Separate financial statements

31 December 2014

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GENERAL INFORMATION

### THE COMPANY

Phu Nhuan Jewelry Joint Stock Company ("the Company") is a shareholding company incorporated under the Law on Enterprise of Vietnam pursuant to the Business Registration Certificate No. 0300521758 issued by the Department of Planning and Investment of Ho Chi Minh City on 2 January 2004, as amended.

The Company was listed on the Ho Chi Minh City Stock Exchange ("HOSE") from 23 March 2009 pursuant to the Decision No. 129/DKNY issued by the General Director of HOSE on 26 December 2008.

The current principal activities of the Company are to trade gold, silver, jewelry and gemstones, and to import and export jewelry in gold, silver and gemstones.

The Company's head office is located at 170E Phan Dang Luu Street, Phu Nhuan District, Ho Chi Minh City, Vietnam. In addition, the Company also has one hundred and seventy four (174) retail shops located in various provinces in Vietnam.

### **BOARD OF DIRECTORS**

Members of the Board of Directors during the year and at the date of this report are:

Ms Cao Thi Ngoc Dung Chairwoman
Mr Nguyen Vu Phan Vice Chairman
Ms Nguyen Thi Cuc Member
Mr Nguyen Tuan Quynh Member
Ms Nguyen Thi Bich Ha Member

Ms Pham Vu Thanh Giang Member
Mr Andy Ho Member

Mr Andy Ho Member appointed 3 March 2014 Ms Nguyen Thi Huong Giang Member resigned 3 March 2014

### BOARD OF SUPERVISION

Members of the Board of Supervision during the year and at the date of this report are:

Mr Pham Van Tan Head
Ms Nguyen Ngoc Hue Member
Mr Tran Van Dan Member

### MANAGEMENT

Members of the Management during the year and at the date of this report are:

Ms Cao Thi Ngoc Dung
Mr Le Huu Hanh
Ms Nguyen Thi Cuc
Mr Nguyen Vu Phan
Ms Pham Thi My Hanh
Deputy General Director

### LEGAL REPRESENTATIVE

The legal representative of the Company during the year and at the date of this report is Ms Cao Thi Ngoc Dung.

### AUDITORS

The auditor of the Company is Ernst & Young Vietnam Limited.

REPORT OF MANAGEMENT

Management of Phu Nhuan Jewelry Joint Stock Company ("the Company") is pleased to present its report and the separate financial statements of the Company for the year ended 31 December 2014.

### MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE SEPARATE FINANCIAL STATEMENTS

Management is responsible for the separate financial statements of each financial year which give a true and fair view of the separate financial position of the Company and of the separate results of its operations and its separate cash flows for the year. In preparing those separate financial statements, management is required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the separate financial statements; and
- prepare the separate financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue its business.

Management is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the separate financial position of the Company and to ensure that the accounting records comply with the applied accounting system. It is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Management confirmed that it has complied with the above requirements in preparing the accompanying separate financial statements.

### STATEMENT BY MANAGEMENT

Management does hereby state that, in its opinion, the accompanying separate financial statements give a true and fair view of the separate financial position of the Company as at 31 December 2014 and of the separate results of its operations and its separate cash flows for year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to preparation and presentation of separate financial statements.

The Company has prepared and issued the separate financial statements to meet with the prevailing statutory requirements and internal management purpose. In addition, the Company is also in the process of preparation of its consolidated financial statements for the year ended 31 December 20114. Users of the accompanying separate financial statements should read them together with the consolidated financial statements of the Company and its subsidiaries for the year ended 31 December 2014 in order to obtain full information on the consolidated financial position, consolidated results of operations and consolidated cash flows of the Company and its subsidiaries.

For and on behalf of management:

Cao Thi Ngoc Dung General Director

28 March 2015

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Ernst & Young Vietnam Limited 28th Floor, Bitexco Financial Tower 2 Hai Trieu Street, District 1 Ho Chi Minh City, S.R. of Vietnam

Tel: +84 8 3824 5252 Fax: +84 8 3824 5250

ey.com

Reference: 60984885/16997233

### INDEPENDENT AUDITORS' REPORT

To: The Shareholders of Phu Nhuan Jewelry Joint Stock Company

We have audited the accompanying separate financial statements of Phu Nhuan Jewelry Joint Stock Company ("the Company") as prepared on 28 March 2014 and set out on pages 5 to 34, which comprise the separate balance sheet as at 31 December 2014, and the separate income statement and separate cash flow statement for the year then ended, and the notes thereto.

### Management's responsibility

Management is responsible for the preparation and fair presentation of these separate financial statements in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to preparation and presentation of separate financial statements, and for such internal control as management determines is necessary to enable the preparation and presentation of separate financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' responsibility

Our responsibility is to express an opinion on these separate financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the separate financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the separate financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the separate financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the separate financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



### Opinion

In our opinion, the separate financial statements give a true and fair view, in all material respects, of the separate financial position of the Company as at 31 December 2014, and of the separate results of its operations and its separate cash flows for the year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to preparation and presentation of separate financial statements.

### Emphasis of matter

As disclosure in Note 2.1 of the separate financial statements, the Company has prepared and issued the separate financial statements to meet with the prevailing statutory requirements and internal management purpose. In addition, the Company is also in the process of preparation of its consolidated financial statements for the year ended 31 December 2014. Users of the accompanying separate financial statements should read them together with the consolidated financial statements of the Company and its subsidiaries for the year ended 31 December 2014 in order to obtain full information on the consolidated financial position, consolidated results of operations and consolidated cash flows of the Company and its subsidiaries.

Ernst & Young Vietnam Limited

CÔNG TY TRÁCH NHIỆM HỮU HẠN ERNST & YOUNG VIỆT NAME

Duong Le Anthony
Deputy General Director
Audit Practicing Registratio

Audit Practicing Registration Certificate

No. 2223-2013-004-1

Nguyen Thanh Sang

Auditor

Audit Practicing Registration Certificate

No. 1541-2013-004-1

Ho Chi Minh City, Vietnam

28 March 2015

SEPARATE BALANCE SHEET as at 31 December 2014

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Code	AS	SETS	Notes	Ending balance	Beginning balance
100	A.	CURRENT ASSETS		1,816,130,883,550	1,379,015,621,494
110	1.	Cash and cash equivalents	4	269,738,984,290	292,923,008,187
111		1. Cash	7	35,139,719,411	38,116,455,254
112		Cash equivalents			
112		2. Casil equivalents		234,599,264,879	254,806,552,933
130	II.	Current accounts receivable		76,312,622,442	64,341,261,584
131		<ol> <li>Trade receivables</li> </ol>	5	45,069,065,323	41,735,061,334
132		<ol><li>Advances to suppliers</li></ol>		16,213,997,161	7,656,012,768
135		<ol><li>Other receivables</li></ol>	6	22,781,778,617	22,702,406,141
139		Provision for doubtful debts		(7,752,218,659)	(7,752,218,659)
140	111.	Inventories		1,420,997,037,680	982,085,265,360
141	rarezar	1. Inventories	7	1,420,997,037,680	982,085,265,360
<b>150</b> 151	IV.	Other current assets  1. Short-term prepaid		49,082,239,138	39,666,086,363
		expenses		27,110,751,151	19,442,413,859
152 154		Value-added tax deductible     Tax and other receivables		3,659,558,376	6,740,452,800
19170107		from the State		4,653,263,806	1,845,657,246
158		<ol><li>Other current assets</li></ol>	8	13,658,665,805	11,637,562,458
200	В.	NON-CURRENT ASSETS		997,056,885,294	1,182,123,245,334
220	I.	Fixed assets		452,200,300,904	435,780,257,899
221	150001	<ol> <li>Tangible fixed assets</li> </ol>	9	160,211,532,448	144,424,011,617
222		Cost	5585	263,929,102,351	229,921,472,525
223		Accumulated depreciation		(103,717,569,903)	(85,497,460,908)
227		<ol><li>Intangible fixed assets</li></ol>	10	291,249,678,256	285,527,991,212
228		Cost	12000	293,121,956,571	286,295,740,601
229		Accumulated amortization		(1,872,278,315)	(767,749,389)
230		3. Construction in progress		739,090,200	5,828,255,070
250	11.	Long-term investments	11	531,800,510,537	735,830,783,927
251	373	Investments in subsidiaries	33.	20,000,000,000	158,608,529,680
252		2. Investments in associates		91,866,300,000	91,866,300,000
258		3. Other long-term investments		460,716,988,400	513,306,408,400
259		<ol> <li>Provision for long-term</li> </ol>		SW SV (S	W W W
		investments		(40,782,777,863)	(27,950,454,153)
260	III.	Other long-term assets	0,40.00	13,056,073,853	10,512,203,508
261		<ol> <li>Long-term prepaid expenses</li> </ol>	12	12,134,611,001	9,810,353,184
262		<ol><li>Deferred tax assets</li></ol>	23.2	921,462,852	701,850,324
270	TO	TAL ASSETS		2,813,187,768,844	2,561,138,866,828

