

## Hoang Anh Gia Lai Joint Stock Company

Separate financial statements (The financial statements of the parent company)

Quarter IV of 2018

# Hoang Anh Gia Lai Joint Stock Company

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# SEPARATE BALANCE SHEET as at 31 December 2018

ı					VND'000
				31	
Code	AS	SETS	Notes	December 2018	31 December 2017
100	Α.	CURRENT ASSETS		3,253,534,856	5,288,884,188
<b>110</b> 111	I.	Cash 1. Cash	4	<b>212,718,119</b> 212,718,119	<b>13,297,086</b> 13,297,086
130 131 132 135 136 137	11.	<ol> <li>Current accounts receivable</li> <li>Short-term trade receivables</li> <li>Short-term advances to suppliers</li> <li>Short-term loans receivables</li> <li>Other short-term receivables</li> <li>Provision for short-term doubtful receivables</li> </ol>	5 6 7 8	<b>2,970,455,436</b> 148,062,929 55,663,191 1,685,257,537 1,092,715,723 (11,243,944)	5,160,712,956 250,622,228 49,349,094 3,382,257,494 1,485,378,178 (6,894,038)
<b>140</b> 141 149	III.	<ul><li>Inventories</li><li>1. Inventories</li><li>2. Provision for obsolete inventories</li></ul>	9	<b>60,697,933</b> 60,972,251 (274,318)	<b>106,757,513</b> 107,031,831 (274,318)
150 151 152 153	IV.	<ol> <li>Other current assets</li> <li>Short-term prepaid expenses</li> <li>Value-added tax deductible</li> <li>Tax and other receivables from the State</li> </ol>		<b>9,663,368</b> 301,304 5,295,828 4,066,236	<b>8,116,633</b> 551,908 7,545,300 19,425
200	В.	NON-CURRENT ASSETS		23,895,096,144	21,976,856,200
<b>210</b> 215 216	I.	<ul><li>Long-term receivables</li><li>1. Long-term loan receivables</li><li>2. Other long-term receivables</li></ul>	7 8	<b>10,860,693,560</b> 10,264,589,079 596,104,481	<b>11,530,988,766</b> 10,256,783,507 1,274,205,259
220 221 222 223 227 228 229	II.	Fixed assets  1. Tangible fixed assets    Cost    Accumulated depreciation  2. Intangible fixed assets    Cost    Accumulated amortization	10	212,651,784 183,522,505 301,198,226 (117,675,721) 29,129,279 40,450,152 (11,320,873)	<b>253,492,301</b> 222,907,067 337,255,566 (114,348,499) 30,585,234 40,450,152 (9,864,918)
<b>230</b> 231 232	III.	<ul><li>Investment properties</li><li>1. Cost</li><li>2. Accumulated depreciation</li></ul>	12	<b>37,104,803</b> 42,073,202 (4,968,399)	<b>38,344,237</b> 42,073,202 (3,728,965)
<b>240</b> 242	IV.	<ul><li>Long-term assets in progress</li><li>1. Construction in progress</li></ul>		<b>9,583,389</b> 9,583,389	<b>9,583,389</b> 9,583,389
250 251 252 253 254	V.	<ol> <li>Long-term financial investments</li> <li>Investments in subsidiaries</li> <li>Investments in associates</li> <li>Investments in other entities</li> <li>Provision for long-term financial investments</li> </ol>	13.1 13.2 13.3	<b>12,763,110,627</b> 10,312,155,846 3,258,537,647 7,360,041 (814,942,907)	10,130,729,229 10,714,783,853 5,000,000 7,360,041 (596,414,665)
260	VI.	Other long-term assets		11,951,981	13,718,278

## SEPARATE BALANCE SHEET (continued)

as at 31 December 2018

261 262	Long-term prepaid assets     Deferred tax assets	14	11,068,747 883,234	13,718,278 -
270	TOTAL ASSETS		27,148,631,000	27,265,740,388

VND'000

					VND 000
Code	RE	SOURCES	Notes	31 December 2018	31 December 2017
300	C.	LIABILITIES		14,346,945,412	14,361,475,686
310 311 312 313 314 315 318	I.	<ol> <li>Current liabilities</li> <li>Short-term trade payables</li> <li>Short-term advances from customers</li> <li>Statutory obligations</li> <li>Payables to employees</li> <li>Short-term accrued expenses</li> <li>Short-term unearned revenues</li> </ol>	15 16 17 18	3,505,175,681 37,065,741 3,933,939 3,659,623 8,312,677 552,937,712 228,667	<b>3,018,884,761</b> 107,875,868 426,361,574 61,262,589 9,628,044 145,805,941
319 320 322		<ol> <li>Other short-term payables</li> <li>Short-term loans</li> <li>Bonus and welfare fund</li> </ol>	19 20	1,081,119,542 1,817,853,874 63,906	1,928,010,284 339,381,873 558,588
330 333 337 338 341 342	II.	<ol> <li>Non-current liabilities</li> <li>Long-term accrued expenses</li> <li>Other long-term liabilities</li> <li>Long-term loans</li> <li>Deferred tax liabilities</li> <li>Long-term provisions</li> </ol>	18 19 20	10,841,769,731 1,374,149,901 570,075,796 8,891,914,013 - 5,630,021	11,342,590,925 948,576,222 - 10,381,774,860 6,596,322 5,643,521
400	D.	OWNER'S EQUITY		12,801,685,588	12,904,264,702
410 411 411a 412 415 418 421 421a 421b	I.	Owner's equity  1. Share capital  - Shares with voting rights  2. Share premium  3. Treasury shares  4. Investment and development fund  5. Undistributed earnings  - Undistributed earnings up to the prior year  - Undistributed earnings of the current year	21.1	12,801,685,588 9,274,679,470 9,274,679,470 3,263,858,784 (686,640) 279,895,303 (16,061,329) 85,590,785 (101,652,114)	12,904,264,702 9,274,679,470 9,274,679,470 3,263,858,784 (686,640) 279,895,303 86,517,785 561,569,778 (475,051,993)
440		TAL LIABILITIES AND VNERS' EQUITY		27,148,631,000	27,265,740,388

Tran Thi Thanh Hieu Preparer Le Truong Y Tram
Chief accountant

Vo Truong Son General director

30 January 2019

# SEPARATE INCOME STATEMENT Quarter IV of 2018

1						VND 000
					Accumulated from the beginning of the year	
Code	ITEM	Notes	Current year	Previous year	Current year	Previous year
10	Revenues from sale of goods and rendering of services	22.1	20,091,425	30,659,866	150,747,274	223,540,379
11	2. Costs of goods sold	23	(18,679,530)	(27,888,495)	(122,765,301)	(191,205,673)
20	Gross profit from sale of goods and rendering of services		1,411,895	2,771,371	27,981,973	32,334,706
21	4. Financial income	22.2	313,735,863	278,136,982	1,385,980,985	1,125,471,884
<b>22</b> 23	5. Financial expenses In which: interest expenses	24	<b>(412,230,394)</b> (271,519,340)	<b>(823,888,770)</b> (311,862,014)	(1,315,960,458) (1,077,816,299)	(1,529,355,621) (1,010,887,348)
25	6. Selling expenses	25	(4,105,489)	(511,751)	(5,557,393)	(4,695,357)
26	7. General and administrative expenses	26	(62,432,722)	(30,577,774)	(213,203,000)	(88,802,931)
30	8. Operating loss		(163,620,847)	(574,069,942)	(120,757,893)	(465,047,319)
31	9. Other income	27	23,141,841	39,151	25,692,528	2,826,081
32	10. Other expenses	27	(3,462,393)	(2,876,584)	(9,999,363)	(7,651,933)
40	11. Other profits (losses)	27	19,679,448	(2,837,433)	15,693,165	(4,825,852)

SEPARATE INCOME STATEMENT (continued)
Quarter IV of 2018

[-						
		Accumulated from the beginn the year Quarter IV		Quarter IV		0 0
Code	ITEM	Notes	Current year	Previous year	Current year	Previous year
50	12. Accounting profit before tax		(143,941,399)	(576,907,375)	(105,064,728)	(469,873,171)
51	13. Current corporate income tax expenses	28	-	16,958,908	(4,066,942)	(912,141)
52	14. Deferred income tax benefits (expenses)	28	(737,831)	(2,885)	7,479,556	(4,266,681)
60	15. Loss after corporate income tax		(144,679,230)	(559,951,352)	(101,652,114)	(475,051,993)

Lo Truong V Tram	Vo Truong Son
Chief accountant	General director
	Le Truong Y Tram Chief accountant

