

# Interfood Shareholding Company and its subsidiary

Consolidated Financial Statements for the year ended 31 December 2015

\* S.G.

### Interfood Shareholding Company Corporate information

| Investment Licence No.      | 270/GP   | 16 November 1991                |
|-----------------------------|--|---------------------------------|
| Investment Certificates No. | 472033000328 (1 <sup>st</sup> amendment)<br>472033000328 (2 <sup>nd</sup> amendment) | 28 November 2007<br>20 May 2010 |

472033000328 (3<sup>rd</sup> amendment) 22 April 2011 472033000328 (4<sup>th</sup> amendment) 18 October 2011 472033000328 (5<sup>th</sup> amendment) 14 May 2014 472033000328 (6<sup>th</sup> amendment) 30 December 2015 6525867086 (7<sup>th</sup> amendment) 5 February 2016

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 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 | Toru Yamasaki | Chairman |
|---------------------|---------------|----------|

Hajime Kobayashi Member (from 9 April 2015)
Hirotsugu Otani Member (from 9 April 2015)
Hiroshi Fujikawa Member (until 9 April 2015)

Nguyen Thi Kim Lien Member Takayuki Morisawa Member

Board of Directors Toru Yamasaki General Director

Yoshihisa Fujiwara Director/General Manager

of Factory

Takayuki Morisawa Director/General Manager

of Administration

Nguyen Thi Kim Lien Director/General Manager

of Internal Control

Taiichiro Iizumi Director/General Manager

of Sales

Yutaka Ogami Director/General Manager

of Finance

Registered Office Lot 13, Tam Phuoc Industrial Zone

Tam Phuoc Commune, Bien Hoa City

Dong Nai Province

Vietnam

Auditor KPMG Limited

Vietnam

#### Interfood Shareholding Company Statement of the Board of Directors

The Board of Directors of Interfood Shareholding Company ("the Company") presents this statement and the accompanying consolidated financial statements of the Company and its subsidiary (together referred to as "the Group") for the year ended 31 December 2015.

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

- (a) the consolidated financial statements set out on pages 5 to 41 give a true and fair view of the consolidated financial position of the Group as at 31 December 2015, and of its consolidated results of operations and its consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting; and
- (b) at the date of this statement, there are no reasons to believe that the 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 the accompanying consolidated financial statements for issue.

selfalborate Board of Directors

CÔNG TY

THỰC PHẨM QUỐC TẾ

Chairman - cum General Director

Ho Chi Minh City, 21 March 2016



**KPMG Limited Branch** 

10<sup>th</sup> Floor, Sun Wah Tower 115 Nguyen Hue Street District 1, Ho Chi Minh City The Socialist Republic of Vietnam Telephone +84 (8) 3821 9266 Fax +84 (8) 3821 9267 Internet www.kpmg.com.vn

#### INDEPENDENT AUDITOR'S REPORT

#### To the Shareholders Interfood Shareholding Company

We have audited the accompanying consolidated financial statements of Interfood Shareholding Company ("the Company") and its subsidiary (together referred to as "the Group"), which comprise the consolidated balance sheet as at 31 December 2015, the consolidated statements of income and cash flows for the year then ended and the explanatory notes thereto which were authorised for issue by the Company's Board of Directors on 21 March 2016, as set out on pages 5 to 41.

#### Management's Responsibility

The Company's Board of Directors is responsible for the preparation and fair presentation of these financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting, and for such internal control as the Board of Directors determines necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Group's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Company's Board of Directors, as well as evaluating the overall presentation of the financial statements.

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



#### **Auditor's Opinion**

In our opinion, the consolidated financial statements give a true and fair view, in all material respects, of the consolidated financial position of Interfood Shareholding Company and its subsidiary as at 31 December 2015 and of its consolidated results of operations and its consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting.

KPMG Limited's Branch in Ho Chi Minh City

Vietnam

Audit Report No.: 14-01-284

CHI NHÁNH CÓNG TY TRÁCH NHIỆM HỮU HẠN KPMG

Lan MHO Coc Hao

Practicing Auditor Registration Certificate No. 0866-2013-007-1

Deputy General Director

Ho Chi Minh City, 21 March 2016

Nguyen Anh Tuan

Practicing Auditor Registration Certificate No. 0436-2013-007-1

#### **Interfood Shareholding Company and its subsidiary** Consolidated balance sheet as at 31 December 2015

Form B 01 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|  | Code              | Note | 31/12/2015<br>VND'000          | 1/1/2015<br>VND'000<br>Reclassified |
|--|-------------------|------|--------------------------------|-------------------------------------|
| ASSETS   |                   |      |                                |                                     |
| Current assets $(100 = 110 + 130 + 140 + 150)$ | 100               |      | 383,161,036                    | 339,000,879                         |
| Cash<br>Cash                                   | <b>110</b><br>111 | 6    | <b>172,435,846</b> 172,435,846 | <b>114,345,439</b><br>114,345,439   |
| Casii  | 111               |      | 172, 155,010                   | 111,515,155                         |
| Accounts receivable – short-term               | 130               |      | 26,263,656                     | 42,521,295                          |
| Accounts receivable from customers             | 131               | 7    | 22,218,569                     | 36,547,087                          |
| Prepayments to suppliers                       | 132               |      | 5,543,647                      | 6,948,340                           |
| Other receivables – short-term                 | 136               |      | 797,532                        | 1,071,336                           |
| Allowance for doubtful debts                   | 137               | 8    | (2,296,092)                    | (2,045,468)                         |
| Inventories                                    | 140               | 9    | 183,485,382                    | 179,430,711                         |
| Inventories                                    | 141               |      | 185,404,269                    | 182,865,732                         |
| Allowance for inventories                      | 149               |      | (1,918,887)                    | (3,435,021)                         |
| Other current assets                           | 150               |      | 976,152                        | 2,703,434                           |
| Short-term prepaid expenses                    | 151               |      | 902,241                        | 2,703,434                           |
| Taxes receivable from State Treasury           | 153               |      | 73,911                         | · · ·                               |
| Long-term assets                               |                   |      |                                |                                     |
| (200 = 210 + 220 + 240 + 260)                  | 200               |      | 291,472,732                    | 325,011,033                         |
| Accounts receivable – long-term                | 210               |      | 1,575,362                      | 1,561,502                           |
| Other receivables – long-term                  | 216               |      | 1,575,362                      | 1,561,502                           |
| Fixed assets                                   | 220               |      | 255,929,850                    | 288,049,130                         |
| Tangible fixed assets                          | 221               | 10   | 246,168,681                    | 279,095,084                         |
| Cost   | 222               |      | 609,272,533                    | 607,104,916                         |
| Accumulated depreciation                       | 223               |      | (363,103,852)                  | (328,009,832)                       |
| Intangible fixed assets                        | 227               | 11   | 9,761,169                      | 8,954,046                           |
| Cost   | 228               |      | 12,913,118                     | 10,815,193                          |
| Accumulated amortisation                       | 229               |      | (3,151,949)                    | (1,861,147)                         |
| Long-term work in progress                     | 240               |      | 189,670                        | 1,990,465                           |
| Construction in progress                       | 242               | 12   | 189,670                        | 1,990,465                           |
| Other long-term assets                         | 260               |      | 33,777,850                     | 33,409,936                          |
| Long-term prepaid expenses                     | 261               | 13   | 33,777,850                     | 33,409,936                          |
| TOTAL ASSETS $(270 = 100 + 200)$               | 270               |      | 674,633,768                    | 664,011,912                         |

