

# Saigon General Service Corporation and its subsidiaries

Consolidated Financial Statements for the year ended 31 December 2020



## Saigon General Service Corporation Corporate Information

**Decision No.** 3448/QD-UB 9 July 2004

3449/QD-UB 9 July 2004

These decisions were issued by the Ho Chi Minh City People's Committee.

**Business Registration Certificate**  4103002955 15 December 2004

The Company's business registration certificate has been amended several times, the most recent of which is by Enterprise Registration Certificate No. 0301154821 dated 7 October 2020. The business registration certificate and its updates were issued by Ho Chi Minh City Planning and Investment

Department.

Board of Management Mr. Mai Viet Ha Chairman
Mr. Nguyan Cong Riph Member

Mr. Nguyen Cong Binh Member Mr. Nguyen Ngoc Chau Member

(from 29 May 2020)

Mr. Nguyen Hoang Giang Member

(from 29 May 2020)

Mr. Hoang Tam Hoa Member

(from 29 May 2020)

Mr. Phan Duong Cuu Long Member

(from 29 May 2020)

Mr. Le Tuan Member

(from 29 May 2020)

Ms. Nguyen Viet Hoa Member

(until 29 May 2020)

Mr. Doan Van Quang Member

(until 29 May 2020)

Mr. Nguyen Duc Trong Member

(until 29 May 2020)

Mr. Luong Quang Hien Member

(until 29 May 2020)

Mr. Lars Johan Gerard De Geer Member

(until 29 May 2020)

**Supervisory Board** Ms. Hoang Thi Thu Huong Head of the Board

(from 29 May 2020)

Member

Ms. Nguyen Nhu Anh (until 29 May 2020) Head of the Board

(until 29 May 2020)

Mr. Le Anh Tuan Member

Mr. Ngo Hoa (from 29 May 2020) Member

(from 29 May 2020)

Ms. Dinh Truc Phuong Member

(until 29 May 2020)

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## **Saigon General Service Corporation Corporate Information (continued)**

**Board of Directors** General Director

Mr. Phan Duong Cuu Long Mr. Doan Van Quang Deputy General Director Mr. Nguyen Cong Binh Deputy General Director

**Registered Office** 68 Nam Ky Khoi Nghia Street

District 1, Ho Chi Minh City

Vietnam

Auditor **KPMG** Limited

Vietnam

#### Saigon General Service Corporation Statement of the Board of Directors

The Board of Directors of Saigon General Service Corporation ("the Company") and its subsidiaries (together referred to as "the Group") presents this statement and the accompanying consolidated financial statements of the Group for the year ended 31 December 2020.

The Board of Directors is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with the Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting. In the opinion of the Board of Directors:

- (a) the consolidated financial statements set out on pages 6 to 63 give a true and fair view of the consolidated financial position of the Group as at 31 December 2020, and of the consolidated results of operations and the consolidated cash flows of the Group for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting; and
- (b) at the date of this statement, there are no reasons to believe that the Group will not be able to pay its debts as and when they fall due.

The Board of Directors has, on the date of this statement, authorised the accompanying consolidated financial statements for issue.

On behalf of the Board of Directors

Cổ PHÂN CÓ

Phan Duong Cuu Long

General Director

Ho Chi Minh City, 26 March 2021

#### INDEPENDENT AUDITOR'S REPORT

## To the Shareholders Saigon General Service Corporation

We have audited the accompanying consolidated financial statements of Saigon General Service Corporation ("the Company") and its subsidiaries (together referred to as "the Group"), which comprise the consolidated balance sheet as at 31 December 2020, the consolidated statements of income and cash flows for the year then ended and the explanatory notes thereto which were authorised for issue by the Company's Board of Directors on 26 March 2021, as set out on pages 6 to 63.

#### Management's Responsibility

The Company's Board of Directors is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting, and for such internal control as the Board of Directors determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Company's Board of Directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



#### **Auditor's Opinion**

In our opinion, the consolidated financial statements give a true and fair view, in all material respects, of the consolidated financial position of Saigon General Service Corporation and its subsidiaries as at 31 December 2020 and of their consolidated results of operations and their consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting.

KPMG Limited's Branch in Ho Chi Minh City

Vietnam

Audit Report No.: 20-01-00289/1-21-2

KPMG

Nelson Rodriguez Casihan
Practicing Auditor Registration
Certificate No. 2225-2018-007-1
Deputy General Director

Ho Chi Minh City, 26 March 2021

Nguyen Thi Thu Ha

Practicing Auditor Registration Certificate No. 2236-2018-007-1

## Saigon General Service Corporation and its subsidiaries Consolidated balance sheet as at 31 December 2020

Form B 01 – DN/HN (Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|   | Code | Note  | 31/12/2020<br>VND | 1/1/2020<br>VND   |
|---|------|-------|-------------------|-------------------|
| ASSETS  |      |       |                   |                   |
| Current assets<br>(100 = 110 + 120 + 130 + 140 + 150) | 100  |       | 1,987,533,940,388 | 2,515,665,750,910 |
| Cash and cash equivalents                             | 110  | 5     | 538,313,759,064   | 328,713,933,259   |
| Cash  | 111  |       | 460,368,939,480   | 196,657,160,753   |
| Cash equivalents                                      | 112  |       | 77,944,819,584    | 132,056,772,506   |
| Short-term financial investments                      | 120  |       | 50,681,523,639    | 38,892,075,283    |
| Trading securities                                    | 121  | 6(a)  | 42,802,075,283    | 42,802,075,283    |
| Allowance for diminution in the value of              |      |       |                   |                   |
| trading securities                                    | 122  | 6(a)  | (20,877,741,644)  | (21,060,000,000)  |
| Held-to-maturity investments                          | 123  | 6(b)  | 28,757,190,000    | 17,150,000,000    |
| Accounts receivable – short-term                      | 130  |       | 646,220,347,001   | 700,914,688,346   |
| Accounts receivable from customers                    | 131  | 7     | 415,104,183,923   | 502,600,110,826   |
| Prepayments to suppliers                              | 132  |       | 63,674,442,519    | 113,211,195,064   |
| Loans receivable                                      | 135  | 6(c)  | 17,900,000,000    | 9,900,000,000     |
| Other short-term receivables                          | 136  | 8(a)  | 149,636,082,884   | 75,486,701,084    |
| Allowance for doubtful short-term debts               | 137  |       | (94,362,325)      | (283,318,628)     |
| Inventories   | 140  | 9     | 722,609,596,804   | 1,385,059,862,043 |
| Inventories   | 141  |       | 723,719,266,500   | 1,386,407,867,822 |
| Allowance for inventories                             | 149  |       | (1,109,669,696)   | (1,348,005,779)   |
| Other current assets                                  | 150  |       | 29,708,713,880    | 62,085,191,979    |
| Short-term prepaid expenses                           | 151  | 14(a) | 12,182,083,364    | 17,980,691,811    |
| Deductible value added tax                            | 152  | ` '   | 14,772,470,110    | 41,718,501,919    |
| Taxes and others receivable from State                |      |       |                   |                   |
| Treasury  | 153  | 16(b) | 2,754,160,406     | 2,385,998,249     |

## Saigon General Service Corporation and its subsidiaries Consolidated balance sheet as at 31 December 2020 (continued)

Form B 01 – DN/HN (Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|  | Code | Note  | 31/12/2020<br>VND | 1/1/2020<br>VND   |
|--|------|-------|-------------------|-------------------|
| Long-term assets<br>(200 = 210 + 220 + 230 + 240 + 250 + 260)        | 200  |       | 2,273,048,283,481 | 2,212,370,843,023 |
| Accounts receivable – long-term Accounts receivable from customers – | 210  |       | 190,340,439,449   | 178,403,847,072   |
| long-term  | 211  |       | 8,897,112,749     | -                 |
| Other long-term receivables  | 216  | 8(b)  | 181,443,326,700   | 178,403,847,072   |
| Fixed assets   | 220  |       | 513,349,768,521   | 502,796,348,304   |
| Tangible fixed assets  | 221  | 10    | 441,370,656,618   | 430,719,746,374   |
| Cost   | 222  |       | 748,486,495,158   | 692,907,549,178   |
| Accumulated depreciation   | 223  |       | (307,115,838,540) | (262,187,802,804) |
| Intangible fixed assets  | 227  | 11    | 71,979,111,903    | 72,076,601,930    |
| Cost   | 228  |       | 85,104,592,256    | 83,216,692,256    |
| Accumulated amortisation   | 229  |       | (13,125,480,353)  | (11,140,090,326)  |
| Investment property  | 230  | 12    | 678,138,626,107   | 702,170,656,011   |
| Cost   | 231  |       | 922,012,449,775   | 921,937,799,775   |
| Accumulated depreciation   | 232  |       | (243,873,823,668) | (219,767,143,764) |
| Long-term work in progress   | 240  |       | 372,007,677,699   | 367,055,084,313   |
| Construction in progress   | 242  | 13    | 372,007,677,699   | 367,055,084,313   |
| Long-term financial investments                                      | 250  |       | 484,238,314,000   | 420,272,552,735   |
| Investments in associates  | 252  | 6(d)  | 477,578,050,000   | 412,912,288,735   |
| Equity investments in other entities                                 | 253  |       | 4,460,264,000     | 5,360,264,000     |
| Held-to-maturity investments   | 255  | 6(b)  | 2,200,000,000     | 2,000,000,000     |
| Other long-term assets   | 260  |       | 34,973,457,705    | 41,672,354,588    |
| Long-term prepaid expenses   | 261  | 14(b) | 30,234,051,752    | 35,508,351,949    |
| Deferred tax assets  | 262  | 35(a) | 4,739,405,953     | 6,164,002,639     |
| TOTAL ASSETS $(270 = 100 + 200)$                                     | 270  |       | 4,260,582,223,869 | 4,728,036,593,933 |

## Saigon General Service Corporation and its subsidiaries Consolidated balance sheet as at 31 December 2020 (continued)

Form B 01 – DN/HN (Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|  | Code | Note  | 31/12/2020<br>VND | 1/1/2020<br>VND   |
|--|------|-------|-------------------|-------------------|
| RESOURCES  |      |       |                   |                   |
| LIABILITIES $(300 = 310 + 330)$                          | 300  |       | 2,517,450,987,642 | 3,088,226,001,928 |
| Current liabilities                                      | 310  |       | 2,066,430,183,072 | 2,592,153,508,725 |
| Accounts payable to suppliers                            | 311  | 15    | 162,648,588,268   | 186,701,346,944   |
| Advances from customers                                  | 312  |       | 158,011,093,856   | 153,039,320,060   |
| Taxes and others payable to State Treasury               | 313  | 16(a) | 52,672,548,175    | 38,227,638,532    |
| Payables to employees                                    | 314  |       | 101,402,612,166   | 81,580,668,366    |
| Accrued expenses   | 315  | 17-   | 55,181,604,430    | 46,562,125,725    |
| Unearned revenue – short-term                            | 318  | 18(a) | 6,849,898,485     | 7,084,253,013     |
| Other payables – short-term                              | 319  | 19(a) | 407,112,524,505   | 448,665,281,523   |
| Short-term borrowings                                    | 320  | 20(a) | 1,110,341,374,189 | 1,611,364,573,958 |
| Provisions – short-term                                  | 321  |       |                   | 1,000,000,000     |
| Bonus and welfare fund                                   | 322  | 21    | 12,209,938,998    | 17,928,300,604    |
| Long-term liabilities                                    | 330  |       | 451,020,804,570   | 496,072,493,203   |
| Unearned revenue – long-term                             | 336  | 18(b) | 74,857,245,860    | 85,418,863,717    |
| Other payables - long-term                               | 337  | 19(b) | 97,020,002,434    | 87,541,133,292    |
| Long-term borrowings                                     | 338  | 20(b) | 279,143,556,276   | 323,112,496,194   |
| EQUITY $(400 = 410)$                                     | 400  |       | 1,743,131,236,227 | 1,639,810,592,005 |
| Owners' equity   | 410  | 22    | 1,743,131,236,227 | 1,639,810,592,005 |
| Share capital  | 411  | 23    | 333,205,320,000   | 249,955,730,000   |
| Share premium  | 412  | 22    | 233,815,268,303   | 317,064,858,303   |
| Other capital  | 414  | 22    | 142,055,580,000   | 91,895,000,000    |
| Treasury shares  | 415  | 23    | (690,474,358)     | (690,474,358)     |
| Investment and development fund                          | 418  | 25    | 34,404,667,244    | 36,249,605,701    |
| Retained profits   | 421  |       | 518,951,224,725   | 460,490,751,230   |
| <ul> <li>Retained profits brought forward</li> </ul>     | 421a |       | 365,213,610,527   | 306,823,736,258   |
| <ul> <li>Retained profit for the current year</li> </ul> | 421b |       | 153,737,614,198   | 153,667,014,972   |
| Non-controlling interests                                | 429  | 22    | 481,389,650,313   | 484,845,121,129   |
| TOTAL RESOURCES $(440 = 300 + 400)$                      | 440  |       | 4,260,582,223,869 | 4,728,036,593,933 |

26 March 2021

Prepared by:

Ngo Van Danh Chief Accountant Approved by:

CONG TY CO PHÂN CH YU TÔNG HỢP

yuong Cuu Long eneral Director

The accompanying notes are an integral part of these consolidated financial statements

## Saigon General Service Corporation and its subsidiaries Consolidated statement of income for the year ended 31 December 2020

Form B 02 – DN/HN (Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|   | Code | Note  | 2020<br>VND          | 2019<br>VND          |
|---|------|-------|----------------------|----------------------|
| Revenue from sales of goods and provision of services                         | 01   | 27    | 16,084,549,753,117   | 18,274,373,552,043   |
| Revenue deductions  | 02   | 27    | (666,524,546)        | (8,067,080,241)      |
| Net revenue (10 = 01 + 02)  | 10   | 27    | 16,083,883,228,571   | 18,266,306,471,802   |
| Cost of goods sold and services provided                                      | 11   | 28    | (15,160,702,687,158) | (17,213,838,525,133) |
| Gross profit $(20 = 10 + 11)$   | 20   |       | 923,180,541,413      | 1,052,467,946,669    |
| Financial income  | 21   | 29    | 19,393,507,411       | 14,706,567,926       |
| Financial expenses  | 22   | 30    | (108,137,056,955)    | (138,509,018,746)    |
| In which: Interest expense  | 23   |       | (105,915,835,335)    | (129,632,263,755)    |
| Share of profit in associates   | 24   | 6(d)  | 79,909,276,265       | 87,625,524,407       |
| Selling expenses  | 25   | 31    | (483,404,150,967)    | (557,277,105,102)    |
| General and administration expenses   | 26   | 32    | (301,605,741,508)    | (324,687,420,728)    |
| Net operating profit $(30 = 20 + 21 + 22 + 24 + 25 + 26)$                     | 30   |       | 129,336,375,659      | 134,326,494,426      |
| Other income  | 31   | 33    | 135,838,734,208      | 144,517,819,076      |
| Other expenses  | 32   | 33    | (6,745,772,696)      | (4,059,116,022)      |
| Results of other activities $(40 = 31 + 32)$                                  | 40   |       | 129,092,961,512      | 140,458,703,054      |
| Accounting profit before tax $(50 = 30 + 40)$                                 | 50   |       | 258,429,337,171      | 274,785,197,480      |
| Income tax expense – current  | 51   | 35(b) | (32,122,235,111)     | (44,108,217,192)     |
| Income tax (benefit)/expense – deferred                                       | 52   | 35(b) | (1,424,596,686)      | 2,655,126,438        |
| Net profit after tax $(60 = 50 + 51 + 52)$ (carried forward to the next page) | 60   |       | 224,882,505,374      | 233,332,106,726      |

