

# **Vinhomes Joint Stock Company**

Interim consolidated financial statements

Quarter III 2019

# Vinhomes Joint Stock Company

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# Vinhomes Joint Stock Company

## GENERAL INFORMATION

### THE COMPANY

Vinhomes Joint Stock Company ("the Company") is a joint stock company incorporated under the Law of Enterprise of Vietnam pursuant to the Business Registration Certificate No. 0103022741 issued by the Hanoi Department of Planning and Investment on 6 March 2008 and the Enterprise Registration Certificate No. 0102671977 dated 5 August 2010 on registration of a shareholding company. The Company subsequently also received amended Enterprise Registration Certificates with the the 28<sup>th</sup> amendment dated 28 June 2019 as the latest.

The current principal activities of the Company are to develop real estate property for sale, provide leasing of offices, render real estate management and related services, provide general contractor services, consulting and designing construction services, supervision and construction management services.

The Company's head office is located at No. 458, Minh Khai Street, Vinh Tuy Ward, Hai Ba Trung District, Hanoi, Vietnam.

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

### MANAGEMENT BOARD

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

|                       |                    |
|-----------------------|--------------------|
| Ms. Nguyen Dieu Linh  | Chairwoman         |
| Mr. Nguyen Viet Quang | Member             |
| Ms. Cao Thi Ha An     | Member             |
| Mr. Varun Kapur       | Independent member |
| Mr. Mueen Uddeen      | Independent member |

### SUPERVISORY BOARD

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

|                      |                               |
|----------------------|-------------------------------|
| Mr. Pham Khoi Nguyen | Head of the Supervisory Board |
| Ms. Doan Thi Thu Mai | Member                        |
| Ms. Le Thi Duyen     | Member                        |

# Vinhomes Joint Stock Company

## GENERAL INFORMATION (continued)

### BOARD OF DIRECTORS

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

|                           |                                |
|---------------------------|--------------------------------|
| Mr. Pham Thieu Hoa        | Chief Executive Officer        |
| Mr. Douglas John Farrell  | Deputy Chief Executive Officer |
| Ms. Nguyen Ngoc Thuy Linh | Deputy Chief Executive Officer |
| Mr. Nguyen Duc Quang      | Deputy Chief Executive Officer |
| Ms. Phi Thi Thuc Nga      | Deputy Chief Executive Officer |
| Mr. Nguyen Van Trai       | Deputy Chief Executive Officer |
| Mr. Pham Van Khuong       | Deputy Chief Executive Officer |

### LEGAL REPRESENTATIVES

The legal representatives of the Company:

- ▶ up to 5 March 2019 are Ms. Nguyen Dieu Linh – Chief Executive Officer, Mr. Nguyen Van Trai – Deputy Chief Executive Officer and Mr. Pham Nhat Vuong – Chairman;
- ▶ from 6 March 2019 to 19 May 2019 are Ms. Nguyen Dieu Linh – Chairwoman, Ms. Luu Thi Anh Xuan – Chief Executive Officer and Mr. Nguyen Van Trai – Deputy Chief Executive Officer;
- ▶ from 20 May 2019 to 27 June 2019 are Ms. Nguyen Dieu Linh – Chairwoman, Mr. Pham Thieu Hoa – Chief Executive Officer and Mr. Nguyen Van Trai – Deputy Chief Executive Officer;
- ▶ from 28 June 2019 to the date of this report are Ms. Nguyen Dieu Linh – Chairwoman, Mr. Pham Thieu Hoa – Chief Executive Officer, Mr. Nguyen Van Trai – Deputy Chief Executive Officer and Mr. Pham Van Khuong – Deputy Chief Executive Officer;

Ms. Le Thi Hai Yen, Chief Financial Officer, is authorised to sign the accompanying financial statements in accordance with the Letter of Authorisation No. 064/2019/GUQ-TGD-VH dated 26 July 2019.



# Vinhomes Joint Stock Company

## REPORT OF MANAGEMENT

Management of Vinhomes Joint Stock Company ("the Company") is pleased to present this report and the interim consolidated financial statements of the Company and its subsidiaries for the nine-month period ended 30 September 2019.

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

Management is responsible for the interim consolidated financial statements of each financial 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 statement 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 as at 30 September 2019 and of the interim consolidated results of its operations and its interim consolidated cash flows for nine-month period then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to the preparation and presentation of the interim consolidated financial statements.

For and on behalf of management:



\_\_\_\_\_  
Lê Thị Hải Yến  
Chief Financial Officer

Hanoi, Vietnam

28 October 2019

INTERIM CONSOLIDATED BALANCE SHEET  
as at 30 September 2019

Currency: VND

| Code       | ASSETS   | Notes     | 30 September 2019          | 31 December 2018          |
|------------|--|-----------|----------------------------|---------------------------|
| <b>100</b> | <b>A. CURRENT ASSETS</b>                         |           | <b>112,763,374,085,401</b> | <b>91,202,543,545,647</b> |
| <b>110</b> | <b>I. Cash and cash equivalents</b>              | <b>4</b>  | <b>9,038,091,555,930</b>   | <b>3,515,372,453,072</b>  |
| 111        | 1. Cash  |           | 5,541,055,127,966          | 2,695,195,180,365         |
| 112        | 2. Cash equivalents                              |           | 3,497,036,427,964          | 820,177,272,707           |
| <b>120</b> | <b>II. Short-term investments</b>                | <b>5</b>  | <b>319,071,383,180</b>     | <b>1,009,404,569,232</b>  |
| 123        | 1. Held-to-maturity investments                  |           | 319,071,383,180            | 1,009,404,569,232         |
| <b>130</b> | <b>III. Current accounts receivable</b>          |           | <b>42,174,179,407,771</b>  | <b>43,356,143,612,198</b> |
| 131        | 1. Short-term trade receivables                  | 6.1       | 6,845,819,531,580          | 7,144,805,092,954         |
| 132        | 2. Short-term advances to suppliers              | 6.2       | 8,005,882,247,362          | 2,552,553,752,942         |
| 135        | 3. Short-term loan receivables                   | 7         | 15,783,424,106,330         | 4,527,857,439,663         |
| 136        | 4. Other short-term receivables                  | 8         | 11,656,504,747,798         | 29,241,296,067,036        |
| 137        | 5. Provision for doubtful short-term receivables |           | (117,451,225,299)          | (110,368,740,397)         |
| <b>140</b> | <b>IV. Inventories</b>                           | <b>10</b> | <b>49,772,220,626,916</b>  | <b>36,858,428,958,296</b> |
| 141        | 1. Inventories                                   |           | 49,794,623,159,119         | 37,065,228,524,079        |
| 149        | 2. Provision for obsolete inventories            |           | (22,402,532,203)           | (206,799,565,783)         |
| <b>150</b> | <b>V. Other current assets</b>                   |           | <b>11,459,811,111,604</b>  | <b>6,463,193,952,849</b>  |
| 151        | 1. Short-term prepaid expenses                   | 11        | 1,589,890,827,958          | 1,005,320,832,545         |
| 152        | 2. Value-added tax deductible                    | 20        | 321,598,171,336            | 119,251,028,829           |
| 153        | 3. Tax and other receivables from the State      | 20        | 228,480,031,089            | 94,493,903,683            |
| 155        | 4. Other current assets                          | 12        | 9,319,842,081,221          | 5,244,128,187,792         |



INTERIM CONSOLIDATED BALANCE SHEET (continued)  
as at 30 September 2019

Currency: VND

| Code       | ASSETS                                  | Notes     | 30 September 2019          | 31 December 2018           |
|------------|---|-----------|----------------------------|----------------------------|
| <b>200</b> | <b>B. NON-CURRENT ASSETS</b>            |           | <b>48,898,156,738,744</b>  | <b>28,486,212,922,051</b>  |
| <b>210</b> | <b>I. Long-term receivables</b>         |           | <b>2,035,246,473,263</b>   | <b>213,789,123,875</b>     |
| 215        | 1. Long-term loan receivables           | 7         | 1,935,000,000,000          | -                          |
| 216        | 2. Other long-term receivables          |           | 100,246,473,263            | 213,789,123,875            |
| <b>220</b> | <b>II. Fixed assets</b>                 |           | <b>377,998,332,584</b>     | <b>128,187,004,268</b>     |
| 221        | 1. Tangible fixed assets                | 13        | 328,169,530,151            | 100,435,383,996            |
| 222        | Cost                                    |           | 376,248,957,902            | 119,582,952,985            |
| 223        | Accumulated depreciation                |           | (48,079,427,751)           | (19,147,568,989)           |
| 227        | 2. Intangible fixed assets              |           | 49,828,802,433             | 27,751,620,272             |
| 228        | Cost                                    |           | 86,668,603,051             | 50,628,208,058             |
| 229        | Accumulated amortisation                |           | (36,839,800,618)           | (22,876,587,786)           |
| <b>230</b> | <b>III. Investment properties</b>       | <b>14</b> | <b>6,166,489,025,948</b>   | <b>5,828,905,860,211</b>   |
| 231        | 1. Cost                                 |           | 6,455,720,514,761          | 5,994,452,370,082          |
| 232        | 2. Accumulated depreciation             |           | (289,231,488,813)          | (165,546,509,871)          |
| <b>240</b> | <b>IV. Long-term assets in progress</b> | <b>16</b> | <b>26,832,773,200,390</b>  | <b>18,363,034,037,803</b>  |
| 242        | 1. Construction in progress             |           | 26,832,773,200,390         | 18,363,034,037,803         |
| <b>250</b> | <b>V. Long-term investments</b>         | <b>17</b> | <b>478,312,164,507</b>     | <b>478,312,164,507</b>     |
| 253        | 1. Investments in other entities        | 17.1      | 378,632,164,507            | 378,632,164,507            |
| 255        | 2. Held-to-maturity investments         | 17        | 99,680,000,000             | 99,680,000,000             |
| <b>260</b> | <b>VI. Other long-term assets</b>       |           | <b>13,007,337,542,052</b>  | <b>3,473,984,731,387</b>   |
| 261        | 1. Long-term prepaid expenses           | 11        | 2,124,598,497,945          | 508,583,153,143            |
| 262        | 2. Deferred tax assets                  |           | 351,815,000,027            | 340,864,044,729            |
| 268        | 3. Other long-term assets               | 12        | 9,544,838,045,836          | 1,543,754,158,486          |
| 269        | 4. Goodwill                             | 18        | 986,085,998,244            | 1,080,783,375,029          |
| <b>270</b> | <b>TOTAL ASSETS</b>                     |           | <b>161,661,530,824,145</b> | <b>119,688,756,467,698</b> |

INTERIM CONSOLIDATED BALANCE SHEET (continued)  
as at 30 September 2019

Currency: VND


| Code       | RESOURCES                             | Notes | 30 September 2019         | 31 December 2018          |
|------------|---------------------------------------|-------|---------------------------|---------------------------|
| <b>300</b> | <b>C. LIABILITIES</b>                 |       | <b>98,178,200,445,317</b> | <b>71,543,881,480,730</b> |
| <b>310</b> | <b>I. Current liabilities</b>         |       | <b>74,441,769,825,065</b> | <b>42,872,273,594,509</b> |
| 311        | 1. Short-term trade payables          | 19.1  | 5,364,627,827,245         | 2,504,134,374,954         |
| 312        | 2. Short-term advances from customers | 19.2  | 29,906,820,199,065        | 14,206,623,474,438        |
| 313        | 3. Statutory obligations              | 20    | 1,186,325,361,726         | 2,543,862,616,184         |
| 315        | 4. Short-term accrued expenses        | 21    | 5,807,305,442,793         | 6,083,734,652,114         |
| 318        | 5. Short-term unearned revenue        | 22    | 490,461,837,906           | 458,115,463,386           |
| 319        | 6. Other short-term payables          | 23    | 22,940,746,225,702        | 10,672,889,629,674        |
| 320        | 7. Short-term loans                   | 24    | 8,745,482,930,628         | 6,402,913,383,759         |
| <b>330</b> | <b>II. Non-current liabilities</b>    |       | <b>23,736,430,620,252</b> | <b>28,671,607,886,221</b> |
| 333        | 1. Long-term accrued expenses         | 21    | 805,695,641,039           | 520,943,001,214           |
| 336        | 2. Long-term unearned revenue         | 22    | 1,651,624,865,498         | 1,718,385,689,622         |
| 337        | 3. Other long-term liabilities        | 23    | 140,944,709,943           | 114,028,026,191           |
| 338        | 4. Long-term loans                    | 24    | 20,679,970,601,694        | 25,505,722,594,751        |
| 341        | 5. Long-term deferred tax liabilities |       | 304,583,736,903           | 623,140,392,739           |
| 342        | 6. Long-term provisions               | 25    | 153,611,065,175           | 189,388,181,704           |

