



PHU HUNG SECURITIES CORPORATION

3rd Floor, CR3-03A, 109 Ton Dat Tien, Tan Phu Ward, District 7, HCMC, VN



**FINANCIAL STATEMENT
FOR THE FIRST QUARTER OF
2019**



PHU HUNG SECURITIES CORPORATION

03rd Floor, CR3-03A, 109 Ton Dat Tien, Tan Phu Ward, District 7, HCMC, VN
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Form B01 - CTCK

Circular No. 334/2016/TT-BTC dated 27
December 2016 issued by the Ministry of Finance

STATEMENT OF FINANCIAL POSITION

At 31 Mar 2019

Unit: VND

| Item | Code | Note | Closing balance | Opening balance |
|---|------------|-------|--------------------------|--------------------------|
| A | B | C | 1 | 2 |
| ASSETS | | | | |
| A. CURRENT ASSETS (100 = 110 + 130) | 100 | | 1,408,821,772,792 | 1,494,640,327,367 |
| I. Financial assets (110 = 111 → 129) | 110 | | 1,407,202,035,489 | 1,492,906,413,908 |
| 1. Cash and cash equivalents | 111 | A.5.1 | 91,030,169,929 | 188,288,845,466 |
| 1.1. Cash | 111.1 | | 9,430,169,929 | 2,338,977,154 |
| 1.2. Cash equivalents | 111.2 | | 81,600,000,000 | 185,949,868,312 |
| 2. Financial assets recognized through profit or loss (FVTPL) | 112 | 5.3.1 | 3,048,295,640 | 2,579,196,590 |
| 3. Held-to-maturity investments (HTM) | 113 | 5.3.2 | 80,000,000,000 | 80,000,000,000 |
| 4. Loans receivable | 114 | 5.3.3 | 1,171,877,791,043 | 1,175,167,952,987 |
| 5. Available-for-sale financial assets (AFS) | 115 | | - | - |
| 6. Provision for diminution in value of financial assets and collateral | 116 | A.5.5 | (6,256,110,941) | (6,051,639,641) |
| 7. Receivables | 117 | A.5.4 | 28,435,128,041 | 32,397,517,351 |
| 7.1. Receivables from selling financial assets | 117.1 | | - | - |
| 7.2. Receivables and accrued dividends, interest financial assets | 117.2 | | 28,435,128,041 | 32,397,517,351 |
| 7.2.1. Dividend and interest receivables at due date | 117.3 | | - | - |
| 7.2.2. Accrued dividends and interest not to the date of receipt | 117.4 | | 28,435,128,041 | 32,397,517,351 |
| 8. Prepayments to suppliers | 118 | | 1,749,938,292 | 1,151,226,550 |
| 9. Receivables from services provided by securities company | 119 | A.5.4 | 33,777,936,145 | 15,727,015,963 |
| 10. Intercompany receivables | 120 | | - | - |
| 11. Receivables from securities trading errors | 121 | | - | - |
| 12. Other receivables | 122 | A.5.4 | 12,793,498,910 | 12,935,988,148 |
| 13. Provision for diminution in value of receivables (*) | 129 | A.5.5 | (9,254,611,570) | (9,289,689,506) |
| II. Other current assets (130 = 131 → 139) | 130 | | 1,619,737,303 | 1,733,913,459 |
| 1. Advance | 131 | | 416,152,125 | 330,500,000 |
| 2. Office supplies and tools | 132 | | - | - |
| 3. Short-term prepayments | 133 | A.5.8 | 1,203,585,178 | 1,403,413,459 |
| 4. Pledge, mortgage, escrow, collateral | 134 | | - | - |
| 5. VAT deductibles | 135 | | - | - |
| 6. Taxes and other receivables from State Treasury | 136 | | - | - |
| 7. Other current assets | 137 | | - | - |
| 8. Traded government bonds again | 138 | | - | - |
| 9. Provision for diminution in value of other current assets | 139 | | - | - |
| B. LONG-TERM ASSETS (200 = 210 + 220 + 230 + 240 + 250 + 260) | 200 | | 22,366,929,047 | 17,775,495,298 |
| I. Long-term Financial assets | 210 | | - | - |
| 1. Long-term receivables | 211 | | - | - |
| 2. Investments | 212 | | - | - |
| 2.1. Held-to-maturity investments (HTM) | 212.1 | 5.3.2 | - | - |
| 2.2. Investments in subsidiaries | 212.2 | | - | - |
| 2.3. Investments in joint ventures, affiliate | 212.3 | | - | - |
| 2.4. Other long-term investments | 212.4 | | - | - |
| 3. Allowance for diminution in the value of long-term financial assets | 213 | | - | - |
| II. Fixed assets | 220 | | 9,571,202,175 | 7,368,001,106 |
| 1. Tangible fixed assets | 221 | A.5.6 | 6,333,227,467 | 3,878,773,536 |
| - Cost | 222 | | 26,795,506,130 | 24,008,451,530 |
| - Accumulated depreciation | 223a | | (20,462,278,663) | (20,129,677,994) |
| - Revaluation at fair value | 223b | | - | - |
| 2. Financial lease fixed assets | 224 | | - | - |
| - Cost | 225 | | - | - |
| - Accumulated depreciation | 226a | | - | - |
| - Revaluation at fair value | 226b | | - | - |



| | | | | |
|--|------------|--------|--------------------------|--------------------------|
| 3. Intangible fixed assets | 227 | A.5.7 | 3,237,974,708 | 3,489,227,570 |
| - Cost | 228 | | 8,161,659,400 | 8,161,659,400 |
| - Accumulated depreciation | 229a | | (4,923,684,692) | (4,672,431,830) |
| - Revaluation at fair value | 229b | | - | - |
| III. Investment properties | 230 | | - | - |
| - Cost | 231 | | - | - |
| - Accumulated depreciation | 232a | | - | - |
| - Revaluation at fair value | 232b | | - | - |
| IV. Construction in progress | 240 | | - | - |
| V. Other long-term assets | 250 | | 12,795,726,872 | 10,407,494,192 |
| 1. Pledge, mortgage, deposit, collateral | 251 | | 2,022,242,544 | 1,888,074,824 |
| 2. Long-term prepayments | 252 | A.5.8 | 3,809,368,260 | 4,055,303,300 |
| 3. Deferred tax asset | 253 | | - | - |
| 4. Deposits at Payment Support Fund | 254 | A.5.9 | 6,964,116,068 | 4,464,116,068 |
| 5. Other long-term assets | 255 | | - | - |
| VI. Provision for diminution in value of long-term assets | 260 | | - | - |
| TOTAL ASSETS (270 = 100 + 200) | 270 | | 1,431,188,701,839 | 1,512,415,822,665 |
| C. LIABILITIES (300 = 310 + 340) | 300 | | 670,082,744,394 | 766,552,088,099 |
| I. Current liabilities | 310 | | 669,714,944,394 | 766,187,546,432 |
| 1. Short-term borrowings & finance lease liabilities | 311 | | 525,862,500,000 | 647,666,000,000 |
| 1.1. Short-term borrowings | 312 | A.5.10 | 525,862,500,000 | 647,666,000,000 |
| 1.2. Short-term finance lease liabilities | 313 | | - | - |
| 2. Short-term financial asset borrowings | 314 | | - | - |
| 3. Short-term convertible bonds - debt component | 315 | | - | - |
| 4. Short-term issued bonds | 316 | | - | - |
| 5. Loans Payment Support Fund | 317 | | - | - |
| 6. Payable for securities trading activities | 318 | A.5.11 | 130,679,569,000 | 102,621,772,169 |
| 7. Payable for financial assets trading errors | 319 | | - | - |
| 8. Short-term suppliers payables | 320 | | 141,394,928 | 165,722,331 |
| 9. Short-term advances from customers | 321 | | - | - |
| 10. Taxes and payables to government budget | 322 | A.5.12 | 3,785,820,061 | 1,279,855,304 |
| 11. Payables to employees | 323 | | 2,804,000 | 4,542,000 |
| 12. The deductions for employee benefits | 324 | | 468,854,073 | 376,948,073 |
| 13. Short-term accrued expenses | 325 | A.5.13 | 8,300,319,997 | 12,302,295,614 |
| 14. Short-term intercompany payables | 326 | | - | - |
| 15. Short-term unearned revenues | 327 | | - | - |
| 16. Short-term deposit, collateral | 328 | | - | - |
| 17. Other short-term payables | 329 | A.5.14 | 473,682,335 | 1,770,410,941 |
| 18. Provisions for short-term payables | 330 | | - | - |
| 19. Bonus and welfare fund | 331 | | - | - |
| 20. Traded government bonds again | 332 | | - | - |
| II. Long-term liabilities | 340 | | 367,800,000 | 364,541,667 |
| 1. Long-term borrowings & finance lease liabilities | 341 | | - | - |
| 1.1. Long-term borrowings | 342 | | - | - |
| 1.2. Long-term finance lease liabilities | 343 | | - | - |
| 2. Long-term financial asset borrowings | 344 | | - | - |
| 3. Long-term convertible bonds - debt component | 345 | | - | - |
| 4. Long-term issued bonds | 346 | | - | - |
| 5. Long-term suppliers payables | 347 | | - | - |
| 6. Long-term advances from customers | 348 | | - | - |
| 7. Long-term accrued expenses | 349 | | - | - |
| 8. Long-term intercompany payables | 350 | | - | - |
| 9. Long-term unearned revenues | 351 | | - | - |
| 10. Long-term deposit, collateral | 352 | | - | - |
| 11. Other long-term payables | 353 | | - | - |
| 12. Provision for long-term payables | 354 | | 367,800,000 | 364,541,667 |
| 13. Investor protection fund | 355 | | - | - |
| 14. Deferred income tax payables | 356 | | - | - |
| 15. Science and technology development fund | 357 | | - | - |

