## BALANCE SHEET

Quarter 3/2010

| ASSETS | Code | Note | 01/01/2010 | 30/09/2010 |
| :---: | :---: | :---: | :---: | :---: |
| A. SHORT-TERM ASSETS ( $100=110+120+130+140+150$ ) | 100 |  | 270,194,300,030 | 333,457,223,533 |
| I. Cash and cash equivalents | 110 |  | 27,493,626,686 | 48,192,608,907 |
| 1. Cash | 111 |  | 20,993,626,686 | 48,192,608,907 |
| 2. Cash equivalents | 112 |  | 6,500,000,000 |  |
| II. Short-term financial investments | 120 |  | 67,390,245,000 | 65,954,000,000 |
| 1. Short-term investments | 121 |  | 67,390,245,000 | 65,954,000,000 |
|  | 129 |  |  |  |
| III. Receivables | 130 |  | 96,994,094,921 | 104,117,339,907 |
| 1. Trade accounts receivables | 131 |  | 77,226,881,567 | 92,361,458,469 |
| 2. Advances to suppliers | 132 |  | $9,339,922,816$ | $3,018,182,752$ |
| 3. Short-term internal receivables | 133 |  |  |  |
| 4. Receivable in accordance with contracts in progress | 134 |  |  |  |
| 5. Other receivables | 135 |  | 13,748,021,388 | 12,058,429,536 |
|  | 139 |  | (3,320,730,850) | (3,320,730,850) |
| IV.Inventories | 140 |  | 65,519,784,267 | $\mathbf{9 8 , 2 8 8 , 3 3 3 , 0 1 4}$ |
| 1. Inventories | 141 |  | 67,626,961,968 | 100,395,510,715 |
| 2. Provision for devaluation of inventories | 149 |  | (2,107,177,701) | (2,107,177,701) |
| V. Other short-term assets | 150 |  | 12,796,549,156 | 16,904,941,705 |
| 1. Short-term prepaid expenses | 151 |  | 22,795,410 | 1,653,252,059 |
| 2.VAT deductible | 152 |  | 9,437,652,741 | 13,785,145,493 |
| 3. Tax and accounts receivable from State budget | 154 |  | 114,048,153 | 494,846,153 |
| 4. Other short-term assets | 158 |  | 3,222,052,852 | 971,698,000 |
| B. LONG-TERM ASSETS ( $200=210+220+240+250+260)$ | 200 |  | 96,152,216,187 | 90,041,208,877 |
| I. Long-term receivables | 210 |  | ------------187-1 |  |
| 1. Long-term receivables from customers | 211 |  |  |  |
| 2. Capital receivable from subsidiaries | 212 |  |  |  |
| 3. Long-term inter-company receivables | 213 |  |  |  |
| 4.O-her long-term receivables | 218 |  |  |  |
| 5. Provision for long-term bad receivable---------1) | 219 |  |  |  |
| II. Fixed assets | 220 |  | 50,992,898,319 | 45,059,043,688 |
| 1. Tangible fixed assets | 221 |  | 50,992,898,319 | 45,059,043,688 |
| - Historical cost | 222 |  | 74,074,753,379 | $74,312,432,025$ |
| - Accumulated depreciation | 223 |  | (23,081,855,060) | (29,253,388,337) |
| 2. Finance leases fixed assets | 224 |  | -------------- | -------------- |
| - Historical cost | 225 |  |  |  |
| - Accumulated depreciation | 226 |  |  |  |
| 3. Intangible fixed assets | 227 |  |  |  |
| - Historical cost | 228 |  | 164,800,000 | 164,800,000 |
| - Accumulated depreciation | 229 |  | (164,800,000) | (164,800,000) |
| 4. Construction in progress expenses | 230 |  | ------------ | ------------ |
| III. Property investment | 240 |  | - | - |
|  | 241 |  | - | - |
| - Accumulated depreciation ${ }^{*}$ () | 242 |  | ----------------- | ------------------ |
| IV. Long-term financial investments | 250 |  | 45,109,945,964 | 44,-759,945,965 |
| 1. Investment in subsidiaries | 251 |  |  |  |
| 2. Investment in joint-venture | 252 |  | 20,212,407,-15 | 19,862,407,--16 |
| 3. Other long-term investments | 258 |  | 33,344,447,615 | 33,344,447,615 |
| 4. Provision for devaluation of long-term finance investment | 259 |  | (8,446,908,666) | (8,446,908,666) |
| V.Other long-term assets | 260 |  | 49,371,904 | $\mathbf{2 2 2 , 2 1 9 , 2 2 4}$ |
| 1. Long-term prepaid expenses | 261 |  | 16,887,904 | 189,735,224 |
| 2. Deferred income tax assets | 262 |  | 32,484,000 | 32,484,000 |
| 3. Others | 268 |  | ---------------- | ------------ |
| VI. Goodwill | 269 |  |  |  |
| TOTAL ASSETS | 270 |  | 366,346,516,217 | 423,498,432,410 |
|  |  |  |  |  |
| CAPITAL SOURCE | Code | Note | 01/01/2010 | 30/09/2010 |
| A. LIABILITIES (300= 310+330) | 300 |  | 40,110,574,327 | $82,870,340,963$ |
| I. Short-term liabilities | 310 |  | 37,800,598,490 | 80,444,241,380 |
| 1. Short-term borrowing and debts | 311 |  | $12,100,000,000$ | 45,287,933,640 |
| 2-Trade accounts payable | 312 |  | 7,242,432,157 | 19,254,006,834 |
| 3.-Advances from customers | 313 |  | 3,640,493,681 | ----------------------------- |
| 4. Taxes and liabilities to State budget | 314 |  | 4,953,942,643 | 8,995,809,401 |
| 5. Payable----------------109- | 315 |  | 2,849,735,825 | 3,573,215,309 |
| 6. Payable expenses | 316 |  | 1,947,272,599 | 3,210,355,601 |
| 7. Accounts payables | 317 |  |  |  |
| 8. Payable in accordance with contracts in progress | 318 |  |  |  |


