



Masan Consumer Corporation
Separate Financial Statements
for the year ended 31 December 2022



Masan Consumer Corporation Corporate Information

Enterprise Registration Certificate No.

0302017440

31 May 2000

The Enterprise Registration Certificate has been amended several times, the most recent of which is dated 29 August 2022. The Enterprise Registration Certificate and its amendments were issued by the Department of Planning and Investment of Ho Chi Minh City.

Board of Directors

Mr Danny Le	Chairman
Mr Truong Cong Thang	Member
Ms Nguyen Hoang Yen	Member
Mr Nguyen Thieu Quang	Member
Ms Nguyen Thi Thu Ha	Member
Ms Nguyen Thu Hien	Member

Board of Management

Mr Truong Cong Thang	Chief Executive Officer
Ms Nguyen Hoang Yen	Deputy Chief Executive Officer
Mr Pham Hong Son	Deputy Chief Executive Officer

Registered Office

12th Floor, MPlaza Saigon
39 Le Duan, Ben Nghe Ward
District 1, Ho Chi Minh City
Vietnam

Auditor

KPMG Limited
Vietnam

Masan Consumer Corporation Statement of the Board of Management

The Board of Management of Masan Consumer Corporation (“the Company”) presents this statement and the accompanying separate financial statements of the Company for the year ended 31 December 2022.

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

- (a) the separate financial statements set out on pages 5 to 47 give a true and fair view of the separate financial position of the Company as at 31 December 2022, and of its separate results of operations and its separate cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises and the relevant statutory requirements applicable to financial reporting; and
- (b) at the date of this statement, there are no reasons to believe that the Company will not be able to pay its debts as and when they fall due.

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

On behalf of the Board of Management



Nguyen Hoang Yen
Authorised Representative

Ho Chi Minh City, 1 March 2023



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11/11/2023

INDEPENDENT AUDITOR'S REPORT

To the Shareholders Masan Consumer Corporation

We have audited the accompanying separate financial statements of Masan Consumer Corporation ("the Company"), which comprise the separate balance sheet as at 31 December 2022, the separate 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 Management on 1 March 2023, as set out on pages 5 to 47.

Management's Responsibility

The Company's Board of Management is responsible for the preparation and fair presentation of these separate 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 Management determines is necessary to enable the preparation of separate 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 separate 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 separate 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 Company'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 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.



Auditor's Opinion

In our opinion, the separate financial statements give a true and fair view, in all material respects, of the separate financial position of Masan Consumer Corporation as at 31 December 2022 and of its separate results of operations and its separate 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.: 22-01-00679-23-1



Nelson Rodriguez Casihan
Practicing Auditor Registration
Certificate No. 2225-2023-007-1
Deputy General Director

Nguyen Thuy Ninh
Practicing Auditor Registration
Certificate No. 4623-2023-007-1

Ho Chi Minh City, 1 March 2023

Masan Consumer Corporation
Separate balance sheet as at 31 December 2022

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

	Code	Note	31/12/2022 VND	1/1/2022 VND
ASSETS				
Current assets (100 = 110 + 120 + 130 + 140 + 150)	100		22,684,525,282,669	20,442,047,221,235
Cash and cash equivalents	110	4	4,200,983,420,980	9,340,198,391,379
Cash	111		5,548,622,795	7,298,391,379
Cash equivalents	112		4,195,434,798,185	9,332,900,000,000
Short-term financial investments	120		880,027,122,282	-
Trading securities	121	5(a)	800,427,122,282	-
Held-to-maturity investments	123	5(b)	79,600,000,000	-
Accounts receivable – short-term	130		16,745,263,698,531	10,444,572,505,069
Accounts receivable from customers	131	6	593,422,840,598	486,176,356,462
Prepayments to suppliers	132		14,723,370,604	19,717,376,602
Short-term loans receivable	135	7	5,970,261,432,792	4,086,581,871,592
Other short-term receivables	136	8(a)	10,166,856,054,537	5,852,096,900,413
Inventories	140	9	844,368,276,133	648,736,035,986
Inventories	141		857,030,947,820	675,385,095,323
Allowance for inventories	149		(12,662,671,687)	(26,649,059,337)
Other current assets	150		13,882,764,743	8,540,288,801
Short-term prepaid expenses	151		13,882,764,743	8,540,288,801

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

Masan Consumer Corporation
Separate balance sheet as at 31 December 2022 (continued)

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

	Code	Note	31/12/2022 VND	1/1/2022 VND
Long-term assets (200 = 210 + 220 + 240 + 250 + 260)	200		8,918,705,752,645	8,838,694,256,400
Accounts receivable – long-term	210		3,284,000,001	29,955,973,671
Other long-term receivables	216	8(b)	3,284,000,001	29,955,973,671
Fixed assets	220		46,927,809,280	76,551,082,911
Tangible fixed assets	221	10	17,348,632,145	12,350,548,079
Cost	222		100,984,987,645	93,234,197,693
Accumulated depreciation	223		(83,636,355,500)	(80,883,649,614)
Intangible fixed assets	227	11	29,579,177,135	64,200,534,832
Cost	228		290,707,083,296	289,714,438,133
Accumulated amortisation	229		(261,127,906,161)	(225,513,903,301)
Long-term work in progress	240		10,056,248,115	1,085,404,617
Construction in progress	242	12	10,056,248,115	1,085,404,617
Long-term financial investments	250		8,640,671,509,348	8,461,671,509,348
Investments in subsidiaries	251	5(c)	8,640,671,509,348	8,461,671,509,348
Other long-term assets	260		217,766,185,901	269,430,285,853
Long-term prepaid expenses	261	13	21,878,254,990	8,548,881,323
Deferred tax assets	262	14	195,887,930,911	260,881,404,530
TOTAL ASSETS (270 = 100 + 200)	270		31,603,231,035,314	29,280,741,477,635

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

Masan Consumer Corporation
Separate balance sheet as at 31 December 2022 (continued)

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

	Code	Note	31/12/2022 VND	1/1/2022 VND
RESOURCES				
LIABILITIES (300 = 310 + 330)	300		7,835,241,626,250	10,953,041,901,826
Current liabilities	310		7,807,945,075,464	10,925,496,897,621
Accounts payable to suppliers	311	15	1,920,517,555,938	4,044,609,067,617
Advances from customers	312		50,028,319,561	108,449,608,041
Taxes payable to State Treasury	313	16	97,183,412,979	176,221,324,817
Payables to employees	314		2,377,655	-
Accrued expenses	315	17	1,170,414,671,893	1,503,951,151,776
Other short-term payables	319	18(a)	90,798,737,438	13,266,952,054
Short-term borrowings	320	19	4,479,000,000,000	5,078,998,793,316
Long-term liabilities	330		27,296,550,786	27,545,004,205
Other long-term payables	337	18(b)	27,296,550,786	27,545,004,205
EQUITY (400 = 410)	400		23,767,989,409,064	18,327,699,575,809
Owners' equity	410	20	23,767,989,409,064	18,327,699,575,809
Share capital	411	21	7,274,618,790,000	7,267,938,180,000
- Ordinary shares with voting rights	411a		7,274,618,790,000	7,267,938,180,000
Share premium	412	21	3,610,328,815,858	3,560,554,240,858
Treasury shares	415	21	(994,666,327,121)	(994,666,327,121)
Undistributed profits after tax	421		13,877,708,130,327	8,493,873,482,072
- Undistributed profits after tax brought forward	421a		8,493,873,482,072	2,848,603,635,250
- Undistributed profit after tax for the current year/prior year	421b		5,383,834,648,255	5,645,269,846,822
TOTAL RESOURCES (440 = 300 + 400)	440		31,603,231,035,314	29,280,741,477,635

1 March 2023

Prepared by:



Phan Thi Thuy Hoa
 Chief Accountant

Approved by:



The stamp contains the text: "CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM", "CỘNG TY CỔ PHẦN", "HÀNG TIÊU DÙNG", "MASAN", "HỘI CHỢ THƯƠNG MẠI - T. PHỐ CHÁNH HINH".

