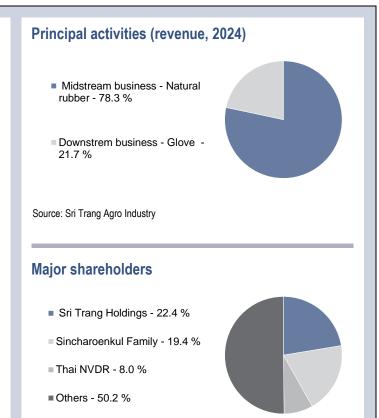
### **Risks to our call**

Downside and upside risks to our P/E-based TP include 1) a slower or faster-than-expected automotive and glove industry recovery; 2) the high or low volatility of selling and raw material prices; 3) higher or lower competition; and 4) a stronger or weaker-than-expected THB.

### **Event calendar**

 Date
 Event

 August 2025
 2Q25 results announcement



Source: Sri Trang Agro Industry

## Key assumptions

	2025E	2026E	2027E
Natural rubber sales volumes (1,000 tonnes)	1,546	1,625	1,724
Natural rubber ASP (US/tonne)	1,800	1,800	1,800
Glove sales volumes (m pieces)	42,404	44,524	46,750
Glove ASP (USD/1,000 pieces)	18.8	18.8	18.8
Overall gross margin (%)	9.4	9.4	9.8

Source: FSSIA estimates

#### **Earnings sensitivity**

- For every 1% increase in sales volume, we estimate 2025 net profit to rise by 2.8%, and vice versa, all else being equal.
- For every 1% increase in ASP, we estimate 2025 net profit to rise by 2.7%, and vice versa, all else being equal.
- For every 0.1% increase in GPM, we estimate 2025 net profit to rise by 4%, and vice versa, all else being equal.
- For every 0.1% increase in SG&A to sales, we estimate 2025 net profit to fall by 3.2%, and vice versa, all else being equal.

Source: FSSIA estimates



## 1Q25 profit grew strongly; recovery in natural rubber and gloves

STA reported a 1Q25 net profit of THB689m (-19% q-q, turning around from a loss in 1Q24). Excluding extra items in 4Q24, its core profit showed solid growth both q-q and y-y, supported by improvements in both the natural rubber and glove businesses (STGT TB).

Although the glove sales volume declined to 9,191 million pieces (-12% q-q, -8.9% y-y), the average selling price increased to USD20.87/1,000 pieces (+10% q-q, +23.7% y-y), while raw material costs decreased. As a result, the glove gross margin improved to 13%, up from 8.2% in 4Q24 and 8.4% in 1Q24.

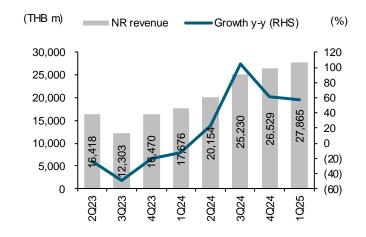
The natural rubber sales volume reached 396,955 tonnes (+2.6% q-q, +25% y-y), and average selling prices rose by 4.4% q-q and 32% y-y. Since cost increases were slower than price gains, the gross margin for natural rubber rose to 8%, up from 7.3% in 4Q24 and 7.7% in 1Q24. During this quarter, EUDR rubber sales totaled 42,876 tonnes (-38% q-q), accounting for 11% of total rubber sales—down from 17.8% in 4Q24.

#### Exhibit 1: STA - 1Q25 results summary

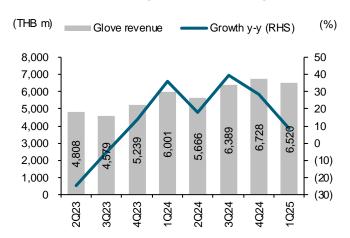
	1Q24	2Q24	3Q24	4Q24	1Q25	Cha	nge	2024	2025E	Change
	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)				
Sales	23,678	25,821	31,619	33,257	34,385	3.4	45.2	114,374	119,992	4.9
Cost of sales	21,805	22,675	28,327	30,746	31,247	1.6	43.3	103,552	108,667	4.9
Gross profit	1,873	3,146	3,292	2,511	3,138	25.0	67.6	10,821	11,326	4.7
SG&A	1,789	1,996	2,047	2,141	1,947	(9.1)	8.8	7,973	7,800	(2.2)
Operating profit	129	1,218	1,308	900	1,262	40.3	881.1	3,554	3,958	11.4
Interest expense	391	435	452	443	477	7.8	21.9	1,721	1,749	1.6
Tax expense	(40)	93	18	92	19	(79.0)	nm	163	301	84.7
Reported net profit	(330)	628	517	854	689	(19.4)	nm	1,670	1789	7.1
Core profit	(183)	725	995	130	734	466.2	nm	1,667	1789	7.3
Key ratios (%)						(ppt)	(ppt)			
Gross margin	7.9	12.2	10.4	7.5	9.1	1.6	1.2	9.5	9.4	(0.1)
SG&A to Sales	7.6	7.7	6.5	6.4	5.7	(0.8)	(1.9)	7.0	6.5	(0.5)
Operating margin	0.5	4.7	4.1	2.7	3.7	1.0	3.1	3.1	3.3	0.2
Net margin	(1.4)	2.4	1.6	2.6	2.0	(0.6)	3.4	1.5	1.5	0.0
Core margin	(0.8)	2.8	3.1	0.4	2.1	1.7	2.9	1.5	1.5	0.0
Operating statistics										
Revenue from TSR	16,447	18,653	23,202	24,624	26,207	6.4	59.3	82,926	86,339	4.1
Revenue from RSS	1,152	1,404	1,834	1,831	1,498	(18.2)	30.0	6,221	6,501	4.5
Revenue from gloves	6,001	5,666	6,389	6,728	6,520	(3.1)	8.7	24,784	26,318	6.2
Revenue from LTX	63	51	159	43	145	239.5	130.6	316	635	101.1
Natural rubber	1Q23	2Q24	3Q24	4Q24	1Q25	(q-q%)	(y-y%)	2024	2025E	(y-y%)
Sales volume (tonnes)	317,872	329,376	380,565	386,956	396,955	2.6	24.9	1,414,769	1,546,083	9.3
Non-EUDR	317,872	327,835	317,810	318,089	354,079	11.3	11.4	1,281,606	1,546,083	20.6
EUDR	0	1,541	62,755	68,867	42,876	(37.7)	nm	133,163	0	nm
ASP (USD/tonne)	1,552	1,692	1,862	1,966	2,053	4.4	32.3	1,774	1,800	1.5
SICOM TSR20 (US cents/kg)	157.3	168.3	175.4	196.2	197.2	0.5	25.4	174.3	180.0	3.3
Gloves										
Sales volume (m pieces)	10,091	8,429	9,593	10,436	9,191	(11.9)	(8.9)	38,549	42,404	22.8
ASP (USD/1,000 pieces)	16.9	18.5	18.9	19.0	20.9	10.0	23.7	18.3	18.8	4.3
GM - Natural rubber (%)	7.7	10.8	11.8	7.3	8.0	0.7	0.3	9.5	9.0	0.1
GM - Gloves (%)	8.4	13.5	5.0	8.2	13.0	4.8	4.6	9.5	11.0	(1.0)

