## **Interfood Shareholding Company**

Separate Financial Statements for the year ended 31 December 2019

## **Interfood Shareholding Company Corporate information**

<b>Investment Licence No.</b>	270/GP	16 November 1991
-------------------------------	--------	------------------

<b>Investment Certificates No.</b>	472033000328 (	1st amendment	28 November 2007
------------------------------------	----------------	---------------	------------------

472033000328	(2 <sup>nd</sup> amendment)	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
6525867086	(8 <sup>th</sup> amendment)	28 December 2016
6525867086	(9 <sup>th</sup> amendment)	25 January 2017
6525867086	(10 <sup>th</sup> amendment)	8 April 2018
6525867086	(11th amendment)	1 October 2019

The Investment Licence has been amended several times, the most recent of which is by the 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 from the date of the initial Investment Licence.

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.

## Enterprise Registration

Certificate No.	3600245631	21 January 2016
	3600245631	19 March 2018
	3600245631	5 July 2019

The Enterprise Registration Certificate and its amendments were issued by the Department of Planning and Investment of Dong Nai Province.

**Board of Management** Yutaka Ogami Chairman

Takeshi Fukushima Member Nguyen Thi Kim Lien Member Takashi Suda Member

(from 10 April 2019)

Toru Yoshimura Member

(from 17 December 2019)

Osamu Harada Member

(until 10 April 2019)

Shinro Fujita Member

(until 17 December 2019)

## **Interfood Shareholding Company Corporate information (continued)**

**Board of Directors** Yutaka Ogami General Director/General

Manager of Administration

Ryuta Onda Director/General Manager

of Factory

Nguyen Thi Kim Lien Director/General Manager

of Internal Control

Tomohide Ito Director/General Manager

of Planning

Takeshi Fukushima Director/General Manager

of Marketing/General Manager of Sales

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

Tam Phuoc Ward, 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 separate financial statements of the Company for the year ended 31 December 2019.

The Company's Board of Directors is responsible for the preparation and fair presentation of the separate 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 Company's Board of Directors:

- (a) the separate financial statements set out on pages 6 to 37 give a true and fair view of the unconsolidated financial position of the Company as at 31 December 2019, and of its unconsolidated results of operations and its unconsolidated 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 Company will not be able to pay its debts as and when they fall due.

The Company's Board of Directors has, on the date of this statement, authorised the accompanying separate financial statements for issue.

On behalf of the Board of Directors

Yutaka Ogami Chairman – cum General Director

(Signed and sealed)

Dong Nai Province, 25 March 2020

## **Interfood Shareholding Company Separate balance sheet as at 31 December 2019**

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

	Code	Note	31/12/2019 VND'000	1/1/2019 VND'000
ASSETS				
Current assets (100 = 110 + 130 + 140 + 150)	100		838,133,708	593,650,116
Cash	110	4	517,046,649	262,045,427
Cash	111		517,046,649	262,045,427
Accounts receivable – short-term	130		111,919,864	107,356,675
Accounts receivable from customers	131	5	35,389,941	28,741,447
Prepayments to suppliers	132		8,920,595	3,941,056
Short-term loans receivable	135	6	69,341,174	76,248,621
Other short-term receivables	136		275,956	433,353
Allowance for doubtful debts	137		(2,007,802)	(2,007,802)
Inventories	140	7	207,482,930	223,853,255
Inventories	141		207,897,813	224,153,307
Allowance for inventories	149		(414,883)	(300,052)
Other current assets	150		1,684,265	394,759
Short-term prepaid expenses	151		1,226,627	278,698
Taxes receivable from State Treasury	153		457,638	116,061

