



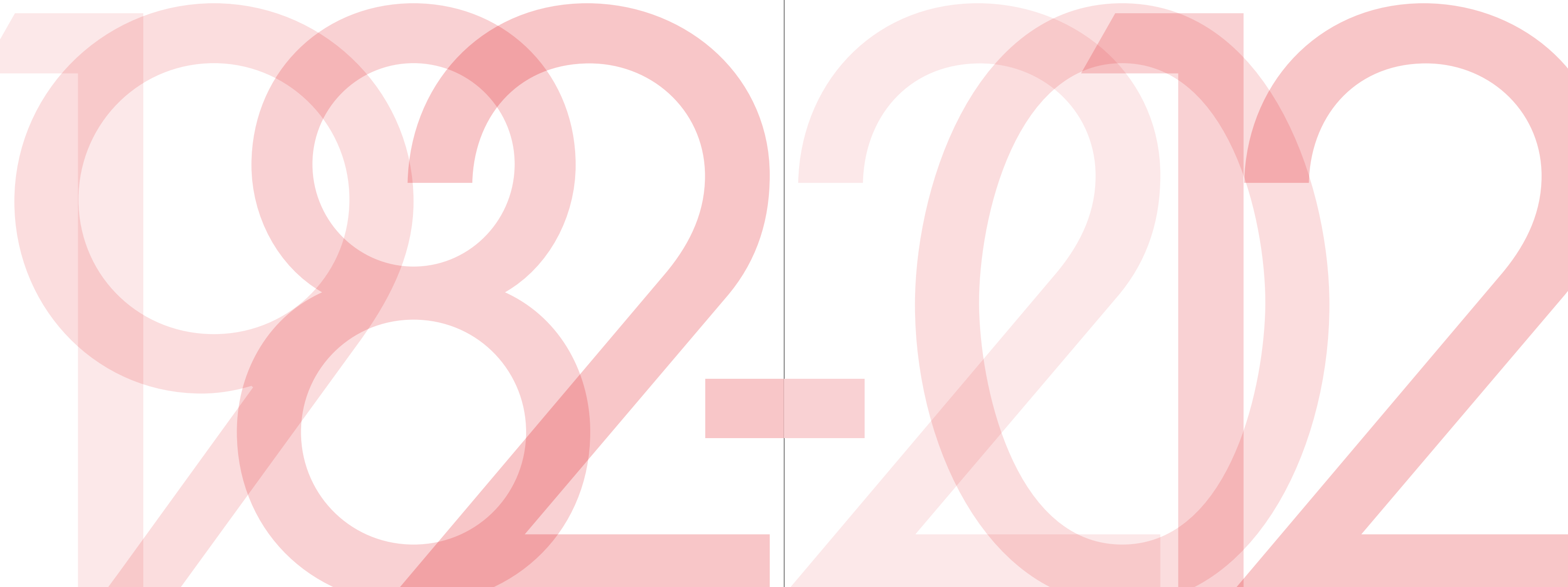
INNOVATION -  
DEVELOPMENT  
1982 - 2012



**SAVICO**

Annual Report 2012

Mission - Vision - Core Values.....04	Board of Management's report .....48
Message from the Chairman.....06	Board of Supervisors's report .....55
The stages of establishment and development.....08	Information on shares and shareholders .....60
Main objectives of the company.....12	Investor relations 2012 .....64
Organization Chart of the company .....14	SAVICO and brand development .....65
Organization and Personnel.....17	Social work, unions and other activities .....67
Introducing Board Of Management, Board Of Directors, Board Of Supervisors, (BOM, BOD and BOS).....20	Separate financial statements 2012 .....68
The areas of activity .....28	Consolidated financial statements 2012 .....80
Report of General Director.....38	List of subsidiaries and joint ventures.....138



# MISSION - VISION - CORE VALUES



# SAVICO

## VISION

Become the leading service investment corporation in Vietnam, international and regional integration.

## MISSION

The company is the best service provider that directs its all activities toward customer satisfaction.

Customer satisfaction is our happiness

## CORE VALUES

"SAVICO is a reliable place of shareholders and investors, where connects, increases benefits of customers, shareholders, employees and social community based on SAVICO's culture."

"Respect, listen and consider the benefit of our customers, partners and shareholders as our own interest."

"Join hands to overcome challenges; self innovate, take advantage of opportunities, achieve success."

# MESSAGE FROM THE CHAIRMAN

*While all business activities decline, services continue to promote efficiency, affirming that business strategy of developing types of services is a right decision to ensure business efficiency, risk prevention and sustainable development.*

Dear shareholders and investors,

In 2012, a year of challenges and difficulties for companies in the country, most companies have faced many risks, high inventory, and lack of access to capital in spite of high interest rates, which made them decrease the scale of production, minimize costs, reduce production targets, taking advantage of resources accumulated from previous years to maintain operations. The company's fields of activity was strongly affected; the purchasing power of the automobile and motorcycle markets was much lower than that of previous years. The financial, real estate and stock markets sharply decreased. The cost of using capital rocketed. Besides, difficulties in accessing bank loans greatly affected SAVICO's investment and business operations.

2012 has left too many lessons of experience for SAVICO's member companies. Lessons of forecasting, capital management, inventory control and cost management. While all business activities decline, services continue to promote efficiency, affirming that business strategy of developing types of services is a right decision to ensure business efficiency, risk



prevention and sustainable development. For financial and real estate services, these lessons were learned from taking risks in macro financial management. In the whole economic picture of 2012 with tens of thousands of companies dissolved, going bankrupt or ceasing operations, SAVICO got results with its flexible management solutions: total gross revenue of 6,992 billion VND, gross profit before tax of 78.1 billion VND, total consolidated revenue of 5,433 billion VND and consolidated profit before tax of 61.4 billion VND, affirming the collective efforts of SAVICO management and staff.

To achieve the above results, BOD has directed member companies to keep up with markets, enhance forecasting, timely develop hard solutions, and revise the 2012 plan to ensure financial safety, reduce inventory, maintaining the stable development of the company.

In 2013, it's predicted that the Vietnam's economy remain very difficult. The Government shall continue to implement preferential policies "to control inflation, grow properly and stabilize macroeconomy," as well as address shortcomings and difficulties that arise in the economy, such as bad debt, frozen real estate market, high inventory, unstable macroeconomy, and inflation that risks rising again. The economy hasn't regained growth momentum. Business and solving employment are very difficult. Business resources and residential income decline. Market confidence is still low. Service and trading companies are facing a big drop in the market and try not to be eliminated in an increasingly competitive environment.

However, 2013 is also considered a year to start the restructuring of the economy of Vietnam and the Government's determination to stop the decline in the short term, while building a long-standing sustainable development platform. BOD shall (1) continue reassessment to complete the business strategy for 2010 - 2015, create and align the medium-term plan for 2013 - 2015 and a vision to 2020 with available capacities, implement forecasting and risk prevention system for the whole company; (2) focus on reviewing and strengthening the organization, restructure the parent company and its member companies to improve administrative quality, risk management system, cost management, merger or redirect companies that operate less effectively; (3) minimize costs, use resources efficiently, control inventory, invest and use capital effectively, actively implement measures to expand the market in large cities; (4) create a capacity improvement program titled "2013 Improve Quality of Customer Services," develop high value-added services; (5) continue to train and develop human resources, take care of employees, restructure the organization structure, ensure the sustainable development of the company, develop professional staff, improve

professional skills, finish administrative regulations and policies through law to increase clear management; (6) continue portfolio liquidity (real estate and finance), determined to cut total assets, reduce capital costs, ensure capital adequacy, enhance financial capacity in the whole company; (7) improve the connection and sharing of functions and responsibilities of each BOD member, consider and improve operations of BOD subcommittees that have the same functions and duties as a division. Strengthen internal PR, creating close relations among divisions in the company and units in the system.

2013 will be an extremely significant year for the management and staff. Based on strong will, experience, confidence and attachment for the purpose of building a solid house SAVICO, I believe that the results achieved in 2013 will be higher than that in 2012.

On behalf of BOM, I'd like to sincerely thank shareholders, investors and customers for having trusted and worked together on the development of the company so far, motivating BOM, BOD and staff to continue their contribution in the future.

Yours sincerely,

A handwritten signature in black ink, consisting of a series of loops and a long horizontal stroke at the end.

**NGUYEN VINH THO**

**The Chairman**



# THE STAGES OF ESTABLISHMENT AND DEVELOPMENT





## CORPORATE INFORMATION

Company Name	: SAIGON GENERAL SERVICE CORPORATION
Short Name	: SAVICO
Stock Code	: SVC
Head Office	: 68 Nam Ky Khoi Nghia, Dist. 1, HCMC
Tel	: (84-8) 3821 3913
Fax	: (84-8) 3821 3553 / 3821 5992
Website	: www.savico.com.vn
Email	: savico@savico.com.vn

## THE STAGES OF ESTABLISHMENT AND DEVELOPMENT

### INITIAL STAGE (1982 - 1985)

In 1982, Vietnam was bounded to a state-own business structure. An idea had been recommended to develop a service company as a pilot model. The project received support, and Dist. 1 Service Company, former of Saigon General Service Corporation (SAVICO), was established. There were many service stores such as tailoring, laundry, hairdressing, leather shoes, car repair, motorbike keeping, office services, refrigeration repair, electronics, and so on scattering in Dist. 1 where was located in the very center of Ho Chi Minh city. According to the city initiative at that time, these services stores were necessarily gathered together for in-depth management, taking advantage of private households' skills by means of collaborative business. SAVICO was established with 7 trading points. Till 1985, when industrial and commercial sectors were improved, SAVICO has reached a total of 90 stores, 140 trading points, 127 motorbike parkings, etc. This policy made a great contribution to the company's business performance, created jobs for workers, and contributed significantly to the state budget, which proved the inevitable development of the service economy.

### BUILDING INFRASTRUCTURE (1986 - 1997)

The 6<sup>th</sup> National Congress of the Communist Party of Vietnam brought a new wind to the country's economy in which the service economy made a breakthrough development. In 1990, the social economy was transforming from a centrally planned system to a market system. In this period, the socio-economic situation was quite complicated and difficult, because of the collapse of credit co-operatives. In the circumstance, the company focused on management, found a way to manage and maintain existing operations, expanded its business into some new areas, paving the way for development.

In 1991, the company network officially took shape and developed. Beside Motorbike General Agency of Vindo Motor (established in 1990), SAVICO began to sell products of well-known brands in the world, especially taking participation to import and export business sector. This would lead to the formation of the services and business model associated with commerce.

SAVICO invested capital, expanded its business, and co-operated with other economic organizations in making a financial contribution to the exploitation of international and domestic markets for consumption and supply of imports. By doing so, the company was able to balance repayment of value of agency products for foreign counterparts and make a profit.

In 1992, Dist. 1 Service Company changed to Saigon General Service Corporation (SAVICO) according to Decision No. 17/QD-UB of the People's Committee of HCMC. During this time, the company identified that the service economy played a significantly essential role in the country's economy. Since that, SAVICO mainly based its business and manufacturing on services, expanded its business into areas such as real estate services, motorbike assembly and trading, automobile distribution, tourism, transportation service (taxi), etc. In particular, SAVICO made so bold as to sell vehicles to customers using the instalment sales method. At that time, this was a breakthrough step that had a certain effect on the company. Savico business scope went beyond Ho Chi Minh City. Shopping centers, company branches and local offices had been established in Ha Noi, Da Nang and Can Tho. In addition, numerous agents had been built nationwide. SAVICO was the first company to trade motorbike according to market mechanism in Vietnam. Many major foreign corporations have trusted and chosen Savico as a product distribution agent i.e. Toyota Suzuki, Peugeot, Opel, and Daihatsu. The company has took advantage of the strength of each partner, acquiring advanced technology and management. Especially in 1996, Savico signed a contract with Suzuki to become an exclusive motorbike distribution agency for the area of 19 southern provinces of Vietnam. The company specialized in Suzuki motorbikes... along with household products of Toshiba, Minolta, Seiko...

In 1997, SAVICO officially became a member company of Ben Thanh Group.

### CUMULATIVE FOR DEVELOPMENT (1998 - 2004)

SAVICO gradually shifted its business into investing company model, continued to develop trading service activities, invested and began to manage other core services such as banking, telecommunication, etc. Besides, Savico speeded up investment and exploitation of real estate projects that have convenient locations in the heart of Ho Chi Minh City, drawing attention to investors at home and abroad. In particular, the company created and developed a reputable product distribution network, such as:

- Automobile distribution network: Toyota, Ford, GM Daewoo...
- Motorbike distribution network: Suzuki...
- Telecommunication services distribution agent...

Through its business activities, SAVICO not only proved its necessary existence, but also expanded investment cooperation with partners at home and abroad for sector development and brand building. On December 31, 2004, SAVICO ends the era of state-owned company to become a joint stock company. Getting higher objectives motivated SAVICO to continuously progress, affirming its powerful brand in domestic and foreign markets.

### ON THE WAY OF INTEGRATION (2005 - 2012)

Saigon General Service Corporation (SAVICO) became a joint stock company and was officially put into operation on Jan 4, 2005. Over 30 years of operation with practical lessons, SAVICO has identified the business strategy for 2010-2015, a vision to 2020, developing into the investment corporation which focuses on three areas: Trading and Service, Real Estate Services, and Financial Services. Meanwhile, it will also restructure its organization structure, develop human resource fitting to development roadmap of the company, such as organize bike stores, establish specialized limited companies and joint stock companies, develop automobile agents throughout the country. Today, the company's distribution network is extended nationwide with 1 branch, 12 subsidiaries, 6 joint venture companies, and it invests in other companies...

# MAIN OBJECTIVES OF THE COMPANY

## BUSINESS OBJECTIVES:

1. Continue to build the investment corporation model successfully, powerful in the country and region in 2015 on the basis of financial safety, sustainable development and international integration vision to 2020.
2. Strongly organize and develop the SAVICO brand recognition system in three areas, primarily aimed at increasing the effect and prestige of brand, such as:

*In Trading and Services:* continue to improve, upgrade and complete the distribution system of branded automobile holding the number one position in Vietnamese market. Go on building and develop the leading motorbike distribution system in Ho Chi Minh City and the Mekong Delta. Improve other service activities such as taxi, spare parts, accessories. Find and invest in other prospective services.

*In Real Estate Services:* successfully build SAVICO shopping centers and complexes in major cities such as Hanoi, Da Nang, Ho Chi Minh City and Can Tho. Continue to strongly develop real estate services

comprising shopping centers, offices and flats for rent, hotels, resorts, and houses.

*In Financial Services:* focus on building financial institutions that help operating the whole financial system, keeping good control of investment and capital efficiency aimed at financial safety.

3. Continue business sector associations. Control the market share by establishing two SAVICO joint stock companies in Da Nang and Can Tho. Meanwhile, research and found joint stock companies that specialize in real estate, automobile, motorbike and finance to increase business efficiency.

4. Focus on building and developing human resources based on planned concentration of brilliant young staff for skills and ethics training, associated with cultivation of organizational tradition and culture for the sake of the company aimed at building next human resources. This is an important long-term task that helps the company develop sustainably.

## ENVIRONMENT AND COMMUNITY OBJECTIVES

Beside business development strategies, reducing environmental impacts and enhancing benefits to society has been initiated and carried out by SAVICO for years to achieve the objectives of sustainable development of the company.

In fact, environmental pollution, natural disaster, floods in our country are constantly rising. There is a

rapid increase in population and urbanization while urban infrastructure does not meet it. Cultivated soil is becoming increasingly polluted by industrial and domestic waste, which seriously degrades the quality of living environment. Hence, the development of the company can hardly be considered sustainable now. So people need join hands to protect environment, reduce risks of environmental catastrophe and ecological crisis

to bring happiness to people, justice to society. To do that, the company plays a very important role.

SAVICO defines its sustainable development objectives, connecting environmental protection goals with business activities - a decisive factor for the success of the company. The company pays attention to human resources and sociable working environment, improves working efficiency, and ensures harmonious interests of customers, partners, shareholders and employees based on organizational culture.

## SOCIAL RESPONSIBILITIES

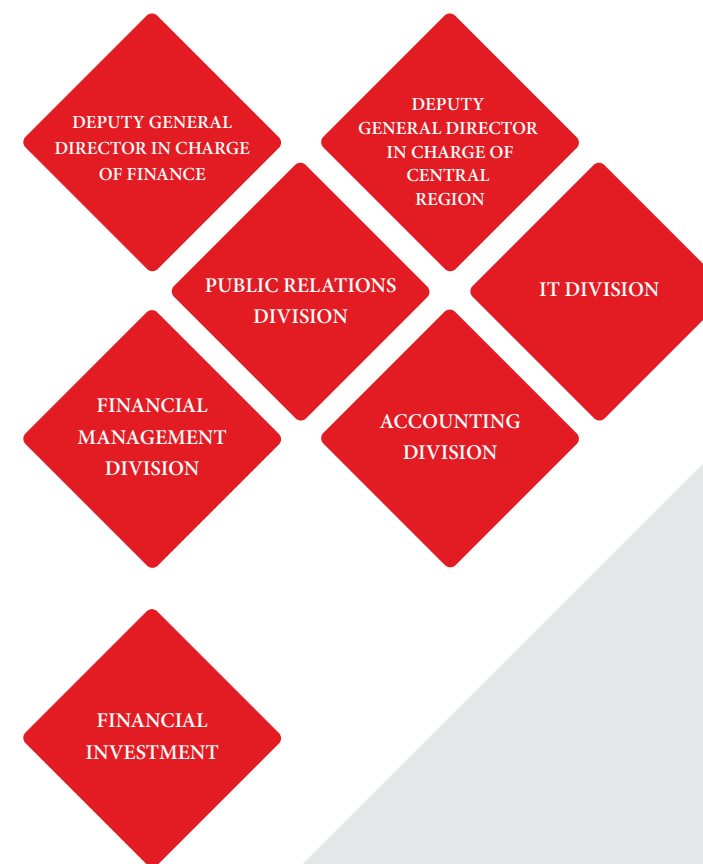
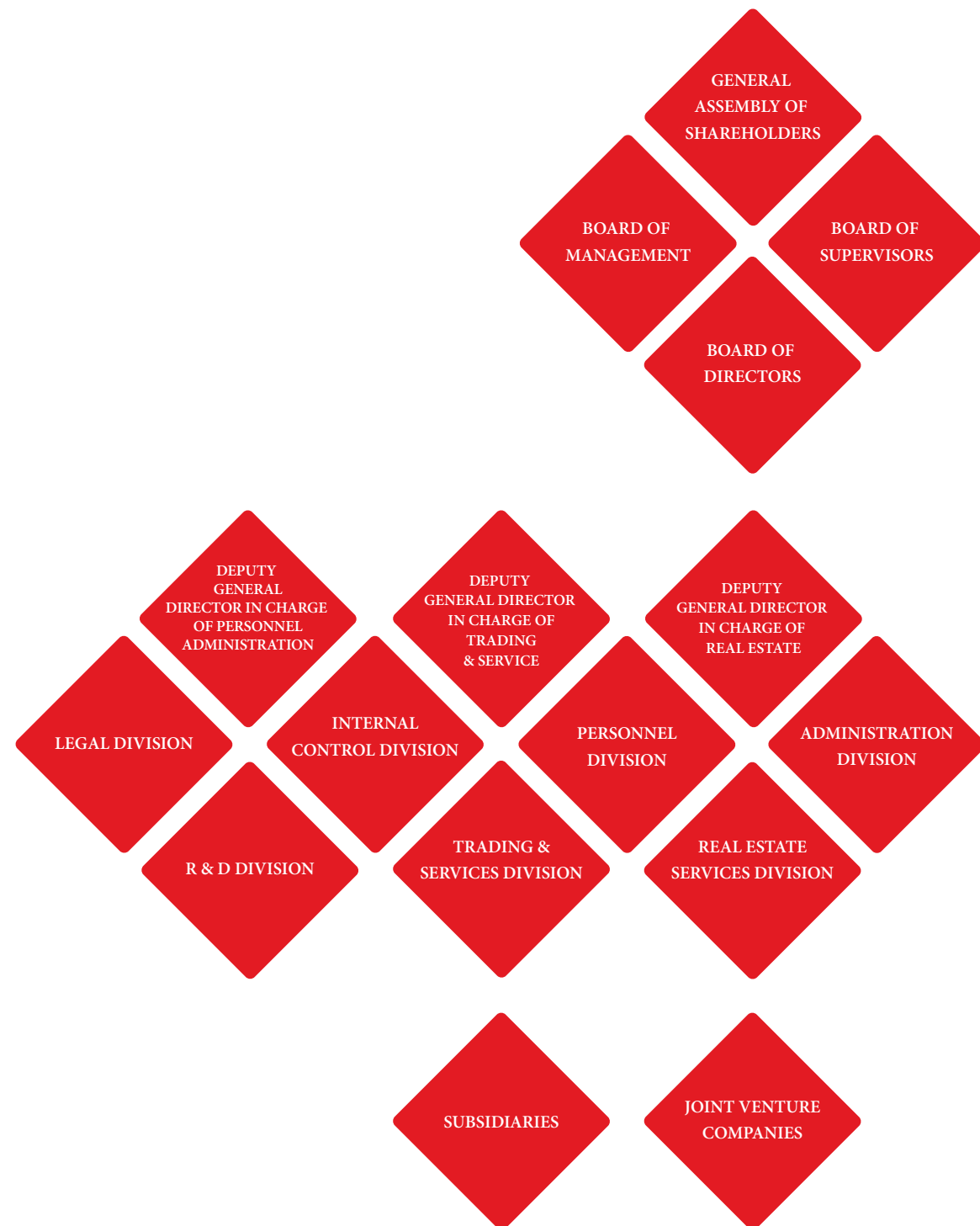
Demonstrating its corporate responsibility, SAVICO always directs its efforts towards goals of supporting and helping needy people in life. Especially, the building of an organizational culture has brought employees together to participate in community-oriented funding programs, such as donation to poverty reduction fund, natural disaster and flood prevention fund, and child support fund; take care of families under preferential treatment policy and heroic Vietnamese mothers; build houses of gratitude; support HCM City Sponsoring Fund for Poor Patients to perform eye surgery on poor blind people. In particular, the company offered support to the Japanese people affected by the earthquake and tsunami. In addition, SAVICO is committed to foster future generations by offering scholarships to poor studious students through its programs titled "Inspire a Dream," "Management Trainee," and so forth.

Through the role of unions, SAVICO's trade union has enhanced education to raise awareness and mobilize employees to get into the habit of creating a civilized lifestyle, keeping public places clean, actively responding to fire prevention and fighting movements, keeping safe at work, saving electricity and water, etc. A comfortable working space is created for employees by keeping workplace clean and civilized, planting trees, keeping the environment clean and green, and so forth.



SAVICO supports the HCM City Fund for Poor Patients.

# ORGANIZATION CHART







FURTHER DEVELOPMENT OF SENIOR  
HUMAN RESOURCES FOR DEVELOPMENT  
STRATEGY 2010 - 2015

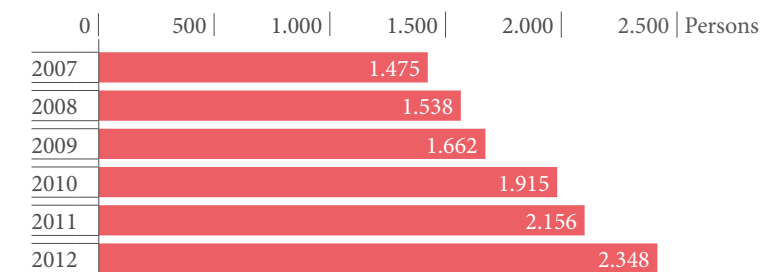
# ORGANIZATION AND PERSONNEL

## EMPLOYEES

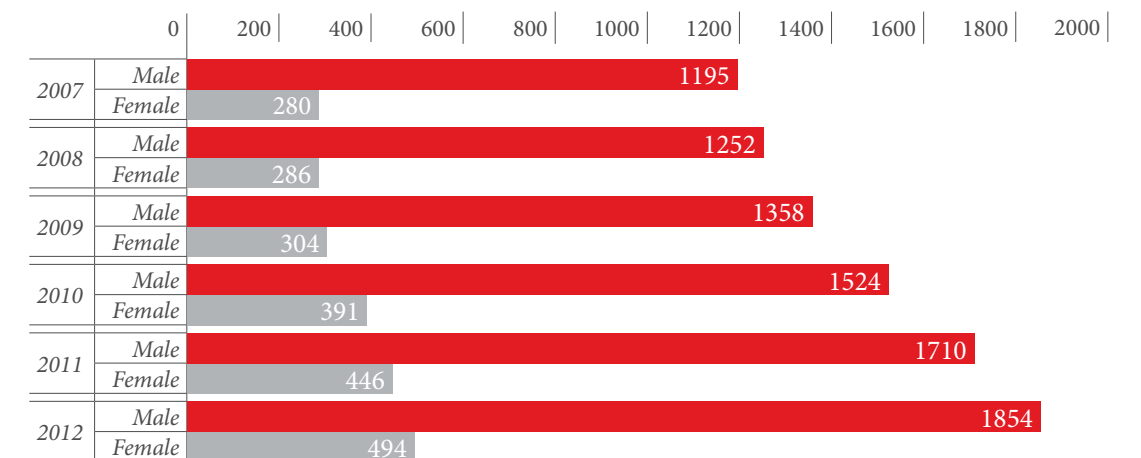
SAVICO has a total of 2,348 employees, up 8.9% compared to 2011, in which male employees make up 79% and female peers account for 21%.

Average age of employees in SAVICO is 33, employees under the age of 35 account for 55% of the total workforce. Employees with college degrees or higher make up 58.4% of the total workforce.

