FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2018



### FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

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#### CORPORATE INFORMATION

Establishment and operation licence

No. 32/UBCK-GPHĐKD dated 21 December 2006 issued by the State Securities Commission. The Establishment and operation licence was amended several times and the latest amendment No. 56/GPĐC-UBCK was issued on 2 August

2018.

**Board of Directors** 

Mr. Tran Le Nguyen Chairman
Mr. Nguyen Mien Tuan Vice Chairman
Mr. Nguyen Hieu Member
Mr. Kelly Yin Hon Wong Member
Ms. Pham My Linh Member
Mr. Vo Long Nguyen Member

Mr. Vo Long Nguyen Mr. Dao Hong Chau Mr. Nguyen Quoc Bao

Member (until 28 March 2018) Member (since 28 March 2018)

**Board of Supervision** 

Ms. Nguyen Thi Oanh Mr. Nguyen Thuc Vinh

Chief Supervisor Member

Mr. Nguyen Van Minh

Member

Key management

Board of Management

Mr. Nguyen Hieu General Director

Mr. Nguyen Minh Nhut
Mr. Nguyen Chi Trung
Ms. Nguyen Thi Thu Huyen
Deputy General Director
Deputy General Director
Deputy General Director

Other key management

Mr. Le Minh Hien Chief Finance Officer -

cum Chief Accountant

Legal Representative

Mr. Tran Le Nguyen

Chairman

Registered office

1st-2nd-3rd-4th Floors, Viet Dragon Building

141 Nguyen Du Street, District 1 Ho Chi Minh City, Vietnam

Auditor

PwC (Vietnam) Limited

# RESPONSIBILITY OF THE COMPANY'S LEGAL REPRESENTATIVE IN RESPECT OF THE FINANCIAL STATEMENTS

The Legal Representative of Viet Dragon Securities Corporation ("the Company") authorised the Board of Management to be responsible for preparation of the financial statements which give a true and fair view of the financial position of the Company as at 31 December 2018 and of the results of its operations, cash flows and changes in equity for the year then ended. In preparing these financial statements, the Board of Management is required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent; and
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Board of Management is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the financial position of the Company and which enable the financial statements to be prepared which comply with the basis of accounting set out in Note 2 to the financial statements. The Board of Management is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other errors.

#### APPROVAL OF THE FINANCIAL STATEMENTS

We hereby approve the accompanying financial statements as set out on pages 5 to 66 which give a true and fair view of the financial position of the Company as at 31 December 2018 and of the results of its operations, cash flows and changes in equity for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and prevailing regulations on preparation and presentation of financial statements applicable to securities companies operating in Vietnam.

On behalf of the Board of Management

Nguyen Hieu General Director Authorised signatory

Ho Chi Minh City, Vietnam 8 March 2019



# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF VIET DRAGON SECURITIES CORPORATION

We have audited the accompanying financial statements of Viet Dragon Securities Corporation ("the Company") which were prepared on 31 December 2018 and approved by the Board of Management on 8 March 2019. The financial statements comprise the statement of financial position as at 31 December 2018, the statement of income, the statement of cash flows and the statement of changes in equity for the year then ended, and explanatory notes to the financial statements including significant accounting policies, as set out on pages 5 to 66.

#### The Board of Management' Responsibility

The Board of Management of the Company is responsible for the preparation and the true and fair presentation of these financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and prevailling regulations on preparation and presentation of financial statements applicable to securities companies operating in Vietnam and for such internal control which the Board of Management determines is necessary to enable the preparation and fair presentation of the financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical standards and requirements, plan and perform the audit in order to obtain reasonable assurance as to whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including an assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and true and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



#### **Auditor's Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2018, the results of its operations, cash flows and changes in equity for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and prevailing regulations on preparation and presentation of financial statements applicable to securities companies operating in Vietnam.

#### Other matter

The independent auditor's report is prepared in Vietnamese and English. Should there be any conflict between the Vietnamese and English copies, the Vietnamese copy shall take precedence.

For and on behalf of PwC (Vietnam) Limited

Nguyen Hoang Nam Audit Practising Licence No. 0849-2018-006-1

Authorised signatory

Report reference number: HCM7679 Ho Chi Minh City, 8 March 2019 Nguyen Thi Cam Nhung Audit Practising Licence No. 2636-2018-006-1

# STATEMENT OF FINANCIAL POSITION

|       |   |        | As at 31 D  | ecember ecember  |  |
|-------|---|--------|---|--|--|
|       |   |        | 2018  | 2017   |  |
| Code  | ITEMS   | Note   | VND   | VND  |  |
|       | ASSETS  |        |   |  |  |
| 100   | CURRENT ASSETS                                |        | 1,880,837,990,128                                   | 1,807,002,654,448  |  |
| 110   | Financial assets                              |        | 1,873,348,069,169                                   | 1,803,855,163,527  |  |
| 111   | Cash and cash equivalents                     | 3.1    | 71,744,099,797                                      | 238,873,951,937  |  |
| 111.1 | Cash  |        | 71,744,099,797                                      | 238,873,951,937  |  |
| 112   | Financial assets at fair value through profit |        | SAL THE RESERVED COMMENT OF SHEET AND A PROPERTY OF | NAMES OF STREET OF STREET STREET, STREET STREET, STREE |  |
|       | or loss (FVTPL)                               | 3.2    | 222,036,422,110                                     | 267,331,098,980  |  |
| 114   | Loans   | 3.3    | 1,585,365,383,073                                   | 1,312,621,982,796  |  |
| 116   | Provisions for impairment loss of financial   |        |   |  |  |
|       | assets and mortgates                          | 3.3    | (27,288,622,415)                                    | (27,787,203,085)   |  |
| 117   | Receivables                                   | 3.4    | 3,539,330,720                                       | 2,837,613,636  |  |
| 117.1 | Receivables from disposals of financial       |        |   |  |  |
|       | assets  |        | -   | 182,710,000  |  |
| 117.2 | Dividend and interest receivables             |        | 3,539,330,720                                       | 2,654,903,636  |  |
| 117.4 | Undue dividend and interest receivables       |        | 3,539,330,720                                       | 2,654,903,636  |  |
| 118   | Prepayments to suppliers                      |        | 597,735,273   | 2,077,336,500  |  |
| 119   | Services related receivables                  | 3.4    | 17,349,672,513                                      | 7,900,382,763  |  |
| 122   | Other receivables                             | 3.4    | 1,982,256,576                                       | 1,978,208,478  |  |
| 129   | Provision for doubtful debts                  | 3.4    | (1,978,208,478)                                     | (1,978,208,478)  |  |
|       |   |        |   |  |  |
| 130   | Other current assets                          |        | 7,489,920,959                                       | 3,147,490,921  |  |
| 131   | Advances to employees                         | 3.5    | 2,547,968,621                                       | 428,066,665  |  |
| 132   | Office tools and supplies                     | 3.5    | 62,271,700  | 141  |  |
| 133   | Short-term prepaid expenses                   | 3.5    | 3,074,807,176                                       | 2,665,194,684  |  |
| 134   | Pledged assets, mortgates, security           |        |   |  |  |
|       | deposits in short term                        | 3.5    | 21,400,000  | 48,550,000   |  |
| 136   | Tax and other receivables from the State      |        |   |  |  |
|       | Budget  | 3.14   | 1,783,473,462                                       | 5,679,572  |  |
| 200   | NON-CURRENT ASSETS                            |        | 51,499,766,728                                      | 35,617,017,233   |  |
| 220   | Fixed assets                                  |        | 14,618,771,551                                      | 15,467,769,333   |  |
| 221   | Tangible fixed assets                         | 3.6(a) | 12,135,495,992                                      | 11,213,267,746   |  |
| 222   | Historical cost                               | 0.0(a) | 43,903,688,535                                      | 38,196,307,435   |  |
| 223a  | Accumulated depreciation                      |        | (31,768,192,543)                                    | (26,983,039,689)   |  |
| 227   | Intangible fixed assets                       | 3.6(b) | 2,483,275,559                                       | 4,254,501,587  |  |
| 228   | Historical cost                               | 3.0(5) | 13,764,088,791                                      | 13,764,088,791   |  |
| 229a  | Accumulated amortisation                      |        | (11,280,813,232)                                    | (9,509,587,204)  |  |
| 240   | Construction in progress                      | 3.7    | 3,218,325,000                                       | -  |  |
|       |   |        |   |  |  |
| 250   | Other non-current assets                      |        | 33,662,670,177                                      | 20,149,247,900   |  |
| 251   | Pledged assets, mortgates, security           |        |   | A /  |  |
|       | deposits in long term                         | 3.8    | 3,127,076,384                                       | 3,147,919,824  |  |
| 252   | Long-term prepaid expenses                    | 3.9    | 1,641,938,127                                       | 607,672,410  |  |
| 254   | Deposits in the Settlement Supporting Fund    | 3.10   | 18,893,655,666                                      | 16,393,655,666   |  |
| 255   | Other long-term assets                        |        | 10,000,000,000                                      | -  |  |
| 270   | TOTAL ASSETS                                  |        | 1,932,337,756,856                                   | 1,842,619,671,681  |  |
|       |   |        |   |  |  |

The notes on pages 16 to 66 are an integral part of these financial statements.

# STATEMENT OF FINANCIAL POSITION (continued)

|        |  |           | As at 31 December                  |                                  |  |
|--------|--|-----------|------------------------------------|----------------------------------|--|
|        |  |           | 2018                               | 2017                             |  |
| Code   | ITEMS  | Note      | VND                                | VND                              |  |
| 300    | LIABILITIES  |           | 821,438,859,650                    | 800,401,756,891                  |  |
| 310    | Current liabilities                                    |           | 820,947,212,327                    | 796,877,000,248                  |  |
| 311    | Short-term borrowings and finance lease<br>liabilities | 3.11      | 246 200 000 000                    | 47 700 76F 000                   |  |
| 312    | Short-term borrowings                                  | 3.11      | 216,300,000,000<br>216,300,000,000 | 47,720,765,000<br>47,720,765,000 |  |
| 316    | Short-term issued bonds                                | 3.11      |                                    |                                  |  |
| 318    |  | 3.12      | 581,674,000,000                    | 724,455,000,000                  |  |
| 320    | Trading obligations Short-term trade accounts payable  | 3.12      | 1,462,093,407<br>167,554,100       | 1,667,969,687                    |  |
| 321    | Short-term advances from customers                     | 3.13      | 744,200,000                        | 164,424,541<br>694,400,000       |  |
| 322    | Tax and other payables to the State Budget             | 3.14      | 5,447,743,588                      | 8,191,972,423                    |  |
| 323    | Payables to employees                                  | 5.14      | 176,546,755                        | 7,796,755                        |  |
| 325    | Short-term accrued expenses                            | 3.15      | 14,254,810,696                     | 12,805,836,138                   |  |
| 329    | Other short-term liabilities                           | 3.16      | 720,263,781                        | 1,168,835,704                    |  |
| 340    | Non-current liabilities                                |           | 491,647,323                        | 3,524,756,643                    |  |
| 353    | Other long-term liabilities                            |           | 436,145,500                        | 457,195,500                      |  |
| 356    | Deferred income tax liabilities                        | 3.17      | 55,501,823                         | 3,067,561,143                    |  |
| 400    | OWNERS' EQUITY   |           | 1,110,898,897,206                  | 1,042,217,914,790                |  |
| 410    | Capital and reserves                                   | 3.18      | 1,110,898,897,206                  | 1,042,217,914,790                |  |
| 411    | Owners' capital  |           | 1,010,239,178,792                  | 919,240,118,792                  |  |
| 411.1  | Share capital  |           | 1,000,999,060,000                  | 910,000,000,000                  |  |
| 411.1a | Ordinary shares  |           | 1,000,999,060,000                  | 910,000,000,000                  |  |
| 411.2  | Share premium  |           | 9,240,118,792                      | 9,240,118,792                    |  |
| 414    | Supplementary capital reserve                          |           | 13,624,381,369                     | 10,190,332,248                   |  |
| 415    | Financial and operational risk reserve                 | 020012020 | 13,624,381,369                     | 10,190,332,248                   |  |
| 417    | Undistributed earnings                                 | 3.19      | 73,410,955,676                     | 102,597,131,502                  |  |
| 417.1  | Realised profits                                       |           | 148,478,416,393                    | 97,966,752,187                   |  |
| 417.2  | Unrealised (losses)/profits                            |           | (75,067,460,717)                   | 4,630,379,315                    |  |
| 440    | TOTAL RESOURCES  |           | 1,932,337,756,856                  | 1,842,619,671,681                |  |

Form B 01 - CTCK

# STATEMENT OF FINANCIAL POSITION (continued)

### OFF STATEMENT OF FINANCIAL POSITION ITEMS

|       |  |      | As at 31 December |                |  |
|-------|--|------|-------------------|----------------|--|
| Code  | ITEMS  | Note | 2018              | 2017           |  |
| Α     | ASSETS OF THE COMPANY AND ASSETS IN TRUST              |      |                   |                |  |
| 006   | Number of shares in issue (share)                      | 4.1  | 100,099,906       | 91,000,000     |  |
|       |  |      | Par valu          | e (VND)        |  |
| 800   | Securities listed/registered to the Vietnam Securities |      |                   |                |  |
|       | Depository (VSD)                                       |      | 127,015,730,000   | 92,502,600,000 |  |
|       | Freely traded securities                               |      | 127,015,730,000   | 92,478,400,000 |  |
|       | Securities awaiting settlement                         |      | -                 | 24,200,000     |  |
| 009   | Securities custodied at VSD but not yet traded         |      | 3,090,000         | 4,390,000      |  |
| 010   | Securities awaiting settlement                         |      |                   |                |  |
| 012   | Securities not custodied at VSD                        |      | 9,592,580,000     | 29,592,510,000 |  |
| 013   | Bonus shares, stock dividends and subscription         |      | 822,980,000       |                |  |
|       | rights   |      |                   | 320,000        |  |
| В     | ASSETS OF AND LIABLITIES TO CUSTOMERS                  |      |                   |                |  |
|       |  |      | Quanti            | ity            |  |
| 021   | Securities listed/registered to the Vietnam Securities |      |                   | = 73           |  |
|       | Depository (VSD)                                       |      | 991,062,625       | 1,006,759,581  |  |
| 021.1 | Freely traded securities                               |      | 691,654,714       | 667,347,919    |  |
| 021.2 | Blocked securities                                     |      | 6,072,633         | 4,075,451      |  |
| 021.3 | Morgaged securities                                    |      | 191,454,831       | 213,582,842    |  |
| 021.4 | Suspended securities                                   |      | 74,286,355        | 104,040,649    |  |
| 021.5 | Securities awaiting settlement                         |      | 27,593,680        | 17,712,720     |  |
| 021.7 | Customers' deposits for derivatives trading            |      | 412               | •              |  |
| 022   | Securities custodied at VSD but not yet traded         |      | 3,110,126         | 36,237,084     |  |
| 022.1 | Securities custodied at VSD but not yet traded -       |      |                   |                |  |
|       | freely traded securities                               |      | 2,806,126         | 8,219,050      |  |
| 022.2 | Securities custodied at VSD but not yet traded -       |      |                   |                |  |
|       | blocked securities                                     | Si . | 304,000           | 28,018,034     |  |
| 023   | Securities awaiting settlement                         |      | 31,425,272        | 10,169,542     |  |
| 025   | Bonus shares, stock dividends and subscription         |      |                   |                |  |
|       | rights   |      | 1,258,695         | 8,471,146      |  |

