## CONSOLIDATION BALANCE SHEET

At as 30 Sep 2010

Unit: VND

| ASSETS  | Code              | Note         | Ending Balance    | Beginning Balance                       |
|---|-------------------|--------------|-------------------|---|
| A. SHORT-TERM ASSETS (100=110+120+130+140+150)  | 100               |              | 1,052,484,104,995 | 914,828,473,655                         |
| I. Cash and cash equivalents  | 110               |              | 169,005,409,171   | 209,967,674,177                         |
| 1. Cash   | 111               |              | 57,869,036,949    | 151,967,674,177                         |
| 2. Cash equivalents   | 112               |              | 111,136,372,222   | 58,000,000,000                          |
| II. Short-term financial investments  | 120               |              | 70,393,905,744    | 15,300,000,000                          |
| 1. Short-term investments   | 121               |              | 70,393,905,744    | 15,300,000,000                          |
| Provision for devaluation of short-term security investments                              | 129               |              |                   |   |
| III. Receivables  | 130               |              | 292,646,225,672   | 333,781,035,976                         |
| Trade accounts receivables  | 131               |              | 288,279,530,846   | 313,778,577,707                         |
| 2. Advances to suppliers  | 132               |              | 5,523,504,121     | 18,850,212,538                          |
| 3. Short-term internal receivables  | 133               |              |                   |   |
| Receivable in accordance with contracts in progress                                       | 134               |              |                   |   |
| 5. Other receivables  | 135               |              | 1,164,687,069     | 1,152,245,731                           |
| 6. Provision for short-term bad receivables   | 139               |              | (2,321,496,364)   |   |
| IV. Inventories   | 140               |              | 494,751,189,508   | 334,239,891,853                         |
| 1. Inventories  | 141               |              | 517,599,441,575   | 355,061,759,269                         |
| 2. Provision for devaluation of inventories   | 149               |              | (22,848,252,067)  | (20,821,867,416)                        |
| V. Other short-term assets  | 150               |              | 25,687,374,900    | 21,539,871,649                          |
| 1. Short-term prepaid expenses  | 151               |              | 1,276,950,018     | 608,820,078                             |
| 2. VAT deductible   | 152               |              | 15,733,714,170    | 10,315,619,657                          |
| 3. Tax and accounts receivable from State budget  | 154               |              | 530,658,754       | 1,496,010,723                           |
| 4. Other short-term assets  | 158               |              | 8,146,051,958     | 9,119,421,191                           |
| B. LONG-TERM ASSETS (200=210+220+240+250+260)   | 200               |              | 640,257,529,635   | 601,428,190,243                         |
| I. Long-term receivables  | 210               |              |                   |   |
| Long-term receivables from customers  | 211               |              |                   |   |
| Capital receivable from subsidiaries  | 212               |              |                   |   |
| 3. Long-term inter-company receivables  | 213               |              |                   |   |
| 4. Other long-term receivables  | 218               |              |                   |   |
| 5. Provision for long-term bad receivable (*)   | 219               |              |                   |   |
| II. Fixed assets  | 220               |              | 595,025,942,262   | 569,140,010,538                         |
| Tangible fixed assets   | 221               |              | 524,823,339,153   | 514,833,994,879                         |
| - Historical cost   | 222               |              | 704,235,690,584   | 640,505,272,657                         |
| - Accumulated depreciation  | 223               |              | (179,412,351,431) | (125,671,277,778)                       |
| 2. Finance leases fixed assets  | 224               |              | -                 | -                                       |
| - Historical cost   | 225               |              |                   |   |
| - Accumulated depreciation  | 226               |              |                   |   |
| 3. Intangible fixed assets  | 227               |              | 48,330,112,014    | 34,915,377,050                          |
| - Historical cost   | 228               |              | 49,670,237,601    | 35,878,937,301                          |
| - Accumulated depreciation  | 229               |              | (1,340,125,587)   | (963,560,251)                           |
| Construction in progress expenses   | 230               |              | 21,872,491,095    | 19,390,638,609                          |
| III. Property investment  | 240               |              | 21,072,171,075    | 17,370,030,007                          |
| - Historical cost   | 241               |              |                   |   |
| - Accumulated depreciation (*)  | 242               |              |                   |   |
| IV. Long-term financial investments   | 250               |              | 10,000,000        | 10,000,000                              |
| Investment in subsidiaries  | 251               |              | 10,000,000        | 10,000,000                              |
| 2. Investment in joint-venture  | 252               |              |                   |   |
| 3. Other long-term investments  | 258               |              | 10,000,000        | 10,000,000                              |
| Other long-term investments     Provision for devaluation of long-term finance investment | 259               |              | 10,000,000        | 10,000,000                              |
| V. Other long-term assets   |                   |              | 45,221,587,373    | 32 278 170 705                          |
| Ung-term prepaid expenses   | <b>260</b><br>261 |              | 21,846,572,194    | <b>32,278,179,705</b><br>17,594,333,935 |
| Deferred income tax assets  |                   | <del>-</del> |                   |   |
|   | 262               | <del>-</del> | 6,848,336,636     | 2,613,223,603                           |
| 3. Others   | 268               | <b></b>      | 16,526,678,543    | 12,070,622,167                          |
| VI. Goodwill  | 269               |              | 1 (02 741 (24 (22 | 1 51 ( 25 ( 7/2 222                     |
| TOTAL ASSETS  | 270               |              | 1,692,741,634,630 | 1,516,256,663,898                       |

