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The Power of Innovation
Annual Report



THE POWER OF INNOVATION

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MISISON



The leading service provider with all business operations to meet the customer needs .

“Customer satisfaction is our happiness.”

VISION



To become the leading investment corporation specializing in services in Vietnam, integration into regional as well as international business networks .

CORE VALUES



Savico is the trust-worthy company for share holders and investors, where benefits of customers, share holders, employees and social community are added and linked together based on Savico’s culture .

Respect, listen and behave as that benefits of customers, partners, share holders are our own benefits.

Unite, overcome challenges, self innovate, catch up opportunities, and achieve success.

MESSAGE FROM CHAIRMAN

“2013 Business results have consistently asserted the right decision of Board of Management on adjusting business strategies”

Dear Shareholders, Investors and Customers!

For nearly three years, there has been more complicated situations occurred while global economy had a slower speed of recovery than expectation. It has been considered the worst crisis ever of the global economy and financial market up to now. In Vietnam, the consequence of a weak and vulnerable economy along with side-effects of the supporting growth policy has caused high inflation rate; severely affected the stability of macro economy and lowered the competency to integrate global trend in term of size and level. As the matter of fact, it also had impacted on 3 core business scopes of Savico: trading and services; property services; and financial services.



In 2013, the Company witnessed a recovery of the auto market with an increase of 20%. Contrariwise, the motorcycle sector had a difficult year ever, most of the businesses suffered big amounts of lost. Prior to the experience of the previous 3 years (2010 - 2012) in dealing with market fluctuations, the Board of Management has driven Board of Directors and senior managers on implementing appropriate and initiative solutions in order to overcome this struggle with three key tactics: (1) strengthening quarterly-report of market forecast; timely sharing information to the subsidiaries to enable the active in ordering, controlling and well-managing the inventory in order to improve business performance, which is the outcome of reducing the financial pressures, allocating the sale proportions and achieving effective cost-management (2) accelerating the completing progress of key projects and the legal procedures , reducing the total assets of the real estate sector and the projects developed by loans with high interest in order to contribute to the amount of cash flow and profit as per plan ; (3) focusing on restructuring assets and capital;organizing and narrowing the subsidiaries operating inefficiently; reducing the liquidity of investment portfolio; increasing in controlling capital and cash flow in order to have sufficient financial supports to other business activities... As of the end of fiscal year 2013, total system-wide sales reached VND 8,711 billion and was reported VND 6,595 billion achieving 109.93% of target in the consolidate financial statement, profit before tax was VND 110.593 billion and reported VND 84.71 billion achieving 121.02% of target in the consolidate financial statement.

2013 Business results have consistently asserted the right decision of Board of Management on adjusting business strategies, such as: focusing resources to develop and expand the automobile distribution system; restructuring motorcycle distribution system; cutting in investment portfolio of property and the selling out of external-financial investment portfolio; in association with focusing on building the business strategy of 2015 - 2020 and human resources management, strengthening risk management forecasts. Thereby, it is a firming statement that Savico system has overcome difficulties and is concentrating all resources to upgrade the business strongly for the period 2015 - 2020.

With purpose of developing the business through restructuring, the Board of Management has set out the core action programs in 2014 as follows: (i) Investing, growing in size and expanding market share in key businesses; (ii) Developing complete business strategies from 2015 to 2020; (iii) Consolidating, restructuring the subsidiaries and supporting them on constructing and operating internal system regulations; (iv) Training and paying high attention on human resources development; (v) Improving corporate culture to connect and create resonance to the whole system.

On behalf of the Board of Management, I would like to show our appreciation to shareholders, investors, customers for trusting and accompanying to the Company and commit to direct and cooperate with the Board of Directors and all staff throughout the organisation to complete 2014 business plan approved by the General Shareholders Meeting. I also expect to continuously receive the support of shareholders, investors and customers in order to build Savico into solidarity, unite and strong organisation; constantly evolving SAVICO development, enhancing the brand image and business performance that contribute more prides to Savico.

Sincerely yours.

NGUYEN VINH THO
Chairman

COMPANY HISTORY

1982 - 1985 INITIAL STAGE

In 1982, Vietnam was bounded to a state-own business structure. An idea had been recommended to develop a service company as a pioneering 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 which was 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.

1986 - 1997 BUILDING INFRASTRUCTURE

The 6th 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, and 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 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.

SAVICO invested capital, expanded 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 taken 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 of Ben Thanh Group.

1998 - 2004 CUMULATIVE FOR DEVELOPMENT

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.

2005 - 2013 ON THE WAY TO INTEGRATION

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 motorbike shops, 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...

Company name : SAIGON GENERAL SERVICE CORPORATION
Trading name : SAVICO
Stock symbol : SVC

HEAD OFFICE
Address : 68 Nam Ky Khoi Nghia, District 1, Ho Chi Minh City
Tel : (84-8) 3821 3913
Fax : (84-8) 3821 3553 / 3821 5992
Website : www.savico.com.vn
Email : savico@savico.com.vn

BUSINESS OBJECTIVES AND STRATEGIES

BUSINESS OBJECTIVE

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 core businesses in order to increase the brand effect and prestige, particular:

- In Trading and Service: continue to improve, upgrade and complete the distribution system of branded automobile holding the number one position in Vietnamese. Striving on building and developing the leading motorbike distribution system in Ho Chi Minh City and the Mekong Delta .

Improve other service activities such as taxi, etc. Finding and investing 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 aiming 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 sustainable development of the Company.

OBJECTIVES FOR ENVIRONMENT AND COMMUNITY

Environment and Natural Resources have the importance role to human life, create infrastructure to develop economy, culture, society and also offer initial conditions for sustainable living development of human. The impact of climate change has resulted in the degradation of natural resources and ecosystem; the rapacious exploitation of natural resources, industrial waste from factories, greenhouse effects, etc... caused environment pollution that is a critical challenge.

Protecting the environment and natural resources is to keep the environment clean and clear, ensure ecological balance ; the consciousness of preserving and protecting the environment is extremely important in economic and social development activities as well as in business activities, daily individual life hence it is a practical need to fairly use and saving natural resources , take care and protect of rare animals; Improving the environment resources, preventing and retrieving the adverse impacts caused by human and natural disasters ; Exploiting and using appropriately, saving natural resources and protect the environment will enable to create a healthy and sustainable communities.

Despite of operating in the service sector , Savico always enhances consciousness of environment protection through compliance with the regulations of the authorities and also create a healthy and friendly working environment; Employees are always updated the information and duties to perform the the environment responsibilities such as joining in the movement of "Clean and Clear Workplace" - one of the regular activities taking through regulations and guidance of Vietnam General Confederation of Labor and HCMC Federation of Labor, the precise direction of Company union, committing to implement environment protection program, raising awareness for every employee, creating



Savico given decisions to build gratitude houses for people in Ap Bung Binh (Tay Ninh)

a routine of environmental protection , contributing to the national economic and social development.

In business operations, the company often pays high attention on working environment; developing methods of accidents prevention, occupational safety; periodic inspection of equipment; training and constructing fire prevention. On the other hand, the company regulates some internal policies such as using the power-saving air-conditioners to limit the emission; using email system to exchange information in order to minimize the use of paper; arranging trees in the premise, office to create landscapes and generate fresh air... This is an act of showing consciousness of environment and contributes to protect health of employees better.

SOCIAL RESPONSIBILITIES

SAVICO always keens on mounting social activities in the business as a way to share with the community. The company has a high concern to the policies and incentives for workers such as allowance policies, organizing annual health care check-up, ensuring working safety and training policies to promote employees' family life and help workers focusing on working and have a close relationship to the company.

With a network of nearly 20 member companies in the country and the important contribution of over 2,500 dedicated employees, SAVICO has overcome several difficult circumstances as well as achieved great outcomes. As the result, social responsibility of the company is to bring prosperous life for workers .

Corporate Culture plays an important role in the development of Savico; Consciousness of contributing to social communities and aiming to improve the living quality of the poverty and misfortune people have been supported and implemented by the whole system featuring Savico Culture . Every year, employees donate 02 days salary to support for social



Savico participates in the funding program for scholarships to support for poor studious students (Dynamic - Sinh Vien Nha Doanh Nghiep Tuong Lai)

activities such as charity fund for the poverty, fund to help for people living in disaster encountered, floods etc. ...

Savico and the subsidiaries also create a deep imprint in the community through social activities as contributing to build gratitude houses for people in Ap Bung Binh (Tay Ninh), donating for Eye Surgery Fund for poor patients, taking care of the policy objects and Vietnam hero's mothers , supporting for local program in help the poverty having a warm Tet holiday, organizing charity activities such as visiting and giving gifts for orphans at the Hoa Hong Charity House (Cu Chi) , Tu An temple (Long Hai - Ba Ria) ... Besides, Savico also participates in the funding program for scholarships to support for poor studious students through To Quoc Nhin Tu Bien program, Dynamic - Sinh Vien Nha Doanh Nghiep Tuong Lai etc ... in order to create conditions of experiencing and learning the operation of the business in reality.

The activities towards social community environment are one of Savico activities to contribute and share with misfortune people and considered as social responsibility and the motivation for Savico to grow strong and stable.

ORGANIZATIONAL STRUCTURE

GENERAL MEETING OF SHAREHOLDERS

BOARD OF MANAGEMENT

SUPERVISORY BOARD

BOARD OF DIRECTORS

DEPUTY GENERAL DIRECTOR - HUMAN RESOURCES

DEPUTY GENERAL DIRECTOR - RESEARCH AND STRATEGY

DEPUTY GENERAL DIRECTOR - ADMINISTRATION

DEPUTY GENERAL DIRECTOR - FINANCIAL SERVICES

DEPUTY GENERAL DIRECTOR - PROPERTY SERVICES

DEPUTY GENERAL DIRECTOR - TRADING AND SERVICES

HUMAN RESOURCES DEPARTMENT

RESEARCH AND DEVELOPMENT DEPARTMENT

ACCOUNTING DEPARTMENT

INTERNAL SUPERVISING DEPARTMENT

LEGAL DEPARTMENT

ADMINISTRATION DEPARTMENT

FINANCIAL MANAGEMENT DEPARTMENT

PROPERTY SERVICES DEPARTMENT

TRADING AND SERVICES DEPARTMENT

Qualification of SAVICO employees in 2013

POST-GRADUATE

31.34%

COLLEGE AND VOCATIONAL

24.32%

SECONDARY AND HIGH SCHOOL

44.34%

ORGANIZATIONAL AND HUMAN RESOURCES

LABOR

As of 31/12/2013, SAVICO has 2,508 employees, an increase of 6.8% compared to figure of 2012.

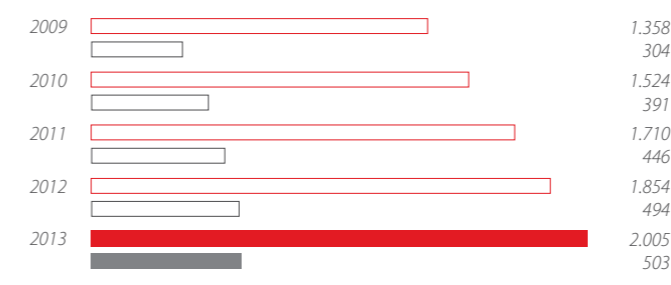
Average age of workers in the system is 33, under 30 years old accounted for 49.1% of the total workforce. Qualification of college and above accounted for 55.7% of the total workforce.

The number of employees since Savico 2009 – 2013



■ The number of employees

The number of gender workers in Savico 2009 - 2013



■ Male ■ Female

HUMAN RESOURCES POLICIES

Continued implementation of strategic human resource development, in 2013, the Board of Management and Board of Directors have planned to promote the key management personnel to serve period from 2013 to 2015 and vision to 2020; 175 staff have been planning to work in the position of senior and mid-level management. About attracting new talents and recruitment, Savico has recruited 192 new members, including employee for business sector accounted

for 35.42%, the service-technical sector - accounting for 51.56% and professional services accounted for 13.02%.

In addition, to help staff confidence and be more responsible in their work, Savico and the subsidiaries have sent 518 employees to participate in educating and training about administration management, legal management, technical operations, sales ... in the prestigious training centers and training programs of the supplier.

Average salary of the whole organisation increased 21% compared to 2012. Among that average, automotive and other services increased by 17% and 26%, motorcycle business encountered difficulties due to reduction in purchasing power thus the average salary is only 93% over the same period. Most of the subsidiaries fully comply with the policy on holidays bonus, reward bonus... prior to business performance and individual task-completions.

Nearly 95% of subsidiaries developed and followed the collective labor agreements to have periodic health examination, company vacation, compensation for employee and equipment insurance in working. In addition, there were several internal activities to generate the solidarity and teamwork such as organizing cultural activities, sport contests, teambuilding, SAVICO family day by region, profession clubs to share and learn experience: SAFIC - Savico Finance Internal Control, Human Resources Club, Public Relations.

There was a positive upgrade in emulation, many departments and individuals, who had outstanding achievements, were rewarded by the Company and some of them were proposed to Ben Thanh Group, HCM People's Committee and the Prime Minister for rewarding. The company also congratulated and remunerated the initiative movements, improvements in business operations, services, training movement to upgrade working skills.

In 2014, Savico and subsidiaries has continued to perform arrangement plan of key personnel in the system; organize

advanced management training courses for personnel; complete remuneration policy to attract, maintain and develop human resources for SAVICO.

CHANGES IN THE BOARD OF DIRECTORS

In 2013, the Company did not have any change in Board of Directors.

By early 2014, Mr. Nguyen Vinh Tho has resigned the position of SAVICO General Director to focus on the tasks associated with the role of Chairman of the Board of Management. In addition, Ms. Hoang Thi Thao also stepped down from the position of Chief accountant due to her retirement. There have been number of changes in Member of the Board of Directors since the date of January 08, 2014 as follows :

- Mr. NGUYEN BINH MINH was appointed as General Director and the legal representative of the company .
- Mr. DOAN VAN QUANG was appointed as Deputy General Director in charge of research and development strategy of the Company .
- Ms. NGUYEN THU NGA was appointed as Deputy General Director in charge of Administration and company events .
- Mr. NGO VAN DANH was appointed as Chief Accountant of the Company .

INFORMATION - BOARD OF MANAGEMENT, BOARD OF DIRECTORS, SUPERVISORY BOARD AND CHIEF ACCOUNTANT

BOARD OF MANAGEMENT

1. MR. NGUYEN VINH THO

Position: Chairman

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

Position in other organizations:

- Chairman, Toyota East Saigon JSC
- Chairman, Savico Hanoi JSC
- Chairman, Dana JSC

2. MR. NGUYEN BINH MINH

Position: Vice Chairman

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

Position in other organizations:

- Member of Standing Council, Can Tho Toyota Co., Ltd
- BOM member, Savico Hanoi JSC
- BOM member, Savico - Vinaland Joint Venture

3. MR. LUONG QUANG HIEN

Position: 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 Stock Company

4. MR. TE TRI DUNG

Position: 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:

- Deputy General Director, Ben Thanh Group
- Chairman, Ben Thanh Jewelry JSC
- BOM member, Saigon Post & Telecommunication JSC
- BOM member, Saigon Mui Ne Tourist Corporation

5. MR. VO HIEN

Position: Member

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, Savico Mekong General Trading & Service Co., Ltd

6. MR. TA PHUOC DAT

Position: Member

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

7. MR. LE HUNG

Position: Member

Date of Birth: Aug 24, 1974 - Place of Birth: Quang Ngai City
Permanent Address: 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

1. MR. NGUYEN BINH MINH

Position: General Director

Mr. Nguyen Binh Minh was appointed as General Director and legal representative of SAVICO since January 08th, 2014.

2. MR. TA PHUOC DAT

Position: Deputy General Director

3. MR. VO HIEN

Position: Deputy General Director

4. 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 Chairman, Song Han Automobile JSC
(Resigning from the position of Deputy General Director from March 15th, 2014)

5. 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

Positions in other organizations:

- Member of Standing Council, Saigon Automobile Co., Ltd
- Chairman, Saigon Ngoi Sao JSC
- Chairman, Song Han Automobile JSC

6. MR. DOAN VAN QUANG

Position: Deputy General Director

Appointed since January 08th, 2014
Date of Birth: October 20th, 1971 - Place of Birth: Binh Dinh
Permanent Address: 326/16 Phan Dinh Phung Street, Phu Nhuan Dist., HCMC

Qualifications: Bachelor of Economics

Positions in other organizations: None

7. MS. NGUYEN THU NGA

Position: Deputy General Director

Appointed since January 08th, 2014
Date of Birth: October 10th, 1974 - Place of Birth: Nam Dinh
Permanent Address: 51 My Van, Group 6, District 7, HCMC

Qualifications: Bachelor of Economics

Positions in other organizations: None

SUPERVISORY BOARD

1. MR. LE XUAN DUC

Position: Head of Supervisory Board

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

2. MS. NGUYEN PHUONG LOAN

Position: Member of Supervisory Board

Date of Birth: Nov 6, 1962 - Place of Birth: HCMC

Permanent Address: 518/8/1 Le Van Sy,

Ward 11, Phu Nhuan Dist., HCMC

Qualifications: Bachelor of Commerce, Accounting major

Positions in other organizations: None

3. MR. NGUYEN CONG BINH

Position: Member of Supervisory Board

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 Supervisory Board, Toyota East Saigon JSC
- Head of Supervisory Board, Savico Hanoi JSC
- Member of Board of Supervisors, Toyota Can Tho Co., Ltd

CHIEF ACCOUNTANT

MR. NGO VAN DANH

Position: Chief Accountant

Date of Birth: Decemer 27th, 1975 - Place of Birth: HCMC

Permanent Address: 159/74/52 Tran Van Dang Street,

District 3, HCMC

Qualifications: Bachelor of Finance and Accounting

Positions in other organizations:

- Head of Supervisory Board, Viet Thai Electric Cable JSC
- Head of Supervisory Board , Dong Do Thanh Co., Ltd.
- BOM Member, Oto Thanh Pho J.S.C



Mr. NGUYEN BINH MINH was appointed as General Director and the legal representative of the company



Ceremony decision to appoint senior personnel

BOARD OF MANAGEMENT



Mr. **NGUYEN VINH THO**
Position: Chairman



Mr. **VO HIEN**
Member of Board of Management



Mr. **TA PHUOC DAT**
Member of Board of Management



Mr. **NGUYEN BINH MINH**
Position: Vice Chairman



Mr. **LE HUNG**
Member of Board of Management



Mr. **LUONG QUANG HIEN**
Member of Board of Management



Mr. **TETRI DUNG**
Member of Board of Management

BOARD OF DIRECTORS



Mr. **NGUYEN BINH MINH**
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



Mr. **DOAN VAN QUANG**
Deputy General Director



Mrs. **NGUYEN THU NGA**
Deputy General Director

SUPERVISORY BOARD



Mr. **LE XUAN DUC**
Head of Supervisory Board



Mr. **NGUYEN CONG BINH**
Member of Supervisory Board



Mrs. **NGUYEN PHUONG LOAN**
Member of Supervisory Board

BUSINESS SCOPES

TRADING AND SERVICES



AUTOMOBILE SALES ACHIEVED

10.3%

OF VAMA
MARKET SHARE

PROPERTY SERVICES



TOTAL SALES

211.6

BILLION VND

FINANCIAL SERVICES

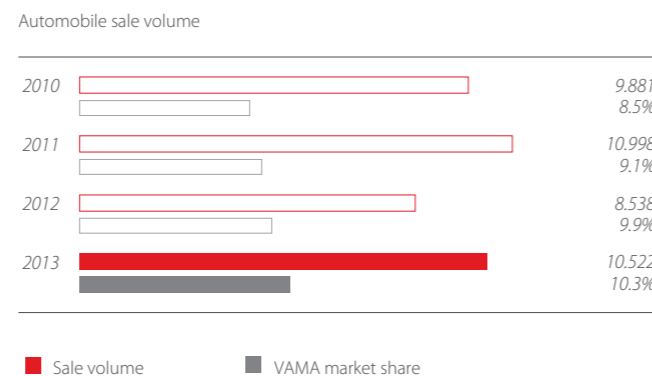


TOTAL INVESTMENT VALUES

62.0

BILLION VND

BUSINESS SCOPES



TRADING AND SERVICES

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

AUTOMOBILE TRADING AND SERVICES SYSTEM

Strategic objectives in 2013 - 2015

- Maintain the position of No. 1 automobile distributor in Vietnam with sales accumulated 10 - 12% of VAMA market share.
- Develop auto services sector and other utility services for customers. Maintaining the sales growth generating from service at the rate of 10% - 15% per year.
- Focus on improving investment efficiency achieved Return on Equity (ROE) at the rate of 15 - 20% per year

Evaluation of implementing strategy in 2013 - 2015

Auto Sales - Market share

Auto sales of Savico in 2013 increased 23% compared to 2012 due to the reduction of registration fee to 10-12% in the major cities, which have had a positive impact on automobile market and growth of target sales at Savico subsidiaries.