## **Interfood Shareholding Company Separate balance sheet as at 31 December 2019 (continued)**

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

	Code	Note	31/12/2019 VND'000	1/1/2019 VND'000
Long-term assets $(200 = 210 + 220 + 250 + 260)$	200		151,877,868	178,035,465
Accounts receivable – long-term Other long-term receivables	<b>210</b> 216		<b>1,750,728</b> 1,750,728	<b>1,750,728</b> 1,750,728
Fixed assets  Tangible fixed assets  Cost  Accumulated depreciation  Finance lease tangible fixed assets  Cost  Accumulated depreciation  Intangible fixed assets  Cost  Accumulated assets  Cost  Accumulated amortisation	220 221 222 223 224 225 226 227 228 229	8 9 10	<b>39,139,589</b> 34,375,984 195,468,456 (161,092,472) 76,131 198,603 (122,472) 4,687,474 14,082,575 (9,395,101)	60,806,396 54,558,478 331,420,579 (276,862,101) 115,852 198,603 (82,751) 6,132,066 14,082,575 (7,950,509)
Long-term financial investments Investment in a subsidiary Allowance for diminution in the value of long-term financial investments  Other long-term assets Long-term prepaid expenses	250 251 254 260 261	<b>11</b> 12	93,031,155 94,145,809 (1,114,654) 17,956,396 1,865,903	<b>94,145,809</b> 94,145,809
Deferred tax assets  TOTAL ASSETS (270 = 100 + 200)	262 <b>270</b>	13	16,090,493 <b>990,011,576</b>	18,207,617 <b>771,685,581</b>

## **Interfood Shareholding Company Separate balance sheet as at 31 December 2019 (continued)**

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

	Code	Note	31/12/2019 VND'000	1/1/2019 VND'000
RESOURCES				
LIABILITIES $(300 = 310 + 330)$	300		207,526,931	212,394,937
Current liabilities	310		203,992,242	208,859,946
Accounts payable to suppliers	311	14	84,825,787	88,521,046
Advances from customers	312		10,639,429	5,555,632
Taxes payable to State Treasury	313	15	26,636,285	17,114,592
Payable to employees	314		7,391,247	8,006,895
Accrued expenses	315	16	73,478,545	88,730,235
Other short-term payables	319	17	1,020,949	931,546
Long-term liabilities	330		3,534,689	3,534,991
Long-term finance lease liabilities	338	18	98,110	136,581
Provision	342	19	3,436,579	3,398,410
EQUITY $(400 = 410)$	400		782,484,645	559,290,644
Owners' equity	410	20	782,484,645	559,290,644
Share capital	411	21	871,409,840	871,409,840
<ul> <li>Ordinary shares with voting rights</li> </ul>	411a		871,409,840	871,409,840
Share premium	412		85,035,704	85,035,704
Other capital	420	22	90,034,048	90,034,048
Accumulated losses	421		(263,994,947)	(487,188,948)
- Accumulated losses brought forward	421a		(487,188,948)	(668,004,781)
- Net profit for the current year	421b		223,194,001	180,815,833
<b>TOTAL RESOURCES (440 = 300 + 400)</b>	440	-	990,011,576	771,685,581

25 March 2020

Prepared by: Approved by:

(Signed) (Signed and sealed)

Nguyen Hong Phong Yutaka Ogami
Chief Accountant Chairman – cum General Director

## **Interfood Shareholding Company Separate statement of income for the year ended 31 December 2019**

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

	Code	Note	2019 VND'000	2018 VND'000
Revenue from sale of goods	01	24	1,796,760,939	1,719,307,194
Revenue deductions	02	24	162,022,816	141,768,023
Net revenue (10 = 01 - 02)	10	24	1,634,738,123	1,577,539,171
Cost of sales	11	25	961,341,669	963,300,751
<b>Gross profit (20 = 10 - 11)</b>	20	•	673,396,454	614,238,420
Financial income	21	26	5,523,393	10,607,974
Financial expenses	22	27	3,702,214	11,804,083
In which: Interest expense	23		29,403	2,444,401
Selling expenses	25	28	343,704,732	369,829,630
General and administration expenses	26	29	33,353,806	32,409,626
Net operating profit ${30 = 20 + (21 - 22) - (25 + 26)}$	30		298,159,095	210,803,055
Other income	31	30	809,080	3,252,381
Other expenses	32	31	10,167,642	6,170,896
Results of other activities $(40 = 31 - 32)$	40		(9,358,562)	(2,918,515)
Accounting profit before tax $(50 = 30 + 40)$	50	•	288,800,533	207,884,540
Income tax expense – current	51	33	63,489,408	45,276,324
Income tax expense/(benefit) – deferred	52	33	2,117,124	(18,207,617)
Net profit after tax $(60 = 50 - 51 - 52)$	60	_	223,194,001	180,815,833