| CAPITAL SOURCE                                      | Code | Note    | Ending Balance    | Beginning Balance |
|---|------|---------|-------------------|-------------------|
| A. LIABILITIES (300= 310+330)                       | 300  |         | 733,433,616,075   | 839,364,459,048   |
| I. Short-term liabilities                           | 310  |         | 512,589,187,737   | 628,513,866,675   |
| Short-term borrowing and debts                      | 311  |         | 199,672,326,266   | 399,402,059,691   |
| 2. Trade accounts payable                           | 312  |         | 119,077,716,704   | 168,013,169,506   |
| 3. Advances from customers                          | 313  |         | 8,826,975,589     | 1,195,641,514     |
| 4. Taxes and liabilities to State budget            | 314  |         | 26,163,626,316    | 21,899,615,883    |
| 5. Payable to employees                             | 315  |         | 28,580,818,803    | 24,042,250,476    |
| 6. Payable expenses                                 | 316  |         | 1,178,786,879     | 1,148,887,790     |
| 7. Accounts payables                                | 317  |         |                   |                   |
| 8. Payable in accordance with contracts in progress | 318  |         |                   |                   |
| 9. Other short-term payables                        | 319  |         | 108,988,776,338   | 4,004,047,564     |
| 10. Provision for short-term liabilities            | 320  |         |                   |                   |
| 11. Bonus and welfare fund                          | 323  |         | 20,100,160,842    | 8,808,194,251     |
| II. Long-term liabilities                           | 330  |         | 220,844,428,338   | 210,850,592,373   |
| 1. Long-term accounts payables-Trade                | 331  |         |                   |                   |
| Long-term accounts payables-Affiliate               | 332  |         |                   |                   |
| 3. Other long-term payables                         | 333  |         |                   |                   |
| Long-term borrowing and debts                       | 334  |         | 219,172,104,693   | 209,822,118,693   |
| 5. Deferred income tax                              | 335  |         |                   |                   |
| Provision for unemployment allowance                | 336  |         | 1,672,323,645     | 1,028,473,680     |
| 7. Provision for long-term liabilities              | 337  |         |                   |                   |
| B. OWNER'S EQUITY (400= 410+430)                    | 400  |         | 918,177,145,985   | 642,319,399,270   |
| I. Capital sources and funds                        | 410  |         | 918,177,145,985   | 642,319,399,270   |
| 1. Paid-in capital                                  | 411  |         | 471,512,730,000   | 325,680,000,000   |
| 2. Capital surplus                                  | 412  |         | 191,808,000,000   | 92,448,000,000    |
| 3. Other capital of owner                           | 413  |         |                   |                   |
| Treasury stock                                      | 414  |         |                   |                   |
| 5. Assets revaluation difference                    | 415  |         |                   |                   |
| Foreign exchange difference                         | 416  |         | (5,578,350,428)   | 861,407,971       |
| 7. Investment and development fund                  | 417  |         |                   |                   |
| 8. Financial reserve fund                           | 418  |         |                   |                   |
| 9. Other fund belong to owner's equity              | 419  |         | 136,774,604       | 136,774,604       |
| 10. Retained profit                                 | 420  |         | 260,297,991,809   | 223,193,216,695   |
| 11. Capital for construction work                   | 421  |         |                   |                   |
| II. Budget sources                                  | 430  |         | -                 | -                 |
| 2. Budgets  | 432  | <b></b> |                   |                   |
| 3. Budget for fixed asset                           | 433  |         |                   |                   |
| C. MINARITY INTEREST                                | 439  |         | 41,130,872,570    | 34,572,805,580    |
| TOTAL RESOURCES                                     | 440  |         | 1,692,741,634,630 | 1,516,256,663,898 |

