



Ho Chi Minh City, August 27 2018

Ref. 903/2018/CV-SSIHO

Re: Information disclosure on the English version of Consolidated Financial Statements Quarter 2, 2018

**DISCLOSURE OF INFORMATION  
ON THE STATE SECURITIES COMMISSION'S PORTAL AND HOCHIMINH STOCK  
EXCHANGE'S PORTAL**

To:                   - The State Securities Commission  
                          - Hochiminh Stock Exchange  
                          - Hanoi Stock Exchange

Organization name:                   **SAIGON SECURITIES INC.**  
Security Symbol:                    **SSI**  
Address:                                72 Nguyen Hue, Ben Nghe Ward, District 1, HCMC  
Telephone:                            028-38242897  
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Spokesman:                            Nguyen Hong Nam  
Position:                                Deputy Chief Executive Officer

Information discloser type    24 hours    irregular    on demand    periodic

Content of information disclosure:

The English version of the Consolidated Financial Statements Quarter 2, 2018.

This information was posted on SSI website on August 27, 2018 at this link [www.ssi.com.vn](http://www.ssi.com.vn).

We hereby declare to be responsible for the accuracy and completeness of the above information.

Organization representative  
Party authorized to disclose information



Nguyen Hong Nam  
Deputy Chief Executive Officer

# **Saigon Securities Incorporation**

2nd Quarter of 2018 consolidated financial statements

30 June 2018

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF FINANCIAL POSITION  
as at 30 June 2018

Code	ITEMS	Notes	Ending balance VND	Opening balance VND
<b>100</b>	<b>A. CURRENT ASSETS</b>		<b>19,219,978,246,888</b>	<b>17,227,983,148,329</b>
<b>110</b>	<b>I. Financial assets</b>		<b>19,197,585,983,725</b>	<b>17,092,445,491,929</b>
111	1. Cash and cash equivalents	5	844,893,407,417	345,985,713,191
111.1	1.1 Cash		215,489,887,243	231,504,310,415
111.2	1.2 Cash equivalents		629,403,520,174	114,481,402,776
112	2. Financial assets at fair value through profit and loss (FVTPL)	7.1	1,639,082,735,727	1,431,143,096,100
113	3. Held-to-maturity (HTM) investments	7.3	9,316,377,561,252	7,882,154,213,938
114	4. Loans	7.4	5,884,564,934,375	5,764,072,330,098
115	5. Available-for-sale (AFS) financial assets	7.2	1,486,602,461,800	1,534,863,599,300
116	6. Provision for impairment of financial assets and mortgage assets	8	(28,572,274,003)	(23,071,577,500)
117	7. Receivables	9	5,967,428,570	27,842,003,070
117.1	7.1 Receivables from disposal of financial assets		2,531,847,570	26,678,453,070
117.2	7.2 Receivables and accruals from dividend and interest income		3,435,581,000	1,163,550,000
117.3	7.2.1 Receivables from due dividend and interest income		-	-
117.4	7.2.2 Accruals for undue dividend and interest income		3,435,581,000	1,163,550,000
118	8. Advances to suppliers	9	25,906,045,612	18,082,112,403
119	9. Receivables from services provided by the Company	9	32,566,782,195	55,404,562,922
122	10. Other receivables	9	5,335,544,446	71,271,331,370
129	11. Provision for impairment of receivables	9	(15,138,643,665)	(15,301,892,963)
<b>130</b>	<b>II. Other current assets</b>	<b>10</b>	<b>22,392,263,163</b>	<b>135,537,656,400</b>
131	1. Advances		3,276,229,380	9,001,649,610
132	2. Tools and supplies		1,115,586,743	53,710,015
133	3. Short-term prepaid expenses		13,528,613,180	10,575,869,709
134	4. Short-term deposits, collaterals and pledges		1,082,898,560	931,717,910
137	5. Other current assets		3,388,935,300	114,974,709,156

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF FINANCIAL POSITION (continued)  
as at 30 June 2018

Code	ITEMS	Notes	Ending balance VND	Opening balance VND
<b>200</b>	<b>B. NON-CURRENT ASSETS</b>		<b>1,253,062,316,943</b>	<b>1,536,392,023,519</b>
<b>210</b>	<b>I. Long-term financial assets</b>		<b>748,390,392,125</b>	<b>943,369,693,465</b>
212	1. Long-term investments	11	748,390,392,125	943,369,693,465
212.1	1.1. HTM investments		-	130,424,472,600
212.3	1.2. Investment in associates		748,390,392,125	812,945,220,865
<b>220</b>	<b>II. Fixed assets</b>		<b>113,856,726,573</b>	<b>161,101,323,414</b>
221	1. Tangible fixed assets	12	75,452,574,596	32,942,324,482
222	1.1. Cost		158,377,132,961	115,198,707,424
223a	1.2. Accumulated depreciation		(82,924,558,365)	(82,256,382,942)
227	2. Intangible fixed assets	13	38,404,151,977	128,158,998,932
228	2.1. Cost		100,151,177,681	186,932,181,501
229a	2.2. Accumulated amortisation		(61,747,025,704)	(58,773,182,569)
<b>230</b>	<b>III. Investment properties</b>	<b>14</b>	<b>216,533,816,435</b>	<b>218,230,726,962</b>
231	1. Cost		275,988,308,124	272,917,757,575
232a	2. Accumulated depreciation		(59,454,491,689)	(54,687,030,613)
<b>240</b>	<b>IV. Construction in progress</b>	<b>15</b>	<b>3,912,317,064</b>	<b>47,154,474,755</b>
<b>250</b>	<b>V. Other long-term assets</b>		<b>170,369,064,746</b>	<b>166,535,804,923</b>
251	1. Long-term deposits, collaterals and pledges		22,757,565,966	19,416,533,466
252	2. Long-term prepaid expenses	16	38,572,825,375	35,571,900,952
253	3. Deferred income tax assets	17	74,038,673,405	76,547,370,505
254	4. Payment for Settlement Assistance Fund	18	20,000,000,000	20,000,000,000
255	5. Other long-term assets		15,000,000,000	15,000,000,000
<b>260</b>	<b>VI. Provision for impairment of long-term assets</b>		-	-
<b>270</b>	<b>TOTAL ASSETS</b>		<b>20,473,040,563,831</b>	<b>18,764,375,171,848</b>

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF FINANCIAL POSITION (continued)  
as at 30 June 2018

Code	ITEMS	Notes	Ending balance VND	Opening balance VND
<b>300</b>	<b>C. LIABILITIES</b>		<b>11,324,248,225,391</b>	<b>10,148,125,475,946</b>
<b>310</b>	<b>I. Current liabilities</b>		<b>10,111,729,656,192</b>	<b>9,354,274,432,825</b>
311	1. Short-term borrowings and financial leases	20	8,344,419,603,089	8,503,887,663,684
312	1.1. Short-term borrowings		8,344,419,603,089	8,503,887,663,684
316	2. Short-term bonds	21	459,981,666,659	199,871,666,661
318	3. Payables for securities trading activities	23	13,898,063,300	-
320	4. Short-term trade payables	24	8,085,623,716	7,858,964,986
321	5. Short-term advance from customers		56,492,351,923	5,119,599,349
322	6. Statutory obligation	25	113,615,572,060	131,662,750,256
323	7. Payables to employees		24,776,249,593	39,122,549,261
324	8. Employee benefits		7,145,652	8,662,352
325	9. Short-term accrued expenses	26	135,103,727,726	93,014,814,253
327	10. Short-term unrealised revenue		-	-
329	11. Other short-term payables	27	731,035,402,749	188,798,899,963
331	12. Bonus and welfare fund		224,514,249,725	184,928,862,060
<b>340</b>	<b>II. Non-current liabilities</b>		<b>1,212,518,569,199</b>	<b>793,851,043,121</b>
345	1. Long-term convertible bonds - Debt component	22	1,050,558,713,450	-
346	2. Long-term bonds	21	-	569,300,000,000
348	3. Long-term advances from customers		1,556,271,568	-
351	4. Long-term unrealised revenue	28	38,297,113,766	33,511,108,968
352	5. Long-term deposits received		-	-
356	6. Deferred income tax payable	17	122,106,470,415	191,039,934,153
<b>400</b>	<b>D. OWNERS' EQUITY</b>	<b>29</b>	<b>9,148,792,338,440</b>	<b>8,616,249,695,902</b>
<b>410</b>	<b>I. Owners' equity</b>		<b>9,148,792,338,440</b>	<b>8,616,249,695,902</b>
411	1. Share capital		5,141,584,398,585	5,027,878,981,200
411.1	1.1. Capital contribution		5,000,636,840,000	5,000,636,840,000
411.1a	a. Ordinary shares		5,000,636,840,000	5,000,636,840,000
411.2	1.2. Share premium		29,470,756,034	29,482,756,034
411.3	1.3. Convertible bond - Equity component		113,779,095,785	-
411.4	1.4. Other capital		-	-
411.5	1.5. Treasury shares		(2,302,293,234)	(2,240,614,834)
412	2. Difference from revaluation of assets at fair value	40	445,715,019,005	637,896,244,067
413	3. Foreign exchange rate differences		37,273,690,627	33,179,513,213
414	4. Charter capital supplementary reserve		412,057,165,307	355,412,398,796
415	5. Operational risk and financial reserve		327,549,570,623	270,904,804,112
417	6. Undistributed profit		2,716,562,925,996	2,212,624,960,292
417.1	6.1. Realized profit	29.1	2,916,772,979,805	2,235,685,451,553
417.2	6.2. Unrealized profit	29.1	(200,210,053,809)	(23,060,491,261)
418	7. Non-controlling interests		68,049,568,297	78,352,794,222
<b>420</b>	<b>II. Other sources and funds</b>		<b>-</b>	<b>-</b>

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF FINANCIAL POSITION (continued)  
as at 30 June 2018

440	<b>TOTAL LIABILITIES AND OWNERS' EQUITY</b>	<b>20,473,040,563,831</b>	<b>18,764,375,171,848</b>
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**OFF-BALANCE SHEET ITEMS**

Code	ITEMS	Notes	Ending balance	Opening balance
	<b>A. ASSETS OF THE COMPANY AND ASSETS MANAGED UNDER AGREEMENTS</b>			
005	Foreign currencies			
	<i>USD</i>		7,184,730.02	5,163,658.21
	<i>EUR</i>		84,350.91	84,352.36
	<i>GBP</i>		37,157.14	38,197.09
006	Outstanding shares (number of shares)		499,847,842	499,849,370
007	Treasury shares (number of shares)		215,842	214,314
008	Financial assets listed/registered for trading at Vietnam Securities Depository of the Company (VND)		840,690,600,000	892,517,220,000
009	Non-traded financial assets deposited at Vietnam Securities Depository of the Company (VND)		10,486,130,000	10,485,780,000
010	Financial assets awaiting for arrival of the Company (VND)		3,513,420,000	5,520,000
012	Financial assets which have not been deposited at Vietnam Securities Depository of the Company (VND)		628,327,110,000	380,192,020,000
013	Entitled financial assets of the Company (VND)		1,170,000	660,000
	<b>B. ASSETS AND PAYABLES UNDER AGREEMENT WITH INVESTORS</b>			
021	Financial assets listed/registered for trading at Vietnam Securities Depository of investors (VND)		38,613,404,310,000	33,276,995,380,000
021.1	<i>Unrestricted financial assets</i>		32,630,688,980,000	27,586,903,680,000
021.2	<i>Restricted financial assets</i>		705,190,820,000	572,565,500,000
021.3	<i>Mortgaged financial assets</i>		4,854,062,050,000	4,435,948,560,000
021.4	<i>Blocked financial assets</i>		151,019,260,000	30,525,850,000
021.5	<i>Financial assets awaiting for settlement</i>		272,443,200,000	651,051,790,000

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF FINANCIAL POSITION (continued)  
as at 30 June 2018


## OFF-BALANCE SHEET ITEMS (continued)


Code	ITEMS	Notes	Ending balance VND	Opening balance VND
	<b>B. ASSETS AND PAYABLES UNDER AGREEMENT WITH INVESTORS</b> (continued)			
022	Non-traded financial assets deposited at Vietnam Securities Depository ("VSD")		1,591,667,580,000	1,537,141,910,000
022.1	Unrestricted and non-traded financial assets deposited at VSD		1,126,076,920,000	1,382,746,250,000
022.2	Restricted and non-traded financial assets deposited at VSD		52,756,010,000	52,256,010,000
022.3	Mortgaged and non-traded financial assets deposited at VSD		102,139,650,000	102,139,650,000
022.4	Blocked and non-traded financial assets deposited at VSD		310,695,000,000	-
023	Financial assets awaiting for arrival of investors		357,880,950,000	558,055,700,000
024b	Financial assets unregistered at VSD of investors		28,073,230,000	587,746,830,000
025	Entitled financial assets of investors		289,289,340,000	20,760,290,000
026	Investors' deposits		3,047,906,360,591	4,016,678,482,634
027	Investors' deposits for securities trading activities managed by the Company		2,733,656,414,011	3,834,955,125,947
027.1	Investors' deposits at VSD		261,604,980,856	145,075,049,045
028	Investors' synthesizing deposits for securities trading activities		35,049,043,301	17,567,220,094
030	Deposits of securities issuers		17,595,922,423	19,081,087,548
031	Payables to investors - investors' deposits for securities trading activities managed by the Company		2,995,261,394,867	3,980,030,174,992
031.1	- Payables to domestic investors for securities trading activities managed by the Company		2,841,071,962,213	3,834,932,579,377
031.2	- Payables to foreign investors for securities trading activities managed by the Company		154,189,432,654	145,097,595,615


2nd Quarter of 2018 CONSOLIDATED STATEMENT OF FINANCIAL POSITION (continued)  
as at 30 June 2018

## OFF-BALANCE SHEET ITEMS (continued)

Code	ITEMS	Notes	Ending balance VND	Opening balance VND
	<b>B. ASSETS AND PAYABLES UNDER AGREEMENT WITH INVESTORS (continued)</b>			
032	Payables to securities issuers		102,191,060	17,697,679,784
034	Dividend, bond principal and interest payables		17,493,731,363	1,383,407,764

  
Ms/ Nguyen Thi Hai Anh  
Prepared by

  
Ms. Hoang Thi Minh Thuy  
Chief Accountant

  
Mr. Nguyen Hong Nam  
Deputy Chief Executive Officer



Ho Chi Minh City, Vietnam

27 July 2018

2nd Quarter of 2018 CONSOLIDATED INCOME STATEMENT  
for the three-month period ended 30 June 2018

Code	ITEMS	Notes	2nd Quarter		Accumulated	
			Current year VND	Previous year VND	Current year VND	Previous year VND
	<b>I. OPERATING INCOME</b>					
01	1. Gain from financial assets at fair value through profit and loss (FVTPL)					
01.1	1.1 Gain from disposal of financial assets at FVTPL	30.1	114,017,303,691	198,770,244,727	370,889,442,803	340,350,618,337
01.2	1.2 Gain from revaluation of financial assets at FVTPL	30.2	64,073,774,385	45,687,331,860	242,255,194,829	117,739,140,894
01.3	1.3 Dividend, interest income from financial assets at FVTPL	30.3	34,888,246,403	140,936,101,017	101,633,259,471	210,462,531,993
02	2. Gain from held-to-maturity (HTM) investments		15,055,282,903	12,146,811,850	27,000,988,503	12,148,945,450
03	3. Gain from loans and receivables	30.3	163,535,532,974	102,922,269,194	310,091,801,832	198,979,264,209
04	4. Gain from available-for-sale (AFS) financial assets	30.3	201,043,550,028	124,786,602,624	381,288,482,014	237,338,433,836
06	5. Revenue from brokerage services	30.3	28,582,286,354	34,608,627,265	55,217,748,540	85,972,049,974
07	6. Revenue from underwriting and issuance agency services		339,834,487,892	185,669,998,685	708,447,949,169	300,520,254,660
08	7. Revenue from securities investment advisory services		75,000,000	-	75,000,000	6,250,000,000
09	8. Revenue from securities custodian services		2,352,548,136	4,169,029,904	17,504,380,956	7,469,944,133
10	9. Revenue from financial advisory services		4,230,297,433	2,976,361,575	7,669,749,988	6,279,637,035
11	10. Revenue from other operating activities	32	13,755,476,073	8,781,030,300	18,992,051,572	14,314,393,938
			27,891,923,588	31,949,131,744	50,347,939,206	42,345,238,221
20	<b>Total operating revenue</b>		<b>895,318,406,169</b>	<b>694,633,296,018</b>	<b>1,920,524,546,080</b>	<b>1,239,819,834,343</b>

# Saigon Securities Incorporation

B02-CTCK/HN

## 2nd Quarter of 2018 CONSOLIDATED INCOME STATEMENT (continued) for the three-month period ended 30 June 2018

Code	ITEMS	Notes	2nd Quarter		Accumulated	
			Current year VND	Previous year VND	Current year VND	Previous year VND
	<b>II. OPERATING EXPENSES</b>					
21	1. Loss from financial assets at fair value through profit and loss (FVTPL)					
21.1	1.1 Loss from disposal of financial assets at FVTPL	30.1	212,837,323,675	66,376,396,090	364,771,965,029	128,942,643,407
21.2	1.2 Loss from revaluation of financial assets at FVTPL	30.2	50,491,186,901	10,511,393,124	63,069,305,205	20,324,567,375
21.3	1.3 Transaction costs of acquisition of financial assets at FVTPL		162,033,830,360	55,627,421,878	301,123,038,012	108,257,624,921
23	2. Loss from revaluation of AFS financial assets arising from reclassification		312,306,414	237,581,088	579,621,812	360,451,111
24	3. Provision/(reversal of provision) expenses for diminution in value and impairment of financial assets and doubtful debts and borrowing costs of loans		-	-	-	1,468,084,331
26	4. Expenses for proprietary trading activities	31	(2,460,229,872)	(6,360,843,652)	38,578,521,566	(83,822,497,186)
27	5. Expenses for brokerage services	33	2,722,737,257	3,828,768,583	4,743,051,135	4,308,543,661
28	6. Expenses for underwriting and issuance agency services	33	240,025,834,600	136,773,688,829	456,831,465,306	218,956,659,174
29	7. Expenses for securities investment advisory services		-	-	-	110,277,956
30	8. Expenses for securities custodian services	33	4,761,767,130	5,221,636,496	9,856,294,257	9,000,893,732
31	9. Expenses for financial advisory services	33	5,520,131,943	4,625,660,457	10,752,364,196	8,620,069,351
32	10. Other operating expenses	33, 34	4,716,424,915	4,244,669,644	11,594,491,102	16,448,830,251
			23,134,890,063	16,919,102,667	39,962,533,782	32,113,656,765
40	<b>Total operating expenses</b>		<b>491,258,879,711</b>	<b>231,629,079,114</b>	<b>937,090,686,373</b>	<b>336,147,161,442</b>