Sources: STA, FSSIA's compilation

#### Exhibit 2: Revenue from natural rubber and growth



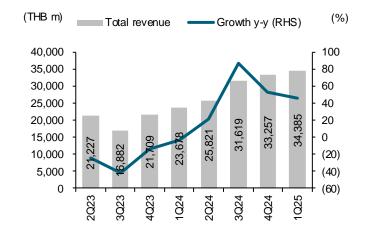
Sources: STA, FSSIA's compilation



#### Exhibit 4: Revenue from glove business and growth

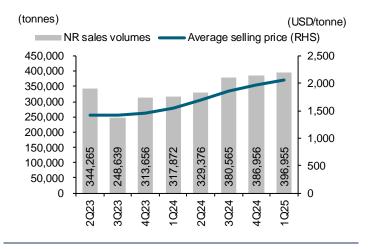
Sources: STA, FSSIA's compilation

#### Exhibit 6: Total revenue and growth



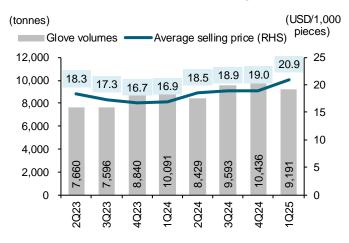
Sources: STA, FSSIA's compilation

#### Exhibit 3: Natural rubber - sales volume and selling price



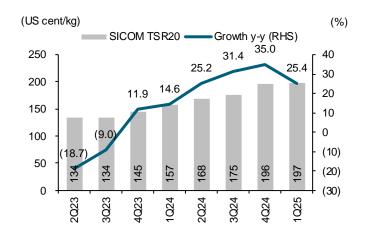
Sources: STA, FSSIA's compilation

#### Exhibit 5: Gloves - sales volume and selling price



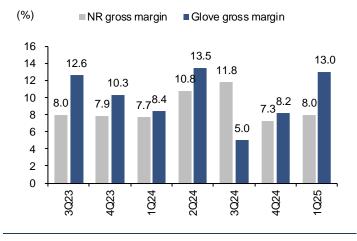
Sources: STA, FSSIA's compilation

#### Exhibit 7: Quarterly SICOM TSR20 rubber price



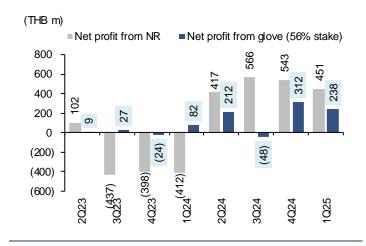
Sources: STA, FSSIA's compilation

#### Exhibit 8: Gross margin breakdown by type of business



Sources: STA, FSSIA's compilation

#### Exhibit 10: Net profit breakdown by type of business



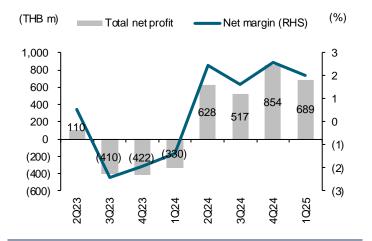
Sources: STA, FSSIA estimates

#### Exhibit 9: Overall gross margin and SG&A to sales



Sources: STA, FSSIA's compilation

#### Exhibit 11: Total net profit and net margin



Sources: STA, FSSIA's compilation

## Profit outlook facing indirect impact from tariffs in 2Q25

Thai rubber gloves are subject to a 10% US tariff—lower than those imposed on competitors like China—and the tariff is fully borne by the customers. Meanwhile, natural rubber (such as rubber blocks) is not subject to US tariffs. However, we expect 2Q25 sales volumes of both natural rubber and rubber gloves to drop q-q. This is due to:

- 1. Indirect impact from car tires exported from Thailand to the US, which are now subject to tariffs; and
- 2. Non-US customers delaying orders while waiting for clarity on the tariff situation amid global economic volatility.

To elaborate, we expect the 2Q25 glove sales volume to decline q-q but still grow y-y due to the low base last year. However, average selling prices are decreasing q-q in order to maintain factory utilization rates. Since the price drop may exceed the decline in raw material costs, STGT is likely to see weaker revenue and a decrease in its gross margin.

We also anticipate the 2Q25 natural rubber sales volume to decrease both q-q and yy, as customers delay orders to assess the potential impact of tariffs. Meanwhile, average selling prices may remain flat or slightly lower q-q at around US cent195– 200/kg, as the sales are based on forward contracts.

Overall, the 2Q25 profit outlook is weakening faster than previously estimated. Not only is there no sign of stockpiling by customers, but revenue growth is also slowing as most clients enter wait-and-see mode.

#### Exhibit 12: Trump's tariffs - US glove imports

Type of glove	Chi	na	Malaysia	Thailand	
	Current	2026			
Medical and surgical	80%	130%	Free + 10%	Free + 10%	
	(50% + 30%)	(100% + 30%)	Fiee + 10%	riee + 10%	
Non-medical	58%	58%	20/ . 400/	20/ + 4.00/	
	(28% + 30%)	(28% + 30%)	3% + 10%	3% + 10%	

Note: Information as of 19 May 2025 Source: FSSIA's compilation

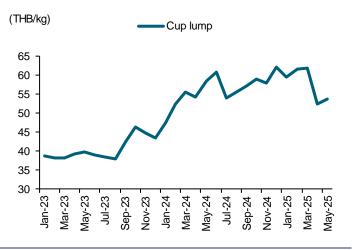
## Revising down 2025E earnings and target price

Since Trump's tariff announcement on 2 April, the SICOM TSR 20 rubber price has declined by 15%, most recently falling to US cent 165–175/kg. This is expected to negatively impact STA's selling prices starting in 3Q25. However, management noted that 3QTD selling prices are still above the current SICOM levels, initially estimated at US cent 180–185/kg. Management also expects the rubber price range for the rest of the year to be at 165–185 cents/kg. We view this as a relatively wide range, likely due to the uncertainty surrounding the tariff situation, which makes it difficult to forecast.

#### Exhibit 13: Daily SICOM TSR20 rubber price



#### Exhibit 14: Monthly cup lump price



Sources: Bloomberg, FSSIA's compilation

Sources: The Thai Rubber Association, FSSIA's compilation

The company has maintained its 2025 glove sales target at 42 billion pieces (+10% yy), with 1H25 expected to account for 43% of the full-year target. However, the target for the natural rubber sales volume remains unclear due to uncertainty in purchase orders. Management has tentatively aimed for the sales volume not to fall below 2024's level of 1.41 million tonnes, with 1H25 expected to contribute c50% of the annual target. That said, advanced orders have already started in July, but the momentum appears to be weakening compared to 2Q25. The recovery in the remainder of the year will largely depend on how the tariff situation evolves.

We have revised down our 2025E net profit by 8%, mainly due to a reduction in gross margin assumptions, as selling prices are falling faster than raw material costs and factory utilization rates may soften. Our new 2025E net profit is at THB1.79b (+7% y-y), with the highest quarterly earnings likely already achieved in 1Q25. Therefore, we lower our target price to THB17 (from THB20), based on a reduced target P/BV of 0.5x (-1 SD), and revise our rating to HOLD, pending a recovery in purchase orders. For risk-tolerant investors, we recommend speculative trading based on rubber prices.

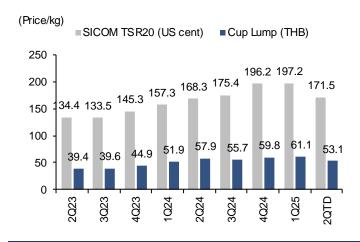
Key issues to monitor include: 1) the US tariff situation; 2) global economic conditions; and 3) the risk of a further delay in the enforcement of the EUDR, which is currently scheduled to take effect at the end of the year, as announced by the EU.

