

# **Vincom Retail Joint Stock Company**

Interim separate financial statements

Quarter III 2017



# Vincom Retail Joint Stock Company

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# Vincom Retail Joint Stock Company

## GENERAL INFORMATION

### THE COMPANY

Vincom Retail Joint Stock Company ("the Company"), previously known as Vincom Retail Company Limited, is established in accordance with the Business Registration Certificate No. 0105850244 issued by the Hanoi Department of Planning and Investment on 11 April 2012. In accordance with the 2nd amended Business Registration Certificate dated 14 May 2013, the Company changed its legal form to a joint stock company under the name of Vincom Retail Joint Stock Company. Subsequently, the Company received amendments to Enterprise Registration Certificate, with the latest one being the 18th amended Enterprise Registration Certificate dated 15 September 2017.

The current principal activities of the Company are to invest in and develop shopping centers for lease and inventory properties for sales.

The Company's head office is registered at No.7, Bang Lang 1 street, Vinhomes Riverside, Viet Hung ward, Long Bien district, Hanoi, Vietnam.

Vingroup JSC is the Company's ultimate parent. Vingroup JSC and its subsidiaries are hereby referred as the Group.

### BOARD OF DIRECTORS

Members of the Board of Directors during the period and at the date of this report are:

Ms. Duong Thi Mai Hoa	Chairwoman	appointed on 30 June 2017
Ms. Vu Tuyet Hang	Chairwoman	resigned on 30 June 2017
Ms. Thai Thi Thanh Hai	Member	appointed on 30 June 2017
		resigned on 29 September 2017
Ms. Tran Mai Hoa	Member	appointed on 30 June 2017
Ms. Nguyen Thi Diu	Member	appointed on 30 June 2017
Ms. Mai Huong Noi	Member	resigned on 30 June 2017
Ms. Nguyen Dieu Linh	Member	resigned on 30 June 2017
Ms. Le Mai Lan	Member	appointed on 9 September 2017
Ms. Mai Thu Thuy	Member	appointed on 9 September 2017
Mr. Brett Krause	Member	appointed on 9 September 2017
Mr. Timothy J. Daly	Member	appointed on 9 September 2017
Mr. Joseph Raymond Gagnon	Member	resigned on 9 September 2017
Mr. Jeffrey David Perlman	Member	resigned on 29 September 2017

### MANAGEMENT

Members of the management during the period and at the date of this report are:

Ms. Tran Mai Hoa	General Director	appointed on 27 February 2017
	Deputy General Director	resigned on 27 February 2017
Ms. Vu Tuyet Hang	General Director	resigned on 27 February 2017
Ms. Nguyen Thu Ha	Deputy General Director	appointed on 5 July 2017
Ms. Dinh Hong Minh	Deputy General Director	resigned on 20 September 2017
Ms. Pham Ngoc Thoa	Chief Finance Officer	appointed on 16 September 2014
Ms. Pham Thu Thuy	Human Resource Manager	resigned on 21 August 2017
Ms. Thanh Thi Thanh Huyen	Human Resource Manager	appointed on 21 August 2017

# Vincom Retail Joint Stock Company

## GENERAL INFORMATION (continued)

### BOARD OF SUPERVISION

Members of the Board of Supervision during the period and at the date of this report are:

Ms. Do Thi Quynh Trang	Head	appointed on 9 September 2017
Ms. Nguyen Thu Phuong	Member	appointed on 9 September 2017
Ms. Tran Thanh Tam	Member	appointed on 9 September 2017
Mr. Fan Li	Member	appointed on 9 September 2017 resigned on 29 September 2017

### LEGAL REPRESENTATIVE

The legal representative of the Company during the period up to 27 February 2017 is Ms. Vu Tuyet Hang, and from 27 February 2017 to the date of this report is Ms. Tran Mai Hoa.

Ms. Pham Ngoc Thoa is authorised by the legal representative of the Company to sign the Company's financial statements in accordance with the Authorisation Letter dated 27 February 2017.

# Vincom Retail Joint Stock Company

## REPORT OF MANAGEMENT

Management of Vincom Retail Joint Stock Company ("the Company") is pleased to present this report and the interim separate financial statements of the Company for Quarter III 2017.

### MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE INTERIM SEPARATE FINANCIAL STATEMENTS

Management is responsible for the interim separate financial statements of each financial period which give a true and fair view of the interim separate financial position of the Company and of the Company's interim separate results of its operations and its interim separate cash flows for the period. In preparing those interim separate financial statements, management is required to:

- ▶ select suitable accounting policies and then apply them consistently;
- ▶ make judgements and estimates that are reasonable and prudent;
- ▶ state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the interim separate financial statements; and
- ▶ prepare the interim separate financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue its business.

Management is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the interim separate financial position of the Company and to ensure that the accounting records comply with the applied accounting system. It is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Management confirmed that it has complied with the above requirements in preparing the accompanying interim separate financial statements.

### STATEMENT BY MANAGEMENT

Management does hereby state that, in its opinion, the accompanying interim separate financial statements give a true and fair view of the interim separate financial position of the Company as at 30 September 2017 and of the interim separate results of its operations and its interim separate cash flows in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to the preparation and presentation of the interim separate financial statements.

Users of the accompanying interim separate financial statements should read these interim separate financial statements together with the interim consolidated financial statements of the Company and its subsidiaries for Quarter III 2017 in order to obtain full information on the interim consolidated financial position of the Company and its subsidiaries, the interim consolidated results of operations and interim consolidated cash flows for the period.



For and on behalf of the management:

Phạm Ngọc Thoa  
Chief Finance Officer

Hanoi, Vietnam

20 October 2017

# Vincom Retail Joint Stock Company

B01a-DN

## INTERIM SEPARATE BALANCE SHEET as at 30 September 2017

Currency: VND

Code	ASSETS	Notes	30 September 2017	31 December 2016
<b>100</b>	<b>A. CURRENT ASSETS</b>		<b>3,008,826,286,268</b>	<b>12,048,106,282,844</b>
<b>110</b>	<b>I. Cash and cash equivalents</b>	<b>4</b>	<b>1,557,258,859,865</b>	<b>1,210,553,997,781</b>
111	1. Cash		217,258,859,865	209,553,997,781
112	2. Cash equivalents		1,340,000,000,000	1,001,000,000,000
<b>120</b>	<b>II. Short-term investments</b>		<b>45,668,494,949</b>	<b>-</b>
123	1. Held-to-maturity investments	5	45,668,494,949	-
<b>130</b>	<b>III. Current accounts receivable</b>		<b>1,116,969,521,887</b>	<b>10,450,924,853,126</b>
131	1. Short-term trade receivables	6.1	393,113,557,690	519,782,587,432
132	2. Short-term advances to suppliers	6.2	41,197,618,654	3,968,999,365
135	3. Short-term loan receivables	26	157,300,000,000	7,632,456,639,615
136	4. Other short-term receivables	7	547,358,345,543	2,316,716,626,714
137	5. Provision for doubtful short-term receivables	7, 8	(22,000,000,000)	(22,000,000,000)
<b>140</b>	<b>IV. Inventories</b>	<b>9</b>	<b>263,976,826,731</b>	<b>318,360,931,109</b>
141	1. Inventories		263,976,826,731	318,360,931,109
<b>150</b>	<b>V. Other current assets</b>		<b>24,952,582,836</b>	<b>68,266,500,828</b>
151	1. Short-term prepaid expenses	10	23,213,160,333	51,105,929,655
152	2. Value-added tax deductible		-	12,691,935,301
153	3. Tax and other receivables from the State	16	1,739,422,503	4,468,635,872

INTERIM SEPARATE BALANCE SHEET (continued)  
as at 30 September 2017

Currency: VND

Code	ASSETS	Notes	30 September 2017	31 December 2016
<b>200</b>	<b>B. NON-CURRENT ASSETS</b>		<b>26,216,731,358,692</b>	<b>15,221,242,087,786</b>
<b>210</b>	<b>I. Long-term receivables</b>		<b>5,727,180,876,080</b>	<b>2,614,160,519,896</b>
215	1. Long-term loan receivables	26	5,726,620,356,184	2,613,600,000,000
216	2. Other long-term receivables		560,519,896	560,519,896
<b>220</b>	<b>II. Fixed assets</b>		<b>31,408,674,571</b>	<b>33,705,703,569</b>
221	1. Tangible fixed assets		968,023,982	1,175,879,136
222	Cost		1,566,707,541	1,460,380,157
223	Accumulated depreciation		(598,683,559)	(284,501,021)
227	2. Intangible assets	11	30,440,650,589	32,529,824,433
228	Cost		39,148,475,580	37,100,438,404
229	Accumulated amortisation		(8,707,824,991)	(4,570,613,971)
<b>230</b>	<b>III. Investment properties</b>	<b>12</b>	<b>2,696,184,881,785</b>	<b>2,320,367,857,929</b>
231	1. Cost		2,837,953,335,443	2,393,116,299,484
232	2. Accumulated depreciation		(141,768,453,658)	(72,748,441,555)
<b>240</b>	<b>IV. Long-term assets in progress</b>		<b>38,520,640,877</b>	<b>373,334,273,338</b>
242	1. Construction in progress	13	38,520,640,877	373,334,273,338
<b>250</b>	<b>V. Long-term investments</b>	<b>14</b>	<b>12,199,788,928,000</b>	<b>9,857,602,710,887</b>
251	1. Investments in subsidiaries	14.1	12,199,788,928,000	6,546,213,822,000
252	2. Investments in associates, jointly controlled entities	14.2	-	3,311,388,888,887
<b>260</b>	<b>VI. Other long-term assets</b>		<b>5,523,647,357,379</b>	<b>22,071,022,167</b>
261	1. Long-term prepaid expenses	10	23,647,357,379	22,071,022,167
268	2. Other long-term assets	26	5,500,000,000,000	-
<b>270</b>	<b>TOTAL ASSETS</b>		<b>29,225,557,644,960</b>	<b>27,269,348,370,630</b>

