



VinaCafé Bien Hoa Joint Stock Company

Separate Financial Statements
for the year ended 31 December 2020



VinaCafé Bien Hoa Joint Stock Company
Corporate Information

**Enterprise Registration
Certificate No.**

3600261626

29 December 2004

The Enterprise Registration Certificate has been amended several times, the most recent of which is dated 13 July 2020. The Enterprise Registration Certificate and its amendments were issued by the Department of Planning and Investment of Dong Nai Province.

Board of Directors

Pham Hong Son	Chairman (from 23 June 2020) Member (until 23 June 2020)
Pham Quang Vu	Chairman (until 23 June 2020)
Nguyen Hoang Yen	Member
Truong Cong Thang	Member
Huynh Cong Hoan	Member (from 23 June 2020)
Ho Thuy Hanh	Member (from 23 June 2020)
Pham Dinh Toai	Member (until 23 June 2020)
Nguyen Nam Hai	Member (until 23 June 2020)

Board of Management

Doan Quoc Hung	Chief Executive Officer
Nguyen Thanh Tung	Deputy Chief Executive Officer

Registered Office

Bien Hoa Industrial Zone 1
An Binh Ward
Bien Hoa City
Dong Nai Province
Vietnam

Auditor

KPMG Limited
Vietnam

VinaCafé Bien Hoa Joint Stock Company Statement of the Board of Management

The Board of Management of VinaCafé Bien Hoa Joint Stock Company (“the Company”) presents this statement and the accompanying separate financial statements of the Company for the year ended 31 December 2020.

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 39 give a true and fair view of the separate financial position of the Company as at 31 December 2020, 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



Đoan Quốc Hưng
Chief Executive Officer

Dong Nai Province, 3 March 2021



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115 Nguyen Hue Street, Ben Nghe Ward
District 1, Ho Chi Minh City, Vietnam
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INDEPENDENT AUDITOR'S REPORT

To the Shareholders VinaCafé Bien Hoa Joint Stock Company

We have audited the accompanying separate financial statements of VinaCafé Bien Hoa Joint Stock Company ("the Company"), which comprise the separate balance sheet as at 31 December 2020, 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 3 March 2021, as set out on pages 5 to 39.

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 VinaCafé Bien Hoa Joint Stock Company as at 31 December 2020 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. 20-01-00301-21-1



Trương Vinh Phúc
Practicing Auditor Registration
Certificate No. 1901-2018-007-1
Deputy General Director

Nguyen Ho Khanh Tan
Practicing Auditor Registration
Certificate No. 3458-2020-007-1

Ho Chi Minh City, 3 March 2021



VinaCafé Bien Hoa Joint Stock Company
Separate balance sheet as at 31 December 2020

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

	Code	Note	31/12/2020 VND	1/1/2020 VND
ASSETS				
Current assets (100 = 110 + 130 + 140 + 150)	100		1,605,869,408,836	1,635,728,210,740
Cash and cash equivalents	110	4	200,879,074,099	217,859,292,317
Cash	111		19,379,074,099	50,859,292,317
Cash equivalents	112		181,500,000,000	167,000,000,000
Accounts receivable – short-term	130		1,171,187,681,402	1,213,245,660,872
Accounts receivable from customers	131	5	225,492,510,858	1,207,936,039,891
Prepayments to suppliers	132		1,072,310,315	2,281,018,986
Other short-term receivables	136	6(a)	944,622,860,229	3,028,601,995
Inventories	140	7	233,387,726,798	203,851,048,072
Inventories	141		233,397,992,131	204,841,529,697
Allowance for inventories	149		(10,265,333)	(990,481,625)
Other current assets	150		414,926,537	772,209,479
Short-term prepaid expenses	151		414,926,537	772,209,479

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



VinaCafé Bien Hoa Joint Stock Company
Separate balance sheet as at 31 December 2020 (continued)

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

	Code	Note	31/12/2020 VND	1/1/2020 VND
Long-term assets (200 = 210 + 220 + 240 + 250 + 260)	200		594,425,660,895	636,764,742,506
Accounts receivable – long-term	210		158,998,867,117	150,851,606,845
Long-term loans receivable	215	8	125,000,000,000	125,000,000,000
Other long-term receivables	216	6(b)	33,998,867,117	25,851,606,845
Fixed assets	220		410,616,629,284	460,780,053,457
Tangible fixed assets	221	9	410,307,352,135	460,347,065,452
Cost	222		1,012,137,008,574	1,004,453,262,618
Accumulated depreciation	223		(601,829,656,439)	(544,106,197,166)
Intangible fixed assets	227	10	309,277,149	432,988,005
Cost	228		1,880,358,879	1,880,358,879
Accumulated amortisation	229		(1,571,081,730)	(1,447,370,874)
Long-term work in progress	240		1,611,020,720	1,699,576,081
Construction in progress	242	11	1,611,020,720	1,699,576,081
Long-term financial investments	250	12	-	-
Investment in a subsidiary	251		35,000,000,000	35,000,000,000
Allowance for diminution in the value of long-term financial investments	254		(35,000,000,000)	(35,000,000,000)
Other long-term assets	260		23,199,143,774	23,433,506,123
Long-term prepaid expenses	261	13	20,563,415,691	20,521,378,623
Deferred tax assets	262	14	2,635,728,083	2,912,127,500
TOTAL ASSETS (270 = 100 + 200)	270		2,200,295,069,731	2,272,492,953,246

