Report of the Board of Directors and Interim Financial Statements

30 June 2011

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### REPORT OF THE BOARD OF DIRECTORS

The Board of Directors of Ho Chi Minh City Securities Corporation ("the Company") is pleased to present its report and the interim financial statements of the Company for the six-month fiscal period ended 30 June 2011 (period from 01 January 2011 to 30 June 2011).

### THE COMPANY

The Company is a joint stock company incorporated under the Law on Enterprises of Vietnam pursuant to Business Registration Certificate No. 4103001573 issued by the Ho Chi Minh City Department of Planning and Investment on 23 April 2003 and Business License No. 11/UBCK-GPHDKD issued by the State Securities Commission on 29 April 2003.

The principal activities of the Company are brokerage services, securities trading, underwriting for share issues, custodian services, finance and investment advisory services.

The Company's head office is located at Floor 5 and 6, AB Tower, at 76 Le Lai, Ben Thanh Ward, District 1, Ho Chi Minh City and its branch is located in Hanoi, and transaction offices in Ho Chi Minh City and Hanoi.

### SIGNIFICANT EVENTS DURING THE PERIOD

On 14 April 2011, the Company's Board of Directors adopted the resolution No. 06/2011/NQ-HDQT for the project of issuing VND 50,000,000,000 private placement bonds. On 06 May 2011, the Company reported the result of the success issuance of VND 50,000,000,000 bonds in the Official Letter No. 22/2011/CV-CBTT.

On 08 June 2011, the Company received Amendment License No. 34/GPDC-UBCK from State Securities Commission of Vietnam for the amendments to Establishment and Operation License No. 11/UBCK-GPHDKD dated 29 April 2003 which stated the change in the location of the Company's head office to Floor 5 and 6, AB Tower, at 76 Le Lai, Ben Thanh Ward, District 1, Ho Chi Minh City.

### **BOARD OF DIRECTORS**

Members of the Board of Directors during the period and at the date of this report are:

| Mr. Do Hung Viet         | Chairman      | Appointed at 08 April 2011   |
|--------------------------|---------------|------------------------------|
| Mr. Le Anh Minh          | Vice Chairman | Reappointed at 08 April 2011 |
| Mr. Nguyen Thanh Liem    | Vice Chairman | Appointed at 08 April 2011   |
| Mr. Pham Nghiem Xuan Bac | Member        | Reappointed at 08 April 2011 |
| Mr. Hoang Dinh Thang     | Member        | Reappointed at 08 April 2011 |
| Mr. Johan Nyvene         | Member        | Reappointed at 08 April 2011 |
| Mr. Trinh Hoai Giang     | Member        | Appointed at 08 April 2011   |
| Ms. Ngo Kim Lien         | Chairwoman    | Resigned at 08 April 2011    |
| Mr. Do Hung Viet         | Vice Chairman | Resigned at 08 April 2011    |
| Mr. Nguyen Quyet Chien   | Member        | Resigned at 08 April 2011    |

### **BOARD OF SUPERVISORS**

Members of the Board of Supervisors during the period and at the date of this report are:

| Mr. Vo Van Chau          | Chief of The Board of Supervisors | Reappointed at 08 April 2011 |
|--------------------------|-----------------------------------|------------------------------|
| Mr. Doan Van Hinh        | Member                            | Reappointed at 08 April 2011 |
| Ms. Nguyen Thi Thanh Van | Member                            | Reappointed at 08 April 2011 |

### **AUDITORS**

The auditors of the Company are Ernst & Young Vietnam Limited.

REPORT OF THE BOARD OF DIRECTORS (continued)

### STATEMENT OF THE MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE INTERIM FINANCIAL STATEMENTS

The Board of Management is responsible for the interim financial statements of each financial period which give a true and fair view of the interim state of affairs of the Company and of the Company's interim results of its operations and interim cash flows for the period. In preparing those interim financial statements, the Board of Management is required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- ▶ state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the interim financial statements; and
- ▶ prepare the interim financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Board of Management is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the interim financial position of the Company and to ensure that the accounting records comply with the registered accounting system. It is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Board of Management has confirmed to the Board of Directors that the Company has complied with the above requirements in preparing the accompanying interim financial statements.

### APPROVAL OF THE INTERIM FINANCIAL STATEMENTS

We hereby approve the accompanying interim financial statements which give a true and fair view of the interim financial position of the Company as at 30 June 2011 and the interim results of its operations and interim cash flows for the six-month period then ended in accordance with the Vietnamese Accounting Standards and System, and accounting policies according to Circular No. 95/2008/TT-BTC issued on 24 October 2008 and related circulars of amendment, supplementation issued by the Ministry of Finance about guiding of accounting policies applicable for security company, and comply with relevant statutory requirements.

On behalf of the Board of Directors

CÓ PHẨM CHÚNG KHOÁN

Mr. Do Hung Viet Chairman

Ho Chi Minh City, Vietnam

22 July 2011

Ernst & Young Vietnam limited Saigon Riverside Office Center 8th Floor, 2A-4A Ton Duc Thang St

District 1 Ho Chi Minh City, S.R. of Vietnam

Tel: +84 8 3824 5252 Fax: +84 8 3824 5250 www.ey.com/vn

Reference: 60790272/15008138

### REPORT ON REVIEW OF INTERIM FINANCIAL STATEMENTS

### To: The shareholders of Ho Chi Minh City Securities Corporation

We have reviewed the interim financial statements of Ho Chi Minh City Securities Corporation (collectively referred to as "the Company") as set out on page 4 to 43 which comprise the interim balance sheet as at 30 June 2011, the interim income statement, the interim cash flow statement and the interim changes in equity statement for the six-month period then ended and the notes thereto.

The preparation and presentation of these interim financial statements are the responsibility of Company's management. Our responsibility is to issue a report on these interim financial statements based on our review.

We conducted our review in accordance with Vietnamese Standard on Auditing 910 – Engagements to review financial statements. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the interim financial statements are free from material misstatement. A review is limited primarily to inquiries of the Company's personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements do not give a true and fair view of the interim financial position of the cf the Company as at 30 June 2011, and of the interim results of its operations and its interim cash flow for the six-month period then ended (period from 01 January 2011 to 30 June 2011) in accordance with the Vietnamese Accounting Standards and System and accounting policies according to Circular No. 95/2008/TT-BTC issued on 24 October 2008 and related circulars of amendment, supplementation issued by the Ministry of Finance about guiding of accounting policies applicable to securities companies and comply with the relevant statutory requirements.

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TRÁCH NHIỆM ĐẦU HẠN (O)
ERNST & YOUNG

Ernst & Young Vietnam Limited

Vo Tan Hoang Van Deputy General Director Certificate No. 0264/KTV

Ho Chi Minh City, Vietnam

23 July 2011

Vo Xuan Minh Auditor in charge

Certificate No. 0923/KTV

### INTERIM BALANCE SHEET as at 30 June 2011

|                                 |   |             |  | VND   |
|---------------------------------|---|-------------|--|---|
| Code                            | ASSETS  | Notes       | 30 June 2011   | 31 December 2010  |
| 100                             | A. CURRENT ASSETS   |             | 1,819,487,849,851  | 2,336,386,799,783   |
| <b>110</b><br>111<br>112        | <ol> <li>Cash and cash equivalents</li> <li>Cash</li> <li>Cash equivalents</li> </ol>   | 5           | <b>1,130,739,845,228</b> 1,130,739,845,228                   | <b>1,239,484,828,799</b> 1,239,484,828,799                          |
| 120<br>121<br>129               | <ul> <li>II. Short-term financial investments</li> <li>1. Short-term financial investments</li> <li>2. Provision for short-term financial investments</li> </ul>  | 7           | <b>157,879,685,094</b> 209,870,859,845 (51,991,174,751)      | <b>176,894,977,382</b> 246,027,552,048 (69,132,574,666)             |
| 130<br>131<br>132<br>133<br>135 | <ol> <li>Short-term receivables</li> <li>Trade receivables</li> <li>Advances to suppliers</li> <li>Internal receivables</li> <li>Receivables from securities</li> </ol>   | 8           | <b>527,267,869,126</b><br>927,037,100<br>2,758,957,827       | <b>916,024,962,385</b><br>1,187,219,000<br>249,323,003              |
| 138<br>139                      | trading 5. Other receivables 6. Provision for doubtful debts  | 8<br>8<br>8 | 451,015,788,142<br>91,374,314,452<br>(18,808,228,395)        | 846,655,755,480<br>86,767,393,297<br>(18,834,728,395)               |
| 140                             | IV. Inventory   |             | -  |   |
| 150<br>151<br>152<br>154<br>157 | <ul> <li>V. Other current assets</li> <li>1. Short-term prepaid expenses</li> <li>2. Value added tax deductible</li> <li>3. Tax and other receivables from the State</li> <li>4. Repurchase agreement of Government bonds</li> <li>5. Other current assets</li> </ul> | 9           | 3,600,450,403<br>3,155,190,313<br>-<br>-<br>-<br>445,260,090 | <b>3,982,031,217</b><br>3,447,856,603<br>-<br>-<br>-<br>534,174,614 |
|                                 | Government bonds  | 9           | 445,260,090  | 534,174,  |



|            |      |   |       |                                    | VNI                               |
|------------|------|---|-------|------------------------------------|-----------------------------------|
| Code       | AS   | SETS  | Notes | 30 June 2011                       | 31 December 2010                  |
| 200        | В.   | NON-CURRENT ASSETS  |       | 274,276,437,964                    | 188,592,026,079                   |
| 210        | I.   | Long-term receivables   |       |                                    | _                                 |
| 211        | 1.   | Long-term trade receivables   |       | _                                  |                                   |
| 212        | 2.   | Paid-in capital in wholly-owned   |       |                                    |                                   |
|            |      | subsidiaries  |       | -                                  | -                                 |
| 213        | 3.   | Long-term receivables from related parties                                  |       | _                                  | _                                 |
| 218        | 4.   | Other long-term receivables   |       | -                                  | _                                 |
| 219        | 5.   | Provision for doubtful long-term receivables                                |       | -                                  | :-                                |
| 220        | II.  | Fixed assets  |       | 21,559,204,929                     | 27,047,265,840                    |
| 221        | 1.   | Tangible fixed assets   | 10    | 15,361,010,686                     | 15,989,696,602                    |
| 222        |      | Cost  |       | 34,267,731,272                     | 30,850,717,382                    |
| 223        |      | Accumulated depreciation  |       | (18,906,720,586)                   | (14,861,020,780)                  |
| 224        | 2.   |   |       | -                                  |                                   |
| 225        |      | Cost  |       | -                                  | -                                 |
| 226        | ٦    | Accumulated depreciation  |       | - 400 404 040                      | - 0 074 447 440                   |
| 227<br>228 | 3.   | Intangible fixed assets   | 11    | 6,198,194,243                      | 8,374,447,148                     |
| 229        |      | Cost Accumulated amortization   |       | 18,031,840,672<br>(11,833,646,429) | 17,258,224,280<br>(8,883,777,132) |
| 230        | 4    | Constructions in progress   | 12    | (11,033,040,429)                   | 2,683,122,090                     |
| 200        | ٦.   | Constructions in progress   | 12    |                                    | 2,000,122,000                     |
| 240        | Ш    | Investment properties   |       | -                                  | 3-                                |
| 241        |      | Cost  |       | -                                  |                                   |
| 242        |      | Accumulated amortization  |       | -                                  | -                                 |
| 250        | IV.  | Long-term financial   |       |                                    |                                   |
|            | 15   | investments   | 7     | 114,038,230,764                    | 20,596,836,384                    |
| 251        |      | Investments in subsidiaries   |       | -                                  |                                   |
| 252        | 2.   | Investments in associates, jointly  |       |                                    |                                   |
| 253        | 2    | controlled entities   |       | 114 029 220 764                    | 20 506 926 294                    |
| 254        | ٥.   | Long-term securities  Available-for-sale securities                         |       | 114,038,230,764<br>114,038,230,764 | 20,596,836,384<br>20,596,836,384  |
| 255        |      | Held-to-maturity securities   |       | 114,030,230,704                    | 20,390,030,304                    |
| 258        | 4.   |   |       | 74                                 | _                                 |
| 259        |      | Provision for long-term financial   |       |                                    |                                   |
|            | 7.30 | investments   |       | -                                  | 7-                                |
| 260        | V.   | Other long-term assets  |       | 138,679,002,271                    | 140,947,923,855                   |
| 261        | 1.   | Long-term prepaid expenses  | 13    | 128,647,264,534                    | 132,596,758,965                   |
| 262        | 2.   |   |       |                                    | ( •                               |
| 263        | 3.   | 그 사람들이 아니는 아이들은 나는 얼마나면 아니라 아니는 그리고 아니라 | 14    |                                    |                                   |
|            | (50  | Fund  | 20.00 | 7,041,030,873                      | 4,286,134,881                     |
| 268        | 4.   | Other long-term assets  | 15    | 2,990,706,864                      | 4,065,030,009                     |
| 270        | тс   | OTAL ASSETS   |       | 2,093,764,287,815                  | 2,524,978,825,862                 |

