Interim consolidated financial statements

30 June 2017



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**GENERAL INFORMATION** 

### THE COMPANY

Nam Long Investment Corporation ("the Company") is a joint stock company incorporated under the Law on Enterprise of Vietnam pursuant to the Business Registration Certificate ("BRC") No. 4103004194 issued by the Ho Chi Minh City Department of Planning and Investment ("DPI") on 27 December 2005, as amended.

The Company's shares were listed on the Ho Chi Minh City Stock Exchange ("HOSE") with code NLG in accordance with Decision No. 14/2013/QD-SGDHCM issued by HOSE on 25 January 2013.

As at 30 June 2017, the Company has fourteen direct subsidiaries, two indirect subsidiaries, one associate and one jointly-controlled entity with details as follows:

Company	Location	Business
Subsidiaries		
Nam Long Property Management and Development One Member Limited Company	Ho Chi Minh City ("HCMC")	Construction and real estate
Nam Long Service Joint Stock Company	HCMC	Service and construction
Nam Long - Hong Phat Joint Stock Company	Can Tho City	Construction and real estate
Nguyen Son Real Estate Joint Stock Company	HCMC	Real estate
Nam Long Apartment Development Corporation	HCMC	Construction and real estate
Nam Long Real Estate Transaction Floor One Member Limited Liability Company	HCMC	Real estate trading floor
Nam Khang Construction Investment Development One Member Limited Liability Company	HCMC	Construction and real estate
Nam Vien Construction and Design Consulting Joint Stock Company	НСМС	Service
Nam Khang Construction Materials Trading Company Limited	HCMC	Construction material trading
Nam Long VCD Corporation	Long An Province	Construction and real estate
Nam Phan Investment Corporation	HCMC	Construction and real estate
Nguyen Phuc Real Estate Trading and Investment Company Limited	HCMC	Real estate
Thao Nguyen Real Estate Business and Investment Company Limited	HCMC	Real estate
NLG – NNR – HR Fuji Limited Liability Company	HCMC	Construction and real estate
NNH Kikyo Flora Company Limited	HCMC	Real estate
NNH Kikyo Valora Company Limited	HCMC	Real estate
Joint venture		
NNH Mizuki Joint Stock Company	НСМС	Real estate
Associate		
Okamura Tokyo Company Limited	НСМС	Real estate

**GENERAL INFORMATION (continued)** 

### THE COMPANY (continued)

The current principal activities of Nam Long Investment Corporation and its subsidiaries ("the Group") are the engaging in civil and industrial construction; housing renovation and interior decoration; housing trade (construction, renovation of houses for sale or lease); harbour and road bridge construction; ground levelling, construction of drainage systems; installation and repair of electrical systems under 35KV; housing brokerage services; sale and purchase of construction materials; investment in construction and trade of urban areas; investment in construction and trade of infrastructures for industrial zones and hi-tech parks. Investment in construction, trade, management and lease of: office buildings, supermarkets, schools, swimming pools, hotels, restaurants, golf course, sports facility zones and resorts (outside office premises); project management advisory service; design verification; real estate brokerage services; real estate valuation services; real estate acceptances; real estate advertising services; real estate management services.

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The Company's head office is located at 11th Floor, Capital Tower, 6 Nguyen Khac Vien Street, Tan Phu Ward, District 7, Ho Chi Minh City, Vietnam and one branch in Can Tho City, Vietnam.

### **BOARD OF DIRECTORS**

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

Mr Nguyen Xuan Quang	Chairman
Mr Tran Thanh Phong	Vice Chairman
Mr Lai Voon Hon	Member
Mr Bui Duc Khang	Member
Mr Chad Ryan Ovel	Member
Mr Trinh Van Tuan	Member
Mr Ziang Tony Ngo	Member
Mr Ngian Siew Siong	Member
Mr Cao Tan Thach	Member
Mr Linson Lim Soon Kooi	Member

### **BOARD OF SUPERVISION**

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

Ms Nguyen Luu Tuyen	Head	appointed on 22 April 2017
Ms Nguyen Thi Thanh Thao	Head	resigned on 22 April 2017
	Member	appointed on 22 April 2017
Mr Dang Hong Tan	Member	appointed on 22 April 2017
Mr Yip Chong Kuan	Member	resigned on 22 April 2017
Mr Vuong Thuan	Member	resigned on 22 April 2017

### **MANAGEMENT**

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

Mr Chu Chee Kwang	General Director
Mr Chau Quang Phuc	Chief Financial Officer
Ms Nguyen Thanh Huong	Investment Director

### LEGAL REPRESENTATIVE

The legal representative of the Company during the period and at the date of this report is Mr Nguyen Xuan Quang.

### **AUDITORS**

The auditor of the Company is Ernst & Young Vietnam Limited.

### REPORT OF THE BOARD OF DIRECTORS

The Board of Directors of Nam Long Investment Corporation ("the Company") is pleased to present its report relating to the interim consolidated financial statements of the Company and its subsidiaries ("the Group") for the six-month period ended 30 June 2017.

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

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

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

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

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

### APPROVAL OF THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

We hereby approve the accompanying interim consolidated financial statements, which give a true and fair view of the interim consolidated financial position of the Group as at 30 June 2017, and of the interim consolidated results of its operations and its interim consolidated cash flows for the sixmonth period then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to preparation and presentation of interim consolidated financial statements.

Ser and on behalf of the Board of Directors:

Wgm/Ch Quang Chairman

CÔNG THÂN CẨ PHÂN ĐẦU TU NAM LONG

Ho Chi Minh City, Vietnam

11 August 2017



Ernst & Young Vietnam Limited 28th Floor, Bitexco Financial Tower 2 Hai Trieu Street, District 1 Ho Chi Minh City, S.R. of Vietnam

Tel: +84 8 3824 5252 Fax: +84 8 3824 5250

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Reference; 60755865/19324218/LR-HN

### REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL STATEMENTS

The Shareholders and the Board of Directors of Nam Long Investment Corporation

We have reviewed the accompanying interim consolidated financial statements of Nam Long Investment Corporation ("the Company") and its subsidiaries (collectively referred to as "the Group"), as prepared on 11 August 2017, and as set out on pages 6 to 48 which comprise the interim consolidated balance sheet as at 30 June 2017, and the interim consolidated income statement and the interim consolidated cash flow statement for the six-month period then ended and the notes thereto.

### Management's responsibility

The Company's management is responsible for the preparation and fair presentation of the interim consolidated financial statements in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to preparation and presentation of interim consolidated financial statements, and for such internal control as management 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.

### Auditors' responsibility

Our responsibility is to express a conclusion on the interim consolidated financial statements based on our review. We conducted our review in accordance with Vietnamese Standard on Review Engagements No. 2410 - Review of Interim Financial Information Performed by the Independent Auditor of the Entity.

A review of interim consolidated financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Vietnamese Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim consolidated financial statements do not give a true and fair view, in all material respects, of the interim consolidated financial position of the Group as at 30 June 2017, and of the interim consolidated results of its operations and its interim consolidated cash flows for the six-month period then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to preparation and presentation of interim consolidated financial statements.

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TRÁCH NHIỆM HỮU HẠN ERNST & YOUNG VIỆN ĐỊC MÀ

Duong Le Ambieny Deputy General Director

Audit Practicing Registration Certificate

No. 2223-2013-004-1

Ho Chi Minh City, Vietnam

11 August 2017

# INTERIM CONSOLIDATED BALANCE SHEET as at 30 June 2017

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Code	AS	SETS	Notes	30 June 2017	31 December 2016
100	A.	CURRENT ASSETS		6,646,509,429,185	5,828,216,387,403
110	1.	Cash and cash equivalents	4	1,167,165,809,340	931,562,883,084
1 <b>1</b> 1		1. Cash		287,992,743,676	391,805,138,578
1 <b>1</b> 2		2. Cash equivalents		879,173,065,664	539,757,744,506
120	Н.	Short-term investment	5	44,615,650,676	38,869,085,285
123		1. Held-to-maturity investments		44,615,650,676	38,869,085,285
130	<i>III.</i>	Current accounts receivable		1,687,056,243,107	1,094,934,187,907
131		1. Short-term trade receivables	6	761,153,080,947	340,384,104,224
132		2. Short-term advances to	]	. , ,	
		suppliers	7	679,345,333,362	556,785,295,674
135		3. Short-term loan receivables	8	41,780,000,000	41,780,000,000
136		4. Other short-term receivables	9	209,616,920,336	160,823,879,547
137		5. Provision for doubtful debts		(4,839,091,538)	(4,839,091,538)
140	IV.	Inventories		3,668,827,694,985	3,698,432,512,033
141		1. Inventories	10	3,670,932,690,740	3,700,202,039,743
149		<ol><li>Provision for obsolete</li></ol>			
		inventories		(2,104,995,755)	(1,769,527,710)
150	V.	Other current assets		78,844,031,077	64,417,719,094
151		1. Short-term prepaid expenses	11	11,787,044,576	7,423,269,944
152		<ol><li>Value-added tax deductible</li></ol>	;	67,003,473,175	56,962,394,171
153		<ol><li>Tax and other receivables</li></ol>			
		from the State		53,513,326	32,054,979
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# INTERIM CONSOLIDATED BALANCE SHEET (continued) as at 30 June 2017