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

VinaCafé Bien Hoa Joint Stock Company
Separate balance sheet as at 31 December 2020 (continued)

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

	Code	Note	31/12/2020 VND	1/1/2020 VND
RESOURCES				
LIABILITIES (300 = 310 + 330)	300		632,745,739,858	782,417,628,889
Current liabilities	310		627,520,066,858	777,301,551,639
Accounts payable to suppliers	311	15	162,454,756,494	295,196,793,342
Advances from customers	312		1,019,768,792	1,433,428,343
Taxes payable to State Treasury	313	16	99,562,489,090	82,148,445,732
Accrued expenses	315	17	22,865,926,631	27,259,470,167
Other short-term payables	319	18(a)	3,341,484,287	4,824,875,761
Short-term borrowings	320	19	317,243,744,106	345,406,640,836
Bonus and welfare funds	322		21,031,897,458	21,031,897,458
Long-term liabilities	330		5,225,673,000	5,116,077,250
Other long-term payables	337	18(b)	279,450,000	279,450,000
Provisions – long-term	342		4,946,223,000	4,836,627,250
EQUITY (400 = 410)	400		1,567,549,329,873	1,490,075,324,357
Owners' equity	410	20	1,567,549,329,873	1,490,075,324,357
Share capital	411	21	265,791,350,000	265,791,350,000
- Ordinary shares with voting rights	411a		265,791,350,000	265,791,350,000
Share premium	412	21	29,974,241,968	29,974,241,968
Investment and development fund	418		213,510,848,947	213,510,848,947
Undistributed profits after tax	421		1,058,272,888,958	980,798,883,442
- Undistributed profits after tax brought forward	421a		316,320,508,442	310,374,832,037
- Undistributed profit after tax for the current year/prior year	421b		741,952,380,516	670,424,051,405
TOTAL RESOURCES (440 = 300 + 400)	440		2,200,295,069,731	2,272,492,953,246

3 March 2021

Prepared by:


Nguyen Thi Ngoc Tram
General Accountant

Approved by:


Phan Thi Thuy Hoa
Chief Accountant


Doan Quoc Hung
Chief Executive Officer



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

VinaCafé Bien Hoa Joint Stock Company
 Separate statement of income for the year ended 31 December 2020

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

	Code	Note	2020 VND	2019 VND
Revenue from sale of goods and provision of services	01	23	2,899,154,980,883	3,096,599,928,551
Revenue deductions	02	23	1,091,992,647	5,491,764,404
Net revenue (10 = 01 - 02)	10	23	2,898,062,988,236	3,091,108,164,147
Cost of sales	11	24	1,998,775,462,479	2,218,176,391,330
Gross profit (20 = 10 - 11)	20		899,287,525,757	872,931,772,817
Financial income	21	25	73,910,474,737	18,541,359,875
Financial expenses	22	26	20,383,504,195	41,093,826,120
<i>In which: Interest expense</i>	23		12,938,538,162	19,262,766,855
Selling expenses	25	27	5,692,924,551	14,009,556,085
General and administration expenses	26	28	23,921,868,263	35,550,263,157
Net operating profit {30 = 20 + (21 - 22) - (25 + 26)}	30		923,199,703,485	800,819,487,330
Other income	31		-	13,773,434
Other expenses	32		273,187,864	6,856,963,623
Results of other activities (40 = 31 - 32)	40		(273,187,864)	(6,843,190,189)
Accounting profit before tax (50 = 30 + 40)	50		922,926,515,621	793,976,297,141
Income tax expense – current	51	30	180,697,735,688	120,785,908,465
Income tax expense – deferred	52	30	276,399,417	2,766,337,271
Net profit after tax (60 = 50 - 51 - 52)	60		741,952,380,516	670,424,051,405

3 March 2021

Prepared by:



Nguyen Thi Ngoc Tram
 General Accountant

Approved by:




Phan Thi Thuy Hoa
 Chief Accountant

Doan Quoc Hung
 Chief Executive Officer

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

VinaCafé Bien Hoa Joint Stock Company
 Separate statement of cash flows for the year ended 31 December 2020
 (Indirect method)

