

# Vincom Retail Joint Stock Company and its subsidiaries

Consolidated Financial Statements for the year ended 31 December 2018

Prepared in accordance with International Financial Reporting Standards

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## **Vincom Retail Joint Stock Company Statement of the Board of Management**

#### **GENERAL INFORMATION**

#### THE COMPANY

Vincom Retail Joint Stock 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 1st amended Business Registration Certificate dated 14 May 2013, the Company changed its legal form to a joint stock company and also changed its name to Vincom Retail Joint Stock Company. The Company also obtained subsequent amended Business Registration Certificates, with the 20th amended Business Registration Certificate being granted on 2 January 2019 as the latest.

The Company's head office is located at No. 7, Bang Lang 1 Street, Ecological Residence of Vinhomes Riverside, Viet Hung ward, Long Bien District, Hanoi, Vietnam.

#### **Board of Directors**

(from 7 June 2018)
(from 9 March 2018 to 7 June 2018)
(until 9 March 2018)

#### **Board of Management**

)
18)
(8)
1

#### **Board of Supervision**

Ms. Do Thi Quynh Trang	Head of Board of Supervision
Ms. Nguyen Thu Phuong	Member
Ms. Tran Thanh Tam	Member

#### Vincom Retail Joint Stock Company Statement of the Board of Management (continued)

#### **RESULTS**

The consolidated net profit for the year ended 31 December 2018 was VND5,422,505 million (2017: VND9,422,248 million).

#### CONTINGENT AND OTHER LIABILITIES

At the date of this report there does not exist:

- any charge on the assets of the Company and its subsidiaries, which has arisen since the end of the year, which secures the liabilities of any other person; or
- any contingent liability in respect of the Company and its subsidiaries that has arisen since the end of the year.

#### ITEMS OF UNUSUAL NATURE

The results of operations of the Company and its subsidiaries for the year ended 31 December 2018 were not, in the opinion of the Company's Board of Management materially affected by any items, transactions or events of a material and unusual nature.

There has not arisen in the interval between the balance sheet date and the date of this report any items, transactions or events of a material and unusual nature likely, in the opinion of the Company's Board of Management, to affect substantially the results of operations of the Company and its subsidiaries for the current year.

#### **AUDITOR**

The Company's auditor is KPMG Limited.

#### Vincom Retail Joint Stock Company Statement of the Board of Management (continued)

## STATEMENT OF THE BOARD OF MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE CONSOLIDATED FINANCIAL STATEMENTS

The Board of Management is responsible for the consolidated financial statements of Vincom Retail Joint Stock Company ("the Company") and its subsidiaries which give a true and fair view of the consolidated financial position of the Company and its subsidiaries as at 31 December 2018 and of the consolidated results of financial performance and consolidated cash flows for the year then ended. In preparing these consolidated financial statements, the Board of Management is required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- state whether International Financial Reporting Standards have been followed, subject to any material departures disclosed and explained in the consolidated financial statements; and
- prepare the consolidated financial statements on the going concern basis unless it is inappropriate to presume that the Company and its subsidiaries will continue in business.

The Board of Management is also responsible for ensuring that proper accounting records are maintained which disclose, with reasonable accuracy at any time, the consolidated financial position of the Company and its subsidiaries. The Board of Management is also responsible for safeguarding the assets of the Company and its subsidiaries and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Board of Management confirms that they have complied with the above requirements in preparing the consolidated financial statements.

#### APPROVAL OF THE CONSOLIDATED FINANCIAL STATEMENTS

We hereby approve the accompanying consolidated financial statements which give a true and fair view of the consolidated financial position of the Company and its subsidiaries as at 31 December 2018 and of the consolidated financial performance and consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards.

On behalf of the Board of Management

Pham Ngoc Thoa Chief Finance Officer

Hanoi, Vietnam 2 May 2019



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#### INDEPENDENT AUDITOR'S REPORT

## To the Shareholders Vincom Retail Joint Stock Company

#### **Opinion**

We have audited the consolidated financial statements of Vincom Retail Joint Stock Company ("the Company") and its subsidiaries, which comprise the consolidated statement of financial position as at 31 December 2018, and the consolidated statements of profit or loss and other comprehensive income, changes in equity and cash flows for the year then ended, and notes to the consolidated financial statements, including significant accounting policies and other explanatory information.

