## **BALANCE SHEET**

As at Jun.30, 2014

Unit: VND

|     |   |      |      |                    | Unit: VND          |
|-----|---|------|------|--------------------|--------------------|
| No. | Assets  | Code | Note | Jun.30,2014        | Jan.01,2014        |
|     | 1   | 2    | 3    | 4                  | 5                  |
| A   | SHORT-TERM ASSETS (100 = 110+120+130+140+150)                 | 100  |      | 899.287.620.822    | 792.702.585.660    |
| I   | Cash & Cash equivalents                                       | 110  |      | 257.651.331.316    | 146.586.025.800    |
| 1   | Cash  | 111  | V.01 | 27.651.331.316     | 34.554.012.856     |
| 2   | Cash equivalents  | 112  |      | 230.000.000.000.00 | 112.032.012.944.00 |
| II  | Short-term financial investments                              | 120  | V.02 | -                  | -                  |
| 1   | Short-term investments  | 121  |      | -                  | -                  |
| 2   | Provision for devaluation of short-term investments           | 129  |      | -                  | -                  |
| III | Short-term receivables  | 130  |      | 415.649.656.929    | 353.851.743.107    |
| 1   | Trade accounts receivables                                    | 131  |      | 431.908.098.225    | 363.823.195.420    |
| 2   | Prepayment to suppliers                                       | 132  |      | 2.130.542.939      | 4.030.097.038      |
|     | Short-term intercompany receivables                           | 133  |      | -                  | -                  |
| 4   | Receivables on percentage of construction contract completion | 134  |      | -                  | -                  |
| 5   | Other receivables   | 135  | V.03 | 20.855.244.536     | 16.734.179.359     |
| 6   | Provision for short-term doubtful debts                       | 139  |      | (39.244.228.771)   | (30.735.728.710)   |
| IV  | Inventories   | 140  |      | 215.747.023.145    | 281.579.908.317    |
| 1   | Inventories   | 141  | V.04 | 219.608.958.759    | 284.258.785.214    |
| 2   | Provision for devaluation of inventories                      | 149  |      | (3.861.935.614)    | (2.678.876.897)    |
| V   | Other short-term assets                                       | 150  |      | 10.239.609.432     | 10.684.908.436     |
| 1   | Short-term prepaid expenses                                   | 151  |      | 2.063.148.715      | 1.654.971.712      |
| 2   | VAT deductible  | 152  |      | 230.482.865        | 148.664.907        |
| 3   | Tax and accounts receivable from State budget                 | 154  | V.05 | 2.727.648.416      | 2.640.709.845      |
| 4   | Other short-term assets                                       | 158  |      | 5.218.329.436      | 6.240.561.972      |
| В   | LONG-TERM ASSETS (200 = 210+220+240+250+260)                  | 200  |      | 351.965.911.524    | 359.589.128.348    |
| 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 | -                  | -                  |
|     | Other long-term receivables                                   | 218  | V.07 | -                  | -                  |
| 5   | Provision for long-term doubtful debts                        | 219  |      | -                  | _                  |
| II  | Fixed assets  | 220  |      | 109.489.659.570    | 116.406.402.870    |
| 1   | Tangible fixed assets   | 221  | V.08 | 44.744.423.582     | 50.193.731.270     |
| 2   | - Historical cost   | 222  |      | 114.017.217.262    | 112.939.758.128    |
|     | - Accumulated depreciation                                    | 223  |      | (69.272.793.680)   | (62.746.026.858)   |
|     | Finance leases fixed assets                                   | 224  | V.09 | -                  | -                  |
|     | - Historical cost   | 225  |      | -                  | -                  |
|     | - Accumulated depreciation                                    | 226  |      | -                  | -                  |
| 3   | Intangible fixed assets                                       | 227  | V.10 | 61.909.902.664     | 49.927.458.151     |
|     | - Historical cost   | 228  |      | 65.422.618.716     | 52.838.796.214     |
|     | - Accumulated depreciation                                    | 229  |      | (3.512.716.052)    | (2.911.338.063)    |