25 March 2020

Prepared by: Approved by:

(Signed) (Signed and sealed)

Nguyen Hong Phong Yutaka Ogami
Chief Accountant Chairman – cum General Director

## Interfood Shareholding Company Separate statement of cash flows for the year ended 31 December 2019 (Indirect method)

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

	Code	Note	2019 VND'000	2018 VND'000		
CASH FLOWS FROM OPERATING ACTIVITIES						
Accounting profit before tax	01		288,800,533	207,884,540		
Adjustments for						
Depreciation and amortisation	02		17,302,624	19,789,396		
Allowances and provisions Exchange losses/(gains) arising from revaluation of monetary items	03		3,375,780	1,716,576		
denominated in foreign currencies	04		15,125	(12,575)		
Losses/(profits) from investing activities	05		1,834,834	(3,055,474)		
Interest expense	06		29,403	2,444,401		
Operating profit before changes in working capital	08	_	311,358,299	228,766,864		
Change in receivables and other assets	09		22,536,583	28,937,074		
Change in inventories	10		14,405,283	(40,353,410)		
Change in payables and other liabilities	11		(13,853,566)	26,035,381		
Change in prepaid expenses	12		311,083	324,211		
		_	334,757,682	243,710,120		
Interest paid	14		(29,403)	(2,614,003)		
Corporate income tax paid	15		(54,774,097)	(42,783,274)		
Net cash flows from operating activities	20	_	279,954,182	198,312,843		
CASH FLOWS FROM INVESTING ACT	IVITIES	S				
Payments for additions to fixed assets	21		(1,785,899)	(2,573,367)		
Proceeds from disposals of fixed assets	22		970,106	209,091		
Payments for granting loans	23		(25,000,000)	(20,000,000)		
Receipts of interest	27		901,304	695,757		
Net cash flows from investing activities	30	_	(24,914,489)	(21,668,519)		

## Interfood Shareholding Company Separate statement of cash flows for the year ended 31 December 2019 (Indirect method – continued)

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

	Code	Note	2019 VND'000	2018 VND'000
CASH FLOWS FROM FINANCING ACTI	VITIES			
Payments to settle loan principals	34		-	(181,880,000)
Payments to settle finance lease liabilities	35		(38,471)	(32,622)
Net cash flows from financing activities	40	-	(38,471)	(181,912,622)
Net cash flows during the year $(50 = 20 + 30 + 40)$	50	-	255,001,222	(5,268,298)
Cash at the beginning of the year	60		262,045,427	267,313,725
Cash at the end of the year $(70 = 50 + 60)$	70	4	517,046,649	262,045,427

25 March 2020

Prepared by:

(Signed)

(Signed and sealed)

Nguyen Hong Phong
Chief Accountant

Approved by:

(Signed and sealed)

Yutaka Ogami
Chairman – cum General Director

Form B 09 - DN

(Issued under Circular No. 200/2014/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 separate financial statements.

## 1. Reporting entity

### (a) Ownership structure

Interfood Shareholding Company ("the Company") is incorporated as a joint stock company in Vietnam.

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

The Company's shares were listed on the Unlisted Public Company Market in accordance with the Decision No. 717/QD-SGDHN issued by the Ha Noi Stock Exchange on 7 November 2016.

#### (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; process milk and milk related products; and to export, import products in accordance with business operation.

#### (c) Normal operating cycle

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

#### (d) Company structure

As at 31 December 2019, the Company had 617 employees (1/1/2019: 634 employees).

**Form B 09 - DN** 

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

## 2. Basis of preparation

## (a) Statement of compliance

The separate 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.

