



**PHU HUNG SECURITIES CORPORATION**

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



# **FINANCIAL STATEMENT**

## **QUARTER III/ 2018**



## STATEMENT OF FINANCIAL POSITION

At 30 Sep 2018

Unit: VND

Item	Code	Note	Closing balance	Opening balance
A	B	C	1	2
<b>ASSETS</b>				
<b>A. CURRENT ASSETS (100 = 110 + 130)</b>	<b>100</b>		<b>1,392,530,962,497</b>	<b>1,137,755,632,931</b>
<b>I. Financial assets (110 = 111 → 129)</b>	<b>110</b>		<b>1,390,787,218,013</b>	<b>1,136,363,968,529</b>
1. Cash and cash equivalents	111	A.5.1	105,163,004,627	301,221,015,331
1.1. Cash	111.1		633,278,600	180,489,473,202
1.2. Cash equivalents	111.2		104,529,726,027	120,731,542,129
2. Financial assets recognized through profit or loss (FVTPL)	112	5.3.1	4,417,866,900	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	1,177,850,054,930	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	(3,807,613,676)	(3,536,656,255)
7. Receivables	117	A.5.4	21,149,224,362	15,979,061,795
7.1. Receivables from selling financial assets	117.1		-	-
7.2. Receivables and accrued dividends, interest financial assets	117.2		21,149,224,362	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		21,149,224,362	15,979,061,795
8. Prepayments to suppliers	118		661,467,341	434,451,817
9. Receivables from services provided by securities company	119	A.5.4	1,645,465,121	25,888,315,551
10. Intercompany receivables	120		-	-
11. Receivables from securities trading errors	121		-	-
12. Other receivables	122	A.5.4	13,020,536,169	12,801,556,362
13. Provision for diminution in value of receivables (*)	129	A.5.5	(9,312,787,761)	(9,470,341,057)
<b>II. Other current assets (130 = 131 → 139)</b>	<b>130</b>		<b>1,743,744,484</b>	<b>1,391,664,402</b>
1. Advance	131		117,500,000	162,100,000
2. Office supplies and tools	132		-	-
3. Short-term prepayments	133	A.5.8	1,626,244,484	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>B. LONG-TERM ASSETS (200 = 210 + 220 + 230 + 240 + 250 + 260)</b>	<b>200</b>		<b>17,889,744,002</b>	<b>15,150,904,321</b>
<b>I. Long-term Financial assets</b>	<b>210</b>		<b>-</b>	<b>-</b>
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		-	-
<b>II. Fixed assets</b>	<b>220</b>		<b>7,846,818,776</b>	<b>7,341,791,154</b>
1. Tangible fixed assets	221	A.5.6	4,106,338,344	2,812,693,243
- Cost	222		24,008,451,530	22,081,352,730
- Accumulated depreciation	223a		(19,902,113,186)	(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	3,740,480,432	4,529,097,911
- Cost	228		8,161,659,400	8,161,659,400
- Accumulated depreciation	229a		(4,421,178,968)	(3,632,561,489)
- Revaluation at fair value	229b		-	-
<b>III. Investment properties</b>	<b>230</b>		-	-
- Cost	231		-	-
- Accumulated depreciation	232a		-	-
- Revaluation at fair value	232b		-	-
<b>IV. Construction in progress</b>	<b>240</b>		-	-
<b>V. Other long-term assets</b>	<b>250</b>		<b>10,042,925,226</b>	<b>7,809,113,167</b>
1. Pledge, mortgage, deposit, collateral	251		1,833,850,964	1,765,122,924
2. Long-term prepayments	252	A.5.8	3,744,958,194	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		-	-
<b>VI. Provision for diminution in value of long-term assets</b>	<b>260</b>		-	-
<b>TOTAL ASSETS (270 = 100 + 200)</b>	<b>270</b>		<b>1,410,420,706,499</b>	<b>1,152,906,537,252</b>
<b>C. LIABILITIES (300 = 310 + 340)</b>	<b>300</b>		<b>877,108,871,025</b>	<b>644,492,785,816</b>
<b>I. Current liabilities</b>	<b>310</b>		<b>876,749,591,858</b>	<b>644,152,348,316</b>
1. Short-term borrowings & finance lease liabilities	311		705,278,883,291	556,826,000,000
1.1. Short-term borrowings	312	A.5.10	705,278,883,291	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	158,835,669,346	75,601,100,181
7. Payable for financial assets trading errors	319		-	-
8. Short-term suppliers payables	320		86,595,665	61,780,156
9. Short-term advances from customers	321		20,000,000	78,012,000
10. Taxes and payables to government budget	322	A.5.12	1,574,567,978	1,370,630,535
11. Payables to employees	323		14,675,000	915,000
12. The deductions for employee benefits	324		641,321,073	376,555,573
13. Short-term accrued expenses	325	A.5.13	10,073,204,839	9,381,035,712
14. Short-term intercompany payables	326		-	-
15. Short-term unearned revenues	327		77,272,725	-
16. Short-term deposit, collateral	328		-	-
17. Other short-term payables	329	A.5.14	147,401,941	456,319,159
18. Provisions for short-term payables	330		-	-
19. Bonus and welfare fund	331		-	-
20. Traded government bonds again	332		-	-
<b>II. Long-term liabilities</b>	<b>340</b>		<b>359,279,167</b>	<b>340,437,500</b>
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		359,279,167	340,437,500
13. Investor protection fund	355		-	-
14. Deferred income tax payables	356		-	-
15. Science and technology development fund	357		-	-

