## BALANCE SHEET (consolidated)

Quarter 3/ 2008
Unit: VND

| ASSETS | Code | Consolidated |  |
| :---: | :---: | :---: | :---: |
|  |  | Ending Balance | Beginning Balance |
| 1 | 2 | 3 | 4 |
| A. SHORT-TERM ASSETS ( $100=110+120+130+140+150$ ) | 100 | 3,517,637,057,348 | 3,172,432,265,737 |
| I. Cash and cash equivalents | 110 | 566,925,462,241 | 117,818,399,217 |
| 1. Cash | 111 | 156,925,462,241 | 117,518,399,217 |
| 2. Cash equivalents | 112 | 410,000,000,000 | 300,000,000 |
| II. Short-term financial investments | 120 | $\mathbf{6 2 6 , 2 3 5 , 0 0 0 , 5 9 2}$ | 654,484,420,832 |
| 1. Short-term investments | 121 | 705,856,702,070 | 654,660,035,832 |
| 2. Provision for devaluation of short-term security investments | 129 | $(79,621,701,478)$ | (175,615,000) |
| III. Receivables | 130 | 596,449,058,597 | 654,722,035,522 |
| 1. Trade accounts receivables | 131 | 431,615,129,362 | 505,234,650,816 |
| 2. Advances to suppliers | 132 | 97,658,871,489 | 79,848,439,620 |
| 3. Short-term internal receivables | 133 |  |  |
| 4. Receivable in accordance with contracts in progress | 137 |  |  |
| 5. Other receivables | 138 | 67,190,020,876 | 70,390,242,141 |
| 6. Provision for short-term bad receivables | 139 | $(14,963,130)$ | (751,297,055) |
| IV. Inventories | 140 | $\mathbf{1 , 6 4 7 , 4 1 4 , 9 4 0 , 9 6 7}$ | 1,669,870,779,569 |
| 1. Inventories | 141 | 1,653,517,599,349 | 1,681,499,668,523 |
| 2. Provision for devaluation of inventories | 149 | $(6,102,658,382)$ | (11,628,888,954) |
| V. Other short-term assets | 150 | 80,612,594,951 | 75,536,630,597 |
| 1. Short-term prepaid expenses | 151 | 68,441,886,112 | 14,280,843,795 |
| 2. VAT deductible | 152 | 4,236,214,956 | 33,400,640,529 |
| 3. Tax and accounts receivable from State budget | 154 | 372,082,718 | 23,808,062,971 |
| 4. Other short-term assets | 158 | 7,562,411,165 | 4,047,083,302 |
| B. LONG-TERM ASSETS ( $\mathbf{2 0 0}=\mathbf{2 1 0 + 2 2 0 + 2 4 0 + 2 5 0 + 2 6 0 ) ~}$ | 200 | 2,415,503,122,766 | 2,252,681,178,138 |
| I. Long-term receivables | 210 | $297,800,000$ | $762,225,000$ |
| 1. Long-term receivables from customers | 211 |  |  |
| 2. Capital receivable from subsidiaries | 212 |  |  |
| 3. Long-term inter-company receivables | 213 |  |  |
| 4. Other long-term receivables | 218 | 297,800,000 | 762,225,000 |
| 5. Provision for long-term bad receivable | 219 |  |  |
| II. Fixed assets | 220 | 1,838,622,493,611 | 1,646,942,684,229 |
| 1. Tangible fixed assets | 221 | 1,434,681,306,225 | 1,022,628,095,224 |
| -Historical cost | 222 | 2,477,341,589,315 | 1,963,815,921,472 |
| --Accumulated depre---------1ation | 223 | $(1,042,660,283,090)$ | (941,187,826,248) |
| 2. Finance leases fixed assets | 224 | 0 | 0 |
| -Historical cost | 225 |  |  |
| --Accumulated depreciation | 226 |  |  |
| 3. Intangible fixed assets | 227 | 50,903,283,------1 | 20,714,476,300 |
| - Historical cost | 228 | 76,025,301,817 | 38,770,913,342 |
| --Accumulated depreciation | 229 | (25,122,018, 424 ) | (18,056,437,042) |
| 4. Construction in progress expenses | 230 | 353,037,903,993 | 603,600,112,705 |
| III. Property investment | 240 | 0 | 0 |
| - Historical cost | 241 |  |  |
| - Accumulated depre---------1ation | 242 |  |  |
| IV.Long-term financial investments | 250 | 357,236,527,138 | 401,017,825,626 |
| 1. Investment in subsidiaries | 251 |  |  |
| 2. Investment in joint-venture | 252 | 42,843,029,338 | 76,131,684,826 |
| 3. Other long-term investments | 258 | 351,836,933,800 | 324,886,140,800 |
|  | 259 | (37,443,436,000) |  |
| V. Other long-term assets | 260 | 219,346,302,017 | 203,958,443,283 |
| 1. Long-term prepaid expenses | 261 | 191,790,642,499 | 195,630,397,387 |
| 2. Deferred income tax assets | 262 | 26,533,414,278 | $8,016,847,896$ |
| 3. Others | 268 | 1,022,245,240 | 311,198,000 |
| VI. Goodwill |  | 0 | 0 |
| TOTAL ASSETS (100+200) | 270 | 5,933,140,180,114 | 5,425,113,443,875 |
|  |  |  |  |
| CAPITAL SOURCES | Code | Ending Balance | Beginning Balance |
| A. LIABILITIES $(300=310+320)$ | 300 | 991,712,572,053 | 1,073,225,591,521 |
| I. Short-term liabilities | 310 | $902,330,403,502$ | 933,353,236,344 |
| 1. Short-term borrowing and debts | 311 | 198,973,436,000 | 9,963,436,000 |
| 2. Trade accounts payables | 312 | 387,009,477,875 | 621,374,668,706 |
| 3. Advances from customers | 313 | 36,603,185,393 | 5,716,559,295 |
| 4. Taxes and liabilities to State budget | 314 | 36,430,588,297 | 35,328,940,033 |
| 5. Payable to employees | 315 | 15,865,111,435 | 426,668,700 |
| 6. Payable expenses | 316 | 169,685,823,502 | 132,465,566,711 |
| 7. Accounts payables-Affiliate | 317 |  |  |
| 8. Payable in accordance with contracts in progress | 318 |  |  |