Market share of Savico achieved 10.3% of Vietnam Automobile Manufacturers' Association (VAMA) in 2013 cited as achieving market share; At the same time, Savico automobile systems has maintained the leading market share in distribution for each manufacturers in consecutive years.

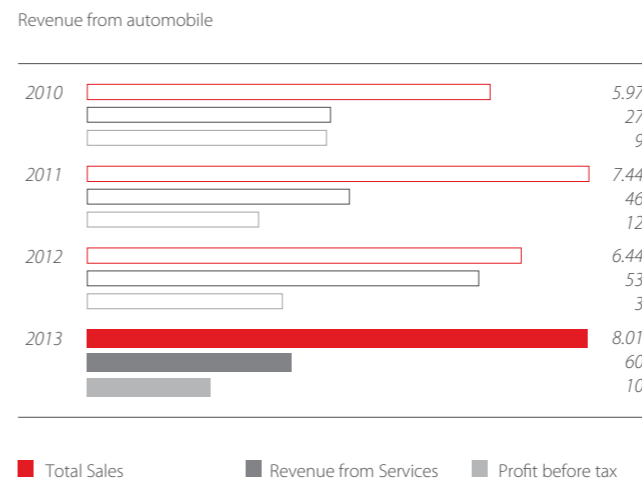
SAVICO asserts the No. 1 position in automobile distribution in Vietnam

Revenue - profit before tax

Savico Automobile Sales grew 24% in 2013 compared to 2012;



Sai Gon Automobile Co., Ltd [Sai Gon Ford]
61A Cao Thang Street, Ward 3, District 3, HCMC



Savico automobile system focused on development services to create platform for the stability growth and improvement of investment efficiency, sustained growth in revenue from service increased 12% in 2013 compared to 2012, which was cited as reaching the target plan.

Positive signals of the market along with timely and flexible governance, Savico automobile system has had a remarkable change, profit before tax increased 3 times compared to 2012; Return on Equity (ROE) was 16.8% in 2013 which was cited as achieving company objectives.

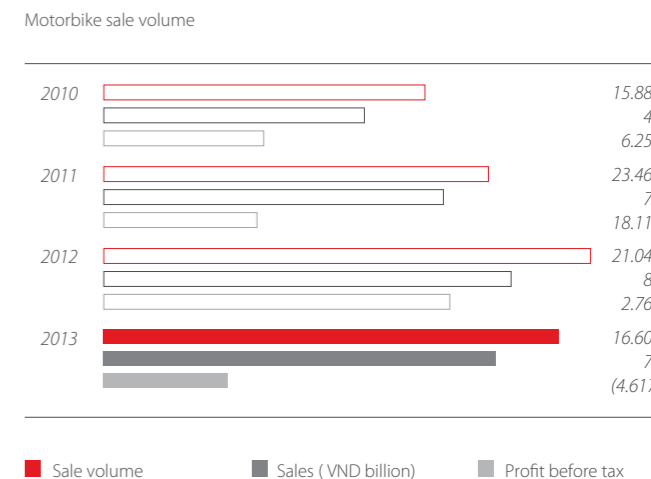
MOTORBIKE TRADING AND SERVICES SYSTEM

Adjusting the Strategic objectives in 2013 - 2015

- Improving the competitive position, developing agency system with major brands such as Honda, Yamaha.
- Developing the motorbike services sector and increasing other utility services for customers. Maintaining the sales growth generating from services at the rate of 20% - 30% per year.
- Focus on improving investment efficiency with the average ROE at 15 - 20% per year.

Evaluation of implementing strategy in 2013 - 2015

Contrary to the automotive market in 2013, the economic downturn has adversely, affected on the income and purchasing power of motorbike buyers in low and medium income groups and made market fall into the doldrums, decrease nearly 12% compared to 2012; The manufacturer maintained supply even market demand was extremely low, it has created more pressure for dealers to reduce selling prices, reduced gross profit on each product to release the inventory...



Savico motorbike system concentrated on governance solutions, controlled operating costs, shrinked or closed weak-performance stores to overcome the market difficulties; 2013 motorbike sales of Savico decreased 21% compared to 2012.

Although Savico motorbike system focuses on developing services, revenue from service still declined by 9% in 2013 compared to 2012 due to decline in sales, which has greatly affected on sale-volume, and saving psychology of vast consumers.

The motorcycle market faced many difficulties in 2013, the plummet of purchasing power has negative impacts on business performance of Savico motorbike system, this was the first time Savico has failed to get profit in the past 07 years.

OTHER TRADING AND SERVICES ACTIVITIES

Savico ComfortDelgro Taxi: 2013, the Company continued to invest to restructure the vehicles, upgrade the quality of customer service, improve core business operations, sales and service revenue in 2013 increased 15% compared to 2012, since it was the initial stages of a new investment cycle, investment costs have had a large impact on the business efficiency of company.

SAVICO MegaMall (SMM): continued to share the difficulties with clients in the context of which the real estate market was not out of the frozen state and the reduction in exploitation due to the launch of a massive shopping centers; However, with the efforts of managing efficiency of costs, operating cash flow, restructuring booth rental, business activities in SMM has showed signs of improvement in the late 2013.

PROPERTY SERVICES

SAVICO PLAZA COMPLEX

1. SAVICO PLAZA

115 - 117 HO TUNG MAU, DIST. 1

- Area: 3,023 m²
- 22 floors and three-level basement
- Functions: trading center, hotel, and apartment
- Total investment capital: USD 60 million
- SAVICO forms joint venture with VinaLand Investment Limited at the proportion of 25% and 75%.
- Complete the draft proposal for permission to change the Investment Certificate
- Ongoing procedures for issuance of land use right certificate and develop the project schedule
- Finished the ground clearance to make space available for construction.
- Finished geological survey, air-compressor drilling.
- Construction preparation phase.

2. SAVICO PLAZA

104 PHO QUANG, TAN BINH DISTRICT

- Area: 9,028 m²
- 13 floors and two-level basement
- Functions: A complex of townhouses and Trade Center
- SAVICO invests 100%
- Convert project's purpose to build house and trade center
- Approve 1/500 planning
- Looking for Investors

3. SAVICO MEGAMALL

- Area: 46,400 m²
- The project is divided into two zones: Zone A: supermarket, trading center, recreation area. Zone B: automobile trading showroom and office, offices for rent
- Total investment capital: USD 35 million
- Total area of trading floor: 63,000 m², comprising 3 floors and 1 basement.
- SAVICO MegaMall was completed and officially put into operation in late December, 2011.
- Savico Megamall has the participations of various well-know brand such as Big C, Giovanni, Bata, Adidas, Ninomaxx, Lotteria, KFC, Toyota Long Biên.

4. NAM CAM LE

- Area: 21,822 m², functions: trading center, high-rise apartment building and car showroom.
- The proportion of townhouses accounts 4,000 m², divided into 39 plots of land with an area from 100 m² to 150 m²
- Pham Hung Boulevard has 24m width and the other internal roads have 7.5 m width.
- Received the Land Use Right Certification for all planning areas and plots of land.
- Completed internal roads inside the the project. Transferred part of the project into property investment and succeeded to sell 23 out of 39 plots.
- Continue to sell 16 plots left.
- Looking for partners to invest on large areas whose function is to build Retail and commercial center (1.6 ha)
- SAVICO invests 100%



PROPERTY SERVICES

SAVICO TRADING CENTER

1. SAVICO TRADE CENTER - DANANG

- Consist of 1 ground floor, 1 mezzanine floor, and 3 storey with a total area of 4,739 m²
- Put into operation since January, 2007. 95% occupied.
- SAVICO invested 100%.

2. SAVICO TRADE CENTER - CAN THO

- Consist of 1 ground floor
- Total area of 2,500 m²
- Put into operation since 2007
- SAVICO invested 100%.

SAVICO OFFICE BUILDING

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

- Land Area: 1.604 m²
- Building density: 8.030 m²
- Consist of 02 basements và 7 storeys
- Project is cooperation between SAVICO and Housing Management and Trading Company of Ho Chi Minh City, in which SAVICO holds 51% stake and HMTc holds 49% stake
- Put into operation since September of 2010
- 100% occupied.

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

- Consist of 1 ground floor, 1 mezzanine floor, and 4 floors
- Put into operation in January of 2006
- SAVICO invested 100%.

3. OFFICE BUILDING, 555 TRAN HUNG DAO, DIST. 1

- Consist of 1 ground floor, 1 mezzanine floor, and 5 floors
- Put into operation in June of 2008
- SAVICO invested 100%.

4. OFFICE BUILDING, 35 DONG KHOI, DIST. 1

- Consist of 01 basement, 01 ground floor and 06 storeys
- SAVICO invested 100%
- Put into operation since Quarter 3 of 2009
- 100% occupied.

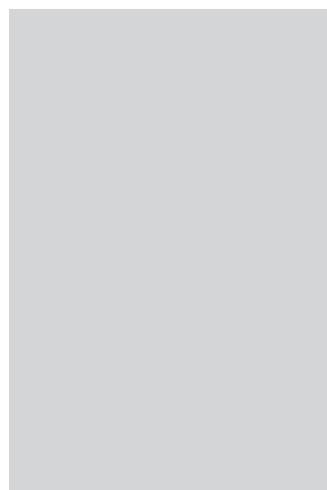
5. OFFICE BUILDING, 66 - 68 NAM KY KHOI NGHIA, DIST. 1

- Land area: 582,2 m²
- Consist 2 basements and 14 storeys
- Fuction: serviced apartment and office for lease; total expected investment: USD 10 million
- SAVICO invests 100%
- Receiving the investment approval policy by the People's Committee of Ho Chi Minh City
- Savico is looking for investors.

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

- Land area: 450 m²
- Building density: 3998,5m²
- Consist of 02 basements, 01 ground floor, 01 mezzanine floor and 09 storeys
- SAVICO invested 20%
- Conduct and construction commenced from August 2013
- Currently constructing on the foundation and basement.





SAVICO RESIDENCE

**1. MULTI-STORIED APARTMENT BUILDING
HIEP BINH PHUOC - TAM BINH, THU DUC**

- Land Area: 55.340 m², consisting of a high-rise apartment of 18 floors offering 1,603 flats and 63 plots of terraced houses combined with trading center with a total floor area of 170,000 m².
- SAVICO invests 100%
- Complete the issuance of 61 Land Use right Certificate for 60 plots of terrace houses and 01 apartment building
- Complete the application for houses' address
- Ongoing procedure to issue House Ownership Certificate for every clients
- Complete technical infrastructure, sewage system, ground demarcation for plots of terrace houses
- Receiving the investment of clients for terrace houses
- Ongoing to complete terrace houses to hand over to clients.
- Transferred the land area of planning

condominium to partners and complete collecting the payment.

**2. MULTI-STORIED APARTMENT BUILDING
HIGHWAY 13, THU DUC**

- Land Area: 18.247 m²
- Function: 17-storey apartment building combined with trade center
- SAVICO invests 100%
- Complete the application for Land Use Right Certificate
- SAVICO is looking for investors

WEDDING AND CONVENTION CENTER

3. MELISA WEDDING AND CONVENTION CENTER

- Location: 1014B Thoai Ngoc Hau, Tan Phu District
- Land area: 10.814 m²
- Building density: 7.066 m²
- Consist of 1 ground floor and 9 ballrooms with the capacity of 350 tables
- Project has been invested by SAVICO and TITCO
- Complete the engineering design and

ongoing procedure to have Building Permission

- Ground - breaking in Quarter 1 of 2014
- Expected completion and operation date: September 2014

SAVICO HOTEL & RESORT

4. RESORT MERCURE SON TRA

- Land Area: 57.650 m²
- Consist of 22 beach villas, a 4-star Mercure brand hotel with the capacity of 120 rooms and other facilities and recreational such as spa, beach sports,...
- SAVICO invests 100%
- Granted for Land Use Right Certificate
- Complete transferring project management to subsidiary in 2014
- Accor (France) is selected to be responsible for operation and exploitation of project under the brand Mercure.
- Started the construction in August 2010
- The general infrastructure has completed more than 70% of the work volume and 03 demonstrated villas for sales.



FINANCIAL SERVICES

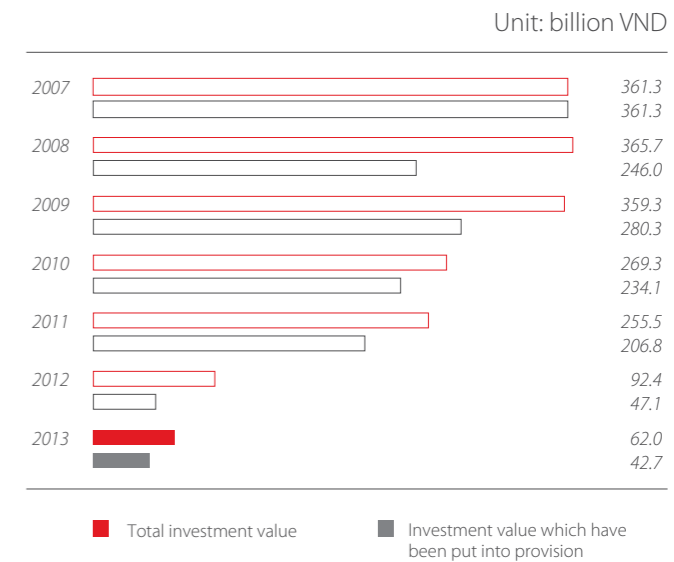
In 2013, the Financial Services sector continued to focus on restructuring operations to improve the investment portfolio efficiency. There were several evaluations to conduct current status and prospects of each investment, thereby clearly categorized retained provision, be sold out provision, the ability and time to sell out.

At the time the stock market was relatively favorable at the end of 2013, the company has sold out all of investment value of ORS, hence reducing the value of the investment portfolio to VND 62 billion.

As of December 31, 2013, the entire investment portfolio has been fully provision, asset value after provision was nearly VND 43 billion, accounting for 2.87% of the total assets of the parent company at the same time.

2014, this sector will continue to concentrating on selling off a number of inefficient investments; implementing reinvestment in accordance to the target of efficient and sustainable income.

Chart of investment capital and investment value which have been put into provision of the financial investment portfolio of the Company from 2007 to the present:



Portfolio Financial Services sector is restructuring comprehensive structure for the period 2007 - 2013



**REPORT OF
GENERAL DIRECTOR**

**SALES AND
SERVICE REVENUE**

6,595,628 MILLION VND

REPORT OF GENERAL DIRECTOR

RESULT OF BUSINESS OPERATION IN 2013

The Company has been dealing with certain advantages and difficulties in 2013; The purchasing power of the automotive market has improved markedly, high growth over the same period, meanwhile, the motorcycles consumption significantly reduced compared to the previous year; The real estate and financial market had no signs of recovery, the interest rate has fluctuatedly reduced but accessing to capita loan was still a challenge. Right from the beginning of the year, in order to proactively respond to market fluctuations,

the Company has focused on implementing more drastic measures, strengthening governance and strictly following up with operating status of every sector; At the same time, there were regular assessments of business efficiency in the subsidiaries. There were also increases in controlling capital, cashflow and risk management.

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

CONSOLIDATED FINANCIAL STATEMENT	UNIT	2013 TARGET	2013 RESULT	RESULT OVER TARGET (%)	2013 RESULT OVER 2012 RESULT (%)
Total Revenue	VND million	6,000,000	6,595,628	109.93	121.39
Profit before tax	VND million	70,000	84,711	121.02	137.75
Net profit after tax	VND million	55,000	61,120	111.13	130.71
Attributable to Equity holders of the Company	VND million	36,500	41,172	112.80	91.81

TRADING AND SERVICES

Automobile

As the automobile market has changed greatly, the reduction of registration fee policies to 10% - 12% in the major cities had positive impacts on the automobile sector, sales at the dealer significantly increased, the total number of cars sold by VAMA increased over 20% compared to the same period in 2012, Savico and subsidiaries followed up with market situation closely, continued to develop services and achieved encouraging results.

Sales Volume – Sales Revenue – Services

Sales volume of Savico subsidiaries was 10,522 units achieving 111% target plan and increasing 23% compared to 2012.

Market share of SAVICO accounted for 10,3% of VAMA increasing 0,4% compared to 2012; the remarkable increases on sales of famous brands such as Toyota, Ford... have pushed the sales volume increase 4% compare to the entire market.

Revenue from sales and service of SAVICO achieved 8,015 VND billion increasing 24% compared to 2012. Most of brands have significantly grown in sales such as Toyota 29%, Ford 25% while some of them experienced a little change in sale growth such as GM same as 2012, Suzuki 1% and even Huyndai decreased 6%

Management costs: The total cost of the entire automobile sector was tightly controlled, only a slight increase of 5 %, while revenue rose 24 % over the same period has contributed to increase business efficiency in each subsidiaries and the whole system.



Profit before tax

Due to the increase in sales volume, decrease of interest, the prompt actions of inventory management and forecasting, automobile sector has witnessed huge changes, profit before tax system-wide increased triple compared to 2012.

Network Development

Ford projects: Implementation on setting up 3S Ford Can Tho, 2S Ford Gia Lai, 2S Toyota Hai Duong; Preparation to deploy 3S Ford Binh Duong.

Motorbike

Contrary to the automobile market, the entire vehicle market decreased nearly 12 % over the same period in 2012 as a consequence of pressure from economic difficulties and especially the unstable number of target consumers over the increase in output of suppliers. Many new models have been launched despite of weak demand of the market that finally led to further pressure the agents to lower their prices, reduced gross profit on each units to solve the inventory issues ... In the motorbike system of SAVICO, there were 5/7 subsidiaries which had ineffective business performance.

Sales Volume

SAVICO motorbike system had a sales volume of 16,604 units going down 21% compared to 2012. The situation got worse when the sales even went down at the end of 2013 which was supposed to be the high season of sales.

Revenue from Sales and service

Revenue from Sales and Service achieved 487,7 VND Billion, granted 92% target plan and decreased 15% compared to 2012, particularly there was a decrease of Suzuki 22%, Yamaha 12%; SYM 44% - the worst and only an increase 1% of Honda.

This has been the first year the business performance of motorbike sector was inefficient.

Other trading and services activities

Taxi

As the result of investing for new vehicles and increasing customer service, the sale revenue has had initial upgrading. The revenue from sales and service increased 15% compared to the same period of last year although the profit before tax has been counted to be a loss of VND 4.8 billion. To explain for this result, it was the beginning stage of new investment cycle thus the unbalance in financial statement was obviously accepted.

SAVICO MegaMall (SMM)

Continue to share the difficulties with clients since the real estate market was not out of the frozen state and the launching of a massive number of shopping centers; However, with the efforts to control costs and operating cash, restructure booth rental, business activities in Savico Mega Mall have been showing signs of improvement in late 2013 ...



SAVICO's Board Of Directors

PROPERTY SERVICES

In order to deal with market difficulties, the company has implemented drastic measures to withdraw cash flow from projects, assure stable revenue from office and space for lease and accelerate progress of key projects.

