



IR PRESENTATION

Q3 2023 RESULTS



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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

Q3 2023



Net Revenue

VND7,415B

▼ -14% YOY

Gross Profit

VND2,233B

▼ -17% YOY

Profit After Tax

VND1,074B

▼ -23% YOY

BUSINESS PERFORMANCE

YTD SEPTEMBER 2023



Net Revenue

VND21,941B

▼ -12% YOY

Gross Profit

VND6,636B

▼ -17% YOY

Profit After Tax

VND3,289B

▼ -26% YOY

Total Assets

VND33,426B

▼ -3% YTD

Owners' Equity

VND26,519B

▲ +8% YTD

KEY ACTIVITIES

Q3 2023



Improvements in Brand Health & TOM Awareness

through organizing contests and exclusive events targeted at different regions

The “Star of All Fun” Season 3 Gala Night

Brand awareness for Bia Lac Viet has improved, particularly in Can Tho City and the Mekong Delta regions.



Vung Tau Beerfest

Achieving massive attendance and engagement, increasing brand exposure from customers.



KEY ACTIVITIES

Q3 2023



Year of the Dragon

with new Tet packaging as well as national & regional promotions of all brands to drive consumption and conversions



KEY ACTIVITIES

Q3 2023



2024 Tet Launch

Bia Saigon Gold being the Tet flagship, comes with a corporate-tailored sales program



BIA SAIGON GOLD
FOR CORPORATE CLIENT

- ✦ PRINT YOUR COMPANY'S LOGO ON THE CARTON
- ✦ DELIVERY ASSISTANCE AVAILABLE (CONDITIONS APPLIED)
- ✦ SPECIAL AND LIMITED OFFER FOR EARLYBIRD

CONTACT US
HOTLINE: 1900 636 898
EMAIL: corporatesales@sabeco.com.vn

**ULTIMATE GIFT FOR
YEAR OF THE DRAGON**

Highest Gold Medal
in Australia International Beer Award 2021



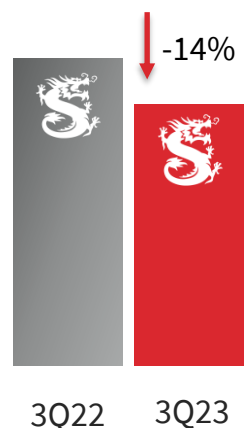
FINANCIALS

INCOME STATEMENT

Q3 2023



Net Revenue



Commentary

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

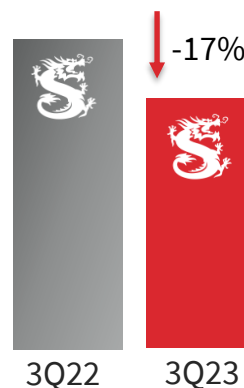
Profit After Tax



Commentary

- **Profit after tax** decreased due to lower gross profit and lower profit share from associates, despite higher interest income and lower advertising and promotion expenses.

Gross Profit



Commentary

- **Gross profit** decreased due to lower volume, higher costs of malt and rice which were partially mitigated by favorable packaging costs.

INCOME STATEMENT

YTD SEPTEMBER 2023



Net Revenue



Commentary

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

Profit After Tax



Commentary

- **Profit after tax** decreased due to lower gross profit, more consumer and trade promotions, and was partially mitigated by higher interest income and lower marketing expenses.

Gross Profit



Commentary

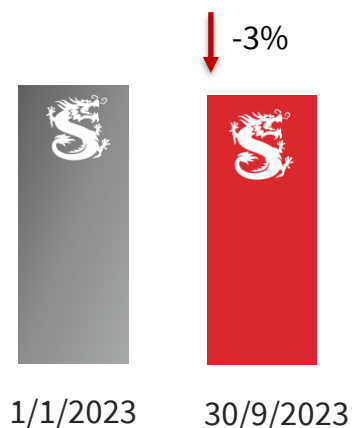
- **Gross profit** decreased due to lower volume and higher costs of malt, rice, and cans.

BALANCE SHEET

AS OF SEPTEMBER 30, 2023



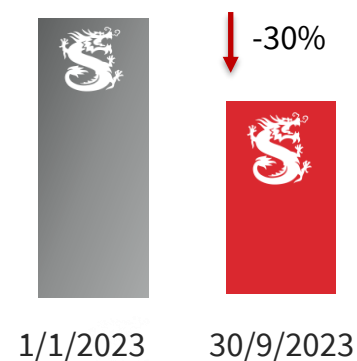
Current Assets



Commentary

- **Current assets** decreased mainly due to the decrease in cash and cash equivalent despite higher short-term investment from more term-deposits and higher short-term receivable.

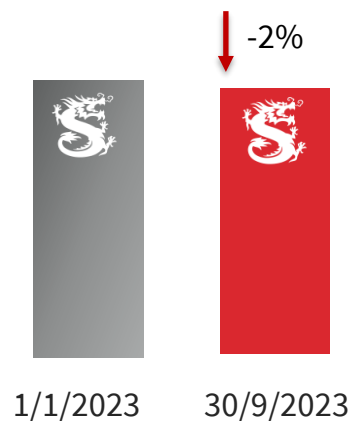
Liabilities



Commentary

- **Liabilities** decreased due to the paid dividend payables and repayment of short-term loans, coupled with lower trade payables while offset by higher accrual for advertising and promotion.

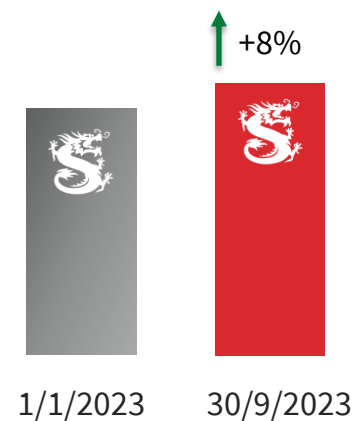
Long-term Assets



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 SEPTEMBER 2023



Unit: Billion VND	9M 2023	9M 2022	Variance (%)
Cash and cash equivalents at the beginning	4,069	3,606	13%
Cash flows from	-	-	
Operating activities	1,946	4,734	-59%
Investing activities	73	(3,296)	102%
Financing activities	(3,697)	(2,201)	-68%
Cash and cash equivalents at the end	2,392	2,843	-16%

Commentary

- **Cash flow from operating activities** decreased as a result of lower profit generated during the period.
- **Cash flow from investing activities** increased from maturity of term deposits, higher interest and dividend received, and less capex spent.
- **Cash flow from financing activities** decreased from repayment of bank loans and 15% special dividend declared at AGM 2023.



THANK YOU



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