

## BH - CONSOLIDATED BALANCE SHEET

As at 30 June 2016

Unit: VND

Items	Codes	Notes	As at 30/06/2016	As at 01/01/2016
<b>ASSETS</b>				
<b>A- CURRENT ASSETS (100=110+120+130+140+150+190)</b>	<b>100</b>		<b>5,221,551,097,046</b>	<b>5,278,551,452,636</b>
<b>I. Cash and cash equivalents</b>	<b>110</b>	<b>IV.3.1</b>	<b>252,467,294,578</b>	<b>215,489,620,218</b>
1. Cash on hand	111		252,467,294,578	200,489,620,218
2. Cash equivalents	112		-	15,000,000,000
<b>II. Short-term financial investments</b>	<b>120</b>	<b>IV.3.2</b>	<b>1,988,326,185,250</b>	<b>1,974,741,015,580</b>
1. Investment in Securities	121		31,197,625,689	31,067,564,861
2. Provisions for impairment of securities	122		(7,452,860,439)	(6,726,549,281)
3. Investments hold until due date	123		1,964,581,420,000	1,950,400,000,000
<b>III. Short-term receivables</b>	<b>130</b>		<b>937,478,723,538</b>	<b>988,251,433,312</b>
1. Trade accounts receivable	131		984,152,729,454	1,035,509,379,741
1.1. Receivables from insurance contracts	131.1		795,777,617,961	702,403,057,743
1.2. Other receivables	131.2		188,375,111,493	333,106,321,998
2. Advances to suppliers	132		-	56,500,000
3. Other short-term receivables	136		367,282,317	338,755,051
4. Provision for doubtful debts	137		(47,041,288,233)	(47,653,201,480)
<b>IV. Inventories</b>	<b>140</b>		<b>41,768,629</b>	<b>206,866,990</b>
1. Inventories	141		41,768,629	206,866,990
<b>V. Other short-term assets</b>	<b>150</b>		<b>170,534,340,347</b>	<b>159,203,478,279</b>
1. Short-term advances	151		169,734,039,508	158,476,806,806
1.1. Deferred commission costs	151.1		169,734,039,508	158,476,806,806
2. VAT deductibles	152		800,300,839	726,671,473
<b>VI. Reinsurance assets</b>	<b>190</b>	<b>IV.4</b>	<b>1,872,702,784,704</b>	<b>1,940,659,038,257</b>
1. Retroceded premium reserve	191		528,181,190,591	490,575,015,171
2. Outward claim reserve	192		1,344,521,594,113	1,450,084,023,086
<b>B. FIXED ASSETS (200=210+220+230+240+250+260)</b>	<b>200</b>		<b>1,241,329,535,744</b>	<b>1,186,755,428,812</b>
<b>I. Long-term receivables</b>	<b>210</b>		<b>22,000,000,000</b>	<b>22,000,000,000</b>
1. Other long-term receivables	216		22,000,000,000	22,000,000,000
1.1. Insurance deposit	216.1		22,000,000,000	22,000,000,000
<b>II. Fixed assets</b>	<b>220</b>		<b>20,630,107,579</b>	<b>25,264,330,092</b>
1. Tangible fixed assets	221		7,520,674,218	8,583,315,430
- Cost	222		25,113,907,036	25,113,907,036
- Accumulated depreciation	223		(17,593,232,818)	(16,530,591,606)
2. Intangible fixed assets	227		13,109,433,361	16,681,014,662
- Cost	228		32,434,195,934	32,434,195,934
- Accumulated amortisation	229		(19,324,762,573)	(15,753,181,272)
<b>III. Investment in real estates</b>	<b>230</b>		<b>13,109,206,578</b>	<b>13,817,812,339</b>
- Cost	231		34,055,061,893	34,055,061,893
- Accumulated depreciation	232		(20,945,855,315)	(20,237,249,554)
<b>IV. Long-term assets in progress</b>	<b>240</b>		<b>13,391,695,266</b>	<b>13,391,695,266</b>
1. Construction in progress	242		13,391,695,266	13,391,695,266
<b>IV. Long-term financial investments</b>	<b>250</b>	<b>IV.3.3</b>	<b>1,108,953,449,311</b>	<b>1,050,936,263,290</b>
2. Investment in joint ventures	252		187,322,711,537	186,566,776,135
3. Other long-term investments	253		479,140,070,000	472,000,270,000
4. Provision for diminution in value of long-term financial invest	254		(6,687,379,013)	(17,236,940,220)
5. Investment hold until due date	255		449,178,046,787	409,606,157,375
<b>V. Other long-term assets</b>	<b>260</b>		<b>63,245,077,010</b>	<b>61,345,327,825</b>
1. Long-term prepayments	261		4,434,558,074	2,737,416,738
2. Deferred tax assets	262		413,646,058	211,038,209
3. Other long-term assets	268		58,396,872,878	58,396,872,878

