### **Masan Consumer Corporation**

Separate Financial Statements for the six-month period ended 30 June 2017

### Masan Consumer Corporation Corporate Information

Business Registration Certificate No. 0302017440

31 May 2000

The Company's Business Registration Certificate has been amended several times, the most recent of which is dated 11 July 2017. The Business Registration Certificate and its amendments were issued by the Department of Planning and Investment of Ho Chi Minh City.

**Board of Directors** 

Mr Truong Cong Thang

Chairman

(from 23 June 2017)

Dr Nguyen Dang Quang

(from 23 June 2017)

Chairman

Member

(until 23 June 2017)

Mr Ho Hung Anh Ms Nguyen Hoang Yen Mr Nguyen Thieu Quang Mr Seokhee Won Member Member Member

Member

**Board of Management** 

Mr Seokhee Won Ms Nguyen Hoang Yen Mr Pham Hong Son Mr Pham Dinh Toai Mr Le Trung Thanh Chief Executive Officer

Deputy Chief Executive Officer Deputy Chief Executive Officer Deputy Chief Executive Officer Deputy Chief Executive Officer

(until 15 February 2017)

Mr Nguyen Anh Nguyen Ms Dinh Kim Nhung Deputy Chief Executive Officer Deputy Chief Executive Officer

**Registered Office** 

12<sup>th</sup> Floor, MPlaza Saigon Tower 39 Le Duan, Ben Nghe Ward District 1, Ho Chi Minh City Vietnam

1

### Masan Consumer Corporation Separate balance sheet as at 30 June 2017

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

	Code	Note	30/6/2017 VND	1/1/2017 VND
ASSETS				
Current assets (100 = 110 + 120 + 130 + 140 + 150)	100		2,781,253,217,924	10,349,274,001,384
Cash and cash equivalents	110	4	1,650,283,566,732	4,696,551,755,028
Cash	111		4,903,566,732	20,951,755,028
Cash equivalents	112		1,645,380,000,000	4,675,600,000,000
Short-term financial investments	120		-	1,279,948,841,175
Held-to-maturity investments	123	5(a)	-	1,279,948,841,175
Accounts receivable – short-term	130		1,000,145,053,702	4,283,852,563,033
Accounts receivable from customers	131		278,877,078,780	333,636,196,490
Prepayments to suppliers  Loans receivable — short-term	132 135	7	49,818,712,268	6,589,975,715 1,663,716,876,592
Other short-term receivables	136	6(a)	671,449,262,654	2,279,909,514,236
Inventories	140	8	126,803,005,723	79,445,760,231
Inventories	141		129,048,833,690	79,725,053,827
Allowance for inventories	149		(2,245,827,967)	(279,293,596)
Other current assets	150		4,021,591,767	9,475,081,917
Short-term prepaid expenses	151		3,556,771,852	9,475,081,917
Deductible value added tax	152		464,819,915	-

### Masan Consumer Corporation Separate balance sheet as at 30 June 2017 (continued)

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

	Code	Note	30/6/2017 VND	1/1/2017 VND
Long-term assets (200 = 210 + 220 + 240 + 250 + 260)	200		9,042,231,639,014	5,087,719,815,800
Accounts receivable – long-term Loans receivable – long-term Other long-term receivables	210 215 216	7 6(b)	<b>4,001,832,399,710</b> 3,806,716,876,592 195,115,523,118	<b>20,667,561,158</b> - 20,667,561,158
Fixed assets Tangible fixed assets Cost Accumulated depreciation Intangible fixed assets Cost Accumulated depreciation	220 221 222 223 227 228 229	9	254,349,415,376 52,262,137,781 97,214,208,884 (44,952,071,103) 202,087,277,595 276,132,945,827 (74,045,668,232)	277,006,087,390 59,257,935,176 98,550,132,221 (39,292,197,045) 217,748,152,214 275,063,053,160 (57,314,900,946)
Long-term work in progress  Construction in progress	<b>240</b> 242	11	<b>604,610,625</b> 604,610,625	<b>4,413,036,077</b> 4,413,036,077
Long-term financial investments Investments in subsidiaries	<b>250</b> 251	5(b)	<b>4,665,771,509,348</b> 4,665,771,509,348	<b>4,665,771,509,348</b> 4,665,771,509,348
Other long-term assets Long-term prepaid expenses Deferred tax assets	260 261 262	12	<b>119,673,703,955</b> 12,257,616,141 107,416,087,814	<b>119,861,621,827</b> 12,445,534,013 107,416,087,814
TOTAL ASSETS $(270 = 100 + 200)$	270		11,823,484,856,938	15,436,993,817,184

