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# PRICEV/ATERHOUSE COOPERS I

PricewaterhouseCoopers (Vietnam) Ltd. 4th Floor, Saigon Tower, 29 Le Duan Street, District 1 Ho Chi Minh City, Vietnam Telephone: (84-8) 823 0796 Facsimile: (84-8) 825 1947

### **CORPORATE INFORMATION**

Registration Certificate	Registration Certificate No. 4103001932 dated 20 November 2003 issued by the Planning and Investment Department of Ho			
	Chi Minh City.	and investment Department of Ho		
	,			
Board of Management	Ms Mai Kieu Lien	Chairwoman		
	Mr Hoang Nguyen Hoc	Member		
	Ms Ngo Thi Thu Trang	Member		
	Mr Dominic Scriven	Member		
	Mr Huang Hong Peng	Member (until 31 March 2007)		
	Mr Wang Eng Chin	Member (from 31 March 2007)		
Board of Directors	Ms Mai Kieu Lien	General Director		
	Ms Nguyen Thi Thanh Hoa	Deputy General Director		
	Ms Ngo Thi Thu Trang	Deputy General Director		
	Mr Tran Bao Minh	Deputy General Director		
	Mr Tran Minh Van	Deputy General Director		
	Ms Nguyen Thi Nhu Hang	Deputy General Director		
Registered Office	184-186-188 Nguyen Dinh C	hieu, Ward 6, District 3, Ho Chi Minh City.		
Auditors	PricewaterhouseCoopers (Vi	etnam) Limited		

### **STATEMENT OF THE RESPONSIBILITY** OF THE BOARD OF DIRECTORS IN RESPECT OF THE CONSOLIDATED AND COMPANY FINANCIAL STATEMENTS

The Board of Directors is responsible for the financial statements of Vietnam Dairy Products Joint Stock Company ("the Company") and its subsidiaries (together "the Group") which give a true and fair view of the consolidated and company financial positions as at 31 December 2007 and of the consolidated and company results of operations and cash flows for the year then ended. In preparing these financial statements, the Board of Directors is required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent; and
- prepare the consolidated and company financial statements on a going concern basis unless it is inappropriate to presume that the Company and its subsidiaries will continue in business.

We, the Board of Directors are responsible for ensuring that proper accounting records are maintained which disclose, with reasonable accuracy at any time, the consolidated and company financial positions and which enable the consolidated and company financial statements to be prepared which comply with the basis of accounting set out in Note 2 to the financial statements. We are also responsible for safeguarding the assets of the Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### APPROVAL OF THE CONSOLIDATED AND COMPANY FINANCIAL STATEMENTS

We hereby approve the accompanying consolidated and company financial statements set out on pages 5 to 43 which give a true and fair view of the consolidated and company financial positions as at 31 December 2007 and of the consolidated and company results of operations and cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and prevailing regulations in SR Vietnam.



Mai Kieu Lien General Director

Ho Chi Minh City, SR Vietnam 10 March 2008

### **INDEPENDENT AUDITOR'S REPORT** TO THE SHAREHOLDERS OF VIETNAM DAIRY PRODUCTS JOINT STOCK COMPANY

We have audited the accompanying consolidated and company financial statements of Vietnam Dairy Products Joint Stock Company ("the Company") and its subsidiaries (together "the Group"), which comprise the consolidated and company balance sheets as at 31 December 2007, the consolidated and company income statements and cash flow statements for the year then ended, and a summary of significant accounting policies and other explanatory notes.

### Management's Responsibility for the Consolidated and Company Financial Statements

Management of the Company is responsible for the preparation and fair presentation of these financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and prevailing regulations in SR Vietnam. This responsibility includes: designing, implementing and maintaining internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies and making accounting estimates that are reasonable in the circumstances.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing and International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit in order to obtain reasonable assurance as to whether the consolidated and company financial statements are free from 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 judgment, including an 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 controls relevant to the entity'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 entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, 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.

### **INDEPENDENT AUDITOR'S REPORT** TO THE SHAREHOLDERS OF VIETNAM DAIRY PRODUCTS JOINT STOCK COMPANY

### Opinion

In our opinion, the consolidated and company financial statements give a true and fair view, in all material respects, of the financial positions of the Group and of the Company as at 31 December 2007, and of the consolidated and company financial performance and cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and prevailing regulations in SR Vietnam.



Ian S. Lydall AC No. N.0559/KTV Authorised signatory

PricewaterhouseCoopers (Vietnam) Limited Ho Chi Minh City, SR Vietnam Audit report number HCM1980 10 March 2008

Quach Thanh Chau AC No. N.0875/KTV

As indicated in Note 2.1 to the financial statements, the accompanying consolidated and company financial statements are not intended to present the financial position and results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than SR Vietnam, and furthermore their utilisation is not designed for those who are not informed about SR Vietnam's accounting principles, procedures and practices.

### **BALANCE SHEETS**

### AS AT 31 DECEMBER 2007 AND 2006

Code	ASSETS	Note	<u>Cons</u> 2007 Million VND	<u>olidated</u> 2006 Million VND	<u>Cor</u> 2007 Million VND	<u>npany</u> 2006 Million VND (Restated)
100	CURRENT ASSETS		3,172,434	1,996,391	3,191,888	1,996,391
<b>110</b> 111 112	<b>Cash and cash equivalents</b> Cash Cash equivalents	3	<b>117,819</b> 117,519 300	<b>156,895</b> 156,195 700	<b>113,527</b> 113,227 300	<b>156,895</b> 156,195 700
<b>120</b> 121 129	Short-term investments Short-term investments Provision for diminution in value of short-term investments	4(a)	<b>654,485</b> 654,660 (175)	<b>306,730</b> 308,430 (1,700)	<b>654,485</b> 654,660 (175)	<b>306,730</b> 308,430 (1,700)
<b>130</b> 131 132 135 139	Accounts receivable Trade accounts receivable Prepayments to suppliers Other receivables Provision for doubtful debts	5	<b>654,720</b> 505,234 79,847 70,390 (751)	<b>511,623</b> 393,898 83,172 37,218 (2,665)	<b>689,339</b> 511,772 79,804 98,514 (751)	<b>511,623</b> 393,898 83,172 37,218 (2,665)
<b>140</b> 141 149	Inventories Inventories Provision for decline in value of inventories	6	<b>1,669,871</b> 1,681,500 (11,629)	<b>965,826</b> 980,367 (14,541)	<b>1,659,390</b> 1,671,019 (11,629)	<b>965,826</b> 980,367 (14,541)
<b>150</b> 151 152 154 158	Other current assets Short-term prepayments VAT to be reclaimed Other taxes receivable Other current assets	7	<b>75,539</b> 14,282 33,401 23,808 4,048	<b>55,317</b> 22,673 7,253 24,403 988	<b>75,147</b> 13,943 33,401 23,808 3,995	<b>55,317</b> 22,673 7,253 24,403 988

The notes on pages 12 to 43 are an integral part of these financial statements.

### **BALANCE SHEETS** AS AT 31 DECEMBER 2007 AND 2006 (continued)

Code	ASSETS (continued)	Note	<u>Cons</u> 2007 Million VND	<u>olidated</u> 2006 Million VND	<u>Cor</u> 2007 Million VND	<u>npany</u> 2006 Million VND (Restated)
200	LONG-TERM ASSETS		2,252,683	1,604,142	2,169,156	1,604,142
210	Long-term receivables		762	860	762	860
218	Other long-term receivables		762	860	762	860
220	Fixed assets		1,646,962	1,071,980	1,518,899	1,071,980
221	Tangible fixed assets	8(a)	1,022,646	746,661	899,877	746,661
222	Cost		1,963,835	1,573,283	1,831,384	1,573,283
223	Accumulated depreciation		(941,189)	(826,622)	(931,507)	(826,622)
227	Intangible fixed assets	8(b)	20,715	9,141	20,715	9,141
228	Cost		38,771	21,504	38,771	21,504
229	Accumulated amortisation		(18,056)	(12,363)	(18,056)	(12,363)
230	Construction in progress	8(c)	603,601	316,178	598,307	316,178
250	Long-term investments		401,018	413,901	445,554	413,901
251	Investments in subsidiaries	4(b)	-	-	99,894	-
252	Investments in joint ventures					
	and associates	4(c)	76,132	122,701	115,540	131,571
258	Other long-term investments	4(d)	324,886	291,200	273,738	291,200
259	Provision for diminution in value					
	of long-term investments		-	-	(43,618)	(8,870)
260	Other long-term assets		203,941	117,401	203,941	117,401
261	Long-term prepayments	9	195,613	117,296	195,613	117,296
262	Deferred income tax assets	14	8,017	-	8,017	-
268	Other long-term assets		311	105	311	105
270	TOTAL ASSETS		5,425,117	3,600,533	5,361,044	3,600,533

The notes on pages 12 to 43 are an integral part of these financial statements. Annual Report 2007

### **BALANCE SHEETS**

AS AT 31 DECEMBER 2007 AND 2006 (continued)

Code	RESOURCES	Note	<u>Cons</u> 2007 Million VND	<u>solidated</u> 2006 Million VND	<u>Cor</u> 2007 Million VND	<u>mpany</u> 2006 Million VND (Restated)
300	LIABILITIES		1,073,230	862,150	1,045,107	862,150
310	Current liabilities		933,357	754,356	905,234	754,356
311	Current portion of long term loans	10	9,963	17,883	9,963	17,883
312	Trade accounts payable		621,376	436,869	617,302	436,869
313	Advances from customers		5,717	2,350	5,708	2,350
314	Taxes and other payables to the					
	State Budget	11	35,331	33,589	35,228	33,589
315	Payable to employees		426	-	52	-
316	Accrued expenses	12	132,466	85,821	131,473	85,821
319	Other payables	13	128,078	177,844	105,508	177,844
330	Long-term liabilities		139,873	107,794	139,873	107,794
331	Long-term trade payables		81,002	41,235	81,002	41,235
333	Other long-term liabilities	10	-	2,700	-	2,700
334	Long-term borrowings Provision for severance allowances	10	32,381	42,345	32,381	42,345
336	Provision for severance allowances		26,490	21,514	26,490	21,514
400	OWNERS' EQUITY		4,351,887	2,738,383	4,315,937	2,738,383
410	Capital and reserves		4,224,315	2,683,699	4,224,315	2,683,699
411	Paid-in capital	15	1,752,757	1,590,000	1,752,757	1,590,000
412	Share premium	16	1,064,948	54,217	1,064,948	54,217
417	Investment and development fund	16,17	744,540	580,103	744,540	580,103
418	Financial reserve fund	16,17	136,313	88,141	136,313	88,141
420	Undistributed earnings	16	525,757	371,238	525,757	371,238
430	Budget sources and other funds		91,622	54,684	91,622	54,684
431	Bonus and welfare fund	16,17	91,622	54,684	91,622	54,684
500	Minority interest	2.4	35,950	-	-	-
440	TOTAL RESOURCES		5,425,117	3,600,533	5,361,044	3,600,533

# **OFF BALANCE SHEET ITEMS**

AS AT 31 DECEMBER 2007 AND 2006

	<u>Consolidated</u>		Cor	<u>mpany</u>
	2007	2006	2007	2006
Goods held under trust or for processing				
(Million VND)	4,851	4,602	4,581	4,602
Bad debts written-off (Million VND)	18,508	239	18,508	239
Foreign currencies: US\$ EUR	315,236 33,257	3,239,052 4,771	315,236 33,257	3,239,052 4,771





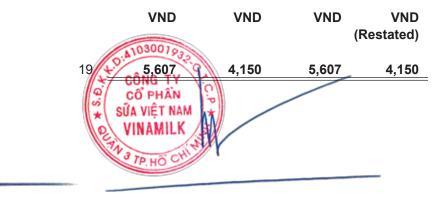
Le Thanh Liem Chief Accountant Mai Kieu Lien General Director 10 March 2008

The notes on pages 12 to 43 are an integral part of these financial statements.

