

**BEN THANH TOURIST  
SERVICE CORPORATION**

**SOCIALIST REPUBLIC OF VIETNAM**  
**Independence – Freedom – Happiness**

No: 11A /DLBT

*Ho Chi Minh City, January 28, 2025*

*Re: Explanation of financial statement  
data fluctuations in Q4/2024  
compared to Q4/2023*

**To: The State Securities Commission  
Hanoi Stock Exchange**

- Pursuant to Circular No. 96/2020/TT-BTC dated November 16, 2020, of the Ministry of Finance guiding the disclosure of information on the securities market;
- Pursuant to the financial statements (FS) for Q4/2024 and Q4/2023 that have been published.

Ben Thanh Tourist Service Corporation (Stock Code: BTV) explains the fluctuations in business performance results in the FS for Q4/2024 compared to Q4/2023 as follows:

Pre-tax profit (PTP) in Q4/2024 reached 10,887,968,060 VND, an increase of 3,166,462,925 VND, equivalent to a 41% rise compared to Q4/2023. The primary reasons for the increase are:

- Net revenue from goods sold and services rendered in Q4/2024 rose by 91,931,230,640 VND, equivalent to a 33% increase compared to Q4/2023.
- Financial income in Q4/2024 increased by 4,819,353,614 VND, equivalent to a 425% rise compared to Q4/2023.

The Company hereby submits this explanation to the State Securities Commission, the Hanoi Stock Exchange, and the esteemed shareholders for information.

Respectfully,

**Recipients:**

- As above;
- Company archives.

**GENERAL DIRECTOR**



**NGUYEN NGOC HOAI NGUYEN**

**BENTHANH TOURIST SERVICE CORPORATION**

70 Ly Tu Trong, Ben Thanh Ward, District 1, Ho Chi Minh City

Tax code: 0301171827

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**Ben Thanh  
Tourist**

journey to your heart



# **FINANCIAL REPORT**

## **QUARTER 4, 2024**

INTERIM BUSINESS PERFORMANCE REPORT

(Full form)

From 10/01/2024 to 12/31/2024

Unit: VND

Items	Code	Note	From October 1, 2024 to December 31, 2024		Accumulated from the beginning of the year to the end of this quarter	
			This year	Last year	This year	Last year
1	2	3	4	5	6	7
1. Revenue from sales of goods and provision of services	01	VI.1	372,631,523,573	283,349,159,845	1,184,956,561,503	943,313,076,874
2. Revenue deductions	02		1,784,862,403	4,433,729,315	10,704,533,429	10,906,445,012
3. Net revenue	10		370,846,661,170	278,915,430,530	1,174,252,028,074	932,406,631,862
4. Cost of goods sold	11	VI.3	330,103,861,111	245,782,923,145	1,015,577,394,949	791,509,816,111
5. Gross profit	20		40,742,800,059	33,132,507,385	158,674,633,125	140,896,815,751
6. Financial income	21	VI.4	5,952,700,101	1,133,346,487	7,796,026,598	4,317,314,595
7. Financial expenses	22	VI.5	1,862,211,782	1,845,968,114	3,250,725,976	6,227,910,849
- In which: Interest expense	23		1,304,206,757	941,064,304	4,255,918,995	3,570,644,422
8. Selling expenses	25	VI.6	16,293,822,417	13,080,894,690	68,630,890,909	66,589,933,588
9. Administration expense	26	VI.7	16,281,427,164	11,648,573,693	53,111,132,665	42,196,881,324
10. Net operating profit{30 = 20 + (21 - 22) - (25 + 26)}	30		12,258,038,797	7,690,417,375	41,477,910,173	30,199,404,585
11. Other income	31	VI.8	297,062,112	67,495,425	551,811,788	299,492,369
12. Other expenses	32	VI.9	1,667,132,849	36,407,665	2,681,216,231	85,276,872
13. Other profits (40 = 31 - 32)	40		(1,370,070,737)	31,087,760	(2,129,404,443)	214,215,497
14. Total accounting profit before tax (50 = 30 + 40)	50		10,887,968,060	7,721,505,135	39,348,505,730	30,413,620,082
15. Current corporate income tax	51		2,415,977,716		7,318,794,100	
16. Deferred corporate income tax	52					
17. Net profit after tax (60 = 50 - 51 - 52)	60		8,471,990,344	7,721,505,135	32,029,711,630	30,413,620,082
18. Earnings per share (*)	70					
19. Diluted earnings per share (*)	71					

Report date 28/01/2025

Preparer  
(Signature, full name)

Ngo Ngoc Trinh

Chief accountant  
(Signature, full name)

Nguyen Van Ngoc

General Director  
(Signature, full name)



