

# Vietcombank Fund Management

Financial Statements for the year ended 31 December 2020



# Vietcombank Fund Management Corporate Information

Establishment and

Operation License No. 06/UBCK-GPHDQLQ 2 December 2005

The Company's Establishment and Operation License has been amended several times, the most recent of which is the Establishment and Operation License No. 17/GPDC-UBCK dated 9 February 2018. The Establishment and Operation License was issued by the State Securities Commission of

Vietnam and is valid for 30 years

Board of Directors Mr. Avinash Deepak Satwalekar Chairman

Ms. Pham Thi An Binh Vice Chairwoman

Mr. Stephen Grundlingh Member
Mr. Bui Sy Tan Member
Mr. Vu Quang Dong Member

Board of Management Mr. Vu Quang Dong Chief Executive Officer

Mr. Bui Sy Tan Deputy Chief Executive Officer

Registered Office Vietcombank Tower, 15th Floor

198 Tran Quang Khai Street Hoan Kiem District, Hanoi

Vietnam

Auditor KPMG Limited

Vietnam

# Vietcombank Fund Management Statement of the Board of Management

The Board of Management of Vietcombank Fund Management ("the Company") presents this statement and the accompanying financial statements of the Company for the year ended 31 December 2020.

The Board of Management is responsible for the preparation and fair presentation of the financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for Enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of the accounting system applicable to fund management companies and the relevant statutory requirements applicable to financial reporting. In preparing these financial statements, the Board of Management is required to:

- > select suitable accounting policies and then apply them consistently;
- > make judgments and estimates that are reasonable and prudent;
- > confirm that applicable accounting standards have been followed by the Company, subject to any material departures disclosed and explained in the financial statements; and
- > prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

In the opinion of the Board of Management:

- (a) the financial statements set out on pages 5 to 33 give a true and fair view of the financial position of the Company as at 31 December 2020, and of its results of operations and cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for Enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of the accounting system applicable to fund management companies and the relevant statutory requirements applicable to financial reporting; and
- (b) at the date of this statement, there are no reasons to believe that the Company will not be able to pay its debts as and when they fall due.

The Board of Management has, on the date of this statement, authorised the accompanying financial statements for issue.

On behalf of the Board of Management

CHUNG KHOÁN VIETCOMBANK

LIÊN DOAN QUÂN LÝ QUÝ ĐỘ

> Vu Quang Dong Chief Executive Officer

Hanoi, 26 March 2021





KPMG Limited 46<sup>th</sup> Floor, Keangnam Landmark 72 E6 Pham Hung Road, Me Tri Ward South Tu Liem District, Hanoi, Vietnam +84 (24) 3946 1600 | kpmg.com.vn

## INDEPENDENT AUDITOR'S REPORT

## To the Investors Vietcombank Fund Management

We have audited the accompanying financial statements of Vietcombank Fund Management ("the Company"), which comprise the balance sheet as at 31 December 2020, the statements of income, cash flows and changes in owners' equity for the year then ended and the explanatory notes thereto which were authorised for issue by the Company's Board of Management on 26 March 2021, as set out on pages 5 to 33.

## Management's Responsibility

The Company's Board of Management is responsible for the preparation and fair presentation of these financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for Enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of the accounting guidance for fund management companies and the relevant statutory requirements applicable to financial reporting, and for such internal control as the Board of Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility**

Our responsibility is to express an opinion on these 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 financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the 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 Company's Board of Management, as well as evaluating the overall presentation of the financial statements.

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



# **Auditor's Opinion**

In our opinion, the financial statements give a true and fair view, in all material respects, of the financial position of Vietcombank Fund Management as at 31 December 2020, and of its results of operations and its cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for Enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of the accounting guidance for fund management companies and the relevant statutory requirements applicable to financial reporting.

**KPMG Limited** 

Vietnam

1120 Audit Report No.: 20-02-00403-21-1

CÔNG TY
TRÁCH NHIỆM HỮU HẠN

KPMG

Dam Xuan Lam
Practicing Auditor Registration
Certificate No.: 0861-2018-007-1

Deputy General Director

Hanoi, 26 March 2021

Pham Thi Thuy Linh

Practicing Auditor Registration Certificate No.: 3065-2019-007-1

# Vietcombank Fund Management Balance sheet as at 31 December 2020

Form B01 – CTQ (Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

	Item	Code	Note	31/12/2020 VND	31/12/2019 VND
	ASSETS				
A	CURRENT ASSETS $(100 = 110 + 120 + 130 + 150)$	100		282,828,624,214	295,716,515,972
<b>I</b>	Cash and cash equivalents Cash	<b>110</b> 111	4	<b>4,614,642,762</b> 4,614,642,762	<b>6,834,334,677</b> 6,834,334,677
<b>II</b> 1	Short-term investments Short-term investments	<b>120</b> 121	5	<b>250,628,822,654</b> 250,628,822,654	<b>2</b> 7 <b>3,011,854,297</b> 273,011,854,297
III 2 4 5	Short-term accounts receivable Prepayment to suppliers Receivables from operating activities Other receivables	130 132 134 135	6 7	<b>26,529,808,209</b> - 22,618,182,095 3,911,626,114	14,287,464,932 57,313,025 9,685,879,624 4,544,272,283
<b>V</b> 1 5	Other current assets Short-term prepayments Other current assets	150 151 158		<b>1,055,350,589</b> 981,779,970 73,570,619	<b>1,582,862,066</b> 1,502,573,347 80,288,719
В	NON-CURRENT ASSETS $(200 = 220 + 250 + 260)$	200		45,031,447,022	11,259,546,886
II 1	Fixed assets Tangible fixed assets - Cost - Accumulated depreciation Intangible fixed assets	220 221 222 223 227	8	<b>4,071,521,676</b> 2,421,920,018 6,576,413,239 (4,154,493,221) 1,649,601,658	<b>3,325,293,952</b> 1,250,965,890 6,880,070,039 (5,629,104,149) 2,074,328,062
	<ul> <li>Cost</li> <li>Accumulated amortisation</li> </ul>	228 229		4,491,662,895 (2,842,061,237)	4,491,662,895 (2,417,334,833)
<b>III</b> 1	Long-term financial investments Other long-term investments	<b>250</b> 251	10	<b>40,000,000,000</b> 40,000,000,000	<b>7,000,000,000</b> 7,000,000,000
1 1 3	Other long-term assets  Long-term prepaid expenses  Other long-term assets	<b>260</b> 261 268	11	<b>959,925,346</b> 48,712,260 911,213,086	<b>934,252,934</b> 23,039,848 911,213,086
	TOTAL ASSETS $(270 = 100 + 200)$	270		327,860,071,236	306,976,062,858