The Company prepares and issues its consolidated financial statements separately. For a comprehensive understanding of the consolidated financial position as at 31 December 2019 of the Company and its subsidiary (collectively referred to as "the Group"), their consolidated results of operations and their consolidated cash flows for the year then ended, the separate financial statements should be read in conjunction with the consolidated financial statements of the Group for the year ended 31 December 2019.

#### (b) Basis of measurement

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

### (c) Annual accounting period

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

#### (d) Accounting and presentation currency

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

**Form B 09 – DN** 

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

## 3. Summary of significant accounting policies

The following significant accounting policies have been adopted by the Company in the preparation of the accompanying separate financial statements.

### (a) Foreign currency transactions

Transactions in currencies other than VND during the year have been translated into VND at rates approximating actual rates of exchange ruling at the transaction dates.

Monetary assets and liabilities denominated in currencies other than VND are translated into VND at the account transfer buying rate and the account transfer selling rate at the end of the annual accounting period, respectively, quoted by the commercial bank where the Company most frequently conducts transactions.

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

#### (b) Cash

Cash comprises cash balances and call deposits.

#### (c) Investment in a subsidiary

For the purpose of these separate financial statements, investment in a subsidiary is initially recognised at cost which includes the purchase price plus any directly attributable transaction costs. Subsequent to initial recognition, the investment is stated at cost less allowance for diminution in value. An allowance is made for diminution in investment value if the subsidiary has suffered a loss, except where such a loss was anticipated by the Company's management before making the investment. The allowance is reversed if the subsidiary subsequently made a profit that offsets the previous loss for which the allowance had been made. An allowance is reversed only to the extent that the investment's carrying amount does not exceed the carrying amount that would have been determined if no allowance had been recognised.

#### (d) Accounts receivable

Accounts receivable from customers and other receivables are stated at cost less allowance for doubtful debts.

**Form B 09 – DN** 

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

#### (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 direct selling expenses.

The Company 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 separate 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:

machinery and equipment
 motor vehicles
 office equipment
 10 - 15 years
 6 - 10 years
 3 - 10 years

#### (g) Finance lease tangible fixed assets

Leases in terms of which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Tangible fixed assets acquired by way of finance leases are stated at an amount equal to the lower of fair value and the present value of the minimum lease payments at inception of the lease, less accumulated depreciation.

Depreciation on finance leased assets is computed on a straight-line basis over the estimated useful lives of items of the leased assets. The estimated useful lives of finance leased assets are consistent with the useful lives of tangible fixed assets as described in accounting policy 3(f)(ii).

**Form B 09 – DN** 

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

### (h) 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 fixed asset. Software cost is amortised on a straight-line basis over 10 years.

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

#### Tools and supplies

Tools and supplies include assets held for use by the Company 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 is amortised on a straight-line basis over 3 years.

### (j) Trade and other payables

Accounts payable to suppliers and other payables are stated at their costs.

### (k) Provisions

A provision is recognised if, as a result of a past event, the Company 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 an employee who has worked for 12 months or more ("the 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 employee's compensation at termination. Provision for severance allowance has been provided based on employees' years of service and their average salary for the six-month period prior to the end of the annual accounting period. For the purpose of determining the number of years of service by an employee, the period for which the employee participated in and contributed to unemployment insurance in accordance with prevailing laws and regulations and the period for which severance allowance has been paid by the Company are excluded.

**Form B 09 – DN** 

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

### (l) Share capital

## **Ordinary** shares

Ordinary shares are recognised at issuance price less incremental costs directly attributable to the issuance of shares, net of tax effects. Such costs are recognised as a deduction from share premium. The difference between proceeds from the issuance of shares over the par value is recorded in share premium.

#### (m) Taxation

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in the separate 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 end of the annual accounting period, 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 end of the annual accounting period.

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.

#### (n) Revenue and other income

## (i) Goods sold

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

#### (ii) Interest income

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

**Form B 09 – DN** 

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

### (o) Operating lease payments

Payments made under operating leases are recognised in the separate statement of income on a straight-line basis over the term of the lease. Lease incentives received are recognised in the separate 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) Related parties

Parties are considered to be related to the Company 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 Company 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.

