

Rojana Industrial Park (ROJNA TB) - BUY, Price Bt4.96, TP Bt5.80**Results Comment**

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Good 1Q25, beat expectation

- ROJNA's 1Q25 norm profit of Bt633m was a strong beat to our Bt431m forecast. The extra item was mainly mark-to-market loss on securities investment.
- Key beat was industrial estate business, which includes land sales (57% of gross profit) and services income (9%) while power business (33%) was in-line.
- Land sales grew 9% y-y but down 74%. However, gross margin increased to 65% in 1Q25 from 37% in 4Q24 and 43% in 1Q24. This was a fluctuation of sales mix of location and new vs old and cheaper land.
- Services income, which includes water, waste water management, common area service, etc., grew 13% y-y and flat q-q due to more customers started factory operations.
- Electricity sales fell 5% y-y and flat q-q due to adder subsidy from its solar farm was gradually expiring.
- Income tax was negative at Bt167m in 1Q25 due to deferred tax recognition.

Income Statement						Income Statement					
(consolidated)						3M as					
Yr-end Dec (Bt m)	1Q24	2Q24	3Q24	4Q24	1Q25	(Bt m)	q-q%	y-y%	% 2025F	2025F	2026F
Revenue	3,746	5,134	5,347	5,460	3,684	Revenue	(33)	(2)	25	14,672	13,725
Gross profit	572	1,164	1,288	1,150	721	Gross profit	(37)	26	35	2,083	1,990
SG&A	154	245	260	308	190	SG&A	(38)	24	21	903	907
Operating profit	419	920	1,028	841	531	Operating profit	(37)	27	45	1,180	1,083
EBITDA	858	1,356	1,458	1,302	932	EBITDA	(28)	9	31	2,964	2,911
Other income	26	145	39	32	117	Other income	273	354	92	127	129
Other expense	0	0	0	0	0	Other expense					
Interest expense	246	229	229	230	207	Interest expense	(10)	(16)	28	734	636
Profit before tax	198	836	839	643	441	Profit before tax	(31)	122	77	573	577
Income tax	2	(2)	431	86	(167)	Income tax	na	na	na	35	35
Equity & invest. income	28	21	21	34	48	Equity & invest. income	41	73	na	0	0
Minority interests	(13)	(101)	(135)	106	(23)	Minority interests	na	na	na	(107)	(164)
Extraordinary items	(120)	(130)	1,969	174	(1,060)	Extraordinary items	na	na	na	0	0
Net profit	92	629	2,263	870	(427)	Net profit	na	na	na	431	377
Normalized profit	212	758	294	696	633	Normalized profit	(9)	199	147	431	377
EPS (Bt)	0.05	0.31	1.12	0.43	(0.21)	EPS (Bt)	na	na	na	0.21	0.19
Normalized EPS (Bt)	0.10	0.38	0.15	0.34	0.31	Normalized EPS (Bt)	(9)	199	147	0.21	0.19

Balance Sheet						Financial Ratios					
(consolidated)						3M as					
Yr-end Dec (Bt m)	1Q24	2Q24	3Q24	4Q24	1Q25	(%)	1Q24	2Q24	3Q24	4Q24	1Q25
Cash & ST investment	12,649	11,078	13,293	11,924	10,421	Sales grow th	(29.0)	12.0	20.0	10.0	(1.7)
A/C receivable	1,931	1,864	1,936	1,750	1,871	Operating profit grow th	(28.9)	39.4	41.0	(24.8)	26.8
Inventory	7,529	6,266	5,303	4,373	5,722	EBITDA grow th	(14.2)	23.9	24.5	(16.8)	8.7
Other current assets	539	860	1,007	1,219	906	Norm profit grow th	(41.9)	38.6	(39.1)	(15.4)	199.2
Investment	3,610	3,586	3,597	4,861	4,909	Norm EPS grow th	(41.9)	38.6	(39.1)	(15.4)	199.2
Fixed assets	17,394	16,898	16,595	16,861	16,553	Gross margin	15.3	22.7	24.1	21.1	19.6
Other assets	4,793	5,492	5,871	6,506	6,404	Operating margin	11.2	17.9	19.2	15.4	14.4
Total assets	48,446	46,044	47,602	47,496	46,786	EBITDA margin	22.9	26.4	27.3	23.9	25.3
S-T debt	5,444	5,917	5,847	5,852	5,705	Norm net margin	5.7	14.8	5.5	12.8	17.2
A/C payable	1,588	1,475	822	786	863	D/E (x)	0.9	0.8	0.8	0.7	0.7
Other current liabilities	6,656	6,440	5,649	4,530	4,865	Net D/E (x)	0.3	0.3	0.2	0.2	0.3
L-T debt	13,387	11,064	11,472	11,300	11,103	Interest coverage (x)	3.5	5.9	6.4	5.7	4.5
Other liabilities	1,289	1,109	1,381	1,822	1,509	Interest rate	5.2	5.1	5.3	5.3	4.9
Minority interest	2,854	2,955	2,990	2,984	2,947	Effective tax rate	0.9	(0.3)	51.3	13.4	(37.9)
Shareholders' equity	17,227	17,083	19,441	20,221	19,794	ROA	1.8	6.4	2.5	5.9	5.4
Working capital	7,872	6,655	6,417	5,337	6,729	ROE	4.9	17.7	6.4	14.0	12.7
Total debt	18,831	16,981	17,320	17,152	16,808						
Net debt	6,182	5,902	4,027	5,228	6,387						

Sources: Company data, Thanachart estimates

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