# STATEMENT OF FINANCIAL POSITION (continued)

# OFF STATEMENT OF FINANCIAL POSITION ITEMS (continued)

|       |   | As at 31 December  |                    |  |  |
|-------|---|--------------------|--------------------|--|--|
| Code  | ITEMS   | 2018<br>VND        | 2017<br>VND        |  |  |
| Code  | TEMS  | VIID               | VIIID              |  |  |
| В     | ASSETS OF AND LIABLITIES TO CUSTOMERS (continued)       |                    |                    |  |  |
| 026   | Customers' deposits                                     | 772,514,226,857    | 415,801,658,434    |  |  |
| 027   | Customers' deposits for securities trading              | 619,604,766,756    | 411,697,196,243    |  |  |
| 027.1 | Customers' deposits at VSD                              | 12,786,914,195     |                    |  |  |
| 029   | Cash blocked for trading settlements                    | 128,763,551,154    | 859,307,515        |  |  |
| 029.1 | Cash blocked for trading settlements of domestic        |                    |                    |  |  |
|       | customers   | 128,616,469,545    | 322,082,439        |  |  |
| 029.2 | Cash blocked for trading settlements of foreign         |                    |                    |  |  |
|       | customers   | 147,081,609        | 537,225,076        |  |  |
| 030   | Securities issuers' deposits                            | 11,358,994,752     | 3,245,154,676      |  |  |
| 031   | Payables to customers relating to their deposits at the |                    |                    |  |  |
|       | Company for securities trading                          | 770,016,299,091    | 413,295,994,528    |  |  |
| 031.1 | Payables to domestic customers relating to their        |                    |                    |  |  |
|       | deposits at the Company for securities trading          | 769, 893, 104, 544 | 413, 235, 757, 449 |  |  |
| 032.2 | Payables to foreign customers relating to their         |                    |                    |  |  |
|       | deposits at the Company for securities trading          | 123,194,547        | 60,237,079         |  |  |
| 035   | Dividends, bond principals and interests payable        | 2,497,927,766      | 2,505,663,906      |  |  |

Duong Kim Chi Preparer Le Minh Hien Chief Accountant Nguyen Hieu General Director Authorised signatory 8 March 2019

# STATEMENT OF INCOME

| For the year ended 31 Dec  | ember                                   |
|--|---|
| Code ITEMS Note 2018 VND   | 2017<br>VND                             |
| OPERATING INCOME   |   |
| 01 Gains from financial assets at fair value through   |   |
|  | ,779,045                                |
| 01.1 Realised gains on disposals of FVTPL  |   |
|  | 5,388,798                               |
| 01.2 (Decrease)/increase in revaluation gains of FVTPL financial assets 5.1(b) (15.060,296.602) 15.337 | 005 745                                 |
| FVTPL financial assets 5.1(b) (15,060,296,602) 15,337<br>01.3 Dividends and interest income from FVTPL | ,805,715                                |
|  | ,584,532                                |
|  | ,363,415                                |
|  | ,042,082                                |
|  | ,000,000                                |
|  | ,229,317                                |
| 10 Financial consultancy service income 4,070,681,819 5,269  | ,454,181                                |
| 11 Other operating income 1,242,244,757 879  | ,901,978                                |
| 20 TOTAL OPERATING INCOME 419,306,765,350 354,115  | 5,770,018                               |
| OPERATING EXPENSES   |   |
|  | ,406,571)                               |
| 21.1 Realised losses on disposals of FVTPL financial assets 5.1(a) (17,073,202,701) (29,594)           | (,339,433)                              |
| 21.2 (Increase)/decrease in revaluation losses of  | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
|  | 5,932,862                               |
| 24 Provisions for diminution in value of financial   |   |
| assets and impairment losses and borrowing   |   |
|  | 3,928,956)                              |
| - NATE:  | ,204,425)                               |
|  | ),746,362)                              |
|  | 2,377,378)                              |
|  | 3,458,689)                              |
|  | 7,889,242)                              |
|  | 7,798,494)                              |
| 32 Other operating expenses 5.3 (9,834,267,974) (9,277   | 7,136,939)                              |
| 40 TOTAL OPERATING EXPENSES (282,616,171,656) (174,340   |   |

# STATEMENT OF INCOME (continued)

|      | For the year ende       | ed 31 December   |
|------|-------------------------|--|
| Note | 2018<br>VND             | 2017<br>VND  |
|      | 378,444,203             | · (1)  |
|      | 14,406,934,398          | 11,932,783,189   |
|      | 14,785,378,601          | 11,932,783,189   |
| 2    | (4 000 004 700)         | (E4 47E 000)   |
| 3    | (1,989,621,703)         | (51,475,000)   |
|      | (1,989,621,703)         | (51,475,000)   |
| 5.4  | (64,423,881,395)        | (53,643,744,436)   |
|      | 85,062,469,197          | 138,012,386,715  |
|      |                         |  |
|      | 69,899,577<br>(333,085) | 368,312,102<br>(39,111,307)  |
|      | 69,566,492              | 329,200,795  |
|      | 85,132,035,689          | 138,341,587,510  |
|      | 164,829,875,721         | 109,156,848,933  |
|      | (79,697,840,032)        | 29,184,738,577   |
| 5.5  | (16,451,053,273)        | (26,984,674,394)   |
|      | (19,463,112,593)        | (23,917,113,251)   |
|      | 3,012,059,320           | (3,067,561,143)  |
|      | 68,680,982,416          | 111,356,913,116  |
|      | <b>S</b> 5.4            | 2018 VND  378,444,203  14,406,934,398  14,785,378,601  (1,989,621,703)  (1,989,621,703)  (1,989,621,703)  85,062,469,197  69,899,577 (333,085)  69,566,492  85,132,035,689 164,829,875,721 (79,697,840,032)  5.5 (16,451,053,273) (19,463,112,593) 3,012,059,320 |

# STATEMENT OF INCOME (continued)

|      |  |      | For the year ended 31 | December    |
|------|--|------|-----------------------|-------------|
| Code | ITEMS                                  | Note | 2018<br>VND           | 2017<br>VND |
| 500  | EARNINGS PER SHARE                     |      |                       |             |
| 501  | Basic earnings per share (VND/share)   | 5.6  | 686                   | 1,440       |
| 502  | Diluted earnings per share (VND/share) | 5.6  | 686                   | 1,440       |

Duong Kim Chi Preparer Le Minh Hien Chief Accountant Nguyen Hieu General Director Authorised signatory 8 March 2019

# STATEMENT OF CASH FLOWS (Indirect method)

|      |  | For the year end                        | ed 31 December    |
|------|--|---|-------------------|
|      | -  | 2018                                    | 2017              |
| Code | ITEMS  | VND                                     | VND               |
|      | Cash flows from operating activities                   |   |                   |
| 01   | Net profit before tax                                  | 85,132,035,689                          | 138,341,587,510   |
| 02   | Adjustments for:                                       | (11,983,466,906)                        | (9,524,558,763)   |
| 03   | Depreciation and amortisation                          | 6,556,378,882                           | 6,127,736,221     |
| 04   | Reversal of provisions                                 | (498,580,670)                           | (822,901,341)     |
| 05   | Unrealised foreign exchange (gains)/losses             | (95,000,000)                            | 51,475,000        |
| 07   | Profits from investing activities                      | (14,406,934,398)                        | (12,225,965,007)  |
| 08   | Accrued interest income                                | (3,539,330,720)                         | (2,654,903,636)   |
| 10   | Add/(less) non-cash expenses                           | 64,637,543,430                          | (13,846,932,862)  |
| 11   | Increase/(decrease) in revaluation losses of financial | , |                   |
|      | assets at fair value through profit or loss FVTPL      | 64,637,543,430                          | (13,846,932,862)  |
| 18   | Add/(less) non-cash income                             | 15,060,296,602                          | (15,337,805,715)  |
| 19   | Decrease/(increase) in revaluation gains of financial  |   |                   |
|      | assets at fair value through profit or loss FVTPL      | 15,060,296,602                          | (15,337,805,715)  |
| 30   | Changes in working capital                             | (348,833,320,358)                       | (549,985,947,906) |
| 31   | (Increase)/decrease in financial assets at fair value  | ,                                       | ,                 |
|      | through profit or loss FVTPL                           | (34,403,163,162)                        | 97,419,504,256    |
| 33   | Increase in loans and receivables                      | (272,743,400,277)                       | (451,201,730,076) |
| 35   | Decrease in receivables from disposals of financial    | ,                                       |                   |
|      | assets   | 182,710,000                             | 2,301,290,000     |
| 36   | Decrease in interests and dividends receivable         | 2,654,903,636                           | 1,661,678,317     |
| 37   | Increase in services related receivables               | (9,449,289,750)                         | (2,056,889,276)   |
| 39   | Decrease/(increase) in other receivables               | 1,475,553,129                           | (414,499,500)     |
| 40   | (Increase)/decrease in other assets                    | (3,911,974,106)                         | 132,523,918,095   |
| 41   | Increase in accrued expenses                           |   |                   |
|      | (exclusive of interest expenses)                       | 3,966,378,453                           | 5,537,049,090     |
| 42   | Increase in prepaid expenses                           | (1,443,878,209)                         | (1,408,682,389)   |
| 43   | Corporate income tax paid                              | (25,736,372,165)                        | (21,750,883,584)  |
| 45   | Increase/(decrease) in trade payables                  | 3,129,559                               | (19,872,852,924)  |
| 47   | Increase in tax and other payables to the State Budget | 3,529,030,737                           | 717,699,707       |
| 48   | Increase in payable to employees                       | 168,750,000                             | -                 |
| 50   | Decrease in other payables                             | (625,698,203)                           | (290,644,121,861) |
| 52   | Other payments for operating activities                | (12,500,000,000)                        | (2,797,427,761)   |
| 60   | Net cash outflows for operating activities             | (195,986,911,543)                       | (450,353,657,736) |
|      | Cash flows from investing activities                   |   |                   |
| 61   | Purchases of fixed assets                              | (8,925,706,100)                         | (8,015,318,600)   |
| 62   | Proceeds from disposals of fixed assets                | *                                       | 293,181,818       |
| 65   | Dividend receipt and profit distribution from          |   |                   |
|      | investments  | 14,406,934,398                          | 11,932,783,189    |
| 70   | Net cash inflows from investing activities             | 5,481,228,298                           | 4,210,646,407     |

Form B 03(b) - CTCK

# STATEMENT OF CASH FLOWS (Indirect method) (continued)

|                     |  |      | For the year end                       | led 31 December                        |
|---------------------|--|------|--|--|
|                     |  |      | 2018                                   | 2017                                   |
| Code                | ITEMS                                      | Note | VND                                    | VND                                    |
|                     | Cash flows from financing activities       |      |  |  |
| 71                  | Proceeds from issue of shares and capital  |      |  |  |
|                     | contribution                               |      | -                                      | 210,000,000,000                        |
| 73                  | Proceeds from borrowings                   | 6.1  | 2,786,498,830,000                      | 2,824,035,785,912                      |
| 74                  | Repayments of borrowings                   | 6.2  | (2,763,122,998,895)                    | (2,555,031,495,912)                    |
| 76                  | Dividend paid                              | 0.2  | (2), 60, 122,000,000,                  | (42,000,000,000)                       |
| 80                  | Net cash inflows from financing activities |      | 23,375,831,105                         | 437,004,290,000                        |
| 90                  | Net decrease in cash and cash equivalents  | i    | (167,129,852,140)                      | (9,138,721,329)                        |
| <b>101</b><br>101.1 | Cash and cash equivalents at beginning of  | year | <b>238,873,951,937</b> 238,873,951,937 | <b>248,012,673,266</b> 248,012,673,266 |
| 101.1               | Cash equivalents                           |      | 230,073,931,937                        | 240,012,073,200                        |
| 103                 | Cash and cash equivalents at end of year   |      | 71,744,099,797                         | 238,873,951,937                        |
| 103.1               | Cash                                       |      | 71,744,099,797                         | 238,873,951,937                        |
| 103.2               | Cash equivalents                           |      |  | •                                      |

STATEMENT OF CASH FLOWS (Indirect method) (continued)

# CASH FLOWS OF BROKERAGE AND TRUSTING ACTIVITIES

|      |   | For the year ended 31 December |                      |  |  |
|------|---|--------------------------------|----------------------|--|--|
| Code | ITEMS   | 2018<br>VND                    | 2017<br>VND          |  |  |
|      | Cash flows of brokerage and trusting activities |                                |                      |  |  |
| 01   | Trade proceeds                                  | 6,857,795,298,521              | 7,189,541,985,430    |  |  |
| 02   | Trade settlements                               | (6,729,891,054,882)            | (7,203,763,517,640)  |  |  |
| 07   | Receipts in customers' trading accounts         | 50,026,329,150,934             | 42,505,278,452,818   |  |  |
| 07.1 | Customers' deposits at VSD                      | 69,650,516,518                 | - Parities -         |  |  |
| 80   | Payments from customers' trading accounts       | (49,875,285,182,744)           | (42,359,074,995,350) |  |  |
| 14   | Receipts from securities issuers                | 762,515,743,146                | 1,534,198,468,914    |  |  |
| 15   | Payments to securities issuers                  | (754,401,903,070)              | (1,539,446,717,990)  |  |  |
| 20   | Net increase in customers' deposits             | 356,712,568,423                | 126,733,676,182      |  |  |
| 30   | Customers' deposits at beginning of year        | 415,801,658,434                | 289,067,982,252      |  |  |
| 31   | Cash at bank at beginning of year               | 415,801,658,434                | 289,067,982,252      |  |  |
| 32   | Customers' deposits at the Company for          |                                |                      |  |  |
|      | securities trading                              | 411,697,196,243                | 265, 493, 738, 775   |  |  |
| 34   | Cash blocked for trading settlements            | 859,307,515                    | 15,080,839,725       |  |  |
| 35   | Securities issuers' deposits                    | 3,245,154,676                  | 8,493,403,752        |  |  |
| 40   | Customers' deposits at end of year              | 772,514,226,857                | 415,801,658,434      |  |  |
| 41   | Cash at bank at end of year                     | 772,514,226,857                | 415,801,658,434      |  |  |
| 42   | Customers' deposits at the Company for          |                                |                      |  |  |
|      | securities trading                              | 619,604,766,756                | 411,697,196,243      |  |  |
| 42.1 | Customers' deposits at VSD                      | 12,786,914,195                 | -                    |  |  |
| 44   | Cash blocked for trading settlements            | 128,763,551,154                | 859,307,515          |  |  |
| 45   | Securities issuers' deposits                    | 11,358,994,752                 | 3,245,154,676        |  |  |

Duong Kim Chi Preparer Le Minh Hien Chief Accountant Nguyen Hieu General Director Authorised signatory 8 March 2019

The notes on pages 16 to 66 are an integral part of these financial statements.