| 9.----------------------------1 | 319 | 57,-762,-781,-000 | 128,--77---796,--79 |
| :---: | :---: | :---: | :---: |
| 10. Provision for short-term liabilities | 320 |  |  |
| II. Long-term liabilities | 330 | 89,382,168,551 | 139,872,355,177 |
| 1. Long-term accounts payables-Trade | 331 | 34,880,316,551 | 81,001,538,177 |
| 2. Long-term accounts payable-Affiliate | 332 |  |  |
| 3. Other long-term payables | 333 |  |  |
| 4. Long-term borrowing and debts | 334 | 24,908,590,000 | 32,381,167,000 |
| 5. Deferred income tax | 335 |  |  |
| 6. Provision for unemployment allowance | 336 | 29,593,--------7 | 26,489,650,000 |
| 7. Provision for long-term liabilities | 337 |  |  |
| B. OWNER'S EQUITY ( $400=410+420$ ) | 400 | 4,894,396,322,157 | 4,315,938,147,821 |
| I. Capital sources and funds | 410 | 4,789,281,196,724 | 4,224,315,730,556 |
| 1.-Paid-in capital | 411 | 1,752,756,700,000 | 1,752,756,700,000 |
| 2. Capital surplus | 412 | 1,064,948,051,177 | 1,064,948,051,177 |
| 3. Other capital of owner | 413 |  |  |
| 4.-Treasury stock | 414 |  |  |
| 5. Assets revaluation difference | 415 |  |  |
| 6. For-------------------------7 | 416 |  |  |
| 7. Investment and development fund | 417 | 849,810,646,579 | $744,541,696,836$ |
| 8. Financial reserve fund | 418 | 175,275,670,000 | 136,312,134,839 |
| 9. Other fund belong to owner's equity | 419 |  |  |
| 10. Retained profit | 420 | $964,490,128,968$ | 525,757,147,704 |
| 11. Capital for construction work | 421 |  |  |
| II. Budget sources | 430 | 105,115,125,433 | 91,622,417,265 |
| 1. Bonus and welfare--------- | 431 | 105,115,125,433 | 91,622,417,265 |
| 2. Budgets | 432 |  |  |
| 3. Budget for---------- | 433 |  |  |
| C. MINORITY INTEREST | 439 | 47,031,285,358 | 35,949,704,533 |
| TOTAL RESOURCES (300+400) | 440 | 5,933,140,179,568 | 5,425,113,443,875 |

