



**KPMG'S COPY**

**Interfood Shareholding Company and  
its subsidiary**

Consolidated Financial Statements for the  
year ended 31 December 2016



**Interfood Shareholding Company**  
**Corporate information**

**Investment Licence No.** 270/GP 16 November 1991

**Investment Certificates No.** 472033000328 (1<sup>st</sup> amendment) 28 November 2007  
 472033000328 (2<sup>nd</sup> amendment) 20 May 2010  
 472033000328 (3<sup>rd</sup> amendment) 22 April 2011  
 472033000328 (4<sup>th</sup> amendment) 18 October 2011  
 472033000328 (5<sup>th</sup> amendment) 14 May 2014  
 472033000328 (6<sup>th</sup> amendment) 30 December 2015  
 6525867086 (7<sup>th</sup> amendment) 5 February 2016  
 6525867086 (8<sup>th</sup> amendment) 28 February 2016

The Company's Investment Licence has been amended several times, the most recent of which is by the Investment Licence No. 270 CPH/GCNDDC3-BHK dated 23 August 2006. The Investment Licence and its amendments were issued by the Ministry of Planning and Investment and are valid for 50 years.

The Investment Certificates were issued by the Dong Nai Industrial Zone Authority and are valid for 50 years from the date of the initial Investment Licence.

**Enterprise Registration Certificate No.** 3600245631 21 January 2016

The Company's Enterprise Registration Certificate was issued by the Department of Planning and Investment of Dong Nai Province.

**Board of Management**

Toru Yamasaki	Chairman
Hajime Kobayashi	Member
Hirotsugu Otani	Member
Nguyen Thi Kim Lien	Member
Takayuki Morisawa	Member

**Board of Directors**

Toru Yamasaki	General Director
Yoshihisa Fujiwara	Director/General Manager of Factory
Takayuki Morisawa	Director/General Manager of Administration
Nguyen Thi Kim Lien	Director/General Manager of Internal Control
Taiichiro Iizumi	Director/General Manager of Sales (until 1 October 2016)
Yutaka Ogami	Director/General Manager of Planning

**Registered Office** Lot 13, Tam Phuoc Industrial Zone  
 Tam Phuoc Commune, Bien Hoa City  
 Dong Nai Province  
 Vietnam

**Auditor** KPMG Limited  
 Vietnam

## Interfood Shareholding Company Statement of the Board of Directors

The Board of Directors of Interfood Shareholding Company (“the Company”) presents this statement and the accompanying consolidated financial statements of the Company and its subsidiary (together referred to as “the Group”) for the year ended 31 December 2016.

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

- (a) the consolidated financial statements set out on pages 5 to 41 give a true and fair view of the consolidated financial position of the Group as at 31 December 2016, and of its consolidated results of operations and its consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting;
- (b) at the date of this statement, there are no reasons to believe that the Group will not be able to pay its debts as and when they fall due; and
- (c) the consolidated financial statements have included all necessary disclosures relevant to the Group’s ability to continue as a going concern in the foreseeable future.

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

On behalf of the Board of Directors



Toru Yamasaki

*Chairman – cum General Director*

Ho Chi Minh City, 21 March 2017



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## **INDEPENDENT AUDITOR'S REPORT**

### **To the Shareholders Interfood Shareholding Company**

We have audited the accompanying consolidated financial statements of Interfood Shareholding Company ("the Company") and its subsidiary (together referred to as "the Group"), which comprise the consolidated balance sheet as at 31 December 2016, the consolidated statements of income and cash flows for the year then ended and the explanatory notes thereto which were authorised for issue by the Company's Board of Directors on 21 March 2017, as set out on pages 5 to 41.

### **Board of Directors' Responsibility**

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

### **Auditor's Responsibility**

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

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

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



## Auditor's Opinion

In our opinion, the consolidated financial statements give a true and fair view, in all material respects, of the consolidated financial position of Interfood Shareholding Company and its subsidiary as at 31 December 2016 and of its consolidated results of operations and its consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting.

### KPMG Limited's Branch in Ho Chi Minh City

Vietnam

Audit Report No.: 16-01-298(d)



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Nguyen Thanh Nghi  
Practicing Auditor Registration  
Certificate No. 0304-2013-007-1  
*Deputy General Director*

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Auvarin Phor  
Practicing Auditor Registration  
Certificate No. 2252-2013-007-1

Ho Chi Minh City, 21 March 2017

**Interfood Shareholding Company and its subsidiary**  
**Consolidated balance sheet as at 31 December 2016**

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

	Code	Note	31/12/2016 VND'000	1/1/2016 VND'000
<b>ASSETS</b>				
<b>Current assets</b> <b>(100 = 110 + 130 + 140 + 150)</b>	<b>100</b>		<b>398,975,271</b>	<b>383,161,036</b>
<b>Cash</b>	<b>110</b>	<b>5</b>	<b>238,583,737</b>	<b>172,435,846</b>
Cash	111		238,583,737	172,435,846
<b>Accounts receivable – short-term</b>	<b>130</b>		<b>30,100,798</b>	<b>26,263,656</b>
Accounts receivable from customers	131	6	25,744,256	22,218,569
Prepayments to suppliers	132		6,263,840	5,543,647
Other short-term receivables	136		984,398	797,532
Allowance for doubtful debts	137		(2,891,696)	(2,296,092)
<b>Inventories</b>	<b>140</b>	<b>7</b>	<b>128,837,468</b>	<b>183,485,382</b>
Inventories	141		130,128,682	185,404,269
Allowance for inventories	149		(1,291,214)	(1,918,887)
<b>Other current assets</b>	<b>150</b>		<b>1,453,268</b>	<b>976,152</b>
Short-term prepaid expenses	151		1,379,357	902,241
Taxes receivable from State Treasury	153		73,911	73,911

