




PHU HUNG SECURITIES CORPORATION

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



**FINANCIAL STATEMENT
FOR THE FOURTH QUARTER
OF 2018**



STATEMENT OF FINANCIAL POSITION
At 31 Dec 2018

Unit: VND

Item	Code	Note	Closing balance	Opening balance
A	B	C	1	2
ASSETS				
A. CURRENT ASSETS (100 = 110 + 130)	100		1,494,640,327,367	1,137,755,632,931
I. Financial assets (110 = 111 → 129)	110		1,492,906,413,908	1,136,363,968,529
1. Cash and cash equivalents	111	A.5.1	188,288,845,466	301,221,015,331
1.1. Cash	111.1		2,338,977,154	180,489,473,202
1.2. Cash equivalents	111.2		185,949,868,312	120,731,542,129
2. Financial assets recognized through profit or loss (FVTPL)	112	5.3.1	2,579,196,590	4,829,518,551
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	1,175,167,952,987	708,217,046,434
5. Available-for-sale financial assets (AFS)	115		-	-
6. Provision for diminution in value of financial assets and collateral	116	A.5.5	(6,051,639,641)	(3,536,656,255)
7. Receivables	117	A.5.4	32,397,517,351	15,979,061,795
7.1. Receivables from selling financial assets	117.1		-	-
7.2. Receivables and accrued dividends, interest financial assets	117.2		32,397,517,351	15,979,061,795
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		32,397,517,351	15,979,061,795
8. Prepayments to suppliers	118		1,151,226,550	434,451,817
9. Receivables from services provided by securities company	119	A.5.4	15,727,015,963	25,888,315,551
10. Intercompany receivables	120		-	-
11. Receivables from securities trading errors	121		-	-
12. Other receivables	122	A.5.4	12,935,988,148	12,801,556,362
13. Provision for diminution in value of receivables (*)	129	A.5.5	(9,289,689,506)	(9,470,341,057)
II. Other current assets (130 = 131 → 139)	130		1,733,913,459	1,391,664,402
1. Advance	131		330,500,000	162,100,000
2. Office supplies and tools	132		-	-
3. Short-term prepayments	133	A.5.8	1,403,413,459	1,229,564,402
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		17,775,495,298	15,150,904,321
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		7,368,001,106	7,341,791,154
1. Tangible fixed assets	221	A.5.6	3,878,773,536	2,812,693,243
- Cost	222		24,008,451,530	22,081,352,730
- Accumulated depreciation	223a		(20,129,677,994)	(19,268,659,487)
- 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	3,489,227,570	4,529,097,911
- Cost	228		8,161,659,400	8,161,659,400
- Accumulated depreciation	229a		(4,672,431,830)	(3,632,561,489)
- 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		10,407,494,192	7,809,113,167
1. Pledge, mortgage, deposit, collateral	251		1,888,074,824	1,765,122,924
2. Long-term prepayments	252	A.5.8	4,055,303,300	3,989,840,965
3. Deferred tax asset	253		-	-
4. Deposits at Payment Support Fund	254	A.5.9	4,464,116,068	2,054,149,278
5. Other long-term assets	255		-	-
VI. Provision for diminution in value of long-term assets	260		-	-
TOTAL ASSETS (270 = 100 + 200)	270		1,512,415,822,665	1,152,906,537,252
C. LIABILITIES (300 = 310 + 340)	300		766,552,088,099	644,492,785,816
I. Current liabilities	310		766,187,546,432	644,152,348,316
1. Short-term borrowings & finance lease liabilities	311		647,666,000,000	556,826,000,000
1.1. Short-term borrowings	312	A.5.10	647,666,000,000	556,826,000,000
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	102,621,772,169	75,601,100,181
7. Payable for financial assets trading errors	319		-	-
8. Short-term suppliers payables	320		165,722,331	61,780,156
9. Short-term advances from customers	321		-	78,012,000
10. Taxes and payables to government budget	322	A.5.12	1,279,855,304	1,370,630,535
11. Payables to employees	323		4,542,000	915,000
12. The deductions for employee benefits	324		376,948,073	376,555,573
13. Short-term accrued expenses	325	A.5.13	12,302,295,614	9,381,035,712
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	1,770,410,941	456,319,159
18. Provisions for short-term payables	330		-	-
19. Bonus and welfare fund	331		-	-
20. Traded government bonds again	332		-	-
II. Long-term liabilities	340		364,541,667	340,437,500
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		364,541,667	340,437,500
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		745,863,734,566	508,413,751,436
I. Owner's equity	410		745,863,734,566	508,413,751,436
1. Share capital	411		699,998,815,000	499,998,815,000
1.1. Contributed capital	411.1		700,000,000,000	320,000,000,000
a. Ordinary shares	411.1a		700,000,000,000	320,000,000,000
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		-	180,000,000,000
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	45,864,919,566	8,414,936,436
7.1. Profit/ loss made	417.1		49,156,785,709	8,413,173,967
7.2. Unrealised Profit/ loss	417.2		(3,291,866,143)	1,762,469
II. Funding sources and other funds	420		-	-
TOTAL LIABILITIES & OWNER'S EQUITY (440=300+400)	440		1,512,415,822,665	1,152,906,537,252