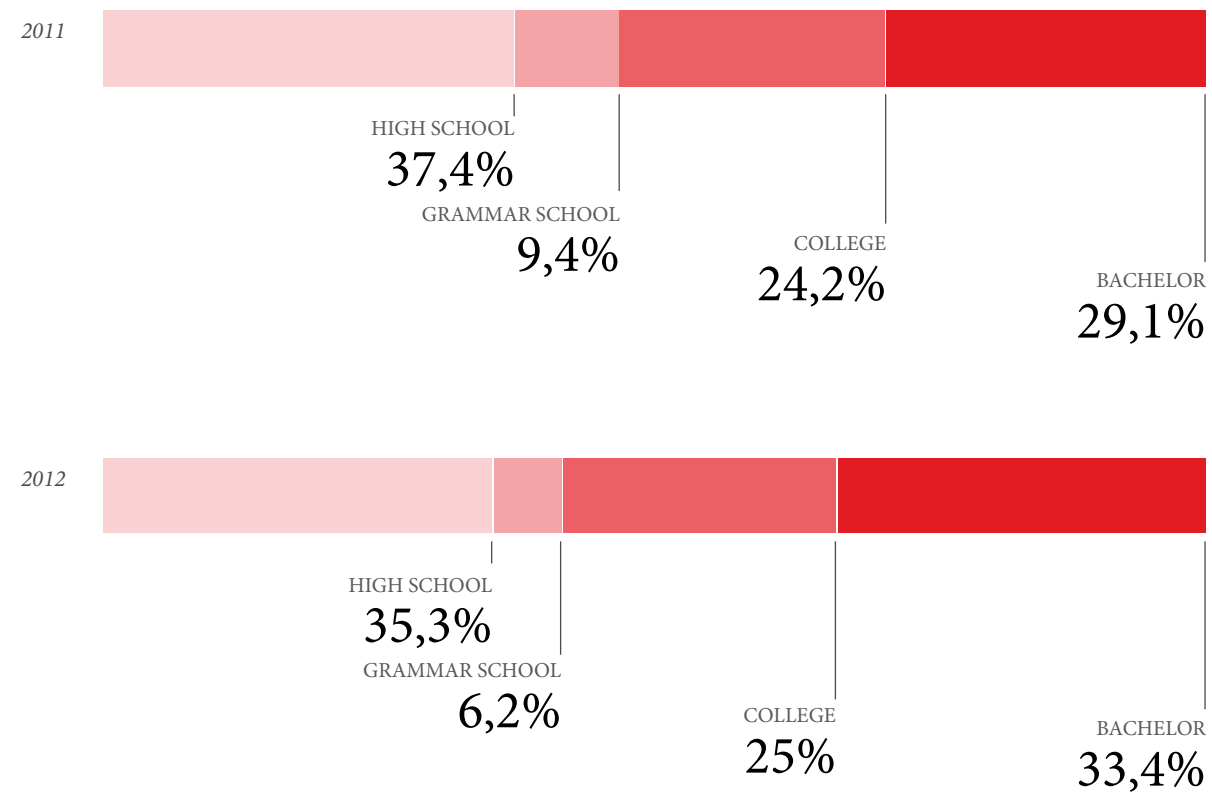
Number of employees in SAVICO in 2007 - 2012



Number of employees by gender in SAVICO in 2007 - 2012



Proportion of qualified employees in SAVICO in 2007 - 2012



## PERSONNEL POLICIES

SAVICO's main objective is to build human resources capacities to meet the business development of the Company. In 2012, the Company concentrated on developing inherited internal HR team. Its subsidiaries has developed the implementation of management personnel planning in 2012 – 2015; 65% of subsidiaries have basically completed it; 35% of subsidiaries are in the process of implementing the step 3 of the management personnel planning.

Building a workforce committed to work with self-training and ability to join with colleagues to create new value for SAVICO, its subsidiaries has recruited and attracted more 238 professionally-qualified experienced outside employees who meet corporate requirements. New employees who work directly on trading and technical services make up 81%, of which automobile trading account for 70%, motorbike trading 18%, and other business services 12%.

Thus, the company's attraction of employees is right on target: focus on trading and services to increase turnover, clear inventory, and develop services.

For training, SAVICO has sent 14 employees for short-term professional training courses. The SAVICO's Appraisal Council of Young Talent Support Fund has approved to send more 6 young experts promising to become senior administrators. Also, the company has applied diversified training policies to 166 employees, 28.3% of whom get trained to become executives, sales managers, and finance managers, 71.7% of whom get educated according to providers' training programs. Training courses primarily focus on sales skills and techniques (general repair, painting, consulting service).

SAVICO and its subsidiaries' salary and bonus policies are associated with business results, expertise and quality of service of each employee. The business situation is more much difficult this year, but employees' wages in most subsidiaries do not reduce, ensuring employees' income is competitive with counterparts. SAVICO assures that they shall fully implement policies and regulations in accordance with the Labor Code and collective labor agreements, such as social security, health care, unemployment, uniform, protection clothing, support for lunch, travel, medical examination, personal accident insurance, sickness allowance, wedding gifts and so on. Depending on business results, the reward policies are implemented on the occasion of holidays, Lunar New Year, Liberation Day, National Day, the anniversary of the establishment of the company.

Subsidiaries actively change the management mechanism, promote business activity, create unity among employees, pay attention to working environment, making it possible for employees to contribute to the development of subsidiaries. Cultural activities, sports, family festivals, professional clubs are continuously maintained and improved, enabling all employees in the entire system to take part in exchanges, learn and share experience.

On 30<sup>th</sup> anniversary of the establishment of SAVICO (September 1, 1982 - September 1, 2012), the company's management and staff were awarded a Certificate of Merit by Prime Minister for exceeding business plans for many years. Three teams and two individual managers were also awarded by Prime Minister Certificates of Merit. The SAVICO's Council of Emulation and Commendation awarded and honored 3 individuals who received the title "Entrepreneur Saigon" and 24 individuals who earned the title "SAVICO Typical Entrepreneur" due to their outstanding achievements of completing an annual plan.

In 2013, SAVICO and its subsidiaries continue to streamline its organization and management structure more effectively, invest in the development of good human resources, train a team of senior and mid-level administrators in place, ensuring the sustainable development of the company and its subsidiaries in the following years.

# INFORMATION

## ◆ BOARD OF MANAGEMENT

### Mr. NGUYEN VINH THO

**Position:**

- The Chairman
  - General Director
- Date of Birth: Jan 1, 1961  
Place of Birth: Gia Lai  
Permanent Address: 17 Tran Nhat Duat, Dist. 1, HCMC
- Qualifications:**
- Master of Business Administration
- Positions in other organizations:**
- Chairman, Toyota East Saigon JSC
  - Chairman, Savico Hanoi JSC
  - Chairman, Dana JSC

### Mr. LUONG QUANG TIEN

**Position:**

- BOM member
- Date of Birth: Nov 25, 1967  
Place of Birth: Da Nang  
Permanent Address: 93 Road 37, Tan Quy Ward, Dist. 7, HCMC
- Qualifications:**
- Master of Business Administration
- Positions in other organizations:**
- Executive Director, Hung Vuong Corporation
  - Member of Representative Board, Prudential Balanced Fund (PRUBF1)
  - BOM member, Tan Binh Food Export Joint Company

### Mr. TE TRI DUNG

**Position:**

- BOM member
- Date of Birth: Aug 14, 1981  
Place of Birth: HCMC  
Permanent Address: 56 Dinh Cong Trang, Tan Dinh Ward, Dist. 1, HCMC
- Qualifications:**
- Master of Economics
- Positions in other organizations:**
- Chairman, Ben Thanh Jewelry JSC
  - BOM member, Saigon Post & Telecommunication JSC
  - BOM member, Saigon Mui Ne Tourist Corporation

### Mr. VO HIEN

**Position:**

- BOM member
  - Deputy General Director
- Date of Birth: Jun 20, 1956  
Place of Birth: Da Nang  
Permanent Address: 159 Ly Tu Trong, Ben Thanh Ward, Dist. 1, HCMC
- Qualifications:**
- College
- Positions in other organizations:**
- Chairman of the Standing Council, Saigon Service Co., Ltd
  - Chairman of the Standing Council, Savico Mekong General Trading & Service Co., Ltd

### Mr. TA PHUOC DAT

**Position:**

- BOM member
  - Deputy General Director
- Date of Birth: Jun 15, 1969  
Place of Birth: HCMC  
Permanent Address: 115/110A Le Van Sy, Ward 13, Phu Nhuan Dist., HCMC
- Qualifications:**
- Bachelor of Accounting
- Positions in other organizations:**
- Chairman of the Standing Council, Savico Ben Thanh General Trading & Service Co., Ltd
  - BOM member, Viet Thai JSC
  - BOM member, Ben Thanh Long Hai Tourist Company

### Mr. NGUYEN BINH MINH

**Position:**

- BOM member
  - Deputy General Director
- Date of Birth: Feb 13, 1972  
Place of Birth: Ha Noi  
Permanent Address: 150/1 Ung Van Khiem, Ward 25, Binh Thanh Dist., HCMC
- Qualifications:**
- Bachelor of Business Administration
- Positions in other organizations:**
- Member of Standing Council, Can Tho Toyota Co., Ltd
  - BOM member, Savico Hanoi JSC
  - BOM member, Savico – Vinaland Join Venture

### Mr. LE HUNG

**Position:**

- BOM member
- Date of Birth: Aug 24, 1974  
Place of Birth: Nghia Dong Ward, Quang Ngai City, Quang Ngai Province
- Qualifications:**
- Bachelor of Business Administration
- Positions in other organizations:**
- Chairman and General Director, Binh Thanh Import-Export Production And Trade JSC

## ◆ BOARD OF DIRECTORS

### Mr. NGUYEN VINH THO

**Position:** General Director

### Mr. VO HIEN

**Position:** Deputy General Director

### Mr. NGUYEN BINH MINH

**Position:** Deputy General Director

### Mr. TA PHUOC DAT

**Position:** Deputy General Director

### Mr. MAI VIET HA

**Position:** Deputy General Director

- Date of Birth: Feb 18, 1973  
Place of Birth: Hung Yen  
Permanent Address: 4-6, Block A, Khanh Hoi Apartment, 360C Ben Van Don, Ward 1, Dist. 4, HCMC
- Qualifications:**
- Master of Business Administration
- Positions in other organizations:**
- Member of Standing Council, Saigon Automobile Co., Ltd
  - Chairman, Saigon Ngoi Sao JSC
  - Chairman, Song Han Automobile JSC

### Mr. PHAN TUAN DUNG

**Position:** Deputy General Director

- Date of Birth: Aug 21, 1969  
Place of Birth: Quang Nam  
Permanent Address: 10 Nguyen Duc Canh, Thuan Phuoc Ward, Hai Chau Dist., Da Nang Province
- Qualifications:**
- Bachelor of Economics
- Positions in other organizations:**
- BOM member, Dana JSC
  - BOM member, Ben Thanh Non Nuoc Tour JSC
  - Vice President of the Board, Song Han Automobile JSC

## ◆ BOARD OF SUPERVISORS

### Mr. LE XUAN DUC

**Position:** Head of Board of Supervisors

Date of Birth: Aug 10, 1953  
Place of Birth: Thanh Hoa  
Permanent Address: 471 Phan Van Tri, Ward 7, Dist. 5, HCMC

**Qualifications:**

- Bachelor of Finance and Accounting
- Positions in other organizations:**
- Deputy Supervisor, Ben Thanh Group

### Ms. NGUYEN PHUONG LOAN

**Position:** Member of Board of

Supervisors  
Place of Birth: HCMC  
Permanent Address: 518/8/1 Le Van Sy, Ward 11, Phu Nhuan Dist., HCMC

**Qualifications:**

- Bachelor of Commerce majoring in Accounting
- Positions in other organizations:**
- None

### Mr. NGUYEN CONG BINH

**Position:** Member of Board of

Supervisors  
Date of Birth: Mar 31, 1978  
Place of Birth: HCMC  
Permanent Address: 327 Block C, Nguyen Thien Thuat Apartment, Ward 1, Dist. 3, HCMC

**Qualifications:**

- Bachelor of Economics
- Positions in other organizations:**
- Head of Board of Supervisors, Toyota East Saigon JSC
  - Head of Board of Supervisors, Savico Hanoi JSC
  - Member of Board of Supervisors, Toyota Can Tho Co., Ltd

# BOARD OF MANAGEMENT



**Mr. Nguyen Vinh Tho**  
*Chairman*



**Mr. Vo Hien**  
*Member*



**Mr. Nguyen Binh Minh**  
*Member*



**Mr. Te Tri Dung**  
*Member*



**Mr. Le Hung**  
*Member*



**Mr. Ta Phuoc Dat**  
*Member*



**Mr. Luong Quang Hien**  
*Member*

# BOARD OF DIRECTORS



**Mr. Vo Hien**  
*Deputy General Director*



**Mr. Nguyen Binh Minh**  
*Deputy General Director*



**Mr. Phan Tuan Dung**  
*Deputy General Director*



**Mr. Nguyen Vinh Tho**  
*General Director*



**Mr. Ta Phuoc Dat**  
*Deputy General Director*



**Mr. Mai Viet Ha**  
*Deputy General Director*

# BOARD OF SUPERVISORS



**Mr. Le Xuan Duc**  
*Head of the Board*



**Ms. Nguyen Phuong Loan**  
*Member*



**Mr. Nguyen Cong Binh**  
*Member*



*SAVICO invests in three areas: Trading  
- Services, Real Estate Services, and  
Financial Services.*



# THE ACTIVITIES OF BUSINESS OPERATION

## TRADING - SERVICES SECTOR

Include automobile trading services system, motorbike trading services system and others.

### AUTOMOBILE

#### Strategic objectives in 2010 - 2015

- Maintain its position as the No. 1 automobile distributor in Vietnam. Auto sales is expected to make up at least 10% of VAMA market share.
- Develop auto services sector and other utility services for customers. Maintain a service turnover growth rate of 20% - 30% per year.
- Focus on improving investment efficiency. Maintain a profit growth rate of 20% - 30% per year.

#### Evaluation and implementation of strategy in 2010 - 2012

##### Auto sales - market share

Auto sales got an average growth rate of 9% per year in 2010 - 2011. Facing a difficult economic situation in 2012, the automotive market plunged nearly 30%

compared to 2011. SAVICO's auto sales was also greatly affected, but decreased by 22% only. However, the market share of Vietnam Automobile Manufacturers Association (VAMA) grew steadily over years, from 8,5% in 2010 to 9,6% in 2012.

#### SAVICO asserts its position as the No. 1 automobile distributor in Vietnam

Meanwhile, it frequently holds a leading market share of each manufacturer for years, currently accounting for 20.7% market share of Toyota Vietnam, 31.7% of Ford Vietnam, 6.8% of GM Vietnam, 15.9% of Suzuki Vietnam, 21.2% of SYM Vietnam.

#### Revenue - profit before tax

Revenue of SAVICO's automobile system grew nearly 20% per year on average in 2010 - 2011, and only affected by the declining purchasing power of the market in 2012. With strategic objectives focusing on service development to improve investment efficiency, SAVICO's automobile system have maintained a stable

service turnover growth rate at a high level, 50% per year on average. The growth of profit before tax was unstable in 2010 - 2012, caused by the constantly changing state policies related to automotive sector, affecting the purchasing power of the market. On the other hand, service activities grow well, but a profit rate is still low in total profit structure, it's not really effective to stabilize the system.

### MOTORBIKE

#### Strategic objectives in 2010 - 2015

- Improve a competitive position, develop agent system with major brands such as Yamaha, Suzuki, and so forth.
- Develop motorbike services sector and other utility services for customers. Maintain a service turnover growth rate of 30% - 35% per year.
- Focus on improving investment efficiency. Ensure the average ROE at 20% per year.

#### Evaluation of strategy's implementation in 2010 - 2012

In the period 2010 - 2012, the SAVICO's motorbike system was restructured into subsidiaries specialized by brand and developed four new 3S Yamaha agents: two in HCM City, and two in Can Tho and Vinh Long. Two other 3S Suzuki agents were established in An Giang and Can Tho.

The development of business network helps to enhance a competitive position and maintain the growth rate of motorbike sales, an average increase of 17% per year.

The SAVICO's motorbike system focuses on the development of services to help maintain a service turnover growth rate, an average increase of 44% per year.

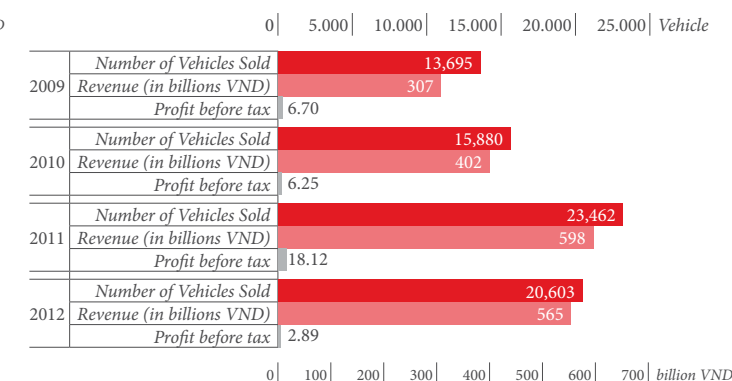
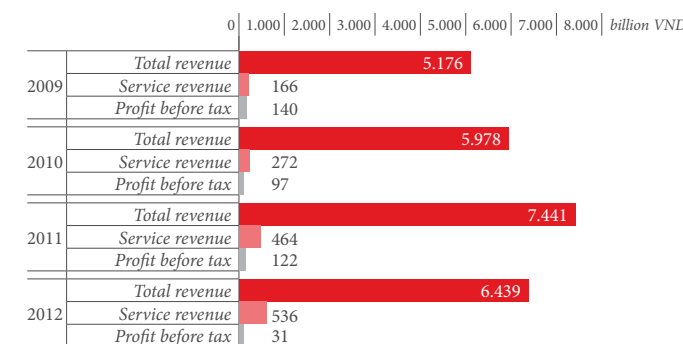
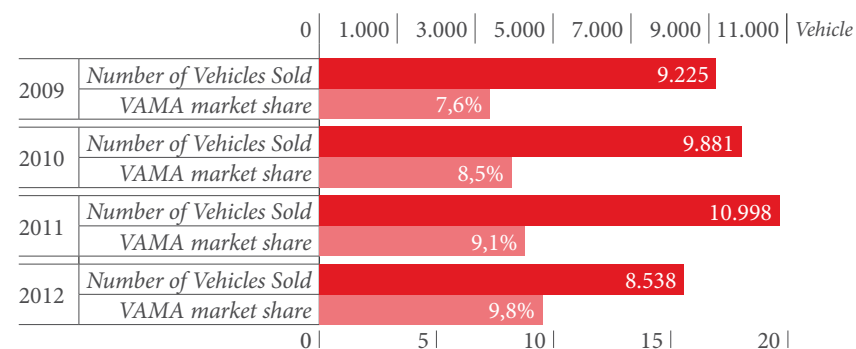
Similar to the automotive sector, the growth of profit before tax in the SAVICO's motorbike system was unstable during the period 2010 - 2012.

### OTHER TRADING - SERVICES

In the period 2010 - 2012, the company concentrated on organizing, reviewing the effectiveness of investment in other trading services system, namely:

Consolidated operations of ComfortDelgro Savico Taxi Company, invested in vehicles innovation, improving business efficiency, brand image, and service quality. In 2011, effectiveness compensated partly for accumulated losses in previous years. In spite of difficulties in 2012, the company still operated effectively.

Savico MegaMall Trade Center (SMM): In face of a difficult economic situation and declining purchasing power that made a tremendous impact on rental operation, the Board of Management of SMM quickly suggested solutions to problems: control operating costs, reduce cost of capital, make customer support policies, streamline commercial premises. In doing so, they maintained an occupancy rate of 87%.





SAVICO PLAZA COMPLEX

**1 SAVICO PLAZA**  
115 - 117 HO TUNG MAU, DIST. 1

- Area: 3,023 m<sup>2</sup>
- 22 floors and three-level basement
- Functions: trade center, hotel, and apartment
- Total investment capital: \$60 million
- SAVICO forms joint venture with VinaLand Investment Limited at the rate of 50.5% and 49.5%.
- Currently, the clearance is completed, the project is in process of basic design.

**2 SAVICO PLAZA**  
104 PHO QUANG, TAN BINH DIST.

- Area: 9,028 m<sup>2</sup>
- 13 floors and two-level basement
- Functions: service apartment building, trade center, office for rent, and hotel.

**3 SAVICO MEGAMALL**

- Area: 46,400 m<sup>2</sup>. The project is divided into two zones: Zone A with functions: supermarket, trade center, recreation area. Zone B with functions: automobile trading, office for rent. Total investment capital: \$35 million.
- Total area of trading floor: 63,000 m<sup>2</sup>, comprising 3 floors and 1 basement.
- SAVICO MegaMall was completed and officially put into operation in late December, 2011.
- An occupancy rate reached 85% at the time of opening, gathering together many well-known brands: Big C, Giovanni, Bata, Adidas, Ninomaxx, Lotteria, KFC, Seafood One Restaurant, Toyota Long Bien, Tran Anh Electric.

**4 NAM CAM LE PROJECT**

- Area: 21,822 m<sup>2</sup>
- Functions: trade center, multi-storied apartment building, car showroom, and terraced houses.
  - The infrastructure has been completed. The foundation of terraced houses is on sale.



## SAVICO TRADE CENTER

### 1 SAVICO TRADE CENTER - DA NANG

The trade center consisting of 1 ground floor, 1 mezzanine floor, and 3 floors with a total area of 4,739 m<sup>2</sup> has been put into stable operation since January, 2007.

### 2 SAVICO TRADE CENTER - CAN THO

The trade center with a total area of 2,400 m<sup>2</sup> was completed and put into operation in January, 2008.

## SAVICO OFFICE BUILDING

### 3 HMTc - SAVICO OFFICE BUILDING 91 PASTEUR, DIST. 1

Scale: 7 floors, two - level basement.  
Area: 8,030 m<sup>2</sup>, completed and put into operation in September, 2011. An occupancy rate reaches 100%.  
Cooperative project between SAVICO and HCMC Housing Management & Trading Company at the rate of 51% and 49%.

### 4 OFFICE BUILDING 95B - 97 - 99 TRAN HUNG DAO, DIST. 1

Scale: 1 ground floors, 1 mezzanine floor, and 4 floors  
It was put into operation in January, 2006.

### 5 OFFICE BUILDING 555 TRAN HUNG DAO, DIST. 1

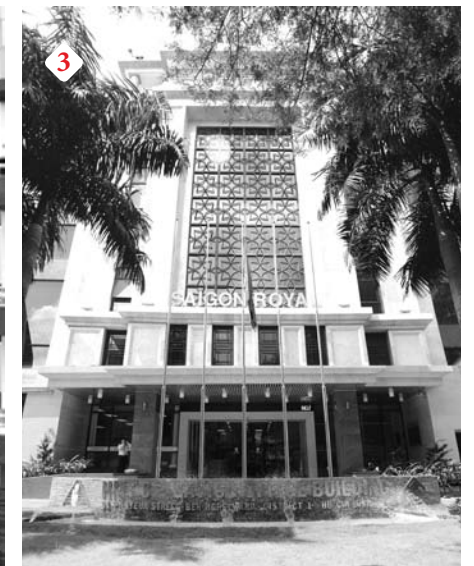
Scale: 1 ground floors, 1 mezzanine floor, and 5 floors  
It was put into operation in June, 2008.

### 6 OFFICE BUILDING 35 DONG KHOI

Scale: one - level basement, 1 ground floor, and 6 floors  
It came into existence in March, 2009.

### 7 66B - 68 NAM KI KHOI NGHIA

Area: 582.2 m<sup>2</sup>  
Two-level basement, 14 floors.  
Functions: Service apartment building and office for rent.  
Estimated total investment capital: \$10 millions.



## SAVICO OFFICE BUILDING

## SAVICO RESIDENCE

### 8 KHAHOMEX SAVICO BUILDING 56 BEN VAN DON, DIST. 4

Area: 2,900 m<sup>2</sup> with two - level basement, 1 ground floor, 1 mezzanine floor, and 24 floors with a total floor area of 35,000 m<sup>2</sup>.

Cooperative project between SAVICO and Khanh Hoi Import Export Joint Stock Company (Khahomex) at the rate of 49% and 51%.

Currently, the two - level basement is basically finished.

### 9 OFFICE BUILDING 277 - 279 LY TU TRONG, DIST. 1

Area: 450 m<sup>2</sup> with two - level basement, 1 ground floor, 1 mezzanine floor, and 9 floors with a total floor area of 4,000 m<sup>2</sup>.

Technical design is already finished.

The foundation of the basement is in the process of building, expected to put into operation in late 2013.

### 1 NATIONAL ROAD 13, THU DUC DISTRICT

Area: 18,247 m<sup>2</sup>

Functions: 17-storied apartment building combined with trade center.

Looking for suitable partners for investment cooperation project.

### 2 MULTI-STORIED APARTMENT BUILDING, HIEP BINH PHUOC - TAM BINH, THU DUC

Area: 55,340 m<sup>2</sup>, consisting of 1,603 flats and terraced houses combined with trade center with a total floor area of 170,000 m<sup>2</sup>.

Approved Plan 1/500

Technical infrastructure of terraced houses is completed and built in April, 2013.

Multi-storied apartment building will be built in the last quarter of 2013.



