

# Q4'18

# FINANCIAL RESULTS PRESS & ANALYST BRIEFING

14 February 2019

Carlsberg  
Malaysia

Carlsberg



# PERFORMANCE FY2018

# FY18 Net Profit up 25.3% to RM 277.2mil

Revenue up 14.6% to RM 1.98bil; Free cash flow up 7.4% to RM 328.0mil



**Outstanding performance from MY**



**Higher operating profit from SG**  
partly due to one-off RM 17.2mil trade offer adjustments in FY17



**Share of Profits of RM 21mil from LBCP**  
Lion Brewery (Ceylon) PLC  
(vs RM 0.2mil share of loss in FY17)



**Dividend at 100.0sen\*, 110.3% payout ratio of FY18 net profit**

\*The proposed FINAL and SPECIAL dividends are subject to the shareholders' approval at 49<sup>th</sup> AGM.



# Our Strategy – SAIL'22



**OUR PRIORITIES**



**STRENGTHEN THE CORE**



Grow in Mainstream



Win in Store



Fund the Journey



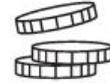
**POSITION FOR GROWTH**



Go Big in Premium



Build New Revenue Streams



**DELIVER VALUE FOR SHAREHOLDERS**



Growth in Net Profit



High and Stable Dividend Yield



**CREATE A WINNING CULTURE**



**DEFEND OUR LICENSE TO OPERATE**



# Strong Growth in Q4FY18 and FY18



## Highlights

- The Group in FY18: Net profit growth of 25.3% to RM 277.2mil and revenue increased by 14.6% to RM 1.98bil.
- The Group in Q4FY18: Net profit up 34.9% to RM 67.4mil and revenue grew 25.6% to RM 527.7 mil.
- MY in Q4FY18: Revenue improved by 30.4% to RM 378.2mil and profit from operations up 3.1% to RM 55.0mil. The organic revenue growth was 23%, if excluding the impact from SST.
- SG in Q4FY18: Revenue grew 14.9% to RM 147.5mil and operating profits up 130.2% to RM 29.0mil. The significant improvement in profit from operations was partly due to the one-off negative trade offer adjustments of RM 13.8mil in Q4FY17. Profits from operations was a solid growth of 9.9% in Singapore, if excluding the mentioned adjustments.

2018

Results	Q4FY18 (RM million)	FY18 (RM million)
Revenue (2017 adjusted for MFRS15)	525.7 <b>+25.6%</b>	1,982.3 <b>+14.6%</b>
Net Profit	67.4 <b>+34.9%</b>	277.2 <b>+25.3%</b>
Earnings per share (EPS)	22.06 <b>+34.9%</b>	90.65 <b>+25.3%</b>