# SEPARATE CASH FLOW STATEMENT Quarter IV of 2018

		I		VND'000
				n the beginning of year
Code	ITEM	Notes	Current year	Previous year
	I. CASH FLOW FROM			
	OPERATING ACTIVITIES		//o= oo / =oo\	(400 000 404)
01	Accouning loss before tax Adjustments for:		(105,064,728)	(469,873,171)
02	Depreciation of fixed assets and			
	Investment properties	10,11,12	19,232,944	20,245,315
03	Provisions		222,878,148	511,395,775
04	Loss on foreign exchange difference		13,663,338	1,697,211
05 06	Profits from investing activities Interest expenses	24	(1,370,044,506) 1,077,816,299	(1,108,075,279) 1,010,887,348
08	Other adjustments	24	1,077,010,299	(14,418,900)
	o inor adjustinomis			(1.1,1.0,000)
08	Operating loss before changes in			
00	working capital		(141,518,505)	(48,141,701)
09 10	Decrease in receivables		2,599,028,503	1,086,384,985
11	Decrease (increase) in inventories Decrease in payables		46,059,580 (3,443,542,005)	(5,852,298) (1,254,076,140)
12	Decrease (increase) in prepaid		(3,443,342,003)	
	expenses		2,900,135	(562,924)
14	Interest paid		(345,238,729)	(271,324,396)
15	Corporate tax income paid	28	(49,839,924)	(3,055,370)
17	Other cash outflows for operating activities		(1,423,682)	(3,667,035)
	activities		(1,423,002)	(3,007,033)
20	Net cash flows used in operating			
	activities		(1,333,574,627)	(500,294,879)
	II CASH ELOW EDOM INVESTINO			
	II. CASH FLOW FROM INVESTING ACTIVITIES			
21	Purchases and construction of fixed			
	assets		(309,545)	(14,140,680)
22	Proceeds from disposals of fixed			
20	assets and other long-term assets		- (4 504 470 000)	10,191,229
23 24	Loans to other entities Collections from borrowers		(4,534,472,229) 4,674,851,401	(6,983,633,153) 5,392,388,267
24 25	Payments for investments in other		7,074,001,401	5,532,506,207
	entities		(376,313,640)	(2,550,000)
26	Proceeds from sale of investments in		,	, ,
0.7	other entities		2,550,000	1,665,782
27	Interest and dividends received		1,145,906,722	958,505,082
30	Net cash flows from investing			
	activities		912,212,709	(637,573,473)

SEPARATE CASH FLOW STATEMENT (continued) Quarter IV of 2018

ir—				1
			Accumulated from the y	• •
Code	ITEM	Notes	Current year	Previous year
33 34 40 50 60 70	III. CASH FLOW FROM FINANCIAL ACTIVITIES Borrowings received Borrowings prepaid  Net cash flow from financial activities  Net cash flow during the year  Cash at the beginning of the year  Cash at the end of the year	4	925,824,600 (305,041,649) <b>620,782,951</b> 199,421,033 13,297,086 212,718,119	1,782,561,369 (923,127,374) 859,433,995 (278,434,357) 291,731,443 13,297,086

Tran Thi Thanh Hieu Preparer	Le Truong Y Tram Chief accountant	Vo Truong Son General director
30 January 2019		

#### 1. CORPORATE INFORMATION

Hoang Anh Gia Lai Joint Stock Company ("the Company") is a joint stock company incorporated under the Law on Enterprise of Vietnam pursuant to Business Registration Certificate No. 3903000083 issued by the Department of Planning and Investment of Gia Lai Province on 1 June 2006 and thirty (30) subsequent Amended Business Registration Certificates.

The Company's shares were listed on the Ho Chi Minh City Stock Exchange ("HOSE") with code HAG in accordance with Decision No. 124/QD-SGDHCM issued by HOSE on 15 March 2008.

As at 31 December 2018, the Company has seven (7) direct subsidiaries, twenty-nine (29) indirect subsidiaries, two (2) associates and five (5) branches.

The current principal activities of the Company are trading machinery and tools for cultivation and livestock; agricultural services; developing apartments for sale and lease; construction; mechanics; hotel and resort operation; sport and entertainment activities; and manufacturing and trading cattle feed and fertilizer.

The Company's head office is located at No. 15 Truong Chinh Street, Phu Dong Ward, Pleiku City, Gia Lai Province, Vietnam.

#### 2. BASIS OF PREPARATION

#### 2.1 Accounting standards and system

The Separate financial statements of the Company expressed in thousands of Vietnam dong ("VND'000") are prepared in accordance with the Vietnamese Enterprise Accounting System and Vietnamese Accounting Standards issued by the Ministry of Finance as per:

- Decision No. 149/2001/QD-BTC 313 issued in 2001 on the Issuance and Promulgation of Four Vietnamese Standards on Accounting (Series 1);
- Decision No. 165/2002/QD-BTC 313 issued in 2002 on the Issuance and Promulgation of Six Vietnamese Standards on Accounting (Series 2);
- Decision No. 234/2003/QD-BTC dated 30 March 2003 on the Issuance and Promulgation of Six Vietnamese Standards on Accounting (Series 3);
- Decision No. 12/2005/QD-BTC dated 15 February 2005 on the Issuance and Promulgation of Six Vietnamese Standards on Accounting (Series 4); and
- Decision No. 100/2005/QD-BTC dated 28 March 2005 on the Issuance and Promulgation of Four Vietnamese Standards on Accounting (Series 5).

Accordingly, the accompanying Separate financial statements including their utilization are not designed for those who are not informed about Vietnam's accounting principles, procedures and practices and furthermore are not intended to present the interim separate financial position and interim separate results of operations and interim separate cash flows in accordance with accounting principles and practices generally accepted in countries other than Vietnam.

#### 2.2 Applied accounting documentation

The Company's applied accounting documentation system is the General Journal system.

#### 2.3 Fiscal year

The Company's fiscal year applicable for the preparation of its financial statements starts on 1 January and ends on 31 December.

This Separate financial statements of Quarter IV of 2018 are prepared for the year from 01 October 2018 to 31 December 2018.

## 2. BASIS OF PREPARATION (continued)

## 2.4 Accounting currency

The Separate financial statements are prepared in VND which is also the Company's accounting currency.

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 3.1 Cash

Cash comprises cash on hand and cash in banks.

#### 3.2 Receivables

Receivables are presented in the Separate financial statements at the carrying amounts due from customers and other debtors, after provision for doubtful debts.

The provision for doubtful debts represents amounts of outstanding receivables which are doubtful of being recovered at the balance sheet date, in accordance with the guidance under Circular No. 228/2009/TT-BTC issued by Department of Finance on 7 March, 2009 ("Circular 228"). Increases or decreases to the provision balance are recorded as general and administrative expenses in the separate income statement.

#### 3.3 Inventories

Inventories are stated at the lower of cost incurred to bring each product to its present location and condition, and net realizable value.

Net realizable value represents the estimated selling price in the ordinary course of business less the estimated costs to complete and the estimated costs necessary to make the sale.

The perpetual method is used to record inventories, which are valued as follows:

Raw and construction materials, tools - and supplies and merchandise goods - Finished goods and work-in-process

- Actual cost on a weighted average basis.
  - Cost of direct materials and labor plus attributable overheads based on the normal level of activities.

Apartments for sale under construction are carried at the lower of cost and net realizable value. Costs include all expenditures including borrowing costs, directly attributable to the development and construction of the apartments. Net realizable value represents current selling price less estimated cost to complete and estimated selling and marketing expenses.

Provision for obsolete inventories

An inventory provision is created for the estimated loss arising due to the impairment (through diminution, damage, obsolescence, etc.) of raw materials, finished goods, and other inventories owned by the Company, based on appropriate evidence of impairment available at the balance sheet date.

Increases or decreases to the provision balance are recorded into the cost of goods sold account in the separate income statement.

#### 3.4 Tangible fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation.

The costs of tangible fixed assets consist of their purchase prices and any directly attributable costs of bringing the tangible fixed assets to the working condition for their intended use.

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

## 3.4 Tangible fixed assets (continued)

Expenditures for additions, improvements and renewals are capitalized; and expenditures for maintenance and repairs are charged to the separate income statement when incurred.

When tangible fixed assets are sold or retired, any gain or loss resulting from their disposal (the difference between the net disposal proceeds and the carrying amount) is included in the separate income statement.

#### 3.5 Intangible fixed assets

Intangible fixed assets are stated at cost less accumulated amortization.

The cost of an intangible fixed asset comprises its purchase price and any directly attributable costs of preparing the intangible fixed asset for its intended use.

Expenditures for additions, improvements are added to the carrying amount of the assets and other expenditures are charged to the separate income statement as incurred.

When intangible assets are sold or retired, any gain or loss resulting from their disposal (the difference between the net disposal proceeds and the carrying amount) is included in the separate income statement.

#### Land use rights

The advance payment for land rental, of which the land lease contracts have effectiveness prior to 2003 and Land use right certificate being issued, are recorded as an intangible asset according to Circular No. 45/2013/TT-BTC issued by the Ministry of Finance on 25 April 2013 guiding the management, use and depreciation of fixed assets ("Circular 45"). The costs of land use rights comprise all directly attributable costs of bringing the land to the condition available for use.

#### Computer software

Computer software which is not an integral part of hardware is recorded as an intangible asset and amortized over the term of benefits.

#### 3.6 Depreciation and amortization

Depreciation of tangible fixed assets and amortization of intangible assets are calculated on a straight-line basis over the estimated useful life of each asset as follows:

Buildings and structures	5 - 50 years
Machinery and equipment	5 - 15 years
Means of transportation	6 - 10 years
Office equipment	3 - 10 years
Perennial trees	7 years
Computer software	8 years
Other assets	6 years

Land use rights with indefinite useful life will not be amortized.