|            |  |       |  | VND  |
|------------|--|-------|--|--|
| Code       | RESOURCES  | Notes | 30 June 2011   | 31 December 2010   |
| 300        | A. LIABILITIES   |       | 468,961,165,483                                      | 935,807,516,076  |
| 310        | I. Current liabilities   |       | 417,140,675,905                                      | 933,987,026,498  |
| 311        | 1. Short-term loans and borrowings   |       | -  | -  |
| 312        | <ol><li>Trade payables</li></ol>   |       | 61,796,861   | 15,596,861   |
| 313        | <ol><li>Advances from customers</li></ol>  |       | :-   | -  |
| 314        | Statutory obligations  | 16    | 23,637,200,265                                       | 12,537,710,692   |
| 315        | 5. Payables to employees   | 477   |  |  |
| 316        | 6. Accrued expenses  | 17    | 3,362,210,473  | 12,300,881,597   |
| 317        | 7. Payables to related parties   | 18    | 68,806,633,327                                       | 67,881,275,012   |
| 319<br>320 | <ol> <li>Other short-term payables</li> <li>Payables to securities</li> </ol>              | 10    | 00,000,033,327                                       | 07,001,275,012   |
| 320        | transactions   | 19    | 266,549,350,637                                      | 819,534,999,561  |
| 321        | 10. Dividend, principal and interest   | 19    | 200,349,330,037                                      | 019,004,999,001  |
| 021        | payables   |       | 29,835,600,739                                       | 5,755,863,307  |
| 322        | 11. Payables to securities issuers   |       | -  | -  |
| 323        | 12. Bonus and welfare funds  |       | 24,887,883,603                                       | 15,960,699,468   |
| 327        | 13. Government bond repurchase   |       | 10-14/10 # 1000 100 14/10 # 100/100 E #10-1-14/10/10 | Andrew Manager State Manager State Manager State |
|            | transactions   |       | :=   | =  |
| 328        | 14. Unrealized short-term revenue  |       |  | -::  |
| 329        | 15. Short-term provision   |       | -  |  |
| 330        | II. Non-current liabilities  |       | 51,820,489,578                                       | 1,820,489,578  |
| 331        | Long-term trade payables   |       | -  |  |
| 332        | 2. Long-term payables to related   |       |  |  |
|            | parties  |       | -  | -  |
| 333        | Other long-term liabilities  |       | :=   | -  |
| 334        | 4. Long-term loans and debts   | 20    | 50,000,000,000                                       | -  |
| 335        | Deferred tax liabilities   |       | -  |  |
| 336        | Provision for retrenchment   |       |  | 4 000 400 570  |
| 207        | allowance  |       | 1,820,489,578  | 1,820,489,578  |
| 337        | 7. Long-term provision   |       | -  | -  |
| 338<br>339 | <ul><li>8. Unrealized long-term revenue</li><li>9. Research and development fund</li></ul> |       |  |  |
| 359        | 10. Provision for compensation of  |       | _  | -  |
|            | investors  |       | _  | _  |
| 400        |  |       | 4 004 002 422 222                                    | 4 500 474 200 700  |
| 400        | B. OWNERS' EQUITY  |       | 1,624,803,122,332                                    | 1,589,171,309,786  |
| 410        | I. Capital   | 21    | 1,624,803,122,332                                    | 1,589,171,309,786  |
| 411        | Share capital  |       | 599,996,860,000                                      | 599,996,860,000  |
| 412        | 2. Share premium   |       | 560,834,915,000                                      | 560,834,915,000  |
| 413        | Other owners' capital  |       | (4.000.000.000)                                      | (0.074.077.000)  |
| 414<br>415 | Treasury shares     Asset revaluation reserve  |       | (4,060,296,960)                                      | (3,971,077,360)  |
| 415        | 6. Foreign exchange differences  |       | -  | 170.0  |
| 410        | reserve  |       | _  | _  |
| 417        | 7. Investment and development  |       | -  |  |
| 555.55     | fund   |       | 3,961,374,994  | 3,961,374,994  |
| 418        | 8. Financial reserve   |       | 72,329,004,753                                       | 72,329,004,753   |
| 419        | 9. Other funds belonging to owners'  |       | 8  |  |
|            | equity   |       | =-   | -  |
| 420        | 10. Undistributed earnings   |       | 391,741,264,545                                      | 356,020,232,399  |
| 440        | TOTAL RESOURCES  |       | 2 002 764 207 045                                    | 2,524,978,825,862  |
| 440        | TOTAL RESOURCES  |       | 2,093,764,287,815                                    | 2,324,370,023,002  |

### **OFF BALANCE SHEET ITEMS**

|                   |   |  |                   | VNE               |
|-------------------|---|--|-------------------|-------------------|
| Code              | ITEMS   | S  | 30 June 2011      | 31 December 2010  |
| 001<br>002        | 1.<br>2.  | Fixed assets under operating lease<br>Goods, valuable certificates held  | -                 | -                 |
| 003               | 3.  | Assets held by the Company on  | -                 | -                 |
| 004               | 4.  | consignment<br>Bad debts written off                                     |                   | -                 |
| 005               | 5.  | Foreign currencies   | 69,084,953        | 55,770,975        |
| 006               | 6.  | Custody securities   | 4,797,754,410,000 | 4,827,682,100,000 |
|                   | Includ  | led:   |                   |                   |
| 007               | 6.1.  | Trading securities   | 4,228,961,450,000 | 4,253,557,280,000 |
| 008               | 6.1.1.  | Trading securities of custody  |                   |                   |
| 2 2 2             |   | members  | 124,917,800,000   | 37,135,900,000    |
| 009               |   | Trading securities of local investors                                    | 3,931,445,600,000 | 4,058,588,990,000 |
| 010               |   | Trading securities of foreign investors                                  | 172,598,050,000   | 157,832,390,000   |
| 011<br><i>012</i> | 6.2.  | Trading securities of other institutions                                 | 400 674 740 000   | 477 670 660 000   |
| 013               |   | Temporarily un-tradable securities Temporarily un-tradable securities of | 190,671,740,000   | 177,678,660,000   |
| 013               | 0.2.1.  | custody members  | 990,420,000       | 515,900,000       |
| 014               | 6.2.2.  | Temporarily un-tradable securities of                                    | 330,420,000       | 010,000,000       |
| 1000              | V. C. C. W. S. C. W. C. | local investors  | 187,720,200,000   | 176,212,760,000   |
| 015               | 6.2.3.  | Temporarily un-tradable securities of                                    |                   |                   |
|                   |   | foreign investors  | 1,961,120,000     | 950,000,000       |
| 016               | 6.2.4.  | Temporarily un-tradable securities of                                    |                   | 9                 |
| 047               | 0.0   | other organizations  | -                 |                   |
| 017<br>018        | 6.3.  | Mortgaged securities   | 296,212,480,000   | 252,500,000,000   |
| 010               | 6.3.1.  | Mortgaged securities of custody member                                   |                   |                   |
| 019               | 632   | Mortgaged securities of local investors                                  | 296,212,480,000   | 252,500,000,000   |
| 020               |   | Mortgaged securities of foreign  | 200,212,400,000   | 202,000,000,000   |
|                   |   | investors  | -                 | _                 |
| 021               | 6.3.4.  | Mortgaged securities of other  |                   |                   |
|                   |   | organizations  | -                 | -                 |
| 022               | 6.4.  | Temporarily blocked securities   | -                 | -                 |
| 023               | 6.4.1.  |  |                   |                   |
| 024               | 642   | custody members Temporarily blocked securities of local                  | -                 | -                 |
| 024               | 0.4.2.  | investors  |                   |                   |
| 025               | 6.4.3   | Temporarily blocked securities of  | -                 | -                 |
|                   |   | foreign investors  | -                 | _                 |
| 026               | 6.4.4.  | Temporarily blocked securities of  |                   |                   |
| 50.0000.0000.0000 |   | other organizations  | -                 | -                 |
| 027               | 6.5.  | Securities awaiting for settlement                                       | 67,373,700,000    | 122,503,600,000   |
| 028               | 6.5.1.  | Securities awaiting for settlement of                                    |                   |                   |
| 020               | 6.5.2   | custody members  | -                 | 14,900,000        |
| 029               | 0.5.2.  | Securities awaiting for settlement of local investors                    | 67,062,700,000    | 122 429 200 000   |
| 030               | 653   | Securities awaiting for settlement of                                    | 07,002,700,000    | 122,428,200,000   |
|                   | 0.0.0.  | foreign investors  | 311,000,000       | 60,500,000        |
|                   |   |  | - 1,,             | ,,                |

### OFF BALANCE SHEET ITEMS (continued)

|      |   |                                     | VND                             |
|------|---|-------------------------------------|---------------------------------|
| Code | ITEMS   | 30 June 2011                        | 31 December 2010                |
| 031  | 6.5.4. Securities awaiting for settlement of other                    |                                     |                                 |
|      | organizations   | -                                   | -                               |
| 032  | 6.6. Frozen securities awaiting for withdrawal                        | -                                   | 190,000,000                     |
| 033  | 6.6.1. Frozen securities awaiting for withdrawal                      |                                     |                                 |
| 004  | of custody members  | -                                   | -                               |
| 034  | 6.6.2. Frozen securities awaiting for withdrawal                      |                                     | 400 000 000                     |
| 035  | of local investors  | -                                   | 190,000,000                     |
| 033  | 6.6.3. Frozen securities awaiting for withdrawal of foreign investors |                                     |                                 |
| 036  | 6.6.4. Frozen securities awaiting for withdrawal                      | -                                   | _                               |
| 000  | of other organizations  | _                                   | _                               |
| 037  | 6.7. Securities awaiting for trading                                  | 14,535,040,000                      | 21,252,560,000                  |
| 038  | 6.7.1. Securities awaiting for trading of custody                     |                                     |                                 |
|      | members   | 210,000                             | 315,620,000                     |
| 039  | 6.7.2. Securities awaiting for trading of local                       |                                     |                                 |
|      | investors   | 14,035,450,000                      | 19,263,390,000                  |
| 040  | 6.7.3. Securities awaiting for trading of foreign                     | 400 000 000                         | 4 070 550 000                   |
| 041  | investors 6.7.4. Securities awaiting for trading of other             | 499,380,000                         | 1,673,550,000                   |
| 041  | organizations   | 2                                   | 9                               |
| 042  | 6.8. Securities mortgaged for a loan                                  | _                                   | _                               |
| 043  | 6.8.1. Securities mortgaged for a loan of                             |                                     | X35.0                           |
|      | custody members   | _                                   | _                               |
| 044  | 6.8.2. Securities mortgaged for a loan of local                       |                                     |                                 |
|      | investors   | -                                   | -                               |
| 045  | 6.8.3. Securities mortgaged for a loan of foreign                     |                                     |                                 |
| 0.40 | investors   | /-                                  | -                               |
| 046  | 6.8.4. Securities mortgaged for a loan of other                       |                                     |                                 |
| 047  | organizations 6.9. Securities for correcting transactionerrors        | _                                   | -                               |
| 050  | 7. Unlisted custody securities  | 88,081,100,000                      | 79,918,980,000                  |
|      |   | 55,551,155,555                      | ,,,                             |
| 051  | Included: 7.1. Trading securities                                     | 96 256 770 000                      | 79 092 700 000                  |
| 051  | 7.1.1. Trading securities of custody members                          | <i>86,356,770,000</i> 3,931,960,000 | 78,082,700,000<br>3,978,190,000 |
| 053  | 7.1.2. Trading securities of local investors                          | 82,424,810,000                      | 74,104,510,000                  |
| 054  | 7.1.3. Trading securities of foreign investors                        | -                                   | 74,104,010,000                  |
| 055  | 7.1.4. Trading securities of other organizations                      | .=                                  | -                               |
| 056  | 7.2. Temporarily un-tradable securities                               | 672,500,000                         | 172,500,000                     |
| 057  | 7.2.1. Temporarily un-tradable securities of                          |                                     |                                 |
|      | custody members   | -                                   | -                               |
| 058  | 7.2.2. Temporarily un-tradable securities of                          |                                     |                                 |
| 050  | local investors   | 672,500,000                         | 172,500,000                     |
| 059  | 7.2.3. Temporarily un-tradable securities of                          |                                     |                                 |
| 060  | foreign investors 7.2.4. Temporarily un-tradable securities of        | -                                   | -                               |
| 000  | other organizations   | _                                   | _                               |
|      | Stroi organizationo   |                                     |                                 |
|      |   |                                     |                                 |