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

	Code	Note	30/6/2017 VND	1/1/2017 VND
RESOURCES				
LIABILITIES $(300 = 310)$	300		2,791,919,747,618	4,246,769,360,739
Current liabilities	310		2,791,919,747,618	4,246,769,360,739
Accounts payable to suppliers short-term	311	13	414,763,728,096	1,671,575,048,391
Advances from customers	312		18,741,042,646	9,751,691,244
Taxes payable to State Treasury	313	14	4,822,125,145	107,811,056,859
Accrued expenses	315	15	437,845,369,883	581,410,189,142
Other short-term payables	319	16	45,525,612,783	16,908,965,636
Short-term borrowings	320	17	1,870,221,869,065	1,859,312,409,467
EQUITY $(400 = 410)$	400		9,031,565,109,320	11,190,224,456,445
Owners' equity	410	18	9,031,565,109,320	11,190,224,456,445
Share capital	411	19	5,381,601,170,000	5,381,601,170,000
- Ordinary shares with voting rights	411a		5,381,601,170,000	5,381,601,170,000
Share premium	412	19	5,088,056,394,992	5,088,056,394,992
Treasury shares	415	19	(1,640,252,631,255)	(1,640,252,631,255)
Undistributed profits after tax	421		202,160,175,583	2,360,819,522,708
<ul> <li>Undistributed profits after tax brought forward</li> </ul>	421a		20,098,996,208	-
<ul> <li>Undistributed profit after tax for the current period</li> </ul>	421b		182,061,179,375	2,360,819,522,708
TOTAL RESOURCES $(440 = 300 + 400)$	440		11,823,484,856,938	15,436,993,817,184

Prepared by:

Huynh Viet Thang

Chief Accountant

27 July 2017

Approved by:

Pham Dinh Toai Acting Chief Financial Officer Seokhee Won

Chief Executive Officer

Masan Consumer Corporation Separate statement of income for the six-month period ended 30 June 2017

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

	Code	Note	Quarter II	ler II	Year to date	date
			2017 VND	2016 VND	2017 VND	2016 VND
Revenue from sales of goods and provision of services	01	21	2,447,999,329,424	2,473,899,998,611	3,925,655,946,309	4,377,561,337,269
Revenue deductions	02	21	38,704,904,345	14,499,339,357	48,611,986,719	26,547,859,285
Net revenue (10 = 01 - 02)	10	21	2,409,294,425,079	2,459,400,659,254	3,877,043,959,590	4,351,013,477,984
Cost of sales	Ξ	22	1,814,121,414,082	2,000,677,613,697	2,954,348,783,463	3,558,323,789,430
Gross profit $(20 = 10 - 11)$	20		595,173,010,997	458,723,045,557	922,695,176,127	792,689,688,554
Financial income	21	23	83,215,356,475	92,276,306,726	412,931,035,594	590,175,481,562
Financial expenses	22	24	19,408,399,127	15,254,870,493	30,115,419,960	29,849,116,385
In which: Interest expense	23		19,344,406,249	15,104,490,349	29,914,028,866	29,691,472,997
Selling expenses	25		567,825,215,921	425,382,464,323	974,311,086,404	904,443,473,310
General and administration expenses	26		75,720,211,988	101,264,598,683	149,132,231,561	194,859,551,932
Net operating profit ${30 = 20 + (21 - 22) - (25 + 26)}$	30	'	15,434,540,436	9,097,418,784	182,067,473,796	253,713,028,489
Other income	31		288,196,844	168,986,326	354,057,122	428,881,448
Other expenses	32	1	74,402,871	1,669,023,464	360,351,543	1,735,254,276
Results of other activities $(40 = 31 - 32)$	40	•	213,793,973	(1,500,037,138)	(6,294,421)	(1,306,372,828)
Accounting profit before $\tan (50 = 30 + 40)$	20	1	15,648,334,409	7,597,381,646	182,061,179,375	252,406,655,661
(Carried forward to next page)						

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

Separate statement of income for the six-month period ended 30 June 2017 (continued) Masan Consumer Corporation

Form B 02a – DN (Issued under Circular No. 200/2014/TT-BTC

	NG TY  NG	Approved by: Công TY  Công TY  Công TY  Công TY  Công TY  Công TY  Approved by: Cô Phần  Hàng Tiều ĐỦNG  MASAN  Seok	27 July 2017  Pham Dinh Toai  Acting Chief Financial Officer	Act		Prepared by:  Huynh Viet Thang  Chief Accountant
249,295,230,924	182,061,179,375	(4,220,773,796)	15,648,334,409		09	Net profit after tax $(60 = 50 - 51 - 52)$
3,111,424,737		11,818,155,442	1	n.	52	Income tax expense - deferred
Ĭ	ī		ľ		51	Income tax expense - current
252,406,655,661	182,061,179,375	7,597,381,646	15,648,334,409		20	Accounting profit before $\tan (50 = 30 + 40)$ (brought forward from previous page)
2016 VND	2017 VND	2016 VND	2017 VND			
date	Year to date	п	Quarter II	Code Note	Code	
(15suca unaet Circular 190, 200/2014) 11-B1C 22 December 2014 of the Ministry of Finance)	dated 22 December 2014 of the Ministry of Finance)	dati				