# Vincom Retail Joint Stock Company

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INTERIM SEPARATE BALANCE SHEET (continued)  
as at 30 September 2017

Currency: VND

Code	RESOURCES	Notes	30 September 2017	31 December 2016
<b>300</b>	<b>C. LIABILITIES</b>		<b>6,652,023,168,077</b>	<b>5,091,647,363,656</b>
<b>310</b>	<b>I. Current liabilities</b>		<b>3,611,255,971,553</b>	<b>736,153,108,083</b>
311	1. Short-term trade payables	15.1	112,045,957,726	170,738,721,444
312	2. Short-term advances from customers	15.2	207,483,512,483	137,014,653,461
313	3. Statutory obligations	16	50,837,435,129	35,068,093,552
314	4. Payables to employees		5,081,211,543	7,032,143,912
315	5. Short-term accrued expenses	17	268,639,370,849	124,565,620,575
318	6. Short-term unearned revenues		88,888,888	-
319	7. Other short-term payables	18	167,951,141,946	259,195,423,896
320	8. Short-term loans and debts	19.1	2,796,412,499,997	-
321	9. Short-term provisions		2,715,952,992	2,538,451,243
<b>330</b>	<b>II. Non-current liabilities</b>		<b>3,040,767,196,524</b>	<b>4,355,494,255,573</b>
337	1. Other long-term liabilities	18	44,650,918,705	43,698,855,575
338	2. Long-term loans and debts	19.2	2,996,116,277,819	4,311,795,399,998
<b>400</b>	<b>D. OWNERS' EQUITY</b>		<b>22,573,534,476,883</b>	<b>22,177,701,006,974</b>
<b>410</b>	<b>I. Capital</b>	<b>20</b>	<b>22,573,534,476,883</b>	<b>22,177,701,006,974</b>
411	1. Issued share capital		19,010,787,330,000	21,091,724,950,000
411a	- Shares with voting rights		19,010,787,330,000	15,166,399,400,000
411b	- Preference shares		-	5,925,325,550,000
412	2. Share premium		4,324,379,868,906	1,788,492,262,669
421	3. Accumulated losses		(761,632,722,023)	(702,516,205,695)
421a	- Accumulated losses up to prior year		(702,516,205,695)	(736,618,573,062)
421b	- Undistributed earnings of current period		(59,116,516,328)	34,102,367,367
<b>440</b>	<b>TOTAL LIABILITIES AND OWNERS' EQUITY</b>		<b>29,225,557,644,960</b>	<b>27,269,348,370,630</b>

Nguyen Thanh Huyen  
Preparer

Bui Tien Luc  
Chief Accountant

Phan Ngoc Thoa  
Chief Finance Officer

20 October 2017



Vincom Retail Joint Stock Company

B02a-DN

INTERIM SEPARATE INCOME STATEMENT  
Quarter III 2017

Currency: VND

Code	ITEMS	Notes	Quarter III 2017	Quarter III 2016	For the nine-month period ended 30 September 2017	For the nine-month period ended 30 September 2016
01	1. Revenue from sale of goods and rendering of services	21.1	228,843,753,223	163,624,918,156	739,600,716,151	2,128,348,956,078
02	2. Deductions	21.1	-	-	-	-
10	3. Net revenue from sale of goods and rendering of services	21.1	228,843,753,223	163,624,918,156	739,600,716,151	2,128,348,956,078
11	4. Cost of goods sold and services rendered	22	(146,658,729,370)	(117,525,847,670)	(460,147,933,145)	(1,728,738,137,477)
20	5. Gross profit from sale of goods and rendering of services		82,185,023,853	46,099,070,486	279,452,783,006	399,610,818,601
21	6. Finance income	21.2	272,057,312,552	352,137,538,729	1,869,521,456,025	1,449,333,257,872
22	7. Finance expenses - In which: Interest expenses	23	(138,653,243,054) (138,650,966,554)	(255,690,510,450) (255,690,510,450)	(365,819,265,514) (365,816,991,014)	(879,371,540,196) (878,918,998,815)
25	8. Selling expenses	24	(2,948,708,342)	(3,241,494,863)	(25,553,879,623)	(134,815,406,018)
26	9. General and administrative expenses	24	(5,833,506,910)	(4,199,291,041)	(20,767,603,359)	(50,497,309,164)
30	10. Operating profit		206,806,878,099	135,105,312,861	1,736,833,490,535	784,259,821,095
31	11. Other income		844,724,921	730,031,005	2,058,128,899	1,529,574,426
32	12. Other expenses		(107,050,052)	(183,906,605)	(531,892,450)	(888,546,841)

# Vincom Retail Joint Stock Company

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## INTERIM SEPARATE INCOME STATEMENT (continued) Quarter III 2017

Currency: VND

Code	ITEMS	Notes	Quarter III 2017	Quarter III 2016	For the nine-month period ended 30 September 2017	For the nine-month period ended 30 September 2016
40	13. Other profit		737,674,869	546,124,400	1,526,236,449	641,027,585
50	14. Accounting profit before tax		207,544,552,968	135,651,437,261	1,738,359,726,984	784,900,848,680
51	15. Current corporate income tax expense	25	(42,474,033,469)	863,945,277	(130,763,181,668)	(25,546,312,049)
60	16. Net profit after tax		165,070,519,499	136,515,382,538	1,607,596,545,316	759,354,536,631



Nguyen Thanh Huyen  
Preparer



Bui Tien Luc  
Chief Accountant



Phạm Ngọc Thoa  
Chief Finance Officer

20 October 2017

INTERIM SEPARATE CASH FLOW STATEMENT  
Quarter III 2017

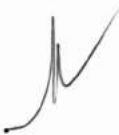
Currency: VND

Code	ITEMS	Notes	For the nine-month period ended 30 September 2017	For the nine-month period ended 30 September 2016
	<b>I. CASH FLOWS FROM OPERATING ACTIVITIES</b>			
01	<b>Profit before tax</b>		<b>1,738,359,726,984</b>	<b>784,900,848,680</b>
	<i>Adjustments for:</i>			
02	Depreciation of fixed assets and investment properties and amortisation of intangible fixed assets		73,471,405,661	50,143,314,031
03	Provisions		-	22,000,000,000
04	Foreign exchange gains arisen from revaluation of monetary accounts denominated in foreign currency		(600,000,000)	(2,300,000,000)
05	Profits from investing activities		(1,870,346,129,724)	(1,448,881,048,480)
06	Interest expenses and bond issuance cost		365,816,991,014	878,918,998,815
08	<b>Operating profit before changes in working capital</b>		<b>306,701,993,935</b>	<b>284,782,113,046</b>
09	Decrease in receivables		154,224,227,893	757,061,250,969
10	Decrease in inventories		54,384,104,378	1,217,611,288,969
11	Increase/(decrease) in payables (other than interest, corporate income tax)		47,961,292,153	(1,511,536,902,657)
12	Decrease in prepaid expenses		27,030,602,160	97,218,537,128
14	Interest paid		(282,235,365,659)	(1,149,447,475,782)
15	Corporate income tax paid		(81,944,856,350)	(91,290,753,948)
20	<b>Net cash flows from/(used in) operating activities</b>		<b>226,121,998,510</b>	<b>(395,601,942,275)</b>
	<b>II. CASH FLOWS FROM INVESTING ACTIVITIES</b>			
21	Purchase, construction of fixed assets and other long-term assets		(5,706,686,735,942)	(151,981,205,341)
23	Loans to other entities and payments for purchase of debt instruments of other entities		(2,540,668,494,949)	(3,425,598,899,076)
24	Collections from borrowers and proceeds from sale of debt instruments of other entities		10,278,255,265,597	1,888,333,333,335
25	Payments for investments in other entities		(7,500,000,000,000)	(1,054,384,726,019)
26	Proceeds from sale of investments in other entities		3,312,335,000,000	3,468,447,754,506
27	Interest and dividends received		2,011,877,972,942	1,179,515,195,603
30	<b>Net cash flows (used in)/from investing activities</b>		<b>(144,886,992,352)</b>	<b>1,904,331,453,008</b>

INTERIM SEPARATE CASH FLOW STATEMENT (continued)  
Quarter III 2017

Currency: VND

Code	ITEMS	Notes	For the nine-month period ended 30 September 2017	For the nine-month period ended 30 September 2016
	<b>III. CASH FLOWS FROM FINANCING ACTIVITIES</b>			
31	Issuance of shares		-	4,489,435,514,980
32	Capital redemption		(250,015,763)	-
33	Drawdown of borrowings		2,995,603,333,333	213,170,400,000
34	Repayment of borrowings		(1,063,170,400,000)	(4,619,941,666,667)
36	Dividends paid to equity holders of the parent		(1,666,713,061,644)	(803,701,500,000)
40	<b>Net cash flows from financing activities</b>		<b>265,469,855,926</b>	<b>(721,037,251,687)</b>
50	<b>Net increase in cash and cash equivalents for the period</b>		<b>346,704,862,084</b>	<b>787,692,259,046</b>
60	Cash and cash equivalents at the beginning of the period	4	1,210,553,997,781	179,615,687,413
70	Cash and cash equivalents at the end of the period	4	1,557,258,859,865	967,307,946,459

  
 Nguyen Thanh Huyen  
Preparer

  
 Bui Tien Luc  
Chief Accountant

  
 Phan Ngoc Thoa  
Chief Finance Officer


20 October 2017

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS  
Quarter III 2017

**1. CORPORATE INFORMATION**

Vincom Retail Joint Stock Company ("the Company"), previously known as Vincom Retail Company Limited, is established in accordance with the Business Registration Certificate No. 0105850244 issued by the Hanoi Department of Planning and Investment on 11 April 2012. In accordance with the 2nd amended Business Registration Certificate dated 14 May 2013, the Company changed its legal form to a joint stock company under the name of Vincom Retail Joint Stock Company. Subsequently, the Company received amendments to Enterprise Registration Certificate, with the latest one being the 18th amended Enterprise Registration Certificate dated 15 September 2017.

