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**Masan Group Delivers Record First Quarter Sales and Earnings;
Strategic Partnership with VISSAN to form Leading 3F Platform and to Better Serve
Consumers**

Ho Chi Minh City, 29 April 2016 – Masan Group Corporation (HOSE: MSN, “Masan” and the “Company”), one of Vietnam’s largest private companies, with a focus on consumption-related opportunities, reported its management accounts for the first quarter of 2016 today:

- **Revenue grew nearly 2.5x vs. same period last year:** Masan reported 1Q2016 net sales of VND8,769 billion, up 144.6% vs. 1Q2015, with Masan Nutri-Science (“MNS”) contributing VND5,183 billion to the consolidated results. Sales of branded food and beverage were flat due to an earlier Tet holiday offset by the beer business delivering net sales growth of 163.7% compared to 1Q2015. Masan Resources (“MSR”) achieved VND806 billion in net sales, similar to last year, due to lower tungsten prices offset by record production during the period.
- **Record EBITDA, up 75.5%:** Masan reported EBITDA of VND1,632 billion for 1Q2016, up 75.5% over the same period last year.
 - MNS EBITDA margins increased by 185 basis points, validating Masan’s focus on innovation-led brand building with its Bio-zeem range of products and focus on the pork value chain.
 - Masan Brewery’s beer business continues to scale up, delivering positive EBITDA for the first time. However, overall food and beverage EBITDA declined due to increased investments in marketing for new product launches.
 - Masan Resources delivered 31.3% growth in EBITDA, benefitting from the ramp up of the new tungsten chemical processing facility and greater operational efficiencies.
- **Pro forma net profits up 3.7x:** Pro forma net profit after tax, after adding back amortization, was VND584 billion in 1Q2016, up 272.6% compared to 1Q2015. Reported net profit after tax (VAS), which takes into account VND190 billion of amortization expenses related to past acquisitions, was VND393 billion in 1Q2016, signaling improved earnings growth outlook across the Masan platform.
- **Strong cash position to fund growth in consumption-related opportunities:** As at 31 March 2016, Masan’s cash, cash equivalent and interest bearing assets totaled VND12,588 billion. Including the upcoming balance of US\$450 million from Singha’s equity investment into the food and beverage business, Masan’s consolidated cash position will grow to US\$1,010 million. This cash amount will be further supported by US\$400 to US\$450 million in EBITDA this year.

Masan Consolidated 1Q2016 Financial Snapshot ⁽¹⁾

VND Billion	1Q2016	1Q2015	Growth
Net Revenue	8,769	3,584	144.6%
<i>Branded F&B Products</i>	2,780	2,772	0.3%
<i>Animal Protein</i>	5,183	-	-
<i>Mineral Resources and Value-Add Processing⁽²⁾</i>	806	813	(0.8%)
EBITDA	1,632	930	75.5%
<i>Branded F&B Products</i>	417	530	(21.3%)
<i>Animal Protein</i>	674	-	-
<i>Mineral Resources and Value-Add Processing</i>	449	342	31.3%
Net Profit After Tax (Pro forma)⁽³⁾	584	157	272.6%
Net Profit After Tax (VAS)	393	57	585.6%

⁽¹⁾ Financial numbers are based on management figures.

⁽²⁾ Reported as VND821 billion in 1Q2015, which has since been adjusted down due to new Circular 200.

⁽³⁾ Pro forma numbers, for each of the reporting periods and its respective comparative period, have been computed by reversing the impact from the amortization of goodwill, tangible assets and intangible assets as a result of the Group's M&A transactions in the past. In 1Q2016, amortization expenses alone before minority interest amounted to VND190 billion.

Masan reiterates its confidence in the 2016 budget as approved at the AGM

- At its Annual General Meeting on 1 April 2016, Masan Group's shareholders approved a record net sales target of US\$2 billion for 2016, approximately 40% higher than 2015 net sales.
- 2016 forecasted revenue growth comprises a 20% annual growth on a like for like basis from the animal protein business, a 50% growth in topline from the mineral resources and value-add processing platform, and a 15-20% growth from branded food and beverage products, excluding any upside from the Singha partnership.
- In addition to the improved earnings outlook across various businesses, Masan's associate, Techcombank is set to deliver more than 70% growth in profits before tax, providing a further boost to earnings in 2016.