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Code	AS	SETS	Notes	30 June 2017	31 December 2016
200	в.	NON-CURRENT ASSETS		1,083,357,293,569	380,593,080,263
210	1.	Long-term receivables		151,407,977,704	124,874,169,981
211		1. Long-term trade receivables		151,739,000	151,739,000
215		2. Long-term loan receivables	8	57,000,000,000	-
216		3. Other long-term receivables	9	94,256,238,704	124,722,430,981
220	11.	Fixed assets		55,490,972,841	55,173,350,327
221		Tangible fixed assets	12	43,402,094,374	42,094,934,637
222		Cost		79,328,149,616	75,999,017,018
223		Accumulated depreciation		(35,926,055,242)	(33,904,082,381)
227		<ol><li>Intangible fixed assets</li></ol>	13	12,088,878,467	13,078,415,690
228		Cost		17,387,596,237	17,927,596,237
229		Accumulated amortisation		(5,298,717,770)	(4,849,180,547)
230	Ш.	Investment properties	14	36,608,119,246	39,335,877,272
231		1. Cost		52,388,388,716	54,222,910,307
232		Accumulated depreciation		(15,780,269,470)	(14,887,033,035)
<b>250</b> 252	IV.	Long-term investments  1. Investments in the associate	15	556,210,804,358	30,520,390,516
		and jointly-controlled entity	15.1	550,488,165,698	24,797,751,856
253		2. Investment in other entities	15.2	5,942,300,000	5,942,300,000
254		<ol><li>Provision for long-term</li></ol>			
		investments		(219,661,340)	(219,661,340)
260	V.	Other long-term assets		283,639,419,420	130,689,292,167
261		1. Long-term prepaid expenses	11	102,876,242,206	48,237,961,214
262		<ol><li>Deferred tax assets</li></ol>	31.3	169,441,793,927	68,614,084,713
269		3. Goodwill	16	11,321,383,287	13,837,246,240
270	то	TAL ASSETS		7,729,866,722,754	6,208,809,467,666

INTERIM CONSOLIDATED BALANCE SHEET (continued) as at 30 June 2017

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Code	RE	SOURCES	Notes	30 June 2017	31 December 2016
300	C.	LIABILITIES		4,141,333,689,370	3,061,535,857,828
310	I.	Current liabilities		2,997,808,523,038	2,170,632,810,715
311		<ol> <li>Short-term trade payables</li> </ol>	17	100,622,024,186	199,476,008,760
312		<ol><li>Short-term advances from</li></ol>			
		customers	18	1,160,607,143,692	651,548,705,368
313		Statutory obligations	19	365,686,666,319	166,366,982,121
314		4. Payables to employees		2,623,399,380	20,358,866,753
315		5. Short-term accrued expenses	20	851,145,473,857	585,315,818,762
319 320		Other short-term payables     Short-term loans	21 22	234,309,319,332	183,317,756,801
322		Short-term loans     Bonus and welfare fund	22	254,030,088,071 28,784,408,201	353,654,528,674 10,594,143,476
322		o. Bollus alla wellare lulia		20,704,400,201	10,594,145,476
330	11.	Non-current liabilities		1,143,525,166,332	890,903,047,113
336	"	Long-term unearned revenues	24	341,515,834,540	000,000,041,113
337		2. Other long-term liabilities		8,174,266,838	7,971,859,607
338		3. Long-term loans and debts	22	257,128,926,000	349,613,387,000
339		4. Convertible bond	23	466,491,174,402	463,083,450,079
341		5. Deferred tax liabilities	31.3	55,331,868,345	55,331,868,345
342		6. Long-term provisions		14,883,096,207	14,902,482,082
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400	D.	OWNERS' EQUITY		3,588,533,033,384	3,147,273,609,838
410	I.	Capital		3,588,533,033,384	3,147,273,609,838
411	"	Share capital	25.1	1,421,145,100,000	1,421,145,100,000
411a		- Shares with voting rights	25.1	1,421,145,100,000	1,421,145,100,000
412		Share premium	25.1	492,161,147,061	492,161,147,061
413		Convertible bond options	25.1	40,503,427,830	40,503,427,830
415		4. Treasury shares	25.1	(60,464,200,000)	(60,464,200,000)
418		5. Investment and development		, , , , ,	, , , , ,
		fund	25.1	10,929,726,999	10,929,726,999
420		<ol><li>Other funds belonging to</li></ol>			
		owners' equity	25.1	3,375,866,454	1,081,198,777
421		7. Undistributed earnings	25.1	827,422,448,466	578,402,902,765
421a		- Undistributed earnings by		E47 000 101 000	
4045		the end of prior year		517,933,464,226	277,746,420,785
421b		- Undistributed earnings of		200 400 004 040	200 656 404 666
420		current period  8. Non-controlling interests	26	309,488,984,240	300,656,481,980
429		Non-controlling interests	26	853,459,516,574	663,514,306,406
		TALLIADULTICO AND	<del></del>		<del>-/</del>
440		TAL LIABILITIES AND		7 700 000000	dana ana
	U	VNERS' EQUITY		7,729 855,722,754	ø,208,809,467,666

Pham Hong Hanh Preparer Luong Thi Kim Thoa Chief Accountant P HONO en Xuar Quang Legal representative

Công ty Cố phân Dâu tư NAM LONG

# INTERIM CONSOLIDATED INCOME STATEMENT for the six-month period ended 30 June 2017

			_	VNE
Code	ITEMS	Notes	For the six-month period ended 30 June 2017	For the six-month period ended 30 June 2016
01	Revenues from sale of goods and rendering of services	27.1	1,263,120,176,360	1,067,732,991,626
02	2. Deductions	27.1	(1,484,466,390)	-
10	3. Net revenues from sale of goods and rendering of services	27.1	1,261,635,709,970	1,067,732,991,626
11	Costs of goods sold and services rendered	28	(646,236,517,255)	(742,618,156,213)
20	<ol><li>Gross profit from sale of goods and rendering of services</li></ol>		615,399,192,715	325,114,835,413
21	6. Finance income	27.2	34,970,743,142	5,202,349,551
<b>22</b> 23	7. Finance expenses - In which: Interest expense	30	<b>(17,628,471,002)</b> <i>(16,759,278,943)</i>	<b>(6,419,328,997)</b> (5,920,328,116)
24	8. Shares of (loss) profit of associate, joint-controlled entity		(1,909,586,158)	326,564,524
25	9. Selling expenses	29	(54,202,512,913)	(75,171,288,971)
26	10. General and administration expenses	29	(80,363,856,236)	(76,337,091,768)
30	11. Operating profit		496,265,509,548	172,716,039,752
31	12. Other income		2,677,448,968	6,558,925,366
32	13. Other expenses		(360,150,936)	(3,103,803,346)
40	14. Other profit		2,317,298,032	3,455,122,020
50	15. Accounting profit before tax		498,582,807,580	176,171,161,772
51	16. Current corporate income tax expense	31.1	(206,161,388,719)	(28,223,857,398)
52	17. Deferred tax income (expense)	31.3	100,827,709,214	(10,903,606,701)
60	18. Net profit after tax		393,249,128,075	137,043,697,673
61	19. Net profit after tax attributable to shareholders of the parent		309,985,815,382	127,385,153,397
62	20. Net profit after tax attributable to non-controlling interests	26	83,263,312,693	9,658,544,276
70	21. Basic earnings per share	33	1,925	798
71	22. Diluted earnings per share	33	N.030143	742

Pham Hong Hanh Preparer Luong Thi Kim Thoa Chief Accountant Legal representative

Cổ PHAN ĐẦU TƯ NAM LONG

# INTERIM CONSOLIDATED CASH FLOW STATEMENT for the six-month period ended 30 June 2017

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Code	ITEMS	Notes	For the six-month period ended 30 June 2017	For the six-month period ended 30 June 2016
01	I. CASH FLOWS FROM OPERATING ACTIVITIES Profit before tax		498,582,807,580	176,171,161,772
02	Adjustments for: Depreciation and amortisation	12, 13,		
03 05 06	Provisions (reversal of provisions) Profits from investing activities Interest expense	14, 16 30	6,826,019,636 431,382,670 (33,328,194,426) 16,759,278,943	8,289,883,217 (1,659,191,313) (5,528,914,075) 5,920,328,116
08	Operating profit before changes in working capital		489,271,294,403	183,193,267,717
09 10 11	Increase in receivables Decrease in inventories Increase (decrease) in payables		(555,320,034,300) 32,784,808,101 1,106,704,462,782	(220,397,985,085) 87,501,144,056 (76,237,394,190)
12 14 15	(Increase) decrease in prepaid expenses Interest paid Corporate income tax paid	19	(59,002,055,624) (44,234,009,716) (66,417,466,061)	4,837,825,845 (15,900,476,139) (56,217,214,179)
17	Other cash outflows used in operating activities		(6,264,698,899)	(8,668,760,436)
20	Net cash flows from (used in) operating activities		897,522,300,686	(101,889,592,411)
21 22	II. CASH FLOWS FROM INVESTING ACTIVITIES Purchases of fixed assets Proceeds from disposals of	12	(4,314,635,455)	(5,983,751,612)
23	fixed assets Loans to other entities and term		527,272,727	-
25	deposits Payments for investments in		(62,746,565,391)	(32,284,914,386)
	other entities Proceeds from sale of		(550,770,000,000)	(211,359,264,265)
26 27	an investment in other entities Interest and dividends received	15.1	22,400,000,000 18,572,377,168	183,583,558,448 5,202,349,551
30	Net cash flows used in investing activities		(576,331,550,951)	(60,842,022,264)

INTERIM CONSOLIDATED CASH FLOW STATEMENT (continued) for the six-month period ended 30 June 2017

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Code	ITEMS	Notes	For the six-month period ended 30 June 2017	For the six-month period ended 30 June 2016
	UL CACHELOWC EDOM			
	III. CASH FLOWS FROM FINANCING ACTIVITIES	į		
31	Issuance of convertible bond	25.1	_	40,503,427,830
",	Capital contribution from	20,1	•	10,000, 121,1000
	non-controlling interests	26	155,516,750,000	100,000,000,000
32	Capital redemption	26	(20,000,000,000)	-
33	Drawdown of borrowings	22.4	117,896,289,786	648,988,030,173
34	Repayment of borrowings	22.4	(310,298,478,426)	(137,283,407,305)
36	Dividends paid to equity holders	25.3, 26	(28,702,384,839)	(64,089,593,115)
40	Net cash flows (used in) from financing activities		(85,587,823,479)	588,118,457,583
50	Net increase in cash and cash equivalents		235,602,926,256	425,386,842,908
60	Cash and cash equivalents at beginning of period		931,562,883,084	423,195,907,688
70	Cash and cash equivalents at end of period	4	1,167,165,809,340	848,582,750,596

Pham Hong Hanh

Luong Thi Kim Thoa Chief Accountant P HONDING Xuan Quang Legal representative

DÂUTU / NAM LONG

11 August 2017

Preparer



### 1. CORPORATE INFORMATION

Nam Long Investment Corporation ("the Company") is a joint stock company incorporated under the Law on Enterprise of Vietnam pursuant to the Business Registration Certificate ("BRC") No. 4103004194 issued by the Ho Chi Minh City Department of Planning and Investment ("DPI") on 27 December 2005, as amended.

