



### Content



# **Vision**

To become a leading service oriented investment corporation in Vietnam, joining the regional and international markets.

# **Missions**

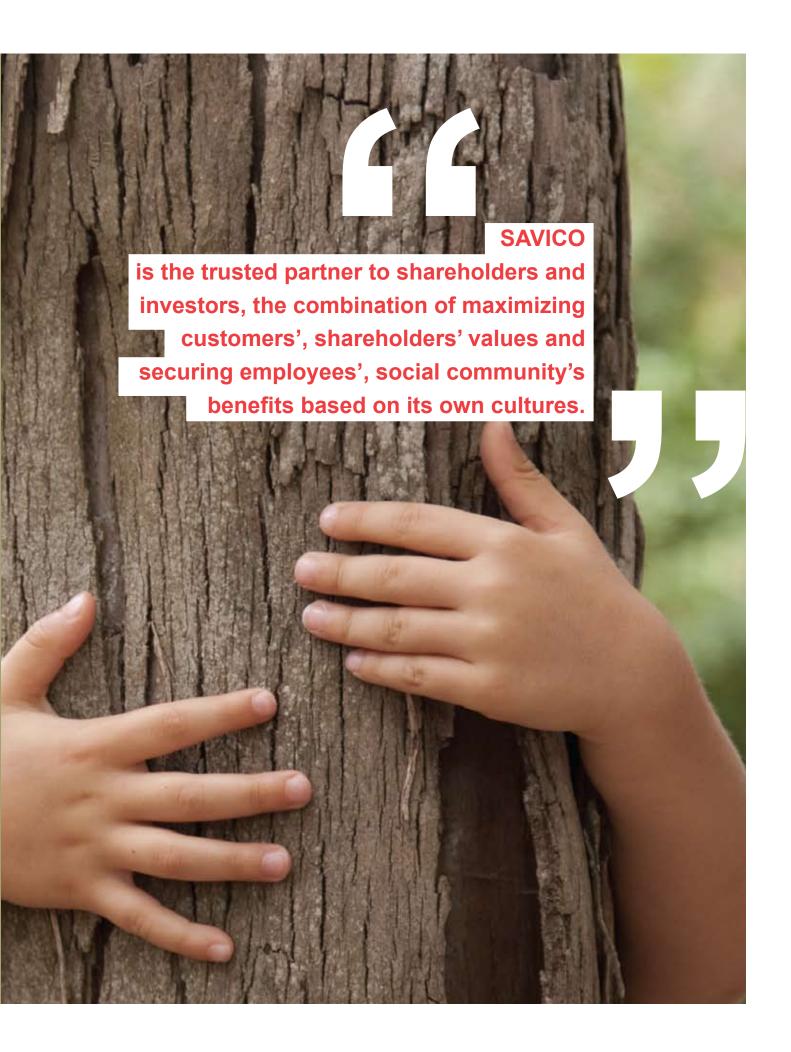
Attain position of the best service provider with all business activies aimed at satisfying customers' needs.

"Satisfying customers is our happiness"

# **Core values**

"Respect, listen, and value customers', partners', shareholders' interests as our own."

"Uniting to overcome obstacles; renewing ourselves for promising opportunities and success"



# Message from the Chairman



### Dear shareholders and investors,

In 2009, while the global economy has revived after the 2008 financial crisis, the Vietnam economy has not been recovered as expected. The Vietnamese government has decided to change their number one target from subpressing inflation to sustaining economy growth, stabilizing the macro economy, maintaining social security by executing economic stimulus packages. However, risks and obstacles still remain: widening trade deficit and balance-of-payments crisis, foreign exchange rate, gold price, gasoline price increased rapidly during the last months of the year, and increasing risk of inflation. These negative external factors affected the Corporation's business directly.

Since the beginning of the year, the Board of Directors (BOD) has directed the Board of Managers (BOM) to adjust the Corporation's goals and to execute timely, affective actions to cope with the situation in order to achieve the annual targets as planned. Eventhough it was a difficult time for all of us, the good point is this has shown the BOM's efforts to lead the corporation through hardships by implementing effective financial policies throughout the whole corporate system so that we can now grow safely and attain a steady position in the market. We have captured all opportunities to buildup and professionalize our Auto & Motocycle Services while concurrently enlarging the business network to increase our market shares, establishing a stable competitive reputation within the industry. Our strategies include maximizing returns from our real estate investments, sharpening our financial service forcasting abilities, developing an efficient financial system to reconstruct our portfolios by liquidating unfit equities and to avoid external risks.

Savico has ended the fiscal year 2009 with a lot of grand success, EBIT of the whole system gained 178% compared to plan, that thanks to the competent and proper decisions from the BOD and management teams throughout the whole Savico corporation. These great achievements were also the results of our shareholders', investors', and customers' encouragements, sharings, co-operations, and trustfulness, that have given the BOD, the BOM, and all employees motivation and confidence to commit to Savico's development and growth. After 5 years dealing with so many challenges and difficulties, our BOD has gained many valuable lessons and experience, which helped us strengthen our spiritual & physical stamina, for example: (1) To grow the company prospectively we need to have the right marketing and financing strategies; Difficulties often come with opportunities, and we need to take the chance to grow our business; (2) To gather and make use of all internal and external resources to expand our business and preserve steady growth; (3) To build a transparent and professional management system every member of the management teams should seriously admit his/ her failure and success, take good care and train our supporters so that we can have a team of qualified people who are always able to take charge of the assigned duties.

### Message from the Chairman

This year 2010 is the first year of the 2010 – 2015 term to the BOD and the Board of Supervisors (BOS). The BOD will continue to complete the goal of making Savico a steady investment company at a national and international level by the year 2015 in the conditions of HEALTHY FINANCE – STEADY GROWTH by promoting Savico's 3 main service catergories, combining business opportunities within the business categories, industries and demographic areas, taking control of the market share through the establishments of 2 joint stock companies in Da Nang and Can Tho, carrying out necessary research to set up more specialty joint stock (JV) companies in Real Estate, Auto & Motorcycle, and Finance services in the future.

On behalf of the BOD, I would like to express our gratefulness to all shareholders, investors, and customers for their supports and contributions to the development of our corporation in all these years. I would like to send my special thanks to all members of the BOD, current shareholders, Ben Thanh Group, our partners, our consulting companies, supportive banks, central and local government offices, State Securities Commission of Vietnam, Ha Noi Stock Exchange, Ho Chi Minh Stock Exchange, Vietnam Securities Depository, and especially to the valuable suports from the BOM, all employees that have helped the 2005 – 2010 term BOD complete their duties in building the foundation and advancement of the corporation. Savico shall fulfill its missions and exceed its 2010 business plan targets with a speedy, but steady pace to worth the shareholders', investors', and customers' trust.

Thank you very much.

NGUYỄN VĨNH THỌ Chairman



#### Mr Nguyen Vinh Tho

Chairman

Date of birth: 01/01/1961 Place of birth: Gia Lai Province Permanent address: 17 Tran Nhat

Duat, District 1, HCMC Major: Master of Business

Administration

Position in other organizations: Chairman of Savico Hanoi Corporation, Chairman of Toyota East Saigon Corporation (TESC), Chairman of Toyota Giai Phong JV Co., Ltd, Chairman of Savico -Vinaland JV Co., Ltd, Chairman of

Dana (Dana Ford) Corporation.





Member

Date of birth: 25/11/1967

Permanent address: 93, 37 Street, Tan Quy

Ward, District 7, HCM City

Major: Master of Business Administration Position in other organization: Deputy general director of Kinh Do Corporation.



#### Ms Hoang Thi Thao

Member
Date of birth: 11/12/1958
Place of birth:
Ho Chi Minh City
Permanent address: 89/4
Tran Van Dang, Ward 9,
District 3, HCMC
Major: Chief Accountant
Position in other
organizations: none



#### Mr Vo Hien

Member
Date of birth: 20/06/1956
Place of birth: Hoa Vang,
Da Nang City
Permanent address: 159 Ly
Tu Trong, Ben Thanh Ward,
District 1, HCMC
Major: College Degree

Position in other organizations: none



#### Mr Le Dien

Member

Date of birth: 05/06/1962

Place of birth: Quang Nam Province Permanent address: 82/52 Dinh Bo Linh, Ward 26, Binh Thanh District,

**HCMC** 

Major: Bachelor of Economics
Position in other organizations: none





#### Mr Nguyen Binh Minh

Member

Date of birth: 13/02/1972 Place of birth: Ha Noi

Permanent address: 150/1 Ung Van Khiem, Ward 25, Binh Thanh District, HCMC Major: Bachelor of Business Administration Position in other organizations: Chairman of Saigon Ngoi Sao Corp., Chairman of Dong Do Thanh Co., Ltd., Member of BOM of Comfort

Delgro Savico Taxi JV.



#### Mr Te Tri Dung

Member

Date of birth: 14/08/1981
Place of birth: Ho Chi Minh City
Permanent address: 56 Dinh Cong
Trang, Tan Dinh Ward, District 1, HCMC

Major: Master of Business

Administration

Position in other organizations: Member of BOD of Norfolk Hotel JV Co., Ltd,
Member of BOD of Ben Thanh Jewelry

Co., Ltd.







Deputy General Director Date of birth: 18/02/1973

Place of birth: Hung Yen Province

Permanent address: A4-6 Khanh Hoi Apartment

Building, 360C Ben Van Don, Ward 1,

District 4, HCMC

Major: Master of Business Administration
Position in other organizations: Chairman of
member Council of Service and Trading Co., Ltd,
Chairman of Supercar Corporation, Member of
Board of Directors of of Saigon Automobile Co.,
Ltd, Member of Member Council of Dong Do Thanh
Corporation.



Mr Vo Hien
Deputy General Director



Mr Nguyen Vinh Tho General Director

Board Mana





#### Mr Phan Tuan Dung

Deputy General Director Date of birth: 21/08/1969

Place of birth: Quang Nam Province

Permanent address: 10 Nguyen Duc Canh, Thuan Phuoc Ward, Hai Chau District, Da Nang City

Major: Bachelor of Economics

Position in other organizations: General Director -Member of BOD of Dana Corporation (Dana Ford).

#### Mr Ta Phuoc Dat

Deputy General Director Date of birth: 15/06/1969 Place of birth: Ho Chi Minh City Permanent address: 115/110 A Le Van Sy, Ward 13, Phu Nhuan District, HCMC Major: Bachelor of Accounting Position in other organizations: Chairman of Member Council of Ben Thanh - Savico General Trading and Service Co., Ltd, Member of BOD of Viet Thai Corporation, Member of BOD of SPT, Member of BOD of Ben Thanh Long Hai Tourism Corporation (Tropicana).



Mr Nguyen Binh Minh Deputy General Director



#### Ms Nguyen Phuong Loan

Member

Date of birth: 06/11/1962 Place of birth: Ho Chi Minh City Permanent address: 518/8/1 Le Van Sy, Ward 11, Phu Nhuan District, HCMC

Major: Trading Accounting

Position in other organizations: none







#### Mr Nguyen Phuc Hung

Member

Date of birth: 22/08/1964 Place of birth: Ho Chi Minh City

Permanent address: 24 Huyen Quang, Tan Dinh Ward,

District, 1, HCMC

Major: Bachelor of Economics

Position in other organizations: none



#### Mr Le Xuan Duc

**Chief Supervisor** 

Date of birth: 10/08/1953

Place of birth: Thanh Hoa Province

Permanent address: 471 Phan Van Tri, Ward 7, District

5, HCMC

Major: Bachelor of Finance - Accounting

Position in other organizations: Chief Supervisor of

Ben Thanh Housing Trading Co., Ltd.



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# Summary of the Corporation Operation and Development History

01

#### **Establishing and Developing History:**

The Era of Being a State-owned Company (1982 – 2004)

Saigon General Service Corporation used to be a state-owned company that was instituted on 01/09/1982 by the name District 1 Service Company.

In 1986, the company's name was changed from District 1 Service Company to Saigon General Service Corporation or Savico.

In 1990, the company started with Auto – Motorcycle retailing business, traveling service, taxi service building the foundation for the development of the Trading Service system later.

During 1998 – 2004, the company was changing its focus to become an investment company, concentrating on forming and developing distribution chains of well-known vehicle brands such as Toyota, Ford, Daewoo, Suzuki, etc,.. also entering the real estate field and investing in industries like: tele-communication, banking, etc...

The Era of Operating As a Joint Stock Company (from 2005 to 2010)
Saigon General Service Corporation (Savico) was officially operated on 04/01/2005.

On 21/12/2006, Savico's stock was officially listed and traded on the Ha Noi Stock Trading Center under the symbol SVC, and then was changed to the Ho Chi Minh Stock Exchange (HOSE) on 01/06/2009.

During 5 years operating as a joint stock company, Savico has determined its major goal as to become an investment company concentrating on 3 areas: Trading services (primary), Real estate services, and Finance services.

02

### **Company Name and Other Information**

Company name : SAIGON GENERAL SERVICE CORPORATION

Trading name : SAVICO Stock symbol : SVC

Head quarter

Address : 68 Nam Ky Khoi Nghia st., Distric 1, Ho Chi Minh City

Telephone : (84-8) 3.821 3913

Fax : (84-8) 3. 821 3553 - (84-8) 3.8215992

Website : www.savico.com.vn Email : savico@savico.com.vn

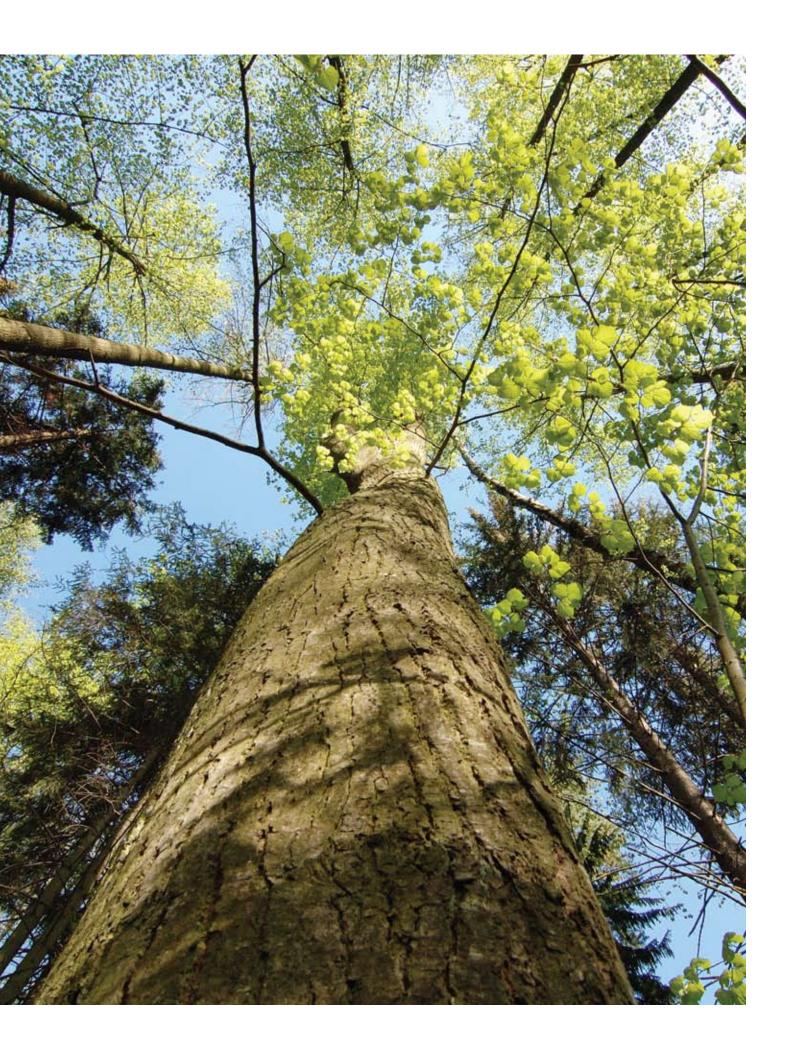
#### Branches, Subsidiaries, Affiliates, and Investment Companies

02 branches: Savico - Da Nang and Savico - Can Tho

09 subsidiaries, 07 affiliates

15 investment companies with Savico's shares

(Please refer to the appendix of Savico's subsidiaries, affiliates, and investment companies for further information)



### Savico Business Activities



The corporation's strategy is to focus on Trading services through organizing 3 servicing areas: Automobiles, Motorcycles, and other trading services. This will help Savico control and maintain our current markets, market share, customer bases, and increase brand recognition at the same time.

#### Auto service and trading network:

Distributing top brands such as Toyota, Ford, GM – Daewoo, Huyndai, Suzuki through subsidiaries and affiliated companies.

- The Northern Vietnam region:
  Toyota Giai Phong JV Co., Ltd. has created Toyota Phap
  Van, Savico Hanoi Corporation is going to invest in Long
  Bien Toyota Co., Ltd. which will be officially opened by
  the second quarter of 2010.
- The Central Vietnam region:

  Dana Corporation (Dana Ford), Binh Dinh Ford branch,
  Gia Lai Ford branch (distributing Ford automobiles),
  Huyndai Song Han Da Nang (distributing Hyundai
  automobiles).
- The Ho Chi Minh city and Southeast Vietnam regions
  Toyota East Saigon (TESC) has developed Toyota Go
  Vap dealership (distributing Toyota automobiles) and
  is planning to enter the market of trading used Toyota
  vehicles; Dong Do Thanh Co. Ltd. (distributing Daewoo),
  Saigon Automobiles Co. Ltd. (Saigon Ford), Ben Thanh
  Ford Company (distributing Ford automobiles), Hyundai
  HCMC JV Company (distributing Hyundai automobiles),
  Saigon Ngoi Sao Corporation (distributing Suzuki
  vehicles).