Despite difficulties in the beginning of the year, Savico Trade Center Tho has put high effort in searching for customers and succeeded to put the property back to operation; Prior to the effectiveness of space arrangement and application of flexible pricing policy, the exploitation from leasing (commercial center, office space for rent...) continued to maintain and resulted in the revenue of VND 54.4 billion accounted for 55% of the total profit of property services sector that contributed to improve the business efficiency of the whole company.

The Company has kepted focusing on processing key projects, ensuring the legal work and progress of compliance with objective.

FINANCIAL SERVICES

The company continued to structure proportion of assets and capital; simultaneously coordinated with related division to sort and shrink the size of the subsidiaries which operated in efficiently; conducted liquidity of investment portfolio to collect more than VND 300 billion cash flow that could raise fund for the operations of Savico subsidiaries.

The company proceeded negotiation with banks to lower loan interest. Thus the cost of capital has made huge changes, decreased 64 % over the same period which was equivalent to nearly 1 billion / month compared to the beginning of the year.

Savico strongly firmed the role of parent company in the control of short-term capital as well as the use of financial leverage in the system; The Company has guaranteed and supported financial to raise fund for subsidiaries and especially an advantage to loan the capital at low interest for new-established subsidiaries in order to gain the sale revenue quickly.

Governance

The company had a frequent routine to inspect and evaluate the investment effectiveness of each sector, particularly loans guaranteed by Savico in order to avoid the wrong investment. Besides, the company has focused on liquidity of projects and investment portfolio, revenue in cash flow, reinvestment for other business activities in order to reduce the loan balance at the bank and meet the capital needs of the business.

Related managers regularly reviewed and tested cost management progress of each department and sectors. As a result, there has been a decrease of over 10% compared to the planned cost to improve business efficiency.

EVALUATION OF 2013 BUSINESS OPERATION

The business outcomes of 2013 has been completed and exceeded the plan upon the huge efforts of the Board of Management, the Board of Directors, capital representatives, managers and workers who were united and ready to share and overcome difficulties and challenges, contributing to the sustainable development of the company.

EFFORTS TO GET HIGHER

Trading and services

- Focusing closely on monitoring the operation status of subsidiaries system, particularly the automobile sector has experienced huge changes over the same period, largely contributed to the business efficiency of the whole sector and also company. The business activities such as services, spareparts, accessories, warranty and repair ... had a significant growth in accordance with the objectives.
- The market forecasts and assessment, inventory control, implementation of flexible cost management have synchronized in system-wide in 2013. It has created a basis to gradually control the costs in each department and lead to strengthen governance in depth for every subsidiary and Savico system.
- The company has coordinated with other units in the system to evaluate the strategy implementation, set the operational objectives in the long term, develop risk prevention plan, be prepared to deal with market changes.
- There was the initial implementation of the restructuring process under the general direction of the Company; revision, evaluation and support to restructure inefficient units. In addition, SAVICO kept the leading role to create tight linkages between internal units in the system, support business activities, contribute to improve the business competency and efficiency of the company.

Property services

- SAVICO strictly followed the company objectives set out at the beginning of the year, cut in the total assets to contribute to revenue, cash flow and the business performance.
- The operation of stable income properties has been maintained to support for a sustainable growth in long-term; there was also an enthusiastic search for customers to gain the exploitation rate of office space leasing and commercial building.
- SAVICO accelerated the implementation of key projects: Hiep Binh Phuoc - Tam Binh Highway 13 ... quickly solved legal problems and put effort on looking for strategic partners to develop collaborative projects of the Company.

Financial services

- There was a strict control of cash flow, restructure the capital reasonably, and coordination with the relevant departments to closely monitor and support Savico's units to distribute capital appropriately.
- The Company also cut inefficient investments, structured and made the businesses streamlined and logical. Stop the issuing of VND 150 billion bonds due to effectively restructured of some investment in the financial and property services sector.
- Investment efficiency of each sector was conducted in order to propose suitable solutions to ensure the effectiveness of capital investments reaching a safe and sustainable level.

THE LIMITATIONS

Trading and services

- Despite market forecast was conducted as per plan, the business was still affected by market change
- Business activities were heavily dependent on government policies relating to automobiles; and orders and sales policies ruled by manufacturers or Area agents
- Solutions and efforts to improve motorbike sector and other commercial services didn't perform effectively.
- Income from a few units' dividends has not implemented according to plan and goals of the Company; Allocation plan, costs inspection for each department continued to control the observance ...

Property Services

- Project liquidation didn't meet the deadline and especially high-invested capital projects.
- The business efficiency of this sector has not proved the capability of a strong, stable and sustainable growth meanwhile oriented formulation activities and implementation schedule was still slow.

Financial Services

There was an improvement of the financial indicators however it didn't reach the safe and sustainable level.

2013 DIVIDEND

Regarding to resolution of 2013 Annual Shareholders Meeting, 2013 dividend is subjected to 12% of charter capital. The Board of Management plans to propose this option to Shareholders' Meeting.

2014 OBJECTIVES AND TASK-ORIENTATION

Objectives and missions of 2014

- After developing 2014, 2015 targets of the Company and having performance results, The Board of Management will have a strategic assessment for period 2010 to 2015, as the basis to deploy 2015 - 2020 strategy for the entire system.
- Develop and inform 2014 business targets to each unit, department and sector under a strict manner in term of costs and management in order to ensure business efficiency of the whole system. Continue to strengthening activities of 3 main sectors, focus on structural arrangements of ineffectively-operated units, increasing scale development of automobile - Motorbike industry and especially service development.
- Continue liquidity progress of investment portfolio, reduce in total assets, reduce in capital costs, ensure capital adequacy and efficiency, upgrade financial capacity throughout the system.
- Regularly review, evaluate the operations at the units,
- departments and sectors; keep abreast of market developments in order to offer timely solutions to improve business performance.
- Continue to train and develop human resources, take care of employees, restructure the organization structure, ensuring the sustainable development of the Company; complete the company governance policies, capital representatives policies, responsibilities-contract for personnel in management level.
- Improve the connection and division of functions and responsibilities of each Board of Management member. BOM 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.
- Organising assessment to conduct the result of implementing resolutions of BOM and Annual Shareholders Meeting in second term (2010-2015), simultaneously recommend to BOM and Shareholders Meeting necessary human resources to support for the third term (2015 - 2020).

2014 Business Objectives proposed by Board of Management to Annual Shareholder Meeting

CONSOLIDATED FINANCIAL STATEMENT	UNIT	2013 RESULT	2014 PLAN	2014 PLAN OVER 2013 RESULT (%)
Total Revenue	VND million	6,595,628	7,000,000	106.13
Profit before tax	VND million	84,711	90,000	106.24
Net profit after tax	VND million	61,120	65,000	106.35
Attributable to Equity holders of the Company	VND million	41,172	44,500	108.08
Dividend	% per charter capital	12	12	100.00

SOLUTIONS

Trading and Services

The reduction of registration fee in big cities is a positive signal will help the automobile market get prospered however, there are still potential market risks when the economy has not really grown firmly. In addition, the motorcycle market is forecasted to experience difficulties. In such a situation, the entire sector should focus on the following activities:

- Closely monitor the evolution of the market situation and forecast the impact of other policies to the automobile market. Develop plans for risk prevention, take advantage of the most of opportunities to improve business efficiency.
- Monitor operating expenses in all sections of each unit, and strengthen management quality, transparency in governance ... Improving management consolidation at Savico joint ventures where Savico has 50% capital contribution to reduce risk for parent company.
- Continue to promote quality, effectiveness of services and solutions to develop synchronous network in Ho Chi Minh City and other regions in order to maintain the sustainability of the automobile and motorbike industry. Aim to achieve the the brand reputation of Savico system via service quality.
- Restructure the subsidiaries in motorbike industry and develop contingency plan in the first 06 months of the year to well-settle risk prevention in case the market gets worse.
- Increased scale development, establishment under the motto of restructuring the entire system, developing human resource in place; deploy solutions to improve capital efficiency and identify sustainable profitability.



Conference planning system of Savico in 2014

Property services

- Maintain and exploit current space leasing and commercial center at max level; Search for strategic partners to cooperate in order to increase sales revenue, investment attract and business efficiency of leasing sector.
- Focus on liquidity of high-interest loan projects and reduce total assets in this sector in order to collect investment, minimize the cost and reinvest on new project.
- Specify business models and pursue the target segment which is suitable for investment capability, market condition and formulation and development cycle in long-term.
- Conduct assessment of total asset, capital and identify stable profitability of this sector.

Financial services

- Continuing to sell out and restructure of investment portfolio. Monitor capital proportion and costs, investment efficiency of each membered company. Consider to apply financial leverage and solution in system-wide.
- Monitor and tightly control business operation of units, sectors and investment efficiency of the parent company; Construct cash flow plans and business performance upon the financial indicators of the Company such as safety and sustainability.
- Responsible for checking of new investment projects to ensure the principle of prudence, the new investment projects must control capital resource, financial leverage,

and efficient use of capital investment and have contingency plans to minimize and control the impact and risks of this investment to the general operations.

Governance

- Strengthen Shareholder relationship, promote for marketing, provide full information to shareholders and investors. Regular monitor and suggest specific solutions to protect the value of Savico shares on the market.
- Continue to maintain and develop human resources, planning and training, improve the quality of staff, fulfill management capability, the company turns into an investment company; Prepare human resources for the implementation of the strategy period 2015-2020.

RECOMMENDATION

In the circumstance that the Company exceeds target profit of 2014 as registration, there will respectfully request that the Annual Shareholders Meeting approve to reward 10 % of the excess profits after tax over 2014 plan to tight the relationship, share bonus for the team and encourage timely Board of Management, Board of Directors, personnel in management level and capital representatives in the system.

REPORT OF BOARD OF MANAGEMENT



PROFIT BEFORE TAX HAS INCREASED

37.75%

ACTIVITIES OF BOARD OF MANAGEMENT

In 2013, Board of Management had activities as following: Direct Subcommittee to build consistent action plans to the operational objectives of the Company in order to advise and supervise the implementation of the strategy and minimize risks.

Analyze the market information and evaluate forecasts of market development trend in which three core business scopes of Savico are operated, thus the company was able to limit investment risk in the next years and ensure sustainable development.

Complete the business plan, manpower development plan in period 2014 - 2015 for every single unit in the entire system. Adjust the implementation of capital representative regulations; increase compliance of reporting regime; develop liability contract for the capital representatives; plan, train and foster capital representatives in order to consult, support and enhance operational efficiency of the units in the system.

Supervise the implementation of company governance policies, regulations promulgated by Board of Management and the compliance to Government's regulations and related agents.

Board of Management has hold 09 meetings and extended meeting of Management Board, 32 times to solicit opinions of members of the Board of Management in documents, which led to 50 decisions relating to the operation activities of the company, particularly:

- 13 decisions for Trading service sector
- 17 decisions for Real estate sector
- 05 decisions for Financial service sector
- 09 decisions on HR issues;
- 06 decision on other activities of the company.

Board of Management has cooperated with Supervisory Board to control the establishment of strategic plan and supervise

activities carried out targets and plans of the Board of Directors and Annual Shareholders' Meeting.

In January of 2014, the Board of Management has approved to elect Mr. Nguyen Binh Minh - a member of the Board of Management to the position of Vice Chairman of BOM and also appointed Mr. Nguyen Binh Minh to be Chief Executive Officer. In addition, the BOM also appointed Mr. Doan Van Quang to be Deputy General Director in charge of Research and Development ; Ms. Nguyen Thu Nga to be Deputy Managing Director in charge of administration; Mr. Ngo Van Danh to be Chief Accountant to replace for Mrs. Hoang Thi Thao due to her retirement ; and dismissed the position of Mr. Phan Tuan Dung as Deputy General Director since he needed to focus on building, operating, developing Savico Corporation Danang J.S.C as well as business strategies of Savico in the Central region.

RESULT FROM SUPERVISING ACTIVITIES OF GENERAL DIRECTOR AND OTHER MANAGERS

The BOM has closely monitored in high frequency, and timely supported to ensure operation efficiency of the General Director assisted the General Director and representatives of the capital in the company where SAVICO had capital contribution. Thereby, the General Director of the organization has developed and successfully implemented the following:

- Complete business plan and human resource development for period 2014 to 2015.
- Develop an operation plan and implement solutions applied in 2014.
- Implement flexible and comprehensive forecasting market, timely share information to help the units active in ordering, inventory managing and reducing financial pressure on costs.
- Implement building 3S Ford Can Tho dealer , 2S Ford Gia Lai dealer, and 2S Toyota Hai Duong dealer; prepare the necessary conditions to implement 3S Binh Duong Ford dealer; Establish and operate Savico Da Nang Corporation.



- Complete financial obligations, completion of land use rights certificate for Phuoc Hiep Binh - Tam Binh project; Transfer condominium into plots in Hiep Binh Phuoc - Tam Binh project and project at 56 Ben Van Don; Switch purpose usage of land into 22 plots for villas at Mercure Son Tra project.
- Focus strictly on controlling cash flow, structure capital reasonably, cut in inefficient investment portfolio, dismiss issuance of bonds to raise VND150 billion fund since some investment portfolio have successfully structured.
- Review, analyze and forecast business activity per month, per quarter to have timely guidance and effectively mobilize the resources of the Company.
- Check the compliance to the Government's regulations and the authorities operated under rules of the Company.

GENERAL EVALUATION

In 2013, BOM has implemented business plan and successfully exceeded business targets approved by the General Shareholders' Meeting as the result of the dedication and high efforts, along with the consensus to overcome difficulties and challenges contributed on the sustainable development of the whole system.

Trading and Services

- Focusing closely on monitoring the operation status of subsidiaries system, particularly the automobile sector has experienced huge changes over the same period, largely contributed to the business efficiency of the whole sector and also company. The business activities such as services, spare parts, accessories, warranty and repair ... had a significant growth in accordance with the objectives.
- The market forecasts and assessment, inventory control, implementation of flexible cost management have synchronized in system-wide in 2013. It has created a basis to gradually control the costs in each department and lead to strengthen governance in depth for every subsidiary and Savico system.
- The company has coordinated with other units in the system to evaluate the strategy implementation, set the operational objectives in the long term, develop risk prevention plan, be prepared to deal with market changes.
- There was the initial implementation of the restructuring process under the general direction of the Company; revision, evaluation and support to restructure inefficient units. In addition, SAVICO kept the leading role to create tight linkages between internal units in the system, support business activities, contribute to improve the business competency and efficiency of the company.

Property services

- SAVICO strictly followed the company objectives set out at the beginning of the year, cut in the total assets to contribute to revenue, cash flow and the business performance.
- The operation of stable income properties has been maintained to support for a sustainable growth in long-term; there was also an enthusiastic search for customers to gain the exploitation rate of office space leasing and commercial building.
- SAVICO accelerated the implementation of key projects: Hiep Binh Phuoc - Tam Binh Highway 13 ... quickly solved legal problems and put effort on looking for strategic partners to develop collaborative projects of the Company.

Financial Services

- There was a strict control of cash flow, restructure the capital reasonably, and coordination with the relevant departments to closely monitor and support Savico's units to distribute capital appropriately.
- The Company also cut inefficient investments, structured and made the businesses streamlined and logical. The action of issuing bonds to raise VND 150 billion fund has been dismissed due to effective restructure of some property in the financial and real estate sector
- Investment efficiency of each sector was conducted in order to propose suitable solutions to ensure the effectiveness of capital investments reaching a safe and sustainable level.

BUSINESS PLAN TARGETS IN 2014

As the global economy gets recovered slower than expected, domestic economy gets influence on the recovery time and even faces with new arising problems that adversely impacts to macroeconomic stability. However, company financial indicators have made a positive change based on the application of appropriate policies. With an aim to restructure the system to boost business performance, Board of Management sets out business activities in 2014 with a focus on the following:

- Concentrate on investing, scaling up and expanding market segments in core business sectors;
- Develop a complete business strategy 2015 - 2020;
- Consolidate and restructure subsidiaries in the system, take action to improve motorbike business sector. Support the construction business and operate internal governance regulations in the whole system of the company;
- Offer training and knowledge-fulfilling; pay high attention on developing human resources;

- Improving corporate culture to connect and resonate the entire system.

Prior to these oriented objectives, Board of Management has set 2014 financial objectives as following:

CONSOLIDATED FINANCIAL STATEMENT	UNIT	2014 TARGET
Revenue from sales and services	VND million	7,000,000
Profit before tax	VND million	90,000
Net profit after tax	VND million	65,000
Attributable to Equity holders of the Company	VND million	44,500
Dividend	% per charter capital	12

Board of Management highly evaluates and appreciates the devotion and efforts of Board of Directors, executive management team and the unite and teamwork of staff that remarkably contribute to the business development and strengthen SAVICO reputation in the market.

Board of Management also thanks to valued shareholders, investors, loyal clients for trusting, sharing and supporting SAVICO over years. Especially, we would like to show our gratitude to central agencies and city, Ben Thanh Group, consulting firms, banks, the state securities commission, HCMC Stock Exchange, Securities depository, media companies and communications firm to support and companion to the company in obstacle periods.

Sincerely yours.

SUPERVISORY BOARD'S REPORT

RESULTS OF INSPECTING AND SUPERVISING SAVICO OPERATION IN 2013

During the year, the Supervisory Board continued to implement periodic inspection activities. Upon the agreement with the Board of Directors, Supervisory Board actively arranged the coordination with Internal Management teams and departments to organize thematic forums about working. Supervisory Board fully participated in the meetings of Board of Management, Board of Directors to promptly update the activities and issues arising in the governance and administration term in order to give advisory opinions, suggestions. In addition, the Supervisory Board also created advantages to collect data, documents and information for inspection. In the fourth quarter of 2013, there was a change in position of Chief and member of Supervisor Board. To strengthen the operational personnel, Supervisory Board agreed with the Board of Management to employ two experienced and high-skilled staff to support the Supervisory Board. The election of additional members of the Supervisory Board will be made at the most recent Annual Shareholders Meeting.

TARGET	2013 TARGETS APPROVED BY ASM (VND MILLION)	RESULT (VND MILLION)	% TARGET	% COMPARED TO SAME PERIOD
Revenue from sales and services	6,000,000	6,595,628	110.0	121.4
Profit before tax	70,000	84,711	121.0	137.8
Profit after tax	55,000	61,120	111.1	130.7
Income of Parent company's share holders	36,500	41,172	112.8	91.8
Dividend	12%			

In the opinion of the Supervisory Board, the combination of favored conditions of the market and the flexibility of the Board and the Board of Directors in directing the business has brought positive results. In addition, there were several activities to encourage and support the company to meet and exceed the targets such as strengthening business transparency; continuing to complete the system of risk

RESULT OF INSPECTING AND SUPERVISING ACTIVITIES OF BOARD OF MANAGEMENT, BOARD OF DIRECTORS AND OTHER MANAGEMENT LEVELS

In 2013, Board of Management and Board of Directors implemented fully and effectively the content of resolution 2013 approved by Annual Shareholders Meeting. Board of Management has issued 50 decisions steering problems in management and administration that focused on the key issues such as the approval of the transfer and development of real estate projects; establishment, dissolution and guarantee funding for the membered companies in the system; appointments and changes in management personnel; restructure investment portfolios ... The Board of Management has complied with governance charter, corporate governance regulations and the provisions of the current law . Board of Directors was evaluated to well-follow and obey the plan based on the Board's direction . The results showed that the company has had an outstanding business performance and even exceeded the 2013 targets, as follows:

prevention; regularly inspecting members in the system and strictly applying penalties for violations; increasing managers' responsibilities for tasks through obligation contracts; timely consolidating weak members and the dissolve the units extending losses; Steering tight control in inventory, costs, liabilities and keep abreast of market developments in order to minimize risks.

In 2013, the company has restructured assets in the real estate sector through capitalizing property, liquidating investment portfolio to collect cash flow helping reduce the loan balance from 308 billion (as of 01/01/2013) to 252 billion (as of 31/12/2013), decreased 22.2%, respectively. This is very significant in the present context because it lead to a healthier and safer state of Company finance.