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	49,999,510
7. Treasury shares	007		490	490
8. Financial assets listed / registered for trading at the VSD of the Securities Company	008		222,590,000	936,340,000
9. Financial assets deposited at VSD and not yet trading of the Securities Company	009		8,770,000	3,780,000
10. Financial assets awaiting for receipt of Securities Company	010		380,000,000	339,000,000
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		130,000	1,310,000
B. ASSETS AND PAYABLES ON ASSETS MANAGEMENT UNDER COMMITMENT TO CUSTOMERS				
1. Financial assets listed / registered for trading at the VSD of Investors	021		3,984,269,800,000	2,369,810,080,000
a. Financial asset transfer trading free	021.1		3,671,652,630,000	2,336,623,430,000
b. Financial asset transfer restrictions	021.2		206,687,280,000	8,903,740,000
c. Financial assets trading pledged	021.3		59,866,560,000	-
d. Financial asset freezing, seizure	021.4		70,000	70,000
e. Financial asset awaiting for settlement	021.5		46,063,260,000	24,282,840,000
f. Financial asset awaiting for loans	021.6		-	-
2. Financial assets deposited at VSD and not yet trading of the investor	022		291,292,200,000	46,853,320,000
a. Financial asset transfer trading free	022.1		193,797,200,000	46,283,320,000
b. Financial asset transfer restrictions	022.2		97,495,000,000	570,000,000
c. Financial assets trading pledged	022.3		-	-
d. Financial asset freezing, seizure	022.4		-	-
3. Financial assets awaiting for receipt of investors	023		45,946,400,000	29,309,600,000

4. Financial assets transaction error correction Investors	024.a		-	-
5. Financial assets have not been deposited in the investor's VSD	024.b		-	-
6. Financial assets are entitled of investor	025		61,836,170,000	1,626,780,000
7. Deposits of customers	026		52,098,812,046	276,481,747,714
7.1. Cash of investors about securities transaction deposits is managed by Securities Company	027		52,098,812,046	276,481,747,714
7.2. Deposit of securities trading synthetic for customers	028		-	-
7.3. Deposit of securities trading clearing and settlement	029	A.5.16	-	-
a. Deposit of securities trading clearing and settlement of domestic investors	029.1		-	-
b. Deposit Deposit of securities trading clearing and settlement of foreign investors	029.2		-	-
7.4. Deposits of the issuers	030		-	-
8. Payable for investors on securities trading deposits is managed by Securities Company	031	A.5.17	52,098,812,046	276,481,747,714
8.1. Payable for domestic investors on securities trading deposits is managed by Securities Company	031.1		46,829,340,445	270,373,377,764
8.2. Payable for foreign investors on securities trading deposits is managed by Securities Company	031.2		5,269,471,601	6,108,369,950
9. Payable for issuers	032		-	-
10. Receivables of customers on trading mistakes financial assets	033		-	-
11. Payable for customers on trading mistakes financial assets	034		-	-
12. Dividend, bond principal and interest payables	035		-	-

