

Vincom Retail Joint Stock Company

Separate financial statements

Quarter IV 2020



Vincom Retail Joint Stock Company

CONTENTS

	<i>Pages</i>
General information	1
Report of management	2
Separate balance sheet	3 - 4
Separate income statement	5 - 6
Separate cash flow statement	7 - 8
Notes to the separate financial statements	9 - 36
Appendix - Explanation for the variances in income statements between the two periods	37

Vincom Retail Joint Stock Company

GENERAL INFORMATION

THE COMPANY

Vincom Retail Joint Stock Company ("the Company"), previously known as Vincom Retail Company Limited, is established in accordance with the Business Registration Certificate No. 0105850244 issued by the Hanoi Department of Planning and Investment on 11 April 2012. In accordance with the 2nd amended Business Registration Certificate dated 14 May 2013, the Company changed its legal form to a joint stock company and also changed its name to Vincom Retail Joint Stock Company. Subsequently, the Company obtained amended Enterprise Registration Certificates with the latest is the 20th 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) 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 year 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. Fong Ming Huang Ernest	Independent member (appointed on 26 May 2020)
Mr. Sanjay Vinayak	Independent member (appointed on 05 January 2021)
Mr. Timothy J. Daly	Independent member (resigned on 05 May 2020)
Mr. Brett Krause	Independent member (resigned on 05 January 2021)

MANAGEMENT

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

Ms. Tran Mai Hoa	Chief Executive Officer
Mr. Nguyen Anh Dung	Deputy General Director
Ms. Tran Thu Hien	Deputy General Director

BOARD OF SUPERVISION

Members of the Board of Supervision during the year 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 year and up to the date of this report are Ms. Thai Thi Thanh Hai, Ms. Tran Mai Hoa and Mr. Nguyen Anh Dung.

Vincom Retail Joint Stock Company

REPORT OF MANAGEMENT

Management of Vincom Retail Joint Stock Company ("the Company") presents this report and the separate financial statements of the Company for Quarter IV 2020.

MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE SEPARATE FINANCIAL STATEMENTS

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

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

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

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

STATEMENT BY MANAGEMENT

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

The Company has subsidiaries as disclosed in the separate financial statements. The Company prepared these separate financial statements to meet the prevailing requirements in relation to disclosure of information, specifically the Circular 155/2015/TT-BTC on disclosure of information on the securities market. In addition, as required by these regulations, the Company has also prepared the consolidated financial statements of the Company and its subsidiaries for Quarter IV 2020 ("the consolidated financial statement") dated 28 January 2021.

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

For and on behalf of management



Phan Mai Hoa
Chief Executive Officer

Hanoi, Vietnam

28 January 2021

SEPARATE BALANCE SHEET
as at 31 Decmber 2020

Currency: VND million

Code	ASSETS	Notes	As at 31/12/2020	As at 31/12/2019
100	A. CURRENT ASSETS		5,137,627	5,364,782
110	I. Cash and cash equivalents	4	2,258,786	1,197,520
111	1. Cash		358,786	1,197,520
112	2. Cash equivalents		1,900,000	-
120	II. Short-term investments		1,825,193	700,000
123	1. Held-to-maturity investments	5	1,825,193	700,000
130	III. Current accounts receivable		490,873	1,398,011
131	1. Short-term trade receivables	6	311,390	279,822
132	2. Short-term advances to suppliers		54,336	54,606
135	3. Short-term loan receivables	28	58,294	-
136	4. Other short-term receivables	7	70,287	1,064,460
137	5. Provision for doubtful short-term receivables	6	(3,434)	(877)
140	IV. Inventories	8	503,342	952,143
141	1. Inventories		503,342	952,143
150	V. Other current assets		59,433	1,117,108
151	1. Short-term prepaid expenses	9	56,717	51,225
152	2. Value-added tax deductible		2,181	650
153	3. Tax and other receivables from the State		535	233
155	4. Other current assets	10	-	1,065,000
200	B. NON-CURRENT ASSETS		27,888,325	23,670,937
210	I. Long-term receivables		1,091,938	1,403,223
215	1. Long-term loan receivables	28	1,090,000	1,400,000
216	2. Other long-term receivables		1,938	3,223
220	II. Fixed assets		27,243	31,862
221	1. Tangible fixed assets	11	8,659	10,264
222	Cost		14,087	13,054
223	Accumulated depreciation		(5,428)	(2,790)
227	2. Intangible assets	12	18,584	21,598
228	Cost		48,906	44,222
229	Accumulated amortisation		(30,322)	(22,624)
230	III. Investment properties	13	4,544,245	4,268,587
231	1. Cost		5,171,305	4,692,049
232	2. Accumulated depreciation		(627,060)	(423,462)
240	IV. Long-term assets in progress		647,219	377,409
242	1. Construction in progress	14	647,219	377,409
250	V. Long-term investments		18,716,905	16,942,609
251	1. Investments in subsidiaries	15	12,730,965	12,579,789
253	2. Investments in other entities	16	5,985,940	4,362,820
260	VI. Other long-term assets		2,860,775	647,247
261	1. Long-term prepaid expenses	9	68,901	50,247
262	2. Deferred tax assets		2,172	-
268	3. Other long-term assets	10	2,789,702	597,000
270	TOTAL ASSETS		33,025,952	29,035,719

