

**CONSOLIDATED BALANCE SHEET**  
**Quarter IV - 2014**

Unit: VND

No,	Items	As of end of the year	As of beginning of the year (reviewed figures)
<b>A</b>	<b>ASSETS</b>		
<b>I</b>	<b>Cash and cash equivalents</b>	<b>4,630,739,535,450</b>	<b>2,833,496,000,000</b>
<b>II</b>	<b>Balances with the State Bank of Vietnam (“SBV”)</b>	<b>9,876,450,843,820</b>	<b>10,159,564,000,000</b>
<b>III</b>	<b>Placements with and loans to other banks</b>	<b>75,433,624,168,791</b>	<b>73,079,476,000,000</b>
1	Placements with other banks	67,162,061,818,791	59,520,681,000,000
2	Loans to other banks	8,271,562,350,000	13,661,254,000,000
3	Provision for loans to other banks	-	(102,459,000,000)
<b>IV</b>	<b>Trading securities</b>	<b>3,647,897,426,715</b>	<b>655,067,000,000</b>
1	Trading securities	3,654,333,271,530	657,693,000,000
2	Provision for impairment of trading securities	(6,435,844,815)	(2,626,000,000)
<b>V</b>	<b>Derivative financial instruments and other financial assets</b>	<b>-</b>	<b>164,334,000,000</b>
<b>VI</b>	<b>Loans and advances to customers</b>	<b>435,523,078,452,520</b>	<b>372,988,742,000,000</b>
1	Loans and advances to customers	439,869,026,573,815	376,288,968,000,000
2	Provision for credit losses	(4,345,948,121,295)	(3,300,226,000,000)
<b>VII</b>	<b>Investment securities</b>	<b>93,404,409,859,437</b>	<b>82,360,193,000,000</b>
1	Securities – available-for-sale	87,338,961,822,648	79,908,691,000,000
2	Securities – held-to-maturity	6,708,858,089,281	2,586,748,000,000
3	Provision for impairment of investment securities	(643,410,052,492)	(135,246,000,000)
<b>VIII</b>	<b>Long-term investments</b>	<b>3,784,907,741,923</b>	<b>3,755,358,000,000</b>
1	Investment in Subsidiaries	-	-
2	Investment in Joint ventures	2,843,745,306,962	2,795,383,000,000
3	Investment in associates	-	-
4	Other long-term investments	1,030,326,170,000	1,040,326,000,000
5	Provision for impairment of long-term investments	(89,163,735,039)	(80,351,000,000)
<b>IX</b>	<b>Fixed assets</b>	<b>8,872,165,234,411</b>	<b>7,080,388,000,000</b>
<b>1</b>	<i>Tangible assets</i>	<b>4,661,629,583,853</b>	<b>3,464,589,000,000</b>
a	Cost	9,313,731,654,078	7,328,188,000,000
b	Accumulated depreciation	(4,652,102,070,225)	(3,863,599,000,000)
<b>2</b>	<i>Financial leasing fixed assets</i>	<b>-</b>	<b>-</b>
a	Cost	-	-
b	Accumulated depreciation	-	-
<b>3</b>	<i>Intangible assets</i>	<b>4,210,535,650,558</b>	<b>3,615,799,000,000</b>
a	Cost	4,851,812,423,216	4,078,806,000,000



