## BALANCE SHEET (consolidated)

Quarter IV - 2008

|  | Unit: VND |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| No. | ASSETS | Code | Note | Ending Balance | Beginning Balance |
|  | 1 | 2 | 3 | 4 | 5 |
| A | SHORT-TERM ASSETS (100)=110+120+130+140+150 | 100 |  | 547,676,762,192 | 487,199,867,839 |
| I | Cash \& cash equivalents | 110 |  | 180,889,246,487 | 58,123,324,363 |
| 1 | Cash | 111 | V. 01 | 180,889,246,487 | 58,123,324,363 |
| 2 | Cash equivalents | 112 |  |  |  |
| II | Short-term financial investments | 120 | V. 02 | 10,723,809,000 | 35,924,326,949 |
| 1 | Short-term investments | 121 |  | 19,797,183,595 | 35,924,326,949 |
| 2 | Provision for devaluation of short-term investments (*) | 129 |  | (9,073,374,595) |  |
| III | Short-term receivables | 130 |  | 227,647,388,863 | 230,263,271,285 |
| 1 | Trade accounts receivable | 131 |  | 210,040,033,073 | 206,121,114,385 |
| 2 | Advances to supplier | 132 |  | 17,162,696,979 | 22,437,128,092 |
| 3 | Short-term internal receivables | 133 |  |  |  |
| 4 | Receivables on percentage of construction contract completior | 134 |  |  |  |
| 5 | Other receivables | 138 | V. 03 | 1,454,010,359 | 1,705,028,808 |
| 6 | Provision for short-term bad receivables (*) | 139 |  | (1,009,351,548) |  |
| IV | Inventories | 140 |  | 96,182,048,727 | 102,943,973,259 |
| 1 | Inventories | 141 | V. 04 | 96,182,048,727 | 102,943,973,259 |
| 2 | Provision for devaluation of inventories (*) | 149 |  |  |  |
| V | Other short-term assets | 150 |  | 32,234,269,115 | 59,944,971,983 |
| 1 | Short-term prepaid expenses | 151 |  | 415,527,554 | 109,348,538 |
| 2 | VAT deductible | 152 |  | 351,040,824 | 2,901,824,337 |
| 3 | Tax and accounts receivable from State budget | 154 | V. 05 |  |  |
| 4 | Other short-term assets | 158 |  | 31,467,700,737 | 56,933,799,108 |
| B | LONG-TERM ASSETS ( $200=\mathbf{2 1 0 + 2 2 0 + 2 4 0 + 2 5 0 + 2 6 0 ) ~}$ | 200 |  | 202,097,666,467 | 94,968,371,163 |
| 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 |  | 120,944,217,123 | 39,423,805,809 |
| 1 | Tangible fixed assets | 221 | V. 08 | 74,366,203,955 | 26,968,894,582 |
|  | - Historical cost | 222 |  | 94,037,789,772 | 31,854,698,368 |
|  | - Accumulated depreciation (*) | 223 |  | (19,671,585,817) | (4,885,803,786) |
| 2 | Finance leases fixed assets | 224 | V. 09 |  |  |
|  | - Historical cost | 225 |  |  |  |
|  | - Accumulated depreciation (*) | 226 |  |  |  |
| 3 | Intangible fixed assets | 227 | V. 10 | 36,157,339,298 | 2,330,007,620 |
|  | - Historical cost | 228 |  | 36,426,475,314 | 2,455,811,780 |
|  | - Accumulated depreciation (*) | 229 |  | $(269,136,016)$ | $(125,804,160)$ |
| 4 | Construction in progress | 230 | V. 11 | 10,420,673,870 | 10,124,903,607 |
| III | Property investment | 240 | V. 12 |  |  |
|  | - Historical cost | 241 |  |  |  |