In order to separate the functions of strategic planning and executive managing, Board of Management has appointed a new General Director in early 2014. Thereby, BOM was capable of having effective supervisions over the activities of General Director and other management personnel. Moreover, Board of Management has raised upsolutions to improve efficiency of capital representatives' activities such as strengthen monitoring and evaluation as well as assign and replace personnel in some units intensively. About sub-committees assisting Board of Management, the Board continued to enhance job specialization, arranged independent members of BOM to manage and employ staff for some sub-committees to enhance the role of advising and contrast-measuring for strategy as well as business management solutions.

EVALUATION OF 2013 CONSOLIDATED FINANCIAL STATEMENTS

The Supervisory Board has checked the 2013 financial statements of the company. In the opinion of Supervisory Board, the separate and consolidated financial statements reflect a true and fair view of the Group's financial position, cash flows and operating result in fiscal year 2013.

REMARKS AND RECOMMENDATION ON COMPANY BUSINESS

In 2013, the financial position of the parent company has continued to be improved based on the solution of restructuring assets and withdrawing to collect cash flow in order to reduce debt and interest, which helped capital balance moving in a positive direction at end of the year. Since then, the pressure in the coordination of cash flow for operations, reinvestment and extended investments has been lightly released.

Based on the referenced indicators of the credit rating agencies, SAVICO financial indicators have reached a safe and sustainable such as self-funding ratio was 44.5 % (safe level is 45 %), leverage ratio was 27.7 % on capital (sustainable level is 44.8 %). However, other indicators were still low compared to the level of safety as the current ratio was 0.41 (safe level is 1.1) , ROA was 2.4 % (safe level is 5.5 %) , ROE was 5.4 % (security level is 10.8 %). Thus, the company needs to continue restructuring to improve financial solvency. At the same time,



it is suggested to have a sharp cut of assets / investments returned non-profit and less profit or search for a partner to co-invest, exploit and contribute to increased profitability. It will lead the financial indicators to safe and sustainable level.

The company should continue to promote the role of advising and contrast-measuring of the Sub-Committee and the independent members of the Board; improve the risk management system through the review and establishment of governance regulations; enhance the quality of capital representatives, the Board supervisors; apply obligation contract for managers; well-coordinate with the Supervisory Board in planning the business operation and regularly check the implementation of General Assembly of Shareholders' assignments.

REMUNERATION AND EXPENSES OF BOARD OF MANAGEMENT, BOARD OF DIRECTORS, SUPERVISORY BOARD

Remuneration and expenses of Board of Management, Board of Directors, and Supervisory Board in 2013 is 3.529.000.000 đồng.

2014 OBJECTIVE AND TASK-ORIENTATIONS

Submitting Annual Shareholders Meeting 2014 additional members for the Supervisory Board to strengthen the operational personnel.

Inspecting and monitoring the implementation of the 2014 Resolution approved by the General Assembly of Shareholders. To perform the functions and duties of the Supervisory Board those are specified in the company charter and governance regulation. In addition, the Supervisory Board will actively coordinate with internal management department in schedule to have business assessments of every unit in the system.

RISK MANAGEMENT

Risk management activities have been focused in Savico for years. Board of Management and Board of Directors has proactively requested members of the system to self-define existing and potential the risks, as well as through the independent consultant to evaluate the importance of risk management activities accurately.

Company aims to build risk management and control culture by setting the appropriate system from management downwards, encourage self-awareness, defining roles and conducting responsibility of every individual in risk management activities through major risks.

The company develops and implements adjustment on structure to promote transparency in operations management ; assign clear responsibilities ; each department is responsible for internal risk control ; using an independent consultant on risk issues ; use some insurance means ... thereby contributes to limit the risks that may arise.

TRANSACTION, REMUNERATION AND ALLOWANCES OF BOM, BOD AND SUPERVISORY BOARD

POSITION	2013 VND
Member of BOM	2.626.500.000
Member of BODs	790.000.000
Member of Supervisory Board	112.500.000
	3.529.000.000

INFORMATION OF SHARE AND SHAREHOLDERS

SHARE INFORMATION from 01/01/2013 to 31/12/2013

SHARE STATISTICS IN 2013	UNIT	QUANTITY
Listed price as of December 31st 2013	VND per share	15.000
Listed price as of December 28nd 2012	VND per share	13.600
The highest price of the year	VND per share	16.800
The lowest price of the year	VND per share	10.900
Total trading volume	share	22.480.120
Average trading volume per session	Share per session	89.920
Volume of listed share	share	24.995.573
Volume of outstanding share	share	24.975.507
The total market capitalization as of December 31st 2013	VND billion	374.6
Total book value of the company as of December 31st 2013	VND billion	741.6
EPS (2013)	VND per share	1.648
P/E (31/12/2013)	times	9.10
P/B (31/12/2013)	times	0.51
The ownership proportion of foreign investors as of December 31st 2013	%	4.59
The ownership proportion of state Agents as of December 31st 2013	%	40.78

The ownership proportion of shareholders regarding to Shareholder list as of February 26th 2014

0,08% treasury share (20.066)

2.89% BOM, BOD, Supervisory Board, Chief Accountant (723.361)

8.90% foreign shareholders (2.224.647)

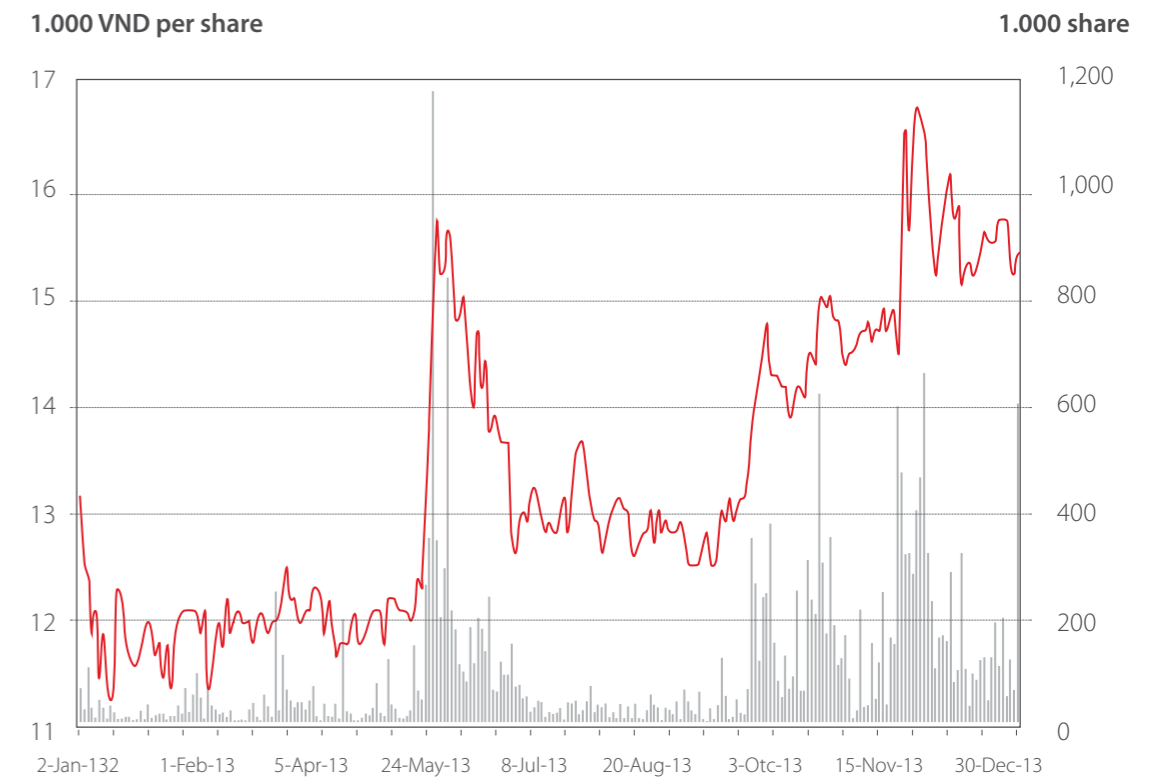
State shareholders (10.192.823)

40.78%

Domestic shareholders (11.834.676)

47.35%

CLOSING PRICE MOVEMENT AND TRADING VOLUMES IN 2013



TRADING OF TREASURY SHARE (from January 01st 2013 to December 31st 2013)

The company didn't sell/buy any treasury share in 2013, the total treasury share was 20,066 share as of December 31st 2013.

COMPANY/TRADER	SHAREHOLDER CLASSIFICATION	SHARE VOLUME BEFORE TRANSACTION DATE	TRADING SHARE VOLUME		SHARE VOLUME AFTER TRANSACTION DATE	ENDING TIME OF TRADING
			Buying	Selling		
Toyota East Saigon JSC	Organisation related to Board of Management	0	200.000		200.000	22/03/2013
Phan Tuan Dung	Deputy General Director	88.300		88.300	0	17/04/2013
SSI Asset Management Co., Ltd.	Major shareholder	2.484.790		275.900	2.208.890	25/11/2013
SSI Asset Management Co., Ltd.	Major shareholder	2.208.890		263.420	1.945.470	27/11/2013
Jom Silkkitie Investment Fund	Major shareholder	772.390	527.610		1.300.000	02/01/2014
Jom Silkkitie Investment Fund	Major shareholder	1.300.000	500.000		1.800.000	11/02/2014

SHAREHOLDERS' STRUCTURE (based on shareholder list as of February 28th 2014)

SHAREHOLDER	SHAREHOLDER CLASSIFICATION	OWNERSHIP PERCENTAGE %	NUMBER OF SHAREHOLDER	SHAREHOLDER NATURE	
				ORGANIZATION	INDIVIDUAL
State shareholder	10.192.823	40,78	1	1	
BOM, BOD, Supervisory Board, Chief Accountant	723.361	2,89	8		8
Domestic shareholders	11.834.676	47,35	1.685	54	1.631
Foreign shareholders	2.224.647	8,90	46	7	39
Treasury shares	20.066	0,08	1	1	
Total	24.995.573	100	1.741	63	1.678

As the finalized date of shareholder list at February 26th 2014, SAVICO has 1,740 shareholders over total outstanding shares. Board of Management, Board of Directors, Supervisory Board, Chief Accounting own 723,361 shares equivalent to 2.89% of total shares outstanding. There are some major shareholders such as Ben Thanh Group holds 10,192,823 shares (40.78%); SSI Asset Management Co., Ltd. owns a total of 1,945,470 shares (7.78%), Jom Silkkitie Investment Fund owns 1,800,000 shares (7.2%). Savico has 46 foreign shareholder owning 2,224,647 shares accounted for 8.9% of the outstanding shares.

LIST OF SHAREHOLDERS OWNED FROM AND ABOVE 5%

(regarding to list of shareholders as of February 28th 2014)

SHAREHOLDER	ADDRESS	OWNED SHARE VOLUME	PERCENTAGE
Ben Thanh Group	27 Nguyen Trung Truc Street, District 1, HCMC	10.192.823	40,78
SSI Asset Management Co., Ltd.	5th Floor, 1C Ngo Quyen, Hoan Kiem Dist, Ha Noi	1.945.470	7,78
Jom Silkkitie Investment Fund	Puna Vuorencatu 2A A 00120 Helsinki, Finland.	1.800.000	7,20

Ownership percentage of BOM members, BODs members, Supervisory Board members and Chief Accountant (regarding to list of share holders as of February 28th 2014)

FULLNAME	POSITION	OWNED SHARE VOLUME	%
Nguyen Vinh Tho	Chairman	550.062	2,201
Nguyen Binh Minh	Vice Chairman General Director	67.900	0,272
Ta Phuoc Dat	BOM member Deputy General Director	27.726	0,111
Te Tri Dung	BOM member	-	0,000
Vo Hien	BOM member Deputy General Director	77.673	0,311
Le Hung	BOM member	-	0,000
Luong Quang Hien	BOM member	-	0,000
Mai Viet Ha	Deputy General Director	7.800	0,031
Phan Tuan Dung	Deputy General Director	-	0,000
Doan Van Quang	Deputy General Director	30.023	0,120
Nguyen Thu Nga	Deputy General Director	2.605	0,010
Nguyen Cong Binh	Supervisory Board member	156	0,001
Ngo Van Danh	Chief Accountant	-	0,000

INVESTOR RELATIONS (IR)



Savico investor conference

In 2012, SAVICO strictly complied with the requirements of announcing timely, accurate and full information. The Company highly recognised that the announcement of clear, full and accurate information was a responsibility to investors, as well as a need for the sustainable development of SAVICO.

Aiming to improve care to shareholders, investors and customers of the Company, investor relations (IR) was increasingly improved and enhanced. The Company creates more diverse channels to transfer information to shareholders and investors such as an Annual Shareholders Meeting, informing quarterly business results on the website (www.savico.com) or through mass media.

Notably, the Company received positive feedbacks from the investor community. The Company has improved the Investor Relations section on the website (www.savico.com.vn). The Company's annual report has been voted one of the best annual reports for consecutive six years (2007 - 2012) and SAVICO was also awarded and voted to be one of company having impressive investor relations activities.

SOCIAL RESPONSIBILITIES, UNION ACTIVITIES AND OTHERS



Activities of unions had great incentives to boost the enthusiastic in every staff to complete the tasks; Company unions cooperated with membered companies' ones to launch emulation movements to promote initiative and professional skills in the workplace; hold professional skill contests (there were 19 outstanding individuals awarded); make a good job of caring physical and spiritual life of employees such as organising yearly company vacation, SAVICO family day, gifting on occasions of Mother's Day, Father's day... Especially, SAVICO unions had significant helps to those who had difficult family situations, such as giving a house to some employees of Ben Thanh Savico, supporting to repair houses, surveying to take care for poor employees to celebrate Tet Giap Ngoc... After two years, SAVICO Fund

offered over VND 877 million VND to support for employees. In spite of the difficult business situation, SAVICO still showed a sense of sharing with the poverty in society, such as donating money to poverty supporting fund of Ben Thanh Group and build house for poor patients of Red Cross District 1.

The Youth Union takes the initiative in mobilizing employees to join in ideological education for the young such as Forum about Truong Sa Island, visiting and gifting for orphans in Phat Vo Pagoda (Nha Be) and more... In addition, on the occasion of the 31th anniversary of SAVICO and 16th anniversary of Ben Thanh Group, youth union organized and took part in cultural movements in order to create a cheerful, competitive atmosphere in the entire system.

AWARDS AND BRAND DEVELOPMENT ACTIVITIES

2013 ACHIEVED AWARDS

SAVICO and some of SAVICO members had achieved several prizes and awards granted by prestigious organizations as following:

SAVICO was ranked in Top 100 and three membered companies: Toyota East Saigon J.S.C, Saigon Ford Co., Ltd.; Toyota Long Bien J.S.C were ranked in Top 200 of 2013 Vietnam Gold Star Award;

SAVICO and 02 membered companies Toyota East Saigon J.S.C; Saigon Ford Co., Ltd were granted to be HCMC Model Enterprises;

Listed in Top 30 Best Annual Report 2013;

Listed in Trusted Brand; Sustaining development Companies voted by Vietnam Enterprises.

SAVICO and two membered companies: Toyota East Saigon JSC and Sai Gon Auto Co., Ltd. were listed in Vietnam's top 500 largest enterprises (VRN 500).

Savico was recognized to be one of the fastest growing enterprise in Vietnam (FAST 500) by Vietnam Report JSC ...

Other awards granted by suppliers:

Toyota East Saigon JSC was ranked 3rd in Customer Care Skill.

Ben Thanh Ford J.S.C and Toyota Long Bien Co., Ltd. was ranked 1st in Advisory Service; 1st in Best Technicians and 3rd in spare part.

Saigon Ford Co., Ltd ranked 3rd in Advisory Service and 2nd in Customer Care skills .



Savico were listed in Top 30 Best Annual Report 2013

Savico were listed in Vietnam's top 500 largest enterprises (VRN 500)

Savico were granted to be HCMC Model Enterprises

“SAVICO vision, mission and core value are essential elements of foundation for creativities, breakthroughs, stable growth and firm Savico position in the market”

Over 30 years of establishment and development, SAVICO vision, mission and core value are essential elements of foundation for creativities, breakthroughs, stable growth and firm Savico position in the market. Business strategy of the company is to concentrate on developing 3 core business scopes: Trading, Real Estate and Financial Services; and Trading Services sector is identified as a key sector. In 2013, Savico continued to overcome obstacles and maintain growth speed; Total consolidated revenue reached over VND 6,595 billion, and higher 10% than the plan; Increased 21.4 % over the same period in 2012; Consolidated profit before tax reached 84.7 billion and exceeded 21 % of the plan ; grew nearly 38 % over the same period in 2012 ; Upon the effective operation and outstanding business growth every year, SAVICO always claims a strong position in the market and recognized by the prestigious organizations such as Top 100 Vietnam Gold Star Award in the 07 consecutive years since 2007 to 2013; Top 30 Best Annual Report Award; Top 500 largest enterprises in Vietnam ... Income of employees was increased to ensure a well-provided life, Savico also focused on training, restructuring organization, enhance towards mount with source level capability to enhance competition; The company has developed, employ additional mid-level to senior human resources from current staff.

Savico constantly put high efforts to upgrade all services in order to maintain trust in customers. Especially in the current economic crisis, SAVICO has proven that the most severe time was the chance to perform the core competency and the bravery of the company to keep moving forward and reach bigger ambitions of success.

Savico success comes from the transparency in finance, credibility and trust of partners, customers and shareholders; the company intends to have extra efforts on marketing, building brand image and continues to invest and expand network in order to develop a sustainable business growth. On the other hand, the company is always willing to share the difficulties in order to offer the best solutions for every business scopes. As the result, the number of long-relationship partners and customers have maintained over years. That is truly the priceless "property", which the company has owned through development, and despite of the difficult period as last year, the company has always treasured this "property" and try the best to maintain. As gold is tested by fire, along with gradual bright accretion of Vietnam's economy recently since there have been signals of economic recovery, it is certain that the companies with sustainable growths like Savico will reap more successes in the integration.

Capital comprises cash and demand deposit. The amounts equivalent to capital are short - term investments, which are high liquidity and able to get back into capital without the risk of losing value of the investment; and it aims to serve short-term payment rather than investment or other purpose.



SEPARATE FINANCIAL STATEMENTS 2013

TOTAL RESOURCES

1,482,310

MILLION VND

CORPORATE INFORMATION

SAIGON GENERAL SERVICE CORPORATION

Separate financial statements for the year ended 31 December 2013

DECISION NO.

3448/QD-UB	9 July 2004
3449/QD-UB	9 July 2004

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

BUSINESS LICENCE

4103002955	15 December 2004
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The Company's business licence has been amended several times, the most recent of which is by business licence No. 0301154821 dated 25 January 2014. The business licence was issued by Ho Chi Minh City Planning and Investment Department.

