

# **FINANCIAL STATEMENTS**

**QUARTER 3/2013**

**HO CHI MINH CITY SECURITIES  
CORPORATION**

## BALANCE SHEET

As at 30 September 2013

Currency: VND

ASSETS	Code	30 September 2013	31 December 2012
<b>A. CURRENT ASSETS (100=110+120+130+140+150)</b>	<b>100</b>	<b>2,652,835,324,484</b>	<b>2,585,109,719,671</b>
<b>I. Cash and cash equivalents</b>	<b>110</b>	<b>1,265,623,307,286</b>	<b>1,794,202,976,893</b>
1. Cash	111	1,265,623,307,286	1,794,202,976,893
2. Cash equivalents	112	-	-
<b>II. Short-term financial investments</b>	<b>120</b>	<b>396,536,819,436</b>	<b>152,323,020,894</b>
1. Short-term investments	121	443,826,016,006	203,325,585,176
2. Short-term investments of the investing mandators	122	-	-
3. Provision for short term investments	129	(47,289,196,570)	(51,002,564,282)
<b>III. Short-term receivables</b>	<b>130</b>	<b>987,507,083,384</b>	<b>634,679,079,188</b>
1. Trade receivables	131	1,338,670,166	1,410,917,105
2. Advances to suppliers	132	616,666,453	353,848,252
3. Inter-company receivables	133	-	-
4. Receivables from securities trading	135	975,109,735,267	552,121,896,930
5. Other receivables	138	33,757,976,592	104,097,165,353
6. Provision for bad and doubtful debts	139	(23,315,965,094)	(23,304,748,452)
<b>IV. Inventory</b>	<b>140</b>	<b>-</b>	<b>-</b>
<b>V. Others current assets</b>	<b>150</b>	<b>3,168,114,378</b>	<b>3,904,642,696</b>
1. Short term prepaid expenses	151	2,904,942,776	3,659,266,484
2. Value added tax deductible	152	-	-
3. Tax and other receivables from the State Treasury	154	-	-
4. Repurchasing Government bonds	157	-	-
5. Other current assets	158	263,171,602	245,376,212
<b>B. FIXED ASSETS AND LONG-TERM INVESTMENTS (200=210+250+260)</b>	<b>200</b>	<b>484,651,312,963</b>	<b>613,825,595,743</b>
<b>I. Long term receivables</b>	<b>210</b>		
<b>II. Fixed Assets</b>	<b>220</b>	<b>6,799,366,139</b>	<b>11,911,394,466</b>
1. Tangible fixed assets	221	5,451,744,561	9,858,897,465
- Cost	222	42,019,253,821	41,738,040,089
- Accumulated Depreciation	223	(36,567,509,260)	(31,879,142,624)
2. Finance lease fixed assets	224	-	-
- Cost	225	-	-
- Accumulated Depreciation	226	-	-
3. Intangible fixed assets	227	1,347,621,578	2,052,497,001
- Cost	228	21,394,890,024	21,084,673,883
- Accumulated Amortisation	229	(20,047,268,446)	(19,032,176,882)
4. Construction In Progress	230	-	-
<b>III. Property investments</b>	<b>240</b>		
<b>IV. Long-term financial investments</b>	<b>250</b>	<b>353,698,696,231</b>	<b>475,293,967,755</b>
1. Investment in subsidiary companies	251	-	-
2. Investment in joint venture	252	-	-
3. Long-term securities investments	253	353,698,696,231	475,293,967,755
- Available-for-sell securities	254	353,698,696,231	475,293,967,755
- Held-to-maturity securities	255	-	-