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|  | - Accumulated depreciation $(*)$ | 242 |  |  |  |
| :---: | :--- | ---: | :--- | ---: | ---: |
| IV | Long-term financial investments | $\mathbf{2 5 0}$ |  | $\mathbf{6 5 , 6 8 2 , 2 4 3 , 1 0 0}$ | $\mathbf{5 3 , 6 3 1 , 1 3 1 , 1 0 0}$ |
| 1 | Investments subsidiary company | 251 |  |  |  |
| 2 | Investment in associate or joint-venture companies | 252 |  | $5,209,131,100$ | $2,931,131,100$ |
| 3 | Other long-term investments | 258 | V.13 | $76,490,807,200$ | $50,700,000,000$ |
| 4 | Provision for devalution of long-term finance investment $(*)$ | 259 |  | $(16,017,695,200)$ |  |
| V | Other long-term assets | $\mathbf{2 6 0}$ |  | $\mathbf{1 5 , 4 7 1 , 2 0 6 , 2 4 4}$ | $\mathbf{1 , 9 1 3 , 4 3 4 , 2 5 4}$ |
| 1 | Long-term prepaid expenses | 261 | V.14 | $2,276,673,493$ | $4,545,454$ |
| 2 | Deferred income tax assets | 262 | V.21 |  |  |
| 3 | Other non-current assets | 268 |  | $3,126,275,318$ | $1,908,888,800$ |
| 4 | Commercial advantage | 269 |  | $10,068,257,433$ |  |
|  | TOTAL ASSETS $(\mathbf{2 7 0}=\mathbf{1 0 0 + 2 0 0})$ | $\mathbf{2 7 0}$ |  | $\mathbf{7 4 9 , 7 7 4 , 4 2 8 , 6 5 9}$ | $\mathbf{5 8 2 , 1 6 8 , 2 3 9 , 0 0 2}$ |


| No. | CAPITAL RESOURCES | Code | Note | Ending Balance | Beginning Balance |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6 | 7 | 8 | 9 | 10 |
| A | LIABILITIES (300=310+320) | 300 |  | 490,273,672,694 | 373,869,732,330 |
| I | Short-term liabilities | 310 |  | 462,572,968,579 | 357,337,423,947 |
| 1 | Short-term borrowing and debts | 311 | V. 15 | 113,943,802,907 | 150,408,699,173 |
| 2 | Trade accounts payable | 312 |  | 292,800,513,224 | 191,394,500,950 |
| 3 | Advances from customers | 313 |  | 50,291,760,708 | 9,174,694,901 |
| 4 | Taxes and liabilities to State budget | 314 | V. 16 | 1,490,986,257 | 1,367,942,959 |
| 5 | Payable to employees | 315 |  | 1,213,570,336 | 2,269,947,180 |
| 6 | Payable expenses | 316 | V. 17 | 2,058,742,224 | 2,422,630,281 |
| 7 | Accounts payable-Affiliate | 317 |  |  |  |
| 8 | Progress payments due to construction contract | 318 |  |  |  |
| 9 | Other short-term payables | 319 | V. 18 | 773,592,923 | 299,008,503 |
| 10 | Provision for short-term liabilities | 320 |  |  |  |
| II | Long-term liabilities | 330 |  | 27,700,704,115 | 16,532,308,383 |
| 1 | Long-term accounts payable-Trade | 331 |  |  |  |
| 2 | Long-term accounts payable-Affiliate | 332 | V. 19 |  |  |
| 3 | Other long-term payables | 333 |  |  |  |
| 4 | Long-term borrowing and debts | 334 | V. 20 | 27,617,866,454 | 16,481,400,012 |
| 5 | Deferred income tax | 335 | V. 21 |  |  |
| 6 | Provision for unemployment allowance | 336 |  | 82,837,661 | 50,908,371 |
| 7 | Provision for long-term liabilities | 337 |  |  |  |
| B | OWNER'S EQUITY (400=410+420) | 400 |  | 259,500,755,965 | 208,298,506,672 |
| I | Capital sources and funds | 410 |  | 256,403,321,217 | 208,447,705,260 |
| 1 | Paid-in capital | 411 |  | 109,967,770,000 | 99,972,960,000 |
| 2 | Share premiums | 412 |  | 59,924,599,600 | 59,924,599,600 |
| 3 | Other capital of owner | 413 |  |  |  |
| 4 | Treasury stock | 414 |  | $(142,489,800)$ | (100,070,800) |
| 5 | Assets revaluation difference | 415 |  |  |  |
| 6 | Foreign exchange difference | 416 |  |  |  |
| 7 | Investment and development fund | 417 |  | 13,846,676,717 | 1,345,072,619 |
| 8 | Financial reserve fund | 418 |  | 3,179,029,868 | 1,151,817,697 |
| 9 | Other fund belong to owner's equity | 419 |  |  |  |
| 10 | Retained profit | 420 |  | 69,627,734,832 | 46,153,326,144 |
| 11 | Capital for construction work | 421 |  |  |  |
| $\mathrm{II}_{\mathrm{H}}$ | Budget sources | 430 |  | 3,097,434,748 | (149,198,588) |


