

MAJOR FINANCIAL BENCHMARKS

BUSINESS PERFORMANCE

Business results in 2018

	2017	2018	2018/2017 (%)
Revenue from sales of goods and provision of services	13,781,307	14,871,655	108%
Cost of goods sold	13,060,917	13,851,911	106%
Gross profit	720,390	1,019,744	142%
Financial income	21,271	17,898	84%
Financial expenses	107,874	87,739	81%
<i>In which: Interest expenses</i>	90,915	84,957	93%
Share of profit in associates	14,316	57,904	404%
Selling expenses	415,118	458,727	111%
General and administrative expenses	242,352	289,674	120%
Net operating (loss)/ profit	-9,368	259,407	2,769%
Other income	186,203	106,523	57%
Other expenses	2,848	3,619	127%
Results of other activities	183,355	102,905	56%
Accounting profit before tax	173,987	362,312	208%
Net profit after tax	139,056	300,267	216%
Equity holders of the Company	81,633	173,044	212%
Non-controlling interest	57,422	127,264	222%

Source: 2017, 2018 Audited Consolidated Financial Statements of the Company, Unit: VND million

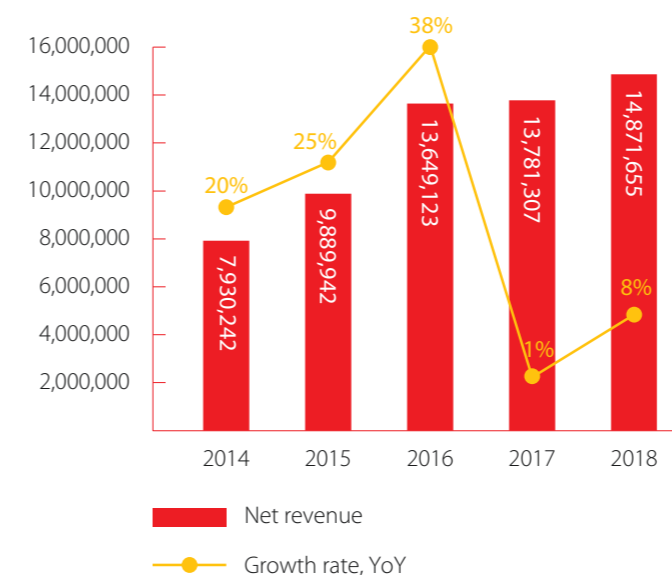


Financial benchmarks

BENCHMARKS	2017	2018
Liquidity Ratios		
Current ratio	0.91	0.97
Quick ratio	0.51	0.47
Leverage Ratios		
Liabilities / Total assets	0.65	0.65
Liabilities / Owner's equity	1.83	1.84
Debt to assets ratio	0.34	0.37
Operation capability ratio		
Net revenue / Total assets	3.81	3.41
Profitability Ratio		
Profit after tax / Net revenue	1.0%	2.0%
Profit after tax / Owner's equity	11.4%	21.4%
Profit after tax / Total assets	4.0%	7.5%
Operating profit / Net revenue	-0.1%	1.7%
Result of other activities / Net revenue	1.3%	0.7%

Source: 2017, 2018 Audited Consolidated Financial Statements of the Company, Unit: VND million

Net revenue and growth rate 2014 - 2018
Unit: VND million



Owners' equity and growth rate 2014 - 2018
Unit: VND million

