

Ministry of Education and Training

Ministry of Finance

Academy of Finance



NGUYỄN THANH HUYỀN

**ACCOUNTING FOR REVENUE, EXPENSES, AND BUSINESS RESULTS IN LISTED
INFORMATION TECHNOLOGY COMPANIES IN VIETNAM**

Major in Accounting

Code : 9.34.03.01

SUMMARY OF DOCTORAL THESIS IN ECONOMICS

Hanoi, 2026

The thesis was completed at: Academy of Finance

Scientific advisor: Prof., Doc. Ngô Thế Chi

Reviewer 1:

Reviewer 2:

Reviewer 3:

The dissertation will be defended before the Academy-level Dissertation Evaluation Committee,
convened at the Academy of Finance, at

The dissertation is available at:

- The National Library of Vietnam.
- The Library of Academy of Finance.

INTRODUCTION

1. The urgency of the thesis

Amid deepening international economic integration, Vietnamese enterprises have greater opportunities to expand markets and access resources, but also face significant risks and intense competition from foreign and multinational firms. To survive and achieve sustainable development, they must enhance management efficiency and ensure truthful, transparent financial reporting to strengthen investor confidence and support long-term capital mobilization. Vietnam's IT sector has grown rapidly, contributing about 14.3% of GDP and increasingly asserting its regional and global position. However, this growth remains constrained by sustainability challenges, including heavy reliance on foreign-invested enterprises and the limited participation of domestic firms in the global value chain. Moreover, the distinctive features of IT companies—such as flexible contracts, intangible outputs, and revenue recognition based on performance obligations—create complex accounting requirements in revenue recognition, cost allocation, and the determination of business results. In an increasingly transparent and tightly supervised capital market, the standardization of accounting information for listed IT companies has become more urgent. Enhancing accounting for revenue, expenses, and business results is not only a technical requirement but also a strategic factor in strengthening governance, capital mobilization, and competitiveness. Moreover, the adoption of IFRS in Vietnam under Decision No. 345/QĐ-BTC is expected to fundamentally transform the recognition and presentation of accounting information, particularly for contract- and service-based IT firms.

Based on the aforementioned theoretical and practical requirements, together with the existing limitations in the legal framework and accounting practices, the author has selected the topic: 'Accounting for Revenue, Expenses, and Business Results in Listed Information Technology Companies in Vietnam' as the research subject of this doctoral dissertation.

2. Research Overview

2.1. Overview of studies on revenue, expense, and business performance accounting in companies

2.2. Overview of studies on factors affecting revenue, expense, and business performance accounting in companies

2.3. Overall assessment of related studies and identification of the research gap of the dissertation

Through the review of published studies, both domestic and international, on revenue, expense, and business performance accounting in companies, the author draws the following conclusions:

First, existing studies mainly focus on common expenses such as cost of goods sold, selling expenses, and administrative expenses, while specific expenses of listed IT companies - such as research and product testing costs or employee share issuance costs—have not been fully addressed.

Second, most studies approach revenue, expense, and business performance accounting from a general perspective or apply it to companies as a whole, with a lack of in-depth research tailored to the specific business models of listed IT companies.

Third, the contract-based accounting approach—a key factor for IT companies—has only been mentioned to a limited extent and has not been systematically analyzed or closely linked to accounting practices.

Fourth, many studies still determine the timing of revenue and expense recognition primarily based on the occurrence of transactions, without fully reflecting contract terms and the process of contract performance.

Fifth, the application of quantitative research methods in the field of revenue, expense, and business performance accounting remains limited, highlighting the need to combine qualitative and quantitative approaches to provide a more comprehensive evaluation of accounting practices in listed IT companies.

The review of related studies shows that revenue, expense, and business performance accounting is a familiar research topic. However, previous studies have typically been conducted at a single unit, enterprise, or within a specific geographical area. As a result, there are significant differences in organizational models, capital structures, financial capacity, management organization, and the use of business capital, making it difficult to apply a common research model to the practical context of listed IT companies.

Based on the practical investigation, the author confirms that this topic does not duplicate any prior research conducted in IT companies, and it represents a research gap that needs to be addressed, specifically including:

- **First, the research gap in contract-based accounting for revenue, expenses, and business performance:** Revenue and expenses in the IT industry are often recognized over multiple periods; however, current recognition practices do not fully reflect the economic substance of transactions. Listed IT companies may apply inconsistent practices within the same industry regarding project cost allocation, revenue recognition for packaged software versus customized software development contracts, as well as revenue recognition for maintenance and system operation services.
- **Second, the research gap related to the specific characteristics of the IT industry:** The IT sector is characterized by intangible products and flexible, diverse business models (such as software services, subscription models, maintenance, and project development). Traditional accounting standards have not been fully designed to suit technology-related contracts. Therefore, further research is needed to clarify the application of revenue recognition standards (such as IFRS 15/VAS 14) to software contracts, cloud computing services, and SaaS models,

as well as to analyze the degree of flexibility and subjectivity in revenue and expense recognition due to multi-stage contracts, contracts with multiple revenue streams, and contracts involving multiple performance obligations.

- **Third, a notable research gap concerns the level of compliance with accounting standards** among listed companies, particularly in the context of Vietnam's ongoing transition toward the adoption of International Financial Reporting Standards (IFRS). However, there is still a lack of studies examining the level of readiness as well as the actual implementation of IFRS in listed IT companies on the Vietnamese stock market. Comparing revenue and expense recognition methods between firms with high and low levels of compliance would help identify differences in accounting practices and assess the impact of compliance on the quality of financial information. This represents a practically significant and urgent research direction to support integration and enhance financial transparency in listed companies.
- **Fourth, the research gap in the application of technology in accounting:** Although IT companies have strong access to advanced technologies, there is limited research evaluating the level of digitalization in internal accounting systems and its impact on revenue and expense recognition. Further studies should assess the application of ERP, AI, and blockchain in accounting for revenue, expenses, and business performance, as well as analyze the impact of these technologies on the timeliness and accuracy of accounting information..

