Interim consolidated financial statements

Quarter I 2020

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#### **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 2<sup>nd</sup> 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. Subsequently, the Company obtained amended Enterprise Registration Certificates with the latest is the 20<sup>th</sup> amended Enterprise Registration Certificate being granted on 02 Januaray 2019.

The Company's shares were officially listed on the Ho Chi Minh Stock Exchange (HOSE) on 6 November 2017.

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

The Company's head office is located 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 company. 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. Thai Thi Thanh Hai Chairwoman Ms. Tran Mai Hoa Member Ms. Nguyen Thi Diu Member Ms. Le Mai Lan Member

Mr. Brett Krause Independent member Mr. Timothy J. Daly Independent member

#### **MANAGEMENT**

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

Ms. Tran Mai Hoa General Director
Mr. Nguyen Anh Dung Deputy General Director
Ms. Tran Thu Hien Deputy General Director
Ms. Pham Ngoc Thoa Chief Finance Officer

#### **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
Ms. Nguyen Thu Phuong Member
Ms. Tran Thanh Tam Member

#### **LEGAL REPRESENTATIVE**

The legal representatives of the Company during the period and up to the date of this report are Ms. Thai Thi Thanh Hai, Ms. Tran Mai Hoa and Mr. Nguyen Anh Dung.

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 28 March 2019.

#### REPORT OF MANAGEMENT

Management of Vincom Retail Joint Stock Company ("the Company") presents its report and the interim consolidated financial statements of the Company and its subsidiaries for Quarter I 2020.

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

Management is responsible for the interim consolidated financial statements of each reporting period which give a true and fair view of the interim consolidated financial position of the Company and its subsidiaries and of the interim consolidated results of its operations and its interim consolidated cash flows for the period. In preparing those interim consolidated 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 consolidated financial statements; and
- prepare the interim consolidated financial statements on the going concern basis unless it is inappropriate to presume that the Company and its subsidiaries 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 consolidated financial position of the Company and its subsidiaries 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 its subsidiaries 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 consolidated financial statements.

#### STATEMENT BY MANAGEMENT

Management does hereby state that, in its opinion, the accompanying interim consolidated financial statements give a true and fair view of the interim consolidated financial position of the Company and its subsidiaries as at 31 March 2020, and of the interim consolidated results of its operations and its interim consolidated cash flows for the period then ended in accordance with the Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to the preparation and presentation of interim consolidated financial statements.



Pham Ngoc Thoa Chief Finance Officer

Hanoi, Vietnam

27 April 2020

# INTERIM CONSOLIDATED BALANCE SHEET as at 31 March 2020

Code	ASSETS	Notes	As at 31/3/2020	As at 31/12/2019
100	A CURRENT ASSETS		5,287,694	5,070,409
110	I. Cash and cash equivalents	4	2,054,379	1,388,344
111	1. Cash		2,034,379	1,368,344
112	2. Cash equivalents		20,000	20,000
J	II. Short-term investments		88,862	788,537
123	Held-to-maturity investments	5	88,862	788,537
130	III. Current accounts receivable		782,997	724,237
131	Short-term trade receivables	6.1	489,302	431,915
132	2. Short-term advances to suppliers	6.2	116,345	121,081
136	3. Other short-term receivables	7	188,657	182,697
137	4. Provision for doubtful short-term receivables	6.1	(11,307)	(11,456)
140	N. Inventories	9	968,779	985,989
141	1. Inventories		969,590	986,800
149	2. Provision for obsolete inventories		(811)	(811)
150	V. Other current assets		1,392,677	1,183,302
151	1. Short-term prepaid expenses	10	141,188	80,316
152	2. Value-added tax deductible		32,834	37,488
153	3. Tax and other receivables from the State		740	498
155	4. Other current assets	11	1,217,915	1,065,000
200	B. NON-CURRENT ASSETS		31,627,889	30,768,281
210	I. Long-term receivables		958,659	8,659
215	Long-term loan receivables	30	950,000	-
216	2. Other long-term receivables		8,659	8,659
220	II. Fixed assets		469,769	473,832
221	1. Tangible fixed assets	12	441,824	450,446
222	Cost		581,399	580,540
223	Accumulated depreciation		(139,575)	(130,094)
227	2. Intangible assets	13	27,945	23,386
228	Cost		56,283	49,787
229	Accumulated amortisation		(28,338)	(26,401)
230	III. Investment properties	14	27,881,231	28,063,677
231	1. Cost		32,859,673	32,702,792
232	2. Accumulated depreciation		(4,978,442)	(4,639,115)
240	IV. Long-term assets in progress		795,867	654,380
242	1. Construction in progress	15	795,867	654,380
260	V. Other long-term assets		1,522,363	1,567,733
261	Long-term prepaid expenses	10	527,032	554,712
262	2. Deferred tax assets		9,699	9,243
268	3. Other long-term assets	11	597,000	597,000
269	4. Goodwill	16	388,632	406,778
270	TOTAL ASSETS		36,915,583	35,838,690

INTERIM CONSOLIDATED BALANCE SHEET (continued) as at 31 March 2020

Currency: VND million

Code	RESOURCES	Notes	As at 31/3/2020	As at 31/12/2019
300	C. LIABILITIES		9,469,878	8,885,183
310	L Current liabilities	1	5,344,909	4,780,265
311	Short-term trade payables	17	2,108,445	2,055,465
312	2. Short-term advances from customers	18	988,460	470,926
313	3. Statutory obligations	19	303,041	294,967
314	4. Payables to employees		465	801
315	5. Short-term accrued expenses	20	693,317	964,902
318	6. Short-term unearned revenues	22	123,325	116,291
319	7. Short-term other payables	21	1,081,607	830,810
320	8. Short-term loan and debts	23.1	19,415	19,415
321	9. Short-term provisions		23,938	23,792
322	10. Bonus and welfare fund		2,896	2,896
330	II. Non-current liabilities		4,124,969	4,104,918
336	Long-term unearned revenues	22	111,945	129,524
337	2. Other long-term liabilities	21	1,167,144	1,129,871
338	3. Long-term loan and debts	23.2	2,766,171	2,765,306
341	4. Deferred tax liabilities		79,709	80,217
400	D. OWNERS' EQUITY		27,445,705	26,953,507
410	I. Capital	24	27,445,705	26,953,507
411	1. Issued share capital		23,288,184	23,288,184
411a	- Shares with voting rights		23,288,184	23,288,184
412	2. Share premium	1	46,983	46,983
415	3. Treasury shares		(1,954,258)	(1,954,258)
420	4. Other funds belonging to owners' equity		(53,420)	(53,420)
421	5. Undistributed earnings		6,084,233	5, <del>5</del> 92,148
421a	- Undistributed earnings up to prior year		5,592,148	2,740,668
421b	- Undistributed earnings of current period		492,085	2,851,480
429	6. Non-controlling interests		33,983	33,870
440	TOTAL LIABILITIES AND OWNERS'	-	36,915,583	35,838,690
	EQUITY			AN DO

