

Price chart

Stock Data as of November 24th 2010

Price (VND)	14,000
Current listed shares	178,293,289
Outstanding shares	186,291,956
52 Week high	24,770
52 week low	13,600
Price change (3 months)	-11.9%
Price change (6 months)	-31.6%
Price change (12 months)	-37.9%
Free float (share)	178,291,956
Trading value (VNDmil) (average last five trading days)	5,461
Market Cap (VNDmil)	2,608,087
Market Cap (US\$mil)	134
Total room (no. of share)	87,363,712
Current room (no. of share)	23,386,910
Foreign owned ratio (%)	35.88%
Foreign ownership limit (%)	49%

Source: HSC

Key Numbers

(VNDmil)	2008	2009
Total assets	2,608,254	3,381,946
Owner's equity	2,087,168	2,462,172
Net sales	1,154,393	1,174,211
Pre-tax profit	(141,659)	484,189
After-tax profit	(153,751)	432,199

Source: REE

Main Ratios	2008	2009
Liquidity		
- Current ratio	2.77	1.78
- Quick ratio	2.51	1.47
Profitability		
- Gross margin	28.59%	34.82%
- Net margin	-13.32%	36.81%
- ROE	-7.10%	18.99%
- ROA	-5.59%	14.43%
Operating Efficiency		
- Receivable turnover	6.22	4.65
- Inventory turnover	5.29	4.38
- Asset turnover	0.42	0.39
- Equity turnover	0.53	0.52

Source: REE

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Earnings model

	FY2008	%y/y	FY2009	%y/y
Net sales (VNDm)	1,154,393	18%	1,174,211	1.7%
Pretax profit (VNDm)	-141,659	-136%	484,189	442%
Net profit (VNDm)	-153,751	-153%	432,199	381%
Pre-tax Profit Margin	-12%		41%	
Net Profit Margin	-13%		37%	
EPS (VND)			5,333	
BVPS (VND)			30,219	
ROAE			19%	
PE (at market price)			9.3	
PB (at market price)			1.6	
	FY2010F	%y/y	FY2011F	%y/y
Net sales (VNDm)	1,609,878	37%	1,765,717	10%
Pretax profit (VNDm)	396,142	-18%	448,403	13%
Net profit (VNDm)	297,107	-31%	336,303	13%
Pre-tax Profit Margin	25%		25%	
Net Profit Margin	18%		19%	
EPS (VND)	1,636		1,596	
BVPS (VND)	14,533		14,149	
ROAE	11%		12%	
PE (at market price)	8.6		8.8	
PB (at market price)	1.0		1.0	

Source: REE, HSC estimates

Refrigeration Electrical Engineering Corporation (REE - HoSE): Q3 comment and FY2010-2011 outlook

- *Although showing impressive y/y sales driven by three core businesses; M&E, Reetech and office leasing, REE's 9 months net profit fell 33.5% y/y on a worsening sales mix plus net losses on equity disposals.*
- *For FY2010, we believe that the company can surpass their sales target however it's very unlikely to achieve the whole year profit target. The three core businesses will show steady growth next year but the company's bottom line will as always depend on the performance of the financial division.*
- *And given some dilution and our forecast low double digit growth in sales and net profit for FY2011, this stock is trading at a forward FY2011 P/E of 8.8 times which is not that cheap.*
- *Of course investors often view REE as a proxy for the market and if the index bounces you can be sure REE will outperform. However based on this we view them more as a trading stock rather than a long term holding.*

	3Q FY2009	3Q FY2010	% y/y	FY2010 target	% Fulfilled	FY2010 HSC forecast	%y/y	FY2011 HSC forecast	%y/y
Net sales	759,201	1,200,610	58%	1,500,000	80%	1,609,878	37%	1,765,717	10%
Cost of goods sold	435,404	826,129	90%			1,091,295	43%	1,204,638	10%
Gross profit	323,797	374,481	16%			518,583	27%	561,079	8%
Financial income	89,304	89,825	1%			158,600	-26%	124,810	-21%
Financial expense	(95,894)	45,843				97,423	2284%	55,358	-43%
Net financial income	185,198	43,982	-76%			61,177	-71%	69,452	14%
SGA expenses	129,676	135,988	5%			188,759	36%	189,008	0%
Operating profit	379,319	282,475	-26%			391,001	-18%	441,523	13%
Pretax profit	384,464	290,589	-24%	510,000	57%	396,142	-18%	448,403	13%
Net profit of parent's shareholders	340,329	224,533	-34%	382,500	59%	297,107	-31%	336,303	13%
Gross margin	42.6%	31.2%				32.2%		31.8%	
Pre-tax margin	50.6%	24.2%		34.0%		24.6%		25.4%	
Net margin	44.8%	18.7%		25.5%		18.5%		19.0%	