## Exhibit 15: Changes in key assumptions for STA

	Current				Previous		Change			
	2025E	2026E	2027E	2025E	2026E	2027E	2025E	2026E	2027E	
	(THB m)	(%)	(%)	(%)						
Total revenue	119,992	126,059	131,432	119,992	126,059	131,432	0.0	0.0	0.0	
Costs	108,667	114,161	118,511	107,993	113,229	118,026	0.6	0.8	0.4	
Gross profit	11,326	11,898	12,921	11,999	12,830	13,406	(5.6)	(7.3)	(3.6)	
SG&A expense	7,800	8,068	8,937	8,399	8,824	9,200	(7.1)	(8.6)	(2.9)	
Interest expense	1,749	1,783	1,797	1,749	1,783	1,797	0.0	0.0	(0.0)	
Profit sharing	120	126	131	120	126	131	(0.0)	0.0	0.3	
Reported net profit	1,789	1,986	2,088	1,954	2,243	2,388	(8.4)	(11.5)	(12.6)	
Core profit	1,789	1,986	2,088	1,954	2,243	2,388	(8.4)	(11.5)	(12.6)	
Key ratios (%)										
Total revenue growth	4.9	5.1	4.3	4.9	5.1	4.3				
Net profit growth	7.1	11.0	5.1	17.0	14.8	6.4				
Core profit growth	7.3	11.0	5.1	17.2	14.8	6.4				
Gross margin	9.4	9.4	9.8	10.0	10.2	10.2	(0.6)	(0.8)	(0.4)	
SG&A to sales	6.5	6.4	6.8	7.0	7.0	7.0	(0.5)	(0.6)	(0.2)	
Net margin	1.5	1.6	1.6	1.6	1.8	1.8	(0.1)	(0.2)	(0.2)	
Core margin	1.5	1.6	1.6	1.6	1.8	1.8	(0.1)	(0.2)	(0.2)	
Operating statistics (THB m)										
Revenue from TSR	86,339	90,742	94,372	86,339	90,742	94,372	0.0	0.0	0.0	
Revenue from RSS	6,501	6,761	7,031	6,501	6,761	7,031	0.0	0.0	0.0	
Revenue from gloves	26,318	27,634	29,016	26,318	27,634	29,016	0.0	0.0	0.0	
Revenue from LTX	635	683	725	635	683	725	0.0	0.0	0.0	
Natural rubber										
Sales volumes (tonnes)	1,546,083	1,624,503	1,723,962	1,546,083	1,624,503	1,723,962	0.0	0.0	0.0	
Non-EUDR EUDR										
ASP (USD/tonne)	1,800	1,800	1,800	1,800	1,800	1,800	0.0	0.0	0.0	
SICOM TSR20 (US cents/kg)	1,000	1,000	1,000	1,000	1,000	1,000	0.0	0.0	0.0	
	100.0	100.0	100.0	100.0	100.0	100.0	0.0	0.0	0.0	
Gloves										
Sales volumes (mn pieces)	42,404	44,524	46,750	42,404	44,524	46,750	0.0	0.0	0.0	
ASP (USD/1,000 pieces)	18.8	18.8	18.8	18.8	18.8	18.8	0.0	0.0	0.0	
GM - Natural rubber (%)	9.0	9.0	9.5	10.0	10.2	10.2	(1.0)	(1.2)	(0.7)	
GM - Gloves (%)	11.0	11.0	11.0	10.0	10.1	10.2	1.0	0.9	0.8	

Source: FSSIA estimates

#### Exhibit 16: Rubber prices – SICOM TSR20 and cup lump



Sources: Bloomberg, The Thai Rubber Association, FSSIA's compilation

#### Exhibit 18: Sales volume and selling price – natural rubber



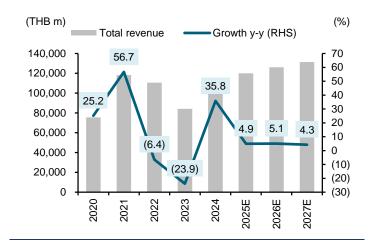
Sources: STA; FSSIA estimates

#### Exhibit 20: Gross margin and net margin



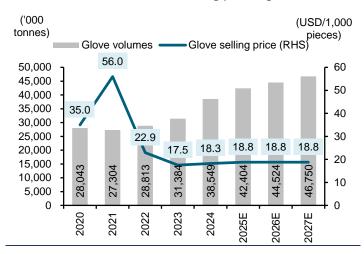
Sources: STA; FSSIA estimates

#### Exhibit 17: Total revenue and growth



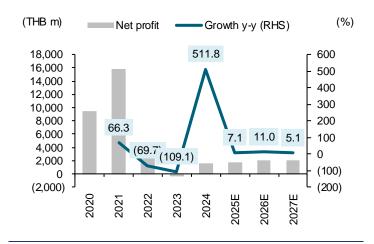
Sources: STA; FSSIA estimates

#### Exhibit 19: Sales volume and selling price – gloves



Sources: STA; FSSIA estimates

#### Exhibit 21: Net profit and growth



Sources: STA; FSSIA estimates



# EUDR rubber premium narrowing due to uncertainty around Trump's policies

The premium on EUDR rubber has started to narrow amid uncertainty surrounding President Trump's policies. The EUDR (EU Deforestation-Free Regulation) is a European Union regulation aimed at ensuring traceability in the supply chain of seven key commodities—natural rubber, palm oil, beef, cocoa, coffee, soybeans, and wood—to confirm that they are not sourced from deforested areas post-2020.

Under the EU's previous plan, the EUDR was set to take effect on 30 December 2024, and Thailand was among the first countries capable of producing EUDR rubber. This allowed Thai producers such as STA and TEGH to sell EUDR rubber at a premium over the SICOM price in 2H24, enjoying roughly 15% higher margins compared to non-EUDR rubber. However, the EU has since postponed implementation to 30 December 2025, due to a lack of readiness among several countries. As a result, the demand for EUDR rubber stalled in 1H25.

Since Trump returned as president for a second term, there has been a clear decline in capital inflows to US ESG funds, stemming from his administration's pro-fossil fuel policies, delayed investments in clean energy, reduced EV tax support, and steps to withdraw the US from the Paris Agreement. These developments have raised investor concerns about ESG-related businesses potentially facing short-term setbacks, leading to a slowdown in ESG fund investments in 1Q25.





## Exhibit 23: Quarterly global sustainable fund assets



Given this backdrop, we see rising risks that EUDR enforcement could be further delayed due to escalating trade tensions between the US and EU. In addition, there is a possibility that the US might oppose the EUDR standard, which could pressure the EUDR premium to decline further. As of 2Q25, the premium has already narrowed to around SICOM +10%, and it may decline even more—possibly converging with non-EUDR rubber prices.

FSSIA's base-case assumption for 2025–2027 is that EUDR and non-EUDR rubber will be priced equally at US cent 180/kg, roughly in line with the 2025 YTD average SICOM price.

Our sensitivity analysis shows that every 5% drop in natural rubber selling price, with all else being equal, would negatively impact STA's earnings by 13.5%. While the company has hedging measures in place for both price volatility and foreign exchange risks, we maintain a more cautious stance given the ongoing trade war, which increases the downside risks to both rubber sales volumes and pricing.

Source: Morningstar Direct (data as of March 2025)

Source: Morningstar Direct (data as of March 2025)

FSSIA's long-term view remains positive on STA group's strategy and ESG goals. The company is deeply committed to sustainable operations throughout its supply chain. STA is one of the few global players with full traceability to its raw material sources—aligned with EUDR standards—even before enforcement. The group has also set targets for carbon emissions reduction, aiming for net zero by 2050, and achieved a 14% reduction in greenhouse gas emissions in 2024 compared to its 2021 base year. Notably, it is also one of the listed companies that has started selling carbon credits, underscoring its continuous and outstanding ESG progress in the agriculture and food sector. Most recently, both STA and STGT were awarded AAA ratings in the SET ESG Rating, maintaining their strong ESG standing.