*The accompanying notes are an integral part of these consolidated financial statements*

**Interfood Shareholding Company and its subsidiary**  
**Consolidated balance sheet as at 31 December 2016 (continued)**

**Form B 01 – DN/HN**

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

	Code	Note	31/12/2016 VND'000	1/1/2016 VND'000
<b>Long-term assets</b> <b>(200 = 210 + 220 + 240 + 260)</b>	<b>200</b>		<b>238,611,302</b>	<b>291,472,732</b>
<b>Accounts receivable – long-term</b>	<b>210</b>		<b>1,575,362</b>	<b>1,575,362</b>
Other long-term receivables	216		1,575,362	1,575,362
<b>Fixed assets</b>	<b>220</b>		<b>206,527,613</b>	<b>255,929,850</b>
Tangible fixed assets	221	8	197,992,655	246,168,681
<i>Cost</i>	222		551,661,912	609,272,533
<i>Accumulated depreciation</i>	223		(353,669,257)	(363,103,852)
Finance lease tangible fixed assets	224	9	195,293	-
<i>Cost</i>	225		198,603	-
<i>Accumulated depreciation</i>	226		(3,310)	-
Intangible fixed assets	227	10	8,339,665	9,761,169
<i>Cost</i>	228		13,042,688	12,913,118
<i>Accumulated amortisation</i>	229		(4,703,023)	(3,151,949)
<b>Long-term work in progress</b>	<b>240</b>		<b>624,341</b>	<b>189,670</b>
Construction in progress	242	11	624,341	189,670
<b>Other long-term assets</b>	<b>260</b>		<b>29,883,986</b>	<b>33,777,850</b>
Long-term prepaid expenses	261	12	29,883,986	33,777,850
<b>TOTAL ASSETS (270 = 100 + 200)</b>	<b>270</b>		<b>637,586,573</b>	<b>674,633,768</b>

*The accompanying notes are an integral part of these consolidated financial statements*

**Interfood Shareholding Company and its subsidiary**  
**Consolidated balance sheet as at 31 December 2016 (continued)**

**Form B 01 – DN/HN**

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

	Code	Note	31/12/2016 VND'000	1/1/2016 VND'000
<b>RESOURCES</b>				
<b>LIABILITIES (300 = 310 + 330)</b>	<b>300</b>		<b>429,068,451</b>	<b>509,554,905</b>
<b>Current liabilities</b>	<b>310</b>		<b>421,989,493</b>	<b>356,330,596</b>
Accounts payable to suppliers	311	13	75,392,219	73,591,149
Advances from customers	312		5,303,767	3,116,598
Taxes payable to State Treasury	313	14	9,510,064	10,444,482
Payable to employees	314		8,916,929	10,591,749
Accrued expenses	315	15	75,670,950	76,511,785
Other short-term payables	319	16	1,117,564	1,754,833
Short-term borrowings	320	17(a)	246,078,000	180,320,000
<b>Long-term liabilities</b>	<b>330</b>		<b>7,078,958</b>	<b>153,224,309</b>
Long-term borrowings and liabilities	338	17(b)	194,839	146,510,000
Deferred tax liabilities	341	18	3,338,031	4,170,398
Provision	342	19	3,546,088	2,543,911
<b>EQUITY (400 = 410)</b>	<b>400</b>		<b>208,518,122</b>	<b>165,078,863</b>
<b>Owners' equity</b>	<b>410</b>	<b>20</b>	<b>208,518,122</b>	<b>165,078,863</b>
Share capital	411	21	871,409,840	871,409,840
- Ordinary shares with voting rights	411a		871,409,840	871,409,840
Share premium	412		85,035,704	85,035,704
Other capital	420	22	57,498,796	57,498,796
Accumulated losses	421		(809,395,788)	(852,821,119)
- Accumulated losses brought forward	421a		(852,821,119)	(756,134,004)
- Net profit/(loss) for the current year	421b		43,425,331	(96,687,115)
Non-controlling interest	429		3,969,570	3,955,642
<b>TOTAL RESOURCES (440 = 300 + 400)</b>	<b>440</b>		<b>637,586,573</b>	<b>674,633,768</b>

21 March 2017

Prepared by:



Nguyen Hong Phong  
Chief Accountant

Approved by:



Toru Yamasaki  
Chairman cum General Director

The accompanying notes are an integral part of these consolidated financial statements



**Interfood Shareholding Company and its subsidiary**  
**Consolidated statement of income for the year ended 31 December 2016**

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

	Code	Note	2016 VND'000	2015 VND'000
Revenue from sale of goods	01	24	1,437,843,891	1,318,402,242
Revenue deductions	02	24	107,329,767	38,218,537
<b>Net revenue (10 = 01 - 02)</b>	<b>10</b>	<b>24</b>	<b>1,330,514,124</b>	<b>1,280,183,705</b>
Cost of sales	11	25	917,451,772	941,763,989
<b>Gross profit (20 = 10 - 11)</b>	<b>20</b>		<b>413,062,352</b>	<b>338,419,716</b>
Financial income	21	26	29,775,560	17,537,953
Financial expenses	22	27	36,330,220	43,683,496
<i>In which: Interest expense</i>	23		5,357,813	5,933,545
Selling expenses	25	28	294,617,177	360,120,414
General and administration expenses	26	29	42,506,175	41,476,966
<b>Net operating profit/(loss)</b> <b>{30 = 20 + (21 - 22) - (25 + 26)}</b>	<b>30</b>		<b>69,384,340</b>	<b>(89,323,207)</b>
Other income	31	30	1,123,541	6,556,299
Other expenses	32	31	26,839,330	10,321,381
<b>Results of other activities (40 = 31 - 32)</b>	<b>40</b>		<b>(25,715,789)</b>	<b>(3,765,082)</b>
<b>Accounting profit/(loss) before tax</b> <b>(50 = 30 + 40)</b>	<b>50</b>		<b>43,668,551</b>	<b>(93,088,289)</b>
Income tax expense – current	51	33	1,061,659	2,727,671
Income tax (benefit)/expense – deferred	52	33	(832,367)	391,621
<b>Net profit/(loss) after tax (60 = 50 - 51 - 52)</b> <b>(carried forward)</b>	<b>60</b>		<b>43,439,259</b>	<b>(96,207,581)</b>