<b>TOTAL ASSETS (270=100+200)</b>	<b>270</b>		<b>6,462,880,632,790</b>	<b>6,465,306,881,448</b>
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<b>RESOURCES</b>	<b>Codes</b>	<b>Notes</b>	<b>As at 30/06/2016</b>	<b>As at 01/01/2016</b>
<b>A. LIABILITIES (300=310+330)</b>	<b>300</b>		<b>3,833,268,800,801</b>	<b>3,812,072,305,307</b>
<b>I. Current liabilities</b>	<b>310</b>		<b>3,827,983,747,834</b>	<b>3,808,248,264,821</b>
1. Trade accounts payable	311		842,576,270,248	836,534,241,830
1.1. Payables to insurance contracts	311.1		727,724,511,535	598,460,877,116
1.2. Other trade accounts payable	311.2		114,851,758,713	238,073,364,714
2. Advances from customers	312		777,430,789	1,562,551,137
3. Taxes and amounts payable to the State budget	313		13,326,130,704	7,883,683,343
4. Payables to employees	314		16,037,672,553	14,028,770,977
5. Other current payables	319		135,532,185,511	70,799,143,985
6. Unearned commissions	319.1		116,001,387,187	104,434,105,144
7. Bonus and welfare funds	322		12,474,833,792	13,921,185,579
8. Underwriting reserves	329		2,691,257,837,050	2,759,084,582,826
8.1. Premium reserve	329.1		797,818,028,376	750,087,992,887
8.2. Claim reserve	329.2		1,709,166,049,913	1,834,243,959,691
8.3. Catastrophe reserve	329.3		184,273,758,761	174,752,630,248
<b>II. Long-term liabilities</b>	<b>330</b>		<b>5,285,052,967</b>	<b>3,824,040,486</b>
1. Other long-term liabilities	337		3,216,822,676	2,864,775,901
2. Provision for long-term liabilities	342		2,068,230,291	959,264,585
<b>B.EQUITY (400=400)</b>	<b>400</b>	<b>V.4</b>	<b>2,629,611,831,989</b>	<b>2,653,234,576,141</b>
<b>I. Owners' equity</b>	<b>410</b>		<b>2,629,611,831,989</b>	<b>2,653,234,576,141</b>
1. Owners' contributed capital	411		1,310,759,370,000	1,310,759,370,000
Ordinary shares carrying voting rights	411a		1,310,759,370,000	1,310,759,370,000
2.Share premium	412		566,368,537,309	566,368,537,309
3. Investment and development funds	418		194,077,312,408	191,870,712,711
4. Compulsory reserve fund	419		109,001,386,736	103,484,887,493
6. Retained earnings	421		419,354,845,588	450,515,403,971
- Retained earnings accumulated to the previous period	421a		319,439,466,971	294,219,533,934
- Retained earnings of this period	421b		99,915,378,617	156,295,870,037
6. Non-controlling interest	429		30,050,379,948	30,235,664,657
<b>TOTAL RESOURCES (440=300+400)</b>	<b>440</b>		<b>6,462,880,632,790</b>	<b>6,465,306,881,448</b>

Note: Form B01- DNPNT was an attachment of Circular 232/2012/TT-BTC dated 28/12/2012 of the Ministry of Finance amending and supplementing in compliance with regulations in Circular 200/2014/TT-BTC dated 22 December 2014 of Ministry of Finance on guiding Corporate Accounting Scheme.