3. Research objectives of the dissertation

3.1. General objective

The dissertation aims to evaluate and improve accounting for revenue, expenses, and business performance in listed IT companies in Vietnam, based on the economic substance of contract transactions and aligned with current standards and IFRS integration. It also seeks to identify factors affecting accounting practices and propose solutions to enhance their effectiveness.

3.2. Specific objectives

- To study, systematize, and clarify the theoretical framework of revenue, expense, and business performance accounting in companies;
- To analyze and evaluate the current state of revenue, expense, and business performance accounting in listed IT companies; to study the factors affecting the application of revenue, expense, and business performance accounting in the companies within the research sample. From this, to identify the strengths, limitations, and underlying causes of these limitations in revenue, expense, and business performance accounting in these companies.

- Based on the study of both the theoretical framework and the practical situation of revenue, expense, and business performance accounting in listed IT companies, to propose solutions for improving accounting practices

*** Research question**

To support the research of the dissertation topic, the author conducts an in-depth study to answer the following questions:

- (1) What are the theories of revenue, expense, and business performance accounting in companies? Specifically, how do these apply to revenue, expenses, and business performance arising from contracts?
- (2) The content of revenue, expense, and business performance accounting from the financial accounting perspective in IT companies, based on contract execution;
- (3) The current situation of revenue, expense, and business performance accounting in listed IT companies?
- (4) What factors affect the implementation of revenue, expense, and business performance accounting in listed IT companies on the Vietnamese stock market, and what is the specific impact of each factor?
- (5) What are the solutions for improving revenue, expense, and business performance accounting in listed IT companies in Vietnam, specifically regarding revenue, expenses, and business performance arising from contracts?

4. Research object and scope

- The study of revenue, expense, and business performance accounting in listed IT companies on the Vietnamese stock market.

- Research scope: * Spatial scope: The study primarily focuses on revenue, expense, and business performance accounting of contracts in listed IT companies on the Vietnamese stock market from the financial accounting perspective. Specifically, the dissertation examines 19 listed IT companies in Vietnam on the Ho Chi Minh City Stock Exchange (HOSE) and the Hanoi Stock Exchange (HNX), excluding the Unlisted Public Company Market (UPCOM) due to unreliable financial accounting data and lower transparency. The study mainly analyzes parent company (non-consolidated) data of several large-scale companies with wide geographic distribution, such as FPT Joint Stock Company (JSC) and CMC JSC.

* Time scope: The dissertation examines financial accounting data arising in listed IT companies in Vietnam during the period from 2021 to 2025.

5. Research method

The dissertation employs a mixed research method, combining qualitative and quantitative approaches. The qualitative research is conducted through in-depth interviews and focus group discussions with management and accounting staff at 19 listed IT companies to analyze practical practices, identify limitations, and determine their causes. The quantitative research collects primary data through electronic surveys and supplementary interviews, while also using secondary data from financial reports for the period 2021–2025 to analyze influencing factors and conduct industry comparisons. This combination ensures the comprehensiveness, objectivity, and reliability of the research results.

6. Contributions of the dissertation

First, the dissertation systematizes the fundamental theoretical issues regarding revenue, expense, and business performance accounting in companies.

Second, the dissertation examines the current state of revenue, expense, and business performance accounting in listed IT companies in Vietnam.

Third, the study evaluates the impact of various factors on revenue, expense, and business performance accounting in listed IT companies in Vietnam..

Fourth, in addition to the positive aspects, the dissertation also identifies significant limitations and the underlying causes of these limitations in revenue, expense, and business performance accounting in listed IT companies in Vietnam

Fifth, the dissertation proposes solutions to improve revenue, expense, and business performance accounting for listed IT companies in Vietnam.

7. Conclusion of the dissertation

Apart from the introduction, conclusion, reference list, and appendices, the structure of the doctoral dissertation includes the following contents:

Chapter 1. Theoretical framework of revenue, expense, and business performance accounting in companies

Chapter 2. Current situation of revenue, expense, and business performance accounting in listed IT companies in Vietnam

Chapter 3. Improving revenue, expense, and business performance accounting in listed IT companies in Vietnam

Chapter 1

Theoretical framework of revenue, expense, and business performance accounting in companies

1.1. The role of revenue, expense, and business performance accounting in companies

In the corporate accounting system, revenue, expenses, and business performance constitute critical information that directly reflects the operational efficiency and value-creating capacity of an enterprise. These indicators provide an essential basis for economic decision-making by users of financial statements, such as managers, investors, creditors, and regulatory authorities. For listed companies, information on revenue, expenses, and business performance must also meet high requirements for transparency, completeness, and timeliness in accordance with stock market regulations. Proper recognition and presentation of these indicators, in line with accounting standards and principles, form the foundation for accurately determining business performance in each period, while also providing key input data for financial analysis and evaluating the company's operational effectiveness.

1.2. Identification and classification of revenue, expenses, and business performance in companies

1.2.1. Identification and classification of revenue

1.2.1.1. Identification of Revenue

The author examines various approaches to identifying revenue, including the dynamic accounting perspective, the static accounting perspective, the viewpoints of the U.S. Financial Accounting Standards Board (FASB), the International Accounting Standards Board (IASB), as well as IAS 18 and VAS 14.

Based on this analysis and building on existing perspectives, the author concludes that revenue can be defined from multiple angles. In general terms, revenue in an enterprise is the total value of economic benefits that the enterprise has received or will receive during the period from sales and service provision, financial activities, other activities, and revenue arising from fulfilling contractual obligations with customers, while simultaneously satisfying the conditions of accounting standards for revenue recognition

1.2.1.2. Classification of Revenue

The author examines various approaches to classifying revenue, including: Classification by origin; Classification by relationship with the business organizational system; Classification by

payment method; Classification by sales method; Classification by business content; Classification by product or merchandise group.