### **INCOME STATEMENTS**

FOR THE YEARS ENDED 31 DECEMBER 2007 AND 2006

Code		Note	<u>Cons</u> 2007 Million VND	<u>olidated</u> 2006 Million VND	<u>Cor</u> 2007 Million VND	<u>npany</u> 2006 Million VND (Restated)
01 Sales			6,675,031	6,289,440	6,676,264	6,289,440
02 Less deductions			(26,838)	(43,821)	(26,838)	(43,821)
10 Net sales		20(a)	6,648,193	6,245,619	6,649,426	6,245,619
11 Cost of sales		21	(4,835,772)	(4,678,114)	(4,837,262)	(4,678,114)
20 Gross profit			1,812,421	1,567,505	1,812,164	1,567,505
<ul> <li>21 Financial income</li> <li>22 Financial expenses</li> <li>24 Selling expenses</li> <li>25 General and admin</li> </ul>	es nistration expenses	20(b) 22 23	257,865 (25,862) (974,805) (204,192)	74,253 (49,227) (859,396) (112,888)	257,669 (60,606) (974,230) (201,339)	74,253 (58,097) (859,396) (112,888)
30 Operating profit			865,427	620,247	833,658	611,377
40 Net other income	9	24	120,492	51,397	121,773	51,397
50 Share of loss of	joint ventures	4(c)	(30,538)	(8,870)	-	-
60 Net accounting p	profit before tax		955,381	662,774	955,431	662,774
<ul><li>61 Business income</li><li>62 Business income</li></ul>		25 14	۔ 8,017	- (2,884)	- 8,017	- (2,884)
63 Minority interest		2.4	50	-	-	-
70 Net profit after ta	ax		963,448	659,890	963,448	659,890



Le Thanh Liem Chief Accountant

Earnings per share

80

Mai Kieu Lien General Director 10 March 2008

### CASH FLOW STATEMENTS

### FOR THE YEARS ENDED 31 DECEMBER 2007 AND 2006

(Indirect method)

Code		<u>Conse</u> 2007 Million VND	<u>olidated</u> 2006 Million VND	<u>Cor</u> 2007 Million VND	npany 2006 Million VND (Restated)
	CASH FLOWS FROM OPERATING ACTIVITIES				(
01	Net profit before tax	955,381	662,774	955,431	662,774
• •	Adjustments for:	,		,	
02	Depreciation and amortisation	130,772	101,222	120,918	101,222
03	Provisions	42,696	14,707	46,907	14,707
04	Unrealised foreign exchange (gains)/losse		2,250	(17)	2,250
05	Profits from investing activities	(101,361)	(54,835)	(102,144)	(54,835)
06	Interest expense	11,667	43,591	11,667	43,591
08	Operating profit before changes in				
	working capital	1,039,138	769,709	1,032,762	769,709
09	(Increase)/Decrease in receivables	(216,909)	203,081	(216,777)	203,081
10	(Increase)/Decrease in inventories	(725,346)	125,446	(714,964)	125,446
11	Increase/(Decrease) in payables	411,751	(526,918)	377,195	(526,918)
12	(Increase)/Decrease in prepaid expenses	(69,830)	4,019	(69,588)	4,019
13	Interest paid	(50,571)	(21,192)	(50,571)	(21,192)
15	Other receipts from operating activities	78,502	51,140	81,924	51,140
16	Other payments on operating activities	(153,257)	(105,814)	(153,194)	(105,814)
20	Net cash inflows from operating activities	s 313,478	499,471	286,787	499,471
	CASH FLOWS FROM INVESTING ACTIVITIES				
21	Purchases of fixed assets	(743,965)	(609,510)	(662,142)	(609,510)
22	Proceeds from disposals of fixed assets	2,305	-	1,364	-
23	Purchases of equity securities	(487,475)	(278,503)	(435,877)	(278,503)
24	Proceeds from sales of equity securities	77,964	72,500	77,964	72,500
25	Loan granted to joint venture/subsidiary	(80,926)	(138,267)	(109,057)	(138,267)
26	Decrease in deposits at banks	115,443	404,882	114,993	404,882
27	Investments in other entities	(4,650)	(129,440)	(50,150)	(129,440)
28	Proceeds from divestments in other entities	-	22,460	-	22,460
29	Dividends received	105,326	66,475	105,326	66,475
30	Net cash outflows from investing				
	activities	(1,015,978)	(589,403)	(957,579)	(589,403)

The notes on pages 12 to 43 are an integral part of these financial statements.

### CASH FLOW STATEMENTS

### FOR THE YEARS ENDED 31 DECEMBER 2007 AND 2006

(Indirect method) (continued)

			Cons	olidated	<u>Cor</u>	npany
			2007 Million	2006 Million	2007 Million	2006 Million
Code		Note	VND	VND	VND	VND
						(Restated)
	CASH FLOWS FROM FINANCING ACTIVITIES					
31	Proceeds from issuance of shares		1,219,477	-	1,183,477	-
33	Proceeds from borrowings		360,000	1,051,565	360,000	1,051,565
34	Repayments of borrowings		(377,883)	(1,014,011)	(377,883)	(1,014,011)
36	Dividends paid		(538,181)	(290,974)	(538,181)	(290,974)
40	Net cash inflows/(outflows) from					
	financing activities		663,413	(253,420)	627,413	(253,420)
50	Net decrease in cash and					
	cash equivalents		(39,087)	(343,352)	(43,379)	(343,352)
60	Cash and cash equivalents at					
	beginning of year	3	156,895	500,312	156,895	500,312
61	Foreign exchange gain/(loss) on					
	cash and cash equivalents		11	(65)	11	(65)
70	Cash and cash equivalents	0	119300-	4=0.00-		4 = 0 00 =
	at end of year	3	117,8199	156,895	113,527	156,895

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Le Thanh Liem Chief Accountant 3 CÔNG TY CÔNG TY CÔ PHÂN SỮA VIỆT NAM VINAMILK VINAMILK VINAMILK

Mai Kieu Lien General Director 10 March 2008

FOR THE YEAR ENDED 31 DECEMBER 2007

#### 1 GENERAL INFORMATION

Vietnam Dairy Products Joint Stock Company ("the Company", or "Vinamilk") was initially established as a State Owned Enterprise under the control of the Ministry of Industry in accordance with Decision No. 420/CNN/TCLD dated 29 April 1993. On 1 October 2003, it was equitised following Decision No. 155/2003/QD-BCN issued by the Ministry of Industry. On 20 November 2003, the Company was incorporated as a joint stock company under the Law on Enterprises of SR Vietnam according to Registration Certificate No. 4103001932 issued by the Planning and Investment Department of Ho Chi Minh City. The Company was subsequently listed on the Ho Chi Minh City Stock Exchange on 19 January 2006 according to the Listing Licence No. 42/UBCK-GPNY dated 28 December 2005 issued by the State Securities Commission.

As at 31 December 2007, the Company has 3 subsidiaries.

The principal activities of the Company and its subsidiaries are:

- Manufacture and distribute bottled milk, powdered milk, nutritious powder, milk cake, fresh milk, soya milk, refreshment drinks and other products from milk;
- Trading in food technology, spare parts, equipment, materials and chemicals;
- Real estate investment business, real estate management;
- Warehousing and transportation services;
- Manufacture, sell and distribute beverages, grocery and processing foods, roasted-groundfiltered and instant coffee;
- Manufacture and sell plastic packages and label printing;
- Manufacture and sell plastic products;
- Health care clinic operations; and
- Castle raising and agricultural operations.

As at 31 December 2007, the total number of employees of the Company and the Group are 3,868 and 4,106, respectively (2006: 3,981 employees).

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES

#### 2.1 Basis of preparation of consolidated and company financial statements

The consolidated and company financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System and prevailing regulations in SR Vietnam. The consolidated and company financial statements have been prepared under the historical cost convention.

The accompanying consolidated and company financial statements are not intended to present the financial position and results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than SR Vietnam. The accounting principles and practices utilised in SR Vietnam may differ from those generally accepted in countries and jurisdictions other than SR Vietnam.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.2 Use of estimates

The preparation of consolidated and company financial statements in conformity with Vietnamese Accounting Standards requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosures of contingent assets and liabilities at the date of financial statements and the amounts of revenues and expenses in the reported periods. Although these estimates are based on management's best knowledge of current events and actions, actual results may differ from those estimates.

#### 2.3 Fiscal year

The fiscal year of the Company and its subsidiaries is from 1 January to 31 December.

#### 2.4 Consolidation

In 2007, the Company prepared its consolidated financial statements for the first time in accordance with Vietnamese Accounting Standard 25 – *Consolidated Financial Statements and Accounting for Investments in Subsidiaries*.

### Subsidiaries

Subsidiaries are all entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the income statement.

Inter-company transactions, balances and unrealised gains and losses on transactions between group companies are eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

#### Transactions and minority interests

The Group applies a policy of treating transactions with minority interests as transactions with parties external to the Group. Disposals to minority interests result in gains and losses for the Group that are recorded in the income statement. Purchases from minority interests result in goodwill, being the difference between any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.4 Consolidation (continued)

#### Joint ventures and associates

Joint ventures are contractual arrangements whereby two or more parties undertake an economic activity which is subject to joint control. Associates are all entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in joint ventures and associates are accounted for using the equity method of accounting and are initially recognised at cost. The Group's investment in joint ventures and associates includes goodwill identified on acquisition, net of any accumulated impairment loss.

The Group's share of its joint ventures' and associates' post-acquisition profits or losses is recognised in the consolidated income statement, and its share of post-acquisition movements in reserves is recognised in consolidated reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in a joint venture or associate equals or exceeds its interest in the joint venture or associate, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the joint venture or associate.

Unrealised gains and losses on transactions between the Group and its joint ventures and associates are eliminated to the extent of the Group's interest in the joint ventures and associates. Accounting policies of joint ventures and associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

### 2.5 Currency

The consolidated and company financial statements are measured and presented in millions of Vietnamese Dong.

Transactions arising in foreign currencies are translated at exchange rates ruling at the transaction dates. Foreign exchange differences arising from these transactions are recognised in the income statement.

Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated at the Vietnam inter-bank rates of exchange ruling at the balance sheet date. Foreign exchange differences arising from these translations are recognised in the income statement.