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

	Code	2020 VND	2019 VND
CASH FLOWS FROM OPERATING ACTIVITIES			
Accounting profit before tax	01	922,926,515,621	793,976,297,141
Adjustments for			
Depreciation and amortisation	02	58,130,020,239	70,475,646,501
Allowances and provisions	03	814,447,583	21,595,823,796
Exchange gains arising from revaluation of monetary items dominated in foreign currencies	04	(527,818,896)	(565,943,443)
Profits from investing activities	05	(72,079,543,361)	(16,445,572,569)
Interest expense	06	12,938,538,162	19,262,766,855
Operating profit before changes in working capital	08	922,202,159,348	888,299,018,281
Change in receivables and other assets	09	985,830,090,367	(119,979,929,140)
Change in inventories	10	(30,241,530,559)	62,335,792,677
Change in payables and other liabilities	11	(143,927,314,593)	(61,127,484,733)
Change in prepaid expenses	12	4,803,509,674	4,540,908,935
		1,738,666,914,237	774,068,306,020
Interest paid	14	(14,464,431,436)	(18,658,104,293)
Corporate income tax paid	15	(158,607,916,091)	(91,140,550,982)
Net cash flows from operating activities	20	1,565,594,566,710	664,269,650,745
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for additions to fixed assets and other long-term assets	21	(11,527,743,220)	(10,278,478,034)
Proceeds from disposals of fixed assets	22	29,400,080	176,453,572
Payments for granting loans	23	(600,000,000,000)	(5,000,000,000)
Payments for other investing activities	23	(1,170,000,000,000)	-
Receipts from collecting loans	24	600,000,000,000	-
Receipts from collection of other investing activities	24	250,000,000,000	-
Receipts of interest	27	40,401,352,827	8,845,426,063
Net cash flows from investing activities	30	(891,096,990,313)	(6,256,598,399)

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



VinaCafé Bien Hoa Joint Stock Company
 Separate statement of cash flows for the year ended 31 December 2020
 (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	2020 VND	2019 VND
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from borrowings	33	1,208,322,129,561	1,359,631,943,583
Payments to settle loan principals	34	(1,236,485,026,291)	(1,356,872,668,079)
Payments of dividends	36	(663,899,725,000)	(637,666,728,000)
Net cash flows from financing activities	40	(692,062,621,730)	(634,907,452,496)
Net cash flows during the year (50 = 20 + 30 + 40)	50	(17,565,045,333)	23,105,599,850
Cash and cash equivalents at the beginning of the year	60	217,859,292,317	194,188,479,024
Effect of exchange rate fluctuations on cash and cash equivalents	61	584,827,115	565,213,443
Cash and cash equivalents at the end of the year (70 = 50 + 60 + 61) (Note 4)	70	200,879,074,099	217,859,292,317

3 March 2021

Prepared by:


 Nguyen Thi Ngoc Tram
 General Accountant

Approved by:


 Phan Thi Thuy Hoa
 Chief Accountant


 Doan Quoc Hung
 Chief Executive Officer


 M.S.D.N. 0261626 - C.T.C.P.
 CÔNG TY
 CỔ PHẦN
 VINACAFÉ
 BIÊN HOÀ
 TP. BIÊN HOÀ - TỈNH BÌNH DƯƠNG

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



VinaCafé Bien Hoa Joint Stock Company
Notes to the separate financial statements for the year ended 31 December 2020

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 the accompanying separate financial statements.

1. Reporting entity

(a) Ownership structure

VinaCafé Bien Hoa Joint Stock Company (“the Company”) is a joint stock company incorporated in Vietnam.

(b) Principal activities

The principal activities of the Company are to manufacture and sell various kinds of coffees, instant cereals and non-alcoholic drinks in the domestic and oversea markets.

(c) Normal operating cycle

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

(d) The Company’s headcount

As at 31 December 2020, the Company had 258 employees (1/1/2020: 281 employees).

VinaCafé Bien Hoa Joint Stock Company
Notes to the separate financial statements for the year ended 31 December 2020
(continued)

Form B 09 – DN

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

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 2020 of the Company and its subsidiary, 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 as at 31 December 2020 and for the year then ended.

(b) Basis of measurement

The 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 financial statements presentation purposes.

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 year have been translated into VND at rates approximating actual rate 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.

VinaCafé Bien Hoa Joint Stock Company
Notes to the separate financial statements for the year ended 31 December 2020
(continued)

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

(c) Investment in a subsidiary

For the purpose of these separate financial statements, investment in a subsidiary is initially recognised at cost which includes purchase price plus any directly attributable transaction costs. Subsequent to initial recognition, the investment is 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. 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 direct selling expenses.

The Company applies the perpetual method of accounting for inventories.

VinaCafé Bien Hoa Joint Stock Company
Notes to the separate financial statements for the year ended 31 December 2020
(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:

▪ buildings and structures	5 – 25 years
▪ machinery and equipment	3 – 20 years
▪ office equipment	3 – 7 years
▪ motor vehicles	5 – 10 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 the estimated useful lives of 3 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 8 years.

(h) Construction in progress

Construction in progress represents the costs of construction and 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.



VinaCafé Bien Hoa Joint Stock Company
Notes to the separate financial statements for the year ended 31 December 2020
(continued)

Form B 09 – DN

*(Issued under Circular No. 200/2014/TT-BTC
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(i) Long-term prepaid expenses

(i) *Prepaid land costs*

Prepaid land costs comprise prepaid land lease rentals, including those for which the Company obtained land use rights certificate but are not qualified as intangible fixed assets under prevailing regulations and other costs incurred in conjunction with securing the use of leased land. These costs are recognised in the separate statement of income on a straight-line basis over the remaining term of the lease of 43 years.

(ii) *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 regulations. Costs of tools and supplies are amortised on a straight-line basis over a period ranging from 2 years 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.