The current principal activities of the Company are to invest in and develop shopping centers for lease and inventory properties for sales.

The Company's normal course of business cycle of real estate business starts at the time of application for investment certificate, commencement of site clearance, construction, and ends at the time of completion, thus, the normal course of real estate development business is from 12 months to 36 months. The Company's normal course of business cycle of other business activities are 12 months.

The Company's head office is registered at No.7, Bang Lang 1 street, Vinhomes Riverside, Viet Hung ward, Long Bien district, Hanoi, Vietnam.

As at 30 September 2017, the Company has 3 subsidiaries. The information on these subsidiaries, along with the Company's voting rights and equity interest in each subsidiary are detailed in the Appendix 1.

The number of the Company's employees as at 30 September 2017 is 103 (31 December 2016: 327).

Vingroup JSC is the Company's ultimate parent. Vingroup JSC and its subsidiaries are hereby referred as the Group.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**2. BASIS OF PREPARATION****2.1 Accounting standards and system**

The Company has subsidiaries as disclosed in Note 1 and Note 14.1. In accompanying with these interim separate financial statements, the Company is preparing the interim consolidated financial statements of the Company and its subsidiaries for the nine-month period ended 30 September 2017.

Users of the interim separate financial statements should read them together with the said interim separate financial statements in order to obtain full information on the interim separate financial position, the interim separate results of operations and interim separate cash flows of the Company.

These interim separate financial statements are included in the dossiers submitted to relevant authorities for purpose of listing the Company's shares on the Vietnam Stock Exchange Market.

**2.2 Accounting standards and system**

The interim separate financial statements of the Company expressed in Vietnam dong ("VND"), are prepared in accordance with Vietnamese Enterprise Accounting System and Vietnamese Accounting Standards issued by the Ministry of Finance as per:

- ▶ Decision No. 149/2001/QĐ-BTC dated 31 December 2001 on the Issuance and Promulgation of Four Vietnamese Accounting Standards (Series 1);
- ▶ Decision No. 165/2002/QĐ-BTC dated 31 December 2002 on the Issuance and Promulgation of Six Vietnamese Accounting Standards (Series 2);
- ▶ Decision No. 234/2003/QĐ-BTC dated 30 December 2003 on the Issuance and Promulgation of Six Vietnamese Accounting Standards (Series 3);
- ▶ Decision No. 12/2005/QĐ-BTC dated 15 February 2005 on the Issuance and Promulgation of Six Vietnamese Accounting Standards (Series 4); and
- ▶ Decision No. 100/2005/QĐ-BTC dated 28 December 2005 on the Issuance and Promulgation of Four Vietnamese Accounting Standards (Series 5).

Accordingly, the accompanying interim separate financial statements, including their utilisation are not designed for those who are not informed about Vietnam's accounting principles, procedures and practices and furthermore are not intended to present the interim separate financial position and interim separate results of operations and interim separate cash flow in accordance with accounting principles and practices generally accepted in countries other than Vietnam.

**2.3 Applied accounting documentation system**

The Company's applied accounting documentation system is the General Journal.

**2.4 Fiscal year**

The Company's fiscal year applicable for the preparation of its separate financial statements starts on 1 January and ends on 31 December.

**2.5 Accounting currency**

The interim separate financial statements are prepared in VND which is also the Company's accounting currency.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES****3.1 Cash and cash equivalents**

Cash and cash equivalents comprise cash on hand, cash in banks and short-term, highly liquid investments with an original maturity of less than three months that are readily convertible into known amounts of cash and that are subject to an insignificant risk of change in value.

**3.2 Inventories***Inventory properties*

Property being constructed for sale in the ordinary course of business or for long-term lease qualified for recognition of outright sales, rather than to be held for rental or capital appreciation, is recognised as inventory properties and is measured at the lower of cost incurred in bringing the inventories to their present location and condition, and net realisable value.

Cost includes:

- ▶ Freehold, leasehold, and development rights for land;
- ▶ Construction costs payable to contractors; and
- ▶ Borrowing costs, planning and design costs, costs of site preparation and clearance, professional fees for legal services, property transfer taxes, construction overheads and other related costs.

Net realisable value is the estimated selling price in the ordinary course of the business, based on market prices at the reporting date less estimated costs to completion and the estimated costs of sale.

The cost of inventory properties recognised in the interim separate income statement is determined with reference to the specific costs incurred on the property sold and an allocation of any non-specific costs based on an appropriate basis.

**3.3 Receivables**

Receivables are presented in the interim separate financial statements at the carrying amounts due from customers and other debtors, after provision for doubtful debts.

The provision for doubtful debts represents amounts of outstanding receivables at the interim separate balance sheet date which are doubtful of being recovered. Increases or decreases to the provision balance are recorded as general and administrative expenses in the interim separate income statement.

**3.4 Tangible fixed assets**

Tangible fixed assets are stated at cost less accumulated depreciation.

The cost of a tangible fixed asset comprises its purchase price and any directly attributable costs of bringing the tangible fixed asset to working condition for its intended use. Expenditures for additions, improvements and renewals are added to the carrying amount of the assets and expenditures for maintenance and repairs are charged to the interim separate income statement as incurred.

When tangible fixed assets are sold or retired, any gain or loss resulting from their disposal (the difference between the net disposal proceeds and the carrying amount) is included in the interim separate income statement.



NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**3.5 Intangible assets**

Intangible assets are stated at cost less accumulated amortisation.

The cost of an intangible asset comprises its purchase price and any directly attributable costs of preparing the intangible asset for its intended use. Expenditures for additions, improvements are added to the carrying amount of the assets and other expenditures are charged to the interim separate income statement as incurred.

When intangible assets are sold or retired, any gain or loss resulting from their disposal (the difference between the net disposal proceeds and the carrying amount) is included in the interim separate income statement.

**3.6 Depreciation and amortisation**

Depreciation of tangible fixed assets and amortisation of intangible assets are calculated on a straight-line basis over the estimated useful life of each asset as follows:

Office equipment	3 - 5 years
Computer software	3 - 8 years

**3.7 Investment properties**

Investment properties are stated at cost including transaction costs less accumulated depreciation and/or amortisation.

Subsequent expenditure relating to investment properties that have already been recognised is added to the net book value of the investment properties when it is probable that future economic benefits, in excess of the originally assessed standard of performance of the existing investment properties, will flow to the Company.

Land use rights presented as investment properties include definite land use rights granted to the Company for the development of its investment properties, such definite land use rights are amortised over the use term.

Depreciation and amortisation of investment properties are calculated on a straight-line basis over the estimated useful life of each asset as follows:

Land use rights with definite term	48 - 49 years
Buildings and structures	5 - 49 years
Machinery and equipment	3 - 25 years

Investment properties are derecognised when either it has been disposed of or when the investment properties are permanently withdrawn from use and no future economic benefit is expected from its disposal. The difference between the net disposal proceeds and the carrying amount of the assets is recognised in the interim separate income statement in the period of retirement or disposal.

Transfers are made to investment properties when, and only when, there is a change in use, evidenced by ending of owner-occupation, commencement of an operating lease to another party or ending of construction or development. Transfers are made from investment properties when, and only when, there is change in use, evidenced by commencement of owner-occupation or commencement of development with a view to sale. The transfer from investment properties to owner-occupied property or inventories does not change the cost or the carrying value of the property for subsequent accounting at the date of change in use.



NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.8 Leased assets**

The determination of whether an arrangement is, or contains a lease is based on the substance of the arrangement at inception date and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset and the arrangement conveys a right to use the asset.

A lease is classified as a finance lease whenever the terms of the lease transfer substantially all the risks and rewards of ownership of the asset to the lessee. All other leases are classified as operating leases.

*Where the Company is the lessee*

Rentals under operating leases are charged to the interim separate income statement on a straight-line basis over the lease term.

*Where the Company is the lessor*

Assets subject to operating leases are included as the Company's investment properties in the interim separate balance sheet.

Operating lease income is recognised in the interim separate income statement on a straight-line basis over the lease term.

**3.9 Borrowing costs**

Borrowing costs consists of interest and other costs that an entity incurs in connection with the borrowing of funds.

Borrowing costs are recorded as expense during the period in which they are incurred, except to the extent that they are directly attributable to the acquisition, construction or production of an asset that necessarily take a substantial period of time to get ready for its intended use or sale are capitalised as part of the cost of the respective asset.

**3.10 Prepaid expenses**

Prepaid expenses are reported as short-term or long-term prepaid expenses on the interim separate balance sheet and amortised over the period for which the amounts are paid or the period in which economic benefits are generated in relation to these expenses.

Long-term prepaid expenses include long-term prepaid land rental, which are recognised in accordance with Circular No. 45/2013/TT-BTC, and other long-term prepaid expenses that bring future economic benefits for more than one year.

**3.11 Investments**

*Investments in subsidiaries*

Investments in subsidiaries over which the Company has control are accounted for under the cost method of accounting in the interim separate balance sheet.

Distributions from accumulated net profits of the subsidiaries arising subsequent to the date of acquisition are recognised in the interim separate income statement. Distributions from sources other than from such profits are considered a recovery of investment and are deducted to the cost of the investment.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.11 Investments (continued)***Investments in associates*

Investments in associates over which the Company has significant influence are carried at cost in the interim separate balance sheet.

Distributions from accumulated net profits of the associates arising subsequent to the date of acquisition are recognised in the interim separate income statement. Distributions from sources other than from such profits are considered a recovery of investment and are deducted to the cost of the investment.