Source – REE, HSC forecasts

9 months performance and FY2010 outlook

- Although enjoying strong y/y growth in Q3 sales, net profit dropped 7% y/y compared to Q3 last year driven by a decrease in gross profit and an increase in financial expenses. In Q3, net sales came at VND459.8 billion (+60.4% y/y) while net profit were posted at just VND65.8 billion (-7% y/y). Therefore cumulative 9 months sales and net profit respectively amounted to VND1,201 billion (+58% y/y) and VND226 billion (-33.5% y/y), fulfilling 80% and 59% of this year target.
- Ironically the strong sales performance by low margin divisions has hurt profitability this year. And by division, M&E and Reetech showed a sharp increase in total sales weight while the contribution from office for lease segment fell to 21% from 30%. However, gross margins for the M&E and Reetech segments did also decreased slightly. But it was mainly the reduced sales weight of the very high margin real estate segment that lead to a slump in overall gross margin from 49.6% to 28.6%. We understand that the depreciation of VND is the main reason behind the drop in gross margin at the M&E and Reetech divisions.
- With the backlog of VND1,660 billion transferred from last year, revenue from M&E segment increased sharply compared to the same period of last year, amounting to VND483 billion (+94% y/y). And the company has also signed new contracts to the value of VND600 billion YTD. Then they hope another VND400 billion in new orders can be signed in Q4 this year. They still maintain their target for this year with sales of VND700 billion and pre-tax profit of VND67-75 billion. In our model, HSC forecasts growth of 60% y/y for M&E segment giving us sales of VND635 billion and with the estimated profit margin of 10.5%, pre-tax profit may come at VND66.4 billion in FY2010 (+3% y/y).
- Reetech also showed solid growth in the first 9 months with VND467 billion in sales (+66% y/y) thanks to an increase in sales volume as average temperatures this year were higher than normal. However we don't yet have actual volume numbers at the end of Q3. We note however that due to the fierce competition from other well-known brand names in this segment, Reetech's is trying to edge the product line to more high-tech and high margin offerings. However given the depreciation effect this

	Sales breakdown			% contribution			Gross margin	
	9M 2009	9M 2010	%y/y	9M 2009	9M 2010	9M 2009	9M 2010	
M&E	248,545	483,308	94%	33%	40%	16.3%	10.9%	
Reetech	280,748	467,115	66%	37%	39%	10.8%	8.0%	
Office for lease	229,778	250,096	9%	30%	21%	55.1%	60.3%	
Others	131	92	-30%	0%	0%			
Total	759,201	1,200,610	58%	100%	100%			

Source - REE

Financial income	9M 2009	9M 2010	Financial expenses	9M 2009	9M 2010
Interest income	38,934	41,199	Interest expenses	5,746	5,724
Dividend	30,204	28,654	FX losses	681	4,821
Gains on investment disposal	16,361	17,788	Losses on investment disposal	203,203	67,605
FX gains	97	2,182	Reversal of provision for stock losses	(305,986)	(45,280)
Others	3,709	2	Others	461	12,973
Total	89,304	89,825	Total	(95,894)	45,843

Source - REE

has yet to pay-off. For this year, we estimate sales from this segment will come at VND657.5 billion (+38% y/y) and pretax profit will come VND60.4 billion (+37.9%).