*The accompanying notes are an integral part of these consolidated financial statements*

**Interfood Shareholding Company and its subsidiary**  
**Consolidated statement of income for the year ended 31 December 2016 (continued)**

**Form B 02 – DN/HN**

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

	Code	Note	2016 VND'000	2015 VND'000
<b>Net profit/(loss) after tax (brought forward)</b>	<b>60</b>		<b>43,439,259</b>	<b>(96,207,581)</b>
<b>Attributable to:</b>				
Equity holders of the Company	61		43,425,331	(96,687,115)
Non-controlling interest	62		13,928	479,534
<b>Earnings/(losses) per share</b>				
Basic earnings/(losses) per share (in VND)	70	34	498	(1,352)

21 March 2017

Prepared by:



Nguyen Hong Phong  
Chief Accountant

Approved by:



Toru Yamasaki  
Chairman cum General Director

*The accompanying notes are an integral part of these consolidated financial statements*

**Interfood Shareholding Company and its subsidiary**  
**Consolidated statement of cash flows for the year ended 31 December 2016**  
**(Indirect method)**

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

	Code	Note	2016 VND'000	2015 VND'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>				
<b>Accounting profit/(loss) before tax</b>	<b>01</b>		<b>43,668,551</b>	<b>(93,088,289)</b>
<b>Adjustments for</b>				
Depreciation and amortisation	02		32,058,737	38,381,229
Allowances and provisions	03		1,499,287	11,618,253
Exchange losses arising from revaluation of monetary items denominated in foreign currencies	04		5,542,562	14,750,685
Losses/(profits) from investing activities	05		18,595,539	(976,747)
Interest expense	06		5,357,813	5,933,545
<b>Operating profit/(loss) before changes in working capital</b>	<b>08</b>		<b>106,722,489</b>	<b>(23,381,324)</b>
Change in receivables and other assets	09		(4,410,054)	13,836,193
Change in inventories	10		55,275,587	(13,295,688)
Change in payables and other liabilities	11		(191,752)	4,458,796
Changes in prepaid expenses	12		3,416,748	1,433,279
			<b>160,813,018</b>	<b>(16,948,744)</b>
Interest paid	14		(6,913,256)	(5,922,380)
Corporate income tax paid	16		-	(2,727,671)
<b>Net cash flows from operating activities</b>	<b>20</b>		<b>153,899,762</b>	<b>(25,598,795)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>				
Payments for additions to fixed assets and other long-term assets	21		(5,016,548)	(4,662,888)
Proceeds from disposals of fixed assets	22		2,577,273	645,455
Receipts of interest	27		951,168	386,635
<b>Net cash flows from investing activities</b>	<b>30</b>		<b>(1,488,107)</b>	<b>(3,630,798)</b>

*The accompanying notes are an integral part of these consolidated financial statements*

**Interfood Shareholding Company and its subsidiary**  
**Consolidated statement of cash flows for the year ended 31 December 2016**  
**(Indirect method – continued)**

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

	Code	Note	2016 VND'000	2015 VND'000
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>				
Proceeds from shares issued	31		-	160,000,000
Proceeds from borrowings	33		240,570,000	77,250,000
Payments to settle loan principals	34		(326,830,000)	(149,930,000)
Payments to settle finance lease liabilities	35		(3,764)	-
<b>Net cash flows from financing activities</b>	<b>40</b>		<b>(86,263,764)</b>	<b>87,320,000</b>
<b>Net cash flows during the year</b> (50 = 20 + 30 + 40)	<b>50</b>		<b>66,147,891</b>	<b>58,090,407</b>
<b>Cash at the beginning of the year</b>	<b>60</b>		<b>172,435,846</b>	<b>114,345,439</b>
<b>Cash at the end of the year (70 = 50 + 60)</b>	<b>70</b>	<b>5</b>	<b>238,583,737</b>	<b>172,435,846</b>

21 March 2017

Prepared by:



Nguyen Hong Phong  
Chief Accountant

Approved by:



Toru Yamasaki  
Chairman cum General Director

*The accompanying notes are an integral part of these consolidated financial statements*

**Interfood Shareholding Company and its subsidiary**  
**Notes to the consolidated financial statements for the year ended 31 December 2016**

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

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

## **1. Reporting entity**

### **(a) Ownership structure**

Interfood Shareholding Company (“the Company”) is incorporated as a joint stock company in Vietnam. The Company owns 90.4% of the equity interests in Avafood Shareholding Company (“Avafood”). The consolidated financial statements for the year ended 31 December 2016 comprise the Company and its subsidiary, Avafood (together referred to as “the Group”).

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

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

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

### **(b) Principal activities**

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

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

### **(c) Normal operating cycle**

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

### **(d) Group structure**

As at 31 December 2016, the Group had 1,278 employees (1/1/2016: 1,422 employees).

