

HAG: Explanation for business results in Quarter 1.2015 (Separate FS)

HAGL Joint Stock Company (HAGL) has explained fluctuation of business results in Quarter 1, 2015 compared to Quarter 1, 2014 as follows:

- Profit before tax in Quarter 1, 2015: 258,626,254 thousand dong
- Profit before tax in Quarter 1, 2014: 17,660,111 thousand dong

Reasons:

1. Transaction business:

- Revenue from sales in the period increased by 281 billion dong compared to the same period of 2014 (in Quarter 1, 2014: 304 billion dong, in Quarter 1, 2015: 585 billion dong) because of the following reasons:

- + Revenue from selling real estate was VND200 billion.
- + Revenue from construction increased by 136 billion dong (in Quarter 1, 2014: VND37 billion, in Quarter 1, 2015: VND173 billion)
- + Revenue from apartment sales decreased by 67 billion dong (in Quarter 1, 2014: VND85 billion, in Quarter 1, 2015: VND18 billion).

- Cost of goods sold in the period increased by 100 billion dong compared to the same period of last year (in Quarter 1, 2014: 249 billion dong; in Quarter 1, 2015: 349 billion dong). The main fluctuation were as follows:

- + Cost of goods sold from selling real estate was VND81 billion.
- + Cost of construction contracts in the period increased by 62 billion dong compared to the same period of last year (in Quarter 1, 2014: 31 billion dong; in Quarter 1, 2015: 93 billion dong).
- + Cost of goods sold from apartment sales decreased VND55 billion (in Quarter 1, 2014: 68 billion dong, in Quarter 1, 2015: 13 billion dong).

2. Financial:

Income financial in the period increased by 37 billion dong compared to the same period of 2014 (in Quarter 1, 2014: 214 billion dong, in Quarter 1, 2015: 251 billion dong) because:

- + Interest rate increased VND37 billion.

Financial expenses in the period increased by 69 billion dong compared to the same period of 2014 (in Quarter 1, 2014: 210 billion dong, in Quarter 1, 2015: 279 billion dong) because: the firm issue new bonds).

3. Other income in quarter 1/2015 increased VND157 billion because the firm liquidated of fixed assets.