

Code **VRE**
Company name Vincom Retail Joint Stock Company
Date 10/24/2023
Subject Explanation for the Quarter 3/2023 consolidated financial statements

Content:

Vincom Retail Joint Stock Company explained the fluctuation of business result compared to the same period of last year according to the Quarter 3/2023 consolidated financial statements as follows:

Unit: VND million

No.	Item	Quarter 1/2023	Quarter 1/2022	Difference	%
10	Revenue of sales and services	3,332,560	2,005,196	1,327,364	66%
11	Cost of sales	1,632,491	966,218	666,273	69%
20	Gross profit	1,700,069	1,038,978	661,091	64%
21	Financial income	301,408	130,391	171,017	131%
22	Financial expenses	75,889	89,433	(13,544)	-15%
25	Selling expenses	184,769	26,930	157,839	586%
26	General & administrative expenses	106,645	68,644	38,001	55%

51	Current corporate income tax expenses	(330,143)	(230,615)	(99,528)	43%
60	Profit after tax	1,316,685	793,625	523,060	66%

The explanation for the movements of 10% or more:

- Net sales in Quarter 3/2023 increased by 1,327 billion dong, in which: (i) the revenue from real estate for rent and related services provision increased by 152 billion dong mainly due to the retail sale recovered well after the epidemic was controlled; (ii) the revenue from real estate transfer increased by 1,168 billion dong.
- Cost of sales and service supply in Quarter 3/2023 increased by 667 billion dong compared to the same period of 2022 corresponding to revenue growth.
- Financial income increased by 171 billion dong due to the increase in the gain from investment activities.
- Financial expenses decreased by 14 billion dong mainly due to the bond loan of 1,050 billion dong paid in Quarter 2/2023.
- General & administrative expenses increased by 38 billion dong due to the increase in the provision for bad debts.
- Selling expenses increased by 158 billion dong due to the increase in brokerage commission corresponding to revenue growth from the real estate transfer.
- Current corporate income tax expenses increased by 100 billion dong due to the increase in the profit before tax from the reasons above.
- The profit after tax increased by 523 billion dong compared to the same period of last year mainly due to the reasons above.