**Interfood Shareholding Company and its subsidiary**  
**Notes to the consolidated financial statements for the year ended 31 December 2016**  
**(continued)**

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

**2. Basis of preparation**

**(a) Statement of compliance**

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

**(b) Basis of measurement**

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

**(c) Going concern assumption**

The consolidated financial statements have been prepared on a going concern basis. At the balance sheet date, current liabilities exceeded current assets by VND23,014 million (1/1/2016: nil). Furthermore, the Group had significant loans that will require refinancing within the next 12 months (Note 17). The validity of the going concern assumption fundamentally depends on the Group generating enough operating and financing cash flows to meet the operational expenses and on the ultimate majority shareholder and the majority shareholder continuing to provide such financial assistance as is necessary to enable the Group to meet its liabilities as and when they fall due and to maintain the Group in existence as a going concern for the foreseeable future.

At the time of this report, the Group had a USD25.5 million unused short-term facility which can be used to meet the operational expenses and there is no reason for the management to believe that the ultimate majority shareholder and the majority shareholder will not continue its support.

**(d) Annual accounting period**

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

**(e) Accounting and presentation currency**

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

**Interfood Shareholding Company and its subsidiary**  
**Notes to the consolidated financial statements for the year ended 31 December 2016**  
**(continued)**

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

**3. Summary of significant accounting policies**

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

**(a) Basis of consolidation**

**(i) *Subsidiary***

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

**(ii) *Transactions eliminated on consolidation***

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

**(b) Foreign currency transactions**

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

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

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

**(c) Cash**

Cash comprises cash balances and call deposits.

**(d) Accounts receivable**

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

**Interfood Shareholding Company and its subsidiary**  
**Notes to the consolidated financial statements for the year ended 31 December 2016**  
**(continued)**

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

**(e) Inventories**

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

The Group applies the perpetual method of accounting for inventories.

**(f) Tangible fixed assets**

**(i) Cost**

Tangible fixed assets are stated at cost less accumulated depreciation. The initial cost of a tangible fixed asset comprises its purchase price, including import duties, non-refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition for its intended use. Expenditure incurred after tangible fixed assets have been put into operation, such as repair, maintenance and overhaul cost, is charged to the consolidated statement of income in the year in which the cost is incurred. In situations where it can be clearly demonstrated that the expenditure has resulted in an increase in the future economic benefits expected to be obtained from the use of tangible fixed assets beyond their originally assessed standard of performance, the expenditure is capitalised as an additional cost of tangible fixed assets.

**(ii) Depreciation**

Depreciation is computed on a straight-line basis over the estimated useful lives of tangible fixed assets. The estimated useful lives are as follows:

▪ buildings	30 years
▪ machinery and equipment	6 – 15 years
▪ motor vehicles	6 – 10 years
▪ office equipment	3 – 10 years

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

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

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



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**(h) Intangible fixed assets**

***Software***

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

**(i) Construction in progress**

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

**(j) Long-term prepaid expenses**

**(i) *Prepaid land costs***

Prepaid land costs comprise prepaid land lease rentals, including those for which the Group obtained land use rights certificate but are not qualified as intangible fixed assets under Circular No. 45/2013/TT-BTC dated 25 April 2013 of the Ministry of Finance providing guidance on management, use and depreciation of fixed assets, and other costs incurred in conjunction with securing the use of leased land. These costs are recognised in the consolidated statement of income on a straight-line basis over the term of the lease of 40 years.

**(ii) *Renovation expense***

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

**(iii) *Tools and supplies***

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

**(iv) *Insurance and rental expenses***

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

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**(k) Trade and other payables**

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

**(l) Provisions**

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

***Severance allowance***

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

Provision for severance allowance to be paid to the existing eligible employees as of 31 December 2016 has been made based on the eligible employees’ years of service, being the total employees’ years of service less the number of years for which the employees participated in and contributed to unemployment insurance in accordance with prevailing laws and regulations and the period for which severance allowance has been paid by the Group, if any, and their average salary for the six-month period prior to the end of the annual accounting period.

**(m) Share capital**

***Ordinary shares***

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

**(n) Acquisition reserve**

The difference between the consideration given and the aggregate value of the assets and liabilities of the acquired entity in a business combination involving entities under common control is recorded as acquisition reserve under other capital.

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**(o) Taxation**

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in the consolidated statement of income except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted at the end of the annual accounting period, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided using the balance sheet method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amounts of assets and liabilities using tax rates enacted or substantively enacted at the end of the annual accounting period.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

**(p) Revenue and other income**

**(i) Goods sold**

Revenue from sale of goods is recognised in the consolidated statement of income when significant risks and rewards of ownership have been transferred to the buyer. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due or the possible return of goods. Revenue from sale of goods is recognised at the net amount after deducting sales discounts stated on the invoice.