<b>D. OWNER'S EQUITY (400 = 410 + 420)</b>	<b>400</b>		<b>533,311,835,474</b>	<b>508,413,751,436</b>
<b>I. Owner's equity</b>	<b>410</b>		<b>533,311,835,474</b>	<b>508,413,751,436</b>
1. Share capital	411		499,998,815,000	499,998,815,000
1.1. Contributed capital	411.1		500,000,000,000	320,000,000,000
a. Ordinary shares	411.1a		500,000,000,000	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	33,313,020,474	8,414,936,436
7.1. Profit/ loss made	417.1		40,652,461,962	8,413,173,967
7.2. Unrealised Profit/ loss	417.2		(7,339,441,488)	1,762,469
<b>II. Funding sources and other funds</b>	<b>420</b>		<b>-</b>	<b>-</b>
<b>TOTAL LIABILITIES &amp; OWNER'S EQUITY (440=300+400)</b>	<b>440</b>		<b>1,410,420,706,499</b>	<b>1,152,906,537,252</b>

Off-statement of financial position items

Items	Code	Note	Closing balance	Opening balance
A	B	C	1	2
<b>A. ASSETS OF SECURITIES COMPANY AND ASSETS MANAGEMENT UNDER COMMITMENT</b>				
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		49,999,510	49,999,510
7. Treasury shares	007		490	490
8. Financial assets listed / registered for trading at the VSD of the Securities Company	008		859,360,000	936,340,000
9. Financial assets deposited at VSD and not yet trading of the Securities Company	009		8,830,000	3,780,000
10. Financial assets awaiting for receipt of Securities Company	010		268,500,000	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>B. ASSETS AND PAYABLES ON ASSETS MANAGEMENT UNDER COMMITMENT TO CUSTOMERS</b>				
1. Financial assets listed / registered for trading at the VSD of Investors	021		3,731,728,380,000	2,369,810,080,000
a. Financial asset transfer trading free	021.1		3,421,185,790,000	2,336,623,430,000
b. Financial asset transfer restrictions	021.2		234,990,130,000	8,903,740,000
c. Financial assets trading pledged	021.3		-	-
d. Financial asset freezing, seizure	021.4		70,000	70,000
e. Financial asset awaiting for settlement	021.5		75,552,390,000	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		297,639,230,000	46,853,320,000
a. Financial asset transfer trading free	022.1		200,114,230,000	46,283,320,000
b. Financial asset transfer restrictions	022.2		97,525,000,000	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		86,418,900,000	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		7,894,030,000	1,626,780,000

7. Deposits of customers	026		78,584,918,536	276,481,747,714
7.1. Cash of investors about securities transaction deposits is managed by Securities Company	027		78,584,918,536	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 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	78,584,918,536	276,481,747,714
8.1. Payable for domestic investors on securities trading deposits is managed by Securities Company	031.1		73,208,636,820	270,373,377,764
8.2. Payable for foreign investors on securities trading deposits is managed by Securities Company	031.2		5,376,281,716	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 My Hanh

