



# IR PRESENTATION

Q1 2023 RESULTS



May 2023

# 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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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 2023



Net Revenue

**VND6,214B**

▼ -15.0% YOY

Gross Profit

**VND1,915B**

▼ -12.0% YOY

Profit After Tax

**VND1,004B**

▼ -18.8% YOY

Total Assets

**VND31,480B**

▼ -8.7% YTD

Owners' Equity

**VND25,573B**

▲ +4.0% YTD

# KEY ACTIVITIES

Q1 2023



## MMA | SMARTIES X Global awards

*SABECO won a Gold and a Silver award at MMA Global for 2022 campaigns*

- On April 18<sup>th</sup>, 2023, SABECO was awarded a gold award in the product launch category and a silver award in the GEO targeting category at the MMA's Global POSSIBLE Conference & Expo, which took place in the United States.

### GOLD WINNER FOR PRODUCT LAUNCH

- LÊN CÙNG VIỆT NAM CAMPAIGN** – relaunched products with impacts on consumer perception, increase sales etc. achieved growth or measurable success.



### SILVER WINNER FOR GEO TARGETING

- BIA SAIGON LAGER TET 2022 CAMPAIGN** – using proximity technology or location-based data or contextual targeting, that gave consumers an engaging, personalized and targeted brand experience.



# KEY ACTIVITIES

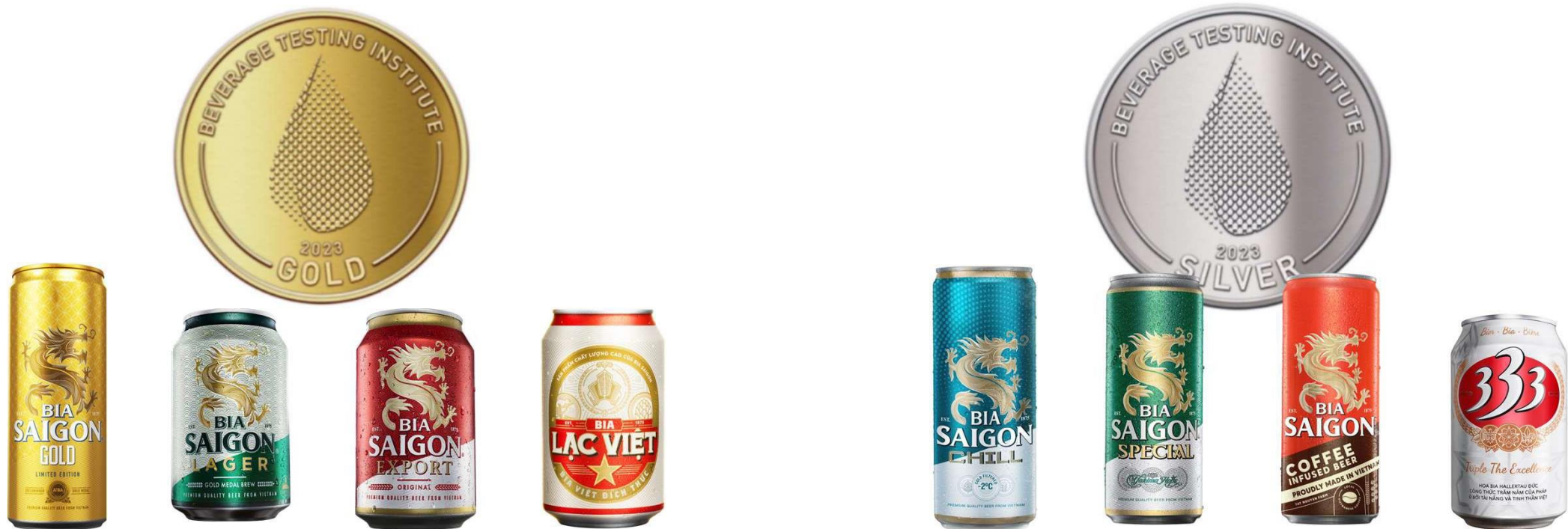
Q1 2023



## *Notable achievements in World leading international beer awards*

*Won 4 Gold medals and 4 Silver medals by the Beverage Testing Institute (BTI) for exceptional quality*

- SABECO's receipt of 8 medals from the BTI on January 12<sup>th</sup>, 2023, is a demonstration of our commitment to producing high-quality beers that meet international standards.





# KEY ACTIVITIES

Q1 2023



## Brewery strategic projects

### Potential expansion of Song Lam Brewery

- On Apr 12<sup>th</sup>, 2023, at the AGM of Song Lam JSC, SABECO announced intention to increase the capacity with additional 120 million liters/year.