### OFF BALANCE SHEET ITEMS (continued)

VND

|           |                          |   |   | VIVL             |
|-----------|--------------------------|---|---|------------------|
| Code      | ITEMS                    |   | 30 June 2011                            | 31 December 2010 |
| 061       | 7.3. Mortgage            | d securities  | _                                       | _                |
| 062       | 7.3.1. Mortgage          | ed securities of custody  |   |                  |
| 063       | members                  |   | -                                       | -                |
| 064       |                          | ed securities of local investors ed securities of foreign investors | -                                       |                  |
| 065       |                          | ed securities of other  |   |                  |
|           | organizat                | ions  | -                                       | -                |
| 066       |                          | rily blocked securities   | -                                       | -                |
| 067       | 7.4.1. Tempora custody r | rily blocked securities of  |   |                  |
| 068       |                          | rily blocked securities of local                                    | -                                       | -                |
|           | investors                | · · · · · · · · · · · · · · · · · · ·                               | -                                       | -                |
| 069       |                          | rily blocked securities of foreign                                  |   |                  |
| 070       | investors                |   | -                                       | -                |
| 070       | 7.4.4. Tempora organizat | rily blocked securities of other                                    |   |                  |
| 071       |                          | s awaiting for settlement   | 171,000,000                             | 75,000,000       |
| 072       |                          | s awaiting for settlement of  | .,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | , 0,000,000      |
|           | custody r                |   | -                                       | -                |
| 073       |                          | s awaiting for settlement of  | 474 000 000                             | 75 000 000       |
| 074       | local inve               | s awaiting for settlement of  | 171,000,000                             | 75,000,000       |
| 0.1       | foreign in               |   | -                                       | -                |
| 075       |                          | s awaiting for settlement of  |   | 0.0              |
| 076       |                          | anizations  | -                                       | 4 500 700 000    |
| 076       |                          | ecurities awaiting for withdrawal ecurities awaiting for withdrawal | 880,830,000                             | 1,588,780,000    |
| 0,,       |                          | y members   | -                                       | -                |
| 078       | 7.6.2. Frozen s          | ecurities awaiting for withdrawal                                   |   |                  |
| 070       | of local in              |   | 880,830,000                             | 1,588,780,000    |
| 079       |                          | ecurities awaiting for withdrawal investors                         |   |                  |
| 080       |                          | ecurities awaiting for withdrawal                                   |   |                  |
| 0200000   | of other of              | organizations   | -                                       | ,                |
| 081       |                          | s for correcting transaction  |   |                  |
| 082       | errors 8. Uncusto        | died securities of customers  |   | -                |
| 083       |                          | died securities of securities                                       |   |                  |
| 337-33,87 | compani                  | es  | -                                       | -                |
| 084       | 10. Entruste             | d securities for auction  | 1030015                                 | -                |
|           |                          | // 0:   | 52.1                                    |                  |

Mr Lam Huu Ho Chief Financial Officer Сhief Executive Officer

INTERIM INCOME STATEMENT for the six-month period ended 30 June 2011 (fiscal period from 01 January 2011 to 30 June 2011)

VND

|                              |   |                  |   | VIVD  |
|------------------------------|---|------------------|---|---|
| Code                         | ITEMS   | Notes            | For the six-month period ended 30 June 2011 | For the six-month period ended 30 June 2010 |
| 01                           | 1. Revenue Include:   |                  | 201,787,906,989                             | 247,513,309,811                             |
| 01.1<br>01.2<br>01.3         | Revenue from brokerage services Revenue from securities investment Revenue from securities underwriting   |                  | 43,773,910,605<br>8,489,574,599             | 84,299,576,426<br>31,791,870,646            |
| 01.4                         | services Revenue from securities issuance agency services   |                  | -   | 1,433,933                                   |
| 01.5<br>01.6<br>01.7<br>01.8 | Revenue from finance advisory services Revenue from securities custody services Revenue from trust auction activities Revenue from property lease |                  | 2,490,957,888                               | 1,877,933,943                               |
| 01.9                         | Other revenue   | 22               | 147,033,463,897                             | 129,542,494,863                             |
| 10                           | 2. Revenue from operating activities  |                  | 201,787,906,989                             | 247,513,309,811                             |
| 11                           | 3. Operating expenses in which:   | 23               | (53,909,384,098)                            | (66,945,330,150)                            |
|                              | Operating expenses<br>Reversal of provision for a decline in value  |                  | (80,941,502,321)                            | (82,655,888,882)                            |
|                              | of short-term financial investments   |                  | 27,032,118,223                              | 15,710,558,732                              |
| 20                           | 4. Gross profit   |                  | 147,878,522,891                             | 180,567,979,661                             |
| 25                           | 5. General and administrative expenses in which:  | 24               | (38,190,954,625)                            | (28,051,421,802)                            |
|                              | General and administrative expenses<br>Reversal of provision for doubtful debts   |                  | (38,217,454,625) 26,500,000                 | (30,001,901,802)<br>1,950,480,000           |
| 30                           | 6. Net profit from operating activities   |                  | 109,687,568,266                             | 152,516,557,859                             |
| 31                           | 7. Other income   |                  | 58,581,818                                  | 42,410,006                                  |
| 32                           | 8. Other expenses   |                  | (285,441,918)                               | -   |
| 40                           | 9. Other profit   | 25               | (226,860,100)                               | 42,410,006                                  |
| 50                           | 10. Profit before tax   |                  | 109,460,708,166                             | 152,558,967,865                             |
| 51                           | 11. Current corporate income tax expense  | 26               | (20,921,498,060)                            | (29,756,688,602)                            |
| 60                           | 12. Net profit after tax  |                  | 88,539,210,106                              | 122,802,279,263                             |
| 70                           | 13. Earnings per share - Basic - Diluted  | 27<br>27<br>CONG | 1,479<br>1,479                              | 2,049<br>2,049                              |

Mr Lam Huu Ho Chief Financial Officer 7P. HÖ C'Mr Johan Nyvene Chief Executive Officer

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22 July 2011

INTERIM CASH FLOW STATEMENT for the six-month period ended 30 June 2011 (fiscal period from 01 January 2011 to 30 June 2011)

|                      |   |        |  | VND  |
|----------------------|---|--------|--|--|
| Code                 | ITEMS   | Notes  | For the six-month period ended 30 June 2011                | For the six-month<br>period ended<br>30 June 2010    |
|                      | I. CASH FLOWS FROM OPERATING ACTIVITIES   |        |  |  |
| 01                   | 1. Profit before tax  |        | 109,460,708,166  | 152,558,967,865                                      |
| 02<br>03<br>04       | <ol> <li>Adjustments for:         Depreciation and amortization Reversals of provisions Unrealized foreign exchange gains/(losses)     </li> </ol>                                | 10, 11 | 7,570,484,580<br>(17,167,899,915)                          | 4,658,938,878<br>(17,661,038,732)                    |
| 05<br>06             | Profits from investing activities<br>Interest expense   | 23     | (83,420,890,241)<br>1,360,114,815                          | (131,226,338,843)                                    |
| 08<br>09<br>10<br>11 | 3. Operating profit before char<br>in working capital  Decrease/ (increase) in receive<br>Increase in inventories (Decrease)/ increase in payable (other than interest, corporate | vables | <b>17,802,517,405</b><br>389,895,973,912<br>36,156,692,203 | <b>8,330,529,168</b> (580,419,714,248) 2,496,420,161 |
| 12                   | (other than interest, corporate income tax) Decrease/ (increase) in   |        | (541,995,445,914)  | 164,175,856,995                                      |
| 13                   | prepaid expenses Interest paid  |        | 4,242,160,721  | (64,926,350,207)                                     |
| 14<br>15             | Corporate income tax paid Other cash inflows from opera   | 26.2   | (7,376,283,374)  | (21,851,460,810)                                     |
| 16                   | activities Other cash outflows from   | 9      | 1,163,237,669  | -  |
|                      | operating activities  |        | (877,968,695)  | (1,469,142,618)                                      |
| 20                   | Net cash flows used in<br>operating activities  |        | (100,989,116,073)  | (493,663,861,559)                                    |
| 21                   | <ul><li>II. CASH FLOWS FROM INVESTING ACTIVITIES</li><li>1. Purchase and construction of</li></ul>  | fived  |  |  |
| 22                   | assets and other long-term as<br>2. Proceeds from disposals of fix  | sets   | (2,367,865,587)  | (10,264,217,377)                                     |
| 23                   | assets and other long-term as 3. Loans to other entities and  |        | 58,581,818   | 20,810,000   |
| 24                   | payments for purchase of deb<br>instruments of other entities<br>4. Collections from borrowers an   |        | -  | (72,709,400,000)                                     |
| 25                   | proceeds from sale of debt<br>instruments of other entities<br>5. Payments for investments in o   | other  | -  | 322,541,000,000                                      |
| 26                   | entities 6. Proceeds from sale of investm   |        | -  | 1-   |
| 27                   | in other entities 7. Interest and dividends receive   |        | (93,441,394,380)<br>79,780,473,696                         | 108,942,085,530                                      |
| 30                   | Net cash outflows from investir activities  |        | (15,970,204,453)   | 348,530,278,153                                      |

INTERIM CASH FLOW STATEMENT (continued) for the six-month period ended 30 June 2011 (fiscal period from 01 January 2011 to 30 June 2011)

VND

|      | -  |       |   | VND   |
|------|--|-------|---|---|
| Code | ITEMS  | Notes | For the six-month period ended 30 June 2011 | For the six-month<br>period ended<br>30 June 2010 |
| 31   | III. CASH FLOWS FROM FINANCING ACTIVITIES  1. Proceeds from share issuance |       |   | 8,369,000,000                                     |
| 32   | Payment for buying treasury  |       | _   | 0,309,000,000                                     |
| 33   | shares 3. Drawdown of borrowings   |       | (20,738,900)<br>50,000,000,000              | (202,364,100)                                     |
| 34   | Repayment of borrowings  |       | -   |   |
| 35   | Payment of finance lease liabilities                                       |       | _   | _   |
| 36   | 6. Dividends paid to equity holders  | 21.3  | (41,764,924,145)                            | (99,012,325,400)                                  |
| 40   | Net cash flows used in financing activities                                |       | 8,214,336,955                               | (90,845,689,500)                                  |
| 50   | Net cash flows used in the period  |       | (108,744,983,571)                           | (235,979,272,906)                                 |
| 60   | Cash and cash equivalents at the beginning of the period                   |       | 1,239,484,828,799                           | 826,814,983,238                                   |
| 61   | Impact of exchange rate fluctuation  |       | -   | -   |
| 70   | Cash and cash equivalents at the end of the period                         | 10    | 1,730,739,845,228                           | 590,835,710,332                                   |

Mr Lam Huu Ho Chief Financial Officer Mr Johan Nyvene Chief Executive Officer

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22 July 2011

INTERIM CHANGES IN EQUITY STATEMENT as at 30 June 2011 and for the six-month period from 01 January 2011 to 30 June 2011

|  |       | Opening balance                    | balance                             |                           | Increase/ Decrease                             | )ecrease                  |  | Closing                             | Closing balance   |
|--|-------|------------------------------------|-------------------------------------|---------------------------|--|---------------------------|--|-------------------------------------|-------------------|
| ITEMS  | Notes | 01 January 2010                    | 01 January 2011                     | For the six-mon<br>30 Jun | For the six-month period ended<br>30 June 2010 | For the six-mor<br>30 Jun | For the six-month period ended<br>30 June 2011 | 30 June 2010                        | 30 June 2011      |
|  |       |                                    |                                     | Increase                  | Decrease                                       | Increase                  | Decrease                                       |                                     |                   |
| Share capital     Share premium  | 21    | 394,634,000,000<br>757,828,775,000 | 599,996,860,000                     | 205,362,860,000           | (196,993,860,000)                              | 1 1                       | 1 1  | 599,996,860,000                     | 599,996,860,000   |
| 3. Other owners' capital   | 21    | ,                                  |                                     | 1                         | 1  | '                         | ı  | 1                                   | OI.               |
| 4. Treasury shares   |       | (1,941,442,200)                    | (3,971,077,360)                     | (756,864,100)             | .1.  | (484,572,600)             | 395,353,000                                    | (2,698,306,300)                     | (4,060,296,960)   |
| reserve  |       | T                                  | ľ                                   | 1                         | 1  | ,                         | 1  | 1                                   | ,                 |
| 6. Foreign exchange  |       |                                    |                                     |                           |  |                           |  |                                     |                   |
| differences reserve  | 7/52  | ,                                  | ï                                   | 1                         | 1  | 1                         | 1  | •                                   | 9                 |
| 7. Investment and  |       |                                    |                                     |                           |  |                           |  |                                     |                   |
| development fund   | 21    | 3,961,374,994                      | 3,961,374,994                       | 1                         |  | (1)                       |  | 3,961,374,994                       | 3,961,374,994     |
| 8. Financial reserve   | 21    | 54,097,834,988                     | 72,329,004,753                      | 1                         | 10.  | 1                         | t  | 54,097,834,988                      | 72,329,004,753    |
| 9. Other funds belonging to  |       |                                    |                                     |                           |  |                           |  |                                     |                   |
| owners' equity   |       | 1,110,411,526                      | *                                   | 1,010,464,433             | 3  | И                         | 1  | 2,120,875,959                       | -                 |
| 10. Undistributed  |       |                                    |                                     |                           |  |                           |  |                                     |                   |
| earnings   |       | 328,805,412,265                    | 356,020,232,399                     | 122,802,279,263           | (77,023,239,755)                               | 88,539,210,106            | (52,818,177,960)                               | 374,584,451,773                     | 391,741,264,545   |
| TOTAL  |       | 1,538,496,366,573                  | 1,538,496,366,573 1,589,171,309,786 | 328,418,739,596           | (274,017,099,755)                              | 88,054,637,506            | (52,422,824,960)                               | (52,422,824,960), 7,592,898,006,414 | 1.624.803.122.332 |
| Control of the Contro |       |                                    |                                     |                           |  |                           | ブージング  | 100                                 |                   |

Mr Lam Huu Ho Chief Financial Officer

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22 July 2011

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### 1. CORPORATE INFORMATION

The Company is a joint stock company incorporated under the Law on Enterprises of Vietnam pursuant to Business Registration Certificate No. 4103001573 issued by the Ho Chi Minh City Department of Planning and Investment on 23 April 2003 and Business Licence No. 11/UBCK-GPHDKD issued by the State Securities Commission on 29 April 2003.

The principal activities of the Company are brokerage services, securities trading, underwriting for share issues, custodian services, finance and investment advisory services.

The Company's head office is located at Floor 5 and 6 of AB Tower at 76 Le Lai Street, Ben Thanh Ward, District 1, Ho Chi Minh City and its branch is located in Hanoi, and transaction offices in Ho Chi Minh City and Hanoi.