Prepared by



Nguyen Thi An Vi

Chief Accountant



Do Thi Ai Vy



HCMC 16/01/2019

General Director

Chen Chia Ken

STATEMENT OF INCOME
QUARTER IV/ 2018

Unit: VND

ITEMS	Code	Note	Quarter IV (This year)	Quarter IV (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
I. Operating revenue						
1.1. Interest from financial assets recognized through profit or loss (FVTPL)	01		202,032,768	511,645,735	1,625,490,017	1,180,663,050
a. Interest from selling financial assets FVTPL	01.1	5.20.1	249,889,283	491,301,220	1,587,964,454	998,605,538
b. Increased difference from revaluation financial assets FVTPL	01.2	5.20.2	(56,828,464)	2,654,315	(68,334,675)	89,826,432
c. Dividend, interest arising from financial assets FVTPL	01.3	5.20.3	8,971,949	17,690,200	105,860,238	92,231,080
1.2. Interest from Held-to-maturity investments (HTM)	02	5.20.3	2,289,040,202	2,365,195,994	10,101,183,633	9,157,652,979
1.3. Interest from loans and receivables	03	5.20.3	32,992,971,259	22,208,404,632	108,987,333,175	74,501,241,872
1.4. Interest from Available-for-sale financial assets (AFS)	04		-	-	-	-
1.5. Interest from derivatives for risk prevention	05		-	-	-	-
1.6. Revenue from securities brokerage	06		11,816,549,638	12,109,432,892	51,452,840,902	41,792,588,212
1.7. Revenue from securities underwriting and issuing	07		-	-	-	-
1.8. Revenue from investment securities advisory	08		-	-	-	-
1.9. Revenue from securities custody	09		341,219,197	174,524,726	1,094,816,590	655,667,266
1.10. Revenue from financial advisory	10		149,954,545	24,545,455	250,420,000	269,545,455
1.11. Other operating revenues	11	5.20.4	267,224,378	351,242,478	1,403,802,853	897,373,681
Total Operating revenue (20 = 01→11)	20		48,058,991,987	37,744,991,912	174,915,887,170	128,454,732,515
II. Operating expenses						
2.1. Loss from financial assets recognized through profit or loss (FVTPL)	21		640,184,229	231,223,899	1,804,740,069	615,130,013
a. Loss from selling financial assets FVTPL	21.1	5.20.1	607,138,038	275,339,643	1,768,546,132	604,512,632
b. Decreased difference from revaluation financial	21.2	5.20.2	33,046,191	(44,115,744)	36,193,937	10,617,381
c. Expenses purchase financial assets FVTPL	21.3		-	-	-	-
2.2. Loss from Held-to-maturity investments	22		-	-	-	-
2.3. Loss and revaluation differences from available-for-sale financial assets (AFS) when reclassified	23		-	-	-	-
2.4. Provision expenses financial assets, handling receivable loss and Financial assets impairment losses and costs borrowers.	24		2,244,025,965	1,851,368,023	2,514,983,386	1,021,600,051
2.5. Loss from derivatives for risk prevention	25		-	-	-	-
2.6. Expenses for securities dealings	26		321,062,392	209,584,453	1,071,016,902	878,924,998
2.7. Expenses for securities brokerage	27	B.5.22	15,371,550,400	13,428,348,612	59,582,083,973	48,869,141,713
2.8. Expenses for securities underwriting and	28		-	-	-	-
2.9. Expenses for investment securities advisory	29		-	-	-	-
2.10. Expenses for securities custody	30	B.5.22	572,446,510	406,854,788	1,825,205,934	856,331,907
2.11. Expense for financial advisory	31	B.5.22	322,331,945	250,970,849	1,076,967,421	1,121,348,936
2.12. Expenses for other services	32		(23,098,255)	(227,863,370)	(180,651,551)	(230,975,074)
Total Operating expenses (40 = 21→32)	40		19,448,503,186	16,150,487,254	67,694,346,134	53,131,502,544
III. Revenues from financial operating						
3.1. Interest from the change in exchange rates	41	B.5.21	-	15,000,000	142,556,053	667,432,753
3.2. Revenue, accrued dividends, interest on bank	42	B.5.21	96,303,317	94,273,443	521,805,438	270,369,554
3.3. Interest from selling, disposal investments in subsidiaries, joint ventures, affiliate	43		-	-	-	-
3.4. Other revenue from financial operating	44		-	-	-	-
Total revenue from financial operating (50 = 41→44)	50		96,303,317	109,273,443	664,361,491	937,802,307
IV. Financial expenses						
4.1. Loss from the change in exchange rates have	51		(2,555,868,592)	(155,875,174)	7,433,271,705	1,398,422,626
4.2. Interest expenses on loans	52	B.5.23	9,681,807,326	8,383,509,439	29,404,933,593	25,924,120,523
4.3. Loss from selling, disposal investments in subsidiaries, joint ventures, affiliate	53		-	-	-	-
4.4. Provision expenses from long-term investments financial	54		-	-	-	-
4.5. Other financial expenses	55		-	-	-	-
Total financial expenses (60 = 51→55)	60		7,125,938,734	8,227,634,265	36,838,205,298	27,322,543,149

ITEMS	Code	Note	Quarter IV (This year)	Quarter IV (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	9,028,988,300	7,473,769,628	33,601,713,501	31,988,179,910
VII. Net operating profit/(loss) (70= 20+50-40-60-61-62)	70		12,551,865,084	6,002,374,208	37,445,983,728	16,950,309,219
VIII. Other income and expenses						
8.1. Other income	71		34,008	95,094,688	3,999,402	640,121,871
8.2. Other expenses	72		-	150,830,073	-	264,642,211
Total Other Operating (80= 71-72)	80		34,008	(55,735,385)	3,999,402	375,479,660
IX. Profit/(loss) before tax (90=70 + 80)	90		12,551,899,092	5,946,638,823	37,449,983,130	17,325,788,879
9.1. Profit made	91		8,504,323,747	5,717,468,764	40,743,611,742	17,321,479,828
9.2. Unrealised Profit	92		4,047,575,345	229,170,059	(3,293,628,612)	4,309,051
X. Income tax expense	100		-	-	-	-
10.1. Income tax expense - current	100.1		-	-	-	-
10.2. Income tax expense - deferred	100.2		-	-	-	-
XI. Net profit/(loss) after tax (200 = 90 - 100)	200		12,551,899,092	5,946,638,823	37,449,983,130	17,325,788,879
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			186	729	537
13.2. Diluted earnings per share (VND/1 stock)	502			-	-	-

