## BALANCE SHEET

Quarter 1/2010
Unit: VND

| ASSETS | Code | Note | Ending Balance | Beginning Balance |
| :---: | :---: | :---: | :---: | :---: |
| A. SHORT-TERM ASSETS ( $100=110+120+130+140+150$ ) | 100 |  | 4,819,752,913,544 | 5,099,163,183,691 |
| I. Cash and cash equivalents | 110 |  | 1,233,330,081,130 | 1,383,302,959,936 |
| 1. Cash | 111 | V. 01 | 41,330,081,130 | 24,102,959,936 |
| 2.-Cash equivalents | 112 |  | 1,192,000,000,000 | 1,359,200,000,000 |
| II. Short-term financial investments | 120 | V. 02 | $\mathbf{2 , 0 9 0 , 0 0 0 , 0 0 0 , 0 0 0}$ | $\mathbf{2 , 2 0 5 , 0 0 0 , 0 0 0 , 0 0 0}$ |
| 1. Short-term investments | 121 |  | 2,090,000,000,000 | 2,205,000,000,000 |
| 2. Provision for devaluation of short-term security investments | 129 |  |  | - |
| III. Receivables | 130 |  | 858,362,675,201 | 876,954,166,119 |
| 1. Trade accounts receivables | 131 |  | 847,948,530,299 | 867,117,307,022 |
| 2. Advances to suppliers | 132 |  | 10,217,640,509 | 9,803,833,558 |
| 3. Short-term internal receivables | 133 |  | - | - - |
| 4. Receivable in accordance with contracts in progress | 134 |  | ------------ |  |
| 5. Other receivables | 135 | V.------ | 196,----------304 | 33,----------7 |
| 6. Provision for short-term bad receivables | 139 |  | - | - |
| IV.Inventories | 140 |  | 636,035,-950,863------1-1 | 601,820,401,413 |
| 1. Inventories | 141 | V. 04 | 753,867,813,227 | 719,652,863,777 |
| 2. Provision for devaluation of inventories | 149 |  | (117,832,462,364) | (117,832,462,364) |
| V. Other short-term assets | 150 |  | 2,024,806,350 | 32,085,656,223 |
| 1. Short-term prepaid expenses | 151 |  | ----------- |  |
| 2. VAT deductible | 152 |  | -------------- |  |
| 3. Tax and accounts receivable from State budget | 154 | V. 05 | 301,661,537 | 30,503,745,710 |
| 4. Other short-term assets | 158 |  | 1,723,144,813 | 1,581,910,513 |
| B. LONG-TERMASSETS (200=210+20+240+250+260) | 200 |  | 6,486,467,045,275 | 6,644,679,613,900 |
| I. Long-term receivables | 210 |  | 6----------------- |  |
| 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 |  | 4,233,833,667,475 | 4,452,376,164,947 |
| 1. Tangible fixed assets | 221 | V. 08 | 4,007,285,738,852 | 4,230,318,936,946 |
| - Historical cost | 222 |  | 13,266,751,944,639 | 13,266,503,453,950 |
| - Accumulated deprec-------------1ion | 223 |  | (9,259,466,205,787) | (9,036,184,517,004) |
| 2. Finance leases fixed assets | 224 | V. 09 | - | - |
| - Historical cost | 225 |  | - | - |
| - Accumulated depreciation | 226 |  | ------------------- | ------------------ |
| 3. Intangible fixed assets | 227 | V. 10 | 36,862,599,806 | 38,299,406,924 |
| - Historical cost | 228 |  | 57,274,433,766 | 57,274,433,766 |
| - Accumulated depreciation | 229 |  | (20,411,-833,960) | (18,975,026,842) |
| 4. Construction in progress expenses | 230 | V. 11 | 189,685,328,817 | 183,757,821,077 |
| III. Property investment | 240 | V. 12 | ------------------- | ------------------- |
| - Historical cost | 241 |  | - | - |
| - Accumulated depreciation (*) | 242 |  | ----------------------1-1 | ------------------------ |
| IV. Long-term financial investments | 250 |  | 1,931,150,447,100 | 1,869,919,462,500 |
| 1. Investment in subsidiaries | 251 |  | --31------------100 |  |
| 2. Investment in joint-venture | 252 |  | - | - |
| 3. Other long-term investments | 258 | V.-13 | 1,968,938,447,---------100 | 1,907,707,462,500 |
| 4. Provision for devaluation of long-term finance investment | 259 |  | (37,788,000,000) | (37,788,000,000) |
| V.Other long-term assets | 260 |  | 321,482,930,700 | 322,383,986,453 |
| 1. Long-term prepaid expenses | 261 | V. 14 | 229,875,583 | 1,130,931,336 |
| 2. Deferred income tax assets | 262 | V. 21 | 321,253,055,117 | 321,253,055,117 |
| 3. Others | 268 |  | ------------------- | ------------------- |
| TOTAL ASSETS (270=100+200) | 270 |  | 11,306,219,958,819 | 11,743,842,797,591 |
|  |  |  |  |  |