Source: STA's 1Q25 presentation





Source: STGT's 1Q25 presentation

#### Exhibit 26: STA - historical P/E band



Sources: Bloomberg; FSSIA estimates



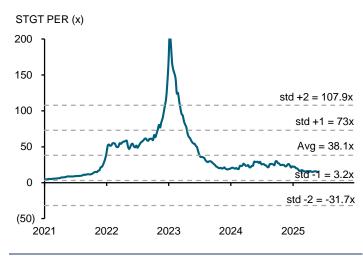
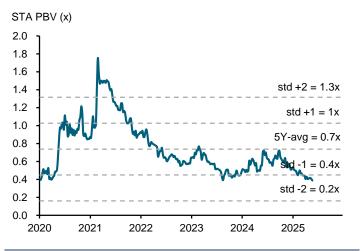


Exhibit 27: STA – historical P/BV band



Sources: Bloomberg; FSSIA estimates

#### Exhibit 29: STGT – historical P/BV band



Source: Bloomberg

Source: Bloomberg

## **Financial Statements**

Sri Trang Agro Industry

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	84,245	114,374	119,992	126,059	131,432
Cost of goods sold	(76,082)	(103,552)	(108,667)	(114,161)	(118,511
Gross profit	8,163	10,821	11,326	11,898	12,921
Other operating income	370	706	432	403	394
Operating costs	(8,063)	(7,973)	(7,800)	(8,068)	(8,937
Operating EBITDA	4,086	7,421	7,985	8,410	8,655
Depreciation	(3,617)	(3,867)	(4,027)	(4,177)	(4,277
Goodwill amortisation	0	0	0	0	(
Operating EBIT	469	3,554	3,958	4,234	4,378
Net financing costs	(896)	(1,314)	(1,447)	(1,475)	(1,483
Associates	(107)	99	120	126	131
Recurring non-operating income	(107)	99	120	126	131
Non-recurring items	7	3	0	0	(
Profit before tax	(527)	2,343	2,631	2,884	3,027
Tax	71	(163)	(301)	(331)	(347
Profit after tax	(456)	2,180	2,329	2,553	2,680
Minority interests	22	(510)	(540)	(567)	(591
Preferred dividends	0	0	0	0	(***
Other items	-	-	-	-	
Reported net profit	(434)	1,670	1,789	1,986	2,088
Non-recurring items & goodwill (net)	-	-	-	-	,
Recurring net profit	(434)	1,670	1,789	1,986	2,088
Per share (THB)	. ,				•
Recurring EPS *	(0.28)	1.09	1.16	1.29	1.30
Reported EPS	(0.28)	1.09	1.16	1.29	1.36
DPS	1.00	1.00	0.70	0.78	0.82
Diluted shares (used to calculate per share data)	1,536	1,536	1,536	1,536	1,536
Growth	,	,	,	,	,
Revenue (%)	(23.9)	35.8	4.9	5.1	4.3
Operating EBITDA (%)	(58.1)	81.6	7.6	5.3	2.9
Operating EBIT (%)	(92.0)	657.3	11.4	7.0	3.4
Recurring EPS (%)	(32.0) nm	nm	7.1	11.0	5. <sup>-</sup>
Reported EPS (%)	nm	nm	7.1	11.0	5. 5.
Operating performance	1011	1011	7.1	11.0	J.
	9.7	0.5	9.4	9.4	9.8
Gross margin inc. depreciation (%)		9.5			
Gross margin exc. depreciation (%)	14.0	12.8	12.8	12.8	13.1
Operating EBITDA margin (%)	4.9	6.5	6.7	6.7	6.6
Operating EBIT margin (%)	0.6	3.1	3.3	3.4	3.3
Net margin (%)	(0.5)	1.5	1.5	1.6	1.6
Effective tax rate (%)	13.5	7.0	11.5	11.5	11.5
Dividend payout on recurring profit (%)	(353.6)	92.0	60.0	60.0	60.0
Interest cover (X)	0.4	2.8	2.8	3.0	3.0
Inventory days	131.5	124.5	144.3	136.6	129.8
Debtor days	36.4	32.8	39.2	39.0	39.2
Creditor days	22.8	16.5	18.6	19.2	19.3
Operating ROIC (%)	0.4	3.1	3.0	3.1	3.1
ROIC (%)	0.3	2.8	2.8	2.9	3.0
ROE (%)	(0.9)	3.3	3.5	3.8	4.0
ROA (%)	0.2	2.7	2.7	2.8	2.9
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Midstream business - Natural rubber	65,210	89,589	93,674	98,425	102,416
Downstrem business - Glove	19,035	24,784	26,318	27,634	29,016

