BALANCE SHEET
Quarter 4/2008

| Unit: VND |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| No. | Items | Code | Note | Ending Balance | Beginning Balance |
|  | 1 | 2 | 3 | 4 | 5 |
| A | SHORT-TERM ASSETS (100 = 110+120+130+140+150) | 100 |  | 233,120,545,778 | 220,780,425,490 |
| I | Cash \& Cash equivalents | 110 |  | 131,968,990,376 | 134,115,487,398 |
| 1 | Cash | 111 | V. 01 | 41,044,578,744 | 16,215,487,398 |
| 2 | Cash equivalents | 112 |  | 90,924,411,632 | 117,900,000,000 |
| II | Short-term financial investments | 120 | V. 02 |  |  |
| 1 | Short-term investments | 121 |  |  |  |
| 2 | Provision for devaluation of short-term investments (*) | 129 |  |  |  |
| III | Short-term receivables | 130 |  | 62,932,889,770 | 43,297,385,753 |
| 1 | Trade accounts receivables | 131 |  | 36,112,130,336 | 37,968,136,399 |
| 2 | Prepayment to suppliers | 132 |  | 17,075,102,239 | 1,098,003,785 |
| 3 | Short-term intercompany receivables | 133 |  |  |  |
| 4 | Receivables on percentage of construction contract completio | 134 |  |  |  |
| 5 | Other receivables | 135 | V. 03 | 11,972,286,132 | 6,795,945,661 |
| 6 | Provision for short-term doubtful debts (*) | 139 |  | $(2,226,628,937)$ | $(2,564,700,092)$ |
| IV | Inventories | 140 |  | 37,533,448,992 | 41,359,557,803 |
| 1 | Inventories | 141 | V. 04 | 37,601,375,526 | 41,563,767,858 |
| 2 | Provision for devaluation of inventories (*) | 149 |  | $(67,926,534)$ | $(204,210,055)$ |
| V | Other short-term assets | 150 |  | 685,216,640 | 2,007,994,536 |
| 1 | Short-term prepaid expenses | 151 |  |  |  |
| 2 | VAT deductible | 152 |  |  |  |
| 3 | Tax and accounts receivable from State budget | 154 | V. 05 |  | 954,618,928 |
| 4 | Other short-term assets | 158 |  | 685,216,640 | 1,053,375,608 |
| B | LONG-TERM ASSETS (200 = 210+220+240+250+260) | 200 |  | 563,970,235,953 | 247,985,033,045 |
| I | Long-term receivables | 210 |  | - | - |
| 1 | Long-term receivables from customers | 211 |  |  |  |
| 2 | Capital receivable from subsidiaries | 212 |  |  |  |
| 3 | Long-term inter-company receivables | 213 | V. 06 |  |  |
| 4 | Other long-term receivables | 218 | V. 07 |  |  |
| 5 | Provision for long-term doubtful debts (*) | 219 |  |  |  |
| II | Fixed assets | 220 |  | 499,549,673,752 | 202,339,245,603 |