The number of Ho Chi Minh City Securities Corporation's employees as at 30 June 2011 is: 575 persons (31 December 2010: 512 persons).

### **BOARD OF MANAGEMENT**

Members of the Board of Management during the period and at the date of this report are:

| Mr Johan Nyvene     | Chief Executive Officer        | Appointed at 15 May 2007      |
|---------------------|--------------------------------|-------------------------------|
| Mr Pham Minh Phuong | Deputy Chief Executive Officer | Appointed at 10 April 2007    |
| Mr Trinh Hoai Giang | Deputy Chief Executive Officer | Appointed at 15 May 2007      |
| Mr Johan Kruimer    | Managing Director              | Appointed at 26 July 2007     |
| Mr Fiachra Mac Cana | Managing Director              | Appointed at 01 March 2008    |
| Mr Kelly Wong       | Managing Director              | Appointed at 26 November 2009 |
| Mr Bach Quoc Vinh   | Managing Director              | Appointed at 01 February 2010 |
| Mr Le Cong Thien    | Managing Director              | Appointed at 22 February 2010 |

### 2. BASIS OF PREPARATION

### 2.1 Accounting Standards and System

The interim financial statements of the Company, which are expressed in Vietnam dong ("VND"), are prepared in accordance with the Vietnamese Accounting System, accounting policies applicable to securities companies according to Circular No. 95/2008/TT-BTC issued on 24 October 2008 and related circulars of amendment, supplementation issued by the Ministry of Finance about guiding of accounting policies applicable for security company, and Vietnamese Accounting Standards issued by the Ministry of Finance as per:

- ▶ Decision No. 149/2001/QD-BTC dated 31 December 2001 on the Issuance and Promulgation of Four Vietnamese Standards on Accounting (Series 1);
- ▶ Decision No. 165/2002/QD-BTC dated 31 December 2002 on the Issuance and Promulgation of Six Vietnamese Standards on Accounting (Series 2);
- ▶ Decision No. 234/2003/QD-BTC dated 30 December 2003 on the Issuance and Promulgation of Six Vietnamese Standards on Accounting (Series 3);
- ▶ Decision No. 12/2005/QD-BTC dated 15 February 2005 on the Issuance and Promulgation of Six Vietnamese Standards on Accounting (Series 4); and
- ▶ Decision No. 100/2005/QD-BTC dated 28 December 2005 on the Issuance and Promulgation of Four Vietnamese Standards on Accounting (Series 5).

Accordingly, the accompanying interim balance sheet, interim income statement, interim cash flow statement, interim changes in equity statement and related notes, including their utilisation are not designed for those who are not informed about Vietnam's accounting principles, procedures and practices, and furthermore are not intended to present the financial position and results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries other than Vietnam.

### 2. BASIS OF PREPARATION (continued)

### 2.2 Registered accounting documentation system

The Company's registered accounting documentation system is the General Journal system.

### 2.3 Fiscal year

The Company's fiscal year starts on 01 January and ends on 31 December.

### 2.4 Interim financial statements

The Company prepares the interim financial statements for the six-month period from 01 January to 30 June.

### 2.5 Accounting currency

The Company maintains its accounting records in VND.

### 3. SIGNIFICANT ACCOUNTING POLICIES

### 3.1 Compliance with the Vietnamese Accounting Standard and Accounting System for Securities Companies

Board of Management confirms that the accompanying interim financial statements have been prepared in accordance with the Vietnamese Accounting Standards and Accounting System for Securities Companies.

### 3.2 Changes of accounting policies

The accounting policies adopted by the Company in preparation of the interim financial statements are consistent with those followed in the preparation of the Company's financial statements for the previous periods, except for the changes in presentation of financial statements and notes of financial statements according to the Circular 162/2010/TT-BTC dated 20 October 2010 guiding to amend, supplement Circular 95/2008/TT-BTC dated 24th October 2008 about guiding of accounting policies applicable for securities companies. Since Circular 162/2010/TT-BTC does not require a retrospective application for such change and in addition, Circular No. 20/2006/TT-BTC issued by the Ministry of Finance on 20 March 2006 guiding the implementation Vietnamese Accounting Standard No. 29 - "Changes in Accounting Policies, Accounting Estimates and Errors", the changes in accounting policies permits the prospective treatment of change in accounting policies if it is the first time adoption of laws or accounting standards. Therefore, the opening balances of the accompanying financial statements do not include these adjustments.

Circular 210/2009/TT-BTC dated November 06, 2009 provides guidance on application of International Accounting Standards on presentation of financial statements and disclosures of financial instruments

On 06 November 2009, Ministry of Finance issued Circular 210/2009/TT-BTC guiding the application of International Accounting Standard on presentation of financial statements and disclosures of financial instruments ("Circular 210") which is effective for fiscal year beginning 01 January 2011 onward.

The Company has applied Circular 210 and added new disclosures in the interim financial statements as shown in Note 30.

### 3.3 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash at banks and short-term, highly liquid investments with an original maturity of less than three months that are readily convertible into known amounts of cash and that are subject to an insignificant risk of change in value.

Cash and cash equivalents also include investors' deposits for trading securities.

### 3. SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.4 Receivables

Receivables are initially recorded at cost and subsequently stated at cost.

Provision for doubtful debts is made based on the age of overdue debts or expected losses which may occur in case where a debt has not been matured but an economic organization is bankrupted or liquidated; or debtor is missing, running away, being prosecuted, in prison, under a trial or pending execution of sentences or dead.

Provision expense incurred during the period is recorded to "General and administrative expenses". The Company provides the provision for doubtful debts in accordance with the Circular No.228/2009/TT-BTC by Ministry of Finance dated 7 December 2009 as follows:

| Overdue time                                      | Provision rate |
|---|----------------|
| From six (06) months to less than one (01) year   | 30%            |
| From one (01) year to less than two (02) years    | 50%            |
| From two (02) years to less than three (03) years | 70%            |
| More than three (03) years                        | 100%           |

### 3.5 Tangible fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation.

The cost of a tangible fixed asset comprises its purchase price and any directly attributable costs of bringing the a tangible fixed asset to working condition for its intended use.

Expenditures for additions, improvements and renewals are added to the carrying amount of the assets and expenditures for maintenance and repairs are charged to the interim income statement.

When tangible fixed assets are sold or retired, their cost and accumulated depreciation are removed from the interim balance sheet and any gain or loss resulting from their disposal is included in the interim income statement.

### 3.6 Operating lease

The determination of whether an arrangement is, or contains a lease is based on the substance of the arrangement at inception date and requires an assessment of whether the fulfillment of the arrangement is dependent on the use of a specific assets and the arrangement coveys a right to use the asset.

Rentals under operating leases are charged to the interim income statement on a straight-line basis over the term of the lease.

### 3.7 Intangible fixed assets

Intangible fixed assets are stated at cost less accumulated amortisation.

The cost of an intangible fixed asset comprises its purchase price and any directly attributable costs of bringing the asset to working condition for its intended use.

Expenditures for additions, improvements and renewals are added to the carrying amount of the assets and other expenditures are charged to the interim income statement as incurred.

When tangible fixed assets are sold or retired, their cost and accumulated amortisation are removed from the interim balance sheet and any gain or loss resulting from their disposal is included in the interim income statement.

### 3. SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.8 Depreciation and amortisation

Depreciation and amortisation of tangible fixed assets and intangible fixed assets are calculated on a straight-line basis over the estimated useful life of each asset as follows:

Means of transportation6 yearsOffice equipment3 - 5 yearsComputer software3 - 4 years

### 3.9 Prepaid expenses

Prepaid expenses are reported as short-term or long-term prepaid expenses on the interim balance sheet and amortized over the period for which the amount are paid or the period in which economic benefit are generated in relation to these expenses.

The following types of expenses are recorded as long-term prepaid expense and are amortized to the interim income statement over two (2) to forty (40) years:

- Office renovation costs;
- Office rentals: and
- Office equipment costs.

### 3.10 Short-term and long-term financial investment securities

Circular No. 95/2008/TT-BTC allows securities companies to recognize investments in securities at either cost or fair value. Therefore, the Company selects to recognize its investments in securities at cost.

Short-term financial investments

Short-term financial investments include those that are held for trading and recognized at cost at transaction date and are stated at cost subsequently.

Accrued interests received in the period are recognized as a deduction in carrying value of trading securities for the amount incurred before the purchasing date and as an investment income for the amount incurred after the purchasing date.

These securities are reviewed for a possibility of possible decline in their value at the reporting date. Provision for a decline in value of securities is made when the carrying value is greater than market value of securities. Increased in provision for a decline in value of securities is charged into the income statement in "Operating expenses".

Long-term financial investment securities

Long-term financial investments include the investments in bonds, fund certificates which are initially recognized at historical cost at transaction date and are subsequently stated at cost.

Accrued interests received in the period are recognized as a deduction in carrying value of trading securities for the amount incurred before the purchasing date and as an investment income for the amount incurred after the purchasing date.

These securities are reviewed for a possibility of possible decline in their value at the reporting date. Provision for a decline in value of securities is made when there is a prolonged decline in value. Increase in provision for a decline in value of securities is charged into the interim income statement in "Operating expenses".

### 3. SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.10 Short-term and long-term financial investment securities (continued)

Provision for short-term financial investment

Provision for a decline in value of securities is made for specific stocks which have market values lower than book values.

The market prices of listed securities are determined based on the quoted price on stock markets (which are the average prices on Hanoi Stock Exchange and the closing prices on Ho Chi Minh Stock Exchange) as at 30 June 2011.

The market prices of unlisted shares which are registered for trading on the UPCom market are determined based on the average trading prices in the system as at the closing date.

The market prices of unlisted securities which are not registered for trading on the UPCom market are determined based on the average quoted prices obtained from at least three large-scaled securities companies on the stock market. Otherwise, securities are stated at cost.

For the unlisted securities which are not registered trading on UPCom as well as trading publicly on market, provision for impairment is made if the investees incur net loss (except for the loss is incurred in line with the business plan before the investment) in accordance with the Circular 228/2009/TT-BTC issued by Ministry of Finance on 7 December 2009. The level of provision for impairment loss is equal (Total actual capital contributions of all parties to the investee minus (-) Owners' equity of the investee) multiplied (x) (Investment capital of the company/Total actual capital contributions of all parties to the investee).

### 3.11 Repurchase and reverse repurchase agreements

Securities purchased under agreements to resell at a specified future date ("reverse repos") (if any) are not recognized on the interim balance sheet. The corresponding cash paid is recognized as an asset in the interim balance sheet. The difference between the purchasing price and resale price is accrued to the interim income statement over the life of the agreement using the straight-line method. For the overdue agreements, the difference between the resale price and the purchasing price is only recognized in the interim income statement when the amounts are actually received.

Securities sold under agreements to repurchase at a specified future date ("repos") are still recognized in the interim financial statements. The corresponding cash received is recognized as a liability in the interim balance sheet. The difference between the selling price and repurchase price is allocated on straight-line basis to the interim income statement over the life of the agreement using the contractual interest rate.

### 3.12 Payable and accrual

Payable and accrual are recognized for amount to be paid in the future for goods and services received, whether or not billed to the Company.

### 3. SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.13 Employee benefits

### 3.13.1 Post employment benefits

Post employment benefits are paid to retired employees of the Company by the Social Insurance Agency which belongs to the Ministry of Labor and Social Affairs. The Company is required to contribute to these post employment benefits by paying social insurance premium to the Social Insurance Agency at the rate of 16.00% of an employee's basic salary on a monthly basis. The Company has no further obligation to fund the post employment benefits of its employees, other than the liability to pay Social Insurance Agency on a monthly basis.

Upon retirement due to restructuring of personnel, the Company's employees are entitled to one basic monthly salary for each year (12 months) of service and half of basic monthly salary for each month of early retirement (maximum 30 months), and these amounts are recorded to the Company's pension funds. In addition, they are entitled to an allowance equivalent to the aggregate amount of three months' current wages (taken from pension fund).

### 3.13.2 Voluntary resignation and retrenchment benefits

Voluntary resignation benefits: The Company has the obligation, under Section 42 of the Vietnam Labor Code amended on 2 April 2002, to pay allowance arising from voluntarily resignation of employees, equal to one-half month's salary for each year of employment to 31 December 2008 plus salary allowances (if any). From 1 January 2009, the average monthly salary used in this calculation will be the average monthly salary of latest the sixmonth period up to the reporting date.

Retrenchment benefits: The Company has the obligation, under Section 17 of the Vietnam Labor Code, to pay allowance to employees who are retrenched as a result of organisational restructuring or technological changes. In such case, the Company shall pay to employees an allowance for loss of work equivalent to the aggregate amount of one month's salary for each year of employment, but no less than two months' salary. Allowance increase or reverse is recorded in the "General and administrative expenses".

### 3.13.3 Unemployment benefits

According to Circular No. 04/2009/TT-BLDTBXH guiding Decree No. 127/2008/ND-CP on unemployment insurance, from 1 January 2009, the Company is obliged to pay unemployment insurance at 1.00% of its salary fund used for payment of unemployment insurance for insurance participants and deduct 1.00% of salary of each employee to simultaneously pay to the Unemployment Insurance Fund.

### 3.14 Foreign currency transactions

Transactions in currencies other than the Company's reporting currency of VND are recorded at the exchange rates ruling at the date of the transaction. At the end of the period, monetary assets and liabilities denominated in foreign currencies are translated at interbank exchange rates ruling at the interim balance sheet date. All realized and unrealized foreign exchange differences are taken to the interim income statement.

