BALANCE SHEET
As at Sep.30, 2014
Unit: VND

| No. | Assets | Code | Note | Sep.30,2014 | Jan.01,2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 | 2 | 3 | 4 | 5 |
| A | SHORT-TERM ASSETS (100 = 110+120+130+140+150) | 100 |  | 336.157.078.827 | 247.948.070.505 |
| I | Cash \& Cash equivalents | 110 |  | 36.758.847.403 | 20.351 .680 .814 |
| -------1 | Cash | 111 | V. 01 | 36.758.847.403 | 20.351.680.814 |
| 2 | Cash equivalents | 112 |  | -------------- | -------------- |
| 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 |  | 144.300.413.355 | 68.566.405.873 |
| 1 | Trade accounts receivables | 131 |  | 115.894.050.829 | 72.328.274.654 |
| 2 | Prepayment to suppliers | 132 |  | 48.543 .236 .759 | 12.901.814.923 |
| 3 | Short-term intercompany receivables | 133 |  | --------------- | ---------------- |
| 4 | Receivables on percentage of construction contract completion | 134 |  | - | - |
| 5 | Other receivables | 135 | V.-03 | 1.-768.135.764 | 1.405.608. -774 |
| 6 | Provision for short--term doubtful debts | 139 |  | (21.805.009.997) | (18.069.292.278) |
| IV | Inventories | 140 |  | 147.509.282.023 | 149.508.366.850 |
| 1 | Inventories | 141 | V. 04 | 148.123.371.239 | 150.122.456.066 |
| 2 | Provision for devaluation of inventories | 149 |  | (614.089.216) | (614.089.216) |
| V | Other short-term assets | 150 |  | 7.588.536.046 | 9.521.616.968 |
| 1 | Short-term prepaid expenses | 151 |  | 545.723 .032 | 433.706 .670 |
| 2 | VAT deductible | 152 |  | 5.734.270.865 | 7.432.010.479 |
| 3 |  | 154 | V.-05 | 641.951 .993 | 381.932 .358 |
| 4 | Other short-term assets | 158 |  | 666.590 .156 | 1.273.967.461 |
| B | LONG-TERM ASSETS $(200=210+220+240+250+260)$ | 200 |  | 348.134.501.012 | 351.949.992.993 |
| 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.--96 | - | - |
| 4 | Other long-term receivables | 218 | V. 07 | - | - |
| 5 | Provision for long-term doubtful debts | 219 |  | - | - |
| II | Fixed assets | 220 |  | 311.286.696.458 | 311.214.957.839 |
| 1 | Tangible fixed assets | 221 | V.08 | 296.773.079.145 | 297.082.217.936 |
|  | -- Historical cost | 222 |  | 467.398.216.914 | 460-559.174.434 |
|  | ---Accumulated depreciation | 223 |  | (170.625.137.769) | (163.476.956.498) |
| 2 | Finance leases fixed assets | 224 | V. 09 | --------------- |  |
|  | - Historical cost | 225 |  | - | - |
|  | -------------------------10mulat depreciation | 226 |  | - | - |
| 3 | Intangible fixed assets | 227 | V. 10 | 13.812.748.206 | 14.132.739.903 |
|  | - Historical cost | 228 |  | 17.318.443.200 | 17.318.443.200 |
|  |  | 229---- |  | (3.505.694.994) | (3.185.703.297) |


| 4 | Construction in progress | 230 | V. 11 | 700.869.107 | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| III | Property investment | 240 | V. 12 | - |  |
|  | - Historical cost | 241 |  | - |  |
|  | - Accumulated depreciation | -242 |  | - | - |
| IV | Long-term financial investments | 250 |  | - |  |
| 1 | Investment in subsidiaries | 251 |  | - |  |
| 2 | Investment in associate or joint-venture companies | 252 |  | - | - |
| 3 | Other long-term investments | 258 | V. 13 | 8.400.000.000 | 8.400 .000 .000 |
| 4 |  | -259 |  | (8.400.000.000) | (8.400.000.000) |
| V | Other long-term assets | 260 |  | 7.910.294.963 | 7.663 .595 .613 |
| 1 | Long-term prepaid expenses | 261 | V. 14 | 626.559 .701 | 543.833 .035 |
| 2 | Deferred income tax assets | -262 | V. 21 | 7.174.267.858 | 7.010.295.174 |
| 3 | Others | 268 |  | 109.467.404 | 109.467.404 |
| VI. | Goodwill | 269 |  | 28.937.509.591 | 33.071.439.541 |
|  | TOTAL ASSETS (270 = 100+200) | 270 |  | 684.291.579.839 | 599.898.063.498 |


