November 10th , 2025

Saigon Beer - Alcohol - Beverage Corporation

[Vietnam / Food and beverages]

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

BUY

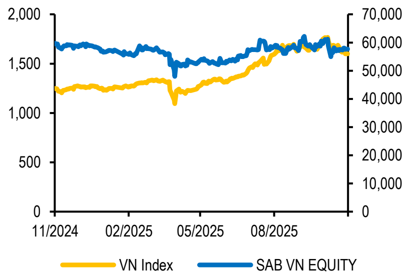
Update Report

Target price (12 months)	**55,100 VND**
Current price (10/11/2025)	46,050 VND
Return (%)	19.7%

VNINDEX	1,593
Market P/E (x)	13.5
Market Cap (bn VND)	59,062
Outstanding shares (1mn)	1,283
Free float (1mn)	134
52-week high/low (VND)	58,500/41,500
90-day avg. trading volume (1mn)	1.08
90-day avg.turnover (bn VND)	39
Foreign ownership (%)	58.4

Major shareholders (%)	Vietnam Beverage Company Limited	54
	Ministry of Industry and Trade	36

Performance	3M	6M	12M
Abs (%)	-3.8	-6.0	-16.6
Rel to VN-Index (%)	-4.3	-31.7	-43.8



Source: Bloomberg

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Slowly recovering

Update recommendation BUY, target price at VND 55,100

Saigon Beer-Alcohol-Beverage Corporation (HOSE: SAB) is the second largest beer producer in Vietnam with a market share of 35% (Euromonitor, 2024). 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 55,100, equivalent to a potential upside of 19.7% from the current market price.

Update SAB's business result in Q3 and 9 months 2025

In Q3/2025, Sabeco recorded VND 6,437 billion revenue (-16% YoY) and net profit of VND 1,404 billion (+21% YoY). Beer revenue continued to decline by 12% YoY due to the impact of the consolidation with Sabibeco and reduced output in the context of a difficult consumer market. Thanks to the impact of the consolidation, combined with lower prices of raw materials such as barley and rice, the beer gross profit margin in Q3 also improved significantly to 38.8%, pushing the total gross profit margin to 37.1% (up 7 percentage points YoY).

Net profit growth was supported by lower financial expenses after completing the allocation of the purchase price of the SBB acquisition. However, these positive factors were also affected by increased selling and administrative expenses as SG&A margin in the period increased to 18.8% (+4.6% YoY).

Thus, in the first 9 months, SAB recorded VND 19,052 billion in net revenue and VND 3,454 billion in after-tax profit, completing 60% and 71% of the plan set out at the Shareholders' Meeting, respectively.

Outlook for 2025 and 2026

We believe that Q4 revenue may continue to grow and achieve better results than Q3 due to the peak season before Tet, but may be affected by storms and floods in the quarter, disrupting the supply chain and affecting consumer behavior. Accordingly, we forecast 2025 revenue to reach VND27,511 billion, down 13.7% YoY and full-year gross profit to reach VND 9,602 billion (+3% YoY) thanks to favorable raw material price trends and continued benefits from post-consolidation synergies supporting GP margin. Moving into 2026, we forecast revenue to return to single-digit growth at VND 28,497 billion (+3.6% YoY) and NPAT to reach VND 4,724 billion (+2.8% YoY) when the consumer market recovers more positively.

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.	2022	2023	2024F	2025F	2026F
Revenue (bn VND)	**34,979**	**30,461**	**31,872**	**27,511**	**28,497**
OP (bn VND)	5,498	3,811	4,437	4,704	4,982
NP (bn VND)	**5,499**	**4,255**	**4,494**	**4,597**	**4,724**
EPS (VND)	7,980	3,132	3,291	3,362	3,455
BPS (VND)	36,083	18,877	18,152	16,534	16,515
OPM	15.7	12.5	13.9	17.1	17.5
NPM	15.7	14.0	14.1	16.7	16.6
ROE	22.4	17.0	18.0	19.6	20.9
PER (x)	18.8	18.4	16.9	16.4	15.9
PBR (x)	4.0	4.2	3.0	3.1	3.3

Source: Company data, Shinhan Securities Vietnam

Update on Q3/2025 and forecast

Billion VND	Q3/2025	Q3/2024	Change (YoY)	9M/2025	Change (YoY)	2025F	Change (YoY)
Net revenue	**6,437**	**7,670**	**-16%**	**19,052**	**-17%**	**27,511**	**-13.7%**
Beer segment	6,021	6,865	-12%	17,694	-12%	25,456	-8.4%
Raw materials	325	724	-55%	1,078	-56%	1,672	-55.0%
Beverages	27	31	-13%	97	-18%	167	2.5%
Others	64	50	28%	182	21%	216	6.4%
Gross profit	**2,387**	**2,278**	**5%**	**6,707**	**-2%**	**9,602**	**3.0%**
Gross profit margin	37.1%	29.7%	7%	35.2%	6%	34.9%	5.7%
Beer segment	38.8%	32.6%	6%	37.1%	4%	37.0%	4.2%
Raw materials	0.3%	0.0%	0%	0.6%	0%	0.4%	0.0%
Beverages	18.5%	25.8%	-7%	22.7%	-4%	22.8%	-5.4%
Others	65.6%	70.0%	-4%	64.3%	-5%	63.7%	-4.9%
Net profit	**1,404**	**1,161**	**21%**	**3,454**	**-1%**	**4,597**	**2.3%**
NPATMI	1,361	1,119	22%	3,361	0%	4,432	2.4%
Net profit margin	21.8%	15.1%	7%	18.1%	0%	16.7%	2.6%

