



IR PRESENTATION

Q2 2023 RESULTS



A u g u s t 2 0 2 3

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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

Q2 2023



Net Revenue

VND8,312B

▼ -8% YOY

Gross Profit

VND2,488B

▼ -19% YOY

Profit After Tax

VND1,210B

▼ -32% YOY

BUSINESS PERFORMANCE

H1 2023



Net Revenue

VND14,526B

▼ -11% YOY

Gross Profit

VND4,403B

▼ -16% YOY

Profit After Tax

VND2,214B

▼ -27% YOY

Total Assets

VND33,647B

▼ -2% YTD

Owners' Equity

VND25,523B

▲ +4% YTD

KEY ACTIVITIES

Q2 2023



Continue to Invest in Brands and Strengthen Outreach

Dem Saigon

- Held events across south central coastal provinces, targeted at fisherman communities.



The Chill Fest

- Return of The Chill Fest - Summer Adventure edition held in key cities.



Consumer Promotions

- Nationwide and Region wide consumer promotions for the summer period with attractive prizes.



KEY ACTIVITIES

Q2 2023



Bia Saigon Export Premium Launch

Rejuvenation of Bia Saigon Export with new brand positioning, taste, packaging and pricing

1

New Positioning

2

New Taste

3

New Packaging

4

New Price



355ML bottle/
330ML can



330ML bottle/
330ML sleek can



20s

24s

Enhanced brand
logo & colour

KEY ACTIVITIES

Q2 2023



Bia Saigon “Together We Push the Boundaries” Campaign

Continue to be the National Pride of Vietnam showcasing Bia Saigon Brewmasters, Quality Products & Innovation

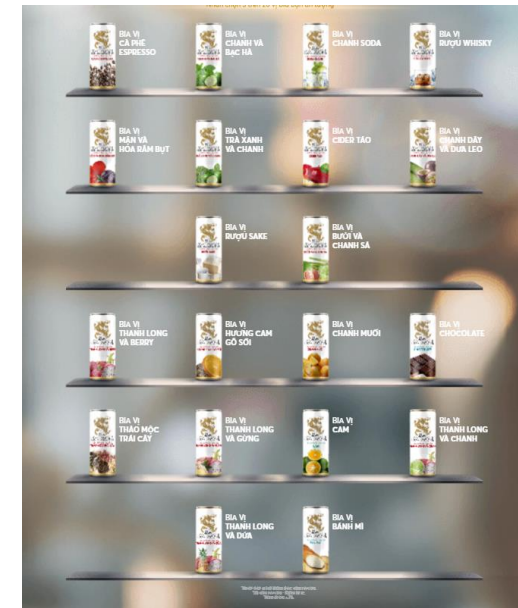
National Pride & Product Quality: Showcase Bia Saigon Brewmasters

- Being the national pride of Vietnam, Bia Saigon showcased Vietnamese Brewmasters: Vietnamese Brewmasters brew Quality Beer for Vietnam!



Product Quality & Innovation: Brewmaster’s Challenge

- Out of more than 26,000 submissions from consumers for innovative brews with local ingredients, 20 ideas were shortlisted to demonstrate Vietnam’s rich biodiversity.



KEY ACTIVITIES

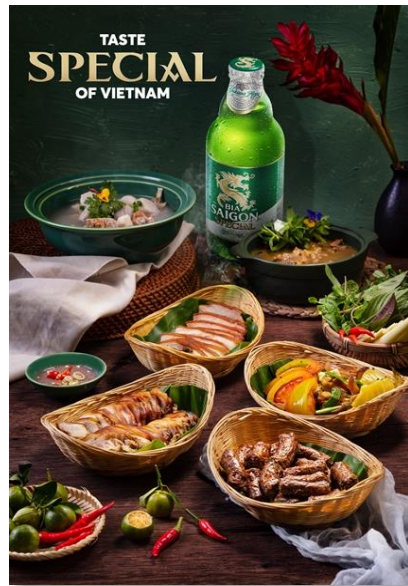
Q2 2023



Partnerships with International and Local Partners to Promote Vietnamese Culture & Culinary

Micheline Guide Ceremony in Vietnam

- Bia Saigon being the Primary Official Sponsor of the Micheline Guide Ceremony in Vietnam, continue to reinforce our commitment to promote Vietnamese brands, culture & culinary at the international arena.