No,	Items	As of end of the year	As of beginning of the year (reviewed figures)
b	Accumulated amortization	(641,276,772,658)	(463,007,000,000)
<b>X</b>	<b>Invested real estates</b>	-	-
a	Cost	-	-
b	Accumulated depreciation	-	-
<b>XI</b>	<b>Other assets</b>	<b>25,958,315,314,183</b>	<b>23,291,798,000,000</b>
1	Receivables	9,877,587,853,433	10,487,749,000,000
2	Fees and interest receivables	12,706,282,187,017	10,035,489,000,000
3	Deferred Taxes	-	-
4	Other assets	3,376,800,469,654	2,782,048,000,000
	<i>In which: Goodwill</i>	8,166,894,461	9,982,000,000
5	Provisions for other assets	(2,355,195,921)	(13,488,000,000)
	<b>TOTAL ASSETS</b>	<b>661,131,588,577,250</b>	<b>576,368,416,000,000</b>
<b>B</b>	<b>LIABILITIES AND EQUITY</b>		
<b>I</b>	<b>Borrowings from the Ministry of Finance and the State Bank of Vietnam</b>	<b>4,731,403,416,270</b>	<b>147,371,000,000</b>
<b>II</b>	<b>Deposits and borrowings from other banks</b>	<b>103,769,864,501,216</b>	<b>80,464,749,000,000</b>
1	Placements from other banks	42,040,235,618,617	31,865,823,000,000
2	Borrowings from other banks	61,729,628,882,599	48,598,926,000,000
<b>III</b>	<b>Customer deposits and other amounts due to customers</b>	<b>424,181,173,700,182</b>	<b>364,497,001,000,000</b>
<b>IV</b>	<b>Derivative financial instruments and other financial liabilities</b>	<b>415,778,486,562</b>	-
<b>V</b>	<b>Financing funds, entrusted funds, and exposed funds</b>	<b>32,021,693,238,882</b>	<b>32,424,519,000,000</b>
<b>VI</b>	<b>Valuable papers issued</b>	<b>5,294,072,720,997</b>	<b>16,564,766,000,000</b>
<b>VII</b>	<b>Other liabilities</b>	<b>35,479,424,765,401</b>	<b>27,982,425,000,000</b>
1	Accrued interest expenses, other payables	5,749,315,420,081	4,365,827,000,000
2	Deferred Tax Payables	-	-
3	Payables, other debts	29,662,391,321,851	23,111,685,000,000
4	Provision for contingent liabilities and off-balance sheet commitments	67,718,023,469	504,913,000,000
	<b>TOTAL LIABILITIES</b>	<b>605,893,410,829,510</b>	<b>522,080,831,000,000</b>
<b>VIII</b>	<b>OWNER'S EQUITY AND FUNDS</b>	<b>55,012,807,832,165</b>	<b>54,074,666,000,000</b>
1	Capital	46,208,815,611,208	46,205,524,000,000
a	Chartered capital	37,234,045,560,000	37,234,046,000,000
b	Capital to purchase fixed assets	-	-
c	Capital surplus	8,974,770,051,208	8,971,478,000,000
d	Registered shares	-	-
e	Preferred shares	-	-



No,	Items	As of end of the year	As of beginning of the year (reviewed figures)
g	Other capital	-	-
2	Reserves	4,250,372,214,745	3,374,995,000,000
3	Foreign exchange translation reserve	338,462,855,927	317,641,000,000
4	Difference from assets revaluation	-	-
5	Undistributed profit	4,215,157,150,285	4,176,506,000,000
<b>IX</b>	<b>MINORITY INTEREST</b>	<b>225,369,915,575</b>	<b>212,919,000,000</b>
	<b>TOTAL LIABILITIES, OWNER'S EQUITY AND MINORITY INTEREST</b>	<b>661,131,588,577,250</b>	<b>576,368,416,000,000</b>

<b>I</b>	<b>Contingencies</b>	<b>54,122,955,544,500</b>	<b>46,730,513,000,000</b>
1	Credit guarantees	2,496,147,031,398	1,421,190,000,000
2	Letters of credit	29,742,702,743,422	27,626,059,000,000
3	Other guarantees (Payment, Contract, Bid, others)	21,884,105,769,680	17,683,264,000,000
<b>II</b>	<b>Commitments</b>	<b>26,392,728,041,358</b>	<b>17,545,621,000,000</b>
1	Irrevocable loan commitments	-	-
2	Other commitments	26,392,728,041,358	17,545,621,000,000

Hanoi, 14<sup>th</sup> February 2015

Prepared by

Chief Accountant

On behalf of the General Director  
Deputy General Director

(signed)

(signed)

(signed and sealed)