BOARD OF MANAGEMENT

Mr. Nguyen Vinh Tho	<i>Chairman</i>
Mr. Nguyen Binh Minh	<i>Vice Chairman</i> <i>(from 8 January 2014)</i>
Mr. Nguyen Binh Minh	<i>Member</i> <i>(until 8 January 2014)</i>
Mr. Ta Phuoc Dat	<i>Member</i>
Mr. Vo Hien	<i>Member</i>
Mr. Te Tri Dung	<i>Member</i>
Mr. Luong Quang Hien	<i>Member</i>
Mr. Le Hung	<i>Member</i>

BOARD OF DIRECTORS

Mr. Nguyen Binh Minh	<i>General Director</i> <i>(from 8 January 2014)</i>
Mr. Nguyen Vinh Tho	<i>General Director</i> <i>(until 8 January 2014)</i>
Mr. Nguyen Binh Minh	<i>Deputy General Director</i> <i>(until 8 January 2014)</i>
Mr. Doan Van Quang	<i>Deputy General Director</i> <i>(from 8 January 2014)</i>
Ms. Nguyen Thu Nga	<i>Deputy General Director</i> <i>(from 8 January 2014)</i>
Mr. Ta Phuoc Dat	<i>Deputy General Director</i>
Mr. Vo Hien	<i>Deputy General Director</i>
Mr. Phan Tuan Dung	<i>Deputy General Director</i>
Mr. Mai Viet Ha	<i>Deputy General Director</i>

SUPERVISORY BOARD

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

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 separate financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements applicable to financial reporting. In the opinion of the Board of Directors:

- the separate financial statements set out on pages 6 to 54 give a true and fair view of the separate financial position of Saigon General Service Corporation ("the Company") as at 31 December 2013, and of the separate results of operations and the separate 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 applicable to financial reporting; 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



Nguyen Binh Minh
General Director

Ho Chi Minh City, 18 March 2014

INDEPENDENT AUDITORS' REPORT



KPMG Limited Branch
10th Floor, Sun Wah Tower
115 Nguyen Hue Street,
District 1, Ho Chi Minh City
The Socialist Republic of Vietnam

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Fax + 84 (8) 3821 9267
Internet www.kpmg.com.vn

To the Shareholders Saigon General Service Corporation

We have audited the accompanying separate financial statements of Saigon General Service Corporation (“the Company”), which comprise the separate balance sheet as at 31 December 2013, the 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 Board of Directors on 18 March 2014, as set out on pages 6 to 54.

Management’s Responsibility for the Financial Statements

The Company’s Board of Directors is responsible for the preparation and fair presentation of these separate financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements applicable to financial reporting, and for such internal control as the Board of Directors determines necessary to enable the preparation of separate financial statements that are free from material misstatement, whether due to fraud or error.

Auditor’s Responsibility

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 comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the separate financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate financial statements. The procedures selected depend on the auditor’s judgement, including the assessment of the risks of material misstatement of the separate financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation and fair presentation of the separate financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the separate financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Audit opinion

In our opinion, the separate financial statements give a true and fair view, in all material respects, of the separate financial position of Saigon General Service Corporation as at 31 December 2013 and of its separate results of operations and its separate cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements applicable to financial reporting.

KPMG Limited’s Branch in Ho Chi Minh City, Viet Nam

Operating registration certificate No.: 4114000230
Audit Report No.: 13-01-307



Nguyen Thanh Nghi

Practicing Auditor Registration Certificate
No. 0304-2013-007-1
Deputy General Director

Ho Chi Minh City, 18 March 2014

Chang Hung Chun

Practicing Auditor Registration Certificate
No. 0863-2013-007-1

SEPARATE BALANCE SHEET

As at 31 December 2013

Form B 01 - DN

ASSETS	CODE	NOTE	31/12/2013 VND	31/12/2012 VND
Current assets (100 = 110 + 120 + 130 + 140 + 150)	100		187.523.929.721	106.291.440.413
Cash and cash equivalents	110	4	24.515.494.949	4.455.549.627
Cash	111		13.647.729.787	4.455.549.627
Cash equivalents	112		10.867.765.162	-
Short-term investments	120	5	42.673.301.361	12.880.000.000
Short-term investments	121		61.954.136.000	54.800.000.000
Allowance for diminution in the value of short-term investments	129		(19.280.834.639)	(41.920.000.000)
Accounts receivable	130	6	117.799.354.716	84.755.837.466
Accounts receivable - trade	131		6.449.948.663	14.296.090.285
Prepayments to suppliers	132		85.799.625.113	20.750.113.731
Other receivables	135		25.549.780.940	49.709.633.450
Inventories	140	7	43.813.382	106.619.587
Other current assets	150		2.491.965.313	4.093.433.733
Short-term prepayments	151		-	7.916.671
Deductible value added tax	152		386.504.617	917.360.319
Taxes receivable from State Treasury	154		38.130.512	-
Other current assets	158		2.067.330.184	3.168.156.743

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

	CODE	NOTE	31/12/2013 VND	31/12/2012 VND
Long-term assets (200 = 210 + 220 + 240 + 250 + 260)	200		1.294.785.898.150	1.286.666.428.487
Accounts receivable – long-term	210	6	76.845.621.247	62.845.621.247
Other long-term receivables	218		76.845.621.247	62.845.621.247
Fixed assets	220		662.305.788.765	539.390.473.363
Tangible fixed assets	221	8	2.344.961.306	3.106.895.739
Cost	222		9.950.639.888	10.843.930.349
Accumulated depreciation	223		(7.605.678.582)	(7.737.034.610)
Intangible fixed assets	227		43.174.479.684	43.961.077.356
Cost	228		47.084.099.490	47.084.099.490
Accumulated depreciation	229		(3.909.619.806)	(3.123.022.134)
Construction in progress	230		616.786.347.775	492.322.500.268
Investment property	240	11	179.039.700.824	185.143.232.657
Cost	241		225.388.783.099	224.224.251.966
Accumulated depreciation	242		(46.349.082.275)	(39.081.019.309)
Long-term investments	250	12	372.800.675.746	493.817.114.738
Investments in subsidiaries	251		154.045.222.000	157.072.107.279
Investments in associates	252		56.353.359.436	58.230.309.000
Other long-term investments	258		185.662.344.630	303.954.496.328
Allowance for diminution in the value of long-term investments	259		(23.260.250.320)	(25.439.797.869)
Other long-term assets	260		3.794.111.568	5.469.986.482
Deferred tax assets	262	13	2.583.611.568	4.259.486.482
Other long-term assets	268		1.210.500.000	1.210.500.000
TOTAL ASSETS (270= 100 + 200)	270		1.482.309.827.871	1.392.957.868.900

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

SEPARATE BALANCE SHEET (continued)

As at 31 December 2013

Form B 01 - DN

RESOURCES	CODE	NOTE	31/12/2013 VND	31/12/2012 VND
LIABILITIES (300 = 310 + 330)	300		823.324.350.517	738.251.609.891
Current liabilities	310		461.165.259.840	352.884.769.949
Short-term borrowings	311	14	60.427.675.248	93.686.173.330
Accounts payable - trade	312		3.810.712.537	10.232.605.647
Advances from customers	313	15	179.366.247.551	34.993.474.130
Taxes payable to State Treasury	314	16	6.796.906.468	21.282.623.305
Payables to employees	315		30.415.871.234	28.015.582.862
Accrued expenses	316	17	12.469.584.234	15.289.381.947
Other payables	319	18	164.623.597.375	144.919.337.824
Bonus and welfare fund	323	19	3.254.665.193	4.465.590.904
Long-term liabilities	330		362.159.090.677	385.366.839.942
Other long-term liabilities	333	20	115.427.465.521	114.501.317.327
Long-term borrowings	334	21	191.887.691.844	214.459.700.672
Unearned revenue	338	22	54.843.933.312	56.405.821.943
EQUITY (400 = 410)	400		658.985.477.354	654.706.259.009
Owners' equity	410	23	658.985.477.354	654.706.259.009
Share capital	411	24	249.955.730.000	249.955.730.000
Capital surplus	412		317.064.858.303	317.064.858.303
Treasury shares	414	24	(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		67.717.059.603	63.437.841.258
TOTAL RESOURCES (400 = 300 + 400)	440		1.482.309.827.871	1.392.957.868.900

OFF BALANCE SHEET ITEM

	31/12/2013	31/12/2012
Foreign currency included in cash:		
USD	335	681

18 March 2014

Prepared by



Ngo Van Danh
Chief Accountant

Approved by



Nguyen Binh Minh
General Director

SEPARATE STATEMENT OF INCOME

For the year ended 31 December 2013
Form B 02 - DN

	CODE	NOTE	2013 VND	2012 VND
Total revenue	01	25	61.687.928.299	91.934.395.742
Less revenue deductions	02	25	(85.983.120)	(96.464.520)
Net revenue (10 = 01 + 02)	10	25	61.601.945.179	91.837.931.222
Cost of sales	11	26	(29.306.395.006)	(49.160.637.023)
Gross profit (20 = 10 + 11)	20		32.295.550.173	42.677.294.199
Financial income	21	27	56.793.225.308	47.829.155.885
Financial expenses	22	28	(26.831.954.400)	(99.653.967.010)
<i>In which: Interest expense</i>	23		<i>(24.429.651.652)</i>	<i>(67.469.727.289)</i>
Selling expenses	24		(596.703.986)	(1.045.665.276)
General and administration expenses	25		(28.910.609.778)	(39.929.137.547)
Net operating profit/(loss) (30 = 20 + 21 + 22 + 24 + 25)	30		32.749.507.317	(50.122.319.749)
Other income	31	29	10.912.060.182	116.302.234.120
Other expenses	32		(1.543.346.522)	(3.185.024.906)
Results of other activities (40 = 31 + 32)	40		9.368.713.660	113.117.209.214
Profit before tax (50 = 30 + 40)	50		42.118.220.977	62.994.889.465
Income tax expense - current	51	30	(4.902.822.533)	(8.127.773.455)
Income tax expense - deferred	52	30	(1.675.874.914)	(904.271.830)
Net profit after tax (60 = 50 + 51 + 52)	60		35.539.523.530	53.962.844.180
Basic earnings per share	70	31	1.423	2.161

18 March 2014

Prepared by



Ngo Van Danh
Chief Accountant

Approved by



Nguyen Binh Minh
General Director

SEPARATE FINANCIAL STATEMENTS

For the year ended 31 December 2013
Form B 09 - DN

	CODE	NOTE	2013 VND	2012 VND
CASH FLOWS FROM OPERATING ACTIVITIES				
Profit before tax	01		42.118.220.977	62.994.889.465
Adjustments for				
Depreciation and amortisation	02		8.811.136.109	9.213.303.085
Allowances and provisions	03		110.987.090	8.480.340.577
Gains on disposal of fixed assets	05		(20.000.000)	(3.957.948.227)
Dividends and interest income	05		(20.006.412.747)	(26.980.505.563)
Losses on trading securities	05		-	13.116.458.898
Losses on disposals of investments in subsidiaries and other long-term investments	05		47.272.155	-
Interest expense	06		24.429.651.652	67.469.727.289
Operating profit before changes in working capital	08		55.490.855.236	130.336.265.524
Change in receivables and other current assets	09		59.100.341.653	86.846.307.715
Change in inventories	10		62.806.205	9.924.273.146
Change in payables and other liabilities	11		139.757.846.330	(107.140.167.972)
Change in prepayments	12		346.265.269	1.891.813.301
			254.758.114.693	121.858.491.714
Interest paid	13		(48.869.541.625)	(67.920.505.208)
Corporate income tax paid	14		(13.754.026.122)	(1.017.236.047)
Other receipts from operating activities	15		9.312.189.790	-
Other payments for operating activities	16		(7.495.723.896)	(8.205.939.794)
Net cash flow from operating activities	20		193.951.012.840	44.714.810.665

SEPARATE FINANCIAL STATEMENTS

(continued)

For the year ended 31 December 2013 (Indirect method)
Form B 09 - DN

	CODE	NOTE	2013 VND	2012 VND
CASH FLOWS FROM INVESTING ACTIVITIES				
Payments for additions to fixed assets and other long-term assets	21		(116.770.892.513)	(56.512.649.604)
Change in other non-current assets			-	720.000.000
Proceeds from disposals of investments in securities	22		6.570.300.000	152.339.211.000
Proceeds from disposals of fixed assets and other long-term assets	22		45.000.000	12.996.394.441
Proceeds from disposals of investments in subsidiaries and associates	23		1.960.000.000	-
Payments for investments in other entities	25		(2.740.795.979)	(28.809.000.000)
Receipts of dividends and interest income	27		17.531.519.034	27.684.213.513
Net cash flow from investing activities	30		(93.404.869.458)	108.418.169.350
CASH FLOWS FROM FINANCING ACTIVITIES				
Proceeds from short-term and long-term borrowings	33		77.691.207.789	277.636.800.034
Payments to settle loan principals	34		(133.521.714.699)	(398.899.348.448)
Payments of dividends	36		(24.655.691.150)	(37.463.260.500)
Net cash flow from financing activities	40		(80.486.198.060)	(158.725.808.914)

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

	CODE	NOTE	2013 VND	2012 VND
Net cash flows during the year (50 = 20 + 30 + 40)	50		20.059.945.322	(5.592.828.899)
Cash and cash equivalents at the beginning of the year	60		4.455.549.627	10.048.378.526
Cash and cash equivalents at the end of the year (70 = 50 + 60)	70	4	24.515.494.949	4.455.549.627

Prepared by



Ngo Van Danh
Chief Accountant

18 March 2014

Approved by



Nguyen Binh Minh
General Director

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

CONSOLIDATED FINANCIAL STATEMENTS 2013

PROFIT AFTER TAX

61,120

BILLION VND

CORPORATE INFORMATION

SAIGON GENERAL SERVICE CORPORATION

Consolidated financial statements for the year ended 31 December 2013

DECISION NO.

3448/QD-UB	9 July 2004
3449/QD-UB	9 July 2004

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

BUSINESS LICENCE

4103002955	15 December 2004
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The Company's business licence has been amended several times, the most recent of which is by business licence No. 0301154821 dated 25 January 2014. The business licence was issued by Ho Chi Minh City Planning and Investment Department.

BOARD OF MANAGEMENT

Mr. Nguyen Vinh Tho	<i>Chairman</i>
Mr. Nguyen Binh Minh	<i>Vice Chairman</i> <i>(from 8 January 2014)</i>
Mr. Nguyen Binh Minh	<i>Member</i> <i>(until 8 January 2014)</i>
Mr. Ta Phuoc Dat	<i>Member</i>
Mr. Vo Hien	<i>Member</i>
Mr. Te Tri Dung	<i>Member</i>
Mr. Luong Quang Hien	<i>Member</i>
Mr. Le Hung	<i>Member</i>

BOARD OF DIRECTORS

Mr. Nguyen Binh Minh	<i>General Director</i> <i>(from 8 January 2014)</i>
Mr. Nguyen Vinh Tho	<i>General Director</i> <i>(until 8 January 2014)</i>
Mr. Nguyen Binh Minh	<i>Deputy General Director</i> <i>(until 8 January 2014)</i>
Mr. Doan Van Quang	<i>Deputy General Director</i> <i>(from 8 January 2014)</i>
Ms. Nguyen Thu Nga	<i>Deputy General Director</i> <i>(from 8 January 2014)</i>
Mr. Ta Phuoc Dat	<i>Deputy General Director</i>
Mr. Vo Hien	<i>Deputy General Director</i>
Mr. Phan Tuan Dung	<i>Deputy General Director</i>
Mr. Mai Viet Ha	<i>Deputy General Director</i>

SUPERVISORY BOARD

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

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 consolidated financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements applicable to financial reporting. In the opinion of the Board of Directors:

- the consolidated financial statements set out on pages 6 to 60 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 2013, 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 applicable to financial reporting; 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 Binh Minh
General Director

Ho Chi Minh City, 18 March 2014

INDEPENDENT AUDITORS' REPORT



KPMG Limited Branch
10th 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

We have audited the accompanying consolidated financial statements of Saigon General Service Corporation ("the Company") and its subsidiaries (together referred to as "the Group"), which comprise the consolidated balance sheet as at 31 December 2013, the 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 Board of Directors on 18 March 2014, as set out on pages 6 to 60.

Management's Responsibility for the Financial Statements

The Company's Board of Directors is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the statutory requirements relevant to financial reporting, and for such internal control as the Board of Directors determines necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

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 comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Audit opinion

In our opinion, the consolidated financial statements give a true and fair view, in all material respects, of the consolidated financial position of Saigon General Service Corporation and subsidiaries as at 31 December 2013 and of their consolidated results of operations and their consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements applicable to financial reporting.

KPMG Limited's Branch in Ho Chi Minh City, Viet Nam

Operating registration certificate No.: 4114000230
Audit Report No.: 13-01-307



Nguyen Thanh Nghi

Practicing Auditor Registration Certificate
No. 0304-2013-007-1

Deputy General Director

Ho Chi Minh City, 18 March 2014

Chang Hung Chun

Practicing Auditor Registration Certificate
No. 0863-2013-007-1

CONSOLIDATED BALANCE SHEET

As at 31 December 2013

Form B 01 - DN/HN

ASSETS	CODE	NOTE	31/12/2013 VND	31/12/2012 VND
CURRENT ASSETS (100 = 110 + 120 + 130 + 140 + 150)	100		904.383.830.530	747.081.796.641
Cash and cash equivalents	110	5	187.157.793.659	222.128.381.716
Cash	111		160.727.048.497	102.304.749.716
Cash equivalents	112		26.430.745.162	119.823.632.000
Short-term investments	120	6	42.675.353.904	12.882.052.543
Short-term investments	121		61.956.188.543	54.802.052.543
Allowance for diminution in the value of short-term investments	129		(19.280.834.639)	(41.920.000.000)
Accounts receivable	130	7	322.176.581.309	229.518.139.126
Accounts receivable - trade	131		182.247.915.338	129.633.958.381
Prepayments to suppliers	132		110.790.187.857	33.607.945.565
Other receivables	135		29.167.537.174	66.817.856.373
Allowance for doubtful debts	139		(29.059.060)	(541.621.193)
Inventories	140	8	327.294.943.521	250.708.828.148
Inventories	141		329.859.439.689	254.292.384.761
Allowance for inventories	149		(2.564.496.168)	(3.583.556.613)
Other current assets	150		25.079.158.137	31.844.395.108
Short-term prepayments	151		5.110.255.889	5.490.505.593
Deductible value added tax	152		3.879.275.692	7.738.213.381
Taxes receivable from State Treasury	154		714.911.865	146.198.012
Assets held for disposals		9	780.166.147	-
Other current assets	158		14.594.548.544	18.469.478.122

The accompanying notes are an part of these consolidated financial statements

	CODE	NOTE	31/12/2013 VND	31/12/2012 VND
Long-term assets (200 = 210 + 220 + 240 + 250 + 260)	200		1.901.432.002.573	1.967.497.112.755
Accounts receivable - long-term	210	7	4.345.621.247	10.243.477.357
Other long-term receivables	218		4.345.621.247	10.243.477.357
Fixed assets	220		783.651.895.915	678.150.706.078
Tangible fixed assets	221	10	120.457.119.269	136.942.499.397
<i>Cost</i>	222		190.038.973.990	197.565.257.446
<i>Accumulated depreciation</i>	223		(69.581.854.721)	(60.622.758.049)
Finance lease tangible fixed assets	224	11	1.974.158.868	2.843.865.888
<i>Cost</i>	225		5.280.483.547	5.280.483.547
<i>Accumulated depreciation</i>	226		(3.306.324.679)	(2.436.617.659)
Intangible fixed assets	227	12	44.434.270.003	45.755.313.252
<i>Cost</i>	228		53.263.288.840	53.234.671.840
<i>Accumulated depreciation</i>	229		(8.829.018.837)	(7.479.358.588)
Construction in progress	230	13	616.786.347.775	492.609.027.541
Investment property	240	14	765.790.945.029	789.761.318.322
<i>Cost</i>	241		854.040.766.295	852.876.235.162
<i>Accumulated depreciation</i>	242		(88.249.821.266)	(63.114.916.840)
Long-term investments	250	15	273.950.703.616	392.762.709.744
Investments in associates	252		87.569.378.997	92.508.120.585
Other long-term investments	258		189.320.158.630	313.846.191.920
Allowance for diminution in the value of long-term investments	259		(2.938.834.011)	(13.591.602.761)
Other long-term assets	260		73.692.836.766	96.578.901.254
Long-term prepayments	261	16	45.257.021.973	58.368.910.916
Deferred tax assets	262	35	2.669.442.312	4.435.223.646
Other long-term assets	268		25.766.372.481	33.600.828.731
Goodwill	269		-	173.937.961
TOTAL ASSETS (270 = 100 + 200)	270		2.805.815.833.103	2.714.578.909.396

The accompanying notes are an part of these consolidated financial statements

CONSOLIDATED BALANCE SHEET

(continued)

