**Bao Viet Securities JSC**

**72 Tran Hung Dao, Hoan Kiem, Hanoi**

**BALANCE SHEET AS AT 31 DECEMBER 2019**

**Unit: VND**

|  |  |  |  |
| --- | --- | --- | --- |
| **ASSETS** |  | **This year** | **Previous year** |
| **A. CURRENT ASSETS (100 = 110 + 130)** | **100** | **2.216.342.168.431** | **2.547.076.962.053** |
| **I. Financial assets (110 = 111 ->129)** | **110** | **2.213.321.928.759** | **2.544.928.394.217** |
| **Cash and cash equivalents** | **111** | **174.237.228.080** | **465.849.247.326** |
| 1.1 Cash | 111.1 | 174.237.228.080 | 465.849.247.326 |
| 1.2. Cash equivalents | 111.2 | 0 | 0 |
| 2. Financial assets at fair value through profit or loss | 112 | 421.327.957.700 | 252.425.875.043 |
| 3. Held - to - maturity investments | 113 | 10.022.246.575 | 51.600.000.002 |
| 4. Loans | 114 | 1.514.325.651.880 | 1.682.728.337.545 |
| 5. Available for sale | 115 | 131.915.592.497 | 128.006.432.497 |
| 6. Provision for impairment of financial assets and mortage assets | 116 | -78.367.487.861 | -65.169.527.850 |
| 7. Receiables | 117 | 17.888.832.396 | 20.925.796.544 |
| 7.1 Receivables from Sales of financial assets | 117.1 | 0 | 0 |
| 7.2 Receivables and Accrued dividend and interest | 117.2 | 17.888.832.396 | 20.925.796.544 |
| 7.2.1 Due dividends and interests receivables | 117.3 | 0 | 0 |
| in which: Bad receivables of due dividends and interests | 117.3.1 | 0 | 0 |
| 7.2.2 Expected receivables of undue dividends and interests | 117.4 | 17.888.832.396 | 20.925.796.544 |
| 8. Advances to suppliers | 118 | 6.440.012.898 | 6.514.867.194 |
| 9. Receivables from services provided by the Company | 119 | 4.243.758.225 | 6.415.254.928 |
| 10. Internal receivables | 120 | 0 | 0 |
| 11. Trading errors receivables | 121 | 0 | 0 |
| 12. Other receivables | 122 | 27.271.866.068 | 11.615.840.687 |
| 13. Provision for impairment of receivables | 129 | -15.983.729.699 | -15.983.729.699 |
| **II. Other current assets (130 = 131->136)** | **130** | **3.020.239.672** | **2.148.567.836** |
| 1. Advances | 131 | 583.827.230 | 200.751.380 |
| 2. Office supplies, material and tools | 132 | 486.898.450 | 388.072.553 |
| 3. Short-term prepaid expenses | 133 | 1.949.513.992 | 1.559.743.903 |
| 4. Short-term deposits, collaterals and pledges | 134 | 0 | 0 |
| 5. Deductible VAT | 135 | 0 | 0 |
| 6. Taxes and receivables from the State | 136 | 0 | 0 |
| 7. Other current assets | 137 | 0 | 0 |
| 8. Bond repos trading | 138 | 0 | 0 |
| 9. Provision for impairment of short-term assets | 139 | 0 | 0 |
| **B. NON-CURRENT ASSETS (200 = 210 + 220 + 230 + 240 + 250 - 260)** | **200** | **181.359.033.326** | **380.084.227.603** |
| **I. Long-term financial assets** | **210** | **118.852.907.800** | **306.216.244.096** |
| 1. Long-term receivables | 211 | 0 | 0 |
| 2. Investments | 212 | **120.449.203.000** | **333.532.709.546** |
| 2.1 Held - to - maturity investments | 212.1 | 0 | 142.759.886.546 |
| 2.2 Investment in Subsidiaries | 212.2 | 0 | 0 |
| 2.3 Investment in Joint Ventures | 212.3 | 0 | 0 |
| 2.4 Other long-term investment | 212.4 | 120.449.203.000 | 190.772.823.000 |
| 3. Provision for impairment of long term financial assets | 213 | -1.596.295.200 | -27.316.465.450 |
| **II. Fixed Assets** | **220** | **16.846.722.014** | **16.648.055.291** |
| 1. Tangible fixed assets | 221 | 14.606.828.563 | 14.126.988.253 |
