## BALANCE SHEET (Consolidated) <br> As at Sep. 30, 2008

| No. | Items | Code | Note | Sep. 30, 2008 | Jan. 01, 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| A | SHORT-TERM ASSETS | 100 |  | 4,004,894,797,660 | 3,135,512,550,218 |
| I | Cash \& Cash equivalents | 110 |  | 514,183,671,794 | 399,322,647,501 |
|  | Cash | 111 | V. 01 | 53,578,152,794 | 193,322,647,501 |
|  | Cash equivalents | 112 |  | 460,605,519,000 | 206,000,000,000 |
| II | Short-term financial investments | 120 | V. 02 | 248,778,491,795 | 266,000,000,000 |
|  | Short-term investments | 121 |  | 248,778,491,795 | 266,000,000,000 |
|  | Provision for devaluation of short-term security investment | 129 |  | 0 | 0 |
| III | Short-term receivables | 130 |  | 825,284,360,584 | 784,381,315,064 |
| 1 | Trade accounts receivables | 131 |  | 359,596,708,241 | 570,094,149,172 |
| 2 | Prepayment to suppliers | 132 |  | 446,764,885,457 | 217,069,003,458 |
| 3 | Short-term intercompany receivables | 133 |  | 0 | 0 |
| 4 | Receivables on percentage of construction contract comple | 134 |  | 0 | 0 |
|  | Other receivables | 135 | V. 03 | 29,355,342,855 | 4,784,002,625 |
| 6 | Provision for short-term bad receivables | 139 |  | (10,432,575,969) | (7,565,840,191) |
| IV | Inventories | 140 |  | 2,267,776,007,339 | 1,580,078,042,688 |
| 1 | Inventories | 141 | V. 04 | 2,329,512,322,151 | 1,581,360,954,945 |
| 2 | Provision for devaluation of inventories | 149 |  | (61,736,314,812) | (1,282,912,257) |
| V | Other short-term assets | 150 |  | 148,872,266,148 | 105,730,544,965 |
| 1 | Short-term prepaid expenses | 151 |  | 10,397,049,709 | 9,230,945,908 |
| 2 | VAT deductible | 152 |  | 46,630,423,351 | 29,846,066,478 |
| 3 | Tax and accounts receivable from State budget | 154 | V. 05 | 1,337,248,764 | 4,232,952 |
| 4 | Other short-term assets | 158 |  | 90,507,544,324 | 66,649,299,627 |
| B | LONG-TERM ASSETS | 200 |  | 1,726,941,292,944 | 1,621,282,269,054 |
| I | Long-term receivables | 210 |  | 78,668,944,500 | 239,429,372,500 |
| 1 | Long-term receivables from customers | 211 |  | 0 | 0 |
| 2 | Capital receivable from subsidiaries | 212 |  | 0 | 0 |
| 3 | Long-term inter-company receivables | 213 | V. 06 | 0 | 0 |
| 4 | Other long-term receivables | 218 | V. 07 | 78,668,944,500 | 239,429,372,500 |
| 5 | Provision for long-term bad receivable | 219 |  | 0 | 0 |
| II | Fixed assets | 220 |  | 1,146,673,147,949 | 950,048,782,543 |
| 1 | Tangible fixed assets | 221 | V. 08 | 874,210,959,848 | 866,051,056,425 |
|  | - Historical cost | 222 |  | 1,391,199,846,593 | 1,256,775,162,733 |
|  | - Accumulated depreciation | 223 |  | (516,988,886,745) | (390,724,106,308) |
| 2 | Finance leases fixed assets | 224 | V. 09 | 13,200,303,076 | 14,959,391,455 |
|  | - Historical cost | 225 |  | 16,749,543,678 | 19,396,289,198 |
|  | - Accumulated depreciation | 226 |  | (3,549,240,602) | (4,436,897,743) |
|  | Intangible fixed assets | 227 | V. 10 | 204,927,018,007 | 40,827,966,713 |
|  | - Historical cost | 228 |  | 209,667,317,623 | 44,522,327,623 |
|  | - Accumulated depreciation | 229 |  | (4,740,299,616) | (3,694,360,910) |
|  | Construction in progress | 230 | V. 11 | 54,334,867,018 | 28,210,367,950 |
| III | Property Investment | 240 | V12 | 19,391,315,589 | 7,206,963,211 |
|  | - Historical cost | 241 |  | 23,370,512,967 | 9,429,464,991 |
|  | - Accumulated depreciation | 242 |  | (3,979,197,378) | (2,222,501,780) |
| IV | Long-term financial investments | 250 |  | 383,131,597,415 | 392,259,430,415 |
| 1 | Investment in subsidiaries | 251 |  | 0 | 0 |
|  | Investment in associate or joint venture companies | 252 |  | 383,111,597,415 | 192,239,430,415 |
|  | Other long-term investments | 258 | V. 13 | 20,000,000 | 200,020,000,000 |


