How can supporting farmers benefit both the farmers and TEGH?

WHAT STOOD OUT

Support farmer certification and additional income.

135.65 Million Baht

Additional farmer income shown in the class deck

Risk

Unstable farmer income can weaken raw material supply.

Resilience

Training and stronger livelihoods support lasting supply.

Revenue

Farmers earn more; TEGH can protect access to customers.

KEY LESSON

Build stronger suppliers, not just cheaper supply.

Why do customers want to know where raw materials come from?

WHAT STOOD OUT

Link raw materials to their source through digital traceability and geolocation.

Know the source

Digital traceability, geolocation and supplier assessment

Risk

Unknown origins create sourcing and compliance risk.

Resilience

Reliable source records make supply easier to check.

Revenue

Verified sourcing can help protect customer market access.

KEY LESSON

Make the evidence travel with the product.

How can turning waste into energy reduce costs and create income?

What stood out

Organic waste becomes biogas for heat and electricity.

43 GWh electricity in 2024 | THB 180m+ avoided power cost

The 3Rs

Risk

Less fossil-fuel price exposure and unmanaged waste.

Resilience

Own biogas supplies about 35-40% of energy demand.

Revenue

THB 180m+ avoided power cost; about 4.8-year payback.

Key lesson

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

Source: TEGH / Kokanutaporn et al., Sustainability 2026
Class deck pp. 7-9: waste to biogas. Study p. 7, Table 1: 2024 power and avoided cost; p. 7: payback; p. 9: energy share.

How can water reuse and storage help TEGH keep operating?

WHAT STOOD OUT

Combine water reuse with an owned reservoir.

18 months

Water security figure shown beside TEGH’s own reservoir

Risk

Drought and water shortages can interrupt production.

Resilience

Reuse reduces fresh demand; storage provides a buffer.

Revenue

Keeping production running can protect sales and avoid costs.

KEY LESSON

Plan for the day a critical resource is not available.

What would help customers trust TEGH's claims about lower carbon emissions?

WHAT STOOD OUT

Connect traceability to carbon accounting at the plantation.

Show the proof

Traceability, carbon accounting and clear claim boundaries

Risk

A carbon claim without clear evidence can damage trust.

Resilience

Checkable data helps the business answer customer questions.

Revenue

Credible product evidence can support customer qualification.

KEY LESSON

Make the claim only as strong as the evidence.

How can sustainability help TEGH attract and keep customers?

WHAT STOOD OUT

Offer reliable, traceable supply with lower carbon footprint and compliance assurance.

A safer purchase

Customer value named in the class deck, not a price premium

Risk

Customers face sourcing, carbon and compliance pressures.

Resilience

Partnerships can align supply with changing buyer needs.

Revenue

Meeting buyer requirements can help win and retain orders.

KEY LESSON

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