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

### Masan Consumer Corporation Separate statement of cash flows for the six-month period ended 30 June 2017 (Indirect method)

	Code	For the six-mont	h period ended
		30/6/2017	30/6/2016
		VND	VND
CASH FLOWS FROM OPERATING ACTIVITIE	ES		
Accounting profit before tax	01	182,061,179,375	252,406,655,661
Adjustments for			
Depreciation and amortisation	02	23,802,385,881	21,877,489,919
Allowances and provisions	03	3,548,152,930	6,694,437,786
Exchange losses arising from revaluation			
of monetary items denominated in foreign currencies	04	16,081,019	34,871,000
(Gains)/losses on disposals of fixed assets and			
construction in progress	05	(250,000,000)	1,704,959,316
Interest income, distributed profits and related			
income from investing activities	05	(412,754,309,757)	(589,980,126,244)
Interest expense	06	29,914,028,866	29,691,472,997
Operating loss before changes in working capital	08	(173,662,481,686)	(277,570,239,565)
Change in receivables and other current assets	09	(25,518,341,145)	36,110,503,161
Change in inventories	10	(50,905,398,422)	(60,434,045,428)
Change in payables and other liabilities	11	(1,419,872,437,132)	(526,917,716,800)
Change in prepaid expenses	12	10,423,546,014	223,511,124
		(1,659,535,112,371)	(828,587,987,508)
Interest paid	14	(29,929,659,906)	(29,903,528,926)
Corporate income tax paid	15	(48,221,652,715)	(66,057,681,306)
Net cash flows from operating activities	20	(1,737,686,424,992)	(924,549,197,740)

### Masan Consumer Corporation Separate statement of cash flows for the six-month period ended 30 June 2017 (Indirect method - continued)

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

9	Code	For the six-mon	th period ended
		30/6/2017	30/6/2016
		VND	VND
CASH FLOWS FROM INVESTING ACTIVITY	IES		
Payments for additions to fixed assets and other			
long-term assets	21	(2,356,416,477)	(23,092,667,958)
Proceeds from disposals of fixed assets and			
construction in progress	22	250,000,000	2,994,089,006
Loans provided	23	(3,330,405,000,000)	(3,131,978,712,592)
Collections of loans	24	-	6,729,614,068,000
Placement of term deposits to banks	23	(742,018,000,000)	(14,411,800,000,000)
Withdrawal of term deposits	24	2,021,966,841,175	11,938,800,000,000
Payments for investments in subsidiaries	25	-	(392,500,000,000)
Receipts of interest and dividends	27	1,883,952,463,804	1,360,299,101,008
Net cash flows from investing activities	30	(168,610,111,498)	2,072,335,877,464
CASH FLOWS FROM FINANCING ACTIVIT	IES		
Proceeds from share capital issued	31	-	30,000,000,000
Proceeds from borrowings	33	2,280,359,942,349	2,878,958,860,657
Payments to settle loan principals	34	(2,269,450,482,751)	(2,998,583,082,871)
Payments of dividends	36	(1,150,886,772,700)	(999,045,130,400)
Net cash flows from financing activities	40	(1,139,977,313,102)	(1,088,669,352,614)
Net cash flows during the period $(50 = 20 + 30 + 40)$	50	(3,046,273,849,592)	59,117,327,110
Cash and cash equivalents at the beginning of the period	60	4,696,551,755,028	1,448,427,905,127
Effect of exchange rate fluctuations	61	5,661,296	(34,445,109)
Cash and cash equivalents at the end of the period $(70 = 50 + 60 + 61)$	70	1,650,283,566,732	1,507,510,787,128

### Masan Consumer Corporation Separate statement of cash flows for the six-month period ended 30 June 2017 (Indirect method - continued)

Form B 03a - DN

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

### NON-CASH INVESTING AND FINANCING TRANSACTIONS

For the six-month period ended

30/6/2017 VND 30/6/2016 VND

Net-off dividends payable with loan receivables

from related parties

1,187,405,000,000

Approved by:

1,889,261,836,000

27 July 2017

Prepared by:

Huynh Viet Thang Chief Accountant

Pham Dinh Toai
Acting Chief Financial Officer

T.P HOSeokhee Won Chief Executive Officer

Form B 09a - 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 and mineral water; advise and execute trade promotion activities and provide architectural and related technical consultancy services under Business 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) Company structure

As at 30 June 2017, the Company has 3 subsidiaries (1/1/2017: 4 subsidiaries) as listed at Notes 5(b).