Prepared by



Nguyen Thi An Vi

Chief Accountant



Do Thi Ai Vy



Chen Chia Ken

STATEMENT OF CASH FLOWS
(Indirect method)
QUARTER IV/ 2018

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		37,449,983,130	17,325,788,879
2. Adjustments for :	02		20,410,798,720	24,091,452,295
- Depreciation and amortisation	03		1,900,888,848	1,804,481,357
- Provisions	04		2,334,331,835	790,624,977
- (- Profit) or (+ loss) from foreign exchange rate difference unrealized	05		3,189,100,000	74,900,000
- Loan interest expenses	06		29,404,933,593	25,924,120,523
- Profit/ loss from operating investment	07		-	(36,395,455)
- Accrued interest	08		(16,418,455,556)	(4,466,279,107)
- Other adjustments	09		-	-
3. Increase of the non-monetary expenses	10		36,193,937	10,617,381
- Loss from financial assets revaluation recognized through profit or loss FVTPL	11		36,193,937	10,617,381
- 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		68,334,675	(89,826,432)
- Profit from financial assets revaluation recognized through profit or loss FVTPL	19		68,334,675	(89,826,432)
- Profit from revaluation differences available-for-sale financial assets (AFS) when reclassified	20		-	-
- Gains from disposal of fixed assets	21		-	-
5. Operating profit/ loss before changes in working capital	30		57,965,310,462	41,338,032,123
- (-) Increase/ (+) decrease of financial assets recognized through profit or loss (FVTPL)	31		2,145,793,349	(4,567,429,450)
- (-) Increase/ (+) decrease of held-to-maturity investments (HTM)	32		-	-
- (-) Increase/ (+) decrease of loans	33		(466,950,906,553)	(151,351,530,990)
- (-) 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		10,161,299,588	(25,581,620,872)
- (-) Increase/ (+) decrease transaction errors receivables financial assets	38		-	-
- (-) Increase/ (+) decrease of other receivables	39		(134,431,786)	43,389,475
- (-) Increase/ (+) decrease of other assets	40		(2,701,318,690)	(1,919,536,278)
- (+) Increase/ (-) decrease accrued expenses	41		2,871,080,030	3,010,341,394
- (-) Increase/ (+) decrease prepaid expenses	42		(239,311,392)	425,460,286
- (-) CIT paid to State Treasury	43		-	-
- (-) Loan interests already paid	44		(29,354,753,721)	(25,700,526,378)
- (+) Increase/ (-) decrease of payable to suppliers	45		(612,832,558)	(75,493,967)

- (+) Increase/ (-) decrease the deductions for employee benefits	46		392,500	4,182,300
- (+) Increase/ (-) decrease of taxes payable to State Treasury	47		(90,775,231)	422,949,855
- (+) Increase/ (-) decrease payables to employees	48		3,627,000	-
- (+) Increase/ (-) decrease payable for financial assets trading errors	49		-	-
- (+) Increase/ (-) decrease of other payable	50		28,280,855,937	12,165,398,056
- Other proceeds from operating activities	51		-	-
- Other payments for operating activities	52		-	-
<i>Net cash flows from operating activities</i>	60		(398,655,971,065)	(151,786,384,446)
II. CASH FLOWS FROM INVESTING ACTIVITIES				-
1. Payments for purchases, construction of fixed assets and other long-term assets	61		(1,927,098,800)	(2,374,267,000)
2. Proceeds from disposals of fixed assets and other long-term assets	62		-	36,395,455
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		-	-
<i>Net cash flows from investing activities</i>	70		(1,927,098,800)	(2,337,871,545)
III. CASH FLOWS FROM FINANCING ACTIVITIES				-
1. Proceeds from stock issuance, capital contributions from shareholders	71		200,000,000,000	180,000,000,000
2. Payments for capital contributions, re-purchases of stocks already issued	72		-	-
3. Borrowings	73		4,377,415,081,627	4,909,147,894,314
3.1. Borrowings from Payment Support Fund	73.1		-	-
3.2. Other borrowings	73.2		4,377,415,081,627	4,909,147,894,314
4. Payments for borrowings	74		(4,289,764,181,627)	(4,737,131,794,314)
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		(4,289,764,181,627)	(4,737,131,794,314)
5. Payments to financial lease	75		-	-
6. Dividends, profit paid to owners	76		-	-
<i>Net cash flows from financing activities</i>	80		287,650,900,000	352,016,100,000
IV. Net cash flows during the period	90		(112,932,169,865)	197,891,844,009
V. Cash and cash equivalents at the beginning of the period	101		301,221,015,331	103,329,171,322
- Cash	101.1		180,489,473,202	3,233,337,989
- Cash equivalents	101.2		120,731,542,129	100,095,833,333
- The effect of changes in foreign exchange rates	102		-	-
VI. Cash and cash equivalents at the end of the period	103		188,288,845,466	301,221,015,331
- Cash	103.1		2,338,977,154	180,489,473,202
- Cash equivalents	103.2		185,949,868,312	120,731,542,129
- 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		14,527,477,364,783	11,762,440,995,044
2. Payments to purchase of securities brokerage for customers	02		(15,137,731,804,400)	(12,332,175,897,500)
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		20,695,901,512,942	18,289,297,778,115
8. Payment to settle securities transactions of customers	08		(20,309,173,887,297)	(17,489,022,930,486)
9. Deposits to entrusted activities of customers	09		-	-
10. Payment to entrusted activities of customers	10		-	-
11. Payments custody fees	11		(856,121,696)	(595,365,551)
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		(224,382,935,668)	229,944,579,622
II. Cash and cash equivalents at the beginning of the period of customers	30		276,481,747,714	46,537,168,092
Cash in banks at the beginning of the period:	31		276,481,747,714	46,537,168,092
- Deposits of investors on securities trading is managed by Securities Company	32		276,481,747,714	46,537,168,092
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	40		52,098,812,046	276,481,747,714
Cash in banks at the end of the period:	41		52,098,812,046	276,481,747,714
- Deposits of investors on securities trading is managed by Securities Company	42		52,098,812,046	276,481,747,714
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, 14/01/2019
General Director

