



CEN LAND
the real services

**PROFESSIONAL REAL ESTATE AGENCY
AND SECONDARY INVESTOR**

ANNUAL REPORT 2018



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CENLAND
2018
& CHAIRMAN'S MESSAGE

1. Chairman's Message
2. Vision, Mission, Core Values
3. 2018 Highlights
4. Titles & Awards
5. 2014 – 2018 Financial and Operational Highlights

1. CHAIRMAN'S MESSAGE



“With the goal of strengthening the position of CenLand as the professional real estate agency and secondary investor in Vietnam, CenLand is rapidly changing along with the fourth industrial revolution (Industry 4.0). Outstanding features at Cenhomes.vn such as online valuation, online product status check, online payment, chatbot, VR technology, AI, the IOT, etc expect to create a new way to trade new real estate products. CenLand still maintains the traditional model - STDA and connected agents to provide the best services to developers, clients and partners.”

NGUYEN TRUNG VU
CenLand Chairman



2. VISION, MISSION, CORE VALUES

❖ VISION

CenLand's development strategic vision by 2027 as follows:

- Market leadership in real estate agency in Vietnam.
- Trusted partner of foreign and local real estate developers.
- Most professional secondary investor in Vietnam.

❖ MISSION

With a vision to become a market leadership in real estate agency and secondary investment, CenLand undertakes its mission:

- To provide real estate services easily, professionally and transparently.
- 50% of real estate brokerage transactions in Vietnam are proceeded via CenHomes.
- To make Vietnam's brokerage professional and follow international standards.

❖ CORE VALUES

Professional and prestigious real estate agency and secondary investor.



HIGHLIGHTS 2018

Sale Volume: **14,530 products**

Net Revenue: **VND 1,687.2 billion**

Profit After Tax: **VND 320.01 billion**

Charter Capital: **VND 800 billion**

(as of 26 February 2019)

Owner's Equity: **VND 1,489.22 billion**

Market Capitalization: **VND 2,100 billion**

(as of 31 December 2018)

Number of Representative Offices: **16**

CenLand signed a strategic cooperation agreement with VinaCapital and Dragon Capital



Signing cooperation termsheet on significant projects



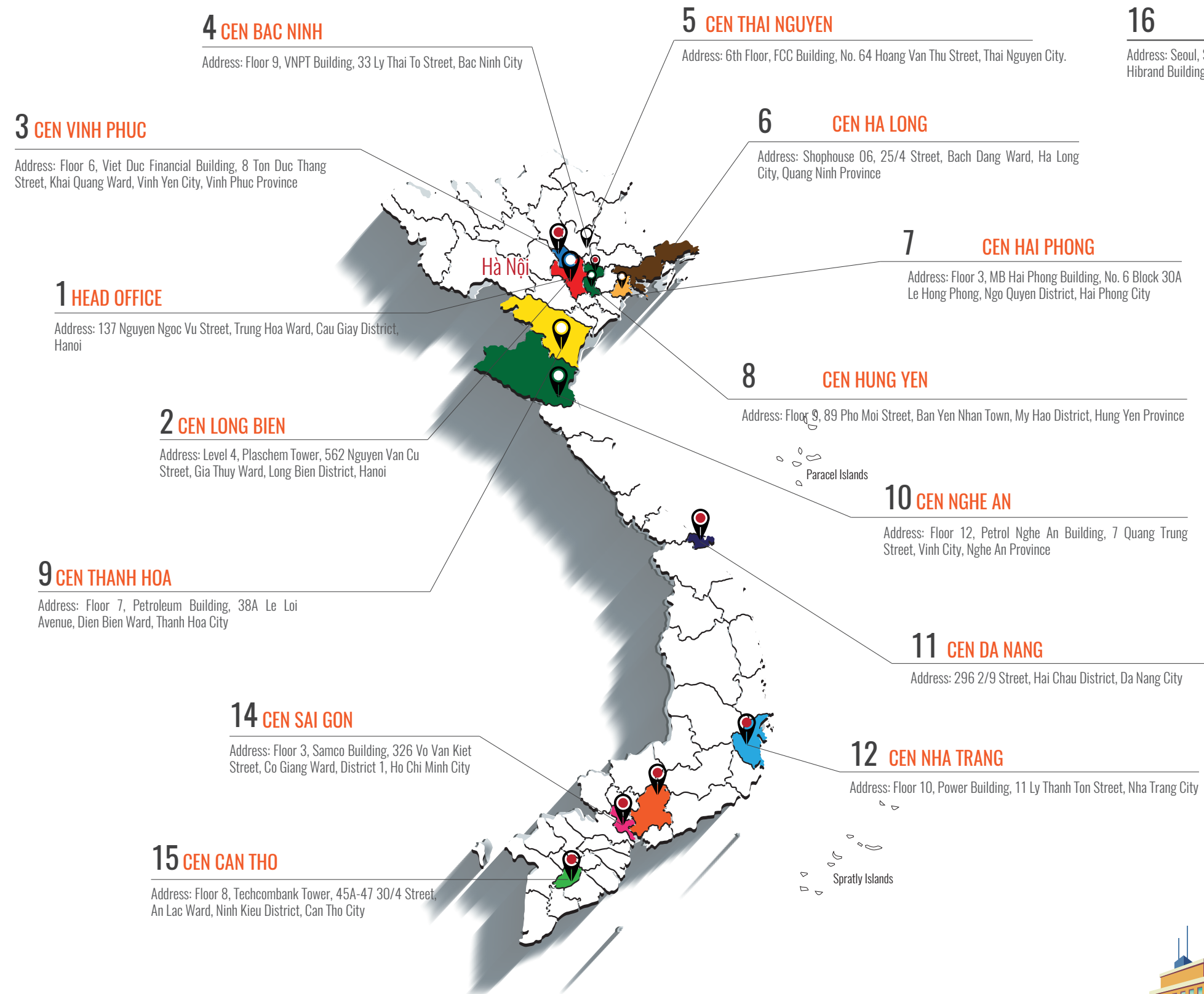
CRE is officially listed on HOSE



CenHomes - a new real estate trading platform to be launched



CENLAND IN MAJOR CITIES & PROVINCES IN VIETNAM AND ABROAD



4. TITLES AND AWARDS



Merit of Minister of Construction in 2016



nghemoigioi.vn achieves Prestigious Brand
- Quality Product - Trusted Service 2017



Top 5 Most Reputable Real Estate Agencies 2018



Best Real Estate Trading Floors at
Vietnam National Property Awards 2018



CenLand Chairman Nguyen Trung Vu
is honored in Top 10 Best Entrepreneurs in
Red Star Awards 2017.



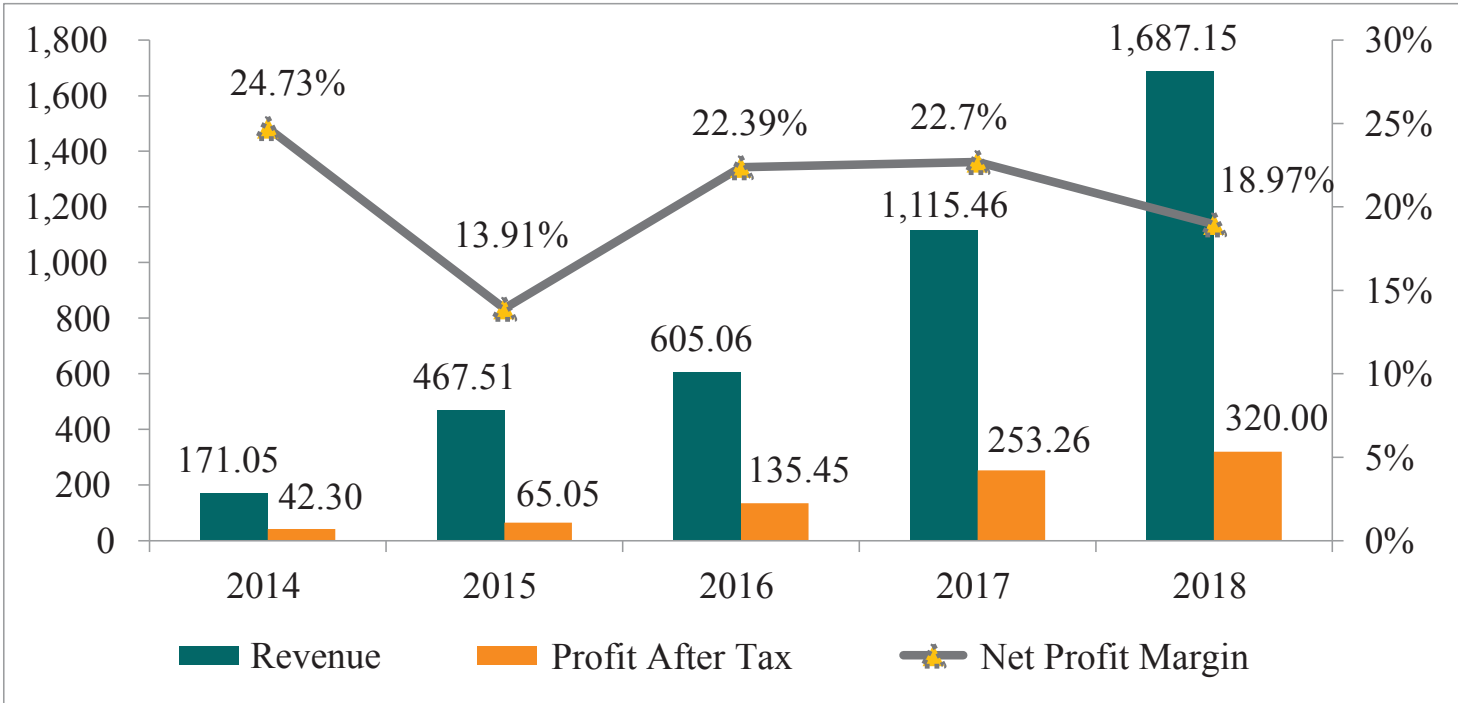
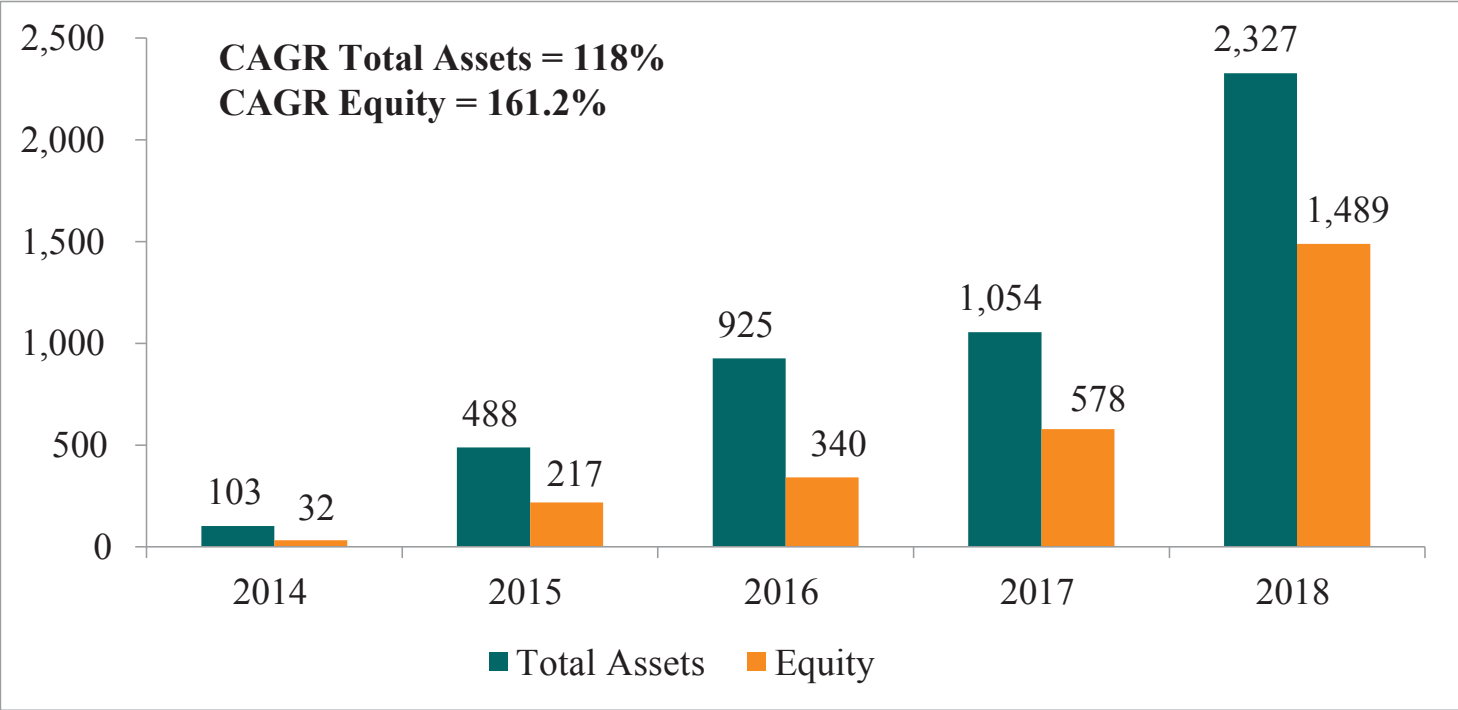
CenLand Vice Chairman Pham Thanh Hung
is honored in Top 100
Outstanding Young Vietnamese Businessmen
in Red Star Awards 2017.



Top 10 Vietnam Gold Stars

5. 2014 – 2018 FINANCIAL AND OPERTATIONAL HIGHLIGHTS

Year	2014	2015	2016	2017	2018
Sale Volume	4,121	9,234	9,796	11,555	14,530
Net Revenue (VND billion)	171.05	467.51	605.06	1,115.46	1,687.2
Profit After Tax (VND billion)	42.30	65.05	135.46	253.26	320.01
Total Assets (VND billion)	102.85	488.41	925.41	1,054.20	2,326.7
Owner's Equity (VND billion)	32.37	217.08	340.34	578.34	1,489.22
Gross Profit Margin (%)	41.75%	38.12%	45.45%	39.88%	33%
Net Profit Margin (%)	24.73%	13.91%	22.39%	22.70%	18.97%
ROA (%)	64.92%	22.00%	19.16%	25.59%	18.93%
ROE (%)	n/a	52.15%	49.27%	55.19%	31.13%



CHAPTER II: ABOUT CENLAND

1. CenLand Profile
2. Corporate Milestones
3. Core Businesses
4. Development Strategy

1. CENLAND PROFILE

Company Name

Century Land Joint Stock Company

Abbreviation

CENTURY LAND., JSC

Abbreviation

CENTURY LAND., JSC

Ticker

CRE

Charter Capital

VND 800 billion (as of 26 February 2019)

Headquarters

137 Nguyen Ngoc Vu Street, Trung Hoa Ward,
Cau Giay District, Hanoi

Fax

(024) 6281 4195

Telephone

(024) 626 366 88

Website

www.cenland.vn



Century Land Joint Stock Company (CenLand), founded in 2002, is the first subsidiary of Century Group Joint Stock Company (CenGroup). CenLand now has an extensive network of sales force including 2,000 employees; thousands of authorized agencies, connected agents and representative offices throughout Vietnam, better serving the needs of real estate developers, partners and clients. About 80,000 real estate brokerage transactions have been completed over the last 17 years and the Company competes in three business segments: Real estate agency; Secondary investment; Communications and marketing consultancy.