SEPARATE BALANCE SHEET (continued) as at 31 December 2014

					VNI
Code	RE	SOURCES	Notes	Ending balance	Beginning balance
300	A.	LIABILITIES		1,546,477,098,360	1,287,021,992,443
310	I.	Current liabilities		1,408,892,716,260	1,157,012,671,294
311	1,2000	1. Short-term loans	13	1,131,686,128,041	925,178,526,976
312		2. Trade payables	14	141,440,940,445	103,305,627,870
313		3. Advances from customers	"	10,577,252,253	8,343,390,595
314		<ol><li>Statutory obligations</li></ol>	15	45,248,221,899	39,316,224,376
315		<ol><li>Payables to employees</li></ol>		26,969,847,063	2,603,495,793
316		<ol><li>Accrued expenses</li></ol>	1 1	4,188,467,510	3,190,228,746
319		<ol><li>Other payables</li></ol>	16	41,515,425,628	39,134,459,991
323		<ol><li>Bonus and welfare fund</li></ol>		7,266,433,421	35,940,716,947
330	11.	Non-current liabilities		137,584,382,100	130,009,321,149
333	5.725	1. Other long-term liabilities	1 1	455,382,100	426,284,500
334		2. Long-term loans	17	137,129,000,000	129,583,036,649
400	В.	OWNERS' EQUITY		1,266,710,670,484	1,274,116,874,385
410	1.	Capital	18	1,266,710,670,484	1,274,116,874,385
411	100040	Share capital		755,970,350,000	755,970,350,000
412		2. Share premium		105,021,650,000	105,021,650,000
414		<ol><li>Treasury shares</li></ol>		(7,090,000)	(7,090,000)
417		4. Investment and		71.00 n at 11.00 n at 12.00 n at 12.00 n	and a second of the second
		development fund		166,070,897,000	126,070,897,000
418		<ol><li>Financial reserve fund</li></ol>		66,734,153,783	57,634,153,783
420		<ol><li>Undistributed earnings</li></ol>		172,920,709,701	229,426,913,602

### OFF BALANCE SHEET ITEM

TOTAL LIABILITIES AND OWNERS' EQUITY

440

ITEM	Ending balance	Beginning balance
Foreign currencies: - United States dollar (USD) - Gold taels - Australian Dollar (AUD)	8,382 6,409 6,409 CÔNG TY	58,203 6,770
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2,813,187,768,844

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Duong Quang Hai Preparer Dang Thi Lai Chief Accountant Cao Thi Ngoc Dung General Director

2,561,138,866,828

SEPARATE INCOME STATEMENT for the year ended 31 December 2014

	_		_		VNI
Code	ITE	EMS	Notes	Current year	Previous year
01	1.	Revenue from sale of goods and rendering of services	19.1	7,294,173,886,089	7,603,580,837,001
02	2.	Deductions	19.1	(96,619,065,285)	(58,042,116,925)
10	3.	Net revenue from sale of goods and rendering of services	19.1	7,197,554,820,804	7,545,538,720,076
11	4.	Cost of goods sold and services rendered	20	(6,407,382,523,035)	(6,945,760,880,825)
20	5.	Gross profit from sale of goods and rendering of services		790,172,297,769	599,777,839,251
21	6.	Finance income	19.2	48,071,487,482	26,361,074,079
<b>22</b> 23	7.	Finance expenses - In which: Interest expense	21	(95,054,464,191) (72,826,281,233)	( <b>62,133,745,092</b> ) (76,079,037,263)
24	8.	Selling expenses		(310,939,565,559)	(232,532,314,459)
25	9.	General and administrative expenses		(105,943,645,106)	(91,803,812,235)
30	10.	Operating profit		326,306,110,395	239,669,041,544
31	11.	Other income		1,510,091,758	1,485,358,375
32	12.	Other expenses		(1,025,601,064)	(1,149,213,953)
40	13.	Other profit		484,490,694	336,144,422
50	14.	Profit before tax		326,790,601,089	240,005,185,966
51	15.	Current corporate income tax expense	23.1	(70,308,883,318)	(57,831,875,517)
52	16.	Deferred income tax benefit	23.2	219,612,528	220,310,692
60	17.	Net profit after tax		256,701,330,299	182,393,621,141
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Duong Quang Hai Preparer

Dang Thi Lai Chief Accountant

Cao Thi Ngoc Dung General Director

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28 March 2015

SEPARATE CASH FLOW STATEMENT for the year ended 31 December 2014

Code	ITEMS	Notes	Current year	Previous year
	I. CASH FLOWS FROM	f		
	OPERATING ACTIVITIES			
01	Profit before tax		326,790,601,089	240,005,185,966
1,5000	Adjustments for:		,,	240,000,100,000
02	Depreciation and amortization	9, 10	20,878,766,466	17,256,761,738
03	Provisions (reversal of			,200,,00,,00
	provisions)		12,832,323,710	(15,390,245,680)
05	Profits from investing activities		(40,108,279,979)	(16,278,876,767)
06	Interest expense	21	72,826,281,233	76,079,037,263
80	Operating profit before changes			
	in working capital		393,219,692,519	301,671,862,520
09	Increase in receivables		(13,719,176,341)	(12,762,570,378)
10	Increase in inventories		(438,911,772,320)	(199,108,697,580)
11	Increase in payables		74,505,345,991	44,701,094,324
12	Increase in prepaid expenses		(9,992,595,109)	(9,624,872,134)
13	Interest paid		(77,014,748,743)	(74,694,615,693)
14	Corporate income tax paid	23.1	(70,249,936,772)	(38, 157, 531, 593)
15	Other cash inflows from	TO ASSOCIATE OF		
100	operating activities		4	30,001,580,000
16	Other cash outflows from			
	operating activities		(47,174,283,526)	(24,326,682,734)
20	Net cash flows (used in) from		100000000000000000000000000000000000000	
	operating activities		(189,337,474,301)	17,699,566,732
	II. CASH FLOWS FROM			
	INVESTING ACTIVITIES			
21	Purchase and construction of		200 200 - 2012/01/2012/02/2012/04/2012	
223	fixed assets		(38,054,500,322)	(26,163,899,180)
22	Proceeds from disposals of fixed			1256/35315315151515
23/86	assets			154,972,727
25	Payments for investments in			25 74 Att
	other entities			(65,000,000)
26	Proceeds from sale of			23 (7) (6 ?
	investments		220,269,982,000	
27	Interest and dividends received		11,791,938,510	16,447,365,287
30	Net cash flows from (used in)		LE SEAN SEVEN AND MINISTER COLUMN TO	
	investing activities		194,007,420,188	(9,626,561,166)
	III. CASH FLOWS FROM		(*)	\{
	FINANCING ACTIVITIES			
32	Issuance of shares		(100 page 100 page 1	35,992,000,000
33	Drawdown of borrowings		4,288,198,884,470	3,459,737,224,815
34	Repayment of borrowings	10.1	(4,074,145,320,054)	(3,583,561,782,190)
36	Dividends paid	18.2	(241,907,534,200)	(93,597,185,500)
40	Net cash flows used in financing			
	activities		(27,853,969,784)	(181,429,742,875)