#### Interfood Shareholding Company and its subsidiary Consolidated balance sheet as at 31 December 2015 (continued)

Form B 01 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|  | Code        | Note  | 31/12/2015<br>VND'000 | 1/1/2015<br>VND'000<br>Reclassified |
|--|-------------|-------|-----------------------|-------------------------------------|
| RESOURCES  |             |       |                       |                                     |
| LIABILITIES $(300 = 310 + 330)$                        | 300         |       | 509,554,905           | 562,725,468                         |
| Current liabilities                                    | 310         |       | 356,330,596           | 416,900,346                         |
| Accounts payable to suppliers                          | 311         | 14    | 73,591,149            | 97,422,844                          |
| Advances from customers                                | 312         |       | 3,116,598             | 3,316,859                           |
| Taxes payable to State Treasury                        | 313         | 15    | 10,444,482            | 5,840,145                           |
| Payable to employees                                   | 314         |       | 10,591,749            | 10,167,951                          |
| Accrued expenses                                       | 315         | 16    | 76,511,785            | 53,415,552                          |
| Other payables – short-term                            | 319         | 17    | 1,754,833             | 866,995                             |
| Short-term borrowings                                  | 320         | 18(a) | 180,320,000           | 245,870,000                         |
| Long-term liabilities                                  | 330         |       | 153,224,309           | 145,825,122                         |
| Long-term borrowings                                   | 338         | 18(b) | 146,510,000           | 138,970,000                         |
| Deferred tax liabilities                               | 341         | 19    | 4,170,398             | 3,778,777                           |
| Provision – long-term                                  | 342         | 20    | 2,543,911             | 3,076,345                           |
| EQUITY $(400 = 410)$                                   | 400         |       | 165,078,863           | 101,286,444                         |
| Owners' equity   | 410         | 2.1   | 165,078,863           | 101,286,444                         |
| Share capital  | 411         | 22    | 871,409,840           | 711,409,840                         |
| <ul> <li>Ordinary shares with voting rights</li> </ul> | 411a        |       | 871,409,840           | 711,409,840                         |
| Share premium  | 412         |       | 85,035,704            | 85,035,704                          |
| Other reserves   | 420         | 23    | 57,498,796            | 57,498,796                          |
| Accumulated losses                                     | 421         |       | (852,821,119)         | (756,134,004)                       |
| <ul> <li>Accumulated losses brought forward</li> </ul> | 421a        |       | (756,134,004)         | (579,228,333)                       |
| <ul> <li>Net loss for the current year</li> </ul>      | <i>421b</i> |       | (96,687,115)          | (176,905,671)                       |
| Non-controlling interest                               | 429         |       | 3,955,642             | 3,476,108                           |
| TOTAL RESOURCES<br>(440 = 300 + 400)                   | 440         |       | 674,633,768           | 664,011,912                         |

21 March 2016

Prepared by:

Nguyen Hong Phong Chief Accountant Chairman cum General Director

#### Interfood Shareholding Company and its subsidiary Consolidated statement of income for the year ended 31 December 2015

Form B 02 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|  | Code | Note | 2015<br>VND'000 | 2014<br>VND'000<br>Reclassified |
|--|------|------|-----------------|---------------------------------|
| Revenue from sale of goods                             | 01   | 25   | 1,318,402,242   | 1,188,164,969                   |
| Revenue deductions                                     | 02   | 25   | 38,218,537      | 38,707,794                      |
| Net revenue (10 = 01 - 02)                             | 10   | 25   | 1,280,183,705   | 1,149,457,175                   |
| Cost of sales  | 11   | 26   | 941,763,989     | 889,318,885                     |
| Gross profit (20 = 10 - 11)                            | 20   |      | 338,419,716     | 260,138,290                     |
| Financial income                                       | 21   | 27   | 17,537,953      | 10,225,704                      |
| Financial expenses                                     | 22   | 28   | 43,683,496      | 23,881,901                      |
| In which: Interest expense                             | 23   |      | 5,933,545       | 6,959,861                       |
| Selling expenses                                       | 25   | 29   | 360,120,414     | 393,315,759                     |
| General and administration expenses                    | 26   | 30   | 41,476,966      | 34,010,542                      |
| Net operating loss ${30 = 20 + (21 - 22) - (25 + 26)}$ | 30   |      | (89,323,207)    | (180,844,208)                   |
| Other income   | 31   | 31   | 6,556,299       | 7,841,201                       |
|  | 32   | 32   | 10,321,381      | 3,451,671                       |
| Other expenses   | 32   | 32   | 10,321,361      | 3,431,071                       |
| Results of other activities $(40 = 31 - 32)$           | 40   |      | (3,765,082)     | 4,389,530                       |
| Accounting loss before tax $(50 = 30 + 40)$            | 50   |      | (93,088,289)    | (176,454,678)                   |
| Income tax expense – current                           | 51   | 34   | 2,727,671       | -                               |
| Income tax expense/(benefit) – deferred                | 52   | 34   | 391,621         | (40,234)                        |
| Net loss after tax (60 = 50 - 51 - 52)                 | 60   |      | (96,207,581)    | (176,414,444)                   |

#### Interfood Shareholding Company and its subsidiary Consolidated statement of income for the year ended 31 December 2015 (continued)

Form B 02 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|                               | Code | Note | 2015<br>VND'000 | 2014<br>VND'000<br>Reclassified |
|-------------------------------|------|------|-----------------|---------------------------------|
| Net loss after tax            | 60   | =    | (96,207,581)    | (176,414,444)                   |
| Attributable to:              |      |      |                 |                                 |
| Equity holders of the Company | 61   |      | (96,687,115)    | (176,905,671)                   |
| Non-controlling interest      | 62   |      | 479,534         | 491,227                         |
| Loss per share                |      | _    |                 |                                 |
| Basic loss per share (in VND) | 70   | 35   | (1,352)         | (3,468)                         |

21 March 2016

Prepared by:

Nguyen Hong Phong Chief Accountant

666 proceed by:

masaki

Chairman cum General Director

#### Interfood Shareholding Company and its subsidiary Consolidated statement of cash flows for the year ended 31 December 2015 (Indirect method)

