**Bao Viet Securities JSC**

**72 Tran Hung Dao, Hoan Kiem, Hanoi**

**BALANCE SHEET AS AT 30 SEPTEMBER 2019**

 **Unit: VND**

|  |  |  |  |
| --- | --- | --- | --- |
| **ASSETS** |   | **This year** | **Previous year** |
| **A. CURRENT ASSETS (100 = 110 + 130)** | **100** | **2.261.981.216.377** | **2.547.076.962.053** |
| **I. Financial assets (110 = 111 ->129)** | **110** | **2.258.592.209.093** | **2.544.928.394.217** |
| **Cash and cash equivalents** | **111** | **12.072.906.709** | **465.849.247.326** |
| 1.1 Cash  | 111.1 | 12.072.906.709 | 465.849.247.326 |
| 1.2. Cash equivalents | 111.2 | 0 | 0 |
| 2. Financial assets at fair value through profit or loss | 112 | 422.340.263.749 | 252.425.875.043 |
| 3. Held - to - maturity investments | 113 | 0 | 51.600.000.002 |
| 4. Loans | 114 | 1.747.148.212.445 | 1.682.728.337.545 |
| 5. Available for sale  | 115 | 132.548.552.497 | 128.006.432.497 |
| 6. Provision for impairment of financial assets and mortage assets | 116 | -77.767.900.909 | -65.169.527.850 |
| 7. Receiables | 117 | 2.247.189.600 | 20.925.796.544 |
| 7.1 Receivables from Sales of financial assets  | 117.1 | 0 | 0 |
| 7.2 Receivables and Accrued dividend and interest  | 117.2 | 2.247.189.600 | 20.925.796.544 |
| 7.2.1 Due dividends and interests receivables | 117.3 | 0 | 0 |
| in which: Bad receivables of due dividends and interests | 117.3.1 | 0 | 0 |
| 7.2.2 Expected receivables of undue dividends and interests  | 117.4 | 2.247.189.600 | 20.925.796.544 |
| 8. Advances to suppliers  | 118 | 6.385.930.186 | 6.514.867.194 |
| 9. Receivables from services provided by the Company | 119 | 3.385.005.058 | 6.415.254.928 |
| 10. Internal receivables | 120 | 0 | 0 |
| 11. Trading errors receivables | 121 | 0 | 0 |
| 12. Other receivables | 122 | 26.215.779.457 | 11.615.840.687 |
| 13. Provision for impairment of receivables | 129 | -15.983.729.699 | -15.983.729.699 |
| **II. Other current assets (130 = 131->136)** | **130** | **3.389.007.284** | **2.148.567.836** |
| 1. Advances | 131 | 816.876.140 | 200.751.380 |
| 2. Office supplies, material and tools | 132 | 671.293.086 | 388.072.553 |
| 3. Short-term prepaid expenses | 133 | 1.900.838.058 | 1.559.743.903 |
| 4. Short-term deposits, collaterals and pledges | 134 | 0 | 0 |
| 5. Deductible VAT | 135 | 0 | 0 |
| 6. Taxes and receivables from the State | 136 | 0 | 0 |
| 7. Other current assets | 137 | 0 | 0 |
| 8. Bond repos trading | 138 | 0 | 0 |
| 9. Provision for impairment of short-term assets | 139 | 0 | 0 |
| **B. NON-CURRENT ASSETS (200 = 210 + 220 + 230 + 240 + 250 - 260)** | **200** | **175.461.061.325** | **380.084.227.603** |
| **I. Long-term financial assets** | **210** | **111.190.972.400** | **306.216.244.096** |
| 1. Long-term receivables | 211 | 0 | 0 |
| 2. Investments | 212 | **114.580.723.000** | **333.532.709.546** |
| 2.1 Held - to - maturity investments | 212.1 | 0 | 142.759.886.546 |
| 2.2 Investment in Subsidiaries | 212.2 | 0 | 0 |
| 2.3 Investment in Joint Ventures | 212.3 | 0 | 0 |
| 2.4 Other long-term investment | 212.4 | 114.580.723.000 | 190.772.823.000 |
| 3. Provision for impairment of long term financial assets | 213 | -3.389.750.600 | -27.316.465.450 |
| **II. Fixed Assets** | **220** | **16.293.670.873** | **16.648.055.291** |
| 1. Tangible fixed assets | 221 | 14.277.297.589 | 14.126.988.253 |
|  - Cost | 222 | 44.185.968.542 | 40.799.362.388 |
