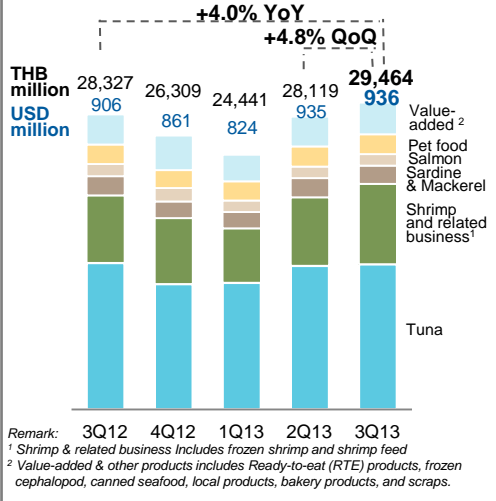


Shrimp business showed sign of QoQ recovery

Sales

(THB million and USD million)



Limited YoY and QoQ sales growth

despite high shrimp sales

- In 3Q13, total sales in USD term increased by 3.2% YoY to USD 936 million while total sales in THB term rose by 4.0% to THB 29,464 million. Sales growth was mainly driven by higher sales of shrimp & related business¹ and value-added & other products².
- Albeit the high season, total sales increased only by 0.1% QoQ in USD term (4.8% in THB term) due to sluggish sales of OEM tuna and sardine products despite higher shrimp sales.
- 9M13 total sales increased by 4.4% in USD term and by 2.0% in THB term due to THB appreciation.

Stock Information

(Bloomberg/ Reuters)
(TUF TB/ TUF.BK)

Share price (8/11/2013) :	THB 58.00
Historical price :	
52-week high	THB 74.00
52-week low	THB 43.75
No. of Shares :	1,147.6m
Par value :	THB 1.0
Market Capitalization :	THB 66.6b
Avg. daily turnover (last 6 months) :	THB 199.3m
Free float :	58.2%
Foreign ownership :	37.8%
Foreign limit :	45.0%

Major shareholders :

(28/08/2013)

Chansiri Family	22.59%
Nirutninanon Family	7.49%
Mitsubishi Corporation	7.58%
Thai NVDR Co., Ltd.	6.93%
Social Security Office	3.96%

3Q13 GPM and OP continued to improve QoQ

- 3Q13 GPM dropped YoY to 13.9% due mainly to lower GPM of OEM business (both tuna and shrimp) and higher loss of pet food business in the US (USPN).
- GPM improved QoQ thanks to recovering GPM of shrimp & related business¹ and tuna business as well as THB depreciation.
- 9M13 GP declined by 21.3% YoY (from 16.2% in 9M12 to 12.5%) due to sluggish OEM tuna sales and weak shrimp business caused by EMS outbreak.

EBITDA recovering due to higher GPM and FX gain

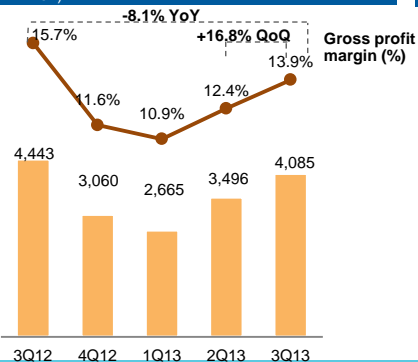
- 3Q13 EBITDA was down by 13.2% YoY, mainly due to a lower GPM and a smaller FX gain. However, on QoQ basis, EBITDA jumped by 64.9% thanks to improving GPM and a FX gain of THB 103 million in 3Q13 (compared to a FX loss of THB 237 million in 2Q13).
- % SG&A to sales in 3Q13 were 8.8% which was below the 9% budget.
- However, 9M13 EBITDA declined by 32.1% YoY due to a lower GPM and a smaller FX gain over the period.