SEPARATE CASH FLOW STATEMENT (continued) for the year ended 31 December 2014

Code	ITEMS	Notes	Current year	Previous year
50	Net decrease in cash and cash equivalents		(23,184,023,897)	(173,356,737,309)
60	Cash and cash equivalents at beginning of year		292,923,008,187	466,279,745,496
70	Cash and cash equivalents at end of year	4	269,738,984,290	292,923,008,187

Duong Quang Hai Preparer

Dang Thi Lai Chief Accountant Cao Thi Ngoc Dung General Director

CÔNG TY CỔ PHẨM VÀNG BÁC ĐÁ QI

28 March 2015

### 1. CORPORATE INFORMATION

Phu Nhuan Jewelry Joint Stock Company ("the Company") is a shareholding company incorporated under the Law on Enterprise of Vietnam pursuant to the Business Registration Certificate No. 0300521758 issued by the Department of Planning and Investment of Ho Chi Minh City on 2 January 2004, as amended.

The Company was listed on the Ho Chi Minh City Stock Exchange ("HOSE") from 23 March 2009 pursuant to the Decision No. 129/DKNY issued by the General Director of HOSE on 26 December 2008.

The current principal activities of the Company are to trade gold, silver, jewelry and gemstones, and to import and export jewelry in gold, silver and gemstones.

The Company's head office is located at 170E Phan Dang Luu Street, Phu Nhuan District, Ho Chi Minh City, Vietnam. In addition, the Company also has one hundred and seventy four (174) retail shops located in various provinces in Vietnam.

The number of the Company's employees as at 31 December 2014 was 2,494 (31 December 2013: 2,207).

### 2. BASIS OF PREPARATION

### 2.1 Accounting standards and system

The separate financial statements of the Company, expressed in Vietnam dong ("VND"), are prepared in accordance with Vietnamese Enterprise Accounting System, Vietnamese Accounting Standards issued by the Ministry of Finance as per:

- ▶ Decision No. 149/2001/QD-BTC dated 31 December 2001 on the Issuance and Promulgation of Four Vietnamese Accounting Standards (Series 1);
- Decision No. 165/2002/QD-BTC dated 31 December 2002 on the Issuance and Promulgation of Six Vietnamese Accounting Standards (Series 2);
- Decision No. 234/2003/QD-BTC dated 30 December 2003 on the Issuance and Promulgation of Six Vietnamese Accounting Standards (Series 3);
- Decision No. 12/2005/QD-BTC dated 15 February 2005 on the Issuance and Promulgation of Six Vietnamese Accounting Standards (Series 4); and
- Decision No. 100/2005/QD-BTC dated 28 December 2005 on the Issuance and Promulgation of Four Vietnamese Accounting Standards (Series 5).

Accordingly, the accompanying separate balance sheet, separate income statement, separate cash flow statement and related notes, including their utilisation are not designed for those who are not informed about Vietnam's accounting principles, procedures and practices and furthermore are not intended to present the financial position and results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries other than Vietnam.

The Company has prepared and issued the separate financial statements to meet with the prevailing statutory requirements and internal management purpose. In addition, the Company is also in the process of preparation of its consolidated financial statements for the year ended 31 December 2014. Users of the accompanying separate financial statements should read them together with the consolidated financial statements of the Company and its subsidiaries for the year ended 31 December 2014 in order to obtain full information on the consolidated financial position, consolidated results of operations and consolidated cash flows of the Company and its subsidiaries.

### 2.2 Applied accounting documentation system

The Company's applied accounting documentation system is the General Journal system.

### BASIS OF PREPARATION (continued)

### 2.3 Fiscal year

The Company's fiscal year applicable for the preparation of its separate financial statements starts on 1 January and ends on 31 December.

### 2.4 Accounting currency

The separate financial statements are prepared in VND which is also the Company's accounting currency.

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### 3.1 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash at banks, gold, and short-term, highly liquid investments with an original maturity of less than three months that are readily convertible into known amounts of cash and that are subject to an insignificant risk of change in value.

### 3.2 Receivables

Receivables are presented in the separate financial statements at the carrying amounts due from customers and other debtors, after provision for doubtful debts.

The provision for doubtful debts represents amounts of outstanding receivables at the balance sheet date which are doubtful of being recovered. Increases and decreases to the provision balance are recorded as general and administrative expense in the separate income statement.

### 3.3 Inventories

Inventories are stated at the lower of cost incurred in bringing each product to its present location and condition, and net realisable value.

Net realisable value represents the estimated selling price in the ordinary course of business less the estimated costs to complete and the estimated costs necessary to make the sale.

The perpetual method is used to record inventories, which are valued as follows:

Merchandises, consumables, and raw materials

cost of purchase on a weighted average basis.

Finished goods and work-in process -

 cost of direct materials and labour plus attributable manufacturing overheads based on the normal operating capacity on a weighted average basis.

### Provision for obsolete inventories

An inventory provision is created for the estimated loss arising due to the impairment of value (through diminution, damage, obsolescence, etc.) of merchandise goods, raw materials, finished goods, and other inventories owned by the Company, based on appropriate evidence of impairment available at the balance sheet date.

Increases and decreases to the provision balance are recorded into the cost of goods sold account in the separate income statement.

### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.4 Fixed assets

Tangible and intangible fixed assets are stated at cost less accumulated depreciation and amortization.

The cost of a fixed asset comprises its purchase price and any directly attributable costs of bringing the fixed asset to working condition for its intended use.

Expenditures for additions, improvements and renewals are added to the carrying amount of the assets and expenditures for maintenance and repairs are charged to the separate income statement as incurred.

When fixed assets are sold or retired, their cost and accumulated depreciation or amortization are removed from the separate balance sheet and any gain or loss resulting from their disposal is included in the separate income statement.

### Land use rights

Land use right is recorded as an intangible fixed asset on the separate balance sheet when the Company obtained the land use right certificates. The costs of land use right comprise all directly attributable costs of bringing the land lot to the condition available for intended use and is not amortized due to its indefinite useful life.

### 3.5 Depreciation and amortization

Depreciation of tangible fixed assets and amortization of intangible fixed assets are calculated on a straight-line basis over the estimated useful life of each asset as follows:

Buildings and structures 3 - 25 years
Machinery and equipment 3 - 15 years
Motor vehicles 4 - 10 years
Office equipment 3 - 8 years
Computer software 3 years

The useful life of the fixed assets and depreciation and amortization rates are reviewed periodically to ensure that the method and the period of the depreciation and amortisation are consistent with the expected pattern of economic benefits that will be derived from the use of fixed assets.

### 3.6 Borrowing costs

Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds and are recorded as expense during the year in which they are incurred.

### 3.7 Prepaid expenses

Prepaid expenses are reported as short-term or long-term prepaid expenses on the separate balance sheet and are amortized over the year for which the amounts are paid or the year in which economic benefits are generated in relation to these expenses.