#### 4. Cash

	31/12/2019 VND'000	1/1/2019 VND'000
Cash on hand Cash at banks	252,305 516,794,344	58,007 261,987,420
Cash in the separate statement of cash flows	517,046,649	262,045,427

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

## 5. Accounts receivable from customers

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

	31/12/2019 VND'000	1/1/2019 VND'000
EB Services Company Limited	7,976,751	5,572,328
VinCommerce General Commercial Services		
Joint Stock Company	6,785,952	4,806,694
MM Mega Market Vietnam Company Limited	4,789,915	3,202,498
Saigon Union of Trading Co-operatives	2,804,313	3,898,136
Others	13,033,010	11,261,791
	35,389,941	28,741,447

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

	31/12/2019 VND'000	1/1/2019 VND'000
Short-term	35,389,941	28,741,447

## 6. Short-term loans receivable

	31/12/2019 VND'000	1/1/2019 VND'000
Short-term loans granted to a subsidiary	69,341,174	76,248,621

Short-term loans to Avafood Shareholding Company ("Avafood"), a subsidiary with the credit limit of USD5 million (1/1/2019: USD5 million), were unsecured and earned annual interest at 3.3% (2018: from 1.869% to 3.3% per annum).

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

## 7. Inventories

	31/12/	31/12/2019		019
	Cost VND'000	Allowance VND'000	Cost VND'000	Allowance VND'000
Goods in transit	9,719,234	-	26,967	-
Raw materials	49,850,128	(64,631)	61,008,988	-
Tools and supplies	4,560,503	(296,819)	5,467,593	(296,819)
Work in progress	7,847,627	-	4,284,841	-
Finished goods	135,920,321	(53,433)	153,364,918	(3,233)
	207,897,813	(414,883)	224,153,307	(300,052)

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

	2019 VND'000	2018 VND'000
Opening balance Increase in allowance during the year Allowance ultilised during the year	300,052 1,965,042 (1,850,211)	314,737 1,205,406 (1,220,091)
Closing balance	414,883	300,052

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

## 8. Tangible fixed assets

	Machinery and equipment VND'000	Motor vehicles VND'000	Office equipment VND'000	Total VND'000
Cost				
Opening balance Additions Disposals	313,999,264 1,522,300 (137,332,968)	6,979,189 (405,054)	10,442,126 263,599	331,420,579 1,785,899 (137,738,022)
Closing balance	178,188,596	6,574,135	10,705,725	195,468,456
Accumulated depreciation				
Opening balance Charge for the year Disposals	265,408,069 13,997,123 (131,182,886)	5,667,220 252,848 (405,054)	5,786,812 1,568,340	276,862,101 15,818,311 (131,587,940)
Closing balance	148,222,306	5,515,014	7,355,152	161,092,472
Net book value				
Opening balance Closing balance	48,591,195 29,966,290	1,311,969 1,059,121	4,655,314 3,350,573	54,558,478 34,375,984

Included in tangible fixed assets were assets costing VND38,645 million which were fully depreciated as of 31 December 2019 (1/1/2019: VND61,698 million), but which are still in active use.

Net book value of temporarily idle tangible fixed assets amounted to VND114 million as of 31 December 2019 (1/1/2019: VND6,572 million).

**Form B 09 – DN** (Issued under Circular No. 200/2014/TT-BTC

dated 22 December 2014 of the Ministry of Finance)

## 9. Finance lease tangible fixed assets

		Office equipment VND'000
	Cost	
	Opening and closing balance	198,603
	Accumulated depreciation	
	Opening balance Charge for the year	82,751 39,721
	Closing balance	122,472
	Net book value	
	Opening balance Closing balance	115,852 76,131
10.	Intangible fixed assets	Software VND'000
	Cost	
	Opening and closing balance	14,082,575
	Accumulated amortisation	
	Opening balance Charge for the year	7,950,509 1,444,592
	Closing balance	9,395,101
	Net book value	
	Opening balance Closing balance	6,132,066 4,687,474

Included in intangible fixed assets were assets costing VND1,851 million which were fully amortised as of 31 December 2019 (1/1/2019: nil), but which are still in active use.

