



Saigon Beer - Alcohol - Beverage Corporation

[Vietnam / Food and beverages]

Bloomberg Code (SAB VN) | Reuters Code (SAB.HM)

BUY

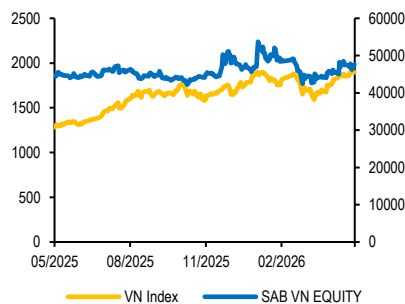
Update Report

Target price (12 months) **61,800 VND**
 Current price (11/05/2026) 47,600 VND
 Return (%) 29%

VNINDEX	1,896
Market P/E (x)	13.5
Market Cap (bn VND)	61,050
Outstanding shares (1mn)	1,283
Free float (1mn)	134
52-week high/low (VND)	57,100/42,050
90-day avg. trading volume (1mn)	1.29
90-day avg. turnover (bn VND)	41
Foreign ownership (%)	58.5

Major shareholders (%)	Vietnam Beverage Company Limited	53.6
	Ministry of Industry and Trade	36

Performance	3M	6M	12M
Abs (%)	-2.3	1.7	-2.9
Rel to VN-Index (%)	-7.7	-17.2	-52.4



Source: Bloomberg

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Maintain attractive dividend yield

Update recommendation BUY, target price at VND 61,800

Saigon Beer-Alcohol-Beverage Corporation (HOSE: SAB) is the second largest beer producer in Vietnam. SAB takes the lead in the number of breweries with a capacity of 3.1 billion liters/year, providing from mid-priced to premium products. We use a combination of discounted cash flow and P/E methods to value SAB, and recommend BUY with a target price of VND 61,800, equivalent to a potential upside of 29% from the current market price.

Update SAB's business result in Q1/2026

SAB recorded revenue of VND 6,457 billion in Q1/2026 (+11% YoY) thanks to improved beer sales. Gross profit grew impressively by 28% due to a 5 percentage point YoY improvement in gross profit margin, and after-tax profit also increased sharply by 56% YoY. The reasons for the growth in business results are: (1) The base in Q1/2025 was low, Q1/2026 benefited from Tet sales volume due to the late Lunar New Year; (2) The gross profit margin improved due to the use up of high-priced malt inventory; and (3) Q1/2025 was affected by a one-off financial expense of VND 85 billion related to the SBB purchase transaction. This expense was subsequently reversed in Q3 after completing the procedures. The after-tax profit margin in Q1/2026 reached 19.3%, an increase of 5.5 percentage points YoY.

Outlook for 2026

In 2026, we forecast beer revenue to grow by 11.7% YoY thanks to the effectiveness of the strategy of expanding the modern distribution channel (MT) to compete for market share and proactively seeking traditional channel (GT) sales points to replace those closed due to the impact of new regulations on household businesses, combined with the major football event, the World Cup, taking place during the year, facilitating sales growth. During the year, SAB also implemented a cash van model in the Mekong Delta region to increase market coverage.

The recent increase in aluminum prices due to geopolitical tensions has not yet been reflected in Q1's financial results. Sabeco has a policy of purchasing raw materials 3-6 months in advance to proactively prepare, and also has plans to reduce can production costs to control input costs. We project the 2026 gross profit margin to be 70 basis points lower than the same period last year. LNST 2026F is projected to grow by 7.3%, with the full-year SG&A expense margin well controlled at 18.1%.

Risks: (1) Risk of raw material prices; (2) Risk of excise tax; (3) Policy risk; (4) Risk of domestic consumption recovering weaker than expected.

Year to Dec.	2023	2024	2025*	2026F	2027F
Revenue (bn VND)	30,461	31,872	25,888	28,851	29,702
OP (bn VND)	3,811	4,437	4,294	4,943	4,971
NP (bn VND)	4,255	4,494	4,573	4,904	4,992
EPS (VND)	3,132	3,291	3,347	3,612	3,677
BPS (VND)	18,877	18,152	16,492	15,097	13,766
OPM	12.5	13.9	16.6	17.1	16.7
NPM	14.0	14.1	17.7	17.0	16.8
ROE	12.4	13.3	13.9	15.6	16.9
PER (x)	16.3	14.9	14.1	17.1	16.8
PBR (x)	2.7	2.8	2.8	3.7	4.1

Source: Company data, Shinhan Securities Vietnam

*Revenue in 2025 declined due to the impact of consolidating Sabibeco as a subsidiary rather than an associate

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Update on Q1/2026 and forecasts

Billion VND	Q1/2026	Q1/2025	Change (YoY)	2026F	Change (YoY)
Net revenue	6,457	5,811	11%	28,851	11.4%
Beer segment	5,964	5,359	11%	26,823	11.7%
Raw materials	379	358	6%	1,584	8.0%
Beverages	49	56	-13%	142	2.9%
Others	65	38	71%	302	15.7%
Gross profit	2,405	1,873	28%	10,165	9.3%
Gross profit margin	37.2%	32.2%	5%	35.2%	-0.7%
Beer segment	39.3%	34.1%	5%	37.0%	-0.9%
Raw materials	-0.3%	1.1%	-1%	0.6%	0.1%
Beverages	34.7%	25.0%	10%	24.0%	0.8%
Others	66.2%	76.3%	-10%	65.3%	1.3%
Net profit	1,245	799	56%	4,904	7.3%
NPATMI	1,185	793	49%	4,742	7.2%
Net profit margin	19.3%	13.7%	5.5%	17.0%	-0.7%

