Consolidated financial statements Quarter 4 - 2014

### **Corporate information**

Investment Licence No. 270/GP 16/11/1991

Investment Certificate No. 472033000328 (1st amendment) 28/11/2007
472033000328 (2nd amendment) 20/05/2010
472033000328 (3rd amendment) 22/04/2011
472033000328 (4th amendment) 18/10/2011

472033000328 (5th amendment)

The Company's investment licence has been amended several times, the most recent of which is by investment licence No. 270 CPH/GCNDDC3-BHK dated 23 August 2006. The investment licence and its amendments were issued by the

14/05/2014

Ministry of Planning and Investment and are valid for 50 years.

The investment certificates were issued by the Dong Nai Industrial Zone Authority and are valid for 50 years from the date of the initial investment licence.

**Board of Management:** Michio Nagabayashi Chairman

Toru Yamasaki Member Hiroshi Fujikawa Member Nguyen Thi Kim Lien Member Takayuki Morisawa Member

**Board of Director:** Michio Nagabayashi General Director

Kazufumi Nagashima Director/General Manager of Factory

(Until 24/03/2014)

Hidefumi Matsuo Director/General Manager of Administration

(Until 24/09/2014)

Nguyen Thi Kim Lien Director/General Manager of Finance

Taiichiro Iizumi Director/General Manager of Sales and Marketing

Yutaka Ogami Director/Finance Controller

Yoshihisa Fujiwara Director/General Manager of Factory

(From 24/03/2014)

Takayuki Morisawa Director/General Manager of Administration

(From 24/09/2014)

**Registered Office** Lot 13, Tam Phuoc Industrial Zone

Bien Hoa City Dong Nai Province

Vietnam

Auditors KPMG Limited

Vietnam

### **Report of the Board of Directors**

The Board of Directors is responsible for the preparation and presentation of the consolidated financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements. In the opinion of the Board of Directors:.

- (a) the consolidated financial statements set out on pages 4 to 30 are prepared and presented so as to give a true and fair view of the consolidated financial position of the Group as at 31 December 2014, and of the consolidated results of operations and the consolidated cash flows of the Group for the year then ended in accordance with the Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements; and
- (b) at the date of this statement, there are no reasons to believe that the Group will not be able to pay its debts as and when they fall due.

The Board of Directors has, on the date of this statement, authorised these consolidated financial statements for issue.

On behalf of the Board of Directors

(Signed and Sealed)

Michio Nagabayashi

Chairman, General Director

Dong Nai province, dated 13th February 2015.

## **Consolidated balance sheet**

ASSETS	Code	Notes	31/12/2014 VND'000	31/12/2013 VND'000
Current assets	100		338,688,330	310,139,687
(100=110+130+140+150)			,,	- ·, ·, ·, ·
Cash	110	5	114,345,440	97,180,048
Accounts receivable	130	6	41,619,847	30,435,600
Trade accounts receivable - trade	131		36,547,087	27,402,646
Prepayments to suppliers	132		6,938,340	4,981,139
Other receivables	135		179,888	97,283
Provision for doubtful debts	139		(2,045,468)	(2,045,468)
Inventories	140	7	179,430,714	180,423,407
Inventories	141		182,865,735	180,423,407
Allowance for inventories	149		(3,435,021)	-
Other current assets	150		3,292,329	2,100,632
Short term prepayments	151		2,703,434	1,115,439
Deductible value added tax	152		-	509,851
Taxes receivable from State Treasury	154		-	19,552
Other current assets	158		588,895	455,790
Long-term assets				
(200=220+260)	200		325,011,033	353,382,119
Fixed assets	220		290,039,595	346,940,878
Tangible fixed assets	221	8	279,095,084	308,326,494
Cost	222		607,104,916	601,363,233
Accumulated depreciation	223		(328,009,832)	(293,036,739)
Intangible fixed assets	227	9	8,954,046	35,882,573
Cost	228		10,815,193	43,675,947
Accumulated depreciation	229		(1,861,147)	(7,793,374)
Construction in progress	230	10	1,990,465	2,731,811
Other long-term assets	260		34,971,438	6,441,241
Long-term prepayments	261	11	33,409,936	4,990,766
Deferred tax assets	262		-	-
Other long-term assets	268		1,561,502	1,450,475
TOTAL ASSETS	270		663,699,363	663,521,806
(270=100+200)				<u> </u>
•				

### **Consolidated balance sheet**

RESOURCES	Code	Notes	31/12/2014 VND'000	31/12/2013 VND'000
LIABILITIES (300=310+330)	300	110165	562,412,910	595,820,918
Current liabilities	310		416,587,788	451,830,974
Short-term borrowings	311	12	245,870,000	326,740,000
Trade accounts payable-trade	312	13	97,422,845	86,605,589
Advances from customers	313		3,316,859	6,118,814
Taxes payable to State Treasury	314	14	5,840,145	456,850
Payable to employees	315		10,167,951	13,440,963
Accrued expenses	316	15	53,415,552	17,748,074
Other payables	319	16	554,436	720,684
Long term liabilities	330		145,825,122	143,989,944
Long-term deposits	331		-	26,139
Long-term borrowings	334	17	138,970,000	137,020,000
Deferred tax liabilities	335	18	3,778,777	3,819,011
Provision for severance allowance	337	19	3,076,345	3,124,794
EQUITY (400=410)	400		97,810,339	64,716,007
Owners' equity	410	19	97,810,339	64,716,007
Share capital	411	21	711,409,840	591,443,888
Share premium	412		85,035,704	85,035,704
Difference of exchange rate	413		-	-
Other reserves	418	22	57,498,796	(32,535,252)
Accumulated losses	420		(756,134,001)	(579,228,333)
MINORITY INTEREST	439		3,476,114	2,984,881
TOTAL RESOURCES (440=300+400	+439)		663,699,363	663,521,806
OFE DATANCE SHEET PERAG			-	-
OFF BALANCE SHEET ITEMS Foreign currencies				
US dollar			47,696,514	43,676,277
			8,938	10,426
Euro			0,230	10,420

13th February 2015

Prepared by: Approved by:

(Signed)

(Signed and Sealed)