|  - Accumulated Depreciation | 223a | -29.908.670.953 | -26.672.374.135 |
| - Fixed assets valuation at fair value | 223b | 0 | 0 |
| 2. Leased fixed assets | 224 | 0 | 0 |
|  - Cost | 225 | 0 | 0 |
|  - Accumulated Depreciation | 226a | 0 | 0 |
| '- Leased fixed assets valuation at fair value | 226b | 0 | 0 |
| 3. Intangible fixed assets | 227 | 2.016.373.284 | 2.521.067.038 |
|  - Cost | 228 | 14.164.251.090 | 14.019.651.090 |
|  - Accumulated Amortization | 229a | -12.147.877.806 | -11.498.584.052 |
| '- Intangible fixed assets valuation at fair value | 229b | 0 | 0 |
| III. Investment property | 230 | 0 | 0 |
|  - Cost | 231 | 0 | 0 |
|  - Accumulated Depreciation | 232a | 0 | 0 |
| ' - Investment property valuation at fair value | 232b | 0 | 0 |
| IV. Construction in progress | 240 | 0 | 0 |
| **V. Other long-term assets** | **250** | **47.976.418.052** | **57.219.928.216** |
| 1. Long-term deposits, collaterals and pledges | 251 | 1.092.282.572 | 1.169.613.567 |
| 2. Long-term Prepaid Expenses | 252 | 26.884.135.480 | 36.050.314.649 |
| 3. Deferred Tax Assets | 253 | 0 | 0 |
| 4. Deposits to Settlement Assitance fund | 254 | 20.000.000.000 | 20.000.000.000 |
| 5. Other long-term assets | 255 | 0 | 0 |
| VI. Provision for impairment of long term assets | 260 | 0 | 0 |
| **TOTAL ASSETS (270 = 100 + 200)** | **270** | **2.437.442.277.702** | **2.927.161.189.656** |
| **C. LIABILITIES (300 = 310 + 340)** | **300** | **650.705.473.059** | **1.235.009.147.192** |
| **I. Current liabilities** | **310** | **335.051.183.316** | **914.347.334.930** |
| **1. Short-term borrowings and financial leases** | **311** | **200.000.000.000** | **129.900.000.000** |
| 1.1 Short-term borrowings | 312 | 200.000.000.000 | 129.900.000.000 |
| 1.2 Short-term Loans from financial leases | 313 | 0 | 0 |
| 2. Short-term borrowings for financial assets | 314 | 0 | 0 |
| 3. Short-term convertible bond | 315 | 0 | 0 |
| 4. Short-term issued bond | 316 | 0 | 0 |
| 5. Borrowings for the Settlement Advance fund | 317 | 0 | 0 |
| 6. Payables for securities trading expenses | 318 | 2.559.436.271 | 3.700.362.817 |
| 7. Payables for trading error of fiancial assets | 319 | 0 | 0 |
| 8. Short-term trade Payables | 320 | 5.531.736.637 | 2.622.604.004 |
| 9. Short-term advance from custumers | 321 | 15.543.331.817 | 2.771.000.000 |
| 10. Statutory obligations | 322 | 5.655.030.832 | 8.099.520.084 |
| 11. Payables to employees | 323 | 39.380.991.019 | 43.691.980.762 |
| 12. Employees benefits | 324 | 1.559.993.024 | 967.203.941 |
| 13. Short-term accrued expeneses | 325 | 7.298.755.186 | 5.082.283.353 |
| 14. Short-term intra company payables | 326 | 0 | 0 |
| 15. Short-term unrealized revenue | 327 | 0 | 0 |
| 16. Short-term received Guarantee Deposits | 328 | 0 | 0 |
| 17. Other Short-term payables | 329 | 48.531.322.348 | 551.293.643.777 |
| 18. Short-term provision for payables | 330 | 0 | 0 |
| 19. Bonus and welfare fund | 331 | 8.990.586.182 | 6.061.490.456 |
| 20. Payables under Bonds repo agreement | 332 | 0 | 160.157.245.736 |
| **II. Non-current liabilities** | **340** | **315.654.289.743** | **320.661.812.262** |
| 1. Long-term borrowings and leased | 341 | 0 | 0 |
| 1.1 Long-term borrowings | 342 | 0 | 0 |
| 1.2 Long-term leased | 343 | 0 | 0 |
| 2. Long-term borrowing financial assets | 344 | 0 | 0 |
| 3. Long-term convertible bond | 345 | 0 | 0 |
| 4. Long-term issued bond | 346 | 306.430.049.267 | 312.922.170.663 |