As at 31 December 2013

Form B 01 - DN/HN

RESOURCES	CODE	NOTE	31/12/2013 VND	31/12/2012 VND
LIABILITIES (300 = 310 + 330)	300		1.888.334.348.278	1.812.117.315.097
Current liabilities	310		1.080.265.978.973	908.774.572.171
Short-term borrowings	311	17	478.290.058.679	443.331.700.741
Accounts payable – trade	312		109.602.109.423	123.557.324.741
Advances from customers	313	18	228.420.211.506	111.015.570.172
Taxes payable to State Treasury	314	19	28.913.488.080	38.022.554.914
Payables to employees	315		67.918.393.954	52.890.709.012
Accrued expenses	316	20	23.708.971.886	33.272.350.669
Other payables	319	21	136.887.652.266	100.034.371.577
Bonus and welfare fund	323	22	6.525.093.179	6.649.990.345
Long-term liabilities	330		808.068.369.305	903.342.742.926
Other long-term liabilities	333	23	185.196.226.578	218.497.259.192
Long-term borrowings	334	24	502.209.827.703	560.910.473.936
Unearned revenue	338	25	120.662.315.024	123.935.009.798
EQUITY (400 = 410)	400		741.609.750.122	733.037.908.229
Owners' equity	410	26	741.609.750.122	733.037.908.229
Share capital	411	27	249.955.730.000	249.955.730.000
Capital surplus	412		317.064.858.303	317.064.858.303
Treasury shares	414	27	(690.474.358)	(690.474.358)
Foreign exchange differences	416		5.093.483.305	5.093.483.305
Investment and development fund	417		19.172.474.946	18.718.976.700
Financial reserve	418		18.472.324.897	17.802.254.521
Retained profits	420		132.541.353.029	125.093.079.758
MINORITY INTEREST	439	28	175.871.734.703	169.423.686.070
TOTAL RESOURCES (440 = 300 + 400 + 439)	440		2.805.815.833.103	2.714.578.909.396

The accompanying notes are an part of these consolidated financial statements

OFF BALANCE SHEET ITEMS

	31/12/2013	31/12/2012
Foreign currency included in cash:		
USD	871	1.284
Goods held for third parties – denominated in VND	90.571.650.672	24.950.826.466

18 March 2014

Prepared by



Ngo Van Danh
Chief Accountant

Approved by



Nguyen Binh Minh
General Director

The accompanying notes are an part of these consolidated financial statements

CONSOLIDATED STATEMENT OF INCOME

For the year ended 31 December 2013
Form B 02 - DN/HN

	CODE	NOTE	2013 VND	2012 VND
Total revenue	01	29	6.595.628.151.519	5.433.311.343.732
Less revenue deductions	02	29	(13.262.568.762)	(19.236.013.145)
Net revenue (10 = 01 + 02)	10	29	6.582.365.582.757	5.414.075.330.587
Cost of sales	11	30	(6.186.678.221.044)	(5.029.510.240.979)
Gross profit (20 = 10 + 11)	20		395.687.361.713	384.565.089.608
Financial income	21	31	44.459.960.054	28.000.371.572
Financial expenses	22	32	(84.771.832.677)	(183.126.681.603)
<i>In which: Interest expense</i>	23		<i>(88.158.375.350)</i>	<i>(150.237.362.999)</i>
Selling expenses	24		(169.500.322.431)	(171.735.808.169)
General and administration expenses	25		(147.305.933.640)	(150.001.408.988)
Net operating profit/(loss) (30 = 20 + 21 + 22 + 24 + 25)	30		38.569.233.019	(92.298.437.580)
Other income	31	33	50.189.951.018	157.672.850.479
Other expenses	32	34	(8.007.359.940)	(10.070.265.819)
Results of other activities (40 = 31 + 32)	40		42.182.591.078	147.602.584.660
Share of profit in associates	41	15	3.959.616.144	6.191.891.525
Profit before tax (50 = 30 + 40 + 41)	50		84.711.440.241	61.496.038.605
Income tax expense - current	51	35	(21.825.335.773)	(13.587.740.292)
Income tax expense - deferred	52	35	(1.765.781.334)	(1.147.074.135)
Net profit after tax (60 = 50 + 51 + 52)	60		61.120.323.134	46.761.224.178

	CODE	NOTE	2013 VND	2012 VND
Net profit after tax (60 = 50 + 51 + 52)	60		61.120.323.134	46.761.224.178
Attributable to:				
Minority interest	61	28	19.948.253.386	1.916.041.556
Equity holders of the Company	62		41.172.069.748	44.845.182.622
Basic earnings per share	70	36	1.648	1.796

18 March 2014

Prepared by



Ngo Van Danh
Chief Accountant

Approved by



Nguyen Binh Minh
General Director

CONSOLIDATED STATEMENT OF INCOME (continued)

For the year ended 31 December 2013 (Indirect method)

Form B 03 - DN/HN

	CODE	NOTE	2013 VND	2012 VND
CASH FLOWS FROM OPERATING ACTIVITIES				
Profit before tax	01		84.711.440.241	61.496.038.605
Adjustments for				
Depreciation and amortisation	02		46.681.441.190	47.141.651.297
Allowances and provisions	03		(7.957.655.999)	(2.190.922.172)
Gains on disposals of fixed assets	05		(673.454.534)	(1.323.371.059)
Gains on disposals of investment properties	05		-	(4.162.663.573)
Gains on disposal of other long-term investments	05		(464.673.782)	-
Losses on trading securities	05		-	13.116.458.898
Dividends and interest income	05		(14.651.666.633)	(14.795.042.917)
Income from associates			(3.959.616.144)	(6.191.891.525)
Interest expense	06		88.158.375.350	150.237.362.999
Write off of construction in progress			286.527.273	-
Operating profit before changes in working capital	08		192.130.716.962	243.327.620.553
Change in receivables and other current assets	09		23.844.777.067	(7.415.902.926)
Change in inventories	10		(77.503.255.618)	67.030.587.263
Change in payables and other liabilities	11		70.995.158.019	(80.422.727.271)
Change in prepayments	12		17.426.059.760	11.572.763.081
			226.893.456.190	234.092.340.700
Interest paid	13		(88.771.700.134)	(151.153.530.579)
Corporate income tax paid	14		(32.133.924.605)	(12.033.294.739)
Other receipts from operating activities	15		9.460.449.421	-
Other payments for operating activities	16		(8.537.138.424)	(18.238.499.584)
Net cash flow from operating activities	20		106.911.142.448	52.667.015.798
CASH FLOWS FROM INVESTING ACTIVITIES				
Payments for additions to fixed assets and other long-term assets	21		(128.913.651.064)	(152.226.753.485)
Proceeds from disposals of fixed assets	22		5.564.609.094	5.662.687.299
Proceeds from disposals of investment properties	22		-	11.346.006.102
Proceeds from disposals of investments in securities			6.570.300.000	152.339.211.000
Proceeds from disposals of other long-term investments			6,582,481,592	-

The accompanying notes are an part of these consolidated financial statements

	MÃ SỐ	THUYẾT MINH	2013 VND	2012 VND
Payments for investments in other entities	25		(2.740.795.979)	-
Collection of investments in other entities			1.960.000.000	-
Receipts of dividends and interest	27		14.774.724.908	14.795.042.917
Receipts/(payments) in other non-current assets			13.906.250.321	(5.954.323.279)
Net cash flow from investing activities	30		(82.296.081.128)	25.961.870.554
CASH FLOWS FROM FINANCING ACTIVITIES				
Proceeds from short-term and long-term borrowings	33		2.980.813.258.415	3.209.332.127.206
Payments to settle loan principals	34		(3.003.651.529.110)	(3.150.967.875.720)
Proceeds from equity issued by subsidiaries to minority interest			3.200.000.000	23.402.800.000
Payments for financial lease liabilities	35		(904.017.600)	(2.260.533.501)
Payments of dividends to equity holders of the Company	36		(24.655.691.150)	(37.463.260.500)
Payments of dividends by subsidiaries to minority interest			(14.387.669.932)	(10.717.100.095)
Net cash flow from financing activities	40		(59.585.649.377)	31.326.157.390
Net cash flows during the year (50 = 20 + 30 + 40)	50		(34.970.588.057)	109.955.043.742
Cash and cash equivalents at the beginning of the year	60		222.128.381.716	112.173.337.974
Cash and cash equivalents at the end of the year (70 = 50 + 60)	70	5	187.157.793.659	222.128.381.716

18 March 2014

Prepared by

Approved by



Ngo Van Danh
Chief Accountant



Nguyen Binh Minh
General Director

The accompanying notes are an part of these consolidated financial statements

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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

01 REPORTING ENTITY

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

- Services 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 service;
- 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 2013 comprise the Company and its subsidiaries (together referred to as "the Group") and the Group's interest in associates.

As at 31 December 2013, the Group had 1,791 employees (31 December 2012: 1,568 employees).

02 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 applicable to financial reporting.

(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 Group is from 1 January to 31 December.

(d) Accounting currency

The financial statements are prepared and presented in Vietnam Dong ("VND").

03 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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

(a) Basis of 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.

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For the year ended 31 December 2013
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(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 listed 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.

(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 3(g).

(i) Intangible fixed assets

(i) Land use rights

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

(ii) Software

Cost of acquiring 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 cost 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 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

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

For the year ended 31 December 2013
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the originally assessed standard of performance of the existing investment property, the expenditure is capitalised as an additional cost of the investment property.

(ii) Depreciation

Land use rights with indefinite period of use are not amortised. Land use rights with definite period of use 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 held for use by the Group in the normal course of business whose costs of individual items are less than VND30 million and therefore not qualified for recognition as fixed assets under Circular 45/2013/TT-BTC dated 25 April 2013 of the Ministry of Finance which provides guidance on management, use and depreciation of fixed assets ("Circular 45"). Cost of tools and supplies are amortised on a straight-line basis over a period ranging from 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 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.

(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 follows:

(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:

- 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.

Short-term and long-term investments are under the category of available-for-sale financial assets. All other financial assets on the consolidated balance sheet are under the category of loans and receivables.

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(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.

All financial liabilities on the consolidated balance sheet are under the category of 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 tax rates enacted or substantively enacted at the balance sheet date.

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

longer probable that the related tax benefit will be realised.

(r) Equity funds

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

(s) Revenue

(i) Goods sold

Revenue from the sale of goods is recognised in the 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

Dividends 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

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(continued)

For the year ended 31 December 2013
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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.

(y) Related parties

Related companies include the investors and enterprises and individuals that directly, or indirectly through one or more intermediaries, control or are controlled by, or under common control with, the Group, including holding companies, subsidiaries and fellow subsidiaries are related parties of the Group. Associates and individuals owning, directly or indirectly, an interest in the voting power of the Group that gives them significant influence over the enterprise, key management personnel, including directors and officers of the Group and close members of the family of these individuals and companies associated with these individuals also constitute related parties.

04 SEGMENT REPORTING

	SERVICES AND TRADING		INVESTMENT PROPERTY SERVICES		FINANCIAL SERVICES		TOTAL	
	31/12/2013	31/12/2012	31/12/2013	31/12/2012	31/12/2013	31/12/2012	31/12/2013	31/12/2012
For the year ended:	VND	VND	VND	VND	VND	VND	VND	VND
Segment revenue	6.442.820.038.130	5.121.421.334.803	211.596.879.959	451.417.333.405	3.314.959.315	17.147.987.958	6.657.731.877.404	5.589.986.656.166
Direct and attributable expenses to segments	(6.398.105.977.776)	(5.129.203.717.009)	(186.352.494.452)	(367.604.521.828)	(3.797.837.564)	(37.565.900.902)	(6.588.256.309.792)	(5.534.374.139.739)
Segment profit during the year	44.714.060.354	(7.782.382.206)	25.244.385.507	83.812.811.577	(482.878.249)	(20.417.912.944)	69.475.567.612	55.612.516.427
Un-allocated income							23.243.232.569	15.953.787.997
Un-allocated expense							(8.007.359.940)	(10.070.265.819)
							84.711.440.241	61.496.038.605
Assets								
Current assets	728.051.797.995	434.412.960.475	133.055.165.453	296.504.746.093	43.276.867.082	16.164.090.073	904.383.830.530	747.081.796.641
Non-current assets	277.956.477.420	782.940.024.149	1.619.548.268.841	1.145.872.526.787	1.257.814.000	34.249.338.173	1.898.762.560.261	1.963.061.889.109
Un-allocated assets	-	-	-	-	-	-	2.669.442.312	4.435.223.646
	1.006.008.275.415	1.217.352.984.624	1.752.603.434.294	1.442.377.272.880	44.534.681.082	50.413.428.246	2.805.815.833.103	2.714.578.909.396
Liabilities								
Current liabilities	599.095.088.451	823.482.927.952	453.339.548.291	81.295.998.524	27.831.342.231	12.097.744.768	1.080.265.978.973	916.876.671.244
Non-current liabilities	69.768.437.880	48.994.250.102	738.299.931.425	846.246.393.751	-	-	808.068.369.305	895.240.643.853
Un-allocated assets	668.863.526.331	872.477.178.054	1.191.639.479.716	927.542.392.275	27.831.342.231	12.097.744.768	1.888.334.348.278	1.812.117.315.097
For the year ended:								
Depreciation and amortisation	21.546.536.764	28.225.207.471	25.134.904.426	18.916.443.826	-	-	46.681.441.190	47.141.651.297
Allowances and provisions	404.578.112	(163.467.743)	-	-	(8.362.234.111)	(2.027.454.429)	(7.957.655.999)	(2.190.922.172)
Capital expenditure	10.941.505.450	21.375.974.756	117.972.145.614	130.850.778.729	-	-	128.913.651.064	152.226.753.485

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05 CASH AND CASH EQUIVALENTS

	31/12/2013 VND	31/12/2012 VND
Cash on hand	7.572.387.045	8.469.381.004
Cash in banks	152.619.955.702	93.043.379.985
Cash in transits	534.705.750	791.988.727
Cash equivalents	26.430.745.162	119.823.632.000
	187.157.793.659	222.128.381.716

Cash equivalents at 31 December 2013 included VND26,281 million (31 December 2012: Nil) pledged with banks as security for loans granted to the Group.

06 SHORT-TERM INVESTMENTS

	31/12/2013 VND	31/12/2012 VND
Short-term investments in:		
• Listed shares	4.338.960.000	31.500.000.000
• Non-listed shares	57.617.228.543	23.302.052.543
	61.956.188.543	54.802.052.543
Allowance for diminution in value of short-term investments	(19.280.834.639)	(41.920.000.000)
	42.675.353.904	12.882.052.543

Short-term investments represented investments in the following shares:

	31/12/2013	
	QUANTITY	VND
Equity instruments - short-term investments in shares of:		
Vietnam Investment Construction and Trading Joint Stock Company	500.000	14.000.000.000
Ho Chi Minh City Electric Power Trading Investment Corporation	1.350.000	13.500.000.000
Viet Thai Joint Stock Company	650.760	8.042.676.000
Ben Thanh Long Hai Joint Stock Company	691.126	6.772.500.000
Toan Cau Insurance Company	180.000	6.300.000.000
Ben Thanh Non Nuoc Joint Stock Company	60.000	6.000.000.000
Ben Thanh Trading and Service Joint Stock Company	182.129	3.289.960.000
Merufa Joint Stock Company	110.000	3.000.000.000
Song Da 6 Joint Stock Company	50.000	732.000.000
Saigon - Hanoi Commercial Joint Stock Bank	30.000	204.000.000
Song Da 7.04 Joint Stock Company	10.000	113.000.000
Hai Phong Securities Joint Stock Company	812	2.052.543
	3.814.827	61.956.188.543

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

	2013 VND	2012 VND
Opening balance	41.920.000.000	34.555.840.308
Increase in allowance during the year	-	7.364.159.692
Reclassification from allowance for diminution in value of long-term investments (Note 15) (*)	3.262.766.551	-
Allowance utilised during the year	(24.929.700.000)	-
Written back	(972.231.912)	-
Closing balance	19.280.834.639	41.920.000.000

(*) This is the allowance for diminution in value of the long-term investments in shares which have been reclassified from long-term investments to short-term investments according to the short-term trading purpose intended by management.

07 ACCOUNTS RECEIVABLE - SHORT-TERM AND LONG-TERM

Prepayments to suppliers as of 31 December 2013 included amounts prepaid for acquisition of buildings and construction services of VND96,773 million (31 December 2012: VND7,710 million).

Other receivables - short-term and long-term as of 31 December 2013 included VND1,833 million (31 December 2012: VND123 million) due from related parties.

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08 INVENTORIES

	31/12/2013 VND	31/12/2012 VND
Goods in transit	9.475.902.732	1.673.255.245
Materials and spare parts	5.675.989.846	27.344.587.718
Work in progress	2.293.214.671	1.666.882.916
Finished goods	8.202.267	331.611.805
Merchandise inventories	312.210.430.040	223.080.346.944
Goods on consignment	195.700.133	195.700.133
	329.859.439.689	254.292.384.761
Allowance for inventories	(2.564.496.168)	(3.583.556.613)
	327.294.943.521	250.708.828.148

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

	2013 VND	2012 VND
Opening balance	3.583.556.613	4.711.852.771
Allowance utilised during the year	(101.920.200)	(354.214.900)
Written back	(917.140.245)	(774.081.258)
Closing balance	2.564.496.168	3.583.556.613

At 31 December 2013 inventories with carrying value of VND169,770 million (31 December 2012: VND151,684 million) were pledged with banks as security for loans granted to the Group.

09 ASSETS HELD FOR DISPOSALS

	31/12/2013 VND
Transfers from tangible fixed assets (Note 10)	778.312.277
Transfers from intangible fixed assets (Note 12)	1.853.870
	780.166.147

10 TANGIBLE FIXED ASSETS

	BUILDINGS VND	MACHINERY AND EQUIPMENT VND	OFFICE EQUIPMENT VND	MOTOR VEHICLES VND	OTHERS VND	TOTAL VND
Cost						
Opening balance	120.700.805.907	37.383.993.355	9.971.119.167	23.726.059.050	5.783.279.967	197.565.257.446
Additions	2.202.293.050	1.382.309.173	478.965.635	8.155.080.329	117.000.000	12.335.648.187
Disposals	-	(284.917.918)	-	(7.729.873.314)	-	(8.014.791.232)
Written off	-	(174.529.251)	(22.907.272)	-	-	(197.436.523)
Reclassification to short-term and long-term prepayments (*)	(194.722.674)	(4.420.388.578)	(5.039.996.527)	(444.639.655)	(40.943.872)	(10.140.691.306)
Reclassification to assets held for disposals (Note 9)	-	(915.004.400)	(32.000.000)	(562.008.182)	-	(1.509.012.582)
Closing balance	122.708.376.283	32.971.462.381	5.355.181.003	23.144.618.228	5.859.336.095	190.038.973.990
Accumulated depreciation						
Opening 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
Charge for the year	8.126.092.413	5.587.985.919	1.303.745.100	3.413.938.647	811.423.186	19.243.185.265
Disposals	-	(284.917.918)	-	(2.838.718.754)	-	(3.123.636.672)
Written off	-	(174.529.251)	(22.907.272)	-	-	(197.436.523)
Reclassification to short-term and long-term prepayments (*)	(120.346.575)	(2.545.655.892)	(3.369.416.269)	(166.343.602)	(30.552.755)	(6.232.315.093)
Reclassification to assets held for disposals (Note 9)	-	(487.309.490)	(16.876.714)	(226.514.101)	-	(730.700.305)
Closing balance	34.948.292.780	19.687.092.388	4.173.338.026	7.937.308.457	2.835.823.070	69.581.854.721
Net book value						
Opening 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
Closing balance	87.760.083.503	13.284.369.993	1.158.935.705	15.230.217.043	3.023.513.025	120.457.119.269

(*) The reclassification represented net book value of existing fixed assets which do not meet one of the criteria for recognition as fixed assets as regulated in Article 3 of Circular 45, i.e. costing VND30 million or more. These assets are reclassified to short-term and long-term prepayments.