In our opinion, the accompanying consolidated financial statements give a true and fair view of the consolidated financial position of the Company and its subsidiaries as at 31 December 2018, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS).

#### **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Company and its subsidiaries in accordance with International Ethics Standards Board for Accountants Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements that are relevant to our audit of the consolidated financial statements in Vietnam, and we have fulfilled our ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the Auditor's responsibilities for the audit of the consolidated financial statements section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the consolidated financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.



## Fair value of investment properties and investment properties under construction:

The Company and its subsidiaries account for their investment properties ("IP") and investment properties under construction ("IPUC") at fair value. As of 31 December 2018, the carrying value of the Company and its subsidiaries' IP and IPUC amounted to VND50,605 billion and VND1,653 billion, representing 80% and 3%, respectively, of the Company and its subsidiaries' consolidated total assets. The valuation of IP and IPUC requires the assistance of external appraiser, whose calculations are complex and involve estimates, assumptions and information, such as rental value, occupancy rate, discount rate, capitalization rate, growth rate, historical transactions, estimated budget costs and cost to complete of IPUC, among others, based on external and internal factors as assessed by management and the external appraiser. Refer to Notes 2 and 3 for the relevant accounting policy and a discussion of significant judgment and estimates and Note 23 for the detailed disclosure about the Company and its subsidiaries' IP and IPUC.

We performed the following audit procedures to address this key audit matter:

- ▶ We involved our internal specialist in evaluating the methodologies and the assumptions used by the management and the external appraiser;
- ▶ We reviewed the relevant inputs, assumptions and estimates used in the valuation by the management and the external appraiser, such as the floor area, rental value, occupancy rate, discount rate, capitalization rate, growth rate, estimated budget costs and cost to completion, among others, against market related information and historical experience of the Company and its subsidiaries;
- We assessed the professional qualification, independence and objectivity of the external appraiser engaged by the Company and its subsidiaries in valuing the Company and its subsidiaries' IP and IPUC; and
- We also reviewed the adequacy of the Company and its subsidiaries' disclosures with respect to the IP and IPUC.

#### Business cooperation contracts ("BCC") with related parties

The Company and its subsidiaries entered into various types of BCC arrangements with related parties during the year for the development and subsequent commercial operation of certain shopping malls. Management has assessed that the Company and its subsidiaries have assumed control over these shopping malls when these BCC arrangements come into effect, or when the shopping malls are handed over from related parties for commercial operation, and thus, has accounted for these shopping malls as its IP and IPUC, whose fair values as at 31 December 2018 were reported at VND4,196 billion and VND260 billion, respectively. The accounting for these arrangements is complex and requires management to determine when the right to control the shopping malls have been transferred to the Company and its subsidiaries. We considered the accounting for these BCCs to be a key audit matter because of the magnitude and complexity of the transactions. Refer to Notes 3 and Note 27 for the relevant accounting policy and the disclosure about key principles of BCC arrangements of the Company and its subsidiaries.

We performed the following audit procedures to address this key audit matter:

- We reviewed the key terms and conditions in the BCCs and assessed the accounting treatment applied by management including the timing for recognition of the assets; and
- We also reviewed the disclosures with respect to the BCC arrangements.



#### Other Information

Management is responsible for the other information. The other information comprises the information included in the statement of Board of Management, but does not include the consolidated financial statements and our auditors' report thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with IFRS, and for such internal control as management determines is necessary to enable the preparation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Company and its subsidiaries' ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company and its subsidiaries or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company and its subsidiaries' financial reporting process.

## Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. 'Reasonable assurance' is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.



As part of an audit in accordance with ISAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company and its subsidiaries' internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company and its subsidiaries' ability to continue as a going concern. If we conclude that a material uncertainty exists, then we are required to draw attention in our auditors' report to the related disclosures in these consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company and its subsidiaries to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Company and its subsidiaries to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



#### Other matter

The consolidated financial statements of the Company and its subsidiaries for the year ended 31 December 2017 were audited by another firm of auditors whose report dated 1 August 2018 expressed an unqualified opinion on those statements.