On behalf of Acting Chief Accountant



Nguyen Thi An Vi



General Director

Chen Chia Ken

STATEMENT OF INCOME  
QUARTER III/ 2018

Unit: VND

ITEMS	Code	Note	Quarter III (This year)	Quarter III (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
<b>I. Operating revenue</b>						
1.1. Interest from financial assets recognized through profit or loss (FVTPL)	01		604,978,267	356,567,093	1,423,457,249	669,017,315
a. Interest from selling financial assets FVTPL	01.1	5.20.1	522,291,479	295,382,800	1,338,075,171	507,304,318
b. Increased difference from revaluation financial assets FVTPL	01.2	5.20.2	72,311,462	20,887,933	(11,506,211)	87,172,117
c. Dividend, interest arising from financial assets FVTPL	01.3	5.20.3	10,375,326	40,296,360	96,888,289	74,540,880
1.2. Interest from Held-to-maturity investments (HTM)	02	5.20.3	2,423,654,692	2,285,712,893	7,812,143,431	6,792,456,985
1.3. Interest from loans and receivables	03	5.20.3	28,511,198,818	18,442,478,420	75,994,361,916	52,292,837,240
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		12,963,576,891	9,574,378,166	39,636,291,264	29,683,155,320
1.7. Revenue from securities underwriting and issuing	07		-	-	-	-
1.8. Revenue from investment securities advisory	08		-	-	-	-
1.9. Revenue from securities custody	09		320,414,025	172,287,106	753,597,393	481,142,540
1.10. Revenue from financial advisory	10		14,318,182	57,272,727	100,465,455	245,000,000
1.11. Other operating revenues	11	5.20.4	378,326,253	141,725,070	1,136,578,475	546,131,203
<b>Total Operating revenue (20 = 01→11)</b>	<b>20</b>		<b>45,216,467,128</b>	<b>31,030,421,475</b>	<b>126,856,895,183</b>	<b>90,709,740,603</b>
<b>II. Operating expenses</b>						
2.1. Loss from financial assets recognized through profit or loss (FVTPL)	21		232,573,626	230,148,545	1,164,555,840	383,906,114
a. Loss from selling financial assets FVTPL	21.1	5.20.1	421,311,929	206,340,532	1,161,408,094	329,172,989
b. Decreased difference from revaluation financial assets FVTPL	21.2	5.20.2	(188,738,303)	23,808,013	3,147,746	54,733,125
c. Expenses purchase financial assets FVTPL	21.3		-	-	-	-
2.2. Loss from Held-to-maturity investments (HTM)	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		(774,227,282)	-	270,957,421	(829,767,972)
2.5. Loss from derivatives for risk prevention	25		-	-	-	-
2.6. Expenses for securities dealings	26		276,964,764	223,062,163	749,954,510	669,340,545
2.7. Expenses for securities brokerage	27	B.5.22	15,522,500,831	11,822,577,079	44,210,533,573	35,271,765,626
2.8. Expenses for securities underwriting and issuing	28		-	-	-	-
2.9. Expenses for investment securities advisory	29		-	-	-	-
2.10. Expenses for securities custody	30	B.5.22	503,508,214	224,027,917	1,252,759,424	618,504,594
2.11. Expense for financial advisory	31	B.5.22	295,880,526	212,397,854	754,635,476	870,378,087
2.12. Expenses for other services	32		(54,308,469)	-	(157,553,296)	(3,111,704)
<b>Total Operating expenses (40 = 21→32)</b>	<b>40</b>		<b>16,002,892,210</b>	<b>12,712,213,558</b>	<b>48,245,842,948</b>	<b>36,981,015,290</b>
<b>III. Revenues from financial operating</b>						
3.1. Interest from the change in exchange rates have made and unrealized	41	B.5.21	22,550	-	142,556,053	652,432,753
3.2. Revenue, accrued dividends, interest on bank deposits is not fixed	42	B.5.21	64,385,485	66,393,309	425,502,121	176,096,111
3.3. Interest from selling, disposal investments in subsidiaries, joint ventures, affiliate	43		-	-	-	-
3.4. Other revenue from financial operating	44		-	-	-	-
<b>Total revenue from financial operating (50 = 41→44)</b>	<b>50</b>		<b>64,408,035</b>	<b>66,393,309</b>	<b>568,058,174</b>	<b>828,528,864</b>
<b>IV. Financial expenses</b>						
4.1. Loss from the change in exchange rates have made and unrealized	51		6,351,450,000	(8,702,605)	9,989,140,297	1,554,297,800
4.2. Interest expenses on loans	52	B.5.23	7,581,111,600	6,287,434,289	19,723,126,267	17,540,611,084
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		-	-	-	-
<b>Total financial expenses (60 = 51→55)</b>	<b>60</b>		<b>13,932,561,600</b>	<b>6,278,731,684</b>	<b>29,712,266,564</b>	<b>19,094,908,884</b>

ITEMS	Code	Note	Quarter III (This year)	Quarter III (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	8,617,981,698	8,368,119,004	24,572,725,201	24,514,410,282
VII. Net operating profit/(loss) (70= 20+50-40-60-61-62)	70		6,727,439,655	3,737,750,538	24,894,118,644	10,947,935,011
VIII. Other income and expenses						
8.1. Other income	71		55,440	88,491,428	3,965,394	545,027,183
8.2. Other expenses	72		-	5,082,000	-	113,812,138
Total Other Operating (80= 71-72)	80		55,440	83,409,428	3,965,394	431,215,045
IX. Profit/(loss) before tax (90=70 + 80)	90		6,727,495,095	3,821,159,966	24,898,084,038	11,379,150,056
9.1. Profit made	91		11,262,895,330	3,425,380,046	32,239,287,995	11,604,011,064
9.2. Unrealised Profit	92		(4,535,400,235)	395,779,920	(7,341,203,957)	(224,861,008)
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		6,727,495,095	3,821,159,966	24,898,084,038	11,379,150,056
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		135	119	498	356
13.2. Diluted earnings per share (VND/1 stock)	502		-	-	-	-

Prepared by



Nguyen Thi My Hanh

On behalf of Acting Chief Accountant



Nguyen Thi An Vi



## STATEMENT OF CASH FLOWS

(Indirect method )