| - Cost | 222 | 35.972.723.069 | 40.799.362.388 |
| - Accumulated Depreciation | 223a | -21.365.894.506 | -26.672.374.135 |
| - Fixed assets valuation at fair value | 223b | 0 | 0 |
| 2. Leased fixed assets | 224 | 0 | 0 |
| - Cost | 225 | 0 | 0 |
| - Accumulated Depreciation | 226a | 0 | 0 |
| '- Leased fixed assets valuation at fair value | 226b | 0 | 0 |
| 3. Intangible fixed assets | 227 | 2.239.893.451 | 2.521.067.038 |
| - Cost | 228 | 14.530.251.090 | 14.019.651.090 |
| - Accumulated Amortization | 229a | -12.290.357.639 | -11.498.584.052 |
| '- Intangible fixed assets valuation at fair value | 229b | 0 | 0 |
| III. Investment property | 230 | 0 | 0 |
| - Cost | 231 | 0 | 0 |
| - Accumulated Depreciation | 232a | 0 | 0 |
| ' - Investment property valuation at fair value | 232b | 0 | 0 |
| IV. Construction in progress | 240 | 0 | 0 |
| **V. Other long-term assets** | **250** | **45.659.403.512** | **57.219.928.216** |
| 1. Long-term deposits, collaterals and pledges | 251 | 1.092.282.572 | 1.169.613.567 |
| 2. Long-term Prepaid Expenses | 252 | 23.388.143.453 | 36.050.314.649 |
| 3. Deferred Tax Assets | 253 | 0 | 0 |
| 4. Deposits to Settlement Assitance fund | 254 | 21.178.977.487 | 20.000.000.000 |
| 5. Other long-term assets | 255 | 0 | 0 |
| VI. Provision for impairment of long term assets | 260 | 0 | 0 |
| **TOTAL ASSETS (270 = 100 + 200)** | **270** | **2.397.701.201.757** | **2.927.161.189.656** |
| **C. LIABILITIES (300 = 310 + 340)** | **300** | **591.169.185.838** | **1.235.009.147.192** |
| **I. Current liabilities** | **310** | **180.813.759.828** | **914.347.334.930** |
| **1. Short-term borrowings and financial leases** | **311** | **100.000.000.000** | **129.900.000.000** |
| 1.1 Short-term borrowings | 312 | 100.000.000.000 | 129.900.000.000 |
| 1.2 Short-term Loans from financial leases | 313 | 0 | 0 |
| 2. Short-term borrowings for financial assets | 314 | 0 | 0 |
| 3. Short-term convertible bond | 315 | 0 | 0 |
| 4. Short-term issued bond | 316 | 0 | 0 |
| 5. Borrowings for the Settlement Advance fund | 317 | 0 | 0 |
| 6. Payables for securities trading expenses | 318 | 2.813.388.801 | 3.700.362.817 |
| 7. Payables for trading error of fiancial assets | 319 | 0 | 0 |
| 8. Short-term trade Payables | 320 | 2.904.469.374 | 2.622.604.004 |
| 9. Short-term advance from custumers | 321 | 7.017.431.817 | 2.771.000.000 |
| 10. Statutory obligations | 322 | 7.578.536.701 | 8.099.520.084 |
| 11. Payables to employees | 323 | 47.634.589.990 | 43.691.980.762 |
| 12. Employees benefits | 324 | 1.165.705.250 | 967.203.941 |
| 13. Short-term accrued expeneses | 325 | 2.491.758.782 | 5.082.283.353 |
| 14. Short-term intra company payables | 326 | 0 | 0 |
| 15. Short-term unrealized revenue | 327 | 0 | 0 |
| 16. Short-term received Guarantee Deposits | 328 | 0 | 0 |
| 17. Other Short-term payables | 329 | 2.802.120.995 | 551.293.643.777 |
| 18. Short-term provision for payables | 330 | 0 | 0 |
| 19. Bonus and welfare fund | 331 | 6.405.758.118 | 6.061.490.456 |
| 20. Payables under Bonds repo agreement | 332 | 0 | 160.157.245.736 |
| **II. Non-current liabilities** | **340** | **410.355.426.010** | **320.661.812.262** |
| 1. Long-term borrowings and leased | 341 | 0 | 0 |
| 1.1 Long-term borrowings | 342 | 0 | 0 |
| 1.2 Long-term leased | 343 | 0 | 0 |
| 2. Long-term borrowing financial assets | 344 | 0 | 0 |
