

SBN 009/2023

August 15, 2023

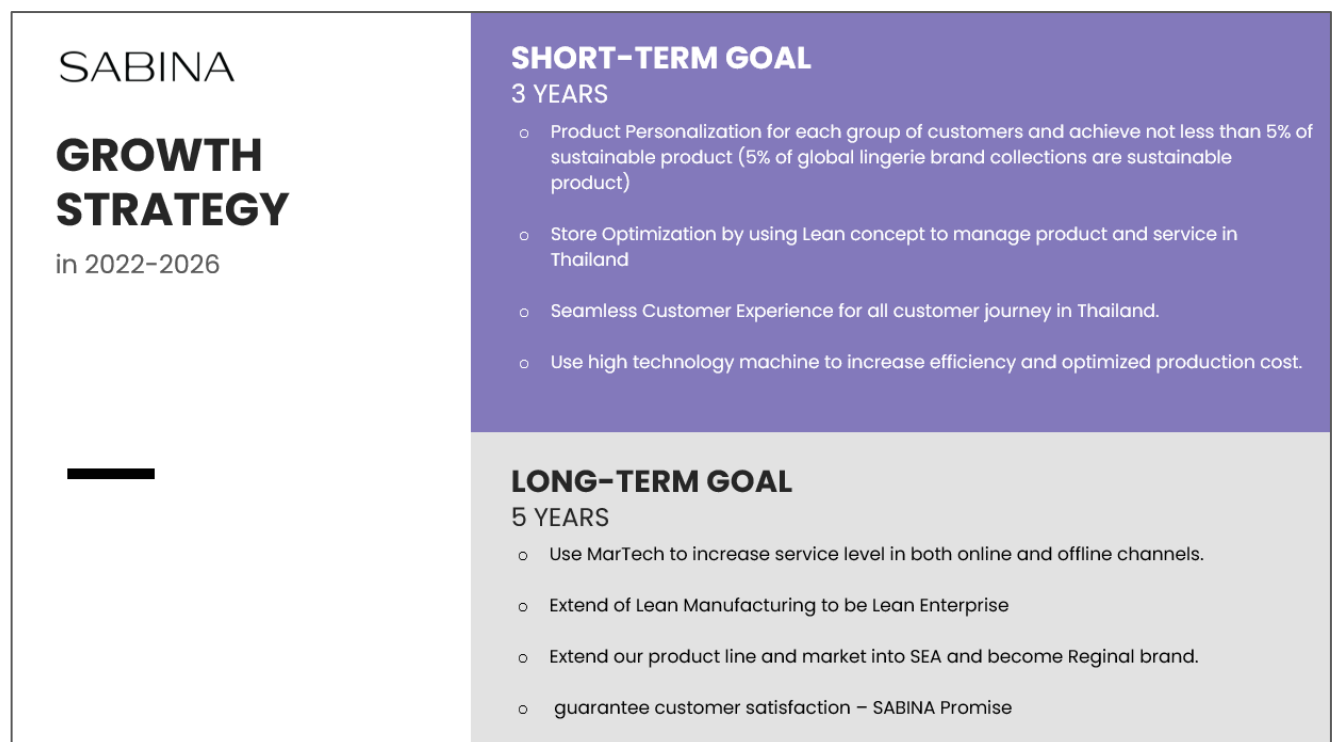
Subject : Operating Result for the second quarter of 2023

To : The Managing Director, The Stock Exchange of Thailand

Sabina Public Co.,Ltd. Would like to clarify the operating result for the second quarter of 2023 as follows:-

In the 2<sup>nd</sup> quarter of the year 2023, the short-term goal (within 3-5 years) of Sabina will be prioritizing on addition and development of products and services. As mentioned in the resolution of the year 2022, Sabina aims to increase the ratio of sustainable products in order to enhance social responsibility and environmentally friendly aspects of the company. In addition, Sabina is trying to decrease waste in the production process. This will be applied to both within the organization and the overall supply chain. Within the first three years, we will focus on store management to improve customer shopping experience along with investing in more efficient machines to enhance the production process.