## **Trading Services**



■ The Mekong Delta region: established Toyota Can Tho Co. Ltd. (distributing Toyota automobiles), Savico Ford Can Tho Branch (distributing Ford automobiles).

#### Motorcycle service and trading network:

Savico has been concentrating on HCMC and Can Tho markets only. The corporation has set up 4 companies so far:

- Saigon Ngoi Sao Corporation distributing Suzuki vehicles, Saigon Service and Trading Co. Ltd. (in Can Tho City) distributing Yamaha motorbikes; Savico Can Tho branch distributing Yamaha and Suzuki vehicles, Ben Thanh Savico Service & Trading Co., Ltd distributing SYM motorbikes.
- The company has increased the exploitation in HCMC and Mekong Delta markets. In Can Tho city, Savico has formed 2 companies which control 5 shops distributing Suzuki vehicles in An Giang provinces.

#### Other trading services:

include transportation service (Comfort Delgro Savico Taxi Co. Ltd.) and retailing such as cosmetics, home appliances, and beauty services, etc.

# Savico Business Activities



Product Type	Name & Location		Details	Savico's Proportion	Partners' Proportion
Savico Plaza Complex	1.	Savico plaza – 115 – 117 Ho Tung Mau st., Dist.1.	Land area: 3,055 m <sup>2</sup> with 22 upper floors, as trading center, offices, and servicing apartments. Total investment of USD 48 million.	50,5%	Vinacapital 49,5%
		Savico Plaza – 104 Pho Quang st., Tan Binh Dist.	Land area: 9,028 m². A trading complex with servicing apartments, trading centre, offices for lease, and hotel.	100%	
		Savico Plaza Long Bien, Ha Noi:	Land area of 46,400 m <sup>2</sup> devided into 2 main areas: the A zone has a super mall, trading center, entertainment area, while the B zone has auto showrooms and offices for lease.	100%	

# **Real Estate Services**



HTMC - SAVICO office building at 91 Pasteur, dist.1, HCM city

Product Type	Name & Location	Details	Savico's Proportion	Partners' Proportion
Savico Trading Center	1. Savico Da Nang Trading Center	Capacity: 1 ground floor, 1 mezzanine, and 3 upper floors with the whole area of 4,738 m <sup>2</sup> . Almost 100% of this center has been effectively exploited.	100%	
	2. Savico Can Tho Trading Center	Capacity: 1 ground floor, and 1 mezzanine with the total area of 2,333 m <sup>2</sup> . A complete 100% of this center has been effectively exploited.	100%	
Savico Office Building	1. HTMC – Savico Office Building – 91 Pasteur, Dist 1	Land area: 1,604 m² with 2 basements and 7 upper floors with the total construction area of 8,030 m². The building was completed and will be exploited in April 2010.	51%	Ho Chi Minh City Housing Management and Trading Company: 49%
	2. 95-97-99 Tran Hung Dac Office Building, Dist. 1	Capactity: 1 ground floor, 1 mezzanine, 5 floors, which have been exploited 100%.	100%	
	3. 555 Tran Hung Dao Office Building, Dist. 1	Capacity: 1 ground floor, 1 mezzanine, and 5 floors, which have been exploited 100%.	100%	
	4. 35 Dong Khoi Office Building.	Capacity: 1 basement, 1 ground floor and 6 upper floors, which have been exploited 100%.	100%	

# Savico Business Activities

Product Type		Name & Location	Details	Savico's Proportion	Partners' Proportion	
Savico Office Building	5.		Land area: 3,010 m <sup>2</sup> , the building has 2 basements, 1 ground floor, 1 mezzanine and 24 upper floors. Construction area is 35,049 m <sup>2</sup> .	49%	Khanh Hoi Import Export Joint Stock Company (Khahomex): 51%	
	6.	9-15 Le Minh Xuan Office Building, Tan Binh Dist.	Land area: 993 m <sup>2</sup> , & total construction area: 8,690 m <sup>2</sup> .	30%	TITCO Co., Khanh Hoi Import Export Joint Stock Company	
	7.	277-279 Ly Tu Trong Office Building, Dist. 1	Capacity: 1 basement, 1 ground floor, and 10 upper floors, its total office area is 4,000 m <sup>2</sup> .	100%		
Savico Residence	1.	Apartment Building on Highway 13 <sup>th</sup> , Thu Duc Dist.	Land area of 18,247 m <sup>2</sup> . Functions: apartments for sale and trading center.	100%	100%	
	2	Apartment Building in Hiep Binh Phuoc – Tam Binh, Thu Duc Dist.	Land area is 57,233 m <sup>2</sup> , which will be used to build an 18 floor apartment building with 1,400 apartments and a trading center as well as land devided into plots with the total construction area of 176,000 m <sup>2</sup> .	100%		
	3.	Titco Plaza 1014B Thoai Ngoc Hau, Tan Phu.	Apartment for sale building (20 floors) and trading center on the area of 10,814 m <sup>2</sup> .	30%	TITCO Co., Khanh Hoi Import Export Joint Stock Company	
	4.	Long Hoa Villa Residence, Can Gio Dist.	The land area is about 30 hectas to build garden-villas and detached houses.	50%	Foreign Trade Development and Investment Corporation (FIDECO)	
Savico Hotel & Resort 1. Son Tra M		Son Tra Mercure Resort .	The land area of 57,650 m², include: 20 beachview, high-class villas, 4-star Mercure hotel with 120 rooms, and other services such as spa, beach	100%		
	2.	Ho Tram Villas – Xuyen Moc	This project has more than 58 high-class villas built on a 10 ha area.	100%		

# **Real Estate Services**



### Savico Business Activities



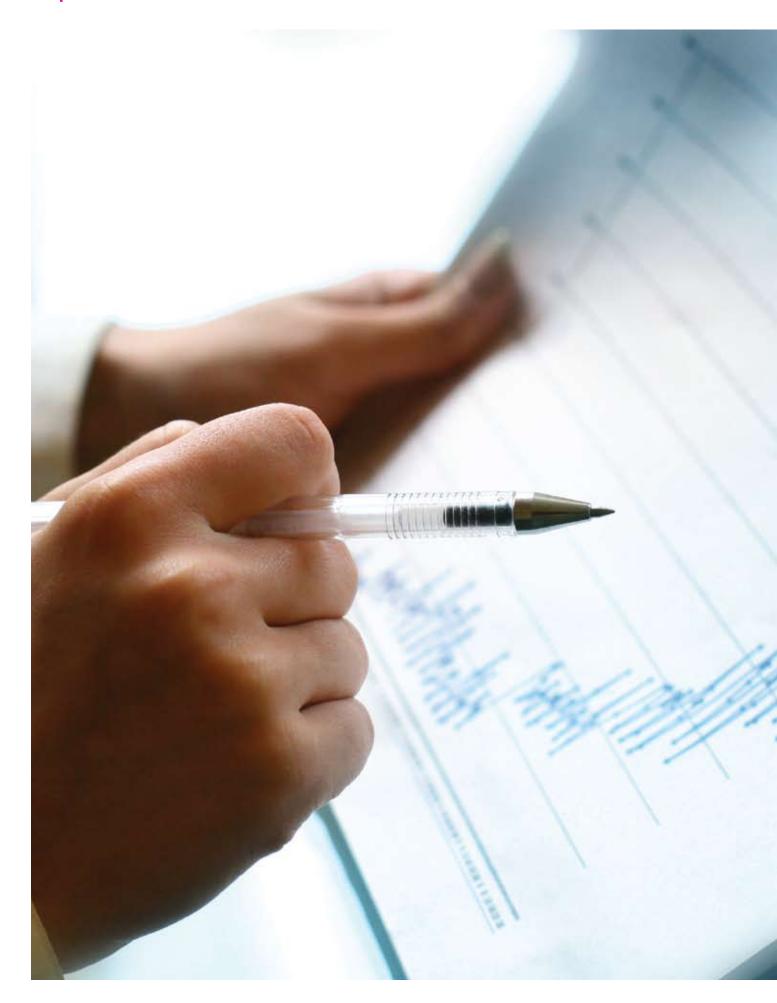
Savico's stock listed on HOSE 1/6/2009

Finance Services mainly focus on how to manage the capital, cash flows, and investment portfolios effectively, to develop a stable financial structure that could support the corporation's 5 year plan. Savico's next goals are to form necessary financial institutions to support Trading Services and Real Estate Services. Moreover, Savico will also invest in suitable businesses to exploit every lucrative investment opportunity and to increase profit.

# Finance Services



# Report from the CEO





#### **Performance Report 2009**

#### **INCOME STATEMENT 2009:**

#### Profits and Losses:

In 2009, the Corporation focused on management solutions to reach the annual planned figures, The total revenue was VND 3,093 billion, 137.48% more than expected. Profit before tax was VND 125,7 billion, was 178% compared to plan, The detailed figures are shown below:

Pa	ırameter	Unit	Actual 2008	Plan 2009	Actual 2009	(%) Compared to plan
•	Revenue	Millions vnd	2,120,656	2,250,000	3,093,441	137.48
•	Profit before tax	Millions vnd	61,866	70,500	125,649	178.22
•	Profit after tax	Millions vnd	55,292	54,500	99,874	183.25
•	Savico's earning	Millions vnd	39,953	42,400	71,885	169.54
•	Dividend	Millions vnd	13%	10%		
•	EPS	VND/share	2,236		3,425	

#### **Trading Services**

#### ■ Automobile Business Segment:

The capital invested in Trading Services was VND 527 billion at the beginning of 2009, and was VND 806 billion on 31/12/2009, a 53% increase compared to the beginning of the year, equal to 44.99 % of the Corporation's total assets.

In 2009, Savico's automobile business segment continued to lead the Vietnam distribution network with the total sale of 9,225 vehicles, a 30% increase compared to 2008, and took 7.6% market share of VAMA, in which Toyota automobiles took up to 20% of the Toyota market in Vietnam, and Ford automobiles took up to 22% of the Ford market in Vietnam, GM-Daewoo automobiles took up to 4% of Vidamco market share, and Suzuki vehicles took up to 22% of the Suzuki market share in Vietnam, Savico's total revenue from the automobiles segment was VND 5,176 billion, a 49% increase compared to 2008; and profit before tax was VND140 billion, a 52% increase compared to 2008,

### Report from the CEO

During last year, our automobile busines segment focused on expanding the distribution network while increasing service quality, for example the establishment of two 3S branches, Toyota Phap Van and Toyota Long Bien in Hanoi, We opened a 3S Toyota branch in Can Tho, which is the only Toyota dealership in the Mekong Delta, We also built a trading center for second-hand Toyota vehicles at 18 Phan Van Tri st., Ward 10, Go Vap Dist., HCMC in 11/2009 – this is the only agency that Toyota Vietnam had approved to exploit the used car business, Moreover, we also built one 3S Ben Thanh Ford dealer at 831 Truong Chinh st., Tan Phu Dist., HCMC in 11/2009, and two 3S Hyundai dealers on Tran Hung Dao st., Dist, 1, HCMC, and the Hyundai Song Han in Da Nang,

#### Motorcycle Business Segment:

The motorcycle market was pretty stable in 2009, Eventhough the demand did not increase much, price was increase substantially because of the suppliers had set their 2009 production plans rather low, especially to the high demand brands like Yamaha, Suzuki, SYM, etc., that created good business opportunities for Savico's motorcycles trading agencies,

Savico's total sale from the motorcycle segment was 13,695 units, reached 103% planned target, a 24% increase compared to 2008, The total revenue was VND 307 billion, increased 27% compared to 2008, Profit before tax was VND 6.7 billion, reached 137% planned target a 35% increase compared to 2008,

Motorcycle trading centers have continued focusing on exploiting the service segment as well as expanding business networks, Ben Thanh Savico has opened a 3S agency at 331 Tran Hung Dao st, Dist, 1 and established one more 3S SYM agency at 598 – 600 Cach Mang Thang Tam st, Dist, 3, Savico Can Tho upgraded its high quality scooter shop at 103 Nguyen Trai st,, to become a Piaggio distributor and established Savico An Giang branch at 349/30B Tran Hung Dao st,, Long Xuyen town, Yamaha Can Tho has expanded their Yamana service center, opened a 2S agency at 164/1B Tran Ngoc Que, Hung Loi Ward, Ninh Kieu Dist,, Can Tho City,

Other service subsidiaries have been reorganized to effectively increase their business operation efficiency,

#### **Real Estate Services:**

The Real Estate Services invested capital at beginning of 2009 was VND 570 billion and was VND 693 billion on 31/12/2009, a 22% increase compared to the beginning of the year, equal to 38.66% of the corporation total assets,

The revenue from Real Estate Services was VND 130.7 billion, about 94.77% of the 2009 expected revenue, Profit before tax was VND 40.2 billion, about 82.54% compared to the expected figure.

In 2009, the Corporation focused on developing major projects like: Savico Plaza in Hanoi which started in June of 2009 and signed an exclusive marketing contract with CBRE; the 115-117 Ho Tung Mau project was co-operated with Dist, 1 Clearance & Compensation Department to complete compensating the last few residents; the 104 Pho Quang project was permitted by the HCMC People's Committee and the Department of Resource and Environment to employ the area for 50 years; the Son Tra Mercure Resort project was contracted with Accor hotel management corporation (French) to provide hotel management & service and with Savills to marketing the project; the 91 Pasteur project was already contracted to rent out the whole building; the 56 Ben Van Don project was started in July, 2009 and added another function, servicing apartment; the 277 – 279 Ly Tu Trong project was fully rented out; the Hiep Binh Phuoc – Tam Binh residence project's and the Highway 13 project's legal documents are being finalized by the 3 rd quarter of 2010,

#### **Finance Services:**

The Finance Services invested capital was VND 265 billion at the beginning of 2009 and was VND 293 billion on 31/12/2009, a 11% increase compared to the beginning of the year and equal to 16,34% of the Corporation's total assets.

During the year, the Corporation closely observed and analyzed the stock market movements to restructure our investment portfolios with the purpose of maximizing returns while minimizing risks, Consequently, the Finance services' profit before tax was VND 18 billion, which far exceeded our expected target, and the profit from reconstructing previous investment portfolios was VND 15.5 billion, and from the new investments was VND 2.5 billion.

Regarding the financial management activities, the Corporation has concentrated in several subjects such as completing the investment policy, analyzing and assessing the effectiveness of capital use in 3 service areas, and then developed appropriate management solutions, suitable capital structures for the corporation, As on 31/12/2009, Savico's financial figures were:

Financial Ratios	Steady Goal	Safe Goal	Actual 2008	Actual 2009	
Current Ratio	Time	2.10	1.10	1.15	1.47
Quick Ratio	Time	1.40	0.60	0.93	1.21
Equity Ratio (Total Equity / Total Assets)	%	65.00	40.00	35.15	39.36
Debt Ratio ( Total Liabilities/ Total Assets)	%	31.60	44.80	49.33	42.18

#### **Risk Management Activities:**

Risk management activities were one of Savico's most important duties to build a secured financial structure ready to becoming the leading investment company in the 2010 – 2015 term,

Financial management activities mainly focus on monitoring the financial market movements and the government's economic policies in order to react and cope with the interest rate fluctuation, Furthermore, Savico will continue to improve internal controls in order to supervise capital allocations more effectively and to progress the Corporation's productivity,

In 2009, Savico started to develop and implement flexible financial policies within the system to minimize interest expenses and costs of capital, and to improve the Corporation's efficiency,

We have completely perfected the Corporation's operating policies, successfully issued 4,6 million shares to individual investors and collected more than VND 181 billion, which will ease up the financial pressures and help restructure our capital and assets as a stable financial institution,

### Report from the CEO

#### **Dividends:**

According to the resolution of the Shareholder Annual Meeting on 15/4/2009, the expected dividend would be 10% of the charter capital, Because the economy has recovered, the Corporation has exceeded our 2009 goals,

The BOM is planning to propose a 15% dividend to the BOD and shareholders, Savico has already paid out 5% cash dividend in 1/2010 and will pay the remaining amount in cash after the BOD and shareholders approve our 2009 earning allocation plan,

#### **Achievements After 5 Years Incorporated:**

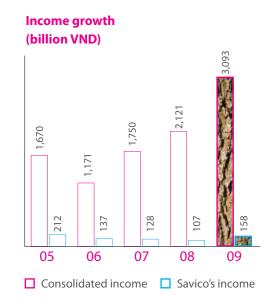
After 5 years operating under a corporation model, Savico has accomplished some major achievements:

#### **Total Revenue**

Steadily increases every year from VND 1,670 billion in 2005 to VND 3,093 billion in 2009, Our average growth rate is 17.06%/ year (according to Savico's consolidated financial reports)

If revenues from our JV and affiliated companies are included, Savico's total revenue would be VND 2,580 billion in 2005 and 5,646 billion in 2009, and our average growth rate would be 23.77%/ year,

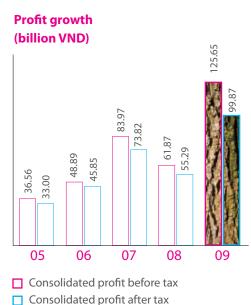
Savico's income is mainly derived from our subsidiaries, affiliates in the Trading Service segment,



#### **EBIT**

Increased throughout 5 years at a good pace, from VND 36.5 billion to VND 125,6 billion in 2009, and the average growth rate is 48.74%/ year,

Profit after tax moved from VND 33 billion in 2005 to VND 99.8 billion in 2009, the average growth rate is 40.53%/year,



#### **Total assets**

Increased from VND 498 billion in 2005 to approximately VND 1,792 billion in 2009, The average growth rate is 51.96%/ year.