- In the office leasing segment, REE saw stable growth in the first 9 months with sales of VND250 billion (+9% y/y) due to the operation of a small building in district 6. The company has already let out all 4,027sqm in this building at the rate of around US\$10 per sqm per month. We note that the office leasing market in HCMC has been on a down trend this year with average rentals down 10% across the board. REE's office buildings currently maintain occupancy rate of around 95% thanks to reasonable rental packages and improvement in services. In FY2009 the company discounted rents by around 5% but this year, they have not discounted further given that average rents are already fairly cheap at around \$17 compared to comparable buildings. And as a result gross margins in this division have held up well. For the whole year, in our model, we forecast a sales growth of 7% y/y with revenue coming at VND332 billion. Given our estimated profit margin of 55%, this segment is expected to generate around VND182 billion in pre-tax profit (+5% y/y).
- However, 9 months performance was further impacted by the sluggish state of the stock market as the company suffered net losses when they restructured their portfolio. Deducting gains from losses YTD we have a net loss of VND49.8 billion. And by the end of Q3, total short-term stocks investment declined to VND196.5 billion from VND384.5 billion at the beginning of this year. Meanwhile conversely, long-term investment surged from VND1,682 billion to VND1,859 billion as the company bought nearly 6.5 million TBC shares (Thac Ba Hydropower) to increase their total holding to 12.8 million shares. REE's strategy is moving more towards strategic investment and away from pure financial investment. And the TBC investment is expected to build a base for a new division in future centred on electricity generation.
- Thanks to the high level of interest income and dividend received, financial income was virtually unchanged at VND89.8 billion. However, financial expenses in 3Q FY2010 came in at VND45.8 billion, much higher than 3Q FY2009 as the company gained a lot from reversing provisions for stock losses totaling VND306 billion last year.
- For Q4, we think that the company may have to take more provisions against stock losses given the continued weak state of market. They may chose to sell some STB shares which we understand they carry at a low book cost of around VND10,000. If they do this they can offset this against higher provisions or disposal losses elsewhere. And based on that, we forecast financial income will come to VND158.6 billion (-25.5% y/y) while financial expenses will be around VND97.4 billion.
- As a result, we forecast FY2010 net sales will reach VND1,624 billion, up 37% y/y and 7.5% higher than the company's plan of VND1,500 billion. However, we revised down net profit to VND297.6 billion (-31% y/y) compared to our previous forecast of VND384.8 billion due to the poor performance of the financial investment segment. At the current price of VND14,000, this stock is trading at a forward P/E of 8.6 times.
- Recently, REE issued VND810.4 billion worth of one year convertible bond to existing shareholders at the rate of 100:1 (100 existing shares to buy 1 convertible bond). These bond will be converted after 12 months at the conversion price of VND13,810 and bond holders can enjoy an interest rate of 8% per year. Therefore, cash on hand by the end of Q3 was at high level of VND1,131 billion. The company intends to use this to fund 3 key pipeline projects in electricity, water and real estate.

FY2011 outlook

- Thanks to a full order book transferred from this year, we believe that both M&E and Reetech divisions (we see them as closely correlated) will continue to show solid growths next year with estimated sales growth of 5% for M&E and 10% for Reetech. We also forecast a profit margin of around 10% for both segments, giving us pre-tax profit for M&E of VND67 billion (+3% y/y) and Reetech of VND74.4 billion (+23% y/y).
- For office leasing, REE will launch a completed new building in Doan Van Bo street, district 4 from Q2 FY2011. Due to the gloomy status of the office leasing market in near future, we conservatively forecast an occupancy rate of just 50% for this building next year and at the estimated rent of around US\$23 per sqm per month. Therefore based on that, FY2011 sales from office for lease segment will grow to VND387.7 billion, up 18% y/y.
- In terms of the emerging utilities business, REE has so far contributed capital to some operating plants like Quang Ninh thermo-power (1,200MW) and Thac Ba hydropower (120MW). To date, REE holds a 8% stake in Quang Ninh plants and 20% stake in TBC. Furthermore, the company has also contributed 21% of the capital to the Vung Ang II thermo-power plant with a capacity of 1,200MW. This project is in the initial investment phase. In term of water plants, REE also holds a 20% stake in the BOO Thu Duc water plant which was put into operation last year with the capacity of 300,000m3 per day. So far any income from these projects is fairly small and is posted as dividend in the financial income segment. In FY2011, with the current long-term investment plan we assume that we will not see significant changes compared to FY2010. Therefore we estimate the dividend income will be around VND47.6 billion, increasing 3% y/y.
- The company has not yet divulged the investment plan for next year however with the capital raising from the CB issuance, we expect the company will use this to fund their projects for FY2010-2011. In our model, we estimate this year the company will disburse around VND600 billion including VND220 billion in power, VND50 billion in water and VND330 billion in real estate projects. For next year, we estimate they continue investing around VND200 billion consisting of VND150 billion in real estate, VND50 billion in power.
- In term of financial investment division, we roughly assume that the market will recovery somewhat next year and REE will continue to sell short-term investments to restructure their portfolio. However they will have to pay out higher interest expenses to cover the VND810.4 billion in convertible bonds issued in Q3 at 8%. Therefore, we forecast net financial income will be around VND69.4 billion (+14% y/y).
- Overall, HSC forecasts FY2011 net sales of around VND1,766 billion (+10% y/y) and net profit of VND336.3 billion (+13% y/y). Next year, VND810.4 billion convertible bond will be converted to 58.68 million shares, thus diluted EPS will come at VND1,596, giving us adjusted FY2011 P/E of 8.6 times.