| | | | | |
|---|------------|--------|--------------------------|--------------------------|
| D. OWNER'S EQUITY (400 = 410 + 420) | 400 | | 761,105,957,445 | 745,863,734,566 |
| I. Owner's equity | 410 | | 761,105,957,445 | 745,863,734,566 |
| 1. Share capital | 411 | | 699,998,815,000 | 699,998,815,000 |
| 1.1. Contributed capital | 411.1 | | 700,000,000,000 | 700,000,000,000 |
| a. Ordinary shares | 411.1a | | 700,000,000,000 | 700,000,000,000 |
| b. Preference shares | 411.1b | | - | - |
| 1.2. Share premium | 411.2 | | - | - |
| 1.3. Convertible bonds options - Capital component | 411.3 | | - | - |
| 1.4. Other capital | 411.4 | | - | - |
| 1.5. Treasury shares (*) | 411.5 | | (1,185,000) | (1,185,000) |
| 2. Difference from revaluation of assets at fair value | 412 | | - | - |
| 3. Foreign exchange rates difference | 413 | | - | - |
| 4. Charter capital reserves | 414 | | - | - |
| 5. Fund for financial reserve and operating risk | 415 | | - | - |
| 6. Other equity funds | 416 | | - | - |
| 7. Undistributed profit/ loss | 417 | A.5.15 | 61,107,142,445 | 45,864,919,566 |
| 7.1. Profit/ loss made | 417.1 | | 62,375,468,945 | 49,156,785,709 |
| 7.2. Unrealised Profit/ loss | 417.2 | | (1,268,326,500) | (3,291,866,143) |
| II. Funding sources and other funds | 420 | | - | - |
| TOTAL LIABILITIES & OWNER'S EQUITY (440=300+400) | 440 | | 1,431,188,701,839 | 1,512,415,822,665 |

OFF-STATEMENT OF FINANCIAL POSITION ITEMS

| Items | Code | Note | Closing balance | Opening balance |
|--|-------|------|-------------------|-------------------|
| A | B | C | 1 | 2 |
| A. ASSETS OF SECURITIES COMPANY AND ASSETS MANAGEMENT UNDER COMMITMENT | | | | |
| 1. Lease fixed assets | 001 | | - | - |
| 2. Certificate of value held under trust | 002 | | - | - |
| 3. Mortgage assets | 003 | | - | - |
| 4. Doubtful debts written off | 004 | | - | - |
| 5. Foreign currencies | 005 | | - | - |
| 6. Shares in issue | 006 | | 69,999,510 | 69,999,510 |
| 7. Treasury shares | 007 | | 490 | 490 |
| 8. Financial assets listed / registered for trading at the VSD of the Securities Company | 008 | | 434,930,000 | 222,590,000 |
| 9. Financial assets deposited at VSD and not yet trading of the Securities Company | 009 | | 8,790,000 | 8,770,000 |
| 10. Financial assets awaiting for receipt of Securities Company | 010 | | 467,000,000 | 380,000,000 |
| 11. Financial assets used to correct trading mistakes of Securities Company | 011 | | - | - |
| 12. Financial assets have not been deposited in the Securities Company's VSD | 012 | | - | - |
| 13. Financial assets are entitled of Securities Company | 013 | | 150,000 | 130,000 |
| B. ASSETS AND PAYABLES ON ASSETS MANAGEMENT UNDER COMMITMENT TO CUSTOMERS | | | | |
| 1. Financial assets listed / registered for trading at the VSD of Investors | 021 | | 4,014,319,980,000 | 3,984,269,800,000 |
| a. Financial asset transfer trading free | 021.1 | | 3,873,453,720,000 | 3,671,652,630,000 |
| b. Financial asset transfer restrictions | 021.2 | | 12,522,000,000 | 206,687,280,000 |
| c. Financial assets trading pledged | 021.3 | | 59,866,560,000 | 59,866,560,000 |
| d. Financial asset freezing, seizure | 021.4 | | 70,000 | 70,000 |
| e. Financial asset awaiting for settlement | 021.5 | | 68,477,630,000 | 46,063,260,000 |
| f. Financial asset awaiting for loans | 021.6 | | - | - |
| 2. Financial assets deposited at VSD and not yet trading of the investor | 022 | | 416,403,920,000 | 291,292,200,000 |
| a. Financial asset transfer trading free | 022.1 | | 308,078,920,000 | 193,797,200,000 |
| b. Financial asset transfer restrictions | 022.2 | | 108,325,000,000 | 97,495,000,000 |
| c. Financial assets trading pledged | 022.3 | | - | - |
| d. Financial asset freezing, seizure | 022.4 | | - | - |
| 3. Financial assets awaiting for receipt of investors | 023 | | 189,924,500,000 | 45,946,400,000 |