Source: Company data, Shinhan Securities Vietnam

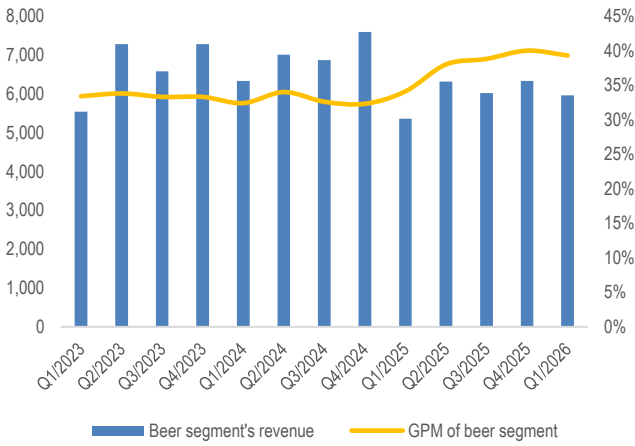
(Revenue deductions are recorded for the beer segment to calculate net revenue)

Sabeco recorded revenue of VND 6,457 billion in Q1/2026 (+11% YoY), mainly driven by improved beer sales. Gross profit grew impressively by 28% thanks to a 5 percentage point improvement in gross profit margin compared to the same period last year, and net profit also increased sharply by 56% YoY. The reasons for the growth in business results are: (1) The base in Q1/2025 was low, and Q1/2026 benefited from Tet sales volume due to the late Lunar New Year; (2) The gross profit margin improved due to the full utilization of high-priced barley inventory; and (3) Q1/2025 was affected by a VND 85 billion one-off financial expense related to the SBB purchase transaction. This expense was subsequently reversed in Q3 after the completion of the procedures.

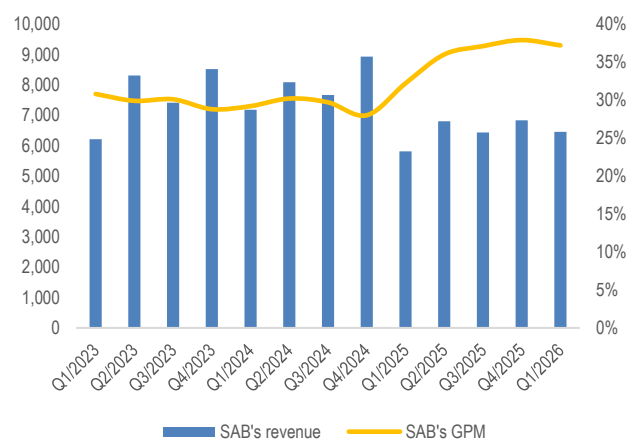
Selling and administrative expenses (SG&A) remained stable with an SG&A/Revenue margin of 17.6%, a slight decrease compared to 18% in the same period last year. Thanks to efforts in cost control, SAB was able to improve its net profit margin in Q1/2026 to 19.3%, an increase of 5.5 percentage points year-on-year. Profit attributable to parent company shareholders reached VND 1,185 billion in Q1 (+49% year-on-year).

At the 2026 Annual General Meeting, SAB also finalized a cash dividend rate of 50% (equivalent to VND 5,000/share). This rate corresponds to a dividend yield of 10.5% on the current price, an attractive factor when considering investing in the stock.

Revenue and Gross profit margin (GPM) of beer segment by quarter



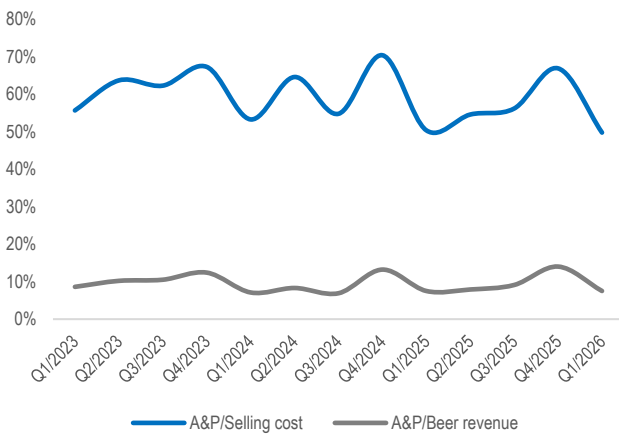
Revenue and GPM of Sabeco by quarter



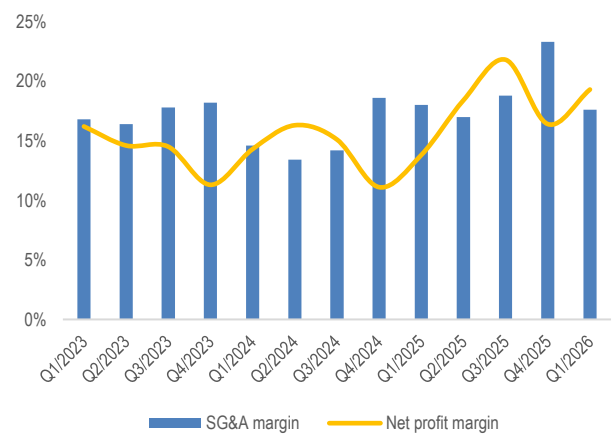
Source: Company data, Shinhan Securities Vietnam

Source: Company data, Shinhan Securities Vietnam

Advertising and promotion (A&P) expense by quarter



SG&A margin and Net profit margin (NPM) by quarter



Source: Company data, Shinhan Securities Vietnam

Source: Company data, Shinhan Securities Vietnam

(*) A&P is a component of selling expense

Valuation and Recommendation

Recommend BUY with target price VND 61,800

We apply a combination of P/E and Discounted Cash Flow (DCF) valuation methods with the weights of 50% and 50%, respectively to value SAB. We update our Buy recommendation with a target price of VND 61,800.

