



# IR PRESENTATION

Q4 2023 RESULTS

February 2024

- 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.
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## KEY HIGHLIGHTS

Net Revenue

**VND8,520B**

▼ -15% YOY

Gross Profit

**VND2,456B**

▼ -13% YOY

Profit After Tax

**VND967B**

▼ -10% YOY

Net Revenue

**VND30,461B**

▼ -13% YOY

Gross Profit

**VND9,091B**

▼ -16% YOY

Profit After Tax

**VND4,255B**

▼ -23% YOY

Total Assets

**VND34,057B**

▼ -1% YTD

Owners' Equity

**VND25,485B**

▲ +4% YTD



### Series of Activation Activities to Boost Volume for Tet Season



Key Outlets



Modern Trade



General Trade



E-Commerce



Stack Attack



### Launched “Welcome the Dragon Year – Multiple Prosperity” Campaign



Press Conference



Cu Chi



Binh Duong



Dong Nai



Vinh Long



Hanoi

- In collaboration with the Ho Chi Minh Communist Youth Union (HCYU), run from 6 Jan to 5 Feb 2024.
- Distributing more than 10,000 Tet gifts to workers, fishermen, border and costal guars in 25 provinces nationwide with a total contribution of VND 7.4 billion.

### Continued to Win Awards and Accolades

#### Outstanding Enterprise for Employees



Awarded for the first time by Vietnam General Confederation of Labor for our contributions to Vietnam's socio-economic and development, as well as fostering a positive workplace.

#### Exceptional Contributor to the State Budget



Honored by the Ministry of Finance and the General Department of Taxation for our exceptional contributions to the state budget from 2020 – 2022.

#### Board of Directors Committed to Corporate Governance Best Practices



Honored among 12 companies by the Vietnam Institute of Directors for our commitment to best corporate governance practices, improving governance quality and sustainable development.

#### Top 20 Annual Reports Award



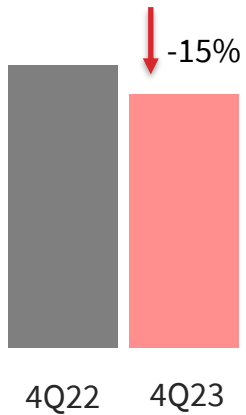
Honored at Vietnam Listed Company Awards (VLCA), shortlisted from 116 businesses out of 600 businesses listed on both stock exchanges.





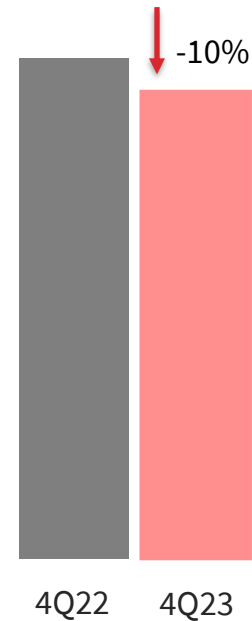
# FINANCIALS

## Net Revenue

Commentary

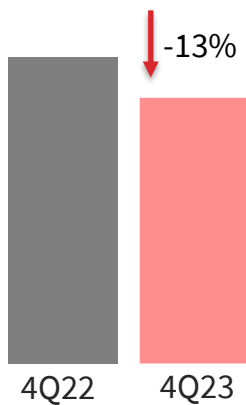
- **Net revenue** was lower due to lower volume.

## Profit After Tax

Commentary

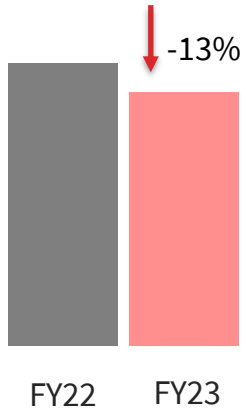
- **Profit after tax** was lower due to lower gross profit and profit share from associates amid higher staff-related expenses. This was partially mitigated by higher interest income and lower selling expenses.

## Gross Profit

Commentary

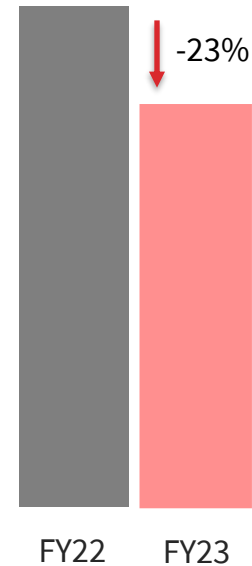
- **Gross profit** was lower due to lower volume and higher costs of malt and rice which were partially mitigated by favorable packaging and hop costs.

