



**VIETNAM DAIRY PRODUCTS JOINT STOCK COMPANY  
VINAMILK**

**DOCUMENT  
ANNUAL GENERAL MEETING OF  
SHAREHOLDERS**

**2014**

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**AGENDA**  
**ANNUAL GENERAL MEETING OF SHAREHOLDERS 2014**  
**(Date: 25 April 2014)**

No.	Contents	Time
	<b>I. FORMALITIES :</b>	
1	- Guests reception and registration.	8: 00- 9:00
2	- Announcement of reasons for the event, introduction of delegation.	9:00 – 9:05
3	- Announcement of shareholder attendance rates.	9:05 – 9:08
4	- Announcement of the agenda of the meeting; Introduction of Presider and members to participate in the Presidium.	9:08 – 9:10
5	- Introduction of Secretariat	9:10 – 9:12
6	- Election of Vote Counting Committee and supervisor of Vote Counting Committee	9:12 – 9:15
	<b>II. CONTENTS:</b>	
1	- Report of the Board of Management (BOM) on the company's performance for 2013	9:15 – 9:45
2	- Report on the BOM's activities in 2013	9:45 – 9:55
3	- Report of the BOM on supervision of CEO and Board of Executive Directors.	9:55 – 10:05
4	- Report of the Inspection Committee.	10:05 – 10:15
5	- Issues to be approved: <ul style="list-style-type: none"> <li>o. Audited financial statements and report of the IC on 2013 performance</li> <li>o. Distribution of 2013 profit and dividend rate.</li> <li>o. Bonus shares to be issued to existing shareholders.</li> <li>o. Business plan for 2014;</li> <li>o. Appointment of Independent Auditor for the fiscal year of 2014</li> <li>o. 2014 remuneration for the BOM and the IC.</li> <li>o. Appointment of Mr. Ng Jui Sia to the BOM.</li> <li>o. Chairperson of the BOM concurrently acting as CEO.</li> <li>o. Election of Additional IC member.</li> </ul>	10:15 – 10:55
6	Discussion.	10:55 – 11:55
	<b>III. VOTING &amp; ELECTION:</b>	
1	Announcement of shareholder presence rate before voting	11:55 – 12:00
2	Voting on contents of the agenda and election of additional IC member.	12:00- 12:15
3	Tea break	12:15- 12:30
4	Announcement of results of voting and election	12:30 – 12:35
	<b>IV. CLOSING:</b>	
1	- Approval of Resolution of the 2014 AGM.	12:35 – 12:50
2	- Announcement of Closing.	12:50 – 12:55

**AGM ORGANIZING COMMITTEE**

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## LETTER OF APPRECIATION

Vietnam Dairy Products J.S.C (Vinamilk) sincerely thanks you, as our valuable guests and shareholders, for your presence at the 2014 AGM of the Company on 25<sup>th</sup> April 2014.

Any questions, comments or suggestions you may have would be appreciated. Please do not hesitate to send them to Mr. Nguyen Tuan Anh at [ntanh1@vinamilk.com.vn](mailto:ntanh1@vinamilk.com.vn). This will help us better to serve you at our future meetings.

Sincerely.

Hochiminh City, 25<sup>th</sup> April 2014  
The Board of Management  
Vietnam Dairy Products J.S.C

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# REPORT OF THE BOARD OF MANAGEMENT ON OPERATION OF VINAMILK IN 2013

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The year 2013 remained another difficult year for Vietnam economy in general and for consumer goods enterprises in particular. According to the report by General Statistical Office, total retail goods and revenues of consumer services in 2013 increased by only 12.6% compared to 2012 and this is the lowest growth rate in the last four years.

In that circumstance, Vinamilk has strived and overcome the difficulties to achieve its goals. Total revenues in 2013 were 31,586 billion dong (an increase of 17% compared to 2012), profit after tax was 6,534 billion dong (an increase of 12% compared to 2012). Although the growth rates were lower than those of the previous years, thanks to the efforts in perfecting management efficiency and better cost control, Vinamilk's profit exceeded 5% of the target (equivalent to 304 billion dong); and in accumulation, Vinamilk has reached 95% of the target towards 2016.

