



FRASER AND NEAVE, LIMITED

1Q2020 Financial Highlights

06 February 2020

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1Q2020 Performance Highlights

Strong Beverages and Dairies Thailand performances drove earnings growth

- Group performance in the first quarter ended 31 December 2019 (“**1Q2020**”)
 - Broad-based growth drove Q1 top line performance; revenue grew 8.8% to \$505.2 million
 - EBIT increased 7.5% to \$76.3 million
 - Beverages earnings more than doubled, despite gestation losses from greenfield brewery in Myanmar
 - Dairies earnings fell 2.9%, impacted by higher commodity and manufacturing costs
 - Profit after taxation grew 4.3% to \$58.3 million

1Q2020 Group Financial Highlights

Revenue
(million)

\$505.2
▲ 8.8%

Earnings before interest and tax
(million)

\$76.3
▲ 7.5%

Profit after tax
(million)

\$58.3
▲ 4.3%

EBIT Margin
(%)

15.1%
▼ 19 bps

Gearing¹
(%)

13.3%
▲ 100 bps²

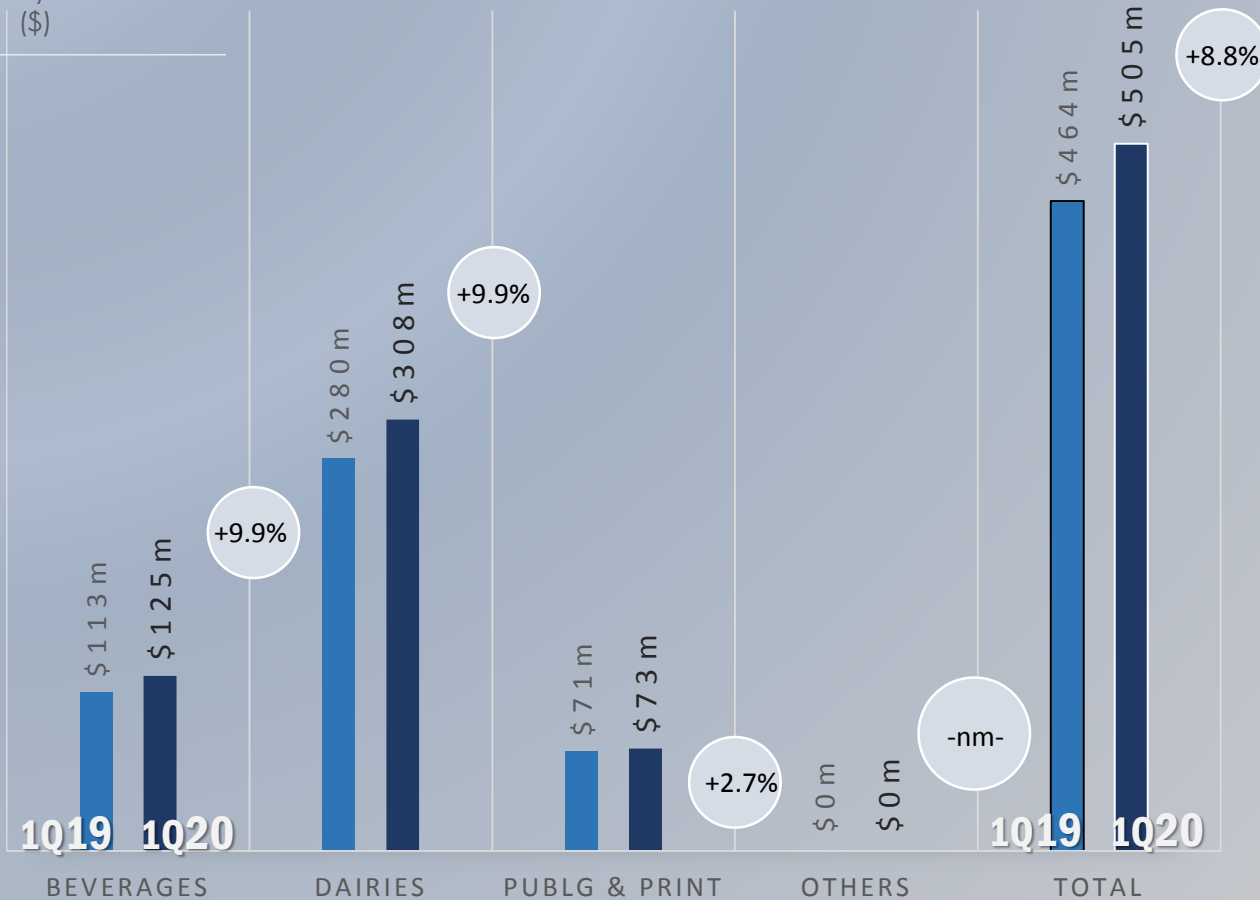
Earnings per share (basic)³
(cents)