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 3.7 Investment properties

Investment properties are stated at cost including transaction costs less accumulated depreciation.

Subsequent expenditure relating to an investment property that has already been recognized is added to the net book value of the investment property when it is probable that future economic benefits, in excess of the originally assessed standard of performance of the existing investment property, will flow to the Company.

Depreciation of investment properties are calculated on a straight-line basis over the estimated useful life of each asset as follows:

**Buildings and structures** 

50 years

Investment properties are derecognized when either they have been disposed of or the investment properties are permanently withdrawn from use and no future economic benefit is expected from their disposals.

Transfers are made to investment properties when, and only when, there is a change in use, evidenced by the end of owner occupation, and the commencement of an operating lease to another party or end of construction or development. Transfers are made from investment properties when, and only when, there is change in use, evidenced by the commencement of owner occupation or commencement of development with a view to sale. The transfer from investment property to owner-occupied property or inventories does not change the cost or the carrying value of the property for subsequent accounting at the date of change in use.

#### 3.8 Construction in progress

Construction in progress represents costs attributable directly to the construction of the Company's buildings and offices that have not yet been completed as at the date of these Separate financial statements.

#### 3.9 Leased assets

The determination of whether an arrangement is, or contains a lease is based on the nature of the arrangement at inception date and requires an assessment of whether the fulfillment of the arrangement is dependent on the use of a specific asset and the arrangement conveys a right to use the asset.

Where the Company is the lessee

Rentals under operating leases are charged to the separate income statement on a straightline basis over the term of the lease.

Where the Company is the lessor

Assets subject to operating leases are included as the Company's investment properties in the separate balance sheet. Initial direct costs incurred in negotiating an operating lease are recognized in the separate income statement as incurred.

Lease income is recognized in the separate income statement on a straight-line basis over the lease term.

Where long-term leased assets meet conditions, one-time revenues for all rentals received in advance are recognized in accordance with Circular 200/2014/TT-BTC.

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 3.10 Borrowing costs

Borrowing costs consist of interests and other costs incurred in direct connection with the borrowing of fund.

Borrowing costs are recorded as operating expenses during the period in which they are incurred, except to the extent that they are capitalized as explained in the following paragraph.

Borrowing costs that are directly attributable to the acquisition, construction or production of a particular asset are capitalized as parts of the cost of the asset. Capitalization of borrowing costs is suspended during periods in which active development of the asset is interrupted unless such interruption is considered necessary. Capitalization of borrowing costs is ceased when substantially all the activities necessary to prepare the qualifying asset for its intended use or sale are complete.

#### 3.11 Prepaid expenses

Prepaid expenses are reported as short-term and long-term prepaid expenses on the separate balance sheet which mainly include costs of tools and supplies and land rentals. They are amortized over the year for which the amounts are paid and which relates to economic benefits generated from these expenses.

The following expenses are charged in long-term prepaid expenses and to be gradually amortized in the separate income statement.

- Prepaid land rentals are amortized over the years of land lease; and
- ► Tools and supplies are amortized to the separate income statement in a maximum period of 3 years.

## 3.12 Investments

Investments in subsidiaries

Investments in subsidiaries over which the Company has control are carried at cost.

Distributions from accumulated net profits of the subsidiaries arising subsequent to the date of acquisition are recognized in the separate income statement. Distributions from sources other than from such profits are considered a recovery of investment and are deducted to the cost of the investment.

Investments in associates

Investments in associates over which the Company has significant influence are carried at cost.

Distributions from accumulated net profits of the associates arising subsequent to the date of acquisition of the influence are recognized in the separate income statement. Distributions from sources other than from such profits are considered a recovery of investment and are deducted to the cost of the investment.

Investments in other entities

Investments in other entities are stated at their acquisition costs.

Provision for diminution in value of investments

Provision is made for any diminution in the value of investments at the balance sheet date in accordance with the guidance under Circular No. 228/2009/TT-BTC dated 7 March 2009 and Circular No. 89/2013/TT-BTC dated 26 June 2013 issued by the Ministry of Finance. Increases and decreases to the provision balance are recorded as financial expenses in the separate income statement.

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 3.13 Payables and accruals

Payables and accruals are recognized for amounts to be paid in the future for goods and services received, whether or not billed by suppliers to the Company.

#### 3.14 Accrual for severance pay

The severance pay to employees is accrued at the end of each reporting period for all employees who have more than 12 months in service up to 31 December 2008 at the rate of one-half of the average monthly salary for each year of service up to 31 December 2008 in accordance with the Labor Code, the Law on Social Insurance and related implementing guidance. The average monthly salary used in this calculation will be revised at the end of each reporting period following the average monthly salary of the 6-month period up to the balance sheet date. Any increases and decreases to the accrued amount shall be taken to the separate income statement.

This accrued severance pay is used to settle the termination allowance to be paid to employees upon termination of their labor contracts following Article 48 of the Labor Code.

### 3.15 Foreign currency transactions

Transactions in currencies other than the Company's reporting currency of VDN are recorded at the actual transaction exchange rates at transaction dates which are determined as follows:

- ► Transactions resulting in receivables are recorded at the buying exchange rates of the commercial banks designated for collection;
- ► Transactions resulting in liabilities are recorded at the selling exchange rates of the transactions of commercial banks designated for payment; and;
- ▶ Payments for assets or expenses without liabilities initially being recognized are recorded at the buying exchange rates of the commercial banks that process these payments.

At the balance sheet date, monetary balances denominated in foreign currencies are translated at the actual transaction exchange rates as follows:

- Monetary assets are translated at buying exchange rate of the commercial bank where the Company conducts transactions regularly; and
- ▶ Monetary liabilities are translated at selling exchange rate of the commercial bank where the Company conducts transactions regularly.

All foreign exchange differences incurred during the year and arising from the revaluation of monetary accounts denominated in foreign currency at period-end are taken to the separate income statement.

## 3.16 Treasury shares

Own equity instruments which are reacquired (treasury shares) are recognized at cost and deducted from equity. No gain or loss is recognized in profit or loss upon purchase, sale, issue or cancellation of the Company's own equity instruments.

#### 3.17 Appropriation of net profit

Net profit after tax is available for appropriation to shareholders upon the proposal by the Board of Directors and after approval by the shareholders at the annual general meeting, and after making appropriation to reserve funds in accordance with the Company's Charter and Vietnam's regulatory requirements.

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **3.17** Appropriation of net profit (continued)

The Company maintains the following reserve funds which are appropriated from the Company's net profit as proposed by the Board of Directors and subject to approval by shareholders at the annual general meeting:

Investment and development fund

This fund is set aside for use in the Company's expansion of its operations or in-depth investments.

Bonus and welfare fund

This fund is set aside for the purpose of common benefits, improvement of the employees' benefits, social activities and presented as a liability on the separate balance sheet.

#### 3.18 Revenue recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received or receivable, excluding trade discount, rebate and sales return. The following specific recognition criteria must also be met before revenue is recognized:

Sale of goods

Revenue is recognized when the significant risks and rewards of the ownership of the goods have passed to the buyer, usually upon the delivery of the goods.

Sale of apartments

Revenue is recognized when all of the following criteria have been effectively met:

- ► The Company has transferred the significant risks and rewards of ownership of the units to the buyer;
- ► The Company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the units sold;
- ▶ The amount of revenue can be reliably measured;
- ▶ The economic benefits associated with the transaction will probably flow to the Company; and
- The costs incurred or to be incurred in respect of the transaction can be measured reliably.

#### Rendering of services

Revenue from the rendering of services is recognized when the services are rendered.

Interest

Revenue is recognized as the interest accrues (taking into account the return on assets) unless collectability is in doubt.

#### Rental income

Rental income arising from operating leases is accounted for on a straight-line basis in the separate income statement over the lease terms on ongoing leases.

#### Dividend income

Income is recognized when the Company's entitlement as an investor to receive the dividend is established

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **3.18** Revenue recognition (continued)

#### Income from disposal of investments

Income from disposal of investments is recognized when the investment transfer procedures are completed; and the involving parties have fulfilled their respective contractual obligations.

#### Construction contracts

Where the outcome of a construction contract can be estimated reliably and certified by customers, related revenue and costs are recognized by reference to the amount of work completed at the balance sheet date. Variations in contract work, claims and incentive payments are included to the extent that they have been agreed with the customers.

Where the outcome of a construction contract can not be estimated reliably, contract revenue is recognized to the extent of contract costs incurred which is probably recoverable. Contract costs are recognized as expenses in the year in which they are incurred.

#### 3.19 Taxation

#### Current income tax

Current income tax assets and liabilities for the current year and prior years are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are enacted as at the separate balance sheet date.

Current income tax is charged or credited to the separate income statement, except when it relates to a item recognized directly to equity, in which case the current income tax is also dealt with in equity.

#### Current income tax

Current income tax assets and liabilities are offset when there is a legally enforceable right for the Company to off-set current tax assets against current tax liabilities and when the Company intends to settle its current tax assets and liabilities on a net basis.