Huynh Viet Thang
 Chief Financial Officer

Nguyen Hoang Yen
 Authorised Representative

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

Masan Consumer Corporation

Separate statement of income for the year ended 31 December 2022

Form B 02 – DN

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

	Code	Note	2022 VND	2021 VND
Revenue from sale of goods	01	23	26,327,777,782,067	27,495,267,103,278
Revenue deductions	02	23	190,525,295,390	334,678,278,470
Net revenue (10 = 01 - 02)	10	23	26,137,252,486,677	27,160,588,824,808
Cost of sales	11	24	20,479,845,874,600	21,049,579,685,464
Gross profit (20 = 10 - 11)	20		5,657,406,612,077	6,111,009,139,344
Financial income	21	25	5,007,520,495,130	5,031,629,698,104
Financial expenses	22	26	208,231,564,844	128,930,473,232
<i>In which: Interest expense</i>	23		166,463,153,474	103,333,487,659
Selling expenses	25	27	4,297,323,193,283	4,535,800,344,215
General and administration expenses	26	28	511,222,701,408	548,227,696,814
Net operating profit {30 = 20 + (21 - 22) - (25 + 26)}	30		5,648,149,647,672	5,929,680,323,187
Other income	31		696,689,728	294,740,161
Other expenses	32		3,026,076,711	1,728,103,900
Results of other activities (40 = 31 - 32)	40		(2,329,386,983)	(1,433,363,739)
Accounting profit before tax (50 = 30 + 40)	50		5,645,820,260,689	5,928,246,959,448
Income tax expense – current	51	30	196,992,138,815	352,617,263,129
Income tax expense/(benefit) – deferred	52	30	64,993,473,619	(69,640,150,503)
Net profit after tax (60 = 50 - 51 - 52)	60		5,383,834,648,255	5,645,269,846,822

1 March 2023

Prepared by:



Phan Thi Thuy Hoa
Chief Accountant

Approved by:



Huynh Viet Thang
Chief Financial Officer



Nguyen Hoang Yen
Authorised Representative

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

Masan Consumer Corporation
Separate statement of cash flows for the year ended 31 December 2022
(Indirect method)

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

	Code	2022 VND	2021 VND
CASH FLOWS FROM OPERATING ACTIVITIES			
Accounting profit before tax	01	5,645,820,260,689	5,928,246,959,448
Adjustments for			
Depreciation and amortisation	02	40,186,081,715	39,109,617,053
Allowances and provisions	03	37,667,716,245	58,103,781,086
Exchange (gains)/losses arising from revaluation of monetary items denominated in foreign currencies	04	(185,643,870)	6,612,116,019
Gains on disposals of fixed assets	05	(377,000,000)	(177,893,357)
Interest income, distributed profits and related income from investing activities	05	(4,997,478,651,592)	(5,022,243,622,089)
Interest expense	06	166,463,153,474	103,333,487,659
Operating profit before changes in working capital	08	892,095,916,661	1,112,984,445,819
Change in receivables and other assets	09	(155,405,595,576)	(156,917,283,577)
Change in inventories	10	(233,299,956,392)	(225,183,849,423)
Change in payables and other liabilities	11	(2,454,407,168,962)	2,253,893,543,941
Change in prepaid expenses	12	(1,459,309,976)	(2,367,442,658)
Change in trading securities	13	(800,427,122,282)	-
		(2,752,903,236,527)	2,982,409,414,102
Interest paid	14	(155,149,686,768)	(103,649,850,019)
Corporate income tax paid	15	(270,794,734,904)	(351,542,882,158)
Net cash flows from operating activities	20	(3,178,847,658,199)	2,527,216,681,925

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

Masan Consumer Corporation
Separate statement of cash flows for the year ended 31 December 2022
(Indirect method – continued)

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

	Code	2022 VND	2021 VND
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for additions to fixed assets and other long-term assets	21	(34,633,947,673)	(15,909,753,028)
Proceeds from disposals of fixed assets	22	377,000,000	177,893,357
Payments for granting loans	23	(481,000,000,000)	(180,000,000,000)
Placements of term deposits to banks and payments for other investments	23	(6,794,600,000,000)	(2,143,600,000,000)
Receipts from collecting loans	24	291,000,000,000	102,670,000,000
Withdrawals of term deposits from banks and collections of other investments	24	1,350,000,000,000	2,433,600,000,000
Payments for investments in subsidiaries	25	(379,000,000,000)	(239,000,000,000)
Receipts from reduction of capital in a subsidiary	26	200,000,000,000	-
Receipts of interest and distributed profits	27	4,431,265,599,217	3,266,994,475,640
Net cash flows from investing activities	30	(1,416,591,348,456)	3,224,932,615,969
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from share capital issued	31	56,455,185,000	-
Proceeds from treasury shares reissued	31	-	495,372,840,000
Proceeds from borrowings from banks	33	14,486,261,760,711	15,877,954,028,430
Payments to settle loan principals to banks	34	(15,086,260,554,027)	(15,547,060,476,549)
Payments of dividends	36	(204,835,000)	(185,740,132,500)
Net cash flows from financing activities	40	(543,748,443,316)	640,526,259,381
Net cash flows during the year (50 = 20 + 30 + 40)	50	(5,139,187,449,971)	6,392,675,557,275
Cash and cash equivalents at beginning of the year	60	9,340,198,391,379	2,947,154,597,143
Effect of exchange rate fluctuations on cash and cash equivalents	61	(27,520,428)	368,236,961
Cash and cash equivalents at end of the year (70 = 50 + 60 + 61) (Note 4)	70	4,200,983,420,980	9,340,198,391,379

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

Masan Consumer Corporation
Separate statement of cash flows for the year ended 31 December 2022
(Indirect method – continued)

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

NON-CASH INVESTING AND FINANCING ACTIVITIES

	2022	2021
	VND	VND
Collection of loans receivable through net-off with dividends payable		- 3,002,982,502,500
Conversion of interest receivable to loans receivable principal	1,693,679,561,200	-
	1,693,679,561,200	-

1 March 2023

Prepared by:



Phan Thi Thuy Hoa
Chief Accountant

Approved by:





Huynh Viet Thang
Chief Financial Officer

Nguyen Hoang Yen
Authorised Representative

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

Masan Consumer Corporation
Notes to the separate financial statements for the year ended 31 December 2022

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

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

1. Reporting entity

(a) Ownership structure

Masan Consumer Corporation (“the Company”) is a joint stock company incorporated in Vietnam.

(b) Principal activities

The principal activities of the Company are to trade in food products; trade in non-alcoholic drinks, mineral water; trade in home care products under the Enterprise Registration Certificate No. 0302017440 issued by the Department of Planning and Investment of Ho Chi Minh City (“DPI”) on 31 May 2000 and its amendments.