2nd Quarter of 2018 CONSOLIDATED INCOME STATEMENT (continued)  
for the three-month period ended 30 June 2018

Code	ITEMS	Notes	2nd Quarter		Accumulated	
			Current year VND	Previous year VND	Current year VND	Previous year VND
	<b>III. FINANCE INCOME</b>					
41	1. Realized and unrealized gain from changes in foreign exchange rates		20,064,963	191,775,968	237,834,403	334,490,510
42	2. Dividend, interest income from demand deposits		8,364,218,969	9,395,786,028	16,339,434,324	23,837,059,130
43	3. Gain from disposal of investments in subsidiaries, associates and joint ventures		112,952,366,130	-	112,952,366,130	-
44	4. Other interest income (Share of profit in associates...)	11	13,560,009,917	18,337,186,710	37,448,693,469	34,781,323,645
50	<b>Total finance income</b>	35	<b>134,896,659,979</b>	<b>27,924,748,706</b>	<b>166,978,328,326</b>	<b>58,952,873,285</b>
	<b>IV. FINANCE EXPENSES</b>					
51	1. Realized and unrealized loss from changes in foreign exchange rates		154,151,470	700,932,805	563,488,756	776,682,777
52	2. Borrowing costs		128,793,724,295	75,878,112,208	244,847,263,620	152,205,376,088
53	3. Loss from disposal of investments in subsidiaries, associates and joint ventures		-	-	-	-
55	4. Other investment incomes		-	-	156,224,466	-
60	<b>Total finance expenses</b>	36	<b>128,947,875,765</b>	<b>76,579,045,013</b>	<b>245,566,976,842</b>	<b>152,982,058,865</b>
61	<b>V. SELLING EXPENSES</b>		-	-	-	-
62	<b>VI. GENERAL AND ADMINISTRATIVE EXPENSES</b>	37	<b>32,952,485,746</b>	<b>44,344,910,313</b>	<b>73,358,085,903</b>	<b>75,974,427,049</b>
70	<b>VII. OPERATING PROFIT</b>		<b>377,055,824,926</b>	<b>370,005,010,284</b>	<b>831,487,125,288</b>	<b>733,669,060,272</b>

Saigon Securities Incorporation

B02-CTCK/HN

2nd Quarter of 2018 CONSOLIDATED INCOME STATEMENT (continued)  
for the three-month period ended 30 June 2018

Code	ITEMS	Notes	2nd Quarter		Accumulated	
			Current year VND	Previous year VND	Current year VND	Previous year VND
	<b>VIII. OTHER INCOME AND EXPENSES</b>					
71	Other income		1,406,039,887	918,225,093	56,539,040,617	1,395,367,786
72	Other expenses		2,174,088,721	3	2,178,458,584	105,892,213
<b>80</b>	<b>Total other operating profit</b>	<b>38</b>	<b>(768,048,834)</b>	<b>918,225,090</b>	<b>54,360,582,033</b>	<b>1,289,475,573</b>
<b>90</b>	<b>IX. PROFIT BEFORE TAX</b>		<b>376,287,776,092</b>	<b>370,923,235,374</b>	<b>885,847,707,321</b>	<b>734,958,535,845</b>
91	Realized profit		503,521,757,328	286,055,846,493	1,085,135,563,556	633,194,919,029
92	Unrealized profit		(127,233,981,236)	84,867,388,883	(199,287,856,235)	101,763,616,816
<b>100</b>	<b>X. CORPORATE INCOME TAX (CIT) EXPENSES</b>	<b>39</b>	<b>74,674,102,628</b>	<b>67,221,126,837</b>	<b>168,837,852,777</b>	<b>137,293,160,393</b>
100.1	Current CIT expense	39.1	82,903,249,350	46,264,030,928	189,170,644,117	109,371,787,168
100.2	Deferred CIT (income)/expense	39.2	(8,229,146,722)	20,957,095,909	(20,332,791,340)	27,921,373,225
<b>200</b>	<b>XI. PROFIT AFTER TAX</b>		<b>301,613,673,464</b>	<b>303,702,108,537</b>	<b>717,009,854,544</b>	<b>597,665,375,452</b>
201	Profit after tax attributable to the Parent Company's owners		301,913,007,785	304,323,984,153	717,913,080,469	598,943,392,058
202	Profit after tax attributable to reserves					
203	Profit after tax attributable to non-controlling interest		(299,334,321)	(621,875,614)	(903,225,925)	(1,278,016,606)

Saigon Securities Incorporation

B02-CTCK/HN

2nd Quarter of 2018 CONSOLIDATED INCOME STATEMENT (continued)  
for the three-month period ended 30 June 2018

Code	ITEMS	Notes	2nd Quarter		Accumulated	
			Current year VND	Previous year VND	Current year VND	Previous year VND
300	<b>XII. OTHER COMPREHENSIVE INCOME AFTER TAX</b>					
301	1. Gain/(loss) from revaluation of AFS financial assets	40	(70,236,689,453)	95,861,188,606	(192,181,225,062)	340,998,046,562
400	<b>TOTAL OTHER COMPREHENSIVE INCOME</b>		<b>(70,236,689,453)</b>	<b>95,861,188,606</b>	<b>(192,181,225,062)</b>	<b>340,998,046,562</b>
401	Other comprehensive income attributable to the Parent Company's owners					
402	Other comprehensive income attributable to non-controlling interest					
500	<b>XIII. NET INCOME APPROPRIATED TO ORDINARY SHAREHOLDERS</b>					
501	Earnings per share (VND/share)					



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Ms. Nguyen Thi Hai Anh  
Prepared by  
Ho Chi Minh City, Vietnam  
27 July 2018

Ms. Hoang Thi Minh Thuy  
Chief Accountant

Mr. Nguyen Hong Nam  
Deputy Chief Executive Officer

2nd Quarter of 2018 CONSOLIDATED CASH FLOW STATEMENT  
for the six-month period ended 30 June 2018

Code	ITEMS	Notes	Accumulated	
			Current year VND	Previous year VND
	<b>I. CASH FLOWS FROM OPERATING ACTIVITIES</b>			
01	<b>1. Profit before tax</b>		<b>885,847,707,321</b>	<b>734,958,535,845</b>
02	<b>2. Adjustments for:</b>		<b>(604,218,184,691)</b>	<b>(295,310,935,980)</b>
03	Depreciation and amortization expense		11,666,932,976	9,470,833,011
04	Provisions		(163,249,298)	(147,407,618)
05	(Gain)/Loss from changes in unrealised foreign exchange rate		(201,922,306)	441,290,256
06	Interest expenses		245,157,263,618	152,340,376,086
07	Gain from investment activities		(436,757,777,294)	(203,516,594,932)
08	Accrued interest income		(425,681,596,517)	(253,805,985,986)
09	Other adjustments		1,762,164,130	(93,446,797)
10	<b>3. Increase in non-monetary expenses</b>		<b>306,623,734,515</b>	<b>98,785,279,394</b>
11	Loss from revaluation of financial assets at FVTPL		301,123,038,012	108,257,624,921
13	(Reversal of provision)/ Loss from impairment of loans		5,500,696,503	(10,940,429,858)
14	Loss from revaluation of AFS financial assets arising from reclassification		-	1,468,084,331
18	<b>4. Decrease in non-monetary income</b>		<b>(139,458,882,011)</b>	<b>(292,115,975,267)</b>
19	Gain from revaluation of financial assets at FVTPL		(101,633,259,471)	(210,462,531,993)
20	Gain from revaluation of AFS financial assets arising from reclassification		(37,825,622,540)	(81,653,443,274)
30	<b>Operating profit before changes in working capital</b>		<b>448,794,375,134</b>	<b>246,316,903,992</b>
31	Increase/ (decrease) in financial assets at FVTPL		(257,422,993,926)	155,884,730,499
32	Increase/ (decrease) in HTM investments		(551,437,978,482)	412,570,476,084
33	Increase/ (decrease) in loans		(120,492,604,277)	(416,537,405,481)
34	Increase/ (decrease) in AFS financial assets		(238,368,794,832)	29,440,322,404
35	(Increase)/ decrease in receivables from disposal of financial assets		24,146,605,500	47,601,715,600
37	(Increase)/decrease in receivables from services provided by the Company		22,924,420,820	1,721,501,103
39	(Increase)/ decrease in other receivables		20,757,848,933	(3,636,802,760)
40	Increase/ (decrease) in other assets		116,249,317,358	(76,700,735,981)
41	Increase/ (decrease) in payable expenses (excluding interest expenses)		34,372,413,063	7,620,364,486
42	Increase/ (decrease) prepaid expenses		(5,950,966,429)	(11,345,899,553)
43	Current income tax paid		(190,127,422,352)	(113,706,832,129)
44	Interest expenses paid		(222,838,102,844)	(151,276,922,762)
46	Increase/ (decrease) in trade payables		1,692,123,755	(5,170,958,304)
47	Increase/(decrease) in employees benefits		(1,516,700)	(156,768,000)
48	Increase/(decrease) in statutory obligations		(17,091,988,830)	4,153,500,893
49	Increase/ (decrease) in payables to employees		(14,346,299,668)	(257,272,462)
51	Increase/ (decrease) in other payables		591,093,213,288	81,333,511,412
52	Other receipts from operating activities		423,409,565,517	253,885,874,686
	- Interest received		423,409,565,517	253,769,132,986
	- Other receipts		-	116,741,700
53	Other payments for operating activities		(43,578,317,950)	(25,098,068,664)
60	<b>Net cash flows from/(used in) operating activities</b>		<b>21,782,897,078</b>	<b>436,641,235,063</b>

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF CASH FLOWS (continued)  
for the six-month period ended 30 June 2018

Code	ITEMS	Notes	Accumulated	
			Current year VND	Previous year VND
	<b>II. CASH FLOWS FROM INVESTING ACTIVITIES</b>			
61	Purchase and construction of fixed assets, investment properties and other long-term assets		(34,109,447,725)	(16,821,385,371)
62	Proceeds from disposal and sale of fixed assets, investment properties and other long-term assets		207,034,565,670	-
63	Cash payments for investment in subsidiaries, associates, joint ventures and other investments		(3,308,690,687,304)	(3,127,000,000,000)
64	Cash receipt from capital withdrawal from subsidiaries, associates, joint ventures and other investments		2,695,372,080,000	1,690,100,000,000
65	Dividends and interest from long-term investments received		236,701,747,502	171,802,563,750
70	<b>Net cash flow used in investing activities</b>		<b>(203,691,741,857)</b>	<b>(1,281,918,821,621)</b>
	<b>III. CASH FLOWS FROM FINANCING ACTIVITIES</b>			
71	Cash receipt from issuance of shares, or capital contributed by shareholders		113,767,095,785	397,000,000
72	Repayment of capital contributed by shareholders, repurchase of issued shares		(61,678,400)	-
73	Drawdown of borrowings		44,582,608,114,006	20,517,213,503,712
73.2	- Other borrowings		44,582,608,114,006	20,517,213,503,712
74	Repayment of borrowings		(44,015,355,270,386)	(19,159,269,613,915)
74.3	- Other borrowings		(44,015,355,270,386)	(19,159,269,613,915)
76	Dividends, profit distributed to shareholders		(141,722,000)	(393,320,000)
80	<b>Net cash flow from financing activities</b>		<b>680,816,539,005</b>	<b>1,357,947,569,797</b>

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF CASH FLOWS (continued)  
for the six-month period ended 30 June 2018

Code	ITEMS	Notes	Accumulated	
			Current year VND	Previous year VND
90	<b>NET INCREASE/(DECREASE) IN CASH DURING THE PERIOD</b>		<b>498,907,694,226</b>	<b>512,669,983,239</b>
101	<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR</b>	5	<b>345,985,713,191</b>	<b>308,564,964,313</b>
101.1	Cash		231,375,853,648	200,205,959,021
101.2	Cash equivalents		114,481,402,776	107,413,029,168
102	Foreign exchange rate differences		128,456,767	945,976,125
103	<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>	5	<b>844,893,407,417</b>	<b>821,234,947,553</b>
103.1	Cash		213,727,723,113	489,868,225,238
103.2	Cash equivalents		629,403,520,174	331,223,642,251
104	Foreign exchange rate differences		1,762,164,130	143,080,064

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF CASH FLOWS (continued)  
for the six-month period ended 30 June 2018

**CASH FLOWS FROM BROKERAGE AND TRUST ACTIVITIES OF THE CUSTOMERS**

Code	ITEMS	Notes	Accumulated	
			Current year VND	Previous year VND
	<b>I. Cash flows from brokerage and trust activities of the customers</b>			
01	1. Cash receipts from disposal of brokerage securities of customers		162,664,814,455,247	65,773,271,649,464
02	2. Cash payments for acquisition of brokerage securities of customers		(123,255,230,249,635)	(66,128,053,795,539)
07	3. Cash receipts for settlement of securities transactions of customers (deposit/withdrawal)		(41,704,149,404,660)	900,849,424,214
07.1	4. Investor's deposit at VSD		116,529,931,809	-
09	5. Cash payments for custodian fees of customers		(7,155,149,065)	(5,426,247,732)
12	6. Cash receipt from securities issuers		2,690,085,445,392	833,921,375,000
13	7. Cash payment to securities issuers		(1,473,667,151,131)	(1,096,617,818,036)
20	<b>Net increase/(decrease) in cash during the period</b>		<b>(968,772,122,043)</b>	<b>1,277,944,587,371</b>
30	<b>II. Cash and cash equivalents of customers at the beginning of the year</b>		<b>4,016,678,482,634</b>	<b>1,630,987,771,952</b>
31	Cash at banks at the beginning of the year:		4,016,678,482,634	1,630,987,771,952
32	- Investors' deposits managed by the Company for securities trading activities		3,980,030,174,992	1,616,354,145,533
33	- Investors' synthesizing deposits for securities trading activities		17,567,220,094	5,034,657,285
35	- Deposits of securities issuers		19,081,087,548	9,598,969,134

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF CASH FLOWS (continued)  
for the six-month period ended 30 June 2018

**CASH FLOWS FROM BROKERAGE AND TRUST ACTIVITIES OF THE CUSTOMERS (continued)**

Code	ITEMS	Notes	Accumulated	
			Current year VND	Previous year VND
40	<b>III. Cash and cash equivalents of the customers at the end of the period (40 = 20 + 30)</b>		<b>3,047,906,360,591</b>	<b>2,908,932,359,323</b>
41	Cash at banks at the end of the period:		3,047,906,360,591	2,908,932,359,323
42	- Investors' deposits managed by the Company for securities trading activities		2,995,261,394,867	2,885,789,316,948
43	- Investors' synthesizing deposits for securities trading activities		35,049,043,301	7,498,303,391
45	- Deposits of securities issuers		17,595,922,423	15,644,738,984



Ms. Nguyen Thi Hai Anh  
Prepared by



Ms. Hoang Thi Minh Thuy  
Chief Accountant



Mr. Nguyen Hong Nam  
Deputy Chief Executive Officer

Ho Chi Minh City, Vietnam

27 July 2018



# Saigon Securities Incorporation

B04-CTCK/HN

2nd Quarter of 2018 CONSOLIDATED STATEMENT OF CHANGES IN OWNERS' EQUITY (continued)  
for the fiscal year ended 30 June 2018

Items	Notes	Beginning balance		Increase/(Decrease)		Ending balance			
		01/01/2017		Previous period		Current period			
		VND		Increase	Decrease	Increase	Decrease		
A	B	1	2	3	4	5	6	7	8
II. OTHER COMPREHENSIVE INCOME									
1. Gain/(loss) from revaluation of AFS financial assets	39	652,792,875,374	637,896,244,067	456,537,105,559	(115,539,058,997)	15,531,856,773	(207,713,081,835)	993,790,921,937	445,715,019,005
<b>TOTAL</b>		<b>652,792,875,374</b>	<b>637,896,244,067</b>	<b>456,537,105,559</b>	<b>(115,539,058,997)</b>	<b>15,531,856,773</b>	<b>(207,713,081,835)</b>	<b>993,790,921,937</b>	<b>445,715,019,005</b>

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Ms. Nguyen Thi Hai Anh  
Prepared by

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Ms. Hoang Thi Minh Thuy  
Chief Accountant



Mr. Nguyen Hong Nam  
Deputy Chief Executive Officer

Ho Chi Minh City, Vietnam  
27 July 2018

2nd Quarter of 2018 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)  
as at 30 June 2018 and for the three-month period then ended

## 1. CORPORATE INFORMATION

Saigon Securities Incorporation ("the Company") is a joint stock company established under the Corporate Law of Vietnam, Operating License No. 3041/GP-UB dated 27 December 1999 issued by Ho Chi Minh City People's Committee and the first Business Registration No. 056679 dated 30 December 1999 issued by Ho Chi Minh City Department of Planning and Investment. The Company operates under Securities Trading License No. 03/GPHDKD issued by the State Securities Commission on 5 April 2000 and subsequent amended licenses.

The Company's initial charter capital was VND 6,000,000,000. The charter capital has been supplemented from time to time in accordance with amended licenses. As at 30 June 2018, in accordance with the latest Amended License No. 10/GPDC-UBCK granted by the Chairman of State Securities Commission, which has been effective since 30 January 2018. As at 30 June 2018, the Company's total charter capital was VND 5,000,636,840,000

The Company's primary activities are to provide brokerage service, securities trading, underwriting for securities issues, custodian service, finance and investment advisory service, margin lending services and derivative service. The Company's Head Office is located at 72 Nguyen Hue Boulevard, District 1, Ho Chi Minh City, Vietnam. As at 30 June 2018, the Company has branches located in Ho Chi Minh City, Hanoi, Hai Phong, Vung Tau and Nha Trang, and transaction offices located in Ho Chi Minh City and Hanoi.

The number of the Company's employees as at 30 June 2018 was 973 persons (31 December 2017: 887 persons).

### ***Company's operation***

#### *Capital*

As at 30 June 2018, total charter capital of the Company was VND 5,000,636,840,000 owners' equity including non-controlling interests was VND 9,148,792,338,440 and total assets is VND 20,473,040,563,831.

#### *Investment objectives*

As the biggest listed securities company in Vietnam stock market, the Company's principal activities are to provide brokerage service, securities trading, finance and investment advisory service, custodian service and underwriting for securities issues. The Company's goals are to become a partner with clients, to focus all resource and initiatives to bring success to all stakeholders.