SEPARATE BALANCE SHEET (continued)
as at 31 December 2020

Currency: VND million

Code	EQUITY	Notes	As at 31/12/2020	As at 31/12/2019
300	C. LIABILITIES		8,014,945	5,029,817
310	I. Current liabilities		2,122,056	2,036,684
311	1. Short-term trade payables	17.1	451,206	214,731
312	2. Short-term advances from customers	17.2	439,367	436,259
313	3. Statutory obligations	18	123,363	78,870
314	4. Payables to employees		234	469
315	5. Short-term accrued expenses	19	697,954	567,395
318	6. Short-term unearned revenue		23,106	7,332
319	7. Other short-term payables	20	384,572	721,783
321	8. Short-term provisions		2,254	9,845
330	II. Non-current liabilities		5,892,889	2,993,133
336	1. Long-term unearned revenue		160,360	120,204
337	2. Other long-term liabilities	20	195,895	274,834
338	3. Long-term loans and debts	21	5,536,634	2,598,095
400	D. OWNERS' EQUITY		25,011,007	24,005,902
410	I. Capital	22	25,011,007	24,005,902
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		46,983	46,983
415	3. Treasury shares		(1,954,258)	(1,954,258)
420	4. Other funds belonging to owners' equity		5,000	5,000
421	5. Undistributed earnings		3,625,098	2,619,993
421a	- Undistributed earnings by the end of prior year		2,619,993	-
421b	- Undistributed earnings of current year		1,005,105	2,619,993
440	TOTAL EQUITY		33,025,952	29,035,719


Pham Ngoc Thoa
Chief AccountantTrần Mai Hoa
Chief Executive Officer

28 January 2021

SEPARATE INCOME STATEMENT
Quarter IV 2020

Currency: VND million

Code	ITEMS	Notes	Quarter IV 2020	Quarter IV 2019	Current year	Prior year
01	1. Revenue from sale of goods and rendering of services	23.1	1,980,108	1,332,408	3,811,236	3,808,486
02	2. Deductions	23.1	-	-	-	-
10	3. Net revenue from sale of goods and rendering of services	23.1	1,980,108	1,332,408	3,811,236	3,808,486
11	4. Cost of goods sold and services rendered	24	(1,141,476)	(772,519)	(2,246,996)	(2,344,237)
20	5. Gross profit from sale of goods and rendering of services		838,632	559,889	1,564,240	1,464,249
21	6. Finance income	23.2	118,905	1,285,442	382,561	3,433,674
22	7. Finance expenses	25	(152,512)	(72,800)	(428,253)	(275,249)
23	<i>In which: Interest expenses</i>		(152,512)	(72,800)	(428,196)	(274,908)
25	8. Selling expenses	26	(111,712)	(80,082)	(162,351)	(156,695)
26	9. General and administrative expenses	26	(68,364)	(15,581)	(128,919)	(96,375)
30	10. Operating profit		624,949	1,676,868	1,227,278	4,369,604

SEPARATE INCOME STATEMENT (continued)
Quarter IV 2020

Currency: VND million

Code	ITEMS	Notes	Quarter IV 2020	Quarter IV 2019	Current year	Prior year
31	11. Other income		(954)	5,456	34,800	12,930
32	12. Other expenses		(2,176)	(822)	(3,608)	(1,186)
40	13. Other (loss)/profit		(3,130)	4,634	31,192	11,744
50	14. Accounting profit before tax		621,819	1,681,502	1,258,470	4,381,348
51	15. Current corporate income tax expenses	27	(126,669)	(96,670)	(255,537)	(278,675)
52	16. Deferred income tax income		2,172	-	2,172	-
60	17. Net profit after tax		497,322	1,584,832	1,005,105	4,102,673



Pham Ngoc Thoa
Chief Accountant




Tran Mai Hoa
Chief Executive Officer

28 January 2021

SEPARATE CASH FLOW STATEMENT
Quarter IV 2020

Currency: VND million

Code	ITEMS	Current year	Prior year
	I. CASH FLOWS FROM OPERATING ACTIVITIES		
01	Profit before tax	1,258,470	4,381,348
	<i>Adjustments for:</i>		
02	Depreciation of tangible fixed assets and investment properties and amortisation of intangible assets	215,173	145,108
03	Provisions	(4,058)	3,045
05	Profits from investing activities	(382,561)	(3,433,674)
06	Interest expenses and bond issue costs	428,196	274,908
08	Operating profit before changes in working capital	1,515,220	1,370,735
09	Changes in receivables	46,520	128,890
10	Changes in inventories	453,395	(179,813)
11	Changes in payables (other than interests, corporate income tax)	(211,999)	(371,750)
12	Changes in prepaid expenses	(21,580)	40,036
14	Interests paid	(381,953)	(257,653)
15	Corporate income tax paid	(220,327)	(226,118)
20	Net cash flows from operating activities	1,179,276	504,327
	II. CASH FLOWS FROM INVESTING ACTIVITIES		
21	Purchase, construction of fixed assets and other long-term assets	(4,104,757)	(3,903,066)
21	Collection on investment deposits	750,000	1,596,000
22	Proceeds from disposals of fixed assets	112	-
23	Loans to other entities and payments for purchase of debt instruments of other entities	(2,743,193)	(305,000)
24	Collections from borrowers and proceeds from sale of debt instruments of other entities	2,518,000	2,697,293
25	Payments for investments in other entities	(36,176)	(380,000)
26	Proceeds from sale of investments in other entities	-	1,000
27	Interests and dividends received	577,521	3,335,094
30	Net cash flows (used in)/from investing activities	(3,038,493)	3,041,321

SEPARATE CASH FLOW STATEMENT (continued)
Quarter IV 2020

Currency: VND million

Code	ITEMS	Current year	Prior year
	III. CASH FLOWS FROM FINANCING ACTIVITIES		
32	Capital redemption	-	(1,954,258)
33	Drawdown of borrowings and bonds	2,920,483	-
36	Dividends paid	-	(2,445,245)
40	Net cash flows from/(used in) financing activities	2,920,483	(4,399,503)
50	Net increase/(decrease) in cash for the year	1,061,266	(853,855)
60	Cash and cash equivalents at the beginning of the year	1,197,520	2,051,375
70	Cash and cash equivalents at the end of the year	2,258,786	1,197,520



 Pham Ngoc Thoa
Chief Accountant


 Tran Mai Hoa
Chief Executive Officer

28 January 2021



NOTES TO THE SEPARATE FINANCIAL STATEMENTS
Quarter IV 2020**1. CORPORATE INFORMATION**

Vincom Retail Joint Stock Company ("the Company"), previously known as Vincom Retail Company Limited, is established in accordance with the Business Registration Certificate No. 0105850244 issued by the Hanoi Department of Planning and Investment on 11 April 2012. In accordance with the 2nd amended Business Registration Certificate dated 14 May 2013, the Company changed its legal form to a joint stock company and also changed its name to Vincom Retail Joint Stock Company. Subsequently, the Company obtained amended Enterprise Registration Certificates with the latest is the 20th amended Enterprise Registration Certificate being granted on 02 January 2019.