# Vietcombank Fund Management Balance sheet as at 31 December 2020 (continued)

Form B01 – CTQ (Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

	Item	Code	Note	31/12/2020 VND	31/12/2019 VND
	RESOURCES				
A	LIABILITIES $(300 = 310)$	300		10,026,454,095	7,146,834,269
I	Current liabilities	310		10,026,454,095	7,146,834,269
2 4	Accounts payable to suppliers  Taxes and others payable to	312		96,266,000	-
·	State Treasury	314	12	1,723,995,342	1,571,505,392
5	Payables to employees	315		1,940,679,601	3,645,530,154
6	Accrued expenses	316		4,941,942,704	823,783,555
8	Other short-term payables	319		6,529,613	23,307,666
10	Bonus and welfare fund	323		1,317,040,835	1,082,707,502
В	EQUITY	400		317,833,617,141	299,829,228,589
1	Contributed capital	411	13	265,000,000,000	265,000,000,000
7	Investment and development fund	417		4,301,548,849	4,301,548,849
8	Financial reserve	418		4,100,368,084	3,073,673,656
9	Other equity funds	419		1,211,433,887	184,739,459
10	Retained profits	420		43,220,266,321	27,269,266,625
	TOTAL RESOURCES (440 = 300 + 400)	440		327,860,071,236	306,976,062,858

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

## **OFF - BALANCE SHEET ITEMS**

	Item	Code	Note	31/12/2020 VND	31/12/2019 VND
5	Foreign currencies	005		13,595,035	15,006,942
7	Non-custody securities of the				
	Company	020		118,520,557,600	78,520,557,600
8	Cash held on behalf of entrusting				
	investors	030	20	51,691,857,644	47,231,705,668
8.1	Domestic entrusting investors	031		49,771,890,005	45,420,780,477
8.2	Foreign entrusting investors	032		1,919,967,639	1,810,925,191
9	Securities held on behalf of				
	entrusting investors	040	21	1,629,347,962,860	2,446,099,504,306
9.1	Domestic entrusting investors	041		1,100,421,047,060	1,950,623,461,306
9.2	Foreign entrusting investors	042		528,926,915,800	495,476,043,000
10	Receivables of entrusting investors	050	22	24,518,760,698	34,301,984,289
11	Payables of entrusting investors	051	23	30,648,077,014	17,097,287,818
8.2 9 9.1 9.2 10	Foreign entrusting investors Securities held on behalf of entrusting investors Domestic entrusting investors Foreign entrusting investors Receivables of entrusting investors	032 040 041 042 050	22	1,919,967,639 1,629,347,962,860 1,100,421,047,060 528,926,915,800 24,518,760,698	1,810,925,191 2,446,099,504,306 1,950,623,461,306 495,476,043,000 34,301,984,289

26 March 2021

Prepared by:

Reviewed by:

Ngo Thi Le Quyen Accountant

Nguyen Bang Tam Chief Accountant Chief Executive Officer

cong Type ed by:

LIÊN DOANH QUẨN LÝ QUÝ ĐẬU CHỨNG KHOẨN VIETCOMBANK

# Vietcombank Fund Management Statement of income for the year ended 31 December 2020

Form B02 - CTQ (Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

approved by:

Wir Grang Dong

ecutive Officer

LIÊN DOAN QUÂN LÝ QUÝ ĐẦU CHÚNG KHOÁN

	Item	Code	Note	2020 VND	2019 VND
1	Revenue	01	14	56,422,054,571	47,710,370,417
4	Operating expenses	11	15	19,086,206,382	16,738,699,496
5	Gross profit (20 = 01 - 11)	20	•	37,335,848,189	30,971,670,921
6	Financial income	21	16	14,769,109,681	20,230,631,617
7	Financial expenses	22	17	15,798,830	1,035,553
8	General and administration expenses	25	18	28,443,992,913	28,884,348,370
9	Net operating profit (30 = 20 + 21 - 22 - 25)	30	-	23,645,166,127	22,316,918,615
10	Other income	31		273,636,364	-
12	Results of other activities $(40 = 31)$	40	-	273,636,364	-
13	Accounting profit before tax $(50 = 30 + 40)$	50	-	23,918,802,491	22,316,918,615
14	Income tax expense – current	51	19	3,384,913,939	969,633,530
15	Income tax expense – deferred	52	19	-	3,530,499,183
16	Net profit after tax (60 = 50 - 51 - 52)	60	-	20,533,888,552	17,816,785,902

26 March 2021

Prepared by:

Reviewed by:

Ngo Thi Le Quyen Accountant

Nguyen Bang Tam

Chief Accountant

# Vietcombank Fund Management Statement of cash flows for the year ended 31 December 2020 (Direct method)

Form B03 - CTQ

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

Item	Code	Note	2020 VND	2019 VND
I. CASH FLOWS FROM OPERATING ACT	IVITII	ES		
1. Receipts from operating activities, services				
rendered and other revenue	01		43,458,147,486	52,367,228,108
<ol><li>Payments for operating activities and to suppliers</li></ol>	02		(13,860,462,593)	(14,900,092,832)
3. Payments to employees	03		(22,907,310,302)	(21,055,649,648)
5. Payments for corporate income tax	05		(3,208,108,628)	-
6. Other receipts from operating activities	06		465,292,476	871,485,300
7. Other payments for operating activities	07		(9,698,516,226)	(13,117,883,749)
Net cash flows from operating activities	20		(5,750,957,787)	4,165,087,179
II. CASH FLOWS FROM INVESTING ACT	VITIES	5		
1. Payments for additions to fixed assets and				
other long-term assets	21		(1,564,399,000)	(1,818,133,000)
<ol><li>Proceeds from disposals of fixed assets and other long-term assets</li></ol>	22		301,000,000	
3. Payments for purchase of debt instruments of	22		301,000,000	-
other entities	23		(144,826,410,953)	(15,000,000,000)
4. Receipts from disposal of investments in debt			,	, , , ,
instruments of other entities	24		138,571,967,567	2,500,000,000
5. Payments for investments in other entities	25		-	(50,000,000,000)
6. Collections on investments in other entities	26		-	11,599,130,000
7. Receipt of interest	27		11,049,171,545	3,692,871,973
Net cash flows from investing activities	30		3,531,329,159	(49,026,131,027)
Net cash flows during the year $(50 = 20 + 30)$	50		(2,219,628,628)	(44,861,043,848)
Cash and cash equivalents at the beginning of the year	60		6,834,334,677	51,695,284,365
Effect of exchange rate fluctuations on cash and cash equivalents	61		(63,287)	94,160
Cash and cash equivalents at the end of the year $(70 = 50 + 60 + 61)$	70	4	4,614,642,762	6,834,334,677

26 March 2021

Prepared by:

Ngo Thi Le Quyen

Accountant

Reviewed by:

Nguyen Bang Tam Chief Accountant CONG TY Approved by:

LIÊN DOANH QUẨN LÝ QUÝ ĐẦU TH

CHÚNG KHOÁN VIETCOMBANK

Chief Executive Officer

The accompanying notes are an integral part of these financial statements

# Vietcombank Fund Management Statement of changes in equity for the year ended 31 December 2020

Form B05 - CTQ

(Issued under Circular No. 125/2011/ITT-BTC dated 5 September 2011 of the Ministry of Finance)

	Opening balance	balance	In 2019	Increase/(decrease) during the year	) during the year	ar 2020	Closing balance	balance 31/12/2020
	NN N	QNA	Increase	Decrease	Increase	Decrease (i)	VND	UNV
	QVI.			This				
Contributed capital Investinent and	265,000,000,000	265,000,000,000	1	,	•	1	265,000,000,000	265,000,000,000
development fund	4,301,548,849	4,301,548,849	1	•	•	1	4,301,548,849	4,301,548,849
Financial reserve	2,888,934,197	3,073,673,656	184,739,459	•	1,026,694,428	•	3,073,673,656	4,100,368,084
Other equity funds	•	184,739,459	184,739,459	•	1,026,694,428	,	184,739,459	1,211,433,887
Retained profits	12,174,959,641	27,269,266,625	17,816,785,902 (2,722,478,918)	(2,722,478,918)	20,533,888,552	20,533,888,552 (4,582,888,856)	27,269,266,625	43,220,266,321
	284,365,442,687	284,365,442,687 299,829,228,589	18,186,264,820	(2,722,478,918)	22,587,277,408	(4,582,888,856)	18,186,264,820 (2,722,478,918) 22,587,277,408 (4,582,888,856) 299,829,228,589 317,833,617,141	317,833,617,141

Decreases in profit after tax during the year comprise: appropriation to bonus and welfare fund of VND2,529,500,000, appropriation to financial reserve of VND1,026,694,428 and appropriation to reserve to supplement charter capital of VND1,026,694,428  $\Xi$ 



The accompanying notes are an integral part of these financial statements

Form B09 - CTO

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

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

# 1. Reporting entity

# (a) Ownership structure

Vietcombank Fund Management ("the Company") is a joint venture company incorporated in Vietnam. The joint venture partners are Joint Stock Commercial Bank for Foreign Trade of Vietnam ("Vietcombank") (incorporated in Vietnam) and Franklin Templeton Capital Holdings Private Limited (incorporated in Singapore) with ownership interest of 51% and 49%, respectively.

The Company was granted the Establishment and Operation License No. 06/UBCK-GPHDQLQ dated 2 December 2005 by the State Securities Commission of Vietnam with the operation period of 30 years. The Company's Establishment and Operation License has been amended several times, the most recent of which is the Establishment and Operation License No. 17/GPDC-UBCK dated 9 February 2018.

# (b) Principal activities

The principal activities of the Company are to establish and manage investment funds; and to manage investment portfolios. The Company is currently managing three funds, namely VCBF Tactical Balanced Fund, VCBF Blue Chip Fund and VCBF Fixed Income Fund.

## (c) Normal operating cycle

The normal operating cycle of the Company is generally within 12 months.

## (d) Number of employees

As at 31 December 2020, the Company had 43 employees (31/12/2019: 42 employees).

Form B09 - CTQ

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

# 2. Basis of preparation

## (a) Statement of compliance

The financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for Enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of the accounting system applicable to investment fund management companies ("Circular 125") and the relevant statutory requirements applicable to financial reporting. These accounting policies may differ in some material respects from International Financial Reporting Standards and the generally accepted accounting principles and standards of other countries. Accordingly, the accompanying financial statements are not intended to present the financial position, results of operations and cash flows in accordance with generally accepted accounting principles and practices in countries or jurisdictions other than Vietnam. Furthermore, their utilisation is not designed for those who are not informed about Vietnam's accounting principles, procedures and practices.

## (b) Basis of measurement

The financial statements, except for the statement of cash flows, are prepared on the accrual basis using the historical cost concept. The statement of cash flows is prepared using the direct method.

## (c) Annual accounting period

The annual accounting period of the Company is from 1 January to 31 December.

## (d) Accounting and presentation currency

The Company's accounting currency is Vietnam Dong ("VND"), which is also the currency used for presentation of financial statements.

# 3. Summary of significant accounting policies

The following significant accounting policies have been adopted by the Company in the preparation of these financial statements.

## (a) Foreign currency transactions

Transactions in currencies other than VND during the year have been translated into VND at rates approximating actual rates of exchange ruling at the transaction dates.

Monetary assets and liabilities denominated in currencies other than VND are translated into VND at the account transfer buying rate/account transfer selling rate at the end of the annual accounting period quoted by the commercial bank where the Company most frequently conducts transactions.