On behalf of KPMG Limited's Branch in Ho Chi Minh City

Vietnam

Operating registration certificate No.: 4114000230

Audit Report No.: 18-01-00278-19-3

CHI NHÁNH X CÔNG TY TNHH

**KPMG** 

Chang Hung Chun

Practicing Auditor Registration Certificate No. 0863-2018-007-1 Deputy General Director

Ho Chi Minh City, 2 May 2019

### Vincom Retail Joint Stock Company and its subsidiaries Consolidated statement of profit or loss and other comprehensive income for the year ended 31 December 2018

		Note	2018 VND	2017 VND
I.	Profit or loss			
	Revenue	8	9,400,083,305,285	5,421,682,310,208
	Cost of sales	9	(4,630,727,065,569)	(2,092,988,435,532)
	Gross profit	·	4,769,356,239,716	3,328,693,874,676
	Valuation gain from completed investment property Valuation gain/(loss) from investment	21	2,124,521,365,772	7,863,682,767,783
	property under construction	22	379,881,064,593	(559,870,790,739)
	Other income	10	139,866,241,485	419,900,772,636
	Selling and distribution expenses	11	(408,674,869,689)	(256,176,889,225)
	Administrative expenses	12	(269,531,066,437)	(240,954,974,240)
	Other expenses		(17,596,810,044)	(33,625,032,766)
	Operating profit		6,717,822,165,396	10,521,649,728,125
	Finance income	13	595,456,694,660	762,695,159,945
	Finance costs	14	(507,571,727,710)	(580,349,628,059)
	Net finance income		87,884,966,950	182,345,531,886
	Share of profit of equity accounted investee, net of tax	16	-	437,726,326,298
	Profit before tax		6,805,707,132,346	11,141,721,586,309
	Income tax expense	17	(1,383,201,646,061)	(1,719,473,806,787)
	Profit from continuing operation (carried forward to the next page)		5,422,505,486,285	9,422,247,779,522

### Vincom Retail Joint Stock Company and its subsidiaries Consolidated statement of profit or loss and other comprehensive income for the year ended 31 December 2018 (continued)

	Note	2018 VND	2017 VND
Other comprehensive income ("OCI")			
		5,422,505,486,285	9,422,247,779,522
	ently		
		-	7,285,928,811 39,026,322,228
- · · · · · · · · · · · · · · · · · · ·		-	46,312,251,039
Total comprehensive income for the year		5,422,505,486,285	9,468,560,030,561
Owners of the Company		5,411,822,673,291 10,682,812,994	9,423,469,822,699 (1,222,043,177)
	•	5,422,505,486,285	9,422,247,779,522
Owners of the Company	·	5,411,822,673,291 10,682,812,994	9,469,782,073,738 (1,222,043,177)
		5,422,505,486,285	9,468,560,030,561
Basic earnings per share	18	2,763	5,336
	to profit or loss  Equity-accounted investees – share of OCI Reclassification to profit or loss in the year  Other comprehensive income for the year, net of tax  Total comprehensive income for the year  Profit attributable to: Owners of the Company Non-controlling interests	Other comprehensive income ("OCI")  Profit from continuing operation (brought forward from previous page)  Items that are or may be reclassified subsequently to profit or loss Equity-accounted investees – share of OCI Reclassification to profit or loss in the year  Other comprehensive income for the year, net of tax  Total comprehensive income for the year  Profit attributable to: Owners of the Company Non-controlling interests  Total comprehensive income attributable to: Owners of the Company Non-controlling interests	Other comprehensive income ("OCI")  Profit from continuing operation (brought forward from previous page)  Items that are or may be reclassified subsequently to profit or loss Equity-accounted investees – share of OCI Reclassification to profit or loss in the year  Other comprehensive income for the year, net of tax  Total comprehensive income for the year  Profit attributable to: Owners of the Company Non-controlling interests  Total comprehensive income attributable to: Owners of the Company Non-controlling interests  Total comprehensive income attributable to: Owners of the Company Non-controlling interests  5,422,505,486,285  Total comprehensive income attributable to: Owners of the Company Non-controlling interests  5,411,822,673,291 10,682,812,994  5,422,505,486,285  Earnings per share Basic earnings per share  18 Basic earnings per share