Severance allowance

Under the Vietnamese Labour Code, when an employee who has worked for 12 months or more (“the eligible employees”) voluntarily terminates his/her labour contract, the employer is required to pay the eligible employee severance allowance calculated based on years of service and employee’s compensation at termination. Provision for severance allowance has been provided based on employees’ years of service and their average salary for the six-month period prior to the end of the annual accounting period. For the purpose of determining the number of years of service by an employee, the period for which the employee participated in and contributed to unemployment insurance in accordance with prevailing laws and regulations and the period for which severance allowance has been paid by the Company are excluded.

VinaCafé Bien Hoa Joint Stock Company
Notes to the separate financial statements for the year ended 31 December 2020
(continued)

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

(l) 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 issue 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.

(m) Taxation

Income tax on the separate 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

(i) 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 from sale of goods is recognised if there are significant uncertainties regarding recovery of the consideration due or the possible return of goods. Revenue from sale of goods is recognised at the net amount after deducting sales discounts stated on the invoice.

(ii) 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. The stage of completion is assessed by reference to surveys of work performed. No revenue from provision of services is recognised if there are significant uncertainties regarding recovery of the consideration due.

VinaCafé Bien Hoa Joint Stock Company
Notes to the separate financial statements for the year ended 31 December 2020
(continued)

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

(iii) Processing services

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

(iv) Rental income

Rental income from leased property is recognised in the separate statement of income on a straight-line basis over the term of the lease. Lease incentives granted are recognised as an integral part of the total rental income.

(o) Financial income and financial expenses

(i) Financial income

Financial income comprises interest income from deposits at banks, interest income from loans receivable and other investments, and foreign exchange gains.

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

(ii) Financial expenses

Financial expenses comprise interest expense on borrowings, allowance for diminution in value of investment in a subsidiary, foreign exchange losses and other financial activities 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 where 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 as at 1 January 2020 was derived from the balances and amounts reported in the Company's audited separate financial statements as at and for the year ended 31 December 2019.

4. Cash and cash equivalents

	31/12/2020 VND	1/1/2020 VND
Cash on hand	12,037,129	65,403,819
Cash at banks	19,367,036,970	50,793,888,498
Cash equivalents	181,500,000,000	167,000,000,000
Cash and cash equivalents in the separate statement of cash flows	200,879,074,099	217,859,292,317

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

5. Accounts receivable from customers

	31/12/2020 VND	1/1/2020 VND
Receivable from related parties	205,817,622,358	1,178,428,138,219
Receivable from third parties	19,674,888,500	29,507,901,672
	225,492,510,858	1,207,936,039,891

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 90 days from invoice date.

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6. Other receivables

(a) Other short-term receivables

	31/12/2020	1/1/2020
	VND	VND
Short-term deposits for other investments (*)	920,000,000,000	-
Accrued interest receivable from other investments (*)	23,765,068,492	-
Accrued interest receivable from deposits at banks	92,887,671	185,342,466
Short-term deposits	167,000,000	2,337,656,100
Others	597,904,066	505,603,429
	<hr/>	<hr/>
	944,622,860,229	3,028,601,995
	<hr/>	<hr/>

(*) As at 31 December 2020, these balances represented the amounts deposited to third parties under business cooperation contracts. According to these contracts, the third parties committed to the Company a minimum rate of return on the deposit amounts of 6.5% per annum (1/1/2020: Nil).

(b) Other long-term receivables

	31/12/2020	1/1/2020
	VND	VND
Accrued interest receivable from a subsidiary (**)	33,993,867,117	25,846,606,845
Long-term deposits	5,000,000	5,000,000
	<hr/>	<hr/>
	33,998,867,117	25,851,606,845
	<hr/>	<hr/>

(**) These represented interest receivable from loans provided to a subsidiary. Please see Note 8 and Note 31 for further information.

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7. Inventories

	31/12/2020		1/1/2020	
	Cost VND	Allowance VND	Cost VND	Allowance VND
Goods in transit	5,717,017,500	-	3,392,741,499	-
Raw materials	185,925,581,256	(10,265,333)	147,754,994,919	(225,704,420)
Tools and supplies	8,090,616,853	-	8,906,182,488	(764,777,205)
Finished goods	33,634,085,152	-	44,642,777,739	-
Merchandise inventories	30,691,370	-	144,833,052	-
	<u>233,397,992,131</u>	<u>(10,265,333)</u>	<u>204,841,529,697</u>	<u>(990,481,625)</u>

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

	2020 VND	2019 VND
Opening balance	990,481,625	1,294,019,791
Increase in allowance during the year	704,851,833	2,731,937,397
Allowance utilised during the year	(1,685,068,125)	(2,996,730,061)
Written back during the year	-	(38,745,502)
Closing balance	<u>10,265,333</u>	<u>990,481,625</u>

Included in inventories of the Company as at 31 December 2020 were VND10 million (1/1/2020: VND990 million) of slow-moving inventories.