### 2.6 Form of records applied

The Company and its subsidiaries use voucher ledgers to record their transactions.

### 2.7 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash at bank, cash in transit, demand deposits and other short-term investments with an original maturity of three months or less.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.8 Share capital and treasury shares

Ordinary shares in issue are classified as equity. Incremental costs directly attributable to the issuance of new shares or options are shown in equity as a deduction from the proceeds.

Where the Company or its subsidiaries purchase the Company's equity share capital (treasury shares), the consideration paid, including directly attributable incremental costs, is deducted from equity attributable to the Company's equity holders until the shares are cancelled or reissued. Where such shares are subsequently sold or reissued, any consideration received less any directly attributable incremental transaction costs is included in equity attributable to the Company's equity holders.

The Company is required to hold certain shares as decreed by the State for the purpose of allocating them to employees of the Company. These shares are held in custody by the Company on behalf of the employees until final allocation to and receipt of payment from the employees. The Company does not have jurisdiction to own and cancel these shares. These shares have been recorded as part of issued share capital.

#### 2.9 Trade receivables

Trade receivables are carried at original invoice amount less an estimate made for doubtful receivables based on a review by management of all outstanding amounts at the year end. Bad debts are written off when identified.

### 2.10 Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined by the weighted average method and includes all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition. In the case of manufactured products, cost includes all direct expenditure and production overheads based on normal levels of operating activity. Net realisable value is the estimated selling price in the normal course of business, less the estimated costs of completion and selling expenses. Provision is made, where necessary, for obsolete, slow-moving and defective inventory items.

### 2.11 Investments

#### (a) Short-term investments

Short-term investments are investments with maturities less than 12 months from the balance sheet date and investments that are held with the intention to dispose within 12 months of the balance sheet date. Short-term investments are accounted for at cost.

#### (b) Investments in subsidiaries

Investments in subsidiaries are accounted for at cost in the parent entity financial statements.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.11 Investments (continued)

(c) Investments in joint ventures and associates

Investments in joint ventures and associates are accounted for at cost in the parent entity financial statements, and under equity method of accounting in the consolidated financial statements.

- (d) Long-term investments
  - (i) Long-term bank deposits are those maturing after 12 months from the balance sheet date and are accounted for at cost.
  - (ii) Investments in bonds are classified as long-term when they are held with no intention to dispose within 12 months of the balance sheet date. Investments in bonds are accounted for at cost.
  - (iii) Other long-term investments comprise holdings in listed and unlisted entities, and are classified as long-term when they are held with no intention to dispose within 12 months of the balance sheet date. Other long-term investments are accounted for at cost.

### 2.12 Fixed assets

#### Tangible and intangible fixed assets

Fixed assets are stated at historical cost less accumulated depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the fixed assets.

#### Depreciation

Fixed assets are depreciated on the straight-line method, to write off the cost of the assets to their residual value over their estimated useful lives, as follows:

	Years
Buildings and structures	10 - 50
Machinery and equipment	10
Livestock	6
Motor vehicles	10
Office equipment	3 - 8
Software	2 - 3

Land use rights are amortised, using the straight-line method over the terms indicated in the land use rights certificate. Land use rights which are granted for an indefinite term are carried at cost and not amortised.

Livestock development costs are capitalised until the livestock reaches maturity, and then transferred to tangible fixed assets and depreciated using the aforementioned useful life.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.12 Fixed assets (continued)

#### Disposals

Gains and losses on disposals are determined by comparing net disposal proceeds with the carrying amount and are recognised as income or expense in the income statement.

### 2.13 Leased assets

Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the income statement on a straight-line basis over the period of the lease.

### 2.14 Borrowing costs

Borrowing costs that are directly attributable to the construction or production of any qualifying assets are capitalised during the period of time that is required to complete and prepare the asset for its intended use. Other borrowing costs are recognised in the income statement when incurred.

### 2.15 Revenue recognition

(a) Sales of goods

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

(b) Processing services

Revenue from processing services is recognised in the income statement when the goods have been processed and accepted. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due.

(c) Sales of services

Revenue from the sales of services is recognised in the income statement when the services are rendered, by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided.

(d) Interest income

Interest income is recognised on an earned basis.

(e) Dividend income

Dividend income is recognised in the period in which the dividends are declared by the investee entities.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

#### 2.16 Deferred income tax

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of occurrence affects neither accounting nor taxable profit or loss. Deferred income tax is determined at the tax rates that are expected to apply to the financial year when the asset is realised or the liability is settled, based on tax rates that have been enacted or substantially enacted by the balance sheet date.

Deferred income tax assets are recognised to the extent that it is probable that future taxable profits will be available against which the temporary differences can be utilised.

Deferred income tax assets relating to tax loss carry-forwards are recognised to the extent that the realisation of the related tax benefit through future taxable profits is probable.

#### 2.17 Dividend distribution

The Company's net profit after tax is available for appropriation to shareholders as dividends after approval by shareholders at the Company's Annual General Meeting and after making appropriation to reserve funds in accordance with the Company's Charter.

Interim dividends are declared and paid based on the estimated earnings of the year. Final dividends are declared and paid in the following year from undistributed earnings based on the approval of shareholders at the Company's Annual General Meeting.

Dividends payable on shares held in custody by the Company are allocated to the bonus and welfare fund.

#### 2.18 Method of reserve appropriation

Appropriation to reserve funds in accordance with the Company's Charter is as follows:

Investment and development fund	10% of profit after tax
Bonus and welfare fund	10% of profit after tax
Financial reserve fund	5% of profit after tax

Utilisation of the above reserve funds requires approval of either the General Director, the Board of Management or the shareholders depending on the nature and magnitude of the transactions involved as stated in the Company's Charter and financial regulations.

#### 2.19 Related parties

Enterprises and individuals that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control with, the Company, including holding companies, subsidiaries and fellow subsidiaries are related parties of the Company. Associates and individuals owning, directly or indirectly, an interest in the voting power of the Company that gives them significant influence over the enterprise, key management personnel, including directors and officers of the Company and close members of the family of these individuals and companies associated with these individuals also constitute related parties.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.19 Related parties (continued)

The State Capital Investment Corporation holds the largest shareholding in the Company and accordingly is regarded as a related party. However, enterprises which are controlled or significantly influenced by the State Capital Investment Corporation are not considered as related parties of the Company for the purposes of disclosure since they do not influence, or are not influenced by, the Company.

In considering each possible related party relationship, attention is directed to the substance of the relationship, and not merely the legal form.

### 2.20 Provisions

Provisions are recognised when: the Company or its subsidiaries have a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the expenditures expected to be required to settle the obligation. If the time value of money is material, provisions will be measured at their present value using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as interest expenses.

### 2.21 Provision for severance allowances

In accordance with Vietnamese labour laws, employees of the Group are entitled to a severance allowance based on their years of service. This will be paid as a lump sum when the employee leaves the Group. A provision for severance allowances is made for the estimated liability for employment termination as a result of services rendered by employees up to the balance sheet date.

Prior to 2007, the Company's provision for severance allowance was calculated by application of Decree No. 39/2003/ND-CP dated 18 April 2003 and Circular 82/2003/TT-BTC dated 14 August 2003, following which provision was made at 3% of the total basic salary used in social insurance calculation for the year. In 2007, the Group has estimated the provision on the basis of a half-month's salary for each employee for each year of service with the Group, based on salary levels at the balance sheet date.

### 2.22 Segmental reporting

The Group identifies its operating segments based on geographical locations where the risks and returns are different in each of the economic environments. For all periods presented, the Group operated in two segments: domestic market and export market.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.23 Restatements and reclassifications

During the preparation of the consolidated financial statements for the year ended 31 December 2007, the Company implemented certain changes to its accounting policies relating to the preparation of consolidated financial statements. The Company has retrospectively adopted these policy changes by restating previously issued financial statements.

#### (a) Equity accounting for interest in joint ventures

Prior to 2007, the Company was not required to prepare consolidated financial statements and therefore investments in joint-ventures were carried at cost. Beginning 1 January 2007, the Company is required to prepare consolidated financial statements and therefore to account for its investments in joint-ventures using the equity method as required by VAS 08 – Financial Reporting of Interests in Joint Ventures. For comparability purposes, investments in joint-ventures as at 31 December 2006 have been restated to reflect the same basis adopted in 2007.

The effect of adopting these accounting policies on the balance sheet as at 31 December 2006 is:

	2006 Million VND
Decrease in investments in joint ventures and associates Decrease in retained earnings	(8,870) (8,870)
The effect of adopting these accounting policies on the income stat	ement for the year ended

The effect of adopting these accounting policies on the income statement for the year ended 31 December 2006 is:

	2006 Million VND
Decrease in financial expenses	(13,174)
Increase in share of loss of joint ventures	8,870

### (b) Change in accounting policy on accruals and provisions

Prior to 2007, the Company followed the State's accounting regulations and practices in recognising certain liabilities. In 2007, the Company took a comprehensive review of its accounting policies in these areas and decided to amend those policies to be more in line with VAS 18 – Provisions, Contingent Assets and Liabilities in respect of recognising liabilities for employee salaries and distributors' bonus and certain other provisions. The retrospective application of this change in policy reduces payable to employees and increases retained earnings as at 1 January 2006 by VND123,718 million.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.23 Restatements and reclassifications (continued)

### (b) Change in accounting policy on accruals and provisions (continued)

The effect of adopting these accounting policies on the balance sheet as at 31 December 2006 is:

	2006 Million VND
Decrease in payable to employees – short-term	(30,118)
Decrease in accrued expenses – short-term	(40,000)
Increase in retained earnings	70,118

The effect of adopting these accounting policies on the income statement for the year ended 31 December 2006 is:

	2006 Million VND
Decrease in selling expenses	(40,000)
Decrease in other income	(93,600)

#### (c) Change in accounting policy on provision for severance allowances

The Company's provision for severance allowances was historically calculated by application of Decree No. 39/2003/ND-CP dated 18 April 2003 and Circular 82/2003/TT-BTC dated 14 August 2003, following which provision was made at 3% of the total basic salary used in social insurance calculation for the year. In 2007, the Company made a decision to amend its accounting policy to better reflect severance liabilities to employees in accordance with the Vietnamese Labour Law, which requires that severance allowances are paid, as a lump sum when the employee leaves the Company, on the basis of a half-month's salary for each employee for each year of service with the Company. The retrospective application of this change in policy increases provision for severance allowances and decreases retained earnings as at 1 January 2006 by VND18,654 million.

The effect of adopting these accounting policies on the balance sheet as at 31 December 2006 is:

	2006 Million VND
Increase in provision for severance allowances – long-term	18,654
Decrease in retained earnings	(18,654)

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FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.23 Restatements and reclassifications (continued)

(d) Interest payable to the State

In 2007, pursuant to Decision No. 866/TTCP issued by the Government, the Company was required to pay to the State an interest charge of VND38,949 million (VND16,550 million for 2005 and VND22,399 million for 2006) relating to the remittance of the proceeds from initial public offerings and dividends attributable to the State prior to 2007. The Company has restated the 2005 and 2006 balance of Payable to the State to reflect the above interest payable. The restatement had the effect of reducing the opening retained earnings at 1 January 2006 and increasing other payables by VND16,550 million.