**(ii) Interest income**

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

**(q) Operating lease payments**

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

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**(r) Borrowing costs**

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

**(s) Earnings per share**

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

**(t) Segment reporting**

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

**(u) Related parties**

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

**4. Segment reporting**

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

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**5. Cash**

	<b>31/12/2016</b>	<b>1/1/2016</b>
	<b>VND'000</b>	<b>VND'000</b>
Cash on hand	128,490	161,043
Cash at banks	238,455,247	172,274,803
	238,583,737	172,435,846
Cash in the consolidated statement of cash flows	238,583,737	172,435,846

**6. Accounts receivable from customers**

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

	<b>31/12/2016</b>	<b>1/1/2016</b>
	<b>VND'000</b>	<b>VND'000</b>
Saigon Union of Trading Co-operatives	3,271,980	5,042,063
EB Services Co., Ltd.	3,616,366	4,075,204
MM Mega Market Vietnam Company Limited	4,046,686	1,966,796
Others	14,809,224	11,134,506
	25,744,256	22,218,569
	25,744,256	22,218,569

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

	<b>31/12/2016</b>	<b>1/1/2016</b>
	<b>VND'000</b>	<b>VND'000</b>
Short-term	25,744,256	22,218,569
	25,744,256	22,218,569

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**7. Inventories**

	31/12/2016		1/1/2016	
	Cost VND'000	Allowance VND'000	Cost VND'000	Allowance VND'000
Goods in transit	146,300	-	790,291	-
Raw materials	47,372,082	(668,185)	39,684,219	-
Tools and supplies	7,566,599	(296,819)	9,712,514	-
Work in progress	3,602,740	-	4,646,405	-
Finished goods	71,440,961	(326,210)	130,570,840	(1,918,887)
	130,128,682	(1,291,214)	185,404,269	(1,918,887)

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

	2016 VND'000	2015 VND'000
Opening balance	1,918,887	3,435,021
Increase in allowance during the year	1,291,214	9,241,017
Written back	(1,918,887)	(10,757,151)
Closing balance	1,291,214	1,918,887

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**8. Tangible fixed assets**

	<b>Buildings</b> <b>VND'000</b>	<b>Machinery</b> <b>and</b> <b>equipment</b> <b>VND'000</b>	<b>Motor</b> <b>vehicles</b> <b>VND'000</b>	<b>Office</b> <b>equipment</b> <b>VND'000</b>	<b>Total</b> <b>VND'000</b>
<b>Cost</b>					
Opening balance	117,128,132	478,364,593	7,975,146	5,804,662	609,272,533
Additions	-	1,850,557	110,000	1,313,554	3,274,111
Transfers from construction in progress	554,955	623,241	-	-	1,178,196
Disposals	-	(62,062,928)	-	-	(62,062,928)
<b>Closing balance</b>	<b>117,683,087</b>	<b>418,775,463</b>	<b>8,085,146</b>	<b>7,118,216</b>	<b>551,661,912</b>
<b>Accumulated depreciation</b>					
Opening balance	32,022,544	321,006,195	5,926,408	4,148,705	363,103,852
Charge for the year	3,954,866	25,202,892	638,855	707,740	30,504,353
Disposals	-	(39,938,948)	-	-	(39,938,948)
<b>Closing balance</b>	<b>35,977,410</b>	<b>306,270,139</b>	<b>6,565,263</b>	<b>4,856,445</b>	<b>353,669,257</b>
<b>Net book value</b>					
Opening balance	85,105,588	157,358,398	2,048,738	1,655,957	246,168,681
Closing balance	81,705,677	112,505,324	1,519,883	2,261,771	197,992,655

Included in tangible fixed assets were assets costing VND56,474 million which were fully depreciated as of 31 December 2016 (1/1/2016: VND61,681 million), but are still in active use.

The net book value of temporarily idle tangible fixed assets amounted to VND20,363 million as of 31 December 2016 (1/1/2016: VND33,602 million).

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**9. Finance lease tangible fixed assets**

	<b>Office equipment VND'000</b>
<b>Cost</b>	
Opening balance	-
Additions	198,603
	198,603
<b>Closing balance</b>	198,603
<b>Accumulated depreciation</b>	
Opening balance	-
Charge for the year	3,310
	3,310
<b>Closing balance</b>	3,310
<b>Net book value</b>	
Opening balance	-
Closing balance	195,293
	195,293



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**10. Intangible fixed assets**

	<b>Software VND'000</b>
<b>Cost</b>	
Opening balance	12,913,118
Additions	129,570
	13,042,688
<b>Closing balance</b>	
	13,042,688
<b>Accumulated amortisation</b>	
Opening balance	3,151,949
Charge for the year	1,551,074
	4,703,023
<b>Closing balance</b>	
	4,703,023
<b>Net book value</b>	
Opening balance	9,761,169
Closing balance	8,339,665

**11. Construction in progress**

	<b>2016 VND'000</b>	<b>2015 VND'000</b>
Opening balance	189,670	1,990,465
Additions during the year	1,612,867	2,823,245
Transfers to tangible fixed assets	(1,178,196)	(2,526,115)
Transfers to intangible fixed assets	-	(2,097,925)
	624,341	189,670
<b>Closing balance</b>	<b>624,341</b>	<b>189,670</b>

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**12. Long-term prepaid expenses**

	<b>Prepaid land costs VND'000</b>	<b>Renovation expense VND'000</b>	<b>Tools and supplies VND'000</b>	<b>Insurance expense VND'000</b>	<b>Rental expense VND'000</b>	<b>Total VND'000</b>
Opening balance	26,269,010	4,691,077	2,495,778	280,150	41,835	33,777,850
Additions	-	409,835	574,800	-	-	984,635
Amortisation for the year	(694,998)	(2,423,976)	(1,495,533)	(231,505)	(32,487)	(4,878,499)
Closing balance	25,574,012	2,676,936	1,575,045	48,645	9,348	29,883,986