8. Long-term loans receivable

	31/12/2020 VND	1/1/2020 VND
Long-term loans receivable from Café De Nam Joint Stock Company, a subsidiary (*)	125,000,000,000	125,000,000,000

- (*) Please see Note 31 for detailed balances with a subsidiary. The long-term loans receivable from a subsidiary were unsecured, earned annual fixed interest rate at 6.5% (2019: 6.5%) and matures on 31 December 2022. The interest is receivable on the maturity of the loan agreement.

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9. Tangible fixed assets

	Buildings and structures VND	Machinery and equipment VND	Office equipment VND	Motor vehicles VND	Total VND
Cost					
Opening balance	203,391,022,636	790,427,183,744	6,237,569,003	4,397,487,235	1,004,453,262,618
Addition during the year	-	325,000,000	-	-	325,000,000
Transfer from construction in progress	177,937,500	7,634,742,081	-	-	7,812,679,581
Disposals	-	(273,733,625)	(180,200,000)	-	(453,933,625)
Closing balance	203,568,960,136	798,113,192,200	6,057,369,003	4,397,487,235	1,012,137,008,574
Accumulated depreciation					
Opening balance	73,831,982,997	463,098,793,905	3,477,550,330	3,697,869,934	544,106,197,166
Charge for the year	10,113,317,060	47,235,762,481	507,070,623	150,159,219	58,006,309,383
Disposals	-	(102,650,110)	(180,200,000)	-	(282,850,110)
Closing balance	83,945,300,057	510,231,906,276	3,804,420,953	3,848,029,153	601,829,656,439
Net book value					
Opening balance	129,559,039,639	327,328,389,839	2,760,018,673	699,617,301	460,347,065,452
Closing balance	119,623,660,079	287,881,285,924	2,252,948,050	549,458,082	410,307,352,135

Included in tangible fixed assets were assets costing VND278,789 million which were fully depreciated as of 31 December 2020 (1/1/2020: VND272,352 million), but which are still in active use.

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10. Intangible fixed assets

	Software VND	Brand name VND	Total VND
Cost			
Opening and closing balance	1,004,073,640	876,285,239	1,880,358,879
Accumulated amortisation			
Opening balance	1,004,073,640	443,297,234	1,447,370,874
Charge for the year	-	123,710,856	123,710,856
Closing balance	1,004,073,640	567,008,090	1,571,081,730
Net book value			
Opening balance	-	432,988,005	432,988,005
Closing balance	-	309,277,149	309,277,149

Included in intangible fixed assets were assets costing VND1,004 million which were fully amortised as of 31 December 2020 (1/1/2020: VND1,004 million), but which are still in active use.

11. Construction in progress

	2020 VND
Opening balance	1,699,576,081
Additions during the year	12,212,388,020
Transfer to tangible fixed assets	(7,812,679,581)
Transfer to long-term prepaid expenses	(4,488,263,800)
Closing balance	1,611,020,720

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

	31/12/2020 VND	1/1/2020 VND
Machinery and equipment	1,611,020,720	1,699,576,081

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		31/12/2020			1/1/2020	
	% of economic interests and voting rights	Cost VND	Allowance for diminution in value VND	% of economic interests and voting rights	Cost VND	Allowance for diminution in value VND
Investment in a subsidiary						
Café De Nam Joint Stock Company	85%	35,000,000,000	(35,000,000,000)	85%	35,000,000,000	(35,000,000,000)

The Company has not determined the fair value of investment in a subsidiary 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 investment in a subsidiary may differ from its carrying amount.

Café De Nam Joint Stock Company (“CDN”) was established in Vietnam in accordance with Enterprise Registration Certificate No. 0312062467 issued by the Department of Planning and Investment of Ho Chi Minh City on 22 November 2012. The Enterprise Registration Certificate of CDN has been amended several times, the most recent of which is dated 13 January 2021 issued by the Department of Planning and Investment of Dong Nai Province. The principal activities of CDN are to manufacture and trade coffee and automatic coffee maker machine. Please see Note 31 for information about significant transactions between the Company and CDN.

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13. Long-term prepaid expenses

	Prepaid land costs VND	Tools and supplies VND	Total VND
Opening balance	14,097,581,429	6,423,797,194	20,521,378,623
Additions during the year	-	131,869,000	131,869,000
Transfer from construction in progress	-	4,488,263,800	4,488,263,800
Amortisation for the year	(402,788,040)	(4,175,307,692)	(4,578,095,732)
	<hr/>		
Closing balance	13,694,793,389	6,868,622,302	20,563,415,691

14. Deferred tax assets

Deferred tax assets were recognised in respect of the following item:

	31/12/2020 VND	1/1/2020 VND
Other accruals and provisions	2,635,728,083	2,912,127,500
	<hr/>	

15. Accounts payable to suppliers

	31/12/2020 Cost/Amount within payment capacity VND	1/1/2020 Cost/Amount within payment capacity VND
Payables to third parties	128,732,373,380	207,833,154,202
Payables to related parties	33,722,383,114	87,363,639,140
	<hr/>	
	162,454,756,494	295,196,793,342

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





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16. Taxes payable to State Treasury

