

**Code**                   **VRE**  
**Company name**    Vincom Retail Joint Stock Company  
**Date**                    08/30/2022  
**Subject**                Explanation for the reviewed financial statements in six months of 2022

**Content:**

Vincom Retail Joint Stock Company has explained the movements of the reviewed financial statements in six months of 2022 compared to the same period of last year as follows:

1. Explanation for the change in business result based on the separate financial statement:

*Unit: VND million*

No.	Item	6 months of 2022	6 months of 2021	Difference	%
10	Net sales and services	982,513	1,344,660	(362,147)	-27%
11	Cost of sales	617,002	828,768	(211,766)	-26%
21	Financial income	169,570	242,296	(72,726)	-30%
22	Financial expenses	163,022	289,029	(126,007)	-44%
25	Selling expenses	22,109	66,065	(43,956)	-67%
60	Profit after tax	248,898	298,263	(49,365)	-17%

The explanation for the movements of 10% or more:

- Net sales and services decreased by 362 billion dong\$ mainly due to the the decrease of 437 billion dong\$ in the revenue from real estate transfer and the quantity of commercial townhouses being handed over in a smaller amount compare to the same period last year. The cost of goods sold and services decreased accordingly.
  - Financial income decreased by 73 billion dong\$ because of the decrease in the gain from investment activities.
  - Financial expenses decreased by 126 billion dong\$ due to the payment of VND2,600 billion bonds.
  - Selling expenses decreased by 44 billion dong\$ mainly due to the decrease in the income from real estate sales expenses.
  - The Company’s profit after tax decreased by 49 billion dong\$ compared to the same period last year due to the reasons above.
2. Explanation for the change in business result based on the consolidated financial statement:

*Unit: VND million*

No.	Item	6 months of 2022	6 months of 2021	Difference	%
10	Net sales and services	3,218,991	3,736,776	(517,785)	-14%
11	Cost of sales	1,546,499	1,938,979	(392,480)	-20%
21	Financial income	207,242	221,269	(14,027)	-6%
22	Financial expenses	177,598	306,076	(128,478)	-42%
25	Selling expenses	88,188	143,529	(55,341)	-39%
60	Profit after tax	1,150,733	1,168,765	(18,032)	-2%

The explanation for the movements of 10% or more:

- Net sales and services decreased by 518 billion dongs mainly due to the the decrease of 455 billion dongs in the revenue from real estate transfer and the quantity of commercial townhouses being handed over in a smaller amount compare to the same period last year. The cost of goods sold and services decreased accordingly.
- Financial income decreased by 14 billion dongs due to the decrease in the gain from investment activities.
- Financial expenses decreased by 128 billion dongs due to the payment of VND2,600 billion bonds.
- Selling expenses decreased by 55 billion dongs mainly due to the decrease in the income from real estate sales expenses.
- The Company’s profit after tax decreased by 18 billion dongs compared to the same period last year due to the reasons above.