CenLand has opened 16 representative offices across the country such as Thai Nguyen, Bac Ninh, Vinh Phuc, Hai Phong, Hung Yen, Ha Long, Da Nang, Thanh Hoa, Nghe An, Nha Trang, etc and the first overseas representative office in South Korea - Cen Korea.

PARTNERS



► LOCAL PARTNERS



► FOREIGN PARTNERS



2. CORPORATE MILESTONES

17 years of development

03 subsidiaries

16 representative offices



- Launched Real Estate Project Supermarket System STDA

- Renamed as Century Land Joint Stock Company
- Increased charter capital to VND 10 billion

2007

2002

- 21st Century Truong Thanh Real Estate Joint Stock Company

2008

- Established Century Real Estate Trading Floor, one of the founding members of Vietnam Association of Realtors

2012



- Launched nghemoigioi.vn website to connect realtors in Vietnam

2016

2014-2015

- STDA brand was recognized by National Office Of Intellectual Property Of Vietnam
- STDA dominated the real estate market in Vietnam with 34% market share in Hanoi, 15% market share in Ho Chi Minh City.
- Increased charter capital to VND 130 billion

2017

- Increased charter capital to 250 billion VND
- Merged three subsidiaries
- Took the lead in real estate brokerage for 3 consecutive years (2015-2017)



- 26 February 2019: Increased charter capital to VND 800 billion

2,021 employees
80,000 brokerage transactions

3.1 Core Businesses

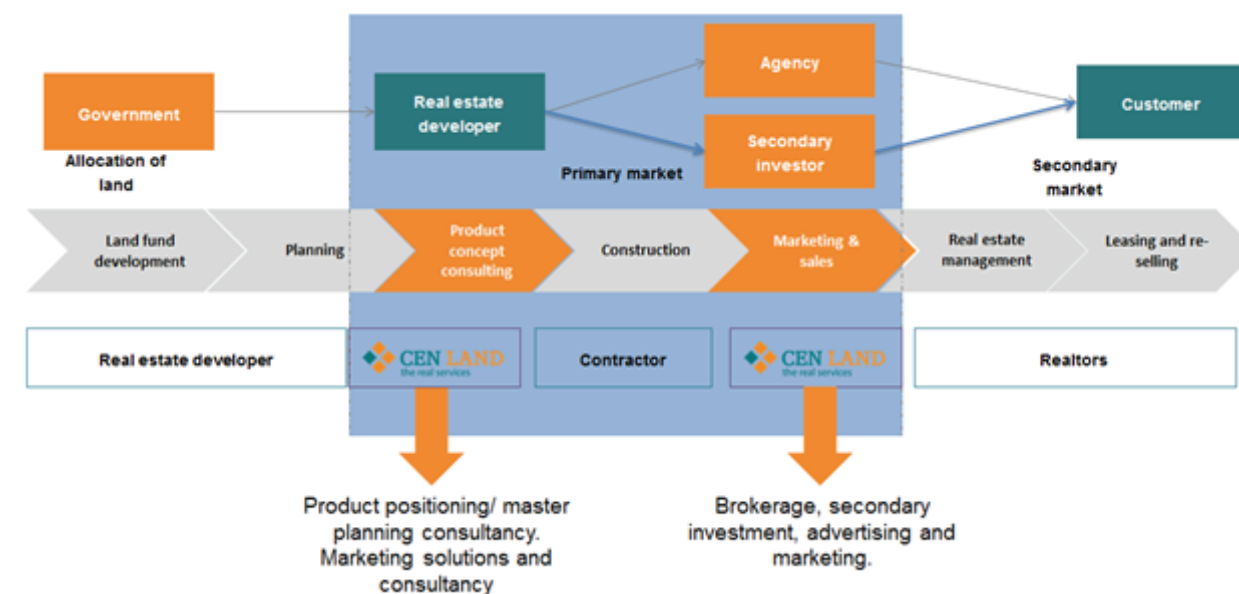


• **Brokerage:** CenLand has become strategic agency with numerous developers to sell and market real estate projects. These relationship might include exclusive or non-exclusive terms and conditions to commit CenLand's obligation.

• **Secondary investment (Proprietary trading):** After projects have been evaluated in terms of feasibility, CenLand use its own fund or short-term/ mid-term mobilization for investment. These project are then sold on the secondary market by CenLand. This is considered as a high capital-intensive and profitable business. CenLand intends to increase its investment in this business line.

• **Market research & marketing consultancy:** Through RSM, CenLand can provide marketing solutions and consultancy for real estate projects. The Company will cooperate with the developers during the pre-sale phase to propose the marketing plan for the projects, ranging from market research, product concept, target customers to distribution channels and advertising solutions. Depending on the need of the developers, RSM can directly carry out these marketing campaigns.

3.2 Positioning in real estate value chain



In Vietnam, the government allocates land to real estate developers and then real estate products are sold by agencies or secondary investors to customers.

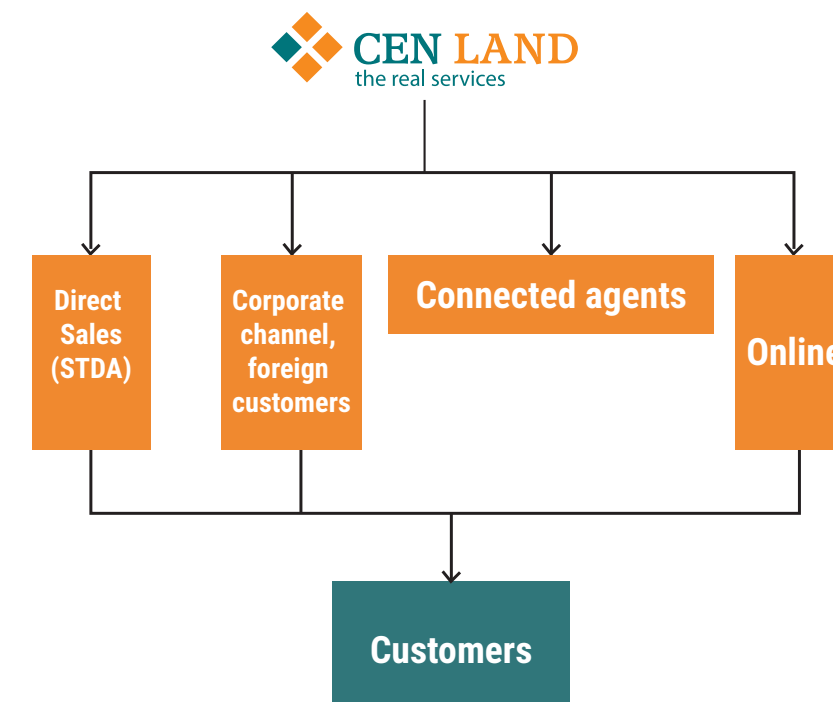
In which, CenLand supports product positioning/master planning consultancy and offers brokerage, secondary investment services and marketing & sales solutions consulting.

Specifically, projects after planning need to be consulted in terms of product concept, construction, marketing and sales, then transferred to real estate management units to buy, lease and resell.

3.3 Distribution channels

Distribution channels: CenLand has a variety of distribution channels to sell real estate products to customers.

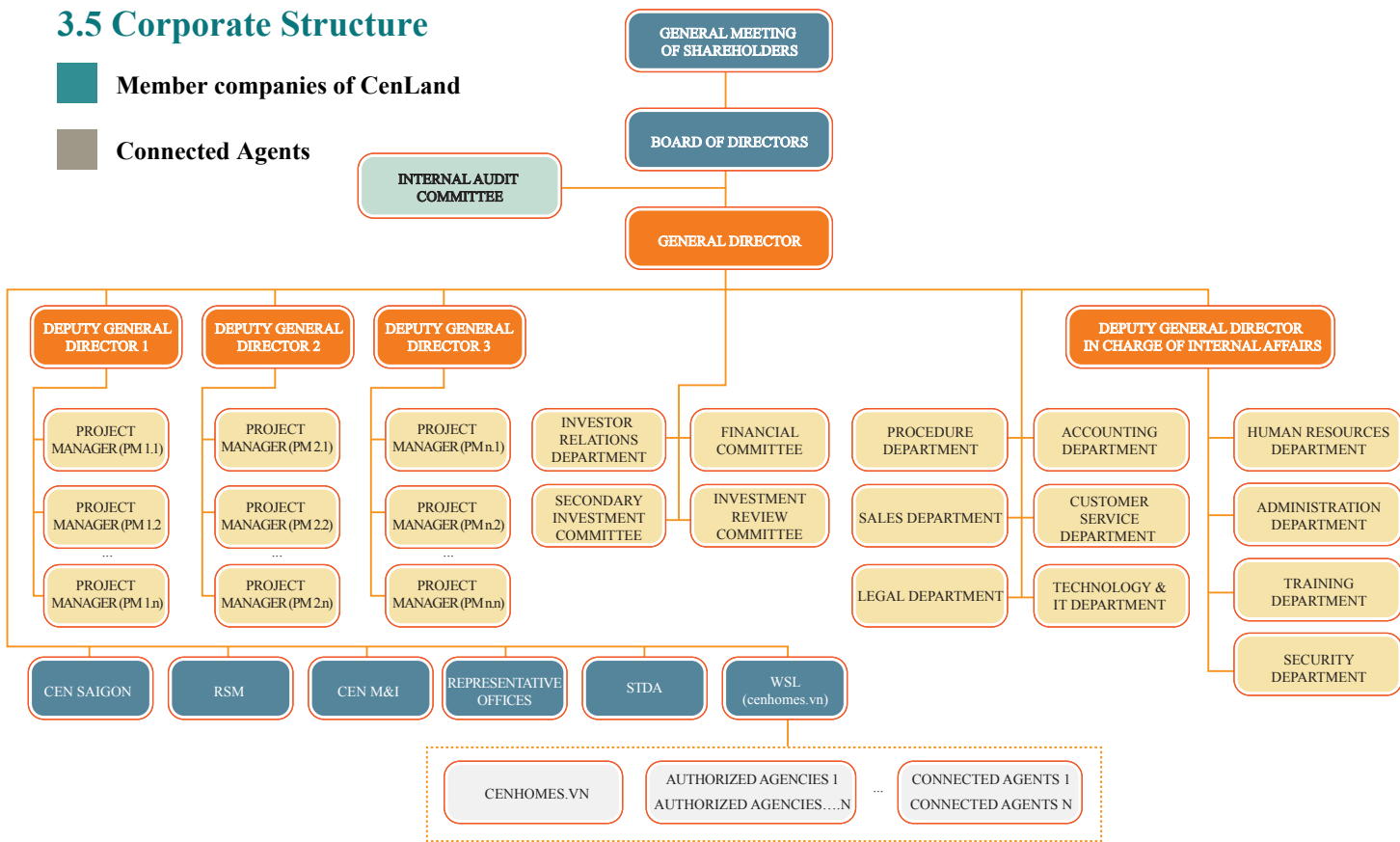
- Direct sales: Thousands of sales executives from STDA.
- Corporate channel: CenLand also accesses corporates to introduce real estate products to potential buyers.
- Authorized agencies and connected agents: Thousands of authorized agencies and connected agents are regularly trained to sell real estate products via CenHomes (a platform of CenLand).



3.4 Subsidiaries



3.5 Corporate Structure



BOARD OF DIRECTORS



Mr. NGUYEN TRUNG VU
Chairman of the Board

Mr. Vu has had more than 30 years of experience in the real estate and is the founder of CENLAND. He is also Chairman of the Century Group Joint Stock Company (CENGROUP) and Century Saigon Real Estate Joint Stock Company.



Mr. Pham Thanh Hung
Vice Chairman of the Board, CENLAND



Mr. Nguyen Tho Tuyen
Member of the Board cum General Director, CENLAND



Mr. Le Xuan Nga
Member of the Board cum Deputy General Director, CENLAND



Mr. Nguyen Duc Vui
Independent Member of the Board



Ms. Nguyen Thi Hoang Oanh
Independent Member of the Board

BOARD OF MANAGEMENT



Mr. Nguyen Tho Tuyen
General Director of CENLAND



Mr. Nguyen Anh Huong
Deputy General Director of CENLAND



Ms. Nguyen Thi Thanh
Deputy General Director of CENLAND



Mr. Truong Hung Cuong
Deputy General Director of CENLAND



Ms. Nguyen Minh Hoi
Deputy General Director of CENLAND



Mr. Le Xuan Nga
Deputy General Director of CENLAND



Mr. Can Cong Viet
Deputy General Director of CENLAND

INTERNAL AUDIT COMMITTEE

Mr. Nguyen Duc Vui
Head of Internal Audit Committee

Ms. Tran Thi Nhuong
Member of Internal Audit Committee

Ms. Doan Thi Thu Huong
Member of Internal Audit Committee



4. DEVELOPMENT STRATEGY

As a real estate trading platform. CenHomes will be CenLand's strategic satellite in the future with the aim at making the real estate market more and more transparent. CenLand is expected to be the first real estate agency to apply VR technology so that customers feel like they are at their dream home.

Along with CenHomes, CenLand goes on training sales executives from STDA to sell key projects. Sales executives of STDA must follow high discipline, enjoy compensation and benefits, good salary, remuneration mechanism and high commissions.

Besides, CenLand is on the way to search for niche markets, offer real estate services, cooperate with developers to deploy and sell real estate projects to make greater profit.

In brokerage market share, CenLand will focus on key markets, continue to hold its top position in traditional markets in the North and Central. CenLand further develops market share in the South, especially Ho Chi Minh City, Dong Nai, Can Tho, Ca Mau, etc.



CHAPTER III: BUSINESS PERFORMANCE

1. 2018 Market and 2019 Outlook
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6. Community Activities

1. 2018 MARKET AND 2019 OUTLOOK

In 2018, the global economy was fluctuating and tended to slow down due to US-China trade war, increasing policy interest rates, a decline in global foreign direct investment, etc. Looking back on Vietnam's economic development in 2018, the economy actually improved with some key achievements:

Vietnam's Gross Domestic Product (GDP) grew by 7.08 percent in 2018, the highest in the past 11 years in all 3 fields: Industry, agriculture and services. The quality of growth and the investment and business have remarkably improved. In 2018, there were more than 131 thousand newly established enterprises, a sharp increase.

Inflation was controlled at a low level - an average of 3.54 percent while exchange rate and interest rate were stable. Vietnam's foreign reserves continued to increase strongly, over 63 billion USD.

Thanks to stable macroeconomy, enterprises believe in economic outlook.

Disbursed foreign direct investment (FDI) in Vietnam in 2018 hit over 19 billion USD, showing investors' confidence in investment and growth potential of Vietnam. Remarkably, Vietnam's attraction to foreign investors has changed dramatically. Vietnam is considered as the destination of the 4.0 industrial revolution such as high technology, new technology, environmentally-friendly technology, etc.

November 12, 2018 is a special day for Vietnam's economy when the National Assembly officially adopts the Comprehensive Partnership and Trans-Pacific Partnership Agreement (CPTPP or TPP 11) with 11 attending countries. GDP of around 10,000 billion USD, accounting for 13 percent of the global GDP brings many opportunities and challenges for Vietnam's economy and enterprises.

Property market

The number of newly established real estate enterprises in 2018 increased sharply with more than 7,000 enterprises, over 50% compared to 2017. Real estate business occupies the largest registered capital of over VND 375,000 billion, accounting for 30.4% of the total registered capital.

The suspension of the Law on special zones and real estate transfer has significantly affected the real estate market nationwide.

The policy to deal with corruption makes many projects unlicensed, so few projects are to be launched, especially the key markets in the South such as Ho Chi Minh City, Nha Trang, Can Tho, etc.