| CAPITAL SOURCE | Code | Note | Beginning Balance | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| A. LIABILITIES (300 $=\mathbf{3 1 0}+330$ ) | 300 |  | 7,202,999,485,621 | 7,426,842,696,286 |
| I. Short-term liabilities | 310 |  | 866,618,767,363 | 904,117,838,832 |
| 1. Short-term borrowing and debts | 311 | V. 15 | 372,648,174,393 | 372,648,174,393 |
| 2. Trade accounts payable | 312 |  | 152,108,592,751 | 152,237,384,753 |
| 3. Advances from customers | 313 |  | 48,713,173 | 36,713,165 |
| 4. Taxes and liabilities to State budget | 315 | V. 16 | 19,761,831,956 | 17,858,675,499 |
| 5. Payable to employees | 315 |  | 18,110,021,436 | 41,134,379,796 |
| 6. Payable expenses | 316 | V. 17 | 267,494,699,194 | 222,827,534,885 |
| 7. Accounts payables-Affiliate | 317 |  | - | - |
| 8. Payable in accordance with contracts in progress | 318 |  | - | - |
| 9. Other short-term payables | 319 | V. 18 | 11,777,372,015 | 94,607,356,646 |
| 10. Provision for short-term liabilities | 320 |  | - | ------------------ |
| 11. Bonus and welfare fund | 323 |  | 24,669,362,445 | 2,767,619,695 |
| II. Long-term liabilities | 330 |  | 6,336,380,718,258 | 6,522,724,857,454 |
| 1.Long-term accounts payables--------------10-- | 331 |  | ------------------- |  |
| 2. Long-term accounts payables-Affiliate | 332 | V. 19 | - | - |
| 3. Other long-term payables | 333 |  | - | - |
| 4. Long-term borrowing and debts | 334 | V. 20 | 6,335,018,964,858 | 6,521,343,052,054 |
| 5. Deferred income tax | 335 | V. 21 |  |  |
| 6. Provision for unemployment allowance | 336 |  | 1,361,753,400 | 1,381,-805,400 |
| 7. Provision for long-term liabilities | 337 |  | 1----------- |  |
| B. OWNER'S EQUITY ( $400=410+430$ ) | 400 |  | 4,103,220,473,198 | 4,317,000,101,305 |
| I. Capital sources and funds | 410 | V.22 | 4,103,220,473,198 | 4,317,000,101,305 |
| 1. Paid-in capital | 411 |  | 3,262,350,000,000 | 3,262,350,000,000 |
| 2. Capital surplus | 412 |  |  |  |
| 3. Other capital of owner | 413 |  | - | - |
| 4. Treasury stock | 414 |  | (65,004,299,580) | (65,004,299,580) |
| 5. Assets revaluation difference | 415 |  | -------------- | ---------------- |
| 6. Foreign exchange difference | 416 |  | - | - |
| 7. Investment and development fund | 417 |  | 309,600,000,000 | 309,600,000,000 |
| 8. Financial reserve fund | 418 |  | 52,500,000,000 | 52,500,000,000 |
| 9. Other fund belong to owner's equity | 419 |  | ------------------------------ | ------------------ |
| 10. Retained profit | 420 |  | 543,774,772,778 | 757,554,400,885 |
| 11.-Capital for construction work | 421 |  | ----------------- | ----------------- |
| II. Budget sources | 430 |  | - | - |
| 1. Bonus and welfare fund | 431 |  |  |  |
| 2. Budgets | 432 | V. 23 | - | - |
| 3. Budget for fixed asset | 433 |  | 0 | 0 |
| TOTAL RESOURCES (430=300+400) | 440 |  | 11,306,219,958,819 | 11,743,842,797,591 |