Included in the cost of tangible fixed assets were assets costing VND20,311 million which were fully depreciated as of 31 December 2013 (31 December 2012: VND15,432 million), but which are still in active use.

At 31 December 2013 tangible fixed assets with carrying value of VND3,463 million (31 December 2012: VND3,064 million) were pledged with banks as security for loans granted to the Group.

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11 FINANCE LEASE TANGIBLE FIXED ASSETS

	OFFICE EQUIPMENT VND
Cost	
Opening and closing balance	5.280.483.547
Accumulated depreciation	
Opening balance	2.436.617.659
Charge for the year	869.707.020
Closing balance	3.306.324.679
Net book value	
Opening balance	2.843.865.888
Closing balance	1.974.158.868

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.

12 INTANGIBLE FIXED ASSETS

	INDEFINITE LAND USE RIGHTS VND	DEFINITE LAND USE RIGHTS VND	SOFTWARE VND	TOTAL VND
Cost				
Opening balance	14.634.054.300	36.486.639.190	2.113.978.350	53.234.671.840
Additions	-	-	140.000.000	140.000.000
Reclassification to short-term prepayments (*)	-	-	(40.000.000)	(40.000.000)
Reclassification to assets held for disposals (Note 9)	-	-	(71.383.000)	(71.383.000)
Closing balance	14.634.054.300	36.486.639.190	2.142.595.350	53.263.288.840
Accumulated amortisation				
Opening balance	-	6.069.061.516	1.410.297.072	7.479.358.588
Charge for the year	-	876.700.512	556.943.967	1.433.644.479
Reclassification to long-term prepayments (*)	-	-	(14.455.100)	(14.455.100)
Reclassification to assets held for disposals (Note 9)	-	-	(69.529.130)	(69.529.130)
Closing balance	-	6.945.762.028	1.883.256.809	8.829.018.837
Net book value				
Opening balance	14.634.054.300	30.417.577.674	703.681.278	45.755.313.252
Closing balance	14.634.054.300	29.540.877.162	259.338.541	44.434.270.003

(*) The reclassification represented net book value of existing fixed assets which do not meet one of the criteria for recognition as fixed assets as regulated in Article 3 of Circular 45, i.e. costing VND30 million or more. These assets are reclassified to short-term prepayments.

At 31 December 2013 intangible fixed assets with carrying value of VND28,540 million (31 December 2012: VND29,182 million) were pledged with banks as security for loans granted to the Group.

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13 CONSTRUCTION IN PROGRESS

	2013 VND	2012 VND
Opening balance	492.609.027.541	442.779.830.553
Additions during the year	125.997.990.244	130.850.778.729
Transfers to investment property	(1.534.142.737)	(76.883.870.875)
Transfers to tangible fixed assets	-	(3.081.796.293)
Transfers to long-term prepayments	-	(1.055.914.573)
Written off	(286.527.273)	-
Closing balance	616.786.347.775	492.609.027.541

At 31 December 2013 construction in progress with carrying value of VND42,864 million (31 December 2012: VND81,978 million) was pledged with banks as security for loans granted to the Group.

At 31 December 2013 construction in progress with carrying value of VND87,749 million related to the land use rights of Lot 10 and Lot 19 of Tam Binh - Hiep Binh Phuoc Residential Project in Thu Duc District, Ho Chi Minh City (31 December 2012: Nil) was pledged with banks as security for loans granted to the Group but not yet drawn down and of which the legal ownership documents retained by the bank.

During the year, borrowings costs capitalised into construction in progress amounted to VND18,500 million (2012: VND20,870 million).

14 INVESTMENT PROPERTY

	LAND USE RIGHTS VND	BUILDINGS VND	TOTAL VND
Cost			
Opening balance	132.036.608.908	720.839.626.254	852.876.235.162
Additions	10.474.134.364	-	10.474.134.364
Adjustment for subsequent revaluation (*)	(9.309.603.231)	-	(9.309.603.231)
Transfers from construction in progress	1.534.142.737	-	1.534.142.737
Disposals	(1.534.142.737)	-	(1.534.142.737)
Closing balance	133.201.140.041	720.839.626.254	854.040.766.295
Accumulated depreciation			
Opening balance	10.026.386.925	53.088.529.915	63.114.916.840
Charge for the year	4.237.389.780	20.897.514.646	25.134.904.426
Closing balance	14.263.776.705	73.986.044.561	88.249.821.266
Net book value			
Opening balance	122.010.221.983	667.751.096.339	789.761.318.322
Closing balance	118.937.363.336	646.853.581.693	765.790.945.029

(*) The adjustment represented the decrease in the historical cost of HMT-C-Savico Office Building located at 91 Pasteur Street, District 1, Ho Chi Minh City, Vietnam, pursuant to the contributed capital revaluation minute on 20 December 2013 for the business cooperation project between the Group and Ho Chi Minh City's House Management and Trading One Member Company Limited.

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 transactions 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 VND11,702 million which were fully depreciated as of 31 December 2013 (31 December 2012: VND10,345 million), but which are still in active use.

At 31 December 2013 investment properties with carrying value of VND691,559 million (31 December 2012: VND712,721 million) were pledged with banks as security for loans granted to the Group

15 LONG-TERM INVESTMENTS

	31/12/2013 VND	31/12/2012 VND
Long-term equity investments in associates	87.569.378.997	92.508.120.585
Other long-term investments	189.320.158.630	313.846.191.920
	276.889.537.627	406.354.312.505
Allowance for diminution in value of long-term investments	(2.938.834.011)	(13.591.602.761)
	273.950.703.616	392.762.709.744

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Other long-term investments represented the Group's investments in real-estate business cooperation contracts.

Movements of investments in associates were as follows:

	2013 VND	2012 VND
Balance at the beginning of the year	92.508.120.585	169.375.402.896
New investments	83.050.436	-
Share of net profit in associates (net of income tax)	3.959.616.144	6.191.891.525
Dividends from associates	(7.021.408.168)	(6.449.899.934)
Partial disposal of associate	(1.960.000.000)	-
Reclassification to other long-term investments	-	(76.603.904.624)
Others	-	(5.369.278)
	87.569.378.997	92.508.120.585

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

	2013 VND	2012 VND
Opening balance	13.591.602.761	14.136.258.934
Reclassification to allowance for diminution in value of short-term investments (Note 6)	(3.262.766.551)	-
Written back	(7.390.002.199)	(544.656.173)
Closing balance	2.938.834.011	13.591.602.761

During the year, the Group liquidated a subsidiary - Saigon Services Co., Ltd. (SSC) as at 31 October 2013. There was a loss incurred amounting to VND1,314,607 as a result of this liquidation.

Details of the investments in associates were as follows :

NAME	PRINCIPAL ACTIVITY	INVESTMENT LICENCE	% OF OWNERSHIP	31/12/2013 VND	31/12/2012 VND
ComfortDelgro Savico Taxi Company	Providing taxi transportation and related services in Vietnam.	Business Licence No. 824/GP-HCM issued by the Peoples Committee of Ho Chi Minh City on 28 March 2005.	40.03%	31.869.886.914	33.812.944.178
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%	6.602.937.626	7.878.707.936
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%	45.223.981.109	44.506.124.407
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 Planning and Investment Department on 4 January 2010.	49%	1.189.007.367	3.143.929.045
Ben Thanh Savico General Trading & Services Co., Ltd.	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%	1.566.141.297	2.132.040.771
Super Car Joint Stock Company	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%	1.117.424.684	1.034.374.248
				87.569.378.997	92.508.120.585

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16 LONG-TERM PREPAYMENTS

	31/12/2013 VND	31/12/2012 VND
Expenses prepaid for Phan Van Tri Project	21.625.947.843	22.898.062.419
Tools and supplies	8.509.899.125	11.744.389.040
Prepaid land costs	7.129.577.909	12.286.994.105
Renovation expenses	4.713.180.364	5.487.530.361
Others	3.278.416.732	5.951.934.991
	45.257.021.973	58.368.910.916

17 SHORT-TERM BORROWINGS

	31/12/2013 VND	31/12/2012 VND
Short-term borrowings denominated in VND	427.896.227.651	404.166.092.017
Current portion of long-term borrowings (Note 24)	50.393.831.028	39.165.608.724
	478.290.058.679	443.331.700.741

Included in short-term borrowings were VND179,208 million (31 December 2012: VND148,193 million) unsecured and VND248,688 million (31 December 2012: VND255,973 million) secured by assets with carrying amounts of VND231,824 million (31 December 2012: VND194,862 million).

These loans bore interest at rates ranging from 1.8% to 14% (2012: from 3.7% to 19.9%) per annum.

18 ADVANCES FROM CUSTOMERS

Advances from customer as of 31 December 2013 included the advances of VND145,031 million from Dat Xanh Real Estate Construction and Service Corporation to acquire land use rights in Tam Binh-Hiep Binh Phuoc Residential Project, Thu Duc District, Ho Chi Minh City and VND23,650 million from Landmark Real Estate Development Co., Ltd. to acquire land use rights in Sai Gon South Project, District 7, Ho Chi Minh City (31 December 2012: Nil).

19 TAXES PAYABLE TO STATE TREASURY

	31/12/2013 VND	31/12/2012 VND
Value added tax	4.695.785.030	8.471.654.276
Corporate income tax	7.459.386.156	17.767.974.988
Personal income tax	3.440.776.366	3.833.231.140
Other obligations	13.317.540.528	7.949.694.510
	28.913.488.080	38.022.554.914

20 ACCRUED EXPENSES

	31/12/2013 VND	31/12/2012 VND
Interest on borrowings	4.109.865.760	4.723.190.544
Rental fees	360.965.451	2.504.281.507
Salary and related expenses	2.720.000.000	1.863.000.000
Professional service fees	9.515.595.775	9.936.965.875
Accruals for operating expenses	1.572.108.775	8.796.711.153
Others	5.430.436.125	5.448.201.590
	23.708.971.886	33.272.350.669

21 OTHER PAYABLES

Included in other payables were borrowings from related parties of VND5,044 million (31 December 2012: VND27,000 million), which bore interest at 12% (2012: 12.5%) per annum.

22 BONUS AND WELFARE FUND

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

	2013 VND	2012 VND
Opening balance	6.649.990.345	7.853.501.673
Appropriation from retained profits	6.821.011.046	9.708.914.906
Utilisation during the year	(6.945.908.212)	(10.912.426.234)
Closing balance	6.525.093.179	6.649.990.345

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23 OTHER LONG-TERM LIABILITIES

	31/12/2013 VND	31/12/2012 VND
Long-term deposits received	61.400.248.429	62.558.014.976
Other long-term payables	123.795.978.149	155.939.244.216
	185.196.226.578	218.497.259.192

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

24 LONG-TERM BORROWINGS

	31/12/2013 VND	31/12/2012 VND
Long-term borrowings denominated in VND	451.277.611.467	497.846.017.796
Long-term bonds issued	100.000.000.000	100.000.000.000
	551.277.611.467	597.846.017.796
Finance lease liabilities (*)	1.326.047.264	2.230.064.864
	552.603.658.731	600.076.082.660
Repayable within twelve months (Note 17)	(50.393.831.028)	(39.165.608.724)
Repayable after twelve months	502.209.827.703	560.910.473.936

Included in long-term borrowings were VND20,963 million of unsecured borrowings (31 December 2012: VND29,702 million) and VND430,315 million of borrowings (31 December 2012: VND468,173 million) secured by assets with carrying amounts of VND656,505 million (31 December 2012: VND751,845 million). These borrowings bore interest at rates ranging from 3% to 18% (2012: from 5.95% to 22.75%) 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 VND74,148 million (31 December 2012: VND75,100 million), and bore interest at 12.3% (2012: 15%) per annum.

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

	31/12/2013 VND			31/12/2012 VND		
	PAYMENTS	INTEREST	PRINCIPAL	PAYMENTS	INTEREST	PRINCIPAL
Within one year	1.032.498.125	128.480.525	904.017.600	1.271.773.364	367.755.764	904.017.600
From two to five years	435.250.591	13.220.927	422.029.664	1.538.986.463	212.939.199	1.326.047.264
	1.467.748.716	141.701.452	1.326.047.264	2.810.759.827	580.694.963	2.230.064.864

25 UNEARNED REVENUE

	31/12/2013 VND	31/12/2012 VND
Building rental income	109.727.200.000	115.832.910.725
Warranty and customer care services	10.508.238.412	8.102.099.073
Others	426.876.612	-
	120.662.315.024	123.935.009.798

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CHANGES IN OWNERS' EQUITY

	SHARE CAPITAL VND	CAPITAL SURPLUS VND	TREASURY SHARES VND	FOREIGN EXCHANGE DIFFERENCES VND	INVESTMENT AND DEVELOPMENT FUND VND	FINANCIAL RESERVE VND	RETAINED PROFITS VND	TOTAL VND
Balance at 1 January 2012	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	-	-	-	-	-	-	(37,463,260,500)	(37,463,260,500)
Board of Management fee and bonus	-	-	-	-	-	-	(3,682,702,090)	(3,682,702,090)
Balance at 1 January 2013	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
Net profit for the year	-	-	-	-	-	-	41,172,069,748	41,172,069,748
Appropriation to equity funds	-	-	-	-	453,498,246	670,070,376	(1,123,568,622)	-
Appropriation to bonus and welfare fund	-	-	-	-	-	-	(5,703,797,466)	(5,703,797,466)
Dividends (Note 39)	-	-	-	-	-	-	(24,975,507,000)	(24,975,507,000)
Board of Management fee and bonus	-	-	-	-	-	-	(1,591,230,212)	(1,591,230,212)
Other decreases	-	-	-	-	-	-	(329,693,177)	(329,693,177)
Balance at 31 December 2013	249,955,730,000	317,064,858,303	(690,474,358)	5,093,483,305	19,172,474,946	18,472,324,897	132,541,353,029	741,609,750,122

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SHARE CAPITAL

	31/12/2013		31/12/2012	
	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.

28

MINORITY INTEREST

	2013 VND	2012 VND
Balance at the beginning of the year	169,423,686,070	155,568,784,473
Earnings attributable to minority interest during the year	19,948,253,386	1,916,041,556
Capital contribution during the year	3,200,000,000	23,402,800,000
Dividends	(14,387,669,932)	(10,717,100,095)
Share of bonus and welfare fund	(1,117,213,580)	(619,423,545)
Others	(1,195,321,241)	(127,416,319)
Balance at the end of the year	175,871,734,703	169,423,686,070

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TOTAL REVENUE

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

Net revenue comprised of:

	2013 VND	2012 VND
Total revenue		
• Sales	6,004,020,446,119	4,841,493,025,869
• Services	500,894,137,768	450,896,921,630
• Investment property services	89,627,092,870	129,575,390,131
• Sales of real estate	1,086,474,762	11,346,006,102
	6,595,628,151,519	5,433,311,343,732
Less revenue deductions	(13,262,568,762)	(19,236,013,145)
Net revenue	6,582,365,582,757	5,414,075,330,587

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30 COST OF SALES

	2013 VND	2012 VND
Merchandise goods sold	5.812.963.217.119	4.683.151.369.313
Services provided	347.963.097.007	327.649.181.274
Depreciation charge of investment property	25.134.904.426	12.300.429.121
Real estate sold	1.534.142.737	7.183.342.529
Allowance for inventories	(917.140.245)	(774.081.258)
	6.186.678.221.044	5.029.510.240.979

31 FINANCIAL INCOME

	2013 VND	2012 VND
Interest income from deposits	11.664.362.233	6.345.634.017
Income from security trading	44.623.519	6.890.172.740
Dividends	2.987.304.400	8.449.408.900
Foreign exchange gains	1.116.361.849	2.160.968.786
Other financial income	28.647.308.053	4.154.187.129
	44.459.960.054	28.000.371.572

32 FINANCIAL EXPENSES

	2013 VND	2012 VND
Interest expense	88.158.375.350	150.237.362.999
Losses from security trading	188.345.937	20.006.631.638
Security trading expenses	37.734.791	2.690.831.840
Foreign exchange losses	2.069.559.119	1.024.013.983
(Reversal of allowance)/allowance for short-term and long-term investments	(8.362.234.111)	6.819.503.519
Other financial expenses	2.680.051.591	2.348.337.624
	84.771.832.677	183.126.681.603

33 OTHER INCOME

	2013 VND	2012 VND
Proceeds from disposals of tangible fixed assets	5.564.609.094	5.662.687.299
Commission received from other parties	15.449.997.759	10.446.547.476
Deduction in payables granted by suppliers	11.496.720.690	16.160.452.272
Income from Savico-Vinaland Project	-	47.046.852.000
Gains on partial disposal of investment in Savico-Vinaland	10.400.000.000	36.930.300.000
Compensation received from a customer for cancellation of contract	-	30.000.000.000
Compensation received from breach of contract	1.132.170.000	1.134.910.734
Others	6.146.453.475	10.291.100.698
	50.189.951.018	157.672.850.479

34 OTHER EXPENSES

	2013 VND	2012 VND
Carrying value of tangible fixed assets disposed	4.891.154.560	4.339.316.240
Others	3.116.205.380	5.730.949.579
	8.007.359.940	10.070.265.819

35 INCOME TAX

(a) Recognised in the balance sheet

	31/12/2013 VND	31/12/2012 VND
Deferred tax assets		
Allowances and provisions	27.282.888	-
Accrued expenses	2.642.159.424	4.435.223.646
	2.669.442.312	4.435.223.646

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

For the year ended 31 December 2013
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(b) Recognised in the statement of income

	2013 VND	2012 VND
Current tax expense		
Current year	21.621.412.008	15.906.101.750
Under/(over) provision in prior years	203.923.765	(2.318.361.458)
	21.825.335.773	13.587.740.292
Deferred tax expense		
Origination of temporary differences	(2.493.705.148)	(4.280.378.541)
Reversal of temporary differences	4.259.486.482	377.008.202
Benefits of tax losses utilised	-	3.476.940.507
Write down of deferred tax assets	-	1.573.503.967
	1.765.781.334	1.147.074.135
Income tax expense	23.591.117.107	14.734.814.427

(c) Reconciliation of effective tax rate

	2013 VND	2012 VND
Profit before tax	84.711.440.241	61.496.038.605
Tax at income rate applicable to the Company	21.177.860.059	15.374.009.651
Tax incentives	-	(280.199.583)
Non-deductible expenses	1.413.222.555	2.479.884.432
Non-taxable income	(2.830.029.716)	(2.112.352.225)
Deferred tax assets not recognised	1.926.461.145	18.329.643
Write down of deferred tax assets	-	1.573.503.967
Deferred tax liabilities not recognised on allowance for diminution in the value of investments in subsidiaries and associates	(2.161.863.172)	-
Effect of change in tax rates	3.861.542.471	-
Under/(over) provision in prior years	203.923.765	(2.318.361.458)
Income tax expense	23.591.117.107	14.734.814.427

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

(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%. On 19 June 2013, the National Assembly approved the Law on amendments and supplements to a number of articles of the Corporate Income Tax Law. Accordingly, the highest income tax rate shall be reduced from 25% to 22% for 2014 and 2015, and to 20% from 2016.

36

BASIC EARNINGS PER SHARE

The calculation of basic earnings per share for the year ended 31 December 2013 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

	2013 VND	2012 VND
Net profit to ordinary shareholders of Saigon General Service Corporation	41.172.069.748	44.845.182.622

(ii) Weighted average number of ordinary shares

	2013 Number of shares	2012 Number of shares
Weighted average number of ordinary shares at the beginning and the end of the year	24.975.507	24.975.507

As of 31 December 2013, the Group did not have potentially dilutive ordinary shares.

37

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; and
- 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.