| 5. Long-term trade Payables | 347 | 0 | 0 |
| 6. Long-term advance from custumers | 348 | 0 | 0 |
| 7. Long-term accrued expeneses | 349 | 0 | 0 |
| 8. Long-term intra company payables | 350 | 0 | 0 |
| 9. Long-term unrealized revenue | 351 | 0 | 0 |
| 10. Long-term received Guarantee Deposits | 352 | 0 | 0 |
| 11. Other long-term payables | 353 | 0 | 0 |
| 12. Long-term provision for payables  | 354 | 0 | 0 |
| 13. Provision of Indemnity Investor | 355 | 0 | 0 |
| 14. Deferred Tax Liabilitiy | 356 | 9.224.240.476 | 7.739.641.599 |
| 15. Science and Technology Development Fund | **357** | 0 | 0 |
| **A. Owner's equity (400 = 410 + 420)** | **400** | **1.786.736.804.643** | **1.692.152.042.464** |
| **I. Owner's equity** | **410** | **1.786.736.804.643** | **1.692.152.042.464** |
| **1. Capital** | **411** | **1.332.095.854.220** | **1.332.095.854.220** |
| **1.1 Contributed capital**  | **411.1** | **722.339.370.000** | **722.339.370.000** |
| a. Legal capital | 411.1a | 722.339.370.000 | 722.339.370.000 |
| b. Supplementary capital | 411.1b | 0 | 0 |
| 1.2 Share premium | 411.2 | 610.253.166.720 | 610.253.166.720 |
| 1.3 Bond option | 411.3 | 0 | 0 |
| 1.4 Other capital | 411.4 | 0 | 0 |
| 1.5 Treasury shares | 411.5 | -496.682.500 | -496.682.500 |
| 2. Difference from revaluation of assets at fair value  | 412 | 26.641.373.854 | 23.148.061.854 |
| 3. Foreign exchange differences | 413 | 0 | 0 |
| 4. Charter capital supplementary reserve | 414 | 36.121.049.159 | 36.121.049.159 |
| 5. Operational risk and finacial reserve | 415 | 36.121.049.159 | 36.121.049.159 |
| 6. Other funds | 416 | 0 | 0 |
| 7. Undistributed Profit | 417 | 355.757.478.251 | 264.666.028.072 |
| 7.1 Realized profit | 417.1 | 381.568.073.933 | 294.233.027.901 |
| 7.2 Unrealized profit | 417.2 | -25.810.595.682 | -29.566.999.829 |
| II. Other resources and funds | 420 | 0 | 0 |
| **TOTAL LIABILITIES AND OWNER'S EQUITY** | **440** | **2.437.442.277.702** | **2.927.161.189.656** |

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| **OFF BALANCE SHEET ITEMS** |
| 1. **ASSETS OF THE COMPANY AND ASSETS MANAGED UNDER AGREEMENTS**

 |
| **ASSETS** |  | **This year** | **Previous year** |
| 1. Leased fixed assets | 001 | 0  | 0  |
| 2. Pledged valuable papers | 002 | 0  | 0  |
| 3. Mortgaged assets | 003 | 0  | 0  |
| 4. Bad debt written off | 004 | 390.400.000  | 390.400.000  |
| 5. Foreign currencies | 005 | 0  | 0  |
| 6. Outstanding shares | 006 | 72.200.145  | 72.200.145  |
| 7. Treasury shares | 007 | 33.792  | 33.792  |
| 8. The company ‘s Financial assets listed/ registered at VSD  | 008 | 139.420.180.000  | 205.698.370.000  |
| 9. The company ‘s non-trade Financial assets deposited at VSD | 009 | 3.051.650.000  | 3.000.040.000  |
| 10. The company ‘s awaiting Financial assets | 010 | 0  | 2.213.300.000  |
| 11. The company ‘s Financial assets used to correct trading errors  | 011 | 0  | 0  |
| 12. The company ‘s Financial assets which have not been deposited at VSD | 012 | 174.686.470.000  | 174.686.470.000  |
| 13. Financial assets under rights enjoyment | 013 | 0  | 0  |
| 1. **ASSETS AND LIABILITIES MANAGED UNDER AGREEMENT WITH INVESTORS**

 |
| **ASSETS** |  | **This year** | **Previous year** |
| 1. Investor's financial assets listed/ registered for trading at VSD  | 021 | 27.419.373.138.000  | 24.918.883.010.000  |