AGM 2023 of Song Lam JSC

### Stake increase in Western – Saigon Beer JSC (WSB)

- On April 18<sup>th</sup>, 2023, at the AGM of WSB, the proposal on Public Tender Offering (PTO) waiver for SABECO to acquire shares from existing shareholders was approved.
- On April 27<sup>th</sup>, 2023, SABECO increased its ownership in WSB from 51% to 70.55%.



BOD, BOS, and BOM of WSB at AGM 2023

# KEY ACTIVITIES

Q1 2023



## AGM 2023 of SABECO

- On April 27<sup>th</sup>, 2023, at the 2023 AGM of SABECO, all proposals were approved, including proposals for special dividend of 15% of the charter capital and bonus share issuance of 1:1 ratio.
- The shareholders also voted to appoint board members for the 2023 – 2028 term.



BOD (Term 2023 – 2028) and BOM of SABECO at AGM 2023







# **FINANCIALS**

# INCOME STATEMENT

Q1 2023



## Net Revenue



### Commentary

- **Net revenue** decreased due to lower volume and more trade deals, despite the favorable impact of price increases.

## Profit After Tax



### Commentary

- **Profit after tax** decreased due to lower gross margin which was partly mitigated by higher interest income, higher selling expenses from more consumer promotion programs to drive brand awareness, and higher administrative expenses.

## Gross Profit



### Commentary

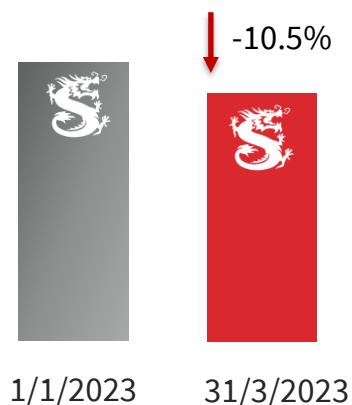
- **Gross profit** decreased due to lower volume and higher costs of malt and packaging materials.

# BALANCE SHEET

AS OF MARCH 31, 2023



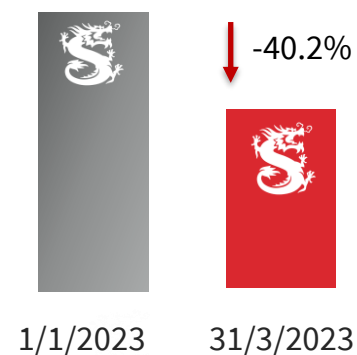
## Current Assets



### Commentary

- **Current assets** decreased mainly from cash & cash equivalent and short-term investment due to payments of dividend, tax payable and short-term payables. In addition, inventories increased as a result of lower market demand from the economic slowdown.

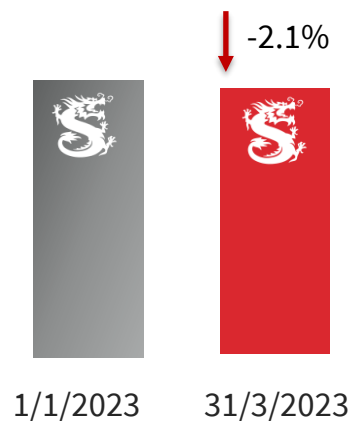
## Liabilities



### Commentary

- **Liabilities** decreased due to the settlement of dividend, tax payable, and trade account payable as a result of fewer purchasing materials and marketing and sales support activities.

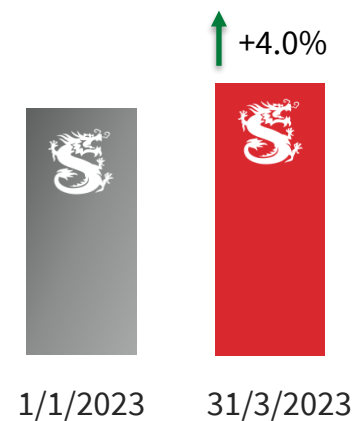
## Long-term Assets



### Commentary

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

## Owners' Equity



### Commentary

- **Equity** increased as a result of the profit earned during the period.

# CASH FLOW

YTD MARCH 2023



Unit: Billion VND	Q1/2023	Q1/2022	Variance (%)
<b>Cash and cash equivalents at the beginning</b>	4,069	3,606	<b>13%</b>
Cash flows from			
Operating activities	-881	1,089	-181%
Investing activities	2,156	744	190%
Financing activities	-2,350	-2,189	-7%
Effect of foreign exchange differences	0	0	-152%
<b>Cash and cash equivalents at the end</b>	<b>2,995</b>	<b>3,250</b>	<b>-8%</b>

## Commentary

- **Cash flow from operating activities** decreased as a result of lower profit generated in addition to higher working capital management.
- **Cash flow from investing activities** increased due to withdrawal of bank deposits to pay for dividend and short-term payables.
- **Cash flow from financing activities** decreased from the repayment of short-term loans.



**THANK YOU**



May 2023