1.2.2. Identification and Classification of Expenses

1.2.2.1. Identification of Expenses

Based on the study of expense identification approaches from the dynamic accounting perspective, the FASB viewpoint, the IASB viewpoint, and VAS 01, the author summarizes expenses as follows:

“Expenses of an enterprise are all economic resource outflows incurred in the process of achieving business objectives and fulfilling contractual obligations with customers, recognized and measured in monetary terms to reflect the value of resources consumed and to serve the determination of business performance.”

1.2.2.2. Classification of Expenses

The main classifications are Classification by business activity; Classification by function of the expense; Classification by economic content of the expense; Classification by relationship with the accounting period for business performance.

1.2.3. Identification and Classification of Business Performance

1.2.3.1. Identification of Business Performance

Based on a synthesis of theoretical perspectives on identifying business performance, the author provides the following general understanding:

“Business performance is understood as the difference between revenue and the related expenses incurred during an enterprise’s operations within a specific accounting period. It reflects the efficiency of business activities and serves as a basis for evaluating the effectiveness of the enterprise’s resource utilization.”

1.2.3.2. Classification of Business Performance

Including Classification by economic content; Classification by calculation purpose; Classification by relationship with financial reporting.

1.3. Measurement and Recognition of Revenue, Expenses, and Business Performance in Companies

1.3.1. Measurement and Recognition of Revenue

Revenue Recognition Principles under IFRS 15, the recognition of goods and services is based on the **transfer of control** rather than the transfer of risks and rewards, as required under IAS 18. Control of an asset is defined by the standard as the ability to direct the use of the asset

and obtain substantially all remaining benefits from it. IFRS 15 introduces a single revenue recognition model for all contracts with customers, which consists of five steps. Step 1: Identify the contract with the customer; Step 2: Identify the performance obligations in the contract; Step 3: Determine the total transaction price; Step 4: Allocate the transaction price to the performance obligations; Step 5: Recognize revenue when (or as) performance obligations are satisfied.

1.3.2. Measurement and Recognition of Expenses

Cost measurement is the process of identifying and recognizing expenses incurred in a business's operations. An expense is only recognized in the Income Statement when it reduces future economic benefits through a decrease in asset value or an increase in liabilities, and the extent of this reduction must be reliably determined. Expense recognition must adhere to the matching principle to accurately determine the business results for the period. For expenses related to assets that generate economic benefits over multiple accounting periods, the expense should be appropriately allocated to each corresponding period. Expenses incurred during the period but not meeting the matching principle will be capitalized and recognized as assets. Specifically, expenses incurred to fulfill contracts with customers, unless subject to other accounting standards, are only recognized as assets when they are directly related to the contract, create or increase the resources for future fulfillment of obligations, and are recoverable.

1.3.3. Measurement and Recognition of Business Performance

The determination of business performance must fully comply with accounting principles, especially the principles of **consistency** and **matching (appropriateness)**. Accounting should reflect the enterprise's performance **completely and accurately** for the reporting period. Business performance must be accounted for in detail according to each type of activity (production, processing, commercial business, services, financial activities, etc.). Each type of business activity may require detailed accounting for each product, product line, and service. The revenue and income transferred to this account are net revenue and net income.

1.4. Presentation of Revenue, Expenses, and Business Performance in Enterprise Financial Statements

Accounting information on **revenue (DT), expenses (CP), and business performance (KQKD)** is primarily presented in the **Statement of Profit or Loss (Báo cáo kết quả hoạt động kinh doanh)** of the enterprise and is explained in detail in the **Notes to the Financial Statements**. The accounting information on revenue, expenses, and business results presented in the financial statements must adhere to the following principles: going concern, accrual basis, consistency, materiality and aggregation, offsetting, and comparability.

1.5. Theoretical Foundations and Factors Affecting Accounting for Revenue, Expenses, and Business Performance in Companies

1.5.1. Theoretical Foundations

1.5.2. Factors Affecting Accounting for Revenue, Expenses, and Business Performance in Companies

1.5.2.1. Objective (External) Factors Affecting Accounting for Revenue, Expenses, and Business Performance in Companies

1.5.2.2. Subjective (Internal) Factors Affecting Accounting for Revenue, Expenses, and Business Performance in Companies

1.6. Accounting for Revenue, Expenses, and Business Performance in Global Accounting Models and Lessons for Vietnam

1.6.1. Accounting for Revenue, Expenses, and Business Performance in Global Accounting Models

1.6.1.1. Accounting for Revenue, Expenses, and Business Performance under IFRS

1.6.1.2. Accounting for Revenue, Expenses, and Business Performance under Non-IFRS Models

1.6.2. Lessons for Vietnam in Accounting for Revenue, Expenses, and Business Performance

- Lesson 1: Accounting Policies, Regulations, and Standards.

- Lesson 2: Organization of Accounting for Revenue, Expenses, and Business Performance.

THE CONCLUSION OF CHAPTER 1

In Chapter 1, the author focuses on clarifying and systematizing the basic theoretical issues related to accounting for revenue, expenses, and business results in companies. Specifically, the author presents the concepts, characteristics, roles, classifications, as well as the principles for recognizing revenue, expenses, and business results in companies. In addition, the author analyzes the methods for determining business results according to each type of activity (production, trading, financial, and other activities...) and the impacts of both subjective and objective factors on the accounting process.

Not limiting the study to theoretical aspects, the author also explores revenue, expense, and business result accounting through several accounting models from different countries around the world to draw valuable lessons applicable to Vietnam. This underscores the importance of applying international accounting principles, enhancing transparency, standardizing financial information, and developing an accounting system tailored to the operational characteristics of domestic companies..

