## BALANCE SHEET

Quarter 4/2008
12/31/2008

| ASSETS | CODE | EXP | ENDING BALANCE | BEGINNING BALANCE |
| :---: | :---: | :---: | :---: | :---: |
| A- CURRENT ASSETS $(100=110+120+130+140+150)$ | 100 |  | 368,568,341,566 | 312,594,821,096 |
| I- Cash and cash equivalents | 110 |  | 11,432,155,920 | 28,923,047,563 |
| 1. Cash | 111 | V. 01 | 11,432,155,920 | 28,923,047,563 |
| 2. Cash equivalents | 112 |  |  |  |
|  |  |  |  |  |
| II- Short-term financial investments | 120 | V. 02 | 2,399,671,105 | 2,399,671,105 |
| 1. Short-term investments | 121 |  | 2,399,671,105 | 2,399,671,105 |
| 2. Provision for devaluation of short-term security investments | 129 |  |  |  |
|  |  |  |  |  |
| III- Receivables | 130 |  | 259,864,581,033 | 187,386,838,531 |
| 1. Trade accounts receivable | 131 |  | 244,734,926,402 | 170,586,850,547 |
| 2. Advances to supplier | 132 |  | 10,767,908,110 | 13,764,919,734 |
| 3. Short-term internal receivables | 133 |  |  |  |
| 4. Receivable in accordance with contracts in progress (TK 337 ) | 134 |  |  |  |
| 5. Other receivables | 135 | V. 03 | 4,498,996,970 | 3,172,318,699 |
| 6. Provision for short-term bad receivables | 139 |  | $(137,250,449)$ | (137,250,449) |
|  |  |  |  |  |
| IV- Inventories | 140 |  | 82,534,864,742 | 71,124,156,765 |
| 1. Inventories | 141 | V. 04 | 82,534,864,742 | 71,149,924,594 |
| 2. Provision for devaluation of inventories | 149 |  |  | $(25,767,829)$ |
|  |  |  |  |  |
| V- Other current assets | 150 |  | 12,337,068,766 | 22,761,107,132 |
| 1. Short-term prepaid expenses | 151 |  |  | 5,529,466,225 |
| 2. VAT deductible | 152 |  |  | 21,578,457 |
| 3. Tax and accounts receivable from State budget | 154 | V. 05 | 35,330,432 | 35,330,432 |


| 4. Other current assets | 158 |  | 12,301,738,334 | 17,174,732,018 |
| :---: | :---: | :---: | :---: | :---: |
| B -LONG-TERM ASSETS | 200 |  | 122,512,374,826 | 104,710,967,188 |
| ( $200=210+220+240+250+260)$ |  |  |  |  |
| 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 bad receivable | 219 |  |  |  |
| II- Fixed assets | 220 |  | 101,274,365,382 | 84,383,805,963 |
| 1. Tangible fixed assets | 221 | V. 08 | 68,612,597,858 | 67,052,699,397 |
| - Historical cost | 222 |  | 114,463,814,781 | 110,190,524,792 |
| - Accumulated depreciation | 223 |  | $(45,851,216,923)$ | $(43,137,825,395)$ |
| 2. Finance leases fixed assets | 224 | V. 09 |  | 189,019,850 |
| - Historical cost | 225 |  |  | 567,059,545 |
| - Accumulated depreciation | 226 |  |  | (378,039,695) |
| 3. Intangible fixed assets | 227 | V. 10 | 1,875,233,248 | 1,895,950,060 |
| - Historical cost | 228 |  | 1,966,000,000 | 1,966,000,000 |
| - Accumulated depreciation | 229 |  | $(90,766,752)$ | (70,049,940) |
| 4. Construction in progress expenses | 230 | V. 11 | 30,786,534,276 | 15,246,136,656 |
|  |  |  |  |  |
| III- Property Investment | 240 | V. 12 |  |  |
| - Historical cost | 241 |  |  |  |
| - Accumulated depreciation | 242 |  |  |  |
|  |  |  |  |  |
| IV- Long-term financial investments | 250 |  | 19,890,875,000 | 19,890,875,000 |
| 1. Investment in subsidiary company | 251 |  |  |  |
| 2. Investment in joint venture | 252 |  | 14,210,875,000 | 14,210,875,000 |
| 3. Other long-term investments | 258 | V. 13 | 5,680,000,000 | 5,680,000,000 |
| 4. Provision for devaluation of long-term security investment | 259 |  |  |  |
|  |  |  |  |  |
| V- Other long-term assets | 260 |  | 1,347,134,444 | 436,286,225 |
| 1. Long-term prepaid expenses | 261 | V. 14 | 1,347,134,444 | 436,286,225 |
| 2. Deferred income tax assets | 262 | V. 21 |  |  |
| 3. Others | 268 |  |  |  |
|  |  |  |  |  |