The effect on the balance sheet as at 31 December 2006 is:

|                                                                            | 2006<br>Million VND |  |
|----------------------------------------------------------------------------|---------------------|--|
| Increase in other payables<br>Decrease in retained earnings                | 38,949<br>(38,949)  |  |
| The effect on the income statement for the year ended 31 December 2006 is: | 2006<br>Million VND |  |
| Increase in financial expenses                                             | 22,399              |  |

#### (e) Reclassifications

Certain items in the previous year's income statement have been reclassified to be consistent with the corresponding amounts shown in the 2007 financial statements. These reclassifications do not result in any change to the net income for the year ended 31 December 2006.

The effect on the income statement for the year ended 31 December 2006 is:

(i) a reclassification of sales of assets and the related cost of sales to net other income:

|                           | 2006<br>Million VND |
|---------------------------|---------------------|
| Decrease in net sales     | (334,518)           |
| Decrease in cost of sales | (334,518)           |
| Net other income          | -                   |

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.23 Restatements and reclassifications (continued)

- (e) Reclassifications (continued)
  - (ii) a reclassification of sales of scraps as other income:

|                              | 2006<br>Million VND |
|------------------------------|---------------------|
| Decrease in net sales        | (38,965)            |
| Increase in net other income | 38,965              |

The restatements and reclassifications noted above did not result in any significant change of the tax provision. The impact of these restatements and reclassifications on selected line items of the prior year financial statements is presented below.

Selected company income statement data:

|                                     | Year ended 31 December 2006<br>As previously |                           |                         |  |
|-------------------------------------|----------------------------------------------|---------------------------|-------------------------|--|
|                                     | reported<br>Million VND                      | Adjustment<br>Million VND | Restated<br>Million VND |  |
| Net sales                           | 6,619,102                                    | (373,483)                 | 6,245,619               |  |
| Cost of sales                       | (5,012,632)                                  | 334,518                   | (4,678,114)             |  |
| Gross profit                        | 1,606,470                                    | (38,965)                  | 1,567,505               |  |
| Financial income                    | 74,253                                       | -                         | 74,253                  |  |
| Financial expenses                  | (40,002)                                     | (18,095)                  | (58,097)                |  |
| Selling expenses                    | (899,396)                                    | 40,000                    | (859,396)               |  |
| General and administration expenses | (112,888)                                    | -                         | (112,888)               |  |
| Operating profit                    | 628,437                                      | (17,060)                  | 611,377                 |  |
| Net other income                    | 106,032                                      | (54,635)                  | 51,397                  |  |
| Net accounting profit before tax    | 734,469                                      | (71,695)                  | 662,774                 |  |
| Business income tax                 | (2,884)                                      | -                         | (2,884)                 |  |
| Net profit after tax                | 731,585                                      | (71,695)                  | 659,890                 |  |
|                                     | VND                                          | VND                       | VND                     |  |
| Earnings per share                  | 4,601                                        | (451)                     | 4,150                   |  |

FOR THE YEAR ENDED 31 DECEMBER 2007

### 2 ACCOUNTING SYSTEM AND ACCOUNTING POLICIES (continued)

### 2.23 Restatements and reclassifications (continued)

(e) Reclassifications (continued)

Selected company balance sheet data

|                                      | As at 31 December 2006 |             |             |  |  |
|--------------------------------------|------------------------|-------------|-------------|--|--|
|                                      | As previously          |             |             |  |  |
|                                      | reported Adjustmer     |             | Restated    |  |  |
|                                      | Million VND            | Million VND | Million VND |  |  |
| Provisions for long-term investments | -                      | (8,870)     | (8,870)     |  |  |
| Long term assets                     | 1,613,012              | (8,870)     | 1,604,142   |  |  |
| Total assets                         | 3,609,403              | (8,870)     | 3,600,533   |  |  |
| Payable to employees                 | 30,118                 | (30,118)    | -           |  |  |
| Accrued expenses                     | 125,821                | (40,000)    | 85,821      |  |  |
| Other payables                       | 138,895                | 38,949      | 177,844     |  |  |
| Current liabilities                  | 785,525                | (31,169)    | 754,356     |  |  |
| Provision for severance allowances   | 2,860                  | 18,654      | 21,514      |  |  |
| Long term liabilities                | 89,140                 | 18,654      | 107,794     |  |  |
| Investment and development fund      | 590,245                | (10,142)    | 580,103     |  |  |
| Financial reserve fund               | 93,211                 | (5,070)     | 88,141      |  |  |
| Bonus and welfare fund               | 64,826                 | (10,142)    | 54,684      |  |  |
| Undistributed earnings               | 342,239                | 28,999      | 371,238     |  |  |
| Total shareholders' equity           | 2,734,738              | 3,645       | 2,738,383   |  |  |

### 3 CASH AND CASH EQUIVALENTS

|                          | <u>Consolidated</u> |         | Com     | pany    |
|--------------------------|---------------------|---------|---------|---------|
|                          | 2007                | 2006    | 2007    | 2006    |
|                          | Million             | Million | Million | Million |
|                          | VND                 | VND     | VND     | VND     |
| Cash on hand             | 1,065               | 1,456   | 1,050   | 1,456   |
| Cash at bank             | 109,560             | 143,870 | 105,283 | 143,870 |
| Cash in transit          | 6,894               | 10,869  | 6,894   | 10,869  |
| Short-term bank deposits | 300                 | 700     | 300     | 700     |
|                          | 117,819             | 156,895 | 113,527 | 156,895 |

FOR THE YEAR ENDED 31 DECEMBER 2007

### 4 INVESTMENTS

### (a) Short-term investments

|                                                                                              |             | <u>Consolidated</u>                   |                              | <u>Company</u>                        |                              |
|----------------------------------------------------------------------------------------------|-------------|---------------------------------------|------------------------------|---------------------------------------|------------------------------|
|                                                                                              |             | 2007<br>Million<br>VND                | 2006<br>Million<br>VND       | 2007<br>Million<br>VND                | 2006<br>Million<br>VND       |
| Short-term deposits<br>Investments in equity securities<br>Bonds<br>Loans to a joint venture | (i)<br>(ii) | 5,400<br>436,453<br>15,410<br>197,397 | -<br>191,959<br>-<br>116,471 | 5,400<br>436,453<br>15,410<br>197,397 | -<br>191,959<br>-<br>116,471 |
| Provision for diminution in value of short-term investments                                  | (iii)       | <u>(175)</u><br>654,485               | (1,700)<br>306,730           | (175)<br>654,485                      | (1,700)<br>306,730           |

(i) Investments in equity securities comprise shares of listed and unlisted companies and investment funds. Included in the balance as at 31 December 2007 and 31 December 2006 is VND60,184 million relating to the value of shares in a listed company that the Company had agreed to transfer to a third party. However, the transfer procedures had not been completed as at 31 December 2007 and, therefore, the legal ownership remained with the Company as at that date. The Company had received, in advance, a payment of VND60,786 million from the third party as purchase consideration for the shares and the Company had recorded this amount as a payable until the legal ownership has been transferred (see Note13(b)).

Movements in short-term investments in equity securities:

|                                 | Consc                  | <b>Consolidated</b>    |                        | pany                   |
|---------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                 | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND |
| Opening balance                 | 191,959                | -                      | 191,959                | -                      |
| Purchases                       | 319,985                | 107,684                | 319,985                | 107,684                |
| Share dividends                 | 1,075                  | -                      | 1,075                  | -                      |
| Reclassification from long-term |                        |                        |                        |                        |
| investments                     | -                      | 84,275                 | -                      | 84,275                 |
| Disposal                        | (76,566)               | -                      | (76,566)               |                        |
|                                 | 436,453                | 191,959                | 436,453                | 191,959                |

- (ii) As per the joint venture contract signed with SABMiller Asia, the Company has a commitment to provide an interest free loan of US\$15.75 million to SABMiller Vietnam Joint Venture Company ("SABMiller"). In 2006, the Company granted SABMiller an interest free loan of US\$7.25 million (equivalent to VND116,471 million) repayable within 12 months. The loan was extended by the Company until 21 December 2008. In 2007, an additional loan of US\$5 million (equivalent to VND80,926 million) was granted to SABMiller with the same terms as above.
- (iii) Provision for diminution in value of short term investments is made to reflect the reduction in market prices of the related shares as at the balance sheet dates.

FOR THE YEAR ENDED 31 DECEMBER 2007

### 4 INVESTMENTS (continued)

### (b) Investments in subsidiaries

|                                                                   | <u>Cost of investment</u><br><u>recorded in parent</u><br><u>entity</u> |                        | Equity held by parent entity |           |
|-------------------------------------------------------------------|-------------------------------------------------------------------------|------------------------|------------------------------|-----------|
|                                                                   | 2007<br>Million<br>VND                                                  | 2006<br>Million<br>VND | 2007<br>%                    | 2006<br>% |
| Vietnam Cow Milk One Member                                       | 55.004                                                                  |                        | 100                          | 100       |
| Limited Company                                                   | 55,894                                                                  | -                      | 100                          | 100       |
| Lam Son Milk Joint Stock Company<br>International Real Estate One | 44,000                                                                  | -                      | 55                           | -         |
| Member Limited Company                                            |                                                                         | -                      | 100                          | 100       |
|                                                                   | 99,894                                                                  | -                      |                              |           |
| Provision for diminution in value of                              |                                                                         |                        |                              |           |
| investments in subsidiaries                                       | (4,210)                                                                 |                        |                              |           |
|                                                                   | 95,684                                                                  |                        |                              |           |
|                                                                   |                                                                         |                        |                              |           |

### (c) Investments in joint ventures and associates

|                                         | <u>Conso</u>    | lidated         |
|-----------------------------------------|-----------------|-----------------|
|                                         | 2007<br>Million | 2006<br>Million |
|                                         | VND             | VND             |
| Opening balance                         | 122,701         | 4,900           |
| Additions in investments                | 2,593           | 126,671         |
| Shares of losses of joint ventures      | (30,538)        | (8,870)         |
| Disposal of interest in a joint venture | (18,624)        |                 |
| Closing balance                         | 76,132          | 122,701         |

The joint ventures, all of which are unlisted, are as follows:

|                                                               |       | <b>Consolidated</b>    |                        | olidated <u>Compar</u> |                                      |
|---------------------------------------------------------------|-------|------------------------|------------------------|------------------------|--------------------------------------|
|                                                               |       | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND<br>(Restated) |
| SABMiller Vietnam Joint Venture                               |       |                        |                        |                        | · · ·                                |
| Company                                                       | (i)   | 68,639                 | 99,177                 | 108,047                | 108,047                              |
| Campina Joint Venture Company<br>Horizon Apartment – Business | (ii)  | -                      | 18,624                 | -                      | 18,624                               |
| Cooperation Contract                                          | (iii) | 7,493                  | 4,900                  | 7,493                  | 4,900                                |
|                                                               | _     | 76,132                 | 122,701                | 115,540                | 131,571                              |
| Provision for diminution in value of                          |       |                        |                        |                        |                                      |
| investments in joint ventures                                 | -     | -                      | -                      | (39,408)               | (8,870)                              |
|                                                               | _     | 76,132                 | 122,701                | 76,132                 | 122,701                              |

FOR THE YEAR ENDED 31 DECEMBER 2007

### 4 INVESTMENTS (continued)

### (c) Investments in joint ventures and associates (continued)

(i) SABMiller Vietnam Joint Venture Company ("SABMiller")

The Company has a 50% interest in SABMiller, which produces beer products. SABMiller has registered legal capital of US\$13.5 million. As at 31 December 2007, the Company has invested US\$6.75 million, equivalent to VND108,047 million.