Chen Chia Ken

PHU HUNG SECURITIES CORPORATION

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Form B04 - CTCK

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

Statement of Changes in Owners' Equity
QUARTER IV/2018

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		320,000,000,000	500,000,000,000	180,000,000,000	-	380,000,000,000	180,000,000,000	500,000,000,000	700,000,000,000
1.1. Ordinary shares		320,000,000,000	320,000,000,000	-	-	380,000,000,000	-	320,000,000,000	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	-	-	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		(8,910,852,443)	8,414,936,436	17,325,788,879	-	40,743,611,742	3,293,628,612	8,414,936,436	45,864,919,566
8.1. Profit/ loss made		(6,963,305,861)	8,413,173,967	17,321,479,828	(1,945,000,000)	40,743,611,742	-	8,413,173,967	49,156,785,709
8.2. Unrealised Profit/ loss		(1,947,546,582)	1,762,469	4,309,051	1,945,000,000	-	3,293,628,612	1,762,469	(3,291,866,143)
Total		311,087,962,557	508,413,751,436	197,325,788,879	-	420,743,611,742	183,293,628,612	508,413,751,436	745,863,734,566
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

Signature

Nguyen Thi An Vi

Chief Accountant

Signature

Do Thi Ai Vy



NOTES TO THE FINANCIAL STATEMENTS

Quarter 4/2018

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: 3F, CR3-03A, 109 Ton Dat Tien, Tân Phú Ward, District 7, HCMC, VN

1.3. Charter companies dated 17/04/2018

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 : 3F, CR3-03A, 109 Ton Dat Tien, Tân Phú Ward, District 7, HCMC, VN

District 3 Branch : Floor 2, 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 : Floor 3, Naforimex Building, 19 Ba Trieu, Hoàn Kiếm District, Ha Noi

Thanh Xuan Branch : Floor 5, UDIC Complex Building, N04 Hoang Dao Thuy, Trung Hoa Ward, Cau Giay District, Ha Noi.

Hai Phong Branch : Floor 2, 18 Tran Hung Dao Street, Hoang Van Thu Ward, Hong Bang District, Hai Phong City

As at 31 Dec 2018, the Company had 213 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

	31/12/2018	31/12/2017
- Cash on hand	3,453,255	6,919,755
- Cash in banks	2,335,523,899	180,482,553,447
- Cash equivalents	185,949,868,312	120,731,542,129
	188,288,845,466	301,221,015,331

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

a) The Company

	Volume of transactions during quarter 4/2018	Value of transactions during quarter 4/2018
- Shares	1,212,477	38,858,752,100
	1,212,477	38,858,752,100

b) Investors/customers

- Shares	389,301,549	6,829,395,917,200
- Others	136,040	2,034,834,300
	389,437,589	6,831,430,751,500

A. 5.3. The type of financial assets

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

	31/12/2018		31/12/2017	
	Book value	Fair value	Book value	Fair value
Listed shares	2,602,077,451	2,574,211,308	4,747,772,739	4,824,435,208
Unlisted shares	4,985,282	4,985,282	5,083,343	5,083,343
	2,607,062,733	2,579,196,590	4,752,856,082	4,829,518,551

5.3.2 Held-to-maturity investments (HTM)

	31/12/2018	31/12/2017
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

	31/12/2018		31/12/2017	
	Book value	Fair value	Book value	Fair value
Margin loans	1,148,258,560,312	-	649,902,666,879	-
Receivables from selling advances to customers	26,909,392,675	-	58,314,379,555	-
	1,175,167,952,987	-	708,217,046,434	-

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	31/12/2018				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	2,602,077,451	2,574,211,308	21,491,757	49,357,900	2,574,211,308
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	1,175,167,952,987	-	-	-	1,175,167,952,987

A. 5.4. Receivables	31/12/2018	31/12/2017
- Receivables and accrued dividends, interest financial assets	32,397,517,351	15,979,061,795
- Receivable from securities trading activities	15,727,015,963	25,888,315,551
<i>Receivable from securities custody</i>	524,410,403	284,816,865
<i>Receivable from securities brokerage</i>	163,902,263	128,391,453
<i>Other receivable from securities trading activities</i>	15,038,703,297	25,475,107,233
- Other receivable	12,935,988,148	12,801,556,362
	61,060,521,462	54,668,933,708