Capital investment	Total	2010F	2011F
Real estate	480,000	330,000	150,000
Power	270,000	220,000	50,000
Water	50,000	50,000	
Total	800,000	600,000	200,000

Source - HSC

COMPANY PROFILE

COMPANY UPDATE

Wednesday, November 24th 2010

Annual Income Statement (Unit: VNDmil)	FY2007	y/y%	FY2008	y/y%	FY2009	y/y%
Net sales	977,085	18.56%	1,154,393	18.15%	1,174,211	1.72%
Cost of goods sold	679,284	11.82%	824,318	21.35%	765,334	-7.16%
Gross profit	297,801	37.46%	330,075	10.84%	408,877	23.87%
Net financial income	190,395	33.91%	(342,030)	-279.64%	208,814	
Selling and general administration expenses	62,000	0.00%	137,318	121.48%	139,046	1.26%
Net profit from operating activities	426,196	43.59%	(149,273)	-135.02%	478,645	
Other profit	6,796	#DIV/0!	7,615	12.05%	5,544	-27.19%
Profit before tax	392,040	32.08%	(141,659)	-136.13%	484,189	
Net profit after tax	291,527	32.36%	(153,827)	-152.77%	433,802	
Profit after tax of parents' shareholders	290,991	32.18%	(153,751)	-152.84%	432,199	

Source: REE, HSC

Company History

1977 State-owned Refrigeration Electrical Engineering Enterprise – the former of REE – was established

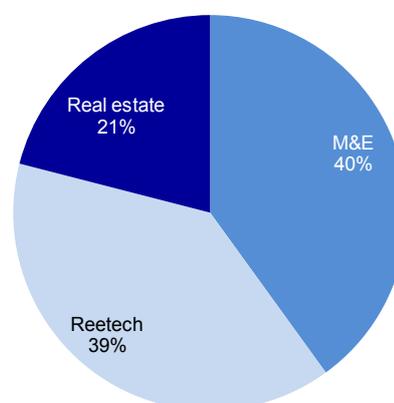
1993 Equitized and renamed to Refrigeration Electrical Engineering Corporation

2000 Listed on HSC

Scope of business

M&E engineering services for civil, industrial and infrastructure projects; Manufacture and distribution of air conditioners designed for home and industrial application, switchboards, control panels, mechanical products under REETECH brand
Real estate management and development
Investment in electricity, water supply and industrial park

Sales breakdown for 9M FY2010



Source - REE

Products, Services and Market

Main products and services: REE is currently focusing on four business lines: M&E: revenue from this area was VND483.3 billion which occupied 40% of total sales in the first 9 months FY2010, air conditioners under Reetech brand name: revenue from Reetech came at VND467 billion in 3Q FY2010, accounting for 39% of total sales, real estate development and management: revenue from real estate was VND250 billion and took up 21% total sales, financial investment: in 3Q FY2010 net financial income came at VND44 billion.