## SAVICO HOTEL & RESORT

### MERCURE SON TRA RESORT

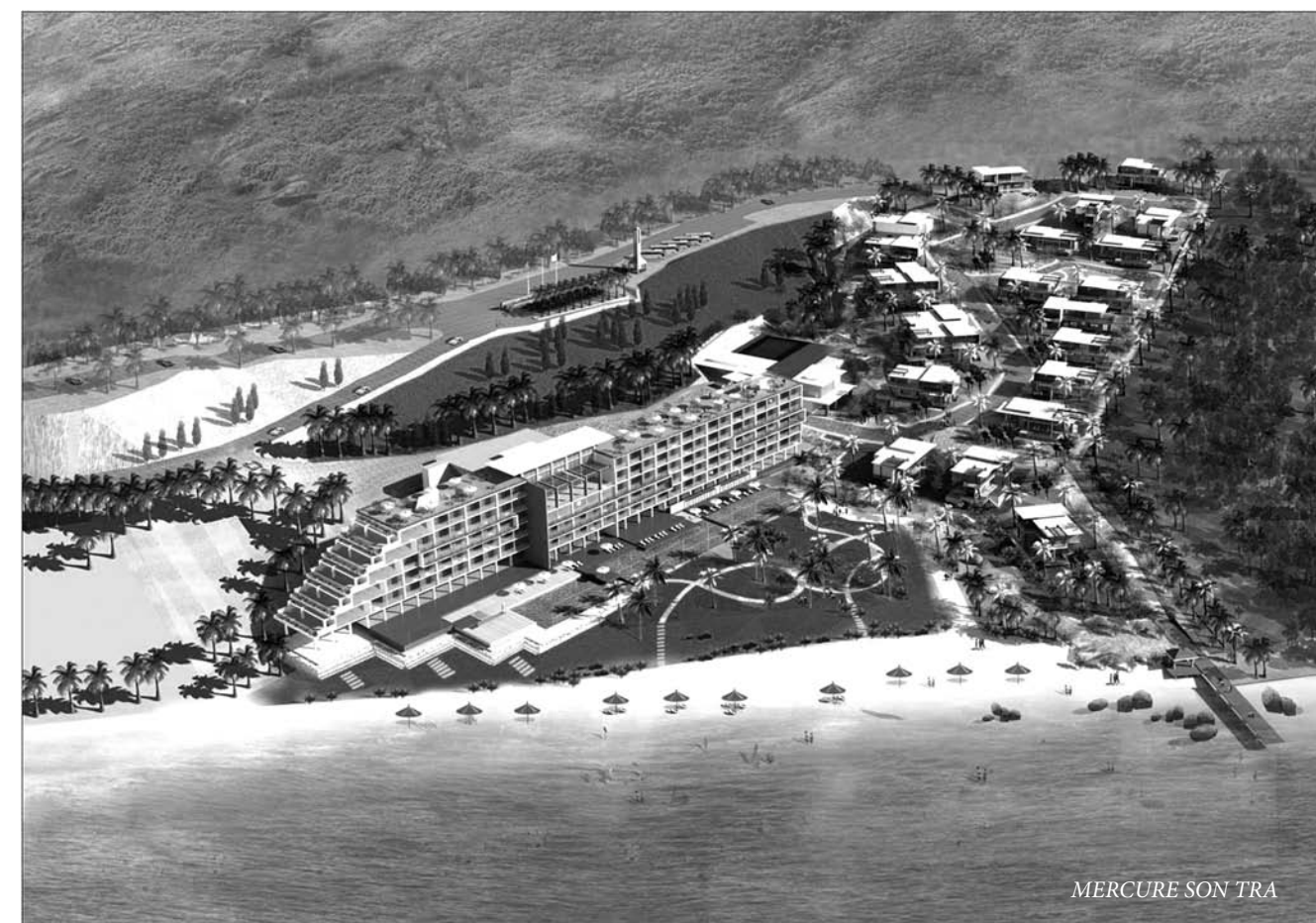
Area: 57,650 m<sup>2</sup>

Scale: 22 luxury beach villas, four star hotel with 120 rooms, spa, beach sports, and so forth.

Approved Plan 1/500

Accor is the French company that operates, manages, and exploits Mercure branded project.

The construction of infrastructure works was launched in August, 2010. The overall infrastructure works are already 50 percent completed. Some model villas are finished.



## FINANCIAL SERVICES SECTOR

Financial services sector focuses on the efficient management of capital investment and cash flow in investing activities of the company, building financial structure of the company in a safe way that leads to sustainable development. Meanwhile, the capital contribution.

In the investment process, the performance of M&A is calculated, financial investment is considered a buffer step in the process of expanding trading, services, and real estate services systems. Meanwhile, the capital contribution is carefully calculated to establish financial institutions, such as financial companies to support the operations of auto - motorbike distribution system, Real Estate Investment Fund to support the development of real estate services system. SAVICO is not only limited to an objective of supporting the operations of its service systems, but also participates in establishing financial institutions with a long-term goal of regulating finance smoothly and timely in the entire system.

Also, SAVICO invests in sectors in line with its development strategy to take advantage of investment opportunities, increasing business efficiency.

On the basis of evaluating unfavorable stock market conditions in 2012 while there is a potential instability in the economy, the changing financial situation of banking system has negatively influence on the operation of the business. In financial services, new investment continues to be temporarily suspended to focus on restructuring the entire portfolio, reducing interest expense, restructuring the company's assets/capital in 2012.

In 2012, investment capital in financial services sector was reduced from 255,47 billion VND at the beginning of the year to 92,3 billion VND on December 31, 2012, equivalent to a decrease of 63.8%; the number of subsidiaries involved in investment was decreased from 15 to 9. Typically, the company made a total divestment of 126.67 billion VND from Orient Commercial Joint Stock Bank (ORICOMBANK), obtaining 133.52 billion VND.

The company took the provision seriously for the entire portfolio with a total value of 45.27 million VND, a total asset value of the portfolio after provisioning was 47.13 million VND, making up 3.38% of total property value and 1.73% of the total consolidated assets of the company by December 31, 2012.

2013 will be an important transitional year to complete the restructuring of investment portfolio, shifting investments to the sectors in which the company has a strong expertise.

Financial Services sector portfolio was totally restructured in the period 2007 - 2012

Unit: billion VND

	0	50	100	150	200	250	300	350	400
2007	Total investment value	361.3							
	Investment value after provision	361.3							
2008	Total investment value	365.7							
	Investment value after provision	246.0							
2009	Total investment value	359.3							
	Investment value after provision	280.3							
2010	Total investment value	269.3							
	Investment value after provision	234.1							
2011	Total investment value	255.5							
	Investment value after provision	206.8							
2012	Total investment value	92.4							
	Investment value after provision	47.1							



# BOARD OF DIRECTORS' REPORT



## THE RESULT OF BUSINESS OPERATION IN 2012

In 2012, in order to proactively respond to market fluctuations, the company focused on implementing more flexible and aggressive management solutions; establishing support groups; reviewing subsidiaries' activity; actively reducing ineffective portfolio and property; temporarily suspending new investment; waiting for the market to recover. Meanwhile, the assessment of monthly business situation is regularly done, thus adjusting business plans to suit the actual situation and lessen sales pressure on member

Target turnover and profit in the consolidated financial statement as follows:

TARGETS	UNIT	2012 THE PLAN	PERFORMED IN 2012	COMPARED TO THE PLAN (%)	COMPARED TO 2011 (%)
Sales and service revenue	million VND	4.500.000	5.433.311	121	88
Profit before tax	million VND	60.000	61.496	102	52
Profit after tax	million VND	45.000	46.761	104	57
Parent company's shareholder's income	million VND	41.250	44.845	109	101

### TRADING AND SERVICES

2012 is considered to be extremely difficult for the SAVICO's trading services system, when macroeconomic policies change unexpectedly: Registration fee increases to 20% in Hanoi and 15% in HCMC. Car buyers plummet because of the increase of car license plate fees. In addition, the difficult economic situation, the reduction of expenditures and personal investment result in the automobile and motorbike market decline.

#### 1. Automobile:

Automobile sector: a series of policies and promotions are made by manufacturers to stimulate consumer spending, but not effective...

companies. Capital and cash flow control is strengthened weekly and monthly, improving business performance. The specific results are achieved as follows:

- Turnover reaches 6,992 billion VND, equivalent to 86% compared to the same period in 2011.
- Profit before tax reaches 78.1 billion VND, equivalent to 49% over the same period, in which trading services is 7.9 billion VND, real estate services 89.8 billion VND, and financial services 19.6 billion VND...

#### Auto sales - turnover - service activities

SAVICO sells 8,538 cars, achieves 108% of plan, down 22% compared to 2011, while the market decreases to 33% compared to same period.

SAVICO continues to maintain its position as the number one automobile distributor in Vietnam, accounting for 9.8% of VAMA market share, an increase of 0,7% compared to 2011. Its market share is maintained and developed as a result of SAVICO's business networking system development strategy in previous years, particularly contributing to overall output of Toyota Long Bien and Ford's extraordinary increase to 31,8% of the manufacturing market share compared with 26,7% in 2011.

Sales of goods and services reach 6,439 billion VND, down 13% compared to 2011. The main reason is low sales volume. For services, however, it's noticeable that sales of accessories and spare parts continued to rocket up in accordance with the company's goals. Turnover reaches 536 million VND, up 14% compared to same period in 2011. This is a basis for ensuring the overall profit of most SAVICO's automotive business units in 2012, when the majority of sales activities are not effective due to high financial and sales increases.

#### Profit before tax (distribution costs not included)

Most of these units fail to meet its objectives as planned because of the sharp decline in vehicle sales and rising costs. However, thanks to strategic orientation in Q1 that focuses on managing inventory, reducing costs, increasing service efficiency, timely forecasting, and grasping business opportunities, the efficiency of automobile sector has changed tremendously in Q4, gross profit before tax increases from 2 billion VND in the first nine months to 29.4 billion VND in Q4, accumulated profit reaches 31.4 billion VND all year.

#### Network development

The automobile business network is developed according to the careful strategy. The progress of some projects is actively stretched to 2013 in order to minimize risks.

#### 2. Motorbike:

Motorbike sector: Although many new models are introduced to stimulate the market and improve competitiveness, but hardly receive much attention from customers. Purchasing power remains weak even in a peak season. Also, the situation is not favorable when many cars are sold at a loss by agents to take capital back.

#### Motorbike sales - turnover - service activities

SAVICO sells 20.603 motorbikes, achieves 90% on targets, down 12% compared to 2011. The number of sold cars of most brands is decreasing very rapidly with the largest decline in SYM, down up to 52% compared to same period, and Suzuki falls 13%. Only Yamaha rises by 14% this year with the participation of two new

agents: Yamaha Vinh Long and Yamaha Phuong Nam in Dist. 5, HCMC.

As for sales of goods and services, SAVICO reaches 565 billion VND, achieves 90% of plan, down 6% compared to same period in 2011. The main reason is the decline in output.

SAVICO's sales of accessories and spare parts reach 81 billion VND, up 18% compared to same period.

#### Profit before tax (distribution costs not included):

SAVICO reaches 2.9 billions VND, achieves 45% of plan, just equal to 16% compared to same period – the largest drop in three years. Units' efficiency has tended to drop each quarter and only recovered slightly by the end of the year.

The main reason for motorbike sector's sharp fall in profits is:

Objectively, the market is going from bad to worse. Agents reduce price, intensify marketing activities that contribute to enhancing competitiveness, leading to the very low profit of each product. Besides, the increased costs result in the very low profit before tax of most units.

Subjectively, because the market changes too quickly, the company can't forecast and identify exactly the market condition to provide timely responses, leading to the situation: the total number of sold motorbike drops 12%, but the total costs have gone up nearly 10% with financing cost increased by 24%, cost of sales increased by 8%, and administrative expenses rising by 6% over the same period.

#### Network development:

Yamaha 3S store in Vinh Long (Yamaha Saigon 3) officially came into operation in June, 2012, has a very favorable beginning, contributing to the overall productivity and efficiency of the sector.

3S Yamaha Phuong Nam store in 7-9-11-13 Hai Thuong Lan Ong, Dist. 5, HCMC, was put into operation in November, 2012.

2S bike general store in O Mon, Can Tho was repaired, upgraded to 3S Suzuki agency, and then came into operation in May, 2012.

### 3. Other services:

Taxi: the company has undertaken to strengthen and focus on business activities. Total turnover reaches 28.7 billion VND, equivalent to the same period in 2011. Profit before tax is 3.6 billion VND.

Savico MegaMall Trade Center (SMM): Because goods are sold slowly, renters are afraid to expand their business activities, even some delay payment or render commercial premises. As a result, the SMM business situation faces many challenges. The SMM management are quick to take measures to control operating costs, reduce cost of capital, make customer support policies, reorganize business premises properly, maintain an occupancy rate of 87%, reducing losses.

### REAL ESTATE SERVICES SECTOR

In 2012, real estate sale and rent prices continues to drop, the number of unsold apartments rises, many investors disinvest from projects, and the impact of capital "buried" in under real estate projects leads to many other unfavorable effects.

Right from the beginning of the year, the company has identified its main tasks in this sector: reduce total assets, recover cash flow, increase cost of capital, search customers, raise the occupancy rate of trade centers, houses for rent, completing legal basis as a prerequisite for development when everything goes well. As a result, efficiency of this sector exceeds 159% of plan, greatly contributing to the overall efficiency of the company.

Legal progress: a contract with partners on Highway 13 project is terminated. Approved to transfer all apartments for rent to ones for sale in 56 Ben Van Don project. Legal procedure is finished in Hiep Binh Phuoc – Tam Binh project, enabling to contribute capital with customers.

Project investment progress: Infrastructure is under construction in Hiep Binh Phuoc – Tam Binh project,

80% of which is completed, expected to hand the foundation of terraced houses over to customers in April, 2013. Everything is done in the progress of the project, such as engineering design according to the soil-cement pile method in 277 – 279 Ly Tu Trong project. Designs for hotels, villas, and infrastructure. The construction of A6 model villa is completed. 50% of technical infrastructure of Mercure Son Tra project is finished. The construction of internal roads of Southern Cam Le project is completed.

Project marketing and capitalization progress: get a cash flow of 132 billion VND, reducing cost of capital in the sector and company.

### FINANCIAL SERVICES SECTOR

Under the guidance of BOD and Executive Board on reducing assets and restructuring investment capital in the sector, the company focused reassessing the portfolio and terminating ineffective investments last year. Total assets in the sector was decreased to 47 billion VND, contributing to reduced financial pressure on the company and financial support in the entire system.

Besides, the management of capital, cash flow and cost of capital is tightened. By negotiating with banks, the company restructures loans with an average interest rate at 13% - 15% per year. As a result, the average interest expense is decreased by 46.3% in the second half of the year compared to the first half of the year.

The company also reviewed investment capital utilization efficiency of each unit and business sector in the period 2009 – 2011 and for each quarter in 2012. Evaluation of performance, operational and financial objectives for all activities of the parent company as well as in the whole system. Meanwhile,, main risks that may affect the company's operations are analyzed and forecast to find appropriate and timely solutions to problem.

## RISK MANAGEMENT

The forecast and evaluation of the market situation are enhanced. In services sector, the sustainable development of profit is improved in units. The inspection and control of costs are strengthened. Inventory is reduced in units. Quarterly liabilities are reviewed in the company. The progress of capital contribution to projects is supervised. Expenses of each department or sector are regularly inspected. The result is that expenses are decreased by 13.7% compared with the spending plan developed in the beginning of the year, 2.5% compared with that of 2011, improving the overall efficiency of the whole company.

### BUSINESS REVIEW IN 2012

Facing a very difficult year, Executive Board has also conducted the analysis and assessment of the market and current resources. From there, they recommend BOD to adjust business plan targets approved by The General Assembly of Shareholders in the beginning of the year. This adjustment aims to share difficulty with units, relieve profit pressure, avoid financial pressure, preparing resources to be ready for development when the market goes up.

Under the drastic direction of BOD, Executive Board, along with efforts of subsidiaries and joint ventures, all staff and management in the entire system have only focused on achieving targets given by the company.

### EFFORTS:

#### Trading And Services

- With proper identification of strategic development of the sector, the company has focused on developing service activities. Here are resources to create sustainable value for the entire system, ensure the

There is broad consensus in the whole system on the clear management system through supervising and control. Internal control system is improved. A closed process is built from Supervisory Board of units to departments in the company. In particular, in Q3, with the advent of "Regulations on operation of supervisors in Savico," the establishment of Finance – Accounting – Internal Control club has contributed to strengthening the review, inspection, assessment and consultation of business activities.

overall efficiency of automobile sector in 2012, maintaining its position as the No. 1 automotive distributor in Vietnam.

- Forecasting, market assessment, inventory management and cost control that were flexibly and synchronously implemented monthly, quarterly in 2012 have contributed to strengthening in-depth administration in each unit and in the entire system.
- The implementation of cost control in each division makes it possible for the company and its subsidiaries to grant autonomy in revenue and cost associated with performance of each division in subsidiaries, restructuring its organization structure more properly and effectively.

#### Real Estate Services

- Focus on capitalization of key projects, recover cash flow for the company, aiming to reduce total assets. Cash flow is controlled and balanced to develop a project appropriate for each stage. Cost of capital is brought under strict control to improve the efficiency of the sector.

### Financial Services

- Better control of cash flow. Reasonable capital structure. Reduced costs of capital.
- Determined to cut down ineffective and inefficient portfolio. Increase financial support for units in the system.

### Advisory Management

BOM, BOD, capital representatives and staff join together to improve clear management system, strengthen the coordination among units/divisions, enhancing supervision, risk management, and cost management, which help the company to overcome numerous obstacles to successfully accomplish any given objectives.

### EXISTING LIMITATIONS

#### Trading And Services:

- Forecasting is limited when not evaluate exactly the rapid evolution of the market, rather passive and confused when the business condition goes bad.

#### Real Estate Services:

- Outstanding debts are monitored and processed, but results are not positive, especially debts arising from the renting of offices and commercial premises. International marketing channels haven't expanded to seek investment partners for effective capitalization of projects.

#### Financial Services:

- Not actively recommend Executive Board to take advantage of opportunities for portfolio liquidity as appropriate. It's very hard to issue bonds.

## DIVIDEND

According to the resolution of the Ordinary General Assembly of Shareholders in 2012 and the BOD's resolution on 2012 business plan adjustment, dividend rate in 2012 is expected to be 10% - 12%/chartered capital. It's expected that BOD will recommend the General Assembly of Shareholders to approve a dividend rate of 10%/chartered capital in 2012.

## OBJECTIVES AND MISSIONS IN 2013



The signing ceremony was hosted by units in the SAVICO system to make a commitment to complete the 2013 plan.

## 1. OBJECTIVES - SPECIFIC MISSIONS

SAVICO continues to implement the business strategy for 2010-2015 and a vision to 2020 as follows:

- Assess the 2010-2015 strategy of the entire company system, from which to build, improve and adapt the strategy for the period 2013 - 2015, a vision to 2020 to suit current situation, implement forecasting and risk prevention system for the whole company.
- Develop business plan targets for 2013 with strict cost management, ensuring the stable and sustainable effectiveness of units and sector. Continue to improve three areas of activity, focus on scaling up executive. Special attention is given to the strong development of services. Continue portfolio liquidity (real estate, finance). Determined

to cut down total assets, reduce cost of capital, ensure effective use of capital, improving financial capacity in the whole system.

- Continue to train and develop human resources, take care of employees, restructure the organization structure, ensuring the sustainable development of the company.
- Improve the connection and division of functions and responsibilities of each BOD member. BOD subcommittees have the same functions and duties as a division in the company. Strengthen internal PR, creating close relations between divisions in the company and units in the system to accomplish any objectives given by the company.

## 2. BUSINESS PLAN TARGETS IN 2013

TARGETS	UNIT	PERFORMED IN 2012	2013 PLAN	COMPARED TO 2012 (%)
Sales and service revenue	million VND	5.433.311	6.000.000	110
Profit before tax	million VND	61.496	70.000	114
Profit after tax	million VND	46.761	55.000	118
Parent company's shareholder's income	million VND	44.845	36.500	82
Dividend	%	10	12	120

(\* This is a business plan for 2013 that will be approved by The General Assembly of Shareholders and BOD is authorized to adjust it after first six months of 2013 in accordance with the market situation.

## 3. SOLUTIONS

### Trading and services

- Continue to evaluate business performance of each units and the sector in the period 2010 - 2012 to determine the business model and strategy for 2013 - 2015, a vision to 2020;
- Deliver a plan for total revenue, costs, efficiency and management. Keep track of cost norms for each division in each unit. Strengthen control, improve quality of management of system, clear in administration and synchronous in subsidiaries and joint ventures. Pay attention to agents and prestigious brands. Improve integrated management in SAVICO's units with more than 50% of contributed capital.
- Continue to promote quality and effectiveness of services in order to gradually increase a rate of profit, reaching 50% in total profit structure. Services play a key role in synchronous network development solutions in HCMC and other regions, maintaining the sustainability of the automobile – motorbike sector. Aim at quality of service and brand prestige in the SAVICO's system for 2013 and subsequent years.
- Scale up development and establishment. Continue to restructure apparatus and develop human resources in place. Consider restructuring investment sources in some units that operate less effectively in order to improve effective use of capital and identify sustainable profits.

### Real Estate Services

#### (1) Orientation and objectives:

- Maintain and take advantage of available commercial premises and trading centers, ensuring a stable cash flow (cash received).
- Focus on inviting investment for projects and cutting down total assets for investment capital recovery; reduce costs and reinvest in new projects.
- Review total assets and capital; define sustainable profit for the real estate sector.

#### (2) Key projects in 2013:

- Legal: Certificate of land use right is granted for 115 - 117 Ho Tung Mau project. Transfer 56 Ben Van Don project to its subsidiary (Saigon Khanh Hoi Company). Fulfill additional financial obligations and receive a land use right certificate for Hiep Binh Phuoc – Tam Binh land project; transfer Mecure Son Tra project to its subsidiary...
- Investment: 277 - 279 Ly Tu Trong project is partly finished. Wedding Conference Center, where will be opened in late 2013, is under construction in 1014B Thoi Ngoc Hau. The infrastructure of Hiep Binh Phuoc – Tam Binh residential area project is completed to hand over to customers. Initiate a plan to cooperate with partners to develop a terraced houses and trading and services project in 104 Pho Quang, Tan Binh Dist.

- Marketing: The focus is to take all measures to invite potential experienced investors to exploit Savico MegaMall Trading center together. Structure capital sources for Savico Hanoi Company and the parent company. Continue to sell terraced houses of Hiep Binh Phuoc - Tam Binh and Southern Cam Le projects. Find cooperation partners for projects of Highway 13, 66 – 68 Nam Ky Khoi Nghia, Mercure Son Tra

### Financial Services:

- Focus on the liquidity of all low-efficiency stocks in the portfolio. Pause entire investment in a new portfolio.
- Control capital structure, cost of capital and investment performance of each subsidiary and in the entire system. Consider the use of financial leverage and solutions in the entire system.
- Assess total assets and capital sources in three sectors; thereby, determine specific targets and tasks in each sector. Closely supervise and control the work of each unit and sector, as well as investment performance of the parent company.
- Create an analysis report by updating a medium-term plan (three years) to find the route, orientation and performance. Assess an ability to do something. Meanwhile, adjust short-term plans to ensure an ability to accomplish any given objectives.
- Participate in the formation and argument over new investment projects with caution. New investments must be controlled in terms of capital, cash flow and business efficiency of the Company. Also, there must be a precautionary plan to ensure the impact of these

investment on the overall operation of the Company is low and under control.

### Administration:

- Improve the forecasting and supervising of business activity. Evaluate and make timely responses to changes in the market in each unit and each business area.
- Improve internal control system and risk prevention that satisfy system control requirements, ensuring clarity in business operations. Promote financial and accounting capacity. Increase the strength of the whole system.
- Improve shareholder relations. Change and improve reporting forms to meet the management needs of the Company. Provide sufficient information to shareholders/investors who are interested in SAVICO's shares. Regularly supervise and take specific measures to protect the value of SAVICO's shares in the market.
- Use information technology (IT) for business administration. Build information system, ensuring information is thoroughly communicated from SAVICO to its subsidiaries and vice versa. Continue to promote a brand in a selective and effective way.
- Continue to maintain and develop human resources. Create a training plan to improve staff quality and system management capacity; drastically change operations to become the investment company. Create specific programs of Young Talents Caring Fund and SAVICO mutual assistance fund. Improve the operational structure of the Company according to the business strategy for 2010-2015, a vision to 2020.

## 4. RECOMMENDATION

If the Company exceeds profit targets in 2013, The General Assembly of Shareholders should agree to award 10% of after-tax profit exceeding target in 2013 to Board of Directors, Board Supervisors and managerial staff in the whole system.



# BOARD OF MANAGEMENT'S REPORT



## GENERAL SITUATION

Vietnam's economy in 2012 was very difficult. Tens of thousands of companies were dissolved, went bankrupt, ceased operations, or scaled down production. Remaining businesses faced many kinds of risks: declining turnover, rising inventory, high interest rate; however, businesses found it hard to access capital sources, which forced them to minimize costs, adjust business plan targets, and take advantage of resources accumulated from previous years to maintain their operations.

The difficult situation made a great impact on the Company's most fields of operations when the buying power of the automobile and motorbike market dropped sharply compared to the previous years. The financial, real estate, stock markets fell dramatically. The cost of capital was high.

In this situation, BOM directed General Director, BOD of the parent company and its subsidiaries to keep track of the market weekly, monthly and quarterly. BOD also directed them to establish support groups and working groups. Internal control is improved in each member company to support operations. The forecast was monitored and updated closely with the market situation. Drastic solutions were promptly made.

Running in the face of many difficulties and disadvantages, the Company achieved business results in 2012 and further confirmed the stability and sustainable development. It's obvious that all staff in the Company and its subsidiaries ceaselessly join forces to make their contribution.

## OPERATING ACTIVITIES

To cope with the difficult economic situation in 2012, BOD kept close track of changes in the market, promptly took measures to increase support, directed General Director to adjust an annual plan with a focus on objectives of preserving capital, reducing inventory, controlling costs, concentrating all resources on developing and increasing the effectiveness of services. The 2012 operating results in 2012 were achieved and exceeded the 2012 adjusted plan with figures as follows:

Total gross revenue that the entire system achieved was 6,992 billion VND. Profit 78.1 billion VND.

Consolidated results are as follows:

TARGETS	2012 THE PLAN	THE 2012 ADJUSTED PLAN	PERFORMED IN 2012	% OF ADJUSTED PLAN	% OF SAME PERIOD
Sales and service revenue	7.000.000	4.500.000	5.433.311	121	88
Profit before tax	120.000	60.000	61.496	102	52
Profit after tax	80.000	45.000	46.761	104	57
Parent company's shareholder's income	45.000	41.250	44.845	109	101

## ACTIVITIES OF BOARD OF MANAGEMENT

- BOM has directed General Director to establish four working groups who'll work with member companies in the system on monthly and quarterly operating results; take measures to reduce inventory levels; use appropriate financial leverage; cut down costs; improve service performance; regularly evaluate monthly operating situation; adapt business plans to suit the actual situation; lower sales pressure on member companies; cut down ineffective portfolio; increase control of capital sources and cash flow; research the use of employees and wage and salary policies; evaluate income policies for employees and current human resources structure; and consider payment methods that stimulate each initiative and creativity among employees.
- BOM has directed General Director to focus on all drastic measures to accomplish 2012 business tasks, specifically control quarterly operating results for timely directions close to reality.