QUARTER III/ 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
<b>I. CASH FLOWS FROM OPERATING ACTIVITIES</b>				
<b>1. (Loss)/profit before tax</b>	<b>01</b>		<b>24,898,084,038</b>	<b>11,379,150,056</b>
<b>2. Adjustments for :</b>	<b>02</b>		<b>23,414,989,003</b>	<b>14,735,258,858</b>
- Depreciation and amortisation	03		1,422,071,178	1,335,072,309
- Provisions	04		113,404,125	(832,879,676)
- (- Profit) or (+ loss) from foreign exchange rate difference unrealized	05		7,326,550,000	257,300,000
- Loan interest expenses	06		19,723,126,267	17,540,611,084
- Profit/ loss from operating investment	07		-	(20,545,455)
- Accrued interest	08		(5,170,162,567)	(3,544,299,404)
- Other adjustments	09		-	-
<b>3. Increase of the non-monetary expenses</b>	<b>10</b>		<b>3,147,746</b>	<b>54,733,125</b>
- Loss from financial assets revaluation recognized through profit or loss FVTPL	11		3,147,746	54,733,125
- 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		-	-
<b>4. Decrease of the non-monetary revenue</b>	<b>18</b>		<b>11,506,211</b>	<b>(87,172,117)</b>
- Profit from financial assets revaluation recognized through profit or loss FVTPL	19		11,506,211	(87,172,117)
- Profit from revaluation differences available-for-sale financial assets (AFS) when reclassified	20		-	-
- Gains from disposal of fixed assets	21		-	-
<b>5. Operating profit/ loss before changes in working capital</b>	<b>30</b>		<b>48,327,726,998</b>	<b>(134,232,312,027)</b>
- (-) Increase/ (+) decrease of financial assets recognized through profit or loss (FVTPL)	31		396,997,694	(4,026,476,829)
- (-) Increase/ (+) decrease of held-to-maturity investments (HTM)	32		-	-
- (-) Increase/ (+) decrease of loans	33		(469,633,008,496)	(150,738,600,493)
- (-) 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		24,242,850,430	(121,814,824)
- (-) Increase/ (+) decrease transaction errors receivables financial assets	38		-	-
- (-) Increase/ (+) decrease of other receivables	39		(218,979,807)	(136,583,414)
- (-) Increase/ (+) decrease of other assets	40		(2,434,094,830)	(2,169,349,278)
- (+) Increase/ (-) decrease accrued expenses	41		168,576,541	1,501,392,417
- (-) Increase/ (+) decrease prepaid expenses	42		(151,797,311)	801,830,667
- (-) CIT paid to State Treasury	43		-	-
- (-) Loan interests already paid	44		(19,199,533,681)	(17,107,439,163)
- (+) Increase/ (-) decrease of payable to suppliers	45		(202,200,015)	(814,158,721)
- (+) Increase/ (-) decrease the deductions for employee benefits	46		264,765,500	459,003,800
- (+) Increase/ (-) decrease of taxes payable to State Treasury	47		203,937,443	(161,417,804)



- (+) Increase/ (-) decrease payables to employees	48		13,760,000	5,984,000
- (+) Increase/ (-) decrease payable for financial assets trading errors	49		-	-
- (+) Increase/ (-) decrease of other payable	50		82,963,754,339	38,275,317,615
- Other proceeds from operating activities	51		-	-
- Other payments for operating activities	52		-	-
<b>Net cash flows from operating activities</b>	<b>60</b>		<b>(335,257,245,195)</b>	<b>(108,150,342,105)</b>
<b>II. CASH FLOWS FROM INVESTING ACTIVITIES</b>				
1. Payments for purchases, construction of fixed assets and other long-term assets	61		(1,927,098,800)	(1,991,875,000)
2. Proceeds from disposals of fixed assets and other long-term assets	62		-	20,545,455
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		-	-
<b>Net cash flows from investing activities</b>	<b>70</b>		<b>(1,927,098,800)</b>	<b>(1,971,329,545)</b>
<b>III. CASH FLOWS FROM FINANCING ACTIVITIES</b>				
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		3,351,779,175,814	3,665,881,547,481
3.1. Borrowings from Payment Support Fund	73.1		-	-
3.2. Other borrowings	73.2		3,351,779,175,814	3,665,881,547,481
4. Payments for borrowings	74		(3,210,652,842,523)	(3,569,859,369,456)
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		(3,210,652,842,523)	(3,569,859,369,456)
5. Payments to financial lease	75		-	-
6. Dividends, profit paid to owners	76		-	-
<b>Net cash flows from financing activities</b>	<b>80</b>		<b>141,126,333,291</b>	<b>96,022,178,025</b>
<b>IV. Net cash flows during the period</b>	<b>90</b>		<b>(196,058,010,704)</b>	<b>(14,099,493,625)</b>
<b>V. Cash and cash equivalents at the beginning of the period</b>				
- 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		-	-
<b>VI. Cash and cash equivalents at the end of the period</b>				
- Cash	103.1		633,278,600	3,177,890,430
- Cash equivalents	103.2		104,529,726,027	86,051,787,267
- 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
<b>I. Cash flows relating to brokerage and entrusted activities of customers</b>				
1. Proceeds from sale of securities brokerage for customers	01		11,137,936,513,269	8,396,581,340,500
2. Payments to purchase of securities brokerage for customers	02		(11,660,434,437,200)	(8,637,483,241,500)
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		16,260,852,168,170	12,823,244,641,787
8. Payment to settle securities transactions of customers	08		(15,935,673,877,246)	(12,572,898,609,135)
9. Deposits to entrusted activities of customers	09		-	-
10. Payment to entrusted activities of customers	10		-	-
11. Payments custody fees	11		(577,196,171)	(453,625,911)
12. Proceeds from securities trading errors	12		-	-
13. Payments to securities trading errors	13		-	-
14. Proceeds from issuers	14		-	-
15. Payments to issuers	15		-	-
<b>Net cash flows during the period</b>	<b>20</b>		<b>(197,896,829,178)</b>	<b>8,990,505,741</b>
<b>II. Cash and cash equivalents at the beginning of the period of customers</b>	<b>30</b>		<b>276,481,747,714</b>	<b>46,537,168,092</b>
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		-	-
<b>III. Cash and cash equivalents at the end of the period of customers</b>	<b>40</b>		<b>78,584,918,536</b>	<b>55,527,673,833</b>
Cash in banks at the end of the period:	41		78,584,918,536	55,527,673,833
- Deposits of investors on securities trading is managed by Securities Company	42		78,584,918,536	55,527,673,833
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 My Hanh