#### STATEMENT OF CHANGES IN EQUITY

|      |  | As               | at                | For the ye        |                     |                 | ear ended<br>nber 2018 | As                | at                |
|------|--|------------------|-------------------|-------------------|---------------------|-----------------|------------------------|-------------------|-------------------|
| Iten | ns   | 1.1.2017         | 1.1.2018          | Increase          | Decrease            | Increase        | Decrease               | 31.12.2017        | 31.12.2018        |
| 1.   | Owners' equity   | 709,240,118,792  | 919,240,118,792   | 210,000,000,000   |                     | 90,999,060,000  |                        | 919,240,118,792   | 1,010,239,178,792 |
| 1.1  |  | 700,000,000,000  | 910,000,000,000   | 210,000,000,000   |                     | 90,999,060,000  | -                      | 910,000,000,000   | 1,000,999,060,000 |
|      | Share premium  | 9,240,118,792    | 9,240,118,792     |                   | -                   | -               |                        | 9,240,118,792     | 9,240,118,792     |
| 2.   | Financial and operational  |                  |                   |                   |                     |                 |                        |                   |                   |
|      | risk reserve   | 4,622,486,592    | 10,190,332,248    | 5,567,845,656     | -                   | 3,434,049,121   |                        | 10,190,332,248    | 13,624,381,369    |
| 3.   | Supplementary capital  |                  |                   |                   |                     |                 |                        |                   |                   |
|      | reserve  | 4,622,486,592    | 10,190,332,248    | 5,567,845,656     | -                   | 3,434,049,121   | -                      | 10,190,332,248    | 13,624,381,369    |
| 5.   | Undistributed earnings   | 44,375,909,698   | 102,597,131,502   | 111,356,913,116   | (53, 135, 691, 312) | 148,378,822,448 | (177,564,998,274)      | 102,597,131,502   | 73,410,955,676    |
| 5.1  | Realised profits   | 68,930,268,960   | 97,966,752,187    | 82,172,174,539    | (53, 135, 691, 312) | 148,378,822,448 | (97,867,158,242)       | 97,966,752,187    | 148,478,416,393   |
|      | Unrealised (losses)/profits  | (24,554,359,262) | 4,630,379,315     | 29, 184, 738, 577 |                     | *               | (79,697,840,032)       | 4,630,379,315     | (75,067,460,717)  |
| Tot  | The state of the s | 762,861,001,674  | 1,042,217,914,790 | 332,492,604,428   | (53,135,691,312)    | 246,245,980,690 | (177,564,998,274)      | 1,042,217,914,790 | 1,110,898,897,206 |

Duong Kim Chi Preparer Le Minh Hien Chief Accountant Nguyen Hieu General Director Authorised signatory 8 March 2019

The notes on pages 16 to 66 are an integral part of these financial statements.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 1 GENERAL INFORMATION

#### Establishment and listing status

Viet Dragon Securities Corporation ("the Company") is a joint stock company incorporated in Vietnam pursuant to the Business Registration Certificate No. 4103005723 dated 15 December 2006 issued by the Department of Planning and Development of Ho Chi Minh City and the Establishment and operation licence No. 32/UBCK-GPHDKD dated 21 December 2006 issued by the State Securities Commission ("SSC"). The Establishment and operation licence was amended several times and the latest amendment No. 56/GPDC-UBCK was on 2 August 2018.

The Company was listed on the Ho Chi Minh City Stock Exchange in accordance with Decision No. 229/QĐ-SGDHCM issued by the Ho Chi Minh City Stock Exchange on 29 June 2017.

#### Headquarter and contact information

The Company is headquartered at 141 Nguyen Du Street, District 1, Ho Chi Minh City. As at 31 December 2018, the Company had three (3) branches in Hanoi, Nha Trang City and Can Tho.

Contact information:

Telephone: (+84) 28 6299 2006

#### Charter

The Company's prevailing charter was issued on 11 September 2018.

#### Principal activities

The principal activities of the Company are brokerage services, securities trading, securities investment consultancy services, corporate finance consultancy services, underwriting and securities custodian services.

#### Charter capital

The Company's charter capital according to its latest Establishment and operation licence is VND1,000,999,060,000.

#### Investment objectives

Being a listed broker firm in the Vietnamese securities market, the Company aims to contribute to development of the securities market and deliver benefits to customers, investors and its shareholders.

#### Investment restrictions

The Company's investment portfolio and its restrictions shall be in compliance with Articles 44 of Circular 210/2012/TT-BTC dated 30 November 2012 issued by the Ministry of Finance providing guidance on establishment and operation of securities companies and Circular 07/2016/TT-BTC dated 18 January 2016 issued of the Ministry of Finance amending some articles of Circular 210/2012/TT-BTC.

#### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 Basis of preparation of financial statements

The financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System, Circular 210/2014/TT-BTC dated 30 December 2014 ("Circular 210/2014/TT-BTC"), Circular 334/2016/TT-BTC dated 27 December 2016 ("Circular 334/2016/TT-BTC") both issued by the Ministry of Finance, and prevailling regulations on preparation and presentation of financial statements applicable to securities companies operating in Vietnam. The financial statements have been prepared under the historical cost convention, as modified by the revaluation of financial assets at fair value through profit or loss (FVTPL) based on market value or fair value (in case market value is indeterminable).

The accompanying financial statements are not intended to present the financial position, results of operations, cash flows and changes in equity in accordance with accounting principles generally accepted in jurisdictions other than Vietnam. The accounting principles and practices utilised in Vietnam may differ from those generally accepted in countries and jurisdictions other than Vietnam.

The financial statements in Vietnamese language are the official statutory financial statements of the Company. The financial statements in English language have been translated from the Vietnamese language financial statements.

### 2.2 Form of records applied

The Company uses the accounting software tailored in general journal to record its transactions.

#### 2.3 Fiscal year

The Company's fiscal year is from 1 January to 31 December.

#### 2.4 Currency

The financial statements are measured and presented in Vietnamese Dong ("VND").

Transactions arising in foreign currencies are translated at exchange rates ruling at the transaction dates. Foreign exchange differences arising from these transactions are recognised in profit or loss of the statement of income.

Monetary assets and liabilities denominated in foreign currencies at the reporting date are respectively translated at the buying and selling exchange rates at the reporting date of the commercial bank where the Company regularly trades. Foreign currencies deposited in bank at the reporting date are translated at the buying exchange rate of the commercial bank where the Company opens the foreign currency accounts. Foreign exchange differences arising from these translations are recognised as income or expenses in the statement of income.

#### 2.5 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash at bank, cash in transit and other short-term investments with an original maturity of three (3) months or less and subject to insignificant risk in conversion into cash.

Cash of investors for securities trading activities and cash of issuers are accounted for off statement of financial position.

#### 2.6 Financial assets

#### (a) Classification

(i) Financial assets carried at fair value through profit or loss (FVTPL)

Financial assets at fair value through profit or loss are financial assets held for trading or designated by the Board of Management at initial recognition at fair value through profit or loss.

A financial asset is classified as held for trading if meeting one of the following conditions:

- It is purchased or created for resale/repurchase in short term; or
- At initial recognition, it constitutes a part of an identified portfolio of financial instruments which are traded for short-term profits; or
- It is a derivative (except those defined as financial guarantees or effective hedges).

At initial recognition, the Board of Management designates a financial asset at fair value through profit or loss if such designation promotes the fairness of its presentation due to one of the following reasons:

- Such designation eliminates or significantly reduces a measurement or recognition inconsistency (also called as "accounting inconsistency") that would otherwise arise due to different bases; or
- It gives rise to a group of financial assets whose performance is evaluated on a fair value basis, in accordance with a documented risk management or investment strategy and internally disseminated to the Company's key management (as defined in Vietnamse Accounting Standard on Related parties disclosure) such as Board of Directors, Board of Management and major shareholders.

#### 2.6 Financial assets (continued)

#### (a) Classification (continued)

(i) Financial assets carried at fair value through profit or loss (FVTPL) (continued)

Financial assets at fair value through profit or loss comprise listed securities, unlisted securities and derivatives including embedded derivatives separated from their host contracts except for those designated as hedges.

Financial assets at fair value through profit or loss are initially recorded at cost exclusive of transaction costs. Transaction costs related to purchases of FVTPL financial assets are expensed off.

Financial assets at fair value through profit or loss are subsequently measured at market value or fair value (in case market value is indeterminable). All gains or losses from change in fair value of FVTPL financial assets are recognised in the statement of income.

#### (ii) Loans

Loans are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, excluding the followings:

- Items that the Company intends to dispose of shortly or in the foreseeable future so that classified as held for trading, or designated as FVTPL at initial recognition;
- Items that the Company classified as available-for-sale (AFS) financial assets at initial recognition; or
- Items that the holders could probably not recover the majority of initial investments not due to impairment of credit quality, and classified as AFS financial assets.

#### 2.6 Financial assets (continued)

#### (a) Classification (continued)

#### (ii) Loans (continued)

Loans are initially recorded at cost and subsequently measured at amortised cost using the effective interest rate method.

Amortised cost of loans is determined at historical cost less principal received plus (or less) accumulated amortisation using the effective interest rate method of the difference between historical cost and maturity value, less impairment loss (if any).

#### (iii) Receivables

Receivables comprise receivables from disposal of financial assets, dividend and interest receivable, service related receivables, receivables from trade errors and other receivables. Receivables are recorded on an accrual basis and presented at cost less provision for impairment of doubtful debts (if any).

Receivables are classified as current and non-current assets in the statement of financial position based on their remaining maturity as at the reporting date.

#### (b) Recognition/derecognition

Purchases and sales of financial assets are recognised on trade date – the date on which the Company commits to purchase or sell the financial assets. Financial assets are derecognised when the right to receive cash flows from the financial assets has expired or the Company has transferred substantially all risks and rewards of ownership.

#### (c) Initial recognition

Financial assets carried at fair value through profit or loss are initially recorded at cost exclusive of transaction costs. Other financial assets are initially recorded at historical cost inclusive of transaction costs.

Bonus shares and stock dividends are recorded as financial assets at nil value.

#### (d) Basis of revaluation of FVTPL financial assets

The Company applies valuation bases for financial assets in accordance with Circular 87/2017/TT-BTC dated 15 August 2017 regarding capital adequacy ratio of securities trading entities and Circular 146/2014/TT-BTC dated 6 Oct 2014 regarding financial regimes for securities companies and fund management companies, both issued by the Ministry of Finance, to make provision for these financial assets, in particular:

- 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)
- 2.6 Financial assets (continued)
- (d) Basis of revaluation of FVTPL financial assets (continued)
  - (i) Equities listed on stock exchanges, equities of the public companies registered for trading on the Unlisted Public Company Market ("UPCoM")

These equities are revalued at the closing price of the latest trading date prior to the valuation date.

Where equities are not traded for more than two (02) weeks prior to the valuation date, their fair values are determined on the maximum of the following bases:

- Book value
- Purchase price
- The price determined based on the Company's valuation techniques
- (ii) Unlisted securities registered/unregistered to the Vietnam Securities Depository ("VSD") for trading

These equities are revalued using the average of transacted prices quoted by at least three (3) independent quoting entities at the latest trading date prior to the valuation date but not over than one (1) month up to the valuation date. Management and executives of the Company must not be related to management and executives of the quoting entities in accordance with Securities Law.

When it is impossible to obtain three (3) quotations as required above, these equities are revalued at the maximum of the following bases:

- Quoted prices
- · Most recently reported prices
- Book value
- Purchase price
- The price determined based on the Company's valuation techniques
- (iii) Suspended equities, delisted equities or deregistered equities

These equities are revalued at the maximum of the following bases:

- Book value
- Par value
- The price determined based on the Company's valuation techniques
- (iv) Equities of entities in the process of dissolution or bankruptcy

These equities are revalued at one of the following bases:

- 80% of disposal value of these equities as at the entities' latest reporting date prior to the Company's valuation date
- The price determined based on the Company's valuation techniques

#### 2.6 Financial assets (continued)

#### (d) Basis on revaluation of FVTPL financial assets (continued)

(v) Other equities and other capital contributions

These equities are revalued at the maximum of the following bases:

- Book value
- Purchase price/amount of capital contribution
- The price determined based on the Company's valuation techniques

#### (vi) Bonds listed on stock exchanges

These bonds are revalued based on the average quoted price of outright transactions on stock exchanges at the latest trading date prior to the valuation date plus accumulated accrued interest.

Where these bonds are not traded for more than two (2) weeks prior to the valuation date, they are revalued at the maximum of the following bases:

- Purchase price plus accumulated accrued interest
- Par value plus accumulated accrued interest
- The price determined based on the Company's valuation techniques plus accumulated accrued interest

#### (vii) Unlisted bonds

These bonds are revalued at the maximum of the following bases:

- The quoted price on the unlisted bond quotation system (if any) plus accumulated accrued interest
- Purchase price plus accumulated accrued interest
- Par value plus accumulated accrued interest
- The price determined based on the Company's valuation techniques plus accumulated accrued interest

#### (viii) Certificates of closed-end public funds

Certificates of closed-end public funds are revalued at closing prices of last trading date prior to the valuation date.

Certificates of closed-end public funds that are not traded for more than two (2) weeks prior to reporting date are revalued at the latest reported net asset value per unit prior to the valuation date.

(ix) Certificates of member funds/ open-ended funds/ shares of securities investment company

These certificates/shares are revalued at the latest reported net asset value per one (1) unit of contributed capital/certificates/shares prior to the valuation date.

#### 2.6 Financial assets (continued)

#### (d) Basis on revaluation of FVTPL financial assets (continued)

(x) Certificates of other funds/ shares of other securities investment company

These certificates/shares are revalued according to the Company's valuation techniques.

#### (xi) Term deposits

Term deposits are measured at principal plus accumulated accrued interest at the reporting date.

(xii) Treasury bills, bank notes, commercial notes, transferable certificates of deposits, bonds and other discountable money market instruments

These financial instruments are revalued at purchase price plus accumulated accrued interest up to the date prior to the valuation date.

#### (e) Provision for impairment of loans

Provision for loans is made when there are indicators of decline in the recoverability of loans. Provision is determined at the difference of market value of collateral assets and carrying value of loans at the reporting date. Provision/reversal of provision for loans is debited/credited to expenses in the statement of income.

#### (f) Provision for impairments of receivables

Receivables are subject to impairment assessment based on the overdue status of the receivables or the estimated loss arising from undue debts of which the indebted economic entities fall bankrupt or are undergoing dissolution procedures; debtors are missing, deceased or under legal claims.

The Company has provided for overdue receivables in accordance with Circular 228/2009/TT-BTC issued by Ministry of Finance on 7 December 2009 ("Circular 228/2009/TT-BTC"). Accordingly, the provision rates for overdue receivables are as follows:

| Overdue period                         | Provision rate |
|--|----------------|
| From over 6 months to less than 1 year | 30%            |
| From 1 year to less than 2 years       | 50%            |
| From 2 years to less than 3 years      | 70%            |
| Over 3 years                           | 100%           |

Provision/(reversal of provision) incurred during the year is debited/credited to expenses in the statement of income.