Form B 03 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|   | Code   | Note | 2015<br>VND'000 | 2014<br>VND'000 |
|---|--------|------|-----------------|-----------------|
| CASH FLOWS FROM OPERATING ACTIV   | VITIES |      |                 |                 |
| Loss before tax   | 01     |      | (93,088,289)    | (176,454,678)   |
| Adjustments for   |        |      |                 |                 |
| Depreciation and amortisation   | 02     |      | 38,381,229      | 38,192,612      |
| Allowances and provisions   | 03     |      | 11,618,253      | 3,435,021       |
| Exchange losses arising from revaluation of monetary items denominated in foreign |        |      |                 |                 |
| currencies  | 04     |      | 14,750,685      | 4,900,524       |
| Profits from investing activities   | 05     |      | (976,747)       |                 |
| Interest expense  | 06     |      | 5,933,545       | 6,959,861       |
| Operating loss before changes in working capital                                  | 08     | -    | (23,381,324)    | (123,225,956)   |
| Change in receivables   | 09     |      | 13,836,193      | (13,970,952)    |
| Change in inventories   | 10     |      | (13,295,688)    |                 |
| Change in payables and other liabilities  | 11     |      | 4,458,796       |                 |
| Changes in prepaid expenses   | 12     |      | 1,433,279       | (2,521,907)     |
|   |        | -    | (16,948,744)    | (92,624,205)    |
| Interest paid   | 14     |      | (5,922,380)     | (7,928,475)     |
| Income tax paid   | 15     |      | (2,727,671)     |                 |
| Other payments for operating activities   | 16     |      | -               | (55,039)        |
| Net cash flows from operating activities  | 20     | -    | (25,598,795)    | (100,607,719)   |
| CASH FLOWS FROM INVESTING ACTIV   | TTIES  |      |                 |                 |
| Payments for additions to fixed assets and  |        |      |                 |                 |
| other long-term assets  | 21     |      | (4,662,888)     | (9,253,971)     |
| Proceeds from disposals of fixed assets   | 22     |      | 645,455         | 547,273         |
| Receipts of interests   | 27     |      | 386,635         | 335,798         |
| Net cash flows from investing activities  | 30     |      | (3,630,798)     | (8,370,900)     |

#### Interfood Shareholding Company and its subsidiary Consolidated statement of cash flows for the year ended 31 December 2015 (Indirect method – continued)

Form B 03 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

|  | Code  | Note | 2015<br>VND'000 | 2014<br>VND'000 |
|--|-------|------|-----------------|-----------------|
| CASH FLOWS FROM FINANCING ACTIV                      | TTIES |      |                 |                 |
| Proceeds from shares issued                          | 31    |      | 160,000,000     | 210,000,000     |
| Proceeds from borrowings                             | 33    |      | 77,250,000      | 126,945,000     |
| Payments to settle loan principals                   | 34    |      | (149,930,000)   | (210,800,000)   |
| Net cash flows from financing activities             | 40    |      | 87,320,000      | 126,145,000     |
| Net cash flows during the year $(50 = 20 + 30 + 40)$ | 50    |      | 58,090,407      | 17,166,381      |
| Cash at beginning of the year                        | 60    |      | 114,345,439     | 97,180,048      |
| Effect of exchange rate fluctuations on cash         | 61    |      | -               | (990)           |
| Cash at end of the year $(70 = 50 + 60 + 61)$        | 70    | 6    | 172,435,846     | 114,345,439     |

21 March 2016

Prepared by:

Nguyen Hong Phong Chief Accountant

Chairman—cum General Director

HANDE Oved by:

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

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

#### 1. Reporting entity

#### (a) Ownership structure

Interfood Shareholding Company ("the Company") is incorporated as a joint stock company in Vietnam. The Company owns 90.4% of the equity interests in Avafood Shareholding Company ("Avafood"). The consolidated financial statements for the year ended 31 December 2015 comprise the Company and its subsidiary, Avafood (together referred to as "the Group").

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 the Ho Chi Minh Stock Exchange, the Company's shares were delisted on 3 May 2013 and thereafter traded on Vietnam Security Depository.

#### (b) Principal activities

The principal activities of the Company are to process agricultural and aquatic products into canned, dried, frozen, salted, and pickled products; the production of biscuits and snack food; carbonated and non-carbonated fruit juice, non-carbonated and carbonated beverages, with or without low level of alcohol (less than 10%); bottled filtered water; packaging for foods and beverages; and to export, import products in accordance with business operation.

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

#### (c) Normal operating cycle

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

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (d) Group structure

As at 31 December 2015, the Group had 1,422 employees (1/1/2015: 1,539 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 for enterprises and the relevant statutory requirements applicable to financial reporting.

#### (b) Basis of measurement

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

#### (c) Going concern assumption

The consolidated financial statements have been prepared on a going concern basis. The Group incurred net loss after tax of VND96,208 million (2014: VND176,414 million) during the year. Furthermore, the Group had significant loans that will require refinancing within the next 12 months (Note 18). The validity of the going concern assumption fundamentally depends on the Group generating enough operating and financing cash flows to meet the operational expenses and 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, the Group had USD17.5 million unused short-term facility which can be used to meet the operational expenses and 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 and presentation currency

The Company's accounting currency is Vietnam Dong ("VND"). The consolidated financial statements are prepared and presented in Vietnam Dong rounded to the nearest thousand ("VND'000").

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 3. Adoption of new guidance on accounting system for enterprises

On 22 December 2014, the Ministry of Finance issued Circular No. 200/2014/TT-BTC providing guidance on Vietnamese Accounting System for enterprises ("Circular 200"). Circular 200 replaces previous guidance on Vietnamese Accounting System for enterprises under Decision No. 15/2006/QD-BTC dated 20 March 2006 and Circular No. 244/2009/TT-BTC dated 31 December 2009. Circular 200 is effective after 45 days from the signing date and applicable for annual accounting periods beginning on or after 1 January 2015.

On the same date of 22 December 2014, the Ministry of Finance also issued Circular No. 202/2014/TT-BTC providing guidance on preparation and presentation of consolidated financial statements ("Circular 202"). Circular 202 replaces previous guidance on preparation and presentation of consolidated financial statements provided in Part XIII of Circular No. 161/2007/TT-BTC dated 31 December 2007 of the Ministry of Finance. Circular 202 is also effective after 45 days from the signing date and applicable for annual accounting periods beginning on or after 1 January 2015.

The Group has adopted the applicable requirements of Circular 200 and Circular 202 effective from 1 January 2015 on a prospective basis. The significant changes to the Group's accounting policies and the effects on the consolidated financial statements, if any, are disclosed in the following note to the consolidated financial statements:

Recognition of foreign exchange differences (Note 4(b)).

#### 4. Summary of significant accounting policies

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

#### (a) Basis of consolidation

#### (i) Subsidiary

Subsidiary is an entity controlled by the Group. The financial statements of the subsidiary are included in the consolidated financial statements from the date that control commences until the date that control ceases.