Valuation method

Based on the P/E method, we collect data from businesses in the same industry as SAB operating domestically and in the Asia-Pacific region. The average P/E of businesses in the statistics (excluding SAB) is 16.5x. Combined with the projected EPS in 2026 at VND 3,612, **we expect SAB's 12-month target price to be VND 59,500.**

Peer valuation							
Country	Ticker	Company name	P/E (x)	Mkt Cap (billion VND)	Revenue Growth (%)	EPS Growth (%)	ROE (%)
MALAYSIA	HEIM MK Equity	HEINEKEN MALAYSIA BHD	15.05	46,358	0.06	-0.75	85.54
MALAYSIA	CAB MK Equity	CARLSBERG BREWERY MALAYSIA B	13.80	34,779	-4.90	11.63	125.66
CHINA	600132 CH Equity	CHONGQING BREWERY CO-A	21.44	100,689	0.53	0.90	69.96
CHINA	000729 CH Equity	BEIJING YANJING BREWERY CO-A	20.48	140,873	4.54	46.33	11.18
CHINA	600600 CH Equity	TSINGTAO BREWERY CO LTD-A	18.22	288,134	1.04	2.11	14.23
CHINA	002461 CH Equity	GUANGZHOU ZHUJIANG BREWERY-A	24.58	88,020	2.56	7.52	8.36
INDONESIA	MLBI IJ Equity	MULTI BINTANG INDONESIA PT	10.20	18,835	4.69	3.30	78.61
THAILAND	THBEV SP Equity	THAI BEVERAGE PCL	10.69	221,605	-2.06	-5.80	17.53
VIETNAM	BHN VN Equity	HANOI BEER ALCOHOL & BEVERAGE	14.46	6,757	3.91	24.68	10.01
Mean			16.5				
EPS 2026F (VND)			3,612				
Target price (VND)			59,500				

Source: Bloomberg, Shinhan Securities Vietnam

For the Weighted Average Cost of Capital (WACC), we use the 10-year Vietnamese government bond yield at 4.3% as the risk-free rate, equity risk premium at 8.13%. Based on these assumptions, SAB's FCF target price is determined at VND 64,000.

Weighted Average Cost of Capital (WACC)	
WACC (%)	10.30
Risk-free rate (%)	4.3
Equity risk premium (%)	8.13
Beta	0.74
Debt cost (%)	7.9
The cost of equity(%)	10.3
Debt-to-equity ratio	0.00
Total debt (Billion VND)	307

Source: Company data, Shinhan Securities Company

FCF valuation					
Unit: billion VND	2026F	2027F	2028F	2029F	2030F
Net profit	4,904	4,992	5,224	5,298	5,554
Plus: After-tax interest expense	28	29	30	31	32
Plus: Depreciation & Amortization	842	848	835	847	742
Minus: Change in working capital	976	235	(274)	(203)	(177)
Minus: CapEx	204	221	243	230	264
Free Cash Flow (FCF)	4,594	5,413	6,120	6,149	6,241
Discount rate	0.94	0.85	0.78	0.70	0.70
PV of FCF	22,366				
Growth rate	0%				
Present value of long-term value	42,414				
Enterprise value	64,780				
Debt	307				
Cash and cash equivalents	19,449				
Minority interest	1,902				
Number of shares outstanding (billion units)	1.28				
Target price (VND)	64,000				

Source: Company data, Shinhan Securities Company

Risks

1. Risk of raw material prices

SAB imports a number of raw materials for beer production such as barley, hops, and aluminum. The cost of imported raw materials accounts for about 40% of the cost of goods sold. These raw materials can be affected by many macro factors such as supply chain disruptions and increased logistics costs due to political fluctuations, rising oil prices, and global aluminum supply and demand. To cope with the risk of strong fluctuations in raw material costs, SAB has a policy of purchasing key raw materials 6-9 months in advance.

2. Risk of increasing excise tax

The excise tax on beer is currently at 65% and on wine at 35-65% depending on the alcohol content. The Ministry of Finance finalized the roadmap for increasing excise tax in July, according to which the tax rate will start to increase from 2027 (instead of 2026 as previously drafted). We believe that SAB will pass on the entire tax increase to consumers through price increases. Therefore, the impact of the price increase may affect consumption demand, but considering that beer is a product with low price elasticity of demand, the impact may not be so significant.

At the same time, studies also indicate variations across different product segments. In the alcoholic beverage industry, higher-end segments exhibit greater price elasticity of demand, meaning that consumption declines more significantly when selling prices rise. This creates a competitive advantage for players in the mass-market segment, such as Sabeco.

3. Policy risk

Many policies have been issued by the State to prevent the impact of excessive alcohol consumption, as well as alcohol consumption by minors. Policy and law are important factors that affect companies that produce or distribute specific products such as beer, alcohol, cigarettes, etc.

Decree 100/2019/ND-CP was issued in December 2019 on penalties for alcohol consumption while driving violations. After the decree, along with the impact of the Covid epidemic, SAB's revenue in 2020 decreased by 27% compared to 2019. Beer consumption in on-trade channels such as restaurants, hotels, and eateries decreased; at the same time, consumption through off-trade channels such as e-commerce, etc. increased. Decree 168 amending a number of articles of Decree 100, effective from January 1, 2025, continues to be strictly enforced, which is a factor that greatly affects the consumption of beer and alcohol.

4. Weaker-than-expected consumption risk

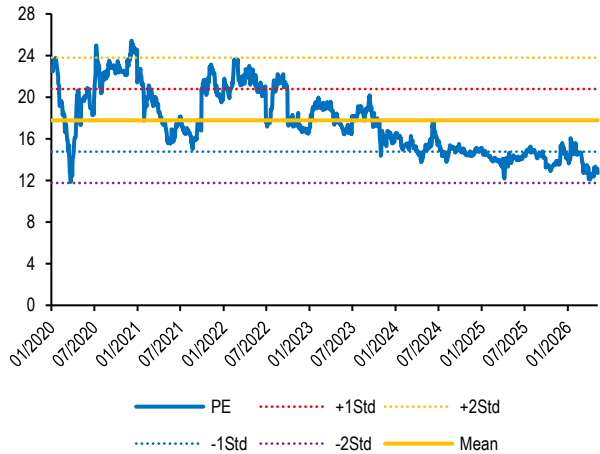
As the entire consumer market is almost domestic, Sabeco's sales depend significantly on domestic consumption, which is affected by income, consumption trends, weather and cultural and social factors. In the context of a slowing economy, consumers tend to tighten spending, especially on non-essential products such as beer.