Nguyễn Hồng Phong Chief Accountant

Michio Nagabayashi Chairman, General Director

### **Consolidated statement of income**

	Code	Notes	<b>Q4-2014</b> VND'000	<b>Q4-2013</b> VND'000	<b>YTD2014</b> VND'000	YTD2013 VND'000
Total revenue	01	23	363,357,257	295,632,884	1,185,919,021	1,022,018,674
Less revenue deductions:	02	23	11,232,866	8,447,877	38,707,794	28,872,788
<b>Net revenue</b> (10=01-02)	10	23	352,124,391	287,185,007	1,147,211,227	993,145,886
Cost of sales	11	24	242,476,407	202,535,232	830,770,260	709,078,303
<b>Gross profit (20=10-11)</b>	20		109,647,984	84,649,775	316,440,967	284,067,583
Financial income	21	25	3,123,550	1,715,512	10,267,773	2,595,965
Financial expenses	22	26	9,457,083	4,589,389	23,923,970	15,945,780
In which: Interest expenses	23		1,766,929	2,045,324	6,959,861	8,402,063
Selling expenses	24		137,407,508	114,574,592	449,269,706	414,545,956
G&A expenses	25		8,056,186	10,791,449	34,010,543	36,532,865
Operating profit/(loss) {30=20+(21-22)-(24+25)}	30	-	(42,149,243)	(43,590,143)	(180,495,479)	(180,361,053)
Other income	31	27	891,099	6,346,099	10,634,422	115,374,238
Other expenses	32	28	2,587,413	(2,322,668)	6,593,622	11,259,845
Result of other activities (40 = 31 - 32)	40		(1,696,314)	8,668,767	4,040,800	104,114,393
Profit (loss) before tax	50		(43,845,557)	(34,921,376)	(176,454,679)	(76,246,660)
Income tax expenses - current	51	29	-	3,172,595	-	3,172,595
Income tax expenses - deferred	1 52	29	98,983	114,511	(40,234)	458,403
Profit(loss) after tax	60	-	(43,944,540)	(38,208,482)	(176,414,445)	(79,877,658)
Attributable to:						
Minority interest	61		112,026	77,806	491,226	3,600,036
Equity holders of the Company	62		(44,056,566)	(38,286,272)	(176,905,671)	(83,477,694)
Earning(loss) per share	36	30	(0.619)	(1.239)	(3.528)	(2.702)

13th February 2015

Prepared by:

Approved by:

(Signed)

(Signed and Sealed)

Nguyễn Hồng Phong Chief Accountant

Michio Nagabayashi Chairman, General Director

Consolidated statements of cash flows		31/12/2014	31/12/2013
Note	s Code	VND'000	VND'000
CASH FLOWS FROM OPERATING ACTIV	VITIES		
Profit/(loss) before tax	01	(176,454,679)	(76,246,660)
Adjustments for:			
Depreciation and amortisation	02	38,018,863	38,073,175
Increase in provisions	03	3,464,375	(4,509,934)
Unreal gain (loss) on foreign currency translation	n 04	10,675,521	3,476,141
Income from loan waiving	05	<del>-</del>	(104,006,971)
Interest income	05	(335,797)	(734,472)
Loss from disposal fixed assets	05	<del>-</del>	-
Interest expense	06	6,959,861	8,402,063
Operating profit/(loss) before adjustments to	w 08	(117,671,856)	(135,546,658)
Change in accounts receivable	09	(10,847,131)	(5,475,305)
Change in inventory	10	(2,442,328)	(16,297,892)
Change in accounts payable	11	46,590,646	22,973,911
Change in prepaid expenses	12	3,018,507	(388,950)
Interest paid	13	(7,928,475)	(10,820,621)
Business income tax paid	14	-	(3,172,595)
Other payable	16	-	-
Cash generated from operating activities	20	(89,280,637)	(148,728,110)
CASH FLOWS FROM INVESTING ACTIV	ITIES		
Acquisition of fixed assets and investment cons	trı 21	(14,143,251)	(7,438,463)
Interest income received	27	335,797	734,472
Net cash inflows/(outflows) from investing ac	tiv 30	(13,807,454)	(6,703,991)
CASH FLOWS FROM FINANCING ACTIV		` , , ,	, , , ,
Proceeds from equity issued	31	210,000,000	210,000,000
Proceeds from loan	33	126,945,000	199,842,000
Repayments for debt	34	(213,800,000)	(239,522,000)
Net cash inflows/(outflows) from financing ac	ti 40	123,145,000	170,320,000
Net increase/(decrease) in cash	50	20,056,909	14,887,899
Cash at beginning of the year	60	97,180,048	82,201,930
Effects of changes in foreign exchange rates	61	(2,891,517)	90,219
Cash at end of the year	70	114,345,440	97,180,048

13th February 2015

Prepared by: Approved by:

(Signed) (Signed and Sealed)

Nguyễn Hồng Phong Michio Nagabayashi

Chief Accountant Chairman, General Director

### Notes to the consolidated financial statements

### 1. Reporting Entity

Interfood Shareholding Company ("the Company") is a joint stock company incorporated in Vietnam. The consolidated financial statements for the year ended 31 December 2014 comprises the Company and its subsidiary, Avafood Shareholding Company ("Avafood") (collectively "the Group"). The principal activities of the Group are to process agricultural and aquatic products into canned, dried, frozen, salted, and pickled products; and the production of biscuits and snack food; carbonated fruit juice and non-carbonated fruit juice, beverage with non-carbonated or carbonated, with or without low alcohol (less than 10%); bottled filtered water; manufactured packaging for foods and beverages; and performance of the right to export, import products in accordance with business operation as required by law

The Company owns 90.4% of the equity interests in Avafood, whose principal activities are to provide processing service and produce products including fruit juice, beverage, bottled filtered water; biscuits, jams and sweets, snack food; and from agricultural and aquatic products, livestock; lease a workshop, office; and performance of the right to export, import products in accordance with business operation as required by law under the Investment Licence No. 48/GP-ĐN issued by the People's Committee of Dong Nai Province on 19 July 2002.

The Company's shares were listed on the Ho Chi Minh Stock Exchange in accordance with the Listing License No. 61/UBCK-GPNY issued by the Ho Chi Minh City Stock Exchange on 29 September 2006.

