



F&N Point  
No. 3, Jalan Metro Pudu 1  
Fraser Business Park, Off Jalan Yew  
55100 Kuala Lumpur, Malaysia  
Tel : 603-9235 2288 Fax : 603-9222 7878

---

## FRASER & NEAVE HOLDINGS BHD

(Company No.: 004205-V)

### NEWS RELEASE

19 January 2011

#### **Shareholders of F&N Holdings Bhd approve final dividend payment of 38 sen at AGM**

Fraser & Neave Holdings Bhd (F&NHB) achieved a record profit of RM694 million for the year ended 30<sup>th</sup> September 2010 with a 11.2 per cent increase in revenue from continuing operations of RM3.64 billion. Operating profit from continuing operations was up 35.7 per cent to RM389 million while group profit after taxation surged 48.6 per cent to RM307 million. The record profit after taxation, which included exceptional gains from the divestment of Malaya Glass Products Sdn Bhd and its subsidiaries, marks a decade of continuous and steady growth for the Group.

In recognition of its good performance for the year, the directors recommended a final single tier dividend of 38 sen per share which was approved by shareholders at the Annual General Meeting held in Kuala Lumpur today. This brings the total net dividend for the year to 54.50 sen, compared to 41.75 sen paid last year. The final dividend will be paid to shareholders on 23<sup>th</sup> February 2011.

On 9<sup>th</sup> November last year, the Board had announced the payment of a special interim dividend of RM1.10 per share, totaling RM393 million from the divestment of the glass containers business, which was paid on 6<sup>th</sup> January 2011.

#### ***Expansion of beverages business into Thailand and Brunei***

Under the Transition Agreement signed with Coca-Cola (with reference to the announcement made to Bursa on 30/6/2009), the Group is free to pursue exciting growth opportunities via the introduction of new brands or categories (except for cola and lemon-lime carbonated soft drinks) from 27<sup>th</sup> January 2010 for both domestic and export markets. The category restraint for cola and lemon-lime carbonated soft drinks ends on 31<sup>st</sup> May 2012.

Said Dato' Ng Jui Sia, F&NHB Chief Executive Officer, "During the last 12 months, the Group has successfully expanded its range of tea drinks under SEASONS with the introduction of jasmine green tea, several types of fruit teas and launched its ambient juice drinks under Fruit Trees. The Group also secured the Red Bull energy drink franchise in Malaysia.

"In the next phase of our overall growth strategy, we will seek to duplicate our successful distribution story for 100PLUS and F&N brands outside its traditional market in Malaysia. Pursuant to this, we are pleased to announce that our subsidiary, F & N Beverages Marketing Sdn Bhd (FNBM), has been granted the rights to market, distribute and sell F & N's range of products in the additional territories of Thailand and Brunei under its current /distribution licensing agreement by its parent company Fraser & Neave, Limited.

“While the Brunei market is relatively small with volume close to half a million cases a year, the ready-to-drink market in Thailand is estimated at RM 20 billion (*Source: Euromonitor 2009*), and will offer significant growth potential for the Group in the medium to long term. With its existing distribution operations in Sabah and Sarawak, the integration of the Brunei market into its East Malaysian operations is a natural extension which will offer synergy in economy of scale and operating efficiency.

“Thailand is not entirely new to the Group. Over the last 4 years, the F&N Group has already established significant presence in Thailand through its dairies business which contributed substantial revenue amounting to RM867 million during the last financial year. The Group is currently in the midst of drawing up an expansion plan for the beverages business in Thailand and will initially focus on Southern Thailand using its iconic 100PLUS brand as the launching pad. A new wholly-owned subsidiary will be formed to manage the distribution business in Thailand,” said Dato’ Ng.

In Brunei, a branch office under FNBM is being set up to carry out the activities. However, sales of 100PLUS and F&N’s range of products will only commence after the transition agreement with Coca-Cola expires on 30<sup>th</sup> September 2011.

In relation to the timing of its entry into the Southern Thailand market, Dato’ Ng said, “We are currently in discussion with a potential distribution partner with established distribution infrastructure in Thailand to speed up our entry into the market. We hope to finalise the discussion/arrangement within the next 3 months.”

F&NHB is a Malaysian company listed on Bursa Malaysia’s main market with expertise and prominent standing in the food & beverage and property businesses. The Group has over 3,000 employees in operations straddling Malaysia, Singapore and Thailand.

ooOoo

**Issued with the compliments of Fraser & Neave Holdings Bhd  
by Eric Pringle Associates Public Relations Sdn Bhd.  
For further information, please contact Elsy Tan  
Tel: +60-3-21617144 / Fax: +60-3-21618209  
E-m: [elsy.tan@epapr.com.my](mailto:elsy.tan@epapr.com.my)**