



**BUSINESS UPDATE
FOR THE NINE MONTHS ENDED 30 JUNE 2023**

KEY HIGHLIGHTS

- Sales revenue increased 3.8% year-on-year to Baht 215,893 million driven by resurgence of economic activity and recovery of Thailand's tourism industry
- EBITDA¹ performance took into account the revenue improvement, higher brand investment and cost pressures
- Financial position remained robust with strong free cash flow

BANGKOK, Thailand, 9 August 2023 – 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 2023 (“**9M23**”).

BUSINESS SEGMENT

<i>(Million Baht)</i>						
9M23	SPIRITS	BEER	NAB	FOOD	ELIMINATE	THAIBEV
Sales Revenue	93,673	93,262	14,822	14,296	(160)	215,893
<i>Changes YoY</i>	<i>3.3%</i>	<i>0.7%</i>	<i>15.6%</i>	<i>19.2%</i>		<i>3.8%</i>
EBITDA	23,763	10,783	1,773	1,446		37,765
<i>Changes YoY</i>	<i>6.2%</i>	<i>-19.8%</i>	<i>3.3%</i>	<i>-8.4%</i>		<i>-3.4%</i>
9M22	SPIRITS	BEER	NAB	FOOD	ELIMINATE	THAIBEV
Sales Revenue	90,648	92,573	12,826	11,990	(115)	207,922
EBITDA	22,369	13,446	1,717	1,578		39,110

SPIRITS – The spirits business generated a 3.3% rise in sales revenue to Baht 93,673 million year-on-year, despite the total sales volume decreasing by 3.5% compared to the previous corresponding period (“**9M22**”). The spirits business has delivered a strong performance in both EBITDA and EBITDA margin. EBITDA margin expanded from 24.7% to 25.4%, with EBITDA reached Baht 23,763 million. The margin expansion was driven by price adjustment and changes in the portfolio mix in Thailand amid higher consumption of brown spirits. The international business, including Myanmar, has also reported a strong performance with increases in both sales revenue and EBITDA.

BEER – Sales revenue for the beer business increased 0.7% to Baht 93,262 million in 9M23 even as total sales volume declined 5.2%. An increase in brand investment, marketing activities and competitive pressures, coupled with rising key raw material and packaging costs, contributed to EBITDA declining 19.8% to Baht 10,783 million.

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

NON-ALCOHOLIC BEVERAGES (NAB) – The NAB business recorded a 15.6% rise in sales revenue to Baht 14,822 million in 9M23, lifted by 8.7% increase in sales volume amid improvement in consumption. Improved production efficiency arising from increased utilization partially offset higher costs from brand investment, marketing activities and raw materials. For the period, EBITDA increasing by 3.3% to Baht 1,773 million compared to 9M22.

FOOD – The food business registered a 19.2% increase in sales revenue to Baht 14,296 million, in line with the rise in dine-in traffic at restaurants, and reflecting ongoing efforts to improve brand visibility and accessibility. Taking into account pre-operating costs incurred in conjunction with opening of new stores, cost push factors, as well as higher operational and administrative costs in line with the increase in business activity, EBITDA decreased 8.4%, to Baht 1,446 million.

FINANCIAL UPDATE

	<i>(Million Baht)</i>		
BALANCE SHEET	30-Sep-22	30-Jun-23	<i>Changes</i>
<u>TOTAL ASSETS</u>	<u>507,789</u>	<u>494,266</u>	<u>(13,523)</u>
Current assets	110,693	110,194	(499)
Non-current assets	397,096	384,072	(13,024)
<u>TOTAL LIABILITIES</u>	<u>258,400</u>	<u>254,993</u>	<u>(3,407)</u>
Current liabilities	89,129	112,211	23,082
Non-current liabilities	169,271	142,782	(26,489)
<u>TOTAL SHAREHOLDER'S EQUITY</u>	<u>249,389</u>	<u>239,273</u>	<u>(10,116)</u>

	<i>(Million Baht)</i>		
INTEREST BEARING DEBT	30-Sep-22	30-Jun-23	<i>Changes</i>
<i>(From Banks, Debentures and others)</i>			
<u>Interest Bearing Debt</u>			
Current	55,306	77,425	22,119
Non-current	153,058	128,456	(24,602)
<u>Total Interest Bearing Debt</u>	<u>208,364</u>	<u>205,881</u>	<u>(2,483)</u>
Cash and Cash Equivalents	51,867	48,819	(3,048)
<u>Net Interest Bearing Debt</u>	<u>156,497</u>	<u>157,062</u>	<u>565</u>

	<i>(Million Baht)</i>
INTEREST BEARING DEBT (From Banks, Debentures and others)	30-Jun-23
Within one year (Jun 2024)	77,425
After one year but within five years (Jun 2028)	90,587
After five years	37,869
Total	205,881

ThaiBev issued debentures No.2/2023 with an aggregate principal amount of Baht 15,000 million to prepay current portion of long-term loans from financial institutions and convert short-term loans to long-term debts. The debenture tenor consisted of 3 years, 4 years and 10 years and the weighted average interest rate was 3.44% per annum. For further details, please refer to ThaiBev's announcement dated 19 July 2023.

FINANCIAL RATIOS	30-Sep-22	30-Jun-23
Net Interest Bearing Debt to Equity Ratio (times)	0.63	0.66
Net Interest Bearing Debt to EBITDA ² Ratio (times) (LTM)	2.90	3.01

	<i>(Million Baht)</i>
CASH FLOW STATEMENT	9M23
	<i>Ended 30 Jun 23</i>
Net cash from operating activities	23,355
Net cash from investing activities	5,074
Net cash used in financing activities	(26,344)
Increase in cash and cash equivalents	2,085
Adjustment from financial statement translation	290
Net decrease in cash at financial institutions	(5,423)
Net decrease in cash and cash at financial institutions	(3,048)
Cash and cash at financial institutions at beginning of period	51,867
Cash and cash at financial institutions at end of period	48,819

UNAUDITED RESULTS FOR THE NINE MONTHS ENDED 30 JUNE 2023

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.

² Earnings before interest, taxation, depreciation, and amortization for the Group