Nguyen Ngoc Hoai Nguyen



## STATEMENT OF FINANCIAL POSITION

As at 31 December 2024

Unit: VND

ASSET	Code	Notes	Closing balance	Opening balance
1	2	3	4	5
<b>A. CURRENT ASSETS</b>	<b>100</b>		<b>303,403,259,265</b>	<b>287,410,287,653</b>
<b>I. Cash and cash equivalents</b>	<b>110</b>	<b>V.1</b>	<b>19,943,119,203</b>	<b>18,156,061,696</b>
1. Cash	111		19,943,119,203	18,156,061,696
2. Cash equivalents	112			
<b>II. Current financial investments</b>	<b>120</b>		<b>39,500,000,000</b>	<b>32,000,000,000</b>
1. Held-to-maturity investment	123		39,500,000,000	32,000,000,000
<b>III. Current account receivables</b>	<b>130</b>		<b>199,044,693,450</b>	<b>185,830,749,325</b>
1. Accounts receivable from customers	131	V.3	132,030,246,676	97,387,342,805
2. Short-term advances to suppliers	132	V.5	57,777,025,624	83,362,811,898
3. Other short-term receivables	136	V.4	21,200,021,458	21,820,905,561
4. Provision for short-term doubtful receivables (*)	137		(11,962,600,308)	(16,740,310,939)
<b>IV. Inventory</b>	<b>140</b>	<b>V.6</b>	<b>40,514,306,363</b>	<b>45,465,444,730</b>
1. Inventory	141		40,514,306,363	45,465,444,730
2. Provision for devaluation of inventory (*)	149			
<b>V. Other current assets</b>	<b>150</b>		<b>4,401,140,249</b>	<b>5,958,031,902</b>
1. Short-term prepaid expense	151	V.11	4,401,140,249	1,910,304,574
2. Deductible value-added tax	152			
3. Taxes and other payables to the State budget	153	V.16		4,047,727,328
<b>B. NON CURRENT ASSETS</b>	<b>200</b>		<b>199,134,277,449</b>	<b>173,111,971,999</b>
<b>I. Long-term receivables</b>	<b>210</b>		<b>2,529,525,000</b>	<b>2,479,525,000</b>
1. Long-term receivables from customers	211			
2. Other long-term receivables	216	V.4	2,529,525,000	2,479,525,000
2. Provision for doubtful long-term receivables (*)	219			
<b>II. Fixed assets</b>	<b>220</b>		<b>43,427,855,637</b>	<b>46,711,470,612</b>
1. Tangible fixed assets	221		42,969,164,733	46,028,703,344
- Historical Cost	222		154,658,919,897	154,636,451,715
- Accumulated depreciation (*)	223		(111,689,755,164)	(108,607,748,371)
2. Intangible fixed assets	227		458,690,904	682,767,268
- Historical Cost	228		4,141,037,044	4,141,037,044
- Accumulated depreciation (*)	229		(3,682,346,140)	(3,458,269,776)
<b>III. Investment real estate</b>	<b>230</b>		<b>21,839,667,298</b>	<b>22,665,976,114</b>
- Historical Cost	231		36,741,573,937	36,741,573,937
- Accumulated depreciation (*)	232		(14,901,906,639)	(14,075,597,823)
<b>IV. Long-term work in progress</b>	<b>240</b>			
1. Long-term work in progress	241			
2. Construction in progress	242			
<b>V. Long-term financial investment</b>	<b>250</b>	<b>V.2</b>	<b>117,649,280,477</b>	<b>82,630,464,173</b>
1. Investment in subsidiaries	251		33,859,445,708	
2. Investment in joint ventures and associates	252		91,546,951,082	91,546,951,082
3. Investing in other entities	253		11,214,175,540	11,079,175,540
4. Provision for long-term investments (*)	254		(18,971,291,853)	(19,995,662,449)
<b>VI. Other long-term assets</b>	<b>260</b>	<b>V.11</b>	<b>13,687,949,037</b>	<b>18,624,536,100</b>
1. Long-term prepaid expenses	261		13,687,949,037	18,624,536,100
2. Deferred tax assets				
<b>TOTAL ASSETS (270 = 100 + 200)</b>	<b>270</b>		<b>502,537,536,714</b>	<b>460,522,259,652</b>

