



9 August 2013

บริษัท ล่าซูน (ประเทศไทย) จำกัด (มหาชน)
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Subject: Declaration of operating results for the 2nd quarter ended 30 June 2013

To: Directors and Managers of the Stock Exchange of Thailand

Lam Soon (Thailand) Pcl. (LST) and its subsidiaries would like to inform the operating result for the 2nd quarter ended 30 June 2013, which had the net profit Baht 96.15 million, increased from the same period of last year Baht 51.39 million or 114.80%. The major reasons were as following.

1. The net sales under LST and its subsidiaries decreased by Baht 215.31 million or 11.26%, mainly derived from the average selling price per unit of LST decreased by 23.37%, while the sale volume increased by 11.91%. The sale volume of its subsidiaries for crude palm oil and crude palm kernel oil increased by 33.84%, while the average selling price per unit decreased by 35.80%. However, the average cost of purchase crude palm oil decreased by 34.80% which the ratio was higher than the average selling price. As a result, the gross margin under LST and its subsidiaries increased from 15.02% to 18.78%.
2. Other income under LST and its subsidiaries increased by Baht 9.16 million, which derived from both LST and its subsidiaries, i.e. income from selling sludge oil and palm shell and gain on disposals of property, plant and equipment.
3. Selling expenses under LST and its subsidiaries increased by Baht 8.11 million or 6.01% which derived from the increase in goods transportation of LST and its subsidiaries, as a result of the increased in sale volume.

As mentioned, the net profit of equity holders of the Company of LST and its subsidiaries for the 2nd quarter of 2013 increased to 5.56%, compared with 2.31% in 2012.

The operating result for the six-month period ended 30 June 2013, which had the net profit Baht 249.81 million, increased from the same period of last year Baht 86.40 million or 52.88%. The major reasons were as following.

1. The net sales under LST and its subsidiaries decreased by Baht 301.98 million or 7.94%, mainly derived from the average selling price per unit of LST decreased by 18.76%, while the sale volume increased by 10.51%. The sale volume of its subsidiaries for crude palm oil and crude palm kernel oil increased by 37.95%, while the average selling price per unit decreased by 30.91%. However, the average cost of purchase crude palm oil decreased by 30.61% which the ratio was higher than the average selling price. As a result, the gross margin under LST and its subsidiaries increased from 17.01% to 20.20%.
2. Other income under LST and its subsidiaries increased by Baht 24.96 million, which mainly came from subsidiaries, i.e. income from selling sludge oil and palm shell and gain on disposals of property, plant and equipment.
3. Selling expenses under LST and its subsidiaries increased by Baht 9.62 million or 3.57% which was from the increase in goods transportation of its subsidiaries.

Refer to above mentioned, the net profit of equity holders of the Company of LST and its subsidiaries for the 2nd quarter of 2013 is 7.00%, increased when compare with the same period in 2012 which was 4.25%.

Please be informed accordingly.

Sincerely yours,

(Miss Anchalee Suebchantasiri)
Acting Managing Director

CC: The Securities and Exchange Commission

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