

CONSOLIDATED BALANCE SHEET

As at 31 March 2020

ASSETS	Codes	Closing balance	Opening balance
			Unit: VND
A. CURRENT ASSETS	100	1,669,268,627,515	1,830,894,396,372
I. Cash and cash equivalents	110	175,374,145,388	190,855,576,577
1 Cash	111	109,374,145,388	99,855,576,577
2 Cash equivalents	112	66,000,000,000	91,000,000,000
II. Short-term financial investments	120	274,000,000,000	466,000,000,000
1 Held-to-maturity investments	123	274,000,000,000	466,000,000,000
III. Short-term receivables	130	505,511,154,616	581,476,470,866
1 Short-term trade receivables	131	458,033,877,692	540,254,253,737
2 Short-term advances to suppliers	132	34,780,858,823	18,195,133,300
3 Other short-term receivables	136	13,611,101,303	23,941,767,031
4 Provision for short-term doubtful debts	137	(914,683,202)	(914,683,202)
IV. Inventories	140	692,177,256,492	582,361,530,894
1 Inventories	141	716,873,024,209	611,220,729,006
2 Provision for devaluation of inventories	149	(24,695,767,717)	(28,859,198,112)
V. Other short-term assets	150	22,206,071,019	10,200,818,035
1 Short-term prepayments	151	7,700,350,150	7,897,754,885
2 Value added tax deductibles	152	14,445,613,097	2,288,007,696
3 Taxes and other receivables from the State budget	153	60,107,772	15,055,454
B. NON-CURRENT ASSETS	200	595,006,953,898	586,009,531,603
I. Long-term receivables	210	3,268,482,123	3,084,864,613
1 Other long-term receivables	216	3,268,482,123	3,084,864,613
II. Fixed assets	220	466,281,282,822	464,236,995,775
1 Tangible fixed assets	221	438,063,641,007	434,775,531,550
- Cost	222	939,188,048,446	916,525,121,861
- Accumulated depreciation	223	(501,124,407,439)	(481,749,590,311)
2 Intangible assets	227	28,217,641,815	29,461,464,225
- Cost	228	67,511,574,911	67,432,574,911
- Accumulated amortisation	229	(39,293,933,096)	(37,971,110,686)
III. Long-term assets in progress	240	16,480,770,511	26,712,919,979
1 Construction in progress	242	16,480,770,511	26,712,919,979
IV. Long-term financial investments	250	21,092,112,000	21,092,112,000
1 Equity investments in other entities	253	30,685,000,000	30,685,000,000
2 Provision for impairment of long-term financial investments	254	(9,592,888,000)	(9,592,888,000)
V. Other long-term assets	260	87,884,306,442	70,882,639,236
1 Long-term prepayments	261	48,808,108,472	39,582,025,338
2 Deferred tax assets	262	39,076,197,970	31,300,613,898
TOTAL ASSETS (270=100+200)	270	2,264,275,581,413	2,416,903,927,975

CONSOLIDATED BALANCE SHEET

As at 31 March 2020

Unit: VND

RESOURCES	Codes	<u>Closing balance</u>	<u>Opening balance</u>
C. LIABILITIES	300	534,689,242,030	609,917,056,329
I. Current liabilities	310	482,348,879,485	554,653,680,656
1 Short-term trade payables	311	171,681,729,251	181,300,286,706
2 Short-term advances from customers	312	6,013,216,120	2,570,299,065
3 Taxes and amounts payable to the State budget	313	5,492,042,401	31,734,854,675
4 Payables to employees	314	6,075,732,609	25,924,624,973
5 Short-term accrued expenses	315	28,065,783,689	96,724,794,495
6 Other current payables	319	14,186,664,754	9,028,740,183
7 Short-term loans	320	246,151,923,796	195,113,477,671
8 Bonus and welfare funds	322	4,681,786,865	12,256,602,888
II. Long-term liabilities	330	52,340,362,545	55,263,375,673
1 Long-term loans	338	23,261,538,456	25,846,153,842
2 Long-term provisions	342	29,078,824,089	29,417,221,831
D. EQUITY	400	1,729,586,339,383	1,806,986,871,646
I. Owner's equity	410	1,729,586,339,383	1,806,986,871,646
1 Owner's contributed capital	411	777,944,530,000	777,944,530,000
- Ordinary shares carrying voting rights	411a	777,944,530,000	777,944,530,000
2 Share premium	412	392,944,802,300	392,944,802,300
3 Effects of changes in foreign exchange rates	417	(174,715,667)	-
4 Investment and development fund	418	158,019,722,556	158,019,722,556
5 Retained earnings	421	400,852,000,194	478,077,816,790
- Retained earnings Accumulated to the prior year end	421a	422,811,890,313	233,121,320,737
- Retained earnings of the current year	421b	(21,959,890,119)	244,956,496,053
TOTAL RESOURCES (440=300+400)	440	<u>2,264,275,581,413</u>	<u>2,416,903,927,975</u>

(signed)

 Dao Xuan Nam
 Preparer

(signed)

