



SBS PHILIPPINES
CORPORATION

PRESENTATION FOR INVESTOR AND ANALYST BRIEFINGS

JULY 31, 2024

Meeting with Mandala Capital
Held at SBS Philippines Corporation Main Office



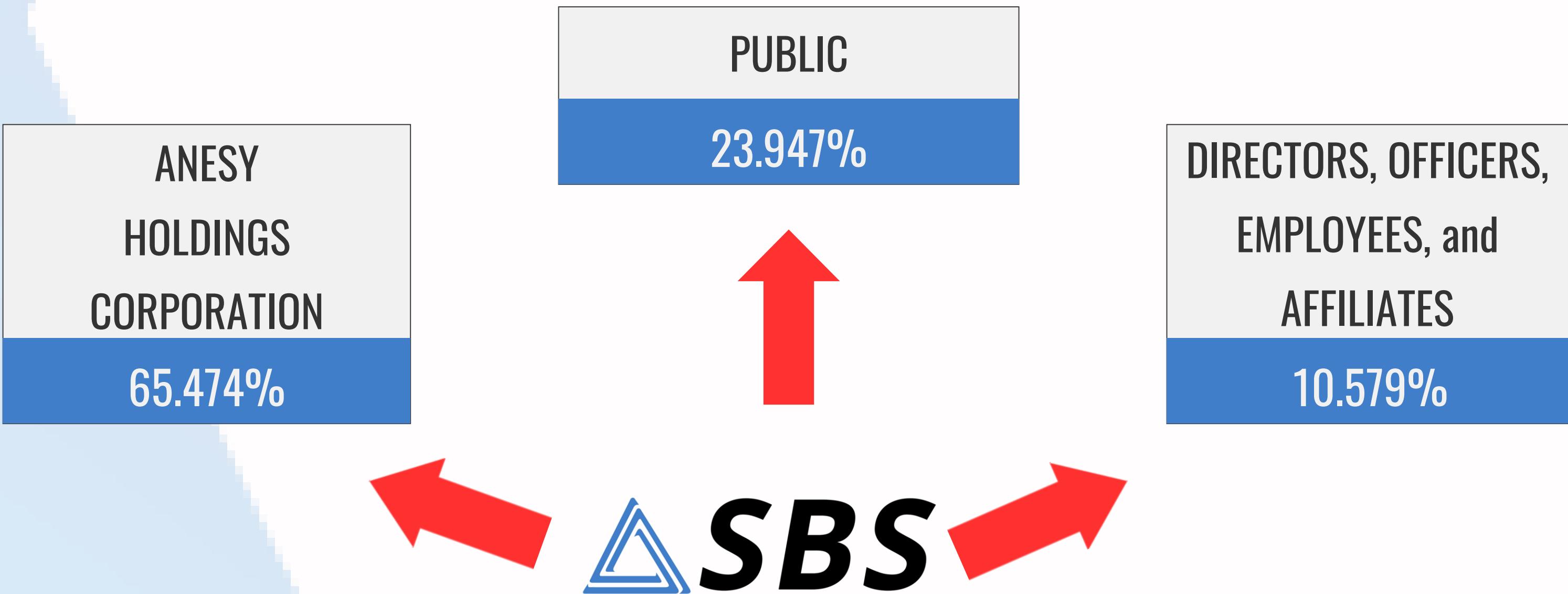
DISCLAIMER

Forward looking statements

This Presentation may contain forward-looking statements relating to the future performance of SBS Philippines Corporation (“SBS” or “the Company”) that are based on the Company’s current expectations, forecasts and assumptions and involve risks and uncertainties. Actual results may differ materially from those expressed in forward-looking statements and reported results should not be considered as an indication of future performance. Factors that can cause or contribute to such differences include, but are not limited to, changes in political, business and economic conditions, general economic downturn or crisis, major fluctuations in exchange rates, effect of business initiatives and management changes, changes in business strategy, shifts in customer demands and preferences, industry trends, changes in government regulations, and the Company’s ability to deal with the increasingly competitive commercial environment. You are cautioned not to place undue reliance on these forward looking-statements which are based on the current view of management. The Company assumes no obligation to update such statements, except as required by law.

