

#### Eastspring Investments Fund Management Limited Liability Company

Interim Financial Statements for the six-month period ended 30 June 2019

# **Eastspring Investments Fund Management Limited Liability Company General Information**

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## **Eastspring Investments Fund Management Limited Liability Company Corporate Information**

<b>Business</b>	Registration
Licence I	٧o.

4104000113
1st amendment

24	May 20	005
23	Januar	v 2006

Fund Management	
Establishment and	
Operation Licence No.	

03/UBCK-GPHDQLQ 17/UBCK-GP	26 May 2005 23 July 2008
27/UBCK-GPDC	20 November 2008
67/UBCK-GPDC	15 April 2010
25/GPDC-UBCK	9 December 2011
51/GP-UBCK	23 March 2012
08/GPDC-UBCK	26 March 2013
29/GPDC-UBCK	12 September 2013
63/GPDC-UBCK	10 August 2018

#### Business Licence No.

#### 51/GP-UBCK

23 March 2012

The Business Registration Licence and Fund Management Establishment and Operation Licence were issued by the Ho Chi Minh City Department of Planning and Investment and the State Securities Commission, respectively. On 23 March 2012, the State Securities Commission issued the Business Licence No. 51/GP-UBCK which allows the Company to provide portfolio management services. On 26 March 2013, the State Securities Commission issued Amendment Licence No. 08/GPDC-UBCK to supplement securities advisory services to the existing Company's licences.

The Company's operating period, as defined in the charter, is to be consistent with the period of the parent company, Prudential Assurance Vietnam Private Limited. The parent company's investment licence is valid until 29 October 2049.

#### Members' Council

Buwalda Jeroen Jelle Bart

Chairman

(from 18 March 2019)

Xavier Bernard Maurice Meyer

Chairman

(until 17 March 2019)

Ngo The Trieu Clive Darren Baker Member Member

#### **Board of Directors**

Ngo The Trieu

Chief Executive Officer

#### **Registered Office**

Saigon Trade Center

37 Ton Duc Thang Street, District 1

Ho Chi Minh City

Vietnam

#### Auditor

**KPMG** Limited

Vietnam

### **Eastspring Investments Fund Management Limited Liability Company Statement of the Board of Directors**

The Board of Directors of Eastspring Investments Fund Management Limited Liability Company ("the Company") presents this statement and the accompanying interim financial statements of the Company for the six-month period ended 30 June 2019.

The Board of Directors is responsible for the preparation and fair presentation of the interim financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of accounting guidance for investment fund management companies and the other relevant statutory requirements applicable to interim financial reporting. In the opinion of the Board of Directors:

- (a) the interim financial statements set out on pages 5 to 37 give a true and fair view of the financial position of the Company as at 30 June 2019, and of its results of operations and its cash flows for the six-month period then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of accounting guidance for investment fund management companies and the other relevant statutory requirements applicable to interim 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 interim financial statements have been prepared on a going concern basis.

The Board of Directors has, on the date of this statement, authorised these interim financial statements for issue.

On behalf of the Board of Directors

Chief Executive Officer

HVESTMONES The Trieu

CONØ TY

Ho Chi Minh City, 13 August 2019



KPMG Limited Branch 10<sup>th</sup> Floor, Sun Wah Tower 115 Nguyen Hue Street, Ben Nghe Ward District 1, Ho Chi Minh City, Vietnam +84 (28) 3821 9266 | kpmg.com.vn

#### INTERIM FINANCIAL STATEMENTS REVIEW REPORT

# To the Investor Eastspring Investments Fund Management Limited Liability Company

We have reviewed the accompanying interim financial statements of Eastspring Investments Fund Management Limited Liability Company ("the Company"), which comprise the balance sheet as at 30 June 2019, the statements of income and cash flows for the six-month period then ended and the explanatory notes thereto which were authorised for issue by the Company's Board of Directors on 13 August 2019, as set out on pages 5 to 37.

#### Management's Responsibility

The Company's Board of Directors is responsible for the preparation and fair presentation of these interim financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of accounting guidance for investment fund management companies and the other relevant statutory requirements applicable to interim financial reporting, and for such internal control as the Board of Directors determines is necessary to enable the preparation of interim financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express a conclusion on these interim financial statements based on our review. We conducted our review in accordance with Vietnamese Standard on Review Engagements 2410 – Review of interim financial information performed by the independent auditor of the entity.

A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Vietnamese Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



#### **Auditor's Conclusion**

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements do not give a true and fair view, in all material respects, of the financial position of Eastspring Investments Fund Management Limited Liability Company as at 30 June 2019 and of its results of operations and its cash flows for the six-month period then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of accounting guidance for investment fund management companies and the other relevant statutory requirements applicable to interim financial reporting.

