

Struggling Through the Storm

- SUSCO faces near-term pressure from weak margins, disrupted exports, and soft EV sales.
- We expect 3Q25 to bottom, with recovery in 4Q25.
- Maintain BUY and SoTP of THB3.10

Margins on Empty, Exports on Hold

SUSCO reported 2Q25 net profit of THB13m, sharply down from THB91m in 1Q25 and THB53m in 2Q24, pressured by 1) weaker marketing margins; 2) lower export oil sales (mainly Cambodia, 80% of total export volume); 3) softer EV sales, and 4) lower contributions from SUSCO-Sinopec due to its THB0.8/litre discount campaign, though partly cushioned by jet fuel operations. Looking ahead, we expect SUSCO to swing to a net loss in 3Q25, driven by a full-quarter impact of the Thai-Cambodia conflict that significantly reduces export volumes and a continued decline in EV sales.

Every Drop Counts

SUSCO's retail oil business continues to face pressure from weaker marketing margins, where every THB0.1/litre decline cuts quarterly NP by roughly THB12m. We expect this margin pressure to gradually ease post-3Q25 once the new government is in place, creating room for recovery. Meanwhile, SUSCO-Sinopec remains challenged by its THB0.8/litre discount campaign, with the impact only partly offset by jet fuel operations, where we anticipate contributions to stay relatively flat in line with the tourism outlook.

From Land to Sea

The Thai-Cambodia conflict has severely disrupted SUSCO's export sales (40m litres/month), forcing SUSCO to shift its strategy by sourcing oil from Singapore and transporting via vessels instead of land, extending delivery time from 3 to 7 days but with comparable costs. However, vessel shortages will remain a near-term bottleneck in 3Q25, with normalization expected by 4Q25.

Rental Gains Offset EV Pains

On the non-oil side, SUSCO continues to expand its "SUSCO Square" format—large service stations where over 70% of the space is allocated for rental to non-oil tenants. Currently, four branches are in operation (Phutthabucha, Srinakarin, Lam Luk Ka, and the newly opened Pinklao branch in Aug-25), driving rental income growth from c.TH10m/month to c.TH12m/month. Meanwhile, its EV showroom business, "SUSCO Beyond," has seen softer momentum as industry-wide headwinds—intense price competition among EV brands and limited charging infrastructure—have weighed on demand. Despite 2,000 EV units sold in 1H25, the segment remains at breakeven.

Maintain BUY at TP to THB3.1

Maintain BUY with a SoTP-based TP of THB3.1. While we expect 3Q25 earnings to soften, pressured by weak export sales and logistics disruptions, this quarter should mark the bottom. We expect a recovery in 4Q25 as vessel shortages ease and marketing margins improve.

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ESG Rating : n.a.

CG Rating : ▲▲▲▲

BUY

Target Price 12M (THB)	3.10
VS. BB Consensus TP (%)	n.a.
Share Price (THB)	2.60
Upside/Downside	+19.2%

Share Data

Market Cap (THB m)	2,600.00
Par (THB)	1.00
Free Float (%)	66.58
Issued shares (m shares)	1,000

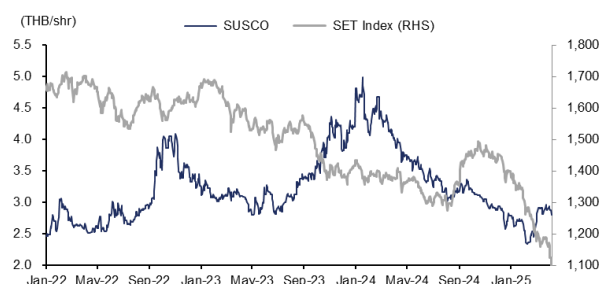
Financial forecast

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	32,564	29,775	30,912	32,099
Net profit	292	311	313	318
Core net profit	292	311	313	318
vs Consensus (%)		na	na	na
Net profit growth (%)	(76.2)	6.7	0.6	1.4
Core net profit growth (%)	(12.5)	6.7	0.6	1.4
EPS (THB)	0.29	0.31	0.31	0.32
Core EPS (THB)	0.29	0.31	0.31	0.32
Chg from previous (%)		14.87	14.69	14.28
DPS (THB)	0.18	0.16	0.16	0.16
P/E (x)	9.94	8.35	8.30	8.19
P/BV (x)	0.64	0.53	0.50	0.47
ROE (%)	6.40	6.63	6.21	5.88
Dividend yield (%)	6.21	5.99	6.02	6.11

Source: Financial Statement and Globlex securities

Share Price Performance (%)

	1M	3M	6M	YTD
Stock	0.78	(5.11)	(14.47)	(10.34)
Market	(0.57)	(15.58)	(19.44)	(1.62)
12M High/Low (THB)				3.56 / 2.42



