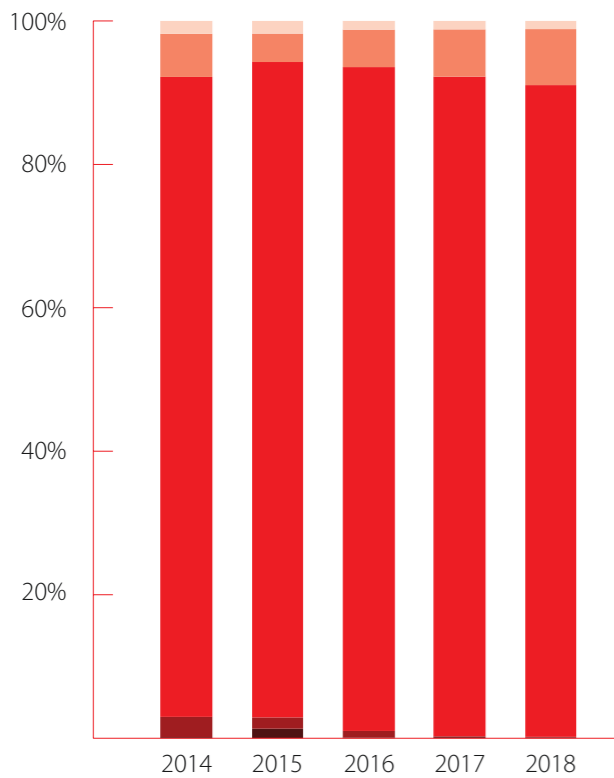


REVENUE STRUCTURE

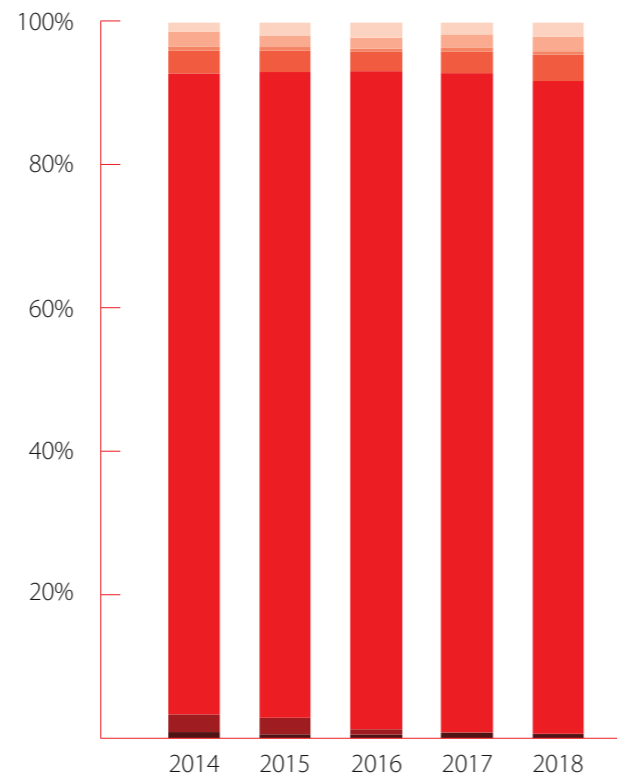
SAVICO' revenue earned from sales and services (after-sale services of commercial and property leasing services), revenue from interim services and financial services is decreasing. With an orientation of trading-service as core business, SAVICO has effectively implemented service sector to ensure a stable and sustainable development with an annual average revenue growth in 2014-2018 period of 24.8%.



- Revenue from financial services
- Revenue of transfer of real estate
- Revenue from sales
- Revenue from service supplying
- Revenue from real estate leasing

COST STRUCTURE

With core business activities focusing on trading-service, cost of merchandise goods accounts a majority of the company's most sensible cost structure. This is followed by labour and staff costs, outside services cost (space, workshop, service leasing, etc.)



- Financial cost
- Cost of real estate sold
- Cost of merchandise goods
- Labour and staff costs
- Depreciation and amortisation
- Outside services
- Other costs

CONTRIBUTION TO STATE BUDGET

With a consolidated revenue increasing by 17.5%/year, total consolidated corporate income tax expense of SAVICO contributed to State Budget increases by 19%/year in 2014-2018, equivalent to VND 30.8 billion in 2014 up to VND62 billion in 2018.

Contribution to the State Budget