All foreign exchange differences are recorded in the statement of income.

Form B09 - CTO

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

## (b) Cash and cash equivalents

Cash comprises cash on hand and demand deposits at bank.

## (c) Investments

## (i) Investment in fund certificates

Investments in fund certificates, including open-ended fund certificates, are initially stated at purchase price and the cost of acquisition (original cost); then, are stated at original cost less allowance for diminution (if any).

Allowance for diminution is the difference between original cost and net asset value (NAV) of investment which is computed on capital contribution rate in case the net asset value is less than original cost. Increases or decreases of the allowance balance are recorded to financial expenses/financial income account during the year.

## (ii) Other investments

Other investments include deposits at bank with original terms exceeding three months and investments in bonds issued by other institutions. These investments are stated at costs less allowance for doubtful debts (if any).

## (d) Accounts receivable

Trade, receivables from operating activities and other receivables are stated at cost less allowance for doubtful debts (if any).

# (e) Tangible fixed assets

## (i) Cost

Tangible fixed assets are stated at cost less accumulated depreciation. The initial cost of a tangible fixed asset comprises its purchase price, including import duties, non-refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition for its intended use. Expenditure incurred after tangible fixed assets have been put into operation, such as repair, maintenance and overhaul cost, is charged to the statement of income in the year in which the cost is incurred. In situations where it can be clearly demonstrated that the expenditure has resulted in an increase in the future economic benefits expected to be obtained from the use of tangible fixed assets beyond their originally assessed standard of performance, the expenditure is capitalised as an additional cost of tangible fixed assets.

## (ii) Depreciation

Depreciation is computed on a straight-line basis over the estimated useful lives of tangible fixed assets. The estimated useful lives are as follows:

office equipment

3 years

motor vehicles

6 years

Form B09 - CTQ

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

## (f) Intangible fixed assets

## (i) Software

Cost of acquisition of new software, which is not an integral part of the related hardware, is capitalised and treated as an intangible asset. Software is amortised on a straight-line basis over 3 years.

## (ii) Golf club memberships

Golf club memberships are recorded at cost and amortised on a straight-line basis over 20 years.

## (g) Accounts payable and other payables

Trade and other payables are stated at their cost.

## (h) Provisions

A provision is recognised if, as a result of a past event, the Company has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability.

## (i) Taxation

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in the statement of income except to the extent that it relates to items recognised directly to equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted at the end of the annual accounting period, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided using the balance sheet method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amounts of assets and liabilities using the tax rates enacted or substantively enacted at the end of the annual accounting period.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

# Vietcombank Fund Management

Notes to the financial statements for the year ended 31 December 2020 (continued)

Form B09 - CTO

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

## (j) Contributed capital

Contributed capital is recognised on the contribution date at the actual amount contributed less any directly attributable transaction costs.

## (k) Reserves

In accordance with Circular No. 146/2014/TT-BTC dated 6 October 2014 of the Ministry of Finance, realised profits of fund management companies after prior-year tax loss offset in accordance with the income tax law and income tax payment are distributed as follows:

	Annual allocation	Maximum balance
Reserve to supplement charter capital: Financial reserve:	5% of profit after tax 5% of profit after tax	10% of charter capital 10% of charter capital
	From English	

Reserve to supplement charter capital is established to supplement the charter capital of the Company when necessary. Financial reserve is allocated from profit after tax and is to cover losses incurred during the normal course of business. These statutory reserves are non-distributable and are classified as equity.

Investment and development fund is allocated from profit after tax and is to expand the Company's operations and investments. This fund is appropriated at year end in accordance with the Company's decision and is distributable.

## (l) Revenue and other income

## (i) Management fee

Management fee is recognised in the statement of income on the accrual basis and calculated based on the pledged capital or net asset value of each entrusting investment portfolio or net asset value of each fund.

## (ii) Investment consulting fee

Investment consulting fee is recorded in the statement of income on the accrual basis in accordance with the terms and conditions of investment consulting contracts.

## (iii) Incentive fees

Incentive fees are recorded in the statement of income when incurred if the increases in Net Asset Value of the entrusting investment portfolios are higher than basis thresholds as indicated in the entrustment contracts.

## (iv) Interest income

Interest income is recognised on a time proportion basis with reference to the principal outstanding and the applicable interest rate.



Form B09 - CTQ

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

## (v) Gains from investment in fund certificates

Gains from investment in fund certificates are determined based on the difference between the selling prices and the average costs of fund certificates.

## (m) Leases

## Lease payments

Payments made under operating leases are recognised in the statement of income on a straight-line basis over the term of the lease. Lease incentives received are recognised in the statement of income as an integral part of the total lease expense, over the term of the lease.

## (n) Related parties

Parties are considered to be related to the Company if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions, or where the Company and the other party are subject to common control or significant influence. Related parties may be individuals or corporate entities and include close family members of any individual considered to be a related party.

Related companies refer to the investors, their ultimate parent companies, subsidiaries and associates of investors and funds managed by the Company.

## (o) Nil balances

Items or balances required by the Circular 125 that are not shown in these financial statements indicate nil balances.

## (p) Comparative information

Comparative information in these financial statements is presented as corresponding figures. Under this method, comparative information for the prior year are included as an integral part of the current year financial statements and are intended to be read only in relation to the amounts and other disclosures relating to the current year. Accordingly, the comparative information included in these financial statements is not intended to present the Company's financial position, results of operation or cash flows for the prior year.