Ha Noi, 18 July 2016

# FINANCIAL STATEMENTS

Quarter 2/2016

## BH - CONSOLIDATED INCOME STATEMENT

From 01/01/2016 to 30/06/2016

Unit: VND

ITEMS	Code s	Notes	Quarter 2		From 01/01/2016 to 30/06/2016	
			2016	2015	2016	2015
<b>1. Premium revenue (01=01.1+01.2-01.3)</b>	<b>01</b>		<b>419,124,345,593</b>	<b>405,802,986,222</b>	<b>839,133,443,191</b>	<b>789,650,860,155</b>
In which:						
- Gross written premium	01.2		449,204,084,522	431,696,049,007	887,188,413,967	819,309,593,508
- Increase (decrease) in inward unearned premium reserve	01.3		30,079,738,929	25,893,062,785	48,054,970,776	29,658,733,353
<b>2. Retroceded premium (02=02.1-02.2)</b>	<b>02</b>		<b>276,724,919,225</b>	<b>258,270,801,048</b>	<b>536,728,531,759</b>	<b>491,202,745,759</b>
In which:						
- Gross retroceded premium	02.1		305,321,207,933	278,600,847,160	574,531,089,042	506,808,715,811
- Increase (decrease) in retroceded premium reserve	02.2		28,596,288,708	20,330,046,112	37,802,557,283	15,605,970,052
<b>3. Net premium income (03=01-02)</b>	<b>03</b>		<b>142,399,426,368</b>	<b>147,532,185,174</b>	<b>302,404,911,432</b>	<b>298,448,114,396</b>
<b>4. Commission and other income from reinsurance activities (04=04.1+04.2)</b>	<b>04</b>		<b>69,945,332,864</b>	<b>71,585,288,931</b>	<b>203,423,855,312</b>	<b>209,780,372,078</b>
In which:						
- Commission from reinsurance outward	04.1		60,069,365,938	56,081,593,009	117,724,265,868	106,448,298,486
- Other receipts from insurance business	04.2		9,875,966,926	15,503,695,922	85,699,589,444	103,332,073,592
<b>5. Net income from insurance business (10=03+04)</b>	<b>10</b>		<b>212,344,759,232</b>	<b>219,117,474,105</b>	<b>505,828,766,744</b>	<b>508,228,486,474</b>
<b>6. Payment for inward reinsurance claims (11=11.1-11.2)</b>	<b>11</b>		<b>345,503,399,870</b>	<b>294,029,303,166</b>	<b>636,151,190,038</b>	<b>486,904,823,485</b>
In which:						
- Total claims paid	11.1		345,503,399,870	294,029,303,166	636,151,190,038	486,904,823,485
- Deductions	11.2		-	-	-	-
<b>7. Recoverables from outward reinsurance</b>	<b>12</b>		<b>277,365,529,844</b>	<b>203,581,068,092</b>	<b>467,484,148,779</b>	<b>327,463,999,126</b>
<b>8. Increase (decrease) in inward claim reserve</b>	<b>13</b>		<b>(163,822,503,012)</b>	<b>131,565,250,618</b>	<b>(125,045,416,249)</b>	<b>405,059,210,703</b>