As at 30 June 2017, the Company had 1,084 employees (1/1/2017: 1,192 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 Company's consolidated financial position, its consolidated results of operations and its consolidated cash flows, these separate financial statements should be read in conjunction with the consolidated financial statements.

### (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 are prepared using the indirect method.

### **Masan Consumer Corporation**

Notes to the separate financial statements for the six-month period ended 30 June 2017 (continued)

Form B 09a - DN

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

### (c) Annual accounting period

The annual accounting period of the Company is from 1 January to 31 December. The separate financial statements are prepared for the six-month period ended 30 June 2017.

### (d) Accounting and presentation currency

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

### (e) Corresponding figures

The corresponding figures as at 1 January 2017 were brought forward from the audited figures as at 31 December 2016 and certain figures are reclassifiled for the financial statement presentation purpose.

### 3. Summary of 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 period 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 rate and selling rate at the end of the 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 amount 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.

### (c) Investments

### (i) Held-to-maturity investments

Held-to-maturity investments are those that the Company's Board of Management 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.

Form B 09a - DN

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

### (ii) Investments in subsidiaries

For the purpose of the 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 investee has suffered a loss, except where such a loss was anticipated by the Company's Board of Management before making the investment. The allowance is reversed if the investee 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 from customers and other receivables

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 selling expenses.

The Company applies the perpetual method of accounting for inventories.

### (f) Tangible fixed assets

### (i) Cost

Tangible fixed assets are stated at cost less accumulated depreciation. The initial cost of a tangible fixed asset comprises its purchase price, including import duties, non-refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition for its intended use. Expenditure incurred after tangible fixed assets have been put into operation, such as repair and maintenance and overhaul cost, is charged to the separate statement of income in the period in which the costs are 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	4 - 6 years
	leasehold improvements	3 - 5 years
	office equipment	3 - 8 years
	machinery and equipment	3 - 7 years
	motor vehicles	3 - 7 years

### **Masan Consumer Corporation**

Notes to the separate financial statements for the six-month period ended 30 June 2017 (continued)

Form B 09a - DN

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

### (g) Intangible fixed assets

### (i) Software

Cost of acquiring 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 their useful lives ranging from 4 to 10 years.

### (ii) Brand name

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

### (h) 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.

### (i) Long-term prepaid expenses

### Tools and supplies

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

### (j) Accounts payable to suppliers and other payables

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

### (k) Provisions

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

Form B 09a - DN

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

### (l) Equity

### (i) Share capital and share premium

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares, net of tax effects, 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) Treasury shares

When issued ordinary shares are repurchased, the amount of the consideration paid, which includes directly attributable costs, net of any 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.

### (m) Taxation

Income tax on the separate profit or loss for the period 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 to equity, in which case it is recognised in equity.

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

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 amount 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

### (i) Sale of goods

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

Form B 09a - DN

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

### (ii) Provision of services

Revenue from provision of services is recognised in the separate statement of income in proportion to the stage of completion of the transaction at the balance sheet date. The stage of completion is assessed by reference to surveys of work performed. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due.

### (o) Financial income and financial expenses

### (i) Financial income

Financial income mainly comprise interest income from deposits at banks, interest income from loans, 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.

### (ii) Financial expenses

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

Borrowing costs are recognised as an expense in the period 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) 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.

Related companies refer to the parent company and the ultimate parent company and its subsidiaries and associates.

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

### Masan Consumer Corporation

Notes to the separate financial statements for the six-month period ended 30 June 2017 (continued)

Form B 09a - DN

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

### 4. Cash and cash equivalents

	30/6/2017 VND	1/1/2017 VND
Cash on hand	179,518,243	70,049,263
Cash in banks	4,724,048,489	20,881,705,765
Cash equivalents	1,645,380,000,000	4,675,600,000,000
	1,650,283,566,732	4,696,551,755,028

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

### 5. Investments

### (a) Held-to-maturity investments – short-term

	30/6/2017 VND		1/1/2017 VND
Held-to-maturity investments - short-term			
<ul><li>Term deposits at banks</li></ul>		-	1,279,948,841,175

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

### (b) Investments in subsidiaries

	30/6 % of equity owned and % voting rights	Cost VND	1/1% of equity owned and % voting rights	Cost VND
Investments in subsidiaries:				
<ul> <li>Masan Food Company</li> </ul>				
Limited	100%	1,906,000,009,348	100%	1,906,000,009,348
<ul> <li>Masan Beverage Company</li> </ul>				
Limited	100%	2,695,000,000,000	100%	2,695,000,000,000
<ul> <li>Masan Consumer (Thailand)</li> </ul>				
Limited	99.99%	64,771,500,000	99.99%	64,771,500,000
	=	4,665,771,509,348		4,665,771,509,348

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### Other receivables 6.