According to the Announcement No. 395/2013 of Ho Chi Minh Stock Exchange, the Company's shares were delisted from 3 May 2013 and thereafter trading on Vietnam Security Depository.

As at 31 December 2014, the Group had 1,539 employees (the year ended 31 December 2013: 1,434 employees).

### 2. Basis of preparation

#### (a) Statement of compliance

The consolidated financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and the relevant statutory requirements.

### (b) Basis of measurement

The consolidated 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 indirect method.

### Notes to the consolidated financial statements (continues)

### (c) Going concern assumption

The consolidated financial statements have been prepared on a going concern basis. The Group has made loss after tax of 176,414 Million VND (2013: Loss 79,878 Million VND) during the year and at the balance sheet date, current liabilities still exceeded current assets by 77,899 Million VND (31/12/2013: 141,691 Million VND) but total assets has exceeded total liabilities by 101,286 Million VND (31/12/2013: 67,701 Million VND). Furthermore, the Group has significant loans that will require refinancing within the next 12 months (Note 12). The validity of the going concern assumption fundamentally depends on the ultimate majority shareholder continuing to provide such financial assistance as is necessary to enable the Group to meet its liabilities as and when they fall due and to maintain the Group in existence as a going concern for the foreseeable future.

At the time of this report, there is no reason for the management to believe that the ultimate majority shareholder will not continue its support.

### (d) Annual accounting period

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

### (e) Accounting currency

The Group maintains its accounting records in Vietnam Dong ("VND") and presents its consolidated financial statements in VND.

### 3. Summary of significant accounting policies

### (a) Basis of consolidation

### (i) Subsidiaries

Subsidiaries are entities controlled by the Group. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

#### (ii) Transactions eliminated on consolidation

Intra-group balances, and any unrealised income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements.

#### (b) Foreign currency transactions

From year 2012 onward, monetary assets and liabilities denominated in currencies other than VND are translated into VND at rates of exchange ruling at the balance sheet date. Transactions in currencies other than VND during the year have been translated into VND at rates approximating those ruling at the transaction dates.

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

### Notes to the consolidated financial statements (continues)

### (c) Cash

Cash comprises cash balances and call deposits.

#### (d) Accounts receivable

Trade and other receivables are stated at cost less allowance for doubtful debts.

### (e) Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined on a weighted average basis and includes all costs incurred in bringing the inventories to their present location and condition. Cost in the case of finished goods and work in progress includes raw materials, direct labour and attributable manufacturing overheads. Net realisable value is the estimated selling price of inventory items, less the estimated costs of completion and selling expenses.

The Group applies the perpetual method of accounting for inventory.

### (f) 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 consolidated 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 fixed assets. The estimated useful lives are as follow:

Buildings15-30 yearsMachinery and equipment10-15 yearsMotor vehicles6 yearsOffice equipment10 yearsERP System10 years

### (g) Construction in progress

Construction in progress represents the cost of construction and machinery which have not been fully completed or installed. No depreciation is provided for construction in progress during the period of construction and installation.

#### Notes to the consolidated financial statements (continues)

### (h) Long-term prepayments

### (i) Prepaid land costs

Prepaid land costs comprise prepaid land lease rentals and other costs incurred in conjunction with securing the use of leased land. These costs are recognised in the consolidated statement of income on a straight-line basis over the term of the lease of 45.5 years.

During 2013, the prepaid land cost has been transferred to intangible asset

### (ii) Other expenses

Other expenses are initially stated at cost and are amortised on a straight line basis over 3 years starting from the date of completion of the work.

### (i) Trade and other payables

Trade and other payables are stated at their cost.

### (j) Provisions

A provision is recognised if, as a result of a past event, the Group has a present legal or contractual 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.

### Severance allowance.

Under the Vietnamese Labour Code, when employees who have worked for 12 months or more ("eligible employees") voluntarily terminates his/her labour contract, the employer is required to pay the eligible employee severance allowance calculated based on years of service and employees' compensation at termination. Provision for severance allowance has been provided based on employees' years of service and their current salary level.

Pursuant to Law on Social Insurance, effective from 1 January 2009 the Group and its employees are required to contribute to an unemployment insurance fund managed by the Vietnam Social Insurance Agency. The contribution to be paid by each party is calculated at 1% of the lower of the employees' basic salary and 20 times the general minimum salary level as specified by the Government from time to time. With the implementation of unemployment insurance scheme, the Group is no longer required to provide severance allowance for the service period after 1 January 2009. However, severance allowance to be paid to the existing eligible employees as of 31 December 2014 will be determined based on the eligible employees' years of service as of 31 December 2008 and their average salary for the six-month period prior to the termination date.

### (k) Classification of financial instruments

Solely for the purpose of providing disclosures about the significance of financial instruments to the Group's consolidated financial position and consolidated results of operations and the nature and extent of risk arising from financial instruments, the Group classifies its financial instruments as follow:

### Notes to the consolidated financial statements (continues)

### (i) Financial assets

Financial assets at fair value through profit or loss.

A financial asset at fair value through profit or loss is a financial asset that meets either of the following conditions:

- It is considered by management as held for trading. A financial asset is considered as held for trading if:
- it is acquired principally for the purpose of selling it in the near term;
- there is evidence of a recent pattern of short-term profit-taking; or;
- a derivative (except for a derivative that is financial guarantee contract or a designated and effective hedging instrument)
- Upon initial recognition, it is designated by the Group as at fair value through profit or loss.

#### Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and a fixed maturity that the Group has the positive intention and ability to hold to maturity, other than:

- those that the Group upon initial recognition designates as at fair value through profit or loss;
- those that the Group designates as available-for-sale; and;
- those that meet the definition of loans and receivables.

### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than those:

- that the Group intends to sell immediately or in the near term, which are classified as held for trading, and those that the entity on initial recognition designates as at fair value through profit or loss;
- that the Group upon initial recognition designates as available-for-sale; or
- for which the Group may not recover substantially all of its initial investment, other than because of credit deterioration, which are classified as available-for-sale

### Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are designated as available for sale or those are not classified as:

- financial assets at fair value through profit or loss
- held-to-maturity investments; or
- loans and receivables.

The Company's financial assets, comprising cash in bank, accounts receivable and other receivables, are under the category of loans and receivables.