During this period, the Corporation's total assets were regularly checked to make sure the implementation was followed the strategic goals: invest 50% into Trading services, 35 - 40% into Real estate services, and 10 - 15% into Finance services.

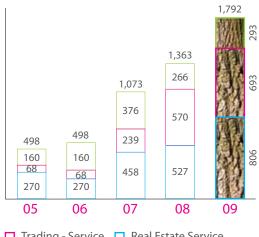
#### The Corporation's charter capital

Has increased from VND 108.74 billion in 2005 to approximately VND 249.96 billion in 2009, The average growth rate is 26.14%/ year,

#### Shareholders' capital

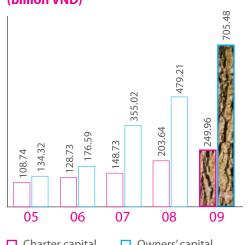
Increased from VND 134.32 billion in 2005 to VND 705.48 billion at the end of 2009, The average growth rate is 85.04%/ year,

#### **Assets structure** (billion VND)



☐ Trading - Service ☐ Real Estate Service ☐ Financial Service

#### **Capital growth** (billion VND)



Charter capital Owners' capital

### Report from the CEO



#### Goal and Operation in Year 2010 and 2010 - 2015 Term

#### **Assessment:**

The 2010 – 2015 term is still in the recovering stage from the global financial crisis in 2008, and the Vietnam government has set a target of 6,5% GDP growth and controlling inflation as their top priorities,

This is also time for restructuring, developing, and progressing, Therefore, Savico has decided to take this opportunity to strengthen and develop our system rapidly during this period in order to increase profit, to accumulate capital, and to affirm our position in Vietnam as well as the Southeast region,

#### **Objectives & Missions:**

Continue to stabilize Savico's position in 3 business segments in order to serve our mission of keeping a stable growth and enlarging our market scope within the nation and to regional countries, which means:

- Year 2015: Savico will become a leading investment company in Vietnam and in the regional areas,
- Year 2020: Savico will join the international market,

#### **Trading Services:**

Continue to reinforce, improve, complete, and broaden automobile, motorcycle distributing networks, extend the Corporation's ranges of high class automobiles and motorcycles to maintain the number one distributor position of automobiles and motorcycles in Vietnam,

#### **Real Estate Services:**

Succeed in building a series of trading centers, complexes in major cities as Hanoi, Da Nang, HCMC, and Can Tho, The Corporation is going to complete the Hanoi Savico Plaza in 2011,

#### **Finance Services:**

set up suitable financial institutions to supervise the Corporation's finance area in order to guarantee the investment returns and effective uses of capital, Focusing on managing shareholder equity through restructuring assets, liquidate low return investments, and capitalizing less important projects,

Continue to congregate market segments and industries, Ensure and enlarge the Corporation's current market share by forming 2 more companies which are Savico Da Nang and Savico Can Tho in year 2010, and other specialty JV companies to improve the Corporation pre-emptive control as well as the investment returns,

Concentrate on retaining and developing the Corporation's human resources, to integrate training with the Corporation's traditions and culture, This is an important and long-term duty to sustain and advance the business steadily,

#### **Target Figures of Year 2010 Presenting to Shareholders**

Parameters	Unit	Plan 2009	Actual 2009	Plan 2010 (*)	(%) Compared to Plan 2009	(%) Compared to Actual 2009
Charter capital	Million VND	2,250,000	3,093,441	4,000,000	177.77	129.30
Shareholder's Equity	Million VND	70,500	125,649	100,000	141.84	79.58
Total Revenue	Million VND	54,500	99,874	80,000	146.78	80.10
Profit before tax	Million VND	42,400	71,885	65,000	153.30	90.42
• Dividend	%	10		15	150.00	

<sup>(\*)</sup> Estimated figures for 2010 plan are subjects to be adjusted for every 6 months to fit the market movements,

#### **Implementation plan in 2010**

#### **Trading Services**

- Develop Savico's automobile and motorcycle networks, maintain and increase the market share for each brand, focus on strengthening the automobile and motorcycle servicing segments.
- Speed up the trading network expansion to enhance Savico's competitiveness and profit, About automobiles: 3S Phap Van Toyota agency, Toyota 3S Long Bien, Ben Thanh Ford, Hyundai Song Han agency Danang, Hyundai Tran Hung Dao HCMC, etc., About motorcycles: Saigon Phuong Nam has developed one Yamaha agency in HCMC; Yamaha Can Tho has opened the 2nd Yamaha agency in Can Tho, a 3S Suzuki agency in Long Xuyen An Giang province,...
- Establishing Savico Da Nang and Savico Can Tho to exploit the Central Vietnam and Mekong Delta markets.
- Research and develop new products besides automobile and motorcycle services

### Report from the CEO

#### **Real Estate Services**

- Complete legal documents and expedite key projects to shorten the investment return time in order to re-invest in other promising projects.
- Concentrate on the development of essential projects such as Tam Binh Hiep Binh Phuoc Residence, Mercure Da Nang Resort, 104 Pho Quang, 115 117 Ho Tung Mau, Savico Plaza Hanoi, 277 279 Ly Tu Trong; prepare an investment plan for 68 Nam Ky Khoi Nghia, Dist, 1 project, look for profitable projects to invest.
- Build good connections to professional designing, supervising, and constructing companies to speed up projects' pace,
- Organize the Real Estate department personnel into groups to facilitate the planning and carrying out individual projects.
- Constitute general solutions for Finance and Real Estate areas.

#### **Finance Services**

- Continue to restructure the capital to assure a safe financial system and a stable financial growth.
- Explore other channels to raise capital besides financing our assets through the banks to minimize financial expenses and to facilitate the Corporation's growing needs of capital.
- Prepare necessary procedures for the establishments of suitable financial institutions to maximize the Corporation's financial efficacy.
- Monitor the financial and stock markets closely to re-structure and increase the porfolios' returns.
- Continue to improve book-keeping activities to closely monitor our capital.

#### **Management Activities**

- Attract professional & knowledgeable human resources to supply to 3 business areas, especially the Real Estate Service area.
- Research & apply competitive compensating methods based on the levels of productivity to reserve current staffs and attract talented personnel.
- Systemize the internal legal document system to improve performance.
- Apply telecommunicating methods such as Electronic Office to make internal communication become more available and effective.



### **Brand Promoting and Social Activites**

#### 1. Brand Promoting Activities

Establish Savico position as a reliable service provider. Thus, in 2009, Savico chose a prestigious consulting company to help with our brand recognition and promotion strategies. Currently, the brand promoting activities are being implemented as the following procedures: checking the brand's health, building brand recognition strategies, collecting information from Savico's staffs, customers, shareholders using interviews, surveys to assess their understanding about Savico; then setting up a brand recognition system, a PR plan for the whole Corporation based on our compelling strategic plan, our goals for 2010 – 2015 term, and our 2020 vision.

#### 2. Outstanding Events During 5 Years Incorporated 2005 – 2009

- 2.1 Savico became a joint stock company from a state-owned company on 04/01/2005 with the goal of becoming an investment company focusing in 3 servicing areas: Trading services, Real eastate services, and Finance services
- 2.2 Restructured the company together with restructured the management team, changed from a pulling model to a pushing one successfully; for instance, starting from 4 departments (31/12/2004 to 31/12/2009), the Head Office now has 9 departments to assist the CEO with daily managing activities.
- 2.3 The Vietnam Opportunity Fund (VOF) and Bridger Horizon Vietnam Partners, L.P have become Savico's first strategic shareholders from 09/05/2007.
- 2.4 Savico became a publicly traded company and officially listed on the HASTC on 21/12/2006 with the stock symbol SVC, then changed to the HOSE on 1/6/2009.
- 2.5 Successfully executed the regional marketing strategy by opening subsidiaries, JV companies, dealerships in major cities to operate according to the Corporation's directions.
  - Northern region: established Savico Hanoi and started Savico Hanoi Plaza project on 29/06/09.
  - Center Region: Savico Da Nang opened Savico Da Nang Trading Centre on 12/01/2007.



Savico team at Vietnam Golden Star Award



Major shareholders' Savico stock ownership certificate ceremony



Mr. Tran Dac Sinh, HOSE manager giving stock listing permit to Savico



The grand openning of Savico Plaza Hanoi ceremony



Mr. Nguyen Vinh Tho, Chairman of Savico at The Vietnam Best Entrepreneur Award



Savico visited Xuan Quang 2 ward, residents after flood disaster

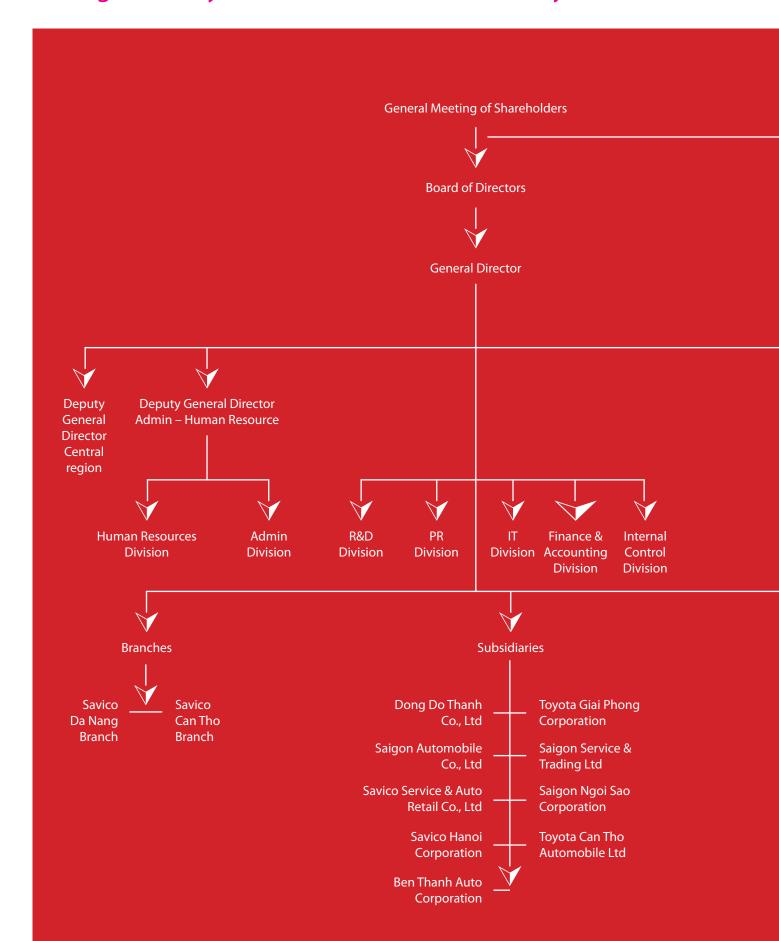
- Ho Chi Minh City: signed a contract with Vina Capital to establish Savico VinaLand joint venture on 03/10/2008 with the investment capital of USD 48 million to develop 115 117 Ho Tung Mau project.
  - Toyota East Saigon Corp (TESC), a Savico's subsidiary, opened a 3S Toyota agency at 18 Phan Van Tri st., Go Vap Dist. on 26/11/2008.
  - Can Tho and Mekong Delta Region:
  - Savico Can Tho had a grand opening for Savico Can Tho Plaza on 25/01/2008.
  - Savico Can Tho had a grand opening for Savico Can Tho Plaza on 25/01/2008.
  - Opened Toyota Can Tho Co., Ltd. providing service & mantenance for Toyota automobiles in Can Tho and Mekong Delta provinces on 30/09/2009.
- 2.6 Savico has affirmed its prestige and brandname to local and overseas partners and customers.
  - The series of memorizing 25 year events (1/9/1982 1/9/2007), specifically the jogging campaign has attracted more than 2,000 people.
  - Savico was listed as 1 of 500 Largest Vietnamese Enterprises in year 2008 & 2009
  - Gained Vietnam Golden Star Award in 3 consecutive years 2007, 2008, & 2009.
  - Savico received the Best Annual Report Award in 2008
  - In year 2009, one member of Savico's Management Board won the Vietnamese Best Entrepreneur Award and 3 other managers won the Saigon Entrepreneurs Awards.

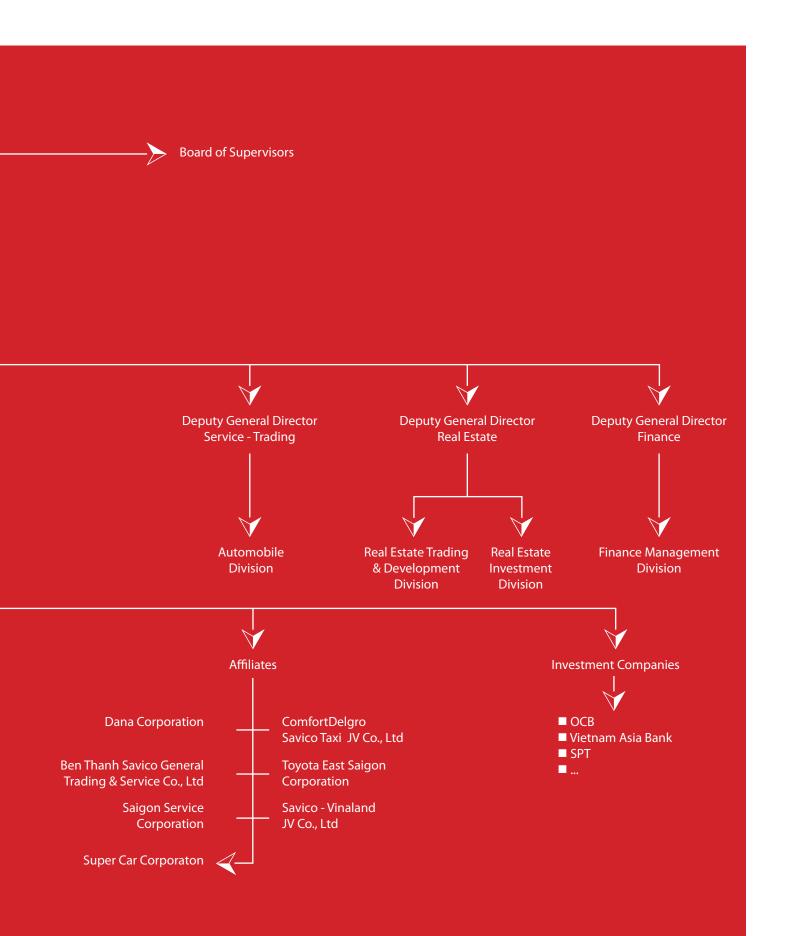
#### 3. Social Community Activities:

Savico's charitable and social activities include taking care Vietnamese heroic mothers, building 25 houses for poor families, funding charity funds such as Assisting the Poor Fund, Unfortunate Children Fund, Cai Rang District Scholarship Fund, etc,.. In 2009, Savico organized visits and provided aid to families after flood disaster in Xuan Quang 2 Ward, Phu Yen province, and to lone ex-military disables in Dang Thuy Tram medical center, visited historical places like Truong Son revolutionary martyr graveyard, Dong Loc T-junction...

During the last 5 years (2005 – 2009), Savico's fund for social activities has reached more than VND 5.3 billion.

# Management System and Human Resource System





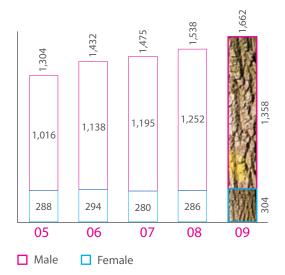
### Management System and Human Resource System

#### **HUMAN RESOURCE MANAGEMENT ACTIVITIES**

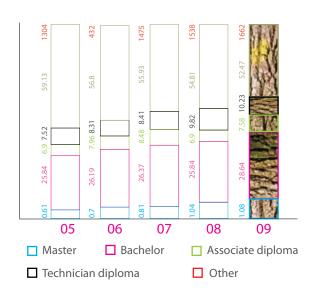
#### **The Corporation Human Resource Numbers and Education Levels:**

As of 31/12/2009, the Corporation's total employees are 1,662 people (in which Savico's Head Office has 131 people).

#### **Total number of emloyees in Savico**



#### **Education level of Savico emloyees**



#### Human Resource Outstanding Achievements After 5 Years Incorporated:

After 5 years of incorporation, Savico has accomplished certain achievements in the Human Resource area, such as:

■ The Human Resource policies have been perfecting over the years with our primary goal is to build a professional and knowledgeable management team. The Corporation's human resource has improved in terms of both quantity and quality; most of the management team members are young, having strategic vision; our specialists and analysts are professional and skillful. They represent the most valuable asset of the Corporation that will assist us to accomplish our set targets.