#### (ii) Transactions eliminated on consolidation

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

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (b) Foreign currency transactions

Transactions in currencies other than VND during the year have been translated into VND at actual rates of exchange ruling at the transaction dates. The actual rates of exchange applied to account for foreign currency transaction are determined as follows:

- Exchange rate applied to buying or selling foreign currency is the exchange rate stipulated in the currency exchange contract between the Group and the bank.
- Exchange rate applied to capital contribution transaction is the foreign currency buying rate at the transaction date quoted by the bank through which the investor transfers funds for the capital contribution.
- Exchange rate applied to recognise trade and other receivables is the foreign currency buying rate at the transaction date quoted by the bank through which the Group receives money from the customer or counterparty.
- Exchange rate applied to recognise trade and other payables is the foreign currency selling rate
  at the transaction date quoted by the bank through which the Group intends to make payment
  for the liability.
- For asset acquisitions or expenses that are settled with immediate payment, the exchange rate applied is the foreign currency buying rate at the transaction date quoted by the bank through which the Group makes payment.

Monetary assets and liabilities denominated in currencies other than VND are translated into VND at actual rates of exchange ruling at the balance sheet date. The actual rates of exchange applied to retranslate monetary items denominated in foreign currency at reporting date are determined as follows:

- For monetary assets (cash and receivables): the foreign currency buying rate at the reporting date quoted by the commercial bank where the Group most frequently conducts transactions. Cash at banks and bank deposits are retranslated using the foreign currency buying rate of the bank where the Group deposits the money or maintains those bank accounts.
- For monetary liabilities (payables and borrowings): the foreign currency selling rate at reporting date quoted by the commercial bank where the Group most frequently conducts transactions.

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

The application of this accounting regulation has no significant impact on the consolidated financial statements.

#### (c) Cash

Cash comprises cash balances and call deposits.

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (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 inventories.

#### (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 tangible fixed assets. The estimated useful lives are as follows:

| <ul><li>buildings</li></ul>                 | 6 – 30 years |
|---|--------------|
| <ul> <li>machinery and equipment</li> </ul> | 6 – 15 years |
| <ul><li>motor vehicles</li></ul>            | 6 – 10 years |
| <ul> <li>office equipment</li> </ul>        | 3-10 years   |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (g) Intangible fixed assets

#### Software

Cost of acquiring a new software, which is not an integral part of the related hardware, is capitalised and treated as an intangible asset. Software cost is amortised on a straight-line basis over 10 years.

#### (h) Construction in progress

Construction in progress represents the costs 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.

#### (i) Long-term prepaid expenses

#### (i) Prepaid land costs

Prepaid land costs comprise prepaid land lease rentals, including those for which the Group obtained land use rights certificate but are not qualified as intangible fixed assets under Circular No. 45/2013/TT-BTC dated 25 April 2013 of the Ministry of Finance providing guidance on management, use and depreciation of fixed assets, 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 40 years.

#### (ii) Renovation expense

Renovation expense is initially stated at cost and is amortised on a straight line basis over 3 years starting from the date of completion of the renovation.

#### (iii) Tools and supplies

Tools and supplies include assets held for use by the Group in the normal course of business whose costs of individual items are less than VND30 million and therefore not qualified for recognition as fixed assets under prevailing regulation. Cost of tools and supplies are amortised on a straight-line basis over 3 years.

#### (iv) Insurance and rental expenses

Insurance and rental expenses are initially stated at cost and are amortised on a straight-line basis over the insurance and rental terms.

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (j) Trade and other payables

Trade and other payables are stated at their cost.

#### (k) Provisions

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

#### 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. 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 2015 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.

#### (l) Share capital

#### **Ordinary shares**

Incremental costs directly attributable to the issue of shares, net of tax effects, are recognised as a deduction from share premium.

#### (m) Acquisition reserve

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 is recorded as acquisition reserve under other reserves.

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (n) 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 in 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 tax rates enacted or substantively enacted at the balance sheet date.

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.

#### (o) Revenue and other income

#### (i) Goods sold

Revenue from sale of goods is recognised in the consolidated statement of income when 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. Revenue on sale of goods is recognised at the net amount after deducting sales discounts stated on the invoice.

#### (ii) Interest income

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

#### (p) 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.

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (q) 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.

#### (r) 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 Company by the weighted average number of ordinary shares outstanding during the year. The Company does not present diluted EPS as it has no potentially diluted shares.

#### (s) 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.

#### (t) Related parties

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

#### 5. Segment reporting

The Group mainly operates in one business segment, which is the production and sale of foods and beverages and in one geographical segment, which is in Vietnam.

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 6. Cash

|  | 31/12/2015<br>VND'000  | 1/1/2015<br>VND'000    |
|--|------------------------|------------------------|
| Cash on hand<br>Cash at banks                    | 161,043<br>172,274,803 | 173,776<br>114,171,663 |
| Cash in the consolidated statement of cash flows | 172,435,846            | 114,345,439            |

#### 7. Accounts receivable from customers

#### (a) Accounts receivable from customers detailed by significant customers

|  | 31/12/2015<br>VND'000                | 1/1/2015<br>VND'000                  |
|--|--------------------------------------|--------------------------------------|
| Saigon Union of Trading Co-operatives<br>EB Services Co., Ltd.<br>Others | 5,042,063<br>4,075,204<br>13,101,302 | 4,298,327<br>3,944,174<br>28,304,586 |
|  | 22,218,569                           | 36,547,087                           |

#### (b) Accounts receivable from customers classified by payment term

|            | 31/12/2015<br>VND'000 | 1/1/2015<br>VND'000 |
|------------|-----------------------|---------------------|
| Short-term | 22,218,569            | 36,547,087          |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 8. Allowance for doubtful debts

Movements in the allowance for doubtful debts during the year were as follows:

|  | 2015<br>VND'000                       | 2014<br>VND'000 |
|--|---------------------------------------|-----------------|
| Opening balance<br>Increase in allowance during the year<br>Allowance utilised during the year | 2,045,468<br>2,341,472<br>(2,090,848) | 2,045,468       |
| Closing balance  | 2,296,092                             | 2,045,468       |

#### 9. Inventories

|                    | 31/12/2015      |                      | 1/1/2015        |                      |
|--------------------|-----------------|----------------------|-----------------|----------------------|
|                    | Cost<br>VND'000 | Allowance<br>VND'000 | Cost<br>VND'000 | Allowance<br>VND'000 |
| Goods in transit   | 790,291         | _                    | -               | -                    |
| Raw materials      | 39,684,219      | -                    | 52,314,741      | (2,609,907)          |
| Tools and supplies | 9,712,514       | -                    | 10,882,858      | _                    |
| Work in progress   | 4,646,405       | -                    | 13,602,577      | -                    |
| Finished goods     | 130,570,840     | (1,918,887)          | 106,065,556     | (825,114)            |
|                    | 185,404,269     | (1,918,887)          | 182,865,732     | (3,435,021)          |

Included in inventories as at 31 December 2015 was VND14,207 million (1/1/2015: nil) of finished goods carried at net realisable value.