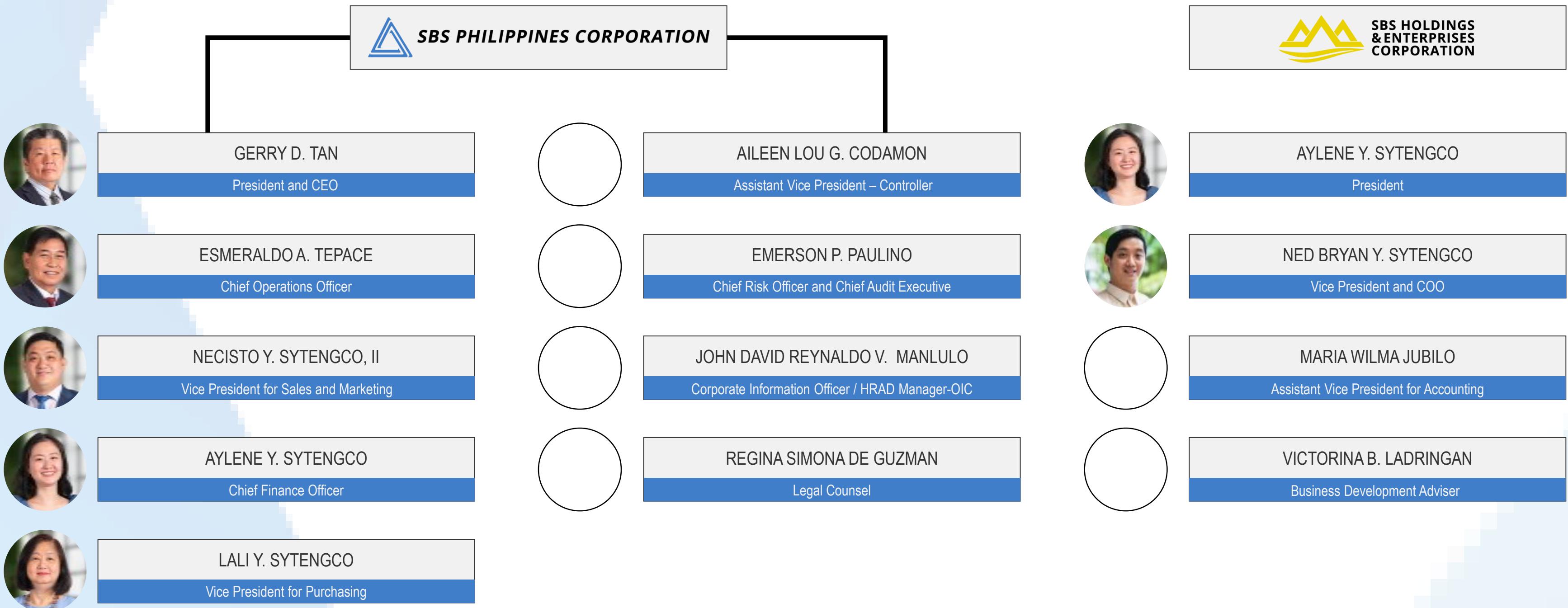
CURRENT OWNERSHIP

as of June 30, 2024



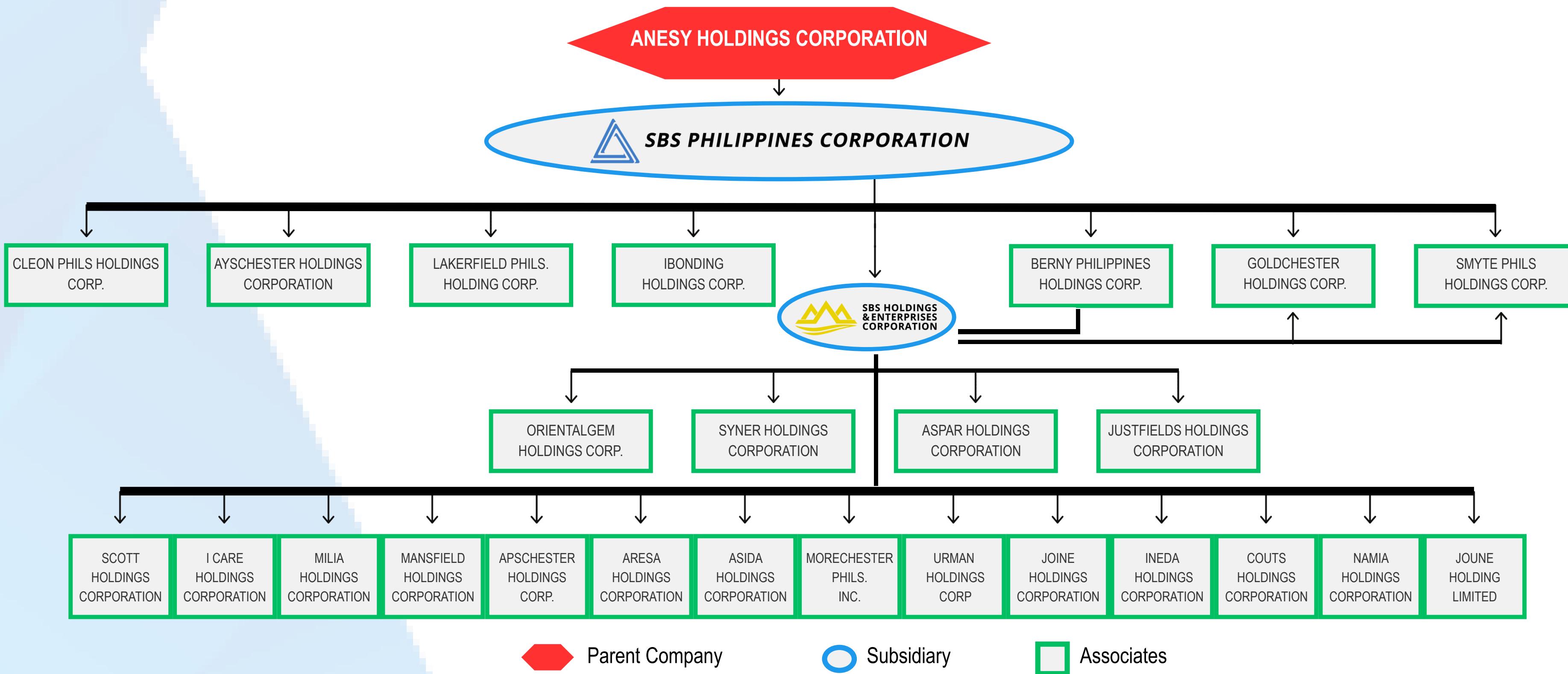
LEADERSHIP TEAM

SBS PHILIPPINES CORPORATION AND SUBSIDIARY



SBS PHILIPPINES CORPORATION AND SUBSIDIARY

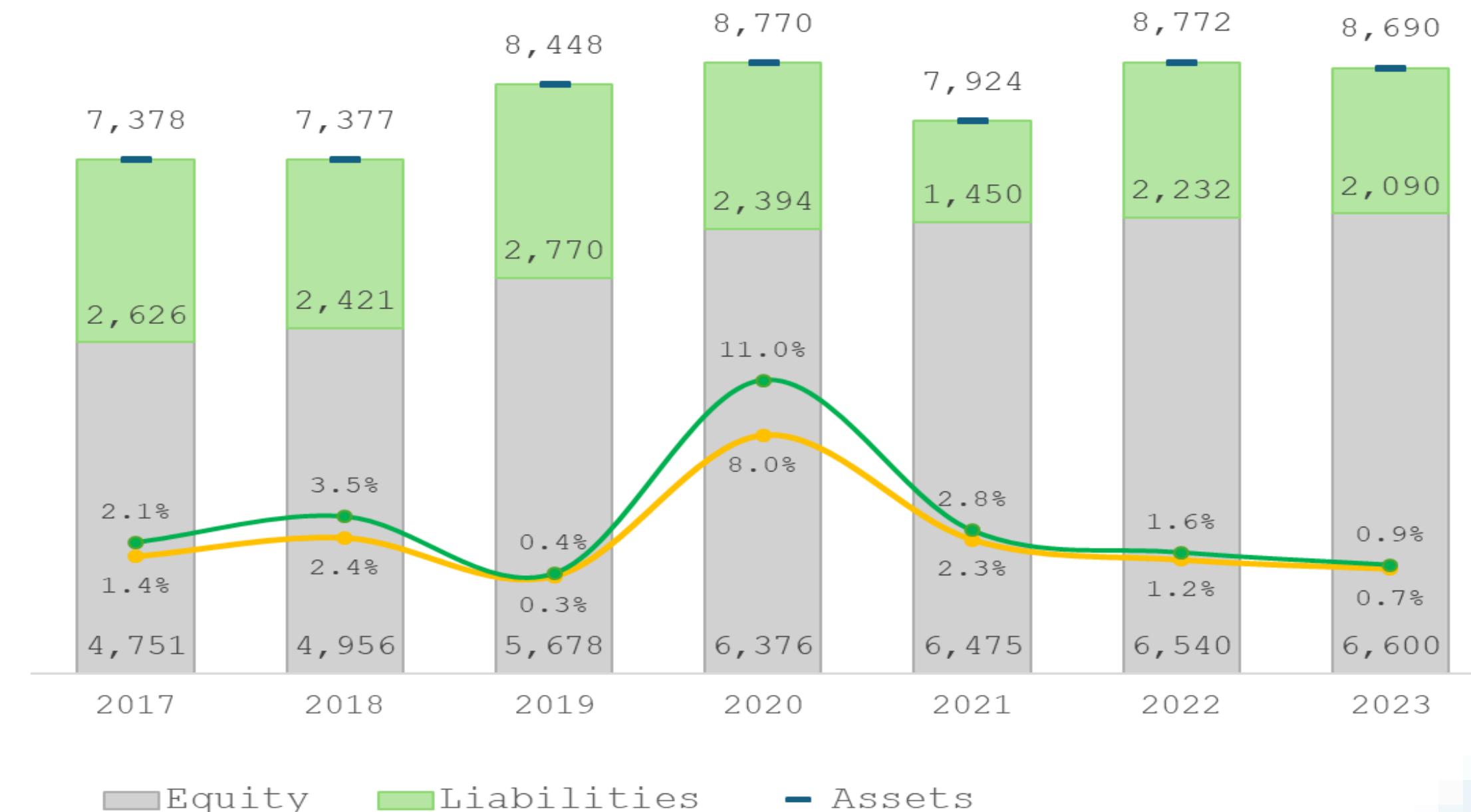
as of March 31, 2024



CONSOLIDATED FINANCIAL INFORMATION