Chapter 2

The Current Situation of Revenue, Expense, and Business Result Accounting in Listed Information Technology Companies in Vietnam

2.1. The Current Situation of Revenue, Expense, and Business Result Accounting in Listed Information Technology Companies in Vietnam

2.1.1. The Formation and Development of Listed Information Technology Companies in Vietnam

2.1.2. Key Characteristics of Information Technology Companies Affecting Revenue, Expense, and Business Result Accounting

2.1.2.1. Characteristics of Organizational Management and Business Operations

In IT companies, the project- and contract-based nature of operations has a significant impact on revenue, expense, and business result accounting. Costs incurred are often unstable and must be aggregated and monitored flexibly according to projects, contracts, or execution timelines. Therefore, the accounting system needs to be designed appropriately to meet both management requirements and financial reporting needs.

2.1.2.2. Characteristics of Accounting Practices

- Regarding the organization of the accounting system: Depending on the specific characteristics such as scale, qualifications, and capabilities of accounting staff, each IT enterprise selects one of the three accounting organizational models that are widely applied in Vietnam today. A survey of listed IT companies on the stock market shows that most of these companies adopt a centralized accounting model, with 16 out of 19 companies (84.21%), while the remaining 3 out of 19 companies (15.79%) organize accounting in a decentralized manner.

- Accounting regime, bookkeeping methods, and accounting software: The survey results indicate that 100% of the IT companies in the study sample currently apply Circular 200/2014/TT-BTC and the Vietnamese Accounting Standards (VAS). No enterprise has officially adopted IFRS yet, although some are in the preparatory phase for transition. Most companies use a calendar year as the accounting period, apply straight-line depreciation, record inventory using the perpetual method, and calculate VAT using the deduction method. The accounting systems and financial statements generally comply with current regulations, with all companies using accounting software, and some having implemented ERP systems. Although Circular 200 is considered suitable for the specific characteristics of the IT sector, revenue, expense, and business result

accounting still show gaps compared to international practices due to the historical cost basis and the lack of specific guidance for individual contracts.

2.2. The Current Status of Revenue, Expense, and Business Result Accounting in Listed Information Technology Companies in Vietnam

2.2.1. The Current Status of Revenue Accounting

2.2.1.1. Identification and Classification of Revenue

In listed IT companies in Vietnam, revenue primarily arises from the sale of semi-finished products produced by the companies, domestic or imported commercial activities, and service provision. Revenue is generated based on contracts signed with customers, with varying degrees of complexity depending on the sales method and distribution channel. Survey results indicate that 100% of companies determine revenue at the fair value of amounts received or to be received, linked to the fulfillment of product transfer obligations. Revenue deductions mainly include trade discounts, sales allowances, and returned goods, including return policies for products with technical defects. In addition to revenue from sales and service provision, financial revenue includes interest on deposits, loan interest, foreign exchange differences, dividends, and shared profits. Other income arises infrequently, such as asset liquidation, sale of scrap, or contract compensation, and accounts for only a small portion of total revenue.

The survey also shows that all 19 companies (100%) in the sample classify revenue according to business activities for financial reporting purposes, including revenue from sales and service provision, financial revenue, and other income. Among these, 14 out of 19 companies (73.68%) further classify sales revenue according to the source of inventory, primarily applied in companies that both trade and sell self-produced products. Simultaneously, 100% of companies classify sales revenue by product type, with varying levels of detail depending on financial reporting requirements and internal management needs.

2.2.1.2. Revenue Measurement and Recognition

* **Measurement and Recognition of Sales and Service Revenue:** According to the survey, the following types of contracts arise in the business operations of companies and each has distinct characteristics. The author focuses on studying the current practices of revenue recognition for these contract types in listed IT companies in Vietnam, including: contracts with multiple performance obligations; contracts with variable consideration; multiple interrelated contracts; amended contracts; contracts with return rights; and contracts executed over multiple accounting periods.

* **Measurement and Recognition of Financial Revenue:** In principle, financial revenue is recognized on an accrual basis; however, in practice, many listed IT companies in Vietnam only record revenue when cash is received. This approach ensures certainty but does not fully reflect the accrual principle, especially for amounts earned at the end of the period but not yet collected.

* **Measurement and Recognition of Other Income**

2.2.1.3. Presentation of Revenue Accounting Information in Financial Statements

Revenue information in listed IT companies is presented in the Income Statement, Cash Flow Statement, and Notes to the Financial Statements in accordance with current regulations, with key indicators including revenue from sales and service provision, financial revenue, and other income. Some companies have further separated revenue by business activity, which helps assess the performance of each sector. However, disclosure remains limited, particularly regarding significant judgments related to contracts and estimated revenue, making it difficult for users of financial statements to assess the nature and degree of uncertainty of revenue and cash flows.

2.2.2. The Current Status of Expense Accounting

2.2.2.1. Identification and Classification of Expenses

All companies in the study sample determine expenses based on the principle of matching them with revenue. Expenses related to sales activities that generate sales revenue are fully recognized by listed IT companies, including cash expenses, cost of goods sold, depreciation and provision expenses, payable expenses (such as asset repairs, intellectual property licensing fees, accrued electricity costs, promotions, etc.), prepaid expenses (such as asset repairs, use of tools and supplies, insurance), selling expenses, and general administrative expenses...

According to the survey, all 19 companies (100%) in the study sample classify expenses based on their purpose and economic utility. Similarly, all 19 companies (100%) classify expenses by cost elements, including inventory costs, labor costs, depreciation of fixed assets, outsourced service costs, and other cash expenses.