Source: Company data, Shinhan Securities Vietnam

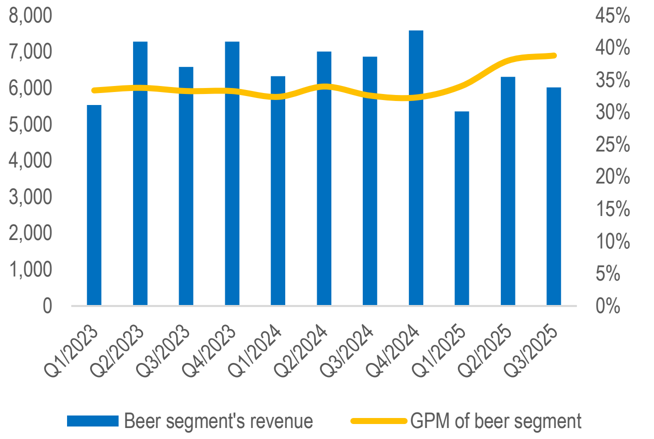
(Revenue deductions are recorded for the beer segment to calculate net revenue)

Sabeco recorded revenue in Q3/2025 of VND 6,437 billion (-16% YoY) and net profit of VND 1,404 billion (+21% YoY). Beer revenue continued to decrease by 12% YoY due to the impact of the consolidation with Sabibeco (SBB) when SBB became a subsidiary instead of an affiliated company (special consumption tax was excluded from beer sales revenue that SAB purchased from SBB) and reduced output in the context of a difficult consumer market. The raw materials segment also decreased by 55% YoY due to the impact of the consolidation. Also thanks to the impact of the consolidation and the decrease in rice malt prices, the beer segment's gross profit margin also improved significantly to 38.8% (same period was 36.6%), pushing the total gross profit margin to 37.1% (up 7 percentage points YoY).

Net profit growth was supported by lower financial expenses after the SBB acquisition was completed. However, these positive factors were also affected by higher selling and administrative expenses as SG&A margin increased to 18.8% (+4.6% YoY).

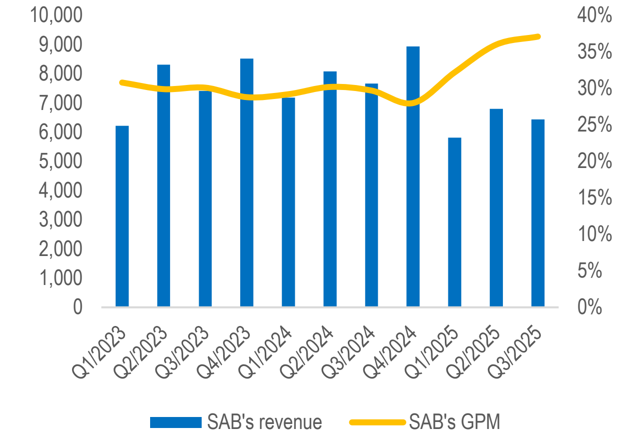
Thus, in the first 9 months, SAB recorded VND 19,052 billion in net revenue and VND 3,454 billion in net profit, completing 60% and 71% of the plan set at the AGM, respectively.

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



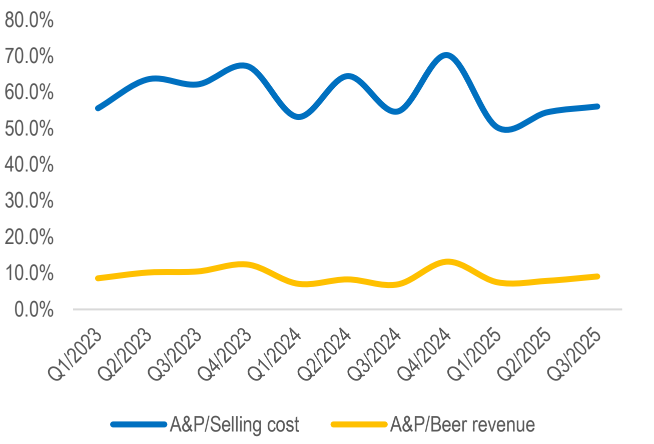
Source: Company data, Shinhan Securities Vietnam

Revenue and GPM of Sabeco by quarter



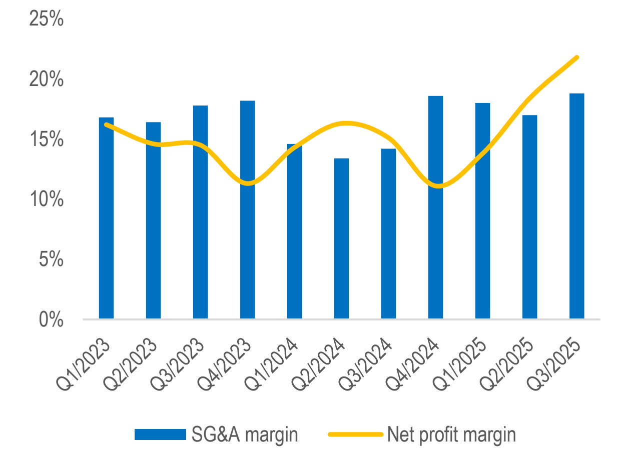
Source: Company data, Shinhan Securities Vietnam

Advertising and promotion (A&P) expense by quarter



Source: Company data, Shinhan Securities Vietnam
(*) A&P is a component of selling expense

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



Source: Company data, Shinhan Securities Vietnam

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Currently, the company has started its sales campaign for Tet and launched its Tet packaging identity to the market, being the first company to launch Tet products on the market. In addition, the company also shared that in the near future, it will focus on increasing coverage in rural areas by opening new points of sale to compensate for traditional GT stores that have closed due to the impact of the new Decree on taxes and invoices, while focusing on developing modern distribution channels (MT) to keep up with the general trend.