	1/1/2020 VND	Incurred VND	Paid VND	Deducted/Refunded VND	31/12/2020 VND
Corporate income tax	66,516,248,108	180,697,735,688	(158,607,916,091)	-	88,606,067,705
Value added tax	15,484,919,988	271,995,887,808	(127,478,856,700)	(149,216,879,377)	10,785,071,719
Personal income tax	147,277,636	2,031,591,490	(1,924,553,911)	(82,965,549)	171,349,666
Import-export tax	-	866,497,678	(866,497,678)	-	-
Other taxes	-	12,061,071,389	(12,061,071,389)	-	-
	82,148,445,732	467,652,784,053	(300,938,895,769)	(149,299,844,926)	99,562,489,090

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17. Accrued expenses

	31/12/2020 VND	1/1/2020 VND
Bonus and 13 th month salary	12,911,122,383	11,801,070,165
Accrued processing fees	5,679,173,340	826,373,453
Construction in progress	1,263,500,000	89,600,000
Accrued interest expense	810,169,548	2,336,062,822
Logistic expenses	551,483,712	1,057,947,193
Purchases not yet received invoices	311,862,500	4,106,896,652
Others	1,338,615,148	7,041,519,882
	22,865,926,631	27,259,470,167

18. Other payables

(a) Other short-term payables

	31/12/2020 VND	1/1/2020 VND
Dividends payable	2,463,340,000	1,884,690,000
Short-term deposits received	381,882,500	289,442,500
Social insurance, health insurance, unemployment insurance and trade union fees	221,888,577	217,655,601
Other payables to a related party	-	1,963,086,273
Others	274,373,210	470,001,387
	3,341,484,287	4,824,875,761

(b) Other long-term payables

	31/12/2020 VND	1/1/2020 VND
Long-term deposits received	279,450,000	279,450,000

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19. Short-term borrowings

	1/1/2020 Carrying amount/Amount within repayment capacity VND	Movements during the year		31/12/2020 Carrying amount/Amount within repayment capacity VND
		Addition VND	Decrease VND	
Short-term borrowings	345,406,640,836	1,208,322,129,561	(1,236,485,026,291)	317,243,744,106

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

	Currency	Annual interest rate	31/12/2020 VND	1/1/2020 VND
Unsecured bank loan	VND	2.3% – 2.7%	317,243,744,106	345,406,640,836

As at 31 December 2020 and 1 January 2020, the Company did not have any overdue borrowings including principal and interest.

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20. Changes in owners' equity

	Share capital VND	Share premium VND	Investment and development fund (*) VND	Undistributed profits after tax VND	Total VND
Balance as at 1 January 2019	265,791,350,000	29,974,241,968	213,510,848,947	948,274,072,037	1,457,550,512,952
Net profit for the year	-	-	-	670,424,051,405	670,424,051,405
Dividends (**)	-	-	-	(637,899,240,000)	(637,899,240,000)
Balance as at 1 January 2020	265,791,350,000	29,974,241,968	213,510,848,947	980,798,883,442	1,490,075,324,357
Net profit for the year	-	-	-	741,952,380,516	741,952,380,516
Dividends (**)	-	-	-	(664,478,375,000)	(664,478,375,000)
Balance as at 31 December 2020	265,791,350,000	29,974,241,968	213,510,848,947	1,058,272,888,958	1,567,549,329,873

(*) Investment and development fund was appropriated from profit after tax in accordance with the resolution of Annual General Meeting of Shareholders. This fund was established for the purpose of future business expansion.

(**) The Company's Annual General Meeting of Shareholders on 23 June 2020 resolved to distribute dividends by cash amounting to VND664,478,375,000 (2019: VND637,899,240,000).

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21. Share capital and share premium

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

	31/12/2020		1/1/2020	
	Number of shares	VND	Number of shares	VND
Authorised and issued share capital				
Ordinary shares	26,579,135	265,791,350,000	26,579,135	265,791,350,000
Shares in circulation				
Ordinary shares	26,579,135	265,791,350,000	26,579,135	265,791,350,000
Share premium		29,974,241,968		29,974,241,968

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 dividend as declared from time to time. All ordinary shares are ranked equally with regard to the Company's residual assets. In respect of shares bought back by the Company, all rights are suspended until those shares are reissued.

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

There were no movements of share capital during the year.

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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:

	31/12/2020 VND	1/1/2020 VND
Within 1 year	4,932,840,000	-

(b) Foreign currency

	31/12/2020		1/1/2020	
	Original currency	VND equivalent	Original currency	VND equivalent
USD	303,667	6,979,786,225	1,638,521	37,866,230,016

(c) Capital expenditure commitments

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

	31/12/2020 VND	1/1/2020 VND
Approved and contracted	7,370,127,180	2,983,051,375
Approved but not contracted	685,532,100	7,973,760,744
	8,055,659,280	10,956,812,119



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23. Revenue from sale of goods and provision of services

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

Net revenue comprised:

	2020	2019
	VND	VND
Total revenue		
▪ Sale of goods and provision of services	2,894,976,085,325	3,074,885,288,133
▪ Other sales	4,178,895,558	21,714,640,418
	<hr/>	<hr/>
	2,899,154,980,883	3,096,599,928,551
Less revenue deductions		
▪ Sale returns	1,091,992,647	5,491,764,404
	<hr/>	<hr/>
Net revenue	2,898,062,988,236	3,091,108,164,147
	<hr/>	<hr/>

