

SBN 001/2020

February 21, 2020

Subject : Operating Result of the year 2019

To : The Managing Director, The Stock Exchange of Thailand

Sabina Public Co.,Ltd. Would like to clarify the operating result of the year 2019 as follows:-

Million Baht	Q4	Q4		Q3		YEAR	YEAR	
	2019	2018	YoY%	2019	QoQ%	2019	2018	YoY%
Revenue from sales	803.3	771.8	4.1%	844.4	-4.9%	3,279.5	3,089.8	6.1%
Revenue from service	-	-		-		0.2	-	
Total revenue from sales & service	803.3	771.8	4.1%	844.4	-4.9%	3,279.7	3,089.8	6.1%
Cost of sales	348.0	355.1	-2.0%	388.1	-10.3%	1,494.1	1,494.9	0.0%
Gross profit	455.2	416.7	9.2%	456.3	-0.2%	1,785.6	1,595.0	12.0%
%	56.7%	54.0%		54.0%		54.4%	51.6%	
Other Income	1.0	3.5	-69.7%	3.1	-65.7%	15.2	13.1	16.5%
Total Revenue	804.3	775.2	3.8%	847.5	-5.1%	3,295.0	3,102.9	6.2%
Selling and Administrative expenses	334.3	326.9	2.3%	310.4	7.7%	1,276.4	1,155.8	10.4%
Profit before interest & tax	121.9	93.2	30.8%	149.0	-18.2%	524.4	452.3	15.9%
%	15.2%	12.0%		17.6%		15.9%	14.6%	
Finance costs	2.8	0.8	275.1%	2.6	9.2%	8.3	1.4	477.9%
Income tax	22.5	17.0	32.1%	29.9	-24.7%	102.8	89.3	15.2%
Profit for the period	96.7	75.5	28.1%	116.6	-17.1%	413.2	361.6	14.3%
%	12.0%	9.7%		13.8%		12.5%	11.7%	

Total Revenue

In 4Q19, the total revenue was Baht 804.3 million, increased 3.8% from 4Q18 and decreased 5.1% from 3Q19.

In 4Q19, the revenue from sales and service was Baht 803.3 million, increased 4.1% from 4Q18 and decreased 4.9% from 3Q19.

In 2019, the total revenue was Baht 3,295 million, increased 6.2% from 2018.

In 2019, the revenue from sales and service was Baht 3,279.7 million, increased 6.1% from 2018.

Revenue by type in 2019

Unit : Million Bht.

	Q4		Q4		YEAR		YEAR	
	2019	%	2018	Q4 19/Q4 18	2019	%	2018	2562/2561
Sabina - Retailer	643.7	80%	633.9	1.5%	2,580.9	79%	2,489.0	3.7%
- Non store retailing	72.9	9%	54.4	33.9%	335.5	10%	253.6	32.3%
- Export	5.3	1%	14.6	-63.6%	76.0	2%	60.5	25.7%
OEM	81.4	10%	68.9	18.2%	287.0	9%	286.8	0.1%
Total	803.3	100%	771.8	4.1%	3,279.5	100%	3,089.8	6.1%

Operating results in 2019 is better than the company expected, because the demand is affected by many factors whether it is the economic slowdown that causes consumer confidence to decline. However, the company has a marketing strategy , product development and have a new collection such as "Body Bra" with "Bifern Pimchanok Leuvisadpaibul" as the presenter make it such a highlight product in 2019. Including online sales strategies such as the 11.11 and 12.12 campaigns have made the company's sales very successful.

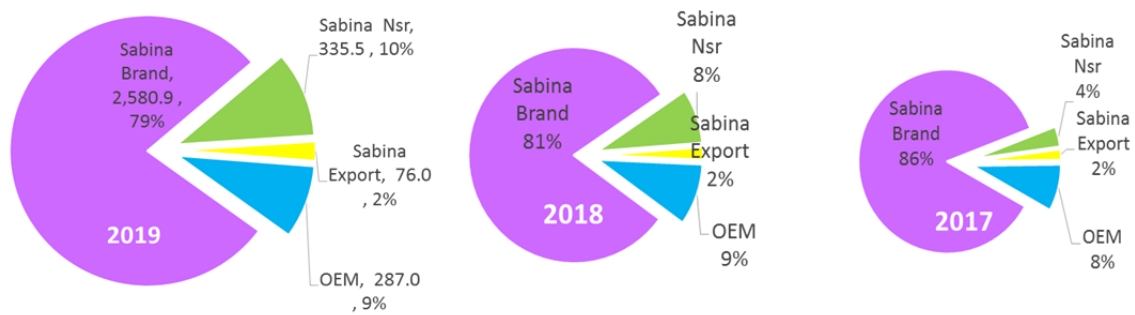
Revenue by type in Q4 2019

- The sales revenue of Sabina Brand was Baht 643.7 million , increased 1.5% from 4Q18.
- The sales revenue of Non store retailing was Baht 72.9 million, increased 33.9% from 4Q18.
- The sales revenue of Sabina export was Baht 5.3 million, decreased 63.6% from 4Q18.
- The sales revenue of OEM was Baht 81.4 million , increased 18.2% from 4Q18.