| 3. Long-term convertible bond | 345 | 0 | 0 |
| 4. Long-term issued bond | 346 | 400.387.697.434 | 312.922.170.663 |
| 5. Long-term trade Payables | 347 | 0 | 0 |
| 6. Long-term advance from custumers | 348 | 0 | 0 |
| 7. Long-term accrued expeneses | 349 | 0 | 0 |
| 8. Long-term intra company payables | 350 | 0 | 0 |
| 9. Long-term unrealized revenue | 351 | 0 | 0 |
| 10. Long-term received Guarantee Deposits | 352 | 0 | 0 |
| 11. Other long-term payables | 353 | 0 | 0 |
| 12. Long-term provision for payables | 354 | 0 | 0 |
| 13. Provision of Indemnity Investor | 355 | 0 | 0 |
| 14. Deferred Tax Liabilitiy | 356 | 9.967.728.576 | 7.739.641.599 |
| 15. Science and Technology Development Fund | **357** | 0 | 0 |
| **A. Owner's equity (400 = 410 + 420)** | **400** | **1.806.532.015.919** | **1.692.152.042.464** |
| **I. Owner's equity** | **410** | **1.806.532.015.919** | **1.692.152.042.464** |
| **1. Capital** | **411** | **1.332.095.854.220** | **1.332.095.854.220** |
| **1.1 Contributed capital** | **411.1** | **722.339.370.000** | **722.339.370.000** |
| a. Legal capital | 411.1a | 722.339.370.000 | 722.339.370.000 |
| b. Supplementary capital | 411.1b | 0 | 0 |
| 1.2 Share premium | 411.2 | 610.253.166.720 | 610.253.166.720 |
| 1.3 Bond option | 411.3 | 0 | 0 |
| 1.4 Other capital | 411.4 | 0 | 0 |
| 1.5 Treasury shares | 411.5 | -496.682.500 | -496.682.500 |
| 2. Difference from revaluation of assets at fair value | 412 | 30.894.437.854 | 23.148.061.854 |
| 3. Foreign exchange differences | 413 | 0 | 0 |
| 4. Charter capital supplementary reserve | 414 | 42.509.306.652 | 36.121.049.159 |
| 5. Operational risk and finacial reserve | 415 | 42.509.306.652 | 36.121.049.159 |
| 6. Other funds | 416 | 0 | 0 |
| 7. Undistributed Profit | 417 | 358.523.110.541 | 264.666.028.072 |
| 7.1 Realized profit | 417.1 | 380.510.566.880 | 294.233.027.901 |
| 7.2 Unrealized profit | 417.2 | -21.987.456.339 | -29.566.999.829 |
| II. Other resources and funds | 420 | 0 | 0 |
| **TOTAL LIABILITIES AND OWNER'S EQUITY** | **440** | **2.397.701.201.757** | **2.927.161.189.656** |

|  |  |  |  |
| --- | --- | --- | --- |
| **OFF BALANCE SHEET ITEMS** | | | |
| 1. **ASSETS OF THE COMPANY AND ASSETS MANAGED UNDER AGREEMENTS** | | | |
| **ASSETS** |  | **This year** | **Previous year** |
| 1. Leased fixed assets | 001 | 0 | 0 |
| 2. Pledged valuable papers | 002 | 0 | 0 |
| 3. Mortgaged assets | 003 | 0 | 0 |
| 4. Bad debt written off | 004 | 390.400.000 | 390.400.000 |
| 5. Foreign currencies | 005 | 0 | 0 |
| 6. Outstanding shares | 006 | 72.200.145 | 72.200.145 |
| 7. Treasury shares | 007 | 33.792 | 33.792 |
| 8. The company ‘s Financial assets listed/ registered at VSD | 008 | 154.658.540.000 | 205.698.370.000 |
| 9. The company ‘s non-trade Financial assets deposited at VSD | 009 | 3.000.000.000 | 3.000.040.000 |
| 10. The company ‘s awaiting Financial assets | 010 | 385.900.000 | 2.213.300.000 |
| 11. The company ‘s Financial assets used to correct trading errors | 011 | 0 | 0 |
| 12. The company ‘s Financial assets which have not been deposited at VSD | 012 | 174.686.470.000 | 174.686.470.000 |
| 13. Financial assets under rights enjoyment | 013 | 0 | 0 |
| 1. **ASSETS AND LIABILITIES MANAGED UNDER AGREEMENT WITH INVESTORS** | | | |
| **ASSETS** |  | **This year** | **Previous year** | |