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

# 4. Cash and cash equivalents

	31/12/2020 VND	31/12/2019 VND
Cash on hand Demand deposits at banks	4,814,719 4,609,828,043	4,814,719 6,829,519,958
	4,614,642,762	6,834,334,677

# 5. Short-term investments

31/12/2020	31/12/2019
VND	VND
78,634,639,970	78,634,639,970
171,994,182,684	194,377,214,327
250,628,822,654	273,011,854,297
	VND  78,634,639,970 171,994,182,684

(i) Details of short-term investments in fund units are as follows:

	31/12	2/2020	31/12/2019	
	Quantity	Cost VND	Quantity	Cost VND
VCBF Tactical Balanced				
Fund ("VCBF-TBF")	1,409,027.88	14,146,639,985	1,409,027.88	14,146,639,985
VCBF Blue Chip Fund		1.4.407.000.005	1 442 007 00	14 407 000 005
("VCBF-BCF") VCBF Fixed Income Fund	1,443,027.88	14,487,999,985	1,443,027.88	14,487,999,985
("VCBF-FIF")	5,000,000.00	50,000,000,000	5,000,000.00	50,000,000,000
	7,852,055.76	78,634,639,970	7,852,055.76	78,634,639,970

<sup>(</sup>ii) These represent deposits at banks in VND with original terms exceeding 3 months from the placement date, remaining term below 12 months from the end of the annual accounting period and earning interest rates ranging from 4.9% to 7.6% (31/12/2019: from 7.05% to 7.5%) per annum.

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## 6. Receivables from operating activities

	31/12/2020 VND	31/12/2019 VND
Management fee receivable	4,082,216,182	7,003,668,331
Receivables on incentive fees	17,996,297,038	2,511,239,045
Receivables on investment consultancy fees	418,272,727	_
Other receivables from operating activities	121,396,148	170,972,248
	22,618,182,095	9,685,879,624

## Other receivables 7.

	31/12/2020 VND	31/12/2019 VND
Interest receivable from deposits at banks Interest receivable from bonds	3,600,357,911 278,684,926	4,544,272,283
Other receivables	32,583,277	4.544.070.002
	3,911,626,114	4,544,272,283

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

# 8. Tangible fixed assets

2020	Office equipment VND	Motor vehicles VND	Total VND
Cost			
Opening balance	2,723,823,825	4,156,246,214	6,880,070,039
Additions	439,234,000	1,125,165,000	1,564,399,000
Disposal	- ((00 515 000)	(1,247,540,000)	(1,247,540,000)
Written off	(620,515,800)		(620,515,800)
Closing balance	2,542,542,025	4,033,871,214	6,576,413,239
Accumulated depreciation			
Opening balance	2,578,987,933	3,050,116,216	5,629,104,149
Charge for the year	101,764,540	291,680,332	393,444,872
Disposal	-	(1,247,540,000)	(1,247,540,000)
Written off	(620,515,800)	-	(620,515,800)
Closing balance	2,060,236,673	2,094,256,548	4,154,493,221
Net book value			
Opening balance	144,835,892	1,106,129,998	1,250,965,890
Closing balance	482,305,352	1,939,614,666	2,421,920,018
Closing butanee	102,000,000	1,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	2, 121, 120,010
-			
2019	Office equipment VND	Motor vehicles VND	Total VND
2019 Cost	Office equipment VND	Motor vehicles VND	Total VND
Cost			
	VND	VND	VND
Cost Opening balance	VND 2,966,776,425	VND	VND 7,123,022,639
Cost Opening balance Additions	VND 2,966,776,425 89,133,000	VND	VND 7,123,022,639 89,133,000
Cost Opening balance Additions Written off Closing balance	VND  2,966,776,425 89,133,000 (332,085,600)	VND 4,156,246,214	VND 7,123,022,639 89,133,000 (332,085,600)
Cost Opening balance Additions Written off Closing balance Accumulated depreciation	VND  2,966,776,425 89,133,000 (332,085,600)  2,723,823,825	VND 4,156,246,214	VND 7,123,022,639 89,133,000 (332,085,600) 6,880,070,039
Cost Opening balance Additions Written off Closing balance  Accumulated depreciation Opening balance	VND  2,966,776,425 89,133,000 (332,085,600)  2,723,823,825  2,742,853,206	VND  4,156,246,214  4,156,246,214  2,804,309,548	VND  7,123,022,639 89,133,000 (332,085,600)  6,880,070,039  5,547,162,754
Cost Opening balance Additions Written off Closing balance Accumulated depreciation	VND  2,966,776,425 89,133,000 (332,085,600)  2,723,823,825	VND 4,156,246,214	VND 7,123,022,639 89,133,000 (332,085,600) 6,880,070,039
Cost Opening balance Additions Written off Closing balance  Accumulated depreciation Opening balance Charge for the year	2,966,776,425 89,133,000 (332,085,600) 2,723,823,825 2,742,853,206 168,220,327	VND  4,156,246,214  4,156,246,214  2,804,309,548	7,123,022,639 89,133,000 (332,085,600) 6,880,070,039 5,547,162,754 414,026,995
Cost Opening balance Additions Written off Closing balance  Accumulated depreciation Opening balance Charge for the year Written off Closing balance	2,966,776,425 89,133,000 (332,085,600) 2,723,823,825 2,742,853,206 168,220,327 (332,085,600)	4,156,246,214 	7,123,022,639 89,133,000 (332,085,600) 6,880,070,039 5,547,162,754 414,026,995 (332,085,600)
Cost Opening balance Additions Written off Closing balance  Accumulated depreciation Opening balance Charge for the year Written off Closing balance Net book value	2,966,776,425 89,133,000 (332,085,600) 2,723,823,825 2,742,853,206 168,220,327 (332,085,600) 2,578,987,933	VND  4,156,246,214   4,156,246,214  2,804,309,548 245,806,668   3,050,116,216	7,123,022,639 89,133,000 (332,085,600) 6,880,070,039 5,547,162,754 414,026,995 (332,085,600) 5,629,104,149
Cost Opening balance Additions Written off Closing balance  Accumulated depreciation Opening balance Charge for the year Written off Closing balance	2,966,776,425 89,133,000 (332,085,600) 2,723,823,825 2,742,853,206 168,220,327 (332,085,600)	4,156,246,214 	7,123,022,639 89,133,000 (332,085,600) 6,880,070,039 5,547,162,754 414,026,995 (332,085,600)

Included in tangible fixed assets as of 31 December 2020, were assets costing VND3,377 million (31/12/2019: VND5,047 million) which were fully depreciated but which are still in active use.

