



Investor Factsheet

February 2024

Purpose

We brew the Joy of True Togetherness to inspire a better world

Ambition

We shape and premiumise the future of beer and beyond

Values

Passion for consumers and customers
 Courage to dream and pioneer
 Care for people and planet
 Enjoyment of life

Leading Brewer in Malaysia

- With history dating back to 1964
- Listed on Bursa Malaysia since 1965

Portfolio of World-Class Brands

11 brands and 86 SKUs
 39 Putra Brand Awards since 2010

Part of the HEINEKEN Company

- 51% owned by HEINEKEN NV
- 49% by public

1 brewery and 13 sales offices throughout Malaysia

Brew a Better World 2030 supports the path to

Net zero impact
 Inclusive, fair and equitable company and world
 Moderation and no harmful use

Key Financials

Key Operating Results

RM million	Q4 2023	Q4 2022	Change %	FY 2023	FY 2022	Change %
Revenue	729	792	-8	2,638	2,855	-8
Operating profit	136	155	-13	518	596	-13
Taxation	33	50	-34	124	182	-32
Profit after tax	99	105	-5	387	413	-6
Net cash from operating activities	362	99	267	588	489	20

RM million	FY 2023	FY 2022	Change %
Total assets	1,248	1,408	-11
Total liabilities	789	920	-14
Reserves	308	337	-9
Total equity	459	488	-6
Capex	143	199	-28

Financial Ratios	YTD 2023	YTD 2022
Operating working capital % of revenue	-2.03	3.47
EBITDA margin	22.49	23.64
Return on equity	113.00	122.06
Debt to equity	1.72	1.88
Earnings per share (sen)	128.04	136.65
Net assets per share (RM)	1.52	1.62

EBITDA: Earnings before interest, tax, depreciation and amortisation

Key Performance Highlights

Q4FY2023 versus Q4FY2022

- Group revenue decreased by 8% as compared to the same quarter in 2022, mainly due to lower sales arising from weak consumer sentiment driven by rising cost of living and macro-economic concerns.
- Group profit before tax ("PBT") decreased by 14% primarily driven by lower revenue. However, the Group's net profit for the quarter decreased by 5% due to the absence of the one-off Prosperity Tax in the current year.
- Higher net cash from operating activities was mainly driven by favourable working capital movement. The Group has improved its capital efficiency through a factoring arrangement in the quarter under review.

FY2023 versus FY2022

- Group revenue was 8% lower mainly due to weak consumer sentiment attributed to growing macroeconomic concerns in 2023. Comparatively, the Group had a strong base in 2022 following the re-opening of the economy at the end of the Covid-19 pandemic. Post the strong rebound in 2022, the Group views its 2023 performance as a form of market correction.
- Group PBT declined by 14% principally due to lower revenue. Comparatively, the Group's net profit for the year decreased by 6% due to the absence of the one-off Prosperity Tax in the current year.
- The Group incurred a lower Capex spend in FY2023 compared to FY2022 which was driven by investments in the brewery upgrade. The brewery upgrade was completed in FY2023.

Outlook

- After a soft beer market in 2023, the Group remains cautious and expects the business environment to remain challenging in 2024 due to rising cost of living, geopolitical uncertainties and weakening Ringgit which could have a negative impact on consumer sentiment and spending.
- The Group will continue to adopt an agile approach to the volatile business environment and will focus on its EverGreen strategy to deliver its 2024 ambition. As a responsible brewer, the Group will continue to deliver on its Brew a Better World sustainability agenda.
- The Group welcomes the stance taken by the Government not to increase excise duties on beer in its latest Budget 2024, as any hike in excise rates will drive greater demand for illicit alcohol. The Group will continue to monitor and support the authorities in addressing this issue through comprehensive efforts and promoting greater awareness within the market.

Top 10 Shareholders as of 29 December 2023

Name of shareholder	Number of shares held	%
1. GAPL Pte Ltd	154,069,900	51.00
2. Citigroup Nominees (Tempatan) Sdn Bhd Great Eastern Life Assurance (Malaysia) Berhad (PAR 1)	7,315,280	2.42
3. Cartaban Nominees (Asing) Sdn Bhd The Bank of New York Mellon for Virtus KAR International Small-Mid Cap Fund	5,931,800	1.96
4. DB (Malaysia) Nominee (Tempatan) Sendirian Berhad Deutsche Trustees Malaysia Berhad for Hong Leong Value Fund	4,112,600	1.36
5. UOB Kay Hian Nominees (Asing) Sdn Bhd Exempt An for UOB Kay Hian Pte Ltd (A/C Clients)	3,843,059	1.27
6. Citigroup Nominees (Tempatan) Sdn Bhd Exempt An for AIA Bhd	3,662,200	1.21
7. Tai Tak Estates Sdn Bhd	2,156,000	0.71
8. Key Development Sdn Berhad	2,037,000	0.68
9. Chinchoo Investment Sdn Berhad	1,865,000	0.62
10. Cartaban Nominees (Asing) Sdn Bhd The Bank of New York Mellon for Virtus Kar Emerging Markets Small-Cap Fund	1,843,500	0.61
Total	186,836,339	61.84