### Notes to the consolidated financial statements (continues)

### (ii) Financial liabilities

Financial liabilities at fair value through profit or loss

A financial liability at fair value through profit or loss is a financial liability that meets either of the following conditions:

- It is considered by management as held for trading. A financial liability is considered as held for trading if:
- it is incurred principally for the purpose of repurchasing it in the near term;
- there is evidence of a recent pattern of short-term profit-taking; or;
- a derivative (except for a derivative that is financial guarantee contract or a designated and effective hedging instrument)
- Upon initial recognition, it is designated by the Group as at fair value through profit or loss.

Financial liabilities carried at amortised cost

Financial liabilities which are not classified as financial liabilities at fair value through profit or loss are classified as financial liabilities carried at amortised cost.

The Group's financial liabilities, comprising borrowings, accounts payables and other payables, are under the category of financial liabilities carried at amortised cost.

The above described classification of financial instruments is solely for presentation and disclosure purpose and is not intended to be a description of how the instruments are measured. Accounting policies for measurement of financial instruments are disclosed in other relevant notes.

#### (l) Taxation

Income tax on the consolidated profit or loss for the year comprises current and deferred tax. Income tax is recognised in the consolidated 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 balance sheet date, 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 balance sheet date.

### Notes to the consolidated financial statements (continues)

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.

#### (m) Acquisition reserve

Acquisition reserve represents the difference between the consideration given and the aggregate value of the assets and liabilities of the acquired entity in a business combination involving entities under common control.

#### (n) Revenue

#### Goods sold

Revenue from the sale of goods is recognised in the consolidated statement of income when the significant risks and rewards of ownership have been transferred to the buyer. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due or the possible return of goods.

### (o) Operating lease payments

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

#### (p) Borrowing costs

Borrowing costs are recognised as an expense in the year in which they are incurred, except where the borrowing costs relate to borrowings in respect of the construction of qualifying assets, in which case the borrowing costs incurred during the period of construction are capitalised as part of the cost of the assets concerned.

### (q) Earnings per share

The Group presents basic earnings per share ("EPS") for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Group by the weighted average number of ordinary shares outstanding during the year. The Group does not present diluted EPS as it has no potential ordinary shares.

### (r) Segment reporting

A segment is a distinguishable component of the Group that is engaged either in providing related products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. The Group's primary format for segment reporting is based on business segments.

### Notes to the consolidated financial statements (continues)

### (s) Related companies

Parties are considered to be related 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. Parties are also considered to be related if they are subject to common control or common significant influence.

### 4. Segment reporting

The Group mainly operates in one business segment, which is the production and sales of beverage and in one geographical segment, which is Vietnam. During the year, the Group was involved in certain production and trading transactions of biscuits and other related products which do not qualify as separate segments

5. Cash	31/12/2014	31/12/2013
	VND'000	VND'000
Cash on hand	173,777	150,812
Cash in banks	114,171,663	97,029,236
	114,345,440	97,180,048
	-	-
6. Accounts receivable	31/12/2014	31/12/2013
Other receivables comprised:	VND'000	VND'000
Other receivable	179,888	97,283
	179,888	97,283
	0	-
7. Inventories	31/12/2014	31/12/2013
	VND'000	VND'000
Raw materials	52,314,744	57,807,048
Tools and supplies	10,882,858	10,352,938
Work in progress	13,602,577	2,439,256
Finished goods	106,065,556_	109,824,165
	182,865,735	180,423,407
Allowance for inventories	(3,435,021)	
	<u>179,430,714</u>	180,423,407

The outstanding balance of the allowance for inventories represented allowance made during the year.

### Notes to the consolidated financial statements (continues)

### 8. Tangible fixed assets

	Building	Machinery & Equipment	<b>Motor vehicles</b>	Office equipment	Total
	VND'000	VND'000	VND'000	VND'000	VND'000
Historical cost					
Opening balance	115,917,681	471,348,970	9,686,896	4,409,686	601,363,233
Additions	-	1,513,535	120,000	892,169	2,525,704
Transfer from CIP	785,355	4,689,427	110,000	142,050	5,726,832
Disposals(*)	=	(2,510,853)	-	=	(2,510,853)
Closing balance	116,703,036	475,041,079	9,916,896	5,443,905	607,104,916
Accumulated depreciation					
Opening balance	23,991,103	259,782,769	6,476,420	2,786,447	293,036,739
Charge for the year	3,989,332	31,428,039	751,091	691,709	36,860,171
Disposals(*)	=	(1,887,078)	-	-	(1,887,078)
Closing balance	27,980,435	289,323,730	7,227,511	3,478,156	328,009,832
Net book value					
Opening balance	91,926,578	211,566,201	3,210,476	1,623,239	308,326,494
Closing balance	88,722,601	185,717,349	2,689,385	1,965,749	279,095,084

Included in the cost of tangible fixed assets were assets costing 24,671 million VND which were fully depreciated as of 31 December 2014 (31/12/2013: 23,357 million VND), but are still in active use.

The carrying amount of temporarily idle tangible fixed assets amounted to 14,671 million VND as of 31 December 2014 (31/12/2013: 16.753 million VND).

### Notes to the consolidated financial statements (continues)

### 9. Intangible fixed assets

	ERP	Land	Total
	VND'000	VND'000	VND'000
Historical cost			
Opening balance	8,926,021	34,749,926	43,675,947
Additions	1,889,172	-	1,889,172
Transfer to PPE(*)	-	(34,749,926)	(34,749,926)
Writen off	-	-	-
Closing balance	10,815,193	-	10,815,193
Accumulated depreciation			
Opening balance	702,455	7,090,919	7,793,374
Transfer from PPE(*)	-	(7,090,919)	(7,090,919)
Charge for the year	1,158,692	- -	1,158,692
Disposals	-	-	-
Closing balance	1,861,147	-	1,861,147
Net book value			
	8 223 566	27 659 007	35 882 573
1 0		27,039,007	
Opening balance Closing balance	8,223,566 8,954,046	27,659,007 -	 35,882,573 8,954,046

<sup>(\*)</sup> This is present for the historical cost and accumulated amortized value of the Intangible fixed asset of the land rental fee which transfer to prepayment expenses (PPE) which was not entitled for recording as Intangible fixed asset as per regulation.