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As at 30 June 2017, the Company has fourteen direct subsidiaries, two indirect subsidiaries, one associate and one jointly-controlled entity with details as follows:

Company	Location	Business	Ownership
			%
Subsidiaries			
Nam Long Property Management and Development One Member Limited Company ("Nam Long PMD")	Ho Chi Minh City ("HCMC")	Construction and real estate	100
Nam Long Service Joint Stock Company ("Nam Long Service")	НСМС	Service and construction	100
Nam Long - Hong Phat Joint Stock Company ("Nam Long - Hong Phat")	Can Tho City	Construction and real estate	99.98
Nguyen Son Real Estate Joint Stock Company ("Nguyen Son")	НСМС	Real estate	87.33
Nam Long Apartment Development Corporation ("Nam Long ADC")	HCMC	Construction and real estate	97.14
Nam Long Real Estate Transaction Floor One Member Limited Liability Company ("Trading Flo	HCMC or")	Real estate trading floor	100
Nam Khang Construction Investment Developme One Member Limited Liability Company ("Nam K		Construction and real estate	100
Nam Vien Construction and Design Consulting Joint Stock Company ("Nam Vien")	НСМС	Service	81.25
Nam Khang Construction Materials Trading Company Limited ("Nam Khang Materials")	НСМС	Construction material trading	100
Nam Long VCD Corporation ("Nam Long VCD")	Long An Province	Construction and real estate	99.91
Nam Phan Investment Corporation ("Nam Phan"	) НСМС	Construction and real estate	100
Nguyen Phuc Real Estate Trading and Investme Company Limited ("Nguyen Phuc")	nt HCMC	Real estate	50.00
Thao Nguyen Real Estate Business	HCMC	Real estate	50.00
and Investment Company Limited ("Thao Nguyer NLG – NNR – HR Fuji Limited Liability Company ("NLG – NNR – HR Fuji")	•	Construction and real estate	50.00
NNH Kikyo Flora Company Limited ("Kikyo Flora	") HCMC	Real estate	50.00
NNH Kikyo Valora Company Limited ("Kikyo Valo	•	Real estate	50.00
Joint venture			
NNH Mizuki Joint Stock Company ("NNH Mizuki"	) HCMC	Real estate	50.00
Associate			
Okamura Tokyo Company Limited	HCMC	Real estate	40.00

### 1. CORPORATE INFORMATION (continued)

The current principal activities of Nam Long Investment Corporation and its subsidiaries ("the Group") are the engaging in civil and industrial construction; housing renovation and interior decoration; housing trade (construction, renovation of houses for sale or lease); harbour and road bridge construction; ground levelling, construction of drainage systems; installation and repair of electrical systems under 35KV; housing brokerage services; sale and purchase of construction materials; investment in construction and trade of urban areas; investment in construction and trade of infrastructures for industrial zones and hi-tech parks. Investment in construction, trade, management and lease of: office buildings, supermarkets, schools, swimming pools, hotels, restaurants, golf course, sports facility zones and resorts (outside office premises); project management advisory service; design verification; real estate brokerage services; real estate valuation services; real estate exchange services; real estate consulting services; real estate auction services; real estate advertising services; real estate management services.

The Company's head office is located at 11th Floor, Capital Tower, 6 Nguyen Khac Vien Street, Tan Phu Ward, District 7, Ho Chi Minh City, Vietnam and one branch in Can Tho City, Vietnam.

The number of the Group's employees as at 30 June 2017 is 485 (31 December 2016: 624 employees).

### 2. BASIS OF PREPARATION

### 2.1 Accounting Standards and System

The interim consolidated financial statements of the Group expressed in Vietnam dong ("VND") are prepared in accordance with the Vietnamese Enterprise Accounting System, Vietnamese Accounting Standard No. 27 - Interim Financial Reporting and other Vietnamese Accounting Standards issued by the Ministry of Finance as per:

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

Accordingly, the accompanying interim consolidated balance sheet, interim consolidated financial statements and related notes, including their utilisation are not designed for those who are not informed about Vietnam's accounting principles, procedures and practices and furthermore are not intended to present the financial position and results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries other than Vietnam.

### 2.2 Applied accounting documentation system

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

### 2.3 Fiscal year

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

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) as at and for the six-month period ended 30 June 2017

### 2. BASIS OF PREPARATION (continued)

### 2.4 Accounting currency

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

### 2.5 Basis of consolidation

The interim consolidated financial statements comprise the interim financial statements of the parent company and its subsidiaries for the six-month period ended 30 June 2017.

Subsidiaries are fully consolidated from the date of acquisition, being the date on which the Company obtains control, and continued to be consolidated until the date that such control ceases.

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

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

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

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

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### 3.1 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash at banks and short-term, highly liquid investments with an original maturity of less than three (3) months that are readily convertible into known amounts of cash and that are subject to an insignificant risk of change in value.

### 3.2 Inventories

Inventories comprise development projects undertaken by the Group which are in the work in progress stage and including mainly apartments, town houses and villas for sale under construction and land held for sale.

Apartments, town houses and villas for sale under construction are carried at the lower of cost and net realizable value. Costs include all expenditures including borrowing costs, directly attributable to the development and construction of the apartments, town houses and villas. Net realizable value represents current selling price less estimated cost to complete apartments, town houses and villas, and estimated selling and marketing expenses.

Land held for constructing apartments, town houses and villas which is presented as part of "Inventories" is carried at the lower of cost and net realizable value. Costs include all expenditures including borrowing costs directly related to the acquisition, site clearance, land compensation, and infrastructure construction. Net realizable value represents estimated current selling price less anticipated cost of disposal.

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

### 3.2 Inventories (continued)

Provision for obsolete inventories

An inventory provision is created for the estimated loss arising due to the impairment of value of inventories owned by the Group, based on appropriate evidence of impairment available at the interim balance sheet date.

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

### 3.3 Receivables

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

The provision for doubtful debts represents amounts of outstanding receivables at the interim balance sheet date which are doubtful of being recovered. Increases or decreases to the provision balance are recorded as general and administrative expense in the interim consolidated income statement.

### 3.4 Fixed assets

Tangible and intangible fixed assets are stated at cost less accumulated depreciation and amortisation.

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

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

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

Land use rights ("LURs")

LURs are recorded as intangible fixed assets if the land is held for use in the production or business, for rental to others by the enterprise and when the Group receives the LUR certificate. The cost of LUR comprises any directly attributable costs of preparing the land for its intended use. LUR with indefinite useful life is not amortised.

The advance payment for land rental, of which the land lease contracts have effectiveness prior to 2003 and the land use rights certificate being issued are recorded as intangible asset according to Circular No. 45/2013/TT-BTC issued by the Ministry of Finance on 25 April 2013 guiding the management, use and depreciation of fixed assets ("Circular 45"). The land use right is amortized over the useful life, except for land use right having indefinite useful life is not amortised.

### 3.5 Leased assets

Where the Group is the lessee

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

Where the Group is the lessor

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

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

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

### 3.6 Depreciation and amortisation

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

Buildings and structures	25 - 47 years
Machinery and equipment	5 - 12 years
Means of transportation	6 - 8 years
Office equipment and furniture	3 - 8 years
Computer software	3 - 5 years
Land use rights	47 years
Other assets	3 - 5 years

### 3.7 Investment properties

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

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

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

Buildings and structures	6 - 47 years
Land use rights	47 years

Investment properties are derecognised when either they have been disposed of or when the investment properties are permanently withdrawn from use and no future economic benefit is expected from its disposal. The difference between the net disposal proceeds and the carrying amount of the assets is recognised in the interim consolidated income statement in the period of retirement or disposal.

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

### 3.8 Borrowing costs

Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds and are recorded as expense during the period in which they are incurred, except to the extent that they are capitalized as explained in the following paragraph.

Borrowing costs that are directly attributable to the acquisition, construction or production of an asset that necessarily take a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective asset.

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

### 3.9 Prepaid expenses

Prepaid expenses are reported as short-term or long-term prepaid expenses on the interim consolidated balance sheet and amortised over the period for which the amounts are paid or the period in which economic benefits are generated in relation to these expenses.

The following types of expenses are recorded as long-term prepaid expense and are amortised to the interim consolidated income statement:

- Tools and consumables with large value issued into construction and can be used for more than one year;
- Show houses; and
- Commission fee.

### 3.10 Business combinations and goodwill

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

Goodwill acquired in a business combination is initially measured at cost being the excess of the cost the business combination over the Group's interest in the net fair value of the acquirer's identifiable assets, liabilities and contingent liabilities. If the cost of a business combination is less than the fair value of the net assets of the subsidiary acquired, the difference is recognized directly in the interim consolidated income statement. After initial recognition, goodwill is measured at cost less any accumulated amortization. Goodwill is amortized over a maximum period of 10 years on a straight-line basis. The parent company conducts the periodical review for impairment of goodwill of investment in subsidiaries. If there are indicators of impairment loss incurred is higher than the yearly allocated amount of goodwill on the straight-line basis, the higher amount will be recorded in the interim consolidated income statement.

### 3.11 Investments

### Investments in associates

The Group's investment in its associate is accounted for using the equity method of accounting. An associate is an entity in which the Group has significant influence that is neither subsidiaries nor joint ventures. The Group generally deems they have significant influence if they have over 20% of the voting rights.

Under the equity method, the investment is carried in the interim consolidated balance sheet at cost plus post acquisition changes in the Group's share of net assets of the associates. Goodwill arising on acquisition of the associate is included in the carrying amount of the investment. Goodwill is not amortised and subject to annual review for impairment. The interim consolidated income statement reflects the share of the post-acquisition results of operation of the associate.

