

**BALANCE SHEET**

As at Dec.31, 2014

Unit: VND

| No.        | Assets                                                        | Code       | Note | Dec.31,2014            | Jan.01,2014            |
|------------|---------------------------------------------------------------|------------|------|------------------------|------------------------|
|            | 1                                                             | 2          | 3    | 4                      | 5                      |
| <b>A</b>   | <b>SHORT-TERM ASSETS (100 = 110+120+130+140+150)</b>          | <b>100</b> |      | <b>231,421,280,656</b> | <b>235,018,658,799</b> |
| <b>I</b>   | <b>Cash &amp; Cash equivalents</b>                            | <b>110</b> |      | <b>55,865,516,720</b>  | <b>54,686,997,644</b>  |
| 1          | Cash                                                          | 111        | V.01 | 11,865,516,720         | 27,686,997,644         |
| 2          | Cash equivalents                                              | 112        |      | 44,000,000,000.00      | 27,000,000,000.00      |
| <b>II</b>  | <b>Short-term financial investments</b>                       | <b>120</b> | V.02 | <b>18,077,821,062</b>  | <b>7,113,876,800</b>   |
| 1          | Short-term investments                                        | 121        |      | 19,135,226,000         | 9,135,226,000          |
| 2          | Provision for devaluation of short-term investments           | 129        |      | (1,057,404,938)        | (2,021,349,200)        |
| <b>III</b> | <b>Short-term receivables</b>                                 | <b>130</b> |      | <b>47,498,024,151</b>  | <b>64,945,718,533</b>  |
| 1          | Trade accounts receivables                                    | 131        |      | 36,179,514,707         | 45,852,522,554         |
| 2          | Prepayment to suppliers                                       | 132        |      | -                      | 10,534,128             |
| 3          | Short-term intercompany receivables                           | 133        |      | -                      | -                      |
| 4          | Receivables on percentage of construction contract completion | 134        |      | -                      | -                      |
| 5          | Other receivables                                             | 135        | V.03 | 11,318,509,444         | 19,082,661,851         |
| 6          | Provision for short-term doubtful debts                       | 139        |      | -                      | -                      |
| <b>IV</b>  | <b>Inventories</b>                                            | <b>140</b> |      | <b>99,315,976,914</b>  | <b>93,331,610,053</b>  |
| 1          | Inventories                                                   | 141        | V.04 | 99,315,976,914         | 93,331,610,053         |
| 2          | Provision for devaluation of inventories                      | 149        |      | -                      | -                      |
| <b>V</b>   | <b>Other short-term assets</b>                                | <b>150</b> |      | <b>10,663,941,809</b>  | <b>14,940,455,769</b>  |
| 1          | Short-term prepaid expenses                                   | 151        |      | -                      | -                      |
| 2          | VAT deductible                                                | 152        |      | 2,445,285,506          | 2,414,134,996          |
| 3          | Tax and accounts receivable from State budget                 | 154        | V.05 | 2,004,020,303          | 12,918,773             |
| 4          | Other short-term assets                                       | 158        |      | 6,214,636,000          | 12,513,402,000         |