The Company's shares were officially listed on 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 business 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 December 2020 is 695 (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 subsidiaries as at 31 December 2020, as follows:

<i>No.</i>	<i>Name</i>	<i>Voting right (%)</i>	<i>Equity interest (%)</i>	<i>Registered office's address</i>	<i>Principal activities</i>
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

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**2. BASIS OF PREPARATION****2.1 Purpose of preparing the separate financial statements**

The Company has subsidiaries as disclosed in Note 1 and Note 14. The Company prepared these separate financial statements to meet the prevailing requirements in relation to disclosure of information, specifically the Circular 155/2015/TT-BTC on disclosure of information on the securities market. In addition, as required by these regulations, the Company has also prepared the consolidated financial statements of the Company and its subsidiaries for Quarter IV 2020 ("the consolidated financial statements") dated 28 January 2021.

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

2.2 Accounting standards and system

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

- ▶ Decision No. 149/2001/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 separate financial statements, including their utilisation are not designed for those who are not informed about Vietnam's accounting principles, procedures and practices and furthermore are not intended to present the separate financial position and separate results of operations and separate cash flows in accordance with accounting principles and practices generally accepted in countries other than Vietnam.

2.3 Applied accounting documentation system

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

2.4 Financial year

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

2.5 Accounting currency

The Company's accounting currency is VND.

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

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES****3.1 Cash and cash equivalents**

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

3.2 Inventories*Inventory properties*

Properties being constructed for sale in the ordinary course of business, rather than to be held for rental or capital appreciation, is held as inventory properties and is measured at the lower of cost incurred in bringing the inventories to their present location and condition, and net realisable value.

Cost includes:

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

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

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

3.3 Receivables

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

The provision for doubtful debts represents amounts of outstanding receivables at the 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 separate income statement as incurred.

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

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

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 is the lessee

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

Where the Company is the lessor

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

Lease income is recognised in the separate 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 separate income statement as incurred.

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

Building and structures	5 - 15 years
Machineries and equipment	3 - 5 years
Office equipment	3 - 5 years
Computer software	3 - 8 years

3.8 Investment properties

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

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

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.8 *Investment properties (continued)*

Land use rights presented as investment properties include definite and indefinite land use rights granted to the Company for the development of its investment properties. Definite land use rights are depreciated during authorised period. No amortisation is charged for indefinite land use rights.

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, equipment	5 - 25 years

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 separate income statement in the year of retirement or disposal.

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

3.9 *Borrowing costs*

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

Borrowing costs are recorded as expense during the year in which they are incurred, except to the borrowing costs that are directly attributable to the acquisition, construction or production of an asset that necessarily takes 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 separate balance sheet and amortised over the period for which the amounts are paid or the period in which economic benefits are generated in relation to these expenses.

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

3.11 *Investments*

Investments in subsidiaries

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

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

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.11 Investments (continued)***Investments in other entities*

The Company has made capital contribution under business cooperation contracts for shopping malls in which the Company has the right to control, manage and operate the shopping malls when these malls are ready for commercial operations, and to share a portion of profit before tax from the operations of the shopping malls to the counterparties (who are the developers of real estate projects comprising the mall components). In this case, the capital contribution by the Company is recognised as the investment in other entities in the separate balance sheet at the date when these shopping malls are handed over to the Company for commercial operations until such time as all legal procedures to transfer the malls are completed.

Provision for diminution in value of investments in capital of other entities

Provision is made for any diminution in value of the investments in capital of other entities at the balance sheet date in accordance with the guidance under Circular No. 48/2019/TT-BTC dated 08 August 2019 issued by the Ministry of Finance. Increases or decreases to the provision balance are recorded as finance expense in the separate income statement.

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 expense in the separate financial statements and deducted against the value of such investments.

3.12 Payables and accruals

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

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

3.13 Provisions

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

Expenses relating to provisions are recognised in the separate income statement.

Provision for warranty expenses for apartments and shop-houses

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

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.14 Foreign currency transactions**

Transactions in currencies other than the Company's reporting currency (VND) are recorded at the actual 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 financial year, monetary balances denominated in foreign currencies are translated at the actual exchange rates at the balance sheet dates which are determined as follows:

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

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

3.15 Advances from customers

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

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 Revenue recognition

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

Revenue from sale of inventory properties

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

Revenue from sale of inventory properties 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 will recognise the revenue for the entire prepaid lease payment if all of the following conditions are met:

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.17 Revenue recognition (continued)***Revenue from sale of inventory properties (continued)*

- ▶ 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 separate income statement on a straight line basis over the lease terms.

Rendering of services

Revenue from rendering of services is recorded when the services are rendered.

Gains from securities trading, capital transfer

Gains from securities and 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.

Interests

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

Dividends

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

3.18 Taxation*Current income tax*

Current income tax assets and liabilities for the current and prior years 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 separate income statement, except when it relates to items recognised directly to equity, in which case the current income tax is also dealt with in equity.