Other short-term receivables		
	30/6/2017	1/1/2017
	VND	VND
Non-trade amounts due from related parties		
Distributed profits receivable	624,903,344,746	2,143,460,848,545
<ul> <li>Accrued interest receivables</li> </ul>	-	114,905,802,559
<ul><li>Other receivables</li></ul>	38,834,360,226	_
Accrued interests receivable from loans and deposits at banks	3,089,922,444	19,461,623,060
Short-term deposits	3,268,673,000	468,100,000
Others	1,352,962,238	1,613,140,072
	671,449,262,654	2,279,909,514,236
Other long-term receivables		
	30/6/2017 VND	1/1/2017 VND
	VIAD	VIND

### (b)

	30/6/2017 VND	1/1/2017 VND
Accrued interests receivable	178,636,852,927	-
Long-term deposits	16,478,670,191	20,667,561,158
	195,115,523,118	20,667,561,158

### Short-term loans receivable 7.

	30/6/2017 VND	1/1/2017 VND
Short-term loans receivable Long-term loans receivable	3,806,716,876,592	1,663,716,876,592
	3,806,716,876,592	1,663,716,876,592

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

### 8. Inventories

	30/6/2017		1/1/2017	
	Cost	Allowance	Cost	Allowance
	VND	VND	VND	VND
Goods in transit	5,686,634,340	-	3,237,879,500	-1
Raw materials	14,179,166,457	1-	9,974,429,552	-
Tools and supplies	55,000,000	t <b>-</b>	55,000,000	-
Finished goods	162,580,748	-	24,604,198	-
Merchandise inventories	108,965,452,145	(2,245,827,967)	66,433,140,577	(279,293,596)
	129,048,833,690	(2,245,827,967)	79,725,053,827	(279,293,596)

Movements in the allowance for inventories during the period were as follows:

	For the six-month period	
	30/6/2017 VND	30/6/2016 VND
Opening balance	279,293,596	_
Increase in allowance during the	3,548,152,930	6,694,437,786
Allowance utilised during the period	(1,581,618,559)	(646,743,856)
Closing balance	2,245,827,967	6,047,693,930

## Notes to the separate financial statements for the six-month period ended 30 June 2017 (continued) Masan Consumer Corporation

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

9. Tangible fixed assets

Cost	Buildings VND	Leasehold improvements VND	Office equipment VND	Machine ry and equipme nt	Motor vehicles VND	Total VND
Opening balance Additions during the period Disposals	1,511,680,743	55,688,424,678	21,374,775,898 - (219,122,727)	3,678,969,980	16,296,280,922 75,821,200 (1,192,621,810)	98,550,132,221 75,821,200 (1,411,744,537)
Closing balance	1,511,680,743	55,688,424,678 21,155,653,171	21,155,653,171	3,678,969,980	3,678,969,980 15,179,480,312	97,214,208,884
Accumulated depreciation Opening balance Charge for the period Disposals	1,511,680,743	12,381,560,233 5,225,854,536	9,552,770,735 998,431,312 (219,122,727)	2,607,259,863 245,946,588	13,238,925,471 601,386,159 (1,192,621,810)	39,292,197,045 7,071,618,595 (1,411,744,537)
Closing balance	1,511,680,743	17,607,414,769	10,332,079,320	2,853,206,451	2,853,206,451 12,647,689,820	44,952,071,103
Opening balance Closing balance	1 1	43,306,864,445 38,081,009,909	11,822,005,163 10,823,573,851	1,071,710,117	3,057,355,451 2,531,790,492	59,257,935,176 52,262,137,781

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

### 10. Intangible fixed assets

	Software VND	Brand name VND	Total VND
Cost			
Opening balance	274,426,689,524	636,363,636	275,063,053,160
Additions during the period	1,069,892,667	-	1,069,892,667
Closing balance	275,496,582,191	636,363,636	276,132,945,827
Accumulated amortisation			
Opening balance	56,678,537,310	636,363,636	57,314,900,946
Charge for the period	16,730,767,286	-	16,730,767,286
Closing balance	73,409,304,596	636,363,636	74,045,668,232
Net book value			
Opening balance	217,748,152,214	-	217,748,152,214
Closing balance	202,087,277,595	-	202,087,277,595

