

Questions and Answers from the Opportunity Day event on May 18,2023

Sabina Public Company Limited

1. What is the forecasted sales for the second quarter (semester break period)?

Answer: Already mentioned on Opportunity Day

2. The minimum wage will be increased to 450 THB due to the latest election.
How much do you think this policy will affect Sabina as the company has a considerable number of employees with minimum wages?

Answer: Already mentioned on Opportunity Day

3. How much would be Sabina's selling expense and marketing expense in the second quarter of 2023 compared to the first quarter?

Answer: Already mentioned on Opportunity Day

4. Should GPM in the second quarter of 2023 be increased from the first quarter and can it be increased by 50%?

Answer: Already mentioned on Opportunity Day

5. What do you think the sales would be in the second quarter of 2023 compared to the first quarter?

Answer: Already mentioned on Opportunity Day

6. Is there any possibility that annual GPM would be increased to 50-51%?

Answer: Already mentioned on Opportunity Day

7. Is there any chance that advertising expenses in the second quarter of 2023 will be lower than in the first quarter?

Answer: Already mentioned on Opportunity Day

8. How much does Covid-19 detrimentally affect sales and home isolation of workers?

Answer: Already mentioned on Opportunity Day

9. What is the forecasted NSR channel in the second quarter?

Answer: Already mentioned on Opportunity Day

10. What are the forecasted sales in the Philippines for 2023 and is there any chance that Sabina would operate the business in other ASEAN countries?

Answer: Already mentioned on Opportunity Day

11. Please fill me in with strategies and goals on operating business in the Philippines. In addition, I would like to know more about export targets?

Answer: We don't actually prioritize maximizing exports. However, we would like to make sure that we follow the supply and demand equilibrium to make our stock system efficient

12. What are the sales of Braless in the second quarter compared to the first quarter?

Answer: Already mentioned on Opportunity Day

13. How much would the 450 THB minimum wages policy affect the ratio of outsourcing?

Answer: We are aware of the possible changes and would mitigate the problem by maintaining the equilibrium in producing and outsourcing in order to decrease the converse effects from the change

14. How many percentages of profit will be affected by the minimum wages policy?

Answer: Already mentioned on Opportunity Day

15. How do you picture the Philippines' market within 3 - 5 years? Will it be similar to Thailand?

Answer: Our targeted customers in the Philippines and in Thailand share many similarities. However, they are less-modern than us in some sense. We already implemented new technologies to make our business operation easier and lower down our company expenses. We aim for 100 million THB sales within 3 years

16. Is there any plan on substituting workers with automation systems?

Answer: Currently, no. We are implementing the rotation of workers method at the moment

17. Which country would you forecasted to have the same sales as Thailand within the next 5 years?

Answer: There are many countries that have a chance to have the same sales as Thailand. However, it would take longer than 5 years.

18. What are the market shares compared to the first quarter?

Answer: Already mentioned on Opportunity Day

19. Is there any possibility that OEM from the second quarter will be transferred to the third quarter?

Answer: OEM will be high again on quarter 3 to 4