

# **CONSOLIDATED FINANCIAL STATEMENTS**

**HOANG HUY INVESTMENT FINANCIAL SERVICES JSC.**

For the period from 01/04/2019 to 31/03/2020

(Audited)

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## **REPORT OF THE BOARD OF DIRECTORS**

The Board of Directors of Hoang Huy Investment Financial Services Joint Stock Company Company ("the Company") presents its report and the Company's Consolidated Financial Statements for the period from 01 April 2019 to 31 Mar 2020.

### **THE COMPANY**

Hoang Huy Investment Financial Services Joint Stock Company was established and operates under the Business Registration Certificate No 0200117929, firstly issued by Hai Phong Department of Planning and Investment on 25 December 2007 and amended for the 11th time on 18 January 2017.

The Company's head office is located at: No. 116 Nguyen Duc Canh Street, Le Chan District, Hai Phong City.

### **BOARD OF MANAGEMENT, BOARD OF DIRECTORS AND SUPERVISORY BOARD**

The members of the Board of Management during the period and to the reporting date are:

Mr: Do Huu Ha	Chairman
Mr: Vu Trong Long	Independent member
Mr: Do Huu Hung	Member
Mrs: Nguyen Thi Ha	Member
Mrs: Pham Hong Dung	Member
Mrs: Phan Thi Phuong Thuy	Independent member (Appointed on 15 June 2019)

The members of the Board of Directors during the period and to the reporting date are:

Mr: Do Huu Ha	General Director
Mrs: Tran Thi Hoang Ha	Deputy General Director
Mr: Do Huu Hau	Deputy General Director
Mr: Do Huu Hung	Deputy General Director
Mrs: Ho Thi Xuan Hoa	Deputy General Director

The members of the Supervisory Board are:

Mrs: Nguyen Thi Tuoi	Head
Mrs: Phan Thi Thu Huong	Member
Mr: Nguyen Hoang Tung	Member

### **AUDITORS**

The auditors of the AASC Auditing Firm Company Limited have taken the audit of Consolidated Financial Statements for the Company.

### **STATEMENT OF THE BOARD OF DIRECTORS' RESPONSIBILITY IN RESPECT OF THE CONSOLIDATED FINANCIAL STATEMENTS**

The Board of Directors is responsible for the preparation of Consolidated Financial Statements which give a true and fair view of the financial position of the Company, its operating results and its cash flows for the period. In preparing those Consolidated Financial Statements, the Board of Directors is required to:



**HOANG HUY INVESTMENT FINANCIAL SERVICES JSC.**

116 Nguyen Duc Canh Street, Le Chan District, Hai Phong City

- Establish and maintain an internal control system which is determined necessary by the Board of Directors and Board of Management to ensure the preparation and presentation of Consolidated Financial Statements do not contain any material misstatement caused by errors or frauds;
- Select suitable accounting policies and then apply them consistently;
- Make judgments and estimates that are reasonable and prudent;
- State whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the Consolidated Financial Statements;
- Prepare and present the Consolidated Financial Statements on the basis of compliance with Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and the statutory requirements relevant to preparation and presentation of Consolidated Financial Statements;
- Prepare the Consolidated Financial Statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Board of Directors is responsible for ensuring that accounting records are kept to reflect the financial position of the Company, with reasonable accuracy at any time and to ensure that the Consolidated Financial Statements comply with the registered accounting system. It is responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

We, The Board of Directors, confirm that the Consolidated Financial Statements give a true and fair view of the financial position at 30 September 2019, its operation results and cash flows in the period from 01 April 2019 to 30 September 2019 of the Company in accordance with the Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and the statutory requirements relevant to the preparation and presentation of Consolidated Financial Statements.

**Other commitments**

The Board of Directors pledges that the Company complies with Decree No. 71/2017/ND-CP dated 06 June 2017 guiding on corporate governance of public companies and the Company does not violate the obligations of information disclosure in accordance with the regulations of the Circular No. 155/2015/TT-BTC dated 06 October 2015 issued by Ministry of Finance guiding the disclosure of information on Securities Market.

On behalf of the Board of Directors



**General Director**

Board of General Directors

*Haiphong, 22 May 2020*



## INDEPENDENT AUDITORS' REPORT

**To: Board of Management and Board of Directors  
Hoang Huy Investment Financial Services JSC**

We have audited the accompanying Interim Consolidated Financial Statements of Hoang Huy Investment Financial Services Joint Stock Company prepared on 22 May 2020, as set out on pages 06 to 53, including: Consolidated Statement of Financial position as at 31 Mar 2020, Consolidated Statement of Income, Consolidated Statement of Cash flows and Notes to Consolidated Financial Statements for the year ended as at 31 March 2020.

### Board of Directors' Responsibility

The Board of Directors is responsible for the preparation and presentation of interim consolidated financial statements that give a true and fair view in accordance with Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and the statutory requirements relevant to the preparation and presentation of consolidated financial statements and for such internal control as the Board of Directors determines is necessary to enable the preparation and presentation of interim 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 interim 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 standards, ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the interim consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the interim consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the interim consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers the Company's internal control relevant to the entity's preparation and presentation of consolidated financial statements that give a true and fair view 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors, as well as evaluating the overall presentation of the interim consolidated 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 financial position of Hoang Huy Investment Financial Services Joint Stock Company as at 31 March 2020, its operating results and its cash flows for the year ended as at 31 March 2020 in accordance with the Vietnamese Accounting Standards, Vietnamese Corporate Accounting System and the statutory requirements relevant to preparation and presentation of consolidated financial statements.



**AASC Auditing Firm Company Limited**

**Cat Thi Ha**

Deputy General Director

Registered Auditor No. 0725-2018-002-1

Hanoi, 22 May 2020

**Nguyen Ngoc Lan**

Auditor

Registered Auditor No. 1427-2018-002-1



## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 March 2020

Code	ASSETS	Note	31/03/2020 VND	01/04/2019 (Adjusted) VND
100	<b>A. CURRENT ASSETS</b>		<b>5,905,037,261,992</b>	<b>3,237,789,109,142</b>
110	<b>I. Cash and cash equivalents</b>	<b>04</b>	<b>275,596,583,341</b>	<b>339,943,572,741</b>
111	1. Cash		166,596,583,341	309,943,572,741
112	2. Cash equivalents		109,000,000,000	30,000,000,000
120	<b>II. Short-term financial investments</b>	<b>05</b>	<b>1,317,367,975,781</b>	<b>763,022,000,000</b>
123	1. Held-to-maturity investments		1,317,367,975,781	763,022,000,000
130	<b>III. Short-term receivables</b>		<b>425,613,576,556</b>	<b>288,897,354,629</b>
131	1. Short-term trade receivables	06	110,319,748,509	60,536,842,821
132	2. Short-term prepayments to suppliers	07	108,878,120,597	218,461,492,540
136	3. Other short-term receivables	08	208,453,713,155	9,899,019,268
137	4. Provision for short-term doubtful debts		(2,038,005,705)	-
140	<b>IV. Inventories</b>	<b>10</b>	<b>3,679,846,197,966</b>	<b>1,793,359,923,866</b>
141	1. Inventories		3,679,846,197,966	1,793,359,923,866
150	<b>V. Other short-term assets</b>		<b>206,612,928,348</b>	<b>52,566,257,906</b>
151	1. Short-term prepaid expenses	14	32,893,012,426	10,617,565,725
152	2. Deductible VAT		173,702,995,217	41,943,692,181
153	3. Taxes and other receivables from the State	19	16,920,705	5,000,000

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 March 2020

(Continued)

Code	ASSETS	Note	31/03/2020 VND	01/04/2019 (Adjusted) VND
200	<b>B. NON- CURRENT ASSETS</b>		<b>2,751,361,523,287</b>	<b>3,072,164,336,171</b>
220	<b>I. Fixed assets</b>		<b>81,871,014,551</b>	<b>78,868,569,529</b>
221	1. Tangible fixed assets	11	29,059,681,716	25,956,733,704
222	- Historical costs		65,552,437,066	59,368,111,786
223	- Accumulated depreciation		(36,492,755,350)	(33,411,378,082)
227	2. Intangible fixed assets	12	52,811,332,835	52,911,835,825
228	- Historical costs		56,429,385,890	56,329,385,890
229	- Accumulated amortization		(3,618,053,055)	(3,417,550,065)
230	<b>II. Investment properties</b>	13	<b>730,794,778,878</b>	<b>666,907,911,227</b>
231	- Historical costs		789,546,060,149	711,854,094,231
232	- Accumulated depreciation		(58,751,281,271)	(44,946,183,004)
250	<b>III. Long-term financial investments</b>	05	<b>1,835,584,669,659</b>	<b>2,325,559,875,664</b>
252	1. Investments in joint-ventures and associates		1,835,584,669,659	2,281,609,875,664
253	2. Equity investments in other entities		-	43,950,000,000
260	<b>IV. Other long-term assets</b>		<b>103,111,060,199</b>	<b>827,979,751</b>
261	1. Long-term prepaid expenses	14	25,968,502	680,909,091
262	2. Deferred income tax assets	35	111,152,930	147,070,660
269	3. Goodwill	15	102,973,938,767	-
270	<b>TOTAL ASSETS</b>		<b>8,656,398,785,279</b>	<b>6,309,953,445,313</b>



## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 March 2020

(Continued)

Code	CAPITAL	Note	31/03/2020 VND	01/04/2019 (Adjusted) VND
300	<b>C. LIABILITIES</b>		<b>3,935,643,595,943</b>	<b>1,820,998,400,864</b>
310	<b>I. Current liabilities</b>		<b>2,848,112,440,111</b>	<b>761,806,202,927</b>
311	1. Short-term trade payables	17	282,030,901,623	31,366,278,482
312	2. Short-term prepayment from customers	18	1,025,237,575,112	436,222,370,865
313	3. Tax and other payables to State Budget	19	28,670,262,821	22,587,044,005
314	4. Payables to employees		-	72,217,517
315	5. Short-term accrued expenses	20	39,108,954,280	3,063,194,929
318	6. Short-term unearned revenue	22	4,574,318,866	7,353,616,278
319	7. Other short-term payables	21	748,882,641,716	196,477,091,190
320	8. Short-term borrowings and finance lease liabilities	16	719,470,189,630	64,526,793,598
322	9. Bonus and welfare fund		137,596,063	137,596,063
330	<b>II. Non-current liabilities</b>		<b>1,087,531,155,832</b>	<b>1,059,192,197,937</b>
337	1. Other long-term payables	21	511,822,308,453	505,126,848,935
339	2. Convertible bonds	23	575,055,127,440	554,065,349,002
341	3. Deferred income tax payables	35	653,719,939	-
400	<b>D. OWNER'S EQUITY</b>		<b>4,720,755,189,336</b>	<b>4,488,955,044,449</b>
410	<b>I. Owner's equity</b>	24	<b>4,720,755,189,336</b>	<b>4,488,955,044,449</b>
411	1. Contributed capital		3,629,940,140,000	3,629,940,140,000
411a	Ordinary shares with voting rights		3,629,940,140,000	3,629,940,140,000
413	2. Conversion options on convertible bonds		44,370,685,998	44,370,685,998
415	3. Treasury shares		(219,996,488,178)	(219,996,488,178)
421	4. Retained earnings		1,146,650,090,907	1,013,947,092,896
421a	Retained earnings accumulated till the end of the previous year		756,620,049,254	731,664,686,343
421b	Retained earnings of the current period		390,030,041,653	282,282,406,553
429	5. Non - Controlling Interest		119,790,760,609	20,693,613,733
440	<b>TOTAL CAPITAL</b>		<b>8,656,398,785,279</b>	<b>6,309,953,445,313</b>

Preparer

Bui Thi Tra

Chief Accountant

Phung Thi Thu Huong

Haiphong, 22 May 2020

General Director



Do Huu Ha



## CONSOLIDATED STATEMENT OF INCOME

For the accounting period from 01/04/2019 to 31/03/2020

Code	ITEMS	Note	From 01/04/2019 to 31/03/2020 VND	From 01/04/2018 to 31/03/2019 VND
01	1. Revenues from sales of goods and rendering of services	26	2,237,104,341,919	829,649,055,441
02	2. Revenue deductions		-	822,921,000
10	3. Net revenues from sales of goods and rendering of services		2,237,104,341,919	828,826,134,441
11	4. Cost of goods sold	27	1,496,020,208,234	577,089,286,533
20	5. Gross profit from sales of goods and rendering of services		741,084,133,685	251,736,847,908
21	6. Financial income	28	98,135,909,448	38,601,590,725
22	7. Financial expenses	29	62,608,257,447	3,146,972,919
23	In which : Interest expenses		62,608,225,851	3,098,994,339
24	8. Profit or loss in joint ventures and associates		85,530,961,914	80,943,604,075
25	9. Selling expenses	30	55,899,034,980	11,745,808,079
26	10. General and administrative expenses	31	39,487,736,592	30,521,004,392
30	11. Net profit from operating activities		766,755,976,029	325,868,257,318
31	12. Other income	32	4,383,563,952	9,077,379,773
32	13. Other expenses	33	379,316,327	1,247,851,656
40	14. Other profit		4,004,247,625	7,829,528,117
50	15. Total profit before tax		770,760,223,654	333,697,785,435
51	16. Current corporate income tax expenses	34	138,165,599,974	50,573,652,071
52	17. Deferred corporate income tax expenses	35	689,637,669	226,753,679
60	18. Profit after corporate income tax		631,904,986,011	282,897,379,685
61	19. Profit after tax attributable to owners of the parent company		631,379,095,386	282,282,406,553
62	20. Profit after tax attributable to non-controlling interest		525,890,625	614,973,132
70	21. Basic earnings per share	36	1,787	799
71	22 Diluted earnings per share	37	1,717	801

Preparer

Chief Accountant

Haiphong, 22 May 2020

General Director



Bui Thi Tra

Phung Thi Thu Huong

Do Huu Ha



## CONSOLIDATED STATEMENT OF CASH FLOWS

For the accounting period from 01/04/2019 to 31/03/2020  
(Indirect method)

