



บริษัท ล่าสูง (ประเทศไทย) จำกัด (มหาชน)
Lam Soon (Thailand) Public Company Limited

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22 February, 2013

Subject: Declaration of operating results for the period ended 31 December 2012
To: Directors and Managers of the Stock Exchange of Thailand

Lam Soon (Thailand) Plc. (LST) and its subsidiaries would like to inform the operating result for the period ended 31 December 2012, which had the net profit Baht 277.78 million, increased from the same period of prior year Baht 109.60 million or 65.17%. The major reasons were as following:

1. The net sales under LST and its subsidiaries decreased by Baht 1,272.85 million or 14.33%, mainly from the decrease of net sales under LST by Baht 1,147.04 million, in line with the decrease of sale volume and average selling price per unit by 5.09% and 10.14% respectively. This was a result of the severe flooding at the end of 2011 driving up the sales volume during that time when several palm oil refineries were shut down. The average cost of crude palm oil decreased greater than the average selling price. As a result, the gross margin under LST and its subsidiaries decreased by Baht 36.04 million or 2.91%.
2. Selling expenses under LST and its subsidiaries decreased by Baht 35.37 million or 5.97% which derived from the decrease in provision on obsolete stock, transportation and cold storage of its subsidiaries.
3. Administrative expenses under LST and its subsidiaries decreased by Baht 37.51 million or 14.99%, which derived from the decrease in legal and penalty tax of its subsidiaries.

Regarding to above reasons, the net profit of LST and its subsidiaries for the periods ended 31 December 2012 was 3.59%, while 2011 was 1.87%.

Please be kindly informed.

Sincerely yours,

(Miss Anchalee Suebchantasiri)
Executive Director

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CC: The Securities and Exchange Commission

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