Current income tax assets and liabilities are offset when there is a legally enforceable right for the Company to 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.

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)

Quarter IV 2020

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**3.18 Taxation (continued)***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 separate financial reporting purposes.

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

- ▶ 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; and
- ▶ 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; and
- ▶ 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 the balance sheet date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax assets to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year 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 separate income statement, except when it relates to items recognised directly to equity, in which case the deferred tax is also dealt with in the equity account.

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)

Quarter IV 2020

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**3.18 Taxation (continued)***Deferred tax*

Deferred tax assets and liabilities are offset when there is a legally enforceable right for the Company 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 intends either settle current tax liabilities and assets on a net basis or to realise the assets and settle the liabilities simultaneously, in each future year in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

3.19 Related parties

Parties are considered to be related parties of the group 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 group 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*

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Cash in banks	358,782	1,197,500
Cash in transit	4	20
Cash equivalents	1,900,000	-
TOTAL	<u>2,258,786</u>	<u>1,197,520</u>

Cash equivalents as at 31 December 2020 comprised bank deposits in VND with maturity terms from 1 to 3 month and earning interest at the rates ranging from 2.9% to 4.0% per annum.

5. HELD-TO-MATURITY INVESTMENTS*Currency: VND million*

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Short-term held-to-maturity investments	1,825,193	700,000
TOTAL	<u>1,825,193</u>	<u>700,000</u>

Short-term held-to-maturity investments as at 31 December 2020 comprised bank deposits in VND with remaining maturity terms less than 12 month and earning interest at the rates ranging from 4.0% to 5.1% per annum (as at 31 December 2019: 7% per annum).

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

6. SHORT-TERM TRADE RECEIVABLES

	<i>Currency: VND million</i>	
	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Receivables from leasing activities and rendering related services	189,258	86,346
Receivables from sale of inventory	99,556	107,513
Receivables from rendering management	22,576	85,963
TOTAL	<u>311,390</u>	<u>279,822</u>
<i>In which:</i>		
Trade receivables from customers	291,194	166,820
Trade receivables from related parties (Note 28)	20,196	113,002
Provision for doubtful short-term receivables	(3,434)	(877)

7. OTHER SHORT-TERM RECEIVABLES

	<i>Currency: VND million</i>	
	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Interests on bank deposits, deposits and loans	56,929	51,270
Receivable for payment on behalf	3,796	13,945
Dividends receivable	-	220,000
Deposits for land bidding	4,783	14,565
Deposits for mall acquisition	-	750,000
Others	4,779	14,680
TOTAL	<u>70,287</u>	<u>1,064,460</u>
<i>In which:</i>		
Other receivables	42,372	23,458
Other receivables from related parties (Note 28)	27,915	1,041,002

8. INVENTORIES

	<i>Currency: VND million</i>	
	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Materials	10,405	9,373
Inventory properties under construction (i)	422,004	812,345
Completed inventory properties	70,933	130,405
Others	-	20
TOTAL	<u>503,342</u>	<u>952,143</u>

- (i) The balance mainly comprises of construction and development costs of shop-houses for sale which are parts of the Company's real estate projects.

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

9. PREPAID EXPENSES

Currency: VND million

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Short-term:		
Selling expenses related to sale of inventory properties not yet handed over	46,416	24,541
Prepaid land rental	-	13,236
Provisional corporate income tax	3,952	4,331
Others	6,349	9,117
TOTAL	<u>56,717</u>	<u>51,225</u>
Long-term:		
Commission expense	10,565	17,218
Tools and supplies	14,781	20,694
Prepaid land rental	9,236	-
Overhaul expenditures	34,319	11,142
Others	-	1,193
TOTAL	<u>68,901</u>	<u>50,247</u>

10. OTHER ASSETS

Currency: VND million

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Short-term:		
Deposits to related parties for investment purposes (Note 28) (i)	-	1,065,000
TOTAL	<u>-</u>	<u>1,065,000</u>
Long-term:		
Deposits to related parties for investment purposes (Note 28) (i)	2,789,702	597,000
TOTAL	<u>2,789,702</u>	<u>597,000</u>

- (i) Ending balance are deposits to Vingroup JSC, parent company, and some companies within the Group (hereby referred to as "the counterparties") for the investment and operations of shopping mall component of a number of real estate projects under business cooperation contracts. In accordance with these contracts, the counterparties have committed to transferring shopping mall component, or to granting the Company 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 when the assets are completed and ready for commercial operations, two parties will sign business cooperation contracts, giving the Company 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.

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

11. TANGIBLE FIXED ASSETS

Currency: VND million

	<i>Building and structures</i>	<i>Machineries and equipment</i>	<i>Office equipment</i>	<i>Total</i>
Cost:				
Beginning balance	226	10,083	2,745	13,054
Newly constructed	-	581	810	1,391
Sold, disposal	-	(236)	-	(236)
Reclassification to tools and supplies	-	(122)	-	(122)
Ending balance	226	10,306	3,555	14,087
Accumulated depreciation:				
Beginning balance	184	2,086	520	2,790
Depreciation for the year	42	2,421	368	2,831
Sold, disposal	-	(125)	-	(125)
Reclassification to tools and supplies	-	(68)	-	(68)
Ending balance	226	4,314	888	5,428
Net carrying amount:				
Beginning balance	42	7,997	2,225	10,264
Ending balance	-	5,992	2,667	8,659

12. INTANGIBLE ASSETS

Currency: VND million

	<i>Computer software</i>
Cost:	
Beginning balance	44,222
- Newly purchased	4,684
Ending balance	48,906
Accumulated amortisation:	
Beginning balance	22,624
- Amortisation for the year	7,698
Ending balance	30,322
Net carrying amount:	
Beginning balance	21,598
Ending balance	18,584