Code	ITEMS	Note	From 01/04/2019 to 31/03/2020	From 01/04/2018 to 31/03/2019 (Adjusted)
			VND	VND
<b>I. CASH FLOWS FROM OPERATING ACTIVITIES</b>				
01	1. Profit before tax		770,760,223,654	333,697,785,435
	2. Adjustment for:		(96,503,737,069)	(100,674,074,364)
02	- Depreciation of fixed assets and investment properties		22,506,659,513	14,845,464,542
03	- Provisions		2,038,005,705	-
04	- Exchange gains / losses from retranslation of monetary items denominated in foreign currency		(18,712,511)	18,466
05	- Gain/loss from investment		(183,637,915,626)	(118,618,551,711)
06	- Interest expense		62,608,225,851	3,098,994,339
08	3. Operating profit before changes in working capital		674,256,486,585	233,023,711,071
09	- Increase/Decrease in receivables		(246,033,480,298)	(56,989,380,582)
10	- Increase/Decrease in inventories		(1,894,567,510,193)	(1,006,795,193,386)
11	- Increase/Decrease in payables (excluding interest payable/corporate income tax payable)		1,359,532,614,162	743,648,984,252
12	- Increase/Decrease in prepaid expenses		(21,620,506,112)	(10,449,847,453)
14	- Interest paid		(41,618,447,413)	(3,098,994,339)
15	- Corporate income tax paid		(133,464,583,480)	(58,832,278,747)
17	- Other payments on operating activities		-	(2,518,641,300)
20	Net cash flows from operating activities		(303,515,426,749)	(162,011,640,484)
<b>II. CASH FLOWS FROM INVESTING ACTIVITIES</b>				
21	1. Purchase or construction of fixed assets and other long-term assets		(6,284,325,280)	(5,478,624,055)
23	2. Loans and purchase of debt instruments from other entities		(1,946,154,175,781)	(1,582,631,000,000)
24	3. Collection of loans and resale of debt instrument of other entities		1,391,808,200,000	1,312,244,000,000
25	4. Equity investments in other entities		(183,737,975,003)	-
26	5. Proceeds from equity investment in other entities		574,706,175,000	225,432,000,000
27	6. Interest, dividends and profit received		66,470,979,501	37,252,887,861
30	Net cash flows from investing activities		(103,191,121,563)	(13,180,736,194)
<b>III. CASH FLOWS FROM FINANCING ACTIVITIES</b>				
31	1. Proceeds from issuance of shares and receipt of contributed capital		90,000,000,000	44,370,685,998
33	2. Proceeds from borrowings		1,145,070,189,630	855,169,318,288
34	3. Repayment of principal		(490,126,793,598)	(279,182,814,888)
36	4. Dividends or profits paid to owners		(402,602,549,631)	(300,280,829,400)
40	Net cash flow from financing activities		342,340,846,401	320,076,359,998

## CONSOLIDATED STATEMENT OF CASH FLOWS

For the accounting period from 01/04/2019 to 31/03/2020

(Indirect method)

Code	ITEMS	Note	From 01/04/2019 to 31/03/2020	From 01/04/2018 to 31/03/2019 (Adjusted)
			VND	VND
50	Net cash flows in the period		(64,365,701,911)	144,883,983,320
60	Cash and cash equivalents at the beginning of the period		339,943,572,741	195,059,607,887
61	Effect of foreign exchange fluctuation		18,712,511	(18,466)
70	Cash and cash equivalents at the end of the period	04	275,596,583,341	339,943,572,741

Haiphong, 22 May 2020

Preparer

Chief Accountant

General Director





Bui Thi Tra

Phung Thi Thu Huong

Do Huu Ha



## **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

*For the accounting period from 01/04/2019 to 31/03/2020*

### **1. GENERAL INFORMATION OF THE COMPANY**

#### **Form of ownership**

Hoang Huy Investment Financial Services Joint Stock Company was established and operates under the Business Registration Certificate No 0200117929, firstly issued by Hai Phong Department of Planning and Investment on 25 December 2007 and amended for the 11th time on 18 January 2017.

The Company's head office is located at: No. 116 Nguyen Duc Canh Street, Le Chan District, Hai Phong City.

The Company's charter capital is VND 3,629,940,140,000; equivalent to 362,994,014 shares with the par value of VND 10,000 per share.

#### **Business field**

- Trading in real estate and transportation.

#### **Business activities**

Main business activities of the Company:

- Construction of railways and roads; Details: Construction and repair of traffic works;
- Construction of other civil works;
- Production of body of motor vehicle; Trailers and semi-trailers;
- Production of spare parts and auxiliary parts for motor vehicles and engine;
- Production of motor vehicles; Details: Production of motor vehicles, trailers and semi-trailers;
- Production of motorcycles;
- Wholesale of cars and other motor vehicles;
- Maintenance and repair of cars and other motor vehicles;
- Site preparation; Details: Levelling of ground;
- Wholesale of machinery, equipment and other machine parts; Details: Wholesale of electrical machinery, equipment, electrical materials (generators, electric motors, wires and other equipment used in the circuit);
- Retail of car (up to 12 seats);
- Cars and other motor vehicles dealership;
- Road passenger transport; Details: Provincial and inter- provincial passenger transport by bus; Fixed - route and flexible passenger transport by cars;
- Construction of all kinds of houses; Details: Construction and repair of all kinds of houses;
- Construction finishing;
- Management consulting activities; Details: Project Management Consulting (Group C);
- Maintenance and repair of motorcycles.

#### **The Company's operation in the year that affects the Consolidated Financial Statements**

- During the year, Hoang Huy Riverside has implemented and handed over to the customers, generated real estate sales of VND 1,138 billion, leading to total sales of goods and rendering services this year increased 170% compared to the previous year (equivalent to VND 1,407.46 billion), and profit before tax of the year also increased by 131% (equivalent to VND 437.06 billion).



**The Company's structure**

**- The Company's subsidiaries consolidated in Financial Statements as at 31 March 2020 include:**

Name of subsidiaries	Address	Proportion of ownership	Proportion of voting rights	Principal activities
- CRV Real Estate Group Joint Stock Company	Hanoi	91.74%	91.74%	Real estate investment
- Thinh Hiep Construction JSC.	Haiphong City	95.84%	95.84%	Construction investment
- Thinh Phat Real Estate Construction Joint Stock Company	Haiphong City	96.33%	96.33%	Construction investment
- To Hieu Investment JSC	Haiphong City	99.98%	99.98%	Construction investment

- Information of Subsidiaries, Associated and Joint ventures of the Company is provided in Note 3.

**2. ACCOUNTING SYSTEM AND ACCOUNTING POLICY**

**2.1. Accounting period and accounting currency**

Annual accounting period commences from 01 April and ends as at 31 March.  
The Company maintains its accounting records in VND.

**2.2. Accounting Standards and Accounting system**

*Applicable Accounting Policies*

The Company applies Corporate Accounting System issued under the Circular No. 200/2014/TT-BTC dated 22 December 2014 by the Ministry of Finance, the Circular No. 53/2016/TT-BTC dated 21 March 2016 issued by Ministry of Finance amending and supplementing some articles of the Circular No. 200/2014/TT-BTC and the Circular No. 202/2014/TT-BTC dated 22 December 2014 by the Ministry of Finance guiding the preparation and presentation of Consolidated Financial Statements.

*Declaration of compliance with Accounting Standards and Accounting System*

The Company applies Vietnamese Accounting Standards and supplementary documents issued by the State. Financial Statements are prepared and presented in accordance with regulations of each standard and supplementary document as well as with current Accounting Standards and Accounting System.

**2.3. Basis for preparation of Consolidated Financial Statements**

Consolidated Financial Statements are prepared based on Consolidating Separate Financial Statements of the Company and Financial Statements of its subsidiaries under its control as at 31 March annually. Control right is achieved when the company has power to govern the financial and operating policies of investees to obtain benefits from their activities.

Consistent accounting policies are applied in Financial Statements of subsidiaries and the Company. If necessary, adjustments are made to the Financial Statements of subsidiaries to ensure the consistency of application of accounting policies among the Company and its subsidiaries.

The operating results of subsidiaries acquired or disposed during the year are included in the Consolidated financial statements from the effective date of acquisition or up to the effective date of disposal.

Balance, main incomes and expenses, including unrealized profits from intra-group transactions are eliminated in full from Consolidated financial statements.



Non - controlling interest:

Non – controlling interest represents the portion of profit or loss and net assets of subsidiaries not held by the Company.

Profit and loss when there is a change in the Group's ownership in subsidiaries:

- In case subsidiaries raise additional capital from the owners when preparing Consolidated Financial Statements: the Parent company determines and presents the changes in its ownership and non - controlling interests in the net assets of the subsidiary before and after raising additional capital.

## **2.4. Financial Instruments**

### *Initial recognition*

#### Financial assets

Financial assets of the Company include cash and cash equivalents, held-to-maturity investments, trade receivables, and other receivables. At initial recognition, financial assets are identified by purchasing price plus other expenses directly related to the purchase and issuance of those assets.

#### Financial liabilities

Financial liabilities of the Company include borrowings, trade payables, other payables and accrued expenses. At initial recognition, financial liabilities are determined by issuing price plus other expense directly related to the issuance of those liabilities.

### *Subsequent measurement after initial recognition*

There are currently no regulations on revaluation of financial instruments after initial recognition.

## **2.5. Foreign currency transactions**

The foreign currency transactions during the period are translated into Vietnam Dong using the real exchange rate. Real exchange rates are determined under the following principles:

- When buying or selling foreign currency, applying the exchange rates specified in the contracts of foreign exchange sale between Company and commercial banks;
- When recording receivables, applying the bid rate of the commercial bank stipulated by the Company for customers to make payment at the transaction time;
- When recording payables, applying the offer rate of the commercial bank where the Company expects to conduct transactions at the transaction time;
- When purchases of assets or expenses paid immediately in foreign currency: are the rate of purchase of commercial banks where the Company makes payments.

Real exchange rate when revaluating monetary items denominated in foreign currencies at the reporting date of Consolidated Financial Statements is determined under the following principles:

- For asset accounts, applying the bid rate of the commercial bank where the Company regularly conducts transaction;
- For foreign currency deposited in bank, applying the bid rate of the bank where the Company opens its foreign currency accounts;
- For liability accounts, applying the offer rate of the commercial bank where the Company regularly conducts transaction.

All exchange differences arising from foreign currency transactions in the period and from revaluation of remaining foreign currency monetary items at the end of the period are recorded immediately to operating results of the accounting period. In which, exchange gain due to revaluation of monetary items denominated in foreign currencies at the end of the period shall not be used for profit distribution or dividend payment.



## 2.6. Cash and cash equivalents

Cash comprises cash on hand and demand deposits.

Cash equivalents are short-term investments with the maturity of not over than 3 months from the date of investment, that are highly liquid and readily convertible into known amount of cash and that are subject to an insignificant risk of conversion into cash.

## 2.7. Business combination and Goodwill

All business combinations shall be accounted for using the purchase method. The cost of a business combination includes the aggregate of the fair values, at the date of exchange, of assets given, liabilities incurred or assumed, and equity instruments issued by the acquirer, in exchange for control of the acquiree plus any costs directly attributable to the business combination. The acquiree's identifiable assets, liabilities and contingent liabilities in business combination are measured at the fair value at the acquisition date.

Goodwill arises on the business consolidation is initially measured at its cost, being the excess of the cost of the business combination over the acquirer's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities. If the excess is negative (gain from bargain purchase), it is recognised immediately in the consolidated statement of income. After initial recognition, goodwill is measured at cost less accumulated amortisation. Goodwill is amortised on a straight-line basis during its estimated useful life over 10 years. Annually, the Group shall assess impairment loss of goodwill at subsidiaries, whether there is any indication that impaired loss of goodwill is higher than the goodwill allocated, the Group shall recognise the impaired loss immediately in year that incurred.

## 2.8. Financial Investments

*Held-to-maturity investments* comprise term deposits and loans, etc. held to maturity to earn profits periodically and other held to maturity investments.

In the Consolidated Financial Statements, investments in associates are accounted for using equity method. Under this method, the investments are initially recognised at cost and adjusted thereafter for the post acquisition change in the Group's share in net assets of the associate after acquisition date. Goodwill incurred from the investment in the associates is reflected in the carrying amount of the investment in the associate. The Group will not allocate such goodwill but assess annually to determine whether the goodwill is under impairment or not.

The share of investor in post-acquisition profits or losses of the associate is recognised in the consolidated statement of income, and the share of investor in post-acquisition movements in equity of the associate is recognised in equity. The post-acquisition accumulated changes are adjusted to carrying amount of investments. Dividends received from associates are recognised as a reduction in the carrying amount of the investment.

Financial Statements of associates are prepared in the same period with the Group's consolidated financial statements and use the consistent accounting policies with the Group's policies. Adjustment shall be made if necessary to ensure the consistence with the Group's accounting policies.

Equity Investments in other entities comprise investments in equity instruments of other entities without having control, joint control, or significant influence on the investee. These investments are initially stated at original cost. After initial recognition, these investments are measured at original cost less provision for devaluation of investments.



Provision for devaluation of investments is made at the end of the period as follows:

- With regard to investments held long-term (other than trading securities) without significant influence on the investee: If the investment is made in listed shares or the fair value of the investment is determined reliably, the provisions shall be made on the basis of the market value of the shares; if the fair value of the investment is not determined at the reporting date, the provision shall be made based on the Financial Statements at the provision date of the investee.
- With regard to investments held to maturity, the provision for doubtful debts shall be made based on the recovery capacity in accordance with statutory regulations.

## **2.9. Receivables**

The receivables shall be recorded in details in terms of due date, entities receivable, types of currency and other factors according to requirements for management of the Company.

The provision for doubtful debts is made for receivables that are overdue under an economic contract, a loan agreement, a contractual commitment or a promissory note and for receivables that are not due but difficult to be recovered. Accordingly, the provisions for overdue debts shall be based on the due date stipulated in the initial sale contract, exclusive of the debt rescheduling between contracting parties and the case where the debts are not due but the debtor is in bankruptcy, in dissolution, or missing and making a getaway.

## **2.10. Inventories**

Inventories are initially recognized at original cost including purchase price, processing cost and other costs incurred in bringing the inventories to their location and condition at the time of initial recognition. After initial recognition, at the reporting date, inventories are stated at the lower of cost and net realizable value.