### Deferred tax

Deferred tax is provided using the balance sheet liability method on temporary differences at the balance sheet date between the tax base of assets and liabilities and their carrying amount for the purpose of preparing the Separate financial statements.

Deferred tax liabilities are recognized for all taxable temporary differences, except:

- ▶ Deferred tax liability arises from the initial recognition of an asset or liability in a transaction which at the time of the transaction affects neither the accounting profit nor taxable profit or loss; and
- ► Taxable temporary differences associated with investments in subsidiaries and associates, and joint venture capitals where timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognized for all deductible temporary differences, the carryforward of unused tax losses and the carryforward of unused tax credit, to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, the carryforward of unused tax losses and the carryforward of unused tax credit can be utilized, except:

## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **3.19 Taxation** (continued)

Deferred tax (continued)

- Where the deferred tax asset in respect of deductible temporary difference which arises from the initial recognition of an asset or liability which at the time of the related transaction, affects neither the accounting profit nor taxable profit or loss; and
- ▶ In respect of deductible temporary differences associated with investments in subsidiaries and associates, deferred tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilized.

The carrying amount of deferred income tax assets is reviewed at each balance sheet date and reduced to the extent that it is probable that sufficient taxable profits will be available to allow all or part of the deferred income tax asset to be utilized. Previously unrecognized deferred income tax assets are reassessed at each balance sheet date and are recognized to the extent that it has become probable that future taxable profit will allow the deferred tax assets to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realized or the liability is settled based on tax rates and tax laws that have been enacted at the balance sheet date.

Deferred tax is credited to the separate income statement, except when it relates to items recognized directly to equity, in which the deferred tax is also dealt with in the equity account.

Deferred tax assets and liabilities are offset when there is a legally enforceable right for the Company to off-set current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority on either the same taxable entity; or when the Company intends either to settle current tax liabilities and assets on a net basis or to realize the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

#### 3.20 Related parties

Enterprises and individuals that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control with, the Company, including holding companies, subsidiaries and fellow subsidiaries are related parties of the Company. For associates and individuals owning, directly or indirectly, an interest in the voting power of the Company that give significant influences over the Company, and have key management personnel, including directors and officers of the Company, close members of the families of these individuals and companies associated with these individuals also constitute related parties.

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

#### 4. CASH

		VND'000
	31 December 2018	31 December 2017
Cash in banks Cash on hand	211,503,917 1,214,202	12,181,119 1,115,967
TOTAL	212,718,119	13,297,086
5. SHORT-TERM TRADE RECEIVABLES		VND'000
	31 December 2018	31 December 2017
Receivables from the sale of fixed assets Receivables from trading and services Receivables from construction services Receivables from sale of apartments	55,226,071 52,316,197 36,673,821 3,846,840	99,290,420 145,140,765 6,191,043
TOTAL	148,062,929	250,622,228

Included in short-term trade receivables were amounts due from related parties aggregating to VND'000 138,649,839 as at 31 December 2018 (*Note 29*).

## 6. SHORT-TERM ADVANCES TO SUPPLIERS

TOTAL	55,663,191	49,349,094
Other advances	-	13,004,775
Advances to suppliers of goods and services	55,663,191	36,344,319
	31 December 2018	31 December 2017
		VND'000

Included in short-term advances to suppliers was amount due from related parties aggregating VND'000 49,703,805 as at 31 December 2018 (*Note 29*).

10,256,783,507

13,639,041,001

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) Quarter IV of 2018

#### 7. LOAN RECEIVABLES

**TOTAL** 

		VND'000
	31 December 2018	31 December 2017
Short-term		
Short-term loans to related parties (Note 29) In which:	1,667,079,653	3,289,261,972
Subsidiaries (i)	1,033,368,701	714,691,680
An Phu companies ("An Phu") (ii)	489,039,660	412,622,883
Employees	-	33,990,409
Other related parties (iii)	144,671,292	2,127,957,000
Short-term loans to other companies (iv)	18,177,884	92,995,522
	1,685,257,537	3,382,257,494
Long-term		
Long-term loans to related parties		
(Note 29) In which:	10,122,511,764	10,078,384,939
An Phu companies ("An Phu") (ii)	4,568,568,147	-
Subsidiaries (i)	3,991,987,054	6,951,543,431
Other related parties (iii)	1,561,956,563	3,126,841,508
Long-term loans to Laos Government for the		
Attapeu Airport (v)	99,196,406	169,589,065
Long-term loans to other companies (iv)	42,880,909	8,809,503

(i) They represent unsecured loans to subsidiaries with maturity dates from December 2018 to March 2023, and interest rates ranging from 6.00% to 12.50% per annum.

10,264,589,079

11,949,846,616

- (ii) They represent unsecured loans to An Phu companies with maturity dates from December 2018 to March 2023, and interest rates ranging from 9.75% to 14.00% per annum.
- (iii) They represent unsecured loans to other related parties with maturity dates from March 2019 to September 2021, and interest rates ranging from 9.00% to 14.00% per annum.
- (iv) They represent unsecured loans to other companies with maturity dates from December 2018 to May 2020, and interest rate of 13.00% per annum.
- (v) Loan to Laos Government Attapeu International Airport project represents the interest-free loan in accordance with the Credit Contract signed with the government of Laos on 23 May 2013 to finance the construction of Attapeu International Airport in Laos. This loan will be off-set with tax payables and other obligations to the government of Laos in the future.

## 8. OTHER RECEIVABLES

9.

		VND'000
	31 December 2018	31 December 2017
Short-term		
Receivables from related parties (Note 29) Interest receivables from companies Receivables from employees Others	1,080,452,195 6,800,304 2,004,657 3,458,567	1,324,119,730 74,834,008 11,087,640 75,336,800
	1,092,715,723	1,485,378,178
Long-term		
Receivables from related parties (Note 29) Long-term deposit Receivables from business cooperation	594,554,350 514,680	589,983,768
contracts ("BCC") Others	- 1,035,451	514,788,889 169,432,602
Culois	596,104,481	1,274,205,259
TOTAL	1,688,820,204	2,759,583,437
INVENTORIES		
		VND'000
	31 December 2018	31 December 2017
Costs of apartments for sale Work in process	32,002,629 20,914,026	42,846,229 24,342,082
In which: Constrution contracts Manufacturing activities Merchandise goods	20,043,936 870,090 7,526,974	24,342,082 - 10,104,115
Construction materials Raw materials Tools and supplies Finished goods Goods in transit	267,376 107,368 95,316 58,562	20,405,728 1,526,833 2,249,330 5,557,514
TOTAL	60,972,251	107,031,831
Provision for obsolete inventories	(274,318)	(274,318)
NET VALUE	60,697,933	106,757,513

## 10. TANGIBLE FIXED ASSETS

							VND'000
	Buildings,	Machinery and	Means of	Office	Perennial		
	structures	equipment	transportation	equipment	trees	Other assets	Total
Cost							
31 December 2017	248,348,217	41,217,384	37,874,101	3,018,364	6,689,440	108,060	337,255,566
Increase in the year	5,197,860	9,543,599	1,106,492	-	-	-	15,847,951
Liquidation in the year	(26,398,929)	(22,105,522)	(3,400,840)	<u> </u>	<u> </u>		(51,905,291)
31 December 2018	227,147,148	28,655,461	35,579,753	3,018,364	6,689,440	108,060	301,198,226
Accumulated depreciation							
31 December 2017	(58,062,315)	(24,120,372)	(22,867,556)	(2,550,282)	(6,689,440)	(58,534)	(114,348,499)
Depreciation in the year	(8,355,855)	(4,369,899)	(3,556,203)	(237,588)	-	(18,010)	(16,537,555)
Liquidation in the year	4,147,975	8,095,433	966,925	<u> </u>		<u> </u>	13,210,333
31 December 2018	(62,270,195)	(20,394,838)	(25,456,834)	(2,787,870)	(6,689,440)	(76,544)	(117,675,721)
Net carrying amount							
31 December 2017	190,285,902	17,097,012	15,006,545	468,082		49,526	222,907,067
31 December 2018	164,876,953	8,260,623	10,122,919	230,494	-	31,516	183,522,505

## 11. INTANGIBLE FIXED ASSETS

		VND'000
Land use right	Computer software	Total
25,278,179	15,171,973	40,450,152
- - -	(9,864,918) (1,455,955)	(9,864,918) (1,455,955)
	(11,320,873)	(11,320,873)
25,278,179	5,307,055	30,585,234
25,278,179	3,851,100	29,129,279
		VND'000
Land use right	Buildings, structures	Total
27,072,022	15,001,180	42,073,202
(1,478,788) (739,394)	(2,250,177) (500,040)	(3,728,965) (1,239,434)
(2,218,182)	(2,750,217)	(4,968,399)
25,593,234	12,751,003	38,344,237
24,853,840	12,250,963	37,104,803
	25,278,179  25,278,179  25,278,179  25,278,179  25,278,179  21,072,022  (1,478,788) (739,394) (2,218,182)  25,593,234	Land use right       software         25,278,179       15,171,973         - (9,864,918)       (1,455,955)         - (11,320,873)       (11,320,873)         25,278,179       3,851,100         Buildings, structures         27,072,022       15,001,180         (1,478,788) (2,250,177) (739,394) (500,040) (2,218,182) (2,750,217)         25,593,234       12,751,003

