

## CONSOLIDATED BALANCE SHEET

*As at 30 September 2020*

Unit: VND

ASSETS	Closing balance	Opening balance
<b>A. CURRENT ASSETS</b>	<b>1,695,627,014,290</b>	<b>1,830,894,396,372</b>
<b>I. Cash and cash equivalents</b>	<b>305,713,333,640</b>	<b>190,855,576,577</b>
1 Cash	199,713,333,640	99,855,576,577
2 Cash equivalents	106,000,000,000	91,000,000,000
<b>II. Short-term financial investments</b>	<b>276,000,000,000</b>	<b>466,000,000,000</b>
1 Held-to-maturity investments	276,000,000,000	466,000,000,000
<b>III. Short-term receivables</b>	<b>437,118,419,859</b>	<b>581,476,470,866</b>
1 Short-term trade receivables	406,960,937,017	540,254,253,737
2 Short-term advances to suppliers	23,107,409,034	18,195,133,300
3 Other short-term receivables	7,964,757,010	23,941,767,031
4 Provision for short-term doubtful debts	(914,683,202)	(914,683,202)
<b>IV. Inventories</b>	<b>658,184,404,257</b>	<b>582,361,530,894</b>
1 Inventories	679,895,192,090	611,220,729,006
2 Provision for devaluation of inventories	(21,710,787,833)	(28,859,198,112)
<b>V. Other short-term assets</b>	<b>18,610,856,534</b>	<b>10,200,818,035</b>
1 Short-term prepayments	12,419,274,176	7,897,754,885
2 Value added tax deductibles	6,176,526,904	2,288,007,696
3 Taxes and other receivables from the State budget	15,055,454	15,055,454
4 Other short-term assets		
<b>B. NON-CURRENT ASSETS</b>	<b>615,427,034,152</b>	<b>586,009,531,603</b>
<b>I. Long-term receivables</b>	<b>3,367,155,123</b>	<b>3,084,864,613</b>
1 Other long-term receivables	3,367,155,123	3,084,864,613
<b>II. Fixed assets</b>	<b>444,959,234,538</b>	<b>464,236,995,775</b>
1 Tangible fixed assets	419,048,349,902	434,775,531,550
- Cost	952,647,384,005	916,525,121,861
- Accumulated depreciation	(533,599,034,103)	(481,749,590,311)
2 Intangible assets	25,910,884,636	29,461,464,225
- Cost	67,769,417,411	67,432,574,911
- Accumulated amortisation	(41,858,532,775)	(37,971,110,686)
<b>III. Long-term assets in progress</b>	<b>40,068,793,453</b>	<b>26,712,919,979</b>
1 Construction in progress	40,068,793,453	26,712,919,979
<b>IV. Long-term financial investments</b>	<b>21,942,320,000</b>	<b>21,092,112,000</b>
1 Equity investments in other entities	30,685,000,000	30,685,000,000
2 Provision for impairment of long-term financial investments	(8,742,680,000)	(9,592,888,000)
<b>V. Other long-term assets</b>	<b>105,089,531,038</b>	<b>70,882,639,236</b>
1 Long-term prepayments	66,455,502,479	39,582,025,338
2 Deferred tax assets	38,634,028,559	31,300,613,898
<b>TOTAL ASSETS (270=100+200)</b>	<b>2,311,054,048,442</b>	<b>2,416,903,927,975</b>

<b>RESOURCES</b>	<b>Closing balance</b>	<b>Opening balance</b>
<b>C. LIABILITIES</b>	<b>591,732,445,729</b>	<b>609,917,056,329</b>
<b>I. Current liabilities</b>	<b>549,541,701,796</b>	<b>554,653,680,656</b>
1 Short-term trade payables	169,653,211,103	181,300,286,706
2 Short-term advances from customers	10,221,489,798	2,570,299,065
3 Taxes and amounts payable to the State budget	46,679,400,326	31,734,854,675
4 Payables to employees	23,135,121,564	25,924,624,973
5 Short-term accrued expenses	83,970,414,105	96,724,794,495
6 Other current payables	6,985,605,927	9,028,740,183
7 Short-term loans	203,057,789,108	195,113,477,671
8 Bonus and welfare funds	5,838,669,865	12,256,602,888
<b>II. Long-term liabilities</b>	<b>42,190,743,933</b>	<b>55,263,375,673</b>
1 Long-term loans	18,092,307,684	25,846,153,842
2 Long-term provisions	24,098,436,249	29,417,221,831
<b>D. EQUITY</b>	<b>1,719,321,602,713</b>	<b>1,806,986,871,646</b>
<b>I. Owner's equity</b>	<b>1,719,321,602,713</b>	<b>1,806,986,871,646</b>
1 Owner's contributed capital	777,944,530,000	777,944,530,000
- Ordinary shares carrying voting rights	777,944,530,000	777,944,530,000
2 Share premium	392,944,802,300	392,944,802,300
3 Treasury shares	(46,311,318,529)	-
4 Effects of changes in foreign exchange rates	(48,303,126)	-
5 Investment and development fund	199,910,168,556	158,019,722,556
6 Retained earnings	394,881,723,512	478,077,816,790
- Retained earnings Accumulated to the prior year end	330,722,692,813	233,121,320,737
- Retained earnings of the current year	64,159,030,699	244,956,496,053
<b>TOTAL RESOURCES (440=300+400)</b>	<b>2,311,054,048,442</b>	<b>2,416,903,927,975</b>