Phung Thi Thanh Preparer Nguyen Thi Xuan Nghia Chief Accountant Pham Ngoc Thoa Chief Finance Officer

27 April 2020

# INTERIM CONSOLIDATED INCOME STATEMENT Quarter I 2020

Currency: VND million

Code	ITEMS	Notes	Quarter I 2020	Quarter I 2019
01	Revenue from sale of goods and rendering of services	25.1	1,685,666	2,284,072
02	2. Deductions	25.1	-	
10	Net revenue from sale of goods and rendering of services	25.1	1,685,666	2,284,072
11	4. Cost of goods sold and services rendered	26	(926,756)	(1,312,025)
20	5. Gross profit from sale of goods and rendering of services		758,910	972,047
21	6. Finance income	25.2	47,014	79,568
<b>22</b> 23	7. Finance expenses In which: Interest expenses	27	( <b>79,470</b> ) (78,682)	<b>(72,715)</b> (72,474)
25	8. Selling expenses	28	(60,784)	(92,257)
26	9. General and administrative expenses	28	(90,276)	(115,690)
30	10. Operating profit		575,394	770,953
31	11. Other income		45,492	9,298
32	12. Other expenses		(1,410)	(2,412)
40	13. Other profit		44,082	6,886
50	14. Accounting profit before tax		619,476	777,839
51	15. Current corporate income tax expenses	29	(128,243)	(167,035)
52	16. Deferred tax income	29	965	378
60	17. Net profit after tax		492,198	611,182
61	18. Net profit after tax attributable to shareholders of the parent		492,085	612,104
62	19. Net profit after tax attributable to non- controlling interests		113	(922)

Phung Thi Thanh Preparer Nguyen Thi Xuan Nghia Chief Accountant Pham Ngoc Thoa Chief Finance Officer

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27 April 2020

INTERIM CONSOLIDATED CASH FLOW STATEMENT Quarter I 2020

Currency: VND million

Code	ITEMS	Quarter I 2020	Quarter I 2019
	I. CASH FLOWS FROM OPERATING ACTIVITIES		
01	Profit before tax	619,476	777,839
	Adjustments for:		·
	Depreciation of tangible fixed assets and investment		
02	properties and amortisation of intangible assets (including amortisation of goodwill)	369,018	350,527
03	Provisions	1,497	1,623
05	Profits from investing activities	(47,014)	
06	Interest expenses and bond issue costs	78,682	72,474
08	Operating profit before changes in working capital	1,021,659	1,122,903
09	Changes in receivables	(22,593)	86,126
10	Changes in inventories	17,211	82,557
11	Changes in payables (other than interest, corporate income tax)	580,647	(58,053)
12	Changes in prepaid expenses	(32,248)	
14	Interest paid	(131,452)	
15	Corporate income tax paid	(144,953)	(214,691)
20	Net cash flows from operating activities	1,288,271	916,255
	II. CASH FLOWS FROM INVESTING ACTIVITIES		
21	Purchase, construction of fixed assets and other long- term assets	(386,149)	(2,254,788)
23	Loans to other entities and payments for purchase of debt instruments of other entities	(1,050,000)	40
24	Collections from borrowers and proceeds from sale of debt instruments of other entities	800,000	
27	Interest and dividends received	13,913	19,760
30	Net cash flows (used in) investing activities	(622,236)	(2,235,028)
	III. CASH FLOWS FROM FINANCING ACTIVITIES		
40	Net cash from financing activities	-	•
50	Net increase/(decrease) in cash and cash equivalents for the period	666,035	(1,318,773)
60	Cash and cash equivalents at the beginning of the period	1,388,344	2,431,381
70	Cash and cash equivalents at the end of the period	STI ZONE NO	1,112,608

Phung Thi Thanh Preparer Nguyen Thi Xuan Nghia Chief Accountant Pham Ngoc Thoa Chief Finance Officer

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#### 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 2<sup>nd</sup> 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. Subsequently, the Company obtained amended Enterprise Registration Certificates with the latest is the 20<sup>th</sup> amended Enterprise Registration Certificate being granted on 02 January 2019.

The Company's shares were officially listed on the Ho Chi Minh Stock Exchange (HOSE) since 6 November 2017.

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

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 activities is from 12 months to 36 months. The Company's normal course of business cycle of other business activities is 12 months.

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

The number of the Company's employees as at 31 March 2020 is 1,075 (31 December 2019: 1,076).

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

#### Corporate structure

The Company has 04 following subsidiaries as at 31 March 2020:

No.	Name	Voting right (%)	Equity interest (%)	Registered office's address	Principal activities
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	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	97.27	97.27	Km1 + 200, Tran Hung Dao street, Suoi Hoa ward, Bac Ninh city, Bac Ninh province	Leasing and trading real estate property
4	Ha Thanh Real Estate Development and Investment Company Limited	100.00	100.00	No. 7, Bang Lang 1 street, Vinhomes Riverside, Viet Hung ward, Long Bien district, Hanoi	Leasing and trading real estate property

#### 2. BASIS OF PREPARATION

#### 2.1 Accounting standards and system

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

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

Accordingly, the accompanying interim consolidated 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 consolidated financial position and interim consolidated results of operations and interim consolidated cash flows in accordance with accounting principles and practices generally accepted in countries other than Vietnam.

#### 2.2 Applied accounting documentation system

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

#### 2.3 Fiscal year

The Company's fiscal year applicable for the preparation of its consolidated financial statements starts on 01 January and ends on 31 December.

#### 2.4 Accounting currency

The Company's accounting currency is VND.

The curency used when preparing and presenting the separate financial statements is million VND.

#### 2.5 Basic of consolidation

The interim consolidated financial statements comprise the financial statements of the Company and its subsidiaries for the reporting period ended 31 March 2020.

Subsidiaries are fully consolidated from the date of acquisition, being the date on which the Company obtains control, and continued to be consolidated until the date that such control ceases, unless the parent's control is temporary when the subsidiary is acquired and held for sales in less than 12 months.

The financial statements of subsidiaries are prepared for the same reporting period as the parent company, using consistent accounting policies.

All intra-company balances, income and expenses and unrealised gains or losses result from intra-company transactions are eliminated in full.

#### 2. BASIS OF PREPARATION (continued)

#### 2.5 Basic of consolidation (continued)

Non-controlling interests represent the portion of profit or loss and net assets not held by the Company and are presented separately in the consolidated income statement and within equity in the consolidated balance sheet, separately from parent shareholders' equity.