LIABILITIES AND EQUITY	Code	Notes	Closing balance	Opening balance
1	2	3	4	5
<b>C. LIABILITIES</b>	<b>300</b>		<b>247,081,107,386</b>	<b>236,537,541,954</b>
<b>I. Current liabilities</b>	<b>310</b>		<b>214,235,312,336</b>	<b>203,275,120,688</b>
1. Accounts payable to suppliers	311	V.13	30,218,778,063	27,400,155,940
2. Advances from customers	312	V.14	19,015,990,735	30,978,824,922
3. Taxes and other payables to the State budget	313	V.16	6,259,361,149	2,740,544,409
4. Payable to employees	314		5,624,263,082	7,907,273,500
5. Accrued expense	315	V.15	39,988,638,505	49,081,859,969
6. Short-term deferred revenue	318	V.18	9,237,024,041	15,857,953,251
7. Other short-term payables	319	V.17	5,530,192,730	7,609,757,969
8. Short-term loans and finance lease	320	V.12	89,406,210,793	52,779,717,490
9. Provision for short-term payable	321		8,892,113,238	8,892,113,238
10. Bonus and welfare funds	322		62,740,000	26,920,000
<b>II. Non current liabilities</b>	<b>330</b>		<b>32,845,795,050</b>	<b>33,262,421,266</b>
1. Long-term trade payables	331			
2. Long-term advances from customers	332			
3. Long-term accrued expenses	333			
4. Long-term deferred revenue	336	V.18	7,801,353,250	8,807,979,466
5. Other long-term payables	337	V.17	25,044,441,800	24,454,441,800
<b>D. EQUITY</b>	<b>400</b>		<b>255,456,429,328</b>	<b>223,984,717,698</b>
<b>I. EQUITY</b>	<b>410</b>	<b>V.19</b>	<b>255,456,429,328</b>	<b>223,984,717,698</b>
1. Owner's equity	411		250,000,000,000	250,000,000,000
- Common shares with voting rights	411a		250,000,000,000	250,000,000,000
- Preferred shares	411b			
2. Surplus equity	412			
3. Conversion options on convertible bonds	413			
4. Other capital	414			
5. Treasury shares (*)	415		(911,400,000)	(911,400,000)
6. Differences upon asset revaluation	416			
7. Foreign exchange differences	417			
8. Investment and development fund	418		4,635,810,142	4,635,810,142
9. Enterprise reorganization assistance fund	419			
10. Other funds	420			
11. Retained earnings	421		1,732,019,186	(29,739,692,444)
- Retained earnings accumulated up to the end of the	421a		(29,739,692,444)	(59,589,312,526)
- Retained earnings for the current period	421b		31,471,711,630	29,849,620,082
12. Capital sources for investment in construction	422			
<b>II. funding sources and other funds</b>	<b>430</b>			
1. Funding sources	431			
2. Funds used for fixed asset acquisition	432			
<b>TOTAL LIABILITIES &amp; EQUITY (440 = 300 + 400)</b>	<b>440</b>		<b>502,537,536,714</b>	<b>460,522,259,652</b>

Preparer  
(Signature, full name)



Ngo Ngoc Trinh

Chief accountant  
(Signature, full name)



Nguyen Van Ngoc

Report date 28/01/2025

General Director  
(Signature, full name)



Nguyen Ngoc Hoai Nguyen



## INTERIM CASH FLOW STATEMENT

(By indirect method)

Quarter 4 2024

Unit: VND

Items	Code	Note	Accumulated from the beginning of the year to the end of this quarter	
			This year	Last year
1	2	3	4	5
<b>I. Cash flow from operating activities</b>				
1. Profit before tax	01		39,348,505,730	30,413,620,082
2. Adjustments for items				
- Depreciation of fixed assets and investment properties	02		4,270,573,791	4,398,061,759
- Allowances and provisions	03		(5,802,081,227)	2,312,480,230
- Foreign exchange losses arising from revaluation of monetary accounts denominated in foreign currency	04		7,197,747	10,530,615
- Profit and loss from investment activities	05		(6,623,176,337)	(2,920,643,177)
- Interest expenses	06		4,255,918,995	3,570,644,422
- Other adjustments	07			
3. Operating profit before changes in working capital	08		35,456,938,699	37,784,693,931
- Change in receivables	09		(4,438,506,166)	(40,468,127,973)
- Change in inventories	10		4,951,138,367	(16,440,401,482)
- Change in payables (excluding interest payable, income tax payable)	11		(26,538,566,053)	18,479,677,062
- Change prepaid expenses	12		(4,873,042,712)	4,027,289,399
- Change trading securities	13			
- Interest paid	14		(4,255,918,995)	(3,570,644,422)
- Corporate income tax paid	15			
- Other income from operating activities	16		35,820,000	23,920,000
- Other operating expenses	17			
Net cash flow from operating activities	20		337,863,140	(163,593,485)
<b>II. Cash flow from investing activities</b>				
- Purchases and construction of fixed assets and other non-current assets	21		(160,650,000)	(403,817,467)
- Proceeds from disposals of fixed assets and other non-current assets	22		3,750,000	18,181,818
- Payments for lending, buying debt instruments of other entities	23		(19,240,000,000)	(31,000,000,000)
- Proceeds from lending, selling debt instruments of other entities	24		11,740,000,000	7,000,000,000
- Payments for equity investments in other entities.	25		(33,994,445,708)	313,560,000
- Proceeds from disposal of investments in other entities.	26			2,902,461,359
- Interest earned, dividends and profits received	27		6,481,244,519	
Net cash flows from investing activities	30		(35,170,101,189)	(21,169,614,290)
<b>III. Cash flow from financing activities</b>				
- Proceeds from share issuance, capital contribution	31			
- Capital redemption and payments for purchase of treasury shares	32			
- Proceeds from borrowing	33		407,660,757,590	297,403,194,759
- Repayments of borrowings	34		(371,034,264,287)	(272,653,512,047)
Net cash flow from financing activities	40		36,626,493,303	24,749,682,712
Net cash flow during the period(50=20+30+40)	50		1,794,255,254	3,416,474,937
Cash and cash equivalents at the beginning of the period	60		18,156,061,696	14,750,117,374
Impact of foreign exchange rate changes on foreign currency conversion	61		(7,197,747)	(10,530,615)
Cash and cash equivalents at the end of the period (70=50+60+61)	70		19,943,119,203	18,156,061,696