| 9. Other short-term payables | 319 |  | 5,066,721,585 | 122,920,595 |
| :---: | :---: | :---: | :---: | :---: |
| 10. Provision for short-term liabilities | 320 |  |  |  |
| 11. Bonus and welfare fund | 323 |  | - | - |
| II. Long-term liabilities | 330 |  | 2,309,975,837 | 2,426,099,583 |
| 1. Long-term accounts payables-Trade | 331 |  |  |  |
| 2. Long-term accounts payables-Affiliate | 332 |  |  |  |
| 3. Other long-term payables | 333 |  | - |  |
| 4. Long-term borrowing and debts | 334 |  | - |  |
| 5. Deferred income tax | 335 |  |  |  |
| 6. Provision for unemployment allowance | 336 |  | 2,309,975,837 | 2,426,099,583 |
| 7. Provision for long-term liabilities | 337 |  | - | - |
| B. OWNER'S EQUITY ( $400=410+430)$ | 400 |  | 326,235,941,890 | 340,628,091,447 |
| I. Capital sources and funds | 410 |  | 326,235,941,890 | 340,628,091,447 |
| 1. Paid-in capital | 411 |  | 205,460,000,000 | 244,305,960,000 |
| 2. Capital surplus | 412 |  | 125,088,478,451 | 86,242,518,451 |
| 3. Other capital of owner | 413 |  |  |  |
| 4. Treasury stock | 414 |  | (10,285,954,920) | (22,218,210,829) |
| 5. Assets revaluation difference | 415 |  |  | - |
| 6. Foreign exchange difference | 416 |  | 2,254,791,200 | - |
| 7. Investment and development fund | 417 |  | - | - |
| 8. Financial reserve fund | 418 |  | - | - |
| 9. Other fund belong to owner's equity | 419 |  | - | - |
| 10. Retained profit | 420 |  | 3,718,627,159 | 32,297,823,825 |
| 11. Capital for construction work | 421 |  |  |  |
| II. Budget sources | 430 |  | - | - |
| 2. Budgets | 432 |  |  |  |
| 3. Budget for fixed asset | 433 |  |  |  |
| C. MINARITY INTEREST | 439 |  | - | - |
| TOTAL RESOURCES | 440 |  | 366,346,516,217 | 423,498,432,410 |