Movements in the allowance for inventories during the year were as follows:

|  | 2015<br>VND'000                        | 2014<br>VND'000 |
|--|--|-----------------|
| Opening balance<br>Increase in allowance during the year<br>Allowance utilised during the year | 3,435,021<br>9,241,017<br>(10,757,151) | 3,435,021<br>-  |
| Closing balance  | 1,918,887                              | 3,435,021       |

Form B 09 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 10. Tangible fixed assets

|   | Buildings<br>VND'000     | Machinery<br>and<br>equipment<br>VND'000 | Motor<br>vehicles<br>VND'000        | Office<br>equipment<br>VND'000 | Total<br>VND'000                         |
|---|--------------------------|--|-------------------------------------|--------------------------------|--|
| Cost  |                          |  |                                     |                                |  |
| Opening balance<br>Additions<br>Transfers from      | 116,703,036              | 475,041,079<br>1,270,315                 | 9,916,896<br>110,000                | 5,443,905<br>312,937           | 607,104,916<br>1,693,252                 |
| construction in progr<br>Disposals                  | ress 425,096             | 2,053,199                                | (2,051,750)                         | 47,820<br>-                    | 2,526,115<br>(2,051,750)                 |
| Closing balance                                     | 117,128,132              | 478,364,593                              | 7,975,146                           | 5,804,662                      | 609,272,533                              |
| Accumulated depre                                   | ciation                  |  |                                     |                                |  |
| Opening balance<br>Charge for the year<br>Disposals | 27,980,435<br>4,042,109  | 289,323,730<br>31,682,465                | 7,227,510<br>695,305<br>(1,996,407) | 3,478,157<br>670,548           | 328,009,832<br>37,090,427<br>(1,996,407) |
| Closing balance                                     | 32,022,544               | 321,006,195                              | 5,926,408                           | 4,148,705                      | 363,103,852                              |
| Net book value                                      | •                        |  |                                     |                                |  |
| Opening balance<br>Closing balance                  | 88,722,601<br>85,105,588 | 185,717,349<br>157,358,398               | 2,689,386<br>2,048,738              | 1,965,748<br>1,655,957         | 279,095,084<br>246,168,681               |

Included in tangible fixed assets were assets costing VND61,681 million which were fully depreciated as of 31 December 2015 (1/1/2015: VND26,515 million), but are still in active use.

The net book value of temporarily idle tangible fixed assets amounted to VND33,602 million as at 31 December 2015 (1/1/2015: VND14,455 million).

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 11. Intangible fixed assets

|   | Software<br>VND'000     |
|---|-------------------------|
| Cost  |                         |
| Opening balance Transfers from construction in progress | 10,815,193<br>2,097,925 |
| Closing balance   | 12,913,118              |
| Accumulated amortisation                                |                         |
| Opening balance<br>Charge for the year                  | 1,861,147<br>1,290,802  |
| Closing balance   | 3,151,949               |
| Net book value  |                         |
| Opening balance Closing balance                         | 8,954,046<br>9,761,169  |

#### 12. Construction in progress

|  | 2015<br>VND'000          | 2014<br>VND'000          |
|--|--------------------------|--------------------------|
| Opening balance  | 1,990,465                | 2,731,811                |
| Additions during the year Transfers to tangible fixed assets | 2,823,245<br>(2,526,115) | 5,023,285<br>(5,726,831) |
| Transfers to intangible fixed assets                         | (2,097,925)              | (37,800)                 |
| Closing balance  | 189,670                  | 1,990,465                |

Form B 09 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 13. Long-term prepaid expenses

|  | Prepaid<br>land costs<br>VND'000 | Renovation expense. VND'000 | Tools and<br>supplies<br>VND'000 | Insurance<br>expense<br>VND'000 | Rental<br>expense<br>VND'000 | Total<br>VND'000        |
|--|----------------------------------|-----------------------------|----------------------------------|---------------------------------|------------------------------|-------------------------|
| Opening balance<br>Additions<br>Amortisation for | 26,964,009                       | 4,310,399<br>2,933,761      | 2,135,528<br>2,217,247           | 497,276                         | 2,344,425                    | 33,409,936<br>7,992,709 |
| the year   | (694,999)                        | (2,553,083)                 | (1,856,997)                      | (217,126)                       | (2,302,590)                  | (7,624,795)             |
| Closing balance                                  | 26,269,010                       | 4,691,077                   | 2,495,778                        | 280,150                         | 41,835                       | 33,777,850              |

#### 14. Accounts payable to suppliers

#### (a) Accounts payable to suppliers detailed by significant suppliers

|                          | 31/12/2015      |  | 1/1/2015        |  |  |
|--------------------------|-----------------|--|-----------------|--|--|
|                          | Cost<br>VND'000 | Amount within payment capacity VND'000 | Cost<br>VND'000 | Amount within payment capacity VND'000 |  |
| Crown Beverage Cans      |                 |  |                 |  |  |
| (Dong Nai) Co., Ltd      | 23,567,042      | 23,567,042                             | -               | -                                      |  |
| Hoa Lam Transportation - |                 |  |                 |  |  |
| Service – Trading        |                 |  |                 |  |  |
| Company Limited          | 7,034,398       | 7,034,398                              | -               | -                                      |  |
| Vietnam Kirin Beverage   |                 |  |                 |  |  |
| Company Limited          | 4,272,267       | 4,272,267                              | 38,979,224      | 38,979,224                             |  |
| Crown Beverage Cans      |                 |  |                 |  |  |
| Saigon Limited           | 3,388,779       | 3,388,779                              | 10,810,785      | 10,810,785                             |  |
| Others                   | 35,328,663      | 35,328,663                             | 47,632,835      | 47,632,835                             |  |
| _                        | 73,591,149      | 73,591,149                             | 97,422,844      | 97,422,844                             |  |

Form B 09 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (b) Accounts payable to suppliers classified by payment term

|            | 31/12/2015      |  | 1/1/2015        |  |
|------------|-----------------|--|-----------------|--|
|            | Cost<br>VND'000 | Amount within payment capacity VND'000 | Cost<br>VND'000 | Amount within payment capacity VND'000 |
| Short-term | 73,591,149      | 73,591,149                             | 97,422,844      | 97,422,844                             |

#### (c) Accounts payable to suppliers who are related parties

|                                  | 31/12/2015 Amount within payment Cost capacity |           | 1/1/2015 Amount with payment Cost capacity |            |
|----------------------------------|--|-----------|--|------------|
| Vietnam Kirin Beverage           | VND'000  | VND'000   | VND'000                                    | VND'000    |
| Company Limited, a related party | 4,272,267                                      | 4,272,267 | 38,979,224                                 | 38,979,224 |

The amounts due to Vietnam Kirin Beverage Company Limited represented the processing fee payable, which were unsecured, interest free and payable on demand.