ASSETS	Code	30 September 2013	31 December 2012
4. Other long-term investments	258	-	-
5. Provision for long-term investments	259	-	-
<b>V. Other long term assets</b>	<b>260</b>	<b>124,153,250,593</b>	<b>126,620,233,522</b>
1. Long-term prepaid expenses	261	109,086,709,529	113,511,817,548
2. Deferred corporate income tax assets	262	-	-
3. Deposits at Settlement Support Fund	263	11,832,583,310	9,332,583,310
4. Other long-term assets	268	3,233,957,754	3,775,832,664
<b>TOTAL ASSETS (270=100+200)</b>	<b>270</b>	<b>3,137,486,637,447</b>	<b>3,198,935,315,414</b>
RESOURCES	Code	30 September 2013	31 December 2012
<b>A - LIABILITIES (300=310+330)</b>	<b>300</b>	<b>1,003,987,895,265</b>	<b>1,036,421,290,135</b>
<b>I. Current liabilities</b>	<b>310</b>	<b>893,987,895,265</b>	<b>926,421,290,135</b>
1. Short-term loans	311	-	-
2. Trade payable	312	1,134,050,600	1,839,982,323
3. Advances from customers	313	-	-
4. Taxes and other payable to the State Treasury	314	22,909,531,542	12,434,392,518
5. Payable to employees	315	-	-
6. Accrued expenses	316	45,647,027,744	33,992,178,397
8. Other payables	319	8,957,262,566	6,060,371,210
9. Payables to securities transactions	320	536,240,086,057	688,781,849,995
10. Dividends, principal and interest payable	321	23,078,123,100	4,534,730,890
12. Bonus and welfare fund	323	18,450,177,708	15,582,206,561
13. Repurchasing Government bonds	327	237,571,635,948	163,195,578,241
<b>II. Long term liabilities</b>	<b>330</b>	<b>110,000,000,000</b>	<b>110,000,000,000</b>
4. Long-term loans	334	110,000,000,000	110,000,000,000
7. Provision for severance allowances	337	-	-
<b>B - OWNERS' EQUITY (400=410+430)</b>	<b>400</b>	<b>2,133,498,742,182</b>	<b>2,162,514,025,279</b>
<b>I. Capital</b>	<b>410</b>	<b>2,133,498,742,182</b>	<b>2,162,514,025,279</b>
1. Share capital	411	1,008,486,370,000	1,008,486,370,000
2. Share premium	412	562,425,008,499	560,834,915,000
4. Treasury shares	414	(123,383,413)	(5,165,052,464)
7. Investment and development fund	417	3,961,374,994	3,961,374,994
8. Financial reserves	418	116,409,099,437	116,409,099,437
9. Other funds belong to owners' equity	419	-	-
10. Undistributed earnings	420	442,340,272,665	477,987,318,312
<b>TOTAL RESOURCES (440=300+400)</b>	<b>440</b>	<b>3,137,486,637,447</b>	<b>3,198,935,315,414</b>

Prepared by

Chief Financial Officer

18 October 2013  
Chief Executive Officer

Ho Thi Thu Thao

Lam Huu Ho

Johan Nyvenne

## INCOME STATEMENT

For the period from 01 January 2013 to 30 September 2013

Currency: VND

Items	Code	3th Quarter		Year to date	
		2013	2012	2013	2012
<b>1. Revenue from securities trading activities</b>	<b>01</b>	<b>141,802,373,331</b>	<b>114,234,599,780</b>	<b>435,654,290,751</b>	<b>446,808,743,124</b>
Includings:					
- Revenue from securities brokerage services	01.1	44,520,263,462	28,622,829,102	135,865,119,932	118,027,602,994
- Revenue from securities investment	01.2	23,631,813,403	2,962,701,262	81,986,346,939	23,601,312,861
- Revenue from securities underwriting agency services	01.3	-	-	-	-
- Revenue from securities issuance agency services	01.4	2,656,781	425,000,000	2,656,781	425,000,000
- Revenue from finance advisory services	01.5	13,933,486,370	214,572,602	15,241,695,538	11,488,896,657
- Revenue from securities custodian services	01.6	899,258,045	1,074,804,400	2,808,787,945	2,720,896,949
- Revenue from trust auction activities	01.7	-	-	-	-
- Revenue from leasing and usage of equipment	01.8	-	-	-	-
- Other revenue	01.9	58,814,895,270	80,934,692,414	199,749,683,616	290,545,033,663
<b>2. Less sales deductions</b>	<b>02</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>3. Net revenue from securities trading activities (10=01-02)</b>	<b>10</b>	<b>141,802,373,331</b>	<b>114,234,599,780</b>	<b>435,654,290,751</b>	<b>446,808,743,124</b>
<b>4. Expenses for securities trading activities</b>	<b>11</b>	<b>47,014,008,098</b>	<b>38,458,350,642</b>	<b>132,812,067,638</b>	<b>124,401,763,117</b>
<b>5. Gross profit (20=10-11)</b>	<b>20</b>	<b>94,788,365,233</b>	<b>75,776,249,138</b>	<b>302,842,223,113</b>	<b>322,406,980,007</b>
<b>6. General and administration expenses</b>	<b>25</b>	<b>19,745,146,277</b>	<b>20,974,705,495</b>	<b>63,316,461,164</b>	<b>63,336,956,151</b>
<b>7. Net profit from securities trading activities and investment activities (30=20-25)</b>	<b>30</b>	<b>75,043,218,956</b>	<b>54,801,543,643</b>	<b>239,525,761,949</b>	<b>259,070,023,856</b>
8. Other income	31	10,392,789	62,154,545	137,301,880	62,154,545
9. Other expenses	32	-	-	46,755,667	41,038,912
<b>10. Other profit (40=31-32)</b>	<b>40</b>	<b>10,392,789</b>	<b>62,154,545</b>	<b>90,546,213</b>	<b>21,115,633</b>
<b>11. Profit before tax (50=30+40)</b>	<b>50</b>	<b>75,053,611,745</b>	<b>54,863,698,188</b>	<b>239,616,308,162</b>	<b>259,091,139,489</b>
12. Current corporate income tax expenses	51	18,530,155,168	10,864,437,703	59,291,616,880	51,018,127,793
13. Deferred corporate income tax expenses	52	-	-	-	-
<b>14. Net profit after tax (70=60-61-62)</b>	<b>60</b>	<b>56,523,456,577</b>	<b>43,999,260,485</b>	<b>180,324,691,282</b>	<b>208,073,011,696</b>
<b>15. Earning per share</b>	<b>70</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