Form **B** 09 – **DN** 

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

## 11. Investment in a subsidiary

	31/12/2019			1/1/2019				
	% of equity	% of voting			% of equity	% of voting		
	owned	rights	Cost VND'000	Allowance VND'000	owned	rights	Cost VND'000	Allowance VND'000
Avafood Shareholding Company	90.4%	90.4%	94,145,809	(1,114,654)	90.4%	90.4%	94,145,809	-

Detail information of a subsidiary as at 31 December 2019 and 1 January 2019 are described as follows:

Name	Address	Principal activities
Avafood Shareholding Company		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 and import products.

The Company has not determined the fair value of the equity investment for disclosure in the separate financial statements because there is currently no guidance on determination of fair value using valuation techniques under Vietnamese Accounting Standards or the Vietnamese Accounting System for enterprises. The fair value of the equity investment may differ from its carrying amounts.

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

Movements of the allowance for diminution in value of long-term financial investments during the year were as follows:

	2019 VND'000	2018 VND'000
Opening balance Increase in allowance during the year	- 1,114,654	-
Closing balance	1,114,654	-

## 12. Long-term prepaid expenses

	Tools and supplies VND'000
Opening balance Additions Amortisation for the year	3,124,915 390,600 (1,649,612)
Closing balance	1,865,903

## 13. Deferred tax assets

	Tax rate	31/12/2019 VND'000	1/1/2019 VND'000
Accrued expenses Allowances and provisions	20% 20%	14,695,709 1,394,784	17,746,047 461,570
		16,090,493	18,207,617

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

## 14. Accounts payable to suppliers

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

	31/12/2019		1/1/2019	
	Cost VND'000	Amount within payment capacity VND'000	Cost VND'000	Amount within payment capacity VND'000
Vietnam Kirin Beverage Company Limited	20,689,633	20,689,633	17,898,147	17,898,147
Crown Beverage Can (Dong Nai) Company Limited Vietnam Chuanli Can Manufacturing Company Limited Others	13,976,584	13,976,584	24,211,934	24,211,934
	11,319,447 38,840,123	11,319,447 38,840,123	10,367,798 36,043,167	10,367,798 36,043,167
-	84,825,787	84,825,787	88,521,046	88,521,046

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

		 	-			
		31/12	31/12/2019		1/1/2019	
	Cost VND'000	Amount within payment capacity VND'000	Amount within payment Cost capacity VND'000 VND'000			
Short-ter	m	84,825,787	84,825,787	88,521,046	88,521,046	

## (c) Accounts payable to suppliers who is a related party

	31/12/2019 Amount		1/1/2019 Amount	
	Cost VND'000	within payment capacity VND'000	Cost VND'000	within payment capacity VND'000
Vietnam Kirin Beverage Company Limited	20,689,633	20,689,633	17,898,147	17,898,147

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

The trade related amounts due to Vietnam Kirin Beverage Company Limited represented the processing fee payable, which were unsecured, interest free and are payable within 30 days from invoice date.

## 15. Taxes payable to State Treasury

	1/1/2019 VND'000	Incurred VND'000	Paid VND'000	Net-off VND'000	31/12/2019 VND'000
Value added tax	8,113,881	161,081,953	(66,962,249)	(93,397,989)	8,835,596
Corporate income tax	7,773,180	63,489,408	(54,774,097)	_	16,488,491
Personal income tax	946,078	6,850,493	(6,993,998)	_	802,573
Others	281,453	792,718	(564,546)	-	509,625
	17,114,592	232,214,572	(129,294,890)	(93,397,989)	26,636,285

## 16. Accrued expenses

	31/12/2019 VND'000	1/1/2019 VND'000
Sales discounts and commission	26,134,413	33,256,071
Promotion expense	26,364,770	35,722,939
Transportation expense	6,375,434	1,331,112
Secondment fee (*)	2,985,832	-
Others	11,618,096	18,420,113
	73,478,545	88,730,235

