## HANOI P \& T CONSTRUCTION \& INSTALATION J.S. COMPANY

 Add: 51 Vu Trong Phung Str., Thanh Xuan Dist., Ha No
## BALANCE SHEET

Quarter 4/ 2009
As of Dec. 31st, 2009
Unit: VND

| Assets | Code | EXP | Beginning Balance | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| 1 | 2 | 3 |  | 5 |
|  |  |  |  |  |
| A. CURRENT ASSETS ( $100=110+120+130+140+150)$ | 100 |  | 215.440.953.021 | 228.027.548.886 |
| I. Cash and cash equivalents | 110,00 |  | 32.326.759.796 | 24.124.465.172 |
| 1. Cash | 111 | V. 01 | 5.126.759.796 | 2.610.590.033 |
| 2. Cash equivalents | 112 |  | 27.200.000.000 | 21.513.875.139 |
| II. Short-term financial investments | 120 | V. 02 | 294.290.800 | 8.026.538.725 |
| 1. Short-term investments | 121 |  | 850.919.932 | 8.452.806.955 |
| 2. Provision for devaluation of short-term security | 129 |  | (556.629.132) | (426.268.230) |
| III. Receivables | 130 |  | 160.424.533.279 | 176.443.695.596 |
| 1. Trade accounts receivable | 131 |  | 76.812.867.131 | 82.661.266.820 |
| 2. Advances to supplier | 132 |  | 4.813.502.339 | 3.043.441.658 |
| 3. Short-term internal receivables | 133 |  |  |  |
| 4. Receivable in accordance with contracts in progress | 134 |  |  |  |
| 5. Other receivables | 135 | V. 03 | 79.144.043.077 | 91.084.866.386 |
| 6. Provision for short-term bad receivables | 139 |  | (345.879.268) | (345.879.268) |
| IV. Inventories | 140 |  | 20.444.710.018 | 16.938.718.875 |
| 1. Inventories | 141 | V. 04 | 20.484.440.638 | 16.978.449.495 |
| 2. Provision for devaluation of inventories | 149 |  | (39.730.620) | (39.730.620) |
| V. Other current assets | 150 |  | 1.950.659.128 | 2.494.130.518 |
| 1. Short-term prepaid expenses | 151 |  |  |  |
| 2. VAT deductible | 152 |  | - |  |
| 3. Tax and accounts receivable from State budget | 154 | V. 05 |  |  |
| 5. Other current assets | 158 |  | 1.950.659.128 | 2.494.130.518 |
|  |  |  |  |  |
| B. LONG-TERM ASSETS ( $200=\mathbf{2 1 0 + 2 2 0 + 2 4 0 + 2 5 0 + 2 6 0 ) ~}$ | 200 |  | 50.536.405.379 | 43.021.415.227 |
| 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 |  | 20.993.091.756 | 22.131.099.177 |
| 1. Tangible fixed assets | 221 | V. 08 | 6.728.842.876 | 10.776.549.233 |
| - Historical cost | 222 |  | 14.845.494.494 | 19.435.838.429 |
| - Accumulated depreciation | 223 |  | (8.116.651.618) | (8.659.289.196) |
| 2. Finance leases fixed assets | 224 | V. 09 |  |  |
| - Historical cost | 225 |  | - |  |
| - Accumulated depreciation | 226 |  | - |  |
| 3. Intangible fixed assets | 227 | V. 10 | 11.158.912.801 | 11.255.425.944 |
| - Historical cost | 228 |  | 12.372.573.185 | 12.771.673.185 |
| - Accumulated depreciation | 229 |  | (1.213.660.384) | (1.516.247.241) |
| 4. Construction in progress expenses | 230 | V. 11 | 3.105.336.079 | 99.124.000 |
| III. Property Investment | 240 | V. 12 | 12.157.615.347 | 11.903.912.503 |
| - Historical cost | 241 |  | 12.685.142.283 | 12.685.142.283 |
| - Accumulated depreciation | 242 |  | (527.526.936) | (781.229.780) |


| Assets | Code | EXP | Beginning Balance | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| 1 | 2 | 3 | 4 | 5 |
| IV. Long-term financial investments | 250 |  | 17.332.299.110 | 8.876.185.110 |
| 1. Investment in subsidiary company | 251 |  |  |  |
| 2. Investment in joint venture | 252 |  | - |  |
| 3. Other long-term investments | 258 | V. 13 | 17.332.299.110 | 8.876.185.110 |
| 4. Provision for devaluation of long-term finance | 259 |  |  |  |
| V. Other long-term assets | 260 |  | 53.399.166 | 110.218.437 |
| 1. Long-term prepaid expenses | 261 | V. 14 | 53.399.166 | 110.218.437 |
| 2. Deferred income tax assets | 262 | V. 21 | - |  |
| 3. Others | 268 |  |  |  |
|  |  |  |  |  |
| TOTAL ASSETS (270=100+200) | 270 |  | 265.977.358.400 | 271.048.964.113 |