PER of SAB since 2020



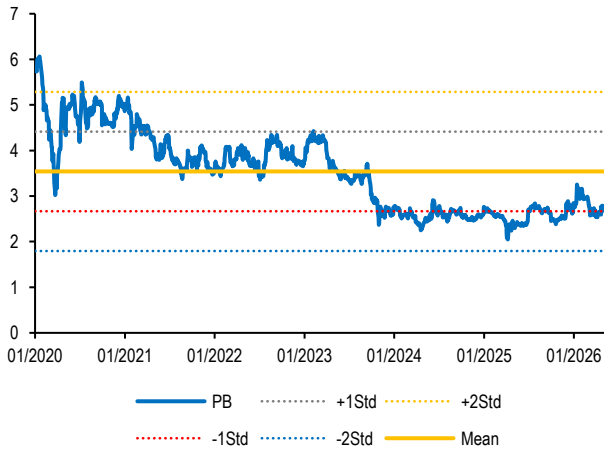
Source: Bloomberg, Company data, Shinhan Securities Vietnam

PER chart of SAB



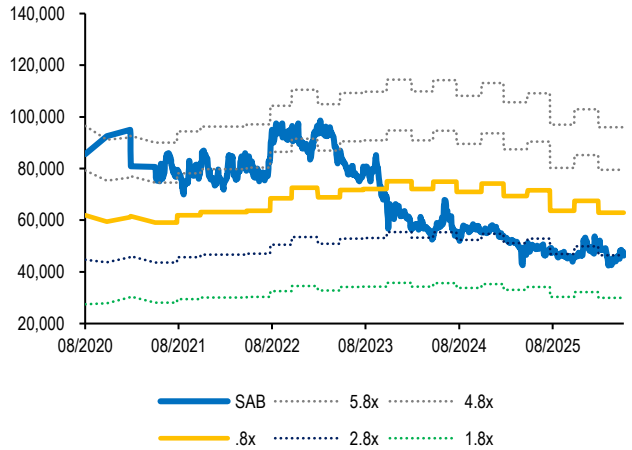
Source: Bloomberg, Company data, Shinhan Securities Vietnam

PBR of SAB since 2020



Source: Bloomberg, Company data, Shinhan Securities Vietnam

PBR chart of SAB



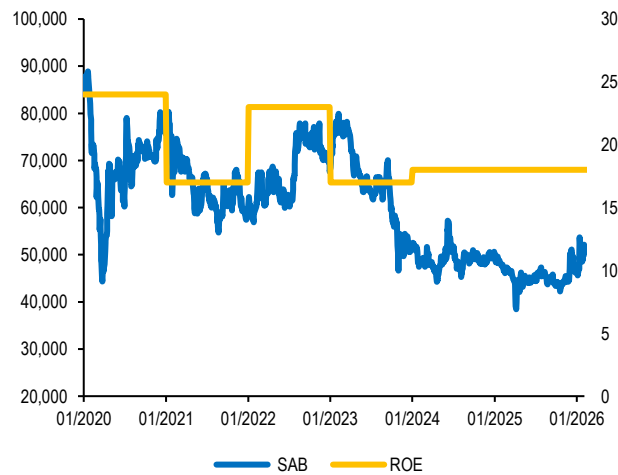
Source: Bloomberg, Company data, Shinhan Securities Vietnam

EV/EBITDA of SAB since 2020



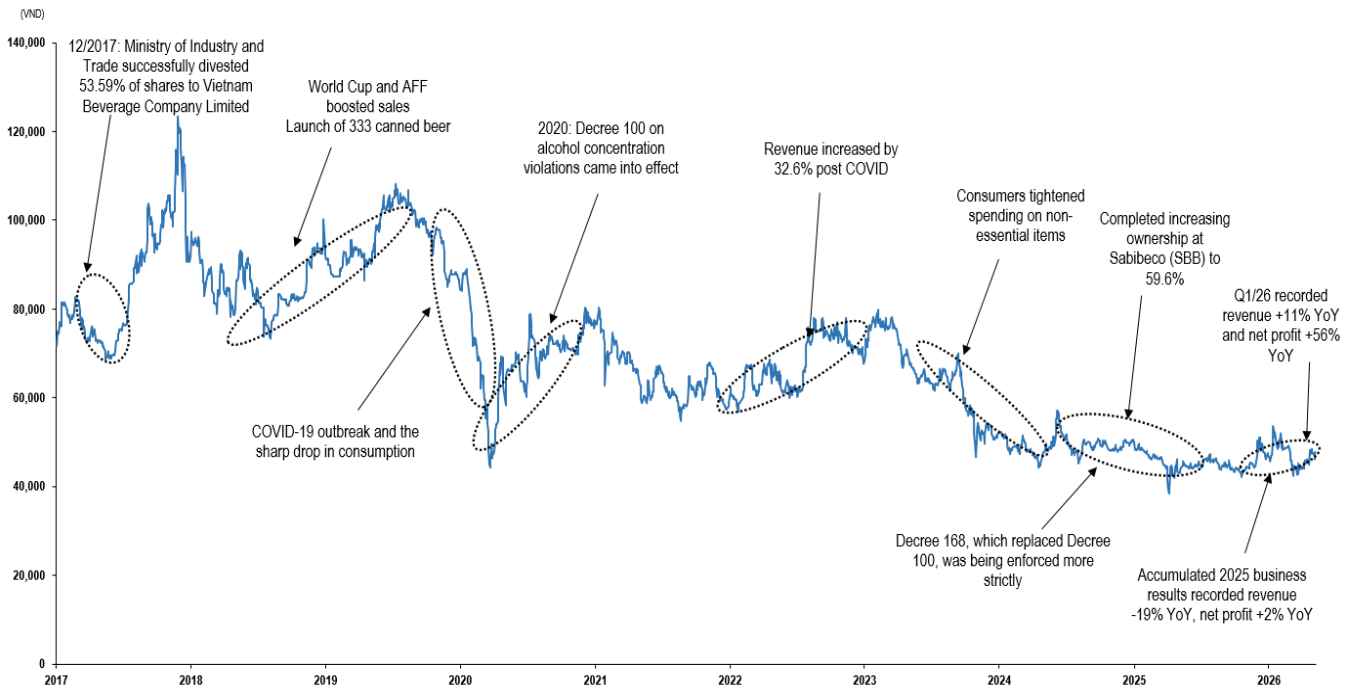
Source: Bloomberg, Company data, Shinhan Securities Vietnam

