

MANUFACTURE OF BEVERAGES REPORT



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MARKET OVERVIEW

Key ratios (January 2020)

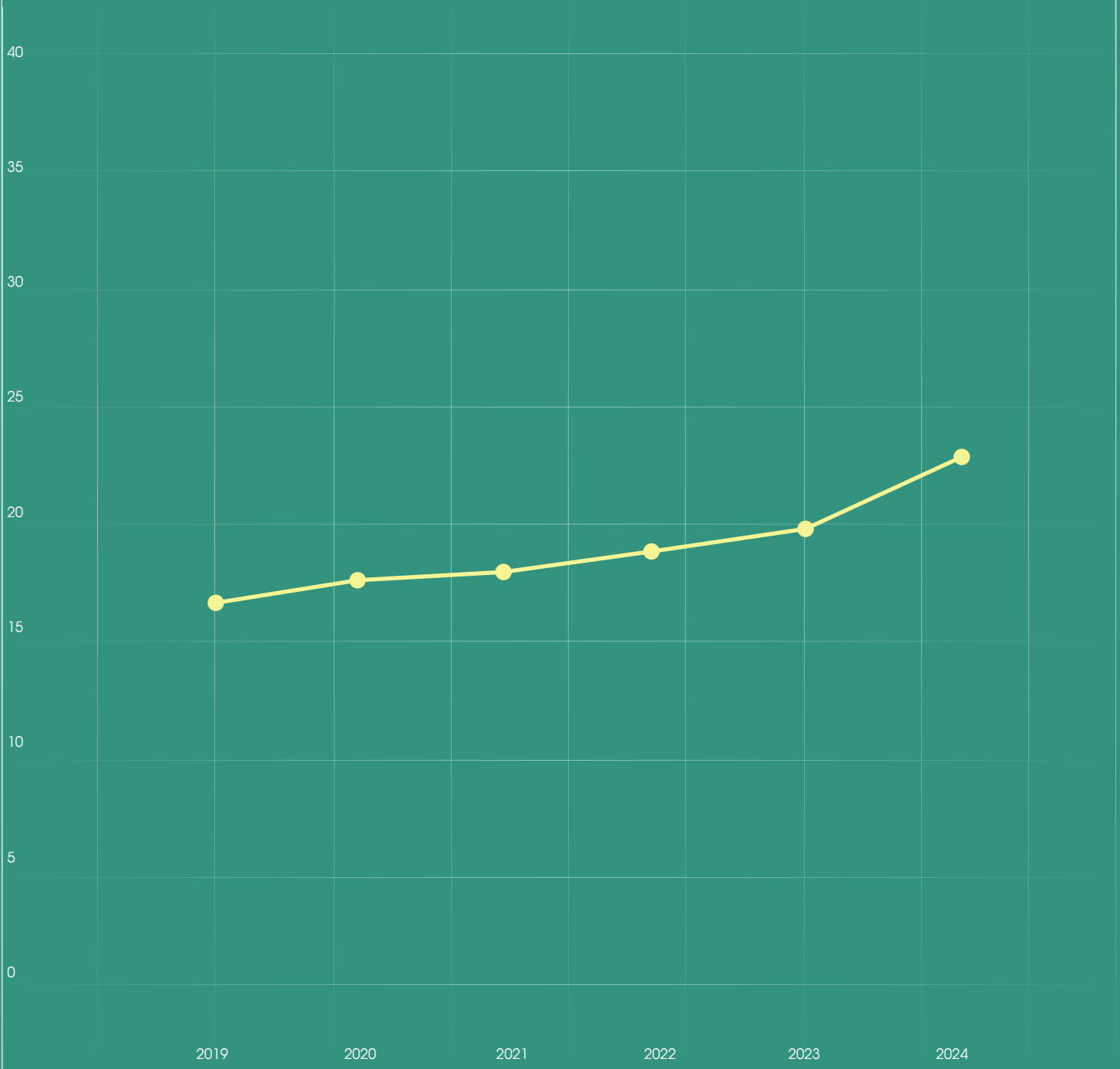
Price/Equity	27.32
Gross Profit	17.71%
EBIT	4.71%
Net Profit	3.06%
Liquidity	1.25
ROA	9.99%
ROE	16.76%

Vietnam's beverage industry is strengthened rapidly, accompanied by a boost in economic growth, advantageous demographics, rising tourism and higher income middle-class. With the growth rate of 6% annually, the sector is one the driving industry of Vietnam's economy, has the highest production value and the 2nd highest total revenue.

Vietnam is one of the highest beverage consuming market as well. Compared to 2010, Vietnam's alcohol consumption increased by nearly 95%, ranks first in the world, and doubles the second-ranking country- India, and 16 times more than the United States.



Penetration rate in Vietnam's food and beverage industry



Beer segment is the strongest in Vietnam beverage industry. This sector only accounts for more than a half of beverage revenue, leading by Sabeco, which takes over 40% of the market share. However, the company had been acquired by Thailand giant – ThaiBev in the end of 2017, making this sector mainly controlled by a foreign firm.

Vietnamese government plans to decrease its stake in state-owned enterprises to encourage the country's private sector, supporting the positive outlook for Vietnam's beverage industry. This, accompanied by Vietnam's membership of WTO and a number of free trade deals such as CPTPP and the EVFTA, aims to attract multinational companies to invest in the drinks sector as well as generate opportunities for Vietnamese companies to expand their exports.