| 1 | Tangible fixed assets | 221 | V. 08 |
| :---: | :---: | :---: | :---: |
|  | - Historical cost | 222 |  |
|  | - Accumulated depreciation (*) | 223 |  |
| 2 | Finance leases fixed assets | 224 | V. 09 |
|  | - Historical cost | 225 |  |
|  | - Accumulated depreciation (*) | 226 |  |
| 3 | Intangible fixed assets | 227 | V. 10 |
|  | - Historical cost | 228 |  |
|  | - Accumulated depreciation (*) | 229 |  |
| 4 | Construction in progress | 230 | V. 11 |
| III | Property investment | 240 | V. 12 |
|  | - Historical cost | 241 |  |
|  | - Accumulated depreciation (*) | 242 |  |
| IV | Long-term financial investments | 250 |  |
| 1 | Investment in subsidiaries | 251 |  |
| 2 | Investment in associate or joint-venture companies | 252 |  |
| 3 | Other long-term investments | 258 | V. 13 |
| 4 | Provision for devaluation of long-term financial investments | 259 |  |
| V | Other long-term assets | 260 |  |
| 1 | Long-term prepaid expenses | 261 | V. 14 |
| 2 | Deferred income tax assets | 262 | V. 21 |
| 3 | Others | 268 |  |
|  | TOTAL ASSETS ( $270=100+200$ ) | 270 |  |
| A | LIABILITIES (300 = 310+330) | 300 |  |
| I | Short-term liabilities | 310 |  |
| 1 | Short-term borrowing | 311 | V. 15 |
| 2 | Trade accounts payable | 312 |  |
| 3 | Advances from customers | 313 |  |
| 4 | Taxes and payable to state budget | 314 | V. 16 |
| 5 | Payable to employees | 315 |  |
| 6 | Payable expenses | 316 | V. 17 |
| 7 | Intercompany payable | 317 |  |
| 8 | Payable in accordance with contracts in progress | 318 |  |
| 9 | Other short-term payables | 319 | V. 18 |
| 10 | Provision for short-term liabilities | 320 |  |
| II | Long-term liabilities | 330 |  |

490,340,220,703
1,036,908,894,896 $(546,568,674,193)$

253,355,145 358,842,143 $(105,486,998)$ 8,956,097,904

43,500,000,000

4,000,000,000 50,750,000,000 (11,250,000,000) 20,920,562,201 20,920,562,201

797,090,781,731 563,800,831,152 137,071,605,526

10,890,385,920 43,646,429,429 4,716,406,704 5,859,594,012 23,416,636,984 41,974,780,008

426,729,225,626

31,331,682,084
183,487,250,460 510,108,699,952 (326,621,449,492)

207,555,638 228,842,143 $(21,286,505)$ 18,644,439,505

28,050,000,000

100,000,000 27,950,000,000

17,595,787,442 17,595,787,442

## 468,765,458,535

 254,232,419,931 178,182,398,360 8,316,413,312 67,659,486,414 3,224,855,540 $4,307,230$ 20,584,329,922 47,061,323,858 76,050,021,571| 1 | Long-term accounts payable-Trade | 331 |  | 425,614,091,246 | 75,339,795,101 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2 | Long-term intercompany payable | 332 | V. 19 |  |  |
| 3 | Other long-term payables | 333 |  |  |  |
| 4 | Long-term borrowing | 334 | V. 20 |  |  |
| 5 | Deferred income tax payable | 335 | V. 21 | 1,115,134,380 | 710,226,470 |
| 6 | Provision for unemployment benefit | 336 |  |  |  |
| 7 | Provision for long-term liabilities | 337 |  |  |  |
| B | OWNER'S EQUITY (400 = 410+430) | 400 |  | 233,289,950,579 | 214,533,038,604 |
| I | Capital sources and funds | 410 | V. 22 | 231,109,957,170 | 212,060,975,731 |
| 1 | Paid-in capital | 411 |  | 174,090,860,000 | 174,090,860,000 |
| 2 | Capital surplus | 412 |  | 7,382,907,915 | 1,921,685,194 |
| 3 | Other capital of owner | 413 |  |  |  |
| 4 | Treasury stock (*) | 414 |  |  |  |
| 5 | Asset revaluation differences | 415 |  |  |  |
| 6 | Foreign exchange differences | 416 |  |  |  |
| 7 | Investment and development fund | 417 |  | 12,972,722,507 | 2,832,811,464 |
| 8 | Financial reserve fund | 418 |  | 4,184,110,375 |  |
| 9 | Other fund belong to owner's equity | 419 |  |  |  |
| 10 | Retained after-tax profit | 420 |  | 32,479,356,373 | 33,215,619,073 |
| 11 | Capital for construction work | 421 |  |  |  |
| II | Budget sources | 430 |  | 2,179,993,409 | 2,472,062,873 |
| 1 | Bonus and welfare funds | 431 |  | 2,179,993,409 | 2,472,062,873 |
| 2 | Budgets | 432 | V. 23 |  |  |
| 3 | Budget for fixed asset | 433 |  |  |  |
|  | TOTAL RESOURCES (440 = 300+400) | 440 |  | 797,090,781,731 | 468,765,458,535 |