#### 2.7 Recognition of gains/(losses) of financial assets

Purchasing transaction costs

Purchasing transaction costs related to FVTPL financial assets are expensed off, while purchasing transaction costs related to other financial assets are capitalised.

Selling transaction costs

Selling transaction costs are expensed off.

Gains/(losses) from disposals

Gains/(losses) from disposals of financial assets are recognised as income/(expenses) in the statement of income. Cost of disposals are determined using weighted average method up to the end of trading dates.

Provisions/(reversals of provisions) for diminution in value of financial assets

Provisions/(reversal of provisions) for diminution in value of financial assets are debited/(credited) to operating expenses in the statement of income.

#### 2.8 Fixed assets

Tangible and intangible fixed assets

Fixed assets are stated at historical cost less accumulated depreciation/amortisation. Historical cost includes expenditure that is directly attributable to the acquisition of the fixed assets.

Depreciation and amortisation

Fixed assets are depreciated/amortised using the straight-line method to write off the cost of the assets over their estimated useful lives, in details:

| Motor vehicles                | 6 years     |
|-------------------------------|-------------|
| Office equipment              | 3 – 5 years |
| Computer software             | 6 – 8 years |
| Trademark                     | 5 years     |
| Copyrights, patents           | 5 years     |
| Other intangible fixed assets | 5 years     |

Disposals

Gains or losses on disposals are determined by comparing net disposal proceeds with the carrying amount and are recognised as income or expense in the statement of income.

#### 2.9 Leased assets

Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the statement of income on a straight-line basis over the period of the lease.

#### 2.10 Prepaid expenses

Prepaid expenses include prepayments for goods and services, tools and equipment not qualified to be recognised as fixed assets under prevailing regulations. Prepaid expenses are recorded at historical cost and allocated using the straight line method over estimated useful lives.

#### 2.11 Security deposits

Short-term/long-term security deposits are recognised when the Company completes its payments in accordance with the contractual terms and classified as other current/non-current assets.

#### 2.12 Liabilities

#### (a) Recognition/Derecognition

Liabilities are recognised when the Company has an obligation as a result of receipts of assets, commits or becomes a party to the contractual provisions. Liabilities are derecognised when such obligations are fully discharged. Liabililities are recognised on an accrual basis and on prudence concept.

#### (b) Classification

Classifications of liabilities are based on their nature as follows:

- Borrowings;
- Bonds;
- Trading obligations including balances with stock exchanges and Securities Depository;
- Trade payables arising from purchases of goods or services; and
- Other payables not arising from purchases of goods and services

Liabilities are classified as current and non-current liabilities in the statement of financial position based on their remaining period from the reporting date to their maturity dates.

#### 2.13 Offsetting financial instruments

Financial assets and liabilities are offset and the net amount presented in the statement of financial position when there is a legally enforceable right to offset the recognised amounts and the Company has an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

#### 2.14 Income tax paid on behalf of customers

According to the prevailing taxation regulations in Vietnam, the Company is required to withhold foreign contractor tax of 0.1% on transacted amount of foreign corporate customers and pay on their behalf. For individual customers (both residents and non-residents), the Company is required to withhold personal income tax of 0.1% on transacted amount. The Company will declare and make tax payment on behalf of these customers. For customers being local organisations, the Company is not responsible for withholding tax on transacted amount as these customers have responsibility for their own tax payment and declaration.

#### 2.15 Borrowing costs

Borrowing costs that are directly attributable to the construction or production of any qualified assets are capitalised during the time that is required to complete and prepare the asset for its intended use. Other borrowing costs are recognised in the statement of income when incurred.

#### 2.16 Accrued expenses

Accrued expenses include liabilities for goods and services received but not yet paid due to pending invoice or insufficient records and documents. Accrued expenses are recorded as expenses of the year.

#### 2.17 Provisions

Provisions are recognised when: the Company has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligations. The increase in the provision due to passage of time is recognised as an interest expense.

#### 2.18 Equity

#### (a) Owners' capital

Owners' capital is recorded at the actually contributed amount of shareholders. Share capital is recorded at par value.

Share premium is the difference between the par value and the issue price of shares and the difference between the repurchase price and re-issuing price of treasury shares.

#### (b) Financial and operational risk reserve and supplementary capital reserve

According to Circular 146/2014/TT-BTC issued by the Ministry of Finance on 6 October 2014, the Company is required to make annual appropriation to the financial and operational risk reserve and supplementary capital reserve at 5% of the profit after tax of the Company for each reserve in each of its profitable year until the accumulated balance of each reserve reaches 10% of the Company's charter capital.

#### 2.18 Equity (continued)

#### (c) Undistributed profits

Undistributed profits represents cumulative undistributed post-tax profits as at the reporting date including cumulative realised profits and cumulative unrealised profits.

Unrealised profit/(loss) of the year is the total difference between gain and loss arising from revaluation of financial assets at FVTPL charged into the statement of income.

Realised profit of the year is the difference between total revenue, income and total expenses in the statement of income, except for gain or loss arising from revaluation of financial assets recognised in unrealised profit/(loss).

#### 2.19 Revenue and other income recognition

#### (a) Revenue from provision of services to investors

Revenue from provision of services to investors consists of securities brokerage fees, securities underwriting fees, issue agency, securities investment consultancy fees, financial consultancy fee, securities custody services and entrustment activities which are based on agreements with investors.

Revenue from the provision of services is recognised in the statement of income when the services are rendered, by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided. Revenue from the provision of services is only recognised when all four (4) following conditions are satisfied:

- The amount of revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the Company;
- The percentage of completion of the transaction at the reporting date can be measured reliably; and
- The costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

#### (b) Income from securities trading and investments in other entities

Income from securities trading and investments in other entities consists of income from proprietary trading activities and dividend income.

Income from proprietary trading activities is measured as difference between selling price inclusive of transaction costs and costs of securities sold. Cost of securities sold is determined by weighted average method up to the end of trading dates.

Cash dividend is recognised as income in the statement of income when the Company's right to receive dividend is established, while stock dividends is not recognised as income, instead their quantity are added to the Company's securities portfolio.

#### 2.19 Revenue and other income recognition (continued)

#### (c) Income from capital activities

Income from capital activities consists of interest income from deposits at bank, income from margin loans and trading advances. This income is recognised on an accrual basis unless collectability is in doubt.

#### (d) Other income

Other income arises from other activities other than those listed above and is recognised on an accrual basis.

#### 2.20 Expenses

#### (a) Recognition

Expenses are recognised on an accrual basis, matching with revenue and on prudence concept.

#### (b) Classification

Expenses are classified by function as follows:

- Operating expenses
- Financial expenses
- General and administration expenses
- Other expenses

#### 2.21 Current and deferred income tax

#### Current income tax

Current income tax assets and liabilities for the current and prior years are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted as at the statement of financial position.

Current income tax is charged or credited to the statement of income, except when it relates to items recognized directly to equity, in which case the current income tax is also dealt with in equity.

Current income tax assets and liabilities are offset when there is a legally enforceable right for the Company to set off current tax assets against current tax liabilities and when the Company intends to settle its current tax assets and liabilities on a net basis.

#### 2.21 Current and deferred income tax (continued)

Deferred income tax

Deferred income tax is provided using the liability method on temporary differences at the balance sheet date between the tax base of assets and liabilities and their carrying amount for financial reporting purposes.

Deferred tax liabilities are recognized for all taxable temporary differences, except where the deferred tax liability arises from the initial recognition of an asset or liability in a transaction which at the time of the transaction affects neither the accounting profit nor taxable profit or loss.

Deferred tax assets are recognized for all deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profits will be available against which deductible temporary differences, carry forward of unused tax credits and unused tax losses can be utilized, except where the deferred tax asset in respect of deductible temporary difference which arises from the initial recognition of an asset or liability which at the time of the related transaction, affects neither the accounting profit nor taxable profit or loss.

The carrying amount of deferred income tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Previously unrecognized deferred income tax assets are re-assessed at each balance sheet date and are recognized to the extent that it has become probable that future taxable profit will allow the deferred tax assets to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset realized or the liability is settled based on tax rates and tax laws that have been enacted at the balance sheet date. Deferred tax is charged or credited to the statement of income, except when it relates to items recognized directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxable entity and the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

#### 2.22 Dividend distribution

Dividend of the Company is recognised as a liability in the Company's financial statements when the dividend is declared in accordance with the Company's charter and prevailing applicable regulations.

#### 2.23 Related parties

Enterprises and individuals that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control with, the Company, including holding companies, subsidiaries and fellow subsidiaries are related parties of the Company. Associates and individuals owning, directly or indirectly, an interest in the voting power of the Company that gives them significant influence over the enterprise, key management personnel, including directors and officers of the Company and close members of the family of these individuals and companies associated with these individuals also constitute related parties.

In considering each possible related party relationship, attention is directed to the substance of the relationship, and not merely the legal form.

#### 2.24 Segment reporting

A segment is a component which can be separated by the Company engaged in providing products or services (business segment), or providing products or services within a particular economic environment (geographical segment). Each segment is subject to risks and returns that are different from those of other segments. A reportable segment is the Company's business segment.

Segment reporting is prepared and presented in accordance with accounting policies applied to the preparation and presentation of the Company's financial statements in order to help users of financial statements to understand and evaluate the situation the operations of the Company in a comprehensive way.

#### 2.25 Nil balances

Items or balances required by Circular 210/2014/TT-BTC and Circular 334/2016/TT-BTC that are not presented in these financial statements indicate nil balances.

#### 3 NOTES TO THE STATEMENT OF FINANCIAL POSITION

#### 3.1 Cash and cash equivalents

|                                      | As at 31 December |                 |  |  |
|--------------------------------------|-------------------|-----------------|--|--|
|                                      | 2018<br>VND       | 2017<br>VND     |  |  |
| Cash on hand                         | 75,416,597        | 60,905,770      |  |  |
| Cash at bank                         | 71,179,367,991    | 238,772,722,683 |  |  |
| Cash blocked for trading settlements | 489,315,209       | 40,323,484      |  |  |
|                                      | 71,744,099,797    | 238,873,951,937 |  |  |
|                                      |                   |                 |  |  |

# 3 NOTES TO THE STATEMENT OF FINANCIAL POSITION (continued)

# 3.2 Financial assets at fair value through profit or loss (FVTPL)

|                        |                 | Comparison to mark | ket value/fair value | Market value/     | Remeasured      |  |
|------------------------|-----------------|--------------------|----------------------|-------------------|-----------------|--|
|                        | Cost<br>VND     | Increase<br>VND    | Decrease<br>VND      | fair value<br>VND | amount<br>VND   |  |
| As at 31 December 2018 |                 |                    |                      |                   |                 |  |
| Listed equities        | 207,176,237,029 | 45,589,251         | (54,322,567,750)     | 152,899,258,530   | 152,899,258,530 |  |
| Unlisted equities      | 89,927,645,798  | 231,919,862        | (21,022,402,080)     | 69,137,163,580    | 69,137,163,580  |  |
|                        | 297,103,882,827 | 277,509,113        | (75,344,969,830)     | 222,036,422,110   | 222,036,422,110 |  |
| As at 31 December 2017 |                 |                    |                      |                   |                 |  |
| Listed equities        | 177,706,915,464 | 15,337,550,779     | (1,087,792,523)      | 191,956,673,720   | 191,956,673,720 |  |
| Unlisted equities      | 84,993,804,201  | 254,936            | (9,619,633,877)      | 75,374,425,260    | 75,374,425,260  |  |
|                        | 262,700,719,665 | 15,337,805,715     | (10,707,426,400)     | 267,331,098,980   | 267,331,098,980 |  |



#### 3 NOTES TO THE STATEMENT OF FINANCIAL POSITION (continued)

#### 3.2 Financial assets at fair value through profit or loss (FVTPL) (continued)

|            | As at 31 December 2018 |                   |                 |                  | As at 31 December 2017 |                 |                   |                 |                  |                 |
|------------|------------------------|-------------------|-----------------|------------------|------------------------|-----------------|-------------------|-----------------|------------------|-----------------|
|            |                        | Market value/     |                 |                  | Remeasured             |                 | Market value/     |                 |                  | Remeasured      |
|            | Cost<br>VND            | fair value<br>VND | Increase<br>VND | Decrease VND     | amount<br>VND          | Cost<br>VND     | fair value<br>VND | Increase<br>VND | Decrease<br>VND  | amount<br>VND   |
| Listed equ | uities                 |                   |                 |                  |                        |                 |                   |                 |                  |                 |
| DIG        | 102.344.006.383        | 73,779,690,000    |                 | (28,564,316,383) | 73,779,690,000         | 30,998,584,785  | 31.096.503.400    | 97.918.615      | -                | 31.096.503.400  |
| MBB        | 38,034,949,270         | 28,014,846,400    | -               | (10.020.102.870) | 28.014.846.400         | 34,528,128,913  | 38,104,368,800    | 3,576,239,887   |                  | 38,104,368,800  |
| GEX        | 25,903,377,060         | 19,473,526,900    |                 | (6,429,850,160)  | 19,473,526,900         | -               |                   | -               | _                |                 |
| CTG        | 16,644,718,735         | 11,580,193,000    |                 | (5,064,525,735)  | 11,580,193,000         | 1,151,299       | 1,500,400         | 349,101         |                  | 1,500,400       |
| HPG        | 12,264,663,204         | 9,288,187,850     |                 | (2,976,475,354)  | 9,288,187,850          | 494,040         | 655,900           | 161,860         | -                | 655,900         |
| PC1        | 9,464,374,180          | 8,441,771,200     | -               | (1,022,602,980)  | 8,441,771,200          | 4,933,941,420   | 5,572,604,800     | 638,663,380     | _                | 5,572,604,800   |
| PTB        | 2,020,086,842          | 1,866,783,000     | -               | (153,303,842)    | 1,866,783,000          | 3,732,300       | 4,734,000         | 1,001,700       | -                | 4,734,000       |
| VPB        | 218,203,552            | 166,343,100       |                 | (51,860,452)     | 166,343,100            | 37,170          | 41,000            | 3,830           |                  | 41,000          |
| Others     | 281,857,803            | 287,917,080       | 45,589,251      | (39,529,974)     | 287,917,080            | 107,240,845,537 | 117,176,265,420   | 11,023,212,406  | (1,087,792,523)  | 117,176,265,420 |
|            | 207,176,237,029        | 152,899,258,530   | 45,589,251      | (54,322,567,750) | 152,899,258,530        | 177,706,915,464 | 191,956,673,720   | 15,337,550,779  | (1,087,792,523)  | 191,956,673,720 |
| Unlisted e | quities                |                   |                 |                  |                        |                 |                   |                 |                  |                 |
| BSR        | 46.348,798,393         | 31,760,080,000    | -               | (14,588,718,393) | 31,760,080,000         | ¥               |                   | -               |                  | -               |
| POW        | 14,271,500,000         | 14,320,000,000    | 48,500,000      |                  | 14,320,000,000         | -               |                   | -               | -                | -               |
| MPC        | 9,141,000,000          | 8,060,000,000     | -               | (1,081,000,000)  | 8,060,000,000          | -               |                   | -               | _                | _               |
| VIB        | 5,602,980,000          | 4,967,776,000     | -               | (635,204,000)    | 4,967,776,000          | -               | -                 |                 | -                | -               |
| CSMEX(*)   | 4,071,352,000          | 4,071,352,000     |                 | -                | 4,071,352,000          | 4,071,352,000   | 1,527,714,000     | *               | (2,543,638,000)  | 1,527,714,000   |
| C4G        | 2,409,500,000          | 1,980,000,000     |                 | (429,500,000)    | 1,980,000,000          |                 |                   | -               |                  |                 |
| ACV        | 1,708,100,000          | 1,890,000,000     | 181,900,000     |                  | 1,890,000,000          | -               |                   |                 |                  |                 |
| CGV        | 1,900,000,000          | 1,852,500,000     | -               | (47,500,000)     | 1,852,500,000          | 1,900,000,000   | 950,000,000       |                 | (950,000,000)    | 950,000,000     |
| DRFM(**)   | 4,450,000,000          | 225,000,000       | -               | (4,225,000,000)  | 225,000,000            | 4,450,000,000   | 225,000,000       |                 | (4,225,000,000)  | 225,000,000     |
| Others     | 24,415,405             | 10,455,580        | 1,519,862       | (15,479,687)     | 10,455,580             | 74,572,452,201  | 72,671,711,260    | 254,936         | (1,900,995,877)  | 72,671,711,260  |
|            | 89,927,645,798         | 69,137,163,580    | 231,919,862     | (21,022,402,080) | 69,137,163,580         | 84,993,804,201  | 75,374,425,260    | 254,936         | (9,619,633,877)  | 75,374,425,260  |
| Total      | 297,103,882,827        | 222,036,422,110   | 277,509,113     | (75,344,969,830) | 222,036,422,110        | 262,700,719,665 | 267,331,098,980   | 15,337,805,715  | (10,707,426,400) | 267,331,098,980 |

