**Bao Viet Securities JSC**

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

**BALANCE SHEET AS AT 30 JUNE 2019**

**Unit: VND**

|  |  |  |  |
| --- | --- | --- | --- |
| **OFF BALANCE SHEET ITEMS** | | | |
| 1. **ASSETS OF THE COMPANY AND ASSETS MANAGED UNDER AGREEMENTS** | | | |
| **ASSETS** |  | **Ending balance** | **Beginning balance** |
| 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 | 200.484.000.000 | 205.698.370.000 |
| 9. The company ‘s non-trade Financial assets deposited at VSD | 009 | 3.000.110.000 | 3.000.040.000 |
| 10. The company ‘s awaiting Financial assets | 010 | 1.030.000.000 | 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 | 25.059.583.700.000 | 24.918.883.010.000 | |
| a. Unrestricted financial assets | 021.1 | 23.985.026.620.000 | 24.019.054.660.000 | |
| b. Restricted financial assets | 021.2 | 238.389.540.000 | 279.960.730.000 | |
| c. Mortgage financial assets | 021.3 | 629.936.430.000 | 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 | 113.261.250.000 | 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 | 28.427.770.000 | 205.695.930.000 | |
| a. Unrestricted and non-traded financial assets deposited at VSD | 022.1 | 23.594.740.000 | 2.146.660.000 | |
| b. Restricted and non-traded financial assets deposited at VSD | 022.2 | 4.833.030.000 | 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 | 186.521.880.000 | 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 | 574.823.516.460 | 799.756.495.843 | |
| 7.1 Deposits for brokerage activities | 027 | 273.164.771.269 | 558.187.678.624 | |
| 7.2 Investor’s synthesizing deposits for securities trading activities | 028 | 295.771.494.676 | 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 | 5.887.250.515 | 5.964.146.774 | |
| 8. Payable for investor’s deposits for securities trading under the company ‘s management | 031 | 559.931.179.577 | 734.555.769.517 | |
| 8.1 Payable for domestic investor’s deposits for securities trading under the company ‘s management | 031.1 | 558.762.022.967 | 733.215.022.591 | |
| 8.2 Payable for foreign investor’s deposits for securities trading under the company ‘s management | 031.2 | 1.169.156.610 | 1.340.746.926 | |
| 9. Payable to securities issuer | 032 | 3.559.482.425 | 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 | 11.332.854.458 | 58.848.479.901 | |

