

## BUSINESS RESULTS

By dongs

No.	Items	Quarter 4/2013	Quarter 4/2012	Change	
(1)	(2)	(3)	(4)	(5)=(3)-(4)	(6)=(5)/(4)*100
1	Revenue	407.432.781.719	386.515.366.183	20.917.415.536	5,41
2	Cost of goods sold	335.896.730.219	311.583.301.855	24.313.428.364	7..8
3	Gross profit	71.536.051.500	74.932.064.328	(3.396.012.828)	(4,53)
4	Financial incomes	1.790.331.134	1.363.109.080	427.222.054	31,34
5	Financial expenses	455.169.233	514.239.840	(59.070.607)	(11,00)
6	Selling expenses	41.727.907.692	30.995.086.697	10.732.820.995	34,63
7	General and administrative expenses	11.100.119.799	14.237.172.776	(3.137.052.977)	(22,03)
8	Net operating profit	20.043.185.910	30.548.674.095	(10.505.488.185)	(34,39)
9	Other incomes	3.000.000	1.794.994.117	(1.791.994.117)	(99,83)
10	Other expenses	14.860.269	48.042.925	(33.182.656)	(69,07)
11	Other profits	-11.860.269	1.746.951.192	(1.758.811.461)	(100,68)
12	Profit before tax	20.031.325.641	32.295.625.287	(12.264.299.646)	(37,98)
13	Curnnet corporate income tax	5.050.441.776	9.063.221.830	(4.012.780.054)	(44,28)
14	Deferred corporate income tax	161.056.974	-778.507.539	939.564.513	(120,69)
15	Profit after tax	14.819.826.891	24.010.910.996	(9.191.084.105)	(38,28)

**Explanation:**

- Cost of goods sold increased 24.31 bil. Dongs, revenue increased 20.92 bil.Dongs, leading to gross profit decreased 3.39 bil. dongs
- Financial income increased 0.43 bil. dongs  
the financial expenses decreased 0.06 bil. dongs, so they made profit increase 0.49 bil. dongs.
- Selling expenses increased 10.73 bil. dongs and administrative expenses increased 3.13 bil. dongs, so they made profit decreased 7.60 bil. dongs.
- Other profit decreasing 1.76 bil. dongs made total profit before tax decrease 12.26 bil. dongs.