|  | RESOURCES | Code | Note | Jun.30,2014 | Jan.01,2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 | 2 | 3 | 4 | 5 |
| A | LIABILITIES (300 = 310+330) | 300 |  | 167.002.694.485 | 153.125.869.241 |
| I | Short-term liabilities | 310 |  | 166.592.694.485 | 152.862.666.313 |
| 1 | Short-term borrowing | 311 | V. 15 | 91.823.473.650 | 101.695.342.655 |
| 2 | Trade accounts payable | 312 |  | 32.374 .551 .220 | 16.830.576.575 |
| 3 | Advances from customers | 313 |  | 4.938.182.190 | 1.887.367.585 |
| 4 | Taxes and payable to state budget | 314 | V. 16 | 18.315.966.367 | 17.054.771.965 |
| 5 | Payable to employees | 315 |  | 2.862 .334 .547 | 2.985.997.138 |
| 6 | Payable expenses | 316 | V. 17 | 3.570.439.060 | 1.245.509.474 |
| 7 | Intercompany payable | 317 |  | - | - |
| 8 | Payable in accordance with contracts in progress | 318 |  | - | - |
| 9 | Other short-term payables | 319 | V. 18 | 9.050 .142 .513 | 8.332.040.204 |
| 10 | Provision for short-term liabilities | 320 |  | - | -3--------17 |
| 11 | Bonus and welfare fund | 323 |  | 3.657.604.938 | 2.831.060.717 |
| II | Long-term liabilities | 330 |  | 410.000.000 | 263.202 .928 |
| 1 | Long-term accounts payable-Trade | 331 |  | - | - |
| 2 | Long-term intercompany payable | 332 | V. 19 | - | - |
| 3 | Other long-term payables | 333 |  | - | - |
| 4 | Long-term borrowing | 334 | V. 20 | 410.000 .000 | 263.202 .928 |
| 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 |  | - | - |
| B | OWNER'S EQUITY | 400 |  | 517.288.885.354 | 446.772.194.257 |
| I | Capital sources and funds | 410 | V. 22 | 517.288.885.354 | 446.772.194.257 |
| 1 | Paid-in capital | 411 |  | 399.984.770.000 | 343.982.220.000 |
| 2 | Capital surplus | 412 |  | 72.198.102.374 | 72.198.102.374 |
| 3 | Other capital of owner | 413 |  | - - | - |
|  | Treasury stock | 414 |  | (13.458.213) | (13.458.213) |


| 5 | Asset revaluation differe----------> | 415 |  | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 6 | Foreign exchange differences | 416 |  | - | - |
| 7 | Investment and development fund | 417 |  | 6.----------144 | 5.150 .742 .318 |
| 8 | Financial reserve fund | 418 |  | 5.373.574.194 | 4.409 .882 .479 |
| 9 | Other fund belong to owner's equity | 419 |  | 5.373.574.194 | 4.409 .882 .479 |
| 10 | Retained after-tax profit | 420 |  | 28.257.888.772 | 16.634 .822 .820 |
| 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 |  | - | - |
| C | MINARITY INTEREST | 500 |  | - | - |
|  | TOTAL RESOURCES | 440 |  | 684.291.579.839 | 599.898.063.498 |

## INCOME STATEMENT

Quarter 3/2014

| Items | Code | Note | Quarter 3 |  | Accumulation fr. Jan. 01 to Jun. 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2014 | 2013 | 2014 | 2013 |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 1. Revenue of sales and services | 01 | VI. 25 | 120.098.520.212 | 119.453.483.175 | 305.310.336.238 | 268.880.153.297 |
| 2. Deductions | 02 |  | 72.117.454 | 34.444.590 | 280.603.940 | 390.208.268 |
| 3. Net sales and services ( $10=01-02$ ) | 10 |  | 120.026.402.758 | 119.419.038.585 | 305.029.732.298 | 268.489.945.029 |
| 4. Cost of sales | 11 | VI. 27 | 98.119.624.743 | 98.292.146.529 | 240.497.962.726 | 213.798.378.017 |
| 5. Gross profit (20=10-11) | 20 |  | 21.906.778.015 | 21.126.892.056 | 64.531.769.572 | 54.691.567.012 |
| 6. Financial income | 21 | VI. 26 | (152.455.687) | 130.248.467 | 1.346.465.976 | 1.943.990.343 |
| 7. Financial expenses | 22 | VI. 28 | 1.833.394.486 | 2.748.289.259 | 6.967.237.848 | 9.814.289.417 |
| - In which: Interest expense | 23 |  | 1.826.566.587 | 2.560.747.154 | 5.766.210.533 | 8.724.852.502 |
| 8. Selling expenses | 24 |  | 7.224.715.651 | 7.091.538.135 | 18.194.801.409 | 17.835.501.397 |
| 9. General \& administrative expenses | 25 |  | 6.524.363.516 | 6.434.408.637 | 22.511.198.983 | 20.221.952.397 |
| 10. Net operating profit [30=20+(21-22)-(24+25)] | 30 |  | 6.171.848.675 | 4.982.904.492 | 18.204.997.308 | 8.763.814.144 |
| 11. Other income | 31 |  | 138.267.067 | 10.095.019.625 | 8.189.806.073 | 10.108.379.181 |
| 12. Other expenses | 32 |  | 535.861.198 | 48.096.714 | 5.808.367.239 | 2.022.829.864 |
| 13. Other profit ( $40=31-32$ ) | 40 |  | (397.594.131) | 10.046.922.911 | 2.381.438.834 | 8.085.549.317 |
| 14. Profit or loss in joint venture | 45 |  | - | - | - | - |
| 15. Profit before tax ( $50=30+40$ ) | 50 |  | 5.774.254.544 | 15.029.827.403 | 20.586.436.142 | 16.849.363.461 |
| 16. Current corporate income tax expenses | 51 | VI. 30 | - | 933.439.913 | 3.948.884.998 | 1.923.487.611 |
| 17. Deferred corporate income tax expenses | 52 | VI. 30 | - | 2.126.574.287 | (163.973.382) | 733.070.341 |
| 18. Profit after tax ( $60=50-51-52$ ) | 60 |  | 5.774.254.544 | 11.969.813.203 | 16.801.524.526 | 14.192.805.509 |
| 18.1 Profit after tax of minorities | 61 |  | 0 | 0 | 0 | 0 |
| 18.2 Profit after tax of the parent company's shareholders | 62 |  | 5.774.254.544 | 11.969.813.203 | 16.801.524.526 | 14.192.805.509 |
| 19. EPS (VND/share) | 70 |  | 0 | 0 | 278 | 27 |