The share of post-acquisition profit (loss) of the associates is presented on face of the interim consolidated income statement and its share of post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. Dividends/profit sharing received or receivable from associates reduces the carrying amount of the investment.

The interim financial statements of the associates are prepared for the same reporting period and use the same accounting policies as the Group. Where necessary, adjustments are made to bring the accounting policies in line with those of the Group.

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

### 3.11 Investments (continued)

Interests in joint ventures

The Group's investment in jointly controlled entity is accounted for using the equity method of accounting. Under the equity method, the investment is carried in the interim consolidated balance sheet at cost plus post joint venture changes in the Group's share of net assets of the jointly controlled entity. The interim consolidated income statement reflects the share of the post-acquisition results of operation of the jointly controlled entity.

The share of profit (loss) of the jointly controlled entity is presented on face of the interim consolidated income statement and its share of post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. Dividend/profit sharing received or receivable from jointly controlled entities reduce the carrying amount of the investment.

The interim financial statements of the jointly controlled entities are prepared for the same reporting period and use the same accounting policies as the Group. Where necessary, adjustments are made to bring the accounting policies in the line with those of the Group.

Investments in other entities

Investments in other entities are stated at their acquisition costs.

Provision for investments

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

Held-to-maturity investments

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

### 3.12 Payable and accruals

Payable and accruals are recognised for amount to be paid in the future for goods and services received, whether or not billed to the Group.

### 3.13 Accrual for severance pay

The severance pay to employee is accrued at the end of each reporting period for all employees who have been in service for more than 12 months up to 31 December 2008 at the rate of one-half of the average monthly salary for each year of service up to 31 December 2008 in accordance with the Labour Code and related implementing guidance. The average monthly salary used in this calculation will be revised at the end of each reporting period following the average monthly salary of the 6-month period up to the reporting date. Increases or decreases to the accrued amount other than actual payment to employee will be taken to the interim consolidated income statement.

This accrued severance pay is used to settle the termination allowance to be paid to employee upon termination of their labour contract following Article 48 of the Labour Code.

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) as at and for the six-month period ended 30 June 2017

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

### 3.14 Foreign currency transactions

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

- transactions resulting in receivables are recorded at the buying exchange rates of the commercial banks designated for collection; and
- transactions resulting in liabilities are recorded at the selling exchange rates of the transaction of commercial banks designated for payment.

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

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

All foreign exchange differences are taken to the interim consolidated income statement.

### 3.15 Treasury shares

Own equity instruments which are reacquired (treasury shares) are recognised at cost and deducted from equity. No gain or loss is recognised in profit or loss upon purchase, sale, issue or cancellation of the Group's own equity instruments.

### 3.16 Appropriation of net profit

Net profit after tax (excluding negative goodwill arising from a bargain purchase) is available for appropriation to investors after approval by appropriate level of authority, and after making appropriation to reserve funds in accordance with the Group's Charter and Vietnam's regulatory requirements.

The Group maintains the following reserve funds which are appropriated from the Group's net profit as proposed by the Board of Management and subject to approval by shareholders at the annual general meeting.

### Investment and development fund

This fund is set aside for use in the Group's expansion of its operation or of in-depth investments.

### Other funds belonging to owners' equity

Subsidised funds for operating activities, projects include remuneration schedule fund and operating budget fund.

### Bonus and welfare fund

This fund is set aside for the purpose of pecuniary rewarding and encouraging, common benefits and improvement of the employees' benefits, and presented as a liability on the interim consolidated balance sheet.

### 3.17 Earnings per share

Basic earnings per share amount is computed by dividing net profit attributable to ordinary equity holders of the Group (after adjusting for the bonus and welfare fund) by the weighted average number of ordinary shares outstanding during the period.

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

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

### 3.18 Revenue recognition

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

Sale of villas, town houses, and apartments

For villas, town houses and apartments sold after completion of construction, the revenue and associated costs are recognised when the significant risks and rewards of ownership of the villas, town houses, or apartments have passed to the buyers.

Sale of residential plots and related infrastructure

Revenue from the sale of residential plots and related infrastructure are recorded at the total consideration received when residential plots and related infrastructure are transferred to the customers.

Rendering of other services

Revenue is recognised when services have been rendered and completed.

Interest

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

Dividends

Income is recognised when the Group's entitlement as an investor to receive the dividend is established.

Rental income

Rental income arising from operating leases is accounted for on a straight line basis over the terms of the lease.

### 3.19 Taxation

Current income tax

Current income tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted as at the interim balance sheet date.

Current income tax is charged or credited to the interim consolidated income statement, except when it relates to items recognised directly to equity, in which case the current income tax is also dealt with in equity.

Current income tax assets and liabilities are offset when there is a legally enforceable right for the Group to offset current tax assets against current tax liabilities and when the Group intends to settle its current tax assets and liabilities on a net basis.

### Deferred tax

Deferred tax is provided using the liability method on temporary differences at the interim consolidated balance sheet date between the tax base of assets and liabilities and their carrying amount for financial reporting purposes.

Deferred tax liabilities are recognised for all taxable temporary differences, except where the deferred tax liability arises from the initial recognition of an asset or liability in a transaction which at the time of the related transaction affects neither the accounting profit nor taxable profit or loss.

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

### 3.19 Taxation (continued)

Deferred tax (continued)

Deferred tax assets are recognised for all deductible temporary differences, carried forward unused tax credit and unused tax losses, to the extent that it is probable that taxable profit will be available against which deductible temporary differences, carried forward unused tax credit and unused tax losses can be utilised, except where the deferred tax asset in respect of deductible temporary difference which arises from the initial recognition of an asset or liability which at the time of the related transaction, affects neither the accounting profit nor taxable profit or loss.

The carrying amount of deferred tax assets is reviewed at each interim balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Previously unrecognised deferred tax assets are re-assessed at each interim balance sheet date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax assets to be recovered.

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

Deferred tax is charged or credited to the interim consolidated income statement, except when it relates to items recognised directly to equity, in which case the deferred tax is also dealt with in the equity account.

Deferred tax assets and liabilities are offset when there is a legally enforceable right for the Group to off-set current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority on either the same taxable entity or when the Group intends either settle current tax liabilities and assets on a net basis or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred income tax liabilities or assets are expected to be settled or recovered.

### 3.20 Convertible bond

Bonds that are convertible by the holder into a fixed number of ordinary shares of the entity are separated into financial liability (a contractual arrangement to deliver cash or other financial assets) and equity instrument (a call option granting the holder the right, for a specified period of time) based on the terms of the contract.

On issuance of the convertible bond, the fair value of the liability component is determined by discounting the future payment (including principal and interest) to present value at the market rate for an equivalent non-convertible bond less issuance cost. This amount is classified as a financial liability measured at amortised cost (net of issuance costs) until it is extinguished on conversion or redemption.

The remainder of the proceeds is allocated to the conversion option that is recognised and included in shareholders' equity. The carrying amount of the conversion option is not remeasured in subsequent periods.

Transaction costs are amortised during the lifetime of the bond. At initial recognition, issuance costs are deducted from the liability component of the bond.

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

### 3.21 Related parties

Enterprises and individuals that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control with, the Group, including holding companies, subsidiaries and fellow subsidiaries are related parties of the Group.

Associates and individuals owning, directly or indirectly, an interest in the voting power of the Group that gives them significant influences over the Group, key management personnel, including directors and officers of the Group and close members of the families of these individuals and companies associated with these individuals also constitute related parties. In considering each possible related party relationship, attention is directed to the substance of the relationship, and not merely the legal form.

### 3.22 Segment information

A segment is a component determined separately by the Group which is engaged in providing products or related services (business segment), or providing products or services in a particular economic environment (geographical segment), that is subject to risks and returns that are different from those of other segments. As the Group's revenue and profit are derived mainly from real estate business in Vietnam while other sources of revenue are not material as a whole. As a result, the Group's management is of the view that there is only one segment for business and geography and therefore presentation of segmental information is not required.

### 4. CASH AND CASH EQUIVALENTS

		VND
	30 June 2017	31 December 2016
Cash on hand	2,649,522,605	4,103,225,059
Cash at banks	285,343,221,071	387,701,913,519
Cash equivalents (*)	879,173,065,664	539,757,744,506
TOTAL	1,167,165,809,340	931,562,883,084

<sup>(\*)</sup> Cash equivalents comprised bank deposits with original maturity of less than three months and earn interest at the rate of from 4.6 to 6.5% per annum.

### 5. SHORT-TERM INVESTMENTS

Held-to-maturity investments represented the term deposits at the commercial banks with the original maturity of six months and earned the interest at the rates ranging from 6 to 6.5% per annum.

### 6. SHORT-TERM TRADE RECEIVABLES

TOTAL	761,153,080,947	340,384,104,224
Trade receivables from related parties (Note 32) Trade receivables from other customers	521,677,422,169 239,475,658,778	341,755,097 340,042,349,127
	30 June 2017	VND 31 December 2016

### 7. SHORT-TERM ADVANCES TO SUPPLIERS

8.