Preparer  
(Signature, full name)

Ngo Ngoc Trinh

Chief accountant  
(Signature, full name)

Nguyen Van Ngoc

Report date 28/01/2025

General Director  
(Signature, full name)



Nguyen Ngoc Hoai Nguyen

## **NOTES TO FINANCIAL STATEMENTS**

Quarter 4 2024

### **I. Business operations characteristics**

1. Ownership Structure: Joint stock company
2. Business areas: Tourism Services - Accommodation and food services - Trade - Real estate
3. Core business activities:
  - Tourism Services: Provision of domestic and international travel services
  - Accommodation and Food Services: Operating restaurants and hotels
  - Real Estate Services: Leasing of office spaces, booths, kiosks, and retail premises
4. Standard Operating Cycle: 12 months
5. Corporate structure
  - a. Subsidiaries
    1. VINH SANG TOURIST-SERVICE-TRADING COMPANY LIMITED
      - Capital contribution ratio: 100%
  - b. Joint Ventures and Associates
    1. ORCHID HOUSE CO.LTD
      - Capital contribution ratio: 22.22%
    2. DONG KHOI BOUTIQUE HOTEL
      - Capital contribution ratio: 30%
    3. Park View Hotel
      - Capital contribution ratio: 43.33%
  - c. Dependent Units (non-legal entities, accounting under the Company):
    1. Saigon Travel Center
    2. Vien Dong Hotel
    3. Company Branch in Hanoi
    4. Company Branch in Da Nang
    5. Company Branch in Can Tho
    6. Company Branch in Vinh Long

### **II. Accounting Period and Functional Currency**

1. Fiscal year:
  - The fiscal year commences on January 1 and concludes on December 31 annually.
2. Functional Currency
  - The accounting currency is the Vietnamese Dong (VND).

### **III. Accounting Standards and Principles**

1. Applicable Accounting Framework:
  - The Company's financial statements are prepared in accordance with Vietnamese Accounting Standards (VAS) and the Vietnamese Accounting System for Enterprises.
2. Statement of Compliance:
  - The financial statements are presented in full compliance with VAS and relevant legal regulations.

### **IV. Significant Accounting Policies**

#### **1- Cash and cash equivalents**

Cash and equivalents include short-term investments with maturities not exceeding three months from acquisition.

#### **2- Financial investment**



#### **- Subsidiary Investments:**

Defined as investments where the Company has control, generally evidenced by ownership exceeding 50% of voting rights. Recorded at cost, including acquisition expenses. Dividends and profits earned post-acquisition are recognized as financial income.

#### **- Associate Investments:**

Investments in entities with significant influence, typically with voting rights between 20%-50%. Accounted for at cost, including direct acquisition costs.

#### **- Other investments**

Represent non-controlling interests in entities outside subsidiaries and associates. Initially recognized at cost, subject to periodic impairment review

#### **Method of setting up provision for financial investment loss**

At the time of preparing financial statements, for other investments that are not listed securities or registered for trading on the domestic stock market and are not freely traded securities on the market, provisions for losses on other investments are set up when there is a basis to show that the value has decreased compared to the investment value of the enterprise with the provision level in accordance with the level prescribed in Circular No. 48/2019/TT-BTC dated August 8, 2019 of the Ministry of Finance but up to the actual investment value being accounted for.

### **3- Accounts receivable**

Principles for recording customer receivables and other receivables after offsetting against provisions made for doubtful debts

The principle of provision for doubtful debts is established for receivables that are overdue or debts for which there is strong evidence that they are not collectible. Increases or decreases in the balance of the provision for doubtful debts account are recorded as administrative expenses on the income statement.

### **4- Inventory**

Principles of inventory recognition

Inventories are stated at cost. The cost of inventories comprises purchase price and other directly attributable costs incurred in bringing the inventories to their present location and condition.

Inventories are valued at cost using the weighted average method and are accounted for using the perpetual inventory method.

Provision for inventory devaluation is established as the difference between the original cost of inventory and the net realizable value of inventory. Provision is established for obsolete, slow-moving and defective inventory in accordance with the guidance in Circular 228.

Increases or decreases in the inventory write-down provision are recorded in cost of goods sold on the income statement.

### **5- Tangible fixed assets**

Tangible fixed assets are stated at cost less accumulated depreciation. The cost of tangible fixed assets includes the purchase price and all costs directly related to bringing the asset to a state of readiness for use. In case of purchasing fixed assets with additional equipment or spare parts, the equipment or spare parts are determined and recorded separately at their fair value and are deducted from the cost of tangible fixed assets.