OFF BALANCE SHEET ITEMS

| Items | Note | Ending Balance | Beginning Balance |
| :---: | :---: | :---: | :---: |
| 1. Operating lease assets |  |  |  |
| 2. Goods held under trust or for processing |  | 236,130,220 | 4,581,129,707 |
| 3. Goods received on consignment for sale |  |  |  |
| 4. Bad debts written off |  | 991,448 | 315,236 |
| 5. Foreign currencies: USD |  | 4,706 | 33,256 |
| EUR |  | 0.5 |  |
| AUD |  |  |  |

INCOME STATEMENT (consolidated)
Quarter 3/ 2008
Unit: VND

| Items | Code | Quarter 2 |  | Accumulation |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Current year | Previous year | Current year | Previous year |
| 1. Sales | 1 | 2,170,198,326,196 | 1,840,769,651,951 | 6,087,885,187,074 | 4,960,255,859,497 |
| 2. Deductions | 3 | (55,588,368,801) | (33,470,180,227) | (131,963,591,646) | (89,036,391,808) |
| 3. Net sales and services ( $10=01-03$ ) | 10 | 2,114,609,957,395 | 1,807,299,471,724 | 5,955,921,595,428 | 4,871,219,467,689 |
| 4. Cost of goods sold | 11 | (1,424,116,272,105) | (1,345,546,525,058) | (4,016,345,772,503) | (3,585,654,503,165) |
| 5. Gross profit ( $20=10-11$ ) | 20 | 690,493,685,290 | 461,752,946,666 | 1,939,575,822,925 | 1,285,564,964,524 |
| 6. Financial incomes | 21 | 37,126,155,262 | 24,954,532,608 | 216,877,079,371 | 221,598,778,911 |
| 7. Financial expenses | 22 | (23,145,302,309) | (10,499,784,278) | (176,092,228,599) | (15,889,280,609) |
| 8. Selling expenses | 24 | (291,822,521,333) | (239,964,045,193) | (722,783,393,000) | (633,375,853,082) |
| 9. General \& administrative expenses | 25 | (58,082,348,576) | (53,380,020,576) | (176,886,649,056) | (156,757,397,505) |
| 10. Net operating profit $\{30=20+(21-22)-(24+25)\}$ | 30 | 354,569,668,334 | 182,863,629,227 | 1,080,690,631,641 | 701,141,212,239 |
| 11. Other income | 31 | 32,471,955,218 | 16,039,018,975 | 97,888,062,557 | 135,689,947,661 |
| 12. Other expenses | 32 | $(1,726,049,715)$ | $(5,540,097,258)$ | $(6,234,126,034)$ | $(48,077,920,251)$ |
| 13. Other profit (40=31-32) | 40 | 30,745,905,503 | 10,498,921,717 | 91,653,936,523 | 87,612,027,410 |
| 14. Loss in joint-venture |  | (13,393,000,000) | (7,211,011,547) | (48,351,427,463) | (33,504,610,317) |
| 15. Profit before tax (50=30+40) | 50 | 371,922,573,837 | 186,151,539,397 | 1,123,993,140,701 | 755,248,629,332 |
| 16. Current corporate income tax expenses | 51 | (43,443,714,047) |  | (125,975,241,586) |  |
| 17. Deferred corporate income tax expenses | 52 | 8,743,930,576 |  | 18,516,566,382 |  |
| 18. Benefits of minorities |  | (2,128,686,811) |  | 5,004,219,121 |  |
| 19. Profit after tax (60=50-51-52) | 60 | 335,094,103,555 | 186,151,538,397 | 1,021,538,684,618 | 755,248,629,332 |
| 20. EPS | 70 | 1,912 | 1,091 | 5,828 | 4,425 |