## Vincom Retail Joint Stock Company and its subsidiaries Consolidated statement of financial position as at 31 December 2018

	Note	31/12/2018 VND	1/1/2018 VND
ASSETS			
Property, plant and equipment	19	313,152,963,722	136,943,332,298
Intangible assets		25,886,232,279	33,639,321,437
Goodwill	20	515,548,322,718	515,548,322,718
Completed investment property	21	50,604,523,397,536	41,507,738,899,110
Investment property under construction	22	1,652,538,987,371	2,163,650,939,577
Construction in progress	24	72,673,567,835	215,738,018,078
Other equity investments		2,000,000,000	-
Deferred tax assets	26	33,027,487,794	39,645,296,738
Amounts due from related parties	27	412,625,990,580	102,264,744,651
Long-term prepayments	28	316,878,706,635	68,404,426,468
Other non-current assets	29	1,982,106,962,116	1,949,794,538,152
Non-current assets		55,930,962,618,586	46,733,367,839,227
Inventories	30	910,070,553,249	1,863,054,012,904
Trade receivables	8	377,384,647,644	228,734,155,078
Advances to suppliers	31	188,913,855,296	213,196,405,978
Amounts due from related parties	27	1,913,098,441,303	7,723,454,523,375
Short-term prepayment and other	20	400 004 005 504	1 0 44 000 774 074
current assets	32	432,906,907,504	1,041,003,774,054
Short-term investments	33	701,416,674,850	60,181,546,761
Cash and cash equivalents	34	2,431,380,824,439	1,421,529,231,881
Provisional corporate income tax		8,718,916,413	22,467,699,299
Current assets		6,963,890,820,698	12,573,621,349,330
TOTAL ASSETS		62,894,853,439,284	59,306,989,188,557

## Vincom Retail Joint Stock Company and its subsidiaries Consolidated statement of financial position at 31 December 2018 (continued)

1	Note	31/12/2018 VND	1/1/2018 VND
EQUITY AND LIABILITIES			
EQUITY			
Share capital	35	23,288,184,100,000	19,010,787,330,000
Share premium	35	46,983,098,907	4,324,379,868,907
Common control reserves	35	674,932,529,278	674,932,529,278
Retained earnings		23,619,894,459,806	18,208,071,786,515
Equity attributable to equity holders of the Company		47,629,994,187,991	42,218,171,514,700
Non-controlling interest		48,473,770,175	35,790,957,181
TOTAL EQUITY		47,678,467,958,166	42,253,962,471,881
LIABILITIES			
Loans and borrowings	37	2,592,148,777,821	2,989,669,444,500
Long-term customers' deposits	38	571,954,180,278	418,910,194,527
Long-term deferred revenue	39	356,170,613,289	140,915,836,236
Amounts due to related parties	40	241,489,309,886	240,758,044,600
Deferred tax liabilities	26	4,899,195,435,708	4,139,298,027,759
Other non-current liabilities		2,896,157,502	2,896,157,502
Non-current liabilities		8,663,854,474,484	7,932,447,705,124
Loans and borrowings	37	_	2,797,608,333,330
Trade payables	41	686,161,447,636	350,917,400,882
Deposits and down payment from customers	42	1,435,970,124,577	3,063,639,964,319
Short-term deferred revenue	39	175,862,650,262	67,772,801,021
Amounts due to related parties	40	2,834,970,233,523	1,166,093,134,237
Accruals	43	971,332,872,761	1,062,348,320,562
Corporate income tax payable	4.4	197,822,681,380	154,914,332,610
Other current liabilities	44	250,410,996,495	457,284,724,591
Current liabilities		6,552,531,006,634	9,120,579,011,552
TOTAL LIABILITIES		15,216,385,481,118	17,053,026,716,676
TOTAL EQUITY AND LIABILITIES		62,894,853,439,284	59,306,989,188,557

## Vincom Retail Joint Stock Company and its subsidiaries Consolidated statement of changes in equity for the year ended 31 December 2018

