

## SBA: Explanation for business results in Q2.2013

Song Ba Joint Stock Co. (SBA) has announced explanation for business result in quarter 2.2013 as follows:

- Profit after tax in quarter 2.2013 : 7,816,240,320 dongs
- Profit after tax in quarter 2.2012 : 5,055,435,428 dongs
- Increasing : 2,760,804,892 dongs or 54.61%
- Main reasons made a business result in Quarter 2.2013 increased:
  - + On June 27, 2013, SBA adjusted to increase electricity price of Krong H'ngang Hydropower Plant as from January 01, 2013, although output of Krong H'ngang Hydropower Plant in Quarter 2.2013 was 21.7 kWh but revenue was 23.3 billion dongs average price was 1,074 dongs/kWh (including tax and fee), output in Quarter 2.2012 was 39kWh but revenue was 31.5 billion dongs, average price was 808.27 dongs/kWh.
  - + Output of Khe Dien Hydropower Plant in Quarter 2.2013 was 4.8 million kWh, revenue was 8.1 billion dongs and average price was 1,690.52 dongs/kWh. While output in Quarter 2.2012 was 13.4 million kWh, revenue was 13.3 billion and average price was only 993.7 dongs/kWh.
  - + Total output of the two plants was 26.5 million kWh but revenue was 31.4 billion dongs. Therefore, expenses calculated according output to decrease, detail: costs of goods sold decreased by 6.28 billion dongs or 40.97% compared to Quarter 2.2012; financial expenses decreased by 9.38 billion dongs, etc.

Unit: dongs

| No. | Items              | Quarter 2/2013 | Quarter 2/2012 | +/- Change       | % Change            |
|-----|--------------------|----------------|----------------|------------------|---------------------|
| A   | B                  | 1              | 2              | (3) = (1) – (2)  | (4) = (3) / (2)*100 |
| 1   | Revenue            | 31,423,720,394 | 44,894,280,778 | (13,470,560,384) | (30.01)             |
| 2   | Cost of goods sold | 10,346,869,985 | 17,527,849,941 | (7,180,979,956)  | (40.97)             |

|    |                                     |                |                |                 |            |
|----|-------------------------------------|----------------|----------------|-----------------|------------|
| 3  | Gross profit                        | 21,076,850,409 | 27,366,430,837 | (6,289,580,428) | (22.98)    |
| 4  | Financial incomes                   | 177,227,805    | 25,982,159     | 151,245,646     | 582.11     |
| 5  | Financial expenses                  | 10,574,407,326 | 19,956,514,908 | (9,382,107,582) | (47.01)    |
| 6  | General and administrative expenses | 2,235,878,495  | 1,529,188,848  | 706,689,647     | 46.21      |
| 7  | Net operating profit                | 8,443,72,393   | 5,906,709,240  | 2,537,083,153   | 42.95      |
| 8  | Other profits                       | 323,021,517    | 16,913,454     | 306,108,063     | 1,809.85   |
| 9  | Other expenses                      | 341,649,083    | 15,887,454     | 325,761,629     | 2,050.43   |
| 10 | Other profit                        | (18,627,566)   | 1,026,000      | (19,653,566)    | (1,915.55) |
| 11 | Profit before tax                   | 8,425,164,827  | 5,907,735,240  | 2,517,429,587   | 42.61      |
| 12 | Current corporate income tax        | 608,924,507    | 852,299,812    | (243,375,305)   | (28.56)    |
| 13 | Profit after tax                    | 7,816,240,320  | 5,055,435,428  | 2,760,804,892   | 54.61      |