➤ % plan completed:

(billion dong)	Result of 2013	Plan for 2013	Result of 2012	% of plan	Increased over 2012
Total revenues	31,586	32,500	27,102	97%	17%
Profit before tax	8,010	7,830	6,930	102%	16%
Profit after tax	6,534	6,230	5,819	105%	12%

➤ The compounded annual growth rate of total revenues and pre-tax profit in the last 5 years is as follows:

(billion dong)	2009	2010	2011	2012	2013	CAGR (% pa.)
Total revenues	10,820	16,081	22,071	27,102	31,586	31%
Profit before tax	2,731	4,251	4,979	6,930	8,010	31%

➤ Total assets and equity of Vinamilk in the last 5 years are as follows:

(billion dong)	2009	2010	2011	2012	2013	CAGR (% pa.)
Short-term assets	5,069	5,920	9,468	11,111	13,019	27%
Long-term assets	3,413	4,853	6,115	8,587	9,856	30%
Total assets	<b>8,482</b>	<b>10,773</b>	<b>15,583</b>	<b>19,698</b>	<b>22,875</b>	<b>28%</b>
Liabilities	1,991	2,809	3,105	4,205	5,307	28%
Owners' equity	6,455	7,964	12,477	15,493	17,545	28%

(billion dong)	2009	2010	2011	2012	2013	CAGR (%pa.)
Minority interest	35	0	0	0	23	
Total resources	8,482	10,773	15,583	19,698	22,875	28%

With the objective of sustainable development, in addition to financial targets, in 2013 Vinamilk continued improving its operation such as corporate governance, project management, human resource management, etc.

Main achievements in 2013 are as follows:

- In 2013 Vinamilk has laid foundation for the internationalization to be more proactive in raw material sources, to enter into new markets through investment in potential markets such as the US, Cambodia, Poland or through expansion in investment in New Zealand.

- **Production capacity:** Vinamilk inaugurated 2 new big factories in Binh Duong province.

The powder milk factory with its design capacity of 54,000 tons per year has high automation, with machinery and equipment from the Europe, which meets international standards of HACCP, GMP, and CODEX and is friendly to the environment.

The liquid milk factory has the capacity of over 400 million liters per year in the 1<sup>st</sup> stage and 800 million liters in the 2<sup>nd</sup> stage. The factory uses the most modern technology of integration and automation provided by Tetra Pak – the world’s leading group headquartered in Sweden. The liquid milk factory also has an intelligent warehouse that is the first and biggest intelligent warehouse in Vietnam, located in an area of 6 hectares and containing 27,168 lots of storage.

- **Distribution network:**

The total points of sales which Vinamilk served at the end of 2013 were more than 224,000, an increase of more than 24,000 points of sales compared to 2012.

- **Marketing activities:**

The purchasing power in the consumer goods industry in 2013 declined, while competition was more and more intensive. As a result, Vinamilk reinforced the marketing and sales activities. Some main marketing activities in the year are as follows:

New advertising schemes:

No.	Brands	Schemes	Time
1	Dielac Alpha	“Nutrition with international cooperation – Raising children for long-term growth”	March
2	Sure Prevent	“High age but young health – living healthily everyday”	April
3	Liquid milk ADM+	Introduction of new benefits “Full of energy”	August

No.	Brands	Schemes	Time
4	Fresh milk 100%	“Have you got vitamin D today?”	October
5	Yogurt Susu for children	“Yummy, Yummy you like it.”	April
6	Yogurt Probi	“Understanding your stomach”	January
7	Goldsoy CAD	“Strong bone – Healthy Shape”	May
8	Fruit Juice Juki for children	“With Fiber and vitamin – Healthier, more fun!”	October

#### Educational communication schemes

No.	Brands	Schemes	Time
1	Dielac Optimum - TVI	Explanation on formula Opti-Digest for better digestion and absorption of children.	August
2	Dielac Pedia - TVI	96% of the mother participants pleased with their children’s weights after 6 months of use.	July-August
3	Dielac – TVI	Introduction of Vietnam Powder milk factory – World-class nutrition	September
4	Liquid milk - PR	Correct understanding of liquid milk	September
5	Yoghurt - PR	Nutritional Status of Urban Children/ Correct understanding on milk cream.	October
5	Liquid milk - PR	Correct understanding of liquid milk	September
6	Goldsoy - TVI	Explanation on non-GMO soybean	April - May

#### Consumers-approaching schemes

No	Schemes	Scale of schemes	Time
1	Schools - ADM+	20 provinces – 200 schools	March-April, Oct-Nov
		185,000 pupils approached.	
2	Introduction of Vinamilk’s yogurt flavors.	13 provinces	June – August
		361,172 persons approached.	
3	Rural-Approaching Scheme - Goldsoy & ADM+	34 provinces, 260 markets in the North, the Coastal, and the Central regions– 179% of the planned sales achieved.	July - Sept
4	Seminars on health care for the elderly - Sure Prevent & Goldsoy.	20 provinces / urban cities	Jan-Dec
		6,735 persons approached (112% the plan)	