Impact of change in the ownership interest of a subsidiary, without a loss of control, is recorded in undistributed earnings or accumulated losses.

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 3.1 Cash and cash equivalents

Cash and cash equivalents comprise cash at banks, cash in transit and short-term, highly liquid investments with an original maturity of no longer 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 held as inventory 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 rights for land, and land development costs;
- Construction costs payable to contractors; and
- Borrowing costs, planning and design costs, costs of site preparation, 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 to sell.

The cost of inventory property recognised in the interim consolidated income statement on disposal 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.

#### Other inventories

Inventories are carried at the lower of cost incurred in bringing each product to its present location and condition and net realisable value.

Net realisable value represents the estimated selling price in the ordinary course of business less the estimated costs to completion and the estimated costs to sell.

The perpetual method is used to record the costs of other inventories, cost of other inventories is valued at the cost of purchase, on weighted average basis.

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

#### 3.2 Inventories (continued)

Provision for obsolete inventories

An inventory provision is created for the estimated loss arising due to the impairment of value (through diminution, damage, obsolescence, etc.) of raw materials, finished goods, and other inventories owned by the Company and its subsidiaries, based on appropriate evidence of impairment available at the balance sheet date. Increases and decreases to the provision balance are recorded into the cost of goods sold account in the interim consolidated income statement.

#### 3.3 Receivables

Receivables are presented in the interim consolidated 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 balance sheet date which are doubtful of being recovered.

#### 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 consolidated 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 consolidated income statement.

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.

## 3.5 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 and its subsidiaries are the lessee

Assets held under finance leases are capitalised in the interim consolidated balance sheet at the inception of the lease at the fair value of the leased assets or, if lower, at the net present value of the minimum lease payments. The principal amount included in future lease payments under finance leases are recorded as a liability. The interest amounts included in lease payments are charged to the interim consolidated income statement over the lease term to achieve a constant rate on interest on the remaining balance of the finance lease liability.

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

#### 3.5 Leased assets (continued)

Where the Company and its subsidiaries are the lessee (continued)

Capitalised financial leased assets are depreciated using straight-line basis over the shorter of the estimated useful life of the asset and the lease term, if there is no reasonable certainty that the Company and its subsidiaries will obtain ownership by the end of the lease term.

Assets subject to finance leases are included as the Company and its subsidiaries' investment properties in the interim consolidated balance sheet.

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

Where the Company and its subsidiaries are the lessor

Assets subject to operating leases are included as the Company and its subsidiaries' investment properties in the interim consolidated balance sheet.

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

#### 3.6 Intangible assets

Intangible assets are stated at cost less accumulated amortisation.

The cost of an intangible assets comprises of its purchase price and any directly attributable costs of preparing the intangible fixed 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 consolidated 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 consolidated income statement.

#### 3.7 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:

Buildings and structures	5 - 15 years
Machinery and equipment	2 - 15 years
Means of transportation	4 - 15 years
Office equipment	3 - 10 years
Computer software	3 - 8 years
Others	3 - 15 years

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

#### 3.8 Investment properties

Investment properties are stated at cost, including transaction costs, less accumulated depreciation.

Costs include the amount of cash paid or the fair value of other consideration given by the Company and its subsidiaries to acquire an asset at the time of acquisition or construction. The Company and its subsidiaries recognise an investment property in the Interim consolidated financial statements when the significant risks and rewards incident to ownership of the property have been passed to the Company and its subsidiaries from the transferor, not depending on the form of the sales and purchase contract or the time at which legal documents relating to ownership of the properties are transferred.

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

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

Land use rights, buildings and structures 5 - 50 years Machinery and equipment 3 - 25 years

The land use rights with indefinite terms is presented as investment properties based on the certificate of land use right granted by relevant authorities and no amortisation should be charged.

Investment properties are derecognised when either they have 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 consolidated 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 property 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.

The Company and its subsidiaries have contributed capital to cooperate in the investment, construction and development of shopping centers. Under the business co-investment contract, the Company and its subsidiaries have the right to control the shopping centers when the shopping centers are handed over to the Company and its subsidiaries from the counterparties for commercial operations. According to which, the shopping centers are recognized by the Company and its subsidiaries as investment properties in the interim consolidated balance sheet upon the hand over of these properties.

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

#### 3.9 Borrowing costs

Borrowing costs consist of interest and other costs that the Company and its subsidiaries incur in connection with the borrowing of funds.

Borrowing costs are recorded as expense during the period in which they are incurred, except for the borrowing costs that 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 consolidated 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 in accordance with Circular No. 45/2013/TT-BTC, prepaid premise expense under operating lease terms, pre-operating expenses, tools and supplies, and other prepaid expenses that bring future economic benefits for more than one year.

#### 3.11 Business combinations and goodwill

Business combinations are accounted for using the purchase method. The cost of a business combination is measured as the fair value of assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange plus any costs directly attributable to the business combination. Identifiable assets and liabilities and contingent liabilities assumed in a business combination are measured initially at fair values at the date of business combination.

Goodwill acquired in a business combination is initially measured at cost being the excess of the cost the business combination over the Company and its subsidiaries' interest in the net fair value of the acquiree's identifiable assets, liabilities and contingent liabilities. If the cost of a business combination is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the interim consolidated income statement. After initial recognition, goodwill is measured at cost less any accumulated amortisation. Goodwill is amortised over 10-year period on a straight-line basis. The Company conducts the periodical review for impairment of goodwill of investment in subsidiaries. If there are indicators of impairment loss incurred is higher than the annually allocated amount of goodwill on the straight-line basis, the higher amount will be recorded in the interim consolidated income statement.

Assets acquisitions and business combinations

The Company and its subsidiaries acquire subsidiaries that own real estate projects. At the date of acquisition, the Company considers whether the acquisition represents the acquisition of a business. The Company accounts for an acquisition as a business combination where an integrated set of activities is acquired.

When the acquisition of subsidiaries does not represent a business, it is accounted for as an acquisition of a group of assets and liabilities. The cost of the acquisition is allocated to the assets and liabilities acquired based upon their relative fair values, and no goodwill or deferred income tax is recognised.

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

#### 3.11 Business combinations and goodwill (continued)

Business combinations involving entities under common control

Business combinations involving entities under common control are accounted for as follows:

- ► The assets and liabilities of the two combined entities are reflected at their carrying amounts at the date of business combination:
- No goodwill is recognised from the business combination;
- The consolidated income statement reflects the results of the combined entities from the date of the business combination; and
- Any difference between the consideration paid and the net assets of the acquiree is recorded in equity.