## Net Revenue

Commentary

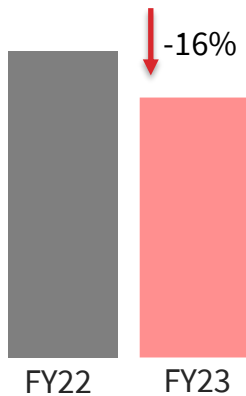
- **Net revenue** was lower due to lower volume.

## Profit After Tax

Commentary

- **Profit after tax** was lower due to lower gross profit, profit sharing from associates and net foreign exchange gains amid higher staff-related expenses. This was partially off-set by higher interest income and lower selling expenses.

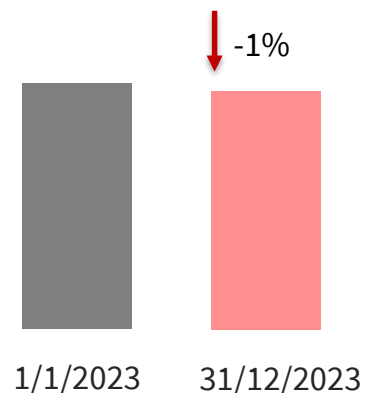
## Gross Profit

Commentary

- **Gross profit** was lower due to lower volume and higher input costs.



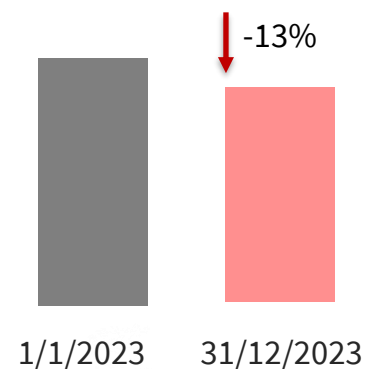
### Current Assets



#### Commentary

- **Current assets** slightly decreased due to lower short-term investment despite higher short-term receivable and inventories arising from pre-Tet preparation in 2024.

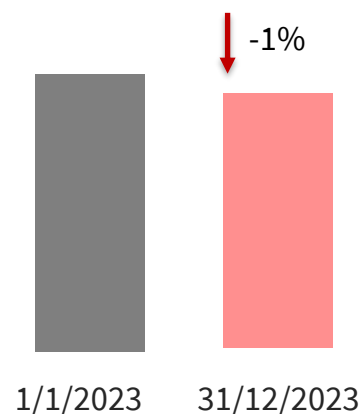
### Liabilities



#### Commentary

- **Liabilities** decreased mainly due to lower payables (trade and tax) and accruals of A&P, dividend payables by SABECO, and repayment of short-term loans.

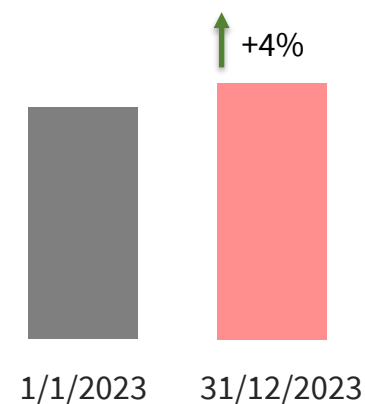
### Long-term Assets



#### Commentary

- **Long-term assets** slightly decreased due to depreciation during the period that was partially off-set by the increase in long-term prepaid expenses of returnable packaging.

### Owners' Equity



#### Commentary

- **Equity** increased from the profit after tax of the current year. The movement between capital and retained earnings was driven by the bonus shares issuance project executed in Oct 2023.

Unit: Billion VND	FY 2023	FY 2022	Variance (%)
<b>Cash and cash equivalents at the beginning</b>	4,069	3,606	<b>13%</b>
Cash flows from	-	-	
Operating activities	1,930	4,379	-56%
Investing activities	2,726	(1,868)	246%
Financing activities	(3,685)	(2,048)	-80%
<b>Cash and cash equivalents at the end</b>	<b>5,040</b>	<b>4,069</b>	<b>24%</b>

Commentary

- **Cash flow from operating activities** decreased from lower earnings generated and unfavorable working capital.
- **Cash flow from investing activities** increased from more maturity of term-deposits and less capex spent while supported by higher interest and dividend income.
- **Cash flow from financing activities** increased from lower bank borrowings and the special dividend of FY22 paid by SABECO.

**Thank You**