| ITEMS | Code | Note | Quarter I (This year) | Quarter I (Last year) | Accumulated to the end of this quarter (This year) | Accumulated to the end of this quarter (Last year) |
|--|-------|--------|--------------------------|--------------------------|---|---|
| A | B | C | 1 | 2 | 3 | 4 |
| V. Expenses of sales | 61 | | - | - | - | - |
| VI. General and administration expenses | 62 | B.5.24 | 8,402,751,403 | 7,232,596,957 | 8,402,751,403 | 7,232,596,957 |
| VII. Net operating profit/(loss) (70= 20+50-40-60-61-62) | 70 | | 17,343,350,706 | 12,554,430,543 | 17,343,350,706 | 12,554,430,543 |
| VIII. Other income and expenses | | | | | | |
| 8.1. Other income | 71 | | 8,000 | 3,820,399 | 8,000 | 3,820,399 |
| 8.2. Other expenses | 72 | | - | - | - | - |
| Total Other Operating (80= 71-72) | 80 | | 8,000 | 3,820,399 | 8,000 | 3,820,399 |
| IX. Profit/(loss) before tax (90=70 + 80) | 90 | | 17,343,358,706 | 12,558,250,942 | 17,343,358,706 | 12,558,250,942 |
| 9.1. Profit made | 91 | | 15,319,819,063 | 13,178,315,932 | 15,319,819,063 | 13,178,315,932 |
| 9.2. Unrealised Profit | 92 | | 2,023,539,643 | (620,064,990) | 2,023,539,643 | (620,064,990) |
| X. Income tax expense | 100 | | 2,101,135,827 | - | 2,101,135,827 | - |
| 10.1. Income tax expense - current | 100.1 | | 2,101,135,827 | - | 2,101,135,827 | - |
| 10.2. Income tax expense - deferred | 100.2 | | - | - | - | - |
| XI. Net profit/(loss) after tax (200 = 90 - 100) | 200 | | 15,242,222,879 | 12,558,250,942 | 15,242,222,879 | 12,558,250,942 |
| XII. Other comprehensive profit/(loss) after tax | 300 | | | | | |
| 12.1. Profit/(loss) from revaluation of Available-for-sale financial assets (AFS) | 301 | | - | - | - | - |
| 12.2. Profit/(loss) from the change in exchange rates of operations in foreign countries | 302 | | - | - | - | - |
| 12.3. Profit/(loss) from revaluation of fixed assets at fair value | 303 | | - | - | - | - |
| 12.4. Profit/(loss) from other comprehensive | 304 | | - | - | - | - |
| Total comprehensive profit/(loss) | 400 | | - | - | - | - |
| XIII. Earnings per share | 500 | | | | | |
| 13.1. Basic earnings per share (VND/1 stock) | 501 | | 218 | 251 | 218 | 251 |
| 13.2. Diluted earnings per share (VND/1 stock) | 502 | | - | - | - | - |

Prepared by



Nguyen Thi An Vi

Chief Accountant



Do Thi Ai Vy



STATEMENT OF CASH FLOWS
(Indirect method)
QUARTER I / 2019

Unit: VND

| Items | Code | Note | Accumulated to the end of this quarter (This year) | Accumulated to the end of this quarter (Last year) |
|---|-----------|------|--|--|
| A | B | C | 1 | 2 |
| I. CASH FLOWS FROM OPERATING ACTIVITIES | | | | |
| 1. (Loss)/profit before tax | 01 | | 17,343,358,706 | 12,558,250,942 |
| 2. Adjustments for : | 02 | | 9,879,994,648 | 3,816,154,419 |
| - Depreciation and amortisation | 03 | | 583,853,531 | 479,060,376 |
| - Provisions | 04 | | 169,393,364 | 992,255,210 |
| - (- Profit) or (+ loss) from foreign exchange rate difference unrealized | 05 | | (2,013,000,000) | 559,500,000 |
| - Loan interest expenses | 06 | | 7,177,358,443 | 6,522,203,931 |
| - Profit/ loss from operating investment | 07 | | - | - |
| - Accrued interest | 08 | | 3,962,389,310 | (4,736,865,098) |
| - Other adjustments | 09 | | - | - |
| 3. Increase of the non-monetary expenses | 10 | | (13,160,480) | (5,958,691) |
| - Loss from financial assets revaluation recognized through profit or loss FVTPL | 11 | | (13,160,480) | (5,958,691) |
| - Loss from impairment Held-to-maturity investments (HTM) | 12 | | - | - |
| - Loss from impairment loans | 13 | | - | - |
| - Loss and revaluation differences from available-for-sale financial assets (AFS) when reclassified | 14 | | - | - |
| - Decline in the value of fixed assets | 15 | | - | - |
| - Provision expense decline in the value of long-term investments | 16 | | - | - |
| - Other loss | 17 | | - | - |
| 4. Decrease of the non-monetary revenue | 18 | | 2,620,837 | 62,932,772 |
| - Profit from financial assets revaluation recognized through profit or loss FVTPL | 19 | | 2,620,837 | 66,523,681 |
| - Profit from revaluation differences available-for-sale financial assets (AFS) when reclassified | 20 | | - | - |
| - Gains from disposal of fixed assets | 21 | | - | (3,590,909) |
| 5. Operating profit/ loss before changes in working capital | 30 | | 27,212,813,711 | 16,431,379,442 |
| - (-) Increase/ (+) decrease of financial assets recognized through profit or loss (FVTPL) | 31 | | (458,559,407) | 3,233,960,320 |
| - (-) Increase/ (+) decrease of held-to-maturity investments (HTM) | 32 | | - | - |
| - (-) Increase/ (+) decrease of loans | 33 | | 3,290,161,944 | (182,536,154,165) |
| - (-) Increase/ (+) decrease of available-for-sale financial assets (AFS) | 34 | | - | - |
| - (-) Increase/ (+) decrease receivables sale financial assets | 35 | | - | - |
| - (-) Increase/ (+) decrease receivables and accrued dividends, interest financial assets | 36 | | - | - |
| - (-) Increase/ (+) decrease of receivable from services provided by securities company | 37 | | (18,050,920,182) | 14,931,866,552 |
| - (-) Increase/ (+) decrease transaction errors receivables financial assets | 38 | | - | - |
| - (-) Increase/ (+) decrease of other receivables | 39 | | 142,489,238 | (285,094,155) |
| - (-) Increase/ (+) decrease of other assets | 40 | | (2,719,819,845) | (2,484,410,790) |
| - (+) Increase/ (-) decrease accrued expenses | 41 | | (4,153,662,532) | (3,807,879,109) |
| - (-) Increase/ (+) decrease prepaid expenses | 42 | | 445,763,321 | 903,165,847 |
| - (-) CIT paid to State Treasury | 43 | | - | - |
| - (-) Loan interests already paid | 44 | | (7,025,671,528) | (6,386,207,826) |
| - (+) Increase/ (-) decrease of payable to suppliers | 45 | | (623,039,145) | (415,864,278) |
| - (+) Increase/ (-) decrease the deductions for employee benefits | 46 | | 91,906,000 | (4,264,300) |
| - (+) Increase/ (-) decrease of taxes payable to State Treasury | 47 | | 404,828,930 | 294,162,921 |
| - (+) Increase/ (-) decrease payables to employees | 48 | | (1,738,000) | 1,654,000 |

| | | | |
|--|------------|--------------------------|--------------------------|
| - (+) Increase/ (-) decrease payable for financial assets trading errors | 49 | - | - |
| - (+) Increase/ (-) decrease of other payable | 50 | 26,764,326,558 | 32,185,124,816 |
| - Other proceeds from operating activities | 51 | - | - |
| - Other payments for operating activities | 52 | - | - |
| Net cash flows from operating activities | 60 | 25,318,879,063 | (127,938,560,725) |
| II. CASH FLOWS FROM INVESTING ACTIVITIES | | | |
| 1. Payments for purchases, construction of fixed assets and other long-term assets | 61 | (2,787,054,600) | - |
| 2. Proceeds from disposals of fixed assets and other long-term assets | 62 | - | 3,590,909 |
| 3. Payments for investments in subsidiaries, joint ventures, affiliate | 63 | - | - |
| 4. Proceeds from investments in subsidiaries, joint ventures, affiliate | 64 | - | - |
| 5. Receipts of dividends, and profit shared | 65 | - | - |
| Net cash flows from investing activities | 70 | (2,787,054,600) | 3,590,909 |
| III. CASH FLOWS FROM FINANCING ACTIVITIES | | | |
| 1. Proceeds from stock issuance, capital contributions from shareholders | 71 | - | - |
| 2. Payments for capital contributions, re-purchases of stocks already issued | 72 | - | - |
| 3. Borrowings | 73 | 1,046,307,173,654 | 1,213,304,317,910 |
| 3.1. Borrowings from Payment Support Fund | 73.1 | - | - |
| 3.2. Other borrowings | 73.2 | 1,046,307,173,654 | 1,213,304,317,910 |
| 4. Payments for borrowings | 74 | (1,166,097,673,654) | (1,209,441,500,819) |
| 4.1. Payments for borrowings from Payment Support Fund | 74.1 | - | - |
| 4.2. Payments for financial assets borrowings | 74.2 | - | - |
| 4.3. Payments for other borrowings | 74.3 | (1,166,097,673,654) | (1,209,441,500,819) |
| 5. Payments to financial lease | 75 | - | - |
| 6. Dividends, profit paid to owners | 76 | - | - |
| Net cash flows from financing activities | 80 | (119,790,500,000) | 3,862,817,091 |
| IV. Net cash flows during the period | 90 | (97,258,675,537) | (124,072,152,725) |
| V. Cash and cash equivalents at the beginning of the period | | | |
| - Cash | 101.1 | 2,338,977,154 | 180,489,473,202 |
| - Cash equivalents | 101.2 | 185,949,868,312 | 120,731,542,129 |
| - The effect of changes in foreign exchange rates | 102 | - | - |
| VI. Cash and cash equivalents at the end of the period | 103 | 91,030,169,929 | 177,148,862,606 |
| - Cash | 103.1 | 9,430,169,929 | 23,444,279,273 |
| - Cash equivalents | 103.2 | 81,600,000,000 | 153,704,583,333 |
| - The effect of changes in foreign exchange rates | 104 | - | - |