(ii) Campina Joint Venture Company ("Campina")

The Company had a 50% interest in Campina, a producer of dairy products. The total investment in Campina amounted to VND31,798 million during 2005 and 2006 with the conversion of VND13,124 million loan to legal capital contribution in Campina plus an additional capital contribution of VND7,969 million made by the Company to Campina in 2006.

In January 2007, the Company agreed with its joint venture partner in Campina whereby the Company would sell its 50% shareholding for an amount of VND18,624 million. As at 31 December 2007, the amount has been reclassified to other receivables (see Note 5).

(iii) Horizon Apartment – Business Cooperation Contract

On 7 June 2004, the Company entered into a Business Cooperation Contract with FICO Real Estate Company and Real Estate Finance Joint-Stock Company for the construction, management, marketing and operation of the Horizon Apartment Project with an estimated investment capital of VND285,000 million. The Company has a 24.5% financial interest in this project.

### (d) Other long-term investments

|                             |       | Conse   | <u>olidated</u> | <u>Company</u> |         |
|-----------------------------|-------|---------|-----------------|----------------|---------|
|                             |       | 2007    | 2006            | 2007           | 2006    |
|                             |       | Million | Million         | Million        | Million |
|                             |       | VND     | VND             | VND            | VND     |
| Long-term bank deposits     | (i)   | 50,000  | 170,000         | 50,000         | 170,000 |
| Bonds                       | (ii)  | 5,645   | 11,050          | 5,645          | 11,050  |
| Other long-term investments | (iii) | 269,241 | 110,150         | 218,093        | 110,150 |
|                             |       | 324,886 | 291,200         | 273,738        | 291,200 |

- (i) Long-term bank deposits represent bank deposits with original maturity of over three months and maturing after one year from the balance sheet date.
- (ii) Bonds represent purchases of Government bonds and listed company bonds maturing within 3 to 5 years from the balance sheet date. Coupon rates range from 8% to 9.5% per annum.
- (iii) Other long-term investments comprise shareholdings in listed and unlisted companies and investment funds. These investments are held not for sale in the near future.

FOR THE YEAR ENDED 31 DECEMBER 2007

#### **INVESTMENTS** (continued) 4

#### Other long-term investments (continued) (d)

Movements in other long-term investments:

| -                                          | Conse   | <u>olidated</u> | <u>Company</u> |          |
|--------------------------------------------|---------|-----------------|----------------|----------|
|                                            | 2007    | 2006            | 2007           | 2006     |
|                                            | Million | Million         | Million        | Million  |
|                                            | VND     | VND             | VND            | VND      |
| Opening balance                            | 110,150 | 49,300          | 110,150        | 49,300   |
| Purchases                                  | 159,091 | 167,585         | 107,943        | 167,585  |
| Reclassification to short-term investments | -       | (84,275)        | -              | (84,275) |
| Disposals                                  |         | (22,460)        | -              | (22,460) |
|                                            | 269,241 | 110,150         | 218,093        | 110,150  |

#### 5 **OTHER RECEIVABLES**

| OMERICEOLIVADEEO                                                                   | <b>Consolidated</b>    |                        | Com                    | pany                   |
|------------------------------------------------------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                                                                    | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND |
| Advance for purchase of Company's shares Receivable from disposal of interest in a | 24,322                 | 21,354                 | 15,585                 | 12,617                 |
| joint venture (Note 4(c)(ii))                                                      | 18,624                 | -                      | 18,624                 | -                      |
| Loan to a subsidiary (*)                                                           | -                      | -                      | 28,131                 | -                      |
| Interest income                                                                    | 8,577                  | 1,267                  | 8,577                  | 1,267                  |
| Other receivables                                                                  | 18,867                 | 14,597                 | 27,597                 | 23,334                 |
|                                                                                    | 70,390                 | 37,218                 | 98,514                 | 37,218                 |

(\*) Loan to Lam Son Milk Joint Stock Company, one of the Company's subsidiaries, is interest free and repayable within 12 months from 10 October 2007.

#### 6 **INVENTORIES**

|                                               | Conso     | <u>olidated</u> | <u>Company</u> |          |
|-----------------------------------------------|-----------|-----------------|----------------|----------|
|                                               | 2007      | 2006            | 2007           | 2006     |
|                                               | Million   | Million         | Million        | Million  |
|                                               | VND       | VND             | VND            | VND      |
|                                               | 057.000   | 75 004          | 057.000        | 75 004   |
| Goods in transit                              | 357,960   | 75,331          | 357,960        | 75,331   |
| Raw materials                                 | 1,013,210 | 720,496         | 1,006,596      | 720,496  |
| Tools                                         | 2,174     | 12,946          | 1,411          | 12,946   |
| Merchandise                                   | 7,967     | 4,418           | 7,967          | 4,418    |
| Work-in-progress                              | 81,530    | -               | 80,275         | -        |
| Finished goods                                | 218,659   | 167,176         | 216,810        | 167,176  |
| Provision for decline in value of inventories | (11,629)  | (14,541)        | (11,629)       | (14,541) |
|                                               | 1,669,871 | 965,826         | 1,659,390      | 965,826  |

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### 7 OTHER TAXES RECEIVABLE

|                                     | Consc                  | olidated               | <u>Company</u>         |                        |  |
|-------------------------------------|------------------------|------------------------|------------------------|------------------------|--|
|                                     | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND |  |
| Business income tax to be reclaimed |                        |                        |                        |                        |  |
| (Note 13(a))                        | 23,808                 | 23,808                 | 23,808                 | 23,808                 |  |
| Others                              |                        | 595                    | -                      | 595                    |  |
|                                     | 23,808                 | 24,403                 | 23,808                 | 24,403                 |  |

### 8 FIXED ASSETS

### (a) Tangible fixed assets

|                                        | Buildings<br>and<br>structures<br>Iillion VND | Machinery<br>and<br>equipment<br>Million VND | Livestock<br>Million VND | Motor<br>vehicles<br>Million VND | Office<br>equipment<br>Million VND | Total<br>Million VND |
|----------------------------------------|-----------------------------------------------|----------------------------------------------|--------------------------|----------------------------------|------------------------------------|----------------------|
| Historical cost                        |                                               |                                              |                          |                                  |                                    |                      |
| At 1 January 2007                      | 247,406                                       | 1,111,132                                    | -                        | 120,132                          | 94,613                             | 1,573,283            |
| New purchases                          | 23,969                                        | 55,866                                       | 8,451                    | 36,645                           | 5,644                              | 130,575              |
| Transfers in (Note 8(c))               | 73,950                                        | 204,303                                      | 10,515                   | 2,674                            | 335                                | 291,777              |
| Reclassifications                      | (6)                                           | 20,425                                       | -                        | 1,179                            | (21,598)                           | -                    |
| Transferred to intangible fixed assets | -                                             | -                                            | -                        | -                                | (4,631)                            | (4,631)              |
| Disposals                              | -                                             | (23,256)                                     | (1,819)                  | (1,273)                          | (821)                              | (27,169)             |
| At 31 December 2007                    | 345,319                                       | 1,368,470                                    | 17,147                   | 159,357                          | 73,542                             | 1,963,835            |
| Accumulated depreciation               |                                               |                                              |                          |                                  |                                    |                      |
| At 1 January 2007                      | 105,232                                       | 621,212                                      | -                        | 71,722                           | 28,456                             | 826,622              |
| Charge for the year                    | 24,422                                        | 73,588                                       | 2,728                    | 9,026                            | 15,849                             | 125,613              |
| Reclassifications                      | 28                                            | (138)                                        | -                        | 37                               | 73                                 | -                    |
| Disposals                              | -                                             | (9,655)                                      | (173)                    | (678)                            | (7)                                | (10,513)             |
| Transferred to intangible fixed assets | -                                             | -                                            | -                        | -                                | (533)                              | (533)                |
| At 31 December 2007                    | 129,682                                       | 685,007                                      | 2,555                    | 80,107                           | 43,838                             | 941,189              |
| Net book value                         |                                               |                                              |                          |                                  |                                    |                      |
| At 1 January 2007                      | 142,174                                       | 489,920                                      | -                        | 48,410                           | 66,157                             | 746,661              |
| At 31 December 2007                    | 215,637                                       | 683,463                                      | 14,592                   | 79,250                           | 29,703                             | 1,022,646            |

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### 8 FIXED ASSETS (continued)

### (a) Tangible fixed assets (continued)

| Company                                       | Buildings<br>and<br>structures<br>Million VND | Machinery<br>and<br>equipment<br>Million VND | Motor<br>vehicles<br>Million VND | Office<br>equipment<br>Million VND | Total<br>Million VND |
|-----------------------------------------------|-----------------------------------------------|----------------------------------------------|----------------------------------|------------------------------------|----------------------|
| Historical cost                               |                                               |                                              |                                  |                                    |                      |
| At 1 January 2007                             | 247,406                                       | 1,111,132                                    | 120,132                          | 94,613                             | 1,573,283            |
| New purchases                                 | -                                             | 9,602                                        | 32,885                           | 4,910                              | 47,397               |
| Transfers in (Note 8(c))                      | 49,720                                        | 190,629                                      | -                                | 319                                | 240,668              |
| Reclassifications                             | (6)                                           |                                              | 1,179                            | (21,598)                           | -                    |
| Disposals                                     | -                                             | (23,257)                                     | (1,273)                          | (803)                              | (25,333)             |
| Transferred to intangible fixed assets        | -                                             | -                                            | -                                | (4,631)                            | (4,631)              |
| At 31 December 2007                           | 297,120                                       | 1,308,531                                    | 152,923                          | 72,810                             | 1,831,384            |
| Accumulated depreciation<br>At 1 January 2007 | 105,232                                       | 621,212                                      | 71,722                           | 28,456                             | 826,622              |
| Charge for the year                           | 21,290                                        | 70,179                                       | 8,525                            | 15,764                             | 115,758              |
| Reclassifications                             | 28                                            | (138)                                        |                                  | 73                                 | -                    |
| Disposals                                     | -                                             | (9,655)                                      |                                  | (540)                              | (10,873)             |
| At 31 December 2007                           | 126,550                                       | 681,598                                      | 79,606                           | 43,573                             | 931,507              |
| Net book value                                |                                               |                                              |                                  |                                    |                      |
| At 1 January 2007                             | 142,174                                       | 489,920                                      | 48,410                           | 66,157                             | 746,661              |
| At 31 December 2007                           | 170,570                                       | 626,933                                      | 73,317                           | 29,057                             | 899,877              |
|                                               | -                                             |                                              |                                  |                                    |                      |

As at 31 December 2007, fixed assets with a carrying value of VND86,722 million (2006: VND43,970 million) have been pledged as security for long-term borrowings granted to the Company (Note 10).