## 13. LONG-TERM FINANCIAL INVESTMENTS

	31 Decem	31 December 2018		ber 2017
	Cost	Provision	Cost	Provision
Investment in subsidiaries (Note 13.1)	10,312,155,846	(814,942,907)	10,714,783,853	(596,414,665)
Investment in associates (Note 13.2) Investment in other	3,258,537,647	-	5,000,000	-
entities (Note 13.3)	7,360,041	<u> </u> .	7,360,041	
TOTAL	13,578,053,534	(814,942,907)	10,727,143,894	(596,414,665)

## Hoang Anh Gia Lai Joint Stock Company

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) Quarter IV of 2018

## 13. LONG-TERM FINANCIAL INVESTMENTS (continued)

#### 13.1 Investments in subsidiaries

Details of the Company's direct investments in subsidiaries are presented as follows:

		<u>-</u>		31 December 2	018		31 December 2	017
Names of the subsidiaries	Business activities	Status of operation	% holding	Cost VND'000	Provision VND'000	% holding	Cost VND'000	Provision VND'000
Sub-holding subsidiaries								
Hoang Anh Gia Lai Agricultural JSC	Industrial and agricultural farming, and cattle breeding	Operating	57.81	5,100,120,481	-	63.70	4,723,806,841	-
Hoang Anh Gia Lai Hydropowe JSC		Operating	99.40	2,532,179,575	(729,012,107)	99.40	2,532,179,575	(510,483,865)
Hoang Anh Construction and Housing Development JSC ("HAN") (*)	Real estate	Operating	-	-	-	68.90	3,253,537,647	-
Direct trading subsidiaries								
Hung Thang Loi Gia Lai JSC	Farming and livestock farming	Operating	98.00	2,477,146,000	-	-	-	-
Hoang Anh Gia Lai Hospital  JSC	Hospital	Operating	99.00	99,000,000	-	99.00	99,000,000	-
Hoang Anh Gia Lai Sport JSC	Football club	Operating	51.00	59,000,000	(59,000,000)	51.00	59,000,000	(59,000,000)
V&H Corporation Co., Ltd. (Laos)	Rubber-tree farming	Pre-operating	80.00	26,930,800	(26,930,800)	80.00	26,930,800	(26,930,800)
Công ty TNHH Hoàng Anh Gia Lai Vientiane	Real estate and hotel management	Pre-operating	100.00	17,778,990	-	100.00	17,778,990	-
Hyego Food JSC	Trading	Operating	-	-	-	51.00	2,550,000	-
TOTAL				10,312,155,846	(814,942,907)		10,714,783,853	(596,414,665)

## 13. LONG-TERM FINANCIAL INVESTMENTS (continued)

## 13.1 Investments in subsidiaries (continued)

(\*) On September 12, 2018, HAN completed the issuance of private placement of 125,000,000 shares at an issue price of VND 13,414.63/share (par value of VND 10,000/share) to third parties. Accordingly, this transaction causes a reduced ownership interest of the Company in HAN from 68.90% to 47.89%, and HAN is no longer a subsidiary of the Company from 12 September 2018.

#### 13.2 Investments in associates

		31 December 2018		3	1 Decembe	2017	
Names of the associates	Business activities	The number of shares	% holding	Cost VND'000	The number of shares	% holding	Cost VND'000
Hoang Anh Construction and Housing Development JSC (i)	Real estate	196,368,900	47.89	3,253,537,647	-	-	-
East Asia Investment and Construction Consultant JSC	Consultancy	500,000	25.00	5,000,000	500,000	25.00	5,000,000
TOTAL			_	3,258,537,647			5,000,000

<sup>(</sup>i) To become an associate since 12 September, 2018.

## 13. LONG-TERM FINANCIAL INVESTMENTS (continued)

#### 13.3 Investments in other entities

13.3	investments in other endues		
			VND'000
		31 December 2018	31 December 2017
	Thanh Nien Media Corporation	6,200,000	6,200,000
	Far East Aviation JSC	1,160,041	1,160,041
	TOTAL	7,360,041	7,360,041
14.	LONG-TERM PREPAID ASSETS		
			VND'000
		31 December 2018	31 December 2017
	Pre-paid land rental	9,151,939	9,423,363
	Tools and supplies	1,300,667	3,373,251
	Other long-term prepaid assets	616,141	921,664
	TOTAL	11,068,747	13,718,278
15.	SHORT-TERM TRADE PAYABLES		
			VND'000
		31 December 2018	31 December 2017
	Payable for purchase of goods and services Payable to construction contractsors	36,455,741 610,000	107,875,868
	TOTAL	37,065,741	107,875,868

Included in trade payables were amounts due to related parties aggregating to VND'000 476,059 as at 31 December 2018 (Note 29).

## 16. SHORT-TERM ADVANCES FROM CUSTOMERS

	VND'000
31 December 2018	31 December 2017
1,932,764	198,138,909
1,483,291	226,383,354
517,884	1,839,311
3,933,939	426,361,574
	2018 1,932,764 1,483,291 517,884

Included in advances from customers were amounts due to related parties aggregating to VND'000 2,105,950 as at 31 December 2018 (Note 29).

## 17. STATUTORY OBLIGATIONS

VND'000 31 December
31 December
31 December 2018 2017
Corporate income tax       3,342,456       2,245,372         Value-added tax       245,595       1,187,318         Corporate income tax       1,187,318
(Note 28)       65,230       45,838,161         Other taxes       6,342       11,991,738
TOTAL 3,659,623 61,262,589
ACCRUED EXPENSES
VND'000
31 December 31 December 2018 2017
Short-term
Interest expenses 383,091,600 131,548,171 <i>In which:</i>
Interest expenses from banks 379,089,892 131,548,171 Interest expenses from related parties
(Note 29) 4,001,708 -
Operating costs         166,988,502         4,732,191           Others         2,857,610         9,525,579
552,937,712 145,805,941
Long-term
Interest expenses 1,374,149,901 948,576,222 <i>In which:</i>
Interest expenses from banks 1,360,850,638 948,576,222 Interest expenses from related parties
(Note 29) 13,299,263 -
1,374,149,901 948,576,222
TOTAL 1,927,087,613 1,094,382,163

## 19. OTHER PAYABLES

		VND'000
	31 December 2018	31 December 2017
Chart town	07 D000111101 2010	2011
Short-term		
Payables to related parties (Note 29) Payable for Business Cooperation Contract	856,701,877 -	586,741,504 1,132,500,000
Others	224,417,665	208,768,780
	1,081,119,542	1,928,010,284
Long-term		
Payables to related parties (Note 29)	570,075,796	-
	570,075,796	-
TOTAL	1,651,195,338	1,928,010,284
20. LOANS		
		VND'000
	31 December 2018	31 December 2017
Short-term loans		
Current portion of long-term bank loans		
(Note 20.3)	775,763,119	25,000,000
Short-term loans from related parties (Note 20.2)	612,995,000	-
Current porton of domestic straight bonds (Note 20.1))	429,095,755	314,381,873
	1,817,853,874	339,381,873
Long-term loans		
Domestic straight bonds		
( <i>Note 20.1</i> ) Long-term bank loans	8,516,093,280	8,935,477,868
(Note 20.3)  Long-term loans from related parties	77,000,000	849,974,506
(Note 20.4)	298,820,733	596,322,486
	8,891,914,013	10,381,774,860
TOTAL	10,709,767,887	10,721,156,733

## 20. LOANS (continued)

## 20.1 Domestic straight bonds nước

, and the second		VND'000
Arrangement organization	31 December 2018	31 December 2017
BIDV and BIDV Securities Company ("BSC") ACB Securities Limited Company ("ACBS") Prosperity Bank Securities Company Vietnam	5,876,000,000 480,000,000 991,000,000	5,876,000,000 756,649,915 991,000,000
Phu Gia Securities Joint Stock Company ("PHUGIASC") FPT Securities JSC ("FPTS") and Vietnam and Vietnam Prosperity Joint Stock Commercial Bank	930,000,000	930,000,000
("VPB")	594,000,000	594,000,000
IB Securities Joint Stock Company ("IBSC")	145,268,040	183,000,000
Costs of bond issuance	(71,079,005)	(80,790,174)
TOTAL	8,945,189,035	9,249,859,741
In which:		
Non-current portion of bonds	8,516,093,280	8,935,477,868
1-year current portion of long-term bonds	429,095,755	314,381,873

As at the balance sheet date of 31 December 2018, domestic straight bonds comprise details as below:

Arrangement organization	Bond holder	Amount VND'000	Issuance date	Maturity date
BSC	Joint Stock Commercial Bank for Investment and Development of Vietnam	5,876,000,000	30 March 2016	30 March 2026
ACBS	Golden Farm JSC	300,000,000	25 April 2012	18 June 2023
ACBS	Viet Capital Joint Stock Commercial Bank	180,000,000	30 March 2016	30 June 2020
VPBS	Vietnam Prosperity Joint Stock Commercial Bank	991,000,000	28 November 2014	28 March 2021
PHUGIASC	HD Bank – Branch of Dong Nai Trading Office	930,000,000	29 March 2016	31 March 2023
FPTS and VPB	Vietnam Prosperity Joint Stock Commercial Bank	594,000,000	27 August 2015	27 March 2021
IBSC	Vietnam Prosperity Joint Stock Commercial Bank	145,268,040	30 March 2016	29 March 2020