KPMG Limited's Branch in Ho Chi Minh City

(eV) 4 18 601 No.: 19-01-00339-19-1

CÓNG TY TNHH

Ha ATTOMA

Practicing Auditor Registration Certificate No. 0414-2018-007-1 Deputy General Director

Ho Chi Minh City, 13 August 2019

Nguyen Ho Khanh Tan Practicing Auditor Registration

Certificate No. 3458-2015-007-1

# Eastspring Investments Fund Management Limited Liability Company Balance sheet as at 30 June 2019

Form B01a - CTQ (Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

	Code	Note	30/6/2019 VND'000	31/12/2018 VND'000
ASSETS				
Current assets (100 = 110 + 120 + 130 + 150)	100		168,300,497	140,444,525
Cash and cash equivalents	110	4	133,527,898	69,292,045
Cash Cash equivalents	111 112		2,322,898 131,205,000	4,292,045 65,000,000
Short-term financial investments	120		*	38,000,000
Held-to-maturity investments	123		887	38,000,000
Accounts receivable – short-term	130	5	33,963,323	31,512,171
Receivables from fund management activities			33,316,408	30,323,369
Other receivables	135		646,915	1,188,802
Other current assets	150		809,276	1,640,309
Short-term prepaid expenses	151		809,276	1,640,309
Long-term assets $(200 = 220 + 260)$	200		4,749,551	4,921,728
Fixed assets	220		1,165,903	1,444,070
Tangible fixed assets	221	6	1,155,481	1,423,226
Cost	222		5,035,629	5,035,629
Accumulated depreciation	223	7	(3,880,148)	(3,612,403)
Intangible fixed assets	227	7	10,422	20,844
Cost Accumulated amortisation	228 229		982,797 (972,375)	982,797 (961,953)
Accumutatea amortisation	229		(972,373)	(901,933)
Other long-term assets	260		3,583,648	3,477,658
Deferred tax assets	262	8	2,547,936	2,441,946
Other long-term assets	268	9	1,035,712	1,035,712
TOTAL ASSETS $(270 = 100 + 200)$	270		173,050,048	145,366,253

# Eastspring Investments Fund Management Limited Liability Company Balance sheet as at 30 June 2019 (continued)

Form B01a - CTQ (Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

	Code	Note	30/6/2019 VND'000	31/12/2018 VND'000
RESOURCES				
LIABILITIES $(300 = 310 + 330)$	300		24,802,489	29,453,386
Current liabilities	310		20,446,646	22,991,439
Accounts payable to suppliers	312		75,465	214,114
Taxes payable to State Treasury	314	10	3,793,013	539,918
Accrued expenses	316	11	15,677,842	18,839,446
Other short-term payables	319	12	900,326	3,397,961
Long-term liabilities	330		4,355,843	6,461,947
Provision for severance allowance	336	13	1,338,109	1,365,483
Provisions – long-term	337	14	3,017,734	5,096,464
EQUITY $(400 = 410)$	400		148,247,559	115,912,867
Equity	410		148,247,559	115,912,867
Contributed capital	411	15	25,000,000	25,000,000
Financial reserve	418		2,081,457	2,081,457
Supplement charter capital reserve	419		2,081,457	2,081,457
Retained profits	420		119,084,645	86,749,953
- Retained profits brought forward	420a		86,749,953	51,743,112
- Profit for the current period/year	420b		32,334,692	35,006,841
TOTAL RESOURCES (440 = 300 + 400)	440		173,050,048	145,366,253

# Eastspring Investments Fund Management Limited Liability Company Balance sheet as at 30 June 2019 (continued)

Form B01a - CTQ

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

#### OFF BALANCE SHEET ITEMS

	Code	Note	30/6/2019 VND'000	31/12/2018 VND'000
Foreign currencies	005	22	73,766	73,513
Cash and cash equivalents of local entrustors	030	16	4,704,563,659	2,437,616,703
Investment portfolio of local entrustors	040	17	77,633,584,765	73,345,192,234
Receivables of entrustors	050		78,188,456	343,606,502

13 August 2019

Prepared by:

Le Minh Thuy Chief Accountant

25 Approved by:

#### Eastspring Investments Fund Management Limited Liability Company Statement of income for the six-month period ended 30 June 2019

Form B02a - CTQ (Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

			Six-month per	riod ended
	Code	Note	30/6/2019 VND'000	30/6/2018 VND'000
Net revenue	10	18	66,268,789	50,141,117
Financial income	21	19	2,338,146	1,158,119
General and administration expenses	25	20	33,105,518	42,699,952
		-		
Net operating profit $(30 = 10 + 21 - 25)$	30		35,501,417	8,599,284
Accounting profit before tax $(50 = 30)$	50	•	35,501,417	8,599,284
Income tax expense – current	51	21	3,272,715	-
Income tax (benefit)/expense – deferred	52	21	(105,990)	118,956
Net profit after tax $(60 = 50 - 51 - 52)$	60		32,334,692	8,480,328

13 August 2019

Prepared by:

Le Minh Thuy Chief Accountant

Approved by:

5-07

TRÁCH NHIỆM HỮU HẠ QUẨN LÝ QUÝ CACTODDING

WESTMENGO The Trieu

Chief Executive Officer

Eastspring Investments Fund Management Limited Liability Company Statement of cash flows for the six-month period ended 30 June 2019 (Direct method)

> Form B03a - CTQ (Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

	Code	Six-month pe 30/6/2019 VND'000	riod ended 30/6/2018 VND'000
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash receipts from fund management activities	01	63,275,750	46,363,516
Cash payments to employees	03	(27,123,372)	(41,728,126)
Other receipts from operating activities	06	15,959	40,939
Other payments for operating activities	07	(12,692,822)	(13,706,984)
Net cash flows from operating activities	20	23,475,515	(9,030,655)
CASH FLOWS FROM INVESTING ACTIVITIES			
Placement of term deposits at banks	23	use.	(30,000,000)
Collection of term deposit at banks	24	38,000,000	_
Receipts of interest	27	2,760,338	1,149,619
Net cash flows from investing activities	30	40,760,338	(28,850,381)
Net cash flows during the period $(50 = 20 + 30)$	50	64,235,853	(37,881,036)
Cash and cash equivalents at the beginning of the period	60	69,292,045	92,837,443
Cash and cash equivalents at the end of the period $(70 = 50 + 60)$ (Note 4)	70	133,527,898	54,956,407

