

**BUSINESS RESULT**

No.	Items	Quarter 4/2013	Quarter 4/2012	Change	
(1)	(2)	(3)	(4)	(5)=(3)-(4)	(6)=(5)/(4)x100
1	Revenue	801.193.788.944	762.294.811.130	38.898.977.814	5,10
2	Cost of goods sold	582.608.066.216	557.087.800.244	25.520.265.972	4,58
3	Gross profit	218.585.722.728	205.207.010.886	13.378.711.842	6,52
4	Financial incomes	19.137.016.973	2.433.570.325	16.703.446.648	686,38
5	Financial expenses	24.613.799.973	55.542.377.684	(30.928.577.711)	(55,68)
	- Include: Interest expense	9.884.004.598	22.856.034.583	(12.972.029.985)	(56,76)
6	Selling expenses	20.486.740.732	15.223.083.810	5.263.656.922	34,58
7	General and administrative expenses	47.218.126.156	48.503.776.346	(1.285.650.190)	(2,65)
8	Total profit before tax	139.913.633.411	89.478.401.340	50.435.232.071	56,37
9	Current corporate income tax	36.611.485.187	21.807.640.692	14.803.844.495	67,88
10	Profit after tax	102.910.410.532	67.670.760.648	35.239.649.884	52,08

**Explanation:**

- Revenue increased VND38billion dongs because sales volume increased
- Cost of goods sold increased VND25,5 billion dongs.
- Financial income increased VND16,7 billion
- Interest expense increased VND12,9 billion
- Financial expense decreased VND17,9 billion
- Selling expenses increased VND5,2 billion because sales volume increased
- General and administrative expenses decreased VND1,2 billion dongs