## Saigon General Service Corporation and its subsidiaries Consolidated statement of income for the year ended 31 December 2020 (continued)

#### Form B 02 - DN/HN

(Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|  | Code | Note | 2020<br>VND     | 2019<br>VND     |
|--|------|------|-----------------|-----------------|
| Net profit after tax $(60 = 50 + 51 + 52)$<br>(brought forward from the previous page) |      |      | 224,882,505,374 | 233,332,106,726 |
| Attributable to:   |      |      |                 |                 |
| Equity holders of the Company  | 61   |      | 153,737,614,198 | 153,667,014,972 |
| Non-controlling interest   | 62   |      | 71,144,891,176  | 79,665,091,754  |
|  |      |      |                 | (D)             |
|  |      | •    |                 | (Restated)      |
| Basic earnings per share   | 70   | 36   | 4,490           | 4,153           |

26 March 2021

Prepared by:

Ngo Van Danh Chief Accountant Approved by:

CORHÂN

DICH VU TONG HOP)

Duong Cuu Long Seneral Director

## Saigon General Service Corporation and its subsidiaries Consolidated statement of cash flows for the year ended 31 December 2020 (Indirect method)

Form B 03 – DN/HN (Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|  | Code     | 2020<br>VND       | 2019<br>VND       |
|--|----------|-------------------|-------------------|
| CASH FLOWS FROM OPERATING ACTIVITI                 | ES       |                   |                   |
| Accounting profit before tax                       | 01       | 258,429,337,171   | 274,785,197,480   |
| Adjustments for                                    | 02       | 00 015 070 700    | 00 076 770 506    |
| Depreciation and amortisation                      | 02       | 88,915,878,722    | 89,876,778,586    |
| Allowances and provisions                          | 03       | (1,609,550,742)   | (239,513,516)     |
| Losses on liquidation of investment in the         | 05       | 224 (00 210       | 252 (0( 052       |
| subsidiary and associate                           | 05       | 224,600,219       | 253,696,953       |
| Gains on disposals of fixed assets                 | 05       | (2,929,011,552)   | (2,280,315,934)   |
| Dividend income and interest income                | 05       | (14,011,419,558)  | (10,227,421,035)  |
| Share of profit in associates                      | 05       | (79,909,276,265)  | (87,625,524,407)  |
| Interest expense                                   | 06       | 105,915,835,335   | 129,632,263,755   |
| Operating profit before changes in working capital | 08       | 355,026,393,330   | 394,175,161,882   |
| сарна  |          |                   |                   |
| Change in receivables and other current assets     | 09       | 60,523,555,965    | 34,665,318,906    |
| Change in inventories                              | 10       | 662,688,601,322   | (247,884,258,904) |
| Change in payables and other liabilities           | 11       | (4,885,858,551)   | (13,963,265,415)  |
| Change in prepaid expenses                         | 12       | 11,072,908,644    | (3,692,613,921)   |
|  |          | 1,084,425,600,710 | 163,300,342,548   |
| Interest paid                                      | 14       | (107,273,743,041) | (129,021,224,866) |
| Corporate income tax paid                          | 15       | (31,327,472,491)  | (61,408,340,425)  |
| Other payments for operating activities            | 17       | (17,725,524,372)  | (14,704,532,406)  |
|  | 20       |                   | <u> </u>          |
| Net cash flows from operating activities           | 20       | 928,098,860,806   | (41,833,755,149)  |
| CASH FLOWS FROM INVESTING ACTIVITIE                | CS .     |                   |                   |
| Payments for additions to fixed assets and other   |          |                   |                   |
| long-term assets                                   | 21       | (89,999,249,992)  | (171,221,387,307) |
| Proceeds from disposals of fixed assets            | 22       | 31,723,281,522    | 26,183,121,122    |
| Payments for term deposits at banks                | 23       | (19,707,190,000)  | (4,264,000,000)   |
| Collection from term deposits at banks             | 24       | 7,900,000,000     | 25,000,000        |
| Payments for granting loans                        | 23       | (55,600,000,000)  | (59,420,000,000)  |
| Receipts from collecting loans                     | 24       | 47,600,000,000    | 61,520,000,000    |
| Payments for investments in other entities         | 25       | (34,000,000,000)  | (12,500,000,000)  |
| Payments for acquisition of additional capital of  |          | , , , , ,         | ( , , , , , ,     |
| subsidiaries                                       | 25       | (43,030,000,000)  | -                 |
| Payments for acquisition of a subsidiary, netted   | -        | ( - , , , ,       |                   |
| of cash acquired                                   | 25       | -                 | (9,900,000,000)   |
| Collections from investment in an associate        | 26       | -                 | 31,496,303,047    |
| Receipts of dividends and interests                | 27       | 61,754,934,558    | 44,540,881,035    |
| Net payment for other non-current assets           | <u> </u> | (9,536,592,377)   | (4,905,236,850)   |
| Net cash flows from investing activities           | 30       | (102,894,816,289) | (98,445,318,953)  |

## Saigon General Service Corporation and its subsidiaries Consolidated statement of cash flows for the year ended 31 December 2020 (Indirect method – continued)

#### Form B 03 - DN/HN

(Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|   | Code | 2020<br>VND          | 2019<br>VND                             |
|---|------|----------------------|---|
| CASH FLOWS FROM FINANCING ACTIVITI  | ES   |                      |   |
| Proceeds from equity issued by subsidiaries to                                    |      |                      |   |
| non-controlling interests   | 31   | 5,385,620,000        | 8,348,000,000                           |
| Proceeds from borrowings  | 33   | 9,701,073,509,027    | 11,668,865,440,941                      |
| Payments to settle loan principals Payments of dividends to equity holders of the | 34   | (10,246,065,648,714) | (11,367,607,146,232)                    |
| Company   | 36   | (24,976,979,025)     | (37,451,236,350)                        |
| Payments of dividends by subsidiaries to non-                                     |      |                      | (=,,,,=,,==,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
| controlling interests   | 36   | (51,020,720,000)     | (71,207,155,752)                        |
| Net cash flows from financing activities  | 40   | (615,604,218,712)    | 200,947,902,607                         |
| Net cash flows during the year $(50 = 20 + 30 + 40)$                              | 50   | 209,599,825,805      | 60,668,828,505                          |
| Cash and cash equivalents at the beginning of the year                            | 60   | 328,713,933,259      | 268,045,104,754                         |
| Cash and cash equivalents at the end of the year $(70 = 50 + 60)$ (Note 5)        | 70   | 538,313,759,064      | 328,713,933,259                         |

26 March 2021

Prepared by:

Ngo Van Danh Chief Accountant Approved by:

HOP 30

Duong Cuu Long eneral Director

Form B 09 - DN/HN

(Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

These notes form an integral part of, and should be read in conjunction with, the accompanying consolidated financial statements.

## 1. Reporting entity

#### (a) Ownership structure

Saigon General Service Corporation ("the Company") was incorporated as a joint-stock company under Decision No. 3448/QD-UB issued by the Ho Chi Minh City People's Committee on 9 July 2004 and amended by Decision No. 3449/QD-UB on the same day.

The consolidated financial statements of the Company for the year ended 31 December 2020 comprise the Company and its subsidiaries (together referred to as "the Group") and the Group's interest in associates.

The Company's shares have been listed on the Ho Chi Minh Stock Exchange since 2009 with the ticker symbol SVC.

#### (b) Principal activities

The principal activities of the Company are:

- Services and trading: trading, distribution, repair and maintenance of cars, motorbikes and spare parts; trading jewelries, construction materials; providing hotel and restaurant services;
- Real estate: trading real estate, land use rights; leasing warehouses, office, commercial centres; investing, developing real estate projects such as office buildings, apartments, villas and high-class resorts; and
- Financial services: investing in subsidiaries, associates and in shares of other entities operating in trading and services, real estate and infrastructures.

#### (c) Normal operating cycle

The normal operating cycle of the Group is generally within 12 months.

#### (d) Group structure

As at 31 December 2020, the Group had 3,107 employees (1 January 2020: 3,161 employees).

As at 31 December 2020, the Group had 29 subsidiaries and 19 associates (1/1/2020: 28 subsidiaries and 16 associates), detailed as follows:

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Percentage of

| Number     | Name   | Principal activity  | Address   | equity own<br>voting r<br>31/12/2020 | •      |
|------------|--|---|---|--------------------------------------|--------|
| Direct sub | osidiaries   |   |   |                                      |        |
| 1          | Saigon Automobile Service<br>Joint Stock Company       | Trading FORD cars and spare parts, providing maintenance services.  | 61A Cao Thang Street, Ward 3, District 3, Ho Chi Minh City, Vietnam                                 | 52.05%                               | 52.05% |
| 2          | Saigon Star Corporation (i)                            | Trading SUZUKI and HONDA automobile and motorbikes and spare parts, providing maintenance services.   | 510 National Highway 13, Hiep Binh<br>Phuoc Ward, Thu Duc District, Ho Chi<br>Minh City, Vietnam    | 56.98%                               | 56.80% |
| 3          | OtoS Joint Stock Company (otos.vn)                     | Providing e-commerce services; advertising services; trading cars and spare parts; providing software publishment and other services related to information technology.   | 68 Nam Ky Khoi Nghia Street, Nguyen<br>Thai Binh Ward, District 1, Ho Chi Minh<br>City, Vietnam     | 80.86%                               | 80.86% |
| 4          | Saigon North West<br>Automobile Joint Stock<br>Company | Trading ISUZU trucks and spare parts; providing maintenance services.   | 43/7A Xuan Thoi Dong 2 Area, Xuan<br>Thoi Dong Ward, Hoc Mon District, Ho<br>Chi Minh City, Vietnam | 99.90%                               | 99.90% |
| 5          | Savico Hanoi Corporation                               | Operating business centre; trading real estate and trading and maintaining automobile.  | 7 – 9 Nguyen Van Linh Street, Long<br>Bien Ward, Ha Noi City, Vietnam                               | 70.00%                               | 70.00% |
| 6          | Toyota Giai Phong Joint<br>Venture Company (ii)        | Trading TOYOTA cars and spare parts, providing maintenance services.  | 807 Giai Phong Street, Giap Bat Ward,<br>Hoang Mai District, Hanoi City,<br>Vietnam                 | 64.00%                               | 51.00% |
| 7          | Savico Da Nang Corporation                             | Trading real estate; providing workshops and office rental services; providing consulting and real estate brokerage services; trading automobile and spare parts and providing maintenance and repairing service. | 66 Vo Van Tan Street, Chinh Gian<br>Ward, Thanh Khe District, Da Nang<br>City, Vietnam              | 70.00%                               | 70.00% |

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|        |  |   |   | Percent<br>equity own<br>voting r | ership and<br>ights at |
|--------|--|---|---|-----------------------------------|------------------------|
| Number | Name   | Principal activity  | Address   | 31/12/2020                        | 1/1/2020               |
| 8      | Da Nang Son Tra<br>Corporation (iii)                               | Trading real estate; providing hotel and travel services; operating restaurant. | Bai Trem, Hoang Sa Street, Tho Quang<br>Ward, Son Tra District, Da Nang City,<br>Vietnam                        | 98.28%                            | 98.00%                 |
| 9      | Vinh Thinh Vehicle And<br>Specialized Equipment<br>Company Limited | Trading HYUNDAI truck, bus and spare parts; providing maintenance services.     | Hamlet 1, Dong Tien Commune, Dong<br>Phu District, Binh Phuoc Province,<br>Vietnam                              | 55.00%                            | 55.00%                 |
| 10     | Vinh Thinh Automobile<br>Joint Stock Company                       | Trading HINO truck and spare parts; providing maintenance services.             | 5/5 Binh Giao Area, Thuan Giao Ward,<br>Thuan An Town, Binh Dương Province,<br>Vietnam                          | 90.00%                            | 90.00%                 |
| 11     | Saigon Service Trading<br>Limited Company                          | Trading YAMAHA motorbikes and spare parts, providing maintenance services.      | 164 – 166C, 3/2 Street, Hung Loi Ward,<br>Ninh Kieu District, Can Tho City,<br>Vietnam                          | 88.12%                            | 88.12%                 |
| 12     | Toyota Can Tho Company<br>Limited (iv)                             | Trading TOYOTA cars and spare parts, providing maintenance services.            | K2-0, Vo Nguyen Giap Street, Thanh<br>Thuan Area, Phu Thu Ward, Cai Rang<br>District, Can Tho City, Vietnam     | 64.00%                            | 51.00%                 |
| 13     | Saigon Cuu Long<br>Automobile Corporation                          | Trading GM, VINFAST cars and spare parts; providing maintenance services.       | 274 30/4 Street, Hung Loi Ward, Ninh<br>Kiều District, Can Tho City, Vietnam                                    | 84.17%                            | 84.17%                 |
| 14     | Nam Song Hau Automobile<br>Joint Stock Company                     | Trading HONDA cars and spare parts; providing maintenance services.             | Block E1-1, Vo Nguyen Giap Street,<br>Thanh Loi Area, Phu Thu Ward, Cai<br>Rang District, Can Tho City, Vietnam | 51.00%                            | 51.00%                 |

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Percentage of

| Number                | Name   | Principal activity  | Address  | equity own<br>voting r<br>31/12/2020 | -       |
|-----------------------|--|---|--|--------------------------------------|---------|
| Indirect subsidiaries |  |   |  |                                      |         |
| 15                    | Ben Thanh Automobile<br>Corporation                | Trading FORD cars and spare parts, providing maintenance services.        | 831 Truong Chinh Street, Tay Thanh<br>Ward, Tan Phu District, Ho Chi Minh<br>City, Vietnam       | 52.00%                               | 52.00%  |
| 16                    | Can Tho Automobile<br>Corporation                  | Trading FORD cars and spare parts, providing maintenance services.        | 11 Vo Nguyen Giap Street, Phu Thu<br>Ward, Cai Rang District, Can Tho City,<br>Vietnam           | 90.25%                               | 90.25%  |
| 17                    | FX Auto Company Limited (v)                        | Trading FORD cars and spare parts, providing maintenance services.        | 33/14 Nguyen Canh Chan Street, Cau<br>Kho Ward, District 1, Ho Chi Minh City                     | 60.00%                               | -       |
| 18                    | Saigon Far East Service<br>Trading Company Limited | Trading HONDA motorbikes and spare parts, providing maintenance services. | 673 Huynh Tan Phat Street, Tan Thuan<br>Dong Ward, District 7, Ho Chi Minh<br>City, Vietnam      | 100.00%                              | 100.00% |
| 19                    | Saigon Southern Company<br>Limited (vi)            | Trading VEAM trucks and spare parts, providing maintenance services.      | 510 National Highway 13, Hiep Binh<br>Phuoc Ward, Thu Duc District,<br>Ho Chi Minh City, Vietnam | -                                    | 100.00% |
| 20                    | Toyota Long Bien Company<br>Limited                | Trading TOYOTA cars and spare parts, providing maintenance services.      | 7 – 9 Nguyen Van Linh Street, Long<br>Bien Ward, Ha Noi City, Vietnam                            | 51.00%                               | 51.00%  |
| 21                    | Toyota Hai Duong Company<br>Limited                | Trading TOYOTA cars and spare parts, providing maintenance services.      | 1 Ngo Quyen Street, Cam Thuong Ward,<br>Hai Duong City, Vietnam                                  | 51.00%                               | 51.00%  |