For the long-term goal (more than 5 years), Sabina will achieve both increase in brand awareness and brand recognition along with the implementation of modern technology in services. As mentioned in Sabina's Promise, Sabina will boost customers' overall satisfaction.



The net profit in the 2<sup>nd</sup> quarter equals to Baht 113.3 million, which has been increased by 3.6% (YoY). For the six month period ended June 30,2023 net profit equals to Baht 230.1 million, increased by 9.1% (YoY). Sabina sales has been improved rapidly due to the implementation of the sustainability concepts in risk management process along with prioritizing on society and environment.

## 1. Operating results of the second quarter / first half of the year 2023

One of the significant events of the first half of the year is that Sabina decided to 'Rebrand' along with launching new products in the Braless category. The new products are made with the latest innovation which makes customers feel as comfortable as not wearing a bra. This has been viral and consequently leads to a rapid increase in sales, especially in the first three months of this year. The increase in tourists boosts Thai economy significantly. This leads to a growth in Sabina's offline and online sales. On the other hand, OEM has been affected by the economic slowdown in Europe and the UK.

Million Baht	Q2	Q2		Q1		1H	1H	
	2023	2022	YoY%	2023	QoQ%	2023	2022	YoY%
Revenue from sales & service	837.9	837.1	0.1%	869.1	-3.6%	1,706.9	1,557.7	9.6%
Total revenue from sales & service	837.9	837.1	0.1%	869.1	-3.6%	1,706.9	1,557.7	9.6%
Cost of goods sold	422.0	454.6	-7.2%	439.8	-4.1%	861.8	822.2	4.8%
Gross Profit	415.9	382.5	8.8%	429.3	-3.1%	845.1	735.5	14.9%
%	49.6%	45.7%		49.4%		49.5%	47.2%	
Other Income	18.9	9.3	102.9%	4.9	283.8%	23.8	12.6	89.7%
Total Revenue	856.8	846.4	1.2%	874.0	-2.0%	1,730.7	1,570.3	10.2%
Selling and Administrative expenses	292.6	254.9	14.8%	284.2	2.9%	576.7	486.7	18.5%
Earning before interest and taxes	142.2	136.9	3.9%	150.0	-5.2%	292.2	261.4	11.8%
%	16.6%	16.2%		17.2%		16.9%	16.6%	
Financial Cost	1.8	0.9	88.1%	1.8	-2.9%	3.6	2.0	78.5%
Income Tax	26.2	26.7	-1.6%	31.2	-15.8%	57.4	48.5	18.2%
Profit for the periods	114.2	109.3	4.5%	117.0	-2.4%	231.2	210.9	9.6%
Non - controlling interests	0.9	-		-2		1.1	-0	
Profit (loss) attributable to shareholder	113.3	109.3	3.6%	117.3	-3.4%	230.1	210.9	9.1%
%	13.2%	12.9%		13.4%		13.3%	13.4%	

### 1.1 Total Revenue for second quarter of 2023

In 2Q23, the total revenue was Baht 856.8 million, increased 1.2% from 2Q22 and decreased 2.0% from 1Q23.

In 2Q23, the revenue from sales and service was Baht 837.9 million, increased 0.1% from 2Q22 and decreased 3.6% from 1Q23.

In 1H23, the total revenue was Baht 1,730.7 million, increased 10.2% from 1H22.