2.2.2.2. Measurement and Recognition of Expenses

* **Measurement and Recognition of Cost of Goods Sold:** In the listed IT companies within the study sample, expenses are recognized in correspondence with revenue based on customer contracts and in accordance with the matching principle, regardless of the timing of cash payments. Expenses are recorded based on valid accounting documents at the time of occurrence or when there is a reasonably certain expectation that they will arise in the future. For the cost of goods

sold (COGS), recognition occurs at different points, primarily upon invoicing, issuing goods from inventory, or upon contract settlement and acceptance. The value of COGS is mainly determined using the weighted average method or first-in, first-out (FIFO), with certain excess costs recorded directly in COGS. Most companies establish provisions for inventory write-downs to mitigate the risk of price declines, while some do not make provisions due to the nature of their business items. At the end of the period, COGS is transferred to determine business results and is accounted for in detail according to criteria such as sales method, product group, business location, or a combination of these criteria.

* **Measurement and Recognition of Selling Expenses:** Survey results indicate that the timing of expense recognition in listed IT companies does not fully comply with the accrual principle, as most companies record expenses based on invoices and input documents, while also being significantly influenced by tax regulations. Selling expenses primarily arise in the sales department and are fully recognized according to cost elements such as employee expenses, commissions, advertising, promotions, depreciation, and other related costs. Most companies classify selling expenses by expense category. From an economic perspective, allocating selling expenses based on cost of goods sold and by individual expense categories is considered more reasonable, as it better reflects the relationship between costs and resource consumption.

* **Measurement and Recognition of General and Administrative Expenses:** Survey results indicate that the timing of recognition of general and administrative expenses (G&A) in listed IT companies does not fully comply with the accrual principle under IFRS, as most companies record expenses based on invoices and input documents and remain significantly influenced by tax regulations. G&A expenses are primarily classified according to their function, while a small number of companies classify them by nature.

* **Measurement and Recognition of Financial Expenses:** According to the research results collected from listed IT companies, financial expenses primarily include interest expenses, payment discounts, and realized and unrealized foreign exchange losses. Detailed accounting of financial expenses is strictly maintained, with all 19 companies (100%) in the survey implementing detailed accounting for each individual expense item.

* **Measurement and Recognition of Other Expenses:** Detailed accounting of other expenses, according to the survey results, shows that all 19 companies (100%) implement detailed accounting for each individual other expense item.

* **Measurement and Recognition of Corporate Income Tax Expenses**

*** Measurement and Recognition of Certain Specific Expenses**

- Expenses for Share Issuance under Employee Stock Option Programs (ESOP)
- Research and Development Expenses (R&D Expenses).

2.2.2.3. Presentation of Expenses in Financial Statements

Expense information in listed IT companies is fully presented in financial statements in accordance with Circular 200/2014/TT-BTC. In the Statement of Financial Position, expenses are indirectly reflected through liabilities and related financial obligations, including accounts payable, accrued expenses, borrowings and finance lease obligations, as well as deferred income tax liabilities. In the Income Statement, expenses are presented directly through line items such as cost of goods sold, financial expenses, selling expenses, general and administrative expenses, other expenses, and corporate income tax expenses. Companies also break down expenses by business activity, department, and contract to support management requirements and performance evaluation. For ongoing contracts, information on beginning and ending balances of expenses and payables is presented in relatively detailed form by contract and by supplier. However, the disclosures mainly describe balances and movements, and do not fully reflect changes related to transaction price estimates, timing of performance obligations, or uncertainties arising from contracts.

2.2.3. The Current Status of Accounting for Business Results

2.2.3.1. Identification and Classification of Business Results

Business results represent the final outcome of operating activities, financial investment activities, and other activities over a specific period. Business results are reflected as the profit or loss for the period.

According to the survey, all 19 companies classify business results by the nature of each activity, including: results from operating (production and trading) activities, results from financial activities, and results from other activities.

2.2.3.2. Measurement and Recognition of Business Results

According to the survey results, all 19 companies (100%) record and determine detailed business results from operating and financial activities on a quarterly, semi-annual, and annual basis, with 10 out of 19 companies (53%) also recording and determining results on a monthly basis. Business results are monitored according to various criteria, such as the main business activities, including production, processing, and other service activities such as warehouse leasing,

transportation, and commissioned import-export operations. Results from main business activities are often further tracked by distribution channel: revenue through domestic wholesale channels accounts for approximately 70%, revenue through retail channels via branch networks accounts for 26%, and the remaining 4% is distributed through export channels. In addition, many companies monitor business results in detail for each product group.

2.2.3.3. Presentation of Business Results in Financial Statements

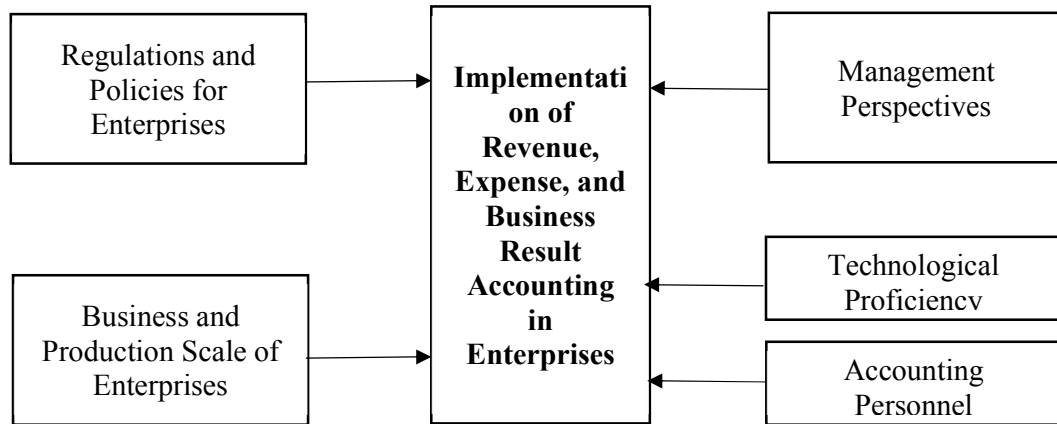
Information on business results of listed IT companies is fully presented in the financial statements and Notes to the Financial Statements in accordance with current regulations. Companies have disclosed business results by each activity; however, significant judgments and changes related to contracts have not been fully disclosed. As a result, users of the financial statements face difficulties in assessing the nature, timing, and degree of uncertainty of revenue, expenses, and cash flows. Material errors from prior years are retrospectively adjusted and comparative information is presented as required. Overall, the financial statements do not fully reflect the composition of business results based on economic substance and the relevant estimates and assumptions.