The cost of tangible fixed assets is depreciated using the straight-line method over the estimated useful life of the assets.

Estimated depreciation periods for some asset groups are as follows:

- Houses and structures:	05 - 50 years
- Machinery and equipment	03 - 15 years
- Transmission media	06 - 10 years
- Management equipment and tools	03 - 07 years

### **6- Intangible fixed assets**



Intangible fixed assets are stated at cost less accumulated depreciation.

The company's intangible assets include computer software. Computer software that is not an integral part of the hardware is recorded as an intangible asset and is amortized over its useful life.

## **7- Investment real estate**

Investment properties are stated at cost less accumulated depreciation.

The cost of an investment property is the total amount of cash or cash equivalents paid by the enterprise or the fair value of the consideration given to acquire the investment property up to the date of purchase or construction of the investment property. The cost of an investment property includes initial directly attributable transaction costs.

Investment properties are depreciated using the straight-line method.

The estimated depreciation period for the group of houses and structures is 49 years.

## **8- Upfront costs**

Prepaid expenses are classified as short-term prepaid expenses and long-term prepaid expenses according to the original term and are mainly expenses related to the cost of tools and equipment, business advantages, etc. These amounts are amortized over the period of prepayment of the expense or over the period in which economic

The following types of expenses are recorded as prepaid expenses for gradual allocation to the income statement:

- Tools and equipment are gradually allocated from 01 year to 03 years into business results;
- One-time repair costs of fixed assets of large value that the enterprise does not make provision for in advance are allocated from 01 to 03 years;
- Business advantages arising when an enterprise is equitized and transformed into a joint stock company are allocated over a period of 10 years.

## **9- Debt payable**

Payables are classified as trade payables and other payables according to the following principles: Trade payables are commercial payables arising from transactions of purchasing and selling goods, services, assets and the seller is an independent entity from the buyer; The remaining payables are classified as other payables.

Payables are tracked by original maturity, remaining maturity at the reporting date, original currency and by entity.

## **10- Equity**

### **Owner's equity**

Owner's equity is recorded according to the actual capital contributed by the owner.

### **Treasury shares**

Treasury shares are recorded at purchase cost and presented as a reduction of equity on the balance sheet.

### **Dividends**

Dividends are recognized as a liability on the date the dividend is declared.

### **Profit distribution**

Net profit after corporate income tax can be distributed to shareholders after being approved by the General Meeting of Shareholders and after setting aside reserve funds in accordance with the Company Charter and the provisions of Vietnamese law.

## **11- Revenue, other income**

### **Sales revenue**

Sales revenue is measured at the fair value of the consideration received or receivable. In most cases, revenue is recognised when the significant risks and rewards of ownership of the goods have been transferred to the buyer.

### **Service revenue**

Revenue from rendering of services is recognised when the outcome of the transaction can be measured reliably. Where a service transaction is spread over several periods, revenue is recognised in the period based on the portion of work completed on the balance sheet date of that period.

### **Investment income**

Interest from investments is recognized when the company's right to receive the interest is established.

## **12- Revenue deductions**

Sales deductions are sales returns.

Revenue deductions arising in the same period of product, goods and service consumption are adjusted to reduce revenue of the period in which they arise; Revenue deductions arising in the following period but before the issuance of the financial statements are adjusted to reduce revenue of the reporting period; Revenue deductions arising in the following period and after the issuance of the financial statements are adjusted to reduce revenue of the period in which the deductions arise.

## **13- Cost of goods sold**

Cost of goods sold and cost of services rendered is the total cost incurred for goods and services during the period according to the principle of matching with revenue.

## **14- Selling and administrative expenses**

Selling costs reflect actual costs incurred in the process of selling goods and providing services, including product advertising costs, sales commissions, etc.

Business management costs reflect the general management costs of the enterprise, including costs for salaries of employees in the business management department; social insurance, health insurance, union fees, unemployment insurance for business management employees; costs of office materials, labor tools, depreciation of fixed assets used for business management; land rent, business license tax, provision for bad debts; outsourced services (electricity, water, telephone, etc.); other cash expenses.

## **15- Tax**

Corporate income tax

Current corporate income tax expense is determined on the basis of taxable income and the current year corporate income tax rate is 20%.