Earnings rebounded

- On YoY basis, 3Q13 net profit decreased by 37.7% to THB 1,004 million and NPM dropped to 3.4% due mainly to lower GPM of tuna and shrimp business, a higher loss at USPN, and higher income taxes.
- However, net profit significantly increased by 179.7% QoQ thanks to a drastic turnaround of Thai shrimp operations, strong performance at the US frozen seafood trading unit, continual improvement at OEM tuna business, and good performance of overseas branded tuna business.
- 9M13 net profit decreased by 50.1% YoY to THB 2,036 million.

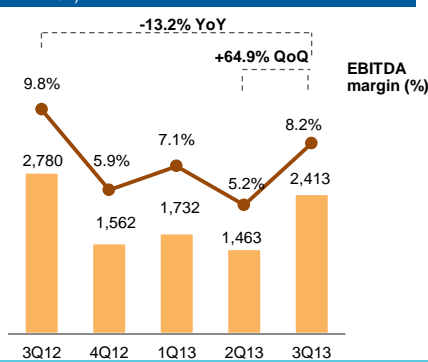
Gross Profit and GPM

(THB million)



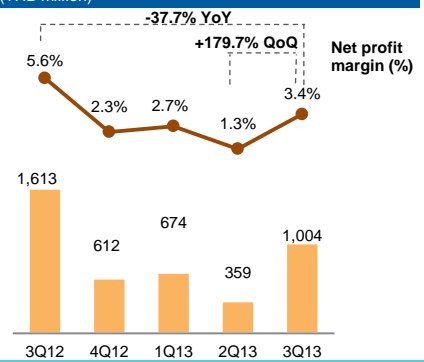
EBITDA and EBITDA margin

(THB million)



Net Profit and NPM

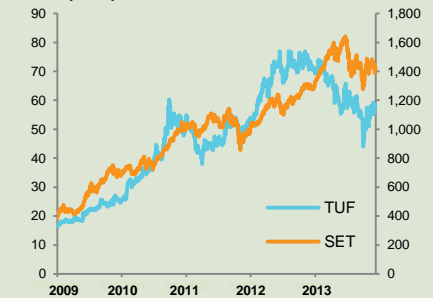
(THB million)



Share price performance :

Price (THB)

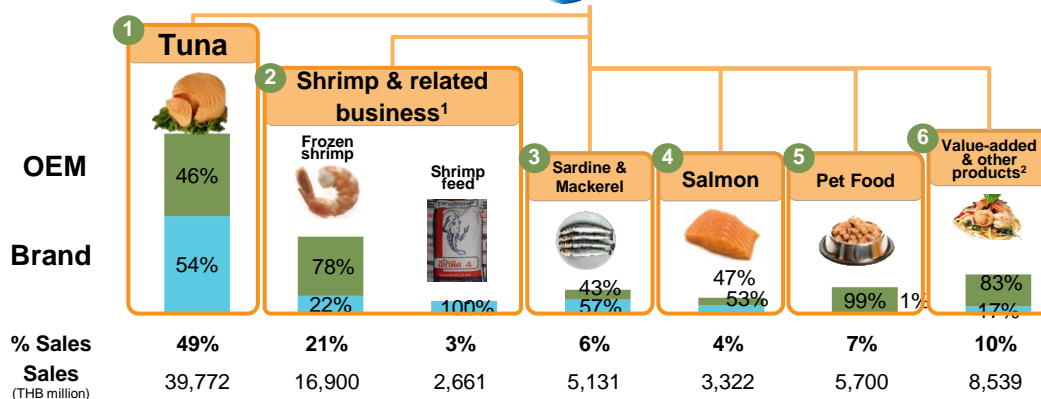
SET Index



Source: Settrade (08/11/13)

Performance by 6 Strategic Business Units

Total sales 9M 2013: THB 82,025m (USD 2,694m)



Remark :

¹Shrimp & related business includes frozen shrimp and shrimp feed

²Value-added & other products includes Ready-to-eat (RTE) products, frozen cephalopod, canned seafood, local products, bakery products, and scrap

Source: TUF

Tuna

- 3Q13 tuna sales slightly rose by 0.4% YoY due mainly to the price adjustment of branded business despite lower sales volume of OEM and branded business.
- On QoQ basis, tuna sales value increased by 1.3% mainly as a result of the price adjustment at the branded business that offset by lower branded sales volume. OEM sales volume improved but was below expectation. There were delay shipment to the Middle East countries caused by their political uncertainty.
- In 3Q13, Skipjack raw material tuna prices were stable in the range of USD 1,800-1,900/ton. 3Q13 average price declined by 18% YoY and 14% QoQ to USD 1,868/ton which is inconsistent with the historical price pattern that normally move upward from 2Q to 3Q.
- Although GPM of OEM business was lower YoY, it showed continual improvement QoQ, partly thanks to THB depreciation. Branded business GPM continued to improve YoY and QoQ due to the price adjustment.