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

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

## 17. Other short-term payables

	31/12/2019 VND'000	1/1/2019 VND'000
Dividends payable	505,391	505,391
Non-trade amounts due to a related party	244,354	201,817
Others	271,204	224,338
	1,020,949	931,546

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

## 18. Long-term finance lease liabilities

				31/12/2019 VND'000	1/1/2019 VND'000
Finance lease liabilities	98,110	136,581			
Terms and conditions of finance lease liabilities were as follows:  Annual Year of				31/12/2019	1/1/2019
	Currency	interest rate	maturity	VND'000	VND'000
Liability from Chailease International Leasing Company Limited	VND	21.6%	2021	98,110	136,581

The future minimum lease payments under non-cancellable finance leases are as follows:

	Payments	Interest	Principal
	VND'000	VND'000	VND'000
Within 1 year	65,282	16,554	48,728
Within 2 to 5 years	54,402	5,020	49,382
	119,684	21,574	98,110

**Form B 09 – DN** 

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

## 19. Provision

Movements of provision during the year were as follows:

	Severance allowance VND'000
Opening balance Provision made during the year Provision utilised during the year	3,398,410 296,084 (257,915)
Closing balance	3,436,579

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

## 20. Changes in owners' equity

	Share capital VND'000	Share premium VND'000	Other capital VND'000	Accumulated losses VND'000	Total VND'000
Balance as at 1 January 2018	871,409,840	85,035,704	90,034,048	(668,004,781)	378,474,811
Net profit for the year	-	-	-	180,815,833	180,815,833
Balance as at 1 January 2019	871,409,840	85,035,704	90,034,048	(487,188,948)	559,290,644
Net profit for the year	-	-	-	223,194,001	223,194,001
Balance as at 31 December 2019	871,409,840	85,035,704	90,034,048	(263,994,947)	782,484,645

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

## 21. Share capital

The Company's authorised and issued share capital are as follows:

	31/12/2019 a Number of shares	
Authorised and issued share capital Ordinary shares	87,140,992	871,409,920
Shares in circulation Ordinary shares	87,140,984	871,409,840

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.

There were no movements of share capital during the year.

## 22. Other capital

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 capital.

### 23. Off balance sheet items

#### (a) Lease commitments

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

	31/12/2019 VND'000	1/1/2019 VND'000
Within 1 year Within 2 to 5 years	12,128,526 3,410,595	11,761,695 15,139,269
	15,539,121	26,900,964

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

## (b) Foreign currencies

	31/12/2	31/12/2019		019
	Original currency	VND'000 equivalent	Original currency	VND'000 equivalent
USD EUR	30,422 295	702,750 7,628	58,937 306	1,364,614 8,165
		710,378	_	1,372,779

## 24. Revenue from sale of goods

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

Net revenue comprised of:

	2019 VND'000	2018 VND'000
Total revenue		
<ul><li>Sale of drinks</li></ul>	1,526,506,783	1,467,375,905
<ul><li>Sale of other products</li></ul>	269,220,149	251,100,246
<ul> <li>Sale of scraps</li> </ul>	1,034,007	831,043
	1,796,760,939	1,719,307,194
Less revenue deductions		
<ul><li>Sales discounts</li></ul>	162,022,816	141,761,164
<ul> <li>Sales returns</li> </ul>	-	6,859
	162,022,816	141,768,023
Net revenue	1,634,738,123	1,577,539,171

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

## 25. Cost of sales

	2019 VND'000	2018 VND'000
Total cost of sales	855,373,508 105,968,161	846,768,936 116,531,815
	961,341,669	963,300,751

## 26. Financial income

	2019 VND'000	2018 VND'000
Interest income from loans to Avafood Interest income from deposits at banks Foreign exchange gains	2,443,838 901,304 2,178,251	2,150,626 695,757 7,761,591
	5,523,393	10,607,974

## 27. Financial expenses

	2019 VND'000	2018 VND'000
Interest expense Allowance for diminution in the value of long-term	29,403	2,444,401
financial investments Foreign exchange losses	1,114,654 2,558,157	9,359,682
	3,702,214	11,804,083