Valuation and Recommendation

Recommend BUY with target price VND 55,100

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 55,100, representing a 19.7% upside to the current market price.

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 14.6x and the average 5-year historical P/E of SAB is 18.9x. Combined with the projected EPS in 2026 at VND 3,455, **we expect SAB's 12-month target price to be VND 58,044.**

Peer valuation

Ticker	Company name	P/E	Mkt Cap (billion VND)	Revenue Growth (%)	EPS Growth (%)	ROE (%)
HEIM MK Equity	HEINEKEN MALAYSIA BHD	20.5	41,177	6.03	20.56	114.08
CAB MK Equity	CARLSBERG BREWERY MALAYSIA B	14.5	31,592	5.11	2.57	135.63
MLBI IJ Equity	MULTI BINTANG INDONESIA PT	11.1	19,346	1.86	7.43	84.25
LION SL Equity	LION BREWERY CEYLON PLC	13.6	11,411	12.46	16.90	30.67
BHN VN Equity	HANOI BEER ALCOHOL & BEVERAGES	13.5	7,417	5.98	13.54	8.98
	Mean	14.6				
	SAB's 5-year average historical P/E	18.9				
	Target P/E	16.8				
	EPS 2026F (VND)	3,455				
	Target price (VND)	**58,044**				

Source: Bloomberg, Shinhan Securities Vietnam

For the Weighted Average Cost of Capital (WACC), we use the 10-year Vietnamese government bond yield at 4% as the risk-free rate. **Based on these assumptions, we shift the valuation to early 2026, whereby SAB's FCFF target price is determined at VND 52,100.**

Weighted Average Cost of Capital (WACC)	
WACC (%)	**10.40%**
Risk-free rate (%)	4%
Equity risk premium (%)	8.66%
Beta	0.74
Debt cost (%)	7%
The cost of equity(%)	10.4%
Debt-to-equity ratio	0.01
Total debt (Billion VND)	341

Source: Company data, Shinhan Securities Company

FCF valuation

Unit: billion VND	2025F	2026F	2027F	2028F	2029F	2030F
Net profit	4,597	4,724	4,865	5,091	5,251	5,461
Plus: After-tax interest expense	23	23	23	22	22	22
Plus: Depreciation & Amortization	536	545	539	551	562	136
Minus: Change in working capital	454	110	149	(79)	(161)	(14)
Minus: CapEx	326	385	239	244	269	255
Free Cash Flow (FCF)	**4,376**	**4,797**	**5,039**	**5,499**	**5,727**	**5,378**
Discount rate	-	0.91	0.82	0.74	0.67	0.61
PV of FCF	19,684					
Growth rate	0%					
Present value of long-term value	31,544					
Enterprise value	51,228					
Debt	341					
Cash and cash equivalents	17,682					
Minority interest	1,810					
Number of shares outstanding (billion units)	1.28					
Target price (VND)	**52,100**					

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 (COGS). 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 task

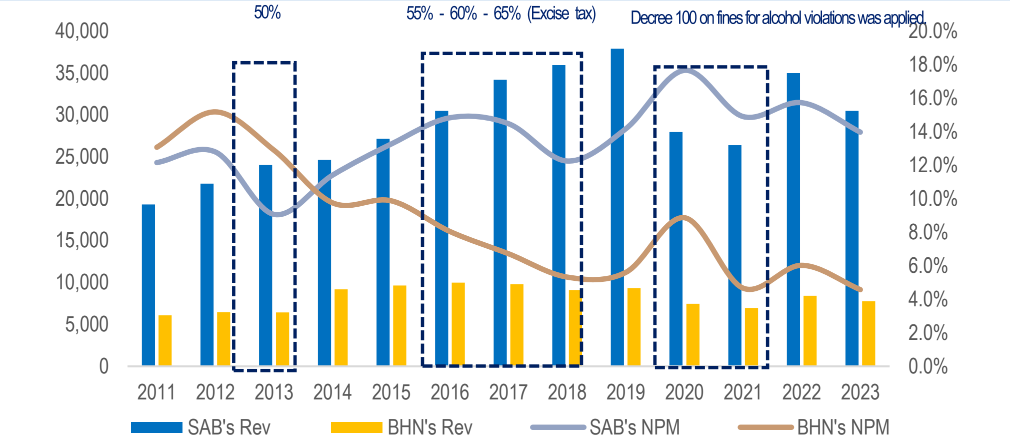
The excise tax on beer is currently at 65% and on wine at 35-65% depending on the alcohol content. The Ministry of Finance finalized the roadmap for increasing excise tax in July, according to which the tax rate will start to increase from 2027 (instead of 2026 as previously drafted). We believe that 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.

Vietnam has experienced 4 increases in excise tax on beer. The applicable tax rate was 45% in the period 2010-2012, then increased steadily to 50% from 2013, 55% from 2016, 60% from 2017 and 65% from 2018. When looking back at previous excise tax increases, we see that:

(1) With Sabeco (SAB), revenue was almost unaffected by the tax increase (excluding the impact of the COVID epidemic in 2020-2021), except for the 2014 revenue which did not grow, the 2016-2018 period still increased at a rate of 12%/12%/5% respectively. Net profit margin decreased during the tax increase years and then quickly recovered.