| 1. Investor's financial assets listed/ registered for trading at VSD | 021 | 26.179.273.156.000 | 24.918.883.010.000 | |
| a. Unrestricted financial assets | 021.1 | 25.172.493.819.000 | 24.019.054.660.000 | |
| b. Restricted financial assets | 021.2 | 234.606.360.000 | 279.960.730.000 | |
| c. Mortgage financial assets | 021.3 | 509.936.430.000 | 312.755.540.000 | |
| d. Isolated or suspended financial assets | 021.4 | 92.969.860.000 | 92.969.860.000 | |
| e. Financial assets awaiting settlement | 021.5 | 169.266.687.000 | 214.142.220.000 | |
| f. Financial assets awaiting for lending | 021.6 | 0 | 0 | |
| 2. Investor's non- traded financial assets deposited at VSD | 022 | 15.519.200.000 | 205.695.930.000 | |
| a. Unrestricted and non-traded financial assets deposited at VSD | 022.1 | 5.844.020.000 | 2.146.660.000 | |
| b. Restricted and non-traded financial assets deposited at VSD | 022.2 | 9.675.180.000 | 203.549.270.000 | |
| c. Non-traded, non- mortgaged financial assets deposited at VSD | 022.3 | 0 | 0 | |
| d. . Non-traded, non- isolated, not suppend financial assets deposited at VSD | 022.4 | 0 | 0 | |
| 3. Investor's awaiting financial assets | 023 | 119.419.034.000 | 221.116.530.000 | |
| 4. Financial assets used to correct trading errors of investors | 024.a | 0 | 0 | |
| 5. Investor’s financial assets which have not been deposited at VSD | 024.b | 2.492.322.700.000 | 1.809.322.700.000 | |
| 6. Investor's financial assets under rights enjoyment | 025 | 0 | 0 | |
| 7. Investor 's Deposits | 026 | 588.148.124.654 | 799.756.495.843 | |
| 7.1 Deposits for brokerage activities | 027 | 364.578.483.902 | 558.187.678.624 | |
| 7.2 Investor’s synthesizing deposits for securities trading activities | 028 | 223.301.242.574 | 235.604.670.445 | |
| 7.3 Deposits for clearing and settlement activities | 029 | 0 | 0 | |
| a. Domestic Investor's deposits for clearing and settlement activities | 029.1 | 0 | 0 | |
| b. Foreign Investor's deposits for clearing and settlement activities | 029.2 | 0 | 0 | |
| 7.4 Securities issuers ‘s deposits | 030 | 268.398.178 | 5.964.146.774 | |
| 8. Payable for investor’s deposits for securities trading under the company ‘s management | 031 | 564.487.860.800 | 734.555.769.517 | |
| 8.1 Payable for domestic investor’s deposits for securities trading under the company ‘s management | 031.1 | 563.256.823.806 | 733.215.022.591 | |
| 8.2 Payable for foreign investor’s deposits for securities trading under the company ‘s management | 031.2 | 1.231.036.994 | 1.340.746.926 | |
| 9. Payable to securities issuer | 032 | 14.999.565.694 | 6.352.246.425 | |
| 10. Receivables from investors for error of financial asset transaction | 033 | 0 | 0 | |
| 11. Payables to investors for error of financial asset transaction | 034 | 0 | 0 | |
| 12. Dividend, bond principal and interest payables | 035 | 8.660.698.160 | 58.848.479.901 | |

**INCOME STATEMENT ENDED 31 DECEMBER 2019**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | **Quarter IV** | | **Accumulated** | |
| **I. OPERATING REVENUE** |  | **This year** | **Previous year** | **This year** | **Previous year** |
| **1.1 Gains from Financial assets at fair value through profit and loss (FVTPL)** | **1** | **65.631.171.418** | **32.851.289.436** | **184.910.055.845** | **141.259.273.145** |
| a. Gains from disposal of financial assets at FVTPL | **1.1** | 11.363.499.352 | 10.001.469.331 | 51.447.253.099 | 37.337.826.892 |