The following types of expenses are recorded as long-term prepaid expense and are amortised to the separate income statement.

- Prepaid rental includes land and shop rental prepaid for many years under operating lease contracts and are amortized over the lease term;
- Tools and consumables with large value issued in use and can be used for more than one year; and
- Others are amortized to the separate income statement over 2 to 3 years.

### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.8 Investments in subsidiaries

Investments in subsidiaries over which the Company has control are carried at cost.

Distributions from accumulated net profits of the subsidiaries arising subsequent to the date of acquisition are recognized in the separate income statement. Distributions from sources other than from such profits are considered a recovery of investment and are deducted to the cost of the investment.

### 3.9 Investments in associates

Investments in associates over which the Company has significant influence are accounted for under the cost method of accounting. Distributions from the accumulated net profits of the associates arising subsequent to the date of acquisition by the Company are recognized in the separate income statement. Distributions from sources other than from such profits are considered a recovery of investment and are deducted to the cost of the investment.

### 3.10 Investments in securities and other investments

Investments in securities and other investments are stated at their acquisition costs.

### 3.11 Provision for investments

Provision is made for any diminution in value of the investments at the balance sheet date in accordance with the guidance under the Circular No. 228/2009/TT-BTC issued by the Ministry of Finance on 7 December 2009 and the Circular No. 89/2013/TT-BTC issued by the Ministry of Finance on 28 June 2013. Increases and decreases to the provision balance are recorded as finance expense in the separate income statement.

### 3.12 Payables and accruals

Payables and accruals are recognised for amounts to be paid in the future for goods and services received, whether or not billed to the Company.

### 3.13 Foreign currency transactions

Transactions in currencies other than the Company's reporting currency of VND are recorded at the exchange rates ruling at the date of the transaction. At the end of the year, monetary assets and liabilities denominated in foreign currencies are translated at buying exchange rate announced by the commercial bank where the Company maintains bank accounts ruling at the balance sheet date. All realised and unrealised foreign exchange differences are taken to the separate income statement.

### 3.14 Treasury shares

Own equity instruments which are reacquired (treasury shares) are recognised at cost and deducted from equity. No gain or loss is recognised in profit or loss upon purchase, sale, issue or cancellation of the Company's own equity instruments.



### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.15 Appropriation of net profits

Net profit after tax is available for appropriation to shareholders after approval in the shareholders' meeting, and after making appropriation to reserve funds in accordance with the Company's Charter and Vietnam's regulatory requirements.

The Company maintains the following reserve funds which are appropriated from the Company's net profit as proposed by the Board of Directors and subject to approval by shareholders at the annual general meeting.

### Financial reserve fund

This fund is set aside to protect the Company's normal operations from business risks or losses, or to prepare for unforeseen losses or damages for objective reasons and force majeure, such as fire, economic and financial turmoil of the country or elsewhere.

### Investment and development fund

This fund is set aside for use in the Company's expansion of its operation or in-depth investments.

### Bonus and welfare fund

This fund is set aside for the purpose of pecuniary rewarding and encouraging, common benefits and improvement of the employees' benefits, and presented as a liability on the separate balance sheet.

### 3.16 Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received or receivable, excluding trade discount, rebate and sales return. The following specific recognition criteria must also be met before revenue is recognised:

### Sale of goods

Revenue is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer, usually upon the delivery of the goods.

### Rendering of services

Revenue is recognised when the service has been rendered.

### Interest

Revenue is recognised as the interest accrues unless collectability is in doubt.

### Dividends

Income is recognised when the Company's entitlement as an investor to receive the dividend is established.

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NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) as at and for the year ended 31 December 2014

### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.17 Taxation

### Current income tax

Current income tax assets and liabilities for the current and prior years are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted as at the balance sheet date.

Current income tax is charged or credited to the separate income statement, except when it relates to items recognised directly to equity, in which case the current income tax is also dealt with in equity.

Current income tax assets and liabilities are offset when there is a legally enforceable right for the Company to offset current income tax assets against current income tax liabilities and when the Company intends to settle its current income tax assets and liabilities on a net basis.

### Deferred income tax

Deferred income tax is provided using the liability method on temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred income tax liabilities are recognised for all taxable temporary differences, except where the deferred income tax liability arises from the initial recognition of an asset or liability in a transaction which at the time of the related transaction affects neither the accounting profit nor taxable profit or loss.

Deferred income tax assets are recognised for all deductible temporary differences, carried forward unused tax credit and unused tax losses, to the extent that it is probable that taxable profit will be available against which deductible temporary differences, carried forward unused tax credit and unused tax losses can be utilised, except where the deferred income tax asset in respect of deductible temporary difference which arises from the initial recognition of an asset or liability which at the time of the related transaction, affects neither the accounting profit nor taxable profit or loss.

The carrying amount of deferred income tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilised. Previously unrecognised deferred income tax assets are re-assessed at each balance sheet date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred income tax assets to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled based on tax rates and tax laws that have been enacted at the balance sheet date.

Deferred income tax is charged or credited to the separate income statement, except when it relates to items recognised directly to equity, in which case the deferred income tax is also dealt with in the equity account.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right for the Company to offset current income tax assets against current income tax liabilities and when they relate to income taxes levied by the same taxation authority on either the same taxable entity or when the Company intends either settle current income tax liabilities and assets on a net basis or to realise the assets and settle the liabilities simultaneously, in each future year in which significant amounts of deferred income tax liabilities or assets are expected to be settled or recovered.

### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.18 Financial instruments

Financial instruments - initial recognition and presentation

### Financial assets

Financial assets within the scope of the Circular No. 210 /2009/TT-BTC dated 6 November 2009 issued by the Ministry of Finance providing guidance for the adoption in Vietnam of the International Financial Reporting Standards on presentation and disclosures of financial Instruments ("Circular 210") are classified, for disclosures in the notes to the separate financial statements, as financial assets at fair value through profit or loss, held-to-maturity investments, loans and receivables or available-for-sale financial assets as appropriate. The Company determines the classification of its financial assets at initial recognition.

All financial assets are recognised initially at cost plus directly attributable transaction costs.

The Company's financial assets include cash, cash equivalents, short-term deposits, trade and other receivables.

### Financial liabilities

Financial liabilities within the scope of Circular 210 are classified, for disclosures in the notes to the separate financial statements, as financial liabilities at fair value through profit or loss or financial liabilities measured at amortised cost as appropriate. The Company determines the classification of its financial liabilities at initial recognition.

All financial liabilities are recognised initially at cost net of directly attributable transaction costs.

The Company's financial liabilities include trade and other payables, and loans.

Financial instruments - subsequent re-measurement

There is currently no guidance in Circular 210 in relation to subsequent re-measurement of financial instruments. Accordingly, the financial instruments are subsequently re-measured at cost.

### Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount reported in the separate balance sheet if, and only if, there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liabilities simultaneously.