INTERIM CONSOLIDATED BALANCE SHEET (continued)  
as at 30 September 2019

Currency: VND

| Code       | RESOURCES                                   | Notes     | 30 September 2019          | 31 December 2018           |
|------------|---|-----------|----------------------------|----------------------------|
| <b>400</b> | <b>D. OWNERS' EQUITY</b>                    |           | <b>63,483,330,378,828</b>  | <b>48,144,874,986,968</b>  |
| <b>410</b> | <b>I. Capital</b>                           | <b>26</b> | <b>63,483,330,378,828</b>  | <b>48,144,874,986,968</b>  |
| 411        | 1. Share capital                            | 26.1      | 33,495,139,180,000         | 33,495,139,180,000         |
| 411a       | - Shares with voting rights                 |           | 33,495,139,180,000         | 33,495,139,180,000         |
| 412        | 2. Share premium                            | 26.1      | 295,000,000,000            | 295,000,000,000            |
| 420        | 3. Other funds belonging to owners' equity  | 26.1      | 1,816,269,367,634          | 1,816,269,367,634          |
| 421        | 4. Undistributed earnings                   |           | 18,094,589,217,061         | 7,626,959,265,966          |
| 421a       | - Undistributed earnings                    |           | 4,277,445,347,966          | -                          |
| 421b       | - Undistributed earnings of current period  |           | 13,817,143,869,095         | 7,626,959,265,966          |
| 429        | 5. Non-controlling interests                | 26.1      | 9,782,332,614,133          | 4,911,507,173,368          |
| <b>440</b> | <b>TOTAL LIABILITIES AND OWNERS' EQUITY</b> |           | <b>161,661,530,824,145</b> | <b>119,688,756,467,698</b> |

  
 Bui Tien Luc  
Preparer

  
 Nguyen Huu Thanh  
Chief Accountant

  
 Le Thi Hai Yen  
Chief Financial Officer

Hanoi, Vietnam

28 October 2019



**Vinhomes Joint Stock Company**  
INTERIM CONSOLIDATED INCOME STATEMENT  
Quarter III 2019

B02a-DN/HN

Currency: VND

| Code     | Items  | Notes | Quarter III 2019                       | Quarter III 2018                       | For the nine-month period ended 30 September 2019 | For the nine-month period ended 30 September 2018 |
|----------|--|-------|--|--|---|---|
| 01       | 1. Revenue from sale of goods and rendering of services              | 27.1  | 10,906,062,775,311                     | 6,878,187,706,501                      | 37,641,837,631,638                                | 22,405,307,021,095                                |
| 02       | 2. Deductions  | 27.1  | -                                      | -                                      | -   | -   |
| 10       | 3. Net revenue from sale of goods and rendering of services          | 27.1  | 10,906,062,775,311                     | 6,878,187,706,501                      | 37,641,837,631,638                                | 22,405,307,021,095                                |
| 11       | 4. Cost of goods sold and services rendered                          | 28    | (4,140,442,059,199)                    | (4,222,016,510,817)                    | (20,300,248,178,612)                              | (15,622,502,748,363)                              |
| 20       | 5. Gross profit from sale of goods and rendering of services         |       | 6,765,620,716,112                      | 2,656,171,195,684                      | 17,341,589,453,026                                | 6,782,804,272,732                                 |
| 21       | 6. Finance income  | 27.2  | 2,339,859,130,152                      | 3,684,787,979,790                      | 7,657,760,884,843                                 | 11,035,884,626,016                                |
| 22<br>23 | 7. Finance expenses<br>In which: Interest and bond issuance expenses | 29    | (787,381,857,773)<br>(716,784,130,339) | (717,800,149,646)<br>(692,487,126,851) | (1,953,482,368,096)<br>(1,721,881,418,705)        | (1,642,680,396,798)<br>(1,604,282,648,491)        |
| 24       | 8. Shares of loss of associates                                      |       | -                                      | (32,125,495)                           | -   | 159,112,581                                       |
| 25       | 9. Selling expenses  | 30    | (364,088,888,147)                      | (218,318,842,332)                      | (919,998,685,311)                                 | (756,350,944,833)                                 |
| 26       | 10. General and administrative expenses                              | 30    | (280,780,496,211)                      | (287,475,556,609)                      | (1,095,228,267,688)                               | (611,557,804,892)                                 |
| 30       | 11. Operating profit   |       | 7,673,228,604,133                      | 5,117,332,501,392                      | 21,030,641,016,774                                | 14,808,258,864,806                                |
| 31       | 12. Other income   |       | 27,850,296,586                         | 25,695,806,936                         | 112,169,750,572                                   | 119,621,274,632                                   |
| 32       | 13. Other expenses   |       | (75,416,548,649)                       | (16,610,304,913)                       | (129,866,134,672)                                 | (71,406,646,434)                                  |



**Vinhomes Joint Stock Company**  
**INTERIM CONSOLIDATED INCOME STATEMENT (continued)**  
**Quarter III 2019**

B02a-DN/HN

Currency: VND

| Code | Items   | Notes | Quarter III 2019    | Quarter III 2018  | For the nine-month period ended 30 September 2019 | For the nine-month period ended 30 September 2018 |
|------|---|-------|---------------------|-------------------|---|---|
| 40   | 14. Other profit/(loss)   |       | (47,566,252,063)    | 9,085,502,023     | (17,696,384,100)                                  | 48,214,628,198                                    |
| 50   | 15. Accounting profit before tax                                    |       | 7,625,662,352,070   | 5,126,418,003,415 | 21,012,944,632,674                                | 14,856,473,493,004                                |
| 51   | 16. Current corporate income tax expenses                           | 31    | (1,185,222,657,418) | (874,795,044,838) | (3,972,295,869,476)                               | (2,915,925,277,465)                               |
| 52   | 17. Deferred tax (expenses)/income                                  | 31    | (298,809,552,337)   | (212,270,828,794) | 307,043,807,243                                   | 75,554,560,596                                    |
| 60   | 18. Net profit after tax  |       | 6,141,630,142,315   | 4,039,352,129,783 | 17,347,692,570,441                                | 12,016,102,776,135                                |
| 61   | 19. Net profit after tax attributable to shareholders of the parent |       | 5,470,441,640,343   | 3,847,998,897,452 | 15,323,408,661,880                                | 11,706,484,658,597                                |
| 62   | 20. Net profit after tax attributable to non-controlling interests  |       | 671,188,501,972     | 191,353,232,331   | 2,024,283,908,561                                 | 309,618,117,538                                   |
| 70   | 21. Basic earnings per share  |       | 1,633               | 1,149             | 4,575   | 3,759   |



Bui Tien Luc  
Preparer

Hanoi, Viet Nam  
28 October 2019

Nguyen Huu Thanh  
Chief Accountant

INTERIM CONSOLIDATED CASH FLOW STATEMENT  
Quarter III 2019

Currency: VND

| Code | ITEMS  | Notes        | For the nine-month<br>period ended 30<br>September 2019 | For the nine-month<br>period ended 30<br>September 2018 |
|------|--|--------------|---|---|
|      | <b>I. CASH FLOWS FROM<br/>OPERATING ACTIVITIES</b>   |              |   |   |
| 01   | <b>Profit before tax</b>   |              | <b>21,012,944,632,674</b>                               | <b>14,856,473,493,004</b>                               |
|      | <i>Adjustments for:</i>  |              |   |   |
| 02   | Depreciation of tangible fixed<br>assets and investment<br>properties and amortisation of<br>intangible fixed assets (including<br>amortisation of goodwill) | 13;14;<br>18 | 258,846,655,109   | 190,555,039,002   |
| 03   | Reversal of provisions   |              | (213,764,091,473)                                       | (371,092,737,177)                                       |
| 04   | Foreign exchange gain arisen<br>from revaluation of monetary<br>accounts denominated in foreign<br>currency  |              | (521,058,493)   | -   |
| 05   | Profits from investing activities  |              | (3,328,496,824,614)                                     | (11,052,075,255,219)                                    |
| 06   | Interest and bond issuance<br>expenses   |              | 1,721,881,418,705                                       | 1,604,282,648,491                                       |
| 08   | <b>Operating profit before changes in<br/>working capital</b>  |              | <b>19,450,890,731,908</b>                               | <b>5,228,143,188,101</b>                                |
| 09   | Decrease in receivables  |              | 20,015,626,648,579                                      | 2,585,721,262,608                                       |
| 10   | (Increase)/decrease in<br>inventories  |              | (12,760,305,561,961)                                    | 382,559,022,932   |
| 11   | Decrease in payables (other<br>than interest, corporate income<br>tax)   |              | (3,342,210,733,805)                                     | (12,601,757,595,713)                                    |
| 12   | (Increase)/decrease in prepaid<br>expenses   |              | (2,196,908,237,157)                                     | 703,325,267,320   |
| 14   | Interest paid  |              | (1,708,572,509,096)                                     | (1,751,336,033,646)                                     |
| 15   | Corporate income tax paid  | 20           | (8,507,507,903,416)                                     | (2,869,945,940,285)                                     |
| 20   | <b>Net cash flows from/(used in)<br/>operating activities</b>  |              | <b>10,951,012,435,052</b>                               | <b>(8,323,290,828,683)</b>                              |

INTERIM CONSOLIDATED CASH FLOW STATEMENT (continued)  
Quarter III 2019

Currency: VND


| Code | ITEMS   | Notes | For the nine-month<br>period ended 30<br>September 2019 | For the nine-month<br>period ended 30<br>September 2018 |
|------|---|-------|---|---|
|      | <b>II. CASH FLOWS FROM INVESTING ACTIVITIES</b>   |       |   |   |
| 21   | Purchase and construction of fixed assets and other long-term assets                            |       | (3,202,084,164,934)                                     | (963,090,506,210)                                       |
| 22   | Proceeds from disposals of fixed assets and other long-term assets                              |       | -   | 3,109,807,000,000                                       |
| 23   | Loans to other entities and payments for purchase of debt instruments of other entities         |       | (5,460,614,041,590)                                     | (27,810,080,318,464)                                    |
| 24   | Collections from borrowers and proceeds from sale of debt instruments of other entities         |       | 28,910,208,850,975                                      | 21,645,298,306,797                                      |
| 25   | Payments for investments in other entities (net of cash held by entity being acquired)          |       | (34,545,324,341,628)                                    | (44,529,521,761,507)                                    |
| 26   | Proceeds from sale of investments in other entities (net of cash held by entity being disposed) |       | 14,208,915,911,358                                      | 23,304,251,517,147                                      |
| 27   | Interest and dividends received   |       | 926,591,079,051   | 933,881,687,459   |
| 30   | <b>Net cash flows from/(used in) investing activities</b>                                       |       | <b>837,693,293,232</b>                                  | <b>(24,309,454,074,778)</b>                             |
|      | <b>III. CASH FLOWS FROM FINANCING ACTIVITIES</b>  |       |   |   |
| 31   | Capital contribution and issuance of shares   |       | -   | 12,240,978,700,000                                      |
| 33   | Drawdown of borrowings  |       | 6,782,254,691,622                                       | 66,038,579,508,409                                      |
| 34   | Repayment of borrowings   |       | (9,396,794,269,098)                                     | (40,372,489,988,812)                                    |
| 36   | Dividends paid  |       | (3,651,447,047,950)                                     | (907,276,675,000)                                       |
| 40   | <b>Net cash flows (used in)/from financing activities</b>                                       |       | <b>(6,265,986,625,426)</b>                              | <b>36,999,791,544,597</b>                               |



INTERIM CONSOLIDATED CASH FLOW STATEMENT (continued)  
Quarter III 2019

Currency: VND

| Code | ITEMS  | Notes | For the nine-month<br>period ended 30<br>September 2019 | For the nine-month<br>period ended 30<br>September 2018 |
|------|--|-------|---|---|
| 50   | Net increase in cash and cash equivalents for the period |       | 5,522,719,102,858                                       | 4,367,046,641,136                                       |
| 60   | Cash and cash equivalents at the beginning of the period |       | 3,515,372,453,072                                       | 1,561,577,770,818                                       |
| 70   | Cash and cash equivalents at the end of the period       | 4     | 9,038,091,555,930                                       | 5,928,624,411,954                                       |


Bui Tien Luc  
Preparer

Nguyen Huu Thanh  
Chief AccountantLe Thi Ha Yen  
Chief Financial Officer

Hanoi, Vietnam

28 October 2019

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS  
Quarter III 2019**1. CORPORATE INFORMATION**

Vinhomes Joint Stock Company ("the Company") is a joint stock company incorporated under the Law of Enterprise of Vietnam pursuant to the Business Registration Certificate No. 0103022741 issued by the Hanoi Department of Planning and Investment on 6 March 2008 and the Enterprise Registration Certificate No. 0102671977 dated 5 August 2010 on registration of a shareholding company. The Company subsequently also received amended Enterprise Registration Certificates with the 28<sup>th</sup> amendment dated 28 June 2019 as the latest.

The current principal activities of the Company are to develop real estate property for sale, provide leasing of offices, render real estate management and related services, provide general contractor services, consulting and designing construction services, supervision and construction management services.

The Company's head office is located at No. 458, Minh Khai Street, Vinh Tuy Ward, Hai Ba Trung District, Hanoi, Vietnam.

The Company and its subsidiaries' normal course of business cycle of real estate development activity begins when the Company and its subsidiaries receive investment certificate, carries out land clearance and construction works until the project is completed. Accordingly, the normal course of business cycle of real estate development activity ranges from 12 months to 36 months.

The Company and its subsidiaries' normal course of business cycle of other activities is normally within 12 months.

The number of the Company's employees as at 30 September 2019: 6,508 (31 December 2018: 6,258).