VND Billion	2015A	Plan 2016		Growth (%)	
		Low	High	Low	High
Net Sales	30,628	42,000	45,000	37%	47%
Net Profit After Tax (VAS) ⁽⁴⁾	1,478	1,900	2,000	29%	35%

⁽⁴⁾ Net profit after tax (VAS) is after non-controlling interest. However, pro forma net profits after tax would be significantly higher than reported net profits. Pro forma numbers are computed by removing one-off events, reversing the impact from the amortization of goodwill, tangible assets and intangible assets as a result of the Group's M&A transactions in the past and removing the contribution from businesses disposed prior to this reporting period. In 2016, amortization expenses alone before minority interests are expected to amount to VND750 billion.

1Q2016 Business Update

Animal protein: Brand building and innovation, “FMCG Business Model”, continue to drive MNS’ strong performance in 1Q2016

- Since its establishment in April 2015, MNS has been implementing the FMCG business model to its animal protein business. Key areas of focus include R&D, product innovation and building the first power brand in the market, “Bio-zeem”. MNS continued to deliver strong growth in 1Q2016 specifically in pig feed products, driven by the Bio-zeem product line. In addition, MNS continues to realize synergies and enhance operational efficiency through the integration of Proconco and ANCO’s business operations.
- **1Q2016 Key financial highlights:** The combined sales of Proconco and ANCO achieved net sales of VND5,183 billion in 1Q2016 up 9.1% compared to the same period last year.
 - **Strong brand building:** MNS’ strong portfolio of brands delivered 21% sales volume growth in 1Q2016 compared to the same period last year on a like for like basis, supported by the successful launch of “Bio-zeem” products.
 - **Focus on pig feed:** 1Q2016 pig feed volume was up 50% compared to 1Q2015, which helped gross margins as well, due to pig feed being the highest gross margin category within the sector. For 2016, pig feed volume is forecasted to grow by over 60%.
- **Margin expansion:** Greater focus on higher margin feed products, in addition to realizing synergies between Masan’s combined business platforms has led to significant improvement in profitability metrics.
 - **Gross margin up 292 bps:** MNS 1Q2016 gross margin increased by 292 basis points to 20.3% versus 17.4% compared to 1Q2015. 1Q2016 gross profit of VND1,054 billion grew 27.3% compared to 1Q2015. With more than 60% of revenues expected in 2016 to be generated from pig feed sales, compared to 54% in 2015, gross margins are expected to expand further.
 - **EBITDA margin up 185 bps:** 1Q2016 EBITDA was up 27.1% to VND674 billion versus last year, due to gross margin enhancement and greater operational efficiencies. EBITDA margins for 1Q2016 were 13.0% compared to 11.2% in 1Q2015.
 - **Net margin up 182 bps:** 1Q2016 NPAT increased by 31.1% to VND560 billion compared to the same period last year, with NPAT margins increasing to 10.8% compared to 9.0%.
- In 2016, MNS will continue to innovate and create new effective products for farmers to enhance productivity, supported by power brands. With more than 30% increase in capacity planned for 2016, MNS is well on track to deliver more than 20% growth in both revenues and profits.
- **MNS signs strategic partnership with Vietnam Meat Industries Limited Company (“VISSAN”) to form leading 3F platform to better serve Vietnamese consumers:**
 - Through an auction process for strategic investors in March 2016, ANCO secured the right to acquire 14% of VISSAN, Vietnam’s largest branded fresh and processed meat company, with 2015 net sales of VND3,775 billion. Partnering with VISSAN is consistent with Masan’s strategic mission and is a critical step to transform and consolidate the animal protein space through brands, distribution and best-in-class practices.
 - **Deal metrics:** The 14% ownership in VISSAN will be acquired at VND126,000 per share, a strategic premium which underlies VISSAN’s leadership position, brand power and unique



general trade and modern trade distribution model in Vietnam's US\$18 billion meat sector. Taken as a whole (animal feed, upcoming pig farming entry and branded packaged meat), Masan's investment cost to develop Vietnam's leading 3F platform provides an entry valuation of 12 times trailing earnings, a reasonable value for a platform that has significant growth, margin enhancement opportunities and, more importantly, enables MNS to serve consumers directly with a "B2C business model".