*Provision for diminution in value of investments*

Provision is made for any diminution in value of investments in capital of other entities at the interim separate balance sheet date in accordance with the guidance under Circular No. 228/2009/TT-BTC dated 7 December 2009 and Circular No. 89/2013/TT-BTC dated 28 June 2013 issued by the Ministry of Finance. Increases and decreases to the provision balance are recorded as finance expense in the interim separate income statement.

*Held-to-maturity investments*

Held-to-maturity investments are stated at their acquisition costs. After initial recognition, held-to-maturity investments are measured at recoverable amount. Any impairment loss incurred is recognised as finance expenses in the interim separate income statement and deducted against the value of such investments.

**3.12 Payables and accruals**

Payables and accruals are recognised for amounts to be paid in the future for goods and services received, whether or not billed to the Company.

Payables to contractors are recorded based on work certificates between two parties regardless of whether or not billed to the Company.

**3.13 Provisions**

Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognised as a finance expense.

Expenses relating to any provision is presented in the interim separate income statement.

*Provision for property warranty*

The Company estimates provision for apartment warranty based on revenue and available information about repairing expense of apartments and shop-houses sold in the past.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.14 Foreign currency transactions**

Transactions in currencies other than the Company's reporting currency (VND) are recorded at the actual exchange rates at transaction dates which are determined as follows:

- ▶ Transactions resulting in liabilities are recorded at the selling exchange rates of the commercial banks designated for payment; and
- ▶ Capital contributions are recorded at the buying exchange rates of the commercial banks designated for capital contribution.

At the end of the period, monetary balances denominated in foreign currencies are translated at the actual transaction exchange rates at the interim separate balance sheet date which are determined as follows:

- ▶ Monetary assets are translated at buying exchange rate of the commercial bank where the Company conducts transactions regularly; and
- ▶ Monetary liabilities are translated at selling exchange rate of the commercial bank where the Company conducts transactions regularly.

All foreign exchange differences incurred during the period and arising from the revaluation of monetary accounts denominated in foreign currency at the end of the period are taken to the interim separate income statement.

**3.15 Advance from customers**

Payments received from customers as deposits for the purchase of apartments and shop-houses in the future that do not meet the conditions for revenue recognition, are recognised and presented as "Advances from customers" in the liability section of the interim separate balance sheet.

**3.16 Appropriation of net profits**

Net profit after tax is available for appropriation to shareholders after approval of General Shareholders, and after making appropriation to reserve funds in accordance with the Company's Charter and Vietnam's regulatory requirements.

**3.17 Revenue recognition**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received or receivable, excluding trade discount, rebate and sales return. The following specific recognition criteria must also be met before revenue is recognised:

*Revenue from sale of inventory properties*

Revenue from sale of inventory properties is recognised when the significant risks and rewards incident to ownership of the properties have passed to the buyer.

*Revenue from leasing of investment properties*

Rental income arising from operating leases of investment properties is recognised in the interim separate income statement on a straight line basis over the lease term.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.17 Revenue recognition (continued)***Revenue from rendering of services*

Revenue from investment properties management and brokerage and other related services is recorded based on percentage of completion when the services are rendered and the outcome of the contract is certainly determined.

*Gains from capital transfer*

Gains from capital transfer are determined as the excess of selling prices against the cost of securities sold. Such gains are recognised on the date of completion.

*Interest*

Revenue is recognised as the interest accrues (taking into account the effective yield on the asset) unless collectability is in doubt.

*Dividends*

Income is recognised when the Company's entitlement as an investor to receive the dividend is established.

**3.18 Taxations***Current income tax*

Current income tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted as at the interim separate balance sheet date.

Current income tax is charged or credited to the interim separate income statement, except when it relates to items recognised directly to equity, in which case the current income tax is also dealt with in equity.

Current income tax assets and liabilities are offset when there is a legally enforceable right for the Company to offset current tax assets against current tax liabilities and when the Company intends to settle its current tax assets and liabilities on a net basis.

*Deferred tax*

Deferred tax is provided using the liability method on temporary differences at the interim separate balance sheet date between the tax base of assets and liabilities and their carrying amount for separate financial reporting purposes.

Deferred tax liabilities are recognised for all taxable temporary differences, except:

- ▶ where the deferred tax liability arises from the initial recognition of an asset or liability in a transaction which at the time of the related transaction affects neither the accounting profit nor taxable profit or loss;
- ▶ in respect of taxable temporary differences associated with investments in subsidiaries and associates, and interests in joint ventures where timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.18 Taxation (continued)***Deferred tax (continued)*

Deferred tax assets are recognised for all deductible temporary differences, carried forward unused tax credit and unused tax losses, to the extent that it is probable that taxable profit will be available against which deductible temporary differences, carried forward unused tax credit and unused tax losses can be utilised, except:

- ▶ where the deferred tax asset in respect of deductible temporary difference which arises from the initial recognition of an asset or liability which at the time of the related transaction, affects neither the accounting profit nor taxable profit or loss;
- ▶ in respect of deductible temporary differences associated with investments in subsidiaries, associates, and interests in joint ventures, deferred tax assets are recognised only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at each interim separate balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Previously unrecognised deferred tax assets are reassessed at each interim separate balance sheet date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax assets to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period when the asset realised or the liability is settled based on tax rates and tax laws that have been enacted at the interim separate balance sheet date.

Deferred tax is charged or credited to the interim separate income statement, except when it relates to items recognised directly to equity, in which case the deferred tax is also dealt with in the equity account.

Deferred tax assets and liabilities are offset when there is a legally enforceable right for the Company to offset current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority on:

- ▶ either the same taxable entity; or
- ▶ when the Company intends to either settle current tax liabilities and assets on a net basis or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

## 4. CASH AND CASH EQUIVALENTS

	<i>Currency: VND</i>	
	<i>30 September 2017</i>	<i>31 December 2016</i>
Cash on hand	-	258,017,600
Cash in banks	217,227,913,917	209,295,980,181
Cash in transit	30,945,948	-
Cash equivalents (*)	1,340,000,000,000	1,001,000,000,000
<b>TỔNG CỘNG</b>	<b><u>1,557,258,859,865</u></b>	<b><u>1,210,553,997,781</u></b>

(\*) Cash equivalents as at 30 September 2017 comprise bank deposits in VND with maturity terms ranging from 1 month to 3 months and earning interest rate at 5.5% per annum (as at 31 December 2016: bank deposits in VND with maturity terms of 1 month and earning interest at rates ranging from 5.0% to 5.2% per annum).

## 5. HELD-TO-MATURITY INVESTMENTS

Short-term investments as at 30 September 2017 are short-term bank deposits in VND with terms of 6 months and earning interest at rate of 6.4% per annum.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**6. TRADE RECEIVABLES AND ADVANCES TO SUPPLIERS****6.1 Short-term trade receivables**

	Currency: VND	
	30 September 2017	31 December 2016
Disposal of investments	150,000,000,000	333,615,234,719
Rendering management services	173,587,428,879	43,434,790,573
Sale of inventory properties	21,199,776,455	126,428,539,347
Leasing activities and rendering related services	48,326,352,356	16,304,022,793
<b>TOTAL</b>	<b>393,113,557,690</b>	<b>519,782,587,432</b>
<i>In which:</i>		
<i>Trade receivables from customers</i>	<i>184,393,639,659</i>	<i>466,682,733,670</i>
<i>Trade receivables from related parties</i>		
<i>(Note 26)</i>	<i>208,719,918,031</i>	<i>53,099,853,762</i>
Details of trade receivables which account for more than 10% of balance:		
<i>Sale of inventory properties to a corporate counterparty</i>	<i>2,588,389,097</i>	<i>121,657,981,787</i>
<i>Disposal of an investment to a corporate counterparty</i>	<i>150,000,000,000</i>	<i>331,000,000,000</i>

**6.2 Short-term advances to suppliers**

	Currency: VND	
	30 September 2017	31 December 2016
Advances to suppliers	35,658,714,280	3,968,999,365
Advances to related parties (Note 26)	5,538,904,374	-
<b>TOTAL</b>	<b>41,197,618,654</b>	<b>3,968,999,365</b>



NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

## 7. OTHER SHORT-TERM RECEIVABLES

	Currency: VND	
	30 September 2017	31 December 2016
Interests on term deposits, deposits and loans	489,729,978,805	642,724,126,454
Payment on behalf receivable	43,924,701,821	89,643,914,170
Profit of business cooperation contract (i)	-	1,500,000,000,000
Deposits for acquisition of shares	-	79,677,103,485
Others	13,703,664,917	4,671,482,605
<b>TOTAL</b>	<b>547,358,345,543</b>	<b>2,316,716,626,714</b>
<i>In which:</i>		
<i>Other short-term receivables</i>	51,472,964,567	1,937,405,816,735
<i>Other short-term receivables from related parties (Note 26)</i>	495,885,380,976	379,310,809,979
<b>Provision for doubtful other short-term receivables</b>	<b>(22,000,000,000)</b>	<b>(22,000,000,000)</b>

(i) During the period, this amount was collected in cash.