#### *Investment restrictions*

The Company is required to comply with Article 44 under Circular No. 210/2012/TT-BTC dated 30 November 2012 providing guidance on establishment and operation of securities companies, Circular No. 07/2016/TT-BTC dated 18 January 2016 amended some articles of Circular No. 210/2012/TT-BTC and other applicable regulations on investment restrictions. The current applicable practices on investment restrictions are as follows:

- ▶ Securities company is not allowed to purchase, contribute capital to invest in real-estate assets except for the purpose of use for head office, branches, and transaction offices directly serving professional business activities of the securities company.
- ▶ Securities company may invest in real-estate investment and fixed assets on the principle that the carrying value of the fixed assets and real-estate investment should not exceed fifty percent (50%) of the total value of assets of the securities company.

2nd Quarter of 2018 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)  
as at 30 June 2018 and for the three-month period then ended

- ▶ Securities company is not allowed to use more than seventy percent (70%) of its owners' equity to invest in corporate bonds. Securities company, licensed to engage in self-trading activity, is allowed to trade listed bonds in accordance with relevant regulation on trading Government bonds.
- ▶ Securities company must not by itself, or authorize another organization or individuals to: Invest in shares or contribute capital to companies that owned more than fifty percent (50%) of the charter capital of the securities company, except for purchasing of odd lots at the request of customers; Make joint investment with an affiliated person of five percent (5%) or more in the charter capital of another securities company; Invest more than twenty percent (20%) in the total currently circulating shares or fund certificates of a listing organization; Invest more than fifteen percent (15%) in the total currently circulating shares or fund certificates of an unlisted organization, this provision shall not apply to member fund certificates; Invest or contribute capital of more than ten percent (10%) in the total paid-up capital of a limited liability company or of a business project; Invest more than fifteen percent (15%) of its owners' equity in a single organization or of a business project; Invest more than seventy percent (70%) of its total equity in shares, capital contribution and a business project, specifically invest more than twenty percent (20%) of its total owners' equity in unlisted shares, capital contribution and a business project.
- ▶ Securities company is allowed to establish or purchase an asset management company as a subsidiary. In that case, securities company is not required to follow the above restrictions.

#### **Subsidiaries**

As at 30 June 2018, the Company had two (02) directly owned subsidiaries as follows:

<i>Company name</i>	<i>Established under</i>	<i>Business sector</i>	<i>Charter capital</i>	<i>% holding</i>
SSI Asset Management Company Ltd. (SSIAM)	Operating License No.19/UBCK- GP dated 03 August 2007 and the latest amended license No 38/GPDC UBCK dated 26 December 2013	Investment fund management and investment portfolio management	VND30 billion	100%
SSI Investment Member Fund (SSI IMF)	Approval Letter of Member Fund Foundation No.130/TB-UBCK dated 27 July 2010	Investments in securities and other investible assets, including real estates	VND343 billion	80%

In addition, as at 30 June 2018, the Company had one (01) indirectly owned subsidiary named SSI International Corporation.

## Saigon Securities Incorporation

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2nd Quarter of 2018 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)  
as at 30 June 2018 and for the three-month period then ended

### Associates

As at 30 June 2018, the Company had three (02) indirectly owned associates presented on the consolidated financial statements as follows:

Name	Business establishment	Sector	Charter capital (VND)
The Pan Group (PAN)	Business Registration No. 0301472704 dated 20 December 2017 issued by Long An province's Department of Planning and Investment (15 <sup>th</sup> amended license). At the initial stage, the company operated under Business Registration No. 4103003790 dated 31 August 2005. The company's shares have been officially listed on Ho Chi Minh City Stock Exchange.	Cultivation, farming; Livestock services; Post-harvest services; Cultivation services activities; House cleaning services; Investment advisory services (except for financial advisory); Management advisory services (except for finance, economics and law); Market research services.	1,202,016,300,000
Vietnam Fumigation Joint Stock Company (VFG)	Vietnam Fumigation Joint Stock Company is transformed from a State - owned enterprise, so called Vietnam Fumigation Company under Ministry of Agriculture and Rural Development, in accordance with Decision No. 70/QĐ-TTĐ dated 3 May 2001 issued by Prime Minister of the Socialist Republic of Vietnam. The company operates under the first Business Registration No. 0302327629 dated 31 December 2001 issued by Ho Chi Minh City Department of Planning and Investment and the latest amended license dated 24 July 2017. The company's shares have been officially listed on Ho Chi Minh City Stock Exchange.	Production, processing, carton boxes, packaging; plant protection products and fumigating materials; Rendering of fumigating services, eradication of harmful animals for agricultural and forestry products, and other materials; Trading of pesticide, plant protection materials, fumigation materials; Trading of materials and chemicals for agricultural production (except for toxic substances); Fertilizer wholesale; Handling, maintenance, sanitation in factories, warehouses, offices services; Anti - termite service; Anti-termite service for construction works; Renting office, warehouse; Goods inspection; Caring service for agricultural products; Wholesale corn and other grains.	309,003,550,000

2nd Quarter of 2018 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)  
as at 30 June 2018 and for the three-month period then ended

## **2. BASIS OF PRESENTATION**

### **2.1 Applied accounting standards and system**

The consolidated financial statements of the Company are prepared and presented in accordance with Vietnamese Enterprise Accounting System, the accounting regulation and guidance applicable to securities companies as set out in Circular No. 210/2014/TT-BTC dated 30 December 2014, Circular No. 334/2016/TT-BTC dated 27 December 2016 amending, supplementing and replacing Appendices No. 02 and No. 04 of Circular No. 210/2014/TT-BTC, Circular No. 146/2014/TT-BTC dated 6 October 2014 providing guidance on financial regime applicable to securities companies and asset management companies and other Vietnamese Accounting Standards promulgated 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).

### **2.2 Basis of consolidation**

The consolidated financial statements comprise the financial statements of Saigon Securities Incorporation (the parent company) and its subsidiaries as at 30 June 2018.

Subsidiaries are fully consolidated from the date of acquisition, being the date on which the parent company obtains control, and continued to be consolidated until the date that such control ceases.

The financial statements of the parent company and subsidiaries are prepared for the same reporting period using the consistent accounting policies.

All intra-company balances, incomes and expenses, and unrealized gains or losses resulting from intra-company transactions are eliminated in full.

Non-controlling interests represent the portion of profit or loss and net assets of the subsidiaries which are not held by the Company, and are presented separately in the consolidated income statement and within equity in the consolidated statement of financial position, separately from parent shareholders' equity.

### **2.3 Registered accounting documentation system**

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

### **2.4 Fiscal year**

The Company's fiscal year starts on 1 January and ends on 31 December.

The Company also prepares its interim financial statements for the six-month period from 1 January to 30 June and its quarterly financial statements for the three-month periods ended 31 March, 30 June, 30 September and 31 December each year.

2nd Quarter of 2018 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)  
as at 30 June 2018 and for the three-month period then ended

## **2.5 Accounting currency**

The consolidated financial statements are prepared in Vietnam dong ("VND"), which is the accounting currency of the Company.

## **3. STATEMENT ON COMPLIANCE WITH VIETNAMESE ACCOUNTING STANDARDS AND SYSTEMS**

Management confirms that the Company has complied with Vietnamese Accounting Standards and Vietnamese Enterprise Accounting Systems in preparing the consolidated financial statements.

Accordingly, the accompanying 2nd Quarter of 2018 consolidated income statement, consolidated statement of financial position, consolidated statement of cash flows, consolidated statement of changes in owners' equity and notes to the 2nd Quarter of 2018 consolidated financial statements, 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.

## **4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

### **4.1 Cash and cash equivalents**

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

Cash deposited by customers for securities trading and cash deposited by securities issuers are presented off-balance sheet.

### **4.2 Financial assets at fair value through profit and loss (FVTPL)**

Financial assets recognized at fair value through profit and loss are financial assets that satisfy either of the following conditions:

- a) It is classified as held for trading. A financial asset is classified as held for trading if:
  - it is acquired or incurred principally for the purpose of selling or repurchasing it in the near term;
  - there is evidence of a recent actual pattern of short-term profit-taking; or
  - it is a derivative (except derivative that is a financial guarantee contract or effective hedging instrument).
- b) Upon initial recognition, a financial asset is designated by the entity as at fair value through profit and loss as it meets one of the following criteria:
  - The designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the asset or recognising gains or losses on a different basis; or
  - The financial assets are part of a group of financial assets which are managed and their performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy.

Financial assets at FVTPL are initially recognized at cost (acquisition cost of the assets excluding transaction cost arising from the purchase) and subsequently recognized at fair value.

The decrease in difference arising from revaluation of FVTPL financial assets at fair value/market value in comparison with previous is recognized into the consolidated income

2nd Quarter of 2018 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)  
as at 30 June 2018 and for the three-month period then ended

statement under "Loss from revaluation of financial assets at FVTPL". The increase in difference arising from revaluation at fair value/market value in comparison with previous is recognized into the consolidated income statement under "Gain from revaluation of financial assets at FVTPL".

Transaction costs relating to the purchase of the financial assets at FVTPL are recognized when incurred as expenses in the consolidated income statement.

#### **4.3 Held-to-maturity investments (HTM)**

Held-to-maturity investments are non-derivative financial assets with determinable payments and fixed maturity that an entity has the positive intention and ability to hold to maturity other than:

- a) those that the entity upon initial recognition designates as at fair value through profit or loss;
- b) those that the entity designates as available-for-sale; and
- c) those meet the definition of loans and receivables.

Held-to-maturity investments are initially recognized at cost (acquisition cost of the assets plus (+) transaction costs which are directly attributable to the investments such as brokerage fee, trading fee, issuance agency fee and banking transaction fee). After initial recognition, held-to-maturity financial investments are subsequently measured at amortized cost using the effective interest rate ("EIR").

Amortized cost of HTM financial investments is the amount at which the financial asset is measured at initial recognition minus (-) principal repayments, plus (+) or minus (-) the cumulative amortisation using the effective interest method of any difference between that initial amount and the maturity amount, and minus any reduction for impairment or irrecoverability (if any).

The effective interest rate method is a method of calculating the cost allocation on interest income or interest expense in the period of a financial asset or a group of HTM investments.

The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial assets or liabilities.

HTM investments are subject to an assessment of impairment at the consolidated financial statements date. Provision is made for an HTM investment when there is any objective evidence that the investment is unrecoverable or there is uncertainty of recoverability, resulting from one or more events that have occurred after the initial recognition of the investment and that event has an impact on the estimated future cash flows of the investment that can be reliably estimated. Evidence of impairment may include a drop in the fair value/market value of the investment, indications that the debtors or a group of debtors are experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganization and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults. When there is any evidence of impairment, provision for an HTM investment is determined as the negative difference between its fair value and amortized cost at the assessment date. Any increase/decrease in the balance of provision is recognized in the consolidated income statement under "Provision expense for diminution in value and impairment of financial assets and doubtful receivables, and borrowing costs of loans".

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#### 4.4 Loans

Loans are non-derivative financial assets with fixed or identifiable payments and not listed on the market, with the exceptions of:

- a) The amounts the entity has the intent to immediately sell or will sell in a near future which are classified as assets held for trading, and like those which, upon initial recognition, the entity categorized as such recognized at fair value through profit or loss;
- b) The amounts categorized by the entity as available-for-sale upon initial recognition; or
- c) The amounts whose holders cannot recover most of the initial investment value not due to credit quality impairment and which are categorized as available-for-sale.

Loans are recognized initially at cost (disbursement amount of the loans). After initial recognition, loans are subsequently measured at amortized cost using the effective interest rate ("EIR").

Amortized cost of loans is the amount at which the loans is measured at initial recognition minus (-) principal repayments, plus (+) or minus (-) the cumulative amortisation using the effective interest method of any difference between that initial amount and the maturity amount, and minus any reduction for impairment or irrecoverability (if any).

Loans are subject to an assessment of impairment at the consolidated financial statements date. Provision is made for loan based on its estimated loss which is determined by the negative difference between the market value of securities used as collaterals for such loan and the loan balance. Any increase/decrease in the balance of provision is recognized in the consolidated income statement under "Provision expense for diminution in value and impairment of financial assets and doubtful receivables, and borrowing costs of loans".

#### 4.5 Available-for-sale (AFS)

Available-for-sale financial assets are those non-derivative financial assets that are designated as available-for-sale or are not classified as:

- a) loans and receivables;
- b) held-to-maturity investments; or
- c) financial assets at fair value through profit or loss.

AFS financial assets are recognized initially at cost (acquisition cost plus (+) transaction costs which are directly attributable to the purchase of the financial assets). After initial recognition, available-for-sale financial assets are subsequently measured at fair value.

Any difference arising from the revaluation of AFS financial assets at fair value/market value in comparison with previous is recognized under "Gain/(loss) from revaluation of AFS financial assets" in "Other comprehensive income after tax" which is a part of the consolidated income statement.

As at the consolidated financial statement date, the Company assessed whether there is any objective evidence that an AFS financial asset is impaired. Any increase/decrease in the balance of provision is recognized in the income statement under "Provision expenses for diminution in value and impairment of financial assets and doubtful debts and borrowing costs of loans".

- ▶ Where an equity instrument is classified as available-for-sale, evidence of impairment includes a significant or prolonged decline in the fair value of the investment below its original cost. 'Significant' is to be evaluated against the original cost of the asset and 'prolonged' indicates the period in which the fair value has been below its original cost. When any evidence of impairment exists, provision is determined as the difference between the AFS asset's cost and fair value at the assessment date.

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- ▶ Where a debt instrument is classified as available-for-sale, the assessment of impairment is conducted using the same criteria as those applied for HTM investments. When there is any evidence of impairment, provision for an AFS asset is determined as the negative difference between its fair value and amortized cost at the assessment date.

#### **4.6 Fair value/market value of financial assets**

Fair value/market value of the securities is determined as follows:

- ▶ For securities listed on Hanoi Stock Exchange and Ho Chi Minh City Stock Exchange, their market prices are their closing prices on the trading day preceding the date of setting up the revaluation.
- ▶ For securities registered for trading on UPCOM, their market prices are their average closing prices on the trading day preceding the date of setting up the revaluation.
- ▶ For the delisted securities and suspended trading securities from the sixth day afterward, their prices are the book value at the latest financial report date.
- ▶ The market price for unlisted securities and securities unregistered for trading on UPCOM used as a basis for setting up the revaluation is the trading prices of the latest transaction on over-the-counter ("OTC") market.

For securities which do not have reference price from the above sources, the revaluation is determined based on the financial performance and the book value of securities issuers as at the assessment date.

For the purpose of determining CIT taxable profit, the tax bases for financial assets are determined by cost minus (-) provision for diminution in value. Accordingly, market value of securities for provision purpose is determined in accordance with the Circular No.146/2014/TT-BTC.

#### **4.7 Derecognition of financial assets**

A financial asset (or part of a group of similar financial assets) is derecognized when:

- ▶ The rights to receive cash flows from the assets have expired; or
- ▶ The Company has transferred its rights to receive cash flows from the assets or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a "pass-through" arrangement; and either:
  - the Company has transferred substantially all the risks and rewards of the assets, or
  - the Company has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Company has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of the Company's continuing involvement in the asset. In that case, the Company also recognizes an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Company has retained.

The continued participation in transferred assets in the form of guarantee will be recognized at smaller value between the initial carrying value of the assets and the maximum amount that the Company is required to pay.

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#### **4.8 Reclassification of financial assets**

##### *Reclassification when selling financial assets other than FVTPL*

When selling financial assets other than FVTPL, securities companies are required to reclassify those financial assets to financial assets at FVTPL. The difference arising from the revaluation of financial assets AFS which was recognized in "Difference from revaluation of assets at fair value" will be recognized as corresponding revenue or expenses at the date of reclassification of financial assets AFS for selling purpose.

##### *Reclassification due to change in purpose or ability to hold*

Securities companies are allowed to reclassify financial assets to their applicable categories if their purpose or ability to hold has changed, consequently:

- ▶ Non-derivative financial assets at FVTPL or financial assets that are not required to be classified as financial asset at FVTPL at the initial recognition can be classified as loans and other receivables or as cash and cash equivalents if the requirements are met. The gains or losses arising from revaluation of financial assets at FVTPL prior to the reclassification are not allowed to be reversed.
- ▶ Due to changes in purposes or ability to hold, some HTM investments are required to be reclassified into AFS financial assets and to be revaluated at fair value. The difference arising from revaluation between carrying value and fair value are recognized under "Difference from revaluation of assets at fair value" in Owners' equity .

#### **4.9 Investments in associates**

An associate is an entity in which the Company has significant influence but that is neither subsidiaries nor joint ventures. The Company generally deems they have significant influence if they have over 20% of the voting rights.

The Company's investments in associates are accounted for using the equity method of accounting.

Under the equity method, the investment is initially carried in the consolidated statement of financial position at cost. In term of the acquisition, the difference between cost of the investment and the determinable net asset fair value in correspondence with the Company's shares in associate at the acquisition date is defined as goodwill. Negative goodwill is recognized in "Other investment revenue (share of profits/ (loss) in associates)" of the consolidated income statement. Positive goodwill will be reflected in the value of investment in associate of the consolidated statement of financial position.

When determining the determinable fair value of net assets in associates, the Company applies principles and suppositions as follows:

- ▶ Fair value of cash and short term deposit, payables to suppliers and other short term liabilities approximates their carrying value due to their short term;
- ▶ Fair value of receivables is determined based on estimation of recoverability, therefore, the Company estimates fair value at the cost less provisions for receivables;
- ▶ Fair value of financial investments is determined at market prices;
- ▶ Fair value of fixed assets approximates their cost less accumulated depreciation
- ▶ Fair value of the qualification in the auditors' report in the audited financial statements of associates is determined as zero (0); and
- ▶ Fair value of other immaterial assets and debts is determined as their carrying value.

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After the initial recognition, the investment is adjusted to changes of the Company's share in associates' post-acquisition net assets. The consolidated income statement reflects the share of the post-acquisition results of operation of the associates. Changes in net asset value of associates, including changes arisen from revaluation of fixed assets and investments, foreign exchange differences and differences arisen from consolidation of associates are not reflected in the consolidated income statement, but recognized directly in "Undistributed profit" in the consolidated statement of financial position.

The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. Dividend receivable from associates is deducted from the carrying amount of the investment.

The financial statements of the associates are prepared for the same reporting period as the Company, using the same accounting policies. Where necessary, adjustments are made to bring the accounting policies in line with those of the Company.