| b. Gains from revaluation of financial assets at FVTPL | **1.2** | 21.317.047.125 | 15.778.595.624 | 63.837.989.373 | 83.596.850.159 |
| c. Dividend, interests income from financial assets at FVTPL | **1.3** | 32.950.624.941 | 7.071.224.481 | 69.624.813.373 | 20.324.596.094 |
| 1.2 Gains from Held - to - maturity investments (HTM) | **2** | 22.246.575 | 4.564.548.455 | 2.943.826.785 | 20.869.796.639 |
| 1.3 Gains from loans and receivables | **3** | 63.056.362.006 | 58.644.857.868 | 193.702.056.566 | 168.791.290.501 |
| 1.4 Gains from financial assets available for sale (AFS) | **4** |  | 4.000.000.000 | 4.971.727.400 | 4.917.148.400 |
| 1.5 Gains from derivative tools | **5** |  |  |  |  |
| 1.6 Revenue from brokeage services | **6** | 33.143.248.406 | 38.083.164.312 | 135.858.907.322 | 171.589.919.323 |
| 1.7 Revenue from securities underwriting and issuance agency services | **7** |  | 65.053.334 | 62.602.909 | 279.843.553 |
| 1.8 Revenue from consultancy services | **8** |  |  |  |  |
| 1.09 Revenue from securities custodian services | **9** | 1.531.568.669 | 1.801.260.436 | 5.846.382.979 | 6.518.202.269 |
| 1.10 Revenue from financial advisory services | **10** | 1.251.045.454 | 2.974.185.578 | 11.022.954.544 | 7.329.571.942 |
| 1.11 Revenue from other activities | **11** | 750.264.925 | 627.963.072 | 1.945.263.739 | 1.399.358.598 |
| **TOTAL OPERATING REVENUE (20 = 01>11)** | **20** | **165.385.907.453** | **143.612.322.491** | **541.263.778.089** | **522.954.404.370** |
| **II. EXPENSE FOR OPERATING ACTIVITIES** |  |  |  |  |  |
| 2.1 Loss from Financial assets at fair value through profit and loss (FVTPL) | **21** | 56.945.730.592 | 53.408.062.624 | 139.063.068.343 | 150.518.432.512 |
| a. Loss from disposal of financial assets at FVTPL | **21.1** | 39.132.044.910 | 18.547.865.543 | 83.096.115.437 | 36.311.621.285 |
| b. Loss from revaluation of financial assets at FVTPL | **21.2** | 17.813.685.682 | 34.860.197.081 | 55.966.952.906 | 114.206.811.227 |
| c. Expenses for purchase of FVTPL | **21.3** |  |  |  |  |
| 2.2 Loss from Held - to - maturity investments | **22** |  |  |  |  |
| 2.3 Loss and fair value from assets available for sale (AFS) | **23** |  |  |  |  |
| 2.4 Provision expense for diminution in value and impairment of financial asset and doubtful debts and borrowing costs of loans | **24** | -1.193.868.448 | -4.007.051.836 | -12.522.210.239 | -3.186.235.583 |
| 2.5 Loss from derivative tools | **25** |  |  |  |  |
| 2.6 Expenses for proprietary trading activities | **26** | 839.696.224 | 866.422.401 | 2.109.256.511 | 2.161.594.969 |
| 2.7 Expenses for brokeage services | **27** | 27.079.055.785 | 36.794.530.763 | 109.808.308.742 | 140.758.429.249 |
| 2.8 Expenses for securities underwriting and issuance agency services | **28** |  |  |  |  |
| 2.9 Expenses for consultancy services | **29** |  |  |  |  |
| 2.10 Expenses for securities custodian services | **30** | 3.808.122.008 | 4.214.418.143 | 12.352.192.367 | 14.455.212.614 |
| 2.11. Expensesfor financial advisory services | **31** | 2.492.674.866 | 2.400.111.879 | 10.315.043.389 | 8.908.412.506 |
| 2.12 Expenses for other activities | **32** | 3.425.168.454 | 2.756.330.206 | 8.942.093.817 | 8.517.465.543 |
| *In which: Expenses for fixing transaction and trading errors* | **33** |  | 2.150.000 |  | 11.473.000 |