|  | 4 Provision for devaluation of long-term investments | 259 |  | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| V | Goodwill | 260 |  | 0 | 0 |
| 1 | 1 Goodwill | 261 |  | 0 | 0 |
| VI | Other long-term assets | 270 |  | 99,076,287,491 | 32,337,720,385 |
| 1 | 1 Long-term prepaid expenses | 271 | V. 14 | 80,795,355,636 | 18,993,576,693 |
| 2 | Deferred income tax assets | 272 | V. 21 | 18,146,856,535 | 13,300,799,372 |
| 3 | 3 Others | 273 |  | 134,075,320 | 43,344,320 |
|  | TOTAL ASSETS | 270 |  | 5,731,836,090,604 | 4,756,794,819,272 |
| A | LIABILITIES | 300 |  | 1,028,263,986,486 | 1,533,364,217,971 |
| I | Short-term liabilities | 310 |  | 986,216,458,490 | 1,268,386,837,443 |
| 1 | 1 Short-term borrowing | 311 | V. 15 | 551,800,347,650 | 653,132,655,452 |
| 2 | Trade accounts payable | 312 |  | 191,328,576,867 | 328,712,116,589 |
| 3 | 3 Advances from customers | 313 |  | 116,151,567,146 | 75,210,770,196 |
| 4 | 4 Taxes and payable to state budget | 314 | V. 16 | 79,876,422,620 | 113,937,336,138 |
| 5 | 5 Payable to employees | 315 |  | 10,125,511,090 | 14,744,808,426 |
| 6 | 6 Payable expenses | 316 | V. 17 | 17,179,310,222 | 13,722,667,471 |
| 7 | Accounts payable-Affiliate | 317 |  | 0 | 0 |
| 8 | Payable in accordance with contracts in progress | 318 |  | 0 | 0 |
| 9 | Other short-term payables | 319 | V. 18 | 19,754,722,895 | 68,926,483,171 |
| 10 | Provision for short-term liabilities | 320 |  | 0 | 0 |
| II | Long-term liabilities | 330 |  | 42,047,527,996 | 264,977,380,528 |
| 1 | 1 Long-term accounts payable-Trade | 331 |  | 0 | 0 |
| 2 | 2 Long-term accounts payable-Affiliate | 332 | V. 19 | 0 | 0 |
| 3 | 3 Other long-term payables | 333 |  | 2,334,792,362 | 201,620,976,102 |
| 4 | 4 Long-term borrowing | 334 | V. 20 | 23,480,072,293 | 47,236,656,595 |
| 5 | Deferred income tax | 335 | V. 21 | 136,865,510 | 0 |
| 6 | 6 Provision for unemployment benefit | 336 |  | 16,095,797,831 | 16,119,747,831 |
| 7 | Provision for long-term liabilities | 337 |  | 0 | 0 |
| B | OWNER'S EQUITY | 400 |  | 4,546,120,223,706 | 3,142,550,739,733 |
| I | Capital sources and funds | 410 | V. 22 | 4,543,744,092,806 | 3,121,496,225,838 |
| 1 | 1 Paid-in capital | 411 |  | 1,963,639,980,000 | 1,320,000,000,000 |
| 2 | 2 Share premiums | 412 |  | 1,620,900,010,000 | 1,315,000,000,000 |
| 3 | 3 Other capital of owner | 413 |  | 0 | 0 |
| 4 | 4 Treasury stock | 414 |  | 0 | 0 |
| 5 | 5 Assets revaluation difference | 415 |  | 0 | 0 |
| 6 | 6 Foreign exchange difference | 416 |  | 4,320,062,563 | 2,553,408,756 |
| 7 | 7 Investment and development fund | 417 |  | 0 | 0 |
| 8 | Financial reserve fund | 418 |  | 34,231,645,914 | 34,196,465,655 |
| 9 | Other fund belong to owner's equity | 419 |  | 0 | 0 |
| 10 | Retained after-tax profit | 420 |  | 920,652,394,329 | 449,746,351,427 |
| 11 | 1 Capital for construction work | 421 |  | 0 | 0 |
| II | Budget sources | 430 |  | 2,376,130,900 | 21,054,513,895 |
|  | 1 Bonus and welfare funds | 431 |  | 2,376,130,900 | 21,054,513,895 |
| 2 | 2 Budgets | 432 | V. 23 | 0 | 0 |
| 3 | 3 Budget for fixed asset | 433 |  | 0 | 0 |
| C | Minority interest | 500 |  | 157,451,880,412 | 80,879,861,568 |
|  | 1 Investment of minority interest |  |  | 154,000,000,000 | 79,000,000,000 |
| 2 | 2 Benefits of minority interest |  |  | 3,451,880,412 | 1,879,861,568 |
|  | TOTAL RESOURCES | 440 |  | 5,731,836,090,603 | 4,756,794,819,272 |