## 20. LOANS (continued)

## 20.2 Short-term loans from related parties

onore-term rouns from related parties		
		VND'000
	31 December 2018	31 December 2017
Mr. Doan Nguyen Duc	612,995,000	
Long-term bank loans		
		VND'000
	31 December 2018	31 December 2017
Joint Stock Commercial Bank for Investment and Development of Vietnam	553,056,663	575,268,050
Commercial Bank	299,706,456	299,706,456
TOTAL	852,763,119	874,974,506
In which: Long-term bank loans 1-year current portion of long-term bank loans	77,000,000 775,763,119	849,974,506 25,000,000
Long-term loans from related parties		
		VND'000
	31 December 2018	31 December 2017
Hoang Anh Gia Lai Hydropower JSC  Mr. Doan Nguyen Duc  Hoang Anh Gia Lai Import - Export Trading One	169,111,133 129,709,600	146,091,136
member Co., Ltd		450,231,350
TOTAL	298,820,733	596,322,486
	Mr. Doan Nguyen Duc  Long-term bank loans  Joint Stock Commercial Bank for Investment and Development of Vietnam Ho Chi Minh City Development Joint Stock Commercial Bank  TOTAL  In which: Long-term bank loans 1-year current portion of long-term bank loans  Long-term loans from related parties  Hoang Anh Gia Lai Hydropower JSC Mr. Doan Nguyen Duc Hoang Anh Gia Lai Import - Export Trading One member Co., Ltd	Mr. Doan Nguyen Duc  Long-term bank loans  31 December 2018  31 December 2018  Joint Stock Commercial Bank for Investment and Development of Vietnam Ho Chi Minh City Development Joint Stock Commercial Bank  TOTAL  In which: Long-term bank loans 1-year current portion of long-term bank loans 1-year current portion of long-term bank loans  Long-term loans from related parties  31 December 2018  Hoang Anh Gia Lai Hydropower JSC Mr. Doan Nguyen Duc Hoang Anh Gia Lai Import - Export Trading One member Co., Ltd

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# Hoang Anh Gia Lai Joint Stock Company

NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) Quarter IV of 2018

#### 21. **OWNER'S EQUITY**

## 21.1 Increase and decrease in owner's equity

						VND'000
2017	Share capial	Share premium	Treasury shares	Investment and development fund	Undistributed earnings	Total
Balance at 31 December 2016 Contributed capital in the year Profit after tax in the year	7,899,679,470 1,375,000,000	3,539,078,784 (275,220,000)	(686,640) - -	279,895,303 - 	561,569,778 - (475,051,993)	12,279,536,695 1,099,780,000 (475,051,993)
Balance at 31 December 2017	9,274,679,470	3,263,858,784	(686,640)	279,895,303	86,517,785	12,904,264,702
						VND'000
2018	Share capial	Share premium	Treasury shares	Investment and development fund	Undistributed earnings	Total
Balance at 31 December 2017 Profit after tax in the year Remuneration to the BOD, and members of the Board of Supervision	9,274,679,470	3,263,858,784 - -	(686,640) -	279,895,303	86,517,785 (101,652,114) (927,000)	12,904,264,702 (101,652,114) (927,000)
Balance at 31 December 2018	9,274,679,470	3,263,858,784	(686,640)	279,895,303	(16,061,329)	12,801,685,588

## 21. OWNER'S EQUITY (continued)

#### 21.2 Shares

	31 December 2018 Shares	31 December 2017 Shares
Shares authorized to be issued	927,467,947	927,467,947
Shares issued and fully paid Ordinary shares	927,467,947 927,467,947	927,467,947 927,467,947
Treasury shares Ordinary shares	68,664 <i>68,664</i>	68,664 <i>68,664</i>
Outstanding shares Ordinary shares	927,399,283 927,399,283	927,399,283 927,399,283

The par value of the Company's ordinary shares is VND 10,000 per share. The holders of the ordinary shares are entitled to receive dividends as and when declared by the Company. Each ordinary share carries one vote without restriction.

## 22. REVENUES

## 22.1 Revenues from sale of goods and rendering of services

1	V	Τ	V	D	ľ	0	0	C

	Quarter IV		Accumulated from the beginning of the year	
	Current year	Previous year	Current year	Previous year
Net revenue	20,091,425	30,659,866	150,747,274	223,540,379
In which:				
Sale of goods, commodities	11,816,449	12,384,987	74,392,277	100,666,338
Sale from rendering of services	8,274,976	5,872,414	<i>45</i> ,185,247	29,246,483
Sale of real estate	-	403,743	31,169,750	5,173,688
Sale from construction contracts	-	11,998,722	-	88,453,870

## 22.2 Financial income

	Quarter IV		Accumulated from the beginning of the year	
	Current year	Previous year	Current year	Previous year
Interest income	310,791,212	277,643,396	1,127,540,550	1,106,613,010
Dividend income	79,978	60,000	242,081,178	120,000
Gains from foreign exchange differences	2,639,213	67,691	15,936,482	1,382,834
Interest income from bank deposits	225,460	365,895	422,775	2,750,690
Income from liquidation of investments	-	-	-	14,418,900
Others	<u>-</u>			186,450
TOTAL	313,735,863	278,136,982	1,385,980,985	1,125,471,884

## 23. COSTS OF GOODS SOLD AND RENDERING OF SERVICES

#### VND'000

	Quarter	Quarter IV		Accumulated from the beginning of the year	
	Current year	Previous year	Current year	Previous year	
Cost of goods, commodities sold	13,517,075	14,244,564	74,638,440	94,096,239	
Cost of rendering of services	5,162,455	6,940,444	37,283,261	27,184,095	
Cost of real estate	-	-	10,843,600	3,946,480	
Cost of construction contracts		6,703,487	<u> </u>	65,978,859	
TOTAL	18,679,530	27,888,495	122,765,301	191,205,673	

#### 24. FINANCIAL EXPENSES

	Quarter IV		Accumulated from the beginning of the year	
	Current year	Previous year	Current year	Previous year
Interest expenses Provision for impairment of investment in	271,519,340	311,862,014	1,077,816,299	1,010,887,348
subsidiaries	132,868,535	510,483,865	218,528,242	510,483,865
Loss on foreign exchange difference	3,751,610	138,271	15,525,008	3,697,752
Loss on disposal of investments	-	1,371,648	-	1,408,421
Others	4,090,909	32,972	4,090,909	2,878,235
TOTAL	412,230,394	823,888,770	1,315,960,458	1,529,355,621

## 25. SELLING EXPENSES

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	Quarter IV		Accumulated from the year	beginning of the
	Current year	Previous year	Current year	Previous year
Transportation and external service expenses	4,006,218	-	5,299,026	2,168,933
Costs of labor	87,750	253,687	214,250	987,532
Others	11,521	258,064	44,117	1,538,892
TOTAL	4,105,489	511,751	5,557,393	4,695,357

## 26. GENERAL AND ADMINISTRATIVE EXPENSES

	Quarter IV		Accumulated from the year	0 0
	Current year	Previous year	Current year	Previous year
Costs of labor	9,345,214	12,793,843	38,377,316	46,307,035
Depreciation and amortization	1,924,660	2,111,709	7,908,200	8,845,527
External services	5,273,664	8,138,002	13,951,993	13,226,974
Provisions	(10,132,654)	637,592	4,349,906	637,592
Others	56,021,838	6,896,628	148,615,585	19,785,803
TOTAL	62,432,722	30,577,774	213,203,000	88,802,931

## 27. INCOME AND OTHER EXPENSES

	Quarter IV		Accumulated from the year	•
	Current year	Previous year	Current year	Previous year
Other incomes	23,141,841	39,151	25,692,528	2,826,081
Gain from disposal of fixed assets Others	20,073,176 3.068.665	- 39.151	20,337,468 5,355,060	107,922 2,718,159
Other company	2.462.202	2.076.504	, ,	
Other expenses Penalty expenses	<b>3,462,393</b> 359,824	<b>2,876,584</b> 2,636,775	<b>9,999,363</b> 4,475,395	<b>7,651,933</b> 6,154,024
Depreciation of idle assets	3,102,569	239,809	-	959,234
Others	<del>-</del> -	<u>-</u>	5,523,968	538,675
OTHER PROFITS (LOSSES)	19,679,448	(2,837,433)	15,693,165	(4,825,852)

#### 28. CORPORATE INCOME TAX

The Company has the obligation to pay corporate income tax ("CIT") at the rate of 20% of taxable profits.

The Company's tax returns are subject to examination of tax authorities. Because the application of tax laws and regulations to many types of transactions is susceptible to varying interpretations, the amounts reported in the Separate financial statements could be changed at a later date upon final determination by the tax authorities.