**INCOME STATEMENT ENDED 30 JUNE 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** | **45.168.417.179** | **27.228.159.749** | **78.056.761.042** | **62.573.304.816** |
| a. Gains from disposal of financial assets at FVTPL | **1.1** | 16.150.755.028 | 2.465.121.595 | 21.772.058.859 | 16.813.034.025 |
| b. Gains from revaluation of financial assets at FVTPL | **1.2** | 6.950.784.819 | 21.650.338.841 | 28.386.016.851 | 41.986.149.578 |
| c. Dividend, interests income from financial assets at FVTPL | **1.3** | 22.066.877.332 | 3.112.699.313 | 27.898.685.332 | 3.774.121.213 |
| 1.2 Gains from Held - to - maturity investments (HTM) | **2** | 910.263.722 | 5.003.620.606 | 2.921.580.210 | 10.811.418.987 |
| 1.3 Gains from loans and receivables | **3** | 62.532.442.119 | 51.096.657.809 | 94.698.782.397 | 82.050.222.455 |
| 1.4 Gains from financial assets available for sale (AFS) | **4** | 1.757.480.400 | 218.399.400 | 3.509.227.400 | 917.148.400 |
| 1.5 Gains from derivative tools | **5** |  |  |  |  |
| 1.6 Revenue from brokeage services | **6** | 32.000.810.861 | 45.651.455.668 | 63.733.574.933 | 95.529.576.666 |
| 1.7 Revenue from securities underwriting and issuance agency services | **7** | 6.495.681 | 6.832.024 | 62.602.909 | 214.765.219 |
| 1.8 Revenue from consultancy services | **8** |  |  |  |  |
| 1.09 Revenue from securities custodian services | **9** | 1.283.244.012 | 1.590.912.966 | 2.858.033.344 | 2.926.044.541 |
| 1.10 Revenue from financial advisory services | **10** | 1.405.181.818 | 1.945.454.546 | 2.719.181.817 | 3.534.477.273 |
| 1.11 Revenue from other activities | **11** | 240.337.382 | 560.726.566 | 386.986.749 | 680.429.345 |
| **TOTAL OPERATING REVENUE (20 = 01>11)** | **20** | **145.304.673.174** | **133.302.219.334** | **248.946.730.801** | **259.237.387.702** |
| **II. EXPENSE FOR OPERATING ACTIVITIES** |  |  |  |  |  |
| 2.1 Loss from Financial assets at fair value through profit and loss (FVTPL) | **21** | 35.342.755.026 | 32.072.139.385 | 58.735.118.147 | 61.303.484.338 |
| a. Loss from disposal of financial assets at FVTPL | **21.1** | 21.751.200.031 | 3.353.620.421 | 29.307.460.281 | 6.257.081.481 |
| b. Loss from revaluation of financial assets at FVTPL | **21.2** | 13.591.554.995 | 28.718.518.964 | 29.427.657.866 | 55.046.402.857 |
| 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** | 2.673.401.893 | 2.823.852.892 | -1.052.978.207 | 878.269.662 |
| 2.5 Loss from derivative tools | **25** |  |  |  |  |
| 2.6 Expenses for proprietary trading activities | **26** | 379.169.842 | 364.344.800 | 751.001.199 | 744.105.239 |
| 2.7 Expenses for brokeage services | **27** | 25.003.091.406 | 41.182.745.539 | 50.332.764.589 | 78.769.947.394 |
| 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** | 2.832.110.731 | 3.231.133.772 | 5.746.978.676 | 6.390.271.175 |
| 2.11. Expensesfor financial advisory services | **31** | 1.796.787.180 | 1.904.904.186 | 3.181.391.199 | 4.276.003.838 |
| 2.12 Expenses for other activities | **32** | 1.589.229.724 | 1.633.883.873 | 3.315.944.349 | 3.282.185.413 |
| *In which: Expenses for fixing transaction and trading errors* | **33** |  | 8.998.500 |  | 8.998.500 |
| **TOTAL OPERATING EXPENSE (40 = 21->32)** | **40** | **69.616.545.802** | **83.213.004.447** | **121.010.219.952** | **155.644.267.059** |
| **III. FINANCIAL INCOME** |  |  |  |  |  |
| 3.1 Realized and unrealized foreign exchange differences | **41** | 119.046 |  | 119.046 |  |
| 3.2 Revenue, receivalbes from dividends, interest in the period | **42** | 3.927.814.651 | 8.581.276.119 | 11.629.982.126 | 13.344.705.742 |
| 3.3 Gains from investment in associates | **43** |  |  |  |  |
| 3.4 Other investment revenue | **44** |  |  |  |  |
| **Total (50 = 41->44)** | **50** | **3.927.933.697** | **8.581.276.119** | **11.630.101.172** | **13.344.705.742** |
| **I.V FINANCIAL EXPENSE** |  |  |  |  |  |
| 4.1 Realized and unrealized foreign exchange differences | **51** |  |  |  |  |
| 4.2 Borrowing cost | **52** | 11.809.053.383 | 3.392.077.556 | 20.720.780.936 | 7.566.480.582 |
| 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** | **11.809.053.383** | **3.392.077.556** | **20.720.780.936** | **7.566.480.582** |
| **V. Sale expenses** | **61** |  |  |  |  |
| **VI. General and administratiive expenses** | **62** | 29.393.647.459 | 21.923.938.154 | 46.453.921.162 | 40.628.679.448 |
| **VII. OPERATING PROFIT (70= 20+50-40-60-61-62)** | **70** | **38.413.360.227** | **33.354.475.296** | **72.391.909.923** | **68.742.666.355** |
| **VIII. OTHER INCOME AND EXPENSES** |  |  |  |  |  |
| 8.1 Other income | **71** |  | 118.454.545 |  | 118.454.545 |
| 8.2 Other expenses | **72** | 158.042.000 | 121.120.000 | 255.322.063 | 242.090.000 |
| **Total other activities (80= 71-72)** | **80** | **-158.042.000** | **-2.665.455** | **-255.322.063** | **-123.635.455** |
| **IX. PROFIT BEFORE TAX (90=70 + 80)** | **90** | **38.255.318.227** | **33.351.809.841** | **72.136.587.860** | **68.619.030.900** |
| 9.1 Realized profit | **91** | 44.896.088.403 | 40.419.989.964 | 73.178.228.875 | 81.679.284.179 |
| 9.2 Unrealized profit | **92** | -6.640.770.176 | -7.068.180.123 | -1.041.641.015 | -13.060.253.279 |
| **X. Corporate Income tax (CIT)expense** | **100** | 5.082.248.516 | 6.617.910.485 | 9.588.775.817 | 13.022.051.271 |
| 10.1 Current CIT expense | **100.1** | 5.701.339.500 | 5.340.940.099 | 10.039.639.118 | 13.129.597.979 |
| 10.2 Deferred CIT expense | **100.2** | -619.090.984 | 1.276.970.386 | -450.863.301 | -107.546.708 |
| **XI. Profit after tax (200 = 90 - 100)** | **200** | **33.173.069.711** | **26.733.899.356** | **62.547.812.043** | **55.596.979.629** |
| **XII. OTHER COMPREHENSIVE INCOME AFTER TAX** | **300** |  |  |  |  |
| 12.1 Gains/(Losses) from Revaluation of AFS financial assets | **301** | 414.424.000 | -6.086.664.000 | 347.584.000 | 2.970.288.960 |
| 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** | 414.424.000 | -6.086.664.000 | 347.584.000 | 2.970.288.960 |
| **XIII. NET INCOME PER SHARE** | **500** | **0** | **0** | **0** | **0** |
| 13.1 Earning per share (VND/share) | **501** | 459 | 370 | 866 | 770 |