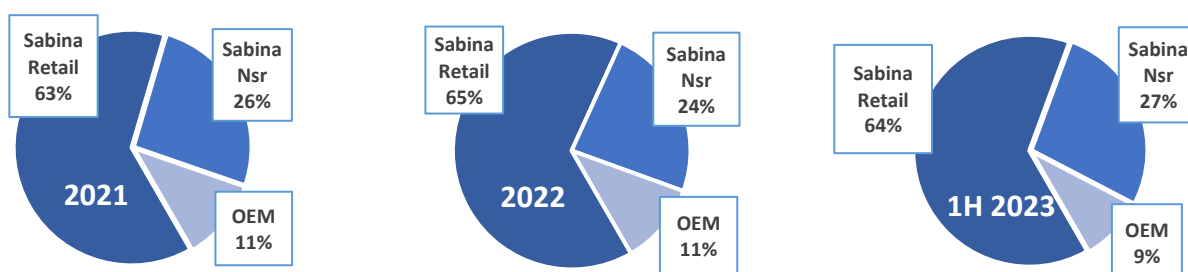
In 1H23, the revenue from sales and service was Baht 1,706.9 million, increased 9.6% from 1H22.

## 1.2 First half of the year 2023 revenue by category

Million Baht.		1H 2023	%	1H 2022	YoY% 1H 23 / 1H 22
Sabina	Retailer	1,091.7	64%	1,013.9	7.7%
	Nsr	461.2	27%	381.4	20.9%
OEM		154.0	9%	162.4	-5.2%
Sum		1,706.9	100%	1,557.7	9.6%

- The sales Revenue of Sabina brand (Retailer) was Baht 1,091.7 million, increased 7.7% from 1H22.
- The sales Revenue of Sabina-brand (Non store retailing) was Baht 461.2 million, increased 20.9% from 1H22.
- The sales Revenue from OEM was Baht 154.0 million, decreased 5.2% from 1H22.

## 1.3 Comparison of revenue proportion Year 2021 & Year 2022 & 1H2023



From the chart, it can be seen that the proportion of income from the 3 main structures of the company:

- Revenue from Sabina-brand that changed from 63% 2021: 65% 2022: 64% 1H 2023
- Revenue from non-retailing sales that changed from 26% 2021: 24% 2022: 27% 1H 2023
- Revenue from OEM that changed from 11% 2021: 11% 2022: 9% 1H 2023

## 1.4 Gross profit

In 2Q23, gross profit amounted to Baht 415.9 million or 49.6% which increased 8.8% from 2Q22, amounted to Baht 382.5 million or 45.7%.

In 1H23, gross profit amounted to Baht 845.1 million or 49.5% Which increased 14.9% from 1H22, amounted to Baht 735.5 million or 47.2%

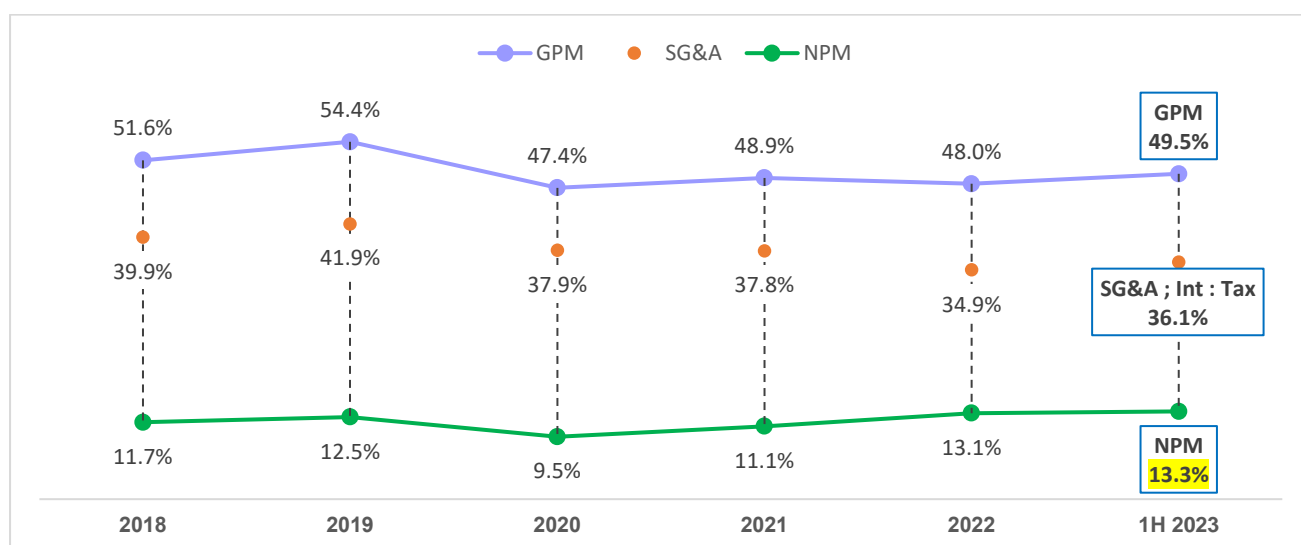
Gross Profit Margin has been increased to 49.6%, which is higher than the first quarter of 2023. Sabina launched a new collection with higher prices and lower discounts due to healthier economic conditions. The inflation rate has decreased to 0.27%. Therefore, it does not affect the material costs.