(c) Normal operating cycle

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

(d) The Company’s structure

As at 31 December 2022, the Company had 1,378 employees (1/1/2022: 1,262 employees).

2. Basis of preparation

(a) Statement of compliance

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

The Company prepares and issues its consolidated financial statements separately. For a comprehensive understanding of the consolidated financial position as at 31 December 2022 of the Company and its subsidiaries (collectively referred to as “the Group”), their consolidated results of operations and their consolidated cash flows for the year then ended, these separate financial statements should be read in conjunction with the consolidated financial statements of the Group as at and for the year ended 31 December 2022.

Masan Consumer Corporation
Notes to the separate financial statements for the year ended 31 December 2022
(continued)

Form B 09 – DN
*(Issued under Circular No. 200/2014/TT-BTC
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(b) Basis of measurement

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

(c) Annual accounting period

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

(d) Accounting and presentation currency

The Company's accounting currency is Vietnam Dong ("VND"), which is also the currency used for separate financial statements presentation purposes.

3. Significant accounting policies

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

(a) Foreign currency transactions

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

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

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

(b) Cash and cash equivalents

Cash comprises cash balances and call deposits. Cash equivalents are short-term highly liquid investments that are readily convertible to known amounts of cash, are subject to an insignificant risk of changes in value, and are held for the purpose of meeting short-term cash commitments rather than for investment or other purposes.

Masan Consumer Corporation
Notes to the separate financial statements for the year ended 31 December 2022
(continued)

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

(i) Trading securities

Trading securities are those held by the Company for trading purpose i.e. purchased for resale with the aim of making profits over a short period of time. Trading securities are initially recognised at cost which include purchase price plus any directly attributable transaction costs. Subsequent to initial recognition, they are measured at cost less interest income for the period before investment acquisition date and allowance for diminution in value. An allowance is made for diminution in value of trading securities if there is evidence that market price of the securities item falls below its carrying amount. The allowance is reversed if the market price subsequently increases after the allowance was recognised. An allowance is reversed only to the extent that the securities' carrying amount does not exceed the carrying amount that has been determined if no allowance had been recognised.

(ii) Held-to-maturity investments

Held-to-maturity investments are those that the Board of Management of the Company has the intention and ability to hold until maturity. Held-to-maturity investments include term deposits at banks. These investments are stated at costs less allowance for doubtful debts.

(iii) Investments in subsidiaries

For the purpose of these separate financial statements, investments in subsidiaries are initially recognised at cost which includes purchase price plus any directly attributable transaction costs. Subsequent to initial recognition, these investments are stated at cost less allowance for diminution in value. An allowance is made for diminution in investment value if the subsidiary has suffered a loss which may cause the Company to lose its invested capital, unless there is evidence that the value of the investment has not been diminished. The allowance is reversed if the subsidiary subsequently made a profit that offsets the previous loss for which the allowance had been made. An allowance is reversed only to the extent that the investment's carrying amount does not exceed the carrying amount that would have been determined if no allowance had been recognised.

(d) Accounts receivable

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

(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 the estimated costs to sell.

The Company applies the perpetual method of accounting for inventories.

Masan Consumer Corporation
Notes to the separate financial statements for the year ended 31 December 2022
(continued)

Form B 09 – DN
(Issued under Circular No. 200/2014/TT-BTC
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(f) Tangible fixed assets

(i) Cost

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

(ii) Depreciation

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

▪ leasehold improvements	3 – 5 years
▪ office equipment	3 – 8 years
▪ machinery and equipment	3 – 7 years
▪ motor vehicles	3 – 7 years

(g) Intangible fixed assets

(i) Software

Cost of acquiring a new software, which is not an integral part of the related hardware, is capitalised and treated as an intangible fixed asset. Software cost is amortised on a straight-line basis over their estimated useful lives ranging from 4 years to 10 years.

(ii) Brand name

Cost of acquiring a brand name is capitalised and treated as an intangible fixed asset and is amortised on a straight-line basis over the estimated useful lives of 10 years.

(h) Construction in progress

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

Masan Consumer Corporation
Notes to the separate financial statements for the year ended 31 December 2022
(continued)

Form B 09 – DN
(Issued under Circular No. 200/2014/TT-BTC
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(i) Long-term prepaid expenses

Tools and supplies

Tools and supplies include assets held for use by the Company in the normal course of business whose costs of individual items are less than VND30 million and therefore not qualified for recognition as fixed assets under prevailing regulation. Costs of those assets are amortised on a straight-line basis over a period ranging from 2 years to 3 years.

(j) Accounts payable

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

(k) Provisions

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

(l) Equity

(i) *Share capital and share premium*

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

(ii) *Repurchase and reissue of ordinary shares (treasury shares)*

Before 1 January 2021

When shares recognised as equity are repurchased, the amount of the consideration paid, which includes directly attributable costs, net of tax effects, is recognised as a reduction from equity. Repurchased shares are classified as treasury shares under equity. When treasury shares are sold for reissue subsequently, cost of the reissued shares is determined on a weighted average basis. Any difference between the amount received and the cost of the shares reissued is presented within share premium.

Masan Consumer Corporation
Notes to the separate financial statements for the year ended 31 December 2022
(continued)

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

From 1 January 2021

Treasury shares are recognised only in respect of repurchased shares which are aggregated fractions of share arising when the Company issues shares to pay dividends or issues shares from equity reserves in accordance with an approved issuance plan. In all other cases, when shares recognised as equity are repurchased, their par value amount is recognised as a reduction to share capital. The difference between the par value and the amount of the consideration paid, which includes directly attributable costs, net of tax effects, is included in share premium.

This change in accounting policy has been applied prospectively from 1 January 2021 due to change in applicable laws and regulations on buying back shares.

(m) Taxation

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

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

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

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

(n) Revenue

Sale of goods

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

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Masan Consumer Corporation
Notes to the separate financial statements for the year ended 31 December 2022
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(o) Financial income and financial expenses

(i) Financial income

Financial income mainly comprises interest income from deposits at banks, loans receivable and other investing activities, profits distributed by subsidiaries and foreign exchange gains.

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

Profits distributed by subsidiaries are recognised when the right to receive profits distributed by subsidiaries is established. Distributed profits which are attributable to the period before investment acquisition date are deducted from the carrying amount of the investment.

(ii) Financial expenses

Financial expenses mainly comprise interest expense on borrowings and foreign exchange losses.

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.

(p) Operating lease payments

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

(q) Related parties

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

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(r) Comparative information

Comparative information in these separate financial statements is presented as corresponding figures. Under this method, comparative information for the prior year is included as an integral part of the current year separate financial statements and is intended to be read only in relation to the amounts and other disclosures relating to the current year. Accordingly, the comparative information included in these separate financial statements is not intended to present the Company's separate financial position, separate results of operations or separate cash flows for the prior year.

Comparative information was derived from the balances and amounts reported in the Company's separate financial statements as at and for the year ended 31 December 2021.

4. Cash and cash equivalents

	31/12/2022	1/1/2022
	VND	VND
Cash on hand	396,768,329	308,317,107
Cash at banks	5,151,854,466	6,990,074,272
Cash equivalents	4,195,434,798,185	9,332,900,000,000
Cash and cash equivalents in the separate statement of cash flows	4,200,983,420,980	9,340,198,391,379

Cash equivalents represented term deposits at banks with original terms to maturity of three months or less from their transaction dates.



