

SBN 010/2021

August 13, 2021

Subject : Operating Result for the second quarter of 2021

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 2021 as follows:-

During Q2, the epidemic situation COVID-19 has come back another wave spread in many areas, Bangkok and other provinces bordering neighboring countries, affecting the economy of Thailand in a wide causing the economy to slow down purchasing power and consumer confidence are declining.

However, the management of the Company has adjusted various operational plans to suit the current conditions As a result of net profit in Q2 was 62.7 million baht, an increase of 24.3% (yoy) and 6-month period ended June 30, 2021 net profit of 141.1 million baht, an increase of 16.7% (yoy).

Million Baht	Q2			Q1		1H		
	2021	2020	YoY%	2021	QoQ%	2021	2020	YoY%
Revenue from sales & service	625.7	658.7	-5.0%	665.2	-5.9%	1,290.9	1,331.1	-3.0%
<b>Total revenue from sales &amp; service</b>	625.7	658.7	-5.0%	665.2	-5.9%	1,290.9	1,331.1	-3.0%
Cost of sales	317.2	403.1	-21.3%	348.2	-8.9%	665.4	719.6	-7.5%
<b>Gross profit</b>	308.5	255.6	20.7%	316.9	-2.6%	625.5	611.5	2.3%
%	49.3%	38.8%		47.6%		48.5%	45.9%	
Other Income	7.4	-0.6	-1264.7%	7.2	3.1%	14.6	8.5	71.2%
<b>Total Revenue</b>	633.1	658.0	-3.8%	672.3	-5.8%	1,305.4	1,339.6	-2.6%
Selling and Administrative expenses	236.9	189.3	25.2%	223.8	5.8%	460.7	463.0	-0.5%
<b>Profit before interest &amp; tax</b>	79.1	65.7	20.3%	100.3	-21.2%	179.3	157.0	14.2%
%	12.5%	10.0%		14.9%		13.7%	11.7%	
Finance costs	1.1	2.3	-51.0%	1.4	-17.6%	2.5	5.2	-51.0%
Income tax	15.2	13.0	17.7%	20.5	-25.6%	35.7	31.0	15.4%
<b>Profit for the period</b>	62.7	50.4	24.3%	78.4	-20.1%	141.1	120.9	16.7%
%	9.9%	7.7%		11.7%		10.8%	9.0%	

## Total Revenue

In 2Q21, the total revenue was Baht 633.1 million, decreased 3.8% from 2Q20 and decreased 5.8% from 1Q21.

In 2Q21, the revenue from sales and service was Baht 625.7 million, decreased 5% from 2Q20 and decreased 5.9% from 1Q21.

In 1H21, the total revenue was Baht 1,305.4 million, decreased 2.6% from 1H20.

In 1H21, the revenue from sales and service was Baht 1,290.9 million, decreased 3% from 1H20

## Revenue by type

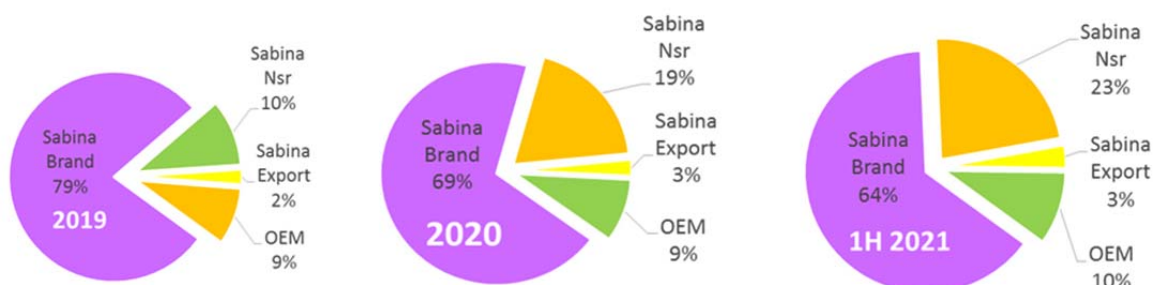
Unit : Million Bht.