V . ADDITIONAL INFORMATION FOR ITEMS PRESENTED ON THE BALANCE SHEET

Unit: VND

1 . CASH AND CASH EQUIVALENTS

	At date 31/12/2024	At date 01/01/2024
- Cash	88,357,900	103,894,397
- Bank deposits	19,854,761,303	18,052,167,299
- Cash equivalents		
Add	<u>19,943,119,203</u>	<u>18,156,061,696</u>

2 . FINANCIAL INVESTMENTS

	At date 31/12/2024	At date 01/01/2024
Short term		
- Term Deposit	39,500,000,000	32,000,000,000
Add	<u>39,500,000,000</u>	<u>32,000,000,000</u>

Long term

2.1. Investment in subsidiaries

- Vinh Sang tourist-service-trading company limited	33,859,445,708	
Add	<u>33,859,445,708</u>	

2.2. Investment in associates

- ORCHID HOUSE CO.LTD	4,268,803,249	4,268,803,249
- PARK VIEW HOTEL	24,278,147,833	24,278,147,833
- DONG KHOI BOUTIQUE HOTEL	63,000,000,000	63,000,000,000
Cộng	<u>91,546,951,082</u>	<u>91,546,951,082</u>

2.3. Other long-term investments

- HUE TRAVEL	7,182,926,938	7,182,926,938
- BEN THANH TRADE CORP	4,031,248,602	3,896,248,602
Add	<u>11,214,175,540</u>	<u>11,079,175,540</u>

2.3. Long-term financial investment reserve

- DONG KHOI BOUTIQUE HOTEL	18,971,291,853	17,865,722,143
- ORCHID HOUSE CO.LTD	-	2,129,940,306
Add	<u>18,971,291,853</u>	<u>19,995,662,449</u>

3 . CUSTOMER RECEIVABLES

	At date 31/12/2024	At date 01/01/2024
Short term		
- Ben Thanh Jewelry Joint Stock Company	9,625,658,981	6,799,466,667
- Trieu Hai Lam Joint Stock Company	10,286,510,998	10,286,510,998
- Ben Thanh Production Trading Corporation	15,589,948,000	59,400,000
- Suntory Pepsico Vietnam Beverage Co.LTD	2,038,403,177	1,148,221,825
- Other objects	94,489,725,520	79,093,743,315
Add	<u>132,030,246,676</u>	<u>97,387,342,805</u>

Unit: VND

**4 . OTHER RECEIVABLES**

**Short term**

	At date 31/12/2024	At date 01/01/2024
- DONG KHOI BOUTIQUE HOTEL	3,584,224,370	3,584,224,370
- Advance for employees	16,085,268,769	17,454,056,945
- Collateral, deposits	276,540,000	281,540,000
- Other receivables	1,253,988,319	501,084,246
<b>Add</b>	<b>21,200,021,458</b>	<b>21,820,905,561</b>

**Long term**

- Collateral, deposits	2,529,525,000	2,479,525,000
<b>Add</b>	<b>2,529,525,000</b>	<b>2,479,525,000</b>

**5 . PAY IN ADVANCE TO THE SELLER**

	At date 31/12/2024	At date 01/01/2024
<b>Short term</b>		
VIETNAM AIRLINES JSC	3,845,301,400	5,293,546,000
- Công ty Cổ phần hàng không VietJet	2,264,576,770	1,728,791,648
- Các nhà cung cấp khác	51,667,147,454	76,340,474,250
<b>Add</b>	<b>57,777,025,624</b>	<b>83,362,811,898</b>

**6 . INVENTORY**

	At date 31/12/2024	At date 01/01/2024
- Raw materials	231,223,987	273,631,245
- Tools, instruments	1,666,335,392	889,321,028
- Work in progress expenses for production and business activities	34,726,466,560	40,354,701,146
- Goods	3,890,280,424	3,947,791,311
<b>Add</b>	<b>40,514,306,363</b>	<b>45,465,444,730</b>

**7 . INCREASE AND DECREASE IN TANGIBLE  
FIXED ASSETS**

Disclosed in the statement of changes in assets  
(Attached hereafter)

**8 . INCREASE AND DECREASE IN INTANGIBLE  
FIXED ASSETS**

Disclosed in the statement of changes in assets  
(Attached hereafter)

**9 . INCREASE AND DECREASE IN INVESTMENT  
PROPERTIES**

Disclosed in the statement of changes in assets  
(Attached hereafter)



Unit: VND

10 . PREPAID COSTS

	At date 31/12/2024	At date 01/01/2024
<b>Short term</b>		
- Tools, instruments	267,532,766	166,296,605
- Major repair costs of Fixed assets	-	275,421,667
- Other accounts	4,133,607,483	1,468,586,302
<b>Total</b>	<b>4,401,140,249</b>	<b>1,910,304,574</b>
<b>Long term</b>		
- Commercial advantage	0	3,496,201,691
- Tools, instruments	471,758,317	868,365,810
- Major repair costs of Fixed assets	213,349,902	457,308,387
- Land rental fee paid once at business premises 66-68 HBT	12,847,621,248	13,459,412,736
- Other accounts	155,219,570	343,247,476
<b>Total</b>	<b>13,687,949,037</b>	<b>18,624,536,100</b>

11 . LOANS AND FINANCIAL LEASES

	At date 31/12/2024	At date 01/01/2024
- Short-term loans from banks and other organizations	89,406,210,793	52,779,717,490
<b>Total</b>	<b>89,406,210,793</b>	<b>52,779,717,490</b>