No	Schemes	Scale of schemes	Time
5	Programs for medical examination and nutrition consulting for the elderly – Sure Prevent	15 big cities; 38 elderly clubs, 7 hospitals	Phase 1: Dec/12-Jan/13
		24,867 persons approached.	Phase 2: Jun-Jul/2013
6	Digestion festive day “Probi understands your digestion	10,000 persons	June
7	Customers Meeting “Be closer, go further”	250 Visitors	December

➤ ***New products:***

In 2013, the Company launched 21 new products (SKUs) in the local market and 3 new products in the export markets to meet demand of consumers

Local new products:

No.	Group	New products	Time
1	A	Dielac Optimum - Step 4	April
2		Dielac Optimum Mama	November
3	C	Imported fresh milk Twin Cows	August
4		Flex - Low Lactose	September
5		100% fresh milk – supporting the immune system	October
6		Fino Star	November
7	D	Yoghurt Vinamilk from 100% fresh milk	February
8		Yoghurt Probeauty with Aloe Vera	April
9		Yoghurt drink Probi (melon / strawberry)	May
10		Spoon yoghurt star	December
11		Yoghurt Susu with apple & banana	April
12	E	Bottled water ICY	March
13		Artichoke tea, sugar free	July
14		Vfresh salted apricot	August
15		Vfresh Aloe Vera & Apple	August
16		Lingzhi Lincha Tea	October
17		Lingzhi Lincha Tea, sugar free	October
18		Goldsoy CaD	April
19		Vfresh Juki orange	October
20		Vfresh Juki strawberry	October
21		Vfresh Juki mixed juices	October

Export new products

No.	Group	New products	
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1	A	Nutragen Regular vanilla flavor	May
2		Nutragen Mom vanilla flavor	May
3		Nutragen Junior	May

➤ **Raw materials:**

- Total milk volume Vinamilk bought in 2013 was 156.3 million liters, equivalent to 104% of the plan
- Total number of cows of farmers who supplied milk to Vinamilk at the end of 2013 was 59,000, a slight decrease of 3% as compared to 2012, but the average productivity increased
- Vinamilk's farms at the end of 2013 had 8,818 cows, a y-o-y increase of 7%; of which, milking cows was 4,175, increasing by 16%

➤ **Information Technology and Information Security:**

- Sales online: providing tablets to all sales supervisors & salesmen. This program helps to provide online information to update sales at the outlets, distributors, displaying shops immediately, and to monitor location of salesmen, supervisors, sales routes and which outlet is visited every day. Consequently, we have tools to manage and report effectively, which helps to react quickly to changes of the market.
- ERP: upgrading the ERP system because the current system was built in 2007 and it has some weakness now. The upgraded system will go live in April 2014 and will be applied to all Vinamilk's branches and subsidiaries.
- Information security: we plan to obtain the ISO 27001 on information system in the middle of 2014

➤ **Investor relations:**

- In 2013, Vinamilk participated in 3 overseas investment conferences: in Malaysia (in June 2013) held by CIMB, in Singapore held by Daiwa Securities (in August 2013) and by UBS (in September 2013). At the conferences, Vinamilk welcomed more than 58 professional and prestige investors in the region and in the world. Several investors after that became Vinamilk's shareholders.
- In the inauguration of the Vietnam liquid milk factory on 10th September 2013, Vinamilk also arranged for more than 80 investors and shareholders to visit the factory.
- In addition, the Company welcomed 256 investors to Vinamilk's head office and factories to study investment opportunities into Vinamilk.

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# **REPORT ON ACTIVITIES OF THE BOARD OF MANAGEMENT IN 2013**

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(Please refer to the annual report 2013)

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**REPORT ON CEO AND EXECUTIVE BOARD  
SUPERVISION OF THE BOARD OF  
MANAGEMENT**

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(Please refer to the annual report 2013)

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# **REPORT OF THE INSPECTION COMMITTEE**

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(Please refer to the annual report 2013)

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## **VOTE AND ELECTION**

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## **Content 1. The Consolidated Financial Statements, Reports of the Board of Management (BoM), and Reports of Inspection Committee on 2013 Performance**

BoM submit financial statements in 2013 which have been audited by KPMG Audit Vietnam Ltd. (attached to the annual report) and reports of the BoM and reports of Inspection Committee on company performance to AGM to get approval.

Key performance indicators are as following (unit: VND).