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Percentage of

|        |   |   |   | equity own<br>voting r |          |
|--------|---|---|---|------------------------|----------|
| Number | Name  | Principal activity  | Address   | 31/12/2020             | 1/1/2020 |
| 22     | Toyota Chi Linh Company<br>Limited (v)                      | Trading Toyota cars and spare parts, providing maintenance services.  | Dong Trai Sen Area, Van An Ward, Chi<br>Linh City, Hai Duong Province, Vietnam                    | 51.00%                 | -        |
| 23     | Hai Duong Auto Investment<br>and Service Company<br>Limited | Trading FORD cars and spare parts, providing maintenance services.    | 118 An Dinh Street, Binh Han Ward, Hai<br>Duong City, Viet Nam                                    | 51.00%                 | 51.00%   |
| 24     | Han River Automobile<br>Corporation                         | Trading HYUNDAI cars and spare parts, providing maintenance services. | 76 Duy Tan Street, Hoa Thuan Tay<br>Ward, Hai Chau District, Da Nang City,<br>Vietnam             | 51.00%                 | 51.00%   |
| 25     | Binh Dinh Automobile<br>Corporation                         | Trading HYUNDAI cars and spare parts, providing maintenance services. | 359 Tay Son Street, Quang Trung Ward,<br>Quy Nhon City, Binh Dinh Province,<br>Vietnam            | 51.00%                 | 51.00%   |
| 26     | Hung Thinh Automobile<br>Joint Stock Company                | Trading HYUNDAI cars and spare parts, providing maintenance services. | Lot 02, 1A National Highway, Qua<br>Giang, Hoa Phuoc, Hoa Vang District,<br>Da Nang City, Vietnam | 55.00%                 | 55.00%   |
| 27     | Gia Lai Automobile One<br>Member Limited Company            | Trading HUYNDAI cars and spare parts, providing maintenance services. | 278 Le Duan, Thang Loi Ward, Pleiku,<br>Gia Lai Province, Vietnam                                 | 100.00%                | 100.00%  |
| 28     | Kon Tum Automobile Joint<br>Stock Company                   | Trading HYUNDAI cars and spare parts, providing maintenance services. | 377A Phan Dinh Phung Street, Duy Tan<br>Ward, Kon Tum Province, Vietnam                           | 99.10%                 | 99.10%   |
| 29     | Son Tra Automobile Limited Company                          | Trading HYUNDAI cars and spare parts, providing maintenance services. | 286 Pham Hung Street, Hoa Phuoc, Hoa<br>Vang District, Da Nang City, Vietnam                      | 100.00%                | 100.00%  |

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| Number      | Name   | Principal activity  | Address   | Percent<br>equity own<br>voting ri<br>31/12/2020 | ership and |
|-------------|--|---|---|--|------------|
| Nullibei    | Name   | Timespar activity   | Address   | 31/12/2020                                       | 1/1/2020   |
| 30          | Dai Thinh Automobile Joint<br>Stock Company                      | Trading ISUZU cars and spare parts, providing maintenance services.                             | Highway 1A, Hoa Phuoc, Hoa Vang<br>District, Da Nang City, Vietnam  | 80.00%   | 80.00%     |
| Direct asso | ociates  |   |   |  |            |
| 1           | Toyota East Saigon Joint<br>Stock Company                        | Trading TOYOTA cars and spare parts, providing maintenance services.                            | 507 Ha Noi Highway, District 2, Ho Chi<br>Minh City, Vietnam  | 30.30%   | 30.30%     |
| 2           | Binh Duong New City<br>Automobile Service Joint<br>Stock Company | Trading FORD cars and spare parts, providing maintenance services.                              | Lot C13, Hung Vuong Street, Lien Hop<br>Area, Hoa Phu Ward, Thu Dau Mot City,<br>Binh Duong Province, Vietnam | 38.51%   | 38.51%     |
| 3           | South West Star Automobile<br>Joint Stock Company                | Trading HYUNDAI cars and spare parts; providing maintenance services.                           | 91 Cach Mang Thang Tam Street, An<br>Thoi Ward, Binh Thuy District, Can Tho<br>City, Vietnam                  | 43.80%   | 43.80%     |
| 4           | Toyota Ly Thuong Kiet<br>Company Limited                         | Trading TOYOTA cars and spare parts, providing maintenance services, non-life insurance agency. | 188 Le Trong Tan, Tay Thanh Ward,<br>Tan Phu District, Ho Chi Minh City,<br>Vietnam                           | 35.00%   | 35.00%     |
| 5           | Bac Au Automobile Joint<br>Stock Company                         | Trading VOLVO cars and spare parts, providing maintenance services.                             | 340A Nguyen Van Linh, Binh Thuan<br>Ward, District 7, Ho Chi Minh City,<br>Vietnam                            | 39.81%   | 39.81%     |

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| Number     | Name  | Principal activity   | Address   | Percent<br>equity own<br>voting r<br>31/12/2020 | ership and |
|------------|---|--|---|---|------------|
| Number     | Name  | Finicipal activity   | Address   | 31/12/2020                                      | 1/1/2020   |
| 6          | Savico Investment Joint<br>Stock Company                                | Trading real estate; providing property consultancy, brokerage, auction; providing services on market study, surveys of public opinion; providing architecture and related technology consultancy; providing specialised design and construction services. | 66-68 Nam Ky Khoi Nghia Street,<br>Nguyen Thai Binh Ward, District 1, Ho<br>Chi Minh City, Vietnam                            | 40.00%  | 40.00%     |
| 7          | Lam Dong Automobile<br>Company Limited                                  | Trading cars and spare parts, providing maintenance services.  | 71 Phu Dong Thien Vuong, Ward 8, Da<br>Lat City, Lam Dong Province, Vietnam   | 50.00%  | -          |
| Indirect a | ssociates   |  |   |   |            |
| 8          | Dana Joint Stock Company  | Trading FORD cars and spare parts, providing maintenance services.   | 56 Dien Bien Phu Street, Thanh Khe<br>Ward, Da Nang City, Vietnam   | 40.27%  | 40.27%     |
| 9          | South Saigon Automobile<br>Service Commercial<br>Investment Joint Stock | Trading GM, VINFAST cars and spare parts, providing maintenance services.  | 1489 Nguyen Van Linh, Tan Phong<br>Ward, District 7, Ho Chi Minh City,<br>Vietnam   | 30.00%  | 30.00%     |
| 10         | Bac Au Hanoi Automobile<br>Limited Company                              | Trading VOLVO cars and spare parts, providing maintenance services.  | 9 Nguyen Van Linh, Gia Thuy Ward,<br>Long Bien District, Hanoi City, Vietnam  | 25.00%  | 25.00%     |
| 11         | Binh Thuan Automotive<br>Service Joint Stock<br>Company                 | Trading FORD cars and spare parts, providing maintenance services.   | Lot 4/3, Street No.4, Phan Thiet 1<br>Industrial Zone, Phong Nam Commune,<br>Phan Thiet City, Binh Thuan Province,<br>Vietnam | 50.00%  | 50.00%     |

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Percentage of

| Number | Name   | Principal activity   | Address   | equity ownership and<br>voting rights at<br>31/12/2020 1/1/2020 |        |  |
|--------|--|--|---|---|--------|--|
| 12     | Ben Thanh Tay Ninh<br>Automobile Corporation                                       | Trading FORD cars and spare parts, providing maintenance services.       | Highway 22B, Hiep Truong Hamlet,<br>Hiep Tan Commune, Hoa Thanh District,<br>Tay Ninh Province, Vietnam | 50.00%  | 50.00% |  |
| 13     | Da Nang Automobile<br>Company Limited  | Trading MITSUBISHI cars and spare parts, providing maintenance services. | No.2 Nguyen Huu Tho Street, Hoa<br>Thuan Tay Ward, Hai Chau District, Da<br>Nang City, Vietnam          | 50.00%  | 50.00% |  |
| 14     | Savico Quang Nam<br>Company Limited  | Trading MITSUBISHI cars and spare parts, providing maintenance services. | 1A Highway, Van Long Hamlet, Tam<br>Dan Commune, Phu Ninh District,<br>Quang Nam Province, Vienam       | 50.00%  | 50.00% |  |
| 15     | Sai Gon Auto Gia Dinh<br>Service Company Limited                                   | Trading FORD cars and spare parts, providing maintenance services.       | 1A Highway, Thanh Xuan Ward, District 12, Ho Chi Minh City, Vienam                                      | 35.00%  | 35.00% |  |
| 16     | Star Hyundai Automobile<br>Joint Stock Company                                     | Trading HYUNDAI cars and spare parts, providing maintenance services.    | 184C/1, 1A Town, An Phu Ward, Thuan<br>An District, Binh Duong Province,<br>Vienam                      | 49.00%  | 49.00% |  |
| 17     | Sai Gon Phu Lam<br>Automobile Investment<br>Trading Service Joint Stock<br>Company | Trading HYUNDAI cars and spare parts, providing maintenance services.    | D6/28 National Highway 1A, Town 4,<br>Tan Tuc Ward, Binh Chanh District, Ho<br>Chi Minh City, Vienam    | 50.00%  | 50.00% |  |
| 18     | Sai Gon Tay Ninh<br>Automobile Corporation<br>(vi)                                 | Trading MITSUBISHI cars and spare parts, providing maintenance services. | 86 National Highway 96B, Hiep Hoa,<br>Hiep Tan Ward, Hoa Thanh Town, Tay<br>Ninh Province, Vienam       | 25.00%  | -      |  |

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|        |  |   |  | equity own<br>voting r | _        |
|--------|--|---|--|------------------------|----------|
| Number | Name   | Principal activity  | Address  | 31/12/2020             | 1/1/2020 |
| 19     | Au Viet Automobile Joint<br>Stock Company (vi) | Trading VOLVO cars and spare parts, providing maintenance services. | 2 Nguyen Huu Tho, Hoa Thuan Tay<br>Ward, Hai Chau District, Da Nang City | 20.00%                 | -        |

- (i) On 27 July 2020, the Group acquired 401,438 shares of this subsidiary with total cash consideration of VND4,014 million and the equity ownership increased from 56.8% to 56.98%.
- (ii) On 17 August 2020, the Group acquired capital of this subsidiary with total cash consideration of VND20,410 million and the equity ownership increased from 51% to 64% (Note 22).
- (iii) On 24 August 2020, the Group acquired 1,100,000 shares of this subsidiary with total cash consideration of VND11,000 million and the equity ownership increased from 98% to 98.28%.
- (iv) On 17 August 2020, the Group acquired capital of this subsidiary with total cash consideration of VND22,620 million and the equity ownership increased from 51% to 64% (Note 22).
- (v) These company were established during the year ended 31 December 2020.
- (vi) On 15 August 2020, the Members' Council of this subsidiary decided to liquidate the company. The liquidation was completed during the year.

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## 2. Basis of preparation

#### (a) Statement of compliance

The consolidated financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting.

#### (b) Basis of measurement

The consolidated financial statements, except for the consolidated statement of cash flows, are prepared on the accrual basis using the historical cost concept. The consolidated statement of cash flows is prepared using the indirect method.

#### (c) Annual accounting period

The annual accounting period of the Group is from 1 January to 31 December.

#### (d) Accounting and presentation currency

The Company's accounting currency is Vietnam Dong ("VND"), which is also the currency used for financial statements presentation purpose.

## 3. Summary of significant accounting policies

The following significant accounting policies have been adopted by the Group in the preparation of these consolidated financial statements.

#### (a) Basis of consolidation

#### (i) Subsidiaries

Subsidiaries are entities controlled by the Group. The financial statements of the subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

#### (ii) Non-controlling interests

Non-controlling interests ("NCI") are measured at their proportionate share of the acquiree's identifiable net assets at date of acquisition.

Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as transactions with owners. The difference between the change in the Group's share of net assets of the subsidiary and any consideration paid or received is recorded directly in retained profits under equity.

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#### (iii) Loss of control

When the Group losses control over a subsidiary, it derecognises the assets and liabilities of the subsidiary, and any related NCI and other components of equity. Any resulting gain or loss is recognised in the consolidated statement of income. Any interest retained in the former subsidiary when control is lost is stated at the carrying amount of the retained investments in the separate financial statements adjusted for appropriate shares of changes in equity of the investee since the acquisition date, if significant influence in the investee is maintained, or otherwise stated at cost.

#### (iv) Associates

Associates are those entities in which the Group has significant influence, but not control, over the financial and operating policies. Associates are accounted for using the equity method (equity accounted investees). They are initially recognised at cost, which includes transaction costs. Subsequent to initial recognition, the consolidated financial statements include the Group's share of the profit or loss of the equity accounted investees, after adjustments to align the accounting policies with those of the Group, from the date that significant influence commences until the date that significant influence ceases. The carrying amount of investments in equity accounted investees is also adjusted for the alterations in the investor's proportionate interest in the investees arising from changes in the investee's equity that have not been included in the income statement (such as revaluation of fixed assets, or foreign exchange translation differences, etc.).

When the Group's share of losses exceeds its interest in an equity accounted investee, the carrying amount of that interest (including any long-term investments) is reduced to nil and the recognition of further losses is discontinued except to the extent that the Group has an obligation or has made payments on behalf of the investee.

#### (v) Transactions eliminated on consolidation

Intra-group transactions, balances and any unrealised income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements. Unrealised gains and losses arising from transactions with associates are eliminated against the investments to the extent of the Group's interest in the associate.

#### (b) Foreign currency transactions

Transactions in currencies other than VND during the year have been translated into VND at rates approximating actual rates of exchange ruling at the transaction dates.

Monetary assets and liabilities denominated in currencies other than VND are translated into VND at the average of account transfer buying rate and account transfer selling rate at the end of the annual accounting period quoted by the commercial bank where the Company or its subsidiaries most frequently conducts transactions.

All foreign exchange differences are recorded in the consolidated statement of income.

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#### (c) Cash and cash equivalents

Cash comprises cash balances and call deposits. Cash equivalents are short-term highly liquid investments that are readily convertible to known amounts of cash, are subject to an insignificant risk of changes in value, and are held for the purpose of meeting short-term cash commitments rather than for investment or other purposes.

#### (d) Investments

#### (i) Trading securities

Trading securities are those held by the Group for trading purpose i.e. purchased for resale with the aim of making profits. Trading securities are initially recognised at cost which include purchase price plus any directly attributable transaction costs. Subsequent to initial recognition, they are measured at cost less allowance for diminution in value. An allowance is made for diminution in value of trading securities if market price of the securities item falls below its carrying amount. For listed securities, market value of the securities is determined by reference to the closing price on the stock exchanges of the most recent trading day to the reporting date. For unlisted securities, an allowance is made for diminution in investment value if the investee has suffered a loss and the allowance equals the deficit between the cost of investments and the Group's share of the investee's equity at the reporting date. The allowance is reversed if the market price subsequently increases after the allowance was recognized or if the investee subsequently made a profit that offsets the previous loss for which the allowance had been made. An allowance is reversed only to the extent that the securities' carrying amount does not exceed the carrying amount that has been determined if no allowance had been recognised.