CASH FLOWS RELATING TO BROKERAGE AND ENTRUSTED ACTIVITIES OF CUSTOMERS

| Items | Code | Note | Accumulated to the end of this quarter (This year) | Accumulated to the end of this quarter (Last year) |
|--|-----------|------|--|--|
| A | B | C | 1 | 2 |
| I. Cash flows relating to brokerage and entrusted activities of customers | | | | |
| 1. Proceeds from sale of securities brokerage for customers | 01 | | 3,563,062,237,527 | 3,998,795,083,975 |
| 2. Payments to purchase of securities brokerage for customers | 02 | | (3,570,853,489,100) | (4,372,021,072,300) |
| 3. Proceeds from sale of entrusted securities by customers | 03 | | - | - |
| 4. Payments to purchase of entrusted securities by customers | 04 | | - | - |
| 5. Proceeds from loans Payment Support Fund | 05 | | - | - |
| 6. Payments for loans Payment Support Fund | 06 | | - | - |
| 7. Deposits received to settle securities transactions of customers | 07 | | 5,090,473,707,726 | 6,112,166,309,450 |
| 8. Payment to settle securities transactions of customers | 08 | | (5,063,091,886,295) | (5,753,788,204,335) |
| 9. Deposits to entrusted activities of customers | 09 | | - | - |
| 10. Payment to entrusted activities of customers | 10 | | - | - |
| 11. Payments custody fees | 11 | | (183,435,698) | (168,561,880) |
| 12. Proceeds from securities trading errors | 12 | | - | - |
| 13. Payments to securities trading errors | 13 | | - | - |
| 14. Proceeds from issuers | 14 | | - | - |
| 15. Payments to issuers | 15 | | - | - |
| Net cash flows during the period | 20 | | 19,407,134,160 | (15,016,445,090) |
| II. Cash and cash equivalents at the beginning of the period of customers | | | | |
| Cash in banks at the beginning of the period: | 31 | | 52,098,812,046 | 276,481,747,714 |
| - Deposits of investors on securities trading is managed by Securities Company | 32 | | 52,098,812,046 | 276,481,747,714 |
| Inside with term | | | - | - |
| - Deposit of securities trading synthetic for customers | 33 | | - | - |
| - Deposit of securities trading clearing and settlement | 34 | | - | - |
| - Deposits of the issuers | 35 | | - | - |
| Inside with term | | | - | - |
| - Cash equivalents | 36 | | - | - |
| The effect of changes in foreign exchange rates | 37 | | - | - |
| III. Cash and cash equivalents at the end of the period of customers | | | | |
| Cash in banks at the end of the period: | 41 | | 71,505,946,206 | 261,465,302,624 |
| - Deposits of investors on securities trading is managed by Securities Company | 42 | | 71,505,946,206 | 261,465,302,624 |
| Inside with term | | | - | - |
| - Deposit of securities trading synthetic for customers | 43 | | - | - |
| - Deposit of securities trading clearing and settlement | 44 | | - | - |
| - Deposits of the issuers | 45 | | - | - |
| Inside with term | | | - | - |
| - Cash equivalents | 46 | | - | - |
| The effect of changes in foreign exchange rates | 47 | | - | - |

Prepared by



Nguyen Thi An Vi

Chief Accountant



Do Thi Ai Vy

HCMC, 17/04/2019
General Director



Chen Chia Ken

PHU HUNG SECURITIES CORPORATION

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Form B04 - CTCK

Circular No. 33/2016/TT-BTC dated 27 December 2016 issued by the
Ministry of Finance

STATEMENT OF CHANGES IN OWNERS' EQUITY
QUARTER II / 2019

| Items | Note | Opening balance | | Increase/Decrease | | | | Closing balance | |
|---|------|------------------------|------------------------|------------------------|--------------------------|-----------------------|----------|------------------------|------------------------|
| | | Last year | This year | Last year | | This year | | Last year | This year |
| | | | | Increase | Decrease | Increase | Decrease | | |
| I. Movements of Owner's equity | | | | | | | | | |
| 1. Owner's equity | | 500,000,000,000 | 700,000,000,000 | 180,000,000,000 | (180,000,000,000) | - | - | 500,000,000,000 | 700,000,000,000 |
| 1.1. Ordinary shares | | 320,000,000,000 | 700,000,000,000 | 180,000,000,000 | - | - | - | 500,000,000,000 | 700,000,000,000 |
| 1.2. Preference shares | | - | - | - | - | - | - | - | - |
| 1.3. Share premium | | - | - | - | - | - | - | - | - |
| 1.4. Convertible bonds options | | - | - | - | - | - | - | - | - |
| 1.5. Other capital | | 180,000,000,000 | - | - | (180,000,000,000) | - | - | - | - |
| 2. Treasury shares (*) | | (1,185,000) | (1,185,000) | - | - | - | - | (1,185,000) | (1,185,000) |
| 3. Charter capital reserves | | - | - | - | - | - | - | - | - |
| 4. Financial reserved fund | | - | - | - | - | - | - | - | - |
| 5. Difference upon asset revaluation | | - | - | - | - | - | - | - | - |
| 6. Foreign exchange rate difference | | - | - | - | - | - | - | - | - |
| 7. Other funds | | - | - | - | - | - | - | - | - |
| 8. Undistributed profit/ loss | | 8,414,936,436 | 45,864,919,566 | 13,178,315,932 | (620,064,990) | 15,242,222,879 | - | 20,973,187,378 | 61,107,142,445 |
| 8.1. Profit/ loss made | | 8,413,173,967 | 49,156,785,709 | 13,178,315,932 | - | 13,218,683,236 | - | 21,591,489,899 | 62,375,468,945 |
| 8.2. Unrealised Profit/ loss | | 1,762,469 | (3,291,866,143) | - | (620,064,990) | 2,023,539,643 | - | (618,302,521) | (1,268,326,500) |
| Total | | 508,413,751,436 | 745,863,734,566 | 193,178,315,932 | (180,620,064,990) | 15,242,222,879 | - | 520,972,002,378 | 761,105,957,445 |
| II. Other comprehensive profit/(loss) | | | | | | | | | |
| 1. Profit/(loss) from revaluation of Available-for-sale financial assets (AFS) | | | | | | | | | |
| 2. Profit/(loss) from revaluation at fair value | | | | | | | | | |
| 3. Profit/(loss) from the change in exchange rates of operations in foreign countries | | | | | | | | | |
| 4. Profit/(loss) from other comprehensive | | | | | | | | | |
| Total | | | | | | | | | |

Prepared by

Nguyễn Thị An Vi

Nguyễn Thị An Vi

Chief Accountant

Do Thi Ai Vy

Do Thi Ai Vy



Chert Chia Ken



PHU HUNG SECURITIES CORPORATION

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Form B09 - CTCK
Circular No. 334/2016/TT-BTC
dated 27/12/2016 of the Ministry of Finance

NOTES TO THE FINANCIAL STATEMENTS

Quarter 1/2019

1. Operational characteristics

1.1. Licence to establish and operate Phu Hung Securities Corporation (the "Company") No. 122 / GP-SSC by State Securities Committee on 20 January, 2016. The Company was established on the basis of consolidating Phu Hung Securities Corporation and An Thanh Securities Joint Stock Company.