Total sales	31,586,007,133,622
Net sales	30,948,602,127,306
Net profit before tax	8,010,256,856,719
Net profit after tax	6,534,107,315,627
Basic earnings per share	7,839
Current assets	13,018,930,127,438
Long-term assets	9,856,483,929,198
<b>Total assets</b>	<b>22,875,414,056,636</b>
Liabilities	5,307,060,807,329
Owners' equity	17,545,489,315,423
Minority interest	22,863,933,884
<b>Total resources</b>	<b>22,875,414,056,636</b>

## Content 2. Profit Distribution in 2013 and Dividend Approval

The AGM 2013 approved cash dividend in 2013 at 34% of the par value (3.400 VND per share)

BoM has already paid dividend in 2013 as follows:

- The first dividend in 2013: 2.000 VND/share, the record date was 22 August 2013.
- The second dividend in 2013: 800 VND/share, the record date was 18 December 2013.

Based on the result of performance in 2013, BoM would like to propose to increase the dividend of 2013 from 34% to 48% of par value to AGM to get approval. Thus, the final dividend 2013 will be 2,000 VND/share

- The record date of the final dividend: 15 May 2014
- The payment date: 30 May 2014

Proposal of profit distribution of 2013 to the AGM to get approval is as follows:

	(dong)
Net profit after tax 2013 – attributable to equity holders of the Company	6,534,133,662,834
Profit distribution 2013:	
Increasing the investment and development fund <sup>(1)</sup>	856,326,130,883
Increasing the financial reserve fund <sup>(2)</sup>	245,553,773,992
Increasing the bonus and welfare fund	647,209,361,709
Dividends:	
+ <i>The first dividend 2013 (2.000 VND/share, already paid)</i>	1,666,951,482,000
+ <i>The second dividend 2013 (800 VND/share, already paid)</i>	666,771,088,800
+ <i>The third dividend 2013 (2.000 VND/share, will be paid, estimated figure)</i>	1,667,911,592,000
<sup>(3)</sup>	1,667,911,592,000
Undistributed earnings <sup>(4)</sup>	783,410,233,450

Note:

<sup>(1)</sup> The investment and development fund increases thanks to: (i) appropriation from net profit of the parent company (10% of the profit), equivalent to 647,209,361,706 VND, and (ii) corporate income tax exemption of 209,116,769,177 VND that is used to increase the investment & development fund according to the official document No. 499/Tai chinh/TCDN dated 16 Jan

2002 by the Ministry of Finance

<sup>(2)</sup> The financial reserve fund was equal to 10% of the charter capital

<sup>(3)</sup> = 2.000 VND/share x total issued shares (833.955.796 shares). The actual amount may be lower, depending on the number of treasury shares that do not have the right to receive dividend on the record date

<sup>(4)</sup> Depending on the actual amount of the final dividend of 2013.



### **Content 3. Issuing Bonus Shares to Existing Shareholders**

BoM would like to propose to AGM for approval to increase the charter capital of Vinamilk by issuing bonus shares to its existing shareholders with details as follows:

- Ratio of issue bonus share: 1:5, which means 01 new ordinary share for every 05 existing ordinary shares held based on the list of shareholders on the record date.
- Volume of bonus shares: not more than 166,791,159 shares. Fractional treatment is to round down to the unit. The fractional shares (if any) will be cancelled.
- Capital source for the issuance: from share premium, Investment & Development fund and Undistributed earnings.
- Bonus shares: transferable
- Right to bonus share: not transferable
- Authorizing BoM to make decision on the record date to issue bonus share and on the issue plan, and to carry out necessary procedures to issue and list the bonus shares on Ho Chi Minh Stock Exchange (HOSE) after receiving appropriate approvals from the State Securities Committee and HOSE.

The expected record date will be in quarter 2 or quarter 3 in 2014

- Increasing the charter capital of the Company equally to the total par value of the issued bonus shares in accordance with the reports on the issue results submitted to the State Securities Committee upon the completion of the issue.
- Authorizing the Chairwoman of the BoM to implement the registration of the increased charter capital in the Certificate of Business Registration with the Department of Planning and Investment of Ho Chi Minh City after issuing bonus shares and not later than 31 December 2015

## Content 4. Plans for 2014

### a. Revenues and Profits:

The plan of revenues and profits in 2014 is as follows:

(billion dong)	2013	Plan for 2014	Compared to 2013	
			%	Billion dong
Total revenues	31,586	36,298	14.9%	4,712
Pre-tax profit	8,010	7,531	-6.0%	-479
Net profit	6,534	5,993	-8.3%	-541