Vietnamese Culture & Culinary Festival in Quang Tri

- In partnership with the Ministry of Culture, Sports and Tourism (MoCST), Bia Saigon sponsored the 3-day event in Quang Tri province to promote local tourism and cuisine.



KEY ACTIVITIES

Q2 2023



Continue to Support and Invest in Vietnamese Sports

Bia Saigon Cup 2023

- Marked the 2nd year for Bia Saigon to be the main sponsor of 7-a-side Vietnam Premier League (Season 4) together with VietFootball.



Documentary “Vietnam, Where Are You?”

- Collaborated with ViewFinder on a documentary to commemorate the Vietnam Women’s Football team to be the 1st ever national team to play in FIFA World Cup.
- The documentary is scheduled to release in October 2023.



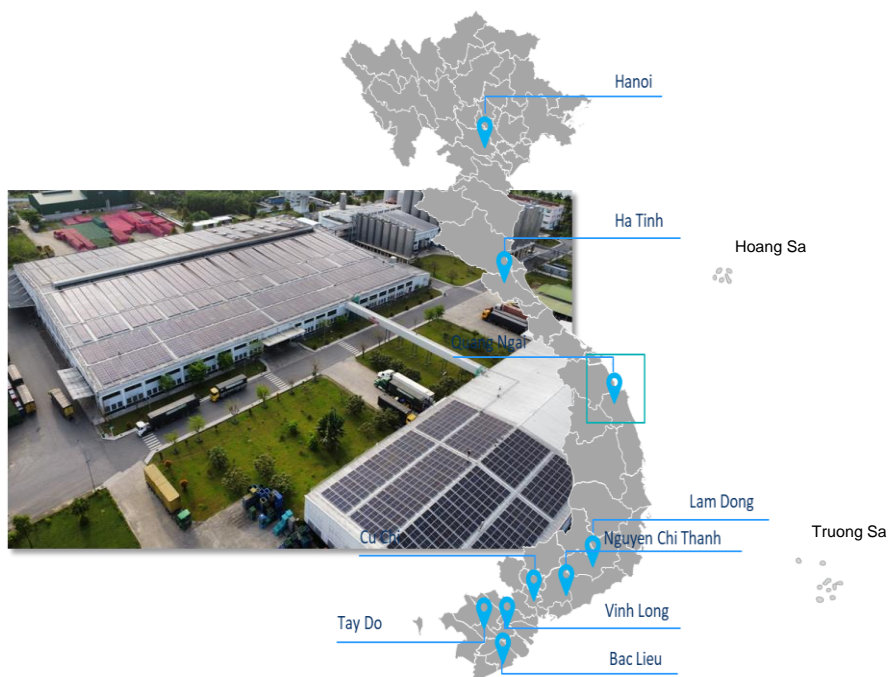
KEY ACTIVITIES

Q2 2023



Commitment Towards Sustainability Development

- Signed the MOU with SP Group to formalize partnership to build solar panel energy systems in 9 breweries, bringing the total of breweries equipped with solar energy to 17.



New locations with solar energy projects

Forbes Vietnam Top 50 Listed Companies

- Won the Forbes Vietnam Top 50 Listed Companies award for the 5th consecutive times since 2019.





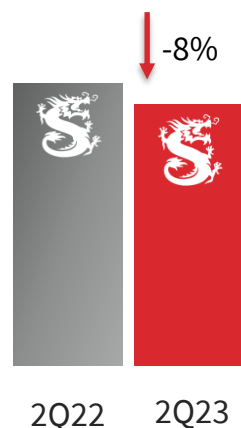
FINANCIALS

INCOME STATEMENT

Q2 2023



Net Revenue



Commentary

- **Net revenue** decreased due to lower volume and more trade deals.

Profit After Tax



Commentary

- **Profit after tax** decreased due to lower gross margin, more consumer and trade programs, and was partly mitigated by higher interest income.