On behalf of Acting Chief Accountant



Nguyen Thi An Vi



Chen Chia Ken

**PHU HUNG SECURITIES CORPORATION**

3F, CR3-03A, 109 Ton Dat Tien, Tan Phu Ward, District 7, HCMC, VN  
Tel: (+84-28) 54135479 Fax: (+84-28) 54135472

**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 III/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			
<b>I. Movements of Owner's equity</b>										
1. Owner's equity		320,000,000,000	500,000,000,000	-	-	-	180,000,000,000	180,000,000,000	320,000,000,000	500,000,000,000
1.1. Ordinary shares		320,000,000,000	320,000,000,000	-	-	-	180,000,000,000	-	320,000,000,000	500,000,000,000
1.2. Preference shares		-	-	-	-	-	-	-	-	-
1.3. Share premium		-	-	-	-	-	-	-	-	-
1.4. Convertible bonds options		-	-	-	-	-	-	-	-	-
1.5. Other capital		-	-	-	-	-	-	-	-	-
2. Treasury shares (*)		(1,185,000)	(1,185,000)	-	-	-	180,000,000,000	-	(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	13,549,011,064	2,169,861,008	-	32,239,287,995	7,341,203,957	2,468,297,613	33,313,020,474
8.1. Profit/ loss made		(6,963,305,861)	8,413,173,967	11,604,011,064	1,945,000,000	-	32,239,287,995	-	2,695,705,203	40,652,461,962
8.2. Unrealised Profit/ loss		(1,947,546,582)	1,762,469	1,945,000,000	224,861,008	-	-	7,341,203,957	(227,407,590)	(7,339,441,488)
<b>Total</b>		<b>311,087,962,557</b>	<b>508,413,751,436</b>	<b>13,549,011,064</b>	<b>2,169,861,008</b>	<b>212,239,287,995</b>	<b>187,341,203,957</b>	<b>322,467,112,613</b>	<b>533,311,835,474</b>	
<b>II. Other comprehensive profit/(loss)</b>										
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		-	-	-	-	-	-	-	-	-
<b>Total</b>										

Prepared by

*Nguyen Thi My Hanh*

Nguyen Thi My Hanh

On behalf of Acting Chief Accountant

*Chien Chia Ken*

Chien Chia Ken



## **NOTES TO THE FINANCIAL STATEMENTS**

Quarter 3/2018

### **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 17/04/2017.

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

As at 30 Sep 2018, the Company had 209 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

	30/09/2018	31/12/2017
- Cash on hand	3,865,755	6,919,755
- Cash in banks	629,412,845	180,482,553,447
- Cash equivalents	104,529,726,027	120,731,542,129
	<b>105,163,004,627</b>	<b>301,221,015,331</b>

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

	Volume of transactions during quarter 3/2018	Value of transactions during quarter 3/2018
<b>a) The Company</b>		
- Shares	764,480	34,265,699,554
	<b>764,480</b>	<b>34,265,699,554</b>
<b>b) Investors/customers</b>		
- Shares	406,804,024	7,665,908,737,154
- Others	229,080	3,500,190,700
	<b>407,033,104</b>	<b>7,669,408,927,854</b>

#### A. 5.3. The type of financial assets

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

	30/09/2018		31/12/2017	
	Book value	Fair value	Book value	Fair value
Listed shares	4,350,873,106	4,412,881,618	4,747,772,739	4,824,435,208
Unlisted shares	4,985,282	4,985,282	5,083,343	5,083,343
	<b>4,355,858,388</b>	<b>4,417,866,900</b>	<b>4,752,856,082</b>	<b>4,829,518,551</b>

##### 5.3.2 Held-to-maturity investments (HTM)

	30/09/2018	31/12/2017
Term deposits more than 3 months to 1 year	80,000,000,000	80,000,000,000
	<b>80,000,000,000</b>	<b>80,000,000,000</b>

##### 5.3.3 Loans receivables

	30/09/2018		31/12/2017	
	Book value	Fair value	Book value	Fair value
Margin loans	1,051,697,290,210	-	648,119,163,083	-
Receivables from selling advances to customers	114,598,457,331	-	58,314,379,555	-
Receivables	11,554,307,389	-	1,783,503,796	-
	<b>1,177,850,054,930</b>	<b>-</b>	<b>708,217,046,434</b>	<b>-</b>