### 4. CASH AND CASH EQUIVALENTS

		VND
	Ending balance	Beginning balance
Cash on hand	28,757,507,093	26,507,607,552
Cash at banks	4,660,869,318	9,103,947,702
Cash in transit	1,721,343,000	2,504,900,000
Cash equivalents	234,599,264,879	254,806,552,933
TOTAL	269,738,984,290	292,923,008,187

### 5. TRADE RECEIVABLES

5.	TRADE RECEIVABLES		
			VND
		Ending balance	Beginning balance
	Due from third parties	44,496,565,694	36,436,685,771
	Due from a related party (Note 24)	572,499,629	5,298,375,563
	TOTAL	45,069,065,323	41,735,061,334
6.	OTHER RECEIVABLES		
			VND
		Ending balance	Beginning balance
	Due from third parties	17,801,978,617	20,702,406,141
	Due from a related party (Note 24)	4,979,800,000	2,000,000,000
	TOTAL	22,781,778,617	22,702,406,141
	Provision for doubtful debts	(7,752,218,659)	(7,752,218,659)
	NET	15,029,559,958	14,950,187,482
	Details of movements of provision for dou	btful debts	
			VND
		Current year	Previous year
	Provision for doubtful debts at beginning	7 750 040 050	7 750 040 050
	and end of year	7,752,218,659	7,752,218,659
7.	INVENTORIES		
			VND
		Ending balance	Beginning balance
	Merchandise goods	1,197,591,299,927	828,306,153,061
	Finished goods	129,280,128,300	34,000,318,883
	Goods on consignment	38,475,458,376	41,403,171,808
	Work in process	25,709,641,474	23,435,085,328
	Tools and supplies	19,832,568,407	15,098,468,068
	Raw materials	9,498,967,373	35,458,279,520
	Goods in transit	608,973,823	4,383,788,692
	TOTAL	1,420,997,037,680	982,085,265,360
	Inventories of VND 570,000,000,000 were obtained from commercial banks (Note 13).	pledged as collateral f	for short-term loans

### 8. OTHER CURRENT ASSETS

TOTAL	13,658,665,805	11,637,562,458
Short-term rental deposits Advances to employees	13,014,032,750 644,633,055	10,998,437,326 639,125,132
	Ending balance	VND Beginning balance

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) as at and for the year ended 31 December 2014

### TANGIBLE FIXED ASSETS

8	30 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		) () () () () ()	000 MR JBV	NND
g balance 116,702,723,057 3,855,569,925	Buildings and structures	Machinery and equipment	Motor vehicles	Office equipment	Total
g balance 116,702,723,057 3,855,569,925					
alance 120,558,292,982 1  reciated 101,262,000  ated depreciation: (11,071,848,261) (6 (5,226,710,053) (7 (16,298,558,314) (6 (16,298,558,558,314) (6 (16,298,558,558,558) (6 (16,298,558,558,558) (6 (16,298,558,558) (6 (16,298,558,558) (6 (16,298,558,558) (6 (16,298,558,558) (6 (16,298,558,558) (6 (16,298,558) (6 (16,298,558) (6 (16,298,558) (6 (16,298,558) (6 (16,298,558) (6 (16,298,558) (6 (16,298) (6	116,702,723,057 3,855,569,925	90,295,618,175 28,312,584,378 (2,001,493,323)	7,515,438,696 3,578,453,727	15,407,692,597 570,841,192 (308,326,073)	229,921,472,525 36,317,449,222 (2,309,819,396)
reciated	120,558,292,982	116,606,709,230	11,093,892,423	15,670,207,716	263,929,102,351
epreciation: (11,071,848,261)  ce (5,226,710,053)  nount: (16,298,558,314)	101,262,000	40,096,488,007	3,037,674,490	2,364,791,157	45,600,215,654
ce (11,071,848,261) the year (5,226,710,053) - (16,298,558,314) nount: 105,630,874,796					
(16,298,558,314) nount: 105,630,874,796	(11,071,848,261) (5,226,710,053)	(59,646,188,124) (10,812,555,771) 1,245,802,472	(5,668,365,729) (706,647,061)	(9,111,058,794) (3,028,324,655) 308,326,073	(85,497,460,908) (19,774,237,540) 1,554,128,545
105,630,874,796	(16,298,558,314)	(69,212,941,423)	(6,375,012,790)	(11,831,057,376)	(103,717,569,903)
	105,630,874,796	30,649,430,051	1,847,072,967	6,296,633,803	144,424,011,617
Ending balance 104,259,734,668 4	104,259,734,668	47,393,767,807	4,718,879,633	3,839,150,340	160,211,532,448

Buildings and machineries with the carrying amount of VND 15,234,478,078 were pledged to obtain loans from commercial banks (Note 17).

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### 10. INTANGIBLE FIXED ASSETS

			VND
	Indefinite land use rights	Computer software	Total
Cost:			
Beginning balance Additions	285,183,268,988	1,112,471,613 6,826,215,970	286,295,740,601 6,826,215,970
Ending balance	285,183,268,988	7,938,687,583	293,121,956,571
Accumulated amortization:			
Beginning balance Amortization for the year		(767,749,389) (1,104,528,926)	(767,749,389) (1,104,528,926)
Ending balance	•	(1,872,278,315)	(1,872,278,315)
Net carrying amount:			
Beginning balance	285,183,268,988	344,722,224	285,527,991,212
Ending balance	285,183,268,988	6,066,409,268	291,249,678,256

Land use rights with the carrying amount of VND 69,152,139,738 were pledged to obtain loans from commercial banks (Note 17).

### 11. LONG-TERM INVESTMENTS

### 11.1 Investments in subsidiaries

Name	Ending balan	ce	Beginning bal	ance
	Cost of investment	% of interest	Cost of investment	% of interest
	VND		VND	
CAO Fashion Company Limited	10,000,000,000	100	10,000,000,000	100
PNJ Laboratory Company Limited Saigon Fuel Joint Stock	10,000,000,000	100	10,000,000,000	100
Company		-	138,608,529,680	50.02
TOTAL	20,000,000,000		158,608,529,680	

CAO Fashion Company Limited ("CFC"), a one-member limited liability company, was established under the Law on Enterprise of Vietnam pursuant to the Business Registration Certificate No. 0309279212 issued by the Department of Planning and Investment of Ho Chi Minh City on 14 August 2009. CFC's registered head office is located at 170E Phan Dang Luu Street, Phu Nhuan District, Ho Chi Minh City, Vietnam. CFC's principal activities are to produce and trade fashion products, silver and gold jewellery, and arts and crafts products, and to import and export art and craft products.

PNJ Laboratory Company Limited ("PLC"), a one-member limited liability company, was established under the Law on Enterprise of Vietnam pursuant to the Business Registration Certificate No. 0310521330 issued by the Department of Planning and Investment of Ho Chi Minh City on 16 December 2010. PLC's registered head office is located at 205 Phan Dang Luu Street, Phu Nhuan District, Ho Chi Minh City, Vietnam. PLC's principal activities are to provide jewellery inspection and consultancy services.

### 11. LONG-TERM INVESTMENTS (continued)

### 11.2 Investments in associates

Name	Ending balance		Beginning balance	
	Cost of investment	% of interest	Cost of investment	% of interest
	VND		VND	
Dong A Land Joint Stock				
Company	91,866,300,000	30.62	91,866,300,000	30.62
Provision for long-term investments	(30,473,664,463)		(17,150,454,153)	
NET	61,392,635,537		74,715,845,847	

Dong A Land Joint Stock Company ("DAL") is a shareholding company incorporated under the Law on Enterprise of Vietnam pursuant to the Business Registration Certificate No. 4103001739 issued by the Department of Planning and Investment of Ho Chi Minh City on 24 July 2003. DAL's registered head office is located at 43R/12, Ho Van Hue Street, Ward 9, Phu Nhuan District, Ho Chi Minh City, Vietnam. DAL's principal activities are to provide design services, project management, construction services, to provide real estate consulting services and real estate agency, and to trade houses and interior products.

### 11.3 Other long-term investments

Name	Endi	ing balance	Beginning balance	
	Number of shares	Cost of investment	Number of shares	Cost of investment
		VND		VND
Dong A Joint Stock				
Commercial Bank (DAB) (i) Saigon M&C Real Estate	38,496,250	395,271,613,400	38,496,250	395,271,613,400
Joint Stock Company Que huong Liberty Joint	2,615,215	65,380,375,000	2,615,215	65,380,375,000
Stock Company	-	-	916,662	42,499,920,000
Hoang Minh Giam project		-		10,089,500,000
Others		65,000,000		65,000,000
TOTAL		460,716,988,400		513,306,408,400
Provision for long-term				
investments		(10,309,113,400)		(10,800,000,000)
NET		450,407,875,000		502,506,408,400

<sup>(</sup>i) DAB's shares were pledged to obtain loans from commercial banks (Note 13).