Savico giving scholarship to outstanding students



Financial accounting course for Savico managers

#### **Human Resource Management:**

The Corporation developed and implemented the following recruitment programs in 2009:

- Savico has defined human resources as the core factor of our business, so our recruiting principle was to select the best candidates for suitable positions based on their qualification and passion. The Corporation also gave scholarships to students and organized Manager Trainee Programs to attract more talents.
- With the concept of investing in human resource as an essential strategy, Savico's training programs were always based on actual business demands and required skills so that our staffs can apply what they had learned into what they were doing.
- The human resource evaluations were carried out every quarter, and every 6 months to analyze our staffs' performance in order to adjust our compensating policy accordingly and to organize timely training seminars to improve their productivity.

# Corporation Management and Shareholders Information



#### THE BOARD OF DIRECTORS' AND THE BOARD OF SUPERVISORS' ACTIVITIES IN 2009

#### The Board of Directors' Activities

#### Results on the Implementation of 2009 Sharholder Annual Meeting's Resolutions

The BOD has deliberately implemented their tasks. Since the beginning of the year, the BOD has called a number of meetings to provide guidance to the BOM as well as managers at subsidiaries to enlarge and enhance the Corporation's stable growth by increasing our Trading service networks. We have also restructured the Corporation's capital, executed important real estate projects, capitalized some projects to focus on esssential ones. We checked the implementations of the resolutions and BOD's decision monthly and quarterly to provide the BOD with timely supports in order to advise the BOM utilizing the company's resources effectively.

The BOD has been updating all the government's and HCMC People's Committee's decisions on finance and real estate areas to analyze, assess, and react to the market movements in order to restructure the portolios. By implementing the 2009 resolutions, the Corporation has changed our stock listing exchange from HASTC to HOSE on 01/06/2009.

#### The Board of Directors' Activities

The BOD has called 7 meetings, sent out more than 40 polls, and issued 68 decisions as follow:

- 11 decisions relating to establishing companies and branches
- 10 decisions relating to the Real estate services
- 17 decisions relating to the Finance services
- 12 decisions relating to Human resource matters
- 18 decisions on some other matters of the Corporation.

The BOD has superintended the implementation of the management policy together with other administrative decisions, organized meetings with BOD Advisory Councils to analyze, assess, and foresee the market movements in order to develop the appropriate business strategies for the 2010 – 2015 orientation and the 2020 vision.

Continued to attract high-educated talents to enrich the management teams, assigned qualified people to be the Corporation's representatives at our affiliated companies, added 3 more members into the BOD Financial Advisory Council. These BOD Advisory Councils have effectively facilitated the BOD in making proper and relevant decisions.

### Corporation Management and Shareholders Information

#### **Supervision the Management Board's Activities**

The BOD has regularly supervised the CEO's activities and his supporting offices, as well as the representatives of Savico in other companies; co-operated with the Board of Supervisors having unannounced inspections periodically on:

- The implementations of the strategic directions from the shareholders and the BOD.
- The implementations of the General Shareholders Meeting's and the BOD's decisions.
- The BOD governed and assessed the implementation of the annual plan quarterly to ascertain the BOM utilizing the Corporation's resources effectively.
- Directed and oversaw the stock issuance for individual shareholers abiding by the State Securities Commission of Vietnam regulations, the Corporation's policies, and the current laws.
- Oversaw the company's compliance with the government laws, the government offices' regulations, and the Corporation's policies.
- During the year, the Board of Directors required the BOD Financial Advisory Council to develop the Financial Investment Policy and the risk managing system to assist the BOD's decisions on liquitdating our portfolios to increase the investment returns.

#### Co-operations between the Board of Directors and the Board of Supervisors:

In 2009, the BOS monitored the Corporation's operation, inspected the consolidated financial reports and the periodic reports (6 month, 9 month, and annual) based on the following contents:

The compliance with the current accounting standards, financial policies in recording the Corporation's assets, capital, revenue, expenses, profit and loss;

Checking the Corporation's financial status periodically include: defining asset structure (Current and Long – term assets), capital structure (Liabilities and Shareholder Equity);

Co-operating with the BOM to superintend our subsidiaries' operations at the Northern region, the Centre region, and the Mekong Delta.

The BOS has supplied us with ideas to overcome our weaknesses in the financial management's and asset management's activitities.

# PERCENTAGE OF OWNING SHARES OF THE BOARD OF DIRECTORS, THE BOARD OF SUPERVISORS, THE MANAGEMENT BOARD, AND CHIEF ACCOUNTANT IN YEAR 2009

No	Name	Position	Total number of shares	Percentage
1	Nguyen Vinh Tho	Chairman Chief Executive Officer	162,712	0.65%
2	Nguyen Bình Minh	Member of the BOD Deputy General Director	67,900	0.27%
3	Hoang Thi Thao	Member of the BOD Chief Accountant	48,473	0.19%
4	Te Trí Dung	Member of the BOD	28,500	0.11%
5	Vo Hien	Member of the BOD Deputy General Director	77,673	0.31%
6	Le Dien	Member of the BOD	64,933	0.26%
7	Luong Quang Hien	Member of the BOD	-	0.00%
8	Tu Phuoc Dat	Deputy General Director	27,726	0.11%
9	Mai Viet Ha	Deputy General Director	7,800	0.03%
10	Phan Tuan Dung	Deputy General Director	88,300	0.35%
11	Le Xuan Duc	Chief of the BOS	4,693	0.02%
12	Nguyen Phuc Hung	Member of the BOS	44,750	0.18%
13	Nguyen Phuong Loan	Member of the BOS	2,347	0.01%

# Corporation Management and Shareholders Information

#### STOCK TRADING BY INTERNAL SHAREHOLDERS AND RELATING PARTIES:

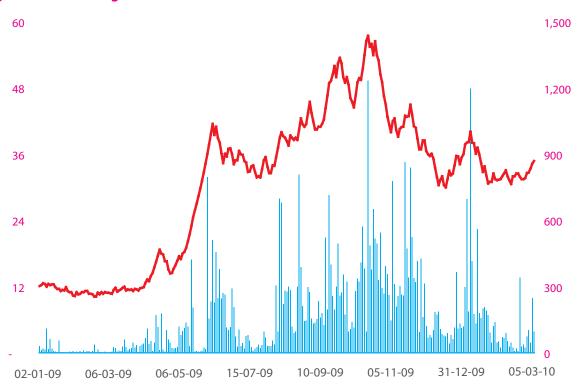
NI-	No	Charachaldan Tarra	Shares at the	Shares Trac the	ded During Year	Shares at the	Activated
No.	Name	Shareholder Type	Beginning of the Year	Buy	Sell	End of the Year	period
1	Te Trí Dung	Member of the BOD	-	28,500	-	28,500	From 10/04/09 08/05/09
2	VOF Investment Limited	Large Institutional Shareholder	1,652,000	-	290,000	1,362,000	From 10/06/09 12/06/09
3	Bridger Horizon VietNam Parners, L.P	Large Institutional Shareholder	1,333,333	-	333,330	1,000,003	From 17/06/09 22/06/09
4	VOF Investment Limited	Large Institutional Shareholder	1,362,000	6,910	283,400	1,085,510	From 29/07/09 25/09/09
5	VOF Investment Limited	Large Institutional Shareholder	1,085,510	-	69,750	1,015,760	From 28/09/09 29/09/09
6	SSI Vision Fund	Large Institutional Shareholder	881,520	200,000	-	1,081,520	16/10/09
7	SSI Vision Fund	Large Institutional Shareholder	1,081,520	691,439	-	1,772,959	From 19/10/09 02/11/09
8	SSI Fund Management Co., Ltd.	Related person of SSI Vision Fund	36,970	1,000,000	36,970	1,000,000	From 19/10/09 02/11/09
9	SSI Vision Fund	Large Institutional Shareholder	1,772,959	79,000	189,000	1,662,959	From 03/11/09 16/11/09
10	SSI Fund Management Co., Ltd.	Related person of SSI Vision Fund	1,000,000	-	219,000	781,000	From 03/11/09 16/11/09
11	SSI Vision Fund	Large Institutional Shareholder	1,662,959	372,000	108,860	1,926,099	From 17/11/09 11/12/09
12	SSI Fund Management Co., Ltd.	Related person of SSI Vision Fund	781,000	180,000	159,000	802,000	From 17/11/09 11/12/09
13	SSI Vision Fund	Large Institutional Shareholder	1,926,099	30,000	389,000	1,567,099	From 14/12/09 07/01/10
14	SSI Fund Management Co., Ltd.	Related person of SSI Vision Fund	802,000	223,900	318,120	707,780	From 14/12/09 07/01/10
15	Ben Thanh Corporation	Large Institutional Shareholder	6,776,393	1,000,000	145,670	7,630,723	From 22/10/09 21/01/10

#### **INFORMATION OF SAVICO TRADING ACTIVITIES IN 2009:**

#### **TRADING STATISTICS IN 2009:**

Trading Statistics in 2009	Unit	Amount
Price on 31/12/2008	VND/ share	11,200
Price on 31/12/2008	VND/ share	36,000
Highest price of the year	VND/ share	59,000
Lowest price of the year	VND/ share	9,900
Total trading volume	shares	40,187,251
Average trading volume/ time	shares / time	166,752
At HNX	shares / time	38,850
At HSX	shares / time	240,317
Amount of Shares Listed	shares	24,995,573
Shares Outstanding	shares	24,995,572
Market Cap (as of 31/12/2009)	billion VND	899.8
Book Value ( as of 31/12/2009)	billion VND	705.5
EPS (2009)	VND/ share	3,425
P/E (31/12/09)	times	10.51
P/B (31/12/09)	times	1.28
Foreign Holding (18/03/10)	%	8.66%
State Holding (18/03/10))	%	30.53%

#### **Closing Price and Trading Volume in 2009:**



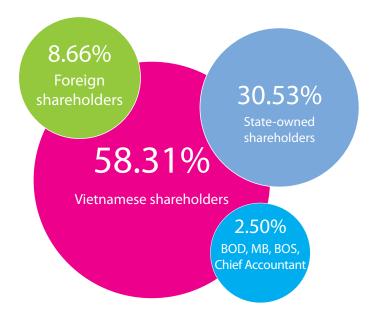
## Corporation Management and Shareholders Information

#### **Treasury Stock Trading Activitites**

During the year, the Corporation has sold 221,060 shares from the treasury stock account at an average price of VND 39,098/share and collected VND 8,642 million; the original invested price was VND 16,035/share.

#### Shareholders Structure (according to the trading record closing on 18 March 2010)

No.	Shareholder Type	Volume	Proportion	No. of shareholders	Shareholde	er Structure
					Institution	Individual
1	State-owned shareholders	7,630,723	30.53%	1	1	-
2	BOD, MB, BOS, Chief Accountant	625,807	2.50%	13		13
3	Vietnamese shareholders	14,574,278	58.31%	2,832	57	2,775
4	Foreign shareholders	2,164,765	8.66%	53	13	40
Total		24,995,573	100%	2,899	71	2,828



#### List of Major shareholders (owning >5% of charter capital):

No.	Shareholder	Address	Total number of shares	Percentage
1	Ben Thanh Corporation	71-79 Dong Khoi st., Dist. 1, HCMC	7,630,723	30.53%
2	SSI Vision Fund	1703 Sun Wah tower – 115 Nguyen Hue st., Dist. 1, HCMC	1,629,099	6.52%
Total			9,259,822	37.05%



Chairman of Savico meetings with State Securities Commission of Korea

activities for the Corporation's long – term developement and trust enhancement from our investors, customers, and shareholders.

Besides applying State Securities Commission of Vietnam and the HOSE's Regulations of disclosure, the Corporation has always updated our ongoing activities to investors on our website at www.savico.com.vn. Just by one click on this link, investors could get our most current information, events, and reports. Also, by emailing any possible questions to the address savico@savico.com.vn, investors could get their answers in a short time. Via these communication media, the Corporation has connected to shareholders, investors, customers sharing perceptions how to maximize profits and increase company values.

In 2009, Savico issued the Savico Member cards validated at all our subsidiaries and partners as a proof of our mutual interests and connections in providing best service to our customers and great value to our shareholders.

In order to provide complete information about our business segments and to receive feedback from our shareholders, investors, Savico held a shareholder – investors meeting in Febuary, 2009. Through which, investors had got a better understanding of the Corporation's 2008 achievements and developing directions in the coming years.

Savico also organized an institutional shareholders meeting in September, 2009 with the attendance of more than 50 representatives from 35 different financial institutions to present our institutional stock issuance of 4.6 million shares.

Moreover, the Corporation's management has always been seeking for investment opportunities, promoting Savico's image nationally and internationally through meetings with State Securities Commission of Korea, JP Morgan Investment Fund, Duxton Investment Fund, VOF Investment Fund, etc.

# **Financial Statement**



### Corporate information

**Decision No** 3448/QD-UB 9 July 2004

3449/QD-UB 9 July 2004

These decisions were issued by Ho Chi Minh City People's Committee.

**Business Licence** 4103002955 issued by Ho Chi Minh City Planning and Investment Department on 15

December 2004, amended on 13 May 2005, 12 December 2006, 13 December 2006 and 30 March 2007, 4 November 2008. On 15 October 2009, the business licence was amended the

6th time with new business licence number of 0301154821.

**Board of Management** Mr. Nguyen Vinh Tho Chairman

Mr. Te Tri Dung Member
Ms. Hoang Thi Thao Member
Mr. Le Dien Member
Mr. Nguyen Binh Minh Member

Mr. Tran Kim Thanh Member (until 10<sup>th</sup> July 2009)

Mr. Vo Hien Member

Mr. Luong Quang Hien Member (from 10<sup>th</sup> July 2009)

**Board of Directors** Mr. Nguyen Vinh Tho General Director

Mr. Nguyen Binh Minh
Deputy General Director
Mr. Ta Phuoc Dat
Deputy General Director
Mr. Vo Hien
Deputy General Director
Mr. Phan Tuan Dung
Deputy General Director

Mr. Mai Viet Ha Deputy General Director

Chairman

Supervisory board Mr. Le Xuan Duc

Ms. Nguyen Phuong Loan Member Mr. Nguyen Phuc Hung Member

**Registered Office** 68 Nam Ky Khoi Nghia Street

District 1, Ho Chi Minh City

Vietnam

**Auditors** KPMG Limited

Vietnam

# Report of the Independent Auditors

To the Shareholders
Saigon General Service Corporation

#### Scope

We have audited the accompanying consolidated balance sheet of Saigon General Service Corporation and its subsidiaries ("the Group") as of 31 December 2009 and the related consolidated statements of income, changes in equity and cash flows for the year then ended and the explanatory notes thereto. These consolidated financial statements are the responsibility of the Group's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit.

We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we plan and perform the audit to obtain reasonable assurance that the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

#### **Audit opinion**

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of Saigon General Service Corporation and its subsidiaries as of 31 December 2009 and of their consolidated results of operations and cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and accounting principles generally accepted in Vietnam.