The cost of inventory is calculated using weighted average method.

Inventories are recorded by perpetual method.

Method for valuation of work in process at the end of the period: The value of work in progress is recorded for each construction project that is incomplete or of which revenue is unrecognised, corresponding to the amount of work in progress at the end of the period.

Provision for devaluation of inventories made at the end of the period is based on the excess of original cost of inventory over their net realizable value.

## **2.11. Fixed assets**

Fixed assets (tangible and intangible) are initially stated at the historical cost. During the using time, fixed assets (tangible and intangible) are recorded at cost, accumulated depreciation and carrying amount.

Fixed assets are depreciated (amortised) using the straight-line method over their estimated useful lives as follows:

- |                                  |                  |
|----------------------------------|------------------|
| - Buildings, structures          | 10 - 26 years    |
| - Machinery, equipment           | 05 - 15 years    |
| - Transportation equipment       | 06 - 10 years    |
| - Office equipment and furniture | 03 - 05 years    |
| - Other fixed assets             | 5 - 10 years     |
| - Definite land use rights       | 30 years         |
| - Long-term land use rights      | not be amortised |
| - Computer software              | 08 years         |

## **2.12. Investment properties**

Investment properties are recognized at historical cost.

Investment properties held for capital appreciation are not depreciated

Investment properties held for operating lease are recorded at cost, accumulated depreciation and carrying amount. Investment properties are depreciated using the straight-line method with expected useful life as follows:

- |                             |                  |
|-----------------------------|------------------|
| - Buildings, structures     | 10 - 44 years    |
| - Long-term land use rights | Not be amortised |

## **2.13. Operating leases**

Operating leases is fixed asset leasing in which a significant portion of the risks and rewards of ownership of assets are retained by the lessor. Payments made under operating leases are charged to statement of income on a straight-line basis over the period of the lease.

## **2.14. Business Cooperation Contract (BCC)**

Business Cooperation Contract (BCC) is a contractual agreement between two or more venturers with the objectives of cooperating to carry out specific business activities without constitution of a new legal entity. This operation may be jointly controlled by venturers under BCC or controlled by one of them.

In case of receiving money or assets from other entities in the BCC, they should be recorded as payables. During the process of operating BCC, depending on the form of BCC, the accounting methods are adopted as follows:

BCC in the form of shares of post-tax profits

According to the terms of BCC, the venturer in charge of accounting for BCC shall record all revenues, expenses and post-tax profits of BCC in their Statement of Income.

## **2.15. Prepaid expenses**

The expenses incurred but related to operating results of several accounting periods are recorded as prepaid expenses and are allocated to the operating results in the following accounting periods.

The calculation and allocation of long-term prepaid expenses to operating expenses in each accounting period should be based on the nature of those expenses to select a reasonable allocation method and criteria. Prepaid expenses are allocated gradually into operating expenses on the straight-line basis.

## **2.16. Payables**

The payables shall be recorded in details in terms of due date, entities payable, types of currency and other factors according to the requirements for management of the Company.

## **2.17. Borrowings**

Borrowings shall be recorded in details in terms of lending entities, loan agreement and terms of borrowings. In case of borrowings denominated in foreign currency, they shall be recorded in details in terms of types of currency.



## **2.18. Borrowing cost**

Borrowing costs are recognized into operating expenses during the period, in which it its incurred unless those which are directly attributable to the construction or production of a qualifying asset are capitalized as part of the cost of that asset in accordance with VAS No. 16 "Borrowing costs". Besides, regarding borrowings serving the construction of fixed assets, and investment properties, the interests shall be capitalized even when the construction duration is under 12 months.

For general loans, including those used for investment in construction or production of an uncompleted asset, the borrowing costs eligible for capitalization in each accounting period are determined based on capitalization rate over the weighted average accumulated cost incurred for the investment in construction or production of such assets. The capitalization rate is computed at the weighted average interest rate of the borrowings which have not yet been paid during the period, except for particular borrowings serving the purpose of obtaining an uncompleted asset.

## **2.19. Accrued expenses**

Accrued expenses include payables to goods or services received from the suppliers or provided for the customers during the reporting period, but the payments for such goods or services have not been made and other payables such as construction in progress etc which are recorded as operating expenses of the reporting period.

The recording of accrued expenses as operating expenses during the year shall be carried out under the matching principle between revenues and expenses during the year. Accrued expenses are settled with actual expenses incurred. The difference between accrued and actual expenses is reverted.

## **2.20. Unearned revenues**

Unearned revenues include prepayments from customers for one or many accounting periods relating to asset leasing.

Unearned revenues are transferred to revenue from sale of goods and rendering of services with the amount corresponding to each accounting period.

## **2.21. Convertible bonds**

Convertible bonds are the bonds that may be converted into common shares of the same issuer under the conditions specified in the issuance plan.

At initial recognition, when issuing convertible bonds, the Company must calculate and determine separately the value of debt component (debt principal) and capital component of convertible bonds. The debt component of convertible bonds is recorded as the liabilities; the capital component (stock options) of convertible bonds is recorded as the owner's equity.

At initial recognition, the value of the debt component of convertible bonds is determined by discounting the nominal value of future payments (including principal and interest of bonds) to the present value at the common borrowing interest rate in the market at the time of issuing bonds and subtracting the cost of issuing convertible bonds.

## **2.22. Owner's equity**

Owner's equity is stated at actually contributed capital of owners.

Option to convert bonds into shares (the capital component of the convertible bond) arises when the Company issues bonds that can be converted into a certain number of shares as stipulated in the issuance plan. The value of the capital component of the convertible bonds is determined at the difference between the total proceeds from the issuance of convertible bonds and the value of debt component of convertible bonds.



Treasury shares are shares issued and bought-back by the issuing company itself. Treasury shares are uncanceled and shall be re-issued within the period as regulated by the law on securities. Treasury shares shall be recorded at the actual buyback price and presented on the Statement of Financial position as a decrease in owner's equity. Cost of Treasury shares when being re-issued or used to pay dividend, bonus, etc. shall be calculated using the weighted average method.

Retained earnings are used to present the Company's operating results (profit, loss) after corporate income tax and profit appropriation or loss handling of the Company. The distribution of net profits is made when the net profit of the company does not exceed the net profit presented on Consolidated Financial Statements after eliminating the profits from cheap purchase. In case dividend payment or profit distribution for the owners exceeds the net profit, the difference shall be recorded as a decrease in contributed capital. Net profit can be distributed to investors based on capital contribution rate after being approved by General Meeting of Shareholders and after being appropriated to funds in accordance with the Company's Articles of Incorporation and Vietnamese statutory requirements.

Dividends to be paid to shareholders are recognised as a payable in Statement of Financial position after the announcement of dividend payment from the Board of Management and announcement of cut-off date for dividend payment of Vietnam Securities Depository Center.

## 2.23. Revenues

### *Sales of goods*

Revenue from the sale of goods shall be recognized when all the following conditions have been satisfied:

- The entity has transferred to the buyer the significant risks and rewards of ownership of the goods;
- The entity retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- The amount of revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the entity; and
- The cost incurred or to be incurred in respect of the transaction can be measured reliably.

### *Rendering of services*

Revenue from rendering of services shall be recognised when all the following conditions have been satisfied:

- The amount of the revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the entity;
- The stage of the completion of the transaction at the end of the reporting period can be measured reliably;
- The costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

The stage of the completion of the transaction may be determined by evaluating the volume of work performed.

### *Revenue from sales of real estate*

Revenue from sales of real estate shall be recognized when all the following conditions have been satisfied:

- The Company has completed the construction of real estate and transferred to the buyers the significant risks and rewards of ownership of the real estate;
- The Company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the real estate sold;
- The amount of revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the Company;
- The cost incurred or to be incurred in respect of the transaction can be measured reliably.

Regarding the sale of real estates in which customers finish interior by themselves or the Company does at the customer's discretion, revenue is recorded when the rough construction is completed and handed over to customers.

### *Revenue from operating lease*

Revenue from operating lease mainly includes revenue from leasing of factories and other fixed assets which are recorded in the Statement of Income on straight-line basis method over the entire leasing period according to the leasing agreements.



*Revenue from construction contract*

- In case the construction contract specifies that the contractor shall be entitled to payment based on the volume of work completed, when the outcome of construction contract can be estimated reliably and confirmed by customers, revenues and expenses associated to construction contract shall be recognized by reference to the stage of completion confirmed by the customer during the year and presented on the issued invoices.

*Financial income*

Revenue arising from the use by the others of the Company's assets yielding interest, royalties and dividends and other financial income shall be recognised when:

- It is probable that the economic benefits associated with the transaction will flow to the entity; and
- The amount of the revenue can be measured reliably.

**2.24. Revenue deductions**

Revenue deductions from sales and service provisions arising in the period include: Sales discounts.

Sales discount incurred in the same period of sale of goods and rendering of services are recorded as a decrease in revenue in the incurring period. In case goods and services are sold in the previous periods, but until the next period they are incurred as deductible items, the Company records the decrease in revenue under the following principles: If it is incurred prior to the issuance of Financial Statements, it is then recorded as a decrease in revenue on the Financial Statements of the reporting period (the previous period); and if it is incurred after the issuance of Financial Statements, it is recorded as a decrease in revenue of incurring period (the next period).

**2.25. Cost of goods sold**

The recognition of cost of goods sold is matched against the revenue in the period and complies with the prudence principle. Cases of loss of materials and goods exceeded the norm, abnormal expenses, and losses of inventories after deducting the responsibility of collective and individuals concerned, etc. is recognized fully and promptly into cost of goods sold in the period.

**2.27. Financial expenses**

Items recorded into financial expenses comprise:

- Borrowing costs;
- Provision for diminution in value of trading securities price; provision for losses from investment in other entities, losses from sale of foreign currency, exchange loss, etc

The above items are recorded by the total amount arising in the year without offsetting against financial income.

**2.28. Corporate income tax**

a) Deferred income tax assets

Deferred income tax asset is recognized for deductible temporary differences and the carrying forward of unused tax losses and unused tax credits.

Deferred income tax asset and Deferred income tax liability are determined based on prevailing corporate income tax rate/corporate income tax rate which is estimated to change in the future (due to the deferred income tax asset or deferred income tax liability are reversed when the new tax rates have been enacted), tax rates and tax laws enacted at the end of accounting year.



b) Current corporate income tax expenses and Deferred corporate income tax expenses

Deferred corporate income tax expenses are determined based on deductible temporary differences, the taxable temporary differences and corporate income tax rate.

Current corporate income tax expenses are determined based on taxable income during the year and current corporate income tax rate.

Current corporate income tax expenses and deferred corporate income tax expenses are not offset against each other.

c) Current corporate income tax rate:

The Company is currently subject to corporate income tax rate of 20% for business activities for the period from 01 April 2019 to 31 March 2020.

## **2.28. Earnings per share**

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

Diluted earnings per share are calculated by dividing the net profit or loss after tax attributable to ordinary shareholders of the Company (after adjusting for the bonus and welfare fund, allowance for Board of Directors and interest on the convertible preference shares) by the weighted average number of ordinary shares that would be issued by conversion of all dilutive potential ordinary shares into ordinary shares.

## **2.29. Related parties**

The parties are regarded as related parties if that party has the ability to control or significantly influence the other party in making decisions about the financial policies and activities. The Company's related parties include:

- Companies, directly or indirectly through one or more intermediaries, having control over the Company or being under the control of the Company, or being under common control with the Company, including the Company's parent, subsidiaries and affiliated companies;
- Individuals, directly or indirectly, holding voting power of the Company that have a significant influence on the Company, key management personnel including directors and employees of the Company, the close family members of these individuals;
- Companies that the above-mentioned individuals directly or indirectly hold an important part of the voting power or have significant influence on.

In considering the relationship of related parties to serve for the preparation and presentation of consolidated financial statements, the Company should consider the nature of the relationship rather than the legal form of the relationship.

## **2.30. Segment information**

A segment is a distinguishable component of the Company that is engaged in providing related products or services (business segment), or providing products or services within a particular economic environment (geographical segment). Each segment is subject to risks and returns that are different from other components.

Segment information should be prepared in conformity with the accounting policies adopted for preparing and presenting the financial statements of the Company in order to help users of financial statements better understand and make more informed judgements about the Company as a whole.



### 3. BUSINESS COMBINATION AND TRANSFERRING SECURITIES

#### 3.1. Acquisition of To Hieu Investment Joint Stock Company

On 04/11/2019, the Group acquired 99% of shares of To Hieu Investment Joint Stock Company, a joint stock company established under Vietnamese Enterprise Law under Business Registration Certificate No. 0201804755 were issued by Planning and Investment Department of Haiphong City dated 18/08/2017 and its amended certificates. The principal activities of To Hieu Investment Joint Stock Company are real estate business. The Group acquired this Company for enlarging the Group's business fields.

Fair value of identifiable assets and liabilities of To Hieu Investment JSC at the combination date, and goodwill incurred from business combination are as follows:

Content	Book value at the date of obtaining control	Adjustment to fair value (*)	Fair value at the date of obtaining control
			VND
<b>Assets</b>			
Cash and cash equivalents	24,620,344,997	-	24,620,344,997
Other short-term receivables	5,753,622,364	-	5,753,622,364
Investment properties	69,610,729,825	-	69,610,729,825
Other long-term receivables	-	-	-
<b>Total assets</b>	<b>99,984,697,186</b>	<b>-</b>	<b>99,984,697,186</b>
<b>Liabilities</b>			
Short-term payables	-	-	-
Long-term receivables	-	-	-
<b>Total liabilities</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total net assets</b>	<b>99,984,697,186</b>		<b>99,984,697,186</b>
Non-controlled interest	19,996,940	-	19,996,940
<b>Total net assets equivalent to Group's interest (99,98%)</b>			<b>99,964,700,246</b>
<b>Total cost of this investment</b>			<b>208,358,320,000</b>
<b>Goodwill incurred from business combination (Note 15)</b>			<b>108,393,619,754</b>

#### 3.2. No additional capital contribution to CRV Real Estate Group Joint Stock Company leads to a reduction in the proportion of ownership

CRV Real Estate Group Joint Stock Company (formerly known as Hung Viet Trading Joint Stock Company) has increased its charter capital from VND 1,000,000,000,000 to VND 1,090,000,000 under the Decision of General Meeting of Shareholders No. 01/2020/QĐ-DHĐCD dated 17/03/2020. On 03/04/2020, the Company was granted the Business Registration Certificate No. 0102003419 by the Hanoi Authority for Planning and Investment.

