

HAI: Announcement of establishment of branches

H.A.I Joint Stock Company said that it established two new branches, one in Campodia and one in Son La province, Viet Nam. Earlier, the Company set up an office of the Board of Directors at 28 Mac Dinh Chi, Da Kao, District 1, Ho Chi Minh city, Viet Nam.

About the personnel assignment, the Board of Directors appointed Mr. Tran Huu Hanh as Deputy CEO in charge of internal affairs in one year from July 01, 2013 to June 30, 2014.

H.A.I Joint Stock Company also disclosed its revenue and profit in Quarter 3/2013 as follows:

Profit and loss in Quarter 3/2013:

By: VND

	Quarter 3/2013 (estimated)
Revenue	152,490,698,125
Cost of goods sold	128,830,033,598
Gross profit	23,660,664,527
Expenses, in which:	22,584,557,318
- Financial expense	2,923,994,753
- Selling expense	14,033,748,990
- Administrative expense	2,626,813,575
Operating profit	4,076,107,209
Other profit	7,036,881,732
Profit before tax	11,112,988,941
Tax	2,778,247,235
Profit after tax	8,334,741,706
Basic EPS	479
Charter capital	173,999,910,000

Debts:

- Debt balance in the beginning of Quarter 3/2013 (April 01, 2013): VND240 billion
- Debt balance in the ending of Quarter 3/2013 (June 30, 2013): VND223 billion

- Bad debt: VND64 billion.

Profit and loss in the first nine months of 2013:

By: VND

	Quarter 3/2013 (estimated)	9 months of 2013 (estimated)
Revenue	152,490,698,125	570,009,223,417
Cost of goods sold	128,830,033,598	476,083,870,484
Gross profit	23,660,664,527	93,925,352,933
Expenses, in which:	22,584,557,318	68,889,211,832
- Financial expense	2,923,994,753	9,024,523,931
- Selling expense	14,033,748,990	40,027,628,618
- Administrative expense	2,626,813,575	16,837,059,283
Operating profit	4,076,107,209	25,036,141,101
Other profit	7,036,881,732	6,708,836,220
Profit before tax	11,112,988,941	34,744,977,321
Tax	2,778,247,235	8,760,955,908
Profit after tax	8,334,741,706	25,984,021,413
Basic EPS	479	1,493
Charter capital	173,999,910,000	173,999,910,000