1.2. Address: 03rd Floor, CR3-03A, 109 Ton Dat Tien, Tan Phu Ward, District 7, HCMC, VN

1.3. Charter companies dated 04/10/2018.

1.4. The main features of the operating company

(a) Ownership Structure

The Company is incorporated as a joint stock company incorporated in Vietnam.

(b) Principal activities

The principal activities of the Company are to carry out securities brokerage activities, securities dealing activities, securities investment advisory, securities custody and securities underwriting.

(b) Company structure

Head Office : 03rd Floor, CR3-03A, 109 Ton Dat Tien, Tân Phú Ward, District 7, HCMC, VN

District 3 Branch : 02nd Floor, Phuong Nam Building, 157 Vo Thi Sau Street, Ward 6, District 3, Ho Chi Minh City.

Tan Binh Branch : Ground Floor, E-Town 2 Building, 364 Cong Hoa Street, Ward 13, Tan Binh District, Ho Chi Minh City.

Phu My Hung Transsction Office : Ground Floor, CR2-08, 107 Ton Dat Tien, Tan Phu Ward, District 7, HCMC, VN

Ha Noi Branch : 03rd Floor, Naforimex Building, 19 Ba Trieu, Hoàn Kiếm District, Ha Noi

Thanh Xuan Branch : 05th Floor, UDIC Complex Building, N04 Hoang Dao Thuy, Trung Hoa Ward, Cau Giay District, Ha Noi.

Hai Phong Branch : 02nd Floor, 18 Tran Hung Dao Street, Hoang Van Thu Ward, Hong Bang District, Hai Phong City

As at 31 Mar 2019, the Company had 195 employees.

2. Accounting period, Accounting currency

2.1. Accounting period

a. The annual accounting period of the Company is from 1 January to 31 December.

b. The first financial period begins from 20 January 2016.

2.2. Accounting currency

The financial statements are prepared and presented in Vietnam Dong ("VND").

3. Accounting Standards and Accounting System for enterprises

3.1. Adoption accounting System

Adoption accounting System based on Circular No. 210/2014/TT-BTC dated 30 December 2014 ("Circular 210") issued by the Ministry of Finance on the promulgation of accounting guidance for securities companies and Circular No. 334/2016/TT-BTC dated 27 December 2016 issued by the Ministry of Finance amending, supplementing and superseding Appendix 02 and Appendix 04 of Circular 210.

3.2. Statement of compliance

The financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular No. 210/2014/TT-BTC dated 30 December 2014 ("Circular 210") issued by the Ministry of Finance on the promulgation of accounting guidance for securities companies and Circular No. 334/2016/TT-BTC dated 27 December 2016 issued by the Ministry of Finance amending, supplementing and superseding Appendix 02 and Appendix 04 of Circular 210 and the relevant statutory requirements applicable to financial reporting.

4. Significant accounting policies

4.1. Recognition of cash and cash equivalents

4.1.1. Record capital in cash :

Cash comprises cash on hand, cash in banks and cash deposits for securities transactions clearing and settlement of the Company.

Cash equivalents are short-term investments with term to maturity of not more than 3 months, which are readily convertible to known amount of cash and are subject to an insignificant risk of changes in value from the acquisition date at reporting date.

4.1.2 . Methods of converting other currencies into the currency used in accounting :

Transactions in currencies other than VND during the year have been translated into VND at actual rates of exchange ruling at the transaction dates.

Monetary assets and liabilities denominated in currencies other than VND are translated into VND at the buying rates and selling rates at the end of the accounting period quoted by the commercial bank where the Company most frequently conducts transactions.

All foreign exchange differences are recorded in the statement of income.

4.2. Classification of financial assets: (FVTPL, HTM, Loans, AFS)

4.2.1 Financial assets recognized through profit / loss (FVTPL)

Financial assets are recognized through profit / loss is a financial asset satisfies one of the following conditions:

- It is considered by management as held for trading. A financial liability is considered as held for trading if:
 - it is incurred principally for the purpose of repurchasing it in the near term;
 - there is evidence of a recent pattern of short-term profit-taking; or
 - a derivative (except for a derivative that is financial guarantee contract or a designated and effective hedging instrument).
- Upon initial recognition, it is designated by the Company as financial liability at fair value through profit or loss.

4.2.2 Held-to-maturity investments (HTM)

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and a fixed maturity that the Company has the positive intention and ability to hold to maturity, other than:

- those that the Company on initial recognition designates as financial assets at fair value through profit or loss;
- those that the Company designates as available-for-sale financial assets; and
- those that meet the definition of loans and receivables.

4.2.3 Loans

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than those:

4.2.4 Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are designated as available-for-sale or those are not classified as:

- loans and receivables.
- held-to-maturity investments; or
- financial assets at fair value through profit or loss;

4.3. Principles and methods of accounting recognition of the value revaluation of investments at market prices or fair value (in the absence of market value) (compliance with the current regulations of the securities laws stock) or historical cost:

Listed trading securities are stated at cost less allowance for diminution in value by reference to closing prices of securities from the Ho Chi Minh City Stock Exchange and the Hanoi Stock Exchange at the latest trading date prior to the reporting date.

Trading securities registered for trading in UPCOM are stated at cost less allowance for diminution in value by reference to closing prices of securities from UPCOM at the latest trading date prior to the reporting date.

Unlisted trading securities which are actively traded on over-the-counter market (“OTC market”) are stated at cost less allowance for diminution in value by reference to the average transaction price of the latest transaction prices from three securities companies within one month prior to the reporting date.

Unlisted trading securities which are not actively traded on the OTC market are stated at cost, less any allowance for diminution in value considered necessary by the management. The management determines the allowance for diminution in value after giving consideration to cost, market conditions, current and projected operating performance and expected cash flows.

4.4. Principles and methods of accounting of receivables

Receivables from sales of financial assets and services rendered and other receivables are stated at cost less allowance for doubtful debts

The allowance for doubtful debts based on overdue status is made in accordance with Circular No. 228/2009/TT-BTC dated 7 December 2009 issued by Ministry of Finance.

For overdue debts, the management also assesses the expected recovery of the debts in determining the allowance

Allowance for doubtful debts based on the expected losses of undue debts is determined by the management after giving consideration to the recovery of these debts.

4.5. Tangible fixed assets

Cost

Tangible fixed assets are stated at cost less accumulated depreciation. The initial cost of a tangible fixed asset comprises its purchase price, including import duties, non-refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition and location for its intended use. Expenditures incurred after tangible fixed assets have been put into operation, such as repairs and maintenance and overhaul costs, are normally charged to income in the period in which the costs are incurred. In situations where it can be clearly demonstrated that the expenditures have resulted in an increase in the future economic benefits expected to be obtained from the use of tangible fixed assets beyond their originally assessed standard of performance, the expenditures are capitalised as an additional cost of tangible fixed assets.

Depreciation

Depreciation is computed on a straight-line basis over the estimated useful lives of tangible fixed assets. The estimated useful lives are as follows:

- leasehold improvements 5 - 7 years
- office equipment 3 - 7 years

4.6. Intangible fixed assets

Software

Cost of acquiring new software, which is not an integral part of the related hardware, is capitalised and treated as an intangible asset. Software costs are amortised on a straight-line basis over 3 to 7 years.

4.7. Principles and methods of accounting for liabilities

Trade and other payables are stated at their cost.

4.8. Principles and methods of accounting corporate income tax

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in the statement of income except to the extent that it relates to items recognised directly to equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income for the period, using tax rates enacted at the reporting date, and any adjustment to tax payable in respect of previous periods.