*Note: consolidated number*

The strategic plan of revenues and profits in 2012 – 2016 which was approved by the AGM:

(Billion VND)	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>CAGR</u>
Total revenues	22,071	26,480	31,780	38,130	45,760	54,900	20%
Pre-tax profit	4,979	5,625	6,355	7,180	8,115	9,170	13%
Net profit	4,218	4,690	5,230	5,720	6,180	6,870	10%

Compared to the strategic plan of 2012 – 2016, the plan of 2014 is adjusted as follows:

(Billion VND)	Adjusted plan of 2014	Original estimate of 2014	Increase/ Decrease
Total revenues	36,298	38,130	(1,832)
Pre-tax profit	7,531	7,180	351
Net profit	5,993	5,720	273

### b. Plan of Investment

The Board would like to propose to the AGM for approval the disbursement plan for 2014 and adjust total investment to 2016 as follows:

(Billion dong)	Total investment in 2012 – 2016 approved by AGM 2013	Increase / Decrease due to additional investment in 2013	Increase/ Decrease due to finalization in 2013	New investment	Total investment in 2012 -2016	Disbursement from 2013 and earlier	Disbursement plan in 2014	Disbursement in later years
Vinamilk	8,155	(77)	100	401	8,580	6,391	948	1,241
Vietnam Dairy Cow Co.	1,210	27	(0)	44	1,281	431	412	438
Lam Son Milk	503	-	-	286	790	223	480	87
Int'l Real Estate Co.	100	(100)	-	-	-	151	-	-
Driftwood	-	-	-	151	151	33	-	-
Miraka	-	-	-	33	33	-	-	-
Cambodia Joint Venture	-	-	-	222	222	-	222	-
Thong Nhat Thanh Hoa Company	570	-	-	1,030	1,600	-	393	1,207
Project of milk cow farm at Lam Dong	-	-	-	341	341	-	120	221
<b>TOTAL</b>	<b>10,539</b>	<b>(150)</b>	<b>100</b>	<b>2,508</b>	<b>12,996</b>	<b>7,228</b>	<b>2,575</b>	<b>3,193</b>

c. Proposal for profit distribution in 2014

According to Charter, appropriation to funds is as follows

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Investment & Development fund	10% net profit
Bonus & welfare fund	10% net profit
Financial reserve fund	$\leq 5\%$ net profit, appropriation until this fund is equal to 10% of the charter capital
Dividend by cash	Not less than 50% net profit

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Time for payment dividend:

- 1<sup>st</sup> advance 1/2014: September 2014
- 2<sup>nd</sup> payment 2/2014: July 2015

## **Content 5. Selection of the Independent Auditor for the Fiscal Year 2014**

The Inspection Committee would like to propose to the AGM to authorize the Inspection Committee to choose one of four auditing companies (Big 4) as the independent auditor for Vinamilk for the fiscal year 2014:

- KPMG Ltd.
- PricewaterhouseCoopers (Vietnam) Ltd.
- Ernst & Young Ltd
- Deloitte Ltd

## **Content 6. Remuneration for the BoM and the Inspection Committee in 2014**

The BoM would like to propose to the AGM for approval the total remuneration for the BOM and the Inspection Committee in 2014 is equivalent to 0.2% of profit after tax of 2014

## **Content 7. Approval of the Appointment of Mr. Ng Jui Sia to the Board of Management**

On 23<sup>rd</sup> May 2013, Mr. Pascal De Petrini resigned from the Board because of personal reasons. The Board approved his resignation and appointed Mr. **Ng Jui Sia** as a replacement for Mr. Pascal De Petrini since 23<sup>rd</sup> May 2013. Mr. **Ng Jui Sia**, born in 1952, Singaporean, currently is the CEO of Fraser and Neave Holdings Bhd, and is nominated by the major shareholder F&N Dairy Investment Pte. Ltd. as the representative of F&N (please find his CV in the appendix).

The Board would like to propose the appointment of Mr. **Ng Jui Sia** to the Board in the office term of 2012 – 2016 for the AGM's approval

## **Content 8. Chairperson Acting Concurrently as the CEO**

According to the Charter, the Board would like to seek for the AGM's approval on the chairperson acting concurrently as the CEO.



## **Content 9. Appointment of the Inspection Committee member**

Mr. Nguyen Ngoc Vu Chuong, the Inspection Committee member resigned from the Inspection Committee since 08<sup>th</sup> April 2014. Therefore, The Board would like to propose that the AGM should appoint 1 member for the Inspection Committee in the office term of 2012 – 2016.