| CAPITAL SOURCE | Code | EXP | Beginning Balance | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| A. LIABILITIES (300=310+330) | 300 |  | 107.642.156.737 | 114.432.885.457 |
| I. Current liabilities | 310 |  | 106.733.724.350 | 113.715.778.169 |
| 1. Short-term borrowing and debts | 311 | V. 15 | 400.000.000 | 1.668.145.766 |
| 2. Trade accounts payable | 312 |  | 16.825.247.238 | 17.992.195.545 |
| 3. Advances from customers | 313 |  | 8.445.950.166 | 6.577.130.772 |
| 4. Taxes and liabilities to State budget | 314 | V. 16 | 6.310.853.886 | 9.111 .860 .213 |
| 5. Payable to employees | 315 |  | 42.562.833.742 | 50.072.286.282 |
| 6. Payable expenses | 316 | V. 17 | 13.289.411.538 | 17.257.338.547 |
| 7. Accounts payable-Affiliate | 317 |  |  |  |
| 8. Payable in accordance with contracts in progress | 318 |  |  |  |
| 9. Other short-term payables | 319 |  | 18.899.427.780 | 11.036.821.044 |
| 10. Provision for current liabilities | 32 O |  |  |  |
| II. Long-term liabilities | 330 |  | 908.432.387 | 717.107.288 |
| 1. Long-term accounts payable-Trade | 331 |  |  |  |
| 2. Long-term accounts payable-Affiliate | 332 | V. 19 |  |  |
| 3. Other long-term payables | 333 |  | 526.000.900 | 364.893.059 |
| 4. Long-term borrowing and debts | 334 | V. 20 |  |  |
| 5. Deferred income tax | 335 | V. 21 |  |  |
| 6. Provision for unemployment benefit | 336 |  | 382.431.487 | 352.214 .229 |
| 7. Provision for long-term liabilities | 337 |  |  |  |
|  |  |  |  |  |
| B. OWNER'S EQUITY ( $400=410+430$ ) | 400 |  | 158.335.201.663 | 156.616.078.656 |
| I. Capital sources and funds | 410 | V. 22 | 155.018.123.794 | 153.622.899.060 |
| 1. Paid-in capital | 411 |  | 59.919.060.000 | 80.000.000.000 |
| 2. Capital surplus | 412 |  | 74.905.327.450 | 57.131.343.889 |
| 3. Other capital of owner | 413 |  |  |  |
| 4. Treasury stock | 414 |  | (1.083.278.891) |  |
| 5. Assets revaluation difference | 415 |  |  |  |
| 6. Foreign exchange difference | 416 |  |  |  |
| 7. Investment and development funds | 417 |  | 5.808.376.752 | 7.827.734.509 |
| 8. Financial reserve fund | 418 |  | 2.884.219.925 | 3.005.058.654 |
| 9. Other fund belong to owner's equity | 419 |  |  |  |
| 10. Retained profit | 42 O |  | 12.584.418.558 | 5.658.762.008 |
| 11. Capital for construction work | 421 |  |  |  |
| II. Budget sources | 430 |  | 3.317.077.869 | 2.993.179.596 |
| 1. Bonus and welfare funds | 431 |  | 3.317.077.869 | 2.993.179.596 |
| 2. Budgets | 432 | V. 23 |  |  |
| 3. Budget for fixed asset | 433 |  |  |  |
|  |  |  |  |  |
| TOTAL RESOURCES ( $440=\mathbf{3 0 0}+\mathbf{4 0 0}$ ) | 440 |  | 265.977.358.400 | 271.048.964.113 |