12 . SHORT-TERM PAYABLES

	At date 31/12/2024	At date 01/01/2024
- The Chemours Company Singapore Pte. Ltd	1,737,468,000	-
- Tổng công ty Hàng Không Việt Nam - CTCP	1,446,068,064	1,170,964,257
- IATA VIETNAM COMPANY LIMITED	449,119,100	2,613,194,450
- Other objects	26,586,122,899	23,615,997,233
<b>Total</b>	<b>30,218,778,063</b>	<b>27,400,155,940</b>

13 . SHORT TERM ADVANCE PAYMENT BUYER

	At date 31/12/2024	At date 01/01/2024
- CÔNG TY TNHH NƯỚC GIẢI KHÁT SUNTORY PEPSICO VIỆT NAM	2,978,325,977	
- NORTH WEST TRAVEL AGENCY INC7F-10	790,023,504	747,181,365
- Công Ty Phát Triển Phần Mềm Xây DỰNG AUREOLE	878,700,000	
- Other objects	14,368,941,254	30,231,643,557
<b>Total</b>	<b>19,015,990,735</b>	<b>30,978,824,922</b>

14 . SHORT-TERM EXPENSES

	At date 31/12/2024	At date 01/01/2024
- Accrued expenses for travel activities	39,151,171,141	47,914,427,470
- Accrued expenses for accommodation activities	723,472,960	768,091,655
- Other accrued expenses	113,994,404	399,340,844
<b>Total</b>	<b>39,988,638,505</b>	<b>49,081,859,969</b>

Unit: VND

**15 . TAXES AND RECEIVABLES/PAYABLES TO THE STATE**

	At date 31/12/2024		At date 01/01/2024	
	Receivable	Must pay	Receivable	Must pay
- Value added tax payable		2,376,269,455		2,479,724,019
- Corporate income tax		3,271,066,772	4,047,727,328	
- Personal income tax		612,024,922		260,820,390
- Real estate tax, land rent				
<b>Add</b>	<b>-</b>	<b>6,259,361,149</b>	<b>4,047,727,328</b>	<b>2,740,544,409</b>

**16 . OTHER PAYABLES**

	At date 31/12/2024	At date 01/01/2024
<b>Short term</b>		
- Insurance	130,555,112	117,627,712
- Short-term deposits and collaterals received	2,248,199,000	2,248,199,000
- Other payables	3,151,438,618	5,243,931,257
<b>Total</b>	<b>5,530,192,730</b>	<b>7,609,757,969</b>
<b>Dài hạn</b>		
- Short-term deposits and collaterals received	25,044,441,800	24,454,441,800
<b>Total</b>	<b>25,044,441,800</b>	<b>24,454,441,800</b>

**17 . UNEARNED REV ENUE**

	At date 31/12/2024	At date 01/01/2024
- Short-term deferred revenue	9,237,024,041	15,857,953,251
- Long-term deferred revenue	7,801,353,250	8,807,979,466
<b>Total</b>	<b>17,038,377,291</b>	<b>24,665,932,717</b>

**18 . EQUITY**

**Statement of changes in equity**

	Owner's equity	Treasury shares	Development investment fund	Retained Earning after tax	Total
<b>Balance as of 01/01/2023</b>	<b>250,000,000,000</b>	<b>(911,400,000)</b>	<b>4,635,810,142</b>	<b>(59,589,312,526)</b>	<b>194,135,097,616</b>
- Profit in 2023				30,413,620,082	30,413,620,082
- Remuneration, operating fund of Board of Directors, Board of Supervisors				(564,000,000)	(564,000,000)
<b>Balance as of 01/01/2024</b>	<b>250,000,000,000</b>	<b>(911,400,000)</b>	<b>4,635,810,142</b>	<b>(29,739,692,444)</b>	<b>223,984,717,698</b>
- Profit in 2024				32,029,711,630	32,029,711,630
- Remuneration, operating fund of Board of Directors, Board of Supervisors				(558,000,000)	(558,000,000)
<b>Balance As of 31/12/2024</b>	<b>250,000,000,000</b>	<b>(911,400,000)</b>	<b>4,635,810,142</b>	<b>1,732,019,186</b>	<b>255,456,429,328</b>



VI . ADDITIONAL INFORMATION FOR ITEMS PRESENTED IN THE INCOME STATEMENT

Unit: VND

1 . SALES AND SERVICE REVENUE

	Quarter 4/2024	Quarter 4/2023
- Travel revenue	230,057,666,210	165,655,439,886
- Airline ticket revenue	58,710,031,540	45,127,675,990
- Restaurant and hotel revenue	15,706,240,992	13,705,465,192
- Sales revenue	50,939,461,541	42,502,769,038
- Real estate rental revenue	17,218,123,290	16,357,809,739
<b>Total</b>	<b>372,631,523,573</b>	<b>283,349,159,845</b>

2 . REVENUE DEDUCTIONS

	Quarter 4/2024	Quarter 4/2023
- Returned goods	1,784,862,403	3,448,332,321
- Reduced sales price		985,396,994
<b>Total</b>	<b>1,784,862,403</b>	<b>4,433,729,315</b>