| 4   | Construction in progress                                     | 230 | V.11 | 2.835.333.324     | 16.285.213.449    |
|-----|--|-----|------|-------------------|-------------------|
| III | Property investment  | 240 | V.12 | 32.771.885.757    | 33.439.888.431    |
|     | - Historical cost  | 241 |      | 42.360.278.761    | 42.360.278.761    |
|     | - Accumulated depreciation                                   | 242 |      | (9.588.393.004)   | (8.920.390.330)   |
| IV  | Long-term financial investments                              | 250 |      | 202.774.214.098   | 202.177.014.098   |
| 1   | Investment in subsidiaries                                   | 251 |      | -                 | -                 |
| 2   | Investment in associate or joint-venture companies           | 252 |      | 193.304.814.098   | 193.304.814.098   |
| 3   | Other long-term investments                                  | 258 | V.13 | 19.477.190.000    | 19.477.190.000    |
| 4   | Provision for devaluation of long-term financial investments | 259 |      | (10.007.790.000)  | (10.604.990.000)  |
| V   | Other long-term assets                                       | 260 |      | 6.930.152.099     | 7.565.822.949     |
| 1   | Long-term prepaid expenses                                   | 261 | V.14 | 6.081.378.717     | 6.915.131.115     |
| 2   | Deferred income tax assets                                   | 262 | V.21 | 160.062.576       | 160.062.576       |
| 3   | Others   | 268 |      | 688.710.806       | 490.629.258       |
| VI. | Goodwill   | 269 |      | -                 | -                 |
|     | TOTAL ASSETS $(270 = 100+200)$                               | 270 |      | 1.251.253.532.346 | 1.152.291.714.008 |

|    | RESOURCES  | Code | Note | Jun.30,2014     | Jan.01,2014     |
|----|--|------|------|-----------------|-----------------|
|    | 1  | 2    | 3    | 4               | 5               |
| A  | LIABILITIES (300 = 310+330)                      | 300  |      | 644.126.156.778 | 582.220.534.088 |
| I  | Short-term liabilities                           | 310  |      | 607.268.621.945 | 545.725.671.719 |
| 1  | Short-term borrowing                             | 311  | V.15 | 116.990.176.280 | 80.544.642.030  |
| 2  | Trade accounts payable                           | 312  |      | 266.031.098.030 | 262.348.888.649 |
| 3  | Advances from customers                          | 313  |      | 640.094.210     | 684.054.705     |
| 4  | Taxes and payable to state budget                | 314  | V.16 | 17.400.827.613  | 36.932.484.177  |
| 5  | Payable to employees                             | 315  |      | 29.900.194.799  | 13.444.298.425  |
| 6  | Payable expenses                                 | 316  | V.17 | 42.437.870.293  | 21.395.578.713  |
|    | Intercompany payable                             | 317  |      | -               | -               |
| 8  | Payable in accordance with contracts in progress | 318  |      | -               | -               |
| 9  | Other short-term payables                        | 319  | V.18 | 126.800.789.166 | 127.515.738.950 |
| 10 | Provision for short-term liabilities             | 320  |      | -               | -               |
| 11 | Bonus and welfare fund                           | 323  |      | 7.067.571.554   | 2.859.986.070   |
| II | Long-term liabilities                            | 330  |      | 36.857.534.833  | 36.494.862.369  |
| 1  | Long-term accounts payable-Trade                 | 331  |      | -               | -               |
| 2  | Long-term intercompany payable                   | 332  | V.19 | -               | -               |
| 3  | Other long-term payables                         | 333  |      | 36.857.534.833  | 36.494.862.369  |
| 4  | Long-term borrowing                              | 334  | V.20 |                 | -               |
| 5  | Deferred income tax payable                      | 335  | V.21 | -               | -               |
| 6  | Provision for unemployment allowance             | 336  |      |                 | -               |
| 7  | Provision for long-term liabilities              | 337  |      | -               | -               |
| 8  | Unrealised revenue                               | 338  |      | -               | -               |
| 9  | Scientific and Technological Development fund    | 339  |      | -               | -               |
| В  | OWNER'S EQUITY                                   | 400  |      | 607.127.375.568 | 570.071.179.921 |
| I  | Capital sources and funds                        | 410  | V.22 | 607.127.375.568 | 570.071.179.921 |
|    | Paid-in capital                                  | 411  |      | 132.827.530.000 | 132.827.530.000 |
| 2  | Capital surplus                                  | 412  |      | 70.731.808.592  | 70.731.808.592  |
|    | Other capital of owner                           | 413  |      | -               | -               |
| 4  | Treasury stock                                   | 414  |      | (702.100.000)   | (702.100.000)   |