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

1. CORPORATE INFORMATION (continued)

*Corporate structure*

As at 30 September 2019, the Company has 17 subsidiaries (as at 31 December 2018: 18 subsidiaries). The information on these subsidiaries, along with the Company's direct and indirect voting rights and direct and indirect equity interest in each subsidiary is as follows:

| No. | Company   | Voting rights (%) | Equity interest (%) | Registered office's address  |
|-----|---|-------------------|---------------------|--|
| 1   | Gia Lam Urban Development and Investment Limited Liability Company ("Gia Lam LLC") (i)          | 85.00             | 83.95               | No. 7 Bang Lang 1 Street, Vinhomes Riverside Eco-Urban Area, Viet Hung Ward, Long Bien District, Hanoi |
| 2   | Ecology Development and Investment Joint Stock Company ("Ecology JSC") (i)                      | 99.18             | 98.76               | No. 191 Ba Trieu Street, Le Dai Hanh Ward, Hai Ba Trung District, Hanoi                                |
| 3   | Vietnam Investment and Consulting Investment Joint Stock Company ("Vietnam Investment JSC") (i) | 69.50             | 68.64               | No. 191 Ba Trieu Street, Le Dai Hanh Ward, Hai Ba Trung District, Hanoi                                |
| 4   | Can Gio Tourist City Corporation ("Can Gio JSC") (i)  | 99.89             | 98.56               | No.72 Le Thanh Ton Street, Ben Nghe Ward, District 1, Ho Chi Minh City                                 |
| 5   | Tay Tang Long Real Estate LLC ("Tay Tang Long LLC")   | 90.00             | 90.00               | No.72 Le Thanh Ton Street, Ben Nghe Ward, District 1, Ho Chi Minh City                                 |
| 6   | Berjaya Vietnam International University Township ("Berjaya VIUT LLC") (i)                      | 97.90             | 88.17               | 20A Floor, Dong Khoi Vincom Center, No. 72 Le Thanh Ton, Ben Nghe Ward, District 1, Ho Chi Minh City   |
| 7   | Royal City Real Estate Development and Investment JSC ("Royal City JSC")                        | 57.85             | 57.85               | No. 72A Nguyen Trai Street, Thuong Dinh Ward, Thanh Xuan District, Hanoi                               |
| 8   | Lang Van Development and Investment JSC ("Lang Van JSC") (i)                                    | 99.00             | 95.82               | No. 7 Truong Sa Street, Hoa Hai Ward, Ngu Hanh Son District, Da Nang City                              |
| 9   | Metropolis Hanoi LLC  | 100.00            | 100.00              | HH land area, Pham Hung Street, Nam Tu Liem District, Hanoi  |



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

## 1. CORPORATE INFORMATION (continued)

*Corporate structure* (continued)

| <i>No.</i> | <i>Company</i>  | <i>Voting rights (%)</i> | <i>Equity interest (%)</i> | <i>Registered office's address</i>   |
|------------|---|--------------------------|----------------------------|--|
| 10         | Berjaya Vietnam Financial Center LLC ("Berjaya VFC LLC")                    | 67.50                    | 60.78                      | 20A Floor, Dong Khoi Vincom Center, No. 72 Le Thanh Ton, Ben Nghe Ward, District 1, Ho Chi Minh City |
| 11         | Thai Son Investment and Construction JSC ("Thai Son JSC") (i)               | 100.00                   | 90.06                      | No. 290 Nam Ky Khoi Nghia Street, Ward 8, District 3, Ho Chi Minh City                               |
| 12         | Millenium Trading Investment and Development LLC ("Millenium LLC")          | 100.00                   | 100.00                     | 20A Floor, Dong Khoi Vincom Center, No. 72 Le Thanh Ton, Ben Nghe Ward, District 1, Ho Chi Minh City |
| 13         | GS Cu Chi Development JSC ("GS Cu Chi JSC") (i)                             | 100.00                   | 99.89                      | 20A Floor, Dong Khoi Vincom Center, No. 72 Le Thanh Ton, Ben Nghe Ward, District 1, Ho Chi Minh City |
| 14         | Phu Gia Property Trading Limited Liability Company ("Phu Gia LLC") (i) (ii) | 98.00                    | 96.79                      | No. 63 Hang Ga Street, Hang Bo Ward, Hoan Kiem District, Hanoi                                       |
| 15         | An Thinh Trading and Commercial Development JSC ("An Thinh JSC")            | 85.00                    | 85.00                      | 20A Floor, Dong Khoi Vincom Center, No. 72 Le Thanh Ton, Ben Nghe Ward, District 1, Ho Chi Minh City |
| 16         | Green City Development JSC  | 90.00                    | 90.00                      | 20A Floor, Dong Khoi Vincom Center, No. 72 Le Thanh Ton, Ben Nghe Ward, District 1, Ho Chi Minh City |
| 17         | Delta JSC (i)   | 100.00                   | 99.34                      | No. 110 Dang Cong Binh Street, Xuan Thoi Thuong Ward, Hoc Mon, Ho Chi Minh City                      |

(i) The equity interest in these subsidiaries differs from voting right since the Company controls over these subsidiaries indirectly through other subsidiaries.

(ii) This company is in the process of completing dissolution procedures.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**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 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 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 and its subsidiaries' applied accounting documentation system is the General Journal.

**2.3 Fiscal year**

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

**2.4 Accounting currency**

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

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**2. BASIS OF PREPARATION (continued)****2.5 Basis of consolidation**

The interim consolidated financial statements comprise the financial statements of the Company and its subsidiaries for the nine-month period ended 30 September 2019.

Subsidiaries are fully consolidated from the date of acquisition, being the date on which the Company obtains control, and continued to be consolidated until such control ceases, except when the Company only obtain temporary control and the subsidiary is acquired with a view of resale within 12 months from acquisition.

The interim 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.

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

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

In case the Company disposes a partial interest in a subsidiary and loses control but retains an interest as an associate, the Company's investment is accounted for using the equity method of accounting. Profit/loss from this transaction is recognised in the interim consolidated income statement.

In case the Company disposes a partial interest in a subsidiary and loses control but retains an interest as an investment in other entities, the Company's investment is accounted for using the cost method. Profit/loss from this transaction is recognised in the interim consolidated income statement.



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES****3.1 Cash and cash equivalents**

Cash and cash equivalents comprise cash on hand, cash at banks and short-term, highly liquid investments with an original maturity of not 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**

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

Net realisable value ("NRV") represents the estimated selling price in the ordinary course of business less the estimated costs to complete and the estimated costs necessary to make the sale.

*Inventory property*

Property acquired or being constructed for sale in the ordinary course of business, rather than to be held for rental or capital appreciation, is held as inventory property and is measured at the lower of cost and NRV.

Cost includes:

- ▶ Freehold and leasehold and development rights for land;
- ▶ Amounts payable/paid to contractors for construction; 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 costs to completion and the estimated costs of sale.

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 the relative size of the property sold.

*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 interim consolidated balance sheet date.

Increases or decreases to the provision balance are recorded into the cost of goods sold account in the interim consolidated income statement.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****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 interim consolidated balance sheet date which are doubtful of being recovered. Increases or decreases to the provision balance are recorded as general and administrative expense in the interim consolidated income statement.

**3.4 Tangible fixed assets**

Tangible fixed assets are stated at cost less accumulated depreciation.

The cost of a tangible fixed asset comprises its purchase price and any directly attributable costs of bringing the tangible fixed asset to working condition for its intended use.

Expenditures for additions, improvements and renewals are added to the carrying amount of the assets and expenditures for maintenance and repairs are charged to the interim 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.

**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 lessors*

The net investment under finance lease contracts is included as a receivable in the interim consolidated balance sheet. The interest amount of the leased payments are recognised in the interim consolidated income statement over the period of the lease contracts to achieve a constant rate of interest on the net investment outstanding.

Assets subject to operating leases are presented as investment properties in the interim consolidated balance sheet. Initial direct costs incurred in negotiating an operating lease are recognised in the interim consolidated income statement as incurred.

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

*Where the Company and its subsidiaries are the lessees*

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



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

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

**3.6 Intangible fixed assets**

Intangible fixed assets are stated at cost less accumulated amortisation.

The cost of an intangible fixed asset comprises 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 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.

**3.7 Depreciation and amortisation**

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

|                          |               |
|--------------------------|---------------|
| Buildings and structures | 44 - 47 years |
| Machinery and equipment  | 5 - 10 years  |
| Means of transportation  | 6 - 9 years   |
| Office equipment         | 3 - 5 years   |
| Copyrights               | 5 - 10 years  |
| Computer software        | 3 - 5 years   |
| Others                   | 2 - 5 years   |

**3.8 Investment properties**

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

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:

|                          |               |
|--------------------------|---------------|
| Definite land use right  | 45 - 49 years |
| Buildings and structures | 27 - 50 years |
| Machinery and equipment  | 7 - 10 years  |

The Company and its subsidiaries do not amortise indefinite land use rights presented as investment properties.

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.



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.8 Investment properties (continued)**

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.

**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 to the extent that 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 interim 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.

Short-term prepaid expenses include commission fees for selling apartments, villas and shophouses, provisional corporate income tax for downpayments from customers for the purchase of apartments, villas and shophouses at the Company and its subsidiaries' real estate projects and other prepaid expenses that are expected to generate future economic benefit within one ordinary course of business cycle.

Long-term prepaid expenses include pre-operation expenditure, tools and supplies, long-term prepaid land rental and other prepaid expenses that generate future economic benefits for more than one year.

*Prepaid land rental*

The prepaid land rental represents the remaining unamortised balance of advance payment made in accordance with the lease contract signed with the authorities. Such prepaid rental is recognised as a long-term prepaid expense and is amortised to the interim consolidated income statement over the remaining lease period according to Circular 45/2013/TT-BTC. Besides, prepaid land rental also comprises land lease incurred from business combination, in which, the acquiree is a lessee under operating leases with favourable lease terms compared with the fair value at the date of business combination.



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****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 and its subsidiaries conduct the periodical review for impairment of goodwill of investment in subsidiaries. If there are indicators of impairment loss incurred is higher than the yearly allocated amount of goodwill on the straight-line basis, the higher amount will be recorded in the interim consolidated income statement.

*Business combinations involving entities or businesses under common control*

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

- ▶ The assets and liabilities of the two combined entities are reflected at their carrying amounts on the date of business combination;
- ▶ No goodwill is recognised from the business combination;
- ▶ The interim 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.

After the date of business combination, if the Company and its subsidiaries transfer and lose control of investment in these entities, the difference between the cost of a business combination and net assets, which was previously recognised in owners' equity, is recognised in the interim consolidated income statement.

**3.12 Assets acquisitions and business combinations**

The Company and its subsidiaries acquire subsidiaries that own assets and production activities. At the date of acquisition, the Company and its subsidiaries consider whether the acquisition represents the acquisition of a business. The Company and its subsidiaries accounts for an acquisition as a business combination where an integrated set of activities is acquired in addition to the assets.

When the acquisition of subsidiaries does not represent a business combination, 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 tax is recognised.

In case prior to the date that control is obtained, the investment is an investment in associate or a long-term investment and the acquisition of the subsidiary is not a business combination, when preparing the interim consolidated financial statements, the parent company shall not remeasure the previously held equity interests. Instead previously held equity interests at carrying value and the consideration were allocated to the assets and liabilities acquired based on their relative fair values on acquisition date.



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.13 Investments***Held-for-trading securities and investments in other entities*

Held-for-trading securities and investments in other entities are stated at their acquisition costs.

*Provision for diminution in value of the held-for-trading securities and investments in entities*

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

*Held-to-maturity investments*

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

**3.14 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 construction contractors are recognised for amounts certified by the construction work certificate signed with contractors, whether or not billed to the Company and its subsidiaries.

**3.15 Provisions***General provision*

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.

When the Company and its subsidiaries expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the interim consolidated income statement net of any reimbursement.

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.

*Warranty provision for apartments and villas*

The Company and its subsidiaries estimate provision for warranty expenses based on revenues and available information about the repair of inventory property sold in the past.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.16 Foreign currency transactions**

Transactions in currencies other than the Company and its subsidiaries' reporting currency of VND are recorded at the actual transaction exchange rates at transaction dates which are determined as follows:

- ▶ Transactions resulting in receivables are recorded at the buying exchange rates of the commercial banks designated for collection;
- ▶ Transactions resulting in liabilities are recorded at the selling exchange rates of the commercial banks designated for payment; and
- ▶ Payments for assets or expenses without liabilities initially being recognised is recorded at the buying exchange rates of the commercial banks that process these payments or at the average of buying and selling exchange rates of the commercial bank where the Company and its subsidiaries make payment regularly.

At the end of the reporting period, monetary balances denominated in foreign currencies are translated at the actual transaction exchange rates at the interim consolidated balance sheet dates 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 or at the average of buying and selling exchange rates of the commercial bank where the Company and its subsidiaries make payment regularly.

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

**3.17 Appropriation of net profits**

Net profit after tax (excluding negative goodwill arising from a bargain purchase) is available for appropriation to shareholders pursuant to decision of the Board of Directors (approved by the General Meeting of Shareholders), and after making appropriation to reserve funds in accordance with the Company's Charter and Vietnam's regulatory requirements.

**3.18 Advances from customers**

Payments received from customers as deposits for purchasing apartments, villas and shophouses in the future, that do not meet the conditions for revenue recognition, are recognised and presented as "Advances from customers" in the liability section in the interim consolidated balance sheet. Incentives under promotion programs which are, in substance, revenue deductions are offset against account "Advance from customers" which are not qualified to be recognised as revenue for the period.