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

13. INVESTMENT PROPERTIES

Currency: VND million

	<i>Building and structures</i>	<i>Machineries and equipment</i>	<i>Total</i>
Cost:			
Beginning balance	3,667,684	1,024,365	4,692,049
Addition	215,737	74,352	290,089
Transferred from completed construction in progress	1,162	-	1,162
Increase due to finalisation of construction contracts	182,522	11,125	193,647
Reclassification to inventory properties	(4,373)	(1,269)	(5,642)
Ending balance	4,062,732	1,108,573	5,171,305
Accumulated depreciation:			
Beginning balance	266,039	157,423	423,462
Depreciation for the year	114,551	90,093	204,644
Reclassification to inventory properties	(677)	(369)	(1,046)
Ending balance	379,913	247,147	627,060
Net carrying amount:			
Beginning balance	3,401,645	866,942	4,268,587
Ending balance	3,682,819	861,426	4,544,245

Investment properties mainly include the shopping malls of the Company.

Revenue and operating expenses related to investment properties are disclosed in Note 23.3.

14. CONSTRUCTION IN PROGRESS

Currency: VND million

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Vincom+ Thai Nguyen	110,084	108,973
Vincom Plaza My Tho	284,107	103,448
Vincom Plaza Bac Lieu	215,724	92,312
Other projects	37,304	72,676
TOTAL	<u>647,219</u>	<u>377,409</u>

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

15. INVESTMENTS IN SUBSIDIARIES

No.	Company	As at 31/12/2020			As at 31/12/2019		
		Number of shares	Carrying value (VND million)	Ownership (%)	Number of shares	Carrying value (VND million)	Ownership (%)
1	North Vincom Retail LLC	(*)	6,009,956	100.00	(*)	5,858,780	100.00
2	South Vincom Retail LLC	(*)	5,779,000	100.00	(*)	5,779,000	100.00
3	Ha Thanh Real Estate Investment and Development Company Limited	(*)	380,000	100.00	(*)	380,000	100.00
4	Suoi Hoa Urban Development and Investment JSC	34,240,000	562,009	97.27	34,240,000	562,009	97.27
TOTAL			12,730,965			12,579,789	

(*) These are limited liability companies, hence there is no share issued.

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**16. INVESTMENTS IN OTHER ENTITIES**

Currency: VND million

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Investments in business cooperation contracts (i)	5,985,940	4,362,820
TOTAL	<u>5,985,940</u>	<u>4,362,820</u>

- (i) Ending balance comprises deposits to Vingroup JSC, the ultimate parent company, and some companies within the Group, for the co-investment and operation of shopping mall component of a number of real estate projects under business co-investment and operation contracts (the "BCC"). These shopping malls had been completed and ready for commercial operations. As a result, the parties signed the BCC giving the Company the right to control, manage and operate the shopping malls, and a portion of profit before tax from the operation of the shopping malls will be shared to the counterparty.

17. TRADE PAYABLES AND ADVANCES FROM CUSTOMERS**17.1 Short-term trade payables**

Currency: VND million

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Trade payables to suppliers	322,297	159,441
Trade payables to related parties (Note 28)	128,909	55,290
TOTAL	<u>451,206</u>	<u>214,731</u>

17.2 Short-term advances from customers

Currency: VND million

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Downpayment from customers under sale and purchase of real estate agreements	395,196	433,041
Others	44,171	3,218
TOTAL	<u>439,367</u>	<u>436,259</u>
<i>In which:</i>		
<i>Advances from other parties</i>	439,367	436,259
<i>Advances from related parties</i>	-	-

18. STATUTORY OBLIGATIONS

Currency: VND million

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Payables		
Value added tax	10,833	-
Corporate income tax	110,017	75,187
Personal income tax	2,513	3,683
TOTAL	<u>123,363</u>	<u>78,870</u>

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**19. SHORT-TERM ACCRUED EXPENSES**

Currency: VND million

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Accrued loans and bond interests	131,580	103,993
Accrued construction costs	392,039	359,167
Accrued labour costs	37,441	18,878
Accrued commission and brokerage fee	47,179	22,809
Others	89,715	62,548
TOTAL	<u>697,954</u>	<u>567,395</u>
<i>In which:</i>		
Accrued expenses due to others	696,954	566,002
Accrued expenses due to related parties (Note 28)	1,000	1,393

20. OTHER PAYABLES

Currency: VND million

	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Short-term:		
Deposits received under deposit and loan contracts	265,832	361,832
Centralised cash management in master account payable to subsidiaries	-	308,888
Dividend payable	14	14
Maintenance fund	12,809	-
Deposits from tenants to be refunded within the next 12 months	90,332	18,767
Deposits for site construction	11,205	16,341
Other payables	4,380	15,941
TOTAL	<u>384,572</u>	<u>721,783</u>
<i>In which:</i>		
Other payables	381,743	407,148
Other payables to related parties (Note 28)	2,829	314,635
Long-term:		
Deposits from tenants	286,227	293,601
Less: Deposits from tenants to be refunded within the next 12 months (Presented in Short-term)	(90,332)	(18,767)
TOTAL	<u>195,895</u>	<u>274,834</u>
<i>In which:</i>		
Other payables	187,062	267,968
Other payables to related parties (Note 28)	8,833	6,866

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

21. LONG TERM LOANS AND DEBTS

Currency: VND million

	As at 31/12/2020		As at 31/12/2019	
	Carrying value	Payable amount	Carrying value	Payable amount
Corporate bonds (i)	5,536,634	5,536,634	2,598,095	2,598,095
TOTAL	5,536,634	5,536,634	2,598,095	2,598,095

(i) Ending balance comprises:

<i>Bond arranger</i>	<i>31/12/2020 (VND million)</i>	<i>Maturity date</i>	<i>Interest rate</i>	<i>Secured assets</i>
Vietnam Bank for Industry and Trade Securities Joint Stock Company	2,598,974	March 2022	The 12-month interest paid-in-arrears VND saving rate plus (+) 3% per annum with interest paid semi-annually.	(*)
Techcom Securities Joint Stock Company	2,937,660	From April 2023 to August 2025	The 12-month interest paid-in-arrears VND saving rate plus (+) 3,25% or 3,5% per annum with interest paid quarterly.	(**)
TOTAL	5,536,634			

(*) These bonds are secured by land use rights and assets attached to land of a number of shopping malls owned by subsidiaries.

