

## BUSINESS RESULTS

By dongs

| No. | Items                               | Quarter 1/2012  | Quarter 1/2011  | Change           |                 |
|-----|-------------------------------------|-----------------|-----------------|------------------|-----------------|
| (1) | (2)                                 | (3)             | (4)             | (5)=(3)-(4)      | (6)=(5)/(4)*100 |
| 1   | Revenue                             | 342.626.752.494 | 343.199.910.115 | (573.157.621)    | (0,17)          |
| 2   | Cost of goods sold                  | 294.999.125.453 | 285.273.284.523 | 9.725.840.930    | 3,41            |
| 3   | Gross profit                        | 47.627.627.041  | 57.926.625.592  | (10.298.998.551) | (17,78)         |
| 4   | Financial incomes                   | 1.815.668.235   | 10.132.931.812  | (8.317.263.577)  | (82,08)         |
| 5   | Financial expenses                  | 24.611          | 233.465.970     | (233.441.359)    | (99,99)         |
| 6   | Selling expenses                    | 25.021.773.033  | 35.597.455.666  | (10.575.682.633) | (29,71)         |
| 7   | General and administrative expenses | 9.636.413.352   | 8.571.047.465   | 1.065.365.887    | 12,43           |
| 8   | Net operating profit                | 14.785.084.280  | 23.657.588.303  | (8.872.504.023)  | (37,50)         |
| 9   | Other incomes                       | 113.909.091     | 169.981.900     | (56.072.809)     | (32,99)         |
| 10  | Other expenses                      | 4.518.466       | 7.204.545       | (2.686.079)      |                 |
| 11  | Other profits                       | 109.390.625     | 162.777.355     | (53.386.730)     | (32,80)         |
| 12  | Profit before tax                   | 14.894.474.905  | 23.820.365.658  | (8.925.890.753)  | (37,47)         |
| 13  | Curnnet corporate income tax        | 3.723.618.726   | 5.955.091.415   | (2.231.472.689)  | (37,47)         |
| 14  | Profit after tax                    | 11.170.856.179  | 17.865.274.243  | (6.694.418.064)  | (37,47)         |
|     |                                     |                 |                 |                  |                 |

**Explanation:**

- Cost of goods sold increased 9.26 bil. dongs because material prices in quarter 1/2012 increased high but the company cannot increase the product prices.
- Financial income decreased 8.32 bil. dongs because the company had to pay investment expenses at Binh Duong Industry Park and the financial expenses decreased 0.23 bil. dongs, so they made profit decrease 8.09 bil. dongs.
- Selling expenses decreased 10.58 bil. dongs and administrative expenses increased 1.07 bil. dongs, so they made profit increase 9.51 bil. dongs.
- Decreasing 0.05 bil. dongs of other profit made total profit before tax decrease 8.93 bil. dongs.