	Attributable to owners of the Company								
	Share capital VND	Preference shares VND	Share premium VND	Assets revaluation reserves VND	Common control reserves VND	Retained earnings VND	Total VND	Non-controlling interests VND	Total equity VND
Balance at 1 January 2017	15,166,399,400,000	5,925,325,550,000	1,788,492,262,669	(46,312,251,039)	932,282,838,017	10,182,796,360,279	33,948,984,159,926	37,013,000,358	33,985,997,160,284
Profit for the year Other comprehensive income			*. -	46,312,251,039	* -	9,423,469,822,699	9,423,469,822,699 46,312,251,039	(1,222,043,177)	9,422,247,779,522 46,312,251,039
Total comprehensive income	(4)	-	¥.	46,312,251,039	-	9,423,469,822,699	9,469,782,073,738	(1,222,043,177)	9,468,560,030,561
Transactions with owners of the Com Contribution and distributions Conversion of loans into preference shares Purchase of shares issued Conversion of preference shares into ordinary shares Dividend declared	- - - 3,844,387,930,000	419,200,000,000 (2,500,137,620,000) (3,844,387,930,000)	36,000,000,000 2,499,887,606,238 - -	- - - -	- - -	- - - (1,261,554,061,645)	455,200,000,000 (250,013,762) - (1,261,554,061,645)	- - - - -	455,200,000,000 (250,013,762) - (1,261,554,061,645)
Total contribution and distributions	3,844,387,930,000	(5,925,325,550,000)	2,535,887,606,238	-	40	(1,261,554,061,645)	(806,604,075,407)	•	(806,604,075,407)
Changes in ownership interests Associate acquired equity interests in an entity under common control Associate acquired equity interests in another entity under common control Associate's partial disposal of interests in its associate Disposal of an associate	-	-		- - -	(98,965,463,414) - (2,775,985,190) (155,608,860,135)	75,671,855,950 2,775,985,190 155,608,860,135	(98,965,463,414) 75,671,855,950 - -		(98,965,463,414) 75,671,855,950 - -
Total changes in ownership interests	-	-	•	-	(257,350,308,739)	234,056,701,275	(23,293,607,464)	-	(23,293,607,464)
Total transactions with owners of the Company	3,844,387,930,000	(5,925,325,550,000)	2,535,887,606,238	-	(257,350,308,739)	(1,027,497,360,370)	(829,897,682,871)	•	(829,897,682,871)
Day one difference from amortisation of deposit (*)	-	-	ş	-		(370,697,036,093)	(370,697,036,093)	-	(370,697,036,093)
Balance at 31 December 2017	19,010,787,330,000	•	4,324,379,868,907	-	674,932,529,278	18,208,071,786,515	42,218,171,514,700	35,790,957,181	42,253,962,471,881

### Vincom Retail Joint Stock Company and its subsidiaries Consolidated statement of changes in equity for the year ended 31 December 2018 (continued)

	Attributable to owners of the Company					_			
	Share capital VND	Preference shares VND	Share premium VND	Assets revaluation reserves VND	Common control reserves VND	Retained earnings VND	Total VND	Non-controlling interests VND	Total equity VND
Balance at 1 January 2018  Net income for the year	19,010,787,330,000		4,324,379,868,907	•	674,932,529,278	<b>18,208,071,786,515</b> 5,411,822,673,291	<b>42,218,171,514,700</b> 5,411,822,673,291	<b>35,790,957,181</b> 10,682,812,994	<b>42,253,962,471,881</b> 5,422,505,486,285
Total comprehensive income	-	-	•	•	-	5,411,822,673,291	5,411,822,673,291	10,682,812,994	5,422,505,486,285
Transactions with owners of the Com Contribution and distributions Non-controlling interest increase capital in a subsidiary Shares issued from share premium	. ,	:	(4,277,396,770,000)	-	:	-		2,000,000,000	2,000,000,000
Total contribution and distributions	4,277,396,770,000	•	(4,277,396,770,000)	-	-	•	•	2,000,000,000	2,000,000,000
Total transactions with owners of the Company	4,277,396,770,000	-	(4,277,396,770,000)	-	-		-	2,000,000,000	2,000,000,000
Balance at 31 December 2018	23,288,184,100,000	-	46,983,098,907	-	674,932,529,278	23,619,894,459,806	47,629,994,187,991	48,473,770,175	47,678,467,958,166

<sup>(\*)</sup> This is day one difference from amortisation of deposits to Vingroup Joint Stock Company.

