



SABECO

IR PRESENTATION

Q2 2022 RESULTS



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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

Q2 2022



Net Revenue

VND9,008B

▲ +24.7% YOY

Gross Profit

VND3,086B

▲ +36.4% YOY

Profit After Tax

VND1,793B

▲ +67.4% YOY

BUSINESS PERFORMANCE

H1 2022



Net Revenue

VND16,315B

▲ +24.7% YOY

Gross Profit

VND5,263B

▲ +32.4% YOY

Profit After Tax

VND3,029B

▲ +47.2% YOY

Total Assets

VND31,341B

▲ +2.8% YTD

Owners' Equity

VND24,468B

▲ +8.3% YTD

KEY ACTIVITIES

H1 2022



1

Brand health continue to improve



2

Relaunched Bia Saigon Special



3

Enhanced & Upgraded Mobile Dem Saigon 2022



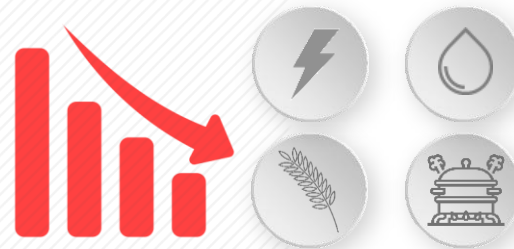
4

Continue to invest in Vietnamese Sports and National Football



5

Continuous Improvement in Production Norms



6

CSR Activities with Strategic Partners





FINANCIALS

INCOME STATEMENT

Q2 2022



Net Revenue



Commentary

- **Net revenue** was higher mainly from the favorable impact of price increases.

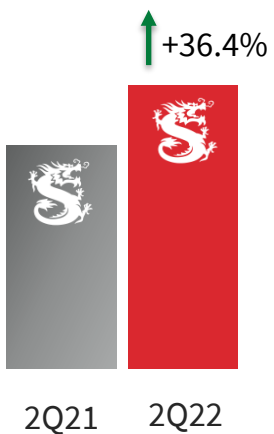
Profit After Tax



Commentary

- **Profit after tax** was higher due to higher gross margin and lower selling expenses.

Gross Profit



Commentary

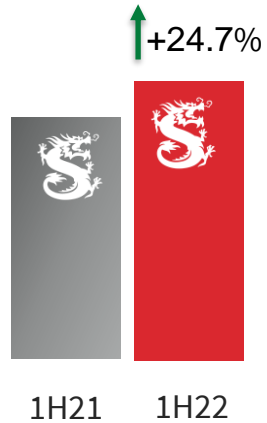
- **Gross profit** was higher due to higher net revenue. Input costs are expected to increase in the months ahead.

INCOME STATEMENT

H1 2022



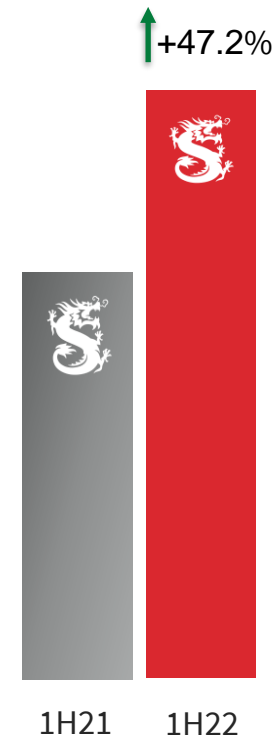
Net Revenue



Commentary

- **Net revenue** was higher due to higher sales of can products and price increases.

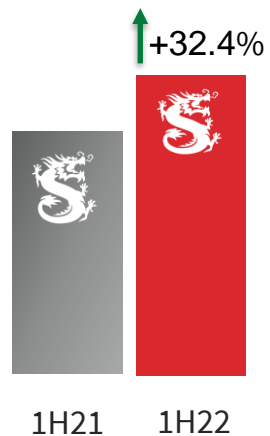
Profit After Tax



Commentary

- **Profit after tax** was higher due to higher sales and gross profit as well as higher profit sharing from associates.

Gross Profit



Commentary

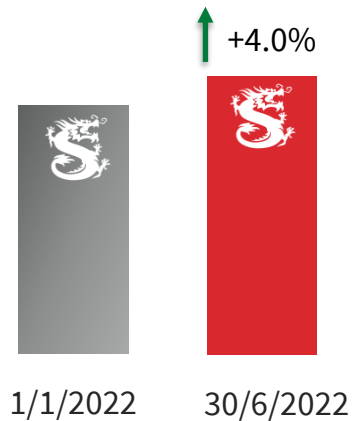
- **Gross profit** was higher due to higher net revenue despite higher malt and packaging costs. The higher input costs are expected to reduce margins in the months ahead.

BALANCE SHEET

AS OF JUNE 2022



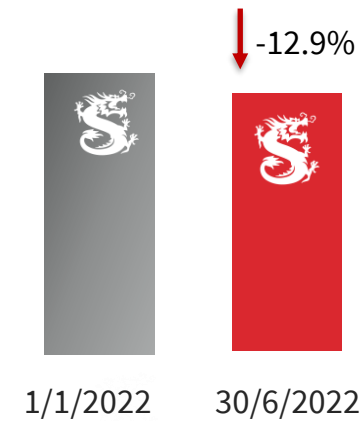
Current Assets



Commentary

- **Current assets** increased mainly coming from the increase in short-term investment as a result of higher profit.

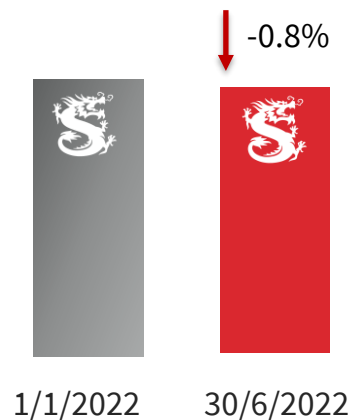
Liabilities



Commentary

- **Liabilities** decreased mainly from the 2021 dividend payment that was offset by higher bank borrowings. Short-term payables was also lower as payments were made to clear long overdue debts from last year.

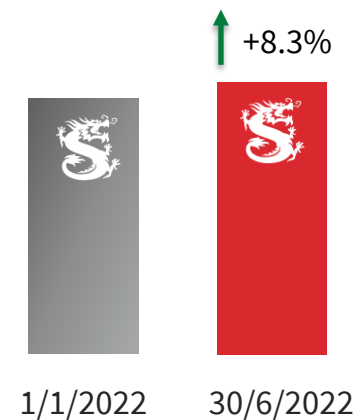
Long-term Assets



Commentary

- **Long-term assets** decreased due to assets being depreciated.

Owners' Equity



Commentary

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

CASH FLOW

YTD JUNE 2022



Unit: Billion VND	30/06/2022	30/06/2021	Variance (%)
Cash and cash equivalents at the beginning	3,606	2,726	32.3%
Cash flows from			
Operating activities	2,210	1,541	43.4%
Investing activities	(857)	67	-1379.9%
Financing activities	(2,220)	(1,184)	-87.5%
Effect of foreign exchange differences	(0)	(0)	
Cash and cash equivalents at the end	2,740	3,150	-13.0%

Commentary

- **Cash flow from operating activities** increased as a result of higher profit generated in addition to higher working capital in particularly inventory and short-term receivables in anticipation of the summer peak in Q3.
- **Cash flow from investing activities** decreased as last year included a gain from OCB divestment while this year has higher bank deposit.
- **Cash flow from financing activities** decreased due to different timings of dividend payments.



SABECO

THANK YOU



August 2022