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# LAM SOON (HONG KONG) LIMITED

(Incorporated in Hong Kong with limited liability)
(Stock Code: 411)

# CONTINUING CONNECTED TRANSACTIONS – MASTER SERVICES AGREEMENT

LSHK entered into the Master Services Agreement on 30 June 2011 for the provision of Services by the Service Providers to the Service Recipients. The transactions to be contemplated under the Master Services Agreement constitute continuing connected transactions for LSHK under the Listing Rules.

As the Annual Cap results in the applicable ratios under the Listing Rules being less than 5%, the Master Services Agreement is subject to the reporting and announcement requirements under Chapter 14A of the Listing Rules. In the event that the Total Fees would exceed the Annual Cap for any of the three financial years ending 30 June 2014, LSHK will comply with Rule 14A.36 of the Listing Rules.

Details of the Master Services Agreement will be included in LSHK's relevant published annual report and accounts in compliance with Rules 14A.45 and 14A.46 of the Listing Rules. LSHK will also comply with Rules 14A.37 to 14A.41 of the Listing Rules in relation to the annual review of the transactions entered into pursuant to the Master Services Agreement.

## **BACKGROUND**

Reference is made to the announcement of LSHK issued on 4 July 2008 regarding the services agreement entered into by LSHK with GGMC and GOMC for the provision of Services (as detailed below) to the LSHK Group ("Existing Services Agreement") which constituted continuing connected transactions for LSHK under the Listing Rules. The Existing Services Agreement will expire after 30 June 2011.

## MASTER SERVICES AGREEMENT

A master services agreement (the "Master Services Agreement") was entered into by LSHK with GGMC and GOMC on 30 June 2011 for provision of services by GGMC or GOMC to LSHK and/or the Selected Subsidiaries.

The services to be provided thereunder include, among other things, overview of businesses and operations, investment management and financial management disciplines, treasury and risk management, key managerial recruitment and retention, productivity and quality programmes and other operating practices and procedures as well as planning and development of management information systems (the "Services").

The Master Services Agreement is for a term of three financial years from 1 July 2011 to 30 June 2014.

## Service Fees

The fees payable under the Master Services Agreement comprise a monthly fee (the "Monthly Fee"), currently HK\$50,000 payable by LSHK, or such amount as agreed from time to time between the parties and an annual fee (the "Annual Fee") equal to three per cent. of the annual profit before tax of such Service Recipient as shown in the audited profit and loss account for the relevant financial year. The Annual Fee payable in respect of the Service Recipients which, from time to time, form the food and cleaning supplies business of the Group shall be calculated on a worldwide group basis based on the aggregate of the annual profit/loss before tax of each member of the said group. The Annual Fee will also be subject to appropriate adjustments (including to avoid double counting of profit, if any).

The total fees paid by LSHK under the Existing Services Agreement for each of the financial years ended 30 June 2009 and 30 June 2010 were approximately HK\$3.5 million and HK\$4.9 million respectively.

# **Annual Cap**

The total fees (the "Total Fees"), being the sum of the Monthly Fee, the Annual Fee and the total amount of any fees paid or payable by the LSHK Group to any Hong Leong Group company for services of a similar nature as the Services, are subject to an annual cap of HK\$22 million (the "Annual Cap") for each of the three financial years ending 30 June 2014.

The Annual Cap is determined having regard to i) the average absolute annual rate of change of 25.8% of the total fees actually paid for the existing services for the four financial years ended 30 June 2010; ii) an estimated annual inflation rate of 3.7% in Hong Kong and an estimated annual food inflation rate of 11.7% in China; iii) an estimated annual rate of appreciation of Renminbi against Hong Kong dollars of 5.5%; and iv) the anticipated growth of business operations. The Directors consider the Annual Cap, being determined on the aforesaid basis, to be fair and reasonable. As the Annual Fee is calculated on the annual profit before tax which will be subject to possible fluctuation due to various factors, the Annual Fee may not be in a consistent growth trend. Having regard to this issue, the Directors consider that the Annual Cap should be applied for each of the three financial years ending 30 June 2014.

The total fees paid and payable by LSHK in respect of the Existing Services Agreement are subject to an annual cap of HK\$13 million.

# REASONS FOR AND BENEFITS OF THE MASTER SERVICES AGREEMENT

The Master Services Agreement is in the interests of LSHK because it allows each Service Recipient to tap into the services infrastructure and global network of the Hong Leong Group in order to extract its management expertise so as to derive optimal strategic, financial and operational leverage and benefits in connection with the respective business of such Service Recipient to operate its business activities in a more efficient and effective manner. Against such distinctive services infrastructure and global network of the Hong Leong Group, comparable management expertise, services and resources may not be available from independent third parties.