#### **KPMG Limited**

Vietnam

Investment Certificate No: 011043000345

Audit Report No: 09-01-153

CHI NHÀNH

Lucas Kurniawan CPA No. 1583/KTV

**Deputy General Director** 

Ho Chi Minh City, 18 March 2010

Nguyen Thanh Nghi CPA No. 0304/KTV

Margh

# Consolidated balance sheet

At 31 December 2009

	Code	Note	31/12/2009 VND	31/12/2008 VND
ASSETS				
Current assets	100		521,121,849,396	367,076,207,609
Cash and cash equivalents	110	4	161,869,131,480	49,130,501,895
Short-term investments	120	5	35,633,284,631	46,551,022,680
Short-term investments	121		52,922,284,631	70,651,488,532
Allowance for diminution in the value of short-term investments	129		(17,289,000,000)	(24,100,465,852)
Accounts receivable – short-term	130		211,516,014,380	187,045,077,164
Accounts receivable – trade	131		75,924,078,311	46,315,835,208
Prepayments to suppliers	132	6	91,349,631,557	111,873,041,485
Other receivables	138		45,284,562,103	30,025,474,832
Allowance for doubtful debts	139	7	(1,042,257,591)	(1,169,274,361)
Inventories	140	8	94,686,470,498	71,484,902,978
Inventories	141		99,346,719,662	75,639,267,407
Allowance for inventories	149		(4,660,249,164)	(4,154,364,429)
Other current assets	150		17,416,948,407	12,864,702,892
Short-term prepayments	151		5,741,079,982	1,384,913,953
Deductible value added tax	152		4,693,133,139	1,176,481,874
Taxes receivable from State Treasury	154		-	103,052,330
Other current assets	158		6,982,735,286	10,200,254,735
Long-term assets	200		1,271,229,163,268	996,176,060,514
Accounts receivable – long-term	210		5,906,653,139	17,081,269,503
Fixed assets	220		405,096,824,068	337,423,863,671
Tangible fixed assets	221	9	39,564,151,684	20,541,321,711
Cost	222		62,599,137,759	45,230,491,425
Accumulated depreciation	223		(23,034,986,075)	(24,689,169,714)
Finance lease tangible fixed assets	224	10	2,663,406,747	-
Cost	225		2,663,406,747	-
Accumulated depreciation	226		-	-
Intangible fixed assets	227	11	48,163,896,768	49,448,819,760
Cost	228		51,815,314,940	51,800,519,660
Accumulated amortisation	229		(3,651,418,172)	(2,351,699,900)
Construction in progress	230	12	314,705,368,869	267,433,722,200
Investment property	240	13	97,802,040,681	38,521,026,609
Cost	241		113,259,450,328	50,825,805,393
Accumulated depreciation	242		(15,457,409,647)	(12,304,778,784)

# Consolidated balance sheet

At 31 December 2009

	Code	Note	31/12/2009 VND	31/12/2008 VND
Long-term investments	250	14	698,266,809,107	562,862,187,939
Investments in associates	252		237,921,906,002	223,894,353,641
Other long-term investments	258		523,140,161,479	439,563,908,715
Allowance for diminution in the value of long-term investments	259		(62,795,258,374)	(100,596,074,417)
Other long-term assets	260		64,156,836,273	40,287,712,792
Long-term prepayments	261	15	26,946,046,843	19,617,798,427
Deferred tax assets	262	29	11,283,541,959	13,218,838,894
Long-term deposits	268		25,927,247,471	7,451,075,471
TOTAL ASSETS	270		1,792,351,012,664	1,363,252,268,123

## Consolidated balance sheet

At 31 December 2009

	Code	Note	31/12/2009 VND	31/12/2008 VND
RESOURCES				
IABILITIES	300		972,229,675,204	797,183,245,668
Current liabilities	310		353,687,820,855	317,889,953,349
Short-term borrowings	311	16	134,764,632,245	128,168,304,260
Accounts payable – trade	312		24,797,707,780	41,829,700,166
Advances from customers	313		35,641,166,672	11,824,971,114
Taxes payable to State Treasury	314	17	30,333,507,769	21,239,068,472
Payables to employees	315		41,092,582,637	33,384,760,193
Accrued expenses	316	18	11,857,632,695	10,629,582,306
Other payables	319		75,200,591,057	70,813,566,838
ong-term liabilities	330		618,541,854,349	479,293,292,319
Other long-term liabilities	333	19	236,173,096,951	139,152,777,192
Long-term borrowings and liabilities	334	20	379,936,670,733	338,351,335,879
Provision for severance allowance	336		2,432,086,665	1,789,179,248
EQUITY	400		713,819,499,018	486,602,595,830
Equity	410		705,475,235,184	479,212,219,009
Share capital	411	21	249,955,730,000	203,610,400,000
Share premium	412	21	317,064,858,303	180,876,300,000
Treasury shares	413	21	(16,000)	(3,544,746,277)
Foreign exchange differences	416		2,590,491,459	650,345,638
Investment and development fund	417		18,409,006,477	16,193,469,287
Financial reserve fund	418		8,193,091,918	6,602,007,981
Retained profits	419		109,262,073,027	74,824,442,380
lon-business expenditure fund	430		8,344,263,834	7,390,376,821
Welfare and bonus fund	431		8,344,263,834	7,390,376,821
MINORITY INTEREST	439	22	106,301,838,442	79,466,426,625
TOTAL RESOURCES	440		1,792,351,012,664	1,363,252,268,123
		45 310	3002935	/
Prepared by:	/	2/ co	Approved by:	
MAD	-	OICH VU	TONG HOP	
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		10 H	3 CHILLE	
Hoong Thi Than		-	Nguyen Vinh Tho	
Hoang Thi Thao		-		
Chief Accountant			General Director	

18 March 2010

# Consolidated statement of income

For the year ended 31 December 2009

	Code	Note	2009 VND	2008 VND
Total revenue	01	23	3,093,441,601,012	2,120,656,466,797
Less sales deductions	03		(14,412,563,909)	(3,033,181,060)
Net sales	10	23	3,079,029,037,103	2,117,623,285,737
Cost of sales	11	24	(2,822,262,975,732)	(1,945,126,877,894)
Gross profit	20	_	256,766,061,371	172,496,407,843
Financial income	21	25	27,798,512,404	77,487,561,998
Financial expenses	22	26	(25,936,699,342)	(202,501,817,096)
Selling expenses	24		(72,186,837,003)	(61,719,379,982)
General and administration expenses	25		(78,616,179,737)	(49,130,543,469)
Net operating profit/(loss)	30	_	107,824,857,693	(63,367,770,706)
Share of profit in associates		14	14,190,492,809	10,666,133,785
Results of other activities	40			
Other income	31	27	15,006,832,758	120,415,490,010
Other expenses	32	28	(11,372,621,708)	(5,847,989,273)
Profit before tax	50	_	125,649,561,552	61,865,863,816
Income tax expense – current	51	29	(23,840,083,598)	(21,143,222,547)
Income tax (expense)/benefit – deferred	52	29	(1,935,296,935)	14,569,834,831
Net profit			99,874,181,019	55,292,476,100

# Consolidated statement of income

For the year ended 31 December 2009

	Code	Note	2009 VND	2008 VND
Net profit			99,874,181,019	55,292,476,100
Attributable to: Earnings attributable to minority interest Earnings attributable to equity holders of the Company	61 62	22	27,988,729,031 71,885,451,988	15,339,311,289 39,953,164,811
Net profit	60		99,874,181,019	55,292,476,100
Basic earnings per share	70	30	3,425	2,236

Prepared by:

Hoang Thi Thao Chief Accountant

18 March 2010

Approved by:

Nguyen Vinh Tho

General Director

# Consolidated statement of change in equity

For the year ended 31 December 2009

	Share capital VND	Share premium VND	Treasury shares VND	Foreign exchange differences VND	Investment and development fund VND	Financial reserve fund VND	Retained profits VND	Bonus and welfare fund VND	Total VND
Balance at 1 January 2008	148,734,100,000 120,000,000,000	120,000,000,000	(2,801,612,500)	1	12,098,543,923	3,371,905,229	73,616,520,522	3,420,192,621	358,439,649,795
Shares issued	54,876,300,000	60,876,300,000	•	1	1	ı	ı	ı	115,752,600,000
Share bought back	ı	ı	(743,133,777)	1	1	1	ı	1	(743,133,777)
Net profit for the year	1	1	1	1	1	1	39,953,164,811	ı	39,953,164,811
Foreign exchange differences	ı	ı	1	650,345,638	1	ı	1	ı	650,345,638
Allocation to funds	ı	ı	1	1	4,094,925,364	3,230,102,752	(13,693,719,537)	6,368,691,421	ı
Dividends	ı	ı	1	1	1	ı	(21,810,925,500)	ı	(21,810,925,500)
Board of Management fee	ı	ı	1	1	1	ı	(1,619,088,844)	ı	(1,619,088,844)
Other deduction	1	1	1	1	1	ı	(320,836,973)	ı	(320,836,973)
Deduction of net investment in	,	,	,	,	,	,	(1 300 672 099)	,	(13006727000)
associate due to dilution							(000/20000/1)		(2,00,000,1)
Fund utilised during the year	ı	ı	ı	•	1	•	ı	(2,398,507,221)	(2,398,507,221)
Balance at 1 January 2009	203,610,400,000 180,876,300,000	180,876,300,000	(3,544,746,277)	650,345,638	16,193,469,287	6,602,007,981	74,824,442,380	7,390,376,821	486,602,595,830

The accompanying notes are an integral part of these consolidated financial statements

# Consolidated statement of change in equity

For the year ended 31 December 2009

	Share capital VND	Share premium VND	Treasury shares VND	Foreign exchange differences VND	Investment and development fund VND	Financial reserve fund VND	Retained profits VND	Bonus and welfare fund VND	Total VND
Balance at 1 January 2009	203,610,400,000	203,610,400,000 180,876,300,000	(3,544,746,277)	650,345,638	16,193,469,287	6,602,007,981	74,824,442,380	7,390,376,821	486,602,595,830
Share issued	46,345,330,000	46,345,330,000 131,090,336,580	ı	1	ı	ı	ı	1	177,435,666,580
Treasury shares reissued	1	5,098,221,723	3,544,730,277	1	ı	ı	ı	1	8,642,952,000
Net profit for the year	1	ı	1	1	ı	1	71,885,451,988	1	71,885,451,988
Foreign exchange differences	1	1	1	(1,411,458,593)	1	ı	1	ı	(1,411,458,593)
Foreign exchange differences on capital									
contribution in associate	•	•		3,351,604,414		•			3,351,604,414
Allocation to funds	1	ı	1	1	2,215,537,190	1,591,083,937	(8,301,916,594)	4,495,295,467	ı
Dividends (Note 31)	1	ı	1	1	1	ı	(28,609,769,200)	1	(28,609,769,200)
Board of Management fee	1	ı	1	1	ı	ı	(536,135,547)	1	(536,135,547)
Fund utilised during the year	•	•	1	1	1	1	•	(3,541,408,454)	(3,541,408,454)
Balance at 31 December 2009	249,955,730,000	249,955,730,000 317,064,858,303	(16,000)	2,590,491,459	18,409,006,477	8,193,091,918	8,193,091,918 109,262,073,027	8,344,263,834	8,344,263,834 713,819,499,018
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	Prepared by:	ed by:			-	100	Approved by:	1	



18 March 2010

Hoang Thi Thao Chief Accountant The accompanying notes are an integral part of these consolidated financial statements

# Consolidated statement of cash flows

For the year ended 31 December 2009

	Code Note	2009 VND	2008 VND
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit before tax	01	125,649,561,552	61,865,863,816
Adjustments for			
Depreciation and amortisation	02	9,365,982,781	9,091,544,733
Allowances and provisions	03	(43,853,346,424)	121,061,987,579
Loss/(gain) on disposals of assets		7,763,036,121	(23,288,164,499)
Loss on trading securities		26,653,476,621	6,762,693,337
Income from disposals of investments		-	(11,952,379,601)
Fixed assets written off	05	328,402,038	3,398,608,732
Interest expense	06	33,031,246,098	63,319,911,776
Dividends and interest income		(17,146,814,273)	(54,963,977,397)
Income from associates		(14,190,492,809)	(10,666,133,785)
Gain on disposal of associates		-	(6,715,939,197)
Profit from other investing activities	_	-	(100,759,620,000)
Operating profit before changes in working capital	08	127,601,051,705	57,154,395,494
Change in receivables and other current assets	09	(76,567,070,494)	5,433,620,802
Change in inventories	10	(23,833,619,353)	(11,188,493,344)
Change in payables and other liabilities	11	108,610,360,710	13,812,743,697
Change in prepayments	12	(7,328,248,416)	(18,396,714,346)
	_	128,482,474,152	46,815,552,303
Interest paid	13	(36,125,781,667)	(64,485,471,855)
Corporate income tax paid	14	(13,206,386,195)	(11,506,196,947)
Other payments for operating activities	16	(4,929,429,589)	(4,596,142,339)
Net cash generated from/(used in) operating activities	20	74,220,876,701	(33,772,258,838)

# Consolidated statement of cash flows

For the year ended 31 December 2009

	Code	Note	2009 VND	2008 VND
CASH FLOWS FROM INVESTING ACTIVITIES				
Payments for additions to fixed assets and other				
long-term assets	21		(105,581,494,870)	(197,219,596,943)
Proceeds from disposals of fixed assets and other				
long-term assets	22		3,948,954,697	39,740,725,364
Proceeds from disposals of investments in associates			-	13,177,500,794
Net proceeds from trading securities			5,478,152,130	9,514,042,332
Payments for other long term investments	25		(97,815,737,166)	-
Receipts of dividends and interest income	27		17,146,814,273	31,350,499,379
Collections on investments in other entities			-	35,801,393,390
Payments for other non-current assets			-	(11,237,295,000)
Net cash used in investing activities	30	_	(176,823,310,936)	(78,872,730,684)
CASH FLOWS FROM FINANCING ACTIVITIES				
Proceeds from equity issued	31		177,435,666,580	115,752,600,000
Issuance/(purchase) of treasury shares	32		8,642,952,000	(743,133,777)
Proceeds from borrowings	33		775,914,334,080	1,051,393,648,875
Payments to settle debts	34		(730,396,077,988)	(1,096,523,451,913)
Proceeds from equity issued by subsidiaries to minority interest			5,845,950,000	26,720,880,000
Payments of dividends to equity holders of the Company			(16,655,539,000)	(21,442,348,500)
Payments of dividends by subsidiaries to minority interest			(5,446,221,852)	(7,986,948,355)
Net cash generated from financing activities	40	-	215,341,063,820	67,171,246,330
Net cash flows during the year	50	_	112,738,629,585	(45,473,743,192)
Cash and cash equivalents at the beginning of the year	60		49,130,501,895	94,604,245,087
Cash and cash equivalents at the end of the year	70	4	161,869,131,480	49,130,501,895

# Consolidated statement of cash flows

For the year ended 31 December 2009

2009 VND 2008 VND

#### **NON-CASH INVESTING ACTIVITIES**

Acquisition of investment in associate for non-cash considerations

Cost of fixed assets acquired by the Group under finance leases

164,043,000,000

2,663,406,747

Prepared by:

Hoang Thi Thao

**Chief Accountant** 

Approved by:

Nguyen Vinh Tho

General Director

18 March 2010

For the year ended 31 December 2009

These notes form an integral part of, and should be read in conjunction with, the accompanying consolidated financial statements.

#### Reporting entity

Saigon General Service Corporation ("the Company") was incorporated as a joint-stock company under Investment Licence No 3448/QD-UB issued by the Ho Chi Minh City People's Committee on 9 July 2004 and amended by Decision No 3449/QD-UB on the same day. The principal activities of the Company are:

- Service and trading: trading, distribution, repair and maintenance of cars, motorbikes and spare parts of Toyota, Ford, GM-Daewoo, Suzuki, Hyundai, SYM, Yamaha; providing diversified services with international standards; providing taxi services, automatic selling machine;
- Investment property services: Investment, development of real estates projects such as office buildings, trading centres, apartments, villas and high-class resorts;
- Financial services: investing in subsidiaries, associates and in shares of other entities operating in trading and services, real estates, infrastructures, finance, banking and telecommunications.

The Company's shares have been listed on the Ho Chi Minh Stock Exchange since 1 June 2009.

The consolidated financial statements of the Group for the year ended 31 December 2009 comprise the Company and its subsidiaries (together referred to as "the Group") and the Group's interest in associates.

As at 31 December 2009 the Group had 838 employees (2008: 765 employees).

#### 2. Summary of significant accounting policies

The following significant accounting policies have been adopted by the Group in the preparation of these consolidated financial statements.

#### (a) Basis of financial statement preparation

The consolidated financial statements, expressed in Vietnam Dong ("VND"), have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and accounting principles generally accepted in Vietnam, and are prepared on the historical cost basis.

The accounting policies have been consistently applied by the Group.

The consolidated financial statements, except for the consolidated statement of cash flows, are prepared on the accrual basis using the historical cost concept. The consolidated statement of cash flows is prepared using the indirect method.

#### (b) Fiscal year

The fiscal period of the Group is from 1 January to 31 December.

For the year ended 31 December 2009

#### (c) Basis of consolidation

#### (i) Subsidiaries

Subsidiaries are those entities controlled by the Group. Control exists when the Group has the power, directly or indirectly, to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control, potential voting rights that presently are exercisable are taken into account. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

#### (ii) Associates

Associates are those entities in which the Group has significant influence, but not control, over the financial and operating policies. Associates are accounted for using the equity method. The consolidated financial statements include the Group's share of the income and expenses of associates, after adjustments to align the accounting policies with those of the Group, from the date that significant influence commences until the date that significant influence ceases. When the Group's share of losses exceeds its interest in an associate, the carrying amount of that interest (including any long-term investments) is reduced to nil and the recognition of further losses is discontinued except to the extent that the Group has an obligation or has made payments on behalf of the associate.

#### (iii) Transactions eliminated on consolidation

Intra-group balances and any unrealised gains or losses arising from intra-group transactions are eliminated in preparing the consolidated financial statements. Unrealised gains arising from transactions with associates are eliminated to the extent of the Group's interest in the entity. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment.

#### (iv) Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net assets of the acquired subsidiaries and associates at the date of acquisition. Goodwill, if insignificant, is written off as incurred.

If the fair value of the Group's share of the net assets of the acquired subsidiaries and associates exceeds the cost of its acquisition, the excess is recognised in the statement of income immediately.

For the year ended 31 December 2009

#### (d) Foreign currency transactions

Monetary assets and liabilities denominated in currencies other than VND are translated into VND at rates of exchange ruling at the balance sheet date. Transactions in currencies other than VND during the period have been translated into VND at rates approximating those ruling at the transaction dates. All realised and unrealised foreign exchange differences are recorded in the statement of income, except when they relate to the construction of tangible fixed assets or the translation of foreign currency monetary items during pre-operating stage of the entity, in which case they are recorded in the Foreign Exchange Difference Account in equity until the entity commences operations and the tangible fixed assets are put into use. Once the entity commences operations and the tangible fixed assets are put into use, the related realised foreign exchange differences are transferred to the statement of income, unrealised foreign exchange gains are transferred to the Unearned Revenue Account and unrealised foreign exchange losses are transferred to the Long-term Prepayment Account. The unrealised gains and losses are then amortised on a straight line basis over five years. This policy is in accordance with Vietnamese Accounting Standard No. 10 ("VAS 10") – *The Effects of Changes in Foreign Exchange Rates*.