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# 9. Intangible fixed assets

2020	Software VND	Golf club memberships VND	Total VND
Cost Opening and closing balance	2,913,134,895	1,578,528,000	4,491,662,895
Accumulated amortisation Opening balance Charge for the year	1,443,484,898 345,800,004	973,849,935 78,926,400	2,417,334,833 424,726,404
Closing balance	1,789,284,902	1,052,776,335	2,842,061,237
Net book value Opening balance Closing balance	1,469,649,997 1,123,849,993	604,678,065 525,751,665	2,074,328,062 1,649,601,658
2019	Software VND	Golf club memberships VND	Total VND
Cost Opening balance Additions	1,184,134,895 1,729,000,000	1,578,528,000	2,762,662,895 1,729,000,000
Closing balance	2,913,134,895	1,578,528,000	4,491,662,895
Accumulated amortisation Opening balance Charge for the year	1,184,134,895 259,350,003	894,923,535 78,926,400	2,079,058,430 338,276,403
Closing balance	1,443,484,898	973,849,935	2,417,334,833
Net book value Opening balance Closing balance	-	683,604,465	683,604,465 2,074,328,062

Intangible fixed assets as of 31 December 2020 were assets costing VND1,184 million (31/12/2019: VND1,184 million) which were fully amortised but which are still in use.



# Vietcombank Fund Management

Notes to the financial statements for the year ended 31 December 2020 (continued)

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

# 10. Other long-term investments

	31/12/2020 VND	31/12/2019 VND
Deposits at bank (i) Bonds (ii)	40,000,000,000	7,000,000,000
	40,000,000,000	7,000,000,000

- (i) As at 31 December 2019, other long-term investments represent deposits at bank in VND with the remaining term to maturity of more than 12 months from the annual accounting period and earning interest rate of 7.5% per annum.
- (ii) As at 31 December 2020, other long-term investments represent the investment in bonds issued by well-known financial institutions in VND with terms ranging from 7 to 10 years and earning interest rates ranging from 6.9% to 7.0% per annum.

# 11. Other long-term assets

Other long-term assets represent deposits for office rental of the Company.

# 12. Taxes and others payable to State Treasury

	31/12/2020 VND	31/12/2019 VND
Corporate income tax	1,146,438,841	969,633,530
Personal income tax	535,183,183	531,243,014
Value added tax	42,373,318	70,628,848
	1,723,995,342	1,571,505,392

# Contributed capital

The Company's authorised and contributed charter capital is:

	31/12/2020 and 31/12/2019	
	VND	%
Joint Stock Commercial Bank for Foreign Trade of Vietnam	135,150,000,000	51%
Franklin Templeton Capital Holdings Private Limited	129,850,000,000	49%
	265 000 000 000	1000
	265,000,000,000	100%

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

## 14. Total revenue

Total revenue represents the gross invoiced value of services rendered exclusive of value added tax.

Revenue comprised:

	2020 VND	2019 VND
Management fees from entrusting investment management activities (i)	28,904,320,815	31,454,365,849
Management fees from fund management activities (ii)	8,676,559,308	13,066,640,249
Incentive fees (iii)	17,996,297,038	2,511,239,045
Investment consultancy fees	418,272,727	- 470 125 274
Others	426,604,683	678,125,274
	56,422,054,571	47,710,370,417

- (i) The Company is managing entrusting investment portfolios for some customers. The Company earns management fee based on the committed fund or Net Asset Value of the entrusting investment portfolios.
- (ii) The Company is managing three funds, namely VCBF Tactical Balanced Fund, VCBF Blue Chip Fund and VCBF Fixed Income Fund. Under the funds' charters, the funds are charged by the Company a monthly management fee based on their Net Asset Value at month end.
- (iii) The Company also receives an annual performance incentive if Net Asset Value of the entrusting investment portfolio is higher than a basis threshold as indicated in the entrustment contracts.

# 15. Operating expenses

	2020 VND	2019 VND
Salary and related expenses Depreciation of fixed assets Other expenses	15,060,425,770 378,010,577 3,647,770,035	12,120,601,229 310,872,236 4,307,226,031
	19,086,206,382	16,738,699,496

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1,035,553

1,035,553

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

1,798,830

15,798,830

# 16. Financial income

17.

	2020 VND	2019 VND
Interest income from deposits at banks Interest income from bonds Gain from investment in fund certificates Foreign exchange gains	14,594,193,097 152,273,973 - 22,642,611	14,654,217,945 - 5,575,129,970 1,283,702
	14,769,109,681	20,230,631,617
Financial expenses	2020	2040
	2020 VND	2019 VND
Expense for securities trading	14,000,000	_

# 18. General and administration expenses

Foreign exchange losses

	2020 VND	2019 VND
Salary and related expenses Office rental Public relation Transportation Depreciation of fixed assets Telecommunication Tax and legal fee Other expenses	16,017,496,179 4,603,778,850 1,302,426,743 401,208,194 440,160,699 445,820,541 262,231,119 4,970,870,588	14,921,257,718 4,475,585,971 1,750,923,333 711,229,751 441,431,162 437,638,611 265,641,088 5,880,640,736
	28,443,992,913	28,884,348,370

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

# 19. Corporate income tax

# (a) Recognised in the statement of income

Recognised in the statement of income		
	2020 VND	2019 VND
Current tax expense Current year	3,384,913,939	969,633,530
Deferred tax expense Reversal of temporary differences	-	3,530,499,183
Corporate income tax expense	3,384,913,939	4,500,132,713
Reconciliation of effective tax rate		
	2020 VND	2019 VND
Accounting profit before tax	23,918,802,491	22,316,918,615
Tax at the Company's tax rate Non-deductible expenses Changes in temporary differences Tax reduction (*)	4,783,760,498 51,818,186 12,657 (1,450,677,402)	4,463,383,723 36,699,360 49,630
Corporate income tax expense	3,384,913,939	4,500,132,713

<sup>(\*)</sup> According to Decree No. 114/2020/ND-CP dated 25 September 2020 of the Government, the Company is entitled to 30% reduction of corporate income tax payable of the 2020 tax period as its total revenue in 2020 does not exceed VND200 billion.