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NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) as at and for the year ended 31 December 2014

### 11. LONG-TERM INVESTMENTS (continued)

### 11.4 Provision for long-term investments

			VND
		Current year	Previous year
	At beginning of year  Add: Provision created during the year  Less: Reversal provision during the year	27,950,454,153 23,632,323,710 (10,800,000,000)	43,340,699,833 5,120,000,000 (20,510,245,680)
	At end of year	40,782,777,863	27,950,454,153
	In which: Provision for investments in associates Provision for other long-term investments	30,473,664,463 10,309,113,400	17,150,454,153 10,800,000,000
12.	LONG-TERM PREPAID EXPENSES		
			VND
		Ending balance	Beginning balance
	Office and retail shop renovation costs Tools and supplies Retail shop rental	4,896,818,658 4,039,577,270 3,198,215,073	4,890,649,035 2,998,868,972 1,920,835,177
	TOTAL	12,134,611,001	9,810,353,184
13.	SHORT-TERM LOANS		
		Ending balance	VND Beginning balance
		Enaing balance	beginning balance
	Short-term loans from banks Short-term loans from individuals Current portion of long-term loans (Note 17)	804,324,426,041 317,316,702,000 10,045,000,000	682,286,949,816 234,315,577,160 8,576,000,000
	TOTAL	1,131,686,128,041	925,178,526,976

### 13. SHORT-TERM LOANS (continued)

Details of short-term loans with floating rates obtained from commercial banks to finance its working capital requirements are as follows:

Banks	Ending balance	Maturity date	Interest	Collateral
	VND		% p.a.	
Asia Commercial Joint Stock Bank - Main Transaction office	208,300,000,000	From 9 January 2015 to 26 March 2015	From 6 to 6.5	DAB shares
Vietnam Joint Stock Commercial Bank for Industry and Trade - Ho Chi Minh Branch	138,453,326,647	From 6 January 2015 to 30 March 2015	From 2.8 to 5.9	Inventories
Joint Stock Company Bank for Foreign Trade of Vietnam – Ho Chi Minh Branch	122,893,085,681	From 3 January 2015 to 23 March 2015	From 2.8 to 5.9	Unsecured
Southeast Asia Commercial Joint Stock Bank	90,000,000,000	From 11 March 2015 to 29 March 2015	6.5	Unsecured
Petrolimex Group Commercial Joint Stock Bank - Ho Chi Minh Branch	70,000,000,000	From 27 February 2015 to 9 March 2015	6.0	Unsecured
CTBC Bank Company Limtied – Ho Chi Minh Branch	63,000,000,000	From 10 January 2015 to 30 January 2015	From 5.2 to 5.5	Unsecured
Shinhan Bank Vietnam Limited – Ho Chi Minh Branch	60,000,000,000	From 10 January 2015 to 30 January 2015	From 5.0 to 5.5	Unsecured
Military Commercial Joint Stock Bank – Ho Chi Minh Branch	20,393,013,713	From 25 January 2015 to 28 February 2015	4.7	Unsecured
Ho Chi Minh City Housing Development Commercial Joint Stock Bank – Ho Chi Minh branch	15,900,000,000	9 January 2015	5.7	Inventories
Vietnam Prosperity Joint Stock Commercial Bank – Ho Chi Minh Branch	15,385,000,000	19 February 2015	4.5	Inventories
TOTAL	804,324,426,041			

Details of individual loans with floating rate to finance its working capital requirements are as follows:

	Ending balance	Maturity date	Interest	Collateral
	VND		% p.a.	
Individuals	317,316,702,000	2 July 2015	From 1 to 5	Unsecured

### 14. TRADE PAYABLES

		Ending balance	VND Beginning balance
	Due to third parties Due to related parties (Note 24)	139,962,565,448 1,478,374,997	100,685,433,870 2,620,194,000
	TOTAL	141,440,940,445	103,305,627,870
15.	STATUTORY OBLIGATIONS		
		Ending balance	VND Beginning balance
	Corporate income tax (Note 23.1) Value-added tax Others	31,887,913,338 12,841,954,658 518,353,903	31,828,966,792 7,117,187,599 370,069,985
	TOTAL	45,248,221,899	39,316,224,376
16.	OTHER PAYABLES		
		Ending balance	VND Beginning balance
	Due to third parties  Due to a related party (Note 24)	26,485,425,628 15,030,000,000	29,634,459,991 9,500,000,000
	TOTAL	41,515,425,628	39,134,459,991

### 17. LONG-TERM LOANS

			En	nding balance	VND Beginning balance
Loans from ba	anks		147	,174,000,000	138,159,036,649
In which Current po Non-curren	rtion of long-term lo at portion	ans (Note 13)		,045,000,000	8,576,000,000 129,583,036,649
	long-term loans wi pital requirements		obtained	from commer	cial banks to finance
Banks	Ending balance	Maturity date	Interest		Collateral
	VND		% p.a.		
Dong A Commercial Joint Stock Bank - Head office	78,128,000,000	29 April 2016	6	at 577 Nguyer Nhuan Distri house Nguyen Va Nhuan Distr and bu located at L	tht of land lot located in Kiem, Ward 9, Phu ct, Ho Chi Minh City; located at 52A-52B in Troi Ward 15, Phu ict, Ho Chi Minh City illding and structures e Thanh Ton Street, anh Ward, District 1, Ho Chi Minh City
Asia Commercial Joint Stock Bank - Main Transaction Office	59,001,000,000	31 December 2020	6.5	located at 16	d use right of land lot 6 - 17, Duong Quang Binh Thanh District, Ho Chi Minh City
TOTAL	137,129,000,000				

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) as at and for the year ended 31 December 2014

### 18. OWNERS' EQUITY

### 18.1 Movements in owners' equity

					j		ANN
	Share capital	Share premium	Treasury	easury Investment and shares development fund	Financial reserve fund	Undistributed earnings	Total
Previous year:							
Beginning balance Capital increase	719,978,350,000	105,021,650,000	(000'060'2)	96,070,897,000	45,376,732,783	210,902,740,961	1,178,343,280,744 35,992,000,000 182,393,621,141
Dividends declared Profit appropriation	* *	* *	* *	30,000,000,000 11,257,421,000	11,257,421,000	(93,597,185,500) (41,257,421,000)	(93,597,185,500)
Iranster to bonus and welfare fund		r.	E	1		(29,014,842,000)	(29,014,842,000)
Ending balance	755,970,350,000 105,021,650,000	105,021,650,000	(7,090,000)	126,070,897,000	57,634,153,783	229,426,913,602	1,274,116,874,385
Current year: Beginning balance Net profit for the year Dividends declared Profit appropriation Transfer to bonus and welfare fund	755,970,350,000	105,021,650,000	(000'060'2)	(7,090,000) 126,070,897,000 57,634,153,783 40,000,000,000 9,100,000,000	57,634,153,783 - 9,100,000,000	229,426,913,602 256,701,330,299 (241,907,534,200) (49,100,000,000) (22,200,000,000)	1,274,116,874,385 256,701,330,299 (241,907,534,200) (22,200,000,000)
Ending balance	755,970,350,000	105,021,650,000	(7,090,000)	166,070,897,000	66,734,153,783	172,920,709,701	1,266,710,670,484