2.3. Identification of Key Factors Affecting Revenue, Expenses, and Business Result Accounting in Listed Information Technology Companies in Vietnam

2.3.1. Research Model, Methods, and Hypotheses

- **Basis for Selecting the Research Model:** According to Hair et al. (1998), the minimum sample size for exploratory factor analysis (EFA) should be at least five times the number of observed variables, while Tabachnik and Fidell (1996) suggest that the sample size for regression analysis is $n = 50 + 8m$. With 18 observed variables and 5 independent variables, the minimum sample size is determined to be 90; therefore, selecting 120 survey samples is appropriate. The author distributed 140 questionnaires to managers and accounting staff across 19 listed IT companies. A total of 120 valid responses were collected (86%), meeting the requirements for quantitative analyses in the study.

- **Research Model:** Based on domestic and international qualitative studies on the factors affecting revenue, expenses, and business result accounting in companies, as well as the characteristics of listed IT companies on the Vietnamese stock market, the author proposes a research model of factors influencing revenue, expense, and business result accounting in listed IT companies in Vietnam as follows:



If the impact of factors on revenue, expense, and business result accounting in listed IT companies in Vietnam is denoted as **TH**, and the influencing factors are represented in the following order: **CS** (Regulations and Policies), **QM** (Business and Production Scale), **QT** (Implementation of Accounting for Revenue, Expenses, and Business Results), **NS** (Accounting Personnel), and **CN** (Technological Proficiency), then the research model can be expressed as the following standardized regression equation:

$$\mathbf{TH} = \mathbf{mCS} + \mathbf{mQM} + \mathbf{mQT} + \mathbf{mCN} + \mathbf{mNS} + \zeta\mathbf{TH}$$

Where: **mi** is the standardized coefficient (also referred to as the impact level of factor **i** on **TH**). $\zeta\mathbf{TH}$ is the error term (also referred to as the effect of other factors not yet identified).

Research Method: The survey questions were constructed using a 5-point Likert scale, ranging from 1 “Strongly Disagree” to 5 “Strongly Agree.” The data were cleaned using frequency and percentage tables to check and organize the responses. The reliability of the scales was assessed using the composite reliability (CR) coefficient, while convergent validity and discriminant validity were tested using the AVE index and the Fornell–Larcker criterion, respectively. To quantify the relationships among variables in the research model, the author employed the Partial Least Squares Structural Equation Modeling (PLS-SEM) approach.

- Research Hypotheses:

+ Hypotheses 1. *The factor of government regulations and policies has a positive impact on the implementation of revenue, expense, and business result accounting in companies.* Legal guidelines are an important factor directly affecting the quality of accounting organization in companies, as they shape the framework and principles of accounting practices in compliance with the law and management requirements of the country where the enterprise operates. In Vietnam, companies conduct accounting based on legal documents such as the Accounting Law, *decrees*,

circulars, accounting standards, as well as regulations guiding the application of financial accounting within companies. For financial accounting, this system of legal documents is usually designed in a detailed and specific manner to ensure transparency, accuracy, and consistency in financial statements, while also creating a mandatory legal framework that companies must comply with.

+ Hypothese 2. *The factor of business and production scale has a positive impact on the implementation of revenue, expense, and business result accounting.* Enterprise size is an important factor influencing the organization and operation of revenue, expense, and business result accounting systems. Large companies often have complex organizational structures, multiple management levels, and dedicated departments, which require accounting systems to be highly specialized and to apply modern information technology to ensure timely and accurate recording, analysis, and reporting of financial information. In contrast, small and medium-sized companies with simpler management structures usually organize their accounting systems in a streamlined, flexible, and cost-efficient manner, suitable for their limited resources. Therefore, enterprise size significantly affects accounting methods, the level of technology adoption, and the approach to recording and analyzing revenue and expenses, requiring each enterprise to develop an accounting system that aligns with its operational characteristics and practical conditions.

+ Hypothese 3. *The more positive the management's perspective, the higher the quality of revenue, expense, and business result accounting.* Management perspectives play a crucial role in shaping and organizing the accounting system for revenue, expenses, and business results by establishing strategic objectives and management priorities. Depending on managerial orientation, the accounting system can be designed to provide detailed revenue information for evaluating business performance, or to focus on monitoring and analyzing expenses to enhance control and improve resource utilization efficiency. Therefore, the accounting system can only fully realize its role when organized in alignment with management thinking and the enterprise's development objectives, contributing to decision-making processes and enhancing overall business performance.

+ Hypothese 4. *The higher the level of technological proficiency, the better the quality of revenue, expense, and business result accounting. In the context of Industry 4.0, technological proficiency has increasingly become a key factor influencing operational efficiency and enterprise management, particularly in the field of revenue, expense, and business result accounting.* Technological proficiency is reflected in the level of IT infrastructure investment, the application of management software such as ERP, the degree of process automation, and the technological capabilities of the accounting team, thereby directly affecting the timeliness, accuracy, and

transparency of accounting information. The adoption of modern technologies such as cloud computing, big data, and artificial intelligence not only enhances the quality of accounting data recording and processing but also strengthens internal controls and effectively supports managerial decision-making.

