

SEPARATE BALANCE SHEET

As at 30 September 2020

Unit: VND

ASSETS	Closing balance	Opening balance
A. CURRENT ASSETS	1,057,521,973,474	1,181,077,565,545
I. Cash and cash equivalents	152,916,859,120	95,182,150,747
1 Cash	92,916,859,120	35,182,150,747
2 Cash equivalents	60,000,000,000	60,000,000,000
II. Short-term financial investments	275,000,000,000	455,000,000,000
1 Held-to-maturity investments	275,000,000,000	455,000,000,000
III. Short-term receivables	361,820,158,256	399,943,282,836
1 Short-term trade receivables	348,944,262,169	379,453,325,099
2 Short-term advances to suppliers	8,016,581,246	4,583,637,847
3 Other short-term receivables	4,859,314,841	15,906,319,890
IV. Inventories	263,659,417,111	224,360,492,399
1 Inventories	280,198,069,431	244,131,127,790
2 Provision for devaluation of inventories	(16,538,652,320)	(19,770,635,391)
V. Other short-term assets	4,125,538,987	6,591,639,563
1 Short-term prepayments	3,782,779,104	5,336,533,074
2 Value added tax deductibles	342,759,883	1,255,106,489
B. NON-CURRENT ASSETS	776,231,484,604	793,473,537,123
I. Long-term receivables	979,197,328	982,197,328
1 Other long-term receivables	979,197,328	982,197,328
II. Fixed assets	287,316,087,570	300,934,545,660
1 Tangible fixed assets	269,327,386,017	279,673,183,462
- Cost	630,692,477,477	609,545,103,709
- Accumulated depreciation	(361,365,091,460)	(329,871,920,247)
2 Intangible assets	17,988,701,553	21,261,362,198
- Cost	56,444,177,475	56,186,334,975
- Accumulated amortisation	(38,455,475,922)	(34,924,972,777)
III. Long-term assets in progress	12,812,514,818	15,343,777,869
1 Construction in progress	12,812,514,818	15,343,777,869
IV. Long-term financial investments	458,385,619,000	457,535,411,000
1 Investment in subsidiaries	436,443,299,000	436,443,299,000
2 Equity investments in other entities	30,685,000,000	30,685,000,000
3 Provision for impairment of long-term financial investments	(8,742,680,000)	(9,592,888,000)
V. Other long-term assets	16,738,065,888	18,677,605,266
1 Long-term prepayments	6,765,457,787	8,591,789,315
2 Deferred tax assets	9,972,608,101	10,085,815,951
TOTAL ASSETS (270=100+200)	1,833,753,458,078	1,974,551,102,668

RESOURCES	Closing balance	Opening balance
C. LIABILITIES	364,007,939,376	396,307,363,904
I. Current liabilities	325,736,363,443	347,280,554,231
1 Short-term trade payables	103,374,060,554	127,701,152,292
2 Short-term advances from customers	3,025,240,845	1,717,101,219
3 Taxes and amounts payable to the State budget	31,070,412,752	19,378,215,706
4 Payables to employees	8,753,459,158	10,279,436,227
5 Short-term accrued expenses	32,959,060,673	37,934,959,235
6 Other current payables	2,529,417,541	4,826,713,390
7 Short-term loans	138,186,042,055	133,192,700,274
8 Bonus and welfare funds	5,838,669,865	12,250,275,888
II. Long-term liabilities	38,271,575,933	49,026,809,673
1 Long-term loans	18,092,307,684	25,846,153,842
2 Long-term provisions	20,179,268,249	23,180,655,831
D. EQUITY	1,469,745,518,702	1,578,243,738,764
I. Owner's equity	1,469,745,518,702	1,578,243,738,764
1 Owner's contributed capital	777,944,530,000	777,944,530,000
<i>- Ordinary shares carrying voting rights</i>	<i>777,944,530,000</i>	<i>777,944,530,000</i>
2 Share premium	392,944,802,300	392,944,802,300
3 Treasury shares	(46,311,318,529)	-
4 Investment and development fund	199,910,168,556	158,019,722,556
5 Retained earnings	145,257,336,375	249,334,683,908
<i>- Retained earnings Accumulated to the prior year end</i>	<i>101,979,559,931</i>	<i>1,756,596,159</i>
<i>- Retained earnings of the current year</i>	<i>43,277,776,444</i>	<i>247,578,087,749</i>
TOTAL RESOURCES (440=300+400)	1,833,753,458,078	1,974,551,102,668

(signed)

Dao Xuan Nam
 Preparer

(signed)

Nguyen Ngoc Nhon
 Chief Accountant

(signed)