## 8. BAD DEBTS

Bad debts of the Company comprise deposits' interest receivable from the following parties:

	Currency: VND			
	30 September 2017		31 December 2016	
Debtor	Cost-recoverable amount		Cost-recoverable amount	
Ocean Thang				
Long JSC	-	-	79,677,103,485	79,677,103,485
BSC Viet Nam				
JSC	28,052,522,215	6,052,522,215	28,052,522,215	6,052,522,215
<b>TOTAL</b>	<b>28,052,522,215</b>	<b>6,052,522,215</b>	<b>107,729,625,700</b>	<b>85,729,625,700</b>



NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**9. INVENTORIES**

	<i>Currency: VND</i>	
	<i>30 September 2017</i>	<i>31 December 2016</i>
Completed inventory properties	38,214,914,146	104,154,621,613
Inventory properties under construction	225,761,912,585	214,206,309,496
<b>TOTAL</b>	<b>263,976,826,731</b>	<b>318,360,931,109</b>

**10. PREPAID EXPENSES**

	<i>Currency: VND</i>	
	<i>30 September 2017</i>	<i>31 December 2016</i>
<b>Short-term:</b>		
Prepayment for investments in machinery and equipment	13,907,685,928	17,649,087,093
Selling expenses related to sale of inventory properties not yet handed over	3,753,215,038	3,381,993,869
Interest to related parties (Note 26)	-	22,367,438,971
Others	5,552,259,367	7,707,409,722
<b>TOTAL</b>	<b>23,213,160,333</b>	<b>51,105,929,655</b>
<b>Long-term:</b>		
Prepaid land rental	19,405,075,558	14,998,010,000
Tools and supplies	1,222,940,927	3,175,139,402
Others	3,019,340,894	3,897,872,765
<b>TOTAL</b>	<b>23,647,357,379</b>	<b>22,071,022,167</b>

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

## 11. INTANGIBLE ASSETS

Currency: VND

Computer software

**Cost:**

Beginning balance	37,100,438,404
- Newly purchased	2,048,037,176
Ending balance	39,148,475,580

**Accumulated amortisation:**

Beginning balance	4,570,613,971
- Amortisation for the period	4,137,211,020
Ending balance	8,707,824,991

**Net carrying amount:**

Beginning balance	32,529,824,433
Ending balance	30,440,650,589

## 12. INVESTMENT PROPERTIES

Currency: VND

	<i>Definite land use rights</i>	<i>Buildings and structures</i>	<i>Machinery and equipment</i>	<i>Total</i>
<b>Cost</b>				
Beginning balance	191,249,096,106	1,870,931,341,599	330,935,861,779	2,393,116,299,484
- Newly constructed	-	331,524,517,554	113,312,518,405	444,837,035,959
Ending balance	191,249,096,106	2,202,455,859,153	444,248,380,184	2,837,953,335,443
<b>Accumulated depreciation:</b>				
Beginning balance	4,257,588,574	44,274,053,239	24,216,799,742	72,748,441,555
- Depreciation and amortisation for the period	1,645,983,898	45,037,337,944	22,336,690,261	69,020,012,103
Ending balance	5,903,572,472	89,311,391,183	46,553,490,003	141,768,453,658
<b>Net carrying amount:</b>				
Beginning balance	186,991,507,532	1,826,657,288,360	306,719,062,037	2,320,367,857,929
Ending balance	185,345,523,634	2,113,144,467,970	397,694,890,181	2,696,184,881,785

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

## 13. CONSTRUCTION IN PROGRESS

Currency: VND

	30 September 2017	31 December 2016
Vincom Plaza Hau Giang	-	115,769,011,486
Vincom Plaza Tra Vinh	-	139,556,964,057
Vincom Plaza Vinh Long	-	109,598,826,874
Vincom Plaza Long An	30,520,481,085	2,248,631,687
Other projects	8,000,159,792	6,160,839,234
<b>TOTAL</b>	<b>38,520,640,877</b>	<b>373,334,273,338</b>

## 14. LONG-TERM INVESTMENTS

Currency: VND

	Notes	30 September 2017		31 December 2016	
		Cost	Provision	Cost	Provision
Investment in subsidiaries	14.1	12,199,788,928,000	-	6,546,213,822,000	-
Investment in associates	14.2	-	-	3,311,388,888,887	-
<b>TOTAL</b>		<b>12,199,788,928,000</b>	<b>-</b>	<b>9,857,602,710,887</b>	<b>-</b>

# Vincom Retail Joint Stock Company

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NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

## 14. LONG-TERM INVESTMENTS (continued)

### 14.1 Investments in subsidiaries

Currency: VND

No.	Entity	30 September 2017			31 December 2016			Note
		Number of shares	Carrying value	Ownership (%)	Number of shares	Carrying value	Ownership (%)	
1	North Vincom Retail LLC	(*)	5,858,780,000,000	100,00	(*)	3,358,780,000,000	100.00	(i)
2	South Vincom Retail LLC	(*)	5,779,000,000,000	100,00	(*)	779,000,000,000	100.00	(i)
3	Suoi Hoa JSC	34,240,000	562,008,928,000	97,83	34,240,000	562,008,928,000	97.83	
4	An Phong Investment JSC ("An Phong JSC")		-	-	12,347,000	1,846,424,894,000	97.99	(ii)
<b>TOTAL</b>			<b>12,199,788,928,000</b>			<b>6,546,213,822,000</b>		

(\*) These are limited liability companies.

(i) During the period, the General Shareholders of the Company approved to increase capital contribution into North Vincom Retail LLC and South Vincom Retail LLC with amounts of VND2,500 billion and VND5,000 billion respectively. The Company completed these contributions in cash during the period.

(ii) In March 2017, the Company transferred 100% shares of An Phong JSC to South Vincom Retail LLC for consideration of VND1,846 billion. Subsequently, in April 2017, An Phong JSC was merged into South Vincom Retail LLC.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**14. LONG-TERM INVESTMENTS (continued)****14.2 Investments in associates**

Detailed information on investments in an associate:

Name of associate	Equity interest (%)	
	30 September 2017	31 December 2016
Tan Lien Phat JSC	-	32.5%

Principal activities of Tan Lien Phat JSC are investing and developing and trading real estate properties. The head office of this associate is located at No. 72, Le Thanh Ton street, Ben Nghe ward, District 1, Ho Chi Minh city. Tan Lien Phat JSC is currently developing Vinhomes Central Park project at No.772 Dien Bien Phu street, ward 22, Binh Thanh district, Ho Chi Minh city.

On 30 June 2017, the Company completed the transfer of all 32.5% shares in Tan Lien Phat JSC to Vinfast Trading and Production LLC ("Vinfast LLC"), a company under common control within the Group for a consideration of VND3,312 billion. The Company collected the entire proceeds in cash in August 2017.

**15. TRADE PAYABLES AND ADVANCES FROM CUSTOMERS****15.1 Short-term trade payables**

	Currency: VND	
	30 September 2017	31 December 2016
Trade payables to suppliers	30,928,253,302	25,307,030,214
Trade payables to related parties (Note 26)	81,117,704,424	145,431,691,230
<b>TOTAL</b>	<b>112,045,957,726</b>	<b>170,738,721,444</b>

**15.2 Short-term advances from customers**

	Currency: VND	
	30 September 2017	31 December 2016
Down payment from customers under real estate sale and purchase agreements	198,270,722,812	127,960,777,062
Others	9,212,789,671	9,053,876,399
<b>TOTAL</b>	<b>207,483,512,483</b>	<b>137,014,653,461</b>

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

## 16. STATUTORY OBLIGATIONS

Currency: VND

	30 September 2017	31 December 2016
<b>Payables</b>		
Value added tax	4,572,332,320	829,108,508
Corporate income tax	45,063,857,496	-
Personal income tax	1,201,245,313	1,263,755,277
Land use fee	-	32,975,229,767
<b>TOTAL</b>	<b>50,837,435,129</b>	<b>35,068,093,552</b>

	30 September 2017	31 December 2016
<b>Receivables</b>		
Overpayment of corporate income tax	-	4,468,635,872
Overpayment of foreign contractor withholding tax	1,739,422,503	-
<b>TOTAL</b>	<b>1,739,422,503</b>	<b>4,468,635,872</b>

## 17. SHORT-TERM ACCRUED EXPENSES

Currency: VND

	30 September 2017	31 December 2016
Accrued loan and bond interests	94,797,383,336	21,675,080,213
Accrued construction costs	160,801,307,556	85,834,745,330
Others	13,040,679,957	17,055,795,032
<b>TOTAL</b>	<b>268,639,370,849</b>	<b>124,565,620,575</b>

In which:

Accrued expenses due to others	268,639,370,849	107,516,734,632
Accrued expenses due to related parties (Note 26)	-	17,048,885,943

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

## 18. OTHER PAYABLES

	Currency: VND	
	30 September 2017	31 December 2016
<b>Short-term:</b>		
Deposits received under deposit and loan agreements	-	11,780,844,577
Centralised cash management in master account payable to subsidiaries	83,227,676,704	120,850,481,619
Maintenance fund	45,597,197,778	45,030,225,403
Deposits to be returned to customer due to contract transfer	-	67,508,671,879
Others payables	39,126,267,464	14,025,200,418
<b>TOTAL</b>	<b>167,951,141,946</b>	<b>259,195,423,896</b>
<i>In which:</i>		
<i>Payables to other related parties</i>	84,723,465,242	137,877,016,252
<i>Payables to related parties (Note 26)</i>	83,227,676,704	121,318,407,644
<b>Long-term:</b>		
Deposits from tenants	44,650,918,705	43,698,855,575
<b>TOTAL</b>	<b>44,650,918,705</b>	<b>43,698,855,575</b>
<i>In which:</i>		
<i>Payables to other parties</i>	41,409,154,058	43,698,855,575
<i>Payables to related parties (Note 26)</i>	3,241,764,647	-

## 19. LOANS AND DEBTS

## 19.1 Short-term loans

	Currency: VND	
	30 September 2017	31 December 2016
Current portion of long-term corporate bonds (i)	2,796,412,499,997	-
<b>TOTAL</b>	<b>2,796,412,499,997</b>	<b>-</b>

- (i) These include 2,800 bonds with total par value of VND2,800 billion that was arranged for issuance on 18 June 2015 by Vietnam Bank for Industry and Trade Securities Joint Stock Company with term of 3 years. Interest rate applied for the first year is 9% per annum, and for the subsequent periods is determined by 12-month interest paid-in-arrears VND saving rates which are listed by 4 reference banks comprising Agribank, Vietinbank, BIDV and Vietcombank plus (+) 3% per annum. The balance is presented offset against issuance costs.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**19. LOANS AND DEBTS (continued)****19.1 Short-term loans (continued)**

These bonds are secured by assets attached to land which are the shopping mall of Vincom Plaza Long Bien project (including parking areas) located in Vinhomes Reviderside, Viet Hung ward, Long Bien district, Hanoi and a part of the shopping mall (including a part of parking areas) in Tower A&B located at 191 Ba Trieu street, and Tower C of Vincom Ba Trieu project located at No. 114, Mai Hac De street, Le Dai Hanh ward, Hai Ba Trung district, Hanoi. These assets are owned by North Vincom Retail LLC, a subsidiary.