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

## 28. Selling expenses

	2019 VND'000	2018 VND'000
Staff costs and support expense	165,801,063	162,681,531
Advertisement and promotion expenses	73,033,487	100,852,452
Transportation expense	75,463,451	75,374,238
Rental expense	10,324,991	9,723,778
Others	19,081,740	21,197,631
	343,704,732	369,829,630

## 29. General and administration expenses

	2019 VND'000	2018 VND'000
Staff costs	12,447,274	11,205,123
Consultant fee	3,203,700	3,143,972
Rental expense	3,852,342	3,481,041
Depreciation and amortisation	3,026,623	3,012,968
Allowances and provisions	296,084	511,170
Others	10,527,783	11,055,352
	33,353,806	32,409,626

## 30. Other income

	2019 VND'000	2018 VND'000
Gains from disposals of tangible fixed assets Others	809,080	209,091 3,043,290
	809,080	3,252,381

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

## 31. Other expenses

	2019 VND'000	2018 VND'000
Losses from disposals of tangible fixed assets	5,179,976	_
Depreciation of idle tangible fixed assets	3,730,957	4,034,465
Others	1,256,709	2,136,431
	10,167,642	6,170,896

## 32. Production and business costs by elements

2019 VND'000	2018 VND'000
616,249,736	688,684,278
213,864,792	211,711,446
17,302,624	19,789,396
481,126,768	471,669,948
25,281,146	27,942,972
	VND'000 616,249,736 213,864,792 17,302,624 481,126,768

## 33. Income tax

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

	2019 VND'000	2018 VND'000
Current tax expense Current year Under provision in prior years	57,918,824 5,570,584	45,276,324
	63,489,408	45,276,324
<b>Deferred tax expense/(benefit)</b> Origination and reversal of temporary differences	2,117,124	(18,207,617)
Income tax expense	65,606,532	27,068,707

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

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

	2019 VND'000	2018 VND'000
Accounting profit before tax	288,800,533	207,884,540
Tax at the Company's tax rate Non-deductible expenses Recognition of previously unrecognised deferred tax assets Under provision in prior years	57,760,106 2,275,842 - 5,570,584	41,576,908 947,672 (15,455,873)
	65,606,532	27,068,707

### (c) Applicable tax rates

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. Thereafter, from 2006 onwards the Company is subject to usual income tax rate applicable to enterprises before any incentives.

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.

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 20%.

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

## 34. Significant transactions with related parties

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

	Transactio 2019 VND'000	on value 2018 VND'000
Ultimate parent company Kirin Holdings Company Limited		
Secondment fee	5,896,570	5,650,277
Purchases of materials	696,100	-
Parent company		
Kirin Holdings Singapore Pte. Ltd		101 000 000
Loans repaid	-	181,880,000
Interest expense	-	2,408,388
Subsidiary		
Avafood Shareholding Company	25 000 000	20,000,000
Short-term loans granted	25,000,000	20,000,000
Interest income	2,443,838	2,150,626
Processing fee	25,296,229	24,635,913
Office and factory rental fee	5,932,212	5,932,212
Other related parties		
Vietnam Kirin Beverage Company Limited Processing fee	258,849,030	217,563,476
Purchases of services	2,171,170	2,492,720
Sales of goods	387,007	29,234
Sales returns	29,967	15,685
Suics returns	25,501	15,005
Members of Board of Directors		
Secondment fee	4,473,120	4,387,680
Salary	1,818,000	1,818,000

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

## 35. Non-cash investing activities

	2019 VND'000	2018 VND'000
Net off payable against receivable for loans principal and interest from a subsidiary  Conversion of loans interest receivable to short-term loans	34,351,285	33,624,937
receivable	2,443,838	2,150,626

## **36.** Corresponding figures

Corresponding figures as at 1 January 2019 were derived from the balances and amounts reported in the Company's separate financial statements as at and for the year ended 31 December 2018.

Prepared by:

(Signed)

Approved by:

(Signed and sealed)

Nguyen Hong Phong
Chief Accountant

Chairman – cum General Director