On 15 October 2009, the Ministry of Finance issued Circular No. 201/2009/TT-BTC providing guidance on recognition of foreign exchange differences. This Circular requires that foreign exchange differences arising from period end translation of current monetary assets and liabilities denominated in currencies other than VND be recorded in the Foreign Exchange Difference Account in equity; and that such exchange differences be subsequently reversed at the beginning of the following period. The Group chose to continue applying VAS 10 for recognition of foreign exchange differences.

#### (e) Cash and cash equivalents

Cash comprises cash balances and call deposits. Cash equivalents are short-term highly liquid investments that are readily convertible to known amount of cash, are subject to an insignificant risk of changes in value, and are held for the purpose of meeting short term cash commitments rather than for investment or other purposes.

#### (f) Trading securities, short-term and long-term investments

#### (i) Classification

The Group classifies its investments in shares listed or non-listed, as short-term investment or long-term investment depending on the Group's intention and investment strategy in respect of relevant investees.

#### (ii) Recognition

The Group recognises trading securities, short-term and long-term investments on the date it becomes a party to the contractual provisions of the investments (trade date accounting).

#### (iii) Measurement

Trading securities, short-term and long-term investments are stated at cost less allowance for diminution in value.

Cost of trading securities, short-term and long-term investments are determined on a weighted average basis.

For the year ended 31 December 2009

#### (iv) Impairment

The allowance for diminution of listed securities is made in accordance with the current regulation as issued by the Ministry of Finance. The allowance is reversed if the subsequent increase in recoverable amount can be related objectively to an event occurring after the allowance was recognised. An allowance is reversed only to the extent that the investment's carrying amount does not exceed the carrying amount that has been determined if no allowance had been recognised.

#### (v) Derecognition

Trading securities, short-term and long-term investments are derecognised when the rights to receive cash flows from the investments have expired or the Group has transferred substantially all risks and rewards of ownership.

#### (g) Accounts receivable

Trade and other receivables are stated at cost less allowance for doubtful debts.

#### (h) Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined on a specific identification basis for merchandise inventory and weighted average basis for other items and includes all costs incurred in bringing the inventories to their present location and condition. Net realisable value is the estimated selling price of inventory items, less the estimated costs of completion and selling expenses.

The Group applies the perpetual method of accounting for inventory.

#### (i) Tangible fixed assets

#### (i) Cost

Tangible fixed assets are stated at cost less accumulated depreciation. The initial cost of a tangible fixed asset comprises its purchase price, including import duties, non-refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition and location for its intended use. Expenditure incurred after tangible fixed assets have been put into operation, such as repairs and maintenance and overhaul costs, is normally charged to income in the period in which the costs are incurred. In situations where it can be clearly demonstrated that the expenditure has resulted in an increase in the future economic benefits expected to be obtained from the use of tangible fixed assets beyond their originally assessed standard of performance, the expenditure is capitalised as an additional cost of tangible fixed assets.

For the year ended 31 December 2009

#### (ii) Depreciation

Depreciation is computed on a straight-line basis over the estimated useful lives of tangible fixed assets. The estimated useful lives are as follows:

buildings 6 – 42 years
 machinery and equipment 4 – 8 years
 office equipment 2 – 7 years
 motor vehicles 5 – 6 years
 others 3 – 5 years

#### (j) Financial lease tangible fixed assets

Leases in terms of which the Group assumes substantially all the risks and rewards of ownership are classified as finance leases. Tangible fixed assets acquired by way of finance leases are stated at an amount equal to the lower of fair value and the present value of the minimum lease payments at inception of the lease, less accumulated depreciation.

Depreciation on leased assets is computed on a straight-line basis over the estimated useful lives of items of the leased assets. The estimated useful lives of leased assets are consistent with the useful lives of tangible fixed assets as described in accounting policy 2(i).

#### (k) Intangible fixed assets

#### (i) Land use rights

Land use rights with indefinite period are stated at cost. Land use rights with definite period are stated at cost less accumulated amortisation. The initial cost of a land use right comprises its purchase price and any directly attributable costs incurred in conjunction with securing the land use right. Amortisation is computed on a straightline basis over 20 to 50 years.

#### (ii) Software

Cost of acquisition of new software, which is not an integral part of the related hardware, is capitalised and treated as an intangible asset. Software is amortised on a straight-line basis over 3 - 4 years.

For the year ended 31 December 2009

#### (I) Investment property

#### (i) Cost

Investment property is stated at cost less accumulated depreciation. The initial cost of an investment property comprises its purchase price, cost of land use rights and any directly attributable costs of bringing the asset to its working condition for its intended use. Expenditure incurred after investment property has been put into operation, such as repairs and maintenance, is normally charged to income in the period in which the costs are incurred. In situations where it can be clearly demonstrated that the expenditure has resulted in future economic benefits in excess of the originally assessed standard of performance of the existing investment property, the expenditure is capitalised as an additional cost of investment property.

#### (ii) Depreciation

Depreciation is computed on a straight-line basis over the estimated useful lives of investment property which are ranging from 6 to 22 years.

#### (m) Long term prepayments

#### (i) Pre-operating expenses

Pre-operating expenses are recorded in the statement of income, except for establishment costs and expenditures on training, advertising and promotional activities incurred from the incorporation date to the commercial operation date. These expenses are recognised as long-term prepayments, initially stated at cost, and are amortised on a straight line basis over three years starting from the date of commercial operation.

#### (ii) Prepaid land costs

Prepaid land costs comprise prepaid land lease rentals and other costs incurred in conjunction with securing the use of leased land. These costs are recognised in the statement of income on a straight-line basis over the term of the lease of 8 years.

#### (iii) Tools and supplies

Tools and supplies used for more than one year are recorded as long-term prepayments and amortised over a period from 2 to 3 years.

#### (n) Construction in progress

Construction in progress represents the cost of construction which has not been fully completed. No depreciation is provided for construction in progress during the period of construction.

#### (o) Trade and other payables

Trade and other payables are stated at their cost.

For the year ended 31 December 2009

#### (p) Provisions

A provision is recognised if, as a result of a past event, the Group has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability.

#### (q) Taxation

Income tax on the profit or loss for the period comprises current and deferred tax. Income tax is recognised in the statement of income except to the extent that it relates to items recognised directly to equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income for the period, using tax rates enacted or substantially enacted at the balance sheet date, and any adjustment to tax payable in respect of previous periods.

Deferred tax is provided using the balance sheet method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities using tax rates enacted or substantively enacted at the balance sheet date.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

#### (r) Equity funds

Allocations are made to equity funds from retained profits each year based on percentage decided by the shareholders in their annual ordinary general meeting.

#### (s) Revenue

#### (i) Goods sold

Revenue from the sale of goods is recognised in the statement of income when the significant risks and rewards of ownership have been transferred to the buyer. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due or the possible return of goods.

#### (ii) Services rendered

Revenue from services rendered is recognised in the statement of income in proportion to the stage of completion of the transaction at the balance sheet date. The stage of completion is assessed by reference to work performed. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due.

#### (iii) Rental income

Rental income from leased property is recognised in the statement of income on a straight-line basis over the term of the lease. Lease incentives granted are recognised as an integral part of the total rental income.

For the year ended 31 December 2009

#### (iv) Dividend income

Dividends are recognised as income when the right to receive the dividend is established.

#### (v) Revenue from securities trading

Revenue from securities trading activities is recognised in the statement of income when significant risks and rewards of ownership have been transferred to the buyer. Significant risks and rewards of ownership have been transferred upon the completion of trading transaction (for listed securities) or the completion of the agreement on transfer of assets (for non-listed securities).

#### (t) Operating lease payments

Payments made under operating leases are recognised in the statement of income on a straight-line basis over the term of the lease. Lease incentives received are recognised in the statement of income as an integral part of the total lease expense.

#### (u) Borrowing costs

Borrowing costs are recognised as an expense in the period in which they are incurred, except where the borrowing costs relate to borrowings in respect of the construction of qualifying tangible fixed assets and investment property, in which case the borrowing costs incurred during the period of construction are capitalised as part of the cost of the assets concerned.

#### (v) Earnings per share

The Group presents basic earnings per share (EPS) for its ordinary shares which is calculated by dividing the profit or loss attributable to the ordinary shareholders of the Group by the weighted average number of ordinary shares outstanding during the year.

#### (w) Segment reporting

A segment is a distinguishable component of the Group that is engaged either in providing related products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. The Group's primary format for segment reporting is based on business segment. The Group operates in Vietnam, a single geographical segment.

#### (x) Related parties

Parties are considered to be related if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control or common significant influence.

#### (y) Off balance sheet items

Amounts which are defined as off balance sheet items under the Vietnamese Accounting System are disclosed in the relevant notes to these financial statements.

For the year ended 31 December 2009

	Services and trading	nd trading	Investment property services	erty services	Financial services	ervices	Total	al
	2009	2008	2009	2008	2009	2008	2009	2008
	VND	VND	VND	VND	VND	NND	VND	VND
Revenues from external customers	2,969,203,787,953	2,969,203,787,953 2,067,024,044,994	127,304,310,603	85,057,198,018	24,509,943,760	53,695,738,508	53,695,738,508 3,121,018,042,316 2,205,776,981,520	2,205,776,981,520
Directly and attributable to segment expenses	(2,904,425,904,000) (2,028,954,380,708)	(2,028,954,380,708)	(89,509,699,282)	(75,221,418,023)	(5,067,088,532)		(154,302,819,711) (2,999,002,691,814) (2,258,478,618,441)	(2,258,478,618,441)
Segment profit during the vear	64,777,883,953	38,069,664,286	37,794,611,321	9,835,779,995	19,442,855,228	19,442,855,228 (100,607,081,203)	122,015,350,502	(52,701,636,921)
Un-allocated revenue							15,006,832,759	120,415,490,010
Un-allocated expense							(11,372,021,708)	(2,847,989,272)
						ı	125,649,561,552	61,865,863,817

For the year ended 31 December 2009

	Services and trading	l trading	Investment property services	erty services	Financial services	rvices	Total	
	2009 VND	2008 VND	2009 VND	2008 VND	2009 VND	2008 VND	2009 VND	2008 VNÑ
Assets Current assets Non-current assets	399,157,077,095	198,258,143,482	73,369,186,230	110,407,093,947	37,312,044,112	45,510,970,180	509,838,307,437	354,176,207,609
Un-allocated assets		1		1			11,283,541,959	12,900,000,000
	805,458,660,267	527,040,550,196	693,008,992,138	570,351,978,189	282,023,823,912	252,959,739,738	1,791,775,018,276	1,363,252,268,123
<b>Liabilities</b> Current liabilities	258,969,874,570	194,691,628,547	81,845,009,085	103,211,765,070	12,872,937,200	19,986,559,732	353,687,820,855	317,889,953,349
Non-current liabilities	206,034,310,020	76,174,545,585	360,230,932,613	299,662,333,005	52,276,611,716	103,456,413,729	618,541,854,349	479,293,292,319
	465,004,184,590	514,701,302,978	442,075,941,698	402,874,098,075	65,149,548,916	123,442,973,461	972,229,675,204	797,183,245,668
Depreciation and amortisation	5,049,199,489	5,049,925,899	4,139,694,808	4,041,618,834	177,088,484	•	9,365,982,781	9,091,544,733
Allowances and provisions	(40.258.676.259)	4,462,429,671	(2,442,681,389)	ı	1	116,599,557,908	(43,853,346,424)	121,061,987,579
Capital expenditure	79,933,137,250	4,462,343,432	32,976,606,036	193,407,599,149			112,909,743,286	197,869,942,581

For the year ended 31 December 2009

### 4. Cash and cash equivalents

	31/12/2009 VND	31/12/2008 VND
Cash on hand	3,222,446,566	3,806,935,102
Cash in banks	91,146,684,914	40,323,566,793
Cash equivalents	67,500,000,000	5,000,000,000
	161,869,131,480	49,130,501,895

#### 5. Short-term investments

Short-term investments represented investments in trading securities.

Movements in the allowance for diminution in value of short-term investments during the year were as follows:

	2009 VND	2008 VND
Opening balance Increase in allowance during the year Written back	24,100,465,852 - (6,811,465,852)	2,110,850,000 21,989,615,852 -
Closing balance	17,289,000,000	24,100,465,852

Included in short-term investments were investments in certain shares with carrying amount of VND28,204 million (2008: VND6,196 million) which are not listed or publicly traded.

At 31 December 2009 short-term investments with a carrying value of VND7,800 million (2008: VND39,009 million) were pledged with banks as security for loans granted to the Group.

### 6. Prepayment to suppliers

Prepayments to suppliers as of 31 December 2009 included amounts prepaid for acquisition of buildings and construction services of VND48,030 million (31/12/2008: VND100,760 million).

For the year ended 31 December 2009

#### 7. Allowance for doubtful debts

Movements in the allowance for doubtful debts during the year were as follows:

	2009 VND	2008 VND
Opening balance	1,169,274,361	3,085,756,536
Increase in allowance during the year	126,883,638	50,000,000
Allowance utilised during the year	(253,900,408)	(1,966,482,175)
Closing balance	1,042,257,591	1,169,274,361

#### 8. Inventories

	31/12/2009 VND	31/12/2008 VND
Goods in transit	1,920,476,190	-
Materials and spare parts	4,229,837,343	2,890,474,315
Merchandise inventory	93,196,406,129	72,748,793,092
	99,346,719,662	75,639,267,407
Allowance for inventories	(4,660,249,164)	(4,154,364,429)
	94,686,470,498	71,484,902,978

Movements in the allowance for inventories during the year were as follows:

	2009 VND	2008 VND
Opening balance Increase in allowance during the year Allowance utilised during the year	4,154,364,429 632,051,833 (126,167,098)	2,229,823,262 1,924,541,167 -
Closing balance	4,660,249,164	4,154,364,429

At 31 December 2009 inventories with a carrying value of VND6,440 million (31/12/2008: VND14,025 million) were pledged with banks as security for loans granted to the Group.

For the year ended 31 December 2009

	Buildings VND	Machinery and equipment	Office equipment VND	Motor vehicles VND	Others	Total
Cost Opening balance Additions Transfers from construction in progress Disposals Written off	15,983,426,340 19,776,791,989 1,542,311,188 (105,789,054)	18,295,326,561 4,842,679,799 - (13,087,008,839)	3,860,527,324 1,428,501,869 - (545,454,540) (191,674,205)	6,717,610,770 6,801,892,450 - (2,879,084,896) (214,519,427)	373,600,430	45,230,491,425 32,849,866,107 1,542,311,188 (16,617,337,329) (406,193,632)
Closing balance	37,196,740,463	10,050,997,521	4,551,900,448	10,425,898,897	373,600,430	62,599,137,759
Accumulated depreciation						
Opening balance Charge for the year Disposals Written off	10,499,050,000 1,258,363,466 (105,789,054)	8,276,920,905 1,690,531,981 (4,817,349,265)	2,102,882,803 617,543,086 - (190,054,831)	3,471,231,100 1,312,679,589 (1,433,185,292) (21,438,843)	339,084,906 34,515,524	24,689,169,714 4,913,633,646 (6,356,323,611) (211,493,674)
Closing balance	11,651,624,412	5,150,103,621	2,530,371,058	3,329,286,554	373,600,430	23,034,986,075
Net book value Closing balance Opening balance	25,545,116,051 5,484,376,340	4,900,893,900	2,021,529,390	7,096,612,343	34,515,524	39,564,151,684 20,541,321,711

Included in the cost of tangible fixed assets were assets costing VND14,398 million which were fully depreciated as of 31 December 2009 (31/12/2008: VND5,555 million), but which are still in active use. At 31 December 2009, tangible fixed assets with a carrying value of VND2,287 million (31/12/2008: VND1,838 million) were pledged with banks as security for loans granted to the Group.

**Tangible fixed assets** 

For the year ended 31 December 2009

### 10. Finance lease tangible fixed assets

Office equipment VND

#### Cost and net book value

Additions and closing balance

2,663,406,747

At the end of the lease the Group has the option to purchase the equipment at a beneficial price. The leased equipment secures the lease obligations.

### 11. Intangible fixed assets

	Indefinite land use right VND	Definite land use right VND	Software VND	Total VND
Cost				
Opening balance Additions	14,634,054,300	36,537,848,610	628,616,750 66,004,700	51,800,519,660 66,004,700
Written off	-	(51,209,420)	-	(51,209,420)
Closing balance	14,634,054,300	36,486,639,190	694,621,450	51,815,314,940
Accumulated amortisation				
Opening balance	-	2,295,048,022	56,651,878	2,351,699,900
Charge for the year	-	1,143,911,958	155,806,314	1,299,718,272
Closing balance	-	3,438,959,980	212,458,192	3,651,418,172
Net book value				
Closing balance	14,634,054,300	33,047,679,210	482,163,262	48,163,896,768
Opening balance	14,634,054,300	34,242,800,588	571,964,872	49,448,819,760

At 31 December 2009, intangible fixed assets with a carrying value of VND45,739 million (31/12/2008: VND46,699 million) were pledged with banks as security for loans granted to the Group.

For the year ended 31 December 2009

### 12. Construction in progress

	2009 VND	2008 VND
Opening balance Additions during the year	267,433,722,200 56,292,835,400	128,243,343,505 172,928,816,857
Transfers to investment property	(5,882,581,928)	(32,758,995,141)
Transfers to tangible fixed assets Transfer to long-term investments	(1,542,311,188) (818,300,400)	-
Written off Disposals	(82,492,660) (695,485,207)	(979,443,021)
Closing balance	314,705,368,869	267,433,722,200

At 31 December 2009, construction in progress with a carrying value of VND161,013 million (31/12/2008: VND132,999 million) was pledged with a bank as security for loans granted to the Group.