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

	31/12/2018	31/12/2017
Opening balance	13,006,997,312	12,216,372,335
Increase in provision during the period	2,744,895,412	1,048,337,257
Reversal of provision during the period	(410,563,577)	(257,712,280)
Allowance utilized during the period	-	-
Closing balance	15,341,329,147	13,006,997,312

A. 5.6. Tangible fixed assets

Items	31/12/2018		
	Buildings and structures	Office equipment	Total
Cost			
Opening balance	1,734,108,818	20,347,243,912	22,081,352,730
- Additions	-	1,927,098,800	1,927,098,800
Closing balance	1,734,108,818	22,274,342,712	24,008,451,530
Accumulated depreciation			
Opening balance	1,669,241,566	17,599,417,921	19,268,659,487
- Charge for the period	64,867,252	796,151,255	861,018,507
Closing balance	1,734,108,818	18,395,569,176	20,129,677,994
Net book value			
Opening balance	64,867,252	2,747,825,991	2,812,693,243
Closing balance	-	3,878,773,536	3,878,773,536

Included in the cost of tangible fixed assets were assets costing VND18,547,264,870 which were fully depreciated as of 31 Dec 2018, but which are still in active use.

A. 5.7. Intangible fixed assets

Items	31/12/2018
Software	
Cost	
Opening balance	8,161,659,400
Closing balance	8,161,659,400
Accumulated depreciation	
Opening balance	3,632,561,489
- Charge for the period	1,039,870,341
Closing balance	4,672,431,830
Net book value	
Opening balance	4,529,097,911
Closing balance	3,489,227,570

Included in the cost of intangible fixed assets were assets costing VND1,305,495,000 which were fully depreciated as of 31 Dec 2018, but which are still in active use.

A. 5.8. Prepaid expenses**a. Short-term prepayments**

	31/12/2018	31/12/2017
Prepaid expenses for software	393,824,438	299,397,372
Prepaid rental fees	364,844,035	165,180,201
Other prepayments	644,744,986	764,986,829
	1,403,413,459	1,229,564,402

b. Long-term prepayments

	31/12/2018	31/12/2017
Tools and instruments	1,802,738,222	1,447,933,138
Other prepayments	2,252,565,078	2,541,907,827
	4,055,303,300	3,989,840,965

A. 5.9. Deposits at Payment Support Fund

	31/12/2018	31/12/2017
Opening balance	2,054,149,278	120,000,000
Deposits made during the period	2,303,606,256	1,928,127,666
Interest income during the period	106,360,534	6,021,612
	4,464,116,068	2,054,149,278

A. 5.10. Borrowings

	31/12/2018	31/12/2017
Short-term borrowings (*)	644,402,000,000	556,751,100,000
Foreign exchange differences	3,264,000,000	74,900,000
	647,666,000,000	556,826,000,000

(*) Detailed object:

Name	Interest rate	Opening balance	Receipts	Payments	Closing balance
Joint Stock Commercial Bank for Investment and Development of Vietnam	7.8%	-	2,243,389,031,627	2,243,389,031,627	-
Orient Commercial Joint Stock Bank	6.39%~8.42%	8,100,000,000	374,300,000,000	382,400,000,000	-
Indovina Bank	6.8%	50,000,000,000	242,800,000,000	292,800,000,000	-
Mega Bank - HCM Branch	5.03%~5.3%	-	100,000,000,000	80,000,000,000	20,000,000,000
Mega International Commercial Bank Co.,LTD.	3.16%~4.38%	24,987,600,000	51,197,300,000	50,461,400,000	25,723,500,000
First Commercial Bank	7.0%	-	82,000,000,000	66,000,000,000	16,000,000,000
First Commercial Bank - Taiwan	4.28%~4.85%		71,834,750,000	35,766,250,000	36,068,500,000
CTBC Bank	7.0%	10,000,000,000	119,000,000,000	99,000,000,000	30,000,000,000
Cathay United Bank - Chu Lai Branch	5.2%~7.05%	50,000,000,000	165,500,000,000	175,500,000,000	40,000,000,000
Cathay United Bank - NewYork	3.35%~3.98%		114,025,000,000		114,025,000,000
Chang Hwa Commercial Bank	3.44%~4.25%		114,025,000,000		114,025,000,000
Shanghai Bank- Dong Nai Branch	5.9%~8%	20,000,000,000	60,000,000,000	60,000,000,000	20,000,000,000
Shanghai Bank- Hong Kong Branch	3.56%~4.80%	102,422,500,000	195,385,000,000	251,107,500,000	46,700,000,000
Yuanta Commercial Bank Co., Ltd.	3.70%~4.55%	68,104,000,000	139,710,000,000	90,954,000,000	116,860,000,000
E.SUN Bank - Dong Nai Branch	6.20%~6.94%	30,000,000,000	109,200,000,000	109,200,000,000	30,000,000,000
Entie Commercial Bank	3.94%~4.6%	68,137,000,000	115,049,000,000	183,186,000,000	-
SinoPac Bank	5.10%~6.00%	20,000,000,000	50,000,000,000	70,000,000,000	-
Fubon Bank	3.57%~6.55%		30,000,000,000	30,000,000,000	-
CX Technology (Vietnam) Corporation	8.5%	70,000,000,000	-	70,000,000,000	-
Phu Lap Investment Consultant Company Limited	8.7%	35,000,000,000	-	-	35,000,000,000
Total		556,751,100,000	4,377,415,081,627	4,289,764,181,627	644,402,000,000