(2) Hanoi Beer (BHN) seems to be more heavily affected by the increase in excise tax. Revenue and profit margin both decreased during the tax increase period. Part of the reason is that BHN gradually lost ground in the market share race when it could not compete in the mid-range and high-end segments.

Periods of increased excise tax



Source: Company data, Shinhan Securities Vietnam

3. Policy risk

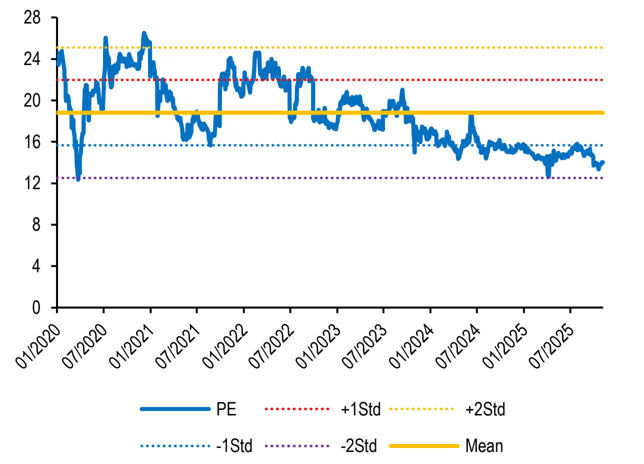
Many policies have been issued by the State to prevent the impact of excessive alcohol consumption, as well as alcohol consumption by minors. Policy and law are important factors that affect companies that produce or distribute specific products such as beer, alcohol, cigarettes, etc.

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

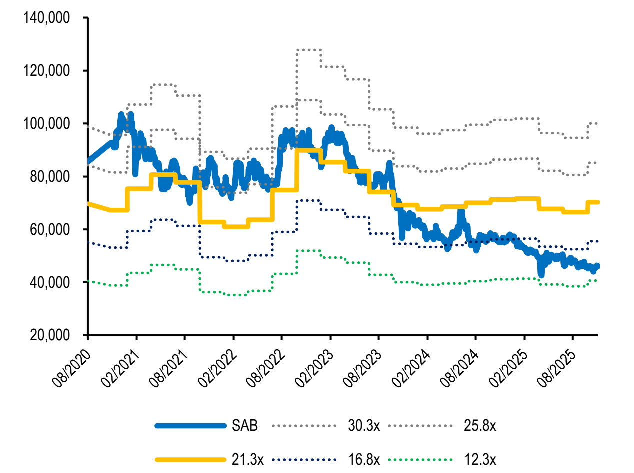
As the entire consumer market is almost domestic, Sabeco's sales depend significantly on domestic consumption, which is affected by income, consumption trends, weather and cultural and social factors. In the context of a slowing economy, consumers tend to tighten spending, especially on non-essential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

PER of SAB since 2020



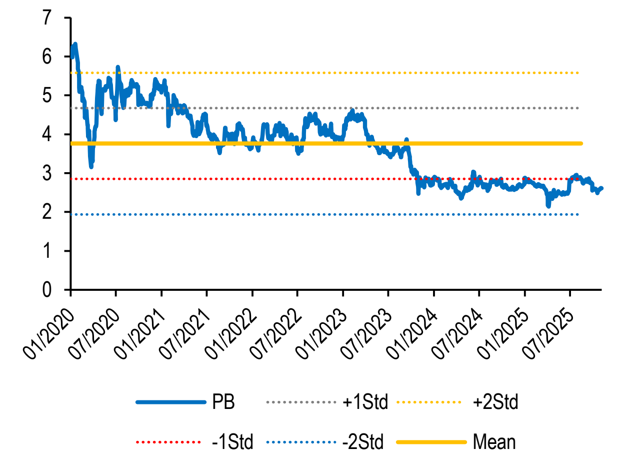
Source: Bloomberg, Company data, Shinhan Securities Vietnam

PER chart of SAB



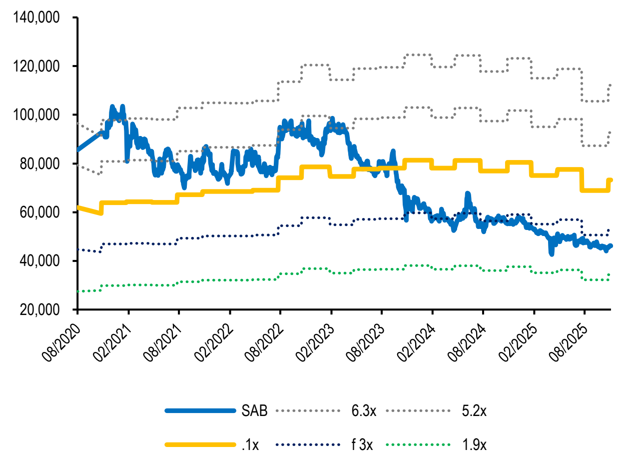
Source: Bloomberg, Company data, Shinhan Securities Vietnam

PBR of SAB since 2020



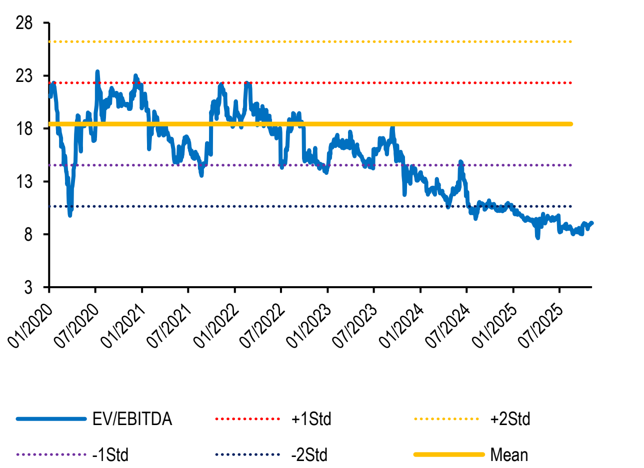
Source: Bloomberg, Company data, Shinhan Securities Vietnam