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(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	31/12/2013 VND	31/12/2012 VND
Cash in banks and cash equivalents	(ii)	179,585,406,614	213,659,000,712
Trade and other receivables - short-term and long-term	(iii)	215,732,014,699	206,153,670,918
		395,317,421,313	419,812,671,630

(ii) Cash in banks 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 31/12/2013 VND	ALLOWANCE FOR DOUBTFUL DEBTS 31/12/2013 VND	GROSS 31/12/2012 VND	ALLOWANCE FOR DOUBTFUL DEBTS 31/12/2012 VND
Not past due	205,782,930,152	-	130,165,030,290	-
Past due 0 - 30 days	3,482,247,187	-	56,079,659,957	-
Past due 31 - 180 days	6,321,104,019	13,927,195	15,833,149,524	-
Past due over 180 days	174,792,401	15,131,865	4,617,452,340	541,621,193
	215,761,073,759	29,059,060	206,695,292,111	541,621,193

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

	2013 VND	2012 VND
Opening balance	541,621,193	681,934,439
Allowance utilised during the year	(78,424,778)	(140,313,246)
Written back	(434,137,355)	-
Closing balance	29,059,060	541,621,193

(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.

The financial liabilities with fixed or determinable payments have the following contractual maturities including the estimated interest payments:

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31 December 2013

	CARRYING AMOUNT VND	CONTRACTUAL CASH FLOWS VND	WITHIN 1 YEAR VND	1 - 2 YEARS VND	2 - 5 YEARS VND	OVER 5 YEARS VND
Short-term borrowings	478.290.058.679	419.496.407.629	419.496.407.629	-	-	-
Trade and other payables	246.489.761.689	339.478.087.247	339.478.087.247	-	-	-
Payables to employees	67.918.393.954	67.918.393.954	67.918.393.954	-	-	-
Accrued expenses	23.708.971.886	23.708.971.886	23.708.971.886	-	-	-
Long-term bonds issued	100.000.000.000	119.133.333.333	12.470.833.333	106.662.500.000	-	-
Long-term borrowings and finance lease liabilities	402.209.827.703	580.523.861.908	68.815.820.665	110.515.945.439	283.787.434.532	117.404.661.272
Other long-term liabilities	185.196.226.578	185.196.226.578	123.277.170.713	11.648.913.120	-	50.270.142.745
	1.503.813.240.489	1.735.455.282.535	1.055.165.685.427	228.827.358.559	283.787.434.532	167.674.804.017

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
Short-term borrowings	443.331.700.741	457.057.332.877	457.057.332.877	-	-	-
Trade and other payables	223.591.696.318	223.591.696.318	223.591.696.318	-	-	-
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

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 Group, the VND. The currency in which these transactions primarily are denominated is USD.

The Group'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 (liability)/asset position exposed to currency risk:

	31/12/2013 USD	31/12/2012 USD
Cash	871	1.284
Other receivables	-	1.767.000
Other long-term liabilities	(341.300)	(353.300)
	(340.429)	1.414.984

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

	EXCHANGE RATE AS AT 31/12/2013 VND	EXCHANGE RATE AS AT 31/12/2012 VND
1 USD	21.085	20.815

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 2013, is not significant.

(ii) Interest rate risk

At the reporting date the interest rate profile of the Group's interest-bearing financial instruments was:

	CARRYING AMOUNT	
	31/12/2013 VND	31/12/2012 VND
Fixed rate instruments		
Cash equivalents	26.430.745.162	119.823.632.000
Short-term borrowings	(104.845.278.076)	(77.837.412.168)
Other payables	(5.000.000.000)	(27.000.000.000)
Long-term borrowings	(402.209.827.703)	(460.910.473.936)
	(485.624.360.617)	(445.924.254.104)
Variable rate instruments		
Cash in banks	152.619.955.702	93.043.379.985
Short-term borrowings	(373.444.780.603)	(365.494.288.573)
Other payables	(3.000.000.000)	(10.321.750.000)
Long-term bonds issued	(100.000.000.000)	(100.000.000.000)
	(323.824.824.901)	(382.772.658.588)

No policy in place pertaining to the mitigation of any potential volatility of the interest rate.

An increase of 100 basis points in interest rates would have decreased the net profit of the Group by VND2,429 million (2012: VND2,871 million). This analysis assumes that all other variables, in particular foreign currency rates, remain constant.

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(e) Fair values

As at 31 December 2013, the fair values of short-term investments - categorised as available-for-sale financial assets; cash and cash equivalents, trade and other receivables - categorised as loans and receivables; short-term borrowings, trade and other payables, payables to employees, accrued expenses - categorised as liabilities at amortised cost were not significantly different to their carrying values.

The Group has not determined fair values of long-term investments, long-term deposits, other long-term liabilities and long-term borrowings 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 assets and 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.

38 NON-CASH INVESTING ACTIVITIES

	2013 VND	2012 VND
Dividends reinvested into subsidiary (SAIGON FORD)	-	8.328.000.000
Proceeds from disposals of other long-term investment (56 Van Don Landing Stage Project) in form of offsetting against other payables	5.492.492.766	-
Proceeds from disposals of investments in other long-term investment (56 Van Don Landing Stage Project) in form of offsetting against prepayments to suppliers	78.677.314.301	-

39 DIVIDENDS

The General Meeting of Shareholders of the Company on 5 April 2013 resolved to distribute dividends of 2012 amounting to VND24,976 million, which is equal to 10% of par value of shares in circulation at that time.

40 SIGNIFICANT TRANSACTIONS WITH RELATED PARTIES

Identity of related parties

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

	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.	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 and 2 August 2012.	55%

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	PRINCIPAL ACTIVITY	INVESTMENT LICENCE	% OF OWNER-SHIP
City Automobile Corporation	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 and 24 September 2012.	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 and YAMAHA automobile and motorbikes and spare parts, providing maintenance services.	Business Licence No. 4103007242 issued by the Ho Chi Minh City Planning and Investment Department on 9 July 2007 and amended on 28 May 2008.	55%
Savico Hanoi Corporation	Operating business centre, providing hotel services; civil construction, industrial projects; agents and consignment; import and export activities; trading and maintaining automobile; providing engine 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 and 6 October 2010.	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 and 4 May 2012.	51%
Han River Automobile Corporation	Trading and maintaining automobiles, spare parts; trading electrical engines, building materials; agents and consignment; providing automobile rental, transportation services.	Business Registration Certificate No. 401337755 issued by Da Nang City Planning and Investment Department on 8 February 2010 and 10 December 2012.	51%

	PRINCIPAL ACTIVITY	INVESTMENT LICENCE	% OF OWNER-SHIP
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 and 6 December 2012.	51%
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:

	2013 VND	2012 VND
Board of Management	2.626.500.000	2.526.000.000
Board of Directors	790.000.000	828.000.000
Supervisory Board	112.500.000	120.000.000
	3.529.000.000	3.474.000.000

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Other related party transactions

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

RELATED PARTY	RELATIONSHIP	NATURE OF TRANSACTION	2013 VND	2012 VND
Toyota East Saigon Joint Stock Company (TESC)	Associate	Dividends	4.114.170.000	5.142.712.500
		Loan received from associate	17.300.000.000	121.500.000.000
		Other financial expenses	664.686.111	669.690.757
ConfortDelgro Taxi Savico Company	Associate	Rental and other related expenses charged to associate	3.056.355.441	2.143.804.600
Ben Thanh Savico General Trading & Services Co., Ltd.	Associate	Commission received from associate	1.390.763.000	1.070.045.499
		Dividends	168.000.000	-
		Loan granted to associate	500.000.000	-
		Other financial income	14.431.944	-
Dana Joint Stock Company	Associate	Dividends	2.739.238.168	906.075.000
Khanh Hoi Saigon General Service Co., Ltd.	Associate	Dividends	-	401.674.934

41 LEASE COMMITMENT

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

	31/12/2013 VND	31/12/2012 VND
Within one year	35.080.647.220	40.278.624.329
From two to five years	85.632.134.485	109.276.959.982
Over five years	90.231.479.437	168.501.025.742
	210.944.261.142	318.056.610.053

42 TRADING AND BUSINESS COSTS BY ELEMENT

	2013 VND	2012 VND
Cost of merchandise goods	6.076.827.013.451	4.930.902.460.889
Labour costs and staff costs	212.751.053.950	179.198.266.932
Depreciation and amortisation	46.681.441.190	47.141.651.297
Outside services	155.077.004.342	182.225.657.280
Other expenses	70.777.671.911	73.932.352.477

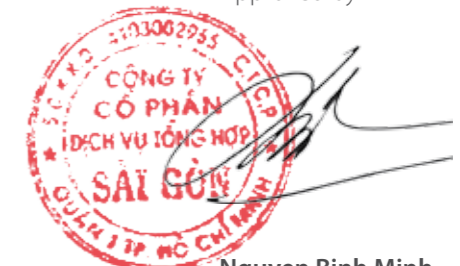
18 March 2014

Prepared by



Ngo Van Danh
Chief Accountant

Approved by



Nguyen Binh Minh
General Director

LIST OF SAVICO SUBSIDIARIES AND JOINT-VENTURES

SAVICO SYSTEM REPORT AS OF FEBRUARY 28, 2014

13 SUBSIDIARIES

05 JOINT VENTURES

SUBSIDIARIES

1. SAVICO HANOI JSC

• 7-9 Nguyen Van Linh,
Gia Thuy Ward, Long Bien District, HCMC. Hanoi
Tel: (84.4) 62,888,555 - Fax: (84.4) 62,888,556
Email: info@savicohanoi.com

Subordinated companies:

• Savico Mega Mall
7-9 Nguyen Van Linh, Gia Thuy Ward,
Long Bien District, Hanoi
Web: www.savicomegamall.com

• TOYOTA Long Bien Co., Ltd.
7-9 Nguyen Van Linh, Long Bien District, HCMC. Hanoi
Tel: (84.4) 62,777,999
Fax: (84.4) 62 777 990/ 62 777 998
Email: info@toyotalongbien.vn

2. SAVICO Da nang JSC

• 66 Vo Van Tan, Thanh Khe District, HCMC. Da Nang
Tel: (84 511) 858 3647 - Fax: (84.511) 3646 517

3. Giai Phong Toyota Joint Venture (TGP)

• 807 Giai Phong, Hoang Mai District, Hanoi
Tel: (84.4) 3664 0124
Fax: (84.4) 3664 0127- Hotline: 090 221 6336
Email: tgp@fpt.vn
Web: www.toyotagiaiphong.com.vn

Giai Phong Toyota Joint Venture Company - Phap Van Branch

• Hoang Liet Ward, Hoang Mai District, HCMC. Hanoi
Tel: (84.4) 3642 5588
Fax: (84.4) 3642 5599 - Hotline: 090 621 6336

4. Can Tho Toyota Co., Ltd

• Lot 20, Phu An Residence,
Quang Trung Street, Cai Rang District,
Can Tho City
Tel: (84 710) 391 9919
Fax: (84.710) 391 8899 - Hotline: 093 491 9919
Web: www.toyotacantho.savico.com.vn
toyotacantho.com.vn

5. DONG DO THANH CO., LTD

• 722 Dien Bien Phu Street, Ward 22,
Binh Thanh District, Ho Chi Minh City

Tel: (84.8) 3512 2555 - Fax: (84.8) 3512 8870
Hotline: 093 810 1065 - 091 833 9964
Web: dongdothanh.savico.com.vn
dongdothanh.com

6. Sai Gon Automobile Co., Ltd [Sai Gon Ford]

• 61A Cao Thang Street, Ward 3, District 3, HCMC.
Tel: (84.8) 3818 1458 - Fax: (84.8) 3818 1466
Hotline: 090 746 8686
Email: saigonford@saigonford.com.vn
Web: www.saigonford.savico.com.vn
www.saigonford.com.vn

Subordinated company:

• **Pho Quang Branch:**
Used car center - Automobile painting workshop
104 Pho Quang Street, Ward 2, Tan Binh Dist. HCM
Tel: (84.8) 3844.2947 / 3844.2948
Fax: (84.8) 3844 2896 - Hotline: 093 388 5885
Email: phoquang@saigonford.com.vn

• Sài Gòn Automax:

72 Tran Dinh Xu Street, District 1, HCMC
Tel: (84.8) 3838 9508 - Fax: (84.8) 3838 9521
Web: www.mazdabenthanh.com.vn

• Sài Gòn Automax:

295 Ben Chuong Duong Street, District 1, HCMC
Tel: (84.8) 3920 4392 - Fax: (84.8) 3920 4394
Web: http://saigonautomax.bonbanh.com

• O to Can Tho investment and trading service Co., Ltd

41A đường 3/2, P. Xuân Khánh, Q. Ninh Kiều,
TP. Cần Thơ
ĐT: (84.710) 3730 720 / 3730 719
Fax: (84.710) 3.730.716 - Hotline: 0983 839 383
Email: cantho@saigonford.com.vn

7. Ben Thanh Automobile JSC [BenThanh Ford]

• 831 Truong Chinh, Tan Phu District, HCMC
Tel: (84.8) 3815 7979 - Fax: (84.8) 3815 8989
Hotline: 090 806 1061
Email: benthanhford@benthanhford.com.vn
Web: benthanhford.savico.com.vn
benthanhford.com.vn

8. Song Han Automobile JSC [Song Han Hyundai]

Head office:

• 86 Duy Tan Street, Hoa Thuan Tay Ward,
Hai Chau District, Da Nang
Tel: (84 511) 378 3555 - Fax: (84.511) 378 3883
Hotline: 0914 303 555 / 0511 3 783 888

9. Sai Gon Star JSC

Head office

• 14-16 Tran Hung Dao Street, District 1, HCMC.
Tel: (84.8) 3837 8390 - Fax: (84.8) 3838 6146
Web: saigonngoisao.savico.com.vn
saigonngoisao.com.vn

Subordinated company:

• 510 Highway 13, Hiep Binh Phuoc Ward,
Thu Duc District, HCMC.
Tel: (84.8) 3726 3022/3726 3023
Fax: (84.8) 3727 3133 - Hotline: 0909 881 994

MOTORBIKE OUTLETS:

• Outlet:

3/9 Kha Van Can Street, Linh Trung Ward, Thu Duc
Tel: (848) 3897 9022

• Outlet:

182 Tran Quoc Thao, District 3, HCMC
Tel: (848) 3931 1142
Fax: (84.8) 3931 2613

• Outlet:

379 Quang Trung, Go Vap District
Tel: (84.8) 6257 9143

10. Sai Gon Phuong Nam Co., Ltd

• Motorcycle Trading

325 Ly Tu Trong Street, District 1, HCMC.
Tel: (84.8) 3822 2615 - Fax: (84.8) 62910324
Web: www.yamahaphuongnam.savico.com.vn

• Branch

Saigon Phuong Nam one member Co., Ltd.
7-13 Hai Thuong Lan Ong Street,
Ward 10, District 5, HCMC
Tel: (848) 3855 4847
Web: www.yamahaphuongnam.savico.com.vn

11. Sai Gon Commercial & Service Co., Ltd [Can Tho Yamaha]

• 164 - 166c, 3/2 Street, Ninh Kieu District, Can Tho City
Tel: (84 710) 164 3780 - Fax: (84.710) 3780 166
Web: www.yamahausaigon.savico.com.vn
yamahausaigon.com

DISTRIBUTION SYSTEMS OF YAMAHA MOTORBIKE:

• Outlet

164 - 166c, 3/2 Street, Ninh Kieu District, Can Tho City
Tel: (84 710) 164 3780 - Fax: (84.710) 3780 166

• Outlet

164/1B Tran Ngoc Que, Ninh Kieu District,
Can Tho City
Tel: (84 710) 378 2982

• Outlet

145 Cach Mang Thang Tam, Binh Thuy District,
Can Tho City
Tel: (84 710) 378 3979 - Fax: (84.710) 378 3839

12. Mekong Savico General Commercial & Service Co., Ltd

Head Office:

• 55-55B Cach Mang Thang Tam Street, Ninh Kieu District,
Can Tho City
Tel: (84 710) 382 7308 - Fax: (84.710) 382 0205
Hotline: 0914 848 991

DISTRIBUTION SYSTEMS OFF SUZUKI:

• Outlet:

1263/6 Area 4, Chau Van Liem ward,
O Mon District, Can Tho City
Tel: (84 710) 366 1200

• Outlet:

349/30B Tran Hung Dao Street,
Long Xuyen City, An Giang Province
Tel: (84.76) 393 5198 - Fax: 393 5098

13. SAVICO Vinh Long JSC

Distributing YAMAHA motorcycles

• 291 An Nhon Hamlet, Trung Thanh,
Vung Liem District, Vinh Long Province
Tel: (84 070) 888 3976 - Fax: (84.070) 3976 777

JOINT VENTURE COMPANIES

1. Toyota Eastern Saigon Corporation (TESC)

507 Hanoi Highway, An Phu Ward, District 02, HCMC
Tel: (84-8) 3898 9242 - Fax: (84.8) 3898 9243
Email: tesc@toyotasaigon.com
Web: www.toyotasaigon.savico.com.vn

Subordinated companies

Branch:

18 Phan Van Tri, Ward 7, Go Vap District, HCMC
Tel: (84.8) 3989 6636 - Fax: (84.8) 3989 6637

• Used Car Center

18 Phan Van Tri, Ward 7, Go Vap District, HCMC
Tel: (84.8) 3921 2808 - Fax: (84.8) 3921 2809
Hotline: 0918 3305050
Email: usedcar@toyotasaigon.com
Web: www.toyotadaquasudung.com

2. Dana JSC [Dana Ford]

Head Office:

56 Dien Bien Phu, Thanh Khe District, Da Nang
Tel: 0511. 364 6555 - Fax: 0511. 364 6746
Hotline: 0905 444 888
Email: danaford@danaford.com.vn
Web: www.dana.com.vn

Branches:

• Branch

Dana Ford Binh Dinh
73 Tay Son, Qui Nhon City, Binh Dinh Province
Tel: 056. 3546 555 - Fax: 056. 3546 488
Hotline: 0905 631 666
Email: dongpq@danaford.com.vn

• Branch

Dana Gia Lai
248 Le Duan, Thang Loi Ward, Pleiku Dist.,
Binh Dinh Province
Cellphone: 0905 089 9993.

3. Ben Thanh Savico General Commercial and Trading Co., Ltd

Head Office:

01 Nguyen Trai Street, Ben Thanh Ward,
District 1, HCMC.
Tel: (84.8) 3938 3687 - Fax: 3933 3075
Email: btsavico@yahoo.com.vn
Web: benthansym.savico.com.vn

• SYM Motorcycles Center:

• 66 Cach Mang Thang Tam Street, Ward 6,
District 3, HCMC
Tel: (848) 3933 3633 - Fax: (84.8) 3933 3075

• SYM automobile Center:

• 48B Phan Van Tri, Ward 7, Go Vap District
Tel: (84.8) 3989 9789 - Fax: (84.8) 3989 9448

4. ComfortDelGro Savico Taxi Co., Ltd

• 104 Pho Quang Street, 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 JSC

• 115-117 Ho Tung Mau Street, District 1, HCMC. HCM
Tel: (84.8) 3526 5835 - Fax: (84.8) 3526 5834

SAVICO CONTRIBUTES CAPITAL

1. Ben Thanh Trading Service JSC (TSC)

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

2. Ben Thanh Non Nuoc Resort Corporation (Sandy Beach)

• 255 Huyen Tran Cong Chua Street,
Ngu Hanh Son District, Da Nang
Tel: (84 511) 383 6216 - Fax: (84.511) 383 6335

3. Ben Thanh Long Hai Corporation (Tropicana)

• Provincial Highway 44A, Phuoc Hai Commune,
Dat Do District, Baria, Vung Tau
Tel: (84.64) 67 9999 - Fax: (84.64) 67 8888

4. HCMC Power Corporation

• 29 Street No 41, Ward 6, District 4, HCMC
Tel: (84.8) 2211 7898 - Fax: (84.8) 3826 4051



SAVICO

SAIGON GENERAL SERVICE CORPORATION

68 Nam Ky Khoi Nghia Street, District 1, HCMC

Tel: (84.8) 3821 3913

Fax: (84.8) 3821 3913 - (84.8) 3821 5992

Email: savico@savico.com.vn

www.savico.com.vn