**19.2 Long-term loans and debts**

Currency: VND

	30 September 2017	31 December 2016
Convertible loans due to preference shareholders		
(i) (Note 26)	-	455,800,000,000
Loans due to parent company (Note 26)	-	1,063,170,400,000
Corporate bonds (ii)	2,996,116,277,819	2,792,824,999,998
<b>TỔNG CỘNG</b>	<b>2,996,116,277,819</b>	<b>4,311,795,399,998</b>

(i) These are convertible loans from Warburg Pincus and Credit Suisse with the amount of USD15 million and USD5 million respectively, in which USD17.5 million received in 2013 and USD2.5 million received in 2014. These loans have no collateral and bear interest at rate of 8.75% per annum, and can be fully or partially converted into preference shares of the Company three months after the earlier of: (1) the completion date of issuing preference shares of Vincom Retail JSC to Credit Suisse and Warburg Pincus, and (2) 31 March 2014. During the period, these loans were converted into preference shares of the Company (Note 20).

(ii) These bond have par value of VND3,000 billion comprising of 3,000 bonds with duration of 5 years and were arranged for issuance on 8 March 2017 by Vietnam Bank for Industry and Trade Securities Joint Stock Company. Interest rate applied for the first period is 8.1% per annum, and for the subsequent periods is floating and adjusted once per six months which is determined by 12-month interest paid-in-arrears VND saving rates listed by Vietnam Joint Stock Commercial Bank for Industry and Trade – Hanoi Branch in each determined interest date plus (+) 3%. The balance is presented offset against issuance costs.

These bonds are secured by land use right and assets attached to land of Vincom Mega Mall Thao Dien and Vincom Plaza Ngo Quyen – Da Nang and assets attached to land of Vincom Center Pham Ngoc Thach, Vincom Plaza Thu Duc, and Vincom Plaza Ha Long. These shopping malls are owned by North Vincom Retail LLC and South Vincom Retail LLC, two subsidiaries.



NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**20. OWNER'S EQUITY****Increase and decrease in owners' equity**

	Currency: VND			
	<i>Issued share capital</i>	<i>Share premium</i>	<i>Accumulated losses</i>	<i>Total</i>
<b><i>For the nine-month period ended 30 September 2017</i></b>				
As at 31 December 2016	21,091,724,950,000	1,788,492,262,669	(702,516,205,695)	22,177,701,006,974
- Net profit for the period			1,607,596,545,316	1,607,596,545,316
- Increases/(decreases) (*)	(2,080,937,620,000)	2,535,887,606,237		454,949,986,237
- Dividends declared (**)	-	-	(1,666,713,061,644)	(1,666,713,061,644)
As at 30 September 2017	<b>19,010,787,330,000</b>	<b>4,324,379,868,906</b>	<b>(761,632,722,023)</b>	<b>22,573,534,476,883</b>

(\*) On 18 August 2017, the General Shareholders of the Company approved the issuance of 41,920,000 preference shares to Warburg Pincus and Credit Suisse at VND10,000 per share which is equal to par value, in relation to the conversion of the convertible loans amounting to USD20 million by these preference shareholders. Accordingly, the Company's charter capital increased by VND419.2 billion as approved in the 17th amended Enterprise Registration Certificate dated 12 September 2017.

On 9 September 2017, the General Shareholders of the Company approved the plan to repurchase 250,013,762 preference shares from Warburg Pincus and Credit Suisse at VND1 per share.

On 14 September 2017, the above 250,013,762 treasury preference shares were approved by the General Shareholders of the Company for cancellation. Accordingly, the Company's charter capital decreased by VND2,500 billion as approved in the 18th amended Enterprise Registration Certificate dated 15 September 2017.

On 18 September 2017, the General Shareholders of the Company approved the plan to convert the remaining 384,438,793 preference shares being held by Warburg Pincus and Credit Suisse into ordinary shares at 1:1. Accordingly, the Company's charter capital remains at VND19,010,787,330,000 which is corresponding to 1,901,078,733 ordinary shares.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

**20. OWNER'S EQUITY** (continued)

**Increase and decrease in owner's equity** (continued)

(\*\*) On 12 June 2017, the General Shareholders of the Company approved to pay dividend of VND521.5 billion to ordinary shareholders.

On 15 June 2017, 11 July 2017 and 13 September 2017 the General Shareholders of the Company approved to pay dividend of VND551 billion, VND561 billion and VND33 billion to Warburg Pincus and Credit Suisse.

All of the above dividends were paid in cash in August 2017.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**21. REVENUE****21.1 Revenue from sale of goods and rendering of services**

	Currency: VND	
	Quarter III 2017	Quarter III 2016
<b>Gross revenue</b>	<b>228,843,753,223</b>	<b>163,624,918,156</b>
<i>in which:</i>		
Sale of inventory properties	26,872,143,336	20,388,545,444
Leasing activities and rendering of related services (Note 21.3)	84,202,320,700	78,115,770,771
Rendering of management services	117,769,289,187	65,120,601,941
<b>Deductions</b>	<b>-</b>	<b>-</b>
<b>Net revenue</b>	<b>228,843,753,223</b>	<b>163,624,918,156</b>
<i>in which:</i>		
Revenue from sale to others	79,643,977,838	81,323,067,784
Revenue from sale to related parties	149,199,775,385	82,301,850,372

**21.2 Finance income**

	Currency: VND	
	Quarter III 2017	Quarter III 2016
Interest income from loans and deposits	224,701,120,220	346,975,012,271
Profit from business cooperation contracts	47,301,414,380	4,962,526,458
Others	54,777,952	200,000,000
<b>TOTAL</b>	<b>272,057,312,552</b>	<b>352,137,538,729</b>

**21.3 Revenue and expenses relating to investment properties**

	Currency: VND	
	Quarter III 2017	Quarter III 2016
Revenue from leasing activities and rendering of related services (Note 21.1)	84,202,320,700	78,115,770,771
Direct operating expenses relating to investment properties generating income during the period (Note 22)	43,329,135,993	35,880,974,475

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**22. COST OF GOODS SOLD AND SERVICES RENDERED**

	<i>Currency: VND</i>	
	<i>Quarter III 2017</i>	<i>Quarter III 2016</i>
Cost of inventory properties sold	17,532,180,584	15,896,498,169
Cost of leasing activities and rendering of related services (Note 21.3)	43,329,135,993	35,880,974,475
Cost of rendering management services	85,797,412,793	65,748,375,026
<b>TOTAL</b>	<b>146,658,729,370</b>	<b>117,525,847,670</b>

**23. FINANCE EXPENSES**

	<i>Currency: VND</i>	
	<i>Quarter III 2017</i>	<i>Quarter III 2016</i>
Interest on loans and bonds	137,235,299,890	254,494,677,117
Amortisation of bond issuance costs	1,415,666,664	1,195,833,333
Others	2,276,500	-
<b>TOTAL</b>	<b>138,653,243,054</b>	<b>255,690,510,450</b>

**24. SELLING EXPENSES AND GENERAL AND ADMINISTRATIVE EXPENSES**

	<i>Currency: VND</i>	
	<i>Quarter III 2017</i>	<i>Quarter III 2016</i>
<b>Selling expenses</b>		
Consulting, commission and brokerage fees	1,893,239,595	1,605,503,311
Others	1,055,468,747	1,635,991,552
<b>TOTAL</b>	<b>2,948,708,342</b>	<b>3,241,494,863</b>
<b>General and administrative expenses</b>		
General and administrative expenses	5,833,506,910	4,199,291,041
<b>TOTAL</b>	<b>5,833,506,910</b>	<b>4,199,291,041</b>

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**25. CORPORATE INCOME TAX**

The statutory corporate income tax ("CIT") applicable to the Company for the nine-month period ended 30 September 2017 is 20% of taxable profit (for the nine-month period ended 30 September 2016: 20%).

The tax returns filed by the Company are subject to examination by the tax authorities. As the application of tax laws and regulations is susceptible to varying interpretations, the amounts reported in the interim separate financial statements could be changed at a later date upon final determination by the tax authorities.

