



IR PRESENTATION

Q3 2024 RESULTS

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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

Net Revenue

VND7,670B

▲ +3.4% YOY

Gross Profit

VND2,278B

▲ +2.0% YOY

Profit After Tax

VND1,161B

▲ +8.1% YOY

Net Revenue

VND22,940B

 +4.6% YOY

Gross Profit

VND6,819B

 +2.8% YOY

Profit After Tax

VND3,504B

 +6.6% YOY

Total Assets

VND32,234B

 -5.4% YTD

Owners' Equity

VND26,222B

 +2.9% YTD

Showcasing SABECO's Commitment to Consistent Quality



SABECO's Prestigious Awards for Excellence



TOP 50 LISTED COMPANIES
(Forbes Vietnam)



TOP 2 CHOSEN BRAND IN RURAL



TOP 10 CHOSEN BRAND IN URBAN



FORTUNE SOUTHEAST ASIA 500



WEB 3.0 TECHNOLOGIES MARKETING



SOCIAL MEDIA MARKETING

Supporting SABECO's Employees and Communities Affected by Typhoon Yagi



Total Contribution

VND **7.9** billion (~USD 316,000)

- For affected employees: VND 3.51 billion
- For affected communities: VND 4.2 billion
- For Vietnam Fatherland Front: VND 0.2 billion

Tet Preparations Across All Brands for a Strong Impact in 2025

BE DISTINCTIVE



BE DIFFERENTIATED



DRIVE IMPACT THROUGH-THE-LINE



Optimizing Shareholding Structure for Sustainable Growth

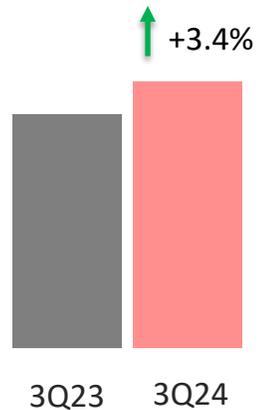


- In the process of conducting the Public Tender Offer to boost ownership in SABIBECO Group from 22.7% to 65.9%, with completion expected in early January 2025.



FINANCIALS

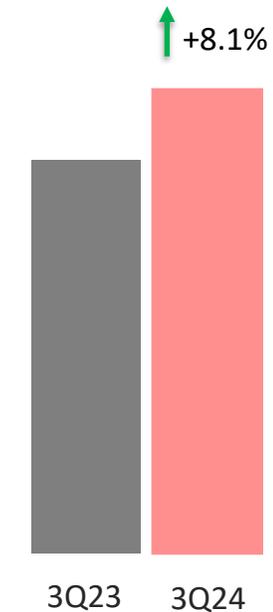
Net Revenue



Commentary

- **Net revenue** was higher mainly due to the higher volume from the improving economic conditions.

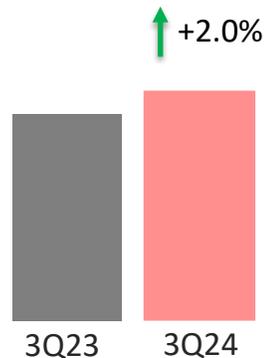
Profit After Tax



Commentary

- **Profit after tax** was higher due to improved gross profit and lower selling expenses, mainly from optimization of A&P programs. This was partially mitigated by lower interest income, lower profit sharing from associates, and higher administration expenses.

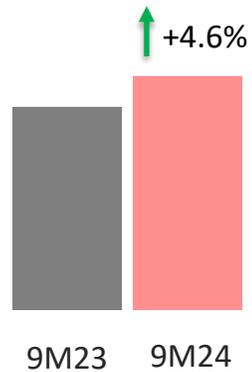
Gross Profit



Commentary

- **Gross profit** was higher due to improved net revenue despite the unfavorable cost of raw materials and packaging.

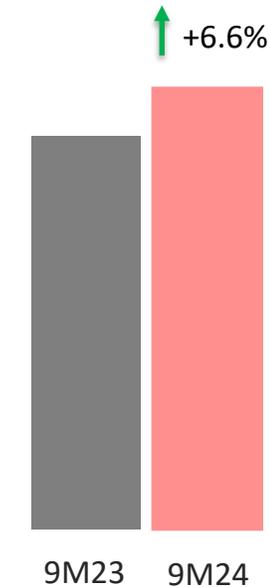
Net Revenue



Commentary

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

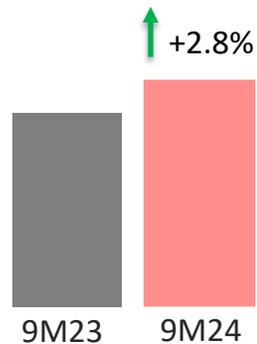
Profit After Tax



Commentary

- **Profit after tax** was higher mainly from higher gross profit and lower selling expenses due to the optimization of A&P programs. This was partially mitigated by lower interest income, lower profit sharing from associates, and higher administration expenses.

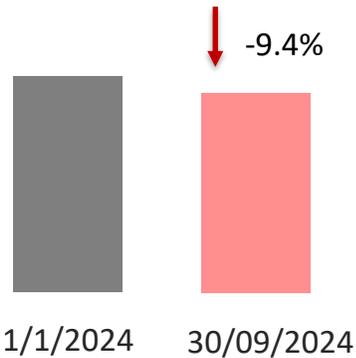
Gross Profit



Commentary

- **Gross profit** was higher due to the improved net revenue and favorable packaging costs, despite the higher cost of raw materials.

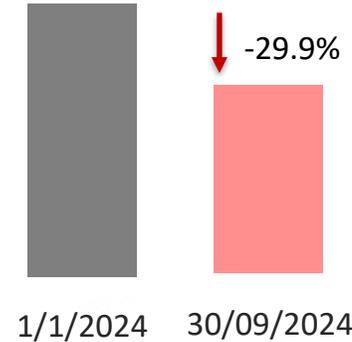
Current Assets



Commentary

- **Current assets** decreased due to lower short-term investment which was transferred to long-term deposits, and lower inventory.

Liabilities



Commentary

- **Liabilities** decreased due to lower trade payables and lower other short-term liabilities arising from final dividend paid. This was offset by higher A&P accruals and tax payables.

Long-term Assets



Commentary

- **Long-term assets** increased mainly from the long-term investment that was partially mitigated by the depreciation for the fixed assets.

Owners' Equity



Commentary

- **Equity** increased due to the net profit after tax for the current year.

Unit: Billion VND	9M 2024	9M 2023	Variance (%)
Cash and cash equivalents at the beginning	5,040	4,069	24%
Cash flows from	-	-	
Operating activities	3,715	1,946	91%
Investing activities	1,682	73	2198%
Financing activities	(5,008)	(3,697)	-35%
Cash and cash equivalents at the end	5,428	2,392	127%

Commentary

- **Cash flow from operating activities:** improved from higher earnings generated amid working capital improvement.
- **Cash flow from investing activities:** increased from the maturity short-term deposits and higher interest income received.
- **Cash flow from financing activities:** decreased due to higher dividend paid.

Thank you