Sources: Sri Trang Agro Industry; FSSIA estimates

## **Financial Statements**

Sri Trang Agro Industry

Depreciation	(434) 3,617 - 1 (447) 2,737 5,155) - - - - - - - - - - - - -	1,670 3,867 - 799 (17,671) (11,336) (1,819) (1,819) (1,819) (1,379) (6,362) (1,379) (16,373 (65) 14,929 - 0 0 (16,373 (65) 14,929 - 0 0 (2,768) (15,976.14) (1,389.26) (15,976.14) (1,389.26) (10,40) (0,90) 4.12 2024 70,236 (18,639) 51,597 3,551 - 10,591 9,431 12,609 41,072 1,472	1,789 4,027 - 5113 (649) <b>5,680</b> (11,762) - 5,467 (6,296) (1,074) 0 (1,066) 34 (2,106) 34 (2,106) 34 (2,106) 34 (1,074) 0 (1,066) 34 (1,074) 0 (1,066) 34 (1,074) 0 0 0 0 0 0 0 0 0 0 0 0 2,721) 1,133.67 (1,647.83) 0 0 0 0 2025E 73,596 (14,719) 58,877 3,600 (14,719) 58,877 3,500 (14,719) 5,000 6,710 13,150 41,680	1,986 4,177 - 665 599 <b>7,427</b> (6,697) (1,192) 0 1,027 85 (80) - 0 0 0 0 0 0 2,464.67 1,793.34 1.60 1.17 4.45 <b>2026E</b> 76,746 (15,349) <b>61,397</b> <b>3,600</b> 7,311 13,815 40,660	2,088 4,277 (326 6,388 (5,957) (43) (43) (6,000) (1,253) (768) 2,185.12 873.54 (768) 2,185.12 873.54 (15,769) 63,077 3,600 (15,769) 63,077 3,600 (5,900) 6,932 14,404
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tet acquisitions & disposals ther investments (net) (3 ash flow from investing (8 vidends paid (1 quity finance ebt finance (3 ther financing cash flows ash flow from financing (4 on-recurring cash flows ther adjustments et other adjustments alance Sheet (THB m) Year Ending Dec angible fixed assets (net) for adjust adjuster adjust	,,414) ,,314) 0 ,,102) (207) ,,623) 0 0 0 0,301) 5.89) 17.50) 2.07 2023 9,385 5,197) 3,188 3,601 5,726 2,199 7,941 6,959 1,253	(6,362) (1,379) 0 16,373 (65) 14,929 0 0 0 (2,768) (15,976.14) (1,389.26) (10,40) (0,90) 4.12 2024 70,236 (18,639) 51,597 3,551 9,431 12,609 41,072	(6,296) (1,074) 0 (1,066) 34 (2,106) - 0 0 (2,721) 1,133.67 (1,647.83) 0.74 (1.07) 4.12 2025E 73,596 (14,719) 58,877 3,600 - 5,000 6,710 13,150	(6,745) (1,192) 0 1,027 85 (80) 0 0 0 0 2,464.67 1,793.34 2,464.67 1,793.34 1.60 1.17 4.45 2026E 76,746 (15,349) 61,397 3,600 7,311 13,815 40,660	(6,000) (1,253) (1,253) (1,253) (1,253) (768) (768) (2,165,12 873,54 (1,279) 2,185,12 873,54 (1,279) 2,185,12 873,54 (1,279) 6,3,077 3,600 (1,5,769) 63,077 3,600 (1,279) 63,077 3,600 (1,279) 63,077 3,600 (1,279) (1
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bet finance       (3         ther financing cash flows       ash flow from financing       (4         on-recurring cash flows       (4         on-recurring cash flows       (10         ther adjustments       (10         lovement in cash       (10         ree cash flow to firm (FCFF)       (4,25         ree cash flow to equity (FCFE)       (8,98         er share (THB)       (CFF per share         CFF per share       (C         ceurring cash flow per share       (10         angible fixed assets (gross)       63         ess: Accumulated depreciation       (16         angible fixed assets (net)       53         ong-term financial assets (net)       53         ong-term financial assets (net)       54         ong-term financial assets (net)       53         vest. in associates & subsidiaries       11         creceivable       21         ventories       22         ther current assets       44         ther assets       111         ommon equity       54         inorities etc.       11         ong term debt       21	(207) (207) (207) (207) (207) (203) (5.89) (7.50) (	16,373 (65) 14,929 0 0 (2,768) (15,976.14) (1,389.26) (10,40) (0.90) 4.12 2024 70,236 (18,639) 51,597 3,551 9,431 10,591 9,431 12,609 41,072	(1,066) 34 (2,106) 0 0 (2,721) 1,133.67 (1,647.83) 0.74 (1.07) 4.12 2025E 73,596 (14,719) 58,877 3,600 - 5,000 6,710 13,150	1,027 85 (80) 0 0 602 2,464.67 1,793.34 1.60 1.17 4.45 <b>2026E</b> 76,746 (15,349) <b>61,397</b> <b>3,600</b> 5,000 7,311 13,815 40,660	410 75 (768) (768) 2,185.12 873.54 1.42 0.57 4.37 2027E 78,846 (15,769) 63,077 3,600 6,932 14,404
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et other adjustments         lovement in cash       (10         ree cash flow to firm (FCFF)       (4,25         ree cash flow to equity (FCFE)       (8,98         er share (THB)       (CFF per share         CFF per share       (10         cecurring cash flow per share       (10         alance Sheet (THB m) Year Ending Dec       (10         angible fixed assets (gross)       66         angible fixed assets (gross)       66         angible fixed assets (net)       55         ong-term financial assets       55         west. in associates & subsidiaries       11         /C receivable       12         wentories       22         wentories       24         ther assets       44         ther assets       11         ommon equity       56         linorities etc.       11         ordal assets       11         ong term debt       27	0 ,301) ,5.89) ,7.50) 2.77) 5.85) 2.07 2023 9,385 ,197) 3,188 3,601 - 5,726 2,199 7,941 6,959 1,253	0 (2,768) (15,976.14) (1,389.26) (10.40) (0.90) 4.12 2024 70,236 (18,639) 51,597 3,551 9,431 12,609 41,072	0 (2,721) 1,133.67 (1,647.83) 0.74 (1.07) 4.12 2025E 73,596 (14,719) 58,877 3,600 (14,719) 58,877 3,600 6,710 13,150	0 602 2,464.67 1,793.34 1.60 1.17 4.45 <b>2026E</b> 76,746 (15,349) <b>61,397</b> <b>3,600</b> 7,311 13,815 40,660	(15,769) (379) 2,185.12 873.54 1.42 0.57 4.37 2027E 78,846 (15,769) 63,077 3,600 6,932 14,404
Inverse in cash       (10         ree cash flow to firm (FCFF)       (4,25         ree cash flow to equity (FCFE)       (8,98         er share (THB)       (6,98         CFF per share       (7,05         cecurring cash flow per share       (7,05         alance Sheet (THB m) Year Ending Dec       (7,05         angible fixed assets (gross)       63         ess: Accumulated depreciation       (16         angible fixed assets (net)       55         ong-term financial assets       5         west. in associates & subsidiaries       5         ash & equivalents       12         /C receivable       24         wether current assets       44         ther assets       11         oommon equity       55         inorities etc.       11         oomg term debt       27	<b>3,301</b> )         (5.89)         (7.50)         (2.77)         (5.85)         2.07 <b>2023 9,385</b> (197) <b>3,188 3,601</b> 5,726         2,199         7,941         6,959         1,253	(2,768) (15,976.14) (1,389.26) (10.40) (0.90) 4.12 2024 70,236 (18,639) 51,597 3,551 9,431 12,609 41,072	(2,721) 1,133.67 (1,647.83) 0.74 (1.07) 4.12 2025E 73,596 (14,719) 58,877 3,600 6,710 13,150	602 2,464.67 1,793.34 1.60 1.17 4.45 <b>2026E</b> 76,746 (15,349) 61,397 3,600 5,000 7,311 13,815 40,660	(379) 2,185.12 873.54 1.42 0.57 4.37 2027E 78,846 (15,769) 63,077 3,600 6,932 14,404
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ree cash flow to equity (FCFE) (8,98 er share (THB) CFF per share (C CFE per share (C ecurring cash flow per share (C angible fixed assets (gross) 63 ess: Accumulated depreciation (16 angible fixed assets (net) 55 ess: Accumulated depreciation (16 ess: Accumulated depreciation (1	2.77) 5.85) 2.07 2023 9,385 5,197) 3,188 3,601 - 5,726 2,199 7,941 6,959 1,253	(1,389,26) (10,40) (0,90) 4,12 2024 70,236 (18,639) 51,597 3,551 9,431 10,591 9,431 12,609 41,072	(1,647.83) 0.74 (1.07) 4.12 2025E 73,596 (14,719) 58,877 3,600 - 5,000 6,710 13,150	1,793.34 1.60 1.17 4.45 <b>2026E</b> <b>76,746</b> (15,349) <b>61,397</b> <b>3,600</b> - 5,000 7,311 13,815 40,660	873.54 1.42 0.57 4.37 <b>2027E</b> 78,846 (15,769) <b>63,077</b> <b>3,600</b> 5,000 6,932 14,404
er share (THB)       CFF per share       ()         CFE per share       ()       CFE per share       ()         cecurring cash flow per share       ()       ()       ()         alance Sheet (THB m) Year Ending Dec       ()       ()       ()         angible fixed assets (gross)       ()       ()       ()       ()         angible fixed assets (gross)       ()       ()       ()       ()       ()         angible fixed assets (net)       ()	2.77) 5.85) 2.07 2023 9,385 5,197) 3,188 3,601 - 5,726 2,199 7,941 6,959 1,253	(10.40) (0.90) 4.12 2024 70,236 (18,639) <b>51,597</b> <b>3,551</b> 10,591 9,431 12,609 41,072	0.74 (1.07) 4.12 2025E 73,596 (14,719) 58,877 3,600 5,000 6,710 13,150	1.60 1.17 4.45 <b>2026E</b> 76,746 (15,349) <b>61,397</b> <b>3,600</b> - 5,000 7,311 13,815 40,660	1.42 0.57 4.37 <b>2027E</b> (15,769) <b>63,077</b> <b>3,600</b> 5,000 6,932 14,404
CFF per share       ()         CFE per share       ()         ecurring cash flow per share       ()         alance Sheet (THB m) Year Ending Dec       ()         angible fixed assets (gross)       (6)         ses: Accumulated depreciation       (16)         angible fixed assets (net)       ()         ong-term financial assets       ()         vest. in associates & subsidiaries       ()         ash & equivalents       ()         'C receivable       ()         ventories       ()         ther current assets       ()         urrent assets       ()         otal assets       ()         ordial assets       ()         ond equity       ()         inorities etc.       ()         ong term debt       ()	5.85) 2.07 2023 9,385 5,197) <b>3,188</b> <b>3,601</b> - 5,726 2,199 7,941 6,959 1,253	(0.90) 4.12 2024 70,236 (18,639) <b>51,597</b> <b>3,551</b> 10,591 9,431 12,609 41,072	(1.07) 4.12 2025E 73,596 (14,719) 58,877 3,600 - 5,000 6,710 13,150	1.17 4.45 <b>2026E</b> 76,746 (15,349) <b>61,397</b> <b>3,600</b> 7,311 13,815 40,660	0.57 4.37 2027E 78,846 (15,769) 63,077 3,600 5,000 6,932 14,404