**CIT expenses**

	<i>Currency: VND</i>	
	<i>Quarter III 2017</i>	<i>Quarter III 2016</i>
Current tax expenses	42,474,033,469	(863,945,277)
<b>TOTAL</b>	<b>42,474,033,469</b>	<b>(863,945,277)</b>

# Vincom Retail Joint Stock Company

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NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

## 26. TRANSACTIONS WITH RELATED PARTIES

### Significant transactions with related parties

#### ► *Sale and purchase of assets and services:*

For the nine-month period ended 30 September 2017:

		<i>Currency: VND</i>					
<i>Related parties</i>	<i>Relationship</i>	<i>Receivables from rendering of services</i>	<i>Collection of receivables from rendering of services</i>	<i>Payables for purchase of goods and services</i>	<i>Payment for purchase of goods and services</i>	<i>Cash inflow from subsidiaries to Master account</i>	<i>Cash outflow from Master account to subsidiaries</i>
Vingroup JSC	Ultimate parent company	9,288,360,000	(10,449,405,000)	(86,943,973,170)	48,387,157,833		
North Vincom Retail LLC	Subsidiary	138,884,264,364	(39,358,649,298)	(107,714,723)		(230,066,734,397)	195,771,462,352
South Vincom Retail LLC	Subsidiary	107,443,514,974	(69,382,805,386)			(2,278,442,921,712)	2,350,360,998,666
Vincom Construction and Consulting LLC ("Vincom Construction LLC")	Under common control			(10,471,252,989)	118,165,992,221		

# Vincom Retail Joint Stock Company

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## NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued) Quarter III 2017

### 26. TRANSACTIONS WITH RELATED PARTIES (continued)

#### *Significant transactions with related parties* (continued)

#### ► *Sale and purchase of assets and services:* (continued)

For the nine-month period ended 30 September 2016:

		<i>Currency: VND</i>					
<i>Related parties</i>	<i>Relationship</i>	<i>Receivables from rendering of services</i>	<i>Collection of receivables from rendering services</i>	<i>Payables for purchase of goods and services</i>	<i>Payment for purchase of goods and services</i>	<i>Cash inflow from subsidiaries to master account</i>	<i>Cash outflow from master account to subsidiaries</i>
Vingroup JSC	Ultimate parent company			(92,418,211,493)	96,742,043,111		
North Vincom Retail LLC	Subsidiary	86,223,097,556	(86,223,097,556)			(508,788,167,603)	488,402,123,836
South Vincom Retail LLC	Subsidiary	48,865,912,741	(48,865,912,741)			(922,841,349,307)	928,629,233,266
Metropolis LLC	Subsidiary ( before being disposed)	6,315,228,093	(4,517,218,389)			(241,369,212,679)	165,599,162,915
Riverview Complex Da Nang LLC	Subsidiary (before being merged)	3,455,411,604	(4,514,326,919)				
Vincom Construction LLC	Under common control			(259,981,058,330)	219,246,843,734		

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

26. TRANSACTIONS WITH RELATED PARTIES (continued)

*Significant transactions with related parties* (continued)

► *Disposal and acquisition of investment, capital contribution and other investments:*

For the nine-month period ended 30 September 2017:

		Currency: VND		
<i>Related parties</i>	<i>Relationship</i>	<i>Deposits for investments</i>	<i>Receivables from disposal of an investment</i>	<i>Collection of receivables from disposal of an investment</i>
Vingroup JSC	Ultimate parent company	5,500,000,000,000		
Vinfast LLC	Under common control		3,312,335,000,000	(3,312,335,000,000)

For the nine-month period ended 30 September 2016:

		Currency: VND		
<i>Related parties</i>	<i>Relationship</i>	<i>Capital contribution received</i>	<i>Receivables from disposal of investments</i>	<i>Collection of receivables from disposal of investments</i>
Vinmec International General Hospital Joint Stock Company ("Vinmec JSC")	Shareholder (until December 2016)	3,235,212,364,980		
Vincommerce General Commercial Services JSC ("Vincommerce JSC")	Under common control		2,816,707,106,680	(2,816,707,106,680)



NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

## 26. TRANSACTIONS WITH RELATED PARTIES (continued)

*Significant transactions with related parties* (continued)► *Lending, dividend receivable and business cooperation:*

For the nine-month period ended 30 September 2017:

Currency: VND

<i>Related parties</i>	<i>Relationship</i>	<i>Lending</i>	<i>Collection of loan principal</i>	<i>Interests receivable</i>	<i>Interests received</i>	<i>Dividends receivable</i>	<i>Dividends received</i>
Vingroup JSC	Ultimate parent company			257,657,400,000	(201,973,200,000)		
South Vincom Retail LLC	Subsidiary	500,000,000,000	(6,019,561,177,431)	406,556,678,068	(379,658,189,485)		
North Vincom Retail LLC	Subsidiary	1,970,000,000,000	(2,646,000,000,000)	261,748,557,103	(225,544,505,833)		
Suoi Hoa JSC	Subsidiary	25,000,000,000	(25,000,000,000)				
Tan Lien Phat JSC	Associate (until 30 June 2017)					812,500,000,000	(812,500,000,000)

For the nine-month period ended 30 September 2016:

Currency: VND

<i>Related parties</i>	<i>Relationship</i>	<i>Lending</i>	<i>Collection of loan principal</i>	<i>Interests receivable</i>	<i>Interests received</i>	<i>Dividends receivable</i>	<i>Dividends received</i>
Vingroup JSC	Ultimate parent company			273,265,041,282	(258,642,711,761)		
South Vincom Retail LLC	Subsidiary	2,037,000,000,000	(782,000,000,000)	300,988,181,367	(216,445,628,403)		
North Vincom Retail LLC	Subsidiary	363,598,899,076	(1,778,000,000,000)	166,231,00,346	(325,291,807,969)		
An Phong JSC	Subsidiary	227,000,000,000	(211,000,000,000)	18,502,661,386	(14,922,360,449)		

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

26. TRANSACTIONS WITH RELATED PARTIES (continued)

*Significant transactions with related parties* (continued))

► *Borrowings and dividend distribution transaction:*

For the nine-month period ended 30 September 2017:

Currency: VND

<i>Related parties</i>	<i>Relationship</i>	<i>Loan principal paid</i>	<i>Interests payable</i>	<i>Interests paid/prepaid</i>	<i>Dividends payable</i>	<i>Dividends paid</i>
Vingroup JSC	Ultimate parent company	1,063,170,400,000	(19,004,170,901)	30,479,810,103		
Warburg Pincus	Shareholder	341,400,000,000	(22,135,886,422)	5,154,462,930		
Credit Suisse	Shareholder	113,800,000,000	(7,378,628,807)	1,718,154,310		
Hanoi Southern JSC	Shareholder				(80,947,254,143)	80,947,254,143
Royal City JSC	Shareholder				(105,206,935,731)	105,206,935,731
Sai Dong JSC	Shareholder (from April 2017)				(151,875,490,226)	151,875,490,226
Vinpearlland JSC	Shareholder				(53,126,813,737)	53,126,813,737

For the nine-month period ended 30 September 2016:

Currency: VND

<i>Related parties</i>	<i>Relationship</i>	<i>Borrowings</i>	<i>Loan principal paid</i>	<i>Interests payable</i>	<i>Interests paid/prepaid</i>
Vingroup JSC	Ultimate parent company	(213,170,400,000)	4,574,941,666,667	(641,879,411,049)	979,312,475,782
Hanoi Entertainment Culture Sport Center JSC	Subsidiary (before being merged)		45,000,000,000		

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**26. TRANSACTIONS WITH RELATED PARTIES** (continued)

Amounts due from and due to related parties as at 30 September 2017 and as at 31 December 2016 were as follows:

Currency: VND

<i>Related parties</i>	<i>Relationship</i>	<i>Transactions</i>	<i>30 September 2017</i>	<i>31 December 2016</i>
<b>Short-term trade receivable</b> (Note 6.1)				
North Vincom Retail LLC	Subsidiary	Receivables from services rendered	144,721,876,664	22,450,306,466
South Vincom Retail LLC	Subsidiary	Receivables from services rendered	55,258,924,314	13,979,376,537
Other related parties		Receivables from services rendered	8,739,117,053	16,670,170,759
			<b>208,719,918,031</b>	<b>53,099,853,762</b>
<b>Short-term advances to suppliers</b> (Note 6.2)				
Vincom Construction LLC	Under common control	Advance for construction contracts	3,422,715,941	-
Others		Advance for services rendered	2,116,188,433	-
			<b>5,538,904,374</b>	<b>-</b>

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**26. TRANSACTIONS WITH RELATED PARTIES** (continued)

Amounts due from and due to related parties as at 30 September 2017 and as at 31 December 2016 were as follows: (continued)

			Currency: VND	
Related parties	Relationship	Transactions	30 September 2017	31 December 2016
<b>Other short-term receivables</b> (Note 7)				
Vingroup JSC	Ultimate parent company	Interests receivable	220,773,186,522	165,088,986,522
		Receivables for payment on behalf	280,844,979	1,162,024,371
		Master account receivable		6,000,000
North Vincom Retail LLC	Subsidiary	Interests receivable	60,415,809,330	24,211,758,060
		Receivables for payment on behalf	12,250,910,218	8,099,857,901
Suoi Hoa JSC	Subsidiary	Interests receivable		8,535,022,222
South Vincom Retail LLC	Subsidiary	Interests receivable	77,387,655,335	49,046,779,252
		Receivables for payment on behalf	5,634,297,311	1,810,649,140
Vincom Construction LLC	Under common control	Interests receivable from deposits	106,652,089,261	106,652,089,261
Others		Other receivables	12,490,588,020	14,697,643,250
			<b>495,885,380,976</b>	<b>379,310,809,979</b>
<b>Short-term prepaid expenses</b> (Note 10)				
Credit Suisse	Shareholder	Prepaid interest	-	5,591,859,743
Warburg Pincus	Shareholder	Prepaid interest	-	16,775,579,228
			-	<b>22,367,438,971</b>
<b>Other long-term payables</b>				
Vingroup JSC	Ultimate parent company	Deposit for investments(*)	5,500,000,000,000	-
			<b>5,500,000,000,000</b>	-

(\*) These are deposits for investments in commercial centers within the territory of Vietnam under cooperation with Vingroup, the ultimate parent company.