13 August 2019

Prepared by:

Le Minh Thuy

Chief Accountant

Approved by:

CÔNG TY
TRÁCH NHIỆM HỮU HẠN
QUẨN LÝ QUÝ MAN

EASTSPRING Trieu

Form B09a - CTO

(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

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

#### 1. Reporting entity

#### (a) Ownership structure

Eastspring Investments Fund Management Limited Liability Company ("the Company") is a limited liability company licenced and incorporated in the Socialist Republic of Vietnam.

#### (b) Principal activities

The principal activities of the Company are to establish and manage securities investment funds, to provide portfolio management services and to provide financial consultancy and securities investment consultancy under Fund Management Establishment and Operation Licence and their amendments.

The charter capital of the Company as stipulated in the Fund Management Licence is VND25 billion.

As at 30 June 2019, the Company had 19 employees (31/12/2018: 20 employees) of which one (1) is management personnel. During the period, there was one (1) employee resigning and no disciplinary action was taken against any of the employees. As at 30 June 2019, the Company had 9 employees (31/12/2018: 10 employees) who were qualified for fund and assets management.

#### 2. Basis of preparation

#### (a) Statement of compliance

The interim financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Accounting System for enterprises, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of accounting guidance for investment fund management companies and the relevant statutory requirements applicable to interim financial reporting. These standards and relevant statutory requirements may differ in some material respects from International Financial Reporting Standards and the generally accepted accounting principles and standards of other countries. Accordingly, the accompanying interim financial statements are not intended to present the financial position and results of operations and cash flows in accordance with generally accepted accounting principles and practices in countries or jurisdictions other than Vietnam. Furthermore, their utilisation is not designed for those who are not informed about Vietnam's accounting principles, procedures and practices applicable to fund management companies.

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

#### (b) Basis of measurement

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

#### (c) Annual accounting period

The annual accounting period of the Company is from 1 January to 31 December. The interim financial statements are prepared for the six-month period ended 30 June 2019.

#### (d) Accounting and presentation currency

The Company's accounting currency is Vietnam Dong, which is also the currency used for financial statements presentation purpose, rounded to the nearest thousand ("VND'000").

#### 3. Summary of significant accounting policies

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

The accounting policies that have been adopted by the Company in the preparation of these interim financial statements are consistent with those adopted in the preparation of the latest annual financial statements.

#### (a) Foreign currency transactions

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

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

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

#### (b) Cash and cash equivalents

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

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

#### (c) Investments

#### Held-to-maturity investments

Held-to-maturity investments are those that the Company's Board of Directors has the intention and ability to hold until maturity. Held-to-maturity investments comprise term deposit at banks with term to maturity of more than three months to one year. These investments are stated at cost less allowance for doubtful debts.

#### (d) Accounts receivable

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

#### (e) 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 and location for its intended use. Expenditures incurred after tangible fixed assets have been put into operation, such as repairs, maintenance and overhaul costs, are charged to the statement of income in the period in which the costs are incurred. In situations where it can be clearly demonstrated that the expenditures have resulted in 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 expenditures are capitalised as additional costs 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:

renovation costs

3 years

office equipment

3-4 years

#### (f) Intangible fixed assets

#### Software

Cost of acquiring 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 4 years.

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

#### (g) Accounts payable

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

#### (h) 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 employees who have worked for 12 months or more ("eligible employees") voluntarily terminates his/her labour contract, the employer is required to pay the eligible employees severance allowance calculated based on years of service and employees' compensation at termination. Provision for severance allowance has been provided based on employees' years of service and their average salary for the six-month period prior to the end of the 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.

#### (i) Long-term incentive bonus

The long-term incentive bonus is a cash award scheme granted to employees over a period of three years. It is recognised as an expense in the statement of income, with a corresponding increase in liability, over the period that the employees become entitled to the awards ("vesting period"). The amount recognised as an expense is adjusted annually to reflect the increase/decrease by reference to the profitability of the total Eastspring Investments business in Asia during the vesting period.

#### (j) Portfolio management contracts

The Company receives money from clients and uses the money to invest in securities on behalf of the clients in accordance with the terms of the portfolio management contracts. Investments in securities on behalf of clients under portfolio management contracts together with assets and liabilities in relation to such contracts are recorded off balance sheet in accordance with the guidance in Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance.

#### (k) Contributed capital

Contributed capital is recognised on the contribution date at the actual amount contributed less any directly attributable transaction costs.

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

#### (I) Statutory reserves

According to Circular No. 146/2014/TT-BTC dated 6 October 2014 issued by the Ministry of Finance providing guidance on the financial regime for securities companies and investment fund management companies, the Company is required to make the following allocations:

	Annual allocation	Maximum balance
Financial reserve	5% of profit after tax	10% of charter capital
Supplement charter capital reserve	5% of profit after tax	10% of charter capital

The purpose of the financial reserve is to compensate for loss incurred in the course of business, net of amount of loss that is compensated for by insurance companies or individuals causing such loss.