Gross Profit



Commentary

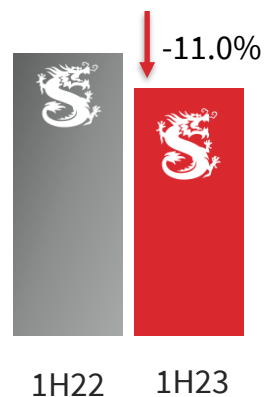
- **Gross profit** decreased due to lower volume and higher costs of malt and packaging materials.

INCOME STATEMENT

H1 2023



Net Revenue



Commentary

- **Net revenue** decreased due to lower volume.

Profit After Tax



Commentary

- **Profit after tax** decreased due to lower gross margin, more consumer and trade programs and marketing campaigns, and was mitigated by higher interest income.

Gross Profit



Commentary

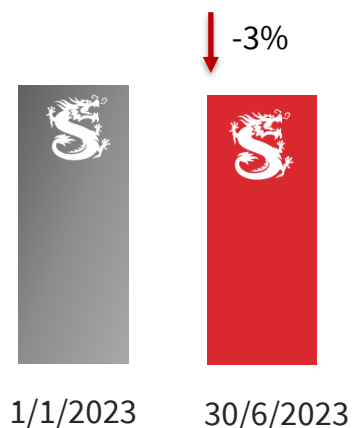
- **Gross profit** decreased due to lower volume and higher costs of malt and packaging materials.

BALANCE SHEET

AS OF JUNE 30, 2023



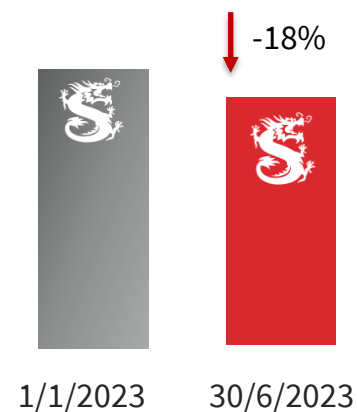
Current Assets



Commentary

- **Current assets** decreased mainly due to the decrease in cash & cash equivalent and short-term investment despite higher inventories in raw materials.

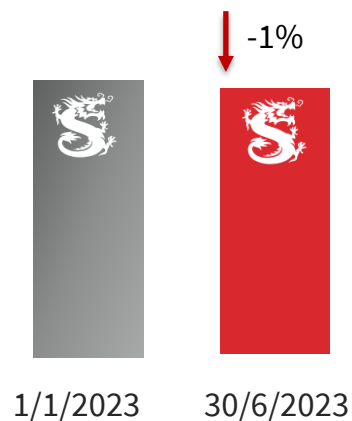
Liabilities



Commentary

- **Liabilities** decreased due to the paid dividend payables and lower payables.

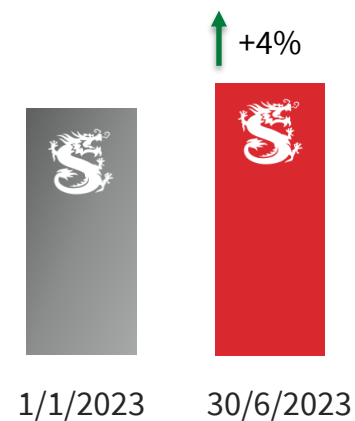
Long-term Assets



Commentary

- **Long-term assets** decreased mainly from depreciation during the period.

Owners' Equity



Commentary

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

CASH FLOW

YTD JUNE 2023



Unit: Billion VND	6M 2023	6M 2022	Variance (%)
Cash and cash equivalents at the beginning	4,069	3,606	13%
Cash flows from			
Operating activities	957	2,244	-57%
Investing activities	1,182	(971)	222%
Financing activities	(2,466)	(2,140)	-15%
Cash and cash equivalents at the end	3,742	2,740	37%

Commentary

- **Cash flow from operating activities** decreased as a result of lower profit generated during the period.
- **Cash flow from investing activities** increased due to maturity of more term deposits with less capex spent coupled with higher interest and dividend received.
- **Cash flow from financing activities** decreased from more repayment of bank loans.



THANK YOU



A u g u s t 2 0 2 3