SBS PHILIPPINES AND SUBSIDIARY

SBS Consolidated
In Php Millions - Assets, Liabilities, Equity, with
ROA & ROE

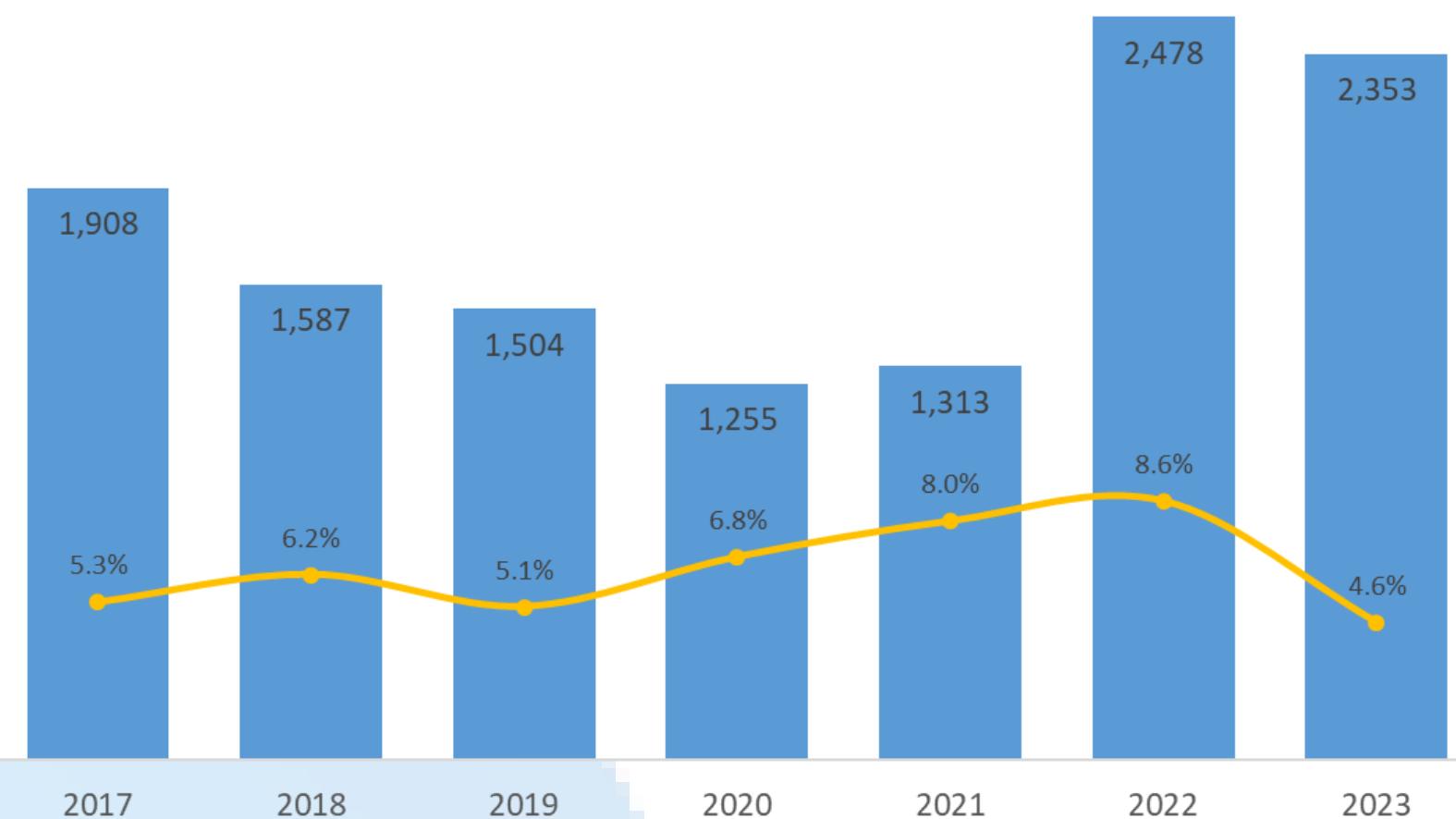


ASSET AND ROA

CORE and NON-CORE SEGMENT

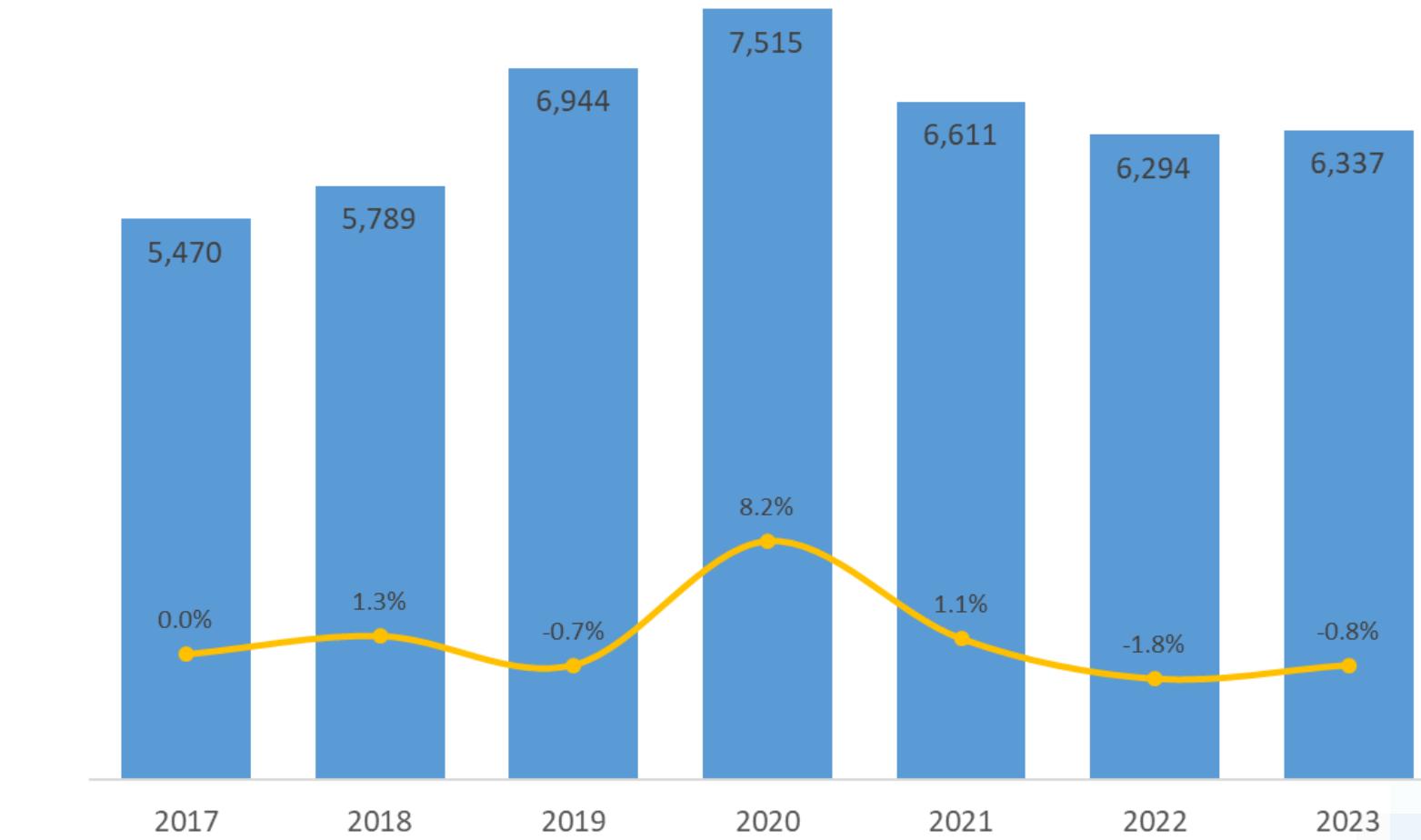
SBS Chemicals Segment
Total Assets (Php Millions) and ROA

Assets ROA



SBS Non-core Segment
Total Assets (Php Millions) and ROA

Assets ROA



FINANCIAL INFORMATION

CORE and NON-CORE SEGMENT

SBS PHILIPPINES CORPORATION AND SUBSIDIARY
(*A Subsidiary of Anesy Holdings Corporation*)
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2023 AND 2022
(*Amounts in Philippine Pesos*)