24. Cost of sales

	2020	2019
	VND	VND
Total cost of sales		
▪ Goods sold and services rendered	1,988,302,801,772	2,183,206,812,032
▪ Other sales	9,767,808,874	32,276,387,403
▪ Allowance for inventories	704,851,833	2,693,191,895
	<hr/>	<hr/>
	1,998,775,462,479	2,218,176,391,330
	<hr/>	<hr/>

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25. Financial income

	2020 VND	2019 VND
Interest income from deposits at banks and other investments	34,156,158,306	8,394,576,748
Interest income from loans provided to a related party	29,917,808,218	-
Interest income from loans provided to a subsidiary	8,147,260,272	8,052,698,628
Foreign exchange gains	1,689,247,941	1,055,262,099
Others	-	1,038,822,400
	<hr/> 73,910,474,737	<hr/> 18,541,359,875

26. Financial expenses

	2020 VND	2019 VND
Interest expense	12,938,538,162	19,262,766,855
Foreign exchange losses	155,938,303	566,767,814
Allowance for diminution in value of investment in a subsidiary	-	20,470,606,651
Others	7,289,027,730	793,684,800
	<hr/> 20,383,504,195	<hr/> 41,093,826,120

27. Selling expenses

	2020 VND	2019 VND
Logistic expenses	2,508,340,963	5,627,053,584
Advertising and promotion expenses	443,483,113	5,914,994,618
Staff costs	271,803,812	580,177,065
Others	2,469,296,663	1,887,330,818
	<hr/> 5,692,924,551	<hr/> 14,009,556,085

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28. General and administration expenses

	2020	2019
	VND	VND
Staff costs	11,042,785,239	24,054,664,122
Management fee	3,598,063,998	480,000,000
Depreciation and amortisation of fixed assets	590,579,771	602,853,607
Research and development expenses	354,021,292	1,122,046,650
System lease line and information technology services	190,405,606	435,274,774
Others	8,146,012,357	8,855,424,004
	<hr/>	<hr/>
	23,921,868,263	35,550,263,157
	<hr/>	<hr/>

29. Production and business costs by elements

	2020	2019
	VND	VND
Raw material costs included in production costs	1,696,474,442,255	1,887,616,922,218
Labour and staff costs	94,802,141,416	96,391,228,686
Depreciation and amortisation	58,130,020,239	70,475,646,501
Outside services	129,174,403,018	165,534,624,737
Others	49,809,248,365	47,717,788,430
	<hr/>	<hr/>

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30. Income tax

(a) Recognised in the separate statement of income

	2020	2019
	VND	VND
Current tax expense		
Current year	184,459,176,203	134,776,678,111
Over provision in prior years	(3,761,440,515)	(13,990,769,646)
	<hr/>	<hr/>
	180,697,735,688	120,785,908,465
	<hr/>	<hr/>
Deferred tax expense		
Origination and reversal of temporary differences	276,399,417	3,033,754,950
Effect of change in tax rate	-	(267,417,679)
	<hr/>	<hr/>
	276,399,417	2,766,337,271
	<hr/>	<hr/>
Income tax expense	180,974,135,105	123,552,245,736
	<hr/>	<hr/>

(b) Reconciliation of effective tax rate

	2020	2019
	VND	VND
Accounting profit before tax	922,926,515,621	793,976,297,141
	<hr/>	<hr/>
Tax at the Company's tax rate	184,585,303,124	158,795,259,428
Effect of change in tax rate	-	(267,417,679)
Non-deductible expenses	150,272,496	1,435,926,523
Effect of different tax rate applied to expansion project	-	(22,420,752,890)
Over provision in prior years	(3,761,440,515)	(13,990,769,646)
	<hr/>	<hr/>
	180,974,135,105	123,552,245,736
	<hr/>	<hr/>



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(c) Applicable tax rates

According to the corporate income tax law and the Law on encouragement of domestic investment, the Company has an obligation to pay the government corporate income tax at the incentive tax rate of 15% of taxable profits for the first twelve years (2005 to 2016) since the Company is a joint stock company which was converted from a state-owned enterprise before 2006. The Company is also exempted from corporate income tax for three years starting from the first year it generates taxable profits (2005 to 2007) and entitled to a 50% reduction in corporate income tax for seven succeeding years (2008 to 2014). All the above tax incentives are not applicable to other income and taxable profits from expansion project, which are subject to the usual corporate income tax rate.

The Company obtained the Investment Licence No. 47221000778 on 24 December 2009 for Bien Hoa II Coffee Manufacturing Factory based in Long Thanh District, Dong Nai Province (“Long Thanh Factory”). According to the first amended Investment Licence, taxable profits generated from Long Thanh Factory will be subject to the usual corporate income tax rate and are eligible to apply the tax exemption and reduction years as follows:

- Exempted from corporate income tax for two years starting from the first year Long Thanh Factory generates taxable profits (2014 to 2015); and
- Entitled to a 50% reduction in corporate income tax for four succeeding years (2016 to 2019).

