



# IR PRESENTATION

Q4 2021 RESULTS



February 2022

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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

Q4 2021



Net Revenue

**VND9,004B**

▲ +14.5% YOY

Gross Profit

**VND2,492B**

▲ +1.0% YOY

Profit After Tax

**VND1,400B**

▼ -8.7% YOY

# BUSINESS PERFORMANCE

FY 2021



Net Revenue

**VND26,374B**

▼ -5.7% YOY

Gross Profit

**VND7,609B**

▼ -10.5% YOY

Profit After Tax

**VND3,929B**

▼ -20.4% YOY

Total Assets

**VND30,487B**

▲ +11.4% YTD

Owners' Equity

**VND22,595B**

▲ +6.5% YTD

# KEY ACTIVITIES IN Q4 2021



*Bia Saigon to be the proud Diamond Sponsor for SEA Games 2022, 12<sup>th</sup>-22<sup>nd</sup> May; Bia Saigon is also the exclusive sponsor of the Vietnam National Football teams*



*Signing ceremony held in Hanoi on 3<sup>rd</sup> December 2021*



# KEY ACTIVITIES IN Q4 2021



*Signed 3-year strategic partnership with Vietnam National Administration of Tourism (VNAT) to promote culture, sports and tourism of Vietnam*



*Signing ceremony with VNAT held in Hanoi on 2<sup>nd</sup> December 2021*

# KEY ACTIVITIES IN Q4 2021



*Launched comprehensive TET campaigns for Bia Saigon brands with 63 provincial cans and 333 brand*



63 provincial cans (“Bản Sắc Việt” collection)



Bia Saigon TET Campaign Music Video – “TẾT ĐI LÊN CÙNG NHAU or TET Stronger Together” featuring Da Lab, a popular local Rap band





# KEY ACTIVITIES IN Q4 2021



*Launched Bia Saigon Gold as the most precious gift for TET*



*Delivery of Bia Saigon Gold to customers in golden trucks*



# KEY ACTIVITIES IN Q4 2021



*Enhanced TET visibility for Bia Saigon and 333 brands*



*Snapshot of Bia Saigon billboards at key locations*

*Snapshot of 333 billboards at key locations*

*Visibility at Modern Trade*



# KEY ACTIVITIES IN Q4 2021



*Launched CSR program “Tet-One Home” in collaboration with Ho Chi Minh Communist Youth Union (HCYU), as part of TET “Stronger Together” Campaign*



*Support struggling workers and students to return to their hometown for TET celebration by providing a total of 2,000 plane, coach and train tickets; TET gifts are being distributed to 800 needy workers, students and frontline workers who wish to remain in their localities to celebrate TET*



# **FINANCIALS**

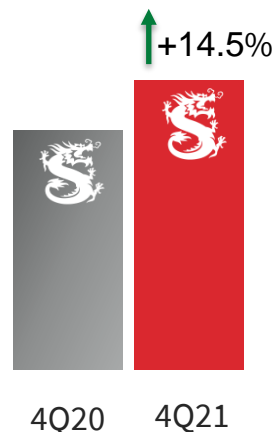


# INCOME STATEMENT

Q4 2021



## Net Revenue



### Commentary

- **Net revenue** was higher mainly due to higher volume from Tet promotions as well as price increases for some SKUs.

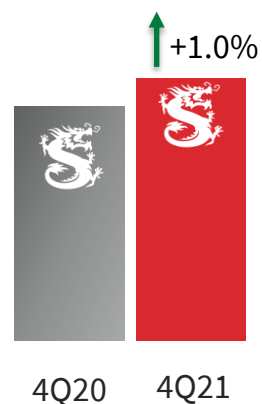
## Profit After Tax



### Commentary

- **Profit after tax** was lower due to higher investments in A&P for football sponsorship and the Tet festive season.

## Gross Profit



### Commentary

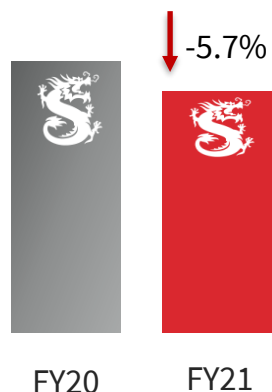
- **Gross profit** was higher due to higher net sales and was partially offset by higher input costs.