Business strategy

Continue expanding and developing M&E services. Focusing on medium to large sized projects;
IPO of Reetech and REE M&E, subsidiaries of REE, in order to enhance resources and increase company competitive advantages;
Developing brand name and expanding distribution channel for air conditioners. Developing high-technology and value added products which carry high profit margins
Maintaining high occupancy rate for existing office space.
Restructuring existing investment portfolio. Target holdings are investments in banking, real estate and utilities.

Ownership structure as of Nov. 2010	Number of shares	%
State	9,035,225	4.85%
Foreigner	66,842,032	35.88%
Other shareholders	110,416,032	59.27%

Corporate Actions	Ex-Date	Amount/share (VND)	Fiscal Year
Cash Dividend	Aug. 12, 2009	700	Tranche 1 in FY2009

Contact Information	
Head Office	364 Cong Hoa Street, Ward 13, Tan Binh District, Ho Chi Minh City
Telephone	(84 - 8) 8100017 / 8100350
Fax	(84 - 8) 8100337
Website	www.reecorp.com
Chartered capital as of Sep. 30, 2010	VND1,862,932,890,000

SWOT

Strengths	Weaknesses
<ul style="list-style-type: none"> - REE M&E is considered one of the leading M&E contractors in the country with a lot of experience; - Reetech: quality products and good customer service; - Real estate: office buildings were graded A-type quality at reasonable leasing rates. 	<ul style="list-style-type: none"> - Cost projection and cashflow management were not efficient over the past year; - Office buildings located in the outer city so leasing rates is cheap; - Management failed in foresight of the volatility of the stock market together with indecisive action in limiting the loss from securities investments.
Opportunities	Threats
<ul style="list-style-type: none"> - Civil projects is still need to be developed strongly in coming years; - High-technology air conditioner products will enjoy a high profit margin and less competition. 	<ul style="list-style-type: none"> Input cost such as raw materials, labor cost, transportation cost increased sharply; - Facing fierce competition from other well-known brand names in air-conditioner business line; - Delayed projects; - Demand for office space is slipping

	Names & Titles	Qualifications
Board of Directors	Nguyen Thi Mai Thanh - Chairman of BOD.	Engineer
	Dominic Scriven - Vice-chairman of BOD	Bachelor of Laws and Sociology
	Luc Chanh Truong - Member of BOD	Bachelor of Economics
	Nguyen Ngoc Thai Binh - Member of BOD	Bachelor of Economics
Supervisory Board	Quach Vinh Binh - Member of BOD	Bachelor of Finance and Credit
	Do Thi Trang - Head clerk of Supervisory Board	Bachelor of Finance
	Le Anh Tuan - Member of Supervisory Board	Bachelor of Finance
Board of Management	Nguyen Van Khoa - Member of Supervisory Board	Bachelor of Accounting
	Nguyen Thi Mai Thanh - General Director	Engineer
	Quach Vinh Binh - Deputy General Director	Bachelor of Finance and Credit
	Tran Van Thanh - Deputy General Director	Bachelor of Business Administration

Source - REE

FINANCIAL RATIO

COMPANY UPDATE

Wednesday, November 24th 2010

Unit: VNDmil

ANNUAL BALANCE SHEET	FY2007	FY2008	FY2009
Current Assets	1,615,207	1,118,978	1,408,237
Cash and cash equivalents	305,885	359,043	244,410
Short term investments	672,848	182,505	325,384
Receivables	407,464	457,623	575,146
Inventories	204,891	106,953	242,914
Other current assets	24,118	12,855	20,383
Long-term Assets	1,275,918	1,489,277	1,973,709
Long-term receivables	-	-	-
Fixed assets	53,645	45,352	89,629
Investment Properties	405,989	531,764	521,886
Long-term investments	814,426	909,090	1,356,919
Other long-term assets	1,858	3,071	5,276
Goodwills	-	-	-
Total Assets	2,891,125	2,608,254	3,381,946
Liabilities	635,407	508,969	893,842
Current Liabilities	531,140	403,533	791,109
Long-term Liabilities	104,268	105,436	102,734
Owners' Equity	2,244,785	2,088,465	2,463,374
Owners' Equity	2,244,775	2,087,168	2,462,172
Other capital and funds	10	1,297	1,202
Minority Interest	10,933	10,821	24,730
Total Resources	2,891,125	2,608,254	3,381,946