| **TOTAL OPERATING EXPENSE (40 = 21->32)** | **40** | **93.396.579.481** | **96.432.824.180** | **270.067.752.930** | **322.133.311.810** |
| **III. FINANCIAL INCOME** |  |  |  |  |  |
| 3.1 Realized and unrealized foreign exchange differences | **41** |  |  | 119.046 |  |
| 3.2 Revenue, receivalbes from dividends, interest in the period | **42** | 10.710.421.550 | 4.002.646.728 | 22.391.026.254 | 24.624.943.372 |
| 3.3 Gains from investment in associates | **43** |  |  |  |  |
| 3.4 Other investment revenue | **44** |  |  |  |  |
| **Total (50 = 41->44)** | **50** | **10.710.421.550** | **4.002.646.728** | **22.391.145.300** | **24.624.943.372** |
| **I.V FINANCIAL EXPENSE** |  |  |  |  |  |
| 4.1 Realized and unrealized foreign exchange differences | **51** | 1.976.854 |  | 1.976.854 |  |
| 4.2 Borrowing cost | **52** | 8.116.581.381 | 10.346.811.177 | 39.502.779.067 | 27.617.501.931 |
| 4.3 Losses from investment in associates | **53** |  |  |  |  |
| 4.4. Expense of provision for impairment of long term financial assets | **54** |  |  |  |  |
| 4.5 Other investment expense | **55** |  |  |  |  |
| **Total financial expense (60 = 51->55)** | **60** | **8.118.558.235** | **10.346.811.177** | **39.504.755.921** | **27.617.501.931** |
| **V. Sale expenses** | **61** |  |  |  |  |
| **VI. General and administratiive expenses** | **62** | 34.506.323.922 | 18.577.601.514 | 102.971.802.220 | 75.088.804.928 |
| **VII. OPERATING PROFIT (70= 20+50-40-60-61-62)** | **70** | **40.074.867.365** | **22.257.732.348** | **151.110.612.318** | **122.739.729.073** |
| **VIII. OTHER INCOME AND EXPENSES** |  |  |  |  |  |
| 8.1 Other income | **71** | 390.636.364 | 95.828.156 | 394.272.728 | 214.282.701 |
| 8.2 Other expenses | **72** | 151.531.234 | 220.980.000 | 523.614.540 | 474.040.000 |
| **Total other activities (80= 71-72)** | **80** | **239.105.130** | **-125.151.844** | **-129.341.812** | **-259.757.299** |
| **IX. PROFIT BEFORE TAX (90=70 + 80)** | **90** | **40.313.972.495** | **22.132.580.504** | **150.981.270.506** | **122.479.971.774** |
| 9.1 Realized profit | **91** | 36.810.611.052 | 41.214.181.961 | 143.110.234.039 | 153.089.932.842 |
| 9.2 Unrealized profit | **92** | 3.503.361.443 | -19.081.601.457 | 7.871.036.467 | -30.609.961.068 |
| **X. Corporate Income tax (CIT)expense** | **100** | 3.106.181.719 | 1.494.973.092 | 15.572.837.013 | 18.948.177.341 |
| 10.1 Current CIT expense | **100.1** | 3.425.959.619 | 3.050.875.694 | 15.281.344.036 | 21.438.219.166 |
| 10.2 Deferred CIT expense | **100.2** | -319.777.900 | -1.555.902.602 | 291.492.977 | -2.490.041.825 |
| **XI. Profit after tax (200 = 90 - 100)** | **200** | **37.207.790.776** | **20.637.607.412** | **135.408.433.493** | **103.531.794.433** |
| **XII. OTHER COMPREHENSIVE INCOME AFTER TAX** | **300** |  |  |  |  |
| 12.1 Gains/(Losses) from Revaluation of AFS financial assets | **301** | 4.253.064.000 | -6.592.085.440 | 7.746.376.000 | -2.307.620.480 |
| 12.2 Other Gains/(Losses) from Foreign exchange | **302** |  |  |  |  |
| 12.3 Gains/Losses from fair value of fixed assets | **303** |  |  |  |  |
| 12.4 Other gains/Losses | **304** |  |  |  |  |
| **Total comprehensive income** | **400** | 4.253.064.000 | -6.592.085.440 | 7.746.376.000 | -2.307.620.480 |
| **XIII. NET INCOME PER SHARE** | **500** | **0** | **0** | **0** | **0** |