#### 4.10 Recognition of mortgaged financial assets

During the period, the Company had mortgaged/pledged financial assets which are used as collaterals for financial obligations of the Company.

According to the terms and conditions of the mortgage/pledge contracts, during the valid period of the contracts, the Company is not allowed to sell, transfer or use the mortgaged/pledged assets under repurchase or swap contracts with any other third party.

In case the Company is unable to fulfil its obligations, the mortgagee/pledgee is allowed to use the mortgaged/pledged assets to settle the obligations of the Company after a period specified in the mortgage/pledge contracts, since the obligations due date.

The mortgaged/pledged assets are monitored in the Company's consolidated statement of financial position in accordance with accounting principles relevant to the assets' classification.

#### 4.11 Receivables

Receivables are initially recorded at cost and subsequently always presented at cost.

Receivables are subject to review for impairment based on their overdue status or estimated loss arising from undue debts of corporate debtors who have bankruptcy or are under liquidation; or of individual debtors who are missing, have fled, are prosecuted, detained or tried by law enforcement bodies, are serving sentences or have deceased. Increases or decreases to the provision balance are recorded as "Provision expenses for diminution in value and impairment of financial assets and doubtful debts and borrowing costs of loans" in the consolidated income statement.

The Company has made provision for doubtful receivables in accordance with Circular No. 228/2009/TT-BTC dated 7 December 2009 issued by the Ministry of Finance. Accordingly, the provision rates for overdue receivables are as follows:

<u>Overdue period</u>	<u>Provision rate</u>
From over six (6) months to less than one (1) year	30%
From one (1) year to less than two (2) years	50%
From two (2) years to less than three (3) years	70%
From three (3) years and above	100%

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#### **4.12 Tangible fixed assets**

Tangible fixed assets are stated at cost less accumulated depreciation.

The cost of a tangible fixed asset comprises of its purchase price and any directly attributable costs of bringing the 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 consolidated income statement as incurred.

When tangible fixed assets are sold or retired, any gain or loss resulting from their disposal (the difference between the net disposal proceeds and the carrying amount) is included in the consolidated income statement.

#### **4.13 Intangible fixed assets**

Intangible fixed assets are stated at cost less accumulated amortization.

The cost of an intangible fixed asset comprises of its purchase price and any directly attributable costs of preparing the intangible fixed asset 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 consolidated income statement as incurred.

When intangible fixed assets are sold or retired, any gain or loss resulting from their disposal (the difference between the net disposal proceeds and the carrying amount) is included in the consolidated income statement.

#### **4.14 Depreciation and amortisation**

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

Buildings and architectures	6 years
Office machineries	3 - 5 years
Means of transportation	6 years
Office equipment	3 - 5 years
Software	3 - 5 years
Land use rights with indefinite life	not amortised
Other intangible fixed assets	2 - 5 years

#### **4.15 Investment properties**

Investment properties are stated at cost, inclusive of related transaction fees less accumulated depreciation.

Subsequent expenditure relating to an investment property that has already been recognized is added to the net book value of the investment property when it is probable that future economic benefits, in excess of the originally assessed standard of performance of the existing investment property, will flow to the Company.

Depreciation and amortization of the property is calculated on a straight-line basis over the estimated useful life of each asset. The depreciation period is 27.5 years.

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#### **4.16 Operating lease**

Whether an agreement is determined as a property lease agreement depends on the nature of the agreement at the beginning: whether the implementation of the agreement depends on the use of a certain asset and whether the agreement includes clauses on the use rights of the asset.

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

#### **4.17 Prepaid expenses**

Prepaid expenses, including short-term prepaid expenses and long-term prepaid expenses in the consolidated statement of financial position, are amortised over the period for which the amounts are paid or the period in which economic benefits are generated in relation to these expenses.

The following types of expenses are recorded as prepaid expenses and are amortised over the period from one (1) year to three (3) years to the consolidated income statement:

- ▶ Office renovation expenses;
- ▶ Office rental expenses; and
- ▶ Office tools and consumables

#### **4.18 Repurchase agreements**

Securities sold under the agreements to be repurchased at a specified future date ("repos") are not derecognized from the consolidated statement of financial position. The corresponding cash received is recognized in the consolidated statement of financial position as a liability. The difference between the sale price and repurchase price is treated as interest expense and is accrued in the consolidated income statement over the life of the agreement using the straight-line method in the consolidated income statement.

#### **4.19 Borrowings and bonds issuance**

Borrowings and bonds issued by the Company are recorded and stated at cost of the balance at the end of the accounting period.

##### **Convertible bonds**

Bonds that are convertible by the holder into a fixed number of ordinary shares of the entity are separated into financial liability and equity instrument based on the terms of the contract.

On issuance of the convertible bond, the fair value of the liability component is determined by discounting the future payment (including principal and interest) to present value at the market rate for an equivalent non-convertible bond less issuance cost.

The remainder of the proceeds is allocated to the conversion option that is recognised and included in shareholders' equity. The carrying amount of the conversion option is not re-measured in subsequent years.

Transaction costs are allocated during the lifetime of the bond following the effective interest rate basis. At initial recognition, issuance costs are deducted from the liability component of the bond.

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#### **4.20 Payables and accrued expenses**

Payables and accrued expenses are recognized for amounts to be paid in the future for bonds interest payables, goods and services received, whether or not billed to the Company.

#### **4.21 Employee benefits**

##### **4.21.1 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 Labour 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 18% of an employee's basic salary on a monthly basis. From 1 June 2017, the Company is required to pay a social insurance premium at the rate of 17.5% of an employee's basic monthly salary, salary-related allowances and other supplements. Other than that, the Company has no further obligation relating to post-employment benefits.

##### **4.21.2 Severance pay**

The Company has the obligation, under Section 48 of the Vietnam Labor Code 10/2012/QH13 effective from 1 May 2013, to pay allowance arising from voluntary resignation of employees, equal to one-half month's salary for each year of employment up to 31 December 2008 plus salary allowances (if any). From 1 January 2009, the average monthly salary used in this calculation is the average monthly salary of the latest six-month period up to the resignation date.

##### **4.21.3 Unemployment allowance**

According to Circular No. 32/2010/TT-BLĐTBXH providing guidance for Decree No. 127/2008/ND-CP on unemployment insurance, from 1 January 2009, the Company is required to contribute to the unemployment insurance at the rate of 1% of salary and wage fund of unemployment insurance joiners and deduct 1% of monthly salary and wage of each employee to contribute to the unemployment insurance

#### **4.22 Foreign currency transactions**

Transactions in currencies other than the Company's reporting currency of VND are recorded at the actual transaction exchange rates of commercial banks at transaction dates. At the end of the period, monetary balances denominated in foreign currencies are determined as follows:

- ▶ Monetary assets are translated at buying exchange rate of the commercial bank where the Company conducts transactions regularly.
- ▶ Monetary liabilities are translated at selling exchange rate of the commercial bank where the Company conducts transactions regularly.

All foreign exchange differences incurred during the period and arisen from the revaluation of monetary accounts denominated in foreign currencies at the end of the period are taken to the consolidated income statement.

#### **4.23 Treasury shares**

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

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**4.24 Conversion of subsidiaries' financial statements into parent company's accounting currency**

Subsidiaries' financial statements which are prepared in the foreign currency that is different from the Parent Company's accounting currency are converted into the Parent Company's accounting currency for consolidation purpose. Actual transaction exchange rates used for converting subsidiaries' financial statements are determined as follows:

- ▶ For assets, the exchange rate used for translation is the banking buying rate at the reporting date;
- ▶ For liabilities, the exchange rate for translation is the banking selling rate at the reporting date.
- ▶ If the gap between the banking buying rate and banking selling rate does not exceed 0.2%, the Company is allowed to apply the average exchange rate.
- ▶ All items on the income statement and cash flow statement are converted using the actual exchange rate at the time of the transaction. Average exchange rate is allowed to be applied if it approximates the actual exchange rate at the time of the transaction (the difference is 1% or less). If the gap between the exchange rate at the beginning of the period and at the end of the period is higher than 20%, the Company shall apply the exchange rate at the end of the period.

Foreign exchange rate difference arising from the translation of subsidiary's financial statements is accumulatively reflected in "Foreign exchange rate difference" item of the Owners' Equity section of the consolidated financial statements.

**4.25 Revenue recognition**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured at the fair value of receipts or receivables less trade discount, concessions and sales return. The following specific recognition criteria must also be met before revenue is recognised:

*Revenue from brokerage 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.

*Revenue from trading of securities*

Revenue from trading of securities is determined by the difference between the selling price and the weighted average cost of securities sold.

*Other income*

Revenues from irregular activities other than turnover-generating activities are recorded to other incomes as stipulated by VAS 14 – "Revenue and other income", including: Revenues from asset liquidation and sale; fines paid by customers for their contract breaches; collected insurance compensation; collected debt which had been written off and included in the preceding period expenses; payable debts which are now recorded as revenue increase as their owners no longer exist; collected tax amounts which now are reduced and reimbursed; and other revenues.

*Interest income*

Revenue is recognized on accrual basis (taking into account the effective yield on the asset) unless collectability is in doubt.

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*Dividends*

Income is recognized when the Company's entitlement as an investor to receive the dividend is established, except for dividend received in shares in which only the number of shares is updated.

*Properties leasing revenue*

Properties leasing revenue is recognized into operational result on a straight-line basis over the leasing contract life.

*Other revenues from rendering services*

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

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

**4.26 Borrowing costs**

Borrowing costs include accrued interest and other expenses which are directly attributable to the Company's borrowings.

**4.27 Cost of securities sold**

The Company applies moving weighted average method to calculate cost of equity securities sold.

**4.28 Corporate income tax**

*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 report date.

Current income tax is charged or credited to the 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 income tax*

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

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

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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 reporting date and reduced to a certain extent that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Previously unrecognized deferred income tax assets are re-assessed at each reporting 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 realized or the liability is settled based on tax rates and tax laws that have been enacted at the reporting date. Deferred tax is recorded to the income statement, except when it relates to items recognized 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 to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxable entity and the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

#### 4.29 Owners' equity

##### **Contributed capital from shareholders**

Contributed capital from stock issuance is recorded in Charter Capital at par value.

##### **Undistributed profit**

Undistributed profit comprises of realised and unrealised undistributed profit.

- ▶ Unrealised profit of the period is the difference between gain and loss arisen from revaluation of financial assets at FVTPL or other financial assets through profit and loss in the consolidated income statement and deferred corporate income tax payables arise from increase in revaluation of FVTPL financial assets.
- ▶ Realised profit during the period is the net difference between total revenue and income, and total expenses in the consolidated income statement of the Company, except for gain or loss recognized in unrealised profit.

##### **Reserves**

According to Circular No. 146/2014/TT-BTC issued by the Ministry of Finance on 6 October 2014, securities companies are required to make appropriation of profit after tax to the following reserves:

	<u>Percentage of profit after tax</u>	<u>Maximum balance</u>
Charter Capital Supplementary Reserve	5%	10% of charter capital
Operational risk and finance Reserve	5%	10% of charter capital

Other reserves are appropriated in accordance with the Resolution of the General Meeting of Shareholder.

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**4.30 Appropriation of net profits**

Net profit after tax is available for appropriation to shareholders after being approved by the General Meeting of Shareholders and after making appropriation to reserve funds in accordance with the Company's Charter and Vietnam's regulatory requirements.

**4.31 Nil balances**

Items or balances required by, Circular 334/2016/TT-BTC dated 27 December 2016 and Circular No. 146/2014/TT-BTC dated 6 October 2014 issued by the Ministry of Finance that are not shown in these financial statements indicate nil balance.

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**5. CASH AND CASH EQUIVALENTS**

	<i>Ending balance VND</i>	<i>Beginning balance VND</i>
<b>Cash</b>	<b>215,489,887,243</b>	<b>231,504,310,415</b>
Cash on hand	244,113,896	329,526,695
Cash at banks	215,245,773,347	231,174,783,720
<b>Cash equivalents</b>	<b>629,403,520,174</b>	<b>114,481,402,776</b>
<b>Total</b>	<b>844,893,407,417</b>	<b>345,985,713,191</b>

**6. VALUE AND VOLUME OF TRADING DURING THE PERIOD**

	<i>Volume of trading during the period (Unit)</i>	<i>Value of trading during the period (VND)</i>
<b>a. The Company</b>	<b>69,455,120</b>	<b>6,277,048,777,080</b>
- Shares	18,055,120	785,036,977,080
- Bonds	50,800,000	5,483,716,800,000
- Other securities	600,000	8,295,000,000
<b>b. Investors</b>	<b>4,103,922,545</b>	<b>187,626,033,435,353</b>
- Shares	4,071,357,055	185,953,804,229,553
- Bonds	13,340,000	1,374,157,020,000
- Other securities	19,225,490	298,072,185,800
<b>Total</b>	<b>4,173,377,665</b>	<b>193,903,082,212,433</b>

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## 7. FINANCIAL ASSETS

### Concepts of financial assets

#### *Cost*

Cost of a financial asset is the amount of cash or cash equivalents paid, disbursed or payable of such financial asset at its initial recognition. The transaction costs incurred directly from the purchase of financial asset might be included in the cost of the financial asset or not depending on the category that the financial asset is classified in.

#### *Fair value/market value*

The fair value or market value of a financial asset is the price at which the financial asset would be traded voluntarily between knowledgeable parties on an arm's length basis.

The fair value/market value of securities is determined in Note 4.6.

#### *Amortised cost*

Amortized cost of a financial investment (which is debt instrument) is the amount at which the financial asset is measured at initial recognition minus (-) principal repayments, plus (+) or minus (-) the cumulative amortisation using the effective interest method of any difference between that initial amount and the maturity amount, and minus any reduction for impairment or irrecoverability (if any).

For presentation purpose, provision for diminution in value or irrecoverability of financial assets is recognised in "Provision for impairment of financial assets and mortgage assets" in the consolidated statement of financial position.

#### *Carrying amount*

Carrying amount of a financial asset is the amount at which the financial asset is recognized in the consolidated statement of financial position. Carrying amount of a financial asset might be recognised at the fair value or market value (for FVTPL and AFS financial assets) or at amortised cost (for HTM investments and loans).

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**7.1 Financial assets at fair value through profit and loss (FVTPL):**

	Ending balance		Opening balance	
	Cost VND	Fair value VND	Cost VND	Fair value VND
<b>Listed shares and fund certificates (1)</b>	<b>1,237,583,127,135</b>	<b>1,044,756,282,500</b>	<b>1,112,681,613,424</b>	<b>1,138,043,211,380</b>
HPG	125,754,058,197	136,904,140,800	21,461,319,460	30,578,713,900
SSC	-	-	89,052,898,063	99,322,819,200
FPT	179,264,779,839	153,448,615,500	66,533,044,267	65,851,317,300
DBC	251,328,936,078	190,916,792,000	251,330,479,988	254,267,187,300
ELC	191,473,171,178	88,404,950,000	204,171,484,764	128,615,243,800
VAF	-	-	66,339,779,235	35,692,880,000
PLX	58,410,451,192	66,896,329,500	180,274,333,463	290,288,850,000
GEX	296,969,277,503	289,272,681,600	4,693,285	6,349,500
Other listed shares and fund certificates	134,382,453,148	118,912,773,100	233,513,580,899	233,419,850,380
<b>Unlisted shares and fund certificates</b>	<b>120,582,550,229</b>	<b>121,724,153,647</b>	<b>105,931,465,352</b>	<b>88,374,404,720</b>
SSIBF fund certificates	40,000,000,000	43,336,960,000	40,000,000,000	41,600,600,000
Descon Construction Corporation JSC, SSISCA fund certificates	17,456,571,492	8,182,129,000	17,456,571,492	8,182,129,000
Other unlisted shares	26,500,000,000	35,679,432,501	26,500,000,000	38,567,128,950
	36,625,978,737	34,525,632,146	21,974,893,860	24,546,770
<b>Unlisted bonds</b>	<b>472,602,299,580</b>	<b>472,602,299,580</b>	<b>204,725,480,000</b>	<b>204,725,480,000</b>
<b>Total</b>	<b>1,830,767,976,944</b>	<b>1,639,082,735,727</b>	<b>1,423,338,558,776</b>	<b>1,431,143,096,100</b>

- (1) As at 30 June 2018, among the listed shares classified as financial assets at FVTPL, there are 7,450,000 shares with par value of VND 74,500,000,000 used as collaterals for bond issuance by the Company in phase 1 of 2016, and 1,217,818 shares with par value of VND 12,178,180,000 used as collaterals for short-term borrowings of the Company.

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### 7.2 Available-for-sale (AFS) financial assets

	Ending balance		Opening balance	
	Cost VND	Fair value VND	Cost VND	Fair value VND
<b>Listed shares (1)</b>	<b>703,181,357,812</b>	<b>1,247,726,111,500</b>	<b>573,611,017,959</b>	<b>1,355,733,972,000</b>
TMS	107,326,818,560	176,776,306,700	107,326,574,160	211,426,560,000
OPC	98,535,856,287	171,004,615,000	113,376,260,629	233,773,800,000
DHC	48,062,358,832	95,011,206,400	48,060,985,032	102,335,269,400
SGN	188,328,090,601	557,279,845,200	188,296,511,801	673,461,151,200
Other listed shares	260,928,233,532	247,654,138,200	116,550,686,337	134,737,191,400
<b>Unlisted shares</b>	<b>183,554,050,300</b>	<b>199,781,450,300</b>	<b>162,207,227,300</b>	<b>179,129,627,300</b>
Vietnam Engine and Agriculture Machinery Corporation JSC ("VEAM")	19,148,600,000	35,376,000,000	37,725,600,000	54,648,000,000
PAN Farm JSC.	53,408,921,300	53,408,921,300	53,408,921,300	53,408,921,300
ConCung JSC.	42,241,999,000	42,241,999,000	28,109,556,000	28,109,556,000
Other unlisted shares	68,754,530,000	68,754,530,000	42,963,150,000	42,963,150,000
<b>Unlisted bonds</b>	<b>39,094,900,000</b>	<b>39,094,900,000</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>925,830,308,112</b>	<b>1,486,602,461,800</b>	<b>735,818,245,259</b>	<b>1,534,863,599,300</b>

- (1) As at 30 June 2018, among the listed shares classified as AFS financial assets, there are 3,962,000 shares with par value of VND 39,620,000,000 used as collaterals for bond issuance by the Company in phase 1 of 2016, and 2,809,818 shares with par value of VND 28,098,180,000 used as collaterals for short-term borrowings of the Company.

