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Symbol	LST
Source	LST
Headline	Declaration of operating result for Q3/2011
Date/Time	11 Nov 2011 18:03:00

Operating result

October 11, 2011

Subject: Declaration of operating results for the 3rd quarter ended 30 September, 2011

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 3rd quarter ended 30 September 2011, which had the net profit Baht 10.97 million, decreased from the same period of last year by Baht 32.92 million or 75.02%. The reasons were as following.

1. The net sales under LST and its subsidiaries increased by Baht 142.18 million or 7.08%, mainly derived from the average selling price per unit of LST increased by 22.57%, while the sale volume decreased by 20.86%. For the subsidiary, the sales volume and the average selling price per unit of CPO increased 41.4% and 14.2%, respectively.
2. Cost of sales under LST and its subsidiaries decreased from 86.9% to 85.1% because the CPO price increased. It led to the increase of average selling price per unit of the subsidiary 14.2% and the cost of sales decreased from 80.9% to 56.4% of the subsidiary's sales revenue. While, it caused the cost of sales under LST increased from 90.59% to 95.95% of LST's sales revenue.
3. Selling and administrative expenses under LST and its subsidiaries increased by Baht 31.25 million or 15.84% mainly from its subsidiaries' provision on obsolete stock Baht 14.30 million, the legal fee Baht 13.11 million and the transportation.

As explained above, Net profit for the 3rd quarter of 2011 decreased to 0.51%, compared with 2.17% in 2010.

The operating result for the nine-month period ended 30 September 2011, which had the net profit Baht 65.82 million, decreased from the same period of last year at Baht 168.51 million or 71.91%. The reasons were as following.

1. The net sales under LST and its subsidiaries increased by Baht 861.91 million or 15.36%, mainly derived from the average selling price per unit of LST increased by 36.56%, while the sale volume decreased by 23.29%. For the subsidiary, the average selling price per unit and the sales volume of CPO increased by 35.7% and 7.5%, respectively.
2. Cost of sales under LST and its subsidiaries increased 84.2% to 86.6%. Under LST, the cost of raw material increased 32.60%, leading to the cost of sales increased from 89.76% to 96.33%.
3. Selling and administrative expenses under LST and its subsidiaries increased by Baht 70.35 million or 12.50%, deriving from LST Baht 6.90 million due to the promotion expenses and Baht 63.46 million from its subsidiaries due to the legal fee of Baht 33.37 million, the provision on obsolete stock and the transportation expenses.

As explained above, Net profit for the nine-month period ended 30 September 2011 decreased to 1%, compared with 4.14% in 2010.

Please be kindly informed.

Sincerely yours,

(Miss Anchalee Suebchantasiri)
Executive Director

CC: The Securities and Exchange Commission

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