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**26. TRANSACTIONS WITH RELATED PARTIES (continued)**

Amounts due from and due to related parties as at 30 September 2017 and as at 31 December 2016 were as follows: (continued)

Currency: VND

Related parties	Relationship	Transactions	30 September 2017	31 December 2016
<b>Short-term trade payables (Note 15.1)</b>				
Vingroup JSC	Ultimate parent company	Management fee and other service fee payables	61,274,731,874	16,980,968,689
Vinhomes 2 Real Estate Trading LLC	Under common control	Apartment service fee payable	18,000,000	2,186,823,183
Vincom Construction LLC	Under common control	Construction cost payable	-	124,563,297,096
Vincommerce General Commercial Services JSC	Under common control	Purchase of goods	15,066,815,148	-
Others	Under common control	Other payables	4,776,157,402	1,700,602,262
			<b>81,117,704,424</b>	<b>145,431,691,230</b>
<b>Short-term accrued expenses (Note 17)</b>				
Vingroup JSC	Ultimate parent company	Accrued interest	-	11,475,639,202
Others	Under common control	Other accrued expenses	-	5,573,246,741
			<b>-</b>	<b>17,048,885,943</b>
<b>Other short-term payables (Note 18)</b>				
South Vincom Retail LLC	Subsidiary	Payables relating to the master account	36,175,274,159	108,093,351,115
North Vincom Retail LLC	Subsidiary	Payables relating to the master account	47,052,402,545	12,757,130,504
		Other payables	-	467,926,025
			<b>83,227,676,704</b>	<b>121,318,407,644</b>

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**26. TRANSACTIONS WITH RELATED PARTIES (continued)**

Amounts due from and due to related parties as at 30 September 2017 and as at 31 December 2016 were as follows: (continued)

Đơn vị tính: VND

Related parties	Relationship	Transactions	30 September 2017	31 December 2016
<b>Other long-term payables (Note 18)</b>				
Vincommerce JSC	Under common control	Deposit for leasing contracts	441,712,110	-
VinDS Trading and Services LLC	Under common control	Deposit for leasing contracts	1,561,633,817	-
Vinschool One Member LLC	Under common control	Deposit for leasing contracts	1,238,418,720	-
			<b>3,241,764,647</b>	<b>-</b>

**Short-term loan receivables:**

Details of unsecured short-term loans due from related parties as at 30 September 2017:

Related parties	Relationship	30 September 2017 VND	Interest rate per annum (%)	Maturity date
North Vincom Retail LLC	Subsidiary	100,000,000,000	10%	From October 2017 to June 2018
South Vincom Retail LLC	Subsidiary	57,300,000,000	From 10%	From May to November 2017
		<b>157,300,000,000</b>		

Details of unsecured short-term loans due from related parties as at 31 December 2016:

Related parties	Relationship	31 December 2016 VND	Interest rate per annum (%)	Maturity date
North Vincom Retail LLC	Subsidiary	2,596,727,321,576	From 11% to 11.5%	From April to December 2017
An Phong JSC	Subsidiary	155,300,000,000	11.5%	From March to December 2017
South Vincom Retail LLC	Subsidiary	4,880,429,318,039	From 11% to 11.5%	From March to November 2017
		<b>7,632,456,639,615</b>		

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017**26. TRANSACTIONS WITH RELATED PARTIES (CONTINUED)**

Amounts due from and due to related parties as at 30 September 2017 and as at 31 December 2016 were as follows: (continued)

**Long-term loan receivables:**

Details of unsecured long-term lending due from related parties at 30 September 2017:

<i>Related parties</i>	<i>Relationship</i>	<i>30 September 2017 VND</i>	<i>Interest rate per annum (%)</i>	<i>Maturity date</i>
North Vincom Retail LLC	Subsidiary	1,820,727,321,576	From 8.10% to 10%	From April 2019 to March 2022
South Vincom Retail LLC	Subsidiary	1,292,293,034,608	From 8.10% to 10%	From January 2019 to March 2022
Vingroup JSC	Ultimate parent company	2,613,600,000,000	13%	January 2019
		<b>5,726,620,356,184</b>		

Details of unsecured long-term lending due from related parties at 31 December 2016:

<i>Related parties</i>	<i>Relationship</i>	<i>31 December 2016 VND</i>	<i>Interest rate per annum (%)</i>	<i>Maturity date</i>
Vingroup JSC	Ultimate parent company	2,613,600,000,000	13%	January 2019
		<b>2,613,600,000,000</b>		

**Long-term loans and debts (Note 19.2):**




Details of unsecured long-term borrowings due to related parties at 31 December 2016:

<i>Related parties</i>	<i>Relationship</i>	<i>31 December 2016 VND</i>	<i>Interest rate per annum (%)</i>	<i>Maturity date</i>
Vingroup JSC	Ultimate parent company	1,063,170,400,000	9.75%	December 2018
Credit Suisse	Shareholder	56,975,000,000	8.75%	June 2019
		56,975,000,000	8.75%	October 2019
Warburg Pincus	Shareholder	341,850,000,000	8.75%	January 2019
		<b>1,518,970,400,000</b>		

NOTES TO THE INTERIM SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2017

**27. EVENTS AFTER THE REPORTING PERIOD**

There is no matter or circumstance that has arisen after the reporting period that requires an adjustment or a disclosure in the interim separate financial statements of the Company.

 <hr/> Nguyen Thanh Huyen Preparer	 <hr/> Bui Tien Luc Chief Accountant	 <hr/> Pham Ngoc Thoa Chief Finance Officer
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20 October 2017



# Vincom Retail Joint Stock Company

APPENDIX  
Quarter III 2017

## APPENDIX 1 – CORPORATE STRUCTURE AS AT 30 SEPTEMBER 2017

<u>No.</u>	<u>Name</u>	<u>Voting right (%)</u>	<u>Equity interest (%)</u>	<u>Registered office's address</u>	<u>Principal activities</u>
1	North Vincom Retail LLC	100.00	100.00	No. 72A, Nguyen Trai street, Thuong Dinh ward, Thanh Xuan district, Hanoi	Leasing and trading real estate property
2	South Vincom Retail LLC (1)	100.00	100.00	No. 72, Le Thanh Ton street and No. 45A Ly Tu Trong street, Ben Nghe ward, district 1, Ho Chi Minh city	Leasing and trading real estate property
3	Suoi Hoa Urban Development and Investment JSC ("Suoi Hoa JSC")	97.83	97.83	Km1 + 200, Tran Hung Dao street, Suoi Hoa ward, Bac Ninh city, Bac Ninh province	Investing, developing and trading real estate property

# Vincom Retail Joint Stock Company

APPENDIX (continued)  
Quarter III 2017

## APPENDIX 2 – EXPLANATION FOR THE VARIANCES OF INCOME STATEMENTS BETWEEN TWO PERIODS

(In accordance with Circular No. 155/2015/TT-BTC date 6/10/2015)

		Currency: VND			
PL	Items	Quarter III 2017	Quarter III 2016	Variance	%
01	<b>Gross revenue</b>	<b>228,843,753,223</b>	<b>163,624,918,156</b>	<b>65,218,835,067</b>	<b>40%</b>
02	Deduction	-	-	-	0%
10	<b>Net revenue</b>	<b>228,843,753,223</b>	<b>163,624,918,156</b>	<b>65,218,835,067</b>	<b>40%</b>
11	Costs of goods sold and services rendered	146,658,729,370	117,525,847,670	29,132,881,700	25%
20	<b>Gross profit</b>	<b>82,185,023,853</b>	<b>46,099,070,486</b>	<b>36,085,953,367</b>	<b>78%</b>
21	Financial income	272,057,312,552	352,137,538,729	(80,080,226,177)	(23%)
22	Financial expenses	138,653,243,054	255,690,510,450	(117,037,267,396)	(46%)
25	Selling expenses	2,948,708,342	3,241,494,863	(292,786,521)	(9%)
26	General and administrative expenses	5,833,506,910	4,199,291,041	1,634,215,869	39%
30	<b>Operating profit</b>	<b>206,806,878,099</b>	<b>135,105,312,861</b>	<b>71,701,565,238</b>	<b>53%</b>

# Vincom Retail Joint Stock Company

APPENDIX (continued)  
Quarter III 2017

## APPENDIX 2 – EXPLANATION FOR THE VARIANCES OF INCOME STATEMENTS BETWEEN TWO PERIODS (continued) (follow Circular No. 155/2015/TT-BTC date 6/10/2015)

PL	Items	Đơn vị tính: VND			
		Quarter III 2017	Quarter III 2016	Variance	%
31	Other income	844,724,921	730,031,005	114,693,916	16%
32	Other expenses	107,050,052	183,906,605	(76,856,553)	(42%)
40	<b>Other profit</b>	<b>737,674,869</b>	<b>546,124,400</b>	<b>191,550,469</b>	<b>35%</b>
50	<b>Net profit before tax</b>	<b>207,544,552,968</b>	<b>135,651,437,261</b>	<b>71,893,115,707</b>	<b>53%</b>
	Current corporate income tax expense	42,474,033,469	(863,945,277)	43,337,978,746	5%
60	<b>Net profit after tax</b>	<b>165,070,519,499</b>	<b>136,515,382,538</b>	<b>28,555,136,961</b>	<b>21%</b>

### Explanation for variances between two periods over 10%:

- ▶ Revenue during quarter III 2017 increased 40% in comparison with the same period last year mainly because of increases in revenue from rendering of management services; cost of services rendered increased accordingly.
- ▶ Finance income decreased 23% in comparison with the same period last year mainly because of decreases in interest income.
- ▶ Finance expenses decreased 46% in comparison with the same period last year mainly because of decreases in loan interests due to decreases in loan principal.
- ▶ General and administrative expenses increased 39% in comparison with the same period last year because of expansion in operation of the Company.
- ▶ Current corporate income tax expense increased because losses carried forward have been fully utilised during the period.

# Vincom Retail Joint Stock Company

APPENDIX (continued)  
Quarter III 2017

## APPENDIX 3: BASIC FINANCIAL RATIOS

Items	Unit	Currency: VND	
		Current period	Previous period
<b>Asset structure</b>			
Non-current assets / Total assets	%	90%	56%
Current assets / Total assets	%	10%	44%
<b>Equity structure</b>			
Liabilites / Total equity	%	23%	19%
Debts / Total equity	%	20%	16%
Net debts / Total equity	%	14%	11%
Owner equity / Total equity	%	77%	81%
<b>Liquidity</b>			
Quick ratio	Times	0.8	15.9
Current ratio	Times	0.8	16.4
<b>Profitability</b>			
Profit after tax / Total assets	%	6%	3%
Profit after tax / Total revenue	%	217%	37%
Profit after tax / Total equity	%	7%	4%