The usual corporate income tax rate applicable to enterprises before any incentives is 20%.

(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 review and investigation 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. 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 different interpretations and the effects could be significant.

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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:

	Transaction value		Receivables/(Payables) as at	
	2020 VND	2019 VND	31/12/2020 VND	1/1/2020 VND
Parent of the parent company				
Masan Consumer Corporation				
Sale of goods	2,460,262,538,069	2,707,135,064,147	189,093,993,744	1,054,136,253,023
Sale of services	186,746,021,000	128,438,345,000	10,801,005,600	123,797,050,300
Purchase of goods	101,973,274,178	109,864,662,462	-	-
Purchase of fixed assets	325,000,000	-	-	-
Parent company				
Masan Beverage One Member Company Limited				
Dividends	656,449,375,000	628,275,240,000	-	-
Subsidiary				
Café De Nam Joint Stock Company				
Sale of goods	11,206,882	107,149,915	5,298,810	98,335,996
Sale of services	895,734,848	927,935,100	195,568,516	315,769,410
Purchase of goods	3,006,385,668	13,431,026	-	-
Loan provided	-	5,000,000,000	125,000,000,000	125,000,000,000
Interest income from loans receivable	8,147,260,272	8,052,698,628	33,993,867,117	25,846,606,845
Other related parties				
Masan Industrial One Member Company Limited				
Sale of goods	395,986,838	1,107,924,270	-	-
Purchase of goods	5,827,490,240	618,910,612	(3,251,498,113)	(182,793,171)
Purchase of services	32,147,402,876	28,714,697,366	(8,026,013,092)	(9,378,428,200)
Management fee	3,598,063,998	480,000,000	(3,957,870,398)	-
Sale of fixed assets	29,400,080	155,544,481	-	-
Loan provided	600,000,000,000	-	-	-
Collection of loan	600,000,000,000	-	-	-
Interest income from loans receivable	29,917,808,218	-	-	-

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	Transaction value		Receivables/(Payables) as at	
	2020 VND	2019 VND	31/12/2020 VND	1/1/2020 VND
Vinh Hao Mineral Water Corporation				
Sale of goods and services	8,713,200	20,042,719,830	-	-
Purchase of goods	65,646,865,734	135,225,318,819	(13,503,776,971)	(37,487,475,792)
Purchase of services	51,866,079,072	74,163,238,704	(5,526,180,000)	(42,278,028,250)
Masan MB One Member Company Limited				
Sale of goods and services	20,791,403,040	18,429,305,391	1,227,113,448	-
Purchase of goods	10,797,540,156	51,700,000	-	-
Masan HG One Member Company Limited				
Sale of goods	5,582,670,045	70,335,900	4,494,642,240	77,369,490
Purchase of goods	75,978,496	-	-	-
Masan HD One Member Company Limited				
Sale of goods	1,980,000	6,690,909	-	3,360,000
Masan Brewery Distribution One Member Company Limited				
Purchase of goods	6,259,091	58,950,000	-	-
Viet Tien Food Technology One Member Company Limited				
Purchase of goods	35,275,632	-	(9,460,000)	-
Masan JinJu Joint Stock Company				
Purchase of goods	12,660,574	-	-	-
Net Detergent Joint Stock Company				
Purchase of goods	8,607,272	-	-	-

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	Transaction value		Receivables/(Payables) as at	
	2020 VND	2019 VND	31/12/2020 VND	1/1/2020 VND
Key management personnel				
Remunerations	6,592,660,523	7,067,379,527	-	-

As at 31 December 2020 and 1 January 2020, the Company had current and term deposit accounts at Vietnam Technological and Commercial Joint Stock Bank at normal commercial terms.

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 for the year ended 31 December 2020 was as follows:

Name	Position	VND
Board of Directors		
Mr Pham Hong Son	Chairman (from 23 June 2020)	-
	Member (until 23 June 2020)	-
Mr Pham Quang Vu	Chairman (until 23 June 2020)	900,000,000
Ms Nguyen Hoang Yen	Member	-
Mr Truong Cong Thang	Member	-
Mr Huynh Cong Hoan	Member (from 23 June 2020)	-
Ms Ho Thuy Hanh	Member (from 23 June 2020)	-
Mr Pham Dinh Toai	Member (until 23 June 2020)	-
Mr Nguyen Nam Hai	Member (until 23 June 2020)	119,090,909
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Name	Position	VND
Board of Management		
Mr Doan Quoc Hung (*)	Chief Executive Officer	3,598,063,998
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(*) The related party of the Company directly paid these remunerations.

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32. Post balance sheet events

In January 2021, the Company has successfully acquired an additional 17,000,000 new shares issued (equivalent to 12.77% equity interests) in Café De Nam Joint Stock Company (“CDN”), a subsidiary. As the results of these transactions, the Company’s equity interests in CDN has increased from 85% to 97.77%.

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

3 March 2021

Prepared by:



Nguyen Thi Ngoc Tram
General Accountant

Approved by:



Phan Thi Thuy Hoa
Chief Accountant

Doan Quoc Hung
Chief Executive Officer