<sup>(\*)</sup> Can Tho Import Export Fishery Joint Stock Company (\*\*) Dong Phu Technical Rubber Joint Stock Company

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# 3 NOTES TO THE STATEMENT OF FINANCIAL POSITION (continued)

### 3.3 Loans

|  |             | As a<br>31 December                  |                  | As at<br>31 December 2017            |                  |  |
|--|-------------|--------------------------------------|------------------|--------------------------------------|------------------|--|
|  |             | Amortised cost<br>VND                | Provision<br>VND | Amortised cost<br>VND                | Provision<br>VND |  |
| Margin loans and investment cooperation contracts Trading advances | (i)<br>(ii) | 1,347,690,622,065<br>237,674,761,008 | (27,288,622,415) | 1,202,069,702,299<br>110,552,280,497 | (27,787,203,085) |  |
| Total  | 10.5        | 1,585,365,383,073                    | (27,288,622,415) | 1,312,621,982,796                    | (27,787,203,085) |  |

### 3 NOTES TO THE STATEMENT OF FINANCIAL POSITION (continued)

#### 3.3 Loans (continued)

(i) Margin loans and investment cooperation contracts

Margin loans represent the amounts lent to customers for their purchases of listed securities in accordance with Decision No. 87/QD-UBCK issued by the State Securities Commission on 25 January 2017. These amounts are due in three (3) months since the date of drawdown.

For overdue balances of investment cooperation contracts whose recoverability is in doubt, the Company has made almost full provision against them, in particular:

| Doubtful a                 | mount   |   | Provision   |  |   |  |  |
|----------------------------|---|---|---|--|---|--|--|
| As at<br>31.12.2018<br>VND | As at<br>31.12.2017<br>VND  | As at<br>31.12.2017<br>VND                                    | Provision<br>VND  | Reversal of<br>provision<br>VND  | As at<br>31.12.2018<br>VND  |  |  |
| 12,210,000,000             | 12,210,000,000  | 12,210,000,000  | -   | -  | 12,210,000,000  |  |  |
| 8,587,695,000              | 8,587,695,000   | 8,587,695,000   | =   | 1.E  | 8,587,695,000   |  |  |
| 2,576,209,616              | 2,576,209,616   | 2,576,209,616   | -   | _  | 2,576,209,616   |  |  |
| =                          | 1,202,220,538   | 498,591,800   | -   | (498,591,800)  | •   |  |  |
| 1,643,644,306              | 1,643,644,306   | 1,643,644,306   | =   | _  | 1,643,644,306   |  |  |
| 1,544,620,920              | 1,544,620,920   | 1,544,620,920   | 2   | 3 <u>2</u> 3   | 1,544,620,920   |  |  |
| 616,325,496                | 616,325,496   | 616,325,496   | 2   | -  | 616,325,496   |  |  |
| 109,137,598                | 109,137,598   | 109,070,778   | 20,540  | (23,920)   | 109,067,398   |  |  |
| 1,085,094                  | 1,089,369   | 1,045,169   | 20,247  | (5,737)  | 1,059,679   |  |  |
| 27,288,718,030             | 28,490,942,843  | 27,787,203,085  | 40,787  | (498,621,457)  | 27,288,622,415  |  |  |
|                            | As at<br>31.12.2018<br>VND<br>12,210,000,000<br>8,587,695,000<br>2,576,209,616<br>1,643,644,306<br>1,544,620,920<br>616,325,496<br>109,137,598<br>1,085,094 | 31.12.2018<br>VND  12,210,000,000 8,587,695,000 2,576,209,616 | As at 31.12.2018 31.12.2017 VND VND 31.12.2017 VND 12.210,000,000 12.210,000,000 12.210,000,000 8,587,695,000 8,587,695,000 2,576,209,616 2,576,209,616 2,576,209,616 1,202,220,538 498,591,800 1,643,644,306 1,643,644,306 1,544,620,920 616,325,496 616,325,496 616,325,496 109,137,598 109,137,598 1,085,094 1,089,369 1,045,169 | As at 31.12.2018 31.12.2017 31.12.2017 VND | As at 31.12.2018 31.12.2017 VND |  |  |

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### 3 NOTES TO THE STATEMENT OF FINANCIAL POSITION (continued)

### 3.3 Loans (continued)

#### (ii) Trading advances

These are the amounts advanced to customers at the trading date ("T – date advance"). These amounts were refunded within two (2) working days.

Accrued interest income for trading advances as at 31 December 2018 and as at 31 December 2017 is immaterial due to short term nature.

### 3.4 Receivables

|   | As at<br>31 December 2018          |                     | As at<br>31 December 2017          |                        |
|---|------------------------------------|---------------------|------------------------------------|------------------------|
| -   | Book value<br>VND                  | Doubtful amount VND | Book value<br>VND                  | Doubtful amount<br>VND |
| Receivables from disposals of financial assets<br>Receivables from disposals of listed equities | :                                  |                     | <b>182,710,000</b> 182,710,000     | -                      |
| Dividends and interests receivable Undue dividends and interests receivable                     | <b>3,539,330,720</b> 3,539,330,720 | -                   | <b>2,654,903,636</b> 2,654,903,636 | :                      |
|   | 3,539,330,720                      |                     | 2,837,613,636                      |                        |
| Services related receivables  | 17,349,672,513                     |                     | 7,900,382,763                      |                        |
| Other receivables   | 1,982,256,576                      | 1,978,208,478       | 1,978,208,478                      | 1,978,208,478          |

The Company had no receivables from related parties as at 31 December 2018 and as at 31 December 2017.

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# 3 NOTES TO THE STATEMENT OF FINANCIAL POSITION (continued)

## 3.4 Receivables (continued)

Details of provision for doubtful debts are as follows:

|                    | Doubtful amount            |                            | Provision                  |                  |                                 |                            |
|--------------------|----------------------------|----------------------------|----------------------------|------------------|---------------------------------|----------------------------|
|                    | As at<br>31.12.2018<br>VND | As at<br>31.12.2017<br>VND | As at<br>31.12.2017<br>VND | Provision<br>VND | Reversal of<br>provision<br>VND | As at<br>31.12.2018<br>VND |
| Other receivables  | 1,978,208,478              | 1,978,208,478              | 1,978,208,478              | -                | <b>3</b> 50                     | 1,978,208,478              |
| Mr. Van Thien Hung | 1,978,208,478              | 1,978,208,478              | 1,978,208,478              | ·-               |                                 | 1,978,208,478              |

#### 3.5 Other current assets

|  | As at 31 D    | ecember       |
|--|---------------|---------------|
|  | 2018          | 2017          |
|  | VND           | VND           |
| Advances to employees                          | 2,547,968,621 | 428,066,665   |
| Office tools and supplies                      | 62,271,700    | -             |
| Short-term prepaid expenses                    | 3,074,807,176 | 2,665,194,684 |
| - Information technology equipments            | 699,114,622   | 763,119,666   |
| - Office renovation expenses                   | 163,793,975   | 682,310,528   |
| - Other short-term prepaid expenses            | 2,211,898,579 | 1,219,764,490 |
| Short-term security deposits                   | 21,400,000    | 48,550,000    |
| Corporate income tax overpaid (Note 3.14)      | 1,769,811,234 | -             |
| Personal income tax paid on behalf (Note 3.14) | 13,662,228    | 5,679,572     |
|  | 7,489,920,959 | 3,147,490,921 |
|  |               |               |

#### 3.6 Fixed assets

#### (a) Tangible fixed assets

|                          | Motor vehicles<br>VND | Office equipment VND | Total<br>VND   |
|--------------------------|-----------------------|----------------------|----------------|
| Historical cost          |                       |                      |                |
| As at 1.1.2018           | 5,837,902,900         | 32,358,404,535       | 38,196,307,435 |
| New purchases            | -                     | 5,707,381,100        | 5,707,381,100  |
| As at 31.12.2018         | 5,837,902,900         | 38,065,785,635       | 43,903,688,535 |
| Accumulated depreciation |                       |                      |                |
| As at 1.1.2018           | 3,271,507,959         | 23,711,531,730       | 26,983,039,689 |
| Charge for the year      | 503,934,060           | 4,281,218,794        | 4,785,152,854  |
| As at 31.12.2018         | 3,775,442,019         | 27,992,750,524       | 31,768,192,543 |
| Net book value           |                       |                      |                |
| As at 1.1.2018           | 2,566,394,941         | 8,646,872,805        | 11,213,267,746 |
| As at 31.12.2018         | 2,062,460,881         | 10,073,035,111       | 12,135,495,992 |
|                          |                       |                      |                |

As at 31 December 2018, the Company had no outstanding commitment to purchase or sell tangible fixed assets.

Historical cost of fully depreciated tangible fixed assets but still in use as at 31 December 2018 was VND18,237,026,246 (as at 31 December 2017; VND14,957,039,284).

The Company had no tangible fixed asset awaiting disposal as at 31 December 2018.

#### 3.6 Fixed assets (continued)

#### (b) Intangible fixed assets

|                                     | Computer<br>software<br>VND | Trademark<br>VND | Copyrights<br>VND | Other intangible assets VND | Total<br>VND   |
|-------------------------------------|-----------------------------|------------------|-------------------|-----------------------------|----------------|
| Historical cost                     |                             |                  |                   |                             |                |
| As at 1.1.2018 and as at 31.12.2018 | 11,292,236,066              | 307,500,192      | 1,661,848,751     | 502,503,782                 | 13,764,088,791 |
| as at 31.12.2010                    | 11,292,230,000              |                  | 1,001,040,731     |                             | 13,704,000,731 |
| Accumulated amorti                  | sation                      |                  |                   |                             |                |
| As at 1.1.2018                      | 7,429,399,317               | 307,500,192      | 1,270,183,913     | 502,503,782                 | 9,509,587,204  |
| Charge for the year                 | 1,596,595,032               | -                | 174,630,996       |                             | 1,771,226,028  |
| As at 31.12.2018                    | 9,025,994,349               | 307,500,192      | 1,444,814,909     | 502,503,782                 | 11,280,813,232 |
|                                     |                             |                  |                   |                             | 1000           |
| Net book value                      |                             |                  |                   |                             |                |
| As at 1.1.2018                      | 3,862,836,749               |                  | 391,664,838       |                             | 4,254,501,587  |
| As at 31.12.2018                    | 2,266,241,717               | -                | 217,033,842       |                             | 2,483,275,559  |
|                                     |                             |                  |                   |                             |                |

As at 31 December 2018, the Company had the commitment to purchase intangible fixed assets with a total value of VND3,629,175,000 (Note 12) (as at 31 December 2017: nil).

Historical cost of fully amortised intangible fixed assets but still in use as at 31 December 2018 was VND2,287,891,465 (as at 31 December 2017: VND2,287,891,465).

The Company had no intangible fixed asset awaiting disposal as at 31 December 2018.

#### 3.7 Construction in progress

Construction in progress as at 31 December 2018 comprised development costs of the derivatives trading and settlement system and upgrading costs for the underlying securities trading and settlement system.

Movements in the construction in progress during the year were as follows:

|  | For the year ended 31 December |   |  |
|--|--------------------------------|---|--|
|  | 2018<br>VND                    | 2017<br>VND                               |  |
| Beginning of year<br>Additions<br>Transfers to intangible fixed assets | 3,218,325,000                  | 170,157,163<br>9,000,000<br>(179,157,163) |  |
| End of year  | 3,218,325,000                  |   |  |

#### 3.8 Pledged assets, mortgages, security deposits in long term

These are security deposits for office rentals at head office, Nha Trang branch, Ha Noi branch and Can Tho branch.