### Vincom Retail Joint Stock Company and its subsidiaries Consolidated statement of cash flows for the year ended 31 December 2018 (Indirect method)

	Note	2018 VND	2017 VND
CASH FLOWS FROM OPERATING ACTIV	ITIES		
Profit before tax		6,805,707,132,346	11,141,721,586,309
Adjustments for		(5 070 205 751	26 255 124 471
Depreciation and amortisation Allowances and provisions		65,078,285,751 27,006,434,334	36,355,134,471 27,035,574,089
Gain from disposal of equity-accounted		27,000,737,337	21,033,314,007
investee Share of profit of equity-accounted		-	(328,915,673,761)
investee		-	(437,726,326,298)
Changes in amortised cost of payables		90,171,718,354	48,445,696,303
Interest expense		375,271,013,919	531,686,434,344
Interest and other finance income  Gain on disposal of property, plant and		(596,177,926,777)	(762,695,159,945)
equipment and completed investment			
property		(59,730,486,546)	(58,539,063,662)
Valuation gain from investment property and investment property under			
construction		(2,504,402,430,365)	(7,303,811,977,044)
Operating profit before changes in working capital		4,202,923,741,016	2,893,556,224,806
Change in receivables and other assets		281,840,881,741	(119,568,794,590)
Change in inventories		1,146,485,041,992	(802,064,846,111)
Change in payables and other liabilities		(1,127,606,551,536)	1,619,599,115,959
Change in prepayments		(140,120,946,817)	(168,779,608,854)
		4,363,522,166,396	3,422,742,091,210
Interest paid		(360,745,060,693)	(474,102,890,457)
Income tax paid		(561,242,406,324)	(253,310,475,017)
Other receipts from operating activities		132,200,000,000	•
Net cash flows from operating activities		3,573,734,699,379	2,695,328,725,736

### Vincom Retail Joint Stock Company and its subsidiaries Consolidated statement of cash flows for year ended 31 December 2018 (Indirect method – continued)