During the year, borrowing costs capitalised into construction in progress amounted to VND17,979 million (2008: VND23,738 million).

### 13. Investment property

	Land use rights VND	Buildings VND	Total VND
Cost			
Opening balance Transfers from construction in progress Transfers from prepayments to suppliers Disposals	- 462,106,962 57,306,554,900 (462,106,962)	50,825,805,393 5,420,474,966 - (293,384,931)	50,825,805,393 5,882,581,928 57,306,554,900 (755,491,893)
Closing balance	57,306,554,900	55,952,895,428	113,259,450,328
Accumulated depreciation			
Opening balance Charge for the year	-	12,304,778,784 3,152,630,863	12,304,778,784 3,152,630,863
Closing balance	-	15,457,409,647	15,457,409,647
Net book value			
Closing balance Opening balance	57,306,554,900 -	40,495,485,781 38,521,026,609	97,802,040,681 38,521,026,609

The Group's investment property represented buildings held for earning rental income.

For the year ended 31 December 2009

The fair value of investment property has not been determined as there was no recent market transaction for similar property in the same location as the Group's investment property and there is no active market for such property.

Included in the cost of investment property were assets costing VND4,893 million which were fully depreciated as of 31 December 2009 (31/12/2008: VND4,893), but which are still in active use.

At 31 December 2009, investment property with a carrying value of VND83,487 million (31/12/2008: VND23,150 million) were pledged with banks as security for loans granted to the Group.

### 14. Long-term investments

	31/12/2009 VND	31/12/2008 VND
Long-term equity investments in associates	237,921,906,002	223,894,353,641
Long-term corporate bonds	-	1,000,000,000
Long-term treasury bonds	-	150,000,000
Other long-term investments	523,140,161,479	438,413,908,715
	761,062,067,481	663,458,262,356
Allowance for diminution in value of long-term investments	(62,795,258,374)	(100,596,074,417)
	698,266,809,107	562,862,187,939
Movements of investments in associates were as follows:	2009 VND	2008 VND
	2	
Balance at the beginning of the year	223,894,353,641	63,531,680,896
New investments	-	166,443,000,000
Elimination	124,342,320	248,684,638
Share of net profit in associates	14,190,492,809	10,666,133,785
Disposals of associates	-	(6,461,561,597)
Dividends from associates	(3,638,887,232)	(9,232,911,982)
Deduction of net investment in associate due to dilution	-	(1,300,672,099)
Foreign exchange differences on capital contribution in associate	3,351,604,414	-
	237,921,906,002	223,894,353,641

Included in other long-term investments were investments in certain shares with carrying amount of VND294,721,932,590 which are not listed or publicly traded; market price for these shares could not be reliably determined and reliable information for impairment consideration is not available; consequently investments in these shares are carried at cost.

For the year ended 31 December 2009

At 31 December 2009 investment in associates with cost of VND13,713 million and other long-term investments with cost of VND60,730 million (31/12/2008: VND16,799 million and VND168,628 million, respectively) were pledged with banks as security for loans granted to the Group.

Movements in the allowance for diminution in value of long-term investments during the year were as follows:

	2009 VND	2008 VND
Opening balance Increase in allowance during the year	100,596,074,417	1,481,761,682 99,114,312,735
Written back	(37,800,816,043)	-
Closing balance	62,795,258,374	100,596,074,417

Details of the investments in associates are as follows:

Name	Principal activity	Investment Licence	% of ownership	31/12/2009 VND	31/12/2008 VND
Super Car Co., Ltd	Trading cars' spare parts and interior decorative materials.	Business Licence No. 4103008825 issued by the Planning and Investment Department on 21 December 2007 and amended on 6 March 2008	37.5%	1,293,252,613	1,860,931,380
Savico Ben Thanh Co., Ltd (SYM)	Trading SYM motorbikes, providing maintenance services.	Business Licence No. 4102036521 issued by Ho Chi Minh City Planning and Investment Department on 25 January 2006.	37%	1,851,170,058	1,635,734,827
	Trading FORD cars and spare parts, providing maintenance services.	Business Licence No. 044937 issued by the Planning and Investment Department of Danang on 16 June 1998 and amended on 25 June 2007.	40%	5,668,065,506	4,669,355,554
Comfort Delgro Savico Taxi Company	Providing taxi transportation and related services in Vietnam.	Business Licence No. 824/ GP-HCM issued by the People's Committee of Ho Chi Minh City on 28 March 2005.	40.19%	23,708,149,910	22,206,922,691

For the year ended 31 December 2009

Name	Principal activity	Investment Licence	% of ownership	31/12/2009 VND	
Saigon Services Co., Ltd (SSC)	Construction of civil, industrial projects and providing office for lease and entertainment services.	Business Licence No. 4102003457 issued by Ho Chi Minh City Planning and Investment Department on 9 January 2001.	49%	1,831,887,896	1,830,137,405
Toyota East Saigon Joint Stock Company (TESC)	Trading TOYOTA cars and spare parts, providing maintenance services.	Business Licence No. 4103001903 issued by Ho	35.16%	41,673,458,611	27,648,271,784
Savico -Vinaland Co., Ltd	Constructing and managing the business centre, providing office for lease and related services.	Investment License No. 411022000214 issued by the People's Committee of Ho Chi Minh City on 3 October 2008.	49.50%	161,895,921,408	164,043,000,000
				237,921,906,002	223,894,353,641

### 15. Long-term prepayments

	31/12/2009 VND	31/12/2008 VND
Prepaid land cost (*)	16,125,432,980	18,500,496,262
Tools and supplies	5,824,655,699	-
Pre-operating expenses	4,199,160,437	-
Others	746,797,727	1,117,302,165
	26,946,046,843	19,617,798,427

<sup>(\*)</sup> Prepaid land cost represented land rental prepaid for 8 years in advance and is amortised over 8 years.

For the year ended 31 December 2009

### 16. Short-term borrowings

	31/12/2009 VND	31/12/2008 VND
Denominated in USD	10,300,000,000	600,000,000
Denominated in VND	87,238,862,045	93,140,455,060
	97,538,862,045	93,740,455,060
Current portion of long-term liabilities (Note 19)	37,225,770,200	34,427,849,200
	134,764,632,245	128,168,304,260

Including in short-term borrowings were VND39,540,156,000 (31/12/2008: VND12,391,000,000) unsecured and VND57,998,706,045 (31/12/2008: VND81,349,455,060) secured by assets with carrying value of VND75,586 million (31/12/2008: VND221,662 million).

These loan bore interests at rates ranging from 3.6% to 12.75% (2008: from 3.6% to 19.5%) per annum.

### 17. Taxes payable to State Treasury

31/12/2009 VND	31/12/2008 VND
3,850,749,035	2,880,851,299
24,457,520,023	13,823,822,620
2,025,238,711	4,534,394,553
30,333,507,769	21,239,068,472
31/12/2009 VND	31/12/2008 VND
VND	VND
VND 1,078,264,776	<b>VND</b> 4,172,800,345
1,078,264,776 2,662,852,652	VND 4,172,800,345 995,950,831
	3,850,749,035 24,457,520,023 2,025,238,711

11,857,632,695

10,629,582,306

For the year ended 31 December 2009

### 19. Other long-term liabilities

	31/12/2009 VND	31/12/2008 VND
Deferred revenue	145,952,506,418	98,764,380,000
Long-term deposit received	10,011,121,947	12,335,453,066
Other long-term payables	80,209,468,586	28,052,944,126
	236,173,096,951	139,152,777,192

### 20. Long-term borrowings and liabilities

		31/12/2009 VND	31/12/2008 VND
Borrowings denominated in USD Borrowings denominated in VND		82,224,660,795 332,683,203,954	13,600,000,000 359,179,185,079
		414,907,864,749	372,779,185,079
Finance lease liabilities	(*)	2,254,576,184	-
		417,162,440,933	372,779,185,079
Repayable within twelve months		(37,225,770,200)	(34,427,849,200)
Repayable after twelve months		379,936,670,733	338,351,335,879

Including in long-term borrowings were VND49,537,878,075 (31/12/2008: VND63,000,000,000) unsecured and VND365,369,986,674 (31/12/2008: VND309,779,185,079) secured by assets with carrying value of VND305,624 million (31/12/2008: VND284,292 million).

These loans bore interests at rates ranging from 10.5% to 14.1% (2008: from 11.34% to 18%) per annum.

Repayment schedules of long-term borrowings were as follows:

	2009 VND	2008 VND
Within one year	37,225,770,200	34,427,849,200
Within two to five years	282,445,319,255	251,244,814,000
Over five years	95,236,775,294	87,106,521,879
	414,907,864,749	372,779,185,079

For the year ended 31 December 2009

(\*) The future minimum lease payments under non-cancellable finance leases were:

		31/12/2009 VND			
	Payments	Interest	Principal		
Within one year Within two to five years	690,581,300 2,595,161,384	360,004,100 671,162,400	330,577,200 1,923,998,984		
	3,285,742,684	1,031,166,500	2,254,576,184		

#### 21. Share capital

	31/12/2009		31/12/2008	
	Number of shares	VND	Number of shares	VND
Authorised share capital	24,995,573	249,955,730,000	20,361,040	203,610,400,000
Issued ordinary shares	24,995,573	249,955,730,000	20,361,040	203,610,400,000
Treasury ordinary shares	(1)	(16,000)	(221,061)	(3,544,746,277)
Ordinary shares currently in circulation	24,995,572	249,955,714,000	20,139,979	200,065,653,723

All ordinary shares have a par value of VND10,000. Each share is entitled to one vote at meetings of the Company. Shareholders are entitled to receive dividend as declared from time to time. All ordinary shares are ranked equally with regard to the Company's residual assets. In respect of shares bought back by the Company, all rights are suspended until those shares are reissued.

Movements in share capital during the year were as follows:

	31/	31/12/2009		12/2008
	Number of shares	VND	Number of shares	VND
Balance at the beginning of the year	20,139,979	200,065,653,723	14,676,170	145,932,487,500
Shares issued during the year Treasury shares purchased during the year Treasury shares reissued during the year	4,634,533 - 221,060	46,345,330,000 - 3,544,730,277	5,487,630 (23,821)	54,876,300,000 (743,133,777)
Balance at the end of the year	24,995,572	249,955,714,000	20,139,979	200,065,653,723

For the year ended 31 December 2009

In August 2009, the Company reissued treasury shares for proceeds of VND8,642,952,000, exceeding par value by VND5,098,221,723. This amount was recorded as share premium.

In October 2009, the Company issued 4,634,533 shares for existing and new shareholders. The proceeds from shares issuance in excess of the par value totalling VND131,090,336,580 was recorded as share premium in equity section.

### 22. Minority interest

	2009 VND	2008 VND
Balance at the beginning of the year	79,466,426,625	45,650,892,992
Earnings attributable to minority interest during the year	27,988,729,031	15,339,311,289
Capital contribution during the year	5,845,950,000	26,720,880,000
Dividends	(5,446,221,852)	(7,986,948,355)
Utilisation of welfare and bonus fund borne by minority interest	(851,885,588)	(257,709,301)
Foreign exchange difference	(701,159,774)	-
Balance at the end of the year	106,301,838,442	79,466,426,625

### 23. Total revenue

Total revenue represents the gross invoiced value of goods sold and services rendered exclusive of value added tax.

Net sales comprised of:

	2009 VND	2008 VND
Total revenue		
<ul><li>Sales</li></ul>	2,876,534,520,785	1,926,804,323,326
<ul> <li>Services</li> </ul>	140,785,619,923	131,869,781,468
<ul> <li>Investment property services</li> </ul>	76,121,460,304	61,982,362,003
	3,093,441,601,012	2,120,656,466,797
Less sales deductions	(14,412,563,909)	(3,033,181,060)
Net sales	3,079,029,037,103	2,117,623,285,737

For the year ended 31 December 2009

### 24. Cost of sales

	2009 VND	2008 VND
Merchandise goods sold Services provided	2,703,288,808,377 113,738,507,559	1,826,338,329,622 98,607,936,063
Depreciation charge of investment property	3,152,630,863	3,548,914,146
Carrying value of Investment properties disposed Allowance for inventories	1,450,977,100 632,051,833	14,707,156,896 1,924,541,167
	2,822,262,975,732	1,945,126,877,894

### 25. Financial income

	2009 VND	2008 VND
Interest income	2,189,982,234	4,976,197,668
Income from disposal of investments	-	11,952,379,601
Income from disposal of securities	10,135,681,200	10,044,079,470
Dividends	15,135,860,459	49,987,779,729
Foreign exchange gains	318,664,516	526,732,748
Others	18,323,995	392,782
	27,798,512,404	77,487,561,998

### 26. Financial expenses

	2009 VND	2008 VND
Interest expense from banks	33,031,246,098	63,319,911,776
Loss from short-term investments trading	36,789,157,821	16,621,492,448
Securities trading fees	484,394,542	211,916,819
Foreign exchange losses	244,182,776	1,234,769,205
Allowance for short-term and long-term investments	-	121,103,928,587
Reversal of allowance for short-term and long-term investments	(44,612,281,895)	-
Others	-	9,798,261
	25,936,699,342	202,501,817,096

For the year ended 31 December 2009

### 27. Other income

	2009 VND	2008 VND
Proceeds from disposals of tangible fixed assets	3,948,954,697	3,024,486,813
Commission received from other parties	276,021,026	164,391,681
Compensation received from other parties	4,723,445,966	5,942,240,239
Deduction in payables offered by suppliers	1,175,373,920	1,063,766,877
Gain on disposal of investment in associate	-	6,715,939,197
Others	4,883,037,149	103,007,295,927
	15,006,832,758	120,415,490,010

### 28. Other expenses

	2009 VND	2008 VND
Carrying value of tangible fixed assets disposed	10,261,013,718	1,745,403,969
Carrying value of fixed assets written off	382,402,038	3,398,608,732
Others	729,205,952	703,976,572
	11,372,621,708	5,847,989,273

### 29. Income tax

### (a) Recognised in the balance sheet

	31/12/2009 VND	31/12/2008 VND
Deferred tax assets		
Allowances and provisions	4,745,384	13,125,435,845
Allowance for doubtful debts	-	22,050,524
Allowance for inventories	-	42,000,000
Accruals	935,254,115	29,352,525
Tax value of loss carry-forwards recognised	10,343,542,460	-
	11,283,541,959	13,218,838,894

For the year ended 31 December 2009

### (b) Recognised in the statement of income

Effect of unrealised loss from subsidiary

Under provision in prior year

Income tax expense

	2009 VND	2008 VND
Current tax expense		
Current year	22,897,602,866	21,143,222,547
Under provision in prior year	942,480,732	-
	23,840,083,598	21,143,222,547
Deferred tax expense/(benefit)		
Origination of temporary differences	(766,557,349)	(16,452,728,916)
Write off of deferred tax assets	6,310,518,697	1,882,894,085
Reversal of temporary differences	6,734,878,047	-
Tax value of loss carry-forwards recognised	(10,343,542,460)	-
	1,935,296,935	(14,569,834,831)
Income tax expense	25,775,380,533	6,573,387,716
Reconciliation of effective tax rate	2009 VND	2008 VND
Profit before tax	125,649,561,552	61,865,863,816
Tax at income rate applicable to the Company	31,223,634,686	17,322,441,868
Tax effect of non deductible expenses	2,194,173,005	1,730,171,654
Tax effect of non-taxable income	(4,290,189,552)	(12,251,965,093)
Effect of tax incentives	(8,403,790,776)	(4,451,130,061)
Effect of lower tax rate at subsidiary	-	(727,187,384)
Effect of lower tax rate differential on certain income	-	799,485,914
Deferred tax assets not recognized in subsidiaries	2,790,364,084	2,436,715,305
Deferred tax assets written off	6,310,518,697	1,882,894,085
Tax losses utilised in subsidiaries	(128,638,903)	(168,038,572)

Deferred tax assets have not been recognised by certain subsidiaries in respect of their tax losses because it is not probable that future taxable profit will be available against which the subsidiaries can utilise the benefits therefrom.

(4,863,171,440)

25,775,380,533

6,573,387,716

942,480,732

(c)

For the year ended 31 December 2009

### (d) Applicable tax rates

The Company and its subsidiaries have an obligation to pay the Government income tax at the rate that is generally applied for companies in Vietnam, which is currently at 25%. The Company is exempted from income tax for 2005 and 2006 and receives a 50% reduction in income tax for the five succeeding years (2007 to 2011).

Under the term of Circular 03/2009/TT-BTC, the Company is entitled to a 30 percent reduction of income tax liabilities for the fourth quarter of 2008 and the whole year for 2009.