Supplement charter capital reserve is allocated from annual profit after tax and is to supplement charter capital of the Company.

The Company is not allowed to use financial reserve and supplement charter capital reserve to pay dividends.

#### (m) Classification of financial instruments

Solely for the purpose of providing disclosures about the significance of financial instruments to the Company's financial position and results of operations and the nature and extent of risk arising from financial instruments, the Company classifies its financial instruments as follows:

#### (i) Financial assets

Financial assets at fair value through profit or loss

A financial asset at fair value through profit or loss is a financial asset that meets either of the following conditions:

- It is considered by the Board of Directors as held for trading. A financial asset is considered as held for trading if:
  - it is acquired principally for the purpose of selling it in the near term;
  - there is evidence of a recent pattern of short-term profit-taking; or
  - a derivative (except for a derivative that is financial guarantee contract or a designated and effective hedging instrument).
- Upon initial recognition, it is designated by the Company as at fair value through profit or loss.

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

#### Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and a fixed maturity that the Company has the positive intention and ability to hold to maturity, other than:

- those that the Company upon initial recognition designates as at fair value through profit or loss;
- those that the Company designates as available-for-sale; and
- those that meet the definition of loans and receivables.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than those:

- that the Company intends to sell immediately or in the near term, which are classified as held for trading, and those that the Company on initial recognition designates as at fair value through profit or loss;
- that the Company upon initial recognition designates as available-for-sale; or
- for which the Company may not recover substantially all of its initial investment, other than because of credit deterioration, which are classified as available-for-sale.

#### Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are designated as available for sale or that are not classified as:

- financial assets at fair value through profit or loss;
- held-to-maturity investments; or
- loans and receivables.

#### (ii) Financial liabilities

Financial liabilities at fair value through profit or loss

A financial liability at fair value through profit or loss is a financial liability that meets either of the following conditions:

- It is considered by the Board of Directors as held for trading. A financial liability is considered as held for trading if:
  - it is incurred principally for the purpose of repurchasing it in the near term;
  - there is evidence of a recent pattern of short-term profit-taking; or
  - a derivative (except for a derivative that is financial guarantee contract or a designated and effective hedging instrument).
- Upon initial recognition, it is designated by the Company as at fair value through profit or loss.

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Financial liabilities carried at amortised cost

Financial liabilities which are not classified as financial liabilities at fair value through profit or loss are classified as financial liabilities carried at amortised cost.

The above described classification of financial instruments is solely for presentation and disclosure purpose and is not intended to be a description of how the instruments are measured. Accounting policies for measurement of financial instruments are disclosed in other relevant notes.

#### (n) Taxation

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

Current tax is the expected tax payable on the taxable income for the period, using tax rates enacted at the end of the 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 amount of assets and liabilities using the tax rates enacted or substantively enacted at the end of the 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.

#### (o) Revenue and other income

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured.

#### (i) Services rendered

Fund and portfolio management fees, administration fees and asset allocation service fee are recognised in the statement of income when earned. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due.

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

#### (ii) Interest income

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

#### (p) Operating lease payments

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

#### (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.

Related companies refer to the investor, its ultimate parent company and their subsidiaries and associates. Related parties also include funds managed by the Company.

#### (r) Nil balances

Items or balances required by Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on the promulgation of accounting guidance for investment fund management companies and the Vietnamese Accounting System for enterprises that are not shown in these interim financial statements indicate nil balances.

#### (s) Segment reporting

The Company operates as one segment, which is investment management and one geographical segment, which is Vietnam.

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(Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

#### (t) Seasonality of operation

The Company's result of operation is not affected by seasonality or cyclical factors except for the following items:

#### (i) Employee's bonus

The Company has temporarily accrued for employee's bonus based on the Group's financial budget for 2019 in these interim financial statements. However, the accrued bonus will be finalised at the end of the annual accounting period based on the Group's actual financial performance for the year ending 31 December 2019.

#### (ii) Corporate income tax

In accordance with the prevailing tax regulations, corporate income tax is computed and finalised at the year-end. The corporate income tax for the six-month period ended 30 June 2019 is temporarily calculated at 20% of the Company's profit for the six-month period ended 30 June 2019.

#### (iii) Statutory reserves

In accordance with the regulations, statutory reserves are computed at the year-end.

#### (u) Change in accounting estimate

In preparing these interim financial statements, the Board of Director of the Company has made several accounting estimates. Actual results may differ from these estimates. There were no significant changes in accounting estimates compared to those made in the most recent annual financial statements or those made in the same interim period of the prior year.

#### (v) Unusual items

There were no unusual items which affect the Company's interim financial statements for the sixmonth period ended 30 June 2019.

#### (w) Changes in the composition of the Company

There were no changes in the composition of the Company since the end of the most recent annual accounting period which affect the interim financial statements of the Company for the six-month period ended 30 June 2019.