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Notes to the separate financial statements for the year ended 31 December 2022 (continued)

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5. Financial investments

(a) Trading securities

	31/12/2022				1/1/2022			
	Quantity	Cost VND	Fair value VND	Allowance for diminution in value VND	Quantity	Cost VND	Fair value VND	Allowance for diminution in value VND
Corporate bonds issued by a third party	8,000,000	800,427,122,282	(*)	-	-	-	-	-

The Company purchased these bonds for trading purpose over a short period of time. The bonds have remaining terms to maturity of 27 months from the end of the annual accounting period and earn interest rate of 9.03% per annum for the first-four interest periods and 1.8% per annum plus medium and long-term lending rates quoted by selected bank to corporate customers for the remaining interest periods. These bonds are secured by guaranteed letter issued by Vietnam Technological and Commercial Joint Stock Bank, a related party and by assets of a third party. The Company has a commitment from a related party to purchase these bonds before 29 December 2023.

(*) The Company has not determined the fair value of the trading securities for disclosure in the separate financial statements because there is currently no guidance on determination of fair value using valuation techniques under Vietnamese Accounting Standards or the Vietnamese Accounting System for enterprises. The fair value of the trading securities may differ from their carrying amount.

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(b) Held-to-maturity investments – short-term

	31/12/2022	1/1/2022
	VND	VND
Term deposits at banks	79,600,000,000	-

Held-to-maturity investments represented term deposits at banks with remaining terms to maturity of twelve months or less from the end of the annual accounting period.

(c) Investments in subsidiaries

	31/12/2022		1/1/2022	
	% of equity owned and voting rights	Cost VND	% of equity owned and voting rights	Cost VND
Investments in subsidiaries:				
▪ Masan Food Company Limited (i)	100%	3,595,900,009,348	100%	3,446,400,009,348
▪ Masan Beverage Company Limited (ii)	100%	4,315,000,000,000	100%	4,315,000,000,000
▪ Masan Consumer (Thailand) Limited (iii)	99.99%	64,771,500,000	99.99%	64,771,500,000
▪ Masan HPC Company Limited (iv)	100%	605,000,000,000	100%	605,000,000,000
▪ Masan Innovation Company Limited (v)	100%	60,000,000,000	100%	30,500,000,000
		8,640,671,509,348		8,461,671,509,348

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

There was no allowance for diminution in value of investments in subsidiaries of the Company in these separate financial statements for the year ended 31 December 2022 and 2021.

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Notes to the separate financial statements for the year ended 31 December 2022

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- (i) Masan Food Company Limited (“MSF”) has 10 subsidiaries, which include (1) Masan Industrial One Member Company Limited (“MSI”), (2) Viet Tien Food Technology One Member Company Limited (“VTF”), (3) Masan PQ Corporation (“MPQ”), (4) Masan HD One Member Company Limited (“MHD”), (5) Masan MB One Member Company Limited (“MMB”), (6) Masan HG One Member Company Limited (“MHG”), (7) Nam Ngu Phu Quoc One Member Company Limited (“NPQ”), (8) Masan Long An Company Limited (“MLA”), (9) Masan HN Company Limited (“HNF”) and (10) Masan HG 2 Company Limited (“MH2”). These subsidiaries, except for MLA, HNF and MH2, are manufacturing companies and sell their products to the Company who then distributes them to the market. MH2 was established in December 2022. As at the date of issuance of these separate financial statements, MLA, HNF and MH2 have not yet started their operations. Please see Note 31 for significant transactions between the Company and these subsidiaries.

In accordance with restructuring in Masan Group, in September 2022, MSF transferred all equity interest in Masan JinJu Joint Stock Company (“MSJ”) and its branch to a related company. As the result of this transaction, MSJ and its branch were no longer a subsidiary of MSF.

- (ii) Masan Beverage Company Limited has 4 subsidiaries, which include (1) VinaCafé Bien Hoa Joint Stock Company (“VCF”), (2) Vinh Hao Mineral Water Corporation (“VHC”), (3) Kronfa., JSC (“KRP”) and (4) Quang Ninh Mineral Water Corporation (“QNW”). These subsidiaries are manufacturing companies and sell their products to the Company who then distributes them to the market. As at the date of issuance of these separate financial statements, KRP temporarily ceases its operation. Please see Note 31 for significant transactions between the Company and these subsidiaries.

In accordance with restructuring in Masan Group, during the year, Café De Nam Joint Stock Company had successfully completed the merger into Vinh Hao Mineral Water Corporation.

- (iii) Masan Consumer (Thailand) Limited (“MTH”) is a trading and distribution company and distributes the Company’s products in Thailand. Please see Note 31 for significant transactions between the Company and this subsidiary.
- (iv) Masan HPC Company Limited (“HPC”) has 1 subsidiary, NET Detergent Joint Stock Company (“NET”). NET is a home care products manufacturing company and distributes its products directly to the market and through the Company. Please see Note 31 for significant transactions between the Company and these subsidiaries.
- (v) Masan Innovation Company Limited (“INV”) has 2 subsidiaries, which include (1) Hi-Fresh Company Limited (“HIF”) and (2) Joins Pro Professional Laundry Company Limited (“JPR”). HIF operates retail stores to retail its consumer products to customers. JPR provides laundry services. Please see Note 31 for significant transactions between the Company and these subsidiaries.

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MTH is incorporated in Thailand. Other subsidiaries are incorporated in Vietnam.

Movements of the investments in subsidiaries during the year were as follows:

	2022	2021
	VND	VND
Opening balance	8,461,671,509,348	8,222,671,509,348
Additions during the year	379,000,000,000	239,000,000,000
Reductions during the year	(200,000,000,000)	-
Closing balance	<u>8,640,671,509,348</u>	<u>8,461,671,509,348</u>

6. Accounts receivable from customers

	31/12/2022	1/1/2022
	VND	VND
Receivable from related parties	370,196,506,412	265,052,115,608
Receivable from third parties	223,226,334,186	221,124,240,854
	<u>593,422,840,598</u>	<u>486,176,356,462</u>

Please see Note 31 for detailed balances with the related parties. The trade related amounts due from related parties were unsecured, interest free and are receivable within 30 to 180 days from issued invoice date.

7. Short-term loans receivable

	31/12/2022	1/1/2022
	VND	VND
Shor-term loans receivable from related parties	5,970,261,432,792	4,086,581,871,592
	<u>5,970,261,432,792</u>	<u>4,086,581,871,592</u>

The short-term loans receivable from the related parties were unsecured and earned annual interest as stipulated in the loan agreements. These loans mature in December 2023. Interest is receivable on the maturity date of loan agreements. Please see Note 31 for detailed balances with the related parties.

Masan Consumer Corporation**Notes to the separate financial statements for the year ended 31 December 2022**

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	31/12/2022 VND	1/1/2022 VND
Non-trade amounts due from related parties:		
▪ Distributed profits receivable	4,506,802,740,225	3,735,055,037,293
▪ Accrued short-term interest receivable (i)	-	2,093,059,136,807
▪ Short-term deposits (ii)	54,871,988,576	-
▪ Other receivables	-	3,881,928,929
Short-term deposits for other investments (iii)	5,365,000,000,000	-
Accrued interest receivable from other investments (iii)	189,047,876,706	-
Accrued interest receivable from deposits at banks and trading securities	19,513,143,139	14,716,094,795
Other short-term deposits	30,196,784,670	4,648,507,665
Others	1,423,521,221	736,194,924
	10,166,856,054,537	5,852,096,900,413

- (i) These represented short-term interest income receivable from loans provided to related parties. As at 31 December 2022, an amount of VND1,693,679,561,200 interest receivables was converted to short-term loans receivable. Please see Note 7 and Note 31 for further information.
- (ii) Short-term deposits represented deposits placed with a related party for warehouse rental.
- (iii) As at 31 December 2022, these balances represented the amounts deposited to third parties under investment cooperation contracts. According to these contracts, these third parties committed to pay the Company a minimum rate of return as agreed in the investment cooperation contracts.