## (c) Applicable tax rates

**(b)** 

Under the terms of the prevailing Income Tax Law, the Company has an obligation to pay the government income tax at the rate of 20% of taxable profits.

# Notes to the financial statements for the year ended 31 December 2020 (continued)

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

# 20. Cash held on behalf of entrusting investors

Movements in cash held on behalf of entrusting investors during the year were as follows:

	2020 VND	2019 VND
Opening balance Net increase/(decrease)	47,231,705,668 4,460,151,976	55,215,214,517 (7,983,508,849)
Closing balance	51,691,857,644	47,231,705,668

# 21. Securities held on behalf of entrusting investors

31/12/2020	Domestic	Foreign	
	entrusting investors	entrusting investors	Total
	VND	VND	VND
Listed shares	944,985,308,936	-	944,985,308,936
Detail of devaluated securities:			
BSR	436,564,975	-	436,564,975
CNG	16,895,140,110	-	16,895,140,110
DSN	4,562,279,236	-	4,562,279,236
NCT	36,707,384,880	-	<i>36,707,384,880</i>
NT2	44,411,535,601	-	44,411,535,601
PAC	8,723,482,527	-	8,723,482,527
PTB	2,070,321,870	-	2,070,321,870
SKG	30,113,301,510	-	30,113,301,510
VHC	601,950,000	-	601,950,000
VIT	6,501,459,938	-	6,501,459,938
Bonds	155,435,738,124	441,426,915,800	596,862,653,924
Certificates of deposits	-	87,500,000,000	87,500,000,000
	1,100,421,047,060	528,926,915,800	1,629,347,962,860
31/12/2019	Domestic entrusting	Foreign entrusting	T-4-1
	investors VND	investors VND	Total VND
•	VIND	VND	VND
Listed shares	900,711,321,748	-	900,711,321,748
Detail of devaluated securities:			
BCC	20,680,640,656	-	20,680,640,656
BMP	20,599,822,054	-	20,599,822,054
BSR	1,088,198,766	-	1,088,198,766
BWE	30,421,415,873	-	30,421,415,873



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31/12/2019	Domestic entrusting investors VND	Foreign entrusting investors VND	Total VND
CNG	15,426,389,930	_	15,426,389,930
CTD	1,181,181,300		1,181,181,300
CTG	15,047,677,655		15,047,677,655
DGC	25,422,924,631		25,422,924,631
DPM	30,884,523,856	_	30,884,523,856
GDT	7,577,293,990		7,577,293,990
GMC	1,934,063,189		1,934,063,189
HPG	24,432,119,919		24,432,119,919
IMP	3,613,853,524		3,613,853,524
LAS	5,635,226,220		5,635,226,220
LPB	10,291,508,008		10,291,508,008
LTG	2,858,608,128		2,858,608,128
MSH	6,637,723,467		6,637,723,467
NCT	24,975,789,272		24,975,789,272
NDN	123,900,000	_	123,900,000
NLG	18,092,711,180		18,092,711,180
NT2	42,719,864,760	_	42,719,864,760
PAC	9,945,395,302	_	9,945,395,302
PCI	2,738,749,998		2,738,749,998
PET	27,599,887,582	_	27,599,887,582
PLC	17,442,122,425	_	17,442,122,425
PME	16,422,152,750	_	16,422,152,750
POM	1,258,351,185	_	1,258,351,185
POW	17,295,455,927	_	17,295,455,927
PSD	1,727,613,760	_	1,727,613,760
PVS	34,124,220,562		34,124,220,562
PHR	23,701,146,770	_	23,701,146,770
QNS	6,951,007,966	_	6,951,007,966
SDT	905,528,320	_	905,528,320
SKG	27,036,754,273		27,036,754,273
TCM	8,354,387,426	_	8,354,387,426
TDM	915,994,870	_	915,994,870
TMS	489,382,800	_	489,382,800
TRA	8,731,591,429	_	8,731,591,429
VIB	5,201,762,469		5,201,762,469
VIT	6,953,931,538		6,953,931,538
VNS	6,240,873,675	_	6,240,873,675
VSC	33,886,839,501	_	33,886,839,501
VTP	4,987,802,612	-	4,987,802,612
Bonds Certificates of deposits	1,049,912,139,558	433,676,043,000 61,800,000,000	1,483,588,182,558 61,800,000,000
and the second	1,950,623,461,306	495,476,043,000	2,446,099,504,306
	1,200,023,701,300	775,770,045,000	2,770,077,304,300

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

# 22. Receivables of entrusting investors

	31/12/2020 VND	31/12/2019 VND
Dividends receivable	4,148,088,000	5,320,166,500
Interest receivable	12,038,632,794	27,299,843,994
Receivables from sale of securities	8,302,039,904	1,616,973,795
Other receivables	30,000,000	65,000,000
	24,518,760,698	34,301,984,289

# 23. Payables of entrusting investor

	31/12/2020 VND	31/12/2019 VND
Payables for purchases of securities Payables on custody fees Payables on entrusting investment management fees Other payables	9,043,615,365 162,689,361 21,386,716,614 55,055,674	8,215,465,060 147,245,376 8,579,434,982 155,142,400
	30,648,077,014	17,097,287,818

# Vietcombank Fund Management

Notes to the financial statements for the year ended 31 December 2020 (continued)

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

# 24. Significant transactions and balances with related parties

# (a) Significant balances with related parties

	Balance as at	
	31/12/2020 VND	31/12/2019 VND
Joint Stock Commercial Bank for Foreign Trade of Vietnam		
Deposits Receivables on entrusting investment management fee	4,597,603,855	6,823,080,703 3,059,102,976
Franklin Templeton Capital Holdings Private Limited		
Receivables on entrusting investment management fee	1,638,549,687	1,553,271,676
Receivables on incentive fees	3,630,536,691	2,511,239,045
Receivables on investment consultancy fees	418,272,727	-
VCBF Tactical Balanced Fund		
Investments in fund certificates	14,146,639,985	14,146,639,985
Receivables on fund management fee	243,098,495	282,297,515
Receivables on commission fee	36,088,963	82,881,727
VCBF Blue Chip Fund		
Investments in fund certificates	14,487,999,985	14,487,999,985
Receivables on fund management fee	451,114,165	648,457,869
Receivables on commission fee	69,780,480	77,978,516
VCBF Fixed Income Fund		
Investments in fund certificates	50,000,000,000	50,000,000,000
Receivables on fund management fee	6,362,793	45,985,651
Receivables on commission fee	7,826,705	10,112,005