Form B09a - CTQ (Issued under Circular No. 125/2011/TT-BTC dated 5 September 2011 of the Ministry of Finance)

#### 4. Cash and cash equivalents

	30/6/2019 VND'000	31/12/2018 VND'000
Cash at banks		
Deutsche Bank AG – Ho Chi Minh City Branch	760,004	3,814,421
HSBC Bank (Vietnam) Ltd.	1,562,894	477,624
	2,322,898	4,292,045
Cash equivalents - Term deposits with original term to maturity not exceeding three months		A CONTRACTOR OF THE PARTY OF TH
ANZ Bank (Vietnam) Limited	35,000,000	40,000,000
Deutsche Bank AG – Ho Chi Minh City Branch	35,000,000	15,000,000
HSBC Bank (Vietnam) Ltd.	61,205,000	10,000,000
	131,205,000	65,000,000
Cash and cash equivalents in the statement of cash flows	133,527,898	69,292,045

The Company's cash equivalents as at 30 June 2019 earned annual interest rates ranging from 3.50% to 4.40% (31/12/2018: from 3.63% to 4.99%) for term deposits in VND. In the event of withdrawal before the maturity, these term deposits earn interest at rates in accordance with the bank's policy applied for withdrawal before maturity.

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#### 5. Accounts receivable – short-term

Receivables from fund management activities comprised:

	30/6/2019 VND'000	31/12/2018 VND'000
Amounts due from the parent company Amounts due from other related companies	33,141,408 175,000	30,148,369 175,000
	33,316,408	30,323,369

The amounts due from the parent company and other related companies were unsecured, interest free and are receivable upon demand.

Other receivables comprised:

	30/6/2019 VND'000	31/12/2018 VND'000
Deposits for rental	39,000	39,000
Interest receivables	564,276	1,002,427
Receivables from employees	13,000	13,000
Others	30,639	134,375
	646,915	1,188,802

No receivables as at 30 June 2019 and 31 December 2018 were overdue. The Company's Board of Directors believes that no allowance for doubtful debts was necessary in respect of the outstanding receivables as at 30 June 2019 and 31 December 2018.



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#### 6. Tangible fixed assets

Renovation costs VND'000	Office equipment VND'000	Total VND'000
1,858,849	3,176,780	5,035,629
1,382,030 181,616	2,230,373 86,129	3,612,403 267,745
1,563,646	2,316,502	3,880,148
		<del></del>
476,819 295,203	946,407 860,278	1,423,226 1,155,481
Renovation costs VND'000	Office equipment VND'000	Total VND'000
1,544,802	0 101 476	
1,344,002	2,131,476	3,676,278
1,344,602	2,131,470	3,676,278
1,268,800 57,966	2,062,352 62,607	3,676,278 3,331,152 120,573
1,268,800	2,062,352	3,331,152
1,268,800 57,966	2,062,352 62,607	3,331,152 120,573
•	1,858,849  1,382,030 181,616  1,563,646  476,819 295,203  Renovation costs VND'000	costs VND'000         equipment VND'000           1,858,849         3,176,780           1,382,030 181,616         2,230,373 86,129           1,563,646         2,316,502           476,819 295,203         946,407 860,278           Renovation costs         Office equipment

Included in tangible fixed assets as at 30 June 2019 were assets costing VND3,474 million (31/12/2018: VND3,226 million ) which were fully depreciated but which are still in active use.



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#### 7. Intangible fixed assets

	Software Six-month period ended	
	30/6/2019 VND'000	30/6/2018 VND'000
Cost		
Opening balance/closing balance	982,797	982,797
Accumulated amortisation		
Opening balance	961,953	941,109
Charge for the period	10,422	10,422
Closing balance	972,375	951,531
Net book value		
Opening balance	20,844	41,688
Closing balance	10,422	31,266

Included in intangible fixed assets as at 30 June 2019 were assets costing VND899 million (31/12/2018: VND899 million) which were fully amortised but which are still in active use.

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#### 8. Deferred tax assets

#### Recognised deferred tax assets *(i)*

	30/6/2019 VND'000	31/12/2018 VND'000
Deferred tax assets:  Accrued expenses Provision for severance allowance	2,280,314 267,622	2,168,849 273,097
Total deferred tax assets	2,547,936	2,441,946

#### (ii) Unrecognised deferred tax assets

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

	.*	30/6/2	30/6/2019		2018
		Temporary difference VND'000	Tax value VND'000	Temporary difference VND'000	Tax value VND'000
	Tax losses		_	19,828,762	3,965,752
9.	Other long-teri	n assets			

	30/6/2019 VND'000	31/12/2018 VND'000
Deposits for office rental	1,035,712	1,035,712

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#### 10. Taxes payable to State Treasury

	31/12/2018 VND'000	Incurred VND'000	Paid VND'000	30/6/2019 VND'000
Personal income tax	284,063	7,292,412	(7,274,131)	302,344
Withholding tax	255,855	315,584	(353,485)	217,954
Value added tax	-	6,050	(6,050)	-
Corporation tax payable	••	3,272,715	<del>-</del>	3,272,715
	539,918	10,886,761	(7,633,666)	3,793,013

#### 11. Accrued expenses

	30/6/2019 VND'000	31/12/2018 VND'000
Bonuses and incentives	4,154,920	7,584,414
Current portion of long-term incentive bonus (Note 14)	3,812,231	5,759,325
Accrued operating expenses	6,230,945	3,580,517
Others	1,479,746	1,915,190
	15,677,842	18,839,446

#### 12. Other short-term payables

Other short-term payables mainly represent the recharged expenses from the related companies:

	30/6/2019 VND'000	31/12/2018 VND'000
Amounts due to the parent company – Non-trade	81,565	1,242,248
Amounts due to other related companies – Non-trade	384,909	1,721,242

The amounts due to the parent company and other related companies were unsecured, interest free and are payable at call.