#### 3.9 Long-term prepaid expenses

|  | As at 31 December            |                            |  |
|--|------------------------------|----------------------------|--|
|  | 2018<br>VND                  | 2017<br>VND                |  |
| Office renovation expenses<br>Other long-term prepaid expenses | 1,108,190,299<br>533,747,828 | 188,602,110<br>419,070,300 |  |
|  | 1,641,938,127                | 607,672,410                |  |

#### 3.10 Deposits in the Settlement Support Fund

According to Decision No. 45/QD-VSD dated 22 May 2014 issued by the Vietnam Securities Depository, the Company is required to deposit an initial amount of VND120 million at the Vietnam Securities Depository and an additional annual contribution equivalent to 0.01% of the total value of brokered securities in the previous year up to the maximum limit of VND2.5 billion in any one year. The maximum amount of contribution is VND20 billion.

|                     | As at 31 December |                |  |  |
|---------------------|-------------------|----------------|--|--|
|                     | 2018<br>VND       | 2017<br>VND    |  |  |
| Initial deposit     | 120,000,000       | 120,000,000    |  |  |
| Additional deposits | 13,308,567,704    | 11,745,188,416 |  |  |
| Interests           | 5,465,087,962     | 4,528,467,250  |  |  |
|                     | 18,893,655,666    | 16,393,655,666 |  |  |
|                     |                   |                |  |  |

#### 3.11 Borrowings

Details of movements in borrowings during the year are as follows:

|                                      |       |                              | Opening         |                   |                     | Interest<br>capitalised into |                 |                        |
|--------------------------------------|-------|------------------------------|-----------------|-------------------|---------------------|------------------------------|-----------------|------------------------|
|                                      |       | Interest rate<br>% per annum | balance<br>VND  | Drawdowns<br>VND  | Repayments<br>VND   | principal<br>VND             | Revaluation VND | Closing balance<br>VND |
| Bank borrowings In which:            |       |                              | 47,720,765,000  | 2,256,804,830,000 | (2,090,647,998,895) | 2,517,403,895                | (95,000,000)    | 216,300,000,000        |
| From domestic banks                  | (i)   | 6.5 - 10.5                   | -               | 1,466,499,500,000 | (1,369,016,903,895) | 2,517,403,895                | -               | 100,000,000,000        |
| From a foreign bank                  | (ii)  | 4.2 - 5.7                    | 47,720,765,000  | 790,305,330,000   | (721,631,095,000)   | -                            | (95,000,000)    | 116,300,000,000        |
| Short-term issued bonds<br>In which: | (iii) |                              | 724,455,000,000 | 529,694,000,000   | (672,475,000,000)   | 1.5                          |                 | 581,674,000,000        |
| Held by individuals                  |       | 8.0 - 9.5                    | 374,455,000,000 | 386,694,000,000   | (382,475,000,000)   | -                            | -               | 378,674,000,000        |
| Held by institutions                 |       | 8.0 - 9.5                    | 350,000,000,000 | 143,000,000,000   | (290,000,000,000)   | -                            | -               | 203,000,000,000        |
| Total                                |       |                              | 772,175,765,000 | 2,786,498,830,000 | (2,763,122,998,895) | 2,517,403,895                | (95,000,000)    | 797,974,000,000        |

- (i) The closing balance represents loans from a domestic bank with a credit limit of VND100,000,000,000 valid until 29 May 2019, with tenors of 2 months. Value of collateral assets as at 31 December 2018 was VND1,588,904,713,793 (as at 31 December 2017: nil).
- (ii) The closing balance represents unsecured loans from a foreign bank with a credit limit of USD5,000,000 and longest tenor not exceeding 30 days from date of drawdown.
- (iii) These are registered, unconvertible and unsecured bonds issued privately to individuals and institutions. Each bond has a par value of VND1,000,000 and a tenor of 1 year since its issue date.

#### 3.12 Trading obligations

These are expenses payable to the stock exchanges and the Vietnam Securities Depository.

#### 3.13 Short-term trade accounts payable

|               | As at 31 December |             |  |
|---------------|-------------------|-------------|--|
|               | 2018              | 2017        |  |
|               | VND               | VND         |  |
| Third parties | 167,554,100       | 164,424,541 |  |
|               |                   |             |  |

The Company had no overdue trade payables as at 31 December 2018 and as at 31 December 2017.

#### 3.14 Tax and other payables to/(receivables from) the State Budget

|                                       | As at 31 December |               |  |
|---------------------------------------|-------------------|---------------|--|
|                                       | 2018<br>VND       | 2017<br>VND   |  |
| Payables                              |                   |               |  |
| Corporate income tax - current        | -                 | 4,503,448,338 |  |
| Personal income tax paid on behalf of |                   |               |  |
| customers                             | 3,718,970,788     | 2,226,664,928 |  |
| Personal income tax                   | 1,311,238,541     | 1,361,446,970 |  |
| Value added tax                       | 148,583,927       | 44,733,984    |  |
| Foreign contractor tax                | 268,950,332       | 55,678,203    |  |
|                                       | 5,447,743,588     | 8,191,972,423 |  |
| Receivables (Note 3.5)                |                   |               |  |
| Corporate income tax overpaid         | 1,769,811,234     | -             |  |
| Personal income tax paid on behalf    | 13,662,228        | 5,679,572     |  |
|                                       | 1,783,473,462     | 5,679,572     |  |
|                                       | 3,664,270,126     | 8,186,292,851 |  |
|                                       |                   |               |  |

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# 3 NOTES TO THE STATEMENT OF FINANCIAL POSITION (continued)

# 3.14 Tax and other payables to/(receivables from) the State Budget (continued)

|   | As at<br>1.1.2018<br>VND | Incurred<br>VND | Paid<br>VND      | As at<br>31.12.2018<br>VND |
|---|--------------------------|-----------------|------------------|----------------------------|
| Corporate income tax - current                  | 4,503,448,338            | 19,463,112,593  | (25,736,372,165) | (1,769,811,234)            |
| Personal income tax paid on behalf of customers | 2,226,664,928            | 27,924,961,093  | (26,432,655,233) | 3,718,970,788              |
| Personal income tax                             | 1,355,767,398            | 10,434,351,295  | (10,492,542,380) | 1,297,576,313              |
| In which:                                       |                          |                 |                  |                            |
| Payable   | 1,361,446,970            |                 |                  | 1,311,238,541              |
| Receivable                                      | (5,679,572)              |                 |                  | (13,662,228)               |
| Value added tax                                 | 44,733,984               | 608,804,158     | (504,954,215)    | 148,583,927                |
| Foreign contractor tax                          | 55,678,203               | 2,050,573,961   | (1,837,301,832)  | 268,950,332                |
| Charges, fees and other payables                |                          | 4,000,000       | (4,000,000)      |                            |
|   | 8,186,292,851            | 60,485,803,100  | (65,007,825,825) | 3,664,270,126              |
|   |                          |                 |                  |                            |

# 3.15 Short-term accrued expenses

|                | As at 31 December  |  |
|----------------|--|--|
| 2018           | 2017   |  |
| VND            | VND  |  |
| 7,900,000,000  | 9,200,000,000  |  |
| 5,002,450,476  | 2,326,673,020  |  |
| 622,626,876    | 767,594,468  |  |
| 729,733,344    | 511,568,650  |  |
| 14,254,810,696 | 12,805,836,138   |  |
|                | 7,900,000,000<br>5,002,450,476<br>622,626,876<br>729,733,344 |  |

#### 3.16

|                           | As at 31 December |               |  |
|---------------------------|-------------------|---------------|--|
|                           | 2018              | 2018          |  |
|                           | VND               | VND           |  |
| Dividend payable          | 141,556,800       | 908,095,800   |  |
| Other short-term payables | 578,706,981       | 260,739,904   |  |
|                           | 720,263,781       | 1,168,835,704 |  |
|                           |                   |               |  |

## 3.17 Deferred tax liability

|  | As at 31 December |               |
|--|-------------------|---------------|
| _  | 2018<br>VND       | 2018<br>VND   |
| Deferred tax liability Deferred tax liability to be recovered within 12 months | 55,501,823        | 3,067,561,143 |
| months   | 55,501,823        |               |

Movement in the deferred tax liability is as follows:

|                                      | For the year ended 31 December |               |
|--------------------------------------|--------------------------------|---------------|
|                                      | 2018<br>VND                    | 2017<br>VND   |
| Opening balance                      | 3,067,561,143                  |               |
| (Credited)/charged to profit or loss | (3,012,059,320)                | 3,067,561,143 |
| Closing balance                      | 55,501,823                     | 3,067,561,143 |
|                                      |                                |               |

#### 3.17 Deferred tax liability (continued)

Details of deferred tax liability are as follows:

|  | As at 31 December |                |  |
|--|-------------------|----------------|--|
| _  | 2018              | 2017           |  |
|  | VND               | VND            |  |
| Taxable temporary differences                    |                   |                |  |
| Gain from revaluation of FVTPL financial assets  | 277,509,113       | 15,337,805,715 |  |
| Calculated at tax rate of 20%:                   |                   |                |  |
| Deferred tax liability to be recovered within 12 |                   | 0.007.504.440  |  |
| months   | 55,501,823        | 3,067,561,143  |  |
|  |                   |                |  |

#### 3.18 Share capital

#### (a) Number of shares

| As at 31 December |   |
|-------------------|---|
| 2018<br>VND       | 2018<br>VND                               |
| 100,099,906       | 91,000,000                                |
| 100,099,906       | 91,000,000                                |
| 100,099,906       | 91,000,000                                |
|                   | 2018<br>VND<br>100,099,906<br>100,099,906 |

As at 31 December 2018 and as at 31 December 2017, all of the Company's shares are ordinary shares. Each ordinary share has a par value of VND10,000. Each share is entitled to one vote at the Annual General Meetings of the Company. Shareholders are entitled to receive dividends as declared from time to time. All ordinary shares are ranked equally with regard to the Company's residual assets.

#### 3.18 Share capital (continued)

#### (b) Movement of share quantity

|   | Ordinary shares          |
|---|--------------------------|
| As at 1 January 2017<br>New shares issued | 70,000,000<br>21,000,000 |
| As at 31 December 2017                    | 91,000,000               |
| New shares issued (*)                     | 9,099,906                |
| As at 31 December 2018                    | 100,099,906              |
|   |                          |

(\*) The Annual General Meeting of Shareholders on 28 March 2018 approved the issuance of new shares to pay dividend to existing shareholders at a ratio of 10:1. Accordingly, the Company issued 9,099,906 shares on 25 June 2018. The numbers of the new shares issued were rounded down to units, numbers of shares after decimal stop were forfeited.

#### (c) Details of major shareholders as at the reporting date

|                         | Number of<br>ordinary<br>shares | Value of<br>charter capital<br>contributed<br>VND | Interest<br>% |
|-------------------------|---------------------------------|---|---------------|
| Mr. Tran Le Nguyen      | 35,035,000                      | 350,350,000,000                                   | 35.00%        |
| Asia Investment Company | 15,043,617                      | 150,436,170,000                                   | 15.03%        |
| Ms. Pham My Linh        | 13,721,276                      | 137,212,760,000                                   | 13.71%        |
| Other shareholders      | 36,300,013                      | 363,000,130,000                                   | 36.26%        |
| Total                   | 100,099,906                     | 1,000,999,060,000                                 | 100.00%       |
|                         |                                 |   |               |

#### 3.19 Undistributed earnings

|   | As at 31 December                   |                                 |  |
|---|-------------------------------------|---------------------------------|--|
|   | 2018<br>VND                         | 2018<br>VND                     |  |
| Undistributed realised profits<br>Unrealised (losses)/profits | 148,478,416,393<br>(75,067,460,717) | 97,966,752,187<br>4,630,379,315 |  |
|   | 73,410,955,676                      | 102,597,131,502                 |  |

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## 3 NOTES TO THE STATEMENT OF FINANCIAL POSITION (continued)

### 3.19 Undistributed earnings (continued)

Details of changes in equity during the year are as follows:

|                                | As at<br>31.12.2017<br>VND | Profits/(losses)<br>for the year<br>VND | Dividend<br>declared<br>VND | Appropriations<br>to reserves<br>VND | As at<br>31.12.2018<br>VND |
|--------------------------------|----------------------------|---|-----------------------------|--------------------------------------|----------------------------|
| Undistributed realised profits | 97,966,752,187             | 148,378,822,448                         | (90,999,060,000)            | (6,868,098,242)                      | 148,478,416,393            |
| Unrealised profits/(losses)    | 4,630,379,315              | (79,697,840,032)                        | •                           | •                                    | (75,067,460,717)           |
| Undistributed earnings         | 102,597,131,502            | 68,680,982,416                          | (90,999,060,000)            | (6,868,098,242)                      | 73,410,955,676             |
|                                |                            |   |                             |                                      |                            |

#### 4 NOTES TO OFF STATEMENT OF FINANCIAL POSITION ITEMS

#### 4.1 Number of shares in issue

| As at 31 December |                         |  |
|-------------------|-------------------------|--|
| 2018              | 2017                    |  |
|                   |                         |  |
| 9,099,906         | 21,000,000              |  |
| 91,000,000        | 70,000,000              |  |
| 100,099,906       | 91,000,000              |  |
|                   | 9,099,906<br>91,000,000 |  |

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- 5 NOTES TO THE STATEMENT OF INCOME
- 5.1 Income from FVTPL financial assets
- (a) Net realised gains on disposals of FVTPL financial assets

|   | For the year ended 31 December     |                                    |  |
|---|------------------------------------|------------------------------------|--|
|   | 2018<br>VND                        | 2017<br>VND                        |  |
| Realised gains on disposals of FVTPL financial assets<br>Realised losses on disposals of FVTPL financial assets | 92,462,610,942<br>(17,073,202,701) | 79,796,388,798<br>(29,594,339,433) |  |
|   | 75,389,408,241                     | 50,202,049,365                     |  |
|   |                                    |                                    |  |

Details of net realised gain from disposals of FVTPL financial assets by category are as follows:

|                 | Quantity<br>disposed<br>share | Sales proceeds<br>VND | Costs of<br>disposals (*)<br>VND | Realised gains/<br>(losses)<br>in this year<br>VND | Realised gains/<br>(losses)<br>in prior year<br>VND |
|-----------------|-------------------------------|-----------------------|----------------------------------|--|---|
| Listed shares   | 27,795,283                    | 807.334,831,600       | 729,153,972,071                  | 78,180,859,529                                     | 55,077,345,894                                      |
| Unlisted shares | 4,404,268                     | 74,045,510,000        | 76,836,961,288                   | (2,791,451,288)                                    | (4,875,296,529)                                     |
|                 | 32,199,551                    | 881,380,341,600       | 805,990,933,359                  | 75,389,408,241                                     | 50,202,049,365                                      |

<sup>(\*)</sup> The costs of disposals are determined by the weighted average method up to the end of the trading dates.