### 3.15 Treasury shares (buy-back shares)

Own equity instruments which are reacquired (treasury shares) are recognized at cost and deducted from equity. No gain or loss is recognized in profit or loss upon purchase, sale, issue or cancellation of the Company's own equity instruments.

### 3. SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.16 Appropriation of net profits

Net profit after tax is available for appropriation to investors after approval by the Annual General Meeting, and after making appropriation to reserve funds in accordance with the Company's Charter and Vietnamese regulatory requirements.

### 3.17 Revenue recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognized:

Revenue from brokerage services

Revenue from brokerage services is recognized in the interim income statement when the securities transaction of the customer has been processed.

Revenue from securities investment

Revenue from securities investment is determined by the differences between selling prices and the average cost of securities sold.

Dividend

Income is recognized when the Company's entitlement as an investor to receive the dividend is established.

Interest

Revenue is recognized as the interest accrues (taking into account the effective yield on the asset) unless collectability is in doubt.

Rendering of services

Where the contract outcome can be reliably measured, revenue is recognized by reference to the stage of completion.

Where the contract outcome cannot be reliably measured, revenue is recognized only to the extent of the expenses recognized which are recoverable.

### 3.18 Cost of securities sold

The Company applies the moving weighted average method to calculate cost of equity securities sold and the weighted average method to calculate long-term debt securities sold.

### 3. SIGNIFICANT ACCOUNTING POLICIES (continued)

### 3.19 Taxation

Current income tax

Current income tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted as at the interim balance sheet date.

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

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

### Deferred tax

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

Deferred tax liabilities are recognized for all taxable temporary differences, except:

where the deferred tax liability arises from the initial recognition of an asset or liability in a transaction which at the time of the transaction affects neither the accounting profit nor taxable profit or loss;

Deferred tax assets are recognized for all deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profits will be available against which deductible temporary differences, carry forward of unused tax credits and unused tax losses can be utilized, except:

where the deferred tax asset in respect of deductible temporary difference which arises from the initial recognition of an asset or liability which at the time of the related transaction, affects neither the accounting profit nor taxable profit or loss.

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

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply in the period when the asset realised or the liability is settled based on tax rates and tax laws that have been enacted at the interim balance sheet date.

Deferred tax is charged or credited to the interim income statement, except when it relates to items recognised directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax assets and liabilities are offset when there is a legally enforceable right for the Group to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority on either the same taxable entity or when the Group intends either settle current tax liabilities and assets on a net basis or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

VND

## Ho Chi Minh City Securities Corporation

NOTES TO THE INTERIM FINANCIAL STATEMENTS (continued) as at 30 June 2011 and for the six-month period from 01 January 2011 to 30 June 2011

### SEGMENT INFORMATION

### 4.1 Business segment

| Others Unallocated Total        | 2,490,957,888 - 201,787,906,989<br>9,529,889,133 - 84,529,854,143   | 2,701,152,282 - 7,570,484,580<br>(226,860,100) - (226,860,100) | 43,627) - 109,460,708,166 | - 1,899,404,444,268<br>786,562 - 134,793,161,711<br>- 59,566,681,836 59,566,681,836 | 212,223 59,566,681,836 2,093,764,287,815 | - 381,722,669,781<br>- 87,238,495,702 87,238,495,702                     | 119,716,671 87,238,495,702 468,961,165,483 |
|---------------------------------|---|--|---------------------------|---|--|--|--|
|                                 | 2,490,957,888<br>19,529,889,133   | 2,701,1  | (19,966,943,627)          | 4,137,425,661<br>26,489,786,562   | 30,627,212,223                           | 119,7  | 119,7                                      |
| Treasury activities             | 147,033,463,897<br>22,461,221,901   | 3,595,080,426  | 120,977,161,570           | 157,889,440,544 1,717,416,466,926<br>468,845,780 5,860,572,248                      | 158,358,286,324 1,723,277,039,174        | 113,046,781,815  | 113,046,781,815                            |
| Trading                         | 8,489,574,599<br>28,828,982,822   | 14,233,430   | (20,353,641,653)          | 157,889,440,544<br>468,845,780  | 158,358,286,324                          | л т  | 1  |
| Brokerage and customer services | ary 2011<br>43,773,910,605<br>13,709,760,287  | 1,260,018,442  | 28,804,131,876            | 19,961,111,137<br>101,973,957,121   | 121,935,068,258                          | 268,556,171,295  | 268,556,171,295                            |
|                                 | For the period from 01 January 2011 to 30 June 2011  1. Revenue from operating activities 43,77  2. Direct expenses 13,70 | 3. Allocated depreciation expenses 4. Other income             | Profit before tax         | As at 30 June 2011 1. Segment assets 2. Allocated assets 3. Unallocated assets      | Total assets                             | <ol> <li>Segment liabilities</li> <li>Unallocated liabilities</li> </ol> | Total liabilities                          |

### 4.2 Geographical segment

All operations of the Company are taken place within Vietnam territory.

VIE THIN

### **CASH AND CASH EQUIVALENTS** 5.

VND

294,714,979

30 June 2011 31 December 2010

Cash on hand 229,393,866 Cash at banks 1,239,190,113,820 1,130,510,451,362

1,130,739,845,228 1,239,484,828,799 TOTAL

At 30 June 2011, cash at banks included term deposits with period from one to three months with the interest rate ranging from 17.80% to 19.00% p.a. (31 December 2010: interest rate ranging from 13.50% p.a. to 16.80% p.a.)

### 6. VALUE AND VOLUME OF TRADING RESULTS IN THE PERIOD

|                                  |             | VND                |
|----------------------------------|-------------|--------------------|
|                                  | Volume      | Value              |
| a. Trading result of the Company |             |                    |
| - Shares                         | 10,753,710  | 199,026,564,000    |
| - Bonds                          | 1,600,000   | 150,905,400,000    |
| b. Trading result of investors   |             |                    |
| - Shares                         | 867,596,916 | 18,457,454,388,900 |
| - Bonds                          | 25,600,000  | 2,480,535,550,000  |
| TOTAL                            | 905,550,626 | 21,287,921,902,900 |

NOTES TO THE INTERIM FINANCIAL STATEMENTS (continued) as at 30 June 2011 and for the six-month period from 01 January 2011 to 30 June 2011

### 7. FINANCIAL INVESTMENTS

| Short term financial investment - Listed shares - Unlisted shares TOTAL Investment securities Available for sales | Volume<br>1,540,606<br>8,929,129 | Costs<br>21,522,954,667<br>188,347,905,178<br>209,870,859,845 | Compared with the market values Increase Decrea 3,766,952 (10,163,795,24) (41,827,379,50) (51,991,174,74) | Decrease (10,163,795,249) (41,827,379,502) (51,991,174,751) | Values         Decrease       Total market values         ,795,249       11,362,926,370         ,379,502)       146,520,525,676         ,174,751)       157,883,452,046 |
|---|----------------------------------|---|---|---|---|
| - Fund certificates   | 8,879,060                        | 93,441,394,380  | ï   |   | 93,441,394,380  |
| - Government bonds  | 200,000                          | 20,596,836,384  |   | i   | 20,596,836,384  |
| TOTAL   |                                  | 114,038,230,764   |   | •   | 114,038,230,764   |

### 7. FINANCIAL INVESTMENTS (continued)

### 7.1 Short-term financial investments

7.2

TOTAL

Detail of short-term investments of the Company are as follows:

| Fund certificates Government bonds  | 93,441,394,380<br>20,596,836,384                    | 20,596,836,384                                       |
|---|---|--|
|   | 30 June 2011  | VND<br>31 December 2010                              |
| Avaiable-for-sale securities  |   |  |
| Balance at the end of the period  | 51,991,174,751                                      | 69,132,574,666                                       |
| Balance at beginning of the period<br>Add: Provision created during the period<br>Less: Reversal of provision during the period | 69,132,574,666<br>9,890,718,308<br>(27,032,118,223) | 81,090,730,512<br>21,348,366,362<br>(33,306,522,208) |
|   | 30 June 2011  | VND<br>31 December 2010                              |
| Detail of movements of provision for a decline in v   | value of short-term inv                             | estments:  |
| Net value of short-term investments   | 157,879,685,094                                     | 176,894,977,382                                      |
| Provision for a decline in value of short-term investments  | (51,991,174,751)                                    | (69,132,574,666)                                     |
| Short-term investments in securities  | 209,870,859,845                                     | 246,027,552,048                                      |
|   | 30 June 2011  | VND<br>31 December 2010                              |
| Detail of short-term investments of the Company   | are as follows.                                     |  |

114,038,230,764

20,596,836,384

NOTES TO THE INTERIM FINANCIAL STATEMENTS (continued) as at 30 June 2011 and for the six-month period from 01 January 2011 to 30 June 2011

### 7. FINANCIAL INVESTMENTS (continued)

# 7.3 Details of provision for short-term investments

| Details of provision for short-term investments     | rvestments      |                                   |                                      |   |                                     | ANN                                     |
|---|-----------------|-----------------------------------|--------------------------------------|---|-------------------------------------|---|
| Items   | Costs           | sts                               | Decrease compared with market values | with market values                      | Market values                       | values                                  |
|   | 30 June 2011    | 31 December 2010                  | 30 June 2011                         | 31 December 2010                        | 30 June 2011                        | 31 December 2010                        |
| Shares<br>Listed shares                             | 115,709,461,476 | 149,143,801,709<br>14,938,812,509 | (47,441,036,751)<br>(5,613,657,249)  | (68,282,574,666)<br>(3,129,437,799)     | <b>68,268,424,725</b> 5,758,684,725 | <b>80,861,227,043</b><br>11,809,374,710 |
| Viettronics Tan Binh Joint Stock<br>Company         | 8,532,491,211   | 8,532,469,611                     | (4,634,673,711)                      | (2,260,147,611)                         | 3,897,817,500                       | 6,272,322,000                           |
| Khang An Investment Real Estate Joint Stock Company | 2.219.750.000   | 2.242.500,000                     | (805,940,000)                        | (213,900,000)                           | 1,413,810,000                       | 2,028,600,000                           |
| Southern Seed Joint Stock Company                   | 419,718,323     | 419,718,323                       | (90,203,723)                         | (35,284,623)                            | 329,514,600                         | 384,433,700                             |
| Song Da No.5 Joint Stock Company                    | 2,415,469       | 651,571,672                       | (869, 169)                           | (203,145,172)                           | 1,546,300                           | 448,426,500                             |
| Vietnam Sun Corporation                             | 174,023         | 2,859,592,372                     | (64,023)                             | (370,144,372)                           | 110,000                             | 2,489,448,000                           |
| Other stocks  | 197,792,948     | 232,960,531                       | (81,906,623)                         | (46,816,021)                            | 115,886,325                         | 186,144,510                             |
| Unlisted shares                                     | 104,337,119,502 | 134,204,989,200                   | (41,827,379,502)                     | (65, 153, 136, 867)                     | 62, 509, 740, 000                   | 69,051,852,333                          |
| Lac Viet Joint Stock Company                        | 30,750,000,000  | 30,750,000,000                    | (4,350,000,000)                      | (4,350,000,000)                         | 26,400,000,000                      | 26,400,000,000                          |
| Dong A Commercial Joint Stock Bank                  | 16,464,179,502  | 16,464,248,200                    | (9,662,549,502)                      | (9,662,825,867)                         | 6,801,630,000                       | 6,801,422,333                           |
| Tan Binh Real Estate Joint Stock                    |                 |                                   |                                      |   |                                     |   |
| Company   | 11,925,000,000  | 11,925,000,000                    | (3,825,000,000)                      | (3,825,000,000)                         | 8,100,000,000                       | 8,100,000,000                           |
| Ca Mau Seafood Joint Stock Company                  | 10,950,000,000  | 10,950,030,000                    | (6,562,500,000)                      | (6,562,530,000)                         | 4,387,500,000                       | 4,387,500,000                           |
| Minh Hai Jostoco                                    | 8,000,000,000   | 8,000,000,000                     | (6,350,000,000)                      | (6,350,000,000)                         | 1,650,000,000                       | 1,650,000,000                           |
| Special Aquatic Products Joint-Stock                |                 |                                   |                                      | 0000000                                 | 000 000 000                         | 000 000 000 1                           |
| Company   | 7,550,000,000   | 7,549,983,000                     | (3,230,000,000)                      | (3,229,983,000)                         | 4,320,000,000                       | 4,320,000,000                           |
| Vietnam Ocean Shipping Agency                       | 000.000.000.9   | 000.000.000.9                     | (4,000,000,000)                      | (4.000.000.000)                         | 2,000,000,000                       | 2,000,000,000                           |
| Viendong Assurance Corporation (Vass)               | 5,235,000,000   | 5,235,000,000                     | (15,000,000)                         | (15,000,000)                            | 5,220,000,000                       | 5,220,000,000                           |
| Can Tho Import-Export Seafood Joint                 |                 |                                   | 2000 000 000                         | 200000000000000000000000000000000000000 | 4 500 000 000                       | 000 000 999 1                           |
| Stock Company                                       | 4,900,000,000   | 4,900,000,000                     | (3,313,800,000)                      | (3,313,800,000)                         | 1,386,200,000                       | 000,002,006,1                           |
| Vinh Tuong Industrial Corporation                   | 2,562,940,000   | 2,000,000,000                     | (518,530,000)                        | (800,000,000)                           | 2,044,410,000                       | 1,200,000,000                           |
| Nam A Commercial Joint Stock Bank                   | ST.             | 30,430,728,000                    |                                      | (23,043,998,000)                        | 1                                   | 7,386,730,000                           |
| Fund certificates                                   | 10,150,586,000  | 10,150,000,000                    | (4,550,138,000)                      | (850,000,000)                           | 5,600,448,000                       | 9,300,000,000                           |
| Vietnam Active Fund                                 | 10,150,586,000  | 10,150,000,000                    | (4,550,138,000)                      | (850,000,000)                           | 5,600,448,000                       | 9,300,000,000                           |
| TOTAL   | 125,860,047,476 | 159,293,801,709                   | (51,991,174,751)                     | (69,132,574,666)                        | 73,868,872,725                      | 90,161,227,043                          |
|   |                 | 26                                |                                      |   |                                     |   |