#### (ii) Held-to-maturity investments

Held-to-maturity investments are those that the Group's management has intention and ability to hold until maturity. Held-to-maturity investments comprise term deposits at banks and loans receivable held-to-maturity. These investments are stated at cost less allowance for doubtful debts.

#### (iii) Investments in equity instruments of other entities

Investments in equity instruments of other entities are initially recognised at cost which include purchase price plus any directly attributable transaction costs. Subsequent to initial recognition, these investments are stated at cost less allowance for diminution in value. An allowance is made for diminution in investment values if the investee has suffered a loss. The allowance is reversed if the investee subsequently made a profit that offsets the previous loss for which the allowance had been made. An allowance is reversed only to the extent that the investment's carrying amount does not exceed the carrying amount that has been determined if no allowance had been recognised.

#### (e) Accounts receivable

Trade and other receivables are stated at cost less allowance for doubtful debts.

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#### (f) Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined on a specific identification basis for real estate projects, cars, motorbikes and weighted average basis for other inventories and includes all costs incurred in bringing the inventories to their present location and condition. Cost of real estate projects include land use rights, land development costs and construction costs. Net realisable value is the estimated selling price of inventory items, less the estimated costs of completion and selling expenses.

The Group applies the perpetual method of accounting for inventories.

#### (g) Tangible fixed assets

#### (i) Cost

Tangible fixed assets are stated at cost less accumulated depreciation. The initial cost of a tangible fixed asset comprises its purchase price, including import duties, non-refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition for its intended use. Expenditure incurred after tangible fixed assets have been put into operation, such as repair, maintenance and overhaul cost, is charged to the consolidated statement of income in the year in which the cost is incurred. In situations where it can be clearly demonstrated that the expenditure has resulted in an increase in the future economic benefits expected to be obtained from the use of tangible fixed assets beyond their originally assessed standard of performance, the expenditure is capitalised as an additional cost of tangible fixed assets.

#### (ii) Depreciation

Depreciation is computed on a straight-line basis over the estimated useful lives of tangible fixed assets. The estimated useful lives are as follows:

| • | buildings and structures | 6 – 42 years |
|---|--------------------------|--------------|
| • | machinery and equipment  | 4-8 years    |
| • | office equipment         | 2-10 years   |
| • | motor vehicles           | 5-6 years    |
| • | others                   | 3-5 years    |

#### (h) Intangible fixed assets

### (i) Land use rights

Land use rights comprise:

- those granted by the State for which land use payments are collected;
- those acquired in a legitimate transfer; and
- rights to use leased land obtained before the effective date of Land Law (2003) for which payments have been made in advance for more than 5 years and supported by land use right certificate issued by competent authority.

Land use rights with indefinite period of use are stated at cost and not amortised. Land use rights with definite period of use are stated at cost less accumulated amortisation. The initial cost of land use rights comprises its purchase price and any directly attributable costs incurred in conjunction with securing the land use rights. Amortisation is computed on a straight-line basis over 20 to 50 years.

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## (ii) Software

Cost of acquiring new software, which is not an integral part of the related hardware, is capitalised and treated as an intangible asset. Software cost is amortised on a straight-line basis over 3 to 4 years.

#### (i) Investment property held to earn rental

#### (i) Cost

Investment property held to earn rental is stated at cost less accumulated depreciation. The initial cost of an investment property held to earn rental comprises its purchase price, cost of land use rights and any directly attributable expenditure of bringing the property to the condition necessary for it to be capable of operating in the manner intended by management. Expenditure incurred after investment property held to earn rental has been put into operation, such as repairs and maintenance, is charged to the consolidated statement of income in the year in which the expenditure is incurred. In situations where it can be clearly demonstrated that the expenditure has resulted in future economic benefits in excess of the originally assessed standard of performance of the existing investment property held to earn rental, the expenditure is capitalised as an additional cost of the investment property.

#### (ii) Depreciation

Land use rights with indefinite period of use are stated at cost and not amortised. Land use rights with definite period of use are stated at cost less accumulated depreciation. Depreciation is computed on a straight-line basis over the estimated useful lives of investment property. The estimated useful lives are as follows:

land use rights
 buildings and structures
 18 – 50 years
 5 – 45 years

#### (j) Construction in progress

Real estate projects that are being constructed or developed for future mixed use as fixed assets, investment property and property for sale (inventories) are classified as construction in progress and stated at cost, until construction or development is completed or costs can be measured reliably, at which time they are reclassified and subsequently accounted for as fixed assets, investment property or inventories, as described in respective notes.

All costs directly associated with the purchase and development of a project, costs incurred in conjunction with securing the leasehold land use rights, and all subsequent expenditure for the development qualifying as acquisition costs are capitalised.

Borrowing costs are capitalised if they are directly attributable to the acquisition, construction or production of a qualifying asset. Capitalisation of borrowing costs commences when the activities to prepare the asset are in progress and expenditure and borrowing costs are being incurred. Capitalisation of borrowing costs may continue until the assets are substantially ready for their intended use. Capitalisation is suspended when construction or production activities of qualifying assets are suspended. The capitalisation rate is arrived at by reference to the actual rate payable on borrowings for development purposes or, with regard to that part of the development cost financed out of general funds, to the average rate.

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#### (k) Business cooperation contracts

The Group recognises the capital contributions from other counterparties in the business cooperation contracts as other payables and the capital contributions of the Group in business cooperation contracts with other counterparties as other receivables. For product sharing and profit sharing contracts in which the Group does not control the projects, income derived from these contracts is recognised in the consolidated statement of income in accordance with the contractual agreements between parties.

#### (l) Long-term prepaid expenses

#### (i) Prepaid land costs

Prepaid land costs comprise prepaid land lease rentals, including those for which the Group obtained land use rights certificate but are not qualified as intangible fixed assets under Circular No. 45/2013/TT-BTC dated 25 April 2013 of the Ministry of Finance providing guidance on management, use and depreciation of fixed assets, and other costs incurred in conjunction with securing the use of leased land. These costs are recognised in the consolidated statement of income on a straight-line basis over the term of the lease of 20 years.

#### (ii) Tools and instruments

Tools and instruments held for use by the Group in the normal course of business whose costs of individual items are less than VND30 million and therefore not qualified for recognition as fixed assets under prevailing regulation. Cost of tools and supplies are amortised on a straight-line basis over a period ranging from 2 to 3 years.

#### (iii) Other prepaid expenses

Other prepaid expenses mainly include renovation expenses which are stated at cost and are amortised on a straight-line basis over a period ranging from 2 to 3 years.

#### (m) Trade and other payables

Trade and other payables are stated at their cost.

#### (n) Provisions

A provision is recognised if, as a result of a past event, the Group has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability.

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#### (o) Share capital

#### (i) Ordinary shares

Ordinary shares are stated at par value. Excess of cash receipt from share issues over par value is recorded as share premium. Incremental costs directly attributable to the issue of shares, net of tax effects, are recognised as a deduction from share premium.

#### (ii) Repurchase and reissue of ordinary shares (treasury shares)

When shares recognised as equity are repurchased, the amount of the consideration paid, which includes directly attributable costs, net of tax effects, is recognised as a reduction from equity. Repurchased shares are classified as treasury shares under equity. When treasury shares are sold for reissue subsequently, cost of the reissued shares is determined on a weighted average basis. Any difference between the amount received and the cost of the shares reissued is presented within share premium.

#### (p) Equity funds

Allocations to equity funds from retained profits are made annually based on percentage decided by the shareholders in Annual General Shareholders' meeting.

#### (q) Taxation

Income tax on the consolidated profit or loss for the year comprises current and deferred tax. Income tax is recognised in the consolidated statement of income except to the extent that it relates to items recognised directly to equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted at the end of the annual accounting period, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided using the balance sheet method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amounts of assets and liabilities using tax rates enacted or substantively enacted at the end of the annual accounting period.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

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#### (r) Revenue

### (i) Sales of properties

Revenue from transfer of land use rights and sale of standard-designed houses which do not require significant customisation for each customer is recognised in the consolidated statement of income when significant risks and rewards of ownership have been transferred to the buyer. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due or possible return of properties. Transfer of significant risks and rewards is determined to be at the time of sale or completion of the property, whichever is later.

#### (ii) Sales of merchandise goods

Revenue from the sales of merchandise goods is recognised in the consolidated statement of income when significant risks and rewards of ownership have been transferred to the buyer. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due or possible return of goods. Revenue on sales of goods is recognised at the net amount after deducting sales discounts stated on the invoice.

#### (iii) Services rendered

Services mainly consist of repair and maintenance for cars and motorbikes. Revenue from services rendered is recognised in the consolidated statement of income in proportion to the stage of completion of the transaction at the end of the annual accounting period. The stage of completion is assessed by reference to surveys of work performed. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due.

#### (iv) Rental income

Rental income from leased property under operating lease arrangements is recognised in the consolidated statement of income on a straight-line basis over the term of the lease. Lease incentives granted are recognised as an integral part of the total rental income.

#### (s) Financial income

#### (i) Interest income

Interest income is recognised on a time proportion basis with reference to the principal outstanding and the applicable interest rate.

#### (ii) Income from trading of securities

Income from securities trading activities is recognised in the consolidated statement of income upon receipt of order matching report of securities trading transactions from Vietnam Securities Depository (for listed securities) or the completion of the agreement on transfer of assets (for non-listed securities).

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#### (iii) Dividend income

Dividends income is recognised when the right to receive dividends is established. Share dividends are not recognised as income. Dividends received which are attributable to the period before investment acquisition date are deducted from the carrying amount of the investment.

#### (t) Leases

#### (i) Lease assets

Leases in terms of which the Group, as lessee, assumes substantially all the risks and rewards of ownership are classified as finance leases.

Assets held under other leases are classified as operating leases and are not recognised in the Group's consolidated balance sheet.

#### (ii) Lease payments

Payments made under operating leases are recognised in the consolidated statement of income on a straightline basis over the term of the lease. Lease incentives received are recognised in the consolidated statement of income as an integral part of the total lease expense, over the term of the lease.

#### (u) Borrowing costs

Borrowing costs are recognised as an expense in the year in which they are incurred, except where the borrowing costs relate to borrowings in respect of the construction of qualifying assets, in which case the borrowing costs incurred during the year of construction are capitalised as part of the cost of the assets concerned.

## (v) Earnings per share

The Group presents basic and diluted earnings per share (EPS) for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to the ordinary shareholders (after deducting any amounts appropriated to bonus and welfare fund and Board of Management and Supervisory Board fee fund for the annual accounting period) of the Company by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to the ordinary shareholders and the weighted average number of ordinary shares outstanding for the effect of all dilutive potential ordinary shares, if any.

## (w) Segment reporting

A segment is a distinguishable component of the Group that is engaged either in providing related products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. The Group's primary format for segment reporting is based on business segments. The Group operates in a single geographical segment, which is Vietnam.

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#### (x) Related parties

Parties are considered to be related to the Group if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions, or where the Group and the other party are subject to common control or significant influence. Related parties may be individuals or corporate entities and include close family members of any individual considered to be a related party.

#### (y) Comparative information

Comparative information in these consolidated financial statements is presented as corresponding figures. Under this method, comparative information for the prior year are included as an integral part of the current period financial statements and are intended to be read only in relation to the amounts and other disclosures relating to the current year. Accordingly, the comparative information included in these consolidated financial statements is not intended to present the Group's consolidated financial position, results of operation or cash flows for the prior year.

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## 4. Segment reporting

For the years ended 31 December 2020 and 2019

|   | Services and trading                  |                                       | Real estate                       |                                   | Financial s   |               | Total                                 |                                       |  |
|---|---------------------------------------|---------------------------------------|-----------------------------------|-----------------------------------|---------------|---------------|---------------------------------------|---------------------------------------|--|
|   | 2020<br>VND                           | 2019<br>VND                           | 2020<br>VND                       | 2019<br>VND                       | 2020<br>VND   | 2019<br>VND   | 2020<br>VND                           | 2019<br>VND                           |  |
| Segment revenue Segment other income Direct and attributable cost | 15,880,461,941,077<br>204,644,107,605 | 18,044,575,575,404<br>209,569,473,474 | 203,421,287,494<br>12,530,128,076 | 221,730,896,398<br>12,100,449,290 | 209,632,056   | 1,399,129,975 | 16,083,883,228,571<br>217,383,867,737 | 18,266,306,471,802<br>223,069,052,739 |  |
| of sales to segments Direct and attributable other                | (15,074,934,732,194)                  | (17,121,406,996,637)                  | (85,767,954,964)                  | (92,431,528,496)                  | -             | -             | (15,160,702,687,158)                  | (17,213,838,525,133)                  |  |
| expenses to segments  | (813,861,689,142)                     | (939,727,868,131)                     | (81,370,001,115)                  | (80,892,187,061)                  | (972,454,879) | (828,956,552) | (896,204,145,136)                     | (1,021,449,011,744)                   |  |
| Segment profit  | 196,309,627,346                       | 193,010,184,110                       | 48,813,459,491                    | 60,507,630,131                    | (762,822,823) | 570,173,423   | 244,360,264,014                       | 254,087,987,664                       |  |
| Un-allocated income   |                                       |                                       |                                   |                                   |               |               | 17,757,650,147                        | 23,780,858,670                        |  |
| Un-allocated expenses<br>Income tax                               |                                       |                                       |                                   |                                   |               |               | (3,688,576,990)<br>(33,546,831,797)   | (3,083,648,854)<br>(41,453,090,754)   |  |
|   |                                       |                                       |                                   |                                   |               |               | 224,882,505,374                       | 233,332,106,726                       |  |
|   | Services an                           | 0                                     | Real e                            |                                   | Financial s   |               | Tot                                   | ···-                                  |  |
|   | 2020<br>VND                           | 2019<br>VND                           | 2020<br>VND                       | 2019<br>VND                       | 2020<br>VND   | 2019<br>VND   | 2020<br>VND                           | 2019<br>VND                           |  |
| Depreciation and amortisation                                     | 64,809,198,818<br>(1,238,336,083)     | 65,753,817,340<br>(3,074,513,516)     | 24,106,679,904                    | 24,122,961,246                    | (371,214,659) | 2,835,000,000 | 88,915,878,722<br>(1,609,550,742)     | 89,876,778,586<br>(239,513,516)       |  |
| Allowances and provisions Capital expenditure                     | 48,520,727,222                        | 94,657,709,356                        | 41,478,522,770                    | 76,563,677,951                    | (371,214,039) | -             | 89,999,249,992                        | 171,221,387,307                       |  |

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|  | Services and trading                 |                                      | Real estate                          |                                      | Financia                      | al services                  | Total                                  |                   |  |
|--|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|-------------------------------|------------------------------|--|-------------------|--|
|  | 31/12/2020<br>VND                    | 1/1/2020<br>VND                      | 31/12/2020<br>VND                    | 1/1/2020<br>VND                      | 31/12/2020<br>VND             | 1/1/2020<br>VND              | 31/12/2020<br>VND                      | 1/1/2020<br>VND   |  |
| Assets   | 1 760 295 940 221                    | 2 265 622 047 026                    | 190 449 120 167                      | 226 974 124 201                      | 27 600 070 000                | 22 160 570 402               | 1 007 522 040 200                      | 2.515.665.750.010 |  |
| Segment current assets Segment non-current assets Segment un-allocated | 1,760,385,840,321<br>837,275,270,313 | 2,265,622,047,026<br>774,632,487,187 | 189,448,120,167<br>1,430,918,676,594 | 226,874,124,391<br>1,431,476,184,542 | 37,699,979,900<br>114,930,621 | 23,169,579,493<br>98,168,655 | 1,987,533,940,388<br>2,268,308,877,528 |                   |  |
| assets   | -                                    | -                                    | -                                    | -                                    | -                             | -                            | 4,739,405,953                          | 6,164,002,639     |  |
|  | 2,597,661,110,634                    | 3,040,254,534,213                    | 1,620,366,796,761                    | 1,658,350,308,933                    | 37,814,910,521                | 23,267,748,148               | 4,260,582,223,869                      | 4,728,036,593,933 |  |
| Liabilities Segment current liabilities                                | 1,570,224,869,841                    | 2,041,795,002,922                    | 495,377,258,724                      | 549,546,081,275                      | 828,054,507                   | 812,424,528                  | 2,066,430,183,072                      | 2,592,153,508,725 |  |
| Segment non-current liabilities  | 91,646,749,118                       | 100,771,938,373                      | 359,100,118,905                      | 395,002,556,182                      | 273,936,547                   | 297,998,648                  | 451,020,804,570                        | 496,072,493,203   |  |
|  | 1,661,871,618,959                    | 2,142,566,941,295                    | 854,477,377,629                      | 944,548,637,457                      | 1,101,991,054                 | 1,110,423,176                | 2,517,450,987,642                      | 3,088,226,001,928 |  |

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## 5. Cash and cash equivalents

|                  | 31/12/2020<br>VND | 1/1/2020<br>VND |
|------------------|-------------------|-----------------|
| Cash on hand     | 7,402,660,173     | 15,031,086,601  |
| Cash in banks    | 452,926,322,650   | 181,626,074,152 |
| Cash in transits | 4,256,657         | -               |
| Cash equivalents | 77,980,519,584    | 132,056,772,506 |
|                  | 538,313,759,064   | 328,713,933,259 |

At 31 December 2020, cash equivalents represent term deposits with original term to maturity of not more than 3 months and earn annual interest rates ranging from 2% to 6.5% (1 January 2020: 0.5% to 5.4%).

