



SABECO

IR PRESENTATION

Q1 2022 RESULTS



May 2022

DISCLAIMER

FORWARD LOOKING STATEMENTS



- The following presentation may contain forward looking statements by the Management of Saigon Beer-Alcohol-Beverage Corporation ("SABECO"), relating to financials or other trends for future periods compared to the results of previous periods.
- Some of the statements contained in this presentation which are not historical facts are statements of future expectations with respect to the financial conditions, business results, and related plans and objectives.
- Forward looking information is based on the Management's current views and assumptions including, but not limited to, prevailing economic and market conditions. These statements involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those in the statements as originally made. Such statements are not and should not be construed as a representation of SABECO's future performance. In particular, such targets should not be regarded as a forecast or projection of SABECO's future performance as the actual performance of SABECO may vary significantly from such targets.



KEY HIGHLIGHTS

BUSINESS PERFORMANCE

Q1 2022



Net Revenue

VND7,306B

▲ +24.7% YOY

Gross Profit

VND2,177B

▲ +27.2% YOY

Profit After Tax

VND1,236B

▲ +25.3% YOY

Total Assets

VND29,887B

▼ -2.0% YTD

Owners' Equity

VND22,822B

▲ +1.0% YTD

KEY ACTIVITIES



Quang Ngai Brewery First Brew Ceremony

- SABECO inaugurated the expansion ceremony in Quang Ngai Brewery, with the presence of representatives from Quang Ngai Provincial People's Committee on 8 March 2022.
- As part of SABECO's 3-year capacity expansion investment plan 2019-2021, SABECO has invested VND 650B to increase the capacity of the brewery to 250 million litres (2nd largest among all SABECO breweries).
- A new high tech and high speed canning line, 17 new tanks, a new filtration line, a yeast propagation system and a reverse osmosis (RO) water treatment system were added to the brewery.



Quang Ngai First Brew Ceremony

Mr. Dang Van Minh (Chairman of Quang Ngai Provincial People's Committee)



KEY ACTIVITIES



Rejuvenation of our Legendary Beer – Bia Saigon Special

- Officially launched on 2 April 2022, with a series of teasing activities in March, followed by consumer events in April & May.



Old Packaging



New Packaging

New look:

More premium

International quality

More refreshing & modern

Sleek can



New Brew:

Smoother

Special fresh aroma

More refreshing

Easy to drink



Journey into the “Secret Lounge”



KEY ACTIVITIES



Preparation for upcoming SEA Games 2022 – “Together We Win Gold”

- Bia Saigon is the diamond sponsor for SEA Games 2022.
- Launched limited edition Bia Saigon Gold (sleek cans), Bia Saigon Export, and Bia Saigon Lager exclusively for SEA Games 2022.



Bia Saigon Gold (sleek cans)



Bia Saigon Export



Bia Saigon Lager



BIA SAIGON GOLD PHIÊN BẢN CHIẾN THẮNG VÀNG

DÀNH RIÊNG CHO SEA GAMES 31

BIA SAIGON TỰ HÀO LÀ NHÀ TÀI TRỢ KIM CƯƠNG SEA GAMES 31



BIA SAIGON PHIÊN BẢN CHIẾN THẮNG VÀNG

DÀNH RIÊNG CHO SEA GAMES 31

BIA SAIGON TỰ HÀO LÀ NHÀ TÀI TRỢ KIM CƯƠNG SEA GAMES 31

ĐÃ UỐNG RƯỢU BIA - KHÔNG LÁI XE - NGƯỜI DƯỚI 18 TUỔI KHÔNG ĐƯỢC UỐNG RƯỢU, BIA



KEY ACTIVITIES



Preparation for upcoming SEA Games 2022 – “Together We Win Gold” Campaign

Golden Buses for Vietnam Sports Team



KEY ACTIVITIES



Preparation for upcoming SEA Games 2022 – “Together We Win Gold” Campaign

- SEA Games’ U23 Football live opening match at Nguyen Hue walking street, HCMC on 6 May 2022.
- Bia Saigon is one of the sponsors for the event (LED screens for live football matches). Activation and sampling booths are set up to spread brand image with beer tastings.