Outlook:

- Expect tuna sales volume to grow QoQ in 4Q13, especially from OEM business.
- Customers should return to their normal buying pattern when they have more confidence in tuna price stability.
- Stable and reasonable tuna raw material prices should entice customers to increase their orders.
- GPM of OEM business should continue to improve when more orders come in. GPM of branded business should benefit from the current declining costs of raw materials.

Sardine & Mackerel

- 3Q13 sales dropped YoY due mainly to lower OEM sales from certain customers. On QoQ basis, sales declined as a result of lower branded business sales volume following the high season in 2Q13.
- Overall GPM improved YoY due to the price adjustment at overseas branded business. GPM of OEM business improved QoQ thanks to better margin of new orders.

Outlook:

- More opportunities in emerging markets to support future business growth

Salmon

- 3Q13 sales declined YoY and QoQ due to lower OEM sales from certain customers.
- GPM improved YoY and QoQ due to improving yield.

Outlook:

- Stable outlook

Shrimp and Related Business¹

- 3Q13 sales value increased by 18.9% YoY due mainly to higher sales of frozen shrimp for export and strong performance of the US seafood trading unit despite lower YoY domestic shrimp feed sales.
- Sales value also improved by 17.0% QoQ thanks to higher sales of Thailand shrimp operations (both frozen shrimp for export and domestic shrimp feed sales) as well as strong sales at the US trading unit.
- Shrimp raw material prices continued to rise in 3Q13 due to the shortage of domestic shrimp supplies from EMS. 3Q13 average White shrimp raw material prices rose by 65% YoY and 11% QoQ to THB228/kg (60 pcs).
- 3Q13 GPM of frozen shrimp for export out of Thailand drastically improved thanks to the well-executed strategic move: successful price adjustment, partial import of raw materials to fill capacity (with customer acceptance), and success of internally initiated assertive cost cutting and productivity boosting programs. The US trading unit remained intact from EMS due to its global sourcing ability.

Outlook:

- As long as there is no real cure for the EMS, recovery of domestic shrimp supply will remain slow.
- Estimate that this year Thailand shrimp output will be 50% lower from last year to 250,000 tons.
- GPM of Thailand shrimp operations should gradually improve. Expect to return to a normal GPM once domestic shrimp supply recovers from the EMS.

Pet Food

- 3Q13 sales rose YoY from higher sales volume. However, sales slightly dropped QoQ due mainly to lower sales volume despite price adjustments.
- GPM dropped YoY and QoQ due to a larger loss at USPN.

Outlook:

- Promising outlook as the market has grown with inelastic demand and relatively higher margin.
- Expect substantially reducing or minimizing losses of USPN through restructuring measures.

Value-Added and Other Products²

- 3Q13 sales increased YoY and QoQ due to stronger sales of ready-to-eat (RTE) products.

Outlook:

- Focus continues to be on higher margin RTE products.