Branded food and beverage: first steps taken to better serve the 250 million consumers of Inland ASEAN

- **Inland ASEAN strategic update:** 2016 marks a major milestone for the branded food and beverage business as Masan aims to go abroad and to better serve "Inland ASEAN's" 250 million consumers in Vietnam, Thailand, Myanmar, Cambodia and Laos.
 - Through its partnership with Singha, a leading Thai beverage player with a fast growing foods business, Masan gains immediate access to Thailand, the richest and second most populous country in Inland ASEAN, where Masan will soon test launch its fish sauce products.
- **Sales and profits:** Masan's strategy within the branded food and beverage portfolio has already started delivering results, evidenced by strong traction seen in 4Q2015 numbers. 1Q2016 net sales were flat due to the early arrival of Tet in Feb 2016.
 - Masan's branded food and beverage businesses reported combined sales in 1Q2016 of VND2,780 billion. The early arrival of Tet resulted in one week less of sales during the quarter.
 - For Masan Consumer, gross margins in 1Q2016 were 42%, aided by the convenience food category, which delivered record gross margins during 1Q2016.
 - While Masan Consumer continued to deliver high double-digit EBITDA margins, significant improvement was visible in the beer business, with mid-single digit EBITDA margins, contributing to beer profitability for the first time ever.
 - Reported net profits for Masan Consumer were VND314 billion in 1Q2016, driven by lower net financial income and greater investment in marketing, particularly in coffee.
- **2016 Outlook:** For FY2016, branded food and beverage is expected to deliver strong double digit growth, aided by new product launches and greater availability.
 - Masan Consumer's shareholders approved a target of VND14,500 billion to VND15,500 billion for net sales in 2016, representing a 10% to 17% growth.
 - For 2016, the seasoning category is expected to generate mid-single digit growth on the back of new product launches in sauces, while convenience food is expected to deliver high-single digit growth supported by the launch of new mainstream brands.
 - The non-alcoholic beverage category is forecasted to grow nearly 20% with the consolidation of Quang Ninh Mineral Water in 2016 despite more conservative expectations for Vinacafe.
 - Masan Brewery, which delivered revenues of VND381 billion in 1Q2016, up 163.7% compared to 1Q2015, expects to nearly double net sales in 2016, supported by the new Hau Giang facility and entry into other provinces around HCMC.

Mineral resources and value-add processing: World's largest tungsten mine⁽⁵⁾ delivers profits in 1Q2016

- **Net sales steady quarter on quarter:** Masan Resources (“MSR”) delivered record production during 1Q2016 with all output sold, but overall revenues were impacted due to lower commodity prices. The tungsten chemicals processing plant continued to ramp up to its designed capacity following commissioning in 2015, enabling Masan Resources to offer value added tungsten products to an expanding sales network. As a result, Masan Resources posted net revenue of VND806 billion, in line with the first quarter of 2015. As the joint venture plant has already entered commercial operations, MSR is on track to deliver nearly 50% growth in revenues for FY2016, due to higher expected physical production across all four minerals.
- **Driving profitability through improved efficiencies and focus on costs:** The Nui Phao project is in the lowest quartile for cash costs of all global tungsten producers. MSR continues to deliver enhanced operational efficiencies while reducing the cost base to ensure it remains firmly within the lowest cash cost quartile of the tungsten industry cost curve in order to capitalize on the ever improving pricing environment.
 - **EBITDA increased by 31.3%:** Masan Resource’s EBITDA increased by 31.3% during 1Q2016, due to initiatives implemented to improve processing recoveries, further plant utilization and a reduction in operating costs through the continuous application of strict cost controls.
 - **Significant expansion in attributable net profit:** Masan Resources reported profit attributable to shareholders of VND11 billion in 1Q2016, an increase of VND100 billion over the comparable period in 2015. MSR’s exceptional performance was underpinned by record production levels, sales of all four commodities produced, operational efficiencies and cost reductions which more than offset the impact of lower commodity prices.
- **Improved pricing outlook:** MSR experienced considerable market volatility and uncertainty during 2015, exacerbated by China’s economic rebalancing which resulted in reduced global demand for commodities.
 - Average commodity prices for MSR’s products fell by 19% to 50% for the first quarter of 2016 against the comparable quarter of 2015, with a 37% decline in average benchmark tungsten prices. Benchmark tungsten prices fell to a low of US\$160 per metric ton during the last quarter of 2015 but have stabilized, averaging US\$163 for the first three months of 2016, climbing to US\$168 by quarter end, reflecting an improving market outlook.
 - Global supply side rebalancing coupled with China’s efforts to stabilize commodity prices by way of production cuts and stricter environmental policies have started to show results. **Since the end of 1Q2016, Tungsten prices have further recovered to US\$190 per metric ton.** As a result, industry observers are speculating that the market is rebalancing faster than expected and that the recent increase in prices is indicative of a sustained uptrend.