NOTES TO THE INTERIM FINANCIAL STATEMENTS (continued) as at 30 June 2011 and for the six-month period from 01 January 2011 to 30 June 2011

### 8. SHORT-TERM RECEIVABLES

### 8.1 Short term receivables

| NND                   |                   | Provision | 129,867,100          | 3.                                   | 129,867,100           | 15,788,918,795       | 1  | 15,788,918,795   | 3                                | 1  |                    | 1                               | 2,889,442,500        |  | И                             | 2,889,442,500    | I   | 18,808,228,395         |
|-----------------------|-------------------|-----------|----------------------|--------------------------------------|-----------------------|----------------------|--|--|----------------------------------|--|--------------------|---------------------------------|----------------------|--|-------------------------------|------------------|---|------------------------|
|                       | lance             | Doubtful  | 129,867,100          | (II)                                 | 129,867,100           | 15,788,918,795       | 9  | 15,788,918,795   | 3                                | 9  |                    | a                               | 1                    |  | .4                            | 7                | t   | 15,918,785,895         |
|                       | Ending balance    | Overdue   | , ří                 | 1                                    | (ii)                  | 910                  | ā  | ân   | i                                | à  |                    | a                               | 2,889,442,500        |  | 3                             | 2,889,442,500    |   | 2,889,442,500          |
|                       |                   | Total     | 927,037,100          | 797,170,000                          | 129,867,100           | 451,015,788,142      | 273,925,742  | 20,950,937,434   | 899, 293, 000                    | 428,881,876,516  |                    | 9,755,450                       | 91,374,314,452       | 2,273,082,193  | 7,339,631,244                 | 81,761,601,015   | •   | 543,317,139,694        |
|                       | he period         | Decrease  | (2,902,187,933)      | (2,902,187,933)                      | <u>80</u>             | (19,572,630,794,182) | (14,696,199,358)                                       | (545,955,272,766)  | (13,697,233,063,456)             | (5,280,706,476,106)  |                    | (34,039,782,496)                | (102,483,899,837)    | (18,360,224,371)   | (2,033,380,137)               | (81,662,004,679) | (428,290,650)                                     | (19,678,016,881,952)   |
| Occured in the period | Occured in t      | Increase  | 2,642,006,033        | 2,642,006,033                        | 1                     | 19,176,990,826,844   | 14,410,869,699   | 526,931,889,527  | 13,698,132,356,456               | 4,903,554,980,476  |                    | 33,960,730,686                  | 107,090,820,992      | 17,992,397,892   | 6,268,483,261                 | 82,829,939,839   | L   | 19,286,723,653,869     |
|                       |                   | Doubtful  | 129,867,100          | Ē                                    | 129,867,100           | 15,788,918,795       | Ť.   | 15,788,918,795   | 1                                | 3  |                    | ò                               | Ĵ                    | 1  | 1                             | ű                |   | 15,918,785,895         |
|                       | Beginning balance | Overdue   | E                    | ľ                                    | Ċ                     | r                    | T.   | ı  | (1)                              | 1  |                    | 3                               | 2,915,942,500        | i  | 1                             | 2,915,942,500    |   | 2,915,942,500 15,918,7 |
|                       | Beć               | Total     | 1,187,219,000        | 1,057,351,900                        | 129,867,100           | 846,655,755,480      | 559,255,401  | 39,974,320,673   | •                                | 806.033.372.146  |                    | 88,807,260                      | 86,767,393,297       | 2,640,908,672  | 3,104,528,120                 | 80,593,665,855   | 428,290,650                                       | 934,610,367,777        |
|                       |                   | ITEMS     | 1. Trade receivables | - Receivables from advisory services | securities investment | trading              | <ul> <li>Receivables from foreign investors</li> </ul> | <ul> <li>Receivables from<br/>advances to investors (*)</li> <li>Receivables from</li> </ul> | settlement trading<br>securities | <ul> <li>Receivables from<br/>investment co-operation<br/>contracts</li> </ul> | - Receivables from | Investors trading UTC<br>shares | 3. Other receivables | <ul> <li>Bond interest receivables</li> <li>Term denosit interest</li> </ul> | receivables  Pereivables from |                  | <ul> <li>Other short- term receivables</li> </ul> | TOTAL                  |

- (\*): Overdued debt related to transations of purchasing shares of Bien Hoa Confectionery Joint Stock Company in which investors were unable to settle. Those transations were inccured in 2008 and provision for overdued debt was also recognised in that year. According to the current regulations, overdued debt of which provision has been made is required to be monitored separately with the receivable amounts, without being written off.
- (\*\*): The ending balance included the amount of VND 60,000,000,000 due from Housing Development Commercial Joint Stock Bank (HDB) under the bond reverse repurchase agreement No 20/05/MBTP/HSC-HD BANK dated 20 May 2011. Accordingly, on 24 May 2011, the Company purchased 100 bonds of An Binh Commercial Joint Stock Bank and will resell to HDB on 24 August 2011 at interest rate of 18.7% per annum.

### 8. SHORT-TERM RECEIVABLES (continued)

| 8.2 | Provision for doubtful receiva  | bles                       |                                | VND                            |
|-----|---|----------------------------|--------------------------------|--------------------------------|
|     |   |                            | 30 June 2011                   | 31 December 2010               |
|     | Balance at beginning of the peri  |                            | 18,834,728,395                 | 20,847,237,734                 |
|     | Provision created during the per<br>Reversal of provision during the                    |                            | (26,500,000)                   | 7,728,161<br>(2,020,237,500)   |
|     | Balance at the end of the peri  | od                         | 18,808,228,395                 | 18,834,728,395                 |
| 9.  | OTHER CURRENT ASSETS  |                            |                                |                                |
|     |   |                            |                                | VND                            |
|     |   |                            | 30 June 2011                   | 31 December 2010               |
|     | Advances  |                            | 238,661,490                    | 322,576,014                    |
|     | Shortage of assets awaiting for<br>Short team deposits                                  | resolution                 | 166,200,000<br>40,398,600      | 166,200,000<br>45,398,600      |
|     | TOTAL   |                            | 445,260,090                    | 534,174,614                    |
|     | TOTAL   |                            | 410,200,000                    | 304,114,014                    |
| 10. | TANGIBLE FIXED ASSETS   |                            |                                |                                |
|     |   |                            |                                | VND                            |
|     |   | Means of<br>transportation | Office equipment               | Total                          |
|     | Cost:   |                            |                                |                                |
|     | As at 01 January 2011  - Newly purchased  | 3,219,787,884              | 27,630,929,498<br>53,390,861   | 30,850,717,382<br>53,390,861   |
|     | <ul><li>Transferred from<br/>constructions in progress</li><li>Sold, disposed</li></ul> | -                          | 4,223,980,424<br>(860,357,395) | 4,223,980,424<br>(860,357,395) |
|     | As at 30 June 2011  | 3,219,787,884              | 31,047,943,388                 | 34,267,731,272                 |
|     | In which:<br>Fully depreciated  | 13,640,000                 | 6,143,416,621                  | 6,157,056,621                  |
|     | Accumulated depreciation:   |                            |                                |                                |
|     | As at 1 January 2010  | 1,959,458,037              | 12,901,562,743                 | 14,861,020,780                 |
|     | Depreciation for the period Sold, disposed  | 267,178,989                | 4,353,436,294<br>(574,915,477) | 4,620,615,283<br>(574,915,477) |
|     | As at 30 June 2010  | 2,226,637,026              | 16,680,083,560                 | 18,906,720,586                 |
|     | Net carrying amount:  |                            |                                |                                |
|     | As at 01 January 2011   | 1,260,329,847              | 14,729,366,755                 | 15,989,696,602                 |
|     | As at 30 June 2011  | 993,150,858                | 14,367,859,828                 | 15,361,010,686                 |

### 11. **INTANGIBLE FIXED ASSETS**

|     |   |   | VND<br>Computer software                        |
|-----|---|---|---|
|     | Cost:   |   |   |
|     | As at 01 January 2011   |   | 17,258,224,280                                  |
|     | <ul><li>Newly purchased</li><li>Transferred from construction in progress</li></ul>                 |   | 773,616,392                                     |
|     | As at 30 June 2011  |   | 18,031,840,672                                  |
|     | In which:<br>Fully depreciated  |   | 371,364,625                                     |
|     | Accumulated amortization:   |   |   |
|     | As at 01 January 2011 - Amortization for the period   |   | 8,883,777,132<br>2,949,869,297                  |
|     | As at 30 June 2011  |   | 11,833,646,429                                  |
|     | Net carrying amount:  |   |   |
|     | As at 01 January 2011   |   | 8,374,447,148                                   |
|     | As at 30 June 2011  |   | 6,198,194,243                                   |
| 12. | CONSTRUCTIONS IN PROGRESS   |   |   |
|     |   | 30 June 2011                                    | VND<br>31 December 2010                         |
|     | Installation of data center Other purchasing tangible fixed assets                                  |   | 2,614,950,000<br>68,172,090                     |
|     | TOTAL   |   | 2,683,122,090                                   |
| 13. | LONG-TERM PREPAID EXPENSES  |   |   |
|     |   |   | VND   |
|     |   | 30 June 2011                                    | 31 December 2010                                |
|     | Prepaid office rental expenses (*) Office renovation expenses Prepaid expenses for office equipment | 123,281,798,836<br>4,833,346,265<br>532,119,433 | 126,866,386,442<br>4,895,378,141<br>834,994,382 |
|     | TOTAL   | 128,647,264,534                                 | 132,596,758,965                                 |
|     |   |   |   |

<sup>(\*):</sup> The closing balance included the advance of full payment for lease of 1,802 m² in AB Tower for the period of 40 years amounting to VND 110,949,019,194.

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NOTES TO THE INTERIM FINANCIAL STATEMENTS (continued) as at 30 June 2011 and for the six-month period from 01 January 2011 to 30 June 2011

### 14. DEPOSITS TO SETTLEMENT SUPPORT FUND

Deposits to Settlement Support Fund represent deposits at the Ho Chi Minh Stock Exchange.

According to the Decision No. 60/2004/QD-BTC dated 15 July 2004 and the Decision No. 72/2005/QD-BTC dated 21 October 2005 issued by the Ministry of Finance and the Decision No. 17/QĐ-TTLK dated 02 April 2008 issued by the Custody Centre of State Securities Commission, the Company is required to deposit an initial amount of VND 120 million at each stock exchange and an annual additional contribution of 0.01% of total value trading of dealing and brokered securities in prior year.

Movements of deposits to Settlement Support Fund during the period were as follows:

|   | VND  |
|---|--|
| Opening balance Interest income in 2006 and 2007 Interest income in 2009 Annual additional contribution in 2009 Interest income in 2010 Additional contribution in 2010 | 120,000,000<br>25,487,076<br>52,901,505<br>2,140,647,805<br>201,994,487<br>1,745,104,008 |
| Balance as at 31 December 2010 Additional contribution in 2011 Interest income in 2011  | <b>4,286,134,881</b> 2,260,023,743 494,872,249   |
| Balance as at 30 June 2011  | 7,041,030,873  |

### 15. OTHER LONG-TERM ASSETS

The closing balance is the deposit amounts for the Company's rental offices.

### 16. STATUTORY OBLIGATIONS

| 10. | STATUTORY OBLIGATIONS   |                |                  |
|-----|---|----------------|------------------|
|     |   |                | VND              |
|     |   | 30 June 2011   | 31 December 2010 |
|     | Corporate income tax  | 20,921,498,060 | 7,376,283,374    |
|     | Personal investor's income tax  | 2,026,720,250  | 4,479,443,605    |
|     | Personal employee's income tax  | 392,256,635    | 616,717,535      |
|     | Value added tax   | 23,504,268     | 65,266,178       |
|     | Other taxes   | 273,221,052    | <del></del>      |
|     | TOTAL   | 23,637,200,265 | 12,537,710,692   |
| 17. | ACCRUED EXPENSES  |                |                  |
|     |   |                | VND              |
|     |   | 30 June 2011   | 31 December 2010 |
|     | Accrued interest payable for issued bonds                                 | 1,360,114,815  |                  |
|     | Brokerage fee payables to Stock Exchange Allowance for working completion | 1,149,069,038  | 2,795,224,947    |
|     | payables to employees   | _              | 9,000,000,000    |
|     | Other accrued expenses  | 853,026,620    | 505,656,650      |
|     | TOTAL   | 3,362,210,473  | 12,300,881,597   |
|     |   |                |                  |

### 18. OTHER SHORT-TERM PAYABLES

| TOTAL                                  | 68,806,633,327 | 67,881,275,012   |
|--|----------------|------------------|
| Other payables                         | 124,441,671    | 223,100,689      |
| Unemployment insurance                 | 95,301,260     | 90,252,260       |
| Social insurance                       | 103,201,889    | 233,043,258      |
| Health insurance                       | 186,166,364    | 126,927,209      |
| Trade union                            | 1,371,589,104  | 1,072,567,944    |
| Fund for Board of Management           | 1,663,629,875  | 987,632,443      |
| Dividend payables to shareholders      | 3,575,636,164  | 3,461,084,209    |
| Payables for repurchase agreements (*) | 61,686,667,000 | 61,686,667,000   |
|  | 30 June 2011   | 31 December 2010 |
|  |                | VND              |
|  |                |                  |

(\*): This represents payable to Amersham Industries Limited under the bond repurchase agreement No. 28/05/MBTP/HSC-DC dated 24 May 2011, accordingly, on 24 May 2011, the Company sold 100 bonds of An Binh Commercial Joint Stock Bank to Amersham Industries Limited and will repurchase these bonds on 23 August 2011.