Price and ROE of SAB



Source: Bloomberg, Company data, Shinhan Securities Vietnam

Key events chart of SAB



Source: Bloomberg, Company data, Shinhan Securities Vietnam

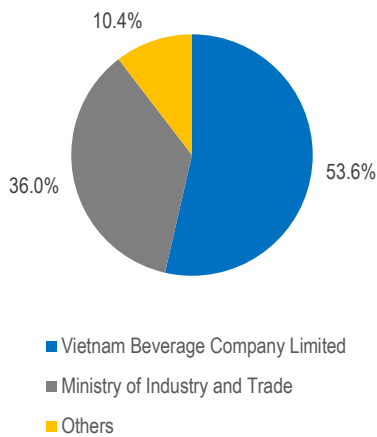
Company background

1. History of development

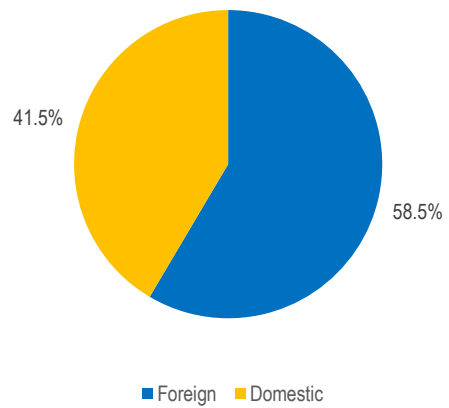
Saigon Beer - Alcohol - Beverage Corporation (HOSE: SAB) was originally a small brewery founded by the French in Saigon in 1875. By 2016, SAB was officially listed on HOSE. Over 146 years of history, Sabeco has brought Vietnamese beer to 40 countries and territories.

2017 marked a historic milestone for SAB when ThaiBev successfully acquired SAB with a value of up to USD 4.8 billion through Vietnam Beverage. This was the record deal of the Asian beer industry made up to that time. After the acquisition, SAB continued to grow and achieved revenue of up to VND 37,999 billion in 2019, before being affected by the Covid-19 pandemic and Decree 100/2019/ND-CP on penalties for alcohol violations while driving.

SAB's ownership structure at 11/05/2026



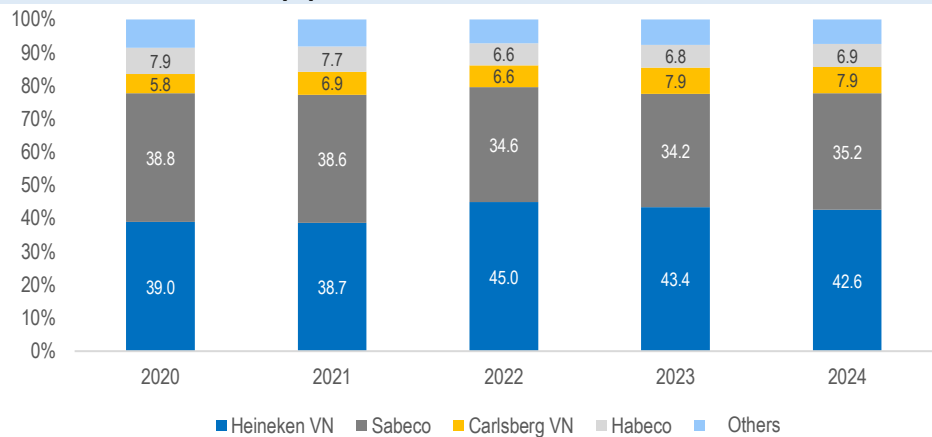
SAB's ownership structure at 11/05/2026



Source: Company data, Shinhan Securities Vietnam

Source: Euromonitor, Shinhan Securities Vietnam

Market share of beer in Vietnam (%)



Source: Euromonitor, Shinhan Securities Vietnam

SAB is one of the two leading enterprises in the beer industry in Vietnam. SAB's market share began to shrink from 2019 due to the expansion of Heineken Brewery. Heineken continuously launches new products such as Heineken Silver, Heineken zero-alcohol. Compared to competitors dominating the leading market share, SAB has the advantage of Vietnamese brands. Specifically, SAB is widely recognized through its product from mid-priced to premium with Vietnamese flavors such as 333 beer, Saigon Chill beer. Researching and launching high-end product lines helps businesses maintain their position and expand their market share.