## CASH FLOW STATEMENT (consolidated)

Quarter 3/ 2008 (Indirect method)
Unit: VND

| Items | Code | Consolidated |  |
| :---: | :---: | :---: | :---: |
|  |  | 2008 | 2007 |
| I. CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |
| 1. Profit before tax | 1 | 1,123,993,140,701 | 755,248,629,332 |
| 2. Adjustment in accounts |  |  |  |
| Fixed assets depreciation | 2 | 127,342,361,221 | 93,383,545,744 |
| Provisions | 3 | 110,626,957,981 | 13,853,058,195 |
| Unrealized foreign exchange difference loss/gain | 4 | (4,580,430,800) | (909,564,176) |
| Loss/gain from investments | 5 | (17,820,620,639) | (132,716,849,797) |
| Interest expenses | 6 | 23,676,643,708 | 6,242,099,943 |
| 3. Operating profit before the changes of current capital | 8 | 1,363,238,052,173 | $735,100,937,241$ |
| Changes in accounts receivable | 9 | 78,579,254,215 | (142,559,521,763) |
| Changes in inventories | 10 | 25,860,581,761 | (147,989,496,330) |
|  | 11 | (250,365,047,238) | 31,077,394,722 |
|  | 12 | (50,321,287,429) | 2,987,768,919 |
| Paid interest | 13 | (23,130,898,917) | (4,403,730,014) |
| Paid corporate income tax | 14 | (101,861,076,253) |  |
| Other receivables | 15 | 53,496,112,935 | 48,864,287,200 |
| Other payables | 16 | (99,432,230,328) | (112,643,819,824) |
| Net cash provided by (used in) operating activities | 20 | 996,063,730,918 | 410,433,820,151 |
|  |  |  |  |
| 1. Cash paid for purchase of capital assets and other long-term assets | 21 | (249,947,675,362) | 618,369,968,418 |
| 2. Cash received from liquidation or disposal of capital assets and other long-term assets | 22 | 3,956,392,515 | 1,579,181,495 |
| 3. Cash paid for lending or purchase debt tools of other companies | 23 | (89,100,000,000) | 585,524,380,000 |
| 4. Withdrawal of lending or resale debt tools of other companies | 24 | $3,000,000,000$ | 104,317,041,188 |
| 5. Cash paid for joining capital in other companies | 25 | (103,005,162,475) | (48,650,044,326) |
| 6. Withdrawal of capital in other companies | 26 |  |  |
| 7. Cash received from interest, dividend and distributed profit | 27 | 56,843,136,219 | 65,925,510,894 |
| 8. Capital account contributed by minority shareholders in subsidiary |  | 20,000,000 |  |
| Net cash used in investing activities | 30 | (378,233,309,103) | (1,080,722,659,167) |
|  |  |  |  |
| 1. Cash received from issuing stock, other owners' equity | 31 |  | 1,183,477,075,000 |
| 2. Cash paid to owners equity, repurchase issued stock | 32 |  |  |
| 3. Cash received from long-term and short-term borrowings | 33 | 186,401,500,000 | 300,000,000,000 |
| 4. Cash paid to principal debt | 34 | (74,725,770,000) | 12,892,504,000 |
| 5. Cash paid to financial lease debt | 35 |  |  |
| 6. Dividend, profit paid for owners | 36 | (347,709,580,000) | 499,973,773,000 |
| Net cash (used in) provided by financing activities | 40 | 168,780,657,000 | 970,610,798,000 |
| Net cash during the period (20+30+40) | 50 | 449,049,764,816 | 300,321,958,984 |
| Cash and cash equivalents at beginning of year | 60 | 117,818,399,217 | 157,020,791,960 |
| Influence of foreign exchange fluctuation | 61 | 57,298,208 | 868,254,712 |
| Cash and cash equivalents at end of year ( $50+60+61$ ) | 70 | 566,925,462,241 | 485,211,005,656 |