### 19. PAYABLES TO SECURITIES TRANSACTIONS

|   |                                  | VND                              |
|---|----------------------------------|----------------------------------|
|   | 30 June 2011                     | 31 December 2010                 |
| Investor's deposit to settle trading securities Deposits from investor for trading OTC stocks Payable to Stock Exchange for settlement of | 263,374,546,637<br>3,026,000,000 | 303,038,955,561<br>3,026,000,000 |
| securities trading (*)  | =                                | 513,321,240,000                  |
| Other payables  | 148,804,000                      | 148,804,000                      |
| TOTAL   | 266,549,350,637                  | 819,534,999,561                  |

(\*): In the trading session on 31 December 2010, there was a bond purchase transaction of an institutional investor amounting to VND 470 billion, thus, the amount for settlement of securities trading at 31 December 2010 with Stock Exchange was higher than at other times.

### 20. LONG TERM LOANS AND DEBTS

On 06 May 2011, the Company successfully issued VND 50,000,000,000 private placement bonds with following information:

|                       | Volume | Face value<br>(VND) | Total Value<br>(VND) | Interest rate | Term    |
|-----------------------|--------|---------------------|----------------------|---------------|---------|
| Non-convertible bonds | 50     | 1,000,000,000       | 50,000,000,000       | 17%p.a.       | 2 years |

Non-convertible bonds have coupon paid once a year. From the second month onwards, the bonds can be re-bought at any time until maturity date.

### 21. OWNERS' EQUITY

21.2

21.3

per share

### 21.1 Detail of share capital

| Dotain or ornar         | o oup itui                                 |                     |                    |                                    |
|-------------------------|--|---------------------|--------------------|------------------------------------|
|                         |  |                     |                    | VND                                |
|                         | 30 Jun                                     | e 2011              | 31 Decen           | nber 2010                          |
|                         | Total                                      | Ordinary shares     | Total              | Ordinary shares                    |
| Contributed by          |  |                     |                    |                                    |
| shareholders            | 599,996,860,000                            | 599,996,860,000     | 599,996,860,000    | 599,996,860,000                    |
| Share<br>premium        | 560,834,915,000                            | 560,834,915,000     | 560,834,915,000    | 560,834,915,000                    |
| Treasury shares         | (4,060,296,960)                            | (4,060,296,960)     | (3,971,077,360)    | (3,971,077,360)                    |
| TOTAL                   | 1,156,771,478,040                          | 1,156,771,478,040   | 1,156,860,697,640  | 1,156,860,697,640                  |
|                         |  |                     |                    |                                    |
| Capital transa          | actions with share                         | capital and distrib | ution of dividends |                                    |
|                         |  |                     |                    | VND                                |
|                         |  |                     | For the six-month  | For the six-month                  |
|                         |  |                     | period ended       | period ended                       |
|                         |  |                     | 30 June 2011       | 30 June 2010                       |
| Share capital           |  |                     |                    |                                    |
| Beginning b             | palance                                    |                     | 599,996,860,000    | 394,634,000,000                    |
| Increase<br>Ending bala | ance                                       |                     | 599,996,860,000    | 205,362,860,000<br>599,996,860,000 |
| Dividends pai           |  |                     | 41,879,476,100     | 59,917,310,000                     |
| Dividends par           | · ·  |                     | 41,010,410,100     | 00,017,010,000                     |
| Dividends               |  |                     |                    |                                    |
|                         |  |                     |                    | VND                                |
|                         |  |                     | For the six-month  | For the six-month                  |
|                         |  |                     | period ended       | period ended                       |
|                         |  |                     | 30 June 2011       | 30 June 2010                       |
| Dividende de            | alawad and naid du                         | win a the           |                    |                                    |
| financial repo          | clared and paid du<br>orting period        | ing the             |                    |                                    |
| Dividends of            | on ordinary shares                         |                     |                    | 4 000 000                          |
|                         | for 2008: VND 1,000<br>for 2009: VND 2,000 |                     | -                  | 1,200,000<br>99,011,125,400        |
|                         | ridend payment for 2                       |                     |                    |                                    |
|                         |  |                     | 11 761 001 115     |                                    |

41,764,924,145

### 20. OWNERS' EQUITY (continued)

### 21.4 Shares

|   | 30 June 2011 | 31 December 2010 |
|---|--------------|------------------|
|   | Share        | Share            |
| Authorized shares Issued shares Issued and paid-up shares | 59,999,686   | 59,999,686       |
| Ordinary shares   | 59,999,686   | 59,999,686       |
| Treasury shares Held by the Company Ordinary shares       | 172,263      | 157,745          |
| Shares in circulation Ordinary shares                     | 59,827,423   | 59,841,941       |

Par value of outstanding share: VND 10,000 per share.

### 21.5 Funds belonging to owners' equity

The Company uses profit after tax to create the funds in accordance with the Decision No. 27/2007QD-BTC issued by Ministry of Finance on 24 April 2007 as below:

|   | Percentage of<br>profit after tax | Maximum level                                     |
|---|-----------------------------------|---|
| Charter capital supplementary reserve Financial reserve | 5%<br>5%                          | 100% of charter capital<br>10% of charter capital |

### 22. OTHER REVENUE

|  |  | VND  |
|--|--|--|
|  | For the six-month period ended 30 June 2011                      | For the six-month period ended 30 June 2010                        |
| Interest income from bank deposits Revenue from investment co-operation contracts Revenue from reverse repurchase agreements Revenue from advances to investors Accrued interest from deposit contract for | 72,554,325,436<br>67,938,812,445<br>5,149,248,138<br>883,595,248 | 30,517,055,514<br>72,590,893,900<br>4,092,331,717<br>2,245,289,215 |
| purchasing shares (*) Other revenue  | 507,482,630  | 18,853,667,894<br>1,243,256,623                                    |
| TOTAL  | 147,033,463,897  | 129,542,494,863  |

### 22. OTHER REVENUE (continued)

(\*): This is accrued interest income and compensation for a deposit amount in accordance with the Framework Agreement signed on 04 January 2010 between the Company and an individual. The deposit is to ensure that the Company will buy the individual's shares in accordance with the framework agreement signed on 04 January 2010 between the Company and the individual, which takes effect of 180 days from the signing date. In case of failure to buy such shares within the agreement's validity duration, the individual will reimburse such deposit and pay the accumulated interest on the deposit at the rate of 10% per annum and compensation to the Company.

### 23. OPERATING EXPENSES

|   |                   | VND               |
|---|-------------------|-------------------|
|   | For the six-month | For the six-month |
|   | period ended      | period ended      |
|   | 30 June 2011      | 30 June 2010      |
| Securities investment expenses (*)              | 27,157,911,227    | 35,154,236,030    |
| Staff cost                                      | 21,251,211,027    | 17,973,775,352    |
| Brokerage expenses                              | 8,453,555,506     | 20,609,518,940    |
| Outsourced services                             | 6,834,765,455     | 5,096,461,348     |
| Depreciation and amortization                   | 4,249,171,608     | 2,796,729,800     |
| Interest expenses                               | 1,360,114,815     |                   |
| Material and tool expenses                      | 169,742,670       | 176,778,860       |
| Other expenses                                  | 1,574,311,705     | 848,388,552       |
| Provision for a decline in value of             |                   |                   |
| investments                                     | 9,890,718,308     | -                 |
| Reversal of provision for a decline in value of |                   |                   |
| investments                                     | (27,032,118,223)  | (15,710,558,732)  |
| TOTAL   | 53,909,384,098    | 66,945,330,150    |

(\*): According to Circular No, 95/2008/TT-BTC dated 24 October 2008 issued by Ministry of Finance provided guidance on the accounting policies for securities companies, gains (selling price more than purchased cost) on securities investment trading are recognised in revenue from securities investment and losses (selling price less than purchased cost) are recognized in securities investment expenses.

### 24. GENERAL AND ADMINISTRATIVE EXPENSES

|  |                   | VND               |
|--|-------------------|-------------------|
|  | For the six-month | For the six-month |
|  | period ended      | period ended      |
|  | 30 June 2011      | 30 June 2010      |
| Staff cost                               | 12,350,775,133    | 10,540,783,648    |
| Office rental                            | 11,119,261,404    | 7,544,368,479     |
| Outsourced services                      | 7,712,236,760     | 6,178,532,386     |
| Office renovation expenses               | 2,563,534,837     | 2,441,306,520     |
| Depreciation and amortization            | 3,321,312,972     | 1,862,209,078     |
| Office supplies                          | 42,993,657        | 38,121,881        |
| Taxes and other fees                     | 206,299,952       | 271,868,447       |
| Material expenses                        | 259,559,146       | 313,639,154       |
| Other expenses                           | 641,480,764       | 811,072,209       |
| Reversal of provision for doubtful debts | (26,500,000)      | (1,950,480,000)   |
| TOTAL                                    | 38,190,954,625    | 28,051,421,802    |

### 25. OTHER PROFIT

|   | VND   |
|---|---|
| For the six-month period ended 30 June 2011 | For the six-month period ended 30 June 2010                 |
| 58,581,818<br>(285,441,918)                 | 42,410,006  |
| (226,860,100)                               | 42,410,006  |
|   | period ended<br>30 June 2011<br>58,581,818<br>(285,441,918) |

### 26. CORPORATE INCOME TAX (CIT)

The Company has the obligation to pay CIT with the rate of 20% of taxable profits for the period of the first 10 years and 25% thereafter, According to articles of the Company's Business License, the Company is entitled to an exemption from CIT for 2 years from the first year of earning profit (2003 - 2004) and a 50% deduction of CIT for the following 3 years (2005 - 2007).

### 26.1 Current corporate income tax expense

|   |  | VND  |
|---|--|--|
|   | For the six- month period ended 30 June 2011 | For the six- month period ended 30 June 2010 |
| Corporate income tax for the current period | 20,921,498,060                               | 29,756,688,602                               |

### 26.2 Current corporate income tax

The current tax payable is based on taxable profit for the period. The taxable profit of the Company for the period differs from the profit as reported in the interim income statement because it excludes items of income or expense that are taxable or deductible in other periods and it further excludes items that are not taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted by the interim balance sheet date.

### 26. CORPORATE INCOME TAX (CIT) (continued)

### 26.2 Current corporate income tax (continued)

Reconciliation between the tax expense and the product of accounting profit/loss multiplied by the applicable tax rate for the period is presented below

|   | For the six-month period ended 30 June 2011 | VND<br>For the six-month<br>period ended<br>30 June 2010 |
|---|---|--|
| Profit before tax   | 109,460,708,166                             | 152,558,967,865  |
| Less: Non-taxable dividend income   | 4,853,217,863                               | 2,303,646,850  |
| Reversal of provision for a decline in value of<br>unquoted securities                          |   | 1,471,878,000  |
| Current taxable profit  | 104,607,490,303                             | 148,783,443,015  |
| CIT expense at rate of 20%  | 20,921,498,060                              | 29,756,688,602   |
| CIT payable at the beginning of the period Adjustment for over accrual of tax from prior period | 7,376,283,374                               | <b>30,716,234,517</b><br>435,208,637                     |
| CIT paid during the period  | (7,376,283,374)                             | (21,851,460,810)   |
| CIT payable at the end of the period  | 20,921,498,060                              | 39,056,670,946   |

### 27. EARNINGS PER SHARE

Basic earnings per share amounts are calculated by dividing net profit after tax for the period attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the period.

Diluted earnings per share amounts are calculated by dividing the net profit after tax attributable to ordinary to ordinary shareholders (after adjusting for interest on the convertible preference shares) by the weighted average number of ordinary shares outstanding during the period plus the weighted average number of ordinary shares that would be issued on the conversion of all dilutive potential ordinary shares into ordinary shares.

### 27. EARNINGS PER SHARE (continued)

The following reflects the income and share data used in the basic and diluted earnings per share computations:

|   | For the six-month period ended 30 June 2011 | VND<br>For the six-month<br>period ended 30<br>June 2010 |
|---|---|--|
| Net profit after tax attributable to ordinary equity holders for basic earnings   | 88,539,210,106                              | 122,802,279,263  |
| Net profit/loss attributable to ordinary equity holders adjusted for the effect of dilution   | 88,539,210,106                              | 122,802,279,263  |
| Weighted average number of ordinary shares (excluding treasury shares) for basic earnings per share<br>Effect of dilution: Bonus shares | 59,844,916                                  | 59,919,852   |
| Weighted average number of ordinary<br>shares (excluding treasury shares)<br>adjusted for the effect of dilution                        | 59,844,916                                  | 59,919,852   |
| Earnings per share - Basic - Diluted  | 1,479<br>1,479                              | 2,049<br>2,049   |

There have been no other transactions involving ordinary shares or potential ordinary shares between the interim reporting date and the date of completion of these interim financial statements.