(**) These bonds are secured by land use rights and assets attached to land of one shopping mall owned by a subsidiary.

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**22. OWNERS' EQUITY****22.1 Increase and decrease in owners' equity**

Currency: VND million

	<i>Shares with voting right</i>	<i>Share premium</i>	<i>Treasury shares</i>	<i>Other funds belonging to owners' equity</i>	<i>Undistributed earnings</i>	<i>Total</i>
For the financial year ended 31 December 2019						
Beginning balance	23,288,184	46,983	-	-	967,579	24,302,746
- Net profit for the year	-	-	-	-	4,102,673	4,102,673
- Increase in reserve fund to supplement charter capital	-	-	-	5,000	(5,000)	-
- Treasury shares buy-back	-	-	(1,954,258)	-	-	(1,954,258)
- Conversion of preference shares into ordinary shares	-	-	-	-	-	-
- Dividend declared	-	-	-	-	(2,445,259)	(2,445,259)
Ending balance	23,288,184	46,983	(1,954,258)	5,000	2,619,993	24,005,902
For the financial year ended 31 December 2020						
Beginning balance	23,288,184	46,983	(1,954,258)	5,000	2,619,993	24,005,902
- Net profit for the year	-	-	-	-	1,005,105	1,005,105
Ending balance	23,288,184	46,983	(1,954,258)	5,000	3,625,098	25,011,007

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

22. OWNERS' EQUITY (continued)

22.2 Shares

	<i>As at 31/12/2020</i>		<i>As at 31/12/2019</i>	
	<i>Quantity</i>	<i>Amount VND million</i>	<i>Quantity</i>	<i>Amount VND million</i>
Registered and issued 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	2,272,318,410	22,723,184	2,272,318,410	22,723,184
Preference shares	-	-	-	-
Total	2,272,318,410	22,723,184	2,272,318,410	22,723,184

Par value of each outstanding share is VND10,000 per share (31 December 2019: VND10,000 per share).

23. REVENUE

23.1 Revenue from sale of goods and rendering of services

	<i>Currency: VND million</i>	
	<i>Quarter IV 2020</i>	<i>Quarter IV 2019</i>
Gross revenue	1,980,108	1,332,408
In which:		
Sale of inventory properties	1,540,226	770,438
Leasing activities and rendering of related services	398,743	461,817
Rendering management services	38,855	97,252
Others	2,284	2,901
Deduction	-	-
Net revenue	1,980,108	1,332,408
In which:		
Revenue from sale to others	1,923,593	1,091,995
Revenue from sale to related parties	56,515	240,413

23.2 Finance income

	<i>Currency: VND million</i>	
	<i>Quarter IV 2020</i>	<i>Quarter IV 2019</i>
Dividend receivable from subsidiaries	-	1,200,000
Interest income from bank deposits, loans and deposits	118,905	85,442
TOTAL	118,905	1,285,442

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**23.3 Revenue and cost related to investment properties**

Currency: VND million

	<u>Quarter IV 2020</u>	<u>Quarter IV 2019</u>
Revenue from leasing of investment properties and rendering of related services (Note 23.1)	398,743	461,817
Direct operating costs related to investment properties generating income in the period (Note 24)	261,031	233,633

24. COST OF GOODS SOLD AND SERVICES RENDERED

Currency: VND million

	<u>Quarter IV 2020</u>	<u>Quarter IV 2019</u>
Cost of inventory properties sold	801,777	446,007
Cost of leasing activities and rendering of related services	261,031	233,633
Cost of rendering management services	77,151	90,738
Others	1,517	2,141
TOTAL	1,141,476	772,519

25. FINANCE EXPENSES

Currency: VND million

	<u>Quarter IV 2020</u>	<u>Quarter IV 2019</u>
Interests on loans and bond	142,784	72,580
Amortisation of bond issue costs	9,728	220
TOTAL	152,512	72,800

26. SELLING EXPENSES AND GENERAL AND ADMINISTRATIVE EXPENSES

Currency: VND million

	<u>Quarter IV 2020</u>	<u>Quarter IV 2019</u>
Selling expenses	111,712	80,082
Consulting, commission and brokerage fees	97,109	34,943
Brand and marketing fee	10,310	28,878
Others	4,293	16,261
General and administrative expenses	68,364	15,581
Management services fee	52,363	15,891
Others	16,001	(310)
TOTAL	180,076	95,663

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020**27. CORPORATE INCOME TAX**

The statutory corporate income tax ("CIT") applicable to the Company for Quarter IV 2020 is 20% on taxable profits (for Quarter IV 2019: 20%).

The tax returns filed by the Company is 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 separate financial statements could change at a later date upon final determination by the tax authorities.