Deferred tax is provided for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities using tax rates enacted or substantively enacted at the reporting date.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the temporary differences asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

4.9. Principles and methods of accounting recognition of equity

Ordinary shares are stated at par value. Incremental costs directly attributable to the issue of ordinary shares are recognised as a deduction from equity.

4.10. Principles and accounting methods recognized income and revenue

Income from financial assets recognized through profit / loss (FVTPL)

Income from financial assets recognized through profit / loss (FVTPL) are recognized in comprehensive income statement based on the difference increase between the sale price and the purchase price according to the amount of financial assets FVTPL sold is determined according to the weighted average method at the end of the trading day. Income from selling of financial assets is income made.

The difference increases due to revaluation of financial assets FVTPL according to the fair value. Earnings revaluation of financial assets FVTPL unrealized income.

Income from investments held to maturity (HTM)

As interest income on bank deposits with a term is recognized in the comprehensive income statement on an accruals basis.

Interest income from loans

As income from selling payment in advance to customers for securities trading activities and loans for margin trading are recognized in comprehensive income statement on an accruals basis.

Revenue from securities brokerage

Revenue from securities brokerage activities is recognised in the statement of income when the securities transaction of the customer has been processed.

Revenue from advisory

Revenue from advisory activities is recognised in the statement of income in proportion to the stage of completion of the transaction at the reporting date. The stage of completion is assessed by reference to work performed.

4.11. Principles recognized revenue financial

Revenue from bank interest is not fixed is recognized in the statement of operations when the transaction was actually incurred.

Dividend income is recognised in the statement of income when the Company's right to receive dividends is established.

4.12. Principles recognized revenue expenses

Interest expense is recognised in the statement of income on an accrual basis, recorded monthly based on the loan amount, loan interest rate and the number of actual days.

5. Notes to the financial statements

A. Notes to balance sheet

A. 5.1. Cash and cash equivalents

| | 31/03/2019 | 31/12/2018 |
|--------------------|-----------------------|------------------------|
| - Cash on hand | 8,072,255 | 3,453,255 |
| - Cash in banks | 9,422,097,674 | 2,335,523,899 |
| - Cash equivalents | 81,600,000,000 | 185,949,868,312 |
| | 91,030,169,929 | 188,288,845,466 |

A. 5.2. Volume and value of transactions during the period

| | Volume of transactions during quarter 1/2019 | Value of transactions during quarter 1/2019 |
|-------------------------------|---|--|
| a) The Company | | |
| - Shares | 1,688,272 | 56,268,394,867 |
| | 1,688,272 | 56,268,394,867 |
| b) Investors/customers | | |
| - Shares | 441,614,928 | 7,160,790,855,727 |
| - Others | 95,830 | 1,394,893,800 |
| | 441,710,758 | 7,162,185,749,527 |

A. 5.3. The type of financial assets

5.3.1 Financial assets recognized through profit or loss (FVTPL):

| | 31/03/2019 | | 31/12/2018 | |
|-----------------|----------------------|----------------------|----------------------|----------------------|
| | Book value | Fair value | Book value | Fair value |
| Listed shares | 3,060,636,858 | 3,043,310,358 | 2,602,077,451 | 2,574,211,308 |
| Unlisted shares | 4,985,282 | 4,985,282 | 4,985,282 | 4,985,282 |
| | 3,065,622,140 | 3,048,295,640 | 2,607,062,733 | 2,579,196,590 |

5.3.2 Held-to-maturity investments (HTM)

| | 31/03/2019 | 31/12/2018 |
|--|-----------------------|-----------------------|
| Term deposits more than 3 months to 1 year | 80,000,000,000 | 80,000,000,000 |
| | 80,000,000,000 | 80,000,000,000 |

5.3.3 Loans and receivables

| | 31/03/2019 | | 31/12/2018 | |
|--|--------------------------|------------|--------------------------|------------|
| | Book value | Fair value | Book value | Fair value |
| Margin loans | 1,141,173,918,538 | - | 1,148,258,560,312 | - |
| Receivables from selling advances to customers | 30,703,872,505 | - | 26,909,392,675 | - |
| | 1,171,877,791,043 | - | 1,175,167,952,987 | - |

5.3.4 The changes of investments due to revaluation at the market prices or book value (for investment without market value) at the end of the period.

The changes of market value or the value of the type financial assets

| No. | Items | 31/03/2019 | | | | Revaluation value |
|------------|----------------------------------|--------------------|---------------|-------------------------|------------|-------------------|
| | | The purchase price | Market value | Revaluation differences | | |
| | | | | Increase | Decrease | |
| A | B | 1 | 2 | 3 | 4 | 5=(1+3-4) |
| I | FVTPL | | | | | |
| 1 | Listed shares | 3,060,636,858 | 3,043,310,358 | 18,870,920 | 36,197,420 | 3,043,310,358 |
| 2 | Unlisted shares | 4,985,282 | - | - | - | 4,985,282 |
| II | HTM | | | | | |
| 1 | Term deposits more than 3 months | 80,000,000,000 | - | - | - | 80,000,000,000 |
| III | Loans and receivables | | | | | |
| 1 | Loans receivables | 1,171,877,791,043 | - | - | - | 1,171,877,791,043 |

| A. 5.4. Receivables | 31/03/2019 | 31/12/2018 |
|--|-----------------------|-----------------------|
| - Receivables and accrued dividends, interest financial assets | 28,435,128,041 | 32,397,517,351 |
| - Receivable from securities trading activities | 33,777,936,145 | 15,727,015,963 |
| <i>Receivable from securities custody</i> | 690,960,100 | 524,410,403 |
| <i>Receivable from securities brokerage</i> | 217,498,748 | 163,902,263 |
| <i>Other receivable from securities trading activities</i> | 32,869,477,297 | 15,038,703,297 |
| - Other receivable | 12,793,498,910 | 12,935,988,148 |
| | <u>75,006,563,096</u> | <u>61,060,521,462</u> |

A. 5.5. Provision for diminution in value of collateral and doubtful debts

| | 31/03/2019 | 31/12/2018 |
|---|-----------------------|-----------------------|
| Opening balance | 15,341,329,147 | 13,006,997,312 |
| Increase in provision during the period | 428,778,203 | 2,744,895,412 |
| Reversal of provision during the period | (259,384,839) | (410,563,577) |
| Allowance utilized during the period | - | - |
| Closing balance | <u>15,510,722,511</u> | <u>15,341,329,147</u> |

A. 5.6. Tangible fixed assets

| Items | 31/03/2019 | | |
|---------------------------------|---------------------------------|-------------------------|-----------------------|
| | Buildings and structures | Office equipment | Total |
| Cost | | | |
| Opening balance | 1,734,108,818 | 22,274,342,712 | 24,008,451,530 |
| - Additions | - | 2,787,054,600 | 2,787,054,600 |
| Closing balance | <u>1,734,108,818</u> | <u>25,061,397,312</u> | <u>26,795,506,130</u> |
| Accumulated depreciation | | | |
| Opening balance | 1,734,108,818 | 18,395,569,176 | 20,129,677,994 |
| - Charge for the period | - | 332,600,669 | 332,600,669 |
| Closing balance | <u>1,734,108,818</u> | <u>18,728,169,845</u> | <u>20,462,278,663</u> |
| Net book value | | | |
| Opening balance | - | 3,878,773,536 | 3,878,773,536 |
| Closing balance | - | <u>6,333,227,467</u> | <u>6,333,227,467</u> |

Included in the cost of tangible fixed assets were assets costing VND18,547,264,870 which were fully depreciated as of 31 Mar 2019, but which are still in active use.