Hoang Huy Investment Financial Services Joint Stock Company does not contribute additional capital to CRV Real Estate Group Joint Stock Company but gives priority to the right to buy 8,999,730 shares to Hoang Huy Investment Financial Services Joint Stock Company resulting in a reduction in proportion of interests from 99.997% to 91.74%.



**4. CASH AND CASH EQUIVALENTS**

	31/03/2020	01/04/2019
	VND	VND
Cash	2,487,116,126	12,200,815,349
Demand deposits	164,109,467,215	297,742,757,392
Cash equivalents (*)	109,000,000,000	30,000,000,000
	<b>275,596,583,341</b>	<b>339,943,572,741</b>

(\*) At 31 March 2020, the cash equivalents are deposits with term under 03 months with the amount of VND 109,000,000,000 at commercial banks at the interest rate of 5%/year to 5.8%/year.

**5. FINANCIAL INVESTMENTS**

**a) Held to maturity investments**

	31/03/2020		01/04/2019	
	Original cost	Provision	Original cost	Provision
	VND	VND	VND	VND
Short-term investments	1,317,367,975,781	-	763,022,000,000	-
- Term deposits (*)	1,317,367,975,781	-	763,022,000,000	-
	<b>1,317,367,975,781</b>	<b>-</b>	<b>763,022,000,000</b>	<b>-</b>

(\*) At 31 March 2020, the short-term investments are deposits with term under 12 months with the amount of VND 1,317,367,975,781 at commercial banks at the interest rate of 6.3%/year to 7.5%/year. The term deposits with the amount of VND 186,365,000,000 are used as collateral for short-term loans (Note 16).



### b) Investments in joint-ventures and associates

	31/03/2020			01/04/2019(Adjusted)			
	Address	Proportion of ownership	Proportion of voting rights	Book value under the equity method	Address	Proportion of ownership	Proportion of voting rights
		VND	VND	VND	VND	VND	VND
<b>Investments in associates</b>							
- Lam Hau Trading Services JSC <sup>(1)</sup>	Hai Phong City	-	-	-	47.50%	47.50%	274,430,157,886
- Hoang Ha Service Investment JSC.	Hai Phong City	48.00%	48.00%	321,028,637,601	48.00%	48.00%	320,552,806,527
- Truong Giang Service Development JSC.	Hai Phong City	48.00%	48.00%	136,515,427,682	48.00%	48.00%	136,653,570,634
- Vinh Quang International Trading Investments JSC <sup>(2)</sup>	Hai Phong City	-	-	-	45.00%	45.00%	254,536,086,633
- Hoang Huy Investment Services JSC.	Hai Phong City	40.24%	40.24%	1,378,040,604,376	40.24%	40.24%	1,295,437,253,984
				<b>1,835,584,669,659</b>			<b>2,281,609,875,664</b>

(2) According to Resolution No. 09/2019/ND-HDQT dated 01 July 2019, Hoang Huy Investment Financial Services Joint Stock Company has transferred all of its contributed capital in Vinh Quang International Trading Investments JSC to 2 individuals with selling price of VND 10,101/share (equivalent to book value in the latest auditor's report). Accordingly, the interest of VND 2,545,200,000 from this transfer is recognized in financial income in the Consolidated Statement of Income (Note 28).

**Major transactions between the Company and joint ventures/associates during the period: as detailed in Note 44.**



## c) Investments in other entities

	31/03/2020		01/04/2019(Adjusted)	
	Original cost	Provision	Original cost	Provision
	VND	VND	VND	VND
- Hoang Hiep Investment Construction Corporation <sup>(3)</sup>	-	-	43,950,000,000	-
	-	-	<b>43,950,000,000</b>	-

(3) According to Resolution No. 01/2019/ND-HDQT dated 09 May 2019, Hung Viet Trading Joint Stock Company has transferred all of its contributed capital at Hoang Hiep Investment Construction Corporation to other investors with the selling price of VND 10,205/share (equivalent to book value in the latest auditor's report). Accordingly, the interest amount of VND 900,975,000 from this transfer is recognized in financial income in the Consolidated Statement of Income (Note 28).

The Company has not determined the fair value of financial investments since Vietnamese Accounting Standards and Vietnamese Corporate Accounting System have not had any detailed guidance on the determination of the fair value.



**6. SHORT-TERM TRADE RECEIVABLES**

	31/03/2020		01/04/2019	
	Value	Provision	Value	Provision
	VND	VND	VND	VND
<b>a) Trade receivables detailed by customers with large account balances</b>				
- Golden Land Housing Management JSC	3,502,180,679	-	4,722,180,679	-
- Lam Hau Trading Services JSC	-	-	8,670,715,000	-
- Hoang Ha Service Investment JSC	-	-	33,945,500,000	-
- Thanh Nam Investment Services JSC	-	-	6,318,000,000	-
- Real estate buyers	48,478,753,842	-	5,587,270,286	-
- Phuc Hung Production Trading and Services Joint Stock Company	5,662,000,000	-	-	-
- Hoang Long Auto Trading Company Limited	5,252,072,725	-	755,200,000	-
- HA Phuong Bac Trading and Services Joint Stock Company	15,634,700,000	-	-	-
- Others	31,790,041,263	-	537,976,856	-
	<b>110,319,748,509</b>	<b>-</b>	<b>60,536,842,821</b>	<b>-</b>
<b>b) Trade receivables from related parties</b>	<b>-</b>	<b>-</b>	<b>48,958,032,500</b>	<b>-</b>

(Detailed as in Note 44)

**7. SHORT-TERM PREPAYMENTS TO SUPPLIERS**

	31/03/2020		01/04/2019	
	Value	Provision	Value	Provision
	VND	VND	VND	VND
- Ecoba Vietnam JSC.	52,000,000,000	-	116,337,776,200	-
- CDC Hanoi Joint Stock Company	8,798,452,904	-	28,172,212,016	-
- Nam Hoang Viet JSC	-	-	23,407,736,928	-
- Bach Dang 234 Construction JSC	-	-	4,778,402,010	-
- HD International Investment JSC	-	-	8,753,857,605	-
- Thanh Trung Co., Ltd	8,622,001,023	-	4,857,526,221	-
- Nam Son Construction and Trading Co., Ltd	-	-	14,658,641,220	-
- Southern Austdoor Company Limited	-	-	1,200,000,000	-
- Capital Construction and Furniture Investment Joint Stock Company	-	-	2,038,005,705	-
- Truong Hung Thinh Construction Joint Stock Company	10,707,183,825	-	-	-
- Others	28,750,482,845	(2,038,005,705)	14,257,334,635	-
	<b>108,878,120,597</b>	<b>(2,038,005,705)</b>	<b>218,461,492,540</b>	<b>-</b>



**8. OTHER SHORT-TERM RECEIVABLES**

	31/03/2020		01/04/2019	
	Value	Provision	Value	Provision
	VND	VND	VND	VND
- Accrued interest	22,272,136,898	-	3,392,337,687	-
- Advances to employees	46,810,099	-	289,848,103	-
- Receivable from Land Development Center of Ngo Quyen District, Hai Phong City (1)	2,979,498,272	-	6,000,000,000	-
- Receivable from Land Development Center of Le Chan District, Hai Phong City (2)	150,919,201,285	-	-	-
- Receivable from Land Development Center of Hong Bang District, Hai Phong City (3)	32,129,376,939	-	-	-
- Others	106,689,662	-	216,833,478	-
	<b>208,453,713,155</b>	<b>-</b>	<b>9,899,019,268</b>	<b>-</b>

(1) The Company made the payment in advance of funds for compensation, relocation assistance relating to the project of investment in renovation and rebuilding of Le Loi old apartments U1, U2, U3 to the Land Development Center of Ngo Quyen District, Hai Phong City. This amount will be reimbursed by the Land Development Center to the Company after the State Treasury disburses funds to the Land Development Center according to the approved plan.

(2) Hoang Huy Investment Financial Services Joint Stock Company made the payment in advance of funds for compensation and relocation to serve the Hoang Huy Commerce Project for Land Fund Development Center of Le Chan District, Hai Phong City. This fund will be deducted from the land use levies of projects when there is approval from the competent authorities.

(3) Hoang Huy Investment Financial Services Joint Stock Company made the payment in advance of funds for compensation and relocation to serve the 2A Project for Land Fund Development Center of Hong Bang District, Hai Phong City. This fund will be deducted from the land use levies of projects when there is approval from the competent authorities.

**9. DOUBTFUL DEBTS**

	31/03/2020		01/04/2019	
	Original cost	Recoverable value	Original cost	Recoverable value
	VND	VND	VND	VND
- Total value of receivables and debts that are overdue or not due but difficult to be recovered				
- <i>Short-term prepayments to suppliers</i>	2,038,005,705	-	2,038,005,705	2,038,005,705
+ Capital Construction and Furniture Investment Joint Stock Company	2,038,005,705	-	2,038,005,705	2,038,005,705
	<b>2,038,005,705</b>	<b>-</b>	<b>2,038,005,705</b>	<b>2,038,005,705</b>



10. INVENTORIES

	31/03/2020		01/04/2019 (Adjusted)	
	Original cost	Provision	Original cost	Provision
	VND	VND	VND	VND
<b>- Automobile and spare part business</b>				
+ Raw material	1,931,866,932	-	1,870,333,532	-
+ Tools and supplies	32,683,227	-	116,355,449	-
+ Finished goods	732,579,892,194	-	47,122,328,225	-
+ Mechandise	19,973,357,012	-	31,506,363,879	-
+ Consignments	347,227,601,665	-	107,417,981,034	-
<b>- Real-estate business (*)</b>				
+ Work in progress	1,920,382,588,649	-	1,605,326,561,747	-
+ Real estate finished products	657,718,208,287	-	-	-
	<b>3,679,846,197,966</b>	<b>-</b>	<b>1,793,359,923,866</b>	<b>-</b>

(\*) Details of Real-state business are as follows:

	31/03/2020		01/04/2019 (Adjusted)	
	Original cost	Provision	Original cost	Provision
	VND	VND	VND	VND
<b>Work in progress</b>	<b>1,920,382,588,649</b>	<b>-</b>	<b>1,605,326,561,747</b>	<b>-</b>
- N01 Building (1)	13,713,369,277	-	180,578,629,643	-
- N02 Building (1)	30,121,878,113	-	30,121,878,113	-
- Gold Tower Building (1)	480,358,702,659	-	299,843,315,884	-
- Renovation of Dong Quoc Binh old apartments HH3, HH4 (2)	974,169,703,536	-	322,961,726,119	-
- Renovating and rebuilding Le Loi old apartments U1, U2, U3 (3)	4,029,972,000	-	95,522,872,791	-
- Hoang Huy Riverside Project at Thuong Ly, Hong Bang District (4)	67,817,413,122	-	629,118,957,635	-
- Hoang Huy Mall Project at Kenh Duong, Haiphong (5)	328,040,313,743	-	38,623,001,614	-
- Renovation of Dong Quoc Binh old apartments HH1, HH2 (6)	17,791,598,177	-	1,799,658,184	-
- Other Projects	4,339,638,022	-	6,756,521,764	-
<b>Real estate finished products</b>	<b>657,718,208,287</b>	<b>-</b>	<b>-</b>	<b>-</b>
- N01 Building (1)	145,660,124,961	-	-	-
- Hoang Huy Riverside Project at Thuong Ly, Hong Bang District (4a)	512,058,083,326	-	-	-
	<b>2,578,100,796,936</b>	<b>-</b>	<b>1,605,326,561,747</b>	<b>-</b>



## **10. INVENTORIES (continued)**

(1) Production and business costs of High-rise Complex Project at 275 Nguyen Trai Street, Thanh Xuan District, Hanoi are detailed as follows:

- Project name: Trade center - Services, Golden - Land Building;
- Project address: No. 275 Nguyen Trai Street, Thanh Xuan District, Hanoi;
- Construction purpose: Construction of high-rise complex for investment in Golden Land Building - Trade Center - Services;
- Owner: Hung Viet Trading Joint Stock Company (now known as CRV Real Estate Group Joint Stock Company );
- Investment capital sources: From own capital and borrowing capital;
- Project investment scale and current status:
- + Gold Tower: Construction area is about 2,352 m2, including 33 floors (not including attic), 03 technical floors and parking. By March 31, 2020, the project was completed and handed over to use. The outstanding expenses as at March 31, 2020 are those of apartments and shopping malls not yet sold, handed over and leased;
- + N01 Building: Including 03 constructions, including two 25-storey buildings and one 27-storey building. By March 31, 2020, the project was completed and handed over to use. The outstanding expenses as at March 31, 2020 are sample houses and floor patching items;
- + N02 Building: Building high-rise apartment to hand over to Hanoi City according to Decision No. 153/2006 / QĐ-UBND dated August 31, 2006. As at March 31, 2020, the project has not been implemented. Work in progress include land costs and compensation, site clearance costs.

(2) The project of renovating Dong Quoc Binh old apartments HH3, HH4 (properly known as the project of renovating severely degraded apartments in Hai Phong City - Golden Land 5 Construction, construction of HH3-HH4 apartment building in Dong Quoc Binh Ward, Ngo Quyen District, Hai Phong City under the form of Build-Transfer (BT) Contract with the following details:

- Owner: Hai Phong City People's Committee (represented by Hai Phong City Department of Construction);
- Investor: Hoang Huy Investment Financial Services;
- Project Company: Thinh Hiep Construction JSC;
- Total investment value: VND 1,565,995,339,787;
- Implementation time: The project has been implemented since 5 March 2018 and is expected to be completed in 24 months from the date that the compensation for site clearance is completed and handed over to the owner;
- Status of the project as at 31/03/2020: HH3, HH4 buildings have 28 floors + 1 technical section/floor + 1 basement. Details:
  - + Basement: Completed raw construction, equipment installation. Epoxy paint has been completed, etc.;
  - + Body part: Completed raw construction, 99% completed, kitchen tables, doors have been repaired and installed,
  - + Outside part: Completed;
  - + Surrounding grounds: Completed;
- In 2020, the Company recorded revenue of the project with the amount of VND 176,707,822,727 (VAT of VND 17,670,782,273) corresponding to the value paid by the Hai Phong City People's Committee.