2.7
▲ 3.8%

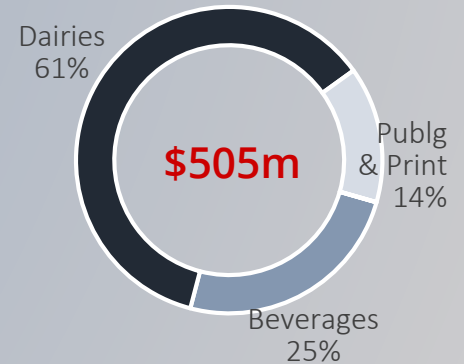
1Q2020 Revenue grew 8.8% to \$505.2 million

Lifted by higher dairy and soft drinks sales; new brewery in Myanmar boosted top line

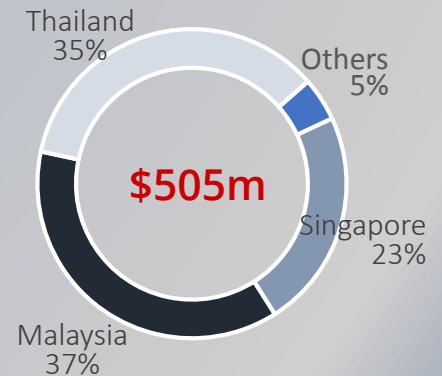
By Business (\$)



By Business (%)



By Geography (%)



¹ Beverages comprises Soft Drinks and Beer

² Publg & Print denotes Publishing & Printing

1Q2020 Revenue | Beverages

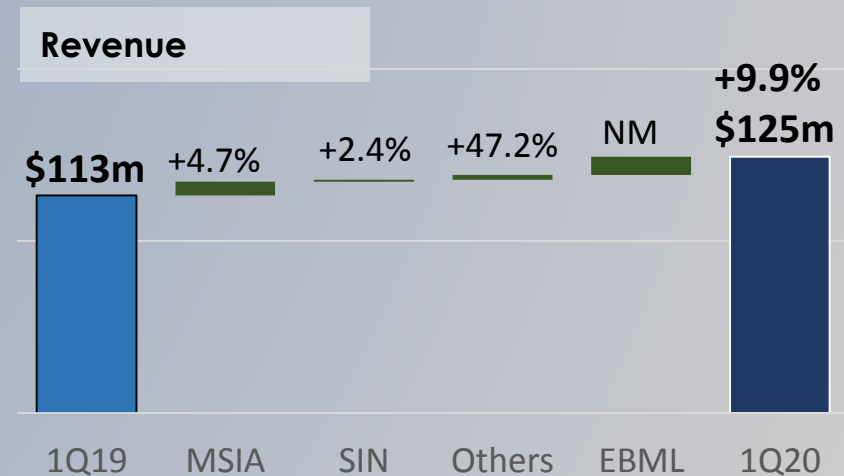
Revenue increased 9.9% vs LY, driven by earlier sell-in for Chinese New Year

Beverages Malaysia

- Lifted by earlier sell-in for Chinese New Year, successful execution of festive campaigns and rollout of new products

Beverages Singapore

- Revenue improved 2.4% mainly due to higher *100PLUS*, *F&N Sparkling Drinks* and *F&N NUTRISOY* sales on successful marketing activities and introduction of new products



Emerald Brewery Myanmar Limited (“EBML”)