**3.19 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:



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.19 Revenue recognition (continued)***Revenue from sale of inventory property*

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.

Revenue from sale of inventory property also includes long-term lease of investment property 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 recognise the revenue for the entire prepaid lease payment if all 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.

*Rental income*

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

*Rendering services*

Revenue from rendering service is recognised when service is rendered for customers.

*Interest*

Income 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 and its subsidiaries' entitlement as an investor to receive the dividend is established.

*Income from securities trading and capital transfer*

Income from securities trading and capital transfer is determined as the excess of selling prices against the cost of securities sold. This income is recognised on date when the transaction arises, that is when the transfer contract is exercised.

*Income from Business Cooperation Contracts in which the Company is entitled to profit before tax*

Income from the profit before tax of real estate business under Business Cooperation Contracts is recognised as finance income in the interim consolidated income statement.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.20 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 consolidated balance sheet date.

Current income tax is charged or credited to the interim 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 and its subsidiaries to offset current tax assets against current tax liabilities and when the Company and its subsidiaries intend to settle their current tax assets and liabilities on a net basis.

*Deferred tax*

Deferred tax is provided using the liability method on temporary differences at the interim consolidated 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 interim consolidated 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 interim consolidated 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.



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****3.20 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 interim 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.

**3.21 Earnings per share**

Basic earnings per share amounts are calculated by dividing net profit/(loss) after tax for the period attributable to ordinary shareholders of the Company (after adjusting for the bonus and welfare fund) by the weighted average number of ordinary shares outstanding during the period.

Diluted earnings per share amounts are calculated by dividing the net profit after tax attributable to ordinary equity holders of the Company (after adjusting for interest on the convertible preference shares) by the weighted average number of ordinary shares outstanding during the period plus the weighted average number of ordinary shares that would be issued on conversion of all the dilutive potential ordinary shares into ordinary shares.

**3.22 Segment information**

A segment is a component determined separately by the Company and its subsidiaries which is engaged in providing products or related services (business segment), that is subject to risks and returns that are different from those of other segments.

Real estate trading and related services are principal sources of revenue and profit of the Company and its subsidiaries, while revenue from other activities accounts for a minimal portion in the Company and its subsidiaries' total revenue. Therefore, management is of the view that there is only one segment for business. In addition, management defines the Company and subsidiaries's geographical segments to be based on the location of the assets which is in Vietnam.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.23 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

|                  | 30 September 2019        | 31 December 2018         |
|------------------|--------------------------|--------------------------|
| Cash on hand     | 1,025,470,074            | 2,029,217,761            |
| Cash at banks    | 5,540,029,657,892        | 2,693,165,962,604        |
| Cash equivalents | 3,497,036,427,964        | 820,177,272,707          |
| <b>TOTAL</b>     | <b>9,038,091,555,930</b> | <b>3,515,372,453,072</b> |

Cash equivalents as at 30 September 2019 comprise bank deposits in VND with term ranging from 1 month to 3 months, earning interests at rates ranging from 4.5 to 5.5% per annum (as at 31 December 2018: 3.9 to 5.5% per annum).

5. HELD TO MATURITY INVESTMENTS

Currency: VND

|                              | 30 September 2019      |                        | 31 December 2018         |                          |
|------------------------------|------------------------|------------------------|--------------------------|--------------------------|
|                              | Cost                   | Carrying value         | Cost                     | Carrying value           |
| Short-term bank deposits (i) | 319,071,383,180        | 319,071,383,180        | 1,009,404,569,232        | 1,009,404,569,232        |
| <b>TOTAL</b>                 | <b>319,071,383,180</b> | <b>319,071,383,180</b> | <b>1,009,404,569,232</b> | <b>1,009,404,569,232</b> |

- (i) Short-term bank deposits in VND as at 30 September 2019 have terms ranging from 12 months to 13 months and earning interest rates ranging from 5.3% to 6.9% per annum.



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**6. TRADE RECEIVABLES AND ADVANCES TO SUPPLIERS****6.1 Short-term trade receivables**

Currency: VND

|  | 30 September 2019        | 31 December 2018         |
|--|--------------------------|--------------------------|
| Sale of inventory properties                         | 5,405,717,588,012        | 5,258,910,762,253        |
| Disposal of investments                              | 694,000,000,000          | 939,948,510,204          |
| Rendering construction services and related services | 445,104,685,336          | 772,169,347,808          |
| Leasing activities and rendering related services    | 180,656,549,605          | 94,576,046,590           |
| Rendering real estate management services            | 120,340,708,627          | 79,200,426,099           |
| <b>TOTAL</b>   | <b>6,845,819,531,580</b> | <b>7,144,805,092,954</b> |
| <i>In which:</i>                                     |                          |                          |
| Trade receivables from other parties                 | 4,360,299,448,988        | 4,484,620,674,249        |
| Trade receivables from related parties (Note 32)     | 2,485,520,082,592        | 2,660,184,418,705        |

**6.2 Short-term advances to suppliers**

Currency: VND

|  | 30 September 2019        | 31 December 2018         |
|--|--------------------------|--------------------------|
| Advances to other suppliers                  | 7,984,224,250,102        | 2,550,405,329,416        |
| Advances to related parties (Note 32)        | 21,657,997,260           | 2,148,423,526            |
| <b>TOTAL</b>                                 | <b>8,005,882,247,362</b> | <b>2,552,553,752,942</b> |
| Provision for doubtful advances to suppliers | (18,746,283,299)         | (11,663,798,397)         |

**7. LOAN RECEIVABLES**

Currency: VND

| <b>Short-term</b>                             | 30 September 2019         | 31 December 2018         |
|---|---------------------------|--------------------------|
| Loans to corporate counterparties             | 15,712,100,000,000        | 4,504,600,000,000        |
| Current portion of long-term loan receivables | 21,324,106,330            | 23,257,439,663           |
| Loans to related parties (Note 32)            | 50,000,000,000            | -                        |
| <b>TOTAL</b>                                  | <b>15,783,424,106,330</b> | <b>4,527,857,439,663</b> |
| Provisions for doubtful loan receivables      | (69,999,942,000)          | (69,999,942,000)         |
| <b>Long-term</b>                              |                           |                          |
| Loans to related parties (Note 32)            | 1,935,000,000,000         | -                        |
| <b>TOTAL</b>                                  | <b>1,935,000,000,000</b>  | <b>-</b>                 |



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

8. OTHER SHORT-TERM RECEIVABLES

Currency: VND

|  | 30 September 2019         | 31 December 2018          |
|--|---------------------------|---------------------------|
| Capital contribution for Business and Investment Co-operation Contract (i) | 3,890,229,708,827         | 25,726,792,718,200        |
| Interest income on loans, deposits   | 2,417,265,385,205         | 1,170,922,494,287         |
| Declared profit receivables from Business Co-operation Contracts (ii)      | 1,785,912,628,000         | 1,294,826,718,000         |
| Receivables from payment, receipt on behalf                                | 2,470,550,430,769         | 156,102,087,765           |
| Short-term deposits, mortgage  | 467,049,814,882           | 86,745,650,000            |
| Others   | 625,496,780,115           | 805,906,398,784           |
| <b>TOTAL</b>   | <b>11,656,504,747,798</b> | <b>29,241,296,067,036</b> |
| <i>In which:</i>   |                           |                           |
| Receivables from other parties   | 5,865,599,343,791         | 16,229,552,025,718        |
| Receivables from related parties (Note 32)                                 | 5,790,905,404,007         | 13,011,744,041,318        |
| Provision for doubtful other short-term receivables                        | (28,705,000,000)          | (28,705,000,000)          |

(i) Maily includes capital contribution of VND 3,890 billion to Vingroup JSC and an affiliate for the purpose of investing in some real estate projects under Business and Investment Co-operation Contracts.

(ii) Balance as at 30 September 2019 represents receivables for profit declaration from Business and Investment Co-operation Contracts with Vingroup JSC for the purpose of investing in Vinhomes Riverside - The Harmony, Vinhomes Imperia Hai Phong, Vinhomes Star City Thanh Hoa, Vinhomes Dragon Bay and Vinhomes Skylake Projects. Total amount of profit sharing from these contracts is presented in Note 27.2.

9. BAD DEBTS

The Company and its subsidiaries' bad debts mainly include overdue loan principals and interests receivable from corporate counterparties:

Currency: VND

| Debtor                   | 30 September 2019      |                       | 31 December 2018       |                    |
|--------------------------|------------------------|-----------------------|------------------------|--------------------|
|                          | Cost                   | Recoverable amount    | Cost                   | Recoverable amount |
| Corporate counterparties | 128,587,948,171        | 11,136,722,872        | 110,368,740,397        | -                  |
| <b>TOTAL</b>             | <b>128,587,948,171</b> | <b>11,136,722,872</b> | <b>110,368,740,397</b> | <b>-</b>           |

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

## 10. INVENTORIES

Currency: VND

|   | 30 September 2019         |                         | 31 December 2018          |                          |
|---|---------------------------|-------------------------|---------------------------|--------------------------|
|   | Cost                      | Provision               | Cost                      | Provision                |
| Inventory properties under construction (i) | 45,424,452,691,939        | (22,023,479,405)        | 33,682,717,668,022        | (201,364,698,774)        |
| Completed inventory properties              | 2,302,724,630,004         | -                       | 1,287,355,691,140         | -                        |
| Inventories acquired for sales (ii)         | 563,786,811,284           | (379,052,798)           | 1,009,380,814,368         | (5,434,867,009)          |
| Others                                      | 1,503,659,025,892         | -                       | 1,085,774,350,549         | -                        |
| <b>TOTAL</b>                                | <b>49,794,623,159,119</b> | <b>(22,402,532,203)</b> | <b>37,065,228,524,079</b> | <b>(206,799,565,783)</b> |

- (i) Mainly includes construction and development costs for apartments, villas and office of Vinhomes Grand Park, Vinhomes Ocean Park, Vinhomes Smart City, Vinhomes Westpoint, Vinhomes Metropolis, Vinhomes Green Bay, Vinhomes New Center Ha Tinh, Vinhomes Golden River and Vinhomes Central Park Projects.
- (ii) Mainly includes villas acquired for sales of Vinhomes Riverside and Vinhomes Thang Long projects.

## 11. PREPAID EXPENSES

Currency: VND

|  | 30 September 2019        | 31 December 2018         |
|--|--------------------------|--------------------------|
| <b>Short-term</b>  |                          |                          |
| Selling expenses related to inventory properties not yet handed over | 1,234,368,940,974        | 834,412,632,265          |
| Provisional corporate income tax                                     | 278,546,518,281          | 154,122,283,012          |
| Others   | 76,975,368,703           | 16,785,917,268           |
| <b>TOTAL</b>   | <b>1,589,890,827,958</b> | <b>1,005,320,832,545</b> |
| <b>Long-term</b>   |                          |                          |
| Prepaid land rental (i)  | 2,003,824,274,833        | 365,250,409,071          |
| Prepaid villas rental  | 26,110,173,448           | 44,504,531,796           |
| Tools and supplies   | 28,383,347,476           | 27,450,577,099           |
| Others   | 66,280,702,188           | 71,377,635,177           |
| <b>TOTAL</b>   | <b>2,124,598,497,945</b> | <b>508,583,153,143</b>   |

- (i) These are prepaid land rental fees for Ecology JSC's shopping malls operating under Business Co-operation Contract and for Vinhomes Ocean Park Project.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

## 12. OTHER ASSETS

Currency: VND

|  | 30 September 2019        | 31 December 2018         |
|--|--------------------------|--------------------------|
| <b>Short-term</b>                        |                          |                          |
| Deposits for investment purpose (i)      | 9,319,842,081,221        | 5,014,141,085,139        |
| Electrical equipment systems             | -                        | 229,987,102,653          |
| <b>TOTAL</b>                             | <b>9,319,842,081,221</b> | <b>5,244,128,187,792</b> |
| <i>In which:</i>                         |                          |                          |
| Deposits to others                       | 875,626,210,683          | 974,871,602,653          |
| Deposits to related parties<br>(Note 32) | 8,444,215,870,538        | 4,269,256,585,139        |
| <b>Long-term</b>                         |                          |                          |
| Deposits for investment purpose (i)      | 8,512,501,518,050        | 511,417,630,700          |
| Deposits for trading purpose (ii)        | 1,032,336,527,786        | 1,032,336,527,786        |
| <b>TOTAL</b>                             | <b>9,544,838,045,836</b> | <b>1,543,754,158,486</b> |
| <i>In which:</i>                         |                          |                          |
| Deposits to others                       | 1,105,693,354,786        | 1,032,336,527,786        |
| Deposits to related parties<br>(Note 32) | 8,439,144,691,050        | 511,417,630,700          |

- (i) Comprises deposits to corporate counterparties for acquisition of shares, capital or cooperation in development of real estate projects.
- (ii) Unsecured deposits to a corporate counterparty earning interest rate which is determined by 12-month interest (paid in arrears) VND saving rate of Joint Stock Commercial Bank for Foreign Trade of Vietnam, adjusted each 3-month. The deposit and interest will be used as settlement for 10% of contract value under separate contracts between the Company and its subsidiaries and this corporate counterparty.