+ Hypothese 5. *The higher the quality of accounting personnel, the better the quality of revenue, expense, and business result accounting.* Accounting personnel quality is one of the key factors determining the effectiveness of revenue, expense, and business result accounting in companies. The professional expertise, technical skills, ability to apply technology, and professional ethics of the accounting team directly affect the accuracy, timeliness, and transparency of accounting information. Competent accounting personnel with a strong understanding of accounting standards and regulations not only ensure that revenue and expenses are recorded in compliance with legal requirements but also provide useful information for analysis and managerial decision-making. Therefore, developing a highly qualified and ethically responsible accounting team is a crucial condition for enhancing the quality of the accounting system and the effectiveness of enterprise management.

2.3.2. Testing the Factors Affecting Revenue, Expense, and Business Result Accounting in Listed Information Technology Companies in Vietnam

2.3.2.1. Assessment of the Measurement Model

2.3.2.2. Assessment of the Structural Model

After running the research model, the author obtained the following standardized equation::

$$TH = 0.302CS + 0.232NS + 0.135CN + 0.112QT + 0.109QM + 0.11$$

2.3.3. Observations and Discussion

The estimation results indicate that the model has a very high explanatory power for the dependent variable, Implementation (TH), with a coefficient of determination $R^2 = 0.890$ and a strong out-of-sample predictive value $Q^2 = 0.412 (> 0.35)$. All five hypotheses are accepted at the 5% significance level, with Policies ($\beta = 0.302$) and Personnel ($\beta = 0.232$) being the two strongest factors, reflecting the central role of institutions and human resources according to institutional theory and the resource-based view (RBV). Technology has a relatively low β coefficient, but its effect size (f^2) is moderate, suggesting a catalytic role and the potential for indirect impact or interaction with policies and personnel. Management perspectives and Enterprise Size have positive effects, but at a limited level, serving as supportive factors for the implementation process. All VIF values are low, confirming the absence of significant multicollinearity and the reliability of the estimates. The results imply that to enhance the effectiveness of revenue, expense, and

business result accounting, companies should prioritize policy improvement and human resource development, while deploying technology in an integrated manner, acknowledging that the model does not yet fully capture all potential latent factors due to research limitations.

2.4. Assessment of the Current Situation of Revenue, Expense, and Business Result Accounting in Listed Information Technology Companies in Vietnam

2.4.1. Achieved Results

The research results indicate that most listed IT companies have established a relatively complete accounting system, suitable for their operational characteristics and business scale, ensuring that revenue, expenses, and business results are recorded in compliance with current accounting standards and regulations. The identification, measurement, and recognition of revenue and expenses are closely linked to specific economic contracts, enabling companies to fully aggregate related costs and fairly accurately reflect the outcomes of contract performance, with the historical cost method still widely used due to its objectivity and high reliability. The preparation and management of accounting documents are carried out diligently, ensuring completeness, timeliness, and procedural compliance for all transactions. Financial statements and accompanying notes provide a fairly comprehensive reflection of revenue, expenses, and business results, meeting both internal management needs and regulatory disclosure requirements in the stock market.

2.4.2. Limitations and Their Causes

Although the accounting of revenue, expenses, and business results in listed IT companies has improved significantly, several fundamental limitations remain. Revenue recognition under contracts is still primarily based on acceptance and invoicing, which does not fully reflect the progress of performance, contractual obligations, or the specific variable factors of IT contracts. The accounting of specialized costs, such as research and development (R&D) and employee stock option plan (ESOP) expenses, has not been clearly separated or measured according to their economic substance. Financial statements and sustainability reports largely focus on compliance, lacking in-depth analysis of estimates, judgments, and the linkage between financial and non-financial information.

Moreover, the readiness to adopt IFRS, IT application in accounting, and the technical and technological capabilities of accounting staff remain limited, posing significant challenges for integration and digital transformation. The root causes of these limitations primarily stem from gaps in the current legal framework and accounting standards concerning complex IT contracts, coupled with non-standardized contract drafting and management, which reduce consistency in

identifying performance obligations and revenue recognition. Revenue and expense recognition is still strongly influenced by tax and audit compliance mentality, while data systems and progress measurement tools are not sufficiently reliable to apply accrual-based and economic substance recognition methods.

The identification and allocation of revenue and expenses remain dependent on acceptance and invoicing, with inadequate treatment of variable factors, R&D costs, capital tools, and intangible assets. Additionally, financial and sustainability reporting remains compliance-oriented, with insufficient disclosure of estimates, risks, and value-creation mechanisms. Finally, the limited readiness for IFRS adoption, non-integrated accounting IT architecture, and the technical, analytical, and cognitive capacity of the accounting team are fundamental causes that hinder the improvement of accounting information quality in listed IT companies.

THE CONCLUSION OF CHAPTER 2

In Chapter 2, the author analyzed the fundamental characteristics of listed IT companies in Vietnam and clarified the impact of these specific features on revenue, expense, and business result accounting. Based on empirical survey data, the dissertation summarized the current state of accounting in these areas across identification, measurement, recognition, and presentation in financial statements, with a focus on contracts and industry-specific activities. The combination of qualitative and quantitative research methods enhanced the objectivity and reliability of the research findings. Accordingly, the dissertation highlighted the achieved results, limitations, and their causes, providing a foundation for proposing improvement solutions in the following chapter.

Chapter 3

Improving Revenue, Expense, and Business Result Accounting in Listed Information Technology Companies in Vietnam

3.1. Orientation of Information Technology Development in Vietnam: Perspectives, Requirements, and Directions for Improvement

3.1.1. Orientation of Information Technology Development in Vietnam

3.1.2. Perspectives on Improvement

First, the improvement of revenue, expense, and business result accounting must be based on the operational characteristics, business model, and management requirements of listed IT companies, ensuring an accurate reflection of the economic substance of transactions.

