



SABECO

IR PRESENTATION

Q3 2021 RESULTS



NOVEMBER 2021

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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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 2021



Net Revenue

VND4,282B

▼ -47% YOY

Gross Profit

VND1,142B

▼ -54% YOY

Profit After Tax

VND472B

▼ -68% YOY

Total Assets

VND28,428B

▲ +4% YTD

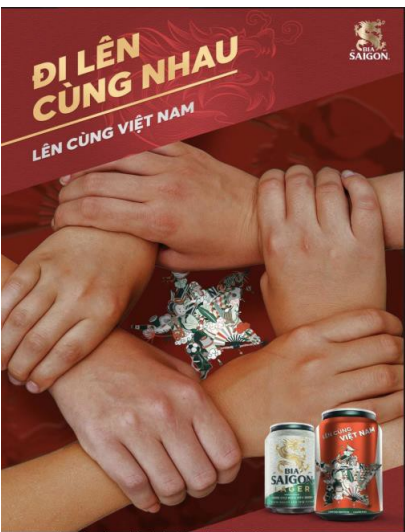
Owners' Equity

VND22,567B

▲ +6% YTD

LAUNCHED NATIONAL DAY CAMPAIGN “STRONGER TOGETHER”

Launched limited edition Vietnam National cans; Collaboration with “Cau Be Tho”, a Saigon-based artist and “Icon Denim”, an infamous local fashion brand



- Run a series of consumer promotional and engagement activities.
- Launch a TVC with the Vietnam National Football Team.
- Live-stream of FIFA World Cup 2022 Qualifying games on Bia Saigon Facebook page.



ORGANISED “ONE SABECO”

Staying United in Extraordinary Times



- A **full virtual** employee engagement townhall session, with participation from close to SABECO 3,000 employees.
- The **objective** of the session was to have a timely communication session with the employees during this challenging period, keeping them informed and engaged, and also to take the opportunity to celebrate Vietnam National day with them.
- The session covered **business performance** update by SABECO Management, employee engagement activities and **closing speech** Chairman by Mr. Koh Poh Tiong.

You are invited to a Live Virtual Session

ONE SABECO

- Staying United in Extraordinary Times -

Date: 31 August 2021, Tuesday (please block your calendar!)
Time: Registration starts at 2:30PM
Dress code: Anything in RED

Register your attendance by 23 August 2021:
https://us06web.zoom.us/join/register?wn_idWbyCeU5J0rYAavPA16A

AGENDA (approximately 2.5 hours):

- Registration (stay tuned for more details!)
- Business performance update
- Q&A session
- Virtual performance competition (stay tuned for more details!)
- Appreciation to frontline employees
- Toasting with BOM
- Closing

If you have any burning questions that you would like our BOM to address during the session, please submit by 23 August 2021: <http://tinyurl.com/ONE-SABECO>

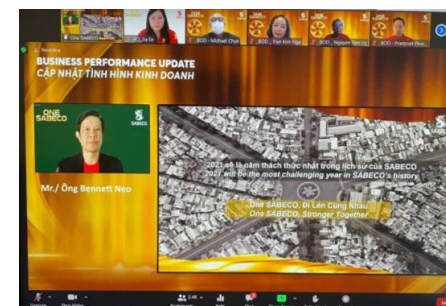
Please do reach out to the organising committee at ONE.SABECO@sabeco.com.vn if you need any assistance.

ONE PLACE - ONE DIRECTION - ONE SPIRIT - ONE MISSION

Invitation and Agenda of “ONE SABECO”



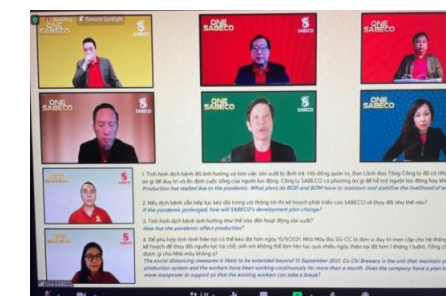
Snapshot of participants of “ONE SABECO”