|            |                                                              |            |      |                       |                       |
|------------|--------------------------------------------------------------|------------|------|-----------------------|-----------------------|
| <b>B</b>   | <b>LONG-TERM ASSETS (200 = 210+220+240+250+260)</b>          | <b>200</b> |      | <b>65,687,350,765</b> | <b>67,052,848,245</b> |
| <b>I</b>   | <b>Long-term receivables</b>                                 | <b>210</b> |      | -                     | -                     |
| 1          | Long-term receivables from customers                         | 211        |      | -                     | -                     |
| 2          | Capital receivable from subsidiaries                         | 212        |      | -                     | -                     |
| 3          | Long-term inter-company receivables                          | 213        | V.06 | -                     | -                     |
| 4          | Other long-term receivables                                  | 218        | V.07 | -                     | -                     |
| 5          | Provision for long-term doubtful debts                       | 219        |      | -                     | -                     |
| <b>II</b>  | <b>Fixed assets</b>                                          | <b>220</b> |      | <b>44,964,254,025</b> | <b>52,262,083,290</b> |
| 1          | Tangible fixed assets                                        | 221        | V.08 | 20,509,964,537        | 26,176,977,948        |
|            | - Historical cost                                            | 222        |      | 78,694,691,666        | 78,759,430,155        |
|            | - Accumulated depreciation                                   | 223        |      | (58,184,727,129)      | (52,582,452,207)      |
| 2          | Finance leases fixed assets                                  | 224        | V.09 | -                     | -                     |
|            | - Historical cost                                            | 225        |      | -                     | -                     |
|            | - Accumulated depreciation                                   | 226        |      | -                     | -                     |
| 3          | Intangible fixed assets                                      | 227        | V.10 | 24,425,340,285        | 25,061,101,749        |
|            | - Historical cost                                            | 228        |      | 27,837,973,495        | 27,837,973,495        |
|            | - Accumulated depreciation                                   | 229        |      | (3,412,633,210)       | (2,776,871,746)       |
| 4          | Construction in progress                                     | 230        | V.11 | 28,949,203            | 1,024,003,593         |
| <b>III</b> | <b>Property investment</b>                                   | <b>240</b> | V.12 | -                     | -                     |
|            | - Historical cost                                            | 241        |      | -                     | -                     |
|            | - Accumulated depreciation                                   | 242        |      | -                     | -                     |
| <b>IV</b>  | <b>Long-term financial investments</b>                       | <b>250</b> |      | <b>18,988,386,500</b> | <b>10,710,983,526</b> |
| 1          | Investment in subsidiaries                                   | 251        |      | -                     | -                     |
| 2          | Investment in associate or joint-venture companies           | 252        |      | 10,688,386,500        | 10,688,386,500        |
| 3          | Other long-term investments                                  | 258        | V.13 | 8,300,000,000         | 2,500,000,000         |
| 4          | Provision for devaluation of long-term financial investments | 259        |      | -                     | (2,477,402,974)       |
| <b>V</b>   | <b>Other long-term assets</b>                                | <b>260</b> |      | <b>1,734,710,240</b>  | <b>4,079,781,429</b>  |
| 1          | Long-term prepaid expenses                                   | 261        | V.14 | 1,728,644,500         | 2,627,559,840         |
| 2          | Deferred income tax assets                                   | 262        | V.21 | 6,065,740             | 1,452,221,589         |
| 3          | Others                                                       | 268        |      | -                     | -                     |
| <b>VI.</b> | <b>Goodwill</b>                                              | <b>269</b> |      | -                     | -                     |

|  |                                     |            |  |                        |                        |
|--|-------------------------------------|------------|--|------------------------|------------------------|
|  | <b>TOTAL ASSETS (270 = 100+200)</b> | <b>270</b> |  | <b>297,108,631,421</b> | <b>302,071,507,044</b> |
|--|-------------------------------------|------------|--|------------------------|------------------------|

|           | <b>RESOURCES</b>                                 | <b>Code</b> | <b>Note</b> | <b>Dec.31,2014</b>     | <b>Jan.01,2014</b>     |
|-----------|--------------------------------------------------|-------------|-------------|------------------------|------------------------|
|           | <b>1</b>                                         | <b>2</b>    | <b>3</b>    | <b>4</b>               | <b>5</b>               |
| <b>A</b>  | <b>LIABILITIES (300 = 310+330)</b>               | <b>300</b>  |             | <b>39,838,128,897</b>  | <b>43,782,193,622</b>  |
| <b>I</b>  | <b>Short-term liabilities</b>                    | <b>310</b>  |             | <b>36,744,827,181</b>  | <b>40,688,908,551</b>  |
| 1         | Short-term borrowing                             | 311         | V.15        | 19,478,749,000         | 14,293,370,000         |
| 2         | Trade accounts payable                           | 312         |             | 9,590,786,867          | 4,676,918,368          |
| 3         | Advances from customers                          | 313         |             | 180,815,000            | 2,911,804,309          |
| 4         | Taxes and payable to state budget                | 314         | V.16        | 12,332,496             | 2,381,258,182          |
| 5         | Payable to employees                             | 315         |             | 3,920,037,449          | 7,006,504,066          |
| 6         | Payable expenses                                 | 316         | V.17        | 41,098,454             | 5,822,782,685          |
| 7         | Intercompany payable                             | 317         |             | -                      | -                      |
| 8         | Payable in accordance with contracts in progress | 318         |             | -                      | -                      |
| 9         | Other short-term payables                        | 319         | V.18        | 298,825,397            | 919,153,043            |
| 10        | Provision for short-term liabilities             | 320         |             | -                      | -                      |
| 11        | Bonus and welfare fund                           | 323         |             | 3,222,182,518          | 2,677,117,898          |
| <b>II</b> | <b>Long-term liabilities</b>                     | <b>330</b>  |             | <b>3,093,301,716</b>   | <b>3,093,285,071</b>   |
| 1         | Long-term accounts payable-Trade                 | 331         |             | -                      | -                      |
| 2         | Long-term intercompany payable                   | 332         | V.19        | -                      | -                      |
| 3         | Other long-term payables                         | 333         |             | 3,035,000,000          | 3,035,000,000          |
| 4         | Long-term borrowing                              | 334         | V.20        | -                      | -                      |
| 5         | Deferred income tax payable                      | 335         | V.21        | 58,301,716             | 58,285,071             |
| 6         | Provision for unemployment allowance             | 336         |             | -                      | -                      |
| 7         | Provision for long-term liabilities              | 337         |             | -                      | -                      |
| 8         | Unrealised revenue                               | 338         |             | -                      | -                      |
| 9         | Scientific and Technological Development fund    | 339         |             | -                      | -                      |
| <b>B</b>  | <b>OWNER'S EQUITY</b>                            | <b>400</b>  |             | <b>257,270,502,524</b> | <b>258,289,313,422</b> |
| <b>I</b>  | <b>Capital sources and funds</b>                 | <b>410</b>  | V.22        | <b>257,270,502,524</b> | <b>258,289,313,422</b> |
| 1         | Paid-in capital                                  | 411         |             | 126,358,400,000        | 126,358,400,000        |