Currency: VND million

	<u>Quarter IV 2020</u>	<u>Quarter IV 2019</u>
Current tax expenses	126,669	96,670
Adjustment for under accrual of CIT from previous years	-	-
TOTAL	<u>126,669</u>	<u>96,670</u>

28. TRANSACTIONS AND BALANCES WITH RELATED PARTIES

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

<u>Related parties</u>	<u>Relationship</u>
Vingroup JSC	Parent company
Hanoi Southern City Development and Trading LLC	Share holder
Saidong Urban Development and Investment JSC	Share holder
North Vincom Retail LLC	Subsidiary
South Vincom Retail LLC	Subsidiary
Suoi Hoa Urban Development and Investment JSC	Subsidiary
Vinhomes JSC	Under common control
Vincommerce General Commerce Services JSC	Under common control (To 31 December 2019)
Vinpro Business and Trading Services JSC	Under common control
Vinpearl JSC	Under common control
Thai Son Investment Construction Corporation	Under common control
Green City Development Joint Stock Company	Under common control (Since 01 July 2019)
Gia Lam Urban Development and Investment Limited Company	Under common control
Central Park Development LLC	Under common control
Vietnam Investment and Consulting Investment JSC	Under common control
Can Gio Tourist City Corporation	Under common control
Vinsmart Research and Manufacture Joint Stock Company	Under common control
Vinfast Trading and Service Limited Liability Company	Under common control

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

28. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

Significant transactions with related parties during the year:

Currency: VND million

	<u>Current year</u>	<u>Prior year</u>
Receivables from leasing and rendering of related services		
North Vincom Retail LLC	159,612	206,603
South Vincom Retail LLC	137,562	197,413
Vincommerce General Commerce Services JSC	-	197,485
Vinhomes JSC	6,454	6,602
Vinpro Business and Trading Services JSC	230	64,836
Vinfast Commercial and Services Trading Limited Liability Company	40,890	-
Payables for purchase of goods and services		
Vingroup JSC	239,365	323,040
Vinpearl JSC	35,824	37,126
Vinhomes JSC	156,667	314,179
Capital contribution to subsidiaries/other investments		
Vingroup JSC	492,303	289,495
Vinhomes JSC	649,806	273,485
Vietnam Investment and Consulting Investment JSC	711,641	-
Gia Lam Urban Development and Investment Limited Company	550,294	-
Central Park Development LLC	117,768	20,814
Vinpearl JSC	-	108,931
Deposit for investment purpose		
Thai Son Investment Construction Corporation	930,282	81,000
Gia Lam Urban Development and Investment Limited Company	-	98,000
Green City Development Joint Stock Company	295,420	220,000
Collection from deposit for investment		
Vingroup JSC	-	796,000
South Vincom Retail LLC	750,000	-
Receivables from disposal of investment		
North Vincom Retail LLC	-	380,000
Cash inflow from subsidiaries to Master account		
North Vincom Retail LLC	91,238	201,965
South Vincom Retail LLC	1,543,430	2,100,561
Suoi Hoa Urban Development and Investment JSC	182,835	535,382

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

28. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

Significant transactions with related parties during the year:

Currency: VND million

	<u>Current year</u>	<u>Prior year</u>
Cash outflow from Master account to subsidiaries		
North Vincom Retail LLC	93,962	244,289
South Vincom Retail LLC	1,660,982	2,174,782
Suoi Hoa Urban Development and Investment JSC	371,448	346,769
Lending		
North Vincom Retail LLC	648,294	-
South Vincom Retail LLC	40,000	305,000
Vinsmart Research and Manufacture Joint Stock Company	878,000	-
Collection of loan principal		
North Vincom Retail LLC	590,000	-
South Vincom Retail LLC	350,000	1,037,293
Vinsmart Research and Manufacture Joint Stock Company	878,000	-
Interests receivable		
North Vincom Retail LLC	107,233	88,699
South Vincom Retail LLC	31,627	100,250
Vinsmart Research and Manufacture Joint Stock Company	25,698	-
Green City Development Joint Stock Company	56,453	90,989
Thai Son Investment Construction Corporation	44,587	7,812
Can Gio Tourist City Corporation	16,345	16,300
Interests received		
Vingroup JSC	13,437	91,627
North Vincom Retail LLC	105,094	89,272
South Vincom Retail LLC	33,568	106,847
Green City Development Joint Stock Company	59,527	96,318
Vinsmart Research and Manufacture Joint Stock Company	25,698	-
Thai Son Investment Construction Corporation	35,998	7,812
Can Gio Tourist City Corporation	25,901	18,622
Dividend receivable		
North Vincom Retail LLC	-	1,900,000
North Vincom Retail LLC	-	800,000
Suoi Hoa Urban Development and Investment JSC	-	291,810

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

28. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

Significant transactions with related parties during the year:

Currency: VND million

	<u>Current year</u>	<u>Prior year</u>
Dividend received		
North Vincom Retail LLC	220,000	1,680,000
North Vincom Retail LLC		800,000
Suoi Hoa Urban Development and Investment JSC	-	291,810
Dividend payable		
Vingroup JSC	-	449,101
Hanoi Southern City Development and Trading LLC	-	201,798
Saidong Urban Development and Investment JSC	-	788,582
Dividend paid		
Vingroup JSC	-	449,101
Hanoi Southern City Development and Trading LLC	-	201,798
Saidong Urban Development and Investment JSC	-	788,582

Amounts due to and due from related parties are as follows:

Currency: VND million

<u>Related parties</u>	<u>Transactions</u>	<u>As at 31/12/2020</u>	<u>As at 31/12/2019</u>
Short-term trade receivable (Note 6)			
South Vincom Retail LLC	Receivables from rendering of services	-	32,713
North Vincom Retail LLC	Receivables from rendering of services	-	64,938
Vinhomes JSC	Receivables from rendering of services	1,151	2,456
Suoi Hoa Urban Development and Investment JSC	Receivables from rendering of services	-	1,252
Vinpro Business and Trading Services JSC	Receivables from rendering of services	-	6,216
Vinfast Commercial and Services Trading LLC	Receivables from rendering of services	14,388	635
Other companies in the Group	Other receivables	4,657	4,792
		<u>20,196</u>	<u>113,002</u>

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

28. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

Amounts due to and due from related parties as follows: (continued)

