

FOR IMMEDIATE RELEASE

Press Statement 15/2019

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Carlsberg Malaysia Sums Up “Probably the Best Year” with Excellent Top- and Bottom-line Growth

Strong performance results in 100.0 sen in total dividends declared for FY2018

Kuala Lumpur, 10 April 2019 – Carlsberg Brewery Malaysia Berhad (the Group) summed up the 2018 financial year ending 31 December 2018 (FY18) as probably its best year at its 49th Annual General Meeting (AGM) with revenue growing 14.6%* to RM1.98 billion year-on-year.

This was mainly driven by robust demand for the Carlsberg brand and its successful innovation Carlsberg Smooth Draught as well as the Group’s premium brands Kronenbourg 1664 Blanc, Somersby, Connor’s and Asahi. The Carlsberg brand grew 12% while premium brands grew 20% across Malaysia and Singapore.

All 12 resolutions set out in the Notice of AGM dated 11 March 2019 and tabled at the shareholders’ meeting held at the Sime Darby Convention Centre, Kuala Lumpur, were duly passed by the shareholders in attendance numbering approximately 2,300. In conjunction with Carlsberg Malaysia’s 50th anniversary this year, 400 shareholders and their guests were also invited to *Probably The Best Brewery Tour* at its brewery in Shah Alam.

The meeting was chaired by the Group’s Independent Non-Executive Chairman Datuk Toh Ah Wah and outgoing Managing Director Lars Lehmann, together with the other five members of the Board of Directors (Board). Lehmann also shared the profile of the newly appointed Managing Director Theodore “Ted” Akiskalos, who will take the helm from 1 May 2019.

For FY18, the Group’s net profit increased by 25.3% to RM277.2 million fuelled by revenue growth from higher commercial investments. Within the same period, the Group improved free cash flow by 7.4% to RM328.0 million versus RM305.3 million in FY17.

During the business review presentation by Lehmann, he commented, “FY18 was the best year in the history of the Group driven by strong growth across all our brands. This enabled us to pay out a record dividend of 100.0 sen per share to our shareholders, equivalent to 110.3% of the Group’s net profit in FY18. The increased investments behind our SAIL’22 strategy, especially ‘Strengthen the Core’ and ‘Position for Growth’, have enabled us to grow consistently amidst a challenging business environment in Malaysia and Singapore.”

“This year, the rising costs of raw and packaging materials have a negative impact on production costs whereas the smoking ban has had adverse effects on consumption in eateries. However, we remain focused in our investments in great innovations, excellent product quality and relevant consumer activations,” he added.

As an established brewer of almost 50 years, the Group continues to support local industries and job creation as well as generating commercial activities throughout its value chain in line with its purpose of Brewing for a Better Today & Tomorrow.

Across its operations in Malaysia and Singapore, the Group employed 2,027 staff and sales promoters in FY18 and contributed towards government revenues via excise duties amounting to RM938 million, which was up 13% year-on-year. The Group also paid RM77 million in corporate taxes and RM59 million in SST and GST to or on behalf of the Malaysia and Singapore governments.

In support of its Together Towards ZERO sustainability ambitions, the Group reduced its carbon footprint, championed responsible drinking, and upheld safety practices in its operations, including setting a new safety record of 405 consecutive days without lost-time accidents at its brewery in Shah Alam.

Carlsberg Malaysia remains committed to supporting local vernacular education with the Top Ten Charity Campaign – *Probably The Best Fundraising Platform for Chinese Education* – which has raised more than RM520 million for over 600 schools throughout its continued run of more than 30 years.

**vs. adjusted 2017 Revenue had the Group applied MFRS 15*

For further enquiries, please contact:

Pearl Lai, Corporate Comms & CSR Director
Ezra Low, Corporate Comms & CSR Manager

DL: 03-5522 6408
DL: 03-5522 6431

pearl.lai@carlsberg.asia
ezra.yy.low@carlsberg.asia

Incorporated in 1969 and listed on the Main Board of Bursa Malaysia Securities Berhad, Carlsberg Malaysia is part of Carlsberg Group with regional investments in Singapore and Sri Lanka. Our flagship brand – Carlsberg – is one of the best-known beer brands in the world whilst Kronenbourg 1664 Blanc, Somersby, Asahi Super Dry, Connor’s Stout Porter are among the key premium brands in Malaysia. Approximately 600 people work for the Company, selling our products in a responsible manner with business managed sustainably. Find out more at www.carlsbergmalaysia.com.my.

