

## BUSINESS RESULTS

By dongs

No.	Items	Quarter 4/2012	Quarter 4/2011	Change	
(1)	(2)	(3)	(4)	(5)=(3)-(4)	(6)=(5)/(4)*100
1	Revenue	386.515.366.183	319.719.910.929	66.795.455.254	20,89
2	Cost of goods sold	311.583.301.855	274.890.572.603	36.692.729.252	13,35
3	Gross profit	74.932.064.328	44.829.338.326	30.102.726.002	67,15
4	Financial incomes	1.363.109.080	4.455.833.868	(3.092.724.788)	(69,41)
5	Financial expenses	514.239.840	216.467.565	297.772.275	137,56
6	Selling expenses	30.995.086.697	24.166.259.825	6.828.826.872	28,26
7	General and administrative expenses	14.237.172.776	8.567.147.898	5.670.024.878	66,18
8	Net operating profit	30.548.674.095	16.335.296.906	14.213.377.189	87,01
9	Other incomes	1.794.994.117	64.000.000	1.730.994.117	2704,68
10	Other expenses	48.042.925	1.837.343	46.205.582	2514,80
11	Other profits	1.746.951.192	62.162.657	1.684.788.535	2710,29
12	Profit before tax	32.295.625.287	16.397.459.563	15.898.165.724	96,96
13	Curnnet corporate income tax	9.052.373.985	4.733.031.224	4.319.342.761	91,26
14	Deferred corporate income tax	-778.507.539	-582.722.150	(195.785.389)	33,60
15	Profit after tax	24.021.758.841	12.247.150.489	11.774.608.352	96,14

**Explanation:**

- Cost of goods sold increased 36.69 bil. Dongs, revenue increased 66.8 bil.Dongs, leading to gross profit increased 30.10 bil.Dongs
- Financial income decreased 3.09 bil. dongs because the company had to pay investment expenses at Binh Duong Industry Park and the financial expenses decreased 0.3 bil. dongs, so they made profit decrease 3.39 bil. dongs.
- Selling expenses increased 6.83 bil. dongs and administrative expenses increased 5.67 bil. dongs, so they made profit increase 12.05 bil. dongs.
- Increasing 1.69 bil. dongs of other profit made total profit before tax increase 15.90 bil. dongs.