(3) The project of renovating and rebuilding Le Loi old apartments U1, U2, U3 in May To Ward, Ngo Quyen District, Hai Phong City under the form of Build-Transfer (BT) implemented from April 2017 and has been completed hand over 2 6-storey buildings and 126 apartments, playgrounds and greenery for the Department of Construction to use and hand over to buyers. The work has been approved by the Hai Phong City People's Committee for the final settlement of the completed project. In 2020, the Company recorded the revenue of the BT contract with the amount of VND 91,500,483,636 (VAT 9,150,048,364). As at 31/03/2020, Hoang Huy Investment Financial Services JSC and Hai Phong Department of Construction is carrying out procedures to determine the interest of mobilizing investment capital in the financial plan of BT Contract from 27/07/2018 to the date of Hai Phong People's Committee issued a decision to assign the land with the amount of 4,029,972,000 VND.



(4) Hoang Huy Riverside Project in Thuong Ly Ward, Hong Bang District was approved by Hai Phong City People's Committee under the Decision No. 557/QD-UBND dated 16 March 2018 with the following details:

- Owner: Hoang Huy Investment Financial Services JSC;
- Total investment value: VND 605,045,863,000;
- Land use right: The project is built on the reciprocal BT land fund of HH3, HH4 Dong Quoc Binh old apartment renovation project at No.1 and No.8 Chi Lang street, Thuong Ly ward, Hong Bang district, Hai Phong City. The value of land use rights recorded in the Project is VND 194,378,605,000;
- Project implementation method: Business cooperation with Hoang Huy Investment Financial Services JSC (As detailed in Note 21);
- Implementation time: The project started from the first quarter of 2018 and expected to be completed in the second quarter of 2020;
- Status of the project to 31/03/2020: The project has implemented 321 apartments and handed over 173 apartments to the customers.

(5) Hoang Huy Mall construction investment project in Kenh Duong ward, Hai Phong has been approved by the People's Committee of Hai Phong City under the Decision No.558/QD-UBND dated 16 March 2018. and Decision No.932/QD-UBND dated 19 April 2019, with the following details:

- Owner: Hoang Huy Investment Financial Services JSC;
- Total investment value: VND 605,045,863,000;
- Project scale: The project of building shophouse and adjacent villas with the total exploiting area of phase 1 is 30,062 m<sup>2</sup>;
- Land use right: The project is built on the reciprocal BT land fund of the Project of renovating and rebuilding old apartments U1, U2, U3 Le Loi;
- Implementation time: The project started from the first quarter of 2018 and expected to be completed in the second quarter of 2020;
- Status of the project as at 31 March 2020: The project has implemented the compensation, leveling and site clearance and incurred costs such as licensing documents, land leveling, corrugated iron fence, pile construction and infrastructure, etc. At present, the project has been completed about 70% of the workload and the project is expected to be operated in June 2020.

(6) The project of renovating Dong Quoc Binh old apartments HH1, HH2 (properly known as the project of renovating severely degraded apartments in Hai Phong City - Golden Land 5 Construction, construction of HH1-HH2 apartment building in Dong Quoc Binh Ward, Ngo Quyen District, Hai Phong City under the form of Build-Transfer (BT) Contract with the following details:

- Owner: Hai Phong City People's Committee (represented by Hai Phong City Department of Construction);
- Total investment value: VND 1,200,649,000,000;
- Project Company: Thinh Phat Real Estate Construction JSC;
- Implementation time: The project commenced implementation on 20 February 2019 and is expected to be completed after 24 months from the date that the compensation for site clearance is completed and handed over to the owner;
- Status of the project as at 31/03/2020:
  - + Completing pouring concrete to cover the tunnel, reaching 100% of the underground;
  - + Complete waterproofing of outer surface to reinforcement -4.0, reaching 60%;
  - + HH1 Building: Concreting basement shaft walls and shaft walls B-A1, Completing concreting of elevator stations and single stations, reaching 100% of the underground volume;
  - + Waste water treatment tank area: Completing the tank cover and waterproofing the tank walls, reaching 100%, installing floor formwork on the first floor;
  - + Underground water tank area: Completing to cover the tank and waterproofing the walls of the tank, reaching 100%, installing formwork on the first floor.



## 11 . TANGIBLE FIXED ASSETS

	Buildings, structures	Machinery, equipment	Transportation equipment	Management equipment	Others	Total
	VND	VND	VND	VND	VND	VND
<b>Original cost</b>						
Beginning balance	40,629,493,601	2,210,114,096	15,150,190,636	1,302,403,953	75,909,500	59,368,111,786
- Purchase in the period	-	-	359,292,000	-	-	359,292,000
- Completed construction investment	5,825,033,280	-	-	-	-	5,825,033,280
<b>Ending balance</b>	<b>46,454,526,881</b>	<b>2,210,114,096</b>	<b>15,509,482,636</b>	<b>1,302,403,953</b>	<b>75,909,500</b>	<b>65,552,437,066</b>
<b>Accumulated depreciation</b>						
Beginning balance	22,353,707,465	2,210,114,096	7,721,727,075	1,049,919,946	75,909,500	33,411,378,082
- Depreciation for the period	1,555,103,443	-	1,382,857,539	143,416,286	-	3,081,377,268
<b>Ending balance</b>	<b>23,908,810,908</b>	<b>2,210,114,096</b>	<b>9,104,584,614</b>	<b>1,193,336,232</b>	<b>75,909,500</b>	<b>36,492,755,350</b>
<b>Net carrying amount</b>						
Beginning balance	18,275,786,136	-	7,428,463,561	252,484,007	-	25,956,733,704
<b>Ending balance</b>	<b>22,545,715,973</b>	<b>-</b>	<b>6,404,898,022</b>	<b>109,067,721</b>	<b>-</b>	<b>29,059,681,716</b>

- Cost of fully depreciated tangible fixed assets but still in use at the end of the period: VND 10,819,311,808.



## 12. INTANGIBLE FIXED ASSETS

	Land use right (*) VND	Computer software VND	Total VND
<b>Original cost</b>			
Beginning balance	56,217,489,700	111,896,190	56,329,385,890
- Purchase in the year	-	100,000,000	100,000,000
<b>Ending balance</b>	<b>56,217,489,700</b>	<b>211,896,190</b>	<b>56,429,385,890</b>
<b>Accumulated amortisation</b>			
Beginning balance	3,305,653,875	111,896,190	3,417,550,065
- Depreciation for the year	198,836,323	1,666,667	200,502,990
<b>Ending balance</b>	<b>3,504,490,198</b>	<b>113,562,857</b>	<b>3,618,053,055</b>
<b>Net carrying amount</b>			
Beginning balance	52,911,835,825	-	52,911,835,825
<b>Ending balance</b>	<b>52,712,999,502</b>	<b>98,333,333</b>	<b>52,811,332,835</b>

- Cost of fully amortised intangible fixed assets but still in use at the end of the period: VND 111.896.190.

(\*) Land use rights of the Company include definite land use rights at Km9, National Road 5 Nam Son Commune, An Duong District, Hai Phong City allocated within 360 months and long-term land use rights at 116 Nguyen Duc Canh Street, Le Chan District, Hai Phong City.

## 13. INVESTMENT PROPERTIES

### a) Investment Properties for lease

	Land use right (*) VND	Buildings, Structures (*) VND	Total VND
<b>Original cost</b>			
Beginning balance	195,000,000,000	516,854,094,231	711,854,094,231
- Completed construction investment	-	8,081,236,093	8,081,236,093
<b>Ending balance</b>	<b>195,000,000,000</b>	<b>524,935,330,324</b>	<b>719,935,330,324</b>
<b>Accumulated depreciation</b>			
Beginning balance	-	44,946,183,004	44,946,183,004
- Depreciation for the year	-	13,805,098,267	13,805,098,267
<b>Ending balance</b>	<b>-</b>	<b>58,751,281,271</b>	<b>58,751,281,271</b>
<b>Net carrying amount</b>			
Beginning balance	195,000,000,000	471,907,911,227	666,907,911,227
<b>Ending balance</b>	<b>195,000,000,000</b>	<b>466,184,049,053</b>	<b>661,184,049,053</b>

- Historical cost of Investment property has been fully depreciated but still leased: VND: 5,848,584,797.

(\*) Investment properties include land use rights and assets attached on land at 183 Ba Trieu, Hoan Kiem District, Hanoi, part of the basement and N01 Building - Golden Land Building project and part of houses, workshops for rent in Hai Phong City on an annual rental basis.



### 13. INVESTMENT PROPERTIES (continued)

#### b) Investment properties held for capital appreciation

The investment properties held for capital appreciation of VND 69,610,729,825 is an asset on land at 150 To Hieu, Trai Cau Ward, Le Chan District, Hai Phong City. To Hieu Investment Joint Stock Company has been granted a certificate of land use right, ownership of houses and assets attached to land by the Department of Natural Resources and Environment (authorized by the Chairman of Hai Phong City People's Committee).

### 14. PREPAID EXPENSES

	31/03/2020	01/04/2019
	VND	VND
<b>a) Short-term</b>		
- Dispatched tools and supplies	38,334,970	337,289,317
- Apartment service charge	170,105,152	-
- Advertising expenses, brokerage fees	32,675,481,395	10,280,276,408
- Others	9,090,909	-
	<b>32,893,012,426</b>	<b>10,617,565,725</b>
<b>b) Long-term</b>		
- Dispatched tools and supplies	22,635,174	-
- Others	3,333,328	680,909,091
	<b>25,968,502</b>	<b>680,909,091</b>

### 15. GOODWILL

	From 01/04/2019 to 31/03/2020	From 01/04/2018 to 31/03/2019
	VND	VND
<b>Original cost</b>		
Beginning balance	-	-
- The value of goodwill arising during the year (Note 3)	108,393,619,754	-
- Ending balance	<b>108,393,619,754</b>	-
<b>Giá trị hao mòn lũy kế</b>		
Beginning balance	-	-
- Amortisation and impairment losses for the year	5,419,680,988	-
- Ending balance	<b>5,419,680,988</b>	-
<b>Net carrying amount</b>		
Beginning balance	-	-
- Ending balance	<b>102,973,938,767</b>	-



**HOANG HUY INVESTMENT FINANCIAL SERVICES JSC.**

116 Nguyen Duc Canh Street, Le Chan District, Hai Phong City

**Consolidated Financial Statements**

For the accounting period from 01/04/2019 to 31/03/2020

**16. BORROWINGS**

	01/04/2019		During the year		31/03/2020	
	Outstanding balance	Amount can be paid	Increase	Decrease	Outstanding balance	Amount can be paid
	VND	VND	VND	VND	VND	VND
<b>a) Short-term borrowings</b>						
- Short-term debts	19,711,154,398	19,711,154,398	646,199,649,760	445,311,154,398	220,599,649,760	220,599,649,760
+ <i>Tien Phong Commercial Joint Stock Bank - Thang Long Branch</i>	19,711,154,398	19,711,154,398	264,000,000,000	283,711,154,398	-	-
+ <i>Woori Bank Vietnam Limited - Hai Phong Branch</i>	-	-	161,600,000,000	161,600,000,000	-	-
+ <i>Sai Gon Thuong Tin Commercial Joint Stock Bank <sup>(1)</sup></i>	-	-	176,108,582,760	-	176,108,582,760	176,108,582,760
+ <i>Viet Nam Technological and Commercial Joint Stock Bank - Hai Phong Branch <sup>(2)</sup></i>	-	-	44,491,067,000	-	44,491,067,000	44,491,067,000
- Current portion of long-term debts	44,815,639,200	44,815,639,200	498,870,539,870	44,815,639,200	498,870,539,870	498,870,539,870
+ <i>Tien Phong Commercial Bank - Thang Long Branch</i>	44,815,639,200	44,815,639,200	-	44,815,639,200	-	-
+ <i>Viet Nam Technological and Commercial Joint Stock Bank - Hai Phong Branch <sup>(3)</sup></i>	-	-	498,870,539,870	-	498,870,539,870	498,870,539,870
	<b>64,526,793,598</b>	<b>64,526,793,598</b>	<b>1,145,070,189,630</b>	<b>490,126,793,598</b>	<b>719,470,189,630</b>	<b>719,470,189,630</b>
<b>b) Long-term borrowings</b>						
- Long-term debts	44,815,639,200	44,815,639,200	498,870,539,870	44,815,639,200	498,870,539,870	498,870,539,870
<i>Tien Phong Commercial Bank - Thang Long Branch</i>	44,815,639,200	44,815,639,200	-	44,815,639,200	-	-
<i>Viet Nam Technological and Commercial Joint Stock Bank - Hai Phong Branch <sup>(3)</sup></i>	-	-	498,870,539,870	-	498,870,539,870	498,870,539,870
	<b>44,815,639,200</b>	<b>44,815,639,200</b>	<b>498,870,539,870</b>	<b>44,815,639,200</b>	<b>498,870,539,870</b>	<b>498,870,539,870</b>
Amount due for settlement within 12 months	(44,815,639,200)	(44,815,639,200)	(498,870,539,870)	(44,815,639,200)	(498,870,539,870)	(498,870,539,870)
Amount due for settlement after 12 months	-	-			-	-



## 16. BORROWINGS (continued)

### Detailed information on short-term loans:

(1) Credit contract No. LD2006500147 dated 7 March 2020 between Saigon Thuong Tin Commercial Joint Stock Bank and Hoang Huy Investment Financial Services JSC including the following detailed provisions:

- + Credit limit: VND 300,000,000,000;
- + Purpose of loan: Payment for purchase;
- + Loan period: 6 months from the drawdown date;
- + Loan interest: 6.9%/year;
- + Loan guarantee: Guaranteed by term deposit contracts at Saigon Thuong Tin Commercial Joint Stock Bank with total value of VND 186,365,000,000;
- + Principal balance as at 31/03/2020: VND 176,108,582,760.