Le Huong Lan

Nguyen Hai Hung

Nguyen Van Du



**CONSOLIDATED INCOME STATEMENT**  
**Quarter IV and 2014**

*Unit: VND*

No,	Items	Quarter IV		Accumulated since beginning of Year until end of Quarter	
		THIS YEAR	PREVIOUS YEAR (restated figures)	THIS YEAR	PREVIOUS YEAR (restated figures)
1	Interest and similar income	10,194,690,620,246	10,529,815,406,900	41,075,587,796,086	44,280,823,000,000
2	Interest and similar expenses	5,843,164,204,419	6,196,493,739,012	23,495,401,705,783	26,003,568,000,000
<b>I</b>	<b>NET INTEREST AND SIMILAR INCOME</b>	<b>4,351,526,415,827</b>	<b>4,333,321,667,888</b>	<b>17,580,186,090,303</b>	<b>18,277,255,000,000</b>
3	Fees and commission income	711,783,246,352	589,006,197,946	2,404,467,630,249	2,096,679,000,000
4	Fees and commission expenses	312,239,354,489	153,886,798,254	936,682,995,144	576,553,000,000
<b>II</b>	<b>Net gain/(loss) from fees and commission income</b>	<b>399,543,891,863</b>	<b>435,119,399,692</b>	<b>1,467,784,635,105</b>	<b>1,520,126,000,000</b>
<b>III</b>	<b>Net gain/(loss) from dealing in foreign currencies</b>	<b>77,280,008,323</b>	<b>112,553,750,843</b>	<b>386,538,792,585</b>	<b>291,450,000,000</b>
<b>IV</b>	<b>Net gain/(loss) from trading securities</b>	<b>76,422,880,757</b>	<b>1,703,737,792</b>	<b>192,423,436,527</b>	<b>18,930,000,000</b>
<b>V</b>	<b>Net gain from investment securities</b>	<b>(20,275,202,643)</b>	<b>(56,083,059,292)</b>	<b>(153,674,827,998)</b>	<b>45,976,000,000</b>
5	Other operating Income	2,406,927,889,304	505,226,786,923	3,742,898,108,271	1,931,677,000,000
6	Other operating expense	1,287,919,500,392	111,645,743,556	2,351,412,574,871	970,364,000,000
<b>VI</b>	<b>Net gain/ (loss) from other operating activities</b>	<b>1,119,008,388,912</b>	<b>393,581,043,367</b>	<b>1,391,485,533,400</b>	<b>961,313,000,000</b>
<b>VII</b>	<b>Net share of profit in associates and joint ventures and dividend income</b>	<b>22,688,957,492</b>	<b>15,975,537,528</b>	<b>166,384,441,310</b>	<b>172,759,000,000</b>
<b>VIII</b>	<b>OPERATING EXPENSES</b>	<b>2,794,581,954,959</b>	<b>3,065,294,473,079</b>	<b>9,826,685,801,887</b>	<b>9,413,764,000,000</b>
<b>IX</b>	<b>Net profit before provision for credit losses</b>	<b>3,231,613,385,572</b>	<b>2,170,877,604,739</b>	<b>11,204,442,299,345</b>	<b>11,874,045,000,000</b>
<b>X</b>	<b>Provision of credit losses</b>	<b>1,409,264,405,204</b>	<b>1,465,121,999,959</b>	<b>3,901,965,388,537</b>	<b>4,123,423,000,000</b>
<b>XI</b>	<b>PROFIT BEFORE TAX</b>	<b>1,822,348,980,368</b>	<b>705,755,604,780</b>	<b>7,302,476,910,808</b>	<b>7,750,622,000,000</b>
7	Current enterprise income tax	370,907,247,449	203,362,355,441	1,575,268,972,173	1,942,644,000,000
8	Deferred enterprise income tax	-	-	-	-
<b>XII</b>	<b>Corporate income tax</b>	<b>370,907,247,449</b>	<b>203,362,355,441</b>	<b>1,575,268,972,173</b>	<b>1,942,644,000,000</b>
<b>XIII</b>	<b>PROFIT AFTER TAX</b>	<b>1,451,441,732,919</b>	<b>502,393,249,339</b>	<b>5,727,207,938,635</b>	<b>5,807,978,000,000</b>



XIV	Minority interest	4,851,486,793	4,280,118,560	15,095,564,566	15,529,000,000
XV	NET PROFIT ATTRIBUTABLE TO THE EQUITY HOLDERS OF THE BANK (= XIII – XIV)	1,446,590,246,126	498,113,130,779	5,712,112,374,069	5,792,449,000,000

**Prepared by**

*(signed)*

Le Huong Lan

**Chief Accountant**

*(signed)*

Nguyen Hai Hung

*Hanoi, 14<sup>th</sup> February 2015*  
**On behalf of the General Director**  
**Deputy General Director**

