SABECO

IR PRESENTATION

Q3&9M26 RESULTS

November 2026

DISCLAIMER

FORWARD-LOOKING STATEMENTS

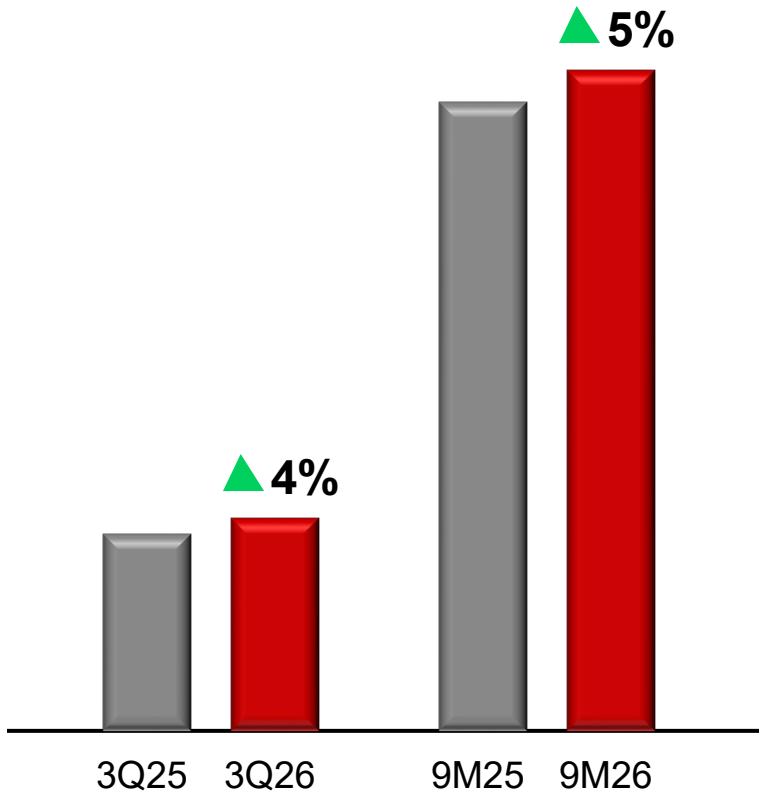
- The following presentation may contain forward-looking statements by the Management of Saigon Beer-Alcohol-Beverage Corporation (“SABECO"), relating to financials or other trends for future periods compared to the results of previous periods.
- Some of the statements contained in this presentation which are not historical facts are statements of future expectations with respect to the financial conditions, business results, and related plans and objectives.
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SABECO