			VND
		30 June 2017	31 December 2016
Advances for purchases of lan - Hoang Nam Company Limi - Others Advances for construction ser	ited	563,221,478,775 501,000,000,000 62,221,478,775 109,711,991,479	477,881,353,363 471,400,000,000 6,481,353,363 70,998,535,407
<ul> <li>Dien Quang Nguyen Const Joint Stock Company</li> </ul>		22,390,980,953	14,317,824,472
- Others Others		87,321,010,526 6,411,863,108	56,680,710,935 7,905,406,904
TOTAL		679,345,333,362	556,785,295,674
LOAN RECEIVABLES			
		30 June 2017	VND 31 December 2016
Loans to individuals, in which: - Short-term - Long-term		41,780,000,000 57,000,000,000	41,780,000,000
TOTAL		98,780,000,000	41,780,000,000
Details of the loan receivables	are as follows:		
Borrower	30 June 2017	Maturity da	te Interest rate
	VND		% p.a
Mr Nguyen Thanh Dong			
Loan 1	23,180,000,000	30 December 201	7 7.0
Loan 2	32,000,000,000	24 April 201	9 6.0
Ms Vu Bich Lan			
Loan 1	18,600,000,000	28 December 201	7 7.0
Loan 2	25,000,000,000	24 April 201	9 6.0
TOTAL	98,780,000,000		
In which: - Short-term loans - Long-term loans	41,780,000,000 57,000,000,000		

### 9. OTHER RECEIVABLES

30 June 2017 31 December 2010			VND
30 Julie 2017 37 December 2018		30 June 2017	31 December 2016
Short-term	Short form		
	Staff advances for land compensation purpose	145,864,089,752	111,354,640,763
•	Business Cooperation Contracts ("BCC")	20,506,113,376	6,210,353,467
payment progress of customers 17,594,940,580 9,213,961,104	payment progress of customers	17,594,940,580	9,213,961,104
Staff advances for other purposes 5,479,579,152 14,261,932,186	Staff advances for other purposes	5,479,579,152	14,261,932,186
Others 20,172,197,476 19,782,992,02	Others	20,172,197,476	19,782,992,027
209,616,920,336 160,823,879,54		209,616,920,336	160,823,879,547
Long-term	Long-term		
•	•	87,264,530,680	117,264,530,680
	· · · · · · · · · · · · · · · · · · ·		7,457,900,301
94,256,238,704 124,722,430,98		94,256,238,704	124,722,430,981
TOTAL 303,873,159,040 285,546,310,529	TOTAL	303,873,159,040	285,546,310,528
In which:	In which:		
		303,411,159.040	285,546,310,528
Due from related parties (Note 32) 462,000,000	<u>-</u>		-

<sup>(</sup>i) This amount mainly represented the BCC with 21 Century Joint Stock Company in 2015 to develop Lot 9B7 Residential Area on an area of 5.9 hectares in South Sai Gon Urban Area. The Company has 60% interest in this BCC. As at 30 June 2017, this project was under completion stage and hand over.

### 10. INVENTORIES

		VND
	30 June 2017	31 December 2016
Inventory properties under development (i) Engineering Procurement Contracts ("EPC")	3,660,364,468,325	3,687,742,046,329
services (ii)	10,379,701,166	10,004,027,344
Construction materials	188,521,249	768,175,161
Finished goods		1,687,790,909
TOTAL	3,670,932,690,740	3,700,202,039,743
(i) Inventory properties under development:		
Long An project (*) (**)	1,441,219,889,674	1,410,132,529,019
Phu Huu project	784,719,253,151	515,253,842,875
Fuji project	779,877,233,203	693,986,174,349
Nguyen Son project	207,996,788,913	581,124,624,485
Nam Long – Hong Phat project	111,036,808,273	160,568,491,597
Phuoc Long B project – Extension	74,825,698,409	72,484,697,580
Tan Thuan Dong project	65,45 <b>8,2</b> 92, <b>8</b> 03	66,297,696,252
Hoang Nam project (**)	57,422,173,990	34,065,035,864
Can Tho project (*)	51,702,161,980	48,647,599,538
Thao Nguyen project	48,142,041,859	48,142,041,859
Binh Duong project ("Ehome 4 project")	9,340,761,041	6,677,696,256
Phuoc Long B project – Apartment Ehome West Sai Gon project	987,311,356	13,050,022,077
("Ehome 3 project")	_	8,867,612,807
Nhon Trach project	_	211,865,659
Others	27,636,053,673	28,232,116,112
- <b>*</b> -*-*	, , ,	20,202,110,112
(ii) Engineering Procurement Contracts services:		40.004.007.044
Camelia - Nam Sai Gon	10,379,701,166	10,004,027,344

- (\*) LURs have been mortgaged to secure the Group's outstanding borrowings (Note 22):
  - LURs in Hung Thanh Ward, Cai Rang District, Can Tho City;
  - LURs in An Thanh Ward, Ben Luc District, Long An Province; and
  - LURs in An Lac Ward, Binh Tan District, Ho Chi Minh City;
- (\*\*) During the period, the Group capitalised interest amounting to VND 35,524,766,808 (for the the six-month period ended 30 June 2016: VND 36,484,840,171) to work in progress.

### 11. PREPAID EXPENSES

		VND
	30 June 2017	31 December 2016
Short-term		
Operating expenses	5,786,676,269	2,960,621,998
Tools and supplies	4,927,653,276	3,987,948,691
Others	1,072,715,031	474,699,255
	11,787,044,576	7,423,269,944
Long-term		
Commission fees	100,732,875,254	46,037,828,520
Tools and supplies	1,976,738,010	2,069,793,214
Others	166,628,942	130,339,480
	102,876,242,206	48,237,961,214
TOTAL	114,663,286,782	55,661,231,158

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) as at and for the six-month period ended 30 June 2017

# 12. TANGIBLE FIXED ASSETS

	Buildings and structures	Machinery and equipment	Means of transportation	Office equipment and furniture	Other assets	VND Total
Cost: 31 December 2016 New purchase Disposal	50,779,575,483	11,703,266,072 2,058,526,364 (666,666,667)	6,980,703,283 1,983,609,091 (318,836,190)	5,396,138,334 38,500,000	1,139,333,846 234,000,000	75,999,017,018 4,314,635,455 (985,502,857)
30 June 2017	50,779,575,483	13,095,125,769	8,645,476,184	5,434,638,334	1,373,333,846	79,328,149,616
in which: Fully depreciated	349,211,061	562, 553, 418	1,705,921,744	1,996,140,141	1,292,036,145	5,905,862,509
Accumulated depreciation:						
31 December 2016 Depreciation for the period Disposal	(18,188,960,280) (1,032,409,094)	(6,826,950,225) (605,043,911) 666,666,667	(4,809,886,452) (799,535,429) 58,600,905	(3,089,751,578) (285,551,999)	(988,533,846)	(33,904,082,381) (2,747,240,433) 725,267,572
30 June 2017	(19,221,369,374)	(6,765,327,469)	(5,550,820,976)	(3,375,303,577)	(1,013,233,846)	(35,926,055,242)
Net carrying amount:						
31 December 2016	32,590,615,203	4,876,315,847	2,170,816,831	2,306,386,756	150,800,000	42,094,934,637
30 June 2017	31,558,206,109	6,329,798,300	3,094,655,208	2,059,334,757	360,100,000	43,402,094,374
In which: Pledged/mortgaged as Ioan security (Note 22)	28,852,509,243	•	1	,	,	28,852,509,243

### 13. INTANGIBLE ASSETS

	Land use rights	Computer software	VND Total
Cost:			
31 December 2016 Transfer to inventory	13,128,104,718 (540,000,000)	<b>4</b> ,799,491,519	17,927,596,237 (540,000,000)
30 June 2017	12,588,104,718	4,799,491,519	17,387,596,237
In which: Fully depreciated	-	386,040,600	386,040,600
Accumulated amortisation:			
31 December 2016 Amortization for the period	(1,459,217,583) (102,660,177)	(3,389,962,964) (346,877,046)	(4,849,180,547) (449,537,223)
30 June 2017	(1,561,877,760)	(3,736,840,010)	(5,298,717,770)
Net carrying amount:			.)
31 December 2016	11,668,887,135	<u>1,409,</u> 528,555	13,078,41,5,690
30 June 2017	11,026,226,958	1,062,651,509	12,088,878,467
In which: Pledged/mortgaged as loan security (Note 22)	7,899,586,078	-	7,899,586,078

### 14. INVESTMENT PROPERTIES

			VND
	Land use rights	Buildings and structures	Total
Cost:			
31 December 2016 Transfer to inventory	9,418,240,612 	44,804,669,695 (1,834,521,591)	54,222,910,307 (1,834,521,591)
30 June 2017	9,418,240,612	42,970,148,104	52,388,388,716
In which: Fully depreciated	-	816,491,827	816,491,827
Accumulated depreciation and a	amortisation:		
31 December 2016 Charge for the period Transfer to inventory	(8,479,085,367) (85,432,081)	(6,407,947,668) (1,027,946,946) 220,142,592	(14,887,033,035) (1,113,379,027) 220,142,592
30 June 2017	(8,564,5 <u>17,448)</u>	_(7,215,752,022)	(15,780,269,470)
Net carrying amount:			
31 December 2016	939,155,245	38,396,722,027	39,335,877,272
30 June 2017	<u>853,723,164</u>	35,754,396,082	36,608,119,246

### Additional disclosures:

The rental income and operating expenses relating to investment properties is presented as below:

		VND
	For the six-month period ended 30 June 2017	For the six-month period ended 30 June 2016
Rental income from investment properties	8,138,401,686	12,401,705,581
Direct operating expenses of investment properties that generated rental income during the period	(4,529,045,016)	(5,570,478,667)

The future annual rental receivable under the operating leases is included in Note 35.

The fair value of the investment properties had not yet been formally assessed and determined as at 30 June 2017. However, given the present occupancy of these properties and the market value of the land, it is management's assessment that these properties' fair values are higher than their carrying values at the interim balance sheet date.