Historical costs of fully depreciated fixed assets as at 31 December 2007 were VND592,159 million (2006: VND528,080 million).

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### 8 FIXED ASSETS (continued)

(b) Intangible fixed assets

| Consolidated and Company               | Land use rights<br>Million VND | Software<br>Million VND | Total<br>Million VND |
|----------------------------------------|--------------------------------|-------------------------|----------------------|
| Historical cost                        |                                |                         |                      |
| At 1 January 2007                      | 19,900                         | 1,604                   | 21,504               |
| New purchases                          | -                              | 2,002                   | 2,002                |
| Transferred from tangible fixed assets | -                              | 4,631                   | 4,631                |
| Transfers in (Note 8(c))               |                                | 10,634                  | 10,634               |
| At 31 December 2007                    | 19,900                         | 18,871                  | 38,771               |
| Accumulated amortisation               |                                |                         |                      |
| At 1 January 2007                      | 11,608                         | 755                     | 12,363               |
| Charge for the year                    | -                              | 5,160                   | 5,160                |
| Transferred from tangible fixed assets |                                | 533                     | 533                  |
| At 31 December 2007                    | 11,608                         | 6,448                   | 18,056               |
| Net book value                         |                                |                         |                      |
| At 1 January 2007                      | 8,292                          | 849                     | 9,141                |
| At 31 December 2007                    | 8,292                          | 12,423                  | 20,715               |

The amortisation of land use rights ceased from 1 January 2004 following the Decision No. 206/2003/ QD-BTC issued by the Ministry of Finance dated 12 December 2003 which regulated that land use rights granted for indefinite term are carried at cost and not amortised.

### (c) Construction in progress and livestock development

|                                               | <u>Cons</u><br>2007<br>Million<br>VND | <u>olidated</u><br>2006<br>Million<br>VND | <u>Com</u><br>2007<br>Million<br>VND | <u>ipany</u><br>2006<br>Million<br>VND |
|-----------------------------------------------|---------------------------------------|-------------------------------------------|--------------------------------------|----------------------------------------|
| Opening balance                               | 316,178                               | 189,319                                   | 316,178                              | 189,319                                |
| Additions                                     | 656,276                               | 659,396                                   | 650,982                              | 659,396                                |
| Transferred to tangible fixed assets          | (291,777)                             | (212,693)                                 | (240,668)                            | (212,693)                              |
| Transferred to intangible fixed assets        | (10,634)                              | -                                         | (10,634)                             | -                                      |
| Transferred to investment in subsidiaries (*) | -                                     | -                                         | (51,109)                             | -                                      |
| Transferred to inventory                      | (2,908)                               | -                                         | (2,908)                              | -                                      |
| Disposals                                     | (57,182)                              | (310,817)                                 | (57,182)                             | (310,817)                              |
| Write-offs                                    | (6,352)                               | (9,027)                                   | (6,352)                              | (9,027)                                |
| Closing balance                               | 603,601                               | 316,178                                   | 598,307                              | 316,178                                |

(\*) During the year, the Company made capital contribution to Vietnam Cow Milk One Member Limited Company in form of fixed assets.

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### 8 FIXED ASSETS (continued)

### (c) Construction in progress and livestock development (continued)

Included in the balance at 31 December 2007 are livestock developments of VND4,236 million. These costs are depreciated after the livestock reaches production maturity (usually 18 months).

As at 31 December 2007, included in construction in progress are the following major projects:

- (i) A coffee production line VND153,453 million;
- (ii) A milk production line for Tien Son Factory VND67,543 million;
- (iii) A yogurt production line for Tien Son Factory VND55,403 million;
- (iv) A milk pouring machine for Flex VND31,584 million;
- (v) A packing line for Slim VND22,490 million;
- (vi) Second ERP system VND21,896 million; and
- (vii) A condensed milk production line VND20,424 million.

#### 9 LONG-TERM PREPAYMENTS

|                                   | Consc   | <u>olidated</u> | <u>Company</u> |          |
|-----------------------------------|---------|-----------------|----------------|----------|
|                                   | 2007    | 2006            | 2007           | 2006     |
|                                   | Million | Million         | Million        | Million  |
|                                   | VND     | VND             | VND            | VND      |
| Opening balance                   | 117,296 | 117,224         | 117,296        | 117,224  |
| Additions                         | 81,594  | 25,781          | 81,594         | 25,781   |
| Amortisation for the year         | -       | (1,468)         | -              | (1,468)  |
| Sale of assets to a joint venture |         | (21,934)        | -              | (21,934) |
|                                   | 198,890 | 119,603         | 198,890        | 119,603  |
| Less: Current portion             | (3,277) | (2,307)         | (3,277)        | (2,307)  |
| Closing balance                   | 195,613 | 117,296         | 195,613        | 117,296  |

Included in the balance is a land compensation cost of VND64,294 million relating to the land lease in My Phuoc Industrial Zone. The land compensation cost is amortised on a straight-line basis over the period of the lease which is from January 2005 to June 2052. Other long term prepayments are mainly related to prepaid land rentals.

#### 10 LONG-TERM BORROWINGS

| <u>Conso</u> | lidated                                                    | <u>Company</u>                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                       |  |
|--------------|------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| 2007         | 2006                                                       | 2007                                                                                                                                                             | 2006                                                                                                                                                                                                                                                                                                                                  |  |
| Million      | Million                                                    | Million                                                                                                                                                          | Million                                                                                                                                                                                                                                                                                                                               |  |
| VND          | VND                                                        | VND                                                                                                                                                              | VND                                                                                                                                                                                                                                                                                                                                   |  |
| 42,344       | 59,817                                                     | 42,344                                                                                                                                                           | 59,817                                                                                                                                                                                                                                                                                                                                |  |
| -            | 411                                                        | -                                                                                                                                                                | 411                                                                                                                                                                                                                                                                                                                                   |  |
| 42,344       | 60,228                                                     | 42,344                                                                                                                                                           | 60,228                                                                                                                                                                                                                                                                                                                                |  |
| (9,963)      | (17,883)                                                   | (9,963)                                                                                                                                                          | (17,883)                                                                                                                                                                                                                                                                                                                              |  |
| 32,381       | 42,345                                                     | 32,381                                                                                                                                                           | 42,345                                                                                                                                                                                                                                                                                                                                |  |
|              | 2007<br>Million<br>VND<br>42,344<br>-<br>42,344<br>(9,963) | Million<br>VND         Million<br>VND           42,344         59,817           -         411           42,344         60,228           (9,963)         (17,883) | 2007         2006         2007           Million         Million         Million         Million           VND         VND         VND         VND           42,344         59,817         42,344           -         411         -           42,344         60,228         42,344           (9,963)         (17,883)         (9,963) |  |

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### 10 LONG-TERM BORROWINGS (continued)

The syndicated long-term loan was signed with Ho Chi Minh City Investment and Development Fund (40%) and Vietcombank Ho Chi Minh branch (60%) to finance the condensed milk packing production line at Thong Nhat factory. The loan is repayable on quarterly instalments and within 5 years commencing on 1 April 2007. The loan bears interest at the average interest rate of 12 month time deposit plus 2.4% per annum. Insurance contract for the assets purchased using this loan during the construction phase is used as security for the loan until the completion of the construction whereby the fixed assets themselves are to be used as security for the loan.

### 11 TAXES AND OTHER PAYABLES TO THE STATE BUDGET

|                        | Consc                  | lidated                | <u>Company</u>         |                        |  |
|------------------------|------------------------|------------------------|------------------------|------------------------|--|
|                        | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND |  |
| VAT on domestic sales  | 4,350                  | 11,694                 | 4,247                  | 11,694                 |  |
| VAT on importation     | 17,299                 | 7,204                  | 17,299                 | 7,204                  |  |
| Import – Export duties | 9,606                  | 6,153                  | 9,606                  | 6,153                  |  |
| Personal income tax    | 3,876                  | 6,859                  | 3,876                  | 6,859                  |  |
| Other taxes            | 200                    | 1,679                  | 200                    | 1,679                  |  |
|                        | 35,331                 | 33,589                 | 35,228                 | 33,589                 |  |

### 12 ACCRUED EXPENSES

|                                  | Conse                  | <u>olidated</u>        | <u>Company</u>         |                                      |  |
|----------------------------------|------------------------|------------------------|------------------------|--------------------------------------|--|
|                                  | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND<br>(Restated) |  |
| Sales bonus for distributors     | 86,309                 | 48,035                 | 86,309                 | 48,035                               |  |
| Advertising expenses             | 28,292                 | 23,315                 | 28,292                 | 23,315                               |  |
| Transportation expenses          | 6,206                  | 5,644                  | 6,206                  | 5,644                                |  |
| Exporting fees                   | 2,548                  | 4,056                  | 2,548                  | 4,056                                |  |
| Repairs and maintenance expenses | 3,436                  | 1,955                  | 3,436                  | 1,955                                |  |
| Others                           | 5,675                  | 2,816                  | 4,682                  | 2,816                                |  |
|                                  | 132,466                | 85,821                 | 131,473                | 85,821                               |  |

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### 13 OTHER PAYABLES

|                                  |     | <u>Cons</u><br>2007<br>Million<br>VND | <u>solidated</u><br>2006<br>Million<br>VND | <u>Cor</u><br>2007<br>Million<br>VND | <u>mpany</u><br>2006<br>Million<br>VND<br>(Restated) |
|----------------------------------|-----|---------------------------------------|--------------------------------------------|--------------------------------------|------------------------------------------------------|
| Dividends payable                |     | -                                     | 1,307                                      | -                                    | 1,307                                                |
| Payable to the State             | (a) | 24,205                                | 102,916                                    | 24,205                               | 102,916                                              |
| Deposits received from customers |     | 10,390                                | 7,103                                      | 9,890                                | 7,103                                                |
| Other payables                   | (b) | 93,483                                | 66,518                                     | 71,413                               | 66,518                                               |
|                                  |     | 128,078                               | 177,844                                    | 105,508                              | 177,844                                              |

- (a) Included in the balance is VND23,808 million related to an overpayment of business income tax for periods prior to equitisation (1 December 2003). The amount is to be refunded by the tax authority (see Note 7); however, the Company has an obligation to return this amount to the State once it receives the refund.
- (b) Included in the balance as at 31 December 2007 and 31 December 2006 is an amount of VND60,786 million received from a third party for a sale of shares (see Note 4(a)(i)).

### 14 DEFERRED INCOME TAX

Deferred income tax asset:

|                                  | Conso                  | lidated                | <u>Company</u>         |                        |  |
|----------------------------------|------------------------|------------------------|------------------------|------------------------|--|
|                                  | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND |  |
| Opening balance                  | -                      | 2,884                  | -                      | 2,884                  |  |
| Income statement credit/(charge) | 8,017                  | (2,884)                | 8,017                  | (2,884)                |  |
| Closing balance                  | 8,017                  | -                      | 8,017                  | -                      |  |

Deferred income tax asset arises from accruals and is to be recovered within 12 months.