**13. Accounts payable to suppliers**

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

	<b>31/12/2016</b>		<b>1/1/2016</b>	
	<b>Cost VND'000</b>	<b>Amount within payment capacity VND'000</b>	<b>Cost VND'000</b>	<b>Amount within payment capacity VND'000</b>
Vietnam Kirin Beverage Company Limited	16,611,852	16,611,852	4,272,267	4,272,267
Crown Beverage Cans (Dong Nai) Co., Ltd	14,348,481	14,348,481	23,567,042	23,567,042
Crown Beverage Cans Saigon Limited	8,917,371	8,917,371	3,388,779	3,388,779
Vietnam Chuanli Can Manufacturing Co., Ltd	8,192,210	8,192,210	3,914,483	3,914,483
Hoa Lam Transportation – Service – Trading Co., Ltd	4,664,580	4,664,580	7,034,398	7,034,398
Others	22,657,725	22,657,725	31,414,180	31,414,180
	75,392,219	75,392,219	73,591,149	73,591,149

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

	31/12/2016		1/1/2016	
	Cost VND'000	Amount within payment capacity VND'000	Cost VND'000	Amount within payment capacity VND'000
Short-term	75,392,219	75,392,219	73,591,149	73,591,149

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

	31/12/2016		1/1/2016	
	Cost VND'000	Amount within payment capacity VND'000	Cost VND'000	Amount within payment capacity VND'000
Vietnam Kirin Beverage Company Limited, a related party	16,611,852	16,611,852	4,272,267	4,272,267

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

**14. Taxes payable to State Treasury**

	1/1/2016 VND'000	Incurred VND'000	Paid VND'000	Netted-off VND'000	31/12/2016 VND'000
Value added tax	10,221,365	136,662,715	(53,062,561)	(85,971,417)	7,850,102
Corporate income tax	-	1,061,659	-	-	1,061,659
Personal income tax	219,468	4,874,285	(4,503,514)	-	590,239
Others	3,649	1,695,944	(1,691,529)	-	8,064
	10,444,482	144,294,603	(59,257,604)	(85,971,417)	9,510,064

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**15. Accrued expenses**

	<b>31/12/2016</b>	<b>1/1/2016</b>
	<b>VND'000</b>	<b>VND'000</b>
Sales discounts and commission	18,603,236	21,522,323
Promotion expense	33,288,771	25,292,954
Transportation expense	4,571,700	6,000,705
Secondment fee (*)	4,219,204	5,470,153
Interest expense	624,294	2,179,737
Others	14,363,745	16,045,913
	<hr/>	<hr/>
	75,670,950	76,511,785
	<hr/>	<hr/>

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

**16. Other short-term payables**

	<b>31/12/2016</b>	<b>1/1/2016</b>
	<b>VND'000</b>	<b>VND'000</b>
Non-trade amounts due to a related party	459,041	852,501
Dividends payable	505,391	505,391
Others	153,132	396,941
	<hr/>	<hr/>
	1,117,564	1,754,833
	<hr/>	<hr/>

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

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**17. Borrowings and liabilities**

**(a) Short-term borrowings**

	1/1/2016		Movements during the year			31/12/2016	
	Carrying amount VND'000	Amount within repayment capacity VND'000	Addition VND'000	Repayment VND'000	Unrealised foreign exchange losses VND'000	Carrying amount VND'000	Amount within repayment capacity VND'000
Short-term borrowings	180,320,000	180,320,000	240,570,000	(180,320,000)	5,508,000	246,078,000	246,078,000
Current portion of long-term borrowings (b)	-	-	146,510,000	(146,510,000)	-	-	-
	180,320,000	180,320,000	387,080,000	(326,830,000)	5,508,000	246,078,000	246,078,000

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

	Currency	Annual interest rate	31/12/2016 VND'000	1/1/2016 VND'000
Loan 1 from Kirin Holdings Singapore Pte. Ltd	USD	Libor plus 0.8%	246,078,000	-
Loan 1 from Kirin Holdings Company, Limited	USD	Libor plus 0.8%	-	135,240,000
Loan 2 from Kirin Holdings Company, Limited	USD	Libor plus 0.8%	-	45,080,000
			246,078,000	180,320,000

The applicable interest rates of these borrowings ranged from 1.336% to 2.062% per annum during the year (2015: 1.036% to 1.536% per annum).

**(b) Long-term borrowings and liabilities**

	31/12/2016 VND'000	1/1/2016 VND'000
Long-term borrowings (i)	-	146,510,000
Finance lease liabilities (ii)	194,839	-
	194,839	146,510,000

**(i) Long-term borrowings**

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

	Currency	Annual interest rate	Year of maturity	31/12/2016 VND'000	1/1/2016 VND'000
Unsecured loans from Kirin Holdings Company, Limited	USD	1.896%	2017	-	146,510,000

During the year, the Group made full repayments of long-term borrowings before their due dates.

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**(ii) Finance lease liabilities**

Terms and conditions of finance lease liabilities were as follows:

	<b>Currency</b>	<b>Annual interest rate</b>	<b>Year of maturity</b>	<b>31/12/2016 VND'000</b>	<b>1/1/2016 VND'000</b>
Liability from Chailease International Leasing Company Limited	VND	21.6%	2021	194,839	-

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

	<b>Payments VND'000</b>	<b>Interest VND'000</b>	<b>Principal VND'000</b>
Within one year	69,246	43,610	25,636
Within two to five years	258,351	89,148	169,203
	<b>327,597</b>	<b>132,758</b>	<b>194,839</b>

**18. Deferred tax liabilities**

**(a) Recognised deferred tax liabilities**

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

**(b) Unrecognised deferred tax assets**

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

	<b>31/12/2016</b>		<b>1/1/2016</b>	
	<b>Temporary difference VND'000</b>	<b>Tax value VND'000</b>	<b>Temporary difference VND'000</b>	<b>Tax value VND'000</b>
Deductible temporary differences	79,198,608	15,839,722	79,427,763	15,885,553
Tax losses	68,007,014	13,601,403	118,282,854	23,728,737
	<b>147,205,622</b>	<b>29,441,125</b>	<b>197,710,617</b>	<b>39,614,290</b>