*(signed and sealed)*

Nguyen Van Du



**CASH FLOW STATEMENT (CONSOLIDATED)**  
*(as direct method)*  
**2014**

*Unit: VND*

No,	Items	2014	2013 (Audited figures)
<b>Cash flow from operating activities</b>			
1	Interest and similar income receipts	38,409,811,826,298	42,191,450,000,000
2	Interest and similar income payments	(22,092,800,796,484)	(25,292,411,000,000)
3	Fees and commission income receipts	1,449,458,272,889	1,547,844,000,000
4	Net gain/loss from dealing foreign currencies, gold, securities	552,847,654,100	493,474,000,000
5	Other operating income	(603,528,332,192)	(112,156,000,000)
6	Recovery from bad debts previously written off	1,203,022,313,743	1,264,542,000,000
7	Payment to employees	(9,174,207,998,914)	(8,910,917,000,000)
8	Tax paid in the period	(1,620,769,060,206)	(2,279,367,000,000)
<b>Net cash flow from operating profit before changes in operating assets and working capital</b>		<b>8,123,833,879,234</b>	<b>8,902,459,000,000</b>
<b>Changes in operating assets</b>			
9	(Increase)/decrease in placements with and loans to other banks	5,761,295,338,563	2,412,018,000,000
10	(Increase)/decrease in investment in securities	(5,889,301,327,880)	(10,674,243,000,000)
11	(Increase)/decrease in derivatives financial statements and other financial assets	164,333,978,291	(89,883,000,000)
12	(Increase)/decrease in loans and advances to customers	(69,972,844,008,096)	(42,932,876,000,000)
13	Use of provision to write off bad debts	(1,928,992,757,564)	(4,576,049,000,000)
14	(Increase)/decrease in other operating assets	141,107,021,139	(1,403,850,000,000)
<b>Changes in operating liabilities</b>			
15	Increase/(decrease) in borrowings from MOF and SBV	4,584,032,233,103	(2,638,003,000,000)
16	Increase/(decrease) in deposits and loans from other banks	23,305,115,860,484	(16,350,052,000,000)
17	Increase/(decrease) in customer deposits and other amounts due to customers (including the State Treasury)	59,684,172,261,490	75,391,694,000,000
18	Increase/(decrease) in valuable papers issued (except for valuable papers from financial activities)	(11,270,693,400,700)	(12,104,463,000,000)
19	Increase/(decrease) in investment mandate funds, loans at own risk	(402,825,559,990)	(802,189,000,000)
20	Increase/(decrease) in derivatives and other financial liabilities	415,778,486,562	-



21	Increasing/(decrease) in other liabilities	5,770,295,966,180	7,155,530,000,000
22	Utilization of reserves in the period	(34,623,713)	(130,000,000)
<b>I</b>	<b>Net cash flows (used in)/from operating activities</b>	<b>18,485,273,347,103</b>	<b>2,289,963,000,000</b>
<b>Cash flow from investing activities</b>			
1	Acquisition of fixed assets	(3,205,081,430,840)	(3,225,179,000,000)
2	Proceeds from disposal of equipments	1,250,543,826,376	7,322,000,000
3	Expenses from disposal of equipments	(1,748,630,783)	(6,844,000,000)
4	Acquisition of investment fixed assets	-	-
5	Proceeds from disposal of investment real estates	-	-
6	Expenses from disposal of investment real estates	-	-
7	Additional equity investments in associates and joint ventures	-	(296,869,000,000)
8	Receipts from equity investment in associates and joint ventures	10,000,000,000	5,000,000,000
9	Dividend and profits from long term investments	18,872,559,818	339,294,000,000
<b>II</b>	<b>Net cash flows (used)/from investing activities</b>	<b>(1,927,413,675,429)</b>	<b>(3,177,276,000,000)</b>
<b>Cash flow from financial activities</b>			
1	Increase in chartered capital	-	19,985,769,000,000
2	Receipt from issuing long term valuable papers qualified as owners' capital and other long term borrowings	-	-
3	Payments for issued long term valuable papers qualified as owners' capital and other long term borrowings	-	-
4	Dividend paid	(3,734,192,676,600)	(4,194,807,000,000)
5	Payments for purchases of treasury shares	-	-
6	Receipt from sales of treasury shares	13,087,050,000	-
<b>III</b>	<b>Net cash flows (used)/from financial activities</b>	<b>(3,721,105,626,600)</b>	<b>15,790,962,000,000</b>
<b>IV</b>	<b>Net cash flow of the period</b>	<b>12,836,754,045,074</b>	<b>14,903,649,000,000</b>
<b>V</b>	<b>Cash and cash equivalents at the beginning of the period</b>	<b>74,215,984,000,000</b>	<b>59,313,988,000,000</b>
<b>VI</b>	<b>Adjustment for impact of changes in foreign exchange rate</b>	<b>11,909,666,974</b>	<b>(1,653,000,000)</b>
<b>VII</b>	<b>Cash and cash equivalents at the end of the period</b>	<b>87,064,647,712,048</b>	<b>74,215,984,000,000</b>

Hanoi, 14<sup>th</sup> February 2015

Prepared by

Chief Accountant

On behalf of the General Director  
Deputy General Director

(signed)

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