## 1.5 Selling and Administrative expenses

In 2Q23, selling and administrative expenses amounted to Baht 292.6 million or 34.1% of total income, which is increased 14.8% from 2Q22, and amounted to Baht 254.9 million or 30.1%.

In 1H23, selling and administrative expenses amounted to Baht 576.7 million or 33.3% of total income, which is increased 18.5% from 1H22 amounted to Baht 486.7 million or 31.0%.

## 1.6 Net profit



In 2Q23, net profit amounted to Baht 113.3 million or 13.2% increased 3.6% from 2Q22, amounted to Baht 109.3 million or 12.9%.

In 1H23, net profit amounted to Baht 230.1 million or 13.3% increased 9.1% from 1H22, amount to Baht 210.9 million or 13.4%

## 2. Operating results for the first half of the year 2023

- The total revenue in 1H23 has increased compared to 1H22 with a growth of 10.2%.
- Gross profitability in 1H23 is Baht 845.1 million or 49.5% of total revenue.
- Selling and administrative expenses in 1H23 is Baht 576.7 million or 33.3% of total revenue.
- The company was able to make a net profit in 1H23 is Baht 230.1 million, or 13.3% of total revenue, which has a growth rate of 9.1% from 1H22.

## 3. Statement of financial position

**3.1 Total assets** as of June 30, 2023 amounted to Baht 2,762.52 million increased by Baht +22.64 million or +0.83%, the main factor is from

- Cash and cash equivalents decreased Baht -32.59 million
- Trade receivable decreased Baht -46.33 million
- Other trade receivable increased Baht +26.40 million
- Inventories increased Baht +80.97 million
- Other current assets decreased Baht -62.39 million

**3.2 Total liabilities** as of June 30, 2023 amounted to Baht 875.34 million increased by Baht +3.90 million or +0.45%, the main factor is from

- Short-Term loans decreased Baht -4.11 million
- Trade payables decreased Baht -27.65 million
- Other payables decrease Baht -43.63 million
- Non-current liabilities increased Baht +23.46 million

## 4. 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. The company A legal reserve in full therefore, the company is not required to allocate the net profit as a legal reserve.

On August 15, 2023 Board of Directors Meeting No. 3/2023 considered to pay interim dividend payment for the first six months of the year 2023 operating results at the rate of Baht 0.66 per share, with 347.50 million shares totaling 229.35 million Baht. Regarding the above dividend distribution, the shareholder is subjected to withholding tax. The individual shareholder shall be entitled to a tax credit under Section 47 bis of the Revenue Code. The record date of the shareholders who have the right to receive the interim dividend will be on August 29, 2023. The dividend payment on September 12, 2023.

Please be informed accordingly.

Respectfully yours,

(Mr. Somkid Pardungkiattisak)

Director