##### 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	30/09/2018				Revaluation value
		The purchase price	Market value	Revaluation differences		
				Increase	Decrease	
A	B	1	2	3	4	5=(1+3-4)
<b>I</b>	<b>FVTPL</b>					
1	Listed shares	4,350,873,106	4,412,881,618	78,320,221	16,311,709	4,412,881,618
2	Unlisted shares	4,985,282	-	-	-	4,985,282
<b>II</b>	<b>HTM</b>					
1	Term deposits more than 3 months	80,000,000,000	-	-	-	80,000,000,000
<b>III</b>	<b>Loans and receivables</b>					
1	Loans receivables	1,177,850,054,930	-	-	-	1,177,850,054,930



<b>A. 5.4. Receivables</b>	<b>30/09/2018</b>	<b>31/12/2017</b>
- Receivables and accrued dividends, interest financial assets	21,149,224,362	15,979,061,795
- Receivable from securities trading activities	1,645,465,121	25,888,315,551
<i>Receivable from securities custody</i>	<i>460,697,152</i>	<i>284,816,865</i>
<i>Receivable from securities brokerage</i>	<i>236,314,572</i>	<i>128,391,453</i>
<i>Other receivable from securities trading activities</i>	<i>948,453,397</i>	<i>25,475,107,233</i>
- Other receivable	13,020,536,169	12,801,556,362
	<b>35,815,225,652</b>	<b>54,668,933,708</b>

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

	<b>30/09/2018</b>	<b>31/12/2017</b>
Opening balance	13,006,997,312	12,216,372,335
Increase in provision during the period	520,672,883	1,048,337,257
Reversal of provision during the period	(407,268,758)	(257,712,280)
Allowance utilized during the period	-	-
Closing balance	<b>13,120,401,437</b>	<b>13,006,997,312</b>

**A. 5.6. Tangible fixed assets**

<b>Items</b>	<b>30/09/2018</b>		
	<b>Buildings and structures</b>	<b>Office equipment</b>	<b>Total</b>
<b>Cost</b>			
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	<b>1,734,108,818</b>	<b>22,274,342,712</b>	<b>24,008,451,530</b>
<b>Accumulated depreciation</b>			
Opening balance	1,669,241,566	17,599,417,921	19,268,659,487
- Charge for the period	64,867,252	568,586,447	633,453,699
Closing balance	<b>1,734,108,818</b>	<b>18,168,004,368</b>	<b>19,902,113,186</b>
<b>Net book value</b>			
Opening balance	64,867,252	2,747,825,991	2,812,693,243
Closing balance	-	4,106,338,344	4,106,338,344

*Included in the cost of tangible fixed assets were assets costing VND18,547,264,870 which were fully depreciated as of 30 Sep 2018, but which are still in active use.*

**A. 5.7. Intangible fixed assets**

<b>Items</b>	<b>30/09/2018</b>
	<b>Software</b>
<b>Cost</b>	
Opening balance	8,161,659,400
Closing balance	<b>8,161,659,400</b>
<b>Accumulated depreciation</b>	
Opening balance	3,632,561,489
- Charge for the period	788,617,479
Closing balance	<b>4,421,178,968</b>
<b>Net book value</b>	
Opening balance	4,529,097,911
Closing balance	<b>3,740,480,432</b>

*Included in the cost of intangible fixed assets were assets costing VND1,305,495,000 which were fully depreciated as of 30 Sep 2018, but which are still in active use.*

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

	30/09/2018	31/12/2017
Prepaid expenses for software	607,965,030	299,397,372
Prepaid rental fees	199,617,277	165,180,201
Other prepayments	818,662,177	764,986,829
	<b>1,626,244,484</b>	<b>1,229,564,402</b>

**b. Long-term prepayments**

	30/09/2018	31/12/2017
Tools and instruments	1,569,549,937	1,447,933,138
Other prepayments	2,175,408,257	2,541,907,827
	<b>3,744,958,194</b>	<b>3,989,840,965</b>

**A. 5.9. Deposits at Payment Support Fund**

	30/09/2018	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
	<b>4,464,116,068</b>	<b>2,054,149,278</b>

**A. 5.10. Borrowings**

	30/09/2018	31/12/2017
Short-term borrowings (*)	697,877,433,291	556,751,100,000
Foreign exchange differences	7,401,450,000	74,900,000
	<b>705,278,883,291</b>	<b>556,826,000,000</b>

(\*) Detailed object:

