

## C21: Explanation for business result in Quarter 2/2013

Century 21 Joint Stock Company explained the fluctuation in revenue and profit of Quarter 2/2013 compared to Quarter 2/2012:

By: VND

	Quarter 2/2013	Quarter 2/2012	Different	
			Value	%
Net revenue	6,214,038,967	6,594,736,954	(380,697,987)	(5.80)
Cost of goods sold	2,556,132,395	2,058,272,838	497,859,557	24.20
Financial income	8,147,309,165	6,652,643,301	1,494,665,864	22.50
Financial expense	1,459,391,575	1,280,676	1,458,110,899	113,854.00
Other income	2,740,000	6,660,000,000	(6,657,260,000)	100.00
Profit before tax	8,043,642,491	15,444,585,335	(7,400,942,844)	(47.90)
Profit after tax	7,572,731,868	12,545,939,000	(4,973,207,132)	(39.60)

Profit after tax in Quarter 2/2013 decreased 39.6 % compared to in Quarter 2/2012:

Reason:

Net revenue in Quarter 2/2013 decreased 5.8% compared to in Quarter 2/2012 because revenue from renting office decreased.

Cost of goods sold in Quarter 2/2013 increased 24% compared to in Quarter 2/2012 because salary and electricity expenses increased.

Financial income in Quarter 2/2013 increased VND1.4 billion compared to in Quarter 2/2012 because revenue from subsidiaries increased.

Financial expenses in Quarter 2/2013 increased VND1.4 billion compared to in Quarter 2/2012 because the company made a provision for loss from subsidiaries.

Other income decreased VND6.6 billion because in Quarter 2/2012, the company delayed compensation costs provision and business income tax – deferent in Quarter 2/2013 decreased 97% compared to in Quarter 2/2012.

Therefore, profit after tax in Quarter 2/2013 decreased 39.6% compared to in Quarter 2/2012.