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马来西亚 Carlsberg 集团以标青总营收及净利为“堪称最佳一年”画下完美句点

业绩表现强劲创下 2018 财政年派息 100 仙记录

吉隆坡 10 日讯 - 马来西亚 Carlsberg 酿酒厂有限公司 (该集团)在其第 49 届常年股东大会 (AGM) 以同比增长 14.6%*，高达 19 亿千万营收总结截至 2018 年 12 月 31 日财政年，并将这一财政年归纳为堪称最佳一年。

如此佳绩主要归因予 Carlsberg 的强劲需求、Carlsberg 顺啤以及旗下特级啤酒品牌 Kronenbourg 1664 Blanc、Somersby、Connor's 与 Asahi 的创新成功。Carlsberg 品牌及特级啤酒品牌分别在马新市场取得 12%及 24%增长。

约 2,300 名股东出席在吉隆坡森那美会展中心举行的常年股东大会，并通过了 2019 年 3 月 11 日常年股东大会通告所提呈的全部 12 项决议案。此外，一共有 400 名股东配合马来西亚 Carlsberg 今年的第 50 周年庆，偕同他们邀请的嘉宾一起参加莎阿南酒厂 *堪称最佳啤酒厂之旅*。

本届股东大会由该集团独立非执行主席拿督卓亚华与即将卸任董事经理的雷盟，连同其他五名董事主持。雷盟也在会上介绍新任董事经理艾天赐背景，后者将于 5 月 1 日接下他的棒子。

2018 财政年的集团净利，在主要商业投资营收增长的推动下，攀升 25.3% 达 2 亿 7720 万令吉。与此同时，集团的自由现金流量也比 2017 财政年的 3 亿零 530 万令吉增加 7.4% 达 3 亿 2800 令吉。

董事经理雷盟在进行业务简报时说：“在所有品牌强劲成长的推动之下，2018 年财政年是马来西亚 Carlsberg 史上‘堪称最佳一年’，让我们能够给股东们派发创记录的每股 100.0 仙股息，即相等于集团 2018 财政年的 110.3%净利。而增加了启航'22 (SAIL'22) 策略的投资，特别是着重于‘强化核心品牌’及‘定位实现增长’这两个层面，让集团在充满挑战的马新经商环境中，依然能够继续取得成长。”

他补充说：“今年的原料及包装材料成本上涨，将为生产带来负面冲击，而政府的禁烟令亦已严重影响餐饮业的消费。不过，我们依然继续专注于执行启航'22 策略，不断投入创新、提升产品质量及推动相关消费人活动。”

作为一家已有 50 年历史的酿酒厂，该集团将继续透过其价值链之研究与开发、包装、物流、销售及市场制造商业活动，以扶持本地工业及创造就业机会，以履行其全球宗旨，即酿造一个更美好的现在与未来。

该集团于 2018 财政年的大马与新加坡营运，共聘用 2,027 雇员及促销员，并为政府国库贡献了 9 亿 3800 万令吉的国内税，同比增加 13%。该集团亦给马新两国政府缴纳了 7700 万令吉企业所得税及代收了 5900 万令吉销售与服务税及消费税。

该集团的共同迈向零目标，即减少碳足迹、推动理性饮酒及安全生产的永续策略，也取得良好的进展，包括莎阿南酒厂创也下了连续 405 天无损失工时事故的崭新安全记录。

马来西亚 Carlsberg 集团将继续以十大义演，堪称最佳华教筹款平台，鼎力支持母语教育发展。该平台 30 多年来的马不停蹄演出，已经为华教筹获超过 5 亿 2000 万令吉款项，并惠及 600 多所学校。

**vs. 该集团采用大马会计准则第 15 条文 (MFRS 15) ，亦相应调整 2017 年营收*

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