### 11. Construction in progress

For the six-month period ended	30/6/2017 VND
Opening balance	4,413,036,077
Additions during the period	508,892,625
Transfer to long-term prepaid expenses	(4,317,318,077)
Closing balance	604,610,625

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

### 12. Long-term prepaid expenses

For the six-month period ended	30/6/2017 Tools and supplies VND
Opening balance	12,445,534,013
Additions	582,076,791
Transfer from construction in progress	4,317,318,077
Amortisation for the period	(5,071,562,740)
Disposals	(15,750,000)
Closing balance	12,257,616,141

### 13. Accounts payable to suppliers – short-term

	30/6/2	2017	1/1/2	2017
	Cost VND	Amount within payment capacity VND	Cost VND	Amount within payment capacity VND
Short-term	414,763,728,096	414,763,728,096	1,671,575,048,391	1,671,575,048,391

### 14. Taxes payable to State Treasury

	30/6/2017 VND	1/1/2017 VND
Value added tax	-	57,164,701,911
Corporate income tax	83,915,743	48,305,568,458
Personal income tax	4,738,209,402	2,340,786,490
	4,822,125,145	107,811,056,859

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

### 15. Accrued expenses

	30/6/2017 VND	1/1/2017 VND
Advertising and promotion expenses	262,024,323,773	393,270,494,395
Logistic expenses	73,433,290,980	71,474,210,434
Exhibition expense	8,119,390,521	18,186,085,801
Bonus and 13th month salary	24,219,266,430	40,714,735,246
Sales discounts	4,470,715,194	14,927,432,751
Market research expenses	15,544,242,657	11,150,495,547
Accrued interest expenses	1,417,975,958	1,433,606,998
Construction in progress	-	95,718,000
Purchases not yet received invoices	1,672,977,560	2,085,688,819
Others	46,943,186,810	28,071,721,151
	437,845,369,883	581,410,189,142

### 16. Other short-term payables

	30/6/2017 VND	1/1/2017 VND
Trade union fees, social insurance, health	, , , , ,	11.2
insurance and unemployment insurance	11,347,616,052	9,226,945,025
Others	34,177,996,731	7,682,020,611
	45,525,612,783	16,908,965,636

### 17. Short-term borrowings

Short-term

5/2017	1/1.	/2017
Amount within		Amount within
VND	VND	VND
1,870,221,869,065	1,859,312,409,467	1,859,312,409,467
	Amount within repayment capacity VND	Amount within repayment capacity Carrying amount

Masan Consumer Corporation Notes to the separate financial statements for the six-month period ended 30 June 2017 (continued)

18. Changes in owners' equity

	Share capital VND	Share premium VND	Treasury shares VND	Undistributed profit after tax VND	Total VND
Balance at 1 January 2016	5,351,601,170,000	5,088,056,394,992	(1,640,252,631,255)	2,658,498,305,558	11,457,903,239,295
Share capital issued	30,000,000,000	í	•	,	30,000,000,000
Net profit for the period		ì	ī	249,295,230,924	249,295,230,924
Dividends		•	1	(2,896,096,655,200)	(2,896,096,655,200)
Balance at 30 June 2016	5,381,601,170,000	5,088,056,394,992	(1,640,252,631,255)	11,696,881,282	8,841,101,815,019
Balance at 1 January 2017	5,381,601,170,000	5,088,056,394,992	(1,640,252,631,255)	2,360,819,522,708	11,190,224,456,445
Net profit for the period	ī	ı		182,061,179,375	182,061,179,375
Dividends	ï	1	1	(2,340,720,526,500)	(2,340,720,526,500)
Balance at 30 June 2017	5,381,601,170,000	5,088,056,394,992	(1,640,252,631,255)	202,160,175,583	9,031,565,109,320

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

### 19. Share capital, share premium and treasury shares

The Company's authorised and issued share capital are:

	30	/6/2017	1/	1/2017
	Number of shares	VND	Number of shares	VND
<b>Authorised and issued share capital</b> Ordinary shares	538,160,117	5,381,601,170,000	538,160,117	5,381,601,170,000
<b>Treasury shares</b> Ordinary shares	18,000,000	1,640,252,631,255	18,000,000	1,640,252,631,255
Shares currently in circulation Ordinary shares	520,160,117	5,201,601,170,000	520,160,117	5,201,601,170,000
Share premium	-	5,088,056,394,992	-	5,088,056,394,992

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 period were as follows:

		For the six-mon	th period end	ed
	30	/6/2017	30/	/6/2016
	Number of shares	Par value VND	Number of shares	Par value VND
Opening balance - currently in circulation  Shares issued during the period	520,160,117	5,201,601,170,000	517,160,117	5,171,601,170,000 30,000,000,000
Closing balance - currently in circulation	520,160,117	5,201,601,170,000	520,160,117	5,201,601,170,000
circulation  Shares issued during the period  Closing balance - currently in	-	-	3,000,000	30,000,0

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### 20. Off balance sheet items

### Foreign currency

	30/6/2	2017	1/1/2	017
	Original currency	Equivalent VND	Original currency	Equivalent VND
USD	63,378	1,436,771,098	442,583	10,055,480,535
	_	1,436,771,098	_	10,055,480,535

### 21. Revenue from sales of goods and provision of services

Total revenue represents the gross value of goods sold and provision of services exclusive of value added tax.