## Hoa Phat Group Joint Stock Company

## INCOME STATEMENT (Consolidated)

Quarter 3/2008

| Items | Code | Note | Quarter 3 |  | Accumulation from Jan. 01 to Sep. 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2008 | 2007 | 2008 | 2007 |
| 1. Sales | 01 | VI. 25 | 1,652,030,943,101 | 1,458,574,316,361 | 6,639,523,481,773 | 3,880,685,155,659 |
| 2. Deductions | 02 | VI. 26 | 37,271,313,394 | 26,065,388,241 | 97,669,236,375 | 61,263,696,925 |
| 3. Net sales and services ( $10=01-02$ ) | 10 | VI. 27 | 1,614,759,629,707 | 1,432,508,928,120 | 6,541,854,245,398 | 3,819,421,458,734 |
| 4. Cost of goods sold | 11 | VI. 28 | 1,304,317,596,960 | 1,195,964,981,414 | 5,098,532,300,972 | 3,179,399,850,144 |
| 5. Gross profit ( $20=10-11$ ) | 20 |  | 310,442,032,747 | 236,543,946,705 | 1,443,321,944,426 | 640,021,608,589 |
| 6. Financial income | 21 | VI. 29 | 36,800,353,624 | 3,962,608,176 | 94,114,838,589 | 9,821,825,837 |
| 7. Financial expenses | 22 | VI. 30 | 29,189,567,095 | 5,192,255,648 | 137,763,469,546 | 36,090,322,822 |
| - Include: Interest expenses | 23 |  | 15,655,399,498 | 3,768,862,070 | 60,573,745,195 | 32,788,159,837 |
| Loss of selling foreign currency |  |  | 0 | 0 | 0 | 0 |
| 8. Selling expenses | 24 |  | 19,653,435,328 | 24,136,357,002 | 67,378,358,991 | 55,319,014,030 |
| 9. General \& administrative expenses | 25 |  | 32,314,604,813 | 22,221,402,333 | 96,414,989,015 | 70,761,280,636 |
| 10. Net operating profit $\{30=20+(21-22)-(24+$ 25) \} | 30 |  | 266,084,779,135 | 188,956,539,898 | 1,235,879,965,463 | 487,672,816,938 |
| 11. Other income | 31 |  | 8,487,417,355 | 4,775,198,800 | 17,950,090,502 | 28,074,253,986 |
| 12. Other expenses | 32 |  | 926,885,618 | 4,730,366,306 | 3,416,142,269 | 26,035,710,902 |
| 13. Other profit ( $40=31-32$ ) | 40 |  | 7,560,531,737 | 44,832,494 | 14,533,948,233 | 2,038,543,084 |
| 14. Profit or loss in joint venture | 50 |  | 3,853,093,051 | 0 | 7,372,167,000 | 0 |
| 15. Profit before tax ( $60=30+40+50$ ) | 60 |  | 277,498,403,923 | 189,001,372,392 | 1,257,786,080,696 | 489,711,360,022 |
| 16. Current corporate income tax expenses | 61 | VI. 31 | 43,685,333,536 | 28,583,785,368 | 179,503,258,220 | 77,262,290,161 |
| 16. Deferred corporate income tax expenses | 62 | VI. 32 | (1,676,242,192) | 923,119,357 | (5,282,072,944) | (771,796,496) |
| 17. Profit after tax (70=60-61-62) | 70 |  | 235,489,312,578 | 159,494,467,667 | 1,083,564,895,421 | 413,220,866,358 |
| 17. Benefits of minority interest |  |  | 1,173,531,281 | 522,974,688 | 3,460,582,154 | 1,312,174,730 |
| 17. Profit after tax of shareholders of the parent company |  |  | 234,315,781,297 | 158,971,492,979 | 1,080,104,313,266 | 411,908,691,627 |
| 18. EPS (VND/share) |  |  | 1,307 | 1,211 | 7,219 | 3,377 |