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## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) Quarter III 2019

### 13. TANGIBLE FIXED ASSETS

|   | Buildings and<br>structures | Machinery and<br>equipment | Means of<br>transportation | Office equipment | Others        | Total           |
|---|-----------------------------|----------------------------|----------------------------|------------------|---------------|-----------------|
| Currency: VND   |                             |                            |                            |                  |               |                 |
| <b>Cost:</b>  |                             |                            |                            |                  |               |                 |
| Beginning balance   | 9,768,053,972               | 20,491,920,111             | 76,872,252,253             | 3,896,628,743    | 8,554,097,906 | 119,582,952,985 |
| Newly purchased and<br>transferred from<br>construction in progress | 2,191,031,265               | 146,385,504,846            | 74,941,563,304             | 2,085,216,244    | 830,947,551   | 226,434,263,210 |
| Acquisition of new<br>subsidiaries                                  | 28,669,618,160              | 45,000,000                 | 1,236,300,000              | 664,950,817      | -             | 30,615,868,977  |
| Sold, disposal  | -                           | (187,002,824)              | -                          | (96,543,636)     | (100,580,810) | (384,127,270)   |
| Ending balance  | 40,628,703,397              | 166,735,422,133            | 153,050,115,557            | 6,550,252,168    | 9,284,464,647 | 376,248,957,902 |
| <b>Accumulated<br/>depreciation:</b>                                |                             |                            |                            |                  |               |                 |
| Beginning balance   | -                           | 6,068,072,266              | 8,277,713,742              | 799,613,529      | 4,002,169,452 | 19,147,568,989  |
| Depreciation for the period   | 573,019,687                 | 9,245,549,068              | 12,071,678,526             | 1,369,741,259    | 485,503,104   | 23,745,491,644  |
| Acquisition of new<br>subsidiaries                                  | 4,752,518,314               | 23,683,423                 | 68,683,334                 | 590,806,247      | -             | 5,435,691,318   |
| Sold, disposal  | -                           | (138,415,399)              | -                          | (75,875,454)     | (35,033,347)  | (249,324,200)   |
| Ending balance  | 5,325,538,001               | 15,198,889,358             | 20,418,075,602             | 2,684,285,581    | 4,452,639,209 | 48,079,427,751  |
| <b>Net carrying amount:</b>   |                             |                            |                            |                  |               |                 |
| Beginning balance   | 9,768,053,972               | 14,423,847,845             | 68,594,538,511             | 3,097,015,214    | 4,551,928,454 | 100,435,383,996 |
| Ending balance  | 35,303,165,396              | 151,536,532,775            | 132,632,039,955            | 3,865,966,587    | 4,831,825,438 | 328,169,530,151 |

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## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) Quarter III 2019

### 14. INVESTMENT PROPERTIES

|   | Currency: VND     |                          |                         |
|---|-------------------|--------------------------|-------------------------|
|   | Land use rights   | Buildings and structures | Machinery and equipment |
|   |                   |                          | TOTAL                   |
| <b>Cost:</b>  |                   |                          |                         |
| Beginning balance   | 1,970,131,946,372 | 3,372,457,776,859        | 5,994,452,370,082       |
| Newly purchased and transferred from construction in progress | 41,420,291,746    | 591,596,235,567          | 723,248,374,723         |
| Sold, disposal  | (201,829,693,133) | (41,736,744,053)         | (243,566,437,186)       |
| Other increase/ (decrease)                                    | (27,828,820,656)  | 11,625,342,254           | (18,413,792,858)        |
| Ending balance  | 1,781,893,724,329 | 3,933,942,610,627        | 6,455,720,514,761       |
| <b>Accumulated depreciation:</b>                              |                   |                          |                         |
| Beginning balance   | 32,476,906,887    | 77,436,313,992           | 165,546,509,871         |
| Depreciation for the period                                   | 35,430,633,205    | 64,231,690,987           | 126,217,089,080         |
| Sold, disposal  | -                 | (2,532,110,138)          | (2,532,110,138)         |
| Ending balance  | 67,907,540,092    | 139,135,894,841          | 289,231,488,813         |
| <b>Net carrying amount:</b>                                   |                   |                          |                         |
| Beginning balance:  | 1,937,655,039,485 | 3,295,021,462,867        | 5,828,905,860,211       |
| Ending balance:   | 1,713,986,184,237 | 3,794,806,715,787        | 6,166,489,025,949       |

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**15. CAPITALISED BORROWING COSTS**

During the period, the Company and its subsidiaries capitalised borrowing costs with an amount of approximately VND567 billion. These borrowing costs are mainly related to specific borrowings taken to finance the construction of Vinhomes Ocean Park, Vinhomes Smart City, Vinhomes Central Park and Vinhomes Grand Park Project. The capitalised borrowing costs are determined by applying a capitalisation rate from 9% per annum to 10% per annum.

**16. CONSTRUCTION IN PROGRESS**

|                          | Currency: VND             |                          |                          |                           |
|--------------------------|---------------------------|--------------------------|--------------------------|---------------------------|
|                          | <i>Beginning balance</i>  | <i>Increase</i>          | <i>Decrease</i>          | <i>Ending balance</i>     |
| Construction in progress | 18,363,034,037,803        | 9,217,926,134,482        | (748,186,971,895)        | 26,832,773,200,390        |
| <b>TOTAL</b>             | <b>18,363,034,037,803</b> | <b>9,217,926,134,482</b> | <b>(748,186,971,895)</b> | <b>26,832,773,200,390</b> |

**17. LONG-TERM INVESTMENTS**

|  | Currency: VND            |                  |                         |                  |
|--|--------------------------|------------------|-------------------------|------------------|
|  | <i>30 September 2019</i> |                  | <i>31 December 2018</i> |                  |
|  | <i>Cost</i>              | <i>Provision</i> | <i>Cost</i>             | <i>Provision</i> |
| Investments in other entities (Notes 17.1) | 378,632,164,507          | -                | 378,632,164,507         | -                |
| Held-to-maturity investments (i)           | 99,680,000,000           | -                | 99,680,000,000          | -                |
| <b>TOTAL</b>                               | <b>478,312,164,507</b>   | <b>-</b>         | <b>478,312,164,507</b>  | <b>-</b>         |

- (i) As at 30 September 2019, the balance represents two investments in bonds of Vietnam Joint Stock Commercial Bank for Foreign Trade of Vietnam with amount of VND 50,000,000,000 and Joint Stock Commercial Bank for Investment and Development of Vietnam with amount of VND 49,680,000,000. The term of the first bond is 120 months from 25 November 2016 with an interest rate of 7.57% per annum for the first year. The interest rate from the following years is equal to the interest rate of 12-month personal savings deposit plus 1% per annum. The term of the second bond is 120 months from 18 December 2018, with the interest rate equal to the reference interest rate plus 1% per annum, of which the reference interest rate is the average of 12-month individual saving interest rate.



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

**17. LONG-TERM INVESTMENTS (continued)**

**17.1 Investments in other entities**

Currency: VND

|   | Ending balance      |                     |                        |                        | Beginning balance   |                     |                        |                        |
|---|---------------------|---------------------|------------------------|------------------------|---------------------|---------------------|------------------------|------------------------|
|   | Number of<br>shares | Voting right<br>(%) | Equity<br>interest (%) | Amount (*)<br>(VND)    | Number of<br>shares | Voting right<br>(%) | Equity<br>interest (%) | Amount<br>(VND)        |
| Thang Long Real Estate Trading<br>Investment JSC ("Thang Long JSC") | 500,000             | 10                  | 10                     | 13,500,000,000         | 500,000             | 10                  | 10                     | 13,500,000,000         |
| Xavinco Land JSC ("Xavinco JSC")                                    | 2,000,000           | 1                   | 1                      | 22,223,000,000         | 2,000,000           | 1                   | 1                      | 22,223,000,000         |
| Phat Loc LLC  | (**)                | -                   | 51                     | 342,909,164,507        | (**)                | -                   | 51                     | 342,909,164,507        |
| <b>TOTAL</b>  |                     |                     |                        | <b>378,632,164,507</b> |                     |                     |                        | <b>378,632,164,507</b> |

(\*) As at 30 September 2019, the Company did not determine fair value of these investment because shares of these companies are not listed on the stock market.

(\*\*) These are limited liability companies. As at 30 September 2019, the Company transferred all ownership and voting rights in Phat Loc Company to a corporate counterparty. Therefore, the Company presented this investment in Investment in other entities and did not consolidate it as a subsidiary.

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## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) Quarter III 2019

### 18. GOODWILL

Currency: VND

|                                  | Goodwill arising from acquisition of |                        |               |                         |                   |                 | TOTAL             |
|----------------------------------|--------------------------------------|------------------------|---------------|-------------------------|-------------------|-----------------|-------------------|
|                                  | Ecology JSC                          | Vietnam Investment JSC | Gia Lam LLC   | Vinhomes Management JSC | Tan Lien Phat JSC | Millenium LLC   |                   |
| <b>Cost:</b>                     |                                      |                        |               |                         |                   |                 |                   |
| Beginning balance                | 369,866,854,773                      | 288,148,907,591        | 1,235,307,223 | 115,728,157,534         | 337,766,778,506   | 153,044,574,162 | 1,265,790,579,789 |
| Ending balance                   | 369,866,854,773                      | 288,148,907,591        | 1,235,307,223 | 115,728,157,534         | 337,766,778,506   | 153,044,574,162 | 1,265,790,579,789 |
| <b>Accumulated amortisation:</b> |                                      |                        |               |                         |                   |                 |                   |
| Beginning balance                | 75,443,142,304                       | 58,813,955,111         | 252,138,049   | 10,608,414,441          | 30,961,954,696    | 8,927,600,159   | 185,007,204,760   |
| Amortisation for the period      | 27,714,243,494                       | 21,551,959,390         | 92,394,212    | 8,637,336,689           | 25,209,123,264    | 11,492,319,736  | 94,697,376,785    |
| Ending balance                   | 103,157,385,798                      | 80,365,914,501         | 344,532,261   | 19,245,751,130          | 56,171,077,960    | 20,419,919,895  | 279,704,581,545   |
| <b>Net carrying amount:</b>      |                                      |                        |               |                         |                   |                 |                   |
| Beginning balance                | 294,423,712,469                      | 229,334,952,480        | 983,169,174   | 105,119,743,093         | 306,804,823,810   | 144,116,974,003 | 1,080,783,375,029 |
| Ending balance                   | 266,709,468,975                      | 207,782,993,090        | 890,774,962   | 96,482,406,404          | 281,595,700,546   | 132,624,654,267 | 986,085,998,244   |



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**19. SHORT-TERM TRADE PAYABLES AND ADVANCES FROM CUSTOMERS****19.1 Short-term trade payables**

Currency: VND

|   | 30 September 2019        | 31 December 2018         |
|---|--------------------------|--------------------------|
| Short-term trade payables                                 | 4,917,165,434,840        | 2,192,065,032,024        |
| - A corporate counterparty rendering construction service | 509,220,509,221          | 440,897,206,640          |
| - Others  | 4,407,944,925,619        | 1,751,167,825,384        |
| Trade payables to related parties (Note 32)               | 447,462,392,405          | 312,069,342,930          |
| <b>TOTAL</b>  | <b>5,364,627,827,245</b> | <b>2,504,134,374,954</b> |

**19.2 Advances from customers**

Currency: VND

|   | 30 September 2019         | 31 December 2018          |
|---|---------------------------|---------------------------|
| Downpayments from customers under sales and purchase agreements (i) | 29,706,398,722,638        | 13,718,960,600,239        |
| Advances from customers for construction services                   | 200,421,476,427           | 487,662,874,199           |
| <b>TOTAL</b>  | <b>29,906,820,199,065</b> | <b>14,206,623,474,438</b> |

In which:

|   |                    |                    |
|---|--------------------|--------------------|
| Advances from others                    | 29,790,170,713,077 | 13,992,195,742,492 |
| Advances from related parties (Note 32) | 116,649,485,988    | 214,427,731,946    |

- (i) This mainly represents downpayments to purchase apartments, villas and shophouses in Vinhomes Ocean Park, Vinhomes Smart City, Vinhomes Grand Park, Vinhomes New Center Ha Tinh, Vinhomes West Point, Vinhomes Green Bay, Vinhomes Central Park, Vinhomes Golden River and Vinhomes Metropolis projects from customers who signed sales and purchase agreements with the Company and its subsidiaries.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

## 20. STATUTORY OBLIGATIONS

|                      | Currency: VND            |                                  |                                   |                          |
|----------------------|--------------------------|----------------------------------|-----------------------------------|--------------------------|
|                      | <i>Beginning balance</i> | <i>Payable for the period</i>    | <i>Payment made in the period</i> | <i>Ending balance</i>    |
| <b>Payables</b>      |                          |                                  |                                   |                          |
| Corporate income tax | 2,122,747,467,664        | 7,116,429,964,731                | (8,507,507,903,416)               | 731,669,528,979          |
| Value added tax      | 412,978,563,877          | 3,317,374,184,736                | (3,281,222,146,848)               | 449,130,601,765          |
| Other taxes          | 8,136,584,643            | 4,734,531,704,402                | (4,737,143,058,063)               | 5,525,230,982            |
| <b>TOTAL</b>         | <b>2,543,862,616,184</b> | <b>15,168,335,853,869</b>        | <b>(16,525,873,108,327)</b>       | <b>1,186,325,361,726</b> |
|                      | <i>Beginning balance</i> | <i>Receivable for the period</i> | <i>Offset during the period</i>   | <i>Ending balance</i>    |
| <b>Receivables</b>   |                          |                                  |                                   |                          |
| Value added tax      | 119,251,028,829          | 1,732,870,876,005                | (1,530,523,733,498)               | 321,598,171,336          |
| Corporate income tax | 94,261,182,602           | 133,960,041,115                  | -                                 | 228,221,223,717          |
| Other taxes          | 232,721,081              | 26,086,291                       | -                                 | 258,807,372              |
| <b>TOTAL</b>         | <b>213,744,932,512</b>   | <b>1,866,857,003,411</b>         | <b>(1,530,523,733,498)</b>        | <b>550,078,202,425</b>   |