10.	Construction in progress	31/12/2014	31/12/2013
		VND'000	VND'000
Opening bala	nce	2,731,811	8,398,225
Additions du	ring the quarter	9,728,375	5,609,160
Transferred to	o tangible fixed assets	(5,726,831)	(2,334,471)
Transferred to	o intangible fixed asset	-	(8,875,031)
Transferred to	o allocation expenses	(4,742,890)	=
Disposals		<u> </u>	(66,072)
Closing balar	ice	1,990,465	2,731,811

### Notes to the consolidated financial statements (continues)

### 11. Long-term prepayment

	Prepaid land costs VND'000	Renovation expenses VND'000	Tool and supplies VND'000	Total VND'000
Opening balance	VND 000	1,350,129	3,640,637	4,990,766
Additions	-	4,583,005	16,980	4,599,985
Conversion from intangible asset (*)	34,749,926	-	-	34,749,926
Amortisation	(7,785,917)	(2,243,365)	(901,459)	(10,930,741)
Closing balance	26,964,009	3,689,769	2,756,158	33,409,936

(\*) This is present for the historical cost and accumulated amortized value of the Intangible fixed asset of the land rental fee which transfer to prepayment expenses (PPE) which was not entitled for recording as Intangible fixed asset as per regulation.

12.	Short-term borrowings	31/12/2014	31/12/2013
		VND'000	VND'000
Short-term Loa	ns from Kirin Holdings Company, Limited	245,870,000	326,740,000

Terms and conditions of outstanding unsecured short-term borrowings were as follow:

			31/12/2014	31/12/2013
	Currency	Nominal interest rate	VND'000	VND'000
Loan 7 Million USD	USD	LIBOR $+ 0.8\%/p.a$	149,660,000	147,560,000
Loan 9 Million USD	USD	LIBOR $+ 0.8\%$ /p.a	-	179,180,000
Loan 9.5 Million USD	USD	LIBOR $+ 0.8\%/p.a$	96,210,000	
			245,870,000	326,740,000

The applicable interest rates of these loans ranged from 0.990% to 1.492% per annum during the year (year ended 2013: 1.077% to 1.487%).

# 13. Accounts payable – trade

Accounts payable - trade included the following amounts due to related companies:		
	31/12/2014	31/12/2013
	VND'000	VND'000
Amounts due to Vietnam Kirin Beverage Company, Limited	38,979,224	2,502,632
Amounts due to other related companies	-	-

The amount due to Vietnam Kirin Beverage Company, Limited, was the processing fee payable, which was unsecured, interest free and are payable on demand.

### Notes to the consolidated financial statements (continues)

14.	Taxes payable to State Treasury
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4 10	Tunes puyuble to blute Treusur,	<b>,</b>	
		31/12/2014	31/12/2013
		VND'000	VND'000
Value added t	ax	5,448,172	221,221
Import, expor	t tax	(9,247)	-
Personal incom	me tax	311,156	135,274
Other tax		90,064	100,355
		5,840,145	456,850
		-	-
15.	Accrued expenses	31/12/2014	31/12/2013
	-	VND'000	VND'000
Transportation	n fee	7,920,713	5,378,039
Sales discoun	ts and commission	28,600,243	2,110,356
Loans interest	t payable	2,168,572	3,137,186
Secondment f	ee payable (*)	4,742,113	4,591,183
Others		9,983,911	2,531,310
		53,415,552	17,748,074

(\*) According to the Secondment Agreement dated 1 July 2011, the Group agreed to pay the secondment fee to Kirin Holdings Company, Limited, who provides strategic and management advice and assistance to the Group at fixed amounts stipulated in the agreement with each seconded employee.

16.	Other payables	31/12/2014	31/12/2013
		VND'000	VND'000
Dividend paya	ble	505,391	505,391
Trade union, s	ocial and health insurance	(136,947)	122,077
Other payable		185,992	93,216
		554,436	720,684

17. Lo	ng-term borro	wings		31/12/2014	31/12/2013
	Curre	•	Year of		
	ncy	Interest rate	maturity	VND'000	VND'000
Unsecured loan from Kir	in				
Holdings Company, Lim	ited USD	1.896% p.a.	2017	138,970,000	137,020,000
				138,970,000	137,020,000

The unsecured loans bears fixed interest rate of 1.896% p.a., which is based on USD Swap Semi 30/360 5-year plus 0.8% per annum according to current Kirin Group's financial rules.

### Notes to the consolidated financial statements (continues)

### 18. Deferred tax liabilities

### (i) Recognised deferred tax liabilities

Deferred tax liabilities related to temporary differences arising from depreciation of fixed assets.

### (ii) Unrecognised deferred tax assets

Deferred tax assets have not been recognised in respect of the following items:

	31/12	31/12/2014		2013
	Temporary difference	Tax value	Temporary difference	Tax value
	VND'000	VND'000	VND'000	VND'000
Deductible temporary differences	38,285,130	8,422,729	19,036,916	4,759,229
Taxes loss	80,159,066	17,634,994	70,364,730	17,591,183
	118,444,196	26,057,723	89,401,646	22,350,412

### The tax losses expire in the following years:

Year of expiry	Status of tax	Tax losses
	review	available
2014	Finalised	19,228,472
2015	Finalised	1,506,073
2016	Outstanding	15,884,223
2017	Outstanding	43,540,298
		80,159,066

The deductible temporary differences other than tax losses do not expire under current tax legislation. Deferred tax assets have not been recognised in respect of these items because it is not probable that future taxable profit will be available against which the Group can utilise the benefits therefrom.

### 19. Provision for severance allowance

Movements of provision during the year were as follow:

	31/12/2014	31/12/2013
	VND'000	VND'000
Opening balance	3,124,794	3,327,503
Provision made during the year	29,354	38,141
Utilised during the year	(77,803)	(123,003)
Reversal during the year	-	(117,847)
Closing balance	3,076,345	3,124,794

Accumulating to this year, the Group contributed 1,156 million VND (year ended 31 December 2013: 1020 million VND) to the unemployment insurance fund and the amount is recorded as part of labour and staff costs in the consolidated statement of income.