- Maiden contribution; brewery started commercial operations on 1 October 2019

Others¹

- On higher sales in Indonesia, driven by increased market penetration

1Q2020 Revenue | Dairies

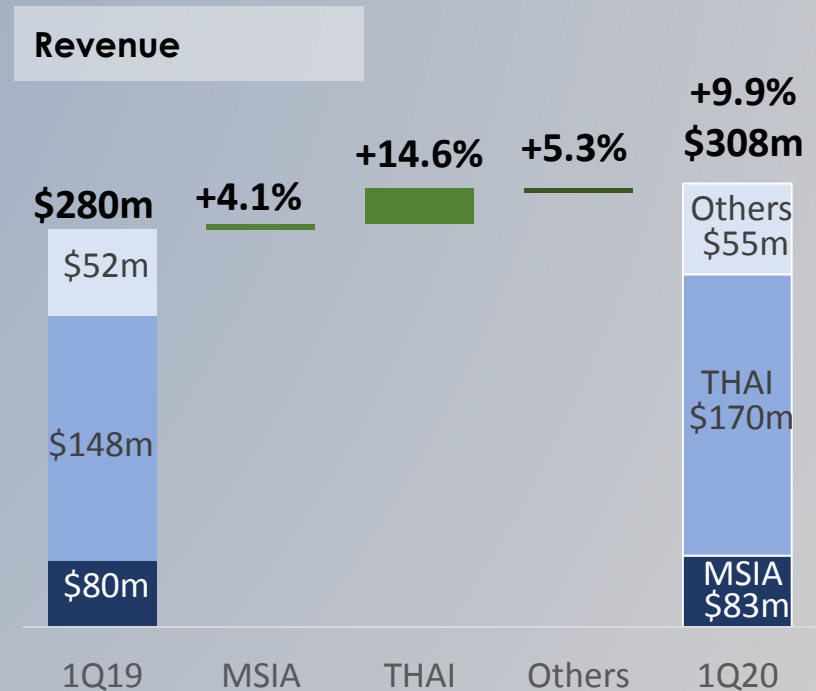
Revenue growth driven by strong performance from Dairies Thailand

Dairies Malaysia

- Revenue grew 4.1% on successful trade execution despite intense competition in canned milk categories

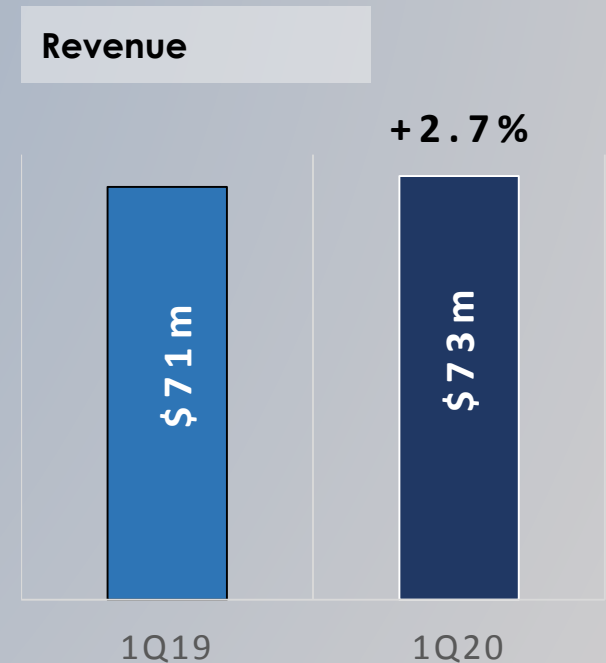
Dairies Thailand

- Higher sales due mainly to successful execution of marketing and branding initiatives, customer loyalty campaigns, new product launches and favorable translation effect (+6.3% in local currency)



