GROUP 2 | FIVE POINTS TO REMEMBER

Farmers & Shared Value

1. Support farmer certification and additional income.
2. 135.65 Million Baht: Additional farmer income shown in the class deck
3. Unstable farmer income can weaken raw material supply.
4. Training and stronger livelihoods support lasting supply.
5. Farmers earn more; TEGH can protect access to customers.

One-sentence close

Build stronger suppliers, not just cheaper supply.

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GROUP 2 | FIVE POINTS TO REMEMBER

Traceability & Trust

1. Link raw materials to their source through digital traceability and geolocation.
2. Know the source: Digital traceability, geolocation and supplier assessment
3. Unknown origins create sourcing and compliance risk.
4. Reliable source records make supply easier to check.
5. Verified sourcing can help protect customer market access.

One-sentence close

Make the evidence travel with the product.

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TARN | GROUP 2 | YOUR TOPIC

Waste to Energy

One example

TEGH turns organic waste into biogas for heat and electricity. Deck pp. 7-8; study p. 3.

Three numbers, three meanings

- **43.0 GWh** electricity in 2024 (study p. 7, Table 1).
- **More than THB 180m** avoided electricity cost, not profit or sales (study p. 7).
- **About 4.8 years** estimated renewable-energy asset payback, not a guarantee (study pp. 7, 14).

The 3Rs

Risk: energy prices and unmanaged organic waste.
Resilience: biogas covers roughly 35-40% of total energy across rubber and palm (study p. 9).
Revenue: avoided purchases first; fertiliser is an outlet, with no separate sales figure disclosed.

Key lesson

Use waste to replace a real cost before chasing new income.

Say if challenged: one company, partly company-reported. Absolute emissions can rise with expansion. Deck 76.1% is LPG substitution, not total-energy share.

Do not know? I don't have a verified figure for that. The study doesn't break it out, so I wouldn't guess. I'd check the underlying operating records or ask Khun Nuch before making that claim.

Speak the example, the 3Rs, then your decision. Do not read the source footnotes aloud. Full evidence and Q&A are in the notes.

GROUP 2 | FIVE POINTS TO REMEMBER

Water & Resilience

1. Combine water reuse with an owned reservoir.
2. 18 months: Water security figure shown beside TEGH’s own reservoir
3. Drought and water shortages can interrupt production.
4. Reuse reduces fresh demand; storage provides a buffer.
5. Keeping production running can protect sales and avoid costs.

One-sentence close

Plan for the day a critical resource is not available.

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GROUP 2 | FIVE POINTS TO REMEMBER

Carbon Claims & Trust

1. Connect traceability to carbon accounting at the plantation.
2. Show the proof: Traceability, carbon accounting and clear claim boundaries
3. A carbon claim without clear evidence can damage trust.
4. Checkable data helps the business answer customer questions.
5. Credible product evidence can support customer qualification.

One-sentence close

Make the claim only as strong as the evidence.

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GROUP 2 | FIVE POINTS TO REMEMBER

Customers & Revenue

1. Offer reliable, traceable supply with lower carbon footprint and compliance assurance.
2. A safer purchase: Customer value named in the class deck, not a price premium
3. Customers face sourcing, carbon and compliance pressures.
4. Partnerships can align supply with changing buyer needs.
5. Meeting buyer requirements can help win and retain orders.

One-sentence close

Sell the customer’s problem solved, not an ESG label.

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