| TOTAL ASSETS ( $270=100$ + 200 ) | 270 |  | 491,080,716,392 | 417,305,788,284 |
| :---: | :---: | :---: | :---: | :---: |
| CAPITAL SOURCE | CODE | EXP | ENDING BALANCE | BEGINNING BALANCE |
| A- LIABILITIES ( $300=310+320$ ) | 300 |  | 246,968,017,243 | 173,332,221,354 |
| I- Current liabilities | 310 |  | 245,228,622,497 | 171,603,016,533 |
| 1. Short-term borrowing and debts | 311 | V. 15 | 72,046,459,452 | 46,239,431,559 |
| 2. Trade accounts payable | 312 |  | 43,477,523,774 | 25,154,705,744 |
| 3. Advances from customers | 313 |  | 1,501,256,271 | 5,094,208,540 |
| 4. Taxes and liabilities to State budget | 314 | V. 16 | 21,058,681,586 | 16,287,584,592 |
| 5. Payable to employees | 315 |  | 5,581,296,049 | 1,894,066,513 |
| 6. Payable expenses | 316 | V. 17 | 24,012,229,057 | 19,395,922,240 |
| 7. Accounts payable-Affiliate | 317 |  |  |  |
| 8. Payable in accordance with contracts in progress | 318 |  |  |  |
| 9. Other short-term payables | 319 | V. 18 | 77,551,176,308 | 57,537,097,345 |
| 10. Provision for current liabilities | 320 |  |  |  |
|  |  |  |  |  |
| II- Long-term liabilities | 330 |  | 1,739,394,746 | 1,729,204,821 |
| 1. Long-term accounts payable-Trade | 331 |  |  |  |
| 2. Long-term accounts payable-Affiliate | 332 | V. 19 |  |  |
| 3. Other long-term payables | 333 |  | 32,000,000 |  |
| 4. Long-term borrowing and debts | 334 | V. 20 | 1,500,000,000 | 1,500,000,000 |
| 5. Deferred income tax | 335 | V. 21 |  |  |
| 6. Provision for unemployment benefit | 336 |  | 207,394,746 | 229,204,821 |
| 7. Provision for long-term liabilities | 337 |  |  |  |
|  |  |  |  |  |
| B - OWNER'S EQUITY | 400 |  | 244,112,699,149 | 243,973,566,930 |
| I- Capital sources and funds | 410 | V. 22 | 241,491,896,736 | 242,113,204,466 |
| 1. Paid-in capital | 411 |  | 100,000,000,000 | 100,000,000,000 |
| 2. Capital surplus | 412 |  | 128,579,026,190 | 128,579,026,190 |
| 3. Other capital of owner | 413 |  |  |  |
| 4. Treasury stock | 414 |  | $(15,898,799,190)$ | -15,898,799,190 |
| 5. Assets revaluation difference | 415 |  |  |  |
| 6. Foreign exchange difference | 416 |  |  |  |
| 7. Investment and development funds | 417 |  | 24,923,724,802 | 23,509,143,092 |
| 8. Financial reserve fund | 418 |  | 3,887,944,934 | 4,027,991,542 |
| 9. Other fund belong to owner's equity | 419 |  |  |  |
| 10. Retained after-tax profit | 420 |  |  | 1,895,842,832 |


| II- Budget sources | 430 |  | 2,620,802,413 | 1,860,362,464 |
| :---: | :---: | :---: | :---: | :---: |
| 1. Bonus and welfare funds | 431 |  | 2,620,802,413 | 1,860,362,464 |
| 2. Budgets | 432 | V. 23 |  |  |
| 3. Budget for fixed asset | 433 |  |  |  |
|  |  |  |  |  |
| TOTAL RESOURCES ( $440=300$ + 400) | 440 |  | 491,080,716,392 | 417,305,788,284 |