PBR chart of SAB



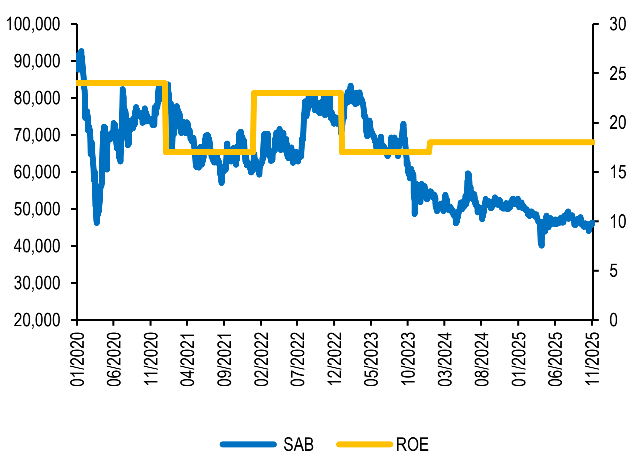
Source: Bloomberg, Company data, Shinhan Securities Vietnam

EV/EBITDA of SAB since 2020



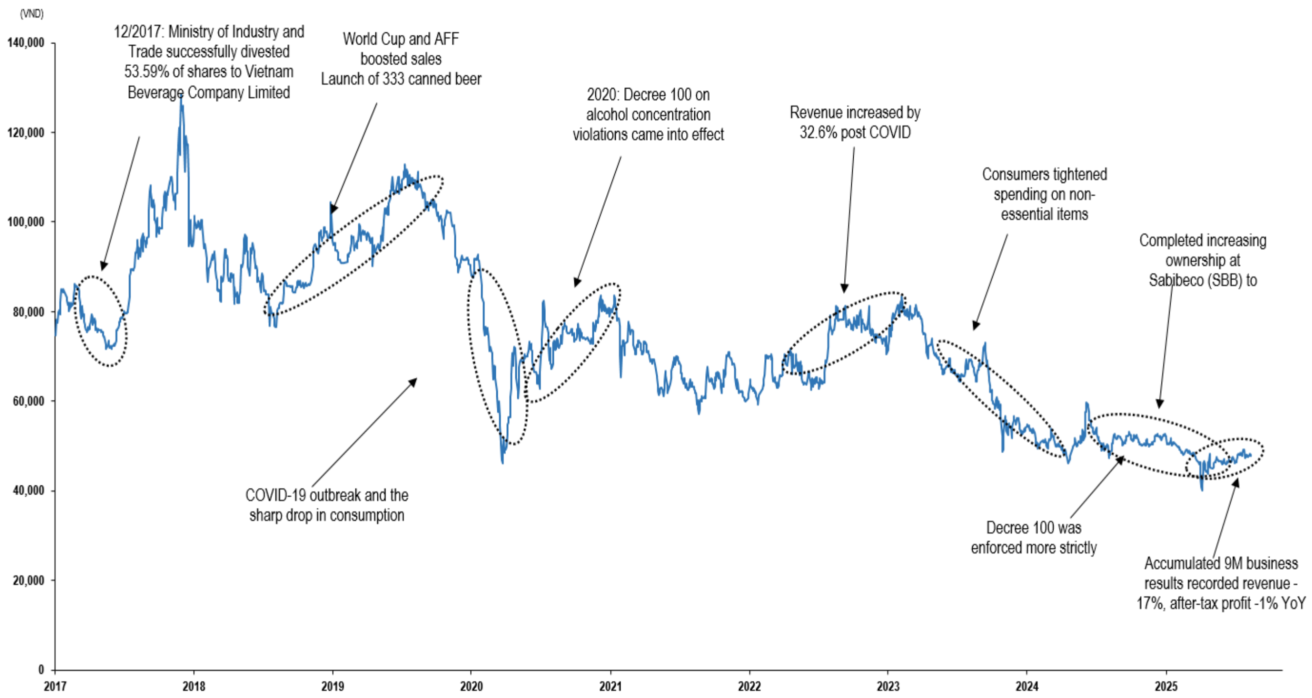
Source: Bloomberg, Company data, Shinhan Securities Vietnam

Price and ROE of SAB



Source: Bloomberg, Company data, Shinhan Securities Vietnam

Key events chart of SAB



Source: Bloomberg, Company data, Shinhan Securities Vietnam

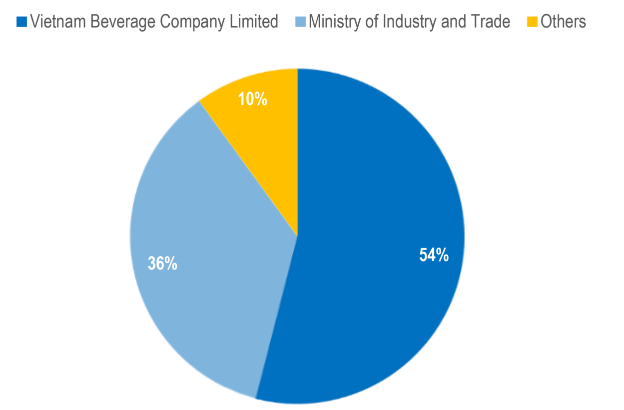
Company background

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 145 years of history, Sabeco has brought Vietnamese beer to 38 countries and territories.