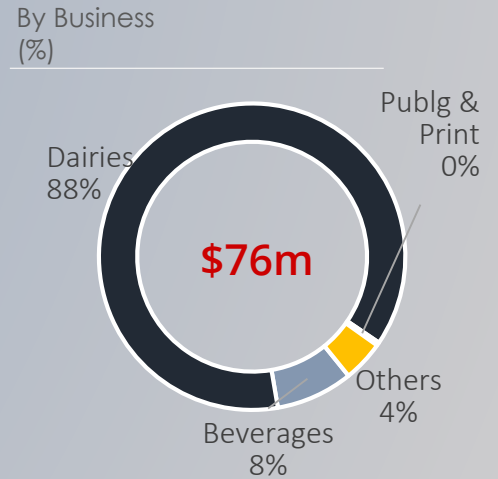
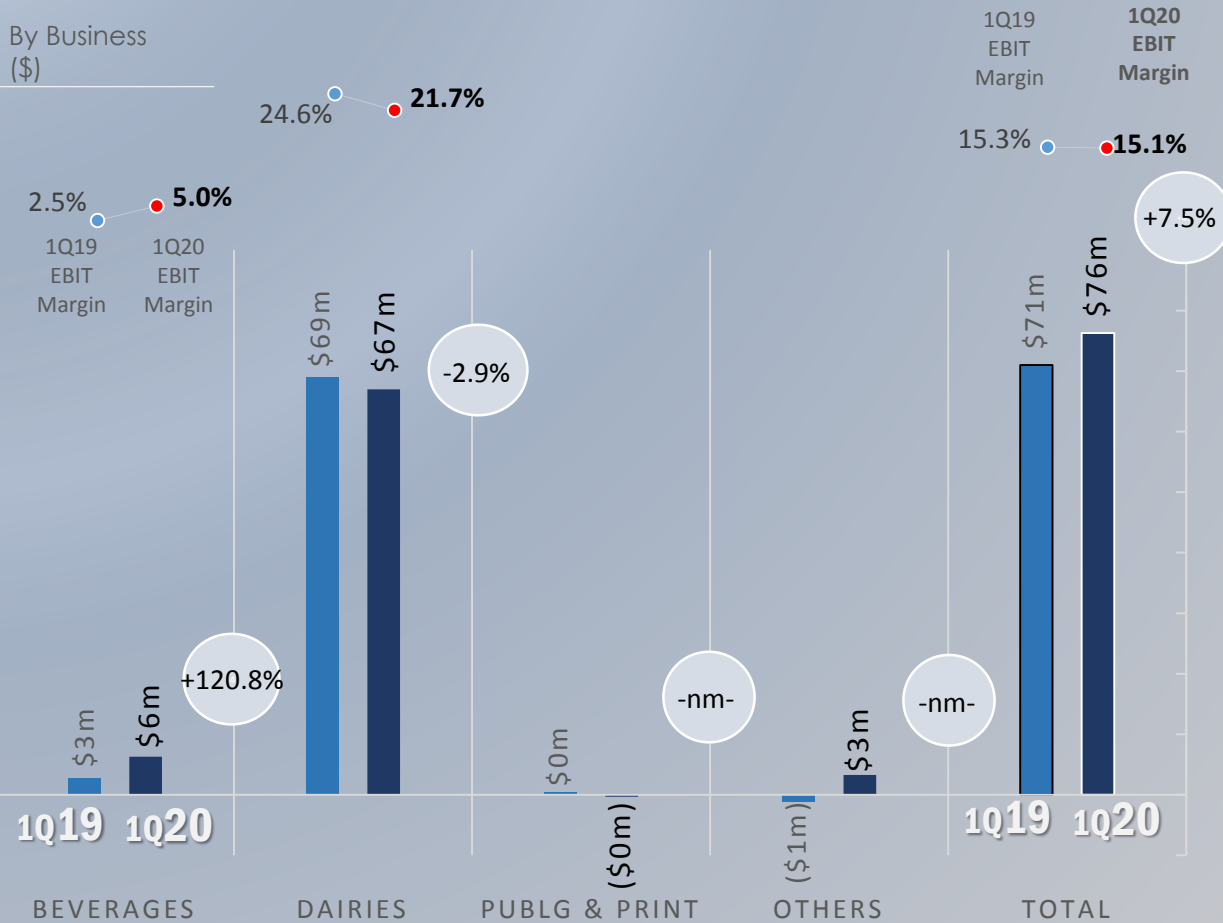
1Q2020 Revenue | Publishing & Printing