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

	<i>Ending Balance</i> VND	<i>Opening balance</i> VND
Term deposits and certificates of deposits with remaining maturity under 1 year	9,316,377,561,252	7,882,154,213,938
<b>Total</b>	<b>9,316,377,561,252</b>	<b>7,882,154,213,938</b>

As at 30 June 2018, there are term deposits and certificates of deposits with remaining maturity under 1 year with balance of VND 4,542 billion that are used as collateral for bank overdraft, and VND 4,524 billion that are used as collaterals for short-term borrowings of the Company.

### 7.4 Loans

	<i>Ending balance</i>		<i>Opening balance</i>	
	<i>Cost</i> VND	<i>Fair value (4)</i> VND	<i>Cost</i> VND	<i>Fair value (4)</i> VND
Receivables from margin activities (1)	5,815,457,552,419	5,786,885,278,416	5,632,705,629,670	5,609,634,052,170
Advances to investors (2)	59,167,915,706	59,167,915,706	126,735,539,319	126,735,539,319
Advances under securities brokerage contract (3)	9,939,466,250	9,939,466,250	4,631,161,109	4,631,161,109
<b>Total</b>	<b>5,884,564,934,375</b>	<b>5,855,992,660,372</b>	<b>5,764,072,330,098</b>	<b>5,741,000,752,598</b>

- (1) Securities under margin transaction are used as collaterals for the loans granted by the Company to investors. As at 30 June 2018 and 31 December 2017, the par value of those securities that are used as collaterals for margin trading was VND 6,118,034,496,000 and VND 6,040,499,840,000 respectively (the market value of those securities that are used as collaterals for margin trading was VND 16,690,400,534,916 and VND 16,549,831,922,670 respectively).
- (2) These relate to advances to investors during the period that the shares selling proceeds are awaiting to be received.
- (3) These relate to brokerage contracts for selling bonds held by customers; whereby the Company advances to customers for the period that bonds are awaiting to be sold.
- (4) The fair value of loans and receivables are measured at carrying value less provision for doubtful debt.

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### 7.5 Change in market values of financial assets

Financial assets	Ending balance				Beginning balance			
	Revaluation difference				Revaluation difference			
	Cost (VND)	Increase (VND)	Decrease (VND)	Revaluated value (VND)	Cost (VND)	Increase (VND)	Decrease (VND)	Revaluated value (VND)
<b>FVTPL</b>	<b>1,830,767,976,944</b>	<b>42,766,692,570</b>	<b>(234,451,933,787)</b>	<b>1,639,082,735,727</b>	<b>1,423,338,558,776</b>	<b>154,500,481,381</b>	<b>(146,695,944,057)</b>	<b>1,431,143,096,100</b>
Listed shares and fund certificates	1,237,583,127,135	30,250,300,069	(223,077,144,704)	1,044,756,282,500	1,112,681,613,424	140,832,752,940	(115,471,154,984)	1,138,043,211,380
Unlisted shares and fund certificates	120,582,550,229	12,516,392,501	(11,374,789,083)	121,724,153,647	105,931,465,352	13,667,728,441	(31,224,789,073)	88,374,404,720
Unlisted bonds	472,602,298,580	-	-	472,602,299,580	204,725,460,000	-	-	204,725,460,000
<b>AFS</b>	<b>925,830,308,112</b>	<b>575,420,164,965</b>	<b>(14,648,011,277)</b>	<b>1,486,602,461,800</b>	<b>735,818,245,259</b>	<b>805,931,474,854</b>	<b>(6,886,120,813)</b>	<b>1,534,863,599,300</b>
Listed shares	703,181,357,812	559,192,764,965	(14,648,011,277)	1,247,726,111,500	573,611,017,959	789,009,074,854	(6,886,120,813)	1,355,733,972,000
Unlisted shares	183,554,050,300	16,227,400,000	-	199,781,450,300	162,207,227,300	16,922,400,000	-	179,129,627,300
Unlisted bonds	39,094,900,000	-	-	39,094,900,000	-	-	-	-
<b>Total</b>	<b>2,756,598,285,056</b>	<b>618,186,857,535</b>	<b>(249,099,945,064)</b>	<b>3,125,685,197,527</b>	<b>2,159,156,804,035</b>	<b>960,431,956,235</b>	<b>(153,582,064,870)</b>	<b>2,966,006,695,400</b>

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#### 8. PROVISION FOR IMPAIRMENT OF FINANCIAL ASSETS AND MORTGAGE ASSETS

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
Loans	<u>(28,572,274,003)</u>	<u>(23,071,577,500)</u>

The provision is made for impairment of loans from margin activities.

#### 9. OTHER FINANCIAL ASSETS

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
1. Receivables from disposal of financial assets <i>In which: doubtful debts</i>	2,531,847,570 2,531,847,570	26,678,453,070 2,531,847,570
2. Receivables and accruals from dividend and interest income <i>In which: doubtful debts</i>	3,435,581,000 -	1,163,550,000 -
3. Advances to suppliers	25,906,045,612	18,082,112,403
4. Receivables from services provided by the Company <i>In which: doubtful debts</i>	32,566,782,195 12,085,278,618	55,404,562,922 12,248,527,916
5. Other receivables <i>In which: doubtful debts</i>	5,335,544,446 521,517,477	71,271,331,370 521,517,477
6. Provision for impairment of receivables	<u>(15,138,643,665)</u>	<u>(15,301,892,963)</u>
<b>Total</b>	<b><u>54,637,157,158</u></b>	<b><u>157,298,116,802</u></b>

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## Details of provision for impairment of receivables

	Ending balance of doubtful debts VND	Opening balance of provision VND	Addition VND	Reversal VND	Ending balance of provision VND	Opening balance of doubtful debts VND
Provision for doubtful receivables from disposal of financial assets						
- Dang Van Sy	2,531,847,570	2,531,847,570	-	-	2,531,847,570	2,531,847,570
Doubtful receivables from services provided by the Company	2,531,847,570	2,531,847,570	-	-	2,531,847,570	2,531,847,570
- Pyramid New Technology Trade Corporation	12,085,278,618	12,248,527,916	-	163,249,298	12,085,278,618	12,248,527,916
- Thai Hoa JSC.	525,000,000	525,000,000	-	-	525,000,000	525,000,000
- Eloge France Vietnam JV Pharmaceuticals Company	80,000,000	80,000,000	-	-	80,000,000	80,000,000
- Saigon Maritime JSC.	80,000,000	80,000,000	-	-	80,000,000	80,000,000
- Vietnam Electricity Construction Joint-stock Corporation	270,000,000	270,000,000	-	-	270,000,000	270,000,000
- Overdue receivables from margin activities – retail investors	150,000,000	150,000,000	-	-	150,000,000	150,000,000
Other doubtful receivables	10,980,278,618	11,143,527,916	-	163,249,298	10,980,278,618	11,143,527,916
- Proceeds from disposal of assets	521,517,477	521,517,477	-	-	521,517,477	521,517,477
- Receivable from Pyramid New Technology Trade Corporation	309,521,422	309,521,422	-	-	309,521,422	309,521,422
- Other receivables	133,000,000	133,000,000	-	-	133,000,000	133,000,000
	78,996,055	78,996,055	-	-	78,996,055	78,996,055
<b>Total</b>	<b>15,138,643,665</b>	<b>15,301,892,963</b>	<b>-</b>	<b>163,249,298</b>	<b>15,138,643,665</b>	<b>15,301,892,963</b>

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#### 10. OTHER SHORT-TERM ASSETS

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
Advances	3,276,229,380	9,001,649,610
Short-term prepaid expenses	13,528,613,180	10,575,869,709
- <i>Prepayment for office tools</i>	4,058,216,339	1,506,651,233
- <i>Prepayment for services</i>	9,470,396,841	9,069,218,476
Short-term deposits, collaterals and pledges	1,082,898,560	931,717,910
Other current assets	3,388,935,300	114,974,709,156
- <i>Investment of which pay-back receipt is in progress (*)</i>	-	111,806,519,156
- <i>Company's Derivative deposit</i>	2,446,190,000	2,446,190,000
- <i>Other</i>	942,745,300	722,000,000
Tools and supplies	1,115,586,743	53,710,015
<b>Total</b>	<b>22,392,263,163</b>	<b>135,537,656,400</b>

(\*) These represent short-term cost of investment relating to the contract between the Company and its customers for selling the shares of Hoang Anh Gia Lai International Agriculture JSC, previously known as Hoang Anh Gia Lai Rubber JSC. Accordingly, the customer will make payments to the Company in accordance with the payment schedule specified in the contract. The control of shares is transferred to the buyer in line with the payment schedule. The underlying shares after transfer will be blocked and used as collateral assets for the contract.

The value of investment awaiting for payback is determined as the difference between original costs of the investment sold, awaiting for payback and the provision for diminution in value of collaterals based on their fair value at reporting date. The company had sold the shares to collect a part of the investment as the contract's conditions

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#### 11. LONG-TERM INVESTMENTS

	Voting right of the Company	Ownership rate of the Company	Ending balance VND	Beginning balance VND
Held-to-maturity investments				- 130,424,472,600
- Term deposits with remaining maturity of more than 1 year				- 80,407,742,840
- Bonds held-to-maturity				- 50,016,729,760
Investments in associates				
(1)			748,390,392,125	812,945,220,865
- Pan Group (PAN)(*)	20,01%	19,93%	571,765,263,952	559,300,480,680
- Dong Nai Port JSC, (PDN)				- 83,455,067,731
- Vietnam Fumigation JSC, (VFG)	20,01%	20,00%	176,625,128,173	170,189,672,455
<b>Total</b>			<b>748,390,392,125</b>	<b>943,369,693,465</b>

(1) As at 30 June 2018, among the investments in associates, 4,500,000 shares with par value of VND 45,000,000,000 are used as collaterals for bonds issuance by the Company in phase 1 of 2018 and 10,520,120 shares with par value of VND 105,201,200,000 used as collaterals for the short-term borrowings of the Company.

In the period, the Company sold all of Dong Nai Port Joint Stock Company shares (Listed code: PDN). Therefore, Dong Nai Port Joint Stock Company shall no longer be associate at 2nd Quarter of 2018.

(\*) As at 30 June 2018, the investment in PAN is recognized with estimated value of 2<sup>nd</sup> Quarter of 2018.

Movements of investments in associates of the Company for the period ended 30 June 2018 and 30 June 2017 are as follows:

	Six-month period ended 30 June 2018 VND	Six-month period ended 30 June 2017 VND
Beginning balance	812,945,220,865	709,336,586,920
Purchase	18,690,687,304	-
Disposal of investment in associate	(84,528,990,540)	
Adjustment made due to change in ownership rate of associates in their subsidiaries	(14,884,313,372)	19,438,148,531
Difference arising from changes in outstanding shares of associates	(6,498,595,257)	-
Gain from associates recognized in the consolidated income statement during the period	33,505,908,125	34,781,323,645
- Share of profit during the period	33,505,908,125	34,781,323,645
Dividend received	(10,839,525,000)	(11,663,413,500)
<b>Ending balance</b>	<b>748,390,392,125</b>	<b>751,892,645,596</b>

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**12. TANGIBLE FIXED ASSETS**

	<i>Buildings and architectures VND</i>	<i>Office machineries VND</i>	<i>Means of transportation VND</i>	<i>Office equipment VND</i>	<i>Total VND</i>
<b>Cost</b>					
1 Jan 2018	2,609,391,520	93,744,345,562	17,551,416,700	1,293,553,642	115,198,707,424
Increase	-	47,080,138,811	-	-	47,080,138,811
<i>Purchases</i>	-	47,080,138,811	-	-	47,080,138,811
Decrease	(2,609,391,520)	(1,224,561,754)	-	(67,760,000)	(3,901,713,274)
<i>Disposals</i>	(2,609,391,520)	(1,224,561,754)	-	(67,760,000)	(3,901,713,274)
30 Jun 2018	-	<b>139,599,922,619</b>	<b>17,551,416,700</b>	<b>1,225,793,642</b>	<b>158,377,132,961</b>
<b>Accumulated depreciation</b>					
1 Jan 2018	2,609,391,520	68,516,165,866	9,895,271,914	1,235,553,642	82,256,382,942
Increase	-	3,657,545,529	889,563,168	22,780,000	4,569,888,697
<i>Depreciation</i>	-	3,657,545,529	889,563,168	22,780,000	4,569,888,697
Decrease	(2,609,391,520)	(1,224,561,754)	-	(67,760,000)	(3,901,713,274)
<i>Disposals</i>	(2,609,391,520)	(1,224,561,754)	-	(67,760,000)	(3,901,713,274)
30 Jun 2018	-	<b>70,949,149,641</b>	<b>10,784,835,082</b>	<b>1,190,573,642</b>	<b>82,924,558,365</b>
<b>Net book value</b>					
1 Jan 2018	-	25,228,179,696	7,656,144,786	58,000,000	32,942,324,482
30 Jun 2018	-	<b>68,650,772,978</b>	<b>6,766,581,618</b>	<b>35,220,000</b>	<b>75,452,574,596</b>

**Additional information on tangible fixed assets:**

	<i>Ending balance VND</i>	<i>Beginning balance VND</i>
Cost of tangible fixed asset which are fully depreciated but still in active use	<b>63,149,459,008</b>	<b>66,733,888,938</b>

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**13. INTANGIBLE FIXED ASSETS**

	Software VND	Land use rights VND	Other intangible fixed assets VND	Total VND
<b>Cost</b>				
1 Jan 2018	70,536,407,659	109,671,558,000	6,724,215,842	186,932,181,501
Increase	22,890,554,180	-	-	22,890,554,180
<i>Purchases</i>	22,890,554,180	-	-	22,890,554,180
Decrease	-	(109,671,558,000)	-	(109,671,558,000)
<i>Disposals</i>	-	(109,671,558,000)	-	(109,671,558,000)
30 Jun 2018	<u>93,426,961,839</u>	<u>-</u>	<u>6,724,215,842</u>	<u>100,151,177,681</u>
<b>Accumulated amortisation</b>				
1 Jan 2018	53,608,778,776	-	5,164,403,793	58,773,182,569
Increase	2,501,224,527	-	472,618,608	2,973,843,135
<i>Amortisation</i>	2,501,224,527	-	472,618,608	2,973,843,135
Decrease	-	-	-	-
30 Jun 2018	<u>56,110,003,303</u>	<u>-</u>	<u>5,637,022,401</u>	<u>61,747,025,704</u>
<b>Net book value</b>				
1 Jan 2018	16,927,628,883	109,671,558,000	1,559,812,049	128,158,998,932
30 Jun 2018	<u>37,316,958,536</u>	<u>-</u>	<u>1,087,193,441</u>	<u>38,404,151,977</u>

**Additional information on intangible fixed assets:**

	Ending balance VND	Beginning balance VND
Land use rights used as collaterals for bond issuance	-	109,671,558,000
Cost of intangible fixed asset which are fully depreciated but still in active use	49,514,025,651	49,423,625,651
<b>Total</b>	<u>49,514,025,651</u>	<u>159,095,183,651</u>

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**14. INVESTMENT PROPERTIES**

	<i>Buildings and lands</i> <i>VND</i>
<b>Cost</b>	
Beginning balance	272,917,757,575
Increase	3,070,550,549
- Exchange rate difference arising from conversion of subsidiary's financial statements	3,070,550,549
Closing balance	<b>275,988,308,124</b>
<b>Accumulated amortisation</b>	
Beginning balance	54,687,030,613
Increase	4,767,461,076
- Exchange rate difference arising from conversion of subsidiary's financial statements	644,259,932
- Depreciation	4,123,201,144
Closing balance	<b>59,454,491,689</b>
<b>Net book value</b>	
Beginning balance	218,230,726,962
Closing balance	<b>216,533,816,435</b>

Investment properties are buildings in the United States of America which were bought by SSI International Company for leasing purpose. As at 30 June 2018, the cost of those assets was recorded in USD and converted into VND in SSIIC financial statements using transfer exchange rate of commercial bank where the Company maintains bank account. Difference arising from the conversion is to be presented in the "Foreign exchange difference" item in Owners' equity.

**15. CONSTRUCTION IN PROGRESS**

	<i>Ending balance</i> <i>VND</i>	<i>Beginning balance</i> <i>VND</i>
Software development	3,912,317,064	21,147,664,427
Other expenses (Office machineries)	-	26,006,810,328
<b>Total</b>	<b>3,912,317,064</b>	<b>47,154,474,755</b>

**16. LONG-TERM PREPAID EXPENSES**

	<i>Ending balance</i> <i>VND</i>	<i>Beginning balance</i> <i>VND</i>
Long-term prepaid expenses	38,572,825,375	35,571,900,952

Long-term prepaid expenses mainly include cost of furniture, office equipment, repair and exterior decoration of the Company. These expenses are amortized to the income statement for the maximum period of 36 months.

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#### 17. DEFERRED INCOME TAX ASSETS AND PAYABLES

Deferred corporate income tax assets and deferred corporate income tax payables arise due to following temporary differences that are non-deductible in term of corporate income tax:

	<i>Ending balance</i> <i>VND</i>	<i>Beginning balance</i> <i>VND</i>
<b>Deferred income tax asset</b>		
Provision for impairment of unlisted shares arising from temporary non-deductible taxable in the period	1,440,000,000	3,970,000,000
Provision for diminution in value of the temporary non-deductible taxable investment awaiting for payback	37,257,167,255	30,641,602,244
Provision for impairment of temporary non-deductible taxable loans	7,481,543,440	6,414,053,999
Temporary taxable income incurred in 2015	18,117,784,156	25,774,769,047
Unrealised revenue resulting from consolidated financial statement	6,615,452,527	5,658,251,567
Temporary taxable expenses incurred	3,126,726,027	4,088,693,648
<b>Total</b>	<b>74,038,673,405</b>	<b>76,547,370,505</b>
<b>Deferred income tax payable</b>		
Deferred income tax arising from the positive revaluation of financial assets at FVTPL and AFS	123,610,473,197	191,840,742,182
Deferred income tax payable from income temporary non taxable of subsidiary	(1,504,002,782)	(800,808,029)
<b>Total</b>	<b>122,106,470,415</b>	<b>191,039,934,153</b>

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#### 18. PAYMENT FOR SETTLEMENT ASSISTANCE FUND

Payment for settlement assistance fund represents the amounts deposited at Vietnam Securities Depository.