CFE per share       ()         ecurring cash flow per share       ()         alance Sheet (THB m) Year Ending Dec       ()         angible fixed assets (gross)       (6)         angible fixed assets (net)       ()         angible fixed assets (net)       ()         ong-term financial assets       ()         vest. in associates & subsidiaries       ()         ash & equivalents       ()         C receivable       ()         ventories       ()         ther current assets       ()         ther assets       ()         opmon equity       ()         cinorities etc.       ()         optical shareholders' equity       (6)         ong term debt       ()	5.85) 2.07 2023 9,385 5,197) <b>3,188</b> <b>3,601</b> - 5,726 2,199 7,941 6,959 1,253	(0.90) 4.12 2024 70,236 (18,639) <b>51,597</b> <b>3,551</b> 10,591 9,431 12,609 41,072	(1.07) 4.12 2025E 73,596 (14,719) 58,877 3,600 - 5,000 6,710 13,150	1.17 4.45 <b>2026E</b> 76,746 (15,349) <b>61,397</b> <b>3,600</b> 7,311 13,815 40,660	0.57 4.37 2027E 78,846 (15,769) 63,077 3,600 5,000 6,932 14,404
Idecurring cash flow per share         Idecurring cash flow per share         Idecurring cash flow per share         Inagible fixed assets (gross)         64         ess: Accumulated depreciation         (16         angible fixed assets (net)         55         ntangible fixed assets (net)         000-term financial assets         vvest. in associates & subsidiaries         vvest. in associates & subsidiaries         12         /C receivable         iventories         24         ther current assets         otal assets         0tal assets         11         common equity         11         oral shareholders' equity         64         ong term debt	2.07 2023 9,385 5,197) <b>3,188</b> <b>3,601</b> 5,726 2,199 7,941 6,959 1,253	4.12 2024 70,236 (18,639) <b>51,597</b> <b>3,551</b> 9,431 12,609 41,072	4.12 2025E 73,596 (14,719) 58,877 3,600 5,000 6,710 13,150	4.45 2026E 76,746 (15,349) 61,397 3,600 5,000 7,311 13,815 40,660	4.37 2027E 78,846 (15,769) 63,077 3,600 5,000 6,932 14,404
alance Sheet (THB m) Year Ending Dec         angible fixed assets (gross)       66         ess: Accumulated depreciation       (16         angible fixed assets (net)       55         ntangible fixed assets (net)       55         ong-term financial assets       5         west. in associates & subsidiaries       5         vest. in associates & subsidiaries       12         //C receivable       55         wentories       26         Other current assets       55         Current assets       44         Wher assets       111         Common equity       56         dinorities etc.       11         oral shareholders' equity       66         ong term debt       27	2023 9,385 5,197) <b>3,188</b> <b>3,601</b> - 5,726 2,199 7,941 6,959 1,253	2024 70,236 (18,639) <b>51,597</b> <b>3,551</b> - 10,591 9,431 12,609 41,072	2025E 73,596 (14,719) 58,877 3,600 - 5,000 6,710 13,150	2026E 76,746 (15,349) 61,397 3,600 - 5,000 7,311 13,815 40,660	2027E 78,846 (15,769) <b>63,077</b> <b>3,600</b> 5,000 6,932 14,404
iangible fixed assets (gross) 63 ess: Accumulated depreciation (16 iangible fixed assets (net) 55 trangible fixed assets (net) 55 ong-term financial assets nvest. in associates & subsidiaries 24 inventories 24 i/C receivable 75	9,385 5,197) <b>3,188</b> <b>3,601</b> - 5,726 2,199 7,941 6,959 1,253	70,236 (18,639) <b>51,597</b> <b>3,551</b> - 10,591 9,431 12,609 41,072	73,596 (14,719) <b>58,877</b> <b>3,600</b> - 5,000 6,710 13,150	76,746 (15,349) <b>61,397</b> <b>3,600</b> - 5,000 7,311 13,815 40,660	78,846 (15,769) <b>63,077</b> <b>3,600</b> 5,000 6,932 14,404
ess: Accumulated depreciation (16 angible fixed assets (net) 55 ntangible fixed assets (net) 55 ong-term financial assets (net) 55 ong-term financial assets (net) 55 ong-term financial assets (net) 55 orgen (net) 55 vertices (net) 55 vertices (net) 55 otal assets 111 ommon equity 55 linorities etc. 115 otal shareholders' equity 65 ong term debt 225	5,197) 3,188 3,601 5,726 2,199 7,941 6,959 1,253	(18,639) <b>51,597</b> <b>3,551</b> - 10,591 9,431 12,609 41,072	(14,719) 58,877 3,600 - 5,000 6,710 13,150	(15,349) 61,397 3,600 5,000 7,311 13,815 40,660	(15,769) 63,077 3,600 5,000 6,932 14,404
ess: Accumulated depreciation (16 angible fixed assets (net) 55 ntangible fixed assets (net) 55 ong-term financial assets (net) 55 ong-term financial assets (net) 55 ong-term financial assets (net) 55 versets (net) 55 versets (net) 55 ther current assets (net) 55 ther current assets (net) 55 ther asset (net) 55 and (net) 55 ther asset (n	5,197) 3,188 3,601 5,726 2,199 7,941 6,959 1,253	(18,639) <b>51,597</b> <b>3,551</b> - 10,591 9,431 12,609 41,072	(14,719) 58,877 3,600 - 5,000 6,710 13,150	(15,349) 61,397 3,600 5,000 7,311 13,815 40,660	(15,769) 63,077 3,600 5,000 6,932 14,404
angible fixed assets (net)       5:         ntangible fixed assets (net)       5:         ong-term financial assets       5:         avest. in associates & subsidiaries       12:         ash & equivalents       12:         //C receivable       5:         iventories       22:         ther current assets       3:         current assets       3:         common equity       5:         tionrities etc.       11:         otal shareholders' equity       6:         ong term debt       2:	<b>3,188</b> <b>3,601</b> 5,726 2,199 7,941 6,959 1,253	<b>51,597</b> <b>3,551</b> 10,591 9,431 12,609 41,072	<b>58,877</b> <b>3,600</b> 5,000 6,710 13,150	<b>61,397</b> <b>3,600</b> 5,000 7,311 13,815 40,660	63,077 3,600 5,000 6,932 14,404
attangible fixed assets (net)       a         ong-term financial assets       a         ovest. in associates & subsidiaries       a         ash & equivalents       12         //C receivable       24         typer current assets       24         typer current assets       34         ottler current assets       34         typer current assets       34         otal assets       11         common equity       56         tinorities etc.       11         otal shareholders' equity       64         ong term debt       27	<b>3,601</b> 5,726 2,199 7,941 6,959 1,253	<b>3,551</b> 10,591 9,431 12,609 41,072	<b>3,600</b> 5,000 6,710 13,150	<b>3,600</b> 5,000 7,311 13,815 40,660	<b>3,600</b> 5,000 6,932 14,404
ong-term financial assets         avest. in associates & subsidiaries         ash & equivalents         12         /C receivable         iventories         ventories         urrent assets         urrent assets         otal assets         onmon equity         56         inorities etc.         11         ong term debt	5,726 2,199 7,941 6,959 1,253	10,591 9,431 12,609 41,072	5,000 6,710 13,150	5,000 7,311 13,815 40,660	5,000 6,932 14,404
avest. in associates & subsidiaries 4 tash & equivalents 12 /C receivable 22 wentories 22 ther current assets 44 ther assets 11 cotal assets 11 tionrities etc. 11 otal shareholders' equity 64 ong term debt 22	2,199 7,941 6,959 1,253	9,431 12,609 41,072	6,710 13,150	7,311 13,815 40,660	6,932 14,404
iash & equivalents 11 /C receivable 22 wentories 22 ther current assets 44 ther assets 11 common equity 55 tinorities etc. 11 otal shareholders' equity 64 ong term debt 22	2,199 7,941 6,959 1,253	9,431 12,609 41,072	6,710 13,150	7,311 13,815 40,660	6,932 14,404
/C receivable 2/20 Inventories 2/20 Wher current assets 4/40 Wher assets 1/10 common equity 5/50 Inorities etc. 1/10 otal shareholders' equity 6/60 ong term debt 2/20	7,941 6,959 1,253	12,609 41,072	13,150	13,815 40,660	14,404
Inventories     24       Other current assets     44       Other assets     44       Other assets     11       Common equity     50       Olinorities etc.     11       Iotal asareholders' equity     64       ong term debt     21	6,959 1,253	41,072		40,660	
Other current assets     44       Current assets     44       Other assets     11       Common equity     50       Minorities etc.     11       Cotal shareholders' equity     64       ong term debt     21	1,253		,		
Sturrent assets     44       Other assets     11       iotal assets     11       common equity     50       dinorities etc.     11       iotal shareholders' equity     64       ong term debt     21			1,560	1,639	1,709
Other assets         11"           iotal assets         11"           common equity         50           Minorities etc.         11"           iotal shareholders' equity         64           ong term debt         21"		64,584	63,100	63,425	63,630
Common equity         50           Inorities etc.         11           iotal shareholders' equity         60           ong term debt         21	869	884	960	1,008	1,051
Alinorities etc.     11       Total shareholders' equity     64       Long term debt     21	1,737	131,208	131,536	134,430	136,358
otal shareholders' equity64ong term debt21	0,340	51,087	51,347	52,142	52,977
ong term debt 21	7,806	18,608	19,121	19,786	20,135
•	8,146	69,695	70,468	71,928	73,112
Other long-term liabilities	7,115	20,106	20,663	21,172	21,676
	1,711	1,646	1,680	1,765	1,840
	8,825	21,752	22,343	22,937	23,516
-	3,979	5,014	5,657	5,943	6,169
	0,305	33,971	32,349	32,867	32,773
ther current liabilities	482	775	720	756	789
Current liabilities 14	4,766	39,760	38,725	39,566	39,730
otal liabilities and shareholders' equity 11	1,737	131,208	131,536	134,430	136,358
let working capital 3 <sup>-</sup>	1,693	49,364	50,014	49,415	49,741
	5,077	115,988	118,450	120,420	122,469
Includes convertibles and preferred stock which is being treated as d	ebt				
er share (THB)					
ook value per share	32.77	33.26	33.43	33.95	34.49
	30.43	30.95	31.09	31.60	32.15
inancial strength					
et debt/equity (%)	37.0	64.1	65.7	65.0	65.0
et debt/total assets (%)	22.6	34.0	35.2	34.8	34.8
urrent ratio (x)	3.3	1.6	1.6	1.6	1.6
F interest cover (x)	(9.0)	(0.1)	(0.1)	2.2	1.6
	2023	2024	2025E	2026E	
					2027E
	(45.3)	11.8	11.0	9.9	9.4
	(60.1)	15.6	14.6	13.1	12.5
eported P/E (x) (	(45.3)	11.8	11.0	9.9	9.4
ividend yield (%)	7.8	7.8	5.5	6.1	6.4
rice/book (x)	0.4	0.4	0.4	0.4	0.4
rice/tangible book (x)	0.4	0.4	0.4	0.4	0.4
V/EBITDA (x) **	15.3	11.2	10.7	10.2	10.1
V/EBITDA @ target price (x) **	16.9	12.0	11.5	11.0	10.8
V/invested capital (x)			0.7	0.7	0.7