Despite many difficulties, 2018 is the year when the number of new supply offered throughout the country remained high. According to Vietnam Association of Realtors, in 2018 more than 174,000 real estate products are offered to the market. Prices of mid-end segment are relatively less fluctuating while those of high-end segment continue to increase. Commercial and industrial real estate segments have high demand and show signs of scarcity.

The number of homebuyers with real need is also decreasing in 2018. Customers tend to buy real estate products for investment.

Especially, applying Industry 4.0 in real estate enterprises is becoming more and more popular.

Assessment: The 2018 real estate market is a picture mixing the grey shade and the pink shade of things in all segments, mergers-and-acquisitions deals, thousands of newly established real estate enterprises, etc. In spite of many shortcomings and difficulties in the long term, 2018 is still a year with many bright spots with good opportunities for the coming years.

CenLand's Board of Directors stated that in 2019-2020, the real estate market in Vietnam is still in the development period because the macro economy grows, GDP is constantly increasing, interest rates are stable and foreign investment into Vietnam is stronger than ever (through FDI, funds, enterprises, especially from foreign individuals and organizations who want to buy real estate products in Vietnam).





2. 2018 BUSINESS PERFORMANCE REPORT

2018 is the year of CenLand's breakthroughs after 16 years of development:

On 5 September 2018, CenLand was officially listed on the HOSE with the ticker CRE.

In 2018, CenLand's revenue and profit exceeded its plan: 2018 revenue growth increased by 51.3% over 2017; 2018 profit increased 26.4% compared to 2017.

CenLand was honored in Top 10 Vietnam Gold Stars along with many leading entrepreneurs such as Vingroup, FPT, Hoa Phat, Traphaco, etc. This is one of Vietnam's most prestigious and large-scale trademark promotion programmes.

In 2018, CenLand's representative offices in provinces and cities across the country have come into effective operation.

Nghemoigioi.vn is upgraded into Cenhomes.vn with many new features such as online valuation, big data, 3D scanning technology, 24/7 virtual assistant, online product status check, online payment, online deposit, etc.

CenHomes' mentors and authorized agencies are increasing and professionally trained.

In 2018, CenLand reached a total of 14,503 real estate brokerage transactions, expanding its market share to numerous provinces across the country.

Many major real estate developers trust to cooperate with CenLand such as: Gamuda Land Vietnam, FLC Group, Sun Group, Hi Brand Vietnam, Khai Son, TMS Group, Nam Hong, Bach Dat, etc.



Key Financial Indicators

Indicators	2018 (VND billion)	2017 (VND billion)	% increase/decrease
Current assets	1,678.37	715.06	135
Non-current assets	649.94	339.14	92
Total assets	2,328.31	1,054.20	121
Total liabilities	839.07	475.86	76
Of which, total debt (short-term and long-term)	170.00	100.00	70
Taxes and payable to State budget	91.11	78.72	16
Owner's equity	1,489.24	578.34	158
Net revenue	1,687.18	1,115.46	51
Cost of goods sold	1,131.57	670.65	69
Operating profit	400.06	320.00	25
Other profit (loss)	- 2.36	- 0.75	215
Profit before tax	400.68	316.00	27
Profit after tax	320.04	253.26	26

Discussion and Analysis of the Income Statement

Item	Year 2018		Year 2017	
	Value (VND billion)	Percentage (%)	Value (VND billion)	Percentage (%)
Real estate sales & brokerage	1,163.46	68.96	1,088.13	97.55
Sale of inventory property	462.57	27.42	-	0.00
Advertising and event organizing services	60.73	3.6	26.83	2.41
Office leasing service	0.42	0.03	0.51	0.05
Total	1,687.18	100	1,115.46	100

Discussion and Analysis of the Income Statement

		Consolidated report	
#	Item	2017	2018
1	Liquidity ratio		
1.1	Current ratio = Current assets/ Current liabilities	1.51	2.01
1.2	Quick ratio = (Current assets – Inventories)/ Current liabilities	1.50	1.46
2	Capital structure		
2.1	Total liabilities/ Total assets	0.45	0.36
2.2	Total liabilities/ Owners' equity	0.82	0.56
3	Operating capacity		
3.1	Inventory turnover = Cost of goods sold/ Inventories	153.95	4.88
3.2	Asset turnover = Net revenue/ Total assets	1.13	1.00
4	Profitability		
4.1	Profit after tax/ Net revenue	0.23	0.19
4.2	Profit after tax/ Equity	0.55	0.31
4.3	Profit after tax/ Total assets	0.26	0.19
4.4	Operating income/ Net revenue	0.37	0.24

CHAPTER III: BUSINESS PERFORMANCE



3. 2019 BUSINESS PLAN

Currency: VND billion

COMPANY	REVENUE			PROFIT BEFORE TAX		
	2018	2019	Increase	2018	2019	Increase
Consolidated	1,687.18	2,562.00	52%	400.68	562.50	40%

RECURRING REVENUES

ITEM	2019		2018	
	Value (VND billion)	Percentage (%)	Value (VND billion)	Percentage (%)
REAL ESTATE SALES & BROKERAGE	1,347.86	52.6	1,163.46	68.96
SALE OF INVENTORY PROPERTY	1,101.66	43	462.57	27.42
ADVERTISING AND EVENT ORGANIZING SERVICES	102.48	4	60.73	3.60
OFFICE LEASING SERVICE	10	0.4	0.42	0.03
TOTAL	2,562.00	100	1,687.18	100

Bulk purchase and secondary investment

In 2018, thanks to many large investment funds, CenLand made good use of its capital by increasing secondary investment and bulk purchase. This has brought great profits to CenLand, accounting for 27% of total revenue. In 2019, CenLand has successfully increased its charter capital to VND 800 billion, and still emphasizes on secondary investment and bulk purchase. This is to promote close cooperation, greater commitment to developers and strong support for sales & brokerage.

High volume of product resources

The advantage of CenLand is high number of projects to sell. From the end of 2018, CenLand has promoted cooperation with major real estate developers such as Trung Nam Group, VABIS Group, Khai Son. etc. Moreover, CenLand focuses on controlling the quality of projects in the market to maintain the market leadership in real estate sales and brokerage nationwide.

Focus on human resource development

In addition to improve the experienced managers (who have been working at CenLand for 5 - 10 years), CenLand is always on the hunt for talented employees. This is the key factor of CenLand's success as well as any service provider.

The sales force of STDA will shift from the recruitment stage to build a strong and elite sales team to sell key projects of CenLand.

Mentors and authorized agencies join in many training courses to improve their knowledge, meeting the increasing demands of the market.

Investment in technology

The successful application of technology to real estate sales and brokerage on Cenhomes.vn has brought about positive effects such as minimizing business costs and increasing sale volume. In 2019, CenHomes is expected to become a "real estate encyclopedia". New features of CenHomes will make trading and leasing real estate products easy and convenient.

Representative offices are promoted
 In 2018, CenLand has opened more representative offices in Vinh Phuc, Bac Ninh, Thanh Hoa, Thai Nguyen, Hai Phong, etc. These provinces with high economic growth attract strong wave of investment, serving the increasing living needs of people. Representative offices will be promoted to exploit potential customers with highly profitable investment opportunities.

Business model innovation
 Business model innovation and corporate governance result in CenLand's success. In 2019, CenLand continues to focus on researching and innovating its business model to increase market share, reduce fixed costs and improve business efficiency. This is also the best way for CenLand to maintain the market leadership position in the real estate sales and brokerage.

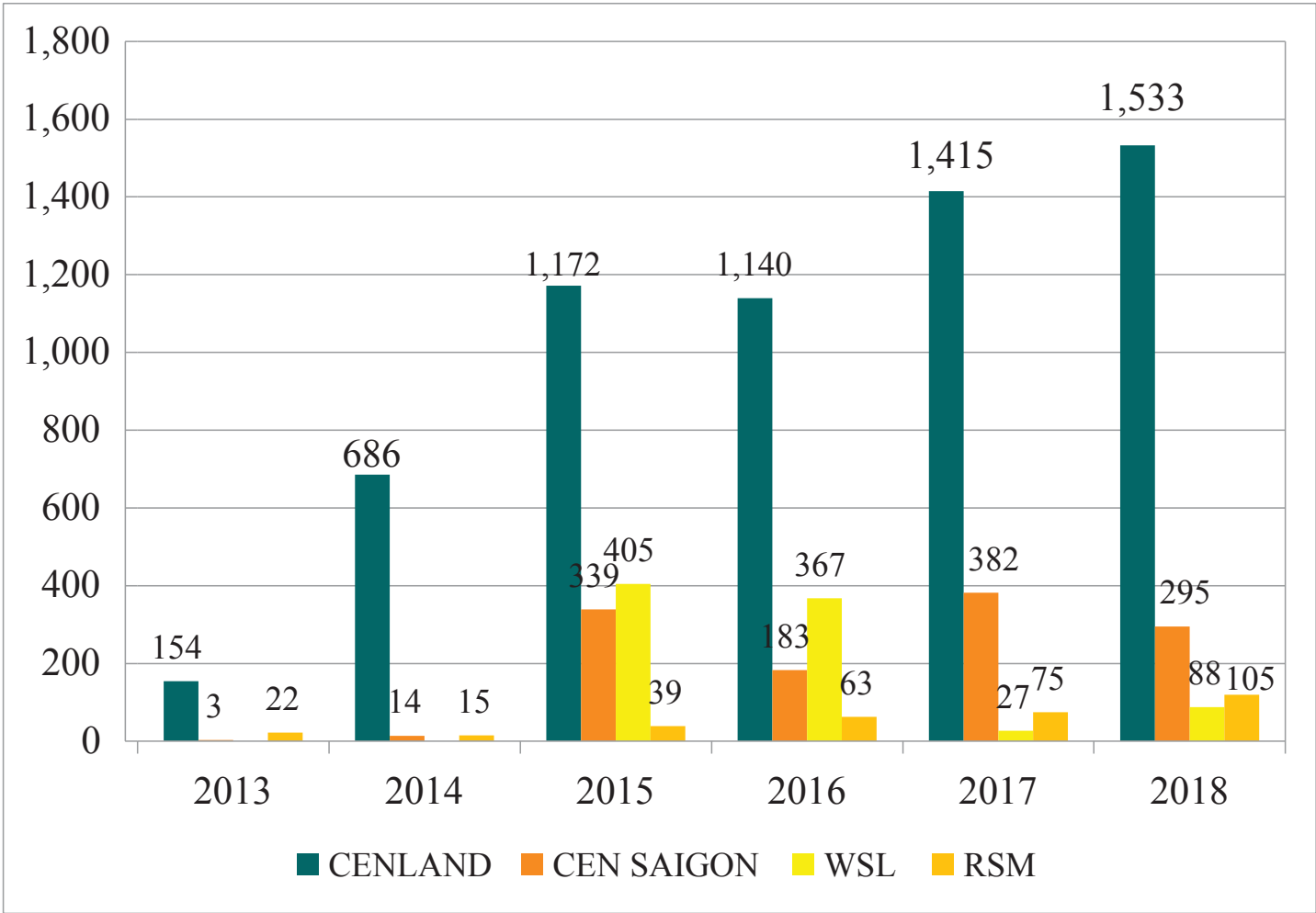


4. HUMAN RESOURCES

#	Function	CENLAND	CEN SAIGON	WSL	RSM
1	Management	171	36	19	4
2	Sales	1,199	197	0	88
3	Back office	163	62	69	13
Total		1,533	295	88	105

The human resource structure of CenLand and its subsidiaries (December 2018), total: 2,021 employees until now.

Human resource fluctuations from 2013 to 2018



CenLand focuses on human resource training by regularly organizing training courses for management levels; improve professional qualifications for employees, authorized agencies of CenHomes, etc.

5. CORPORATE ACTIVITIES



Besides business activities, the Company regularly organizes corporate activities as well as employee welfare programs.

- 100% of employees are entitled to enjoy social insurance, health insurance, and labor safety according to the provisions of the Labor Law.
- Working conditions and environment are often improved. Welfare regimes, salary and bonuses are fair to employees. Health insurance, social insurance, unemployment insurance regimes follow state regulations.



Loyal employees are given apartments and cars.



CenLand offers a VND 1.3-billion apartment to Vietnam U23's head coach - Park Hang Seo

The Company regularly organizes corporate activities to make employees closer to one another.



International Children's Day,
Mid-Autumn Festival



Parents' Day



Cen's Got Talent



Cen League



Miss Bikini



Outbound tours for employees who have gained excellent business results and achievements.



6. COMMUNITY ACTIVITIES



Run for the Heart 2015, 2016 and 2017



Tet gifts to children at
K Hospital – Tan Trieu Campus



Scholarship to students in Thai Binh Province in 2018



Tet gifts to children at
K Hospital – Tan Trieu Campus



Joins hand for Trương Sa Fund



Tet gifts to children at
K Hospital – Tan Trieu Campus



Gifts to children at Vietnam
National Hospital Of Pediatrics



Tet gifts to disadvantaged
children in My Duc, Hanoi



Gifts to children at Vietnam
National Hospital Of Pediatrics



Tet gifts to disadvantaged
children in My Duc, Hanoi





CHAPTER IV: CORPORATE GOVERNANCE

1. Report of Board of Directors
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1. REPORT OF BOARD OF DIRECTORS

In 2018, the Board of Directors of CenLand and the Board of Management analyze, evaluate and build the business plan for 2018 to submit to the General Meeting of Shareholders for approval. BOD discussed and questioned the activities of the Board of Management in developing strategies, carrying out business plans and accomplishing objectives approved by the General Meeting of Shareholders. The Board of Directors always accompanies the Board of Management in each activity, sticking to the market, giving timely instructions, solutions and decisions to complete the assigned tasks.

Chairman of BOD works directly with the Board of Management and management levels at the office as well as supervise the actual situation of projects to come to the best decisions.

To implement and complete the Resolution approved by the General Meeting of Shareholders at the annual and extraordinary general meeting, the Board of Directors has held over 20 meetings or asked for opinions in writing, issued 20 Resolutions and 7 Decisions. In which, the Resolutions and Decisions of the Board of Directors were issued on the basis of discussion and consensus of 6/6 members of BOD, directing and supervising contents as follows:

- Approve the 2017 reports, orientation, tasks and the objectives for 2018 to submit to the Annual General Meeting of Shareholders 2018;
- Approve the Resolution to elect the Chairman of the Board of Directors and Vice Chairman of BOD for the term of 2018-2023;
- Approve the Resolution on secondary investment, bulk purchase, asset trading and investment credit for projects that total investment exceeds the authority of the General Director and Board of Management;
- Approve the Resolution on officially listing CRE on HOSE;
- Develop a plan to ask for shareholders' opinion in writing and increase charter capital to VND 800 billion through issuing shares to pay 2018 dividends and bonus shares to existing shareholders;
- Upgrade nghemoigioi.vn, develop a new real estate trading platform that apply the latest technologies based on Industry 4.0: Cenhomes.vn;

- Approve the capital contribution policy to establish a new company - M&I, the transfer of shares of Lilaha Investment Joint Stock Company and cooperation with World Eye Vision;
- Approve other important Decisions under the authority of the Board of Directors such as appointing and dismissing chief accountant, Deputy General Director, the person in charge of corporate governance and managers; Assigning revenue and profit targets to the Board of Management to make outstanding growth in business performance and management capabilities of the BOM; Developing emulation programs among Deputy General Directors to create competition and increase business efficiency; Approve the adjustment of salary, commission and welfare policies for employees; Approve processes, regulations and application of KPI to assess the performance of employees, etc.