| a. Unrestricted financial assets | 021.1 | 26.382.714.268.000  | 24.019.054.660.000  |
| b. Restricted financial assets  | 021.2 | 237.693.990.000  | 279.960.730.000  |
| c. Mortgage financial assets | 021.3 | 575.972.890.000  | 312.755.540.000  |
| d. Isolated or suspended financial assets | 021.4 | 92.969.860.000  | 92.969.860.000  |
| e. Financial assets awaiting settlement | 021.5 | 130.022.130.000  | 214.142.220.000  |
| f. Financial assets awaiting for lending | 021.6 | 0  | 0  |
| 2. Investor's non- traded financial assets deposited at VSD  | 022 | 23.395.660.000  | 205.695.930.000  |
| a. Unrestricted and non-traded financial assets deposited at VSD | 022.1 | 17.880.480.000  | 2.146.660.000  |
| b. Restricted and non-traded financial assets deposited at VSD | 022.2 | 5.515.180.000  | 203.549.270.000  |
| c. Non-traded, non- mortgaged financial assets deposited at VSD  | 022.3 | 0  | 0  |
| d. . Non-traded, non- isolated, not suppend financial assets deposited at VSD | 022.4 | 0  | 0  |
| 3. Investor's awaiting financial assets  | 023 | 1.335.269.266.000  | 221.116.530.000  |
| 4. Financial assets used to correct trading errors of investors | 024.a | 0  | 0  |
| 5. Investor’s financial assets which have not been deposited at VSD | 024.b | 1.809.322.700.000  | 1.809.322.700.000  |
| 6. Investor's financial assets under rights enjoyment | 025 | 0  | 0  |
| 7. Investor 's Deposits | 026 | 1.971.198.292.077  | 799.756.495.843  |
| 7.1 Deposits for brokerage activities | 027 | 230.573.688.933  | 558.187.678.624  |
| 7.2 Investor’s synthesizing deposits for securities trading activities | 028 | 1.739.644.728.061  | 235.604.670.445  |
| 7.3 Deposits for clearing and settlement activities | 029 | 0  | 0  |
| a. Domestic Investor's deposits for clearing and settlement activities | 029.1 | 0  | 0  |
| b. Foreign Investor's deposits for clearing and settlement activities | 029.2 | 0  | 0  |
| 7.4 Securities issuers ‘s deposits | 030 | 979.875.083  | 5.964.146.774  |
| 8. Payable for investor’s deposits for securities trading under the company ‘s management | 031 | 1.960.104.260.513  | 734.555.769.517  |
| 8.1 Payable for domestic investor’s deposits for securities trading under the company ‘s management | 031.1 | 1.958.883.087.480  | 733.215.022.591  |
| 8.2 Payable for foreign investor’s deposits for securities trading under the company ‘s management | 031.2 | 1.221.173.033  | 1.340.746.926  |
| 9. Payable to securities issuer | 032 | 2.495.578.985  | 6.352.246.425  |
| 10. Receivables from investors for error of financial asset transaction | 033 | 0  | 0  |
| 11. Payables to investors for error of financial asset transaction | 034 | 0  | 0  |
| 12. Dividend, bond principal and interest payables | 035 | 8.598.452.579  | 58.848.479.901  |

**INCOME STATEMENT ENDED 30 SEPTEMBER 2019**

|  |  |  |  |
| --- | --- | --- | --- |
|  |  | **Quarter II** | **Accumulated** |
| **I. OPERATING REVENUE** |  | **This year** | **Previous year** | **This year** | **Previous year** |
| **1.1 Gains from Financial assets at fair value through profit and loss (FVTPL)** | **1** | **42.684.623.385**  | **45.834.678.893**  | **119.278.884.427**  | **108.407.983.709**  |
| a. Gains from disposal of financial assets at FVTPL | **1.1** | 18.311.694.888  | 10.523.323.536  | 40.083.753.747  | 27.336.357.561  |
| b. Gains from revaluation of financial assets at FVTPL | **1.2** | 14.134.925.397  | 25.832.104.957  | 42.520.942.248  | 67.818.254.535  |