(b) Other long-term receivables

	31/12/2022 VND	1/1/2022 VND
Long-term deposits	3,284,000,001	29,955,973,671

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9. Inventories

	31/12/2022		1/1/2022	
	Cost VND	Allowance VND	Cost VND	Allowance VND
Goods in transit	59,426,059,440	-	23,620,297,377	-
Raw materials	95,926,720,526	(2,219,508,902)	85,011,871,915	(4,710,931,401)
Tools and supplies	2,466,571,123	-	4,686,502,801	-
Finished goods	55,682,413,972	(942,320,432)	42,272,415,020	(1,497,534,974)
Merchandise inventories	640,430,391,759	(9,500,842,353)	514,119,930,752	(20,440,592,962)
Goods on consignment	3,098,791,000	-	5,674,077,458	-
	<u>857,030,947,820</u>	<u>(12,662,671,687)</u>	<u>675,385,095,323</u>	<u>(26,649,059,337)</u>

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

	2022 VND	2021 VND
Opening balance	26,649,059,337	18,884,348,806
Increase in allowance during the year	37,694,612,491	69,051,200,272
Allowance utilised during the year	(51,654,103,895)	(50,339,070,555)
Written back during the year	(26,896,246)	(10,947,419,186)
Closing balance	<u>12,662,671,687</u>	<u>26,649,059,337</u>

Included in inventories as at 31 December 2022 was VND12,663 million (1/1/2022: VND26,649 million) of slow-moving inventories.

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10. Tangible fixed assets

	Leasehold improvements VND	Office equipment VND	Machinery and equipment VND	Motor vehicles VND	Total VND
Cost					
Opening balance	52,322,721,945	26,295,609,567	4,012,032,589	10,603,833,592	93,234,197,693
Additions during the year	-	41,245,000	456,816,809	-	498,061,809
Transfer from construction in progress	-	2,822,121,074	216,827,273	6,033,152,765	9,072,101,112
Disposals	-	(464,230,756)	-	(1,355,142,213)	(1,819,372,969)
Closing balance	52,322,721,945	28,694,744,885	4,685,676,671	15,281,844,144	100,984,987,645
Accumulated depreciation					
Opening balance	52,322,721,945	19,562,109,141	3,156,844,278	5,841,974,250	80,883,649,614
Charge for the year	-	3,022,967,732	300,590,958	1,248,520,165	4,572,078,855
Disposals	-	(464,230,756)	-	(1,355,142,213)	(1,819,372,969)
Closing balance	52,322,721,945	22,120,846,117	3,457,435,236	5,735,352,202	83,636,355,500
Net book value					
Opening balance	-	6,733,500,426	855,188,311	4,761,859,342	12,350,548,079
Closing balance	-	6,573,898,768	1,228,241,435	9,546,491,942	17,348,632,145

Included in tangible fixed assets were assets costing VND64,934 million which were fully depreciated as of 31 December 2022 (1/1/2022: VND65,762 million), but which are still in active use.

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11. Intangible fixed assets

	Software VND	Brand name VND	Total VND
Cost			
Opening balance	289,078,074,497	636,363,636	289,714,438,133
Additions during the year	144,900,000	-	144,900,000
Transfer from construction in progress	847,745,163	-	847,745,163
Closing balance	290,070,719,660	636,363,636	290,707,083,296
Accumulated amortisation			
Opening balance	224,877,539,665	636,363,636	225,513,903,301
Charge for the year	35,614,002,860	-	35,614,002,860
Closing balance	260,491,542,525	636,363,636	261,127,906,161
Net book value			
Opening balance	64,200,534,832	-	64,200,534,832
Closing balance	29,579,177,135	-	29,579,177,135

Included in intangible fixed assets were assets costing VND13,049 million which were fully amortised as of 31 December 2022 (1/1/2022: VND13,049 million), but which are still in active use.

12. Construction in progress

	2022 VND
Opening balance	1,085,404,617
Additions during the year	36,103,229,406
Transfer to tangible fixed assets	(9,072,101,112)
Transfer to intangible fixed assets	(847,745,163)
Transfer to long-term prepaid expenses	(17,212,539,633)
Closing balance	10,056,248,115

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Major construction in progress at the end of the annual accounting period were as follows:

	31/12/2022 VND	1/1/2022 VND
Machinery and equipment	5,479,158,751	768,789,617
Others	4,577,089,364	316,615,000
	10,056,248,115	1,085,404,617

13. Long-term prepaid expenses

	Tools and supplies VND
Opening balance	8,548,881,323
Additions during the year	3,389,921,965
Transfer from construction in progress	17,212,539,633
Transfer from short-term prepaid expenses	1,184,201,820
Amortisation for the year	(8,457,289,751)
Closing balance	21,878,254,990

14. Deferred tax assets

Recognised deferred tax assets

	31/12/2022 VND	1/1/2022 VND
Accrued advertising, promotion and sale support expenses	152,534,227,134	180,862,498,139
Accrued logistic expenses	17,253,390,773	44,210,972,874
Accrued sale discounts	9,889,377,519	8,179,375,187
Other accruals	16,210,935,485	27,628,558,330
	195,887,930,911	260,881,404,530



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15. Accounts payable to suppliers

	31/12/2022 Cost/Amount within payment capacity VND	1/1/2022 Cost/Amount within payment capacity VND
Payable to related parties	1,779,573,106,709	3,934,165,298,997
Payable to third parties	140,944,449,229	110,443,768,620
	1,920,517,555,938	4,044,609,067,617

Please see Note 31 for detailed balances with the related parties. The trade related amounts due to the related parties were unsecured, interest free and are payable within 90 days from issued invoice date.

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Notes to the separate financial statements for the year ended 31 December 2022 (continued)

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16. Taxes payable to State Treasury

	1/1/2022 VND	Incurred VND	Paid VND	Deducted/Refunded VND	31/12/2022 VND
Value added tax	32,921,729,203	2,119,570,571,838	(63,915,218,651)	(2,061,601,964,483)	26,975,117,907
Corporate income tax	139,411,124,691	196,992,138,815	(270,794,734,904)	-	65,608,528,602
Personal income tax	3,599,864,729	109,619,376,956	(105,699,858,432)	(2,962,362,916)	4,557,020,337
Others	288,606,194	32,764,927,974	(33,010,788,035)	-	42,746,133
	176,221,324,817	2,458,947,015,583	(473,420,600,022)	(2,064,564,327,399)	97,183,412,979

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17. Accrued expenses

	31/12/2022	1/1/2022
	VND	VND
Advertising, promotion and sale support expenses	762,671,135,672	904,312,490,697
Bonus and 13 th month salary	107,610,192,940	158,037,870,946
Logistic expenses	86,266,953,864	221,054,864,369
Purchases not yet received invoices	61,746,112,358	29,769,726,565
Sale discounts	49,446,887,596	40,896,875,933
Exhibition expenses	30,866,532,380	54,459,304,548
Information and technology expenses	23,662,966,359	44,463,680,096
Interest expense	22,562,813,696	11,249,346,990
Market research expense	6,997,977,043	5,840,000,000
Others	18,583,099,985	33,866,991,632
	<hr/>	<hr/>
	1,170,414,671,893	1,503,951,151,776
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18. Other payables