(signed)

Dao Xuan Nam  
 Preparer

(signed)

Nguyen Ngoc Nhon  
 Chief Accountant

(signed)

Nguyen Dinh Tam  
 Chief Executive Officer  
 27/10/2020

## CONSOLIDATED INCOME STATEMENT

*For the quarter ended 30 September 2020*

Unit: VND

No.	ITEMS	Quarter III.2020	Quarter III.2019	9M2020	9M2019
<b>1</b>	<b>Gross revenue from goods sold</b>	<b>840,967,370,122</b>	<b>778,477,854,157</b>	<b>1,973,737,128,730</b>	<b>2,335,808,850,455</b>
2	Deductions	16,938,773,116	8,263,259,558	36,441,011,242	27,806,452,954
<b>3</b>	<b>Net revenue from goods sold (10=01-02)</b>	<b>824,028,597,006</b>	<b>770,214,594,599</b>	<b>1,937,296,117,488</b>	<b>2,308,002,397,501</b>
4	Cost of sales	462,624,122,788	486,251,205,362	1,224,554,545,571	1,446,553,871,976
<b>5</b>	<b>Gross profit from goods sold (20=10-11)</b>	<b>361,404,474,218</b>	<b>283,963,389,237</b>	<b>712,741,571,917</b>	<b>861,448,525,525</b>
6	Financial income	5,388,599,165	9,254,096,448	19,967,080,750	18,791,586,189
7	Financial expenses	3,616,450,599	3,280,325,581	12,865,370,752	10,368,793,734
	<i>- In which: Interest expense</i>				
8	Selling expenses	138,880,517,750	137,396,852,616	350,606,438,021	350,829,254,630
9	General and administration expenses	63,655,140,607	69,730,074,628	189,436,381,277	207,502,848,528
<b>10</b>	<b>Operating profit (30=20+(21-22)-(25+26))</b>	<b>160,640,964,427</b>	<b>82,810,232,860</b>	<b>179,800,462,617</b>	<b>311,539,214,822</b>
11	Other income	1,284,382,967	1,960,392,565	6,853,667,535	5,912,120,279
12	Other expenses	294,587,714	56,721,841	1,543,488,078	267,102,850
<b>13</b>	<b>Profit from other activities (40=31-32)</b>	<b>989,795,253</b>	<b>1,903,670,724</b>	<b>5,310,179,457</b>	<b>5,645,017,429</b>
<b>14</b>	<b>Accounting profit before tax (50=30+40)</b>	<b>161,630,759,680</b>	<b>84,713,903,584</b>	<b>185,110,642,074</b>	<b>317,184,232,251</b>
15	Current corporate income tax expense	30,789,110,366	22,701,076,217	46,695,968,881	68,005,513,917
16	Deferred corporate tax expense/(income)	2,190,546,515	(6,836,268,750)	(7,333,414,661)	(4,983,378,011)
<b>17</b>	<b>Net profit after corporate income tax (61=50-51-52)</b>	<b>128,651,102,799</b>	<b>68,849,096,117</b>	<b>145,748,087,854</b>	<b>254,162,096,345</b>
<b>18</b>	<b>Basic earnings per share</b>			<b>1,705</b>	<b>2,989</b>
<b>19</b>	<b>Diluted earnings per share</b>			<b>1705</b>	<b>2989</b>