Where the Company loses control of its subsidiary, which was previously consolidated under common control, the difference recognised in equity between the consideration and the net assets of the subsidiary at the acquisition date will be reclassified to the undistributed earnings at the date of disposal.

#### 3.12 Held-to-maturity investments

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

#### 3.13 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 and its subsidiaries.

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

#### 3.14 Provisions

Provisions are recognised when the Company and its subsidiaries have 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 pretax 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 provisions are recognised in the interim consolidated income statement.

Provision for warranty expenses for apartments and shop-houses

The Company and its subsidiaries estimate this warranty provision based on revenue and currently available information about repairing expenses of apartments and shop-houses sold in the past.

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

## 3.15 Foreign currency transactions

Transactions in currencies other than the Company's and its subsidiaries' reporting currency (VND) are recorded at the actual transaction 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 or capital received are recorded at the buying exchange rates of the commercial banks designated for capital contribution.

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

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

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

#### 3.16 Appropriation of net profits

Net profit after tax (excluding negative goodwill arising from a bargain purchase) is available for appropriation to shareholders after approval in the annual general meeting, and after making appropriation to reserve funds in accordance with the Company's Charter and Vietnam's regulatory requirements.

#### 3.17 Advance from customers

Payments received from customers as deposits for the purchase of apartments and shophouses in the future that do not meet the conditions for revenue recognition, are recognised and presented as "Advances from customers" in the interim consolidated balance sheet.

#### 3.18 Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and its subsidiaries 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 property is recognised when the significant risks and rewards incident to ownership of the properties have been passed to the buyer. For multiple-element arrangements that trigger the performance obligation of the seller in the future, revenue recognised will be the fair value of the consideration received or receivable less the fair value of the undelivered component.

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

#### 3.18 Revenue recognition (continued)

Revenue from sale of inventory properties (continued)

Revenue from sale of inventory property also includes long-term lease of real estate properties qualified for recognition of outright sales. If the lease-term is greater than 90% of the asset's useful life, the Company and its subsidiaries will recognise the revenue for the entire prepaid lease payment if all of the following conditions are met:

- Lessee is not allowed to cancel the lease contract during the lease term, and the lessor is not responsible for reimbursing the prepaid lease payments under any circumstances;
- The prepaid lease payment is not less than 90% of the total estimated lease payment collected under contract over the lease period and lessee must pay all rental within 12 months from the commencement of the lease:
- Almost all risks and rewards associated with the ownership of leased assets are transferred to the lessee; and
- Lessor must estimate the full cost of leasing activity.

Revenue from leasing of investment properties

Rental income arising from operating lease of properties is recognised in the consolidated income statement on a straight line basis over the lease terms.

#### Rendering of services

Revenue from entertainment services, 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 investments 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 and its subsidiaries' entitlement as investors to receive the dividend is established.

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

#### 3.19 Taxation

#### 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 balance sheet date.

Current income tax is charged or credited to the consolidated 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 set off 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 balance sheet date between the tax base of assets and liabilities and their carrying amount for 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 temporarily 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.

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 temporarily 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 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 re-assessed at each 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.

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

#### 3.19 Taxation (continued)

Deferred tax (continued)

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

Deferred tax is charged or credited to the consolidated 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 and its subsidiaries to off-set 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 and its subsidiaries intend 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.

#### 3.20 Related parties

Parties are considered to be related parties of the Company and its subsidiaries if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions, or when the Company and its subsidiaries and other party are under common control or under common significant influence. Related parties can be enterprise or individual, including close members of the family of any such individual.

#### 4. CASH AND CASH EQUIVALENTS

Currency: VND million

	As at 31/3/2020	As at 31/12/2019
Cash in banks	2,034,379	1,368,215
Cash in transit	-	129
Cash equivalents	20,000	20,000
TOTAL	2,054,379	1,388,344

Cash equivalents as at 31 March 2020 comprised bank deposits in VND with maturity terms of 3 months and earning interest at the rates 4.75% per annum (as at 31 December 2019: bank deposits in VND with maturity terms of 3 months and earning interest at the rates 5.0% per annum).

#### 5. HELD-TO-MATURITY INVESTMENTS

Currency: VND million

	As at 31/3/2020	As at 31/12/2019
Short-term held-to-maturity investments (i)	88,862	788,537
TOTAL	88,862	788,537

(i) Ending balance of short-term held-to-maturity investments comprised short-term bank deposits in VND with terms ranging from 6 months to 12 months and earning interest at the rate ranging from 7.0% to 7.2% per annum (31 December 2019: bank deposits in VND with terms ranging from 6 months to 12 months and earning interest at the rate ranging from 7.0% to 7.2% per annum), including maintenance fund of the handed over condotel apartments of Vinpearl Riverfront Da Nang, Suoi Hoa project (Ban Ninh) and shop-office of Vinhomes Times City project and Vinhomes Royal City project. This fund will be transferred to the building management boards.

#### 6. SHORT-TERM TRADE RECEIVABLES AND ADVANCES TO SUPPLIERS

#### 6.1 Short-term trade receivables

	As at 31/3/2020	As at 31/12/2019
Receivables from leasing activities and rendering related services	325,450	268,761
Receivables from sale of inventory	122,325	128,647
Others	41,527	34,507
TOTAL.	489,302	431,915
In which:		
Trade receivables from customers	362,120	363,091
Trade receivables from related parties (Note 30)	127,182	68,824
Provision for doubtful short-term receivables	(11,307)	(11,456)
Details of receivables which account for more	e than 10% of total balar	nce:
Receivable from Vincommerce General Commerce Services JSC	74,224	51,924
Receivable from Vinpro Business and Trading Services JSC	59,456	17,972

## 6. SHORT-TERM TRADE RECEIVABLES AND ADVANCES TO SUPPLIERS (continued)

## 6.2 Short-term advances to suppliers

Currency: VND million

8,989	8,813
107,356	112,268
As at 31/3/2020	As at 31/12/2019
	107,356

There is no advances to suppliers which are more than 10% of total balance

### 7. OTHER SHORT-TERM RECEIVABLES

	As at 31/3/2020	As at 31/12/2019
Interests on bank deposits, deposits and loans	61,362	39,820
Guarantee deposits for project development and contract implementation	25,223	41,764
Receivable for payment on behalf	11,617	17,655
Others	90,455	83,458
TOTAL	188,657	182,697
In which:		
Other receivables	108,182	128,142
Other receivables from related parties (Note 30)	80,475	54,555

#### 8. BAD DEBTS

Bad debts of the Company and its subsidiaries include:

Currency: VND million

	As at 31/3/2020		As at 31/	12/2019
Debtor	Cost	Recoverable amount (i)	Cost	Recoverable amount
Trade receivables	348,501	337,194	138,285	126,829
Other receivables	699	699	622	622
TOTAL	349,200	337,893	138,907	127,451

<sup>(</sup>i) The recoverable amount comprises overdue trade receivables with total amount of VND 265.7 billion that are secured by deposits from customers under their lease contracts and bank guarantee under bank guarantee agreements.