| 5  | Asset revaluation differences       | 415 |      | -                 | -                 |
|----|-------------------------------------|-----|------|-------------------|-------------------|
| 6  | Foreign exchange differences        | 416 |      | -                 | -                 |
| 7  | Investment and development fund     | 417 |      | 198.339.012.850   | 187.285.913.495   |
| 8  | Financial reserve fund              | 418 |      | 33.206.882.500    | 32.431.882.500    |
| 9  | Other fund belong to owner's equity | 419 |      | 22.475.127.025    | 15.790.760.573    |
| 10 | Retained after-tax profit           | 420 |      | 150.249.114.601   | 131.705.384.761   |
| 11 | Capital for construction work       | 421 |      | -                 | -                 |
| II | Budget sources                      | 430 |      | -                 | -                 |
| 1  | Bonus and welfare funds             | 431 |      | -                 | -                 |
| 2  | Budgets                             | 432 | V.23 | -                 | -                 |
| 3  | Budget for fixed asset              | 433 |      | -                 | -                 |
| С  | MINARITY INTEREST                   | 500 |      | -                 | -                 |
|    | TOTAL RESOURCES                     | 440 |      | 1.251.253.532.346 | 1.152.291.714.009 |

## **INCOME STATEMENT**

**Quarter 2/2014** 

| T4   | Cada | NT 4  | Accumulation fr. Jan. 01 to Jun. 30 |                 |  |
|--|------|-------|-------------------------------------|-----------------|--|
| Items  | Code | Note  | 2014                                | 2013            |  |
| 1  | 2    | 3     | 4                                   | 7               |  |
| 1. Revenue of sales and services                           | 01   | VI.25 | 1.022.111.855.958                   | 903.312.246.155 |  |
| 2. Deductions  | 02   |       | 6.848.256.200                       | 1.045.209.870   |  |
| 3. Net sales and services ( 10 = 01 - 02 )                 | 10   |       | 1.015.263.599.758                   | 902.267.036.285 |  |
| 4. Cost of sales   | 11   | VI.27 | 716.134.204.956                     | 628.663.507.693 |  |
| 5. Gross profit (20= 10-11)                                | 20   |       | 299.129.394.802                     | 273.603.528.592 |  |
| 6. Financial income  | 21   | VI.26 | 6.323.969.798                       | 2.015.948.876   |  |
| 7. Financial expenses                                      | 22   | VI.28 | 3.201.020.607                       | 10.421.544.812  |  |
| - In which: Interest expense                               | 23   |       | 3.093.625.149                       | 2.857.360.313   |  |
| 8. Selling expenses  | 24   |       | 179.883.072.606                     | 161.387.608.858 |  |
| 9. General & administrative expenses                       | 25   |       | 38.451.619.417                      | 44.000.820.626  |  |
| 10. Net operating profit [30=20+(21-22)-(24+25)]           | 30   |       | 83.917.651.970                      | 59.809.503.172  |  |
| 11. Other income   | 31   |       | 1.516.258.907                       | 5.703.623.170   |  |
| 12. Other expenses   | 32   |       | 4.636.535.928                       | 5.641.635.662   |  |
| 13. Other profit (40=31-32)                                | 40   |       | (3.120.277.021)                     | 61.987.508      |  |
| 14. Profit or loss in joint venture                        | 45   |       | -                                   | -               |  |
| 15. Profit before tax ( 50=30+40)                          | 50   |       | 80.797.374.949                      | 59.871.490.680  |  |
| 16. Current corporate income tax expenses                  | 51   | VI.30 | 27.189.068.383                      | 17.509.537.657  |  |
| 17. Deferred corporate income tax expenses                 | 52   | VI.30 | -                                   | -               |  |
| 18. Profit after tax (60=50-51-52)                         | 60   |       | 53.608.306.566                      | 42.361.953.023  |  |
| 18.1 Profit after tax of minorities                        | 61   |       | 0                                   | 0               |  |
| 18.2 Profit after tax of the parent company's shareholders | 62   |       | 53.608.306.566                      | 42.361.953.023  |  |
| 19. EPS (VND/share)  | 70   |       | 4.059                               | 3.194           |  |