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- 5 NOTES TO THE STATEMENT OF INCOME
- 5.1 Income from FVTPL financial assets
- (b) Gains/(losses) on revaluation of FVTPL financial assets

|  | For the year ended 31 December       |                                  |
|--|--------------------------------------|----------------------------------|
|  | 2018<br>VND                          | 2017<br>VND                      |
| (Decrease)/increase in revaluation gains of FVTPL financial assets (Increase)/decrease in revaluation losses of FVTPL financial assets | (15,060,296,602)<br>(64,637,543,430) | 15,337,805,715<br>13,846,932,862 |
|  | (79,697,840,032)                     | 29,184,738,577                   |

Details of revaluation gains/(losses) of FVTPL financial assets by category are as follows:

|                 | Cost<br>VND     | Market value/<br>fair value<br>VND | Accumulated<br>revaluation<br>losses<br>as at 31.12.2018<br>VND | Accumulated<br>revaluation<br>gains/(losses)<br>as at 31.12.2017<br>VND | Charged to<br>statement of<br>income<br>VND |
|-----------------|-----------------|------------------------------------|---|---|---|
| Listed shares   | 207,176,237,029 | 152,899,258,530                    | (54,276,978,499)  | 14,249,758,256  | (68,526,736,755)                            |
| Unlisted shares | 89,927,645,798  | 69,137,163,580                     | (20,790,482,218)  | (9,619,378,941)   | (11,171,103,277)                            |
|                 | 297,103,882,827 | 222,036,422,110                    | (75,067,460,717)  | 4,630,379,315   | (79,697,840,032)                            |

## 5 NOTES TO THE STATEMENT OF INCOME (continued)

# 5.2 Provisions for diminution in value of financial assets and impairment losses and borrowing costs to finance lending activities

|   | For the year ended 31 December |                |
|---|--------------------------------|----------------|
|   | 2018<br>VND                    | 2017<br>VND    |
| Borrowing costs to finance lending activities<br>Reversal of provisions for impairment of | 88,263,226,216                 | 68,311,830,297 |
| financial assets  | (498,580,670)                  | (822,901,341)  |
|   | 87,764,645,546                 | 67,488,928,956 |
|   |                                |                |

### 5.3 Other operating expenses

| For the year ende | ed 31 December   |
|-------------------|--|
| 2018              | 2017   |
| VND               | VND  |
| 1,920,032,384     | 4,135,204,425  |
| 1,473,070,243     | 2,097,887,937  |
| 266,896,080       | 270,864,000  |
| 180,066,061       | 1,766,452,488  |
| 83,336,331,858    | 61,770,746,362   |
| 39,139,916,538    | 28,134,495,599   |
| 18,220,124,451    | 14,309,528,597   |
| 7,469,390,789     | 6,126,122,796  |
| 6,561,013,233     | 3,653,149,600  |
| 2,048,658,264     | 2,048,658,267  |
| 9,897,228,583     | 7,498,791,503  |
| 2,200,000         | 1,542,377,378  |
| 1,720,375,520     | 943,458,689  |
| 8,518,171,532     | 7,467,889,242  |
| 7,809,400,711     | 5,967,798,494  |
| 6,217,904,234     | 4,100,085,805  |
| 524,580,925       | 422,994,000  |
| 1,066,915,552     | 1,444,718,689  |
| 9,834,267,974     | 9,277,136,939  |
| 7,658,544,022     | 7,447,277,255  |
| 1,155,653,836     | 1,045,185,600  |
| 79,701,599        | 73,798,364   |
| 940,368,517       | 710,875,720  |
| 113,140,779,979   | 91,104,611,529   |
|                   | 2018<br>VND  1,920,032,384 1,473,070,243 266,896,080 180,066,061 83,336,331,858 39,139,916,538 18,220,124,451 7,469,390,789 6,561,013,233 2,048,658,264 9,897,228,583 2,200,000 1,720,375,520 8,518,171,532 7,809,400,711 6,217,904,234 524,580,925 1,066,915,552 9,834,267,974 7,658,544,022 1,155,653,836 79,701,599 940,368,517 |

# 5 NOTES TO THE STATEMENT OF INCOME (continued)

### 5.4 General and administration expenses

|  | For the year ende | d 31 December  |
|--|-------------------|----------------|
|  | 2018<br>VND       | 2017<br>VND    |
| Staff costs                              | 37,796,874,517    | 31,817,605,865 |
| Office rentals                           | 4,097,399,658     | 4,971,814,800  |
| Outsourced services                      | 4,860,007,929     | 3,624,897,141  |
| Depreciation and amortisation            | 4,507,720,618     | 4,079,077,954  |
| Advertisement and entertainment expenses | 2,910,572,742     | 2,302,578,121  |
| Maintenance expenses                     | 1,218,817,630     | 496,357,580    |
| Remuneration of the Board of Directors   | 1,717,803,000     | 741,563,113    |
| Tools and supplies                       | 1,687,264,887     | 695,407,539    |
| Office stationeries                      | 101,067,544       | 114,177,950    |
| Tax, duties and fees                     | 21,280,000        | 42,000,000     |
| Other administrative expenses            | 5,505,072,870     | 4,758,264,373  |
|  | 64.423.881.395    | 53.643.744.436 |
|  |                   |                |

#### 5.5 Corporate income tax

The tax on the Company's profit before tax differs from the theoretical amount that would arise using the applicable tax rate of 20% as follows:

|                                     | For the year ended 31 December |                 |  |
|-------------------------------------|--------------------------------|-----------------|--|
|                                     | 2018<br>VND                    | 2017<br>VND     |  |
| Accounting profit before tax        | 85,132,035,689                 | 138,341,587,510 |  |
| Tax at rate of 20%: Adjustment for: | 17,026,407,138                 | 27,668,317,502  |  |
| Non-taxable income                  | (1,194,564,277)                | (1,021,786,866) |  |
| Non deductible expenses             | 619,210,412                    | 338,143,758     |  |
| Corporate income tax charge (*)     | 16,451,053,273                 | 26,984,674,394  |  |
| Charged/(credited) for the year:    |                                |                 |  |
| Corporate income tax – current      | 19,463,112,593                 | 23,917,113,251  |  |
| Corporate income tax – deferred     | (3,012,059,320)                | 3,067,561,143   |  |
|                                     | 16,451,053,273                 | 26,984,674,394  |  |
|                                     |                                |                 |  |

<sup>(\*)</sup> The corporate income tax charge for the year is based on estimated taxable income and is subject to audit and possible adjustment by the tax authorities.

The tax authorities have finalised corporate income tax up to 31 December 2017.

### 5 NOTES TO THE STATEMENT OF INCOME (continued)

#### 5.6 Earnings per share

#### (a) Basic earnings per share

Basic earnings per share is calculated by dividing the net profit attributable to shareholders after deducting the bonus and welfare funds by the weighted average number of ordinary shares outstanding during the year, excluding ordinary shares repurchased by the Company and held as treasury shares:

|   | For the year ended 31 December |                         |
|---|--------------------------------|-------------------------|
|   | 2018                           | 2017<br>Restated<br>(*) |
| Net profit attributable to shareholders (VND)<br>Less amount allocated to bonus and welfare fund<br>(VND) | 68,680,982,416                 | 111,356,913,116         |
|   | 68,680,982,416                 | 111,356,913,116         |
| Weighted average number of ordinary shares in issue (shares)  | 100,099,949                    | 77,316,438              |
| Basic earnings per share (VND)  | 686                            | 1,440                   |

(\*) Basic earnings per share of the year ended 31 December 2017 was restated to reflect the impact of stock dividend declared and issued in 2018 on the number of ordinary shares issue (Note 3.18(b)), in particular:

| For the year ended 31 December 2017 |   |  |  |  |  |
|-------------------------------------|---|--|--|--|--|
| As previously reported              | Adjustments   | As restated  |  |  |  |
| 111,356,913,116                     | -   | 111,356,913,116  |  |  |  |
| 70,287,671                          | 7,028,767   | 77,316,438   |  |  |  |
| 1,584                               |   | 1,440  |  |  |  |
|                                     | As previously reported  111,356,913,116  70,287,671 | As previously reported Adjustments  111,356,913,116 - 70,287,671 7,028,767 |  |  |  |

#### (b) Diluted earnings per share

The Company did not have potentially dilutive ordinary shares.

#### 6 NOTES TO THE STATEMENT OF CASH FLOW

#### 6.1 Proceeds from borrowings

Proceeds from borrowings are loan drawdowns and proceeds from issuance of bonds (Note 3.11).

### 6.2 Repayment of borrowings

Repayments of borrowings are loan repayments and bond repayments (Note 3.11).

#### 7 NOTES TO THE STATEMENT OF CHANGES IN EQUITY

#### 7.1 Distributed earnings

|  | For the year ended 31 December |                                   |  |
|--|--------------------------------|-----------------------------------|--|
|  | 2018<br>VND                    | 2017<br>VND                       |  |
| Undistributed realised profits brought forward<br>Cumulative unrealised losses as at the reporting | 97,966,752,187                 | 68,930,268,960                    |  |
| date   | (75,067,460,717)               | -                                 |  |
| Realised post-tax profits incurred Appropriations of retaining earnings:                           | 148,378,822,448                | 82,172,174,539                    |  |
| To supplementary capital reserve   | (3,434,049,121)                | (5,567,845,656)                   |  |
| To financial and operational risk reserve fund   | (3,434,049,121)                | (5,567,845,656)                   |  |
| Distributable profits  | 164,410,015,676                | 139,966,752,187                   |  |
| Dividend declared Income tax withheld (*)  | 90,999,060,000                 | 42,000,000,000<br>(1,645,771,680) |  |
| income tax withheld ( )  |                                | (1,010,111,000)                   |  |
| Net amount to be distributed to shareholders   | 90,999,060,000                 | 40,354,228,320                    |  |

(\*) Stock dividend declared in 2018 was paid by shares (Note 3.18(b)). For income from stock dividend, individual investors are not yet liable to pay personal income tax when they receive their alloted shares. When these shares are realised, individual investors are liable to pay personal income tax on income from capital investment and income from securities transfer under the law on personal income tax.

### 7 NOTES TO THE STATEMENT OF CHANGES IN EQUITY (continued)

#### 7.2 Details of changes in equity

|  |      | Owners'<br>capital<br>VND | Share premium VND | Supplementary capital reserve VND | Financial and<br>operational risk<br>reserve<br>VND | Undistributed<br>earnings<br>VND | Total<br>VND      |
|--|------|---------------------------|-------------------|-----------------------------------|---|----------------------------------|-------------------|
| As at 1 January 2018                     |      | 910,000,000,000           | 9,240,118,792     | 10,190,332,248                    | 10,190,332,248                                      | 102,597,131,502                  | 1,042,217,914,790 |
| Profit for the year                      |      | -                         | _                 |                                   | *   | 68,680,982,416                   | 68,680,982,416    |
| Stock dividends (Note 3.18(b))           |      | 90,999,060,000            |                   |                                   |   | (90,999,060,000)                 |                   |
| Appropriation to reserves (Note 2.18(b)) |      |                           |                   | 3,434,049,121                     | 3,434,049,121                                       | (6,868,098,242)                  |                   |
| As at 31 December 2018                   |      | 1,000,999,060,000         | 9,240,118,792     | 13,624,381,369                    | 13,624,381,369                                      | 73,410,955,676                   | 1,110,898,897,206 |
| As at 1 January 2017                     |      | 700,000,000,000           | 9,240,118,792     | 4,622,486,592                     | 4,622,486,592                                       | 44,375,909,698                   | 762,861,001,674   |
| Capital increased during the year        | (*)  | 210,000,000,000           |                   | •                                 | -   | -                                | 210,000,000,000   |
| Profit for the year                      | . ,  |                           | 2                 | -                                 | 2   | 111,356,913,116                  | 111,356,913,116   |
| Appropriation to reserves (Note 2.18(b)) |      |                           | -                 | 5,567,845,656                     | 5,567,845,656                                       | (11,135,691,312)                 |                   |
| Cash dividends                           | (**) | -                         | =                 | •                                 |   | (42,000,000,000)                 | (42,000,000,000)  |
| As at 31 December 2017                   |      | 910,000,000,000           | 9,240,118,792     | 10,190,332,248                    | 10,190,332,248                                      | 102,597,131,502                  | 1,042,217,914,790 |
|  |      |                           |                   |                                   |   | £                                |                   |

- (\*) The Annual General Meeting of Shareholders on 23 March 2017 approved the issuance of new shares to existing shareholders according their subscription rights. The Board of Directors are authorised to distribute odd lots of shares and those not taken up to other investors in accordance with the Company's Charter and prevailing regulations at the price not lower than one offered to existing shareholders. Therefore the Company initiated the public issuance in accordance with Certificate of share offering No. 74/GCN-UBCK issued the State of Securities Commission on 7 November 2017 and completed it on 27 December 2017.
- (\*\*) The Annual General Meeting of shareholders on 23 March 2017 approved the cash dividend for the year 2016 at 6% of the Company's charter capital as at 31 December 2016 and was paid in 2017.

Dividend declared after the reporting date is presented in Note 13.1.

### 8 RELATED PARTIES DISCLOSURES

| Related party                   | Relationship                            |
|---------------------------------|---|
| Mr. Tran Le Nguyen              | Major shareholder                       |
| Asia Investment Limited         | Major shareholder                       |
| Ms. Pham My Linh                | Major shareholder                       |
| KIDO Group Corporation          | Related to the Company's key management |
| KIDO Frozen Foods JSC           | Related to the Company's key management |
| Tuong An Vegetable Oil JSC      | Related to the Company's key management |
| Vietnam Vegetable Oils Industry |   |
| Corporation                     | Related to the Company's key management |
| DABACO Group                    | Related to the Company's key management |
| Hoang Trieu Company Limited     | Related to the Company's key management |
| Pymepharco Joint Stock Company  | Related to the Company's key management |
| Board of Directors and Board of |   |
| Management                      | Key management                          |

## (a) Related parties transactions

During the year, the following significant transactions were carried out with related parties:

|   | For the year ended 31 December   |                                 |  |
|---|----------------------------------|---------------------------------|--|
|   | 2018<br>VND                      | 2017<br>VND                     |  |
| Revenue from brokerage services   | -                                | 1,110,234,507                   |  |
| Revenue from underwriting services Revenue from other services                            | 286,363,636                      | 5,824,000,000<br>2,431,257,297  |  |
| Dividend received from related parties<br>Realised gains on disposal of shares of related | 1,300,126,000                    | •                               |  |
| parties Shares of related parties purchased   | 1,446,732,040<br>52,002,565,810  |                                 |  |
| Shares of related parties sold Services provided by related parties                       | 53,451,398,000<br>11,027,810,159 | 10,582,786,721                  |  |
| Bond issued to related parties Bond settlements to related parties                        | 150,000,000,000                  | 250,000,000,000                 |  |
| Bond interest expenses payable to related parties Salary and other benefits               | 22,559,284,633<br>11,870,963,054 | 16,993,055,551<br>8,612,759,617 |  |

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### 8 RELATED PARTIES DISCLOSURES (continued)

#### (b) Year-end balances with related parties

|   | As at 31 December |                 |  |
|---|-------------------|-----------------|--|
| ·   | 2018              | 2017            |  |
|   | VND               | VND             |  |
| Bonds issued to related parties                   | 100,000,000,000   | 250,000,000,000 |  |
| Accrued bond interests payable to related parties | 143,150,685       | 531,944,444     |  |
| Fair value of equity interest in related parties  | -                 | 2,436,000       |  |

#### 9 SEGMENT REPORTING

#### (a) Geographical segments

The principal activities of the Company are carried out within Vietnam territory. Risks and returns of the Company are not materially affected by distinctions between geographical areas. On these grounds, the Board of Management determines that the Company has only one geographical segment.