According to Decision No. 57/QĐ-VSD dated 28 May 2012 issued by the General Director of the Vietnam Securities Depository, Decision No. 87/2007/QĐ-BTC dated 22 October 2007 by the Minister of Finance regarding the issuance of regulations on registration, custody, clearing and settlement of securities, Circular No. 43/2010/TT-BTC dated 25 March 2010 amending and supplementing the regulations on registration, custody, clearing and settlement of securities, Decision No. 27/QĐ-VSD dated 13 March 2015 on the promulgation of regulations on management and use of the settlement assistance fund by the General Director of the Vietnam Securities Depository; the Company must deposit an initial amount of VND120 million at the Vietnam Securities Depository and pay an addition of 0.01% of the total amount of brokered securities in the previous year, but not over VND 2.5 billion per annum. The maximum contribution of each custody member which is a securities company providing brokerage service to the Settlement Assistance Fund is VND 20 billion for custody members who are the Company with trading securities and brokerage activities.

Details of the settlement assistance fund are as follows:

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
Initial payment	6,087,814,535	6,087,814,535
Addition	7,872,720,527	7,872,720,527
Accrued interest	6,039,464,938	6,039,464,938
<b>Total</b>	<b>20,000,000,000</b>	<b>20,000,000,000</b>

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#### 19. COLLATERALS AND PLEDGED ASSETS

As at the date of these consolidated financial statements, the following assets have been used as collaterals for borrowings:

Assets	<i>Ending balance</i> VND	<i>Beginning balance</i> VND	<i>Purposes</i>
<b>Short-term</b>			
- Financial assets at FVTPL (par value)	86,678,180,000	183,670,880,000	Collaterals for bond issuance and short-term borrowings
- AFS financial assets (par value)	67,718,180,000	92,994,180,000	Collaterals for bond issuance and short-term borrowings
- Term deposits with remaining maturity under 1 year	8,066,000,000,000	7,832,000,000,000	Collaterals for short-term borrowings and bank overdraft
- Certificates of deposit with remaining maturity under 1 year	1,000,000,000,000		Collaterals for bank overdraft
<b>Long-term</b>			
- Term deposits with remaining maturity of more than 1 year	-	70,000,000,000	Collaterals for short-term borrowings and bank overdraft
- Investments in associates (par value)	150,201,200,000	218,929,370,000	Collaterals for bond issuance and short-term borrowings
- Intangible fixed assets	-	109,671,558,000	Collaterals for bond issuance
<b>Total</b>	<b><u>9,370,597,560,000</u></b>	<b><u>8,507,265,988,000</u></b>	

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## 20. SHORT-TERM BORROWINGS AND FINANCE LEASE LIABILITIES

	Interest rate % per annum	Beginning balance VND	Addition during the period VND	Repayment during the period VND	Ending balance VND
<b>Short-term borrowings</b>		<b>8,503,887,663,684</b>	<b>43,546,387,209,791</b>	<b>43,705,855,270,386</b>	<b>8,344,419,603,089</b>
Bank overdrafts	0.8 – 7	1,933,357,663,684	31,786,887,209,791	30,589,325,270,386	3,130,919,603,089
Short-term borrowings from banks	1.75 – 6.9	6,570,530,000,000	11,759,500,000,000	13,116,530,000,000	5,213,500,000,000
- JS Commercial Bank for Foreign Trade of Vietnam (Vietcombank)		3,099,000,000,000	5,492,000,000,000	5,830,000,000,000	2,761,000,000,000
- Vietnam International Commercial Bank (VIB)		290,000,000,000	-	290,000,000,000	-
- Sinopac-Hongkong Bank (*)		136,530,000,000	136,500,000,000	136,530,000,000	136,500,000,000
- CTBC Bank Co., Ltd		110,000,000,000	660,000,000,000	660,000,000,000	110,000,000,000
- Vietnam Technological and Commercial Joint- stock Bank		2,285,000,000,000	3,211,000,000,000	4,565,000,000,000	931,000,000,000
- National citizen Joint-Stock Bank (NBB)		200,000,000,000	-	200,000,000,000	-
- Southeast Asia Commercial Joint Stock Bank (SeABank)		-	595,000,000,000	300,000,000,000	295,000,000,000
- Indovina Bank Ltd.		-	300,000,000,000	100,000,000,000	200,000,000,000
- Vietnam Bank for Agriculture and Rural Development		-	330,000,000,000	135,000,000,000	330,000,000,000
- Maybank Vietnam		-	135,000,000,000	-	-
- Petrolimex Group Commercial JS Bank (PG Bank)		450,000,000,000	900,000,000,000	900,000,000,000	450,000,000,000
<b>Short-term finance lease liabilities</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>		<b>8,503,887,663,684</b>	<b>43,546,387,209,791</b>	<b>43,705,855,270,386</b>	<b>8,344,419,603,089</b>

(\*) The borrowing from Sinopac- Hong Kong Bank No BFL/HK/161019/238 valued 6 millions USD with 3.57% and contractual term from 31 January 2018 to 27 April 2018 and interest rate is 22,750 VND/USD. This borrowing was rolled forward with the new term 3 months to 26 July 2018 with the interest rate is 4.16%. The Company has hedged against foreign exchange risk of this borrowing by entering into a foreign currency forward contract with Bank for Investment and Development of Vietnam JSC as at 27 April 2018 with a total contract value of USD 6,062,382.43 with the forward exchange rate at 22,788VND/USD and which has the same period with borrowing. The different exchange rate between forward contract and the incurred borrowing date was amortized and recognized as an unrealized loss from foreign exchange rate difference.

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## 21. BOND ISSUANCE

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
<b>Short-term bond issuance</b>	<b>459,981,666,659</b>	<b>199,871,666,661</b>
SSIBOND012016	200,000,000,000	200,000,000,000
SSIBOND012017	260,000,000,000	-
Cost to issue SSIBOND012016	(18,333,341)	(128,333,339)
<b>Long-term bond issuance</b>	-	<b>569,300,000,000</b>
SSIBOND012017	-	269,500,000,000
SSIBOND022017	-	300,000,000,000
Cost to issue SSIBOND022017 bonds	-	(200,000,000)
<b>Total</b>	<b>459,981,666,659</b>	<b>769,171,666,661</b>

SSIBOND012016 are ordinary bonds, which were issued in phase 1 in August 2016 under Resolution No. 03/2016/NQ/HĐQT dated 28 July 2016 with quantity of 200 bonds and par value of VND 1 billion per bond. These bonds are collateralized using the Company's listed shares in accordance with the bond contracts. These bonds are secured in 2 years which bear interest at rate which is maximum of 1.2% per year and the average interest rate of 12 months savings deposit dominated in VND, published by JSC Bank for Foreign Trade of Vietnam (operation center), JSC Bank for Investment and Development of Vietnam (operation center branch No. 1), JSC Bank for Industry and Trade of Vietnam (Hanoi branch) and Vietnam International Commercial Joint Stock Bank (Ly Thuong Kiet branch, Hanoi).

SSIBOND012017 are ordinary bonds, which were issued in phase 1 in January 2017 under Resolution No. 01/2017/NQ-HĐQT dated 16 January 2017 with quantity of 600 bonds and par value of VND 500 million per bond. These are unsecured bonds with interest rate for the first year (12 months from issuing date) is 8.5% per annum. For the subsequent year, the interest rate is defined equivalent to maximum of 2% per year and the average interest rate of 12 months or 364 days savings deposit dominated in VND ("reference interest") will be published at determined-interest date and by JSC Bank for Foreign Trade of Vietnam (operation center), JSC Bank for Investment and Development of Vietnam (operation center branch No. 1), JSC Bank for Industry and Trade of Vietnam (Hanoi branch) and Vietnam Bank for Agriculture and Rural Development (operation center). In case any of those 4 banks does not publish the reference rate, the reference rate will be the average interest rate of the others published at the determined-interest date. In 2017, the Company repurchased 61 bonds with total par value of VND 30,500,000,000 and repurchased 19 bonds with total par value of VND 9,500,000,000 in 1st Quarter of 2018.

SSIBOND022017 are ordinary bonds, which were issued in phase 2 in April 2017 under Resolution No. 05/2017/NQ-HĐQT dated 21 April 2017 with quantity of 600 bonds and par value of VND 500 million per bond. These bonds are collateralized using the Company's listed shares and real estate in accordance with the bond contracts. These bonds are two-year bonds which bear interest at rate which is maximum of 1.2% per year and the average interest rate of 12 months savings deposit dominated in VND, published by JSC Bank for Foreign Trade of Vietnam (operation center), JSC Bank for Investment and Development of Vietnam (operation center branch No. 1), JSC Bank for Industry and Trade of Vietnam (Hanoi branch), Vietnam Bank for Agriculture and Rural Development (operation center branch), and Vietnam International Commercial JS Bank (Head office). The Company repurchased all bonds with total par value of VND 300 billion in 1st Quarter of 2018

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## 22. LONG-TERM CONVERTIBLE BONDS

	Q2/2018 VND	Q2/2017 VND
<b>Value of convertible bond</b>	<b>1,150,000,000,000</b>	-
<b>Equity component</b>	<b>113,779,095,785</b>	-
Debt component at initial recognition (1)	1,036,220,904,215	-
Add : Accumulated amortization of discount		
Beginning balance		-
Amortization for the period	14,337,809,235	-
Ending balance (2)	14,337,809,235	-
<b>Liability component at end of period =(1)+(2)</b>	<b>1,050,558,713,450</b>	-

On 09 February 2018, the Company issued convertible bonds with par value of VND 1,150 billion, three-year maturity period and interest rate of 4% per year under Resolution No. 01/2018/NQ-ĐHĐCĐ dated 12 January 2018 from General Meeting of Shareholders. These bonds shall be convertible into ordinary shares of the Company and up to the decision of the bondholder. The number of Convertible bonds to be converted at one time should not be less than 30% of the aggregate amount of the Convertible bonds and the number of times of conversion shall not be more than 3 times. At the conversion date, the Company shall issue shares in accordance with the converted bonds and corresponding charter capital shall be registered.

Long-term convertible bonds were determined at the discount interest rate of 7.76% per year and monthly shall be amortized by the difference between the discount interest and the par interest.

## 23. PAYABLES FOR SECURITIES TRADING ACTIVITIES

	Ending balance VND	Beginning balance VND
Payables to Stock Exchange (payables for purchases of financial assets)	13,698,063,300	-
<b>Total</b>	<b>13,698,063,300</b>	-

## 24. PAYABLES TO SUPPLIERS

	Ending balance VND	Beginning balance VND
<b>Short-term</b>	<b>8,085,623,716</b>	<b>7,858,964,987</b>
TTT Corporation	3,885,501,642	-
Payables to TTL Vietnam Ltd	736,482,780	2,209,448,340
Other payables	3,463,639,294	5,649,516,647
<b>Long-term</b>	-	-
<b>Total</b>	<b>8,085,623,716</b>	<b>7,858,964,987</b>

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## 25. TAXATION AND STATUTORY OBLIGATIONS

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
Value added tax	1,025,133,018	8,686,432,893
Corporate income tax	83,342,376,982	84,299,155,217
Personal income tax	24,067,180,068	34,307,983,524
Other taxes (foreign contractors withholding tax)	5,180,881,992	4,369,178,622
<b>Total</b>	<b>113,615,572,060</b>	<b>131,662,750,256</b>

## 26. ACCRUED EXPENSES

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
<b>Short-term</b>	<b>135,103,727,726</b>	<b>93,014,814,253</b>
Accrued payable to Stock Exchange and Vietnam Securities Depository	11,888,230,254	15,590,197,526
Interest payable for bonds issued by the Company	24,672,082,192	44,326,050,038
Interest payable for convertible bonds issued by the Company	19,166,666,665	
Interest payable for borrowings	19,421,328,823	11,252,507,067
Accrued expenses on securities brokerage contracts, deposit management contracts	2,285,355,045	602,246,575
Accrued services fee	395,000,000	760,000,000
Commission payable to counter parties	45,517,707,424	10,173,691,278
Others	11,757,357,323	10,310,121,769
<b>Long-term</b>	-	-
<b>Total</b>	<b>135,103,727,726</b>	<b>93,014,814,253</b>

## 27. OTHER SHORT-TERM PAYABLES

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
Deposits from customers under securities purchase contracts (1)	185,000,000,000	180,000,000,000
Payables to customers from deposit management contracts (2)	522,554,948,094	
Dividend, bond coupon payables	6,813,164,206	6,965,055,240
<i>Dividend payables to the Company's shareholders</i>	6,123,212,750	6,264,934,750
<i>Coupon payables for bonds issued by the Company</i>	689,951,456	700,120,490
Payables to minorities based on SSIIMF's reduced capital	9,400,000,000	
Other payables	7,267,290,449	1,833,844,723
<b>Total</b>	<b>731,035,402,749</b>	<b>188,798,899,963</b>

(1) Deposits from customers under securities purchase contracts represent cash deposits of customers related to securities brokerage and securities purchase contracts. The Company has commitment to use these deposits for purchasing securities as requested by customers.

(2) Payables to customers from deposit management contracts represent the cash of customers which the Company manages accordance to the contracts.

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**28. LONG-TERM UNREALISED REVENUE**

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
Disposal of an associate (BBC)	8,144,100,724	8,144,100,724
Disposal of an associate (SSC)	19,186,831,881	19,186,831,881
Disposal of an associate (LAF)	1,688,248,597	1,688,248,597
Disposal of other associate	9,277,932,564	4,491,927,766
<b>Total</b>	<b><u>38,297,113,766</u></b>	<b><u>33,511,108,968</u></b>

Unrealised profit is recorded when the Company sells shares to an associate. The above figures are presented in correspondence to the Company's ownership rate in the associates which purchased those shares.

**29. OWNERS' EQUITY**

**29.1 Undistributed profit**

	<i>Ending balance</i> VND	<i>Beginning balance</i> VND
Realized profit (Undistributed)	2,916,772,979,805	2,235,685,451,553
Unrealized profit	(200,210,053,809)	(23,060,491,261)
Unrealized profit/loss and Deferred tax on FVTPL financial assets revaluation	(200,238,579,733)	(22,887,094,879)
Difference in exchange rate of currency forward contract	28,525,924	(173,396,382)
<b>Total</b>	<b><u>2,716,562,925,996</u></b>	<b><u>2,212,624,960,292</u></b>

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## 29.2 Changes in owners' equity

	Share capital VND	Share premium VND	Convertible bond options VND	Treasury shares VND	Difference from revaluation of assets at fair value VND	Foreign exchange rate differences VND	Charter capital supplementary reserve VND	Operational and financial reserve VND	Undistributed profit VND	Non- controlling interests VND	Total VND
Beginning balance	5,000,636,840,000	29,482,756,034	-	(2,240,614,834)	637,896,244,067	33,179,513,213	355,412,398,796	270,904,804,112	2,212,824,980,292	78,352,784,222	8,616,249,695,902
Profit after tax	-	-	-	-	-	-	-	-	717,009,854,544	-	717,009,854,544
Cost to issue share	-	(12,000,000)	-	-	-	-	-	-	-	-	(12,000,000)
Revaluation of AFS financial assets	-	-	-	-	(192,181,225,062)	-	-	-	-	-	(192,181,225,062)
Buying treasury shares	-	-	-	(61,678,400)	-	-	-	-	-	-	(61,678,400)
Foreign exchange rate differences arising from conversion of subsidiary's financial statements	-	-	-	-	-	4,094,177,414	-	-	-	-	4,094,177,414
Difference arising from associates' changes of investment portion in their subsidiaries	-	-	-	-	-	-	-	-	(14,884,313,371)	-	(14,884,313,371)
Charter capital supplementary reserve of 5% profit after tax under Resolution of General Shareholders Meeting	-	-	-	-	-	-	56,644,766,511	-	(56,644,766,511)	-	-
Operational and financial reserve of 5% profit after tax under Resolution of General Shareholders Meeting	-	-	-	-	-	-	-	56,644,766,511	(56,644,766,511)	-	-
Bonus, welfare, and charity funds under Resolution of the General Meeting of Shareholders	-	-	-	-	-	-	-	-	(79,302,673,115)	-	(79,302,673,115)

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	Share capital VND	Share premium VND	Convertible bond options VND	Treasury shares VND	Difference from revaluation of assets at fair value VND	Foreign exchange rate differences VND	Charter capital supplementary reserve VND	Operational and financial reserve VND	Undistributed profit VND	Non-controlling interests VND	Total VND
Difference arising from associates change the number of outstanding shares									(6,498,595,257)		(6,498,595,257)
Decrease in capital contribution of minorities										(9,400,000,000)	(9,400,000,000)
Issuing convertibles bonds under Resolution No. 01/2018/NQ-PHDCĐ dated 12/01/2018			113,779,095,785								113,779,095,785
Non-controlling interest									903,225,925	(903,225,925)	
<b>Ending balance</b>	<b>5,000,636,840,000</b>	<b>29,470,756,034</b>	<b>113,779,095,785</b>	<b>(2,302,293,234)</b>	<b>445,715,019,005</b>	<b>37,273,690,627</b>	<b>412,057,165,307</b>	<b>327,549,570,623</b>	<b>2,716,562,925,996</b>	<b>68,049,568,297</b>	<b>9,148,792,338,440</b>

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## 29.3 Shares

	<i>Ending balance (shares)</i>	<i>Beginning balance (shares)</i>
<b>Authorized shares</b>	<b>500,063,684</b>	<b>500,063,684</b>
<b>Issued shares</b>	<b>500,063,684</b>	<b>500,063,684</b>
Shares issued and fully paid	500,063,684	500,063,684
- Ordinary shares	500,063,684	500,063,684
- Preference shares	-	-
<b>Treasury shares</b>	<b>(215,842)</b>	<b>(214,314)</b>
Treasury shares held by the Company	(215,842)	(214,314)
- Ordinary shares	(215,842)	(214,314)
- Preference shares	-	-
<b>Outstanding shares</b>	<b>499,847,842</b>	<b>499,849,370</b>
- Ordinary shares	499,847,842	499,849,370
- Preference shares	-	-

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### 30. GAIN/ (LOSS) FROM FINANCIAL ASSETS

