

THE SOCIALIST REPUBLIC OF VIETNAM

Independence – Freedom – Happiness



No.: 30720/CV-HAGL

(Interpretation of income statement in the  
Separate financial statements for the Quarter  
II/2020)

Gia Lai, ngày 30 July, 2020

To:                   -   **The State Securities Commission**  
                          -   **Ho Chi Minh Stock Exchange**

Hoang Anh Gia Lai Joint Stock Company (“**the Company**”) (stock code: HAG), would like to interpret the separate financial statements for Quarter II/2020 as follows:

- Profit after tax Quarter II/2020: VND 9 billion.
- Loss after tax Quarter II/2019: VND 37 billion.

**The fluctuations are as follows:**

**1. Operating activities**

- Revenue from sales of goods and commodity and provision of services increased by 66 VND billion as compared with that of the same period in 2019 (Quarter II/2019: 24 VND billion; Quarter II/2020: 90 VND billion). It was mainly due to an increase in fruit business
- Cost of goods sold and rendering of services increased by VND 72 billion as compared with that of the same period in 2019 (Quarter II/2019: VND 20 billion; Quarter II/2020: VND 92 billion).
- Selling expense increased by VND 11 billion as compared with that of the same period in 2019 (Quarter II/2019: VND 1 billion; Quarter II/2020: VND 12 billion). It was mainly due to increased transport cost and external purchase service increased as compared with that of Quarter II/2019.
- General & administration expenses decreased by 48 VND billion as compared with that of the same period in 2019 (Quarter II/2019: 62 VND billion; Quarter II/2020: 14 VND billion). It was mainly due to the provisions made in Quarter II/2019, which was not generated in Quarter II/2020.

**2. Financing activities**

- Financial income decreased by 27 VND billion as compared with that of the same period in 2019 (Quarter II/2019: 285 VND billion; Quarter II/2020: 258 VND billion). Major fluctuations are as follows:
  - + Interest income decreased by 21 VND billion as compared with that of the same period in 2019 (Quarter II/2019: 284 VND billion; Quarter II/2020: 263 VND billion).
  - + Profit on foreign exchange difference decreased by 6 VND billion as compared with that of the same period in 2019 (Quarter II/2019: 1 VND billion; Quarter II/2020: (5) VND billion).
- Financial expenses decreased by 54 VND billion as compared with that of the same period in 2019 (Quarter II/2019: 254 VND billion; Quarter II/2020: 200 VND billion). It was mainly because interest expenses decreased by as compared with that of the same period in 2019.

The Group's other operations have been going on normally with no significant fluctuations.

Above is the Company's interpretation of income statement in the Consolidated financial statements for Quarter II/2020.

Yours faithfully,

**Recipients:**

- As above;
- Archived at Filing and Planning and Investment Department.

**HOANG ANH GIA LAI JOINT STOCK  
COMPANY  
GENERAL DIRECTOR**

**VO TRUONG SON**