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The tax losses expire in the following year:

Year of expiry	Status of tax review	Tax losses available VND'000
2020	Outstanding	68,007,014

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

## 19. Provision

Movements of provision during the year were as follows:

	Severance allowance VND'000
Opening balance	2,543,911
Provision made during the year	1,677,080
Provision utilised during the year	(529,179)
Provision reversed during the year	(145,724)
Closing balance	3,546,088



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**20. Changes in owners' equity**

	Share capital VND'000	Share premium VND'000	Other capital VND'000	Accumulated losses VND'000	Non-controlling interest VND'000	Total VND'000
<b>Balance as at 1 January 2015</b>	711,409,840	85,035,704	57,498,796	(756,134,004)	3,476,108	101,286,444
Share capital issued	160,000,000	-	-	-	-	160,000,000
Net (loss)/profit for the year	-	-	-	(96,687,115)	479,534	(96,207,581)
<b>Balance as at 1 January 2016</b>	871,409,840	85,035,704	57,498,796	(852,821,119)	3,955,642	165,078,863
Net profit for the year	-	-	-	43,425,331	13,928	43,439,259
<b>Balance as at 31 December 2016</b>	871,409,840	85,035,704	57,498,796	(809,395,788)	3,969,570	208,518,122

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## 21. Share capital

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

	<b>31/12/2016 and 1/1/2016</b>	
	<b>Number of shares</b>	<b>VND'000</b>
<b>Authorised and issued share capital</b>		
Ordinary shares	87,140,992	871,409,920
<hr/>		
<b>Shares in circulation</b>		
Ordinary shares	87,140,984	871,409,840
<hr/>		

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

On 21 December 2015, Kirin Holdings Company, Limited entered into a Share Transfer Agreement with Kirin Holdings Singapore Pte. Ltd ("Kirin Singapore"), a related party, to transfer its entire interest in the Company to Kirin Singapore. The share transfer was completed during the year.

There were no movements of share capital during the year.

## 22. Other capital

	<b>31/12/2016 VND'000</b>	<b>1/1/2016 VND'000</b>
Acquisition reserve (i)	(32,535,252)	(32,535,252)
Other capital (ii)	90,034,048	90,034,048
<hr/>		
	57,498,796	57,498,796
<hr/>		

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

(ii) On 1 January 2013, the Company changed its accounting currency from United States Dollars ("USD") to Vietnam Dong ("VND") in accordance with the requirements of Circular No. 244/2010/TT/BTC dated 31 December 2009 of the Ministry of Finance. Accordingly, all balances in USD as at 31 December 2012 have been translated to VND at the exchange rate of VND20,828 to USD1. The difference between the converted value and par value of ordinary shares of VND90,034,048,000 is reflected as other capital.

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**23. Off balance sheet items**

**(a) Lease**

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

	<b>31/12/2016</b>	<b>1/1/2016</b>
	<b>VND'000</b>	<b>VND'000</b>
Within one year	6,840,524	7,005,674
Within two to five years	3,496,054	10,056,987
	10,336,578	17,062,661

**(b) Foreign currencies**

	<b>31/12/2016</b>		<b>1/1/2016</b>	
	<b>Original currency</b>	<b>VND'000 equivalent</b>	<b>Original currency</b>	<b>VND'000 equivalent</b>
USD	80,113	1,818,982	1,120,316	25,151,090
EUR	328	7,834	339	8,291
		1,826,816		25,159,381

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**24. Revenue from sale of goods**

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

Net revenue comprised:

	<b>2016</b>	<b>2015</b>
	<b>VND'000</b>	<b>VND'000</b>
Total revenue		
▪ Sales of drinks	1,256,870,444	1,151,774,724
▪ Sales of biscuits	541,741	10,625,268
▪ Sales of other products	179,389,902	153,875,639
▪ Sales of scraps	1,041,804	2,126,611
	<hr/>	<hr/>
	1,437,843,891	1,318,402,242
Less revenue deductions		
▪ Sales allowances	106,985,890	37,370,580
▪ Sales returns	343,877	847,957
	<hr/>	<hr/>
	107,329,767	38,218,537
	<hr/>	<hr/>
Net revenue	1,330,514,124	1,280,183,705
	<hr/>	<hr/>

**25. Cost of sales**

	<b>2016</b>	<b>2015</b>
	<b>VND'000</b>	<b>VND'000</b>
Total cost of sales		
▪ Cost of drinks	836,829,134	845,289,291
▪ Cost of biscuits	1,578,039	14,775,791
▪ Cost of other products	79,044,599	81,698,907
	<hr/>	<hr/>
	917,451,772	941,763,989
	<hr/>	<hr/>

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**26. Financial income**

	<b>2016</b> <b>VND'000</b>	<b>2015</b> <b>VND'000</b>
Interest income from deposits at banks	951,168	386,635
Foreign exchange gains	28,824,392	17,151,318
	<hr/> 29,775,560	<hr/> 17,537,953

**27. Financial expenses**

	<b>2016</b> <b>VND'000</b>	<b>2015</b> <b>VND'000</b>
Interest expense	5,357,813	5,933,545
Foreign exchange losses	30,972,407	37,749,951
	<hr/> 36,330,220	<hr/> 43,683,496

