

**Gulf Development Pcl (GULF TB) - BUY, Price Bt61.25, TP Bt65.00**

Results Comment

Nuttapop Prasitsuksant | Email: nuttapop.pra@thanachartsec.co.th

**Better-than-expected 4Q25 profit**

- GULF reported Bt8.6bn net profit in 4Q25. Excluding one-off and non-cash FX items, we estimate normalized profit was Bt7.9bn, up 8% q-q and beat our expectations, mainly due to stronger-than-expected overseas renewable projects.
- As GULF originated in April 2025, this brings its normalized profit to Bt22.3bn in 4M-12M25.
- Gross profit was broadly flat q-q at Bt6.5bn, supported by stable operations of its domestic IPP and SPP projects.
- SG&A expense increased 61% q-q to Bt1.5bn, mainly due to seasonally higher staff costs and CSR-related expenses.
- EBITDA therefore declined 7% q-q to Bt6.4bn in 4Q25.

- Equity income grew by 17% q-q to Bt6.6bn, becoming the key earnings driver this quarter. The improvement was from 1) stronger profit contribution from ADVANC, 2) seasonally higher generation from Borkum wind project in Germany, and 3) fewer maintenance days at the Hin Kong IPP project. Those more than offset weaker performance from domestic gas projects.
- GULF announces a Bt1.05/share dividend for 2025F, implying a 70% payout from nine-month (4M-12M25) normalized profit. It also declares a Bt2.2/share special dividend to pass through extra dividend from ADVANC. Both the regular dividend payout and amount of special dividend exceed our expectation.
- We see an upside risk to our forecasts and maintain our BUY on GULF, backed by 1) continued earnings growth momentum into 2026F and 2) its strong position to benefit from upcoming policy tailwinds in both the power and digital sectors.

Income Statement (consolidated)					Income Statement 12M as						
Yr-end Dec (Bt m)	4Q24	1Q25	2Q25	3Q25	4Q25	(Bt m)	q-q%	y-y%	% 2025F	2025A	2026F
Revenue	30,782	38,518	29,037	31,331		Revenue	8		105	129,667	124,881
<b>Gross profit</b>	<b>6,407</b>	<b>6,529</b>	<b>6,496</b>	<b>6,527</b>		<b>Gross profit</b>	<b>0</b>	<b>100</b>	<b>25,959</b>	<b>28,958</b>	
SG&A	1,143	1,168	926	1,490		SG&A	61		107	4,727	4,506
Operating profit	5,264	5,362	5,570	5,037		Operating profit	(10)		98	21,233	24,452
<b>EBITDA</b>	<b>6,555</b>	<b>6,651</b>	<b>6,879</b>	<b>6,378</b>		<b>EBITDA</b>	<b>(7)</b>	<b>98</b>	<b>26,463</b>	<b>30,947</b>	
Other income	1,562	2,100	1,140	1,126		Other income	(1)		104	5,928	5,852
Other expense						Other expense				na	
Interest expense	3,273	3,333	3,323	3,284		Interest expense	(1)		100	13,213	13,012
<b>Profit before tax</b>	<b>3,553</b>	<b>4,128</b>	<b>3,387</b>	<b>2,879</b>		<b>Profit before tax</b>	<b>(15)</b>	<b>99</b>	<b>13,948</b>	<b>17,293</b>	
Income tax	340	460	441	393		Income tax	(11)		97	1,634	2,248
Equity & invest. income	4,582	4,679	5,623	6,590		Equity & invest. income	17		105	21,474	23,802
Minority interests	(1,288)	(1,248)	(1,288)	(1,187)		Minority interests	na		103	(5,010)	(5,357)
Extraordinary items	58	56,772	(7)	962		Extraordinary items	na		na	57,786	
<b>Net profit</b>	<b>6,564</b>	<b>63,871</b>	<b>7,274</b>	<b>8,852</b>		<b>Net profit</b>	<b>22</b>	<b>308</b>	<b>86,562</b>	<b>33,489</b>	
<b>Normalized profit</b>	<b>6,507</b>	<b>7,099</b>	<b>7,281</b>	<b>7,890</b>		<b>Normalized profit</b>	<b>8</b>	<b>102</b>	<b>28,777</b>	<b>33,489</b>	
EPS (Bt)	0.44	4.28	0.49	0.59		EPS (Bt)	22		308	5.79	2.24
Normalized EPS (Bt)	0.44	0.48	0.49	0.53		Normalized EPS (Bt)	8		102	1.93	2.24
Balance Sheet (consolidated)					Financial Ratios						
Yr-end Dec (Bt m)	4Q24	1Q25	2Q25	3Q25	4Q25	(%)	4Q24	1Q25	2Q25	3Q25	4Q25
Cash & ST investment	35,422	46,524	49,461	60,962	48,335	Sales growth	na	16.5	18.3	5.9	13.2
A/C receivable	18,778	29,901	31,160	2,500	29,376	Operating profit growth	na	15.2	18.7	18.0	16.8
Inventory	3,180	4,046	3,594	4,272	3,768	EBITDA growth	na	18.7	20.6	18.1	17.4
Other current assets	15,393	24,802	15,902	35,358	17,285	Norm profit growth	na	77.0	114.2	73.2	120.7
Investment	377,922	375,888	389,286	386,332	392,596	Norm EPS growth	na	39.0	68.2	36.0	73.3
Fixed assets	90,658	95,601	97,420	101,651	104,245	Gross margin	na	20.8	17.0	22.4	20.8
Other assets	150,066	151,813	155,383	161,724	178,205	Operating margin	na	17.1	13.9	19.2	16.1
<b>Total assets</b>	<b>691,419</b>	<b>728,575</b>	<b>742,205</b>	<b>752,800</b>	<b>773,810</b>	EBITDA margin	na	21.3	17.3	23.7	20.4
S-T debt	55,873	72,985	65,152	93,877	65,421	Norm net margin	na	21.1	18.4	25.1	25.2
A/C payable	6,072	14,555	14,386	12,237	14,644	D/E (x)	0.9	1.1	1.0	1.0	1.0
Other current liabilities	9,836	11,494	12,830	9,379	15,809	Net D/E (x)	0.8	0.9	0.9	0.9	0.9
L-T debt	259,230	286,623	289,964	268,677	296,739	Interest coverage (x)	na	2.0	2.0	2.1	1.9
Other liabilities	11,577	12,122	13,773	14,419	15,298	Interest rate	-	8.2	3.7	3.7	3.6
Minority interest	29,689	29,891	30,284	30,451	30,226	Effective tax rate	na	9.6	11.1	13.0	13.7
<b>Shareholders' equity</b>	<b>319,143</b>	<b>300,906</b>	<b>315,816</b>	<b>323,760</b>	<b>335,673</b>	ROA	-	4.2	3.9	3.9	4.1
Working capital	15,886	19,392	20,367	(5,465)	18,500	ROE	-	10.6	9.2	9.1	9.6
Total debt	315,104	359,608	355,116	362,554	362,160						
<b>Net debt</b>	<b>279,681</b>	<b>313,084</b>	<b>305,655</b>	<b>301,592</b>	<b>313,825</b>						