| 13.1 Earning per share (VND/share) | **501** | 515 | 286 | 1.875 | 1.434 |

**CASH FLOW STATEMENT ENDED 31 DECEMBER 2019 – DIRECT METHOD**

|  |  |  |  |
| --- | --- | --- | --- |
| **ITEMS** | **Code** | **Accumulated** | |
| **This year** | **Previous year** |
| **I. Cash flows from operating activities** |  |  |  |
| 1. Payments for purchase of financial assets | **1** | -52.533.822.607.317 | -57.014.488.834.403 |
| 2. Proceeds from sale of financial assets | **2** | 52.909.923.549.908 | 56.712.306.950.318 |
| 3. Payment to the Settlement Advance fund | **3** | 0 | 0 |
| 4. Dividend received | **4** | 61.651.057.392 | 21.040.800.394 |
| 5. Coupon interests received | **5** | 218.684.404.057 | 194.655.338.969 |
| 6. Interest paid | **6** | -50.545.315.983 | -636.412.292 |
| 7. Payment to suppliers | **7** | -35.559.175.855 | -43.217.102.054 |
| 8. Payment to employees | **8** | -114.473.372.255 | -121.649.582.102 |
| 9. Tax paid | **9** | -71.057.257.918 | -91.679.452.289 |
| 10. Payment for the expense of trading financial assets | **10** | 0 | 0 |
| 11. Other cash receipt from operating activities | **11** | 27.608.185.677.922 | 18.061.626.056.390 |
| 12. Other cash payments for operating activities | **12** | -28.166.568.964.583 | -17.535.416.467.276 |
| **Net cash flows from operating activities** | **20** | **-173.582.004.632** | **182.541.295.655** |
| **II. Cash flows from investing activities** |  | 0 | 0 |
| 1. Payment for purchase and construction of fixed assets, investment properties and other assets | **21** | -5.330.206.154 | -7.347.764.874 |
| 2. Proceeds from disposal and sale of fixed assets, investment properties and other assets | **22** | 0 | 0 |
| 3. Payment for Investments in associates | **23** | 0 | 0 |
| 4. Proceeds from investments in subsidiaries, joint ventures, affilaiates and other entities | **24** | 0 | 0 |
| 5. Interest and dividend received from long-term financial investment | **25** | 0 | 0 |
| **Net cash flow used in investing activities** | **30** | **-5.330.206.154** | **-7.347.764.874** |
| **III. Cash flows from financing activities** |  | 0 | 0 |
| 1. Proceeds from issuance of stock and receipt of capital contributed | **31** | 0 | 0 |
| 2. Payments to owner for capital contributed, payments to acquire or redeem the treasury shares | **32** | 0 | 0 |
| 3. Drawdown of borrowings | **33** | 1.078.690.000.000 | 1.530.324.971.568 |
| 4. Payments of Drawdown of borrowings | **34** | -1.119.682.200.000 | -1.199.710.521.345 |
| *- Loan principal payments to payment assistance funds* | *34.1* | *0* | *0* |
| *- Loan principal payments of financial assets* | *34.2* | *0* | *0* |
| *- Other loan principal payments* | *34.3* | *-1.119.682.200.000* | *-1.199.710.521.345* |
| 5. Payments of leased | **35** | 0 | 0 |
| 6. Dividends, profits paid to shareholders | **36** | -71.707.608.460 | -50.219.912.645 |
| **Net cash low from financing activities** | **40** | **-112.699.808.460** | **280.394.537.578** |
| **IV. Net increase/decrease in cash for the period** | **50** | **-291.612.019.246** | **455.588.068.359** |
| **V. Cash and cash equivalent at the beginning of the period** | **60** | 465.849.247.326 | 10.261.178.967 |
| Cash | **61** | 465.849.247.326 | 10.261.178.967 |
| Cash equivalents | **62** | 0 | 0 |
| Effects of changes in foreign exchange rate | **63** | 0 | 0 |