The CIT for the year is comprised of:

VND'000

TOTAL	(3,412,614)	5,178,822
Current corporate income tax expenses Deferred income tax expense (benefit)	4,066,942 (7,479,556)	912,141 4,266,681
	December 2018	December 2017

#### Current CIT

The current income tax payable is based on the taxable profit for the current period. The taxable profit of the Company for the year differs from the profit as reported in the separate income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are not taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted by the balance sheet date.

The current CIT expense for the year is computed as follows:

		VND'000
	2018	2017
Accounting profit before tax	(105,064,728)	(469,873,171)
Non-deductible expenses Foreign exchange differences from the revaluation of monetary accounts denominated in foreign	135,190,723	1,267,076
currency	31,051,864	(21,333,408)
Provision for doubtful debts	6,345,915	45 457 700
Penalty expenses	4,607,185	15,157,720
Dividend income	(242,081,178)	(120,000)
Estimated current taxable loss	(169,950,219)	(474,901,783)
Current CIT of real estate industry	4,066,942	912,141
Estimated current CIT expense for the year	4,066,942	912,141
CIT payable at the beginning of the year	45,838,161	47,981,390
Other adjustments	51	-
CIT paid during the year	(49,839,924)	(3,055,370)
CIT payable at the end of the year (Note 17)	65,230	45,838,161

## 29. TRANSACTIONS WITH RELATED PARTIES

Significant transactions with related parties during the year are presented as follows:

Significant transactions with re	elated parties during	the year are presented as follows:	ows: VND'000
Related parties	Relationship	Transactions	Amount
Gia Lai Livestock JSC	Related party	Interest income Sale of goods and rendering of services	429,075,118 5,581,985
Hung Thang Loi Gia Lai JSC	Subsidiary	Dividend	242,001,200
Hoang Anh Construction and Housing Development JSC	Associate	Interest income	131,396,952
Hoang Anh Attapeu Agriculture Development Co., Ltd.	Subsidiary	Interest income Sale of goods	84,479,616 9,940,276
Hoang Anh Gia Lai Agricultural JSC	Subsidiary	Interest income Sale of goods and rendering of services	122,891,707 55,425,982
Hoang Anh - Quang Minh Rubber JSC	Subsidiary	Interest income	105,217,774
Le Me JSC	Related party	Interest income	70,281,827
An Dong Mia JSC	Subsidiary	Interest income	40,460,334
Hoang Anh Gia Lai Agricultural JSC - Fruit Processing Branch	Subsidiary	Sale of fixed assets Sale of goods and rendering of services	30,112,443 6,024,326
Hoang Anh Gia Lai Sport JSC	Subsidiary	Interest income Sale of goods and rendering of services Purchase of goods and serives	26,005,829 2,390,403 10,242
Huynh De Construction JSC	Related party	Interest income	19,946,349
Hoang Anh Gia Lai Wooden Furniture JSC	Related party	Sale of fixed assets Interest income Sale of goods and rendering of services	26,033,893 19,265,094 355,211
Phu Hoang Anh JSC	Related party	Interest income	15,803,788
Thanh Binh Construction Investment and Consultant Co., Ltd.	Related party	Interest income	15,269,167
Highland Dairy Cattle JSC	Subsidiary	Interest income Sale of goods and rendering of services	13,828,487 3,320,816
Hoang Anh Gia Lai Import - Export Trading One member	Subsidiary	Interest Rendering of services	8,807,785 118,000

## Hoang Anh Gia Lai Joint Stock Company

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NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) Quarter IV of 2018

Co., Ltd

An Tien Co., Ltd. Related party Interest income 9,429,167

Hoang Anh An Dong Meas Co., Subsidiary Sale of goods 7,053,657

Ltd.

## 29. TRANSACTIONS WITH RELATED PARTIES (continued)

Significant transactions with related parties during the year are presented as follows (continued):

			VND'000
Related parties	Relationship	Transactions	Amounts
Hoang Anh Gia Lai Hydropower JSC	Subsidiary	Interest	7,746,551
Mr. Doan Nguyen Duc	BOD Chairman	Interest Interest income	6,391,122 2,967,516
Dai Loc Hung Thinh One Member Co., Ltd.	Related party	Interest income	5,304,507
Phuc Bao Minh Construction and Services Trading JSC	Related party	Interest income	5,069,444
Dai Thang Agriculture Development Co., Ltd.	Subsidiary	Interest income Sale of goods	4,764,824 586,999
Trung Nguyen Rubber JSC	Subsidiary	Sale of goods Interest income	2,003,907 1,418,266
Other companies	Related party	Sale of goods and rendering of services	1,018,489
		Interest income Purchase of services	863,033 1,638

As at the balance sheet date of 31 December 2018, amounts due to and due from related parties are presented as follows:

VND'000

			VND 000
Related parties	Relationship	Transactions	Amounts
Short-term trade receivables (Note	<i>5)</i>		
Hoang Anh Gia Lai Agricultural JSC - Fruit Processing Branch	Subsidiary	Sale of fixed assets Sale of goods and rendering of services	29,219,451 11,858,752
Thanh Binh Construction Investment and Consultant Co., Ltd.	Related party	Construction contracts Sale of goods and rendering of services	27,595,944 2,180,959
Hoang Anh Gia Lai Wooden Furniture JSC		Sale of fixed assets Sale of goods and rendering of services	26,006,620 340,162
Hoang Anh Attapeu Agriculture Development Co., Ltd.	Subsidiary	Sale of goods and rendering of services	13,026,522
Hoang Anh An Dong Meas Co., Ltd.	Subsidiary	Sale of goods and rendering of services	7,086,336

## Hoang Anh Gia Lai Joint Stock Company

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NOTES TO THE SEPARATE FINANCIAL STATEMENTS (continued) Quarter IV of 2018

Minh Tuan Trading and Services Co, Ltd.	Related party	Construction contracts	5,501,714
Hoang Anh Gia Lai Sport JSC	Subsidiary r	Sale of goods and endering of services	3,815,536
IAPACCO JSC	Related party	Construction contracts	2,930,603
	r	Sale of goods and endering of services	1,010,461
Dai Thang Agriculture Development Co., Ltd.	Subsidiary r	Sale of goods and endering of services	2,311,411

## 29. TRANSACTIONS WITH RELATED PARTIES (continued)

As at the balance sheet date of 31 December 2018, amounts due to and due from related parties are presented as follows (continued): VND'000

Related parties	Relationship	Transactions	Amounts
Short-term trade receivables (Not	e 5) (continued)		
Trung Nguyen Rubber JSC	Subsidiary	Sale of goods and rendering of services	1,393,695
Tay Nguyen Agricultural Services Co., Ltd.	Related party	Sale of goods and rendering of services	1,300,000
Gia Lai Livestock JSC	Related party	Sale of goods and rendering of services	988,185
Hoang Anh Gia Lai Agricultural JSC	Subsidiary	Sale of goods and rendering of services	663,793
Other companies	Related party	Sale of goods and rendering of services	1,419,695
TOTAL			138,649,839
Short-term advances to suppliers	s (Note 6)		
Dai Thang Agriculture Development Co., Ltd.	Subsidiary	Advances for purchase of goods	49,703,805
Short-term loans receivables (No	te 7)		
Short-term loans receivables (No Hoang Anh Gia Lai Agricultural JSC	te 7) Subsidiary	Short-term loan	983,468,000
Hoang Anh Gia Lai Agricultural	,	Short-term loan Short-term loan	983,468,000 313,312,865
Hoang Anh Gia Lai Agricultural JSC	Subsidiary		
Hoang Anh Gia Lai Agricultural JSC Gia Lai Livestock JSC	Subsidiary Related party	Short-term loan	313,312,865
Hoang Anh Gia Lai Agricultural JSC Gia Lai Livestock JSC An Tien Co., Ltd. Hoang Anh Gia Lai Wooden	Subsidiary Related party Related party	Short-term loan Short-term loan	313,312,865 93,000,000
Hoang Anh Gia Lai Agricultural JSC Gia Lai Livestock JSC An Tien Co., Ltd. Hoang Anh Gia Lai Wooden Furniture JSC Hoang Anh Construction and	Subsidiary Related party Related party Related party	Short-term loan Short-term loan Short-term loan	313,312,865 93,000,000 82,726,796
Hoang Anh Gia Lai Agricultural JSC Gia Lai Livestock JSC An Tien Co., Ltd. Hoang Anh Gia Lai Wooden Furniture JSC Hoang Anh Construction and Housing Development JSC Tay Nguyen Agricultural Services	Subsidiary Related party Related party Related party Related party	Short-term loan Short-term loan Short-term loan Short-term loan	313,312,865 93,000,000 82,726,796 82,203,000
Hoang Anh Gia Lai Agricultural JSC Gia Lai Livestock JSC An Tien Co., Ltd. Hoang Anh Gia Lai Wooden Furniture JSC Hoang Anh Construction and Housing Development JSC Tay Nguyen Agricultural Services Co., Ltd. Dai Thang Agriculture	Subsidiary Related party Related party Related party Related party Related party	Short-term loan Short-term loan Short-term loan Short-term loan Short-term loan	313,312,865 93,000,000 82,726,796 82,203,000 56,653,075