The list of candidates of member for the Inspection Committee shall be uploaded on the website of Vinamilk on 18<sup>th</sup> April 2014

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**LETTER OF NOMINATION**  
TO THE BOARD OF MANAGEMENT OF VIETNAM DAIRY JOINT STOCK  
COMPANY  
IN THE PERIOD OF 2012-2016

**To: Vietnam Dairy Products Joint Stock Company ("Vinamilk")**

Name of shareholder: **F&N DAIRY INVESTMENTS PTE LTD** .....  
existing shareholders of the Vietnam Dairy Products Joint Stock Company  
Business license registration/ ID/Passport number: **198703218C** .....  
issued day: **14 October 1987** by: **Registrar of Companies and Businesses,**  
**Singapore** .....  
Address: **438 Alexandra Road #21-00, Alexandra Point, Singapore 119958** .....  
Tel: **(65) 6318 9393** ..... Fax: **(65) 6274 9166** .....  
Total number of shares owned at Vinamilk (continuous holding for at least 6 months)  
by number: **79,507,485** ..... (in words: **Seventy-nine Million Five hundred and**  
**seven Thousand and Four hundred and eighty-five** ..... )  
Percentage (%): ..... **9.53** ..... % charter capital of Vinamilk.

After researching the regulations for participating in nomination/election candidates of the BOM which is mentioned in Vinamilk's Charter, I nominate the candidate to participate in the BOM for 2012 – 2016 period of Vinamilk as following:

The information of the nominated candidate as follow:

Full Name: **NG JUI SIA** .....  
ID/Passport : **E2408601N** .....  
issued day: **16 March 2011** by: **Singapore** .....  
Permanent address: **39A Chiltern Drive, Singapore 359762** .....  
Tel: **+603 9235 2233** ..... Fax: **+603 9222 7878** .....

The curriculum vitae of the nominated candidate and the enclosed documents are attached to this letter.

Best regards

21st day of May 2013



Anthony Cheong Fook Seng  
Director and Company Secretary  
For and on behalf of  
F&N Dairy Investments Pte Ltd

*(Signature, sealed, full name)*

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# CURRICULUM VITAE

## OF CANDIDATE TO BOARD OF MANAGEMENT



### 1. Individual history

- Full-name : NG Jui Sia
- Date of birth : 29 April 1952
- Place of birth: Singapore
- Gender : Male
- Nationality : Singaporean
- ID-card/Passport No: E2408601N      Date: 16 March 2011    by: Singapore
- Ethnicity : Chinese
- Hometown : Singapore
- Permanent address: 39A, Chiltern Drive, Singapore 359762
- Contact address : Fraser & Neave Holdings Bhd  
F&N Point, No. 3 Jalan Metro Pudu 1  
Fraser Business Park, Off Jalan Yew  
55200 Kuala Lumpur, Malaysia
  
- Current position: CEO      at Organization: Fraser & Neave Holdings Bhd
- Contact : Telephone number      +603 9235 2232  
Email:      [ngjuisia@fn.com.my](mailto:ngjuisia@fn.com.my)
  
- Level of Education

### 2. Education and Training

From year ...to year	School/Training center	Degree
1977	National University of Singapore	Bachelor of Business Administration
1981	The Institute of Chartered Accountants	Associate of Institute of Chartered Accountants in England & Wales

### 3. Working experiences


<b>From year ...to year</b>	<b>Position</b>	<b>Name of organization</b>
1989-1995	MD – Asia Pacific region	CarnaudMetalbox, South China Region
1995 – 1999	GM	F&N Coca Cola Singapore
1999 - 2006	MD	F&N Coca Cola (Malaysia) Sdn Bhd
2006 – 2010	CEO	Times Publishing Ltd
2010 - Present	CEO	Fraser & Neave Holdings Bhd

o Reward, discipline (if any) :

I hereby undertake that the above declaration is fully truthful, if any wrong, I shall take the responsibility under laws and regulations.