ANNUAL CASHFLOW STATEMENT	FY2007	FY2008	FY2009
Net cash flow from operating activities	107,517	137,685	421,831
Net cash flow from investment activities	(937,857)	(88,236)	(469,767)
Net cash flow from financing activities	879,733	59,412	(66,697)
Net cash flow of the year	49,393	108,862	(114,633)
Cash & cash equivalents at the beginning of year	318,352	305,885	359,043
Effect of foreign exchange differences	-	-	-
Cash & cash equivalents at the end of year	367,746	414,747	244,410

GROWTH RATE (%)	FY2007	FY2008	FY2009
Sales growth	18.56%	18.15%	1.72%
Pre-tax profit growth	32.08%	-136.13%	-441.80%
Net profit growth	32.36%	-152.77%	-382.01%

FY2010 PLAN			
Revenue (VNDmillion)			1,500,000
y/y growth (%)			27%
Profit before tax (VNDmillion)			510,000
y/y growth (%)			5%

VALUATION	As of Nov. 24 th 2010		
Outstanding share			186,291,956
Market price			14,000
Market Cap (VNDmil)			2,608,087

	FY2007	FY2008	FY2009
Year-end OS	57,514,992	81,043,131	81,043,131
Average OS	56,148,424	80,588,224	81,043,131
EPS (VND)	5,183	(1,908)	5,333
P/E	2.70	NA	2.63
EV/EBITDA	7.03	(31.17)	6.15
BVPS (VND)	38,956	25,607	30,204
P/B	0.36	0.55	0.46
Sales per share (VND)	17,402	14,325	14,489
P/Sales	0.80	0.98	0.97
DPS (VND)	-	-	700
Dividend yield	0.00%	0.00%	5.00%
Payout ratio	0%	-	0.13

OPERATING EFFICIENCY	FY2007	FY2008	FY2009
Receivable Turnover	5.72	6.22	4.65
Inventory Turnover	4.51	5.29	4.38
Payables Turnover	3.15	3.82	2.18
Total Asset Turnover	0.44	0.42	0.39

LIQUIDITY	FY2007	FY2008	FY2009
Current ratio	3.04	2.77	1.78
Quick ratio	2.66	2.51	1.47
Cash ratio	1.84	1.34	0.72

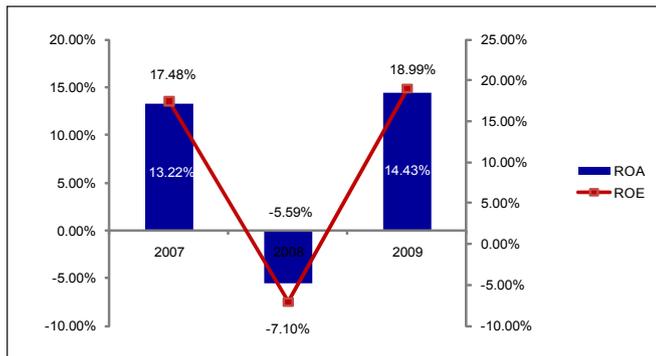
PROFITABILITY (%)	FY2007	FY2008	FY2009
Gross profit margin	30.48%	28.59%	34.82%
PBT margin	40.12%	-12.27%	41.24%
Net profit margin	29.78%	-13.32%	36.81%
ROA	13.22%	-5.59%	14.43%
ROE	17.48%	-7.10%	18.99%

DUPONT ANALYSIS	FY2007	FY2008	FY2009
Net profit margin	29.78%	-13.32%	36.81%
Asset turnover	0.44	0.42	0.39
Equity multiplier	1.32	1.27	1.32
ROE	17.48%	-7.10%	18.99%

CAPITAL STRUCTURE	FY2007	FY2008	FY2009
Debt to Equity	0.28	0.24	0.36
Debt to Total asset	0.22	0.20	0.26