#### 30.1. Gain/(loss) from disposal of financial assets at FVTPL

No	Financial assets	Quantity Unit	Selling price VND/unit	Proceeds VND	Weighted average cost at the end of transaction date VND	Gain from disposal in Q2/2018 VND	Gain from disposal in Q2/2017 VND
<b>I</b>	<b>Gain from disposal</b>						
<b>1</b>	<b>Listed shares and fund certificates</b>	<b>10,923,571</b>		<b>238,453,600,229</b>	<b>187,432,063,117</b>	<b>51,021,537,112</b>	<b>15,933,988,986</b>
	SSC	1,633,613	67,070	109,566,513,857	89,053,771,363	20,512,742,494	
	HPG	393,000	60,652	23,836,416,000	18,842,432,756	4,993,983,244	255,071,558
	FUESSV50	600,000	13,825	8,295,000,000	5,902,622,958	2,392,377,042	-
	CTD	20,000	156,152	3,123,049,000	2,871,737,845	251,311,155	-
	Other listed shares	8,276,958		93,632,621,372	70,761,498,195	22,871,123,177	15,678,917,428
<b>2</b>	<b>Unlisted shares</b>	<b>300,000</b>		<b>7,920,000,000</b>	<b>7,200,000,000</b>	<b>720,000,000</b>	<b>1,218,923,600</b>
	Vietnam Engine and Agriculture Machinery Corporation JSC ("VEAM") Other unlisted shares	300,000	26,400	7,920,000,000	7,200,000,000	720,000,000	1,218,923,600
<b>3</b>	<b>Listed bonds</b>	<b>7,500,000</b>		<b>836,123,000,000</b>	<b>829,048,972,727</b>	<b>7,074,027,273</b>	<b>11,252,720,274</b>
	TP_TD1823088	4,000,000	99,071	396,284,000,000	391,286,172,727	4,997,827,273	
	TP_TL1535300	1,500,000	138,217	207,325,500,000	205,971,000,000	1,354,500,000	
	TP_TD1621470	700,000	109,810	76,867,000,000	76,456,800,000	410,200,000	
	TP_BVDB17319	300,000	113,335	34,000,500,000	33,696,000,000	304,500,000	
	Other listed bonds	1,000,000		121,646,000,000	121,639,000,000	7,000,000	11,252,720,274
<b>4</b>	<b>Unlisted securities</b>	<b>153,016</b>		<b>3,957,677,580,000</b>	<b>3,954,253,400,000</b>	<b>3,424,180,000</b>	<b>17,281,699,000</b>
	KP_FE 2018.01	150,000	1,043,620	156,543,000,000	154,253,400,000	2,289,600,000	
	TP_C TG1820/01	3,000	1,000,244,860	3,000,734,580,000	3,000,000,000,000	734,580,000	
	Other unlisted securities	16		800,400,000,000	800,000,000,000	400,000,000	17,281,699,000
<b>5</b>	<b>Derivative contracts</b>					<b>1,834,030,000</b>	
	Total	<b>18,876,587</b>	-	<b>5,040,174,180,229</b>	<b>4,977,934,435,844</b>	<b>64,073,774,385</b>	<b>45,687,331,860</b>

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**30.1. Gain/(loss) from disposal of financial assets at FVTPL (continued)**

No	Financial assets	Quantity Unit	Selling price VND/unit	Proceeds VND	Weighted average cost at the end of transaction date VND	Loss from disposal in Q2/2018 VND	Loss from disposal in Q2/2017 VND
<b>II</b>	<b>Loss from disposal</b>						
<b>1</b>	<b>Listed shares</b>	<b>3,872,758</b>		<b>44,048,883,000</b>	<b>78,361,832,629</b>	<b>(34,312,949,629)</b>	<b>(343,126,000)</b>
	SGC	93,600	80,000	7,488,000,000	8,938,800,000	(1,450,800,000)	-
	VAF	3,569,288	9,500	33,908,236,000	66,339,779,234	(32,431,543,234)	-
	Other listed shares	209,870		2,652,647,000	3,083,253,395	(430,606,395)	(343,126,000)
<b>2</b>	<b>Unlisted shares</b>						<b>(10,000,000,000)</b>
<b>3</b>	<b>Listed Bonds</b>	<b>16,900,000</b>		<b>1,800,837,200,000</b>	<b>1,805,441,627,272</b>	<b>(4,604,427,272)</b>	<b>(168,267,124)</b>
	TP_TD1823088	8,400,000	98,170	824,629,200,000	829,031,127,272	(4,401,927,272)	-
	TP_TD1823087	1,000,000	106,084	106,084,000,000	106,133,000,000	(49,000,000)	-
	TP_TD1530289	1,000,000	133,902	133,902,000,000	133,939,000,000	(37,000,000)	-
	Other listed bonds	6,500,000		736,222,000,000	736,338,500,000	(116,500,000)	(168,267,124)
<b>4</b>	<b>Unlisted bonds</b>	<b>6,100</b>		<b>688,000,000,000</b>	<b>696,529,139,000</b>	<b>(8,529,139,000)</b>	<b>-</b>
	TP_VNCMBOND14_1						
	9	100	1,000,000,000	100,000,000,000	100,264,475,000	(264,475,000)	-
	TP_MB.BOND.2017.						
	7Y.14	6,000	98,000,000	588,000,000,000	596,264,664,000	(8,264,664,000)	-
<b>5</b>	<b>Derivative contracts</b>	<b>-</b>		<b>-</b>	<b>-</b>	<b>(3,044,671,000)</b>	<b>-</b>
	<b>Total</b>	<b>20,778,858</b>	<b>-</b>	<b>2,532,886,083,000</b>	<b>2,580,332,598,901</b>	<b>(50,491,186,901)</b>	<b>(10,511,393,124)</b>

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## 30.2. Gain/ (loss) from revaluation of financial assets

No.	Financial assets	Cost VND	Carrying value VND	Revaluation difference at the end of the period [2]	Revaluation difference at the beginning of the period[1]	Gain/(loss) recorded Q2/2018([2]-[1]) VND	Increase VND	Decrease VND
<b>I</b>	<b>FVTPL</b>	<b>1,830,767,976,944</b>	<b>1,639,082,735,727</b>	<b>(191,685,241,217)</b>	<b>(64,539,657,261)</b>	<b>(127,145,583,956)</b>	<b>34,888,246,403</b>	<b>(162,033,830,360)</b>
	<b>Listed shares and fund certificates</b>							
<b>1</b>	<b>FPT</b>	1,237,583,127,135	1,044,756,282,500	(192,826,844,635)	(73,292,026,545)	(119,534,818,090)	34,887,776,607	(154,422,594,698)
	<b>GEX</b>	179,264,779,839	153,448,615,500	(25,816,164,339)	5,028,819,261	(30,844,983,600)	-	(30,844,983,600)
	<b>HPG</b>	296,969,277,503	289,272,681,600	(7,696,595,903)	13,747,420,197	(21,444,016,100)	-	(21,444,016,100)
	<b>PLX</b>	125,754,058,197	136,904,140,800	11,150,082,603	18,003,752,747	(6,853,670,144)	-	(6,853,670,144)
	<b>DBC</b>	58,410,451,192	66,896,329,500	8,485,878,308	30,978,377,285	(22,492,498,977)	-	(22,492,498,977)
	<b>VAF</b>	251,328,936,078	190,916,792,000	(60,412,144,078)	(56,075,141,788)	(4,337,002,290)	2,015,710	(4,339,018,000)
	<b>VCG</b>	22,971,290,384	14,032,656,000	(8,938,634,384)	(29,754,577,235)	29,754,577,235	-	(5,868,201,600)
	<b>SSC</b>	-	-	-	(3,070,432,784)	(5,868,201,600)	-	(23,338,773,037)
	<b>ELC</b>	191,473,171,178	88,404,950,000	(103,068,221,178)	23,338,773,037	(30,499,707,750)	-	(30,499,707,750)
	<b>FUESSV50 Other listed shares</b>	13,327,138,869	17,611,100,000	4,283,961,131	10,911,712,173	(6,627,751,042)	-	(6,627,751,042)
		98,084,023,895	87,269,017,100	(10,815,006,795)	(13,832,216,010)	3,017,209,215	5,131,183,662	(2,113,974,448)
<b>2</b>	<b>Unlisted shares and fund certificates</b>							
	<b>DCC</b>	120,582,550,229	121,724,153,647	1,141,603,418	8,752,369,284	(7,610,765,866)	469,796	(7,611,235,662)
	<b>Other unlisted shares and fund certificates</b>	17,456,571,492	8,182,129,000	(9,274,442,492)	(9,274,442,492)	-	-	-
		103,125,978,737	113,542,024,647	10,416,045,910	18,026,811,776	(7,610,765,866)	469,796	(7,611,235,662)
<b>3</b>	<b>Unlisted bonds</b>	<b>472,602,299,580</b>	<b>472,602,299,580</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

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No.	Financial assets	Cost VND	Carrying value VND	Revaluation difference at the		Revaluation difference at the beginning of the period[1]	Gain/(loss) recorded Q2/2018[2]-(1)	Increase VND	Decrease VND
				end of the period [2]	VND				
<b>II</b>	<b>AFS</b>	<b>925,830,308,112</b>	<b>1,486,602,461,800</b>	<b>560,772,153,688</b>	<b>647,463,419,067</b>	<b>(86,691,265,379)</b>	<b>5,576,952,770</b>	<b>(92,268,218,150)</b>	
1	Listed shares	703,181,357,812	1,247,726,111,500	544,544,753,688	631,539,089,438	(86,994,335,750)	2,360,882,400	(89,355,218,150)	
	VSC	12,766,180,488	11,791,636,900	(974,543,588)	902,642,214	(1,877,185,802)	-	(1,877,185,802)	
	TMS	107,326,818,560	176,776,306,700	69,449,488,140	94,703,239,840	(25,253,751,700)	-	(25,253,751,700)	
	OPC	98,535,856,287	171,004,615,000	72,468,758,713	93,463,384,713	(20,994,626,000)	-	(20,994,626,000)	
	DHC	48,062,358,832	95,011,206,400	46,948,847,568	44,839,927,168	2,108,920,400	2,108,920,400	-	
	SGN	188,328,090,601	557,279,845,200	368,951,754,599	396,961,055,399	(28,009,300,800)	-	(28,009,300,800)	
	HAH	26,089,630,020	12,978,967,500	(13,110,662,520)	(10,514,869,020)	(2,595,793,500)	-	(2,595,793,500)	
	Others	222,072,423,024	222,883,533,800	811,110,776	11,183,709,124	(10,372,598,348)	251,962,000	(10,624,560,348)	
2	Unlisted shares	183,554,050,300	199,781,450,300	16,227,400,000	15,924,329,630	303,070,370	3,216,070,370	(2,913,000,000)	
	VEAM	19,148,600,000	35,376,000,000	16,227,400,000	15,924,400,000	303,000,000	3,216,000,000	(2,913,000,000)	
	Others	164,405,450,300	164,405,450,300	-	(70,370)	70,370	70,370	-	
3	Unlisted bonds	39,094,900,000	39,094,900,000	-	-	-	-	-	
	<b>Total</b>	<b>2,756,598,285,056</b>	<b>3,125,685,197,527</b>	<b>369,086,912,471</b>	<b>582,923,761,806</b>	<b>(213,836,849,335)</b>	<b>40,465,199,173</b>	<b>(254,302,048,510)</b>	

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## 30.3. Dividend, interest income from financial assets at FVTPL, HTM investments, loans and receivables, AFS financial assets

	Q2/2018 VND	Q2/2017 VND	2018 Accumulated VND	2017 Accumulated VND
From financial assets at FVTPL	15,055,282,903	12,146,811,850	27,000,988,503	12,148,945,450
From HTM financial assets	163,535,532,974	102,922,269,194	310,091,801,832	198,979,264,209
From loans and receivables	201,043,550,028	124,786,602,624	381,288,482,014	237,338,433,836
From AFS financial assets	28,582,286,354	34,608,627,265	55,217,748,540	85,972,049,974
Dividend, interest arising from AFS financial assets	17,392,126,000	4,130,706,700	17,392,126,000	4,318,606,700
Difference arising from revaluation of AFS financial assets at fair value when reclassification for selling purpose	11,190,160,355	30,477,920,565	37,825,622,541	81,653,443,274
VSC	-	3,035,107,144	4,463,974,568	3,035,107,144
OPC	-	-	15,759,595,658	-
TMS	-	667,813,421	-	15,392,207,777
SGC	7,421,945,222	-	7,421,945,222	-
VEAM	2,913,000,000	26,775,000,000	9,323,000,000	30,177,900,000
VHL	-	-	-	32,735,504,092
Others	855,215,133	-	857,107,093	312,724,261
<b>Total</b>	<b>408,216,652,259</b>	<b>274,464,310,933</b>	<b>773,599,020,889</b>	<b>534,438,693,469</b>

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### 31. PROVISION FOR IMPAIRMENT OF FINANCIAL ASSETS AND DOUBTFUL DEBTS

	Q2/2018 VND	Q2/2017 VND	2018 Accumulated VND	2017 Accumulated VND
(Reversal of provision)/Provision for impairment of loans (Reversal of provision)/Provision for impairment of assets used as collaterals for the investment awaiting for payback (Note 10)	1,080,046,066 (3,540,275,938)	(3,422,346,524) (2,938,497,128)	5,500,696,503	(10,940,429,858) (72,882,067,328)
<b>Total</b>	<b>(2,460,229,872)</b>	<b>(6,360,843,652)</b>	<b>38,578,521,566</b>	<b>(83,822,497,186)</b>

### 32. OTHER OPERATING REVENUE

	Q2/2018 VND	Q2/2017 VND	2018 Accumulated VND	2017 Accumulated VND
Revenue from leasing assets	99,578,736	365,119,034	218,830,384	1,170,495,892
Revenue from other financial services	27,541,096	785,778,306	752,304,990	2,495,599,089
Revenue from fund management	7,551,744,255	7,034,581,569	14,990,845,691	12,594,731,480
Revenue from trusted portfolio management	18,328,830,862	2,288,172,906	30,337,871,620	3,896,198,215
Revenue from interest on investment awaiting for payback due to late payment	-	20,730,967,134	-	20,730,967,134
Other revenues(include fee from trading securities services)	1,884,228,639	744,512,795	4,048,086,521	1,457,246,411
<b>Total</b>	<b>27,891,923,588</b>	<b>31,949,131,744</b>	<b>50,347,939,206</b>	<b>42,345,238,221</b>

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## 33. EXPENSES FOR OPERATING ACTIVITIES

	Q2/2018 VND	Q2/2017 VND	2018 Accumulated VND	2017 Accumulated VND
Expenses for securities brokerage activities (payables to Stock Exchanges, payroll, employees and others)	240,025,834,600	136,773,688,829	456,831,465,306	218,956,659,174
Expenses for securities underwriting activities and securities issuance agency services	4,716,424,915	4,244,669,644	11,594,491,102	110,277,956
Expenses for financial advisory activities	4,761,767,130	5,221,636,496	9,856,294,257	9,000,893,732
Expenses for securities investment advisory activities	5,520,131,943	4,625,660,457	10,752,364,196	8,620,069,351
Other operating expenses (Note 34)	23,134,890,063	16,919,102,667	39,962,533,782	32,113,656,765
<b>Total</b>	<b>278,159,048,651</b>	<b>167,784,758,093</b>	<b>528,997,148,643</b>	<b>285,250,387,229</b>

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## EXPENSES FOR OPERATING ACTIVITIES DETAIL BY ITEMS

	Q2/2018	Q2/2017	2018	2017
	VND	VND	Accumulated VND	Accumulated VND
Brokerage expenses	120,693,886,810	50,732,715,454	210,438,138,298	75,992,069,597
Expenses for securities custodian activities	5,520,131,943	4,625,660,457	10,752,364,196	8,620,069,351
Salary expenses and others	81,686,165,124	61,620,183,006	187,387,995,545	115,118,221,237
Statutory social security, health insurance, union fee and unemployment insurance expenses	4,231,934,400	3,068,702,250	8,239,330,850	6,022,244,250
Office supplies expenses	327,632,798	255,456,632	631,436,292	432,250,197
Instruments and tools expenses	1,885,978,584	1,102,819,635	2,850,161,293	2,398,016,600
Depreciation of fixed assets and investment properties	4,036,932,699	3,880,915,784	8,610,084,063	6,975,121,993
Expenses/ (reversal of provision)	(103,048,127)	112,377,798	(163,249,298)	(147,407,618)
Outsourced services	38,790,133,778	26,688,053,092	59,689,176,566	42,877,238,303
Capital expenses	16,960,779,337	7,981,027,826	29,068,096,176	14,752,543,984
Expenses of shared profit on fund management activities	2,530,933,660	2,887,676,751	5,260,291,931	5,494,348,004
Other expenses	1,597,587,645	4,829,169,406	6,233,322,731	6,715,671,329
<b>Total</b>	<b>278,159,048,651</b>	<b>167,784,758,091</b>	<b>528,997,148,643</b>	<b>285,250,387,227</b>

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### 34. OTHER OPERATING EXPENSES

	Q2/2018 VND	Q2/2017 VND	2018 Accumulated VND	2017 Accumulated VND
Expenses for funds management activities	2,578,485,484	2,260,224,519	4,268,382,414	4,290,288,228
Expenses for portfolio management activities	414,733,059	177,835,792	414,733,059	177,835,792
Expense for securities investment advisory services	3,427,696,950	4,269,336,307	6,807,998,219	7,868,865,724
Expenses for deposit management contracts	7,292,447,852	-	7,292,447,852	-
Expenses for deposits of investors for securities brokerage activities	5,045,572,184	4,954,339,142	12,293,281,853	9,798,098,777
Office rental expense	3,034,151,454	3,969,256,898	6,203,771,718	8,102,736,646
Provision for doubtful debts (Reversal of provision)/ Provision for receivables from services provided by the Company	(103,048,127)	112,377,798	(163,249,298)	(147,407,618)
Other expenses	(103,048,127)	112,377,798	(163,249,298)	(147,407,618)
<b>Total</b>	<b>23,134,890,063</b>	<b>16,919,102,667</b>	<b>39,962,533,782</b>	<b>32,113,656,765</b>

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35. FINANCE INCOME

	Q2/2018 VND	Q2/2017 VND	2018 Accumulated VND	2017 Accumulated VND
Realized income from foreign exchange rate differences	20,064,963	191,775,968	48,296,584	334,490,510
Unrealized income from foreign exchange rate differences	-	-	189,537,819	-
Interest income from demand deposits	8,364,218,969	9,395,786,028	16,339,434,324	23,837,059,130
Share of profit in associates	10,263,080,695	18,337,186,710	33,505,908,125	34,781,323,645
Income from disposal of associates	112,952,366,130	-	112,952,366,130	-
Income from interest rate swap contract	3,296,929,222	-	3,942,785,344	-
<b>Total</b>	<b>134,896,659,979</b>	<b>27,924,748,706</b>	<b>166,978,328,326</b>	<b>58,952,873,285</b>

