

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

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

By: VND

	Quarter 2/2013	Quarter 2/2012	Different	
			Value	%
Net revenue	31,141,004,235	32,152,409,549	(1,011,405,314)	(3.15)
Cost of goods sold	12,336,187,176	10,314,984,131	2,021,203,045	19.59
Financial income	2,347,065,772	3,681,733,839	(1,334,668,067)	(36.25)
Selling expense	4,139,010,069	2,357,555,722	1,781,454,347	75.56
Other profit	(373,258,332)	6,670,317,808	(7,043,576,140)	(105.60)
Profit after tax	9,300,600,218	18,237,409,850	(8,936,809,632)	(49.00)

Profit after tax in Quarter 2/2013 decreased 49 % compared to in Quarter 2/2012:

Reason:

Net revenue in Quarter 2/2013 decreased 3.15% compared to in Quarter 2/2012 because revenue from renting office decreased.

Cost of goods sold in Quarter 2/2013 increased 19.59% compared to in Quarter 2/2012 because salary and electricity expenses increased.

Financial income in Quarter 2/2013 decreased VND1.3 billion compared to in Quarter 2/2012 because interest income decreased strongly.

Selling expenses in Quarter 2/2013 increased VND1.7 billion compared to in Quarter 2/2012 because salary expense, input expense increased.

Other profit decreased VND7 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 49% compared to in Quarter 2/2012.