| 1 | Bonus and welfare fund | 431 |  | $1,139,998,024$ | $(149,198,588)$ |
| ---: | :--- | ---: | ---: | ---: | ---: |
| 2 | Budgets | 432 | V.23 |  |  |
| 3 | Budget for fixed asset | 433 |  |  |  |
| 4 | Minority interest | 439 |  | $1,957,436,724$ |  |
|  | TOTAL RESOURCES (440=300+400) | $\mathbf{4 4 0}$ |  | $\mathbf{7 4 9 , 7 7 4 , 4 2 8 , 6 5 9}$ | $\mathbf{5 8 2 , 1 6 8 , 2 3 9 , 0 0 2}$ |

OFF BALANCE SHEET ITEMS

| No. | Items | Code | Note | Ending Balance | Beginning Balance |
| :---: | :--- | ---: | ---: | ---: | ---: |
| 1 | Operating lease assets |  |  |  |  |
| 2 | Goods held under trust or for processing |  |  |  |  |
| 3 | Goods received on consignment for sale |  |  |  |  |
| 4 | Bad debts written off |  |  |  |  |
| 5 | Foreign currencies: - USD |  |  | $440,405.40$ | $612,681.05$ |
| 6 | Estimates for non business \& project expenditure |  |  |  |  |

## INCOME STATEMENT (consolidated)

Quarter IV - 2008
Unit: VND

| Items |  | Code | Note | Quarter IV |  | Accum. from beginning of year to the end of period |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | This year |  | Last year | This year | Last year |
|  | 1 |  | 2 | 3 | 4 | 5 | 6 | 7 |
| 1 | Revenue of sales and services | 01 | VI. 25 | 993,414,481,094 | 984,254,873,148 | 4,184,349,748,091 | 2,999,903,459,565 |
| 2 | Deductions | 02 |  | 143,609,051 | 0 | 1,515,312,155 | 1,328,419,938 |
| 3 | Net sales and services | 10 |  | 993,270,872,043 | 984,254,873,148 | 4,182,834,435,936 | 2,998,575,039,627 |
| 4 | Cost of sales | 11 | VI. 27 | 955,453,558,906 | 953,914,454,289 | 4,011,878,580,643 | 2,920,540,989,766 |
| 5 | Gross profit (20=10-11) | 20 |  | 37,817,313,137 | 30,340,418,859 | 170,955,855,293 | 78,034,049,861 |
| 6 | Financial income | 21 | VI. 26 | $(6,001,378,277)$ | 3,432,108,449 | (3,368,347,281) | 22,384,733,773 |
| 7 | Financial expenses | 22 | VI. 28 | 5,482,483,946 | 5,226,594,995 | 29,083,536,340 | 18,586,967,087 |
|  | - Include: Interest expense | 23 |  | 32,311,670 | 5,050,856,586 | 22,531,153,470 | 17,720,764,717 |
| 8 | Selling expenses | 24 |  | 8,637,129,817 | 8,309,763,665 | 39,418,160,793 | 22,763,813,588 |
| 9 | General and administrative expenses | 25 |  | 6,286,747,133 | 1,788,573,427 | 19,004,820,398 | 6,265,246,038 |
| 10 | Net operating profit [30=20+(21-22)-(24+25)] | 30 |  | 11,409,573,964 | 18,447,595,221 | 80,080,990,481 | 52,802,756,921 |
| 11 | Other incomes | 31 |  | 1,577,776,645 | 774,481,991 | 22,212,250,710 | 1,313,200,151 |
| 12 | Other expenses | 32 |  | (687,241,384) | 230,795,920 | 19,107,317,405 | 239,437,648 |
| 13 | Other profits (40=31-32) | 40 |  | 2,265,018,029 | 543,686,071 | 3,104,933,305 | 1,073,762,503 |
| 14 | Profit before tax (50=30+40) | 50 |  | 13,674,591,993 | 18,991,281,292 | 83,185,923,786 | 53,876,519,424 |
| 15 | Current income tax expense | 51 | VI. 30 | 1,460,797,301 | 3,272,840,645 | 11,347,075,171 | 7,723,193,280 |
| 16 | Deferred income tax expense | 52 | VI. 30 | 0 | 0 |  | 0 |
| 17 | Profit after tax ( $60=50-51$ ) | 60 |  | 12,213,794,692 | 15,718,440,647 | 71,838,848,615 | 46,153,326,144 |
| 18 | Profit after tax of minority interest | 61 |  | 109,001,024 |  | 109,001,024 |  |
| 19 | Profit after tax of the parent company's shareholders | 62 |  | 12,104,793,668 |  | 71,729,847,591 | 46,153,326,144 |
| 20 | EPS (VND/share) | 70 |  | 1,101 |  | 6,629 | 6,625 |