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#### 13. Provision for severance allowance

	Six-month period ended	
	30/6/2019 VND'000	30/6/2018 VND'000
Opening balance	1,365,483	1,252,809
Provision made during the period	47,977	112,674
Utilisation during the period	(75,351)	-
Closing balance	1,338,109	1,365,483
Provisions – long-term		

#### 14.

	30/6/2019 VND'000	31/12/2018 VND'000
Long-term incentive bonus (i) Other bonus schemes	2,288,313 729,421	4,917,727 178,737
	3,017,734	5,096,464

#### Movements of long-term incentive bonus during the period were as follows: (i)

Six-month period ended	
30/6/2019 VND'000	30/6/2018 VND'000
4,917,727	6,365,711
1,182,817	3,064,021
(3,812,231)	(5,517,600)
2,288,313	3,912,132
	30/6/2019 VND'000 4,917,727 1,182,817 (3,812,231)

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#### 15. Equity

#### (a) Changes in owner's equity

	Contributed capital VND'000	Financial Reserve VND'000	Supplement charter capital reserve VND'000	Retained profits VND'000	Total VND'000
Balance at 1 January 2019 Net profit for the period	25,000,000	2,081,457	2,081,457	86,749,953 32,334,692	115,912,867 32,334,692
Balance at 30 June 2019	25,000,000	2,081,457	2,081,457	119,084,645	148,247,559
Balance at 1 January 2018 Net profit for the period	25,000,000	136,633	136,633	51,743,112 8,480,328	77,016,378 8,480,328
Balance at 30 June 2018	25,000,000	136,633	136,633	60,223,440	85,496,706

#### (b) Contributed capital

The Company's authorised charter capital of VND25,000,000,000 has been fully contributed by the parent company, Prudential Vietnam Assurance Private Limited, a company incorporated in Vietnam.

The ultimate parent company, Prudential plc, is incorporated in the United Kingdom.

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#### 16. Cash and cash equivalents of local entrustors

Details of cash and cash equivalents held on behalf of local entrustors were as follows:

	30/6/2019 VND'000	31/12/2018 VND'000
Shareholder Fund	707,031,941	356,741,734
Cash at banks	228,475,418	56,741,734
Cash equivalents (*)	478,556,523	300,000,000
Universal Life Fund	162,715,864	23,475,157
Cash at banks	162,715,864	23,475,157
Life Fund	3,440,935,697	1,727,183,590
Cash at banks	875,693,966	326,526,512
Cash equivalents (*)	2,565,241,731	1,400,657,078
Unit-linked Funds	370,788,395	280,874,356
Cash at banks	170,868,193	91,112,558
Cash equivalents (*)	199,920,202	189,761,798
Eastspring Investments Vietnam Navigator Fund	18,524,444	35,356,442
Cash at banks	3,167,831	2,781,925
Cash equivalents (*)	15,356,613	32,574,517
Pension Fund	4,567,318	13,985,424
Cash at banks	2,156,107	13,985,424
Cash equivalents (*)	2,411,211	-
	4,704,563,659	2,437,616,703

<sup>(\*)</sup> Cash equivalents represent term deposits at banks with original terms to maturity of not more than three months.

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#### 17. Investment portfolio of local entrustors

Details of investment portfolio held on behalf of local entrustors were as follows:

	30/6/2019		31/1:	2/2018
	Quantity	Market value VND'000	Quantity	Market value VND'000
Shareholder Fund Listed debt securities Term deposit	48,304,000	5,705,374,864	40,119,363	4,815,854,188
	N/A	1,206,899,314	N/A	1,197,754,525
Universal Life Fund Listed debt securities Term deposit	25,322,877	3,305,147,915	25,832,757	3,242,367,870
	N/A	415,000,000	N/A	260,000,000
Life Fund Listed equity securities Listed debt securities Term deposit	17,227,631	579,318,821	14,029,817	517,143,527
	496,206,238	61,871,818,957	467,933,894	59,423,541,657
	N/A	874,521,373	N/A	954,848,336
Unit-linked Funds Listed equity securities Listed debt securities Term deposit	80,658,574	2,803,074,053	55,385,903	2,165,502,613
	3,260,000	348,499,267	3,270,000	369,838,322
	N/A	162,341,090	N/A	77,648,185
Eastspring Investments Vietnam Navigator Fund Listed equity securities Term deposit	3,402,442	84,681,972	2,955,553	73,520,460
	N/A	33,806,738	N/A	22,517,909
Pension Fund Listed debt securities Term deposit	1,335,000	160,145,756	1,235,000	142,367,260
	N/A	82,954,645	N/A	82,287,382
	- -	77,633,584,765		73,345,192,234

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#### 18. Net revenue

Net revenue represents the gross invoiced value of services rendered exclusive of value added tax.

	Six-month period ended	
	30/6/2019 VND'000	30/6/2018 VND'000
Revenue from management of investment portfolios and funds Revenue from administration of investment portfolios Revenue from asset allocation service	58,415,191 3,962,325 3,891,273	46,667,005 3,474,112
	66,268,789	50,141,117

As at 30 June 2019, there were six investment funds and portfolios with the total net asset values of VND82,416 billion (31/12/2018: VND76,126 billion) under the Company's management.

