

Code **VRE**
Company name Vincom Retail Joint Stock Company
Date 02/01/2021
Subject Explanation for the Quarter 4/2020 separate financial statements

Content:

Vincom Retail Joint Stock Company has explained the movements of Quarter 4/2020 separate financial statements compared to the same period of last year as follows:

Unit: VND million

No.	Item	Quarter 4/2020	Quarter 4/2019	Difference	% ratio
10	Net revenue	1,980,108	1,332,408	647,700	49%
11	Cost of goods sold	1,141,476	772,519	368,957	48%
21	Financial income	118,905	1,285,442	(1,166,537)	-91%
22	Financial expense	152,512	72,800	79,712	109%
25	Selling expense	111,712	80,082	31,630	39%
60	Profit after tax	497,322	1,584,832	(1,087,510)	69%

The explanation for the movements of 10% or more:

- Net revenue in Quarter 4/2020 increased by VND648 billion compared to the same period of last year because: (i) the revenue from real estate for rent and related services provision raised VND63 billion due to the effect of Covid-19 disease; (ii) the revenue from real estate transfer increased by VND770 billion because the handover of 2 commercial townhouses projects, My Tho and Bac Lieu. The cost of goods sold also increased accordingly.
- Financial income decreased by VND1,167 billion because the division of profit from subsidiaries to VND 1,200 billion.
- Financial expense increased by VND80 billion mainly thanks to the disbursement of VND3,050 billion bonds.
- Selling expense increased VND32 billion because of the increase in the real estate transfer in proportion to revenue recorded.
- The Company's profit after tax raised VND1,088 billion compared to the same period of last year thanks to the reasons above.