

INTERFOOD SHAREHOLDING COMPANY

BUSINESS OPERATION PLANNING IN 2014 (CONSOLIDATION)

DESCRIPTION	Performed in 2013		Planned in 2014	
	USD	Million VND	USD	Million VND
Sales	48,785,258	1,022,019	61,666,000	1,299,919
Less deductions	(1,378,214)	(28,873)	(1,366,000)	(28,795)
Net sales	<u>47,407,044</u>	<u>993,146</u>	<u>60,300,000</u>	<u>1,271,124</u>
Cost of sales	(33,846,665)	(709,078)	(43,455,000)	(916,031)
Gross profit	<u>13,560,379</u>	<u>284,068</u>	<u>16,845,000</u>	<u>355,093</u>
Finance income	46,081	2,596	0	0
Finance expenditure	(639,834)	(15,946)	(724,000)	(15,262)
Selling expenses	(19,788,026)	(414,546)	(21,211,000)	(447,128)
General & administration expenses	(1,743,868)	(36,533)	(1,898,000)	(40,010)
Total expenditure	<u>(22,125,647)</u>	<u>(464,429)</u>	<u>(23,833,000)</u>	<u>(502,400)</u>
Operating profit	<u>(8,565,268)</u>	<u>(180,361)</u>	<u>(6,988,000)</u>	<u>(147,307)</u>
Net other income	4,817,747	100,942	0	0
Net profit /(loss) before tax	<u>(3,747,521)</u>	<u>(79,419)</u>	<u>(6,988,000)</u>	<u>(147,307)</u>
Business income tax – current	0	0	0	0
Business income tax – deferred	(21,882)	(458)	0	0
Minority interest	(171,845)	(3,600)	0	0
Net profit / (loss) after tax	<u>(3,941,248)</u>	<u>(83,477)</u>	<u>(6,988,000)</u>	<u>(147,307)</u>

2014 BUSINESS PLAN OUTLINE

- In 2014, the Company aims further growth in turnover to establish a market position with strategic marketing activities as well as year 2013, and goes through with cost control to improve profitability. The Company continues to leverage Kirin group's capability to maximize the Company's business by developing the new products with the highest quality in the world which creates demand of consumers.

- The Company continuously puts the first priority on its main product "Winter Melon Tea" to strengthen the brand "WONDERFARM". By establishing the strong position of the brand, IFS will develop the other products under the umbrella of "Wonderfarm" together with another strong brand "KIRIN".

- The Company expects net turnover will reach about VND1,271 billion increasing by 28% compared to 2013, loss before tax about VND147.3 billion.

Sincerely

Date: 14th Feb 2014

On behalf of Interfood Shareholding Company

General Director

(Signed and sealed)

MICHIO NAGABAYASHI