## OFF BALANCE SHEET ITEMS

| Items | Code | Note | Beginning Balance | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
| 1. Operating lease assets |  | 24 | 0 | 0 |
| 2. Goods held under trust or for processing |  |  | 14,991,076,315 | 16,012,282,370 |
| 3. Goods received on consignment for sale |  |  | 0 | 0 |
| 3.1 Telecom terminal equipment received on consignment for sale |  |  | 0 | 0 |
| 3.2 Others received on consignment for sale |  |  | 0 | 0 |
| 4. Bad debts written off |  |  | 107,261,329 | 107,261,329 |
| 5. Foreign currencies |  |  | 0 |  |
| 6. Subsidies of state budget |  |  | 0 | 0 |

## INCOME STATEMENT

Quarter 1 / 2010
Unit: VND

| Items | Code | Note | Quarter 1 |  | Accumulation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Current year | Previous year | Current year | Previous year |
| 1 | 2 | 3 |  |  | 4 | 5 |
| 1. Sales | 01 | VI. 25 | 1,082,628,129,778 | 1,094,283,585,707 | 1,082,628,129,778 | 1,094,283,585,707 |
| 2. Deductions | 02 |  | 0 | 0 | 0 | 0 |
| 3. Net sales and services $(10=01-02)$ | 10 |  | 1,082,628,129,778 | 1,094,-283,-585,707 | 1,082,628,129,778 | 1,094,-283,585,707 |
| 4. Cost of sales | 11 | VI.27 | 900,551,299,232 | 787,961,775,992 | 900,551,299,232 | 787,961,775,992 |
| 5. Gross profit (20=10-11) | 20 |  | 182,076,830,546 | 306,321,809,715 | 182,076,830,546 | 306,321,809,715 |
| 6. Financial income | 21 | VI. 26 | 135,361,575,188 | 35,437,896,280 | 135,361,575,188 | 35,437,896,280 |
| 7. Financial expenses | 22 | VI. 28 | 63,175,019,456 | 38,524,408,655 | 63,175,019,456 | 38,524,408,655 |
| --In which: Interest expense | 23 |  | 48,948,895,296 | 38,524,408,655 | 48,948,895,296 | 38,524,408,655 |
| 8. Selling expenses | 24 |  | 0 | 0 | 0 | 0 |
| 9. General \& administrative expenses | 25 |  | 19,026,824,350 | 18,827,952,548 | 19,026,824,350 | 18,827,952,548 |
| 10.Net operating profit [ $30=20+(21-22)-(24+25)]$ | 30 |  | 235,236,561,928 | 284,407,344,792 | 235,236,561,928 | 284,407,344,792 |
| 11. Other income | 31 |  | 729,264,830 | $729,449,739$ | 729,264,830 | $729,449,739$ |
| 12.-other expenses | 32 |  | 1,357,833,892 | 872,921,871 | 1,357,833,892 | 872,921,871 |
| 13. Other profit (40=31-32) | 40 |  | (628,569,062) | (143,472,132) | (628,569,062) | (143,472,132) |
| 14. Profit before tax $(50=30+40)$ | 50 |  | 234,607,992,866 | 284,263,872,660 | 234,607,992,866 | 284,263,872,660 |
| 15. Current corporate income tax expenses | 51 | VI. 30 | 30,202,084,----------13 |  | 30,202,-084,-173 |  |
| 16. Deferred corporate income tax expenses | 52 | VI. 30 |  |  |  |  |
| 17.Profit after tax (60=50-51-52) | 60 |  | 204,405,908,693 | 284,263,872,660 | 204,405,908,693 | 284,263,872,660 |
|  |  |  |  |  |  |  |