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### 15 STRUCTURE OF SHAREHOLDING

The following details the Company's shareholding structure:

|                          | State      |         | Local in   | Local investors |            | Foreign investors |            |
|--------------------------|------------|---------|------------|-----------------|------------|-------------------|------------|
|                          | Number     | Share-  | Number     | Share-          | Number     | Share-            | Number     |
|                          | of shares  | holding | of shares  | holding         | of shares  | holding           | of shares  |
|                          | (thousand) | %       | (thousand) | %               | (thousand) | %                 | (thousand) |
| At 1 January 2006        | 79,520     | 50.01   | 33,776     | 21.25           | 45,704     | 28.74             | 159,000    |
| Net movement in the year | -          |         | (17,040)   |                 | 17,040     |                   | -          |
| At 31 December 2006      | 79,520     | 50.01   | 16,736     | 10.53           | 62,744     | 39.46             | 159,000    |
| Net movement in the year | 3,911      |         | (3,117)    |                 | 15,481     |                   | 16,275     |
|                          |            |         |            |                 |            |                   |            |
| At 31 December 2007      | 83,431     | 47.60   | 13,619     | 7.77            | 78,225     | 44.63             | 175,275    |

Nominal value per share is VND10,000.

In 2007, the Company approved and issued 16,725,670 shares. Of the total amount issued, 7,950,000 shares were issued to a branch of a foreign bank in Vietnam at the price of VND140,500 per share and the remaining 8,325,670 shares were issued to existing shareholders at par value. The new share issues were approved by the Company's Board of Management and the State Securities Commission.

Included in total shares held by local investors are 1,425,500 shares that the Company purchased from the State upon equitisation and planned to distribute them to the employees. These shares have not yet been allocated as at 31 December 2007.

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| Total<br>Million VND                                           | 2,322,258<br>659,890                        | -<br>(141.883)                                   | (101,882)                                       | 2,738,383              | 1,173,488                        | 903,448<br>-                                     | (498,611)                                       | (60,771)              | 4,315,937              |
|----------------------------------------------------------------|---------------------------------------------|--------------------------------------------------|-------------------------------------------------|------------------------|----------------------------------|--------------------------------------------------|-------------------------------------------------|-----------------------|------------------------|
| Budget Undistributed<br>cources earnings<br>on VND Million VND | 423,244<br>659,890                          | (568,796)<br>(143,100)                           | -                                               | 371,238                |                                  | 903,448<br>(308,954)                             | (499,975)                                       | I                     | 525,757                |
| Budget L<br>sources<br>Million VND                             | 126<br>-                                    |                                                  | (126)                                           | T                      |                                  |                                                  |                                                 |                       |                        |
| Bonus and<br>welfare fund<br>Million VND                       | 89,234<br>-                                 | 65,989<br>1.217                                  | (101,756)                                       | 54,684                 |                                  | -<br>96,345                                      | 1,364                                           | (60,771)              | 91,622                 |
| Financial<br>reserve<br>fund<br>Million VND                    | 55,146<br>-                                 | 32,995<br>-                                      |                                                 | 88,141                 |                                  | -<br>48,172                                      | 1                                               |                       | 136,313                |
| mresument<br>and<br>development<br>fund<br>Million VND         | 110,291<br>-                                | 469,812<br>-                                     |                                                 | 580,103                | ı                                | -<br>164,437                                     | ·                                               |                       | 744,540                |
| Share<br>premium<br>Million VND                                | 54,217<br>-                                 |                                                  |                                                 | 54,217                 | 1,010,731                        |                                                  | ·                                               |                       | 1,064,948              |
| Paid-in<br>capital<br>Million VND                              | 1,590,000<br>-                              |                                                  |                                                 | 1,590,000              | 162,757                          |                                                  |                                                 | ı                     | 1,752,757              |
| Consolidated and Company                                       | As at 1 January 2006<br>Profit for the year | Appropriations to reserves<br>Dividends declared | Movement of reserve funds in the year (Note 17) | As at 31 December 2006 | Capital increase during the year | Pront for the year<br>Appropriations to reserves | Dividends declared<br>Movement of reserve funds | in the year (Note 17) | As at 31 December 2007 |

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### 17 MOVEMENTS IN RESERVE FUNDS

|                                           | Investment and<br>development<br>fund | Financial<br>reserve<br>fund | Bonus and<br>welfare<br>fund |
|-------------------------------------------|---------------------------------------|------------------------------|------------------------------|
| Consolidated and company                  | Million VND                           | Million VND                  | Million VND                  |
| As at 1 December 2006                     | 110,291                               | 55,146                       | 89,234                       |
| Appropriation of net profit after tax     | 469,812                               | 32,995                       | 65,989                       |
| Dividends related to unallocated shares   |                                       |                              |                              |
| for employees                             | -                                     | -                            | 1,217                        |
| Bonus paid to employees                   | -                                     | -                            | (83,341)                     |
| Payments for employee welfare expenses    | -                                     | -                            | (8,017)                      |
| Others                                    | -                                     | -                            | (2,717)                      |
| Write-off of loans to employees           |                                       | -                            | (7,681)                      |
|                                           |                                       |                              |                              |
| As at 31 December 2006                    | 580,103                               | 88,141                       | 54,684                       |
| Appropriation of net profit after tax (*) | 164,437                               | 48,172                       | 96,345                       |
| Dividends related to unallocated shares   |                                       |                              |                              |
| for employees (Note 18)                   | -                                     | -                            | 1,364                        |
| Bonus paid to employees                   |                                       | -                            | (60,771)                     |
| As at 31 December 2007                    | 744,540                               | 136,313                      | 91,622                       |

(\*) Included in the amount appropriated to investment and development fund is VND120,828 million relating to estimated business income tax savings for the year 2007 as a result of tax exemption given to the Company upon equitisation. The estimated amount appropriated each year is subject to possible adjustment upon tax audits which confirm the final tax savings. According to Circular 499/TC/TCDN issued by the Ministry of Finance, the savings have to be used for the investment and the development of the Company. Accordingly, the amount is appropriated to the investment and development fund.

### 18 DIVIDENDS

During 2007, the Company declared and paid final dividends of year 2006 and interim dividends of year 2007 amounting to VND166,950 million and VND333,023 million (VND1,900 per share), respectively, of which VND1,364 million is related to dividends of the shares that the Company purchased on behalf of employees (Note 15). This amount is recorded as an increase in the bonus and welfare fund (see Note 17).

Dividends in respect of the year ended 31 December 2007 are to be proposed at the Company's Annual General Meeting in 2008.

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### **19 EARNINGS PER SHARE**

Basic earnings per share are calculated by dividing the net profit attributable to shareholders by the weighted average number of ordinary shares in issue during the year.

|                                                                                                 | Conse   | <u>olidated</u> | <u>Company</u> |                    |  |
|-------------------------------------------------------------------------------------------------|---------|-----------------|----------------|--------------------|--|
|                                                                                                 | 2007    | 2006            | 2007           | 2006<br>(Restated) |  |
| Net profit attributable to shareholders<br>(Million VND)<br>Weighted average number of ordinary | 963,448 | 659,890         | 963,448        | 659,890            |  |
| shares in issue (in thousand)                                                                   | 171,838 | 159,000         | 171,838        | 159,000            |  |
| Basic earnings per share (VND)                                                                  | 5,607   | 4,150           | 5,607          | 4,150              |  |

#### 20 REVENUE

### (a) Net sales

|                                    | <b>Consolidated</b> |           | Consolidated Compa |            |
|------------------------------------|---------------------|-----------|--------------------|------------|
|                                    | 2007                | 2006      | 2007               | 2006       |
|                                    | Million             | Million   | Million            | Million    |
|                                    | VND                 | VND       | VND                | VND        |
|                                    |                     |           |                    | (Restated) |
| Sales                              |                     |           |                    |            |
| Sales of goods                     | 6,486,342           | 6,168,666 | 6,481,799          | 6,168,666  |
| Sales of merchandise and materials | 173,315             | 110,198   | 180,696            | 110,198    |
| Sales of services                  | 15,374              | 10,576    | 13,769             | 10,576     |
|                                    | 6,675,031           | 6,289,440 | 6,676,264          | 6,289,440  |
| Sales deductions                   |                     |           |                    |            |
| Trade discounts                    | (21,679)            | (9,426)   | (21,679)           | (9,426)    |
| Sales returns                      | (5,159)             | (34,395)  | (5,159)            | (34,395)   |
|                                    | (26,838)            | (43,821)  | (26,838)           | (43,821)   |
|                                    | 6,648,193           | 6,245,619 | 6,649,426          | 6,245,619  |

#### (b) Financial income

|                                        | Consc                  | lidated                | <u>Company</u>         |                        |
|----------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                        | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND |
| Interest income from deposits          | 86,251                 | 34,268                 | 86,055                 | 34,268                 |
| Gains from sales of equity securities  | 150,901                | 17,968                 | 150,901                | 17,968                 |
| Interest income from bonds             | 1,398                  | 7,740                  | 1,398                  | 7,740                  |
| Dividend income                        | 9,650                  | 5,230                  | 9,650                  | 5,230                  |
| Realised foreign exchange gains        | 8,838                  | 5,170                  | 8,838                  | 5,170                  |
| Other income from financing activities | 827                    | 3,877                  | 827                    | 3,877                  |
|                                        | 257,865                | 74,253                 | 257,669                | 74,253                 |

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### 21 COST OF SALES

|                                                         | Cons                   | olidated               | <u>Company</u>         |                                      |  |
|---------------------------------------------------------|------------------------|------------------------|------------------------|--------------------------------------|--|
|                                                         | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND<br>(Restated) |  |
| Cost of finished goods sold<br>Cost of merchandise sold | 4,747,453<br>89,981    | 4,237,955<br>423,421   | 4,742,749<br>97,425    | 4,237,955<br>423,421                 |  |
| Cost of services provided                               | 1,250                  | 2,197                  | -                      | 2,197                                |  |
| Movement in provision for inventories                   | (2,912)                | 14,541                 | (2,912)                | 14,541                               |  |
|                                                         | 4,835,772              | 4,678,114              | 4,837,262              | 4,678,114                            |  |

#### 22 FINANCIAL EXPENSES

|                                       | <u>Conso</u><br>2007<br>Million<br>VND | <u>lidated</u><br>2006<br>Million<br>VND | 2007<br>Million<br>VND | <u>pany</u><br>2006<br>Million<br>VND<br>(Restated) |
|---------------------------------------|----------------------------------------|------------------------------------------|------------------------|-----------------------------------------------------|
| Interest expense                      | 11,667                                 | 43,591                                   | 11,667                 | 43,591                                              |
| Foreign exchange losses               | 14,747                                 | 3,896                                    | 14,759                 | 3,896                                               |
| Loss from sales of equity securities  | 690                                    | -                                        | 690                    |                                                     |
| Movement in provision for investments | (1,524)                                | 1,700                                    | 33,224                 | 10,570                                              |
| Other financial expenses              | 282                                    | 40                                       | 266                    | 40                                                  |
|                                       | 25,862                                 | 49,227                                   | 60,606                 | 58,097                                              |