|           |                                     |            |      |                        |                        |
|-----------|-------------------------------------|------------|------|------------------------|------------------------|
| 2         | Capital surplus                     | 412        |      | 152,960,686,000        | 152,960,686,000        |
| 3         | Other capital of owner              | 413        |      | 1,287,760,139          | 1,287,760,139          |
| 4         | Treasury stock                      | 414        |      | (62,529,155,207)       | (62,529,155,207)       |
| 5         | Asset revaluation differences       | 415        |      | -                      | -                      |
| 6         | Foreign exchange differences        | 416        |      | -                      | -                      |
| 7         | Investment and development fund     | 417        |      | 5,837,847,302          | 5,837,847,302          |
| 8         | Financial reserve fund              | 418        |      | 11,472,883,445         | 11,472,883,445         |
| 9         | Other fund belong to owner's equity | 419        |      | -                      | -                      |
| 10        | Retained after-tax profit           | 420        |      | 21,882,080,845         | 22,900,891,743         |
| 11        | Capital for construction work       | 421        |      | -                      | -                      |
| <b>II</b> | <b>Budget sources</b>               | <b>430</b> |      | -                      | -                      |
| 1         | Bonus and welfare funds             | 431        |      | -                      | -                      |
| 2         | Budgets                             | 432        | V.23 | -                      | -                      |
| 3         | Budget for fixed asset              | 433        |      | -                      | -                      |
| <b>C</b>  | <b>MINORITY INTEREST</b>            | <b>500</b> |      | -                      | -                      |
|           | <b>TOTAL RESOURCES</b>              | <b>440</b> |      | <b>297,108,631,421</b> | <b>302,071,507,044</b> |

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Mekong Fisheries Joint Stock Company