3Q13 & 9M13 Financial Statement and Performance

Consolidated Income Statement

(Million baht)	3Q13		3Q12		2Q13		3Q13/ 3Q12		3Q13/ 2Q13		9M13		9M12		9M13/ 9M12	
		% to sales		% to sales		% to sales	Change	Change		% to sales		% to sales		% to sales	Change	Change
Sales	29,464	100.0%	28,327	100.0%	28,119	100.0%	4.0%	4.8%			82,025	100.0%	80,389	100.0%		2.0%
Cost of sales	(25,379)	-86.1%	(23,883)	-84.3%	(24,623)	-87.6%	6.3%	3.1%			(71,778)	-87.5%	(67,087)	-83.5%		7.0%
Gross profit	4,085	13.9%	4,443	15.7%	3,496	12.4%	-8.1%	16.8%			10,246	12.5%	13,302	16.5%		-23.0%
SG&A expenses	(2,591)	-8.8%	(2,502)	-8.8%	(2,538)	-9.0%	3.6%	2.1%			(7,370)	-9.0%	(7,314)	-9.1%		0.8%
FX gain (loss)	103	0.3%	237	0.8%	(237)	-0.8%	-56.5%	-143.4%			201	0.2%	490	0.6%		-58.9%
Other income	228	0.8%	137	0.5%	199	0.7%	66.7%	14.6%			887	1.1%	421	0.5%		110.5%
EBIT	1,825	6.2%	2,315	8.2%	920	3.3%	-21.2%	98.3%			3,965	4.8%	6,899	8.6%		-42.5%
Finance cost	(406)	-1.4%	(338)	-1.2%	(365)	-1.3%	19.8%	11.0%			(1,134)	-1.4%	(1,939)	-2.4%		-41.5%
EBT	1,419	4.8%	1,977	7.0%	555	2.0%	-28.2%	155.7%			2,830	3.5%	4,960	6.2%		-42.9%
Tax	(266)	-0.9%	(145)	-0.5%	(157)	-0.6%	83.9%	69.2%			(523)	-0.6%	(237)	-0.3%		120.9%
Net income	1,154	3.9%	1,832	6.5%	398	1.4%	-37.0%	189.9%			2,308	2.8%	4,723	5.9%		-51.1%
Net income (loss) attributable to:																
Equity holders of the Company	1,004	3.4%	1,613	5.7%	359	1.3%	-37.7%	179.7%			2,038	2.5%	4,081	5.1%		-50.1%
Non-controlling interests of the subsid	150	0.5%	219	0.8%	39	0.1%	-31.7%	283.3%			270	0.3%	642	0.8%		-57.9%
Earnings per share																
Basic earnings per share	0.87		1.41		0.31		-37.9%	182.3%			1.78		3.91			-54.6%
Diluted earnings per share	0.87		1.37		0.31		-36.1%	182.3%			1.78		3.81			-53.4%
Exchange rate																
THB/USD	31.49		31.25		30.07		0.8%	4.7%			30.45		31.15			-2.3%

Statement of Financial Position

(Million baht)	Consolidated				
	3Q13	% to total assets	2012	% to total assets	Change
Cash and cash equivalents	1,552	1.5%	1,400	1.5%	10.9%
Trade and other receivables	13,055	12.7%	11,918	12.6%	9.5%
Inventories - net	36,181	35.1%	33,290	35.1%	8.7%
Other current assets	1,645	1.6%	1,728	1.8%	-4.8%
Total current assets	52,433	50.8%	48,337	51.0%	8.5%
Fixed assets	21,804	21.1%	17,923	18.9%	21.7%
Other non-current assets	28,898	28.0%	28,499	30.1%	1.4%
Total assets	103,135	100.0%	94,759	100.0%	8.8%
Bank overdrafts and short-term loans	27,705	26.9%	22,511	23.8%	23.1%
Trade and other payables	10,891	10.6%	10,545	11.1%	3.3%
Current portion of long-term loans	4,573	4.4%	899	0.9%	408.7%
Other current liabilities	1,798	1.7%	1,594	1.7%	12.8%
Total current liabilities	44,966	43.6%	35,549	37.5%	26.5%
Long-term borrowings	7,955	7.7%	11,598	12.2%	-31.4%
Other non-current liabilities	8,354	8.1%	7,268	7.7%	14.9%
Total liabilities	61,275	59.4%	54,415	57.4%	12.6%
Non-controlling interests of the subsidiaries	3,876	3.8%	3,128	3.3%	23.9%
Total shareholders' equity	41,860	40.6%	40,344	42.6%	3.8%
Total liabilities and shareholders' equity	103,135	100.0%	94,759	100.0%	8.8%