## CASH FLOW STATEMENT

Quarter 3/2014(Indirect method)

| No. | Items | Code | Note | Accumulation fr. Jan. 01 to Sep. 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2014 | 2013 |
| 1 | 2 | 3 | 4 | 5 | 6 |
| I | CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| 1 | Profit before tax | 01 |  | 20.586.436.143 | 16.849.363.461 |
| 2 | Adjustment in accounts |  |  |  |  |
|  | Fixed assets depreciation | 02 |  | 21.537.521.829 | 16.152.493.967 |
|  | Provisions | 03 |  | 3.735.717.719 | (7.518.255.466) |
|  | Unrealized foreign exchange difference loss/gain | 04 |  | (443.689.934) | - |
|  | Loss/gain from investment | 05 |  | (222.402.485) | (16.801.606) |
|  | Loan interest expenses | 06 |  | 5.766 .210 .550 | 8.733.168.891 |
| 3 | Operating profit before the changes of current capital | 08 |  | 50.959.793.822 | 34.199.969.247 |
|  | Changes in accounts receivable | 09 |  | (77.335.384.796) | (11.816.251.153) |
|  | Changes in inventories | 10 |  | 1.999.084.827 | 6.237 .540 .906 |
|  | Changes in trade payables (interest payable, income tax payable) | 11 |  | (1.338.585.983) | 18.586.825.504 |
|  | Changes in prepaid expenses | 12 |  | 3.939.186.922 | 3.678.026.144 |
|  | Loan interest paid | 13 |  | (5.766.210.550) | (8.733.168.891) |
|  | Corporate income tax paid | 14 |  | (932.890.461) | (8.720.7224.703) |
|  | Other receivables | 15 |  | 26.527 .346 | - |
|  | Other payables | 16 |  | 826.544.221 | (1.436.993.770) |
|  | Net cash provided by (used in) operating activities | 20 |  | (27.621.934.652) | 31.995.423.284 |
| II | CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  |  |
| 1 | Cash paid for purchase of capital assets and other long-term assets | 21 |  | (6.964.656.263) | (21.962.989.589) |
| 2 | Cash received from liquidation or disposal of capital assets and other long-term assets | 22 |  | 4.753 .381 .818 | 192.765.781 |
| 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 |  | (34.108.431) | 16.801.606 |
|  | Net cash used in investing activities | 30 |  | (2.245.382.876) | (21.753.422.202) |
| IIII | CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |  |  |
| 1 | Cash received from issuing stock, other owners' equity | 31 |  | 56.002.550.000 | - |
| 2 | Cash paid to owners' equity, repurchase issued stock | 32 |  | - | - |
| 3 | Cash received from long-term and short-term borrowings | 33 |  |  | 190.648.104.960 |
| 4 | Cash paid to principal debt | 34 |  | (182.634.627.395) | (200.320.158.472) |
| 5 | Cash paid to financial lease debt | 35 |  | - | - |
| 6 | Dividend, profit paid for owners | 36 |  | - | - |
|  |  |  |  |  | - |
|  | Net cash (used in) provided by financing activities | 40 |  | 46.274.484.118 | (9.672.053.512) |
|  | Net cash during the period ( $50=20+30+40)$ | 50 |  | 16.407.166.590 | 569.947.570 |
|  | CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR | 60 |  | 20.351.680.814 | 9.117.013.689 |
|  | Influence of foreign exchange change | 61 |  | - | - |