Cash equivalents at 31 December 2020 include VND5,000 million (1 January 2020: VND1,950 million) being pledged with banks as security for loans granted to the Group (Note 20).

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## 6. Investments

## (a) Trading securities

|   | Quantity                             | Cost<br>VND   | 31/12/2020<br>Allowance for<br>diminution in<br>value<br>VND                   | Fair value<br>VND        | Quantity                             | Cost<br>VND   | 1/1/2020<br>Allowance for<br>diminution in<br>value<br>VND       | Fair value<br>VND        |
|---|--------------------------------------|---|--|--------------------------|--------------------------------------|---|--|--------------------------|
| <ul> <li>Listed securities</li> <li>Ho Chi Minh City Electric Power Trading<br/>Investment Corporation</li> <li>Tien Len Steel Corporation Joint Stock<br/>Company</li> </ul>   | 1,350,000                            | 13,500,000,000<br>22,740  | (4,320,000,000)  | 9,180,000,000<br>22,740  | 1,350,000                            | 13,500,000,000<br>22,740  | (7,020,000,000)  | 6,480,000,000<br>22,740  |
| <ul> <li>Unlisted securities</li> <li>Pacific Construction Investment and<br/>Commercial Joint Stock Company</li> <li>Ben Thanh Non Nuoc Joint Stock Company</li> <li>Toan Cau Insurance Company</li> <li>Hai Phong Securities Joint Stock Company</li> </ul> | 500,000<br>900,000<br>180,000<br>812 | 14,000,000,000<br>9,000,000,000<br>6,300,000,000<br>2,052,543<br>42,802,075,283 | (9,000,000,000)<br>(2,517,741,644)<br>(5,040,000,000)<br>-<br>(20,877,741,644) | (*)<br>(*)<br>(*)<br>(*) | 500,000<br>900,000<br>180,000<br>812 | 14,000,000,000<br>9,000,000,000<br>6,300,000,000<br>2,052,543<br>42,802,075,283 | (9,000,000,000)<br>-<br>(5,040,000,000)<br>-<br>(21,060,000,000) | (*)<br>(*)<br>(*)<br>(*) |

<sup>(\*)</sup> At the reporting dates, fair values of these securities were not available.

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Movements in the allowance for diminution in value of trading securities during the year were as follows:

|  | 2020<br>VND                     | 2019<br>VND                     |
|--|---------------------------------|---------------------------------|
| Opening balance Allowance made during the year Allowance reserved during the year  | 21,060,000,000 (182,258,356)    | 18,225,000,000<br>2,835,000,000 |
| Closing balance  | 20,877,741,644                  | 21,060,000,000                  |
| Held-to-maturity investments   | 31/12/2020<br>VND               | 1/1/2020<br>VND                 |
| <ul> <li>Term deposits at banks with term to maturity of more than 3 months to 1 year</li> <li>Term deposits at banks with term to maturity of more than 1 year</li> </ul> | 28,757,190,000<br>2,200,000,000 | 17,150,000,000<br>2,000,000,000 |

Term deposits at banks at 31 December 2020 included VND15,350 million (1 January 2020: VND18,650 million) pledged with banks as security for loans granted to the Group (Note 20).

### (c) Loans receivable

**(b)** 

|  | Term             | Annual interest rate | 31/12/2020<br>VND | 1/1/2020<br>VND |
|--|------------------|----------------------|-------------------|-----------------|
| Loans receivable from an associate ■ Star Hyundai Automobile Joint Stock Company | 6 - 12<br>months | 8%                   | 9,900,000,000     | 9,900,000,000   |
| Loans receivable from other company ■ Toyota Hung Yen Co., Ltd.                  | 12 months        | 8%                   | 8,000,000,000     | -               |
|  |                  |                      | 17,900,000,000    | 9,900,000,000   |

These loans are unsecured.

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## (d) Investments in associates

|  | Cost<br>VND  | 31/12/2020<br>Cumulative share<br>of profit/(loss)<br>VND       | Carrying value<br>VND  | Cost<br>VND   | 1/1/2020<br>Cumulative<br>share<br>of profit/(loss)             | Carrying value<br>VND  |
|--|--|---|--|---|---|--|
| <ul> <li>Savico Investment Joint Stock Company</li> <li>Toyota East Saigon Joint Stock Company</li> <li>Bac Au Automobile Joint Stock Company</li> </ul>   | 64,000,000,000<br>29,106,059,000<br>19,200,000,000                 | 5,341,345,126<br>45,738,393,212<br>95,428,629,497               | 69,341,345,126<br>74,844,452,212<br>114,628,629,497                  | 64,000,000,000<br>29,106,059,000<br>19,200,000,000                  | (461,142,830)<br>49,886,924,145<br>60,997,007,597               | 63,538,857,170<br>78,992,983,145<br>80,197,007,597                   |
| <ul> <li>South West Star Automobile Joint Stock Company</li> <li>Toyota Ly Thuong Kiet Company Limited</li> <li>Sai Gon Tay Ninh Automobile Corporation</li> <li>Binh Duong New City Automobile Service Joint Stock</li> </ul> | 17,520,000,000<br>16,925,119,945<br>16,250,000,000                 | 8,611,286,541<br>2,949,784,677<br>20,377,736                    | 26,131,286,541<br>19,874,904,622<br>16,270,377,736                   | 17,520,000,000<br>16,925,119,945                                    | 7,376,483,583<br>2,679,456,095                                  | 24,896,483,583<br>19,604,576,040                                     |
| Company  Binh Thuan Automotive Service Joint Stock Company  Bac Au Hanoi Automobile Limited Company  Ben Thanh Tay Ninh Automobile Corporation   | 15,393,000,000<br>15,000,000,000<br>10,000,000,000<br>10,000,000,0 | 22,431,746,995<br>2,038,512,413<br>3,735,366,411<br>797,592,869 | 37,824,746,995<br>17,038,512,413<br>13,735,366,411<br>10,797,592,869 | 15,393,000,000<br>10,000,000,000<br>5,000,000,000<br>10,000,000,000 | 19,901,116,710<br>2,452,101,733<br>6,070,848,796<br>671,573,112 | 35,294,116,710<br>12,452,101,733<br>11,070,848,796<br>10,671,573,112 |
| <ul> <li>Sai Gon Phu Lam Automobile Investment Trading Service<br/>Joint Stock Company</li> <li>Star Hyundai Automobile Joint Stock Company</li> <li>Sai Gon Auto Gia Dinh Service Company Limited</li> </ul>                  | 10,000,000,000<br>9,800,000,000<br>8,750,000,000                   | (2,684,267,589)<br>(7,322,972,969)<br>3,025,452,391             | 7,315,732,411<br>2,477,027,031<br>11,775,452,391                     | 10,000,000,000<br>9,800,000,000<br>8,750,000,000                    | 72,280,974<br>(4,458,614,327)<br>2,081,399,269                  | 10,072,280,974<br>5,341,385,673<br>10,831,399,269                    |
| <ul> <li>Dana Joint Stock Company</li> <li>Da Nang Automobile Company Limited</li> <li>Au Viet Automobile Joint Stock Company</li> <li>South Saigon Automobile Service Commercial Investment</li> </ul>                        | 6,040,500,000<br>5,000,000,000<br>4,000,000,000                    | 21,716,606,399<br>12,912,646,867<br>121,669,067                 | 27,757,106,399<br>17,912,646,867<br>4,121,669,067                    | 6,040,500,000<br>5,000,000,000                                      | 22,927,754,788<br>11,729,317,227                                | 28,968,254,788<br>16,729,317,227                                     |
| Joint Stock Company  • Lam Dong Automobile Company Limited  • Savico Quang Nam Company Limited   | 3,600,000,000<br>2,250,000,000<br>1,100,000,000                    | (606,017,425)<br>(550,292,666)<br>(62,488,497)                  | 2,993,982,575<br>1,699,707,334<br>1,037,511,503                      | 3,600,000,000<br>-<br>1,100,000,000                                 | (407,465,157)<br>-<br>(41,431,925)                              | 3,192,534,843<br>1,058,568,075                                       |
|  | 263,934,678,945  | 213,643,371,055   | 477,578,050,000  | 231,434,678,945   | 181,477,609,790   | 412,912,288,735  |

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Movements of investments in associates during the year were as follows:

|  | 2020<br>VND      | 2019<br>VND      |
|--|------------------|------------------|
| Opening balance  | 412,912,288,735  | 378,850,224,328  |
| New investments  | 32,500,000,000   | 12,500,000,000   |
| Share of net profit in associates                              | 79,909,276,265   | 87,625,524,407   |
| Dividends received from associates                             | (47,743,515,000) | (34,313,460,000) |
| Carrying value of investment in an associate after liquidation | -                | (31,496,303,047) |
| Losses on liquidation of an associate                          | -                | (253,696,953)    |
| Closing balance  | 477,578,050,000  | 412,912,288,735  |

At the reporting date, fair values of these long-term investments in associates were not available.

At 31 December 2020, long-term financial investments with carrying value of VND13,691 million was pledged with banks as security for loans granted to the Group (1 January 2020: VND13,691 million) (Note 20).

#### 7. Accounts receivable from customers – short-term

|   | 31/12/2020<br>VND                                  | 1/1/2020<br>VND                                   |
|---|--|---|
| Associates:  Sai Gon Phu Lam Automobile Investment Trading Service Joint  | 22,067,967,674                                     | 4,114,519,640                                     |
| Stock Company  Ben Thanh Tay Ninh Automobile Corporation  | 10,386,120,000<br>8,897,112,749                    | 1,730,195,000                                     |
| <ul> <li>Star Hyundai Automobile Joint Stock Company</li> <li>Sai Gon Tay Ninh Automobile Corporation</li> <li>Sai Gon Auto Gia Dinh Service Company Limited</li> </ul>         | 2,324,700,000<br>457,800,000<br>2,234,925          | -<br>-<br>1,076,218,276                           |
| <ul> <li>Binh Thuan Automotive Service Joint Stock Company<br/>Third parties:</li> </ul>  | 393,036,216,249                                    | 1,308,106,364<br>498,485,591,186                  |
| <ul> <li>Customers in relation to sales of merchandise goods</li> <li>Customers in relation to property rental</li> <li>Customers in relation to sales of properties</li> </ul> | 339,758,298,865<br>12,023,849,764<br>6,250,000,000 | 458,961,108,524<br>6,232,461,823<br>6,381,815,282 |
| • Other customers   | 35,004,067,620                                     | 26,910,205,557                                    |
|   | 415,104,183,923                                    | 502,600,110,826                                   |

At 31 December 2020, accounts receivable from customers with a carrying value of VND104,801 million (1 January 2020: VND82,325 million) was pledged with banks as security for loans granted to the Group (Note 20).

The amounts due from the associates were unsecured, interest free and are receivable within 60 - 90 days from invoice date.

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### 8. Other receivables

#### (a) Other short-term receivables

|   | 31/12/2020<br>VND   | 1/1/2020<br>VND   |
|---|---|---|
| Advances for trading used cars on behalf of customers<br>Advances to employees<br>Short-term deposits<br>Others | 59,349,877,000<br>47,659,044,839<br>1,308,100,000<br>41,319,061,045 | 28,310,000,000<br>15,745,259,983<br>1,892,944,370<br>29,538,496,731 |
|   | 149,636,082,884   | 75,486,701,084  |
|   |   |   |

# (b) Other long-term receivables

|  | 31/12/2020<br>VND                 | 1/1/2020<br>VND                                  |
|--|-----------------------------------|--|
| Contribution to business cooperation contracts (i)<br>Long-term deposits<br>Others | 129,267,447,577<br>52,175,879,123 | 128,548,020,723<br>49,588,621,408<br>267,204,941 |
|  | 181,443,326,700                   | 178,403,847,072                                  |

<sup>(</sup>i) These amounts represent contribution to real estate business cooperation contracts including Binh An Project, Long Hoa Project, Melisa Project and Le Minh Xuan Project.

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## 9. Inventories

|  | 31/12/2                          | 020              | 1/1/2                            | 020              |
|--|----------------------------------|------------------|----------------------------------|------------------|
|  | Cost<br>VND                      | Allowance<br>VND | Cost<br>VND                      | Allowance<br>VND |
| Goods in transit Materials and spare parts | 13,213,147,607<br>31,074,754,961 | -                | 2,428,123,809<br>31,336,197,616  | -                |
| Work in progress  * Tam Binh Residential   | 106,841,616,689                  | -                | 115,186,018,166                  | -                |
| Project  Nam Cam Le Project                | 13,728,238,247<br>85,123,299,184 | -                | 20,688,280,926<br>85,102,667,227 | -                |
| <ul><li>Others</li></ul>                   | 7,990,079,258                    | -                | 9,395,070,013                    | -                |
| Finished goods<br>Merchandise inventories  | 3,690,964,048                    | -                | 2,615,456,426                    | -                |
| (cars and motorbikes) Goods on consignment | 568,445,020,118<br>453,763,077   | (1,109,669,696)  | 1,234,703,043,180<br>139,028,625 | (1,348,005,779)  |
| <del>.</del>                               | 723,719,266,500                  | (1,109,669,696)  | 1,386,407,867,822                | (1,348,005,779)  |

Movements in the allowance for inventories during the year were as follows:

|   | 2020<br>VND                                       | 2019<br>VND                                       |
|---|---|---|
| Opening balance<br>Allowance made during the year<br>Allowance reversed during the year | 1,348,005,779<br>1,109,669,696<br>(1,348,005,779) | 4,049,102,495<br>1,304,728,436<br>(4,005,825,152) |
| Closing balance   | 1,109,669,696                                     | 1,348,005,779                                     |

At 31 December 2020, inventories with carrying value of VND468,540 million (1 January 2020: VND684,316 million) were pledged with banks as security for loans granted to the Group (Note 20).