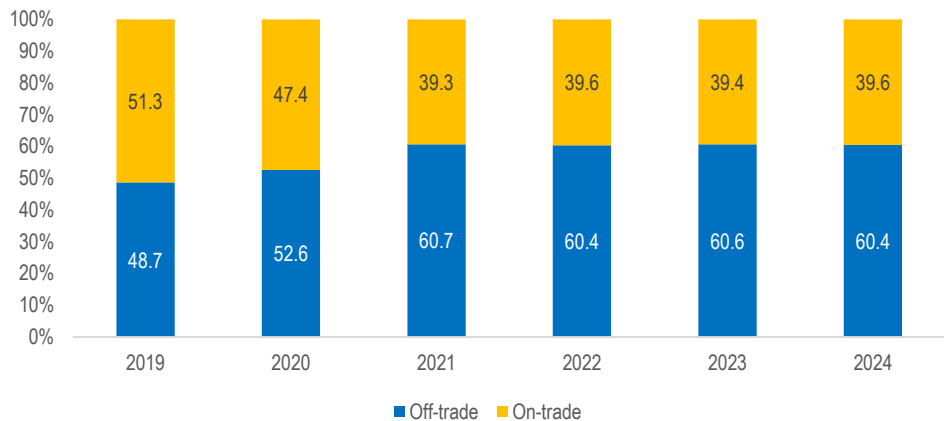
2. Segments and products

The beer industry is divided into 4 segments: economy, standard, premium, and super-premium based on taste, quality, and price.

- ❖ Economy segment: Customers are mainly low-middle-class people with prices of less than 40,000 VND/liter (equivalent to 11,000 - 13,000 VND/can). Two prominent brands in this segment include Huda and Larue. There is also "bia hoi", which is produced mainly at home and distributed at restaurants and small eateries in rural and near-urban areas.
- ❖ Standard segment: Mainly middle-income workers with prices from 40,000 VND - 60,000 VND/liter. Major players in this segment include Habeco, Sabeco, Heineken, and Carlsberg. Products in the popular segment are widely distributed from urban to rural areas through on-trade and off-trade channels.
- ❖ Premium and super-premium segments: customers are mainly high-middle-income consumers with the selling price of about 60,000 VND/liter. The number of companies dominating the market share in this segment is not much, of which Heniken with Heineken and Tiger has a market share of about 68% and followed by Sabeco with Saigon Chill and Saigon Gold. Products in this segment are distributed mainly through on-trade channels at restaurants and hotels. However, with effective brand recognition and over a long period, high-end products of Heniken and Sabeco in this segment have reached consumers in both rural areas and in pubs.

3. Distribution channels

Volume of beer by sales channels (million liters)



Source: Euromonitor, Shinhan Securities Vietnam

Regarding distribution channels, beer is consumed through two channels: on-trade consumption at pubs, restaurants, and hotels; and off-trade distribution channels at supermarkets, convenience stores and agents. Due to the collective culture, Vietnamese people prefer to consume beer at pubs. Therefore, before 2019, on-site consumption is the main beer distribution channel. However, with the development of e-commerce, the outbreak of the Covid-19 epidemic and Decree 100 on penalties for alcohol content violations, many businesses such as SAB and Heniken have launched online sales from 2021 to compensate partially the decrease in revenue at pubs and restaurants. Since then, the off-trade channel has surpassed the on-trade channel to become the main sales channel.

We expect the on-trade channel to be revived from 2024 thanks to the recovery in consumption, and at the same time, the off-trade channel will continue to grow as the decree on alcohol violations causes some consumers to switch to consume more at home.

The extensive distribution network from North to South is Sabeco's strength, helping to access pubs and restaurants on the on-trade channel. With the off-trade channel, Sabeco is currently present at convenience stores and many e-commerce sites from Tiki to Bach Hoa Xanh.

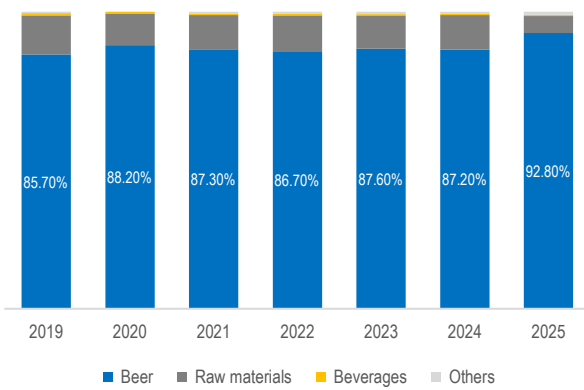
4. Structure of revenue, gross profit and operating expenses

Beer is SAB's main product, accounting for nearly 90% of revenue and 98% of gross profit. Sabeco mainly produces beer in two segments: standard and premium. The gross profit margin of the beer segment has improved over the years.

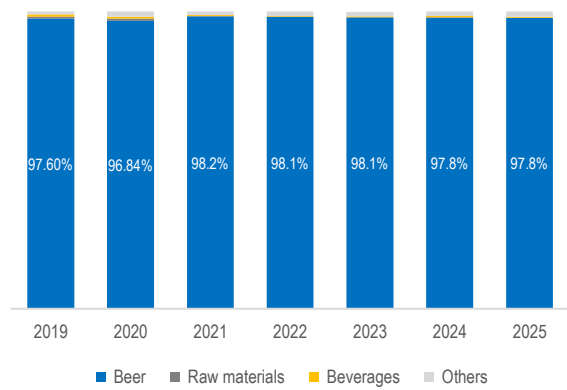
The packaging and materials segment is the packaging and input materials for beer, which are mainly traded with related parties. Therefore, although accounting for more than 10% of revenue, the gross profit margin for this segment is very low, only about 1%.

Beverages include carbonated water products and purified water. Although the average gross profit margin is at 23-25%, this segment's revenue only contributes a very small proportion (1% of total revenue).

