



FRASER AND NEAVE, LIMITED

1H2020 Financial Highlights

11 May 2020



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FINANCIAL HIGHLIGHTS

1H2020 Financial Report

\$976.7M 


+4.8%

 REVENUE

\$141.9M 

+3.9%

 PBIT

14.5% 

-13BPS

 PBIT MARGIN

\$105.6M 

-1.5%

 PAT

\$71.8M 

-2.7%

 ATTRIBUTABLE
PROFIT¹

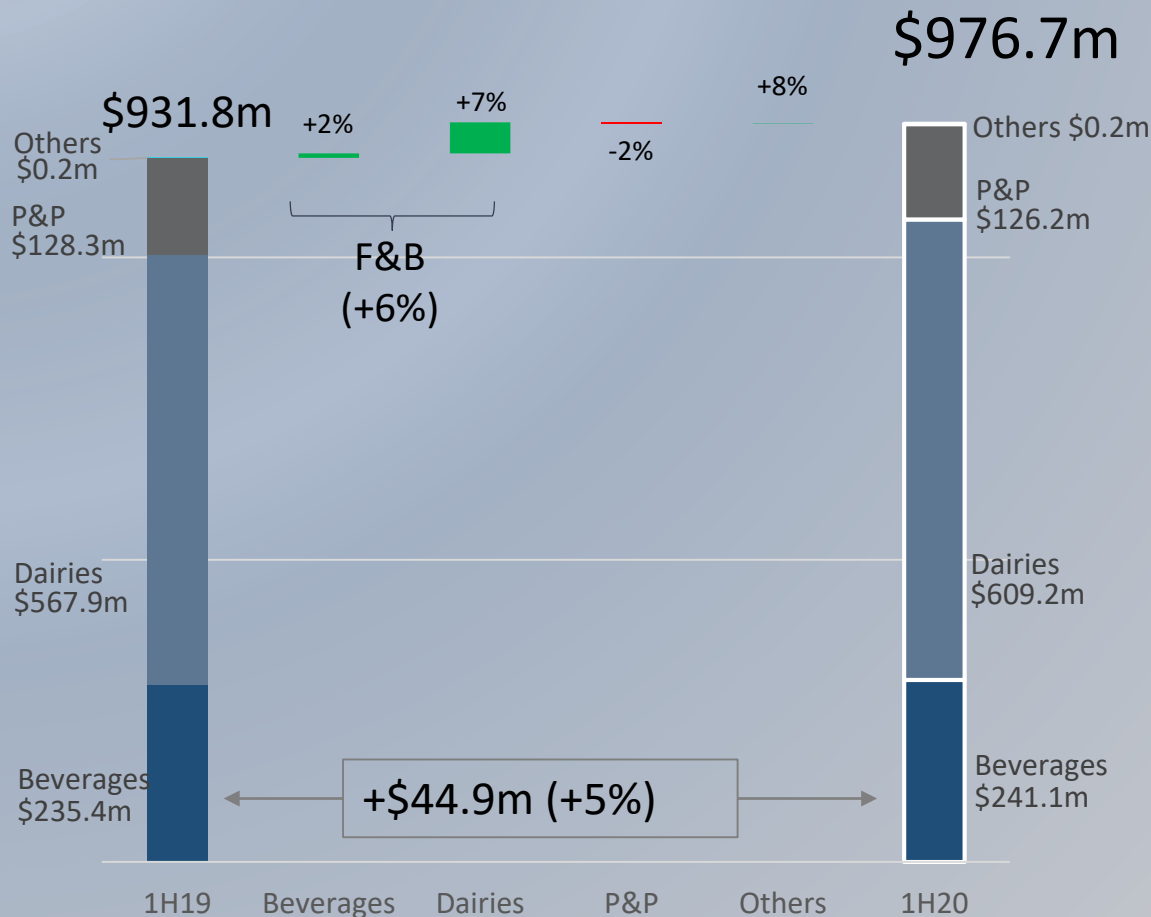
5.0 CTS 

-2.0%

 EARNINGS PER
SHARE¹ (CENTS)