Name	Interest rate	Opening balance	Receipts	Payments	Closing balance
Joint Stock Commercial Bank for Investment and Development of Vietnam	7.8%	-	1,681,385,125,814	1,679,526,742,523	1,858,383,291
Orient Commercial Joint Stock Bank	6.4%~8.3%	8,100,000,000	343,300,000,000	312,400,000,000	39,000,000,000
Indovina Bank	6.8%	50,000,000,000	192,800,000,000	195,800,000,000	47,000,000,000
Mega Bank - HCM Branch	5%~5.2%	-	90,000,000,000	70,000,000,000	20,000,000,000
Mega International Commercial Bank Co.,LTD.	3.16%~4.03%	24,987,600,000	25,473,800,000	24,987,600,000	25,473,800,000
First Commercial Bank	7.0%	-	66,000,000,000	50,000,000,000	16,000,000,000
First Commercial Bank - Taiwan	4.28%		35,766,250,000	-	35,766,250,000
CTBC Bank	7.0%	10,000,000,000	60,000,000,000	70,000,000,000	-
Cathay United Bank - Chu Lai Branch	5.2%~7.05%	50,000,000,000	106,500,000,000	135,500,000,000	21,000,000,000
Cathay United Bank - Taiwan	3.4%~3.69%		114,025,000,000		114,025,000,000
Chang Hwa Commercial Bank	3.4%~3.7%		114,025,000,000		114,025,000,000
Shanghai Bank- Dong Nai Branch	5.9%~8%	20,000,000,000	40,000,000,000	40,000,000,000	20,000,000,000
Shanghai Bank- Hong Kong Branch	3.56%~4.53%	102,422,500,000	148,685,000,000	204,817,500,000	46,290,000,000
Yuanta Commercial Bank Co., Ltd.	3.7%~4.6%	68,104,000,000	69,570,000,000	90,954,000,000	46,720,000,000
E.SUN Bank - Dong Nai Branch	6.2%~6.5%	30,000,000,000	79,200,000,000	83,000,000,000	26,200,000,000
Entie Commercial Bank	3.9%~4.9%	68,137,000,000	115,049,000,000	113,667,000,000	69,519,000,000
SinoPac Bank	5.1%~5.3%	20,000,000,000	40,000,000,000	40,000,000,000	20,000,000,000
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
<b>Total</b>		<b>556,751,100,000</b>	<b>3,351,779,175,814</b>	<b>3,210,652,842,523</b>	<b>697,877,433,291</b>

**A. 5.11. Accounts payable for securities trading activities**

	30/09/2018	31/12/2017
Clearing and settlement of securities transactions	22,534,703,500	1,476,090,000
Settlements of securities transactions by customers	136,229,242,000	73,965,882,900
Other payables	71,723,846	159,127,281
	<b>158,835,669,346</b>	<b>75,601,100,181</b>

**A. 5.12. Taxes payable to State Treasury**

	30/09/2018	31/12/2017
Personal income tax	1,574,567,978	1,368,175,990
Output VAT	-	2,454,545
	<b>1,574,567,978</b>	<b>1,370,630,535</b>

<b>A. 5.13. Accrued expenses</b>	<b>30/09/2018</b>	<b>31/12/2017</b>
Employee costs	5,341,188,897	5,568,818,001
Interest expense	1,751,926,524	1,228,333,938
Securities transactions fees	1,029,128,773	868,926,342
Consulting fees	110,647,382	143,892,575
Others	1,840,313,263	1,571,064,856
	<b>10,073,204,839</b>	<b>9,381,035,712</b>
<b>A. 5.14. Other payables</b>	<b>30/09/2018</b>	<b>31/12/2017</b>
Payables to customers	2,337,355	2,337,355
Other payables	145,064,586	453,981,804
	<b>147,401,941</b>	<b>456,319,159</b>
<b>A. 5.15. Undistributed profit/ (loss)</b>	<b>30/09/2018</b>	<b>31/12/2017</b>
Profit/ (loss) made	40,652,461,962	8,413,173,967
Unrealised Profit/ (loss)	(7,339,441,488)	1,762,469
	<b>33,313,020,474</b>	<b>8,414,936,436</b>
<b>A. 5.16. Deposits of customers</b>	<b>30/09/2018</b>	<b>31/12/2017</b>
1. Deposits of investors about securities transaction deposits is managed by Securities Company	78,584,918,536	276,481,747,714
1.1 Deposits of domestic investors about securities transaction deposits is managed by Securities Company	73,208,636,820	270,373,377,764
1.2 Deposits of foreign investors about securities transaction deposits is managed by Securities Company	5,376,281,716	6,108,369,950
	<b>78,584,918,536</b>	<b>276,481,747,714</b>
<b>A. 5.17. Payable for investors</b>	<b>30/09/2018</b>	<b>31/12/2017</b>
1. Payable for investors - Deposits of investors about securities transaction deposits is managed by Securities Company	78,584,918,536	276,481,747,714
1.1. Domestic investors	73,208,636,820	270,373,377,764
1.2. Foreign investors	5,376,281,716	6,108,369,950
	<b>78,584,918,536</b>	<b>276,481,747,714</b>
<b>A. 5.18. Payable of investors about securities trading activities</b>	<b>30/09/2018</b>	<b>31/12/2017</b>
1. Payable brokerage fees	236,314,572	128,391,453
2. Payable custody fees	460,697,152	284,816,865
3. Other payable	11,965,697	66,333
	<b>708,977,421</b>	<b>413,274,651</b>
<b>A. 5.19. Payable of investors about loans</b>	<b>30/09/2018</b>	<b>31/12/2017</b>
1. Payable margin	1,070,894,505,236	660,692,454,384
1.1. Payable original margin	1,051,697,290,210	648,119,163,083
a. Payable original margin of domestic investors	1,051,697,290,210	648,119,163,083
b. Payable original margin of foreign investors	-	-
1.2. Payable interest margin	19,197,215,026	12,573,291,301
a. Payable interest margin of domestic investors	19,197,215,026	12,573,291,301
b. Payable interest margin of foreign investors	-	-
2. Payable selling advances	114,598,457,331	58,314,379,555
2.1. Payable original selling advances	114,598,457,331	58,314,379,555
a. Payable original selling advances of domestic investors	114,598,457,331	58,314,379,555
b. Payable original selling advances of foreign investors	-	-
	<b>1,185,492,962,567</b>	<b>719,006,833,939</b>