- Revenue improved 2.7%
 - Contribution from Print Lab and Hallmark Distribution, offset by shortfall from education publishing, book distribution and print sales in China



1Q2020 EBIT increased 7.5%

Bolstered by higher soft drinks and Dairies Thailand sales



¹ Beverages comprises Soft Drinks and Beer

² Publg & Print denotes Publishing & Printing

1Q2020 EBIT | Beverages

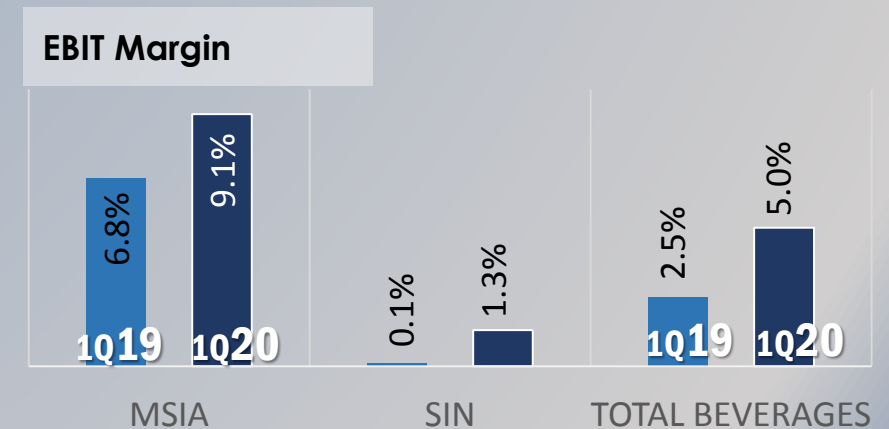
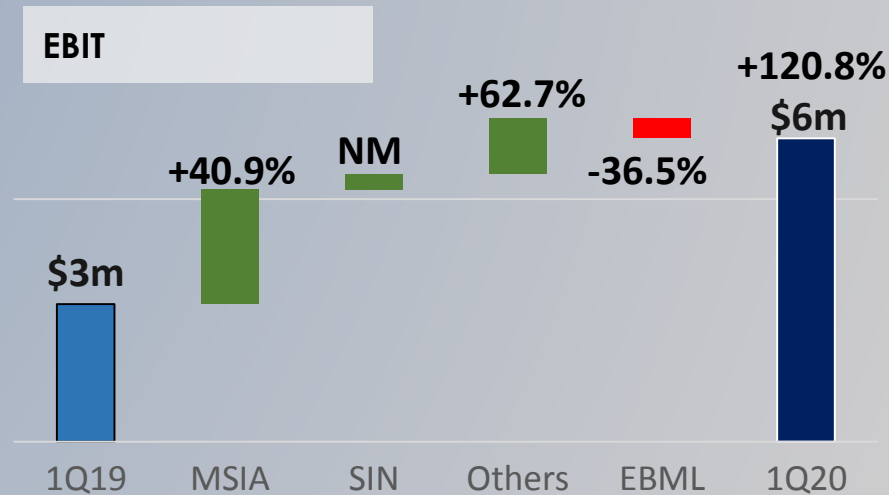
Earnings more than doubled on higher soft drinks sales

Beverages Malaysia and Beverages Singapore

- Largely supported by higher sales as a result of earlier festive sell-in

Others¹

- Higher sales and lower marketing spend and overheads supported growth



1Q2020 EBIT | Dairies

Despite strong performance by Dairies Thailand, earnings fell 2.9%.