FINANCIAL ANALYSIS

1H2020 Revenue by BUSINESS Segment

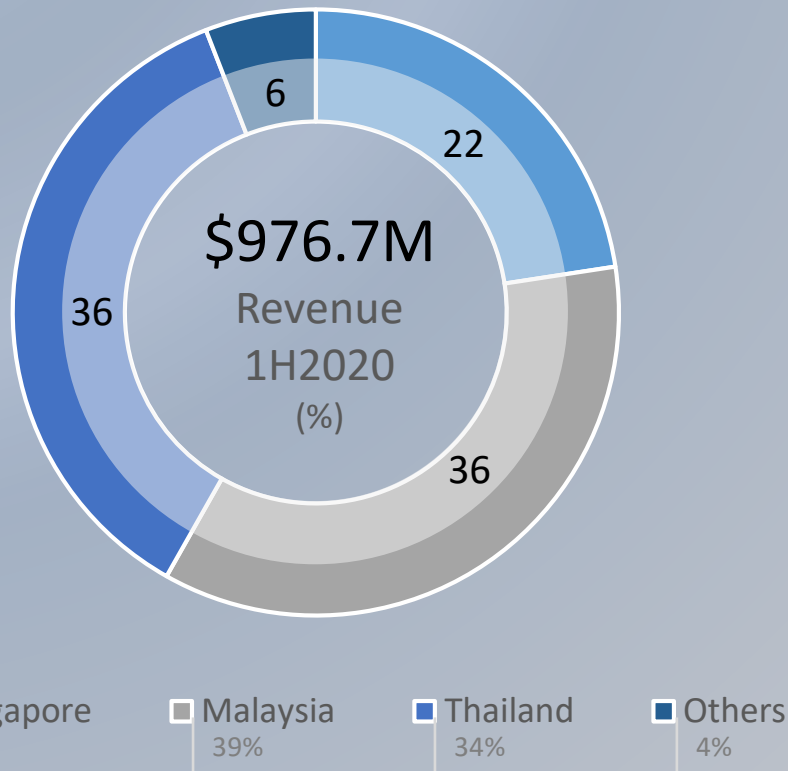


KEY TAKEAWAYS

- 1H2020 revenue grew 4.8% to \$976.7m, driven largely by F&B (+5.8%)
- Beverages revenue grew 2.4%, supported by new brewery which has performed ahead of expectations
 - Soft Drinks Malaysia impacted by floods (Dec) and COVID-19
- Higher sales in all key markets drove Dairies topline growth (+7.3%) despite challenges of COVID-19