### LONG-TERM INVESTMENTS 15.

VND

30 June 2017 31 December 2016

Investment in an associate and 24,797,751,856 a jointly-controlled entity (Note 15.1) 550,488,165,698 5,942,300,000 5,942,300,000 Other long-term investments (Note 15.2) (219,661,340) (219,661,340) Provision for long-term investments 556,210,804,358 30,520,390,516 **NET** 

### Investment in an associate and a jointly-controlled entity 15.1

Entities	Business	30	) June 2017	31 December 2016	
		Interest	Cost of investment	Interest	Cost of investment
		%	VND	%	VND
NNH Mizuki	Real Estate	50	550,000,000,000	-	-
Okamura Tokyo Co., Ltd	. Real estate	40	834,000,000	40	834,000,000
Gamuda - Nam Long Development Limited Liability Company	Real estate	-	-	30	22,400,000,000

Detail of this investment in an associate and jointly-controlled entity are as follows:

VND Okamura Gamuda -Total Tokyo Co., Ltd. Nam Long NNH Mizuki Cost of investment: 31 December 23,234,000,000 834,000,000 22,400,000,000 2016 550,000,000,000 550,000,000,000 Increase (22,400,000,000) (22,400,000,000) Disposal 834,000,000 550,000,000,000 550,834,000,000 30 June 2017 Accumulated share in post-acquisition profit (loss): 31 December 1,563,751,856 2016 (465,284,009)2,029,035,865 Share in postacquisition profit (222.592.055)173,383,156 (loss) for the period 342,041,762 53,933,449 (4,569,150,584) (4,569,150,584) Dividend received 2,486,181,270 2,486,181,270 Decrease (222,592,055)(345,834,302)(123,242,247) 30 June 2017 Net carrying amount: 31 December 368,715,991 24,429,035,865 24,797,751,856 2016 549,777,407,945 550,488,165,698

710,757,753

30 June 2017

### 15. LONG-TERM INVESTMENTS (continued)

### 15.2 Other long-term investments

16.

17.

other rong to an arroad and					
	As at 30	As at 30 June 2017 and 31 December 2016			
	Quan of shai		Interest (%)	Cost of investment VND	
Bac Trung Nam Housing Development Joint Stock Company Hong Phat Finance Investment	353,3	30	7.00	3,533,300,000	
Corporation	150,0	000	1,25	2,409,000,000	
TOTAL				5,942,300,000	
GOODWILL					
				VND	
				Goodwill arising from tment in Nguyen Son	
Cost:					
31 December 2016 and 30 June 2017				32,906,583,473	
Accumulated amortisation:					
31 December 2016 Amortization for the period				(19,069,337,233) (2,515,862,953)	
30 June 2017				(21,585,200,186)	
Net carrying amount:					
31 December 2016				13,837,246,240	
30 June 2017				11,321,383,287	
SHORT-TERM TRADE PAYABLES					
				VND	
		30 .	June 2017	31 December 2016	
Trade payables to other suppliers:					
- 6D Joint Stock Company			5,986,500 6,153,518	25,517,601,720 10,405,912,933	
- QH Plus Corporation - Uni Eastern VN Company			6,002,518	12,523,635,523	
- Unit Lastern VN Company - Hung Quoc Thinh Services Trading		0,10	0,002,012	12,020,000,020	
Company Limited			6,101,894	51,254,292,144	
- Payables to other construction contract			7,779,762	99,774,566,440	
TOTAL	_	100,62	2,024,186	199,476,008,760	

### 18. ADVANCES FROM CUSTOMERS

This amount represented advances from customers for apartments, town houses, villas and land purchases which were not handed over as at the interim balance sheet date.

### 19. STATUTORY OBLIGATIONS

20.

21.

**TOTAL** 

			_	VND		
31	December 2016	Increase in the period	Decreas in the perio	-		
Corporate						
income tax	85,937,895,301	206,161,388,719	(66,417,466,061			
Value-added tax	35,057,866,819	236,164,301,360				
Land use fee	45,371,220,001	94,122,067	(45,465,342,068			
Other tax _		19,663,805,766	(15,703,821,934	<u>3,959,983,832</u>		
TOTAL	166,366,982,121	462,083,617,912	(262,763,933,714	365,686,666,319		
SHORT-TERM A	ACCRUED EXPEN	NSES				
				VND		
			30 June 2017	31 December 2016		
			00 01/10 20 //	0. 200020.		
Cost-to-complet			===	101 010 001 001		
	ave been recognis	ed	772,320,608,224	494,846,884,624		
Interest expense payables			24,560,478,639	36,325,426,027		
Other operating	costs	_	54,264,386,994	54,143,508,111		
TOTAL		_	851,145,473,857	585,315,818,762		
OTHER SHORT	OTHER SHORT-TERM PAYABLES					
OTHER SHORT	-TERIVI PATABLE	:0				
				VND		
			30 June 2017	31 December 2016		
Maintenance an	d warranty expens	es	117,961,411,011	109,145,785,847		
	ole to non-controlling		34,432,062,281	1,846,051,299		
	Payables for on-going projects		32,976,087,511	40,874,681,511		
	Investment contributions received for Bo		23,914,537,138	7,764,901,664		
Deposits receive	ed		838,885,000	755,635,000		
Others			24,186,336,391	22,930,701,480		

234,309,319,332

183,317,756,801

### 22. LOANS

	30 June 2017	VND 31 December 2016
Short-term Short-term loans from individuals (Note 22.1) Short-term loan from banks (Note 22.1) Current portion of long-term loans (Note 22.2) Current portion of bond (Note 22.3)	17,154,947,000 70,337,525,775 127,553,819,000 38,983,796,296	69,894,565,335 82,126,096,080 101,943,358,000 99,690,509,259
, ,	254,030,088,071	353,654,528,674
Long-term Loans from banks (Note 22.2) Current portion Non-current portion Current portion of bond (Note 22.3)	384,682,745,000 127,553,819,000 257,128,926,000 38,983,796,296 257,128,926,000	451,556,745,000 101,943,358,000 349,613,387,000 99,690,509,259 349,613,387,000
TOTAL	511,159,014,071	703,267,915,674

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) as at and for the six-month period ended 30 June 2017

22. LOANS (continued)

22.1 Short-term loans

Details of the short-term loans are as follows:

Description of collateral	Unsecured	LUR in map number 5, An Thanh Ward,Ben Luc District, Long An Province	LUR and associated assets of An Thanh Ward, Ben Luc District, Long An Province	LUR for 2,574 square meters and associated assets in Can Tho City; and LUR for 2,818 square meters in Long An Province	
Interest rate % p.a	8.5 - 10.5	7.5 - 8.4	7.5	හ ග	
Purpose	Support working capital needs		Support working capital needs		
Maturity date	From 9 December 2017 to 14 April 2018	anks 36,582,061,778 From 22 August 2017 to \ 24 May 2018	From 8 December 2017 to 12 January 2018	18 November 2017	
30 June 2017 VND	<i>individuals</i> 17,154,947,000	<i>banks</i> 36,582,061,778	20,755,463,997	13,000,000,000	70,337,525,775
	Short-term loans from individuals Short-term loans from 17,154,94 individuals	Short-term loans from banks Orient Commercial 36,51 Joint Stock Bank	Vietnam Bank for Agriculture and Rural Development - Branch 8	Ho Chí Minh City Housing Development Bank	TOTAL

# Nam Long Investment Corporation

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) as at and for the six-month period ended 30 June 2017

22. LOANS (continued)

## 22.2 Long-term loans from banks

Details of the long-term loans from banks are as follows:

Bank	30 June 2017 VND	Maturity date	Purpose	Interest rate % p.a	Description of collateral
Orient Commercial Joint Stock Bank	Joint Stock Bank				
Loan 1	84,682,745,000	From 26 September 2016 to 6 May 2018	Support working capital needs	10.2	LUR for 1,064,307 square meters and future associated assets of Long An VCD project
Loan 2	300'000'000'000	From 12 October 2017 to 12 October 2022	Purchase project Hoang Nam	<u>ග</u> ග	Guaranteed by Hoang Nam Construction Trading Limited
TOTAL	384,682,745,000				
In which: - Current portion - Long-term	127,553,819,000 257,128,926,000				

## 22.3 Bond

Development of Vietnam and Orient Commercial Joint Stock Bank, for the following years. The bond will expire on 28 July 2017, and are used to finance working capital and for Ehome projects. During the period, the Group repaid VND 61,000,000,000. Amount of VND 38,983,796,296 will be paid on 28 July 2017. and at interest rate of 8.78% per annum for the first half year, paid on issuance date, and of 2.5% plus average interest rate of 12 month deposits at Bank for Foreign Trade of Vietnam, Vietnam Joint Stock Commercial Bank for Industry and Trade, Joint Stock Commercial Bank for Investment and On 28 July 2014, the Group issued 350 non-convertible bonds to Orient Commercial Joint Stock Bank at par value of VND 1,000,000,000 per bond

The bond is mortgaged by 59 LURs at An Thanh residential compound, An Thanh, Ben Luc, Long An (Note 13)

## 22. LOANS (continued)

## 22.4 Movements of loans and bond during the period

			VND
	Loans	Bond	Total
31 December 2016	603,577,406,415	99,690,509,259	703,267,915,674
Drawdown from borrowings Repayment from borrowings Cost of issuing bond	117,896,289,786 (249,298,478,426)	(61,000,000,000) 293,287,037	117,896,289,786 (310,298,478,426) 293,287,037
30 June 2017	472,175,217,775	38,983,796,296	511,159,014,071

## 23. CONVERTIBLE BOND

On 8 April 2016, the Board of Directors approved a detailed plan to execute the issuance of the convertible bonds amounting to VND 500,000,000,000 to Ibeworth Pte. Ltd, a whollyowned subsidiary of Keppel Land Ltd. in accordance with the terms and conditions stipulated in the shareholders' resolution No. 01/2016/NQ/DHDCD/NLGs dated 18 March 2016. On 15 April 2016, the Group issued VND 500,000,000,000 convertible bonds at par value of VND 1,000,000,000 per unit. The bond will be converted into equity at the bond holder's option upon maturity and interest is charged from the purchase date at 7% per annum. Interest since the Interest Payment date last preceding the relevant Conversion date is waived if conversion option is exercised at a conversion price of VND 23,500 per share which is subject to adjustments for dilutive events if any.

The equity and liability component of the convertible bond are presented as below:

	VND 30 June 2017
Value of convertible bond Equity component (Note 25.1)	500,000,000,000 (40,503,427,830)
Liability component at initial recognition	459,496,572,170
Add: Accumulated amortisation	6,994,602,232
Liability component as at 30 June 2017	466,491,174,402

## 24. LONG-TERM UNEARNED REVENUE

This represented the value of the Group's income received from the transfer part of Nguyen Son Project to NNH Mizuki Joint Stock Company, proportionate to the ownership of the Group in this joint venture.