## 21. ACCRUED EXPENSES

|  | Currency: VND            |                          |
|--|--------------------------|--------------------------|
|  | <i>30 September 2019</i> | <i>31 December 2018</i>  |
| <b>Short-term</b>  |                          |                          |
| Accrued costs for handed over apartments and villas                        | 3,393,831,984,922        | 2,294,540,578,510        |
| Accrued commission fees and other expenses related to inventory properties | 701,477,381,139          | 1,385,362,158,394        |
| Accrued interest expenses  | 319,638,539,014          | 833,817,283,490          |
| Accrued construction costs   | 852,081,671,697          | 1,413,050,605,353        |
| Others   | 540,275,866,021          | 156,964,026,367          |
| <b>TOTAL</b>   | <b>5,807,305,442,793</b> | <b>6,083,734,652,114</b> |
| <i>In which:</i>   |                          |                          |
| Short-term accrual to others   | 5,765,292,321,326        | 5,732,349,104,241        |
| Short-term accrual to related parties (Note 32)                            | 42,013,121,467           | 351,385,547,873          |
| <b>Long-term</b>   |                          |                          |
| Accrued interest expenses to others  | 601,823,556,179          | 102,099,452,056          |
| Accrued interest expenses to related parties (Note 32)                     | 203,872,084,860          | 418,843,549,158          |
| <b>TOTAL</b>   | <b>805,695,641,039</b>   | <b>520,943,001,214</b>   |



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

## 22. DEFERRED REVENUE

Currency: VND

|  | 30 September 2019        | 31 December 2018         |
|--|--------------------------|--------------------------|
| <b>Short-term</b>                                    |                          |                          |
| Deferred revenue from real estate management service | 425,807,241,090          | 423,489,278,056          |
| Deferred revenue from leasing service                | 64,654,596,816           | 34,626,185,330           |
|  | <b>490,461,837,906</b>   | <b>458,115,463,386</b>   |
| <b>Long-term</b>                                     |                          |                          |
| Deferred revenue from real estate management service | 1,432,704,556,372        | 1,460,577,430,887        |
| Deferred revenue from leasing service                | 218,920,309,126          | 257,808,258,735          |
|  | <b>1,651,624,865,498</b> | <b>1,718,385,689,622</b> |
| <b>TOTAL</b>   | <b>2,142,086,703,404</b> | <b>2,176,501,153,008</b> |

## 23. OTHER PAYABLES

Currency: VND

|   | 30 September 2019         | 31 December 2018          |
|---|---------------------------|---------------------------|
| <b>Short-term</b>   |                           |                           |
| Deposits and other agreements related to real estate projects     | 17,358,770,004,136        | 4,786,477,987,391         |
| Deposits under Business and Investment Co-operation Contracts (i) | 1,758,061,986,984         | 2,562,807,000,000         |
| Apartment maintenance funds held on behalf of customers (ii)      | 1,410,294,978,926         | 1,549,064,562,640         |
| Deposits from brokerage agents and tenants                        | 202,210,087,484           | 322,152,833,021           |
| Receipt on behalf payables  | 934,279,515,535           | 567,393,265,242           |
| Others  | 1,277,129,652,637         | 884,993,981,380           |
| <b>TOTAL</b>  | <b>22,940,746,225,702</b> | <b>10,672,889,629,674</b> |
| <i>In which:</i>  |                           |                           |
| Other short-term payable to others                                | 20,520,004,900,852        | 8,121,646,969,890         |
| Other short-term payables to related parties (Note 32)            | 2,420,741,324,850         | 2,551,242,659,784         |
| <b>Long-term</b>  |                           |                           |
| Other long-term deposits  | 96,651,340,120            | 99,024,310,374            |
| Others  | 44,293,369,823            | 15,003,715,817            |
| <b>TOTAL</b>  | <b>140,944,709,943</b>    | <b>114,028,026,191</b>    |

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

**23. OTHER PAYABLES** (continued)

- (i) These pertain to deposits from a number of affiliates to the Company pursuant to Business and Investment Co-operation Contracts for purpose of operating and transfer co-operation of shopping mall, school of Vinhomes Grand Park Project, Vinhomes Smart City Project, Vinhomes Ocean Park Project, Vinhomes Long Beach Can Gio Project and Vinhomes Central Park Project. The deposits are bearing interest at 10% per annum.
- (ii) This pertains to maintenance fund held on behalf of customers, which will be transferred to Building Management Boards. The Company and its subsidiaries are maintaining these fund in cash equivalents and held-to-maturity investment.



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## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) Quarter III 2019

### 24. LOANS

Currency: VND

|   | 30 September 2019         |                            | 31 December 2018          |                            |
|---|---------------------------|----------------------------|---------------------------|----------------------------|
|   | Cost                      | Amount able to be paid off | Cost                      | Amount able to be paid off |
| <b>Short-term</b>                                     |                           |                            |                           |                            |
| Loans from banks<br>(Note 24.1)                       | 3,700,000,000,000         | 3,700,000,000,000          | 22,433,650,523            | 22,433,650,523             |
| Loans from corporate<br>counterparties<br>(Note 24.2) | 1,960,000,000,000         | 1,960,000,000,000          | 1,960,000,000,000         | 1,960,000,000,000          |
| Corporate bonds<br>(Note 24.3)                        | 3,085,482,930,628         | 3,085,482,930,628          | 3,037,873,806,283         | 3,037,873,806,283          |
| Loans from related parties<br>(Note 32)               | -                         | -                          | 1,382,605,926,953         | 1,382,605,926,953          |
|   | <b>8,745,482,930,628</b>  | <b>8,745,482,930,628</b>   | <b>6,402,913,383,759</b>  | <b>6,402,913,383,759</b>   |
| <b>Long-term</b>                                      |                           |                            |                           |                            |
| Corporate bonds<br>(Note 24.3)                        | 15,078,372,732,677        | 15,078,372,732,677         | 14,386,624,725,734        | 14,386,624,725,734         |
| Loans from banks<br>(Note 24.1)                       | 1,371,097,869,017         | 1,371,097,869,017          | 1,421,097,869,017         | 1,421,097,869,017          |
| Loans from corporate<br>counterparties<br>(Note 24.2) | 3,410,000,000,000         | 3,410,000,000,000          | 3,200,000,000,000         | 3,200,000,000,000          |
| Loans from related<br>parties (Note 32)               | 820,500,000,000           | 820,500,000,000            | 6,498,000,000,000         | 6,498,000,000,000          |
|   | <b>20,679,970,601,694</b> | <b>20,679,970,601,694</b>  | <b>25,505,722,594,751</b> | <b>25,505,722,594,751</b>  |
| <b>TOTAL</b>  | <b>29,425,453,532,322</b> | <b>29,425,453,532,322</b>  | <b>31,908,635,978,510</b> | <b>31,908,635,978,510</b>  |

# Vinhomes Joint Stock Company

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## NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) Quarter III 2019

### 24. LOANS (continued)

#### 24.1 Loans from banks

(i) Detail of short-term loans from bank is presented as below:

| <i>Lender</i> | <i>Ending balance<br/>(VND)</i> | <i>Principal repayment term</i>                     | <i>Interest rate</i> | <i>Collateral</i>  |
|---------------|---------------------------------|---|----------------------|--|
|               | 3,700,000,000,000               | Principal amount is payable in full on 19 July 2020 | 10.35% per annum     | Land Development Right, assets and other collateral as agreed between parties. |
| <b>TOTAL</b>  | <b>3,700,000,000,000</b>        |   |                      |  |

(ii) Detail of long-term loans from bank is presented as below:

| <i>Lender</i>   | <i>Ending balance<br/>(VND)</i> | <i>Principal repayment term</i>                         | <i>Interest rate</i>   | <i>Collateral</i>  |
|---|---------------------------------|---|--|--|
| Vietnam Technological and Commercial Joint Stock Bank | 1,371,097,869,017               | Principal amount is payable in full on 18 January 2021. | Interest rate for the first period is 10% per annum. Interest rate for the following periods is calculated as the average of 12-month interest paid-in-arrears VND saving rate for individual from 4 state-owned banks: Vietcombank, Vietinbank, BIDV and Agribank, plus 3.33% per annum. Interest is payable in each three-month period and on the 18 <sup>th</sup> . | Capital contribution amount of Ecology JSC in Gia Lam LLC. |
| <b>TOTAL</b>  | <b>1,371,097,869,017</b>        |   |  |  |



NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued)  
Quarter III 2019

**24. LOANS (continued)**

**24.2 Loans from corporate counterparties**

Loans from corporate counterparties comprises:

- ▶ Short-term loans from three (03) corporate counterparties with total principal of VND1,960 billion, bearing the interest rate 9% per annum with maturity date from September 2019 to October 2019.
- ▶ Long-term loans from three (03) corporate counterparties with total principal of VND3,410 billion, bearing the interest rate of 9% per annum with maturity date in October 2020.

**24.3 Corporate bonds**

(i) Current portion of long-term corporate bonds

|  |                          | Currency: VND            |
|--|--------------------------|--------------------------|
|  | Ending balance           | Beginning balance        |
| Current portion of long-term corporate bonds | 3,085,482,930,628        | 3,037,873,806,283        |
| <b>TOTAL</b>                                 | <b>3,085,482,930,628</b> | <b>3,037,873,806,283</b> |

| Underwriter                               | Ending balance    | Maturity date    | Interest rate  | Collateral |
|---|-------------------|------------------|--|------------|
| Techcom Securities<br>Joint Stock Company | 3,085,482,930,628 | 22 December 2019 | Interest rate for first period is 8.12% per annum. Interest rate for the following periods is calculated as 12-month interest paid-in-arrears VND saving rate from Vietnam Technological and Commercial Joint Stock Bank in this period (+) 1.62% per annum, no less than 8.12% per annum. Interest is payable every 3 months. | (*)        |

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## NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) Quarter III 2019

### 24. LOANS (continued)

#### 24.3 Corporate bonds

##### (ii) Long-term corporate bonds

|   |                    | Currency: VND      |   |            |
|---|--------------------|--------------------|---|------------|
|   |                    | Ending balance     | Beginning balance   |            |
| Long-term corporate bonds                 |                    | 15,078,372,732,677 | 14,386,624,725,734  |            |
| TOTAL                                     |                    | 15,078,372,732,677 | 14,386,624,725,734  |            |
| Underwriter                               | Ending balance     | Maturity date      | Interest rate   | Collateral |
| Techcom Securities Joint Stock Company    | 5,468,771,442,338  | 19 October 2020    | Interest rate for first and second period is 9.2% per annum. Interest rate for the following periods is calculated as 12-month interest paid-in-arrears VND saving rate (+) 3.25% per annum. Interest is payable every 6 months.  | (**)       |
|   | 1,974,791,666,663  | 2 August 2021      | Interest rate for first and second period is 10% per annum. Interest rate for the following periods is calculated as 12-month interest paid-in-arrears VND saving rate (+) 4.25% per annum. Interest is payable every 6 months.   | None       |
|   | 4,968,500,000,000  | 13 September 2020  | Interest rate for first and second period is 10% per annum. Interest rate for the following periods is calculated as 12-month interest paid-in-arrears VND saving rate (+) 4% per annum. Interest is payable every 6 months.  | None       |
|   | 1,868,859,432,101  | 25 December 2020   | Interest rate for first period is 9.73% per annum. Interest rate for the following periods is calculated as 12-month interest paid-in-arrears VND saving rate (+) 2.9% per annum. Interest is payable every 3 months.   | (*)        |
| KB Securities Vietnam Joint Stock Company | 797,450,191,574    | 5 November 2021    | Interest rate for first and second period is 10.2% per annum. Interest rate for the following periods is calculated as 12-month interest paid-in-arrears VND saving rate from Vietnam Prosperity Joint-Stock Commercial Bank in this period (+) 3.3% per annum. Interest is payable every 3 months. | (***)      |
| TOTAL                                     | 15,078,372,732,677 |                    |   |            |

(\*) Collateral of this bond includes all assets, rights, and benefits of Gia Lam LLC related to Vinhomes Ocean Park Project.

(\*\*) Collateral of this bond includes assets, rights and benefits of Vinpearl JSC related to Vinpearl Eco-tourism and Cultural Park Project (except for the area of Vietnamese Temple).

(\*\*\*) Collateral of this bond includes a number of shares of the Company ("VHM") held by the Parent company, Dan Phuong urban functional area - Green City Project and asset rights arising from BT contract for the purpose of elevated walkway construction related to this project.