FINANCIAL ANALYSIS

1H2020 Revenue by GEOGRAPHICAL Segment

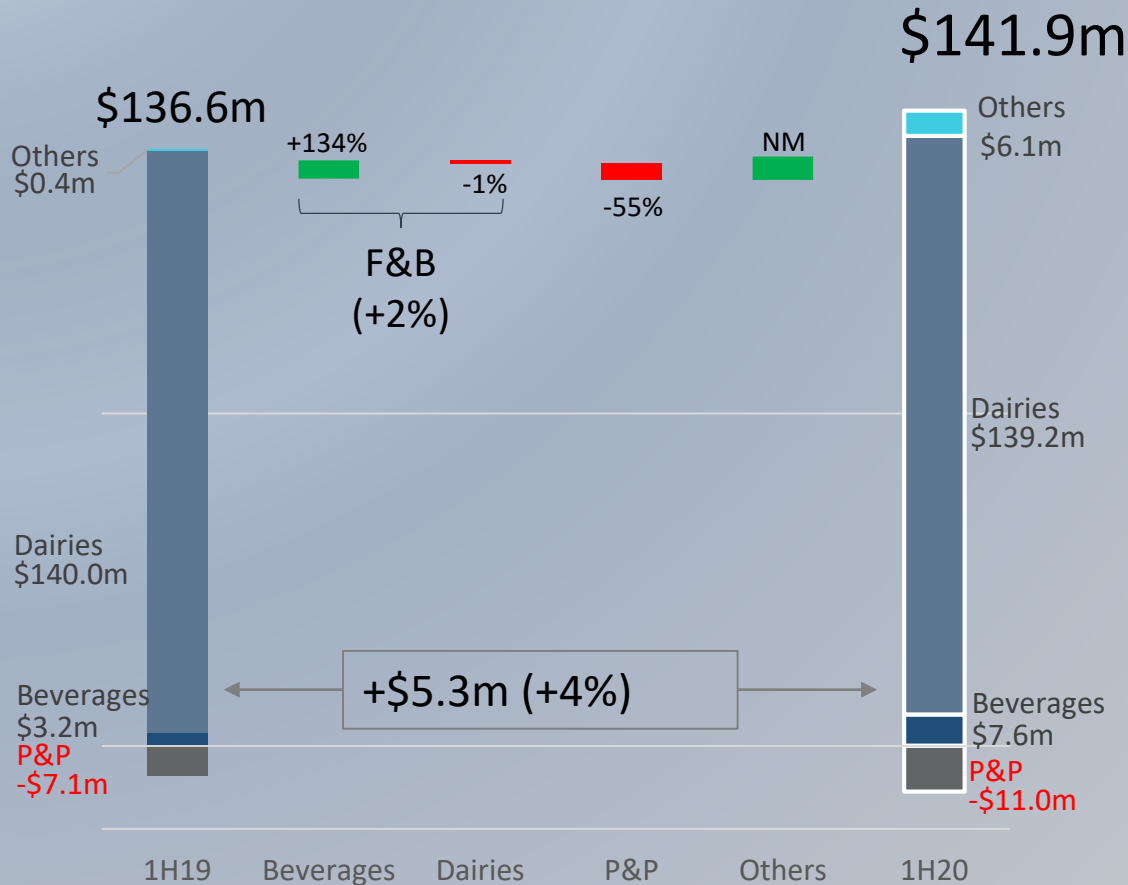


KEY TAKEAWAYS

- Contribution to sales balanced across key markets
- Key markets of Malaysia and Thailand recorded sales of \$698.4m, up 2.5% yoy
- Successful customer loyalty programme and hawker installation initiatives, wider outlet coverage, new products and positive translation effect fueled Thailand's growth (+10.0%)
- The decrease in Malaysia's sales (-4.2%) reflected the adverse impacts of flooding in East Malaysia and the COVID-19 pandemic

FINANCIAL ANALYSIS

1H2020 PBIT by BUSINESS Segment

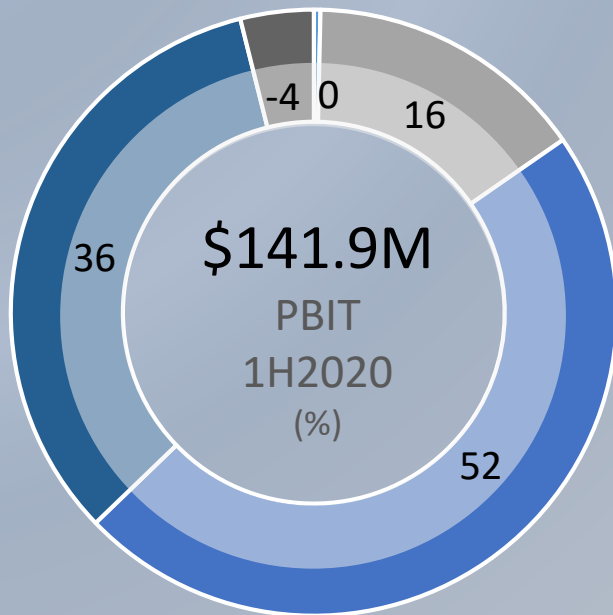


KEY TAKEAWAYS

- 1H2020 PBIT grew 3.9% to \$141.9m, driven largely by F&B (+2.5%)
- Beverages earnings more than doubled, lifted by lower marketing spend despite gestation expenses associated with new brewery in Myanmar
- Dairies profit fell marginally mostly on higher commodity and manufacturing costs and effects of COVID-19 pandemic in Malaysia and Singapore
- P&P largely impacted by plant closures and deferment of textbook adoption due to COVID-19