Currency: VND million

<i>Related parties</i>	<i>Transactions</i>	<i>As at 31/12/2020</i>	<i>As at 31/12/2019</i>
<i>Other short-term receivables</i> (Note 7)			
Vingroup JSC	Interests receivable from deposits	611	4,144
	Other receivables	-	147
South Vincom Retail LLC	Interests receivable from loans	2,353	4,294
	Deposit for mall acquisition	-	750,000
	Other receivables	1,214	3,888
North Vincom Retail LLC	Interests receivable from loans	9,783	7,644
	Dividends receivable	-	220,000
	Other receivables	1,945	14,935
Vietnam Investment and Consulting Investment JSC	Interests receivable from deposits	177	19,381
	Other receivables	-	78
Other companies in the Group	Other receivables	11,832	16,491
		27,915	1,041,002
<i>Other current assets</i> (Note 10)			
Vingroup JSC	Deposit for business cooperation	-	886,000
Thai Son Investment Construction Corporation	Deposit for business cooperation	-	81,000
Gia Lam Urban Investment and Development Company Limited	Deposit for business cooperation	-	98,000
		-	1,065,000
<i>Other long-term assets</i> (Note 10)			
Vingroup JSC	Deposit for business cooperation	958,000	72,000
Green City Development JSC	Deposit for business cooperation	657,420	362,000
Can Gio Tourist City Corporation	Deposit for business cooperation	163,000	163,000
Thai Son Investment Construction Corporation	Deposit for business cooperation	1,011,282	-
		2,789,702	597,000

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

28. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

Amounts due to and due from related parties as follows: (continued)

Currency: VND million

<i>Related parties</i>	<i>Transactions</i>	<i>As at 31/12/2020</i>	<i>As at 31/12/2019</i>
Short-term trade payables (Note 17.1)			
North Vincom Retail LLC	Other payables	1,045	3,385
Vinhomes JSC	Construction cost payable	-	7,635
	Other payables	33,094	25,298
Vingroup JSC	Management fee and other service fee payable	74,315	3,944
Vietnam Investment and Consulting Investment JSC	Sharing profit and other payables	9,230	9,083
Other companies in the Group	Other payables	11,225	5,945
		128,909	55,290
Short-term accrued expenses (Note 19)			
Companies in the Group	Other payables	1,000	1,393
		1,000	1,393
Other short-term payables (Note 20)			
South Vincom Retail LLC	Payables relating to Master account	-	117,551
	Other payables	18	1,718
North Vincom Retail LLC	Payables relating to Master account	-	2,724
	Other payables	680	3,240
Suoi Hoa Urban Development and Investment JSC	Payables relating to Master account	-	188,613
	Other payables	-	648
Vinhomes JSC	Other payables	1,470	-
Other companies in the Group	Other payables	661	141
		2,829	314,635
Other long-term liabilities (Note 20)			
Companies in the Group	Other payables	8,833	6,866
		8,833	6,866

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)
Quarter IV 2020

28. TRANSACTIONS AND BALANCES WITH RELATED PARTIES (continued)

Loan receivables from related parties

Details of short-term loans to related parties as at 31 December 2020:

Currency: VND million

Related parties	As at 31/12/2020		Interest rate per annum	Maturity date
	VND million			
North Vincom Retail LLC	58,294		10.0%	December 2021
	<u>58,294</u>			

Details of long-term loans to related parties as at 31 December 2019: None.

Details of long-term loans to related parties as at 31 December 2020:

Currency: VND million

Related parties	As at 31/12/2020		Interest rate per annum	Maturity date
	VND million			
North Vincom Retail LLC	900,000		10.0%	March 2022
South Vincom Retail LLC	190,000		10.0%	March 2022
	<u>1,090,000</u>			

Details of long-term loans to related parties as at 31 December 2019:

Related parties	As at 31/12/2019		Interest rate per annum	Maturity date
	VND million			
North Vincom Retail LLC	900,000		9.8%	March 2022
South Vincom Retail LLC	500,000		9.8%	March 2022
	<u>1,400,000</u>			

29. EVENTS AFTER THE BALANCE SHEET DATE

There is no matter or circumstance that has arisen since the balance sheet date that requires an adjustment or a disclosure in the separate financial statements of the Company.


Pham Ngoc Thoa
Chief AccountantTrần Mai Hoa
Chief Executive Officer

28 January 2021

Vincom Retail Joint Stock Company

APPENDIX
Quarter IV 2020

APPENDIX - 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	Item	Quarter IV 2020	Quarter IV 2019	Variance	%
10	Net revenue from sale of goods and rendering of	1,980,108	1,332,408	647,700	49%
11	Cost of goods sold and services rendered	1,141,476	772,519	368,957	48%
21	Finance income	118,905	1,285,442	(1,166,537)	-91%
22	Finance expenses	152,512	72,800	79,712	109%
25	Selling expenses	111,712	80,082	31,630	39%
60	Net profit after tax	497,322	1,584,832	(1,087,510)	-69%

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

- Net revenue from sale of goods and rendering of services increased VND 648 billion, in which: Revenue from leasing activities and rendering of related services decreased VND 63 billion due to Covid-19; sale of inventory properties increased VND 770 billion due to the delivery of 2 shop-house projects My Tho and Bac Lieu. Cost of goods sold and services rendered increased corresponding to the decrease of revenue.
- Finance income decreased VND 1.167 trillion because there was no dividend receivables from subsidiaries in current period as in prior period which amounted to VND 1,200 billion.
- Finance expenses increased VND 80 billion mainly because of disbursement of the VND 3.050 trillion bond.
- Selling expenses increased VND 32 billion mainly because of increase in expenses for sale of inventory properties in proportion to revenue recorded.
- Net profit after tax decreased VND 1.088 billion in comparison with the prior period because of above mentioned reasons.