| **VI. Cash and cash equivalent at the end of the period (70 = 50 + 60)** | **70** | **174.237.228.080** | **465.849.247.326** |
| Cash | **71** | 174.237.228.080 | 465.849.247.326 |
| Cash equivalent | **72** | 0 | 0 |
| Effects of changes in foreign exchange rate | **73** | 0 | 0 |

**CASH FLOW FROM BROKERAGE AND TRUST ACTIVITIES OF CUSTOMERS**

**ENDED 31 DECEMBER 2019**

|  |  |  |  |
| --- | --- | --- | --- |
| **ITEMS** | **Code** | **Accumulated** | |
| **This year** | **Previous year** |
| **I. Cash flows from brokerage and trust activities of customers** |  |  |  |
| 1.Cash receipt from sale of securities on behalf of customers | 01 | 54.392.648.561.090 | 82.942.739.057.445 |
| 2.Cash payment for acquisition of securities on behalf of customers | 02 | -50.919.531.828.214 | -74.717.203.711.766 |
| 3.Cash receipt from sale trust securities on behalf of customers | 03 | 0 | 0 |
| 4. Cash payment for acquisition trust securities on behalf of customers | 04 | 0 | 0 |
| 5. Cash receipt from Settlement Advance fund borrowing | 05 | 0 | 0 |
| 6. Cash payment for Settlement Advance fund borrowing | 06 | 0 | 0 |
| 7.Cash receipt for settlement of securities transaction of Customers | 07 | 25.390.359.305.280 | 45.093.144.497.506 |
| 8.Cash receipt of Customer's for trust activities | 08 | 0 | 0 |
| 9.Cash payment for custodian fee of customers | 09 | -3.384.346.741 | -5.762.773.996 |
| 10.Cash receipt from securities trading errors | 10 | 0 | 0 |
| 11.Cash payment for securities trading errors | 11 | 0 | 0 |
| 12.Cash receipt from securities issuer | 12 | 3.215.162.056.719 | 5.713.428.788.648 |
| 13.Cash payment to securities issuer | 13 | -3.250.162.669.974 | -5.712.837.009.700 |
| 14. Cash receipt from brokerage, trust activities | 14 | 85.281.438.102.382 | 79.175.811.272.517 |
| 15. Cash payment for brokerage, trust activities | 15 | -114.318.137.551.731 | -132.426.878.213.510 |
| Net Increase/Decrease in cash during the year | 20 | **-211.608.371.189** | **62.441.907.144** |
| **II.Cash and Cash equivalent of Customer at the beginning of the year** | 30 | **799.756.495.843** | **737.314.588.699** |
| Cash at bank at the beginning of the year | 31 | 799.756.495.843 | 737.314.588.699 |
| Investor's Deposits managed byh the company for securities trading activities | 32 | 558.187.678.624 | 415.638.533.838 |
| Investor's Deposits for clearing and settlement of securities transactions | 33 | 0 | 0 |
| Investor's synthesizing Deposits for securities trading activities | 34 | 235.604.670.445 | 318.869.139.597 |
| Deposit of securities issuers | 35 | 5.964.146.774 | 2.806.915.264 |
| Cash equivalent | 36 | 0 | 0 |
| Effects of changes in foreign exchange rate | 37 | 0 | 0 |
| **III.Cash and Cash equivalent of Customer at the end of period** | 40 | **588.148.124.654** | **799.756.495.843** |
| Cash at bank at the end of the period | 41 | 588.148.124.654 | 799.756.495.843 |
| Investor's Deposits managed by the company for securities trading activities | 42 | 364.578.483.902 | 558.187.678.624 |
| Investor's synthesizing Deposits for securities trading activities | 43 | 223.301.242.574 | 235.604.670.445 |
| Investor's Deposits for clearing and settlement of securities transactions | 44 | 0 | 0 |
| Deposit of securities issuers | 45 | 268.398.178 | 5.964.146.774 |
| Cash equivalent | 46 |  | 0 |
| Effects of changes in foreign exchange rate | 47 | 0 | 0 |