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# 10. Tangible fixed assets

|  | Buildings and<br>structures<br>VND                                     | Machinery<br>and equipment<br>VND  | Office<br>equipment<br>VND                                      | Motor<br>vehicles<br>VND   | Others<br>VND                                       | Total<br>VND  |
|--|--|--|---|--|---|---|
| Cost   |  |  |   |  |   |   |
| Opening balance Additions Transfer from construction in progress Disposals Written off Reclassifications | 431,347,370,977<br>31,088,672,078<br>25,022,300,203<br>(2,197,718,531) | 125,525,579,586<br>10,324,778,844<br>94,786,000<br>(2,938,124,516)<br>(51,229,440) | 19,941,365,894<br>524,912,926<br>-<br>-<br>-<br>(6,872,734,166) | 104,410,861,023<br>33,791,595,772<br>1,278,193,181<br>(41,399,882,747)<br> | 11,682,371,698<br>143,750,001<br>-<br>(103,087,791) | 692,907,549,178<br>75,873,709,621<br>26,395,279,384<br>(46,638,813,585)<br>(51,229,440) |
| Closing balance  | 485,260,624,727  | 132,955,790,474  | 13,593,544,654  | 104,953,501,395  | 11,723,033,908                                      | 748,486,495,158   |
| Accumulated depreciation   |  |  |   |  |   |   |
| Opening balance<br>Charge for the year<br>Disposals<br>Written off<br>Reclassifications                  | 148,523,391,668<br>29,169,243,585<br>(1,175,508,777)                   | 66,557,040,037<br>15,520,153,042<br>(1,864,809,848)<br>(51,229,440)                | 11,304,700,943<br>1,788,114,418<br>-<br>(1,805,819,061)         | 27,542,669,586<br>15,532,239,099<br>(14,750,964,990)<br>-<br>1,805,819,061 | 8,260,000,570<br>814,058,647<br>(53,260,000)        | 262,187,802,804<br>62,823,808,791<br>(17,844,543,615)<br>(51,229,440)                   |
| Closing balance  | 176,517,126,476  | 80,161,153,791   | 11,286,996,300  | 30,129,762,756   | 9,020,799,217                                       | 307,115,838,540   |
| Net book value   |  |  |   |  |   |   |
| Opening balance<br>Closing balance   | 282,823,979,309<br>308,743,498,251                                     | 58,968,539,549<br>52,794,636,683   | 8,636,664,951<br>2,306,548,354                                  | 76,868,191,437<br>74,823,738,639   | 3,422,371,128<br>2,702,234,691                      | 430,719,746,374<br>441,370,656,618  |

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Included in tangible fixed assets were assets costing VND87,139 million which were fully depreciated as of 31 December 2020 (1 January 2020: VND74,093 million), but which are still in active use.

At 31 December 2020, tangible fixed assets with a carrying value of VND113,001 million (1 January 2020: VND90,210 million) were pledged with banks as security for loans granted to the Group (Note 20).

## 11. Intangible fixed assets

|  | Indefinite term<br>land use rights<br>VND | Definite term<br>land use rights<br>VND | Software<br>VND                | Total<br>VND                     |
|--|---|---|--------------------------------|----------------------------------|
| Cost   |   |   |                                |                                  |
| Opening balance Additions Transfer from construction | 20,697,299,091                            | 55,683,988,140                          | 6,835,405,025<br>1,831,900,000 | 83,216,692,256<br>1,831,900,000  |
| in progress  | -   | -                                       | 56,000,000                     | 56,000,000                       |
| Closing balance                                      | 20,697,299,091                            | 55,683,988,140                          | 8,723,305,025                  | 85,104,592,256                   |
| Accumulated amortisation                             |   |   |                                |                                  |
| Opening balance                                      | -   | 6,522,561,858                           | 4,617,528,468                  | 11,140,090,326                   |
| Charge for the year                                  | -   | 1,024,230,480                           | 961,159,547                    | 1,985,390,027                    |
| Closing balance                                      | -   | 7,546,792,338                           | 5,578,688,015                  | 13,125,480,353                   |
| Net book value                                       |   |   |                                |                                  |
| Opening balance<br>Closing balance                   | 20,697,299,091<br>20,697,299,091          | 49,161,426,282<br>48,137,195,802        | 2,217,876,557<br>3,144,617,010 | 72,076,601,930<br>71,979,111,903 |

Included in intangible fixed assets were assets costing VND8,427 million which were fully depreciated as of 31 December 2020 (1 January 2020: VND8,339 million), but which are still in active use.

At 31 December 2020, intangible fixed assets with a carrying value of VND70,170 million (1 January 2020: VND65,697 million) were pledged with banks as security for loans granted to the Group (Note 20).

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# 12. Investment property

#### Investment property held to earn rental

|  | Indefinite term<br>land use rights<br>VND | Definite term<br>land use rights<br>VND | Buildings and<br>structures<br>VND | Total<br>VND                       |
|--|---|---|------------------------------------|------------------------------------|
| Cost                                   |   |   |                                    |                                    |
| Opening balance<br>Additions           | 5,107,878,273                             | 63,599,169,277                          | 853,230,752,225<br>74,650,000      | 921,937,799,775<br>74,650,000      |
| Closing balance                        | 5,107,878,273                             | 63,599,169,277                          | 853,305,402,225                    | 922,012,449,775                    |
| Accumulated deprecia                   | ntion                                     |   |                                    |                                    |
| Opening balance<br>Charge for the year | -   | 11,577,294,042<br>1,006,820,340         | 208,189,849,722<br>23,099,859,564  | 219,767,143,764<br>24,106,679,904  |
| Closing balance                        | -   | 12,584,114,382                          | 231,289,709,286                    | 243,873,823,668                    |
| Net book value                         |   |   |                                    |                                    |
| Opening balance<br>Closing balance     | 5,107,878,273<br>5,107,878,273            | 52,021,875,235<br>51,015,054,895        | 645,040,902,503<br>622,015,692,939 | 702,170,656,011<br>678,138,626,107 |

Included in investment property held to earn rental were assets costing VND9,671 million which were fully depreciated as of 31 December 2020 (1 January 2020: VND9,671 million), but which are still in active use.

At 31 December 2020, investment properties held to earn rental with a carrying value of VND523,907 million (1 January 2020: VND543,485 million) were pledged with banks as security for loans granted to the Group (Note 20).

The fair value of investment properties has not been determined as there were no recent market transactions for similar properties in the same locations as the Group's investment properties.

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# 13. Construction in progress

|  | 2020<br>VND  | 2019<br>VND   |
|--|--|---|
| Opening balance<br>Additions during the year<br>Transfer to tangible fixed assets<br>Transfer to intangible fixed assets                               | 367,055,084,313<br>31,403,872,770<br>(26,395,279,384)<br>(56,000,000)                        | 367,635,726,677<br>36,897,653,198<br>(37,478,295,562)   |
| Closing balance  | 372,007,677,699  | 367,055,084,313   |
| Major constructions in progress were as follows:   | 31/12/2020<br>VND  | 1/1/2020<br>VND   |
| 104 Pho Quang Project Mercure Son Tra, Da Nang Project 403 Tran Xuan Soan warehouse Toyota Can Tho showroom Savico Da Nang Mall Project Other projects | 266,216,698,507<br>89,228,732,138<br>13,078,630,225<br>-<br>3,483,616,829<br>372,007,677,699 | 266,134,935,670<br>87,586,049,258<br>8,755,875,732<br>559,036,364<br>2,028,815,191<br>1,990,372,098 |

# 14. Prepaid expenses

# (a) Short-term prepaid expenses

|                          | 31/12/2020<br>VND | 1/1/2020<br>VND |
|--------------------------|-------------------|-----------------|
| Office and house rentals | 4,510,117,217     | 2,130,460,123   |
| Tools and instruments    | 1,048,436,544     | 4,267,998,973   |
| Prepaid land costs       | 1,376,805,758     | 477,210,849     |
| Others                   | 5,246,723,845     | 11,105,021,866  |
|                          | 12,182,083,364    | 17,980,691,811  |

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# (b) Long-term prepaid expenses

|                       | 31/12/2020<br>VND | 1/1/2020<br>VND |
|-----------------------|-------------------|-----------------|
| Renovation costs      | 9,585,597,042     | 4,834,591,433   |
| Prepaid land costs    | 9,252,437,419     | 11,449,333,945  |
| Tools and instruments | 7,367,036,349     | 14,499,488,933  |
| Others                | 4,028,980,942     | 4,724,937,638   |
|                       | 30,234,051,752    | 35,508,351,949  |

# 15. Accounts payable to suppliers – short-term

## Accounts payable to suppliers detailed by significant supplier

|  | Cost/Amount within payment capacity |                 |  |
|--|-------------------------------------|-----------------|--|
|  | 31/12/2020 1/1/202                  |                 |  |
|  | VND                                 | VND             |  |
| Hino Motor Vietnam Limited                           | 30,748,043,917                      | 25,132,368,355  |  |
| Ford Vietnam Company Limited                         | 26,627,824,519                      | 21,662,434,185  |  |
| Hyundai Thanh Cong Auto Viet Nam Joint Stock Company | 11,413,015,750                      | 37,010,915,250  |  |
| Isuzu Vietnam Company Limited                        | 4,945,751,262                       | 17,758,087,620  |  |
| Toyota Motor Vietnam Company Limited                 | 4,072,916,869                       | 12,055,133,847  |  |
| Other suppliers                                      | 84,841,035,951                      | 73,082,407,687  |  |
|  | 162,648,588,268                     | 186,701,346,944 |  |

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# 16. Taxes

# (a) Taxes and others payable to State Treasury

|                      | 1/1/2020<br>VND | Incurred<br>VND   | Paid<br>VND       | Net-off<br>VND      | Reclassification<br>VND | 31/12/2020<br>VND |
|----------------------|-----------------|-------------------|-------------------|---------------------|-------------------------|-------------------|
| Taxes                |                 |                   |                   |                     |                         |                   |
| Value added tax      | 15,907,798,137  | 1,853,499,139,212 | (133,521,818,042) | (1,707,884,601,924) | -                       | 28,000,517,383    |
| Corporate income tax | 12,441,925,053  | 32,122,235,111    | (31,327,472,491)  | -                   | 247,271,064             | 13,483,958,737    |
| Personal income tax  | 5,003,048,450   | 24,542,448,621    | (24,549,213,192)  | -                   | (10,877,591)            | 4,985,406,288     |
| Other obligations    |                 |                   |                   |                     |                         |                   |
| Land rental          | 4,621,657,130   | 21,158,455,887    | (19,953,306,220)  | -                   | 121,468,684             | 5,948,275,481     |
| Other obligations    | 253,209,762     | 320,884,245       | (330,003,721)     | -                   | 10,300,000              | 254,390,286       |
|                      | 38,227,638,532  | 1,931,643,163,076 | (209,681,813,666) | (1,707,884,601,924) | 368,162,157             | 52,672,548,175    |

## (b) Taxes and others receivable from State Treasury

| 1/1/2020<br>VND | Reclassification<br>VND       | 31/12/2020<br>VND   |
|-----------------|-------------------------------|---|
| 2,316,903,386   | 247,271,064                   | 2,564,174,450   |
| 69,094,863      | 131,768,684                   | 58,217,272<br>131,768,684   |
| 2,385,998,249   | 368,162,157                   | 2,754,160,406   |
|                 | VND  2,316,903,386 69,094,863 | 2,316,903,386 247,271,064<br>69,094,863 (10,877,591)<br>- 131,768,684 |

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(6,642,418,182)

# 17. Accrued expenses

|                                | 31/12/2020<br>VND | 1/1/2020<br>VND |
|--------------------------------|-------------------|-----------------|
| Salary and related expenses    | 17,632,469,368    | 11,876,116,096  |
| Operating expenses             | 10,912,431,202    | 9,206,731,847   |
| Professional service fees      | 9,483,571,472     | 9,440,940,678   |
| Interest expense on borrowings | 878,159,171       | 2,236,066,877   |
| Rental expense                 | 121,052,802       | 128,827,273     |
| Other expenses                 | 16,153,920,415    | 13,673,442,954  |
|                                | 55,181,604,430    | 46,562,125,725  |

### 18. Unearned revenue

**(b)** 

#### (a) Unearned revenue – short-term

Amount to be realised within 12 months

| 0  |                              |  |
|--|------------------------------|--|
|  | 31/12/2020<br>VND            | 1/1/2020<br>VND                            |
| Properties rental revenue received in advance<br>Portion of long-term unearned revenue to be realised within 12 months<br>Others | 207,480,303<br>6,642,418,182 | 269,704,549<br>6,775,086,068<br>39,462,396 |
|  | 6,849,898,485                | 7,084,253,013                              |
| Unearned revenue – long-term   | 31/12/2020                   | 1/1/2020                                   |
| Properties rental revenue received in advance  | <b>VND</b><br>81,499,664,042 | <b>VND</b> 92.193.949.785                  |
|  | , , 50 ., 0                  | ,,, , , , , , ,                            |

(6,775,086,068)

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# 19. Other payables

### (a) Other payables – short-term

|  | 31/12/2020<br>VND | 1/1/2020<br>VND |
|--|-------------------|-----------------|
| Contribution received from a counterparty in relation to 104 Pho Quang Project (i)       | 341,399,203,797   | 341,319,476,227 |
| Instalments received from customers in relation to                                       | 28,063,394,516    | 48,425,579,600  |
| Tam Binh Residential Project Payable to a counterparty in relation to 91 Pasteur Project | 13,755,483,552    | 23,755,483,552  |
| Insurance premiums collected on behalf of insurance companies                            | 5,623,239,511     | 5,496,217,172   |
| Dividends payable  | 1,377,857,070     | 1,379,329,095   |
| Others   | 16,893,346,059    | 28,289,195,877  |
|  | 407,112,524,505   | 448,665,281,523 |

<sup>(</sup>i) At the reporting date, the conditions to complete the business cooperation contract have not been fulfilled. As such, the Group records the contribution received from the counterparty relating to this project as other payables. The balances are unsecured and interest free.