<b>9. Increase (decrease) in outward claim reserve</b>	<b>14</b>		<b>(156,586,580,085)</b>	<b>134,009,463,320</b>	<b>(105,542,790,786)</b>	<b>373,054,176,432</b>
<b>10. Total claims incurred (15=11-12+13-14)</b>	<b>15</b>		<b>60,901,947,099</b>	<b>88,004,022,372</b>	<b>149,164,415,796</b>	<b>191,445,858,630</b>
<b>11. Increase (decrease) in catastrophe reserve</b>	<b>16</b>		<b>4,316,486,298</b>	<b>4,592,856,055</b>	<b>9,379,719,747</b>	<b>9,375,026,329</b>
<b>12. Other expenses for insurance business (17=17.1+17.2)</b>	<b>17</b>		<b>103,054,730,594</b>	<b>103,126,589,180</b>	<b>273,359,444,203</b>	<b>275,582,079,257</b>
In which:						
- Commission	<b>17.1</b>		88,073,759,983	87,438,566,209	180,096,844,070	170,593,608,564
- Other expenses for insurance business	<b>17.2</b>		14,980,970,611	15,688,022,971	93,262,600,133	104,988,470,693
<b>13. Total costs for insurance business (18=15+16+17)</b>	<b>18</b>		<b>168,273,163,991</b>	<b>195,723,467,607</b>	<b>431,903,579,746</b>	<b>476,402,964,216</b>
<b>14. Gross profit from insurance business ( 19=10-18)</b>	<b>19</b>		<b>44,071,595,241</b>	<b>23,394,006,498</b>	<b>73,925,186,998</b>	<b>31,825,522,258</b>
<b>18. Revenue from financial activities</b>	<b>23</b>		<b>41,341,525,182</b>	<b>48,579,044,789</b>	<b>87,622,284,727</b>	<b>96,862,241,595</b>
<b>19. Expenses for financial activities</b>	<b>24</b>		<b>2,905,583,860</b>	<b>(5,260,319,075)</b>	<b>8,204,578,457</b>	<b>(9,882,768,483)</b>
<b>20. Gross profit from financial activities (25=23-24)</b>	<b>25</b>		<b>38,435,941,322</b>	<b>53,839,363,864</b>	<b>79,417,706,270</b>	<b>106,745,010,078</b>
<b>21. Management expenses</b>	<b>26</b>		<b>20,287,697,018</b>	<b>19,500,887,582</b>	<b>38,173,831,719</b>	<b>23,547,321,561</b>
<b>22. Net profit from insurance business (30=19+22+25-26)</b>	<b>30</b>		<b>62,219,839,545</b>	<b>57,732,482,780</b>	<b>115,169,061,549</b>	<b>115,023,210,775</b>
23. Income from other activities	31		3,634,076,193	3,588,878,731	7,331,316,778	6,644,250,079
24. Expenses for other activities	32		650,657,144	4,135,429,540	1,432,127,927	5,253,952,343
<b>25. Profit from other activities (40=31-32)</b>	<b>40</b>		<b>2,983,419,049</b>	<b>(546,550,809)</b>	<b>5,899,188,851</b>	<b>1,390,297,736</b>
<b>26. Share of net profits of associate</b>	<b>40.1</b>		<b>7,784,841,847</b>	<b>8,595,637,412</b>	<b>12,022,266,862</b>	<b>16,544,414,553</b>
<b>29. Accounting profit (50=30+40+40.1+40.2)</b>	<b>50</b>		<b>72,988,100,441</b>	<b>65,781,569,383</b>	<b>133,090,517,262</b>	<b>132,957,923,064</b>
30. Corporate income tax payable	51		12,675,959,163	11,579,573,905	22,392,489,553	22,854,867,456
31. Deferred corporate income tax	52		(111,249,371)	11,623,268	(202,607,849)	15,338,237
<b>32. Profit after tax (60=50-51-52)</b>	<b>60</b>		<b>60,423,390,649</b>	<b>54,190,372,210</b>	<b>110,900,635,558</b>	<b>110,087,717,371</b>
Shareholders of the Corporation	61		60,645,883,157	54,439,328,044	111,085,920,267	110,423,333,899
Non-controlling interests	62		(222,492,508)	(248,955,834)	(185,284,709)	(335,616,528)
<b>33. Basic earnings per share</b>	<b>70</b>		<b>447</b>	<b>400</b>	<b>821</b>	<b>816</b>

Ha Noi, 18 July 2016