#### 9. INVENTORIES

Currency: VND million

	As at 31/3/2020		As at 31/	12/2019
	Cost	Provision	Cost	Provision
Inventory properties under construction (i)	894,226	(811)	828,622	(811)
Completed inventory	55,387	-	137,286	-
Others	19,977	-	20,892	_
TOTAL	969,590	(811)	986,800	(811)

<sup>(</sup>i) The balance mainly comprises of construction and development costs of apartments, condotel apartments and shop-houses for sale.

#### 10. PREPAID EXPENSES

	As at 31/3/2020	As at 31/12/2019
Short-term:		
Selling expenses related to sale of inventory properties not yet handed over	95,868	26,458
Provisional corporate income tax	9,664	4,622
Project investment costs	-	1,014
Prepaid land rental	13,236	14,995
Others	22,420	33,227
TOTAL	141,188	80,316

## 10. PREPAID EXPENSES (continued)

Currency: VND million

	As at 31/3/2020	As at 31/12/2019
Long-term:		
Prepaid rental to a related party for leasing commercial areas (Note 30) (i)	255,825	258,051
Prepayment for committed profit relating to business cooperation contracts and	99,291	114,798
Overhaul expenditures	92,398	111,029
Tools and supplies	31,482	36,132
Prepaid land rental	5,716	4,685
Commission fees for leasing commercial	23,145	19,827
areas		
Others	19,175	10,190
TOTAL	527,032	554,712

<sup>(</sup>i) Ecology Development and Investment JSC ("Ecology JSC"), a company under common control, leased the shopping mall component of Vincom Plaza Quang Trung project and Vincom Plaza Le Van Viet project to South Vincom Retail LLC in accordance with the shopping mall leasing contracts.

#### 11. OTHER ASSETS

Currency: VND million

	As at 31/3/2020	As at 31/12/2019
Short-term: Deposits to related parties for investment purposes (Note 30) (i)	1,217,915	1,065,000
TOTAL	1,217,915	1,065,000
Long-term: Deposits to related parties for investment purposes (Note 30) (i)	597,000	597,000
TOTAL	597,000	597,000

(i) Ending balance are deposits to Vingroup JSC, parent company, and some companies within the Group (hereby referred to as "the counterparties") for the co-investment and co-operations of shopping mall component of a number of real estate projects under business co-investment and co-operation contracts. These deposits require no collaterals. In accordance with these contracts, the counterparties have committed to transferring shopping mall component to the Company and its subsidiaries, or to granting the Company and its subsidiaries with right to purchase the shopping malls, at the price sufficient to cover all relevant capital expenditures incurred. In case the counterparties have not completed all procedures to hand over the shopping malls to the Company and its subsidiaries when the assets are completed and ready for commercial operations, two parties will sign business cooperation contracts, giving the Company and its subsidiaries the right to control, manage and operate the shopping malls, and a portion of profit before tax from the operations of the shopping malls will be shared to the counterparties.

## 12. TANGIBLE FIXED ASSETS

	Buildings and structures	Machinery and equipment	Means of transportation	Office equipment	Others	Total
Cost:					·	
Beginning balance	280,898	254,284	1,582	18,233	25,543	580,540
<ul> <li>Transferred from completed construction in progress</li> </ul>	-	823	-	75	-	898
- Sold, disposal	-	-	-	(39)	•	(39)
Ending balance	280,898	255,107	1,582	18,269	25,543	581,399
Accumulated depreciation:						
Beginning balance	17,330	94,658	1,218	9,948	6,940	130,094
- Depreciation for the period	1,360	6,718	-	636	806	9,520
- Sold, disposal	-	-	-	(39)	-	(39)
Ending balance	18,690	101,376	1,218	10,545	7,746	139,575
Net carrying amount:						
Beginning balance	263,568	159,626	364	8,285	18,603	450,446
Ending balance	262,208	153,731	364	7,724	17,797	441,824

### 13. INTANGIBLE ASSETS

	Computer software
Cost:	
Beginning balance	49,787
- Transferred from completed construction in progress	6,496
Ending balance	56,283
Accumulated amortisation:	
Beginning balance	26,401
- Amortisation for the period	1,937
Ending balance	28,338
Net carrying amount:	
Beginning balance	23,386
Ending balance	27,945

### 14. INVESTMENT PROPERTIES

Currency: VND million

	Land use rights,	Machinery and	
	buildings and structures	equipment	Total
Cost:			
Beginning balance	26,769,970	5,932,822	32,702,792
Increase due to			
finalisation of	137,472	19,497	156,969
construction	107,472	15,457	100,000
contracts			
Disposal	-	(88)	(88)
Ending balance	26,907,442	5,952,231	32,859,673
Accumulated depre	ciation:		
Beginning balance	2,756,463	1,882,652	4,639,115
Depreciation for the	402 927	146 500	220.445
period	192,827	146,588	339,415
Disposal	-	(88)	(88)
Ending balance	2,949,290	2,029,152	4,978,442
Net carrying			
amount:			
Beginning balance	24,013,507	4,050,170	28,063,677
Ending balance	23,958,152	3,923,079	27,881,231

Investment properties mainly include assets of the shopping malls of the Company and its subsidiaries which are used for provision of leasing and other related services.

## 14. INVESTMENT PROPERTIES (Continued)

Details of investment properties used as collaterals for borrowings and corporate bonds of the Company and its subsidiaries are disclosed in Note 23.

Revenue and operating expenses related to investment properties are disclosed in Note 25.3.

#### 15. CONSTRUCTION IN PROGRESS

Currency: VND million

	As at 31/3/2020	As at 31/12/2019
Vincom Plaza Bien Hoa 2	135,650	135,650
Vincom+ Thai Nguyen	108,991	108,973
Vincom Plaza My Tho	146,496	103,448
Vincom Plaza Bac Lieu	113,741	92,312
Bac Ninh Hotel Project	70,741	51,034
Shopping malls renovation projects	-	45,886
Other projects	220,248	117,077
TOTAL	795,867	654,380

#### 16. GOODWILL

_	Goodwi			
	Vincom Center Long Bien One Member LLC (i)	Khanh Gia Investment Trading Services JSC (i)	An Phong Investment JSC (i)	Total
Cost:				
Beginning balance	33,000	210,288	482,549	725,837
Ending balance	33,000	210,288	482,549	725,837
Accumulated amore Beginning balance Amortisation for the period Ending balance	rtisation: 21,970 825 22,795	96,788 5,257 102,045	200,301 12,064 212,365	319,059 18,146 337,205
Net carrying amou	int:			
Beginning balance	11,030	113,500	282,248	406,778
Ending balance	10,205	108,243	270,184	388,632

<sup>(</sup>i) These companies were merged into North Vincom Retail LLC and South Vincom Retail LLC.