## (b) Other payables – long-term

|   | 31/12/2020<br>VND | 1/1/2020<br>VND |
|---|-------------------|-----------------|
| Long-term deposits received for rental contracts Contribution refund received from the counterparty of business     | 62,573,406,536    | 63,301,619,458  |
| cooperation contract in relation to Binh An Project Contribution received from individuals for business cooperation | 24,239,513,834    | 24,239,513,834  |
| contract relating to used cars trading Contribution received from the counterparty of Dak Lak trading               | 1,899,255,798     | -               |
| cars business cooperation contract  | 600,000,000       | -               |
| Others  | 7,707,826,266     | -               |
|   | 97,020,002,434    | 87,541,133,292  |

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# 20. Borrowings

## (a) Short-term borrowings

|   | 1/1/2020<br>Carrying | Movements during the year |                      | 1/1/2020 Movements during the year Carrying | 31/12/2020<br>Carrying |
|---|----------------------|---------------------------|----------------------|---|------------------------|
|   | amount<br>VND        | Increase<br>VND           | (Decrease)<br>VND    | amount<br>VND                               |                        |
| Short-term borrowings                   | 1,579,556,723,134    | 9,647,341,737,068         | (10,138,650,895,069) | 1,088,247,565,133                           |                        |
| Current portion of long-term borrowings | 31,807,850,824       | 27,971,143,525            | (37,685,185,293)     | 22,093,809,056                              |                        |
|   | 1,611,364,573,958    | 9,675,312,880,593         | (10,176,336,080,362) | 1,110,341,374,189                           |                        |
| Amount within payment capacity          | 1,611,364,573,958    |                           |                      | 1,110,341,374,189                           |                        |

Terms and conditions of outstanding short-term borrowings were as follows:

| Lenders   | Annual interest rate | 31/12/2020<br>VND | 1/1/2020<br>VND   |
|---|----------------------|-------------------|-------------------|
| <ul> <li>Vietnam Joint Stock Commercial Bank for<br/>Industry and Trade</li> <li>Joint Stock Commercial Bank for Foreign Trade</li> </ul> | 5.3% - 7.0%          | 553,622,387,525   | 658,375,406,732   |
| of Vietnam  | 4.8% - 7.0%          | 418,524,348,701   | 680,267,787,227   |
| <ul> <li>HSBC Bank (Vietnam) Ltd.</li> </ul>  | 5.5% - 7.1%          | 63,366,667,000    | 68,752,051,000    |
| <ul><li>Standard Chartered Bank (Vietnam) Limited</li><li>Bank for Investment and Development of</li></ul>                                | 5.2 - 6.5%           | 40,797,764,500    | 29,232,498,750    |
| Vietnam   | 5.5% - 6.8%          | 7,264,588,207     | 72,089,375,900    |
| <ul> <li>Vietnam Prosperity Joint Stock Commercial</li> </ul>   |                      |                   |                   |
| Bank  | 6.5% - 7.5%          | 4,368,274,200     | 1,225,895,000     |
| <ul> <li>Military Commercial Joint Stock Bank</li> </ul>  | 6.8%                 | 303,535,000       | 40,806,497,100    |
| <ul><li>CIMB Bank Vietnam Limited</li><li>Vietnam Technological and Commercial Joint</li></ul>  | 5.2%                 | -                 | 25,700,000,000    |
| Stock Bank  | 6.7%                 | -                 | 3,107,211,425     |
|   | _                    | 1,088,247,565,133 | 1,579,556,723,134 |

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(31,807,850,824)

323,112,496,194

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(22,093,809,056)

279,143,556,276

Included in short-term borrowings were VND450,142 million (1 January 2020: VND758,573 million) unsecured and VND638,106 million (1 January 2020: VND820,983 million) secured by the following assets:

|            | unsecured and VND038,100 million (1 January 2 | uary 2020. VIND820,985 million) secured by the following asset |                   |                 |
|------------|---|--|-------------------|-----------------|
|            |   | Note   | 31/12/2020<br>VND | 1/1/2020<br>VND |
|            | Cash equivalents                              | 5  | 5,000,000,000     | 1,950,000,000   |
|            | Accounts receivable from customers            | 7  | 104,800,596,751   | 82,324,913,683  |
|            | Inventories                                   | 9  | 468,540,042,148   | 684,315,581,233 |
|            | Tangible fixed assets                         | 10   | 38,739,382,441    | 9,698,316,051   |
|            | Intangible fixed assets                       | 11   | 20,697,299,091    | -               |
|            | Held-to-maturity investments – short-term     | 6(b)   | 13,150,000,000    | 16,650,000,000  |
|            | Held-to-maturity investments – long-term      | 6(b)   | 2,200,000,000     | 2,000,000,000   |
|            |   | -  | 653,127,320,431   | 796,938,810,967 |
| <b>(b)</b> | Long-term borrowings                          |  |                   |                 |
|            |   |  | 31/12/2020<br>VND | 1/1/2020<br>VND |
|            | Long-term borrowings                          |  | 301,237,365,332   | 354,920,347,018 |

| Movement of long-term borrowings during the year as follows: |
|--|

Repayable within twelve months

Repayable after twelve months

|   | 2020<br>VND   |
|---|---|
| Opening balance Increase Reclassify to current portion Decrease | 323,112,496,194<br>53,731,771,959<br>(27,971,143,525)<br>(69,729,568,352) |
| Closing balance   | 279,143,556,276   |

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Terms and conditions of outstanding long-term borrowings were as follows:

| Lenders   | Annual interest rate | Year of maturity | 31/12/2020<br>VND | 1/1/2020<br>VND |
|---|----------------------|------------------|-------------------|-----------------|
| <ul> <li>Joint Stock Commercial Bank for</li> </ul> |                      | 2024 -           |                   |                 |
| Foreign Trade of Vietnam                            | 8.0% - 11.5%         | 2029             | 256,672,804,317   | 295,064,055,785 |
| <ul> <li>Vietnam Joint Stock Commercial</li> </ul>  |                      | 2024 -           |                   |                 |
| Bank for Industry and Trade                         | 8.5% - 10.0%         | 2025             | 16,300,000,000    | 31,947,000,000  |
| <ul> <li>Orient Commercial Joint Stock</li> </ul>   |                      |                  |                   |                 |
| Bank  | 10.6% - 11.8%        | 2028             | 11,377,371,065    | 11,348,233,667  |
| <ul> <li>Tien Phong Commercial Joint</li> </ul>     |                      |                  |                   |                 |
| Stock Bank  | 11.4% - 11.5%        | 2024             | 10,262,432,809    | 15,902,997,209  |
| <ul> <li>Military Commercial Joint Stock</li> </ul> |                      |                  |                   |                 |
| Bank  | 9.7%                 | 2026             | 6,317,857,141     | 232,360,357     |
| <ul> <li>Vietnam Prosperity Joint Stock</li> </ul>  |                      |                  |                   |                 |
| Commercial Bank                                     | 7.8%                 | 2023             | 306,900,000       | 425,700,000     |
|   |                      |                  | 301,237,365,332   | 354,920,347,018 |

The long-term borrowings were secured by the following assets:

|                             | Note | 31/12/2020<br>VND | 1/1/2020<br>VND |
|-----------------------------|------|-------------------|-----------------|
| Tangible fixed assets       | 10   | 74,261,712,508    | 80,512,002,697  |
| Intangible fixed assets     | 11   | 49,472,464,000    | 65,697,299,091  |
| Investment property         | 12   | 523,906,598,150   | 543,485,149,807 |
| Other long-term investments | 6(b) | 13,690,500,000    | 13,690,500,000  |
|                             |      | 661,331,274,658   | 703,384,951,595 |

## 21. Bonus and welfare fund

This fund is established by appropriating from retained profits as approved by shareholders at Annual General Meeting. This fund is used to pay bonus and welfare to the Group's employees in accordance with the Group's bonus and welfare policies. Movements in bonus and welfare fund during the year were as follows:

|   | 2020<br>VND  | 2019<br>VND  |
|---|--|--|
| Opening balance<br>Appropriation from retained profits (Note 22)<br>Utilisation during the year | 17,928,300,604<br>1,243,095,308<br>(6,961,456,914) | 16,311,630,959<br>8,287,427,939<br>(6,670,758,294) |
| Closing balance   | 12,209,938,998                                     | 17,928,300,604                                     |

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# 22. Changes in owners' equity

|  | Share<br>capital<br>VND | Share<br>premium<br>VND | Other<br>capital<br>VND | Treasury<br>shares<br>VND | Investment and development fund VND | Retained<br>profits<br>VND  | Non-controlling<br>interest<br>VND  | Total<br>VND   |
|--|-------------------------|-------------------------|-------------------------|---------------------------|-------------------------------------|---|---|--|
| Balance at 1 January 2019  | 249,955,730,000         | 317,064,858,303         | 20,242,000,000          | (690,474,358)             | 43,033,201,299                      | 424,537,839,749   | 481,002,860,041   | 1,535,146,015,034  |
| Capital contribution by non-controlling interest Net profit for the year Dividends (Note 24) Appropriation to bonus and welfare fund Appropriation to Board of Management and Supervisory Board fee fund Increase in subsidiaries' capital from retained earnings and other funds Change through additional acquisition of equity interest in subsidiaries       | -                       | -<br>-<br>-             | 71,653,000,000          | -<br>-<br>-<br>-          | -<br>-<br>-<br>-<br>(6,783,595,598) | 153,667,014,972<br>(37,463,260,500)<br>(7,003,819,753)<br>(8,377,618,836)<br>(64,869,404,402)                   | 8,348,000,000<br>79,665,091,754<br>(71,207,155,752)<br>(1,283,608,186)<br>(2,000,066,728) | 8,348,000,000<br>233,332,106,726<br>(108,670,416,252)<br>(8,287,427,939)<br>(10,377,685,564) |
| Balance at 1 January 2020  | 249,955,730,000         | 317,064,858,303         | 91,895,000,000          | (690,474,358)             | 36,249,605,701                      | 460,490,751,230   | 484,845,121,129   | 1,639,810,592,005  |
| Share capital issued   | 83,249,590,000          | (83,249,590,000)        | 71,075,000,000          | (070,474,330)             | 30,247,003,701                      | 400,470,731,230   | 404,043,121,127   | 1,037,010,372,003  |
| Capital contribution by non-controlling interests Net profit for the year Dividends (Note 24) Appropriation to bonus and welfare fund Appropriation to Board of Management and Supervisory Board fee fund Increase in subsidiaries' capital from retained earnings and other funds Changes through additional acquisition of equity interest in subsidiaries (*) | -<br>-<br>-<br>-        | -<br>-<br>-<br>-        | 50,160,580,000          | -<br>-<br>-<br>-          | -<br>-<br>-<br>-<br>(1,844,938,457) | 153,737,614,198<br>(24,975,507,000)<br>(364,915,257)<br>(3,858,548,605)<br>(48,315,641,543)<br>(17,762,528,298) | 5,385,620,000<br>71,144,891,176<br>(51,020,720,000)<br>(878,180,051)<br>(2,819,610,239)   | 5,385,620,000<br>224,882,505,374<br>(75,996,227,000)<br>(1,243,095,308)<br>(6,678,158,844)   |
| Balance at 31 December 2020  | 333,205,320,000         | 233,815,268,303         | 142,055,580,000         | (690,474,358)             | 34,404,667,244                      | 518,951,224,725   | 481,389,650,313   | 1,743,131,236,227  |

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(\*) On 17 August 2020, the Group acquired additional capital of Toyota Can Tho Company Limited and Toyota Giai Phong Joint Venture Company from Sumitomo Corporation for a total cash consideration of VND22,620 million and VND20,410 million, respectively. As a result of these transactions, the Group's equity interest in these companies has increased from 51% to 64%, resulting in the following effects:

|  | 2020<br>VND                        |
|--|------------------------------------|
| Cost of acquisition Proportionate carrying amount of net assets acquired | 43,030,000,000<br>(25,267,471,702) |
| Difference recorded in retained profits                                  | 17,762,528,298                     |

# 23. Share capital

The Company's authorised and issued share capital are:

|                                | 31/12/2020       |                 | 1/1/2020         |                 |
|--------------------------------|------------------|-----------------|------------------|-----------------|
|                                | Number of shares | VND             | Number of shares | VND             |
| Authorised share capital       | 33,320,532       | 333,205,320,000 | 24,995,573       | 249,955,730,000 |
| Issued ordinary shares         | 33,320,532       | 333,205,320,000 | 24,995,573       | 249,955,730,000 |
| Treasury ordinary shares       | (20,066)         | (690,474,358)   | (20,066)         | (690,474,358)   |
| Ordinary shares in circulation | 33,300,466       | 332,514,845,642 | 24,975,507       | 249,265,255,642 |

All ordinary shares have a par value of VND10,000. Each share is entitled to one vote at meetings of the Company. Shareholders are entitled to receive dividends as declared from time to time. All ordinary shares are ranked equally with regard to the Company's residual assets. In respect of shares bought back by the Company, all rights are suspended until those shares are reissued.

|   | 2020<br>VND                       | 2019<br>VND     |
|---|-----------------------------------|-----------------|
| Balance at beginning of the year<br>Share capital issued by share premium | 249,955,730,000<br>83,249,590,000 | 249,955,730,000 |
| Balance at end of the year  | 333,205,320,000                   | 249,955,730,000 |

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### 24. Dividends

The Annual General Meeting of Shareholders of the Company on 29 May 2020 resolved to distribute dividends amounting to VND24,976 million, which is equal to 10% of par value of shares in circulation at that time (2019: VND37,463 million, which is equal to 15% of par value of shares in circulation at that time).

## 25. Investment and development fund

Investment and development fund was appropriated from retained profits in accordance with the resolution of Annual General Meeting of Shareholders. This fund is established for the purpose of future business expansion.

### 26. Off balance sheet items

#### (a) Lessor commitments

The future minimum lease payments under non-cancellable operating leases were:

|            |  | 31/12/2020<br>VND                  | 1/1/2020<br>VND                    |
|------------|--|------------------------------------|------------------------------------|
|            | Within one year                        | 112,935,451,904                    | 106,595,608,500                    |
|            | From two to five years Over five years | 331,386,283,206<br>648,729,391,021 | 352,533,619,340<br>796,936,961,785 |
|            |  | 1,093,051,126,131                  | 1,256,066,189,625                  |
| <b>(b)</b> | Goods held for third parties           |                                    |                                    |
|            |  | 31/12/2020<br>VND                  | 1/1/2020<br>VND                    |
|            | Goods held for third parties           | 303,946,044,976                    | 280,117,108,654                    |

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# 27. Revenue from sales of goods and provision of services

Total revenue represents the gross value of goods sold and services rendered exclusive of value added tax.

|  | 2020<br>VND        | 2019<br>VND        |
|--|--------------------|--------------------|
| Total revenue                                  |                    |                    |
| <ul> <li>Sales of properties</li> </ul>        | 26,414,383,901     | -                  |
| <ul> <li>Sales of merchandise goods</li> </ul> | 14,618,227,983,097 | 16,707,201,091,271 |
| <ul><li>Services rendered</li></ul>            | 1,262,900,482,526  | 1,371,479,057,141  |
| <ul> <li>Rental income</li> </ul>              | 177,006,903,593    | 195,693,403,631    |
|  | 16,084,549,753,117 | 18,274,373,552,043 |
| Less revenue deductions                        | (666,524,546)      | (8,067,080,241)    |
| Net revenue                                    | 16,083,883,228,571 | 18,266,306,471,802 |

# 28. Cost of goods sold and services provided

|  | 2020<br>VND        | 2019<br>VND        |
|--|--------------------|--------------------|
| Total cost of goods sold and services provided                                 |                    |                    |
| <ul> <li>Cost of properties sold</li> </ul>                                    | 15,432,303,883     | -                  |
| <ul> <li>Merchandise goods sold</li> </ul>                                     | 14,071,941,524,534 | 16,139,260,702,321 |
| <ul> <li>Services rendered</li> </ul>  | 1,003,888,549,825  | 1,010,501,076,998  |
| <ul> <li>Operating costs of investment property held to earn rental</li> </ul> | 69,678,644,999     | 66,777,842,530     |
| Reversal of allowance for inventories  | (238,336,083)      | (2,701,096,716)    |
|  | 15,160,702,687,158 | 17,213,838,525,133 |