### 23 GENERAL AND ADMINISTRATION EXPENSES

The following items have been included in general and administration expenses:

|                                  | <u>Conso</u><br>2007<br>Million<br>VND | <u>lidated</u><br>2006<br>Million<br>VND | 2007<br>Million<br>VND | <u>pany</u><br>2006<br>Million<br>VND<br>Restated) |
|----------------------------------|----------------------------------------|------------------------------------------|------------------------|----------------------------------------------------|
| Depreciation and amortisation    | 26,041                                 | 16,354                                   | 25,340                 | 16,354                                             |
| Staff costs                      | 58,812                                 | 22,890                                   | 58,029                 | 22,890                                             |
| Rental expenses                  | 11,729                                 | 9,511                                    | 11,654                 | 9,511                                              |
| Doubtful debt charge in the year | 16,594                                 | 510                                      | 16,594                 | 510                                                |

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### 24 NET OTHER INCOME

|                                              | <b>Consolidated</b>    |                        | Consolidated Comp      |                                      | <u>npany</u> |
|----------------------------------------------|------------------------|------------------------|------------------------|--------------------------------------|--------------|
|                                              | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND<br>(Restated) |              |
| Other income                                 |                        |                        |                        | (neotated)                           |              |
| Proceeds from sale/disposal of fixed assets  | 69,467                 | 334,518                | 68,489                 | 334,518                              |              |
| Proceeds from sale of scraps                 | 54,022                 | 38,965                 | 54,022                 | 38,965                               |              |
| Rebate income from suppliers                 | 43,230                 | 7,728                  | 43,230                 | 7,728                                |              |
| Sundry income                                | 17,347                 | 5,914                  | 17,190                 | 5,914                                |              |
| Reversal of prior year accruals              | 13,637                 | -                      | 13,637                 |                                      |              |
| _                                            | 197,703                | 387,125                | 196,568                | 387,125                              |              |
| Other expenses                               |                        |                        |                        |                                      |              |
| Net book value of fixed assets sold/disposed | (74,443)               | (334,518)              | (72,180)               | (334,518)                            |              |
| Sundry expenses                              | (2,768)                | (1,210)                | (2,615)                | (1,210)                              |              |
| _                                            | (77,211)               | (335,728)              | (74,795)               | (335,728)                            |              |
| Net other income                             | 120,492                | 51,397                 | 121,773                | 51,397                               |              |

### 25 TAXATION

The Group is required to pay business income tax ("BIT") at rates ranged from 15% to 28%, depending on locations of the factories, on taxable profits.

The Company was entitled to two years BIT exemption after equitisation in December 2003 and a 50% reduction in the following three years in accordance to Circular 98/2002/TT-BTC dated 24 October 2002 issued by the Ministry of Finance. The Company was also entitled to a further 50% reduction during two years after the listing of its shares in Ho Chi Minh City Stock Exchange (on 19 January 2006) in accordance to Letter No. 11924/TC-CST dated 20 October 2004 issued by the Ministry of Finance. The General Department of Taxation had approved for the Company to combine the above tax incentives, in Letter No. 1591/TCT-CST dated 4 May 2006, which resulted in a year of full tax exemption for 2007.

### 26 RELATED PARTY TRANSACTIONS

The largest shareholder of the Company is the State Capital Investment Corporation ("SCIC") which owns 47.6% of the Company's share capital. The SCIC is controlled by the Government of SR Vietnam.

### (a) Transactions and balances with SCIC

|                      | <b>Consolidated</b>    |                        | <u>Company</u>         |                        |
|----------------------|------------------------|------------------------|------------------------|------------------------|
|                      | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND |
| Transactions         |                        |                        |                        |                        |
| Payment of dividends | 158,642                | 71,568                 | 158,542                | 71,568                 |

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### 26 RELATED PARTY TRANSACTIONS (continued)

### (b) Transactions and balances with SABMiller – a joint venture

|                                           | <b>Consolidated</b>    |                        | <u>Company</u>         |                        |
|-------------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                           | 2007<br>Million<br>VND | 2006<br>Million<br>VND | 2007<br>Million<br>VND | 2006<br>Million<br>VND |
| Transactions                              |                        |                        |                        |                        |
| Sales of assets to SABMiller              | 57,182                 | 334,518                | 57,182                 | 334,518                |
| Investment in SABMiller (Note 4(b)(i))    | -                      | 108,047                | -                      | 108,047                |
| Loan granted to SABMiller (Note 4(a)(ii)) | 80,926                 | 116,471                | 80,926                 | 116,471                |
|                                           |                        |                        |                        |                        |

|                                           | <u>Consolidated</u> |         | <u>Company</u> |         |
|-------------------------------------------|---------------------|---------|----------------|---------|
|                                           | 2007 2006           |         | 2007           | 2006    |
|                                           | Million             | Million | Million        | Million |
|                                           | VND                 | VND     | VND            | VND     |
| Balances                                  |                     |         |                |         |
| Loan granted to SABMiller (Note 4(a)(ii)) | 197,397             | 116,471 | 197,397        | 116,471 |

### (c) Transactions and balances with Vegetable Oil Joint Stock Company – an investee company

|                    | <u>Consc</u><br>2007<br>Million<br>VND | <u>blidated</u><br>2006<br>Million<br>VND | <u>Com</u><br>2007<br>Million<br>VND | <u>pany</u><br>2006<br>Million<br>VND |
|--------------------|----------------------------------------|-------------------------------------------|--------------------------------------|---------------------------------------|
| Transactions       |                                        |                                           |                                      |                                       |
| Purchases of goods | 18,865                                 | 48,480                                    | 18,865                               | 48,480                                |
|                    | Consc                                  | <u>olidated</u>                           | <u>Com</u>                           | pany                                  |
|                    | 2007<br>Million<br>VND                 | 2006<br>Million<br>VND                    | 2007<br>Million<br>VND               | 2006<br>Million<br>VND                |
| Balances           |                                        |                                           |                                      |                                       |
| Payable            | 11,724                                 | 5,775                                     | 11,724                               | 5,775                                 |
|                    |                                        |                                           |                                      |                                       |

### (d) Compensation of key management:

|                                   | Consc   | <b>Consolidated</b> |         | pany    |
|-----------------------------------|---------|---------------------|---------|---------|
|                                   | 2007    | 2006                | 2007    | 2006    |
|                                   | Million | Million             | Million | Million |
|                                   | VND     | VND                 | VND     | VND     |
|                                   |         |                     |         |         |
| Gross salaries and other benefits | 13,918  | 10,599              | 13,918  | 10,599  |
|                                   |         |                     |         |         |

For the purpose of related party disclosure, key management are defined as members of the Board of Management and Board of Directors.

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### 27 SEGMENTAL INFORMATION

At 31 December 2007, management has determined reportable segments; namely domestic market and export market. The Company analyses segment revenue and cost of revenue.

The consolidated segment results for the year ended 31 December 2007 are as follows:

|               | Domestic<br>Million VND | Export<br>Million VND | Total<br>Million VND |
|---------------|-------------------------|-----------------------|----------------------|
| Sales revenue | 5,971,473               | 676,720               | 6,648,193            |
| Cost of sales | (4,271,025)             | (564,747)             | (4,835,772)          |
| Gross profit  | 1,700,448               | 111,973               | 1,812,421            |

The segment results for the year ended 31 December 2006 are as follows:

|               | Domestic<br>Million VND<br>(Restated) | Export<br>Million VND | Total<br>Million VND<br>(Restated) |
|---------------|---------------------------------------|-----------------------|------------------------------------|
| Sales revenue | 4,965,816                             | 1,279,803             | 6,245,619                          |
| Cost of sales | (3,697,978)                           | (980,136)             | (4,678,114)                        |
| Gross profit  | 1,267,838                             | 299,667               | 1,567,505                          |

### 28 COMMITMENTS UNDER OPERATING LEASES

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

|                        | <b>Consolidated</b> |                | <u>Com</u>     | pany           |  |      |
|------------------------|---------------------|----------------|----------------|----------------|--|------|
|                        | 2007 2006           |                |                |                |  | 2006 |
|                        | Million<br>VND      | Million<br>VND | Million<br>VND | Million<br>VND |  |      |
| Within 1 year          | 1,722               | 3,825          | 1,403          | 3,825          |  |      |
| Between 1 and 5 years  | 6,915               | 5,648          | 5,614          | 5,648          |  |      |
| Over 5 years           | 58,838              | 47,002         | 47,603         | 47,002         |  |      |
| Total minimum payments | 67,475              | 56,475         | 54,620         | 56,475         |  |      |

Operating lease commitments represent land and office rentals for the Group's factories and branches.

### 29 CAPITAL COMMITMENTS

Capital expenditure contracted for at the balance sheet date but not recognised in the financial statements is as follows:

|                               | Conse   | <u>Consolidated</u> |              | <u>ipany</u> |      |
|-------------------------------|---------|---------------------|--------------|--------------|------|
|                               | 2007    | 2007 2006           | 07 2006 2007 | 2007         | 2006 |
|                               | Million | Million             | Million      | Million      |      |
|                               | VND     | VND                 | VND          | VND          |      |
| Property, plant and equipment | 80,730  | 121,309             | 80,730       | 121,309      |      |
| Property, plant and equipment | 80,730  | 121,309             | 80,730       | 121,30       |      |

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### **30 OTHER COMMITMENTS**

(a) Joint venture contract with SABMiller Asia

As stated in the joint venture contract signed with SABMiller Asia, the Company has a commitment to provide an interest free loan of US\$15.75 million to SABMiller. As at 31 December 2007, the Company had remitted to SABMiller US\$12.25 million (equivalent to VND197,397 million) (see Note 4(a)(ii)). The remaining US\$3.5 million is to be granted as and when required.

(b) Horizon Apartment project

As stated in the contract the Company entered into with FICO Real Estate Company and Real Estate Finance Joint-Stock Company, the Company is committed to contribute 24.5% of the estimated investment capital of VND285,000 million, which is VND69,825 million. The contribution of the investment capital is requested as and when required based on the progress of the project. As at 31 December 2007, the Company had contributed VND7,493million (see Note 4(b)(iii)).

### 31 CONTINGENT ASSETS

Pursuant to the Land Lease Contract No.10/2005/CTHT/HĐKT date 19 May 2005 signed between the Infrastructure Development Investment Company of Bac Ninh Province and the Company, and the Letter No. 550/KTTH-CT, dated 18 May 2005 issued by the People's Committee of Bac Ninh Province, it was agreed that Bac Ninh Province would undertake to support the Company with land rental cost provided that the Company fulfilled certain commitments. The support amounts are estimated by the Company at VND4,830 million for 2007 and VND10,370 million for 2008. However, the support amounts have not been confirmed by the People's Committee of Bac Ninh Province as they are still assessing the Company's fulfilment of commitments.

The consolidated and company financial statements were approved by the Board of Directors on 10 March 2008.

Le Thanh Liem Chief Accountant

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Mai Kieu Lien General Director