

ASM: Explanation for business result of parent company in 2012

Sao Mai Construction Corporation explained the fluctuation in profit after tax between 2012 and 2011:

By: VND

	2012	2011	Difference	
			Value	%
Revenue from selling and service supply	1,185,062,799,922	925,151,516,531	259,911,283,391	28.09
Deductions	166,983,783,989	51,558,094,198	115,425,689,791	223.88
Net revenue from selling and service supply	1,018,079,015,933	873,593,422,333	144,485,593,600	16.54
Cost of goods sold	897,650,663,250	688,760,734,505	208,889,928,745	30.33
Gross profit from selling and service supply	120,428,352,683	184,832,687,828	(64,404,335,145)	(34.84)
Financial income	17,776,610,580	26,244,982,280	(8,468,371,700)	(32.27)
Financial expense	67,961,462,010	69,824,939,440	(1,863,477,430)	(2.67)
In which: interest expense	65,259,715,000	47,222,530,352	18,037,184,648	38.20
Selling expense	33,613,352,031	35,723,016,607	(2,109,664,576)	(5.91)
General and administration expense	14,334,862,040	21,208,689,857	(6,873,827,817)	(32.41)
Net profit	22,295,287,182	84,321,024,204	(62,025,737,022)	(73.56)
Other income	154,928,343	8,605,264,630	(8,450,336,287)	(98.20)
Other expense	3,408,704,380	8,219,155,146	(4,810,450,766)	(58.53)
Other profit	(3,253,776,037)	386,109,484	(3,639,885,521)	(942.71)
Profit before tax	19,041,511,145	84,707,133,688	(65,665,622,543)	(77.52)
Business income tax – current	1,961,906,029	21,176,793,422	(19,214,887,393)	(90.74)
Business income tax – deferent	7,650,988		7,650,988	
Profit after tax	17,071,954,128	63,530,350,266	(46,458,396,138)	(73.13)

Profit after tax in 2012 decreased 73.13% (VND46.46 billion) because:

- Adjusting deductions the previous years, leading profit in 2012 decreased.
- Net revenue increased 16.54% (VND144.49 billion) because profit margin from seafood business was low. For real estate with high profit margin, net income decreased 20.66% (VND36.80 billion), leading to gross profit fell 34.84% (VND64.40 billion).
- Interest expense increased 38.20 % (VND18.04 billion).