## OFF BALANCE SHEET ITEMS

| Items                                       | Code | Note | Ending Balance | Beginning Balance |
|---|------|------|----------------|-------------------|
| 1. Operating lease assets                   |      | 24   | 0              | 0                 |
| 2. Goods held under trust or for processing |      |      | 0              | 0                 |
| 3. Goods received on consignment for sale   |      | [    | 0              | 0                 |
| Bad debts written off                       |      |      | 0              | 0                 |
| 5. Foreign currencies:                      |      |      |                |                   |
| + USD                                       |      | [    | 3,341,383.55   | 4,864,228.68      |
| + EUR                                       |      | [    | 425.18         | 432.41            |
| 6. Subsidies of state budget                |      |      | 0              | 0                 |

## CONSOLIDATION INCOME STATEMENT

**Quarter 3/2010** 

Unit: VND

| Items  | Code Note Quarter 3 |      | rter 3          | Accumulation    |                   |                   |  |
|--|---------------------|------|-----------------|-----------------|-------------------|-------------------|--|
| items  | Code                | Note | Current year    | Previous year   | Current year      | Previous year     |  |
| 1  | 2                   | 3    | 4               | 5               | 6                 | 7                 |  |
| 1. Sales   | 01                  |      | 681,174,370,339 | 654,275,880,616 | 2,158,267,041,611 | 2,089,411,265,527 |  |
| 2. Deductions  | 02                  |      | 10,397,322,588  | 4,099,043,038   | 11,328,734,801    | 13,650,576,042    |  |
| 3. Net sales and services                                  | 10                  |      | 670,777,047,751 | 650,176,837,578 | 2,146,938,306,810 | 2,075,760,689,485 |  |
| 4. Cost of goods sold                                      | 11                  |      | 517,367,375,184 | 535,394,396,798 | 1,741,537,098,987 | 1,710,411,257,335 |  |
| 5. Gross profit  | 20                  |      | 153,409,672,567 | 114,782,440,780 | 405,401,207,823   | 365,349,432,150   |  |
| Financial income   | 21                  |      | 14,194,666,625  | 18,414,644,819  | 47,960,328,065    | 46,377,750,732    |  |
| 7. Financial expenses                                      | 22                  |      | 19,646,742,281  | 28,223,936,815  | 55,393,558,824    | 87,186,697,148    |  |
| Include: Interest expense                                  | 23                  |      | 11,945,421,716  | 7,707,485,236   | 34,532,876,062    | 37,005,208,134    |  |
| 8. Selling expenses  | 24                  |      | 61,960,683,175  | 42,773,722,543  | 156,372,120,544   | 116,635,300,266   |  |
| General & administrative expenses                          | 25                  |      | 10,272,773,976  | 10,400,155,899  | 36,675,581,778    | 27,095,735,515    |  |
| 10. Net operating profit                                   | 30                  |      | 75,724,139,760  | 51,799,270,342  | 204,920,274,742   | 180,809,449,953   |  |
| 11. Other income   | 31                  |      | 1,074,861,542   | 440,145,872     | 2,654,703,768     | 3,674,695,402     |  |
| 12. Other expenses   | 32                  |      | 41,813,275      | 62,594,463      | 175,356,245       | 4,190,506,984     |  |
| 13. Other profit   | 40                  |      | 1,033,048,267   | 377,551,409     | 2,479,347,523     | (515,811,582)     |  |
| 14. Profit or loss in joint venture                        | 45                  |      |                 |                 |                   |                   |  |
| 15. Profit before tax (50=30 + 40)                         | 50                  |      | 76,757,188,028  | 52,176,821,751  | 207,399,622,265   | 180,293,638,371   |  |
| 16. Current corporate income tax expenses                  | 51                  |      | 12,291,082,738  | 4,998,866,740   | 35,797,058,911    | 16,784,016,286    |  |
| 17. Deferred corporate income tax expenses                 | 52                  |      | (2,858,514,505) | (510,856,763)   | (4,235,113,033)   | 4,095,632,965     |  |
| 18. Profit after tax (60=50 - 51 - 52)                     | 60                  |      | 67,324,619,795  | 47,688,811,774  | 175,837,676,387   | 159,413,989,120   |  |
| 18.1 Profit after tax of minorities                        | 61                  |      | 4,918,718,233   | 4,280,987,347   | 6,558,066,990     | 12,883,046,695    |  |
| 18.2 Profit after tax of the parent company's shareholders | 62                  |      | 62,405,901,562  | 43,407,824,427  | 169,279,609,397   | 146,530,942,425   |  |
| 19. EPS (VND/share)  | 70                  |      | 625             | 1,552           | 3,619             | 4,884             |  |