A. 5.11. Accounts payable for securities trading activities

	31/12/2018	31/12/2017
Clearing and settlement of securities transactions	1,788,040,000	1,476,090,000
Settlements of securities transactions by customers	100,833,582,700	73,965,882,900
Other payables	149,469	159,127,281
	102,621,772,169	75,601,100,181

A. 5.12. Taxes payable to State Treasury	31/12/2018	31/12/2017
Personal income tax	1,275,309,849	1,368,175,990
Output VAT	4,545,455	2,454,545
	1,279,855,304	1,370,630,535
A. 5.13. Accrued expenses	31/12/2018	31/12/2017
Employee costs	7,121,585,196	5,568,818,001
Interest expense	1,278,513,810	1,228,333,938
Securities transactions fees	968,216,888	868,926,342
Consulting fees	122,473,362	143,892,575
Others	2,811,506,358	1,571,064,856
	12,302,295,614	9,381,035,712
A. 5.14. Other payables	31/12/2018	31/12/2017
Payables to customers	2,337,355	2,337,355
Other payables	1,768,073,586	453,981,804
	1,770,410,941	456,319,159
A. 5.15. Undistributed profit/ (loss)	31/12/2018	31/12/2017
Profit/ (loss) made	49,156,785,709	8,413,173,967
Unrealised Profit/ (loss)	(3,291,866,143)	1,762,469
	45,864,919,566	8,414,936,436
A. 5.16. Deposits of customers	31/12/2018	31/12/2017
1. Deposits of investors about securities transaction deposits is managed by Securities Company	52,098,812,046	276,481,747,714
1.1 Deposits of domestic investors about securities transaction deposits is managed by Securities Company	46,829,340,445	270,373,377,764
1.2 Deposits of foreign investors about securities transaction deposits is managed by Securities Company	5,269,471,601	6,108,369,950
2. Deposit clearing and settlement of securities transactions of investors	-	-
2.1 Deposit clearing and settlement of securities transactions of domestic investors	-	-
2.2 Deposit clearing and settlement of securities transactions of foreign investors	-	-
	52,098,812,046	276,481,747,714
A. 5.17. Payable for investors	31/12/2018	31/12/2017
1. Payable for investors - Deposits of investors about securities transaction deposits is managed by Securities Company	52,098,812,046	276,481,747,714
1.1. Domestic investors	46,829,340,445	270,373,377,764
1.2. Foreign investors	5,269,471,601	6,108,369,950
	52,098,812,046	276,481,747,714
A. 5.18. Payable of investors about securities trading activities	31/12/2018	31/12/2017
1. Payable brokerage fees	163,902,263	128,391,453
2. Payable custody fees	524,410,403	284,816,865
3. Other payable	65,697	66,333
	688,378,363	413,274,651
A. 5.19. Payable of investors about loans	31/12/2018	31/12/2017
1. Payable margin	1,177,651,766,712	662,709,306,809
1.1. Payable original margin	1,148,258,560,312	649,902,666,879
a. Payable original margin of domestic investors	1,148,258,560,312	649,902,666,879
b. Payable original margin of foreign investors	-	-
1.2. Payable interest margin	29,393,206,400	12,806,639,930
a. Payable interest margin of domestic investors	29,393,206,400	12,806,639,930
b. Payable interest margin of foreign investors	-	-
2. Payable selling advances	26,909,392,675	58,314,379,555
2.1. Payable original selling advances	26,909,392,675	58,314,379,555
a. Payable original selling advances of domestic investors	26,909,392,675	58,314,379,555
b. Payable original selling advances of foreign investors	-	-
	1,204,561,159,387	721,023,686,364

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	632,510	31,818	20,125,149,500	20,482,398,255	(357,248,755)	(180,581,678)
	Total	632,510		20,125,149,500	20,482,398,255	(357,248,755)	(180,581,678)

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	Loqi FVTPL					
1	Listed shares	2,602,077,451	2,574,211,308	(27,866,143)	76,662,469	(104,528,612)
2	Unlisted shares	4,985,282	4,985,282	-	-	-
	Total	2,607,062,733	2,579,196,590	(27,866,143)	76,662,469	(104,528,612)