#### 15. Taxes payable to State Treasury

|                                 | 1/1/2015<br>VND'000 | Incurred<br>VND'000 | Netted-off<br>VND'000 | Paid<br>VND'000 | 31/12/2015<br>VND'000 |
|---------------------------------|---------------------|---------------------|-----------------------|-----------------|-----------------------|
| Value<br>added tax<br>Corporate | 5,448,172           | 129,530,013         | (99,639,311)          | (25,117,509)    | 10,221,365            |
| income tax Personal             | -                   | 2,727,671           | -                     | (2,727,671)     | -                     |
| income tax                      | 311,156             | 3,148,845           | -                     | (3,240,533)     | 219,468               |
| Others                          | 80,817              | 2,864,784           | -                     | (2,941,952)     | 3,649                 |
|                                 | 5,840,145           | 138,271,313         | (99,639,311)          | (34,027,665)    | 10,444,482            |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 16. Accrued expenses

|                                | 31/12/2015<br>VND'000 | 1/1/2015<br>VND'000 |
|--------------------------------|-----------------------|---------------------|
| Sales discounts and commission | 21,522,323            | 15,373,539          |
| Promotion expense              | 25,292,954            | 8,835,982           |
| Transportation fee             | 6,000,705             | 7,920,713           |
| Secondment fee payable (*)     | 5,470,153             | 4,742,113           |
| Loans interest payable         | 2,179,737             | 2,168,572           |
| Others                         | 16,045,913            | 14,374,633          |
|                                | 76,511,785            | 53,415,552          |

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

#### 17. Other payables – short-term

|  | 31/12/2015<br>VND'000 | 1/1/2015<br>VND'000 |
|--|-----------------------|---------------------|
| Non-trade amounts due to a related party | 852,501               | -                   |
| Dividends payable                        | 505,391               | 505,391             |
| Others                                   | 396,941               | 361,604             |
|  | 1,754,833             | 866,995             |

The non-trade amounts due to a related party were unsecured, interest free and are payable on demand.

245,870,000

180,320,000

Notes to the consolidated financial statements for the year ended 31 December 2015 (continued) Interfood Shareholding Company and its subsidiary

Form B 09 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

# 18. Borrowings

# (a) Short-term borrowings

|   | 1/1/2015    | 15                      | Mov        | Aovement during the year | year  | 31/12/2015         | 2015                             |
|---|-------------|-------------------------|------------|--------------------------|---|--------------------|----------------------------------|
|   | Carrying    | Amount within repayment | Increase   | Пестеяке                 | Unrealised<br>foreign<br>exchange<br>losses | Carrying<br>amount | Amount within repayment canacity |
|   | VND'000     | VND'000                 | VND'000    | VND'000                  | VND'000                                     | VND'000            | VND'000                          |
| Loans from Kirin Holdings<br>Company, Limited | 245,870,000 | 245,870,000             | 77,250,000 | (149,930,000)            | 7,130,000                                   | 180,320,000        | 180,320,000                      |

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

| 1/1/2015<br>VND'000     | 149,660,000<br>96,210,000                             |
|-------------------------|---|
| 31/12/2015<br>VND*000   | 135,240,000   |
| Annual<br>interest rate | Libor plus 0.8%<br>Libor plus 0.8%<br>Libor plus 0.8% |
| Currency                | USD<br>USD<br>USD                                     |
|                         |   |
|                         | Loan 1<br>Loan 2<br>Loan 3                            |

The applicable interest rates of these borrowings ranged from 1.036% to 1.536% per annum during the year (2014: 0.954% to 1.492% per annum).

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (b) Long-term borrowings

| Unsecured loans from Kirin | Currency | Annual<br>interest<br>rate | Year of<br>maturity | 31/12/2015<br>VND'000 | 1/1/2015<br>VND'000 |
|----------------------------|----------|----------------------------|---------------------|-----------------------|---------------------|
| Holdings Company, Limited  | USD      | 1.896%                     | 2017                | 146,510,000           | 138,970,000         |

The unsecured loans bore fixed interest rate of 1.896% per annum during the year (2014: 1.896% per annum), which is based on USD Swap Semi 30/360 5-year plus 0.8% per annum according to current Kirin Group's financial rules.

#### 19. Deferred tax liabilities

#### (a) Recognised deferred tax liabilities

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

#### (b) Unrecognised deferred tax assets

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

|  | 31/12/2                            | 2015                     | 1/1/2                              | 015                      |
|--|------------------------------------|--------------------------|------------------------------------|--------------------------|
|  | Temporary<br>difference<br>VND'000 | Tax value<br>VND'000     | Temporary<br>difference<br>VND'000 | Tax value<br>VND'000     |
| Deductible temporary differences<br>Tax losses | 79,427,763<br>118,282,854          | 15,885,553<br>23,728,737 | 57,434,153<br>55,323,290           | 12,635,514<br>12,171,124 |
|  | 197,710,617                        | 39,614,290               | 112,757,443                        | 24,806,638               |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

The tax losses expire in the following years:

| Year of expiry | Status of tax review | Tax losses<br>available<br>VND'000 |
|----------------|----------------------|------------------------------------|
| 2017           | Outstanding          | 11,692,311                         |
| 2019           | Outstanding          | 37,786,831                         |
| 2020           | Outstanding          | 68,803,712                         |
|                |                      | 118,282,854                        |

The deductible temporary differences 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.

#### 20. Provision - long-term

Movements of provision during the year were as follows:

|   | Severance<br>allowance<br>VND'000 |
|---|-----------------------------------|
| Opening balance Provision made during the year Provision utilised during the year | 3,076,345<br>35,764<br>(568,198)  |
| Closing balance   | 2,543,911                         |

W.982 - - - - W. W.

Notes to the consolidated financial statements for the year ended 31 December 2015 (continued) Interfood Shareholding Company and its subsidiary

Form B 09 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

21. Changes in owners' equity

|  | Share<br>capital<br>VND'000      | Share<br>premium<br>VND'000 | Other<br>reserves<br>VND'000 | Accumulated<br>losses<br>VND'000 | Non-controlling<br>interest<br>VND'000 | Total<br>VND'000                           |
|--|----------------------------------|-----------------------------|------------------------------|----------------------------------|--|--|
| Balance as at 1 January 2014   | 591,443,888                      | 85,035,704                  | (32,535,252)                 | (579,228,333)                    | 2,984,881                              | 67,700,888                                 |
| Share capital issued<br>Net (loss)/profit for the year<br>Reclassification       | 210,000,000<br>-<br>(90,034,048) | 1 1 1                       | -<br>90,034,048              | -<br>(176,905,671)<br>-          | 491,227                                | 210,000,000<br>(176,414,444)               |
| Balance as at 1 January 2015 Share capital issued Net (loss)/profit for the year | 711,409,840                      | 85,035,704                  | 57,498,796                   | (756,134,004)                    | 3,476,108                              | 101,286,444<br>160,000,000<br>(96,207,581) |
| Balance as at 31 December 2015   | 871,409,840                      | 85,035,704                  | 57,498,796                   | (852,821,119)                    | 3,955,642                              | 165,078,863                                |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 22. Share capital

The Company's authorised and issued share capital are:

|  | 31/12/           | 2015        | 1/1/2            | 015         |
|--|------------------|-------------|------------------|-------------|
|  | Number of shares | VND'000     | Number of shares | VND'000     |
| Authorised and issued share capita Ordinary shares | al<br>87,140,992 | 871,409,920 | 71,140,992       | 711,409,920 |
| Shares in circulation<br>Ordinary shares           | 87,140,984       | 871,409,840 | 71,140,984       | 711,409,840 |

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

Movements in share capital during the year were as follows:

|   | 201                      | 15                         | 2014                     |                            |  |
|---|--------------------------|----------------------------|--------------------------|----------------------------|--|
|   | Number of shares         | VND'000                    | Number of shares         | VND'000                    |  |
| Balance at beginning of the year<br>Shares issued during the year | 71,140,984<br>16,000,000 | 711,409,840<br>160,000,000 | 50,140,984<br>21,000,000 | 501,409,840<br>210,000,000 |  |
| Balance at end of the year  | 87,140,984               | 871,409,840                | 71,140,984               | 711,409,840                |  |

#### 23. Other reserves

|  | 31/12/2015<br>VND'000      | 1/1/2015<br>VND'000        |
|--|----------------------------|----------------------------|
| Acquisition reserve (i) Other reserve (ii) | (32,535,252)<br>90,034,048 | (32,535,252)<br>90,034,048 |
|  | 57,498,796                 | 57,498,796                 |

<sup>(</sup>i) In 2007, the Company acquired 90.4% shareholding of Avafood in a business combination under common control. This amount represented the difference between consideration given and the net amounts of assets and liabilities of Avafood attributable to the Group at the acquisition date.