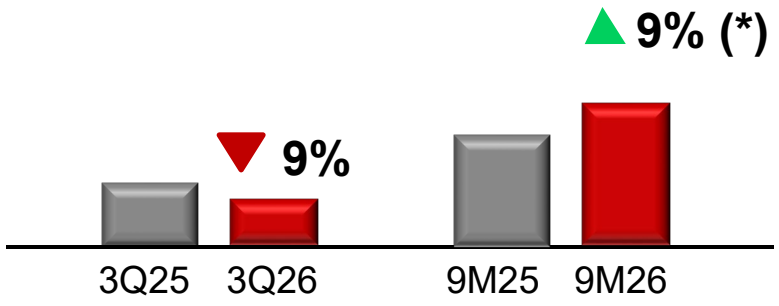
KEY HIGHLIGHTS

3Q26 & 9M26 Performance

Net Sales



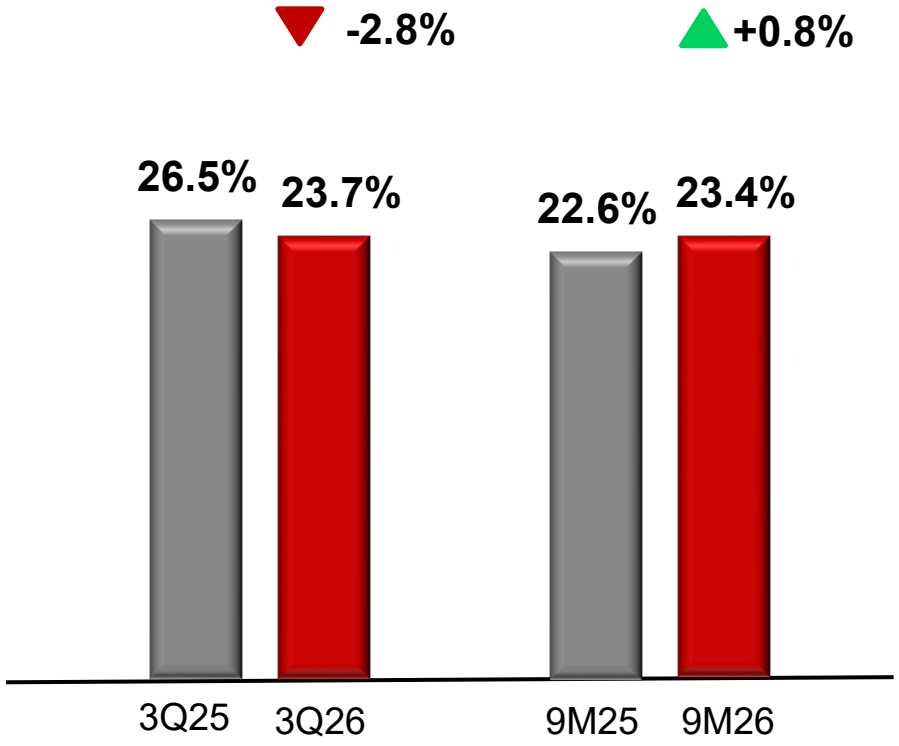
Profit After Tax



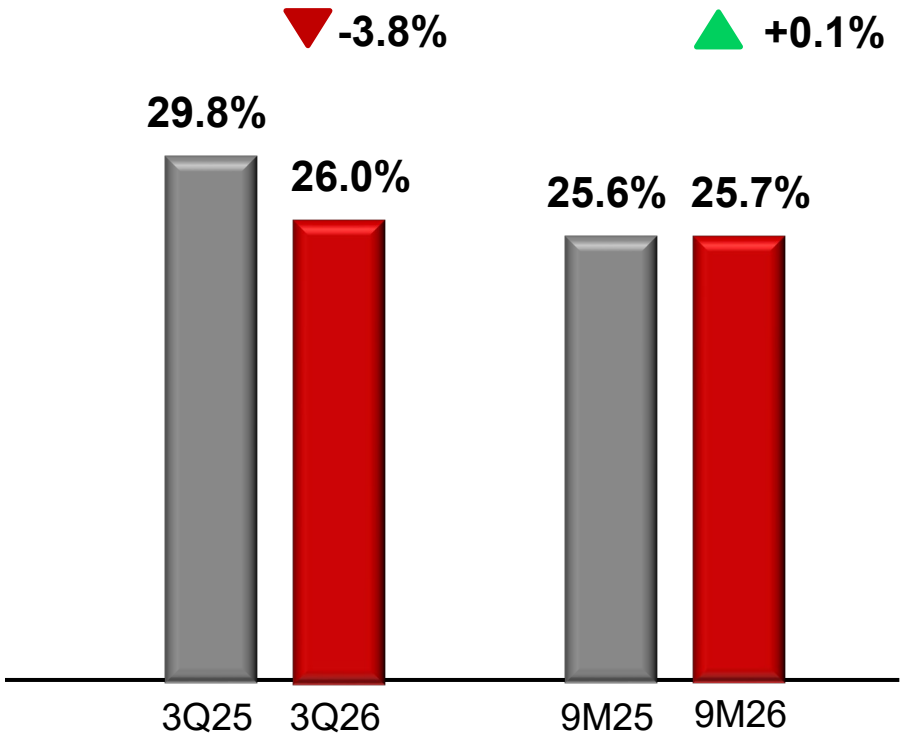
(*) Excluding the gain on bargain purchase on acquisition after finalization of the Binh Tay Group acquisition LY, PAT TY is 13% higher than LY.

3Q26 & 9M26 Financial Ratios

EBIT Margin



EBITDA Margin



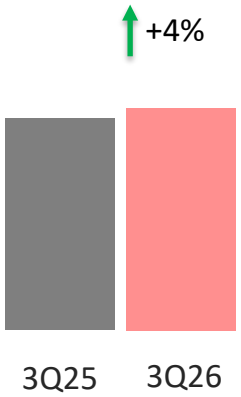
SABECO

FINANCIALS

INCOME STATEMENT

Q3 2026

Net Sales



Commentary

- **Net sales** was higher than LY in line with higher volume and increased selling price in April 2026 and May 2026.

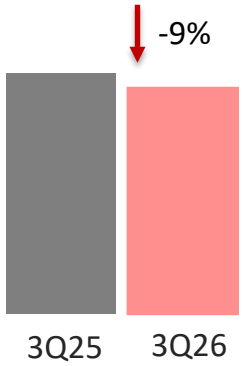
Gross Profit



Commentary

- **Gross profit** was higher than LY driven by higher net sales and favorable raw material costs.