## Hoa Phat Group Joint Stock Company

## CASH FLOWS STATEMENT <br> Quarter 3/2008 (Indirect method)

| Items | Code | Note | Unit: VND |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Accumulation from Jan. 01 to Sep. 30 |  |
|  |  |  | 2008 | 2007 |
| I. CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| 1. Profit before tax | 1 |  | 1257786080697 | 490845645856 |
| 2. Adjustment in accounts |  |  |  |  |
| Fixed assets depreciation | 2 |  | 130953141322 | 71,267,753,653 |
| Provisions | 3 |  | 63349288414 | 2,254,725,736 |
| Unrealized foreign exchange difference loss/gain | 4 |  | 6673776845 | 14,917,716 |
| Loss/gain from investments | 5 |  | -85997992 728 | 729,414,941 |
| Interest expenses | 6 |  | 60573745195 | 32,839,986,923 |
| 3. Operating profit before the changes of current capital | 8 |  | 1433338039745 | 597952444825 |
| Changes in accounts receivable | 9 |  | -113176402270 | -387,428,795,397 |
| Changes in inventories | 10 |  | - 749660738579 | -321,395,064,264 |
| Changes in trade payables | 11 |  | -156636499 914 | 690921265717 |
| Changes in prepaid expenses | 12 |  | -62 495450105 | 4,486,242,566 |
| Paid interest | 13 |  | - 70383401891 | -30,894,079,341 |
| Paid corporate income tax | 14 |  | -200 845299329 | -29,442,455,986 |
| Other receivables | 15 |  | 161306753978 | 24,925,737,112 |
| Other payables | 16 |  | -225010435109 | -70,191,548,249 |
| Net cash provided by (used in) operating activities | 20 |  | 16436566526 | 478933746983 |
| II. CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  | 0 |
| 1. Cash paid for purchase of capital assets and other long-term assets | 21 |  | - 351356514879 | -123,801,192,302 |
| 2. Cash received from liquidation or disposal of capital assets and other long-term assets | 22 |  | 5814522489 | 5,455,662,700 |
| 3. Cash paid for lending or purchasing debt tools of other companies | 23 |  | -3 351796866287 | -1 137020000000 |
| nurawar or remumity or resamry uevt tours or out | 24 |  | 3280918374492 | 215,250,000,000 |
| 5. Cash paid for contributing capital to other companies | 25 |  | -183500 000000 | -695,527,868,000 |
| 6. Withdrawal of capital in other companies | 26 |  |  | 996,390,003 |
| 7. Cash received from interest, dividend and distributed profit | 27 |  | 103266320377 | 6,457,589,463 |
| Net cash used in investing activities | 30 |  | -496654 163808 | -1 728189418136 |
| III. CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |  | 0 |
| 1. Cash received from issuing stock, other owners' equity | 31 |  | 603760000000 | 2,340,000,000,000 |
| 2. Cash paid to owners equity, repurchase issued stock | 32 |  |  | -5,000,000,000 |
| 3. Cash received from long-term and short-term borrowings | 33 |  | 3582560058076 | 1,620,090,602,838 |
| 4. Cash paid to principal debt | 34 |  | -3 388022261509 | -2,345,228,127,810 |
| 5. Cash paid to financial lease debt | 35 |  | -1506600 000 | -13,218,346,921 |
| 6. Dividend, profit paid for owners | 36 |  | -202553933514 | -173,159,564,735 |
| Net cash (used in) provided by financing activities | 40 |  | 594237263053 | 1423484563372 |
| Net cash during the period ( $50=20+30+40$ ) | 50 |  | 114019665771 | 174228892219 |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF YE | 60 |  | 399322647501 | 78,451,541,560 |
| Influence of foreign exchange fluctuation | 61 |  | 841358522 |  |
| CASH AND CASH EQUIVALENTS AT END OF YEAR (70 $=50+60+61$ ) | 70 |  | 514183671794 | 252680433779 |