### 18. OWNERS' EQUITY (continued)

### 18.2 Capital transactions with owners and distribution of dividends

		VND
	Ending balance	Beginning balance
Contributed share capital		
Beginning balance Increase	755,970,350,000	719,978,350,000 35,992,000,000
Ending balance	755,970,350,000	755,970,350,000
Dividends paid Dividends declared	241,907,534,200 241,907,534,200	93,597,185,500 93,597,185,500
Shares - ordinary shares		
	Ending balance	Beginning balance
	Number of shares	Number of shares
Shares authorised to be issued Shares issued and fully paid	75,597,035	75,597,035
Ordinary shares	75,597,035	75,597,035
Treasury shares Ordinary shares	(709)	(709)
Shares in circulation Ordinary shares	75,596,326	75,596,326

### 19. REVENUE

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### 19.1 Revenue from sale of goods and rendering of services

		VND
	Current year	Previous year
Gross revenue	7,294,173,886,089	7,603,580,837,001
Of which:		
Sale of gold, silver and jewelry	7,270,771,044,287	7,582,960,165,207
Sale of accessories	14,722,495,005	10,455,218,391
Rendering of services	8,680,346,797	10,165,453,403
Less:	(96,619,065,285)	(58,042,116,925)
Sale returns	(15,774,625,318)	(10, 229, 646, 146)
Value added tax applying direct method	(80,844,439,967)	(47,812,470,779)
Net revenue	7,197,554,820,804	7,545,538,720,076
Of which:		
Sale of gold, silver and jewelry	7,174,151,979,002	7,524,918,048,282
Sale of accessories	14,722,495,005	10,455,218,391
Rendering of services	8,680,346,797	10,165,453,403

### 19. REVENUE (continued)

### 19.2 Finance income

TOTAL

10.2	i mance income		
			VND
		Current year	Previous year
	Gain from disposals of its investments	35,869,675,477	
	Dividends earned	11,592,320,800	16,106,954,250
	Foreign exchange gain	409,104,517	9,913,708,792
	Interest income	199,617,710	340,411,037
	Others	768,978	
	TOTAL	48,071,487,482	26,361,074,079
20.	COSTS OF GOODS SOLD AND SERVICES	RENDERED	
			PM DES
		224 000 40 MOMON 0 10 0 0 0	VND
		Current year	Previous year
	Cost of gold, silver and jewelry and		
	services rendered	6,397,043,030,577	6,937,444,440,826
	Cost of accessories	10,339,492,458	8,316,439,999
	TOTAL	6,407,382,523,035	6,945,760,880,825
21.	FINANCE EXPENSES		
17540			1/4/0
			VND
		Current year	Previous year
	Interest expense	72,826,281,233	76,079,037,263
	Provision (reversal of provision) for		
	long-term investments	12,832,323,710	(14,475,980,366)
	Loss from disposal of its investment	6,772,956,000	-
	Foreign exchange losses	964,406,647	530,688,195
	Others	1,658,496,601	
	TOTAL	95,054,464,191	62,133,745,092
22.	PRODUCTION AND OPERATING COSTS		
			VND
		Current year	Previous year
		ourion your	, Torroad your
	Raw materials	6,407,382,523,035	6,847,101,594,683
	Labour costs	160,267,074,251	173,036,339,335
	Tools and supplies	22,017,220,890	21,868,541,966
	Depreciation and amortization		
	(Notes 9 and 10)	20,878,766,466	17,256,761,738
	Expenses for external services	124,581,559,240	30,494,045,800

6,735,127,143,882

7,089,757,283,522

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NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) as at and for the year ended 31 December 2014

### 23. CORPORATE INCOME TAX

The Company has the obligation to pay corporate income tax ("CIT") at the rate of 22% of taxable profits.

The tax returns filed by Company are subject to examination by the tax authorities. As the application of tax laws and regulations is susceptible to varying interpretations, the amounts reported in the separate financial statements could change at a later date upon final determination by the tax authorities.

### 23.1 Current CIT

The current tax payable is based on taxable profit for the year. The taxable profit of the Company for the year differs from the profit as reported in the separate income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are not taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted at balance sheet date.

A reconciliation between the profit before tax and taxable profit is presented below:

		VND
	Current year	Previous year
Profit before tax	326,790,601,089	240,005,185,966
Adjustments:		
Non-deductible expenses	3,389,314,209	3,077,002,388
Change in accrued expenses	998,238,764	1,142,984,543
Unrealised foreign exchange	<u>-</u> 1	121,085,676
Dividends earned	(11,592,320,800)	(16,106,954,250)
Estimated current taxable profit	319,585,833,262	228,239,304,323
Estimated current CIT	70,308,883,318	57,059,826,081
Adjustment for under accrual of tax from prior		770 040 400
years	24 020 000 702	772,049,436
CIT payable at beginning of year	31,828,966,792	12,154,622,868
CIT paid during the year	(70,249,936,772)	(38,157,531,593)
CIT payable at end of year	31,887,913,338	31,828,966,792

### 23.2 Deferred CIT

The following are the deferred tax assets recognized by the Company, and the movements thereon, during the current and prior reporting year.

	Separate bala	ance sheet	Separate incom	VND ne statement
	Ending balance	Beginning balance	Current year	Previous year
Deferred tax asset Accrued expenses	921,462,852	701,850,324	219,612,528	190,039,273
Unrealised foreign exchange gains		-		30,271,419
TOTAL	921,462,852	701,850,324		
Net deferred income	tax benefit	_	219,612,528	220,310,692

### 24. TRANSACTIONS WITH RELATED PARTIES

Significant transactions with related parties during the year were as follows:

			VND
Related parties	Relationship	Nature of transaction	Amount
Dong A Joint Stock Commercial Bank	Related party	Dividends received	7,699,250,000
CAO Fashion Company Limited	Subsidiary	Sale of goods Purchase of goods Lending	17,700,241,109 6,702,223,600 3,800,000,000
Dong A Land Joint Stock Company	Associate	Services rendered	6,092,656,665
PNJ Laboratory Company Limited	Subsidiary	Services rendered	398,264,997
Remuneration to members of Management:	the Board of	Directors, Board of	Supervision and
		Current year	VND Previous year
Salaries and bonus		8,445,600,000	7,352,559,205
The outstanding balances due fro follows:	om and due to re	elated parties as at 31 l	December 2014 as
Related parties	Relationship	Nature of transaction	VND Receivable (Payable)
Trade receivable			
CAO Fashion Company Limited	Subsidiary	Sale of goods	572,499,629
Other receivable			
CAO Fashion Company Limited	Subsidiary	Lending Dividends received	2,979,800,000 2,000,000,000
			4,979,800,000
Trade payable			
PNJ Laboratory Company Limited	Subsidiary	Services rendered	(1,478,374,997)
Other payable			
PNJ Laboratory Company Limited	Subsidiary	Borrowing	(15,030,000,000)
	basing base 4	an from DNIII obsertan	Company Limited

### 25. OPERATING LEASE COMMITMENTS

The Company leases outlets under operating lease arrangements. Future rental amounts due under such operating leases after 31 December 2014 were as follows:

	VND
Ending balance	Beginning balance
14,095,981,829	12,631,761,029
34,668,159,280	30,708,159,280
36,271,432,000	3,271,432,000
85,035,573,109	46,611,352,309
	14,095,981,829 34,668,159,280 36,271,432,000

### 26. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Company's principal financial liabilities comprise loans, trade and other payables. The main purpose of these financial liabilities is to finance the Company's operations. The Company has trade and other receivables, cash, cash equivalents, short-term deposits that arise directly from its operations. The Company does not hold or issue any derivative financial instruments

The Company is exposed to market risk, credit risk and liquidity risk.

Management reviews and agrees policies for managing each of these risks which are summarized below.

### Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market prices comprise four types of risk: interest rate risk, currency risk, commodity price risk and other price risk, such as equity price risk. Financial instruments affected by market risk include loans and available-for-sale investments.

The sensitivity analyses in the following sections relate to the position as at 31 December 2014 and 31 December 2013.

### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's exposure to market risk for changes in interest rate relates primarily to the Company's loans with floating interest rates.

The Company manages its interest rate risk by keeping close watch on relevant market situation, in order to contemplate and adapt its leverage level as well as financing strategies to the prevailing situation.

### 26. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

### Market risk (continued)

Interest rate sensitivity

The following table demonstrates the sensitivity to a reasonably possible change in interest rates on that portion of loans.

With all other variables held constant, the Company's profit before tax is affected through the impact on floating rate borrowings as follows:

		VND
	Increase/decrease in basis points	Effect on profit before tax
Current year		
VND	+200	(2,742,580,000)
VND	-200	2,742,580,000
Previous year		
VND	+200	(2,591,660,733)
VND	-200	2,591,660,733

### Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company's exposure to the risk of changes in foreign exchange rates relates primarily to the Company's operating activities.

The Company does not employ any derivative financial instruments to hedge its foreign currency exposure.

No analysis on foreign currency sensitivity was performed for the year ended 31 December 2014 since the Company's exposure to foreign currency changes for all other currencies is not material.

### Equity price risk

The Company's listed and unlisted equity securities are susceptible to market price risk arising from uncertainty about future values of the investment securities. The Company manages equity price risk by placing a limit on equity investments. The Company's Board of Directors reviews and approves all equity investment decisions.

As at 31 December 2014, the exposure to listed and unlisted equity securities at fair value was VND 450,342,875,000 (31 December 2013: VND 492,351,908,400). A decrease of 10% in the value of the listed and unlisted securities could have an impact of approximately VND 45,034,287,500 (31 December 2013: VND 49,235,190,840) on the Company's profit before tax. An increase of 10% in the value of the listed and unlisted securities would increase Company's profit before tax by VND 45,034,287,500 (31 December 2013: VND 49,235,190,840).

### Commodity price risk

The Company exposes to commodity price risk in relation to purchase of certain commodities. The Company manages its commodity prices risk by keeping close watch on relevant information and situation of commodity market in order to properly manage timing of purchases, production plans and inventories level. The Company does not employ any derivative financial instruments to hedge its commodity price risk.

### 26. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

### Credit risk

Credit risk is the risk that counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Company is exposed to credit risk from its operating activities (primarily for trade receivables) and from its financing activities, including deposits with banks.

### Trade receivables

Customer credit risk is managed by the Company based on its established policy, procedures and control. The Company's exposure to credit risk in relation with receivables is mainly influenced by the individual characteristics of each customer. The Company mostly has cash sale which are not exposured to the credit risk.

Outstanding customer receivables are regularly monitored. The requirement for impairment is analyzed at each reporting date on an individual basis for major clients. In view of the aforementioned and the fact that the Company's trade receivables relate to a large number of diversified customers, there is no significant concentration of credit risk.

### Bank deposits

The Company's bank balances are mainly maintained with well-known banks in Vietnam. Credit risk from balances with banks is managed in accordance with the Company's policy. The Company's maximum exposure to credit risk for the components of the separate balance sheet at each reporting dates are the carrying amounts as illustrated in Note 4. The Company evaluates the concentration of credit risk in respect to bank deposit as low.

### Liquidity risk

The liquidity risk is the risk that the Company will encounter difficulty in meeting financial obligation due to shortage of funds. The Company's exposure to liquidity risk arises primarily from mismatches of maturities of financial assets and liabilities.

The Company monitors its liquidity risk by maintaining a level of cash, cash equivalents and bank loans deemed adequate by management to finance the Company's operations and to mitigate the effects of fluctuations in cash flows.

The table below summarizes the maturity profile of the Company's financial liabilities based on contractual undiscounted payments:

			VND
	Less than 1 year	From 2 to 5 years	Total
Ending balance			
Loans	1,131,686,128,041	137,129,000,000	1,268,815,128,041
Trade payables	141,440,940,445		141,440,940,445
Other payables and			
accrued expenses	45,703,893,138		45,703,893,138
TOTAL	1,318,830,961,624	137,129,000,000	1,455,959,961,624
Beginning balance			
Loans	925,178,526,976	129,583,036,649	1,054,761,563,625
Trade payables	103,305,627,870		103,305,627,870
Other payables and			
accrued expenses	42,324,688,737	-	42,324,688,737
	4 070 000 042 502	420 502 026 640	1,200,391,880,232
TOTAL	1,070,808,843,583	129,583,036,649	1,200,391,000,232

### Collateral

The Company has pledged its fixed assets, inventories and DAB shares in order to fulfil the collateral requirements for loans obtained from commercial banks (Notes 13 and 17).

The Company did not hold any collateral at 31 December 2014 and 31 December 2013.

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) as at and for the year ended 31 December 2014

# 27. FINANCIAL ASSETS AND FINANCIAL LIABILITIES

Set out below is a comparison by class of the carrying amounts and fair values of the Company's financial instruments that are carried in the separate financial statements.

		, in the second	+41700000		7,00	ONN
	Ending ha	lance	Carrying amount	Reginning balance	Fuding halange	>
	200				Litaling palatice	Degilling balance
	Cost	Provision	Cost	Provision		
Financial assets						
Other long-term investments	460,716,988,400	(10,309,113,400)	503, 151, 908, 400	(10,800,000,000)	450,407,875,000	492,351,908,400
Trade receivables	44,496,565,694		36,435,685,771		44,496,565,694	36,436,685,771
Receivables from a related party	572,499,629	•	5,298,375,563		572,499,629	5,298,375,563
Other receivables	20,781,778,617	(7,752,218,659)	20,702,406,141	(7,752,218,659)	13,029,559,958	12,950,187,482
Cash and cash equivalents	269,738,984,290		292,923,008,187		269,738,984,290	292,923,008,187
TOTAL	796,306,816,630	(18,061,332,059)	858,512,384,062	(18,552,218,659)	778,245,484,571	839,960,165,403
						QNN
			Carrying	Carrying amount	Fair	Fair value
			Ending balance	Beginning balance	Ending balance	Ending balance Beginning balance
Financial liabilities						
Loans			1,268,815,128,041	1,054,761,563,625	1,268,815,128,041	1,054,761,563,625
Trade payables			141,440,940,445	103,305,627,870	141,440,940,445	103,305,627,870
Payables to related parties			15,030,000,000	9,500,000,000	15,030,000,000	9,500,000,000
Other payables and accrued expense	nse		30,673,893,138	32,824,688,737	30,673,893,138	32,824,688,737
TOTAL			1,455,959,961,624	1,455,959,961,624 1,200,391,880,232 1,455,959,961,624 1,200,391,880,232	1,455,959,961,624	1,200,391,880,232

### FINANCIAL ASSETS AND FINANCIAL LIABILITIES (continued)

The fair values of the financial assets and liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale.

The fair values of the financial assets and liabilities had not yet been formally assessed and determined as at 31 December 2014 and 31 December 2013. However, management assessed that the fair values of these financial assets and liabilities were not materially different from their carrying values as at balance sheet date.

### 28. EVENTS AFTER THE BALANCE SHEET DATE

There have been no significant events occurring after the balance sheet date which would require adjustments or disclosures to be made in the separate financial statements.

Duong Quang Hai Preparer Dang Thi Lai Chief Accountant Cao Thi Ngoc Dung General Director

CÔNG TY CỔ PHẨN VÀMB BẠC ĐẢ QI PHỦ NHUẬK

28 March 2015