The Company manages the investments of Shareholder Fund, Universal Life Fund, Life Fund, Unit-linked Funds and Pension Fund of Prudential Vietnam Assurance Private Limited (the parent company) under an investment management agreement effective from 1 January 2008. For the six-month period ended 30 June 2019, portfolio management fees earned from services rendered to Prudential Vietnam Assurance Private Limited amounted to VND57,396 million (for the six-month period ended 30 June 2018: VND45,447 million).

The Company also manages Eastspring Investments Vietnam Navigator Fund, an open ended fund established in the Socialist Republic of Vietnam under the Fund Establishment Certificate No. 09/GCN-UBCK issued by the State Securities Commission of Vietnam dated 25 March 2014. For the six-month period ended 30 June 2019, management fees earned from services rendered to Eastspring Investments Vietnam Navigator Fund amounted to VND1,019 million (for the six-month period ended 30 June 2018: VND1,220 million).

For the six-month period ended 30 June 2019, revenue earned from administration services rendered to Prudential Vietnam Assurance Private Limited amounted to VND3,962 million (for the six-month period ended 30 June 2018: VND3,474 million).

For the six-month period ended 30 June 2019, revenue earned from asset allocation service rendered to Prudential Vietnam Assurance Private Limited amounted to VND3,891 million (for the six-month period ended 30 June 2018: Nil).

There was no performance fee received by the Company for the periods ended 30 June 2019 and 30 June 2018 because the conditions were not met.

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#### 19. Financial income

	Six-month pe 30/6/2019 VND'000	riod ended 30/6/2018 VND'000
Bank interest income Foreign exchange gain	2,322,187 15,959	1,117,180 40,939
	2,338,146	1,158,119

#### 20. General and administration expenses

	Six-month pe	Six-month period ended		
	30/6/2019	30/6/2018		
	VND'000	VND'000		
Staff costs	19,640,680	31,271,996		
Consultancy and other services costs	4,460,817	3,908,758		
Office rental	1,940,054	1,888,725		
Other expenses	7,063,967	5,630,473		
	33,105,518	42,699,952		

#### 21. Income tax

#### (a) Recognised in the statement of income

	Six-month pe 30/6/2019 VND'000	riod ended 30/6/2018 VND'000
Current tax expense Current period	3,272,715	-
Deferred tax (benefit)/expense Origination and reversal of temporary differences	(105,990)	118,956
Income tax expense	3,166,725	118,956

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

	Six-month period ended		
	30/6/2019 VND'000	30/6/2018 VND'000	
Accounting profit before tax	35,501,417	8,599,284	
Tax at the Company's tax rate Non-deductible expenses Tax losses utilised	7,100,283 32,194 (3,965,752)	1,719,857 129,947 (1,730,848)	
	3,166,725	118,956	

#### (c) Applicable tax rates

The prevailing corporate income tax rate applicable to the Company is 20%. The corporate income tax computation is subject to the review and approval of the tax authorities.

#### 22. Other off balance sheet items

#### (i) Lease commitments

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

	30/6/2019 VND'000	31/12/2018 VND'000
Within one year Within two to five years	4,142,846 -	4,011,477 2,071,423
	4,142,846	6,082,900

#### (ii) Foreign currencies

	30/6/2019		31/12/2018	
	Original currency	VND'000 equivalent	Original currency	VND'000 equivalent
USD	3,172.75	73,766	3,172.75	73,513

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#### 23. Significant transactions with related parties

In addition to related party balances disclosed in other notes to the interim financial statements, the Company had the following transactions with related parties during the period as follows:

Related party	Dalatianshin	Nature of transaction	Six-month po 30/6/2019 VND'000	eriod ended 30/6/2018 VND'000
Keiateu party	Keianonsind	ivature of transaction	A LATA OOO	ATAID, AOO
Prudential Vietnam Assurance Private	Parent company	Management fees	57,396,092	45,446,526
Limited	r	Fund administration fees	3,962,325	3,474,112
		Asset allocation fees	3,891,273	-
		Services provided by the parent company Expenses paid on behalf	-	(1,760)
•		of the Company	(81,565)	(16,380)
Prudential Holdings Ltd	Related company	Expenses paid on behalf of the Company	(162,385)	(322,472)
Eastspring Investments (Singapore) Limited	Related company	Services provided by the related company Expenses paid on behalf	(3,374,430)	(2,890,308)
		by the Company	-	133,159
Eastspring Investments Vietnam Navigator Fund	Fund under management	Management fees	1,019,100	1,220,479

#### 24. Financial risk management

#### Overview

The Company has exposure to the following risks from its use of financial instruments:

- credit risk;
- liquidity risk; and
- market risk.

This note presents information about the Company's exposure to each of the above risks, the Company's objectives, policies and processes for measuring and managing risk.

The Company's Members' Council oversees how the Board of Directors monitors compliance with the Company's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Company.

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#### (a) Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligation, and arises principally from cash in banks and cash equivalents, held-to-maturity investments and accounts receivable.

#### Exposure to credit risk

The total of carrying amounts of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was as follows:

	Note	30/6/2019 VND'000	31/12/2018 VND'000
Cash and cash equivalents	(i)	133,527,898	69,292,045
Held-to-maturity investments	(i)	-	38,000,000
Accounts receivable	(ii)	33,924,323	31,473,171
		167,452,221	138,765,216

#### (i) Cash and cash equivalents and held-to-maturity investments

Cash and cash equivalents and held-to-maturity investments of the Company are mainly held with well-known financial institutions. The Board of Directors does not foresee any significant credit risks from these deposits and does not expect that these financial institutions may default and cause losses to the Company.