Acquisition of property, plant and equipment   Proceeds from disposals of property, plant and equipment   A75,234,343   114,015,335,640   Deposits for investment in potential real estate projects   Return of deposits for investing in potential real estate projects   S85,000,000,000   1,588,805,645,466   Placement of short-term deposits   (685,953,287,489)   (60,181,546,761)   Placement of long-term deposits   (685,953,287,489)   (60,181,546,761)   Placement of long-term deposits   (685,953,287,489)   (60,181,546,761)   Proceeds from disposals of equity-accounted investee   136,694,692,439   3,312,335,000,000   Proceeds from disposals of subsidiaries   2,659,268,494,949   - 261,921,400,695   Payments for investments in other entities   (2,000,000,000)   1,043,520,571,350   Payments for investments in other entities   (2,000,000,000,000)   1,043,520,571,350   Payments for sittle loan principals   (2,000,000,000,000)   (2,985,174,734,540)   Proceeds from loans and borrowings   2,987,603,333,333   2,335,000,000,000,000,000,000   (2,712,194,660,825)   (2,712,194,660,8		Note	2018 VND	2017 VND
Proceeds from disposals of property, plant and equipment Deposits for investment in potential real estate projects Return of deposits for investing in potential real estate projects Return of deposits for investing in potential real estate projects Seturn of deposits for investing in potential real estate projects Placement of short-term deposits Placement of long-term deposits Placement of long-term deposits Proceeds from disposals of equity-accounted investee Proceeds from disposals of subsidiaries Dividend received Receipts from collecting loans and term deposits Payments for investments in other entities Interest received  CASH FLOWS FROM FINANCING ACTIVITIES Purchase of shares issued Proceeds from loans and borrowings Payments to settle loan principals Dividends refunded due to conversion of preference shares and capital redemption Dividends paid to equity holders of the parent  Cash and cash equivalents at the beginning of the year  Cash and cash equivalents at the end  35 2 431 380 824 439  114,015,335,640 (4,943,752,153,528) (4,943,752,153,528) (60,181,546,761) (1,880,000,000,000) 1,588,805,645,466 (60,181,546,761) (1,830,000,000,000) 1,588,805,645,466 (60,181,546,761) (1,830,000,000,000) 261,921,400,695 812,500,000,000 261,921,400,695 812,500,000 261,921,400,695 812,500,000 261,92	CASH FLOWS FROM INVESTING ACTIV	TTIES		
and equipment		t	(1,740,020,660,324)	(2,284,338,987,402)
Return of deposits for investing in potential real estate projects   S85,000,000,000   1,588,805,645,466   Placement of short-term deposits   (685,953,287,489)   (60,181,546,761)   (1,830,000,000,000)   Proceeds from disposals of equity-accounted investee   136,694,692,439   3,312,335,000,000   261,921,400,695   Dividend received   2,659,268,494,949   - 2,700,000,000   2,000,00	and equipment		475,234,343	114,015,335,640
potential real estate projects   585,000,000,000   1,588,805,645,466   Placement of short-term deposits   (685,953,287,489)   (60,181,546,761)   (1,830,000,000,000)   Proceeds from disposals of equity-accounted investee   136,694,692,439   3,312,335,000,000   261,921,400,695   Dividend received   Receipts from collecting loans and term deposits   2,659,268,494,949   - (2,000,000,000)   Payments for investments in other entities   (2,000,000,000)   1,043,520,571,350   Payments for investments in other entities   (2,000,000,000)   1,043,520,571,350   Purchase of shares issued   - (250,013,762)   2,987,603,333,333   Payments to settle loan principals   (3,200,000,000,000)   (2,712,194,660,825)   Dividends refunded due to conversion of preference shares and capital redemption Dividends paid to equity holders of the parent   (1,666,713,061,645)   Net cash flows used in financing activities   (3,200,000,000,000)   (986,395,402,899)   Net cash flows during the year   1,009,851,592,558   (276,241,411,703)   Cash and cash equivalents at the beginning of the year   (2431,380,824,439)   1,421,529,231,881   1,697,770,643,584   Cash and cash equivalents at the end   35   2,431,380,824,439   1,421,529,231,881   1,421,529	estate projects		(837,912,701,752)	(4,943,752,153,528)
Placement of long-term deposits	potential real estate projects			
accounted investee Proceeds from disposals of subsidiaries Dividend received Receipts from collecting loans and term deposits Payments for investments in other entities Interest received  CASH FLOWS FROM FINANCING ACTIVITIES  Purchase of shares issued Proceeds from loans and borrowings Payments to settle loan principals Dividends refunded due to conversion of preference shares and capital redemption Dividends paid to equity holders of the parent  Cash and cash equivalents at the beginning of the year  Cash and cash equivalents at the end  35  2,659,268,494,949 -(2,000,000,000) -1,043,520,571,350  (1,985,174,734,540)  (1,985,174,734,540)  (1,985,174,734,540)  (1,985,174,734,540)  (1,985,174,734,540)  (1,985,174,734,540)  (2,712,194,660,825) (2,712,194,660,8	Placement of long-term deposits		-	