2,055,465

Currency: VND million

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) Quarter I 2020

### 17. SHORT-TERM TRADE PAYABLES

TOTAL

		_
	As at 31/3/2020	As at 31/12/2019
Trade payables to suppliers	230,309	221,131
Trade payables to related parties	1,878,136	1,834,334
(Note 30)		

2,108,445

Details of trade payables which account for more than 10% of total balance:

Payables to Vingroup JSC	382,974	348,467
Payables to Vinpearl JSC	121,400	230,732
Payables to Vinhomes JSC	565,015	411,058
Payables to Vietnam Investment and	693,708	716,143
Consulting Investment JSC		

## 18. ADVANCE FROM CUSTOMERS

Currency: VND million

_	As at 31/3/2020	As at 31/12/2019
Downpayment from customers under sale and purchase of real estate agreements	965,223	460,737
Others	23,237	10,189
TOTAL	988,460	470,926
In which:		,
Downpayment from other parties	988,460	470, 926
Downpayment from related parties	-	-

## 19. STATUTORY OBLIGATIONS

	As at 31/3/2020	As at 31/12/2019
Payables		
Corporate income tax	242,611	255,478
Value added tax	58,373	33,568
Personal income tax	2,057	5,921
TOTAL	303,041	294,967

## 20. SHORT-TERM ACCRUED EXPENSES

Currency: VND million

	As at 31/3/2020	As at 31/12/2019
Accrued construction costs	412,211	590,595
Accrued loans and bond interests	42,444	100,130
Accrued commission and brokerage fee	105,553	59,909
Accrued committed profit relating to business cooperation contracts and	42,746	30,381
Interest supporting fee payables	1,640	7,297
Accrued labor expenses	10,589	41,933
Others	78,134	134,657
TOTAL	693,317	964,902
In which:		
Accrued expenses due to others	665, <i>4</i> 46	961,940
Accrued expenses due to related parties (Note 30)	27,871	2,962

## 21. OTHER PAYABLES

_	As at 31/3/2020	As at 31/12/2019
Short-term:		
Deposits received under deposit and loan contracts	658,741	375,812
Deposits from tenants to be refunded within the next 12 months	230,177	244,933
Maintenance fund	89,906	88,977
Deposits for site construction	37,305	48,474
Other deposits	35,404	35,404
Dividend payable	2,234	2,234
Other payables	27,840	34,976
TOTAL	1,081,607	830,810
In which:		
Other short-term payables	1,059,011	807,411
Other short-term payables to related parties (Note 30)	22,596	23,399
Long-term:		
Deposits under business cooperation contracts	180,000	180,000
Deposits from tenants	1,217,321	1,194,804
Less: Deposits from tenants to be refunded within the next 12 months (Presented in Short-term)	(230, 177)	(244,933)
TOTAL	1,167,144	1,129,871
In which:		-,,,,
Other long-term payables	945,426	933, 109
Other long-term payables to related	221,718	196,762
parties (Note 30)	mary 170	100,102

## 22. UNEARNED REVENUE

Currency: VND million

Short-term unearned revenue Long-term unearned revenue TOTAL In which:	As at 31/3/2020 123,325 111,945 235,270	As at 31/12/2019 116,291 129,524 245,815
Unearned revenue received from related parties (Note 30) Unearned revenue received from others	10,858 224,412	10,999 234,816

Unearned revenue mainly includes advances from lessees to the Company and its subsidiaries for leasing spaces in commercial centers.

#### 23. LOANS AND DEBTS

#### 23.1 Short-term loans and debt

Currency: VND million

	_	As at 31/3/2020		As at 31/12/2019		
	Note	Carrying value	Payable amount	Carrying value	Payable amount	
Current portion of long- term debts from related parties	30	19,415	19,415	19,415	19,415	
TOTAL	_	19,415	19,415	19,415	19,415	

#### 23.2 Long-term loans and debt

Currency: VND million

		As at 31/3/2020		As at 31/1	12/2019
	Note	Carrying value	Payable amount	Carrying value	Payable amount
Corporate bonds	(i)	2,595,048	2,595,048	2,594,628	2,594,628
Other long-term debts from related parties	30	171,123	171,123	170,678	170,678
TOTAL		2,766,171	2,766,171	2,765,306	2,765,306

(i) Ending balance are bonds have par value of VND3,000 billion with 3,000 bonds and were arranged for issuance on 08 March 2017 by Vietnam Bank for Industry and Trade Securities Joint Stock Company with a maturity term of 5 years. Interest rate applied for first year is 8.1% per annum, and for the following years 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 plus (+) 3%. The bond balance is presented net of bond issue costs. In 2018, the Company repurchased 400 bonds prior to maturity date.

These bonds are secured by land use rights and assets attached to land of shopping malls which are owned by North Vincom Retail LLC and South Vincom Retail LLC, two subsidiaries.

## 24. OWNERS' EQUITY

## 24.1 Increase and decrease in owner's equity

					Other funds		
	Shares with		Treasury	Undistributed	belonging to	Non-controlling	
	voting right Shar	re premium	shares	earnings	owners' equity	interests	Total
_					•		
For the 3-month period er	nded 31 March 2019						
Beginning balance	23,288,184	46,983	-	5,190,927	(58,420)	41,607	28,509,281
- Net profit for the period	-	-	-	612,104	-	(922)	611,182
- Dividends declared	-	-	-	-	-	(8,190)	(8,190)
Ending balance	23,288,184	46,983	-	5,803,031	(58,420)	32,495	29,112,273
For the 3-month period en	nded 31 March 2020						
Beginning balance	23,288,184	46,983	(1,954,258)	5,592,148	(53,420)	33,870	26,953,507
- Net profit for the period	-	-	-	492,085		113	492,198
Ending balance	23,288,184	46,983	(1,954,258)	6,084,233	(53,420)	33,983	27,445,705

Currency: VND million

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) Quarter I 2020

## 24. OWNERS' EQUITY (continued)

## 24.2 Shares

	As at 31/3/2020		As at 31/1	2/2019
•		Amount		Amount
	Quantity	VND million	Quantity	VND million
Registered and issue	ed shares			
Ordinary shares	2,328,818,410	23,288,184	2,328,818,410	23,288,184
Preference shares				-
Total	2,328,818,410	23,288,184	2,328,818,410	23,288,184
Outstanding shares Ordinary shares Preference shares	2,272,318,410	22,723,184	2,272,318,410	22,723,184
Total	2,272,318,410	22,723,184	2,328,818,410	22,723,184

Par value of each outstanding share: VND 10,000 per share (31 December 2019: VND 10,000 per share).

