



*Hanoi, 27 March 2014*

## **FINANCIAL STATEMENTS OF 2013 VINGROUP JOINT STOCK COMPANY**

### **To: GENERAL SHAREHOLDERS' MEETING - VINGROUP JOINT STOCK COMPANY**

Despite numerous challenges resulting from the global economic crisis and a stagnant domestic real estate market in 2013, Vingroup Joint Stock Company (“**Vingroup**”) achieved a successful year, shown through positive financial indicators in its consolidated financial statements as at 31 December 2013, specifically as follows:

#### **1. Assets growth**

Vingroup's total assets increased by VND19,948 billion (from VND55,825 billion as of December 31, 2012 to VND75,773 billion as of December 31, 2013), equivalent to a 36% increase compared to 2012.

Substantial asset changes in the year are listed below:

- Completed and launched two mega shopping malls namely Vincom Mega Mall Royal City and Vincom Mega Mall Times City, resulting to the increased assets growth of VND 7,189 billion.
- Inventories increased, including the costs of construction in progress of high-end residential apartments, with a total amount of VND 1,129 billion.
- Increased assets resulting from the completion and launch of the projects' components for Vingroup's subsidiaries to provide services to customers, which amounted to VND 1,095 billion.
- New project investments reached a total amount of VND 2,487 billion.
- Increased cash and deposits in the bank accounts amounted to VND 5,917 billion.

#### **2. Liabilities and Equities**

##### **2.1. Loans and Borrowings in 2013:**

The total domestic and offshore short-term and long-term borrowings of Vingroup and its subsidiaries as at 31 December 2013 amounted to VND27,384 billion, in which short-term borrowings (including short-term portion of long-term borrowings) were VND3,024 billion and long-term borrowings were VND24,360 billion.

Total borrowings in 2013 increased by VND5,555 billion compared to the ending period of 2012, as the result of the following major fluctuations:

- Vingroup issued international bonds with a total value of VND4,180 billion (equivalent to US\$200 million), 4.5 year tenor, and 11.625% p.a. interest rate.
- Vingroup mobilised an international syndicated loan of VND3,163 billion (equivalent to US\$150 million), 3 year tenor, and LIBOR+5.5% p.a. interest rate.

- Net decrease in institutional borrowings (difference between new borrowings and repayments) was approximately VND1,788 billion.

## **2.2. Increase in equity**

- In 2013, Vingroup increased its equity by VND6,765 billion from undistributed profit after tax.
- Vingroup bought back 46,346,980 shares as treasury shares with the total value of VND2,949 billion.

## **3. Revenue and profit growth:**

- Vingroup's revenue in 2013 reached VND18,379 billion, an increase of VND10,471 billion compared with 2012 (equivalent of 132% increase). In 2013, Vingroup's revenue surged from the sales of inventory properties, amounting to VND9,322 billion (equivalent of 175% increase) compared with 2012. Throughout the year, Vingroup maintained a stable and growing revenue from leasing of offices and retail spaces (increased by 47% compared to 2012) and from its hospitality businesses (increased by 36% compared to 2012). New businesses such as education and healthcare also contributed to the revenue growth of Vingroup.
- Gross profit reached VND7,031 billion, with an average gross profit margin of 38%.
- The total profit after tax reached VND7,149 billion, representing an increase of VND5,303 billion (equivalent of 287% increase) compared to 2012. The profit after tax attributable to equity holders of the parent company was VND6,780 billion.
- Total taxes payable to the State Budget (including VAT, corporate income tax and other taxes) were VND3,298 billion, of which, VND2,604 billion was paid during the year.

### **VINGROUP JOINT STOCK COMPANY**

**General Director**

*To:*

*- As stated above;*

*- Vingroup Office for record.*

**(signed)**

**Duong Thi Mai Hoa**

*Note:*

- *Vingroup's 2013 financial statements were presented according to the Vietnamese Accounting Standards, audited by Ernst & Young Viet Nam Limited, and published on its website: [www.vingroup.net](http://www.vingroup.net)*