Sources: Sri Trang Agro Industry; FSSIA estimates



# Sri Trang-Agro Industry PCL (STA TB)

**FSSIA ESG rating** 

 $\star$   $\star$   $\star$   $\star$ 

60.94 /100

#### Exhibit 30: FSSIA ESG score implication

Rating	Score	Implication
****	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
****	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
***	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
$\star\star$	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
*	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

#### Exhibit 31: ESG – peer comparison

	FSSIA	Domestic ratings						Global ratings						Bloomberg		
	ESG score	DJSI	SET ESG	SET ESG Rating	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score	
SET100	67.71	5.69	4.38	4.05	4.77	4.43	4.02	Medium	57.34	BBB	22.70	60.82	67.31	1.19	35.34	
Coverage	66.17	5.16	4.33	3.94	4.81	4.43	3.83	Medium	56.41	BBB	18.92	59.20	65.82	1.38	35.46	
NER	30.00		Y	А	5.00	5.00	Certified									
STA	60.94		Y	AAA	5.00	4.00	Certified	Low	57.05			64.49	54.00			
STGT	68.21		Y	AAA	5.00	4.00	Certified	Low	69.14	BBB		79.76	59.00		64.37	
TEGH	20.00				5.00	5.00	Certified									
TRUBB	14.00				5.00	4.00										

Sources: SETTRADE.com; FSSIA's compilation

#### Exhibit 32: ESG score by Bloomberg

FY ending Dec 31	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
ESG financial materiality scores - ESG score	1.92	2.11	3.10	3.31	3.49	3.65	4.29	-
BESG environmental pillar score	0.00	0.00	1.42	2.64	2.87	2.83	3.49	_
BESG social pillar score	3.37	4.12	4.65	3.49	3.56	4.11	5.18	_
BESG governance pillar score	4.16	4.21	4.29	4.08	4.30	4.38	4.54	_
ESG disclosure score	42.46	45.44	48.45	59.04	59.79	63.64	72.92	—
Environmental disclosure score	18.21	26.06	25.82	55.06	57.32	61.01	68.65	—
Social disclosure score	27.93	29.02	35.79	38.36	38.36	39.93	60.19	_
Governance disclosure score	81.10	81.10	83.59	83.59	83.59	89.86	89.86	_
Environmental								
Emissions reduction initiatives	Yes							
Climate change policy	Yes							
Climate change opportunities discussed	No							
Risks of climate change discussed	No	No	No	No	No	No	Yes	Yes
GHG scope 1	—	—	—	35	15	33	44	30
GHG scope 2 location-based	—	—	—	200	82	109	125	120
GHG Scope 3	—	—	—	—	—	—		_
Carbon per unit of production	—	—	—	0	0	0	0	0
Biodiversity policy	No	No	No	No	Yes	Yes	Yes	Yes
Energy efficiency policy	Yes							
Total energy consumption	—	—	—	404	450	602	706	627
Renewable energy use	—	—	—	200	210	299	354	305
Electricity used	—	—	57	159	175	217	250	241
Fuel used - natural gas	—	_	_	_	_	_	_	_

