

## BUSINESS RESULT

No.	Items	Code	Note	Period		Change	
				Quarter 4/2011	Quarter 4/2012	+/-	%
1	Revenue from selling and service supply	1	VI.25	556.451.736.729	421.345.545.828	-135.106.190.901	75,20
2	Deductions	2		0	4.158.698.376	4.158.698.376	
3	Net revenue (10 = 10 - 01)	10		556.451.736.729	417.186.850.452	-139.264.886.277	74,97
4	Cost of goods sold	11	VI.27	191.984.166.885	229.668.081.332	37.683.914.447	119,63
5	Gross profit (20 = 10 - 11)	20		364.467.569.844	187.518.769.120	-176.948.800.724	51,45
6	Financial incomes	21	VI.26	43.101.917.255	23.275.552.350	-19.826.364.905	54,00
7	Financial expenses	22	VI.28	1.651.219.180	1.577.571.999	-73.647.181	95,54
	- Include: Interest expense	23		-381.814.195	1.390.171.586	1.771.985.781	-364,10
8	Selling expenses	24		4.878.760.245	6.422.724.468	1.543.964.223	131,65
9	General and administrative expenses	25		45.364.846.862	17.233.108.861	-28.131.738.001	37,99
10	Net operating profit {30 = 20 + (21 - 22) - (24 + 25)}	30		355.674.660.812	185.560.916.142	-170.113.744.670	52,17
11	Other incomes	31		-56.384.634.003	2.691.303.251	59.075.937.254	-4,77
12	Other expenses	32		-7.423.735.892	389.133.751	7.812.869.643	-5,24
13	Other profits (40 = 31 - 32)	40		-48.960.898.111	2.302.169.500	51.263.067.611	-4,70
14	Profit before tax (50 = 30 + 40)	50		306.713.762.701	187.863.085.642	-118.850.677.059	61,25
15	Current corporate income tax	51	VI.30	5.862.904.073	14.582.527.638	8.719.623.565	248,73
16	Deferred corporate income tax	52	VI.30			0	
17	Profit after tax (60 = 50 - 51 - 52)	60		300.850.858.628	173.280.558.004	-127.570.300.624	57,60
18	EPS (*)	70		6.997	4.030		

**Explanation:**

In quarter 4/2011, sales production was 5,676.11 tons; average price was VND79,970,681 / ton.

In quarter 4/2012, sales production was 5,885.96 tons; average price was VND57,275,918 / ton.

Because of some reasons:

- Sales production in quarter 4/2012 was higher than that in quarter 2/2011 but average price in quarter 4/2012 was less than that

in quarter 4/2011 (average price in quarter 4/2012 decreased VND22,694,763 / ton or 28.38% compared to in quarter 4/2011).

- Profit from business activities in quarter 4/2012 decreased VND170,113,744,670 (43.83%) compared to in quarter 4/2011

- Other profit in quarter 4/2012 increased VND51,263,067,611 compared to in quarter 4/2011

Therefore, profit after tax in quarter 4/2012 decreased VND127,570,300,627 (42.4%) compared to in quarter 4/2011.

## CONSOLIDATED BUSINESS RESULT

No.	Items	Code	Note	Period		Change	
				Quarter 4/2011	Quarter 4/2012	+/-	%
1	Revenue from selling and service supply	1	VI.25	556.642.892.250	440.487.625.546	-116.155.266.704	79,13
2	Deductions	2			4.158.695.376	4.158.695.376	
3	Net revenue (10 = 10 - 01)	10		556.642.892.250	436.328.930.170	-120.313.962.080	78,39
4	Cost of goods sold	11	VI.27	192.175.498.342	251.625.977.599	59.450.479.257	130,94
5	Gross profit (20 = 10 - 11)	20		364.467.393.908	184.702.952.571	-179.764.441.337	50,68
6	Financial incomes	21	VI.26	46.626.800.208	25.938.818.720	-20.687.981.488	55,63
7	Financial expenses	22	VI.28	1.651.219.180	3.777.521.999	2.126.302.819	228,77
	- Include: Interest expense	23		-381.814.195	1.390.171.586	1.771.985.781	-364,10
8	Selling expenses	24		4.880.043.241	7.768.543.378	2.888.500.137	159,19
9	General and administrative expenses	25		45.493.359.887	20.478.587.140	-25.014.772.747	45,01
10	Net operating profit {30 = 20 + (21 - 22) - (24 + 25)}	30		359.069.571.808	178.617.118.774	-180.452.453.034	49,74
11	Other incomes	31		-56.242.392.703	2.874.400.672	59.116.793.375	-5,11
12	Other expenses	32		-7.214.778.293	466.491.483	7.681.269.776	-6,47
13	Other profits (40 = 31 - 32)	40		-49.027.614.410	2.407.909.189	51.435.523.599	-4,91
14	Profit in joint-venture			-2.628.173.696	2.790.348.076	5.418.521.772	
15	Profit before tax (50 = 30 + 40)	50		370.413.783.702	183.815.376.039	-186.598.407.663	49,79
16	Current corporate income tax	51	VI.30	6.704.212.247	14.835.777.384	8.131.565.137	
17	Deferred corporate income tax	52	VI.30		134.900.212	134.900.212	
18	Profit after tax (60 = 50 - 51 - 52)	60		300.709.571.455	169.114.498.867	-131.595.072.588	56,24
19	Minority interest			(1.154.581.728)	-1.519.458.405	-364.876.677	
20	Profit after tax of the parent company's shareholders			301.864.153.183	170.633.957.272	-131.230.195.911	
21	EPS (*)	70					

**Explanation:**

In quarter 4/2011, sales production was 5,676.11 tons; average price was VND79,970,681 / ton.

In quarter 4/2012, sales production was 5,885.96 tons; average price was VND57,275,918 / ton.

Because of some reasons:

- Sales production in quarter 4/2012 was higher than that in quarter 2/2011 but average price in quarter 4/2012 was less than that

in quarter 4/2011 (average price in quarter 4/2012 decreased VND22,694,763 / ton or 28.38% compared to in quarter 4/2011).

- Profit from business activities in quarter 4/2012 decreased VND180,452,453,034 (50.26%) compared to in quarter 4/2011

- Other profit in quarter 4/2012 increased VND51,435,523,599 compared to in quarter 4/2011

Therefore, profit after tax in quarter 4/2012 decreased VND131,595,072,588 (43.76%) compared to in quarter 4/2011.