(a) Other short-term payables

	31/12/2022	1/1/2022
	VND	VND
Trade union fee, social, health and unemployment insurances	6,330,259,562	7,568,407,430
Dividends payable	4,681,469,100	4,886,304,100
Others	79,787,008,776	812,240,524
	<hr/>	<hr/>
	90,798,737,438	13,266,952,054
	<hr/>	<hr/>

(b) Other long-term payables

	31/12/2022	1/1/2022
	VND	VND
Long-term deposits received	27,296,550,786	27,545,004,205
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Notes to the separate financial statements for the year ended 31 December 2022 (continued)

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19. Short-term borrowings

	1/1/2022		Movements during the year		31/12/2022	
	Carrying amount VND	Amount within repayment capacity VND	Addition VND	Decrease VND	Carrying amount VND	Amount within repayment capacity VND
Short-term borrowings	5,078,998,793,316	5,078,998,793,316	14,486,261,760,711	(15,086,260,554,027)	4,479,000,000,000	4,479,000,000,000

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

	Currency	Annual interest rate	31/12/2022 VND	1/1/2022 VND
Unsecured bank loans	VND	5.10% – 8.54%	4,479,000,000,000	3,566,000,000,000
Unsecured bank loans	USD	-	-	1,512,998,793,316
			<u>4,479,000,000,000</u>	<u>5,078,998,793,316</u>

Masan Consumer Corporation

Notes to the separate financial statements for the year ended 31 December 2022 (continued)

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	Share capital VND	Share premium VND	Treasury shares VND	Undistributed profits after tax VND	Total VND
Balance as at 1 January 2021	7,267,938,180,000	3,710,767,704,992	(1,640,252,631,255)	6,038,175,816,250	15,376,629,069,987
Treasury shares reissued (Note 21)	-	(150,213,464,134)	645,586,304,134	-	495,372,840,000
Net profit for the year	-	-	-	5,645,269,846,822	5,645,269,846,822
Dividends	-	-	-	(3,189,572,181,000)	(3,189,572,181,000)
Balance as at 1 January 2022	7,267,938,180,000	3,560,554,240,858	(994,666,327,121)	8,493,873,482,072	18,327,699,575,809
Share capital issued (Note 21)	6,680,610,000	49,774,575,000	-	-	56,455,185,000
Net profit for the year	-	-	-	5,383,834,648,255	5,383,834,648,255
Balance as at 31 December 2022	7,274,618,790,000	3,610,328,815,858	(994,666,327,121)	13,877,708,130,327	23,767,989,409,064

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21. Share capital, share premium and treasury shares

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

	31/12/2022		1/1/2022	
	Number of shares	VND	Number of shares	VND
Authorised and issued share capital				
Ordinary shares	727,461,879	7,274,618,790,000	726,793,818	7,267,938,180,000
Treasury shares				
Ordinary shares	10,915,388	994,666,327,121	10,915,388	994,666,327,121
Shares currently in circulation				
Ordinary shares	716,546,491	7,165,464,910,000	715,878,430	7,158,784,300,000
Share premium		3,610,328,815,858		3,560,554,240,858

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. All rights of shares bought back by the Company are suspended until those shares are reissued.

Share premium represents the excess of the proceeds on issuance of shares over their par value.

Movements in shares currently in circulation during the year were as follows:

	2022		2021	
	Number of shares	Par value VND	Number of shares	Par value VND
Balance at beginning of the year – currently in circulation	715,878,430	7,158,784,300,000	708,793,818	7,087,938,180,000
New shares issued by cash	668,061	6,680,610,000	-	-
Treasury shares reissued by cash	-	-	7,084,612	70,846,120,000
Balance at end of the year – currently in circulation	716,546,491	7,165,464,910,000	715,878,430	7,158,784,300,000

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22. Off balance sheet items

(a) Lease commitments

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

	31/12/2022 VND	1/1/2022 VND
Within 1 year	51,350,800,733	121,741,083,673
Within 2 to 5 years	23,035,920,000	51,681,466,053
	74,386,720,733	173,422,549,726

(b) Capital expenditure commitments

The Company had the following outstanding capital commitments approved but not provided for in the separate balance sheet:

	31/12/2022 VND	1/1/2022 VND
Approved and contracted	7,372,187,527	6,145,060,099
Approved but not contracted	2,696,498,216	10,723,998,227
	10,068,685,743	16,869,058,326

(c) Foreign currency

	31/12/2022		1/1/2022	
	Original currency	VND equivalent	Original currency	VND equivalent
USD	84,667	1,982,058,684	141,063	3,195,081,933

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23. Revenue from sale of goods

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

Net revenue comprised of:

	2022	2021
	VND	VND
Total revenue		
▪ Sale of goods	26,322,035,569,862	27,488,927,752,094
▪ Other sales	5,742,212,205	6,339,351,184
	26,327,777,782,067	27,495,267,103,278
Less revenue deductions		
▪ Sale discounts	82,995,484,789	244,519,271,483
▪ Sale returns	107,529,810,601	90,159,006,987
	190,525,295,390	334,678,278,470
Net revenue	26,137,252,486,677	27,160,588,824,808

24. Cost of sales

	2022	2021
	VND	VND
Total cost of sales		
▪ Goods sold	20,442,178,158,355	20,991,475,904,378
▪ Allowance for inventories	37,667,716,245	58,103,781,086
	20,479,845,874,600	21,049,579,685,464

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25. Financial income

	2022	2021
	VND	VND
Profits distributed by subsidiaries	4,346,526,609,804	4,518,850,147,972
Interest income from loans provided to related parties	278,847,218,913	347,813,141,449
Interest income from deposits at banks and other investments	372,104,822,875	155,580,332,668
Foreign exchange gains	10,041,843,538	9,386,076,015
	<hr/>	<hr/>
	5,007,520,495,130	5,031,629,698,104
	<hr/>	<hr/>

26. Financial expenses

	2022	2021
	VND	VND
Interest expense on borrowings from banks	166,463,153,474	103,333,487,659
Foreign exchange losses	25,103,881,773	18,148,514,223
Others	16,664,529,597	7,448,471,350
	<hr/>	<hr/>
	208,231,564,844	128,930,473,232
	<hr/>	<hr/>

27. Selling expenses

	2022	2021
	VND	VND
Advertising, promotion and sale support expenses	2,878,548,050,159	3,058,307,118,746
Logistic expenses	800,947,226,798	824,585,862,039
Staff costs	447,748,184,436	425,398,320,210
Exhibition expenses	45,816,632,628	124,713,479,560
Leased line system and information technology services	48,842,622,142	37,601,187,194
Marketing research expense	13,647,960,852	17,909,290,833
Others	61,772,516,268	47,285,085,633
	<hr/>	<hr/>
	4,297,323,193,283	4,535,800,344,215
	<hr/>	<hr/>

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28. General and administration expenses

	2022 VND	2021 VND
Staff costs	266,475,966,897	236,558,220,866
Office rental	68,122,834,206	65,591,424,850
Leased line system and information technology services	56,636,893,232	63,315,391,894
Research and development expenses	38,241,793,836	23,301,620,441
Depreciation and amortisation of fixed assets	22,597,387,527	21,677,425,239
Others	59,147,825,710	137,783,613,524
	511,222,701,408	548,227,696,814