### 30. Basic earnings per share

The calculation of basic earnings per share at 31 December 2009 was based on the earnings attributable to equity holders of the Company and a weighted average number of ordinary shares outstanding, calculated as follows:

	2009 VND	2008 VND
Earnings attributable to equity holders of Saigon General Service Corporation	71,885,451,988	39,953,164,811

#### Weighted average number of ordinary shares

	2009 Number of shares	2008 Number of shares
Issued ordinary shares at the beginning of the year	20,139,979	14,676,170
Effect of shares issued in May 2007	-	-
Effect of shares bought back in May 2008	-	(1,133)
Effect of shares issued in May 2008	-	3,201,118
Effect of shares bought back in June 2008	-	(1,119)
Effect of shares bought back in August 2008	-	(452)
Effect of shares bought back in September 2008	-	(853)
Effect of shares bought back in October 2008	-	(1,553)
Effect of shares bought back in November 2008	-	(463)
Effect of shares sold out in August 2009	73,687	-
Effect of shares issued in October 2009	772,422	-
Weighted average number of ordinary shares at the end of the year	20,986,088	17,871,715

As of 31 December 2009, the Company does not have potentially dilutive ordinary shares.

#### 31. Dividends

The General Meeting of Shareholders of the Company on 15 April 2009 resolved to distribute dividends amounting to VND16,112 million (8% of par value of shares in circulation as at 20 May 2009, which is the ex-dividend date).

The General Meeting of Board of Management of the Company on 25 December 2009 resolved to distribute dividends amounting to VND12,498 million (5% of par value of shares in circulation at 15 January 2010, which is the ex-dividend date).

For the year ended 31 December 2009

### 32. Significant transactions with related parties

### **Identity of related parties**

The Group has related relationship with its major shareholders, its associates and its key management personnel. The Group has the following subsidiaries.

Subsidiaries Name	Principal activity	Investment licence	% of ownership
Saigon Ford Co., Ltd (SAIGON FORD)	Trading FORD cars and spare parts, providing maintenance services.	Business Licence No. 4102001544 issued by Ho Chi Minh City Planning and Investment Department on 5 March 2003, amended on 22 October 2003 and 26 April 2005.	52.05%
Toyota Giai Phong Joint Venture (TGP) Company	Trading TOYOTA cars and spare parts, providing maintenance services.	Business Licence No. 14/GP-HN issued by the People's Committee of Hanoi on 22 January 1998.	51%
East City Co., Ltd (GM DAEWOO)	Trading GM-Daewoo cars and spare parts, providing maintenance services.	Business Licence No. 4102014294 issued by Ho Chi Minh City Planning and Investment Department on 5 March 2003 and amended on 22 October 2003.	55%
Savico Automatic Service and Trading Co., Ltd (SAVICO - R Co., Ltd)	Trading of electrical engines, automatic selling machine and spare parts, providing automatic selling machines lease, advisory services, domestic transportation services, telecom and postal services, business advertising services, and provide office lease service.	Business Licence No. 4102034948 issued by Ho Chi Minh City Planning and Investment Department on 23 November 2005 and amended on 19 January 2006 and 12 October 2007.	99%
City Automobile Corporation (HYUNDAI)	Trading Hyundai cars and spare parts, providing maintenance services.	Business Licence No. 0309553786 issued by Ho Chi Minh City Planning and Investment Department on 03 November 2009	51%
Saigon Auto Service Trading Limited Company (YAMAHA Can Tho)	Trading YAMAHA motorbikes and spare parts, providing maintenance services.	Business Licence No. 5702001169 issued by Can Tho Planning and Investment Department on 11 August 2006.	93.33 %

For the year ended 31 December 2009

Subsidiaries Name	Principal activity	Investment licence	% of ownership
Saigon Star Corporation	Trading SUZUKI motorbikes and spare parts, providing maintenance services.	Business Licence No. 4103007242 issued by the Planning and Investment Department of Ho Chi Minh City on 9 July 2007 and amended on 28 May 2008.	55%
Saigon Vien Dong Co., Ltd	Trading Honda motorbikes and spare parts, providing maintenance services.	Investment License No. 4102055390 issued by Ho Chi Minh Planning and Investment Department on 29 October 2007.	55%
Savico Hanoi Corporation	Operating business centre, providing hotel services; civil constructions, industrial projects; agents and consignments; import and export activities; trading and maintenance automobile, providing engines rental; transportation and car parking services.	Business Licence No. 0103018056 issued by Hanoi Planning and Investment Department on 19 June 2007 and 12 September 2007.	70%
Toyota Can Tho Co., Ltd	Trading TOYOTA cars and spare parts, providing maintenance services.	Investment License No. 571022000005 issued by the People's Committee of Can Tho on 18 April 2007.	51%

### Transactions with key management personnel

Total remuneration and business allowances to key management personnel were as follows:

	2009 VND	2008 VND
Board of Management	2,101,842,000	1,655,309,224
Board of Directors	953,000,000	731,580,512
Supervisory Board	92,000,000	72,000,000
	3,146,842,000	2,458,889,736

For the year ended 31 December 2009

### Other related party transactions

During the year there were the following significant transactions with related parties:

Related Party	Relationship	Nature of transaction	2009 VND	2008 VND
Toyota East Saigon Joint Stock Company	Associate	Dividends received from associate	1,371,240,000	7,159,696,800
		Purchase of merchandise to associate	922,307,388	-
		Sale of merchandise to associate	132,484,000	-
ComfortDelgro Savico Taxi Company	Associate	Rental charged to associate	2,184,202,774	1,828,939,872
Ben Thanh Savico General Trading & Services Co., Ltd	Associate	Dividends received from associate	448,000,000	224,000,000
		Commission received from associate	1,652,773,650	494,919,500
Dana Joint Stock Company	Associate	Dividends received from associate	1,819,647,182	838,800,110
Savico – Vinaland Co., Ltd	Associate	Consultant fee charged to associate	3,156,603,624	-

### 33. Lease commitments

The future minimum lease payments under non-cancellable operating leases were:

	31/12/2009 VND	31/12/2008 VND
Within one year	20,570,129,788	16,684,840,576
Within two to five years	36,543,158,353	41,592,887,366
More than five years	67,253,419,236	69,299,673,021
	124,366,707,377	127,577,400,963

For the year ended 31 December 2009

### 34. Production and business costs by element

	2009 VND	2008 VND
Cost of purchase of merchandises	1,697,200,811,330	1,305,481,924,298
Labour costs and staff costs	79,003,405,186	55,878,448,347
Depreciation and amortisation	9,365,982,781	9,091,544,733
Outside services	89,407,639,642	55,169,682,493
Other expenses	20,289,730,576	12,624,588,292

Prepared by:

Hoang Thi Thao Chief Accountant Nguyen Vinh Tho General Director

Approved by:

18 March 2010

# Savico's Branches, Subsidiaries, Affiliates and Investment Company



#### **BRANCHES**

### **Savico Can Tho branch**

Address: 71 Hung Vuong st., Ninh Kieu

Dist., Can Tho City

Tel : 0710 3827 308 Fax : 0710 3820 205

### **Savico Da nang branch**

Address: Vo Van Tan st., Thanh Khe Dist.,

Da Nang City

Tel : 0511 3647 858 Fax : 0511 3646 517

### **SUBSIDIARIES AND AFFILIATES**

### **Subsidiary Companies**

01

### **Savico Hanoi Corporation**

Address: : 40 Cat Linh st., Hanoi Tel : 04. 3736 7636

Fax : 04.3737 7656

Charter capital : VND 50,000,000,000

Savico's share : 70%

02

### Toyota Giai Phong JV Co., Ltd.

Address 807 Giai Phong st., Giap Bat Ward, Hoang Mai Dist.,

Hanoii

Tel : 04.3664 0124 Fax : 04.3664 0127

Charter capital : VND 18,134,000,000

Savico's share: : 51%

03

### **Saigon Automobile Corporation (Saigon Ford)**

Address : 61A Cao Thang st., Dist. 3, HCMC

Tel : 08 3822 7122 Fax : 08 3823 3494

Charter capital : VND 13,000,000,000

Savico's share: : 52,05%







# Savico's Branches, Subsidiaries, Affiliates and Investment Company

### **Saigon Automobile Corporation (Saigon Ford)**

#### **Branches**

- Dong Son Used Vehicles and Maintenance Service Center
   104 Pho Quang st., Ward 2, Tan Binh Dist., HCMC
- 2. Saigon Automax

72 Tran Dinh Xu, Dist. 1, HCMC

- Saigon Auto Mall
   105 Nguyen Van Cu st., Dist. 5, HCMC
- Branch in Can Tho
   41A/3 3/2 st., Xuan Khanh Ward, Can Tho City

04

### Dong Do Thanh Co., Ltd.

Address : 655 Hanoi high way, Dist. 2, HCMC

Tel : 08 3898 9878 Fax : 08 3898 9876 Charter capital : VND 8,000,000,000

Savico's share: : 55%

05

### Saigon Service & Trading Co., Ltd. (Yamaha Can Tho)

Adress : 1164-166C 3/2 st., Ninh Kieu Dist., Can Tho City

Tel : 0710 3780 166
Fax : 0710 3780 166
Charter capital : VND 4,000,000,000

Savico's share : 70%

2S shops: 164/1B Tran Ngoc Que st., Hung Loi Ward, Ninh Kieu Dist., Can Tho City





06

### Toyota Can Tho JV Co., Ltd.

Address: : Block 20, Phu An Residence, Quang Trung,

Phu Thu Ward, Cai Rang Dist., Can Tho city

Tel : 0710 3827 308 Fax : 0710 3820 205 Charter capital: : VND 49,625,548,000

Savico's share : 51%

07

### **Saigon Ngoi Sao Corporation**

Address : 14-16 Tran Hung Dao st., Dist. 1, HCMC

Tel : 08 3837 8390 Fax : 08 3838 6146 Charter capital : VND 15,000,000,000

Savico's share : 51%

Motorcycles Shops:

1. 182 Tran Quoc Thao st., Dist. 3, HCMC (Suzuki)
 2. 3/9 Kha Van Can st., Thu Duc Dist. (Suzuki)
 3. 325 Ly Tu Trong st., Dist. 1, HCMC (Suzuki)

4. 379 Quang Trung st., (Suzuki)

5. 673 Huynh Tan Phat st., Tan Thuan Dong Ward, Dist. 7 (Honda)

Showroom Ô tô Suzuki:

510 High way 13, Hiep Binh Phuoc Ward, Thu Duc Dist., HCMC

08

### **City Automobil Corporation**

Address : 6 Tran Hung Dao st., Dist. 1, HCMC

Tel : (84.8) 3915 3247

Fax : (84.8) 3915 3248

Charter capital : VND 10,000,000,000

Savico's share : 51%







# Savico's Branches, Subsidiaries, Affiliates and Investment Company

09

### **Ben Thanh Auto Corporation**

Address : 831 Truoc Chinh st., Tay Thanh Ward,

Tan Phu Dist., HCMC

Tel : (84.8) 3815 7979 Fax : (84.8) 3815 8989

Email : info@benthanhford.com.vn
Website : www.benthanhford.com.vn

Charter capital : VND 20,000,000,000

Savico's share: : 52%

### **Affiliated Companies**

01

### **Toyota East Saigon Corporation**

Headquarter Address : 507 Hanoi highway, Dist. 2, HCMC
Tel : 08 3898 9242 / 08 3899 9243

Charter capital: : VND 39,000,000,000

Savico's share : 35,16%

Branch : 18 Phan Van Tri st., Ward 7, Go Vap Dist., HCM

02

### Ben Thanh Savico General Trading Co., Ltd.

Address : 17-19 Tran Hung Dao st., Dist. 1, HCMC

Tel : 08 3914 3826 Fax : 08 3914 2899 Charter capital : VND 3,000,000,000

Savico's share : 37,33%

Shops

1. 1 Nguyen Trai st., Dist. 1, HCMC

2. 365 Huynh Tan Phat st., Tan Thuan Dong Ward, Dist. 7

3. 144 Le Van Viet st., Hiep Phu Ward, Dist. 9, HCMC

4. 58-59 Nguyen Thi Dinh st., An Phu Ward, Dist. 2, HCMC

5. 331C Tran Hung Dao st., Co Giang Ward, Dist. 1, HCMC







03

### **Comfort DelGro Savico Taxi Co., Ltd.**

Address : Ho Van Hue st., Ward 2, Tan Binh Dist., HCMC

Tel : 3842 4400 Fax : 08 3842 4400

Charter capital : VND 79,315,000,000

Savico's share : 40 %

04

### **DANA Corporation**

Address : 56 Dien Bien Phu st., Thanh Khe Dist., Da nang

Tel : 0511 3646 555
Fax : 0511 3646746
Charter capital : VND 8,000,000,000

Savico's share : 40,27%

Branches:

1 Dong son service center

37A Dien Bien Phu st., Da Nang City

2 Auto trading center (second-hand auto)

66 Vo Van Tan st., Da Nang City

3 Gia Lai Branch

304 Pham Van Dong st., Thong Nhat Ward, Pleiku city

4 Binh Dinh Branch

73 Tay Son st., Quang Trung Ward, Quy Nhon City

05

### Super vehicle joint stocks company

Address : 104 Pho Quang st., Ward 2, Tan Binh Dist., HCMC

Tel : 08 66 530 532 Fax : 08 38 420 574 Charter capital : VND 8,000,000,000

Savico's share : 37,50%



**COMFORT DELGRO SAVICO TAXI** 





# Savico's Branches, Subsidiaries, Affiliates and Investment Company

06

### **Savico Vinaland joint venture company**

Address : 115-117 Ho Tung Mau st., Ben Nghe Ward,

Dist. 1, HCMC

Charter capital: : VND 320,000,000,000

Savico's share : 50,5%

07

### Saigon Khanh Hoi General Services Co., Ltd.

Address : 56 Ben Van Don st., Dist. 4, HCMC

Tel : 3943.3430 Fax : 3943.3429

Charter capital : VND 6.000.000.000

Savico's share : 49%



### **Investment Companies:**

No.	Company Name	Address	Telephone	Charter Capital (Unit: VND)	Savico's proportion
COMPA	ANIES WITH SAVICO PERSONEL	IN THE MANAGEMENT BOARD			
1	Orient Commercial Bank	45 Le Duan st., Dist. 1, HCMC	Tel: 38 220 960 FAX: 38 220 963	2,000,000,000,000	5.12%
2	Orient Securities Company	194 Nguyen Cong Tru st., Nguyen Thai Binh Ward, Dist. 1, HCMC	Tel: 39 144 290 FAX: 39 142 295	240,000,000,000	10.00%
3	BenThanh Trading & Service Joint Stock Company (TSC)	120-121 Ben Chuong Duong st., Dist. 1, HCMC	Tel: 38 236 724 FAX: 38 223 390	88,000,000,000	1.72%
4	Viet Thai Wire & Cable Corporation	Street no. 1, Bien Hoa 1 Industrial zone, Dong Nai province	Tel: 061 3836 158 FAX: 061 3836 297	50,000,000,000	13.02%
5	Ben Thanh Non Nuoc Tourism Corporation (Sandy Beach)	255 Huyen Tran Cong Chua st., Hoa Hao Ward, Ngu Hanh Son Dist., Da Nang City	Tel: 0511 3836 216 FAX: 0511 3836 335	70,000,000,000	8.57%
6	Ben Thanh Long Hai Corporation (Tropicana)	Street 44A, Phuoc Hai Ward, Dat Do Dist., Ba Ria Vung Tau pronvice	Tel: 64 679999 FAX: 64 678888	43,000,000,000	15.00%
7	Ho Chi Minh City Electric Power Trading Investment Corporation (Tradincorp)	29 street no. 41, Ward 6, Dist. 4, HCMC	Tel: 22 117 898 FAX: 38 264 051	234,039,498,000	5.77%
8	Thu Duc Housing Development (TDH)	384 Vo Van Ngan st., Binh Tho Ward, Thu Duc Dist., HCMC	Tel: 38 966 676 FAX: 38 961 123	378,750,000,000	0.81%
OTHER	INVESTED COMPANIES				
9	Viet A Bank (VAB)	115-121 Nguyen Cong Tru st., Nguyen Thai Binh Ward, Dist. 1, HCMC	ĐT: 38 292 497 FAX: 38 230 336	1,631,861,830,000	3,71%
10	Seaprodex Refrigeration Industry Corporation (Searefico)	149B Truong Dinh st., Dist. 3, HCMC	Tel: 38 752 116 FAX: 38 753 002	80,201,000,000	2.16%
11	Saigon Postel Corporation	199 Dien Bien Phu st., Ward 15, Binh Thanh Dist., HCMC	Tel: 54 041 440 FAX: 54 040 795	467,499,910,000	3.92%
12	Constrexim Pacific (COPAC)	69 Le Quoc Hung st., Ward 12, Dist. 4, HCMC	Tel: 22 116 707 FAX: 39 434 233	50,000,000,000	10%
13	Merufa Joint Stock Company (MERUFA)	C64/II street no. 8, Vinh Loc A Industrial Zon, Binh Chanh Dist., HCMC	Tel: 37 655 031 FAX: 37 654 161	33,394,140,000	3.29%
14	Global Insurance Company (GIC)	106-108 Cong Quynh st., Dist. 1, HCMC	Tel: 39 202 627 FAX: 39 202 628	344,546,000,000	0.52%
15	Saigon Beer – Alcohol – Beverage Joint Stock Corporation (Sabeco)	6 Hai Ba Trung st., Dist. 1, HCMC	Tel: 38294083 FAX: 38296856	6,412,811,860,000	0.03%







### CÔNG TY CỔ PHẦN DỊCH VỤ TỔNG HỢP SÀI GÒN

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