36. FINANCE EXPENSES

	Q2/2018 VND	Q2/2017 VND	2018 Accumulated VND	2017 Accumulated VND
Unrealized loss from foreign exchange rate difference	88,397,279	441,290,256	(12,384,487)	441,290,256
Realized loss from foreign exchange rate difference	65,754,191	259,642,549	575,873,243	335,392,521
Interest expenses on bonds issued	29,819,822,526	13,978,761,632	54,367,331,879	28,713,908,092
Interest expenses on short-term borrowings	98,973,901,769	61,899,350,576	190,479,931,741	123,491,467,996
Expenses on interest rate swap contract	-	-	156,224,466	-
<b>Total</b>	<b>128,947,875,765</b>	<b>76,579,045,013</b>	<b>245,566,976,842</b>	<b>152,982,058,865</b>

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## 37. GENERAL AND ADMINISTRATIVE EXPENSES

	Q2/2018 VND	Q2/2017 VND	2018 Accumulated VND	2017 Accumulated VND
Exposure on payroll and bonus	16,681,970,975	21,309,481,742	36,904,065,887	37,906,347,782
Social security, health insurance, union fee and unemployment insurance	1,256,688,450	1,039,350,000	2,456,607,100	2,071,632,000
Office supplies	825,808,020	435,162,375	1,140,658,452	634,787,249
Tools	312,266,516	309,111,291	548,029,947	776,296,198
Depreciation expenses	1,644,088,848	1,071,616,404	2,607,983,214	2,482,487,198
External service expenses	11,106,736,756	17,378,234,643	26,212,320,131	28,690,841,355
Other expenses	1,124,926,181	2,801,953,858	3,488,421,172	3,412,035,267
<b>Total</b>	<b>32,952,485,746</b>	<b>44,344,910,313</b>	<b>73,358,085,903</b>	<b>75,974,427,049</b>

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**38. OTHER INCOME AND EXPENSES**

	Q2/2018 VND	Q2/2017 VND	2018 Accumulated VND	2017 Accumulated VND
<b>Other income</b>				
Income from disposal of assets	-	-	54,060,563,633	-
Other incomes	1,406,039,887	918,225,093	2,478,476,984	1,395,367,786
<b>Total other incomes</b>	<b>1,406,039,887</b>	<b>918,225,093</b>	<b>56,539,040,617</b>	<b>1,395,367,786</b>
<b>Other expenses</b>				
Expense from disposal of assets	-	-	-	-
Other expenses	(2,174,088,721)	(3)	(2,178,458,584)	(105,892,213)
<b>Total other expenses</b>	<b>(2,174,088,721)</b>	<b>(3)</b>	<b>(2,178,458,584)</b>	<b>(105,892,213)</b>
<b>Total</b>	<b>(768,048,834)</b>	<b>918,225,090</b>	<b>54,360,582,033</b>	<b>1,289,475,573</b>

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as at 30 June 2018 and for the three-month period then ended

**39. CORPORATE INCOME TAX**

**39.1 Corporate income tax ("CIT")**

The tax returns filed by the Company are subject to examination by the tax authorities. As the application of tax laws and regulations is susceptible to varying interpretations, the amounts reported in the financial statements could change later upon final determination by the tax authorities.

The current tax payable is based on taxable profit for the year. The taxable profit of the Company for the year differs from the profit as reported in the consolidated 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 reporting date. The Company is subject to CIT rate of 20% over taxable income in accordance to Circular 78/2014/TT-BTC with validity from 02 August 2014.

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The estimated current corporate income tax is represented in the table below:

	Six-month period ended 30 June 2018 VND	Six-month period ended 30 June 2017 VND
<b>Profit before tax</b>	<b>885,847,707,321</b>	<b>734,958,535,845</b>
Adjustments to increase/(decrease) accounting profit:		
Adjustments to increase accounting profit:		
- Provision for diminution in value of unlisted shares at the end of period	7,200,000,000	31,184,711,000
- Provision for impairment of investment awaiting for payback at the end of period	186,285,836,274	125,775,015,617
- Reversal of provision/ (provision) for securities of the period	-	54,002,026,227
- Loss from revaluation of FVTPL financial assets	301,123,038,012	108,257,624,921
- Provision for impairment of loans at the end of period	37,407,717,200	27,568,002,163
- Non-deductibles expense	1,600,387,355	-
- Disposal of associates	30,777,387,782	-
- Unrealized revenue arising from consolidated financial statements	4,786,004,799	-
Adjustments to decrease accounting profit:		
- Income from tax exempted activities – dividends	(32,757,864,900)	(14,630,242,000)
- Reversal of provision for unlisted share at the beginning of year	(19,850,000,000)	(37,839,537,400)
- Reversal of provision for investment awaiting for payback at the beginning of the year	(153,208,011,211)	(198,657,082,945)
- Reversal of provision for impairment of loans at the beginning of the year	(32,070,269,995)	(40,051,234,311)
- Reversal of provision/ (provision) for securities of the period	(94,231,221,077)	-
- Gain from revaluation of FVTPL financial assets	(101,633,259,471)	(210,226,612,261)
- Revenue from investment awaiting for payback calculated tax in 2015	(38,284,924,455)	(6,782,833,960)
- Temporary difference taxable previous year	(12,771,554,349)	-
- Profit before tax from subsidiaries	(29,221,493,932)	(43,083,297,198)
- Gain from investments in associates	(33,505,908,125)	(34,781,323,645)
<b>Estimated current taxable income</b>	<b>907,493,571,228</b>	<b>495,693,752,053</b>
Corporate income tax rate	20%	20%
<b>Estimated CIT expenses</b>	<b>181,498,714,246</b>	<b>99,138,750,411</b>
<b>Estimated CIT expenses in subsidiaries</b>	<b>6,075,057,241</b>	<b>10,004,050,671</b>
CIT payable at the beginning of the year	84,299,155,217	51,481,407,842
CIT adjustment in accordance with tax finalization	1,596,872,630	37,959,054
CIT adjustment in accordance with tax inspection	-	191,027,032
CIT paid in the period	(190,127,422,352)	(113,706,832,129)
<b>CIT payable at the end of the period</b>	<b>83,342,376,982</b>	<b>47,146,362,881</b>

2nd Quarter of 2018 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)  
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### 39.2 Deferred corporate income tax

Movement of deferred CIT assets during the period is as follows:

	Six-month period ended 30 June 2018 VND	Six-month period ended 30 June 2017 VND
<b>Deferred income tax assets</b>		
<b>Beginning balance</b>	<b>76,547,370,505</b>	<b>88,099,158,339</b>
(Decrease)/ Increase of non deductible provision for diminution in value of unlisted shares in the period	(2,530,000,000)	(1,330,965,280)
Provision/(reversal of provision) for impairment of investment awaiting for payback in the period	6,615,565,013	(14,576,413,466)
Temporary taxable from revenue difference in 2015	(7,656,984,891)	(1,356,566,792)
Temporary taxable from expense difference	(961,967,623)	15,499,776
Unearned revenue arising from consolidated financial statement	957,200,960	-
(Reversal of provision)/ Provision for impairment of non-deductible taxable loans in the period	1,067,489,441	(2,496,646,430)
<b>Ending balance</b>	<b>74,038,673,405</b>	<b>68,354,066,148</b>
<b>Payable income tax deferred</b>		
<b>Beginning balance</b>	<b>191,039,934,153</b>	<b>24,673,711,470</b>
Gain from revaluation of FVTPL and AFS financial assets	(68,230,268,985)	9,313,975,485
Temporary non-taxable income from subsidiary	(703,194,753)	(1,137,694,451)
<b>Ending balance</b>	<b>122,106,470,415</b>	<b>32,849,992,504</b>

Deferred tax (income)/expense are charged to the income statement for the period ended 30 June 2018 and 31 June 2017 as follows:

	Six-month period ended 30 June 2018 VND	Six-month period ended 30 June 2017 VND
<b>Deferred tax (income)/expense</b>		
Deferred CIT arising from non-deductible provision for diminution in value of unlisted shares	2,530,000,000	1,330,965,280
Deferred CIT arising from provision/(reversal of provision) for impairment of investment awaiting for payback	(6,615,565,013)	14,576,413,466
Temporary taxable from expense difference	961,967,623	(15,499,776)
Deferred CIT arising from provision/(reversal of provision) for impairment of loans	(1,067,489,441)	2,496,646,430
Temporary non-taxable income from subsidiary	(703,194,753)	(1,137,694,451)
Unearned revenue arising from consolidated financial statement	(957,200,960)	-
Deferred CIT from revenue for investment awaiting for payback calculated tax in 2015	7,656,984,891	1,356,566,792
Deferred CIT relating to gain from revaluation of financial assets at FVTPL	(22,138,293,687)	9,313,975,484
<b>Deferred tax (income)/expense</b>	<b>(20,332,791,340)</b>	<b>27,921,373,225</b>

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#### 40. ACCUMULATED OTHER COMPREHENSIVE INCOME

<i>Item</i>	<i>Beginning balance</i>	<i>Movement during the period</i>	<i>Changes in owners' equity recorded in income statement</i>	<i>Ending balance</i>
Gain/(loss) from revaluation of AFS finance assets	637,896,244,067	(154,355,602,522)	(37,825,622,541)	445,715,019,005

#### 41. ADDITIONAL INFORMATION FOR STATEMENT OF CHANGES IN OWNERS' EQUITY

Incomes and expenses, gains or losses which are recorded directly to owners' equity:

	Six-month period ended 30 June 2018 VND	Six-month period ended 30 June 2017 VND
Income recorded directly to owners' equity	-	360,436,195,093
- Gain from revaluation of AFS financial assets and reclassification as selling	-	340,998,046,562
- Difference arising from associates' changes of investment portion in its subsidiaries	-	19,438,148,531
Expense recorded directly to owners' equity	(213,576,133,690)	(34,000,000)
- Loss from revaluation of AFS financial assets and reclassification as selling	(192,181,225,062)	-
- Loss arising from associates' changes of outstanding shares	(6,498,595,257)	-
- Other expenses recorded directly to owner's equity	(12,000,000)	(34,000,000)
- Loss arising from associates' changes of investment portion in its subsidiaries	(14,884,313,371)	-
<b>Total</b>	<b>(213,576,133,690)</b>	<b>360,402,195,093</b>

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## 42. OTHER INFORMATION

### 42.1 Transactions with related parties

List of related parties and relationships with the Company is as follows:

<u>Related parties</u>	<u>Relationships</u>
NDH Investment Ltd. and its subsidiaries	SSI's Chairman is the owner of NDH Investment Ltd.
Daiwa Securities Group Inc and its subsidiaries.	Strategic shareholder
The PAN Group JSC. and its subsidiaries	Chairman of SSI is also the Chairman of the PAN Group, Associate
Vietnam Fumigation JSC	Associate
Saigon Dan Linh Real Estate Co., Ltd	Deputy CEO of SSI is also the Chairman of Saigon Dan Linh Real Estate Co., Ltd
Nguyen Saigon Co., Ltd	The Chairman of Nguyen Saigon Co., Ltd is the brother of SSI's Chairman

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2nd Quarter of 2018 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)  
as at 30 June 2018 and for the three-month period then ended

Significant balances and transactions with related parties as at 30 June 2018 and for the period then ended are as follows:

Parties	Transaction	Receivables/(Payables)			Revenues/ (Expenses) VND
		Beginning VND	Increase VND	Decrease VND	
The PAN Group JSC, and its subsidiaries	Revenue of securities transaction and other securities service	-	67,440,476	(67,440,476)	67,439,676
	Buying stocks	-	(100,000,000,000)	100,000,000,000	-
	Revenue of Consultant contract	-	260,000,000	(260,000,000)	236,363,636
	Payables on behalf from securities selling	-	(7,955,223,821)	7,955,223,821	-
	Deposit for securities brokerage services and deposit management contracts	(180,000,000,000)	(495,369,986,063)	296,851,202,905	(378,518,783,158)
	Interest payable for deposit for securities brokerage services and deposit management contracts	(886,684,932)	(5,973,026,109)	5,389,733,291	(5,973,026,109)
	Expense for commodity purchase	(2,870,160,683)	(51,955,000)	2,922,115,683	(105,190,600)
	Capital contribution under the equity method	553,071,524,906	2,572,849,989	(7,106,867,608)	2,483,128,838
	Revenue of securities transaction and other securities service	-	152,704,500	(152,704,500)	152,704,500
	Portfolio management fee	13,615,467	70,085,376	(60,339,050)	23,361,793
NDH investment Company Ltd. and its subsidiaries	Advances from consultant and service fees	(950,805,000)	1,170,990,000	(705,285,000)	1,064,536,364
	Selling stocks	-	382,114,200,000	(382,114,200,000)	(3,122,836,365)
	Buying stocks	-	(381,408,300,000)	381,408,300,000	-
Daiwa Securities Group Inc and its subsidiaries	Revenue of securities transaction and other securities service	-	634,225,825	(634,225,825)	634,225,825
	Commission fee	(451,421,851)	(2,053,152,664)	2,301,292,349	(2,053,152,664)
	Revenue of consultant contract	2,114,296,310	1,472,279,866	(2,124,669,445)	1,472,279,866
	Revenue of investment advisory	5,142,885,477	916,916,364	-	6,059,801,841
Saigon Dan Linh Real Estate Co., Ltd	Revenue of securities transaction and other securities service	-	41,531,744	(41,531,744)	41,531,744
Vietnam Fumigation Joint Stock Company	Capital contribution under the equity method	172,597,582,083	7,779,951,857	(7,134,148,500)	173,243,385,440
					7,779,951,857

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as at 30 June 2018 and for the three-month period then ended

(VFG)

Dong Nai Port JSC. Capital contribution under the equity method

84,528,990,540

(84,528,990,540)

Parties	Transaction	Receivables/(Payables)			Revenues/ (Expenses) VND
		Beginning VND	Increase VND	Decrease VND	
Nguyen Saigon Co., Lid	Revenue of securities transaction and other securities service	-	125,062,555	(125,062,555)	125,060,955
	Receivables from margin activities		24,998,012,294	(21,039,015,812)	3,958,996,482
Other parties	Purchase of bonds issued by SSI	(60,000,000,000)			(60,000,000,000)
	Payables for bond interest issued by SSI	(1,012,479,451)	(1,297,684,932)		(2,310,164,383)

Total remuneration of members of the Board of Directors and the Board of Management:

	Q2/2018 VND	Q2/2017 VND
Salary and bonus	2,541,000,000	2,568,400,000
Other benefits	-	-
<b>Total</b>	<b>2,541,000,000</b>	<b>2,568,400,000</b>

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### 41.2 Segment information

#### Segment information by business lines

	Brokerage and customer services (1) VND	Proprietary trading VND	Treasury VND	Portfolio Management VND	Investment banking and others VND	Total VND
<b>2<sup>nd</sup> Quarter of 2018</b>						
1. Direct income	550,023,584,066	265,815,036,870	176,071,431,934	25,880,575,117	13,830,478,048	1,031,621,106,035
2. Direct expenses	270,387,982,799	224,343,929,019	112,839,908,098	5,457,778,169	9,351,246,112	622,380,844,197
3. Depreciation and allocated expenses	20,760,066,020	4,283,823,147	2,636,198,860	1,318,099,430	3,954,298,290	32,952,485,746
<b>Profit before tax</b>	<b>258,875,535,247</b>	<b>37,187,284,704</b>	<b>60,595,324,976</b>	<b>19,104,697,518</b>	<b>524,933,646</b>	<b>376,287,776,092</b>
<b>Ending balance</b>						
1. Direct segment assets	5,891,034,197,229	4,102,074,579,866	9,947,996,315,897	47,046,760,775	7,540,436,745	19,995,692,290,512
2. Allocated segment assets	123,506,308,936	25,485,428,828	15,683,340,817	7,841,670,409	23,525,011,226	196,041,760,216
3. Unallocated assets						281,306,513,103
<b>Total assets</b>	<b>6,014,540,506,165</b>	<b>4,127,560,008,694</b>	<b>9,963,679,656,714</b>	<b>54,888,431,184</b>	<b>31,065,447,971</b>	<b>20,473,040,563,831</b>
1. Direct segment liabilities	990,285,574,977	736,285,372,101	9,074,524,766,861	11,344,258,448	8,106,263,564	10,820,546,235,951
2. Allocated segment liabilities	161,116,689,952	33,246,301,101	20,459,252,216	10,229,631,108	30,688,893,324	255,740,777,702
3. Unallocated liabilities						247,961,211,738
<b>Total liabilities</b>	<b>1,151,402,264,930</b>	<b>769,531,673,202</b>	<b>9,094,984,029,077</b>	<b>21,573,889,556</b>	<b>38,795,156,888</b>	<b>11,324,248,225,391</b>

(1) Income mainly from brokerage, margin, investment advisory and custodian services

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### **Segment information by geographic area**

Company's activities are mainly in the territory of Vietnam.

The Company has a subsidiary, SSI International Incorporated ("SSIIIC"), which operates in the US real estate business. However, SSIIIC's total revenue, expenses and total assets are very low compared to its total revenue, expense and total assets (about 2% to 4%). As a result, the Company does not present segmental reports by geographical area in the notes to the consolidated financial statements

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#### 43. KEY OPERATIONAL FACTORS WHICH IMPACTED THE CONSOLIDATED FINANCIAL STATEMENTS


The Company's profit after tax in 2nd Quarter of 2018 was VND 301,613,673,464 which made a decrease of 0.68% (equivalent to VND 2,088,435,073) in comparison with that in the 2<sup>nd</sup> Quarter of 2017.


The Company's profit after tax of the six-month period of 2018 was VND 717,009,854,544 which made an increase of 20% (equivalent to VND 119,344,479,092) in comparison with six-month period of 2017 mainly owing to the following reasons:


- ▶ Growth rate of interest income from held-to-maturity investments was 56%, corresponding to VND 111,112,537,623, higher than the growth rate of interest expenses, which was VND 92,641,887,532.
- ▶ Due to the expansion of the Company's brokerage market share, securities brokerage revenue increased by 136%, equivalent to VND 407,927,694,509. Besides, interest income from margin loans increased by 61%, equivalent to VND 143,950,048,178. Such increases were higher than the rise of brokerage expenses which was VND 237,874,806,132.
- ▶ Finance income increased by 183%, equivalent to VND 108,025,455,041 due to the income from disposal of associates

#### 44. EVENT AFTER THE REPORTING DATE

There has been no matter or circumstance that has arisen since the reporting date which is required to be disclosed in the 2<sup>nd</sup> quarter 2018 separate financial statements.

  
Ms. Nguyen Thi Hai Anh  
Prepared by

  
Ms. Hoang Thi Minh Thuy  
Chief Accountant

  
Mr. Nguyen Hong Nam  
Deputy Chief Executive  
Officer



Ho Chi Minh City, Vietnam

27 July 2018