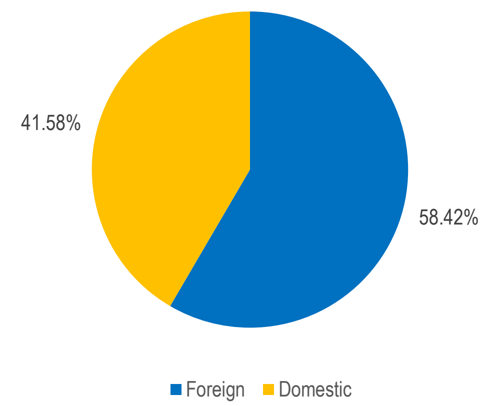
2017 marked a historic milestone for SAB when ThaiBev successfully acquired SAB with a value of up to USD 4.8 billion through Vietnam Beverage. This was the record deal of the Asian beer industry made up to that time. After the acquisition, SAB continued to grow and achieved revenue of up to VND 37,999 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 06/11/2025



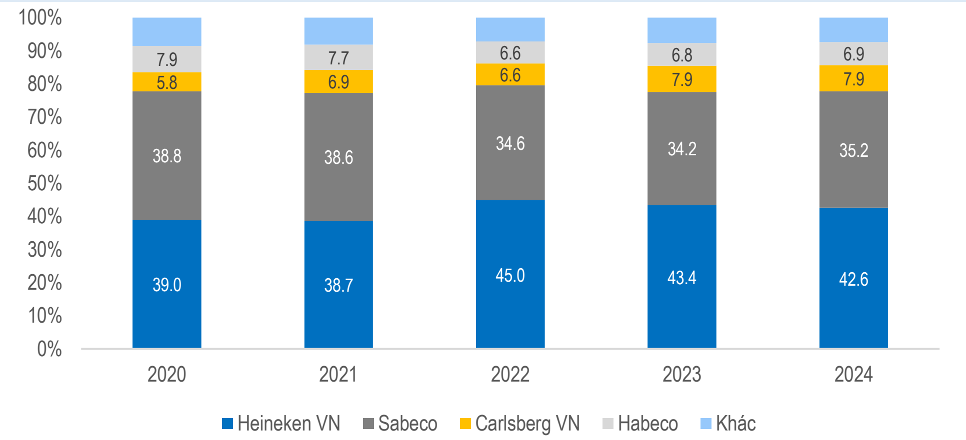
Source: Company data, Shinhan Securities Vietnam

SAB's ownership structure at 06/11/2025



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 Heniken Brewery. Heniken continuously launches new products such as Heniken Silver, Heniken 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.

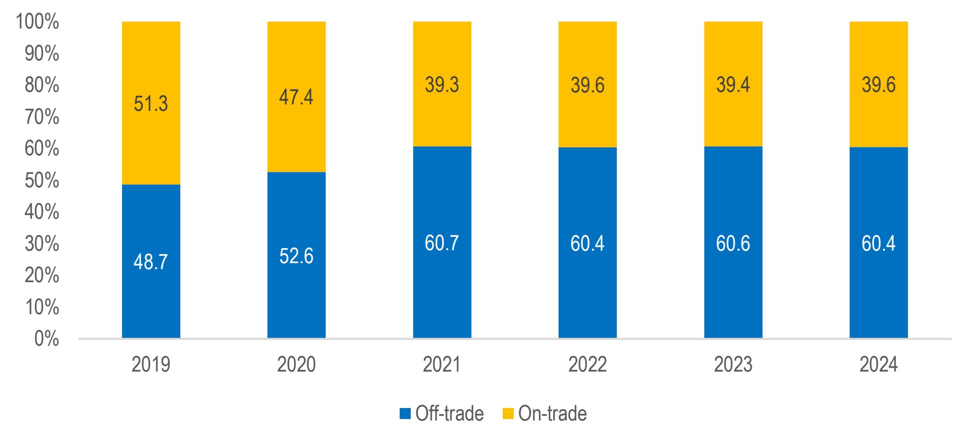
- Economy segment: Customers are mainly low-middle-class people with prices of less than 40,000 VND/liter (equivalent to 11,000 - 13,000 VND/can). Two prominent brands in this segment include Huda and Larue. There is also "bia hơi", which is produced mainly at home and distributed at restaurants and 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.

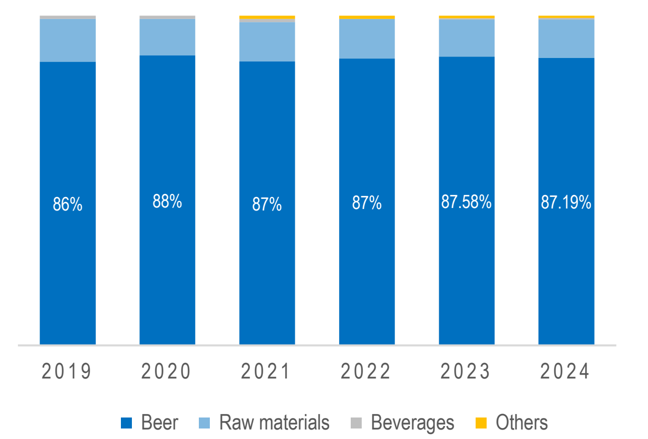
4. Structure of revenue, gross profit and operating expenses

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%.