**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	358,800	45,308	16,256,430,100	16,155,450,550	100,979,550	176,667,077
	<b>Total</b>	<b>358,800</b>		<b>16,256,430,100</b>	<b>16,155,450,550</b>	<b>100,979,550</b>	<b>176,667,077</b>

**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
<b>I</b>	<b>Loài FVTPL</b>					
1	Listed shares	4,350,873,106	4,412,881,618	62,008,512	76,662,469	(14,653,957)
2	Unlisted shares	4,985,282	4,985,282	-	-	-
	<b>Total</b>	<b>4,355,858,388</b>	<b>4,417,866,900</b>	<b>62,008,512</b>	<b>76,662,469</b>	<b>(14,653,957)</b>

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

	Quarter 3/2018	Quarter 3/2017	Accumulated to the end of this quarter (This year)	Accumulated to the end of this quarter (Last year)
Dividends	10,375,326	40,296,360	96,888,289	74,540,880
Interest from term deposits at banks	2,423,654,692	2,285,712,893	7,812,143,431	6,792,456,985
Interest from loans	28,511,198,818	18,442,478,420	75,994,361,916	52,292,837,240
	<b>30,945,228,836</b>	<b>20,768,487,673</b>	<b>83,903,393,636</b>	<b>59,159,835,105</b>

**5.20.4. Other operating revenues**

	Quarter 3/2018	Quarter 3/2017	Accumulated to the end of this quarter (This year)	Accumulated to the end of this quarter (Last year)
Other operating revenues	378,326,253	141,725,070	1,136,578,475	546,131,203
	<b>378,326,253</b>	<b>141,725,070</b>	<b>1,136,578,475</b>	<b>546,131,203</b>

**B 5.21. Revenues from financial operating**

	Quarter 3/2018	Quarter 3/2017	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	22,550	-	142,556,053	652,432,753
Interest from not fixed deposits at banks	64,385,485	66,393,309	425,502,121	176,096,111
	<b>64,408,035</b>	<b>66,393,309</b>	<b>568,058,174</b>	<b>828,528,864</b>

**B 5.22. Operating expenses**

	Quarter 3/2018	Quarter 3/2017	Accumulated to the end of this quarter (This year)	Accumulated to the end of this quarter (Last year)
Expenses for securities brokerage	15,522,500,831	11,822,577,079	44,210,533,573	35,271,765,626
Expenses for advisory	295,880,526	212,397,854	754,635,476	870,378,087
Expenses for securities custody	503,508,214	224,027,917	1,252,759,424	618,504,594
	<b>16,321,889,571</b>	<b>12,259,002,850</b>	<b>46,217,928,473</b>	<b>36,760,648,307</b>

**B 5.23. Financial expenses**

	Quarter 3/2018	Quarter 3/2017	Accumulated to the end of this quarter (This year)	Accumulated to the end of this quarter (Last year)
Interest expenses	7,581,111,600	6,287,434,289	19,723,126,267	17,540,611,084
Loss from the change in exchange rates	6,351,450,000	(8,702,605)	9,989,140,297	1,554,297,800
	<b>13,932,561,600</b>	<b>6,278,731,684</b>	<b>29,712,266,564</b>	<b>19,094,908,884</b>

B 5.24. General and administration expenses	Quarter 3/2018	Quarter 3/2017	Accumulated to the end of this quarter (This year)	Accumulated to the end of this quarter (Last year)
Personnel expenses	3,695,568,379	3,625,695,424	10,330,620,095	10,473,736,071
Social, Health insurance, union fee, severance allowance	404,894,500	383,659,500	1,195,153,500	1,166,906,000
Tools and supplies	212,455,646	170,231,727	644,172,748	506,250,249
Depreciation of fixed assets	476,614,516	433,213,086	1,357,203,926	1,174,112,213
Taxes and fees	1,333,285	(5,205,621)	59,881,555	222,412,235
External services	3,238,801,669	3,435,347,036	9,537,100,681	9,732,342,853
Other expenses	588,313,703	325,177,852	1,448,592,696	1,238,650,661
	<b>8,617,981,698</b>	<b>8,368,119,004</b>	<b>24,572,725,201</b>	<b>24,514,410,282</b>

**C - Significant transactions with related parties**

		Transaction value	
		Quarter 3/2018	Quarter 3/2017
<b>Phu Lap Investment Consultant Co., Ltd</b>	<b>Shareholder</b>		
Borrowings		35,000,000,000	-
Interest expense		778,172,225	667,005,567
Consultant fee		14,318,182	12,272,727
<b>CX Technology (Vietnam) Corporation</b>	<b>Related parties</b>		
Borrowings		-	45,000,000,000
Interest expense		-	807,500,000

Prepared by



Nguyen Thi My Hanh

On behalf of Acting Chief Accountant



Nguyen Thi An Vi



HCMC, 18/10/2018

General Director

Chen Chia Ken