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

	Quarter 4/2018	Quarter 4/2017	Accumulated to the end of this quarter (This year)	Accumulated to the end of this quarter (Last year)
Dividends	8,971,949	17,690,200	105,860,238	92,231,080
Interest from term deposits at banks	2,289,040,202	2,365,195,994	10,101,183,633	9,157,652,979
Interest from loans	32,992,971,259	22,208,404,632	108,987,333,175	74,501,241,872
	35,290,983,410	24,591,290,826	119,194,377,046	83,751,125,931

5.20.4. Other operating revenues

	Quarter 4/2018	Quarter 4/2017	Accumulated to the end of this quarter (This year)	Accumulated to the end of this quarter (Last year)
Other operating revenues	267,224,378	351,242,478	1,403,802,853	897,373,681
	267,224,378	351,242,478	1,403,802,853	897,373,681

B 5.21. Revenues from financial operating

	Quarter 4/2018	Quarter 4/2017	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	-	15,000,000	142,556,053	667,432,753
Interest from not fixed deposits at banks	96,303,317	94,273,443	521,805,438	270,369,554
	96,303,317	109,273,443	664,361,491	937,802,307

B 5.22. Operating expenses

	Quarter 4/2018	Quarter 4/2017	Accumulated to the end of this quarter (This year)	Accumulated to the end of this quarter (Last year)
Expenses for securities brokerage	15,371,550,400	13,428,348,612	59,582,083,973	48,869,141,713
Expenses for advisory	322,331,945	250,970,849	1,076,967,421	1,121,348,936
Expenses for securities custody	572,446,510	406,854,788	1,825,205,934	856,331,907
	16,266,328,855	14,086,174,249	62,484,257,328	50,846,822,556

B 5.23. Financial expenses

	Quarter 4/2018	Quarter 4/2017	Accumulated to the end of this quarter (This year)	Accumulated to the end of this quarter (Last year)
Interest expenses	9,681,807,326	8,383,509,439	29,404,933,593	25,924,120,523
Loss from the change in exchange rates	(2,555,868,592)	(155,875,174)	7,433,271,705	1,398,422,626
	7,125,938,734	8,227,634,265	36,838,205,298	27,322,543,149

B 5.24. General and administration expenses	Quarter 4/2018	Quarter 4/2017	Accumulated to	Accumulated to
			the end of this quarter (This year)	the end of this quarter (Last year)
Personnel expenses	3,910,651,110	3,183,904,927	14,241,271,205	13,657,640,998
Social, Health insurance, union fee, severance allowance	451,799,833	386,792,500	1,646,953,333	1,553,698,500
Tools and supplies	187,867,533	190,707,375	832,040,281	696,957,624
Depreciation of fixed assets	478,817,670	420,012,080	1,836,021,596	1,594,124,293
Taxes and fees	(1,981,479)	56,192,532	57,900,076	278,604,767
External services	3,323,734,563	2,753,401,378	12,860,835,244	12,485,744,231
Other expenses	678,099,070	482,758,836	2,126,691,766	1,721,409,497
	9,028,988,300	7,473,769,628	33,601,713,501	31,988,179,910

C - Significant transactions with related parties

		Transaction value	
		Quarter 4/2018	Quarter 4/2017
Phu Hung Far East Holding corporation	Major shareholder		
Custody fees		-	-
Receipt of deposits		-	-
Receipts of share capital contribution		92,000,000,000	82,800,000,000
Vu Thai Investment Consultant Co., Ltd	Major shareholder		
Borrowings		-	-
Repayment of borrowings		-	-
Interest expense		-	-
Receipts of share capital contribution		57,807,230,000	-
Securities custody fee		7,131,840	-
Phu Thinh Investment Consultant Co., Ltd	Major shareholder		
Borrowings		-	-
Repayment of borrowings		-	-
Interest expense		-	-
Receipts of share capital contribution		8,805,550,000	-
Securities custody fee		7,420,652	-
Freshfields Capital Corporation	Major shareholder		
Receipts of share capital contribution		19,440,000,000	48,600,000,000
Securities custody fee		5,961,600	-
Dong Bang Development Limited	Major shareholder		
Receipts of share capital contribution		19,440,000,000	48,600,000,000
Securities custody fee		5,961,600	-
Phu Lap Investment Consultant Co., Ltd	Shareholder		
Borrowings		-	5,000,000,000
Interest expense		778,171,441	670,630,571
Consultant fee		15,750,000	27,000,000
Phu Hung Assurance Corporation	Shareholder		
Receipts of share capital contribution		2,507,220,000	-
Securities custody fee		788,832	19,947
Interest expense		110,134	110,228
Shares holder management fees		40,000,000	-
Shares transfer fee		158,541,300	-
CX Technology (Vietnam) Corporation	Related parties		
Custody fees		-	-
Service fees for transferring stocks		-	-
Brokerage fee		-	-
Withdraw deposits		-	-
Borrowings		-	45,000,000,000
Repayment of borrowings		-	20,000,000,000
Interest expense		-	1,738,958,333

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Nguyen Thi An Vi

Chief Accountant



Do Thi Ai Vy



Chen Chia Ken