	Notes	2023	2022
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents			
4	P 739,392,026	P 820,745,705	
Trade and other receivables – net		487,238,358	504,451,127
Inventories – net	6	793,902,166	837,699,465
Prepayments and other current assets	8	467,295,734	331,173,912
Total Current Assets		2,487,828,284	2,494,070,209
NON-CURRENT ASSETS			
Investments in associates	7	2,894,819,882	2,840,809,024
Property and equipment – net	9	92,516,873	56,822,866
Right-of-use assets – net	10	164,907,290	186,216,150
Investment properties	11	625,700,346	625,700,346
Other non-current assets – net	8	2,424,127,083	2,568,332,394
Total Non-current Assets		6,202,071,474	6,277,880,780
TOTAL ASSETS		P 8,689,899,758	P 8,771,950,989

5. TRADE AND OTHER RECEIVABLES

This account is composed of the following:

	2023	2022
Trade receivables	P 117,739,041	P 129,061,848
Non-trade receivable	365,000,000	365,000,000
Other receivables	4,598,189	10,988,427
	487,337,230	505,050,275
Allowance for impairment	(98,872)	(599,148)
	P 487,238,358	P 504,451,127

FINANCIAL INFORMATION

CORE and NON-CORE SEGMENT

LIABILITIES AND EQUITY

CURRENT LIABILITIES

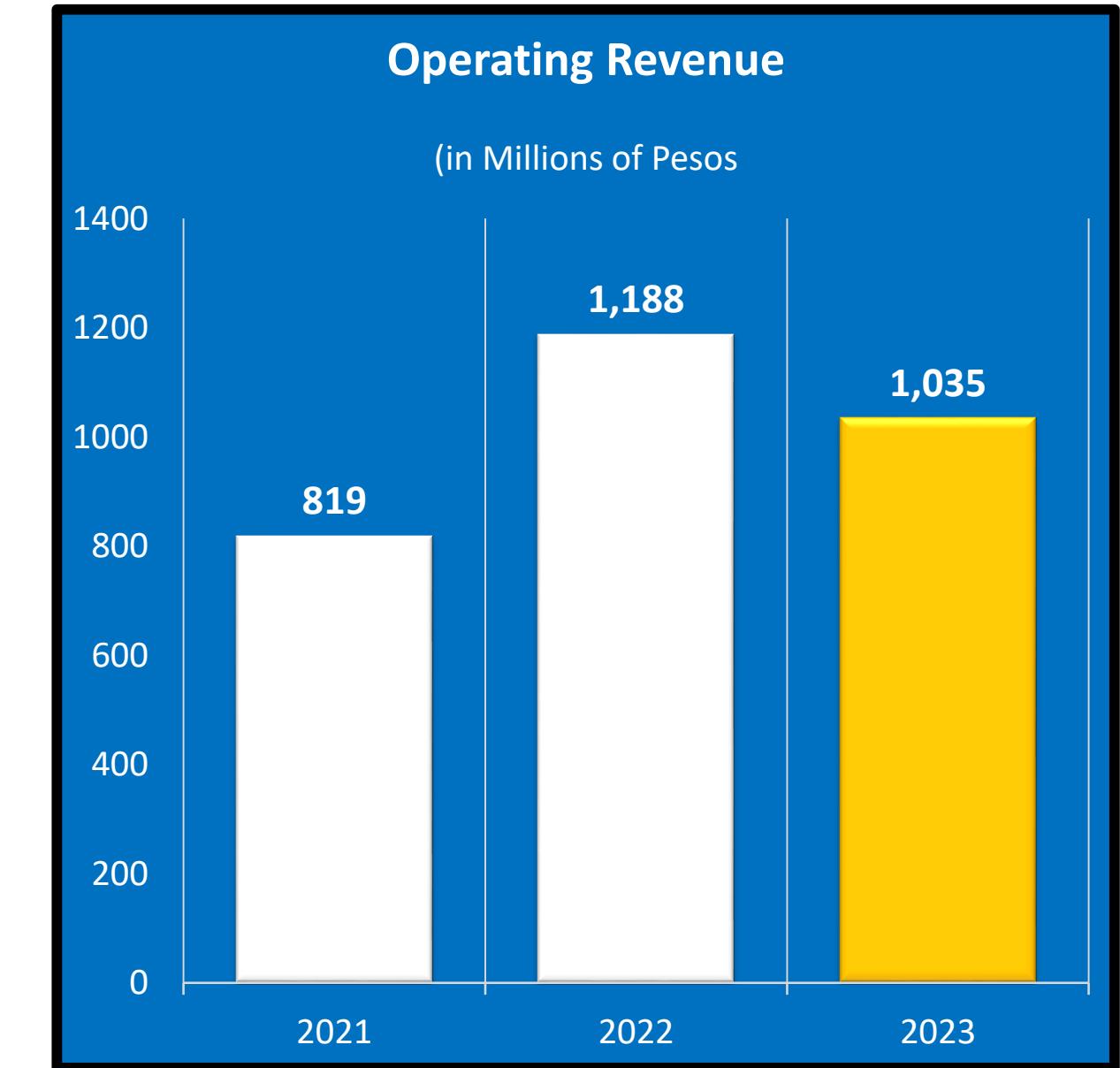
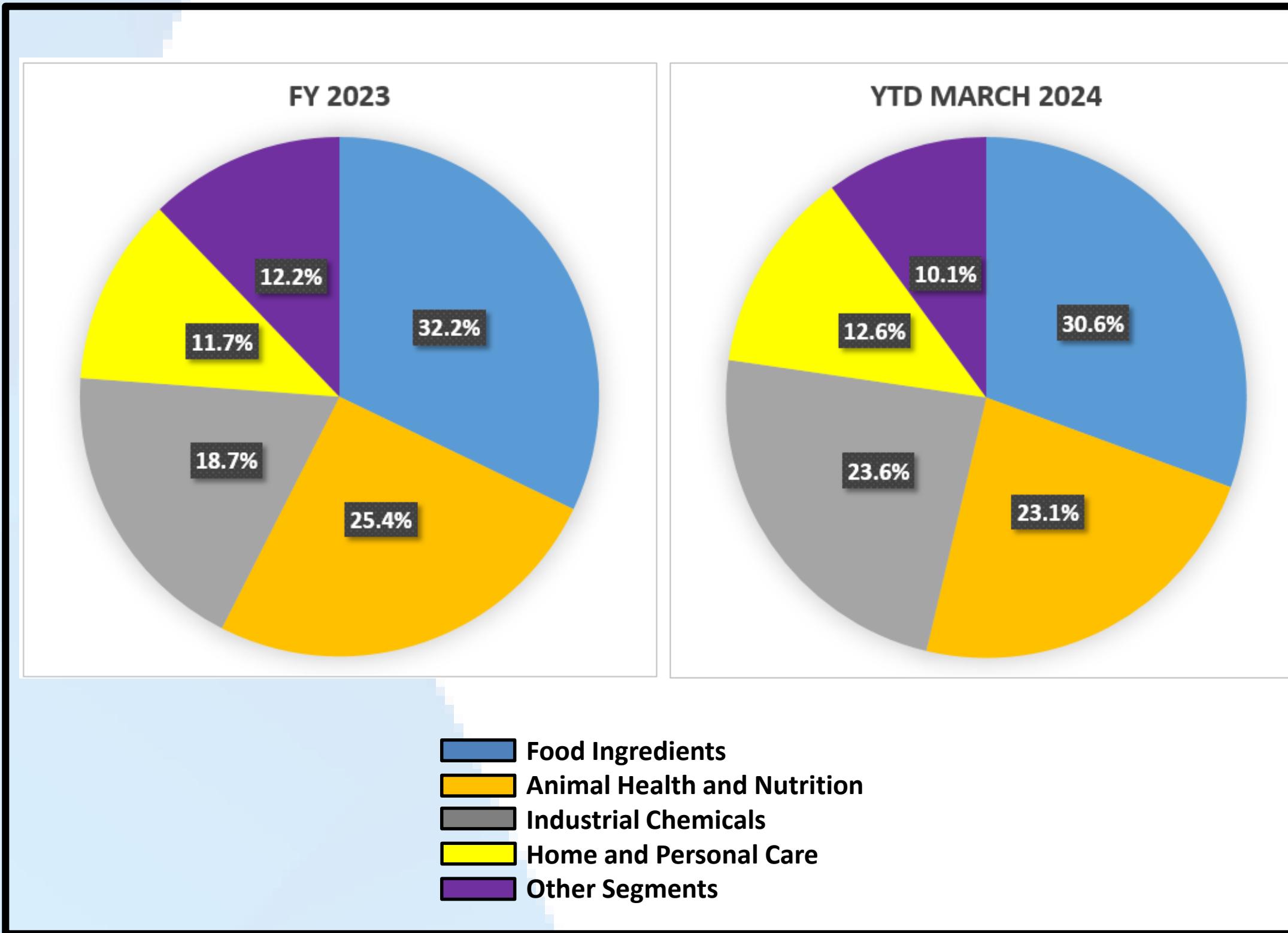
Loans payable	14	P	1,171,107,395	P	1,036,879,231
Trade and other payables	13		289,586,418		443,670,023
Lease liabilities	10		1,688,619		-
Income tax payable			<u>3,412,907</u>		<u>-</u>
Total Current Liabilities			<u>1,465,795,339</u>		<u>1,480,549,254</u>