Achievements in 2018 are considered impressive results and the utmost effort of the BOM in the context of competition market. The total sale volume in the whole market does not increase significantly compared to 2017, but CenLand continues to maintain revenue growth of 51.3% and profit growth of 26.4% over 2017 thanks to efficiency from investment, cooperation, bulk purchase, etc.

In overall, in 2018, the Board of Directors successfully implemented the following main tasks:

- (1) Complete the listing of CRE on HOSE
- (2) Expand the network in over 20 provinces and cities nationwide.
- (3) Launch a new real estate trading platform that applies Industry 4.0: Cenhomes.vn
- (4) Strengthen the leadership and management of CenLand and its member companies
- (5) Plan business policies and strategies, increase secondary investment and complete business targets that General Meeting of Shareholders has set out.

Orientation and strategies:

Based on the achievements in 2018 and 16-year experience, when CenLand lists its ticker on the stock market, the Board of Directors sets out the following orientations and tasks:

- Focus on increasing projects for sale thanks to APM, keep good relation with prestigious developers, use flexible and appropriate financial policies such as investment cooperation, business cooperation, bulk purchase, etc to ensure the best real estate products at reasonable prices for the distribution system.
- Strengthen STDA. Develop authorized agencies. Change consumer behavior in real estate transactions by applying Industry 4.0.
- Invest in CenHomes with the latest technology based on Industry 4.0 to becoming the most modern real estate trading platform in the market.
- Expand the international market, open representatives offices in potential markets such as Europe, America and Australia.
- Deploy new forms of real estate investment and business to meet the changing needs of the market as well as expanding market share.
- Perfect the management and maintain the scale of the system.
- Complete regulations at all levels. CRE becomes the most sought share on the stock market.
- Research and propose General Meeting of Shareholders to approve the plan of issuing shares to increase charter capital from VND 800 billion to VND 1,600 billion to supplement business capital.

2. REPORT OF INTERNAL AUDIT COMMITTEE

In 2018, due to the shift in the management model according to Point b Article 134 of the Law on Enterprises No. 68/2014/QH13, the Internal Audit Committee was established with 3 members:

1. Mr. Nguyen Duc Vui

Head of Internal Audit Committee

2. Ms. Doan Thi Thu Huong

Member of Internal Audit Committee

3. Ms. Tran Thi Nhung

Member of Internal Audit Committee

In 2018, the Internal Audit Committee performed the following tasks:

- Appraise and evaluate the effectiveness of business plans and supervise business activities of the Company;
- Coordinate with the function departments of the Company, inspect and supervise the compliance with the provisions of the Law, the Charter, the Resolutions of the General Meeting of Shareholders, the Board of Directors' Resolutions and management regulations; Check, control, prevent, monitor, detect mistakes and limitations in the Company's activities;
- Appraise business reports, financial reports and other periodic reports. Analyze and evaluate financial situation, efficiency, development of capital and critical risks;
- Propose solutions to errors in auditing. Propose handling of violations: supervising, evaluating and monitoring activities to overcome detected problems;

- Attend the meetings of the Board of Directors and the Board of Management related to the Internal Audit's work to give opinions on management orientation, financial management and management regulations;
- Regularly discuss and coordinate with the Board of Directors and related departments in supervising and organizing the control of the Company's activities and promptly notify the risks that affect the interests of shareholders and propose solutions;
- The members of the Internal Audit Department perform their tasks honestly, carefully and do not hinder the business activities of the Company.

Expected key tasks of the Internal Audit Department in 2019

- Specific solutions for the implementation of the 2019 business plan such as business mechanism, cost management, debt, salary, finance & accounting, information technology, etc in order to increase competitiveness, improve productivity, improve efficiency, strive to fulfill the financial and business plan in 2019;
- Positive and appropriate solutions to promote the commitment of strategic investors.
- Close coordination with the Board of Directors, Board of Management and Departments to enhance guidance, inspection and supervision of the Company's activities in order to detect violations and shortcomings for prompt change according to regulations.



3. MANAGEMENT RISK ACTIVITIES

The Company is likely to face the following risks: SPECIAL RISKS

Macroeconomic risks

The property business tends to fluctuate with macroeconomic conditions. Important macroeconomic factors include growth rates, inflation, interest rates, the economic policy of the Government, etc. All of these factors can influence the Company's operations and results. the economic policy of the Government will have a certain impact on the operation and business performance of enterprises. CenLand's leaders are all experienced in the field of real estate, particularly Chairman of the BOD has about 30 years of experience and witnessed many ups and downs of the real estate market. Regular meetings with Management are held to forecast future trends and their potential impact on business developments. This analysis helps Management to prepare appropriate strategies and policies.

Legal risks

Legal risks have impacts on the operation of the Company when there are changes in development strategies and the legal documents that directly or indirectly regulate the activities of the Company. Currently, the Company's operations are under major adjustment of the Law on Enterprise, the Law on Corporate Income Tax, the Law on Value Added Tax and other relevant legal documents.

As a joint stock company and a public company listed on the Ho Chi Minh City Stock Exchange, the Company will therefore be governed by the Securities Law and other regulations. Changes in legal documents affect the Company's operations.

In order to control legal risks, the Company updates the changes in the provisions of the law relating to the operation of the Company, thereby making appropriate development plans. To prevent negative consequences of risks, the Company has set up a standard internal management system in compliance with the provisions of law.

In general, the policy of the State is to facilitate enterprises' business activities. If the Company complies with the law, this risk is low and not a matter of concern.

• Competition risks

Competition is always a problem for all businesses, and Century Land Joint Stock Company is not an exception. In the competitive market, enterprises with strong reputation bring customers practical benefits; and large-scale enterprises with good financial potential invest constantly in improving the quality of products and services for long-term benefits.

The main competition risks that the Company may face include (i) Direct competition from other agencies and (ii) competition of alternative services from real estate developers with their own agencies. To minimize these risks, the Company has developed an appropriate competitive strategy with bulk purchase, project commitment, supportive services to developers and customer trust. The Company is always cautious with competition risks by regularly monitoring market developments, updating changes in customers' needs and tastes, and constantly innovating technology and service quality to be a pioneer in the real estate brokerage market.

• Default risk

As a company supporting transactions between real estate developers and customers, the Company faces risks related to payment issues from the developers. When a successful real estate brokerage transaction is completed, the Company will receive commission fees from the real estate developers. The normal period is 30 - 90 days from the date the Company and the real estate developers agree to record the successful brokerage transaction. The risk of payment comes from real estate developers having problems in their operations such as delaying repayment, difficulties in operations, etc. This risk comes mainly from those who are not professional and reputable in the market. Any service provider may encounter this risk. In anticipation of these risks, the Board of Management has focused on investment cooperation with major real estate developers on the market with the financial capacity and long-term development plans such as Khang Dien House Trading and Investment Joint Stock Company, Gamuda Land Vietnam Limited Liability Company, Hoa Binh Company Limited, Gelximco Group - JSC, LDG Investment Joint Stock Company, etc.



4. STOCK INFORMATION AND INVESTOR RELATIONS

• Risks from real estate developers

Acting as a bridge between real estate developers and customers, CenLand's business depends heavily on real estate supply from developers. With projects that are conveniently located and attract customers, developers can sell products themselves. However, for projects in the potential stage, CenLand is a completely accurate choice thanks to its strengths in the real estate broker market.

CenLand's strongest point is its own sales network across the country and the Company has gone through the ups and downs of the real estate market for nearly 20 years and understands customers' needs.

However, to minimize these risks, CenLand's Board of Management has a plan to bulk purchase and/ or proprietary trading in order to maximize profits and make use of the sales network and financial capacity of the Company.

• Risk of price fluctuation of shares

CenLand shares listed on Ho Chi Minh City Stock Exchange help the Company promote its brand, increase liquidity, and facilitate shareholders to transfer easily; create opportunities to access various financial funds, improve the standardization of governance and increase the transparency of operations of the Company.

However, the risk of price fluctuation of CenLand shares after listing is inevitable. The share price in the market is determined by the supply and demand of the market. This supply-demand depends on many factors such as the Company's operating situation, political and social situation, domestic and international economic situation and changes in laws and regulations on the stock market. Last but not least, share prices depend on investor sentiment. Therefore, the increase and decrease of the Company's share price will be an unpredictable risk factor. To announce information about the Company, CenLand establishes Investor Relations Department and holds analyst meetings.

Other risks

Some other risks of force majeure are less likely to occur but they will affect the business performance of the Company such as earthquakes, fires, floods, war, dangerous epidemic, etc.

In 2018 - 2019, besides brokerage, the Company has a policy of investing in developing real estate projects. For real estate development, the Company will face risks from debt due to its low liquidity, late payments, project progress, etc. With the experience in the real estate since 2002, the Board of Management has anticipated these risks and considered the step-by-step development plan.

The Company will invest by cooperating with other subsidiaries in the Group or invest in projects of major developers across the country then sell to other customers. Projects are situated in the prime location in vibrant real estate markets.

Stock Information of CRE 2018

Ticker: CRE

First trading day: 5 September 2018

Share price on the first trading day: VND 47,000

Total number of shares listed for the first time: 50,000,000 shares

Total number of current shares: 50,000,000 shares

Total number of shares in circulation: 79,999,892 shares (as of 26 February)

Lowest share price: VND 41,200 (on 16 November 2018)

Highest share price: VND 48,000 (on 5 September 2018)

Market capitalization: VND 2,100,000,000,000 (as of 31 December 2018)

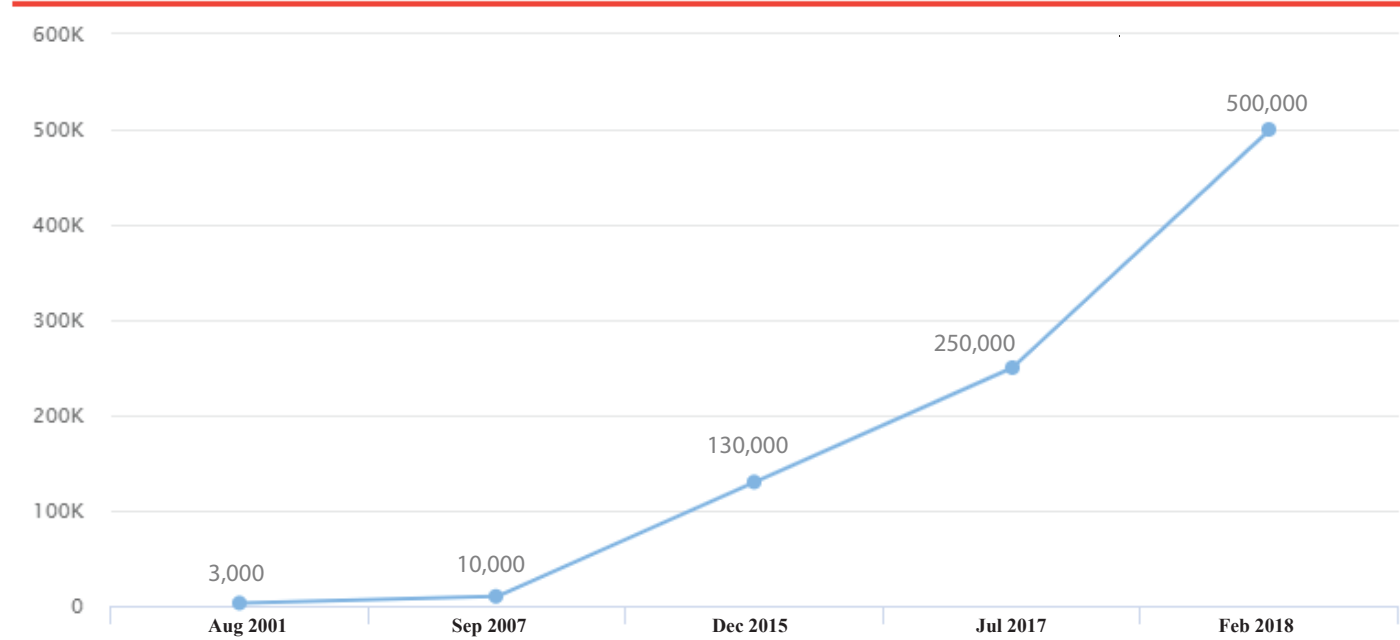
Shareholder	Number of transfer restriction shares	Number of free transfer shares	Total	Ownership percentage (%)
Internal shareholders	26,954,186	23,920	26,978.106	53.96
1. Century Group Joint Stock Company	25,573,456		25,573,456	51.15
2. Other internal shareholders	1,380,730	23,920	1,404,650	2.81
II. Other shareholders				
1. Domestic				
1.1 Individual	791,600	9,130,004	9,921,604	19.84
1.2 Organization		226,000	226,000	0.45
2. Foreign				
2.1 Individual		42,010	42,010	0.08
2.2 Organization		12,832,280	12,832,280	25.66
TOTAL	27,745,786	22,254,214	50,000,000	100

Ownership of Majority Shareholders (as of 20 December 2018)

Shareholder	Number of shares held	Ownership percentage (%)
Century Group Joint Stock Company	25,573,456	51.15
Shareholders of VinaCapital		12
Vietnam Master Holding 2 Limited	6,000,000	12
Shareholders of Dragon Capital		13
Vietnam Enterprise Investment Limited	3,500,000	7
Amersham Industries Limited	3,240,000	4.050
Aquila Spc Ltd	1,152,948	1.441
Viola Ltd	407,232	0.509

History of charter capital increase

Charter capital increase



Charter capital (VND million)

On 26 February 2019, the Company completed the increase of charter capital to VND 800 billion by paying dividends of 2018 (15% by shares) and bonus share at the rate of 45%.

Ownership of Internal Shareholders (as of 20 December 2018)

No.	Name	Position	Number of transfer restriction shares (*)	Number of free transfer shares (*)	Total (*)	Ownership percentage (*)
1	Nguyen Trung Vu	Chairman of BOD	25,573,456 shares representing Century Group Joint Stock Company		25,573,456	51.15
2	Pham Thanh Hung	Vice Chairman of BOD cum authorized person to disclose information	294,660		294,660	0.59
3	Nguyen Tho Tuyen	Member of BOD cum General Director	370,000		370,000	0.74
4	Le Xuan Nga	Member of BOD cum Deputy General Director	139,710		139,710	0.28
5	Nguyen Duc Vui	Independent Member of BOD	0			0.00
6	Nguyen Thi Hoang Oanh	Independent Member of BOD	0			0.00
7	Nguyen Anh Huong	Deputy General Director	150,660		150,660	0.30
8	Nguyen Thi Thanh	Deputy General Director	58,000		58,000	0.12
9	Truong Hung Cuong	Deputy General Director	58,200		58,200	0.12
10	Can Cong Viet	Deputy General Director	101,400		101,400	0.20
11	Nguyen Minh Hoi	Deputy General Director	172,800		172,800	0.35
12	Chu Huu Chien	Deputy General Director	20,000		20,000	0.04
13	Mau Minh Tuyen	Person in charge of Corporate Governance	10,000		10,000	0.02
14	Doan Thi Thu Huong	Member of Internal Audit Committee	1,400	21,420	22,820	0.05
15	Tran Thi Nhuong	Member of Internal Audit Committee	3,900		3,900	0.008
16	Le Thi Lan	Chief Accountant		2,500	2,500	0.005%
TOTAL			26,954,186	23,920	26,978,106	53.96%



Internal shareholders and related persons' transaction:

No.	Person performing the transaction	Relationship with internal shareholder	Number of shares at the beginning of the period		Number of shares at the end of the period		Reason for increase or decrease
			Number of shares	Percentage	Number of shares	Percentage	
1	Nguyen Kim Thanh	Younger brother of Nguyen Thi Thanh – Deputy General Director of Century Land Joint Stock Company	21,600	0.04%	6,000	0.012 %	Sale

Investor Relations activities:

Although CRE was officially listed on the stock market from 5 September 2018 and the newly established IR, Investor Relations Department tries to disclose business activities timely and accurately to shareholders and investors through the official website, financial newspapers and meetings. Documents for investors, newsletters and financial statements of the Company are updated on www.cenland.vn.