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

# (b) Significant transactions with related parties

	Transaction value	
	2020 VND	2019 VND
VCBF Tactical Balanced Fund		
Management fee	2,711,457,714	3,913,165,480
Commission fee	145,284,807	307,938,552
VCBF Blue Chip Fund		
Management fee	5,622,352,521	8,942,266,811
Commission fee	243,065,995	330,490,957
VCBF Fixed Income Fund		
Management fee	342,749,073	211,207,958
Commission fee	38,253,881	39,695,765
Joint Stock Commercial Bank for Foreign Trade of Vietnam		
Entrusting investment management fee	8,962,926,752	12,258,140,326
Interest income from deposits	5,308,290	5,841,223
Franklin Templeton Capital Holdings Private Limited		
Entrusting investment management fee	6,369,880,711	6,511,378,578
Incentive fees	3,630,536,691	2,511,239,045
Receivables on investment consultancy fees	418,272,727	-
Board of Management		
Salary and bonus	2,804,204,090	2,734,106,591

# 25. Financial risk management

The Company has exposure to the following risks from its use of financial instruments:

- Credit risk;
- · Liquidity risk; and
- Market risk.

This note presents information about the Company's exposure to each of the above risks, the Company's objectives, policies and processes for measuring and managing risk.

The Company's Board of Directors oversees how Board of Management monitors compliance with the Company's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Company.

# Vietcombank Fund Management

## Notes to the financial statements for the year ended 31 December 2020 (continued)

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## (a) Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers, receivables from operating activities, other receivables and investments in debt securities.

The total of carrying amounts of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the end of the annual accounting period was as follows:

	Note	31/12/2020 VND	31/12/2019 VND
Cash in banks and cash equivalents	(i)	4,609,828,043	6,829,519,958
Term deposits at banks	(i)	171,994,182,684	201,377,214,327
Receivables from operating activities	(ii)	22,618,182,095	9,685,879,624
Other receivables	(ii)	3,911,626,114	4,544,272,283
Bonds	(iii)	40,000,000,000	-
		243,133,818,936	222,436,886,192

# (i) Cash in banks, cash equivalents and term deposits at banks

Cash in banks, cash equivalents and term deposits at banks of the Company are mainly held with well-known financial institutions. Board of Management does not foresee any significant credit risks from these deposits and does not expect that these financial institutions may default and cause losses to the Company.

## (ii) Trade receivables, receivables from operating activities and other receivables

Account receivables mainly include management fee receivables and interest receivable from deposits at banks. Credit risk is considered minimal as these are mainly receivables from entrusting investments and funds managed by the Company and receivables from well-known financial institutions.

# (iii) Bonds

The Company has invested in bonds issued by well-known financial institutions. The Board of Management does not foresee any significant credit risks from these deposits and does not expect that these financial institutions may default and cause losses to the Company.



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## (b) Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

The financial liabilities with fixed or determinable payments have the following contractual maturities including the estimated interest payments:

	Carrying amount VND	Contractual cash flow VND	Within one year VND
31/12/2020			
Accounts payable to suppliers	96,266,000	96,266,000	96,266,000
Accrued expenses	4,941,942,704	4,941,942,704	4,941,942,704
Other short-term payables	6,529,613	6,529,613	6,529,613
	5,044,738,317	5,044,738,317	5,044,738,317
31/12/2019			
Accrued expenses	823,783,555	823,783,555	823,783,555
Other short-term payables	5,029,613	5,029,613	5,029,613
	828,813,168	828,813,168	828,813,168

## (c) Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Company's results of operations or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

## (i) Currency risk

The Company had the following net monetary asset position exposed to currency risk:

	31/12/2020 VND equivalent	31/12/2019 VND equivalent
Cash and cash equivalents in USD	13,595,035	15,006,942

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The followings are the significant exchange rates applied by the Company:

	Exchange rate as at	
	31/12/2020	31/12/2019
USD/VND	23,005	23,230

Below is an analysis of the possible impact on the net profit of the Company, after taking into account the current level of exchange rates and the historical volatility as well as market expectations at the end of the annual accounting period. This analysis assumes that all other variables, in particular interest rates, remain constant.

Effect to profit before tax	
31/12/2020 VND	31/12/2019 VND
135,950	150,069
	31/12/2020 VND

At the end of the annual accounting period, the opposite movement of USD would have the equal but opposite effect to the profit before tax of the Company.

## (ii) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of the Company's financial instruments will fluctuate as a result of changes in market interest rates.

At the end of the annual accounting period, the interest rate profile of the Company's interest-bearing financial instruments was:

	Carrying amount	
	31/12/2020	31/12/2019
	VND	VND
Fixed rate instruments		
Cash in banks and cash equivalents	4,609,828,043	6,829,519,958
Term deposits at banks	171,994,182,684	201,377,214,327
Bonds	40,000,000,000	-
	216,604,010,727	208,206,734,285
	4	

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ed by:

Ve Quang Dong

Chief Executive Officer

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### (iii) Market price risk

Market price risk is the risk that the value of the financial instruments will decrease as a result of change in equity indices and the values of individual securities. The Company invests and trades in fund units of the VCBF Tactical Balanced Fund, the VCBF Blue Chip Fund and VCBF Fixed Income Fund (Note 5) and is exposed to market price risk of listed securities in their entrusting investment portfolios.

As at 31 December 2020, market value of investments in these funds is VND115,063,832,006. If the market value of investments in these funds decreased by 10% as at 31 December 2020 and all other variables remained constant, net profit of the Company for the year would decrease by VND990,400,000.

26 March 2021

Prepared by:

Reviewed by:

Ngo Thi Le Quyen Accountant

Nguyen Bang Tam Chief Accountant