Net revenue comprised:

	For the six-month p	eriod ended
	30/6/2017	30/6/2016
	VND	VND
Total revenue	3,925,655,946,309	4,377,561,337,269
Less revenue deductions		
<ul><li>Sales discounts</li></ul>	5,853,113,935	15,473,430,314
<ul><li>Sales returns</li></ul>	42,758,872,784	11,074,428,971
Net revenue	3,877,043,959,590	4,351,013,477,984

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

### 22. Cost of sales

	For the six-month p	period ended
	30/6/2017	30/6/2016
	VND	VND
Total cost of sales		
■ Goods sold	2,950,800,630,533	3,551,629,351,644
<ul><li>Allowance for inventories</li></ul>	3,548,152,930	6,694,437,786
	2,954,348,783,463	3,558,323,789,430

### 23. Financial income

	For the six-month p	eriod ended
	30/6/2017	30/6/2016
	VND	VND
Interest income from deposits to banks	92,136,089,451	103,276,426,845
Interest income from financial activities	63,731,050,368	125,272,963,893
Distributed profits income from subsidiaries	256,887,169,938	361,430,735,506
Foreign exchange gains	176,725,837	195,355,318
	412,931,035,594	590,175,481,562

### 24. Financial expenses

	For the six-month p	eriod ended
	30/6/2017	30/6/2016
	VND	VND
Interest expense on borrowings from banks	29,914,028,866	29,691,472,997
Foreign exchange losses	201,391,094	157,643,388
	30,115,419,960	29,849,116,385

27

### Notes to the separate financial statements for the six-month period ended 30 June 2017 (continued) Masan Consumer Corporation

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

## 25. Significant transactions with related parties

During the period and as at 30 June 2017, the Company has the following transactions and balances with its related parties:

		Transaction value For the six-month neriod ended	n value n period ended	Receivables/(payables) as at	ayables) as at
Relationships	Nature of transactions	30/6/2017 VND	30/6/2016 VND	30/6/2017 VND	1/1/2017 VND
Parent company MasanConsumerHoldings Company limited	Dividends declared Net-off dividends payable with loan	2,270,686,203,000	2,799,261,836,000	,	,
	recewables from related parties Dividends paid by cash	1,187,405,000,000 1,083,281,203,000	1,889,261,836,000 910,000,000,000	1 1	1 1
Subsidiaries Masan Food Company Limited	Distributed profits	256,887,169,938	361,430,735,506	7,825,756,293	10,925,756,293
Masan Industrial One Member	Sales of merchandise inventories Purchases of goods Loans provided Collection of loan through net-off	71,016,267,608 1,369,206,543,604 3,330,405,000,000	106,361,420,203 1,804,446,166,191 3,131,978,712,592	- (27,473,786,015) 3,806,716,876,592	- (268,490,649,315) 1,663,716,876,592
	with dividends payable Interest income receivable Distributed profits receivables	1,187,405,000,000 63,731,050,368	1,889,261,836,000 69,961,067,444	- 178,636,852,927 586,000,000,000	- 114,905,802,559 845,466,699,032

		Transaction value For the six-month period ended	n value period ended	Receivables/(payables) as at	yables) as at
Relationships	Nature of transactions	30/6/2017 VND	30/6/2016 VND	30/6/2017 VND	1/1/2017 VND
Subsidiaries Viet Tien Food Technology One Member Company Limited	Purchases of goods Sales of merchandise inventories Distributed profits receivables	290,140,377,821 4,894,524,228	396,025,595,073 7,951,482,105	(70,286,659,644)	(293,403,208,653) - 209,362,343,040
Masan HD One Member Company Limited	Sales of merchandise inventories Sales of fixed assets Prepayments for purchases of goods Purchases of goods Distributed profits receivables	5,086,033,524 - 11,313,585,894 286,181,581,390	8,620,161,605 41,221,616 - 514,324,933,314	2,141,345,606 - 11,313,585,894 - 31,077,588,453	- (32,291,494,140) 83,077,588,453
Masan MB One Member Company Limited	Sales of merchandise inventories Sales of fixed assets Purchases of goods Distributed profits receivables	36,750,957,070	35,972,853,956 199,362,726 992,318,969,961	- (257,389,666,614)	- (978,486,498,095) 994,628,461,727
Ma San PQ Corporation	Sales of merchandise inventories Sales of fixed assets Purchases of goods	1,279,868	1,219,350 16,488,646 2,200,000	1,512,305,917	1,510,898,062