OFF BALANCE SHEET ITEMS

| No. | Items | Note | Ending Balance | Beginning Balance |
| :---: | :---: | :---: | :---: | :---: |
| 1. | Operating lease assets | 24 |  |  |
| 2. | Goods held under trust or for processing |  | 566,641,811 | 566,641,811 |
| 3. | Goods received on consignment for sale |  | - |  |
| 3.1 | Terminal |  |  |  |
| 3.2 | Others |  | 3,030,326,224 |  |
| 4. | Bad debts written off |  |  | 2,474,044,471 |
| 5. | Foreign currencies |  |  |  |
| 6. | Subsidies of state budget |  |  |  |

INCOME STATEMENT
Quarter 4/2008

| Items | Code | Note | Quarter 4 |  | Accumulation from beginning of year to the end of this quarter |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2008 | 2007 | 2008 | 2007 |
| 1. Sales | 1 | VI. 25 | 216,075,463,236 | 184,177,786,461 | 843,010,710,150 | 758,937,490,453 |
| 2. Deductions | 3 |  | 1,090,909 | 10,649,998 | 51,557,279 | 32,348,184 |
| 3. Net sales and services (10=01-03) | 10 |  | 216,074,372,327 | 184,167,136,463 | 842,959,152,871 | 758,905,142,269 |
| 4. Cost of goods sold | 11 | VI. 27 | 182,935,554,000 | 163,915,518,878 | 728,294,497,381 | 679,068,450,833 |
| 5. Gross profit ( $20=10-11$ ) | 20 |  | 33,138,818,327 | 20,251,617,585 | 114,664,655,490 | 79,836,691,436 |
| 6. Financial income | 21 | VI. 26 | 3,130,069,927 | 3,701,713,721 | 7,433,528,736 | 9,729,804,812 |
| 7. Financial expenses | 22 | VI. 28 | 10,542,668,079 | $(3,310,095)$ | 26,531,281,285 | 4,891,727,184 |
| - Include: Interest expenses | 23 |  | 3,962,114,465 | $(61,315,387)$ | 12,417,394,996 | 4,826,910,975 |
| 8. Selling expenses | 24 |  | 11,046,182,953 | 8,796,339,372 | 38,944,469,681 | 27,248,536,047 |
| 9. General \& administration expenses | 25 |  | 6,836,202,832 | 5,772,539,350 | 19,643,789,240 | 15,589,092,517 |
| 10. Net operating profit 30=\{20+(21-22)-(24+25)\} | 30 |  | 7,843,834,390 | 9,387,762,679 | 36,978,644,020 | 41,837,140,500 |
| 11. Other income | 31 |  | 11,981,840,532 | 3,003,972,500 | 16,198,916,537 | 5,594,865,103 |
| 12. Other expenses | 32 |  | 1,024,335,725 | 593,784,009 | 1,201,887,294 | 1,041,902,998 |
| 13. Other profit ( $40=31-32$ ) | 40 |  | 10,957,504,807 | 2,410,188,491 | 14,997,029,243 | 4,552,962,105 |
| 14. Profit before tax (50=30+40) | 50 |  | 18,801,339,197 | 11,797,951,170 | 51,975,673,263 | 46,390,102,605 |
| 15. Current corporate income tax expenses | 51 | VI. 30 | 4,679,050,902 | - | 9,380,426,648 |  |
| 16. Deferred corporate income tax expenses | 52 | VI. 30 |  | - | - |  |
| 17. Profit after tax (60=50-51-52) | 60 |  | 14,122,288,295 | 11,797,951,170 | 42,595,246,615 | 46,390,102,605 |
| 18. EPS (VND/share) (*) | 70 |  |  |  | 2,133 | 2,678 |