TOTAL \_\_1,667,079,653

## 29. TRANSACTIONS WITH RELATED PARTIES (continued)

As at the balance sheet date of 31 December 2018, amounts due to and due from related parties are presented as follows (continued):

Related parties	Relationship	Transactions	VND'000 Amounts			
·	•	Transactions	Amounts			
Long-term loan receivables (Note 7)						
Gia Lai Livestock JSC	Related party	Long-term loan	3,884,249,304			
Hoang Anh Gia Lai Agricultural JSC	Subsidiary	Long-term loan	2,314,922,876			
Le Me JSC	Related party	Long-term loan	1,527,347,311			
Hoang Anh - Quang Minh Rubber JSC	Subsidiary	Long-term loan	849,513,068			
An Dong Mia JSC	Subsidiary	Long-term loan	514,788,889			
Hoang Anh Gia Lai Sport JSC	Subsidiary	Long-term loan	259,169,936			
Huynh De Construction JSC	Related party	Long-term loan	196,731,113			
Phu Hoang Anh JSC	Related party	Long-term loan	155,872,977			
Thanh Binh Construction Investment and Consultant Co., Ltd.	Related party	Long-term loan	147,000,000			
Hoang Anh Gia Lai Wooden Furniture JSC	Related party	Long-term loan	100,000,000			
Hoang Anh GL - Kon Tum Mineral Co., Ltd.	Subsidiary	Long-term loan	53,092,286			
Phuc Bao Minh Construction and Services Trading JSC	Related party	Long-term loan	50,000,000			
Dai Loc Hung Thinh One Member Co., Ltd.	Related party	Long-term loan	34,714,752			
Tay Nguyen Agricultural Services Co., Ltd.	Related party	Long-term loan	22,895,432			
IAPACCO JSC	Related party	Long-term loan	6,123,820			
Viet May Investment JSC	Related party	Long-term loan	5,590,000			
Hoang Anh Attapeu Power Co., Ltd.	Subsidiary	Long-term loan	500,000			
TOTAL			10,122,511,764			

## 29. TRANSACTIONS WITH RELATED PARTIES (continued)

As at the balance sheet date of 31 December 2018, amounts due to and due from related parties are presented as follows (continued):

			VND'000
Related parties	Relationship	Transactions	Amounts
Other short-term receivables (Not	e 8)		
Dai Thang Agriculture	Subsidiary	Payment on behalf	390,908,138
Development Co., Ltd.		Interest income	4,764,824
Hung Thang Loi Gia Lai JSC	Subsidiary	Dividend	242,001,200
Phu Hoang Anh JSC	Related party	Interest income	157,007,722
		Payment on behalf	2,619,183
Hoang Anh Gia Lai Sport JSC	Subsidiary	Interest income	99,469,183
		Payment on behalf	845,021
Hoang Anh Attapeu Power Co., Ltd.	Subsidiary	Payment on behalf	39,770,165
Hoang Anh Attapeu Agriculture Development Co., Ltd.	Subsidiary	Payment on behalf	35,863,666
An Tien Co., Ltd.	Related party	Interest income	31,235,470
Hoang Anh Gia Lai Agricultural	Subsidiary	Payment on behalf	22,020,585
JSC		Interest income	5,408,925
Gia Lai Livestock JSC	Related party	Interest income	19,847,708
Hoang Anh Mekong JSC	Related party	Payment on behalf	12,624,059
Hoang Anh - Quang Minh Rubber JSC	Subsidiary	Interest income	5,893,815
Hoang Anh Xekong Mining Co., Ltd.	Subsidiary	Payment on behalf	3,722,605
Hoang Anh Gia Lai Wooden	Related party	Payment on behalf	2,192,000
Furniture JSC		Interest income	1,682,112
Power Construction One member Co., Ltd.	Related party	Payment on behalf	1,177,001
Other companies	Related party	Others	1,398,813
TOTAL			1,080,452,195

## 29. TRANSACTIONS WITH RELATED PARTIES (continued)

As at the balance sheet date of 31 December 2018, amounts due to and due from related parties are presented as follows (continued):

VND'000

			VND'000
Related parties	Relationship	Transactions	Amounts
Other long-term receivables (Note	e 8)		
Gia Lai Livestock JSC	Related party	Interest income	146,857,511
Hoang Anh Gia Lai Agricultural	Subsidiary	Interest income	91,531,259
JSC		Payment on behalf	56,912,526
Hoang Anh - Quang Minh Rubber JSC	Subsidiary	Interest income	69,354,893
Thanh Binh Construction Investment and Consultant Co., Ltd.	Related party	Interest income	43,040,917
An Dong Mia JSC	Subsidiary	Interest income	39,610,145
Huynh De Construction JSC	Related party	Interest income	32,468,560
Le Me JSC	Related party	Interest income	29,098,785
Dai Loc Hung Thinh One Member Co., Ltd.	Related party	Interest income	26,861,748
Phu Hoang Anh JSC	Related party	Interest income	26,168,409
Phuc Bao Minh Construction and Services Trading JSC	Related party	Interest income	17,975,000
Hoang Anh Gia Lai Wooden Furniture JSC	Related party	Interest income	6,520,743
V&H Corporation Co., Ltd. (Laos)	Subsidiary	Payment on behalf	5,807,788
Other companies	Related party	Interest income	2,346,066
TOTAL			594,554,350
Short-term trade payables (Note 1	(5)		
Hoang Anh Gia Lai Hospital JSC	Subsidiary	Purchase of goods and services	158,577
Hoang Anh Gia Lai Wooden Furniture JSC	Related party	Purchase of goods and services	136,748
Other companies	Related party	Purchase of goods and services	180,734
TOTAL			476,059

## 29. TRANSACTIONS WITH RELATED PARTIES (continued)

As at the balance sheet date of 31 December 2018, amounts due to and due from related parties are presented as follows (continued):

parties are presented as follows (c	ontinueu).		VND'000	
Related parties	Relationship	Transactions	Amounts	
Short-term advances from customers (Note 16)				
Highland Dairy Cattle JSC	Subsidiary	Advances for purchase of goods	604,774	
		Advances for construction contracts	417,031	
Hoang Anh Gia Lai Agricultural JSC - Fruit Processing Branch	Subsidiary	Advances for construction contracts	593,176	
Other companies	Subsidiary	Advances for purchase of goods	490,969	
TOTAL			2,105,950	
Short-term accrued expenses (Note 18)				
Mr. Doan Nguyen Duc	BOD Chairman	Interest	4,001,708	
Long-term accrued expenses (Note 18)				
Hoang Anh Gia Lai Hydropower JSC	Subsidiary	Interest	10,909,847	
Mr. Doan Nguyen Duc	BOD Chairman	Interest	2,389,416	
TOTAL			13,299,263	
Other short-term payables (Note 19)				
Hung Thang Loi Gia Lai JSC	Subsidiary	Temporary borrowing	400,000,000	
Hoang Anh Gia Lai Mineral One member Co., Ltd.	Subsidiary	Temporary borrowing	369,178,461	
Hoang Anh Gia Lai Vientiane Co., Ltd.	Subsidiary	Collection on behalf	22,769,750	
Ms. Doan Thi Nguyen Nguyen	Related party	Temporary borrowing	20,000,000	
Hoang Anh Gia Lai Hospital JSC	Subsidiary	Temporary borrowing	11,860,373	
Mr. Nguyen Anh Hoa	Related party	Temporary borrowing	10,000,000	
Nam Kong 3 Power Co., Ltd.	Subsidiary	Collection on behalf	7,749,113	
Hoang Anh Mekong JSC	Related party	Temporary borrowing	6,450,000	
Trung Nguyen Rubber JSC	Subsidiary	Collection on behalf	3,814,000	
V&H Corporation Co., Ltd. (Laos)	Subsidiary	Collection on behalf	3,323,700	
Other companies	Related party	Collection on behalf	1,556,480	
TOTAL			856,701,877	

## 29. TRANSACTIONS WITH RELATED PARTIES (continued)

As at the balance sheet date of 31 December 2018, amounts due to and due from related parties are presented as follows (continued):

			VND 000
Related parties	Relationship	Transactions	Amounts
Other long-term payables (Note	19)		
Hoang Anh Gia Lai Hydropower JSC	Subsidiary	Collection on behalf	198,388,722
Mr. Doan Nguyen Duc	BOD Chairman	Business cooperation	180,000,000
Ms. Ho Thi Kim Chi	Deputy General director	Business cooperation	105,000,000
II The set of C'e Let 100	Subsidiary	Temporary borrowing	65,000,000
Hung Thang Loi Gia Lai JSC		Collection on behalf	11,961,300
Hoang Anh Gia Lai – Bangkok Co., Ltd.	Associate	Collection on behalf	7,666,626
An Tien Co., Ltd.	Related party	Collection on behalf	2,034,000
Other companies	Related party	Collection on behalf	25,148
TOTAL			570,075,796

## 30. EVENTS OCCURRING AFTER THE SEPARATE BALANCE SHEET DATE

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

Tran Thi Thanh Hieu	Le Truong Y Tram	Vo Truong Son
Preparer	Chief accountant	General director
30 January 2019		