A. 5.7. Intangible fixed assets

| Items | 31/03/2019 |
|---------------------------------|----------------------|
| | Software |
| Cost | |
| Opening balance | 8,161,659,400 |
| Closing balance | <u>8,161,659,400</u> |
| Accumulated depreciation | |
| Opening balance | 4,672,431,830 |
| - Charge for the period | 251,252,862 |
| Closing balance | <u>4,923,684,692</u> |
| Net book value | |
| Opening balance | 3,489,227,570 |
| Closing balance | <u>3,237,974,708</u> |

Included in the cost of intangible fixed assets were assets costing VND1,305,495,000 which were fully depreciated as of 31 Mar 2019, but which are still in active use.

| | | |
|---|------------------------|------------------------|
| A. 5.8. Prepaid expenses | | |
| a. Short-term prepayments | 31/03/2019 | 31/12/2018 |
| Prepaid expenses for software | 189,913,800 | 393,824,438 |
| Prepaid rental fees | 64,641,204 | 364,844,035 |
| Other prepayments | 949,030,174 | 644,744,986 |
| | 1,203,585,178 | 1,403,413,459 |
| b. Long-term prepayments | 31/03/2019 | 31/12/2018 |
| Tools and instruments | 1,652,502,294 | 1,802,738,222 |
| Other prepayments | 2,156,865,966 | 2,252,565,078 |
| | 3,809,368,260 | 4,055,303,300 |
| A. 5.9. Deposits at Payment Support Fund | | |
| | 31/03/2019 | 31/12/2018 |
| Opening balance | 4,464,116,068 | 2,054,149,278 |
| Deposits made during the period | 2,280,686,961 | 2,303,606,256 |
| Interest received during the period | 219,313,039 | 106,360,534 |
| | 6,964,116,068 | 4,464,116,068 |
| A. 5.10. Borrowings | | |
| | 31/03/2019 | 31/12/2018 |
| Short-term borrowings (*) | 524,611,500,000 | 644,402,000,000 |
| Foreign exchange differences | 1,251,000,000 | 3,264,000,000 |
| | 525,862,500,000 | 647,666,000,000 |

(*) Detailed object:

| Name | Interest rate | Opening balance | Receipts | Payments | Closing balance |
|---|---------------|------------------------|--------------------------|--------------------------|------------------------|
| Joint Stock Commercial Bank for Investment and Development of Vietnam | 7.8% | - | 706,572,673,654 | 706,572,673,654 | - |
| Orient Commercial Joint Stock Bank | 6.5%~8.3% | - | 85,500,000,000 | 85,500,000,000 | - |
| Indovina Bank | 6.8% | - | 54,000,000,000 | 54,000,000,000 | - |
| Mega Bank - HCM Branch | 5.1%~5.3% | 20,000,000,000 | 30,000,000,000 | 40,000,000,000 | 10,000,000,000 |
| Mega International Commercial Bank Co.,LTD. | 4.38% | 25,723,500,000 | - | - | 25,723,500,000 |
| First Commercial Bank | 7.00%~7.25% | 16,000,000,000 | - | 16,000,000,000 | - |
| First Commercial Bank - Taiwan | 4.38%~4.85% | 36,068,500,000 | 10,462,500,000 | - | 46,531,000,000 |
| CTBC Bank | 7.0% | 30,000,000,000 | - | 30,000,000,000 | - |
| Cathay United Bank - Chu Lai Branch | 5.75% | 40,000,000,000 | - | 40,000,000,000 | - |
| Cathay United Bank - NewYork | 3.8%~4.006% | 114,025,000,000 | - | 114,025,000,000 | - |
| Chang Hwa Commercial Bank | 3.8%~4.25% | 114,025,000,000 | - | - | 114,025,000,000 |
| Shanghai Bank- Dong Nai Branch | 7.4%~7.7% | 20,000,000,000 | 20,000,000,000 | 20,000,000,000 | 20,000,000,000 |
| Shanghai Bank- Hong Kong Branch | 4.57%~4.80% | 46,700,000,000 | 36,022,000,000 | - | 82,722,000,000 |
| Yuanta Commercial Bank Co., Ltd. | 3.89%~4.25% | 116,860,000,000 | - | - | 116,860,000,000 |
| E.SUN Bank - Dong Nai Branch | 6.82%~6.94% | 30,000,000,000 | - | 30,000,000,000 | - |
| Entie Commercial Bank | 4.35% | - | 69,750,000,000 | - | 69,750,000,000 |
| SinoPac Bank | 6.0% | - | 30,000,000,000 | 30,000,000,000 | - |
| Fubon Bank | 5.65% | - | 4,000,000,000 | - | 4,000,000,000 |
| Phu Lap Investment Consultant Company Limited | 8.7% | 35,000,000,000 | - | - | 35,000,000,000 |
| Total | | 644,402,000,000 | 1,046,307,173,654 | 1,166,097,673,654 | 524,611,500,000 |

| | | |
|--|------------------------|------------------------|
| A. 5.11. Accounts payable for securities trading activities | | |
| | 31/03/2019 | 31/12/2018 |
| Clearing and settlement of securities transactions | 1,026,995,000 | 1,788,040,000 |
| Settlements of securities transactions by customers | 129,103,605,600 | 100,833,582,700 |
| Other payables | 548,968,400 | 149,469 |
| | 130,679,569,000 | 102,621,772,169 |
| A. 5.12. Taxes payable to State Treasury | | |
| | 31/03/2019 | 31/12/2018 |
| Personal income tax | 1,684,684,234 | 1,275,309,849 |
| Output VAT | - | 4,545,455 |
| Corporate income tax | 2,101,135,827 | - |
| | 3,785,820,061 | 1,279,855,304 |

| | 31/03/2019 | 31/12/2018 |
|---|--------------------------|--------------------------|
| A. 5.13. Accrued expenses | | |
| Employee costs | 2,438,812,198 | 7,121,585,196 |
| Interest expense | 1,430,200,725 | 1,278,513,810 |
| Securities transactions fees | 1,095,711,307 | 968,216,888 |
| Consulting fees | 10,559,684 | 122,473,362 |
| Others | 3,325,036,083 | 2,811,506,358 |
| | 8,300,319,997 | 12,302,295,614 |
| A. 5.14. Other payables | | |
| Payables to customers | 2,337,355 | 2,337,355 |
| Other payables | 471,344,980 | 1,768,073,586 |
| | 473,682,335 | 1,770,410,941 |
| A. 5.15. Undistributed profit/ (loss) | | |
| Profit/ (loss) made | 62,375,468,945 | 49,156,785,709 |
| Unrealised Profit/ (loss) | (1,268,326,500) | (3,291,866,143) |
| | 61,107,142,445 | 45,864,919,566 |
| A. 5.16. Deposits of customers | | |
| 1. Deposits of investors about securities transaction deposits is managed by Securities Company | 71,505,946,206 | 52,098,812,046 |
| 1.1 Deposits of domestic investors about securities transaction deposits is managed by Securities Company | 66,196,087,450 | 46,829,340,445 |
| 1.2 Deposits of foreign investors about securities transaction deposits is managed by Securities Company | 5,309,858,756 | 5,269,471,601 |
| | 71,505,946,206 | 52,098,812,046 |
| A. 5.17. Payable for investors | | |
| 1. Payable for investors - Deposits of investors about securities transaction deposits is managed by Securities Company | 71,505,946,206 | 52,098,812,046 |
| 1.1 Domestic investors | 66,196,087,450 | 46,829,340,445 |
| 1.2 Foreign investors | 5,309,858,756 | 5,269,471,601 |
| | 71,505,946,206 | 52,098,812,046 |
| A. 5.18. Payable of investors about securities trading activities | | |
| 1. Payable brokerage fees | 217,498,748 | 163,902,263 |
| 2. Payable custody fees | 690,960,100 | 524,410,403 |
| 3. Other payable | 819,697 | 65,697 |
| | 909,278,545 | 688,378,363 |
| A. 5.19. Payable of investors about loans | | |
| 1. Payable margin | 1,165,278,240,279 | 1,177,651,766,712 |
| 1.1. Payable original margin | 1,141,173,918,538 | 1,148,258,560,312 |
| a. Payable original margin of domestic investors | 1,141,173,918,538 | 1,148,258,560,312 |
| b. Payable original margin of foreign investors | - | - |
| 1.2. Payable interest margin | 24,104,321,741 | 29,393,206,400 |
| a. Payable interest margin of domestic investors | 24,104,321,741 | 29,393,206,400 |
| b. Payable interest margin of foreign investors | - | - |
| 2. Payable selling advances | 30,703,872,505 | 26,909,392,675 |
| 2.1. Payable original selling advances | 30,703,872,505 | 26,909,392,675 |
| a. Payable original selling advances of domestic investors | 30,703,872,505 | 26,909,392,675 |
| b. Payable original selling advances of foreign investors | - | - |
| | 1,195,982,112,784 | 1,204,561,159,387 |