Revenue by type in 2019

- The sales revenue of Sabina Brand was Baht 2,580.9 million , increased 3.7% from 2018.
- The sales revenue of Non store retailing was Baht 335.5 million, increased 32.3% from 2018.
- The sales revenue of Sabina export was Baht 76 million, increased 25.7% from 2018.
- The sales revenue of OEM was Baht 287 million , increased 0.1% from 2018.

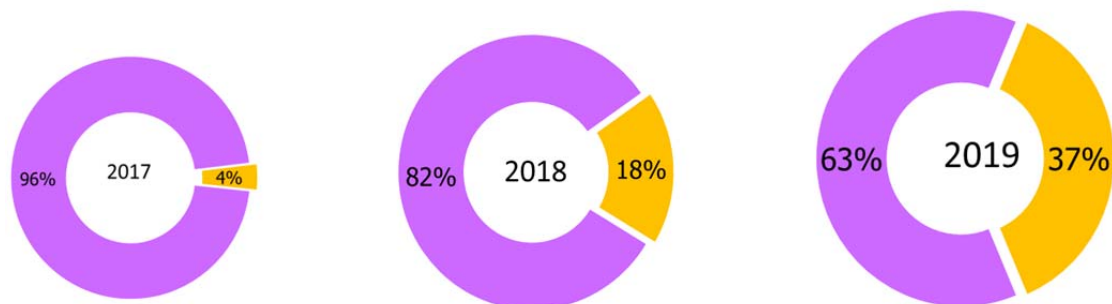
Comparison of revenue proportion 2019



From the chart, it can be seen that the proportion of income from the 4 main structures of the company, there is a change in revenue from retail stores that changed from 86% 2017: 81% 2018: 79% 2019 with less proportion in increasing growth rates with the revenue from non-retailing sales increasing by 4% 2017: 8% 2018: 10% 2019 which NSR sales will enable the company to save more sales and administrative expenses. Resulting in higher net profit as for the revenue from Sabina export and OEMs proportion has not changed.

Gross profit

The result of increased production efficiency including increasing the proportion of sourcing of quality products and controllable costs. While also positive factors from the appreciation exchange rate resulting in a 54.4% increase in gross profit in 2019.



Gross Profit Margin	2019	2018
Produce	53%	50%
Sourcing	59%	59%
Sum Gpm.	54%	52%

In 4Q19, gross profit amounted to Baht 455.2 million or 56.7% which increased from 4Q18, amounted to Baht 416.7 million or 54%.

In 2019, gross profit amounted to Baht 1,785.6 million or 54.4% which increased from 2018, amounted to Baht 1,595 million, or 51.6%

Selling and Administrative expenses

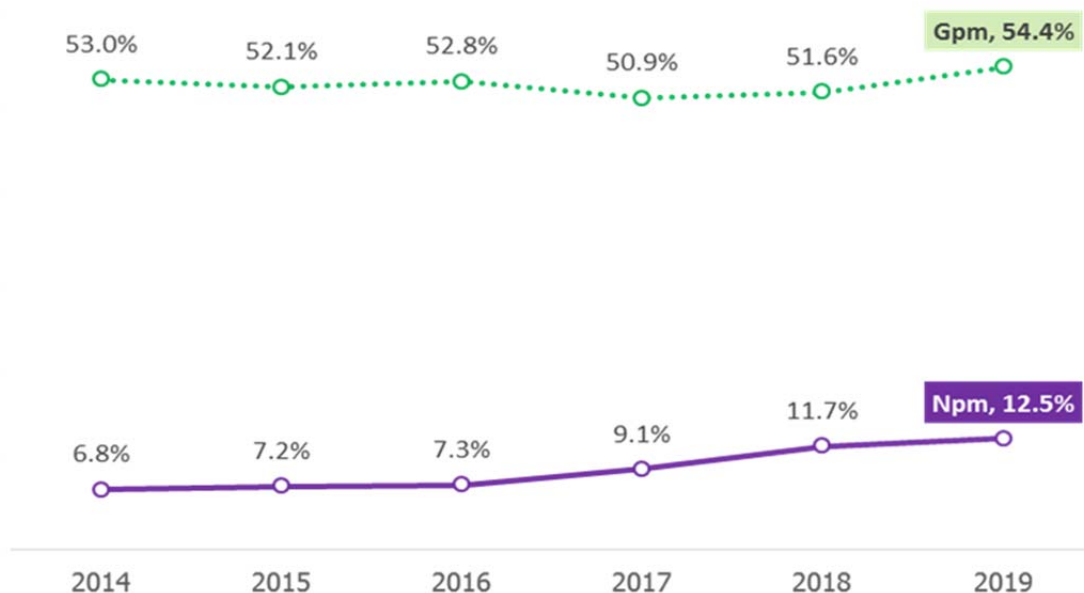
In 2019, selling and administrative expenses amounted to Baht 1,276.4 million or 38.7% of total revenue and increased 10.4% from 2018.