FINANCIAL ANALYSIS

1H2020 PBIT by GEOGRAPHICAL Segment



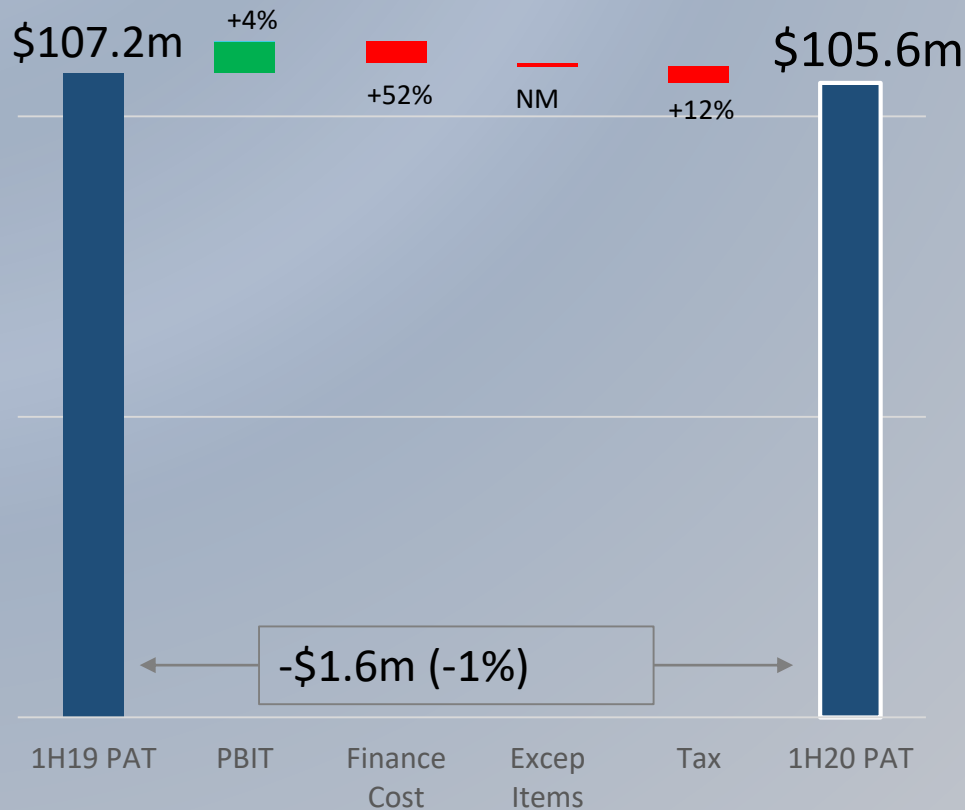
	Singapore	Malaysia	Thailand	Vietnam	Others
1H2019	-1%	18%	49%	37%	-3%

KEY TAKEAWAYS

- Thailand remains the largest profit contributor (51.5%, up from 48.9% last corresponding period) on higher sales
- Malaysia's contribution fell from 18.5% to 16.3%, impacted by unfavourable mix and higher COGS, impacted by COVID-19
- Contribution from Vinamilk, associated company of F&N, increased marginally due to higher share of profit

FINANCIAL ANALYSIS

1H2020 PROFIT AFTER TAX



KEY TAKEAWAYS

- 1H2020 Profit after taxation impacted by higher finance cost and tax
- Higher finance cost arose from borrowings to finance investment in Starbucks Thailand
- Higher tax due to higher withholding taxes paid