## **CASH FLOW STATEMENT**

Quarter 2/2014 (Direct method)

Unit: VND

| <u> </u>   | Acc  |        | Accumula          | cumulation        |  |
|--|------|--------|-------------------|-------------------|--|
| Items  | Code | Note – | Current year      | Previous year     |  |
| 1  | 2    | 3      | 4                 | 5                 |  |
| I. CASH FLOWS FROM OPERATING ACTIVITIES:   |      |        |                   |                   |  |
| 1. Cash received from sale or services and other revenue                                   | 01   |        | 628.722.296.502   | 617.220.033.828   |  |
| 2. Cash paid for supplier  | 02   |        | (685.545.265.900) | (524.198.408.338) |  |
| 3. Cash paid for employee  | 03   |        | (78.829.651.494)  | (96.955.233.809)  |  |
| 4. Cash paid for interest  | 04   |        | (3.093.625.149)   | (2.857.360.313)   |  |
| 5. Cash paid for corporate income tax  | 05   |        | (48.789.434.058)  | (34.472.721.208)  |  |
| 6. Other receivables   | 06   |        | 924.271.119.085   | 872.905.277.577   |  |
| 7. Other payables  | 07   |        | (659.076.714.060) | (661.723.878.175) |  |
| Net cash provided by (used in) operating activities  | 20   |        | 77.658.724.926    | 169.917.709.562   |  |
| II. CASH FLOWS FROM INVESTING ACTIVITIES:  | _    |        |                   |                   |  |
| 1. Cash paid for purchase of capital assets and other long-term assets                     | 21   |        | (940.133.739)     | (1.006.199.814)   |  |
| 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   |        | -                 | -                 |  |
| 4. Withdrawal of lending or resale debt tools of other companies                           | 24   |        | -                 | -                 |  |
| 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   |        | 5.564.076.679     | 1.716.644.892     |  |
| Net cash used in investing activities  | 30   |        | 4.623.942.940     | 710.445.078       |  |
| 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   |        | 444.066.411.327   | 147.002.862.718   |  |
| 4. Cash paid to principal debt   | 34   |        | (407.620.877.077) | (321.638.215.224) |  |
| 5. Cash paid to financial lease debt   | 35   |        | -                 | -                 |  |
| 6. Dividend, profit paid for owners  | 36   |        | (7.662.896.600)   | (19.001.818.125)  |  |
| Net cash (used in) provided by financing activities  | 40   |        | 28.782.637.650    | (193.637.170.631) |  |
| Net cash during the period (20+30+40)  | 50   |        | 111.065.305.516   | (23.009.015.991)  |  |
| Cash and cash equivalents at beginning of year   | 60   |        | 146.586.025.800   | 116.329.974.574   |  |
| Influence of foreign exchange fluctuation  | 61   |        | 170,500,025,000   | 110.347.7/7.3/7   |  |
| Cash and cash equivalents at end of year (50+60+61)  | 70   |        | 257.651.331.316   | 93.320.958.583    |  |
| Cash and Cash equivalents at the of year (30+00+01)  | 70   |        | 237.031.331.310   | 73.340.730.303    |  |