⁽⁵⁾ *World’s largest operating tungsten mine by reserves, proven and probable ore reserves of 66 million tons*

Techcombank: 1Q2016 profit before tax rises 42.7% compared to 1Q2015, emerging as a clear leader in a recovering sector

- Techcombank is on track to become one of Vietnam's first banks to finish its provisioning cycle after the global financial crisis, strongly positioning the bank for further market share gains in a consolidating and recovering banking sector.
- Techcombank has focused on controlling costs while maintaining conservative lending policies.
 - 1Q2016 profit before tax was VND582 billion, up 42.7% compared to 1Q2015 due to an 8.3% increase in net interest income and a 49.8% increase in net fee and commission income, even after accounting for higher provision expenses.
 - The bank's NPL stood at 2.0% as of 31 March 2016, below the 3% stipulated by the State Bank of Vietnam, signaling prudent lending policies applied by the bank post the banking sector crisis.
 - Capital adequacy ratio was at 14.6% as at the end of 1Q2016, significantly higher than the 9.0% stipulated by the State Bank of Vietnam. For the bank, Tier 1 Capital ratio was nearly 9.0%, a clear sign of a well-capitalized bank.
- Techcombank has continued to maintain a strong deposit base and retail franchise, while introducing new products for customers and generating additional revenue streams:
 - Techcombank continues to focus on cross-sell and up-sell activities in order to maximize product penetration per customer, resulting in higher profits. Number of products per retail customer averaged 2.3, while for SME clients, product penetration was higher at 2.6. In the next 5 years, TCB will initiate specific efforts to increase the number of products per customer to nearly 4, delivering higher profit generation per customer.
 - As of 31 March 2016, Techcombank continued to serve Vietnamese customers through its 313 branches and transaction offices, supported by more than 1,200 ATM's and over 1,595 points-of-sale spread across Vietnam.
- Techcombank held its AGM on 23 April, with an impressive 2016 profit before tax guidance of VND3,543 billion, up 74% from last year, driven mainly by the credit growth target of 18%.
- Techcombank's mission for 2020 is to be the No.1 bank in Vietnam, with an ROE of 20% and market capitalization around US\$5 billion. In order to achieve this goal, the bank targets to generate at least 30% TOI (total operating income) growth every year and have fee income reach 30% of TOI by 2020.

ABOUT MASAN GROUP CORPORATION

Masan Group Corporation (“Masan” and the “Company”) is one of Vietnam’s largest companies. The Company is focused on the domestic consumption opportunity and has built leading businesses in the branded food and beverage sector and in the animal nutrition value chain.

Masan’s businesses include Masan Consumer Holdings, the producer of some of Vietnam’s most trusted and loved brands across many food and beverage categories (such as Chin-su, Nam Ngu, Tam Thai Tu, Omachi, Kokomi, Vinacafe, Wake-up, Vinh Hao and Su Tu Trang), and Masan Nutri-Science, Vietnam’s largest local animal protein company (with brands such as Proconco and ANCO). The Company’s other businesses include Masan Resources, one of the world’s largest producers of tungsten and strategic industrial minerals, and our associate, Techcombank, a leading joint stock commercial bank in Vietnam.

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