# Nam Long Investment Corporation

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) as at and for the six-month period ended 30 June 2017

## 25. OWNERS' EQUITY

# 25.1 Increases and decreases in owners' equity

QNA	Total		2,217,946,540,443	40,503,427,830	127,385,153,397	(64,089,593,115)	(13,223,999,821)	12,269,466,311	2,319,583,843,853		2,483,759,303,432 309,985,815,362	(33,767,473,905)	(22,788,296,957)	(496,831,142)	2,735,073,516,810
:	Convertible bond option		1	40,503,427,830	1	1		1	40,503,427,830		40,503,427,830	•	• 1	1 1	40,503,427,830
:	Undistributed eamings		358,306,808,042	ı	127,385,153,397	(64,089,593,115)	(16,065,009,660)	12,269,466,311	417,806,824,975		578,402,902,765 309,985,815,382	(33,767,473,905)	(26,701,964,634)	(496,831,142)	827,422,448,466
Other funds	belonging to owners' equity		1,115,488,341	•	•		2,841,009,839	, , , , , , , , , , , , , , , , , , , ,	2,749,346,988		1,081,198,777	1	3,913,667,677	(000,000,810,1)	3,375,866,454
	Investment and reasury share development fund		10,929,726,999	1	1	1			10,929,726,999		10,929,726,999	•	1 1		10,929,726,999
	Treasury share		(60,464,200,000)	ı	•	•	, ,	' '	(60,464,200,000)		(60,464,200,000)	•	ı	1 1 5	(60,464,200,000)
	Share premium	10 2016	492,337,147,061	•	•	•	• 1			re 2017	492,161,147,061	1	•		492,161,147,061
	Share capital	For the six-month period ended 30 June 2016	1,415,721,570,000 492,337,147,061 (60	1	•	•	•		1,415,721,570,000 492,337,147,061	For the six-month period ended 30 June 2017	1,421,145,100,000 492,161,147,061 (60	1	•	'	1,421,145,100,000
		For the six-month p	31 December 2015	convertible bond	Net pront for the period	declared	Appropriation or net profit	Other increase	30 June 2016	For the six-month ,	31 December 2016 Net profit after tax	declared	Appropriation of net profit	Other decrease	30 June 2017

## 25. OWNERS' EQUITY (continued)

## 25.2 Shares

		Number	of shares
		30 June 2017	31 December 2016
	Authorized shares	142,114,510	142,114,510
	Issued shares	140 444 540	440 444 540
	Issued and paid-up shares Ordinary shares	<i>142,114,510</i> 142,114,510	<i>142,114,510</i> 142,114,510
	Ordinary Shares	142,174,010	142,114,010
	Treasury shares	0 500 405	0.500.405
	Held by subsidiaries	<i>6,502,165</i> 6,502,165	<i>6,502,165</i> 6,502,165
	Ordinary shares	0,302,103	0,502,105
	Shares in circulation		
	Ordinary shares	135,612,345	135,612,345
25.3	Dividends		100
			VND
		For the six-month period ended	For the six-month period ended
		30 June 2017	30 June 2016
			00 000
	Contributed capital		
	Beginning and ending balances	1,421,145,100,000	1,415,721,570,000
	Cash dividends declared (to be payable in cash) Stock dividends declared	33,767,473,905	64,089,593,115
	(to be payable in issuance of share)	141,537,390,000	-
	Dividends paid	188,367,839	64,089,593,115
26.	NON-CONTROLLING INTERESTS		
			VND
		30 June 2017	31 December 2016
	Contributed charter capital	735,122,978,470	599,906,143,470
	Share premium	26,412,286,830	26,412,286,830
	Treasury shares	(656,280,000)	(656,280,000)
	Investment and development fund Other funds belonging to owner's equity	62,485,858 798,865,602	125,693,756 846,532,269
	Asset revaluation reserve	63,818,489	63,818,489
	Undistributed earnings	91,655,361,325	36,816,111,592
	TOTAL	853,459,516,574	663,514,306,406

## 26. NON-CONTROLLING INTERESTS (continued)

Movements of non-controlling interests are as follows:

VND
For the six-month
period ended
30 June 2017

As at 31 December 2016	663,514,306,406
Additional capital contribution	155,516,750,000
Capital withdrawal	(20,000,000,000)
Net profit for the period	83,263,312,693
Transferred non-controlling interest to the Group	(273,168,858)
Dividends paid	(28,514,017,000)
Fund contribution	(47,666,667)
As at 30 June 2017	853,459,516,574

## **27**. **REVENUES**

## 27.1 Revenues from sale of goods and rendering of services

		VND
	For the six-month	For the six-month
	period ended	period ended
	30 June 2017	30 June 2016
Gross revenues	1,263,120,176,360	1,067,732,991,626
In which:		
Sale of transfer of project	838,344,394,031	-
Sale of land, apartments, town houses and villas	393,613,244,363	1,041,197,506,976
Rendering of services	23,024,136,280	14,133,779,069
Rental income from investment properties	8,138,401,686	12,401,705,581
Less		
Sales deduction	(1,484,466,390)	<u>-</u>
Odies deduction	( ,, , , , , , , , , , , , , , , , , ,	
		4 04= =04 004 000
Net revenues	1,261,635,709,970	1,067,732,991,626
Net revenues In which:	1,261,635,709,970	1,067,732,991,626
	<b>1,261,635,709,970</b> 838,344,394,031	1,067,732,991,626
In which:	838,344,394,031 392,128,777,973	1,041,197,506,976
In which: Sale of transfer of project Sale of land, apartments, town houses and villas Rendering of services	838,344,394,031 392,128,777,973 23,024,136,280	1,041,197,506,976 14,133,779,069
In which: Sale of transfer of project Sale of land, apartments, town houses and villas	838,344,394,031 392,128,777,973	1,041,197,506,976
In which: Sale of transfer of project Sale of land, apartments, town houses and villas Rendering of services Rental income from investment properties	838,344,394,031 392,128,777,973 23,024,136,280	1,041,197,506,976 14,133,779,069
In which: Sale of transfer of project Sale of land, apartments, town houses and villas Rendering of services Rental income from investment properties In which:	838,344,394,031 392,128,777,973 23,024,136,280	1,041,197,506,976 14,133,779,069
In which: Sale of transfer of project Sale of land, apartments, town houses and villas Rendering of services Rental income from investment properties	838,344,394,031 392,128,777,973 23,024,136,280 8,138,401,686	1,041,197,506,976 14,133,779,069
In which: Sale of transfer of project Sale of land, apartments, town houses and villas Rendering of services Rental income from investment properties In which: Sale to a related party (Note 32) Sale to other parties	838,344,394,031 392,128,777,973 23,024,136,280 8,138,401,686 838,344,394,031	1,041,197,506,976 14,133,779,069 12,401,705,581
In which: Sale of transfer of project Sale of land, apartments, town houses and villas Rendering of services Rental income from investment properties In which: Sale to a related party (Note 32)	838,344,394,031 392,128,777,973 23,024,136,280 8,138,401,686 838,344,394,031	1,041,197,506,976 14,133,779,069 12,401,705,581

## 27.2

i manoo moomo		
		VND
	For the six-month	For the six-month
	period ended	period ended
	30 June 2017	30 June 2016
Interest income	15,716,468,584	4,991,824,913
Profit received from BCCs	14,296,460,974	_
Dividends income	4,957,813,584	210,524,638
TOTAL	34,970,743,142	5,202,349,551

## 28. COST OF GOODS SOLD AND SERVICES RENDERED

TOTAL	646,236,517,255	742,618,156,213
Operating costs of investment property	4,529,045,016	5,570,478,667
Cost of rendering of services	23,095,830,685	10,136,602,425
Cost of land, apartments, town houses and villas (*)	225,182,054,696	726,911,075,121
Cost of transfer of project (*)	393,429,586,858	-
	For the six-month period ended 30 June 2017	VND For the six-month period ended 30 June 2016

# Nam Long Investment Corporation

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) as at and for the six-month period ended 30 June 2017

## COST OF GOODS SOLD AND SERVICES RENDERED (continued) **5**8.

(\*) Details of costs of property inventories sold are as follow:

						ONA
	For the six-m	For the six-month period ended 30 June 2017	0 June 2017	For the six-m	For the six-month period ended 30 June 2016	June 2016
	Actual costs incurred	Accrued as at 30 June 2017	Total Accrued as at Cost of goods sold 30 June 2017 recognised	Actual costs incurred	Accrued as af 30 June 2016	Total Accrued as at Cost of goods sold 30 June 2016 recognised
Cost of transfer of project	154,154,197,643	239,275,389,215	393,429,586,858	•	1	•
Cost or land, apartments, town houses and villas	170,852,256,719	54,329,797,977	225,182,054,696	618,907,484,971	108,003,590,150	726,911,075,121
TOTAL	325,006,454,362	293,605,187,192	618,611,641,554	618,907,484,971	108,003,590,150	726,911,075,121

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NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) as at and for the six-month period ended 30 June 2017  $\,$ 

## 29. SELLING EXPENSES AND GENERAL AND ADMINISTRATIVE EXPENSES

		VND
	For the six-month period ended	For the six-month period ended
	30 June 2017	30 June 2016
Selling expenses		
Salary expenses	8,473,300,379	8,709,979,269
Consultant fee	13,653,445,974	13,606,937,457
Commission fee	21,339,948,420	38,752,722,556
Marketing fees and show-houses		
construction cost	2,477,579,296	11,313,800,157
Others	8,258,238,844	2,787,849,532
	54,202,512,913	75,171,288,971
General and administrative expenses		
Salary expenses	58,399,445,533	52,714,785,031
External services	8,098,441,416	7,221,341,417
Rental expenses	2,087,832,018	3,501,736,892
Depreciation	1,294,393,568	1,267,829,584
Others	10,483,743,701	11,631,398,844
	80,363,856,236	76,337,091,768
TOTAL	134,566,369,149	151,508,380,739
FINANCE EXPENSES		
		VND
	For the six-month	For the six-month
	period ended	period ended
	30 June 2017	30 June 2016
Interest expense on bonds issued and bank loans	16,759,278,943	5,920,328,116
Other finance expenses	869,192,059	499,000,881
TOTAL	17,628,471,002	6,419,328,997



## 31. CORPORATE INCOME TAX

The statutory enterprise income tax ("CIT") rate applicable to the Group is 20% of taxable profits.