After taking into consideration the overall benefits that the LSHK Group can derive from the Services; the basis of charging the service fees which is primarily calculated based on annual profit before tax of the Service Recipients as well as the general market information in relation to various business management and consultancy related services available from external service providers, the Directors are of the view that the terms of Master Services Agreement are considered fair and reasonable and in the interests of the LSHK Group and the shareholders of LSHK as a whole.

## LISTING RULES IMPLICATIONS

Service Providers are connected persons (as defined in the Listing Rules) of LSHK by virtue of the fact that they are indirect wholly-owned subsidiaries of Hong Leong, an indirect controlling shareholder of LSHK which, is deemed to be interested in the shareholding of 61.94% in LSHK. The transactions to be contemplated under the Master Services Agreement constitute continuing connected transactions for LSHK under the Listing Rules.

As the Annual Cap results in the applicable ratios under the Listing Rules being less than 5%, the Master Services Agreement is subject to the reporting and announcement requirements under Chapter 14A of the Listing Rules. In the event that the Total Fees exceed the Annual Cap for any of the three financial years ending 30 June 2014, LSHK will comply with Rule 14A.36 of the Listing Rules.

Details of the Master Services Agreement will be included in LSHK's relevant published annual report and accounts in compliance with Rules 14A.45 and 14A.46 of the Listing Rules. LSHK will also comply with Rules 14A.37 to 14A.41 of the Listing Rules in relation to annual review of the transactions entered into pursuant to the Master Services Agreement.

No Director is deemed to have a material interest in the Master Services Agreement and that all Directors are entitled to vote pursuant to the Company's articles of association. Mr. Kwek Leng Hai, being a director of and a shareholder of less than 5% interest in Hong Leong, and a director of GGMC and GOMC, elected to abstain from voting on the resolutions in relation to the approval of the Master Services Agreement.

## GENERAL

LSHK's principal activity is investment holding. The principal activities of its subsidiaries include manufacturing, trading and processing of edible oil, detergent products and food and flour products mainly in Hong Kong and PRC. The principal activities of its associated companies include manufacturing, trading and processing of edible oil mainly in Hong Kong.

The Hong Leong Group is a leading conglomerate in Malaysia with diversified businesses in financial services, property development and investment, manufacturing and distribution, as well as hospitality and leisure. Its presence spans from Malaysia to the rest of Asia, Western Europe and the UK, North America and Oceania.

GGMC is principally an investment holding company and engaged in the provision of management services. GOMC is principally engaged in the provision of management services.

As at the date of this announcement, the directors of LSHK are:

Chairman:

Mr. KWEK Leng Hai

Group Managing Director: Mr. LEUNG Wai Fung

Non-Executive Directors:

Dr. WHANG Sun Tze

Mr. TAN Lim Heng

Mr. TSANG Cho Tai

Mr. DING WAI CHUEN

Independent Non-Executive Directors:

Mr. LO Kwong Chi, Clement

Mr. LO Kai Yiu, Anthony

Mr. Au Chee Ming

## **DEFINITIONS**

"Directors" The directors, including the independent non-executive directors, of

the Company

"GGMC" GuoLine Group Management Co. Limited, an indirect wholly-owned

subsidiary of Hong Leong

"GOMC" GOMC Limited, an indirect wholly-owned subsidiary of Hong Leong

"HK\$" Hong Kong dollars, the lawful currency of the Hong Kong Special

Administrative Region, the People's Republic of China

"Hong Leong" Hong Leong Company (Malaysia) Berhad, a substantial shareholder

of LSHK

"Hong Leong Group" Hong Leong and its subsidiaries from time to time

"Listing Rules" The Rules Governing the Listing of Securities on The Stock

Exchange of Hong Kong Limited

"LSHK" or the "Company" Lam Soon (Hong Kong) Limited, a company incorporated in Hong

Kong with limited liability, the shares of which are listed on The

Stock Exchange of Hong Kong Limited (Stock Code: 411)

"LSHK Group" LSHK and its subsidiaries from time to time

"Selected Subsidiaries" at any time, (unless otherwise agreed) all the subsidiaries of LSHK

"Service Provider" GGMC or GOMC

"Service Recipients" LSHK and the Selected Subsidiaries

By Order of the Board
Cheng Man Ying
Company Secretary

Hong Kong, 4 July 2011