NON-CURRENT LIABILITIES

Loans payable	14		485,261,943		612,401,333
Lease liabilities	10		121,150,182		104,341,241
Post-employment defined benefit obligation	18		11,562,337		8,840,265
Deferred tax liabilities – net	20		<u>6,570,257</u>		20,197,040
Security deposit			<u>-</u>		<u>5,212,253</u>
Total Non-current Liabilities			<u>624,544,719</u>		<u>750,992,132</u>
Total Liabilities			<u>2,090,340,058</u>		<u>2,231,541,386</u>

SALES REVENUE BY MARKET SEGMENTS

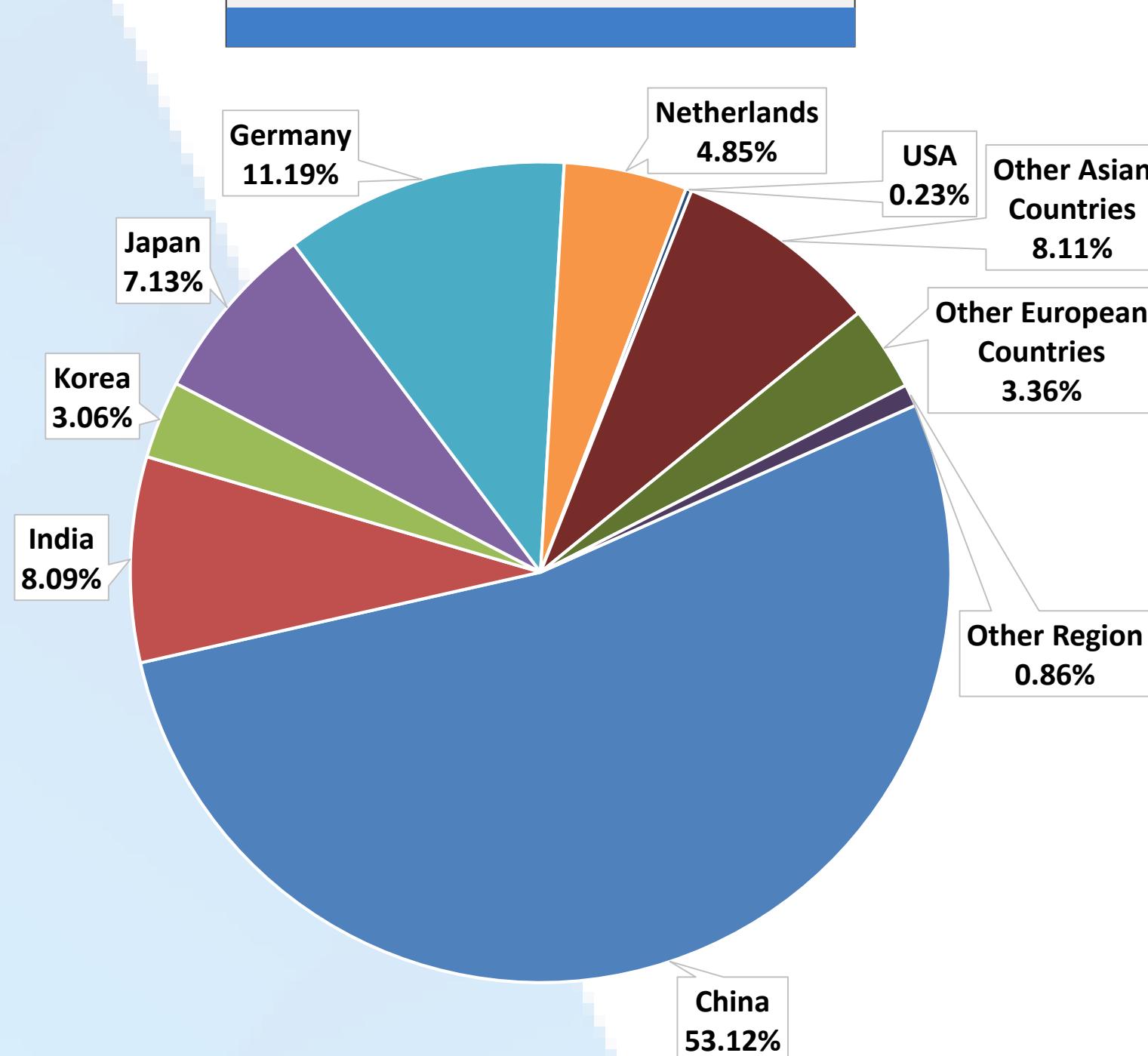
2023 and YTD March 2024



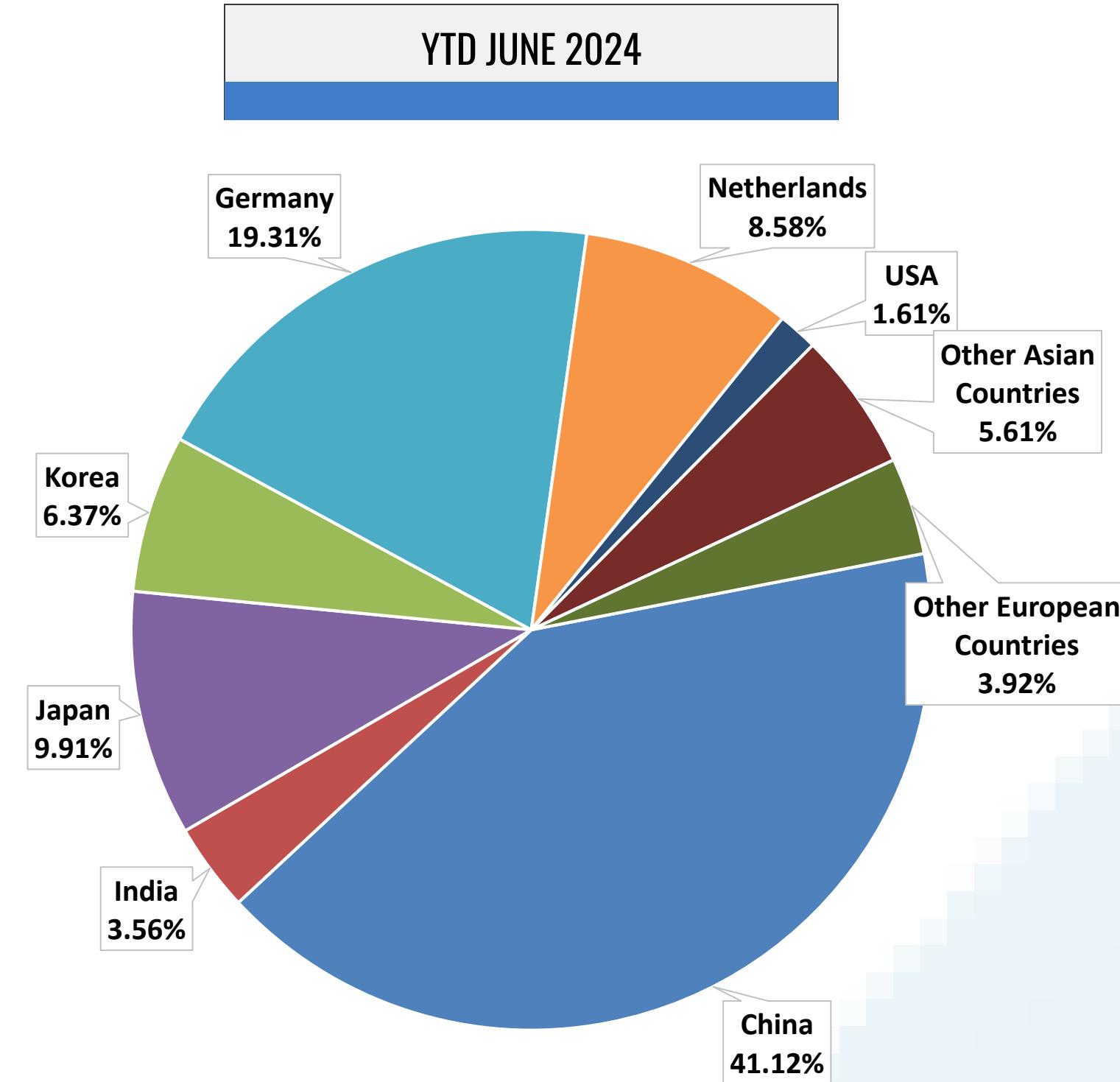
SUPPLIERS BY COUNTRY OF ORIGIN

2023 and YTD June 2024

2023



YTD JUNE 2024



OUR ROAD MAP TO 2030



BUSINESS PLANS AND OPPORTUNITIES

Business Objectives	Metrics	Initiatives
Growth and Expansion	Total Revenue	
	Return on Equity	
	Internal Rate of Return on New Business	
Profitability	Real Estate Contribution	
Customer Satisfaction	Core Business Segments	
	Food Ingredient segment	Widen product offering; Technical sales expertise per industry Enhance Product Stewardship
	Animal Health and Nutrition segment	
	Industrial segment	Enter chemical bulk supply segment; Widen customer base; Key Account Management
	New Business Ventures	Complementary businesses with 15% IRR
	Environment and Infrastructure segment	Invest to be the preferred raw material supplier; local supply capability
	Energy Efficiency and Renewable segment	Explore opportunity for an ESCO company to serve the market; Add new product, technology and services in our portfolio
	Homecare manufacturing / tolling	Partnership with tolling capability; integrate raw material supply to the business
	Others	Exploration of Business Opportunities
	M&A initiative	Exploration of M&A opportunities
	Customer Satisfaction Level	Quarterly random survey of buying and dormant customers in our customer database

SUSTAINABILITY TARGETS AND PROGRESS

AS OF DECEMBER 31, 2023

SDG Goals	Target 2030	Strategies	Progress (December 31, 2023)
1 NO POVERTY 	Triple direct economic value generated and grow direct employment by 50% from 2021 baseline number.	Create more employment opportunities by growing the Company's business activities in a sustainable way.	Exploring several investment opportunities to grow the business activities of SBS Philippines Corporation.
2 ZERO HUNGER 	50% of agriculture segment revenue will be derived from newly introduced and sustainable agricultural inputs products from 2021 onwards.	Introduce products for Bio farming and Farm Revival to improve the yield of the farmland at competitive cost.	Created the agriculture business segment which will be one of the growth drivers for the Company.
3 GOOD HEALTH AND WELL-BEING 	(1) Full implementation of health-related policies and any violation to be accorded with corresponding penalty as defined in the policy (2) Adoption of any new government regulations relating to the health of employees.	Incorporate health-related policies (e.g. Company Policy on Alcohol and Drug abuse, etc.) in the employee handbook.	Updating the employee handbook for roll-out in 2024 that incorporates various health related policies.
	Provide additional medical benefits to all regular employees by 2030, apart from the mandated government health benefits that they can already use.	Enrolled HMO plans for regular employees meeting the employment service requirement in accordance to prevailing company policy.	85% of male and 81% of female regular employees are covered with HMO (as of December 31, 2023).