### 28. TRANSACTIONS WITH RELATED PARTIES

Significant transactions with related parties during the period were as follows:

| Related parties   | Relationship | Transactions   | VND<br>Amounts  |
|---|--------------|--|---|
| Dragon Capital Markets<br>Limited (DC)                  | Shareholder  | Dividend<br>Purchasing securities<br>Selling securities<br>Brokerage fee | 13,198,248,000<br>669,087,573,000<br>667,867,212,000<br>2,030,984,551 |
| Ho Chi Minh City Fund and Investment Corporation (HFIC) | Shareholder  | Dividend   | 12,600,000,000  |

### 28. TRANSACTIONS WITH RELATED PARTIES (continued)

Amounts due to and due from related parties at the balance sheet date were as follows:

VND Relationship Transactions Payable

Payables in securities trading

Ho Chi Minh City Fund Shareholder Deposits for and Investment trading securities 749,067,690

Corporation (HFIC)

Other transactions with related parties

Remuneration to members of the Board of Management and Board of Directors

VND

For the six-month period ended 30 June 2011 For the six-month period ended 30 June 2010

1,718,254,667

Salaries and bonus

3,322,061,142

### 29. COMMITMENTS AND CONTINGENCIES

### Operating lease commitment

The Company leases offices under operating lease agreements are as follows:

### At Ho Chi Minh City:

- Head office at floor 5 & 6, AB Tower at 76 Le Lai, Ben Thanh Ward, District 1
- Branch office at floor 1, 6 Thai Van Lung, Ben Nghe Ward, District 1
- Transaction office at 569-571-573 Tran Hung Dao, Cau Kho Ward, District 1

### At Hanoi:

- Branch office at 6 Le Thanh Tong, Hoan Kiem District
- Transaction office at 19 Lang Ha, Ba Dinh District
- Transaction office at 193C Ba Trieu, Hai Ba Trung District
- Transaction office at floor 2, B14 Building, Kim Lien Ward, Dong Da District

At 30 June 2011, the amount to be paid in the future for operating lease commitment is presented as below:

|                                      |   | VND   |
|--------------------------------------|---|---|
|                                      | For the six-month period ended 30 June 2011 | For the six-month period ended 30 June 2010 |
| Less than 1 year<br>From 1 - 5 years | 9,950,598,836<br>17,652,915,111             | 8,372,033,312<br>17,842,028,911             |

### 30. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Company's principal financial liabilities comprise loans and borrowings, and trade and other payables. The main purpose of these financial liabilities is to finance the Company's operations. The Company has loans, trade and other receivables, and cash and short-term deposits that arise directly from its operations. The Company also hold available-for-sale investment. The Company does not hold or issue derivative financial instruments.

The Company is exposed to market risk, credit risk and liquidity risk.

Risk management is integral to the whole business of the Company. The Company has a system of controls in place to create an acceptable balance between the cost of risks occurring and the cost of managing the risks. The management continually monitors the Company's risk management process to ensure that an appropriate balance between risk and control is achieved.

The Board of Management reviews and agrees policies for managing each of these risks which are summarized below.

### Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market prices comprise four types of risks: interest rate risk, currency risk, commodity price risk and other price risk, such as equity price risk. Financial instruments affected by market risk include loans and borrowings, deposits and available-for-sale investments.

The sensitivity analyses in the following sections relate to the position as at 30 June in 2011 and 31 December 2010.

The sensitivity analyses have been prepared on the basis that the amount of net debt, the ratio of fixed to floating interest rates of the debt and the proportion of financial instruments in foreign currencies are all constant.

In calculating the sensitivity analyses, management assumed that the statement of the balance sheet relates to available-for-sale debt instrument; the sensitivity of the relevant income statement item is the effect of the assumed changes in respective market risks. This is based on the financial assets and financial liabilities held at 30 June 2011 and 31 December 2010.

### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's exposure to market risk for changes in interest rate relates primarily to the Company's loans, trade receivables and other receivables, cash and short-term deposits, and financial payables. These investments are mainly short term in nature and they are not held for speculative purposes. Financial payables have fixed interest rate over the term.

The Company manages interest rate risk by looking at the competitive structure of the market to obtain rates which are favorable for its purposes within its risk management limits.

### Interest rate sensitivity

A sensitivity analysis is not performed for interest rate risk for six-month period ended 30 June 2011 as the Company's exposure to interest-rate risk is minimal or payables have fixed interest rate at reporting date.

### 30. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

### Market risk (continued)

### Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company's exposure to the risk of changes in foreign exchange rates relates primarily to the Company's operating activities when income received or expense paid in foreign currency differed from the Company's accounting currency

### Foreign currency sensitivity

A sensitivity analysis is not performed for foreign currency risk for six-month period ended 30 June 2011 as the Company is not exposed to foreign currency risk.

### Equity price risk

The Company's listed and unlisted equity securities are susceptible to market price risk arising from uncertainty about future values of the investment securities.

At the reporting date, the exposure to listed equity securities at fair value was VND 104,804,320,750 (at 31 December 2010: VND 22,506,740,513). A decrease of 10% on the stock market index could have an impact of approximately VND 10,480,432,075 (at 31 December 2010: VND 2,250,674,051) on the Company's profit after tax, depending on whether or not the decline is significant or prolonged. An increase of 10% in the value of the listed securities would increase Company's profit after tax by VND 1,136,292,637 (at 31 December 2010: VND 2,250,674,051).

### Commodity price risk

The Company is not exposed to commodity price risk.

### Credit risk

Credit risk is the risk that counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Company is exposed to credit risk from its operating activities (primarily for trade receivables) and from its financing activities, including deposits with banks, foreign exchange transactions and other financial instruments.

### Trade receivables

Customer credit risk is managed by the Company based on its established policy, procedures and control relating to customer credit risk management. Credit quality of the customer is assessed based on an extensive credit rating scorecard and individual credit limits are defined in accordance with this assessment.

Outstanding customer receivables are regularly monitored. The requirement for impairment is analyzed at each reporting date on an individual basis for major clients. The Company has maintained strict control over its outstanding receivables and has a credit control department to minimize credit risk. The margin call is conducted on time and complies with the nature of the margin product.

In view of the aforementioned and the fact that the Company's trade receivables relate to a large number of diversified customers, there is no significant concentration of credit risk.

### 30. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

### Credit risk (continued)

### Bank deposits

The Company's bank balances are mainly maintained with well-known banks in Vietnam. Credit risk from balances with banks is managed by the Company's treasury department in accordance with the Company's policy. The Company's maximum exposure to credit risk for the components of the balance sheet at each reporting dates are the carrying amounts as illustrated in Note 5. The Company evaluates the concentration of credit risk in respect to bank deposit is as low.

### Liquidity risk

The liquidity risk is the risk that the Company will encounter difficulty in meeting financial obligation due to shortage of funds. The Company's exposure to liquidity risk arises primarily from mismatches of maturities of financial assets and liabilities.

The Company monitors its liquidity risk by maintain a level of cash and cash equivalents and bank loans deemed adequate by management to finance the Company's operations and to mitigate the effects of fluctuations in cash flows.

The table below summarizes the maturity profile of the Company's financial liabilities based on contractual undiscounted payments:

|                        |                 |                  | From 1 to 5 |                 |
|------------------------|-----------------|------------------|-------------|-----------------|
|                        | On demand       | Less than 1 year | years       | Total           |
|                        | VND             | VND              | VND         | VND             |
| 30 June 2011           |                 |                  |             |                 |
| Issued bond            | -               | 50,000,000,000   | -           | 50,000,000,000  |
| Payables to securities | 000 540 050 007 |                  |             | 000 540 050 007 |
| transactions           | 266,549,350,637 |                  | -           | 266,549,350,637 |
| Accrued expenses       | 2,002,095,658   | 1,360,114,815    | -           | 3,362,210,473   |
| Other payables         | 33,597,475,435  | 115,452,128,938  | 8           | 149,049,604,373 |
|                        | 302,148,921,730 | 166,812,243,753  |             | 468,961,165,483 |
| 31 December 2010       |                 |                  |             |                 |
| Payables to securities |                 |                  |             |                 |
| transactions           | 819,534,999,561 | <b>~</b> e       | -:          | 819,534,999,561 |
| Accrued expenses       | 3,300,881,597   | 9,000,000,000    | -           | 12,300,881,597  |
| Other payables         | 9,455,645,066   | 94,515,989,852   | =:          | 103,971,634,918 |
|                        | 832,291,526,224 | 103,515,989,852  | -           | 935,807,516,076 |
|                        |                 |                  |             |                 |

The Company assessed the concentration of risk with respect to refinancing its debt and concluded it to be low. Access to sources of funding is sufficiently available and debt maturing within 12 months can be rolled over with existing lenders.

### Collateral

The Company does not deposit any of its assets as collateral for loans and borrowings the reporting date.

The Company holds customers' securities as collaterals for the trade receivables from customers as at 30 June 2011 and 31 December 2010.

NOTES TO THE INTERIM FINANCIAL STATEMENTS (continued) as at 30 June 2011

and for the six-month period from 01 January 2011 to 30 June 2011

# 31. FINANCIAL ASSETS AND FINANCIAL LIABILITIES

Set out below is a comparison by class of the carrying amounts and fair value of the Company's financial instruments that are carried in the financial statements.

|  |                   |                   |                   | VND               |
|--|-------------------|-------------------|-------------------|-------------------|
|  | Costs             | sts               | Fair value        | alue              |
|  | 30 June 2011      | 31 December 2010  | 30 June 2011      | 31 December 2010  |
|  | DNA               | QNA               | DNV               | ANN               |
| Financial assets                                       |                   |                   |                   |                   |
| Financial assets at fair value through profit and loss |                   |                   |                   |                   |
| <ul> <li>Held for trading investments</li> </ul>       |                   |                   |                   |                   |
| Listed shares  | 21,522,954,667    | 26,450,842,546    | 11,362,926,370    | 22,506,740,513    |
| Unlisted shares  | 188,347,905,178   | 219,576,709,502   | 146,520,525,676   | 154,423,572,635   |
| - Held to maturity investment                          |                   |                   |                   |                   |
| Short term deposit                                     | 1,080,000,000,000 | 1,188,000,000,000 | 1,080,000,000,000 | 1,188,000,000,000 |
| Trade receivable and other receivables                 | 669,547,321,800   | 1,060,954,917,457 | 650,739,093,405   | 1,042,120,189,062 |
| Available for sales financial assets                   |                   |                   |                   |                   |
| - Available for sale securities                        |                   |                   |                   |                   |
| Fund certificates                                      | 93,441,394,380    | Ľ                 | 93,441,394,380    | Ē                 |
| Bonds  | 20,596,836,384    | 20,596,836,384    | 20,596,836,384    | 20,596,836,384    |
| Cash and cash equivalents                              | 50,739,845,228    | 51,484,828,799    | 50,739,845,228    | 51,484,828,799    |
| Total  | 2,124,196,257,637 | 2,567,064,134,688 | 2,053,400,621,443 | 2,479,132,167,393 |
| Financial liabilities                                  |                   |                   |                   |                   |
| Loans and borrowings                                   | 50,000,000,000    | 1                 | 50,000,000,000    | ī                 |
| Payables to securities transactions                    | 266,549,350,637   | 819,534,999,561   | 266,549,350,637   | 819,534,999,561   |
| Accrued expenses                                       | 3,362,210,473     | 12,300,881,597    | 3,362,210,473     | 12,300,881,597    |
| Other current liabilities                              | 149,049,604,373   | 103,971,634,918   | 149,049,604,373   | 103,971,634,918   |
| Total  | 468,961,165,483   | 935,807,516,076   | 468,961,165,483   | 935,807,516,076   |
|  |                   |                   |                   |                   |

### 31. FINANCIAL ASSETS AND FINANCIAL LIABILITIES (continued)

The fair value of the financial assets and liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale.

The following method and assumption were used to estimate the fair values:

- Cash and short-term deposits, trade receivables, trade payables and other current liabilities approximate their carrying amounts largely due to the short-term maturities of these instruments.
- Long-term fixed-rate and variable-rate receivables/borrowings are evaluated by the Company based on parameters such as interest rates, specific country risk factors, individual creditworthiness of the customer and the risk characteristics of the financed project. Based on this evaluation, allowances are taken to account for the expected losses of these receivables. As at 30 June 2011, the carrying amounts of such receivables, net of allowances, are not materially different from their calculated fair values.
- Fair value of bonds is based on price quotations at the reporting date. The fair value
  of unquoted instruments, loans from banks and other financial liabilities, obligations
  under finance leases, as well as other non-current financial liabilities is estimated by
  discounting future cash flows using rates currently available for debt on similar
  terms, credit risk and remaining maturities.
- Fair value of available-for-sale financial assets is derived from quoted market prices in active markets, if available.
- Fair value of unquoted available-for-sale financial assets is estimated using appropriate valuation

### 32. EVENTS SINCE THE INTERIM BALANCE SHEET DATE

There have been no significant events occurring after the interim balance sheet date which would require adjustments or disclosures to be made in the interim financial statements.

Mr Lam Huu Ho

Chief Financial Officer

Mr Johan Nyvene Chief Executive Officer

22 July 2011