## CONSOLIDATION CASH FLOW STATEMENT

Quarter 3/2010 (Indirect method)

Unit: VND

| Items   | Code | Note           | Accumulation Current year |
|---|------|----------------|---------------------------|
| I. CASH FLOWS FROM OPERATING ACTIVITIES:  |      | <b></b>        |                           |
| 1. Profit before tax  | 01   | <b></b>        | 207,399,622,265           |
| 2. Adjustment in accounts   |      | <b></b>        |                           |
| Fixed assets depreciation   | 02   |                | 54,094,357,752            |
| Provisions  | 03   |                | 4,347,881,015             |
| Unrealized foreign exchange difference loss/gain  | 04   | <u> </u>       | 61,996,000                |
| Loss/gain from investments  | 05   |                | (6,043,105,990)           |
| Interest expenses   | 06   |                | 34,532,876,062            |
| 3. Operating profit before the changes of current capital   | 08   |                | 300,531,327,104           |
| Changes in accounts receivable  | 09   |                | 23,183,022,023            |
| Changes in inventories  | 10   |                | (160,437,389,262)         |
| Changes in trade payables   | 11   |                | 57,933,617,594            |
| Changes in prepaid expenses   | 12   |                | (4,920,368,199)           |
| Paid interest   | 13   |                | (31,550,327,518)          |
| Paid corporate income tax   | 14   |                | (29,740,188,343)          |
| Other receivables   | 15   |                | 577,291,050               |
| Other payables  | 16   | <del>-</del>   | (8,227,073,995)           |
| Net cash provided by (used in) operating activities   | 20   | <del>-</del>   | 147,349,910,454           |
| II. CASH FLOWS FROM INVESTING ACTIVITIES:  1. Cash paid for purchase of capital assets and other long-term assets | 21   |                | (67,294,850,551)          |
| 2. Cash received from liquidation or disposal of capital assets and other long-term asset                         | 22   |                | 70,064,821                |
| 3. Cash paid for lending or purchase debt tools of other companies  | 23   |                | (61,063,696,835)          |
| 4. Withdrawal of lending or resale debt tools of other companies  | 24   |                | 3,169,791,091             |
| 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   |                | 6,890,014,768             |
| Net cash used in investing activities   | 30   |                | (118,228,676,706)         |
| III. CASH FLOWS FROM FINANCING ACTIVITIES:  |      |                |                           |
| Cash received from issuing stock, other owners' equity  | 31   |                | 126,960,000,000           |
| Cash paid to owners' equity, repurchase issued stock  | 32   |                |                           |
| 3. Cash received from long-term and short-term borrowings   | 33   |                | 615,510,941,502           |
| 4. Cash paid to principal debt  | 34   |                | (812,090,384,927)         |
| 5. Cash paid to financial lease debt  | 35   |                |                           |
| 6. Dividend, profit paid for owners   | 36   | T†             | (25,850,000)              |
| Net cash (used in) provided by financing activities   | 40   |                | (69,645,293,425)          |
| Net cash during the period  | 50   | <b> </b>       | (40,524,059,677)          |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR  | 60   | <del> </del> + | 209,967,674,177           |
| Influence of foreign exchange fluctuation   | 61   | <del> </del> + | (438,205,329)             |
| CASH AND CASH EQUIVALENTS AT END OF YEAR  | 70   | <del> </del>   | 169,005,409,171           |
| CASH TAID CASH EQUITABETED AT EAD OF TEAM   | 70   |                | 107,003,707,171           |