CASH FLOW STATEMENT
Quarter 1/ 2010 (Indirect method)
Unit: VND

| Items | Code | Note | Accumulation |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Current year | Previous year |
| I. CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| 1. Profit before tax | 1 |  | 234,607,992,866 | 284,263,872,662 |
| 2. Adjustment in accounts |  |  | 138,283,417,759 | 241,985,832,183 |
| Fixed assets depreciation | 2 |  | 224,696,097,651 | 226,551,983,686 |
| Provisions | 3 |  |  |  |
| Unrealized foreign exchange difference loss/gain | 4 |  |  |  |
| Loss/gain from investment | 5 |  | (135,361,575,188) | (23,090,560, 158) |
| Interest expenses | 6 |  | 48,948,895,296 | 38,524,408,655 |
| 3. Operating profit before the changes of current capital | 8 |  | 372,891,410,625 | 526,249,704,845 |
| Changes in accounts receivables | 9 |  | 40,664,227,171 | 93,149,353,981 |
| Changes in inventories | 10 |  | (34,214,949,450) | 11,964,863,483 |
| Changes in trade payables (exclude loan interest payable, corporation tax payable) | 11 |  | (11,486,565,285) | 57,648,623,486 |
| Changes in prepaid expenses | 12 |  | 901,055,753 | 1,152,532,302 |
| Paid interest | 13 |  | (96,001,352,534) |  |
| Paid corporate income tax | 14 |  |  |  |
| Other receivables | 15 |  | 33,083,000 | 5,800,000 |
| Other payables | 16 |  | (6,108,942,000) | (4,413,757,113) |
| Net cash provided by (used in) operating activities | 20 |  | 266,677,967,280 | 685,757,120,984 |
|  |  |  |  |  |
| II. CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  |  |
| 1. Cash paid for purchase of capital assets and other long-term assets | 21 |  | (7,037,790,125) | (23,252,246,852) |
| 2. Cash received from liquidation or disposal of capital assets and other long-term assets | 22 |  |  |  |
| 3. Cash paid for lending or purchase debt tools of other companies | 23 |  | (2,309,230,984,600) | (1,150,000,000,000) |
| 4. Withdrawal of lending or resale debt tools of other companies | 24 |  | 2,363,000,000,000 | 955,000,000,000 |
| 5. Cash paid for joining capital in other companies | 25 |  |  |  |
| 6. Withdrawal of capital in other companies | 26 |  |  |  |
| 7. Cash received from interest, dividend and distributed profit | 27 |  | 113,147,604,635 | 88,507,504,874 |
| Net cash used in investing activities | 30 |  | 159,878,829,910 | (129,744,741,978) |
|  |  |  |  |  |
| 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 |  |  |  |
| 3. Cash received from long-term and short-term borrowings | 33 |  |  |  |
| 4. Cash paid to principal debt | 34 |  | (186,344,139,196) | (171,711,525,499) |
| 5. Cash paid to financial lease debt | 35 |  |  |  |
| 6. Dividend, profit paid for owners | 36 |  | (390,185,536,800) |  |
| Net cash (used in) provided by financing activities | 40 |  | (576,529,675,996) | (171,-11,525,499) |
|  |  |  |  |  |
| Net cash during the period ( $20+30+40$ ) | 50 |  | (149,972,878,806) | 384,300,853,507 |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR | 60 |  | 1,383,302,959,936 | 512,800,801,199 |
| Influence of foreign exchange fluctuation | 61 |  |  |  |
| CASH AND CASH EQUIVALENTS AT END OF YEAR ( $50+60+61$ ) | 70 |  | 1,233,330,081,130 | 897,101,654,706 |