### 29. Financial income

|                                     | 2020<br>VND    | 2019<br>VND    |
|-------------------------------------|----------------|----------------|
| Interest income                     | 8,405,532,908  | 6,479,321,035  |
| Dividend income and profits sharing | 5,605,886,650  | 3,748,100,000  |
| Other financial income              | 5,382,087,853  | 4,479,146,891  |
|                                     | 19,393,507,411 | 14,706,567,926 |

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# 30. Financial expenses

|   | 2020<br>VND     | 2019<br>VND     |
|---|-----------------|-----------------|
| Interest expense (Reversal of allowance)/allowance for diminution in value of | 105,915,835,335 | 129,632,263,755 |
| financial investments   | (182,258,356)   | 2,835,000,000   |
| Loss on liquidation of investment in the subsidiary and associate             | 224,600,219     | 253,696,953     |
| Goodwill on acquisition of a subsidiary                                       | -               | 2,500,000,000   |
| Other financial expenses  | 2,178,879,757   | 3,288,058,038   |
| -<br>-  | 108,137,056,955 | 138,509,018,746 |

# 31. Selling expenses

|                               | 2020<br>VND     | 2019<br>VND     |
|-------------------------------|-----------------|-----------------|
| Labour costs and staff costs  | 221,773,080,606 | 257,976,484,908 |
| Outside service expenses      | 62,456,710,065  | 81,809,339,250  |
| Commission and insurance      | 52,258,617,378  | 36,413,585,031  |
| Depreciation and amortisation | 28,173,340,960  | 31,426,966,792  |
| Tools and supplies            | 8,826,909,141   | 10,425,263,557  |
| Others                        | 109,915,492,817 | 139,225,465,564 |
|                               | 483,404,150,967 | 557,277,105,102 |

# 32. General and administration expenses

|                                      | 2020<br>VND                       | 2019<br>VND                       |
|--------------------------------------|-----------------------------------|-----------------------------------|
| Staff costs Outside service expenses | 166,817,666,297<br>56,901,373,578 | 159,357,465,739<br>76,212,340,618 |
| Depreciation and amortisation        | 20,118,185,546                    | 18,234,103,505                    |
| Others                               | 57,768,516,087                    | 70,883,510,866                    |
|                                      | 301,605,741,508                   | 324,687,420,728                   |

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# 33. Other income

|  | 2020<br>VND  | 2019<br>VND   |
|--|--|---|
| Gains on disposals of tangible fixed assets Incentive received from suppliers Insurance commission received from insurance agencies Compensation received for cancellation of contracts Others | 2,929,011,552<br>106,405,401,725<br>7,094,542,942<br>672,797,734<br>18,736,980,255 | 2,280,315,934<br>107,929,352,197<br>10,630,526,392<br>1,803,100,000<br>21,874,524,553 |
|  | 135,838,734,208  | 144,517,819,076   |

# 34. Trading and business costs by elements

|  | 2020<br>VND                       | 2019<br>VND                       |
|--|-----------------------------------|-----------------------------------|
| Cost of properties sold                        | 15,432,303,883                    | -                                 |
| Cost of merchandise goods sold                 | 14,071,941,524,534                | 16,139,260,702,321                |
| Cost of spare parts sold                       | 604,350,754,130                   | 616,937,711,714                   |
| Labour costs and staff costs                   | 594,779,987,160                   | 558,613,510,484                   |
| Depreciation and amortisation Outside services | 88,915,878,722<br>270,418,170,085 | 89,876,778,586<br>316,303,798,855 |
| Other expenses                                 | 299,873,961,119                   | 374,810,549,003                   |

### 35. Income tax

# (a) Recognised in the consolidated balance sheet

|                           | 31/12/2020<br>VND | 1/1/2020<br>VND |
|---------------------------|-------------------|-----------------|
| Deferred tax assets       |                   |                 |
| Accrued expenses          | 2,519,789,730     | 2,539,789,730   |
| Tax losses carry-forwards | 2,219,616,223     | 3,624,212,909   |
|                           | 4,739,405,953     | 6,164,002,639   |

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#### (b) Recognised in the consolidated statement of income

|  | 2020<br>VND      | 2019<br>VND       |
|--|------------------|-------------------|
| Current tax expense  |                  |                   |
| Current year   | 31,774,270,188   | 43,611,099,442    |
| Under provision in prior years                             | 347,964,923      | 497,117,750       |
|  | 32,122,235,111   | 44,108,217,192    |
| Deferred tax benefit                                       |                  |                   |
| Origination and reversal of temporary differences          | 20,000,000       | 14,800,000        |
| Tax losses utilised  | 1,404,596,686    | - (2 660 026 120) |
| Benefit of tax losses recognised                           |                  | (2,669,926,438)   |
|  | 1,424,596,686    | (2,655,126,438)   |
| Income tax expense   | 33,546,831,797   | 41,453,090,754    |
| Reconciliation of effective tax rate                       | 2020             | 2019              |
|  | VND              | VND               |
| Accounting profit before tax                               | 258,429,337,171  | 274,785,197,480   |
| Tax at the Company's tax rate                              | 51,685,867,434   | 54,957,039,496    |
| Non-deductible expenses                                    | 1,840,789,657    | 1,814,057,470     |
| Non-taxable income   | (1,121,177,330)  | (749,620,000)     |
| Effect of share of profit in associates                    | (15,981,855,253) | (17,525,104,881)  |
| Deferred tax assets not recognised                         | 334,661,302      | 2,998,679,610     |
| Tax losses utilised  | (877,433,690)    | (539,078,691)     |
| Under provision in prior years                             | 347,964,923      | 497,117,750       |
| Tax incentive in accordance with Decree 114/2020/ND-CP (*) | (2,681,985,246)  |                   |
|  | 33,546,831,797   | 41,453,090,754    |

Deferred tax assets have not been recognised by certain subsidiaries in respect of their tax losses because it is not probable that future taxable profit will be available against which the subsidiaries can utilise the benefits therefrom.

(\*) In accordance with Decree 114/2020/ND-CP, enterprises with total revenue for financial year ended 31 December 2020 of less than VND200 billion are entitled to 30% reduction of income tax payable for 2020.

### (d) Applicable tax rates

(c)

Under the terms of current Income Tax Law, the Company and its subsidiaries have an obligation to pay corporate income tax at the rate of 20% of taxable profits.

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## 36. Basic earnings per share

The calculation of basic earnings per share was based on the profit attributable to ordinary shareholders after deducting the amounts appropriated to Bonus and welfare fund and Board of Management and Supervisory Board fee fund and a weighted average number of ordinary shares outstanding, calculated as follows:

#### (i) Net profit attributable to ordinary shareholders

|       |   | 2020<br>VND                      | 2019<br>VND                               |
|-------|---|----------------------------------|---|
|       | Net profit attributable to ordinary shareholders<br>Appropriation to bonus and welfare fund<br>Appropriation to Board of Management and Supervisory Board fee | 153,737,614,198<br>(364,915,257) | 153,667,014,972<br>(7,003,819,753)        |
|       | fund  | (3,858,548,605)                  | (8,377,618,836)                           |
|       |   | 149,514,150,336                  | 138,285,576,383                           |
| (ii)  | Weighted average number of ordinary shares  |                                  |   |
|       |   | 2020<br>Number of<br>shares      | 2019<br>Number of<br>shares<br>(Restated) |
|       | Issued ordinary shares at the beginning of the year<br>Effect of shares issued from share premium during the year   | 24,975,507<br>8,324,959          | 24,975,507<br>8,324,959                   |
|       | Weighted average number of ordinary shares  | 33,300,466                       | 33,300,466                                |
| (iii) | Basic earnings per share  |                                  |   |
|       |   | 2020<br>VND                      | 2019<br>VND<br>(Restated)                 |
|       | Basic earnings per share  | 4,490                            | 4,153                                     |

The basic earnings per share for the year ended 31 December 2019 have been recalculated based on the adjusted weighted average number of ordinary shares due to effect of shares issued from share premium during the year (as previously reported: VND5,537 per share).

As at 31 December 2020 and 31 December 2019, the Company did not have any potentially dilutive ordinary shares.

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## 37. Significant transactions with related parties

### **Identity of related parties**

The Group has related party relationship with its major shareholders, its associates and its key management personnel.

### Transactions with key management personnel

Total remuneration and business allowances to key management personnel of the Company were as follows:

|   | 2020<br>VND                  | 2019<br>VND                  |
|---|------------------------------|------------------------------|
| Members of Board of Management and Board of Directors<br>Members of Supervisory Board | 3,957,000,000<br>809,500,000 | 3,794,225,000<br>823,000,000 |
|   | 4,766,500,000                | 4,617,225,000                |

### Other related party transactions

During the year, there were the following significant transactions with other related parties:

| Related party         | Relationship | Nature of transaction                                 | 2020<br>VND     | 2019<br>VND    |
|-----------------------|--------------|---|-----------------|----------------|
| Ben Thanh Group –     | Major        | Dividend paid   | 13,176,593,000  | 20,262,184,500 |
| One Member Limited    | shareholder  | Sales of goods and services<br>Purchases of goods and | 21,632,895,900  | 30,611,574,744 |
|                       |              | services  | 17,037,713,426  | 31,139,761,858 |
| Sai Gon Auto Gia Dinh | Associate    | Purchases of goods                                    | 137,866,540,808 | 71,596,528,616 |
| Service Company       |              | Sales of goods  | 126,646,722,251 | 93,700,852,677 |
| Limited               |              | Rental income   | 2,190,043,636   | -              |
|                       |              | Dividend income                                       | 875,000,000     | -              |
|                       |              | Other expenses  | -               | 62,592,994     |
| Ben Thanh Tay Ninh    | Associate    | Capital contribution                                  | -               | 2,500,000,000  |
| Automobile            |              | Purchases of goods                                    | 56,743,630,144  | 56,541,664,150 |
| Corporation           |              | Sales of goods  | 58,055,825,533  | 28,686,415,427 |
| Star Hyundai          | Associate    | Loans granted   | 36,600,000,000  | 25,520,000,000 |
| Automobile Joint      |              | Sales of goods  | 9,452,000,011   | 11,622,897,462 |
| Stock Company         |              | Purchase of goods                                     | 1,071,818,182   | 6,225,295,817  |
|                       |              | Interest income                                       | 422,606,975     | 402,232,274    |
|                       |              | Other income  | -               | 7,301,503      |

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| Related party  | Relationship | Nature of transaction   | 2020<br>VND  | 2019<br>VND   |
|--|--------------|---|--|---|
| Sai Gon Phu Lam<br>Automobile Investment<br>Trading Service Joint<br>Stock Company | Associate    | Sales of goods Purchases of goods Loans granted Rental income Capital contribution                | 30,742,408,984<br>16,787,600,008<br>4,500,000,000<br>465,363,636 | 18,341,177,273<br>23,941,818,180<br>-<br>10,000,000,000                           |
| Toyota Ly Thuong<br>Kiet Company Limited   | Associate    | Purchases of goods Sales of goods Dividend income Other income                                    | 26,272,481,997<br>4,729,612,085<br>2,100,000,000<br>62,745,000   | 10,424,895,283<br>12,144,323,201<br>9,030,000,000<br>124,677,182                  |
| Binh Thuan<br>Automotive Service<br>Joint Stock Company                            | Associate    | Purchases of goods<br>Sales of goods<br>Capital contribution<br>Dividend income                   | 23,353,694,730<br>18,572,097,459<br>5,000,000,000<br>500,000,000 | 36,124,672,137<br>45,876,370,274<br>-<br>500,000,000                              |
| Bac Au Automobile<br>Joint Stock Company   | Associate    | Dividend income<br>Other income<br>Other expense<br>Purchases of goods                            | 19,107,600,000<br>46,995,000<br>20,966,000                       | 9,870,000,000<br>4,625,000<br>-<br>5,302,695,455                                  |
| Binh Duong New City<br>Automobile Service<br>Joint Stock Company                   | Associate    | Sales of goods Purchases of goods Dividend income Other income Interest income                    | 18,185,945,703<br>8,877,998,639<br>1,925,500,000<br>34,705,000   | 33,566,430,065<br>20,745,531,097<br>-<br>10,235,000<br>559,626,507                |
| Sai Gon Tay Ninh<br>Automobile Corporation   | Associate    | Capital contribution<br>Land rental revenue   | 16,250,000,000<br>370,900,000                                    | -<br>-  |
| Bac Au Ha Noi<br>Automobile Limited<br>Company                                     | Associate    | Dividend income Capital contribution Sales of services Loans granted Interest income Other income | 10,000,000,000<br>5,000,000,000<br>4,829,377,278                 | 4,000,000,000<br>-<br>3,636,185,788<br>19,000,000,000<br>210,602,054<br>2,200,000 |
| Dana Joint Stock<br>Company  | Associate    | Dividend income<br>Sales of goods<br>Purchases of fixed assets                                    | 6,644,550,000<br>2,521,831,369                                   | 6,644,550,000<br>3,404,067,433<br>454,545,455                                     |
| Savico Investment<br>Joint Stock Company   | Associate    | Purchase of service   | 6,130,102,289  | -   |

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| Related party                             | Relationship | Nature of transaction | 2020<br>VND   | 2019<br>VND    |
|---|--------------|-----------------------|---------------|----------------|
| Da Nang Automobile                        | Associate    | Dividend income       | 4,125,000,000 | 2,625,000,000  |
| Company Limited                           |              | Sales of goods        | 3,625,827,591 | -              |
|   |              | Loans granted         | 6,500,000,000 | 2,900,000,000  |
|   |              | Rental income         | 3,272,956,573 | 3,398,212,746  |
|   |              | Other income          | 12,147,946    | -              |
|   |              | Sales of fixed assets | -             | 6,581,270,462  |
|   |              | Interest expense      | =             | 2,000,000      |
|   |              | Interest income       | -             | 5,021,370      |
|   |              | Other expenses        | -             | 2,000,000      |
| Au Viet Automobile<br>Joint Stock Company | Associate    | Capital contribution  | 4,000,000,000 | -              |
| Toyota East Saigon                        | Associate    | Dividend income       | 2,465,865,000 | 1,643,910,000  |
| Joint Stock Company                       |              | Sales of services     | 1,275,790,455 | 6,373,330,000  |
|   |              | Other income          | 586,699,545   | 35,743,000     |
|   |              | Other expense         | 54,051,096    | -              |
|   |              | Loans granted         | =             | 5,000,000,000  |
|   |              | Interest income       | -             | 8,260,274      |
| South West Start                          | Associate    | Sales of goods        | 627,899,737   | 5,713,636,362  |
| Automobile Joint                          |              | Other income          | 22,915,000    | 18,050,000     |
| Stock Company                             |              | Purchases of goods    | -             | 7,230,490,913  |
|   |              | Loans granted         | -             | 7,000,000,000  |
|   |              | Interest income       | -             | 139,083,946    |
| ComfortDelgro Savico                      | Associate    | Received cash from    |               |                |
| Taxi Company Limited                      |              | liquidation           | -             | 31,496,303,047 |

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# 38. Non-cash investing activities

2020 VND 2019 VND

Investment property acquired but not yet paid

13,755,483,552

23,755,483,552

# 39. Comparative information

Comparative information as at 1 January 2020 was derived from the balances and amounts reported in the Group's consolidated financial statements as at and for the year ended 31 December 2019.

26 March 2021

Prepared by:

Ngo Van Danh Chief Accountant Approved by:

CO PHAN TO

SATGUNPhan/Duong Cuu Long Seneral Director