# Vinhomes Joint Stock Company

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## NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) Quarter III 2019

### 25. PROVISIONS

This represents provision for repairing costs for inventory properties at Vinhomes Times City, Vinhomes Royal City, Vinhomes Golden River, Vinhomes Central Park, Vinhomes Metropolis and Vinhomes Green Bay Projects in accordance with the warranty clause in sales and purchase agreements.

### 26. OWNERS' EQUITY

#### 26.1 Increase and decrease in owners' equity

Currency: VND

|   | Attributable to shareholders of the parent |                 |   |                        | Non-controlling interests | Total               |
|---|--|-----------------|---|------------------------|---------------------------|---------------------|
|   | Issued share capital                       | Share premium   | Other funds belonging to owners' equity | Undistributed earnings |                           |                     |
| For the nine-month period ended 30 September 2018                 |  |                 |   |                        |                           |                     |
| As at 1 January 2018  | 2,000,000,000,000                          | -               | (99,117,851,011)                        | 5,003,298,133,184      | 3,219,605,214,270         | 10,123,785,496,443  |
| - Additional shares issued  | 12,000,000,000,000                         | -               | -                                       | -                      | -                         | 12,000,000,000,000  |
| - Shares issued under merger contracts                            | 10,365,000,000,000                         | -               | 2,116,151,438,144                       | -                      | 174,867,536,302           | 12,656,018,974,446  |
| - Acquisition of new subsidiaries                                 | -  | -               | (231,415,562,948)                       | -                      | 2,404,307,119,854         | 2,172,891,556,906   |
| - Net profit for the period                                       | -  | -               | -                                       | 11,886,521,923,492     | 309,618,117,538           | 12,196,140,041,030  |
| - Step-up acquisition of equity interest in existing subsidiaries | -  | -               | -                                       | 581,947,676,866        | (979,355,229,812)         | (397,407,552,946)   |
| - Disposal of subsidiaries  | -  | -               | 48,932,974,255                          | -                      | 3,851,996,365             | 52,784,970,620      |
| - Stock dividends   | 4,000,000,000,000                          | -               | -                                       | (4,000,000,000,000)    | -                         | -                   |
| - Cash dividends paid   | -  | -               | -                                       | (900,000,000,000)      | (45,277,040,000)          | (945,277,040,000)   |
| - Demerger  | (1,568,884,500,000)                        | -               | -                                       | -                      | -                         | (1,568,884,500,000) |
| - Others  | -  | -               | -                                       | (6,287,934,484)        | (8,539,227,395)           | (14,827,161,879)    |
| As at 30 September 2018   | 26,796,115,500,000                         | -               | 1,834,550,998,440                       | 12,565,479,799,058     | 5,079,078,487,122         | 46,275,224,784,620  |
| For the nine-month period ended 30 September 2019                 |  |                 |   |                        |                           |                     |
| As at 1 January 2019  | 33,495,139,180,000                         | 295,000,000,000 | 1,816,269,367,634                       | 7,626,959,265,966      | 4,911,507,173,368         | 48,144,874,986,968  |
| - Net profit for the period                                       | -  | -               | -                                       | 15,323,408,661,880     | 2,024,283,908,561         | 17,347,692,570,441  |
| - Disposal of a subsidiary  | -  | -               | -                                       | -                      | (76,093,662,681)          | (76,093,662,681)    |
| - Step-down of equity interest in existing subsidiaries           | -  | -               | -                                       | (1,506,264,792,785)    | 1,506,264,792,785         | -                   |
| - Acquisition of new subsidiaries (*)                             | -  | -               | -                                       | -                      | 1,719,350,000,000         | 1,719,350,000,000   |
| - Cash dividends paid   | -  | -               | -                                       | (3,349,513,918,000)    | (302,979,597,900)         | (3,652,493,515,900) |
| As at 30 September 2019   | 33,495,139,180,000                         | 295,000,000,000 | 1,816,269,367,634                       | 18,094,589,217,061     | 9,782,332,614,133         | 63,483,330,378,828  |

(\*) In July 2019, the Company completed the acquisition of 2 new subsidiaries, which are Green City Development JSC and Delta JSC (Note 1).



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**26. OWNERS' EQUITY (continued)****26.2 Ordinary shares and preference shares**

|                       | 30 September 2019 | Unit: Share<br>31 December 2018 |
|-----------------------|-------------------|---------------------------------|
| Authorised shares     | 3,349,513,918     | 3,349,513,918                   |
| Issued shares         | 3,349,513,918     | 3,349,513,918                   |
| Ordinary shares       | 3,349,513,918     | 3,349,513,918                   |
| Preference shares     | -                 | -                               |
| Shares in circulation | 3,349,513,918     | 3,349,513,918                   |
| Ordinary shares       | 3,349,513,918     | 3,349,513,918                   |
| Preference shares     | -                 | -                               |

The par value of outstanding shares: VND10,000 per share (as at 31 December 2018: VND10,000 per share).

**27. REVENUES****27.1 Revenue from sale of goods and rendering of services**

|   | Quarter III 2019          | Currency: VND<br>Quarter III 2018 |
|---|---------------------------|-----------------------------------|
| <b>Gross revenue</b>  | <b>10,906,062,775,311</b> | <b>6,878,187,706,501</b>          |
| <i>In which:</i>  |                           |                                   |
| Revenue from sales of inventory properties  | 9,991,954,721,406         | 5,533,687,873,623                 |
| Revenue from rendering real estate management and related services                    | 357,228,244,128           | 328,876,731,589                   |
| Revenue from leasing activities and rendering related services                        | 379,779,008,566           | 372,938,011,578                   |
| Revenue from general contractor services, consulting construction services and others | 177,100,801,211           | 642,685,089,711                   |
| <b>Deductions</b>   | <b>-</b>                  | <b>-</b>                          |
| <b>Net revenue</b>  | <b>10,906,062,775,311</b> | <b>6,878,187,706,501</b>          |

**27.2 Financial income**

|  | Quarter III 2019         | Currency: VND<br>Quarter III 2018 |
|--|--------------------------|-----------------------------------|
| Income from Business and Investment Co-operation Contracts (*) | 1,637,997,602,000        | 1,304,523,246,183                 |
| Gains from investment activities                               | -                        | 1,991,725,796,117                 |
| Interest income from deposits, loans, others                   | 701,861,528,152          | 388,538,937,490                   |
| <b>TOTAL</b>   | <b>2,339,859,130,152</b> | <b>3,684,787,979,790</b>          |

(\*) Income from Business and Investment Co-operation Contract with Vingroup JSC and a subsidiary for the development of Vinhomes Riverside 2 - The Harmony, Vinhomes Imperia Hai Phong, Vinhomes Dragon Bay, Vinhomes Star City Thanh Hoa and Vinhomes Skylake.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

## 28. COST OF GOODS SOLD AND SERVICES RENDERED

|  | Currency: VND            |                          |
|--|--------------------------|--------------------------|
|  | Quarter III 2019         | Quarter III 2018         |
| Cost of inventory properties sold  | 3,460,202,388,907        | 2,984,294,545,741        |
| Cost of rendering real estate management and related services                    | 317,670,314,945          | 395,322,273,283          |
| Cost of leasing activities and other related costs                               | 271,403,192,484          | 281,721,867,891          |
| Cost of general contractor services, consulting construction services and others | 91,166,162,863           | 560,677,823,902          |
| <b>TOTAL</b>   | <b>4,140,442,059,199</b> | <b>4,222,016,510,817</b> |

## 29. FINANCE EXPENSES

|                                      | Currency: VND          |                        |
|--------------------------------------|------------------------|------------------------|
|                                      | Quarter III 2019       | Quarter III 2018       |
| Loan interest and bond issuance cost | 716,784,130,339        | 692,487,126,851        |
| Loss from investment disposal        | 70,597,727,434         | 25,313,022,795         |
| <b>TOTAL</b>                         | <b>787,381,857,773</b> | <b>717,800,149,646</b> |

## 30. SELLING EXPENSES AND GENERAL AND ADMINISTRATIVE EXPENSES

|  | Currency: VND          |                        |
|--|------------------------|------------------------|
|  | Quarter III 2019       | Quarter III 2018       |
| <b>Selling expenses</b>                    |                        |                        |
| Commission fees                            | 32,298,276,591         | 144,418,888,343        |
| Labour costs                               | 43,535,547,990         | 39,773,705,283         |
| Marketing and advertising expenses         | 232,207,334,285        | 6,052,345,522          |
| Others                                     | 56,047,729,281         | 28,073,903,184         |
|  | <b>364,088,888,147</b> | <b>218,318,842,332</b> |
| <b>General and administrative expenses</b> |                        |                        |
| Expenses for external services             | 185,286,257,603        | 165,759,106,516        |
| Depreciation and amortisation              | 37,148,482,810         | 27,629,554,644         |
| Labour costs                               | 56,156,389,385         | 60,549,330,764         |
| Others                                     | 2,189,366,413          | 33,537,564,685         |
|  | <b>280,780,496,211</b> | <b>287,475,556,609</b> |
| <b>TOTAL</b>                               | <b>644,869,384,358</b> | <b>505,794,398,941</b> |

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

**31. CORPORATE INCOME TAX**

The current corporate income tax ("CIT") rate applicable to the Company and its subsidiaries is 20% of taxable profits (2018: 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 be changed at a later date upon final determination by the tax authorities.

***Tax expenses/(income)***

|                      | <i>Currency: VND</i>   |  |
|----------------------|--|--|
|                      | <i>For the nine-month<br/>period ended 30<br/>September 2019</i> | <i>For the nine-month<br/>period ended 30<br/>September 2018</i> |
| Current tax expenses | 3,972,295,869,476  | 2,915,925,277,465  |
| Deferred tax income  | (307,043,807,243)  | (75,554,560,596)   |
| <b>TOTAL</b>         | <b><u>3,665,252,062,233</u></b>                                  | <b><u>2,840,370,716,869</u></b>                                  |



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**32. BALANCES WITH RELATED PARTIES**

Amounts due to and due from related parties as at 30 Sep 2019 and 31 Dec 2018 were as follows:

| <i>Related parties</i>              | <i>Relationship</i> | <i>Transactions</i>   | <i>30 September 2019<br/>VND</i> | <i>31 December 2018<br/>VND</i> |
|-------------------------------------|---------------------|---|----------------------------------|---------------------------------|
| <b>Trade receivables</b> (Note 6.1) |                     |   |                                  |                                 |
| Vingroup JSC                        | Parent company      | Receivables from general contractor services and consulting construction services | 11,811,785,060                   | 100,722,267,148                 |
|                                     |                     | Receivables from rendering goods and services                                     | 1,673,129,884                    | 9,956,455,061                   |
| Vinmec LLC                          | Affiliate           | Receivables from share transfer   | 694,000,000,000                  | 694,000,000,000                 |
|                                     |                     | Receivables from rendering services   | 2,190,790,411                    | 2,643,568,168                   |
| Vincom Retail JSC                   | Affiliate           | Receivables from general contractor services and consulting construction services | 158,273,406,522                  | 199,956,041,606                 |
|                                     |                     | Receivables from sales of inventory properties                                    | 1,119,221,571,103                | 1,356,167,299,959               |
|                                     |                     | Receivables from rendering services   | 50,743,145,270                   | 9,257,163,159                   |
| Vinschool LLC                       | Affiliate           | Receivables from revenue sharing from education activity and related service      | 35,371,738,370                   | 9,361,797,217                   |
|                                     |                     | Receivables from rendering other services   | 2,373,320,652                    | -                               |
| Vincommerce JSC                     | Affiliate           | Receivables from construction consulting and supervision services                 | -                                | 113,424,419,052                 |
|                                     |                     | Receivables from rendering services   | 3,874,596,711                    | 6,127,019,883                   |
| Central Park LLC                    | Affiliate           | Receivables from supply management packages                                       | 133,457,396,838                  | -                               |
| Vinpearl JSC                        | Affiliate           | Receivables from rendering services   | 85,372,786,682                   | -                               |
| Other affiliates                    |                     | Other receivables   | 187,156,415,089                  | 158,568,387,452                 |
|                                     |                     |   | <b>2,485,520,082,592</b>         | <b>2,660,184,418,705</b>        |

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**32. BALANCES WITH RELATED PARTIES (continued)**

Amounts due to and due from related parties as at 30 Sep 2019 and 31 Dec 2018 were as follows (continued):

| <i>Related parties</i>                  | <i>Relatio-<br/>nship</i> | <i>Transactions</i>   | <i>30 September 2019<br/>VND</i> | <i>31 December 2018<br/>VND</i> |
|---|---------------------------|---|----------------------------------|---------------------------------|
| <b>Advance to suppliers (Note 6.2)</b>  |                           |   |                                  |                                 |
| Vinsmart Research and Manufacturing JSC | Affiliate                 | Advance to suppliers  | 8,636,015,999                    | -                               |
| Other affiliates                        |                           | Advance to suppliers  | 13,021,981,261                   | 2,148,423,526                   |
|   |                           |   | <b>21,657,997,260</b>            | <b>2,148,423,526</b>            |
| <b>Other receivables (Note 8)</b>       |                           |   |                                  |                                 |
| Vingroup JSC                            | Parent company            | Capital contribution for Business and Investment Co-operation Contract          | 3,400,229,708,712                | 10,945,229,708,712              |
|   |                           | Receivables from shared profit of Business and Investment Co-operation Contract | 288,682,339,000                  | 1,294,826,718,000               |
|   |                           | Other receivables   | 3,030,343,836                    | 11,743,124,442                  |
| Central Park LLC                        | Affiliate                 | Capital contribution for Business and Investment Co-operation Contract          | 490,000,000,000                  | 490,000,000,000                 |
|   |                           | Receivables from shared profit of Business and Investment Co-operation Contract | 1,497,266,708,000                | -                               |
|   |                           | Other receivables   | 250,168,224                      | 250,168,224                     |
| Vinpearl JSC                            | Affiliate                 | Receivables from interest income  | 18,739,726,027                   | -                               |
|   |                           | Other receivables   | 2,605,948,115                    | -                               |
| Other affiliates                        |                           | Other receivables   | 90,100,462,093                   | 269,694,321,940                 |
|   |                           |   | <b>5,790,905,404,007</b>         | <b>13,011,744,041,318</b>       |