Quarterly operating results in 2012 (according to consolidated financial statements):

Unit: million VND

TARGETS	3 MONTHS	6 MONTHS	9 MONTHS	FULL YEAR
Pure revenue	1.145.031	2.276.401	3.575.263	5.414.075
Profit before tax	4.713	23.639	36.231	61.496

To achieve the above results, BOM, General Director, BOD, and capital representatives agree to increase all aspects of management from divisions to subsidiaries. Total assets is decreased by 128 billion VND, thereby restructuring the Company's capital sources. Total loans is decreased from 429 billion VND at the beginning of the year to 308 billion VND at the end of the year.

BOM has held 5 BOM meetings and extended ones, 56 surveys of BOM members in writing, thereby issuing 82 decisions related to the areas of operations of the Company, namely:

- 16 decisions related to trading and services
- 27 decisions related to real estate services
- 9 decisions related to financial services
- 22 personnel decisions
- 8 decisions on other operations of the Company

BOM has directed its subcommittees to build an action plan in accordance with operational objectives of the three areas: Trading and services, Real Estate Services, and Financial Services to supervise and consult the implementation of operations and limit risks. BOM in cooperation with Board of Supervisors build an action plan and inspect the implementation of business plan targets given by The General Assembly of Shareholders and BOM.

## RESULTS OF SUPERVISING GENERAL DIRECTOR AND OTHER MANAGERS

BOM regularly conducts close supervision, promptly gives support, ensuring the effective operations of General Director and his assistants, and representatives of companies that make capital contribution to SAVICO. Thereby, General Director has successfully organized and conducted:

- Investor conference to assess, forecast, and suggest a 2012 plan submitted to the Annual General Assembly of Shareholders; and the Annual General Meeting of Shareholders on April 6 2012.

- The 2012 business plan and solution building workshop; the accomplishment of business plan targets given by The General Assembly of Shareholders is evaluated monthly and quarterly so that prompt measures can be taken to respond to market fluctuations and the state policies, adjust business plan targets and salary plans in accordance with the actual situation of SAVICO and its subsidiaries.

- Review, analysis and forecast of monthly and quarterly operating situation and results so that BOM can promptly direct General Director to mobilize the Company's resources effectively; regularly inspect unprofitable or inefficient subsidiaries to grasp information; promptly direct and help subsidiaries through difficult times; and prepare for the market recovery.

- Review and evaluation of capital use efficiency and investment capital efficiency in each unit and business sector; reduce the entire financial portfolio accounting for a large proportion in order to recover cash flow. As a result, it is decreased by 163 billion VND, of which 152.1 billion VND is long-term portfolio and 10.9 billion VND is short-term one.

- Improve coordination between member companies and functional divisions. Supervision, risk management, and cost management are specialized in depth, improving administration efficiency in the entire system.

- Inspect the implementation of administration rules and regulations issued by BOM; inspect the observance of regulations by the government and authorities.

- Focus on essential programs and preparatory work to get everything ready for business operation when market conditions recover, such as human resources administration, vote of confidence in management levels, cost control, allocation of sales, cost, and profit planning to each division, and so forth to increase efficiency in all activities.

## GENERAL REVIEW

Facing the difficult situation, BOM has decided to adjust the 2012 business plan targets approved by The General Assembly of Shareholders. This adjustment aims to share difficulty with units, relieve profit pressure, avoid financial pressure, preparing resources to be ready for quick development when the market goes from bad to better.

### Trading And Services:

- The Company focuses on reducing inventory; exploits and increases services; considers services as a way to create sustainable value for the whole system; and maintains its position as the leading automobile distributor in Vietnam.
- Improve the forecasting and assessment of market; strictly control selling expenses; improve the in-depth management of each unit in the entire system.
- However, there are some newly-established units; the use of financial leverage is not effective; services are uncertain, so operating results are limited.

**Real Estate Services:**

- Focus on the capitalization of key projects; recover cash flow for the Company; reduce total assets. Develop projects on the basis of cash flow balance. Strictly control cost of capital, improving efficiency.
- In addition, some capitalization for projects hasn't been collected according to schedule. The solicitation of investment projects is delayed due to the frozen market.

**Financial Services:**

- In 2012, total assets was noticeably decreased by 123 billion VND. Orient Commercial Joint Stock Bank's shares are successfully liquidated.
- Good control of cash flow; reasonable capital structure. Reduce cost of capital. Determined to cut down inefficient portfolio. Increase financial aid to units in the system.
- Not actively recommend General Director to take advantage of opportunities for portfolio liquidity as appropriate. It's very hard to issue bonds.
- BOM fully appreciates and respects the enthusiastic, responsible and creative employees who have contributed to the development of the Company and today's results. BOD believes that the Company will continue to get through a difficult and challenging period in the current economic situation to stand firm on its feet and develop so that the Company deserves to be one of the leading member companies of Ben Thanh Group, contributing to the construction and development of our city.

**PROPOSED PLAN FOR 2013**

---

The Company's trading and services sector is expected to remain very difficult in 2013. The Government's policy is to maintain macroeconomic stability, control inflation, restructure the economy, and shift growth model to improve quality, efficiency and competitiveness. In particular, bad debts, inventory, and real estate debt are solved. The market situations are evaluated. The business strategy are re-evaluated. The proposed solutions to each area are as follows:

**Trading And Services:**

- Regularly conduct a quarterly forecast to effectively use financial leverage; control inventory; control selling expenses, commissions, and interest at the most reasonable rate; increase operating efficiency.
- Continue to develop types of services, as well as increase profits from services such as used car trading and rental, accessories, insurance, and more.
- Improve cost management, data management to increase all aspects of customer care. Enhance human resources education and training. Never invest in wrong main business sector.
- Continue to restructure less efficient or inefficient businesses; develop service-related business sector such as used car trading and rental.

**Real Estate Services:**

- Focus on reducing total assets to determine the sustainable performance consistent with capital scale, characteristics and advantages of real estate resources.
- Identify key products and real estate sector model to increase the business efficiency of this sector.
- Continue to develop the real estate and trading and services chain for trading and services sector activity; develop trading centers in major cities like Savico Megamall trading center.
- Find strategic partners to implement the Company's key real estate projects such as Mercure Son Tra and SAVICO Tower.

**Financial Services:**

- Focus on solutions to structure capital sources sustainably and safely.
- Evaluate, control the effectiveness of capital investment in the three sectors and in the entire system
- Find all financial aid solutions in the entire system; control the use of financial leverage related to business sector in units. Focus on the most effective capital investment control.
- Continue to research the best funding solutions for the Company and system by issuing bonds and shares, determining suitable strategies that enable the development of real estate and trading and services sectors of the Company.
- Direct Financial Management Division in coordination with Shareholder Relations Board to protect the value of shares, increase liquidity, preventing the acquisition or merger from taking place.
- Determine the effective of capital investment in sectors, divisions, member companies, and even the entire system to maintain its development. In addition, BOM defines objectives and task performance solutions in 2013 as follows:
- Assess the 2010 – 2015 strategic roadmap of the entire company system; improve and adapt the 2013 – 2015 strategy with a vision to 2020 to suit the current situation. Build a forecasting and risk prevention system for the whole company.
- Set business plan targets for 2013, strictly control cost norms, ensuring the stable and sustainable efficiency of units and sectors. Continue to increase business operations in the three sectors; scale up the development of the automobile and motorbike sector with a strong focus on services.
- Continue portfolio liquidity (real estate and finance). Resolutely reduce total assets, cost of capital, ensuring capital adequacy and efficient use of capital. Improve financial capacity of the entire system.
- Submit to The General Assembly of Shareholders a plan to issue 150 billion VND of bonds. Find strategic partners to develop commercial system and access to capital resources with a lower cost of capital.
- Focus on human resources development and training; take care of employees; restructure the organization structure professionally and effectively, ensuring the sustainable development of the Company.

# BOARD OF SUPERVISORS' REPORT

## OPERATIONS OF SUPERVISORY BOARD IN 2012

### 1. Inspection and supervision of BOM.

- Inspect the implementation of contents, programs, and objectives according to the resolutions of the General Assembly of Shareholders and BOM in 2012.
- Inspect the observation of the corporate bylaws and existing law in content and document issuance processes of BOM.
- Board of Supervisors attends all meetings of BOM. Head of Board of Supervisors is a member of the team who count BOM members' written votes in a ballot.

### Remarks On Board of Management in 2012:

- In 2012, BOD actively directed General Director to accomplish the targets in all areas (finance, real estate, trading, and others) set by the General Assembly of Shareholders.
- The plan targets of 2012 were adjusted, because purchasing power dropped sharply in all areas compared to 2011. As a result, production target, sales and profit before tax plunged during the first half of 2012 in the comparison with the same period in 2011. Compared with the 2012 plan approved by the General Assembly of Shareholders, sales target, profit before tax, profit after tax and income of the parent company's shareholders reached 31.5%, 19.6%, 27% and 53% respectively. From that situation, the General Assembly of Shareholders authorized BOM to issue Decision No. 58 on August 13, 2012, adjusting the 2012 plan targets according to the following list:

TARGETS	2012 PLAN APPROVED BY GENERAL ASSEMBLY OF SHAREHOLDERS	PERFORMED 6 MONTHS, 2012	PERFORMANCE PERCENTAGE 6 MONTHS (%)	2012 PLAN AFTER ADJUSTMENT	PERFORMED IN 2012	PERFORMANCE PERCENTAGE (%)
Sales and service revenue	7.000	2.202	31,46	4.500	5.414	121,31
Profit before tax	120	24	19,63	60	61,5	102,49
Profit after tax	80	22	27,06	45	46,76	103,91
Parent company's shareholder's income	45	24	53,12	41	44	99,66
Expected dividend (%/chartered capital)	15%			10% -12%		

- Improve the connection and assignment of functions and duties between each member of BOD, BOD subcommittees and divisions. Strengthen internal PR, creating close relations between divisions in the Company and units in the system.

Unit: million VND

TOTAL CONSOLIDATED REVENUE	6.000.000
Profit before tax	70.000
Profit after tax	55.000
Parent company's shareholder's income	36.500
Expected dividend	12%

From the above objectives, BOM sets the 2013 business targets for 2013 approved by The General Assembly of Shareholders as follows:

On behalf of Board of Management, I would like to sincerely thank Shareholders and Investors for your trust and support of the Company during past years. In particular, I sincerely thank Central agencies, City, Ben Thanh Group, consulting firms, banks, State Securities Commission, Hochiminh Stock Exchange (HOSE), and Securities Depository Center. Also, I fully appreciate the dedicated efforts of members of Board of Directories, General Director and BOD and collective consciousness of employees who always overcome obstacles to maintain business operation, work together to build a stronger SAVICO brand.

Yours sincerely,

### Opinions of Board Of Supervisors

- The adjustment of targets for 2012 was done as authorized by the General Assembly of Shareholders and in accordance with the actual situation during the first half of 2012.
- During the year, BOM directed General Director to accomplish the targets such as restructure assets and operating capital, distributing profit after tax according to resolution of the General Assembly of Shareholders in 2012.
- BOM always complies with the corporate bylaws and existing law in its operations, issuing written documents under its responsibility and authority.

### 2. Inspect the work of General Director:

- In 2012, General Director established inspection teams to perform many operational and specialized inspections on member companies in the system and commercial services operations (Supervisory Board in cooperation with internal control department and functional management division to inspect these companies).
- Results of business operations in the first 8 months of the year showed that most of inspected companies had negative business results. Through investigation, General Director drastically directed the management of capital, inventory, sales, costs (especially inventory management, interest expenses, advertising, brokerage commission, and other costs); took timely measures to get it right; enhanced the role and responsibility of capital representatives of SAVICO.
- As a result, most of trading subsidiaries made a profit and reported positive business results in late 4 months of 2012, compensating for losses in first 8 months of the year. For example, Song Han Automobile JSC lost 1.144 billions VND in first 8 months of the year, making a profit of 1.155 billion VND in late 4 months of the year (a full-year profit of 12 million VND); Toyota Giai Phong JSC reported a loss of 5.28 billion VND in first 8 month of the year, making a profit of 7.36 billion VND in late 4 months of the year (a full-year profit of more than 2 billion VND).

### 3. Periodic inspection:

- Evaluate the SAVICO's periodic financial reports.

Remarks:

*The provision is in accordance with current regulations of value of final asset portfolio.*

*In 2012, the parent company made some portfolio liquidity, including:*

- Reduce financial investment, recover 149.9 billion VND worth of business capital, profit after provision is 4,5 billion VND (long-term financial investment liquidity is 144.64 billion VND, profit after provision in this group is 3.8 billion VND.)

- Real estate portfolio liquidity. Recover 150 billion VND worth of business capital (mainly from Hiep Binh Phuoc – Tam Binh project. However, the recording of these assets will be done in 2013).

- Compared with the beginning of the year, total loan including interest has been decreased by more than 120 billion VND, accounting for 27% of total assets, equivalent to 0.58 times equity capital. In general, property structure is consistent with capital structure and normal final financial situation.

## RECOMMENDATIONS AND INSPECTION PLAN IN 2013

### 1. Recommendations:

- The Company should continue to improve financial solutions and develop real estate projects (Highway 13, Thu Duc Dist., Bai Trem and Southern Cam Le, Da Nang). Also, the Company should control product costs (particularly reducing cost of capital) effectively to ensure competitive prices and balance financial resources on its own to further develop projects.
- Actively coordinate with partner Thu Duc House to settle a business cooperation project in Binh An Ward, Dist. 2.
- Create a plan to calculate reasonable product costs in Hiep Binh Phuoc - Tam Binh housing project in order to make it possible to determine taxable income when product is transferred or sold.

### 2. Inspection plan in 2013:

- Examine the implementation of the resolutions of the General Assembly of Shareholders in 2013.
- Inspect and supervise according to functions and tasks specified in the corporate bylaws.
- Continue to cooperate with internal control division, the parent company's functional management division, supervisors, SAVICO's capital representatives in subsidiaries (according to chosen pattern or BOD's inspection plan) to review business performance situation during 6 or 9 months of 2013 and financial situation in some SAVICO's subsidiaries.

## INCOME OF BOM, BOD AND BOS

Wage, remuneration and fee for business trip of BOM, Board of Supervisors and BOD are as follows:

Unit: VND

NO.	CONTENT	FEE
1.	Board of Management	2.526.000.000
2.	Board of Supervisors	828.000.000
3.	Board of Directors	120.000.000
<b>Total</b>		<b>3.474.000.000</b>



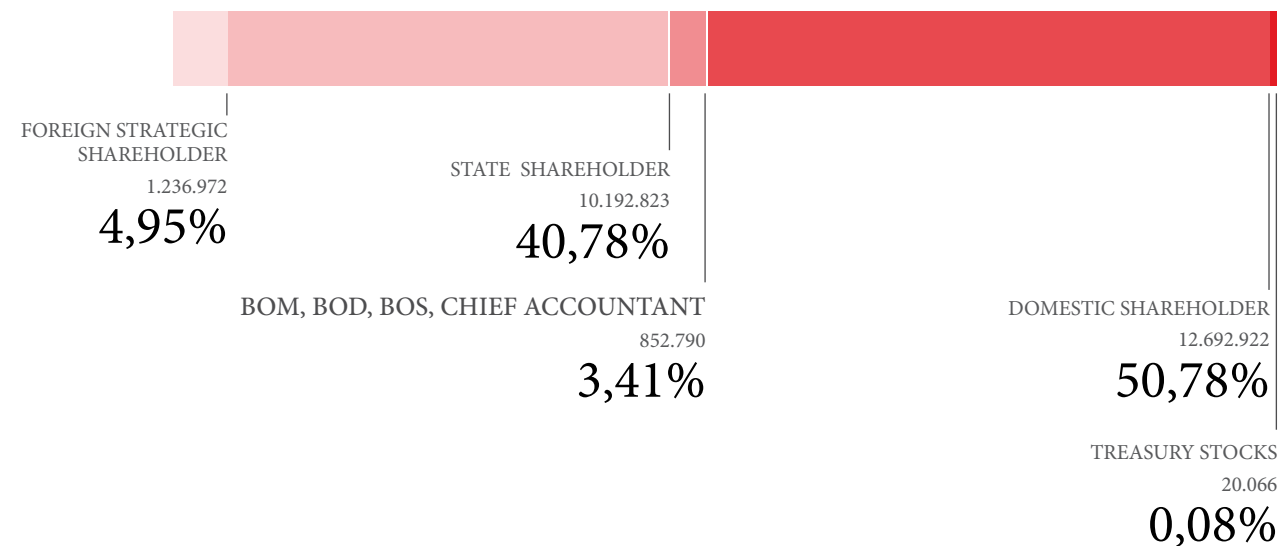
*“Always make a breakthrough development in maintaining and enhancing its position in business community.”*

# INFORMATION ON SHARES AND SHAREHOLDERS

## CORPORATE SHAREHOLDER STRUCTURE

By the date of closing shareholder list on Feb 25, 2013, SAVICO has had 1,675 shareholders and 24,975,507 issued shares in total. BOM, Board of Directors, Board of Supervisors, Chief Accountant and related parties hold 852,790 shares, equivalent to 3.41% of total issued shares. There are some principal shareholders such as Ben Thanh Group holding 10,192,823 shares (40.78%), SSI Fund Management Company Limited owning 2,382,720 shares (9.32%). There are 48 foreign shareholders who own 1,239,972 shares, accounting for 4.95% of total issued shares.

CONTENT	VOLUME (SHARE)	OWNERSHIP RATIO (%)	NUMBER OF SHAREHOLDER	SHAREHOLDER STRUCTURE	
				ORGANIZATION	INDIVIDUAL
The State's shareholder	10.192.823	40,78	1	1	-
BOM, BOD, BOS, Chief Accountant	852.790	3,41	10	-	10
Domestic shareholder	12.692.922	50,78	1.615	59	1.556
Foreign shareholder	1.236.972	4,95	48	9	39
Treasury stocks	20.066	0,08	1	1	-
Total	24.995.573	100,00	1.675	70	1.605



## TREASURY STOCKS TRANSACTION

The Company didn't purchase or sell fund shares last year. By December 31, 2013, the total number of fund shares is 20,066.

## LIST OF PRINCIPAL SHAREHOLDERS (OWNING 5% OR MORE OF CHARTERED CAPITAL)

SHAREHOLDER	ADDRESS	NUMBER OF SHARES HELD	%
Ben Thanh Group	27 Nguyen Trung Truc, Dist. 1, HCMC	10.192.823	40,78%
SSI Fund Management Co., Ltd.	5 <sup>th</sup> Floor, 1C Ngo Quyen, Hoan Kiem Dist., Hanoi	2.382.720	9,32%

## OWNERSHIP RATIO OF BOM, BOARD OF SUPERVISORS, BOD AND CHIEF ACCOUNTANT

In Feb 25, 2013

FULL NAME	POSITION	NUMBER OF SHARE HELD	%
Nguyen Vinh Tho	Chairman of Board of Management General Director	550.062	2,201%
Nguyen Binh Minh	Member of Board of Management Deputy General Director	67.900	0,272%
Ta Phuoc Dat	Member of Board of Management Deputy General Director	27.726	0,111%
Te Tri Dung	Member of Board of Management	-	0,000%
Vo Hien	Member of Board of Management Deputy General Director	77.673	0,311%
Le Hung	Member of Board of Management	-	0,000%
Luong Quang Hien	Member of Board of Management	-	0,000%
Mai Viet Ha	Deputy General Director	7.800	0,031%
Phan Tuan Dung	Deputy General Director	88.300	0,353%
Hoang Thi Thao	Chief Accountant	28.473	0,114%
Le Xuan Duc	Head of Board of Supervisors	4.693	0,019%
Nguyen Cong Binh	Member of Board of Supervisors	156	0,001%
Nguyen Phuong Loan	Member of Board of Supervisors	7	0,000%

## TRANSACTION OF INTERNAL SHAREHOLDERS AND RELATED PARTIES

NAME OF ORGANIZATION/ TRANSACTOR	SHAREHOLDER CATEGORY	NUMBER OF SHARES BEFORE TRANSACTION DATE	NUMBER OF SHARES TRADED		NUMBER OF SHARES AFTER TRANSACTION DATE	PERIOD OF TRANSACTION
			PURCHASE	SELL		
SSI Fund Management Co., Ltd.	Principal shareholder	1.258.430	136.220	-	1.394.650	15/12/11 to 15/02/12
SSI Vision Fund	Principal shareholder	3.090.070	229.870	465.890	2.854.050	26/12/11 to 25/02/12
Ben Thanh Group	Principal shareholder	10.080.723	120.000	7.900	10.192.823	28/12/11 to 28/02/12
SSI Fund Management Co., Ltd.	Principal shareholder	1.394.650	-	132.430	1.262.220	03/02/12 to 02/05/12
SSI Vision Fund	Principal shareholder	2.854.050	420.370	589.890	2.684.530	03/02/12 to 02/05/12
SSI Fund Management Co., Ltd.	Principal shareholder	1.262.220	754.010	-	2.016.230	09/05/12 to 09/07/12
SSI Vision Fund	Principal shareholder	2.684.530	-	1.000.000	1.684.530	09/05/12 to 30/05/12
SSI Vision Fund	Principal shareholder	1.684.530	-	279.470	1.405.060	26/05/12 to 12/09/12
SSI Vision Fund	Principal shareholder	1.405.060	-	168.390	1.236.670	13/09/12 to 18/10/12
SSI Fund Management Co., Ltd.	Principal shareholder	2.016.230	518.560	-	2.534.790	26/05/12 to 23/10/12
SSI Fund Management Co., Ltd.	Principal shareholder	2.534.790	-	50.000	2.484.790	24/10/12 to 27/12/12

## INFORMATION ON SHARES AND SHAREHOLDERS

SHARE'S STATISTIC IN 2012	UNIT	FIGURES
Share price on 12/28/2012	VND/share	13.600
Share price on 12/31/2011	VND/share	17.500
Highest share price in the year	VND/share	19.300
Lowest share price in the year	VND/share	7.900
Total transaction volume	share	16.076.710
Average transaction volume/session	share/session	64.307
Number of listed shares	share	24.995.573
Number of issued shares	share	24.975.507
Total market capitalization (on 12/31/12)	billion VND	340
Total book value (on 12/31/12)	billion VND	733
EPS (2012)	VND/share	1.796
P/E (12/31/2012)	times	7,57
P/B (12/31/2012)	times	0,46
Foreign ownership ratio (12/31/12)	%	4,95%
The State's ownership ratio (12/31/12)	%	40,78%

### Closing price movements and trading volume in 2012





# INVESTOR RELATIONS IN 2012

## INVESTOR RELATIONS



*Hội nghị nhà đầu tư SAVICO.*

In 2012, SAVICO strictly complied with the requirements of announcing timely, accurate and full information. The Company considered that the announcement of clear, full and accurate information was an investor's responsibility, as well as for the sustainable development of SAVICO.

With an objective of improving the care of shareholders, investors and customers of the Company, the investor relations (RI) is increasingly being improved and enhanced. The Company creates more diverse channels of information to shareholders and investors such as an annual general meeting of shareholders, informing quarterly business results on the website ([www.savico.com](http://www.savico.com)) or through mass media.

Notably, the Company held a successful Investor Conference in May, 2012. The conference received positive feedback from the investor community. The Company has improved the Investor Relations section on the website ([www.savico.com.vn](http://www.savico.com.vn)). The Company's annual report has been voted one of the best annual reports for five years (2007 - 2011).

# SAVICO & BRAND DEVELOPMENT

## THE BUILDING AND DEVELOPMENT OF BRAND



*SAVICO is named in the list of top 500 largest Vietnamese enterprises      SAVICO honored as one of Top 50 Best Annual Report 2012.*

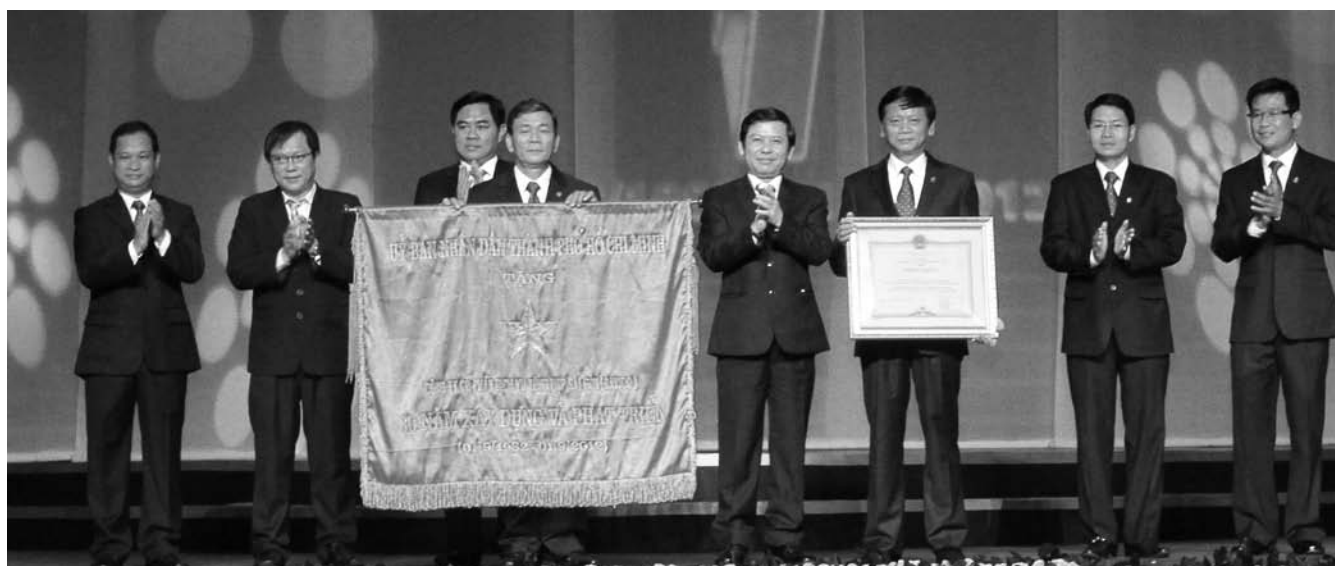
In 2012, SAVICO celebrated its 30th anniversary of establishment, which marked a brand beginning from the first service economy model in the country. Throughout 30 years of development based on this model, the Company has invested in more than three sectors, in which Trading and Services sector remains a key sector. Also, 2012 was a year of challenges for the Company. There were a rising costs in trading and services system, namely automobile and motorbike. The number of sold cars and motorcycles of most brands has significantly reduced. However, due to timely, flexible and effective management, there were huge changes in the automobile sector. Especially, in this difficult situation, the units in the system paid more attention to after-sales service, improved quality of warranty and maintenance services, better met the needs of customers, gave better satisfaction to attract customers to SAVICO brand, maintaining its position as the number one auto distributor in Vietnam.

