LAO PEOPLE DEMOCRATIC REPUBLIC
PEACE INDEPENDENCE DEMOCRACY UNITY PROSPERITY

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ບໍລິສັດ ລາວອາໂກຣເທັກ ມະຫາຊົນ
LAO AGROTECH PUBLIC COMPANY
Ban Nonngkunku, Naxaythong District,
Vientaine Capital, Laos PDR
Tel: 030-988-2809

NO: 052 /LAT
Vientiane Capital, Date 24 APR 2025

Dear : The Secretary General of the Lao Securities Commission.
The CEO of Lao Securities Exchange
Shareholders of Lao Agro tech Public Company

Subject : Progress Report on Capital Deficit Resolution Plan 2024, 2024 Operating Results, and 2025 Business Plan

- According to: Regulation on the registration of shares (revised version) No. 007/23, dated September 12, 2023, Article 26.
- According to: Notice on maintaining status as a listed company in the Lao Stock Market 575/LAT, dated May 16, 2024
- According to: Lao Agro tech Public Company Capital Ceficit adjustment plan for the year 2024, No. 074/LAT, dated May 17, 2024

The Lao Agro tech Public Company (LAT) wishes to inform you of the progress in implementing the company's capital deficit resolution plan for 2024. Throughout the past year, the company has diligently adhered to the established budget plan in accordance with the guidelines for resolving the capital deficit. We are pleased to report the progress of this plan to the Lao Securities Commission and the Lao Securities Exchange.

❖ 2024 Annual Operating Results

* Crude Palm Oil (CPO) Sales: Sales amounted to 36,223 million Lao Kip, which was 60% lower than the set target. This shortfall was primarily due to the drought conditions and significant fluctuations in global commodity prices, leading to selling prices falling below expectations and customers opting for alternative raw materials.

* Palm Kernel Meal Sales: Sales reached 3,375 million Lao Kip, exceeding the target by 21%. This positive performance was driven by high market demand, with applications extending beyond the fertilizer industry to include the animal husbandry sector.

* Fertilizer Sales: Sales totaled 1,311 million Lao Kip, falling 39% below the target. This was largely attributed to the drought and water shortages experienced during the year.

* Palm Seedling Sales: Sales amounted to 567 million Lao Kip, which was 13% lower than the target. This was due to the company's ongoing efforts to establish successful export channels, which have yet to yield the desired results. Despite this, the company remains committed and will continue to aggressively promote both domestic cultivation and export opportunities.

❖ 2025 Budget for Goods and Services Distribution

For the year 2025, The Lao Agro tech Public Company has set the following budget targets for the distribution of goods and services:

* Crude Palm Oil: 60,000 million Lao Kip
* Palm Kernel Meal: 6,000 million Lao Kip
* Fertilizer: 3,600 million Lao Kip
* Palm Seedlings: 1,750 million Lao Kip

❖ Business Plan

* Crude Palm Oil (CPO) Sales Plan: The company estimates sales based on its production capacity combined with anticipated consumer demand. A key policy for 2025 is the expansion of our customer base.

* Palm Kernel Meal Sales Plan: The company projects sales based on current consumer demand and has a strategic policy to expand its customer base in 2025.

* Fertilizer Sales Plan for 2025: The company is actively encouraging farmers to diversify into other crops such as rice, cassava, and rubber to increase fertilizer sales.

* Palm Seedling Sales Plan: The company has planned to seek certification for the Lao Vieng palm varieties for export. Estimated sales for 2025 will be based on the company's projected production volume.

* Fuel Sales Plan: The company's fuel sales plan will be reviewed and submitted to the Ministry of Industry and Trade to request fuel import quotas.

* Research and Development: Furthermore, the company is actively researching new production technologies to help reduce future production costs.

We submit this report for your information.

Respectfully,
Lao Agro Tech Public Company
Chief Executive Officer

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Lao Agro Tech Public Company

Mr. Zait Pattanamas Ph.D.