| c. Dividend, interests income from financial assets at FVTPL | **1.3** | 10.238.003.100  | 9.479.250.400  | 36.674.188.432  | 13.253.371.613  |
| 1.2 Gains from Held - to - maturity investments (HTM) | **2** |   | 5.493.829.197  | 2.921.580.210  | 16.305.248.184  |
| 1.3 Gains from loans and receivables | **3** | 35.946.912.163  | 28.096.210.178  | 130.645.694.560  | 110.146.432.633  |
| 1.4 Gains from financial assets available for sale (AFS) | **4** |   |   | 4.971.727.400  | 917.148.400  |
| 1.5 Gains from derivative tools | **5** |   |   |   |   |
| 1.6 Revenue from brokeage services | **6** | 38.982.083.983  | 37.977.178.345  | 102.715.658.916  | 133.506.755.011  |
| 1.7 Revenue from securities underwriting and issuance agency services | **7** |   | 25.000  | 62.602.909  | 214.790.219  |
| 1.8 Revenue from consultancy services | **8** |   |   |   |   |
| 1.09 Revenue from securities custodian services | **9** | 1.456.780.966  | 1.790.897.292  | 4.314.814.310  | 4.716.941.833  |
| 1.10 Revenue from financial advisory services | **10** | 7.052.727.273  | 820.909.091  | 9.771.909.090  | 4.355.386.364  |
| 1.11 Revenue from other activities | **11** | 808.012.065  | 90.966.181  | 1.194.998.814  | 771.395.526  |
| **TOTAL OPERATING REVENUE (20 = 01>11)** | **20** | **126.931.139.835**  | **120.104.694.177**  | **375.877.870.636**  | **379.342.081.879**  |
| **II. EXPENSE FOR OPERATING ACTIVITIES** |  |   |   |   |   |
| 2.1 Loss from Financial assets at fair value through profit and loss (FVTPL) | **21** | 23.382.219.604  | 35.806.885.550  | 82.117.337.751  | 97.110.369.888  |
| a. Loss from disposal of financial assets at FVTPL | **21.1** | 14.656.610.246  | 11.506.674.261  | 43.964.070.527  | 17.763.755.742  |
| b. Loss from revaluation of financial assets at FVTPL | **21.2** | 8.725.609.358  | 24.300.211.289  | 38.153.267.224  | 79.346.614.146  |
| c. Expenses for purchase of FVTPL | **21.3** |   |   |   |   |
| 2.2 Loss from Held - to - maturity investments | **22** |   |   |   |   |
| 2.3 Loss and fair value from assets available for sale (AFS) | **23** |   |   |   |   |
| 2.4 Provision expense for diminution in value and impairment of financial asset and doubtful debts and borrowing costs of loans | **24** | -10.275.363.584  | -57.453.409  | -11.328.341.791  | 820.816.253  |
| 2.5 Loss from derivative tools | **25** |   |   |   |   |
| 2.6 Expenses for proprietary trading activities | **26** | 518.559.088  | 551.067.329  | 1.269.560.287  | 1.295.172.568  |
| 2.7 Expenses for brokeage services | **27** | 32.396.488.368  | 25.193.951.092  | 82.729.252.957  | 103.963.898.486  |
| 2.8 Expenses for securities underwriting and issuance agency services | **28** |   |   |   |   |
| 2.9 Expenses for consultancy services | **29** |   |   |   |   |
| 2.10 Expenses for securities custodian services | **30** | 2.797.091.683  | 3.850.523.296  | 8.544.070.359  | 10.240.794.471  |
| 2.11. Expensesfor financial advisory services | **31** | 4.640.977.324  | 2.232.296.789  | 7.822.368.523  | 6.508.300.627  |
| 2.12 Expenses for other activities | **32** | 2.200.981.014  | 2.478.949.924  | 5.516.925.363  | 5.761.135.337  |
| *In which: Expenses for fixing transaction and trading errors* | **33** |   | 324.500  |   | 9.323.000  |
| **TOTAL OPERATING EXPENSE (40 = 21->32)** | **40** | **55.660.953.497**  | **70.056.220.571**  | **176.671.173.449**  | **225.700.487.630**  |