SAVICO brand is highly appreciated by customers and partners in the sector and society for its professional investment, quality and reputation of products that has been brought to customers. Currently, SAVICO ranks 111th in the list of Vietnam's top 500 largest enterprises (VNR 500) announced by Vietnam Report JSC in 2012 (climb 69 positions up from rank 180 in 2011). This achievement demonstrates the sustainable growth of SAVICO for years.

With traditional unity and dynamic creativity, SAVICO takes the initiative in seizing opportunities presented, overcomes challenges to organize its business effectively, increasing the value of its brand. The most important thing is to make a breakthrough development in maintaining and enhancing its position in the business community.

SAVICO believes that its value will increase with additional resources and improve on the basis of right business development strategies, policies to expand cooperation with strategic partners at home and abroad. Party Committee's, Board of Manager' and BOD's flexible management skills through clear management system and highly approved control in the system has

contributed to the overall goal-oriented efficiency of the Company. Customer's, shareholder's and employee's interests are surely aligned. The Company also shows a sense of responsibility for the community and society based on its corporate culture. SAVICO's brand is moving towards more sustainable development.



SAVICO received the Certificate of Merit from the Prime Minister and the Traditional Flag of Ho Chi Minh City People's Committee on the occasion of 30 years of company establishment.

#### LIST OF TITLES AND AWARDS RECEIVED BY SAVICO

##### Title awarded by the State:

- Certificate of Merit from the Prime Minister. The Traditional Flag awarded by the HCM City People's Committee on the occasion of 30th anniversary of the Company.

##### Brands and awards given by prestigious organizations:

- Ranking in top 50 Best Annual Report, the Company has been awarded the Best Annual Report by the State Securities Commission for several years.
- Voted by Vietnam Enterprise Network as Trusted Brand.
- As the fastest growing enterprise in Vietnam (FAST 500), SAVICO ranks 111th in the list of Vietnam's top 500 largest enterprises (VNR 500) voted by Vietnam Report JSC.

- Two member companies in the SAVICO system: Toyota East Saigon JSC and Sai Gon Auto Co., Ltd. are named in the list of Vietnam's top 500 largest enterprises (VRN 500). Other awards are given by providers.

##### Other awards recognized by providers:

- Toyota East Saigon JSC wins the first prizes of sales skills, advisory service, customer care and so forth.
- Sai Gon Auto Co., Ltd. (Saigon Ford) achieves the title of "Most Excellent Sales Agent of Vietnam."
- Most Excellent Sales Manager of Vietnam.
- Most Excellent CEO of Vietnam.
- Ben Thanh Auto JSC (Ben Thanh Ford) is awarded the Certificate of Qualitycare in frame repair and auto paint.

## SOCIAL WORK, UNIONS AND OTHER ACTIVITIES



SAVICO presents house of gratitude to its needy employees.

Local unions in cooperation with member companies' ones launch emulation movements to promote initiative and professional skills in the workplace; hold professional skill contests; make a good job of caring physical and spiritual life of employees, especially those who have difficult family situations, such as support employees' children by paying school fees (12 cases), repair houses for two employees' families, offer nearly 200 million VND to 34 needy employees. Besides, in spite of the difficult business situation, SAVICO shows a sense of sharing with the poor in society, such as donate money to local hunger eradication poverty reduction funds, Truong Sa soldiers visiting and gift giving programs, Vu A Dinh scholarship fund, HCM City Sponsoring Fund for Poor Patients which helps

poor blind people get eye surgery. The total amount of money donated is more than 600 million VND.

The Youth Union takes the initiative in mobilizing employees to combat waste and practice thrift. It plays an increasingly important role in ideological education for the young. Members have actively participated in many educational activities such as visit and burn incense to heroes of the Revolution, go jogging to support Agent Orange victims, and more. In particular, on the occasion of the 30th anniversary of SAVICO and 15<sup>th</sup> anniversary of Ben Thanh Group, two unions worked together to organize and take part in cultural movements, creating a cheerful, competitive atmosphere in the entire system.

SEPARATE FINANCIAL  
STATEMENTS 2012



## CORPORATE INFORMATION

### SAIGON GENERAL SERVICE CORPORATION

For the year ended 31 December 2012

#### DECISION NO.

3448/QĐ-UB 9 July 2004

3449/QĐ-UB 9 July 2004

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

#### BUSINESS LICENCE

4103002955 15 December 2004

The Company's business licence has been amended several times, the most recent of which is by business licence No. 0301154821 dated 15 October 2009. The business licence was issued by Ho Chi Minh City Planning and Investment Department.

#### BOARD OF MANAGEMENT

Mr. Nguyen Vinh Tho  
Mr. Nguyen Binh Minh  
Mr. Ta Phuoc Dat  
Mr. Vo Hien  
Mr. Te Tri Dung  
Mr. Luong Quang Hien  
Mr. Le Hung

Chairman  
Member  
Member  
Member  
Member  
Member  
Member

#### 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

#### SUPERVISORY BOARD

Mr. Le Xuan Duc	Head of the Board
Ms. Nguyen Phuong Loan	Member
Mr. Nguyen Cong Binh	Member

#### REGISTERED OFFICE

68 Nam Ky Khoi Nghia Street  
District 1, Ho Chi Minh City  
Vietnam

#### AUDITORS

KPMG Limited Vietnam

## STATEMENT OF THE BOARD OF DIRECTORS

The Board of Directors is responsible for the preparation and presentation of the financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements. In the opinion of the Board of Directors:

- the separate financial statements set out on pages 4 to 51 are prepared and presented so as to give a true and fair view of the separate financial position of the Company as at 31 December 2012, and of the separate results of operations and the cash flows of the Company for the year then ended in accordance with the Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements; and
- at the date of this statement, there are no reasons to believe that the Company will not be able to pay its debts as and when they fall due.

The Board of Directors has, on the date of this statement, authorised these separate financial statements for issue.

On behalf of the Board of Directors



General Director  
Nguyen Vinh Tho

Ho Chi Minh City, 18 March 2013

INDEPENDENT  
AUDITOR'S  
REPORT



KPMG Limited  
10<sup>th</sup> Floor, Sun Wah Tower  
115 Nguyen Hue Street,  
District 1, Ho Chi Minh City  
The Socialist Republic of Vietnam  
Telephone +84 (8) 3821 9266  
Fax + 84 (8) 3821 9267  
Internet www.kpmg.com.vn

To:  
**THE SHAREHOLDERS  
SAIGON GENERAL SERVICE CORPORATION**

**Scope**

We have audited the accompanying separate balance sheet of Saigon General Service Corporation (“the Company”) as of 31 December 2012 and the related separate statements of income and cash flows for the year then ended and the explanatory notes thereto which were authorised for issue by the Company’s management on 18 March 2013, as set out on pages 4 to 51. These separate financial statements are the responsibility of the Company’s management. Our responsibility is to express an opinion on these separate 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 presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion.

**Audit opinion**

In our opinion, the separate financial statements give a true and fair view of the unconsolidated financial position of Saigon General Service Corporation as of 31 December 2012 and of its unconsolidated results of operations and its unconsolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements.

**KPMG Limited**

Vietnam  
Investment Certificate No: 011043000345  
Audit Report No: 12-01-325



**Chang Hung Chun**  
CPA No. N0863/KTV  
Deputy General Director  
Ho Chi Minh City, 18 March 2013

**Le Duc Phong**  
CPA No. 0465/KTV

	CODE	NOTE	31/12/2012 VND	31/12/2011 VND
<b>ASSETS</b>				
<b>Current assets</b> (100 = 110 + 120 + 130 + 140 + 150)	<b>100</b>		<b>106,291,440,413</b>	<b>168,108,111,315</b>
<b>Cash and cash equivalents</b>	<b>110</b>	<b>4</b>	<b>4,455,549,627</b>	<b>10,048,378,526</b>
Cash	111		4,455,549,627	9,598,378,526
Cash equivalents	112		-	450,000,000
<b>Short-term investments</b>	<b>120</b>	<b>5</b>	<b>12,880,000,000</b>	<b>31,174,899,000</b>
Short-term investments	121		54,800,000,000	65,730,739,308
Allowance for diminution in the value of short-term investments	129		(41,920,000,000)	(34,555,840,308)
<b>Accounts receivable – short-term</b>	<b>130</b>	<b>6</b>	<b>84,755,837,466</b>	<b>111,854,016,382</b>
Accounts receivable – trade	131		14,296,090,285	11,413,308,057
Prepayments to suppliers	132		20,750,113,731	40,631,312,832
Other receivables	135		49,709,633,450	59,809,395,493
<b>Inventories</b>	<b>140</b>	<b>7</b>	<b>106,619,587</b>	<b>10,030,892,733</b>
<b>Other current assets</b>	<b>150</b>		<b>4,093,433,733</b>	<b>4,999,924,674</b>
Short-term prepayments	151		7,916,671	108,636,367
Deductible value added tax	152		917,360,319	1,092,864,564
Other current assets	158		3,168,156,743	3,798,423,743

SEPARATE  
BALANCE  
SHEET

For the year ended 31  
December 2012

Form B 01 – DN

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

## SEPARATE BALANCE SHEET

For the year ended  
31 December 2012  
(continued)

Form B 01 – DN

	CODE	NOTE	31/12/2012 VND	31/12/2011 VND
<b>Long-term assets</b> (200 = 210 + 220 + 240 + 250 + 260)	<b>200</b>		<b>1,286,666,428,487</b>	<b>1,352,903,828,290</b>
Accounts receivable – long-term	210	6	62,845,621,247	43,064,994,071
Other long-term receivables	218		62,845,621,247	43,064,994,071
<b>Fixed assets</b>	<b>220</b>		<b>539,390,473,363</b>	<b>491,961,809,424</b>
Tangible fixed assets	221	8	3,106,895,739	3,914,990,931
Cost	222		10,843,930,349	11,376,771,945
Accumulated depreciation	223		(7,737,034,610)	(7,461,781,014)
Intangible fixed assets	227	9	43,961,077,356	44,747,675,028
Cost	228		47,084,099,490	47,084,099,490
Accumulated depreciation	229		(3,123,022,134)	(2,336,424,462)
Construction in progress	230		492,322,500,268	443,299,143,465
<b>Investment property</b>	<b>240</b>	<b>11</b>	<b>185,143,232,657</b>	<b>192,660,607,952</b>
Cost	241		224,224,251,966	224,224,251,966
Accumulated depreciation	242		(39,081,019,309)	(31,563,644,014)
<b>Long-term investments</b>	<b>250</b>	<b>12</b>	<b>493,817,114,738</b>	<b>616,331,064,926</b>
Investments in subsidiaries	251		157,072,107,279	128,263,107,279
Investments in associates	252		58,230,309,000	141,080,309,000
Other long-term investments	258		303,954,496,328	371,311,265,631
Allowance for diminution in the value of long-term investments	259		(25,439,797,869)	(24,323,616,984)
<b>Other long-term assets</b>	<b>260</b>		<b>5,469,986,482</b>	<b>8,885,351,917</b>
Long-term prepayments	261		-	1,791,093,605
Deferred tax assets	262	13	4,259,486,482	5,163,758,312
Other long-term assets	268		1,210,500,000	1,930,500,000
<b>TOTAL ASSETS</b> (270 = 100 + 200)	<b>270</b>		<b>1,392,957,868,900</b>	<b>1,521,011,939,605</b>

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

	CODE	NOTE	31/12/2012 VND	31/12/2011 VND
<b>RESOURCES</b>				
<b>LIABILITIES (300 = 310 + 330)</b>	<b>300</b>		<b>738,251,609,891</b>	<b>870,823,688,655</b>
<b>Current liabilities</b>	<b>310</b>		<b>352,884,769,949</b>	<b>460,063,931,289</b>
Short-term borrowings	311	14	93,686,173,330	235,127,329,526
Accounts payable – trade	312		10,232,605,647	4,959,773,687
Advances from customers	313		34,993,474,130	44,268,042,953
Taxes payable to State Treasury	314	15	21,282,623,305	9,974,381,188
Payables to employees	315		28,015,582,862	29,864,621,225
Accrued expenses	316	16	15,289,381,947	5,511,571,652
Other short-term payables	319	17	144,919,337,824	126,244,948,661
Bonus and welfare fund	323	18	4,465,590,904	4,113,262,397
<b>Long-term liabilities</b>	<b>330</b>		<b>385,366,839,942</b>	<b>410,759,757,366</b>
Other long-term liabilities	333	19	114,501,317,327	111,707,395,567
Long-term borrowings	334	20	214,459,700,672	194,281,092,890
Unearned revenue	338	21	56,405,821,943	104,771,268,909
<b>EQUITY (400 = 410)</b>	<b>400</b>		<b>654,706,259,009</b>	<b>650,188,250,950</b>
<b>Owners' equity</b>	<b>410</b>	<b>22</b>	<b>654,706,259,009</b>	<b>650,188,250,950</b>
Share capital	411	23	249,955,730,000	249,955,730,000
Capital surplus	412		317,064,858,303	317,064,858,303
Treasury shares	414	23	(690,474,358)	(690,474,358)
Investment and development fund	417		12,469,151,903	12,469,151,903
Financial reserve	418		12,469,151,903	12,469,151,903
Retained profits	420		63,437,841,258	58,919,833,199
<b>TOTAL RESOURCES</b> (440 = 300 + 400)	<b>440</b>		<b>1,392,957,868,900</b>	<b>1,521,011,939,605</b>

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

**SEPARATE  
BALANCE  
SHEET**

For the year ended  
31 December 2012  
(continued)

Form B 01 – DN

**OFF BALANCE SHEET ITEM**

	31/12/2012	31/12/2011
<b>Foreign currencies included in cash:</b>		
USD	681	703
EUR	-	5

**SEPARATE  
STATEMENT  
OF INCOME**

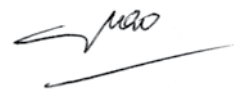
For the year ended  
31 December 2012

Form B 02 – DN

	CODE	NOTE	2012 VND	2011 VND
<b>Total revenue</b>	<b>01</b>	<b>24</b>	<b>91,934,395,742</b>	<b>140,176,007,609</b>
<b>Less revenue deductions</b>	<b>02</b>		<b>(96,464,520)</b>	<b>(90,679,715)</b>
<b>Net revenue (10 = 01 + 02)</b>	<b>10</b>	<b>24</b>	<b>91,837,931,222</b>	<b>140,085,327,894</b>
<b>Cost of sales</b>	<b>11</b>	<b>25</b>	<b>(49,160,637,023)</b>	<b>(93,939,257,096)</b>
<b>Gross profit (20 = 10 + 11)</b>	<b>20</b>		<b>42,677,294,199</b>	<b>46,146,070,798</b>
Financial income	21	26	47,829,155,885	73,617,980,990
Financial expenses	22	27	(99,653,967,010)	(84,203,213,243)
<i>In which: Interest expense</i>	23		(67,469,727,289)	(76,549,443,949)
Selling expenses	24		(1,045,665,276)	(3,035,294,894)
General and administration expenses	25		(39,929,137,547)	(31,817,075,018)
<b>Net operating (loss)/profit (30 = 20 + 21 + 22 + 24 + 25)</b>	<b>30</b>		<b>(50,122,319,749)</b>	<b>708,468,633</b>
Other income	31	28	116,302,234,120	49,573,994,078
Other expenses	32		(3,185,024,906)	(917,886,917)
<b>Results of other activities (40 = 31 + 32)</b>	<b>40</b>		<b>113,117,209,214</b>	<b>48,656,107,161</b>
<b>Profit before tax (50 = 30 + 40)</b>	<b>50</b>		<b>62,994,889,465</b>	<b>49,364,575,794</b>
Income tax expense – current	51	29	(8,127,773,455)	(5,173,950,000)
Income tax expense – deferred	52	29	(904,271,830)	(6,607,942,788)
<b>Net profit after tax (60 = 50 + 51 + 52)</b>	<b>60</b>		<b>53,962,844,180</b>	<b>37,582,683,006</b>
<b>Basic earnings per share</b>	<b>70</b>	<b>30</b>	<b>2,161</b>	<b>1,505</b>

18 March 2013

Prepared by:



**Hoang Thi Thao**  
Chief Accountant

Approved by:



**Nguyen Vinh Tho**  
General Director

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

18 March 2013

Prepared by:



**Hoang Thi Thao**  
Chief Accountant

Approved by:



**Nguyen Vinh Tho**  
General Director

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

**SEPARATE  
STATEMENT  
OF CASH  
FLOW**

For the year ended  
31 December 2012  
(Indirect method)

Form B 03 - DN

	CODE	NOTE	2012 VND	2011 VND		CODE	NOTE	2012 VND	2011 VND
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>					<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>				
<b>Profit before tax</b>	<b>01</b>		<b>62,994,889,465</b>	<b>49,364,575,794</b>	Payments for additions to fixed assets and other long-term assets	21		(54,721,555,999)	(153,716,937,698)
<b>Adjustments for</b>					Change in other non-current assets			720,000,000	593,000,000
Depreciation and amortisation	02		9,213,303,085	10,228,514,797	Proceeds from disposals of investments in securities	22		152,339,211,000	48,454,142,290
Allowances and provisions	03		8,480,340,577	1,085,217,937	Proceeds from disposals of fixed assets and other long-term assets	22		12,996,394,441	-
Gains on disposal of fixed assets	05		(3,957,948,227)	-	Proceeds from disposal of investments in associate	23		-	105,202,800,000
Gains on partial disposal of investments in associate	05		-	(20,695,800,000)	Payments for investments in other entities	25		(28,809,000,000)	(27,639,251,074)
Dividend and interest income	05		(26,980,505,563)	(39,516,115,567)	Receipts of dividends and interest income	27		27,684,213,513	37,713,297,497
Losses/(gains) on trading securities	05		13,116,458,898	(7,654,448,170)	<b>Net cash flow from investing activities</b>	<b>30</b>		<b>110,209,262,955</b>	<b>10,607,051,015</b>
Interest expense	06		67,469,727,289	76,549,443,949	<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>				
<b>Operating profit before changes in working capital</b>	<b>08</b>		<b>130,336,265,524</b>	<b>69,361,388,740</b>	Proceeds from short-term and long-term borrowings	33		277,636,800,034	291,919,108,626
Change in receivables and other current assets	09		86,947,027,411	36,486,177,477	Payments to settle debts	34		(398,899,348,448)	(326,053,907,789)
Change in inventories	10		9,924,273,146	(4,970,561,570)	Payments of dividends	36		(37,463,260,500)	(37,436,928,000)
Change in payables and other liabilities	11		(107,140,167,972)	45,981,296,874	<b>Net cash flow from financing activities</b>	<b>40</b>		<b>(158,725,808,914)</b>	<b>(71,571,727,163)</b>
			<b>120,067,398,109</b>	<b>146,858,301,521</b>	<b>Net cash flows during the year (50 = 20 + 30 + 40)</b>	<b>50</b>		<b>(5,592,828,899)</b>	<b>(3,692,641,404)</b>
Interest paid	13		(67,920,505,208)	(75,635,108,723)	Cash and cash equivalents at the beginning of the year	60		10,048,378,526	13,741,019,930
Corporate income tax paid	13		(1,017,236,047)	(5,358,816,548)	Cash and cash equivalents at the end (70 = 50 + 60)	70	4	4,455,549,627	10,048,378,526
Other payments for operating activities	16		(8,205,939,794)	(8,592,341,506)					
<b>Net cash flow from operating activities</b>	<b>20</b>		<b>42,923,717,060</b>	<b>57,272,034,744</b>					

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

Prepared by:



**Hoang Thi Thao**  
Chief Accountant

18 March 2013

Approved by:



**Nguyen Vinh Tho**  
General Director

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





CONSOLIDATED  
FINANCIAL  
STATEMENTS 2012

## CORPORATE INFORMATION

### DECISION NO.

3448/QĐ-UB 9 July 2004

3449/QĐ-UB 9 July 2004

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

### BUSINESS LICENCE

4103002955 15 December 2004

The Company's business licence has been amended several times, the most recent of which is by business licence No. 0301154821 dated 15 October 2009. The business licence was issued by Ho Chi Minh City Planning and Investment Department.

### BOARD OF MANAGEMENT

Mr. Nguyen Vinh Tho  
Mr. Nguyen Binh Minh  
Mr. Ta Phuoc Dat  
Mr. Vo Hien  
Mr. Te Tri Dung  
Mr. Luong Quang Hien  
Mr. Le Hung

Chairman  
Member  
Member  
Member  
Member  
Member  
Member

## SAIGON GENERAL SERVICE CORPORATION AND ITS SUBSIDIARIES

Consolidated financial statements for the year ended 31 December 2012

### 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

### SUPERVISORY BOARD

Mr. Le Xuan Duc	Head of the Board
Ms. Nguyen Phuong Loan	Member
Mr. Nguyen Cong Binh	Member

### REGISTERED OFFICE

68 Nam Ky Khoi Nghia Street  
District 1, Ho Chi Minh City Vietnam

### AUDITORS

KPMG Limited Vietnam

The Board of Directors is responsible for the preparation and presentation of the consolidated financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements. In the opinion of the Board of Directors:

- the consolidated financial statements set out on pages 4 to 56 are prepared and presented so as to give a true and fair view of the consolidated financial position of Saigon General Service Corporation and its subsidiaries (together referred to as "the Group") as at 31 December 2012, and of the consolidated results of operations and the consolidated cash flows of the Group for the year then ended in accordance with the Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements; and
- at the date of this statement, there are no reasons to believe that the Group will not be able to pay its debts as and when they fall due.

The Board of Directors has, on the date of this statement, authorised these consolidated financial statements for issue.