Investor Relations Department maintain regular interaction with shareholders through events such as the Annual General Meeting of Shareholders, meetings with investors, analysts, local and foreign investor conferences and project visits. These activities are to connect shareholders and investors with the Company to update business activities, financial information and other outstanding activities.

ACTIVITIES AND EVENTS OF SHAREHOLDERS AND INVESTORS IN 2018 have the participation of senior executives to help investors and shareholders better understand the strategic orientation of CenLand. In 2018, CenLand organized two roadshows on CRE in Hanoi, Ho Chi Minh City and attended one seminar in Thailand, one seminar in Vietnam, over 30 meetings and conversations with investors, analysts and investment funds. CenLand Investor Relations Department will improve our qualifications and the quality of activities in the future. We always try our best to quickly respond to requests from investors and analysts. If you have any queries, please do not hesitate to contact us via email: ir@cenland.vn



CHAPTER IV: CORPORATE GOVERNANCE



5. FINANCIAL STATEMENTS

CENTURY REAL ESTATE JOINT STOCK COMPANY
(Incorporated in the Socialist Republic of Vietnam)

CONSOLIDATED AUDITED FINANCIAL STATEMENTS

For the year ended 31 December 2018

February 2019

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STATEMENT OF THE EXECUTIVE BOARD

The Executive Board of Century Real Estate Joint Stock Company (the "Company") presents this report together with the Company's consolidated financial statements for the year ended 31 December 2018.

BOARD OF DIRECTORS AND EXECUTIVE BOARD

The members of the Board of Directors and the Executive Board of the Company who held office during the year and to the date of this report are as follows:

Board of Directors

Mr. Nguyen Trung Vu	Chairman
Mr. Pham Thanh Hung	Vice Chairman (appointed on 06 April 2018)
Ms. Tran Thi Thanh Binh	Vice Chairman (resigned on 06 April 2018)
Mr. Nguyen Duc Vui	Member (appointed on 06 April 2018)
Ms. Nguyen Thi Hoang Oanh	Member (appointed on 06 April 2018)
Mr. Nguyen Tho Tuyen	Member
Mr. Le Xuan Nga	Member
Mr. Nguyen Anh Huong	Member (resigned on 06 April 2018)

Board of Executive Board

Mr. Nguyen Tho Tuyen	Chief Executive Officer
Ms. Nguyen Thi Thanh	Executive Officer
Mr. Nguyen Anh Huong	Executive Officer
Mr. Can Cong Viet	Executive Officer
Mr. Le Xuan Nga	Executive Officer
Ms. Nguyen Minh Hoi	Executive Officer
Mr. Truong Hung Cuong	Executive Officer
Mr. Chu Huu Chien	Executive Officer (appointed on 25 September 2018)

EXECUTIVE BOARD'S STATEMENT OF RESPONSIBILITY

The Executive Board of the Company is responsible for preparing the consolidated financial statements, which give a true and fair view of the consolidated financial position of the Company as at 31 December 2018, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Vietnamese Accounting

CENTURY REAL ESTATE JOINT STOCK COMPANY

82 Nguyen Chi Thanh, Lang Thuong Ward,
Dong Da District, Hanoi, S.R. Vietnam

Standards, accounting regime for enterprises and legal regulations relating to consolidated financial reporting. In preparing these consolidated financial statements, the Executive Board is required to:

- ☒ Select suitable accounting policies and then apply them consistently;
- ☒ Make judgments and estimates that are reasonable and prudent;
- ☒ State whether applicable accounting principles have been followed, subject to any material departures disclosed and explained in the consolidated financial statements;
- ☒ Prepare the consolidated financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business; and

STATEMENT OF THE EXECUTIVE BOARD (Continued)**EXECUTIVE BOARD'S STATEMENT OF RESPONSIBILITY (Continued)**

- ☒ Design and implement an effective internal control system for the purpose of properly preparing and presenting the consolidated financial statements so as to minimize errors and frauds.

The Executive Board is responsible for ensuring that proper accounting records are kept, which disclose, with reasonable accuracy at any time, the consolidated financial position of the Company and that the consolidated financial statements comply with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to consolidated financial reporting. The Executive Board is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of frauds and other irregularities.

The Executive Board confirms that the Company has complied with the above requirements in preparing these consolidated financial statements.

For and on behalf of the Executive Board,

Nguyen Tho Tuyen
Chief Executive Officer

28 February 2019

No.: 517/VNIA-HN-BC

INDEPENDENT AUDITORS' REPORT

To: The Shareholders
The Board of Directors and Executive Board
Century Real Estate Joint Stock Company

We have audited the accompanying consolidated financial statements of Century Real Estate Joint Stock Company (the "Company"), prepared on 28 February 2019 as set out from page 05 to page 31, which comprise the consolidated balance sheet as at 31 December 2018, the consolidated income statement, the consolidated cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

The Executive Board's Responsibility

The Executive Board is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to consolidated financial reporting, and for such internal control as the Executive Board determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the Company's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Executive Board, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Company as at 31 December 2018, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to consolidated financial reporting.

INDEPENDENT AUDITORS' REPORT (Continued)

Other Matter

The consolidated financial statements of the Company for the year ended 31 December 2017 were audited by another independent auditor who expressed an unqualified opinion on those statement on 13 February 2018.

Dang Chi Dung
Deputy General Director
Audit Practising Registration Certificate
No. 0030-2018-001-1

**DELOITTE VIETNAM COMPANY
LIMITED**

*28 February 2019
Hanoi, S.R. Vietnam*

Vu Manh Hung
Auditor
Audit Practising Registration
Certificate
No. 2737-2018-001-1

CONSOLIDATED BALANCE SHEET

As at 31 December 2018

Unit: VND

ASSETS	Codes	Notes	Closing balance	Opening balance
A. CURRENT ASSETS	100		1,678,371,811,888	715,061,647,748
I. Cash	110	4	322,785,384,428	61,267,919,898
1. Cash	111		322,785,384,428	61,267,919,898
II. Short-term receivables	130		894,504,065,731	648,618,996,292
1. Short-term trade receivables	131	5	682,721,841,425	367,323,161,228
2. Short-term advances to suppliers	132	6	11,920,898,155	7,251,312,310
3. Other short-term receivables	136	7	207,130,628,514	279,435,523,078
4. Provision for short-term doubtful debts	137	8	(7,269,302,363)	(5,391,000,324)
III. Inventories	140	9	459,866,859,977	4,024,549,227
1. Inventories	141		459,866,859,977	4,024,549,227
IV. Other short-term assets	150		1,215,501,752	1,150,182,331
1. Short-term prepayments	151	10	1,215,501,752	1,150,182,331
B. NON-CURRENT ASSETS	200		649,937,833,974	339,135,983,652
I. Long-term receivables	210		482,052,153,009	315,067,096,378
1. Other long-term receivables	216	7	482,052,153,009	315,067,096,378
II. Fixed assets	220		141,156,529,934	18,335,263,448
1. Tangible fixed assets	221	11	138,707,457,445	15,093,345,799
- Cost	222		148,172,635,005	21,170,124,645
- Accumulated depreciation	223		(9,465,177,560)	(6,076,778,846)
2. Finance lease assets	224		223,761,872	-
- Cost	225		460,800,000	-
- Accumulated depreciation	226		(237,038,128)	-
3. Intangible assets	227	12	2,225,310,617	3,241,917,649
- Cost	228		5,175,247,505	4,162,453,805
- Accumulated amortisation	229		(2,949,936,888)	(920,536,156)
III. Long-term assets in progress	240		19,720,849,068	-
1. Construction in progress	242	13	19,720,849,068	-
IV. Other long-term assets	260		7,008,301,963	5,733,623,826
1. Long-term prepayments	261	10	7,008,301,963	5,733,623,826
TOTAL ASSET (270=100 + 200)	270		2,328,309,645,862	1,054,197,631,400

CONSOLIDATED BALANCE SHEET (Continued)

As at 31 December 2018

Unit: VND

RESOURCES	Codes	Notes	Closing balance	Opening balance
C. LIABILITIES	300		839,065,836,690	475,857,907,227
I. Current liabilities	310		836,906,097,565	473,857,907,227
1. Short-term trade payables	311	14	116,002,550,628	113,595,903,879
2. Short-term advances from customers	312	15	17,482,414,455	53,571,555,039
3. Taxes and amounts payable to the State budget	313	16	91,112,112,818	78,723,885,731
4. Payables to employees	314		59,927,164,887	58,975,026,453
5. Short-term accrued expenses	315	17	42,146,502,195	38,670,938,257
6. Short-term unearned revenue	318		8,231,035,939	6,376,851,200
7. Other current payables	319	18	296,055,997,090	4,723,790,333
8. Short-term loans	320	19	170,000,000,000	100,000,000,000
9. Bonus and welfare funds	322		35,948,319,553	19,219,956,335
II. Long-term liabilities	330		2,159,739,125	2,000,000,000
1. Other long-term payables	337	18	2,159,739,125	2,000,000,000
D. EQUITY	400		1,489,243,809,172	578,339,724,173
I. Owners' equity	410	20	1,489,243,809,172	578,339,724,173
1. Owners' contributed capital	411		500,000,000,000	250,000,000,000
- Ordinary shares carrying voting rights	411a		500,000,000,000	250,000,000,000
2. Share premium	412		375,000,000,000	-
3. Investment and development fund	418		35,160,215,370	12,899,194,890
4. Retained earnings	421		555,710,804,993	296,505,582,950
- Retained earnings accumulated to the prior year end	421a		240,409,450,154	50,306,485,772
- Retained earnings of the current year	421b		315,301,354,839	246,199,097,178
5. Non-controlling interests	429		23,372,788,809	18,934,946,333
TOTAL RESOURCES (440=300+400)	440		2,328,309,645,862	1,054,197,631,400

 Nguyen Quoc Hung
Preparer

 Le Thi Lan
Chief Accountant

 Nguyen Tho Tuyen
Chief Executive Officer

28 February 2019

CONSOLIDATED INCOME STATEMENT

For the year ended 31 December 2018

Unit: VND

ITEMS	Codes	Notes	Current year	Prior year
1. Gross revenue from goods sold and services rendered	01	22	1,687,183,565,455	1,115,460,641,239
2. Deductions	02		-	-
3. Net revenue from goods sold and services rendered (10=01-02)	10		1,687,183,565,455	1,115,460,641,239
4. Cost of sales	11	23	1,131,568,838,755	670,645,298,085
5. Gross profit from goods sold and services rendered (20=10-11)	20		555,614,726,700	444,815,343,154
6. Financial income	21	26	2,983,031,981	406,228,491
7. Financial expenses	22		-	3,661,810,941
- In which: Interest expense	23		-	3,661,810,941
8. Selling expenses	25	24	14,173,084,767	30,553,909,752
9. General and administration expenses	26	24	141,380,137,573	94,259,595,778
10. Operating profit (30=20+(21-22)-(25+26))	30		403,044,536,341	316,746,255,174
11. Other income	31		541,940,663	1,170,397,584
12. Other expenses	32		2,903,550,224	1,920,930,829
13. (Loss) from other activities (40=31-32)	40		(2,361,609,561)	(750,533,245)
14. Accounting profit before tax (50=30+40)	50		400,682,926,780	315,995,721,929
15. Current corporate income tax expense	51		80,643,658,724	62,734,336,698
16. Net profit after corporate income tax (60=50-51)	60		320,039,268,056	253,261,385,231
16.1. Attributable to equity holders of the Holding Company	61		315,301,354,839	246,199,097,178
16.2. Attributable to non-controlling interests	62		4,737,913,217	7,062,288,053
17. Basic earnings per share	70	27	3,880	4,173

Nguyen Quoc Hung
PreparerLe Thi Lan
Chief AccountantNguyen Tho Tuyen
Chief Executive Officer

28 February 2019

CONSOLIDATED CASH FLOW STATEMENT

For the year ended 31 December 2018

Unit: VND

ITEMS	Codes	Current year	Prior year
I. CASH FLOWS FROM OPERATING ACTIVITIES			
1. Profit before tax	01	400,682,926,780	315,995,721,929
2. Adjustments for:			
Depreciation and amortisation of fixed assets	02	6,445,352,574	2,832,301,319
Provisions	03	1,878,302,039	(927,159,091)
Gain of bargain purchase	04	-	(1,024,165,674)
(Gain) from investing activities	05	(2,924,904,676)	(234,978,443)
Interest expense	06	-	3,661,810,941
3. Operating profit before movements in working capital	08	406,081,676,717	320,303,530,981
Increase, decrease in receivables	09	(414,748,428,109)	(126,493,777,076)
Increase, decrease in inventories	10	(455,842,310,750)	663,256,393
Increase, decrease in payables (excluding accrued loan interest and corporate income tax payable)	11	184,384,388,873	113,641,224,916
Increase, decrease in prepaid expenses	12	(1,339,997,558)	10,313,766,577
Interest paid	14	-	(15,645,764,571)
Corporate income tax paid	15	(66,717,646,272)	(56,120,880,649)
Other cash outflows	17	(17,406,819,839)	(128,836,000)
Net cash (used in)/generated by operating activities	20	(365,589,136,938)	246,532,520,571
II. CASH FLOWS FROM INVESTING ACTIVITIES			
1. Acquisition and construction of fixed assets and other long-term assets	21	(70,818,303,208)	(11,560,640,726)
2. Proceeds from sale, disposal of fixed assets and other long-term assets	22	72,727,273	300,000,000
3. Cash outflow for lending, buying debt instruments of other entities	23	(746,500,000,000)	-
4. Cash recovered from lending, selling debt instruments of other entities	24	746,500,000,000	-
5. Equity investments in other entities	25	-	(16,000,000,000)
6. Cash recovered from investments in other entities	26	-	22,603,339,114
7. Interest earned, dividends and profits received	27	2,852,177,403	111,471,972
Net cash (used in) investing activities	30	(67,893,398,532)	(4,545,829,640)
III. CASH FLOWS FROM FINANCING ACTIVITIES			
1. Proceeds from share issue and owners' contributed capital	31	625,000,000,000	81,000,000,000
2. Proceeds from borrowings	33	170,000,000,000	100,000,000,000
3. Repayment of borrowings	34	(100,000,000,000)	(335,425,000,000)
4. Dividends and profits paid	36	-	(100,517,702,106)
Net cash generated by/(used in) financing activities	40	695,000,000,000	(254,942,702,106)
Net increase in cash (50=20+30+40)	50	261,517,464,530	(12,956,011,175)
Cash at the beginning of the year	60	61,267,919,898	74,223,931,073
Cash at the end of the year (70=50+60)	70	322,785,384,428	61,267,919,898

Nguyen Quoc Hung
PreparerLe Thi Lan
Chief AccountantNguyen Tho Tuyen
Chief Executive Officer
28 February 2019

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENT

These notes are an integral part of and should be read in conjunction with the accompanying consolidated financial statements

1. GENERAL INFORMATION

Structure of ownership

Century Real Estate Joint Stock Company operates under the Business Registration Certificate No. 0101160306 issued by the Department of Planning and Investment of Hanoi on 20 August 2001 and its 14th amendment on 02 March 2018.