29. Trading and business costs by elements

	2022 VND	2021 VND
Cost of merchandise goods sold	20,442,178,158,354	20,991,475,904,378
Staff costs	714,224,151,333	661,956,541,076
Depreciation and amortisation	40,186,081,715	39,109,617,053
Outside services	3,950,804,013,853	4,215,325,375,557
Others	140,999,364,036	225,740,288,429
	25,714,382,349,291	26,233,125,526,893

30. Income tax

(a) Recognised in the separate statement of income

	2022 VND	2021 VND
Current tax expense		
Current year	196,992,138,815	352,617,263,129
Deferred tax expense/(benefit)		
Origination and reversal of temporary differences	64,993,473,619	(69,640,150,503)
	261,985,612,434	282,977,112,626

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(b) Reconciliation of effective tax rate

	2022	2021
	VND	VND
Accounting profit before tax (*)	5,645,820,260,689	5,928,246,959,448
Tax at the Company's tax rate	1,129,164,052,138	1,185,649,391,890
Tax exempt income	(869,305,321,961)	(903,770,029,594)
Non-deductible expenses	2,126,882,257	1,097,750,330
	261,985,612,434	282,977,112,626

(*) The Company's accounting profit before tax included VND4,346,527 million (2021: VND4,518,850 million) of profits distributed by subsidiaries which is not subject to tax.

(c) Applicable tax rates

The Company has an obligation to pay corporate income tax to the government at usual income tax rate of 20% of taxable profits.

(d) Tax contingencies

The taxation laws and their application in Vietnam are subject to interpretation and change over time as well as from one tax office to another. The final tax position may be subject to audit by a number of authorities, who are enabled by law to impose severe fines, penalties and interest charges. These facts may create tax risks in Vietnam that are substantially more significant than in other countries. The Board of Management believes that it has adequately provided for tax liabilities based on its interpretation of tax legislation, including transfer pricing requirements and computation of corporate income tax. However, the relevant authorities may have differing interpretations and the effects could be significant.

**Masan Consumer Corporation**

Notes to the separate financial statements for the year ended 31 December 2022 (continued)

Form B 09 – DN*(Issued under Circular No. 200/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance)***31. Significant transactions and balances with related parties**

During the year and as at the year end, the Company had the following transactions and balances with its related parties:

Relationship	Nature of transactions ^d	Transaction value		Receivable/(Payable) as at	
		2022 VND	2021 VND	31/12/2022 VND	1/1/2022 VND
Intermediate parent companies					
Masan Group Corporation	Sale of goods and services	203,421,872	84,243,994	18,881,346	5,739,999
	Management fee	6,961,885,607	2,209,168,281	10,088,159,277	2,430,085,109
The CrownX Corporation	Management fee	6,184,540,884	-	(6,679,304,155)	-
Parent company					
MasanConsumerHoldings Company Limited	Dividends declared	-	3,021,089,152,500	-	-
	Dividends paid through net-off with loans receivable	-	3,002,982,502,500	-	-
	Dividends paid by cash	-	18,106,650,000	-	-
Subsidiaries					
Masan Food Company Limited	Distributed profits	4,281,703,539,804	3,602,063,334,584	4,506,802,740,225	3,627,549,218,905
	Capital contribution	349,500,000,000	211,500,000,000	-	-
	Capital reduction	200,000,000,000	-	-	-
Masan Innovation Company Limited	Capital contribution	29,500,000,000	27,500,000,000	-	-
Masan HPC Company Limited	Distributed profits	58,518,150,000	70,516,503,388	-	294,723,388
	Sale of goods	-	341,169	-	-

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Relationship	Nature of transactions	Transaction value		Receivable/(Payable) as at	
		2022 VND	2021 VND	31/12/2022 VND	1/1/2022 VND
Masan HD One Member Company Limited	Sale of goods	101,237,611,022	111,140,642,378	-	-
	Purchase of goods	1,981,670,061,868	2,109,614,479,377	(160,111,502,850)	(129,554,375,771)
Masan Industrial One Member Company Limited	Sale of goods	279,965,616,513	443,257,939,427	-	-
	Sale of fixed assets	-	30,000,000	-	-
	Purchase of goods and services	5,588,209,800,975	7,274,786,787,940	(130,853,574,311)	(1,387,299,783,937)
	Loans provided, including conversion of interest receivable to loans receivable principal	898,243,410,521	180,000,000,000	2,984,825,282,113	2,086,581,871,592
	Collection of loans through net-off with dividends payable	-	1,178,982,502,500	-	-
	Collection of loans by cash	-	18,170,000,000	-	-
	Interest income from loans receivable	139,620,424,395	162,692,963,370	-	1,237,622,986,126
	Management fee	62,941,589	-	(67,590,811)	-
Masan MB One Member Company Limited	Sale of goods	242,713,830,983	264,263,224,575	-	-
	Sale of fixed assets	-	1,964,544	-	-
	Purchase of goods	5,259,612,198,967	5,585,505,063,208	(380,597,471,566)	(1,689,549,214,657)
	Loans provided, including conversion of interest receivable to loans receivable principal	985,436,150,679	-	2,985,436,150,679	2,000,000,000,000
	Collection of loans through net-off with dividends payable	-	1,824,000,000,000	-	-
	Interest income from loans receivable	129,999,999,998	183,270,794,518	-	855,436,150,681

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Relationship	Nature of transactions	Transaction value		Receivable/(Payable) as at	
		2022 VND	2021 VND	31/12/2022 VND	1/1/2022 VND
Masan JinJu Joint Stock Company and its branch (Note 5(c)(i))	Sale of goods	6,044,089,115	7,775,751,080	-	-
	Purchase of goods	1,175,460,725,883	1,047,993,853,750	-	(152,093,792,921)
	Loans provided	291,000,000,000	-	-	-
	Interest income from loans receivable	6,559,301,370	-	-	-
Masan HG One Member Company Limited	Sale of goods	129,200,164,379	64,053,323,486	-	-
	Sale of fixed assets	-	6,940,206	-	-
	Purchase of goods	2,335,612,071,870	1,080,392,011,272	(401,208,775,828)	(435,458,908,979)
	Collection of loans by cash	-	84,500,000,000	-	-
	Interest income from loans receivable	-	1,849,383,561	-	-
Viet Tien Food Technology One Member Company Limited	Sale of goods	11,804,068	11,444,584	6,305,753	-
Masan PQ Corporation	Sale of goods	4,974,082	11,270,172	-	-
	Purchase of goods	194,503,560	163,307,232	(208,521,844)	-
Nam Ngu Phu Quoc One Member Company Limited	Sale of goods	1,522,863,910	1,998,134,762	-	-
	Purchase of goods	86,425,569,590	171,404,168,668	(43,200,305,978)	(37,578,511,695)
Masan Beverage Company Limited	Distributed profits	6,304,920,000	846,270,310,000	-	107,211,095,000
VinaCafé Bien Hoa Joint Stock Company	Sale of goods	50,075,265,565	65,788,308,853	-	-
	Purchase of goods and services	1,865,485,884,596	1,957,512,103,704	(382,201,922,442)	(56,024,667,533)