OFF BALANCE SHEET ITEMS

| ITEMS | CODE | EXP | ENDING BALANCE | BEGINNING BALANCE |
| :--- | ---: | ---: | ---: | ---: |
| 1. Leasehold assets |  | 24 |  |  |
| 2. Materials and goods kept or processed for others <br> 3. Goods deposited by others <br> 4. Bad debts already treated <br> 5. Foreign currencies - USD <br> 6. Estimates for non-business and project expenditure |  |  | $2,357,150,394$ | $2,357,150,394$ |

## INCOME STATEMENT

Quarter 4/2008
Unit: VND

| Items | Code | Note | Quarter 4/2008 |  | Accumulation from beginning of the year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Current year | Previous year | Current year | Previous year |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 1. Revenue of sales and services | 01 | VI. 25 | 152,142,844,475 | 182,157,868,348 | 439,802,325,105 | 547,391,376,997 |
| 2. Deductions | 02 |  | 448,833,579 | 22,200,000 | 626,273,579 | 166,032,000 |
| 3. Net sales and services ( $\mathbf{1 0}=\mathbf{0 1 - 0 2}$ ) | 10 |  | 151,694,010,896 | 182,135,668,348 | 439,176,051,526 | 547,225,344,997 |
| 4. Cost of goods sold | 11 | VI. 27 | 132,167,615,922 | 156,808,836,883 | 399,159,631,848 | 474,027,838,548 |
| 5. Gross profit ( $20=10-11$ ) | 20 |  | 19,526,394,974 | 25,326,831,465 | 40,016,419,678 | 73,197,506,449 |
| 6. Financial Income | 21 | VI. 26 | 2,825,285,889 | 1,019,954,074 | 7,468,622,164 | 3,298,166,218 |
| 7. Financial Expenses | 22 | VI. 28 | 3,491,468,311 | 6,000,820,737 | 12,063,765,572 | 16,638,014,390 |
| - Include: Interest expense | 23 |  | 3,093,662,857 | 6,000,820,737 | 11,258,847,127 | 16,555,260,113 |
| 8. Selling Expenses | 24 |  | 3,212,339,327 | 2,696,356,977 | 5,853,727,789 | 9,535,142,617 |
| 9. General and Administrative Expenses | 25 |  | 12,304,495,628 | 7,959,650,771 | 23,262,418,670 | 21,627,996,602 |
| 10. Net operating profit ( $30=20+(21-22)-(24+25))$ | 30 |  | 3,343,377,597 | 9,689,957,054 | 6,305,129,811 | 28,694,519,058 |
| 11. Other Income | 31 |  | 138,136,902 | 1,743,915,598 | 4,282,001,071 | 3,631,771,927 |
| 12. Other Expenses | 32 |  | 347,344,842 | 1,836,842,492 | 5,535,051,581 | 3,577,028,328 |
| 13. Other profit ( $40=31-32$ ) | 40 |  | -209,207,940 | -92,926,894 | -1,253,050,510 | 54,743,599 |
| 14. Profit before tax ( $50=30+40$ ) | 50 |  | 3,134,169,657 | 9,597,030,160 | 5,052,079,301 | 28,749,262,657 |
| 15. Current corporate income tax expenses | 51 | VI. 30 |  | 4,323,236,399 |  | 4,356,996,079 |
| 16. Deferred corporate income tax expenses | 52 | VI. 30 |  |  |  |  |
| 17. Profit after tax (60=50-51-52) | 60 |  | 3,134,169,657 | 5,273,793,761 | 5,052,079,301 | 24,392,266,578 |
| 18. Earning per share | 70 |  |  |  |  |  |
|  |  |  |  |  |  |  |