Masan Consumer Corporation Notes to the separate financial statements for the six-month period ended 30 June 2017 (continued)

		Transaction value For the six-month period ended	ı value period ended	Receivables/(payables) as at	yables) as at
Relationships	Nature of transactions	30/6/2017 VND	30/6/2016 VND	30/6/2017 VND	1/1/2017 VND
Subsidiaries				39	
Nam Ngu Phu Quoc One	Sales of merchandise inventories	161,819,829	1	675,365,243	666,575,479
Member Company Limited	Prepayments for purchases of goods	32,847,209,051	ī	32,847,209,051	
	Purchases of goods	23,671,957,770	7		•
Vinacafé Bien Hoa Joint	Sales of merchandise inventories	20,200,660,707	23,787,301,280	7,706,562,381	6,078,604,247
Stock Company	Purchases of goods	243,016,869	665,680,274	•	
	Management support charge	79,593,962,710	53,658,288,429	87,553,358,981	105,559,512,066
CDN Production Trading	Sales of merchandise inventories	1,955,890	r	309,408	2,082,020
Corporation	Purchases of goods	25,800,000	1	•	ı
Saigon Nutri Food Joint	Purchases of goods	67,127,135,004	7,247,847,941	(8,960,254,143)	(4,014,833,237)
Stock Company	Sales of merchandise inventories	874,915,000	429,651,000	î	1
Vinh Hao Mineral Water	Purchases of goods	7,477,272	7,955,821	ï	ı
Corporation	Sales of merchandise inventories Management support charge	8,404,491,370 22,779,704,582	18,467,696,900 17,931,169,060	1,094,212,080 25,057,675,040	3,259,383,364
Quang Ninh Mineral Water Corporation	Sales of merchandise inventories	38,309,858	ī		ī

Notes to the separate financial statements for the six-month period ended 30 June 2017 (continued) Masan Consumer Corporation

		Transaction value	value	Receivables/(payables) as at	yables) as at
		For the six-month period ended	period ended		
		30/6/2017	30/6/2016	30/6/2017	1/1/2017
Relationships	Nature of transactions	VND	VND	VND	VND
Other related parties					
Masan Brewery PY One Member Company Limited	Sales of merchandise inventories	9,303,950	2,217,000	r	5,644,586
Masan Brewery Distribution	Purchases of goods	295,403,362	341,750,400	i	ī
One Member Company Limited	Sales of merchandise inventories Management support charge	29,652,360 22,125,100,397	- 14,874,957,831	53,585,491,090	31,752,716,796
Masan Brewery HG One	Sales of merchandise inventories	29,961,804	1,441,050	17,558,574	6,107,257
Member Company Limited	Management support charge	1,318,174,519	1,328,019,948	4,601,277,859	3,826,927,753
Key management personnel	Remuneration to key management personnel(*)	13,142,617,617	14,633,166,252		ı

<sup>(\*)</sup> No board fees were paid to Board of Directors members of the Company for the periods ended 30 June 2017 and 30 June 2016.

Form B 09a - DN

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

### 26. Explanation of profit

Net Profit After Tax ("NPAT") of the quarter 2 of 2017 increased by VND20 billion as compared to the same previous year. The key drivers for this movement were:

- Gross margin increased by 6% as compared to the same previous year; and total selling, general and administrative expenses higher than 22% as compared to the same previous year, due to the Company efforts to build and develop the power brands as well as to rebalance stock levels at its distributors. This will enable the Company to deliver the strong result and ensure sustainable growth;
- Net financial result decreased by 17% as compared to the quarter 2 of previous year driven by the lower finance activities.

### 27. Subsequent event after the balance sheet date

On 18 July 2017, the Company issued 4,972,660 ordinary shares at par value to its employees under employees stock ownership plan ("ESOP"). As the results of this event, the Company share capital and ordinary shares increased to VND 5,431,327,770,000 and 543,132,777 shares, respectively.

There has been no other significant event occurring after the balance sheet date which would require adjustments or disclosures to be made in the separate financial statements.

27 July 2017

Approved b

Prepared by:

Huynh Viet Thang Chief Accountant

Pham Dinh Toai
Acting Chief Financial Officer

T.P HO Seokhee Won

Chief Executive Officer