#### 25. REVENUE

## 25.1 Revenue from sale of goods and rendering of services

Gross revenue In which:	1,685,666	2,284,072
Leasing activities and rendering of related services	1,449,313	1,599,467
Sale of inventory properties	200,788	601,402
Others	35,565	83,203
Deduction	-	-
Net revenue	1,685,666	2,284,072
In which:		
Revenue from sale to related parties	65,810	349,515
Revenue from sale to others	1,619,856	1,934,557

#### 25.2 Finance income

Currency: VND million

Quarter I 2020 Quarter I 2019

Interest income from bank deposits, loans

### 47,014 79,560 and deposits

Others - 8

TOTAL 47,014 79,568

## 25. REVENUE (continued)

## 25.3 Revenue and expenses relating to investment properties

Currency: VND million

	Quarter I 2020	Quarter I 2019
Revenue from leasing of investment properties and rendering of related services (Note 25.1)	1,449,313	1,599,467
Direct operating costs related to investment properties generating income in the year (Note 26)	781,252	729,785

## 26. COST OF GOODS SOLD AND SERVICES RENDERED

Currency: VND million

	Quarter I 2020	Quarter I 2019
Cost of leasing activities and rendering of related services	781,252	729,785
Cost of inventory properties sold	66,074	460,970
Others	79,430	121,270
TOTAL	926,756	1,312,025

## 27. FINANCE EXPENSES

	Quarter I 2020	Quarter I 2019
Interests on loans and bond	78,263	71,854
Amortisation of bond issue costs	420	620
Others	787	241
TOTAL	79,470	72,715

### 28. SELLING EXPENSES AND GENERAL AND ADMINISTRATIVE EXPENSES

Currency: VND million

	Quarter I 2020	Quarter I 2019
Selling expenses	60,784	92,257
Labour cost	18,272	20,033
Consulting, commission and brokerage fees	8,709	33,845
Brand and marketing fee	31,056	33,638
Depreciation and amortisation	1,964	2,016
Out-sourcing services	63	789
Others	720	1,936
General and administrative expenses	90,276	115,690
Labour cost	39,284	41,519
Depreciation and amortisation	20,008	19,771
Provision expenses	1,350	963
Out-sourcing services	2,775	6,070
Others	1,340	5,456
Management fee	25,519	41,911
TOTAL	151,060	207,947

#### 29. CORPORATE INCOME TAX

The statutory corporate income tax ("CIT") applicable to the Company and its subsidiaries for Quarter I 2020 is 20% of taxable profit (for Quarter I 2019: 20%).

The tax returns filed by the Company and its subsidiaries 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 consolidated financial statements could change at a later date upon final determination by the tax authorities.

	Quarter I 2020	Quarter I 2019
Current corporate income tax expenses	128,243	167,035
Deferred tax (income)	(965)	(378)
TOTAL	127,278	166,657

#### 30. TRANSACTIONS AND BALANCES WITH RELATED PARTIES

List of related parties that the Company had significant transactions and balances in current and prior period:

Relationship
Parent company Under common control
Under common control (To 31 December 2019)
Under common control
Under common control Under common control Under common control
Under common control Under common control Under common control
Under common control
Under common control (Since 01 July 2019)
Under common control Under common control Under common control Under common control

Significant transactions with related parties during the period:

_	Quarter I 2020	Quarter I 2019
Receivables from leasing and rendering of related Vincommerce General Commerce Services JSC	ed services -	193,180
Vinhomes JSC Vinpro Business and Trading Services JSC	38,511 139	79,893 54,000
Vinschool One Member LLC Vinpearl JSC	4,676 11,783	18,583 21,676
Payables for purchase of goods and services		
Vingroup JSC	28,604	85,680
Vinpearl JSC	30,448	24,186
Vincommerce General Commerce Services JSC	-	12,394
Vinhomes JSC	23,672	153,795
Ecology Development and Investment JSC	9,271	9,271
Acquisition of assets		
Vingroup JSC	-	52,962
Vinhomes JSC	-	169,558

## 30. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

Significant transactions with related parties during the period:

Currency: VND million

	Quarter I 2020	Quarter I 2019
Deposit for investment purpose Thai Son Investment Construction Corporation Gia Lam Urban Development and Investment Limited Company Central Park Development LLC	121,256 31,659	81,000 98,000 20,814
<b>Lending</b> Vinsmart Research and Manufacture Joint Stock Company	1,050,000	-
Collection of Ioan principal Vinsmart Research and Manufacture Joint Stock Company	100,000	
Interests receivable Vinsmart Research and Manufacture Joint Stock	13,882	2
Company Green City Development Joint Stock Company	9,025	

## Amounts due from and due to related parties

Related parties	Transactions	As at 31/3/2020	As at 31/12/2019
Short town trade	raccivable (Note 6.1)		
	receivable (Note 6.1)	22.700	40.204
Vinhomes JSC	Receivables from leasing property and provision of related services	33,780	19,394
Vinpro Business	Receivables from leasing	59,456	17,972
and Trading	property and provision of		
Services JSC	related services		
Other companies	Other receivables	33,946	31,458
in the Group		407.400	60.004
		127,182	68,824
Advances to supp	oliers (Note 6.2)		
Vinhomes JSC	Advances for purchase	5,995	5,995
	of services		
Other companies	Advances for purchase	2,994	2,818
in the Group	of services		
		8,989	8,813

## 30. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

## Amounts due from and due to related parties (continued)

Related parties	Transactions	As at 31/3/2020	As at 31/12/2019	
Other short-term receivables (Note 7)				
Vingroup JSC	Interests receivable from deposits	5,939	4,144	
	Other receivables	179	1,432	
Vinpearl JSC	Shared profit receivable	7,425	3,713	
	Other receivables	4,485	3,275	
Vietnam	Interests receivable from	7,822	19,381	
Investment and	deposits			
Consulting Investment JSC	Other receivables	78	78	
Can Gio Tourist	Interests receivable from	13,621	9,557	
City Corporation	deposits	13,021	9,557	
Vinsmart Research and	Interests receivable from deposits	16,856	-	
Manufacture Joint Stock Company	Other receivables	653	739	
Green City Development Joint Stock	Interests receivable from deposits	12,100	3,075	
Company				
Other companies in the Group	Other receivables	11,317	9,161	
	•	80,475	54,555	
	id expenses (Note 10)	255 025	259.054	
Ecology Development and Investment JSC	Long-term lease prepaid	255,825	258,051	
investment 330		255,825	258,051	
Other current ass				
Vingroup JSC	Deposits for business cooperation	886,000	886,000	
West Hanoi Construction and Commercial Development LLC	Deposits for business cooperation	202,256	81,000	
Gia Lam Urban Investment and Development LLC	Deposits for business cooperation	129,659	98,000	
		1,217,915	1,065,000	
		1,617,010	1,000,000	