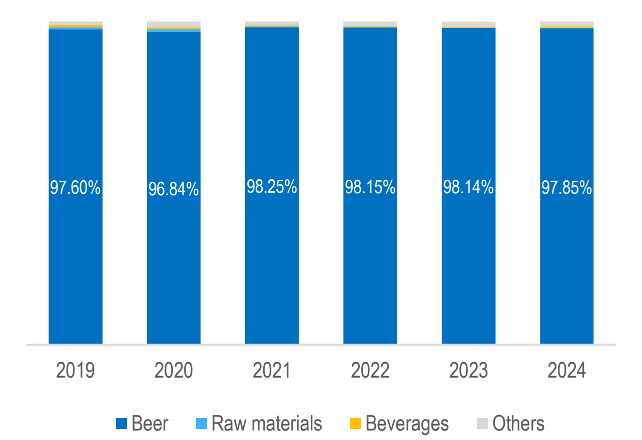
Beverages include carbonated water products and purified water. Although the average gross profit margin is at 25%, this segment's revenue only contributes a very small proportion (1% of total revenue).

SAB's revenue structure



Source: Company data, Shinhan Securities Vietnam

SAB's gross margin structure

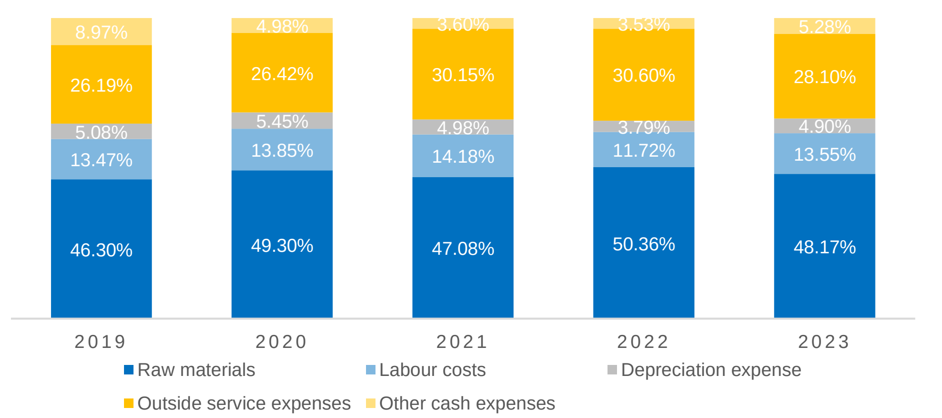


Source: Company data, Shinhan Securities Vietnam

In the operating cost structure, the cost of raw materials has the highest proportion, with about 46-50% 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)	2022	2023	2024	2025F	2026F
Total assets	**34,465**	**34,056**	**33,440**	**30,126**	**30,534**
Current assets	26,860	26,553	25,067	22,012	22,512
Cash & equivalents	4,069	5,040	4,478	4,550	6,795
Short-term financial asset	19,411	17,741	16,566	14,300	12,254
Accounts receivable	898	1,229	1,818	1,111	1,305
Inventories	1,447	1,668	2,194	2,318	1,979
Others	1,035	875	11	-267	179
Non-current assets	7,605	7,503	8,373	8,114	8,022
Net fixed assets	4,455	3,970	3,593	3,301	3,165
Investment assets	134	144	122	216	203
Other long-term assets	3,150	3,533	4,780	4,813	4,857
Total liabilities	**9,874**	**8,571**	**9,002**	**7,599**	**7,862**
Current liabilities	9,214	8,225	8,657	7,258	7,524
Accounts payable	2,766	2,476	2,642	2,231	2,331
Short-term borrowings	659	530	245	247	247
Others	5,789	5,219	5,770	4,780	4,946
Non-current liabilities	660	347	345	341	338
Long-term borrowings	374	171	169	166	163
Other financial liabilities	286	176	176	175	175
Total shareholders' equity	**24,591**	**25,485**	**24,437**	**22,527**	**22,672**
Capital stock	6,413	12,826	12,826	12,826	12,826
Capital surplus	0	0	0	0	0
Other capital	2,613	2,442	2,393	2,559	2,729
Retained earnings	15,565	10,217	9,218	7,142	7,117
Non-controlling interest equity	1,275	1,373	1,451	1,273	1,155
*Total debt	1,033	701	414	413	410
*Net debt (cash)	(22,447)	(22,080)	(20,630)	(18,437)	(18,639)

Statement of comprehensive income

Year to Dec. (bn VND)	2022	2023	2024	2025F	2026F
Revenue	**34,979**	**30,461**	**31,872**	**27,511**	**28,497**
Growth (%)	32.6	-12.9	4.6	-13.7	3.6
COGS	**(24,208)**	**(21,370)**	**(22,554)**	**(17,910)**	**(18,671)**
Gross profit	10,771	9,091	9,318	9,601	9,826
GPM (%)	30.8	29.8	29.2	34.9	34.5
SG&A	(5,273)	(5,280)	(4,881)	(4,897)	(4,844)
Operating profit	5,498	3,811	4,437	4,704	4,982
Growth (%)	56.6	(30.7)	16.4	6.0	5.9
OPM (%)	15.7	12.5	13.9	17.1	17.5
Non-operating profit	1,316	1,560	1,209	1,071	953
Financial income	1,091	1,433	1,067	1,034	885
Financial expense	(82)	(73)	(25)	(118)	(65)
In which: interest expenses	(46)	(50)	(27)	(29)	(29)
Net other non-operating profit	307	200	167	155	133
Pre-tax profit	6,813	5,370	5,647	5,775	5,935
Income tax	(1,314)	(1,115)	(1,153)	(1,178)	(1,211)
Net profit	**5,499**	**4,255**	**4,494**	**4,597**	**4,724**
Growth (%)	40.0	(22.6)	5.6	2.3	2.8
NPM (%)	15.7	14.0	14.1	16.7	16.6
Controlling interest	5,224	4,118	4,330	4,432	4,554
Non-controlling interest	275	137	164	165	170
EBIT	6,859	5,420	5,674	5,804	5,964
Growth (%)	39.8	(21.0)	4.7	2.3	2.8
EBIT Margin (%)	19.6	17.8	17.8	21.1	20.9
EBITDA	7,420	5,990	6,223	6,340	6,509
Growth (%)	35.8	(19.3)	3.9	1.9	2.7
EBITDA margin (%)	21.2	19.7	19.5	23.0	22.8