SAB's revenue structure



SAB's gross margin structure



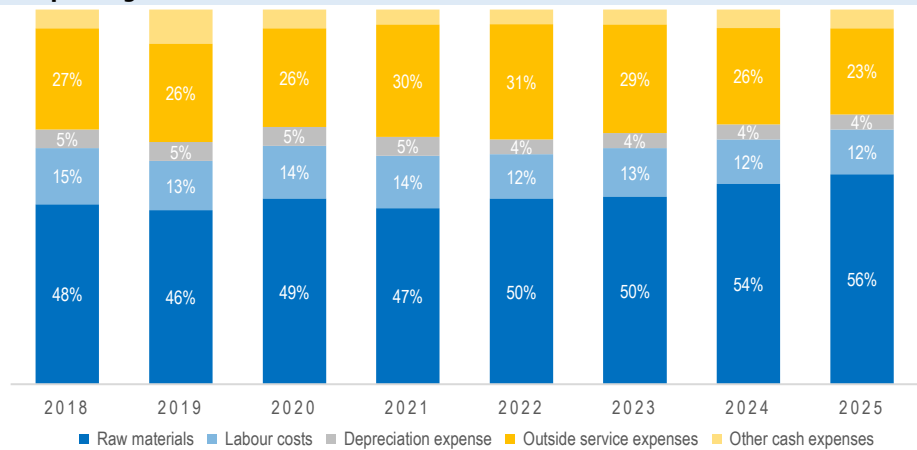
Source: Company data, Shinhan Securities Vietnam

Source: Company data, Shinhan Securities Vietnam

In the operating cost structure, the cost of raw materials has the highest proportion, with about 45-55% of the total operating costs of the enterprise. In which, input materials including barley, hops and aluminum determine about 40% of the cost of good sold and are imported by enterprises. Depending on the type, normally, enterprises make pre-clamation of raw materials from 6-9 months.

External expenses are mainly composed of selling expenses. Selling expenses in food and beverage businesses often account for a high proportion because of the increasingly fierce competition in this field. Therefore, brand recognition is one of the important factors to maintain revenue and market share. At Sabeco, selling expenses at SAB remained around 12-14% of revenue.

SAB's operating costs structure



Source: Company data, Shinhan Securities Vietnam

Appendix : Financial statements

Statement of financial position

Year to Dec. (bn VND)	2023	2024	2025	2026F	2027F
Total assets	34,056	33,440	32,596	30,109	28,899
Current assets	26,553	25,067	22,140	20,291	19,708
Cash & equivalents	5,040	4,478	4,017	4,417	3,075
Short-term financial asset	17,741	16,566	14,985	12,406	12,772
Accounts receivable	1,229	1,818	903	1,166	1,529
Inventories	1,668	2,194	2,318	1,979	2,027
Others	875	11	-83	323	305
Non-current assets	7,503	8,373	10,456	9,818	9,191
Net fixed assets	3,970	3,593	5,068	4,516	3,845
Investment assets	144	122	141	92	122
Other long-term assets	3,533	4,780	5,388	5,302	5,346
Total liabilities	8,571	9,002	9,598	8,737	9,069
Current liabilities	8,225	8,657	8,880	8,022	8,355
Accounts payable	2,476	2,642	2,404	2,473	2,590
Short-term borrowings	530	245	268	281	295
Others	5,219	5,770	6,208	5,268	5,470
Non-current liabilities	347	345	717	715	714
Long-term borrowings	171	169	168	166	165
Other financial liabilities	176	176	549	549	549
Total shareholders' equity	25,485	24,437	23,000	21,372	19,830
Capital stock	12,826	12,826	12,826	12,826	12,826
Capital surplus	0	0	0	0	0
Other capital	2,442	2,393	3,127	3,289	3,454
Retained earnings	10,217	9,218	7,047	5,257	3,550
Non-controlling interest equity	1,373	1,451	1,273	1,155	1,847
*Total debt	701	414	436	447	460
*Net debt (cash)	(22,080)	(20,630)	(18,566)	(16,376)	(15,387)

Statement of cash flow

Year to Dec. (bn VND)	2023	2024	2025	2026F	2027F
Cash flow from operations	1,941	4,245	3,904	3,560	4,751
Net profit	4,494	4,573	4,904	4,992	5,224
Depreciation expense	570	549	730	842	848
(Gain) from investing activities	(1,626)	(1,249)	(1,274)	(868)	(894)
Change in working capital	(1,109)	574	(38)	(976)	(235)
Others	(388)	(202)	(418)	(430)	(192)
Cash flow from investments	2,716	137	2,422	3,243	307
Change in fixed assets	(282)	(292)	(241)	(204)	(221)
Change in investment assets	1,634	(121)	1,075	2,579	(366)
Others	1,364	550	1,588	868	894
Cash flow from financing	(3,684)	(4,944)	(6,788)	(6,402)	(6,400)
Change in equity	-	-	-	-	-
Net borrowing	(330)	(285)	(275)	11	13
Dividends	(3,354)	(4,659)	(6,513)	(6,413)	(6,413)
Change in total cash	973	(562)	(462)	401	(1,342)
Beginning cash	4,069	5,040	4,478	4,017	4,417
Change in FX rates	(2)	-	1	(1)	-
Ending cash	5,040	4,478	4,017	4,417	3,075