On behalf of the Board of Directors



**Nguyen Vinh Tho**  
General Director

Ho Chi Minh City, 18 March 2013

## STATEMENT OF THE BOARD OF DIRECTORS

INDEPENDENT  
AUDITORS'  
REPORT



KPMG Limited  
10<sup>th</sup> Floor, Sun Wah Tower  
115 Nguyen Hue Street,  
District 1, Ho Chi Minh City  
The Socialist Republic of Vietnam  
Telephone +84 (8) 3821 9266  
Fax + 84 (8) 3821 9267  
Internet www.kpmg.com.vn

To:  
**THE SHAREHOLDERS  
SAIGON GENERAL SERVICE CORPORATION**

**Scope**

We have audited the accompanying consolidated balance sheet of Saigon General Service Corporation ("the Company") and its subsidiaries ("together referred to as "the Group") as of 31 December 2012 and the related consolidated statements of income and cash flows for the year then ended and the explanatory notes thereto which were authorised for issue by the Company's management on 18 March 2013, as set out on pages 4 to 56. These consolidated financial statements are the responsibility of the Company'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 consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. 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 2012 and of their consolidated results of operations and their cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements

**KPMG Limited Vietnam**

Investment Certificate No: 011043000345

Audit Report No: 12-01-325



**Chang Hung Chun**

CPA No. N0863/KTV

Deputy General Director

Ho Chi Minh City, 18 March 2013

**Le Duc Phong**

CPA No. 0465/KTV

	CODE	NOTE	31/12/2012 VND	31/12/2011 VND
<b>ASSETS</b>				
<b>Current assets (100 = 110 + 120 + 130 + 140 + 150)</b>	<b>100</b>		<b>747,081,796,641</b>	<b>718,944,048,040</b>
<b>Cash and cash equivalents</b>	<b>110</b>	<b>5</b>	<b>222,128,381,716</b>	<b>112,173,337,974</b>
Cash	111		102,304,749,716	68,164,867,974
Cash equivalents	112		119,823,632,000	44,008,470,000
<b>Short-term investments</b>	<b>120</b>	<b>6</b>	<b>12,882,052,543</b>	<b>31,176,951,543</b>
Short-term investments	121		54,802,052,543	65,732,791,851
Allowance for diminution in the value of short-term investments	129		(41,920,000,000)	(34,555,840,308)
<b>Accounts receivable – short-term</b>	<b>130</b>	<b>7</b>	<b>229,518,139,126</b>	<b>227,356,980,724</b>
Accounts receivable – trade	131		129,633,958,381	101,414,572,508
Prepayments to suppliers	132		33,607,945,565	40,455,215,942
Other receivables	135		66,817,856,373	86,169,126,713
Allowance for doubtful debts	139		(541,621,193)	(681,934,439)
<b>Inventories</b>	<b>140</b>	<b>8</b>	<b>250,708,828,148</b>	<b>317,575,947,668</b>
Inventories	141		254,292,384,761	322,287,800,439
Allowance for inventories	149		(3,583,556,613)	(4,711,852,771)
<b>Other current assets</b>	<b>150</b>		<b>31,844,395,108</b>	<b>30,660,830,131</b>
Short-term prepayments	151		5,490,505,593	3,425,135,195
Deductible value added tax	152		7,738,213,381	6,276,805,374
Taxes receivable from State Treasury	154		146,198,012	140,000
Other current assets	158		18,469,478,122	20,958,749,562
<b>Long-term assets (200 = 210 + 220 + 240 + 250 + 260)</b>	<b>200</b>		<b>1,967,497,112,755</b>	<b>2,005,705,337,523</b>
<b>Accounts receivable – long-term</b>	<b>210</b>		<b>10,243,477,357</b>	<b>4,345,621,247</b>
Other long-term receivables	218		10,243,477,357	4,345,621,247
<b>Fixed assets</b>	<b>220</b>		<b>678,150,706,078</b>	<b>629,960,488,823</b>
Tangible fixed assets	221	9	136,942,499,397	135,179,405,270
Cost	222		197,565,257,446	177,048,103,836
Accumulated depreciation	223		(60,622,758,049)	(41,868,698,566)
Finance lease tangible fixed assets	224	10	2,843,865,888	5,081,567,819
Cost	225		5,280,483,547	8,099,678,641
Accumulated depreciation	226		(2,436,617,659)	(3,018,110,822)

**CONSOLIDATED  
BALANCE SHEET**

For the year ended  
31 December 2012

Form B 01 – DN/HN

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

## CONSOLIDATED BALANCE SHEET

As at 31 December 2012  
(continued)

Form B 01 - DN/HN

	CODE	NOTE	31/12/2012 VND	31/12/2011 VND		CODE	NOTE	31/12/2012 VND	31/12/2011 VND
Intangible fixed assets	227	11	45,755,313,252	46,919,685,181	<b>RESOURCES</b>				
<i>Cost</i>	228		53,234,671,840	52,977,326,840	<b>LIABILITIES (300 = 310 + 330)</b>				
<i>Accumulated amortisation</i>	229		(7,479,358,588)	(6,057,641,659)	<b>Current liabilities</b>				
Construction in progress	230	12	492,609,027,541	442,779,830,553	311	16	443,331,700,741	410,985,178,557	
<b>Investment property</b>	<b>240</b>	<b>13</b>	<b>789,761,318,322</b>	<b>745,445,006,731</b>	Accounts payable – trade				
<i>Cost</i>	241		852,876,235,162	783,175,706,816	Advances from customers				
<i>Accumulated depreciation</i>	242		(63,114,916,840)	(37,730,700,085)	Taxes payable to State Treasury				
<b>Long-term investments</b>	<b>250</b>	<b>14</b>	<b>392,762,709,744</b>	<b>537,792,105,185</b>	Payables to employees				
Investments in associates	252		92,508,120,585	169,375,402,896	Accrued expenses				
Other long-term investments	258		313,846,191,920	382,552,961,223	Other short-term payables				
Allowance for diminution in the value of long-term investments	259		(13,591,602,761)	(14,136,258,934)	Bonus and welfare fund				
<b>Other long-term assets</b>	<b>260</b>		<b>96,578,901,254</b>	<b>88,162,115,537</b>	<b>Long-term liabilities</b>				
Long-term prepayments	261	15	58,368,910,916	48,861,518,233	Other long-term liabilities				
Deferred tax assets	262	33	4,435,223,646	5,582,297,781	Long-term borrowings				
Long-term deposits	268		33,600,828,731	33,544,361,562	Provision – long-term				
Goodwill	269		173,937,961	173,937,961	Unearned revenue				
<b>TOTAL ASSETS (270 = 100 + 200)</b>	<b>270</b>		<b>2,714,578,909,396</b>	<b>2,724,649,385,563</b>	<b>EQUITY (400 = 410)</b>				
					<b>Owners' equity</b>				
					Share capital				
					Capital surplus				
					Treasury shares				
					Foreign exchange differences				
					Investment and development fund				
					Financial reserve				
					Retained profits				
					<b>MINORITY INTEREST</b>				
					<b>TOTAL RESOURCES</b>				
					<b>(440 = 300 + 400 + 439)</b>				

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

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

**CONSOLIDATED  
BALANCE SHEET**

As at 31 December 2012  
(continued)

Form B 01 - DN/HN

**OFF BALANCE SHEET ITEMS**

	31/12/2012	31/12/2011
<b>Foreign currencies included in cash:</b>		
USD	1,284	904
EUR	-	5
Goods held for third parties - denominated in VND	9,414,202,856	2,419,999,999

**CONSOLIDATED  
STATEMENT  
OF INCOME**

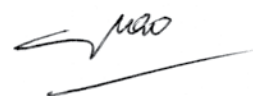
As at 31 December 2012

Form B 02 - DN/HN

	CODE	NOTE	31/12/2012 VND	31/12/2011 VND
<b>Total revenue</b>	<b>01</b>	<b>27</b>	<b>5,433,311,343,732</b>	<b>6,174,258,672,347</b>
<b>Less revenue deductions</b>	<b>02</b>	<b>27</b>	<b>(19,236,013,145)</b>	<b>(18,946,646,398)</b>
<b>Net revenue (10 = 01 + 02)</b>	<b>10</b>	<b>27</b>	<b>5,414,075,330,587</b>	<b>6,155,312,025,949</b>
<b>Cost of sales</b>	<b>11</b>	<b>28</b>	<b>(5,029,510,240,979)</b>	<b>(5,749,106,306,446)</b>
<b>Gross profit (20 = 10 + 11)</b>	<b>20</b>		<b>384,565,089,608</b>	<b>406,205,719,503</b>
Financial income	21	29	28,000,371,572	58,884,858,683
Financial expenses	22	30	(183,126,681,603)	(145,892,638,681)
<i>In which: Interest expense</i>	23		(150,237,362,999)	(120,072,307,725)
Selling expenses	24		(171,735,808,169)	(146,918,029,452)
General and administration expenses	25		(150,001,408,988)	(142,144,553,505)
<b>Net operating (loss)/profit (30 = 20 + 21 + 22 + 24 + 25)</b>	<b>30</b>		<b>(92,298,437,580)</b>	<b>30,135,356,548</b>
Other income	31	31	157,672,850,479	84,189,220,658
Other expenses	32	32	(10,070,265,819)	(5,243,693,705)
<b>Results of other activities (40 = 31 + 32)</b>	<b>40</b>		<b>147,602,584,660</b>	<b>78,945,526,953</b>
Share of profit in associates	41	14	6,191,891,525	8,852,824,930
<b>Profit before tax (50 = 30 + 40 + 41)</b>	<b>50</b>		<b>61,496,038,605</b>	<b>117,933,708,431</b>
Income tax expense - current	51	33	(13,587,740,292)	(29,859,630,230)
Income tax expense - deferred	52	33	(1,147,074,135)	(6,641,629,015)
<b>Net profit after tax (60 = 50 + 51 + 52)</b>	<b>60</b>		<b>46,761,224,178</b>	<b>81,432,449,186</b>

18 March 2013

Prepared by:



**Hoang Thi Thao**  
Chief Accountant

Approved by:



**Nguyen Vinh Tho**  
General Director

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

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

**CONSOLIDATED STATEMENT OF INCOME**

As at 31 December 2012  
(continued)

Form B 02 – DN/HN

	CODE	NOTE	2012 VND	2011 VND
<b>Net profit after tax (60 = 50 + 51 + 52)</b>			<b>46,761,224,178</b>	<b>81,432,449,186</b>
<b>Attributable to :</b>				
<b>Minority interest</b>	<b>61</b>	<b>26</b>	<b>1,916,041,556</b>	<b>36,808,986,590</b>
<b>Equity holders of the Company</b>	<b>62</b>		<b>44,845,182,622</b>	<b>44,623,462,596</b>
<b>Basic earnings per share</b>	<b>70</b>	<b>34</b>	<b>1,796</b>	<b>1,787</b>

**CONSOLIDATED STATEMENT OF CASH FLOWS**

As at 31 December 2012  
(Indirect method)

Form B 03 – DN/HN

	CODE	NOTE	2012 VND	2011 VND
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>				
<b>Profit before tax</b>	<b>01</b>		<b>61,496,038,605</b>	<b>117,933,708,431</b>
<b>Adjustments for</b>				
Depreciation and amortisation	02		47,141,651,297	46,132,711,007
Allowances and provisions	03		(2,190,922,172)	11,852,627,980
Gains on disposals of assets	05		(1,323,371,059)	(1,200,770,707)
Gains on disposals of investment properties	05		(4,162,663,573)	-
Gains on partial disposal of investments in associate	05		-	(26,236,344,546)
Losses/(gain) on trading securities	05		13,116,458,898	(7,654,448,170)
Dividends and interest income	05		(14,795,042,917)	(11,983,181,170)
Income from associates			(6,191,891,525)	(8,852,824,930)
Interest expense	06		150,237,362,999	120,072,307,725
<b>Operating profit before changes in working capital</b>	<b>08</b>		<b>243,327,620,553</b>	<b>240,063,785,620</b>
Change in receivables and other current assets	09		3,105,176,555	166,850,020,981
Change in inventories	10		67,030,587,263	(42,397,458,625)
Change in payables and other liabilities	11		(82,394,991,386)	226,003,904,756
			<b>231,068,392,985</b>	<b>590,520,252,732</b>
Interest paid	13		(151,153,530,579)	(104,743,224,748)
Corporate income tax paid	14		(12,033,294,739)	(26,995,074,419)
Other payments for operating activities	16		(15,214,551,869)	(11,452,951,287)
<b>Net cash flow from operating activities</b>	<b>20</b>		<b>52,667,015,798</b>	<b>447,329,002,278</b>

18 March 2013

Prepared by:



**Hoang Thi Thao**  
Chief Accountant

Approved by:



**Nguyen Vinh Tho**  
General Director

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

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

## CONSOLIDATED STATEMENT OF CASH FLOWS

As at 31 December 2012  
(Indirect method - continued)

Form B 03 – DN/HN

	CODE	NOTE	2012 VND	2011 VND
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>				
Payments for additions to fixed assets and other long-term assets	21		(152,226,753,485)	(643,945,821,823)
Proceeds from disposals of fixed assets	22		5,662,687,299	3,471,818,179
Proceeds from disposals of investment properties	22		11,346,006,102	-
			152,339,211,000	48,454,142,290
Payments for investments in other entities	25		-	(29,283,111,566)
Receipts of dividends and interest	27		14,795,042,917	17,368,840,396
Payments for other non-current assets			(5,954,323,279)	(293,846,312)
Proceeds from partial disposal of investments in associate			-	105,202,800,000
<b>Net cash flow from investing activities</b>	<b>30</b>		<b>25,961,870,554</b>	<b>(499,025,178,836)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>				
Proceeds from borrowings	33		3,209,332,127,206	2,054,533,123,027
Payments to settle debts	34		(3,150,967,875,720)	(1,931,008,374,754)
Proceeds from equity issued by subsidiaries to minority interest			23,402,800,000	1,650,000,000
Payments for financial lease liabilities	35		(2,260,533,501)	(1,679,165,600)
Payments of dividends to equity holders of the Company	36		(37,463,260,500)	(37,436,928,000)
Payments of dividends by subsidiaries to minority interest			(10,717,100,095)	(28,686,935,044)
<b>Net cash flow from financing activities</b>	<b>40</b>		<b>31,326,157,390</b>	<b>57,371,719,629</b>
<b>Net cash flows during the year (50 = 20 + 30 + 40)</b>	<b>50</b>		<b>109,955,043,742</b>	<b>5,675,543,071</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>60</b>		<b>112,173,337,974</b>	<b>106,497,794,903</b>
<b>Cash and cash equivalents at the end of the year (70 = 50 + 60)</b>	<b>70</b>	<b>5</b>	<b>222,128,381,716</b>	<b>112,173,337,974</b>
18 March 2013				

Prepared by:



**Hoang Thi Thao**  
Chief Accountant

Approved by:



**Nguyen Vinh Tho**  
General Director

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

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

### 1. REPORTING ENTITY

Saigon General Service Corporation (“the Company”) was incorporated as a joint-stock company under Decision No. 3448/QĐ-UB issued by the Ho Chi Minh City People’s Committee on 9 July 2004 and amended by Decision No. 3449/QĐ-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, Suzuki, Hyundai, SYM, Yamaha; providing diversified services with international standards; providing taxi services;
- Investment property services: investment, development of real estate 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 and finance.

The Company’s shares are listed on the Ho Chi Minh Stock Exchange.

The consolidated financial statements of the Group for the year ended 31 December 2012 comprise the Company and its subsidiaries (together referred to as “the Group”) and the Group’s interest in associates.

As at 31 December 2012, the Group had 1,568 employees (31 December 2011: 1,455 employees).

### 2. BASIS OF PREPARATION

#### (a) Statement of compliance

The consolidated financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements.

#### (b) Basis of measurement

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.

#### (c) Annual accounting period

The annual accounting period of the Company is from 1 January to 31 December.

#### (d) Accounting currency

The consolidated financial statements are prepared and presented in Vietnam Dong (“VND”).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012

Form B 09 – DN/HN

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 – DN/HN

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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

#### (a) Basis of consolidation

##### (i) Subsidiaries

Subsidiaries are entities controlled by the Group. Control exists when the Group has the power 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 income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements. Unrealised gains and losses arising from transactions with associate are eliminated against the investment to the extent of the Group's interest in the investee.

#### (b) 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 year have been translated into VND at rates of exchange ruling at the transaction dates.

All foreign exchange differences are recorded in the consolidated statement of income.

#### (c) 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 amounts 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.

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

##### (i) Classification

The Group classifies its investments in shares listed or non-listed, as short-term investments or long-term investments 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.

##### (iv) Impairment

The allowance for diminution of publicly traded securities is made in accordance with the current regulations 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.

#### (e) Accounts receivable

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

#### (f) Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined on a specific identification basis for merchandise inventories 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 inventories.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 – DN/HN

### (g) 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 for its intended use. Expenditure incurred after tangible fixed assets have been put into operation, such as repair, maintenance and overhaul cost, is charged to the consolidated statement of income in the year in which the cost is 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.

#### (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 – 10 years
- motor vehicles 5 – 6 years
- others 3 – 5 years

### (h) 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(g).

### (i) 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 straight-line 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 cost is amortised on a straight-line basis over 3 to 4 years.

### (j) Construction in progress

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

### (k) 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 expenditure of bringing the property to the condition necessary for it to be capable of operating in the manner intended by management. Expenditure incurred after the investment property has been put into operation, such as repairs and maintenance, is charged to the consolidated statement of income in the year in which the expenditure is 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 the investment property.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 – DN/HN

(ii) **Depreciation**

Land use rights with indefinite period are not amortised. Land use rights with definite period are stated at cost less accumulated depreciation. Depreciation is computed on a straight-line basis over the estimated useful lives of investment property. The estimated useful lives are as follows:

- land use rights 18 – 50 years
- buildings 5 – 36 years

(l) **Long-term prepayments**

(i) **Pre-operating expenses**

Pre-operating expenses are recorded in the consolidated statement of income, except for establishment costs and expenditure 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 3 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 consolidated 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 2 to 3 years.

(m) **Goodwill**

Goodwill arises on the acquisition of subsidiary. Goodwill is measured at cost less accumulated amortisation. Cost of goodwill represents the excess of the cost of the acquisition over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of the acquiree. When the excess is negative (negative goodwill), it is recognised immediately in the consolidated statement of income. Goodwill is amortised on a straight-line basis over 5 years.

(n) **Trade and other payables**

Trade and other payables are stated at their cost.

(o) **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.

**Severance allowance**

Under the Vietnamese Labour Code, when an employee who have worked for 12 months or more (“the eligible employee”) voluntarily terminates his/her labour contract, the employer is required to pay the eligible employee severance allowance calculated based on years of service and employee's compensation at termination. Provision for severance allowance has been provided based on employees' years of service and their current salary level. Pursuant to Law on Social Insurance, effective from 1 January 2009, the Group and its employees are required to contribute to an unemployment insurance fund managed by the Vietnam Social Insurance Agency. The contribution to be paid by each party is calculated at 1% of the lower of an employee's basic salary and 20 times the general minimum salary level as specified by the Government from time to time. With the implementation of the unemployment insurance scheme, the Group is no longer required to provide severance allowance for the service period after 1 January 2009. However, severance allowance to be paid to the existing eligible employees as of 31 December 2012 will be determined based on the eligible employees' years of service as of 31 December 2008 and their average salary for the six-month period prior to the termination date.

(p) **Classification of financial instruments**

Solely for the purpose of providing disclosures about the significance of financial instruments to the Group's consolidated financial position and consolidated results of operations and the nature and extent of risk arising from financial instruments, the Group classifies its financial instruments as follow:

(i) **Financial assets**

**Financial assets at fair value through profit or loss**

A financial asset at fair value through profit or loss is a financial asset that meets either of the following conditions:

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 – DN/HN

- It is considered by management as held for trading. A financial asset is considered as held for trading if:
  - it is acquired principally for the purpose of selling it in the near term;
  - there is evidence of a recent pattern of short-term profit-taking; or
  - a derivative (except for a derivative that is financial guarantee contract or a designated and effective hedging instrument).
- Upon initial recognition, it is designated by the Group as at fair value through profit or loss.

### Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and a fixed maturity that the Group has the positive intention and ability to hold to maturity, other than:

- those that the Group upon initial recognition designates as at fair value through profit or loss;
- those that the Group designates as available-for-sale; and
- those that meet the definition of loans and receivables.

### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than those:

- that the Group intends to sell immediately or in the near term, which are classified as held for trading, and those that the entity on initial recognition designates as at fair value through profit or loss;
- that the Group upon initial recognition designates as available-for-sale; or
- for which the Group may not recover substantially all of its initial investment, other than because of credit deterioration, which are classified as available-for-sale.

### Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are designated as available for sale or that are not classified as:

- financial assets at fair value through profit or loss;
- held-to-maturity investments; or
- loans and receivables.

### (ii) Financial liabilities

#### Financial liabilities at fair value through profit or loss

A financial liability at fair value through profit or loss is a financial liability that meets either of the following conditions:

- It is considered by management as held for trading. A financial liability is considered as held for trading if:
  - it is incurred principally for the purpose of repurchasing it in the near term;
  - there is evidence of a recent pattern of short-term profit-taking; or
  - a derivative (except for a derivative that is financial guarantee contract or a designated and effective hedging instrument).
- Upon initial recognition, it is designated by the Group as at fair value through profit or loss.

#### Financial liabilities carried at amortised cost

Financial liabilities which are not classified as financial liabilities at fair value through profit or loss are classified as financial liabilities carried at amortised cost.

The above described classification of financial instruments is solely for presentation and disclosure purpose and is not intended to be a description of how the instruments are measured. Accounting policies for measurement of financial instruments are disclosed in other relevant notes.

### (q) Taxation

Income tax on the consolidated profit or loss for the year comprises current and deferred tax. Income tax is recognised in the consolidated 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 year, using tax rates enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

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 amounts of assets and liabilities using the 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.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012

Form B 09 – DN/HN

### (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 consolidated 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 consolidated 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 surveys of 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 consolidated 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.

### (t) Financial income

#### (i) Interest income

Interest income is recognised on a time proportion basis with reference to the principal outstanding and the applicable interest rate.

#### (ii) Revenue from security trading

Revenue from security trading activities is recognised in the consolidated 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).

#### (iii) Dividend income

Dividend income is recognised when the right to receive dividends is established.

#### (u) Operating lease payments

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

#### (v) Borrowing costs

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

#### (w) 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. The Group does not have any potentially dilutive ordinary shares.

#### (x) 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.

**NOTES TO THE  
CONSOLIDATED  
FINANCIAL STATEMENTS**

As at 31 December 2012  
(continued)  
Form B 09 – DN/HN

**4. SEGMENT REPORTING**

	SERVICES AND TRADING		INVESTMENT PROPERTY SERVICES		FINANCIAL SERVICES		TOTAL	
	2012	2011	2012	2011	2012	2011	2012	2011
	VND	VND	VND	VND	VND	VND	VND	VND
Segment revenue	5,121,421,334,803	6,133,398,793,382	451,417,333,405	139,200,099,054	17,147,987,958	19,977,167,568	5,589,986,656,166	6,292,576,060,004
Direct and attributable expenses to segment	(5,129,203,717,009)	(6,604,375,828,265)	(367,604,521,828)	(83,548,416,898)	(37,565,900,902)	(36,867,283,474)	(5,534,374,139,739)	(6,184,791,528,637)
Segment profit during the year	(7,782,382,206)	69,022,965,117	83,812,811,577	55,651,682,156	(20,417,912,944)	(16,890,115,906)	55,612,516,427	107,784,531,367
Un-allocated income							15,953,787,997	14,662,870,216
Un-allocated expense							(10,070,265,819)	(4,513,693,152)
							61,496,038,605	117,933,708,431

	SERVICES AND TRADING		INVESTMENT PROPERTY SERVICES		FINANCIAL SERVICES		TOTAL	
	31/12/2012	31/12/2011	31/12/2012	31/12/2011	31/12/2012	31/12/2011	31/12/2012	31/12/2011
	VND	VND	VND	VND	VND	VND	VND	VND
<b>ASSETS</b>								
Current assets	434,412,960,475	466,721,372,771	296,504,746,093	221,045,723,726	16,164,090,073	31,176,951,543	747,081,796,641	718,944,048,040
Non-current assets	782,940,024,149	612,815,201,358	1,145,872,526,787	1,042,330,127,832	34,249,338,173	344,977,710,552	1,963,061,889,109	2,000,123,039,742
Un-allocated assets	-	-	-	-	-	-	4,435,223,646	5,582,297,781
	1,217,352,984,624	1,079,536,574,129	1,442,377,272,880	1,263,375,851,558	50,413,428,246	376,154,662,095	2,714,578,909,396	2,724,649,385,563
<b>LIABILITIES</b>								
Current liabilities	823,482,927,952	511,553,030,564	81,295,998,524	378,217,918,994	12,097,744,768	44,554,983,802	916,876,671,244	934,325,933,360
Non-current liabilities	48,994,250,102	42,732,732,810	846,246,393,751	823,750,526,619	-	27,293,466,270	895,240,643,853	893,776,725,699
	872,477,178,054	554,285,763,374	927,542,392,275	1,201,968,445,613	12,097,744,768	71,848,450,072	1,812,117,315,097	1,828,102,659,059
For the year ended:								
Depreciation and amortisation	28,225,207,471	30,953,900,979	18,916,443,826	15,178,810,028	-	-	47,141,651,297	46,132,711,007
Allowances and provisions	(163,467,743)	(9,229,322)	-	-	(2,027,454,429)	(11,843,398,658)	(2,190,922,172)	(11,852,627,980)
Capital expenditure	21,375,974,756	50,900,834,467	130,850,778,729	593,338,833,668	22,322,052,543	-	152,226,753,485	644,239,668,135

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 - DN/HN

### 5. CASH AND CASH EQUIVALENTS

	31/12/2012 VND	31/12/2011 VND
Cash on hand	8,469,381,004	6,257,567,567
Cash in banks	93,043,379,985	61,907,300,407
Cash equivalents	120,615,620,727	44,008,470,000
	222,128,381,716	112,173,337,974

### 6. SHORT - TERM INVESTMENTS

	31/12/2012 VND	31/12/2011 VND
<b>Short-term investments in:</b>		
Listed shares	31,500,000,000	42,432,791,851
OTC shares	23,302,052,543	23,300,000,000
	54,802,052,543	65,732,791,851
<b>Allowance for diminution in value of short-term investments</b>	(41,920,000,000)	(34,555,840,308)
	12,882,052,543	31,176,951,543

Short-term investments represented investments in the following shares:

	31/12/2012	
	QUANTITY	VND
Equity instruments - short-term investments in shares of:		
Orient Securities Corporation	2,400,000	31,500,000,000
Construction Investment and Export Import Number 2 Joint Stock Company	500,000	14,000,000,000
Toan Cau Insurance Company	180,000	6,300,000,000
Merufa Joint Stock Company	110,000	3,000,000,000
Hai Phong Securities Joint Stock Company	205	2,052,543
	3,190,205	54,802,052,543

As at 31 December 2012, the fair value of short-term investments in securities based on quoted market price of these instruments as of 31 December 2012 was VND5,520,000,000.

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

	2012 VND	2011 VND
Opening balance	34,555,840,308	12,963,221,528
Increase in allowance during the year	7,364,159,692	11,452,618,780
Reclassification from allowance for diminution in value of long-term investments	-	10,140,000,000
Closing balance	41,920,000,000	34,555,840,308

At 31 December 2012 short-term investments with a carrying value of VND12,880 million (31 December 2011: VND26,660 million) were pledged with banks as security for loans granted to the Group.

### 7. ACCOUNTS RECEIVABLE - SHORT - TERM

Accounts receivable - short-term as of 31 December 2012 included VND5,777 million (31 December 2011: VND70,762 million) due from related parties.

Prepayments to suppliers as of 31 December 2012 included amounts prepaid for acquisition of buildings and construction services of VND7,710 million (31 December 2011: VND21,694 million).

### 8. INVENTORIES

	31/12/2012 VND	31/12/2011 VND
Goods in transit	1,673,255,245	3,269,256,171
Materials and spare parts	27,344,587,718	6,941,927,038
Work in progress	1,666,882,916	2,061,221,630
Finished goods	331,611,805	359,449,103
Merchandise inventories	223,080,346,944	309,351,155,455
Goods on consignment	195,700,133	304,791,042
	254,292,384,761	322,287,800,439
Allowance for inventories	(3,583,556,613)	(4,711,852,771)
	250,708,828,148	317,575,947,668

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

	2012 VND	2011 VND
Opening balance	4,711,852,771	4,825,043,063
Allowance utilised during the year	(354,214,900)	(103,960,970)
Written back	(774,081,258)	(9,229,322)
Closing balance	3,583,556,613	4,711,852,771

At 31 December 2012 inventories with a carrying value of VND151,684 million (31 December 2011: VND59,413 million) were pledged with banks as security for loans granted to the Group.