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

(ii) On 1 January 2013, the Company 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. Accordingly, all balances in USD as at 31 December 2012 have been translated to VND at the exchange rate of VND20,828 to USD1. The difference between the converted value and par value of ordinary shares of VND90,034,048,000 is reflected as other reserves.

#### 24. Off balance sheet items

#### (a) Lease

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

|   | 31/12/2015<br>VND'000   | 1/1/2015<br>VND'000    |
|---|-------------------------|------------------------|
| Within one year<br>Within two to five years | 7,005,674<br>10,056,987 | 3,331,765<br>1,135,397 |
|   | 17,062,661              | 4,467,162              |

#### (b) Foreign currencies

|            | 31/12/               | /2015                 | 1/1/2             | 015                   |
|------------|----------------------|-----------------------|-------------------|-----------------------|
|            | Original<br>currency | VND'000<br>equivalent | Original currency | VND'000<br>equivalent |
| USD<br>EUR | 1,120,316<br>339     | 25,151,090<br>8,291   | 2,229,236<br>350  | 47,661,063<br>8,938   |
|            | -                    | 25,159,381            | -                 | 47,670,001            |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 25. Revenue from sale of goods

Total revenue represented the gross value of goods sold exclusive of value added tax.

Net revenue comprised:

26.

|  | 2015<br>VND'000 | 2014<br>VND'000 |
|--|-----------------|-----------------|
| Total revenue  |                 |                 |
| Sales of drinks  | 1,151,774,724   | 1,027,224,926   |
| <ul> <li>Sales of biscuits</li> </ul>                    | 10,625,268      | 22,852,895      |
| <ul> <li>Sales of other products</li> </ul>              | 153,875,639     | 135,841,200     |
| ■ Sales of scraps  | 2,126,611       | 2,245,948       |
|  | 1,318,402,242   | 1,188,164,969   |
| Less revenue deductions                                  | 37,370,580      | 34,815,472      |
| <ul><li>Sales allowances</li><li>Sales returns</li></ul> | 847,957         | 3,892,322       |
|  | 38,218,537      | 38,707,794      |
| Net revenue  | 1,280,183,705   | 1,149,457,175   |
| Cost of sales  |                 |                 |
|  | 2015<br>VND'000 | 2014<br>VND'000 |
| Total cost of sales                                      |                 |                 |
| <ul><li>Cost of drinks</li></ul>                         | 845,289,291     | 754,340,647     |
| <ul><li>Cost of biscuits</li></ul>                       | 14,775,791      | 25,771,590      |
| <ul><li>Cost of other products</li></ul>                 | 81,698,907      | 109,206,648     |
|  | 941,763,989     | 889,318,885     |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 27. Financial income

|   | 2015<br>VND'000       | 2014<br>VND'000      |
|---|-----------------------|----------------------|
| Interest income from bank deposits Foreign exchange gains | 386,635<br>17,151,318 | 335,798<br>9,889,906 |
|   | 17,537,953            | 10,225,704           |

#### 28. Financial expenses

|  | 2015<br>VND'000         | 2014<br>VND'000         |
|--|-------------------------|-------------------------|
| Interest expense Foreign exchange losses | 5,933,545<br>37,749,951 | 6,959,861<br>16,922,040 |
|  | 43,683,496              | 23,881,901              |

#### 29. Selling expenses

|                                      | 2015<br>VND'000 | 2014<br>VND'000 |
|--------------------------------------|-----------------|-----------------|
| Staff costs                          | 163,973,427     | 133,135,610     |
| Advertisement and promotion expenses | 87,223,620      | 151,812,914     |
| Transportation fee                   | 86,301,552      | 87,587,479      |
| Rental fee                           | 7,607,197       | 15,681,983      |
| Others                               | 15,014,618      | 5,097,773       |
|                                      | 360,120,414     | 393,315,759     |

Form B 09 – DN/HN (Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 30. General and administration expenses

|                               | 2015<br>VND'000 | 2014<br>VND'000 |
|-------------------------------|-----------------|-----------------|
| Staff costs                   | 15,389,946      | 14,677,895      |
| Consultant fee                | 5,765,826       | 4,701,434       |
| Rental fee                    | 2,791,031       | 3,678,629       |
| Depreciation and amortisation | 2,517,059       | 3,173,956       |
| Allowance                     | 2,341,472       | <u>-</u>        |
| Others                        | 12,671,632      | 7,778,628       |
|                               | 41,476,966      | 34,010,542      |
|                               |                 |                 |

#### 31. Other income

|  | 2015<br>VND'000      | 2014<br>VND'000             |
|--|----------------------|-----------------------------|
| Compensation received for unqualified materials<br>Gains from disposals of tangible fixed assets<br>Others | 590,112<br>5,966,187 | 4,523,606<br>-<br>3,317,595 |
|  | 6,556,299            | 7,841,201                   |

#### 32. Other expenses

|  | 2015<br>VND'000 | 2014<br>VND'000 |
|--|-----------------|-----------------|
| Depreciation of idle tangible fixed assets   | 5,329,383       | 2,600,780       |
| Loss from disposals of tangible fixed assets | -               | 76,502          |
| Tax penalties                                | 3,495,646       | 2,576           |
| Others                                       | 1,496,352       | 771,813         |
|  | 10,321,381      | 3,451,671       |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 33. Production and business costs by element

| Raw material costs included in production costs Labour costs and staff costs  659,990 235,841 | , , ,           |
|---|-----------------|
| Depreciation and amortisation 38,381,   | ,229 38,192,612 |
| Outside services 530,362<br>Other expenses 30,351   | •               |

#### 34. Income tax

#### (a) Recognised in the consolidated statement of income

|   | 2015<br>VND'000 | 2014<br>VND'000      |
|---|-----------------|----------------------|
| Current tax expense Under provision in prior years  | 2,727,671       | -                    |
| Deferred tax expense/(benefit) Origination and reversal of temporary differences Effect of change in tax rate | 391,621         | 418,047<br>(458,281) |
|   | 391,621         | (40,234)             |
| Income tax expense/(benefit)  | 3,119,292       | (40,234)             |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (b) Reconciliation of effective tax rate

|  | 2015<br>VND'000  | 2014<br>VND'000  |
|--|--|--|
| Accounting loss before tax   | (93,088,289)   | (176,454,678)  |
| Tax at the Group's tax rate Non-deductible expenses Effect of change in tax rate Deferred tax assets not recognised Tax losses not previously recognised utilised Under provision in prior years | (20,479,423)<br>3,808,243<br>-<br>18,348,514<br>(1,285,713)<br>2,727,671 | (38,820,029)<br>23,844,065<br>1,363,341<br>14,938,873<br>(1,366,484) |
|  | 3,119,292  | (40,234)   |

#### (c) Applicable tax rates

#### (i) Interfood Shareholding Company

Under the terms of the Company's Investment Certificates, 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 onwards the Company is subject to income tax rate applicable to enterprises before any incentives of 25%.