 Nguyen Ngoc Nhon
 Chief Accountant

(signed)

 Nguyen Dinh Tam
 Chief Executive Officer
 28/04/2020

CONSOLIDATED INCOME STATEMENT

For the quarter ended 31 March 2020

ITEMS	Codes	Unit: VND	
		<u>Quarter I / 2020</u>	<u>Quarter I / 2019</u>
1 Gross revenue from goods sold	1	472,595,050,022	589,081,791,845
2 Deductions	2	4,135,964,714	7,845,539,687
3 Net revenue from goods sold (10=01-02)	10	468,459,085,308	581,236,252,158
4 Cost of sales	11	332,924,869,236	387,579,997,822
5 Gross profit from goods sold (20=10-11)	20	135,534,216,072	193,656,254,336
6 Financial income	21	8,947,835,104	1,448,839,230
7 Financial expenses	22	4,296,900,078	3,842,014,818
- In which: Interest expense	23	3,906,080,747	3,751,159,675
8 Selling expenses	25	100,084,033,183	87,498,084,124
9 General and administration expenses	26	65,230,947,828	64,791,636,255
10 Operating profit (30=20+(21-22)-(25+26))	30	(25,129,829,913)	38,973,358,369
11 Other income	31	2,773,549,857	2,462,754,823
12 Other expenses	32	1,108,583,103	38,117,226
13 Profit from other activities (40=31-32)	40	1,664,966,754	2,424,637,597
14 Accounting profit before tax (50=30+40)	50	(23,464,863,159)	41,397,995,966
15 Current corporate income tax expense	51	4,244,411,032	8,271,504,338
16 Deferred corporate tax expense/(income)	52	(7,775,584,072)	476,217,008
17 Net profit after corporate income tax (60=50-51-52)	60	(19,933,690,119)	32,650,274,620
18 Basic earnings per share	70	(256)	378

(signed)

Dao Xuan Nam
 Preparer

(signed)

Nguyen Ngoc Nhon
 Chief Accountant

(signed)

Nguyen Dinh Tam
 Chief Executive Officer
 28/04/2020

CONSOLIDATED CASH FLOW STATEMENT

For the quarter ended 31 March 2020

Unit: VND

ITEMS	Codes	<u>Quarter I / 2020</u>	<u>Quarter I / 2019</u>
I. CASH FLOWS FROM OPERATING ACTIVITIES			
1 Profit before tax	1	(23,464,863,159)	41,397,995,966
2 Adjustments for:			
Depreciation and amortisation of fixed assets	2	20,219,937,728	18,079,219,457
Provisions	3	(4,501,828,137)	(2,326,153,620)
Foreign exchange losses arising from translating foreign currency items	4		
(Gain)/Loss from investing activities	5	(7,602,284,254)	(1,462,787,889)
Interest expense	6	3,906,080,747	3,751,159,675
3 Operating profit before movements in working capital	8	(11,442,957,075)	59,439,433,589
Changes in receivables	9	56,205,883,918	(3,472,882,026)
Changes in inventories	10	(105,646,818,255)	663,134,411
Changes in payables	11	(93,307,002,713)	(31,248,480,281)
Changes in prepaid expenses	12	(8,594,769,187)	3,512,061,240
Interest paid	14	(3,984,372,779)	(3,648,140,935)
Corporate income tax paid	15	(15,142,180,967)	(9,330,080,040)
Other cash outflows	17	(27,552,889,843)	(23,931,042,000)
Net cash generated by operating activities	20	(209,465,106,901)	(8,015,996,042)
II. CASH FLOWS FROM INVESTING ACTIVITIES			
1 Acquisition and construction of fixed assets	21	(25,772,495,980)	(14,333,460,856)
2 Proceeds from sale, disposals of fixed assets	22	120,181,817	321,363,636
3 Cash outflow for savings	23	(147,500,000,000)	(190,000,000,000)
4 Cash recovered from savings	24	339,500,000,000	-
3 Interest, dividends and profits received	27	18,270,615,678	728,705,074
Net cash used in investing activities	30	184,618,301,515	(203,283,392,146)
III. CASH FLOWS FROM FINANCING ACTIVITIES			
1 Proceeds from share issue	31	-	414,663,619,300
2 Proceeds from borrowings	33	230,231,335,771	238,298,506,970
3 Repayment of borrowings	34	(181,777,505,032)	(288,655,095,936)
4 Dividends paid	36	(38,913,740,875)	(35,641,850)
Net cash used in financing activities	40	9,540,089,864	364,271,388,484
Net decreases in cash (50=20+30+40)	50	(15,306,715,522)	152,972,000,296
Cash and cash equivalents at the beginning of the year	60	190,855,576,577	145,861,230,396
Effects of changes in foreign exchange rates	61	(174,715,667)	-
Cash and cash equivalents at the end of the year (70=50+60+61)	70	175,374,145,388	298,833,230,692

(signed)

Dao Xuan Nam
Preparer

(signed)

Nguyen Ngoc Nhon
Chief Accountant

(signed)

Nguyen Dinh Tam
Chief Executive Officer
28/04/2020