## INCOME STATEMENT

Quarter 32010

| Items | Code | Note | Quarter 3 |  | Accumulation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Current year | Previous year | Current year | Previous year |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 1. Sales | 01 |  | 115,329,623,025 | 92,829,662,806 | 301,188,226,689 | 300,903,996,941 |
| 2. Deductions | 02 |  | 926,307,092 | 205,078,200 | 1,016,707,712 | 383,868,624 |
| 3. Net sales and services | 10 |  | 114,403,315,933 | 92,624,584,606 | 300,171,518,977 | 300,520,128,317 |
| 4. Cost of goods sold | 11 |  | 100,089,005,690 | 74,971,823,843 | 252,329,269,333 | 248,897,231,420 |
| 5. Gross profit | 20 |  | 14,314,310,243 | 17,652,760,763 | 47,842,249,644 | 51,622,896,897 |
| 6. Financial income | 21 |  | 1,827,750,700 | 1,670,579,844 | 7,686,611,755 | 4,223,982,639 |
| 7. Financial expenses | 22 |  | 1,495,118,899 | 3,963,250,008 | 3,729,097,041 | 6,590,109,867 |
| Include: Interest expense | 23 |  | 186,763,304 | $703,436,900$ | 470,453,131 | 1,030,254,930 |
| 8. Selling expenses | 24 |  | 3,829,800,711 | 1,610,105,010 | 10,894,660,873 | 6,274,317,026 |
| 9. General \& administrative expenses | 25 |  | 3,394,629,288 | 5,185,657,547 | 10,173,007,657 | 19,839,772,953 |
| 10. Net operating profit | 30 |  | 7,422,512,045 | 8,564,328,042 | 30,732,095,828 | 23,142,679,690 |
| 11. Other income | 31 |  | 836,196,966 | 386,612,500 | 929,626,720 | 3,276,795,683 |
| 12. Other expenses | 32 |  | 249,516,031 | 400,697,769 | 298,204,498 | 1,738,032,192 |
| 13. Other profit | 40 |  | 586,680,935 | $(14,085,269)$ | 631,422,222 | 1,538,763,491 |
| 14. Profit or loss in joint venture | 45 |  |  |  |  |  |
| 15. Profit before tax (50=30+40) | 50 |  | 8,009,192,980 | 8,550,242,773 | 31,363,518,050 | 24,681,443,181 |
| 16. Current corporate income tax expenses | 51 |  | 865,430,665 | - | 3,986,225,205 | 1,030,296,489 |
| 17. Deferred corporate income tax expenses | 52 |  |  | - |  |  |
| 18. Profit after tax ( $60=50-51-52$ ) | 60 |  | 7,143,762,315 | 8,550,242,773 | 27,377,292,845 | 23,651,146,692 |
| 18.1 Profit after tax of minorities | 61 |  |  |  |  |  |
| 18.2 Profit after tax of the parent company's shareholders | 62 |  | 7,143,762,315 | 8,550,242,773 | 27,377,292,845 | 23,651,146,692 |
| 19. EPS (VND/share) | 70 |  | 312 | 416 | 1,195 | 1,189 |

CASH FLOW STATEMENT
Quarter 3/ 2010 (Direct method)

| Items | Code | Note | Accumulation |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 30/09/2009 | 30/09/2010 |
| 1 | 2 | 3 | 4 | 5 |
| I. CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| 1. Cash received from sale or services and other revenue | 01 |  | 341,661,665,669 | 279,580,462,870 |
| 2. Cash paid for supplier | 02 |  | (326,966,453,177) | (264,860,647,896) |
| 3. Cash paid for employee | 03 |  | (22,258,323,864) | (27,732,553,273) |
| 4. Cash paid for interest | 04 |  | (1,030,254,930) | (470,453,131) |
| 5. Cash paid for corporate income tax | 05 |  | ----------------- | (2,151,868,047) |
| 6. Other receivables | 06 |  | 23,533,534,885 | 30,356,469,933 |
| 7. Other payables | 07 |  | (40,428,939,280) | (21,056,863,672) |
| Net cash provided by (used in) operating activities | 20 |  | (25,488,770,697) | (6,335,453,216) |
|  |  |  |  |  |
|  |  |  |  |  |
| 1. Cash paid for purchase of capital assets and other long-term assets | 21 |  | (25,500,000,000) | (22,058,454,545) |
| 2. Cash received from liquidation or disposal of capital assets and other long-term asse | 22 |  | 18,846,169,940 | 332,000,000 |
| 3. Cash paid for lending or purchase debt tools of other companies | 23 |  | -------------- | (1,500,000,000) |
| 4. Withdrawal of lending or resale debt tools of other companies | 24 |  | 11,000,000,000 | 27,790,245,000 |
| 5. Cash paid for joining capital in other companies | 25 |  | - | ----------------- |
| 6. Withdrawal of capital in other companies | 26 |  | - | 350,000,000 |
| 7. Cash received from interest, dividend and distributed profit | 27 |  | - |  |
| Net cash used in investing activities | 30 |  | 4,346,169,-------10 | 4,913,790, $\mathbf{- 1 5 5}$ |
|  |  |  |  |  |
| 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 |  | (1,469,344,000) | (11,932,255,909) |
| 3. Cash received from long-term and short-term borrowings | 33 |  | 49,013,779,270 | 45,232,879,940 |
| 4. Cash paid to principal debt | 34 |  | (30,648,388,545) | (12,100,000,000) |
| 5. Cash paid to financial lease debt | 35 |  | ---------------------------- | - |
| 6. Dividend, profit paid for owners | 36 |  | (30,800,000) | -- |
| Net cash (used in) provided by financing activities | 40 |  | 16,865,246,725 | 21,200,624,031 |
|  |  |  |  |  |
| Net cash during the period ( $20+30+40$ ) | 50 |  | (4,277,354,032) | 19,778,961,270 |
| Cash and cash equivalents at beginning of year | 60 |  | 32,594,593,815 | 27,493,626,686 |
| Influence of foreign exchange fluctuation | 61 |  | (1,838,772,048) | 920,020,950 |
| Cash and cash equivalents at end of year (50+60+61) | 70 |  | 26,478,467,735 | 48,192,608,906 |