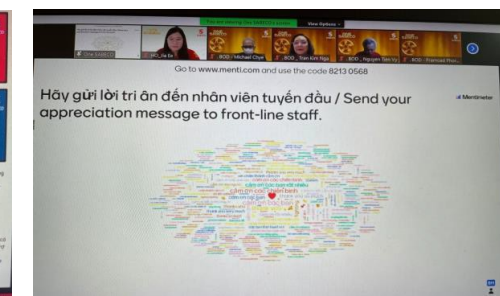
Presentation by SABECO Management



Closing speech by Mr. Koh Poh Tiong



Q&A session



Employee engagement activities

CSR programs “Community Care” and “Collecting Million Stars”

As part of National Day Campaign “Stronger Together” amid Covid-19



Donated ventilators and protective gears to 5 hospitals in the most affected provinces

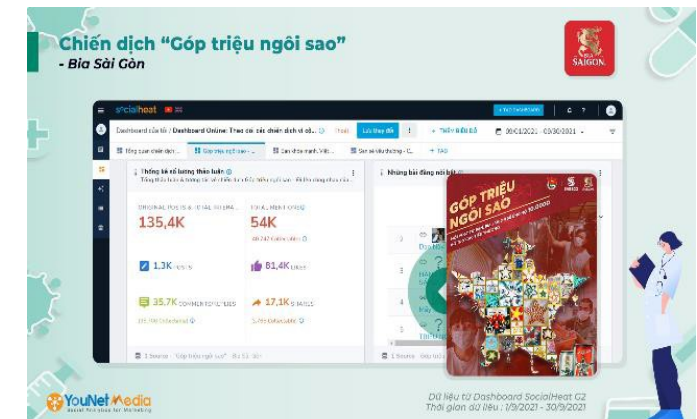
Distributed essential good items to 5,000 needy families



Donated cash to 600 F&B outlets in HCMC (most impacted city) to help them cope through this period in preparation for reopening



SABECO CSR campaign is ranked #2 in terms of most talkable CSR brand for the month of September 2021 in Vietnam (by Advertising Vietnam)



LAUNCH 2022 TET PACKAGING (BIA SAIGON BRANDS)

With 63 limited edition Bia Saigon Lager provincial cans representing Vietnam prominent landmarks



Primary Packaging for Limited Edition 63 Provincial Cans (Saigon Lager)



Snapshot of 63 Provincial Cans



Secondary Packaging (for all SKUs)



Primary + Secondary Packaging (Saigon Lager)

LAUNCH 2022 TET PACKAGING (333 BRAND)

With attractive consumer promotions



Key visuals for secondary packaging and consumer promotions

Billboard advertisement



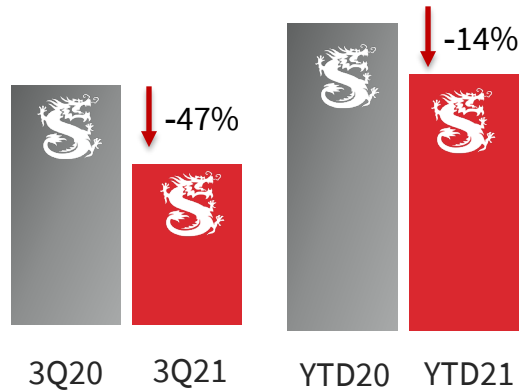
FINANCIALS

INCOME STATEMENT

Q3 2021



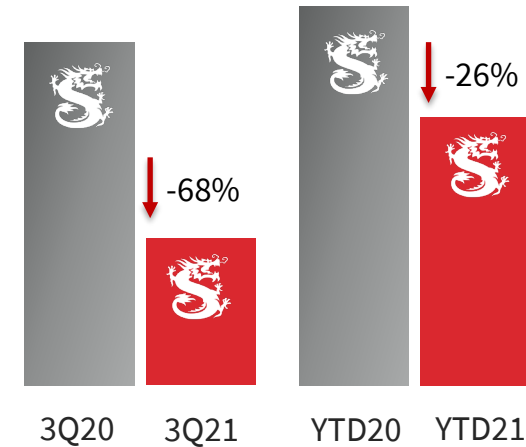
Net Revenue



Commentary

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

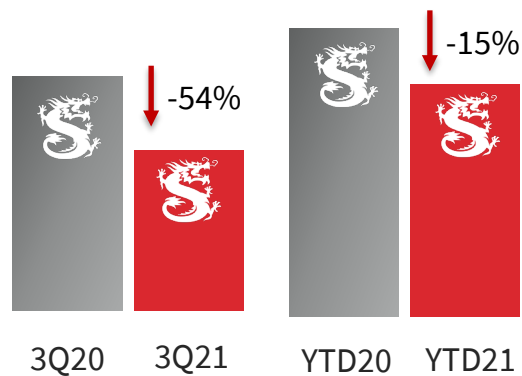
Profit After Tax



Commentary

- **Profit after tax** was lower as a result of lower gross profit and higher A&P expenses.

