



**BUSINESS UPDATE
FOR THE NINE MONTHS ENDED 30 JUNE 2022**

KEY HIGHLIGHTS

- Sales revenue increased 8.2% year-on-year (“YoY”) to Baht 207,922 million, following the easing of COVID-19 measures and reopening of Thailand and Vietnam
- Delivered earnings growth, with EBITDA¹ increasing 6.7% YoY to Baht 39,110 million, underpinned by satisfactory improvements in EBITDA from the beer, non-alcoholic beverage and food businesses
- Resilient financial position with strong free cash flow and continued to deleverage

BANGKOK, Thailand, 11 August 2022 – The board of directors (the “**Board**”) of Thai Beverage Public Company Limited (“**ThaiBev**”, and together with its subsidiaries, the “**Group**”) would like to provide an update on the Group’s business for the nine months ended 30 June 2022 (“**9M22**”).

BUSINESS SEGMENT

	<i>(Million Baht)</i>					
9M22	SPIRITS	BEER	NAB	FOOD	ELIMINATE	THAIBEV
Sales Revenue	90,648	92,573	12,826	11,990	(115)	207,922
<i>Changes YoY</i>	<i>-1.1%</i>	<i>15.3%</i>	<i>9.7%</i>	<i>38.6%</i>		<i>8.2%</i>
EBITDA	22,369	13,446	1,717	1,578	-	39,110
<i>Changes YoY</i>	<i>-5.2%</i>	<i>26.5%</i>	<i>5.4%</i>	<i>104.1%</i>		<i>6.7%</i>
9M21	SPIRITS	BEER	NAB	FOOD	ELIMINATE	THAIBEV
Sales Revenue	91,630	80,265	11,688	8,649	(112)	192,120
EBITDA	23,605	10,631	1,629	773	-	36,638

SPIRITS – In 9M22, the spirits business recorded a 1.1% decrease in sales revenue to Baht 90,648 million while sales volume rose 0.02%. EBITDA declined 5.2% to Baht 22,369 million, on account of an increase in packaging costs and currency depreciation of Myanmar Kyat, although molasses cost started to come down in 3Q22 when compared YoY. However, the reopening of entertainment venues on 1 June 2022 should support the recovery of spirits, especially brown spirits, consumption in Thailand.

BEER – The Group’s beer business’ sales revenue increased 15.3% YoY to Baht 92,573 million in 9M22, driven by a healthy recovery in economic activity in Vietnam and price increases implemented in Thailand and Vietnam. Total sales volume increased 6.0% YoY mainly due to a rise in SABECO’s sales volume. The beer business reported a 26.5% increase

¹ Earnings before interest, taxation, depreciation, and amortization from business operation

in EBITDA to Baht 13,446 million, on the back of higher sales volume and improved product mix, price increases and better cost control measures.

NON-ALCOHOLIC BEVERAGES (NAB) – The Group’s NAB business recorded sales revenue of Baht 12,826 million in 9M22, an increase of 9.7 % YoY. This was mainly due to an 8.4% improvement in sales volume amid the recovery in economic activity in Thailand. EBITDA rose by 5.4% to Baht 1,717 million.

FOOD – In 9M22, the food business’ sales revenue increased 38.6% YoY to Baht 11,990 million due to the recovery in dine-in traffic at restaurants, coupled with the Group’s continued drive to increase its brand penetration and accessibility. As a result of the Group’s efforts to improve the operational efficiency of the restaurants in its portfolio, the food business recorded a satisfactory 104.1% YoY improvement in EBITDA to Baht 1,578 million.

FINANCIAL UPDATE

BALANCE SHEET	<i>(Million Baht)</i>		
	30-Sep-21	30-Jun-22	Changes
<u>TOTAL ASSETS</u>	<u>472,585</u>	<u>489,756</u>	<u>17,171</u>
Current assets	95,266	105,356	10,090
Non-current assets	377,319	384,400	7,081
<u>TOTAL LIABILITIES</u>	<u>262,409</u>	<u>259,608</u>	<u>(2,801)</u>
Current liabilities	95,443	80,150	(15,293)
Non-current liabilities	166,966	179,458	12,492
<u>TOTAL SHAREHOLDER'S EQUITY</u>	<u>210,176</u>	<u>230,148</u>	<u>19,972</u>
Total equity	210,176	230,148	19,972

INTEREST BEARING DEBT (From Bank Loans and Debentures)	<i>(Million Baht)</i>		
	30-Sep-21	30-Jun-22	Changes
<u>Interest Bearing Debt for Normal Operation</u>			
Current	67,496	48,986	(18,510)
Non-current	151,794	163,077	11,283
<u>Total Interest Bearing Debt for Normal Operation</u>	<u>219,290</u>	<u>212,063</u>	<u>(7,227)</u>
Cash and Cash Equivalents	38,293	48,010	9,717
<u>Net Interest Bearing Debt</u>	<u>180,997</u>	<u>164,053</u>	<u>(16,944)</u>

INTEREST BEARING DEBT (From Bank Loans and Debentures)	<i>(Million Baht)</i>
	30-Jun-22
Within one year (Jun 2023)	48,986
After one year but within five years (Jun 2027)	114,875
After five years	48,202
<u>Total</u>	<u>212,063</u>

FINANCIAL RATIOS	30-Sep-21	30-Jun-22
Net Interest Bearing Debt to Equity Ratio (times)	0.86	0.71
Net Interest Bearing Debt to EBITDA Ratio (times) (LTM)	3.88	3.30

CASH FLOW STATEMENT	<i>(Million Baht)</i>
	9M22 Ended 30 Jun 22
Net cash from operating activities	34,894
Net cash from (used in) investing activities	(5,403)
Net cash from (used in) financing activities	(24,138)
Increase (decrease) in cash and cash equivalents	5,353
Adjustment from financial statement translation	(367)
Net increase (decrease) in cash at financial institutions	4,731
Net increase (decrease) in cash and cash at financial institutions	9,717
Cash and cash at financial institutions at beginning of period	38,293
<u>Cash and cash at financial institutions at end of period</u>	<u>48,010</u>

UNAUDITED RESULTS FOR THE NINE MONTHS ENDED 30 JUNE 2022

The Board wishes to remind shareholders and investors that the above business update has been prepared based on the Group's internal records and management accounts, and has not been reviewed or audited by independent auditors.

Shareholders and investors are advised not to place undue reliance on the business update and to exercise caution when dealing in ThaiBev's shares and other securities.