Dairies Malaysia

- EBIT impacted by higher input costs for dairy-based commodities and packaging materials

Dairies Thailand

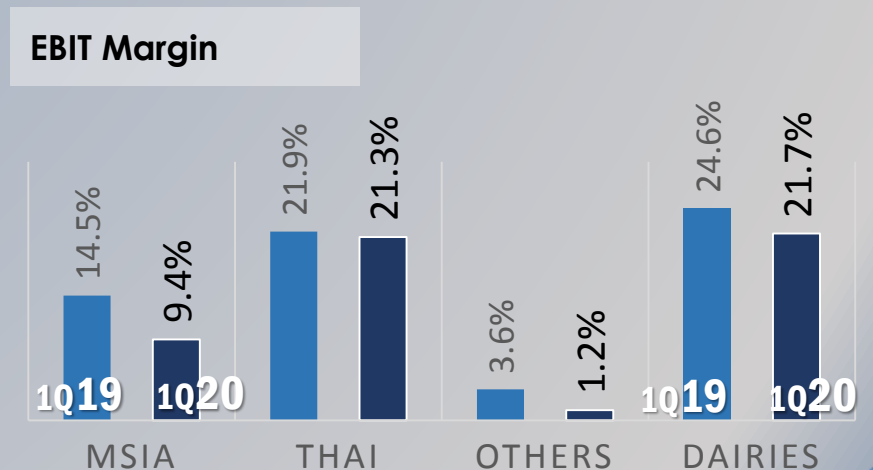
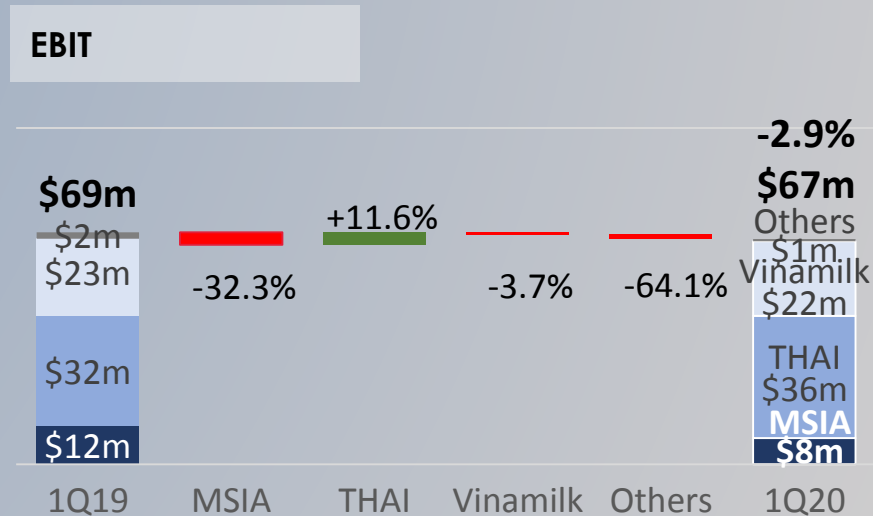
- EBIT increased 11.6% driven by higher sales and favorable translation effect (+3.6% in local currency)

Vinamilk

- Lower reported 4Q19 after-tax earnings

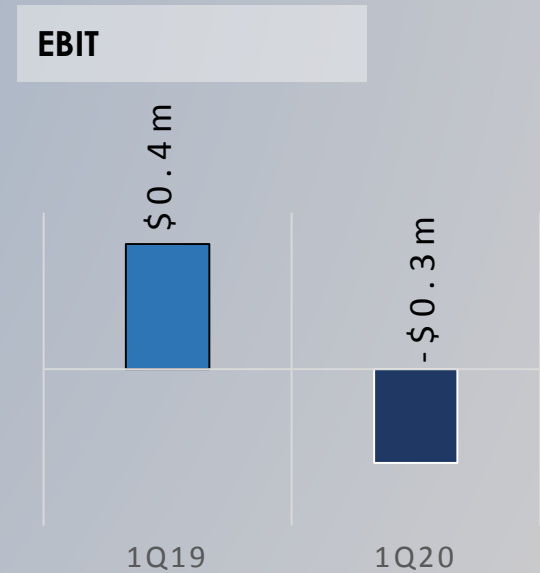
Others

- EBIT impacted by higher input costs and marketing spend



1Q2020 EBIT | Publishing & Printing

- Loss of \$0.3m in 1Q2020 due to
 - Lower education royalty income and lower textbook sales in Singapore



ICE MOUNTAIN SPARKLING WATER

ZERO SUGAR | ZERO CALORIES

SAVOUR. EVERY. SIP.



NEW
LOOK!



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