5 GENDER EQUALITY 	Maintain gender ratio within the 55:45 range based on its 2030 business activities. Provide a treatment room and lactation area accessible to the employees.	Company policy on non-discrimination; equal opportunity employer. Company policy on anti-bullying, anti-harassment, etc. Company's Diversity Policy.	Generally balanced number of male and female employees (51:49 ratio in 2023 employee population).

SDG Goals	Target 2030	Strategies	Progress (December 31, 2023)
6 <small>CLEAN WATER AND SANITATION</small> 	Triple the revenue of the "water and wastewater business" segment from 2021 baseline.	Attuned our investments to our customers' growth and sustainability objectives.	Created the environment and infrastructure business segment, which includes the raw materials for water and wastewater treatment in order to increase our focus in this field.
7 <small>AFFORDABLE AND CLEAN ENERGY</small> 	Obtain at least 50% of electricity consumption from renewable energy sources by 2025 and seek opportunities for growth in this field.	Utilize solar panels as our source of electricity in the office and all our warehouses. Involve our employees in saving energy.	Started to export excess electricity from solar panels through a net metering system. 44% of 2023 company's electricity consumption was obtained from renewable energy source.
8 <small>DECENT WORK AND ECONOMIC GROWTH</small> 	Attain and exceed "One Million Safe Man-Hours" goal.	(1) Collate and plan-out necessary trainings and seminars related to safety and readiness in partnership with suitable individual and/or institution. (2) Conduct regular facilities inspection.	264,784 Safe Man-hours attained as of December 31, 2023.
9 <small>INDUSTRY, INNOVATION AND INFRASTRUCTURE</small> 	Capex spending from 2021 to 2030 (to be updated in 2024 with the completion of the next 5 year strategic plan)	Invest in new and efficient facilities and infrastructures to support company growth objectives and provide additional employment opportunities to the local community.	2021-23 CAPEX spending at PhP 96.8 million.
10 <small>REDUCED INEQUALITIES</small> 	Increase the average number of training hours for all employees by 2030 to 24 hours annually.	Conduct Employee Assessment annually to identify, monitor, and develop employees' skill sets and tailor the trainings based on the needed expertise for each employee.	The average number of training hours for all employees at 19 hours for the year 2023.
13 <small>CLIMATE ACTION</small> 	50% reduction of companywide total GHG emission from 2019 baseline for electricity consumption and 2021 baseline for transport fuels (Baseline: 360.16 t-CO2) (Target reduction: 180.08 t-CO2)	Solar Panel installation. Develop an efficient transport strategy to further reduce fuel consumption.	Achieved reduction equivalent to 164.96 t-CO2 in 2023 compared to baseline figures.

At SBS Philippines Corporation, we recognize the importance of the UN SDGs and are committed to contributing towards their achievement. Aside from the UN SDGs on the above table where targets, plans, and progress are already in place, we are in the process of defining our future contributions and impact on the following UNSDGs:

We believe that by doing so, we can help create a more sustainable business and community.



Thank You!