(2) Short-term loan of Vietnam Technological and Commercial Joint Stock Bank under Credit Contract No. HPG20200085/HDTD dated March 17, 2020 with the following specific terms:

- + Credit limit: VND 300,000,000,000;
- + Purpose of loan: Constructing HH3 and HH4 apartment, Dong Quoc Binh Ward, Ngo Quyen District, Hai Phong City;
- + Loan period: 12 months from the drawdown date;
- + Loan interest: Floating as prescribed in the Disbursement Request cum Debenture made at each disbursement;
- + Loan guarantee: Deposit contract No. 01-06032020/TGKH/TCB with 6-month term of Hoang Huy Investment Financial Services Joint Stock Company at Technological and Commercial Joint Stock Bank worth VND 75,580,000,000;
- + Conditions for disbursement and maintenance of the loan: The customer undertakes to transfer at least 50% of the cash flow from the Hoang Huy Riverside project to the Customer's account at Vietnam Technological and Commercial Joint Stock Bank or corresponding to the financing ratio of the Vietnam Technological and Commercial Joint Stock Bank in HH3 and HH4 projects (calculated on the total investment of the project). Commitment not to use the land use right of Hoang Huy Riverside project, the right to develop the project, the right to claim debts / receivables and extra income (if any) from the project to mortgage or guarantee for any credit Services at Credit Institutions (except for Vietnam Technological and Commercial Joint Stock Bank).
- + Principal balance as at 31/03/2020: VND 44,491,067,000.

### b) Detailed information on long-term loans:

(3) Long-term loan of Vietnam Technological and Commercial Joint Stock Bank - Hai Phong Branch under Credit Contract No. HPG201812272706/HDTD dated November 27, 2018 and Appendix No. HPG201812272706/HDTD/PL1 dated May 10, 2019 with the following detailed terms:

- Credit limit: VND 500,000,000,000;
- Purpose of loan: To invest in the project of renovating old and degraded apartment in danger in Hai Phong city - Goldendland 5 project, build HH3 and HH4 apartment, Dong Quoc Binh ward, Ngo Quyen district, Hai Phong city;
- Loan period: 24 months from the first disbursement date. Revoke loan principal once; The maximum time for debt collection is on February 28, 2021;
- Loan interest: Floating as prescribed in the Disbursement Request cum Debenture made at each disbursement;
- Loan guarantee: The deposit agreement issued by Techcombank, real estate and other collaterals which are agreed by the parties to guarantee the entire debt obligation;
- Principal balance as at 31/03/2020: VND 498.870.539.870; amount due for settlement within 12 months: VND 498,870,539,870.



**17. SHORT-TERM TRADE PAYABLES**

	31/03/2020		01/04/2019	
	Outstanding balance	Amount can be paid	Outstanding balance	Amount can be paid
	VND	VND	VND	VND
<b>Trade payables detailed by suppliers with large account balances</b>				
- Phuc Hung Holdings Construction JSC.	31,922,577,691	-	12,538,186,374	-
- Truong Phat International Construction Investment Consultant JSC	12,037,182,968	-	12,278,884,117	-
- Ecoba Vietnam Joint Stock Company	217,652,440,001	-	-	-
- Others	20,418,700,963	-	6,549,207,991	-
	<b>282,030,901,623</b>	<b>-</b>	<b>31,366,278,482</b>	<b>-</b>

**18. SHORT-TERM PREPAYMENT FROM CUSTOMERS**

	31/03/2020	01/04/2019
	VND	VND
<b>a) Prepayment from customers detailed by customers with large account balances</b>		
- Viet Dung Development Trading JSC.	-	780,000,000
- Vinh Quang International Trading Investments JSC.	-	5,785,000,000
- International Truck and Trading Co., Ltd	1,994,000,000	5,149,139,800
- Progressive advance payment from real estate buyers	1,009,974,783,176	414,579,474,990
+ Hoang Huy Riverside Project	149,826,305,512	191,935,130,471
+ Hoang Huy Mall Project	519,977,720,933	-
+ Project of Trade Center - Service, Golden - Land Building	340,170,756,731	222,644,344,519
- Others	13,268,791,936	9,928,756,075
	<b>1,025,237,575,112</b>	<b>436,222,370,865</b>
<b>b) Prepayments from customers to related parties (as detailed in Note 44)</b>	<b>4,439,000,000</b>	<b>8,003,720,000</b>



## 19. TAX AND OTHER PAYABLES TO STATE BUDGET

	Tax receivable at the beginning of the period	Tax payable at the beginning of the period	Tax payable in the period	Tax paid in the period	Tax receivable at the end of the period	Tax payable at the end of the period
	VND	VND	VND	VND	VND	VND
- Value-added tax	-	-	188,217,626,944	188,217,626,944	-	-
- Export, import duties	-	-	67,562,032,210	67,562,032,210	-	-
- Corporate income tax	-	22,009,262,779	138,218,666,608	133,464,583,480	-	26,763,345,907
- Personal income tax	-	577,781,226	22,976,893,043	23,470,774,060	16,920,705	100,820,914
- Land tax and land rental	-	-	191,187,558,977	189,381,462,977	-	1,806,096,000
- Other taxes	5,000,000	-	1,142,581,182	1,137,581,182	-	-
- Fees, charges and other payables	-	-	49,674,242	49,674,242	-	-
	<u>5,000,000</u>	<u>22,587,044,005</u>	<u>609,355,033,206</u>	<u>603,283,735,095</u>	<u>16,920,705</u>	<u>28,670,262,821</u>

The Company's tax settlements are subject to examination by the tax authorities. Because the application of tax laws and regulations on many types of transactions is susceptible to varying interpretations, amounts reported in the consolidated financial statements could be changed at a later date upon final determination by the tax authorities.



**20. SHORT-TERM ACCRUED EXPENSES**

	31/03/2020	01/04/2019
	VND	VND
- Construction costs of Hoang Huy Riverside project (*)	36,117,059,351	-
- Others	2,991,894,929	3,063,194,929
	<b>39,108,954,280</b>	<b>3,063,194,929</b>

(\*) Basic construction expenses actually incurred but there are insufficient documents and vouchers for acceptance of the appropriated work volume according to the provisional settlement dossier, contract and appendices if there is no provisional settlement document to calculate prime cost of real estate finished product.

**21. OTHER PAYABLES**

	31/03/2020	01/04/2019
	VND	VND
<b>a) Short-term</b>		
- Trade union fees	18,557,680	-
- Social insurance	-	28,340,000
- Health insurance	191,700	191,700
- Short-term deposits and collateral received	442,108,660	409,198,000
- Dividends and profits payable	316,257,332	-
- Others	748,105,526,344	196,039,361,490
+ Payables to the Management Board of Golden Land Building Apartment on maintenance fees	5,571,289,513	1,501,852,943
+ Receive payment of HH3, HH4 Project	-	194,378,605,000
+ Asia Commercial Joint Stock Bank - ACB - Hai Phong Branch (1)	577,138,229,600	-
+ Profit distributed to Hoang Huy Investment Services Joint Stock Company (2)	73,642,380,051	-
+ Additional payment for land area of high-rise Complex project at 275 Nguyen Trai Street, Thanh Xuan District, Hanoi(3)	63,766,141,913	-
+ VAT not yet invoiced for U1, U2, U3 Le Loi and HH3 and HH4 Project	26,820,830,637	-
+ Others	1,166,654,630	158,903,547
	<b>748,882,641,716</b>	<b>196,477,091,190</b>
<b>b) Long-term</b>		
- Long-term deposits and collateral received	12,116,308,453	5,233,814,932
- Others	499,706,000,000	499,893,034,003
+ Receiving capital contribution from Hoang Huy Investment Services Joint Stock Company <sup>(4)</sup>	499,706,000,000	499,706,000,000
+ Others	-	187,034,003
	<b>511,822,308,453</b>	<b>505,126,848,935</b>
<b>c) Other payables to related parties</b> (as detailed in Note 44)	<b>573,348,380,051</b>	<b>499,706,000,000</b>

(1) Payables to Asia Commercial Joint Stock Bank - Hai Phong Branch for payment service regarding "Deferred L/C - Payment at sight": Asia Commercial Bank - Hai Phong Branch will accept the payment to the correspondent bank, the correspondent bank will negotiate to pay immediately to foreign suppliers with all costs paid by Hoang Huy Investment Financial Services JSC. The maximum deferred payment for L/C is 180 days.



## 21. OTHER PAYABLES (continued)

(2) Capital contributed received under Business Cooperation Contract No. 168 /HTKD dated 16 August 2017 between Hoang Huy Investment Services Joint Stock Company (HHS) and Hoang Huy Investment Financial Services Joint Stock Company (TCH) with the following terms:

- Purpose of business cooperation: Implement the project of renovating and rebuilding U1, U2, U3 Le Loi old apartments, the investment project to renovate HH3, HH4 Dong Quoc Binh old apartment building and Hoang Huy Riverside Construction and Investment Project;
- Parties involved and capital contribution ratio:
  - + Total estimated investment value of the projects is more than VND 2,800 billion;
  - + Hoang Huy Investment Services Joint Stock Company (HHS) has contributed 500 billion dong in cash;
  - + Hoang Huy Investment Financial Services Joint Stock Company (TCH) has contributed the remaining amount in the form of cash, the right to exploit the project, the land use rights in the projects. At the same time, TCH is responsible for the bookkeeping relating to the Business Cooperation Contract;
- Obligations of the parties:
  - + Hoang Huy Investment Services Joint Stock Company (HHS) is responsible for fully contributing capital as committed in accordance with the schedule announced by Hoang Huy Investment Financial Services Joint Stock Company (TCH), giving opinion on administration, project management, consumption;
  - + Hoang Huy Investment Financial Services Joint Stock Company (TCH) is responsible for completing all legal procedures to implement the project, managing all activities of the project, deciding the selling price, distributing profit and returning contributed capital to Hoang Huy Investment Services Joint Stock Company (HHS) in accordance with the contract.
- Dividing results: Hoang Huy Investment Services Joint Stock Company (HHS) receives a share of Hoang Huy Riverside's after-tax profit annually, the rest Hoang Hoang Financial Services Investment Joint Stock Company Huy (TCH) is entitled;  
The profit of Hoang Huy Investment Services Joint Stock Company (HHS) earned in the year is VND 73,642,380,051;

(3) The provisional land levies must be additionally paid according to Document No. 8289/STC-QLG dated December 4, 2019, of the Hanoi Department of Finance, to the Hanoi Department of Natural Resources and Environment on the evaluation of land price plans and Report No. 12416/Ttr-STNMT-CCQLDD dated December 27, 2019 of the Hanoi Department of Natural Resources and Environment to the Hanoi People's Committee on the approval of specific land prices as a basis for determining additional financial obligations and land rental for the project to build the Trade Center - Service, Golden Land Building at 275 Nguyen Trai Street, Thanh Xuan District. The above project are allowed by the Hanoi City People's Committee to adjust the detailed planning and the land use purpose. The Company will adjust the additional land rental after the official decision of the Hanoi People's Committee (Details are in Note 41).

## 22. SHORT-TERM UNEARNED REVENUES

	31/03/2020	01/04/2019
	VND	VND
- Unearned revenue from asset leasing	4,104,034,208	6,618,262,977
- Unearned revenue from selling goods to the Company's Associates	470,284,658	735,353,301
	<b>4,574,318,866</b>	<b>7,353,616,278</b>



## 23. CONVERTIBLE BONDS

- Name of bonds: Convertible bond type A 2019 Hoang Huy Investment Financial Services Joint Stock Company;
- Bond code: TCH\_TPCD2019\_A;
- Purpose: Increase the scale of operating capital to ensure the capital source for implementing existing programs and projects of the Company;
- Release date: 22 March 2019;
- Type of bond: Convertible bonds with secured assets, without warrants;
- The par value : VND 1,000,000 / bond, total issuance value is VND 598,808,000,000;
- Bond term: 03 years from the issue date;
- Interest payment term: Bond interest is paid later. Payment period: every 3 months, on the last day of each interest payment period;
- Initial Coupon: 5%/year;
- Interest payable: Face value of bonds held in the interest payment period \* 5% \* The actual number of days of bonds held in that interest period/365 \* VND/USD exchange rate on the date of interest payment at Shinhan bank/23,120;
- Yield to maturity: In addition to the payment of coupon interest, the Company will pay the interest amount calculated on the maturity amount ("YTM") at maturity of the bond. For this purpose, YTM will be equal to 2% per year on bonds accumulated until the date of YTM payment. YTM will not be paid for the Converted Bonds according to terms and conditions;
- Conversion price: for the first issuance is VND 16,550/share;
- Conversion rate: = M / P  
In which:  
M is the face value of a bond and is equal to VND 1,000,000 ;  
P is the conversion price effective at the time of conversion;
- Conversion term: Minimum time for first phase is greater than or equal to ( $\geq$ ) 33.3% of total convertible bonds circulating within 03 consecutive months from the working day after 12 months from the date of issuance, Minimum time for second phase is greater than or equal to ( $\geq$ ) 66.7% of the total convertible bonds circulating into shares within 09 consecutive months from the last day of the first phase, phase 3 from the last day of the second phase until the last day of the conversion period; Bond owners only convert once every time;
- The Company applied an interest rate of 9%/year to discount the nominal value of future payments (including principal and interest on bonds) to the present value and then determine the value of the capital component of the bond (stock options of the equity). This interest rate is determined by the Company based on the average loan interest rate of Tien Phong Commercial Joint Stock Bank - Thang Long Branch. Whereby:

	Initial recognition	31/03/2020	01/04/2019
	VND	VND	VND
<b>Convertible bonds TCH_TPCD2019_A</b>			
Principal value of the convertible bond	554,437,314,002	575,055,127,440	554,065,349,002
Bond issuance costs have been reduced to the original debt bonds	(371,965,000)	(278,973,751)	-
Conversion options on convertible bonds	44,370,685,998	44,370,685,998	44,370,685,998