Statement of cash flow

Year to Dec. (bn VND)	2022	2023	2024	2025F	2026F
Cash flow from operations	**4,377**	**1,941**	**4,245**	**3,545**	**4,218**
Net profit	6,813	5,370	5,647	5,775	5,935
Depreciation expense	561	570	549	536	545
(Gain) from investing activities	(1,031)	(1,626)	(1,249)	(1,001)	(858)
Change in working capital	(199)	(1,109)	574	(454)	(110)
Others	(1,767)	(1,264)	(1,276)	(1,311)	(1,294)
Cash flow from investments	**(1,867)**	**2,716**	**137**	**2,941**	**2,519**
Change in fixed assets	(529)	(282)	(292)	(326)	(385)
Change in investment assets	(2,352)	1,634	(121)	2,266	2,046
Others	1,014	1,364	550	1,001	858
Cash flow from financing	**(2,048)**	**(3,684)**	**(4,944)**	**(6,414)**	**(4,492)**
Change in equity	-	-	-	-	-
Net borrowing	371	(330)	(285)	(1)	(3)
Dividends	(2,419)	(3,354)	(4,659)	(6,413)	(4,489)
Change in total cash	**462**	**973**	**(562)**	**72**	**2,245**
Beginning cash	3,606	4,069	5,040	4,478	4,550
Change in FX rates	1	(2)	-	-	-
Ending cash	4,069	5,040	4,478	4,550	6,795

Source: Company data, Shinhan Securities Vietnam

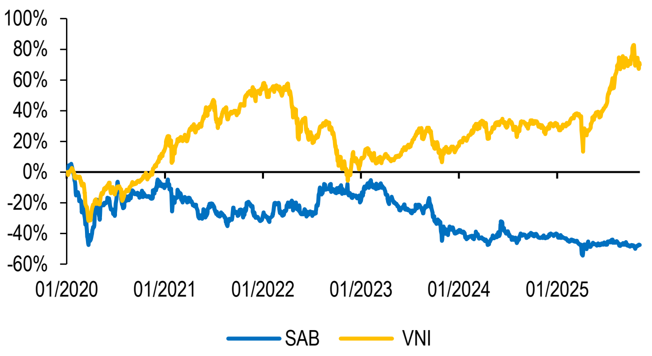
Key ratios

Year	2022	2023	2024	2025F	2026F
EPS (VND)	7,980	3,132	3,291	3,138	3,205
BPS (VND)	36,083	18,877	18,152	16,311	16,042
DPS (VND)	1,890	2,620	3,640	5,010	3,507
PER (x)	18.8	18.4	16.9	18.6	18.3
PBR (x)	4.0	4.2	3.0	3.1	3.6
EV/EBITDA (x)	12.9	12.3	11.4	12.6	12.3
Dividend payout ratio (%)	61.4	70.1	118.5	155.1	106.2
Dividend yield (%)	8.7	6.5	10.5	10.5	7.4
Profitability					
EBITDA margin (%)	21.2	19.7	19.5	21.7	21.6
OPM (%)	15.7	12.5	13.9	16.2	16.2
NPM (%)	15.7	14.0	14.1	15.6	15.5
ROA (%)	16.0	12.4	13.3	13.6	14.7
ROE (%)	22.4	17.0	18.0	18.4	19.8
Stability					
Debt to equity ratio (%)	4.2	2.8	1.7	1.8	1.8
Net debt ratio (%)	(302.5)	(368.6)	(331.5)	(301.3)	(293.8)
Cash ratio (%)	254.8	277.0	243.1	253.5	245.6
Interest coverage ratio (x)	149.1	108.4	210.1	193.5	197.7
Activity (%)					
Working capital turnover (days)	38.1	44.5	42.1	49.0	43.9
Inventory turnover (days)	30.4	39.8	35.9	39.4	37.9
Receivable turnover (days)	2.3	4.8	5.2	5.2	4.8

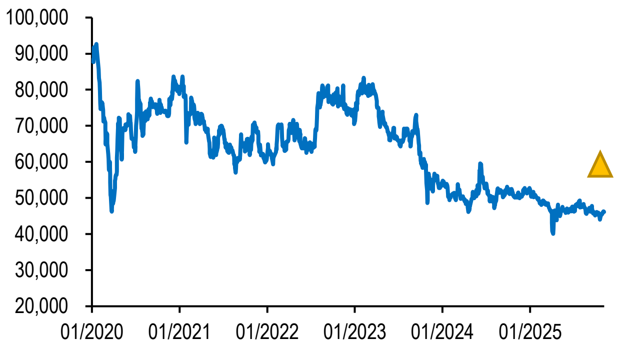
Source: Company data, Shinhan Securities Vietnam

SAB Corp. (SAB VN)

Share performance



Target price



Date	Rating	Target price (VND)	Target price gap (%) Average	Max/Min
18/08/2023 (Initation)	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

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

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Stock	Sector
◆ **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	◆ **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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