Relevant Financial Ratios

Ratio	3Q13	2Q13	1Q13	4Q12	3Q12
ROE ¹	10.7%	3.9%	7.3%	6.6%	17.6%
ROA ²	7.1%	3.7%	5.1%	4.4%	10.3%
A/R Turnover (days)	41	42	43	41	40
Inventory Turnover (days)	126	125	138	121	111
Gearing Ratio	1.46x	1.49x	1.37x	1.35x	1.26x
ND/E Ratio	0.92x	0.97x	0.88x	0.83x	0.79x

Remark: ¹ROE = Annualized quarterly net profit / Average total shareholders' equity
²ROA = Annualized quarterly EBIT / Average total assets
³Gearing ratio = Total liability / Total shareholders' equity
⁴ND/E ratio = Net interest-bearing debt / Total shareholders' equity,
Net interest-bearing debt = Total interest-bearing debt - Cash and Cash equivalents

Source: TUF

Financial Statement Analysis

High tuna raw materials prices and shrimp supply shortage together with skyrocketing shrimp price still remained our challenges over 9M13. However, 3Q13 performance showed signs of QoQ recovery, particularly higher sales of frozen shrimp for export and continually solid performance of the US seafood trading unit, thanks to well-executed strategies despite unclear EMS situation. Total sales in 3Q13 were THB 29,464 million, a 4.8% increased QoQ partly due to THB depreciation while sales in USD term increased by 0.1% QoQ.

GPM and OPM in 3Q13 gradually improved QoQ to 13.9% and 5.1%, respectively, thanks to recovering GPM of shrimp & related business, branded tuna business as well as THB depreciation.

9M13 performance still was challenging in terms of profitability, compared to 9M12 due mainly from OEM tuna business, shrimp & related business and pet food business – loss at USPN.

Selling and administrative expense

• 3Q13 SG&A was 3.6% and 2.1% higher YoY and QoQ due to higher administrative expense. However, SG&A as a percentage of sales was under control at 8.8%, in line with 9% budget.

FX Gain/loss

• FX gain declined by THB 134 million or 56.5% YoY to THB 103 million as a result of Thai Baht depreciation and proper FX hedging.

3Q13 & 9M13 Financial Statement and Performance (cont'd)

Financial Statement Analysis (cont'd)

Other income (including share of income from investment in associates)

- Other income increased by 66.7% YoY and 14.6% QoQ due primarily to an increase of share profit from investments in associate, tax coupon and compensation from accounts payable.

Financial cost

- Financial cost was higher 11.0% QoQ, mainly because of an increase in the effective interest rate. The effective interest rate for 3Q13 was 4.02%, compared to 3.82% for 2Q13.

Income tax expense

- Income tax expense increased significantly 83.9% YoY and 69.2% QoQ due to a higher effective tax rate at overseas operations (mainly from the US and Europe). The effective tax rate was 18.7% compared to 7.3% in 3Q12 and 28.3% in 2Q13.

ND/E ratio

- Net debt-to-equity slightly declined to 0.92x from 0.97x in 2Q13 as a result of lower working capital needs that relied on short term financing.

Inventory turnover

- Inventory days were quite stable at 126 days, compared to 125 days in 2Q13.

Accounts receivable turnover

- Accounts receivable days were quite stable at 41 days.

News:

TUF received CSRI Recognition 2013 Award "Rising Star Award"

On November 11, 2013 Thailand's Corporate Social Responsibility Institute (CSRI), under the SET, awarded CSRI Recognition 2013 awards to listed companies for developing and committing to continuously operating their businesses with sustainable social responsibility.

CSRI Recognition Award highlighted firms prominent in CSR. There are both general and special awards, which are Most Improved CSR and Rising Star awards. The judging process is similar to that used for the SET Awards, i.e., the judges consider input from surveys, presentations, and interviews. CSRI's survey covers environmental, social, and governance issues, in accord with international practice. CSRI aims to use its survey as a tool to evaluate companies seeking to be components of the SET Sustainability Index in the near future.

TUF is one of the 4 award winners in 2013 CSRI Rising Star Awards.

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