In 2Q19, there was extraordinary item ,accounting records employee benefit expenses (Increase from 300 days to 400 days)amounted to Baht 14 million.

Net profit

In 4Q19, net profit amounted to Baht 96.7 million or 12%, increased 28.1% from 4Q18 and decreased 17.1% from 3Q19.

In 2019, net profit amounted to Baht 413.2 million or 12.5%, increased 14.3% from 2018.



Statement of financial position

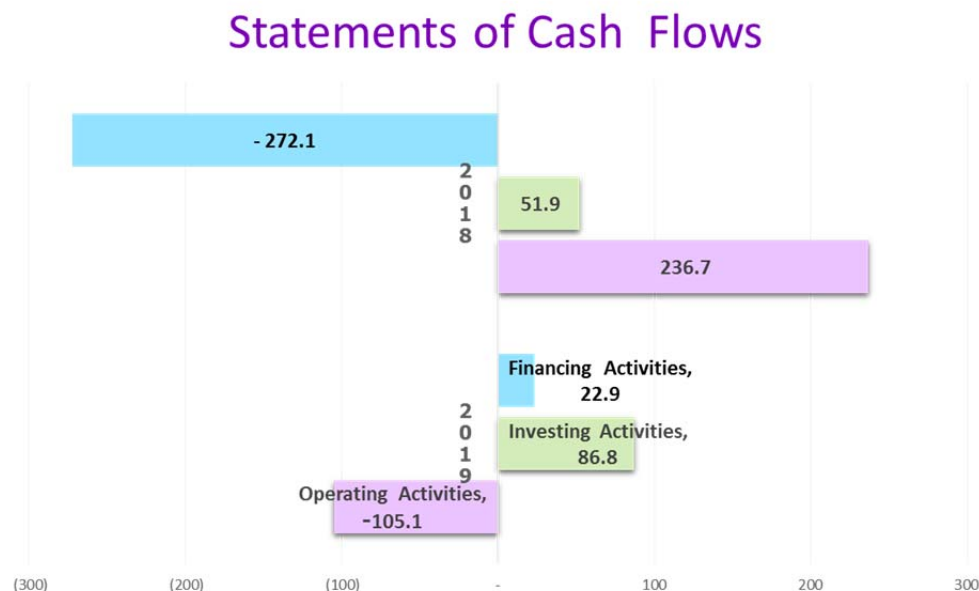
As of December 31, 2019 total assets amounted to Baht 3,017.9 million increased by Baht 415.9 million or 16%.

- Trade receivable increased Baht 15 million (Revenue increase).
- Inventories increased Baht 446 million (For support sales and market policies).
- Other current assets increased Baht 22 million.

As of December 31, 2019 total liabilities amounted to Baht 1,157 million increased by Baht 390 million or 50.9%.

- Short-Term loans increased Baht 409 million (Used to circulate within the business and used to produce products and sourcing products to support sales and marketing policies).

Statements of Cash Flows



Operating Activities

In 2019, the company had net cash inflows of Baht -105 million

- Net profit Baht 413 million
- Increase in inventories Baht 446 million (for support sales and market policies)

Investing Activities

In 2019, the company had net cash inflows of Baht 86.8 million

- Redemption of temporary investments Baht 98.9 million (Used to circulate within the business)
- Available-for-sale securities Baht 19.9 million

- Buy the assets during the period Baht 31 million (Expand the warehouse to support sales, purchase of machinery and tools to be more modern).

Financing Activities

In 2019, the company had net cash inflows of Baht 22.9 million

- Dividend payment of -385.9 million baht (100% from net profit of 2H18, to 0.54 baht per share and 99% from net profit of 1H19, to 0.57 baht per share).
- Increase of short-term loans Baht 408.9 million (Used to circulate within the business including buying more sourcing products).

Dividend payment

The company had the dividend payment policy stipulated that dividends shall be paid at the rate of not less than 40 % of net profit after deduct tax and statutory reserve.

On February 21, 2020, Board of Directors Meeting No. 1/2020 considered to pay dividend payment for the year 2019 at the rate of Baht 1.19 per share for the 347.50 million shares totaling 413.53 Million Baht. The Board of Directors has approved the interim dividend payment amount of 0.57 baht per share for 347.5 million shares total amount 198.08 million baht and pay additional dividends of 0.62 baht per share for 347.5 million shares totaling 215.45 million baht. The record date for the shareholders who have right to receive dividend will be on May 8, 2020. The dividend will be paid on May 22, 2020.

Please be informed accordingly.

Respectfully yours,

(Mr.Somkid Pardungkiattisak)

Director