Major Shareholders (%) as of 14 Mar 25

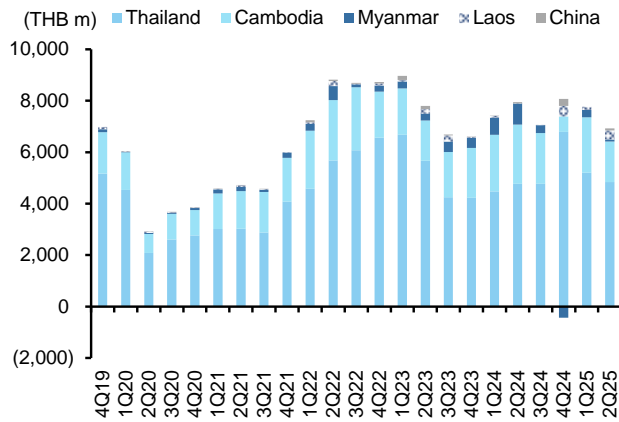
MR. MONGKOL SIMAROJ	16.00
MR. PIMUK SIMAROJ	4.20
THAI NVDR COMPANY LIMITED	4.04

Company Profile

The Company and its subsidiary companies have aimed to retail business via petrol stations and to a variety of industrial sectors for direct users such as, aviation, construction, transportation, and service sectors, and for other oil traders to be sold to the consumers in turn.

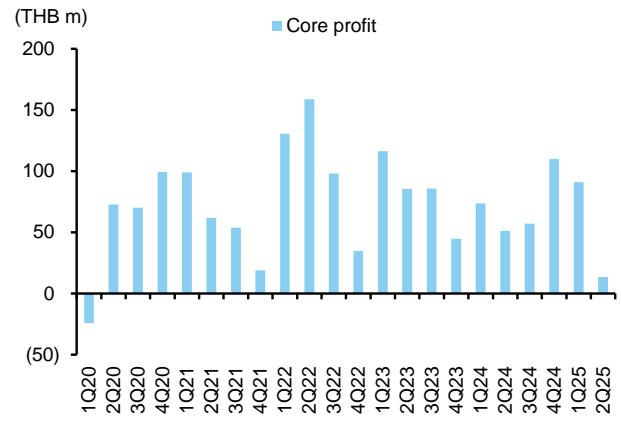
Source: SETSMART, SET

Exhibit 1: Revenue breakdown by country



Sources: SUSCO

Exhibit 2: SUSCO's Core net profit



Sources: SUSCO

Exhibit 3: SUSCO Square's locations



Sources: SUSCO

Exhibit 4: JAECCO 5 EV – price as of Aug-25



Sources: autolifethailand

Exhibit 5: BYD Dolphin – price as of Aug-25



Sources: autolifethailand

Balance sheet (THB m)					
Year ending Dec	2023	2024	2025E	2026E	2027E
Current assets					
Cash & ST investment	684	954	814	1,204	1,611
Account receivable	604	978	1,319	1,673	2,041
Inventories	1,192	963	876	910	945
Others	642	449	410	426	442
Non-current assets					
Net fixed assets	2,601	2,691	2,362	2,006	1,625
Others	4,108	4,656	4,656	4,656	4,656
Total Assets	9,831	10,690	10,437	10,876	11,320

Current liabilities					
Account payable	2,229	2,089	1,901	1,975	2,051
ST borrowing	1,073	1,320	1,320	1,320	1,320
Others	190	227	207	215	224
Long-term liabilities					
Long-term debts	276	431	51	51	51
Others	1,488	2,101	2,101	2,101	2,101
Total liabilities	5,256	6,167	5,580	5,662	5,746
Paid-up capital	1,050	1,000	1,000	1,000	1,000
Retained earnings	3,312	3,324	3,657	4,014	4,374
Others	219	207	207	207	207
Minority interest	(5)	(8)	(8)	(8)	(8)
Shareholders' equity	4,575	4,523	4,856	5,214	5,573