Second, the accounting system should be organized following a contract-based approach, linked to the identification and comprehensive monitoring of all performance obligations, especially for long-term, phased, or variable contracts.

Third, the improvement process should aim to align with international accounting principles, standards, and practices, particularly IFRS, to enhance transparency, comparability, and reliability of financial information.

Fourth, implementation should follow an appropriate roadmap, coupled with the development of accounting information system capabilities and human resource quality, ensuring that the information provided is complete, timely, and useful for all stakeholders

3.1.3. Requirements for Improvement

3.1.4. Directions for Improvement

3.2. Contents of Improvement

3.2.1. Comprehensive Solutions for Improving Revenue, Expense, and Business Result Accounting in Listed Information Technology Companies in Vietnam

3.2.2. Improving Contract-Based Revenue Accounting in Listed Information Technology Companies in Vietnam

The author focuses on the following aspects: improving the identification of contracts; refining the timing and methods for recognizing revenue under contracts; applying the fair value principle in revenue allocation according to IFRS 15 in listed IT companies in Vietnam; and enhancing the procedural accounting of contract-based revenue.

3.2.3. Improving Accounting for Specialized Costs

- Improving the Recognition and Presentation Mechanism of Research and Development Expenses in Listed IT Companies in Vietnam
- Accounting Treatment of Expenses Arising from Employee Stock Option Programs (ESOP)

3.2.4. Standardizing and Enhancing the Presentation of Revenue, Expense, and Business Result Accounting Information in the Financial Statements of Listed Information Technology Companies in Vietnam

3.2.5. Enhancing the Effectiveness of Revenue, Expense, and Business Result Accounting Linked to Sustainability Reporting in Listed Information Technology Companies in Vietnam

3.2.6. Improving Revenue, Expense, and Business Result Accounting in Listed Information Technology Companies in Vietnam Based on Technology Application

3.2.7. Improving Revenue, Expense, and Business Result Accounting Linked to the Development of Accounting Human Resources in Listed Information Technology Companies in Vietnam

3.3. Recommendations

3.3.1. For the State and Regulatory Authorities

3.3.2. For Professional Associations

3.3.3. For Educational Institutions

3.4. Limitations and Directions for Future Research

Firstly, the dissertation does not fully consider certain factors that may significantly influence the accounting practices of revenue, expenses, and business results in listed IT companies, such as industry characteristics, stakeholder pressures, audit quality, and corporate culture. This limitation may restrict the generalizability of the research findings. Future studies could expand the model to examine the mediating or moderating roles of these factors to better capture the drivers of accounting behavior.

Secondly, due to the timing of the research, the dissertation does not assess the impact of Circular 99/2025/TT-BTC, effective from 2026, on the recognition of revenue, expenses, and business results. Therefore, future research should focus on analyzing the extent to which companies adapt, as well as the factors that facilitate or hinder the transition to contract-based accounting under the new legal framework.

THE CONCLUSION OF CHAPTER 3

To enhance the competitiveness of listed IT companies in Vietnam in the current context, improving the accounting of revenue, expenses, and business results is an essential requirement. Based on the fundamental requirements of accounting practices and the analysis of the specific characteristics of IT enterprise operations, the dissertation proposes an improvement approach grounded in contract-based accounting, consistent with the principles of the International Financial Reporting Standard IFRS 15 – Revenue from Contracts with Customers. The proposed solutions aim to clearly identify contracts, performance obligations, and the mechanisms for recognizing revenue and expenses linked to contracts, thereby addressing existing limitations and causes in current accounting practices, while approaching a recognition method based on the economic substance of transactions.

To ensure feasibility and effectiveness during implementation, the dissertation also recommends specific conditions for applying these solutions for the State and regulatory authorities, professional associations, as well as for the listed IT companies themselves.

CONCLUSION

In the context of the rapidly developing digital economy, listed IT companies on the Vietnamese stock market are increasingly playing a crucial role in the national digital transformation process and in attracting both domestic and foreign investment. This situation creates an urgent need to improve accounting practices, particularly the accounting of revenue, expenses, and business results, to provide financial information that is transparent, timely, and aligned with the specific characteristics of the industry. Based on the research objectives, the dissertation has achieved the following key results:

Firstly, the dissertation systematically reviewed and analyzed both domestic and international studies related to accounting for revenue, expenses, and business results, while also examining influencing factors and international experiences, thereby drawing lessons applicable to Vietnam.

Secondly, it has systematized and clarified the theoretical foundations of revenue, expense, and business results accounting in IT companies, using an approach focused on identification, classification, and presentation of information in financial statements.

Thirdly, by combining qualitative and quantitative research methods, the dissertation surveyed and evaluated the current practices of accounting for revenue, expenses, and business results in listed IT companies, measured the impact of relevant factors, and identified both advantages and limitations along with their underlying causes.

Fourthly, based on the development orientation of the IT sector, the dissertation analyzed the requirements and directions for improving accounting for revenue, expenses, and business results, while proposing a set of scientifically grounded and feasible solutions.

Fifthly, to ensure the effective implementation of these solutions in practice, the dissertation suggested specific conditions for execution by the State, regulatory authorities, and the listed IT companies themselves.

List of Published Scientific Works

1. Nguyen Thanh Huyen (2025), “Analysis of Management Accounting Information on Revenue, Costs, and Business Results to Support Decision-Making in Companies,” *Finance Journal*, Issue 2, June 2025, pp. 136.
2. Nguyen Thanh Huyen (2025), “Study on the Impact of Certain Factors on Revenue, Cost, and Business Result Accounting in Listed Information Technology Companies on the Vietnamese Stock Market,” *Journal of State Management*, Issue 15/07/2025.
3. Nguyen Thanh Huyen (2025), “Cost Accounting in Information Technology Companies,” *Finance Journal*, Issue 2, August 2025, pp. 112