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

|  |  |  |  |
| --- | --- | --- | --- |
| **ITEMS** | **Code** | **Accumulated** | |
| **This year** | **Previous year** |
| **I. Cash flows from operating activities** |  |  |  |
| 1. Payments for purchase of financial assets | **1** | -23.755.864.696.390 | -24.867.454.863.211 |
| 2. Proceeds from sale of financial assets | **2** | 23.891.314.518.077 | 24.904.636.496.201 |
| 3. Payment to the Settlement Advance fund | **3** | 0 | 0 |
| 4. Dividend received | **4** | 28.313.433.812 | 3.829.028.213 |
| 5. Coupon interests received | **5** | 98.796.019.006 | 98.958.537.694 |
| 6. Interest paid | **6** | -18.410.975.342 | -118.981.060 |
| 7. Payment to suppliers | **7** | -17.223.350.442 | -22.945.376.924 |
| 8. Payment to employees | **8** | -64.459.002.702 | -68.380.057.753 |
| 9. Tax paid | **9** | -38.408.041.846 | -53.083.370.624 |
| 10. Payment for the expense of trading financial assets | **10** | 0 | 0 |
| 11. Other cash receipt from operating activities | **11** | 13.162.735.177.860 | 7.677.121.501.376 |
| 12. Other cash payments for operating activities | **12** | -13.723.317.217.017 | -6.339.227.957.113 |
| **Net cash flows from operating activities** | **20** | **-436.524.134.984** | **1.333.334.956.799** |
| **II. Cash flows from investing activities** |  | 0 | 0 |
| 1. Payment for purchase and construction of fixed assets, investment properties and other assets | **21** | -1.915.406.154 | -851.823.000 |
| 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** | **-1.915.406.154** | **-851.823.000** |
| **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** | 578.690.000.000 | 471.519.971.568 |
| 4. Payments of Drawdown of borrowings | **34** | -565.392.200.000 | -267.367.794.522 |
| *- 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* | *-565.392.200.000* | *-267.367.794.522* |
| 5. Payments of leased | **35** | 0 | 0 |
| 6. Dividends, profits paid to shareholders | **36** | 50.206.965.865 | 0 |
| **Net cash low from financing activities** | **40** | **63.504.765.865** | **204.152.177.046** |
| **IV. Net increase/decrease in cash for the period** | **50** | **-374.934.775.273** | **1.536.635.310.845** |
| **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** | **90.914.472.053** | **1.546.896.489.812** |
| Cash | **71** | 90.914.472.053 | 1.546.896.489.812 |
| 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 31 JANUARY 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 | 24.066.034.424.222 | 45.362.132.964.125 |
| 2.Cash payment for acquisition of securities on behalf of customers | 02 | -23.067.546.004.217 | -42.807.286.812.530 |
| 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 | 10.235.122.553.437 | 26.809.840.697.830 |
| 8.Cash receipt of Customer's for trust activities | 08 | 0 | 0 |
| 9.Cash payment for custodian fee of customers | 09 | -2.050.110.817 | -2.625.367.542 |
| 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 | 1.579.925.571.373 | 3.814.468.996.769 |
| 13.Cash payment to securities issuer | 13 | -1.605.515.534.904 | -3.788.128.785.514 |
| 14. Cash receipt from brokerage, trust activities | 14 | 42.850.030.912.770 | 38.814.284.474.992 |
| 15. Cash payment for brokerage, trust activities | 15 | -54.280.934.791.247 | -68.022.186.952.261 |
| Net Increase/Decrease in cash during the year | 20 | **-224.932.979.383** | **180.499.215.869** |
| **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 | **574.823.516.460** | **917.813.804.568** |
| Cash at bank at the end of the period | 41 | 574.823.516.460 | 917.813.804.568 |
| Investor's Deposits managed by the company for securities trading activities | 42 | 273.164.771.269 | 911.326.410.484 |
| Investor's synthesizing Deposits for securities trading activities | 43 | 295.771.494.676 | 3.484.129.044 |
| Investor's Deposits for clearing and settlement of securities transactions | 44 | 0 | 0 |
| Deposit of securities issuers | 45 | 5.887.250.515 | 3.003.265.040 |
| Cash equivalent | 46 | 0 | 0 |
| Effects of changes in foreign exchange rate | 47 | 0 | 0 |