## 24 . OWNER'S EQUITY

## a) Changes in owner's equity

	Contributed capital	Conversion options on convertible bonds	Treasury shares	Retained earnings	Non - Controlling Interest	Total
	VND	VND	VND	VND	VND	VND
<b>Beginning balance of previous period</b>	<b>3,629,940,140,000</b>	<b>-</b>	<b>(219,996,488,178)</b>	<b>978,898,014,121</b>	<b>20,109,735,863</b>	<b>4,408,951,401,806</b>
Capital component of convertible bonds	-	44,370,685,998	-	-	-	44,370,685,998
Profit for previous period	-	-	-	282,282,406,553	614,973,132	282,897,379,685
Profit distribution	-	-	-	(300,280,829,400)	-	(300,280,829,400)
Adjustment due to associate buying treasury shares and other adjustments at the associate	-	-	-	54,643,328,931	-	54,643,328,931
Adjusted according to inspection conclusions of Hai Phong Tax Department	-	-	-	49,141,646	-	49,141,646
Other decreases in Subsidiaries	-	-	-	(1,644,968,955)	(31,095,262)	(1,676,064,217)
<b>Ending balance of previous period</b>	<b>3,629,940,140,000</b>	<b>44,370,685,998</b>	<b>(219,996,488,178)</b>	<b>1,013,947,092,896</b>	<b>20,693,613,733</b>	<b>4,488,955,044,449</b>
<b>Beginning balance of current period</b>	<b>3,629,940,140,000</b>	<b>44,370,685,998</b>	<b>(219,996,488,178)</b>	<b>1,013,947,092,896</b>	<b>20,693,613,733</b>	<b>4,488,955,044,449</b>
Profit for this period	-	-	-	631,379,095,386	525,890,625	631,904,986,011
Increase due to business combination of To Hieu Investment Joint Stock Company	-	-	-	-	19,996,940	19,996,940
Profit distribution <sup>(1)</sup>	-	-	-	(402,729,582,960)	(2,190,000)	(402,731,772,960)
Adjustments in Subsidiaries	-	-	-	(194,517,134)	-	(194,517,134)
Profit distribution of business cooperation <sup>(2)</sup>	-	-	-	(73,642,380,051)	-	(73,642,380,051)
Adjustments due to divestments and other adjustments at associates	-	-	-	(13,556,167,919)	-	(13,556,167,919)
Adjusted due to changes in proportion of interest in Subsidiaries	-	-	-	(8,553,449,311)	98,553,449,311	90,000,000,000
<b>Ending balance of this period</b>	<b>3,629,940,140,000</b>	<b>44,370,685,998</b>	<b>(219,996,488,178)</b>	<b>1,146,650,090,907</b>	<b>119,790,760,609</b>	<b>4,720,755,189,336</b>



## 24. OWNER'S EQUITY (continued)

(1) According to the Resolution No. 02 / NQ-DHDCD dated June 15, 2019 of the Annual General Meeting of Shareholders in 2019 and the Resolution No. 12/2019 / NQ-HĐQT dated November 12, 2019 of the Board of Management, the Company announced its profit distribution in 2018 and the estimated dividend payment in 2019 as follows:

Dividend payment	Rate %	Amount VND
Dividend payment in 2018 (corresponding to VND 690/share)	6.90%	243,757,379,160
Estimated dividend payment in 2019 (corresponding to VND 450/share)	4.50%	158,972,203,800

(2) As detailed in Note 21 (2).

### b) Details of contributed capital

	Ending VND	Rate %	Beginning VND	Rate %
Mr. Do Huu Ha	1,510,836,250,000	41.62%	1,510,836,250,000	41.62%
Mr. Do Huu Hau	181,500,000,000	5.00%	181,500,000,000	5.00%
Other shareholders	1,840,379,390,000	50.70%	1,840,379,390,000	50.70%
Treasury shares acquired	97,224,500,000	2.68%	97,224,500,000	2.68%
	<b>3,629,940,140,000</b>	<b>100%</b>	<b>3,629,940,140,000</b>	<b>100%</b>

### c) Capital transactions with owners and distribution of dividends and profits

	From 01/04/2019 to 31/03/2020 VND	From 01/04/2018 to 31/03/2019 VND
Owner's contributed capital		
- At the beginning of the period	3,629,940,140,000	3,629,940,140,000
- At the end of the period,	3,629,940,140,000	3,629,940,140,000

### d) Share

	31/03/2020	01/04/2019
Quantity of Authorized issuing shares	362,994,014	362,994,014
Quantity of issued shares	362,994,014	362,994,014
- Common shares	362,994,014	362,994,014
Quantity of shares repurchased	9,722,450	9,722,450
- Common shares	9,722,450	9,722,450
Quantity of outstanding shares in circulation	353,271,564	353,271,564
- Common shares	353,271,564	353,271,564
Par value per share (VND):	10,000	10,000



## 25. OFF STATEMENT OF FINANCIAL POSITION ITEMS AND OPERATING LEASE COMMITMENT

### a) Operating asset for leasing

The Company leases its assets under operating lease contracts. As at 31 March 2020, total future minimum leasing under operating lease contracts are presented as follows:

	31/03/2020	01/04/2019
	VND	VND
- Up to 1 year	8,510,895,361	5,818,721,799
- In 1 year to 5 years	9,618,951,382	5,880,409,834
- In more than 5 years	2,457,000,000	3,201,545,455

### b) Operating leased assets

The Company signs land lease contracts in Hai Phong to serve production and business activities as follows:

Land lot	Purpose	Area	Lease term
Land lot in Nam Son commune, An Duong district, Hai Phong city	Construction of factory to manufacture engines, frames, spare parts and assembly of two-wheel motorcycles	25.828,2 m2	From 2003 to 2033
Land lot in Nam Son commune, An Duong district, Hai Phong city	Construction of operating office and store	19.875,3 m2	From 2002 to 2032
Land lot at 150 To Hieu, Trai Cau commune, Trai Cau district, Hai Phong	Services, trading	11.461,00 m2	To 15/10/2043

According to these contracts, the Company must pay the land rental until the contract maturity date in accordance with the current regulations of the State.

### c) Foreign currencies

	Unit	31/03/2020	01/04/2019
US Dollar	USD	51,357.00	621,108.50
Euro	EUR	8.95	8.95

## 26. TOTAL REVENUES FROM SALES AND SERVICES RENDERED

	From 01/04/2019	From 01/04/2018
	VND	VND
Revenue from sale of goods	5,369,488,175	4,965,034,639
Revenue from sale of US trailer trucks and spare parts	722,646,925,818	747,422,531,498
Revenue from rendering of services	51,655,996,807	26,329,642,161
Revenue from real estate business	1,189,223,624,756	50,931,847,143
Revenue from construction contract (*)	268,208,306,363	-
	<b>2,237,104,341,919</b>	<b>829,649,055,441</b>
In which: Revenue from related parties (Detailed in Note 44)	<b>380,112,148,193</b>	<b>698,908,068,267</b>

(\*) As detailed in Note 10 (2) and 10 (3).



**27. COST OF GOODS SOLD**

	From 01/04/2019 VND	From 01/04/2018 VND
Cost of goods sold	3,962,983,429	3,594,247,796
Cost of US trailer trucks sold and spare parts collected	519,273,461,154	535,295,757,406
Cost of services rendered	32,111,385,225	14,255,397,372
Cost of real estate sold	672,005,117,349	23,943,883,959
Cost of construction contract	268,667,261,077	-
	<b>1,496,020,208,234</b>	<b>577,089,286,533</b>

**28. FINANCIAL INCOME**

	From 01/04/2019 VND	From 01/04/2018 VND
Interest income	85,350,778,712	35,442,947,636
Interest from disposal of investments	12,756,175,000	2,232,000,000
Realised exchange gain	10,243,225	926,643,089
Unrealised exchange gain	18,712,511	-
	<b>98,135,909,448</b>	<b>38,601,590,725</b>

**29. FINANCIAL EXPENSES**

	From 01/04/2019 VND	From 01/04/2018 VND
Interest expenses	3,849,531,038	3,098,994,339
Realised exchange loss	35	47,960,114
Unrealised exchange loss	-	18,466
Bond interest and bond issuance costs	46,188,015,915	-
Payment service fee regarding "L / C deferred payment - Payment at sight"	12,570,678,898	-
Others	31,561	-
	<b>62,608,257,447</b>	<b>3,146,972,919</b>

**30. SELLING EXPENSES**

	From 01/04/2019 VND	From 01/04/2018 VND
Labour expenses	8,901,216,388	4,429,095,956
Depreciation expenses	82,154,727	228,396,327
Expenses of outsourcing services	41,594,696,153	5,206,126,224
Other expenses in cash	5,320,967,712	1,882,189,572
	<b>55,899,034,980</b>	<b>11,745,808,079</b>

**31. GENERAL AND ADMINISTRATIVE EXPENSES**

	From 01/04/2019 VND	From 01/04/2018 VND
Labour expenses	10,092,340,563	10,771,812,727
Depreciation expenses	3,366,469,094	2,270,425,881
Provision expenses	2,038,005,705	-
Expenses of outsourcing services	10,084,248,453	13,470,337,109
Other expenses in cash	8,486,991,789	4,008,428,675
Goodwill allocation	5,419,680,988	-
	<b>39,487,736,592</b>	<b>30,521,004,392</b>

**32. OTHER INCOME**

	From 01/04/2019 VND	From 01/04/2018 VND
Handling non-payable debts	956,221,455	108,452,028
Assets and goods received as presents or gifts	3,341,048,312	8,962,096,569
Others	86,294,185	6,831,176
	<b>4,383,563,952</b>	<b>9,077,379,773</b>

**33. OTHER EXPENSES**

	From 01/04/2019 VND	From 01/04/2018 VND
Donation	50,000,000	1,000,000,000
Depreciation expenses	109,266,058	-
Fines	134,310,166	-
Others	85,740,103	247,851,656
	<b>379,316,327</b>	<b>1,247,851,656</b>



**34. CURRENT CORPORATE INCOME TAX EXPENSES**

	From 01/04/2019	From 01/04/2018
	VND	VND
Current corporate income tax expenses of Parent Company	108,620,607,430	41,099,084,516
Current corporate income tax expenses of Subsidiaries	29,544,992,544	9,474,567,555
- <i>CRV Real Estate Group Joint Stock Company</i>	25,947,277,178	5,704,734,176
- <i>Other subsidiaries</i>	3,597,715,366	3,769,833,379
<b>Current corporate income tax expense</b>	<b>138,165,599,974</b>	<b>50,573,652,071</b>

**35. DEFERRED CORPORATE INCOME TAX EXPENSES**

**a) Deferred income tax assets**

	31/03/2020	01/04/2019
	VND	VND
- Deferred income tax assets related to deductible temporary differences	111,152,930	147,070,660
<b>Deferred income tax assets</b>	<b>111,152,930</b>	<b>147,070,660</b>

**b) Deferred income tax liabilities**

	31/03/2020	01/04/2019
	VND	VND
- Deferred income tax liabilities arising from deductible temporary difference	653,719,939	-
<b>Deferred income tax assets</b>	<b>653,719,939</b>	<b>-</b>

**c) Deferred corporate income tax expense**

	From 01/04/2019	From 01/04/2018
	VND	VND
- Deferred CIT expense relating to taxable temporary difference	653,719,939	-
- Deferred CIT expense relating to reversal of deferred income tax assets	147,070,660	373,824,339
- Deferred CIT income arising from deductible temporary difference	(111,152,930)	(147,070,660)
	<b>689,637,669</b>	<b>226,753,679</b>

### 36. BASIC EARNINGS PER SHARE

Basic earnings per share distributed to common shareholders of the company are calculated as follows:

	From 01/04/2019 VND	From 01/04/2018 VND
Profit after tax	631,379,095,386	282,282,406,553
Dividends distributed to common shares	631,379,095,386	282,282,406,553
Average number of outstanding common shares in circulation in the year	353,271,564	353,271,564
<b>Basic earnings per share</b>	<b>1,787</b>	<b>799</b>

The company has not planned to make any distribution to Bonus and welfare fund and Bonus fund for Executive Board from the net profit after tax at the reporting date.

### 37. DILUTED EARNINGS PER SHARE

Diluted earnings per share distributed to common shareholders of the Company are calculated as follows:

	From 01/04/2019 VND	From 01/04/2018 VND
Net profit after tax	631,904,986,011	282,897,379,685
Adjustment:	36,950,412,732	
- Dividends or other items related to dilutive potential ordinary shares deducted in profit or loss attributable to ordinary equity holders of the parent entity	46,188,015,915	-
- Applicable corporate income tax rate	20%	20%
- After-tax effect of adjustment in profit or loss before tax	36,950,412,732	-
Profit distributed to common shares	668,855,398,743	282,897,379,685
Average number of outstanding common shares in circulation in the period	353,271,564	353,271,564
The number of common shares expected to be additionally issued (*)	36,181,752	-
<b>Diluted earnings per share</b>	<b>1,717</b>	<b>801</b>

(\*) The number of common shares expected to be converted from bonds is determined by the total bond principal amount in the first issuance/ VND 16,550 (See details in Note 23).



### 38. BUSINESS AND PRODUCTIONS COST BY ITEMS

	From 01/04/2019 to 31/03/2020	Từ 01/04/2018 đến 31/03/2019 (Adjusted)
	VND	VND
Raw materials	1,441,767,589,218	379,037,899,582
Labour expenses	24,278,400,876	19,804,686,194
Depreciation expenses	16,927,629,135	14,845,464,542
Provision	2,038,005,705	-
Expenses of outsourcing services	1,986,489,361,169	137,093,249,170
Other expenses in cash	13,984,430,062	9,407,803,676
	<b>3,485,485,416,166</b>	<b>560,189,103,164</b>

### 39. FINANCIAL INSTRUMENTS

The types of financial instruments of the Company:

	Carrying amount			
	31/03/2020		01/04/2019	
	Original cost	Provision	Original cost	Provision
<b>Financial Assets</b>	VND	VND	VND	VND
Cash and cash equivalent	275,596,583,341	-	339,943,572,741	-
Trade and other receivables	318,773,461,664	(2,038,005,705)	70,435,862,089	-
Lending loans	1,317,367,975,781	-	763,022,000,000	-
	<b>1,911,738,020,786</b>	<b>(2,038,005,705)</b>	<b>1,173,401,434,830</b>	<b>-</b>

	Carrying amount	
	31/03/2020	01/04/2019
	VND	VND
<b>Financial Liabilities</b>		
Borrowings and debt	719,470,189,630	64,526,793,598
Trade and other receivables	1,542,735,851,792	732,970,218,607
Accrued expenses	39,108,954,280	3,063,194,929
	<b>2,301,314,995,702</b>	<b>800,560,207,134</b>

Financial assets and financial liabilities are not revalued according to fair value at the end of the year because the Circular No. 210/2009/TT-BTC and prevailing statutory regulations require to present Financial Statements and Notes to financial instruments but do not provide any relevant instruction for assessment and recognition of fair value of financial assets and liabilities, excluding provision for doubtful debts and provision for diminution in value of trading securities which are presented in relevant notes.