| **III. FINANCIAL INCOME** |  |   |   |   |   |
| 3.1 Realized and unrealized foreign exchange differences | **41** |   |   | 119.046  |   |
| 3.2 Revenue, receivalbes from dividends, interest in the period | **42** | 50.622.578  | 7.277.590.902  | 11.680.604.704  | 20.622.296.644  |
| 3.3 Gains from investment in associates | **43** |   |   |   |   |
| 3.4 Other investment revenue | **44** |   |   |   |   |
| **Total (50 = 41->44)** | **50** | **50.622.578**  | **7.277.590.902**  | **11.680.723.750**  | **20.622.296.644**  |
| **I.V FINANCIAL EXPENSE** |  |   |   |   |   |
| 4.1 Realized and unrealized foreign exchange differences | **51** |   |   |   |   |
| 4.2 Borrowing cost | **52** | 10.665.416.750  | 9.704.210.172  | 31.386.197.686  | 17.270.690.754  |
| 4.3 Losses from investment in associates | **53** |   |   |   |   |
| 4.4. Expense of provision for impairment of long term financial assets | **54** |   |   |   |   |
| 4.5 Other investment expense | **55** |   |   |   |   |
| **Total financial expense (60 = 51->55)** | **60** | **10.665.416.750**  | **9.704.210.172**  | **31.386.197.686**  | **17.270.690.754**  |
| **V. Sale expenses** | **61** |   |   |   |   |
| **VI. General and administratiive expenses** | **62** | 22.011.557.136  | 15.882.523.966  | 68.465.478.298  | 56.511.203.414  |
| **VII. OPERATING PROFIT (70= 20+50-40-60-61-62)** | **70** | **38.643.835.030**  | **31.739.330.370**  | **111.035.744.953**  | **100.481.996.725**  |
| **VIII. OTHER INCOME AND EXPENSES** |  |   |   |   |   |
| 8.1 Other income | **71** | 3.636.364  |   | 3.636.364  | 118.454.545  |
| 8.2 Other expenses | **72** | 116.761.243  | 10.970.000  | 372.083.306  | 253.060.000  |
| **Total other activities (80= 71-72)** | **80** | **-113.124.879**  | **-10.970.000**  | **-368.446.942**  | **-134.605.455**  |
| **IX. PROFIT BEFORE TAX (90=70 + 80)** | **90** | **38.530.710.151**  | **31.728.360.370**  | **110.667.298.011**  | **100.347.391.270**  |
| 9.1 Realized profit | **91** | 33.121.394.112  | 30.196.466.702  | 106.299.622.987  | 111.875.750.881  |
| 9.2 Unrealized profit | **92** | 5.409.316.039  | 1.531.893.668  | 4.367.675.024  | -11.528.359.611  |
| **X. Corporate Income tax (CIT)expense** | **100** | 3.638.577.357  | 4.431.152.978  | 12.466.655.294  | 17.453.204.249  |
| 10.1 Current CIT expense | **100.1** | 2.576.443.179  | 5.257.745.493  | 11.855.384.417  | 18.387.343.472  |
| 10.2 Deferred CIT expense | **100.2** | 1.062.134.178  | -826.592.515  | 611.270.877  | -934.139.223  |
| **XI. Profit after tax (200 = 90 - 100)** | **200** | **34.892.132.794**  | **27.297.207.392**  | **98.200.642.717**  | **82.894.187.021**  |
| **XII. OTHER COMPREHENSIVE INCOME AFTER TAX** | **300** |   |   |   |   |
| 12.1 Gains/(Losses) from Revaluation of AFS financial assets | **301** | 3.052.608.000  | 1.314.176.000  | 3.493.312.000  | 4.284.464.960  |
| 12.2 Other Gains/(Losses) from Foreign exchange | **302** |   |   |   |   |
| 12.3 Gains/Losses from fair value of fixed assets | **303** |   |   |   |   |
| 12.4 Other gains/Losses | **304** |   |   |   |   |
| **Total comprehensive income** | **400** | 3.052.608.000  | 1.314.176.000  | 3.493.312.000  | 4.284.464.960  |
| **XIII. NET INCOME PER SHARE** | **500** | **0**  | **0**  |  |  |
| 13.1 Earning per share (VND/share) | **501** | 483  | 378  | 1.360  | 1.148  |