## CASH FLOWS STATEMENT (consolidated)

## Quarter IV - 2008 (Direct method)

| Items | Code | 9 months |  | Accum. from beginning of year to the end of period |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | This year | Last year | This year | Last year |
| 1 | 2 | 6 | 7 | 8 | 9 |
| I. CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |  |
| 1. Cash received from sale or services and other revenue | 01 | 3,527,251,129,445 | 2,103,829,486,445 | 4,576,700,447,290 | 3,232,438,429,064 |
| 2. Cash paid for supplier | 02 | 3,401,909,081,826 | 2,092,387,357,485 | 4,221,828,570,750 | 3,148,461,528,979 |
| 3. Cash paid for employee | 03 | 10,642,790,438 | 4,638,786,901 | 15,218,811,628 | 6,762,844,726 |
| 4. Cash paid for interest | 04 | 22,331,119,469 | 12,694,728,964 | 26,220,881,589 | 17,476,592,446 |
| 5. Cash paid for corporate income tax | 05 | 10,000,014,100 | 2,460,225,000 | 12,110,713,297 | 4,286,921,106 |
| 6. Other receivables | 06 | 11,785,645,359 | 25,222,909,332 | 15,718,900,693 | 28,065,052,590 |
| 7. Other payables | 07 | 73,379,989,586 | 82,381,313,429 | 83,010,192,989 | 115,618,999,451 |
| Net cash provided by (used in) operating activities | 20 | 20,773,779,385 | $(65,510,016,002)$ | 234,030,177,730 | (32,103,405,054) |
| II. CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  |  |  |
| 1. Cash paid for purchase of capital assets and other long-term assets | 21 | 19,321,929,819 | 2,869,864,556 | 36,561,498,321 | 4,545,096,466 |
| 2. Cash received from liquidation or disposal of capital assets and other long-term asset | 22 | 0 | 0 | 0 | 0 |
| 3. Cash paid for lending or purchase debt tools of other companies | 23 | 0 | 0 | 0 | 1,000,000,000 |
| 4. Withdrawal of lending or resale debt tools of other companies | 24 | 0 | 0 | 0 | 0 |
| 5. Cash paid for joining capital in other companies | 25 | 33,649,763,459 | 77,689,173,119 | 48,333,663,459 | 106,817,078,319 |
| a. Purchased securities |  | 5,482,358,000 | 60,404,033,000 | 6,927,258,000 | 82,531,938,200 |
| b. Paid for deposits |  | 15,500,000,000 | 15,000,000,000 | 15,500,000,000 | 22,000,000,000 |
| c. Joined capital |  | 7,550,200,000 | 250,000,000 | 20,654,200,000 | 250,000,000 |
| d. Financed capital |  | 5,117,205,459 | 2,035,140,119 | 5,252,205,459 | 2,035,140,119 |
| 6. Withdrawal of capital in other companies | 26 | 7,392,287,856 | 35,381,095,600 | 16,492,287,856 | 35,854,095,600 |
| a. Collateral deposit |  | 6,765,387,856 | 32,556,750,000 | 15,765,387,856 | 32,556,750,000 |
| b. Deposit to auction securities |  | 564,000,000 | 2,674,345,600 | 564,000,000 | 3,147,345,600 |
| c. Financed capital |  | 62,900,000 | 150,000,000 | 162,900,000 | 150,000,000 |
| 7. Cash received from interest, dividend and distributed profit | 27 | 6,982,175,767 | 5,627,860,000 | 10,532,135,311 | 6,429,141,882 |
| a. Interest from deposit |  | 6,275,755,000 | 5,340,800,000 | 7,078,099,444 | 6,116,000,000 |
| b. Dividend |  | 706,420,767 | 287,060,000 | 3,454,035,867 | 313,141,882 |
| Net cash used in investing activities | 30 | (38,597,229,655) | (39,550,082,075) | (57,870,738,613) | (70,078,937,303) |
| III. CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |  |  |  |
| 1. Cash received from issuing stock, other owners' equity | 31 | 10,849,099,688 | 32,022,089,280 | 11,878,763,283 | 100,422,664,889 |
| a. Interest from cash in bank |  | 1,023,058,229 | 214,177,004 | 1,251,010,824 | 484,057,013 |
| b. Interest from deposit |  | 5,050,991,459 | 2,010,147,858 | 5,050,991,459 | 2,010,147,858 |
| c. Income from stock trading |  | 4,775,050,000 | 29,797,764,418 | 5,576,761,000 | 30,502,084,418 |
| d. Cash from issuing stock, surplus |  | 0 | 0 | 0 | 67,426,375,600 |
| 2. Cash paid for owners equity, repurchase issued stock | 32 | 42,419,000 | 0 | 42,419,000 | 0 |
| a. Purchased securities |  | 42,419,000 | 0 | 42,419,000 | 0 |
| 3. Cash received from long-term and short-term borrowings | 33 | 648,843,142,325 | 354,606,412,863 | 717,387,783,325 | 524,911,700,828 |
| 4. Cash paid for principal debt | 34 | 667,236,259,802 | 279,189,430,981 | 764,414,167,530 | 482,332,019,781 |