FINANCIALS

INCOME STATEMENT

Q1 2022



Net Revenue



Commentary

- **Net revenue** was higher mainly coming from higher cans volume and price increases taken for most of the SKUs.

Profit After Tax



Commentary

- **Profit after tax** was higher due to higher gross profit from higher sales volume and lower selling and administrative expenses.

Gross Profit



Commentary

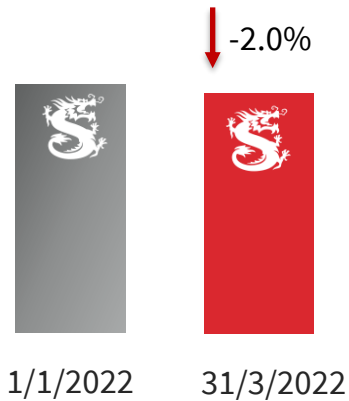
- **Gross profit** was higher due to higher net revenue that was driven by a shift of demand from bottles to cans, which was more profitable.

BALANCE SHEET

AS OF MARCH 2022



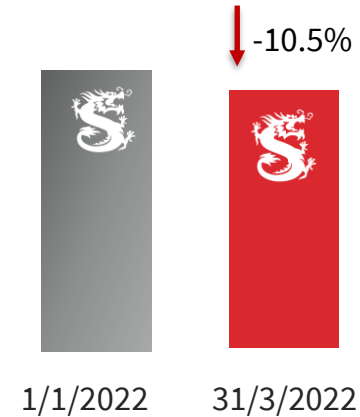
Current Assets



Commentary

- **Current assets** decreased mainly coming from the decrease in cash and cash equivalent and term deposit for dividend payment in 1Q22.

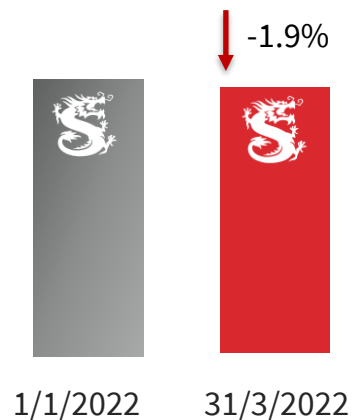
Liabilities



Commentary

- **Liabilities** decreased mainly coming from the 2021 dividend payment that was offset by higher bank borrowings.

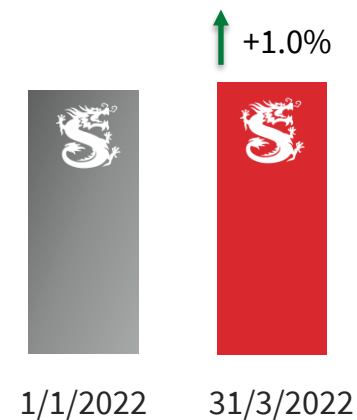
Long-term Assets



Commentary

- **Long-term assets** decreased due to assets being depreciated and lower long-term deposit.

Owners' Equity



Commentary

- **Equity** increased as a result of accumulated profit for the period.

CASH FLOW

YTD MARCH 2022



Unit: Billion VND	31/03/2022	31/03/2021	Variance (%)
Cash and cash equivalents at the beginning	3,606	2,726	32%
Cash flows from			
Operating activities	1,089	-407	-368%
Investing activities	744	1,533	51%
Financing activities	-2,189	-1,072	-104%
Effect of foreign exchange differences	0	0	
Cash and cash equivalents at the end	3,250	2,780	17%

Commentary

- **Cash flow from operating activities** increased as a result of higher profit as well as improvement in working capital.
- **Cash flow from investing activities** decreased due to a gain from the OCB divestment being included last year as well as more short-term investment in 2022.
- **Cash flow from financing activities** decreased due to different timings of dividend payments.



SABECO

THANK YOU



May 2022