**CASH FLOW STATEMENT ENDED 30 SEPTEMBER 2019 – DIRECT METHOD**

|  |  |  |
| --- | --- | --- |
| **ITEMS** | **Code**  | **Accumulated** |
|  **This year**  |  **Previous year**  |
| **I. Cash flows from operating activities** |  |  |  |
| 1. Payments for purchase of financial assets | **1** | -39.770.396.463.885  | -41.579.461.440.815  |
| 2. Proceeds from sale of financial assets | **2** | 39.953.788.902.290  | 41.488.033.837.836  |
| 3. Payment to the Settlement Advance fund | **3** | 0  | 0  |
| 4. Dividend received  | **4** | 39.605.324.132  | 13.982.244.013  |
| 5. Coupon interests received | **5** | 155.813.984.680  | 140.629.177.139  |
| 6. Interest paid | **6** | -35.945.063.806  | -167.305.443  |
| 7. Payment to suppliers | **7** | -27.108.528.429  | -33.813.501.979  |
| 8. Payment to employees | **8** | -85.271.867.663  | -94.831.450.656  |
| 9. Tax paid | **9** | -58.490.966.657  | -74.154.062.123  |
| 10. Payment for the expense of trading financial assets | **10** | 0  | 0  |
| 11. Other cash receipt from operating activities  | **11** | 20.675.912.129.915  | 12.861.913.786.281  |
| 12. Other cash payments for operating activities | **12** | -21.206.984.319.175  | -11.810.274.746.695  |
| **Net cash flows from operating activities** | **20** | **-359.076.868.598**  | **911.856.537.558**  |
| **II. Cash flows from investing activities** |   | 0  | 0  |
| 1. Payment for purchase and construction of fixed assets, investment properties and other assets | **21** | -3.500.306.154  | -1.045.623.000  |
| 2. Proceeds from disposal and sale of fixed assets, investment properties and other assets | **22** | 0  | 0  |
| 3. Payment for Investments in associates | **23** | 0  | 0  |
| 4. Proceeds from investments in subsidiaries, joint ventures, affilaiates and other entities | **24** | 0  | 0  |
| 5. Interest and dividend received from long-term financial investment | **25** | 0  | 0  |
| **Net cash flow used in investing activities** | **30** | **-3.500.306.154**  | **-1.045.623.000**  |
| **III. Cash flows from financing activities** |   | 0  | 0  |
| 1. Proceeds from issuance of stock and receipt of capital contributed | **31** | 0  | 0  |
| 2. Payments to owner for capital contributed, payments to acquire or redeem the treasury shares | **32** | 0  | 0  |
| 3. Drawdown of borrowings | **33** | 878.690.000.000  | 798.275.471.568  |
| 4. Payments of Drawdown of borrowings | **34** | -919.682.200.000  | -654.986.521.345  |
| *- Loan principal payments to payment assistance funds* | *34.1* | *0*  | *0*  |
| *- Loan principal payments of financial assets* | *34.2* | *0*  | *0*  |
| *- Other loan principal payments* | *34.3* | *-919.682.200.000*  | *-654.986.521.345*  |
| 5. Payments of leased | **35** | 0  | 0  |
| 6. Dividends, profits paid to shareholders | **36** | -50.206.965.865  | -50.222.546.045  |
| **Net cash low from financing activities** | **40** | **-91.199.165.865**  | **93.066.404.178**  |
| **IV. Net increase/decrease in cash for the period** | **50** | **-453.776.340.617**  | **1.003.877.318.736**  |
| **V. Cash and cash equivalent at the beginning of the period** | **60** | 465.849.247.326  | 10.261.178.967  |
| Cash | **61** | 465.849.247.326  | 10.261.178.967  |
| Cash equivalents | **62** | 0  | 0  |
| Effects of changes in foreign exchange rate | **63** | 0  | 0  |
| **VI. Cash and cash equivalent at the end of the period (70 = 50 + 60)** | **70** | **12.072.906.709**  | **1.014.138.497.703**  |