INCOME STATEMENT
As at Dec. 31st, 2009
Quarter 4/ 2009

| Items | Code | EXP | Quarter 4 |  | Accumulation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Current year | Previous year | Current year | Previous year |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|  |  |  |  |  |  |  |
| 1. Revenue of sales and services | 01 | VI. 25 | 48.697.950.304 | 29.851.810.243 | 84.911.869.072 | 113.155.770.660 |
| 2. Deductions | 02 |  | 0 | 0 | 0 | 0 |
| 3. Net sales and services ( $\mathbf{1 0}=\mathbf{0 1 - 0 2}$ ) | 10 |  | 48.697.950.304 | 29.851.810.243 | 84.911.869.072 | 113.155.770.660 |
| 4. Cost of goods sold | 11 | VI. 27 | 44.069.953.266 | 26.582.073.575 | 71.936.667.356 | 96.792.001.572 |
| 5. Gross profit ( $20=10-11$ ) | 20 |  | 4.627.997.038 | 3.269.736.668 | 12.975.201.716 | 16.363.769.088 |
| 6. Financial Income | 21 | VI. 26 | 1.155.631.078 | 1.047.452.922 | 4.467.628.608 | 4.083.574.854 |
| 7. Financial Expenses | 22 | VI. 28 | 430.792.131 | 216.795.312 | 456.971.689 | 772.570 .899 |
| - Include: Interest expense | 23 |  | 0 | 0 | 0 | 253.354.544 |
| 8. Selling expenses | 24 |  | 0 | 0 | 7.674 .834 | 0 |
| 9. General and Administrative Expenses | 25 |  | 2.317.811.709 | 1.743.369.607 | 6.275.181.338 | 5.425.994.001 |
| 10. Net operating profit $\mathbf{3 0}=\mathbf{2 0}+(\mathbf{2 1 - 2 2 )} \mathbf{- ( 2 4 + 2 5 )}$ | 30 |  | 3.035.024.276 | 2.357.024.671 | 10.703.002.463 | 14.248.779.042 |
| 11. Other income | 31 |  | 36.296 .400 | 2.565.714.614 | 225.705.276 | 2.566.331.583 |
| 12. Other expenses | 32 |  | 872.166 | 7.030.224 | 2.992.396 | 11.915 .112 |
| 13. Other profit (40=31-32) | 40 |  | 35.424.234 | 2.558.684.390 | 222.712.880 | 2.554.416.471 |
| 14. Profit before tax ( $50=30+40$ ) | 50 |  | 3.070.448.510 | 4.915.709.061 | 10.925.715.343 | 16.803.195.513 |
| 15. Current corporate income tax expenses | 51 | VI. 30 | 472.997.089 | 1.046.815.111 | 1.548.109.735 | 4.079.176.955 |
| 16. Deferred corporate income tax expenses | 52 | VI. 30 | 0 | 0 | 0 | 0 |
| 17. Profit after tax ( $60=50-51-52$ ) | 60 |  | 2.597.451.421 | 3.868.893.950 | 9.377.605.608 | 12.724.018.558 |
| 18. Earning per share (*) | 70 |  | 325 | 648 | 1.403 | 2.136 |

## CASH FLOW STATEMENT

Quarter 4/ 2009

|  |  | Unit: VND |  |
| :---: | :---: | :---: | :---: |
| Items | Code | Accumulation |  |
|  |  | Current year | Previous year |
| 1. CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |
|  |  |  |  |  |
| 1. Cash received from sale or services and other revenue | 01 | 109.263.910.234 | 111.678.206.924 |
| 2. Cash paid for supplier | 02 | (22.971.902.505) | (27.234.269.228) |
| 3. Cash paid for employee | 03 | (5.146.555.709) | (7.051.837.066) |
| 4. Cash paid for interest | 04 | (68.525.359) | (253.354.544) |
| 5. Cash paid for corporate income tax | 05 | (48.574.630) | (3.332.772.607) |
| 6. Other receivables | 06 | 17.409.839.915 | 47.677.266.508 |
| 7. Other payables | 07 | (99.935.777.670) | (122.479.167.321) |
| Net cash provided by (used in) operating activities | 20 | (1.497.585.724) | (995.927.334) |
|  |  |  |  |
| II. CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  |
| 1. Cash paid for purchase of capital assets and other long-term assets | 21 | (12.682.209) | (283.110.605) |
| 2. Cash received from liquidation or disposal of capital assets and other long-term | 22 |  |  |
| 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 | (60.000.000) |  |
| 6. Withdrawal of capital in other companies | 26 |  |  |
| 7. Cash received from interest, dividend and distributed profit | 27 | 4.220.056.970 | 4.035.858.105 |
| Net cash used in investing activities | 30 | 4.147.374.761 | 3.752.747.500 |
|  |  |  |  |
| III. CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |  |
| 1. Cash received from issuing stock, other owners' equity | 31 | 191.996.439 |  |
| 2. Cash paid to owners equity, repurchase issued stock | 32 |  |  |
| 3. Cash received from long-term and short-term borrowings | 33 |  |  |
| 4. Cash paid to principal debt | 34 | 156.000.000 | (8.231.753.193) |
| 5. Cash paid to financial lease debt | 35 |  |  |
| 6. Dividend, profit paid for owners | 36 | (11.200.080.100) | (3.011.249.500) |
| Net cash (used in) provided by financing activities | 40 | (10.852.083.661) | (11.243.002.693) |
|  |  |  |  |
| Net cash during the period ( $20+30+40$ ) | 50 | (8.202.294.624) | (8.486.182.527) |
|  |  |  |  |
| Cash and cash equivalents at beginning of year | 60 | 32.326.759.796 | 40.812.942.323 |
| Influence of foreign exchange fluctuation | 61 |  |  |
| Cash and cash equivalents at end of year ( $50+60+61$ ) | 70 | 24.124.465.172 | 32.326.759.796 |