18 October 2013

Prepared by

Chief Financial Officer

Chief Executive Officer

Ho Thi Thu Thao

Lam Huu Ho

Johan Nyvene

## CASH FLOW STATEMENT

(Indirect Method)

For the period from 01 January 2013 to 30 September 2013

Currency: VND

Items	Code	Year to date	
		2013	2012
<b>I. Cash flows from securities operating activities</b>			
Profit before tax	01	239,616,308,162	259,091,139,489
Adjustment for		(97,521,310,209)	(111,096,101,991)
Depreciation of fixed assets	02	6,485,118,034	9,686,149,756
(Reversals) / Provisions	03	(3,702,151,070)	(29,829,233)
Loss/(gain) from investing activities	05	(121,405,819,947)	(136,641,976,882)
Interest expenses	06	21,101,542,774	15,889,554,368
Operating profit before changes in working capital	08	142,094,997,953	147,995,037,498
Increase/(decrease) in receivables	09	(353,742,623,324)	702,874,084,306
Increase/(decrease) in inventories	10	(240,500,430,830)	(4,419,728,749)
Increase/(decrease) in payables	11	(50,006,265,246)	321,954,402,794
Increase/(decrease) in prepaid expenses	12	5,179,431,727	5,848,312,235
Interest paid	13	(16,332,664,077)	(7,892,556,181)
Corporate income tax paid	14	(50,207,003,538)	(50,423,537,038)
Other cash inflows from operating activities	15	-	-
Other cash outflows from operating activities	16	(11,076,360,822)	(18,120,812,428)
Net cash flows from securities operating activities	20	(574,590,918,157)	1,097,815,202,437
<b>II. Cash flows from investing activities</b>			
Payments for additions to fixed assets	21	(1,419,845,374)	(5,364,110,467)
Proceeds from disposal fixed assets	22	139,600,000	-
Payments for buying securities	23	(649,703,228,476)	-
Proceeds from sales of securities	26	782,560,109,590	-
Payment for investments in other entity	27	-	(50,708,000,000)
Proceeds from investments in other entity	28	-	-
Dividends, interest received	29	108,454,768,510	123,053,627,424
Net cash flows from investing activities	30	240,031,404,250	66,981,516,957
<b>III. Cash flows from financial activities</b>			
Proceeds form share insurance	31	7,171,415,000 (*)	10,000,000,000
Payment for buying treasury shares	32	(1,152,450)	(1,575,744)
Proceeds from loans	33	-	-
Payments for loans	34	-	(100,000,000,000)
Dividend paid to shareholders	36	(201,190,418,250)	(159,653,066,245)
Net cash flows from financial activities	40	(194,020,155,700)	(249,654,641,989)
Net cash flows during the period	50	(528,579,669,607)	915,142,077,405
Cash and cash equivalents at the beginning of period	60	1,794,202,976,893	673,986,246,531
Exchange rate difference by revaluation	61		
Cash and cash equivalents at the end of period	70	1,265,623,307,286	1,589,128,323,936

(\*) The receipt from selling treasury shares in 3th Quarter 2013

Prepared by

Chief Financial Officer

18 October 2013  
Chief Executive Officer

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## OWNERS EQUITY STATEMENT

For the period from 01 January 2013 to 30 September 2013

*Currency: VND*

Currency: VND									
Items	Notes	1 January 2012	1 January 2013	Increase/Decrease				30 September 2012	30 September 2013
				Year to date 2012		Year to date 2013			
				Increase	Decrease	Increase	Decrease		
A	B	1	2	3	4	5	6	7	8
1. Share capital		998,486,370,000	1,008,486,370,000	10,000,000,000	-	-	-	1,008,486,370,000	1,008,486,370,000
2. Share premium		560,834,915,000	560,834,915,000	-	-	1,590,093,499	-	560,834,915,000	562,425,008,499
3. Other owners' equity		-	-	-	-	-	-	-	-
4. Treasury shares		(4,648,924,200)	(5,165,052,464)	(352,595,744)	-	(539,652,450)	(5,581,321,501)	(5,001,519,944)	(123,383,413)
5. Revaluation differences		-	-	-	-	-	-	-	-
6. Foreign exchange differences		-	-	-	-	-	-	-	-
7. Investment and development fund		3,961,374,994	3,961,374,994	-	-	-	-	3,961,374,994	3,961,374,994
8. Financial reserves		91,771,047,055	116,409,099,437	-	-	-	-	91,771,047,055	116,409,099,437
9. Other funds belong to owners' equity		-	-	-	-	-	-	-	-
10. Undistributed earnings		378,562,918,156	477,987,318,312	208,073,011,696	72,026,919,781	180,324,691,282	215,971,736,929	514,609,010,071	442,340,272,665
Total		2,028,967,701,005	2,162,514,025,279	217,720,415,952	72,026,919,781	181,375,132,331	210,390,415,428	2,174,661,197,176	2,133,498,742,182

18 October 2013

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