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019**32. BALANCES WITH RELATED PARTIES (continued)**

Amounts due to and due from related parties as at 30 Sep 2019 and 31 Dec 2018 were as follows (continued):

| <i>Related parties</i>                                | <i>Relationship</i> | <i>Transactions</i>                                 | <i>30 September 2019<br/>VND</i> | <i>31 December 2018<br/>VND</i> |
|---|---------------------|---|----------------------------------|---------------------------------|
| <b>Other current assets (Note 12)</b>                 |                     |   |                                  |                                 |
| Vingroup JSC  | Parent company      | Deposits for share transfer and investment purpose  | 8,373,958,270,538                | 4,198,998,985,139               |
| Sai Dong JSC  | Affiliate           | Deposit for share transfer                          | 70,257,600,000                   | 70,257,600,000                  |
|   |                     |   | <b>8,444,215,870,538</b>         | <b>4,269,256,585,139</b>        |
| <b>Other non-current assets (Note 12)</b>             |                     |   |                                  |                                 |
| Vingroup JSC  | Parent company      | Deposit for share transfer and investment purpose   | 8,439,144,691,050                | 511,417,630,700                 |
|   |                     |   | <b>8,439,144,691,050</b>         | <b>511,417,630,700</b>          |
| <b>Trade payables (Note 19.1)</b>                     |                     |   |                                  |                                 |
| Vingroup JSC  | Parent company      | Management fee payables                             | 346,203,932,866                  | 34,733,745,096                  |
|   |                     | Other trade payables                                | 29,219,559,681                   | 217,492,807,308                 |
| Vincommerce JSC                                       | Affiliate           | Payables for purchased goods                        | -                                | 5,552,106,827                   |
| Vincom Retail JSC                                     | Affiliate           | Interest on deposits                                | 20,186,863,126                   | -                               |
|   |                     | Payables from received on behalf and other services | 14,140,628,089                   | -                               |
| Southern Vincom Retail JSC                            | Affiliate           | Payables for purchased good and services            | 6,296,876,429                    | -                               |
| Northern Vincom Retail                                | Affiliate           | Payables for purchased good and services            | 15,946,768,578                   | -                               |
| Other affiliates                                      |                     | Other trade payables                                | 15,467,763,636                   | 54,290,683,699                  |
|   |                     |   | <b>447,462,392,405</b>           | <b>312,069,342,930</b>          |
| <b>Short-term advances from customers (Note 19.2)</b> |                     |   |                                  |                                 |
| Vincom Retail JSC                                     | Affiliate           | Advance for purchased goods                         | 116,649,485,988                  | 48,920,707,830                  |
| Vincommerce JSC                                       | Affiliate           | Advance for purchased goods                         | -                                | 93,109,237,354                  |
| Vingroup JSC  | Parent company      | Advance for purchased goods                         | -                                | 41,267,745,122                  |
| Kind Heart Fund                                       | Under common owner  | Advance for construction activities                 | -                                | 14,392,320,586                  |
| Other affiliates                                      |                     | Other advances from customers                       | -                                | 16,737,721,054                  |
|   |                     |   | <b>116,649,485,988</b>           | <b>214,427,731,946</b>          |



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

## 32. BALANCES WITH RELATED PARTIES (continued)

Amounts due to and due from related parties as at 30 Sep 2019 and 31 Dec 2018 were as follows (continued):

| <i>Related parties</i>                      | <i>Relationship</i> | <i>Transactions</i>    | <i>30 September 2019<br/>VND</i> | <i>31 December 2018<br/>VND</i> |
|---|---------------------|------------------------|----------------------------------|---------------------------------|
| <b>Short-term accrued expense (Note 21)</b> |                     |                        |                                  |                                 |
| Central Park LLC                            | Affiliate           | Interest payables      | 41,328,968,042                   | 116,757,625,577                 |
| Grand Prix Vietnam LLC                      | Affiliate           | Interest payables      | -                                | 24,632,630,137                  |
| Vingroup JSC                                | Parent company      | Interest payables      | -                                | 186,517,447,918                 |
| Other affiliates                            |                     | Other accrued expenses | 684,153,425                      | 23,477,844,241                  |
|   |                     |                        | <b>42,013,121,467</b>            | <b>351,385,547,873</b>          |
| <b>Long-term accrued expenses (Note 21)</b> |                     |                        |                                  |                                 |
| Xavinco JSC                                 | Affiliate           | Interest payables      | 142,638,402,209                  | 106,197,525,496                 |
| Xalivinco JSC                               | Affiliate           | Interest payables      | 57,717,518,267                   | -                               |
| Vinfast LLC                                 | Affiliate           | Interest payables      | -                                | 169,570,684,931                 |
| Vinpearl JSC                                | Affiliate           | Interest payables      | -                                | 103,154,149,233                 |
| Other affiliates                            |                     | Other accrued expenses | 3,516,164,384                    | 39,921,189,498                  |
|   |                     |                        | <b>203,872,084,860</b>           | <b>418,843,549,158</b>          |

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

32. **BALANCES WITH RELATED PARTIES** (continued)

Amounts due to and due from related parties as at consolidated balance sheet dates were as follows (continued):

| <i>Related parties</i>                     | <i>Relationship</i> | <i>Transactions</i>                        | <i>30 September 2019</i> | <i>31 December 2018</i>  |
|--|---------------------|--|--------------------------|--------------------------|
| <b>Other short-term payables</b> (Note 23) |                     |  |                          |                          |
| Vinschool LLC                              | Affiliate           | Deposit for Business Co-operation Contract | 302,127,103,326          | 200,000,000,000          |
| Vincom Retail JSC                          | Affiliate           | Deposit for Business Co-operation Contract | 1,153,529,780,000        | -                        |
|  |                     | Others                                     | 45,229,131,489           | -                        |
| Vinpearl JSC                               | Affiliate           | Deposit for Business Co-operation Contract | -                        | 2,199,807,000,000        |
|  |                     | Other payables                             | 1,946,234,157            | 25,095,144,245           |
| Vingroup JSC                               | Parent company      | Deposit received for investment purposes   | 864,720,700,603          | -                        |
|  |                     | Others                                     | 19,287,585,905           | -                        |
| Kind Heart Fund                            | Under common owner  | Payables for charitable purpose            | -                        | 100,000,000,000          |
| Other affiliates                           |                     | Other payables                             | 38,618,312,762           | 26,340,515,539           |
|  |                     |  | <b>2,420,741,324,850</b> | <b>2,551,242,659,784</b> |

**Details of lendings to related parties** (Note 7)

Details of short-term lendings as at 30 September 2019:

| <i>Related parties</i> | <i>Relationship</i> | <i>Amount</i>         | <i>Interest rate</i> | <i>Maturity date</i> | <i>Collateral</i> |
|------------------------|---------------------|-----------------------|----------------------|----------------------|-------------------|
| Central Park LLC       | Affiliate           | 50,000,000,000        | 9%                   | November 2020        | (*)               |
|                        |                     | <b>50,000,000,000</b> |                      |                      |                   |

Details of long-term lendings as at 30 September 2019:

| <i>Related parties</i> | <i>Relationship</i> | <i>Amount</i>            | <i>Interest rate</i> | <i>Maturity date</i> | <i>Collateral</i> |
|------------------------|---------------------|--------------------------|----------------------|----------------------|-------------------|
| Vinfast LLC            | Affiliate           | 430,000,000,000          | 9%                   | October 2020         | (*)               |
| Vinpearl JSC           | Affiliate           | 1,000,000,000,000        | 9%                   | November 2020        | (*)               |
| Central Park LLC       | Affiliate           | 505,000,000,000          | 9%                   | November 2020        |                   |
|                        |                     | <b>1,935,000,000,000</b> |                      |                      |                   |

(\*) These lendings are secured by shares/capital contributed by Vingroup in these subsidiaries.

The company and its subsidiaries did not have lendings to related parties as at 31 December 2018.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

32. **BALANCES WITH RELATED PARTIES** (continued)

**Details of borrowings from related parties** (Note 24)

Details of long-term borrowings as at 30 September 2019:

| <i>Related parties</i> | <i>Relationship</i> | <i>Amount<br/>VND</i>  | <i>Interest rate<br/>% per annum</i> | <i>Maturity</i> | <i>Collateral</i> |
|------------------------|---------------------|------------------------|--------------------------------------|-----------------|-------------------|
| Xavinco JSC            | Affiliate           | 395,500,000,000        | 9%                                   | October 2020    | (*)               |
| Xalivico LLC           | Affiliate           | 425,000,000,000        | 9%                                   | October 2020    | (*)               |
|                        |                     | <b>820,500,000,000</b> |                                      |                 |                   |

(\*) These loans are secured by shares of the Company and ordinary shares of some subsidiaries.

Details of short-term borrowings as at 31 December 2018:

| <i>Related parties</i> | <i>Relationship</i> | <i>Amount<br/>VND</i>    | <i>Interest rate<br/>% per annum</i> | <i>Maturity date</i>                |
|------------------------|---------------------|--------------------------|--------------------------------------|-------------------------------------|
| Grand Prix Vietnam LLC | Affiliate           | 808,000,000,000          | 9%                                   | September 2019                      |
| Central Park LLC       | Affiliate           | 520,000,000,000          | 9%                                   | From January 2019 to September 2019 |
| Vingroup JSC           | Parent company      | 54,605,926,953           | 9%                                   | December 2019                       |
|                        |                     | <b>1,382,605,926,953</b> |                                      |                                     |



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

**32. BALANCES WITH RELATED PARTIES (continued)**

***Details of borrowings from related parties*** (Note 24)

Details of long-term borrowings as at 31 December 2018:

| <i>Related parties</i> | <i>Relationship</i> | <i>Amount<br/>VND</i>    | <i>Interest rate<br/>% per annum</i> | <i>Maturity</i>                       |
|------------------------|---------------------|--------------------------|--------------------------------------|---------------------------------------|
| Vinfast LLC            | Affiliate           | 3,240,000,000,000        | 9%                                   | February 2020                         |
| Vinpearl JSC           | Affiliate           | 1,745,000,000,000        | 9%                                   | February 2020                         |
| Xavinco JSC            | Affiliate           | 641,000,000,000          | 9%                                   | February 2020                         |
| Central Park LLC       | Affiliate           | 625,000,000,000          | 9%                                   | From January 2020<br>to February 2020 |
| Xalivico LLC           | Affiliate           | 247,000,000,000          | 9%                                   | February 2020                         |
|                        |                     | <b>6,498,000,000,000</b> |                                      |                                       |

**33. EARNINGS PER SHARE**

The following reflects the income and share data used in the basic and diluted earnings per share computations:

|  | <i>Currency: VND</i>   |  |
|--|--|--|
|  | <i>For the nine-month<br/>period ended 30<br/>September 2019</i> | <i>For the nine-month<br/>period ended 30<br/>September 2018</i> |
| Net profit after tax attributable to ordinary shareholders   | 15,323,408,661,880   | 11,706,484,658,597   |
| Adjust for the effect of dilution  | -  | -  |
| <b>Net profit attributable to ordinary shareholders<br/>adjusted for the effect of dilution</b>                    | <b>15,323,408,661,880</b>  | <b>11,706,484,658,597</b>  |
| Weighted average number of ordinary shares for basic<br>earnings per share   | 3,349,513,918  | 3,114,368,797  |
| <b>Weighted average number of ordinary shares<br/>(excluding treasury shares) for basic earnings per<br/>share</b> | <b>3,349,513,918</b>   | <b>3,114,368,797</b>   |
| Basic earnings per share   | 4,575  | 3,759  |

**34. SEGMENT REPORT**

The Company and its subsidiaries do not present the segment report for the nine-month period ended 30 September 2019 because the Company and its subsidiaries have only one segment needed to report in the period that is the real estate business, which accounts for a significant proportion of total assets, revenue and profit of the Company and its subsidiaries.

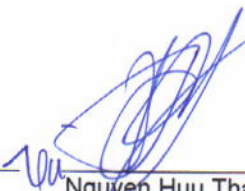
NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued)  
Quarter III 2019

**35. EVENTS AFTER THE BALANCE SHEET DATE**

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



Bui Tien Luc  
Preparer



Nguyen Huu Thanh  
Chief Accountant



Le Thi Hai Yen  
Chief Financial Officer

Hanoi, Vietnam

28 October 2019