B. NOTES OF STATEMENT OF INCOME

B 5.20. INCOME

5.20.1. Interest/ loss from selling financial assets

| No. | Items | Quantity | Selling price | Total | Cost prices the weighted average of the end of trading day | Interest/ loss from selling financial assets | Accumulated Interest/ loss from selling financial assets |
|-----|---------------|----------------|---------------|-----------------------|--|--|--|
| A | B | 1 | 2 | 3=1*2 | 4 | 5=3-4 | 6 |
| 1 | Listed shares | 829,170 | 33,778 | 28,007,856,000 | 27,801,979,460 | 205,876,540 | 205,876,540 |
| | Total | 829,170 | | 28,007,856,000 | 27,801,979,460 | 205,876,540 | 205,876,540 |

5.20.2. Revaluation differences financial assets

| No. | Items | The purchase price | Market price or fair value | Revaluation differences of this period | Revaluation differences previous period | Adjustment in the accounting books of this period |
|----------|-------------------|----------------------|----------------------------|--|---|---|
| A | B | C | D | E=D-C | F | G=E-F |
| I | Loại FVTPL | | | | | |
| 1 | Listed shares | 3,060,636,858 | 3,043,310,358 | (17,326,500) | (27,866,143) | 10,539,643 |
| 2 | Unlisted shares | 4,985,282 | 4,985,282 | - | - | - |
| | Total | 3,065,622,140 | 3,048,295,640 | (17,326,500) | (27,866,143) | 10,539,643 |

5.20.3. Dividends and interest arising from financial assets FVTPL, HTM, AFS

| | Quarter 1/2019 | Quarter 1/2018 | Accumulated to the end of this quarter (This year) | Accumulated to the end of this quarter (Last year) |
|--------------------------------------|-----------------------|-----------------------|--|--|
| Dividends | 279,200 | 33,219,700 | 279,200 | 33,219,700 |
| Interest from term deposits at banks | 2,431,543,893 | 2,424,654,451 | 2,431,543,893 | 2,424,654,451 |
| Interest from loans | 33,550,506,887 | 24,597,526,309 | 33,550,506,887 | 24,597,526,309 |
| | 35,982,329,980 | 27,055,400,460 | 35,982,329,980 | 27,055,400,460 |

5.20.4. Other operating revenues

| | Quarter 1/2019 | Quarter 1/2018 | Accumulated to the end of this quarter (This year) | Accumulated to the end of this quarter (Last year) |
|--------------------------|--------------------|--------------------|--|--|
| Other operating revenues | 355,127,081 | 403,018,186 | 355,127,081 | 403,018,186 |
| | 355,127,081 | 403,018,186 | 355,127,081 | 403,018,186 |

B 5.21. Revenues from financial operating

| | Quarter 1/2019 | Quarter 1/2018 | Accumulated to the end of this quarter (This year) | Accumulated to the end of this quarter (Last year) |
|--|-------------------|--------------------|--|--|
| Interest from the difference in exchange rates | 4,729 | 107,516,865 | 4,729 | 107,516,865 |
| Interest from not fixed deposits at banks | 59,045,997 | 376,045,129 | 59,045,997 | 376,045,129 |
| | 59,050,726 | 483,561,994 | 59,050,726 | 483,561,994 |

B 5.22. Operating expenses

| | Quarter 1/2019 | Quarter 1/2018 | Accumulated to the end of this quarter (This year) | Accumulated to the end of this quarter (Last year) |
|-----------------------------------|-----------------------|-----------------------|--|--|
| Expenses for securities brokerage | 14,893,746,281 | 14,401,544,774 | 14,893,746,281 | 14,496,096,775 |
| Expenses for advisory | 231,080,599 | 164,317,088 | 231,080,599 | 164,317,088 |
| Expenses for securities custody | 544,861,032 | 364,763,981 | 544,861,032 | 270,211,980 |
| | 15,669,687,912 | 14,930,625,843 | 15,669,687,912 | 14,930,625,843 |

B 5.23. Financial expenses

| | Quarter 1/2019 | Quarter 1/2018 | Accumulated to the end of this quarter (This year) | Accumulated to the end of this quarter (Last year) |
|--|----------------------|----------------------|--|--|
| Interest expenses | 7,177,358,443 | 6,522,203,931 | 7,177,358,443 | 6,522,203,931 |
| Loss from the change in exchange rates | 196,420,848 | 1,103,668,655 | 196,420,848 | 1,103,668,655 |
| | 7,373,779,291 | 7,625,872,586 | 7,373,779,291 | 7,625,872,586 |

| B 5.24.General and administration expenses | Quarter 1/2019 | Quarter 1/2018 | Accumulated to | Accumulated to |
|--|----------------------|----------------------|--|--|
| | | | the end of this quarter (This year) | the end of this quarter (Last year) |
| Personnel expenses | 3,617,289,519 | 2,654,079,026 | 3,617,289,519 | 2,654,079,026 |
| Social, Health insurance, union fee, severance allowance | 469,550,499 | 388,727,500 | 469,550,499 | 388,727,500 |
| Tools and supplies | 193,228,803 | 196,419,757 | 193,228,803 | 196,419,757 |
| Depreciation of fixed assets | 581,319,983 | 429,663,429 | 581,319,983 | 429,663,429 |
| Taxes and fees | 454,579 | 7,113,039 | 454,579 | 7,113,039 |
| External services | 3,071,336,216 | 3,137,713,777 | 3,071,336,216 | 3,137,713,777 |
| Other expenses | 469,571,804 | 418,880,429 | 469,571,804 | 418,880,429 |
| | 8,402,751,403 | 7,232,596,957 | 8,402,751,403 | 7,232,596,957 |

C - Significant transactions with related parties

| | | Transaction value | |
|---|--------------------------|-------------------|----------------|
| | | Quarter 1/2019 | Quarter 1/2018 |
| Vu Thai Investment Consultant Co., Ltd | Major shareholder | | |
| Securities custody fee | | 10,286,644 | - |
| An Thinh Development Limited | Major shareholder | | |
| Shares transfer fee | | 65,494,450 | - |
| Securities custody fee | | 1,531,060 | - |
| Freshfields Capital Corporation | Major shareholder | | |
| Securities custody fee | | 6,557,760 | - |
| Dong Bang Development Limited | Major shareholder | | |
| Securities custody fee | | 6,557,760 | - |
| Phu Lap Investment Consultant Co., Ltd | Shareholder | | |
| Interest expense | | 761,253,583 | 761,255,574 |
| Consultant fee | | 15,750,000 | 1,000,000 |
| Securities custody fee | | 1,499,869 | - |
| Shares transfer fee | | 13,700,000 | - |
| Phu Hung Assurance Corporation | Shareholder | | |
| Securities custody fee | | 863,117 | - |
| Interest expense | | 109,692 | - |
| Phu Thinh Investment Consultant Co., Ltd | Shareholder | | |
| Securities custody fee | | 5,986,100 | - |
| Shares transfer fee | | 161,318,200 | - |
| CX Technology (Vietnam) Corporation | Related parties | | |
| Repayment of borrowings | | - | 70,000,000,000 |
| Interest expense | | - | 165,277,778 |

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Nguyen Thi An Vi

Chief Accountant



Do Thi Ai Vy