**Confirmed by the competent agent**  
(the local authority or the company where the individual is currently working)

Alneong  
Mr Anthony Cheong Fook Seng

  
\_\_\_\_\_

21 May Date year 2013

**Nominee**  
(Signature, fullname)



## LETTER OF DECLARING

Full name: Ng Jui Sia

ID card/Passport No: E2408601N date: 16 March 2011 By: Singapore

To provide adequate information for the purpose to complete the candidates's profile and enhance transparent information for Vinamilk as well as all Vinamilk's shareholders, I declare the relevant informations to my profile as follows:

**1. Positions occupied at other organizations :**

No	Name of company	Business license registration No	Position <i>(The position in Board of Management, Management apparatus/Board of Director)</i>	Date of beginning held	Note
1	Fraser & Neave Holdings Bhd	004205-V	CEO / Director	1 Aug 2010 / 19 Jan 2011	
2	Cocoaland Holdings Berhad	516019-H	Director	1 Sept. 2012	
3	Malaysian Smelting Corporation Bhd	43072-A	Director	19 Sept 2012	

**2. Positions which candidates are nominated in other companies:**

No	Name of company	Business license registration No/Tax code	Position/ Title <i>(The position in Board of Management, Management apparatus/Board of Director)</i>	Date of nomination	Note
1	-				
2					
3					

**3. The organizations have relevant interests**


Declare the organizations that candidates owns contributed capital or shares

No	Name of company	Business license registration No	Percentage (%) of the shares/ capital	Note
1				
2				
3				

**4. Relationships on personnel, financial, capital or shares and business operations with Vinamilk:**

No	Relationship	Yes	No	Details of relationship <i>(In case check in the "Yes" column, this column use to describe in detail the relationship and candidates need attach the relevant documents)</i>
1	Employee relations with Vinamilk			(Information about relationship, time) .....None.....
2	Auditing, consulting relations with Vinamilk			( Information about relationship, time) .....None.....
3	Ownership relations (shareholder's Vinamilk)			.....None.....
4	Economic relations			.....None.....
4.1	<i>Selling relations (Supplier)</i>			.....None.....
4.2	<i>Buying relations (customer)</i>			.....None.....
4.3	<i>Partnership</i>			.....None.....
5	Other relations			.....None.....

I hereby undertake that the above declaration is fully truthful, if any wrong, I shall take the responsibility under laws and regulations.

  
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 Declarant  
 (Signature, fullname)  
 Date 21 May Year 2013



**Form 01B: Letter of nomination to the IC (for individual shareholders)**

**SOCIALIST REPUBLIC OF VIETNAM**  
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## **LETTER OF NOMINATION**

TO THE INSPECTION COMMITTEES OF VIETNAM DAIRY JOINT STOCK COMPANY  
IN THE PERIOD OF 2012-2016

**To: Vietnam Dairy Products Joint Stock Company (“Vinamilk”)**

Name of shareholder: STATE CAPITAL INVESTMENT CORPORATION  
existing shareholders of the Vietnam Dairy Products Joint Stock Company  
Business license registration/ ID/Passport number: 0101992921  
Issued date: 3<sup>rd</sup> November 2011 by: Service of Planning and Investment of Hanoi city  
Address: 117 Tran Duy Hung, District Cau Giay, Hanoi  
Tel: 04.38240703 Fax: 04.62780136  
Total number of shares owned at Vinamilk (continuous holding for at least 6 months)  
by number: 375.732.000 shares (in words: three hundred seventy-five million seven hundred and thirty two thousand shares)  
Percentage (%): 45.04% charter capital of Vinamilk.

After researching the regulations for participating in nomination/election candidates of the IC which is mentioned in Vinamilk’s Charter, I nominate the candidate to participate in the IC for 2012 – 2016 period of Vinamilk at the Annual General Meeting of Shareholders 2014 held on 25/04/2014.

The information of the nominated candidate as follow:

Full Name: Nguyen Dinh An  
ID/Passport: 111421503  
Issued date: 11<sup>th</sup> March 2009 Place of issue: Hanoi  
Permanent address: P504, 83B Ly Thuong Kiet, District Hoan Kiem, Hanoi  
Tel: 0912095599

The curriculum vitae of the nominated candidate and the enclosed documents are attached to this written.

Best regards.

Hanoi, Date 15<sup>th</sup> April 2014  
(Signature, sealed, full name)  
**Lai Van Dao**

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**SOCIALIST REPUBLIC OF VIETNAM**

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**CURRICULUM VITAE**

OF CANDIDATE TO INSPECTION COMMITTEE

**1. Individual history**

- Full-name : NGUYEN DINH AN
- Date of birth: 08/01/1981
- Place of birth: Hospital C, Ha Noi
- Gender : Male
- Nationality : Vietnamese
- ID card/Passport No: 111421503 date: 11/03/2009 by: Police office of Ha Noi City
- Ethnicity : Kinh
- Hometown: Thanh Oai, Ha Tay
- Permanent address: P504, 83 B, Ly Thuong Kiet street, Hoan Kiem District, Ha Noi
- Contact address : P504, 83 B, Ly Thuong Kiet street, Hoan Kiem District, Ha Noi
- Current position: Expert of the Portfolio Management Department 3 at Organization: State capital investment Corporation
- Contact : Telephone number: 0912095599  
Email: nguyendinh@scic.vn
- Level of Education