**NOTES TO THE  
CONSOLIDATED  
FINANCIAL STATEMENTS**

As at 31 December 2012  
(continued)  
Form B 09 – DN/HN

**9. TANGIBLE FIXED ASSETS**

	BUILDINGS VND	MACHINERY AND EQUIP- MENT VND	OFFICE EQUIPMENT VND	MOTOR VEHICLES VND	OTHERS VND	TOTAL VND
<b>COST</b>						
Opening balance	113,011,554,925	28,785,945,329	9,698,518,357	19,815,719,258	5,736,365,967	177,048,103,836
Additions	4,607,454,689	5,792,489,296	950,287,942	9,721,483,829	46,914,000	21,118,629,756
Transfers from construction in progress	3,081,796,293	-	-	-	-	3,081,796,293
Transfers from finance lease tangible fixed assets	-	2,819,195,094	-	-	-	2,819,195,094
<b>Disposals</b>	-	(13,636,364)	(677,687,132)	(5,811,144,037)	-	(6,502,467,533)
Closing balance	120,700,805,907	37,383,993,355	9,971,119,167	23,726,059,050	5,783,279,967	44,554,983,802
<b>ACCUMULATED DEPRECIATION</b>						
Opening balance	19,187,280,256	10,486,059,491	4,761,419,551	6,178,436,953	1,255,502,315	41,868,698,566
Charge for the year	7,755,266,686	5,109,238,038	1,990,345,416	3,262,143,362	799,450,324	18,916,443,826
Transfers from finance lease tangible fixed assets	-	2,000,766,950	-	-	-	2,000,766,950
<b>Disposals</b>	-	(4,545,459)	(472,971,786)	(1,685,634,048)	-	(2,163,151,293)
Closing balance	26,942,546,942	17,591,519,020	6,278,793,181	7,754,946,267	2,054,952,639	60,622,758,049
<b>NET BOOK VALUE</b>						
Opening balance	93,824,274,669	18,299,885,838	4,937,098,806	13,637,282,305	4,480,863,652	135,179,405,270
Closing balance	93,758,258,965	19,792,474,335	3,692,325,986	15,971,112,783	3,728,327,328	136,942,499,397

Included in the cost of tangible fixed assets were assets costing VND15,432 million which were fully depreciated as of 31 December 2012 (31 December 2011: VND13,779 million), but which are still in active use.

At 31 December 2012 tangible fixed assets with a carrying value of VND3,064 million (31 December 2011: VND3,468 million) were pledged with banks as security for loans granted to the Group.

**10. FINANCE LEASE TANGIBLE FIXED ASSETS**

	MACHINERY AND EQUIPMENT VND	OFFICE EQUIPMENT VND	TOTAL VND
<b>Cost</b>			
Opening balance	2,819,195,094	5,280,483,547	8,099,678,641
Transfers to tangible fixed assets	(2,819,195,094)	-	(2,819,195,094)
Closing balance	-	5,280,483,547	5,280,483,547
<b>Accumulated depreciation</b>			
Opening balance	1,452,590,125	1,565,520,697	3,018,110,822
Charge for the year	548,176,825	871,096,962	1,419,273,787
Transfers to tangible fixed assets	(2,000,766,950)	-	(2,000,766,950)
Closing balance	-	2,436,617,659	2,436,617,659
<b>Net book value</b>			
Opening balance	1,366,604,969	3,714,962,850	5,081,567,819
Closing balance	-	2,843,865,888	2,843,865,888

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

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 – DN/HN

### 11. INTANGIBLE FIXED ASSETS

	INDEFINITE LAND USE RIGHTS VND	DEFINITE LAND USE RIGHTS VND	SOFTWARE VND	TOTAL VND
<b>Cost</b>				
Opening balance	14,634,054,300	36,486,639,190	1,856,633,350	52,977,326,840
Additions	-	-	257,345,000	257,345,000
Closing balance	14,634,054,300	36,486,639,190	2,113,978,350	53,234,671,840
<b>Accumulated amortisation</b>				
Opening balance	-	5,192,361,004	865,280,655	6,057,641,659
Charge for the year	-	876,700,512	545,016,417	1,421,716,929
Closing balance	-	6,069,061,516	1,410,297,072	7,479,358,588
<b>Net book value</b>				
Opening balance	14,634,054,300	31,294,278,186	991,352,695	46,919,685,181
Closing balance	14,634,054,300	30,417,577,674	703,681,278	45,755,313,252

At 31 December 2012 intangible fixed assets with a carrying value of VND29,182 million (31 December 2011: VND44,457 million) were pledged with banks as security for loans granted to the Group.

### 12. CONSTRUCTION IN PROGRESS

	2012 VND	2011 VND
<b>Opening balance</b>	442,779,830,553	461,881,123,012
Additions during the year	130,850,778,729	555,385,131,668
Transfers to investment property	(76,883,870,875)	(574,486,424,127)
Transfers to tangible fixed assets	(3,081,796,293)	-
Transfers to long-term prepayments	(1,055,914,573)	-
Closing balance	492,609,027,541	442,779,830,553

At 31 December 2012 construction in progress with a carrying value of VND81,978 million (31 December 2011: VND226,141 million) was pledged with a bank as security for loans granted to the Group.

During the year, borrowing costs capitalised into construction in progress amounting to VND20,870 million (2011: VND48,413 million).

### 13. INVESTMENT PROPERTY

	LAND USE RIGHTS VND	BUILDINGS VND	TOTAL VND
<b>Cost</b>			
Opening balance	132,036,608,908	651,139,097,908	783,175,706,816
Transfers from construction in progress	7,183,342,529	69,700,528,346	76,883,870,875
Disposals	(7,183,342,529)	-	(7,183,342,529)
Closing balance	132,036,608,908	720,839,626,254	852,876,235,162
<b>Accumulated depreciation</b>			
Opening balance	5,788,997,145	31,941,702,940	37,730,700,085
Charge for the year	4,237,389,780	21,146,826,975	25,384,216,755
Closing balance	10,026,386,925	53,088,529,915	63,114,916,840
<b>Net book value</b>			
Opening balance	126,247,611,763	619,197,394,968	745,445,006,731
Closing balance	122,010,221,983	667,751,096,339	789,761,318,322

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

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

Included in the cost of investment properties were assets costing VND10,345 million which were fully depreciated as of 31 December 2012 (31 December 2011: VND7,198 million), but which are still in active use.

At 31 December 2012 investment properties with a carrying value of VND712,721 million (31 December 2011: VND619,193 million) were pledged with banks as security for loans granted to the Group.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2012  
(continued)

Form B 09 - DN/HN

**14. LONG-TERM INVESTMENTS**

	31/12/2012 VND	31/12/2011 VND
Long-term equity investments in associates	92,508,120,585	169,375,402,896
Other long-term investments	313,846,191,920	382,552,961,223
	406,354,312,505	551,928,364,119
Allowance for diminution in value of long-term investments	(13,591,602,761)	(14,136,258,934)
	392,762,709,744	537,792,105,185

Included in other long-term investments are investments in shares of other entities (listed and unlisted) with carrying amount of VND37,605 million, for which the fair value based on quoted market price of these instruments as of 31 December 2012 was VND37,092 million. The remaining long-term investments represented the Group's investments in real-estate business cooperation contracts.

Movements of investments in associates were as follows:

	2012 VND	2011 VND
Balance at the beginning of the year	169,375,402,896	245,139,975,519
New investments	-	3,314,000,000
Share of net profit in associates (net of income tax)	6,191,891,525	8,852,824,930
Dividends from associates	(6,449,899,934)	(5,644,967,591)
Partial disposal of associate	-	(78,966,455,454)
Reclassification to other long-term investments	(76,603,904,624)	-
Associate acquired to become subsidiary	-	(1,407,232,099)
Others	(5,369,278)	(1,912,742,409)
	92,508,120,585	169,375,402,896

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

	2012 VND	2011 VND
Opening balance	14,136,258,934	23,885,479,056
Increase in allowance during the year	-	390,779,878
Reclassification to allowance for diminution in value of short-term investments	-	(10,140,000,000)
Written back	(544,656,173)	-
Closing balance	13,591,602,761	14,136,258,934

At 31 December 2012 investments in associates with a carrying value of VND16,798 million (31 December 2011: VND16,798 million) and other long-term investments with a carrying value of VND13,500 million (31 December 2011: VND123,848 million) were pledged with banks as security for loans granted to the Group.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2012  
(continued)

Form B 09 - DN/HN

**NOTES TO THE  
CONSOLIDATED  
FINANCIAL STATEMENTS**

As at 31 December 2012  
(continued)  
Form B 09 – DN/HN

Details of the investments in associates were as follows:

NAME	PRINCIPAL ACTIVITY	INVESTMENT LICENCE	% OF OWNERSHIP	31/12/2012	31/12/2011
Super Car Joint Stock Co,	Trading cars' spare parts and interior decorative materials,	Business Licence No, 4103008825 issued by Ho Chi Minh City Planning and Investment Department on 21 December 2007 and amended on 6 March 2008,	37,5%	1,034,374,248	1,059,599,897
Savico Ben Thanh Co., Ltd, (SYM)	Trading SYM motorbikes and spare parts, providing maintenance services,	Business Licence No, 4102036521 issued by Ho Chi Minh City Planning and Investment Department on 25 January 2006,	37,33%	2,132,040,771	2,415,799,210
Dana Joint Stock Company (DANA FORD)	Trading FORD cars and spare parts, providing maintenance services,	Business Licence No, 044937 issued by the Planning and Investment Department of Da Nang City on 16 June 1998 and amended on 25 June 2007,	40,27%	7,878,707,936	6,976,104,179
ComfortDelgro 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%	33,812,944,178	31,534,378,130
Toyota East Saigon Joint Stock Company (TESC)	Trading TOYOTA cars and spare parts, providing maintenance services,	Business Licence No, 4103001903 issued by Ho Chi Minh City Planning and Investment Department on 3 November 2003 and amended on 14 July 2005 and 14 November 2007,	35,16%	44,506,124,407	47,443,892,923
Khanh Hoi Saigon General Service Co., Ltd,	Trading, providing consultancy and tender real estate services, advertising,	Business Licence No, 0309535441 issued by Ho Chi Minh City Planning and Investment Department on 4 January 2010,	49%	3,143,929,045	3,341,723,933
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,	25%	-	76,603,904,624
				92,508,120,585	169,375,402,896

(\*) During the year, the Group reclassified the long-term equity investments in Savico-Vinaland Co., Ltd, an associate, to other long-term investments. The Group signed an agreement with the other investor in the investee, whereby the Group will receive fixed income from the investee.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2012  
(continued)

Form B 09 – DN/HN

**15. LONG - TERM PREPAYMENTS**

	31/12/2012 VND	31/12/2011 VND
Pre-operating expenses	-	798,521,542
Expenses prepaid for Phan Van Tri Project	22,898,062,419	15,903,254,002
Tools and supplies	11,744,389,040	6,930,830,423
Prepaid land costs	12,286,994,105	11,071,257,163
Renovation expenses	5,487,530,361	6,609,468,814
Others	5,951,934,991	7,548,186,289
	58,368,910,916	48,861,518,233

**16. SHORT - TERM BORROWINGS**

	31/12/2012 VND	31/12/2011 VND
Short-term borrowings denominated in VND	404,166,092,017	371,544,697,299
Current portion of long-term borrowings (Note 22)	39,165,608,724	39,440,481,258
	443,331,700,741	410,985,178,557

Included in short-term borrowings were VND148,193 million (31 December 2011: VND102,538 million) unsecured and VND255,973 million (31 December 2011: VND269,007 million) secured by assets with carrying amounts of VND194,862 million (31 December 2011: VND185,880 million).

These loans bore interest at rates ranging from 3.7% to 19.9% (2011: from 12% to 22%) per annum.

**17. TAXES PAYABLE TO STATE TREASURY**

	31/12/2012 VND	31/12/2011 VND
Value added tax	8,471,654,276	3,974,695,040
Corporate income tax	17,767,974,988	16,213,529,435
Personal income tax	3,833,231,140	3,170,383,571
Other obligations	7,949,694,510	4,259,964,043
	38,022,554,914	27,618,572,089

**18. ACCRUED EXPENSES**

	31/12/2012 VND	31/12/2011 VND
Interest on borrowings	4,723,190,544	5,639,358,124
Rental fees	2,504,281,507	5,098,814,561
Salary and related expenses	1,863,000,000	1,213,270,369
Professional service fees	9,936,965,875	5,055,290,912
Accruals for operating expenses	8,796,711,153	-
Others	5,448,201,590	7,045,079,037
	33,272,350,669	24,051,813,003

**19. OTHER SHORT - TERM PAYABLES**

Included in other short-term payables were borrowings from related parties of VND27,000 million (31 December 2011: VND44,146 million), which bore interest at 12.5% per annum (2011: 17% per annum).

**20. BONUS AND WELFARE FUND**

Movements in bonus and welfare fund during the year were as follows

	2012 VND	2011 VND
Opening balance	7,853,501,673	6,853,594,274
Appropriation from retained profits	9,708,914,906	9,351,653,372
Utilised during the year	(10,912,426,234)	(8,351,745,973)
Closing balance	6,649,990,345	7,853,501,673

**21. OTHER LONG - TERM LIABILITIES**

	31/12/2012 VND	31/12/2011 VND
Long-term deposits received	62,558,014,976	64,530,279,091
Other long-term payables	155,939,244,216	101,667,096,871
	218,497,259,192	166,197,375,962

Other long term payables represented amounts contributed by partners for participation in the Group's property projects and were interest free.

**NOTES TO THE  
CONSOLIDATED  
FINANCIAL  
STATEMENTS**

As at 31 December 2012  
(continued)

Form B 09 - DN/HN

**22. LONG - TERM BORROWINGS**

	31/12/2012 VND	31/12/2011 VND
Long-term borrowings denominated in VND	497,846,017,796	472,103,161,028
Long-term bonds issued	100,000,000,000	100,000,000,000
	597,846,017,796	572,103,161,028
Finance lease liabilities (*)	2,230,064,864	4,490,598,365
	600,076,082,660	576,593,759,393
Repayable within twelve months (Note 16)	(39,165,608,724)	(39,440,481,258)
Repayable after twelve months	560,910,473,936	537,153,278,135

Including in long-term borrowings were VND29,702 million (31 December 2011: VND86,818 million) unsecured and amounts VND468,144 million (31 December 2011: VND385,285 million) secured by assets with carrying amounts of VND751,845 million (31 December 2011: VND877,745 million). These loans bore interest at rates ranging from 5.95% to 22.75% (2011: from 14% to 24%) per annum.

The long-term bonds were issued in July 2010 at its nominal value. The bonds will mature in July 2015 and are redeemable at its nominal value. The bonds are secured by assets with carrying amounts of VND75,100 million (31 December 2011: VND60,126 million) and bore interest at rate 15% per annum (2011: 19% per annum).

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

	31/12/2012 VND			31/12/2011 VND		
	PAYMENTS	INTEREST	PRINCIPAL	PAYMENTS	INTEREST	PRINCIPAL
Within one year	1,271,773,364	367,755,764	904,017,600	2,424,342,576	745,176,976	1,679,165,600
From two to five years	1,538,986,463	212,939,199	1,326,047,264	3,419,353,009	607,920,244	2,811,432,765
	2,810,759,827	580,694,963	2,230,064,864	5,843,695,585	1,353,097,220	4,490,598,365

**23. UNEARNED REVENUE**

	31/12/2012 VND	31/12/2011 VND
Income from Savico-Vinaland Project represented gain on contributed asset	-	47,046,852,000
Building rental income	115,832,910,725	130,273,899,149
Warranty and customer care services	8,102,099,073	9,624,911,608
Others	-	791,083,589
	123,935,009,798	187,736,746,346

**NOTES TO THE  
CONSOLIDATED  
FINANCIAL STATEMENTS**

As at 31 December 2012  
(continued)  
Form B 09 - DN/HN

<b>24. CHANGES IN OWNERS' EQUITY</b>									
	SHARE CAPITAL VND	CAPITAL SUR- PLUS VND	TREASURY SHARES VND	FOREIGN EXCHANGE DIFFERENCES VND	INVESTMENT AND DEVELOP- MENT FUND VND	FINANCIAL RESERVE VND	RETAINED PROFITS VND	TOTAL VND	
<b>Balance at 1 January 2011</b>	249,955,730,000	317,064,858,303	(690,474,358)	5,093,483,305	19,159,016,653	9,067,519,041	133,075,083,886	732,725,216,830	
Net profit for the year	-	-	-	-	-	-	44,623,462,596	44,623,462,596	
Appropriation to equity funds	-	-	-	-	1,787,465,462	6,355,524,749	(8,142,990,211)	-	
Appropriation to bonus and welfare fund	-	-	-	-	-	-	(8,294,025,081)	(8,294,025,081)	
Conversion to financial reserve	-	-	-	-	(2,262,462,404)	2,262,462,404	-	-	
Dividends	-	-	-	-	-	-	(24,975,507,000)	(24,975,507,000)	
Board of Management fee and bonus	-	-	-	-	-	-	(3,101,205,314)	(3,101,205,314)	
<b>Balance at 1 January 2012</b>	249,955,730,000	317,064,858,303	(690,474,358)	5,093,483,305	18,684,019,711	17,685,506,194	133,184,818,876	740,977,942,031	
Net profit for the year	-	-	-	-	-	-	44,845,182,622	44,845,182,622	
Appropriation to equity funds	-	-	-	-	1,139,119,795	942,924,449	(2,082,044,244)	-	
Appropriation to bonus and welfare fund	-	-	-	-	-	-	(9,708,914,906)	(9,708,914,906)	
Utilisation of equity funds	-	-	-	-	(1,104,162,806)	(826,176,122)	-	(1,930,338,928)	
Dividends (Note 36)	-	-	-	-	-	-	(37,463,260,500)	(37,463,260,500)	
Board of Management fee and bonus	-	-	-	-	-	-	(3,682,702,090)	(3,682,702,090)	
<b>Balance at 31 December 2012</b>	249,955,730,000	317,064,858,303	(690,474,358)	5,093,483,305	18,718,976,700	17,802,254,521	125,093,079,758	733,037,908,229	

**25. SHARE CAPITAL**

	31/12/2012		31/12/2011	
	NUMBER OF SHARES	VND	NUMBER OF SHARES	VND
Authorised share capital	24,995,573	249,955,730,000	24,995,573	249,955,730,000
Issued ordinary shares	24,995,573	249,955,730,000	24,995,573	249,955,730,000
Treasury ordinary shares	(20,066)	(690,474,358)	(20,066)	(690,474,358)
Ordinary shares currently in circulation	24,975,507	249,265,255,642	24,975,507	249,265,255,642

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 dividends 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.

There were no movements in share capital during the year.

**26. MINORITY INTEREST**

	2012 VND	2011 VND
Balance at the beginning of the year	155,568,784,473	147,408,918,927
Earnings attributable to minority interest during the year	1,916,041,556	36,808,986,590
Capital contribution during the year	23,402,800,000	1,650,000,000
Dividends	(10,717,100,095)	(28,686,935,044)
Share of bonus and welfare fund	(619,423,545)	(1,057,628,291)
Others	(127,416,319)	(554,557,709)
Balance at the end of the year	169,423,686,070	155,568,784,473

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 - DN/HN

### 27. TOTAL REVENUE

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

Net revenue comprised of:

	2012 VND	2011 VND
Total revenue		
Sales	4,841,493,025,869	5,795,498,490,153
Services	450,896,921,630	375,221,193,407
Investment property services	129,575,390,131	3,538,988,787
Sales of real estate	11,346,006,102	-
	5,433,311,343,732	6,174,258,672,347
Less revenue deductions	(19,236,013,145)	(18,946,646,398)
Net revenue	5,414,075,330,587	6,155,312,025,949

### 28. COST OF SALES

	2012 VND	2011 VND
Merchandise goods sold	4,683,151,369,313	5,488,396,396,131
Services provided	327,649,181,274	246,417,030,121
Depreciation charge of investment properties	12,300,429,121	14,302,109,516
Real estate sold	7,183,342,529	-
Allowance for inventories	(774,081,258)	(9,229,322)
	5,029,510,240,979	5,749,106,306,446

### 29. FINANCIAL INCOME

	2012 VND	2011 VND
Interest income from deposits	6,345,634,017	7,949,481,655
Income from disposals security	6,890,172,740	13,404,147,750
Income from disposals of investments	-	26,236,344,546
Dividends	8,449,408,900	4,033,699,515
Foreign exchange gains	2,160,968,786	2,323,535,944
Other financial income	4,154,187,129	4,937,649,273
	28,000,371,572	58,884,858,683

### 30. FINANCIAL EXPENSES

	2012 VND	2011 VND
Interest expense	150,237,362,999	120,072,307,725
Losses from disposals of securities	20,006,631,638	5,749,699,580
Security trading expenses	2,690,831,840	280,344,246
Foreign exchange losses	1,024,013,983	3,823,349,375
Allowance for short-term and long-term investments	6,819,503,519	11,843,398,658
Other financial expenses	2,348,337,624	4,123,539,097
	183,126,681,603	145,892,638,681

### 31. OTHER INCOME

	2012 VND	2011 VND
Proceeds from disposals of tangible fixed assets	5,662,687,299	3,471,818,179
Commission received from other parties	10,446,547,476	11,419,308,452
Deduction in payables granted by suppliers	16,160,452,272	11,296,825,818
Income from Savico-Vinaland Project (*)	47,046,852,000	47,228,238,000
Support from Vinaland Investments Limited during construction period of Savico-Vinaland Project	36,930,300,000	-
Compensation received from a customer for cancellation of contract (**)	30,000,000,000	-
Compensation received for land clearance	-	4,499,560,000
Compensation received from breach of contract	1,134,910,734	1,947,923,309
Others	10,291,100,698	4,325,546,900
	157,672,850,479	84,189,220,658

(\*) This income represented gain on asset contributed to Savico-Vinaland Co., Ltd., an associate, as part of the Company's capital contributions to the associate.

(\*\*) This income represented the compensation received from a customer for breach of land use rights transfer contract - National Highway Thirteen Project in Hiep Binh Phuoc Ward, Thu Duc District dated 11 October 2011. This compensation has been agreed between two parties according to the agreement minute dated 15 May 2012 and the land use rights transfer cancellation agreement dated 23 May 2012 at the Notary Public's Office 4, Ho Chi Minh City.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012 (continued)

Form B 09 - DN/HN

32. OTHER EXPENSES

	2012 VND	2011 VND
Carrying value of tangible fixed assets disposed	4,339,316,240	2,271,047,472
Others	5,730,949,579	2,972,646,233
	10,070,265,819	5,243,693,705

33. INCOME TAX

(a). Recognised in the balance sheet

	31/12/2012 VND	31/12/2011 VND
<b>Deferred tax assets</b>		
Allowances and provisions	-	4,745,384
Accrued expenses	4,435,223,646	719,234,857
Tax value of losses carry-forwards recognised	-	4,858,317,540
	4,435,223,646	5,582,297,781

(b). Recognised in the statement of income

	2012 VND	2011 VND
<b>Current tax expense</b>		
Current year	15,906,101,750	29,585,178,008
(Over)/under provision in prior years	(2,318,361,458)	274,452,222
	13,587,740,292	29,859,630,230
<b>Deferred tax expense</b>		
Origination of temporary differences		(7,520,992,886)
Reversal of temporary differences	1,147,074,135	8,135,515,581
Benefits of tax losses utilised/(recognised)	-	(1,188,445,794)
Write down of deferred tax assets	-	7,215,552,114
	1,147,074,135	6,641,629,015
Income tax expense	14,734,814,427	36,501,259,245

(c). Reconciliation of effective tax rate

	2012 VND	2011 VND
Profit before tax	61,496,038,605	117,933,708,431
Tax at income rate applicable to the Company	15,374,009,651	29,483,427,108
Tax incentives	(280,199,583)	(610,654,102)
Non-deductible expenses	2,479,884,432	2,779,965,333
Non-taxable income	(2,112,352,225)	(1,411,241,898)
Tax losses utilised in subsidiaries	-	(1,230,241,532)
Deferred tax assets not recognized	18,329,643	-
Write down of deferred tax assets	1,573,503,967	7,215,552,114
(Over)/under provision in prior years	(2,318,361,458)	274,452,222
Income tax expense	14,734,814,427	36,501,259,245

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 there from.

(d). Applicable tax rate

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%.

34. BASIC EARNINGS PER SHARE

The calculation of basic earnings per share for the year ended 31 December 2012 was based on the profit attributable to ordinary shareholders and a weighted average number of ordinary shares outstanding, calculated as follows:

(i). Net profit attributable to ordinary shareholders

	2012 VND	2011 VND
Net profit attributable to ordinary shareholders of Saigon General Service Corporation	44,845,182,622	44,623,462,596

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 - DN/HN

### (ii). Weighted average number of ordinary shares

	2012 NUMBER OF SHARES	2011 NUMBER OF SHARES
Weighted average number of ordinary shares at the beginning and the end of the year	24,975,507	24,975,507

## 35. FINANCIAL INSTRUMENTS

### (a). Financial risk management

#### (i). Overview

The Group has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market risk.

This note presents information about the Group's exposure to each of the above risks, the Group's objectives, policies and processes for measuring and managing risks.

The Company's Board of Management oversees how management monitors compliance with the Group's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Group.

#### (ii). Risk management framework

The Board of Directors has overall responsibility for the establishment and oversight of the Group's risk management framework. The Board is responsible for developing and monitoring the Group's risk management policies.

The Group's risk management policies are established to identify and analyse the risks faced by the Group, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Group's activities. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

#### (b). Credit risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's receivables from customers.

### (i) Exposure to credit risk

The total of carrying amounts of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was as follows:

	NOTE	31/12/2012 VND	31/12/2011 VND
Cash and cash equivalents	(ii)	213,659,000,712	105,915,770,407
Trade and other receivables - short-term and long-term	(iii)	206,153,670,918	191,247,386,029
		419,812,671,630	297,163,156,436

### (ii) Cash and cash equivalents

The cash and cash equivalents in banks of the Group are mainly held with well-known financial institutions. Management does not foresee any significant credit risks from these deposits and does not expect that these financial institutions may default and cause losses to the Group.

### (iii) Trade and other receivables

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. Receivables are due within 30 days from the date of billing. Debtors with balances that are more than 30 days outstanding are requested to settle the balances before further credit is granted. No collateral is collected from the customers.

Trade and other receivables - short-term and long-term - that are neither past due nor impaired are mostly companies with good collection track records with the Group. Management believes that those receivables are of high credit quality.

