

Fraser and Neave, Limited

**Publishing, Printing &
Distribution**

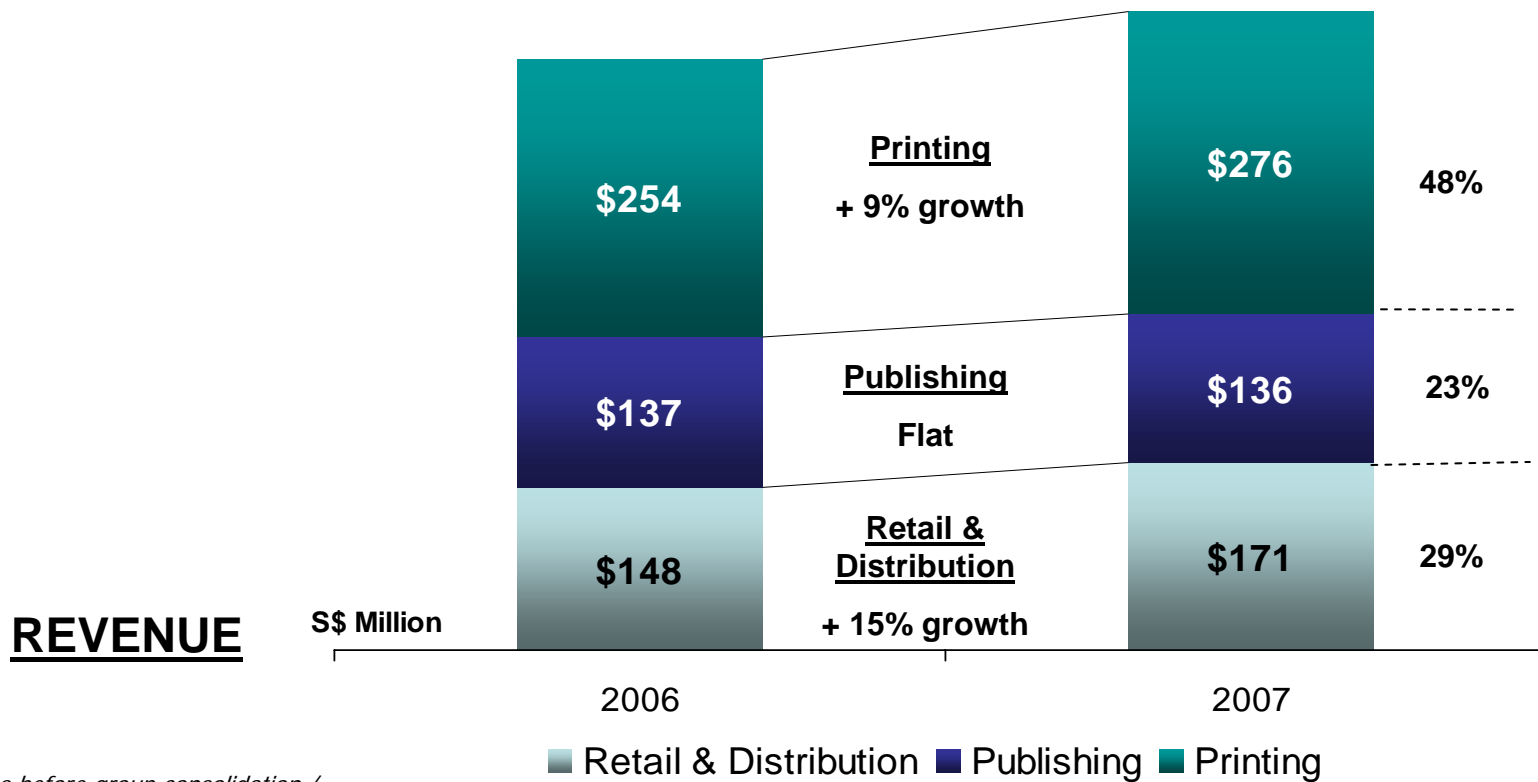


Growth on Track

\$ million	FY2007	FY2006	Change
Revenue	537	498	↑ 8%
PBIT	33	20	↑ 62%
PAT*	26	16	↑ 60%
APBE	25	16	↑ 56%