### Notes to the consolidated financial statements (continues)

19. Movement in owner's	s eauity
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17. Movemen	Paid in capital	Share premium	Acquisition Reserves	Undistributed earnings	Total
	VND'000	VND'000	VND'000	VND'000	VND'000
Prior year's opening balance	381,443,888	85,035,704	(32,535,252)	(495,750,639)	(61,806,299)
Prior year's capital increase	210,000,000	-	-	-	210,000,000
Prior year's net loss	-	-	-	(83,477,694)	(83,477,694)
Prior year's closing balance	591,443,888	85,035,704	(32,535,252)	(579,228,333)	64,716,007
Current year's opening balance	591,443,888	85,035,704	(32,535,252)	(579,228,333)	64,716,007
adjustment	(90,034,048)	-	90,034,048	-	-
Current year's capital increase	210,000,000	-	-		210,000,000
Current year's net profit	-	-	-	(176,905,671)	(176,905,671)
Foreign exchange differences	-	-	-	-	-
Current year's closing balance	711,409,840	85,035,704	57,498,796	(756,134,004)	97,810,336

### 20. Share capital

The Group's authorised and issued share capital is:

The Group is uniformed und issued share cupin	31/12/2014		31/12/2013	
	Number of shares	VND'000	Number of shares	VND'000
<b>Authorised and issued share capital</b> Ordinary shares	71,140,992	711,409,920	50,140,992	501,409,920
Shares in circulation Ordinary shares	71,140,984	711,409,840	50,140,984	501,409,840
Treasury shares Treasury shares	8	80	8	80

All ordinary shares have a par value of VND10,000. Each share is entitled to one vote at meetings of the Group. Shareholders are entitled to receive dividend as declared from time to time. All ordinary shares are ranked equally with regard to the Group's residual assets. In respect of shares bought back by the Group, all rights are suspended until those shares are reissued.

Movements in share capital during the year were as follows:

	31/12/2014		31/12/2013	
	shares	VND'000	shares	VND'000
Balance at the beginning of the period	50,140,984	591,443,888	29,140,984	381,443,888
Transferred to Acquisition reserve (Note 21b	-	(90,034,048)	=	-
Shares issued during the year	21,000,000	210,000,000	21,000,000	210,000,000
Balance at the end of period:	71,140,984	711,409,840	50,140,984	591,443,888

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### Notes to the consolidated financial statements (continues)

21. Acquisition reserve	31/12/2014	31/12/2013
	VND'000	VND'000
Acquisition reserve (a)	(32,535,252)	(32,535,252)
Other reserve (b)	90,034,048	-
	57,498,796	(32,535,252)

(a) In 2007, the Group acquired 90% shareholding of Avafood in a business combination under common control. In 2012, the Group increased its shareholding of Avafood to 90.4%. This amount represents the difference between consideration given and the net amounts of assets and liabilities of Avafood attributable to the Group at the acquisition date.

(b) On 1 January 2013, the Group changed its accounting currency from United States Dollars (USD) to Vietnam Dong (VND) in accordance with the requirements of Circular No. 244/2010/TT/BTC dated 31 December 2009 of the Ministry of Finance (Circular 244). Accordingly, all balances in USD as at 31 December 2012 have been translated to VND at the exchange rate of VND20,828 to USD1. This amount represents the difference between the converted value and par value of ordinary shares in VND.

**22. Revenues**Total revenue represents the gross value of goods sold exclusive of value added tax. Net sales comprised.

Net sales comprised.				
	Q4-2014	Q4-2013	YTD2014	YTD2013
Total revenue	VND'000	VND'000	VND'000	VND'000
<ul><li>Sales of drinks</li></ul>	317,811,520	255,489,750	1,030,886,473	888,947,223
<ul><li>Sales of biscuits</li></ul>	8,157,987	10,689,632	23,081,888	28,550,969
<ul><li>Sales of other products</li></ul>	37,387,750	29,453,502	131,950,660	104,520,481
	363,357,257	295,632,884	1,185,919,021	1,022,018,674
	-	-	-	-
	Q4-2014	Q4-2013	YTD2014	YTD2013
Less sales deductions:	VND'000	VND'000	VND'000	VND'000
<ul><li>Sales allowances</li></ul>	11,232,866	8,428,285	34,815,472	28,042,333
<ul><li>Sales return</li></ul>		19,592	3,892,322	830,455
	11,232,866	8,447,877	38,707,794	28,872,788
Net sales	352,124,391	287,185,007	1,147,211,227	993,145,886
	€-	-	-	-
23. Cost of goods sold				
	Q4-2014	Q4-2013	YTD2014	YTD2013
	VND'000	VND'000	VND'000	VND'000
Total cost of sales				
<ul><li>Cost of drinks</li></ul>	214,290,844	177,295,024	719,339,042	619,211,845
<ul><li>Cost of biscuit</li></ul>	6,587,905	8,389,410	20,815,688	26,846,494
<ul><li>Cost of other products</li></ul>	21,597,658	16,850,798	90,615,531	63,019,965
	242,476,407	202,535,232	830,770,260	709,078,303

# Notes to the consolidated financial statements (continues)

24.	Income from financial activ	vities			
		Q4-2014	Q4-2013	YTD2014	YTD2013
		VND'000	VND'000	VND'000	VND'000
Interest income	e from bank deposits	112,520	84,657	335,797	720,497
Realised gains	from foreign exchange	1,505,631	1,532,381	3,579,976	1,593,515
	ns from foreign exchange	1,505,399	98,474	6,352,000	281,953
	· ·	3,123,550	1,715,512	10,267,773	2,595,965
	- -	€ -	-	-	-
25.	Financial expenses				
		Q4-2014	Q4-2013	YTD2014	YTD2013
		VND'000	VND'000	VND'000	VND'000
Interest expens	ses	1,766,929	2,045,324	6,959,861	8,402,063
Realised foreig	gn exchange losses	2,795,602	3,839,604	2,723,002	3,969,102
Unrealised fore	eign exchange losses	4,894,552	(1,295,539)	14,241,107	3,574,615
	_	9,457,083	4,589,389	23,923,970	15,945,780
	·	€ -	=	=	-
26.	Other income				
		Q4-2014	Q4-2013	YTD2014	YTD2013
		VND'000	VND'000	VND'000	VND'000
Reimbursemen	nt received for tax penalty paymen	-	4,824,380	-	4,824,380
Internal Loan v	waiver	-	-	-	104,006,971
Others	_	891,099	1,521,719	10,634,422	6,542,887
	-	891,099	6,346,099	10,634,422	115,374,238
		-	-	-	-
27.	Other expenses				
		Q4-2014	Q4-2013	YTD2014	YTD2013
		VND'000	VND'000	VND'000	VND'000
	tangible fixed assets written off	-	-	623,775	-
Tax penalties		-	-	-	6,282,256
-	f idle fixed assets	669,572	651,165	2,637,863	2,551,747
Others	<u>-</u>	1,917,841	(2,973,833)	3,331,984	2,425,842
	=	2,587,413	(2,322,668)	6,593,622	11,259,845
	-	€ -			