Sources: Company data, Thanachart estimates

\*Note: GULF was founded in April 2025. 1Q25 numbers shown are pro-forma information provided by the company

## DISCLAIMER

---

### General Disclaimers And Disclosures:

This report is prepared and issued by Thanachart Securities Public Company Limited (TNS) which is owned 99.97% by TMBThanachart Bank Public Company Limited (TTB) as a resource only for clients of TNS, TMBThanachart Bank Public Company Limited (TTB) and its group companies. Copyright © Thanachart Securities Public Company Limited. All rights reserved. The report may not be reproduced in whole or in part or delivered to other persons without our written consent.

This report is prepared by analysts who are employed by the research department of TNS. While the information is from sources believed to be reliable, neither the information nor the forecasts shall be taken as a representation or warranty for which TNS or TTB or its group companies or any of their employees incur any responsibility. This report is provided to you for informational purposes only and it is not, and is not to be construed as, an offer or an invitation to make an offer to sell or buy any securities. Neither TNS, TTB nor its group companies accept any liability whatsoever for any direct or consequential loss arising from any use of this report or its contents.

The information and opinions contained herein have been compiled or arrived at from sources believed reliable. However, TNS, TTB and its group companies make no representation or warranty, express or implied, as to their accuracy or completeness. Expressions of opinion herein are subject to change without notice. The use of any information, forecasts and opinions contained in this report shall be at the sole discretion and risk of the user.

TNS, TTB and its group companies perform and seek to perform business with companies covered in this report. TNS, TTB, its group companies, their employees and directors may have positions and financial interest in securities mentioned in this report. TNS, TTB or its group companies may from time to time perform investment banking or other services for, or solicit investment banking or other business from, any entity mentioned in this report. Therefore, investors should be aware of conflict of interest that may affect the objectivity of this report.

### Disclosure of Interest of Thanachart Securities

#### Investment Banking Relationship

Within the preceding 12 months, Thanachart Securities has lead-managed public offerings and/or secondary offerings (excluding straight bonds) of the securities of the following companies:

Note: Thanachart Securities Public Company Limited (TNS) acts as an underwriter of "Debentures of Charoen Pokphand Food Public Co. Ltd.(CPF) No. 1/2026 (B.E. 2569) tranche 1-3", therefore investors need to be aware that there could be conflicts of interest in this research.