The aging of trade and other receivables - short-term and long-term - at the balance sheet date was as follows:

	GROSS 31/12/2012 VND	ALLOWANCE FOR DOUBTFUL DEBTS 31/12/2012 VND	GROSS 31/12/2011 VND	ALLOWANCE FOR DOUBTFUL DEBTS 31/12/2011 VND
Not past due	130,165,030,290	-	175,211,308,866	-
Past due 0 - 30 days	56,079,659,957	-	4,698,640,861	-
Past due 31 - 180 days	15,833,149,524	-	10,245,984,767	-
Past due over 180 days	4,617,452,340	541,621,193	1,773,385,974	681,934,439
	206,695,292,111	541,621,193	191,929,320,468	681,934,439



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 - DN/HN

The movements of allowance for doubtful debts were as follows:

	2012 VND	2011 VND
Opening balance	681,934,439	1,491,906,186
Allowance utilised during the year	(140,313,246)	(809,971,747)
Closing balance	541,621,193	681,934,439

### (c) Liquidity risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they fall due. The Group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

As at 31 Dec 2012, the financial liabilities with fixed or determinable payments have the following contractual maturities including the estimated interest payments:

#### 31 December 2012

	CARRYING AMOUNT VND	CONTRACTUAL CASH FLOWS VND			WITHIN 1 YEAR VND	1 - 2 YEARS VND	2 - 5 YEARS VND	OVER 5 YEARS VND
Trade and other short-term payables	223,591,696,318	223,591,696,318	223,591,696,318	-	-	-	-	
Short-term borrowings	443,331,700,741	457,057,332,877	457,057,332,877	-	-	-	-	
Payables to employees	52,890,709,012	52,890,709,012	52,890,709,012	-	-	-	-	
Accrued expenses	33,272,350,669	33,272,350,669	33,272,350,669	-	-	-	-	
Long-term bonds issued	100,000,000,000	138,541,666,666	15,208,333,333	15,208,333,333	108,125,000,000	-	-	
Long-term borrowings and finance lease liabilities	460,910,473,936	765,825,868,927	53,966,680,460	124,439,796,417	364,257,604,437	223,161,787,613	-	
Other long-term liabilities	218,497,259,192	218,497,259,192	80,389,547,152	90,795,607,856	-	47,312,104,184	-	
	1,532,494,189,868	1,889,676,883,661	916,376,649,821	230,443,737,606	472,382,604,437	270,473,891,797	-	

**NOTES TO THE  
CONSOLIDATED  
FINANCIAL STATEMENTS**

As at 31 December 2012  
(continued)  
Form B 09 – DN/HN

		31 December 2011				
	CARRYING AMOUNT VND	CONTRACTUAL CASH FLOWS			OVER	
		WITHIN 1 YEAR VND	1 – 2 YEARS VND	2 – 5 YEARS VND	5 YEARS VND	
Trade and other short-term payables	290,025,443,522	293,537,539,412	293,537,539,412	-	-	-
Short-term borrowings	371,544,697,299	383,228,498,165	383,228,498,165	-	-	-
Payables to employees	53,872,350,956	53,872,350,956	53,872,350,956	-	-	-
Accrued expenses	19,791,848,960	19,791,848,960	19,791,848,960	-	-	-
Long-term bonds issued	100,000,000,000	167,150,684,932	19,000,000,000	19,000,000,000	129,150,684,932	-
Long-term borrowings and finance lease liabilities	476,593,759,393	585,905,347,164	74,890,420,901	357,742,444,629	119,182,796,206	34,089,685,428
Other long-term liabilities	166,197,375,962	166,197,375,962	-	128,272,461,055	-	37,924,914,907
	1,478,025,476,092	1,669,683,645,551	844,320,658,394	505,014,905,684	248,333,481,138	72,014,600,335

The Group manages its ability to meet the expected operational expenses and servicing its debts by investing its cash surpluses in short-term investments.

**(d) Market risk**

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Group's results of operations or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

**(i) Currency risk**

The Group is exposed to currency risk on investments that are denominated in a currency other than the accounting currency of the Group, the VND. The currency in which these transactions primarily are denominated are USD.

The Company's exposure to currency risk is managed by keeping the exposure to an acceptable level by buying or selling foreign currencies at spot rates when necessary to address short-term over-exposures.

Exposure to currency risk

The Group had the following net monetary asset position exposed to currency risk:

	31/12/2012 USD	31/12/2011 USD
Cash	1,284	904
Other receivables	1,767,000	2,730,000
Other long-term liabilities	(353,300)	(1,263,300)
	1,414,984	1,467,604

The following was the significant exchange rate applied by the Group:

	EXCHANGE RATE AS AT 31/12/2012 VND	EXCHANGE RATE AS AT 31/12/2011 VND
USD 1	20,815	20,828

The possible impact on the net profit of the Group, after taking into account the current level of exchange rates and the historical volatility as well as market expectations as at 31 December 2012, is not significant.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2012  
(continued)

Form B 09 – DN/HN

### (ii) Interest rate risk

No policy in place pertaining to the mitigation of any potential volatility of the interest rate. At the reporting date the interest rate profile of the Group's interest-bearing financial instruments was:

	CARRYING AMOUNT	
	31/12/2012	31/12/2011
	VND	VND
Fixed rate instruments		
Cash equivalents	120,615,620,727	44,008,470,000
Short-term borrowings	(110,263,142,188)	(6,050,408,726)
Other short-term payables	(27,000,000,000)	(57,302,340,944)
Long-term borrowings	(304,868,500,477)	-
	(321,516,021,938)	(19,344,279,670)
Variable rate instruments		
Cash in bank	93,043,379,985	61,907,300,407
Short-term borrowings	(442,131,642,665)	(63,352,749,670)
Other short-term payables	(195,207,582,183)	(476,593,759,393)
Long-term bonds issued	(100,000,000,000)	(100,000,000,000)
	(644,295,844,863)	(578,039,208,656)

An increase of 100 basis points in interest rates would have decreased the net profit of the Group by VND4,832 million (31 December 2011: VND4,335 million). This analysis assumes that all other variables, in particular foreign currency rates, remain constant.

### (e) Fair values

#### (i) Fair values versus carrying amounts

As at 31 December 2012, the fair values of short-term financial assets and liabilities were not significantly different to their carrying values.

As at 31 December 2012, the fair values of long-term bonds and long-term borrowings – categorised as liabilities at amortised cost – based on present value of future principal and interest cash flows, discounted at the market rate of interest at 31 December 2012 were not significantly different to their carrying values.

The Group has not determined fair values of other long-term liabilities for disclosure in accordance with Article 28 of Circular No. 210/2009/TT-BTC dated 6 November 2009 of the Ministry of Finance because (i) quoted prices in active market is not available for these financial liabilities; and (ii) Vietnamese Accounting Standards and the Vietnamese Accounting System do not provide guidance on measurement of fair values in the case where quoted prices in active market is not available. Fair values of these financial instruments may be different from their carrying values.

### (ii) Basis for determining fair values

#### Investments in equity securities

The fair value of equity securities is determined by reference to their quoted closing bid price at the balance sheet date. The fair value of the instruments is determined for disclosure purposes only.

#### Trade and other receivables – short-term and long-term

The fair value of trade and other receivables – short-term and long-term, excluding receivables and payables on construction contracts according to stages of completion, is estimated as the present value of future cash flows, discounted at the market rate of interest at the reporting date. The fair value of the instruments is determined for disclosure purposes only.

#### Non-derivative financial liabilities

Fair value, which is determined for disclosure purposes only, is calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the balance sheet date. In respect of the liability component of convertible notes, the market rate of interest is determined by reference to similar liabilities that do not have a conversion option. For finance leases the market rate of interest is determined by reference to similar lease agreements.

## 36. DIVIDENDS

The General Meeting of Shareholders of the Company on 6 April 2012 resolved to distribute dividends of 2011 amounting to VND37,463 million, which is equal to 15% of par value of shares in circulation at that time.

## 37. SIGNIFICANT TRANSACTIONS WITH RELATED PARTIES

### Identity of related parties

The Group has controlled related party relationships with its subsidiaries and has related relationships with its associates, and with its key management personnel. The Group has the following subsidiaries:

SUBSIDIARY NAME	PRINCIPAL ACTIVITY	INVESTMENT LICENCE	% OF OWNERSHIP
Saigon Ford Co., Ltd. (SAIGON FORD)	Trading FORD cars and spare parts, providing maintenance services.	Business Registration Certificate No. 4102001544 issued by Ho Chi Minh City Planning and Investment Department on 30 June 2000, amended on 5 March 2003, 22 October 2003, 26 April 2005 and 9 October 2010.	52,05%
Toyota Giai Phong Joint Venture Company (TGP)	Trading TOYOTA cars and spare parts, providing maintenance services.	Business Licence No. 14/GP-HN issued by the People's Committee of Hanoi City on 22 January 1998.	51%
East City Co., Ltd. (GM)	Trading GM cars and spare parts, providing maintenance services.	Business Registration Certificate No. 4102014294 issued by Ho Chi Minh City Planning and Investment Department on 5 March 2003 and amended on 22 October 2003 and 5 December 2011.	55%

SUBSIDIARY NAME	PRINCIPAL ACTIVITY	INVESTMENT LICENCE	% OF OWNERSHIP
City Automobile Corporation (HYUNDAI)	Trading HYUNDAI cars and spare parts, providing maintenance services.	Business Registration Certificate No. 0309553786 issued by Ho Chi Minh City Planning and Investment Department on 3 November 2009 and amended on 2 February 2010.	51%
Saigon Service Trading Limited Company (YAMAHA Can Tho)	Trading YAMAHA motorbikes and spare parts, providing maintenance services.	Business Registration Certificate No. 5702001169 issued by Can Tho City Planning and Investment Department on 11 August 2006 and amended on 23 June 2011.	63,64%
Saigon Star Corporation	Trading SUZUKI, HONDA, YAMAHA 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%
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 Registration Certificate No. 0103018056 issued by Hanoi City Planning and Investment Department on 19 June 2007 and amended on 28 October 2009.	70%
Toyota Can Tho Company Limited	Trading TOYOTA cars and spare parts, providing maintenance services.	Investment Licence No. 571022000005 issued by the People's Committee of Can Tho City on 18 April 2007 and amended on 9 September 2009.	51%
Han River Automobile Corporation	Trading and maintenance automobiles, motorbikes, spare parts; trading of electrical engines, building materials; agents and consignment; providing automobiles rental, transportation services.	Business Registration Certificate No. 401337755 issued by Da Nang City Planning and Investment Department on 8 Feb 2010.	51%
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.	99%
Savico Vinh Long Company Limited	Trading automobile, motorbikes and spare parts; providing maintenance and repairing services	Business Registration Certificate No. 1500764333 issued by Vinh Long Province Planning and Investment Department on 30 June 2011 and amended on 28 December 2011.	51%

SUBSIDIARY NAME	PRINCIPAL ACTIVITY	INVESTMENT LICENCE	% OF OWNERSHIP
Savico-Mekong General Trade Service Limited Company	Trading automobile, motorbikes and spare parts; providing maintenance and repairing services.	Business Registration Certificate No. 1801231071 issued by Can Tho City Planning and Investment Department on 31 December 2011 and amended on 13 January 2012.	51%

#### Transactions with key management personnel

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

	2012 VND	2011 VND
Board of Management	2,526,000,000	3,234,000,000
Board of Directors	828,000,000	970,857,000
Supervisory Board	120,000,000	126,000,000
	3,474,000,000	4,330,857,000

#### Other related party transactions

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

RELATED PARTY	RELATIONSHIP	NATURE OF TRANSACTION	2012 VND	2011 VND
		Dividends	5,142,712,500	4,113,720,000
Toyota East Saigon Joint Stock Company	Associate	Acquisition of investment	-	3,314,000,000
		Loan received from associate	121,500,000,000	15,000,000,000
		Interest expense	669,690,757	201,452,055
ComfortDelgro Savico Taxi Company	Associate	Rental charged to associate	2,143,804,600	2,297,918,400
Ben Thanh Savico General Trading & Services Co., Ltd,	Associate	Dividends	-	403,687,591
		Commission received from associate	1,070,045,499	1,367,454,106
Dana Joint Stock Company	Associate	Dividends	906,075,000	1,127,560,000
		Rental charged to associate	-	333,447,292
Khanh Hoi Sai Gon General Service Co., Ltd,	Associate	Dividends	401,674,934	-

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2012  
(continued)

Form B 09 - DN/HN

**38. LEASE COMMITMENT**

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

	31/12/2012 VND	31/12/2011 VND
Within one year	40,278,624,329	41,842,198,406
From two to five years	109,276,959,982	118,094,381,803
Over five years	168,501,025,742	226,363,962,341
	318,056,610,053	386,300,542,550

**39. TRADING AND BUSINESS COSTS BY ELEMENT**

	2012 VND	2011 VND
Cost of merchandise goods	4,930,902,460,889	5,638,343,770,631
Labour costs and staff costs	179,198,266,932	163,993,241,177
Depreciation and amortisation	47,141,651,297	46,132,711,007
Outside services	182,225,657,280	127,183,097,226
Other expenses	73,932,352,477	59,771,227,870

**40. CORRESPONDING FIGURES**

Certain corresponding figure has been reclassified to conform with the current year's presentation. A comparison of the amounts previously reported and as reclassified is as follows:

	31/12/2011 (AS RECLASSIFIED) VND	31/12/2011 (AS PREVIOUSLY RE- PORTED) VND
Taxes payable to State Treasury	27,618,572,089	23,358,608,046
Payables to employees	56,986,161,767	53,872,350,956
Accrued expenses	16,678,038,149	24,051,813,003

Prepared by:



**Hoang Thi Thao**  
Chief Accountant

18 March 2013

Approved by:



**Nguyen Vinh Tho**  
General Director

# INFORMATION OF THE COMPANY AND ITS SUBSIDIARIES SYSTEM

## Branches and subsidiaries:

**01** branch in Da Nang.

**13** subsidiaries.

**06** joint stock companies.

## BRANCH

### Da Nang branch

Address: 66 Vo Van Tan, Thanh Khe Dist., Da Nang  
Tel: (84.511) 3647 858 – Fax: (84.511) 3646 517

## Subsidiaries

### 1. Savico Hanoi Joint Stock Company – Project Investor: Commercial center SAVICO Mega Mall

• Address: 7-9 Nguyen Van Linh, Gia Thuy Ward, Long Bien Dist., Hanoi

Tel : (84.4) 62 888 555

Fax : (84.4) 62 888 556

Email: info@savicothanoi.com

Web: www.savicomegamall.com

### 2. Toyota Long Bien Co., Ltd

• Address: 7-9 Nguyen Van Linh, Long Bien Dist., Hanoi

Tel : (84.4) 62 777 999

Fax : (84.4) 62 777 990

(84.4) 62 777 998

Email: info@toyotalongbien.vn

### 3. Giai Phong Toyota Joint Venture Company

• Address: 807 Giai Phong, Hoang Mai Dist., Hanoi

Tel : (84.4) 3664 0124

Fax : (84.4) 3664 0127

Email: tgp@fpt.vn

Web: www.toyotagiaiphong.com.vn

### • Phap Van branch

Address: Hoang Liet, Hoang Mai Dist., Hanoi

Tel : (84.4) 3642 5588

Fax : (84.4) 3642 5599

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

• Address: Lot 20, Phu An Urban, Quang Trung St., Phu Thu Ward, Cai Rang Dist., Can Tho

Tel : (84.710) 391 9919

Fax : (84.710) 391 8899

Web: www.toyotacantho.savico.com.vn/ toyotacantho.com.vn

### 5. Dong Do Thanh Co., Ltd

• Address: 722 Dien Bien Phu, Ward 22, Binh Thanh Dist., HCMC

Tel : (84.8) 3898 9878

Fax : (84.8) 3898 9876

Web: dongdothanh.savico.com.vn/ dongdothanh.com

### 6. Sai Gon Auto Co., Ltd (Sai Gon Ford)

• Address: 61A Cao Thang, Ward 3, Dist. 3, HCMC

Tel : (84.8) 3818 1458

Fax : (84.8) 3818 1466

Email: saigonford@saigonford.com.vn

Web: www.saigonford.savico.com.vn

vn -www.saigonford.com.vn

### System:

#### • Pho Quang branch : Used Car Dealer & Car Repair Garage:

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

Tel : (84.4) 3844.2947

(84.8) 3844.2948

Fax : (84.8) 3844 2896

Email: phoquang@saigonford.com.vn

#### • Can Tho branch:

Address : 41A 3/2 St., Xuan Khanh Ward, Ninh Kieu Dist., Can Tho

Tel : (84.710) 3.730.720 / 3.730.719

Fax : (84.710) 3.730.716

Email: cantho@saigonford.com.vn

#### • Sai Gon AutoMax:

Address: 72 Tran Dinh Xu, Dist. 1, HCMC

Tel : (84.8) 3838 9508

Fax : (84.8) 3838 9521

Website: www.mazdabenthanh.com.vn

#### • Sai Gon AutoMax:

Address: 295 Ben Chuong Duong, Dist. 1, HCMC

Tel : (84.8) 3920 4392

Fax : (84.8) 3920 4394

Website: http://saigonautomax.bonbanh.com

### 7. Ben Thanh Ford Joint Stock Company

• Address: 831 Truong Chinh, Tan Phu Ward, HCMC

Tel : (84.8) 3815 7979

Fax : (84.8) 3815 8989

Email: benthanhford@

benthanhford.com.vn

Web: benthanhford.savico.com.vn/ benthanhford.com.vn

### 8. City Automobile Corporation

Address: 6 Tran Hung Dao, Dist. 1,

HCMC

Tel : (84.8) 3915 3247

Fax : (84.8) 3915 3248

Web: http://www.

hyundaitranhungdao.com.vn

### Branch:

Address: 56A An Duong Vuong, Ward 16, Dist. 8, HCMC

Tel : (84.8) 3755 8577

Fax : (84.8) 3755 8578

### 9. Song Han Auto Joint Stock Company

• Address: 86 Duy Tan, Hoa Thuan Tay Ward, Hai Chau Dist., Da Nang

Tel : (84.511) 38 33 555

Fax : (84.511) 38 33 868

### 10. Sai Gon Star Joint Stock Company

Head office:

• Address: 14 – 16 Tran Hung Dao, Dist. 1, HCMC

Tel : (84.8) 3837 8390

Fax : (84.8) 3838 6146

Web: saigonngoisao.savico.com.vn/ saigonngoisao.com.vn

System:

Showroom & Maintenance Service Center:

• Address: 510 Highway 13, Hiep Binh Phuoc Ward, Thu Duc Dist. HCMC

Tel : (84.8) 3726 3022

(84.8) 3726 3023

Fax : (84.8) 3727 3133

### Motorbike shops:

• Address: 331C Tran Hung Dao, Co Giang Ward, Dist. 1, HCMC

Tel : (84.8) 3920 9497

(84.8) 3920 9498

Fax : (84.8) 3920 9496

### Motorbike shops:

• Motorbike shop 14 – 16 Tran Hung Dao, Dist. 1, HCMC

Tel : (84.8) 3837 8390

Fax : (84.8) 3838 6146

• Motorbike shop: 3/9 Kha Van Can, Linh Trung Ward, Thu Duc Dist., HCMC

Tel : (84.8) 3897 9022

• Motorbike shop: 182 Tran Quoc Thao, Dist. 3, HCMC

Tel : (84.8) 3931 1142

Fax : (84.8) 3931 2613

• Motorbike shop: 379 Quang Trung, Go Vap Dist., HCMC

Tel: (84.8) 6257 9143

### South Sai Gon Co., Ltd.

• Address: 325 Ly Tu Trong, Dist. 1, HCMC

Tel : (84.8) 3822.2615

Fax : (84.8) 6291 0324

Web: www.yamahaphuongnam.savico.com.vn

• Shop: 7-9-11-13 Hai Thuong Lan Ong, Ward 10, Dist. 5,

Tel : (84.8) 3855 4878

Fax : (84.8) 3855 4800

### 11. Sai Gon Trading Service Co., Ltd (Yamaha Can Tho)

#### Head office:

• Address: 164 - 166C, 3/2 St., Hung Loi Ward, Ninh Kieu Dist., Can Tho

Tel : (84.710) 3780 164 – Fax:

(84.710) 3780 166

Web: www.yamahasaigon.savico.com.vn/ yamahasaigon.com

www.yamahasaigon.savico.com.vn

www.yamahasaigon.com

#### System:

• Shop: 164 - 166C, 3/2 St., Ninh Kieu Dist., Can Tho

Tel : (84.710) 3780 164

Fax : (84.710) 3780 166

• Shop: 164/1B Tran Ngoc Que,

Ninh Kieu Dist., Can Tho

Tel : (84.710) 378 2982

• Shop: 45 (Kios 15-17-21 Mien Tay Cultural Park) Cach Mang Thang Tam St., An Thoi Ward, Binh Thuy

Dist., Can Tho

Tel : (84.710) 378 3979  
Fax : (84.710) 378 3839

**12. Savico Mekong General Trading & Services Co., Ltd Head office**

Address: 55 - 55B Cach Mang Thang Tam St., An Hoa Ward, Ninh Kieu Dist., Can Tho  
Tel : (84.710) 382 7308  
Fax : (84.710) 382 0205

**System:**

- Shop: 55 - 55B Cach Mang Thang Tam St., An Hoa Ward, Ninh Kieu Dist., Can Tho  
Tel : (84.710) 382 7308  
Fax : (84.710) 382 0205
- Shop: 1263/6 Zone 4, Chau Van Liem Ward, O Mon Dist., Can Tho  
Tel : (84.710) 366 1200
- Branch: 349/30B Tran Hung Dao, Long Xuyen, An Giang

Tel : (84.76) 393 5198  
Fax : (84.76) 393 5098

**13. Savico Vinh Long Co., Ltd.**

• Address: 291 An Nhon Hamlet, Trung Thanh Ward, Vung Liem Dist., Vinh Long  
Tel : (84.070) 3976 888  
Fax : (84.070) 3976 777

**JOINT VENTURE COMPANIES**

**1. Toyota East Saigon Joint Stock Company (TESC)**

• Showroom & Head Office:  
Address: 507 Hanoi Highway, An Phu, Dist. 2, HCMC  
Tel: (84.8) 3898 9242  
Fax: (84.8) 3898 9243  
Email: tesc@toyotasaigon.com  
Website: www.toyotasaigon.savico.com.vn

**System:**

Go Vap branch:  
• Address: 18 Phan Van Tri, Ward 7, Go Vap Dist., HCMC  
Tel : (84.8) 3989 6636  
Fax : (84.8) 3989 6637

• Used Car Center:  
Address: 18 Phan Van Tri, Ward 10, Go Vap Dist., HCMC  
Tel : (84.8) 3921 2808  
Fax : (84.8) 3921 2809  
Hotline: 0918 33 5050  
Email: usedcar@toyotasaigon.com  
Web: www.toyotadaquasudung.com

**2. Dana Ford Joint Stock Company - Danaford**

Address: 56 Dien Bien Phu, Thanh Khe Dist., Da Nang  
Tel : 0511.3646555  
Fax: 0511.3646746

Email: danaford@danaford.com.vn  
Website: www.dana.com.vn

**Branch:**

• In Binh Dinh:  
Address: 73 Tay Son, Qui Nhon, Binh Dinh  
Tel : (84.56) 354 6555  
Fax : (84.56) 354 6488

**3. Ben Thanh Savico General Trading & Services Co., Ltd.**

**Head office:**

17 - 19, Tran Hung Dao, Dist. 1, HCMC  
Tel : (84.8) 3914 3826  
Fax : (84.8) 3914 2899

**Auto Showroom:**

Showroom & Maintenance Service Center:  
48B Phan Van Tri, Ward 7, Go Vap Dist., HCMC  
Tel : (84.8) 3989 9789  
Fax : (84.8) 3989 9448

**Motorbike shops:**

- Shop: 1 Nguyen Trai, HCMC  
Tel: (84.8) 3839 3687 - 3925 7322
- Shop: 17-19 Tran Hung Dao, Dist. 1, HCMC  
Tel : (84.8) 3914 3826 - 3914 2432
- Shop: 598-600 Cach Mang Thang Tam St., Ward 11, Dist. 3, HCMC

Tel : (84.8) 3846 4124 - 3846 4135

• Shop: 144 Le Van Viet, Dist. 9, HCMC  
Tel : (84.8) 3730 9550

• Shop: 66 Cach Mang Thang 8 St., Ward 6, Dist. 3, HCMC  
Tel : (84.8) 3933 3633

**4. ComfortDelgro Savico Taxi Company**

• Address: 325 Ho Van Hue, Ward 2, Tan Binh Dist., HCMC  
Tel : (84.8) 3842 4400  
Fax : (84.8) 3842 4400  
Web: comfortsavico.com.vn/  
comfortsavico@vnn.vn

**5. Savico - Vinaland Co., Ltd.**

• Address: 115 Ho Tung Mau, Ben Nghe Ward, Dist. 1, HCMC  
Tel : (84.8) 38223093  
Fax : (84.8) 38217548

**6. Khanh Hoi Sai Gon General Service Co., Ltd.**

• Address: 56 Ben Van Don, Dist. 4, HCMC  
Tel : (84.8) 3943 3430  
Fax : (84.8) 3943 3429

**SAVICO CONTRIBUTES BUSINESS CAPITAL TO:**

**1. Orient Securities Corporation**

• Address: 194 Nguyen Cong Tru, Nguyen Thai Binh Ward, Dist. 1, HCMC  
Tel : (84.8) 3914 4290  
Fax : (84.8) 3914 2295

**2. Ben Thanh Trading & Service Joint Stock Company**

• Address: 120 - 121 Ben Chuong Duong, Dist. 1, HCMC  
Tel : (84.8) 3823 6724  
Fax : (84.8) 3822 3390

**3. Ben Thanh Non Nuoc Tourism Joint Stock Company (Sandy Beach)**

• Address: 255 Huyen Tran Cong Chua, Ngu Hanh Son Dist., Da Nang  
Tel : (84.511) 383 6216  
Fax : (84.511) 383 6335

**4. Ben Thanh - Long Hai Joint Stock Company (Tropicana)**

• Address: Road 44A, Phuoc Hai Ward, Dat Do Dist., Ba Ria Vung Tau  
Tel : (84.64) 67 9999  
Fax : (84.64) 67 8888

**5. Ho Chi Minh City Electric Power Trading Investment Corporation**

Address: 29 Road No. 41, Ward 6, Dist. 4, HCMC  
Tel : (84.8) 2211 7898  
Fax : (84.8) 3826 4051







SAIGON GENERAL SERVICE  
CORPORATION

68 Nam Ky Khoi Nghia, Dist. 1, HCMC  
Tel: (84.8) 3821 3913  
Fax: (84.8) 3821 3553  
(84.8) 3821 5992  
Email: [savico@savico.com.vn](mailto:savico@savico.com.vn)  
[www.savico.com.vn](http://www.savico.com.vn)