#### (ii) Accounts receivable

Accounts receivable mainly include management fees receivable. Credit risk in relation to management fees receivable is considered minimal as these are receivables from related parties and funds under management of the Company who have good collection track records with the Company.

# Notes to the interim financial statements for the six-month period ended 30 June 2019 (continued) Eastspring Investments Fund Management Limited Liability Company

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# (b) Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

At the reporting date, the financial liabilities with fixed or determinable payments have the following contractual maturities including the estimated interest payments as follows:

	From 1 year to 5 years VND'000	1 1 1		1 1 1	-
	From 3 months to 1 year VND'000	t ( )	1	; J I	ì
	From 1 to F 3 months VND'000	7,710,691	7,710,691	5,495,707	5,495,707
	Less than 1 month VND'000	75,465	975,791	214,114	3,612,075
	Undiscounted contractual cash flows VND'000	75,465 7,710,691 900,326	8,686,482	214,114 5,495,707 3,397,961	9,107,782
	Carrying amount VND'000	75,465 7,710,691 900,326	8,686,482	214,114 5,495,707 3,397,961	9,107,782
payments as follows.		As at 30 June 2019 Accounts payable to suppliers Accrued expenses Other short-term payables		As at 31 December 2018 Accounts payable to suppliers Accrued expenses Other short-term payables	

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#### (c) Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Company's results of operations or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

#### (i) Currency risk

Exposure to currency risk

At the reporting date, the Company had the following net monetary asset position exposed to currency risk as follows:

	Denominate	Denominated in USD		
	30/6/2019 VND'000	31/12/2018 VND'000		
Cash and cash equivalents	73,766	73,513		

The following was the significant exchange rate applied by the Company:

	Exchange :	Exchange rate as at	
	30/6/2019	31/12/2018	
USD/VND	23,250	23,170	

Below is an analysis of the possible impact on the net profit after tax of the Company as at 30 June 2019 and 31 December 2018. This analysis assumes that all other variables, in particular interest rates, remain constant:

		Effect to net profit after tax	
	30/6/2019 VND'000	31/12/2018 VND'000	
USD (1% strengthening)	590	588	

The opposite movement of the USD would have equal but opposite effect to the net profit after tax of the Company as at 30 June 2019 and 31 December 2018.

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#### (ii) Interest rate risk

Interest rate risk is the risk that the fair values or future cash flows of the Company's financial instruments will fluctuate as a result of changes in market interest rates. The Company's exposure to interest rate risk due to changes in interest rates is minimal since all term deposits have fixed rates.

At the reporting date, the interest rate profile of the Company's interest-bearing financial instruments was:

	Carrying amount		
	30/6/2019 VND'000	31/12/2018 VND'000	
Fixed rate instruments Cash equivalents Held-to-maturity investments	131,205,000	65,000,000 38,000,000	
Variable rate instruments Cash at banks	2,322,898	4,292,045	

A change of 100 basis points in interest rates would have increased or decreased the net profit after tax of the Company by VND19 million (31/12/2018: VND34 million). This analysis assumes that all other variables, in particular foreign currency rates, remain constant.

#### (iii) Market price risk

Market price risk is the risk that the value of the financial instruments will decrease as a result of changes in equity indices and the values of individual securities. The Company is not directly exposed to market price risk as it does not hold any equity securities as at 30 June 2019 and 31 December 2018.

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#### (d) Fair value of financial assets and liabilities

Fair value is the value which is determined as the price appropriate to market price that would be received for sale of an asset or paid to transfer a liability at the measurement date.

The fair values of financial assets and liabilities, together with the carrying amounts shown on the balance sheet were as follows:

	30/6/2019		31/12/2018	
	Carrying amount VND'000	Fair value VND'000	Carrying amount VND'000	Fair value VND'000
Financial assets categorised as loans and receivables:				
Cash and cash equivalents	133,527,898	133,527,898	69,292,045	69,292,045
Accounts receivable	33,924,323	(*)	31,473,171	(*)
Financial assets categorised as held-to-maturity investments:  Held-to-maturity investments	-	(*)	38,000,000	(*)
Financial liabilities categorised as liabilities at amortised cost:				
<ul> <li>Accounts payable to suppliers</li> </ul>	75,465	(*)	214,114	(*)
<ul> <li>Accrued expenses</li> </ul>	7,710,691	(*)	5,495,707	(*)
Other short-term payables	900,326	(*)	3,397,961	(*)

(\*) The Company has not determined the fair values of these financial instruments for disclosure in the interim financial statements because information about their market prices is not available and there is currently no guidance on determination of fair value using valuation techniques under Vietnamese Accounting Standards, the Vietnamese Accounting Systems for enterprise, Circular No. 125/2011/TT-BTC dated 5 September 2011 issued by the Ministry of Finance on promulgation of accounting guidance for securities investment fund management companies and the other relevant statutory requirements applicable to interim financial reporting. The fair values of these financial instruments may differ from their carrying amounts.

13 August 2019

Prepared by:

Le Minh Thuy Chief Accountant

Approved by:

CÔNG TY TRÁCH KHIỆM HỮU HẠN

QUẨN LÝ QUỸ/ EASTSP<u>RING</u>

The Trieu

hief Executive Officer