## INCOME STATEMENT

Quarter 4/2014

| Items                                                      | Code      | Note         | Quarter 4             |                        | Accumulation fr. Jan. 01 to Dec. 31 |                        |
|------------------------------------------------------------|-----------|--------------|-----------------------|------------------------|-------------------------------------|------------------------|
|                                                            |           |              | 2014                  | 2013                   | 2014                                | 2013                   |
| 1                                                          | 2         | 3            | 4                     | 5                      | 6                                   | 7                      |
| <b>1. Revenue of sales and services</b>                    | <b>01</b> | <b>VI.25</b> | <b>95,999,561,022</b> | <b>153,513,956,214</b> | <b>441,396,275,416</b>              | <b>537,068,098,296</b> |
| <b>2. Deductions</b>                                       | <b>02</b> |              | <b>-</b>              | <b>-</b>               | <b>2,379,534,848</b>                | <b>3,581,178,129</b>   |
| <b>3. Net sales and services ( 10 = 01 - 02 )</b>          | <b>10</b> |              | <b>95,999,561,022</b> | <b>153,513,956,214</b> | <b>439,016,740,568</b>              | <b>533,486,920,167</b> |
| <b>4. Cost of sales</b>                                    | <b>11</b> | <b>VI.27</b> | <b>85,380,544,898</b> | <b>137,591,182,619</b> | <b>395,911,696,402</b>              | <b>471,142,801,812</b> |
| <b>5. Gross profit (20= 10-11)</b>                         | <b>20</b> |              | <b>10,619,016,124</b> | <b>15,922,773,595</b>  | <b>43,105,044,166</b>               | <b>62,344,118,355</b>  |
| <b>6. Financial income</b>                                 | <b>21</b> | <b>VI.26</b> | <b>2,104,053,719</b>  | <b>864,549,497</b>     | <b>8,642,850,944</b>                | <b>2,991,238,807</b>   |
| <b>7. Financial expenses</b>                               | <b>22</b> | <b>VI.28</b> | <b>276,165,739</b>    | <b>(667,474,324)</b>   | <b>713,281,995</b>                  | <b>411,451,490</b>     |
| - In which: Interest expense                               | 23        |              | 143,327,892           | 64,150,093             | 333,714,617                         | 369,259,336            |
| <b>8. Selling expenses</b>                                 | <b>24</b> |              | <b>10,109,835,740</b> | <b>9,201,627,844</b>   | <b>29,113,198,590</b>               | <b>41,050,547,512</b>  |
| <b>9. General &amp; administrative expenses</b>            | <b>25</b> |              | <b>1,846,075,245</b>  | <b>3,952,997,245</b>   | <b>10,158,678,522</b>               | <b>12,898,438,531</b>  |
| <b>10. Net operating profit [30=20+(21-22)-(24+25)]</b>    | <b>30</b> |              | <b>490,993,119</b>    | <b>4,300,172,327</b>   | <b>11,762,736,003</b>               | <b>10,974,919,629</b>  |
| <b>11. Other income</b>                                    | <b>31</b> |              | <b>40,989,728</b>     | <b>113,542,364</b>     | <b>310,909,199</b>                  | <b>397,237,146</b>     |
| <b>12. Other expenses</b>                                  | <b>32</b> |              | <b>1,435,359</b>      | <b>-</b>               | <b>360,138,327</b>                  | <b>441,883,897</b>     |
| <b>13. Other profit (40=31-32)</b>                         | <b>40</b> |              | <b>39,554,369</b>     | <b>113,542,364</b>     | <b>(49,229,128)</b>                 | <b>(44,646,751)</b>    |
| <b>14. Profit or loss in joint venture</b>                 | <b>45</b> |              | <b>-</b>              | <b>-</b>               | <b>-</b>                            | <b>-</b>               |
| <b>15. Profit before tax ( 50=30+40)</b>                   | <b>50</b> |              | <b>530,547,488</b>    | <b>4,413,714,691</b>   | <b>11,713,506,875</b>               | <b>10,930,272,878</b>  |
| 16. Current corporate income tax expenses                  | 51        | VI.30        | 145,449,202           | 1,718,053,133          | 1,468,438,537                       | 3,722,807,487          |
| 17. Deferred corporate income tax expenses                 | 52        | VI.30        | 128,653,255           | (622,527,145)          | 1,446,172,494                       | (979,886,952)          |
| <b>18. Profit after tax (60=50-51-52)</b>                  | <b>60</b> |              | <b>256,445,031</b>    | <b>3,318,188,703</b>   | <b>8,798,895,844</b>                | <b>8,187,352,343</b>   |
| 18.1 Profit after tax of minorities                        | 61        |              | 0                     | 0                      | 0                                   | 0                      |
| 18.2 Profit after tax of the parent company's shareholders | 62        |              | 256,445,031           | 3,318,188,703          | 8,798,895,844                       | 8,187,352,343          |
| <b>19. EPS (VND/share)</b>                                 | <b>70</b> |              | <b>26</b>             | <b>334</b>             | <b>886</b>                          | <b>824</b>             |

**Mekong Fisheries Joint Stock Company**

**CASH FLOW STATEMENT**

Quarter 4/2014(Indirect method)