#### Financial risk management

The Company's financial risks include market risk, credit risk and liquidity risk. The Company has developed its control system to ensure the reasonable balance between cost of incurred risks and cost of risk management. The Board of Directors of the Company is responsible for monitoring the risk management process to ensure the appropriate balance between risk and risk control.

#### Market risk

The Company's business operations will bear the risks of changes in exchange rates and interest rates.

**Exchange rate risk:**

The Company bears the risk of exchange rate due to the fluctuation in fair value of future cash flows of a financial instrument in line with changes in exchange rates if loans, revenues and expenses of the Company are denominated in foreign currencies other than VND.

**Interest rate risk:**

The Company bears the risk of interest rates due to the fluctuation in fair value of future cash flow of a financial instrument in line with changes in market interest rates if the Company has time or demand deposits, borrowings and debts subject to floating interest rates. The Company manages interest rate risk by analyzing the market competition situation to obtain interest beneficial for its operation purpose.

**Credit Risk**

Credit risk is the risk of financial loss to the Company if a counterparty fails to perform its contractual obligations. The Company has credit risk from operating activities (mainly to trade receivables) and financial activities (including deposits, loans and other financial instruments), detailed as follows:

	Up to 1 year	In 1 to 5 years	In more than 5 years	Total
As at 31/03/2020	VND	VND	VND	VND
Cash and cash equivalent	275,596,583,341	-	-	275,596,583,341
Trade and other receivables	316,735,455,959	-	-	316,735,455,959
Lending loans	1,317,367,975,781	-	-	1,317,367,975,781
	<b>1,909,700,015,081</b>	<b>-</b>	<b>-</b>	<b>1,909,700,015,081</b>
As at 01/04/2019				
Cash and cash equivalent	339,943,572,741	-	-	339,943,572,741
Trade and other receivables	70,435,862,089	-	-	70,435,862,089
Lending loans	763,022,000,000	-	-	763,022,000,000
	<b>1,173,401,434,830</b>	<b>-</b>	<b>-</b>	<b>1,173,401,434,830</b>

**Liquidity Risk**

Liquidity risk is the risk in which the Company has trouble in settlement of its financial obligations due to lack of funds. Liquidity risk of the Company is mainly from different maturity of its financial assets and liabilities.

Due date for payment of financial liabilities based on expected payment under the contracts (based on cash flow of the original debts) as follows:

	Up to 1 year	In 1 to 5 years	In more than 5 years	Total
As at 31/03/2020	VND	VND	VND	VND
Borrowings and debt	719,470,189,630	-	-	719,470,189,630
Trade and other payables	1,030,913,543,339	511,822,308,453	-	1,542,735,851,792
Accrued expenses	39,108,954,280	-	-	39,108,954,280
	<b>1,789,492,687,249</b>	<b>511,822,308,453</b>	<b>-</b>	<b>2,301,314,995,702</b>



	Up to 1 year	In 1 to 5 years	In more than 5 years	Total
	VND	VND	VND	VND
<b>As at 01/04/2019</b>				
Borrowings and debt	64,526,793,598	-	-	64,526,793,598
Trade and other payables	227,843,369,672	505,126,848,935	-	732,970,218,607
Accrued expenses	3,063,194,929	-	-	3,063,194,929
	<b>295,433,358,199</b>	<b>505,126,848,935</b>	<b>-</b>	<b>800,560,207,134</b>

The Company believes that risk level of loan repayment is controllable. The Company has the ability to pay due debts from cash flows from its operating activities and cash received from mature financial assets.

#### 40. ADDITIONAL INFORMATION FOR THE ITEMS OF THE STATEMENT OF CASH FLOWS

	From 01/04/2019	Từ 01/04/2018 đến 31/03/2019
	VND	VND
<b>a) Proceeds from borrowings during the year</b>		
Proceeds from ordinary contracts:	1,145,070,189,630	855,169,318,288
<b>b) Actual repayments on principal during the year</b>		
Repayment on principal from ordinary contracts:	490,126,793,598	279,182,814,888
<b>c) Acquisition of subsidiaries during the reporting period</b>		
- The total acquisition value of subsidiaries during the year	208,358,320,000	-
- The acquisition value of subsidiaries settled in cash and cash equivalents	208,358,320,000	-
- The actual value of cash and cash equivalents in the subsidiary or other business unit which are acquired	24,620,344,997	-

#### 41. OTHER INFORMATION

##### At CRV Real Estate Group Joint Stock Company

Additional land use levies for high-rise complex project at 275 Nguyen Trai Street, Thanh Xuan District, Hanoi due to changes in detailed planning:

- On December 10, 2009, the Hanoi People's Committee issued Decision No. 6474 / QD-UBND on confiscating 23,380 m2 of land at 275 Nguyen Trai Street, Thanh Xuan Trung Ward, Thanh Xuan District, handing over to Hung Viet Trading Joint Stock Company (now known as CRV Real Estate Group Joint Stock Company) to implement the Golden Land Building - Trade Center and Service project.
- On October 2, 2017, the Hanoi People's Committee issued Decision No. 6837/QD-UBND on adjusting some contents stated in Decision No. 6474 / QD-UBND dated December 10, 2009.
- On January 26, 2018, the Hanoi People's Committee issued Decision No. 511/QD-UBND on adjusting some contents stated in Decision No. 6837 / QD-UBND dated October 2, 2017.
- On December 4, 2019, the Hanoi Department of Finance issued Document No. 8289 / STC-QLG to the Hanoi Department of Natural Resources and Environment on the evaluation of a specific land price plan as a basis for determining additional financial obligation and land rental for Trade center - Services, Golden Land Building project at 275 Nguyen Trai Street, Thanh Xuan District. Accordingly, the above project are allowed by the Hanoi City People's Committee to adjust the detailed planning and the land use purpose. Therefore, while awaiting the Ministry of Finance's guiding documents, the Appraisal Council of the Department of Finance agrees with the proposal of the Assisting Team to continue the evaluation of the land price plan on the basis of the method proposed by Department of Natural Resources and Environment. If there is an increase in financial obligations after the Ministry of Finance's instructions, the Department of Natural Resources and Environment shall review and determine additional financial obligations (if any) as prescribed.



- On December 27, 2019, the Hanoi Department of Natural Resources and Environment submitted Report No. 12416 / Ttr-STNMT-CCQLDD to the Hanoi City People's Committee for approval of specific land prices as a basis for determining additional financial obligation and land rental of Trade center and services, Golden Land Building project at 275 Nguyen Trai Street, Thanh Xuan District. Accordingly, the additional land use levies for the construction of N01 Building and TM Building (Gold Tower) is VND 63.77 billion.
- The Company will adjust the additional land value after the official decision of the Hanoi People's Committee. In case, after the guidance of the Ministry of Finance, if there is an increase in financial obligations, the Company will readjust the land value according to regulations.

#### 42. SUBSEQUENT EVENTS AFTER THE REPORTING PERIOD

According to the Resolution No. 03/2020/NQ-HDQT dated 24 March 2020 of the Board of Management approving the increase in proportion of ownership at Hoang Huy Investment Services Joint Stock Company. From 3 April 2020 to 23 April 2020, Hoang Huy Financial Services Investment Joint Stock Company (TCH) has purchased 25,000,000 shares of Hoang Huy Investment Services Joint Stock Company (HHS) via order matching and floor trading. TCH's holding in HHS after this transaction is 45.7%.

Except from events disclosed above, there have been no significant events occurring after the reporting period, which would require adjustments or disclosures to be made in the Consolidated financial statements.

#### 43. SEGMENT REPORT

##### Under business fields:

	Real estate business	Sale of US trailer truck	Sales of goods and rendering services	Total
	VND	VND	VND	VND
Net revenue from sales to external customers	1,457,431,931,119	722,646,925,818	57,025,484,982	2,237,104,341,919
<b>Gross profit from sales of goods and rendering of services</b>	<b>516,759,552,693</b>	<b>203,373,464,664</b>	<b>20,951,116,328</b>	<b>741,084,133,685</b>
The total cost of acquisition of fixed assets				14,365,561,373
Segment assets	2,845,283,108,669	1,128,294,173,755	661,184,049,053	4,634,761,331,477
Unallocated assets				4,021,637,453,802
<b>Total assets</b>				<b>8,656,398,785,279</b>
Segment liabilities	3,096,794,074,241	760,707,343,567	16,662,451,321	3,874,163,869,129
Unallocated liabilities				61,479,726,814
<b>Total liabilities</b>				<b>3,935,643,595,943</b>

##### Under geographical areas:

The Company's major activities mainly conducted in Vietnam, therefore the Company does not present Segment reporting under geographical areas.



#### 44. TRANSACTION AND BALANCES WITH RELATED PARTIES

List and relation between related parties and the Company detail as follows:

Related parties	Relation
Lam Hau Trading Services JSC	Associates until October 9, 2019 and then divested to Ms. Tran Thi Hoang Ha - Deputy General Director of the Company
Hoang Ha Service Investment JSC	Associate
Truong Giang Service Development JSC	Associate
Vinh Quang International Trading Investments JSC	Associates until 14 August 2019 and then divested to Ms. Tran Thi Hoang Ha - Deputy General Director of the Company
Viet Dung Development and Trading Joint Stock Company	Same Chairman
Hoang Huy Investment Services JSC	Associate
Hoang Giang Service Development JSC	Subsidiary of associate
Prukha Vietnam Company Limited	Subsidiary of associate
Hoang Hiep Investment Construction Corporation	Subsidiary's investment (on May 15, 2019 all capital was divested )
Thanh Nam Investment Services JSC	Associate of associate
Mrs. Tran Thi Hoang Ha	Deputy General Director

Transactions during the period:

	From 01/04/2019	Từ 01/04/2018 đến 31/03/2019
	VND	VND
<b>Revenue</b>	<b>380,112,148,193</b>	<b>698,908,068,267</b>
Lam Hau Trading Services JSC	82,441,818,175	120,959,545,445
Hoang Ha Service Investment JSC	73,027,999,991	192,586,363,646
Truong Giang Service Development JSC	5,895,203,180	41,424,914,642
Vinh Quang International Trading Investments JSC	9,163,636,362	43,212,727,272
Viet Dung Development and Trading Joint Stock Company	3,236,363,636	62,881,818,176
Hoang Giang Investment Services JSC	159,926,363,635	91,431,818,181
Hoang Huy Investment Services JSC	75,000,000	6,754,545,454
Thanh Nam Investment Services JSC	40,669,090,905	78,442,508,182
Hoang Hiep Investment Construction Corporation (from April 1, 2019 to May 15, 2019)	5,433,090,909	61,213,827,269
Prukha Vietnam Company Limited	243,581,400	-
<b>Financial Income</b>	<b>10,522,000,000</b>	<b>-</b>
Mrs. Tran Thi Hoang Ha - Interests on disposal of investment in Vinh Quang International Trade Investment JSC	1,212,000,000	-
Mrs. Tran Thi Hoang Ha - Interests on disposal of investment in Lam Hau Trading Services JSC	9,310,000,000	-

Outstanding balances up to the reporting date are as follows:

	31/03/2020	01/04/2019
	VND	VND
<b>Trade receivables</b>	<b>-</b>	<b>48,958,032,500</b>
Lam Hau Trading Services JSC	-	8,670,715,000
Hoang Ha Service Investment JSC	-	33,945,500,000
Truong Giang Service Development JSC	-	23,817,500
Thanh Nam Investment Services JSC	-	6,318,000,000



	31/03/2020	01/04/2019
	VND	VND
<b>Prepayment from customers</b>	<b>4,439,000,000</b>	<b>8,003,720,000</b>
Vinh Quang International Trading Investments JSC	-	5,785,000,000
Viet Dung Development and Trading Joint Stock Company	-	780,000,000
Hoang Hiep Investment Construction Corporation (From 01/04/2019 to 15/05/2019)	-	1,438,720,000
Hoang Giang Investment Services JSC	4,439,000,000	-
<b>Other payables</b>	<b>573,348,380,051</b>	<b>499,706,000,000</b>
Hoang Huy Investment Services JSC - Contributed capital for investment cooperation	499,706,000,000	499,706,000,000
Hoang Huy Investment Services JSC - Investment cooperation profits	73,642,380,051	-

Transactions with other related parties:

	From 01/04/2019	Từ 01/04/2018 đến 31/03/2019
	VND	VND
Remuneration to Director	440,400,000	397,560,000
Remuneration to other members of the Board of Management and Board of Directors	786,510,000	711,480,624

#### 45. COMPARATIVE FIGURES

The comparative figures are figures in the Consolidated Financial Statement for the fiscal year ended as at 31 March 2019, which was audited by AASC Auditing Firm Company Limited.

Some work in progress of real estate projects for sale have been reclassified from the construction in progress to the work in progress in accordance with Circular No. 200/2014/TT-BTC dated December 22, 2014.

	Code	Reclassified	financial statements of previous year
		VND	VND
<b>a/ Consolidated Statement of Financial position</b>			
- Inventories	141	1,793,359,923,866	698,577,185,759
- Construction in progress	242	-	1,094,782,738,107
<b>b/ Consolidated Statement of Cash flows</b>			
- Increase/decrease receivables	09	(56,989,380,582)	(67,931,153,561)
- Increase/decrease inventories	10	(1,006,795,193,386)	2,716,516,639
- Increase/decrease payables (excluded interest payable, corporate income tax payable)	11	743,648,984,252	736,761,653,573
- Purchase or construction of fixed assets and other long-term assets	21	(5,478,624,055)	(997,161,230,422)

Preparer

Bui Thi Tra

Chief Accountant

Phung Thi Thu Huong

Hai Phong, 22 May 2020

General Director



Do Huu Ha