Key ratios					
Year ending Dec	2023	2024	2025E	2026E	2027E
Growth (y-y%)					
Sales	(4.2)	1.0	(8.6)	3.8	3.8
Operating profit	(12.4)	(48.4)	101.6	1.7	3.8
EBITDA	(8.7)	(61.8)	170.3	1.2	3.7
Net profit	191.0	(76.2)	6.7	0.6	1.4
Core net profit	(21.0)	(12.5)	6.7	0.6	1.4
EPS	191.0	(75.1)	6.7	0.6	1.4
Core EPS	(21.0)	(8.1)	6.7	0.6	1.4
Profitability (%)					
Gross margin	7.9	7.4	7.8	7.7	7.7
Operation margin	2.5	1.3	2.8	2.7	2.7
EBITDA margin	2.1	0.8	2.3	2.3	2.3
Net margin	3.8	0.9	1.0	1.0	1.0
ROE	7.9	6.4	6.6	6.2	5.9
ROA	4.3	3.7	3.9	3.7	3.6
Stability					
Interest bearing debt/equity (x)	0.3	0.4	0.3	0.3	0.2
Net debt/equity (x)	0.1	0.2	0.1	0.0	n.a.
Interest coverage (x)	2.4	(2.0)	1.3	1.4	1.4
Interest & ST debt coverage (x)	0.2	(0.2)	0.1	0.1	0.1
Cash flow interest coverage (x)	0.4	0.2	0.1	0.1	0.1
Current ratio (x)	0.9	0.9	1.0	1.2	1.4
Quick ratio (x)	0.4	0.5	0.6	0.8	1.0
Net debt (THB m)	664.9	796.9	557.2	166.7	(239.7)
Activity					
Asset turnover (X)	3.5	3.2	2.8	2.9	2.9
Days receivables	10.1	8.9	14.1	17.7	21.1
Days inventory	10.8	13.0	12.2	11.4	11.4
Days payable	26.1	26.1	26.5	24.8	24.8
Cash cycle days	(5.1)	(4.2)	(0.2)	4.3	7.7

Profit & loss (THB m)					
Year ending Dec	2023	2024	2025E	2026E	2027E
Revenue					
Revenue	32,235	32,564	29,775	30,912	32,099
Cost of goods sold	(29,675)	(30,161)	(27,452)	(28,518)	(29,613)
Gross profit	2,560	2,402	2,323	2,394	2,485
Operating expenses	(1,758)	(1,988)	(1,489)	(1,546)	(1,605)
Operating profit	802	414	835	849	881
EBIT	216	(239)	160	142	142
Depreciation	(451)	(494)	(530)	(556)	(582)
EBITDA	667	255	689	698	724
Non-operating income					
Other incomes	350	586	120	120	120
Other non-op income	895	0	0	0	0
Non-operating expense					
Interest expense	(88)	(119)	(119)	(105)	(105)
Other non-op expense	0	0	0	0	0
Equity income/(loss)	35	1	84	84	84
Pre-tax Profit	1,543	388	390	392	398
Extraordinary items					
Current taxation	(318)	(99)	(78)	(79)	(81)
Minorities	3	3	0	0	0
Net Profit	1,228	292	311	313	318
Core net profit	333	292	311	313	318
EPS (THB)	1.17	0.29	0.31	0.31	0.32
Core EPS (THB)	0.32	0.29	0.31	0.31	0.32

Cash flow (THB m)					
Year ending Dec	2023	2024	2025E	2026E	2027E
Operating cash flow					
Net profit	1,228	292	311	313	318
Depre. & amortization	451	494	530	556	582
Change in working capital	(94)	(54)	(423)	(322)	(335)
Others	350	586	120	120	120
Investment cash flow	(1,266)	(195)	(302)	(302)	(302)
Net CAPEX	(249)	(295)	(313)	(329)	(344)
Change in LT investment	(1,016)	100	11	27	42
Change in other assets	0	0	0	0	0
Free cash flow	670	1,123	236	365	382
Financing cash flow					
Change in share capital	0	(145)	0	0	0
Net change in debt	(241)	(402)	380	0	0
Dividend paid	0	0	0	0	0
Others	(686)	(306)	(756)	26	24
Net cash flow	(258)	270	(140)	390	406

Per share (THB)					
EPS	1.17	0.29	0.31	0.31	0.32
Core EPS	0.32	0.29	0.31	0.31	0.32
CFPS	1.60	0.78	0.84	0.87	0.90
BVPS	4.36	4.53	4.86	5.22	5.58
Sales/share	30.70	32.56	29.78	30.91	32.10
EBITDA/share	0.64	0.26	0.69	0.70	0.72
DPS	0.40	0.18	0.16	0.16	0.16
Valuation					
P/E (x)	4.00	9.94	8.35	8.30	8.19
P/BV (x)	1.07	0.64	0.53	0.50	0.47
Dividend yield (%)	8.55	6.21	5.99	6.02	6.11
Dividend payout ratio (%)	34.20	61.70	50.00	50.00	50.00

GENERAL DISCLAIMER

Analyst Certification

Suwat Sinsadok, Register No. 020799, Globlex Securities Public Company Limited

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RECOMMENDATION STRUCTURE

Stock Recommendations

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

BUY: Expected return of 10% or more over the next 12 months.
HOLD: Expected return between -10% and 10% over the next 12 months.
REDUCE: Expected return of -10% or worse over the next 12 months.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause 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.

Sector Recommendations

Overweight: The industry is expected to outperform the relevant primary market index over the next 12 months.
Neutral: The industry is expected to perform in line with the relevant primary market index over the next 12 months.
Underweight: The industry is expected to underperform the relevant primary market index over the next 12 months.

Country (Strategy) Recommendations

Overweight: 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: 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: 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.