Nguyen Dinh Tam
 Chief Executive Officer
 27/10/2020

SEPARATE INCOME STATEMENT
For the quarter ended 30 September 2020

No.	ITEMS	Unit: VND			
		<u>Quarter III.2020</u>	<u>Quarter III.2019</u>	<u>9M2020</u>	<u>9M2019</u>
1	Gross revenue from goods sold	416,720,272,087	360,148,036,467	843,489,080,569	1,065,018,784,627
2	Deductions	-	3,268,875,750	1,339,464,444	6,770,255,563
3	Net revenue from goods sold	416,720,272,087	356,879,160,717	842,149,616,125	1,058,248,529,064
4	Cost of sales	238,392,520,617	218,329,366,186	522,688,290,051	659,619,569,097
5	Gross profit from goods sold	178,327,751,470	138,549,794,531	319,461,326,074	398,628,959,967
6	Financial income	4,574,076,890	88,759,045,825	17,238,323,945	97,394,896,728
7	Financial expenses	2,049,510,605	1,710,965,966	7,395,447,376	5,282,634,076
	- <i>In which: Interest expense</i>	<i>1,977,517,276</i>	<i>1,392,463,510</i>	<i>6,582,641,794</i>	<i>4,931,914,437</i>
8	Selling expenses	22,006,380,293	44,080,139,173	59,168,949,174	85,039,872,709
9	General and administration expenses	40,403,619,990	43,142,575,775	117,086,059,686	131,007,674,635
10	Operating profit	118,442,317,472	138,375,159,442	153,049,193,783	274,693,675,275
11	Other income	1,662,306,302	1,588,780,372	3,945,061,756	3,792,233,618
12	Other expenses	78,383,415	5,523,233	78,413,456	13,410,262
13	Profit from other activities	1,583,922,887	1,583,257,139	3,866,648,300	3,778,823,356
14	Accounting profit before tax	120,026,240,359	139,958,416,581	156,915,842,083	278,472,498,631
15	Current corporate income tax expense	24,186,172,580	15,384,832,220	31,935,800,634	43,926,517,079
16	Deferred corporate tax expense/(income)	(74,018,783)	(3,290,897,611)	113,207,850	(3,916,844,666)
17	Net profit after corporate income tax	95,914,086,562	127,864,481,972	124,866,833,599	238,462,826,218

(signed)

Dao Xuan Nam
 Preparer

(signed)

Nguyen Ngoc Nhon
 Chief Accountant

(signed)

Nguyen Dinh Tam
 Chief Executive Officer
 27/10/2020

SEPARATE CASH FLOW STATEMENT
For the quarter ended 30 September 2020

Unit: VND

No.	ITEMS	Quarter III.2020	Quarter III.2019	9M2020	9M2019
I. CASH FLOWS FROM OPERATING ACTIVITIES					
1	<i>Profit before tax</i>	127,963,095,046	139,958,416,581	156,915,842,083	278,472,498,631
2	<i>Adjustments for:</i>				
	Depreciation and amortisation of fixed assets	12,391,500,422	12,184,941,143	37,666,468,212	35,976,142,534
	Provisions	(990,242,167)	1,032,837,830	(7,083,578,653)	692,211,766
	(Gain)/Loss from investing activities	(4,434,410,672)	(88,342,904,883)	(15,221,608,043)	(95,861,192,014)
	Interest expense	6,582,641,794	1,392,463,510	6,582,641,794	4,931,914,437
3	<i>Operating profit before movements in working capital</i>	141,512,584,423	66,225,754,181	178,859,765,393	224,211,575,354
	Changes in receivables	35,580,814,185	92,008,594,094	25,353,999,418	17,812,064,057
	Changes in inventories	37,204,484,508	(4,486,177,711)	(35,937,577,564)	28,229,056,163
	Changes in payables	11,676,758,243	53,878,842,957	(33,980,034,107)	83,839,270,489
	Changes in prepaid expenses	1,071,249,548	994,065,504	4,172,944,418	(447,061,198)
	Interest paid	(1,945,503,924)	(1,345,684,115)	(6,618,288,867)	(5,054,834,483)
	Corporate income tax paid	(7,749,628,054)	(23,425,327,692)	(17,480,067,639)	(32,903,286,271)
	Other cash outflows	(6,525,110,155)	(11,879,066,000)	(41,967,875,998)	(39,821,497,000)
	<i>Net cash generated by operating activities</i>	210,825,648,774	171,971,001,218	72,402,865,054	275,865,287,111
II. CASH FLOWS FROM INVESTING ACTIVITIES					
1	Acquisition and construction of fixed assets	(4,636,372,051)	(6,159,382,855)	(18,224,335,861)	(27,751,866,953)
2	Proceeds from sale, disposals of fixed assets	300,909,091	45,454,545	301,227,273	241,920,453
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	522,500,000,000	50,000,000,000
5	Cash outflow to invest in other entities	-	(130,000,000,000)	-	(130,000,000,000)
6	Interest, dividends and profits received	3,774,935,353	83,614,926,368	25,699,974,813	86,261,833,895
	<i>Net cash used in investing activities</i>	(91,060,527,607)	(212,999,001,942)	187,776,866,225	(524,748,112,605)
III. CASH FLOWS FROM FINANCING ACTIVITIES					
1	Proceeds from share issue	-	-	-	414,663,619,300
2	Payment to buy treasury shares	-	-	(46,311,318,529)	-
3	Proceeds from borrowings	97,610,677,122	58,754,275,296	313,407,169,154	274,950,598,498
4	Repayment of borrowings	(75,908,319,369)	(49,153,209,693)	(316,167,673,531)	(314,156,051,226)
5	Dividends paid	(114,441,679,500)	-	(153,373,200,000)	(70,758,494,850)
	<i>Net cash used in financing activities</i>	(92,739,321,747)	9,601,065,603	(202,445,022,906)	304,699,671,722
	Net decreases in cash (50=20+30+40)	27,025,799,420	(31,426,935,121)	57,734,708,373	55,816,846,228
	Cash and cash equivalents at the beginning of the year	125,891,059,700	199,891,216,013	95,182,150,747	112,647,434,664
	Cash and cash equivalents at the end of the year (70=50+60+61)	152,916,859,120	168,464,280,892	152,916,859,120	168,464,280,892

(signed)

Dao Xuan Nam
 Preparer

(signed)

Nguyen Ngoc Nhon
 Chief Accountant

(signed)

Nguyen Dinh Tam
 Chief Executive Officer
 27/10/2020