### Notes to the consolidated financial statements (continues)

### 28. Coporate Income Taxes

coporate income raxes		
Recognised in the consolidated stateme	ent of income	
	2014	2013
	VND'000	VND'000
pense		
in prior years	<del>-</del>	3,172,595
acome		
f deferred tax so adjustment		
•	(458,281)	-
reversal of temporary	418,047	458,403
	(40,234)	458,403
ense	(40,234)	3,630,998
	-	
Reconciliation of effective tax rate	2014	2012
		2013
		VND'000
	(176,454,679)	(76,246,660)
p's tax rate (Note 28c)	(38,820,029)	(19,061,665)
e in tax rate	<u>-</u>	
expenses	31,025,694	38,720,567
sets not recognised	8,212,382	-
previously recognised utilised	(458,281)	(19,200,499)
in prior years		3,172,595
	(40,234)	3,630,998
	•	Recognised in the consolidated statement of income 2014 VND'000  pense 1 in prior years  1 come 1 deferred tax so adjustment 5% to 22% 1 (458,281) 1 reversal of temporary 1 (40,234) 1 (40,234) 2 (40,234) 2 (40,234) 3 (40,234) 4 (40,234) 4 (40,234) 4 (40,234) 5 (40,234) 6 (40,234) 6 (40,234) 7 (40,234) 6 (40,234) 6 (40,234) 7 (40,234) 6 (40,234) 7 (40,234) 6 (40,234) 7 (40,234) 7 (40,234) 8 (40

### (c) Applicable tax rates

Under the terms of the Company's Investment Certificate, the Company has an obligation to pay the government income tax at the rate of 15% of taxable profits for the first 12 years starting from the first year of operation (1994). Thereafter, from 2006 to 2013, the Company is subject to income tax at the rate of 25% and from 2014 onward will be 22%.

According to Decree No. 24/2007/ND-CP dated 14 February 2007 (which replaced Decree No. 164/2003/ND-CP dated 22 December 2003), the Company is entitled to tax incentives in relation to the relocation of its business activities out of an urban area. In 2006, the Company relocated one of its production lines from Bien Hoa City to Tam Phuoc Industrial Zone, Bien Hoa City. As a result, profit derived from this line is exempted from corporate income tax for two years and a reduction of 50% for the following six years. Also as stated in this Decree, the Company is entitled to tax incentives in relation to investments made in new production lines that are qualified under this Decree. The tax incentives include one year of exemption from corporate income tax and a reduction of 50% for the following four years applied to profit derived from the new production lines.

### Notes to the consolidated financial statements (continues)

Under Decree No. 124/2008/ND-CP dated 11 December 2008 (which replaced Decree No. 24/2007/ND-CP dated 14 February 2007) and Decree 122/2011ND-CP dated 27 December 2012 (which provided a number of amendments to prevailing Decree No.124/2008/ND-CP), the Company will continue to enjoy its tax incentives under Decree No. 24/2007/ND-CP dated 14 February 2007.

### 29. Loss per share

### (a) Basic earnings per share

The calculation of basic earnings per share at 31 December 2014 was based on the profit or loss attributable to ordinary shareholders of the Group and a weighted average number of ordinary shares outstanding during the period, calculated as follows:

(i) Net/(loss) profit attributable to ordinar	ry shareholders	
	2014 VND'000	2013 VND'000
Net profit/(loss) attributable to ordinary shareholders	(176,905,671)	(83,477,694)
(ii) Weighted average number of ordinary	v shares	
	2014	2013
	VND'000	VND'000
Weighted average number of ordinary shares for the year	51,890,984	30,814,061

- **30.** Financial instruments
- (a) Financial risk management
- (i) Overview

The Group 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 Group's exposure to each of the above risks, the Group's objectives, policies and processes for measuring and managing risk.

### Risk management framework

The Board of Directors has overall responsibility for the establishment and oversight of the Group's risk management framework. The Board is responsible for developing and monitoring the Group's risk management policies.

### Notes to the consolidated financial statements (continues)

#### Credit risk **(b)**

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's receivables from customers.

#### *(i)* Exposure to credit risk

The total of carrying amounts of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was as follow:

	2014	2013
	VND'000	VND'000
Cash in bank	114,171,663	97,029,236
Trade and other receivables	36,726,975	27,499,929
	150,898,638	124,529,165

#### Cash in bank

The cash at bank of the Group is mainly held with well-known financial institutions. 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 Group.

#### (iii) Trade and other receivables

The carrying amount of receivables represents the maximum credit risk pertaining to receivables.

The Group's exposure to credit risk in relation to receivables is mainly influenced by the individual characteristics of each customer. In response to the risk, the Group has established a credit policy under which most customers have to settle payment in advance before the goods delivery is carried out. Only customers considered with high creditworthiness by the management are offered credit terms. Receivables are due within 30 days to 45 days from the date of billing. Debtors with balances that are overdue are requested to settle the balances and management will perform an assessment before further credit is granted. No collateral is collected from the customers.

Based on historic default rates, the Group has made allowance for doubtful debts is necessary in respect of the outstanding trade and other receivables as of 31 December 2014.

The aging of trade and other receivables at year-end that were past due but not impaired is as follows:

2014	2013
VND'000	VND'000
19,579,429	23,186,248
12,812,930	1,410,811
2,287,670	857,402
2,046,946	2,045,468
36,726,975	27,499,929
	VND'000  19,579,429  12,812,930  2,287,670  2,046,946

### Notes to the consolidated financial statements (continues)

### (c) Liquidity risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they fall due. The Group'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 Group's reputation. The Group also manages its borrowings from related companies by managing the financing terms with the related companies.