Source: Company data, Shinhan Securities Vietnam

Statement of comprehensive income

Year to Dec. (bn VND)	2023	2024	2025	2026F	2027F
Revenue	30,461	31,872	25,888	28,851	29,702
Growth (%)	-12.9	4.6	-18.8	11.4	2.9
COGS	(21,370)	(22,554)	(16,588)	(18,686)	(19,355)
Gross profit	9,091	9,318	9,300	10,165	10,347
GPM (%)	29.8	29.2	35.9	35.2	34.8
SG&A	(5,280)	(4,881)	(5,006)	(5,222)	(5,376)
Operating profit	3,811	4,437	4,294	4,943	4,971
Growth (%)	(30.7)	16.4	(3.2)	15.1	0.6
OPM (%)	12.5	13.9	16.6	17.1	16.7
Non-operating profit	1,560	1,209	1,358	1,119	1,199
Financial income	1,433	1,067	1,007	885	908
Financial expense	(73)	(25)	(26)	(39)	(34)
In which: interest expenses	(50)	(27)	(34)	(35)	(36)
Net other non-operating profit	200	167	377	273	325
Pre-tax profit	5,370	5,647	5,652	6,062	6,170
Income tax	(1,115)	(1,153)	(1,079)	(1,158)	(1,178)
Net profit	4,255	4,494	4,573	4,904	4,992
Growth (%)	(22.6)	5.6	1.8	7.2	1.8
NPM (%)	14.0	14.1	17.7	17.0	16.8
Controlling interest	4,118	4,330	4,424	4,742	4,827
Non-controlling interest	137	164	149	162	165
EBIT	5,420	5,674	5,686	6,097	6,206
Growth (%)	(21.0)	4.7	0.2	7.2	1.8
EBIT Margin (%)	17.8	17.8	22.0	21.1	20.9
EBITDA	5,990	6,223	6,416	6,939	7,054
Growth (%)	(19.3)	3.9	3.1	8.2	1.7
EBITDA margin (%)	19.7	19.5	24.8	24.1	23.7

(*) Revenue in 2025 will decrease due to the consolidation of Sabibeco (SBB) as a subsidiary instead of an associate company.

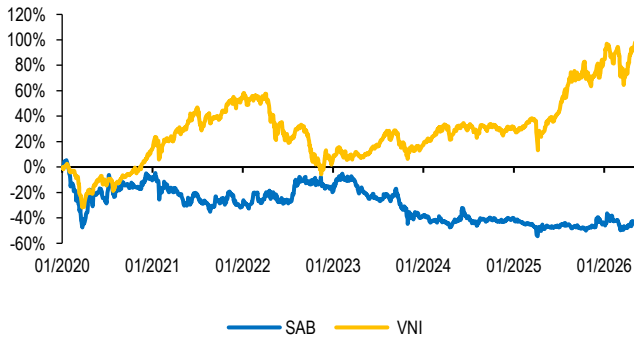
Key ratios

Year	2023	2024	2025	2026F	2027F
EPS (VND)	3,132	3,291	3,347	3,612	3,677
BPS (VND)	18,877	18,152	16,492	15,097	13,766
PER (x)	16.3	14.9	14.1	17.1	16.8
PBR (x)	2.7	2.8	2.8	3.7	4.1
EV/EBITDA (x)	13.7	10.4	9.2	11.4	11.2
Dividend payout ratio (%)	55.2	124.6	145.0	135.2	132.9
Dividend yield (%)	6.5	10.5	10.2	10.2	10.2
Profitability					
EBITDA margin (%)	19.7	19.5	24.8	24.1	23.7
OPM (%)	12.5	13.9	16.6	17.1	16.7
NPM (%)	14.0	14.1	17.7	17.0	16.8
ROA (%)	12.4	13.3	13.9	15.6	16.9
ROE (%)	17.0	18.0	19.3	22.1	24.2
Stability					
Debt to equity ratio (%)	2.8	1.7	1.9	2.1	2.3
Net debt ratio (%)	(368.6)	(331.5)	(289.4)	(236.0)	(218.1)
Cash ratio (%)	277.0	243.1	214.0	209.7	189.7
Interest coverage ratio (x)	108.4	210.1	167.2	174.2	172.4
Activity (%)					
Working capital turnover (days)	44.5	42.1	55.3	47.5	47.7
Inventory turnover (days)	39.8	35.9	45.7	41.7	40.9
Receivable turnover (days)	4.8	5.2	8.0	7.0	5.8

Source: Company data, Shinhan Securities Vietnam

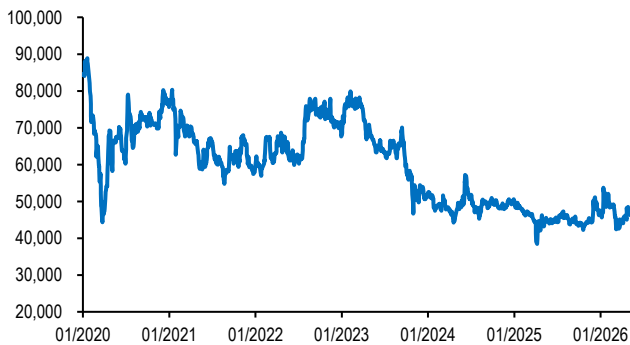
SAB Corp. (SAB VN)

Share performance



Date	Rating	Target price (VND)	Target price gap (%)	
			Average	Max/Min
18/08/2023 (Initiation)	BUY	182,700	-0.2	-12.4/13.2
22/02/2024 (Update)	BUY	73,900	1.2	-25.6/25.1
14/05/2025 (Update)	BUY	68,600	-1.2	8.1/39.8
15/08/2025 (Update)	BUY	58,500	19.2	10.1/46.0
10/11/2025 (Update)	BUY	55,100	13.3	4.2/27.3
26/02/2026 (Update)	BUY	59,400	30.1	10.6/54.5
12/05/2026 (Update)	BUY	61,800	34.8	15.1/46.4

Target price



Note: Calculation of target price gap based on past 12 months

Shinhan Securities Vietnam

Stock

- ◆ **BUY:** Expected 12-month gain of 15% or more
- ◆ **HOLD:** Expected 12-month loss of 15% to gain of 15%
- ◆ **SELL:** Expected 12-month loss of 15% or more

Sector

- ◆ **OVERWEIGHT:** Based on market cap, largest share of sector stocks under coverage is rated BUY
- ◆ **NEUTRAL:** Based on market cap, largest share of sector stocks under coverage is rated HOLD
- ◆ **UNDERWEIGHT:** Based on market cap, largest share of sector stocks under coverage is rated SELL

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