Analysis by Category as of 29 December 2023

	Number of shareholders	Number of shares held	%
Malaysian	11,930	84,112,926	28
Foreigner	903	217,985,074	72
Total	12,833	302,098,000	100



Home of World Class Brands
A brand of choice for every occasion

Sustainability

We believe in the long-term sustainability of our business. Our global sustainability strategy - Brew a Better World ("BaBW") has had a profound influence on our business. It has driven us to innovate and collaborate to protect the environment, support local communities and make a positive contribution to society – all with the goal of supporting delivery of the United Nations Sustainable Development Goals (UN SDGs).

As a responsible and progressive organisation, we pursue an increasingly holistic approach to sustainability, focusing on the entire value chain From Barley to Bar. As we are moving into a decade in which the world must face even more complex challenges. We know we can only thrive if the planet and our communities thrive. Our BaBW 2030 ambitions are woven into the fabric of our balanced growth strategy, putting environmental, social sustainability and responsibility as our key focus areas as we write our next growth chapter.

Our Value Chain

Our sustainability strategy is aligned with HEINEKEN Global's approach. Our raw materials, mainly malted barley and hops, are imported from HEINEKEN pre-approved suppliers in Europe and our agricultural sourcing practices are aligned with the HEINEKEN Supplier Code.

In HEINEKEN Malaysia, the commitments and responsibilities begin from the brewing process and end with the consumer. We aim to report our sustainability performance annually to create transparency in our actions and to be accountable to our valued stakeholders.

Our Focus Area



Sustainability Achievements

ENVIRONMENTAL

Net Zero Carbon Emissions



Reduced CO₂ emissions in production by **-65%** vs 2018 kgCO₂ baseline

Zero Waste to Landfill



All production waste is **100%** recycled and upcycled.

Renewable Electricity



100% renewable electricity at our Sungei Way Brewery

Towards Healthy Watershed



Water Consumption in production in 2023 - **3.41 hl/hl**. Reduced **21%** vs 2014 baseline and 1% vs 2022.

SOCIAL



Tiger CECC 2023 **raised a record-breaking RM26 million** for 8 institutions. In total raised more than RM407 million for Chinese schools since 1994



HEINEKEN Cares 2023 **channeled RM250k + 50k** from public donations to 6 civil society projects focusing on improving community resilience through Food Security, and access to Water and Renewable Energy.

RESPONSIBLE



HEINEKEN Malaysia **advocates responsible consumption and safe behaviour by offering Grab ride vouchers** to consumers from 23 – 25 December 2023 to ensure that consumers can enjoy responsibly and get home safely at the end of their celebration.

Since 2010, HEINEKEN Malaysia has significantly invested in promoting responsible consumption, with an investment of over RM9 million. Heineken® brand also allocates 10% of its annual media spend to advocate for responsible drinking practices.

RECOGNITION



Recognised for our exceptional leadership in **building resilience for water-related challenges** at the UN Global Compact Network Malaysia and Brunei Forward Faster Sustainability Awards 2023.



Received a **Special Mention for the PwC Malaysia-Asia School of Business's Trust and Leadership Survey (FBM Mid 70 Index)** which is a key part of the methodology of the Building Trust Awards evaluation.

Commercial Activation

E-Commerce Shopee Campaigns

In conjunction with the 10.10 Shopee Live Festival and the 12.12 Birthday Sale, HEINEKEN Malaysia partnered with Shopee to roll out an enticing array of deals and offers for consumers through our official Shopee Mall store.

As part of the campaign, consumers could redeem attractive vouchers to redeem purchase their favourite brands at promotional prices. At the end of the respective campaigns, HEINEKEN Malaysia was the third-best selling brand in the Groceries (F&B) category in Malaysia.



Cheers to a Bolder Tomorrow with Tiger this Year of the Dragon

Tiger kickstarted the festive season with its bold 'Cheers to a Bolder Tomorrow' campaign that encouraged consumers to celebrate their achievements and be inspired to set even bolder ambitions for 2024.

The campaign marked the festive period with an array of enticing promotions available to consumers across all channels including supermarkets, grocers, coffeeshops, restaurants, as well as e-commerce platforms including Drinkies and Shopee.

Consumers who participated in the promotions stood to win and redeem exciting gifts and prizes. Among the coveted gifts and prizes included a La Gourmet Multi Electric Grill and Hotpot, Reunion Dish Plate Set, a Tiger Mahjong Set and many others.



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