## CASH FLOWS STATEMENT

Quarter 4/2008 (Indirect method)
Unit: VND

| Items | Code | Note | Accumulation from beginning of year to the |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2008 | 2007 |
| I. CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| 1. Profit before tax | 1 |  | 51,975,673,263 | 46,390,102,605 |
| 2. Adjustment in accounts |  |  | 109,668,021,307 | 40,272,297,140 |
| Fixed assets depreciation | 2 |  | 91,087,578,910 | 43,739,692,172 |
| Provisions | 3 |  | 10,775,645,324 | 1,334,919,820 |
| Unrealized foreign exchange difference loss/gain | 4 |  | 2,773,221,830 | 47,253,622 |
| Loss/gain from investment | 5 |  | $(7,385,819,753)$ | $(9,676,479,449)$ |
| Interest expenses | 6 |  | 12,417,394,996 | 4,826,910,975 |
| 3. Operating profit before the changes of current capital | 8 |  | 161,643,694,570 | 86,662,399,745 |
| Changes in accounts receivable | 9 |  | $(17,890,550,890)$ | $(6,045,462,500)$ |
| Changes in inventories | 10 |  | 3,962,392,332 | $(19,602,498,690)$ |
| Changes in trade payables (exclude interest payable, income tax payable) | 11 |  | $(10,977,215,020)$ | 57,361,640,379 |
| Changes in prepaid expenses | 12 |  | $(3,324,774,759)$ | $(8,602,440,047)$ |
| Paid interest | 13 |  | $(3,123,902,742)$ | $(5,052,476,189)$ |
| Paid corporate income tax | 14 |  | (4,969,239,320) |  |
| Other receivables | 15 |  | 100,634,900 | 21,870,798 |
| Other payables | 16 |  | $(3,144,220,315)$ | $(5,288,187,649)$ |
| Net cash provided by (used in) operating activities | 20 |  | 122,276,818,756 | 99,454,845,847 |
| II. CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  |  |
| 1. Cash paid for purchase of capital assets and other long-term assets | 21 |  | $(69,472,544,964)$ | $(19,610,897,305)$ |
| 2. Cash received from liquidation or disposal of capital assets and other long-term ass | 22 |  | 22,300,000 | 115,520,000 |
| 3. Cash paid for lending or purchase debt tools of other companies | 23 |  |  |  |
| 4. Withdrawal of lending or resale debt tools of other companies | 24 |  |  |  |
| 5. Cash paid for joining capital in other companies | 25 |  | $(28,275,000,000)$ | $(27,850,000,000)$ |
| 6. Withdrawal of capital in other companies | 26 |  |  |  |
| 7. Cash received from interest, dividend and distributed profit | 27 |  | 7,385,819,753 | 9,729,804,812 |
| Net cash used in investing activities | 30 |  | (90,339,425,211) | $(37,615,572,493)$ |
| III. CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |  |  |
| 1. Cash received from issuing stock, other owners' equity | 31 |  |  |  |


| 2. Cash paid to owners' equity, repurchase issued stock | 32 |  | $(5,990,709,767)$ | (14,290,437,276) |
| :---: | :---: | :---: | :---: | :---: |
| 3. Cash received from long-term and short-term borrowings | 33 |  |  |  |
| 4. Cash paid to principal debt | 34 |  |  |  |
| 5. Cash paid to financial lease debt | 35 |  |  |  |
| 6. Dividend, profit paid for owners | 36 |  | $(28,093,180,800)$ | $(6,939,937,560)$ |
| Net cash (used in) provided by financing activities | 40 |  | $(34,083,890,567)$ | (21,230,374,836) |
| Net cash during the period ( $20+30+40$ ) | 50 |  | $(2,146,497,022)$ | 40,608,898,518 |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR | 60 |  | 134,115,487,398 | 93,506,588,880 |
| Influence of foreign exchange fluctuation | 61 |  |  |  |
| CASH AND CASH EQUIVALENTS AT END OF YEAR (50+60+61) | 70 | 31 | 131,968,990,376 | 134,115,487,398 |