The Company's head office is located at 82 Nguyen Chi Thanh, Lang Thuong Ward, Dong Da District, Hanoi City, Vietnam.

Operating industry and principal activities

The Company's operating industry and principal activities includes:

- ☒ Real estate brokerage and consulting services;
- ☒ Real estate business, trade of construction materials;
- ☒ Investing, consulting, brokerage financial services;
- ☒ Commercial brokerage; and
- ☒ Real estate management services.

Normal production and business cycle

The Company's normal production and business cycle is carried out for a time period of 12 months or less.

The Company's structure

The Company has three subsidiaries. General information about the Company's subsidiaries is as follows:

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENT

These notes are an integral part of and should be read in conjunction with the accompanying consolidated financial statements

Name	Place of incorporation and operation	Proportion of ownership and interest %	Proportion of voting power held %	Principal activity
Subsidiaries				
Worldstar Land Services Joint Stock Company	Hanoi	80.00%	80.00%	Real estate business, land use rights as owners, users or renters; consultancy, brokerage, management and advertising relating to real estate
Rising Star Media Joint Stock Company	Hanoi	80.00%	80.00%	Providing value-added services on the Internet, advertising, organizing trade promotion, market research
Cen Sai Gon Real Estate Joint Stock Company	Ho Chi Minh City	80.00%	80.00%	Real estate business, land use rights as owners, users or renters; consultancy, brokerage, management and advertising relating to real estate

Besides, the Company has branches operating in various provinces, including: Vinh Phuc, Bac Ninh, Thai Nguyen, Quang Ninh, Hai Phong, Hung Yen, Thanh Hoa, Nghe An, Da Nang, Nha Trang, Can Tho, Dong Nai and a representative office in Korea.

Disclosure of information comparability in the consolidated financial statements

The comparative figures are the figures of the Company's consolidated financial statements for the year ended 31 December 2017 which were audited by another independent auditor.

The Basic earnings per share item in the consolidated income statement for the prior year was restated to enhance comparability with current year's presentation as stated in Note 27.

2. ACCOUNTING CONVENTION AND FINANCIAL ACCOUNTING PERIOD

Accounting convention

The accompanying consolidated financial statements, expressed in Vietnam Dong (VND), are prepared under the historical cost convention and in accordance with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to consolidated financial reporting.

The accompanying consolidated financial statements are not intended to present the consolidated financial position, results of consolidated operations and consolidated cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Vietnam

Financial year

The Company's financial year begins on 01 January and ends on 31 December.

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies, which have been adopted by the Company in the preparation of these consolidated financial statements, are as follows:

Estimates

The preparation of consolidated financial statements in conformity with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to consolidated financial reporting requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities and disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the financial year. Although these accounting estimates are based on the management's best knowledge, actual results may differ from those estimates.

Basis of consolidation

The consolidated financial statements incorporate the financial statements of the Company and enterprises controlled by the Company (its subsidiaries) up to 31 December 2018. Control is

achieved where the Company has the power to govern the financial and operating policies of an investee enterprise so as to obtain benefits from its activities.

The results of subsidiaries acquired or disposed of during the year are included in the consolidated income statement from the effective date of acquisition or up to the effective date of disposal.

Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used in line with those used by the Company.

Intragroup transactions and balances are eliminated in full on consolidation.

Non-controlling interests consist of the amount of those non-controlling interests at the date of the original business combination (see below) and the non-controlling interests' share of changes in equity since the date of the combination. Losses in subsidiaries are respectively attributed to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

Business combinations

On acquisition, the assets and liabilities and contingent liabilities of a subsidiary are measured at their fair values at the date of acquisition. Any excess of the cost of acquisition over the fair values of the identifiable net assets acquired is recognised as goodwill. Any deficiency of the cost of acquisition below the fair values of the identifiable net assets acquired is credited to profit and loss in the year of acquisition.

The non-controlling interests are initially measured at the non-controlling shareholders' proportion of the net fair value of the assets, liabilities and contingent liabilities recognised.

Cash

Cash comprises cash on hand and demand deposits.

Receivables

Receivables represent the amounts recoverable from customers or other debtors and are stated at book value less provision for doubtful debts.

Provision for doubtful debts is made for receivables that are overdue for six months or more, or when the debtor is in dissolution, in bankruptcy, or is experiencing similar difficulties and so may be unable to repay the debt.

Inventories

Inventories of the Company reflect the value of real estate products formed from the real estate business projects acquired by the Company from the investors, which will be sold in the form of real estate transfers of ownership rights to the buyer. Inventories are stated at the lower of cost and net realisable value.

Cost comprises cost of purchases and other directly attributable expenses in bringing real estate products to their present location and condition. Net realisable value represents the estimated selling price less all estimated costs to completion and costs to be incurred in marketing, selling and distribution.

The evaluation of necessary provision for inventory obsolescence follows current prevailing accounting regulations. Accordingly, provisions are allowed for inventories which have costs higher than net realisable values as at the balance sheet date.

Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less accumulated depreciation.

The costs of purchased tangible fixed assets comprise their purchase prices and any directly attributable costs of bringing the assets to their working condition and location for their intended use.

Tangible fixed assets are depreciated using the straight-line method over the estimated useful lives as follows:

	Years
Buildings and structures	30
Machinery and equipment	3
Motor vehicles	6
Office equipment	3 - 5

Intangible assets and amortization

Intangible assets represent computer software and other intangible assets. Intangible assets are stated at cost less accumulated amortization and amortized using the straight-line method over the period from 3 to 5 years.

Construction in progress

Properties in the course of construction for production, rental or administrative purposes, or for other purposes, are carried at cost. Cost includes costs that are necessary to form the assets in accordance with the Company's accounting policy. Depreciation of these assets, on the same basis as other assets, commences when the assets are ready for their intended use.

Prepayments

Prepayments are expenses which have already been paid but relate to results of operations of multiple accounting periods.

Prepayments comprise costs of small tools, supplies and spare parts issued for consumption, office repair cost, office rental cost which are expected to provide future economic benefits to the Company. These expenditures have been capitalised as prepayments, and are allocated to the consolidated income statement using the straight-line method in accordance with the current prevailing accounting regulations.

Revenue recognition

Revenue from goods sold

Revenue from the sale of goods is recognized when all five (5) following conditions are satisfied:

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

Revenue from service rendered

Revenue of a transaction involving the rendering of services is recognized when the outcome of such transactions can be measured reliably. Where a transaction involving the rendering of services is attributable to several years, revenue is recognized in the year by reference to the percentage of completion of the transaction at the balance sheet date of that year. The outcome of a transaction can be measured reliably when all four (4) following conditions are satisfied:

- (a) the amount of revenue can be measured reliably;
- (b) it is probable that the economic benefits associated with the transaction will flow to the Company;
- (c) the percentage of completion of the transaction at the balance sheet date can be measured reliably; and
- (d) the costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

Interest income is accrued on a time basis, by reference to the balance of deposits accounts and at the applicable interest rate.

Dividend income from investments is recognised when the Company's right to receive payment has been established.

Taxation

Corporate income tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit before tax as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years (including loss carried forward, if any) and it further excludes items that are never taxable or deductible.

Deferred tax is recognized on differences between carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit and is accounted for using balance sheet liability method.

Deferred tax liabilities are generally recognized for all temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profit will be available against which deductible temporary differences can be utilized.

Deferred tax is calculated at the tax rates that are expected to apply in the year when the liability is settled or the asset realized. Deferred tax is charged or credited to profit or loss, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by

the same tax authority and the Company intends to settle its current tax assets and liabilities on a net basis.

The determination of the tax currently payable is based on the current interpretation of tax regulations. However, these regulations are subject to periodic variation and their ultimate determination depends on the results of the tax authorities' examinations.

Other taxes are paid in accordance with the prevailing tax laws in Vietnam.

4. CASH

	Closing balance	Opening balance
	VND	VND
Cash on hand	5,583,123,307	2,131,509,132
Bank demand deposits	317,202,261,121	59,136,410,766
	322,785,384,428	61,267,919,898

5. SHORT-TERM TRADE RECEIVABLES

	Closing balance	Opening balance
	VND	VND
Galaxy Land Real Estate Joint Stock Company	168,531,870,156	-
VMF Joint Stock Company	86,239,992,938	-
Century Real Estate Investment and Development Joint Stock Company	83,126,606,578	1,979,145,660
Gamuda Land Vietnam Company Limited	61,661,483,507	10,758,497,115
Khai Son Joint Stock Company	36,130,085,422	-
Phuc Son Group Joint Stock Company	26,268,475,059	65,926,024,921
Thien Phuc Dien Joint Stock Company	21,395,671,082	-
Belleville Hanoi Real Estate Joint Stock Company	15,798,263,316	41,467,524,975
Hanoi General Import and Export Joint Stock Company - Geleximco	15,263,676,038	9,743,100,273
FLC Quang Binh Beach & Golf Resort Company Limited	11,169,886,586	-
Hanoi Sunrise Development Investment Joint Stock Company	7,399,732,261	45,030,953,169
FLC Group Joint Stock Company	6,486,882,187	6,840,071,147
FLC Ha Long Development and Investment Company Limited	2,629,592,433	15,911,519,194
FLC Quy Nhon Golf & Resort Joint Stock Company	11,691,644	5,509,502,352
My Dinh Real Estate Investment Joint Stock Company	-	19,559,839,890
Thuan Phat Real Estate Investment Trading Joint Stock Company	-	71,112,837,443
Others	140,607,932,218	73,484,145,089
	682,721,841,425	367,323,161,228
Receivables from related parties (Details presented in Note 28)	84,213,628,711	5,007,619,540

6. SHORT-TERM ADVANCES TO SUPPLIERS

	Closing balance	Opening balance
	VND	VND
CONSGROUP Joint Stock Company	9,355,163,980	-
Century Real Estate Increasing Services Joint Stock Company	-	4,783,722,658
Century Real Estate Investment and Development Joint Stock Company	901,717,390	1,215,718,314
Others	1,664,016,785	1,251,871,338
	11,920,898,155	7,251,312,310
Advances to related parties (Details presented in Note 28)	901,717,390	5,999,440,972

7. OTHER RECEIVABLES

	Closing balance	Opening balance
	VND	VND
a. Short-term		
Nam Hong Company Limited (i)	23,441,015,836	-
Viet Anh Development and Investment Joint Stock Company (ii)	75,181,130,714	-
Hanoi Sunrise Development Investment Joint Stock Company (iii)	11,800,807,194	97,863,200,000
Gia Phu Real Estate Company Limited	5,391,000,324	5,391,000,324
An Thinh Technology and Solution Company Limited	384,300,000	384,300,000
Receivable from investment co-operation contract	-	125,000,000,000
Phuc Son Group Joint Stock Company	-	5,000,000,000
Advances to employees (iv)	15,661,274,581	30,084,906,800
Advances to Executive Board (iv)	-	10,000,000,000
Deposits and mortgages	67,791,585,428	5,701,000,000
Other receivables	7,479,514,437	11,115,954
	207,130,628,514	279,435,523,078
b. Non-current		
Deposits and mortgages (v)	482,052,153,009	315,067,096,378
<i>In which:</i>		
- Guarantee for general project-distribution agents	479,960,025,174	314,647,342,318
+ Century Real Estate Investment and Development Joint Stock Company	315,000,000,000	220,000,000,000
+ Geleximco Group - Joint Stock Company	10,000,000,000	20,000,000,000
+ Soleil Investment and Hotel Services Joint Stock Company	25,600,000,000	25,600,000,000
+ Gamuda Land Vietnam Company Limited	58,974,025,174	16,547,756,890
+ Dolphin 2 Vietnam Joint Stock Company	30,000,000,000	-
+ FLC Quy Nhon Golf & Resort Joint Stock Company	-	5,000,000,000
+ Khai Son Joint Stock Company	18,000,000,000	-
+ FLC Group Joint Stock Company	400,000,000	5,000,000,000
+ Others	21,986,000,000	22,499,585,428
- Other deposits and mortgages	2,092,127,835	419,754,060
	482,052,153,009	315,067,096,378
Other receivables from related parties (Details presented in Note 28)	345,000,000,000	220,000,000,000

- (i) Represents the value of capital contribution under the Business Co-operation Contract dated 31 May 2018 between the Company and Nam Hong Company Limited in respect of the Project for Investment in the Construction of the Complex for Sport activities, School, Public Works and Urban Area in Dong Ky Ward. Under the terms of the Business Co-operation Contract, the Company will co-operate with Nam Hong Company Limited to process legal procedures, conduct investment, construction and trade of the real estate products of the Project. Nam Hong Company Limited is responsible for the Project implementation and payment for all expenses of the Project; the Company is responsible for funding to ensure Nam Hong Company Limited's financial resources to carry out the Project; and at the same time the Company has the right to appoint the sales agents for all Project products with selling cost inclusive of value added tax of 5% of the sales of real estate products of the Project.

The revenue from the Project after deducting this 5% selling costs will be distributed to the two parties at the rate of 70-30. Nam Hong Company Limited is responsible for all other expenses of the Project apart from selling costs allocated to both parties. Apart from the capital and selling costs, the Company bears no other costs.

According to the agreement dated 22 November 2018 between the Company and Nam Hong Company Limited, Nam Hong Company Limited permits the Company to purchase the entire Project products. For 277 unsold registered land lots, Nam Hong Company Limited signed a contract to transfer the land use rights to the Company. For 67 land lots that should have houses to be built on land, Nam Hong Company Limited signed a contract to transfer properties to be formed in the future to the Company, and to proceed procedures for issue of the relevant property right certificates to be granted to the Company, or the Company's customers in case the Company sells properties before they are completed. Nam Hong Company Limited agrees to assign the construction items of landscape (including parks) and sidewalks to the Company. Payments for these two items will be deducted from the Company's last payment to Nam Hong Limited Company in the future.

- (ii) Represents the value of capital contributions under the Business Co-operation Contract dated 23 May 2018 between the Company and Viet Anh Investment and Development Joint Stock Company for the Project on construction of the Village of overseas Vietnamese in Vinh Niem Ward, Le Chan District, Hai Phong City. Under the terms of the Business Co-operation Contract, the Company will cooperate with Viet Anh Investment and Development Joint Stock Company to process the legal procedures of the Project to implement infrastructure/crude construction according to the approved plan and design, and to trade the Project products on the 45 land plots of the Project. Viet Anh Investment and Development Joint Stock Company is responsible for the whole project development and implementation; the Company is responsible for funding the project implementation and the sale of all real estate products under the Project. The capital contribution will be recovered by the Company either by receiving payments from Viet Anh Investment and Development Joint Stock Company or by withholding payment from the customers purchasing the products of this Project products.

The part of sales corresponding to the value of land use rights of land lots calculated using the unit price of VND 25 million per square meter belongs to Viet Anh Investment and Development Joint Stock Company; the part of sales calculated using the unit price equaling the actual selling unit price minus (-) unit cost of construction minus (-) VND 25 million per square

meter belongs to the Company; the Company also bears the costs related to sales and construction of the Project.

- (iii) Represents the deposit under Contract No. 68/2016/HDIS-STDA between the Company and Hanoi Sunrise Investment Development Joint Stock Company to invest in and trade the products of HDI Sunrise Project. Under the terms of the contract, Hanoi Sunrise Investment Development Joint Stock Company is responsible for processing all legal procedures, land use rights and Project implementation in accordance with the approved plan and design; the Company is responsible for funding the Project implementation in accordance with the agreement and the sale of all real estate products under the Project. Hanoi Sunrise Investment Development Joint Stock Company agrees to sell and the Company agrees to buy two thirds of the Project's apartment area and the entire office area on the 3rd, 4th and 5th floors; to guarantee the performance of the contract, the Company agrees to deposit and Hanoi Sunrise Investment Development Joint Stock Company agrees to receive a deposit equivalent to 25% of the total value of the apartments and offices.