**2. Education and Training**

<b>From year ...to year</b>	<b>Schools/Training centers</b>	<b>Degrees</b>
1999-2003	National Economics University	Bachelor of Economic
2003-2005	Staffordshire University - UK	Master of Economic

*In case the Candidate participates in the Inspection Committee ("IC") must declare professional ability in accounting and provide the relevant degrees/certificates (Article 19 of the Circular 121/TT-BTC/2012)*

**3. Working experiences**

<b>From year ...to year</b>	<b>Position</b>	<b>Name of organization</b>
2006	Expert	Vietcombank Securities Limited Company
From 2006 up to now	Expert	State capital investment Corporation

#### **4. Positions which candidate is nominated in other companies:**

No.	Position/ Title	Name of Organization
1	Member of Board of Management	Khanh Hoa Mineral Water Joint Stock Company.
2	Member of Board of Management	Khanh Hoa Mining and Investment Joint Stock Company

#### **5. Related persons**

(Declare members of the immediate family of the object declaration: The biological father, biological mother, adoptive father, adoptive mother, husband/ wife, natural brother(s) and sister(s), biological children and adopted children).

No	Full name of members of your immediate family	Relationship with the declared person	Date of birth	ID/Passport No.	Occupation/ Position	Workplace
1	Nguyen Dinh Tien	Biological Father	3/3/1955	111831259	Retire	
2	Nguyen Thi Nga	Biological Mother	25/09/1951	111448852	Retire	
3	Nguyen Diep Vy	Daughter	24/10/2009		Pupil	
4	Nguyen Dinh Khoa	Older Brother	12/04/1979	012909932	Member of Board of Management	Mekong Land Joint Stock Company Ha Noi

I hereby undertake that the above declaration is fully truthful, if any wrong, I shall take the responsibility under laws and regulations.

**Confirmed by the competent agent**  
(the local authority or the company where the individual is currently working)

Ha Noi, Date 01 April Year 2014

**Nominee**  
(Signature, fullname)

Nguyen Dinh An

**Form 03: Letter of declaring positions of candidates are being held/nominated, declare the interests and the benefit relationships related to Vinamilk.**

**My full name: Nguyen Dinh An**

**ID card/Passport No: 111421503 date: 11<sup>th</sup> March 2009 Place of issue: Hanoi**

To provide adequate information for the purpose to complete the independent candidates's profile and enhance transparent information for Vinamilk as well as all Vinamilk's shareholders, I declare the relevant informations to my profile as follows:

**1. Positions occupied at other organizations :**

No	Name of company	Business registration Certificate No.	Position <i>(The position in Board of Management, Management apparatus/Board of Director)</i>	Date of beginning held	Note
1	Khanh Hoa Mineral Water joint stock company		Member of Board of Management	April 2011	
2	Khanh Hoa Mining and Investment joint stock company		Member of Board of Management	September 2013	
3	Ninh Thuan Salt joint stock company		Member of Board of Management	April 2014	

**2. Positions which candidates are nominated in other companies:**

No	Name of company	Business registration Certificate No./Tax code	Position/ Title <i>(The position in Board of Management, Management apparatus/Board of Director)</i>	Date of nomination	Note
1					
2					
3					

**3. The organizations have relevant interests**

Declare the organizations that candidate owns contributed capital or shares

No	Name of company	Business registration Certificate No.	Percentage (%) of the shares/ capital	Note
1				
2				
3				

**4. Relationships on personnel, financial, capital or shares and business operations with Vinamilk:**

No	Relationship	Yes	No	<b>Details of relationship</b> <i>(In case check in the “Yes” column, this column use to describe in detail the relationship and candidates need attach the relevant documents)</i>
1	Employee relations with Vinamilk		×	(Information about relationship, time) .....
2	Auditing, consulting relations with Vinamilk		×	( Information about relationship, time) .....
3	Ownership relations (shareholder’s Vinamilk)		×	..... .....
4	Economic relations		×	.....
4.1	<i>Selling relations (Supplier)</i>		×	..... .....
4.2	<i>Buying relations (customer)</i>		×	..... .....
4.3	<i>Partnership</i>		×	.....
5	Other relations		×	.....

I hereby undertake that the above declaration is fully truthful, if any wrong, I shall take the responsibility under laws and regulations.

Ha noi, Date 15th April 2014  
Declarant  
(Signature, fullname)

**Nguyen Dinh An**

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