Dividend received   Receipts from collecting loans and term deposits   2,659,268,494,949   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000)   - (2,000,000,000,000,000)   - (2,000,000,000,000,000)   - (2,000,000,000,000,000)   - (2,000,000,000,000,000)   - (2,000,000,000,000,000)   - (2,000,000,000,000,000)   - (2,000,000,000,000,000,000)   - (2,000,000,000,000,000,000,000)   - (2,000,000,000,000,000,000,000,000)   - (2,000,000,000,000,000,000,000,000,000,0	accounted investee		136,694,692,439	
Appendix	Dividend received		-	
Net cash from/(used in) investing activities         636,116,893,179         (1,985,174,734,540)           CASH FLOWS FROM FINANCING ACTIVITIES         -         (250,013,762)           Purchase of shares issued         -         (250,013,762)           Proceeds from loans and borrowings         -         2,987,603,333,333           Payments to settle loan principals         (3,200,000,000,000)         (2,712,194,660,825)           Dividends refunded due to conversion of preference shares and capital redemption         -         405,159,000,000           Dividends paid to equity holders of the parent         -         (1,666,713,061,645)           Net cash flows used in financing activities         (3,200,000,000,000,000)         (986,395,402,899)           Net cash flows during the year         1,009,851,592,558         (276,241,411,703)           Cash and cash equivalents at the beginning of the year         1,421,529,231,881         1,697,770,643,584           Cash and cash equivalents at the end         35         2,431,380,824,439         1,421,529,231,881	-			•
CASH FLOWS FROM FINANCING ACTIVITIES  Purchase of shares issued	Interest received		520,565,121,013	1,043,520,571,350
Purchase of shares issued Proceeds from loans and borrowings Payments to settle loan principals Dividends refunded due to conversion of preference shares and capital redemption Dividends paid to equity holders of the parent  Net cash flows used in financing activities  Net cash flows during the year  Cash and cash equivalents at the beginning of the year  Cash and cash equivalents at the end  - (250,013,762) - 2,987,603,333,333 (3,200,000,000,000) - (2,712,194,660,825) - (405,159,000,000 - (1,666,713,061,645)  (3,200,000,000,000,000) - (986,395,402,899)  1,421,529,231,881 1,697,770,643,584	Net cash from/(used in) investing activities		636,116,893,179	(1,985,174,734,540)
Proceeds from loans and borrowings Payments to settle loan principals Dividends refunded due to conversion of preference shares and capital redemption Dividends paid to equity holders of the parent  Net cash flows used in financing activities  Cash and cash equivalents at the beginning of the year  Cash and cash equivalents at the end  - 2,987,603,333,333 (2,712,194,660,825)  (2,712,194,660,825)  - 405,159,000,000  - 405,159,000,000  (1,666,713,061,645)  (276,241,411,703)  1,421,529,231,881  1,697,770,643,584	CASH FLOWS FROM FINANCING ACTIV	VITIES		
Payments to settle loan principals Dividends refunded due to conversion of preference shares and capital redemption Dividends paid to equity holders of the parent  Net cash flows used in financing activities  Net cash flows during the year  Cash and cash equivalents at the beginning of the year  (3,200,000,000,000)  (2,712,194,660,825)  - 405,159,000,000  (1,666,713,061,645)  (3,200,000,000,000)  (986,395,402,899)  1,009,851,592,558  1,421,529,231,881  1,697,770,643,584			-	
preference shares and capital redemption       - 405,159,000,000         Dividends paid to equity holders of the parent       - (1,666,713,061,645)         Net cash flows used in financing activities       (3,200,000,000,000)       (986,395,402,899)         Net cash flows during the year       1,009,851,592,558       (276,241,411,703)         Cash and cash equivalents at the beginning of the year       1,421,529,231,881       1,697,770,643,584         Cash and cash equivalents at the end       35       2,431,380,824,439       1,421,529,231,881	Payments to settle loan principals		(3,200,000,000,000)	
Parent - (1,666,713,061,645)  Net cash flows used in financing activities (3,200,000,000,000) (986,395,402,899)  Net cash flows during the year 1,009,851,592,558 (276,241,411,703)  Cash and cash equivalents at the beginning of the year  Cash and cash equivalents at the end 35 2,431,380,824,439 1,421,529,231,881	preference shares and capital redemption		-	405,159,000,000
Net cash flows during the year  Cash and cash equivalents at the beginning of the year  Cash and cash equivalents at the end  1,009,851,592,558 (276,241,411,703)  1,421,529,231,881 1,697,770,643,584	1 1		-	(1,666,713,061,645)
Cash and cash equivalents at the beginning of the year  Cash and cash equivalents at the end  1,421,529,231,881  1,697,770,643,584	Net cash flows used in financing activities		(3,200,000,000,000)	(986,395,402,899)
of the year  Cash and cash equivalents at the end  35 2 431 380 824 439 1 421 529 231 881	Net cash flows during the year		1,009,851,592,558	(276,241,411,703)
- 15 / 431 1811 8/4 439   1 4/1 5/9 / 31 881	-		1,421,529,231,881	1,697,770,643,584
	<u>-</u>	35	2,431,380,824,439	1,421,529,231,881