Profit After Tax



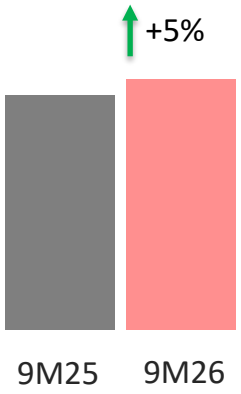
Commentary

- **Profit after tax** was lower year-on-year, mainly reflecting the absence of last year's one-off SABIBECO acquisition gain, higher operating expenses, and lower contributions from associates and joint ventures.

INCOME STATEMENT

YTD SEPTEMBER 2026

Net Sales



Commentary

- **Net sales** was higher than LY thanks to the increase in volume, coupled with the price increase taken in April and May 2026.

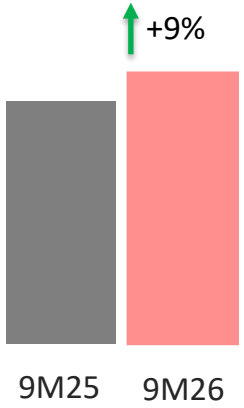
Gross Profit



Commentary

- **Gross profit** was higher than LY thanks to higher net sales, together with favorable raw materials costs, coupled with production usage efficiencies.

Profit After Tax (*)



Commentary

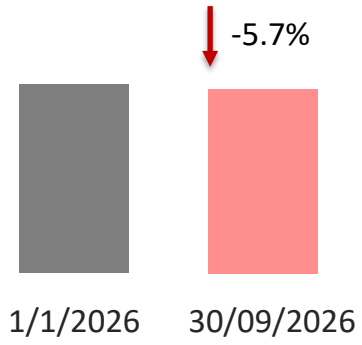
Profit after tax increased by 9% year-on-year in 9M2026, mainly driven by improved gross margin and higher finance income, partly offset by higher operating expenses.

(*): Excluding the gain on bargain purchase on acquisition after finalization of the Binh Tay Group acquisition LY, PAT TY is 13% higher than LY.

BALANCE SHEET

AS OF SEPTEMBER 30, 2026

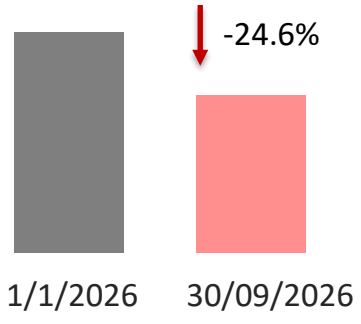
Current Assets



Commentary

- **Current assets** was lower mainly driven by lower cash and cash equivalents following the dividend payment in July.

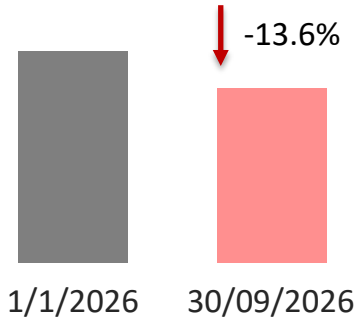
Liabilities



Commentary

- **Liabilities** decreased due to lower current liabilities.

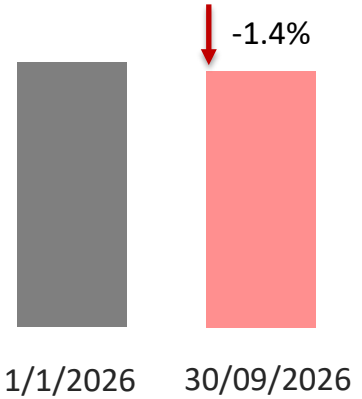
Long-term Assets



Commentary

- **Long-term assets** decreased mainly due to depreciation and lower long-term investment.

Owners' Equity



Commentary

- **Equity** decreased due to dividend distribution outweighed retained profit for the period

CASH FLOW

YTD SEPTEMBER 2026

Unit: Billion VND	YTD 2026	YTD 2025	Variance (%)
Cash and cash equivalents at the beginning	**4,017**	**4,478**	**-10%**
Cash flows from			
Operating activities	4,124	3,351	23%
Investing activities	909	1,940	-53%
Financing activities	(6,658)	(6,858)	3%
Cash and cash equivalents at the end	**2,392**	**2,910**	**-18%**

Commentary (versus 2025)

- **Cash flow from operating activities** higher than LY, mainly because of higher profit, better working capital, especially from payables and prepaid expenses. The increase was partially offset by higher CIT paid.
- **Cash flow from investing activities** fell significantly vs LY, mainly a timing effect as fewer term deposits matured net of new placements. Interest and dividends received were also lower, while LY included a one-off inflow from Sabibeco cash balances from the acquisition.
- **Cash flow from financing activities** is negative in both years because of dividend payments, which were similar in both years. The outflow is slightly smaller than LY because less loan principal was repaid this year.

Thank you