FINANCIAL HIGHLIGHTS

1H2020 Financial Report: BALANCE SHEET

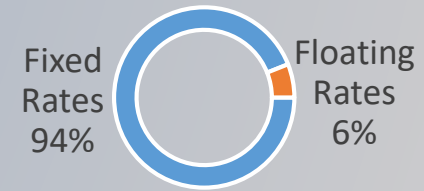
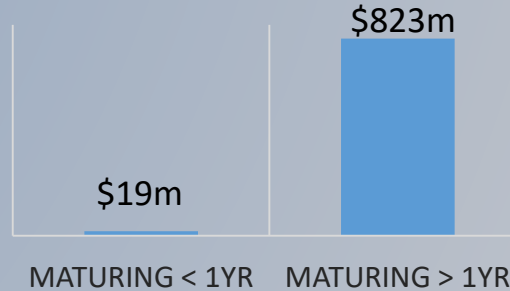
<u>TOTAL ASSETS</u>		\$4,813.3M	<u>TOTAL LIABILITIES</u>		\$1,396.2M
Cash and Bank Balances	\$249.2M		Borrowings	\$842.3M	
Other Current Assets	\$683.5M		Other Current Liabilities	\$465.7M	
Non-Current Assets	\$3,880.6M		Other Non-Current Liabilities	\$88.2M	
			<u>TOTAL SHAREHOLDERS' EQUITY</u>		\$3,417.1M
			Share Capital	\$855.9M	
			Reserves	\$2,144.4M	
			Non-Controlling Interests	\$416.8M	

STRONG CAPITAL STRUCTURE

Maturity Profile of Group Debt

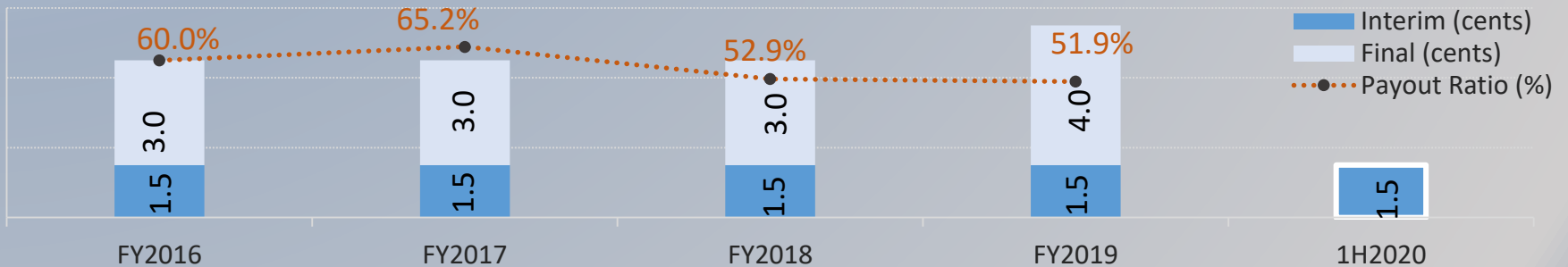
Generous debt headroom for acquisitions

	1H20	FY2019
Cash	249.2M	420.3M
Borrowings	842.3M	829.7M
Gearing ¹	17.4%	12.3%



Dividend

1H2020 interim dividend maintained



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LIMITED
EDITION

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Fraser and Neave, Limited

1H2020 Group Financial Highlights

Six months ended 31 March (\$ million)	1H2020	1H2019	Change (%)
Revenue	976.7	931.8	▲ 4.8
Gross Profit	321.4	305.5	▲ 5.2
Profit before interest and tax ("PBIT")	141.9	136.6	▲ 3.9
<i>PBIT margin (%)</i>	14.5%	14.7%	▼ 13bps
Profit after tax	105.6	107.2	▼ 1.5
Profit attributable to Shareholders ¹	71.8	73.8	▼ 2.7
Earnings per share (cents) ¹	5.0	5.1	▼ 2.0