The tax returns filed by the Group are subject to examination by the tax authorities. As the application of tax laws and regulations is susceptible to varying interpretations, the amounts reported in the interim consolidated financial statements could change at a later date upon final determination by the tax authorities.

## 31.1 CIT expense

	For the six-month period ended 30 June 2017	VND For the six-month period ended 30 June 2016	
Current CIT expense Deferred tax (income) expenses	206,161,388,719 (100,827,709,214)	28,223,857,398 10,903,606,701	
TOTAL	105,333,679,505	39,127,464,099	
Reconciliation between CIT expense and the accounting profit multiplied by CIT rate is presented below:			
		VND	
	Eartha air month	Eartha air month	

		VND
	For the six-month period ended 30 June 2017	For the six-month period ended 30 June 2016
Accounting profit before tax	498,582,807,580	176,171,161,772
At applicable CIT rate of tax 20%	99,716,561,516	35,234,232,354
Adjustments to increase (decrease) Difference between actual interest rate and		
nominal interest rate on convertible bond	673,901,250	373,884,650
Dividend income	(3,468,937,680)	-
Loss of subsidiaries	93,065,786	352,399,821
Tax loss carried forward	(1,011,679,764)	-
Other non-deductible expenses	4,276,768,229	2,947,760,953
Unrecognised tax losses	5,054,000,168	-
Under provision of CIT from previous periods		219,186,321
CIT expense	105,333,679,505	39,127,464,099

## 31.2 Current tax

The current tax payable is based on taxable profit for the current period. The taxable profit of the Group for the period differs from profit as reported in the interim consolidated income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are not taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted at the interim balance sheet date.

# Nam Long Investment Corporation

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (continued) as at and for the six-month period ended 30 June 2017

# 31. CORPORATE INCOME TAX (continued)

## 31.3 Deferred tax

The following are the deferred tax assets and deferred tax liabilities recognised by the Group, and the movements thereon, during the current and previous period.

				QNA
	Interim co balanc	Interim consolidated balance sheet	Interim consolidate income statement	ď
	30 June 2017	31 December 2016	For the six-month period ended 30 June 2017	For the six-month period ended 30 June 2016
Deferred tax assets Deferred tax related to transfer of project Intra-group unrealised profits eliminated in consolidation Accrued expenses Warranty expenses	96,599,875,223 56,013,797,345 7,895,550,665 7,320,196,255	50,473,975,502 8,006,030,567 7 320,196,255	96,599,875,223 5,539,821,843 (110,479,902)	- (10,099,438,382) (7,246,430,961) 6,079,782,718
Others	1,612,374,439	2,813,882,389	(1,201,507,950)	(207,093,598)
	169,441,793,927	68,614,084,713		
Deferred tax liabilities Deferred tax loss	(2,696,372,478)	(2,696,372,478)	1	- - - CC3 E73 DS3
reinporary dillerence in cost of sales Fair value adjustment on assets acquired in business combination	(52,635,495,867)	(52,635,495,867)	1 +	100,000
	(55,331,868,345)	(55,331,868,345)		
Net deferred income tax income (expense)			100,827,709,214	(10,903,606,701)

## 32. TRANSACTIONS WITH RELATED PARTIES

Significant transactions of the Group with related parties during the period were as follows:

			For the six-month	VND For the six-month
Related parties	Relationship	Transactions	period ended 30 June 2017	period ended 30 June 2016
NNH Mizuki	Joint venture	Sale of project Capital contribution	838,344,394,031 550,000,000,000	
Amounts due to and due from related parties were as follows:				
				VND
Related parties	Relationship	Transactions	30 June 2017	31 December 2016
Short-term trade receivables (Note 6)				
NNH Mizuki	Joint venture	Sale of project	521,335,667,072	-
Ms Nguyen Thi Bich Ngoc	Shareholder	Sales of apartments	231,750,000	231,750,000
Ms Ngo Thi Ngoc Lieu	Shareholder	Sales of apartments	110,005,097	110,005,097
			521,677,422,169	341,755,097
Other short-tern	n receivables (	Note 9)		
NNH Mizuki	Joint venture	Payment on behalf	462,000,000	
Remunerations for members of the Board of Directors ("BOD") and the Management are as follows:				
				VND
			For the six-month period ended 30 June 2017	For the six-month period ended 30 June 2016
Remunerations for			4,688,329,667	3,728,534,841
Remunerations for	or members of	the Management	3,532,330,764	3,352,000,000
TOTAL			8,220,660,431	7,080,534,841

## 33. EARNINGS PER SHARE

Basic earnings per share amounts are calculated by dividing net profit after tax for the period attributable to ordinary shareholders of the Group by the weighted average number of ordinary shares outstanding during the period.

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

	For the six-month period ended 30 June 2017	period ended
Net profit after tax (VND) Less: Bonus and welfare fund (VND) (i) Net interest after tax on convertible bonds charged to the interim consolidated income statement (VND)	309,985,815,382 (21,699,007,077) 10,770,703,066	127,385,153,397 (8,407,420,124) 7,486,111,111
Net profit attributable to ordinary shareholders (VND) Weighted average number of ordinary shares during the period (VND) (*)	<b>299,057,511,371</b> 149,766,084	<b>126,463,844,384</b> 149,167,126
Adjusted weighted average number of potential shares from convertible bonds (VND) (ii)	21,276,596	21,276,596
Weighted average number of ordinary shares adjusted for the effect of dilution  Earnings per share (VND)  Basic earnings per share  Diluted earnings per share	1 <b>71,042,680</b> 1,925 1,748	<b>170,443,722</b> 798 742
	•	

- (i) Net profit used to compute earnings per share for the six-month period ended 30 June 2016 was restated following the actual distribution to Bonus and welfare funds from 2016 undistributed earnings as approved in the Annual General Meeting 2016's Resolution dated 22 April 2017 ("AGM Resolution 2016").
  - Net profit used to compute earnings per share for the six-month period ended 30 June 2017 is adjusted for distribution to Bonus and welfare funds, which is appropriated at 7% of net profit after tax as approved in accordance with AGM Resolution 2016.
- (ii) The weighted average number of shares in circulation for the six-month period ended 30 June 2017 and 30 June 2016 were adjusted to reflect the issuance of 14,153,739 shares as dividends on 17 July 2017. (Note 36)
- (iii) As disclosed in Note 23 to the interim consolidated financial statements, on 8 April 2016, the Company issued VND 500,000,000,000 convertible bonds at par value of VND 1,000,000,000 per unit. These convertible bonds could potentially dilute basic earnings per share in the future as calculated for the six-month period ended 30 June 2017.

## 34. CORRESPONDING FIGURES

Certain corresponding figures on the consolidated financial statements for the year ended 31 December 2016 have been reclassified to reflect the presentation of the current period's consolidated financial statements.

## 35. COMMITMENTS AND CONTINGENCIES

## Operating lease commitments

The Group leases assets under operating lease arrangements. The future minimum rental payable as at 30 June 2017 under the operating lease agreements are as follows:

TOTAL	11,527,731,982	11,815,950,247
From one to five years	6,024,364,075	9,219,026,569
Less than one year	5,503,367,907	2,596,923,678
	30 June 2017	31 December 2016
		VND

The Group leases out assets under operating lease arrangements. The future minimum rental receivable as at 30 June 2017 under the operating lease agreements are as follows:

		VND
	30 June 2017	31 December 2016
Less than one year	6,355,368,480	5,327,026,280
From one to five years	7,697,923,834	15,741,304,299
More than five years	<del>_</del>	18,374,978,680
TOTAL	14,053,292,314	39,443,309,259

## Capital commitments

As at 30 June 2017, the Group has contractual commitments for the construction work for its apartments, villa projects as follows:

			VND
	Contracted	Recognized	Remaining
	amount	amount	commitment
Kykio Residence Project	587,517,836,703	108,968,002,329	478.549.834.374
Fuji Residence Project	573,415,029,238	324,923,043,941	248,491,985,297
Flora Anh Dao Project	230,062,750,992	226,451,230,617	3,611,520,375
Hoang Nam Project	161,570,213,253	76,016,637,352	85,553,575,901
Tien Hung Project	126,429,953,075	126,282,003,075	147,950,000
Tan Thuan Dong project	55,580,938,425	50,220,467,706	5,360,470,719
Nguyen Son Project	55,732,329,305	35,221,915,506	20,510,413,799
Other projects	19,292,136,814	9,406,254,794	9,885,882,020
TOTAL	1,809,601,187,805	957,489,555,320	852,111,632,485

## 36. EVENT AFTER THE INTERIM BALANCE SHEET DATE

On 17 July 2017, the Company received the Official letter No. 4964/UBCK-QLCB from the State Securities Commission acknowledging the receipt of the result report of the issuance of 14,153,739 shares as dividends to existing shareholders at ratio 9.96% and 958,160 new shares to the executives in accordance with the Executive Stock Grant program. This issuance was appropriated from undistributed earnings as at 31 December 2016 and bonus and welfare fund as at 25 April 2017, respectively, which in accordance with the Resolution of Shareholders No. 01/2017/NQ/DHDCD/NLG dated 22 April 2017.

At the date of these interim separate financials statements, the Company is in the process of submitting its application to Ho Chi Minh City Department of Planning and Investment for amendment of its Business Registration Certificate on the increase of share capital.

Except for the above event, there have been no other significant events occurring after the interim balance sheet date which would require adjustments or disclosures to be made in the accompanying interim consolidated financial statements

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- CÖ PHÂN DÂUTU ( AM LONG

P Hollgo En Xuan Quang

Legal representative

Pham Hong Hanh Preparer Luong Thi Kim Thoa Chief Accountant

11 August 2017