* before exceptional items

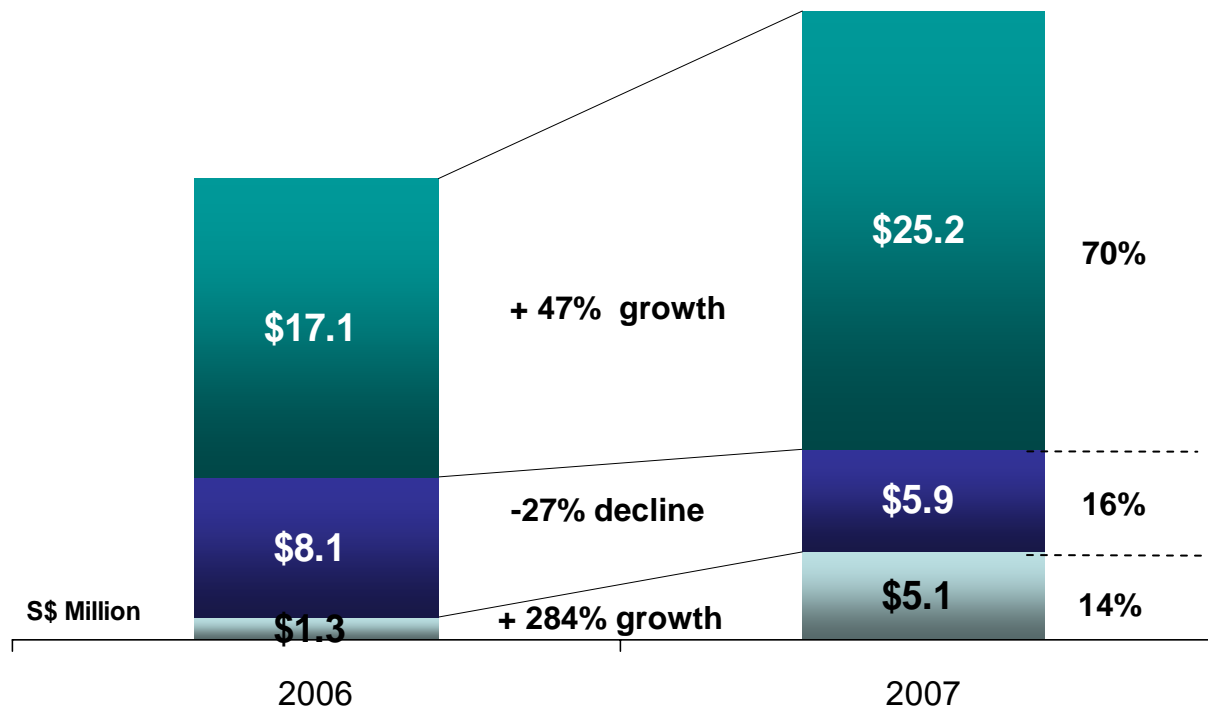
Printing remains the main revenue driver; Retail & Distribution grew 15%



* Figures before group consolidation / others

Printing continues to be the largest contributor; Retail & Distribution produced encouraging results

PBIT



* Figures before group consolidation / others

■ Retail & Distribution ■ Publishing ■ Printing



Times Publishing Group

Operations Review



Printing

- Strong revenue growth from operations in Singapore, Malaysia, China and Australia
- Operating profit improved 47% due to optimization of spare capacity, improved operational efficiency and better material/inventory management
- Australia : Profitability challenge addressed through conditional sale of the business



Publishing

- Strong performance for Education Publishing and Business Directories in Singapore, Hong Kong and Malaysian markets
- Publishing profitability in USA/UK were subjected to restructuring cost

Retail & Distribution

- Registered 15% revenue growth on the back of stronger economic conditions in Singapore and Malaysia, and contribution from new businesses
- PBIT improved from higher volume and retail reorganisation



Times Publishing Group

Market Outlook



Printing

- Continue to be challenging with increased competition and cost pressure from escalating paper, freight and energy cost
- Demand from Western publishers for Asian printers expected to continue



Publishing

- Education publishing outlook looks positive across the Asian region with increased spending in the education sector
- International licensing of Education content to increase
- Positive outlook in Singapore and Hong Kong business directories segment with strong advertising dollars particularly in construction, trade and energy

Retail & Distribution

- Retail trade in Asia expected to continue its buoyant growth although distribution cost and rental concerns remain



Times Publishing Group

Going Forward



Printing

- Explore acquisitions in South China to complement existing China business
- Explore opportunities in India and Vietnam

Publishing

- Increase sales offices/representation for education publishing arm targeting markets that include US, Middle East, Vietnam and China
- Expand business directories business throughout Asia, establishing new operations in Thailand and Indonesia



Times Publishing Group

Going Forward



Retail & Distribution

- Execute/implement Times Bookstores imagery with improved operational execution in merchandising & category management
- Build scale in Retail (Bookstores & Magazine Kiosk) & Distribution
- Explore distribution opportunities in largely untapped Asian market (China, Vietnam, Thailand, Indonesia and Philippines)

Thank You