3 . COST OF GOODS SOLD

	Quarter 4/2024	Quarter 4/2023
- Travel capital price	217,418,167,681	156,159,739,575
- Air ticket cost	54,916,523,210	39,686,501,979
- Cost of restaurant and hotel	5,089,061,621	4,430,467,995
- Cost of goods sold	50,085,193,227	41,835,917,619
- Real estate rental cost	2,594,915,372	3,670,295,977
<b>Total</b>	<b>330,103,861,111</b>	<b>245,782,923,145</b>

4 . FINANCIAL ACTIVITIES REVENUE

	Quarter 4/2024	Quarter 4/2023
- Interest income from deposits and lending activities	222,480,086	788,410,854
- Dividends and profit distributed	5,409,550,000	150,000,000
- Payment discounts received	261,169,080	127,348,920
- Foreign exchange gains	59,500,935	67,586,713
<b>Total</b>	<b>5,952,700,101</b>	<b>1,133,346,487</b>

5 . FINANCIAL COSTS

	Quarter 4/2024	Quarter 4/2023
- Interest expense on borrowings	1,304,206,757	941,064,304
- Foreign exchange losses	8,005,025	10,703,810
- Provision for impairment of investments	550,000,000	894,200,000
<b>Total</b>	<b>1,862,211,782</b>	<b>1,845,968,114</b>

6 . SELLING EXPENSES

	Quarter 4/2024	Quarter 4/2023
- Employee expenses	8,883,320,750	6,970,003,760
- Tools and supplies expenses	366,725,051	485,837,364
- Depreciation expense of fixed assets	539,794,908	569,865,898
- Outsourced service expenses	5,245,730,830	4,175,961,293
- Other costs	1,258,250,878	879,226,375
<b>Total</b>	<b>16,293,822,417</b>	<b>13,080,894,690</b>

Unit: VND

7 . BUSINESS MANAGEMENT COSTS

	Quarter 4/2024	Quarter 4/2023
- Employee costs	6,107,922,850	5,224,062,671
- Contingency costs	(1,343,235,984)	(497,920,196)
- Other costs	11,516,740,298	6,424,511,022
Total	16,281,427,164	11,150,653,497

8 . OTHER INCOME

	Quarter 4/2024	Quarter 4/2023
- Other income	297,062,112	67,495,425
Total	297,062,112	67,495,425

9 . OTHER COSTS

	Quarter 4/2024	Quarter 4/2023
- Tax fines, tax arrears	1,558,039,955	
- Other costs	109,092,894	36,407,665
Total	1,667,132,849	36,407,665

10 CORPORATE INCOME TAX EXPENSES

	Quarter 4/2024	Quarter 4/2023
- Current corporate income tax expenses	2,415,977,716	
- Deferred corporate income tax expenses		
Total	2,415,977,716	

Preparer  
(Signature, full name)



Ngo Ngoc Trinh

Chief accountant  
(Signature, full name)



Nguyen Van Ngoc

Report date 28/01/2025

General Director

(Signature, full name)



Nguyen Ngoc Hoai Nguyen



**REPORT ON CHANGES IN ASSETS**

From 10/01/2024 to 12/31/2024

Code	Items	Buildings and structures	Machinery and equipment	Transportation and transmission means	Management equipment and tools	Other fixed assets	Software program	Buildings and structures for investment properties	Total
<b>100</b>	<b>Original cost of fixed assets</b>								
110	Beginning balance	125,817,307,444	15,566,562,278	8,964,280,746	3,856,539,429	293,580,000	4,141,037,044	36,741,573,937	195,380,880,878
121	- Purchases during the year		160,650,000						160,650,000
140	Ending balance	125,817,307,444	15,727,212,278	8,964,280,746	3,856,539,429	293,580,000	4,141,037,044	36,741,573,937	195,541,530,878
<b>200</b>	<b>Accumulated depreciation value</b>								
210	Beginning balance	86,485,202,334	13,953,934,371	6,305,478,729	3,856,031,892	293,580,000	3,626,327,064	14,695,329,435	129,215,883,825
211	- Depreciation during the year	475,307,514	104,519,949	215,192,838	507,537		56,019,076	206,577,204	1,058,124,118
240	Ending Balance	86,960,509,848	14,058,454,320	6,520,671,567	3,856,539,429	293,580,000	3,682,346,140	14,901,906,639	130,274,007,943
<b>300</b>	<b>Net book value</b>								
310	- At the beginning of the year	39,332,105,110	1,612,627,907	2,658,802,017	507,537		514,709,980	22,046,244,502	66,164,997,053
320	- At the end of the year	38,856,797,596	1,668,757,958	2,443,609,179			458,690,904	21,839,667,298	65,267,522,935

Report date 28/12/2025

Preparer

(Signature, full name)



Ngo Ngoc Trinh

Chief accountant

(Signature, full name)



Nguyen Van Ngoc

General Director

(Signature, full name)



Nguyen Ngoc Hoai Nguyen