Gross Profit



Commentary

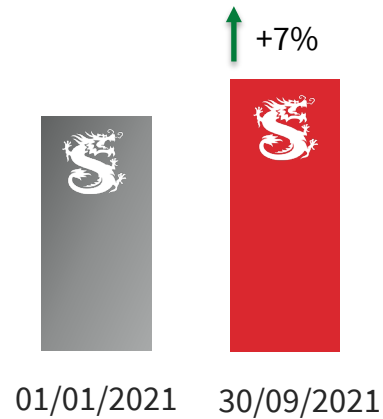
- **Gross profit** was lower due to lower net sales and higher raw materials cost.

BALANCE SHEET

AS OF SEPTEMBER 30, 2021



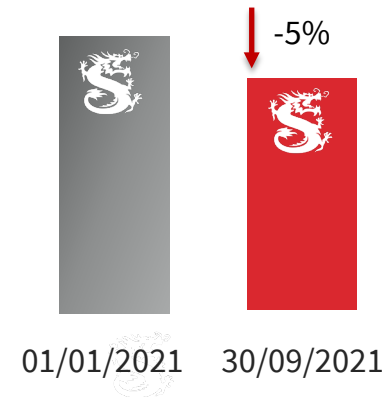
Current Assets



Commentary

- **Current assets** increased mainly coming from the increase in cash and cash equivalent and term deposits.

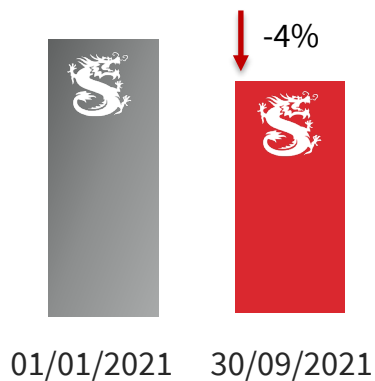
Liabilities



Commentary

- **Liabilities** decreased due to lower payables and borrowings.

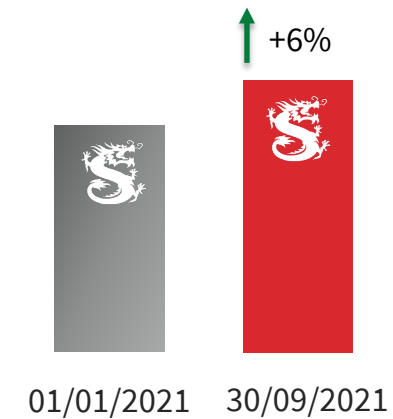
Long-term Assets



Commentary

- **Long-term assets** decreased mainly coming from the OCB divestment.

Owners' Equity



Commentary

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

CASH FLOW

YTD SEPTEMBER 2021



Unit: Billion VND	30/09/2021	30/09/2020	Variance (%)
Cash and cash equivalents at the beginning	2,726	4,116	-34%
Cash flows from			
Operating activities	1,669	3,080	-46%
Investing activities	170	-1,535	111%
Financing activities	-1,272	-2,487	49%
Effect of foreign exchange differences	0	0	
Cash and cash equivalents at the end	3,293	3,173	4%

Commentary

- **Cash flow from operating activities** declined due to lower profits achieved and higher working capital due to temporary credits extended for associate breweries.
- **Cash flow from investing activities** improved due to the gain from OCB divestment and less term deposits (under 3 months) placed with the banks.
- **Cash flow from financing activities** increased due to lower dividend payment (15% of second payment of 2020 dividend in the 9 months of 2021 vs 35% of total 2019 dividend in the 9 months of 2020).



SABECO

THANK YOU



NOVEMBER 2021