**THB: Explanation for the difference in profit of 2015**

On 14/03/2016, Thanh Hoa Beer Joint Stock Company explained the difference in profit of 2015 as follows:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Targets | 2015 | 2014 | Increase, decrease | Rate |
| Revenue from selling and supplying services | 534,892,455,068 | 548,146,052,044 | (13,253,596,976) | (2%) |
| Total accounting profit before tax | 19,449,167,709 | 37,703,119,738 | (18,253,952,029) | (48%) |

- In 2015, the revenue of the Company decreased by VND 13.2 billion (2%) due to the significant decrease in production of Hanoi Beer. However, the Company pushed the development of Thanh Hoa Beer’s Brand; this led to the increase in sale expense

- The land rent and repairing expense of 2015 increased significantly compared to that of 2014