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.

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 No. 122/2011/ND-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.

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

According to Letter No. 11924/TC-CST dated 20 October 2004 issued by the Ministry of Finance, the Company is entitled to a 50% reduction for two years after listing its shares in Ho Chi Minh City Securities Trading Centre. The Company has completed the registration with the tax authority to apply the incentives commencing from 2007.

The usual income tax rate applicable to enterprises before any incentives is 22% for 2015, and will be reduced to 20% from 2016.

#### (ii) Avafood Shareholding Company

Under the terms of its Investment Certificates, Avafood has an obligation to pay the government income tax at the rate of 15% of taxable profits from manufacturing processed products, including fruit juice, bottled filtered water, biscuits, jams and sweets of all kinds, and from agricultural and aquatic products as well as livestock for the first 12 years starting from the first year of operation (from 2006 to 2018) and the tax rate applicable to enterprises before any incentives of 25% for the succeeding years. The current tax regulations allow the Avafood to be exempt from income tax for 2 years starting from the first year it generates a taxable profit (from 2011 to 2012) and entitled to a 50% reduction in income tax for the 3 succeeding years. The income tax regulations also specify that if the Avafood does not generate any taxable profit in three consecutive years from the first year it generates revenue, the above tax exemption period will start in the fourth year despite the fact that no taxable profit has been made.

All the above tax exemption and reduction are not applicable to other income which is taxed at the tax rate applicable to enterprises before any incentives.

Corporate income tax is payable at the rate stipulated by the current regulations on annual profit from processing service, office and workshop lease activity (2015 and 2014: 22%).

The usual income tax rate applicable to enterprises before any incentives is 22% for 2015, and will be reduced to 20% from 2016.

#### 35. Basic loss per share

The calculation of basic loss per share for the year ended 31 December 2015 was based on the net loss attributable to ordinary shareholders of the Company and a weighted average number of ordinary shares outstanding during the year, calculated as follows:

#### (a) Net loss attributable to ordinary shareholders

|  | 2015<br>VND'000 | 2014<br>VND'000 |
|--|-----------------|-----------------|
| Net loss attributable to ordinary shareholders | (96,687,115)    | (176,905,671)   |

Form B 09 - DN/HIN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### (b) Weighted average number of ordinary shares

|  | 2015                  | 2014                  |
|--|-----------------------|-----------------------|
| Issued ordinary shares at beginning of the year<br>Effect of shares issued during the year | 71,140,984<br>350,685 | 50,140,984<br>863,014 |
| Weighted average number of ordinary shares for the year                                    | 71,491,669            | 51,003,998            |

#### 36. Significant transactions with related parties

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

|  | Transaction value |             |
|--|-------------------|-------------|
|  | 2015              | 2014        |
|  | VND'000           | VND'000     |
| Ultimate Parent Company                |                   |             |
| Kirin Holdings Company, Limited        |                   |             |
| Short-term borrowings                  | 77,250,000        | 126,945,000 |
| Shares issued                          | <u>-</u>          | 210,000,000 |
| Interest expense                       | 5,933,545         | 6,959,861   |
| Secondment fee                         | 10,693,893        | 9,626,009   |
| Other related parties                  |                   |             |
| Kirin Holdings Singapore Pte. Ltd      |                   |             |
| Shares issued                          | 160,000,000       | -           |
| Vietnam Kirin Beverage Company Limited |                   |             |
| Processing fee                         | 160,073,961       | 132,662,976 |
| Purchases of services                  | 2,021,010         | ••          |
| Sales of goods                         | 9,652             | 8,808       |
| Member of Board of Directors           |                   |             |
| Secondment fee                         | 5,709,669         | 4,198,548   |
| Salary                                 | 1,848,300         | 1,818,001   |
|  |                   |             |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

#### 37. Non-cash investing activities

|   | 2015<br>VND'000 | 2014<br>VND'000 |
|---|-----------------|-----------------|
| Cost of fixed assets acquired through incurrence of liabilities | -               | 146,391         |

#### 38. Post balance sheet event

On 21 December 2015, Kirin Holdings Company, Limited entered into a Share Transfer Agreement with Kirin Holdings Singapore Pte. Ltd ("Kirin Singapore"), a related party, to transfer all of its interests in the Company to Kirin Singapore. The share transfer was completed subsequent to the financial year end.

#### 39. Corresponding figures

As described in Note 3, the Group adopted Circular 200 and Circular 202 effective from 1 January 2015. As a result, the presentation of certain financial statements captions has been changed. Certain corresponding figures for the year ended 31 December 2014 have been reclassified to conform to the requirements of Circular 200 in respect of financial statements presentation. A comparison of the amounts previously reported and as reclassified is as follows:

#### (a) Consolidated balance sheet

|                                | 1/1/2015<br>(as<br>reclassified)<br>VND'000 | 1/1/2015 (as previously reported) VND'000 |
|--------------------------------|---|---|
| Other receivables – short-term | 1,071,336                                   | 578,895                                   |
| Other current assets           | -   | 492,441                                   |
| Other receivables – long-term  | 1,561,502                                   | -   |
| Other long-term assets         | -   | 1,561,502                                 |

Form B 09 - DN/HN

(Issued under Circular No. 200/2014/TT-BTC and No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)

**CÔNG** TY

#### (b) Consolidated statement of income

|                            | 2014<br>(as<br>reclassified)<br>VND'000 | 2014 (as previously reported) VND'000 |
|----------------------------|---|---------------------------------------|
| Revenue from sale of goods | 1,188,164,969                           | 1,185,919,021                         |
| Cost of sales              | 889,318,885                             | 833,364,938                           |
| Financial income           | 10,225,704                              | 10,267,773                            |
| Financial expenses         | 23,881,901                              | 23,923,970                            |
| Selling expenses           | 393,315,759                             | 449,269,706                           |
| Other income               | 7,841,201                               | 10,634,422                            |
| Other expenses             | 3,451,671                               | 3,998,944                             |

21 March 2016

Prepared by:

Nguyen Hong Phong Chief Accountant 33880333 Approved by:

Toru Yamasaki

Chairman – cum General Director

11 // 11/

. .