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### 9 SEGMENT REPORTING (continued)

## (b) Business activity segments

Revenue, income and expenses based on the Company's business activity segments were as follows:

|  |                  | For the y           | year ended 31 Decemb | er 2018            |  |
|--|------------------|---------------------|----------------------|--------------------|--|
|  |                  |                     | Securities services  |                    |  |
|  | Brokerage<br>VND | Self-trading<br>VND | and lending<br>VND   | Consultancy<br>VND | Total<br>VND                                     |
| Revenue and income (*)   | 112,811,165,175  | 82,876,555,054      | 219,548,363,302      | 4,070,681,819      | 419,306,765,350                                  |
| Expenses In which:   | (85,056,707,378) | (83,630,778,515)    | (106,117,085,052)    | (7,811,600,711)    | (282,616,171,656)                                |
| Direct cash expenses  Total amount of significant non-cash expenses, other than depreciation, amortisation and allocation of prepaid | (72,275,738,089) | (18,705,980,004)    | (105,100,189,099)    | (7,029,397,597)    | (203,111,304,789)                                |
| expenses Total depreciation and amortisation of  | -                | (64,637,543,430)    | 498,580,670          | -                  | (64,138,962,760)                                 |
| fixed assets Allocation of long-term and short-term  | (2,048,658,264)  | ÷                   |                      | -                  | (2,048,658,264)                                  |
| prepaid expenses   | (10,732,311,025) | (287, 255, 081)     | (1,515,476,623)      | (782,203,114)      | (13,317,245,843)                                 |
| Segment result   | 27,754,457,797   | (754,223,461)       | 113,431,278,250      | (3,740,918,892)    | 136,690,593,694                                  |
| Net financial income<br>General and administration expenses<br>Net other income  | ,                |                     |                      |                    | 12,795,756,898<br>(64,423,881,395)<br>69,566,492 |
| Operating result   |                  |                     |                      |                    | 85,132,035,689                                   |

## 9 SEGMENT REPORTING (continued)

### (b) Business activity segments (continued)

|  |                  | For the y           | ear ended 31 Decemb | er 2017            |   |
|--|------------------|---------------------|---------------------|--------------------|---|
|  |                  |                     | Securities services |                    |   |
|  | Brokerage<br>VND | Self-trading<br>VND | and lending<br>VND  | Consultancy<br>VND | Total<br>VND                                      |
| Revenue and income (*)   | 87,612,286,398   | 101,073,779,045     | 153,811,250,394     | 11,618,454,181     | 354,115,770,018                                   |
| Expenses In which:   | (62,714,205,051) | (19,817,056,376)    | (84,299,509,757)    | (7,510,175,872)    | (174,340,947,056)                                 |
| Direct cash expenses  Total amount of significant non-cash expenses, other than depreciation, amortisation and allocation of prepaid | (53,623,298,321) | (33,341,455,136)    | (83,797,998,260)    | (6,770,404,863)    | (177,533,156,580)                                 |
| expenses  Total depreciation and amortisation of   | *                | 13,846,932,862      | 822,901,341         | -                  | 14,669,834,203                                    |
| fixed assets Allocation of long-term and short-term  | (2,048,658,267)  | -                   |                     | -                  | (2,048,658,267)                                   |
| prepaid expenses   | (7,042,248,463)  | (322,534,102)       | (1,324,412,838)     | (739,771,009)      | (9,428,966,412)                                   |
| Segment result   | 24,898,081,347   | 81,256,722,669      | 69,511,740,637      | 4,108,278,309      | 179,774,822,962                                   |
| Net financial income<br>General and administration expenses<br>Net other income  |                  |                     |                     |                    | 11,881,308,189<br>(53,643,744,436)<br>329,200,795 |
| Operating result   |                  |                     |                     |                    | 138,341,587,510                                   |

<sup>(\*)</sup> All of revenues are from services rendered to external customers, and all of income is generated from transactions with external partners.

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# 9 SEGMENT REPORTING (continued)

# (b) Business activity segments (continued)

Assets and liabilities based on the Company's business activity segments were as follows:

|   | As at 31 December 2018 |                     |  |                    |                                       |
|---|------------------------|---------------------|--|--------------------|---------------------------------------|
|   | Brokerage<br>VND       | Self-trading<br>VND | Securities<br>services and<br>lending<br>VND | Consultancy<br>VND | Total<br>VND                          |
| Segment assets Unallocated assets                                 | 40,539,423,116         | 222,525,737,319     | 1,648,035,890,269                            | 225,500,000        | 1,911,326,550,704<br>21,011,206,152   |
| Total assets  |                        |                     |  |                    | 1,932,337,756,856                     |
| Segment liabilities Unallocated liabilities                       | (4,265,132,764)        | (245,690,000)       | (804,020,850,339)                            | (1,497,070,000)    | (810,028,743,103)<br>(11,410,116,547) |
| Total liabilities   |                        |                     |  |                    | (821,438,859,650)                     |
| Total expense incurred for purchases of fixed assets<br>In which: |                        |                     |  |                    | 8,925,706,100                         |
| Fixed assets in segments Fixed assets in unallocated assets       | 3,218,325,000          | -                   |  |                    | 3,218,325,000<br>5,707,381,100        |

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# 9 SEGMENT REPORTING (continued)

# (b) Business activity segments (continued)

|   | As at 31 December 2017 |                     |  |                    |                                       |
|---|------------------------|---------------------|--|--------------------|---------------------------------------|
|   | Brokerage<br>VND       | Self-trading<br>VND | Securities<br>services and<br>lending<br>VND | Consultancy<br>VND | Total<br>VND                          |
| Segment assets Unallocated assets                                     | 26,366,643,035         | 267,554,132,464     | 1,532,924,942,037                            | 147,250,000        | 1,826,992,967,536<br>15,626,704,145   |
| Total assets  |                        |                     |  |                    | 1,842,619,671,681                     |
| Segment liabilities<br>Unallocated liabilities                        | (12,147,132,805)       | Œ                   | (774,502,438,020)                            | (694,400,000)      | (787,343,970,825)<br>(13,057,786,066) |
| Total liabilities   |                        |                     |  |                    | (800,401,756,891)                     |
| Total expense incurred for purchases of fixed assets                  |                        |                     |  |                    | 8,185,475,763                         |
| In which: Fixed assets in segments Fixed assets in unallocated assets | 3,498,220,000          |                     |  | -                  | 3,498,220,000<br>4,687,255,763        |

#### 10 FINANCIAL RISK MANAGEMENT

The Company's activities expose it to market risk, credit risk and liquidity risk. The Company's overall risk management strategy seeks to minimise the adverse effect of these risks on the Company's financial performance.

The Board of Management is responsible for setting the objectives and underlying principles of financial risk management for the Company. The Board of Management establishes the detailed policies such as risk identification and measurement, exposure limits and hedging strategies. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities.

Financial risk management is carried out by finance personnel. The finance personnel measure actual exposures against the limits set and prepare periodical reports for the review of the Board of Management.

The information presented below is based on information disclosed by the Board of Management.

#### (a) Credit risk

Credit risk is the risk that counterparty to a financial instrument will fall to discharge an obligation or commitment that it has entered into with the Company, resulting in a financial loss to the Company. It arises principally from cash at banks, financial assets, receivables and other assets.

Balances with banks

All the bank balances are placed with local financial institutions which have high credit ratings.

FVTPL financial assets

The Company's securities will only be traded on the Ho Chi Minh City Stock Exchange and the Hanoi Stock Exchange or with counterparties which have a specified credit rating. All securities transactions are settled or paid for upon receipt/ delivery of securities via approved brokers. The risk of default is considered minimal since the delivery of securities for sales transaction is made only once payment has been received and delivery of funds for purchase transaction is only made once the securities have been received. If either party fails to meet their obligations, the trade will fail.

Trading advances

The trading advances are collected from the Vietnam Securities Depository which is a state-owned entity and has no history of payment defaults.

Investment cooperation contracts

Balances from investment cooperation contracts have been overdue for more than three (3) years and the Company assesses recoverability is not probable. The Company has made almost full provision against these balances.

#### 10 FINANCIAL RISK MANAGEMENT (continued)

#### (a) Credit risk (continued)

Margin loan

Margin loans are secured by eligible securities listed on stock exchanges, customers' cash and trading proceeds. Under the local rules, the loan limit is set at 50% of the eligible securities' value. Eligible securities are defined by the stock exchanges based on a number of criteria including liquidity and frequently updated.

Customers Securities department has continuous review of margin loan report which includes balances, collateral assets and margin ratio. When the secured margin ratio falls below 40% (regulated level: 30%), the system alerts and the Company makes margin calls. When the secured margin ratio falls below 30%, the Company forcedly sells out collateral assets to collect the loans.

#### Receivables and other assets

Credit exposure is restricted by transacting with counterparties with high credit ratings and obtaining security where necessary.

#### Credit risk exposure

| ополи пол опровило  | As at 31 December  |                   |  |
|---|--|-------------------|--|
| э.  | 2018<br>VND  | 2017<br>VND       |  |
| Cash and cash equivalents (Note 3.1)                                  |  |                   |  |
| Cash at bank  | 71,179,367,991   | 238,772,722,683   |  |
| Cash blocked for trading settlements                                  | 489,315,209  | 40,323,484        |  |
|   | 71,668,683,200   | 238,813,046,167   |  |
| Loans (Note 3.3) Margin loans and investment cooperation              |  |                   |  |
| contracts   | 1,347,690,622,065  | 1,202,069,702,299 |  |
| Trading advances  | 237,674,761,008  | 110,552,280,497   |  |
|   | 1,585,365,383,073  | 1,312,621,982,796 |  |
| Receivables (Note 3.4) Receivables from disposals of financial assets | _  | 182,710,000       |  |
| Dividends and interests receivable                                    | 3,539,330,720  | 2,654,903,636     |  |
| Services related receivables  | 17,349,672,513   | 7,900,382,763     |  |
|   | 20,889,003,233   | 10,737,996,399    |  |
| Total credit risk exposure  | 1,677,923,069,506  | 1,562,173,025,362 |  |
|   | La contraction of the contractio | (I                |  |

#### 10 FINANCIAL RISK MANAGEMENT (continued)

#### (b) Market risk

Market risk is the risk that fair value or future cash flows of a financial instrument will fluctuate according to changes in market prices. The Company's market risks include interest rate risk and other price risk, such as share price risk.

The Company manages this risk through the careful selection of securities and other financial instruments within specified limits and by holding a diversified portfolio of listed and unlisted instruments.

#### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of the Company's financial instruments will fluctuate as a result of changes in market interest rates. Currently, the Company records its financial assets and financial liabilities under the historical cost convention less decrease in revaluation and provision for decline in value (if any), hence, the Company only has cash flow risk for its interest receivable/payable. The Company is exposed to interest rate risk mainly on its deposits at bank and bank borrowings.

The Company's deposits placed with bank and borrowings are at fixed rates and due in short term so interest rate risk is minimal.

#### Share price risk

Listed and unlisted shares held by the Company are affected by market risks due to the uncertainty in the future value of invested shares that can result in an increase/decrease in value of these financial assets. The Company manages its share price risk by setting up investment limits. The Investment Committee also considers and approves decisions on investment in shares.

As at 31 December 2018, had the prices of the securities increased/decreased by 10% with all other variables being held constant including tax rate, the Company's profit after tax would have been higher/lower by VND17,762,913,769 respectively (as at 31 December 2017: higher/ lower by VND21,386,487,918 respectively).

#### (c) Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in performing financial obligations due to capital shortage.

The Company's approach to managing liquidity risk is to ensure that it will always have sufficient reserves of cash to meet its liquidity requirements in the short and long term.

As at 31 December 2018, the Company had financial liabilities including bank loans, short-term issued bonds, trading obligation, short-term trade payables, accrued expenses and other short-term liabilities with the amount of VND814,578,721,984 (as at 31 December 2017: VND787,982,831,070) which represented contractual undiscounted cash outflows payable in less than one year.

#### 9 FINANCIAL RISK MANAGEMENT (continued)

#### (d) Capital risk management

Capital Adequacy Ratio ("CAR") is the ratio of the Company's capital to its risks. CAR measures the Company's abitlity to meet its financial liabilities and absorb certain losses resulting from risks.

CAR is calculated and presented in the Company's monthly report in accordance with Circular 87/2017/TT-BTC ("Circular 87") issued by the Ministry of Finance on 15 August 2017 and took effective from 10 October 2017 onwards. Circular 87 regulates requirements of capital adequacy ratio applicable to securities business organisations and remedies for non-compliance. According to Circular 87, the Company is required to maintain a prescribed minimum level of CAR of 180%.

As at 31 December 2018, the Company's CAR was 950%.

#### 11 OPERATING LEASE COMMITMENTS

The Company is currently renting offices under operating leases. The future minimum lease payments under non-cancellable operating leases were as follows:

|                                    | As at 31 December               |                                  |  |
|------------------------------------|---------------------------------|----------------------------------|--|
|                                    | 2018<br>VND                     | 2017<br>VND                      |  |
| Within 1 year<br>From 1 to 5 years | 11,382,797,929<br>9,718,675,489 | 10,477,897,308<br>16,993,479,370 |  |
| Total                              | 21,101,473,418                  | 27,471,376,678                   |  |
|                                    |                                 |                                  |  |

#### 12 CAPITAL EXPENDITURE COMMITMENTS

Capital expenditure contracted for at the reporting date but not recognised in the financial statements was as follows:

|   | As at 31 December |      |
|---|-------------------|------|
| -   | 2018              | 2017 |
|   | VND               | VND  |
| Derivatives trading and settlement system and<br>upgrade of underlying securities trading and |                   |      |
| settlement system   | 3,629,175,000     | -    |
| Settlement System   | 0,020,170,000     |      |

#### 13 SUBSEQUENT EVENTS

#### 13.1 Dividend declared after the reporting date

On 2 January 2019, the Board of Directors of the Company approved the advance of cash dividend for the year 2018 at 5% of par value, equivalent to VND500/share. The list of shareholders entitled to this advanced dividend was finalised on 17 January 2019 and the payment was made on 30 January 2019.

#### 13.2 Issuance plan for corporate bonds in 2019

On 8 January 2019, the Board of Directors of the Company approved the issuance of corporate bonds in 2019 to increase working capital capacity of the Company. Details of this issuance are as follows:

| Non-convertible and unsecured |
|-------------------------------|
| VND1,000,000                  |
| 500,000                       |
| VND500,000,000,000            |
| At par value                  |
|                               |

Other than these facts, there have been no further significant subsequent events occurring after the reporting date which would require adjustments or disclosures to be made in these financial statements.

#### 14 OPERATIONAL FACTS

#### Volume and value of transactions during the year

|                | Volume of<br>transactions<br>during the year           | Value of<br>transactions<br>during the year<br>VND  |
|----------------|--|---|
| Of the Company | 65,037,460   | 1,646,385,029,880   |
| Shares         | 65,037,460   | 1,646,385,029,880   |
| Of investors   |  |   |
| Shares         | 3,193,612,202  | 59,459,744,221,982  |
| Bonds          | - 201.000 (1) 3 10 10 10 10 10 10 10 10 10 10 10 10 10 | 59,284,954,482,082  |
| Other shares   | 1,500,000  | 168,256,900,000   |
|                | 376,490  | 6,532,839,900   |
|                | 3,258,649,662  | 61,106,129,251,862  |
|                | Shares Of investors Shares Bonds                       | Of the Company     65,037,460       Shares     65,037,460       Of investors     3,193,612,202       Bonds     3,191,735,712       Other shares     1,500,000       376,490 |

#### 15 COMPARATIVE FIGURES

Certain comparative figures have been reclassified to confirm with the current year's presentation.

The financial statements were approved by the Board of Management on 8 March 2019.

Duong Kim Chi Preparer Le Minh Hien Chief Accountant Nguyen Hieu General Director Authorised signator