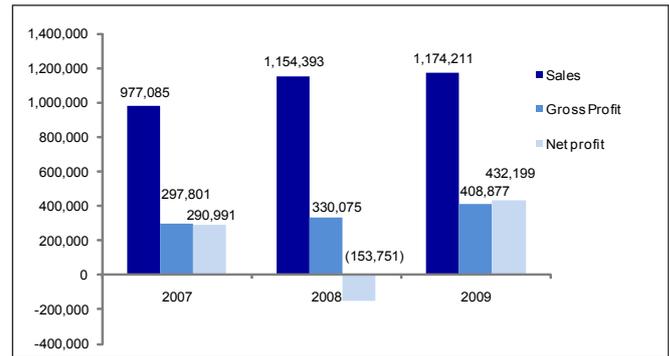
Source - REE, HSC

ROA - ROE movement (%)



Source - REE, HSC

Sales - Net profit movement (VNDmil)



Source - REE, HSC

Unit: VNDmillion

QUARTERLY BALANCE SHEET	Q1 FY2009	Q2 FY2009	Q3 FY2009	Q4 FY2009	Q1 FY2010	Q2 FY2010	Q3 FY2010
Current Assets	1,283,251	1,260,119	1,187,394	1,372,064	1,597,740	1,864,835	2,723,164
Cash and cash equivalents	387,913	306,501	206,648	274,655	332,633	342,361	1,131,353
Short term investments	313,531	295,599	311,670	294,039	362,944	427,243	205,636
Receivables	442,881	490,267	496,467	556,441	612,893	646,371	758,054
Inventories	124,401	154,731	149,172	227,181	263,638	429,409	589,202
Other current assets	14,524	13,021	23,437	19,749	25,632	19,450	38,919
Long-term Assets	1,451,405	1,827,050	1,970,844	1,972,632	1,936,625	1,994,916	2,276,665
Long-term receivables	-	-	-	-	-	-	-
Fixed assets	56,631	73,558	92,575	89,629	95,186	104,543	125,767
Investment Properties	522,489	514,569	505,294	521,886	512,236	502,586	492,961
Long-term investments	868,751	1,235,446	1,369,556	1,356,919	1,323,965	1,382,498	1,653,188
Other long-term assets	3,534	3,477	3,419	4,198	5,238	5,288	4,749
Goodwills	-	-	-	-	-	-	-
Total Assets	2,734,656	3,087,169	3,158,239	3,344,696	3,534,365	3,859,750	4,999,829
Liabilities	542,655	705,557	762,248	853,416	1,137,405	1,227,711	2,208,718
Current Liabilities	439,740	603,534	657,105	750,913	999,560	1,134,369	1,204,983
Long-term Liabilities	102,916	102,023	105,144	102,503	137,844	93,342	1,003,736
Owners' Equity	2,167,150	2,357,618	2,371,582	2,466,549	2,365,823	2,601,317	2,761,791
Owners' Equity	2,165,861	2,356,350	2,370,378	2,465,346	2,365,823	2,601,317	2,761,791
Other capital and funds	1,289	1,268	1,203	1,202	-	-	-
Minority Interest	24,850	23,994	24,408	24,731	31,137	30,722	29,320
Total Resources	2,734,656	3,087,169	3,158,239	3,344,696	3,534,365	3,859,750	4,999,829

QUARTERLY INCOME STATEMENT	Q1 FY2009	Q2 FY2009	Q3 FY2009	Q4 FY2009	Q1 FY2010	Q2 FY2010	Q3 FY2010
Net sales	143,435	329,076	286,690	414,571	352,680	388,343	459,771
Cost of goods sold	55,071	213,617	166,716	276,847	233,247	291,015	332,616
Gross profit	88,364	115,458	119,974	137,724	119,433	97,327	127,155
Net financial income	23,913	148,202	13,083	25,180	29,658	14,374	(216)
Selling & general administration expenses	35,681	50,226	43,769	59,771	42,824	14,525	46,629
Net profit from operating activities	76,596	213,434	89,288	103,133	106,268	97,176	80,310
Other profit	2,499	2,342	304	605	3,300	1,677	3,176
Profit before tax	79,095	215,777	89,592	103,738	109,568	98,853	83,485
Net profit after tax	77,456	190,796	71,159	97,461	86,281	73,491	64,389
Profit after tax of parents' shareholders	78,694	190,891	70,744	95,034	86,155	73,904	65,791

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