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

31/12/2014	Carrying amount. <b>VND'000</b>	Contractual cash flows <b>VND'000</b>	Within 1 year <b>VND'000</b>	1 – 2 years <b>VND'000</b>	2 – 5 years <b>VND'000</b>
Trade and other payables.	97,977,281	97,977,281	97,977,281	-	-
Short-term borrowings.	245,870,000	246,866,985	246,866,985	-	-
Long-term borrowings.	138,970,000	145,192,627	2,642,090	2,642,090	139,908,447
	482,817,281	490,036,893	347,486,356	2,642,090	139,908,447
31/12/2013	Carrying amount. <b>VND'000</b>	Contractual cash flows VND'000	Within 1 year VND'000	1 – 2 years <b>VND'000</b>	2 – 5 years <b>VND'000</b>
31/12/2013  Trade and other payables.	amount.	cash flows	•	-	•
	amount. VND'000	cash flows VND'000	VND'000	-	•
Trade and other payables.	amount.  VND'000  118,515,310	cash flows <b>VND'000</b> 118,515,310	VND'000 118,515,310	-	•
Trade and other payables. Long term deposit	amount.  VND'000  118,515,310 26,139	cash flows VND'000 118,515,310 26,139	VND'000 118,515,310 26,139	-	•

The Group manages its ability to meet the expected operational expenses and servicing its debts by maintaining several financial facilities as follow:

 $\bullet$  USD 5 million unused short-term loan facility which renew automatically at the option of Group. Interest would be payable at rates of Libor + 0.8% per annum.

#### (d) 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 Group's income 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.

### Notes to the consolidated financial statements (continues)

### (i) Currency risk

The Group is exposed to currency risk on sales and purchases that are denominated in a currency other than the accounting currency of the Group. The currency in which these transactions primarily are denominated is VND.

The Group's exposure to currency risk is managed by keeping the exposure to an acceptable level by entering into currency transactions to address short-term over-exposures.

Exposure to currency risk

At 31 December 2014 and year 2013, the Group had the following net monetary liability position exposed to currency risk. The following balances are presented in original currency:

	USD	USD
	31/12/2014	31/12/2013
Cash	2,230,894	2,073,661
Accounts receivable – trade.	339,568	306,838
Account payables.	(197,469)	(129,092)
Short-term borrowings	(11,500,000)	(15,500,000)
Long-term borrowings	(6,500,000)	(6,500,000)
Other payables.		(3,110)
	(15,627,007)	(19,751,703)
The followings are the significant exchange rates ap	vND 31/12/2014 21,380	VND 31/12/2013 21,080
31/12/2014. USD (1% strengthening)	2.,600	Increase in net loss.  VND'000  31/12/2014  2,608,460
31/12/2013. USD (1% strengthening)		Increase in net loss.  VND'000  31/12/2013  4,167,609

The opposite movement of the currencies would have the equal but opposite effect to the net loss of the Group.

### Notes to the consolidated financial statements (continues)

### (ii) Interest rate risk

At the reporting date the interest rate profile of the Company's interest-bearing financial instruments was:

	Carrying	amount
	31/12/2014	31/12/2013
Fixed rate instruments.	VND'000	VND'000
Financial liabilities.	(138,970,000)	(137,020,000)
Variable rate instruments.		
Financial assets.	114,171,663	97,029,236
Financial liabilities.	(245,870,000)	(326,740,000)
	(131,698,337)	(229,710,764)

A change of 100 basis points in interest rates would have increased net losses of the Company by Million VND 93 (2013: Million VND 1,723). This analysis assumes that all other variables, in particular foreign currency rates, remain constant.

No policy was in place pertaining to the mitigation of potential volatility of the interest rate.

#### (e) Fair value

The Group has not determined fair values of financial assets and liabilities in accordance with Article 28 of Circular No. 210/2009/TT-BTC dated 6 November 2009 of the Ministry of Finance because (i) quoted prices in active market are not available for these financial assets and liabilities; and (ii) Vietnamese Accounting Standards and the Vietnamese Accounting System do not provide guidance on measurement of fair values in the case where quoted prices in active market are not available. Fair values of these financial instruments may be different from their carrying values.

### 31. Significant transactions with related parties

In addition to related party balances disclosed in other notes to the consolidated financial statements, during the year there were the following significant transactions with related parties:

	Carrying	amount
	31/12/2014	31/12/2013
Related companies	VND'000	VND'000
Kirin Holding Company, Limited - Parent Company		
Short-term loan received	126,945,000	199,842,000
Short-term loan repayment	213,800,000	-
Share subscription	210,000,000	210,000,000
Interest expenses	6,959,861	8,402,063
Secondment fee	9,606,208	9,078,597
Vietnam Kirin Beverage Company, Limited		
Processing fee	132,662,976	42,472,216
Sale of finished goods	8,808	57,078
<b>Board of Directors and Board of Management</b>		
Secondment fees	5,601,813	4,517,690
Salary	1,307,374	1,312,409

### Notes to the consolidated financial statements (continues)

### 32. Commitments

The future minimum lease payments under non-cancellable operating leases were as follows:

	VND'000	VND'000
	31/12/2014	31/12/2013
Within one year	9,263,521	11,528,803
Within two to five years	24,862,422	27,499,588
Over five years	5,531,904	11,463,660
	39,657,847	50,492,051

### 33. Production and business costs by element

	Q4-2014	Q4-2013	YTD2014	YTD2013
	VND'000	VND'000	VND'000	VND'000
Raw material costs	172,229,820	172,425,107	642,040,301	581,402,928
Labour costs and staff costs	53,445,408	45,537,943	192,531,386	171,593,735
Depreciation and amortisation	9,369,289	9,214,422	37,321,176	37,320,482
Outside services	158,371,787	106,598,648	520,756,922	379,795,611
Other expenses	39,221	2,008,860	232,893	15,876,503
	393,455,524	335,784,980	1,392,882,679	1,185,989,259

13th February 2015

Prepared by: Approved by:

(Signed and Sealed)

Nguyễn Hồng Phong Michio Nagabayashi

Chief Accountant Chairman, General Director