| Cash | **71** | 12.072.906.709  | 1.014.138.497.703  |
| Cash equivalent | **72** | 0  | 0  |
| Effects of changes in foreign exchange rate | **73** | 0  | 0  |

**CASH FLOW FROM BROKERAGE AND TRUST ACTIVITIES OF CUSTOMERS**

 **ENDED 30 SEPTEMBER 2019**

|  |  |  |
| --- | --- | --- |
| **ITEMS** | **Code** | **Accumulated** |
| **This year** | **Previous year** |
| **I. Cash flows from brokerage and trust activities of customers** |  |  |  |
| 1.Cash receipt from sale of securities on behalf of customers | 01 | 35.962.337.014.518  | 59.779.000.822.457  |
| 2.Cash payment for acquisition of securities on behalf of customers | 02 | -35.934.408.653.975  | -59.926.795.970.180  |
| 3.Cash receipt from sale trust securities on behalf of customers | 03 | 0  | 0  |
| 4. Cash payment for acquisition trust securities on behalf of customers | 04 | 0  | 0  |
| 5. Cash receipt from Settlement Advance fund borrowing | 05 | 0  | 0  |
| 6. Cash payment for Settlement Advance fund borrowing | 06 | 0  | 0  |
| 7.Cash receipt for settlement of securities transaction of Customers | 07 | 17.793.774.630.930  | 37.194.743.812.636  |
| 8.Cash receipt of Customer's for trust activities | 08 | 0  | 0  |
| 9.Cash payment for custodian fee of customers  | 09 | -2.913.898.695  | -4.284.164.353  |
| 10.Cash receipt from securities trading errors  | 10 | 0  | 0  |
| 11.Cash payment for securities trading errors | 11 | 0  | 0  |
| 12.Cash receipt from securities issuer | 12 | 2.412.187.474.008  | 4.678.199.682.564  |
| 13.Cash payment to securities issuer | 13 | -2.460.313.842.238  | -4.692.290.791.328  |
| 14. Cash receipt from brokerage, trust activities  | 14 | 67.062.040.695.157  | 58.895.235.903.356  |
| 15. Cash payment for brokerage, trust activities | 15 | -83.661.261.623.471  | -96.049.971.898.215  |
| Net Increase/Decrease in cash during the year  | 20 | **1.171.441.796.234**  | **-126.162.603.063**  |
| **II.Cash and Cash equivalent of Customer at the beginning of the year**  | 30 | **799.756.495.843**  | **737.314.588.699**  |
| Cash at bank at the beginning of the year | 31 | 799.756.495.843  | 737.314.588.699  |
| Investor's Deposits managed byh the company for securities trading activities  | 32 | 558.187.678.624  | 415.638.533.838  |
| Investor's Deposits for clearing and settlement of securities transactions  | 33 | 0  | 0  |
| Investor's synthesizing Deposits for securities trading activities | 34 | 235.604.670.445  | 318.869.139.597  |
| Deposit of securities issuers | 35 | 5.964.146.774  | 2.806.915.264  |
| Cash equivalent  | 36 | 0  | 0  |
| Effects of changes in foreign exchange rate  | 37 | 0  | 0  |
| **III.Cash and Cash equivalent of Customer at the end of period**  | 40 | **1.971.198.292.077**  | **611.151.985.636**  |
| Cash at bank at the end of the period  | 41 | 1.971.198.292.077  | 611.151.985.636  |
| Investor's Deposits managed by the company for securities trading activities  | 42 | 230.573.688.933  | 310.796.065.074  |
| Investor's synthesizing Deposits for securities trading activities | 43 | 1.739.644.728.061  | 296.486.310.317  |
| Investor's Deposits for clearing and settlement of securities transactions | 44 | 0  | 0  |
| Deposit of securities issuers  | 45 | 979.875.083  | 3.869.610.245  |
| Cash equivalent  | 46 | 0  | 0  |
| Effects of changes in foreign exchange rate | 47 | 0  | 0  |