Sources: Bloomberg; FSSIA's compilation

## Exhibit 33: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Hazardous waste	—	2	3	0	0	0	0	0
Total waste	—	4	7	4	5	8	15	10
Waste recycled	—	1	_	0	1	1	2	1
Waste sent to landfills	—	2	3	0	0	0	1	1
Environmental supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	_	-	-	2,300	2,090	2,090	1,830	1,350
Social								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Consumer data protection policy	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	No	No	Yes	No
Pct women in workforce	—	34	32	43	32	33	34	44
Pct disabled in workforce	—	0	1	1	1	0	0	_
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	1	—	_	_	—	—	_	1
Total recordable incident rate - employees	2	—	_	_	—	1	0	_
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	12,413	13,482	14,047	15,073	15,052	16,730	15,287	15,852
Employee turnover pct	_	6	3	2	2	3	3	_
Total hours spent by firm - employee training	265,886	519,192	51,974	55,016	210,728	204,980	535,045	713,340
Social supply chain management	No	Yes	Yes	Yes	Yes	Yes	Yes	No
Governance								
Board size	12	12	12	12	12	13	12	12
No. of independent directors (ID)	4	4	4	4	4	5	4	4
No. of women on board	0	1	1	1	1	1	2	2
No. of non-executive directors on board	4	4	4	4	4	5	4	4
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	7	7	9	7	9	8	8	7
Board meeting attendance pct	99	98	95	99	95	99	99	99
Board duration (years)	3	3	3	3	3	3	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	32	33	34	35	34	35	36	37
Age of the oldest director	78	79	80	81	82	83	71	72
No. of executives / company managers	8	16	16	13	11	12	12	9
No. of female executives	3	3	3	1	1	2	1	1
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	3	3	3	3	3	3
No. of ID on audit committee	3	3	3	3	3	3	3	3
Audit committee meetings	8	10	8	8	8	8	8	8
Audit meeting attendance %	96	97	100	100	100	100	100	100
Size of compensation committee	3	3	3	3	3	3	3	3
No. of ID on compensation committee	3	3	3	3	3	3	3	3
No. of compensation committee meetings	2	2	2	2	2	2	2	2
Compensation meeting attendance %	100	100	2 100	100	100	100	100	2 100
Size of nomination committee	3	3	3	3	3	3	3	3
	<b>3</b> 2	3 2		<b>3</b> 2	3 2		<b>3</b> 2	
No. of nomination committee meetings			2			2		2
Nomination meeting attendance %	100	100	100	100	100	100	100	100
Sustainability governance								

Sources: Bloomberg; FSSIA's compilation

### **Disclaimer for ESG scoring**

ESG score	Methodolog	IY .			Rating							
The Dow Jones Sustainability Indices ( <u>DJSI</u> ) By S&P Global	process bas from the ann Only the top inclusion.	ed on the con ual S&P Glob -ranked comp	i transparent, rules-basec npanies' Total Sustainabi pal Corporate Sustainabil panies within each industr	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.								
SET ESG Ratings List (SETESG) by The Stock Exchange of Thailand (SET)	managing bu Candidates i 1) no irregula float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tr must pass the ar trading of th shareholders ome key disq pendent direc related to CG	onsibility in Environmenta ransparency in Governar e preemptive criteria, with he board members and e s, and combined holding jualifying criteria include: ctors and free float violati 6, social & environmental earnings in red for > 3 year	ice, updated annually. two crucial conditions: ixecutives; and 2) free must be >15% of paid- 1) CG score of below on; 3) executives' impacts; 4) equity in	To be eligible for <u>SETESG inclusion</u> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <u>SETESG Index</u> is extended from the SET ESG Ratings companies whose 1) market capitalization > THB5b (-USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.							
CG Score by Thai Institute of Directors Association (Thai IOD)	annually by t Thailand (SE	the Thai IOD,	th in sustainable develop with support from the St Its are from the perspecti ns.	ock Exchange of	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).							
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment an transparent a out of five th criteria cove date (45%), <i>circulation of s</i> <i>exercised. The</i> <i>and verifiability</i>	e incorporated and sufficientl e CG compor r AGM proced and after the ufficient informate e second assess r; and 3) openno	which shareholders' right d into business operation ly disclosed. All form imp- nents to be evaluated anr dures before the meeting meeting (10%). (The first a ation for voting; and 2) facilita ses 1) the ease of attending ri- ess for Q&A. The third involve uses, resolutions and voting re-	s and information is ortant elements of two nually. The assessment (45%), at the meeting assesses 1) advance ting how voting rights can be neetings; 2) transparency as the meeting minutes that	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.							
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	establishmer policies. The (Companies d Declaration of Certification, ir managers and	nt of key contr certification eciding to becor Intent to kick of acluding risk ass employees, est	Checklist include corrupt rols, and the monitoring a is good for three years. me a CAC certified member s ff an 18-month deadline to su sessment, in place of policy a stablishment of whistleblowing all stakeholders.)	and developing of start by submitting a bmit the CAC Checklist for nd control, training of	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.							
<u>Morningstar</u> Sustainalytics	based on an risk is unma	assessment naged. Source	isk rating provides an ove of how much of a compa ss to be reviewed include corp ther media, NGO reports/web	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.								
		ompany feedbac uality & peer rev	ck, ESG controversies, issuer views.	feedback on draft ESG	0-10	Low 10-20	<b>Medium</b> 20-30	High 30-40	Severe 40+			
ESG Book	positioned to the principle helps explain over-weighti	o outperform o of financial m n future risk-a	sustainable companies th over the long term. The m nateriality including inform djusted performance. Ma rith higher materiality and erly basis.	nethodology considers nation that significantly ateriality is applied by	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.							
<u>MSCI</u>	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers.											
	AAA	8.571-10.00	DO Leader:	leading its industry in m	anaging the most si	unificant ESG ris	ks and opportunitie	s				
	AA A	7.143-8.57	0	0 ,								
	BBB	5.714-7.14 4.286-5.71		a mixed or unexception	al track record of ma	inaging the most	significant ESG ris	ks and opportur	nities relative to			
	вв	2.857-4.28	5	industry peers								
	B CCC	1.429-2.85 0.000-1.42	Laggard:	lagging its industry base	ed on its high expos	ure and failure to	manage significan	t ESG risks				
Moody's ESG				take into account ESG o	bjectives in the de	efinition and in	nplementation of	their strateov	policies. It			
solutions	believes that	t a company i		to its business model and								
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. (Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)											
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.											
	ESG Score Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.											
Bloomberg	ESG Score		score is based on Bloo	mberg's view of ESG fina	ncial materiality.							

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "CG Score"; 2) "AGM Level"; 3) "Thai CAC"; and 4) THSI. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings. Source: FSSIA's compilation

## **GENERAL DISCLAIMER**

#### ANALYST(S) CERTIFICATION

#### Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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#### History of change in investment rating and/or target price



Sureeporn Teewasuwet started covering this stock from 21-Nov-2024

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Sri Trang Agro Industry	STA TB	THB 12.80	HOLD	Downside and upside risks to our P/E-based TP include 1) a slower or faster-than- expected automotive and glove industry recovery; 2) the high or low volatility of selling and raw material prices; 3) higher or lower competition; and 4) a stronger or weaker-than- expected THB.

#### Source: FSSIA estimates

#### **Additional Disclosures**

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 27-May-2025 unless otherwise stated.

## **RECOMMENDATION STRUCTURE**

#### **Stock ratings**

Stock ratings are based on absolute upside or downside, which we define as (target price\* - current price) / current price.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

#### **Industry Recommendations**

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months. **Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months. **Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

#### **Country (Strategy) Recommendations**

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Neutral (N). Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.