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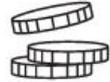
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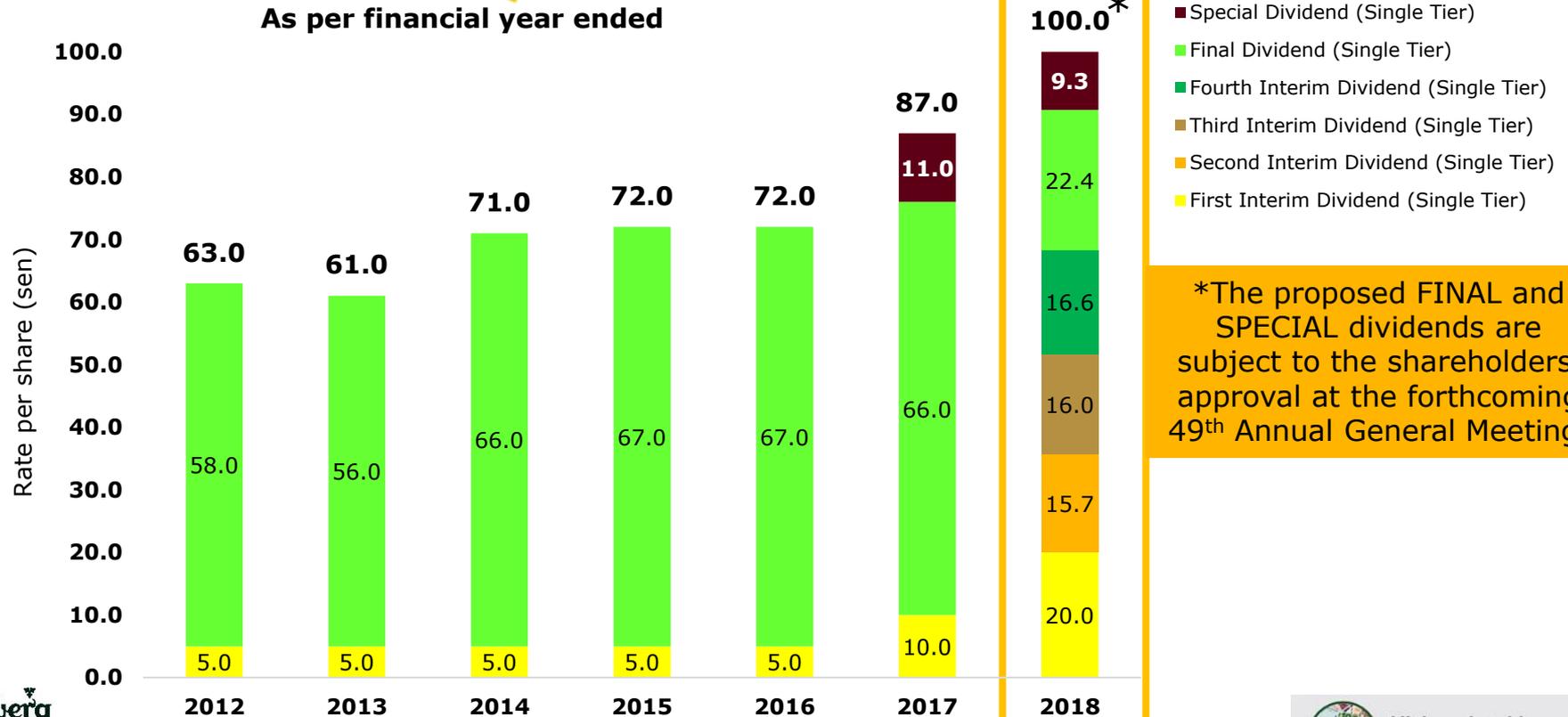
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# Dividends from 2012 to 2018\*



\*The proposed FINAL and SPECIAL dividends are subject to the shareholders' approval at the forthcoming 49<sup>th</sup> Annual General Meeting.



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# 12% Growth in Mainstream in FY18



CARLSBERG  
GREEN LABEL

+8%

- In MY, Carlsberg activated **Probably The Best Golf Tournament** in 2H18, **Probably The Best Oktoberfest** promotion in Q3 and **Probably The Best Party** activation in Q4 to drive engagement and consumption.
- **Carlsberg Smooth Draught** continued its rapid growth across both MY and SG.

CARLSBERG  
SMOOTH DRAUGHT

+58%





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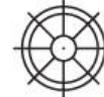
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# 20% Growth in Premium in FY18



- All premium brands, except Asahi Super Dry, grew by double digit in FY18.
- In MY, Somersby Elderflower Lime launched in Q4, whilst Connor's Stout Challenge continued to recruit drinkers in 2H18.
- 1664 Blanc saw strong growth and consumer preference in wheat beer segment.
- Asahi Super Dry showed a solid growth, especially in Singapore.

**SOMERSBY**  
**+24%**

**1664 BLANC**  
**+40%**

**ASAHI SUPER DRY**  
**+8%**

**CONNOR'S**  
**+42%**





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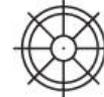
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# 178% Growth in Brooklyn Brewery in FY18



**Launch of Brooklyn Flagship Bar in SkyAvenue, Genting Highlands in MY**  
First in Southeast Asia...with more outlets offering Brooklyn craft beer in draught soon.

**Seasonal variants introduced in SG**



# HIGHLIGHTS

## 1H 2019

# 2019 started with a bigger and better CNY campaign



Integrated PR reached consumers online & on-ground



All employee 'go-to-market' during peak sales period



4 dynamic colours and auspicious words on packaging were eye-catching



Partnership with well-known feng shui master Dato' Joey Yap was a hit in digital media



Rewarding Promotions & Activations

100 activation nationwide rewarded consumers with 'You Shop, Carlsberg Pays' contest



# Outlook for 1H19



- ❖ Continue our focus and execution on the 3<sup>rd</sup> year of SAIL'22 strategy in both MY and SG.
- ❖ Rising prices for raw and packaging materials will have a negative impact on our production costs.
- ❖ Continue to invest in great innovations, excellent product quality and relevant consumer activations.
- ❖ In MY, on-going cooperation with the authorities for greater enforcement against contraband.

# THANK YOU

KEEP  WINNING



  
Malaysia