As soon as the Project products are qualified for trade according to the law on real estate business, the Company has the right to appoint buyers of the apartments and offices who will sign relevant apartment/office area trading contracts. Hanoi Sunrise Investment Development Joint Stock Company authorizes the Company to receive payments from the Project's customers on behalf of Hanoi Sunrise Investment Development Joint Stock Company; such received payments shall not exceed the deposit amount that the Company has made under each stage of the Project and shall be used to recover the above deposit and the profit belonging to the Company under the agreement.

- (iv) Represents advances to employees and members of the Executive Board to carry out the Company's projects.
- (v) Mainly including deposits secured for the performance of contracts that the Company has paid to the investors, to act as general sales agents for real estate products formed by the relevant projects.

8. BAD DEBTS

Items	Closing balance		Opening balance	
	Cost VND	Recoverable amount VND	Cost VND	Recoverable amount VND
Doubtful debts	8,166,991,660	897,689,297	8,166,991,660	2,775,991,336
a) Past due over 3 years				
Gia Phu Real Estate Company Limited	5,391,000,324	-	5,391,000,324	-
An Thinh Technology and Solution Company Limited	384,300,000	-	384,300,000	384,300,000
West Lake Development and Investment Company Limited	106,244,294	-	106,244,294	106,244,294
Thang Long Real Estate Joint Stock Company	60,615,000	-	60,615,000	60,615,000
TID Joint Stock Company	343,870,941	-	343,870,941	343,870,941
Hanoi General Import-Export Joint Stock Company	39,683,691	-	39,683,691	39,683,691
b) Past due over from 2 years to 3 years				
Bao Viet Investment Joint Stock Company	45,898,815	-	45,898,815	45,898,815
b) Past due over from 1 year to 2 years				
Phu Long Real Estate Joint Stock Company	1,740,000,000	870,000,000	1,740,000,000	1,740,000,000
Sao Viet Real Estate Services Corporation	55,378,595	27,689,297	55,378,595	55,378,595

Recoverable amount is determined at cost less provision for bad debts, which was made as at the date of the consolidated financial statement.

9. INVENTORIES

	Closing balance		Opening balance	
	Cost VND	Provision VND	Cost VND	Provision VND
Real estate (i)	447,532,625,040	-	-	-
Work in progress	12,334,234,937	-	4,024,549,227	-
Total	459,866,859,977	-	4,024,549,227	-

- (i) Represents the value of real estate including apartments, land purchased by the Company from the investor to re-sell.

10. PREPAYMENTS

	Closing balance VND	Opening balance VND
a) Current		
Tools and supplies	483,197,705	599,702,208
Office repair expenses	857,500	26,783,725
Office rentals	591,645,790	5,161,290
Other expenses	139,800,757	518,535,108
	1,215,501,752	1,150,182,331
b) Non-current		
Tools and supplies	4,008,879,020	3,110,866,998
Office repair expenses	2,621,375,351	1,843,974,454
Other long-term prepayments	378,047,592	778,782,374
	7,008,301,963	5,733,623,826

11. INCREASES, DECREASES IN TANGIBLE FIXED ASSETS

	Buildings, structures VND	Machinery, equipment VND	Motor vehicles VND	Office equipment VND	Total VND
COST					
Opening balance	-	35,900,000	18,710,786,454	2,423,438,191	21,170,124,645
Purchases	110,684,934,984	-	16,268,081,819	840,008,557	127,793,025,360
Disposals	-	-	(790,515,000)	-	(790,515,000)
Closing balance	110,684,934,984	35,900,000	34,188,353,273	3,263,446,748	148,172,635,005
ACCUMULATED DEPRECIATION					
Opening balance	-	11,709,317	4,552,281,319	1,512,788,210	6,076,778,846
Charge for the year	121,523,592	11,966,664	3,600,345,200	445,078,258	4,178,913,714
Disposals	-	-	(790,515,000)	-	(790,515,000)
Closing balance	121,523,592	23,675,981	7,362,111,519	1,957,866,468	9,465,177,560
NET BOOK VALUE					
Closing balance	110,563,411,392	12,224,019	26,826,241,754	1,305,580,280	138,707,457,445
Opening balance	-	24,190,683	14,158,505,135	910,649,981	15,093,345,799

The cost of tangible fixed assets which have been fully depreciated but are still in use as at 31 December 2018 was VND 2,031,669,312 (as at 31 December 2017: VND 1,773,909,092)

12. INCREASES, DECREASES IN INTANGIBLE ASSETS

	Computer software VND	Others VND	Total VND
COST			
Opening balance	3,820,181,069	342,272,736	4,162,453,805
Purchases	1,012,793,700	-	1,012,793,700
Closing balance	4,832,974,769	342,272,736	5,175,247,505
ACCUMULATED AMORTISATION			
Opening balance	877,577,942	42,958,214	920,536,156
Charge for the year	1,915,309,819	114,090,913	2,029,400,732
Closing balance	2,792,887,761	157,049,127	2,949,936,888
NET BOOK VALUE			
Closing balance	2,040,087,008	185,223,609	2,225,310,617
Opening balance	2,942,603,127	299,314,522	3,241,917,649

The cost of intangible fixed assets which have been fully depreciated but are still in use as at 31 December 2018 was VND 545,120,000 (as at 31 December 2017: VND 58,860,000)

13. CONSTRUCTION IN PROGRESS

	Closing balance VND	Opening balance VND
Construction in progress		
- Acquisition (i)	15,769,759,350	-
- Construction in progress (ii)	3,951,089,718	-
	19,720,849,068	-

- (i) Represents the value of the management software which is being invested by the Company to be used in the future.
- (ii) Represents the value of real estate acquired to form the Company's future fixed assets being office and trading service areas.

14. SHORT-TERM TRADE PAYABLES

	Closing balance VND	VND	Opening balance VND	VND
Nha re 24H Joint Stock Company	3,241,149,985	3,241,149,985	3,287,676,982	3,287,676,982
Ngoc Land Commercial and Investment Company Limited	5,879,077,674	5,879,077,674	-	-
CORE REALTY Real Estate Joint Stock Company	4,065,361,301	4,065,361,301	207,579,709	207,579,709
Century Group Joint Stock Company	8,009,289,955	8,009,289,955	8,884,703,576	8,884,703,576
MLAND Vietnam Joint Stock Company	-	-	6,603,628,884	6,603,628,884
Sai Gon Sunland Company Limited	-	-	8,868,467,924	8,868,467,924
Others	94,807,671,713	94,807,671,713	85,743,846,804	85,743,846,804
	116,002,550,628	116,002,550,628	113,595,903,879	113,595,903,879
Trade payables to related parties (Details presented in Note 28)	13,574,730,720	13,574,730,720	10,244,251,609	10,244,251,609

15. SHORT-TERM ADVANCES FROM CUSTOMERS

	Closing balance VND	Opening balance VND
My Dinh Real Estate Investment Joint Stock Company	9,572,124,801	-
Customers buying apartments of Dong Son project	1,806,785,024	-
Flamingo Dai Lai Resort Joint Stock Company	1,675,976,693	-
Gamuda Land Vietnam Company Limited	780,026,412	-
Khai Son Joint Stock Company	909,929,250	-
Century Real Estate Investment and Development Joint Stock Company	-	51,686,675,162
Others	2,737,572,275	1,884,879,877
	17,482,414,455	53,571,555,039
Advances from related parties (Details presented in Note 28)	-	51,686,675,162

16. TAXES AND OTHER PAYABLES TO THE STATE BUDGET

Items	Movement in the year			Closing balance VND
	Opening balance VND	Amount payable VND	Amount paid VND	
Value added tax	21,505,636,996	60,598,482,054	71,740,609,393	10,363,509,657
Corporate income tax	33,260,383,064	81,156,430,599	66,717,646,272	47,699,167,391
Personal income tax	23,957,865,671	49,121,131,168	40,029,561,069	33,049,435,770
Other taxes	-	4,072,565,599	4,072,565,599	-
Total	78,723,885,731	194,948,609,420	182,560,382,333	91,112,112,818

17. SHORT-TERM ACCRUED EXPENSES

	Closing balance VND	Opening balance VND
Brokerage fees payable to associates	40,000,037,841	36,409,152,471
Interest expenses	-	1,348,483,333
Allowances	2,104,824,354	913,302,453
Other accrued expenses	41,640,000	-
	42,146,502,195	38,670,938,257

18. OTHER PAYABLES

	Closing balance VND	Opening balance VND
a. Short-term		
Trade union fee	228,541,107	248,537,861
Social insurance	528,506,858	100,607,383
Capital contribution received	168,049,784,150	-
- Galaxy Land Real Estate Joint Stock Company (i)	143,049,784,150	-
- Word Eye Vision Company Limited (ii)	25,000,000,000	-
Deposits received for sales of apartments (iii)	117,561,428,990	3,861,832,832
Payable to Ms. Tran Thi Thanh Binh	3,479,665,046	-
Short-term deposits received	4,630,000,000	116,751,600
Others	1,578,070,939	396,060,657
	296,055,997,090	4,723,790,333
b. Long-term		
Long-term deposits received	2,159,739,125	2,000,000,000
	2,159,739,125	2,000,000,000

- (i) Represents the value of capital contribution received under Business Co-operation Contract No. 01/2018/HDHTDT/DONGKY dated 21 June 2018 between the Company and Galaxy Land Real Estate Joint Stock Company for the distribution of real estate products under the Project for investment and construction of the complex for sport activities, schools, public works and urban area in Dong Ky Ward. Under the terms of the Business Co-operation Contract, each party contributes 50% of the total capital amount of VND 817 billion.

Galaxy Land Real Estate Joint Stock Company will share the sales of the project products to be received by the Company after the deduction of the Project's selling costs according to the actual amount and proportion of capital contributed by Galaxy Land Real Estate Joint Stock Company.

- (ii) Represents the value of capital contribution received under the Business Co-operation Contract No. 2307/2018/HDHTDT dated 23 July 2018 between the Company and World Eye Vision Company Limited for the distribution of real estate under the Lovera Garden Project. Under the terms of the Business Co-operation Contract, World Eye Vision Company Limited contributes the capital amount of VND 25 billion.

World Eye Vision Company Limited will share the profits to be received by the Company from the sale of the project products with the percentage of 55% after the deduction of the Project's expenses (including selling expenses, provision expenses, VAT and corporate income tax) and according to actual capital contribution ratio of World Eye Vision Company Limited.

- (iii) Represents the deposits received from customers buying apartments, semi-attached houses, villas, etc. distributed by the Company. These deposits will be offset against the value of the customers' first payments under the terms of the relevant contracts.

19. SHORT-TERM LOAN

	Opening balance		In the year		Closing balance	
	VND Amount	VND Amount likely to be paid off	VND Increases	VND Decreases	VND Amount	VND Amount likely to be paid off
Short-term loans	100,000,000,000	100,000,000,000	170,000,000,000	100,000,000,000	170,000,000,000	170,000,000,000
Ms. Nguyen Thanh Binh	100,000,000,000	100,000,000,000	-	100,000,000,000	-	-
Joint Stock Commercial Bank for Investment and Development of Vietnam - East Hanoi Branch (i)	-	-	30,000,000,000	-	30,000,000,000	30,000,000,000
Vietnam Prosperity Joint Stock Commercial Bank (ii)	-	-	140,000,000,000	-	140,000,000,000	140,000,000,000
Total	100,000,000,000	100,000,000,000	170,000,000,000	100,000,000,000	170,000,000,000	170,000,000,000

- (i) Short-term loan from Joint Stock Commercial Bank for Investment and Development of Vietnam – East Hanoi Branch under credit contract No. 01/2018/352851/HDTD dated 21 December 2018 with a credit limit of VND 30 billion to finance working capital, guarantee, open L/C with the term of 225 days. Loan interest rate is 8,7%/year; the applied floating rate is adjustable every 3 months with the first adjustment period starting from 01 March 2019. The loan is guaranteed by land use rights and trading area on the first floor of J building, H building and K building in CT7 high-rise apartment block of the high-rise apartment complex NCG Residential project, Duong Noi Urban Area, Ha Dong District, Hanoi City owned by Century Real Estate Investment and Development Joint Stock Company.
- (ii) Short-term borrowings from Vietnam Prosperity Joint Stock Commercial Bank under the credit limit contract No. 0618/HDHM/VPB-CENLAND dated 03 October 2018 with the credit limit of VND 200,000,000,000 to cover deposits paid within 01 month under the brokerage contracts before the date of this contract; to pay for commissions for real estate brokerage business activities of the Company from the effective date of this contract; to pay Nam Hong Company Limited under the Business Co-operation Contract No. 05/2018/HD/CEN-NAM HONG relating to the Project on the Complex of sport activities, school, public works, urban area in Dong Ky ward, Tu Son commune, Bac Ninh province. The first withdrawal date is 29 December 2018 with the amount of VND 140 billion to partially cover payments made under the Business Co-operation Contract No. 05/2018/HD/CEN-NAM HONG. The term of this loan is 12 months and the maturity date is 29 December 2019. Loan interest rate of 9.5%/year is adjustable once a month with the first adjustment period starting from 29 January 2019. Principal is payable every 3 months in 4 periods, the first payment period is from 29 March 2019.

Collateral assets of the loan are the 2nd and 3rd floors' office area of the high-class Dolphin Plaza Complex of apartments and offices, No. 28 Tran Binh Street, My Dinh 2 Ward, Nam Tu Liem District, Hanoi City.

20. OWNERS' EQUITY

Movement in owners' equity

	Owners' contributed capital	Share premium	Investment and development fund	Retained earnings	Non-controlling interests	Total
	VND	VND	VND	VND		VND
Prior year's opening balance	130,000,000,000	-	12,899,194,890	189,824,187,878	7,616,616,862	340,339,999,630
Stock issuance	81,000,000,000	-	-	-	-	81,000,000,000
Profit for the year	-	-	-	246,199,097,178	7,062,288,053	253,261,385,231
Cen Saigon acquisition	-	-	-	-	4,256,041,418	4,256,041,418
Dividends declared	39,000,000,000	-	-	(139,517,702,106)	-	(100,517,702,106)
Current year's opening balance	250,000,000,000	-	12,899,194,890	296,505,582,950	18,934,946,333	578,339,724,173
Stock issuance (i)	250,000,000,000	375,000,000,000	-	-	-	625,000,000,000
Profit for the year	-	-	-	315,301,354,839	4,737,913,217	320,039,268,056
Distribution to other funds (ii)	-	-	22,261,020,480	(22,261,020,480)	-	-
Distribution to bonus and welfare funds (ii)	-	-	-	(32,566,363,593)	(206,291,782)	(32,772,655,375)
Others	-	-	-	(1,268,748,723)	(93,778,959)	(1,362,527,682)
Current year's closing balance	500,000,000,000	375,000,000,000	35,160,215,370	555,710,804,993	23,372,788,809	1,489,243,809,172

- (i) During the year, the Company increased its charter capital by VND 250 billion pursuant to the Resolution No. 1682/2017/NQ dated 12 December 2017 passed at the Extraordinary General Meeting of Shareholders approving the plan to increase charter capital in form of public offering of 25 million shares (the value of each share is VND 25,000).
- (ii) The Company distributed the retained earnings for the year 2017 to the investment and development fund and the bonus and welfare funds with the amounts of VND 22,261,020,480 and VND 32,566,363,593, respectively, in accordance with Resolution No. 01/2018/NQ-DHDCD dated 6 April 2018 passed at the General Meeting of Shareholders.