## 30. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

Amounts due from and due to related parties (continued)

Related parties	Transactions	As at 31/3/2020	As at 31/12/2019
Other lang term	aggets (Note 11)		
Other long-term a Vingroup JSC	Deposits for business cooperation	72,000	72,000
Can Gio Tourist City Corporation	Deposits for business cooperation	163,000	163,000
Green City Development JSC	Deposits for business cooperation	362,000	362,000
		597,000	597,000
Short-term trade Vinpearl JSC	payables (Note 17) Payables for purchase of assets	117,303	220,771
	Payables for purchase of goods and services	4,097	9,961
Vinhomes JSC	Payables for purchase of assets	534,583	360,058
	Payables for purchase of goods and services	30,432	51,000
Vingroup JSC	Payables for purchase of assets	335,916	339,398
	Payables for purchase of goods and services	47,058	9,069
Vietnam Investment and	Payables for purchase of assets	693,708	716,143
Consulting Investment JSC	Payables for purchase of goods and services	-	9,083
Central Park Development LLC	Payables for purchase of assets	102,450	109,487
	Payables for purchase of goods and services	40	2,894
Other companies in the Group	Other payables	12,549	6,470
•		1,878,136	1,834,334
Short-term accru Vinfast Trading and Service Limited Liability	ed expenses (Note 20) Other payables	-	-
Companies in the Group	Other payables	5,271	2,962
		5,271	2,962

## 30. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

## Amounts due from and due to related parties (continued)

Currency: VND million

Related parties Tra	ansactions	As at 31/3/2020	As at 31/12/2019
Other short-term payal Vinhomes JSC	Deposit for leasing retail	7,716 529	7,695 584
Other companies in the	Other payables Other payables	14,351	15,120
Group		·	
		22,596	23,399
Other long-term liability	ies (Note 21)		
_	Deposit for leasing retail	5,282	4,247
Vinfast Manufacturing and Trading Company Limited	Deposit for leasing retail	6,124	6,124
Vinfast Trading and Service Limited Liability Company	Deposit for leasing retail	16,487	-
Vinpearl JSC	Deposits for business	180,000	180,000
	Payables for purchase	2,310	2,310
Other companies in the Group	Deposit for leasing retail	11,515	4,081
		221,718	196,762
Unearned revenues (N	•		
Other companies in the Group	Unearned revenue from leasing and rendering of related services	10,858	10,999
		10,858	10,999

## Long-term loan receivables from related party

Long-term loan receivables from a related party as at 31 March 2020 was as follow:

Related parties	As at 31/3/2020	Interest rate	Maturity date
	VND million	per annum	
Vinsmart Research and Manufacture Joint Stock Company	950,000	10.0%	April 2021
	950,000		

## 30. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

Loans and debts due to related parties (Note 23.1 and Note 23.2)

Financial lease liabilities from a related party as at 31 March 2020 was as follow:

Related parties	As at 31/3/2020	Interest rate	Maturity date
	VND million	per annum	
Ecology Development and Investment JSC	. 190,538	From 8.58% to 14.02%	March 2045
In which: Current-portion	(19,415)		
TOTAL (i)	171,123		

(i) These financial lease liabilities relate to long- term lease contracts with non-cancellable term for renting Vincom Plaza Quang Trung and Vincom Plaza Le Van Viet.

Financial lease liabilities from a related party as at 31 December 2019 was as follow:

Related parties	As at 31/12/2019	Interest rate	Maturity date
	VND million	per annum	
Ecology Development and	190,093	From 8.58%	March 2045
Investment JSC		to 14.02%	
In which: Current-portion	(19,415)		
TOTAL	170,678		

## 31. EVENTS AFTER THE BALANCE SHEET DATE

The company has announced its plan to issue separate corporate bonds on March 30, 2020 and April 13, 2020 with a maximum issuance volume of VND 1,050 billion. The bonds were issued in April 2020.

Phung Thi Thanh Preparer Nguyen Thi Xuan Nghia Chief Accountant Pham Ngoc Thoa Chief Finance Officer

27 April 2020

APPENDIX Quarter I 2020

## APPENDIX 1 - CORPORATE STRUCTURE AS AT 31 MARCH 2020

No.	Name	Voting right (%)	Equity interest (%	Registered office's address	Principal activities
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	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	97.27	97.27	Km1 + 200, Tran Hung Dao street, Suoi Hoa ward, Bac Ninh city, Bac Ninh province	Leasing and trading real estate property
4	Ha Thanh Real Estate Development and Investment Company Limited	100.00	100.00	No. 7, Bang Lang 1 street, Vinhomes Riverside, Viet Hung ward, Long Bien district, Hanoi	Leasing and trading real estate property

APPENDIX (continued)
Quarter I 2020

## APPENDIX 2 - EXPLANATION FOR THE VARIANCES IN INCOME STATEMENT BETWEEN THE TWO PERIODS

(Under guidance of Circular No. 155/2015/TT-BTC dated 06 October 2015)

Currency: VND million

Code	ltem	Quarter I 2020	Quarter I 2019	Variance	%
10	Net revenue from sale of goods and rendering of services	1,685,666	2,284,072	(598,406)	-26%
11	Cost of goods sold and services rendered	926,756	1,312,025	(385,269)	-29%
21	Financial income	47,014	79,568	(32,554)	-41%
25	Selling expenses	60,784	92,257	(31,473)	-34%
60	Net profit after tax	492,198	611,182	(118,984)	-19%

Explanation for variances in income statement between the two period which were over 10%:

- Net revenue from sale of goods and rendering of services in Quarter I 2020 decreased VND 598 billion in comparision with previous period mainly because
  of: (i) revenue from leasing activities and rendering of related services decreased VND 150 billion due to disbursement of the supporting packages
  amounting to VND 300 billion for tenants who are impacted by the Covid-19; and (ii) sale of inventory properties decreased VND 401 billion. Cost of
  goods sold and services rendered decreased correspondingly to the decrease of revenue.
- Finance income decreased VND 33 billion because of the decrease of interest income from bank deposits, loans and deposits.
- Selling expenses decreased VND 31 billion due to the decrease of selling expenses for inventory property sale.
- Net profit after tax decreased VND 119 billion in comparision with prior period because of above mentioned reasons.