*(signed)*

**Dao Xuan Nam**  
Preparer

*(signed)*

**Nguyen Ngoc Nhon**  
Chief Accountant

*(signed)*

**Nguyen Dinh Tam**  
Chief Executive Officer  
27/10/2020

## CONSOLIDATED CASH FLOW STATEMENT

*For the quarter ended 30 September 2020*

Unit: VND

No.	ITEMS	Quarter III.2020	Quarter III.2019	9M2020	9M2019
<b>I. CASH FLOWS FROM OPERATING ACTIVITIES</b>					
1	<i>Profit before tax</i>	<b>161,630,759,680</b>	<b>84,713,903,584</b>	<b>185,110,642,074</b>	<b>317,184,232,251</b>
2	<i>Adjustments for:</i>				
	Depreciation and amortisation of fixed assets	19,785,176,610	19,577,964,767	60,031,598,864	57,705,464,217
	Provisions	(4,984,984,503)	533,254,975	(13,317,403,861)	(921,687,945)
	Foreign exchange losses arising from translating foreign currency items				
	(Gain)/Loss from investing activities	(4,642,772,878)	(8,398,150,203)	(16,581,652,961)	(16,864,685,501)
	Interest expense	2,945,566,390	2,335,547,104	10,021,770,064	8,544,195,996
3	<i>Operating profit before movements in working capital</i>	<b>174,733,745,299</b>	<b>98,762,520,227</b>	<b>225,264,954,180</b>	<b>365,647,519,018</b>
	Changes in receivables	96,838,329,090	75,634,046,400	130,498,766,279	(94,136,893,266)
	Changes in inventories	26,426,543,808	(46,029,418,803)	(68,409,485,169)	45,895,775,023
	Changes in payables	2,552,563,400	66,644,136,135	(26,480,787,249)	103,173,983,793
	Changes in prepaid expenses	(5,190,131,832)	(1,826,482,232)	(30,451,740,942)	(7,323,079,052)
	Interest paid	(2,932,575,646)	(2,284,202,520)	(10,091,635,400)	(8,692,840,734)
	Corporate income tax paid	(7,749,628,054)	(36,447,716,436)	(22,891,809,021)	(54,213,389,802)
	Other cash outflows	(6,525,110,155)	(11,879,066,000)	(41,967,875,998)	(39,842,943,000)
	<i>Net cash generated by operating activities</i>	<b>278,153,735,910</b>	<b>142,573,816,771</b>	<b>155,470,386,680</b>	<b>310,508,131,980</b>
<b>II. CASH FLOWS FROM INVESTING ACTIVITIES</b>					
1	Acquisition and construction of fixed assets	(22,014,996,512)	(14,296,912,898)	(58,947,851,828)	(53,342,324,747)
2	Proceeds from sale, disposals of fixed assets	510,596,277	56,000,001	745,823,549	1,032,134,092
3	Cash outflow for savings	(169,000,000,000)	(210,500,000,000)	(342,500,000,000)	(503,500,000,000)
4	Cash recovered from savings	78,500,000,000	50,000,000,000	532,500,000,000	50,000,000,000
5	Interest, dividends and profits received	4,135,966,325	3,659,626,232	27,131,755,038	6,475,113,743
	<i>Net cash used in investing activities</i>	<b>(107,868,433,910)</b>	<b>(171,081,286,665)</b>	<b>158,929,726,759</b>	<b>(499,335,076,912)</b>
<b>III. CASH FLOWS FROM FINANCING ACTIVITIES</b>					
1	Proceeds from share issue	-	-	-	414,663,619,300
2	Payment to buy treasury shares	-	-	(46,311,318,529)	-
3	Proceeds from borrowings	177,505,088,264	123,519,858,965	539,162,952,525	472,647,710,204
4	Repayment of borrowings	(160,343,337,276)	(107,569,513,855)	(538,972,487,246)	(530,482,945,983)
5	Dividends paid	(114,441,679,500)	-	(153,373,200,000)	(70,758,494,850)
	<i>Net cash used in financing activities</i>	<b>(97,279,928,512)</b>	<b>15,950,345,110</b>	<b>(199,494,053,250)</b>	<b>286,069,888,671</b>
	<b>Net decreases in cash (50=20+30+40)</b>	<b>73,005,373,488</b>	<b>(12,557,124,784)</b>	<b>114,906,060,189</b>	<b>97,242,943,739</b>
	<b>Cash and cash equivalents at the beginning of the year</b>	<b>232,619,036,934</b>	<b>255,661,298,919</b>	<b>190,855,576,577</b>	<b>145,861,230,396</b>
	Effects of changes in foreign exchange rates	88,923,218	-	(48,303,126)	-
	<b>Cash and cash equivalents at the end of the year (70=50+60+61)</b>	<b>305,713,333,640</b>	<b>243,104,174,135</b>	<b>305,713,333,640</b>	<b>243,104,174,135</b>

*(signed)*

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