Unit: VND

| No.       | Items                                                                                   | Code      | Note | Accumulation fr. Jan. 01 to Dec. 31 |                       |
|-----------|-----------------------------------------------------------------------------------------|-----------|------|-------------------------------------|-----------------------|
|           |                                                                                         |           |      | 2014                                | 2013                  |
| 1         | 2                                                                                       | 3         | 4    | 5                                   | 6                     |
| <b>I</b>  | <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>                                            |           |      |                                     |                       |
| <b>1</b>  | <b>Profit before tax</b>                                                                | <b>01</b> |      | <b>11,713,506,875</b>               | <b>10,930,272,878</b> |
| <b>2</b>  | <b>Adjustment in accounts</b>                                                           |           |      |                                     |                       |
|           | Fixed assets depreciation                                                               | 02        |      | 7,483,725,504                       | 8,241,115,513         |
|           | Provisions                                                                              | 03        |      | (3,441,347,236)                     | (439,025,426)         |
|           | Unrealized foreign exchange difference loss/gain                                        | 04        |      | (486,115,608)                       | (233,140,283)         |
|           | Loss/gain from investment                                                               | 05        |      | (3,999,279,374)                     | (1,766,431,473)       |
|           | Loan interest expenses                                                                  | 06        |      | 333,714,617                         | 369,259,336           |
| <b>3</b>  | <b>Operating profit before the changes of current capital</b>                           | <b>08</b> |      | <b>11,604,204,778</b>               | <b>17,102,050,545</b> |
|           | Changes in accounts receivable                                                          | 09        |      | 12,463,244,167                      | (13,241,879,243)      |
|           | Changes in inventories                                                                  | 10        |      | (5,984,366,861)                     | 19,776,856,029        |
|           | Changes in trade payables (interest payable, income tax payable)                        | 11        |      | (5,300,634,138)                     | 4,378,624,106         |
|           | Changes in prepaid expenses                                                             | 12        |      | 898,915,340                         | 1,331,135,159         |
|           | Loan interest paid                                                                      | 13        |      | (334,084,039)                       | (355,363,005)         |
|           | Corporate income tax paid                                                               | 14        |      | (4,756,034,975)                     | (3,728,072,304)       |
|           | Other receivables                                                                       | 15        |      | 134,000,000                         | 70,500,000            |
|           | Other payables                                                                          | 16        |      | (473,400,000)                       | (6,218,855,592)       |
|           | <b>Net cash provided by (used in) operating activities</b>                              | <b>20</b> |      | <b>8,251,844,272</b>                | <b>19,114,995,695</b> |
| <b>II</b> | <b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>                                            |           |      |                                     |                       |
| <b>1</b>  | Cash paid for purchase of capital assets and other long-term assets                     | 21        |      | (269,821,203)                       | (3,657,007,702)       |
| <b>2</b>  | Cash received from liquidation or disposal of capital assets and other long-term assets | 22        |      | -                                   | -                     |
| <b>3</b>  | Cash paid for lending or purchase debt tools of other companies                         | 23        |      | (15,000,000,000)                    | (5,000,000,000)       |

|            |                                                               |           |  |                        |                         |
|------------|---------------------------------------------------------------|-----------|--|------------------------|-------------------------|
| 4          | Withdrawal of lending or resale debt tools of other companies | 24        |  | 15,000,000,000         | -                       |
| 5          | Cash paid for joining capital in other companies              | 25        |  | (5,800,000,000)        | (10,688,386,500)        |
| 6          | Withdrawal of capital in other companies                      | 26        |  | -                      | -                       |
| 7          | Cash received from interest, dividend and distributed profit  | 27        |  | 3,522,225,597          | 1,825,523,139           |
|            | <b>Net cash used in investing activities</b>                  | <b>30</b> |  | <b>(2,547,595,606)</b> | <b>(17,519,871,063)</b> |
| <b>III</b> | <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>                  |           |  |                        |                         |
| 1          | Cash received from issuing stock, other owners' equity        | 31        |  | -                      | -                       |
| 2          | Cash paid to owners' equity, repurchase issued stock          | 32        |  | -                      | (1,390,000)             |
| 3          | Cash received from long-term and short-term borrowings        | 33        |  | 37,714,469,000         | 48,113,684,421          |
| 4          | Cash paid to principal debt                                   | 34        |  | (32,529,090,000)       | (33,820,314,421)        |
| 5          | Cash paid to financial lease debt                             | 35        |  | -                      | -                       |
| 6          | Dividend, profit paid for owners                              | 36        |  | (9,935,242,150)        | (4,319,732,500)         |
|            |                                                               |           |  | -                      | -                       |
|            | <b>Net cash (used in) provided by financing activities</b>    | <b>40</b> |  | <b>(4,749,863,150)</b> | <b>9,972,247,500</b>    |
|            | <b>Net cash during the period (50=20+30+40)</b>               | <b>50</b> |  | <b>954,385,516</b>     | <b>11,567,372,132</b>   |
|            | <b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>         | <b>60</b> |  | <b>54,686,997,644</b>  | <b>42,872,361,640</b>   |
|            | Influence of foreign exchange change                          | 61        |  | 224,133,560            | 247,263,872             |
|            | <b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>               | <b>70</b> |  | <b>55,865,516,720</b>  | <b>54,686,997,644</b>   |