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Relationship	Nature of transactions	Transaction value		Receivable/(Payable) as at	
		2022 VND	2021 VND	31/12/2022 VND	1/1/2022 VND
Café De Nam Joint Stock Company	Sale of goods	34,642,074	80,713,901	-	-
	Purchase of goods	3,591,812,064	2,425,233,972	-	(724,170,586)
Vinh Hao Mineral Water Corporation	Sale of goods	118,967,091	284,833,420	-	-
	Purchase of goods and services	493,369,145,751	412,593,017,051	(25,649,750,928)	(14,374,455)
Quang Ninh Mineral Water Corporation	Sale of goods	87,123,215	333,162,450	-	-
	Purchase of goods and services	258,746,205,469	215,383,895,749	(54,825,739,012)	(28,043,819,863)
Masan Consumer (Thailand) Limited	Sale of goods	56,784,491,291	68,807,880,317	-	9,616,460,290
NET Detergent Joint Stock Company	Sale of goods	68,153,079,512	-	-	-
	Purchase of goods and services	236,467,719,634	167,246,939,637	(59,286,912,372)	(17,823,678,600)
	Purchase of materials on behalf	63,983,041,871	-	-	-
Hi-Fresh Company Limited	Sale of goods	81,501,177	86,544,267	715,515	9,725,211
	Sale of fixed assets	-	2,624,971	-	-
Joins Pro Professional Laundry Company Limited	Sale of goods	14,585,181	-	16,043,699	-
Other related parties					
Masan JinJu Joint Stock Company and its branch (Note 5(c)(i))	Sale of goods	1,853,017,123	-	-	-
	Purchase of goods	391,034,495,043	-	(130,267,562,017)	-
	Collection of loans by cash	291,000,000,000	-	-	-
	Interest income from loans receivable	2,667,493,150	-	-	-



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Relationship	Nature of transactions	Transaction value		Receivable/(Payable) as at	
		2022 VND	2021 VND	31/12/2022 VND	1/1/2022 VND
Masan Master Brewer Company Limited	Sale of goods	1,392,392	947,232	181,412	-
Masan Brewery Distribution One Member Company Limited	Sale of goods	6,877,823,784	293,746,266	3,086,982,491	-
	Purchase of goods	7,705,937,705	9,964,827,525	-	-
	Management fee	35,540,419,406	31,836,087,648	43,423,973,251	25,645,053,000
Masan Brewery HG One Member Company Limited	Sale of goods	2,509,022,069	21,002,393	12,517,422	-
	Purchase of goods	834,620	-	-	-
	Management fee	-	2,607,980,855	2,654,132,879	2,868,778,941
Masan Brewery PY One Member Company Limited	Sale of goods	55,737,068	21,250,239	12,191,338	-
Masan Brewery MB Company Limited	Deposits for warehouse rental	54,871,988,576	-	54,871,988,576	-
MML Farm Nghe An Company Limited	Sale of goods	-	75,792,465	-	-
	Management fee	377,092,445	2,600,920,637	73,923,379	1,600,876,379
Masan MEATLife Corporation	Sale of goods	35,686,364	76,855,801	5,576,728	2,800,001
	Management fee	40,311,911,535	8,607,773,646	44,338,995,834	3,460,908,168
MEATDeli Sai Gon Company Limited	Sale of goods	1,191,782,999	284,914,631	79,417,000	114,244,571
	Purchase of goods	132,313,771	444,647,973	-	-
	Management fee	3,879,530,906	4,892,782,698	1,991,201,521	3,575,300,853

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Relationship	Nature of transactions	Transaction value		Receivable/(Payable) as at	
		2022 VND	2021 VND	31/12/2022 VND	1/1/2022 VND
MEATDeli HN Company Limited	Sale of goods	1,522,457,239	683,951,377	6,480,000	248,956,759
	Purchase of goods	-	789,887,621	-	-
	Management fee	2,736,380,953	7,822,891,631	1,592,653,552	5,377,861,008
3F VIET Food Company Limited	Sale of goods	177,632,432	45,258,334	6,949,390	16,300,106
	Purchase of goods	4,404,000	34,522,000	-	-
	Management fee	184,581,341	-	147,846,759	-
3F VIET Joint Stock Company	Sale of goods	-	24,399,003	-	-
Nui Phao Mining Company Limited	Sale of goods	1,524,892,691	1,180,851,176	318,612,735	80,359,849
	Management fee	122,030,349	786,572,799	999,463,463	865,230,079
Wincommerce General Commercial Services Joint Stock Company	Sale of goods	1,113,291,788,103	1,351,108,613,551	254,845,548,436	212,986,454,214
	Purchase of goods and services	212,927,232,933	268,157,541,585	(3,498,316,480)	-
	Office rental support fee	23,400,773,330	17,550,000,000	3,342,739,292	-
	Settlement discount and other sale support payable	19,166,264,098	10,106,180,275	-	-
	Other receivables	-	-	17,000,000	124,280,000
Wineco Agricultural Investment Development and Production Limited Liability Company	Sale of goods	-	1,952,273	7,572,247	-
	Purchase of goods and services	9,542,463	-	-	-
	Office rental support fee	811,032,816	450,000,000	74,344,675	-

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Relationship	Nature of transactions	Transaction value		Receivable/(Payable) as at	
		2022 VND	2021 VND	31/12/2022 VND	1/1/2022 VND
Phuc Long Heritage Corporation	Sale of goods	1,111,876,205	26,281,819	172,941,899	28,910,000
	Purchase of goods	7,986,469,535	521,126,917	(787,784,400)	-
	Management fee	1,889,883,833	-	2,041,074,540	-
Mobicast Joint Stock Company	Sale of goods	9,238,570	-	9,977,656	-
	Purchase of services	3,915,789,415	-	(132,898,031)	-
The Supra Corporation	Sale of goods	126,046,020	-	13,376,167	-
	Purchase of services	258,418,020	-	-	-
	Management fee	747,895,144	-	807,726,756	-
Techcom Securities Joint Stock Company (*)	Purchase of trading securities	1,357,768,622,282	-	-	-
	Sale of trading securities	557,341,500,000	-	-	-
Key management personnel (**)	Remuneration to key management personnel	13,170,123,992	24,263,703,783	-	-

(*) As at 31 December 2022 and 1 January 2022, the Company also had current and term deposit accounts at Vietnam Technological and Commercial Joint Stock Bank (“Techcombank”), a related party, at normal commercial terms.

As at 31 December 2022, the Company provided guarantees over the bank loans of its related parties with the carrying value of VND1,836 billion (1/1/2022: VND1,416 billion).

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(**) Included in the remuneration to key management personnel, the actual board fees, salary and bonus for each member of the Company's Board of Directors and the Company's Chief Executive Officer were as follows:

Name	Position	2022 VND	2021 VND
Board of Directors			
<i>Fee and bonus</i>			
Mr Danny Le	Chairman	-	-
Mr Truong Cong Thang	Member	-	-
Ms Nguyen Hoang Yen	Member	-	-
Mr Nguyen Thieu Quang	Member	-	-
Ms Nguyen Thi Thu Ha	Member	-	-
Ms Nguyen Thu Hien	Member	-	-
Board of Management			
<i>Salary, bonus and other benefits</i>			
Mr Truong Cong Thang	Chief Executive Officer	6,592,776,987	17,767,338,616

32. Post balance sheet events

There have been no significant events occurred after the balance sheet date which would require adjustments or disclosures to be made in these separate financial statements.

1 March 2023

Prepared by:

 Phan Thi Thuy Hoa
 Chief Accountant

Approved by:


 Huynh Viet Thang
 Chief Financial Officer
 Nguyen Hoang Yen
 Authorised Representative