Charter capital

Under the 14th amended Business Registration Certificate dated 02 March 2018, the Company's charter capital is VND 500 billion.

Shares

As at 31 December 2018, the Company's number of shares in circulation is as follows: [VMH (O)1]

Shares	Closing balance VND	Opening balance VND
- Number of outstanding shares in circulation		
+ <i>Ordinary shares</i>	50,000,000	25,000,000
+ <i>Preference shares</i>	-	-

An ordinary share has a par value of VND 10,000.

21. BUSINESS AND GEOGRAPHICAL SEGMENTS

Geographical segments

The Company does not have any business activities outside Vietnam; therefore, the Company does not have geographical segment outside Vietnam.

Business segments

For management purposes, the Company is currently organized into different business divisions as the subsidiaries separately operate.

Business segments of the Company comprise divisions as follows:

- Real estate brokerage and related services;
- Other services;

Business segment reports of the Company are as follows:

Consolidated balance sheet as at 31 December 2018

	Real estate brokerage services VND	Other services VND	Elimination VND	Total VND
Assets				
Cash	317,170,114,465	5,615,269,963	-	322,785,384,428
Short-term receivables	970,442,086,745	48,049,583,390	(123,987,604,404)	894,504,065,731
Inventories	451,455,855,917	8,411,004,060	-	459,866,859,977
Other short-term assets	1,215,501,752	-	-	1,215,501,752
Long-term receivables	482,052,153,009	-	-	482,052,153,009
Fixed assets	141,060,446,533	109,606,125	(13,522,724)	141,156,529,934
Construction in progress	18,684,287,615	1,036,561,453	-	19,720,849,068
Long-term investment	40,000,000,000	-	(40,000,000,000)	-
Other long-term assets	6,552,335,253	455,966,710	-	7,008,301,963
Total consolidated assets	2,428,632,781,289	63,677,991,701	(164,001,127,128)	2,328,309,645,862
Liabilities				
Short-term liabilities	925,142,809,684	35,750,892,285	(123,987,604,404)	836,906,097,565
Long-term liabilities	2,159,739,125	-	-	2,159,739,125
Total consolidated liabilities	927,302,548,809	35,750,892,285	(123,987,604,404)	839,065,836,690

Consolidated balance sheet as at 31 December 2017

	Real estate brokerage services	Other services	Elimination	Total
	VND	VND	VND	VND
Assets				
Cash	51,809,380,291	9,458,539,607	-	61,267,919,898
Short-term receivables	729,916,414,432	30,548,198,091	(111,845,616,231)	648,618,996,292
Inventories	-	4,024,549,227	-	4,024,549,227
Other short-term assets	989,396,695	319,756,063	(158,970,427)	1,150,182,331
Long-term receivables	315,067,096,378	-	-	315,067,096,378
Fixed assets	18,219,548,521	140,055,830	(24,340,903)	18,335,263,448
Construction in progress	-	-	-	-
Long-term investment	40,000,000,000	-	(40,000,000,000)	-
Other long-term assets	5,592,538,861	141,084,965	-	5,733,623,826
Total consolidated assets	1,161,594,375,178	44,632,183,783	(152,028,927,561)	1,054,197,631,400
Liabilities				
Short-term liabilities	561,469,433,886	24,234,089,572	(111,845,616,231)	473,857,907,227
Long-term liabilities	2,000,000,000	-	-	2,000,000,000
Total consolidated liabilities	563,469,433,886	24,234,089,572	(111,845,616,231)	475,857,907,227

Consolidated income statement for the year ended 31 December 2018

	Real estate brokerage services	Other services	Elimination	Total
	VND	VND	VND	VND
Net sales	1,822,327,500,768	135,340,069,232	(270,484,004,545)	1,687,183,565,455
Business expenses	1,432,272,415,278	125,504,245,160	(270,654,599,343)	1,287,122,061,095
- Cost of sales	1,299,372,836,028	98,916,751,410	(266,720,748,683)	1,131,568,838,755
- Selling expenses	17,566,349,661	-	(3,393,264,894)	14,173,084,767
- Administrative expenses	115,333,229,589	26,587,493,750	(540,585,766)	141,380,137,573
Income	390,055,085,490	9,835,824,072	170,594,798	400,061,504,360
Financial income				2,983,031,981
Other (losses)				(2,361,609,561)
Net profit before corporate income tax				400,682,926,780
Current corporate income tax expense				80,643,658,724
Net profit after corporate income tax				320,039,268,056

Consolidated income statement for the year ended 31 December 2017

	Real estate brokerage services	Other services	Elimination	Total
	VND	VND	VND	VND
Net sales	1,255,414,456,932	89,641,679,795	(229,595,495,488)	1,115,460,641,239
Business expenses	940,650,827,187	84,403,471,916	(229,595,495,488)	795,458,803,615
- Cost of sales	818,942,045,506	65,425,458,489	(213,722,205,910)	670,645,298,085
- Selling expenses	36,048,777,363	-	(5,494,867,611)	30,553,909,752
- Administrative expenses	85,660,004,318	18,978,013,427	(10,378,421,967)	94,259,595,778
Income	314,763,629,745	5,238,207,879	-	320,001,837,624
Financial income				406,228,491
Financial expenses				3,661,810,941
Other (losses)				(750,533,245)
Net profit before corporate income tax				315,995,721,929
Current corporate income tax expense				62,734,336,698
Net profit after corporate income tax				253,261,385,231

22. REVENUE FROM GOODS SOLD AND SERVICES RENDERED

	Current year VND	Prior year VND
Gross revenue from goods sold and services rendered	1,687,183,565,455	1,115,460,641,239
<i>In which:</i>		
Revenue from real estate brokerage	1,163,464,253,280	1,088,125,859,665
Revenue from real estate transfer	462,567,068,958	-
Revenue from advertising services and events	60,727,323,462	26,828,441,574
Revenue from office leasing	424,919,755	506,340,000
	1,687,183,565,455	1,115,460,641,239
Revenue from related parties (Details presented in Note 28)	249,455,387,761	281,829,886,898

23. COST OF SALES

	Current year VND	Prior year VND
Cost of real estate brokerage services	722,181,463,730	667,526,737,817
Cost of real estate transfer	384,658,449,630	-
Cost of advertising services and events	24,304,005,640	2,612,220,268
Cost of office leasing	424,919,755	506,340,000
	1,131,568,838,755	670,645,298,085

24. SELLING EXPENSES AND GENERAL AND ADMINISTRATION EXPENSES

	Current year VND	Prior year VND
Selling expenses incurred during the year		
Labour	9,546,803,527	6,874,945,394
Expenses for promotion and advertisement	4,518,109,675	23,569,715,119
Others	108,171,565	109,249,239
	14,173,084,767	30,553,909,752
General and administration expenses incurred during the year		
Raw materials and consumables	1,307,110,974	7,538,880,216
Labour	73,870,305,789	49,267,737,059
Depreciation and amortisation	4,861,081,066	2,789,192,535
Out-sourced services	32,786,834,187	9,334,994,488
Others	28,554,805,557	25,328,791,480
	141,380,137,573	94,259,595,778

25. PRODUCTION COST BY NATURE

	Current year VND	Prior year VND
Tools and dies	1,438,414,200	9,047,627,629
Labour	395,554,114,783	390,909,344,997
Depreciation and amortization	6,445,352,574	2,832,301,319
Out-sourced services	471,911,687,153	337,823,314,719
Others	28,432,577,122	54,846,214,951
	903,782,145,832	795,458,803,615

26. FINANCE INCOME

	Current year VND	Prior year VND
Loan interest	523,150,685	-
Bank interest	2,329,026,718	111,471,972
Foreign exchange gain arising from settlements	130,854,578	-
Others	-	294,756,519
	2,983,031,981	406,228,491

27. BASIC EARNINGS PER SHARE

	Current year	Perior period
Accounting profit after corporate income tax of equity holders of the holding company (VND)	315,301,354,839	246,199,097,178
Distribution to bonus and welfare funds per Resolution of General Meeting of Shareholders (i)	16,001,963,403	32,566,363,593
Profit for the purpose of calculating basic earnings per share (VND)	299,299,391,436	213,632,733,585
Weighted average number of ordinary shares in circulation for the year	77,131,333	51,197,946
Basic earnings per share (VND)	3,880	4,173

- (i) The Company temporarily estimates the bonus and welfare funds for the year 2018 according to approved plan under Resolution of the General Meeting of Shareholders No. 01/NQ-DHDCD dated 06 April 2018 to reduce the after-tax profit used to calculate basic earnings per share.

At the same time, the Company re-determined the profit distribution to the bonus and welfare funds for the year ended 31 December 2017 as approved in the Resolution of the General Meeting of Shareholders No. 01/NQ-DHDCD dated 06 April 2018 and restated basic earnings per share for the year ended 31 December 2017.

- (ii) As presented in Note 31 of Notes to the consolidated financial statements, as of 21 February 2019, the Company has completed share dividend payment and share issuance to increase its owners' equity with the total number of 30,000,000 shares.

As per the above-mentioned bonus and welfare funds' restatement and share issuance, basic earnings per share for the year ended 31 December 2017 has been recalculated and restated as follows:

	Prior year VND	Restated VND	Post-restated VND
Basic earnings per share	11,970	(7,797)	4,173

28. RELATED PARTY TRANSACTIONS AND BALANCES

List of related parties with significant transactions and balances for the year:

<u>Related parties</u>	<u>Relationship</u>
Century Group Joint Stock Company	Parent company
Century Real Estate Increasing Services Joint Stock Company	Affiliate
Century Real Estate Development and Investment Joint Stock Company	Affiliate
Century Golf and Travel Services Joint Stock Company	Affiliate
Century Appraisal Joint Stock Company	Affiliate
Dolphin 2 Vietnam Joint Stock Company	Affiliate

During the year, the Company entered into the following significant transactions with its related parties:

	Current year VND	Prior year VND
Sales		
Century Real Estate Development and Investment Joint Stock Company	245,573,568,396	277,870,573,775
Dolphin 2 Vietnam Joint Stock Company	2,986,437,665	-
Century Group Joint Stock Company	25,938,156	3,443,318,997
Century Real Estate Increasing Services Joint Stock Company	86,548,294	104,492,515
Century Appraisal Joint Stock Company	398,573,777	362,819,793
Century Appraisal Joint Stock Company - Ho Chi Minh Branch	361,283,391	-
Century Golf and Travel Services Joint Stock Company	23,038,082	48,681,818
	249,455,387,761	281,829,886,898
Purchases		
Dolphin 2 Vietnam Joint Stock Company	144,209,181,818	-
Century Real Estate Development and Investment Joint Stock Company	71,399,570,843	-
Century Real Estate Increasing Services Joint Stock Company	21,038,944,968	17,272,727
Century Golf and Travel Services Joint Stock Company	2,973,896,024	1,765,555,032
Century Group Joint Stock Company	12,814,117,699	15,050,545,541
	252,435,711,352	16,833,373,300
Interest expenses		
Century Real Estate Development and Investment Joint Stock Company	523,150,685	-
	523,150,685	-
Remuneration of Board of Directors and Executive Board	5,292,434,301	2,802,550,972

Significant related party balances as at the balance sheet date were as follows:

	Closing balance VND	Opening balance VND
Short-term trade receivables		
Century Real Estate Development and Investment Joint Stock Company	83,881,907,266	1,979,145,660
Century Group Joint Stock Company	28,531,972	2,738,635,881
Century Appraisal Joint Stock Company	170,274,160	182,139,604
Century Real Estate Increasing Services Joint Stock Company	71,725,684	97,946,954
Century Golf and Travel Services Joint Stock Compar	9,897,473	9,751,441
Dolphin 2 Vietnam Joint Stock Company	51,292,156	-
	84,213,628,711	5,007,619,540
Advances to suppliers		
Century Real Estate Increasing Services Joint Stock Company	-	4,783,722,658
Century Real Estate Development and Investment Joint Stock Company	901,717,390	1,215,718,314
	901,717,390	5,999,440,972
Short-term trade payables		
Dolphin 2 Vietnam Joint Stock Company	-	-
Century Group Joint Stock Company	8,009,289,955	8,884,703,576
Century Golf and Travel Services Joint Stock Company	517,702,338	1,247,692,105
Century Real Estate Increasing Services Joint Stock Company	5,047,738,427	111,855,928
	13,574,730,720	10,244,251,609
Short-term advances from customers		
Century Real Estate Development and Investment Joint Stock Company	-	51,686,675,162
	-	51,686,675,162
Other receivables		
Century Real Estate Development and Investment Joint Stock Company	315,000,000,000	220,000,000,000
Dolphin 2 Vietnam Joint Stock Company	30,000,000,000	-
	345,000,000,000	220,000,000,000

29. SUPPLEMENTAL INFORMATION FOR ITEMS PRESENTED ON THE STATEMENT OF CASH FLOWS

Supplemental information for non-financial items

Cash outflows for acquisition and construction of fixed assets do not include the amount of about VND 73 billion for acquisition of fixed assets and construction in progress in the year that have been offset against trade receivables. Consequently, changes in receivables and payables have been adjusted by the same amount.

30. SUPPLEMENTAL INFORMATION

- ☒ According to Resolution No. 01/2018/NQ-DHDCD dated 06 April 2018, the General Meeting of Shareholders approved the plan of bond issuance in 2018 with the total number of bonds expected to be sold of 5,000,000 valued at VND 500 billion and term of 3 years. The purpose of bond issuance is to finance investment activities of the Company, with the priority of funding given to real estate projects under which the Company acts as a wholesale agent or secondary agent in order to control the supply in the market.
- ☒ According to the Resolution of the Board of Directors No. 1549/2018/NQ-HDQT dated 12 November 2018, the Company plans to purchase commercial kiosks and commercial service area in the complex on land plot H-CT2 under Van Phu HiBrand high-rise apartment project in Van Phu New urban area, Phu La ward, Ha Dong district, Hanoi City invested by Century Real Estate Investment and Development Joint Stock Company.
- ☒ According to Resolution No. 1620/2018/NQ-HDQT dated 28 November 2018, the Board of Directors approved borrowings under the total loan limit of VND 400 billion from banks in Vietnam with interest rates ranging from 8.5%/year to 10%/year to finance investment projects on construction of the Complex for sport activities, schools and public works in the urban area in Dong Ky ward, Tu Son town, Bac Ninh province and to serve the deposit, guarantee for brokerage contracts, business cooperation contracts, etc. to be implemented in 2018 and 2019.
- ☒ On 28 November 2018, the Company's Board of Directors issued Resolution No. 1621/2018/NQ-HDQT approving the Company's acquisition of ownership interest to own at least 50% of Lilaha Investment Joint Stock Company's charter capital.

31. EVENTS AFTER REPORTING DATE

According to the Document No. 36/2019/CBTT-CENLAND dated 25 January 2019, the Company declared to pay share dividends for 2018 and shall issue shares to increase its owners' equity. The Company plans to issue 30 million shares with the total value of VND 300 billion, in which, VND 75 billion of the Company's retained earnings shall be used to pay share dividends, and VND 225 billion of share premium shall be used to increase its capital. As of 21 February 2019, the Company has completed the aforementioned share dividend payment and capital increase according to the approved plan.

Nguyen Quoc Hung
Preparer

Le Thi Lan
Chief Accountant

Nguyen Tho Tuyen
Chief Executive Officer

28 February 2019





CEN LAND
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