| a. Payment for principal debt |  | $667,236,259,802$ | $279,189,430,981$ | $764,414,167,530$ | $482,332,019,781$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| b. Payment for deposit |  | 0 | 0 | 0 | 0 |
| 5. Cash paid for financial lease debt | 35 | 0 | 0 | 0 | 0 |
| 6. Dividend, profit paid for owners | 36 | $14,287,076,700$ | $4,800,000,000$ | $18,683,100,700$ | $4,800,000,000$ |
| Net cash (used in) provided by financing activities | $\mathbf{4 0}$ | $(\mathbf{2 1 , 8 7 3 , 5 1 3 , 4 8 9 )}$ | $\mathbf{1 0 2 , 6 3 9 , 0 7 1 , 1 6 2}$ | $\mathbf{( 5 3 , 8 7 3 , 1 4 0 , 6 2 2 )}$ | $\mathbf{1 3 8 , 2 0 2 , 3 4 5 , 9 3 6}$ |
| Net cash during the period (20+30+40) | $\mathbf{5 0}$ | $(\mathbf{3 9 , 6 9 6 , 9 6 3 , 7 5 9 )}$ | $(\mathbf{2 , 4 2 1 , 0 2 6 , 9 1 5 )}$ | $\mathbf{1 2 2 , 2 8 6 , 2 9 8 , 4 9 5}$ | $\mathbf{3 6 , 0 2 0 , 0 0 3 , 5 7 9}$ |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR | $\mathbf{6 0}$ | $\mathbf{5 8 , 1 2 3 , 3 2 4 , 3 6 3}$ | $\mathbf{2 2 , 1 1 5 , 0 6 8 , 3 8 3}$ | $\mathbf{5 8 , 1 2 3 , 3 2 4 , 3 6 3}$ | $\mathbf{2 2 , 1 1 5 , 0 6 8 , 3 8 3}$ |
| Influence of foreign exchange FLUCTUATION | 61 | $203,366,924$ | 0 | $479,623,629$ | $(11,747,599)$ |
| CASH AND CASH EQUIVALENTS AT END OF YEAR $(\mathbf{5 0 + 6 0 + 6 1 )}$ | $\mathbf{7 0}$ | $18,629,727,528$ | $19,694,041,468$ | $\mathbf{1 8 0 , 8 8 9 , 2 4 6 , 4 8 7}$ | $\mathbf{5 8 , 1 2 3 , 3 2 4 , 3 6 3}$ |