# INCOME STATEMENT

FY 2021



## Net Revenue



### Commentary

- **Net revenue** was lower due to lower volume although this was partially mitigated by price increases for some SKUs.

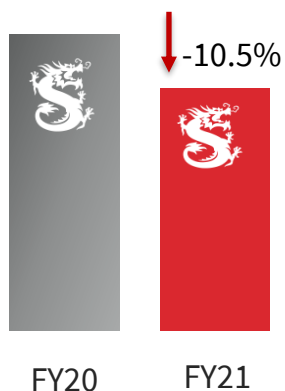
## Profit After Tax



### Commentary

- **Profit after tax** was lower due to lower gross profit and higher A&P spend for football sponsorship and various regional consumer promotions.

## Gross Profit



### Commentary

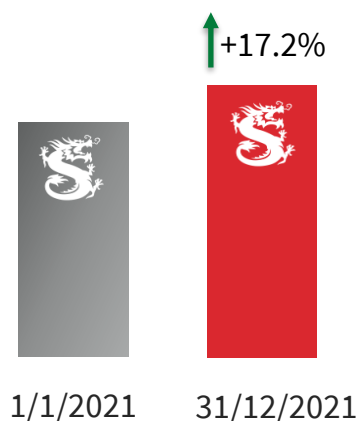
- **Gross profit** was lower as a result of lower net sales and higher input costs.

# BALANCE SHEET

AS OF DECEMBER 31, 2021



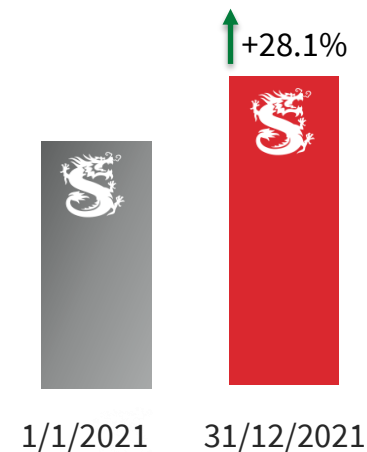
## Current Assets



### Commentary

- **Current assets** increased mainly due to higher cash & cash equivalent, term deposit, and inventories.

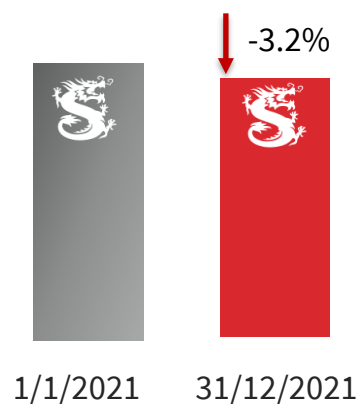
## Liabilities



### Commentary

- **Liabilities** increased mainly coming from 2021 dividend payables, trade account payables for packaging, and Quang Ngai expansion.

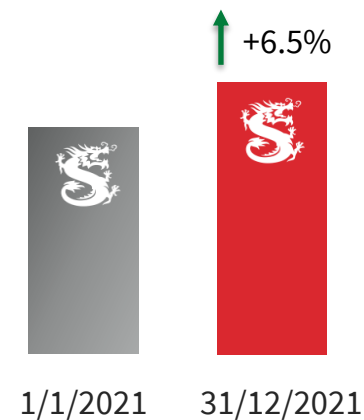
## Long-term Assets



### Commentary

- **Long-term assets** decreased mainly coming from OCB & DIG divestments, and lower profit sharing from investments in joint ventures and associates.

## Owners' Equity



### Commentary

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

# CASH FLOW

YTD DECEMBER 2021



Unit: Billion VND	31/12/2021	31/12/2020	Variance (%)
<b>Cash and cash equivalents at the beginning</b>	2,726	4,116	<b>-34%</b>
Cash flows from			
Operating activities	3,543	4,129	-14%
Investing activities	-1,245	-1,523	18%
Financing activities	-1,418	-3,995	65%
Effect of foreign exchange differences	0	0	
<b>Cash and cash equivalents at the end</b>	<b>3,606</b>	<b>2,726</b>	<b>32%</b>

## Commentary

- **Cash flow from operating activities** declined as a result of lower profit achieved despite improvement in working capital.
- **Cash flow from investing activities** increased due to gains from OCB & DIG divestments.
- **Cash flow from financing activities** increased due to different timings of dividend payments.





**THANK YOU**



February 2022