**28. Selling expenses**

	<b>2016</b> <b>VND'000</b>	<b>2015</b> <b>VND'000</b>
Staff costs	146,587,246	163,973,427
Advertisement and promotion expenses	51,207,622	87,223,620
Transportation expense	71,957,377	86,301,552
Rental expense	8,129,459	7,607,197
Others	16,735,473	15,014,618
	<hr/> 294,617,177	<hr/> 360,120,414

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**29. General and administration expenses**

	<b>2016</b>	<b>2015</b>
	<b>VND'000</b>	<b>VND'000</b>
Staff costs	15,998,574	15,389,946
Consultant fee	5,121,901	5,765,826
Rental expense	3,085,981	2,791,031
Depreciation and amortisation	2,620,541	2,517,059
Allowance	595,603	2,341,472
Others	15,083,575	12,671,632
	<hr/>	<hr/>
	42,506,175	41,476,966
	<hr/>	<hr/>

**30. Other income**

	<b>2016</b>	<b>2015</b>
	<b>VND'000</b>	<b>VND'000</b>
Gains from disposals of tangible fixed assets	-	590,112
Others	1,123,541	5,966,187
	<hr/>	<hr/>
	1,123,541	6,556,299
	<hr/>	<hr/>

**31. Other expenses**

	<b>2016</b>	<b>2015</b>
	<b>VND'000</b>	<b>VND'000</b>
Losses from disposals of tangible fixed assets	19,546,707	-
Depreciation of idle tangible fixed assets	6,144,681	5,329,383
Tax penalties	278,825	3,495,646
Others	869,117	1,496,352
	<hr/>	<hr/>
	26,839,330	10,321,381
	<hr/>	<hr/>

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**32. Production and business costs by elements**

	<b>2016</b>	<b>2015</b>
	<b>VND'000</b>	<b>VND'000</b>
Raw material costs included in production costs	569,743,574	659,990,981
Labour and staff costs	203,833,475	235,841,385
Depreciation and amortisation	32,058,737	38,381,229
Outside services	384,045,788	530,362,350
Other expenses	28,101,622	30,351,869

**33. Income tax**

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

	<b>2016</b>	<b>2015</b>
	<b>VND'000</b>	<b>VND'000</b>
<b>Current tax expense</b>		
Current year	1,061,659	-
Under provision in prior years	-	2,727,671
	1,061,659	2,727,671
<b>Deferred tax (benefit)/expense</b>		
Origination and reversal of temporary differences	(832,367)	391,621
	229,292	3,119,292

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

	<b>2016</b>	<b>2015</b>
	<b>VND'000</b>	<b>VND'000</b>
Accounting profit/(loss) before tax	43,668,551	(93,088,289)
Tax at the Company's tax rate	8,733,710	(20,479,423)
Non-deductible expenses	1,668,747	3,808,243
Unrecognised deferred tax assets	(45,831)	18,348,514
Tax losses not previously recognised utilised	(10,127,334)	(1,285,713)
Under provision in prior years	-	2,727,671
	229,292	3,119,292

**Interfood Shareholding Company and its subsidiary**  
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**(c) Applicable tax rates**

**(i) Interfood Shareholding Company**

Under the terms of the Company's Investment Certificates, the Company has an obligation to pay the government income tax at the rate of 15% of taxable profits for the first 12 years starting from the first year of operation. Thereafter, from 2006 onwards the Company is subject to income tax rate applicable to enterprises before any incentives of 25%.

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

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

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

The usual income tax rate applicable to enterprises before any incentives is 20% from 2016 onwards (2015: 22%).

**(ii) Avafood Shareholding Company**

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



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Corporate income tax is payable at the rate stipulated by the current regulations on annual profit from processing service, office and workshop lease activity (2016: 20% and 2015: 22%).

All the above tax exemption and reduction are not applicable to other income which is taxed at the usual income tax rate applicable to enterprises before any incentives. The usual income tax rate applicable to enterprises before any incentives is 20% from 2016 onwards (2015: 22%).

**34. Basic earnings/(losses) per share**

The calculation of basic earning per share for the year ended 31 December 2016 was based on the net profit attributable to ordinary shareholders of the Company and a weighted average number of ordinary shares outstanding during the year, calculated as follows:

**(a) Net profit/(loss) attributable to ordinary shareholders**

	<b>2016</b>	<b>2015</b>
	<b>VND'000</b>	<b>VND'000</b>
Net profit/(loss) attributable to ordinary shareholders	43,425,331	(96,687,115)

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

	<b>2016</b>	<b>2015</b>
Issued ordinary shares at the beginning of the year	87,140,984	71,140,984
Effect of shares issued during the year	-	350,685
Weighted average number of ordinary shares for the year	87,140,984	71,491,669

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**35. Significant transactions with related parties**

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

	Transaction value	
	2016 VND'000	2015 VND'000
<b>Ultimate Parent Company</b>		
<b>Kirin Holdings Company, Limited</b>		
Short-term borrowings	-	77,250,000
Interest expense	4,556,838	5,933,545
Secondment fee	9,592,410	10,693,893
<b>Parent Company</b>		
<b>Kirin Holdings Singapore Pte. Ltd</b>		
Short-term borrowings	240,570,000	-
Interest expense	800,975	-
Shares issued	-	160,000,000
<b>Other related parties</b>		
<b>Vietnam Kirin Beverage Company Limited</b>		
Processing fee	165,913,334	160,073,961
Purchases of services	3,307,710	2,021,010
Sales of goods	39,291	9,652
<b>Members of Board of Directors</b>		
Secondment fee	5,642,680	5,709,669
Salary	1,818,000	1,848,300

21 March 2017

Prepared by:



Nguyen Hong Phong  
Chief Accountant

Approved by:



Teru Yamasaki  
Chairman – cum General Director