	1H		YoY%	
	2021	%	2020	1H 21/1H 20
Sabina - Retailer	830.2	64%	884.8	-6.2%
- Non store retailing	294.5	23%	283.9	3.7%
- Export	39.7	3%	35.1	13.1%
OEM	126.4	10%	127.2	-0.7%
<b>Total</b>	<b>1,290.9</b>	<b>100%</b>	<b>1,331.1</b>	<b>-3.0%</b>

### Revenue by type 1H21

- The sales Revenue of Sabina-brand decreased 6.2%
- The sales Revenue of Sabina-brand Non store retailing increased 3.7%
- The sales Revenue of Sabina-brand Export increased 13.1%
- The sales Revenue from OEM decreased 0.7%

### Comparison of revenue proportion 1H21



From the chart, it can be seen that the impact of such events make income proportion There are changes as follows.

- Revenue from retail stores that changed from 79% 2019 : 69% 2020 : 64% 1H2021.
- Revenue from non-retailing sales that changed from 10% 2019 : 19% 2020 : 23% 1H2021.
- Revenue from Sabina export that changed from 2% 2019 : 3% 2020 : 3% 1H2021.
- Revenue from OEMs that changed from 9% 2019 : 9% 2020 : 10% 1H2021

### Gross profit

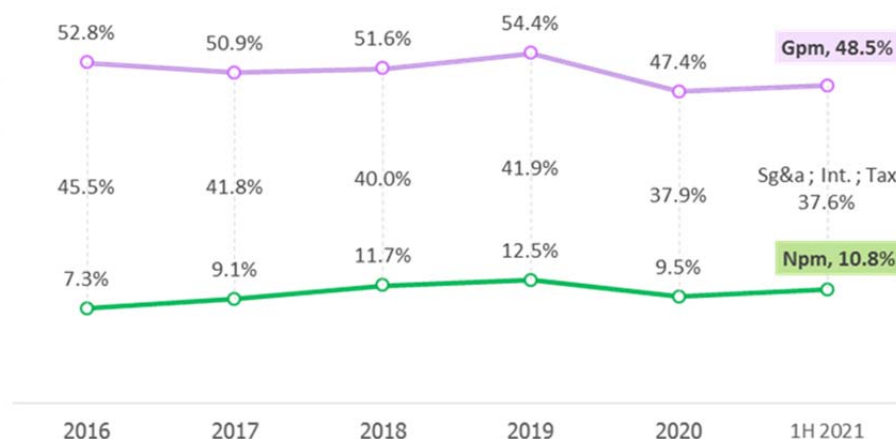
In 2Q21, gross profit amounted to Baht 308.5 million or 49.3% which increased from 2Q20, amounted to Baht 255.6 million or 38.8%.

In 1H21, gross profit amounted to Baht 625.5 million or 48.5% which increased from 1H20, amounted to Baht 611.5 million or 45.9%.

### Selling and Administrative expenses

In 1H21, selling and administrative expenses amount to Baht 460.7 million or 35.3% of total income, which is decreased 0.5% from 1H20.

### Net profit



- In 2Q21, net profit amounted to Baht 62.7 million or 9.9% increased 24.3% from 2Q20 and decreased 20.1% from 1Q21.

- In 1H21, net profit amounted to Baht 141.1 million or 10.8% increased 16.7% from 1H20.

**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 13, 2021, Board of Directors Meeting No. 3/2021 considered to pay interim dividend payment for the first six months of the year 2021 operating results at the rate of Baht 0.41 per share, with 347.50 Million shares totaling 142.475 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 for the shareholders who have right to receive the interim dividend will be on August 27, 2021. The dividend will be paid on September 10, 2021.

Please be informed accordingly.

Respectfully yours,

(Mr.Somkid Pardungkiattisak)

Director