( INDIRECT METHOD)

| ITEMS | CODE | EXP | Quarter 4/2008 | Quarter 4/2007 |
| :---: | :---: | :---: | :---: | :---: |
| I - CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| 1. Profit before tax | 01 |  | 5,052,079,301 | 28,749,262,657 |
| 2. Adjustment in accounts: |  |  |  |  |
| - Fixed assets depreciation | 02 |  | 6,664,448,521 | 5,890,786,035 |
| - Provisions | 03 |  |  | (2,087,990,554) |
| - Unrealized foreign exchange difference loss/gain | 04 |  | - |  |
| - Loss/gain from investment | 05 |  | $(1,364,861,250)$ | (2,780,004,646) |
| - Interest expenses | 06 |  | 11,258,847,127 | 16,555,260,113 |
| Operating profit before |  |  |  |  |
| the changes of current capital | 08 |  | 21,610,513,699 | 46,327,313,605 |
| - Changes in accounts receivable | 09 |  | 19,369,884,535 | (101,032,944,764) |
| - Changes in inventories | 10 |  | 59,321,838,742 | $(56,730,235,588)$ |
| - Changes in trade payables (exclude interest payable, income tax payable) | 11 |  | (7,784,620,029) | 45,338,442,412 |
| - Changes in prepaid expenses | 12 |  | $(738,424,971)$ | $(395,782,448)$ |
| - Paid interest | 13 |  | $(11,258,847,127)$ | $(16,245,169,526)$ |
| - Other receivables | 14 |  | $(4,356,996,079)$ | - |
| - Other payables | 15 |  | 4,019,587,608 | 21,320,590,424 |
| - Paid corporate income tax | 16 |  | $(15,823,300,935)$ | (25,382,387,204) |
| \|Net cash provided by (used in) operating activities | 20 |  | 64,359,635,443 | $(86,800,173,089)$ |

II. $\mid$ II/ CASH FLOWS FROM INVESTING ACTIVITIES:

| 1. | - Cash paid for purchase of capital assets and other long-term assets | 21 |
| :--- | :--- | :--- |
|  | - Cash received from liquidation or disposal of capital assets and other long-term assets | 22 |
| 2. | - Cash paid for lending or purchase debt tools of other companies | 23 |
| - Withdrawal of lending or purchase debt tools of other companies | 24 |  |
| - Cash paid for joining capital in other companies | 25 |  |


| $(20,583,501,230)$ | $(46,693,041,488)$ |
| ---: | ---: |
| $16,210,710$ |  |
|  | $(12,719,671,105)$ |
| $11,385,000,000$ |  |
|  | $(19,640,875,000)$ |

## Post and Telecommunications Investment and Construction J oint Stock Company

4. 

- Withdrawal of lending or resale debt tools of other companies
- Cash received from interest, dividend and distributed profit

4. 
5. 
6. 

|Net cash used in investing activities
III. | III/ CASH FLOWS FROM FINANCING ACTIVITIES:

- Cash received from issuing stock, other owners' equity
- Cash paid to owners' equity, repurchase issued stock

3.     - Cash received from long-term and short-term borrowings

- Cash paid to principal debt
- Cash paid to financial lease debt
- Dividend, profit paid for owners
(65,737,848,247)
$\qquad$
$(18,830,698,831)$
|Net cash (used in) provided by financing activities
| IV/ Net cash during the period
| V/ Cash and cash equivalents at beginning of year

Influence of foreign exchange fluctuation

VI/ Cash and cash equivalents at end of year

31 VII. 1
$(15,898,799,190)$
93,129,035,348
$(217,598,572)$
(290,685,479,941)
(8,438,840,000)

50
60
$(18,493,562,201) \quad(1,373,004,408)$
V
(64,022,498,813)
151,165,016,928

31,298,722,529

V. 1 | $11,432,155,920$ |
| :--- |

